

October 2019



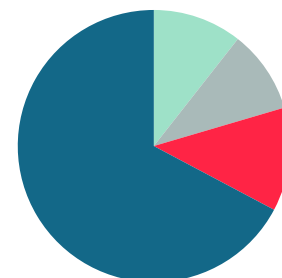
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	120,000	129,900	8.25%
Median Sale Price	116,000	125,000	7.76%
Median Percent of Selling Price to List Price	98.39%	96.15%	-2.27%
Median Days on Market to Sale	30.00	38.00	26.67%
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.

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 **7.76%** in October 2019 to \$125,000 versus the previous year at \$116,000.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 8.00 days or **26.67%** in October 2019 compared to last year's same month at **30.00** DOM.

Sales Success for October 2019 is Positive

Overall, with Median Prices going up 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 Monthly 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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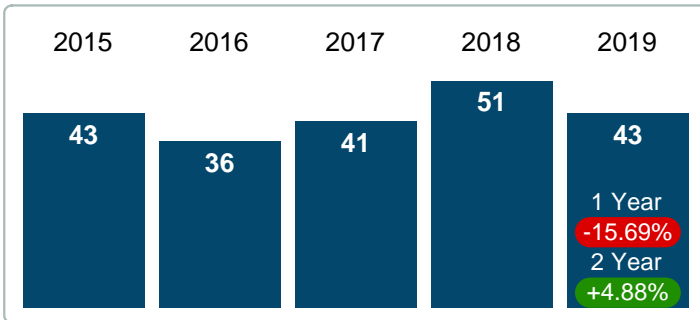
Area Delimited by County Of Cherokee - Residential Property Type



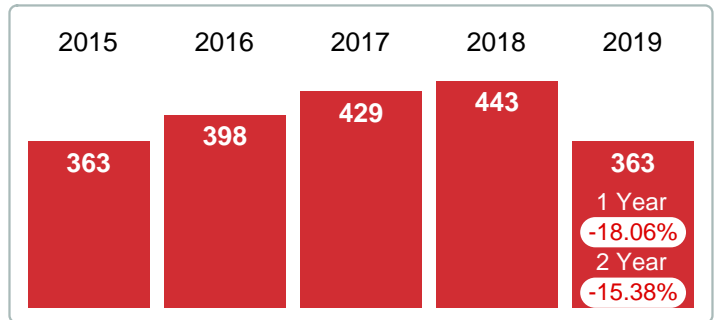
CLOSED LISTINGS

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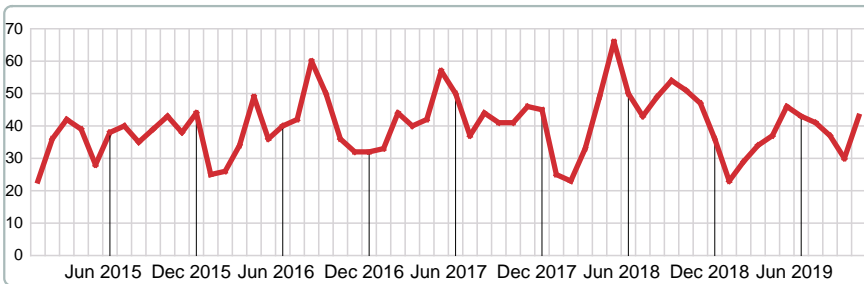
OCTOBER



YEAR TO DATE (YTD)

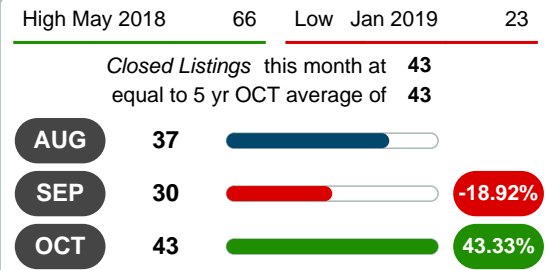


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	11.63%	27.0	3	2	0	0
\$50,001 - \$70,000	2	4.65%	57.0	2	0	0	0
\$70,001 - \$100,000	10	23.26%	38.5	4	6	0	0
\$100,001 - \$140,000	9	20.93%	32.0	2	7	0	0
\$140,001 - \$190,000	7	16.28%	61.0	1	5	0	1
\$190,001 - \$210,000	5	11.63%	69.0	0	4	1	0
\$210,001 and up	5	11.63%	78.0	1	2	1	1
Total Closed Units	43			13	26	2	2
Total Closed Volume	5,983,069	100%	38.0	1.23M	3.75M	459.80K	549.00K
Median Closed Price	\$125,000			\$79,000	\$129,950	\$229,900	\$274,500

