

August 2019

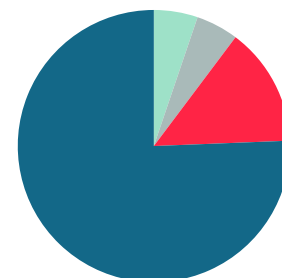
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	68	62	-8.82%
Pending Listings	63	60	-4.76%
New Listings	223	206	-7.62%
Median List Price	116,400	69,000	-40.72%
Median Sale Price	115,650	71,000	-38.61%
Median Percent of Selling Price to List Price	97.49%	99.26%	1.81%
Median Days on Market to Sale	43.00	53.00	23.26%
End of Month Inventory	900	900	0.00%
Months Supply of Inventory	14.65	15.13	3.22%



■ Closed (5.21%)
■ Pending (5.04%)
■ Other OffMarket (14.12%)
■ Active (75.63%)

Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of August 31, 2019 = **900**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **0.00%** to 900 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **15.13** 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 **38.61%** in August 2019 to \$71,000 versus the previous year at \$115,650.

Median Days on Market Lengthens

The median number of **53.00** days that homes spent on the market before selling increased by 10.00 days or **23.26%** in August 2019 compared to last year's same month at **43.00** DOM.

Sales Success for August 2019 is Positive

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

There were 206 New Listings in August 2019, down **7.62%** from last year at 223. Furthermore, there were 62 Closed Listings this month versus last year at 68, a **-8.82%** decrease.

Closed versus Listed trends yielded a **30.1%** ratio, down from previous year's, August 2018, at **30.5%**, a **1.30%** 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

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

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

August 2019



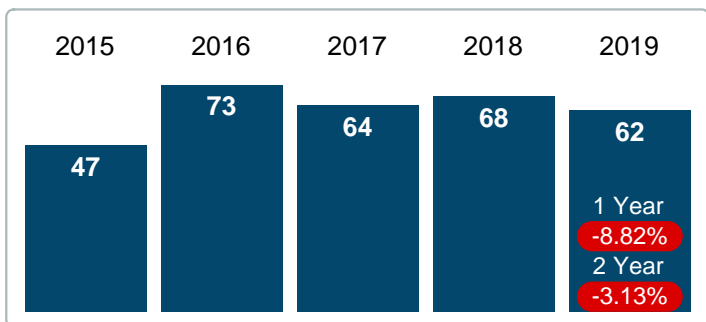
Area Delimited by County Of Cherokee



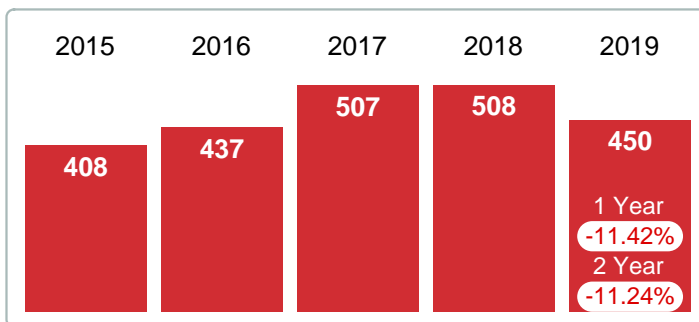
CLOSED LISTINGS

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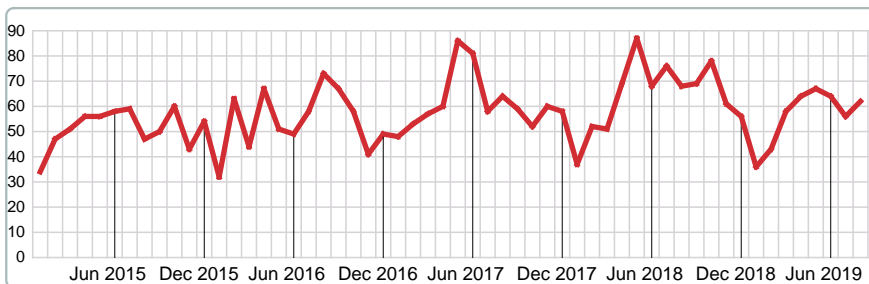
AUGUST



YEAR TO DATE (YTD)

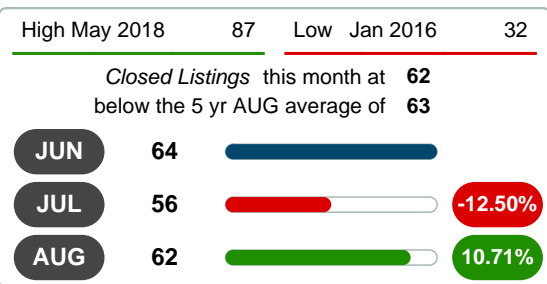


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$10,000	12	19.35%	54.0	7	3	2	0
\$10,001-\$30,000	12	19.35%	112.5	12	0	0	0
\$30,001-\$120,000	14	22.58%	17.5	7	5	1	1
\$120,001-\$150,000	10	16.13%	75.5	1	8	1	0
\$150,001-\$190,000	6	9.68%	39.5	0	4	1	1
\$190,001 and up	8	12.90%	85.5	1	4	3	0
Total Closed Units	62			28	24	8	2
Total Closed Volume	5,576,720	100%	53.0	1.04M	3.09M	1.19M	250.00K
Median Closed Price	\$71,000			\$23,250	\$136,000	\$149,500	\$125,000

