

October 2019



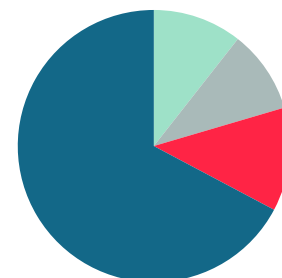
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	51	43	-15.69%
Pending Listings	45	40	-11.11%
New Listings	83	73	-12.05%
Average List Price	152,802	149,337	-2.27%
Average Sale Price	149,293	139,141	-6.80%
Average Percent of Selling Price to List Price	97.67%	94.08%	-3.67%
Average Days on Market to Sale	49.14	53.58	9.04%
End of Month Inventory	282	273	-3.19%
Months Supply of Inventory	6.34	7.35	15.91%



■ Closed (10.59%)
■ Pending (9.85%)
■ Other OffMarket (12.32%)
■ Active (67.24%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of October 31, 2019 = **273**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **3.19%** to 273 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 **7.35** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.80%** in October 2019 to \$139,141 versus the previous year at \$149,293.

Average Days on Market Lengthens

The average number of **53.58** days that homes spent on the market before selling increased by 4.44 days or **9.04%** in October 2019 compared to last year's same month at **49.14** DOM.

Sales Success for October 2019 is Positive

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

There were 73 New Listings in October 2019, down **12.05%** from last year at 83. Furthermore, there were 43 Closed Listings this month versus last year at 51, a **-15.69%** decrease.

Closed versus Listed trends yielded a **58.9%** ratio, down from previous year's, October 2018, at **61.4%**, a **4.14%** 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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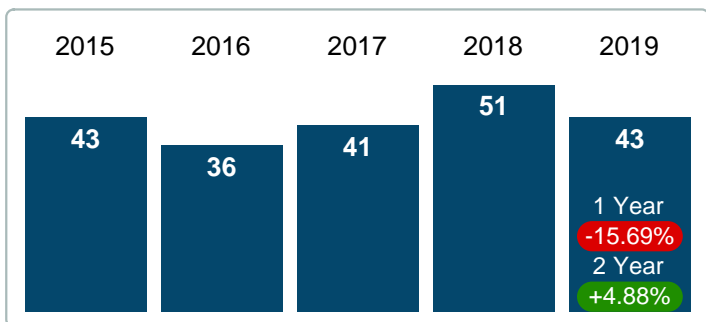
Area Delimited by County Of Cherokee - Residential Property Type



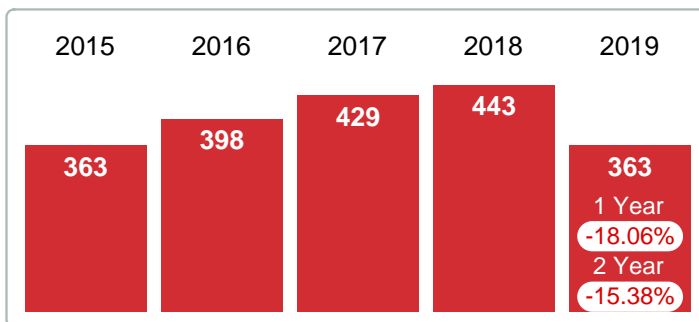
CLOSED LISTINGS

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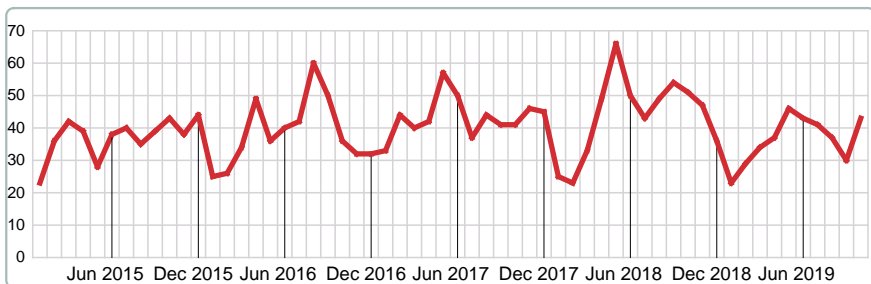
OCTOBER



YEAR TO DATE (YTD)