October 2019



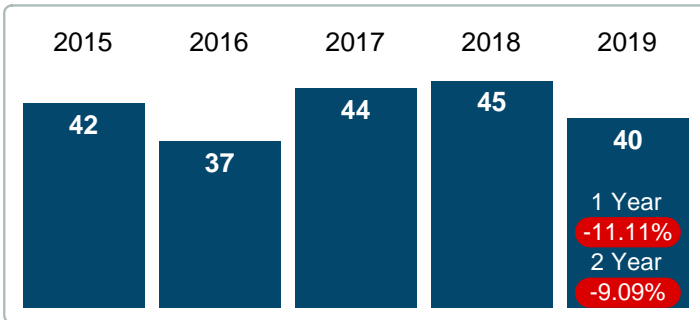
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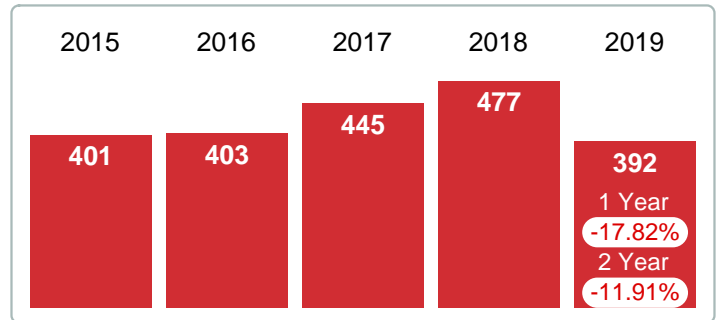
PENDING LISTINGS

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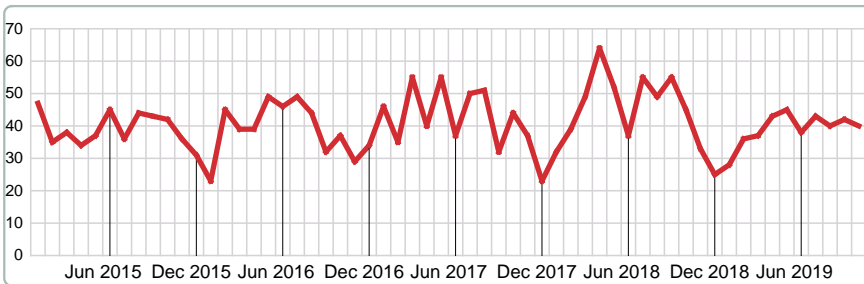
OCTOBER



YEAR TO DATE (YTD)

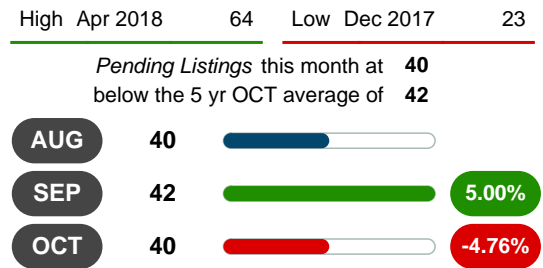


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	10.00%	77.0	1	2	1	0
\$50,001 - \$100,000	4	10.00%	40.5	1	3	0	0
\$100,001 - \$150,000	7	17.50%	24.0	1	6	0	0
\$150,001 - \$175,000	4	10.00%	56.5	0	4	0	0
\$175,001 - \$225,000	12	30.00%	52.5	2	8	2	0
\$225,001 - \$325,000	4	10.00%	36.5	0	3	1	0
\$325,001 and up	5	12.50%	14.0	0	3	0	2
Total Pending Units	40			5	29	4	2
Total Pending Volume	7,208,899	100%	38.5	644.80K	5.11M	752.80K	696.70K
Median Listing Price	\$179,900			\$138,000	\$166,900	\$196,450	\$348,350

