



December 2018

Area Delimited by County Of Cherokee

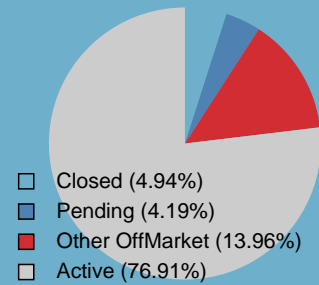


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	127,750	96,900	-24.15%
Median Sale Price	112,777	90,500	-19.75%
Median Percent of List Price to Selling Price	94.80%	95.91%	1.17%
Median Days on Market to Sale	46.50	35.50	-23.66%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **19.75%** in December 2018 to \$90,500 versus the previous year at \$112,777.

Median Days on Market Shortens

The median number of **35.50** days that homes spent on the market before selling decreased by 11.00 days or **23.66%** in December 2018 compared to last year's same month at **46.50** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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.

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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.

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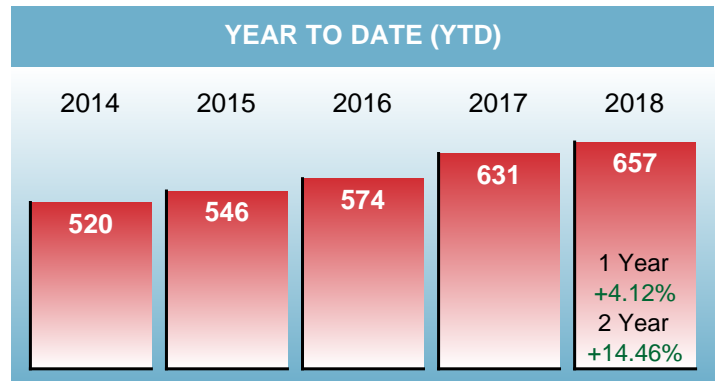
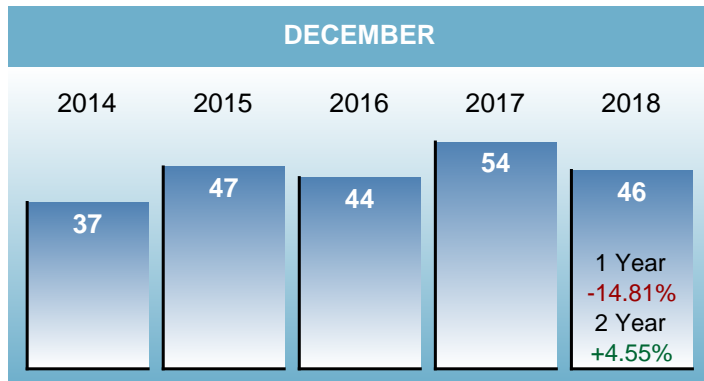
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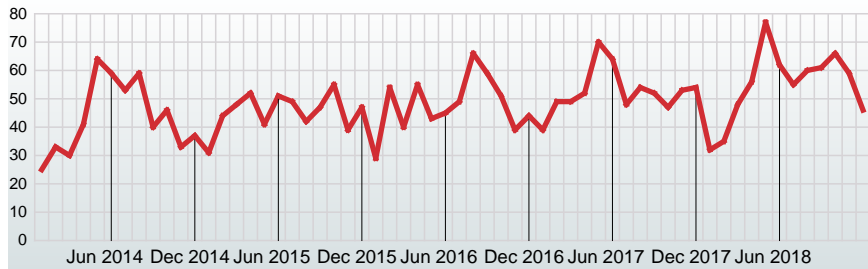


CLOSED LISTINGS

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 -10.61%
DEC	46 -22.03%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	55.0	6	2	0	0
\$40,001 \$60,000	9	19.57%	53.0	3	5	1	0
\$60,001 \$100,000	8	17.39%	38.5	3	4	1	0
\$100,001 \$130,000	8	17.39%	14.0	4	4	0	0
\$130,001 \$180,000	7	15.22%	34.0	1	6	0	0
\$180,001 and up	5	10.87%	76.0	2	1	2	0
Total Closed Units	46			20	22	4	0
Total Closed Volume	4,860,730	100%	35.5	1.96M	2.19M	706.90K	0.00B
Median Closed Price	\$90,500			\$56,500	\$100,950	\$180,950	\$0