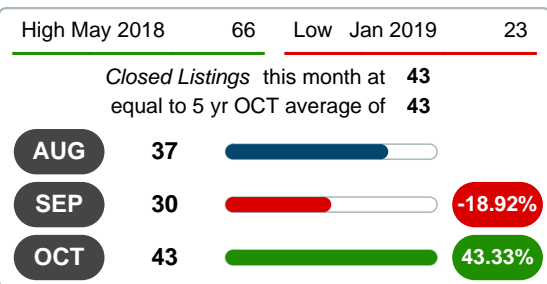


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	11.63%	31.2	3	2	0	0
\$50,001 - \$70,000	2	4.65%	57.0	2	0	0	0
\$70,001 - \$100,000	10	23.26%	41.0	4	6	0	0
\$100,001 - \$140,000	9	20.93%	49.4	2	7	0	0
\$140,001 - \$190,000	7	16.28%	67.3	1	5	0	1
\$190,001 - \$210,000	5	11.63%	76.0	0	4	1	0
\$210,001 and up	5	11.63%	65.6	1	2	1	1
Total Closed Units	43			13	26	2	2
Total Closed Volume	5,983,069	100%	53.6	1.23M	3.75M	459.80K	549.00K
Average Closed Price	\$139,141			\$94,346	\$144,145	\$229,900	\$274,500

October 2019



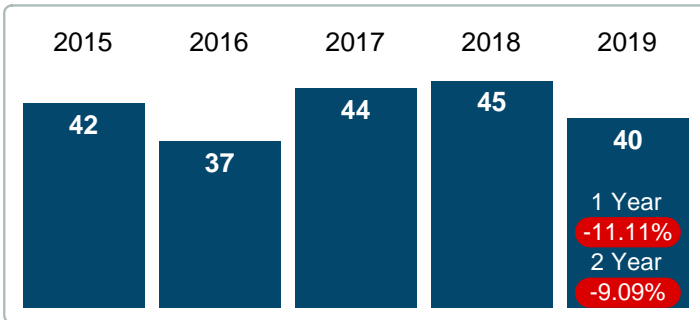
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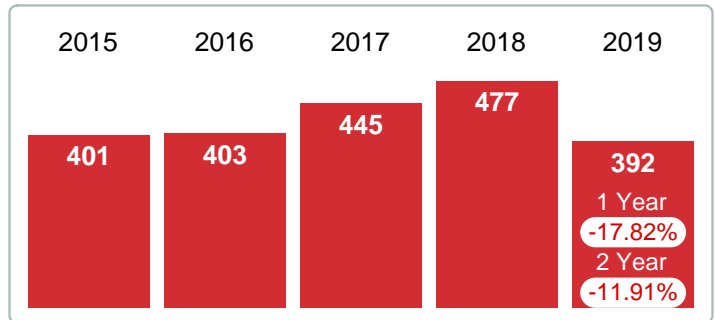
PENDING LISTINGS

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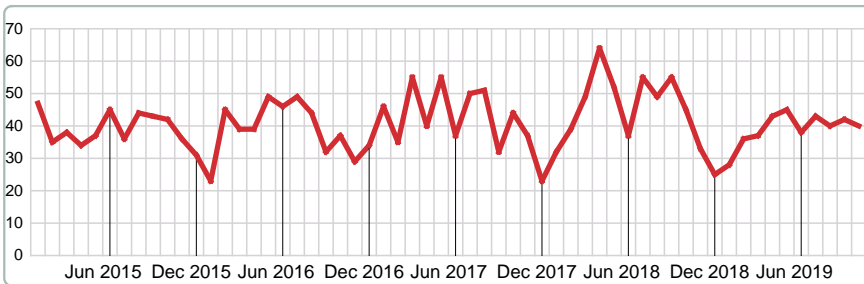
OCTOBER



YEAR TO DATE (YTD)

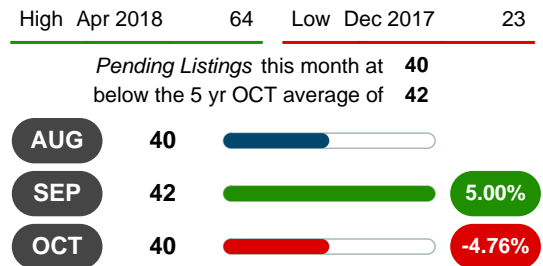


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	10.00%	72.3	1	2	1	0
\$50,001 - \$100,000	4	10.00%	43.0	1	3	0	0
\$100,001 - \$150,000	7	17.50%	46.1	1	6	0	0
\$150,001 - \$175,000	4	10.00%	51.0	0	4	0	0
\$175,001 - \$225,000	12	30.00%	63.2	2	8	2	0
\$225,001 - \$325,000	4	10.00%	58.5	0	3	1	0
\$325,001 and up	5	12.50%	46.8	0	3	0	2
Total Pending Units	40			5	29	4	2
Total Pending Volume	7,208,899	100%	58.2	644.80K	5.11M	752.80K	696.70K
Average Listing Price	\$172,632			\$128,960	\$176,366	\$188,200	\$348,350

