

November 2019



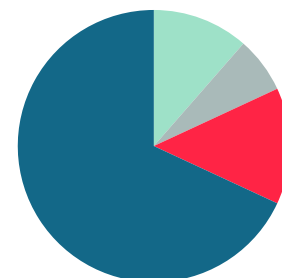
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	47	43	-8.51%
Pending Listings	33	25	-24.24%
New Listings	57	61	7.02%
Average List Price	132,973	153,418	15.38%
Average Sale Price	130,066	148,311	14.03%
Average Percent of Selling Price to List Price	96.98%	95.96%	-1.05%
Average Days on Market to Sale	54.57	49.70	-8.94%
End of Month Inventory	267	256	-4.12%
Months Supply of Inventory	5.99	6.95	16.05%



■ Closed (11.44%)
■ Pending (6.65%)
■ Other OffMarket (13.83%)
■ Active (68.09%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of November 30, 2019 = **256**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **4.12%** to 256 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 **6.95** 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 **14.03%** in November 2019 to \$148,311 versus the previous year at \$130,066.

Average Days on Market Shortens

The average number of **49.70** days that homes spent on the market before selling decreased by 4.88 days or **8.94%** in November 2019 compared to last year's same month at **54.57** DOM.

Sales Success for November 2019 is Positive

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

There were 61 New Listings in November 2019, up **7.02%** from last year at 57. Furthermore, there were 43 Closed Listings this month versus last year at 47, a **-8.51%** decrease.

Closed versus Listed trends yielded a **70.5%** ratio, down from previous year's, November 2018, at **82.5%**, a **14.51%** downswing. This will certainly create pressure on a decreasing 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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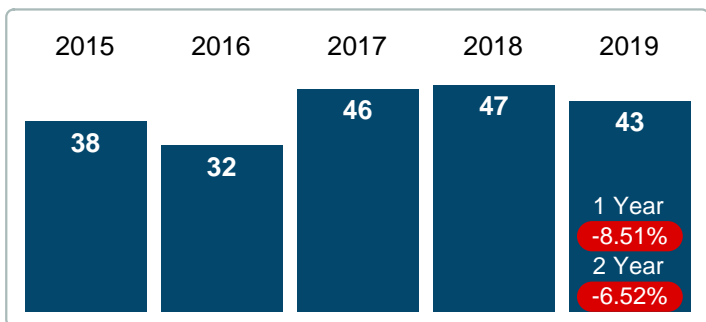
Area Delimited by County Of Cherokee - Residential Property Type



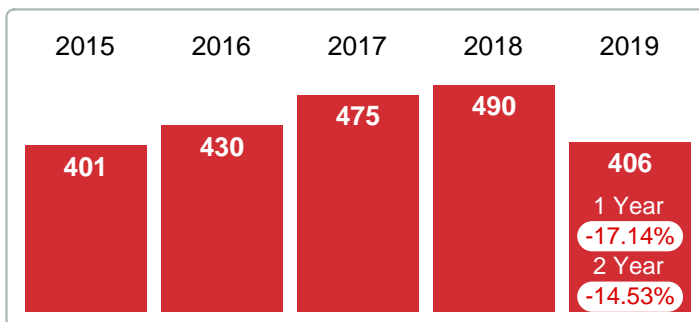
CLOSED LISTINGS

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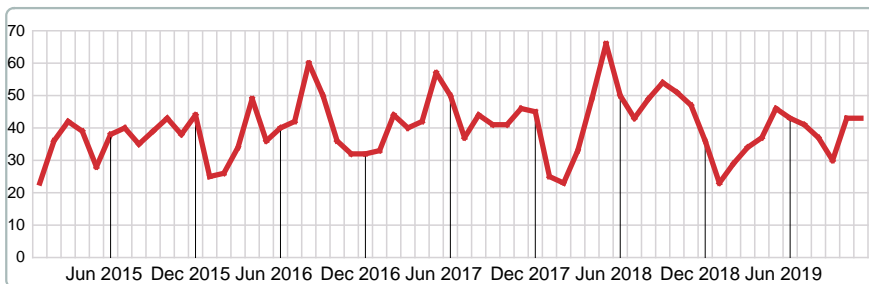
NOVEMBER



YEAR TO DATE (YTD)

