

March 2019

Area Delimited by County Of Cherokee

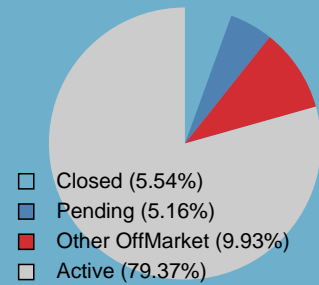


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	114,900	75,400	-34.38%
Median Sale Price	108,000	72,000	-33.33%
Median Percent of List Price to Selling Price	95.48%	98.73%	3.40%
Median Days on Market to Sale	35.00	39.50	12.86%
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.

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 **33.33%** in March 2019 to \$72,000 versus the previous year at \$108,000.

Median Days on Market Lengthens

The median number of **39.50** days that homes spent on the market before selling increased by 4.50 days or **12.86%** in March 2019 compared to last year's same month at **35.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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.

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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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

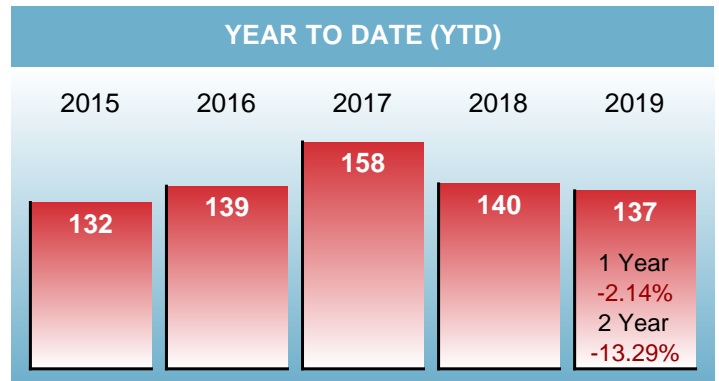
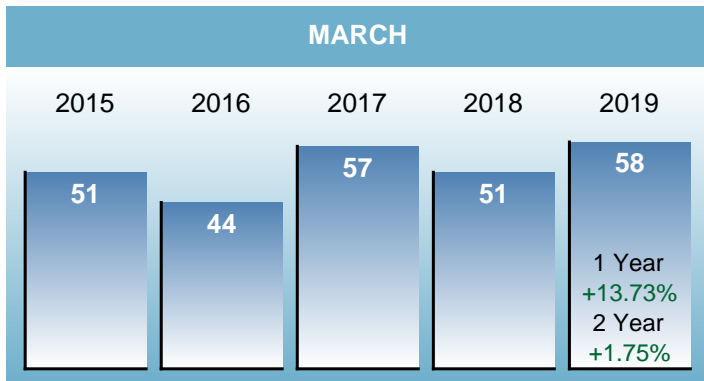
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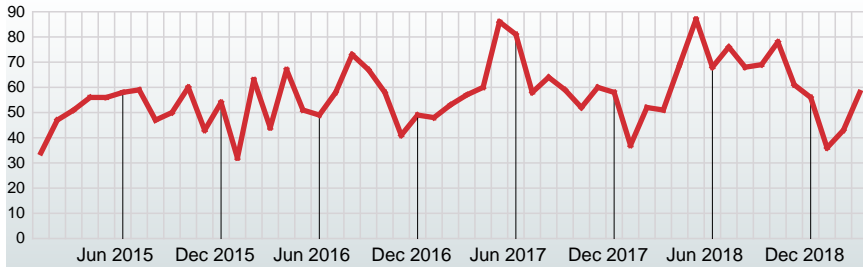


CLOSED LISTINGS

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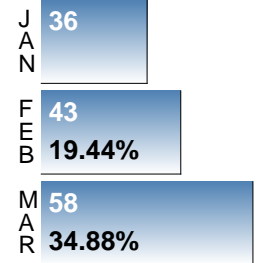
5 YEAR MARKET ACTIVITY TRENDS



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**



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	20.69%	78.0	9	3	0	0
\$10,001-\$40,000	9	15.52%	7.0	8	1	0	0
\$40,001-\$100,000	15	25.86%	49.0	9	6	0	0
\$100,001-\$160,000	7	12.07%	36.0	0	7	0	0
\$160,001-\$240,000	9	15.52%	37.0	0	6	3	0
\$240,001 and up	6	10.34%	52.0	2	3	1	0
Total Closed Units	58			28	26	4	0
Total Closed Volume	5,469,481	100%	39.5	1.39M	3.28M	797.46K	0.00B
Median Closed Price	\$72,000			\$27,525	\$123,200	\$190,732	\$0