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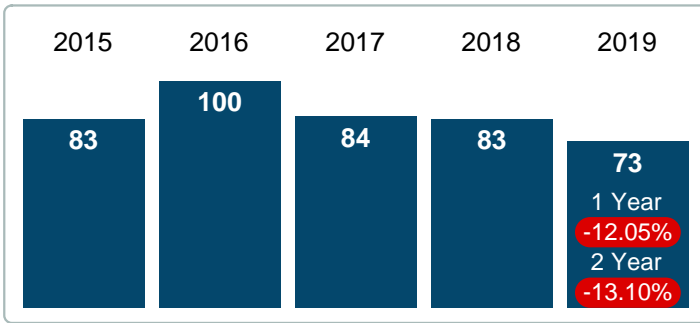
Area Delimited by County Of Cherokee - Residential Property Type



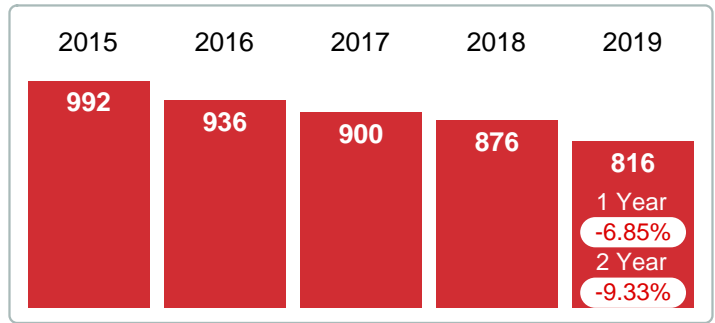
NEW LISTINGS

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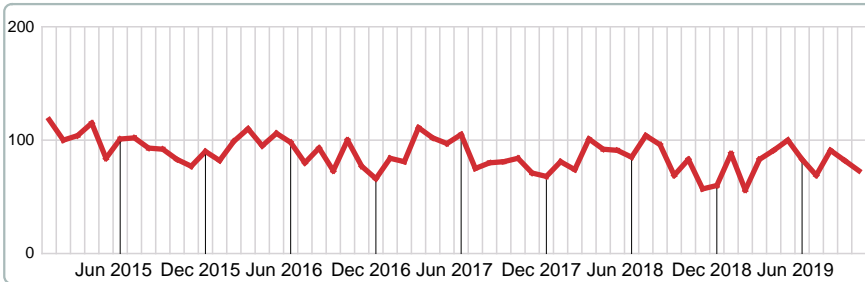
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

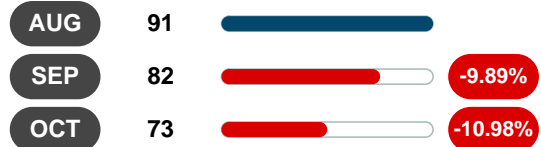


3 MONTHS

5 year OCT AVG = 85

High Jan 2015 118 Low Feb 2019 56

New Listings this month at 73
below the 5 yr OCT average of 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
Median New Listed Listing Price	\$187,900		\$92,700	\$191,400	\$198,900	\$253,450

October 2019



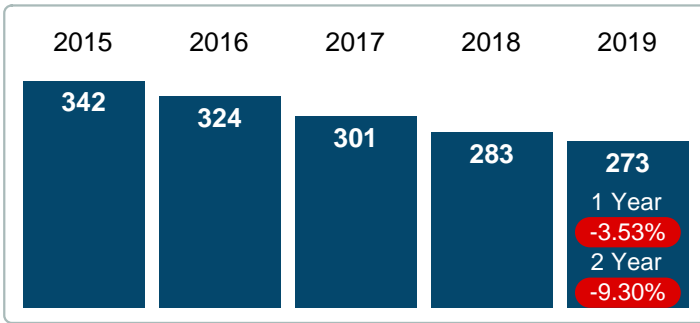
Area Delimited by County Of Cherokee - Residential Property Type



