

# July 2019



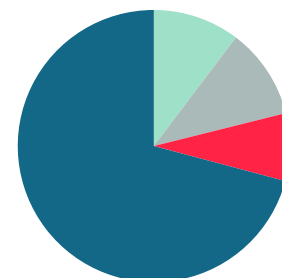
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	119,900	132,500	10.51%
Median Sale Price	115,000	120,000	4.35%
Median Percent of Selling Price to List Price	96.94%	97.80%	0.89%
Median Days on Market to Sale	43.00	23.00	-46.51%
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.

#### 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 **4.35%** in July 2019 to \$120,000 versus the previous year at \$115,000.

#### Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 20.00 days or **46.51%** in July 2019 compared to last year's same month at **43.00** DOM.

#### Sales Success for July 2019 is Positive

Overall, with Median 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# July 2019



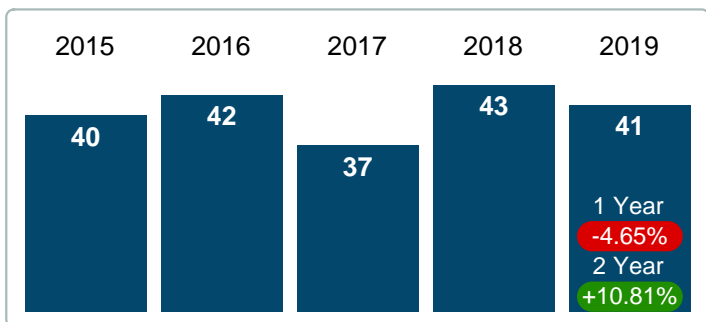
Area Delimited by County Of Cherokee - Residential Property Type



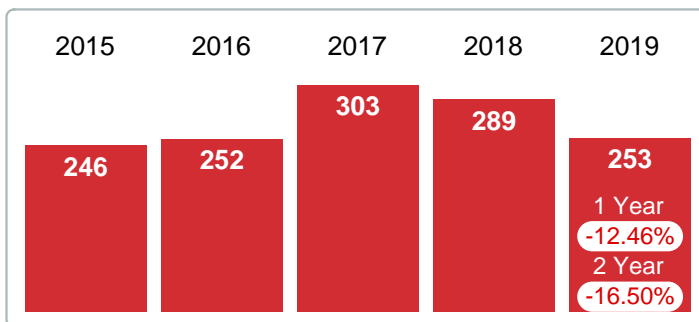
## CLOSED LISTINGS

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

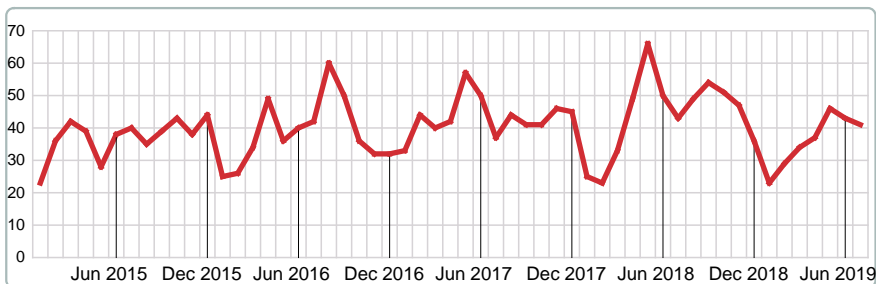
### JULY



### YEAR TO DATE (YTD)

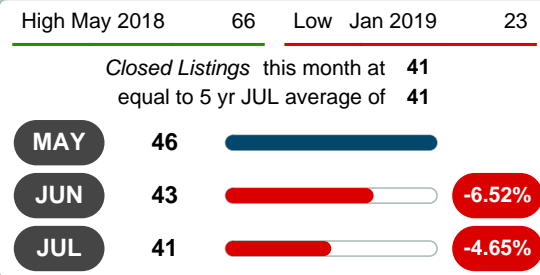


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 41



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	8.0	0	7	0	0
\$70,001 - \$100,000	5	12.20%	26.0	1	4	0	0
\$100,001 - \$140,000	13	31.71%	41.0	2	10	0	1
\$140,001 - \$180,000	6	14.63%	24.5	1	5	0	0
\$180,001 - \$210,000	4	9.76%	9.0	0	4	0	0
\$210,001 and up	5	12.20%	17.0	0	3	2	0
<b>Total Closed Units</b>	<b>41</b>			<b>4</b>	<b>34</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,489,481</b>	<b>100%</b>	<b>23.0</b>	<b>507.40K</b>	<b>4.30M</b>	<b>544.90K</b>	<b>137.00K</b>
<b>Median Closed Price</b>	<b>\$120,000</b>			<b>\$121,200</b>	<b>\$113,800</b>	<b>\$272,450</b>	<b>\$137,000</b>

