

# October 2018



Area Delimited by County Of Cherokee - Residential Property Type

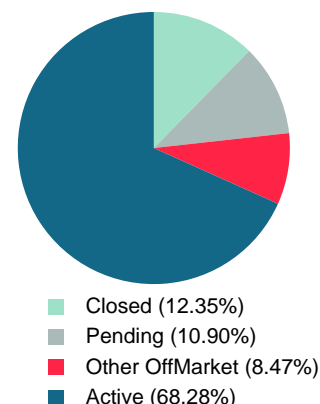


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	114,900	120,000	4.44%
Median Sale Price	115,000	116,000	0.87%
Median Percent of Selling Price to List Price	97.44%	98.39%	0.98%
Median Days on Market to Sale	50.00	30.00	-40.00%
End of Month Inventory	300	282	-6.00%
Months Supply of Inventory	7.30	6.34	-13.22%

**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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.87%** in October 2018 to \$116,000 versus the previous year at \$115,000.

#### Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 20.00 days or **40.00%** in October 2018 compared to last year's same month at **50.00** DOM.

#### Sales Success for October 2018 is Positive

Overall, with Median 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

## October 2018



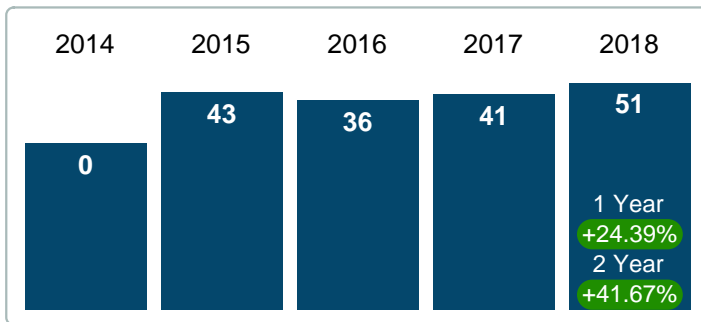
Area Delimited by County Of Cherokee - Residential Property Type



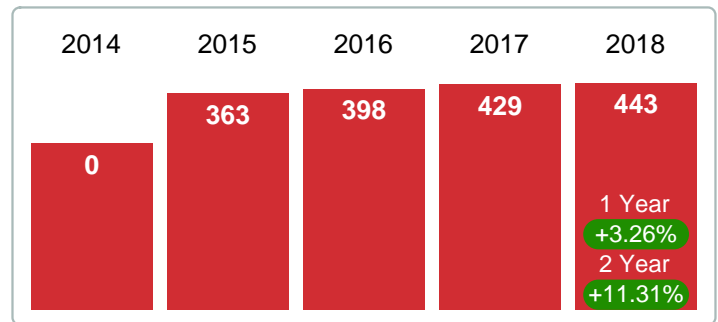
## CLOSED LISTINGS

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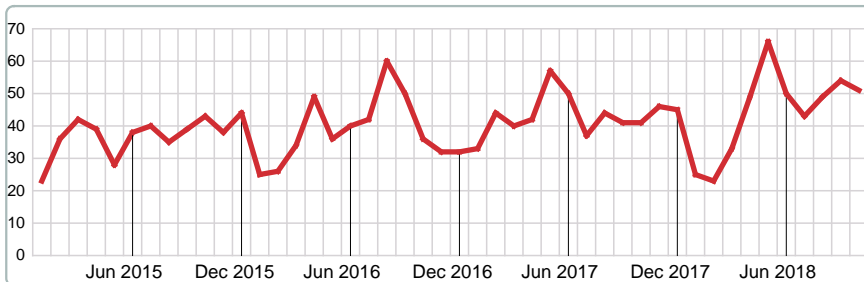
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 34

High May 2018 66 Low Feb 2018 23

Closed Listings this month at 51  
above the 5 yr OCT average of 34

## CLOSED LISTINGS &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.84%	23.5	3	1	0	0
\$40,001 - \$70,000	7	13.73%	67.0	3	3	1	0
\$70,001 - \$90,000	6	11.76%	33.0	1	5	0	0
\$90,001 - \$120,000	13	25.49%	32.0	4	7	2	0
\$120,001 - \$150,000	9	17.65%	23.0	0	7	2	0
\$150,001 - \$220,000	6	11.76%	19.5	0	4	2	0
\$220,001 and up	6	11.76%	94.0	1	2	3	0
Total Closed Units		51		12	29	10	0
Total Closed Volume		7,613,950	100%	1.06M	4.74M	1.81M	0.00B
Median Closed Price		\$116,000		\$74,450	\$118,500	\$147,700	\$0

Contact: MLS Technology Inc.

