

August 2019



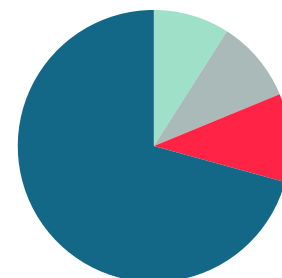
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	146,000	138,900	-4.86%
Median Sale Price	146,000	133,000	-8.90%
Median Percent of Selling Price to List Price	97.90%	96.88%	-1.05%
Median Days on Market to Sale	43.00	63.00	46.51%
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.

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 **8.90%** in August 2019 to \$133,000 versus the previous year at \$146,000.

Median Days on Market Lengthens

The median number of **63.00** days that homes spent on the market before selling increased by 20.00 days or **46.51%** in August 2019 compared to last year's same month at **43.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median 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 Monthly 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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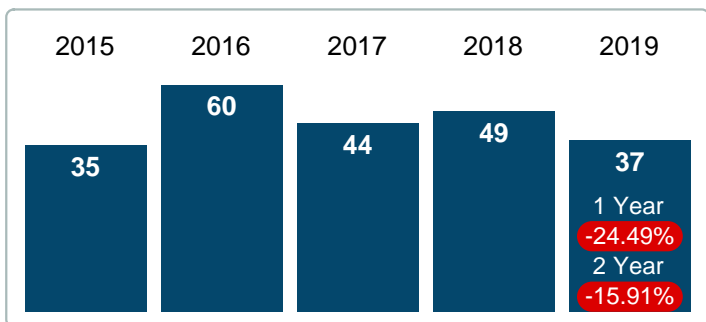
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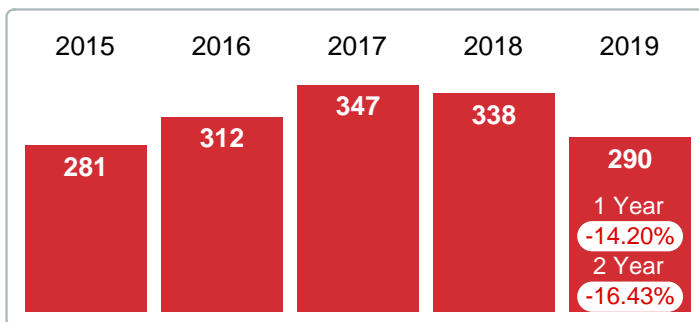
CLOSED LISTINGS

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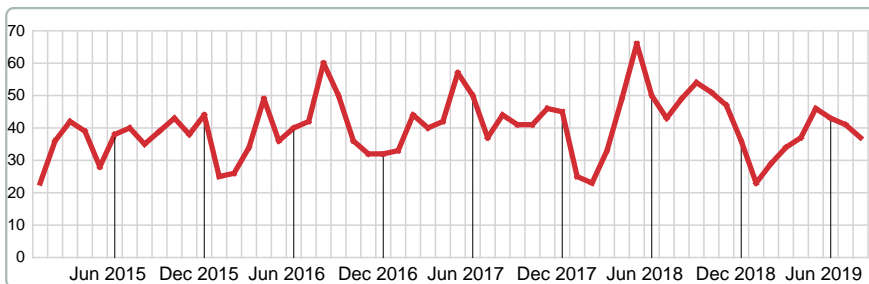
AUGUST



YEAR TO DATE (YTD)

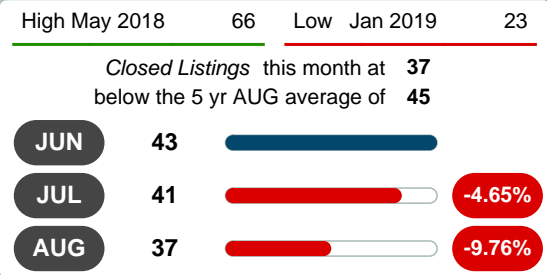


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	10.81%	135.5	4	0	0	0
\$40,001 - \$70,000	4	10.81%	61.0	1	2	1	0
\$70,001 - \$110,000	6	16.22%	17.5	2	3	0	1
\$110,001 - \$140,000	8	21.62%	56.0	1	6	1	0
\$140,001 - \$170,000	3	8.11%	88.0	0	3	0	0
\$170,001 - \$220,000	8	21.62%	60.0	0	5	2	1
\$220,001 and up	4	10.81%	120.5	0	2	2	0
Total Closed Units	37			8	21	6	2
Total Closed Volume	4,980,950	100%	63.0	449.00K	3.09M	1.19M	250.00K
Median Closed Price	\$133,000			\$49,000	\$140,000	\$188,875	\$125,000