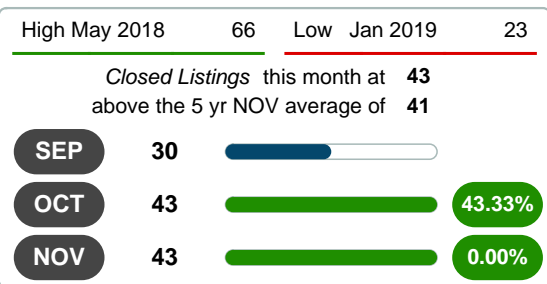


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	4	9.30%	33.5	2	1	1	0
\$40,001 - \$90,000	5	11.63%	74.0	0	5	0	0
\$90,001 - \$130,000	6	13.95%	47.0	1	3	2	0
\$130,001 - \$170,000	12	27.91%	51.7	1	9	1	1
\$170,001 - \$180,000	5	11.63%	21.0	0	4	1	0
\$180,001 - \$220,000	6	13.95%	64.5	1	4	1	0
\$220,001 and up	5	11.63%	47.8	0	3	0	2
Total Closed Units	43			5	29	6	3
Total Closed Volume	6,377,375	100%	49.7	508.30K	4.36M	772.20K	737.80K
Average Closed Price	\$148,311			\$101,660	\$150,313	\$128,700	\$245,933

November 2019



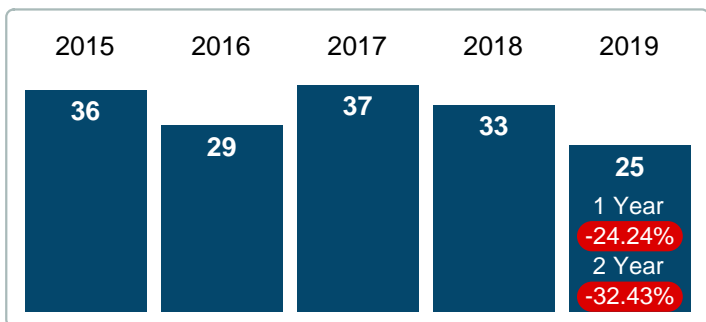
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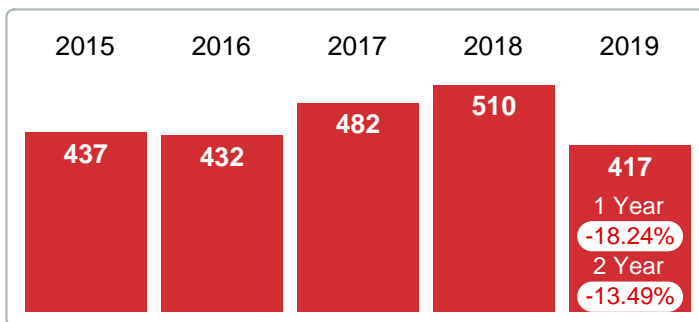
PENDING LISTINGS

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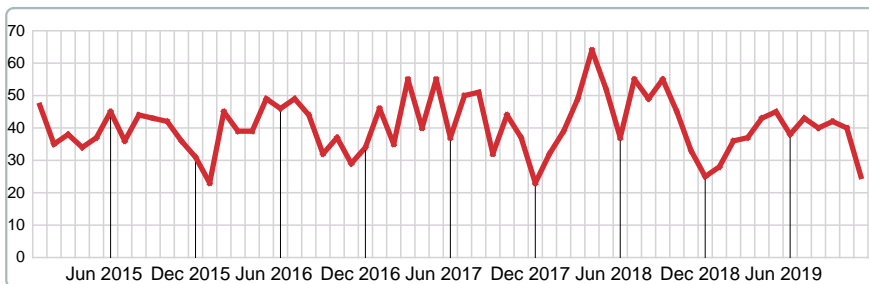
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 25
below the 5 yr NOV average of 32



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	8.00%	162.0	1	1	0	0
\$25,001 - \$75,000	1	4.00%	73.0	1	0	0	0
\$75,001 - \$100,000	4	16.00%	48.0	2	2	0	0
\$100,001 - \$175,000	9	36.00%	44.2	0	7	2	0
\$175,001 - \$225,000	3	12.00%	29.0	0	3	0	0
\$225,001 - \$300,000	3	12.00%	49.0	0	1	2	0
\$300,001 and up	3	12.00%	44.0	0	2	1	0
Total Pending Units	25			4	16	5	0
Total Pending Volume	4,665,900	100%	54.1	236.60K	2.64M	1.79M	0.00B
Average Listing Price	\$186,636			\$59,150	\$165,200	\$357,220	\$0