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## October 2018



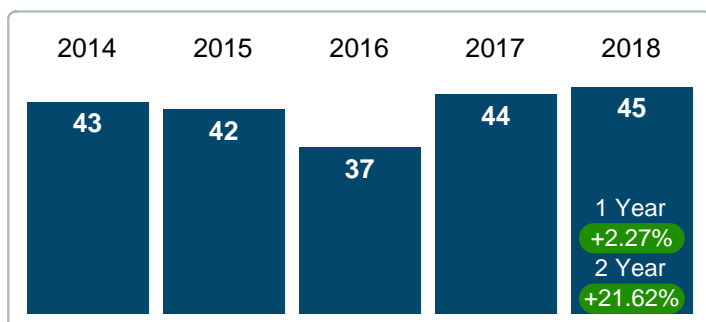
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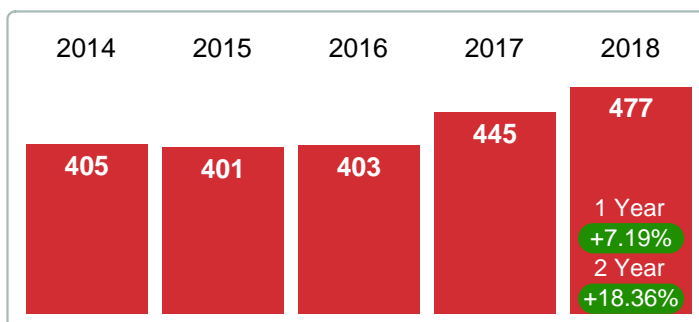
## PENDING LISTINGS

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

## OCTOBER



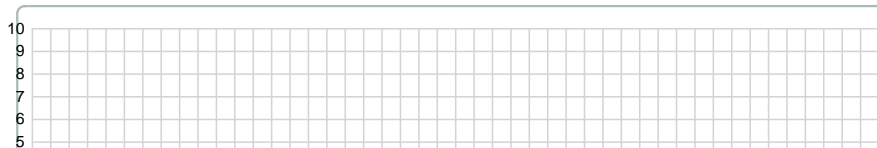
## YEAR TO DATE (YTD)



## 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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4		8.89%	58.5	3	1	0	0
\$40,001 \$60,000	6		13.33%	52.5	2	2	2	0
\$60,001 \$70,000	5		11.11%	55.0	2	2	1	0
\$70,001 \$110,000	10		22.22%	16.5	4	6	0	0
\$110,001 \$130,000	9		20.00%	50.0	1	5	3	0
\$130,001 \$170,000	6		13.33%	52.0	1	4	1	0
\$170,001 and up	5		11.11%	35.0	0	4	1	0
Total Pending Units	45				13	24	8	0
Total Pending Volume	4,683,100			100%	946.50K	2.88M	860.80K	0.00B
Median Listing Price	\$107,900				\$65,000	\$115,500	\$114,300	\$0

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## October 2018



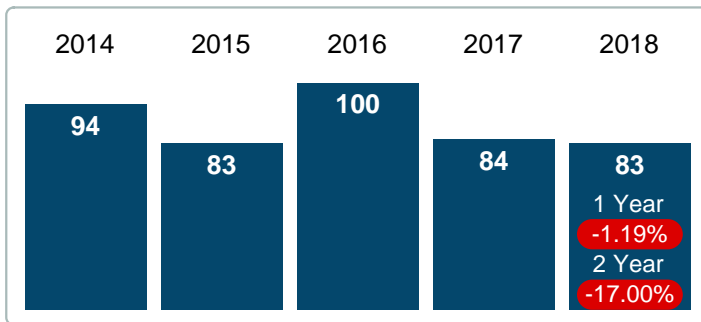
Area Delimited by County Of Cherokee - Residential Property Type



