

July 2019



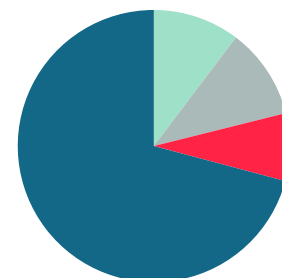
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	43	41	-4.65%
Pending Listings	55	43	-21.82%
New Listings	104	69	-33.65%
Average List Price	130,878	138,759	6.02%
Average Sale Price	125,928	133,890	6.32%
Average Percent of Selling Price to List Price	95.22%	98.55%	3.50%
Average Days on Market to Sale	65.37	33.90	-48.14%
End of Month Inventory	293	282	-3.75%
Months Supply of Inventory	6.95	6.91	-0.61%



■ Closed (10.30%)
■ Pending (10.80%)
■ Other OffMarket (8.04%)
■ Active (70.85%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of July 31, 2019 = **282**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **3.75%** to 282 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **6.91** 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 **6.32%** in July 2019 to \$133,890 versus the previous year at \$125,928.

Average Days on Market Shortens

The average number of **33.90** days that homes spent on the market before selling decreased by 31.47 days or **48.14%** in July 2019 compared to last year's same month at **65.37** DOM.

Sales Success for July 2019 is Positive

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

There were 69 New Listings in July 2019, down **33.65%** from last year at 104. Furthermore, there were 41 Closed Listings this month versus last year at 43, a **-4.65%** decrease.

Closed versus Listed trends yielded a **59.4%** ratio, up from previous year's, July 2018, at **41.3%**, a **43.71%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2019



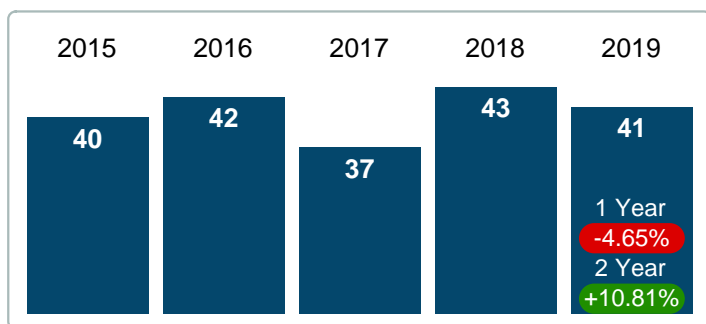
Area Delimited by County Of Cherokee - Residential Property Type



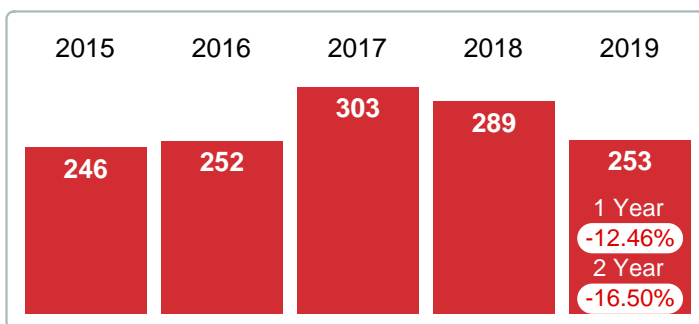
CLOSED LISTINGS

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

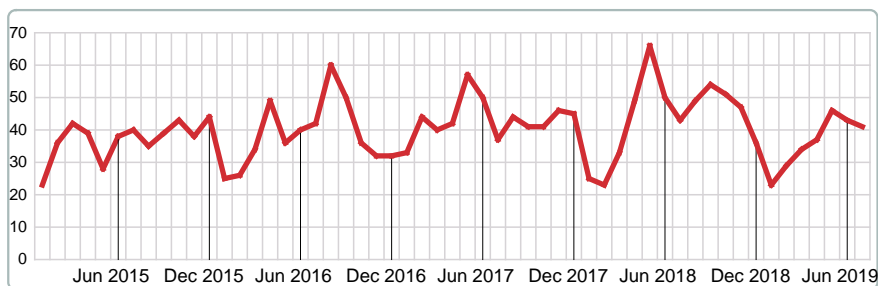
JULY



YEAR TO DATE (YTD)