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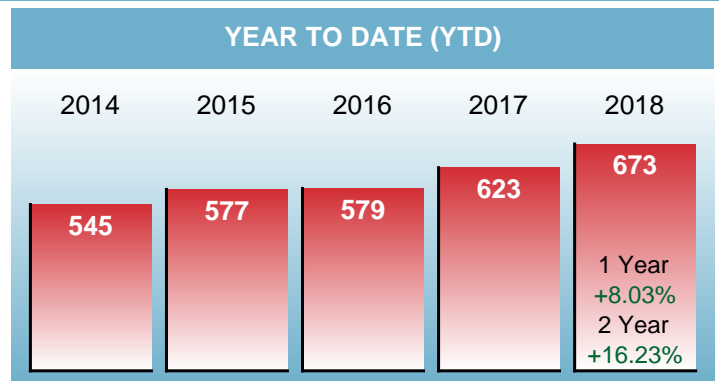
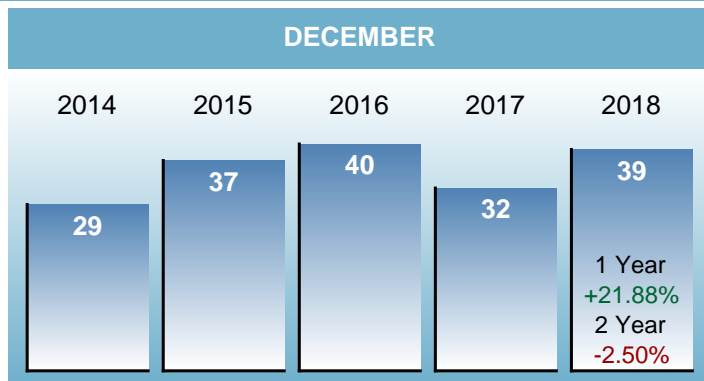
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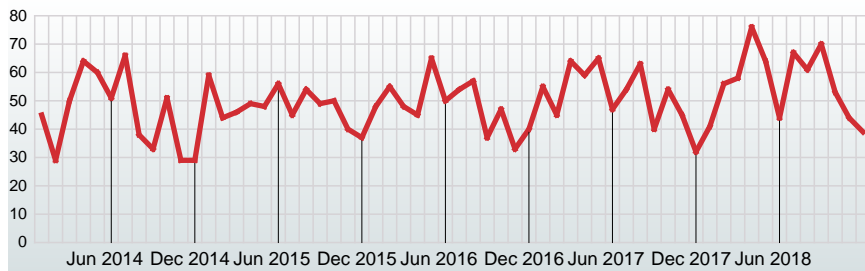


PENDING LISTINGS

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

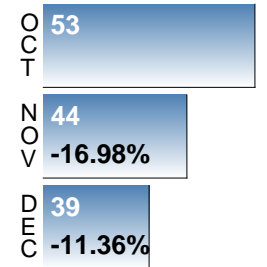


5 YEAR MARKET ACTIVITY TRENDS



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**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	7.5	3	1	0	0
\$30,001 \$60,000	11	28.21%	24.0	6	4	1	0
\$60,001 \$90,000	7	17.95%	16.0	3	4	0	0
\$90,001 \$180,000	7	17.95%	20.0	2	4	1	0
\$180,001 \$270,000	4	10.26%	17.0	0	2	1	1
\$270,001 and up	5	12.82%	114.0	0	2	3	0
Total Pending Units	39			15	17	6	1
Total Pending Volume	4,779,650	100%	21.0	793.90K	2.21M	1.59M	189.90K
Median Listing Price	\$69,900			\$55,000	\$87,000	\$262,400	\$189,900