# July 2019



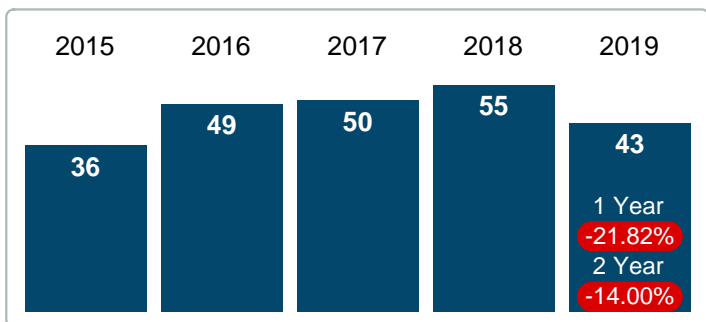
Area Delimited by County Of Cherokee - Residential Property Type



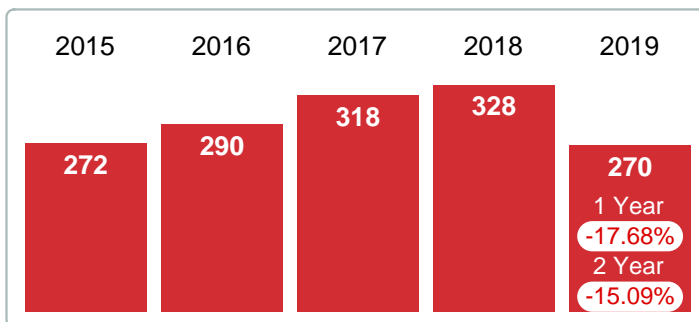
## PENDING LISTINGS

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

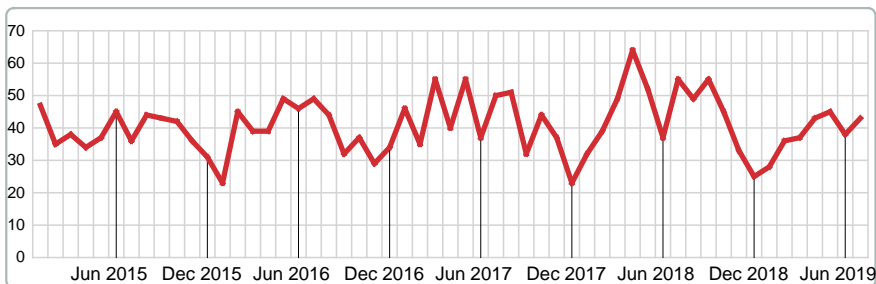
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

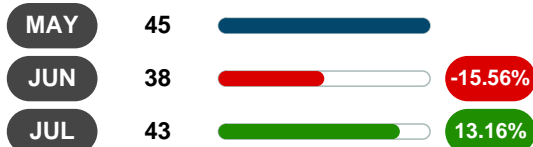


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.98%	27.0	1	2	0	0
\$30,001 - \$50,000	4	9.30%	106.0	3	0	1	0
\$50,001 - \$80,000	8	18.60%	36.5	1	7	0	0
\$80,001 - \$140,000	10	23.26%	33.5	4	6	0	0
\$140,001 - \$200,000	8	18.60%	18.5	0	6	1	1
\$200,001 - \$250,000	5	11.63%	65.0	0	3	2	0
\$250,001 and up	5	11.63%	83.0	0	1	4	0
<b>Total Pending Units</b>	<b>43</b>			<b>9</b>	<b>25</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,943,698</b>	<b>100%</b>	<b>35.0</b>	<b>634.90K</b>	<b>3.23M</b>	<b>1.89M</b>	<b>190.00K</b>
<b>Median Listing Price</b>	<b>\$132,500</b>			<b>\$62,500</b>	<b>\$133,000</b>	<b>\$245,500</b>	<b>\$189,999</b>

