



## December 2018

Area Delimited by County Of Cherokee

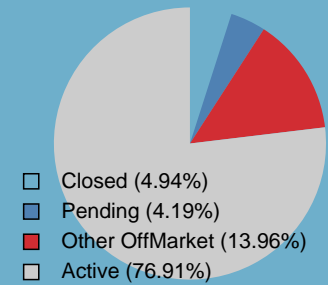


### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2019 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	54	46	-14.81%
Pending Listings	32	39	21.88%
New Listings	134	150	11.94%
Average List Price	143,892	109,923	-23.61%
Average Sale Price	133,808	105,668	-21.03%
Average Percent of List Price to Selling Price	91.39%	94.31%	3.19%
Average Days on Market to Sale	64.98	45.65	-29.75%
End of Month Inventory	725	716	-1.24%
Months Supply of Inventory	13.79	13.08	-5.15%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **55** Sales/Month  
**Active Inventory** as of December 31, 2018 = **716**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **1.24%** to 716 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **13.08** 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 **21.03%** in December 2018 to \$105,668 versus the previous year at \$133,808.

##### Average Days on Market Shortens

The average number of **45.65** days that homes spent on the market before selling decreased by 19.33 days or **29.75%** in December 2018 compared to last year's same month at **64.98** DOM.

##### Sales Success for December 2018 is Positive

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

There were 150 New Listings in December 2018, up **11.94%** from last year at 134. Furthermore, there were 46 Closed Listings this month versus last year at 54, a **-14.81%** decrease.

Closed versus Listed trends yielded a **30.7%** ratio, down from previous year's, December 2017, at **40.3%**, a **23.90%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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?

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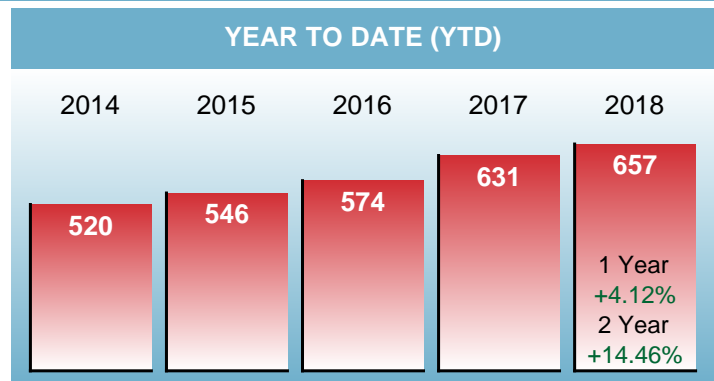
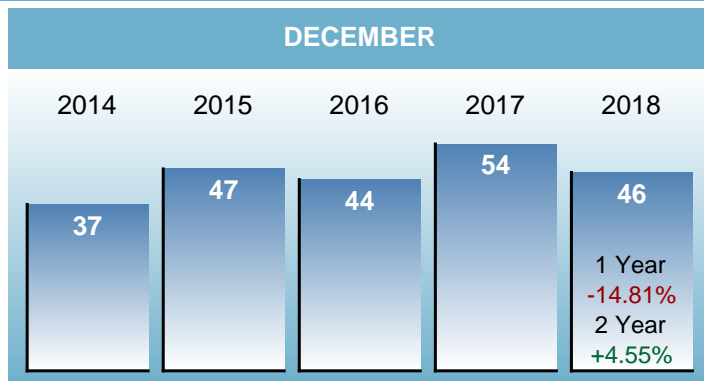
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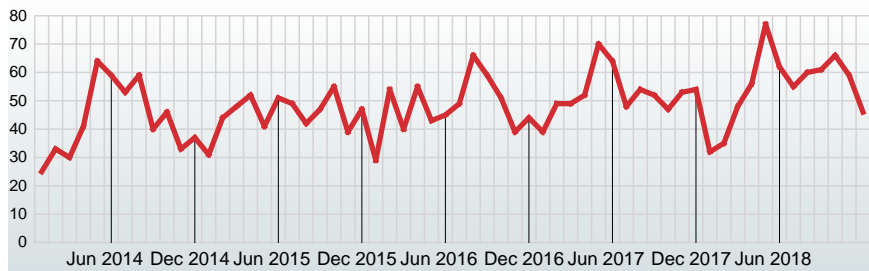


## CLOSED LISTINGS

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 46**      **3 MONTHS**

**High**  
May 2018 = 77  
**Low**  
Jan 2014 = 25  
*Closed Listings*  
this month at **46**,  
equal to 5 yr DEC  
average of **46**

OCT	66
NOV	59
DEC	46
	-10.61%
	-22.03%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.17%	1.0	1	0	0	0
\$10,001 \$40,000	8	17.39%	59.5	6	2	0	0
\$40,001 \$60,000	9	19.57%	41.1	3	5	1	0
\$60,001 \$100,000	8	17.39%	52.3	3	4	1	0
\$100,001 \$130,000	8	17.39%	40.6	4	4	0	0
\$130,001 \$180,000	7	15.22%	32.0	1	6	0	0
\$180,001 and up	5	10.87%	57.2	2	1	2	0
<b>Total Closed Units</b>	<b>46</b>			<b>20</b>	<b>22</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,860,730</b>	<b>100%</b>	<b>45.7</b>	<b>1.96M</b>	<b>2.19M</b>	<b>706.90K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$105,668</b>			<b>\$98,230</b>	<b>\$99,510</b>	<b>\$176,725</b>	<b>\$0</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



