

September 2019



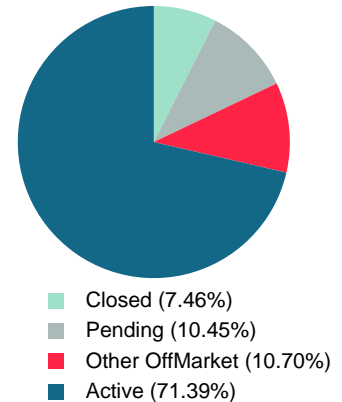
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	54	30	-44.44%
Pending Listings	55	42	-23.64%
New Listings	69	82	18.84%
Average List Price	146,303	151,280	3.40%
Average Sale Price	141,557	148,771	5.10%
Average Percent of Selling Price to List Price	96.71%	97.43%	0.74%
Average Days on Market to Sale	47.98	42.23	-11.98%
End of Month Inventory	279	287	2.87%
Months Supply of Inventory	6.39	7.59	18.73%



Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of September 30, 2019 = **287**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2019 rose **2.87%** to 287 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **7.59** 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 **5.10%** in September 2019 to \$148,771 versus the previous year at \$141,557.

Average Days on Market Shortens

The average number of **42.23** days that homes spent on the market before selling decreased by 5.75 days or **11.98%** in September 2019 compared to last year's same month at **47.98** DOM.

Sales Success for September 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 82 New Listings in September 2019, up **18.84%** from last year at 69. Furthermore, there were 30 Closed Listings this month versus last year at 54, a **-44.44%** decrease.

Closed versus Listed trends yielded a **36.6%** ratio, down from previous year's, September 2018, at **78.3%**, a **53.25%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

September 2019



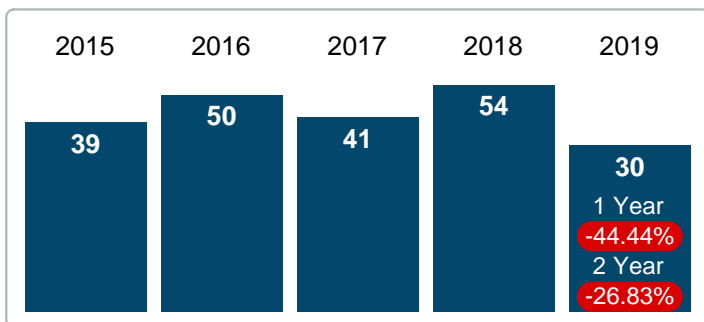
Area Delimited by County Of Cherokee - Residential Property Type



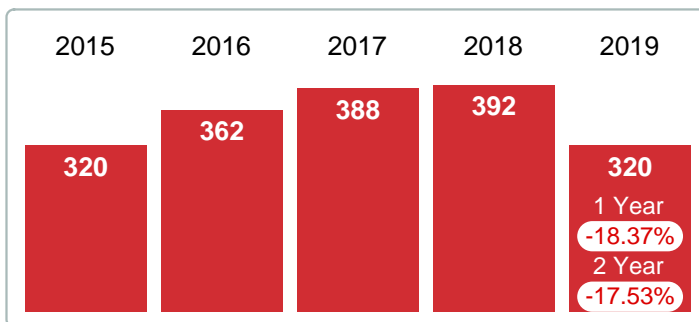
CLOSED LISTINGS

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

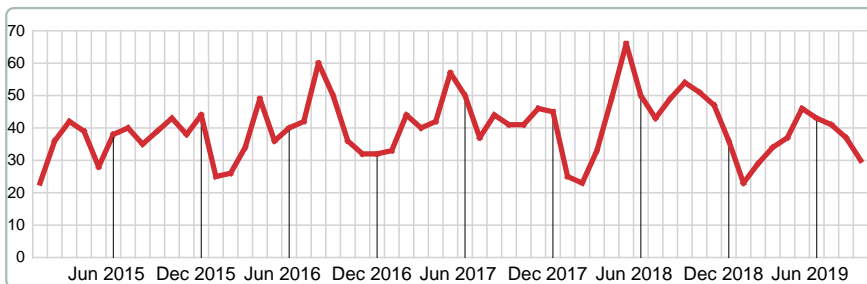
SEPTEMBER



YEAR TO DATE (YTD)