# July 2019



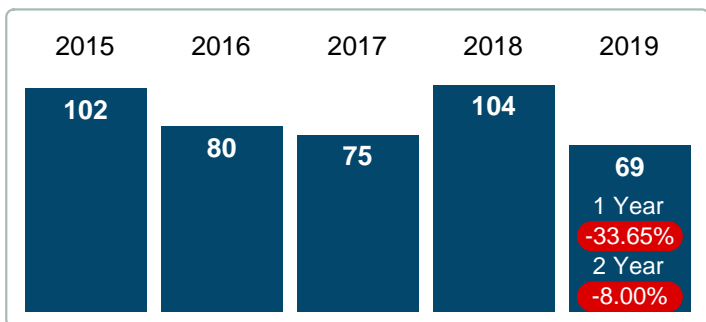
Area Delimited by County Of Cherokee - Residential Property Type



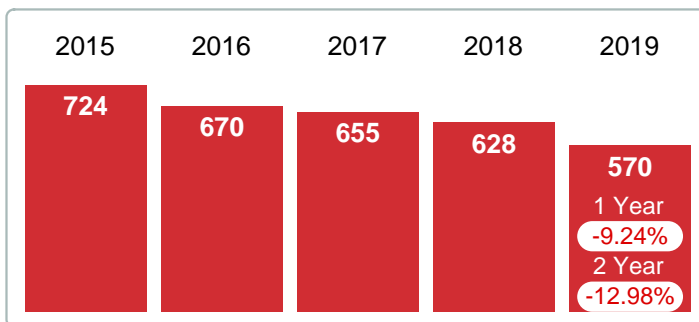
## NEW LISTINGS

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

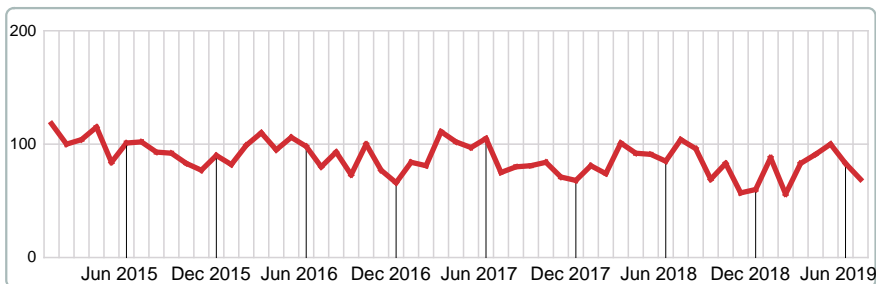
### JULY



### 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 - \$125,000	5	7.25%	2	3	0	0
\$125,001 - \$200,000	24	34.78%	2	19	2	1
\$200,001 - \$225,000	8	11.59%	0	5	2	1
\$225,001 - \$375,000	7	10.14%	1	4	1	1
\$375,001 and up	10	14.49%	0	6	3	1
<b>Total New Listed Units</b>	<b>69</b>		<b>10</b>	<b>45</b>	<b>9</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>15,176,199</b>	<b>100%</b>	<b>1.12M</b>	<b>9.34M</b>	<b>3.51M</b>	<b>1.20M</b>
<b>Median New Listed Listing Price</b>	<b>\$173,300</b>		<b>\$89,950</b>	<b>\$169,900</b>	<b>\$222,700</b>	<b>\$225,000</b>

# July 2019



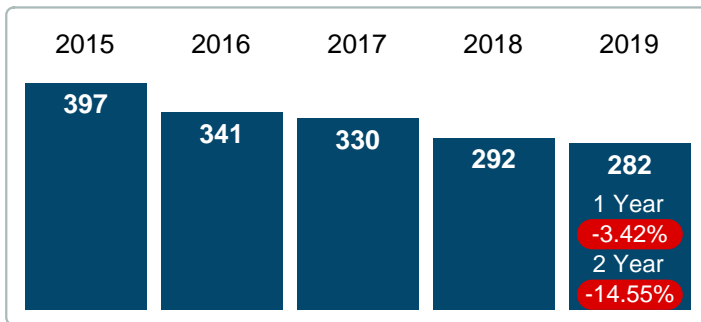
Area Delimited by County Of Cherokee - Residential Property Type



