

## March 2019

Area Delimited by County Of Cherokee

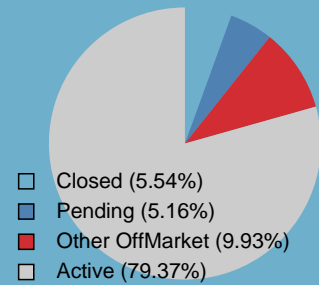


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	51	58	13.73%
Pending Listings	62	54	-12.90%
New Listings	160	200	25.00%
Average List Price	134,983	97,785	-27.56%
Average Sale Price	125,363	94,301	-24.78%
Average Percent of List Price to Selling Price	91.53%	94.50%	3.24%
Average Days on Market to Sale	49.61	55.48	11.84%
End of Month Inventory	855	831	-2.81%
Months Supply of Inventory	14.29	12.97	-9.25%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **64** Sales/Month  
**Active Inventory** as of March 31, 2019 = **831**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2019 decreased **2.81%** to 831 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **12.97** 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 **24.78%** in March 2019 to \$94,301 versus the previous year at \$125,363.

##### Average Days on Market Lengthens

The average number of **55.48** days that homes spent on the market before selling increased by 5.88 days or **11.84%** in March 2019 compared to last year's same month at **49.61** DOM.

##### Sales Success for March 2019 is Positive

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

There were 200 New Listings in March 2019, up **25.00%** from last year at 160. Furthermore, there were 58 Closed Listings this month versus last year at 51, a **13.73%** increase.

Closed versus Listed trends yielded a **29.0%** ratio, down from previous year's, March 2018, at **31.9%**, a **9.02%** 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?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

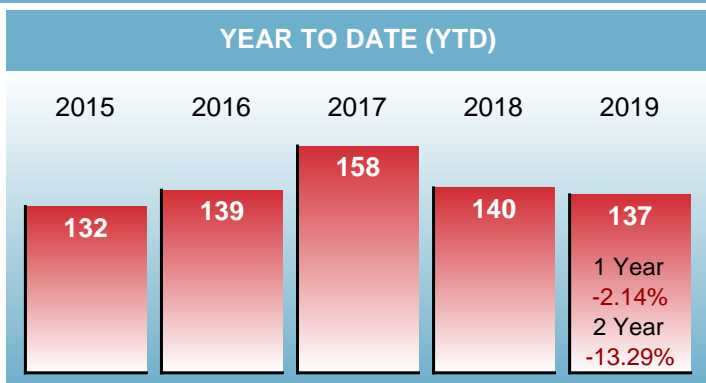
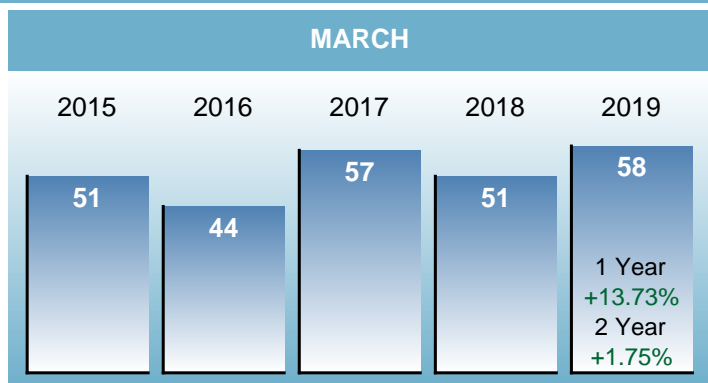
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## CLOSED LISTINGS

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



**5yr MAR AVG = 52**      **3 MONTHS**

**High**  
 May 2018 = 87  
**Low**  
 Jan 2016 = 32  
 Closed Listings this month at **58**, above the 5 yr MAR average of **52**

JAN	36
FEB	43
MAR	58

**19.44%**  
**34.88%**

## CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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	20.69%	76.8	9	3	0	0
\$10,001-\$40,000	9	15.52%	30.1	8	1	0	0
\$40,001-\$100,000	15	25.86%	59.9	9	6	0	0
\$100,001-\$160,000	7	12.07%	47.0	0	7	0	0
\$160,001-\$240,000	9	15.52%	49.8	0	6	3	0
\$240,001 and up	6	10.34%	58.5	2	3	1	0
<b>Total Closed Units</b>	<b>58</b>			<b>28</b>	<b>26</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,469,481</b>	<b>100%</b>	<b>55.5</b>	<b>1.39M</b>	<b>3.28M</b>	<b>797.46K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$94,301</b>			<b>\$49,643</b>	<b>\$126,231</b>	<b>\$199,366</b>	<b>\$0</b>

