



January 2019

Area Delimited by County Of Cherokee

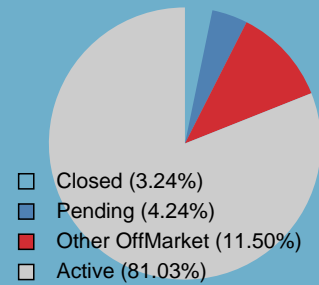


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	32	29	-9.38%
Pending Listings	41	38	-7.32%
New Listings	141	141	0.00%
Median List Price	87,400	89,900	2.86%
Median Sale Price	87,400	78,000	-10.76%
Median Percent of List Price to Selling Price	95.41%	96.37%	1.01%
Median Days on Market to Sale	40.00	28.00	-30.00%
End of Month Inventory	779	726	-6.80%
Months Supply of Inventory	14.98	13.32	-11.08%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of January 31, 2019 = **726**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **6.80%** to 726 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 **13.32** 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 **10.76%** in January 2019 to \$78,000 versus the previous year at \$87,400.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 12.00 days or **30.00%** in January 2019 compared to last year's same month at **40.00** DOM.

Sales Success for January 2019 is Positive

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

There were 141 New Listings in January 2019, down **0.00%** from last year at 141. Furthermore, there were 29 Closed Listings this month versus last year at 32, a **-9.38%** decrease.

Closed versus Listed trends yielded a **20.6%** ratio, down from previous year's, January 2018, at **22.7%**, a **9.38%** 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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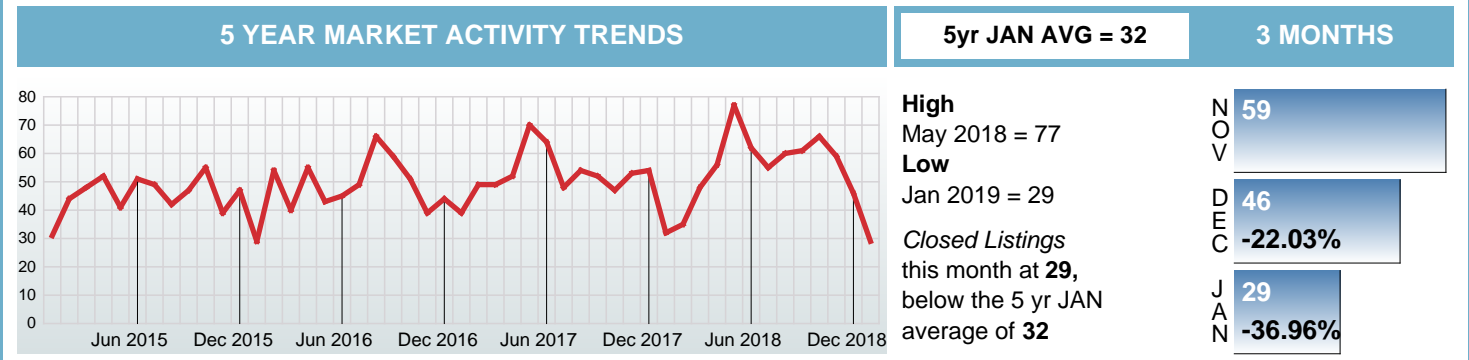
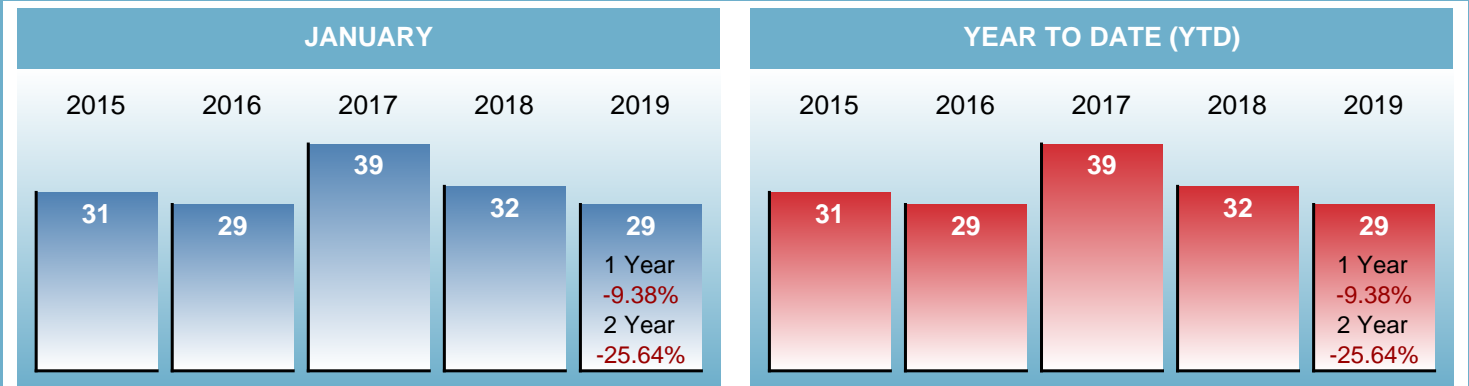
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CLOSED LISTINGS

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



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	2	6.90%	7.0	2	0	0	0
\$10,001 - \$40,000	5	17.24%	12.0	4	1	0	0
\$40,001 - \$50,000	3	10.34%	82.0	2	1	0	0
\$50,001 - \$120,000	9	31.03%	63.0	6	3	0	0
\$120,001 - \$140,000	2	6.90%	79.5	0	2	0	0
\$140,001 - \$240,000	5	17.24%	18.0	0	5	0	0
\$240,001 and up	3	10.34%	114.0	0	1	2	0
Total Closed Units	29			14	13	2	0
Total Closed Volume	3,173,860	100%	28.0	733.91K	1.81M	630.00K	0.00B
Median Closed Price	\$78,000			\$43,000	\$130,000	\$315,000	\$0

