

October 2018



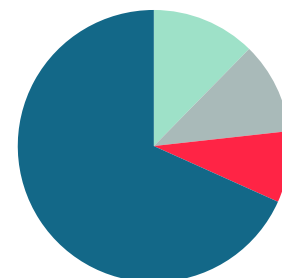
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	41	51	24.39%
Pending Listings	44	45	2.27%
New Listings	84	83	-1.19%
Average List Price	135,150	152,802	13.06%
Average Sale Price	128,869	149,293	15.85%
Average Percent of Selling Price to List Price	95.53%	97.67%	2.24%
Average Days on Market to Sale	58.12	49.14	-15.46%
End of Month Inventory	300	282	-6.00%
Months Supply of Inventory	7.30	6.34	-13.22%



■ Closed (12.35%)
■ Pending (10.90%)
■ Other OffMarket (8.47%)
■ Active (68.28%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of October 31, 2018 = **282**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **6.00%** to 282 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 **6.34** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **15.85%** in October 2018 to \$149,293 versus the previous year at \$128,869.

Average Days on Market Shortens

The average number of **49.14** days that homes spent on the market before selling decreased by 8.98 days or **15.46%** in October 2018 compared to last year's same month at **58.12** DOM.

Sales Success for October 2018 is Positive

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

There were 83 New Listings in October 2018, down **1.19%** from last year at 84. Furthermore, there were 51 Closed Listings this month versus last year at 41, a **24.39%** increase.

Closed versus Listed trends yielded a **61.4%** ratio, up from previous year's, October 2017, at **48.8%**, a **25.89%** upswing. 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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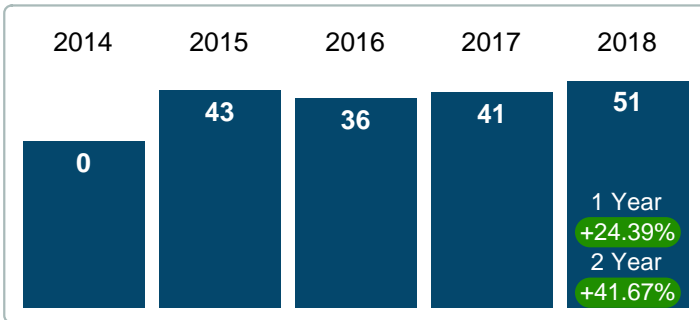
Area Delimited by County Of Cherokee - Residential Property Type



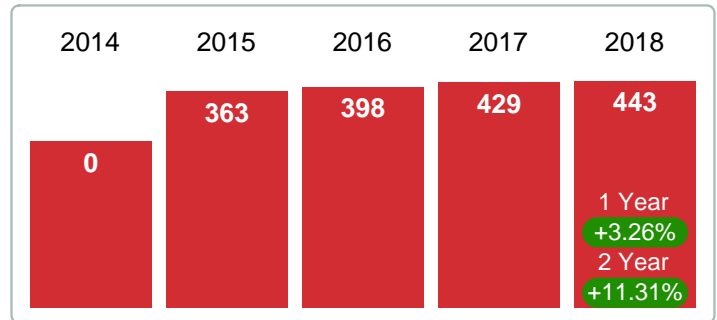
CLOSED LISTINGS

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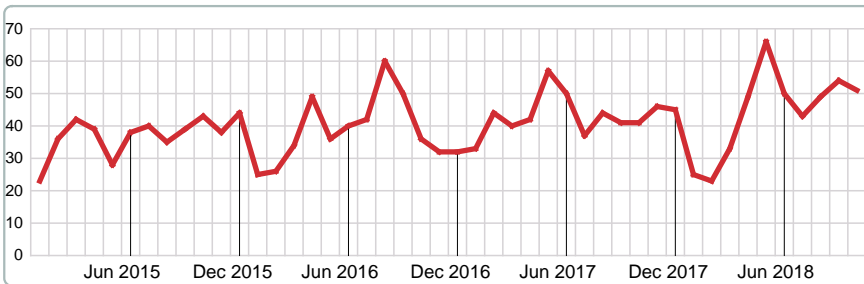
OCTOBER



YEAR TO DATE (YTD)