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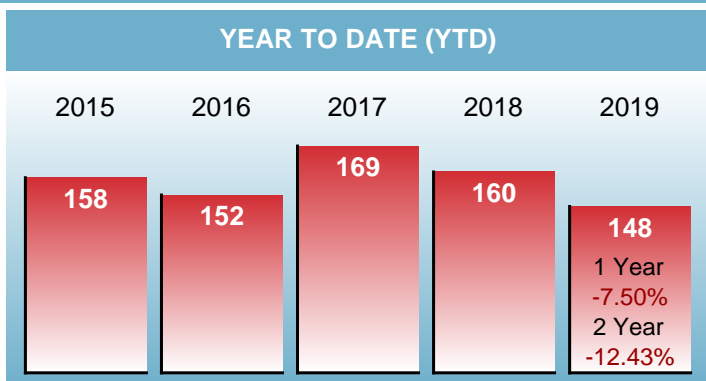
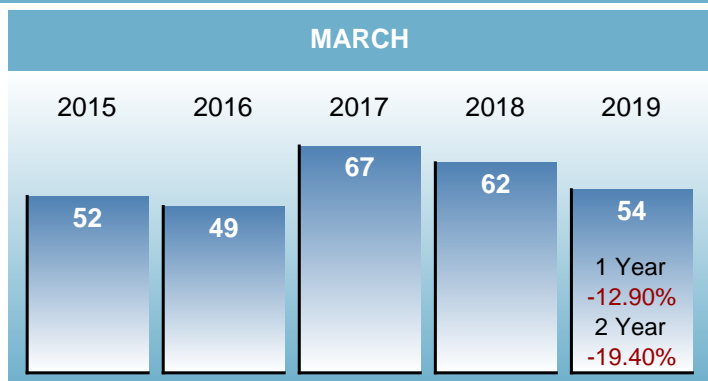
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## PENDING LISTINGS

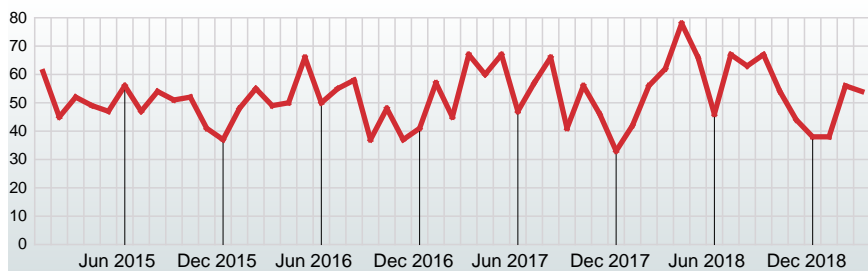
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 57

3 MONTHS



**High**  
Apr 2018 = 78  
**Low**  
Dec 2017 = 33  
*Pending Listings*  
this month at **54**,  
below the 5 yr MAR  
average of **57**

JAN	38
FEB	56
MAR	54
<b>47.37%</b>	
<b>-3.57%</b>	

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.56%	99.0	3	0	0	0
\$20,001 \$40,000	6	11.11%	55.0	5	1	0	0
\$40,001 \$70,000	10	18.52%	73.3	5	5	0	0
\$70,001 \$130,000	15	27.78%	66.7	6	8	1	0
\$130,001 \$160,000	7	12.96%	44.1	1	5	1	0
\$160,001 \$270,000	7	12.96%	42.4	2	2	3	0
\$270,001 and up	6	11.11%	66.2	2	2	2	0
<b>Total Pending Units</b>	<b>54</b>			<b>24</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,606,249</b>	<b>100%</b>	<b>60.5</b>	<b>2.25M</b>	<b>2.86M</b>	<b>1.50M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$125,638</b>			<b>\$93,748</b>	<b>\$124,248</b>	<b>\$214,086</b>	<b>\$0</b>

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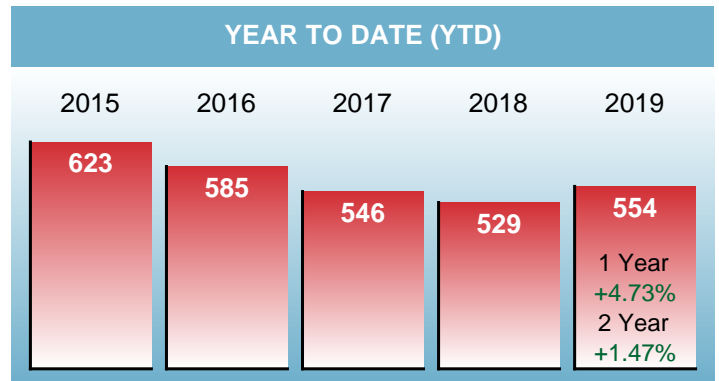
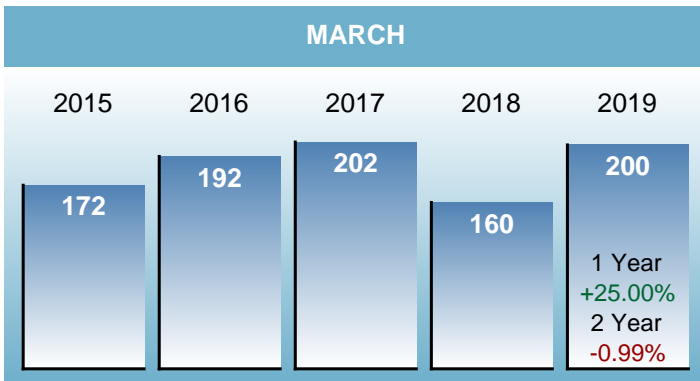
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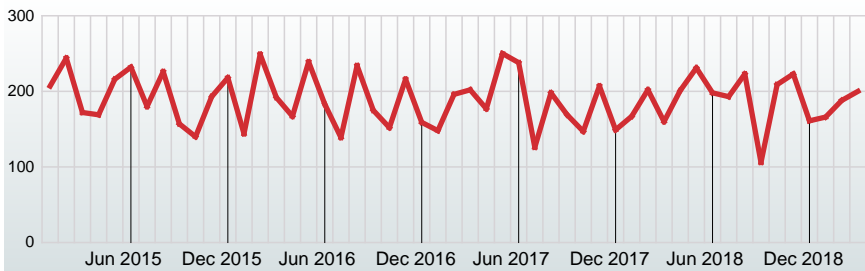