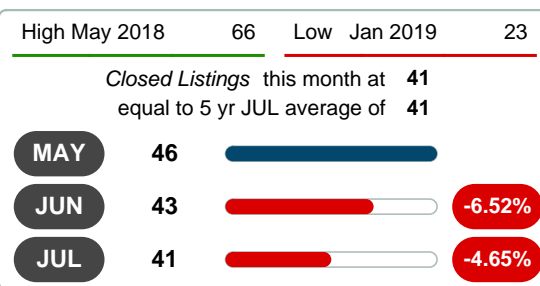


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 41



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	1	2.44%	27.0	0	1	0	0
\$40,001 - \$70,000	7	17.07%	18.4	0	7	0	0
\$70,001 - \$100,000	5	12.20%	42.2	1	4	0	0
\$100,001 - \$140,000	13	31.71%	49.8	2	10	0	1
\$140,001 - \$180,000	6	14.63%	38.8	1	5	0	0
\$180,001 - \$210,000	4	9.76%	16.8	0	4	0	0
\$210,001 and up	5	12.20%	15.0	0	3	2	0
Total Closed Units	41			4	34	2	1
Total Closed Volume	5,489,481	100%	33.9	507.40K	4.30M	544.90K	137.00K
Average Closed Price	\$133,890			\$126,850	\$126,476	\$272,450	\$137,000

July 2019



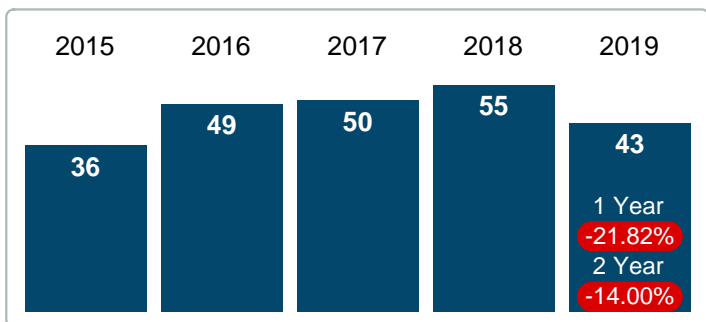
Area Delimited by County Of Cherokee - Residential Property Type



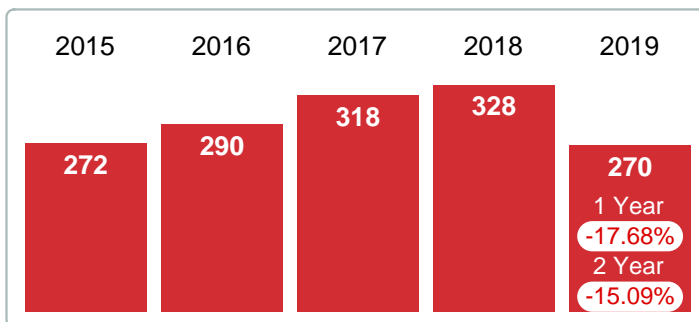
PENDING LISTINGS

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

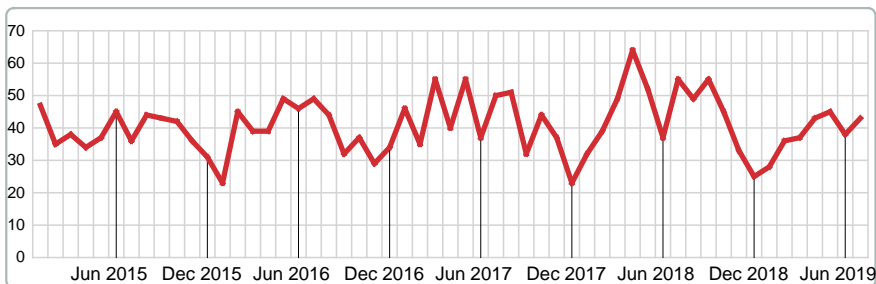
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

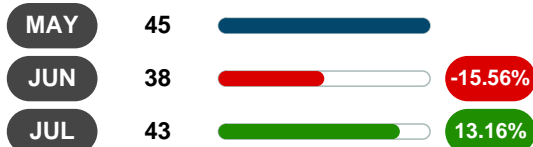


3 MONTHS

5 year JUL AVG = 47

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 43
below the 5 yr JUL average of 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.98%	74.0	1	2	0	0
\$30,001 - \$50,000	4	9.30%	102.3	3	0	1	0
\$50,001 - \$80,000	8	18.60%	58.0	1	7	0	0
\$80,001 - \$140,000	10	23.26%	38.6	4	6	0	0
\$140,001 - \$200,000	8	18.60%	33.3	0	6	1	1
\$200,001 - \$250,000	5	11.63%	61.6	0	3	2	0
\$250,001 and up	5	11.63%	81.8	0	1	4	0
Total Pending Units	43			9	25	8	1
Total Pending Volume	5,943,698	100%	54.9	634.90K	3.23M	1.89M	190.00K
Average Listing Price	\$139,874			\$70,544	\$129,060	\$236,538	\$189,999