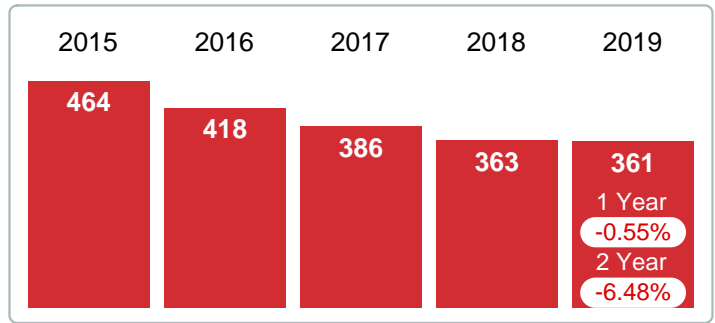
ACTIVE INVENTORY

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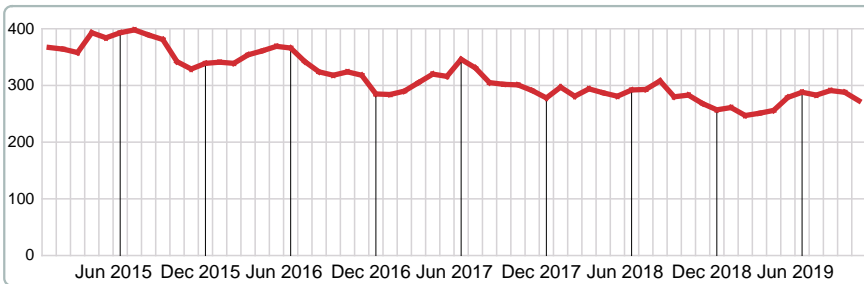
END OF OCTOBER



ACTIVE DURING OCTOBER

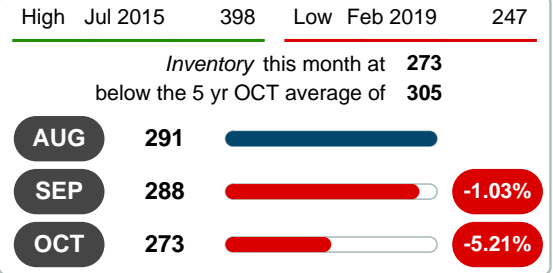


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 305



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	5.13%	106.0	8	5	1	0
\$50,001 - \$100,000	46	16.85%	76.0	20	24	1	1
\$100,001 - \$125,000	20	7.33%	47.0	4	13	2	1
\$125,001 - \$200,000	83	30.40%	68.0	8	54	18	3
\$200,001 - \$300,000	49	17.95%	66.0	3	25	16	5
\$300,001 - \$450,000	33	12.09%	76.0	3	18	6	6
\$450,001 and up	28	10.26%	64.0	1	12	9	6
Total Active Inventory by Units	273			47	151	53	22
Total Active Inventory by Volume	67,407,053	100%	68.0	6.19M	34.71M	15.68M	10.83M
Median Active Inventory Listing Price	\$179,900			\$89,900	\$178,500	\$218,900	\$331,000

October 2019



Area Delimited by County Of Cherokee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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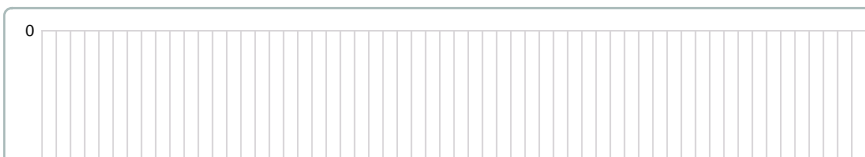
MSI FOR OCTOBER