November 2019



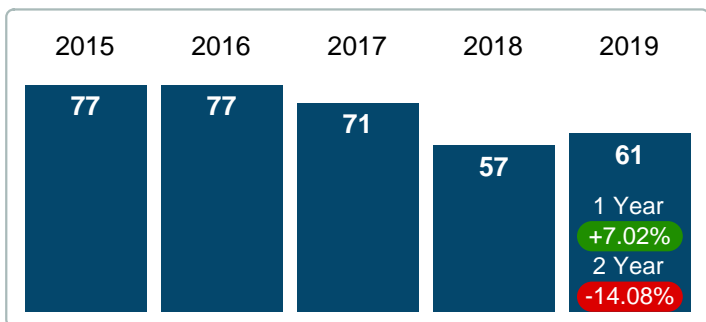
Area Delimited by County Of Cherokee - Residential Property Type



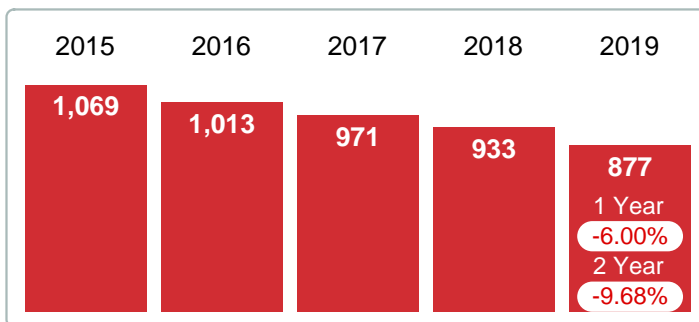
NEW LISTINGS

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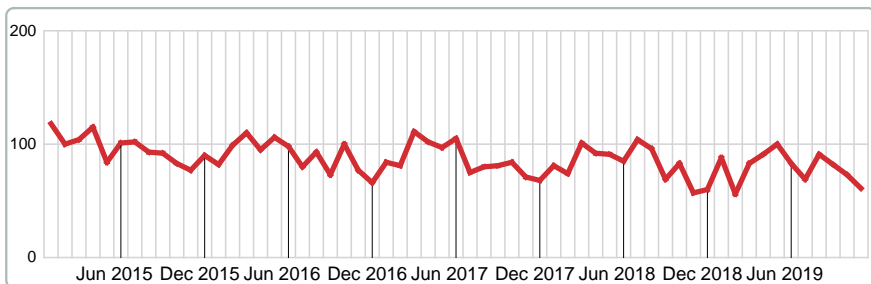
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 69

High Jan 2015 118 Low Feb 2019 56

New Listings this month at **61**
 below the 5 yr NOV average of **69**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.56%	2	2	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$125,000	14	22.95%	3	10	1	0
\$125,001 - \$225,000	21	34.43%	2	11	6	2
\$225,001 - \$275,000	5	8.20%	1	1	3	0
\$275,001 - \$475,000	9	14.75%	4	1	3	1
\$475,001 and up	8	13.11%	0	2	4	2
Total New Listed Units	61		12	27	17	5
Total New Listed Volume	16,751,699	100%	2.26M	4.82M	5.40M	4.27M
Average New Listed Listing Price	\$211,423		\$187,942	\$178,641	\$317,847	\$853,940

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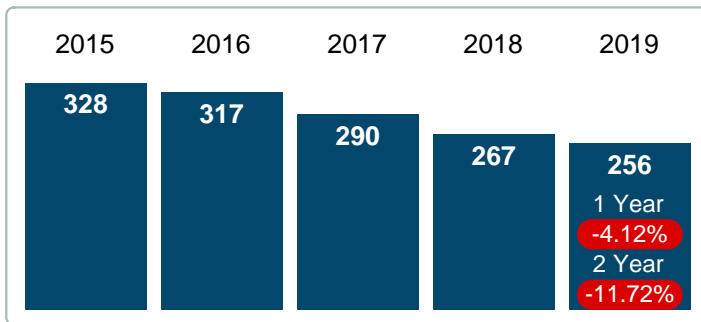
Area Delimited by County Of Cherokee - Residential Property Type



