

# November 2018



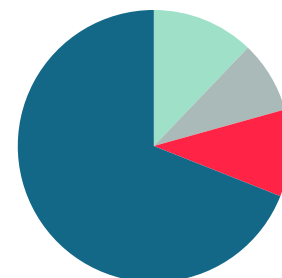
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	46	47	2.17%
Pending Listings	37	33	-10.81%
New Listings	71	57	-19.72%
Average List Price	141,926	132,973	-6.31%
Average Sale Price	133,693	130,066	-2.71%
Average Percent of Selling Price to List Price	93.66%	96.98%	3.55%
Average Days on Market to Sale	59.35	54.57	-8.04%
End of Month Inventory	290	267	-7.93%
Months Supply of Inventory	6.86	5.99	-12.75%



■ Closed (12.14%)  
■ Pending (8.53%)  
■ Other OffMarket (10.34%)  
■ Active (68.99%)

**Absorption:** Last 12 months, an Average of **45** Sales/Month  
**Active Inventory** as of November 30, 2018 = **267**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2018 decreased **7.93%** to 267 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **5.99** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.71%** in November 2018 to \$130,066 versus the previous year at \$133,693.

#### Average Days on Market Shortens

The average number of **54.57** days that homes spent on the market before selling decreased by 4.77 days or **8.04%** in November 2018 compared to last year's same month at **59.35** DOM.

#### Sales Success for November 2018 is Positive

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

There were 57 New Listings in November 2018, down **19.72%** from last year at 71. Furthermore, there were 47 Closed Listings this month versus last year at 46, a **2.17%** increase.

Closed versus Listed trends yielded a **82.5%** ratio, up from previous year's, November 2017, at **64.8%**, a **27.27%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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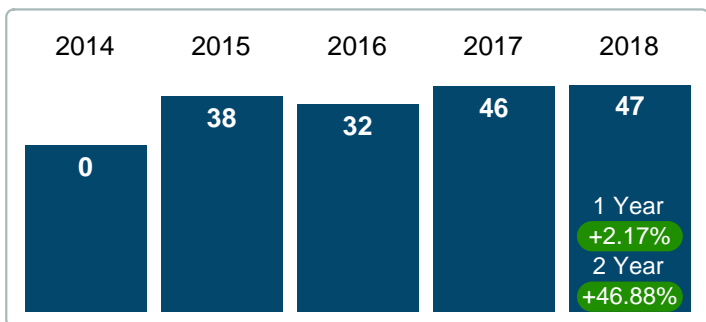
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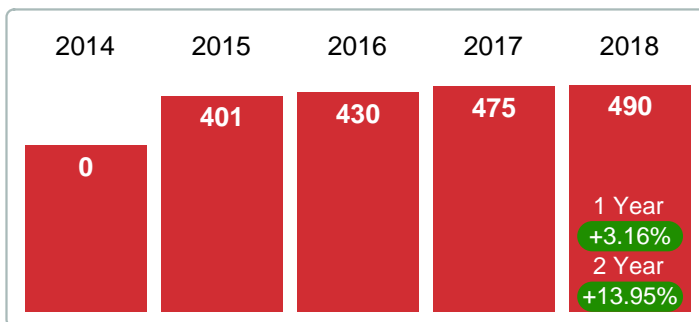
## CLOSED LISTINGS

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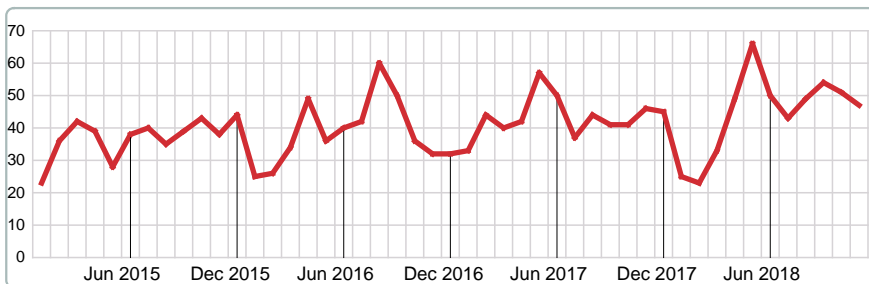
### NOVEMBER