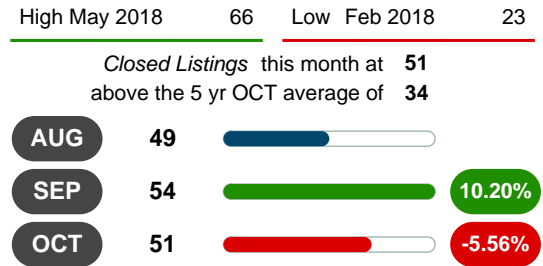


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



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	4	7.84%	41.3	3	1	0	0
\$40,001 - \$70,000	7	13.73%	63.1	3	3	1	0
\$70,001 - \$90,000	6	11.76%	51.0	1	5	0	0
\$90,001 - \$120,000	13	25.49%	54.5	4	7	2	0
\$120,001 - \$150,000	9	17.65%	25.3	0	7	2	0
\$150,001 - \$220,000	6	11.76%	26.2	0	4	2	0
\$220,001 and up	6	11.76%	83.2	1	2	3	0
Total Closed Units	51			12	29	10	0
Total Closed Volume	7,613,950	100%	49.1	1.06M	4.74M	1.81M	0.00B
Average Closed Price	\$149,293			\$88,538	\$163,341	\$181,460	\$0

October 2018



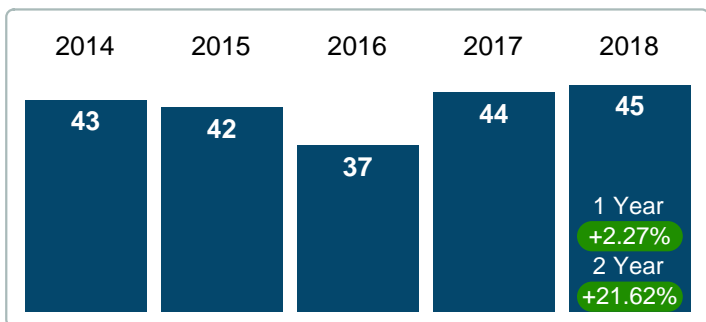
Area Delimited by County Of Cherokee - Residential Property Type



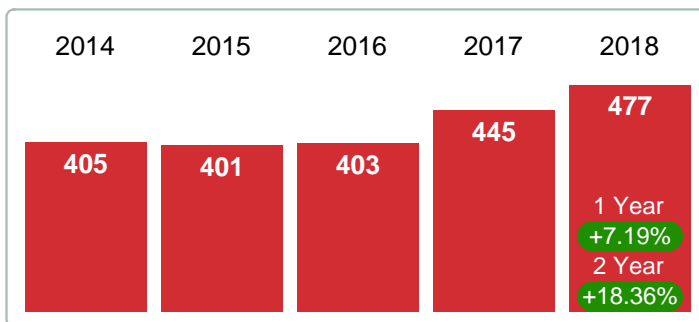
PENDING LISTINGS

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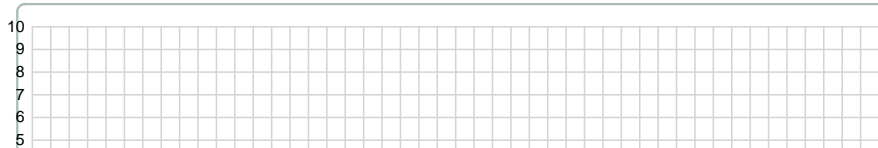
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 45
above the 5 yr OCT average of 42

- AUG 0
- SEP 0
- OCT 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.89%	53.8	3	1	0	0
\$40,001 - \$60,000	6	13.33%	56.5	2	2	2	0
\$60,001 - \$70,000	5	11.11%	82.6	2	2	1	0
\$70,001 - \$110,000	10	22.22%	32.3	4	6	0	0
\$110,001 - \$130,000	9	20.00%	63.3	1	5	3	0
\$130,001 - \$170,000	6	13.33%	66.7	1	4	1	0
\$170,001 and up	5	11.11%	40.6	0	4	1	0
Total Pending Units	45			13	24	8	0
Total Pending Volume	4,683,100	100%	54.7	946.50K	2.88M	860.80K	0.00B
Average Listing Price	\$104,069			\$72,808	\$119,825	\$107,600	\$0

October 2018



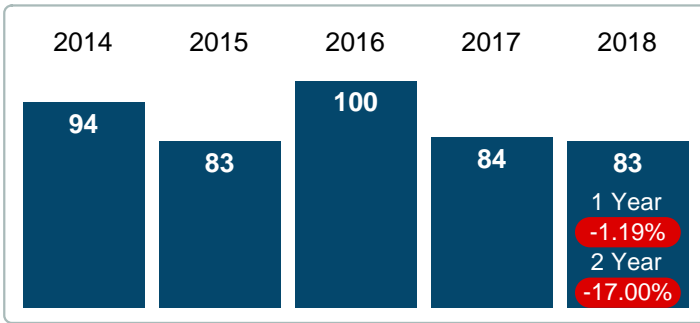
Area Delimited by County Of Cherokee - Residential Property Type