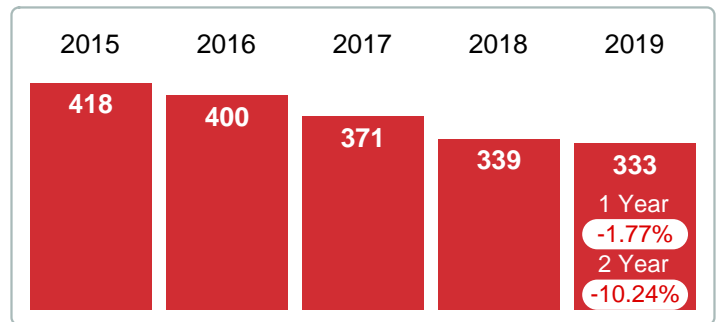
ACTIVE INVENTORY

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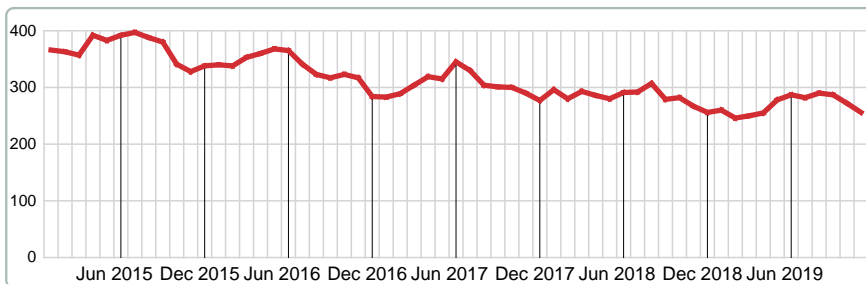
END OF NOVEMBER



ACTIVE DURING NOVEMBER

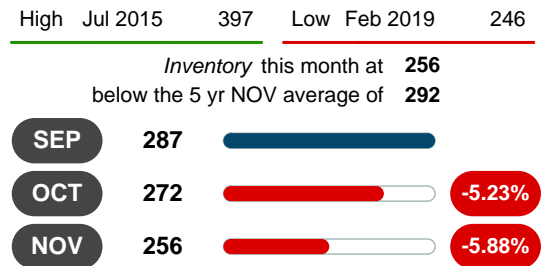


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 292



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	13	5.08%	97.4	7	5	1	0
\$50,001 - \$100,000	44	17.19%	76.3	17	25	1	1
\$100,001 - \$125,000	20	7.81%	77.7	4	12	3	1
\$125,001 - \$200,000	73	28.52%	78.2	9	43	18	3
\$200,001 - \$325,000	49	19.14%	70.1	5	23	15	6
\$325,001 - \$475,000	29	11.33%	97.6	3	15	6	5
\$475,001 and up	28	10.94%	67.9	1	12	10	5
Total Active Inventory by Units	256			46	135	54	21
Total Active Inventory by Volume	64,625,063	100%	78.3	6.61M	31.34M	16.25M	10.43M
Average Active Inventory Listing Price	\$252,442			\$143,683	\$232,123	\$300,934	\$496,605

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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 NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
256	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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	5.08%	2.29	2.27	2.40	2.00	0.00
\$50,001 - \$100,000	44	17.19%	4.93	5.37	5.00	1.50	12.00
\$100,001 - \$125,000	20	7.81%	4.44	4.80	3.89	5.14	0.00
\$125,001 - \$200,000	73	28.52%	6.13	9.82	4.57	14.40	9.00
\$200,001 - \$325,000	49	19.14%	10.50	15.00	9.20	9.00	36.00
\$325,001 - \$475,000	29	11.33%	26.77	9.00	45.00	24.00	30.00
\$475,001 and up	28	10.94%	336.00	0.00	0.00	0.00	60.00
Market Supply of Inventory (MSI)		6.95		5.31	6.02	10.98	25.20
Total Active Inventory by Units		256	100%	46	135	54	21

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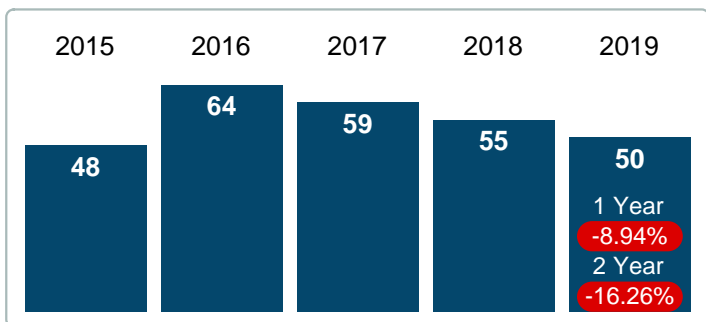
Area Delimited by County Of Cherokee - Residential Property Type