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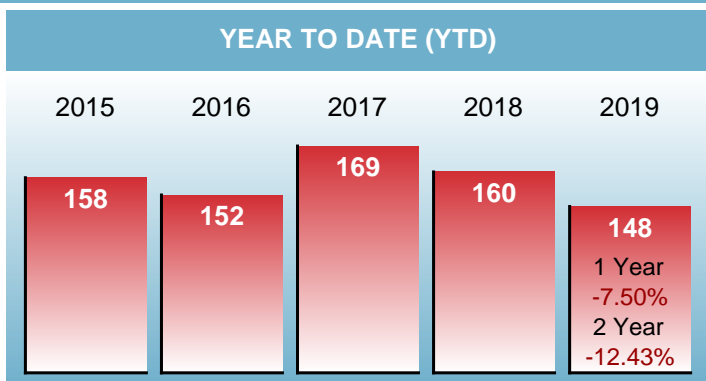
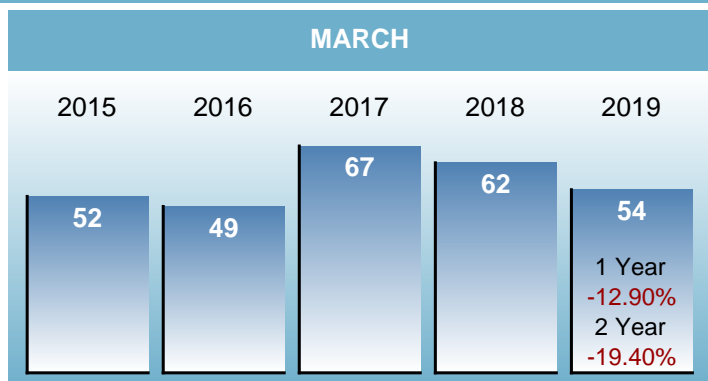
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PENDING LISTINGS

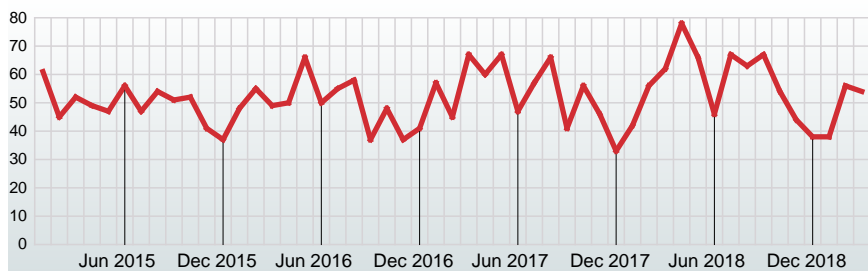
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5 YEAR MARKET ACTIVITY TRENDS

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
47.37%	
-3.57%	

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	5.56%	117.0	3	0	0	0
\$20,001 \$40,000	6	11.11%	43.5	5	1	0	0
\$40,001 \$70,000	10	18.52%	62.5	5	5	0	0
\$70,001 \$130,000	15	27.78%	47.0	6	8	1	0
\$130,001 \$160,000	7	12.96%	21.0	1	5	1	0
\$160,001 \$270,000	7	12.96%	27.0	2	2	3	0
\$270,001 and up	6	11.11%	63.0	2	2	2	0
Total Pending Units	54			24	23	7	0
Total Pending Volume	6,606,249	100%	47.0	2.25M	2.86M	1.50M	0.00B
Median Listing Price	\$114,950			\$55,000	\$119,900	\$207,000	\$0

