

December 2018



Area Delimited by County Of Cherokee - Residential Property Type

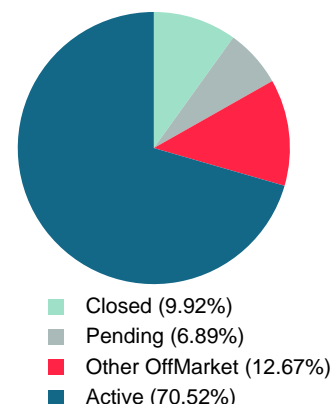


MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	2017	December 2018	+/- %
Closed Listings	45	36	-20.00%
Pending Listings	23	25	8.70%
New Listings	68	60	-11.76%
Median List Price	129,900	99,450	-23.44%
Median Sale Price	123,000	95,000	-22.76%
Median Percent of Selling Price to List Price	96.37%	95.99%	-0.39%
Median Days on Market to Sale	49.00	37.00	-24.49%
End of Month Inventory	277	256	-7.58%
Months Supply of Inventory	6.39	5.84	-8.64%

Absorption: Last 12 months, an Average of **44** Sales/Month
Active Inventory as of December 31, 2018 = **256**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **7.58%** to 256 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **5.84** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **22.76%** in December 2018 to \$95,000 versus the previous year at \$123,000.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 12.00 days or **24.49%** in December 2018 compared to last year's same month at **49.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 60 New Listings in December 2018, down **11.76%** from last year at 68. Furthermore, there were 36 Closed Listings this month versus last year at 45, a **-20.00%** decrease.

Closed versus Listed trends yielded a **60.0%** ratio, down from previous year's, December 2017, at **66.2%**, a **9.33%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



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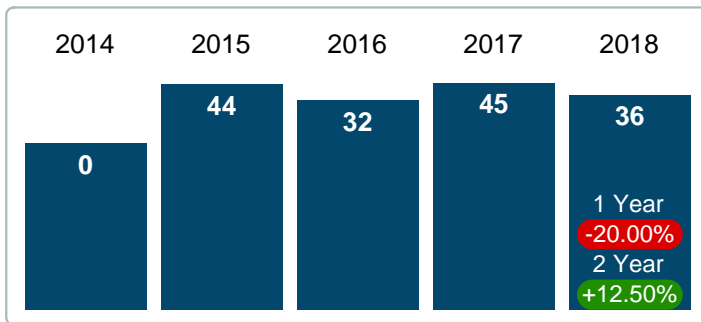


December 2018

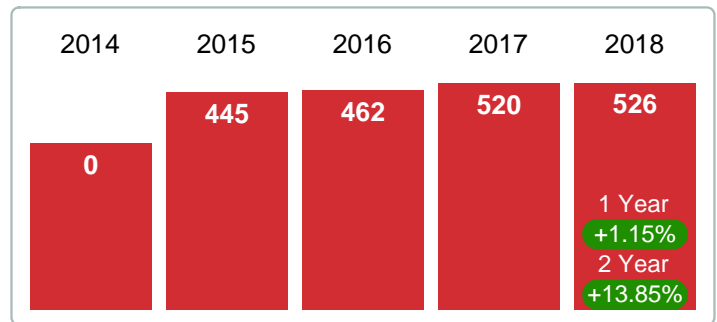
CLOSED LISTINGS

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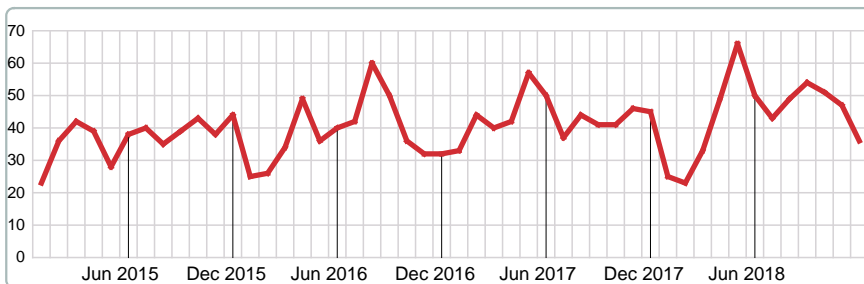
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 31

High May 2018 66 Low Feb 2018 23

Closed Listings this month at **36**
above the 5 yr DEC average of **31**

OCT	51	
NOV	47	-7.84%
DEC	36	-23.40%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.11%	24.0	2	2	0	0
\$30,001 \$50,000	4	11.11%	56.0	2	2	0	0
\$50,001 \$70,000	5	13.89%	39.0	1	3	1	0
\$70,001 \$110,000	8	22.22%	16.5	2	5	1	0
\$110,001 \$130,000	5	13.89%	27.0	2	3	0	0
\$130,001 \$170,000	6	16.67%	28.0	0	5	1	0
\$170,001 and up	4	11.11%	83.0	0	2	2	0
Total Closed Units		36		9	22	5	0
Total Closed Volume		3,685,760	100%	634.63K	2.19M	861.90K	0.00B
Median Closed Price		\$95,000		\$61,000	\$100,950	\$155,000	\$0

Contact: MLS Technology Inc.