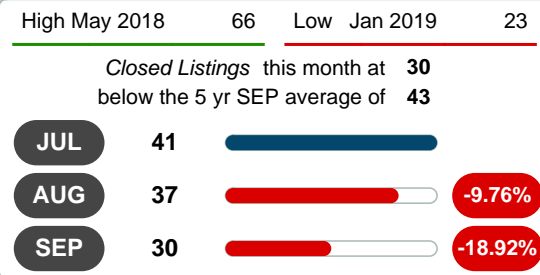


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$40,000 and less	3	10.00%	60.3	2	1	0	0
\$40,001 - \$60,000	3	10.00%	23.3	0	3	0	0
\$60,001 - \$100,000	6	20.00%	44.8	1	3	2	0
\$100,001 - \$150,000	7	23.33%	70.9	1	4	2	0
\$150,001 - \$200,000	4	13.33%	32.8	1	2	1	0
\$200,001 - \$300,000	4	13.33%	20.0	0	1	3	0
\$300,001 and up	3	10.00%	13.3	0	1	1	1
Total Closed Units	30			5	15	9	1
Total Closed Volume	4,463,138	100%	42.2	457.70K	1.79M	1.68M	536.00K
Average Closed Price	\$148,771			\$91,540	\$119,563	\$186,222	\$536,000

September 2019



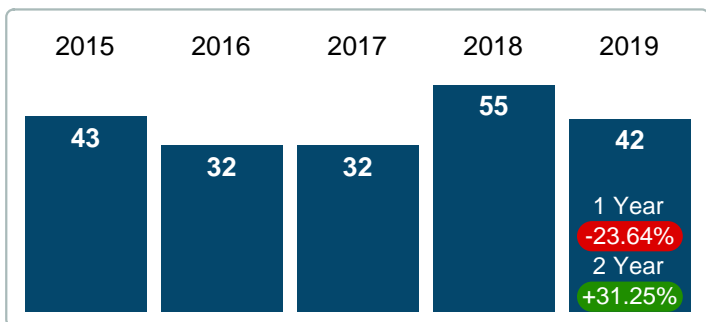
Area Delimited by County Of Cherokee - Residential Property Type



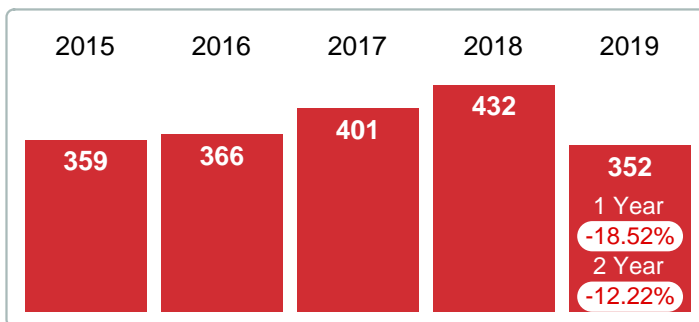
PENDING LISTINGS

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

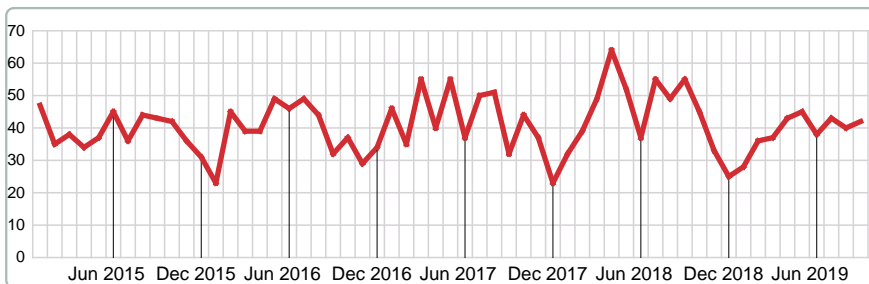
SEPTEMBER



YEAR TO DATE (YTD)

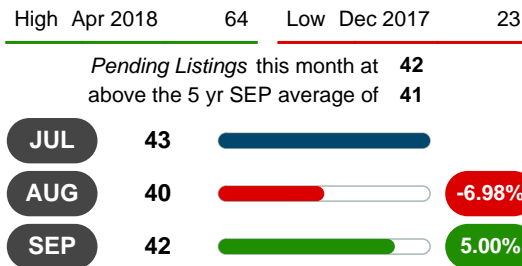


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	7.14%	54.0	2	1	0	0
\$40,001 - \$80,000	4	9.52%	25.8	3	1	0	0
\$80,001 - \$100,000	8	19.05%	60.1	0	7	1	0
\$100,001 - \$150,000	11	26.19%	51.7	1	9	1	0
\$150,001 - \$170,000	5	11.90%	62.8	2	3	0	0
\$170,001 - \$200,000	6	14.29%	61.8	0	4	2	0
\$200,001 and up	5	11.90%	56.6	1	1	2	1
Total Pending Units	42			9	26	6	1
Total Pending Volume	5,629,479	100%	54.4	851.70K	3.27M	1.26M	249.90K
Average Listing Price	\$134,035			\$94,633	\$125,649	\$210,167	\$249,900