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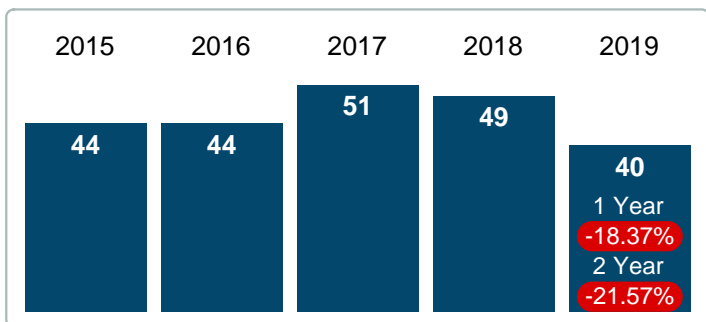
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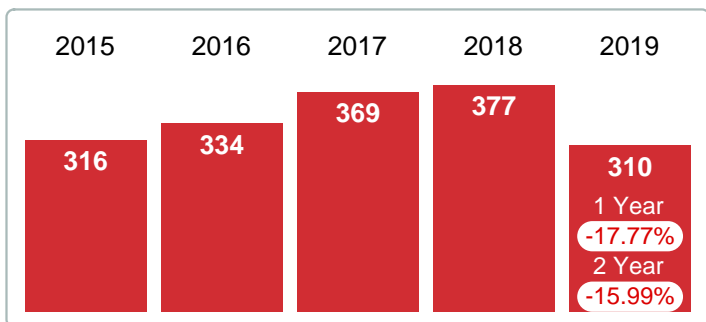
PENDING LISTINGS

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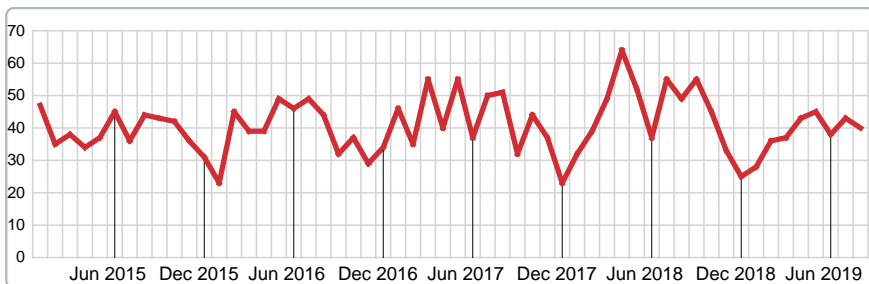
AUGUST



YEAR TO DATE (YTD)

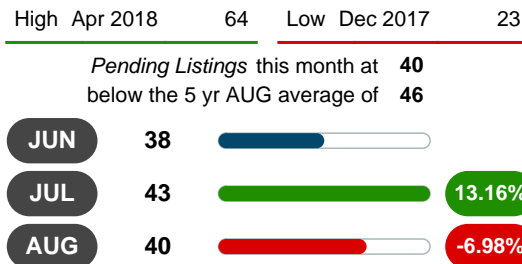


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	12.50%	61.0	2	3	0	0
\$50,001 - \$80,000	4	10.00%	16.0	3	0	0	1
\$80,001 - \$100,000	5	12.50%	26.0	2	1	2	0
\$100,001 - \$150,000	11	27.50%	67.0	3	6	2	0
\$150,001 - \$190,000	6	15.00%	40.0	0	6	0	0
\$190,001 - \$310,000	6	15.00%	58.5	0	2	3	1
\$310,001 and up	3	7.50%	78.0	0	1	0	2
Total Pending Units	40			10	19	7	4
Total Pending Volume	5,946,598	100%	58.5	832.50K	2.76M	1.17M	1.18M
Median Listing Price	\$132,000			\$84,950	\$139,900	\$139,900	\$294,450