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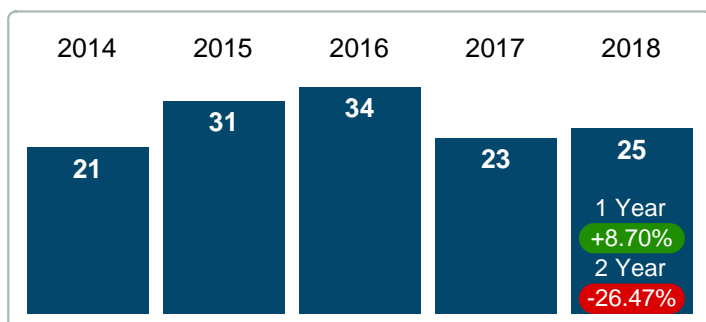


December 2018

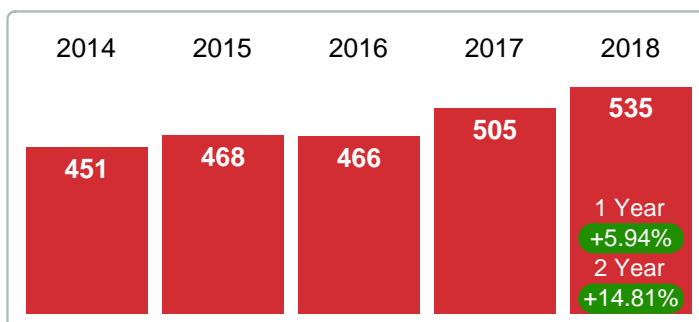
PENDING LISTINGS

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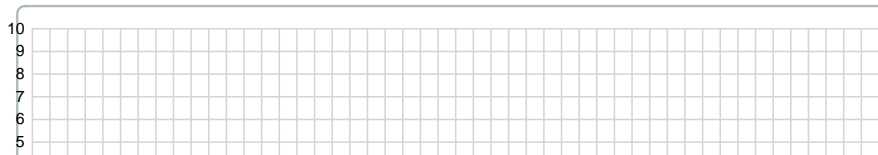
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at **25**
below the 5 yr DEC average of **27**

OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2		8.00%	16.5	1	1	0	0
\$30,001 \$40,000	3		12.00%	56.0	0	2	1	0
\$40,001 \$60,000	5		20.00%	24.0	3	2	0	0
\$60,001 \$90,000	4		16.00%	57.5	1	3	0	0
\$90,001 \$230,000	5		20.00%	21.0	1	3	1	0
\$230,001 \$390,000	3		12.00%	61.0	0	1	2	0
\$390,001 and up	3		12.00%	114.0	0	1	2	0
Total Pending Units	25				6	13	6	0
Total Pending Volume	3,435,200			100%	339.90K	1.51M	1.59M	0.00B
Median Listing Price	\$69,900				\$57,500	\$67,300	\$262,400	\$0



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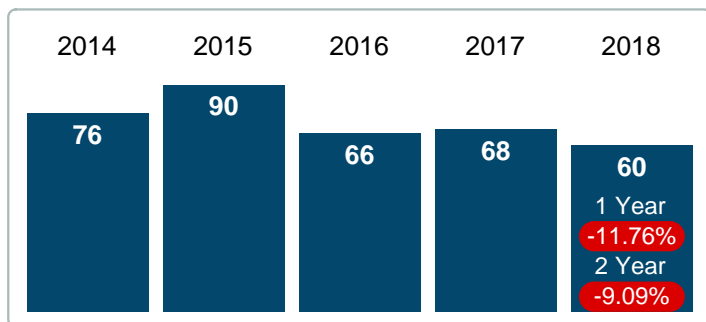