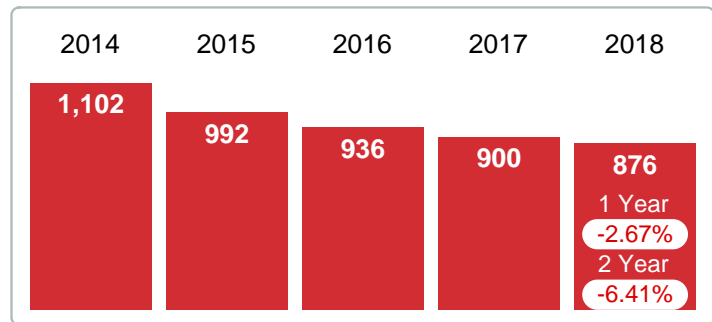
## NEW LISTINGS

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## OCTOBER



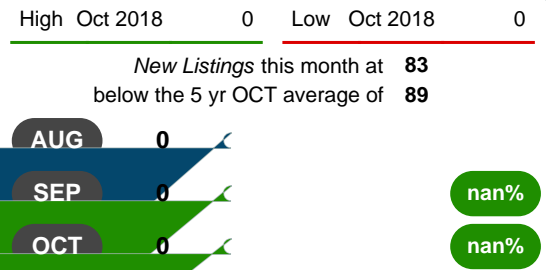
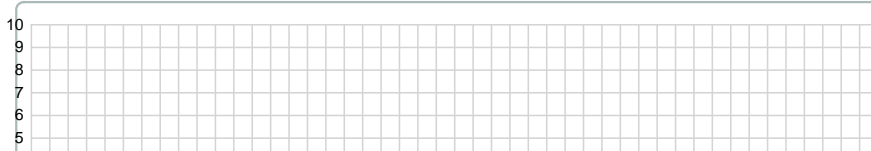
## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS

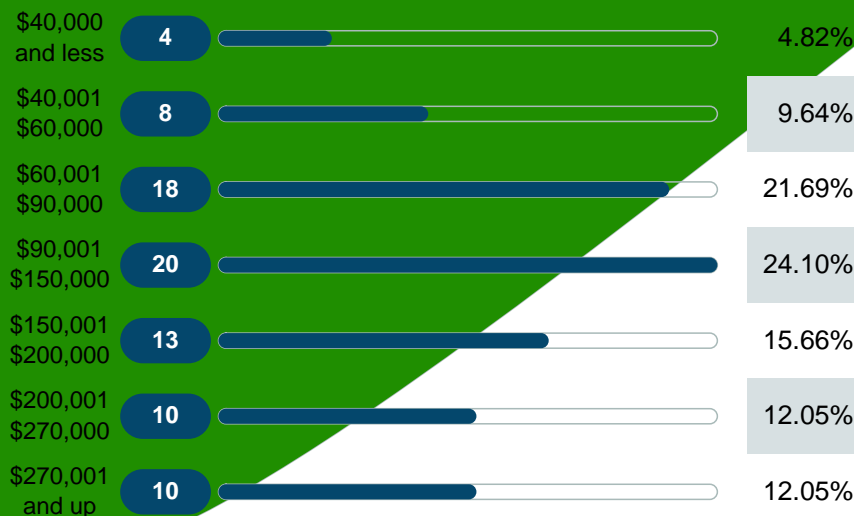
## 3 MONTHS

5 year OCT AVG = 89



## 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 New Listed Units	83	
Total New Listed Volume	15,167,249	100%
Median New Listed Listing Price	\$119,900	

15	46	20	2
1.77M	9.11M	3.85M	432.90K
\$82,300	\$117,450	\$178,950	\$216,450

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## October 2018



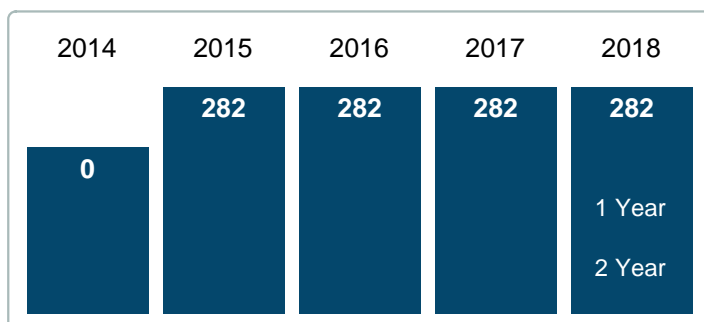
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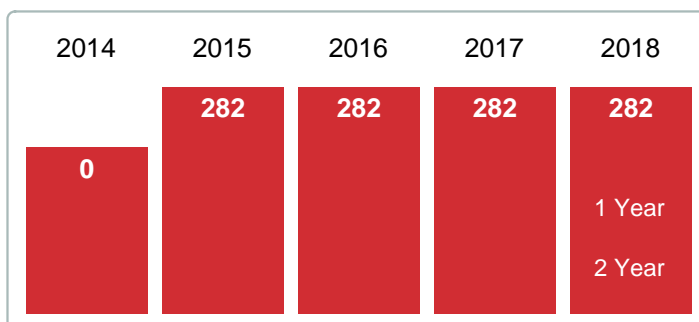
## ACTIVE INVENTORY