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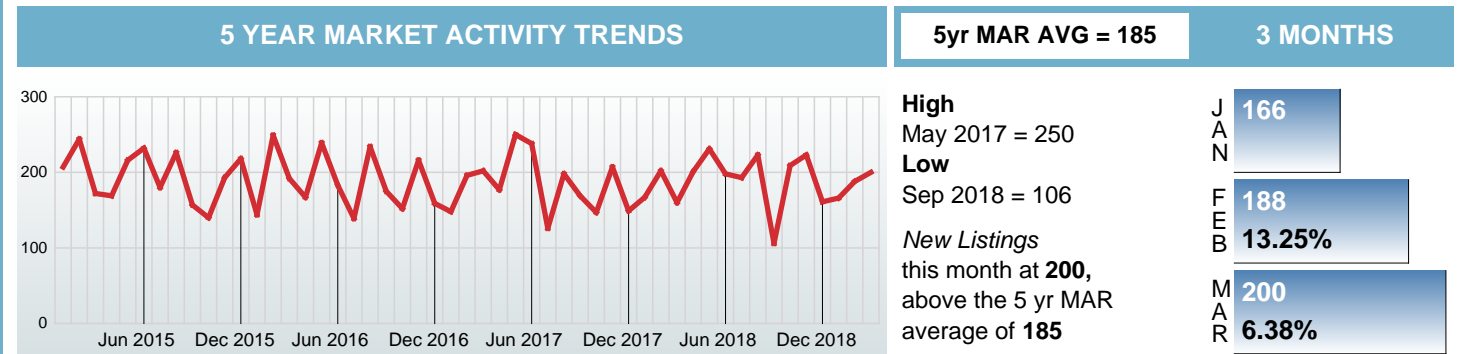
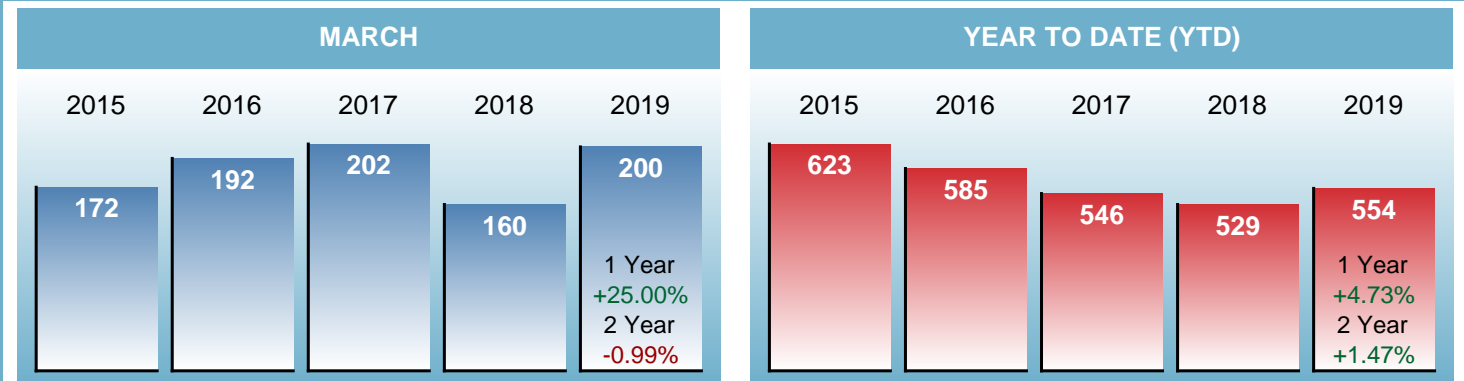
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NEW LISTINGS

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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
\$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
Total New Listed Units	200		133	52	10	5
Total New Listed Volume	26,099,502	100%	11.54M	9.88M	3.06M	1.62M
Median New Listed Listing Price	\$67,250		\$19,200	\$149,900	\$208,000	\$344,900