December 2018

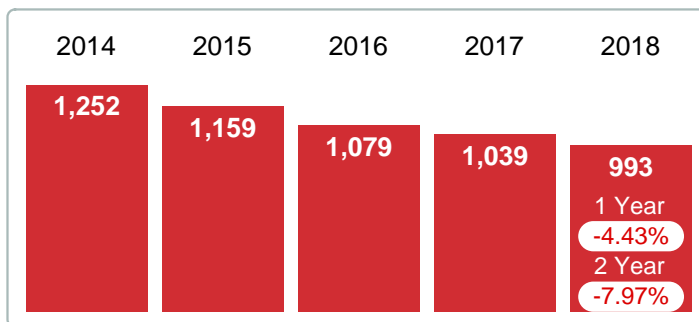
NEW LISTINGS

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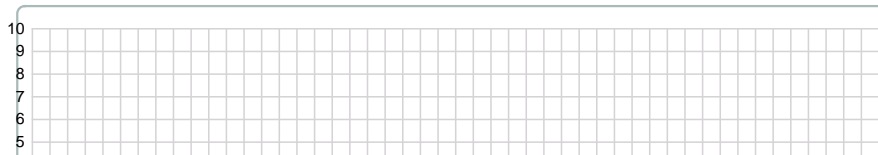
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72

High Dec 2018 0 Low Dec 2018 0

New Listings this month at **60**
below the 5 yr DEC average of **72**

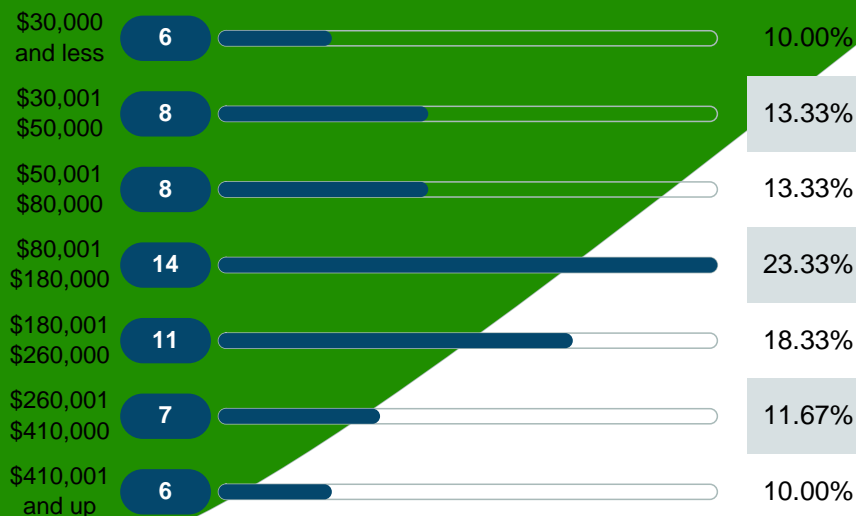
OCT 0
NOV 0
DEC 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
4	2	0	0
5	3	0	0
2	6	0	0
1	10	3	0
2	5	3	1
1	2	2	2
2	3	0	1
17	31	8	4
2.14M	5.45M	1.72M	1.35M
\$50,000	\$129,900	\$192,450	\$354,950

4

0

0

0

0

1

2

1

4

1.35M

1-2 Beds	3 Beds	4 Beds	5+ Beds
4	2	0	0
5	3	0	0
2	6	0	0
1	10	3	0
2	5	3	1
1	2	2	2
2	3	0	1
17	31	8	4
2.14M	5.45M	1.72M	1.35M
\$50,000	\$129,900	\$192,450	\$354,950

Total New Listed Units	60	
Total New Listed Volume	10,668,590	100%
Median New Listed Listing Price	\$149,700	

Email: support@mlstechnology.com

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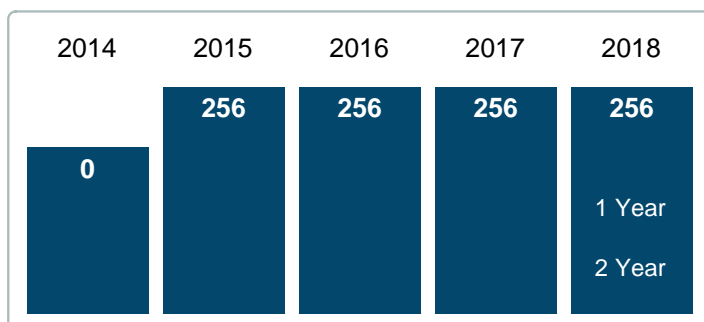