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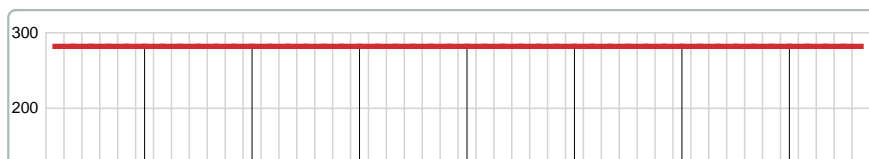
## END OF OCTOBER



## 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

OCT 282

0.00%

0.00%

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17		6.03%	92.0	8	7	2	0
\$40,001 \$70,000	40		14.18%	52.5	21	16	3	0
\$70,001 \$110,000	47		16.67%	72.0	16	24	6	1
\$110,001 \$180,000	61		21.63%	62.0	6	42	13	0
\$180,001 \$260,000	49		17.38%	98.0	6	27	12	4
\$260,001 \$390,000	39		13.83%	103.0	2	11	18	8
\$390,001 and up	29		10.28%	84.0	2	13	9	5
Total Active Inventory by Units			282		61	140	63	18
Total Active Inventory by Volume			62,758,497	100%	6.40M	30.90M	19.75M	5.70M
Median Active Inventory Listing Price			\$149,950		\$74,900	\$146,900	\$214,000	\$304,900

## October 2018



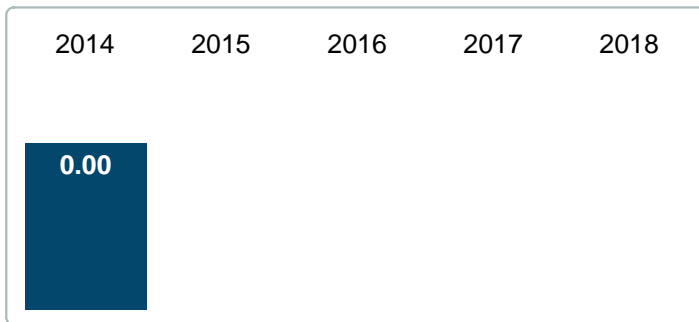
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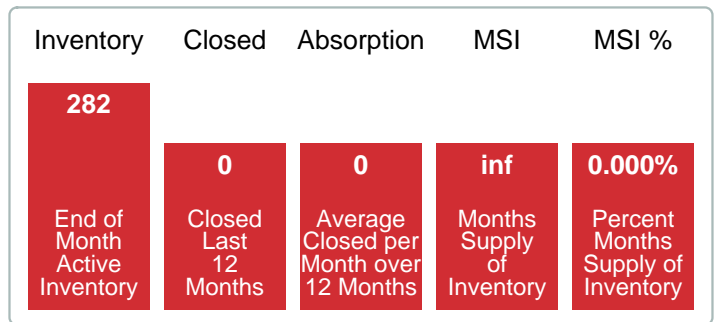
## MONTHS SUPPLY of INVENTORY (MSI)

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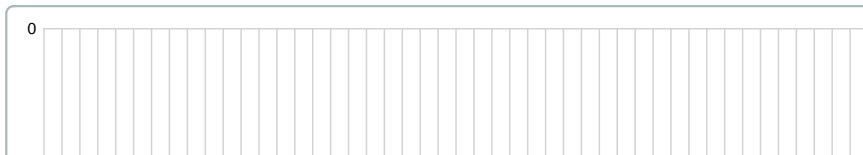
## MSI FOR OCTOBER



