

# September 2019



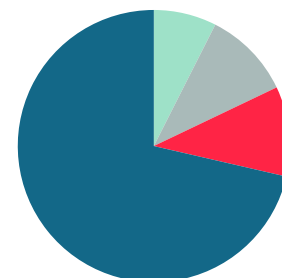
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	121,250	132,500	9.28%
Median Sale Price	118,550	132,500	11.77%
Median Percent of Selling Price to List Price	97.80%	99.11%	1.34%
Median Days on Market to Sale	39.50	27.50	-30.38%
End of Month Inventory	279	287	2.87%
Months Supply of Inventory	6.39	7.59	18.73%



■ Closed (7.46%)  
■ Pending (10.45%)  
■ Other OffMarket (10.70%)  
■ Active (71.39%)

**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.

#### 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 **11.77%** in September 2019 to \$132,500 versus the previous year at \$118,550.

#### Median Days on Market Shortens

The median number of **27.50** days that homes spent on the market before selling decreased by 12.00 days or **30.38%** in September 2019 compared to last year's same month at **39.50** DOM.

#### Sales Success for September 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 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

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

### 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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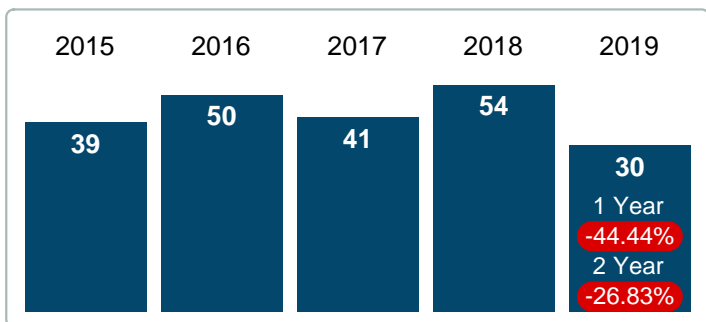
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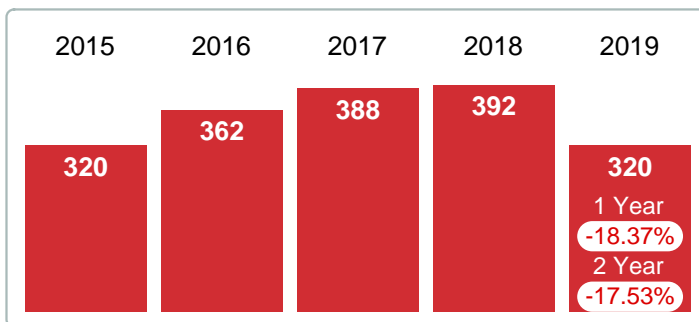
## CLOSED LISTINGS

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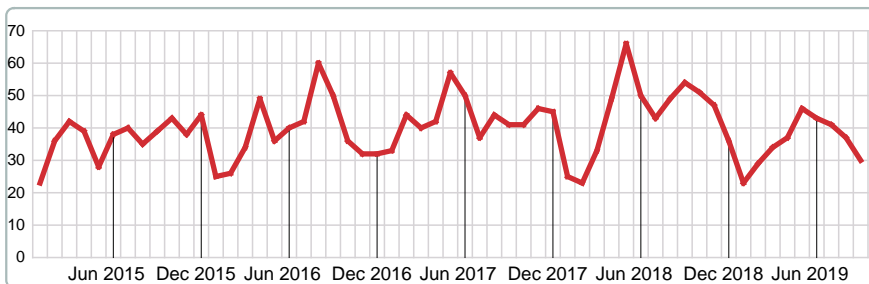
### SEPTEMBER