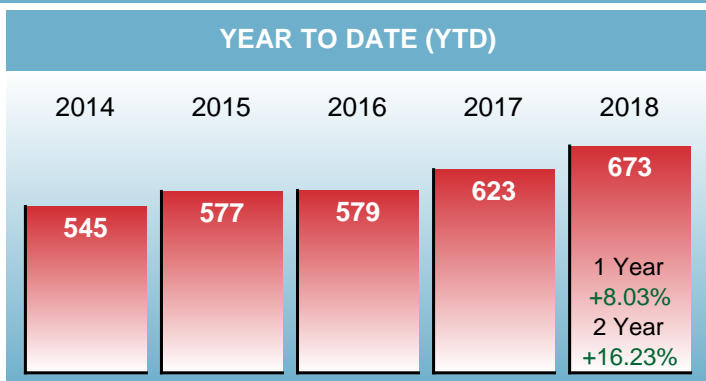
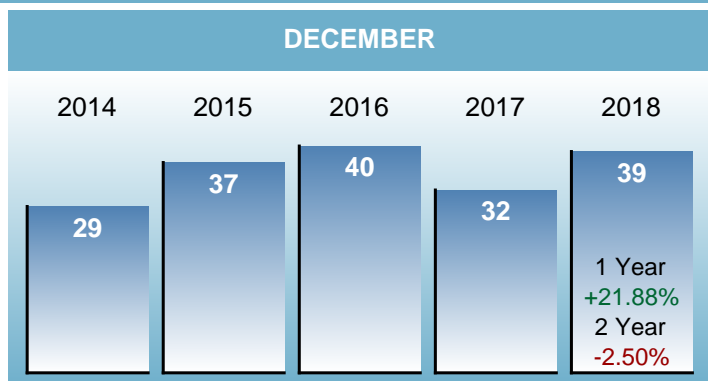
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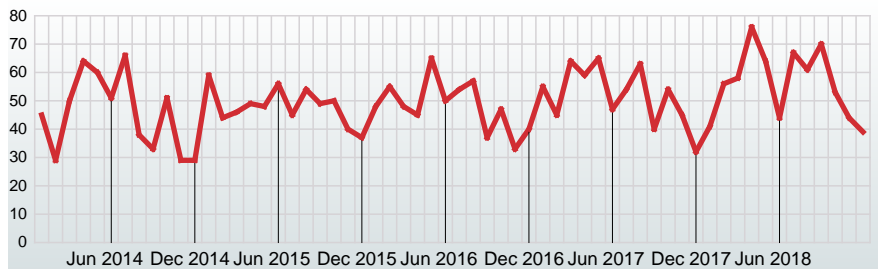


## PENDING LISTINGS

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 35**      **3 MONTHS**

**High**  
Apr 2018 = 76  
**Low**  
Dec 2014 = 29  
*Pending Listings*  
this month at **39**,  
above the 5 yr DEC  
average of **35**

**OCT 53**  
**NOV 44**  
**DEC 39**  
**-16.98%**  
**-11.36%**

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.56%	1.0	1	0	0	0
\$10,001 \$30,000	4	10.26%	12.0	3	1	0	0
\$30,001 \$60,000	11	28.21%	47.4	6	4	1	0
\$60,001 \$90,000	7	17.95%	42.7	3	4	0	0
\$90,001 \$180,000	7	17.95%	52.9	2	4	1	0
\$180,001 \$270,000	4	10.26%	23.8	0	2	1	1
\$270,001 and up	5	12.82%	119.2	0	2	3	0
<b>Total Pending Units</b>	<b>39</b>			<b>15</b>	<b>17</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,779,650</b>	<b>100%</b>	<b>54.3</b>	<b>793.90K</b>	<b>2.21M</b>	<b>1.59M</b>	<b>189.90K</b>
<b>Average Listing Price</b>	<b>\$61,994</b>			<b>\$52,927</b>	<b>\$129,750</b>	<b>\$265,017</b>	<b>\$189,900</b>

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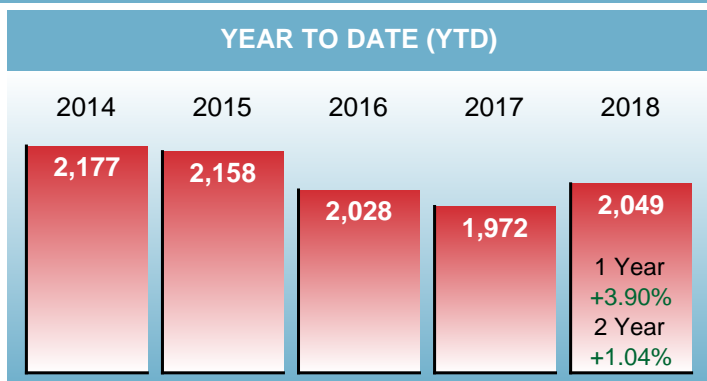
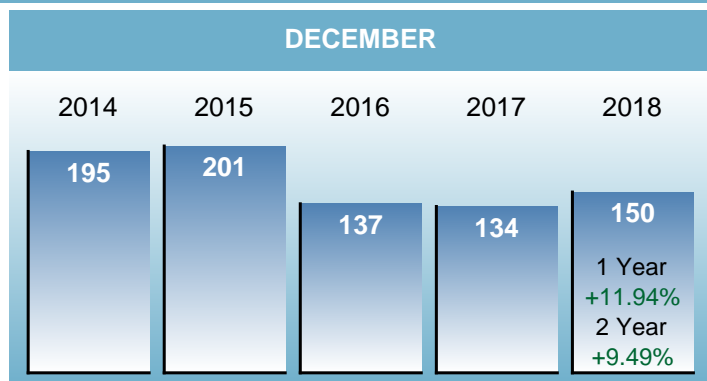
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## NEW LISTINGS