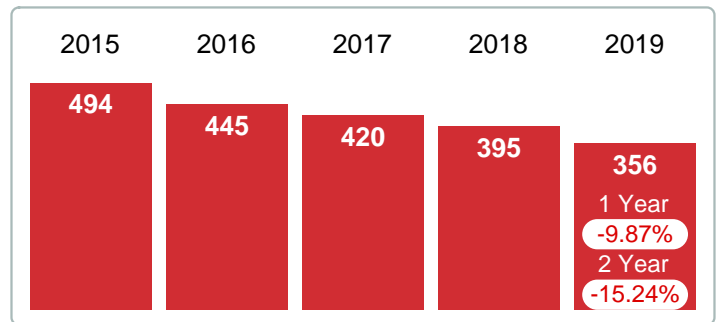
## ACTIVE INVENTORY

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

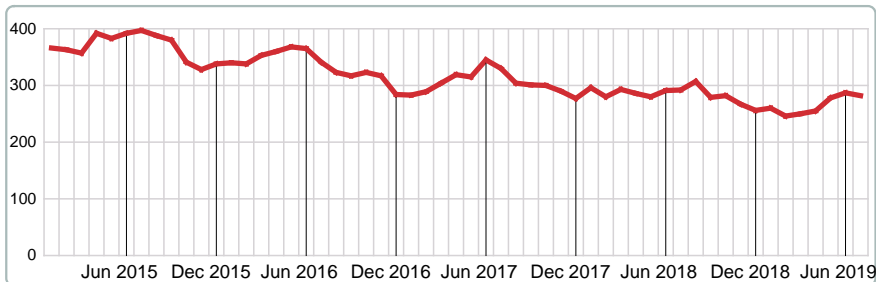
### END OF JULY



### ACTIVE DURING JULY

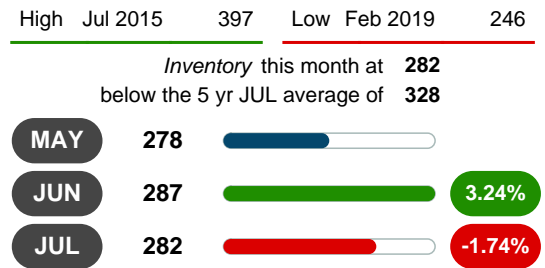


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 328



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	7.09%	41.0	12	7	1	0
\$50,001 - \$75,000	28	9.93%	81.0	16	10	1	1
\$75,001 - \$125,000	52	18.44%	96.5	17	31	2	2
\$125,001 - \$175,000	53	18.79%	70.0	3	39	9	2
\$175,001 - \$250,000	61	21.63%	79.0	4	32	18	7
\$250,001 - \$375,000	28	9.93%	87.0	2	15	7	4
\$375,001 and up	40	14.18%	75.0	3	19	11	7
<b>Total Active Inventory by Units</b>	<b>282</b>			<b>57</b>	<b>153</b>	<b>49</b>	<b>23</b>
<b>Total Active Inventory by Volume</b>	<b>64,983,564</b>	<b>100%</b>	<b>76.5</b>	<b>6.51M</b>	<b>34.74M</b>	<b>14.40M</b>	<b>9.34M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$159,950</b>			<b>\$76,500</b>	<b>\$159,900</b>	<b>\$210,000</b>	<b>\$249,900</b>

# 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.

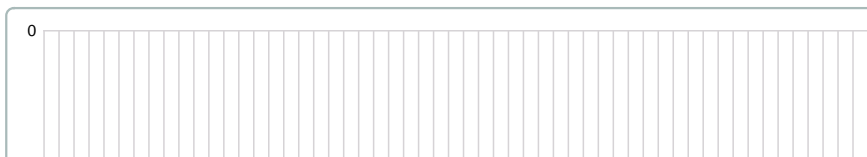
### MSI FOR JULY

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

### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>282</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 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



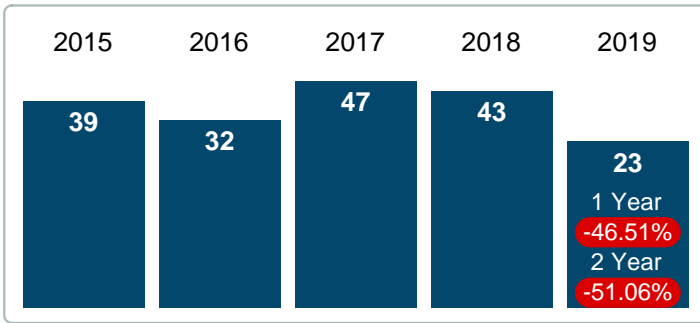
Area Delimited by County Of Cherokee - Residential Property Type