August 2019



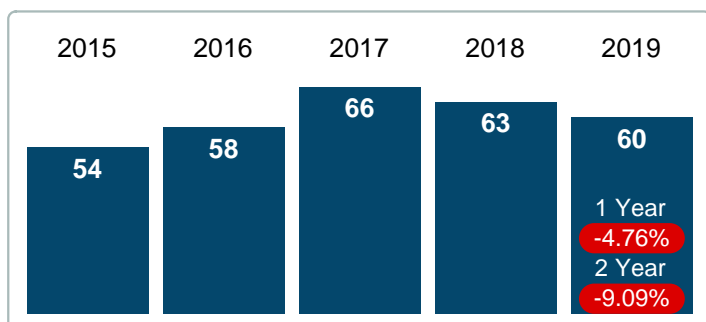
Area Delimited by County Of Cherokee



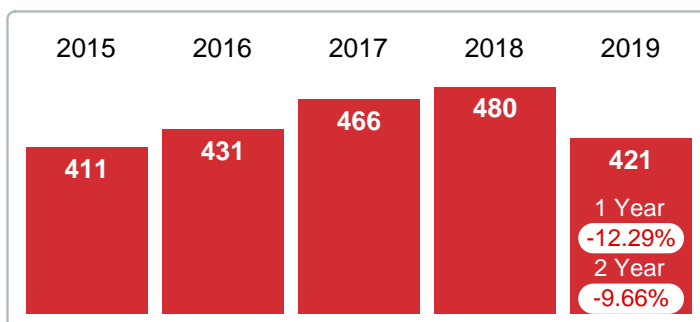
PENDING LISTINGS

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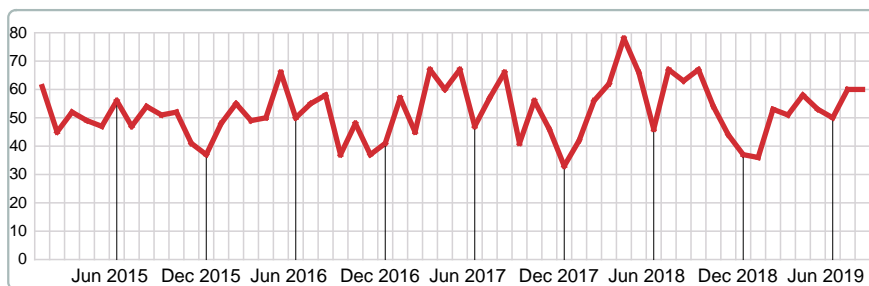
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

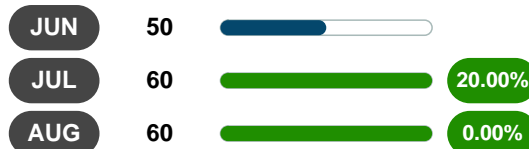


3 MONTHS

5 year AUG AVG = 60

High Apr 2018 78 Low Dec 2017 33

Pending Listings this month at 60
equal to 5 yr AUG average of 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.00%	75.0	3	0	0	0
\$20,001 - \$50,000	9	15.00%	61.0	6	3	0	0
\$50,001 - \$90,000	9	15.00%	17.0	5	2	1	1
\$90,001 - \$150,000	16	26.67%	86.0	5	8	3	0
\$150,001 - \$190,000	8	13.33%	40.0	1	7	0	0
\$190,001 - \$310,000	9	15.00%	50.0	2	3	3	1
\$310,001 and up	6	10.00%	61.5	3	1	0	2
Total Pending Units	60			25	24	7	4
Total Pending Volume	9,004,339	100%	61.5	3.21M	3.44M	1.17M	1.18M
Median Listing Price	\$123,250			\$74,000	\$139,900	\$139,900	\$294,450