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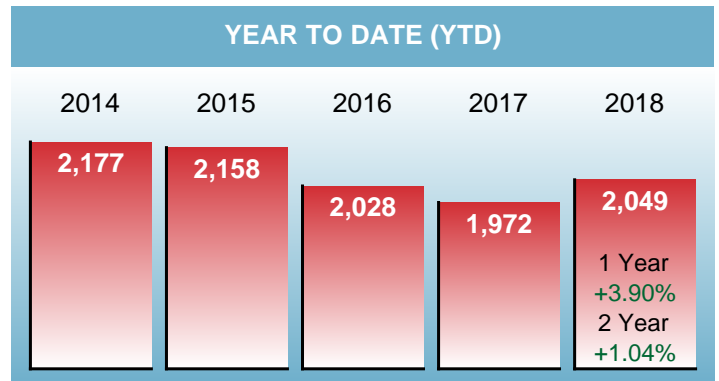
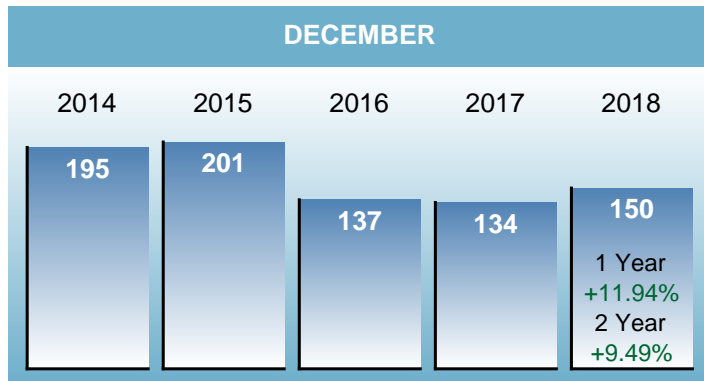
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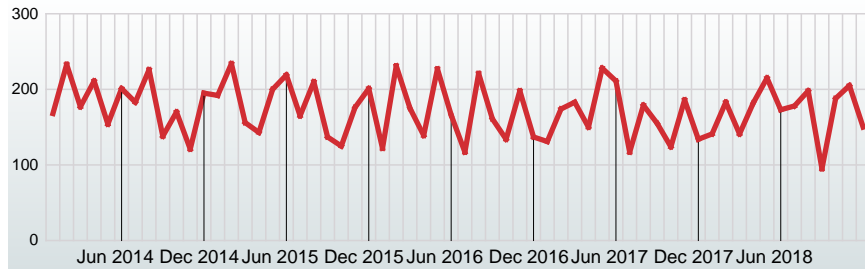


NEW LISTINGS

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



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
Total New Listed Units	150		108	30	8	4
Total New Listed Volume	20,860,885	100%	11.65M	6.09M	1.76M	1.36M
Median New Listed Listing Price	\$46,950		\$29,000	\$114,900	\$197,450	\$359,950

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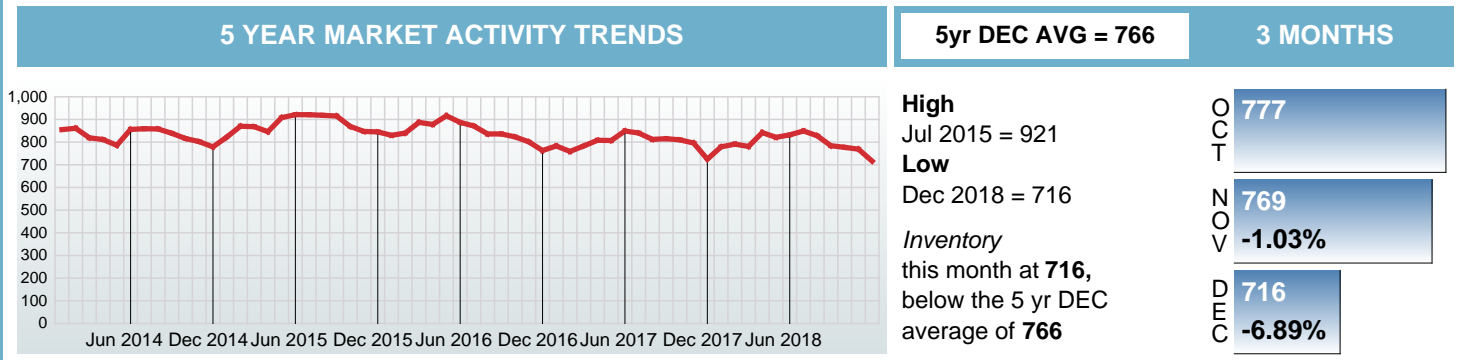
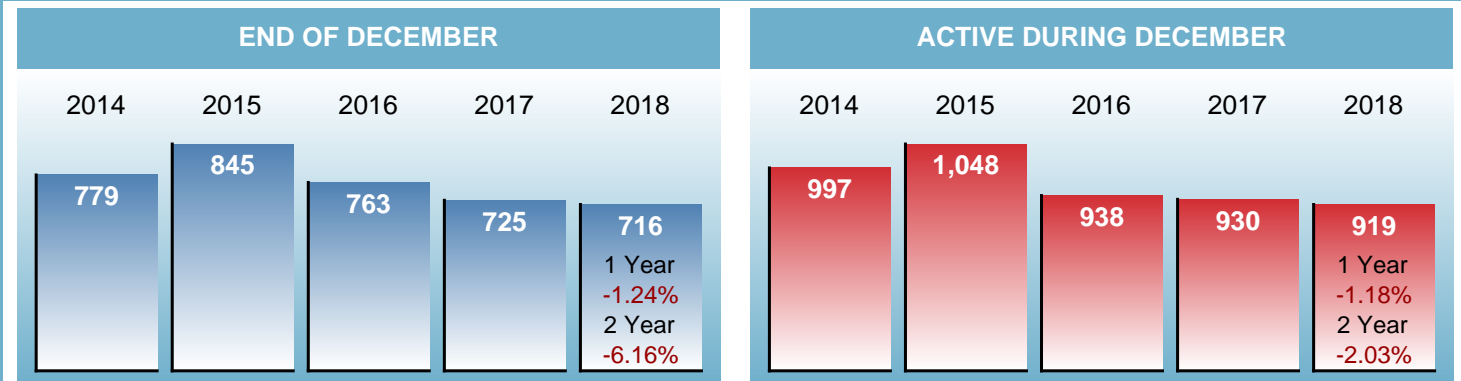
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ACTIVE INVENTORY