September 2019



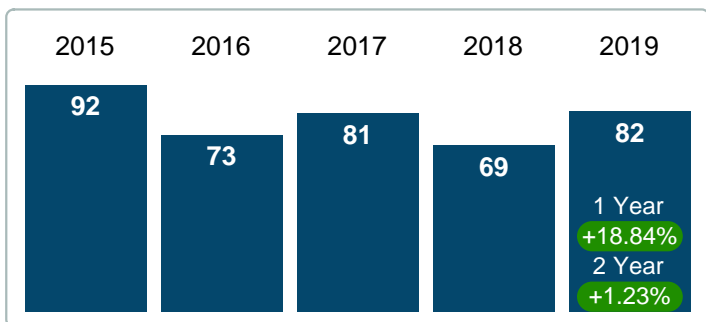
Area Delimited by County Of Cherokee - Residential Property Type



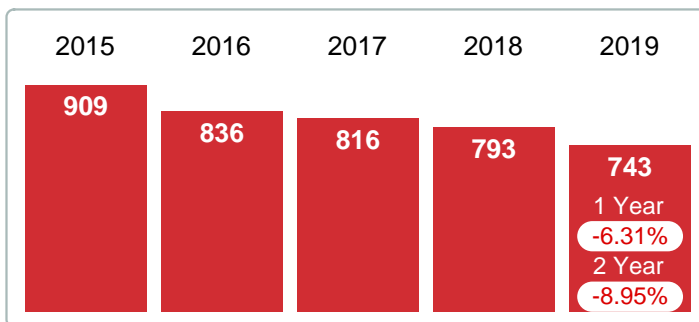
NEW LISTINGS

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

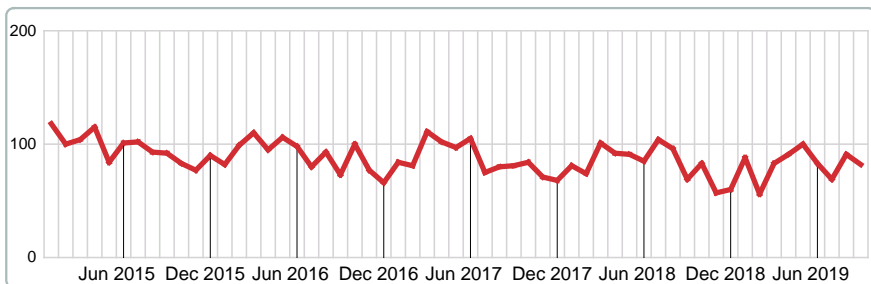
SEPTEMBER



YEAR TO DATE (YTD)

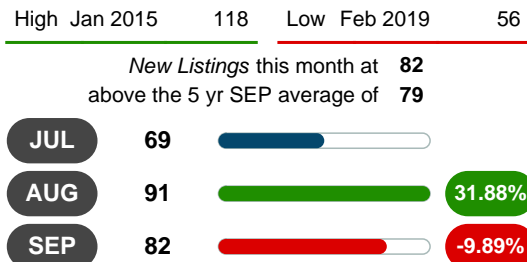


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 79



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	3.66%	1	2	0	0
\$50,001 - \$100,000	13	15.85%	6	6	1	0
\$100,001 - \$125,000	12	14.63%	1	10	0	1
\$125,001 - \$225,000	24	29.27%	7	14	3	0
\$225,001 - \$275,000	10	12.20%	0	6	3	1
\$275,001 - \$325,000	5	6.10%	0	4	0	1
\$325,001 and up	15	18.29%	0	6	4	5
Total New Listed Units	82		15	48	11	8
Total New Listed Volume	18,235,549	100%	1.70M	9.28M	3.58M	3.67M
Average New Listed Listing Price	\$175,779		\$113,360	\$193,349	\$325,445	\$459,313

September 2019



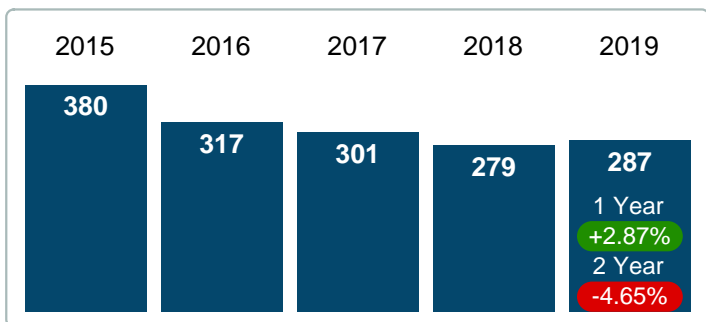
Area Delimited by County Of Cherokee - Residential Property Type