August 2019



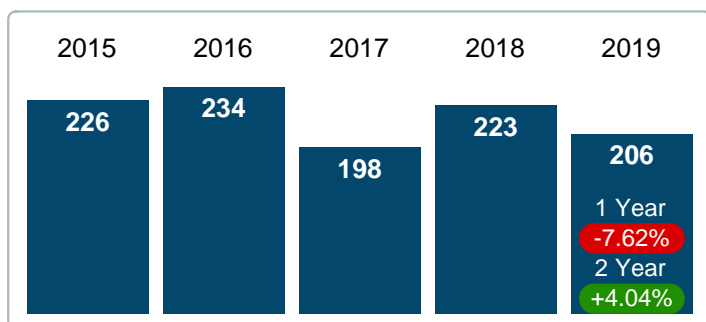
Area Delimited by County Of Cherokee



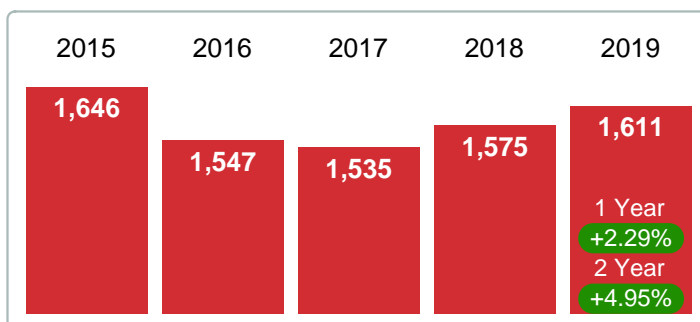
NEW LISTINGS

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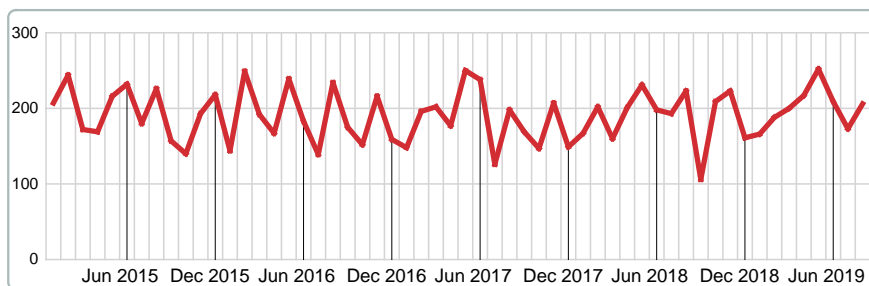
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

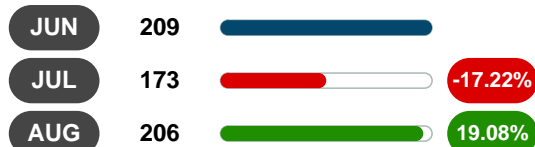


3 MONTHS

5 year AUG AVG = 217

High May 2019 252 Low Sep 2018 106

New Listings this month at **206**
below the 5 yr AUG average of **217**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	40	19.42%	34	4	2	0
\$20,001-\$50,000	29	14.08%	26	3	0	0
\$50,001-\$130,000	57	27.67%	36	18	3	0
\$130,001-\$190,000	30	14.56%	9	16	5	0
\$190,001-\$390,000	26	12.62%	8	9	8	1
\$390,001 and up	24	11.65%	13	4	3	4
Total New Listed Units	206		126	54	21	5
Total New Listed Volume	34,718,304	100%	17.60M	9.38M	5.24M	2.51M
Median New Listed Listing Price	\$83,950		\$57,450	\$137,450	\$215,900	\$536,000