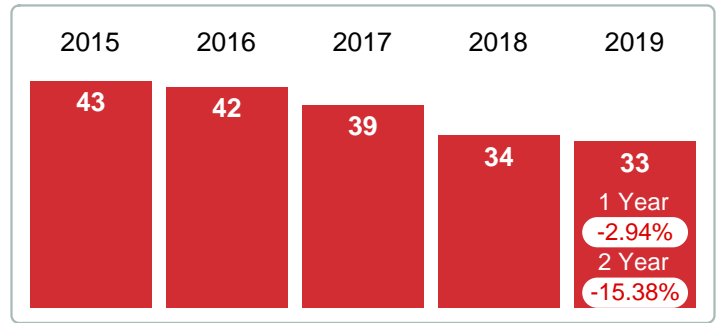
## MEDIAN DAYS ON MARKET TO SALE

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

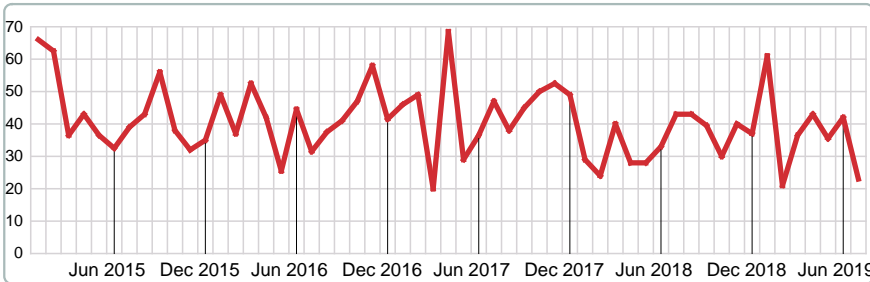
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

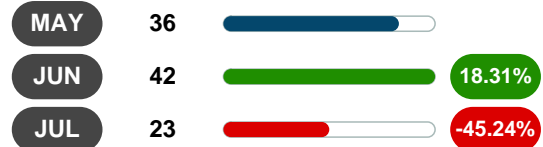


### 3 MONTHS

5 year JUL AVG = 37

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 23 below the 5 yr JUL average of 37



### 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	2.44%	27	0	27	0	0
\$40,001 - \$70,000	17.07%	8	0	8	0	0
\$70,001 - \$100,000	12.20%	26	23	37	0	0
\$100,001 - \$140,000	31.71%	41	34	51	0	42
\$140,001 - \$180,000	14.63%	25	41	8	0	0
\$180,001 - \$210,000	9.76%	9	0	9	0	0
\$210,001 and up	12.20%	17	0	17	16	0
<b>Median Closed DOM</b>		<b>23</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>23.0</b>	<b>4</b>	<b>34</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,489,481</b>	<b>507.40K</b>	<b>4.30M</b>	<b>544.90K</b>	<b>137.00K</b>

# July 2019



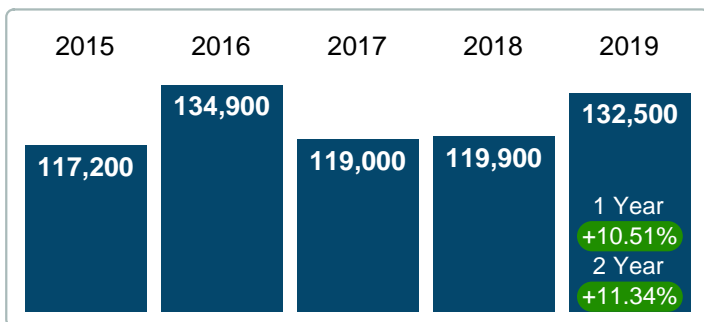
Area Delimited by County Of Cherokee - Residential Property Type