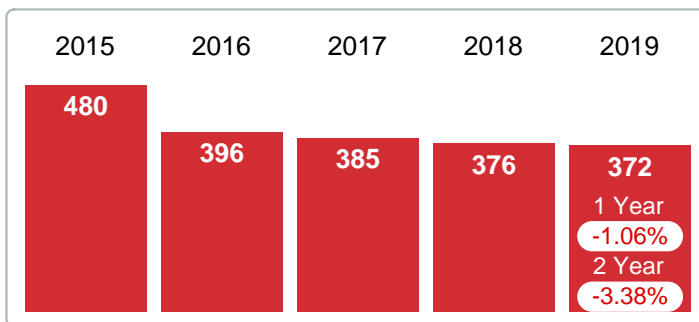
ACTIVE INVENTORY

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

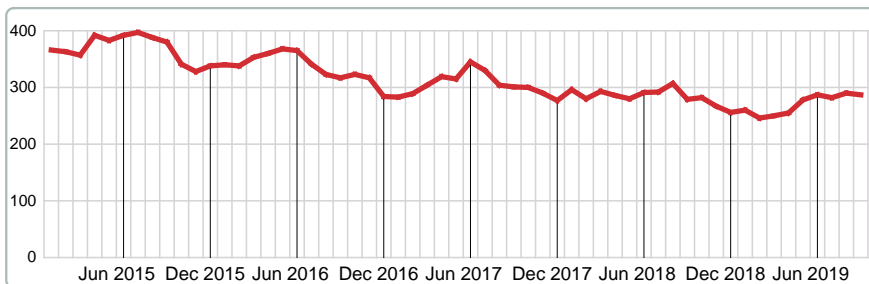
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

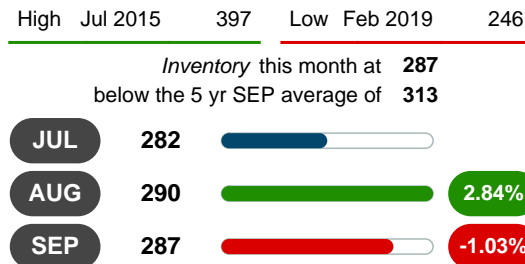


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 313



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	16	5.57%	84.5	8	7	1	0
\$50,001 - \$75,000	25	8.71%	73.5	12	13	0	0
\$75,001 - \$125,000	52	18.12%	84.3	16	33	2	1
\$125,001 - \$200,000	82	28.57%	74.3	8	56	15	3
\$200,001 - \$275,000	41	14.29%	80.8	2	22	14	3
\$275,001 - \$450,000	42	14.63%	75.9	2	21	9	10
\$450,001 and up	29	10.10%	77.6	2	11	10	6
Total Active Inventory by Units	287			50	163	51	23
Total Active Inventory by Volume	70,247,053	100%	78.1	6.50M	36.64M	15.63M	11.48M
Average Active Inventory Listing Price	\$244,763			\$129,924	\$224,757	\$306,548	\$499,196

September 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 SEPTEMBER

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

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
287	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	5.57%	2.70	2.29	3.50	2.40	0.00
\$50,001 - \$75,000	25	8.71%	5.26	7.58	4.88	0.00	0.00
\$75,001 - \$125,000	52	18.12%	5.07	6.19	5.21	1.60	12.00
\$125,001 - \$200,000	82	28.57%	7.57	10.67	6.46	12.00	18.00
\$200,001 - \$275,000	41	14.29%	12.00	12.00	12.57	9.88	36.00
\$275,001 - \$450,000	42	14.63%	16.80	4.00	21.00	9.82	120.00
\$450,001 and up	29	10.10%	174.00	0.00	132.00	0.00	72.00
Market Supply of Inventory (MSI)			7.59	5.50	7.24	9.00	39.43
Total Active Inventory by Units		100%	7.59	50	163	51	23