### YEAR TO DATE (YTD)

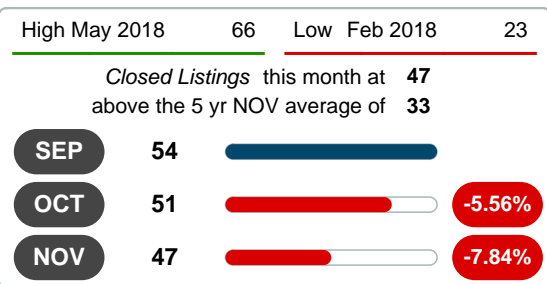


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 33



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.38%	33.0	3	0	0	0
\$40,001 - \$60,000	7	14.89%	108.6	3	4	0	0
\$60,001 - \$90,000	8	17.02%	60.0	2	4	1	1
\$90,001 - \$120,000	10	21.28%	38.1	2	5	3	0
\$120,001 - \$180,000	8	17.02%	57.6	1	7	0	0
\$180,001 - \$270,000	6	12.77%	42.7	0	4	2	0
\$270,001 and up	5	10.64%	25.6	0	3	1	1
<b>Total Closed Units</b>	<b>47</b>			<b>11</b>	<b>27</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,113,084</b>	<b>100%</b>	<b>54.6</b>	<b>737.20K</b>	<b>3.84M</b>	<b>1.16M</b>	<b>379.67K</b>
<b>Average Closed Price</b>	<b>\$130,066</b>			<b>\$67,018</b>	<b>\$142,051</b>	<b>\$165,836</b>	<b>\$189,835</b>

# November 2018



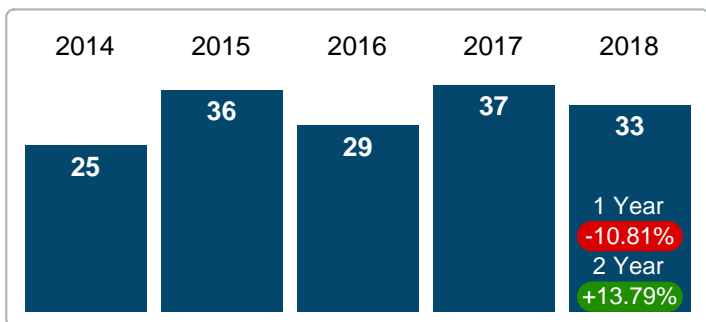
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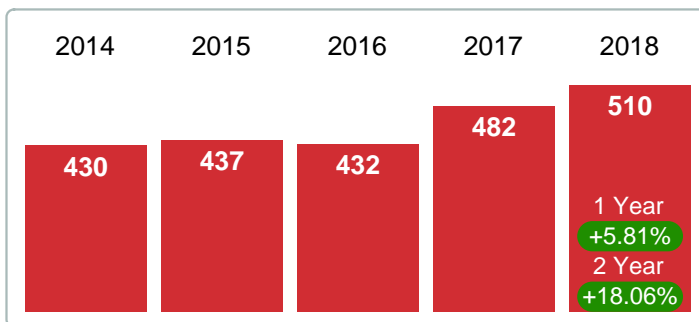
## PENDING LISTINGS

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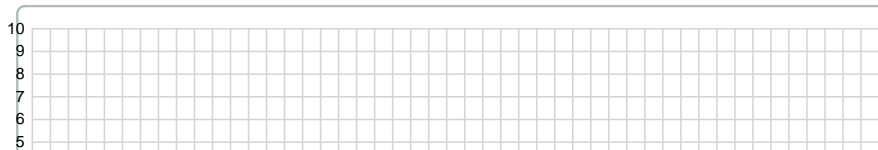
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 32

High Nov 2018: 0, Low Nov 2018: 0

Pending Listings this month at 33 above the 5 yr NOV average of 32

SEP: 0  
OCT: 0  
NOV: 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	6.06%	81.5	1	1	0	0
\$50,001 - \$80,000	5	15.15%	55.0	1	4	0	0
\$80,001 - \$90,000	4	12.12%	43.0	0	3	1	0
\$90,001 - \$130,000	9	27.27%	74.9	3	5	1	0
\$130,001 - \$150,000	6	18.18%	49.3	0	6	0	0
\$150,001 - \$250,000	3	9.09%	33.0	1	2	0	0
\$250,001 and up	4	12.12%	46.3	0	2	1	1
<b>Total Pending Units</b>	<b>33</b>			<b>6</b>	<b>23</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,399,416</b>	<b>100%</b>	<b>58.2</b>	<b>622.20K</b>	<b>2.95M</b>	<b>554.90K</b>	<b>268.10K</b>
<b>Average Listing Price</b>	<b>\$133,854</b>			<b>\$103,700</b>	<b>\$128,444</b>	<b>\$184,967</b>	<b>\$268,100</b>