October 2019



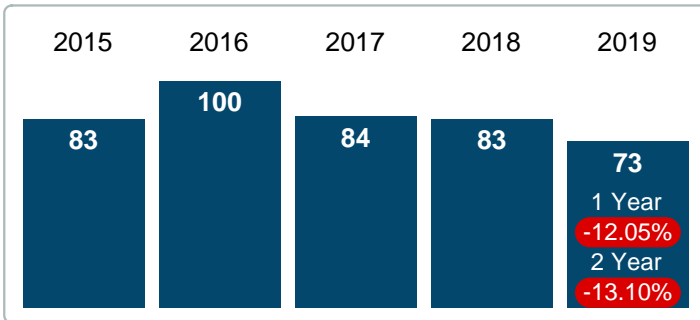
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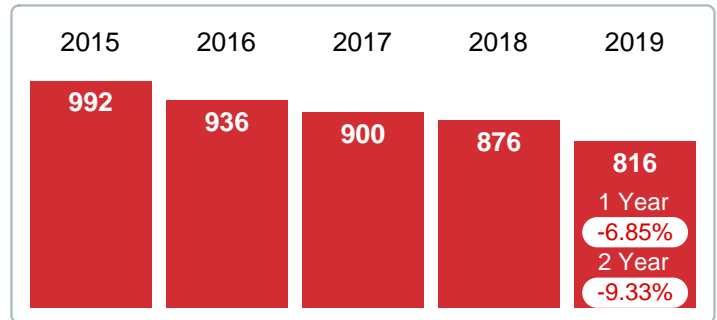
NEW LISTINGS

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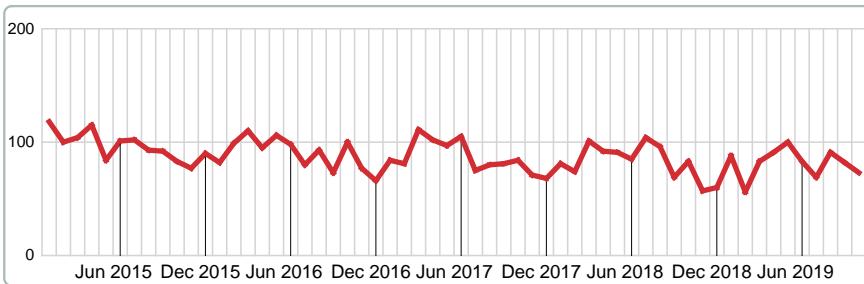
OCTOBER



YEAR TO DATE (YTD)

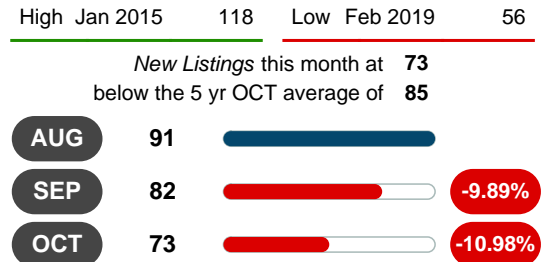


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 85



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	3	4.11%	2	0	1	0
\$50,001 - \$100,000	12	16.44%	6	5	0	1
\$100,001 - \$150,000	12	16.44%	1	8	3	0
\$150,001 - \$200,000	18	24.66%	3	8	6	1
\$200,001 - \$300,000	12	16.44%	0	8	4	0
\$300,001 - \$400,000	8	10.96%	1	3	2	2
\$400,001 and up	8	10.96%	1	4	3	0
Total New Listed Units	73		14	36	19	4
Total New Listed Volume	17,159,897	100%	1.96M	9.05M	5.19M	954.80K
Average New Listed Listing Price	\$181,223		\$139,886	\$251,456	\$273,384	\$238,700

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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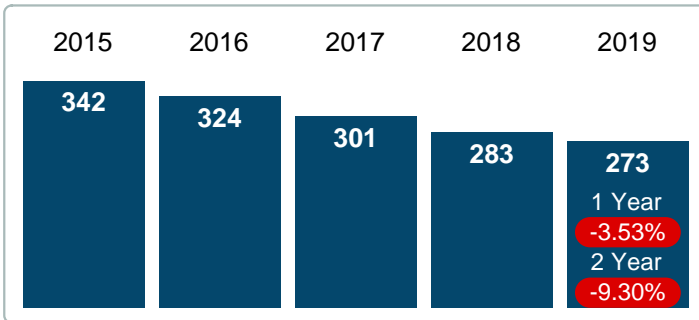
Area Delimited by County Of Cherokee - Residential Property Type



