

November 2019



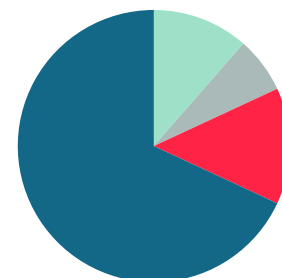
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	116,100	155,000	33.51%
Median Sale Price	112,900	153,000	35.52%
Median Percent of Selling Price to List Price	97.66%	98.71%	1.08%
Median Days on Market to Sale	40.00	34.00	-15.00%
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.

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 **35.52%** in November 2019 to \$153,000 versus the previous year at \$112,900.

Median Days on Market Shortens

The median number of **34.00** days that homes spent on the market before selling decreased by 6.00 days or **15.00%** in November 2019 compared to last year's same month at **40.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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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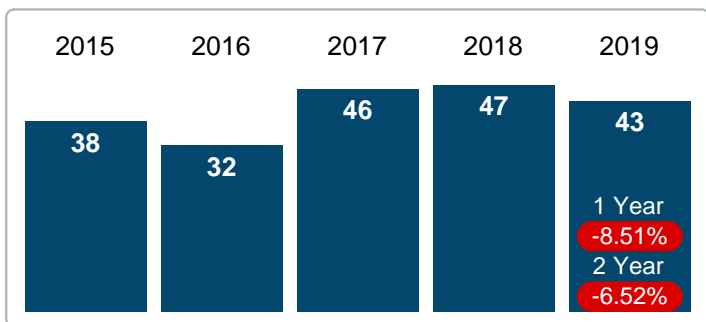
Area Delimited by County Of Cherokee - Residential Property Type



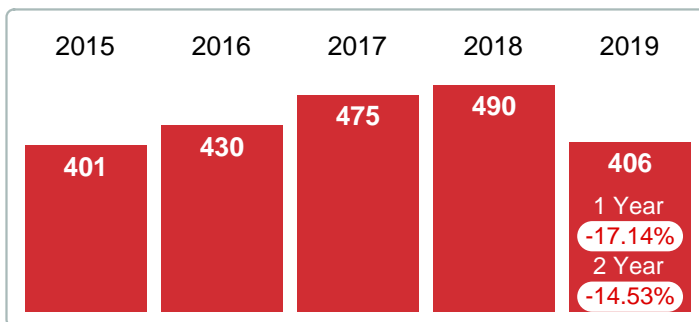
CLOSED LISTINGS

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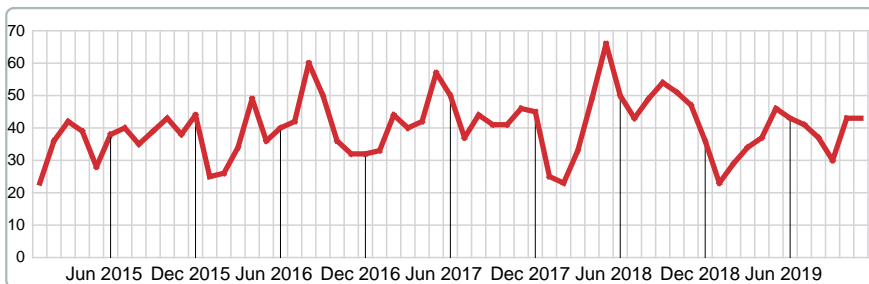
NOVEMBER



YEAR TO DATE (YTD)

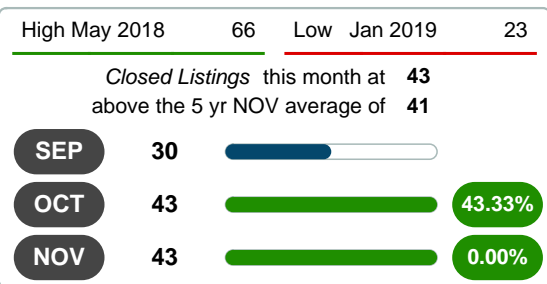


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	7	16.28%	34.0	2	4	1	0
\$75,001 - \$125,000	8	18.60%	31.5	1	5	2	0
\$125,001 - \$150,000	6	13.95%	31.5	1	4	1	0
\$150,001 - \$175,000	9	20.93%	47.0	0	8	0	1
\$175,001 - \$225,000	9	20.93%	30.0	1	6	2	0
\$225,001 and up	4	9.30%	26.0	0	2	0	2
Total Closed Units	43			5	29	6	3
Total Closed Volume	6,377,375	100%	34.0	508.30K	4.36M	772.20K	737.80K
Median Closed Price	\$153,000			\$100,000	\$155,000	\$129,700	\$245,000

