

December 2019



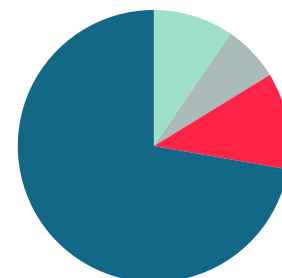
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	36	34	-5.56%
Pending Listings	25	24	-4.00%
New Listings	60	67	11.67%
Average List Price	106,258	161,078	51.59%
Average Sale Price	102,382	154,431	50.84%
Average Percent of Selling Price to List Price	95.46%	93.89%	-1.65%
Average Days on Market to Sale	45.86	59.21	29.10%
End of Month Inventory	256	258	0.78%
Months Supply of Inventory	5.84	7.04	20.48%



■ Closed (9.52%)
■ Pending (6.72%)
■ Other OffMarket (11.48%)
■ Active (72.27%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of December 31, 2019 = **258**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2019 rose **0.78%** to 258 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **7.04** 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 **50.84%** in December 2019 to \$154,431 versus the previous year at \$102,382.

Average Days on Market Lengthens

The average number of **59.21** days that homes spent on the market before selling increased by 13.34 days or **29.10%** in December 2019 compared to last year's same month at **45.86** DOM.

Sales Success for December 2019 is Positive

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

There were 67 New Listings in December 2019, up **11.67%** from last year at 60. Furthermore, there were 34 Closed Listings this month versus last year at 36, a **-5.56%** decrease.

Closed versus Listed trends yielded a **50.7%** ratio, down from previous year's, December 2018, at **60.0%**, a **15.42%** downswing. This will certainly create pressure on an increasing 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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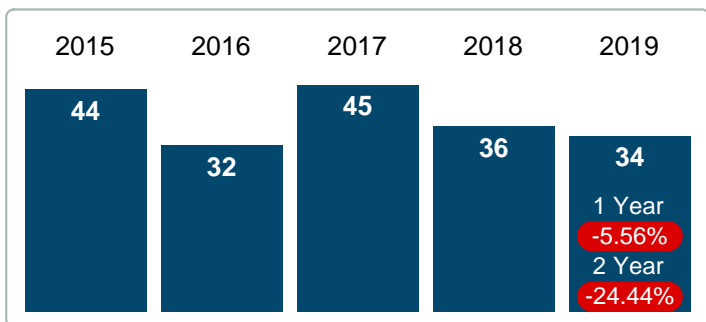
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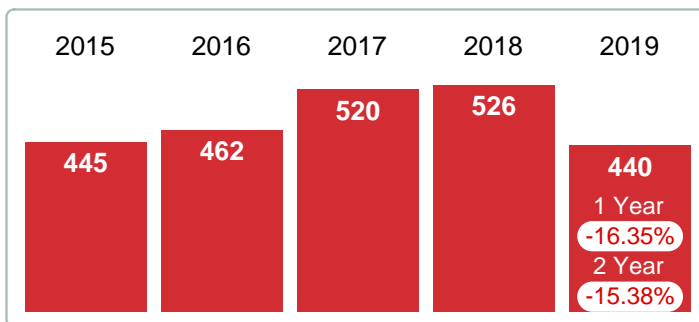
CLOSED LISTINGS

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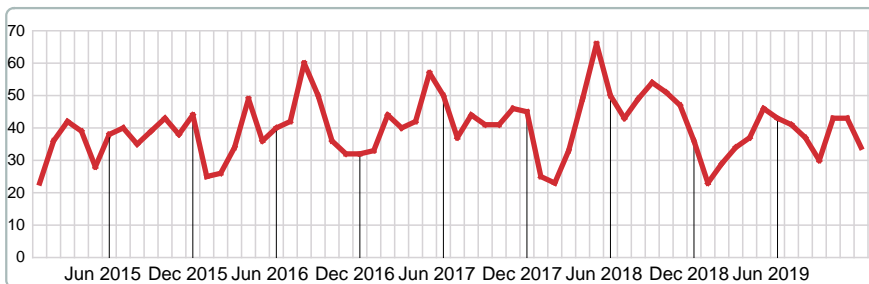
DECEMBER



YEAR TO DATE (YTD)