August 2019



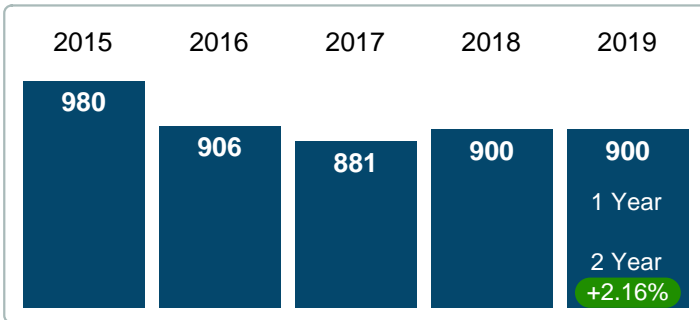
Area Delimited by County Of Cherokee



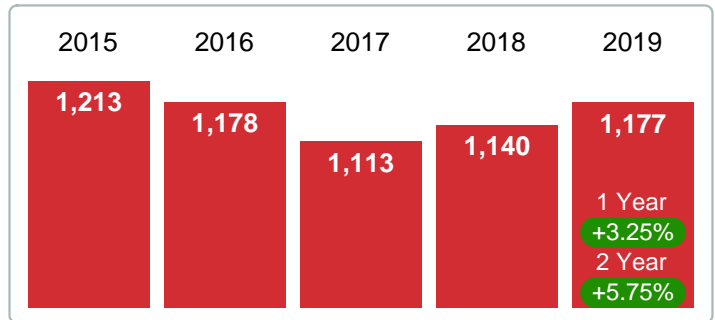
ACTIVE INVENTORY

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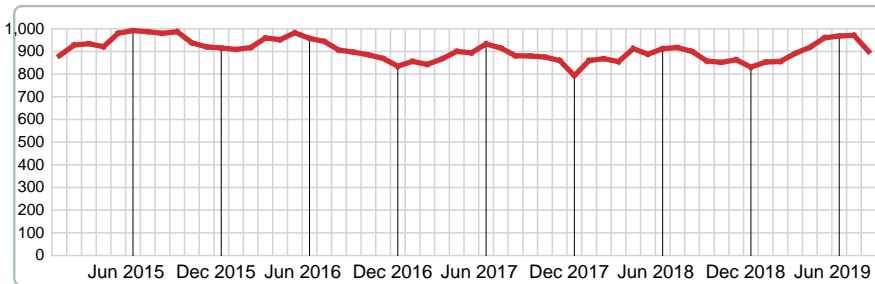
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

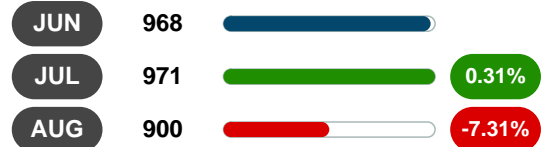


3 MONTHS

5 year AUG AVG = 913

High Jun 2015 992 Low Dec 2017 793

Inventory this month at **900**
below the 5 yr AUG average of **913**



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	50	5.56%	51.5	42	6	2	0
\$10,001 - \$10,000	0	0.00%	51.5	0	0	0	0
\$10,001 - \$30,000	272	30.22%	110.0	270	2	0	0
\$30,001 - \$90,000	221	24.56%	107.0	195	25	1	0
\$90,001 - \$190,000	155	17.22%	71.0	63	72	16	4
\$190,001 - \$370,000	111	12.33%	82.0	42	38	24	7
\$370,001 and up	91	10.11%	62.0	47	21	13	10
Total Active Inventory by Units	900			659	164	56	21
Total Active Inventory by Volume	136,328,669	100%	85.0	73.90M	35.68M	16.65M	10.09M
Median Active Inventory Listing Price	\$68,450			\$37,500	\$159,900	\$219,400	\$344,900

August 2019



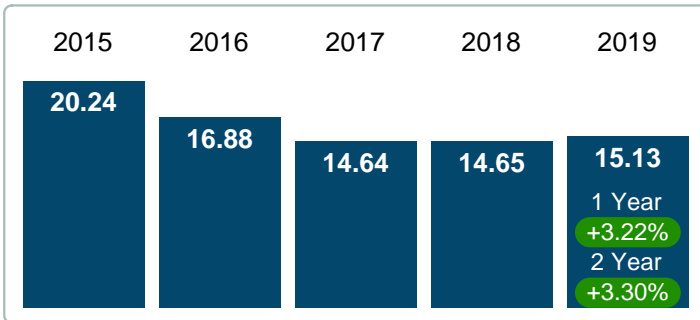
Area Delimited by County Of Cherokee



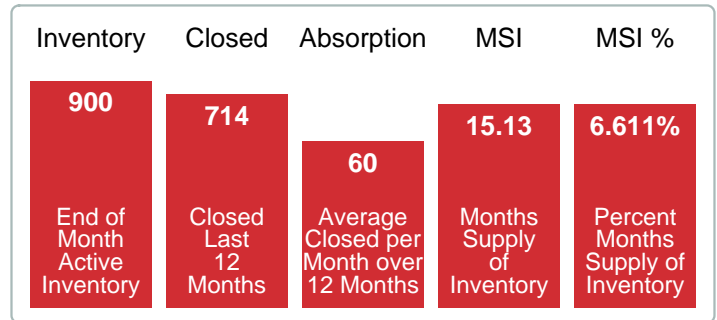
MONTHS SUPPLY of INVENTORY (MSI)

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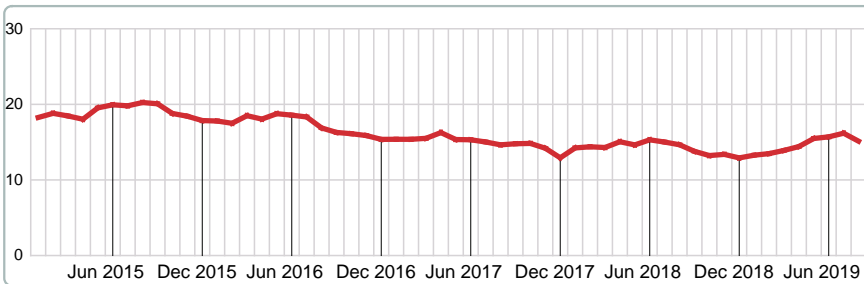
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