July 2019



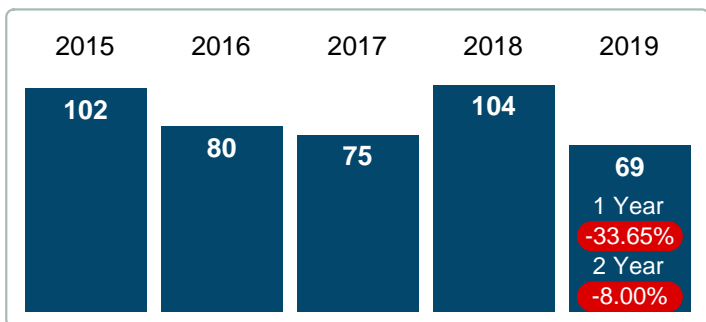
Area Delimited by County Of Cherokee - Residential Property Type



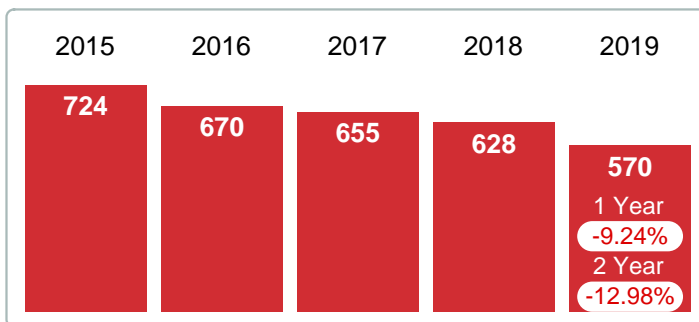
NEW LISTINGS

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

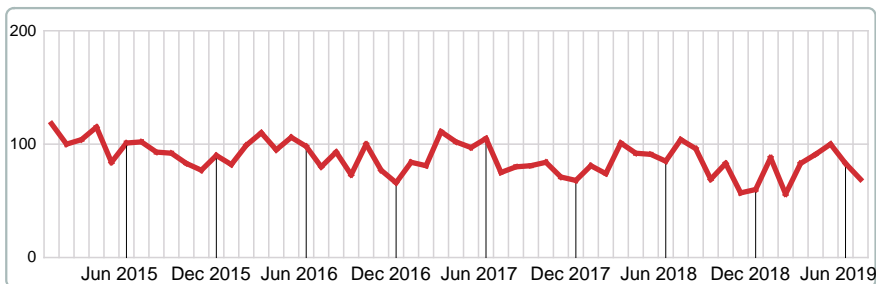
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 86

High Jan 2015 118 Low Feb 2019 56

New Listings this month at 69 below the 5 yr JUL average of 86



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	8.70%	4	1	1	0
\$50,001 - \$100,000	9	13.04%	1	7	0	1
\$100,001 - \$140,000	10	14.49%	3	7	0	0
\$140,001 - \$200,000	19	27.54%	1	15	2	1
\$200,001 - \$230,000	9	13.04%	0	6	2	1
\$230,001 - \$390,000	9	13.04%	1	6	1	1
\$390,001 and up	7	10.14%	0	3	3	1
Total New Listed Units	69		10	45	9	5
Total New Listed Volume	15,176,199	100%	1.12M	9.34M	3.51M	1.20M
Average New Listed Listing Price	\$144,914		\$112,340	\$207,538	\$389,967	\$240,780

July 2019



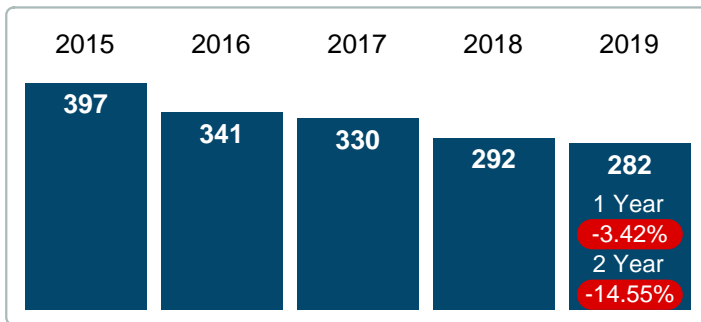
Area Delimited by County Of Cherokee - Residential Property Type