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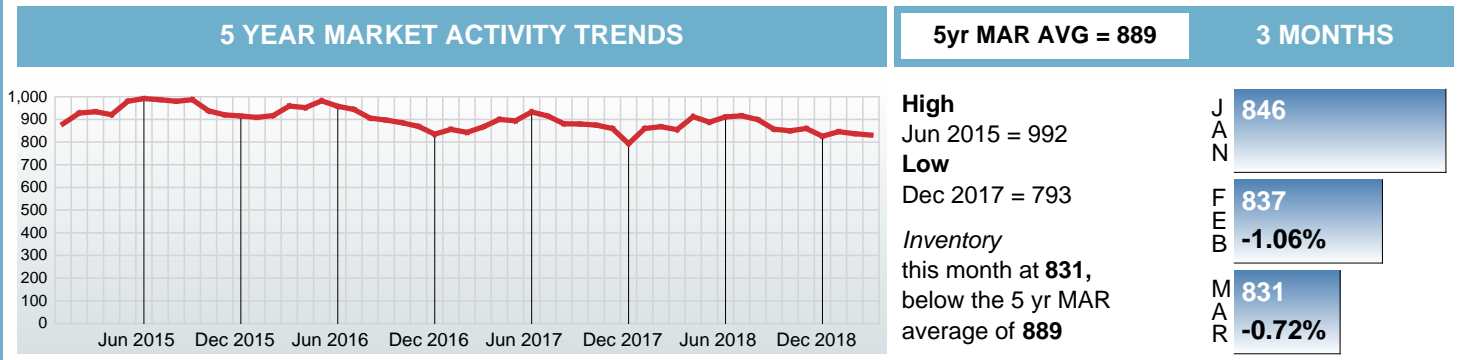
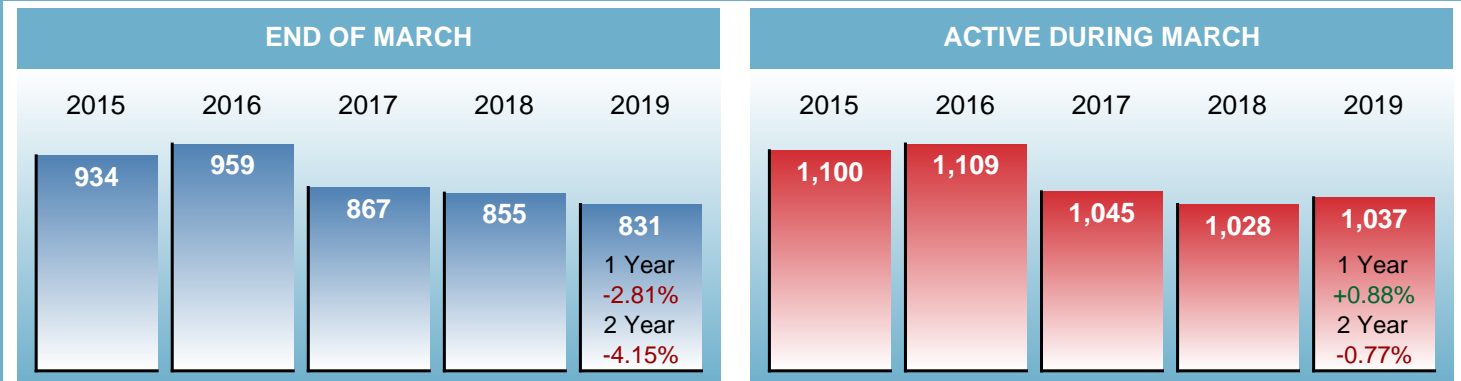
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	43	5.17%	57.0	38	5	0	0
\$10,001 - \$10,000	0	0.00%	57.0	0	0	0	0
\$10,001 - \$30,000	262	31.53%	75.0	260	2	0	0
\$30,001 - \$80,000	195	23.47%	119.0	170	18	7	0
\$80,001 - \$170,000	143	17.21%	56.0	65	64	11	3
\$170,001 - \$320,000	102	12.27%	75.5	36	40	18	8
\$320,001 and up	86	10.35%	90.5	53	20	8	5
Total Active Inventory by Units	831			622	149	44	16
Total Active Inventory by Volume	117,577,967	100%	80.0	70.29M	31.44M	11.35M	4.50M
Median Active Inventory Listing Price	\$65,000			\$37,750	\$149,900	\$193,500	\$239,950

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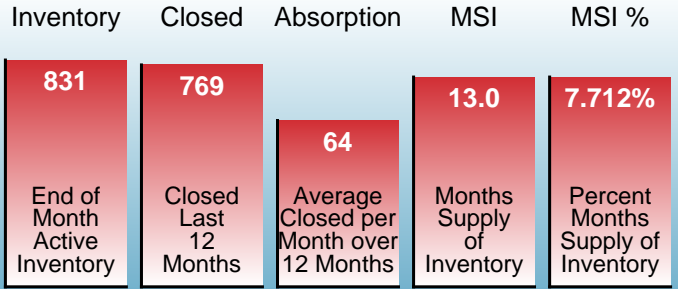
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR MARCH