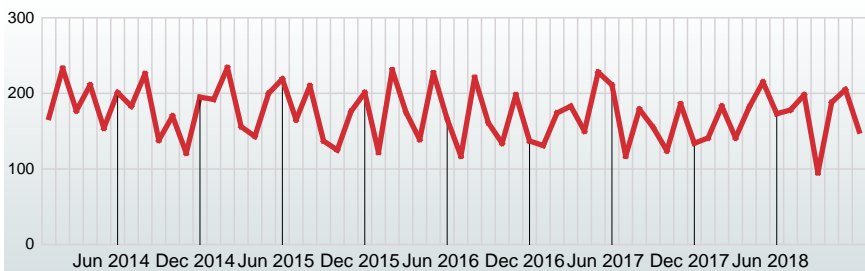
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 163

3 MONTHS



**High**  
Feb 2015 = 234  
**Low**  
Sep 2018 = 95  
*New Listings*  
this month at **150**,  
below the 5 yr DEC  
average of **163**

OCT	188
NOV	205 9.04%
DEC	150 -26.83%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	4.00%	6	0	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$20,000	33	22.00%	33	0	0	0
\$20,001 - \$90,000	53	35.33%	40	13	0	0
\$90,001 - \$190,000	23	15.33%	10	9	3	1
\$190,001 - \$450,000	20	13.33%	8	5	5	2
\$450,001 and up	15	10.00%	11	3	0	1
<b>Total New Listed Units</b>	<b>150</b>		<b>108</b>	<b>30</b>	<b>8</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>20,860,885</b>	<b>100%</b>	<b>11.65M</b>	<b>6.09M</b>	<b>1.76M</b>	<b>1.36M</b>
<b>Average New Listed Listing Price</b>	<b>\$25,583</b>		<b>\$107,899</b>	<b>\$202,903</b>	<b>\$219,500</b>	<b>\$341,175</b>

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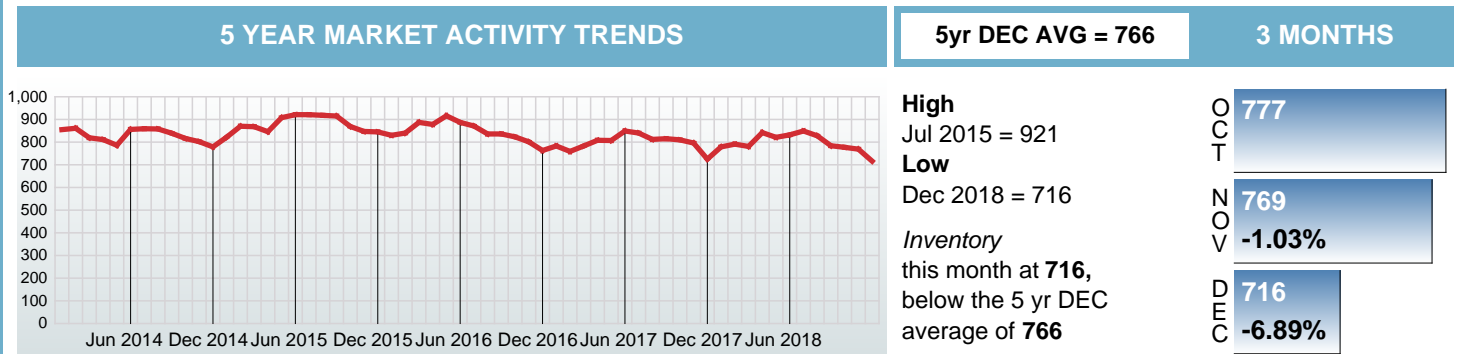
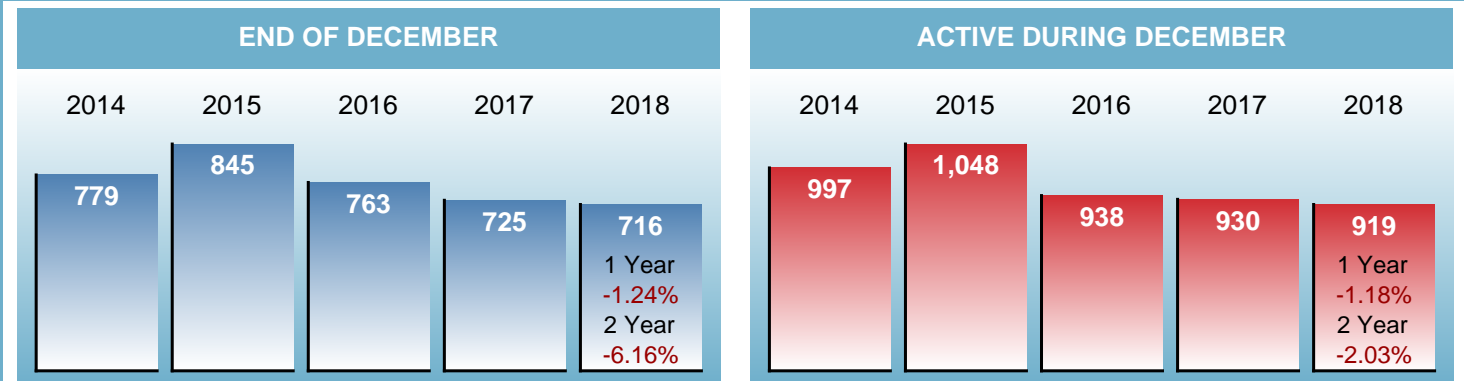
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## ACTIVE INVENTORY