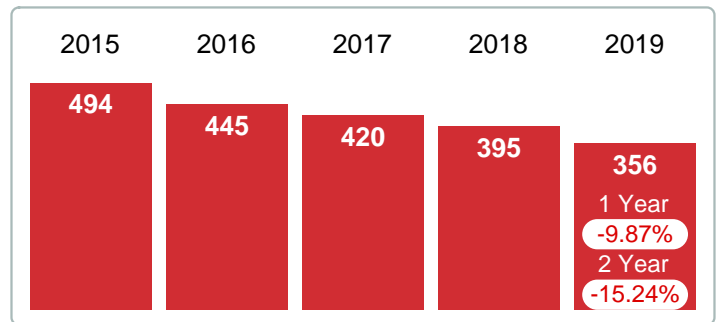
ACTIVE INVENTORY

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

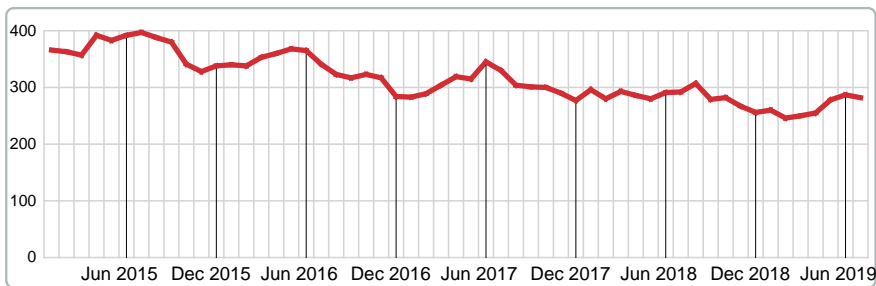
END OF JULY



ACTIVE DURING JULY

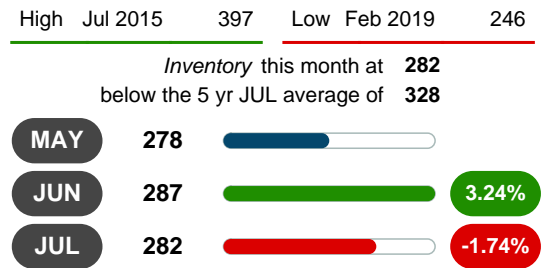


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 328



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	20	7.09%	45.2	12	7	1	0
\$50,001 - \$75,000	28	9.93%	88.7	16	10	1	1
\$75,001 - \$125,000	52	18.44%	88.6	17	31	2	2
\$125,001 - \$175,000	53	18.79%	74.8	3	39	9	2
\$175,001 - \$250,000	61	21.63%	72.5	4	32	18	7
\$250,001 - \$375,000	28	9.93%	92.4	2	15	7	4
\$375,001 and up	40	14.18%	76.3	3	19	11	7
Total Active Inventory by Units	282			57	153	49	23
Total Active Inventory by Volume	64,983,564	100%	78.1	6.51M	34.74M	14.40M	9.34M
Average Active Inventory Listing Price	\$230,438			\$114,226	\$227,047	\$293,844	\$405,922

July 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.

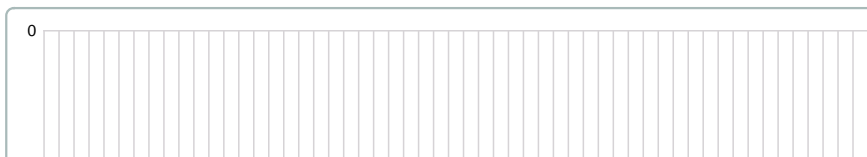
MSI FOR JULY

2015	2016	2017	2018	2019
------	------	------	------	------

INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
282	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 JUL AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	7.09%	3.38	3.60	3.11	3.00	0.00
\$50,001 - \$75,000	28	9.93%	5.25	7.11	3.75	2.40	0.00
\$75,001 - \$125,000	52	18.44%	4.69	6.00	4.33	2.00	24.00
\$125,001 - \$175,000	53	18.79%	6.06	6.00	5.71	7.71	8.00
\$175,001 - \$250,000	61	21.63%	10.76	8.00	8.53	13.50	84.00
\$250,001 - \$375,000	28	9.93%	8.62	6.00	10.00	5.60	24.00
\$375,001 and up	40	14.18%	48.00	18.00	57.00	33.00	0.00
Market Supply of Inventory (MSI)			6.91	5.75	6.24	8.40	39.43
Total Active Inventory by Units		100%	6.91	57	153	49	23

July 2019



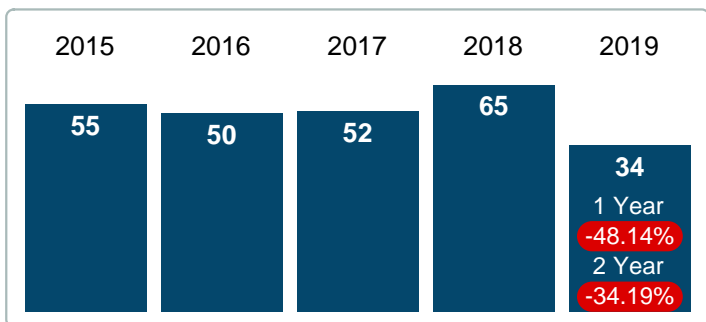
Area Delimited by County Of Cherokee - Residential Property Type