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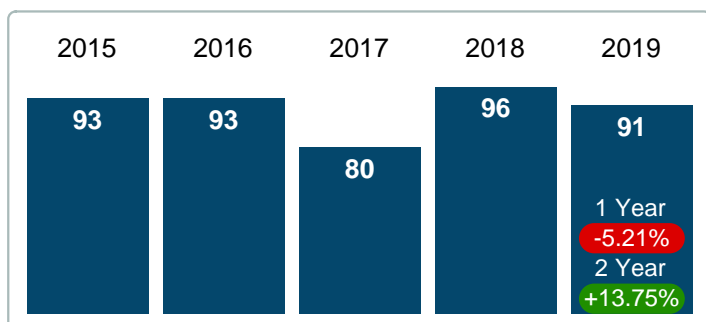
Area Delimited by County Of Cherokee - Residential Property Type



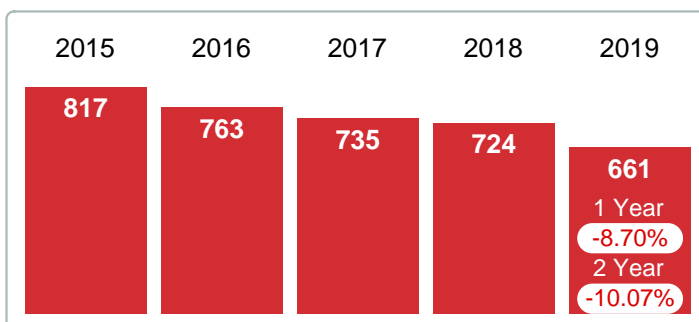
NEW LISTINGS

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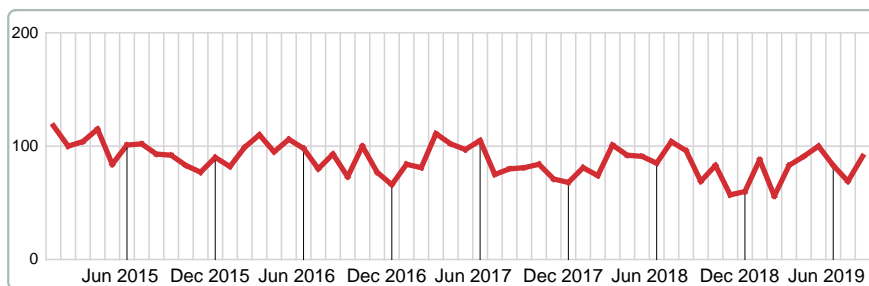
AUGUST



YEAR TO DATE (YTD)

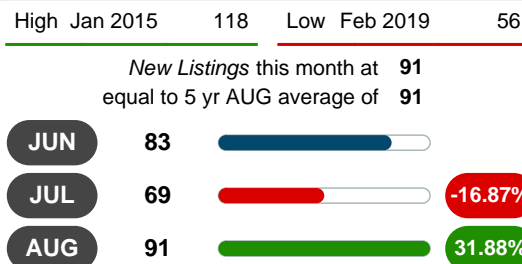


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 91



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.49%	2	3	0	0
\$50,001 - \$75,000	11	12.09%	6	5	0	0
\$75,001 - \$100,000	13	14.29%	4	7	2	0
\$100,001 - \$175,000	27	29.67%	2	19	6	0
\$175,001 - \$225,000	12	13.19%	1	8	3	0
\$225,001 - \$375,000	10	10.99%	1	4	4	1
\$375,001 and up	13	14.29%	1	4	4	4
Total New Listed Units	91		17	50	19	5
Total New Listed Volume	19,216,516	100%	2.27M	9.27M	5.19M	2.49M
Median New Listed Listing Price	\$153,900		\$77,900	\$147,450	\$218,900	\$536,000

August 2019



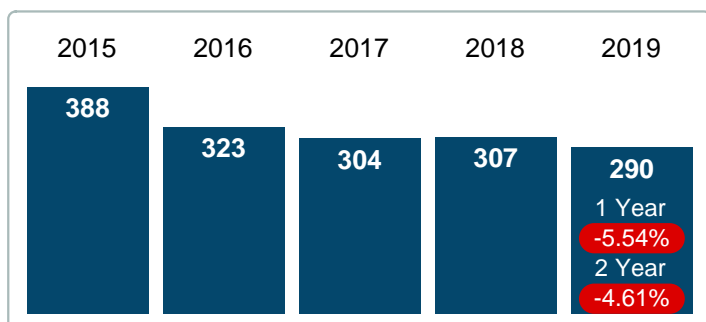
Area Delimited by County Of Cherokee - Residential Property Type