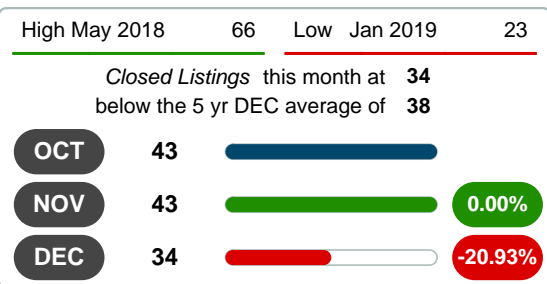


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	5.88%	162.0	1	1	0	0
\$25,001 - \$75,000	6	17.65%	44.8	1	4	1	0
\$75,001 - \$100,000	3	8.82%	86.3	1	2	0	0
\$100,001 - \$150,000	10	29.41%	34.7	0	10	0	0
\$150,001 - \$175,000	4	11.76%	42.8	1	3	0	0
\$175,001 - \$325,000	5	14.71%	68.4	1	2	2	0
\$325,001 and up	4	11.76%	75.3	0	2	1	1
Total Closed Units	34			5	24	4	1
Total Closed Volume	5,250,648	100%	59.2	635.34K	3.45M	816.00K	350.00K
Average Closed Price	\$154,431			\$127,068	\$143,721	\$204,000	\$350,000

December 2019



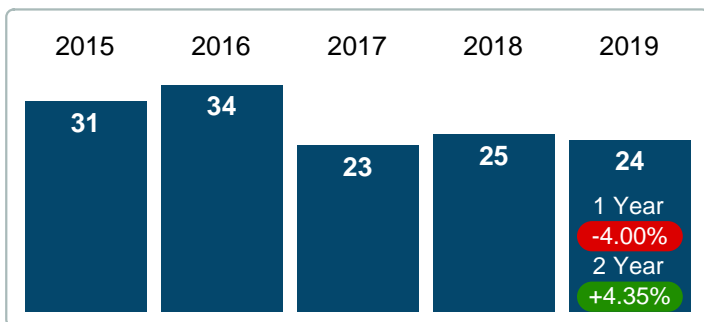
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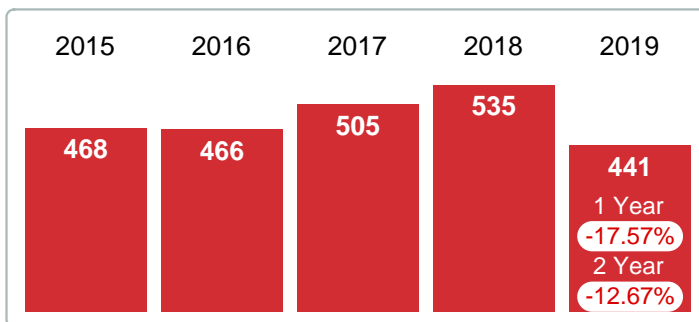
PENDING LISTINGS

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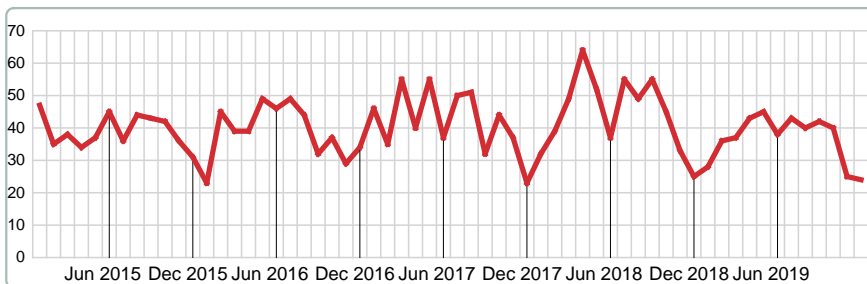
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

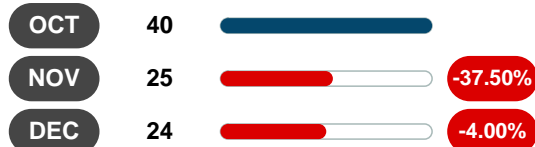


3 MONTHS

5 year DEC AVG = 27

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 24
below the 5 yr DEC average of 27



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	8.33%	75.0	1	0	1	0
\$25,001 - \$75,000	1	4.17%	7.0	0	1	0	0
\$75,001 - \$100,000	4	16.67%	58.3	2	2	0	0
\$100,001 - \$125,000	4	16.67%	72.0	2	2	0	0
\$125,001 - \$175,000	6	25.00%	85.2	1	4	0	1
\$175,001 - \$275,000	3	12.50%	91.7	0	2	1	0
\$275,001 and up	4	16.67%	49.3	1	2	1	0
Total Pending Units	24			7	13	3	1
Total Pending Volume	3,891,160	100%	69.2	842.10K	2.31M	567.30K	169.90K
Average Listing Price	\$162,132			\$120,300	\$177,835	\$189,100	\$169,900