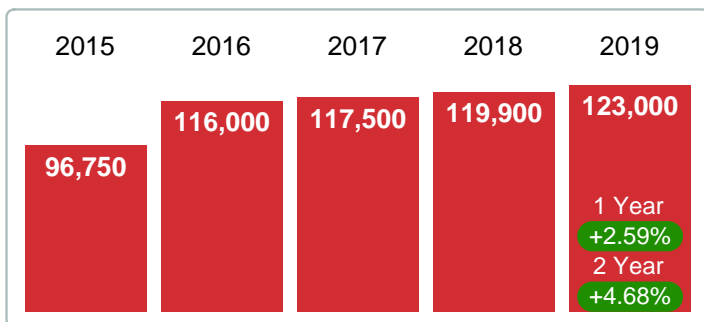
## MEDIAN LIST PRICE AT CLOSING

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

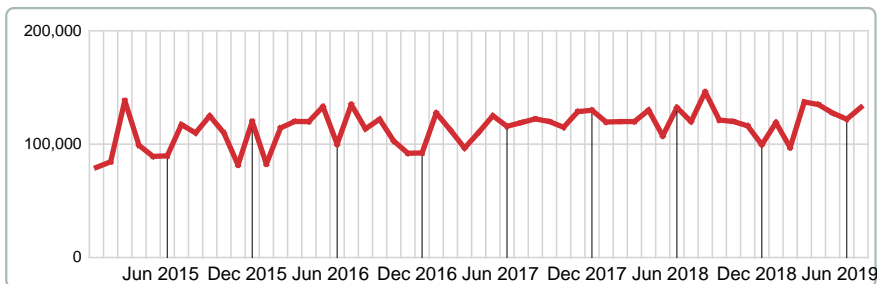
### JULY



### YEAR TO DATE (YTD)

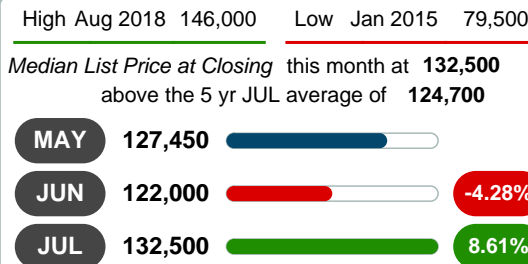


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 124,700



### 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	2	4.88%	25,200	0	25,200	0	0
\$40,001 - \$70,000	6	14.63%	56,200	0	56,200	0	0
\$70,001 - \$100,000	4	9.76%	81,950	99,000	79,900	0	0
\$100,001 - \$140,000	13	31.71%	122,700	121,200	121,300	0	139,900
\$140,001 - \$180,000	7	17.07%	169,900	174,900	165,900	0	0
\$180,001 - \$210,000	1	2.44%	200,000	0	200,000	0	0
\$210,001 and up	8	19.51%	232,250	0	223,700	272,450	0
Median List Price			132,500	121,200	124,800	272,450	139,900
Total Closed Units		100%	132,500	4	34	2	1
Total Closed Volume			5,689,100	516.30K	4.49M	544.90K	139.90K



# July 2019



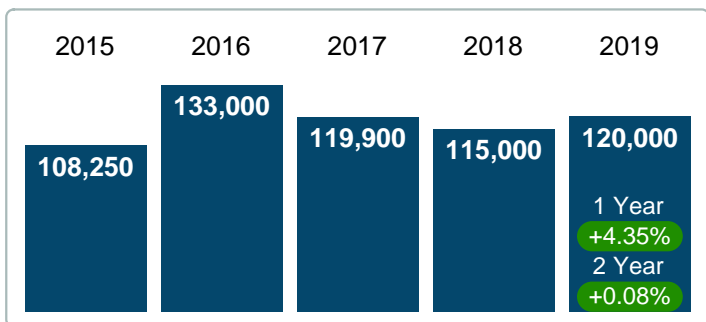
Area Delimited by County Of Cherokee - Residential Property Type