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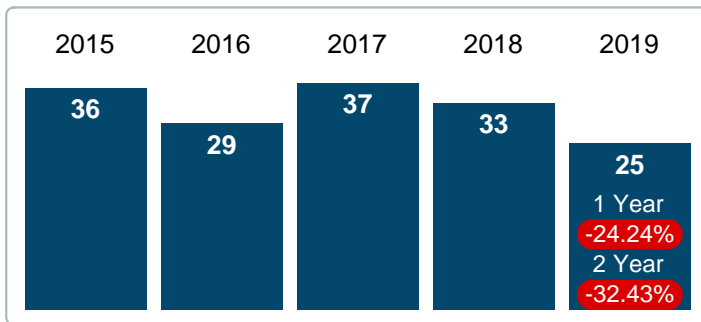
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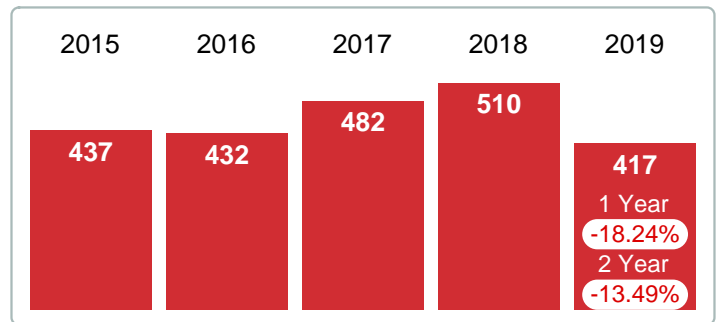
PENDING LISTINGS

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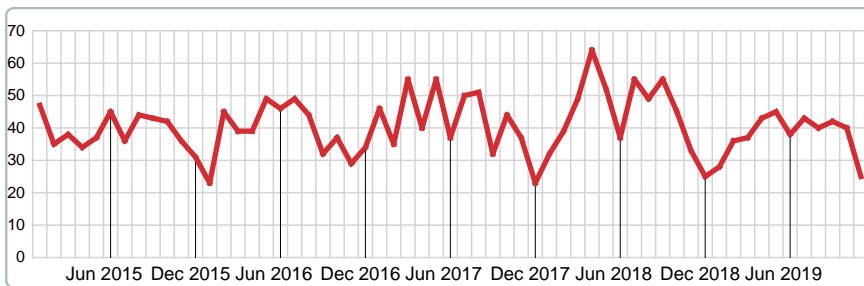
NOVEMBER



YEAR TO DATE (YTD)

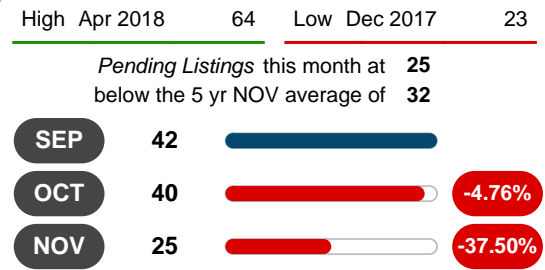


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



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	2	8.00%	162.0	1	1	0	0
\$30,001 - \$80,000	3	12.00%	73.0	2	1	0	0
\$80,001 - \$110,000	4	16.00%	31.0	1	3	0	0
\$110,001 - \$170,000	6	24.00%	18.5	0	4	2	0
\$170,001 - \$230,000	4	16.00%	5.0	0	4	0	0
\$230,001 - \$310,000	3	12.00%	68.0	0	1	2	0
\$310,001 and up	3	12.00%	63.0	0	2	1	0
Total Pending Units	25			4	16	5	0
Total Pending Volume	4,665,900	100%	39.0	236.60K	2.64M	1.79M	0.00B
Median Listing Price	\$149,900			\$56,400	\$155,400	\$232,500	\$0