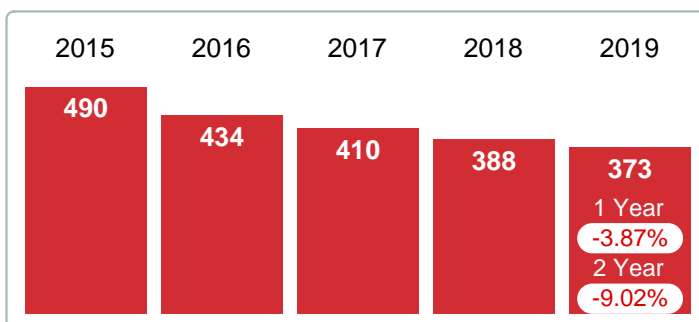
ACTIVE INVENTORY

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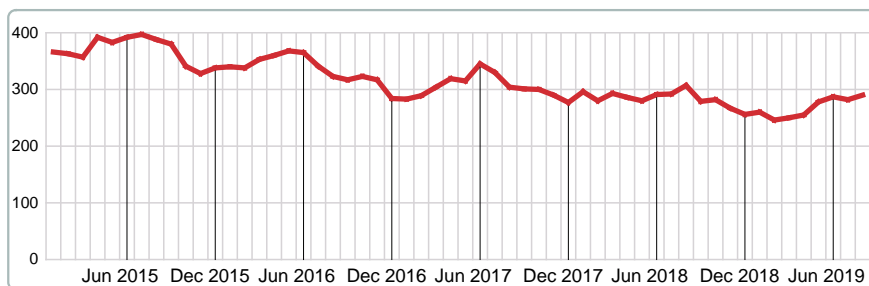
END OF AUGUST



ACTIVE DURING AUGUST

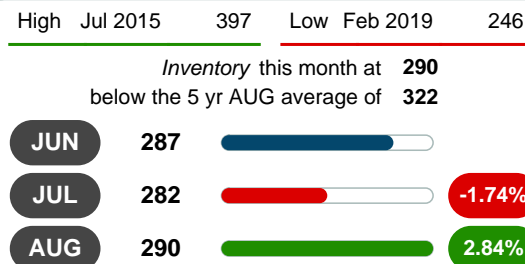


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 322



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	6.55%	72.0	11	7	1	0
\$50,001 - \$75,000	26	8.97%	69.5	14	12	0	0
\$75,001 - \$125,000	55	18.97%	82.0	16	35	2	2
\$125,001 - \$175,000	53	18.28%	71.0	2	37	12	2
\$175,001 - \$275,000	70	24.14%	76.0	6	41	18	5
\$275,001 - \$425,000	37	12.76%	85.0	2	17	10	8
\$425,001 and up	30	10.34%	97.0	4	12	9	5
Total Active Inventory by Units	290			55	161	52	22
Total Active Inventory by Volume	68,970,782	100%	74.5	7.30M	35.72M	15.80M	10.15M
Median Active Inventory Listing Price	\$168,700			\$79,000	\$159,900	\$215,900	\$334,950

August 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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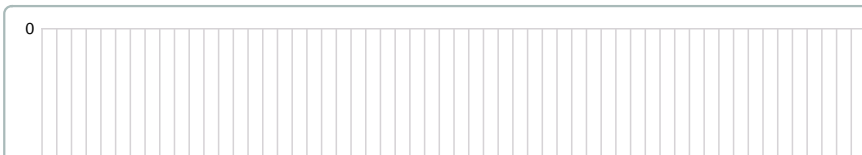
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
290	0	0	inf	0.000%
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		100%	7.28	55	161	52	22

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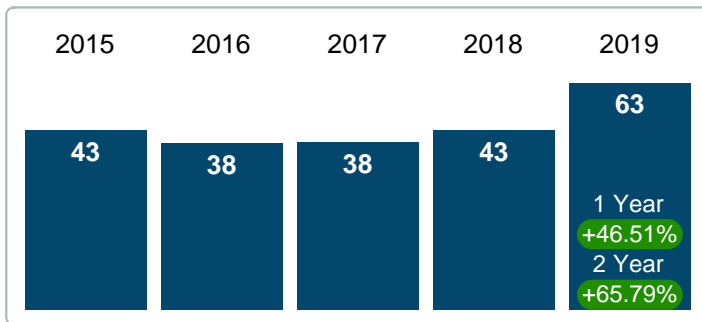
Area Delimited by County Of Cherokee - Residential Property Type