### YEAR TO DATE (YTD)

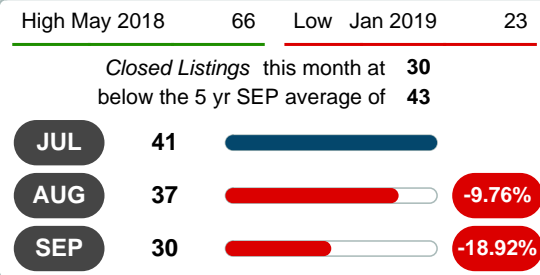


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 43



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	10.00%	63.0	2	1	0	0
\$40,001 - \$60,000	3	10.00%	8.0	0	3	0	0
\$60,001 - \$100,000	6	20.00%	26.5	1	3	2	0
\$100,001 - \$150,000	7	23.33%	43.0	1	4	2	0
\$150,001 - \$200,000	4	13.33%	31.0	1	2	1	0
\$200,001 - \$300,000	4	13.33%	19.5	0	1	3	0
\$300,001 and up	3	10.00%	7.0	0	1	1	1
<b>Total Closed Units</b>	<b>30</b>			<b>5</b>	<b>15</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,463,138</b>	<b>100%</b>	<b>27.5</b>	<b>457.70K</b>	<b>1.79M</b>	<b>1.68M</b>	<b>536.00K</b>
<b>Median Closed Price</b>	<b>\$132,500</b>			<b>\$100,000</b>	<b>\$111,000</b>	<b>\$198,000</b>	<b>\$536,000</b>

# September 2019



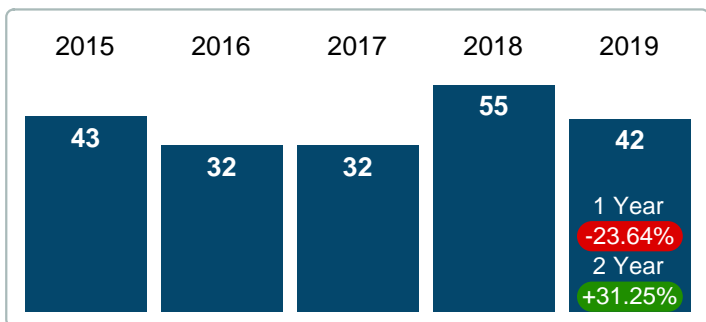
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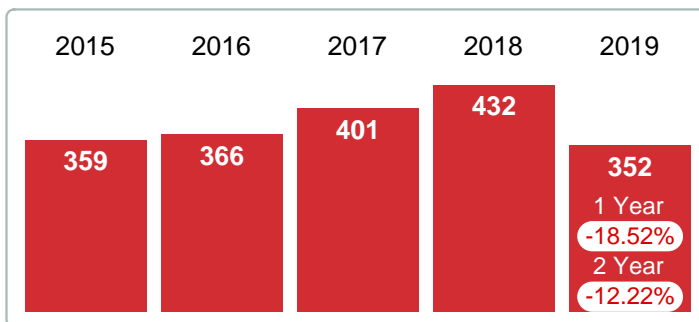
## PENDING LISTINGS

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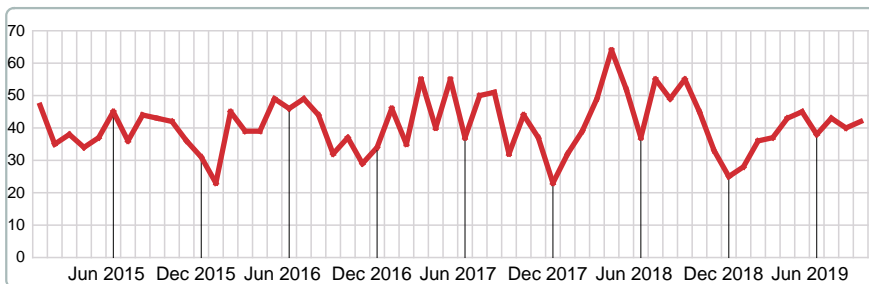
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 41

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at **42**  
above the 5 yr SEP average of **41**

- JUL 43
- AUG 40 (-6.98%)
- SEP 42 (5.00%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	7.14%	39.0	2	1	0	0
\$40,001 - \$80,000	4	9.52%	25.0	3	1	0	0
\$80,001 - \$100,000	8	19.05%	29.5	0	7	1	0
\$100,001 - \$150,000	11	26.19%	41.0	1	9	1	0
\$150,001 - \$170,000	5	11.90%	55.0	2	3	0	0
\$170,001 - \$200,000	6	14.29%	59.5	0	4	2	0
\$200,001 and up	5	11.90%	52.0	1	1	2	1
<b>Total Pending Units</b>	<b>42</b>			<b>9</b>	<b>26</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,629,479</b>	<b>100%</b>	<b>40.0</b>	<b>851.70K</b>	<b>3.27M</b>	<b>1.26M</b>	<b>249.90K</b>
<b>Median Listing Price</b>	<b>\$124,650</b>			<b>\$54,900</b>	<b>\$117,650</b>	<b>\$192,450</b>	<b>\$249,900</b>