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	17	2.37%	87.0	17	0	0	0
\$10,001 - \$10,000	0	0.00%	87.0	0	0	0	0
\$10,001 - \$30,000	231	32.26%	81.0	229	2	0	0
\$30,001 - \$80,000	191	26.68%	59.0	167	20	4	0
\$80,001 - \$160,000	112	15.64%	83.0	55	45	11	1
\$160,001 - \$300,000	92	12.85%	79.0	22	37	24	9
\$300,001 and up	73	10.20%	73.0	34	18	12	9
Total Active Inventory by Units	716			524	122	51	19
Total Active Inventory by Volume	96,686,984	100%	74.0	48.55M	29.07M	13.19M	5.89M
Median Active Inventory Listing Price	\$65,000			\$36,450	\$149,900	\$208,000	\$299,900

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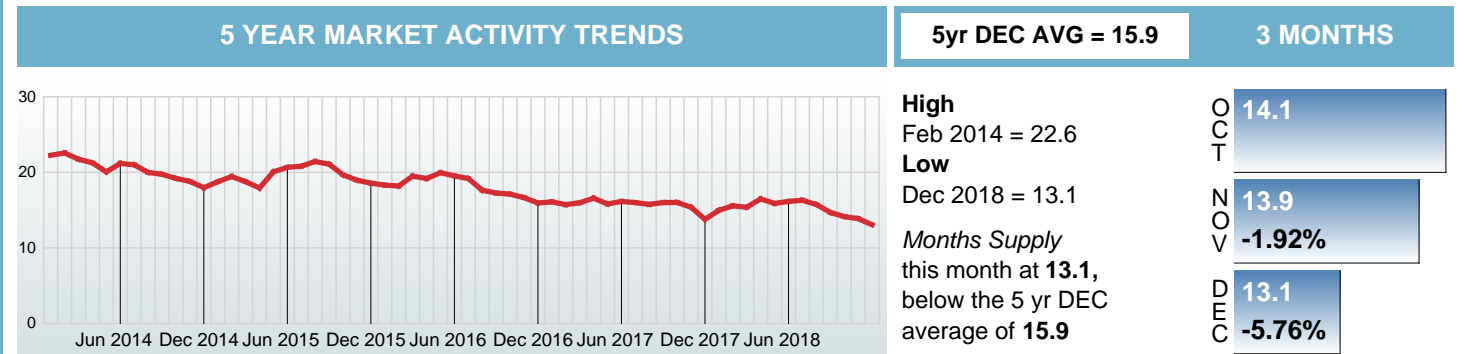
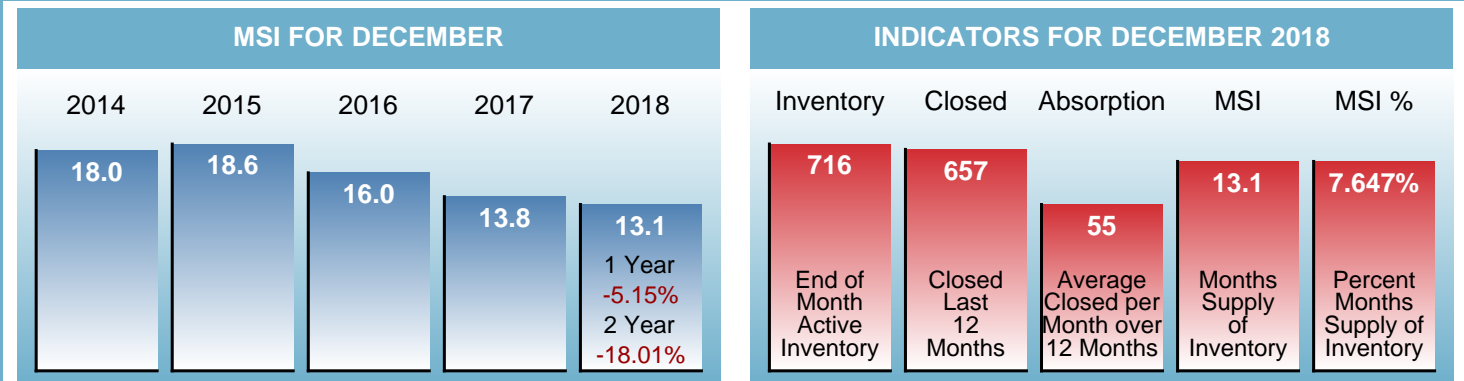
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MONTHS SUPPLY of INVENTORY (MSI)