# November 2018



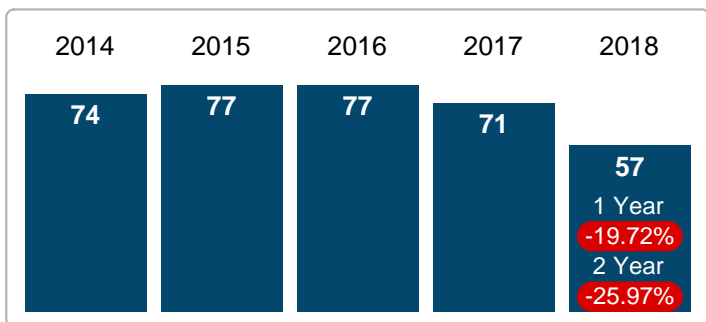
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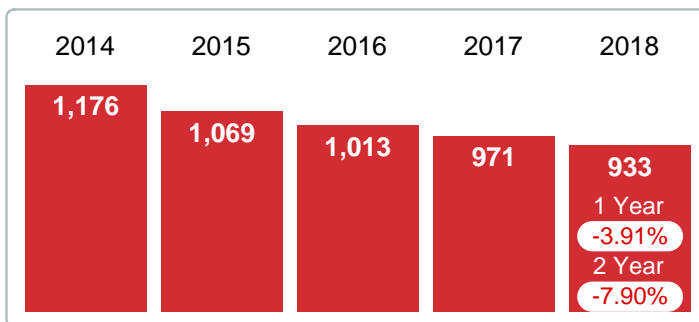
## NEW LISTINGS

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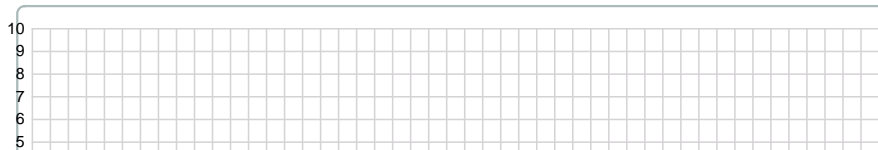
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 71

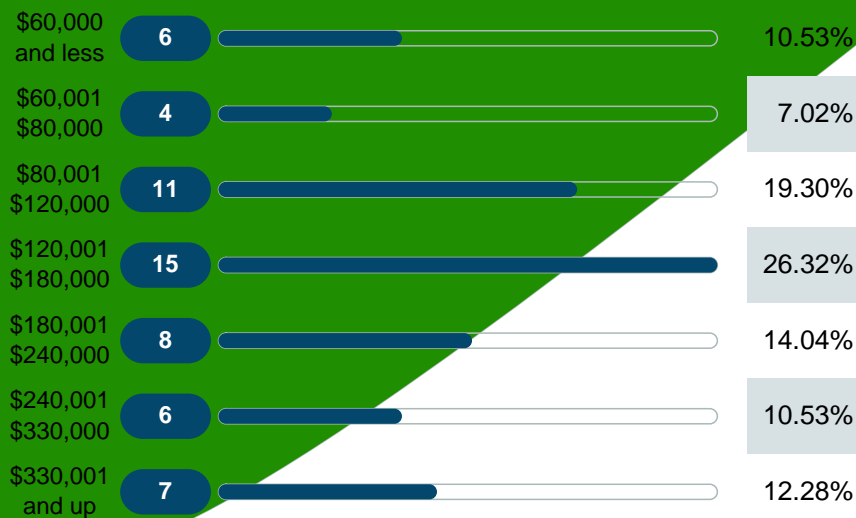
High Nov 2018 0 Low Nov 2018 0

New Listings this month at 57  
below the 5 yr NOV average of 71

Month	New Listings	Change
SEP	0	
OCT	0	nan%
NOV	0	nan%

### Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
	4	2	0	0
	3	1	0	0
	3	7	1	0
	3	10	2	0
	0	5	0	3
	0	3	1	2
	1	5	0	1
<b>Total</b>	<b>14</b>	<b>33</b>	<b>4</b>	<b>6</b>
<b>Volume</b>	<b>1.54M</b>	<b>7.09M</b>	<b>691.80K</b>	<b>1.56M</b>
<b>Average Price</b>	<b>\$109,957</b>	<b>\$214,764</b>	<b>\$172,950</b>	<b>\$260,467</b>

Total New Listed Units	57	
Total New Listed Volume	10,881,199	100%
Average New Listed Listing Price	\$135,770	