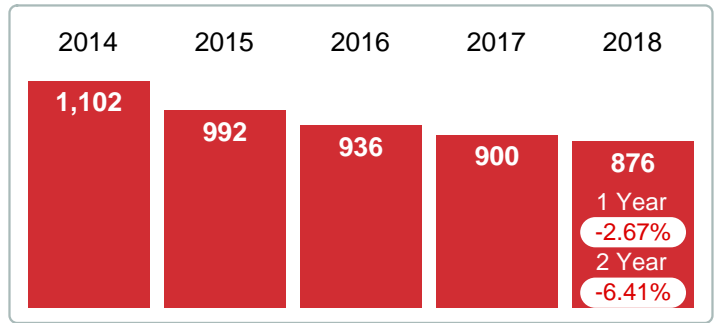
NEW LISTINGS

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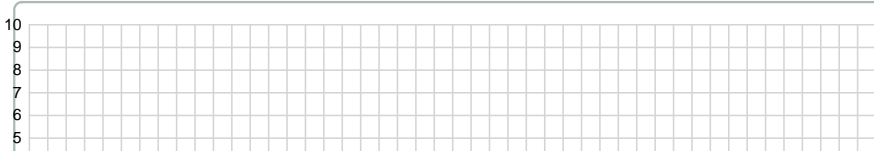
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

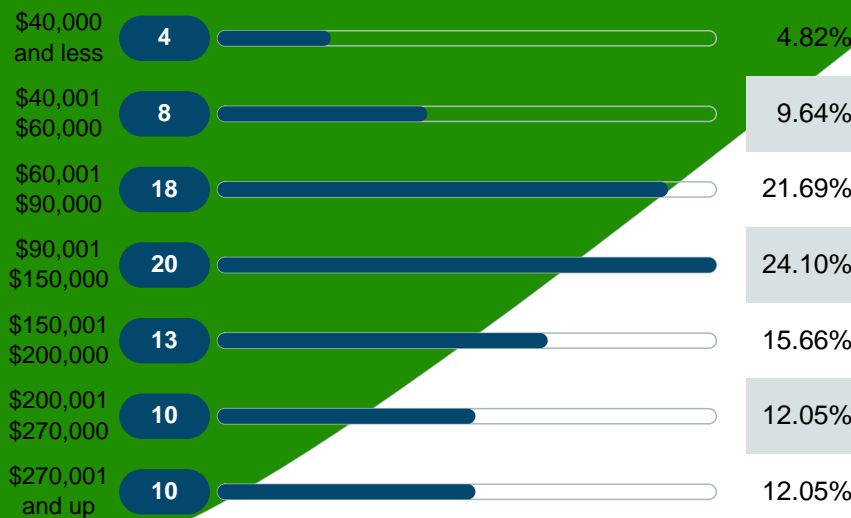
5 year OCT AVG = 89

High Oct 2018: 0 Low Oct 2018: 0

New Listings this month at **83**
 below the 5 yr OCT average of **89**

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

Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
	0	2	2	0
	4	3	1	0
	4	12	2	0
	4	14	2	0
	1	7	4	1
	1	3	5	1
	1	5	4	0
Total	15	46	20	2
Volume	1.77M	9.11M	3.85M	432.90K
Average Price	\$117,957	\$198,115	\$192,585	\$216,450

Total New Listed Units	83	
Total New Listed Volume	15,167,249	100%
Average New Listed Listing Price	\$128,031	

October 2018



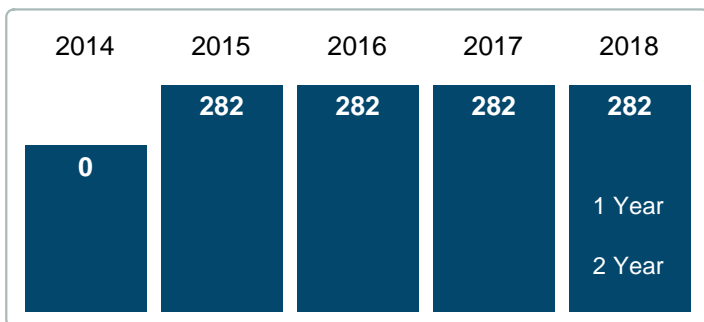
Area Delimited by County Of Cherokee - Residential Property Type