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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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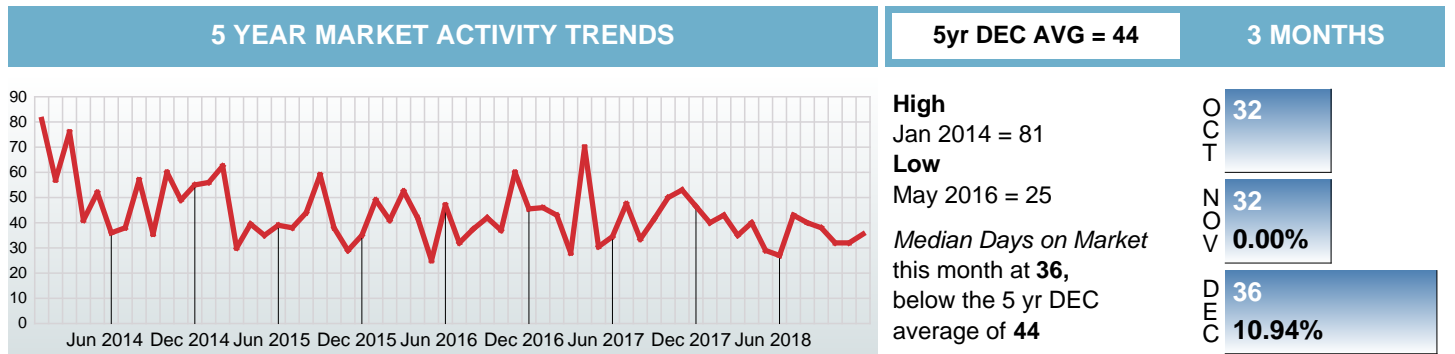
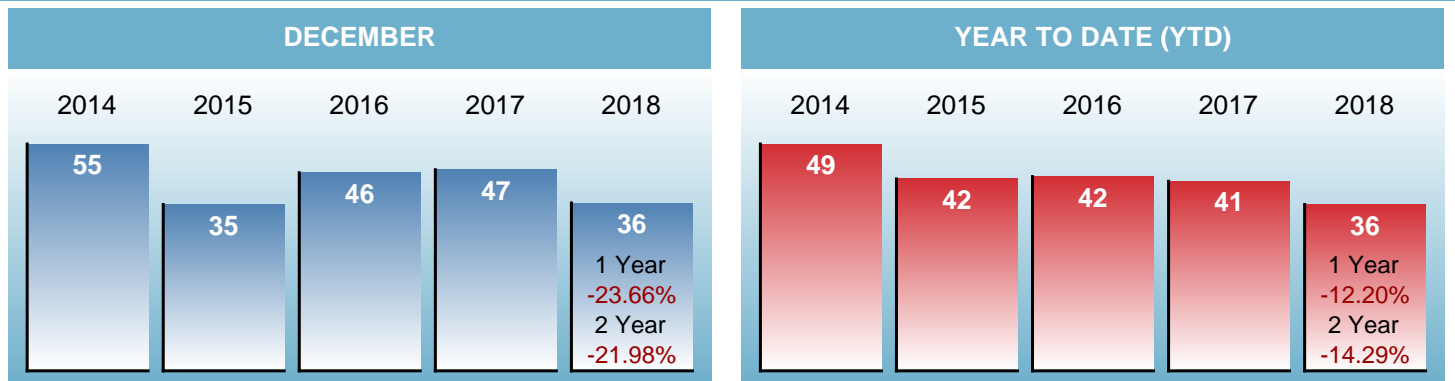
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MEDIAN DAYS ON MARKET TO SALE