# November 2018



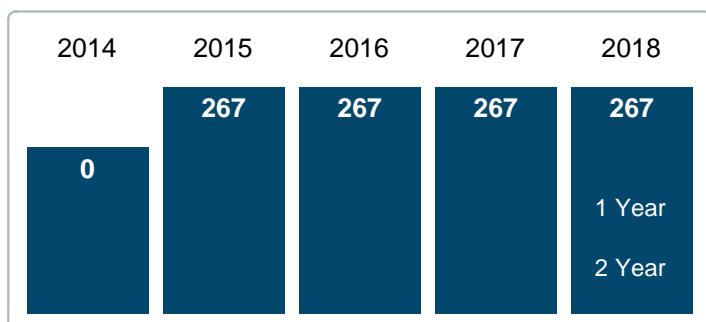
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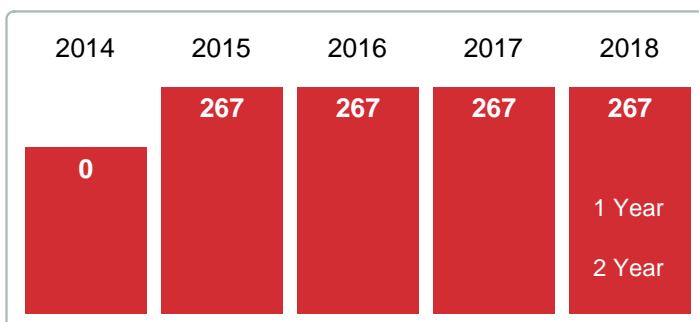
## ACTIVE INVENTORY

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

### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 214

High Nov 2018	267	Low Nov 2018	267
Inventory this month at <b>267</b> above the 5 yr NOV average of <b>214</b>			
SEP	267		
OCT	267		0.00%
NOV	267		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	1.50%	54.0	3	1	0	0
\$25,001 - \$75,000	58	21.72%	84.9	28	24	6	0
\$75,001 - \$100,000	29	10.86%	77.1	12	13	4	0
\$100,001 - \$175,000	57	21.35%	75.5	6	38	12	1
\$175,001 - \$250,000	51	19.10%	81.4	4	28	13	6
\$250,001 - \$375,000	39	14.61%	109.7	4	14	14	7
\$375,001 and up	29	10.86%	96.4	2	14	8	5
<b>Total Active Inventory by Units</b>	<b>267</b>			<b>59</b>	<b>132</b>	<b>57</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>57,235,780</b>	<b>100%</b>	<b>85.8</b>	<b>6.26M</b>	<b>30.76M</b>	<b>14.38M</b>	<b>5.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$214,366</b>			<b>\$106,021</b>	<b>\$233,018</b>	<b>\$252,295</b>	<b>\$307,437</b>

# November 2018



Area Delimited by County Of Cherokee - Residential Property Type



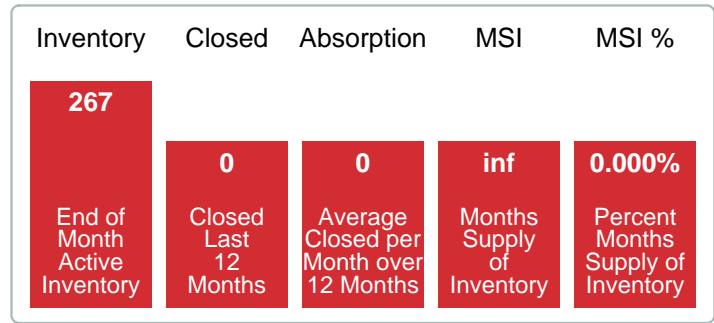
## MONTHS SUPPLY of INVENTORY (MSI)

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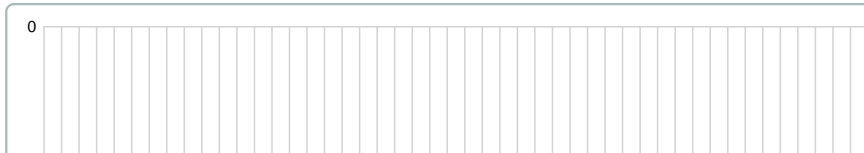
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2018

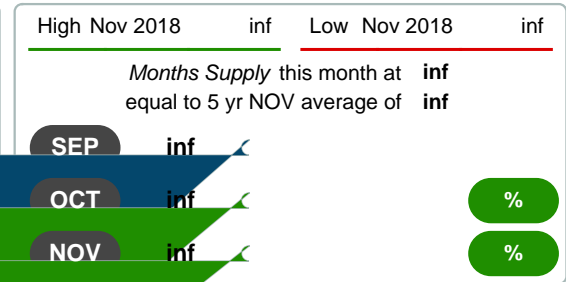


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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		1.50%	2.67	4.00	1.50	0.00	0.00	
\$25,001 - \$75,000	58		21.72%	5.23	5.09	5.54	5.54	0.00	
\$75,001 - \$100,000	29		10.86%	5.44	9.00	3.80	8.00	0.00	
\$100,001 - \$175,000	57		21.35%	3.66	3.60	3.56	4.00	4.00	
\$175,001 - \$250,000	51		19.10%	7.46	12.00	6.86	5.78	36.00	
\$250,001 - \$375,000	39		14.61%	13.76	24.00	11.20	12.00	28.00	
\$375,001 and up	29		10.86%	20.47	0.00	33.60	9.60	30.00	
Market Supply of Inventory (MSI)		5.99			6.05	5.32	6.45	16.29	
Total Active Inventory by Units		267	100%	5.99	59	132	57	19	