## INDICATORS FOR OCTOBER 2018

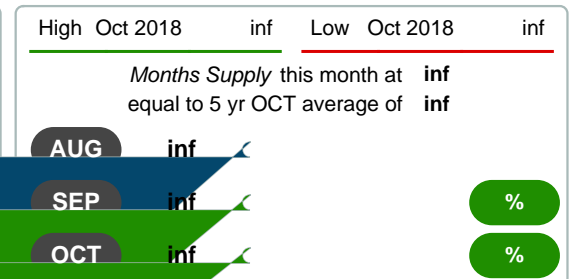


## 5 YEAR MARKET ACTIVITY TRENDS



## 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			282	100%	61	140	63	18

## October 2018



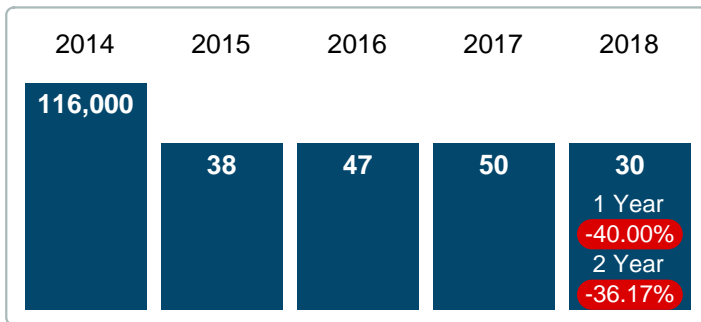
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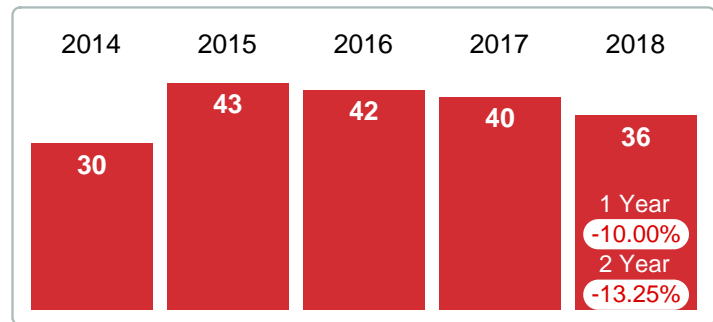
## MEDIAN DAYS ON MARKET TO SALE

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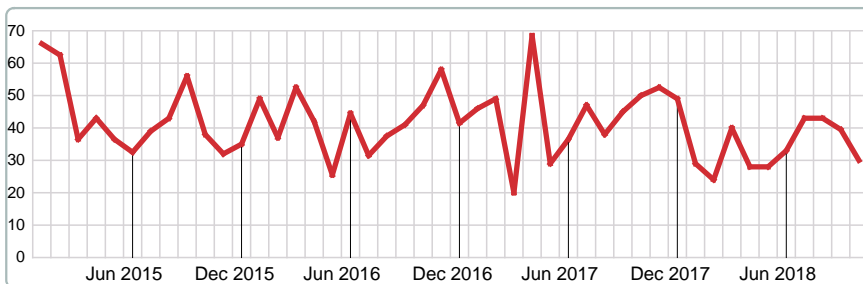
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 23,233

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 30  
below the 5 yr OCT average of 23,233

AUG	43		
SEP	40		-8.14%
OCT	30		-24.05%

## MEDIAN DOM OF CLOSED SALES &amp; 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
\$40,000 and less	4	7.84%	24	32	15	0	0
\$40,001 \$70,000	7	13.73%	67	85	67	12	0
\$70,001 \$90,000	6	11.76%	33	64	27	0	0
\$90,001 \$120,000	13	25.49%	32	63	16	113	0
\$120,001 \$150,000	9	17.65%	23	0	28	13	0
\$150,001 \$220,000	6	11.76%	20	0	23	11	0
\$220,001 and up	6	11.76%	94	135	10	137	0
Median Closed DOM	30			76	23	36	0
Total Closed Units	51	100%	30.0	12	29	10	
Total Closed Volume	7,613,950			1.06M	4.74M	1.81M	0.00B

## October 2018



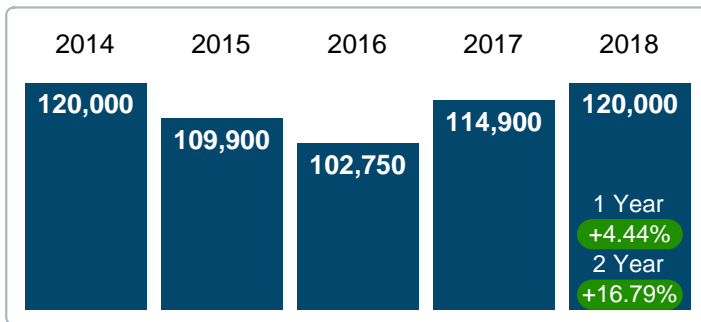
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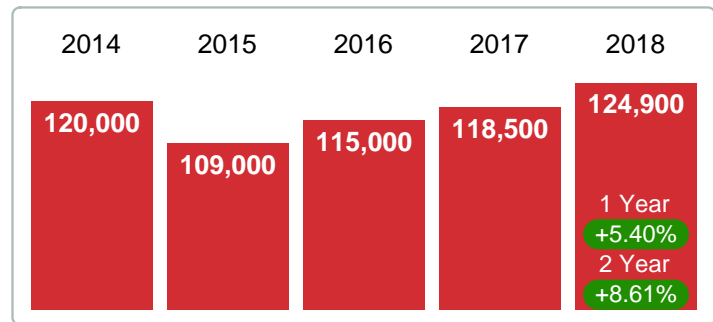
## MEDIAN LIST PRICE AT CLOSING