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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
\$10,000 and less	2.17%	1.0	1.0	0.0	0.0	0.0
\$10,001 - \$40,000	17.39%	55.0	47.0	82.5	0.0	0.0
\$40,001 - \$60,000	19.57%	53.0	56.0	53.0	1.0	0.0
\$60,001 - \$100,000	17.39%	38.5	39.0	24.5	60.0	0.0
\$100,001 - \$130,000	17.39%	14.0	12.5	44.0	0.0	0.0
\$130,001 - \$180,000	15.22%	34.0	34.0	28.0	0.0	0.0
\$180,001 and up	10.87%	76.0	5.0	76.0	100.0	0.0
Median Closed DOM		35.5	16.5	38.5	75.0	0.0
Total Closed Units	100%	35.5	20	22	4	
Total Closed Volume		4,860,730	1.96M	2.19M	706.90K	0.00B

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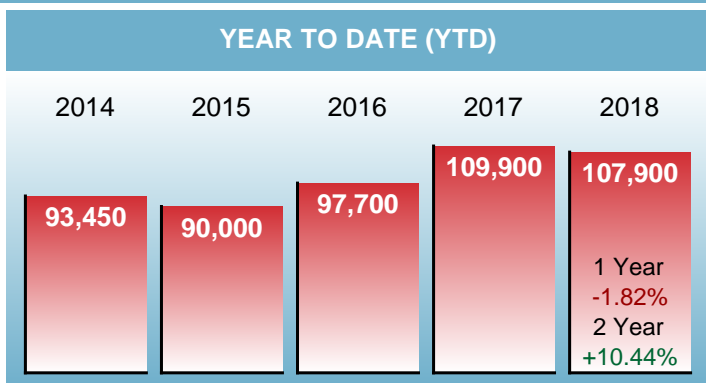
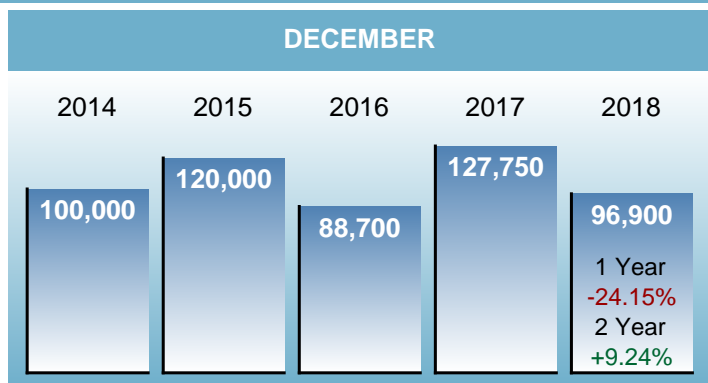
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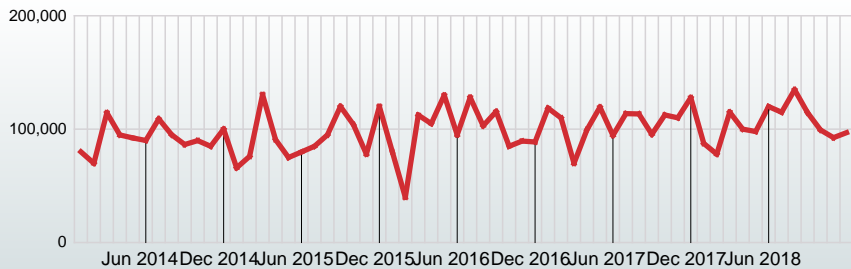
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 106,670 **3 MONTHS**



High
Aug 2018 = 134,750
Low
Feb 2016 = 39,900
Median List Price
this month at **96,900**,
below the 5 yr DEC
average of **106,670**

OCT	99,250
NOV	92,500 -6.80%
DEC	96,900 4.76%

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
\$10,000 and less	1	2.17%	7,250	7,250	0	0	0
\$10,001 \$40,000	8	17.39%	22,400	22,400	26,200	0	0
\$40,001 \$60,000	7	15.22%	49,000	49,000	48,000	54,500	0
\$60,001 \$100,000	9	19.57%	86,500	81,950	83,200	88,900	0
\$100,001 \$130,000	9	19.57%	118,300	118,300	118,950	0	0
\$130,001 \$180,000	7	15.22%	139,900	133,000	139,900	0	0
\$180,001 and up	5	10.87%	279,900	425,660	206,900	289,450	0
Median List Price			96,900	58,450	104,900	184,400	0
Total Closed Units		100%	96,900	20	22	4	
Total Closed Volume			5,056,470	2.05M	2.29M	722.30K	0.00B

