

# August 2019



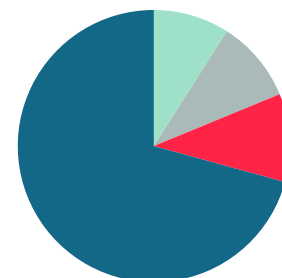
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	49	37	-24.49%
Pending Listings	49	40	-18.37%
New Listings	96	91	-5.21%
Average List Price	166,737	139,184	-16.52%
Average Sale Price	160,373	134,620	-16.06%
Average Percent of Selling Price to List Price	96.93%	95.75%	-1.22%
Average Days on Market to Sale	54.39	68.54	26.02%
End of Month Inventory	307	290	-5.54%
Months Supply of Inventory	7.21	7.28	0.98%



■ Closed (9.02%)  
■ Pending (9.76%)  
■ Other OffMarket (10.49%)  
■ Active (70.73%)

**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of August 31, 2019 = **290**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2019 decreased **5.54%** to 290 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **7.28** 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 **16.06%** in August 2019 to \$134,620 versus the previous year at \$160,373.

#### Average Days on Market Lengthens

The average number of **68.54** days that homes spent on the market before selling increased by 14.15 days or **26.02%** in August 2019 compared to last year's same month at **54.39** DOM.

#### Sales Success for August 2019 is Positive

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

There were 91 New Listings in August 2019, down **5.21%** from last year at 96. Furthermore, there were 37 Closed Listings this month versus last year at 49, a **-24.49%** decrease.

Closed versus Listed trends yielded a **40.7%** ratio, down from previous year's, August 2018, at **51.0%**, a **20.34%** downswing. 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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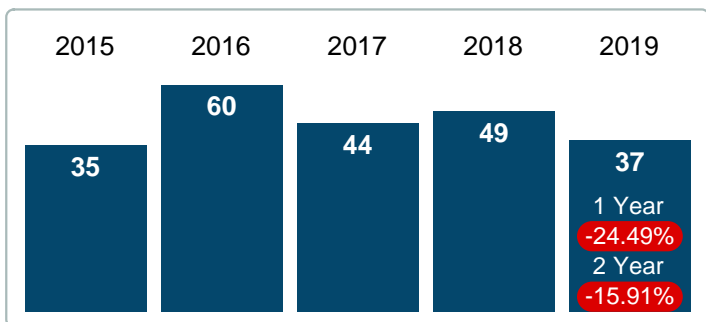
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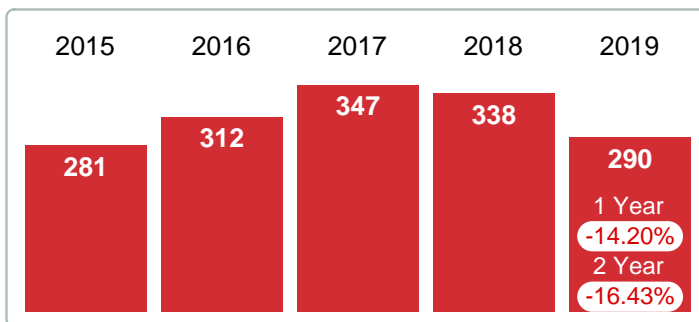
## CLOSED LISTINGS

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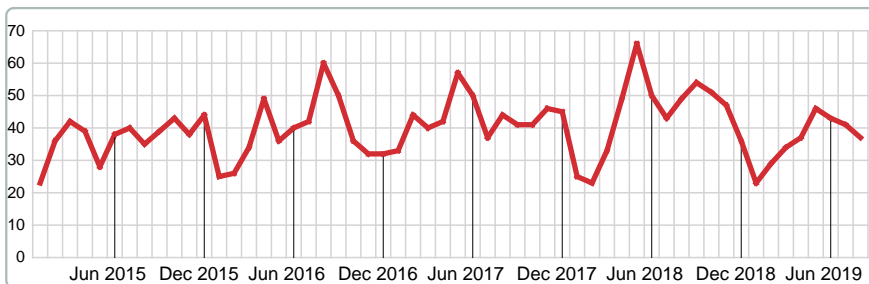
### AUGUST