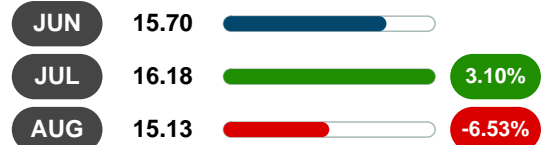


3 MONTHS

5 year AUG AVG = 16.31

High Aug 2015 20.24 Low Dec 2018 12.92

Months Supply this month at 15.13
below the 5 yr AUG average of 16.31



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	50	5.56%	5.31	6.22	2.67	4.80	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	272	30.22%	41.32	43.20	6.00	0.00	0.00
\$30,001 - \$90,000	221	24.56%	13.74	23.17	3.85	1.00	0.00
\$90,001 - \$190,000	155	17.22%	8.12	16.43	5.54	8.00	16.00
\$190,001 - \$370,000	111	12.33%	15.67	33.60	10.60	11.52	42.00
\$370,001 and up	91	10.11%	72.80	62.67	126.00	39.00	0.00
Market Supply of Inventory (MSI)			15.13	24.18	6.35	9.60	36.00
Total Active Inventory by Units		100%	15.13	659	164	56	21

August 2019



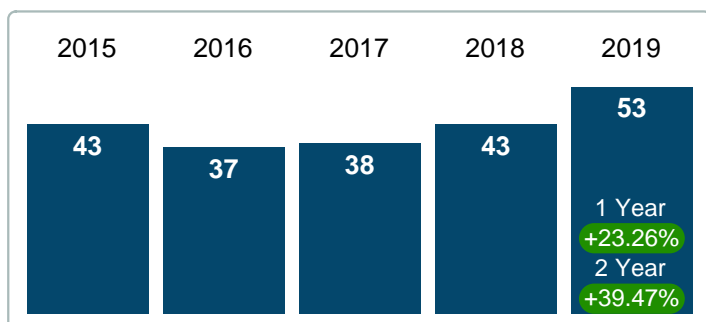
Area Delimited by County Of Cherokee



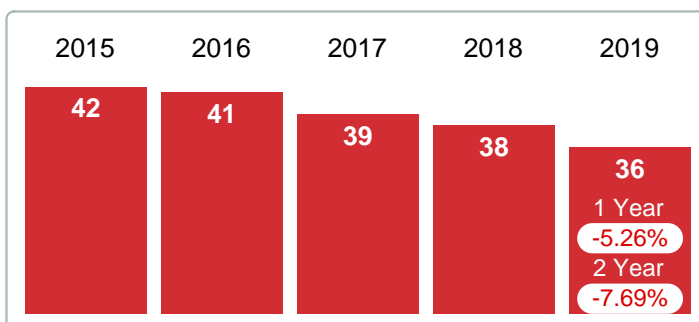
MEDIAN DAYS ON MARKET TO SALE

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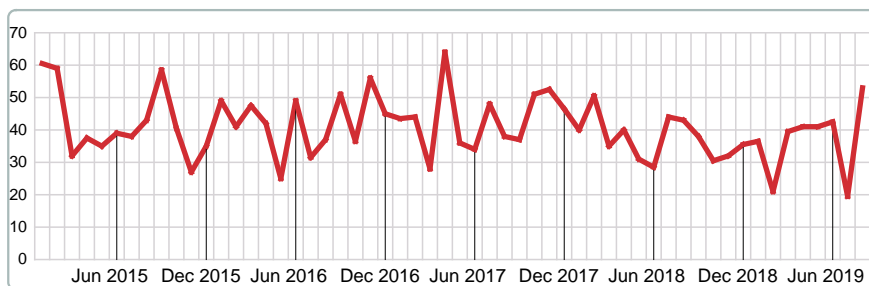
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

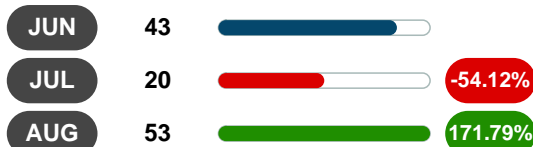


3 MONTHS

5 year AUG AVG = 43

High Apr 2017 64 Low Jul 2019 20

Median Days on Market to Sale this month at 53 above the 5 yr AUG average of 43



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
\$0 and less	0	0.00%	62	0	0	0	0
\$1 \$10,000	12	19.35%	54	63	123	33	0
\$10,001 \$30,000	12	19.35%	113	113	0	0	0
\$30,001 \$120,000	14	22.58%	18	14	18	18	17
\$120,001 \$150,000	10	16.13%	76	24	76	132	0
\$150,001 \$190,000	6	9.68%	40	0	34	16	70
\$190,001 and up	8	12.90%	86	47	100	83	0
Median Closed DOM			53	42	63	51	44
Total Closed Units		100%	62	28	24	8	2
Total Closed Volume			5,576,720	1.04M	3.09M	1.19M	250.00K