## NEW LISTINGS

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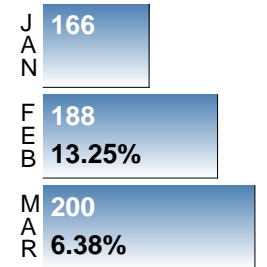


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr MAR AVG = 185**      **3 MONTHS**

**High**  
May 2017 = 250  
**Low**  
Sep 2018 = 106  
*New Listings*  
this month at **200**,  
above the 5 yr MAR  
average of **185**



### 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	14	7.00%	12	2	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$20,000	60	30.00%	60	0	0	0
\$20,001 - \$100,000	48	24.00%	41	7	0	0
\$100,001 - \$150,000	33	16.50%	9	19	3	2
\$150,001 - \$260,000	23	11.50%	5	14	4	0
\$260,001 and up	22	11.00%	6	10	3	3
<b>Total New Listed Units</b>	<b>200</b>		<b>133</b>	<b>52</b>	<b>10</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>26,099,502</b>	<b>100%</b>	<b>11.54M</b>	<b>9.88M</b>	<b>3.06M</b>	<b>1.62M</b>
<b>Average New Listed Listing Price</b>	<b>\$11,650</b>		<b>\$86,790</b>	<b>\$189,994</b>	<b>\$305,540</b>	<b>\$324,260</b>

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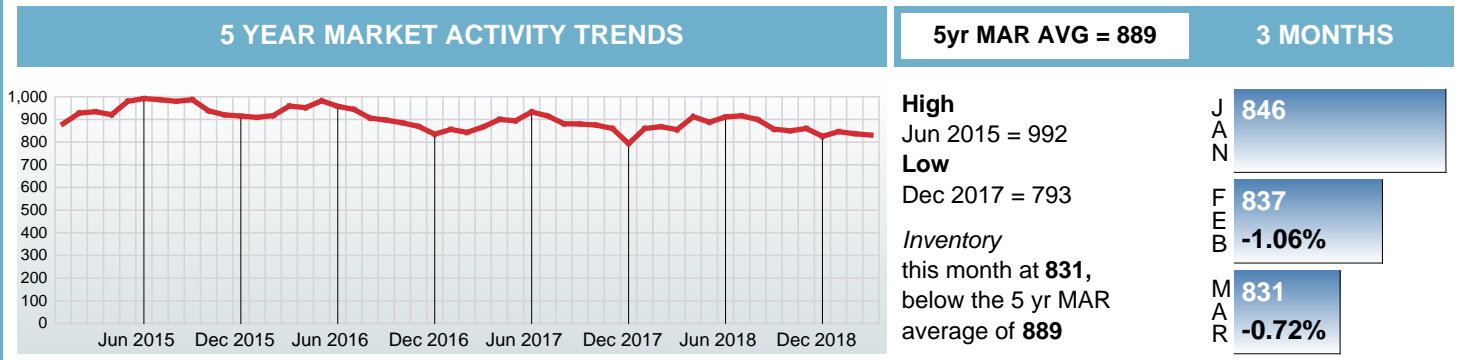
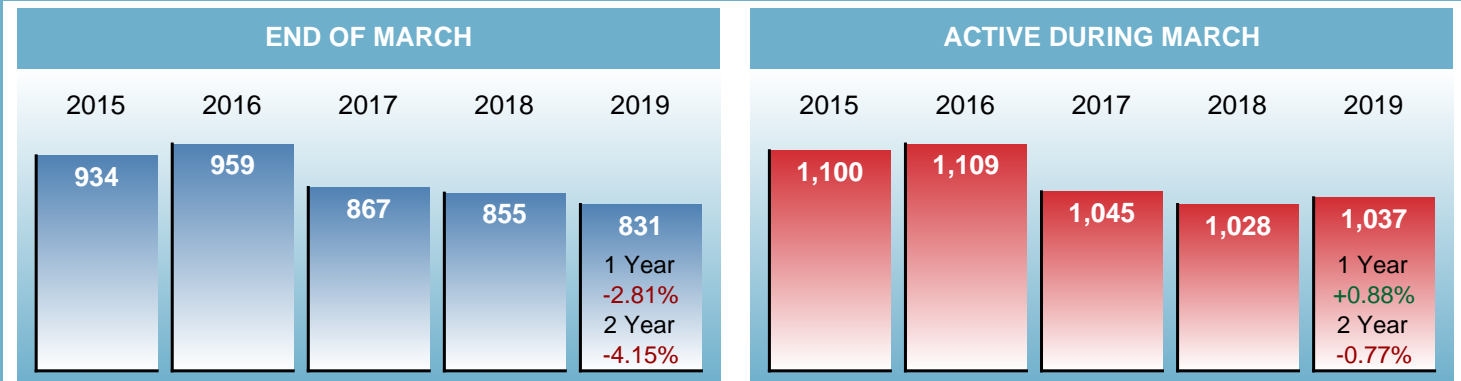
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## ACTIVE INVENTORY