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%	7.35	47	151	53	22	

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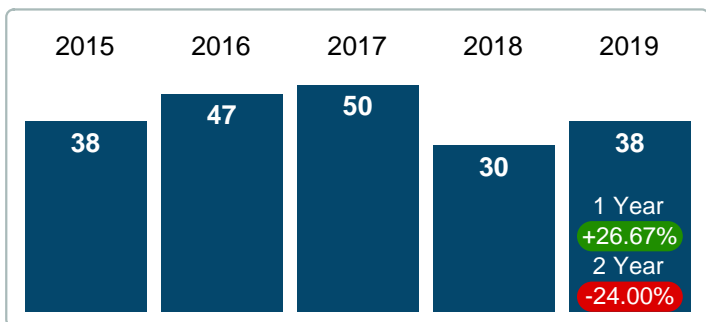
Area Delimited by County Of Cherokee - Residential Property Type



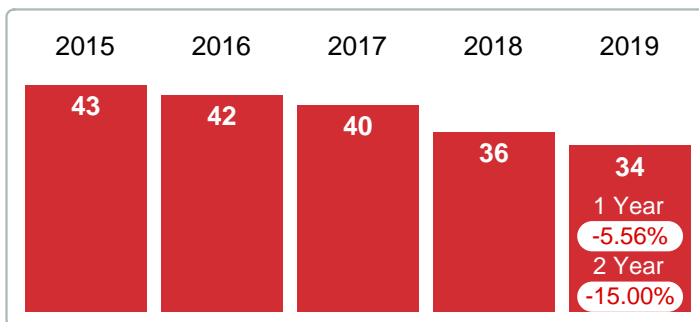
MEDIAN DAYS ON MARKET TO SALE

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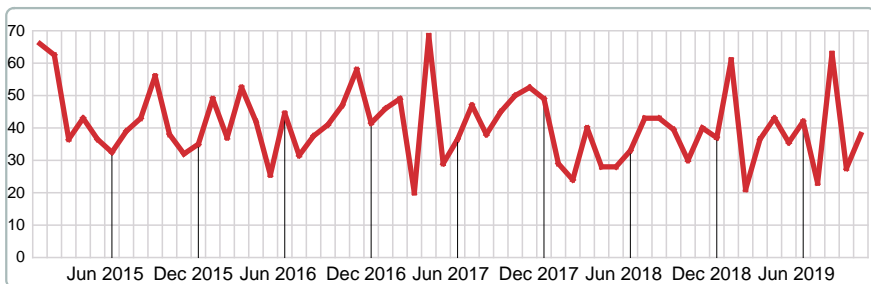
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 41

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 38 below the 5 yr OCT average of 41



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
\$50,000 and less	11.63%	27	27	27	0	0
\$50,001 - \$70,000	4.65%	57	57	0	0	0
\$70,001 - \$100,000	23.26%	39	32	39	0	0
\$100,001 - \$140,000	20.93%	32	88	32	0	0
\$140,001 - \$190,000	16.28%	61	107	61	0	37
\$190,001 - \$210,000	11.63%	69	0	61	70	0
\$210,001 and up	11.63%	78	99	69	13	78
Median Closed DOM		38	48	36	42	58
Total Closed Units	100%	43	13	26	2	2
Total Closed Volume		5,983,069	1.23M	3.75M	459.80K	549.00K

October 2019



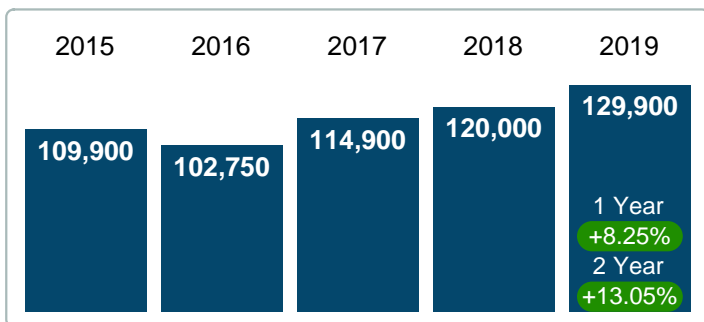
Area Delimited by County Of Cherokee - Residential Property Type