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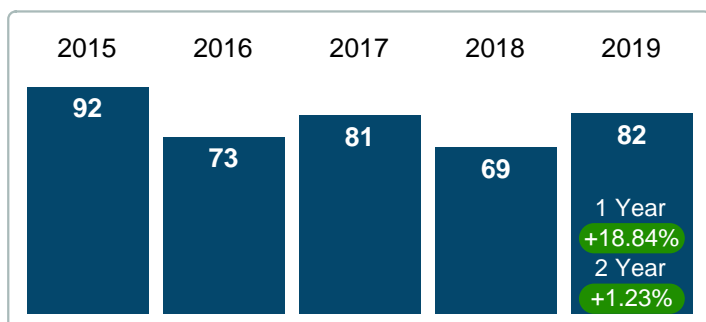
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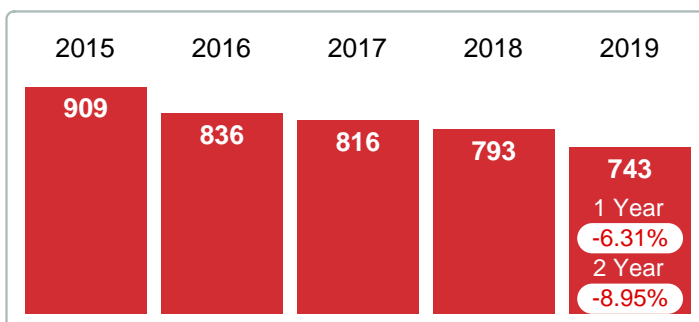
## NEW LISTINGS

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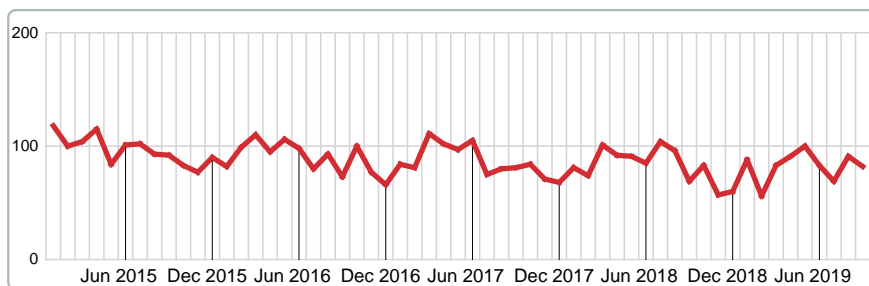
### SEPTEMBER



### YEAR TO DATE (YTD)

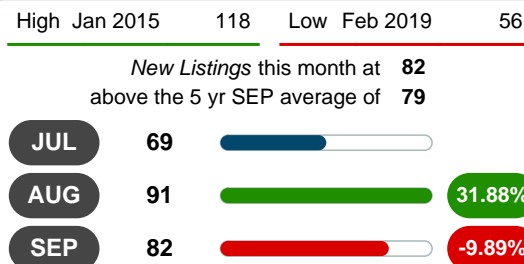


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>82</b>		<b>15</b>	<b>48</b>	<b>11</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>18,235,549</b>	<b>100%</b>	<b>1.70M</b>	<b>9.28M</b>	<b>3.58M</b>	<b>3.67M</b>
<b>Median New Listed Listing Price</b>	<b>\$165,250</b>		<b>\$110,000</b>	<b>\$155,500</b>	<b>\$242,900</b>	<b>\$341,800</b>