September 2019



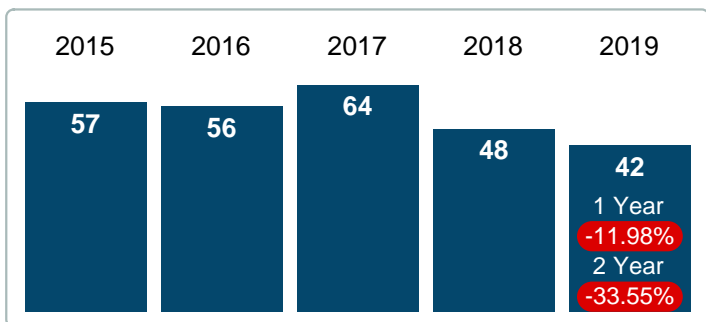
Area Delimited by County Of Cherokee - Residential Property Type



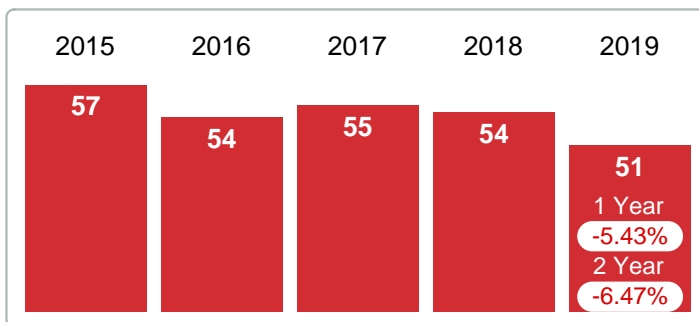
AVERAGE DAYS ON MARKET TO SALE

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

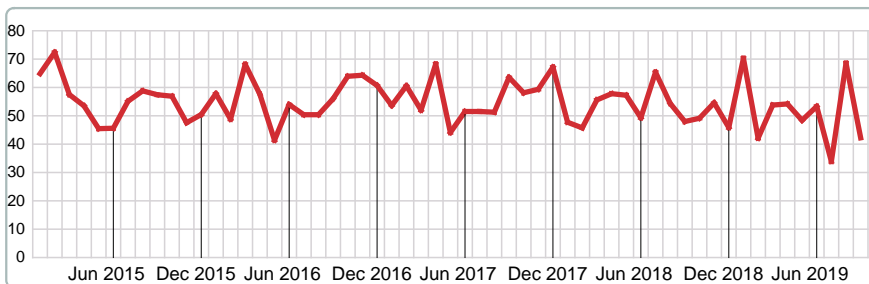
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

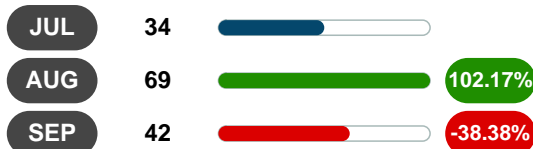


3 MONTHS

5 year SEP AVG = 53

High Feb 2015 72 Low Jul 2019 34

Average Days on Market to Sale this month at 42 below the 5 yr SEP average of 53



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	10.00%	60	75	31	0	0
\$40,001 - \$60,000	10.00%	23	0	23	0	0
\$60,001 - \$100,000	20.00%	45	27	28	79	0
\$100,001 - \$150,000	23.33%	71	43	52	123	0
\$150,001 - \$200,000	13.33%	33	2	31	67	0
\$200,001 - \$300,000	13.33%	20	0	11	23	0
\$300,001 and up	10.00%	13	0	31	7	2
Average Closed DOM		42	44	33	61	2
Total Closed Units	100%	42	5	15	9	1
Total Closed Volume		4,463,138	457.70K	1.79M	1.68M	536.00K

September 2019



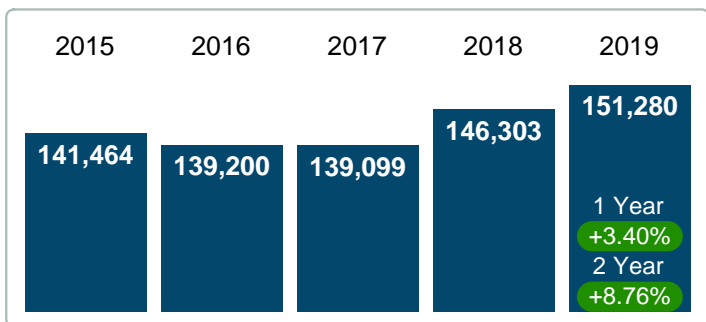
Area Delimited by County Of Cherokee - Residential Property Type