December 2018

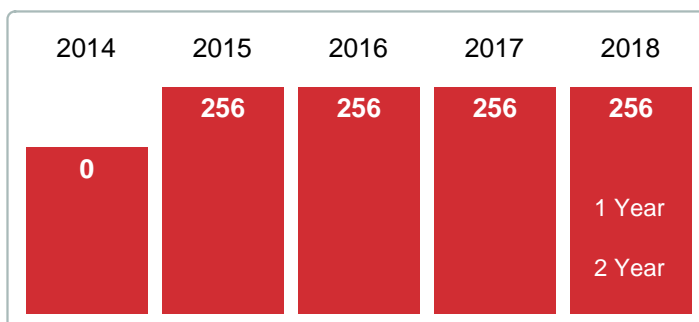
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 205

High Dec 2018 256 Low Dec 2018 256

Inventory this month at 256
above the 5 yr DEC average of 205

OCT 256

NOV 256

DEC 256

0.00%

0.00%

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4		1.56%	83.5	4	0	0	0
\$25,001 - \$75,000	48		18.75%	74.5	25	19	4	0
\$75,001 - \$100,000	32		12.50%	90.0	11	17	4	0
\$100,001 - \$175,000	55		21.48%	95.0	5	38	11	1
\$175,001 - \$250,000	50		19.53%	68.0	5	26	12	7
\$250,001 - \$375,000	40		15.63%	112.5	5	14	14	7
\$375,001 and up	27		10.55%	84.0	3	14	5	5
Total Active Inventory by Units			256		58	128	50	20
Total Active Inventory by Volume			54,821,970	100%	6.89M	29.40M	12.51M	6.02M
Median Active Inventory Listing Price			\$162,450		\$75,700	\$149,900	\$196,500	\$299,900

December 2018



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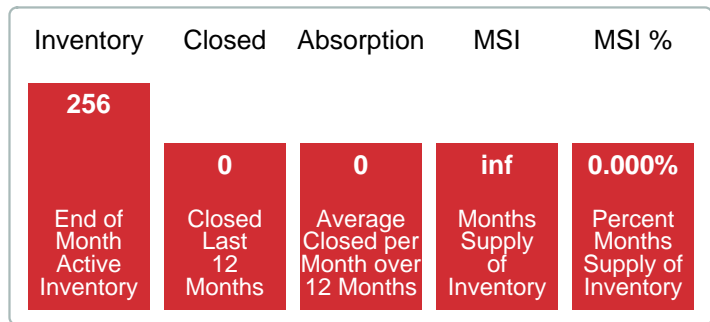


MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER

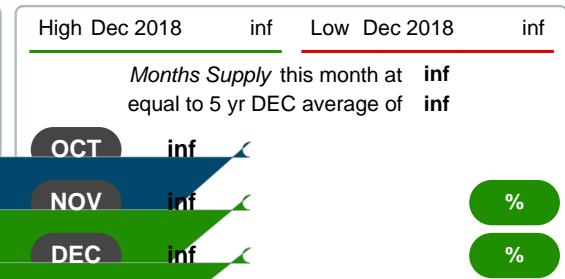
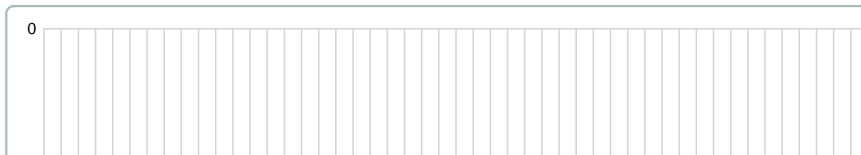
INDICATORS FOR DECEMBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI			%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4		1.56%	2.40	4.80	0.00	0.00	0.00
\$25,001 - \$75,000	48		18.75%	4.27	4.48	4.30	3.69	0.00
\$75,001 - \$100,000	32		12.50%	6.00	8.25	5.10	6.86	0.00
\$100,001 - \$175,000	55		21.48%	3.63	2.86	3.68	3.88	4.00
\$175,001 - \$250,000	50		19.53%	7.79	15.00	6.50	6.26	42.00
\$250,001 - \$375,000	40		15.63%	14.12	30.00	12.00	11.20	28.00
\$375,001 and up	27		10.55%	23.14	0.00	42.00	6.67	60.00
Market Supply of Inventory (MSI)			5.84		5.80	5.26	5.94	18.46
Total Active Inventory by Units			256	100%	58	128	50	20