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

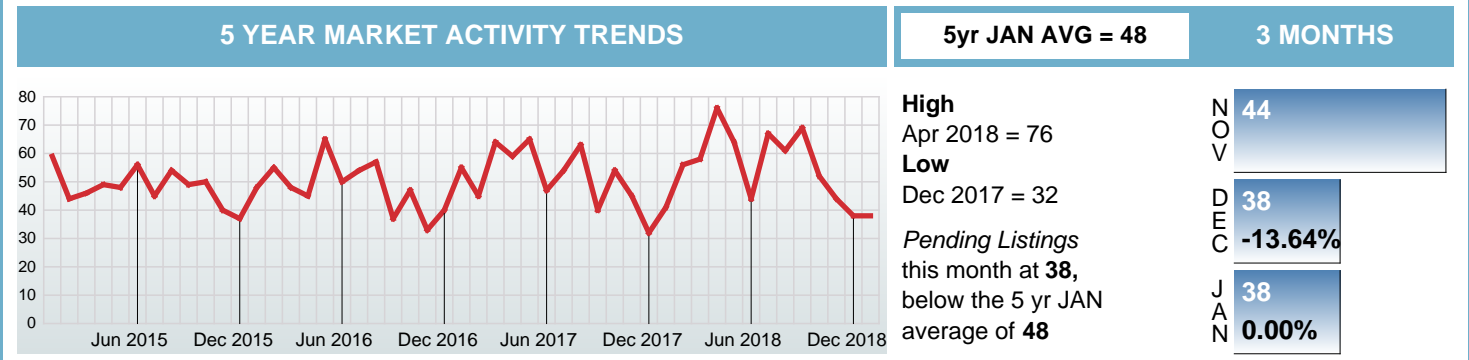
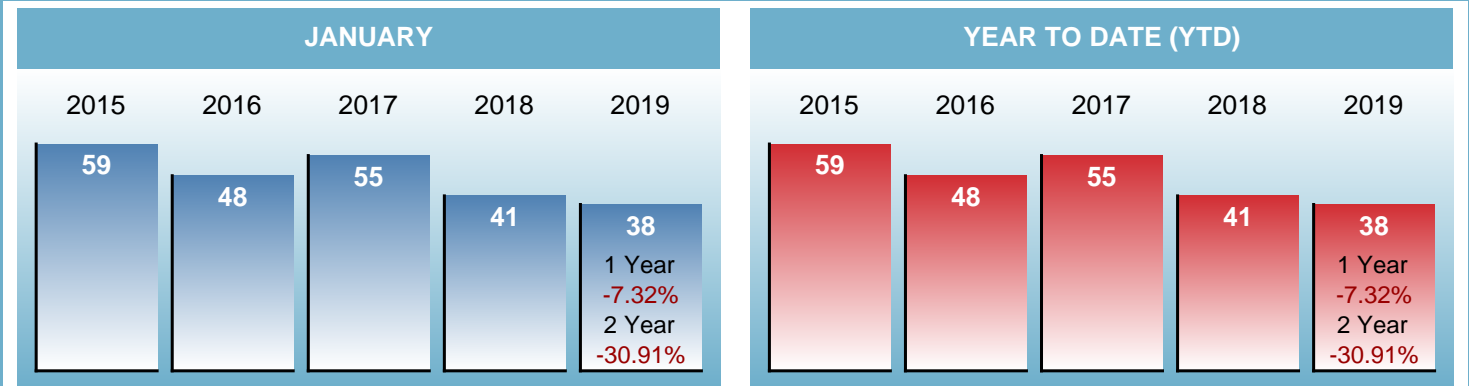
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PENDING LISTINGS

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



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	2	5.26%	6.5	2	0	0	0
\$10,001 - \$40,000	6	15.79%	17.0	6	0	0	0
\$40,001 - \$50,000	5	13.16%	82.0	3	2	0	0
\$50,001 - \$120,000	10	26.32%	58.0	5	5	0	0
\$120,001 - \$160,000	5	13.16%	5.0	1	4	0	0
\$160,001 - \$190,000	6	15.79%	93.0	0	4	2	0
\$190,001 and up	4	10.53%	21.0	2	2	0	0
Total Pending Units	38			19	17	2	0
Total Pending Volume	3,865,250	100%	22.5	1.23M	2.28M	358.90K	0.00B
Median Listing Price	\$94,450			\$45,600	\$139,000	\$179,450	\$0