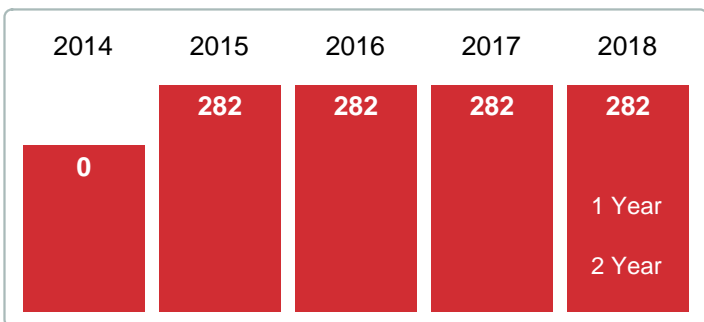
ACTIVE INVENTORY

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

END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 226

High Oct 2018	282	Low Oct 2018	282
Inventory this month at 282			
above the 5 yr OCT average of 226			
AUG	282		
SEP	282		0.00%
OCT	282		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	0.71%	55.5	2	0	0	0
\$25,001 - \$75,000	60	21.28%	70.3	29	25	6	0
\$75,001 - \$100,000	33	11.70%	79.4	12	16	5	0
\$100,001 - \$175,000	66	23.40%	74.5	8	45	12	1
\$175,001 - \$250,000	50	17.73%	87.8	5	28	13	4
\$250,001 - \$375,000	41	14.54%	105.8	3	13	17	8
\$375,001 and up	30	10.64%	87.1	2	13	10	5
Total Active Inventory by Units	282			61	140	63	18
Total Active Inventory by Volume	62,758,497	100%	82.3	6.40M	30.90M	19.75M	5.70M
Average Active Inventory Listing Price	\$222,548			\$104,950	\$220,727	\$313,548	\$316,739

October 2018



Area Delimited by County Of Cherokee - Residential Property Type



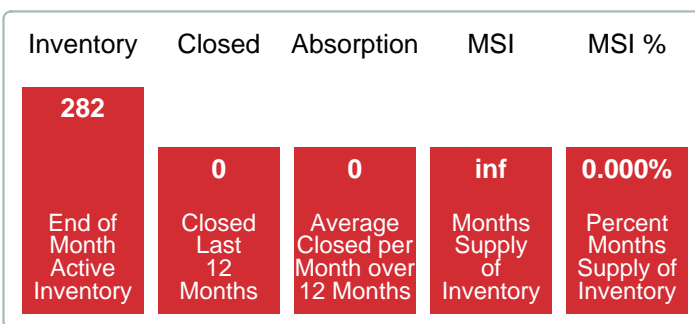
MONTHS SUPPLY of INVENTORY (MSI)

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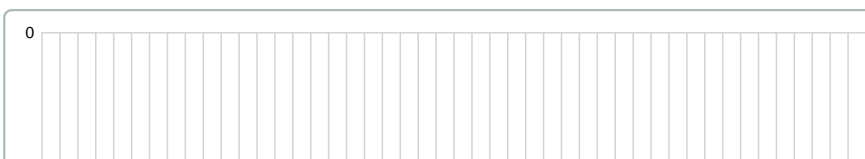
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

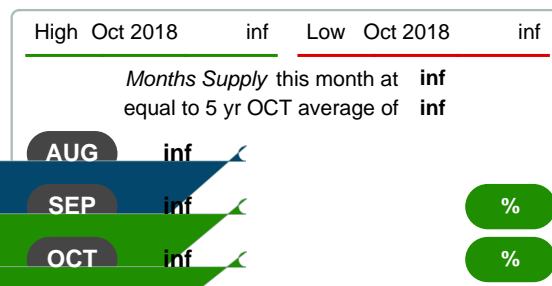


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	6.03%	4.08	3.84	4.20	8.00	0.00
\$40,001 - \$70,000	40	14.18%	5.93	6.00	6.19	4.50	0.00
\$70,001 - \$110,000	47	16.67%	5.08	6.19	4.24	6.55	12.00
\$110,001 - \$180,000	61	21.63%	4.28	5.14	4.13	4.88	0.00
\$180,001 - \$260,000	49	17.38%	7.54	18.00	7.36	5.14	24.00
\$260,001 - \$390,000	39	13.83%	17.33	24.00	12.00	18.00	32.00
\$390,001 and up	29	10.28%	21.75	0.00	31.20	12.00	30.00
Market Supply of Inventory (MSI)			6.34	6.26	5.58	7.34	16.62
Total Active Inventory by Units		100%	6.34	61	140	63	18