### YEAR TO DATE (YTD)

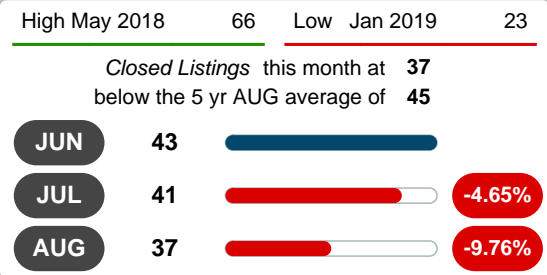


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 45



### 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	10.81%	137.5	4	0	0	0
\$40,001 - \$70,000	4	10.81%	62.5	1	2	1	0
\$70,001 - \$110,000	6	16.22%	18.5	2	3	0	1
\$110,001 - \$140,000	8	21.62%	67.0	1	6	1	0
\$140,001 - \$170,000	3	8.11%	76.3	0	3	0	0
\$170,001 - \$220,000	8	21.62%	47.0	0	5	2	1
\$220,001 and up	4	10.81%	121.0	0	2	2	0
<b>Total Closed Units</b>	<b>37</b>			<b>8</b>	<b>21</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>4,980,950</b>	<b>100%</b>	<b>68.5</b>	<b>449.00K</b>	<b>3.09M</b>	<b>1.19M</b>	<b>250.00K</b>
<b>Average Closed Price</b>	<b>\$134,620</b>			<b>\$56,125</b>	<b>\$147,081</b>	<b>\$198,875</b>	<b>\$125,000</b>

# August 2019



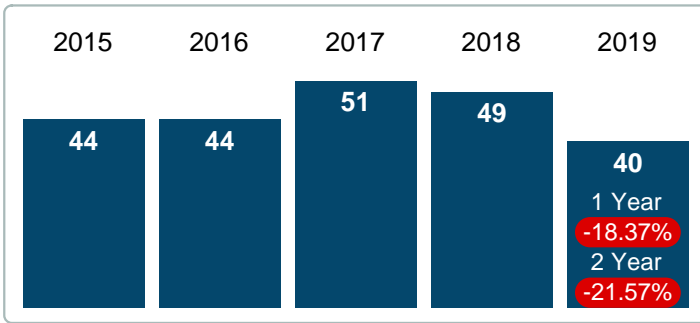
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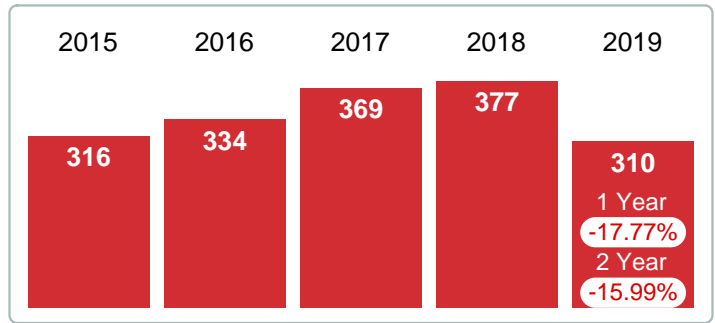
## PENDING LISTINGS

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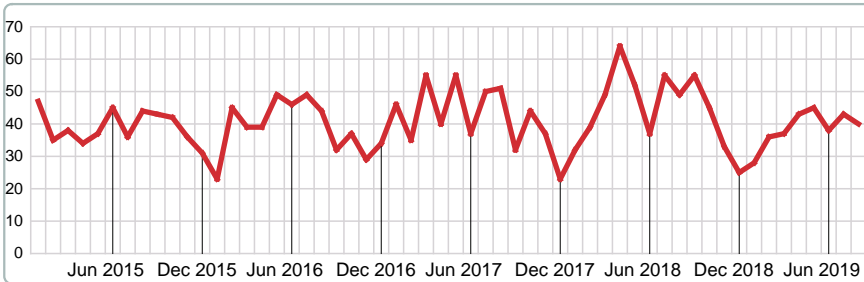
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 46

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at **40**  
below the 5 yr AUG average of **46**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	12.50%	48.6	2	3	0	0
\$50,001 - \$80,000	4	10.00%	33.3	3	0	0	1
\$80,001 - \$100,000	5	12.50%	53.0	2	1	2	0
\$100,001 - \$150,000	11	27.50%	82.8	3	6	2	0
\$150,001 - \$190,000	6	15.00%	44.5	0	6	0	0
\$190,001 - \$310,000	6	15.00%	64.3	0	2	3	1
\$310,001 and up	3	7.50%	63.7	0	1	0	2
<b>Total Pending Units</b>	<b>40</b>			<b>10</b>	<b>19</b>	<b>7</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>5,946,598</b>	<b>100%</b>	<b>59.9</b>	<b>832.50K</b>	<b>2.76M</b>	<b>1.17M</b>	<b>1.18M</b>
<b>Average Listing Price</b>	<b>\$148,665</b>			<b>\$83,250</b>	<b>\$145,089</b>	<b>\$167,514</b>	<b>\$296,200</b>