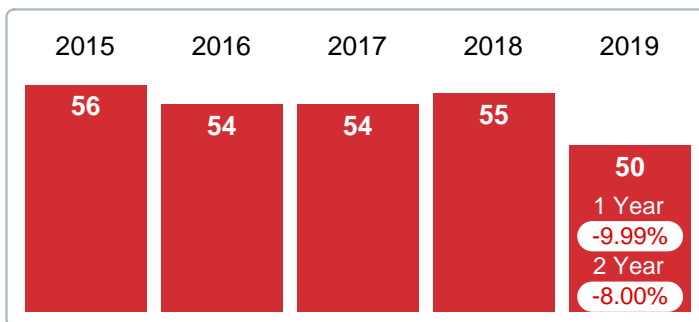
AVERAGE DAYS ON MARKET TO SALE

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

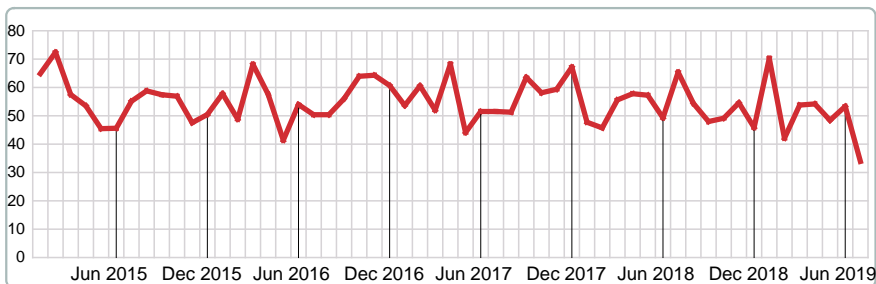
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

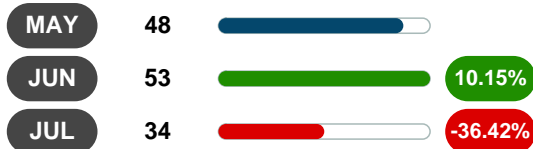


3 MONTHS

5 year JUL AVG = 51

High Feb 2015 72 Low Jul 2019 34

Average Days on Market to Sale this month at 34 below the 5 yr JUL average of 51



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	2.44%	27	0	27	0	0
\$40,001 - \$70,000	17.07%	18	0	18	0	0
\$70,001 - \$100,000	12.20%	42	23	47	0	0
\$100,001 - \$140,000	31.71%	50	34	54	0	42
\$140,001 - \$180,000	14.63%	39	41	38	0	0
\$180,001 - \$210,000	9.76%	17	0	17	0	0
\$210,001 and up	12.20%	15	0	15	16	0
Average Closed DOM		34	33	35	16	42
Total Closed Units	100%	41	4	34	2	1
Total Closed Volume		5,489,481	507.40K	4.30M	544.90K	137.00K

July 2019



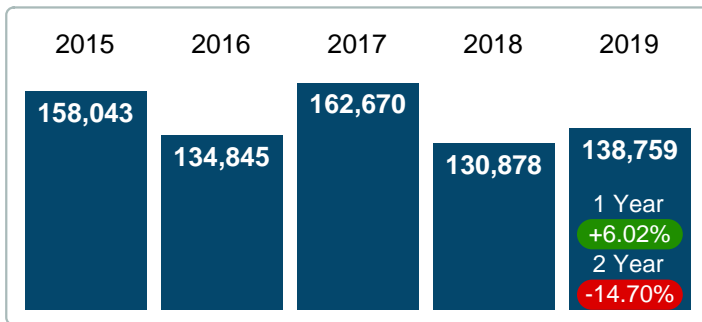
Area Delimited by County Of Cherokee - Residential Property Type