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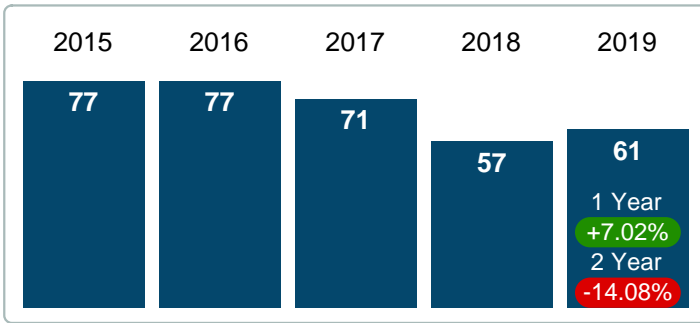
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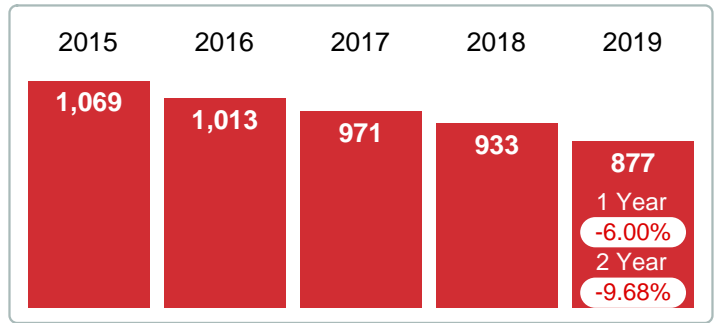
NEW LISTINGS

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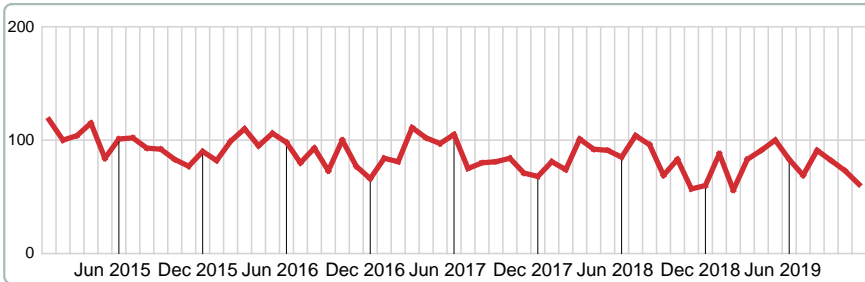
NOVEMBER



YEAR TO DATE (YTD)

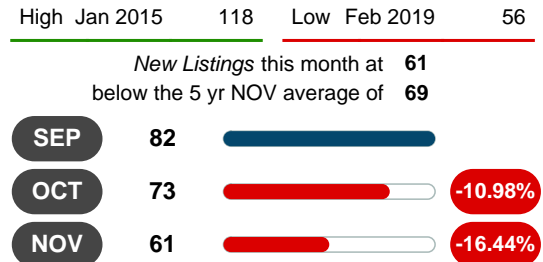


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Median New Listed Listing Price	\$179,900		\$187,450	\$145,900	\$234,500	\$279,900

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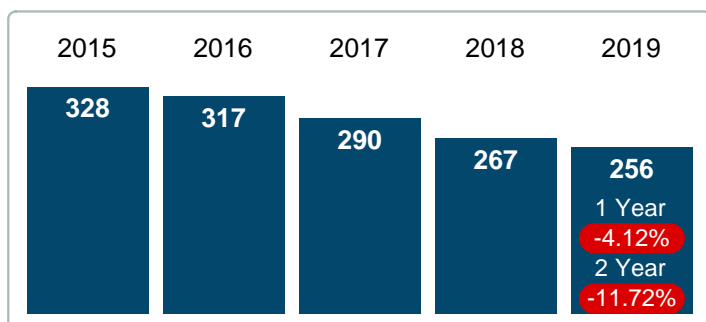
Area Delimited by County Of Cherokee - Residential Property Type