# August 2019



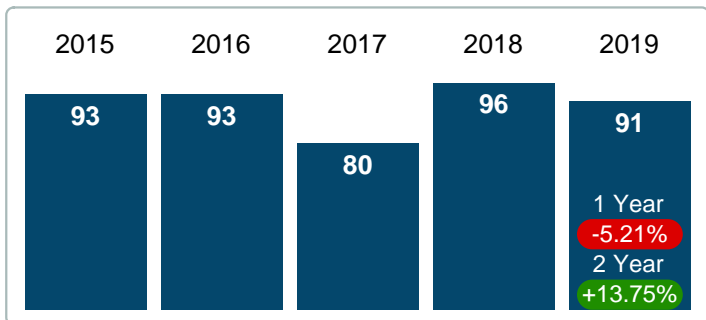
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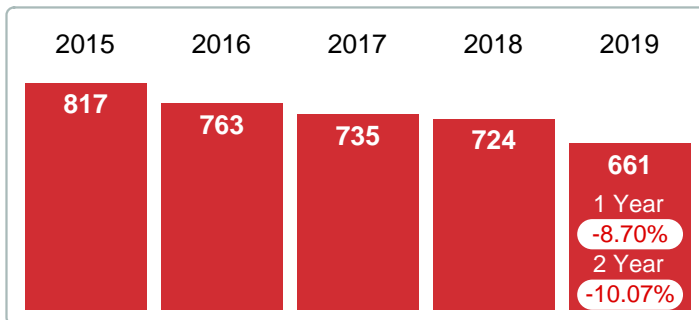
## NEW LISTINGS

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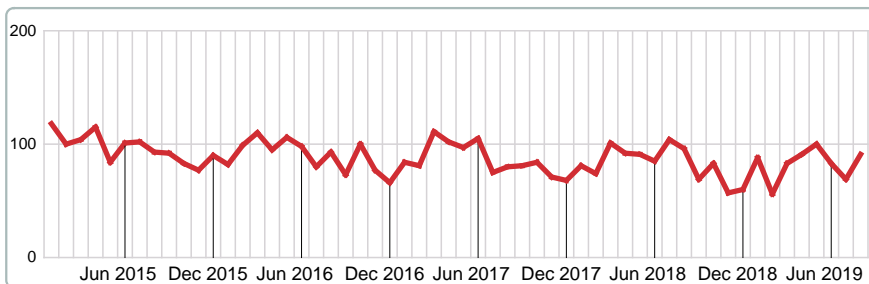
### AUGUST



### YEAR TO DATE (YTD)

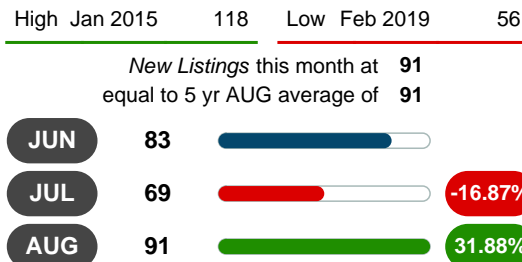


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 91



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	9.89%	5	4	0	0
\$60,001 - \$80,000	8	8.79%	4	4	0	0
\$80,001 - \$110,000	14	15.38%	4	8	2	0
\$110,001 - \$170,000	23	25.27%	1	17	5	0
\$170,001 - \$240,000	16	17.58%	1	9	5	1
\$240,001 - \$390,000	11	12.09%	1	5	4	1
\$390,001 and up	10	10.99%	1	3	3	3
<b>Total New Listed Units</b>	<b>91</b>		<b>17</b>	<b>50</b>	<b>19</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>19,216,516</b>	<b>100%</b>	<b>2.27M</b>	<b>9.27M</b>	<b>5.19M</b>	<b>2.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$141,640</b>		<b>\$133,288</b>	<b>\$185,374</b>	<b>\$273,369</b>	<b>\$497,580</b>