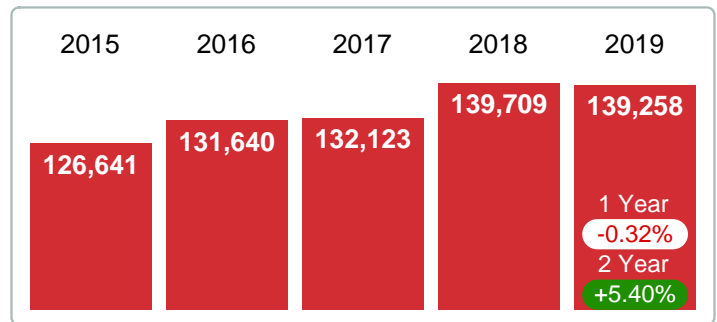
AVERAGE LIST PRICE AT CLOSING

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

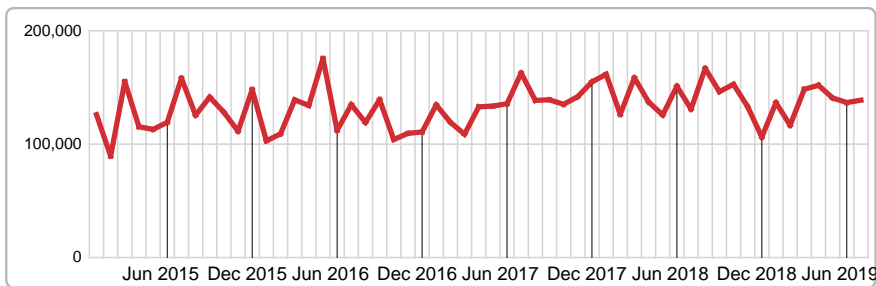
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

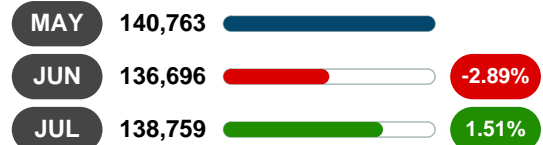


3 MONTHS

5 year JUL AVG = 145,039

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

Average List Price at Closing this month at **138,759**
 below the 5 yr JUL average of **145,039**



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	2	4.88%	25,200	0	26,400	0	0
\$40,001 - \$70,000	6	14.63%	56,717	0	52,043	0	0
\$70,001 - \$100,000	4	9.76%	85,100	99,000	90,325	0	0
\$100,001 - \$140,000	13	31.71%	122,446	121,200	123,950	0	139,900
\$140,001 - \$180,000	7	17.07%	165,857	174,900	167,240	0	0
\$180,001 - \$210,000	1	2.44%	200,000	0	211,450	0	0
\$210,001 and up	8	19.51%	250,650	0	271,500	272,450	0
Average List Price			138,759	129,075	132,000	272,450	139,900
Total Closed Units		100%	138,759	4	34	2	1
Total Closed Volume			5,689,100	516.30K	4.49M	544.90K	139.90K

July 2019



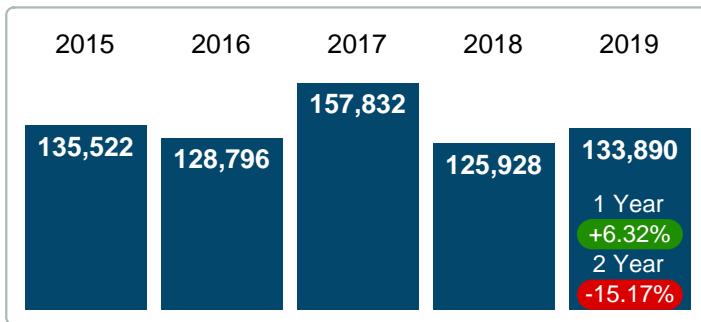
Area Delimited by County Of Cherokee - Residential Property Type



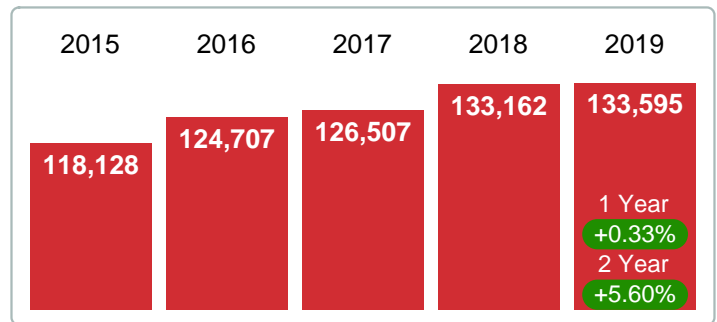
AVERAGE SOLD PRICE AT CLOSING

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

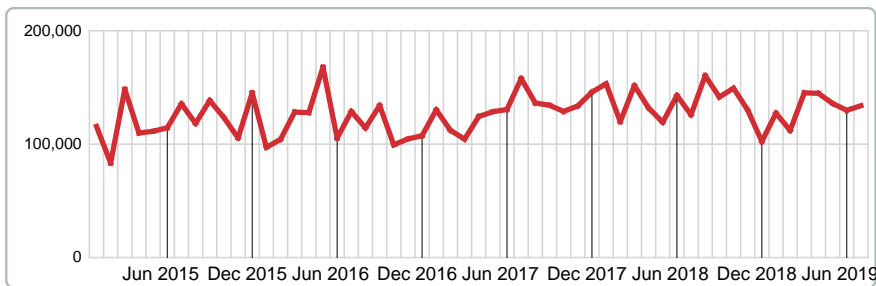
JULY



YEAR TO DATE (YTD)