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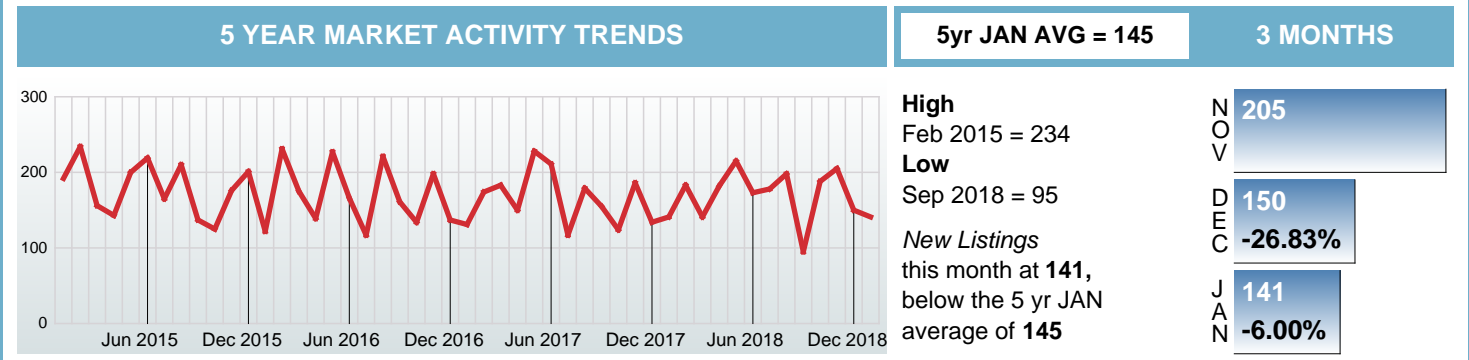
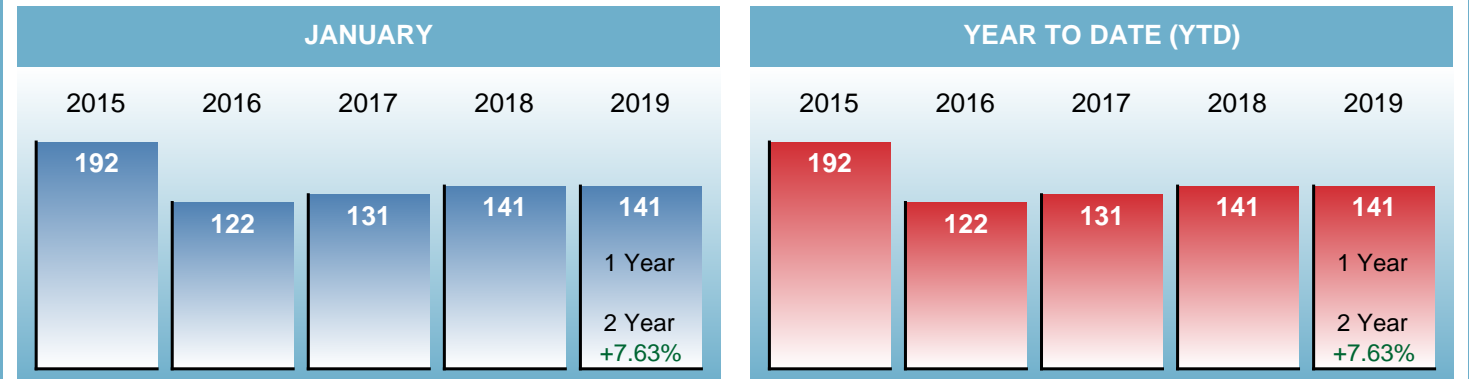
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NEW LISTINGS

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	14	9.93%	14	0	0	0
\$20,001 - \$30,000	16	11.35%	16	0	0	0
\$30,001 - \$60,000	18	12.77%	12	4	2	0
\$60,001 - \$130,000	40	28.37%	19	18	3	0
\$130,001 - \$180,000	19	13.48%	3	14	2	0
\$180,001 - \$290,000	19	13.48%	1	10	7	1
\$290,001 and up	15	10.64%	7	1	6	1
Total New Listed Units	141		72	47	20	2
Total New Listed Volume	23,588,149		10.26M	6.96M	5.76M	608.90K
Median New Listed Listing Price	\$100,000		\$44,250	\$137,000	\$207,400	\$304,450

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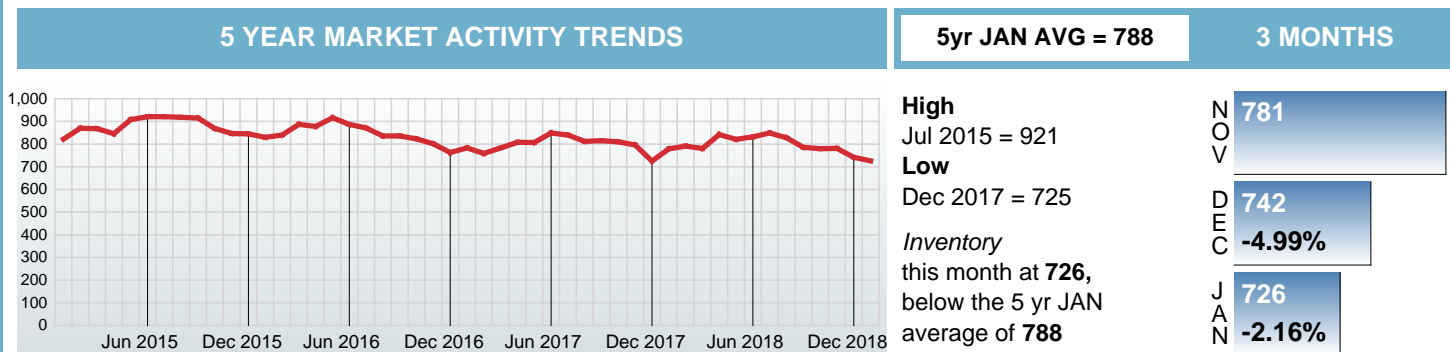
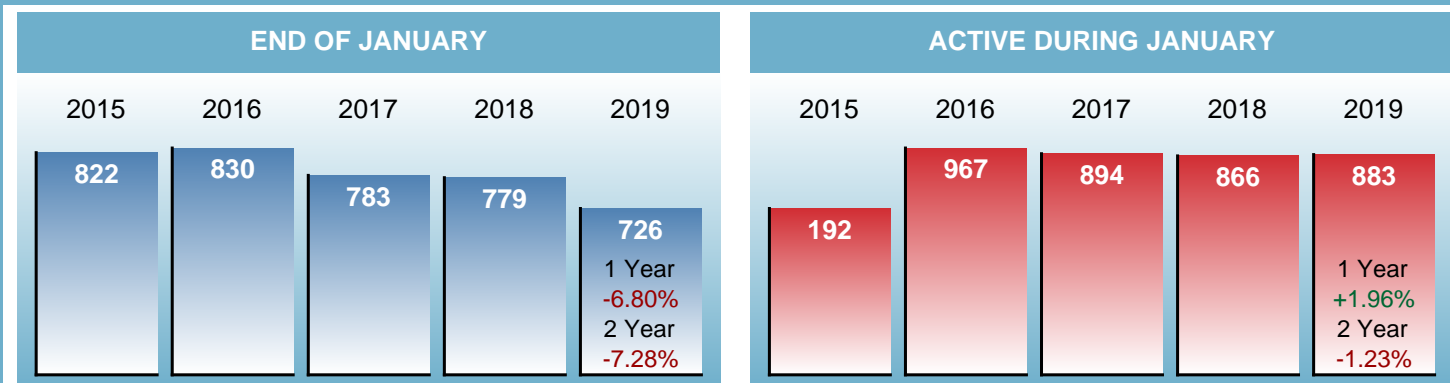
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ACTIVE INVENTORY