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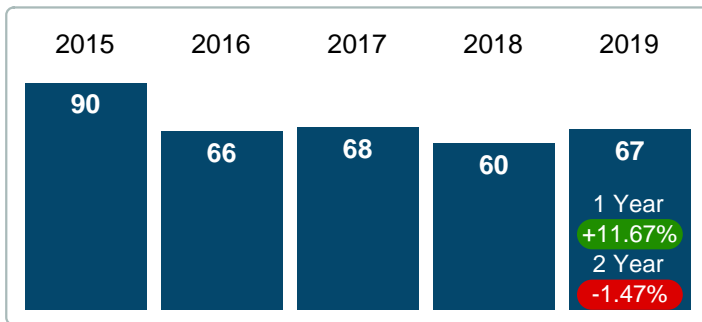
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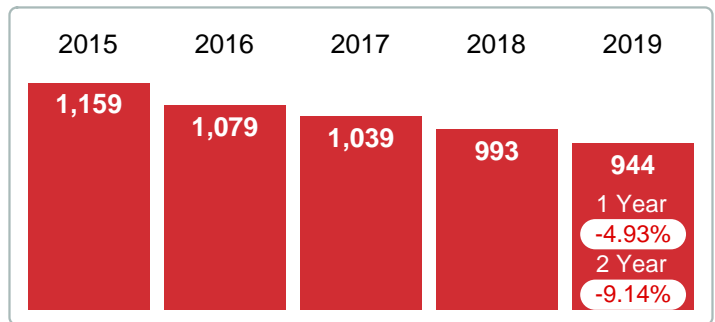
NEW LISTINGS

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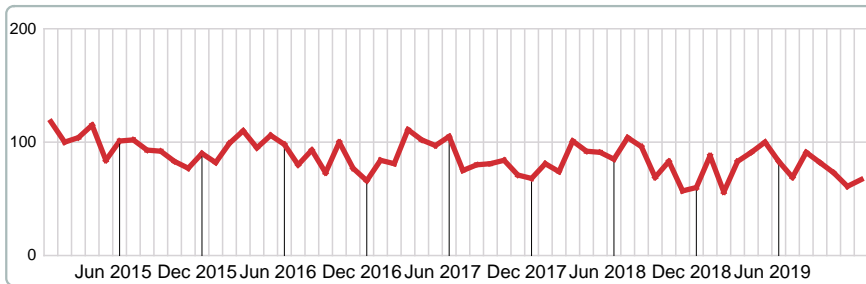
DECEMBER



YEAR TO DATE (YTD)

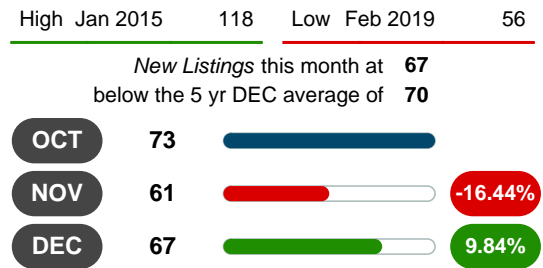


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 70



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	6	8.96%	2	4	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	13	19.40%	10	3	0	0
\$75,001 - \$125,000	18	26.87%	4	12	2	0
\$125,001 - \$175,000	10	14.93%	2	5	3	0
\$175,001 - \$325,000	12	17.91%	0	8	4	0
\$325,001 and up	8	11.94%	1	4	1	2
Total New Listed Units	67		19	36	10	2
Total New Listed Volume	10,092,960	100%	1.73M	5.62M	1.89M	844.40K
Average New Listed Listing Price	\$157,587		\$91,195	\$156,241	\$189,120	\$422,200

December 2019



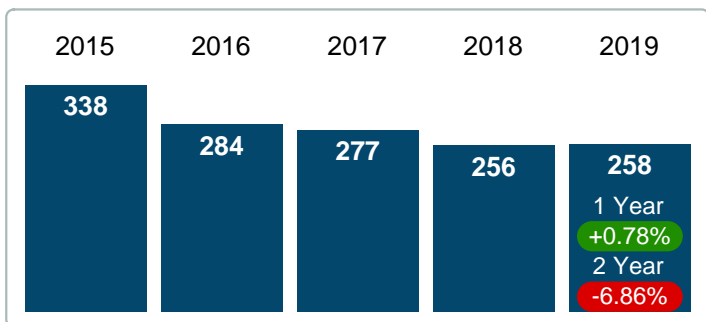
Area Delimited by County Of Cherokee - Residential Property Type