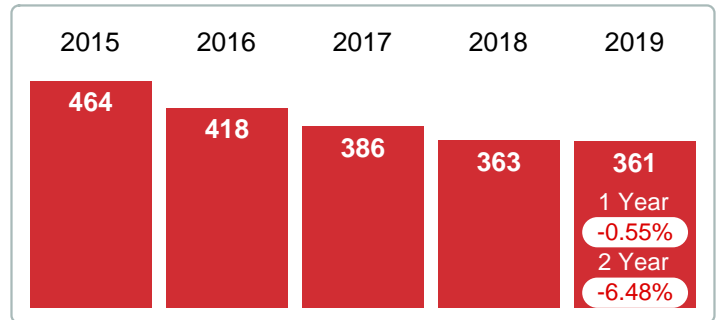
ACTIVE INVENTORY

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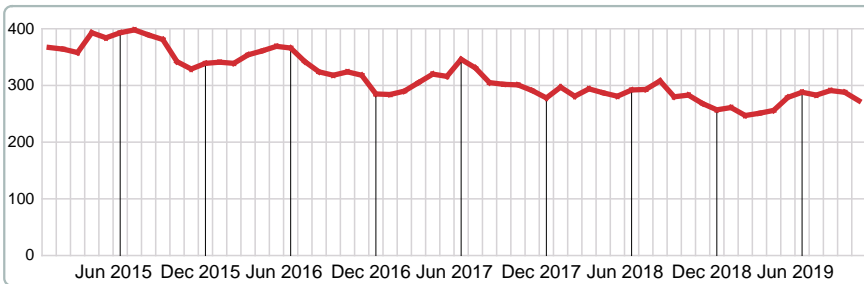
END OF OCTOBER



ACTIVE DURING OCTOBER

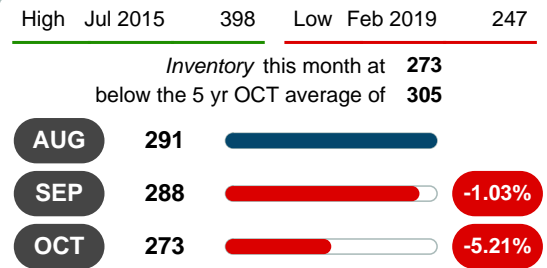


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 305



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	14	5.13%	97.0	8	5	1	0
\$50,001 - \$100,000	46	16.85%	81.7	20	24	1	1
\$100,001 - \$125,000	20	7.33%	59.9	4	13	2	1
\$125,001 - \$200,000	83	30.40%	78.3	8	54	18	3
\$200,001 - \$300,000	49	17.95%	80.5	3	25	16	5
\$300,001 - \$450,000	33	12.09%	76.3	3	18	6	6
\$450,001 and up	28	10.26%	75.1	1	12	9	6
Total Active Inventory by Units	273			47	151	53	22
Total Active Inventory by Volume	67,407,053	100%	78.3	6.19M	34.71M	15.68M	10.83M
Average Active Inventory Listing Price	\$246,912			\$131,598	\$229,886	\$295,800	\$492,350

October 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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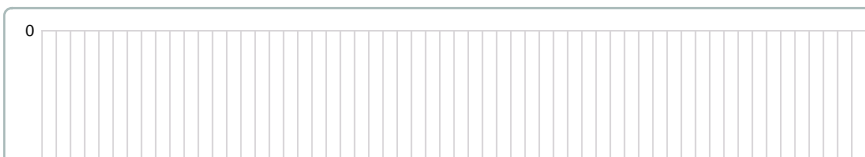
MSI FOR OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
273	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 OCT AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	5.13%	2.40	2.40	2.40	2.40	0.00
\$50,001 - \$100,000	46	16.85%	4.88	5.85	4.65	1.50	6.00
\$100,001 - \$125,000	20	7.33%	4.00	4.36	3.90	2.67	0.00
\$125,001 - \$200,000	83	30.40%	7.60	9.60	6.17	16.62	12.00
\$200,001 - \$300,000	49	17.95%	11.53	9.00	11.54	10.11	30.00
\$300,001 - \$450,000	33	12.09%	19.80	9.00	24.00	12.00	72.00
\$450,001 and up	28	10.26%	336.00	0.00	0.00	0.00	72.00
Market Supply of Inventory (MSI)		7.35		5.13	6.79	10.60	29.33
Total Active Inventory by Units		273	100%	47	151	53	22