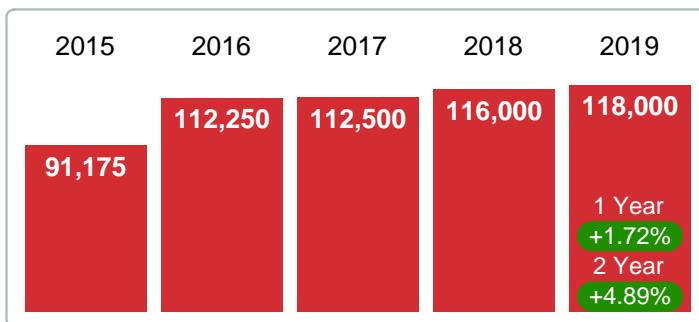
## MEDIAN SOLD PRICE AT CLOSING

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

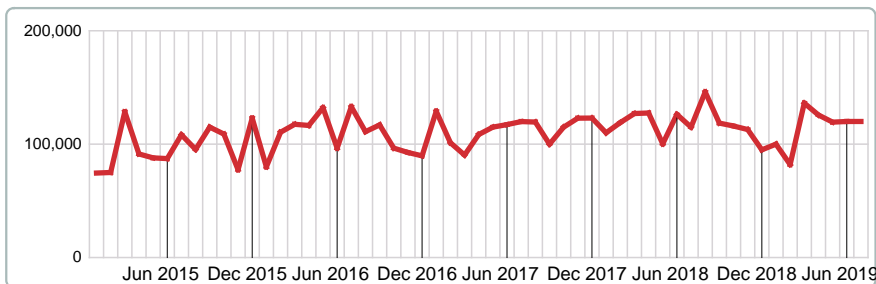
### JULY



### YEAR TO DATE (YTD)

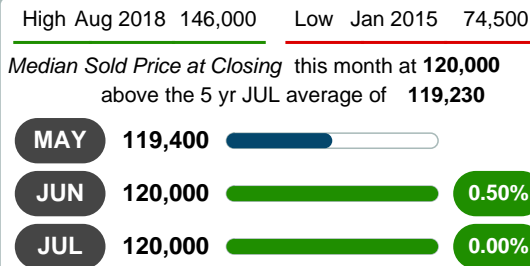


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 119,230



### 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	1	2.44%	36,001	0	36,001	0	0
\$40,001 - \$70,000	7	17.07%	48,500	0	48,500	0	0
\$70,001 - \$100,000	5	12.20%	84,000	100,000	81,950	0	0
\$100,001 - \$140,000	13	31.71%	117,600	121,200	113,800	0	137,000
\$140,001 - \$180,000	6	14.63%	167,450	165,000	169,900	0	0
\$180,001 - \$210,000	4	9.76%	205,000	0	205,000	0	0
\$210,001 and up	5	12.20%	249,900	0	230,000	272,450	0
Median Sold Price			120,000	121,200	113,800	272,450	137,000
Total Closed Units		100%	120,000	4	34	2	1
Total Closed Volume			5,489,481	507.40K	4.30M	544.90K	137.00K

# July 2019



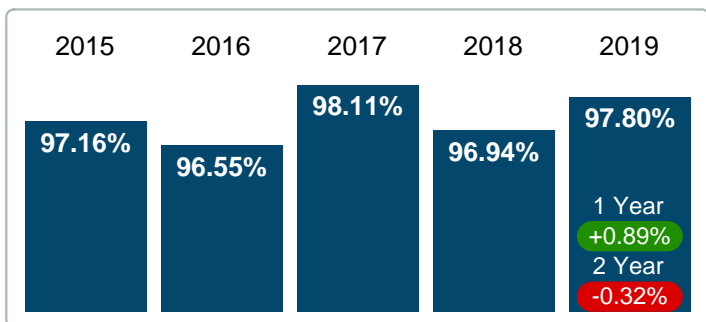
Area Delimited by County Of Cherokee - Residential Property Type



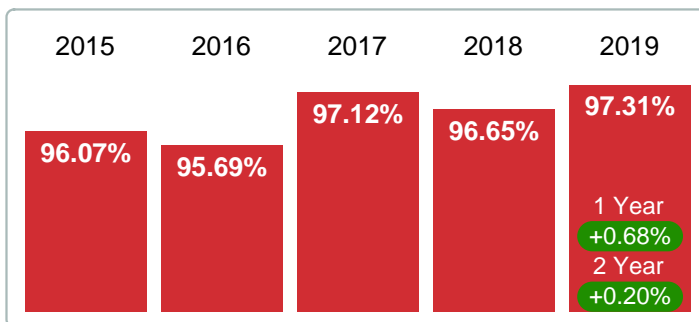
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

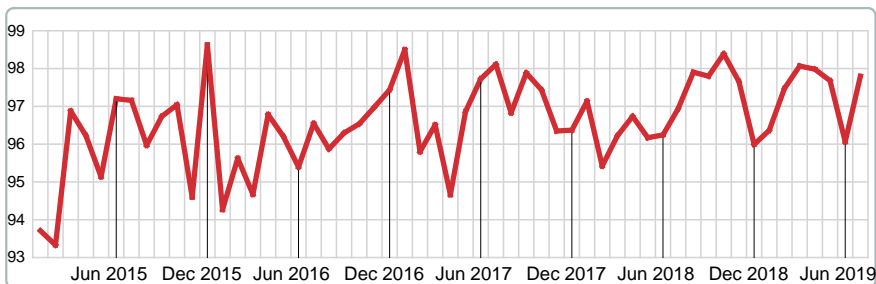
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