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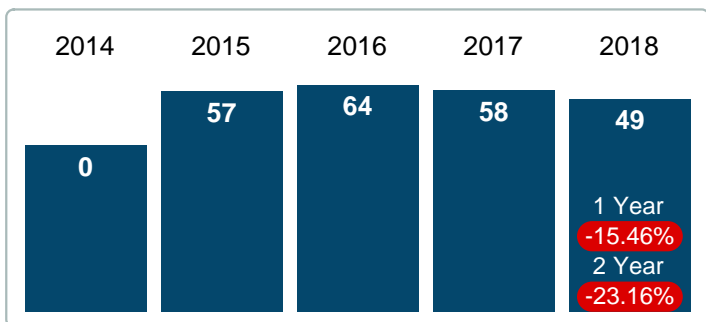
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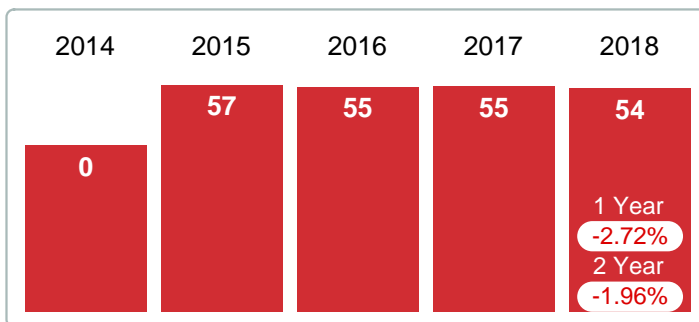
AVERAGE DAYS ON MARKET TO SALE

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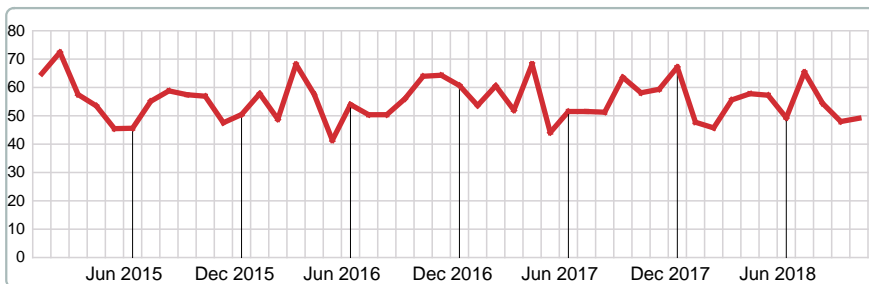
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 46

High Feb 2015 72 Low May 2016 41

Average Days on Market to Sale this month at 49 above the 5 yr OCT average of 46



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	7.84%	41	50	15	0	0
\$40,001 - \$70,000	13.73%	63	79	64	12	0
\$70,001 - \$90,000	11.76%	51	64	48	0	0
\$90,001 - \$120,000	25.49%	55	80	24	113	0
\$120,001 - \$150,000	17.65%	25	0	29	13	0
\$150,001 - \$220,000	11.76%	26	0	34	11	0
\$220,001 and up	11.76%	83	135	10	115	0
Average Closed DOM		49	75	34	63	0
Total Closed Units	100%	49	12	29	10	0
Total Closed Volume		7,613,950	1.06M	4.74M	1.81M	0.00B

October 2018



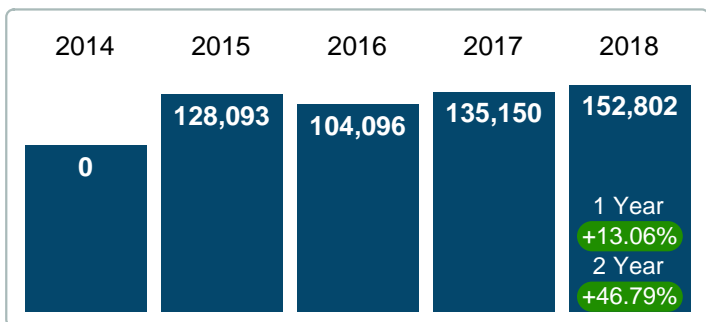
Area Delimited by County Of Cherokee - Residential Property Type