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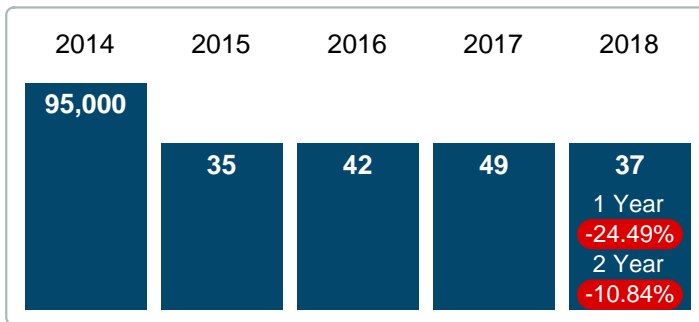


December 2018

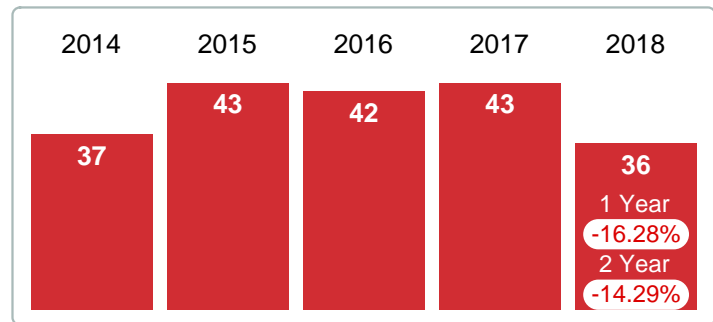
MEDIAN DAYS ON MARKET TO SALE

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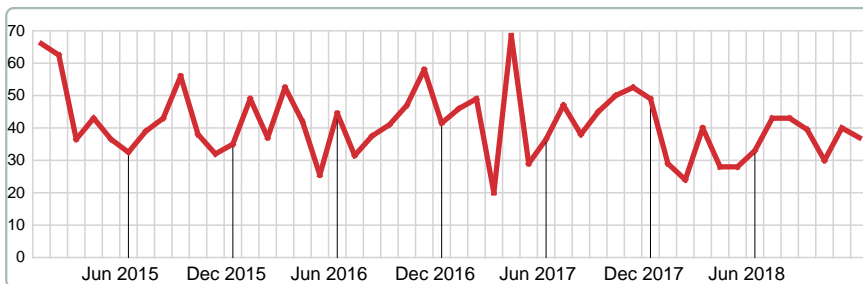
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 19,033

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 37
below the 5 yr DEC average of 19,033

OCT	30	
NOV	40	33.33%
DEC	37	-7.50%

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.11%	24	9	83	0	0
\$30,001 \$50,000	4	11.11%	56	56	58	0	0
\$50,001 \$70,000	5	13.89%	39	39	49	1	0
\$70,001 \$110,000	8	22.22%	17	17	11	60	0
\$110,001 \$130,000	5	13.89%	27	17	77	0	0
\$130,001 \$170,000	6	16.67%	28	0	35	11	0
\$170,001 and up	4	11.11%	83	0	42	100	0
Median Closed DOM	37			17	39	60	0
Total Closed Units	36	100%	37.0	9	22	5	
Total Closed Volume	3,685,760			634.63K	2.19M	861.90K	0.00B



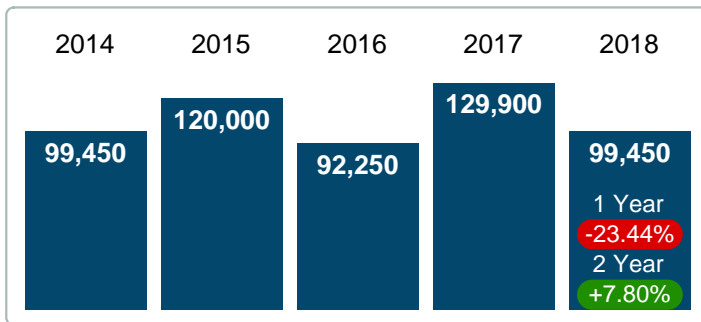
Area Delimited by County Of Cherokee - Residential Property Type