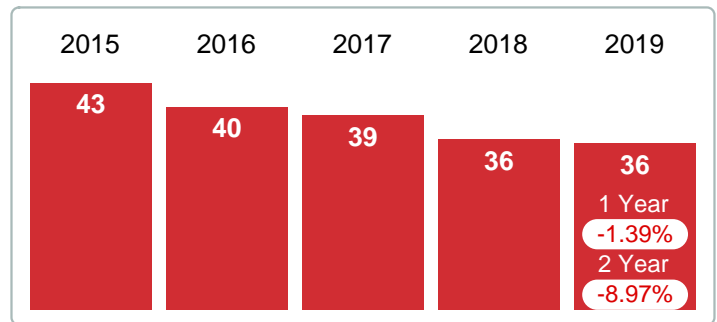
MEDIAN DAYS ON MARKET TO SALE

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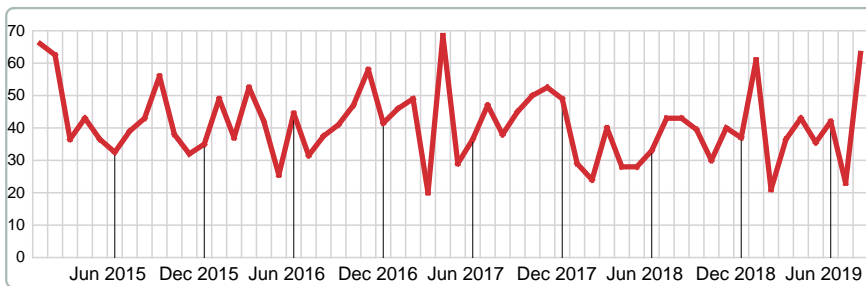
AUGUST



YEAR TO DATE (YTD)

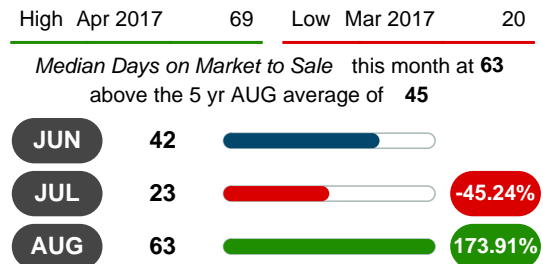


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 45



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
\$40,000 and less	10.81%	136	136	0	0	0
\$40,001 - \$70,000	10.81%	61	113	60	18	0
\$70,001 - \$110,000	16.22%	18	19	18	0	17
\$110,001 - \$140,000	21.62%	56	24	56	132	0
\$140,001 - \$170,000	8.11%	88	0	88	0	0
\$170,001 - \$220,000	21.62%	60	0	63	37	70
\$220,001 and up	10.81%	121	0	136	106	0
Median Closed DOM		63	106	63	70	44
Total Closed Units	100%	63.0	8	21	6	2
Total Closed Volume		4,980,950	449.00K	3.09M	1.19M	250.00K

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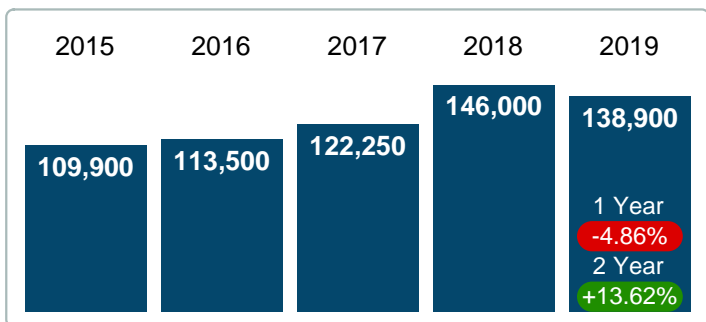
Area Delimited by County Of Cherokee - Residential Property Type