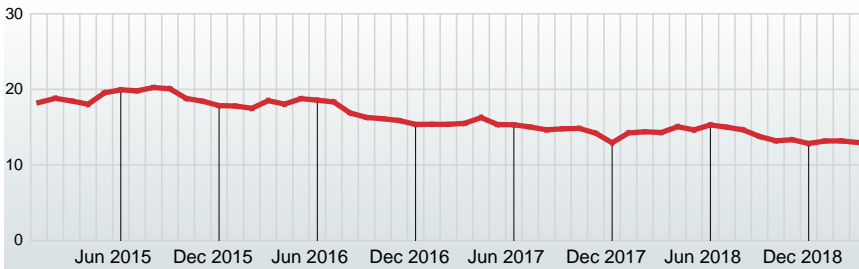
INDICATORS FOR MARCH 2019



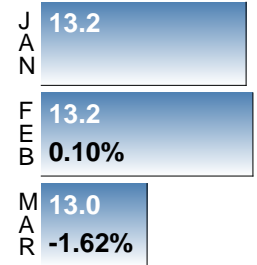
5 YEAR MARKET ACTIVITY TRENDS

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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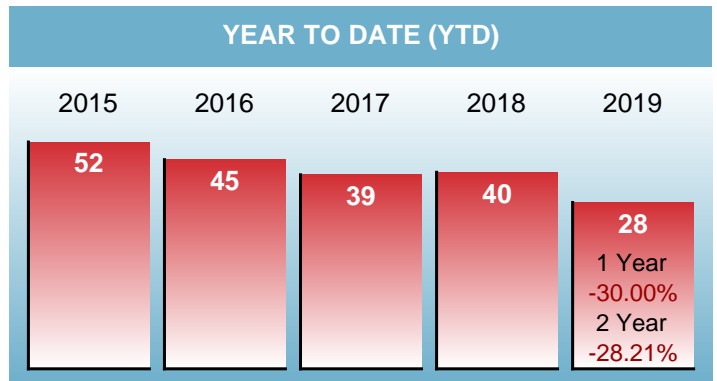
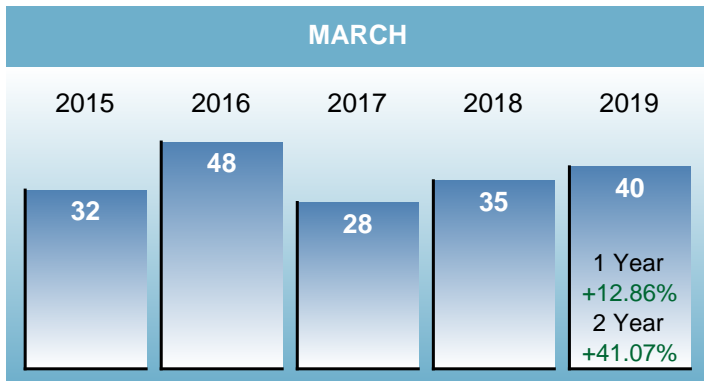
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MEDIAN DAYS ON MARKET TO SALE

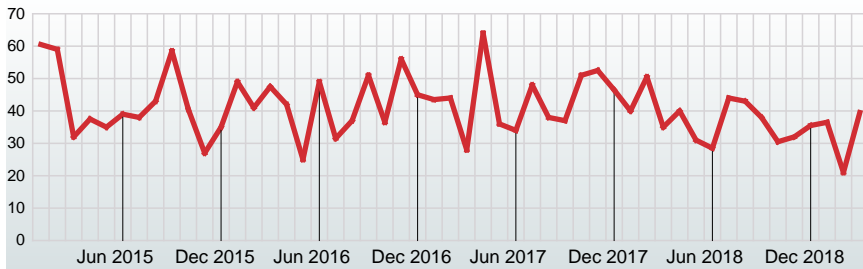
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5 YEAR MARKET ACTIVITY TRENDS

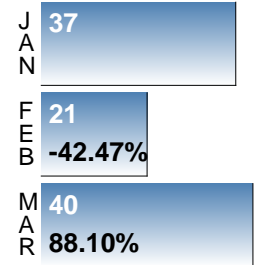
5yr MAR AVG = 36

3 MONTHS



High
Apr 2017 = 64
Low
Feb 2019 = 21

Median Days on Market this month at **40**, above the 5 yr MAR average of **36**



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%	90.5	0.0	0.0	0.0	0.0
\$1-\$10,000	12	20.69%	78.0	65.0	113.0	0.0	0.0
\$10,001-\$40,000	9	15.52%	7.0	13.0	5.0	0.0	0.0
\$40,001-\$100,000	15	25.86%	49.0	26.0	51.0	0.0	0.0
\$100,001-\$160,000	7	12.07%	36.0	0.0	36.0	0.0	0.0
\$160,001-\$240,000	9	15.52%	37.0	0.0	42.0	17.0	0.0
\$240,001 and up	6	10.34%	52.0	50.5	26.0	110.0	0.0
Median Closed DOM			39.5	34.0	42.0	49.0	0.0
Total Closed Units		100%	39.5	28	26	4	
Total Closed Volume			5,469,481	1.39M	3.28M	797.46K	0.00B