# August 2019



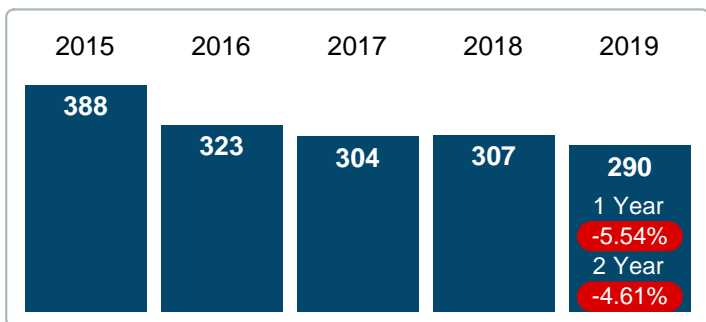
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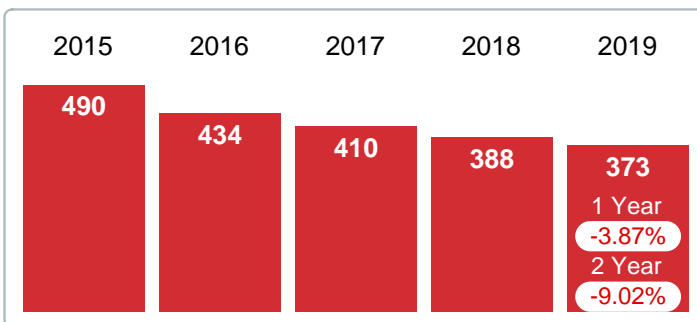
## ACTIVE INVENTORY

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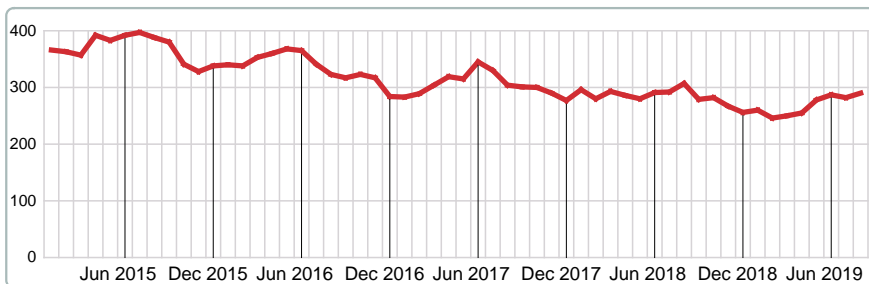
### END OF AUGUST



### ACTIVE DURING AUGUST

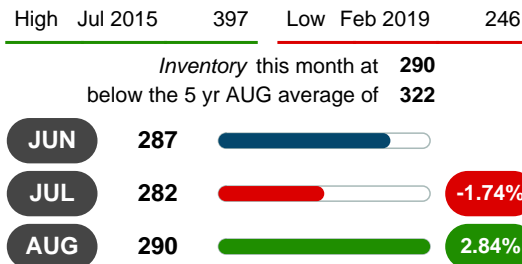


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 322



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	6.55%	66.4	11	7	1	0
\$50,001 - \$75,000	26	8.97%	77.1	14	12	0	0
\$75,001 - \$125,000	55	18.97%	81.1	16	35	2	2
\$125,001 - \$175,000	53	18.28%	68.8	2	37	12	2
\$175,001 - \$275,000	70	24.14%	77.0	6	41	18	5
\$275,001 - \$425,000	37	12.76%	84.2	2	17	10	8
\$425,001 and up	30	10.34%	87.1	4	12	9	5
<b>Total Active Inventory by Units</b>	<b>290</b>			<b>55</b>	<b>161</b>	<b>52</b>	<b>22</b>
<b>Total Active Inventory by Volume</b>	<b>68,970,782</b>	<b>100%</b>	<b>77.5</b>	<b>7.30M</b>	<b>35.72M</b>	<b>15.80M</b>	<b>10.15M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$237,830</b>			<b>\$132,647</b>	<b>\$221,860</b>	<b>\$303,869</b>	<b>\$461,568</b>

# August 2019



Area Delimited by County Of Cherokee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>290</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	6.55%	3.12	3.00	3.50	2.40	0.00
\$50,001 - \$75,000	26	8.97%	4.95	6.72	4.50	0.00	0.00
\$75,001 - \$125,000	55	18.97%	5.12	5.82	5.12	1.85	24.00
\$125,001 - \$175,000	53	18.28%	6.12	4.00	5.16	14.40	12.00
\$175,001 - \$275,000	70	24.14%	10.77	12.00	10.25	9.82	30.00
\$275,001 - \$425,000	37	12.76%	16.44	4.00	20.40	12.00	96.00
\$425,001 and up	30	10.34%	90.00	0.00	48.00	108.00	0.00
Market Supply of Inventory (MSI)		7.28		5.50	6.78	9.45	37.71
Total Active Inventory by Units		290	100%	55	161	52	22