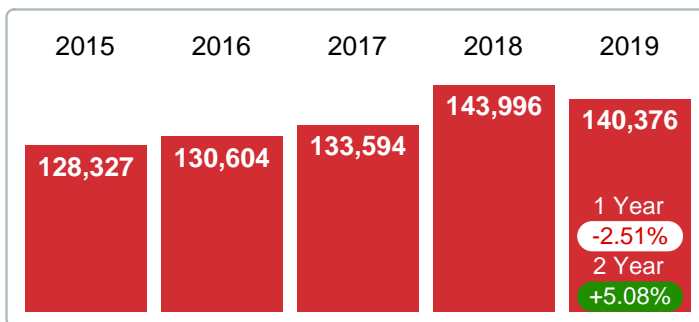
AVERAGE LIST PRICE AT CLOSING

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

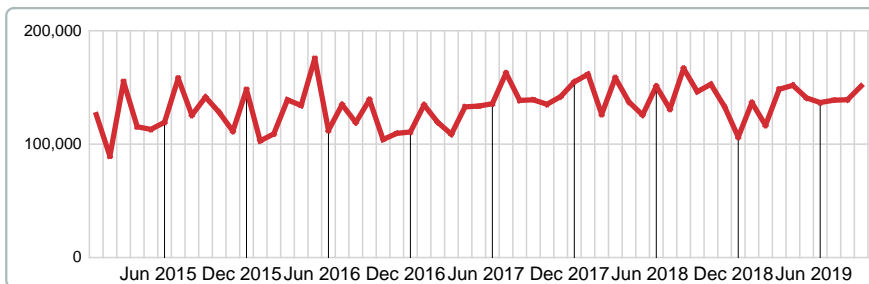
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

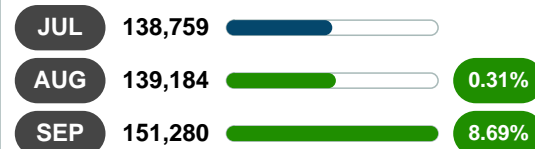


3 MONTHS

5 year SEP AVG = 143,469

High May 2016 175,467 Low Feb 2015 89,509

Average List Price at Closing this month at **151,280**
above the 5 yr SEP average of **143,469**



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	1	3.33%	25,000	0	25,000	0	0
\$25,001 - \$50,000	4	13.33%	40,500	33,550	47,450	0	0
\$50,001 - \$100,000	6	20.00%	79,083	110,000	72,375	92,500	0
\$100,001 - \$150,000	7	23.33%	124,829	130,000	135,950	122,000	0
\$150,001 - \$200,000	4	13.33%	163,475	165,000	167,450	202,900	0
\$200,001 - \$300,000	5	16.67%	238,660	0	209,500	260,300	0
\$300,001 and up	3	10.00%	385,300	0	310,000	309,900	536,000
Average List Price			151,280	94,420	120,507	191,411	536,000
Total Closed Units		100%	151,280	5	15	9	1
Total Closed Volume			4,538,398	472.10K	1.81M	1.72M	536.00K

September 2019



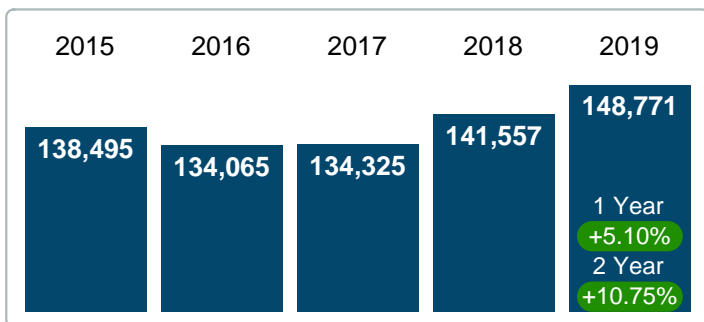
Area Delimited by County Of Cherokee - Residential Property Type



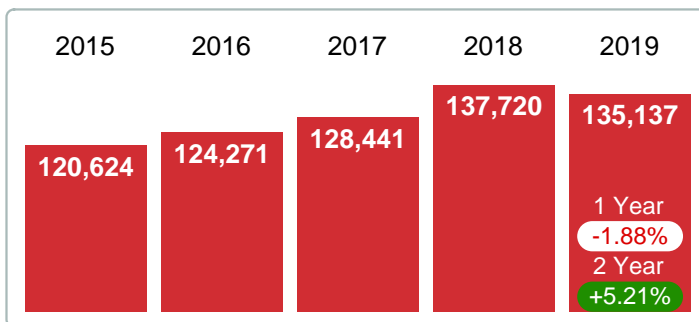
AVERAGE SOLD PRICE AT CLOSING

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

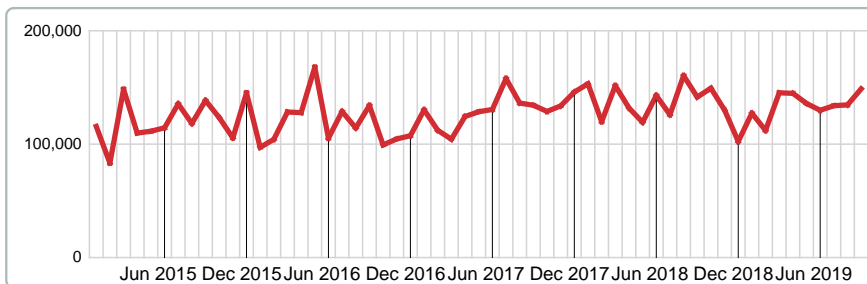
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 139,443