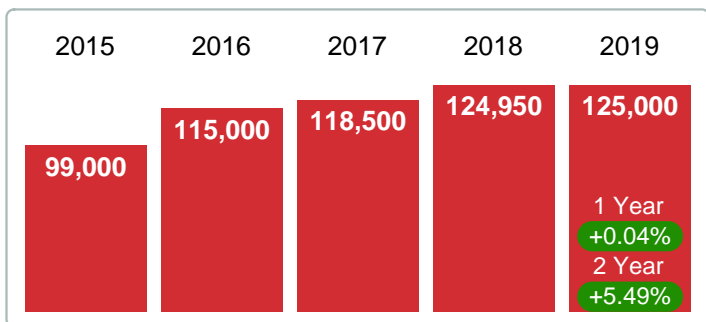
MEDIAN LIST PRICE AT CLOSING

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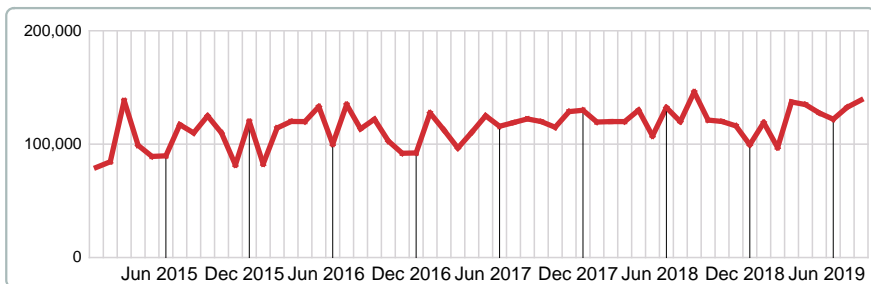
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 126,110

High Aug 2018 146,000 Low Jan 2015 79,500
 Median List Price at Closing this month at **138,900**
 above the 5 yr AUG average of **126,110**

JUN	122,000	Progress bar	
JUL	132,500	Progress bar	8.61%
AUG	138,900	Progress bar	4.83%

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
\$40,000 and less	10.81%	36,250	36,250	0	0	0
\$40,001 - \$70,000	13.51%	59,900	62,500	64,450	50,000	59,900
\$70,001 - \$110,000	10.81%	84,150	81,950	88,650	0	0
\$110,001 - \$140,000	21.62%	132,500	124,900	132,500	139,900	0
\$140,001 - \$170,000	10.81%	152,900	0	152,900	0	0
\$170,001 - \$220,000	21.62%	184,450	0	173,300	199,700	189,999
\$220,001 and up	10.81%	281,000	0	273,000	331,000	0
Median List Price		138,900	51,250	149,999	199,700	124,950
Total Closed Units	100%	138,900	8	21	6	2
Total Closed Volume		5,149,798	482.30K	3.17M	1.25M	249.90K

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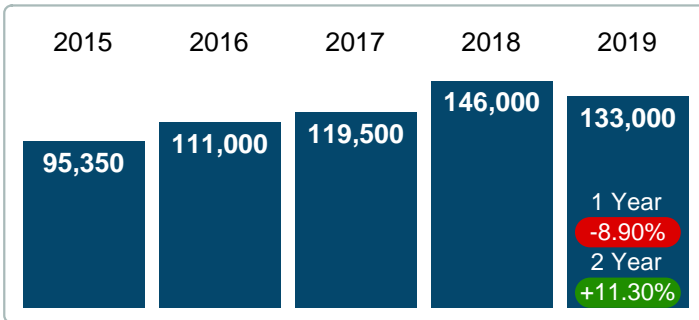
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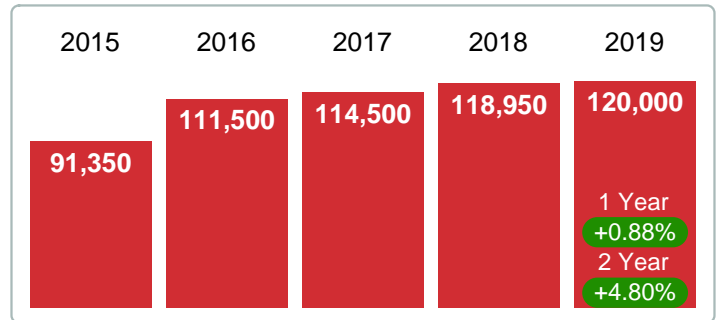
MEDIAN SOLD PRICE AT CLOSING