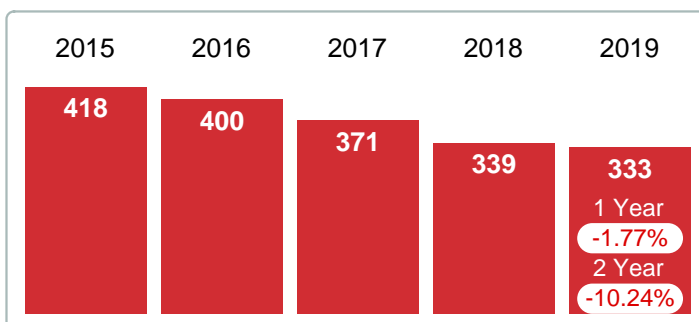
ACTIVE INVENTORY

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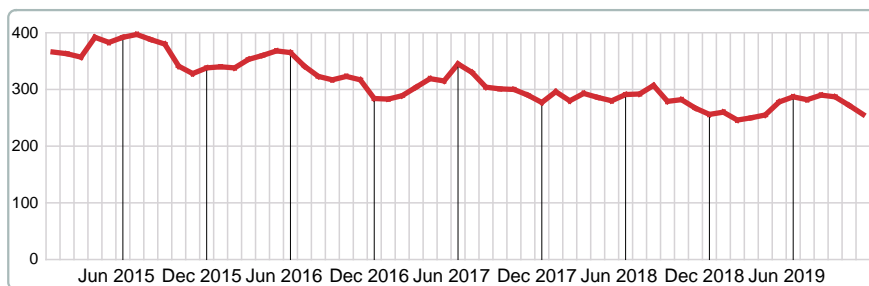
END OF NOVEMBER



ACTIVE DURING NOVEMBER

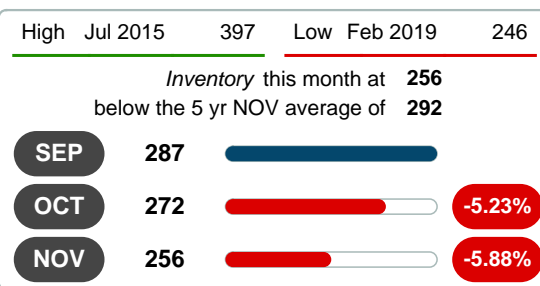


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 292



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	5.08%	124.0	7	5	1	0
\$50,001 - \$100,000	44	17.19%	64.5	17	25	1	1
\$100,001 - \$125,000	20	7.81%	73.0	4	12	3	1
\$125,001 - \$200,000	73	28.52%	68.0	9	43	18	3
\$200,001 - \$325,000	49	19.14%	61.0	5	23	15	6
\$325,001 - \$475,000	29	11.33%	106.0	3	15	6	5
\$475,001 and up	28	10.94%	62.0	1	12	10	5
Total Active Inventory by Units	256			46	135	54	21
Total Active Inventory by Volume	64,625,063	100%	71.0	6.61M	31.34M	16.25M	10.43M
Median Active Inventory Listing Price	\$179,900			\$94,250	\$169,900	\$219,950	\$325,000

November 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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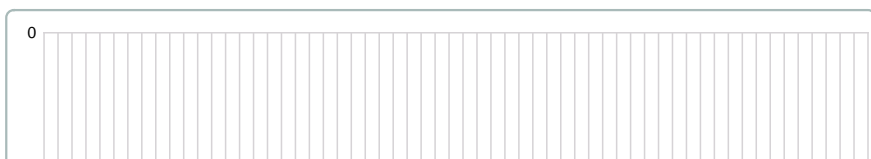
MSI FOR NOVEMBER

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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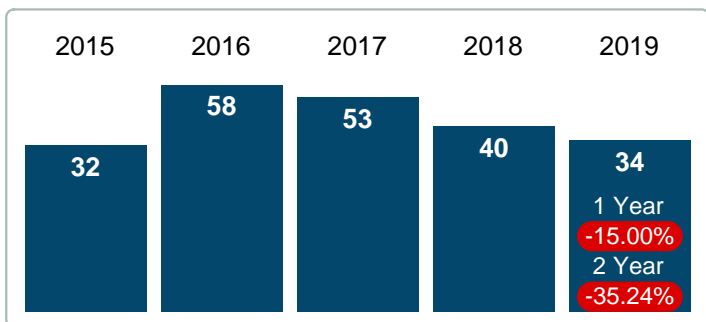
Area Delimited by County Of Cherokee - Residential Property Type