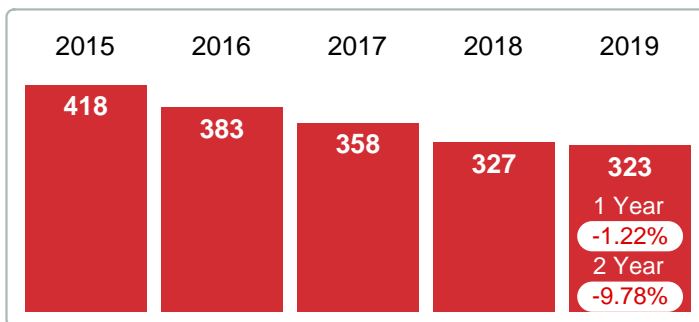
ACTIVE INVENTORY

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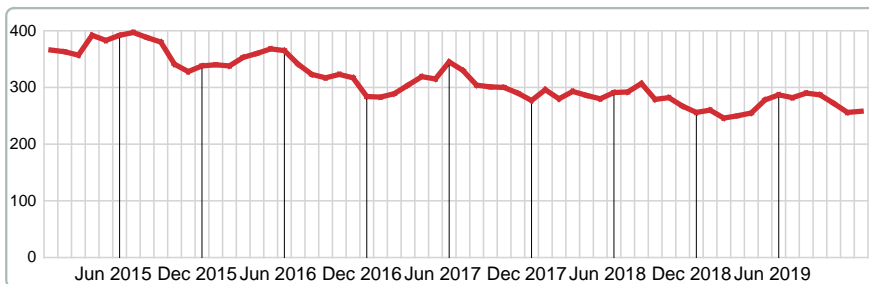
END OF DECEMBER



ACTIVE DURING DECEMBER

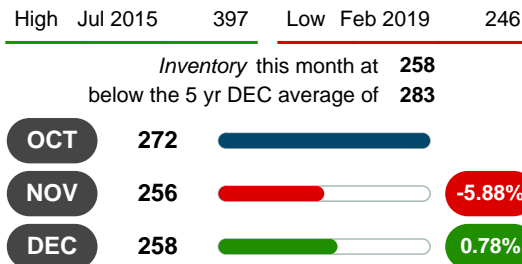


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 283



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	12	4.65%	65.0	6	6	0	0
\$50,001 - \$75,000	30	11.63%	69.3	18	12	0	0
\$75,001 - \$125,000	48	18.60%	67.4	11	30	5	2
\$125,001 - \$200,000	66	25.58%	84.3	8	40	17	1
\$200,001 - \$300,000	43	16.67%	86.2	3	23	12	5
\$300,001 - \$475,000	32	12.40%	87.8	3	15	8	6
\$475,001 and up	27	10.47%	95.7	1	11	10	5
Total Active Inventory by Units	258			50	137	52	19
Total Active Inventory by Volume	62,901,863	100%	80.5	6.25M	30.56M	16.01M	10.08M
Average Active Inventory Listing Price	\$243,806			\$124,942	\$223,084	\$307,854	\$530,732

December 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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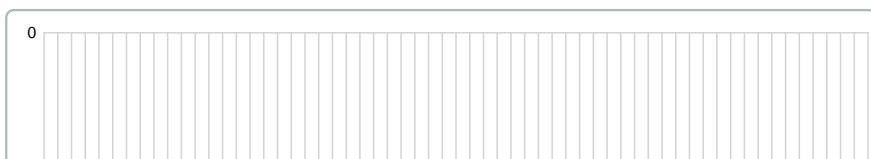
MSI FOR DECEMBER

2015	2016	2017	2018	2019

INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
258	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12		4.65%	2.25	2.12	3.13	0.00	0.00	
\$50,001 - \$75,000	30		11.63%	7.50	11.37	5.54	0.00	0.00	
\$75,001 - \$125,000	48		18.60%	5.19	5.08	4.86	5.45	0.00	
\$125,001 - \$200,000	66		25.58%	5.58	8.00	4.32	13.60	3.00	
\$200,001 - \$300,000	43		16.67%	10.32	7.20	10.62	8.47	30.00	
\$300,001 - \$475,000	32		12.40%	16.70	9.00	18.00	16.00	24.00	
\$475,001 and up	27		10.47%	162.00	0.00	132.00	0.00	60.00	
Market Supply of Inventory (MSI)		7.04			6.00	6.07	10.76	20.73	
Total Active Inventory by Units		258	100%	7.04	50	137	52	19	