# August 2019



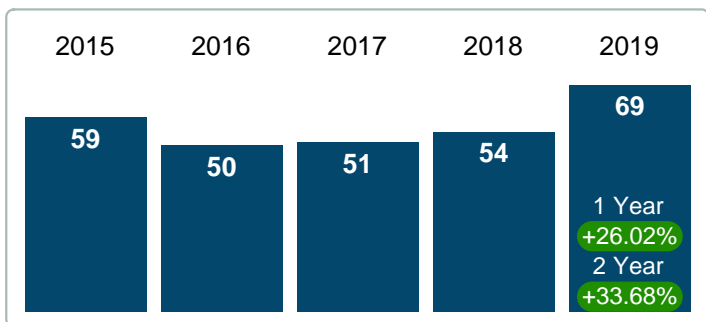
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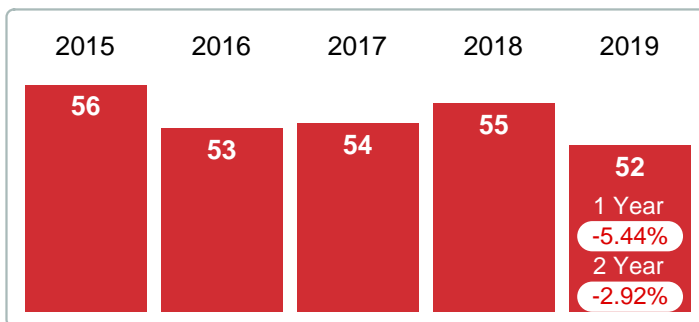
## AVERAGE DAYS ON MARKET TO SALE

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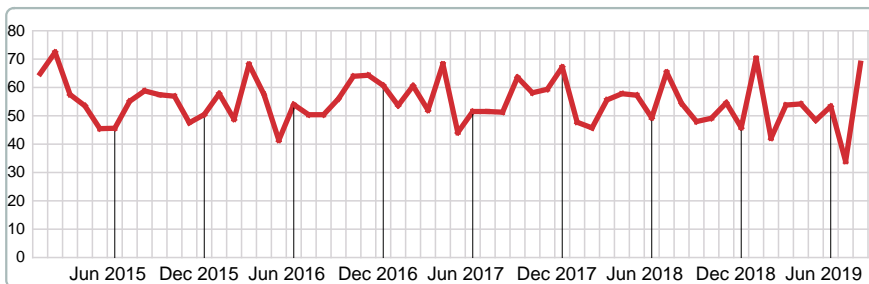
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 57

High Feb 2015 72 Low Jul 2019 34

Average Days on Market to Sale this month at 69 above the 5 yr AUG average of 57



### 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	10.81%	138	138	0	0	0
\$40,001 - \$70,000	10.81%	63	113	60	18	0
\$70,001 - \$110,000	16.22%	19	19	19	0	17
\$110,001 - \$140,000	21.62%	67	24	63	132	0
\$140,001 - \$170,000	8.11%	76	0	76	0	0
\$170,001 - \$220,000	21.62%	47	0	47	37	70
\$220,001 and up	10.81%	121	0	136	106	0
<b>Average Closed DOM</b>		<b>69</b>	<b>91</b>	<b>61</b>	<b>73</b>	<b>44</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>69</b>	<b>8</b>	<b>21</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>4,980,950</b>	<b>449.00K</b>	<b>3.09M</b>	<b>1.19M</b>	<b>250.00K</b>

# August 2019



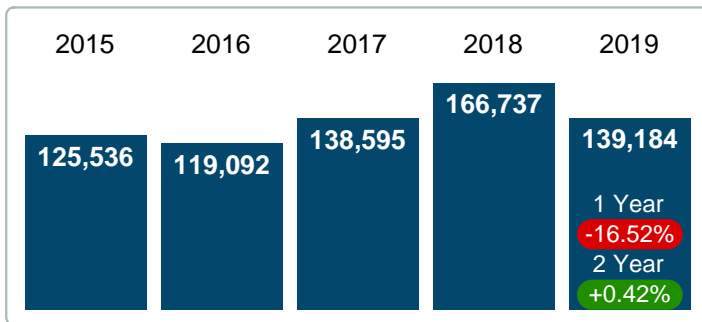
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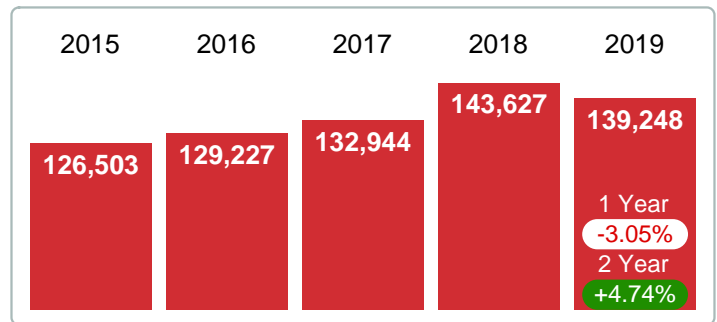
## AVERAGE LIST PRICE AT CLOSING