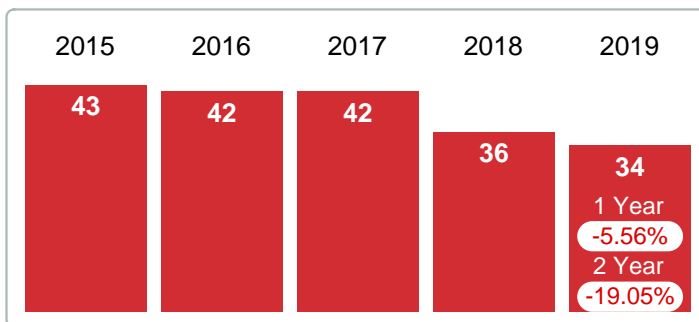
MEDIAN DAYS ON MARKET TO SALE

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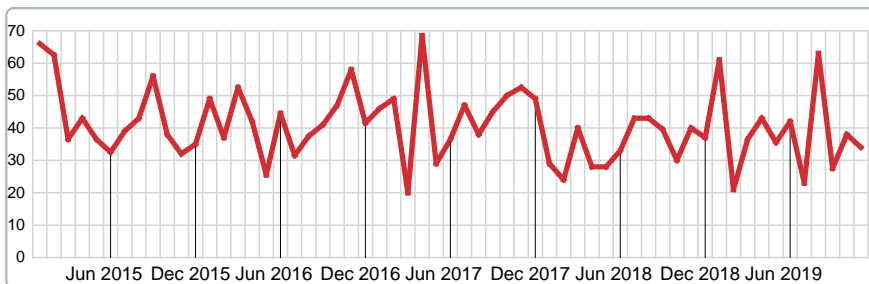
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 34 below the 5 yr NOV average of 43



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
\$25,000 and less	0.00%	62	0	0	0	0
\$25,001 - \$75,000	16.28%	34	50	85	1	0
\$75,001 - \$125,000	18.60%	32	3	29	61	0
\$125,001 - \$150,000	13.95%	32	11	56	21	0
\$150,001 - \$175,000	20.93%	47	0	30	0	47
\$175,001 - \$225,000	20.93%	30	6	28	93	0
\$225,001 and up	9.30%	26	0	88	0	20
Median Closed DOM		34	11	34	36	38
Total Closed Units		43	5	29	6	3
Total Closed Volume		6,377,375	508.30K	4.36M	772.20K	737.80K

November 2019



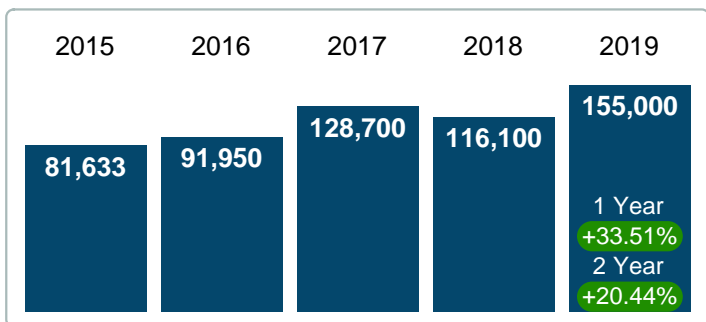
Area Delimited by County Of Cherokee - Residential Property Type