October 2019



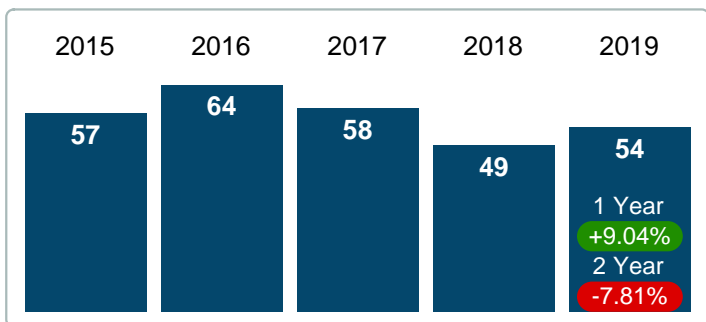
Area Delimited by County Of Cherokee - Residential Property Type



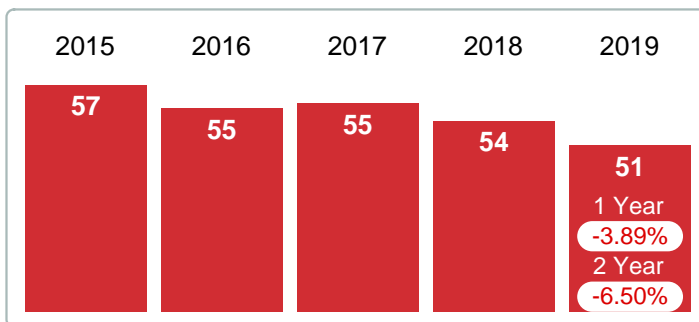
AVERAGE DAYS ON MARKET TO SALE

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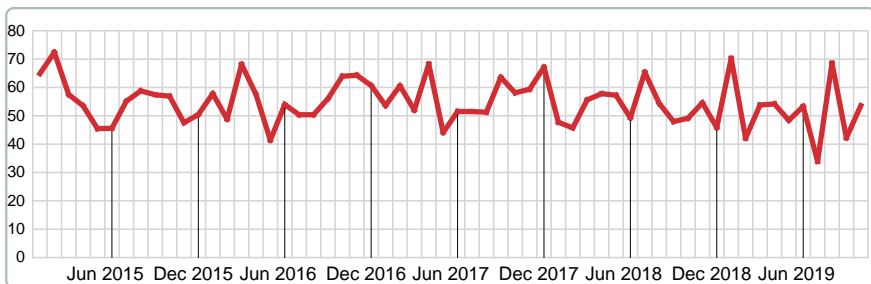
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56

High Feb 2015 72 Low Jul 2019 34

Average Days on Market to Sale this month at 54 below the 5 yr OCT average of 56



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
\$50,000 and less	11.63%	31	34	27	0	0
\$50,001 - \$70,000	4.65%	57	57	0	0	0
\$70,001 - \$100,000	23.26%	41	38	43	0	0
\$100,001 - \$140,000	20.93%	49	88	38	0	0
\$140,001 - \$190,000	16.28%	67	107	65	0	37
\$190,001 - \$210,000	11.63%	76	0	78	70	0
\$210,001 and up	11.63%	66	99	69	13	78
Average Closed DOM		54	58	52	42	58
Total Closed Units	100%	54	13	26	2	2
Total Closed Volume		5,983,069	1.23M	3.75M	459.80K	549.00K

October 2019



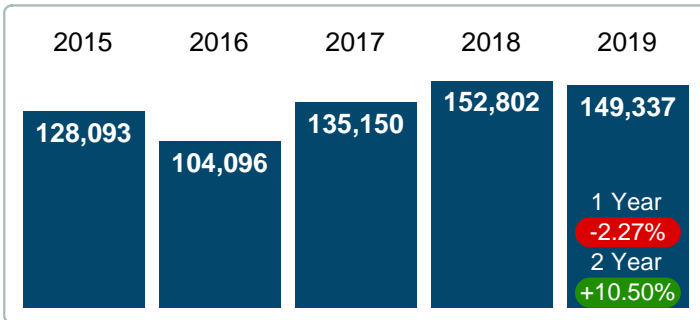
Area Delimited by County Of Cherokee - Residential Property Type