August 2019



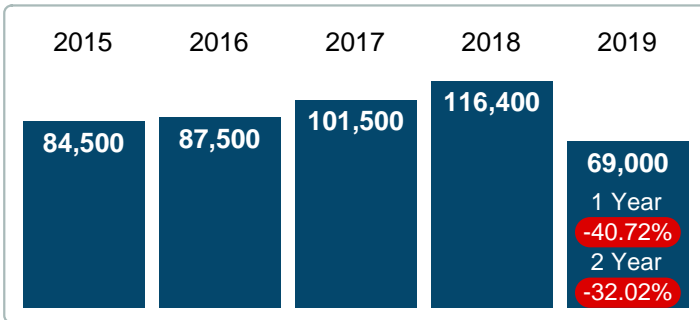
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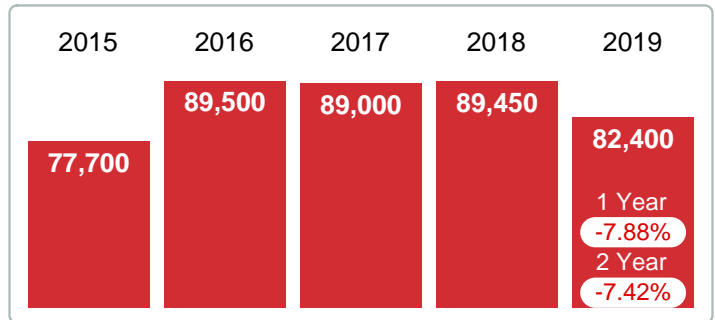
MEDIAN LIST PRICE AT CLOSING

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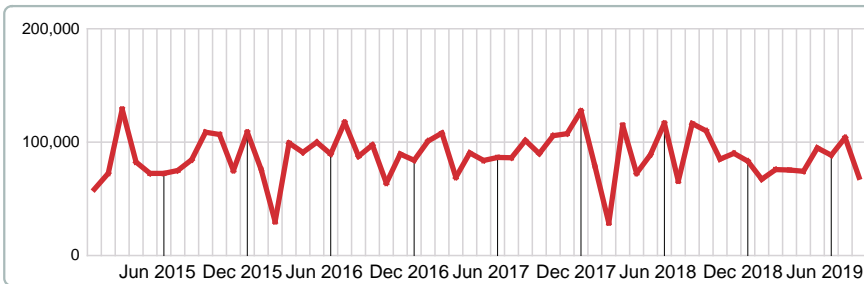
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 91,780

High Mar 2015 129,000 Low Feb 2018 28,800

Median List Price at Closing this month at **69,000**
below the 5 yr AUG average of **91,780**



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
\$0 and less	0	0.00%	86	0	0	0	0
\$1-\$10,000	12	19.35%	750	600	750	923	0
\$10,001-\$30,000	10	16.13%	21,500	21,500	0	0	0
\$30,001-\$120,000	16	25.81%	65,750	62,500	78,400	50,000	59,900
\$120,001-\$150,000	8	12.90%	135,950	124,900	135,950	139,900	0
\$150,001-\$190,000	9	14.52%	172,900	0	172,000	179,900	189,999
\$190,001 and up	7	11.29%	249,000	229,000	249,000	265,000	0
Median List Price			69,000	23,400	138,950	159,900	124,950
Total Closed Units		100%	62	28	24	8	2
Total Closed Volume			5,792,813	1.12M	3.17M	1.25M	249.90K

August 2019



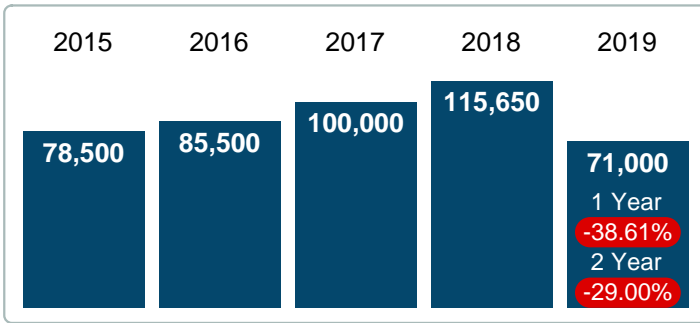
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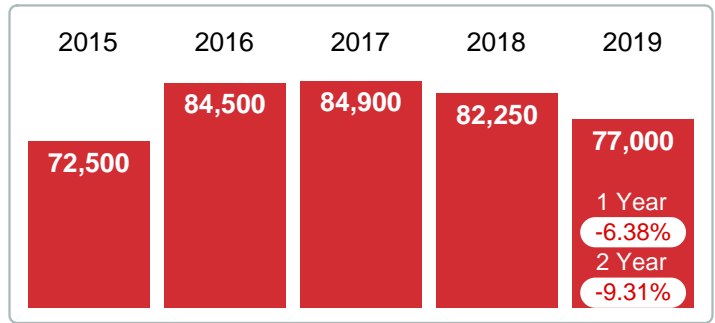
MEDIAN SOLD PRICE AT CLOSING