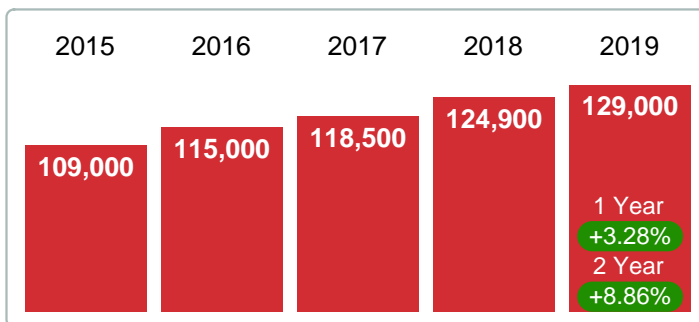
MEDIAN LIST PRICE AT CLOSING

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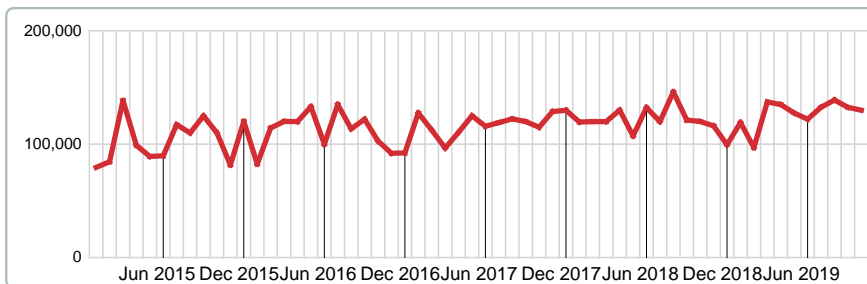
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

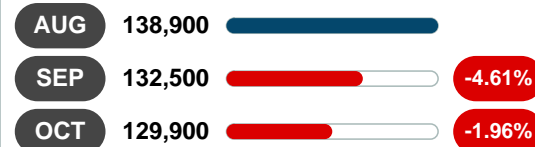


3 MONTHS

5 year OCT AVG = 115,490

High Aug 2018 146,000 Low Jan 2015 79,500

Median List Price at Closing this month at **129,900**
above the 5 yr OCT average of **115,490**



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
\$50,000 and less	9.30%	28,200	36,950	28,200	0	0
\$50,001 - \$70,000	4.65%	59,950	59,950	0	0	0
\$70,001 - \$100,000	16.28%	89,000	91,950	87,500	0	0
\$100,001 - \$140,000	27.91%	116,700	117,500	115,900	0	0
\$140,001 - \$190,000	18.60%	164,200	170,000	158,400	0	0
\$190,001 - \$210,000	11.63%	199,400	0	199,400	199,900	199,000
\$210,001 and up	11.63%	319,000	214,900	454,500	259,900	389,900
Median List Price		129,900	94,900	137,450	229,900	294,450
Total Closed Units	100%	129,900	13	26	2	2
Total Closed Volume		6,421,500	1.29M	4.08M	459.80K	588.90K

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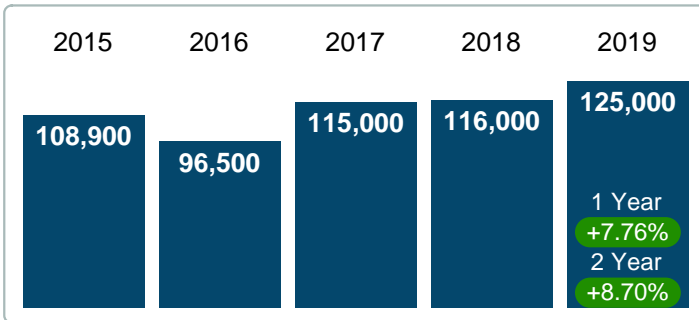
Area Delimited by County Of Cherokee - Residential Property Type