# November 2018



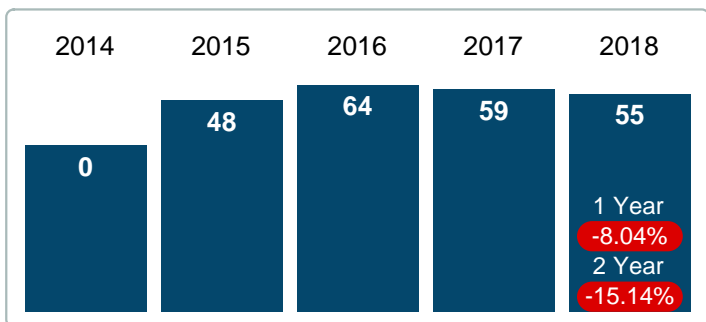
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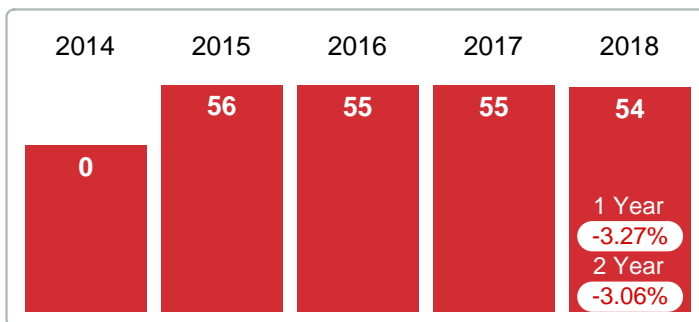
## AVERAGE DAYS ON MARKET TO SALE

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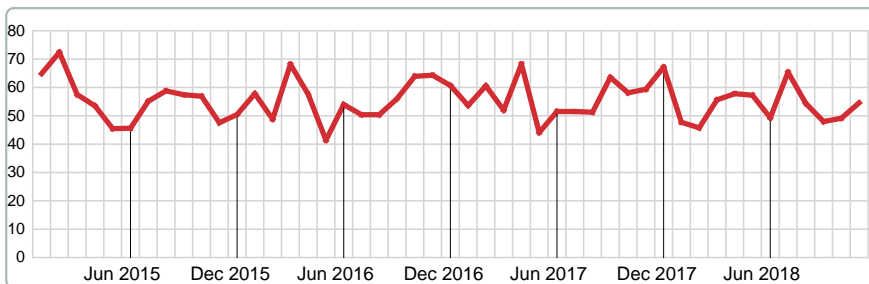
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 55 above the 5 yr NOV average of 45

SEP	48	<div style="width: 48%;"></div>	
OCT	49	<div style="width: 49%;"></div>	2.41%
NOV	55	<div style="width: 55%;"></div>	11.07%

### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6.38%	33	33	0	0	0
\$40,001 - \$60,000	14.89%	109	99	116	0	0
\$60,001 - \$90,000	17.02%	60	50	52	170	2
\$90,001 - \$120,000	21.28%	38	16	46	40	0
\$120,001 - \$180,000	17.02%	58	2	66	0	0
\$180,001 - \$270,000	12.77%	43	0	47	34	0
\$270,001 and up	10.64%	26	0	24	54	2
<b>Average Closed DOM</b>		<b>55</b>	<b>48</b>	<b>60</b>	<b>59</b>	<b>2</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>55</b>	<b>11</b>	<b>27</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,113,084</b>	<b>737.20K</b>	<b>3.84M</b>	<b>1.16M</b>	<b>379.67K</b>



# November 2018



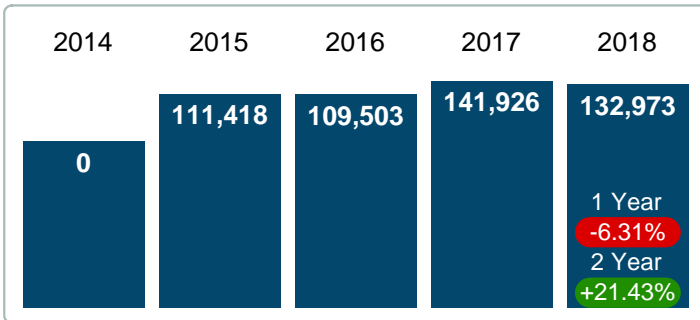
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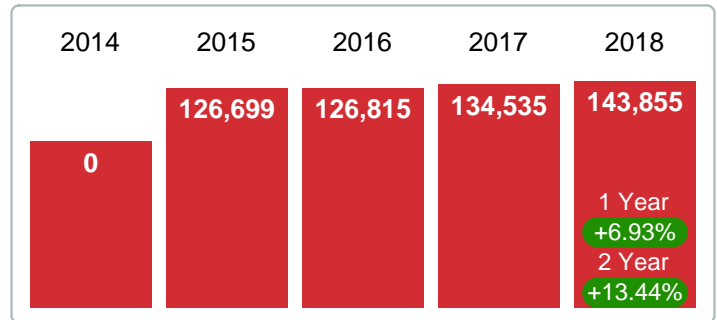
## AVERAGE LIST PRICE AT CLOSING