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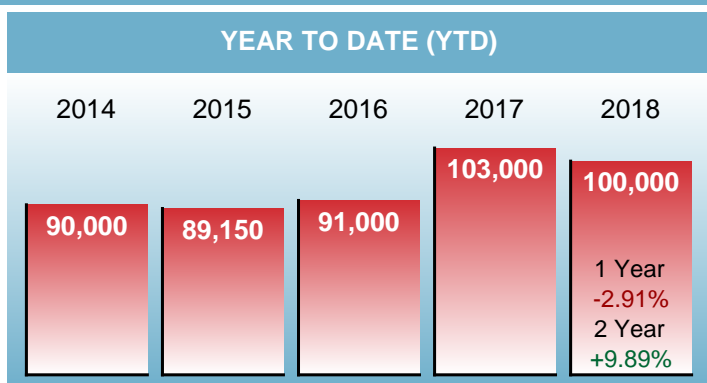
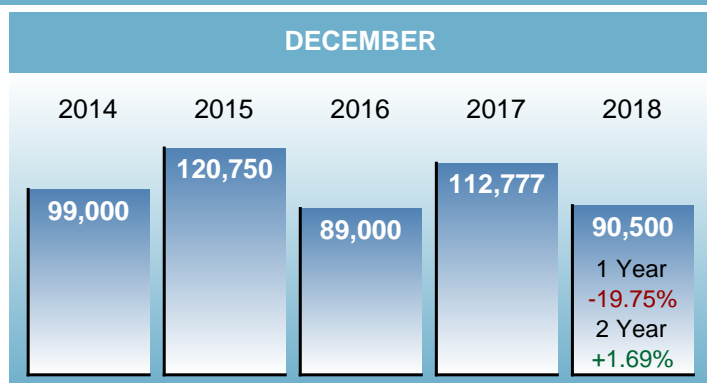
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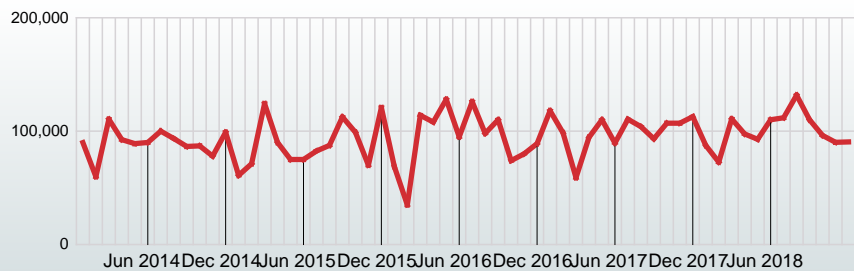
MEDIAN SOLD PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 102,405 **3 MONTHS**



High
Aug 2018 = 131,750
Low
Feb 2016 = 35,000
Median Sold Price
this month at **90,500**,
below the 5 yr DEC
average of **102,405**

OCT	96,250
NOV	90,150 -6.34%
DEC	90,500 0.39%

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
\$10,000 and less	1	2.17%	7,250	7,250	0	0	0
\$10,001 \$40,000	8	17.39%	17,750	17,750	23,500	0	0
\$40,001 \$60,000	9	19.57%	51,000	41,666	56,228	51,000	0
\$60,001 \$100,000	8	17.39%	89,450	90,000	85,750	88,900	0
\$100,001 \$130,000	8	17.39%	116,500	113,500	118,950	0	0
\$130,001 \$180,000	7	15.22%	140,500	158,000	139,250	0	0
\$180,001 and up	5	10.87%	273,000	414,160	187,000	283,500	0
Median Sold Price			90,500	56,500	100,950	180,950	0
Total Closed Units		100%	90,500	20	22	4	
Total Closed Volume			4,860,730	1.96M	2.19M	706.90K	0.00B