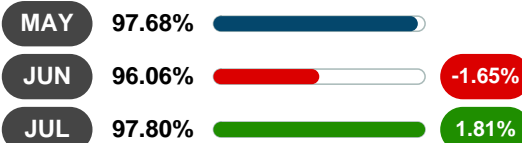


### 3 MONTHS

5 year JUL AVG = 97.31%

High Dec 2015 98.63% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **97.80%**  
above the 5 yr JUL average of **97.31%**



### 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	1	2.44%	136.37%	0.00%	136.37%	0.00%	0.00%
\$40,001 - \$70,000	7	17.07%	93.04%	0.00%	93.04%	0.00%	0.00%
\$70,001 - \$100,000	5	12.20%	100.00%	101.01%	99.68%	0.00%	0.00%
\$100,001 - \$140,000	13	31.71%	97.24%	100.00%	97.17%	0.00%	97.93%
\$140,001 - \$180,000	6	14.63%	100.00%	94.34%	100.00%	0.00%	0.00%
\$180,001 - \$210,000	4	9.76%	96.52%	0.00%	96.52%	0.00%	0.00%
\$210,001 and up	5	12.20%	97.87%	0.00%	93.68%	100.00%	0.00%
Median Sold/List Ratio		97.80%		100.00%	97.17%	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



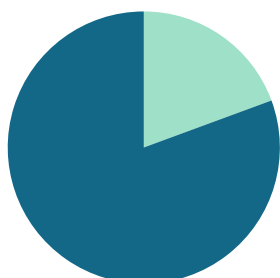
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

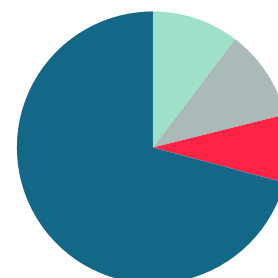


**Inventory**  
 New Listings  
**69 = 19.38%**  
 Start Inventory  
**287**  
 Total Inventory Units  
**356**  
 Volume  
**\$78,812,662**

### 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%
Median List Price	119,900	132,500	10.51%	119,900	123,000	2.59%
Median Sale Price	115,000	120,000	4.35%	116,000	118,000	1.72%
Median Percent of Selling Price to List Price	96.94%	97.80%	0.89%	96.65%	97.31%	0.68%
Median Days on Market to Sale	43.00	23.00	-46.51%	34.00	33.00	-2.94%
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

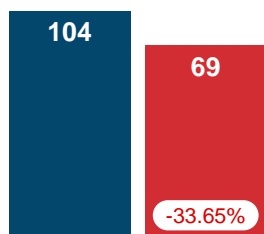
**Inventory** on July 31, 2019 = **282**

**2018** **2019**

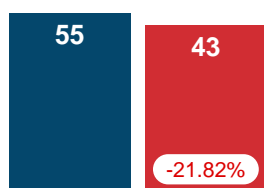
### JULY MARKET

### MEDIAN PRICES

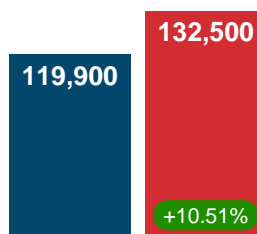
#### New Listings



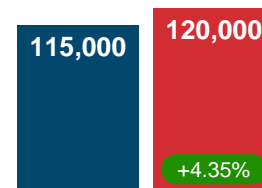
#### Pending Listings



#### List Price



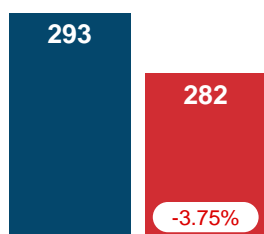
#### Sale Price



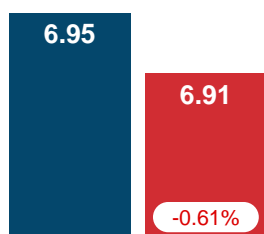
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

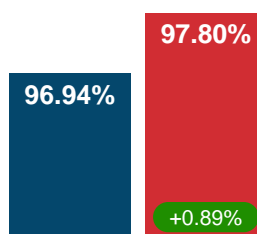
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