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



## 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	43	5.17%	83.4	38	5	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	262	31.53%	79.0	260	2	0	0
\$30,001 - \$80,000	195	23.47%	102.2	170	18	7	0
\$80,001 - \$170,000	143	17.21%	71.1	65	64	11	3
\$170,001 - \$320,000	102	12.27%	81.1	36	40	18	8
\$320,001 and up	86	10.35%	109.8	53	20	8	5
<b>Total Active Inventory by Units</b>	831			622	149	44	16
<b>Total Active Inventory by Volume</b>	117,577,967	100%	86.8	70.29M	31.44M	11.35M	4.50M
<b>Average Active Inventory Listing Price</b>	\$141,490			\$113,000	\$211,038	\$257,948	\$281,112

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Phone: 918-663-7500

Email: support@mlstechnology.com

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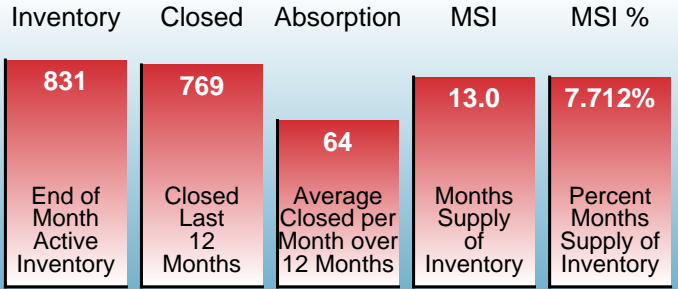
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR MARCH



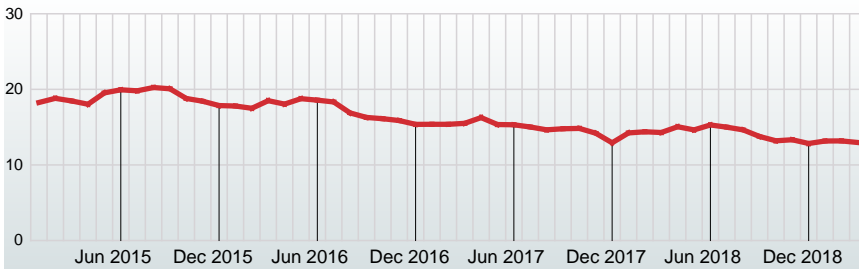
### INDICATORS FOR MARCH 2019



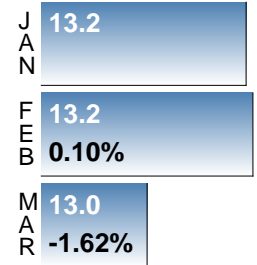
### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 15.9

3 MONTHS



**High**  
Aug 2015 = 20.2  
**Low**  
Dec 2018 = 12.8  
*Months Supply*  
this month at **13.0**,  
below the 5 yr MAR  
average of **15.9**



### 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	43	5.17%	4.3	5.1	2.2	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	262	31.53%	43.1	51.1	2.2	0.0	0.0
\$30,001 - \$80,000	195	23.47%	12.9	19.1	3.4	10.5	0.0
\$80,001 - \$170,000	143	17.21%	7.0	14.7	4.9	4.3	12.0
\$170,001 - \$320,000	102	12.27%	10.4	28.8	7.5	6.0	32.0
\$320,001 and up	86	10.35%	32.3	48.9	60.0	7.4	30.0
Market Supply of Inventory (MSI)	13.0	100%	13.0	22.1	5.5	5.7	16.0
Total Active Inventory by Units	831			622	149	44	16

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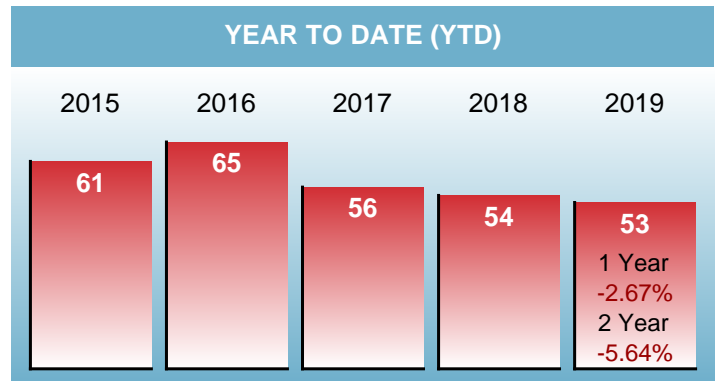
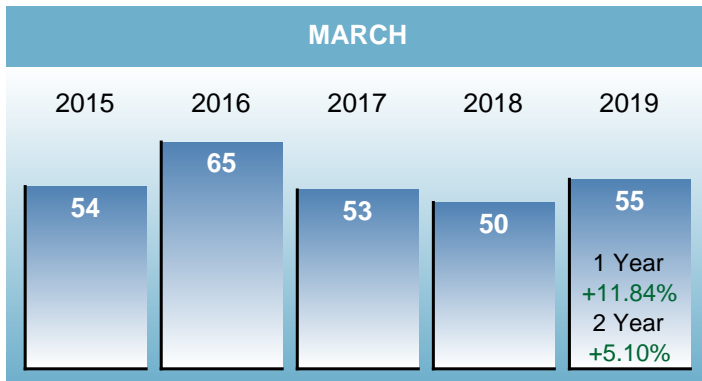
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## AVERAGE DAYS ON MARKET TO SALE