# September 2019



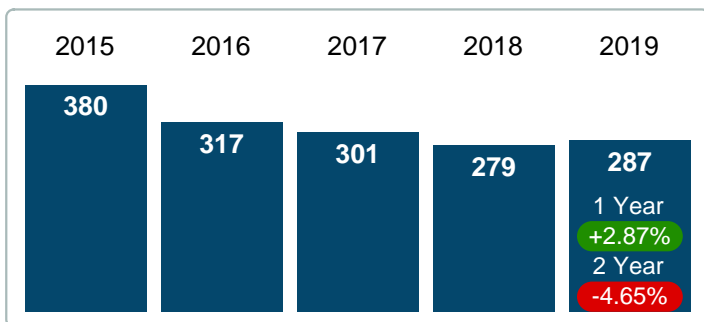
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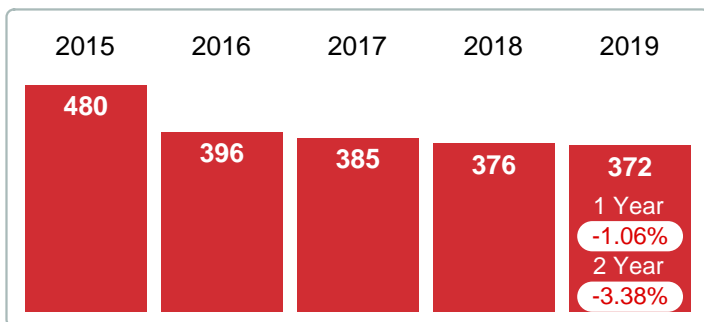
## ACTIVE INVENTORY

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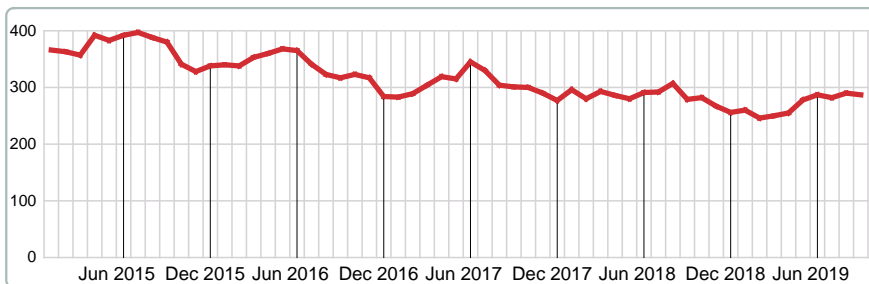
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

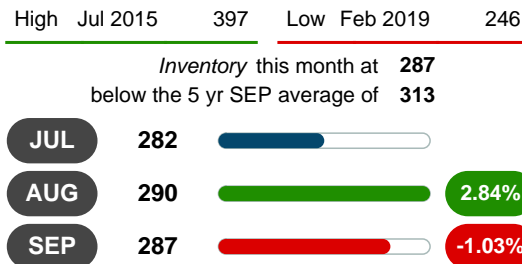


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 313



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	5.57%	102.0	8	7	1	0
\$50,001 - \$75,000	25	8.71%	53.0	12	13	0	0
\$75,001 - \$125,000	52	18.12%	76.0	16	33	2	1
\$125,001 - \$200,000	82	28.57%	60.5	8	56	15	3
\$200,001 - \$275,000	41	14.29%	73.0	2	22	14	3
\$275,001 - \$450,000	42	14.63%	66.0	2	21	9	10
\$450,001 and up	29	10.10%	63.0	2	11	10	6
<b>Total Active Inventory by Units</b>	<b>287</b>			<b>50</b>	<b>163</b>	<b>51</b>	<b>23</b>
<b>Total Active Inventory by Volume</b>	<b>70,247,053</b>	<b>100%</b>	<b>68.0</b>	<b>6.50M</b>	<b>36.64M</b>	<b>15.63M</b>	<b>11.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$172,999</b>			<b>\$87,000</b>	<b>\$165,500</b>	<b>\$222,700</b>	<b>\$344,900</b>

# 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
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### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>287</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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



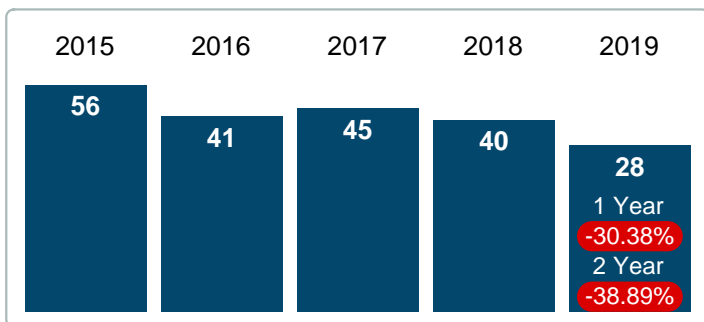
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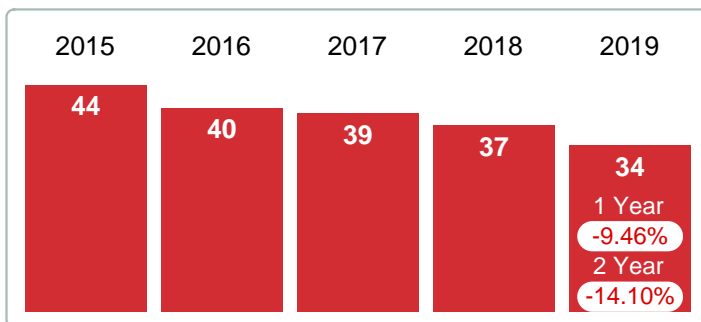
## MEDIAN DAYS ON MARKET TO SALE