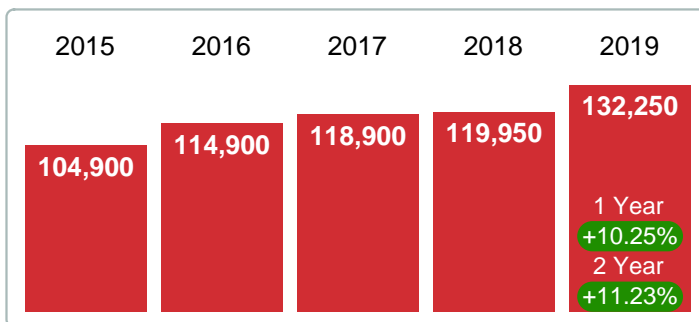
MEDIAN LIST PRICE AT CLOSING

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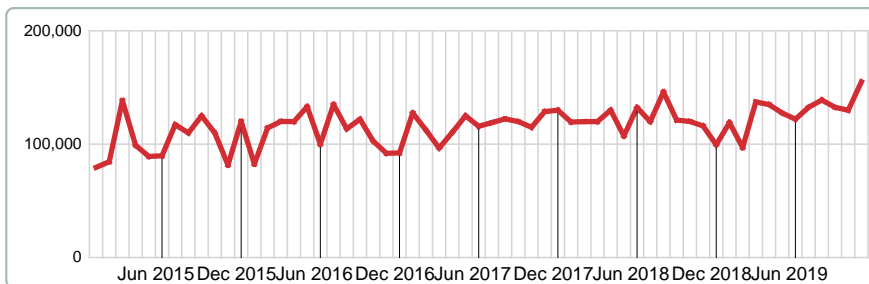
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 114,677

High Nov 2019 155,000 Low Jan 2015 79,500
 Median List Price at Closing this month at **155,000**
 above the 5 yr NOV average of **114,677**

SEP	132,500	
OCT	129,900	-1.96%
NOV	155,000	19.32%

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
\$25,000 and less	0	0.00%	26	0	0	0
\$25,001 - \$75,000	5	11.63%	45,000	41,450	45,250	45,000
\$75,001 - \$125,000	9	20.93%	96,400	100,000	94,000	96,400
\$125,001 - \$150,000	6	13.95%	144,200	138,000	139,900	149,900
\$150,001 - \$175,000	7	16.28%	156,900	0	155,950	0
\$175,001 - \$225,000	11	25.58%	189,000	197,900	184,350	196,750
\$225,001 and up	5	11.63%	249,900	0	239,900	0
Median List Price		155,000		100,000	155,000	149,900
Total Closed Units		43		5	29	6
Total Closed Volume		6,596,979		518.80K	4.48M	834.70K

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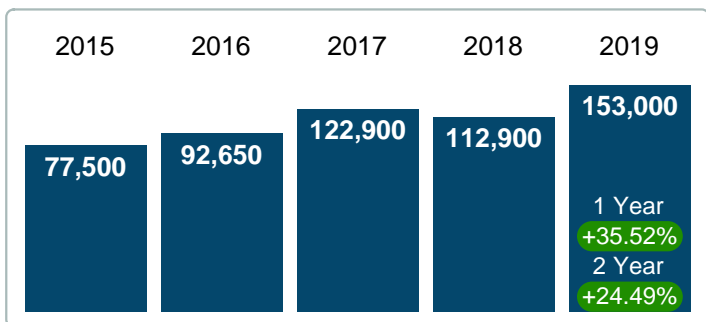
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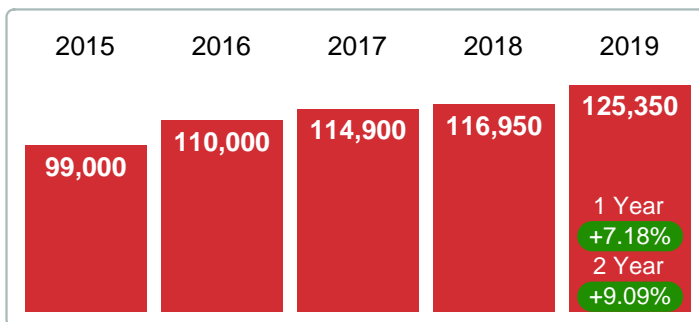
MEDIAN SOLD PRICE AT CLOSING

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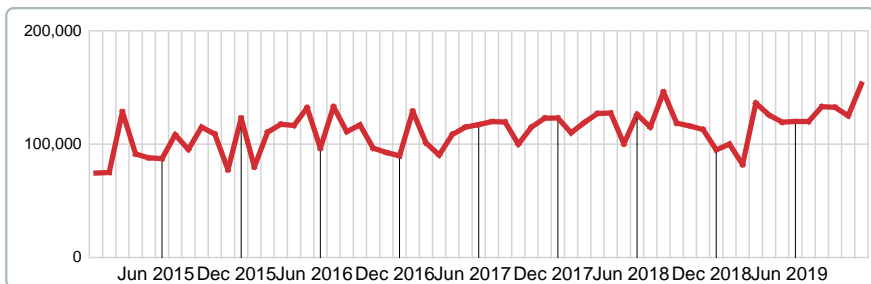
NOVEMBER