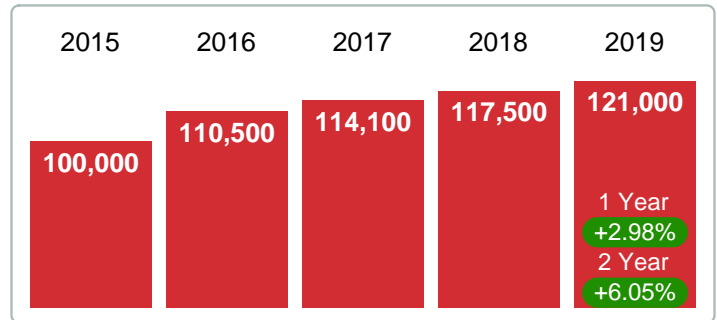
MEDIAN SOLD PRICE AT CLOSING

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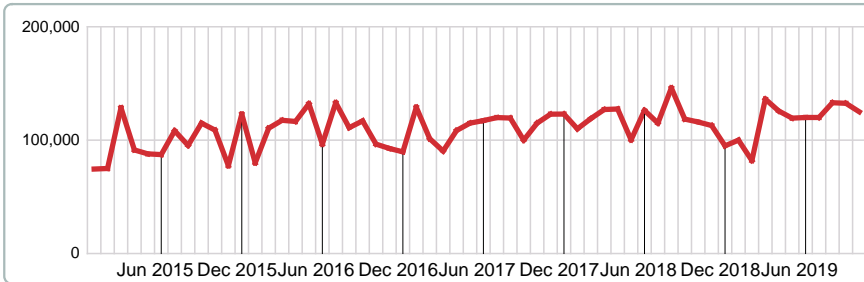
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

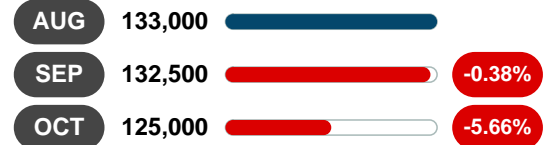


3 MONTHS

5 year OCT AVG = 112,280

High Aug 2018 146,000 Low Jan 2015 74,500

Median Sold Price at Closing this month at **125,000** above the 5 yr OCT average of **112,280**



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
\$50,000 and less	5	11.63%	35,768	45,000	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%	86,500	85,750	86,500	0	0
\$100,001 - \$140,000	9	20.93%	125,000	121,250	128,000	0	0
\$140,001 - \$190,000	7	16.28%	159,300	165,000	150,000	0	189,000
\$190,001 - \$210,000	5	11.63%	199,900	0	198,950	199,900	0
\$210,001 and up	5	11.63%	307,500	216,000	371,250	259,900	360,000
Median Sold Price			125,000	79,000	129,950	229,900	274,500
Total Closed Units		100%	43	13	26	2	2
Total Closed Volume			5,983,069	1.23M	3.75M	459.80K	549.00K

October 2019



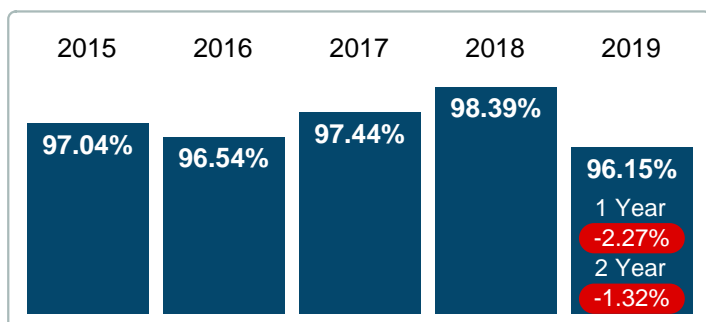
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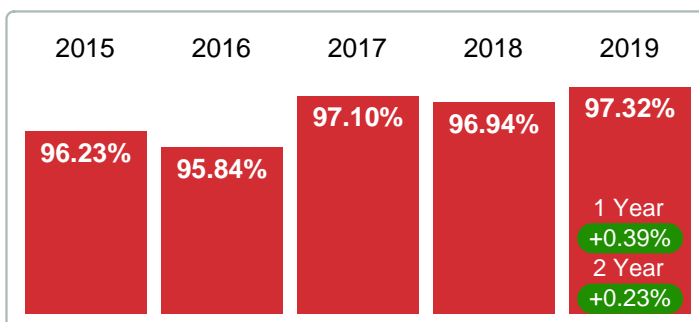
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