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



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	18	2.48%	112.0	18	0	0	0
\$10,001 - \$20,000	147	20.25%	112.0	147	0	0	0
\$20,001 - \$30,000	81	11.16%	65.0	79	2	0	0
\$30,001 - \$80,000	198	27.27%	85.0	170	23	5	0
\$80,001 - \$150,000	111	15.29%	83.0	53	49	8	1
\$150,001 - \$300,000	100	13.77%	70.0	22	42	29	7
\$300,001 and up	71	9.78%	71.0	38	15	10	8
Total Active Inventory by Units	726			527	131	52	16
Total Active Inventory by Volume	98,130,117	100%	85.0	53.73M	27.09M	12.43M	4.88M
Median Active Inventory Listing Price	\$65,000			\$39,900	\$145,900	\$198,950	\$284,450

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January 2019

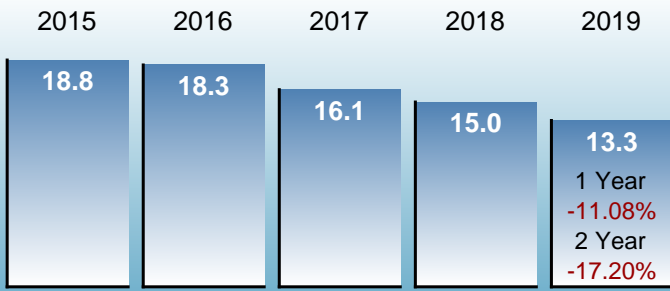
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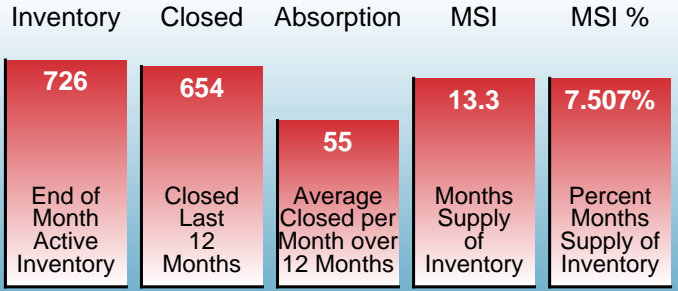
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY



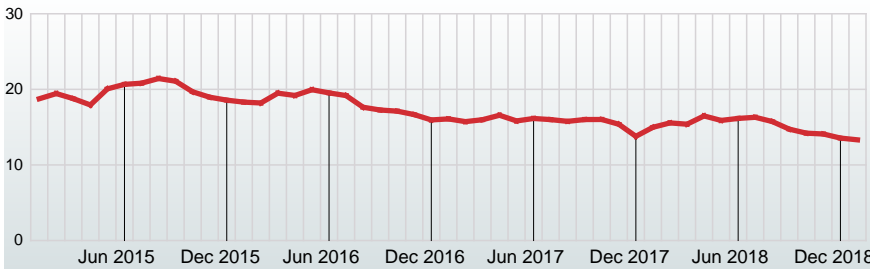
INDICATORS FOR JANUARY 2019



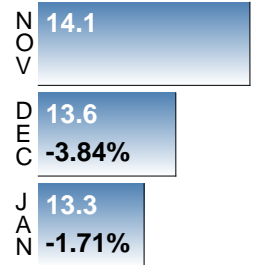
5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 16.3

3 MONTHS



High
Aug 2015 = 21.4
Low
Jan 2019 = 13.3
Months Supply this month at 13.3, below the 5 yr JAN average of 16.3



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	18	2.48%	7.7	7.7	0.0	0.0	0.0
\$10,001 - \$20,000	147	20.25%	43.0	51.9	0.0	0.0	0.0
\$20,001 - \$30,000	81	11.16%	25.6	30.6	4.0	0.0	0.0
\$30,001 - \$80,000	198	27.27%	14.6	21.7	5.0	5.5	0.0
\$80,001 - \$150,000	111	15.29%	6.5	13.3	4.5	3.8	4.0
\$150,001 - \$300,000	100	13.77%	7.9	14.7	5.9	7.9	28.0
\$300,001 and up	71	9.78%	31.6	91.2	30.0	8.6	48.0
Market Supply of Inventory (MSI)	13.3			24.5	5.4	6.6	16.0
Total Active Inventory by Units	726	100%	13.3	527	131	52	16