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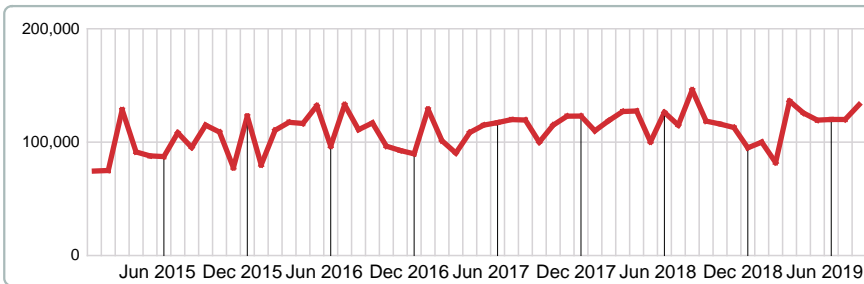
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

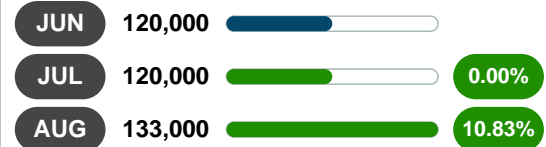


3 MONTHS

5 year AUG AVG = 120,970

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

Median Sold Price at Closing this month at **133,000** above the 5 yr AUG average of **120,970**



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
\$40,000 and less	10.81%	27,500	27,500	0	0	0
\$40,001 - \$70,000	10.81%	56,500	58,000	62,500	42,500	0
\$70,001 - \$110,000	16.22%	81,500	79,500	98,000	0	72,000
\$110,001 - \$140,000	21.62%	131,450	121,000	134,500	124,000	0
\$140,001 - \$170,000	8.11%	147,000	0	147,000	0	0
\$170,001 - \$220,000	21.62%	176,500	0	173,000	188,875	178,000
\$220,001 and up	10.81%	275,000	0	262,500	324,500	0
Median Sold Price		133,000	49,000	140,000	188,875	125,000
Total Closed Units	100%	37	8	21	6	2
Total Closed Volume		4,980,950	449.00K	3.09M	1.19M	250.00K

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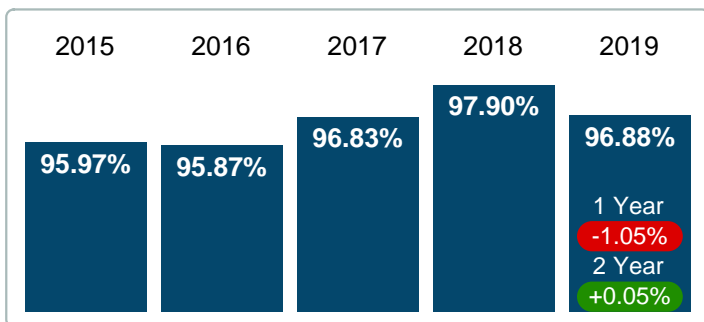
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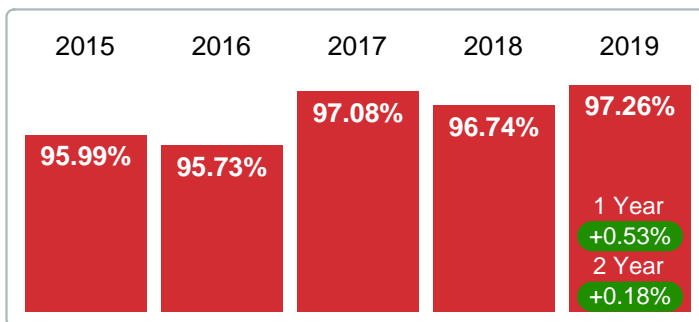
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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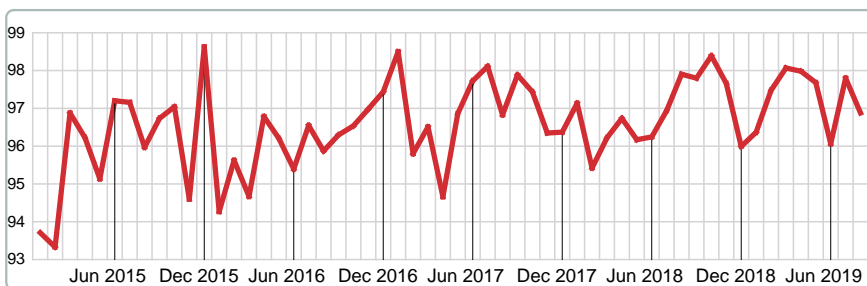
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