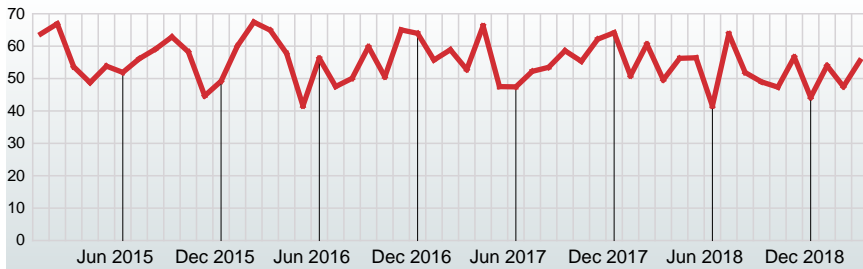
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### 5 YEAR MARKET ACTIVITY TRENDS

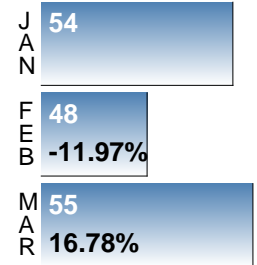
5yr MAR AVG = 55

3 MONTHS



**High**  
Feb 2016 = 67  
**Low**  
Jun 2018 = 42

Average Days on Market this month at **55**, equal to 5 yr MAR average of **55**



### 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
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$10,000	12	20.69%	76.8	69.4	98.7	0.0	0.0
\$10,001-\$40,000	9	15.52%	30.1	33.3	5.0	0.0	0.0
\$40,001-\$100,000	15	25.86%	59.9	54.9	67.3	0.0	0.0
\$100,001-\$160,000	7	12.07%	47.0	0.0	47.0	0.0	0.0
\$160,001-\$240,000	9	15.52%	49.8	0.0	57.8	33.7	0.0
\$240,001 and up	6	10.34%	58.5	50.5	46.7	110.0	0.0
Average Closed DOM	55.5			53.1	58.5	52.8	0.0
Total Closed Units	58	100%	55.5	28	26	4	
Total Closed Volume	5,469,481			1.39M	3.28M	797.46K	0.00B

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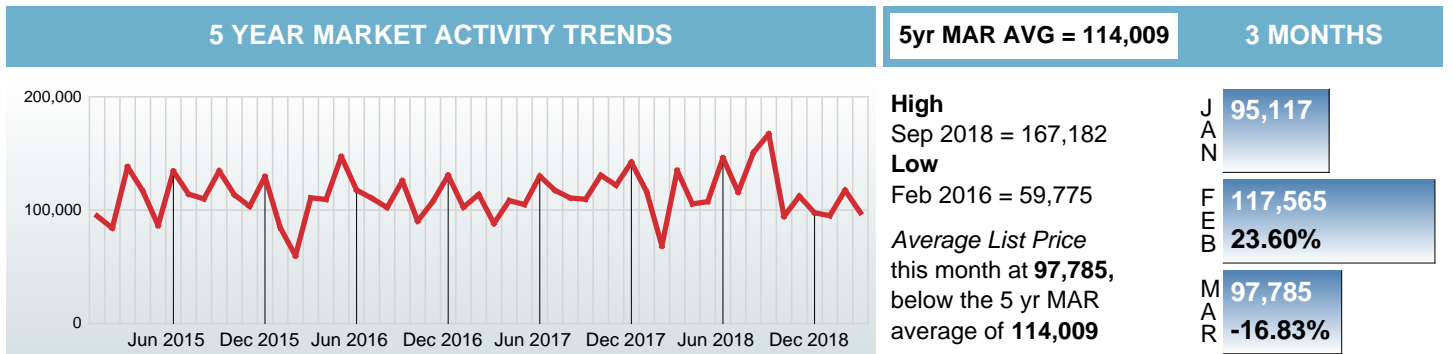
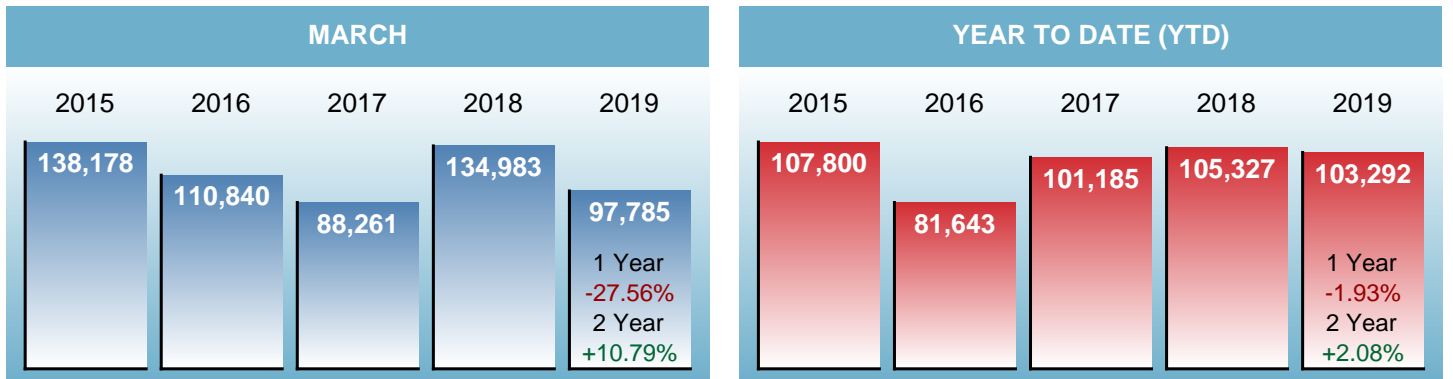
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## AVERAGE LIST PRICE AT CLOSING