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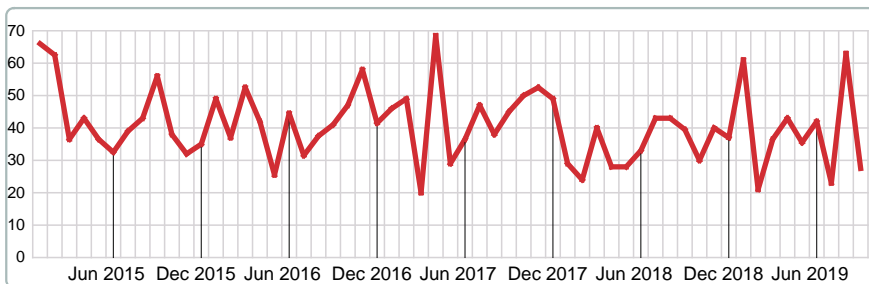
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

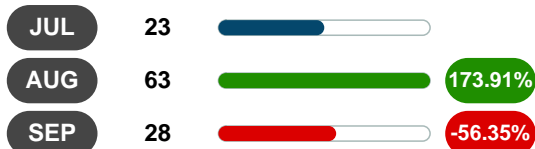


### 3 MONTHS

5 year SEP AVG = 42

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 28 below the 5 yr SEP average of 42



### 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
\$40,000 and less	10.00%	63	75	31	0	0
\$40,001 - \$60,000	10.00%	8	0	8	0	0
\$60,001 - \$100,000	20.00%	27	27	26	79	0
\$100,001 - \$150,000	23.33%	43	43	23	123	0
\$150,001 - \$200,000	13.33%	31	2	31	67	0
\$200,001 - \$300,000	13.33%	20	0	11	28	0
\$300,001 and up	10.00%	7	0	31	7	2
Median Closed DOM		28	43	25	32	2
Total Closed Units	100%	30	5	15	9	1
Total Closed Volume		4,463,138	457.70K	1.79M	1.68M	536.00K



# September 2019



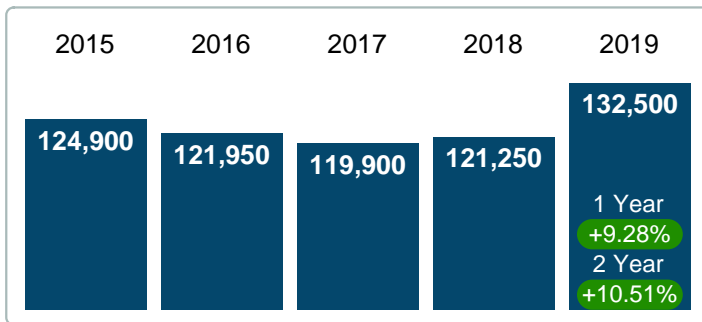
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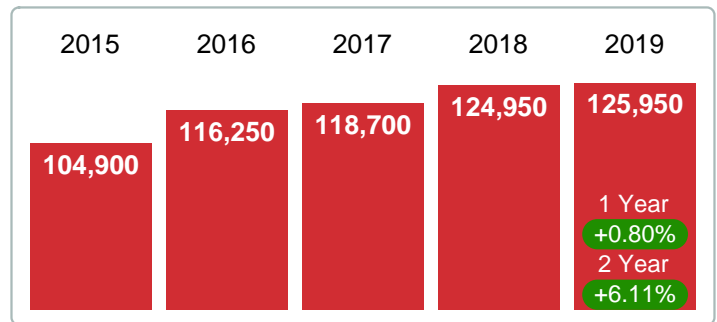
## MEDIAN LIST PRICE AT CLOSING