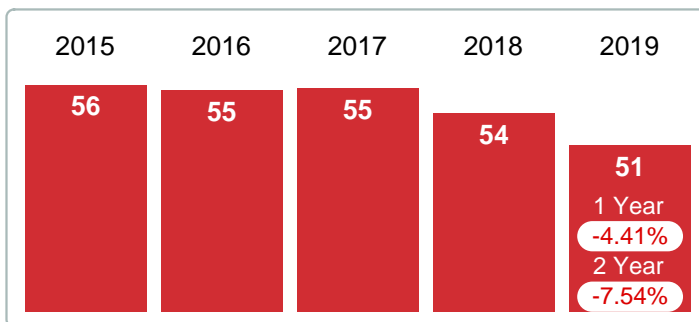
AVERAGE DAYS ON MARKET TO SALE

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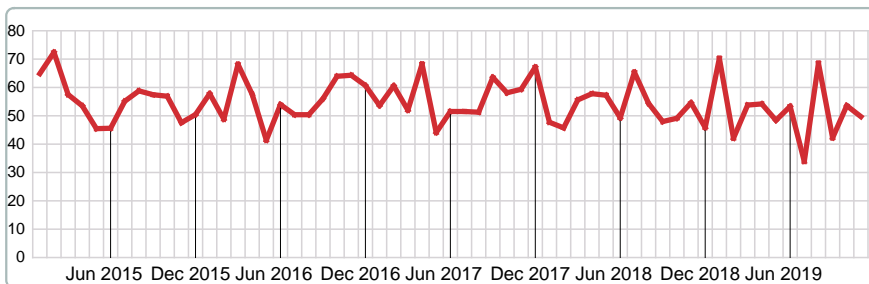
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

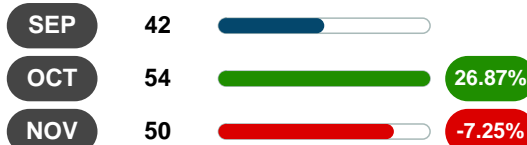


3 MONTHS

5 year NOV AVG = 55

High Feb 2015 72 Low Jul 2019 34

Average Days on Market to Sale this month at 50 below the 5 yr NOV average of 55



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	9.30%	34	50	34	1	0
\$40,001 - \$90,000	11.63%	74	0	74	0	0
\$90,001 - \$130,000	13.95%	47	3	52	61	0
\$130,001 - \$170,000	27.91%	52	11	60	21	47
\$170,001 - \$180,000	11.63%	21	0	17	37	0
\$180,001 - \$220,000	13.95%	65	6	58	148	0
\$220,001 and up	11.63%	48	0	67	0	20
Average Closed DOM		50	24	55	55	29
Total Closed Units	100%	50	5	29	6	3
Total Closed Volume		6,377,375	508.30K	4.36M	772.20K	737.80K

November 2019



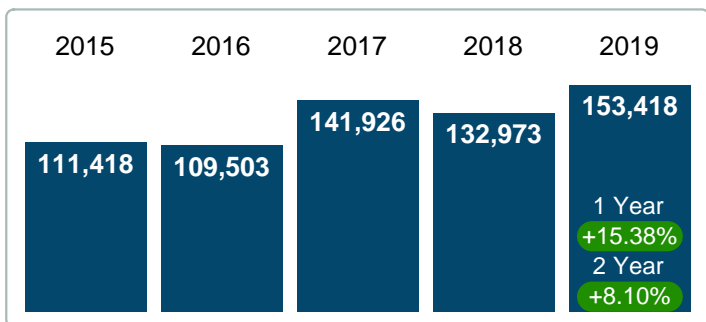
Area Delimited by County Of Cherokee - Residential Property Type