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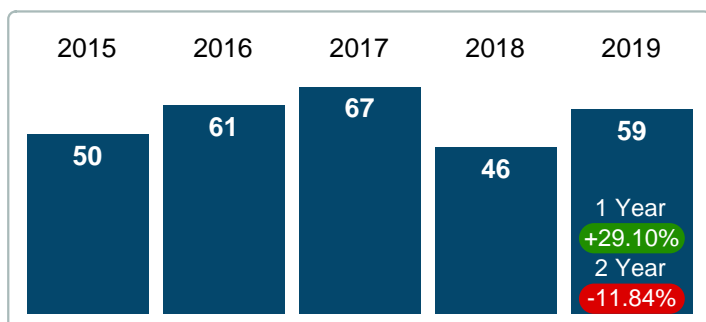
Area Delimited by County Of Cherokee - Residential Property Type



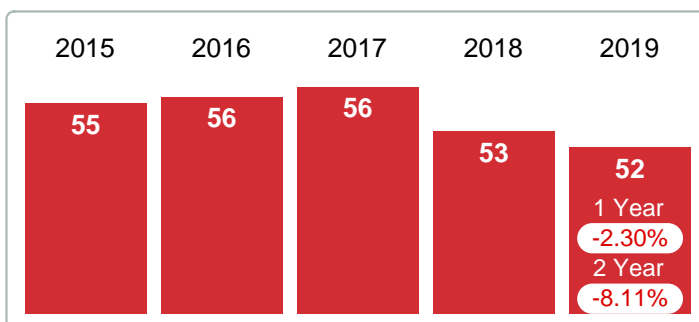
AVERAGE DAYS ON MARKET TO SALE

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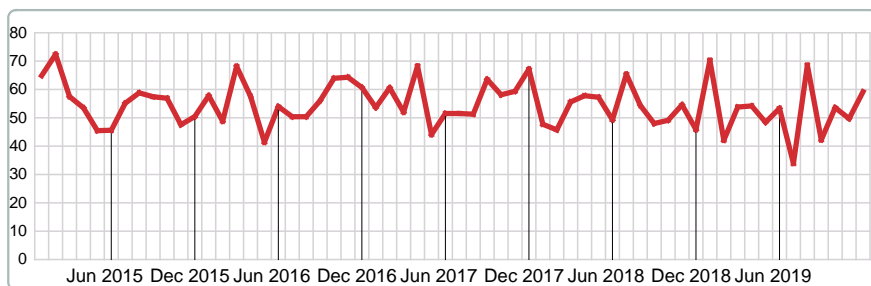
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

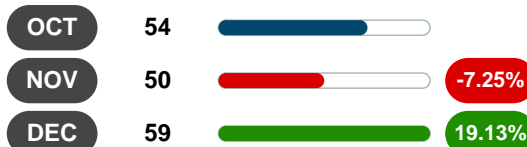


3 MONTHS

5 year DEC AVG = 57

High Feb 2015 72 Low Jul 2019 34

Average Days on Market to Sale this month at 59 above the 5 yr DEC 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
\$25,000 and less	5.88%	162	162	162	0	0
\$25,001 - \$75,000	17.65%	45	25	27	138	0
\$75,001 - \$100,000	8.82%	86	54	103	0	0
\$100,001 - \$150,000	29.41%	35	0	35	0	0
\$150,001 - \$175,000	11.76%	43	54	39	0	0
\$175,001 - \$325,000	14.71%	68	24	74	85	0
\$325,001 and up	11.76%	75	0	88	119	7
Average Closed DOM		59	64	53	107	7
Total Closed Units	100%	59	5	24	4	1
Total Closed Volume		5,250,648	635.34K	3.45M	816.00K	350.00K

December 2019



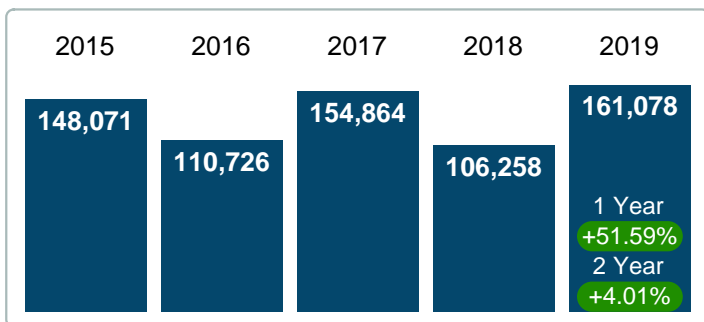
Area Delimited by County Of Cherokee - Residential Property Type