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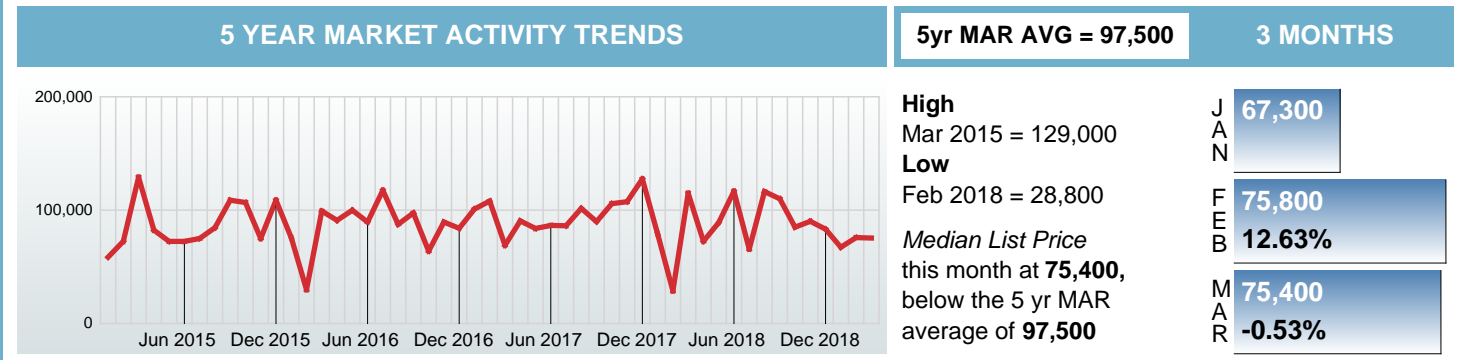
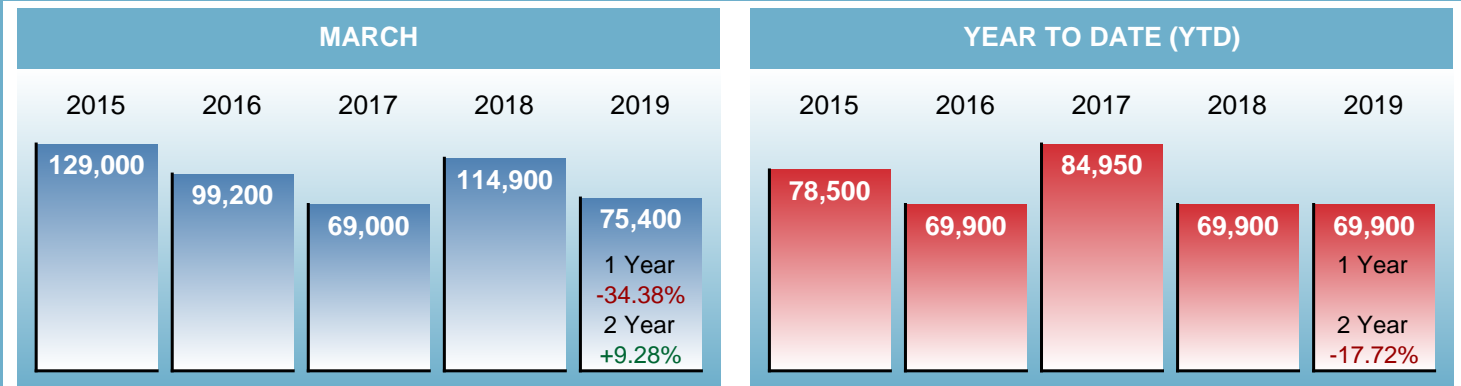
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MEDIAN LIST PRICE AT CLOSING