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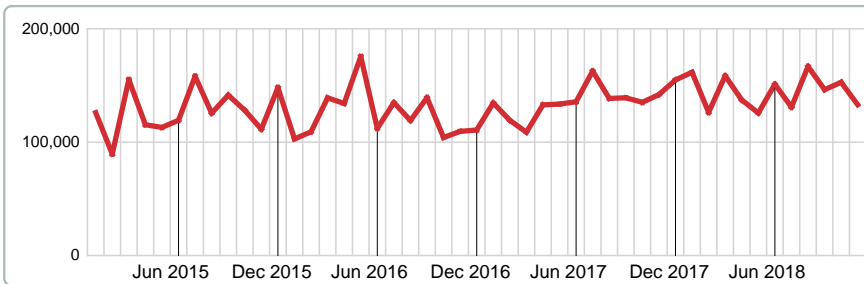
### NOVEMBER



### YEAR TO DATE (YTD)

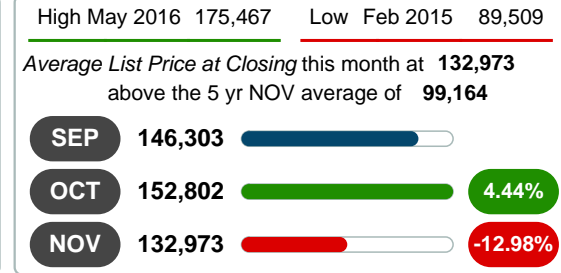


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 99,164



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.38%	21,133	25,400	0	0	0
\$40,001 - \$60,000	6	12.77%	50,783	51,633	50,475	0	0
\$60,001 - \$90,000	10	21.28%	79,650	87,450	81,675	65,000	80,000
\$90,001 - \$120,000	8	17.02%	111,888	96,450	110,660	120,967	0
\$120,001 - \$180,000	9	19.15%	143,233	179,900	140,028	0	0
\$180,001 - \$270,000	7	14.89%	232,302	0	238,475	209,950	0
\$270,001 and up	4	8.51%	318,700	0	303,039	349,900	268,100
<b>Average List Price</b>			<b>132,973</b>	<b>70,800</b>	<b>145,375</b>	<b>171,100</b>	<b>174,050</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>132,973</b>	<b>11</b>	<b>27</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>6,249,715</b>	<b>778.80K</b>	<b>3.93M</b>	<b>1.20M</b>	<b>348.10K</b>



# November 2018



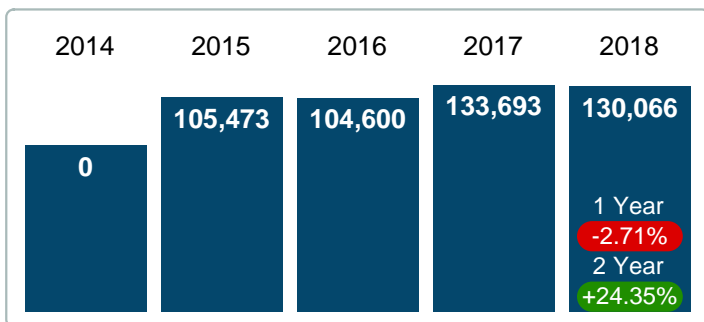
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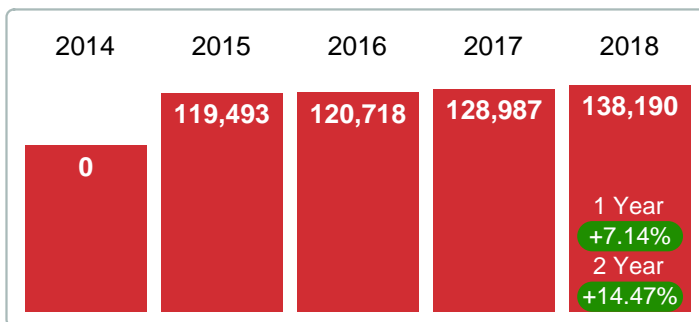
## AVERAGE SOLD PRICE AT CLOSING