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



## 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1	10	17.24%	1,516	4,200	585	0	0
\$10,001 - \$40,000	11	18.97%	23,077	25,494	25,500	0	0
\$40,001 - \$100,000	14	24.14%	70,279	71,967	75,200	0	0
\$100,001 - \$160,000	8	13.79%	125,219	0	126,679	0	0
\$160,001 - \$240,000	10	17.24%	191,605	0	194,542	184,633	0
\$240,001 and up	5	8.62%	300,160	281,950	294,933	247,000	0
Average List Price	97,785			51,905	131,433	200,225	0
Total Closed Units	58	100%	97,785	28	26	4	
Total Closed Volume	5,671,505			1.45M	3.42M	800.90K	0.00B

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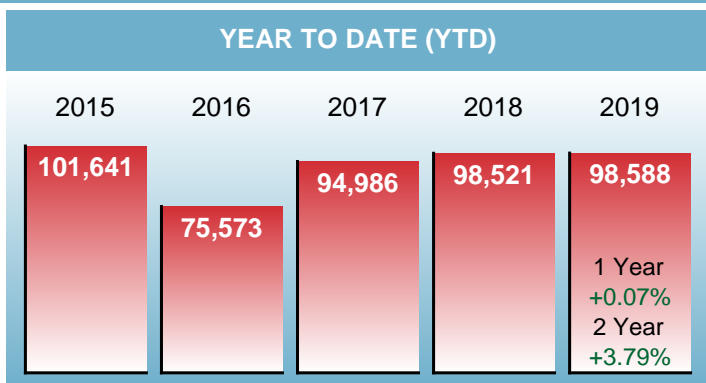
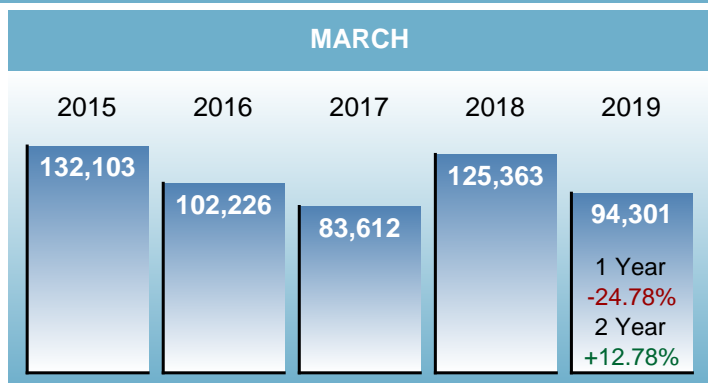
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## AVERAGE SOLD PRICE AT CLOSING

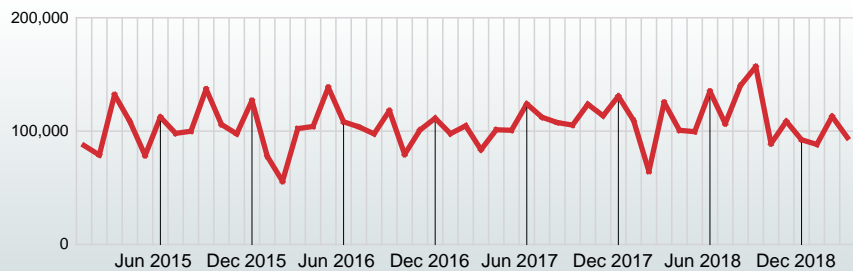
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 107,521

### 3 MONTHS



**High**  
Sep 2018 = 156,919  
**Low**  
Feb 2016 = 55,774  
*Average Sold Price*  
this month at **94,301**,  
below the 5 yr MAR  
average of **107,521**

**JAN** 88,301  
**FEB** 112,983  
**27.95%**  
**MAR** 94,301  
**-16.54%**

## 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1	12	20.69%	2,017	2,494	585	0	0
\$10,001	9	15.52%	24,135	23,965	25,500	0	0
\$40,001	15	25.86%	67,483	63,439	73,550	0	0
\$100,001	7	12.07%	124,157	0	124,157	0	0
\$160,001	9	15.52%	186,213	0	187,575	183,488	0
\$240,001 and up	6	10.34%	278,467	302,450	272,967	247,000	0
<b>Average Sold Price</b>	94,301			49,643	126,231	199,366	0
<b>Total Closed Units</b>	58	100%	94,301	28	26	4	
<b>Total Closed Volume</b>	5,469,481			1.39M	3.28M	797.46K	0.00B