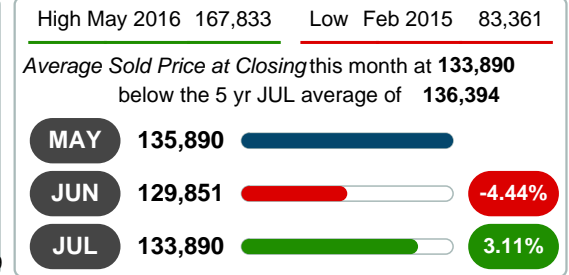


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136,394



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	2.44%	36,001	0	36,001	0	0
\$40,001 - \$70,000	17.07%	50,071	0	50,071	0	0
\$70,001 - \$100,000	12.20%	86,180	100,000	82,725	0	0
\$100,001 - \$140,000	31.71%	119,500	121,200	117,410	0	137,000
\$140,001 - \$180,000	14.63%	166,033	165,000	166,240	0	0
\$180,001 - \$210,000	9.76%	204,500	0	204,500	0	0
\$210,001 and up	12.20%	260,876	0	253,160	272,450	0
Average Sold Price		133,890	126,850	126,476	272,450	137,000
Total Closed Units	100%	133,890	4	34	2	1
Total Closed Volume		5,489,481	507.40K	4.30M	544.90K	137.00K

July 2019



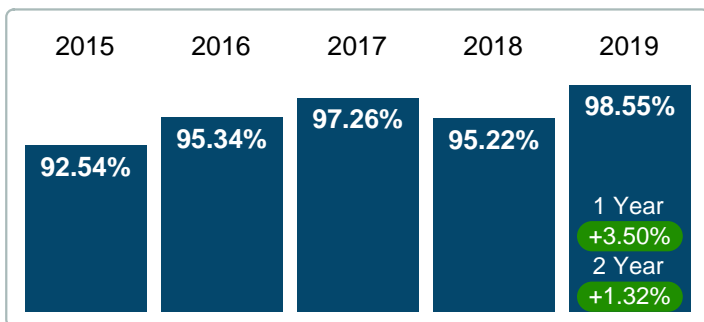
Area Delimited by County Of Cherokee - Residential Property Type



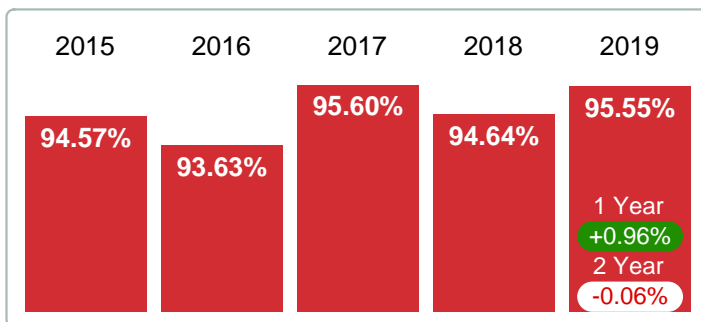
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

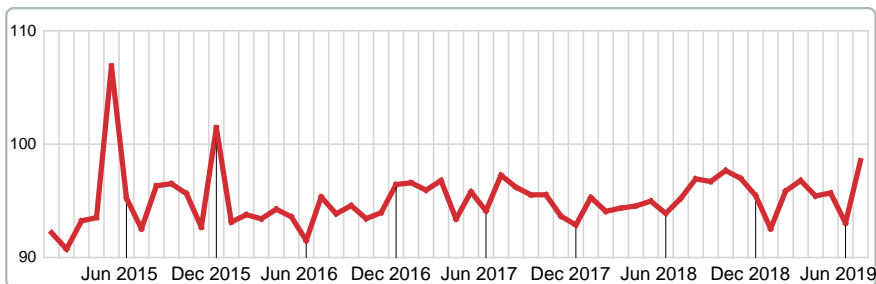
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

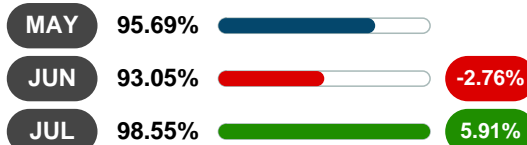


3 MONTHS

5 year JUL AVG = 95.78%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **98.55%** above the 5 yr JUL average of **95.78%**