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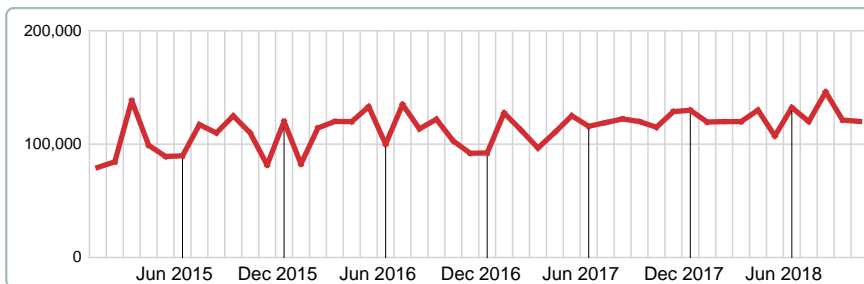
## OCTOBER



## YEAR TO DATE (YTD)



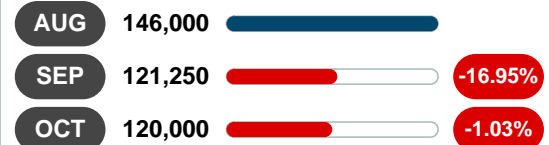
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 113,510

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

Median List Price at Closing this month at 120,000  
above the 5 yr OCT average of 113,510

## MEDIAN LIST PRICE OF CLOSED SALES &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.84%	37,750	37,750	0	0	0
\$40,001 \$70,000	7	13.73%	57,900	50,400	59,000	48,000	0
\$70,001 \$90,000	6	11.76%	85,000	85,000	85,000	0	0
\$90,001 \$120,000	9	17.65%	109,900	109,900	108,250	106,000	0
\$120,001 \$150,000	13	25.49%	134,500	124,900	134,750	138,400	0
\$150,001 \$220,000	6	11.76%	181,250	0	181,250	189,900	0
\$220,001 and up	6	11.76%	347,200	299,900	861,200	314,900	0
Median List Price			120,000	71,450	120,000	149,900	0
Total Closed Units		100%	120,000	12	29	10	
Total Closed Volume			7,792,899	1.12M	4.84M	1.84M	0.00B



## October 2018



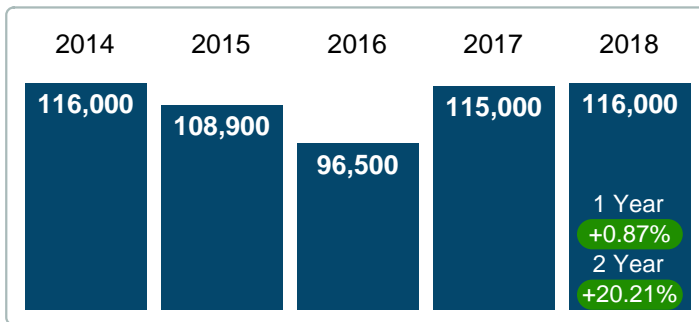
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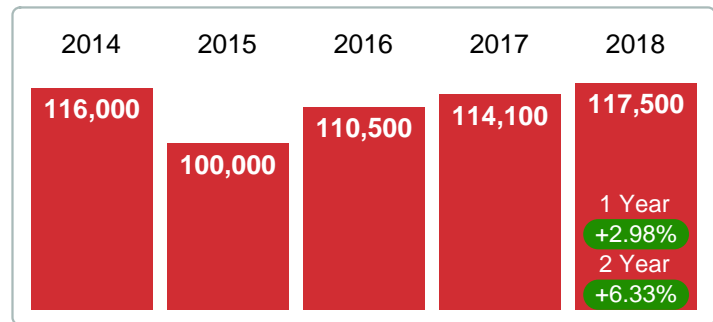
## MEDIAN SOLD PRICE AT CLOSING