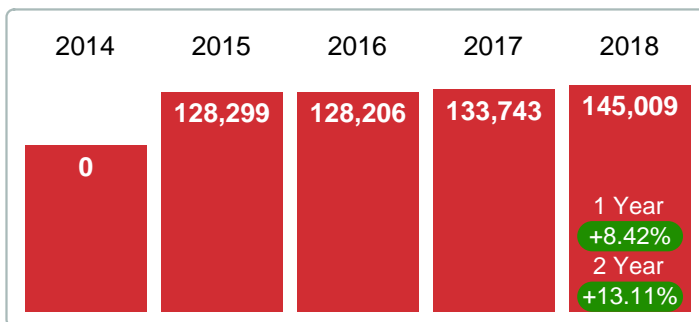
AVERAGE LIST PRICE AT CLOSING

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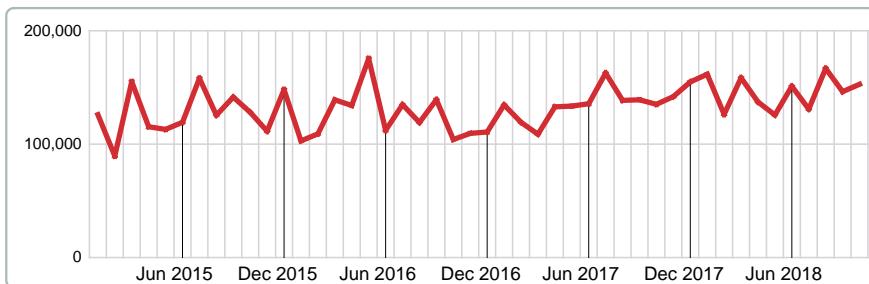
OCTOBER



YEAR TO DATE (YTD)

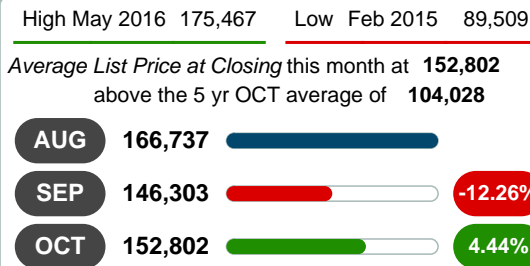


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 104,028



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	11	21.57%	47,327	40,517	57,375	48,000	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	17	33.33%	101,394	114,920	99,742	106,000	0
\$125,001 - \$150,000	11	21.57%	134,982	0	135,457	138,400	0
\$150,001 - \$200,000	4	7.84%	171,825	0	185,600	159,900	0
\$200,001 and up	8	15.69%	422,063	299,900	861,200	284,800	0
Average List Price			152,802	93,133	166,876	183,590	0
Total Closed Units		100%	152,802	12	29	10	0
Total Closed Volume			7,792,899	1.12M	4.84M	1.84M	0.00B

October 2018



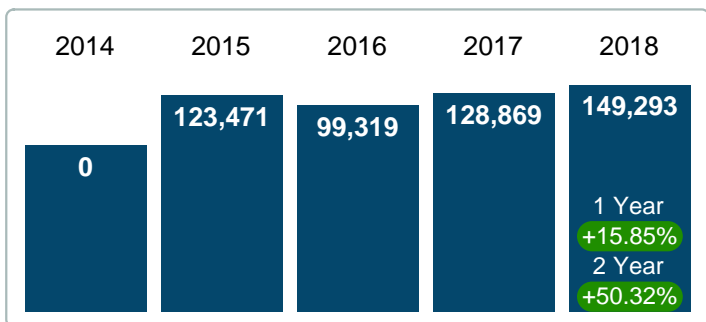
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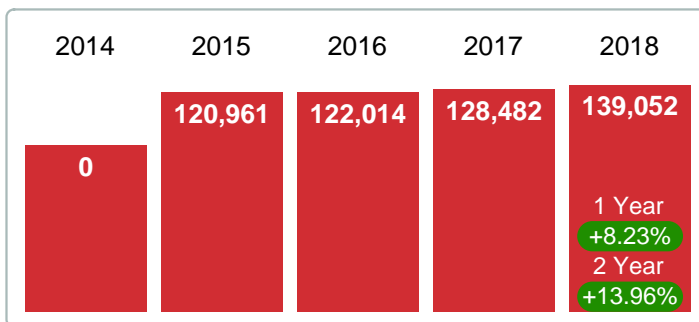
AVERAGE SOLD PRICE AT CLOSING