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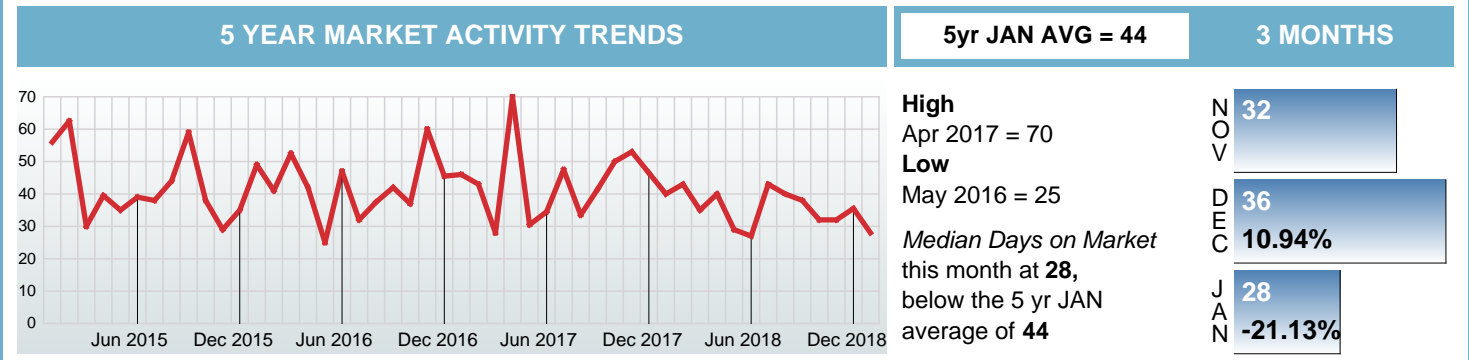
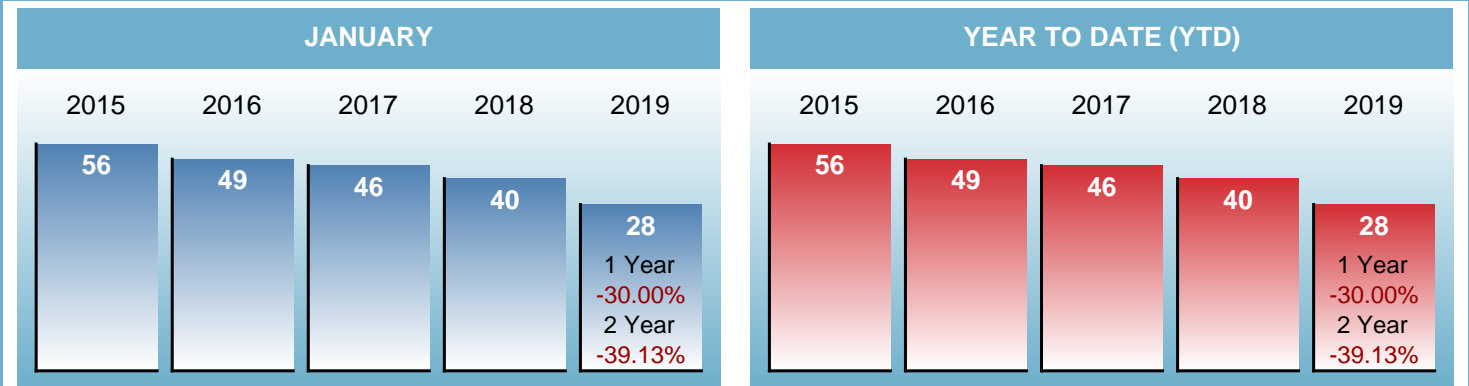
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MEDIAN DAYS ON MARKET TO SALE

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



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	6.90%	7.0	7.0	0.0	0.0	0.0
\$10,001 - \$40,000	17.24%	12.0	29.5	12.0	0.0	0.0
\$40,001 - \$50,000	10.34%	82.0	77.5	82.0	0.0	0.0
\$50,001 - \$120,000	31.03%	63.0	39.5	64.0	0.0	0.0
\$120,001 - \$140,000	6.90%	79.5	0.0	79.5	0.0	0.0
\$140,001 - \$240,000	17.24%	18.0	0.0	18.0	0.0	0.0
\$240,001 and up	10.34%	114.0	0.0	166.0	87.5	0.0
Median Closed DOM		28.0	17.0	28.0	87.5	0.0
Total Closed Units	100%	28.0	14	13	2	
Total Closed Volume		3,173,860	733.91K	1.81M	630.00K	0.00B