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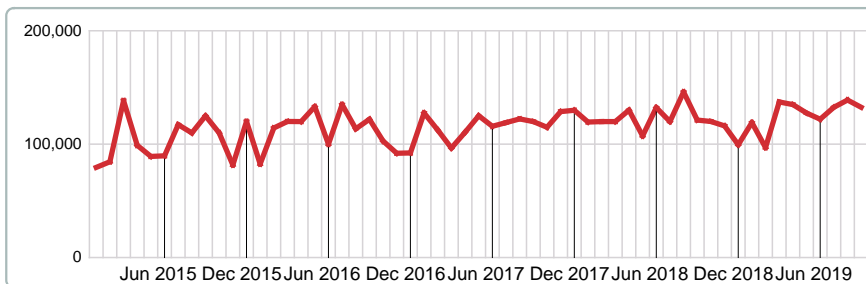
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

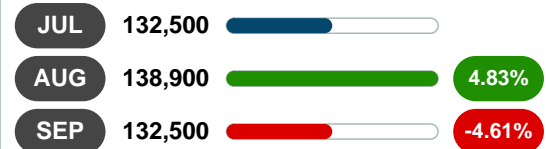


### 3 MONTHS

5 year SEP AVG = 124,100

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

Median List Price at Closing this month at **132,500**  
above the 5 yr SEP average of **124,100**



### 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
\$40,000 and less	10.00%	33,500	33,550	25,000	0	0
\$40,001 - \$60,000	13.33%	51,250	0	51,250	0	0
\$60,001 - \$100,000	13.33%	90,500	0	90,500	92,500	0
\$100,001 - \$150,000	23.33%	130,000	120,000	135,000	122,000	0
\$150,001 - \$200,000	13.33%	162,500	165,000	160,000	0	0
\$200,001 - \$300,000	16.67%	236,200	0	209,500	245,500	0
\$300,001 and up	10.00%	310,000	0	310,000	309,900	536,000
<b>Median List Price</b>		<b>132,500</b>	<b>110,000</b>	<b>114,900</b>	<b>202,900</b>	<b>536,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>132,500</b>	<b>5</b>	<b>15</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,538,398</b>	<b>472.10K</b>	<b>1.81M</b>	<b>1.72M</b>	<b>536.00K</b>



# September 2019



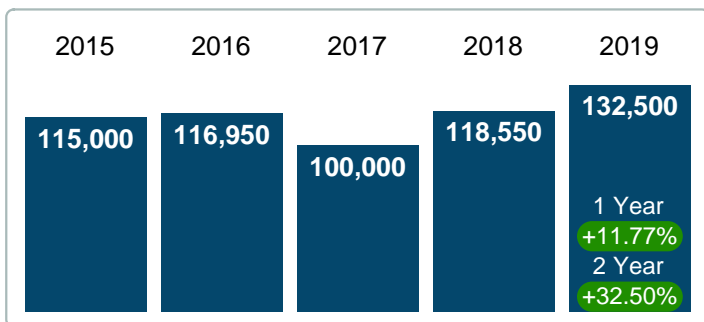
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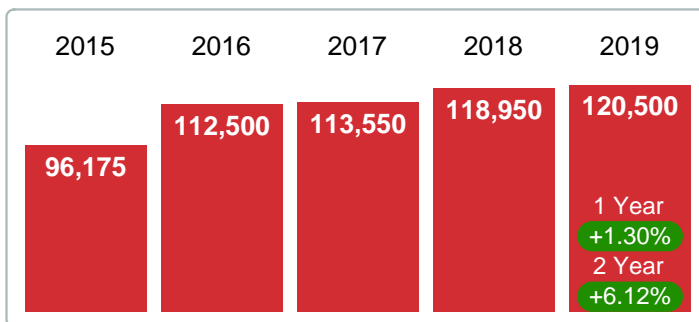
## MEDIAN SOLD PRICE AT CLOSING

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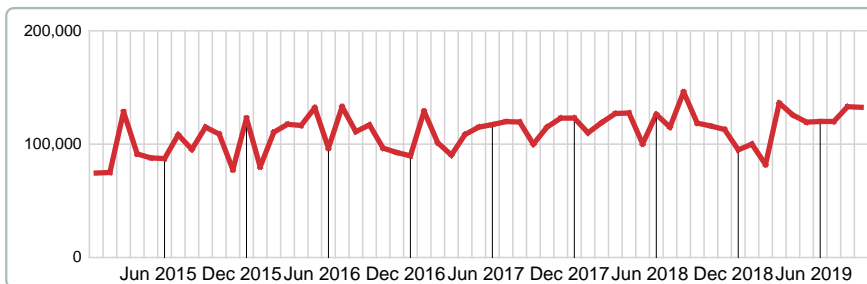
### SEPTEMBER