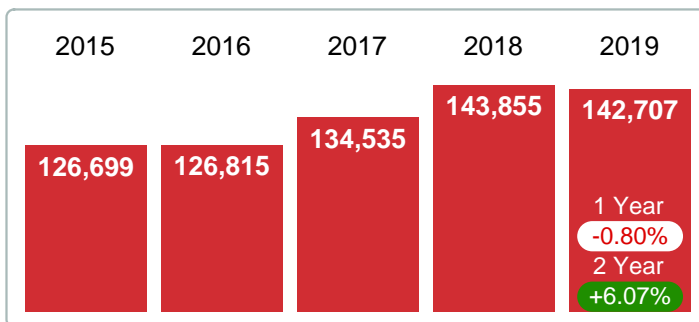
AVERAGE LIST PRICE AT CLOSING

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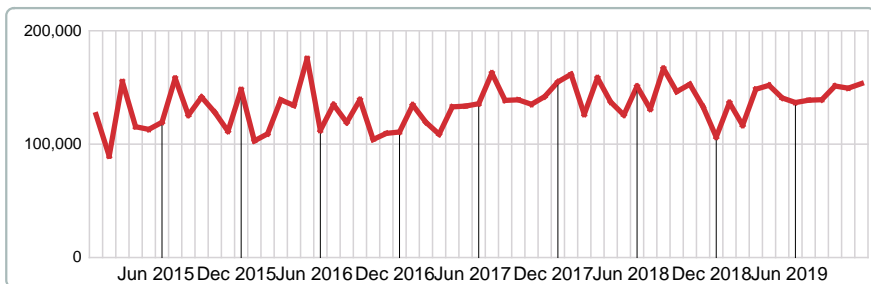
NOVEMBER



YEAR TO DATE (YTD)

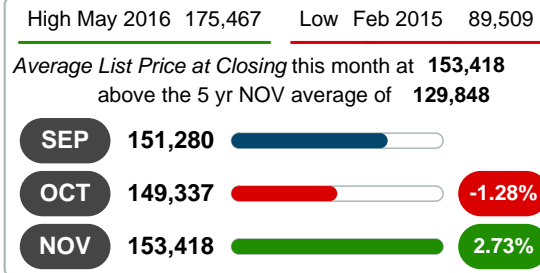


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 129,848



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	0	0.00%	0	0	0	0
\$25,001 - \$75,000	5	11.63%	41,450	66,995	45,000	0
\$75,001 - \$125,000	9	20.93%	100,000	100,040	123,150	0
\$125,001 - \$150,000	6	13.95%	138,000	144,425	149,900	0
\$150,001 - \$175,000	7	16.28%	0	170,038	0	169,900
\$175,001 - \$225,000	11	25.58%	197,900	201,500	196,750	0
\$225,001 and up	5	11.63%	0	284,900	0	294,300
Average List Price		153,418	103,760	154,654	139,117	252,833
Total Closed Units		43	5	29	6	3
Total Closed Volume		6,596,979	518.80K	4.48M	834.70K	758.50K

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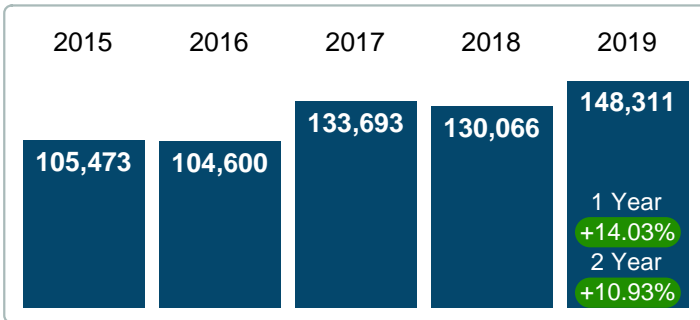
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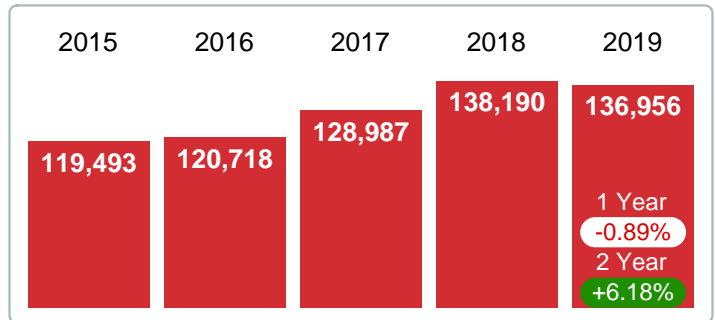
AVERAGE SOLD PRICE AT CLOSING

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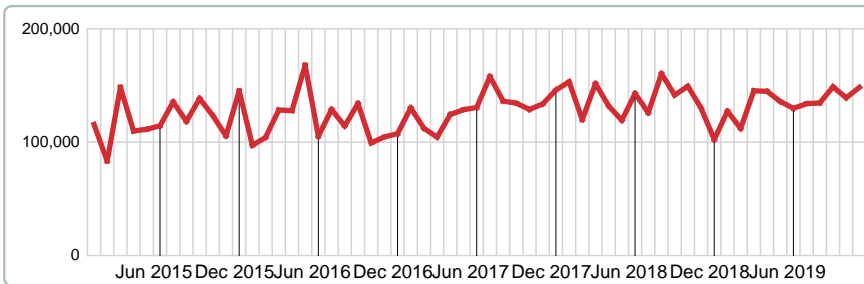
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