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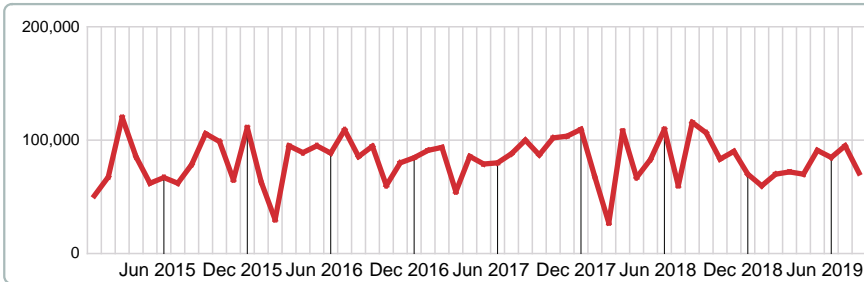
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

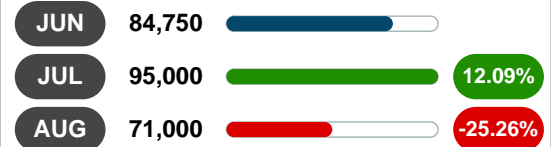


3 MONTHS

5 year AUG AVG = 90,130

High Mar 2015 120,000 Low Feb 2018 27,000

Median Sold Price at Closing this month at 71,000 below the 5 yr AUG average of 90,130



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
\$0 and less	0	0.00%	249,000	0	0	0	0
\$1-\$10,000	12	19.35%	738	600	750	863	0
\$10,001-\$30,000	12	19.35%	22,250	22,250	0	0	0
\$30,001-\$120,000	14	22.58%	71,000	69,000	78,000	42,500	72,000
\$120,001-\$150,000	10	16.13%	134,500	121,000	136,000	124,000	0
\$150,001-\$190,000	6	9.68%	172,500	0	171,950	175,000	178,000
\$190,001 and up	8	12.90%	215,375	191,000	213,000	253,000	0
Median Sold Price			71,000	23,250	136,000	149,500	125,000
Total Closed Units		100%	71,000	28	24	8	2
Total Closed Volume			5,576,720	1.04M	3.09M	1.19M	250.00K

August 2019



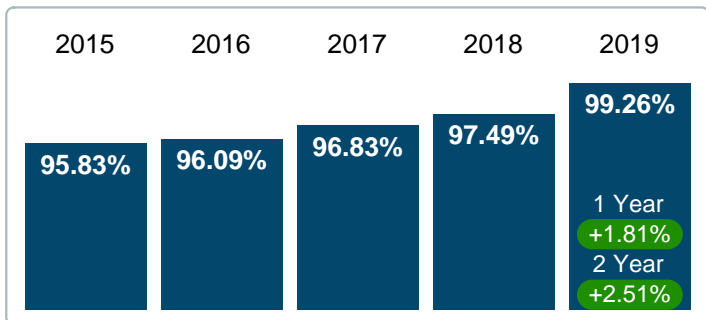
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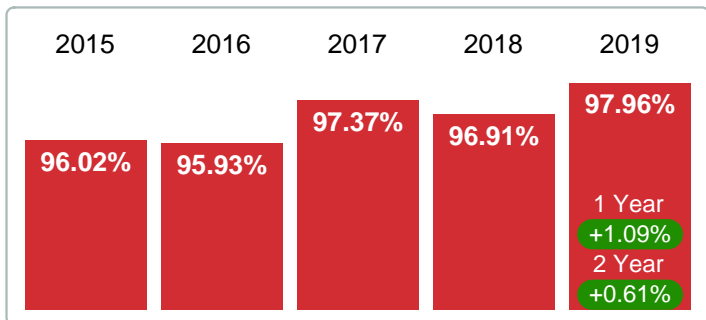
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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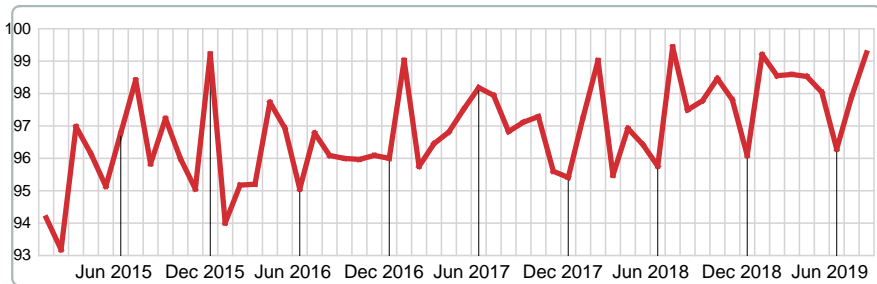
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