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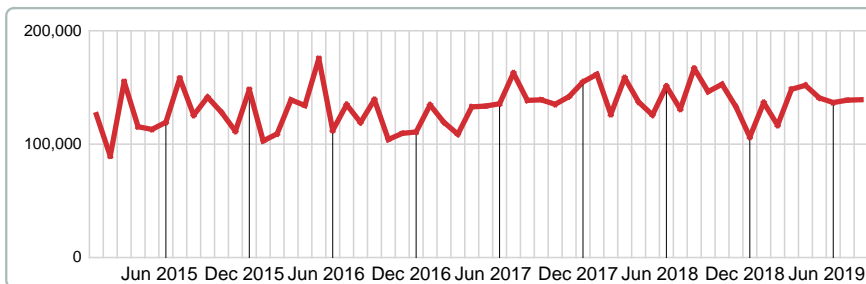
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

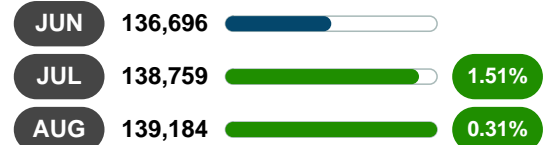


### 3 MONTHS

5 year AUG AVG = 137,829

High May 2016 175,467 Low Feb 2015 89,509

Average List Price at Closing this month at **139,184**  
above the 5 yr AUG average of **137,829**



### 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	10.81%	32,750	32,750	0	0	0
\$40,001 - \$70,000	13.51%	60,260	62,500	64,450	50,000	0
\$70,001 - \$110,000	10.81%	85,300	81,950	99,067	0	59,900
\$110,001 - \$140,000	21.62%	132,188	124,900	137,617	139,900	0
\$140,001 - \$170,000	10.81%	152,175	0	151,933	0	0
\$170,001 - \$220,000	21.62%	187,762	0	182,540	199,700	189,999
\$220,001 and up	10.81%	302,000	0	273,000	331,000	0
<b>Average List Price</b>		<b>139,184</b>	<b>60,288</b>	<b>150,776</b>	<b>208,550</b>	<b>124,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,184</b>	<b>8</b>	<b>21</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>5,149,798</b>	<b>482.30K</b>	<b>3.17M</b>	<b>1.25M</b>	<b>249.90K</b>



# August 2019



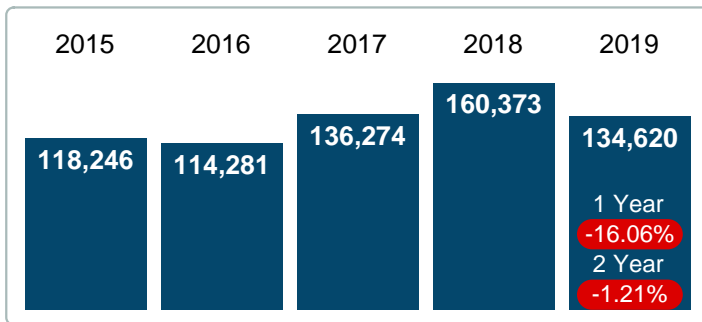
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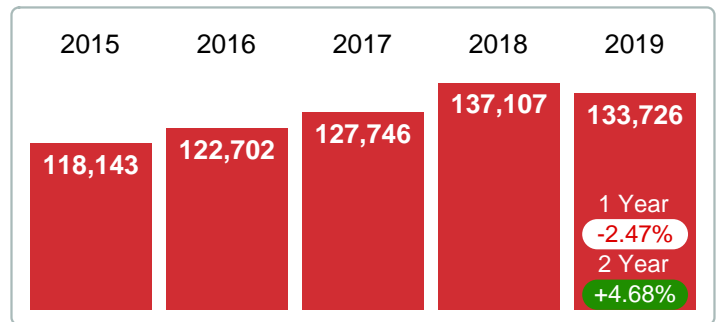
## AVERAGE SOLD PRICE AT CLOSING

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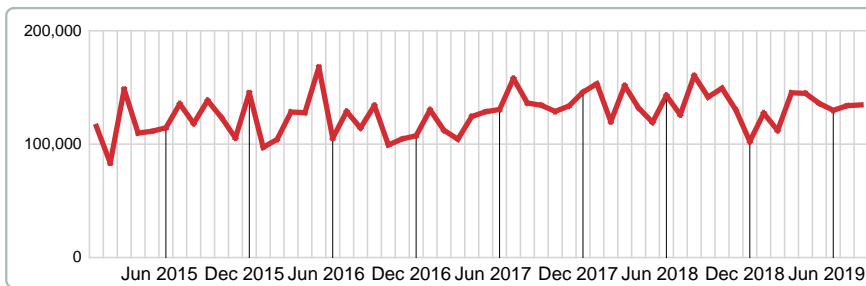
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