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### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	17	2.37%	91.8	17	0	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	231	32.26%	86.1	229	2	0	0
\$30,001 - \$80,000	191	26.68%	79.5	167	20	4	0
\$80,001 - \$160,000	112	15.64%	89.0	55	45	11	1
\$160,001 - \$300,000	92	12.85%	85.7	22	37	24	9
\$300,001 and up	73	10.20%	82.2	34	18	12	9
<b>Total Active Inventory by Units</b>	<b>716</b>			<b>524</b>	<b>122</b>	<b>51</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>96,686,984</b>	<b>100%</b>	<b>84.5</b>	<b>48.55M</b>	<b>29.07M</b>	<b>13.19M</b>	<b>5.89M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$135,038</b>			<b>\$92,644</b>	<b>\$238,254</b>	<b>\$258,596</b>	<b>\$309,805</b>

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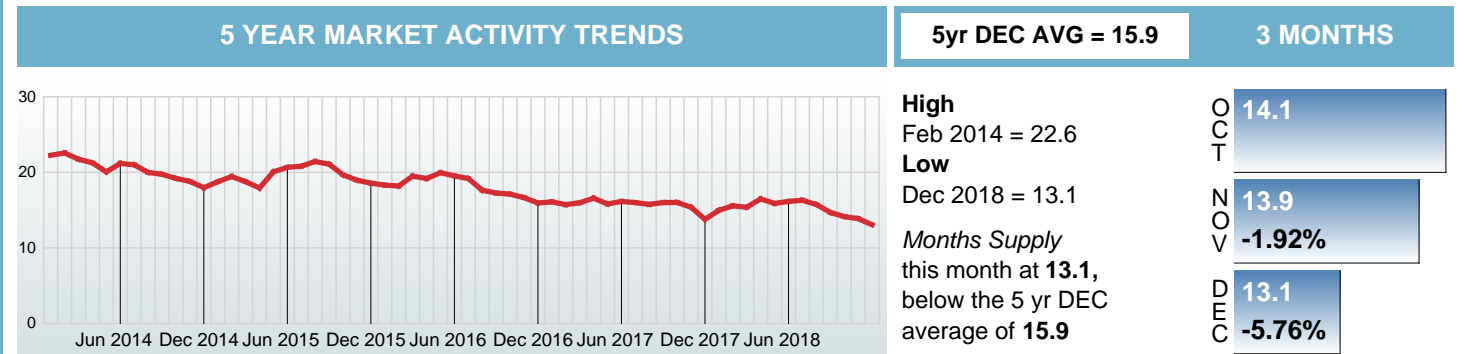
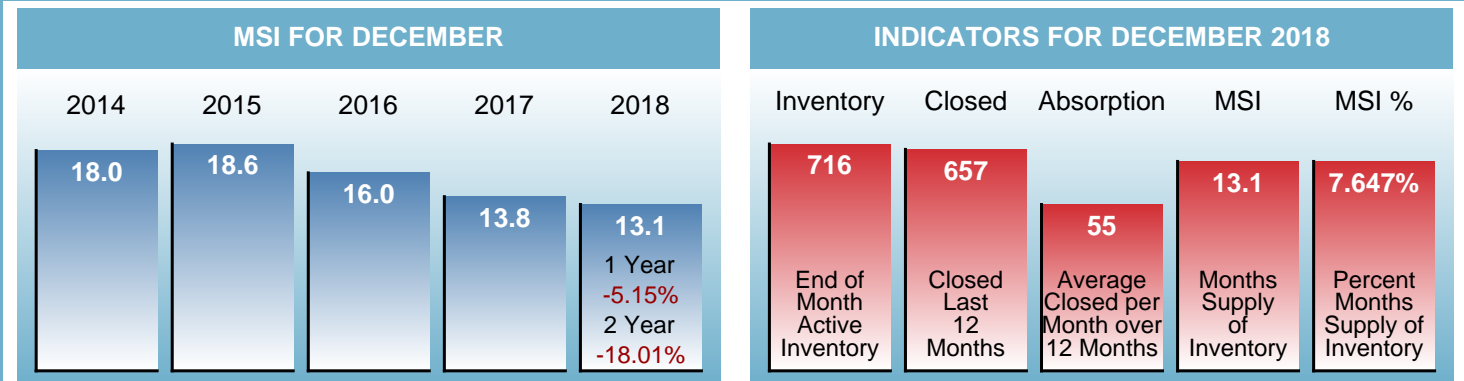
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## MONTHS SUPPLY of INVENTORY (MSI)

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE									
Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	17			2.37%	7.3	7.3	0.0	0.0	0.0
\$10,001 \$10,000	0			0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 \$30,000	231			32.26%	33.8	41.6	1.8	0.0	0.0
\$30,001 \$80,000	191			26.68%	14.3	22.3	4.3	4.4	0.0
\$80,001 \$160,000	112			15.64%	5.9	13.2	3.9	3.9	4.0
\$160,001 \$300,000	92			12.85%	8.2	17.6	5.8	7.4	27.0
\$300,001 and up	73			10.20%	33.7	81.6	43.2	10.3	54.0
Market Supply of Inventory (MSI)	13.1			100%	13.1	24.8	5.0	6.1	17.5
Total Active Inventory by Units	716					524	122	51	19