### YEAR TO DATE (YTD)

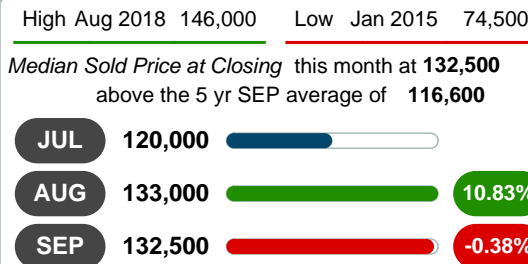


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 116,600



### 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
\$40,000 and less	10.00%	31,200	31,350	16,000	0	0
\$40,001 - \$60,000	10.00%	50,000	0	50,000	0	0
\$60,001 - \$100,000	20.00%	90,117	100,000	83,900	89,000	0
\$100,001 - \$150,000	23.33%	135,000	130,000	137,450	122,000	0
\$150,001 - \$200,000	13.33%	168,600	165,000	164,760	198,000	0
\$200,001 - \$300,000	13.33%	244,500	0	209,000	252,800	0
\$300,001 and up	10.00%	311,000	0	311,000	301,000	536,000
Median Sold Price		132,500	100,000	111,000	198,000	536,000
Total Closed Units	100%	30	5	15	9	1
Total Closed Volume		4,463,138	457.70K	1.79M	1.68M	536.00K

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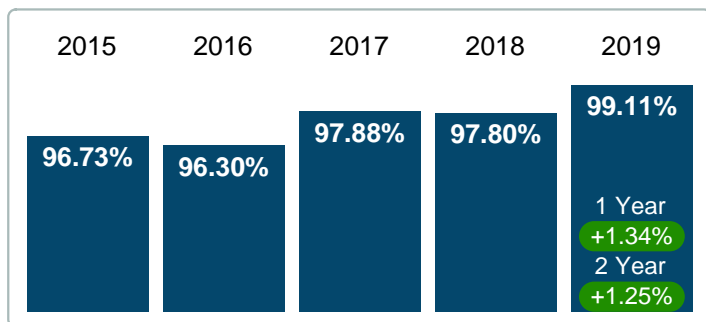
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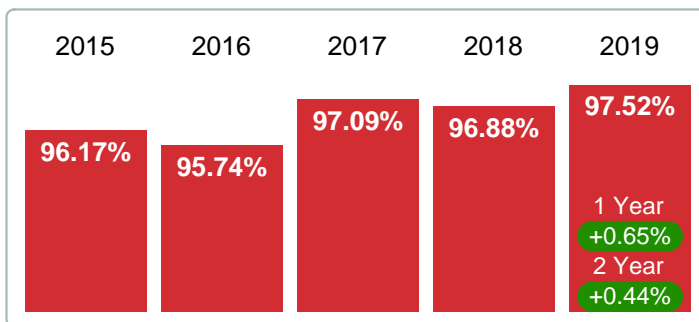
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

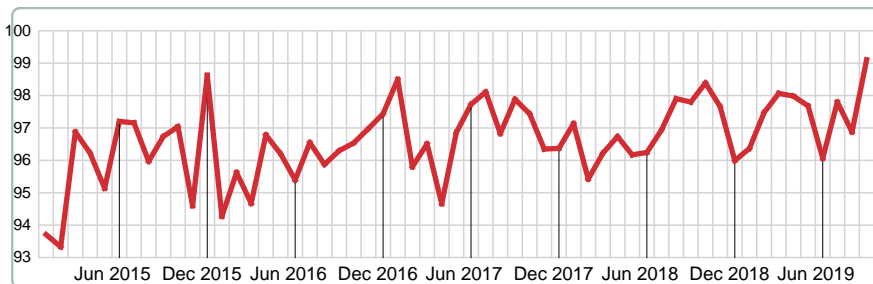
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