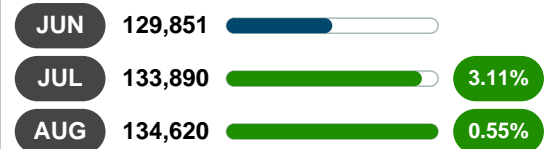


### 3 MONTHS

5 year AUG AVG = 132,759

High May 2016 167,833 Low Feb 2015 83,361

Average Sold Price at Closing this month at **134,620**  
above the 5 yr AUG average of **132,759**



### 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	10.81%	27,750	27,750	0	0	0
\$40,001 - \$70,000	10.81%	56,375	58,000	62,500	42,500	0
\$70,001 - \$110,000	16.22%	86,167	79,500	95,333	0	72,000
\$110,001 - \$140,000	21.62%	130,863	121,000	133,650	124,000	0
\$140,001 - \$170,000	8.11%	148,300	0	148,300	0	0
\$170,001 - \$220,000	21.62%	182,706	0	181,180	188,875	178,000
\$220,001 and up	10.81%	293,500	0	262,500	324,500	0
<b>Average Sold Price</b>		<b>134,620</b>	<b>56,125</b>	<b>147,081</b>	<b>198,875</b>	<b>125,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>134,620</b>	<b>8</b>	<b>21</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>4,980,950</b>	<b>449.00K</b>	<b>3.09M</b>	<b>1.19M</b>	<b>250.00K</b>

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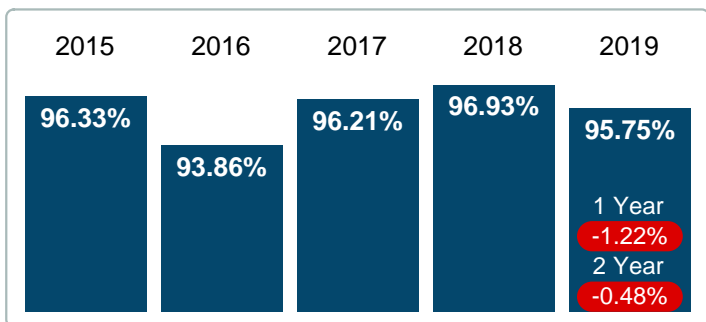
Area Delimited by County Of Cherokee - Residential Property Type



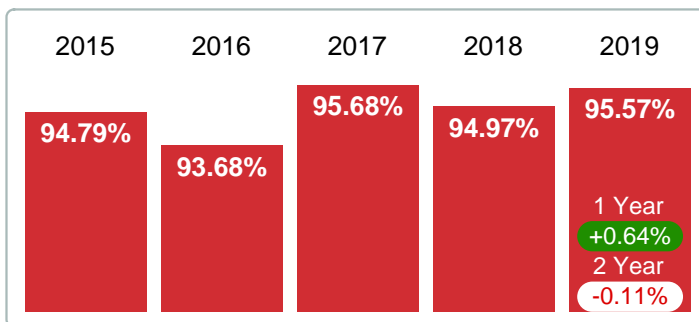
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

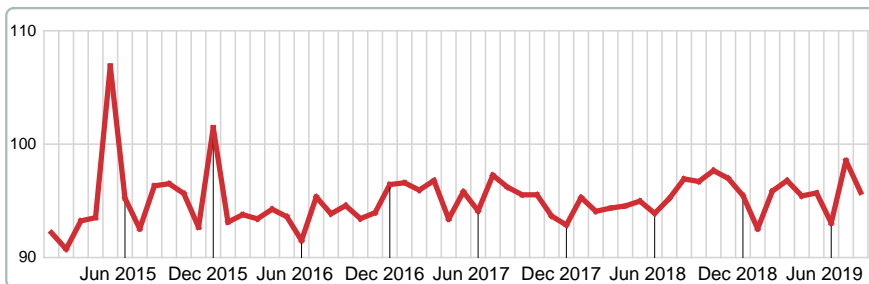
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

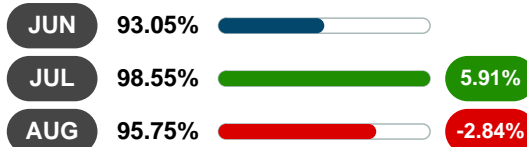


### 3 MONTHS

5 year AUG AVG = 95.81%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **95.75%**  
equal to 5 yr AUG average of **95.81%**