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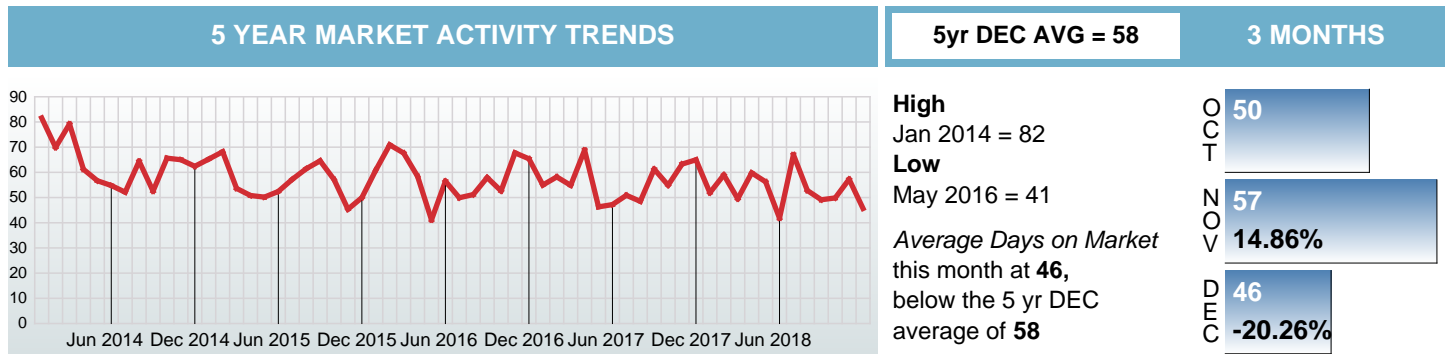
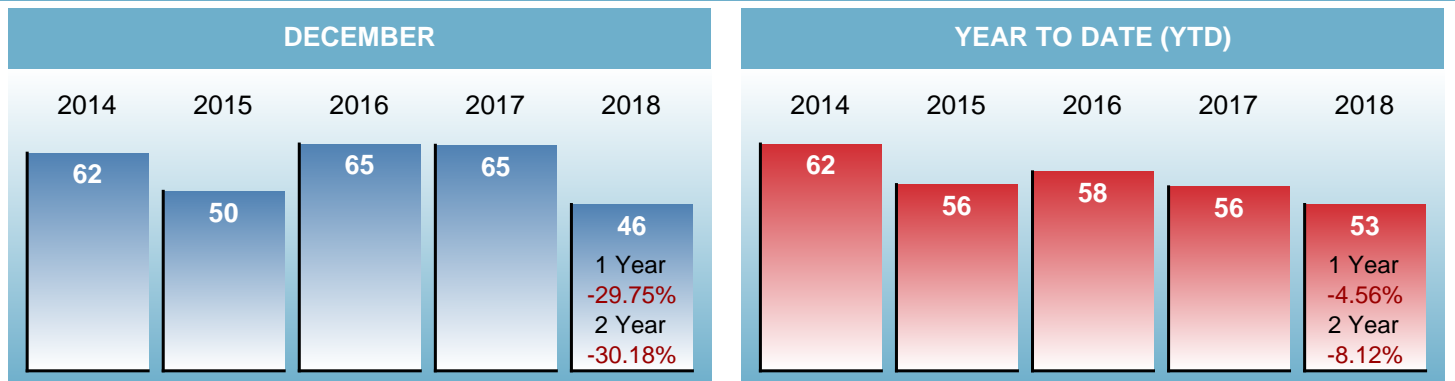
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## AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 11, 2019 for MLS Technology Inc.



## 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
\$10,000 and less	1	2.17%	1.0	1.0	0.0	0.0	0.0
\$10,001 \$40,000	8	17.39%	59.5	51.8	82.5	0.0	0.0
\$40,001 \$60,000	9	19.57%	41.1	37.7	51.2	1.0	0.0
\$60,001 \$100,000	8	17.39%	52.3	55.7	47.8	60.0	0.0
\$100,001 \$130,000	8	17.39%	40.6	14.5	66.8	0.0	0.0
\$130,001 \$180,000	7	15.22%	32.0	34.0	31.7	0.0	0.0
\$180,001 and up	5	10.87%	57.2	5.0	76.0	100.0	0.0
Average Closed DOM	45.7			34.7	52.0	65.3	0.0
Total Closed Units	46	100%	45.7	20	22	4	
Total Closed Volume	4,860,730			1.96M	2.19M	706.90K	0.00B