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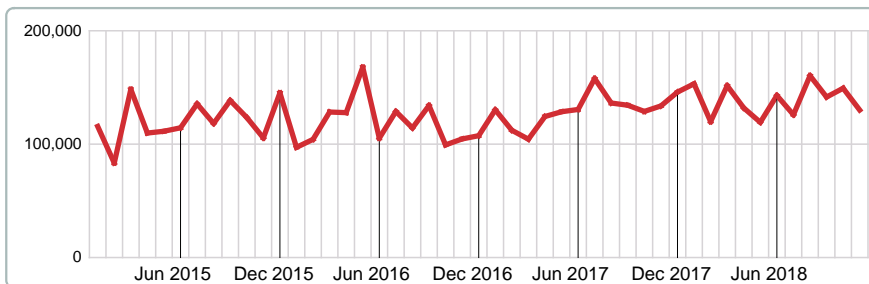
### NOVEMBER



### YEAR TO DATE (YTD)

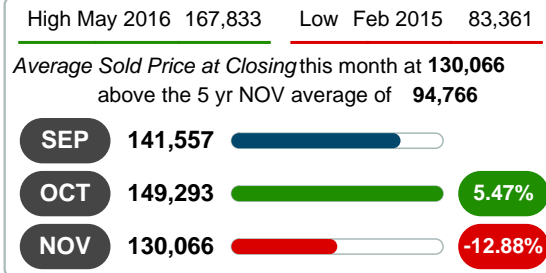


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 94,766



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.38%	20,000	0	0	0
\$40,001 - \$60,000	7	14.89%	47,133	51,750	0	0
\$60,001 - \$90,000	8	17.02%	81,500	80,100	65,000	80,000
\$90,001 - \$120,000	10	21.28%	96,900	106,936	116,867	0
\$120,001 - \$180,000	8	17.02%	179,000	137,728	0	0
\$180,001 - \$270,000	6	12.77%	0	229,000	203,500	0
\$270,001 and up	5	10.64%	0	297,729	338,250	299,669
<b>Average Sold Price</b>		<b>130,066</b>	<b>67,018</b>	<b>142,051</b>	<b>165,836</b>	<b>189,835</b>
<b>Total Closed Units</b>		<b>47</b>	<b>11</b>	<b>27</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,113,084</b>	<b>737.20K</b>	<b>3.84M</b>	<b>1.16M</b>	<b>379.67K</b>

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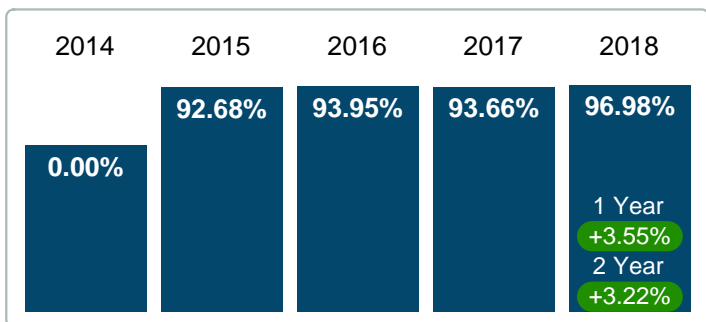
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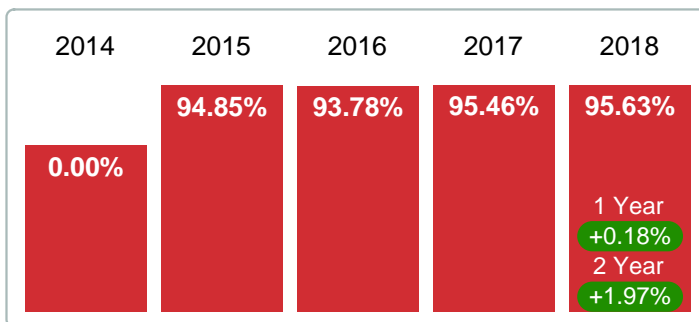
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

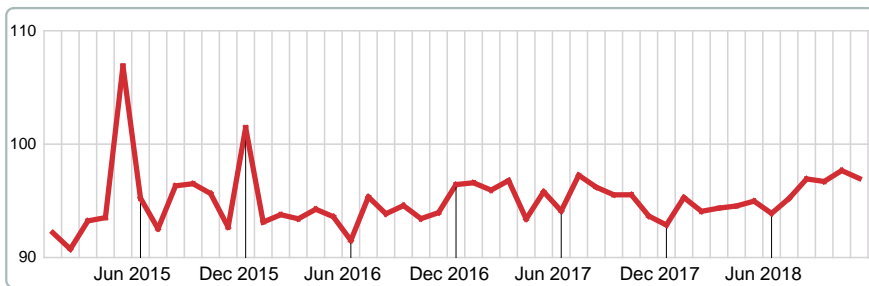
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