YEAR TO DATE (YTD)

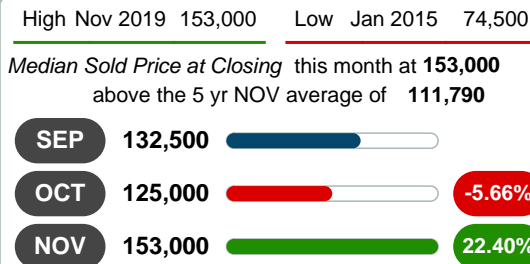


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 111,790



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
\$25,000 and less	0	0.00%	249,900	0	0	0	0
\$25,001 - \$75,000	7	16.28%	37,500	36,750	61,500	37,500	0
\$75,001 - \$125,000	8	18.60%	99,950	100,000	94,675	104,700	0
\$125,001 - \$150,000	6	13.95%	141,500	138,000	140,000	149,900	0
\$150,001 - \$175,000	9	20.93%	163,900	0	166,950	0	162,800
\$175,001 - \$225,000	9	20.93%	195,500	196,800	198,250	187,700	0
\$225,001 and up	4	9.30%	278,750	0	276,250	0	287,500
Median Sold Price			153,000	100,000	155,000	129,700	245,000
Total Closed Units		100%	43	5	29	6	3
Total Closed Volume			6,377,375	508.30K	4.36M	772.20K	737.80K

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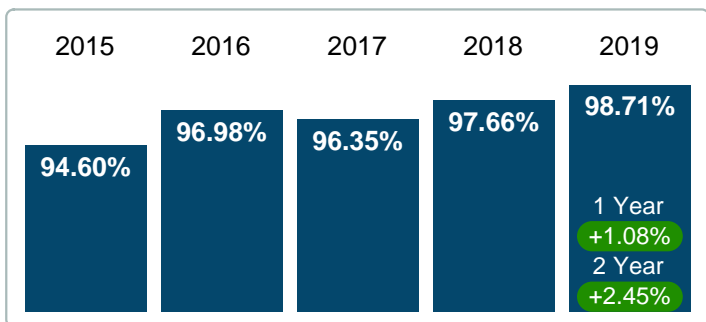
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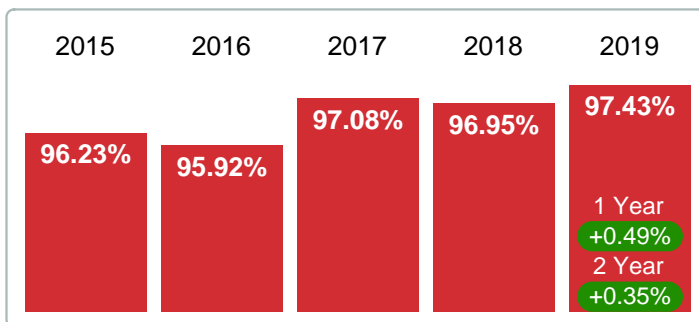
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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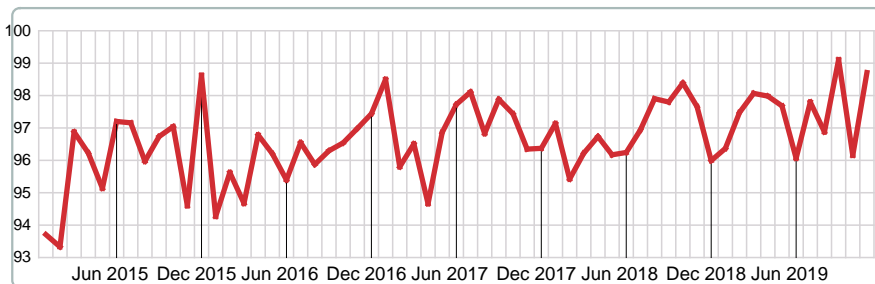
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