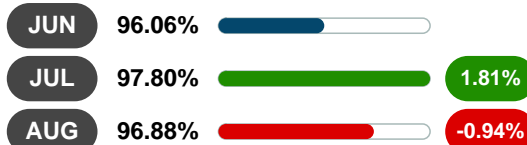


3 MONTHS

5 year AUG AVG = 96.69%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **96.88%**
equal to 5 yr AUG average of **96.69%**



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	
\$40,000 and less	4	10.81%	83.24%	83.24%	0.00%	0.00%	0.00%	
\$40,001 - \$70,000	4	10.81%	92.31%	92.80%	96.63%	85.00%	0.00%	
\$70,001 - \$110,000	6	16.22%	99.29%	97.27%	99.09%	0.00%	120.20%	
\$110,001 - \$140,000	8	21.62%	97.36%	96.88%	97.88%	88.63%	0.00%	
\$140,001 - \$170,000	3	8.11%	96.67%	0.00%	96.67%	0.00%	0.00%	
\$170,001 - \$220,000	8	21.62%	98.35%	0.00%	99.83%	94.82%	93.68%	
\$220,001 and up	4	10.81%	97.61%	0.00%	95.78%	97.61%	0.00%	
Median Sold/List Ratio		96.88%		93.67%	99.09%	93.92%	106.94%	
Total Closed Units		37	100%	96.88%	8	21	6	2
Total Closed Volume		4,980,950			449.00K	3.09M	1.19M	250.00K

August 2019



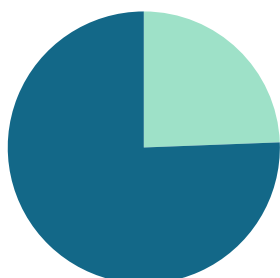
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

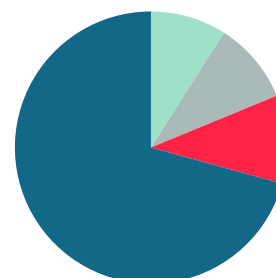


Inventory
 New Listings
91 = 24.40%
 Start Inventory
282
 Total Inventory Units
373
 Volume
\$84,200,080

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%
Median List Price	146,000	138,900	-4.86%	124,950	125,000	0.04%
Median Sale Price	146,000	133,000	-8.90%	118,950	120,000	0.88%
Median Percent of Selling Price to List Price	97.90%	96.88%	-1.05%	96.74%	97.26%	0.53%
Median Days on Market to Sale	43.00	63.00	46.51%	36.00	35.50	-1.39%
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

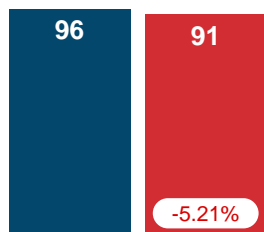
Inventory on August 31, 2019 = **290**

2018 **2019**

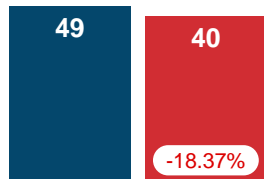
AUGUST MARKET

MEDIAN PRICES

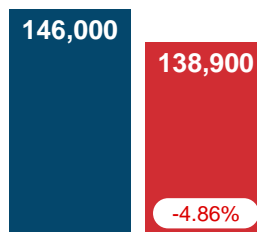
New Listings



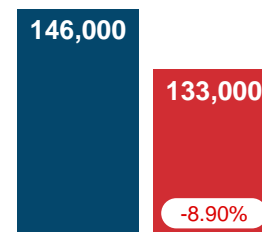
Pending Listings



List Price



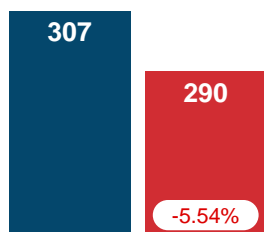
Sale Price



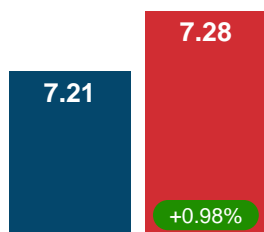
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

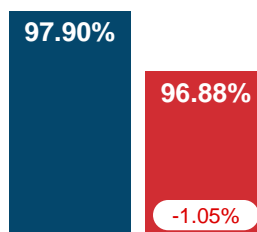
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