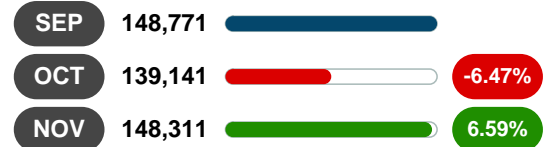


3 MONTHS

5 year NOV AVG = 124,429

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

Average Sold Price at Closing this month at **148,311** above the 5 yr NOV average of **124,429**



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	9.30%	36,000	36,750	33,000	37,500	0
\$40,001 - \$90,000	11.63%	73,780	0	73,780	0	0
\$90,001 - \$130,000	13.95%	105,579	100,000	108,025	104,700	0
\$130,001 - \$170,000	27.91%	150,867	138,000	151,078	149,900	162,800
\$170,001 - \$180,000	11.63%	176,980	0	176,250	179,900	0
\$180,001 - \$220,000	13.95%	197,200	196,800	197,725	195,500	0
\$220,001 and up	11.63%	270,500	0	259,167	0	287,500
Average Sold Price		148,311	101,660	150,313	128,700	245,933
Total Closed Units	100%	148,311	5	29	6	3
Total Closed Volume		6,377,375	508.30K	4.36M	772.20K	737.80K

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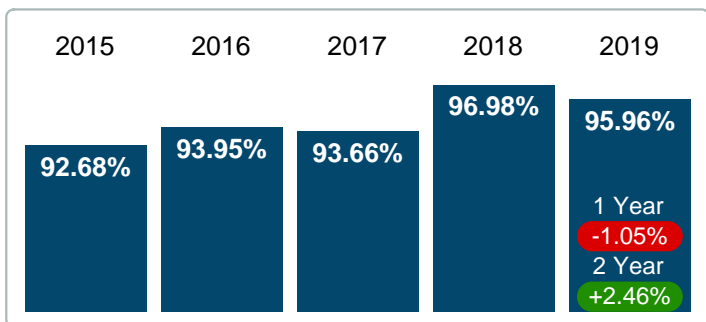
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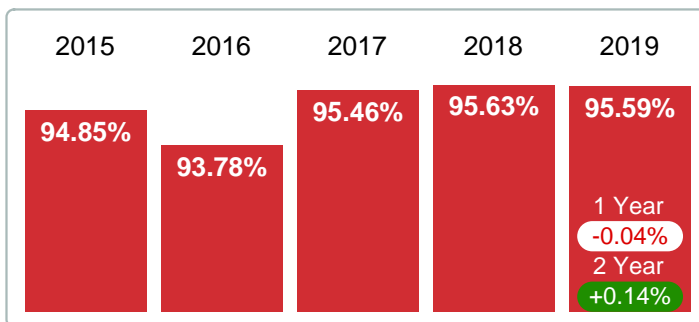
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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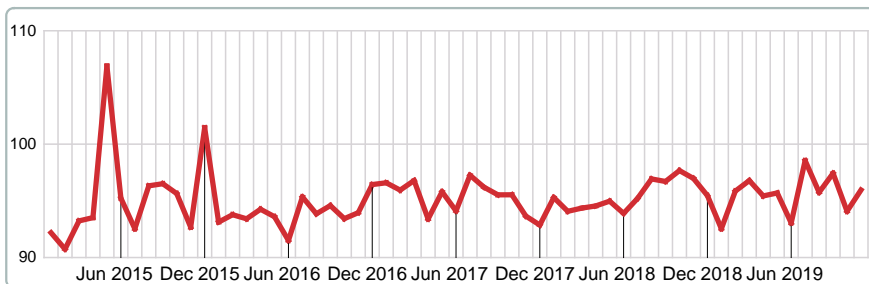
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

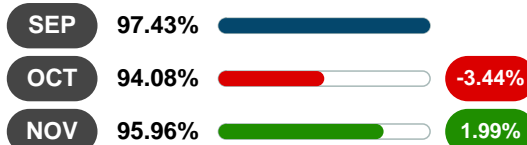


3 MONTHS

5 year NOV AVG = 94.64%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **95.96%** above the 5 yr NOV average of **94.64%**