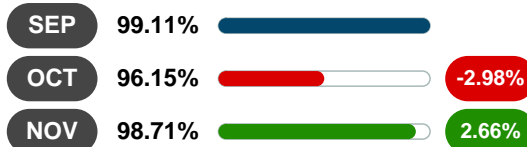


3 MONTHS

5 year NOV AVG = 96.86%

High Sep 2019 99.11% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **98.71%**
above the 5 yr NOV average of **96.86%**



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
\$25,000 and less	0	0.00%	27.75%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	16.28%	83.33%	91.03%	87.67%	83.33%	0.00%
\$75,001 - \$125,000	8	18.60%	100.00%	100.00%	100.00%	88.34%	0.00%
\$125,001 - \$150,000	6	13.95%	98.82%	100.00%	97.07%	100.00%	0.00%
\$150,001 - \$175,000	9	20.93%	98.71%	0.00%	98.75%	0.00%	95.82%
\$175,001 - \$225,000	9	20.93%	99.44%	99.44%	100.00%	95.39%	0.00%
\$225,001 and up	4	9.30%	97.74%	0.00%	97.38%	0.00%	97.74%
Median Sold/List Ratio		98.71%		100.00%	98.79%	95.39%	97.43%
Total Closed Units		43	100%	5	29	6	3
Total Closed Volume		6,377,375		508.30K	4.36M	772.20K	737.80K

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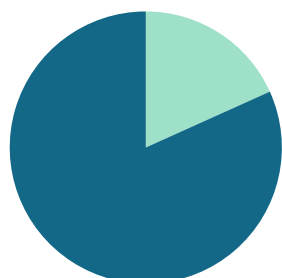
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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INVENTORY



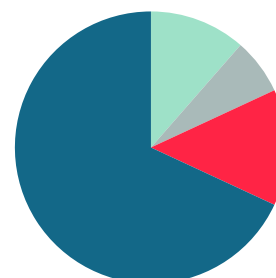
Inventory

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

Market Activity

- 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%
Median List Price	116,100	155,000	33.51%	119,950	132,250	10.25%
Median Sale Price	112,900	153,000	35.52%	116,950	125,350	7.18%
Median Percent of Selling Price to List Price	97.66%	98.71%	1.08%	96.95%	97.43%	0.49%
Median Days on Market to Sale	40.00	34.00	-15.00%	36.00	34.00	-5.56%
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

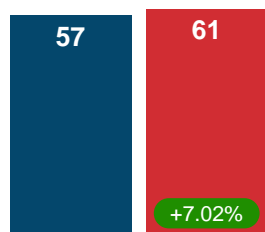
Inventory on November 30, 2019 = **256**

2018 **2019**

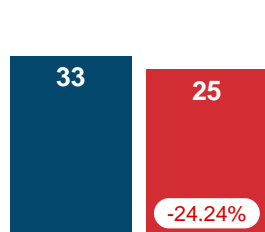
NOVEMBER MARKET

MEDIAN PRICES

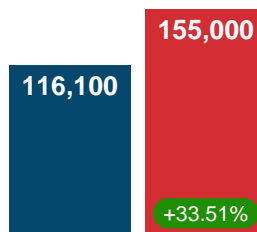
New Listings



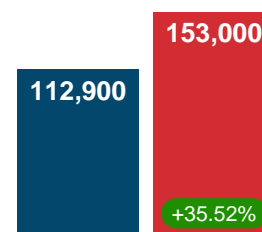
Pending Listings



List Price



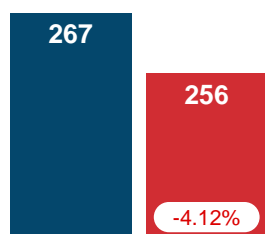
Sale Price



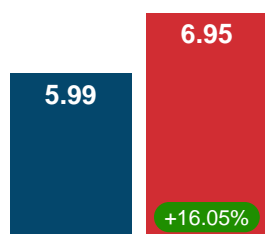
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

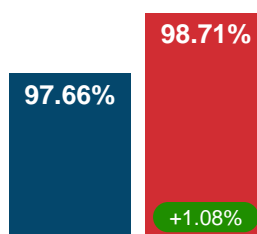
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