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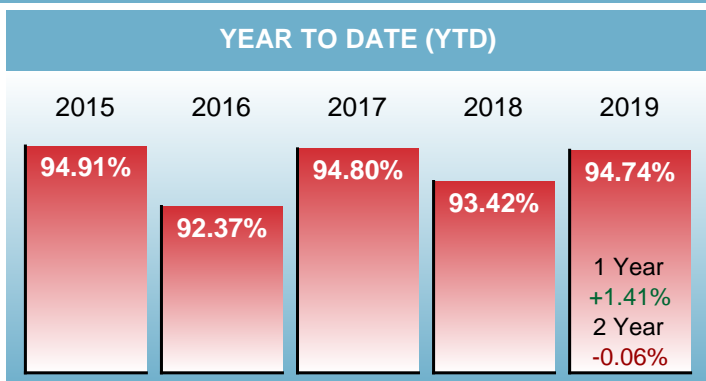
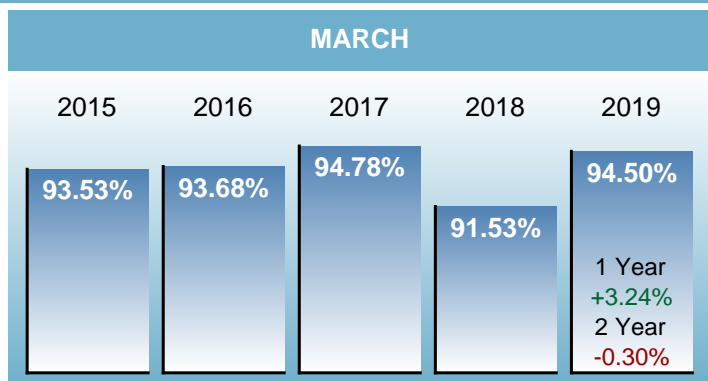
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## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

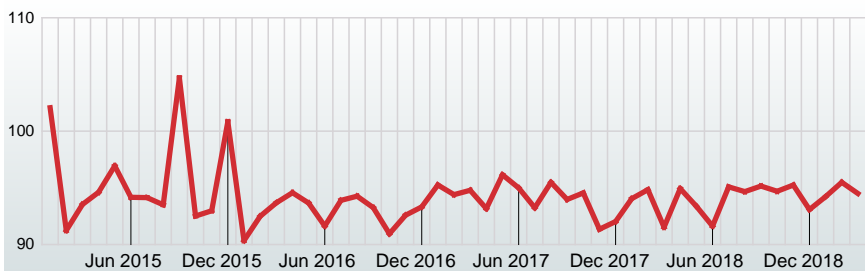
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 93.61%

### 3 MONTHS



**High**  
Sep 2015 = 104.69%  
**Low**  
Jan 2016 = 90.35%  
*Average Sold/List Ratio*  
this month at **94.50%**,  
above the 5 yr MAR  
average of **93.61%**

JAN	94.23%
FEB	95.49%
MAR	94.50%
APR	-1.03%

## 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$10,000	12	20.69%	88.83%	85.11%	100.00%	0.00%	0.00%
\$10,001-\$40,000	9	15.52%	94.31%	93.60%	100.00%	0.00%	0.00%
\$40,001-\$100,000	15	25.86%	93.37%	90.32%	97.96%	0.00%	0.00%
\$100,001-\$160,000	7	12.07%	98.01%	0.00%	98.01%	0.00%	0.00%
\$160,001-\$240,000	9	15.52%	97.53%	0.00%	96.60%	99.39%	0.00%
\$240,001 and up	6	10.34%	100.30%	111.61%	92.87%	100.00%	0.00%
<b>Average Sold/List Ratio</b>			94.50%	91.10%	97.39%	99.55%	0.00%
<b>Total Closed Units</b>	58	100%	94.50%	28	26	4	
<b>Total Closed Volume</b>	5,469,481			1.39M	3.28M	797.46K	0.00B

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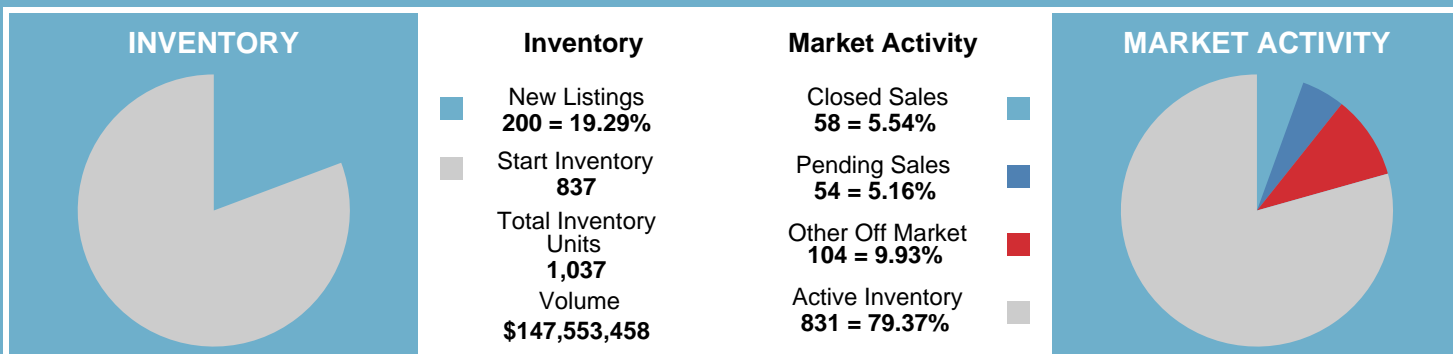
# March 2019

Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

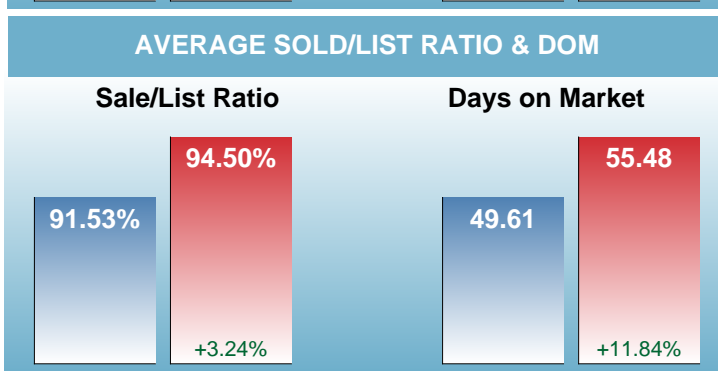
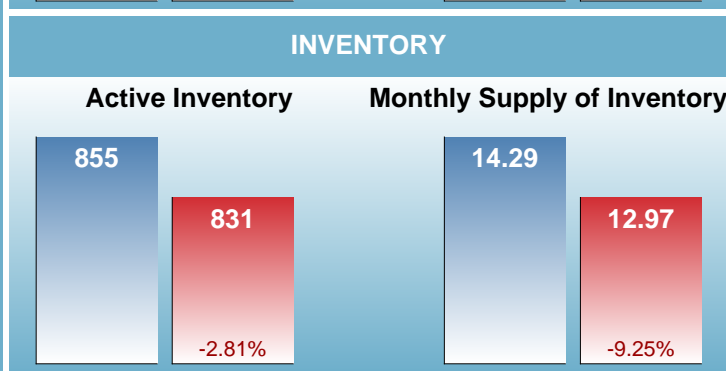
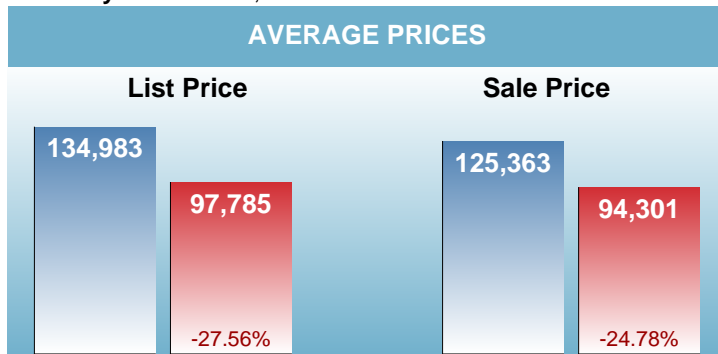
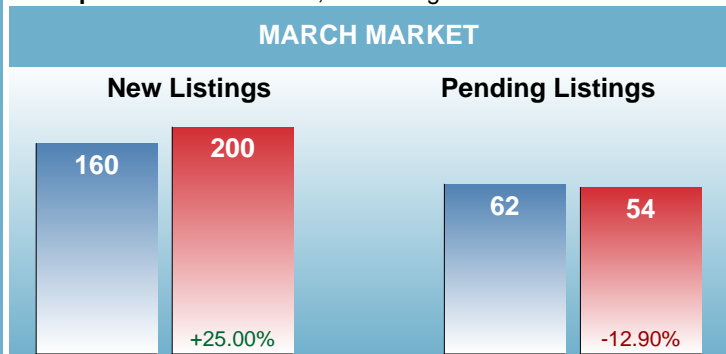


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	51	58	13.73%	140	137	-2.14%
Pending Sales	62	54	-12.90%	160	148	-7.50%
New Listings	160	200	25.00%	529	554	4.73%
Average List Price	134,983	97,785	-27.56%	105,327	103,292	-1.93%
Average Sale Price	125,363	94,301	-24.78%	98,521	98,588	0.07%
Average Percent of Selling Price to List Price	91.53%	94.50%	3.24%	93.42%	94.74%	1.41%
Average Days on Market to Sale	49.61	55.48	11.84%	54.03	52.58	-2.67%
Monthly Inventory	855	831	-2.81%	855	831	-2.81%
Months Supply of Inventory	14.29	12.97	-9.25%	14.29	12.97	-9.25%

**Absorption:** Last 12 months, an Average of **64** Sales/Month

**Inventory** on March 31, 2019 = **831**

2018 2019



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Phone: 918-663-7500

Email: support@mlstechnology.com