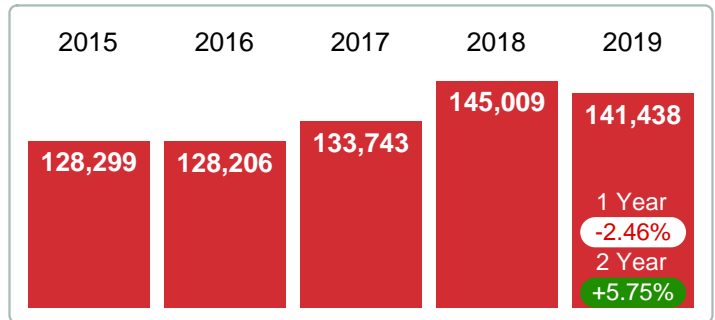
AVERAGE LIST PRICE AT CLOSING

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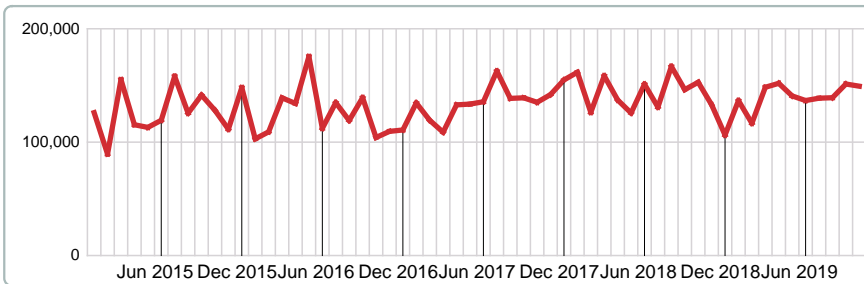
OCTOBER



YEAR TO DATE (YTD)

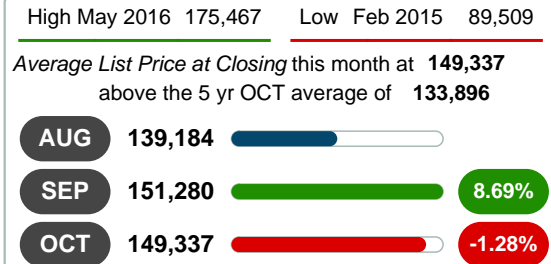


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 133,896



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
\$50,000 and less 4	9.30%	32,575	42,933	28,200	0	0
\$50,001 - \$70,000 2	4.65%	59,950	87,500	0	0	0
\$70,001 - \$100,000 7	16.28%	88,914	89,725	98,900	0	0
\$100,001 - \$140,000 12	27.91%	120,175	123,250	128,314	0	0
\$140,001 - \$190,000 8	18.60%	166,613	170,000	166,100	0	199,000
\$190,001 - \$210,000 5	11.63%	200,040	0	197,800	199,900	0
\$210,001 and up 5	11.63%	354,740	214,900	454,500	259,900	389,900
Average List Price		149,337	99,546	156,873	229,900	294,450
Total Closed Units		43	13	26	2	2
Total Closed Volume		6,421,500	1.29M	4.08M	459.80K	588.90K

October 2019



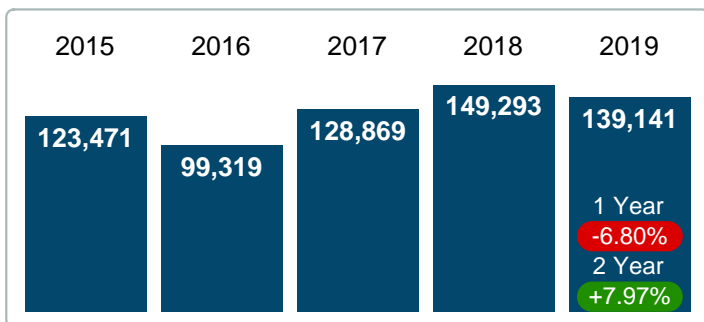
Area Delimited by County Of Cherokee - Residential Property Type



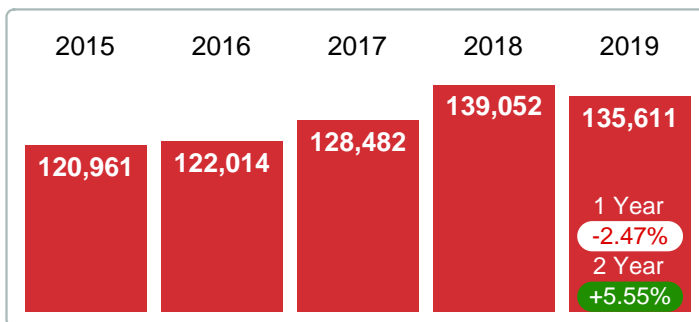
AVERAGE SOLD PRICE AT CLOSING

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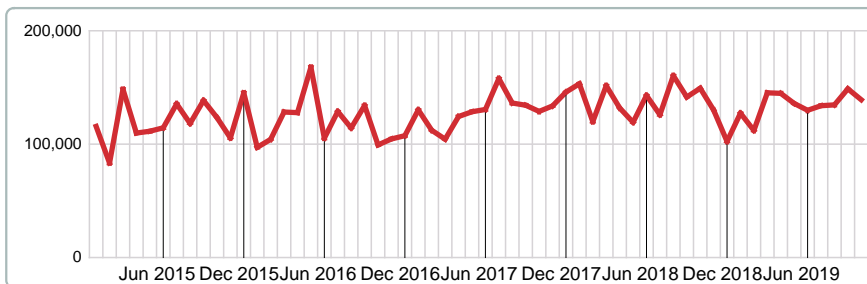
OCTOBER