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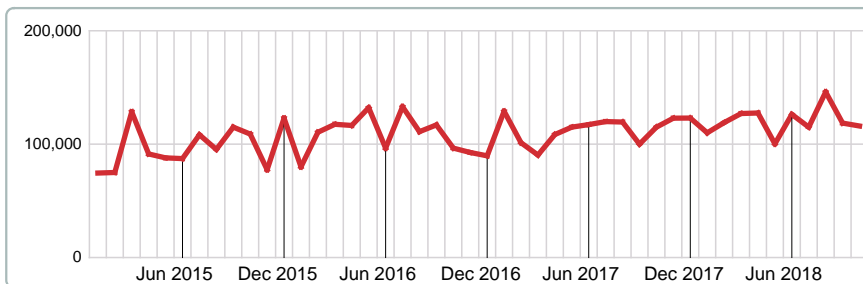
## OCTOBER



## YEAR TO DATE (YTD)

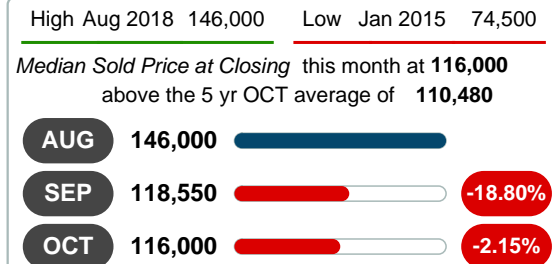


## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 110,480



## MEDIAN SOLD PRICE OF CLOSED SALES &amp; 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
\$40,000 and less	4	7.84%	32,250	32,000	32,500	0	0
\$40,001 \$70,000	7	13.73%	56,250	42,900	56,250	66,000	0
\$70,001 \$90,000	6	11.76%	85,000	89,000	81,500	0	0
\$90,001 \$120,000	13	25.49%	105,000	106,750	116,000	99,750	0
\$120,001 \$150,000	9	17.65%	135,900	0	135,000	139,650	0
\$150,001 \$220,000	6	11.76%	178,250	0	178,250	186,450	0
\$220,001 and up	6	11.76%	336,000	294,500	854,000	310,000	0
Median Sold Price			116,000	74,450	118,500	147,700	0
Total Closed Units		100%	116,000	12	29	10	
Total Closed Volume			7,613,950	1.06M	4.74M	1.81M	0.00B

## October 2018



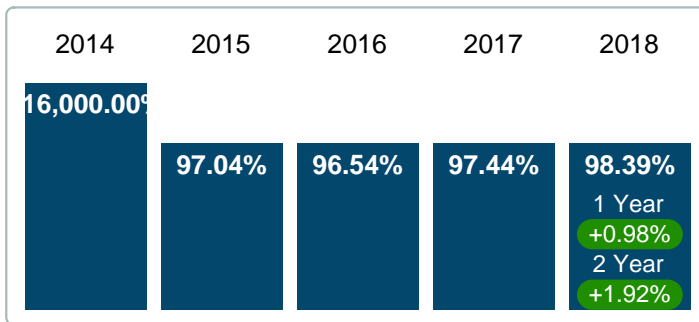
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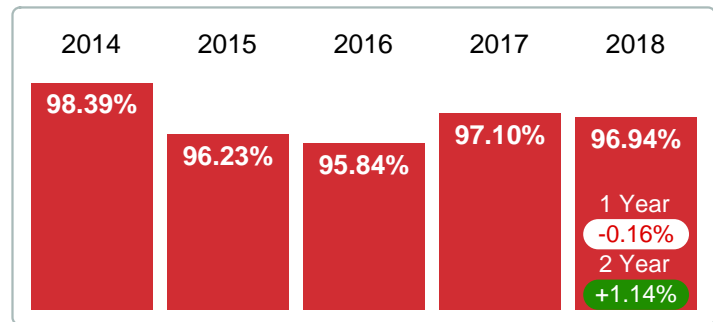
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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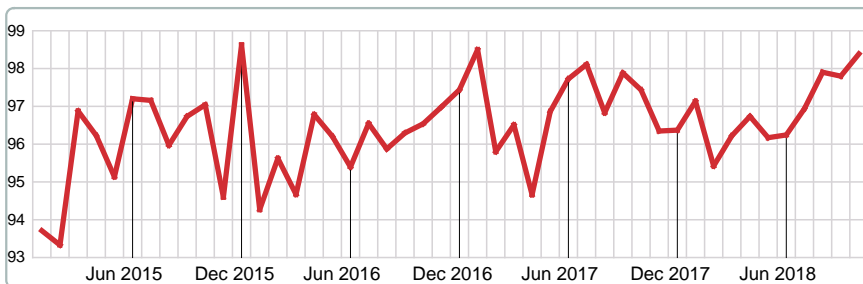
## OCTOBER