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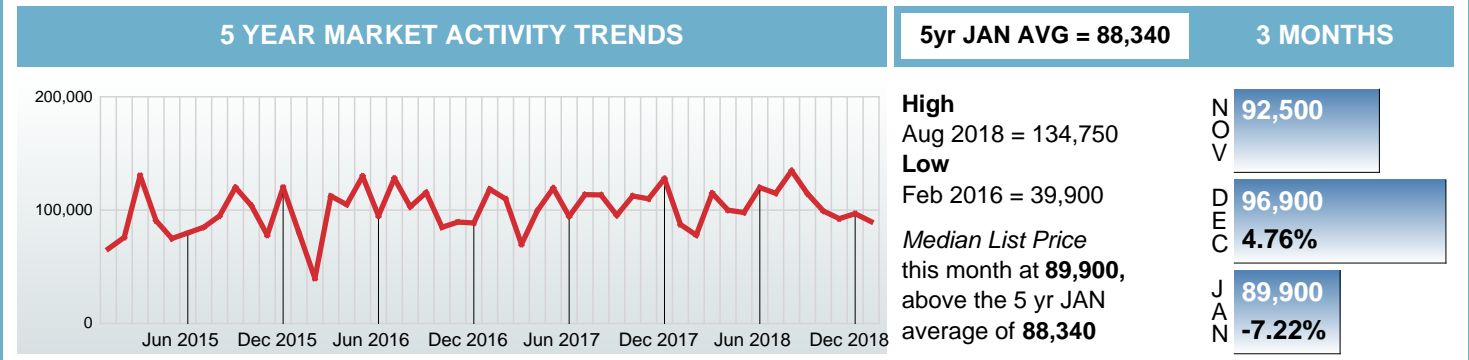
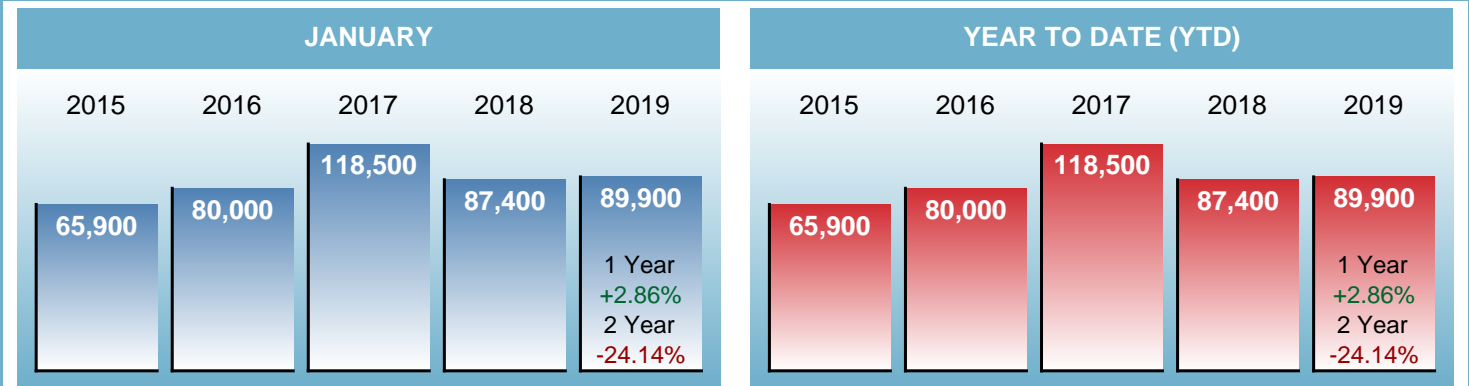
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MEDIAN LIST PRICE AT CLOSING

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



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	3.45%	1,500	1,500	0	0	0
\$10,001 \$40,000	3	10.34%	15,000	12,975	34,900	0	0
\$40,001 \$50,000	5	17.24%	45,000	45,300	44,900	0	0
\$50,001 \$120,000	9	31.03%	80,000	80,000	77,400	0	0
\$120,001 \$140,000	3	10.34%	124,900	0	124,900	0	0
\$140,001 \$240,000	5	17.24%	150,000	0	150,000	0	0
\$240,001 and up	3	10.34%	398,000	0	499,900	321,450	0
Median List Price			89,900	54,950	134,900	321,450	0
Total Closed Units		100%	89,900	14	13	2	
Total Closed Volume			3,419,250	828.85K	1.95M	642.90K	0.00B

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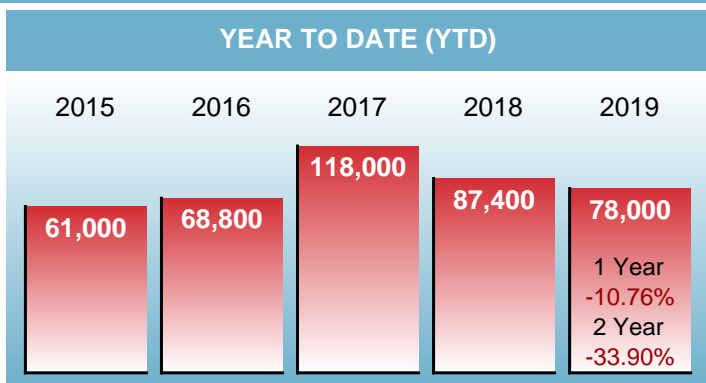
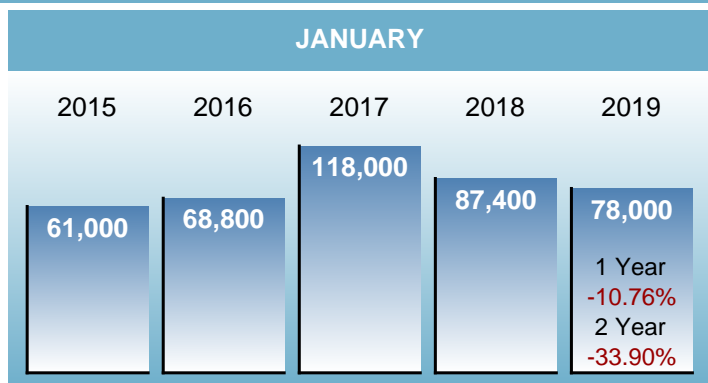
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MEDIAN SOLD PRICE AT CLOSING