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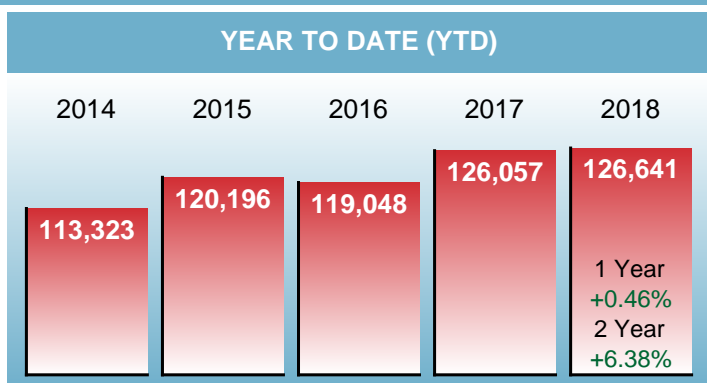
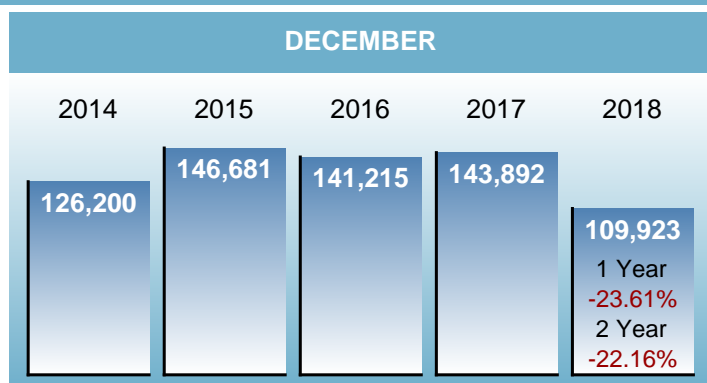
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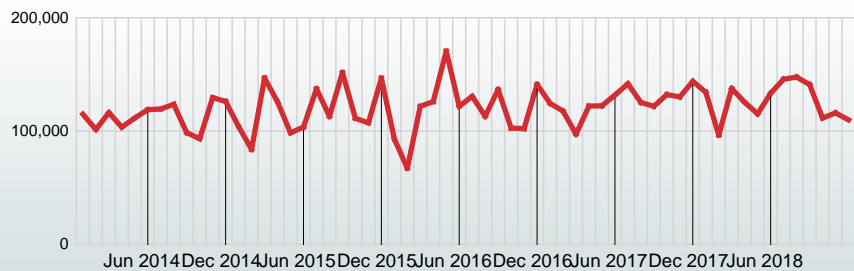
## AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 133,582**      **3 MONTHS**



**High**  
 May 2016 = 170,479  
**Low**  
 Feb 2016 = 67,320  
*Average List Price*  
 this month at **109,923**,  
 below the 5 yr DEC  
 average of **133,582**

OCT	111,559
NOV	116,093
DEC	109,923
	<b>4.06%</b>
	<b>-5.31%</b>

### 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
\$10,000 and less	1	2.17%	7,250	7,250	0	0	0
\$10,001 - \$40,000	8	17.39%	24,513	23,950	26,200	0	0
\$40,001 - \$60,000	7	15.22%	50,343	48,667	59,180	54,500	0
\$60,001 - \$100,000	9	19.57%	84,211	96,800	90,275	88,900	0
\$100,001 - \$130,000	9	19.57%	119,811	120,525	122,400	0	0
\$130,001 - \$180,000	7	15.22%	146,771	125,000	147,083	0	0
\$180,001 and up	5	10.87%	327,424	425,660	206,900	289,450	0
<b>Average List Price</b>			109,923	102,289	104,018	180,575	0
<b>Total Closed Units</b>		100%	109,923	20	22	4	
<b>Total Closed Volume</b>			5,056,470	2.05M	2.29M	722.30K	0.00B

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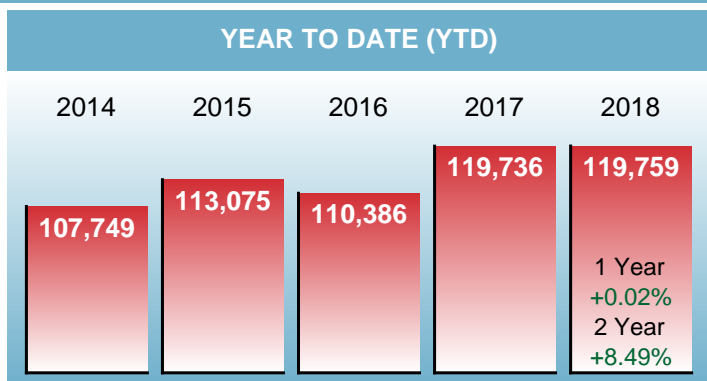
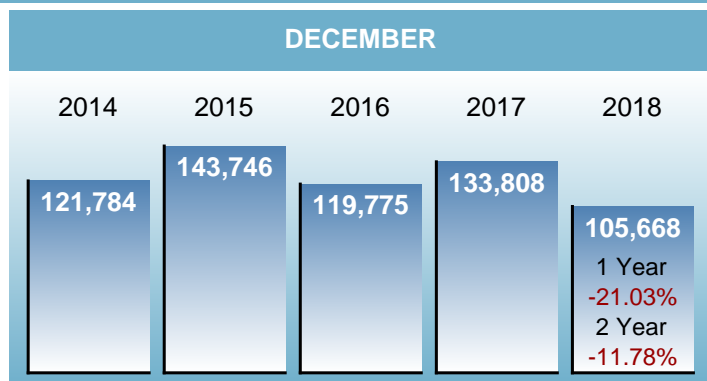
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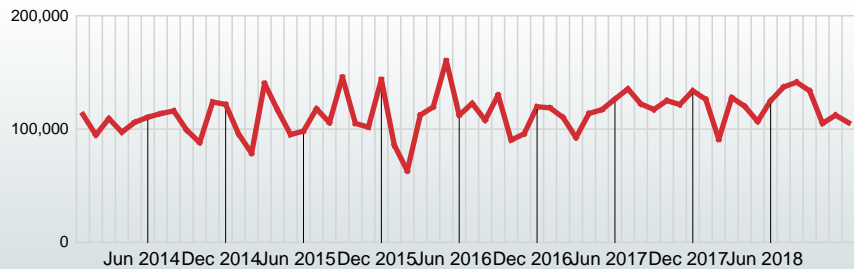
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 124,956      3 MONTHS



**High**  
May 2016 = 160,360  
**Low**  
Feb 2016 = 63,298  
*Average Sold Price*  
this month at **105,668**,  
below the 5 yr DEC  
average of **124,956**