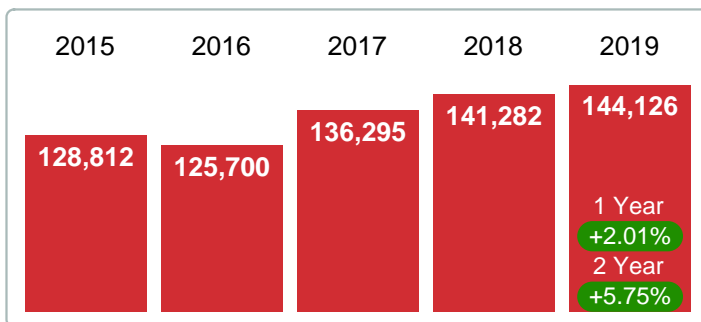
AVERAGE LIST PRICE AT CLOSING

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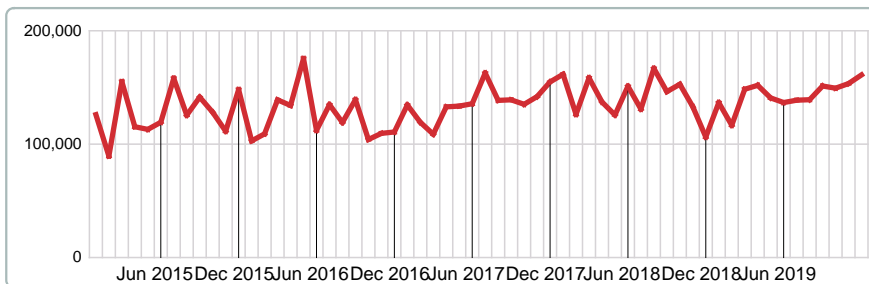
DECEMBER



YEAR TO DATE (YTD)

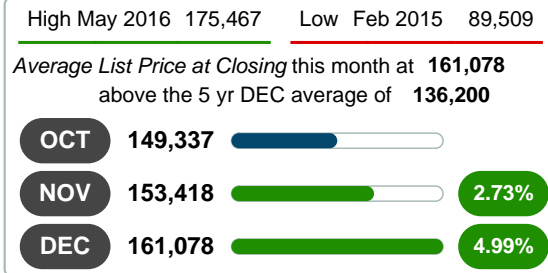


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 136,200



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	3	8.82%	24,900	24,900	24,900	0	0
\$25,001 - \$75,000	5	14.71%	61,680	75,000	58,350	24,900	0
\$75,001 - \$100,000	3	8.82%	92,933	98,900	89,950	0	0
\$100,001 - \$150,000	10	29.41%	120,570	0	120,570	0	0
\$150,001 - \$175,000	1	2.94%	166,900	184,900	175,567	0	0
\$175,001 - \$325,000	8	23.53%	220,263	299,500	242,250	216,700	0
\$325,001 and up	4	11.76%	420,015	0	476,080	369,900	357,999
Average List Price			161,078	136,640	150,303	207,050	357,999
Total Closed Units		100%	161,078	5	24	4	1
Total Closed Volume			5,476,659	683.20K	3.61M	828.20K	358.00K

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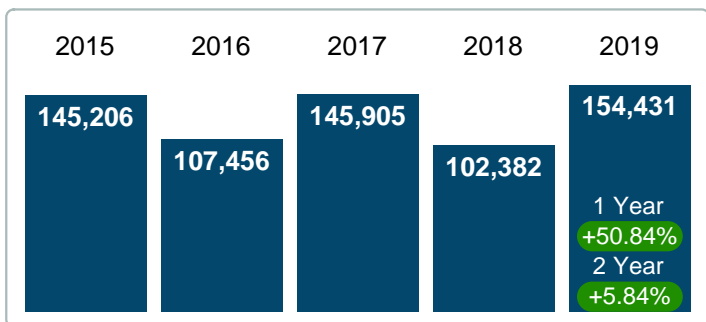
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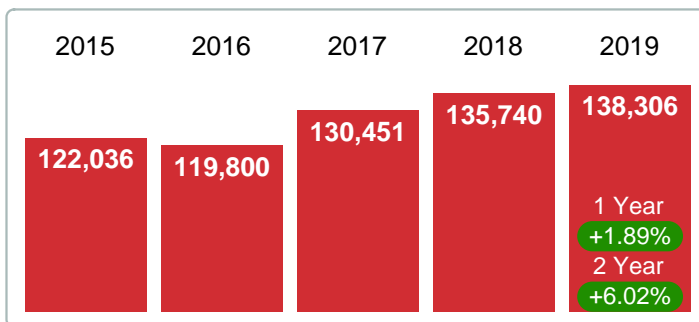
AVERAGE SOLD PRICE AT CLOSING