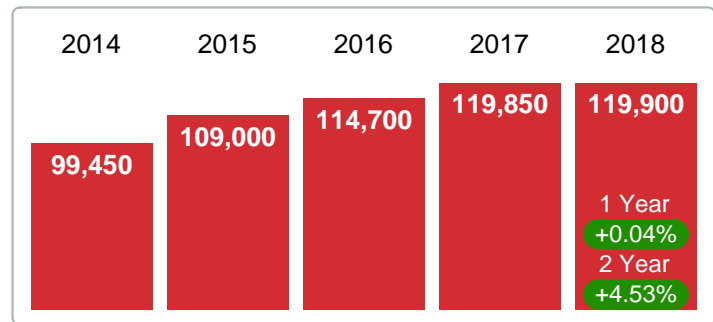
MEDIAN LIST PRICE AT CLOSING

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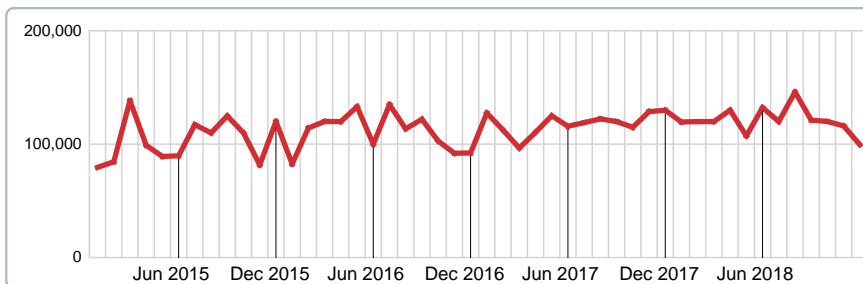
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

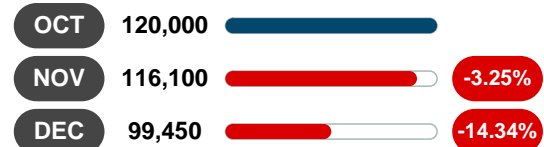


3 MONTHS

5 year DEC AVG = 108,210

High Aug 2018 146,000 Low Jan 2015 79,500

Median List Price at Closing this month at **99,450**
below the 5 yr DEC average of **108,210**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	8.33%	19,900	21,250	19,900	0	0
\$30,001 \$50,000	5	13.89%	45,000	47,000	44,000	0	0
\$50,001 \$70,000	4	11.11%	62,400	64,900	63,700	54,500	0
\$70,001 \$110,000	9	25.00%	94,800	99,000	94,800	88,900	0
\$110,001 \$130,000	4	11.11%	123,150	117,100	128,950	0	0
\$130,001 \$170,000	7	19.44%	139,900	133,000	139,900	147,000	0
\$170,001 and up	4	11.11%	243,400	0	193,400	289,450	0
Median List Price			99,450	64,900	104,900	147,000	0
Total Closed Units		100%	99,450	9	22	5	
Total Closed Volume			3,825,300	667.60K	2.29M	869.30K	0.00B



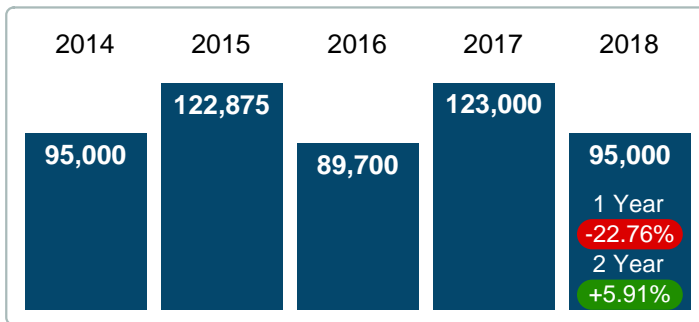
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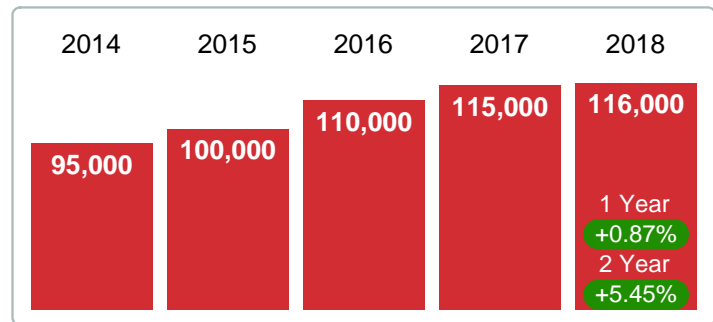
MEDIAN SOLD PRICE AT CLOSING

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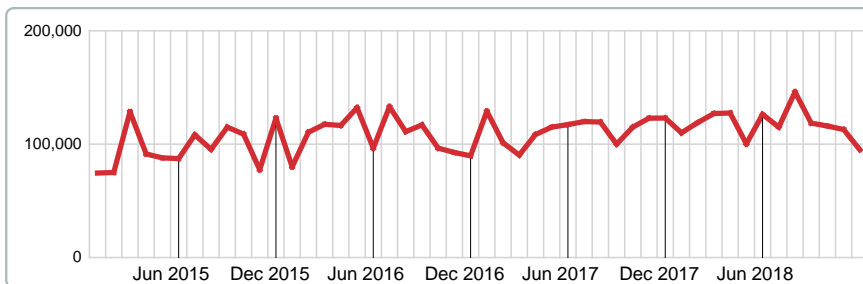
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