## YEAR TO DATE (YTD)



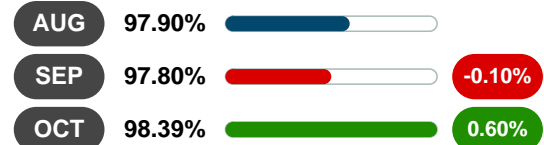
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 23,277.88%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **98.39%**  
below the 5 yr OCT average of **23,277.88%**

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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.84%	89.41%	94.62%	66.33%	0.00%	0.00%
\$40,001 \$70,000	7	13.73%	100.00%	103.45%	93.75%	137.50%	0.00%
\$70,001 \$90,000	6	11.76%	99.38%	104.71%	98.76%	0.00%	0.00%
\$90,001 \$120,000	13	25.49%	95.48%	90.47%	100.00%	94.18%	0.00%
\$120,001 \$150,000	9	17.65%	100.00%	0.00%	100.00%	100.89%	0.00%
\$150,001 \$220,000	6	11.76%	96.59%	0.00%	95.75%	97.84%	0.00%
\$220,001 and up	6	11.76%	98.32%	98.20%	98.12%	98.44%	0.00%
Median Sold/List Ratio		98.39%		96.82%	98.39%	99.22%	0.00%
Total Closed Units		51	100%	12	29	10	
Total Closed Volume		7,613,950		1.06M	4.74M	1.81M	0.00B

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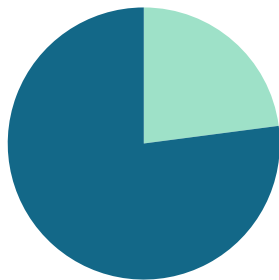
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



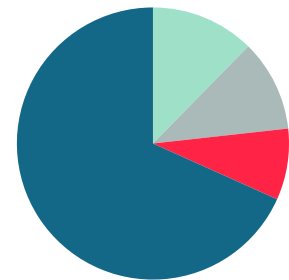
### Inventory

New Listings	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%
Median List Price	114,900	120,000	4.44%	118,500	124,900	5.40%
Median Sale Price	115,000	116,000	0.87%	114,100	117,500	2.98%
Median Percent of Selling Price to List Price	97.44%	98.39%	0.98%	97.10%	96.94%	-0.16%
Median Days on Market to Sale	50.00	30.00	-40.00%	40.00	36.00	-10.00%
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

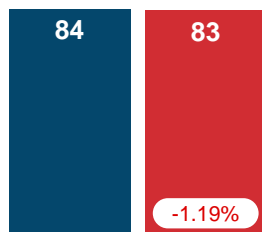
Inventory on October 31, 2018 = 282

2017	2018
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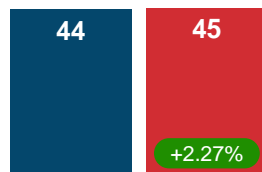
### OCTOBER MARKET

### MEDIAN PRICES

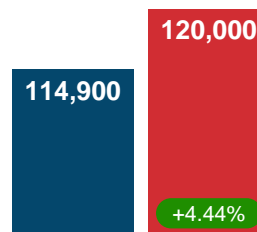
#### New Listings



#### Pending Listings



#### List Price



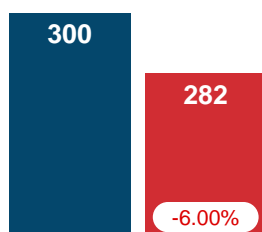
#### Sale Price



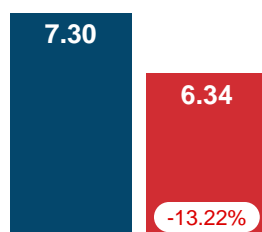
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

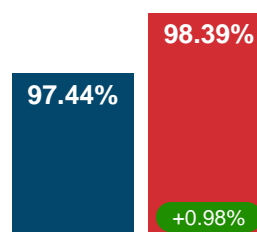
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