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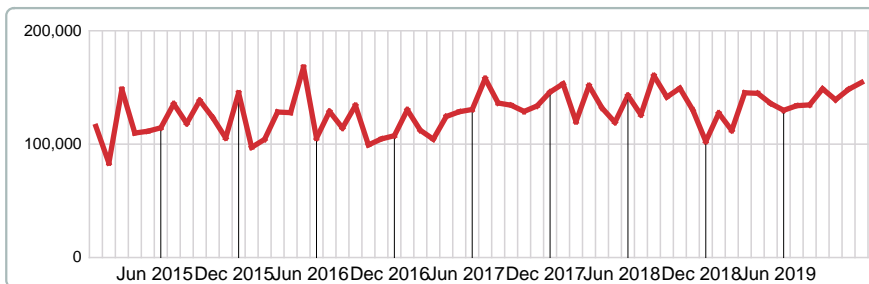
DECEMBER



YEAR TO DATE (YTD)

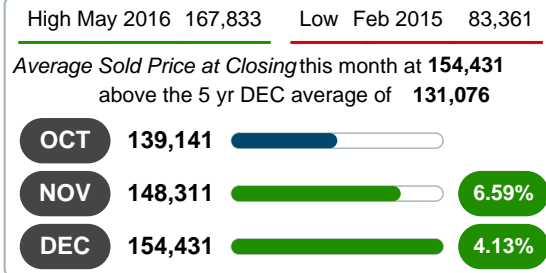


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 131,076



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
\$25,000 and less	2	5.88%	13,000	13,000	13,000	0	0
\$25,001 - \$75,000	6	17.65%	53,850	75,000	55,125	27,600	0
\$75,001 - \$100,000	3	8.82%	84,167	85,000	83,750	0	0
\$100,001 - \$150,000	10	29.41%	116,025	0	116,025	0	0
\$150,001 - \$175,000	4	11.76%	171,685	169,838	172,300	0	0
\$175,001 - \$325,000	5	14.71%	239,960	292,500	236,950	216,700	0
\$325,001 and up	4	11.76%	400,565	0	448,630	355,000	350,000
Average Sold Price			154,431	127,068	143,721	204,000	350,000
Total Closed Units		100%	154,431	5	24	4	1
Total Closed Volume			5,250,648	635.34K	3.45M	816.00K	350.00K

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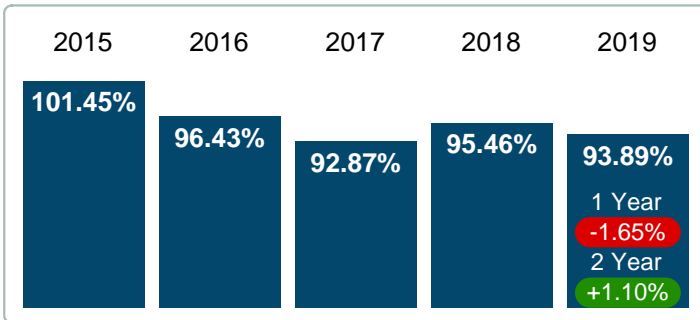
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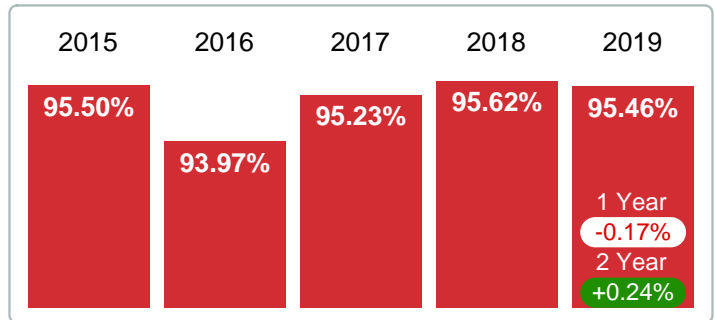
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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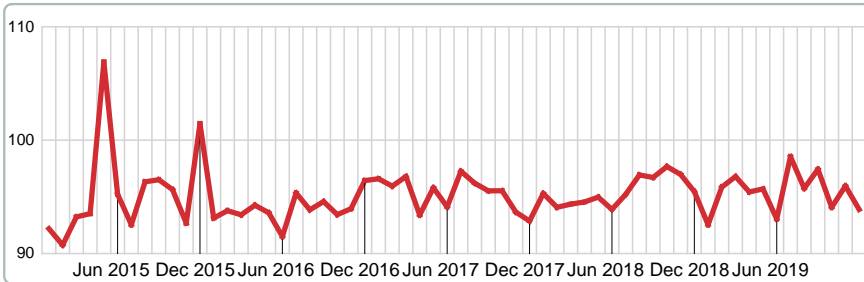
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

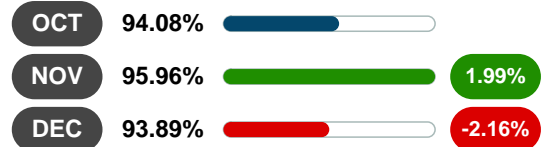


3 MONTHS

5 year DEC AVG = 96.02%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **93.89%**
below the 5 yr DEC average of **96.02%**