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	1 <div style="width: 2.44%;"></div>	2.44%	136.37%	0.00%	136.37%	0.00%	0.00%
\$40,001 - \$70,000	7 <div style="width: 17.07%;"></div>	17.07%	102.85%	0.00%	102.85%	0.00%	0.00%
\$70,001 - \$100,000	5 <div style="width: 12.20%;"></div>	12.20%	95.09%	101.01%	93.60%	0.00%	0.00%
\$100,001 - \$140,000	13 <div style="width: 31.71%;"></div>	31.71%	96.07%	100.00%	95.09%	0.00%	97.93%
\$140,001 - \$180,000	6 <div style="width: 14.63%;"></div>	14.63%	98.54%	94.34%	99.38%	0.00%	0.00%
\$180,001 - \$210,000	4 <div style="width: 9.76%;"></div>	9.76%	96.78%	0.00%	96.78%	0.00%	0.00%
\$210,001 and up	5 <div style="width: 12.20%;"></div>	12.20%	96.28%	0.00%	93.80%	100.00%	0.00%
Average Sold/List Ratio		98.50%		98.84%	98.44%	100.00%	97.93%
Total Closed Units		41	100%	4	34	2	1
Total Closed Volume		5,489,481		507.40K	4.30M	544.90K	137.00K

July 2019



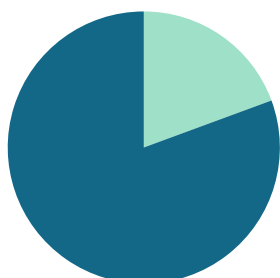
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

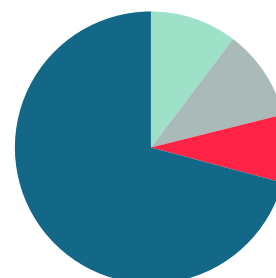


Inventory
 New Listings
69 = 19.38%
 Start Inventory
287
 Total Inventory Units
356
 Volume
\$78,812,662

Market Activity

Closed Sales
41 = 10.30%
 Pending Sales
43 = 10.80%
 Other Off Market
32 = 8.04%
 Active Inventory
282 = 70.85%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	43	41	-4.65%	289	253	-12.46%
Pending Sales	55	43	-21.82%	328	270	-17.68%
New Listings	104	69	-33.65%	628	570	-9.24%
Average List Price	130,878	138,759	6.02%	139,709	139,258	-0.32%
Average Sale Price	125,928	133,890	6.32%	133,162	133,595	0.33%
Average Percent of Selling Price to List Price	95.22%	98.55%	3.50%	94.64%	95.55%	0.96%
Average Days on Market to Sale	65.37	33.90	-48.14%	55.25	49.73	-9.99%
Monthly Inventory	293	282	-3.75%	293	282	-3.75%
Months Supply of Inventory	6.95	6.91	-0.61%	6.95	6.91	-0.61%

Absorption: Last 12 months, an Average of **41** Sales/Month

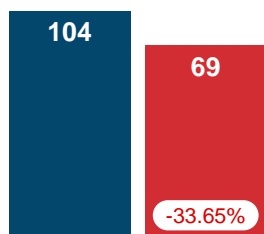
Inventory on July 31, 2019 = **282**

2018 **2019**

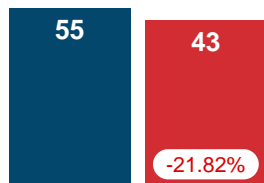
JULY MARKET

AVERAGE PRICES

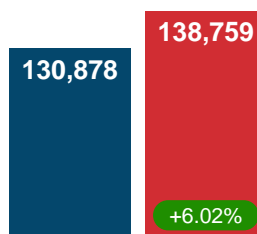
New Listings



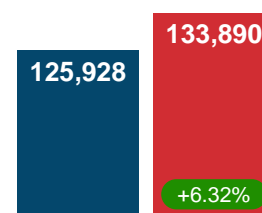
Pending Listings



List Price



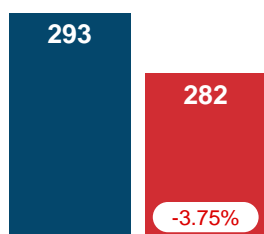
Sale Price



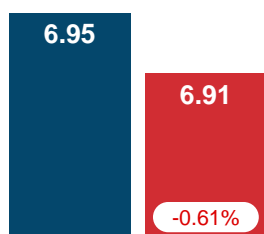
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

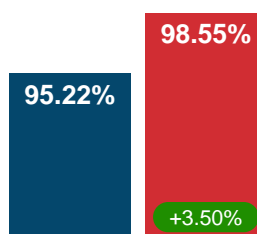
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