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

Average Sold Price at Closing this month at **148,771**
above the 5 yr SEP average of **139,443**

- JUL** 133,890
- AUG** 134,620 0.55%
- SEP** 148,771 10.51%

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 3	10.00%	26,233	31,350	16,000	0	0
\$40,001 - \$60,000 3	10.00%	48,033	0	48,033	0	0
\$60,001 - \$100,000 6	20.00%	87,653	100,000	82,639	89,000	0
\$100,001 - \$150,000 7	23.33%	129,986	130,000	133,975	122,000	0
\$150,001 - \$200,000 4	13.33%	173,130	165,000	164,760	198,000	0
\$200,001 - \$300,000 4	13.33%	241,000	0	209,000	251,667	0
\$300,001 and up 3	10.00%	382,667	0	311,000	301,000	536,000
Average Sold Price		148,771	91,540	119,563	186,222	536,000
Total Closed Units	100%	148,771	5	15	9	1
Total Closed Volume		4,463,138	457.70K	1.79M	1.68M	536.00K

September 2019



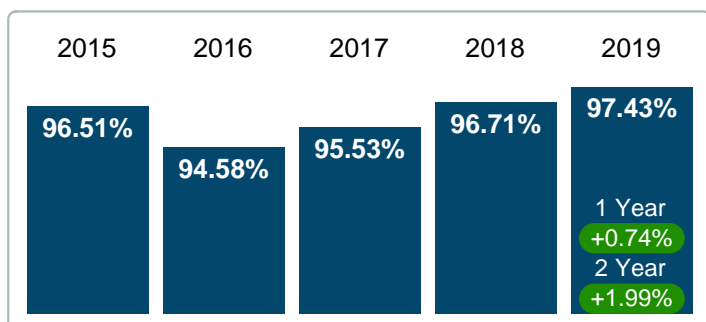
Area Delimited by County Of Cherokee - Residential Property Type



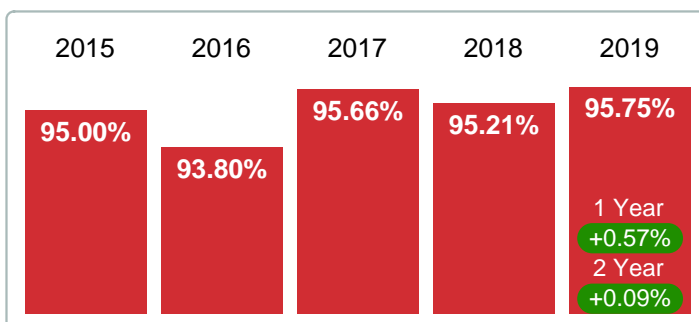
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

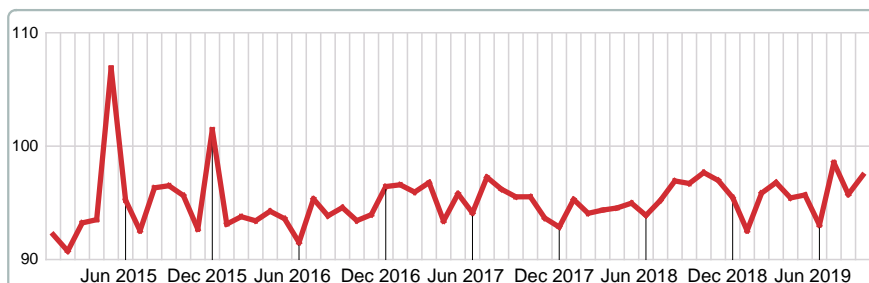
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

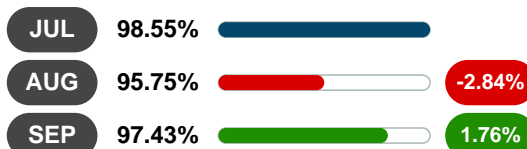


3 MONTHS

5 year SEP AVG = 96.15%

High May 2015 106.89% Low Feb 2015 90.75%

Average Sold/List Ratio this month at **97.43%**
above the 5 yr SEP average of **96.15%**