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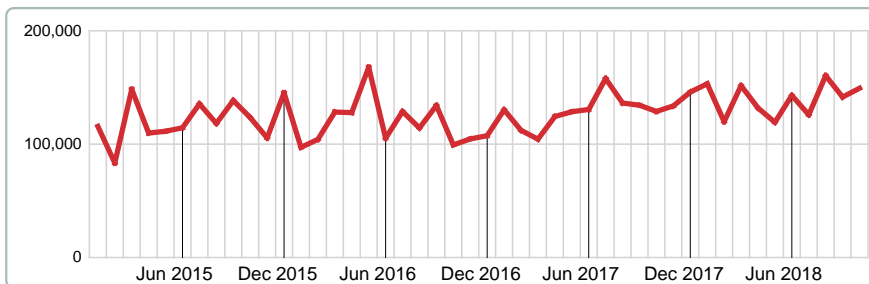
OCTOBER



YEAR TO DATE (YTD)

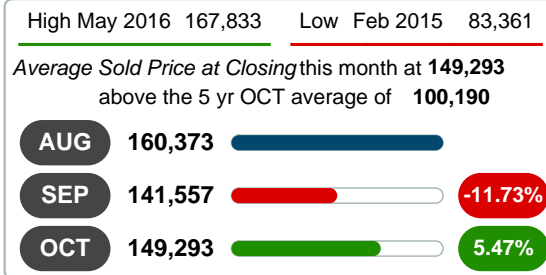


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 100,190



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	7.84%	32,938	33,083	32,500	0	0
\$40,001 - \$70,000	13.73%	53,964	47,933	55,983	66,000	0
\$70,001 - \$90,000	11.76%	84,125	89,000	83,150	0	0
\$90,001 - \$120,000	25.49%	107,800	108,975	109,429	99,750	0
\$120,001 - \$150,000	17.65%	135,500	0	134,314	139,650	0
\$150,001 - \$220,000	11.76%	179,900	0	176,625	186,450	0
\$220,001 and up	11.76%	483,233	294,500	854,000	298,967	0
Average Sold Price		149,293	88,538	163,341	181,460	0
Total Closed Units	100%	149,293	12	29	10	0
Total Closed Volume		7,613,950	1.06M	4.74M	1.81M	0.00B

October 2018



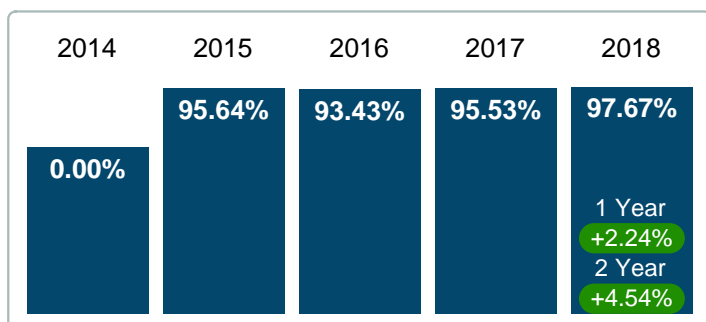
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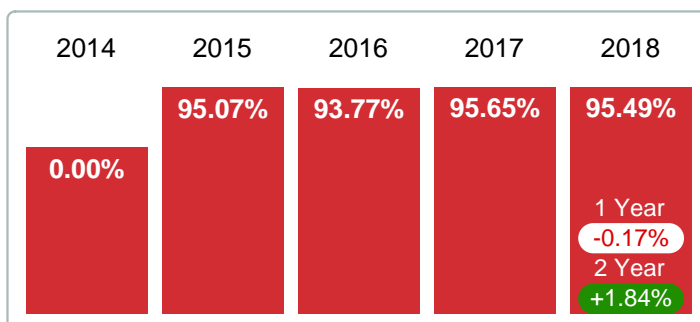
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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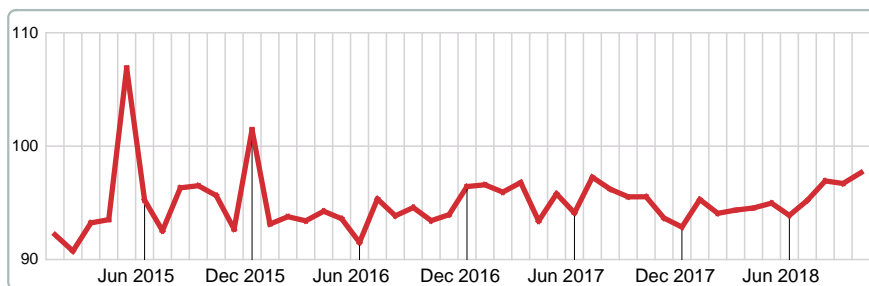
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

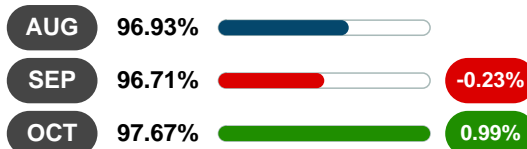


3 MONTHS

5 year OCT AVG = 76.46%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **97.67%**
above the 5 yr OCT average of **76.46%**