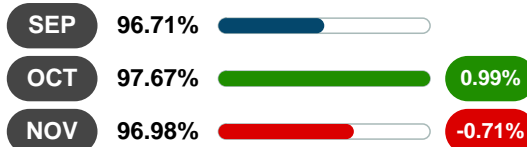


### 3 MONTHS

5 year NOV AVG = 75.45%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **96.98%** above the 5 yr NOV average of **75.45%**



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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.38%	71.81%	71.81%	0.00%	0.00%	0.00%
\$40,001 - \$60,000	7	14.89%	102.35%	91.73%	110.32%	0.00%	0.00%
\$60,001 - \$90,000	8	17.02%	97.46%	93.19%	98.32%	100.00%	100.00%
\$90,001 - \$120,000	10	21.28%	97.66%	101.05%	96.83%	96.78%	0.00%
\$120,001 - \$180,000	8	17.02%	98.48%	99.50%	98.33%	0.00%	0.00%
\$180,001 - \$270,000	6	12.77%	96.19%	0.00%	95.92%	96.75%	0.00%
\$270,001 and up	5	10.64%	100.95%	0.00%	98.77%	96.67%	111.78%
Average Sold/List Ratio		97.00%		88.96%	99.52%	97.21%	105.89%
Total Closed Units		47	100%	11	27	7	2
Total Closed Volume		6,113,084		737.20K	3.84M	1.16M	379.67K

# November 2018



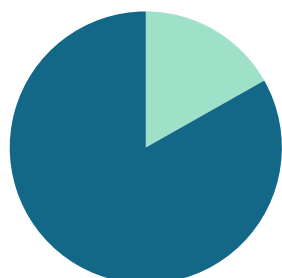
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



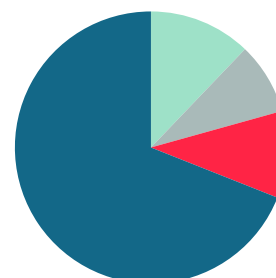
**Inventory**

- New Listings **57 = 16.81%**
- Start Inventory **282**
- Total Inventory Units **339**
- Volume **\$73,639,696**

### Market Activity

- Closed Sales **47 = 12.14%**
- Pending Sales **33 = 8.53%**
- Other Off Market **40 = 10.34%**
- Active Inventory **267 = 68.99%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	46	47	2.17%	475	490	3.16%
Pending Sales	37	33	-10.81%	482	510	5.81%
New Listings	71	57	-19.72%	971	933	-3.91%
Average List Price	141,926	132,973	-6.31%	134,535	143,855	6.93%
Average Sale Price	133,693	130,066	-2.71%	128,987	138,190	7.14%
Average Percent of Selling Price to List Price	93.66%	96.98%	3.55%	95.46%	95.63%	0.18%
Average Days on Market to Sale	59.35	54.57	-8.04%	55.48	53.66	-3.27%
Monthly Inventory	290	267	-7.93%	290	267	-7.93%
Months Supply of Inventory	6.86	5.99	-12.75%	6.86	5.99	-12.75%

**Absorption:** Last 12 months, an Average of **45** Sales/Month

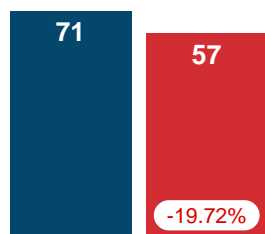
**Inventory** on November 30, 2018 = **267**

**2017** **2018**

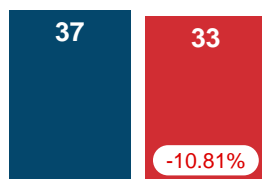
### NOVEMBER MARKET

### AVERAGE PRICES

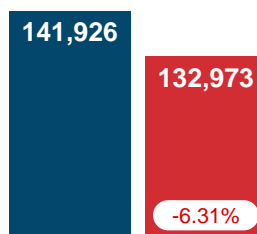
#### New Listings



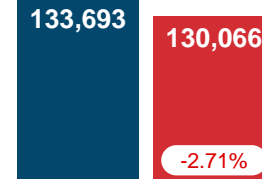
#### Pending Listings



#### List Price



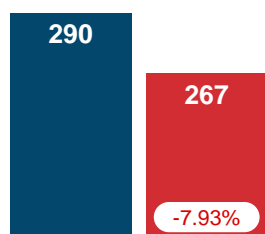
#### Sale Price



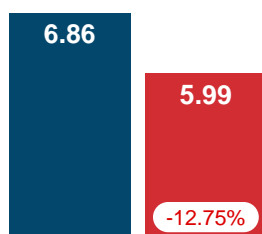
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

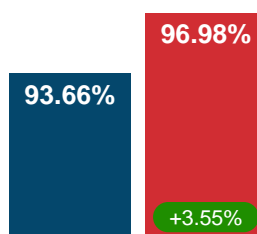
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