OCT	105,070
NOV	112,299
DEC	105,668
	<b>6.88%</b>
	<b>-5.90%</b>

### 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
\$10,000 and less	1	2.17%	7,250	7,250	0	0	0
\$10,001 \$40,000	8	17.39%	21,863	21,317	23,500	0	0
\$40,001 \$60,000	9	19.57%	50,007	45,111	52,746	51,000	0
\$60,001 \$100,000	8	17.39%	84,550	83,000	84,625	88,900	0
\$100,001 \$130,000	8	17.39%	116,450	114,700	118,200	0	0
\$130,001 \$180,000	7	15.22%	148,314	158,000	146,700	0	0
\$180,001 and up	5	10.87%	316,464	414,160	187,000	283,500	0
Average Sold Price			105,668	98,230	99,510	176,725	0
Total Closed Units		100%	105,668	20	22	4	
Total Closed Volume			4,860,730	1.96M	2.19M	706.90K	0.00B

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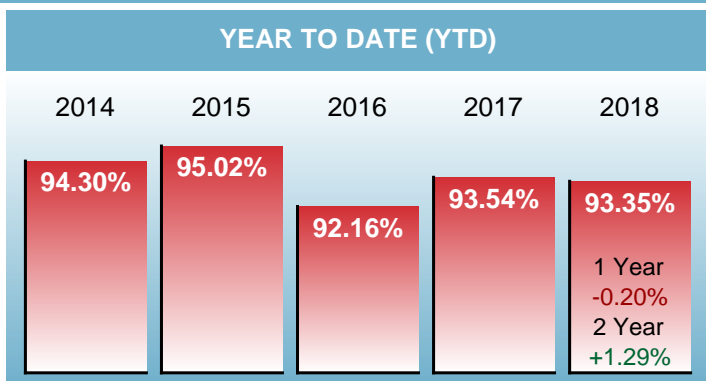
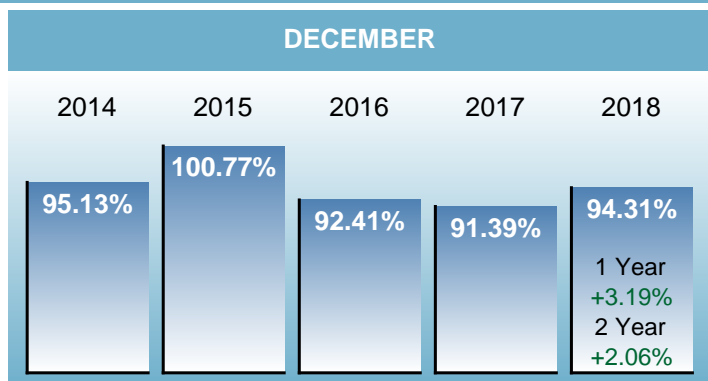
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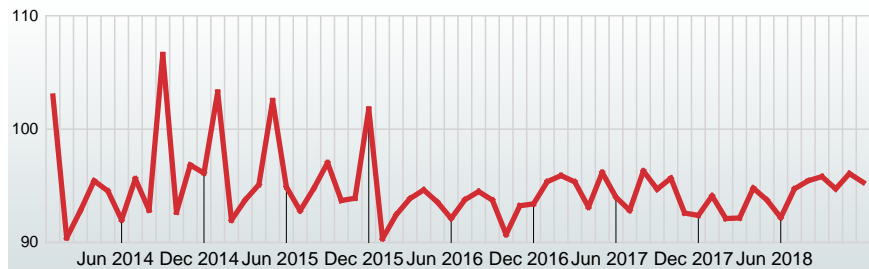
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 94.80%**      **3 MONTHS**



**High**  
Sep 2014 = 105.58%

**Low**  
Jan 2016 = 89.35%

*Average Sold/List Ratio*  
this month at **94.31%**,  
below the 5 yr DEC  
average of **94.80%**

OCT	93.73%
NOV	95.08%
DEC	94.31%
	-0.82%

## 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
\$10,000 and less	1	2.17%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 \$40,000	8	17.39%	87.90%	87.58%	88.87%	0.00%	0.00%
\$40,001 \$60,000	9	19.57%	91.71%	92.54%	90.84%	93.58%	0.00%
\$60,001 \$100,000	8	17.39%	92.39%	88.04%	93.75%	100.00%	0.00%
\$100,001 \$130,000	8	17.39%	96.25%	95.35%	97.15%	0.00%	0.00%
\$130,001 \$180,000	7	15.22%	103.59%	126.40%	99.79%	0.00%	0.00%
\$180,001 and up	5	10.87%	95.04%	94.47%	90.38%	97.93%	0.00%
Average Sold/List Ratio		94.30%		93.20%	94.76%	97.36%	0.00%
Total Closed Units		46	100%	20	22	4	
Total Closed Volume		4,860,730	94.30%	1.96M	2.19M	706.90K	0.00B