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	9.30%	86.72%	91.03%	81.48%	83.33%	0.00%
\$40,001 \$90,000	5	11.63%	93.35%	0.00%	93.35%	0.00%	0.00%
\$90,001 \$130,000	6	13.95%	95.38%	100.00%	98.54%	88.34%	0.00%
\$130,001 \$170,000	12	27.91%	98.16%	100.00%	98.01%	100.00%	95.82%
\$170,001 \$180,000	5	11.63%	96.45%	0.00%	96.77%	95.19%	0.00%
\$180,001 \$220,000	6	13.95%	99.35%	99.44%	100.26%	95.60%	0.00%
\$220,001 and up	5	11.63%	96.81%	0.00%	96.19%	0.00%	97.74%
Average Sold/List Ratio		96.00%		96.30%	96.64%	91.80%	97.10%
Total Closed Units		43	100%	5	29	6	3
Total Closed Volume		6,377,375		508.30K	4.36M	772.20K	737.80K

November 2019



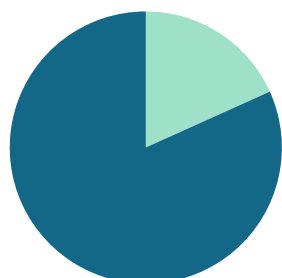
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

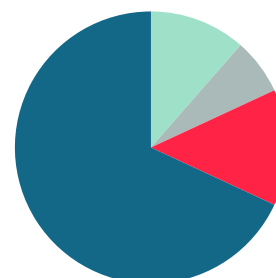
- New Listings **61 = 18.26%**
- Start Inventory **273**
- Total Inventory Units **334**
- Volume **\$84,158,752**

Market Activity

Market Activity

- Closed Sales **43 = 11.44%**
- Pending Sales **25 = 6.65%**
- Other Off Market **52 = 13.83%**
- Active Inventory **256 = 68.09%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	47	43	-8.51%	490	406	-17.14%
Pending Sales	33	25	-24.24%	510	417	-18.24%
New Listings	57	61	7.02%	933	877	-6.00%
Average List Price	132,973	153,418	15.38%	143,855	142,707	-0.80%
Average Sale Price	130,066	148,311	14.03%	138,190	136,956	-0.89%
Average Percent of Selling Price to List Price	96.98%	95.96%	-1.05%	95.63%	95.59%	-0.04%
Average Days on Market to Sale	54.57	49.70	-8.94%	53.66	51.29	-4.41%
Monthly Inventory	267	256	-4.12%	267	256	-4.12%
Months Supply of Inventory	5.99	6.95	16.05%	5.99	6.95	16.05%

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

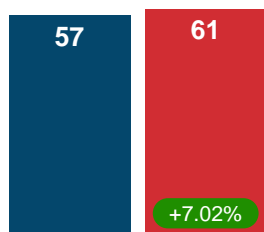
Inventory on November 30, 2019 = **256**

2018 **2019**

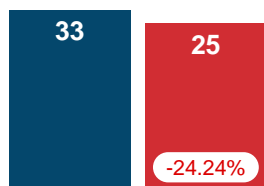
NOVEMBER MARKET

AVERAGE PRICES

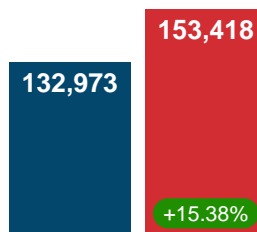
New Listings



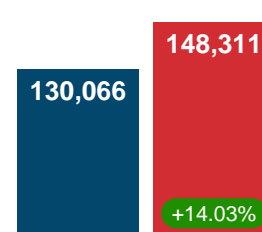
Pending Listings



List Price



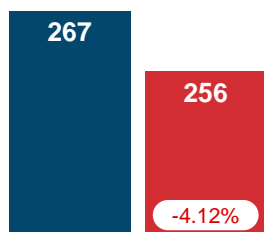
Sale Price



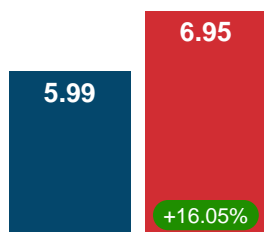
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

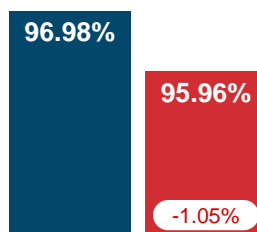
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