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	4	7.84%	87.60%	94.70%	66.33%	0.00%	0.00%
\$40,001 - \$70,000	7	13.73%	104.23%	104.26%	93.10%	137.50%	0.00%
\$70,001 - \$90,000	6	11.76%	97.38%	104.71%	95.91%	0.00%	0.00%
\$90,001 - \$120,000	13	25.49%	96.58%	89.31%	101.42%	94.18%	0.00%
\$120,001 - \$150,000	9	17.65%	99.55%	0.00%	99.17%	100.89%	0.00%
\$150,001 - \$220,000	6	11.76%	96.18%	0.00%	95.34%	97.84%	0.00%
\$220,001 and up	6	11.76%	98.04%	98.20%	98.12%	97.94%	0.00%
Average Sold/List Ratio		97.70%		96.42%	96.79%	101.72%	0.00%
Total Closed Units		51	100%	12	29	10	
Total Closed Volume		7,613,950		1.06M	4.74M	1.81M	0.00B

October 2018



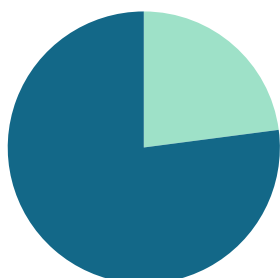
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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INVENTORY

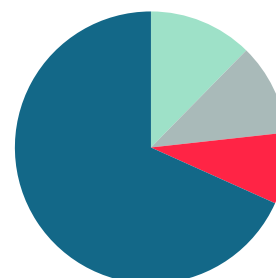


Inventory
 New Listings
83 = 22.93%
 Start Inventory
279
 Total Inventory Units
362
 Volume
\$77,599,756

Market Activity

Closed Sales
51 = 12.35%
 Pending Sales
45 = 10.90%
 Other Off Market
35 = 8.47%
 Active Inventory
282 = 68.28%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	41	51	24.39%	429	443	3.26%
Pending Sales	44	45	2.27%	445	477	7.19%
New Listings	84	83	-1.19%	900	876	-2.67%
Average List Price	135,150	152,802	13.06%	133,743	145,009	8.42%
Average Sale Price	128,869	149,293	15.85%	128,482	139,052	8.23%
Average Percent of Selling Price to List Price	95.53%	97.67%	2.24%	95.65%	95.49%	-0.17%
Average Days on Market to Sale	58.12	49.14	-15.46%	55.06	53.56	-2.72%
Monthly Inventory	300	282	-6.00%	300	282	-6.00%
Months Supply of Inventory	7.30	6.34	-13.22%	7.30	6.34	-13.22%

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

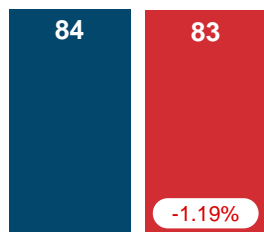
Inventory on October 31, 2018 = **282**

2017 **2018**

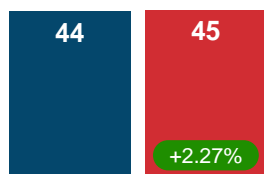
OCTOBER MARKET

AVERAGE PRICES

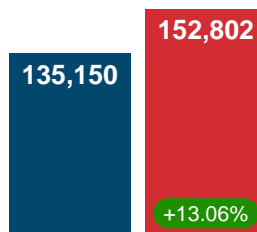
New Listings



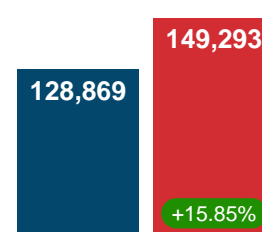
Pending Listings



List Price



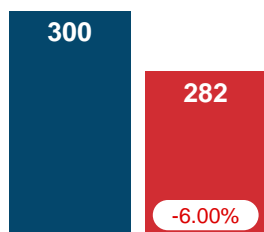
Sale Price



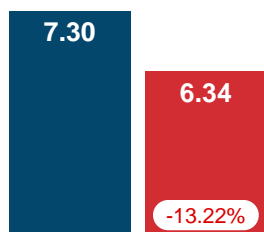
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

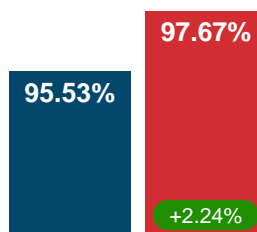
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