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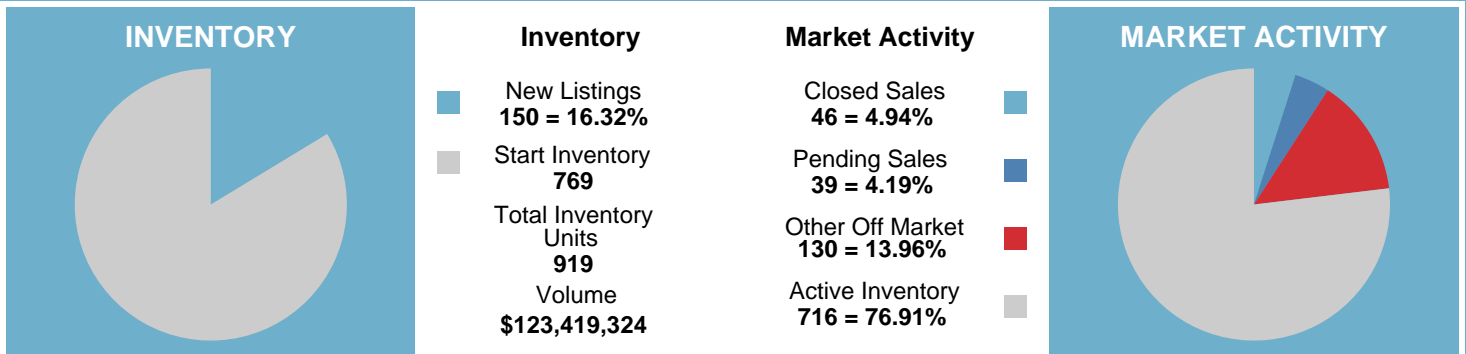
# December 2018

Area Delimited by County Of Cherokee



## MARKET SUMMARY

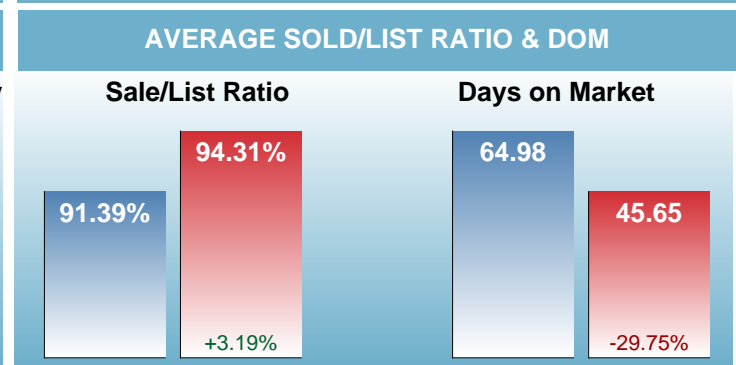
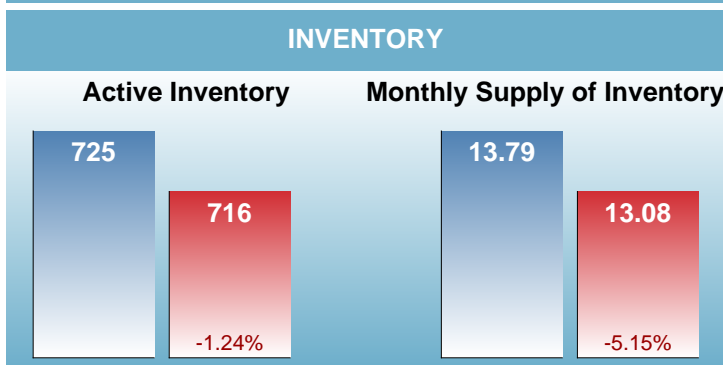
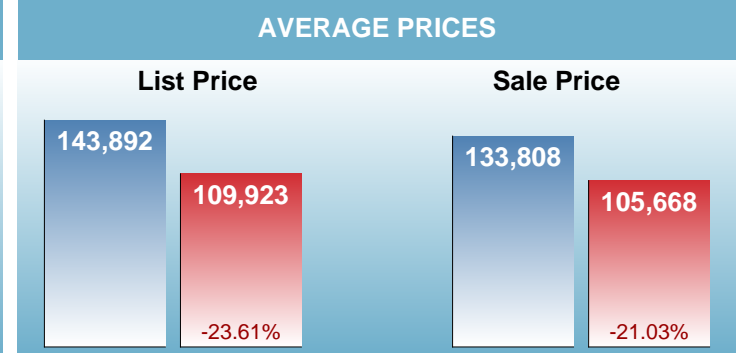
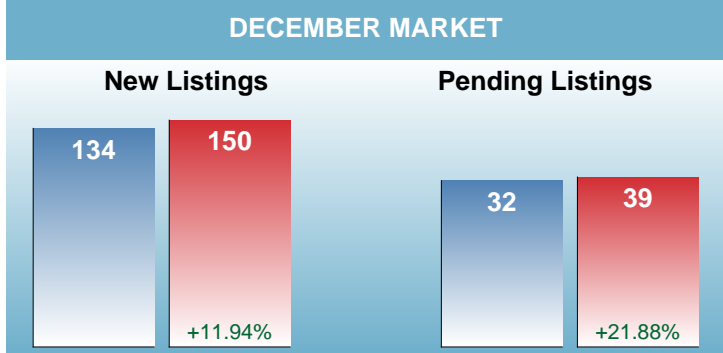
Report produced on Jan 11, 2019 for MLS Technology Inc.



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	54	46	-14.81%	631	657	4.12%
Pending Sales	32	39	21.88%	623	673	8.03%
New Listings	134	150	11.94%	1,972	2,049	3.90%
Average List Price	143,892	109,923	-23.61%	126,057	126,641	0.46%
Average Sale Price	133,808	105,668	-21.03%	119,736	119,759	0.02%
Average Percent of Selling Price to List Price	91.39%	94.31%	3.19%	93.54%	93.35%	-0.20%
Average Days on Market to Sale	64.98	45.65	-29.75%	55.81	53.26	-4.56%
Monthly Inventory	725	716	-1.24%	725	716	-1.24%
Months Supply of Inventory	13.79	13.08	-5.15%	13.79	13.08	-5.15%

**Absorption:** Last 12 months, an Average of **55** Sales/Month

**Inventory** on December 31, 2018 = **716** 2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com