### 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	10.81%	84.48%	84.48%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	4	10.81%	92.77%	92.80%	96.63%	85.00%	0.00%
\$70,001 - \$110,000	6	16.22%	100.85%	97.27%	96.77%	0.00%	120.20%
\$110,001 - \$140,000	8	21.62%	96.13%	96.88%	97.25%	88.63%	0.00%
\$140,001 - \$170,000	3	8.11%	97.60%	0.00%	97.60%	0.00%	0.00%
\$170,001 - \$220,000	8	21.62%	97.50%	0.00%	99.33%	94.82%	93.68%
\$220,001 and up	4	10.81%	96.70%	0.00%	95.78%	97.61%	0.00%
Average Sold/List Ratio		95.70%		90.27%	97.53%	93.08%	106.94%
Total Closed Units		37	100%	8	21	6	2
Total Closed Volume		4,980,950		449.00K	3.09M	1.19M	250.00K

# August 2019



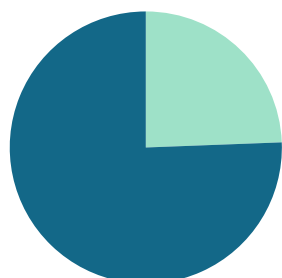
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

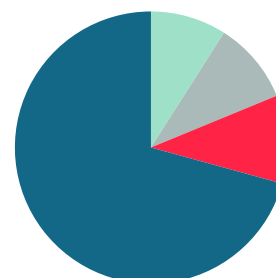


**Inventory**  
 New Listings  
**91 = 24.40%**  
 Start Inventory  
**282**  
 Total Inventory Units  
**373**  
 Volume  
**\$84,200,080**

### Market Activity

Closed Sales  
**37 = 9.02%**  
 Pending Sales  
**40 = 9.76%**  
 Other Off Market  
**43 = 10.49%**  
 Active Inventory  
**290 = 70.73%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	37	-24.49%	338	290	-14.20%
Pending Sales	49	40	-18.37%	377	310	-17.77%
New Listings	96	91	-5.21%	724	661	-8.70%
Average List Price	166,737	139,184	-16.52%	143,627	139,248	-3.05%
Average Sale Price	160,373	134,620	-16.06%	137,107	133,726	-2.47%
Average Percent of Selling Price to List Price	96.93%	95.75%	-1.22%	94.97%	95.57%	0.64%
Average Days on Market to Sale	54.39	68.54	26.02%	55.12	52.13	-5.44%
Monthly Inventory	307	290	-5.54%	307	290	-5.54%
Months Supply of Inventory	7.21	7.28	0.98%	7.21	7.28	0.98%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

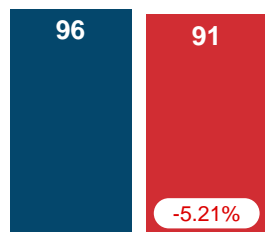
**Inventory** on August 31, 2019 = **290**

**2018** **2019**

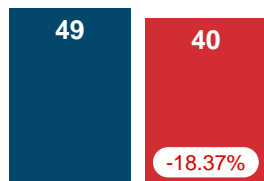
### AUGUST MARKET

### AVERAGE PRICES

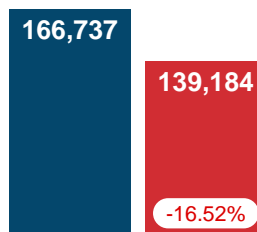
#### New Listings



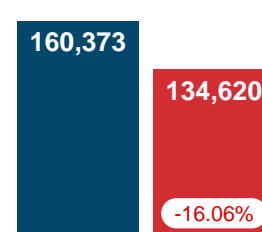
#### Pending Listings



#### List Price



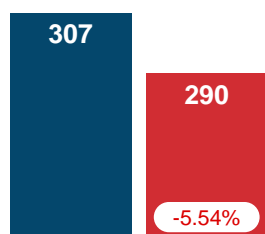
#### Sale Price



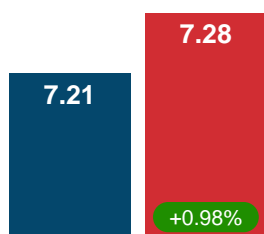
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

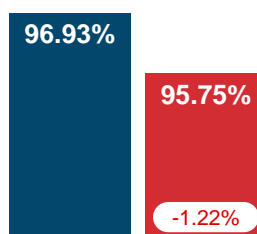
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