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



5yr JAN AVG = 82,640 **3 MONTHS**

NOV	90,150
DEC	90,500
JAN	78,000

0.39% (Change from Dec)

-13.81% (Change from Nov)

High
Aug 2018 = 131,750
Low
Feb 2016 = 35,000
Median Sold Price
this month at **78,000**,
below the 5 yr JAN
average of **82,640**

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	2	6.90%	5,755	5,755	0	0	0
\$10,001 - \$40,000	5	17.24%	30,000	27,500	34,900	0	0
\$40,001 - \$50,000	3	10.34%	45,000	43,000	46,500	0	0
\$50,001 - \$120,000	9	31.03%	78,000	85,350	78,000	0	0
\$120,001 - \$140,000	2	6.90%	126,500	0	126,500	0	0
\$140,001 - \$240,000	5	17.24%	145,000	0	145,000	0	0
\$240,001 and up	3	10.34%	387,000	0	430,000	315,000	0
Median Sold Price			78,000	43,000	130,000	315,000	0
Total Closed Units		100%	78,000	14	13	2	
Total Closed Volume			3,173,860	733.91K	1.81M	630.00K	0.00B

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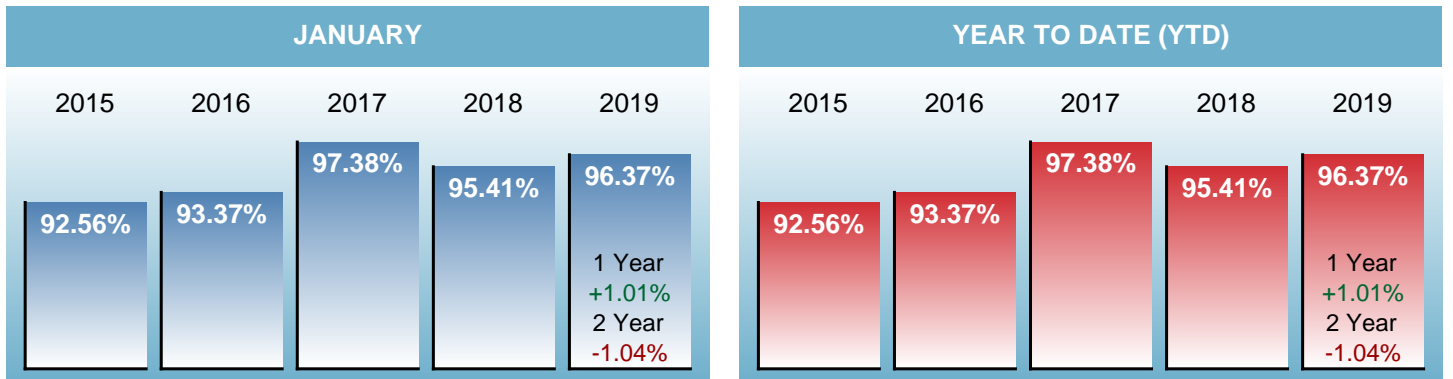
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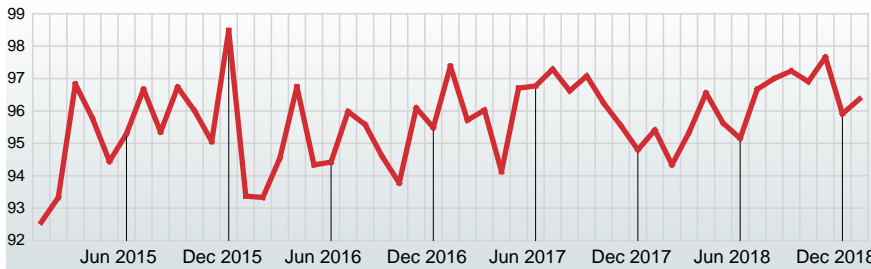
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 95.02% 3 MONTHS



High
Dec 2015 = 98.48%

Low
Jan 2015 = 92.56%

Median Sold/List Ratio this month at **96.37%**, above the 5 yr JAN average of **95.02%**

NOV	97.66%
DEC	95.91%
JAN	96.37%
	-1.79%
	0.47%

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	2	6.90%	110.38%	110.38%	0.00%	0.00%	0.00%
\$10,001 \$40,000	5	17.24%	88.89%	77.78%	100.00%	0.00%	0.00%
\$40,001 \$50,000	3	10.34%	89.91%	82.46%	103.56%	0.00%	0.00%
\$50,001 \$120,000	9	31.03%	94.28%	96.80%	86.76%	0.00%	0.00%
\$120,001 \$140,000	2	6.90%	98.18%	0.00%	98.18%	0.00%	0.00%
\$140,001 \$240,000	5	17.24%	100.00%	0.00%	100.00%	0.00%	0.00%
\$240,001 and up	3	10.34%	97.24%	0.00%	86.02%	98.23%	0.00%
Median Sold/List Ratio		96.37%		91.33%	96.67%	98.23%	0.00%
Total Closed Units		29	100%	14	13	2	
Total Closed Volume		3,173,860		733.91K	1.81M	630.00K	0.00B