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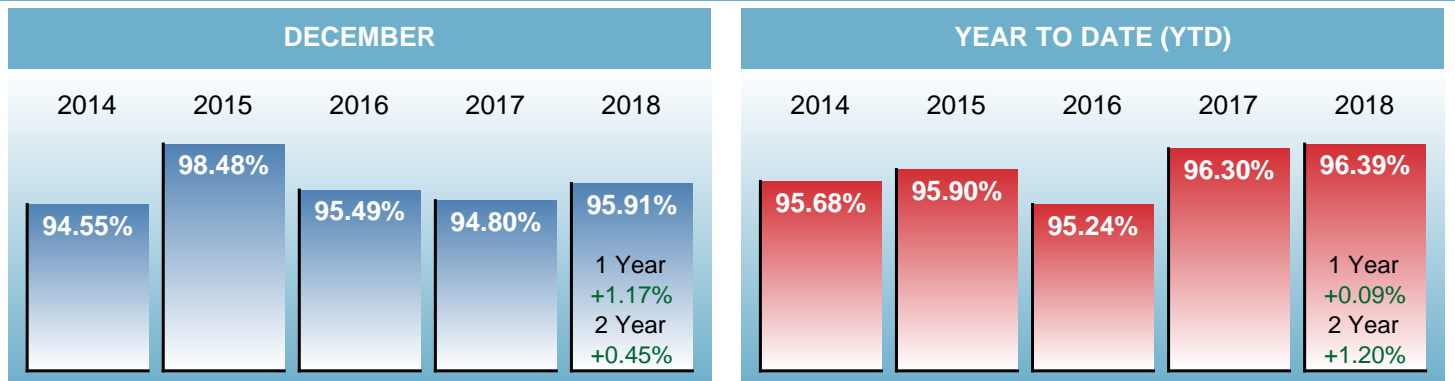
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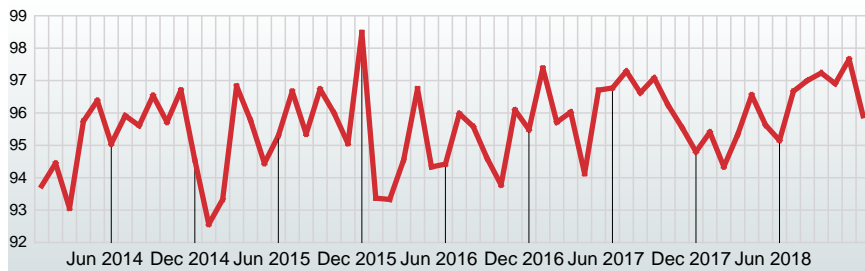
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 95.85% 3 MONTHS



High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **95.91%**, equal to 5 yr DEC average of **95.85%**

OCT	96.90%
NOV	97.66%
DEC	95.91%
	-1.79%

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
\$10,000 and less	1	2.17%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 \$40,000	8	17.39%	88.87%	91.43%	88.87%	0.00%	0.00%
\$40,001 \$60,000	9	19.57%	93.58%	92.59%	95.83%	93.58%	0.00%
\$60,001 \$100,000	8	17.39%	93.93%	93.99%	93.47%	100.00%	0.00%
\$100,001 \$130,000	8	17.39%	94.74%	94.02%	97.31%	0.00%	0.00%
\$130,001 \$180,000	7	15.22%	100.00%	126.40%	99.71%	0.00%	0.00%
\$180,001 and up	5	10.87%	97.53%	94.47%	90.38%	97.93%	0.00%
Median Sold/List Ratio		95.91%		94.43%	95.91%	97.93%	0.00%
Total Closed Units		46	100%	20	22	4	
Total Closed Volume		4,860,730		1.96M	2.19M	706.90K	0.00B

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MARKET SUMMARY

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INVENTORY

Inventory

- New Listings **150 = 16.32%**
- Start Inventory **769**
- Total Inventory Units **919**
- Volume **\$123,419,324**

Market Activity

- Closed Sales **46 = 4.94%**
- Pending Sales **39 = 4.19%**
- Other Off Market **130 = 13.96%**
- Active Inventory **716 = 76.91%**

MARKET ACTIVITY

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%
Median List Price	127,750	96,900	-24.15%	109,900	107,900	-1.82%
Median Sale Price	112,777	90,500	-19.75%	103,000	100,000	-2.91%
Median Percent of Selling Price to List Price	94.80%	95.91%	1.17%	96.30%	96.39%	0.09%
Median Days on Market to Sale	46.50	35.50	-23.66%	41.00	36.00	-12.20%
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

DECEMBER MARKET

New Listings

Pending Listings

MEDIAN PRICES

List Price

Sale Price

INVENTORY

Active Inventory

Monthly Supply of Inventory

MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio

Days on Market

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

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Email: support@mlstechnology.com