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
\$25,000 and less	2	5.88%	52.21%	52.21%	52.21%	0.00%	0.00%
\$25,001 - \$75,000	6	17.65%	98.57%	100.00%	95.14%	110.84%	0.00%
\$75,001 - \$100,000	3	8.82%	90.72%	85.95%	93.11%	0.00%	0.00%
\$100,001 - \$150,000	10	29.41%	96.52%	0.00%	96.52%	0.00%	0.00%
\$150,001 - \$175,000	4	11.76%	96.60%	91.85%	98.18%	0.00%	0.00%
\$175,001 - \$325,000	5	14.71%	98.56%	97.66%	97.56%	100.00%	0.00%
\$325,001 and up	4	11.76%	94.96%	0.00%	93.05%	95.97%	97.77%
Average Sold/List Ratio		93.90%		85.53%	94.16%	101.70%	97.77%
Total Closed Units		34	100%	5	24	4	1
Total Closed Volume		5,250,648		635.34K	3.45M	816.00K	350.00K

December 2019



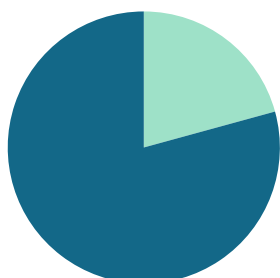
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

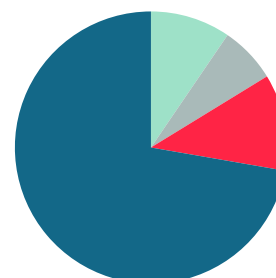


Inventory
 New Listings
67 = 20.74%
 Start Inventory
256
 Total Inventory Units
323
 Volume
\$74,718,023

Market Activity

Closed Sales
34 = 9.52%
 Pending Sales
24 = 6.72%
 Other Off Market
41 = 11.48%
 Active Inventory
258 = 72.27%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	36	34	-5.56%	526	440	-16.35%
Pending Sales	25	24	-4.00%	535	441	-17.57%
New Listings	60	67	11.67%	993	944	-4.93%
Average List Price	106,258	161,078	51.59%	141,282	144,126	2.01%
Average Sale Price	102,382	154,431	50.84%	135,740	138,306	1.89%
Average Percent of Selling Price to List Price	95.46%	93.89%	-1.65%	95.62%	95.46%	-0.17%
Average Days on Market to Sale	45.86	59.21	29.10%	53.13	51.90	-2.30%
Monthly Inventory	256	258	0.78%	256	258	0.78%
Months Supply of Inventory	5.84	7.04	20.48%	5.84	7.04	20.48%

Absorption: Last 12 months, an Average of **37** Sales/Month

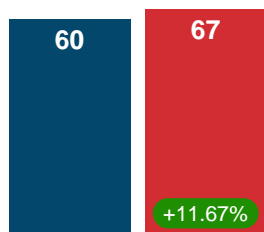
Inventory on December 31, 2019 = **258**

2018 **2019**

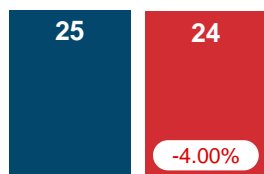
DECEMBER MARKET

AVERAGE PRICES

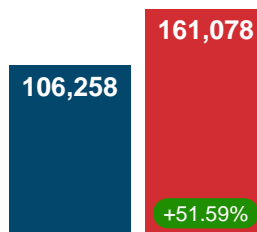
New Listings



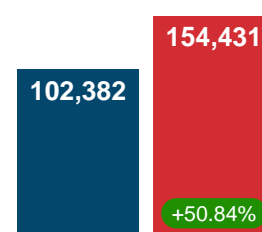
Pending Listings



List Price



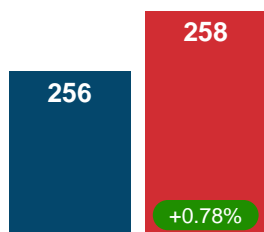
Sale Price



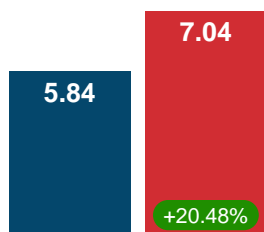
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

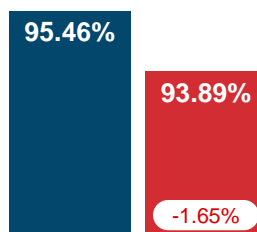
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