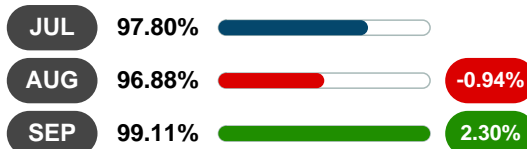


### 3 MONTHS

5 year SEP AVG = 97.56%

High Sep 2019 99.11% Low Feb 2015 93.33%

Median Sold/List Ratio this month at **99.11%**  
above the 5 yr SEP average of **97.56%**



## 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
\$40,000 and less	3	10.00%	92.86%	93.44%	64.00%	0.00%	0.00%
\$40,001 - \$60,000	3	10.00%	100.00%	0.00%	100.00%	0.00%	0.00%
\$60,001 - \$100,000	6	20.00%	98.85%	90.91%	100.35%	95.97%	0.00%
\$100,001 - \$150,000	7	23.33%	100.00%	100.00%	98.70%	100.00%	0.00%
\$150,001 - \$200,000	4	13.33%	98.39%	100.00%	98.39%	97.59%	0.00%
\$200,001 - \$300,000	4	13.33%	99.49%	0.00%	99.76%	99.22%	0.00%
\$300,001 and up	3	10.00%	100.00%	0.00%	100.32%	97.13%	100.00%
Median Sold/List Ratio		99.11%		94.03%	99.76%	99.00%	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



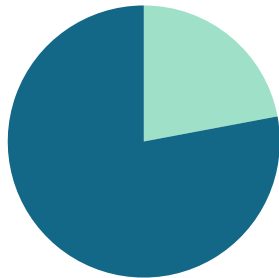
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

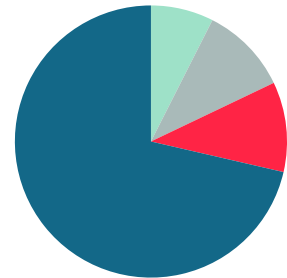


**Inventory**  
 New Listings  
**82 = 22.04%**  
 Start Inventory  
**290**  
 Total Inventory Units  
**372**  
 Volume  
**\$87,206,331**

### 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%
Median List Price	121,250	132,500	9.28%	124,950	125,950	0.80%
Median Sale Price	118,550	132,500	11.77%	118,950	120,500	1.30%
Median Percent of Selling Price to List Price	97.80%	99.11%	1.34%	96.88%	97.52%	0.65%
Median Days on Market to Sale	39.50	27.50	-30.38%	37.00	33.50	-9.46%
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%

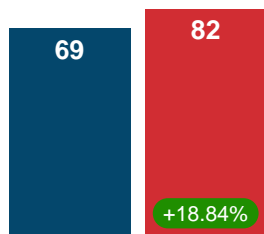
**Absorption:** Last 12 months, an Average of **38** Sales/Month

**Inventory** on September 30, 2019 = **287** 2018 2019

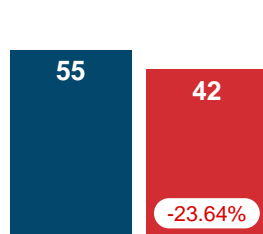
### SEPTEMBER MARKET

### MEDIAN PRICES

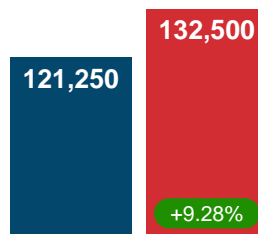
#### New Listings



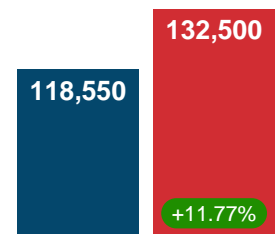
#### Pending Listings



#### List Price



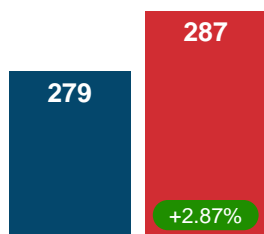
#### Sale Price



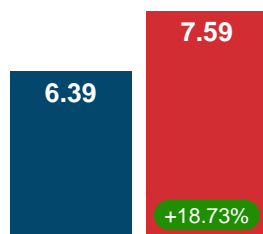
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

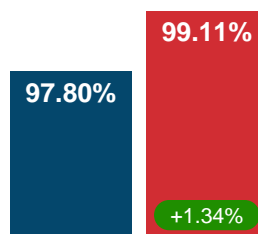
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