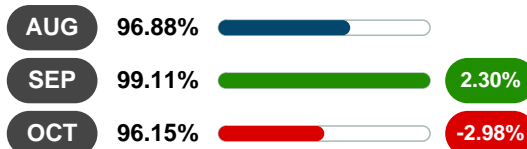


3 MONTHS

5 year OCT AVG = 97.11%

High Sep 2019 99.11% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **96.15%**
below the 5 yr OCT average of **97.11%**



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
\$50,000 and less	5	11.63%	93.95%	93.95%	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%	92.86%	98.74%	87.00%	0.00%	0.00%
\$100,001 - \$140,000	9	20.93%	95.54%	98.45%	94.81%	0.00%	0.00%
\$140,001 - \$190,000	7	16.28%	97.06%	97.06%	97.42%	0.00%	94.97%
\$190,001 - \$210,000	5	11.63%	102.16%	0.00%	102.23%	100.00%	0.00%
\$210,001 and up	5	11.63%	96.39%	100.51%	85.06%	100.00%	92.33%
Median Sold/List Ratio		96.15%		97.06%	94.78%	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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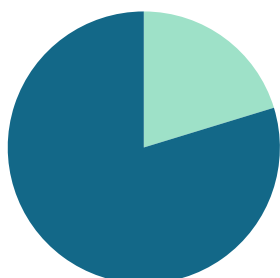
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

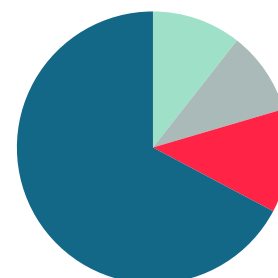


Inventory
 New Listings
73 = 20.28%
 Start Inventory
287
 Total Inventory Units
360
 Volume
\$87,406,950

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%
Median List Price	120,000	129,900	8.25%	124,900	129,000	3.28%
Median Sale Price	116,000	125,000	7.76%	117,500	121,000	2.98%
Median Percent of Selling Price to List Price	98.39%	96.15%	-2.27%	96.94%	97.32%	0.39%
Median Days on Market to Sale	30.00	38.00	26.67%	36.00	34.00	-5.56%
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

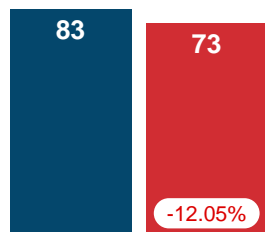
Inventory on October 31, 2019 = **273**

2018 **2019**

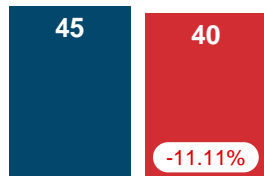
OCTOBER MARKET

MEDIAN PRICES

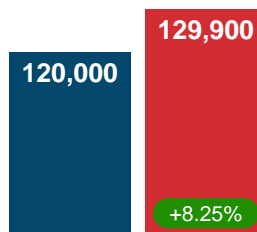
New Listings



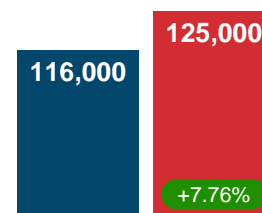
Pending Listings



List Price



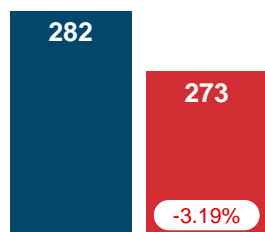
Sale Price



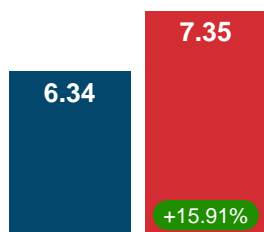
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

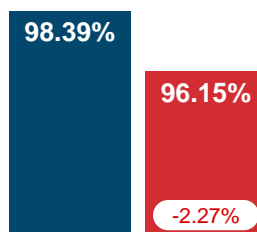
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