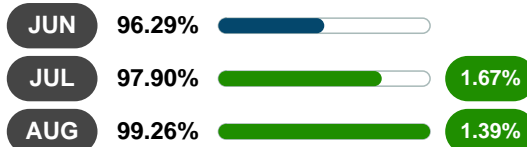


3 MONTHS

5 year AUG AVG = 97.10%

High Jul 2018 99.44% Low Feb 2015 93.18%

Median Sold/List Ratio this month at **99.26%**
above the 5 yr AUG average of **97.10%**



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
\$0 and less	0	0.00%	15,375.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$10,000	12	19.35%	100.00%	100.00%	100.00%	93.30%	0.00%
\$10,001-\$30,000	12	19.35%	100.00%	100.00%	0.00%	0.00%	0.00%
\$30,001-\$120,000	14	22.58%	98.11%	97.12%	99.09%	85.00%	120.20%
\$120,001-\$150,000	10	16.13%	96.77%	96.88%	97.25%	88.63%	0.00%
\$150,001-\$190,000	6	9.68%	99.62%	0.00%	99.91%	97.28%	93.68%
\$190,001 and up	8	12.90%	95.91%	83.41%	98.18%	95.47%	0.00%
Median Sold/List Ratio		99.26%		100.00%	99.26%	93.92%	106.94%
Total Closed Units		62	100%	28	24	8	2
Total Closed Volume		5,576,720		1.04M	3.09M	1.19M	250.00K

August 2019



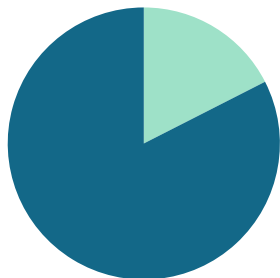
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

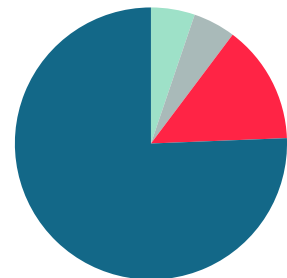


Inventory
 New Listings
206 = 17.50%
 Start Inventory
971
 Total Inventory Units
1,177
 Volume
\$169,795,771

Market Activity

Closed Sales
62 = 5.21%
 Pending Sales
60 = 5.04%
 Other Off Market
168 = 14.12%
 Active Inventory
900 = 75.63%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	68	62	-8.82%	508	450	-11.42%
Pending Sales	63	60	-4.76%	480	421	-12.29%
New Listings	223	206	-7.62%	1,575	1,611	2.29%
Median List Price	116,400	69,000	-40.72%	89,450	82,400	-7.88%
Median Sale Price	115,650	71,000	-38.61%	82,250	77,000	-6.38%
Median Percent of Selling Price to List Price	97.49%	99.26%	1.81%	96.91%	97.96%	1.09%
Median Days on Market to Sale	43.00	53.00	23.26%	38.00	36.00	-5.26%
Monthly Inventory	900	900	0.00%	900	900	0.00%
Months Supply of Inventory	14.65	15.13	3.22%	14.65	15.13	3.22%

Absorption: Last 12 months, an Average of **60** Sales/Month

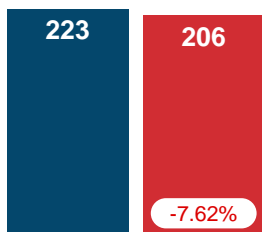
Inventory on August 31, 2019 = **900**

2018 **2019**

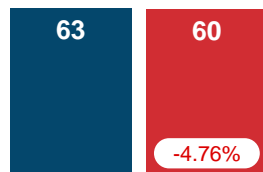
AUGUST MARKET

MEDIAN PRICES

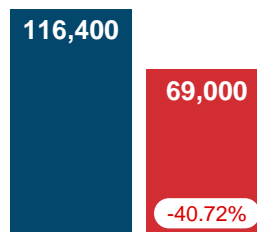
New Listings



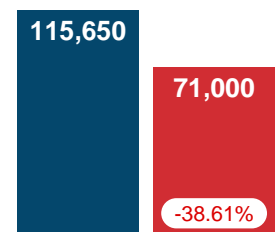
Pending Listings



List Price



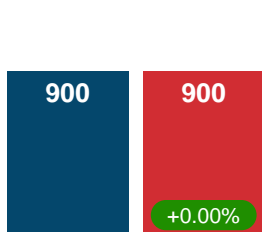
Sale Price



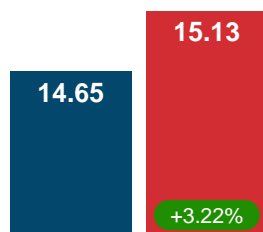
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

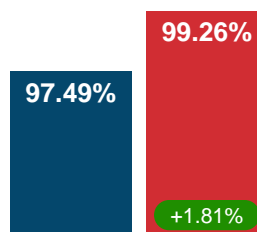
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