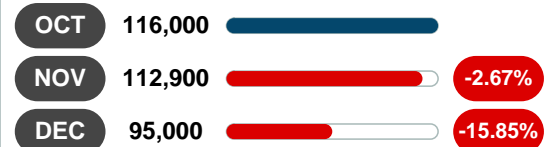


3 MONTHS

5 year DEC AVG = 105,115

High Aug 2018 146,000 Low Jan 2015 74,500

Median Sold Price at Closing this month at **95,000**
below the 5 yr DEC average of **105,115**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.11%	21,250	21,250	23,500	0	0
\$30,001 \$50,000	4	11.11%	42,833	41,666	45,000	0	0
\$50,001 \$70,000	5	13.89%	57,500	61,000	57,500	51,000	0
\$70,001 \$110,000	8	22.22%	91,500	103,000	91,000	88,900	0
\$110,001 \$130,000	5	13.89%	122,900	120,900	122,900	0	0
\$130,001 \$170,000	6	16.67%	139,250	0	138,000	155,000	0
\$170,001 and up	4	11.11%	230,000	0	183,450	283,500	0
Median Sold Price			95,000	61,000	100,950	155,000	0
Total Closed Units		100%	36	9	22	5	
Total Closed Volume			3,685,760	634.63K	2.19M	861.90K	0.00B

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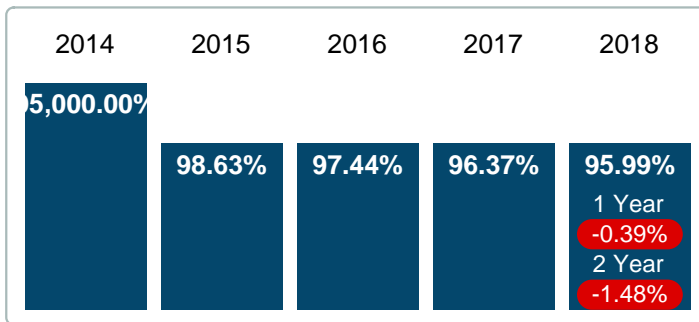
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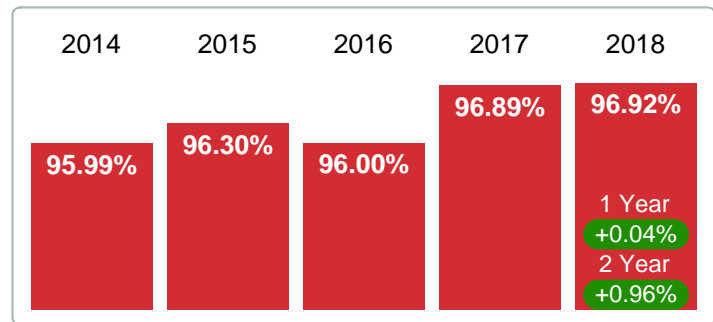
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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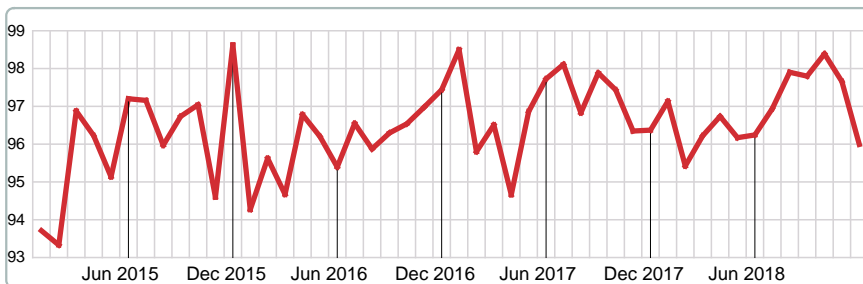
DECEMBER



YEAR TO DATE (YTD)



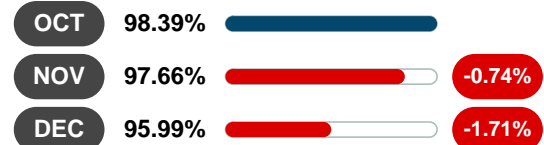
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 19,077.69%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at 95.99%
below the 5 yr DEC average of 19,077.69%

MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.11%	96.15%	100.00%	88.87%	0.00%	0.00%
\$30,001 \$50,000	4	11.11%	94.21%	88.81%	97.92%	0.00%	0.00%
\$50,001 \$70,000	5	13.89%	93.58%	93.99%	88.89%	93.58%	0.00%
\$70,001 \$110,000	8	22.22%	94.93%	96.09%	93.87%	100.00%	0.00%
\$110,001 \$130,000	5	13.89%	94.61%	96.69%	94.61%	0.00%	0.00%
\$130,001 \$170,000	6	16.67%	99.92%	0.00%	99.42%	105.44%	0.00%
\$170,001 and up	4	11.11%	97.93%	0.00%	95.19%	97.93%	0.00%
Median Sold/List Ratio		95.99%		93.99%	95.91%	98.33%	0.00%
Total Closed Units		36	100%	9	22	5	
Total Closed Volume		3,685,760		634.63K	2.19M	861.90K	0.00B

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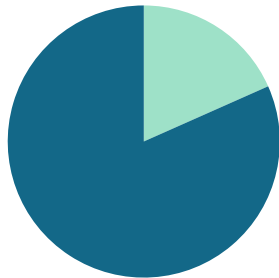


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MARKET SUMMARY

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INVENTORY

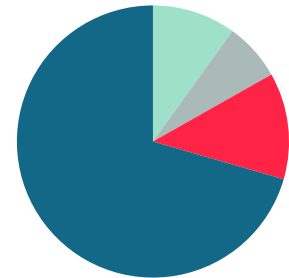


Inventory
New Listings 60 = 18.35%
Start Inventory 267
Total Inventory Units 327
Volume \$67,904,370

Market Activity

Closed Sales 36 = 9.92%
Pending Sales 25 = 6.89%
Other Off Market 46 = 12.67%
Active Inventory 256 = 70.52%

MARKET ACTIVITY



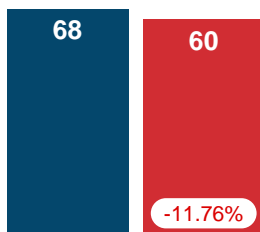
Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	45	36	-20.00%	520	526	1.15%
Pending Sales	23	25	8.70%	505	535	5.94%
New Listings	68	60	-11.76%	1,039	993	-4.43%
Median List Price	129,900	99,450	-23.44%	119,850	119,900	0.04%
Median Sale Price	123,000	95,000	-22.76%	115,000	116,000	0.87%
Median Percent of Selling Price to List Price	96.37%	95.99%	-0.39%	96.89%	96.92%	0.04%
Median Days on Market to Sale	49.00	37.00	-24.49%	43.00	36.00	-16.28%
Monthly Inventory	277	256	-7.58%	277	256	-7.58%
Months Supply of Inventory	6.39	5.84	-8.64%	6.39	5.84	-8.64%

Absorption: Last 12 months, an Average of **44** Sales/Month**Inventory** on December 31, 2018 = **256****2017****2018**

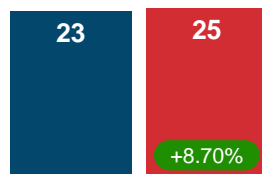
DECEMBER MARKET

MEDIAN PRICES

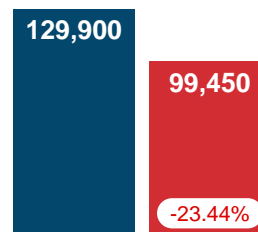
New Listings



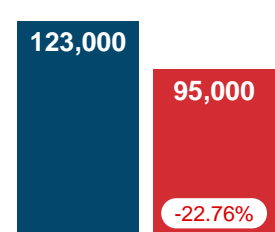
Pending Listings



List Price



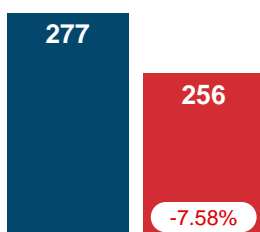
Sale Price



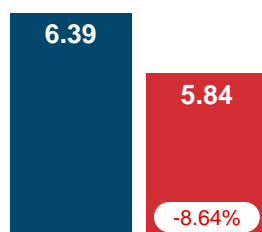
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

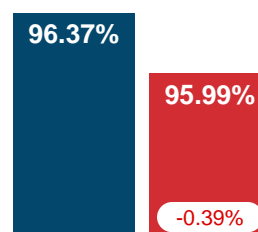
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