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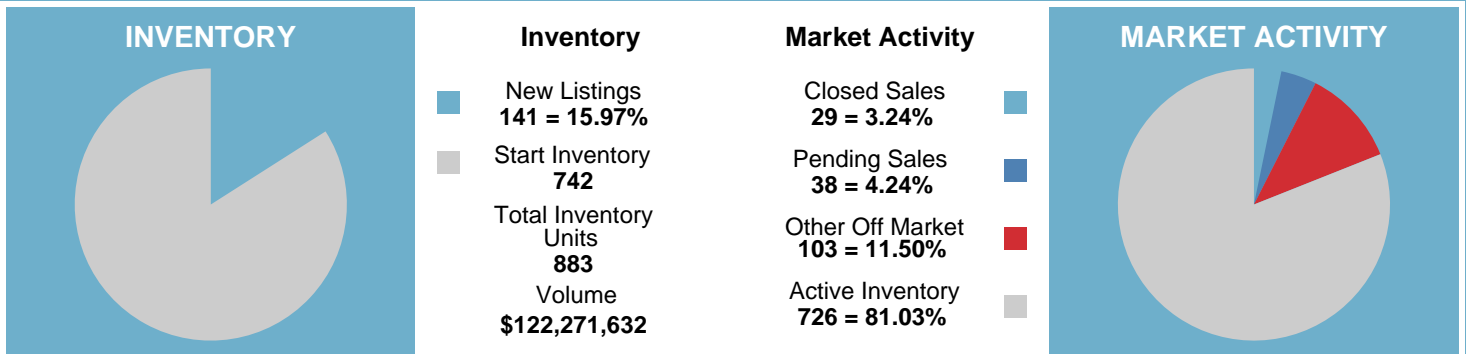
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MARKET SUMMARY

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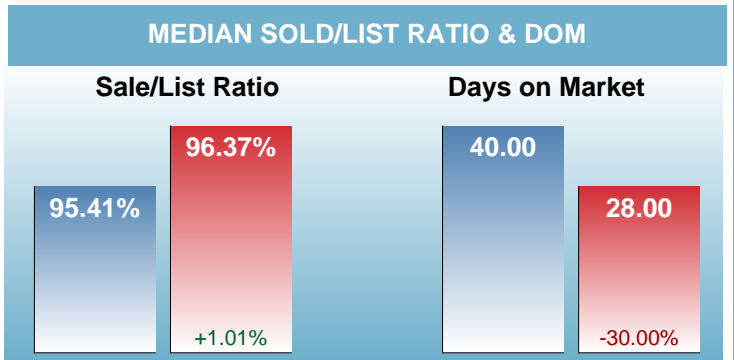
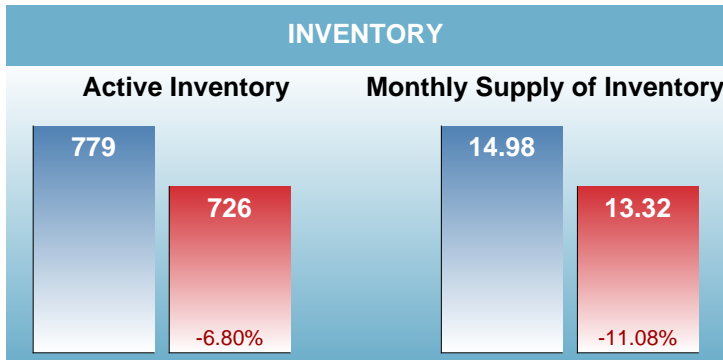
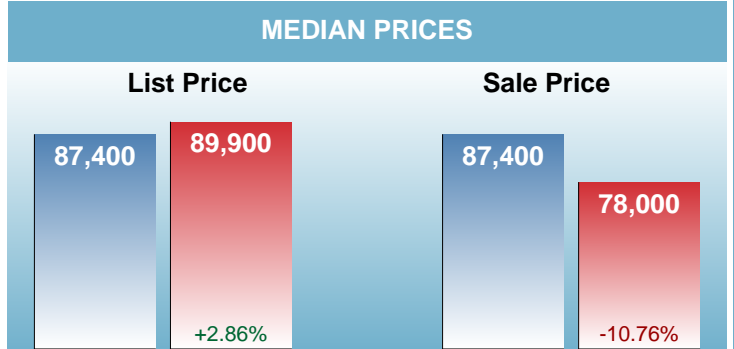
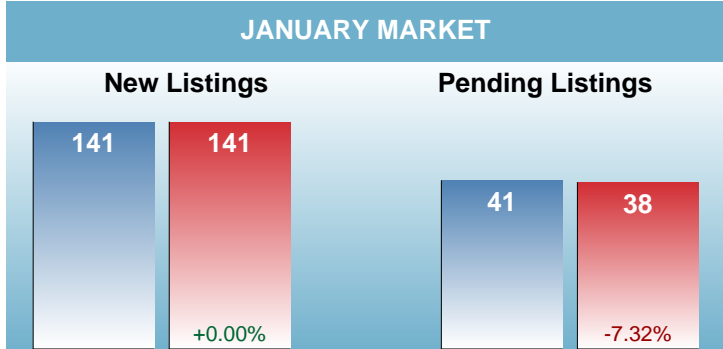


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	32	29	-9.38%	32	29	-9.38%
Pending Sales	41	38	-7.32%	41	38	-7.32%
New Listings	141	141	0.00%	141	141	0.00%
Median List Price	87,400	89,900	2.86%	87,400	89,900	2.86%
Median Sale Price	87,400	78,000	-10.76%	87,400	78,000	-10.76%
Median Percent of Selling Price to List Price	95.41%	96.37%	1.01%	95.41%	96.37%	1.01%
Median Days on Market to Sale	40.00	28.00	-30.00%	40.00	28.00	-30.00%
Monthly Inventory	779	726	-6.80%	779	726	-6.80%
Months Supply of Inventory	14.98	13.32	-11.08%	14.98	13.32	-11.08%

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

Inventory on January 31, 2019 = **726**

2018 **2019**



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