YEAR TO DATE (YTD)

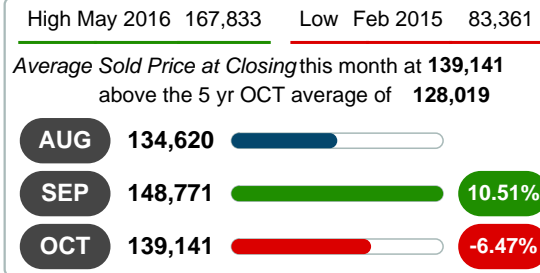


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128,019



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
\$50,000 and less	5	11.63%	34,354	40,333	25,384	0	0
\$50,001 - \$70,000	2	4.65%	66,250	66,250	0	0	0
\$70,001 - \$100,000	10	23.26%	87,050	87,375	86,833	0	0
\$100,001 - \$140,000	9	20.93%	120,822	121,250	120,700	0	0
\$140,001 - \$190,000	7	16.28%	163,814	165,000	158,540	0	189,000
\$190,001 - \$210,000	5	11.63%	199,160	0	198,975	199,900	0
\$210,001 and up	5	11.63%	315,680	216,000	371,250	259,900	360,000
Average Sold Price			139,141	94,346	144,145	229,900	274,500
Total Closed Units		100%	139,141	13	26	2	2
Total Closed Volume			5,983,069	1.23M	3.75M	459.80K	549.00K

October 2019



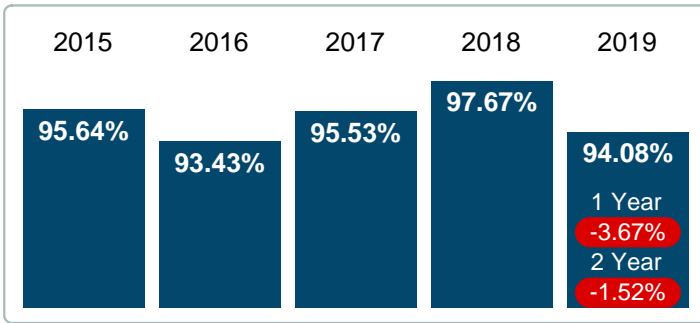
Area Delimited by County Of Cherokee - Residential Property Type



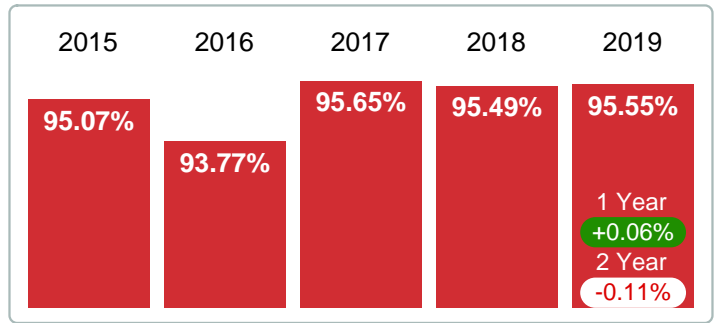
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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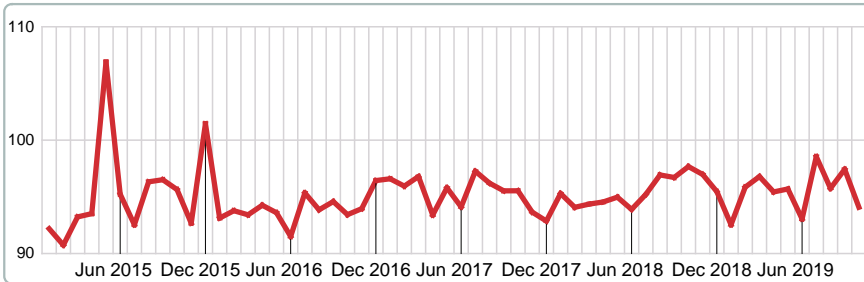
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