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	3	10.00%	83.63%	93.44%	64.00%	0.00%	0.00%
\$40,001 - \$60,000	3	10.00%	97.55%	0.00%	97.55%	0.00%	0.00%
\$60,001 - \$100,000	6	20.00%	100.46%	90.91%	106.64%	95.97%	0.00%
\$100,001 - \$150,000	7	23.33%	99.14%	100.00%	98.50%	100.00%	0.00%
\$150,001 - \$200,000	4	13.33%	98.59%	100.00%	98.39%	97.59%	0.00%
\$200,001 - \$300,000	4	13.33%	97.68%	0.00%	99.76%	96.99%	0.00%
\$300,001 and up	3	10.00%	99.15%	0.00%	100.32%	97.13%	100.00%
Average Sold/List Ratio		97.40%		95.56%	97.83%	97.51%	100.00%
Total Closed Units		30	100%	5	15	9	1
Total Closed Volume		4,463,138		457.70K	1.79M	1.68M	536.00K

September 2019



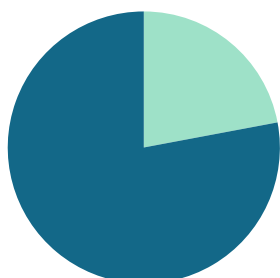
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

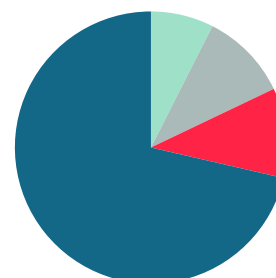


Inventory
 New Listings **82 = 22.04%**
 Start Inventory **290**
 Total Inventory Units **372**
 Volume **\$87,206,331**

Market Activity

Closed Sales **30 = 7.46%**
 Pending Sales **42 = 10.45%**
 Other Off Market **43 = 10.70%**
 Active Inventory **287 = 71.39%**

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	54	30	-44.44%	392	320	-18.37%
Pending Sales	55	42	-23.64%	432	352	-18.52%
New Listings	69	82	18.84%	793	743	-6.31%
Average List Price	146,303	151,280	3.40%	143,996	140,376	-2.51%
Average Sale Price	141,557	148,771	5.10%	137,720	135,137	-1.88%
Average Percent of Selling Price to List Price	96.71%	97.43%	0.74%	95.21%	95.75%	0.57%
Average Days on Market to Sale	47.98	42.23	-11.98%	54.14	51.20	-5.43%
Monthly Inventory	279	287	2.87%	279	287	2.87%
Months Supply of Inventory	6.39	7.59	18.73%	6.39	7.59	18.73%

Absorption: Last 12 months, an Average of **38** Sales/Month

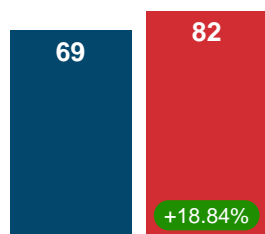
Inventory on September 30, 2019 = **287**

2018 **2019**

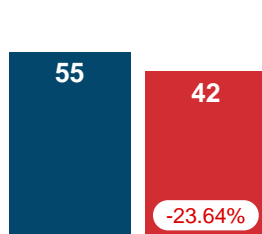
SEPTEMBER MARKET

AVERAGE PRICES

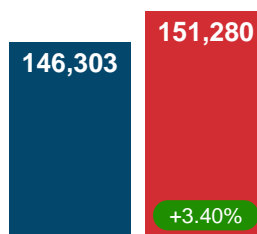
New Listings



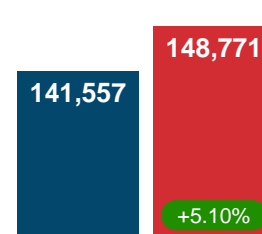
Pending Listings



List Price



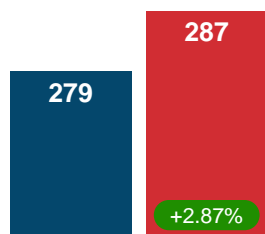
Sale Price



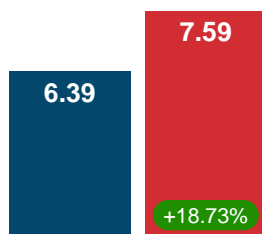
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

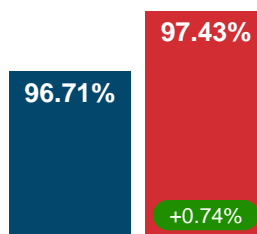
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