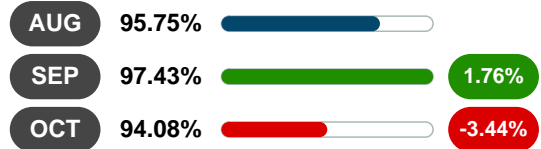


3 MONTHS

5 year OCT AVG = 95.27%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **94.08%**
below the 5 yr OCT average of **95.27%**



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
\$50,000 and less	5	11.63%	94.10%	95.01%	92.74%	0.00%	0.00%
\$50,001 - \$70,000	2	4.65%	79.90%	79.90%	0.00%	0.00%	0.00%
\$70,001 - \$100,000	10	23.26%	92.29%	97.61%	88.74%	0.00%	0.00%
\$100,001 - \$140,000	9	20.93%	95.14%	98.45%	94.19%	0.00%	0.00%
\$140,001 - \$190,000	7	16.28%	95.73%	97.06%	95.62%	0.00%	94.97%
\$190,001 - \$210,000	5	11.63%	100.58%	0.00%	100.73%	100.00%	0.00%
\$210,001 and up	5	11.63%	92.59%	100.51%	85.06%	100.00%	92.33%
Average Sold/List Ratio		94.10%		94.59%	93.40%	100.00%	93.65%
Total Closed Units		43	100%	13	26	2	2
Total Closed Volume		5,983,069		1.23M	3.75M	459.80K	549.00K

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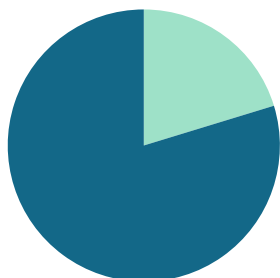
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

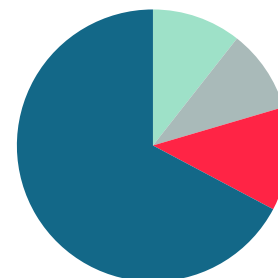


Inventory
 New Listings
73 = 20.28%
 Start Inventory
287
 Total Inventory Units
360
 Volume
\$87,406,950

Market Activity

Closed Sales
43 = 10.59%
 Pending Sales
40 = 9.85%
 Other Off Market
50 = 12.32%
 Active Inventory
273 = 67.24%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	51	43	-15.69%	443	363	-18.06%
Pending Sales	45	40	-11.11%	477	392	-17.82%
New Listings	83	73	-12.05%	876	816	-6.85%
Average List Price	152,802	149,337	-2.27%	145,009	141,438	-2.46%
Average Sale Price	149,293	139,141	-6.80%	139,052	135,611	-2.47%
Average Percent of Selling Price to List Price	97.67%	94.08%	-3.67%	95.49%	95.55%	0.06%
Average Days on Market to Sale	49.14	53.58	9.04%	53.56	51.48	-3.89%
Monthly Inventory	282	273	-3.19%	282	273	-3.19%
Months Supply of Inventory	6.34	7.35	15.91%	6.34	7.35	15.91%

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

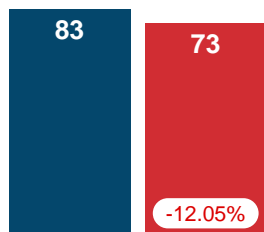
Inventory on October 31, 2019 = **273**

2018 **2019**

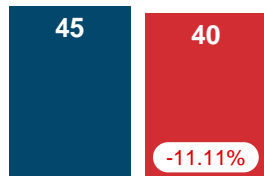
OCTOBER MARKET

AVERAGE PRICES

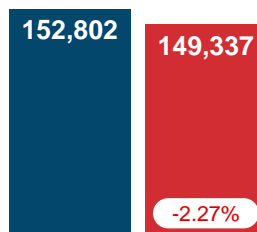
New Listings



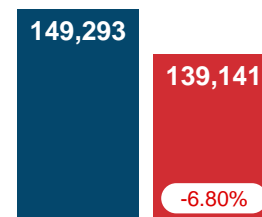
Pending Listings



List Price



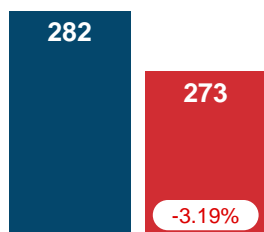
Sale Price



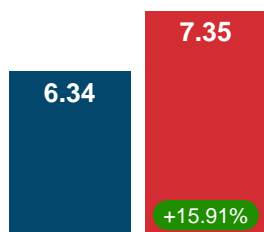
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

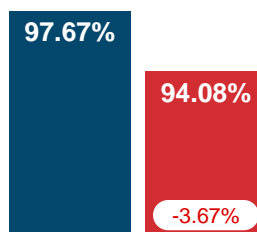
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