Report produced on Apr 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
\$0 and less	0	0.00%	52	0	0	0	0
\$1	10	17.24%	580	550	595	0	0
\$10,001	11	18.97%	18,900	18,700	25,500	0	0
\$40,001	14	24.14%	68,450	58,450	75,400	0	0
\$100,001	8	13.79%	124,900	115,000	129,900	0	0
\$160,001	10	17.24%	189,900	194,900	187,575	189,900	0
\$240,001 and up	5	8.62%	279,900	369,000	279,900	247,000	0
Median List Price			75,400	27,525	124,900	192,450	0
Total Closed Units		100%	75,400	28	26	4	
Total Closed Volume			5,671,505	1.45M	3.42M	800.90K	0.00B

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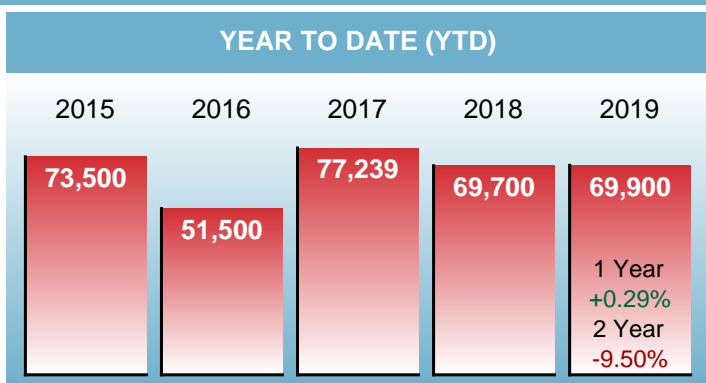
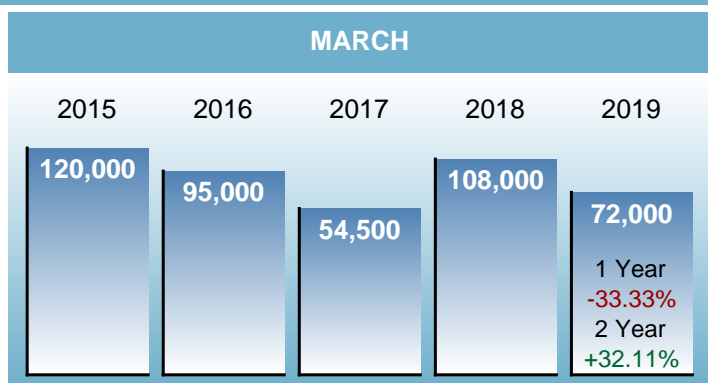
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MEDIAN SOLD PRICE AT CLOSING

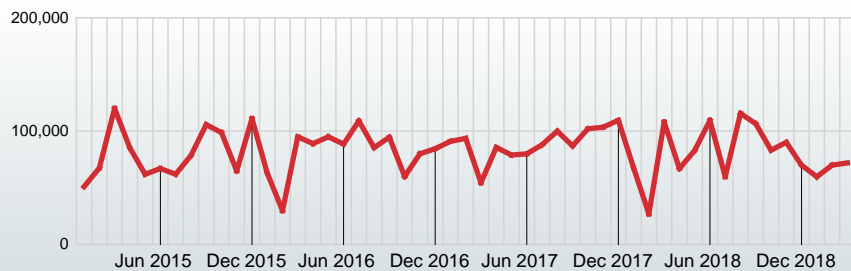
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 89,900

3 MONTHS



High
Mar 2015 = 120,000
Low
Feb 2018 = 27,000
Median Sold Price
this month at **72,000**,
below the 5 yr MAR
average of **89,900**

JAN	59,750
FEB	70,000
MAR	72,000
17.15%	
2.86%	

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%	279,900	0	0	0	0
\$1	12	20.69%	595	600	595	0	0
\$10,001	9	15.52%	22,750	20,825	25,500	0	0
\$40,001	15	25.86%	70,000	59,950	76,950	0	0
\$100,001	7	12.07%	129,900	0	129,900	0	0
\$160,001	9	15.52%	185,250	0	183,875	186,000	0
\$240,001 and up	6	10.34%	261,950	302,450	269,000	247,000	0
Median Sold Price	72,000			27,525	123,200	190,732	0
Total Closed Units	58	100%	72,000	28	26	4	
Total Closed Volume	5,469,481			1.39M	3.28M	797.46K	0.00B

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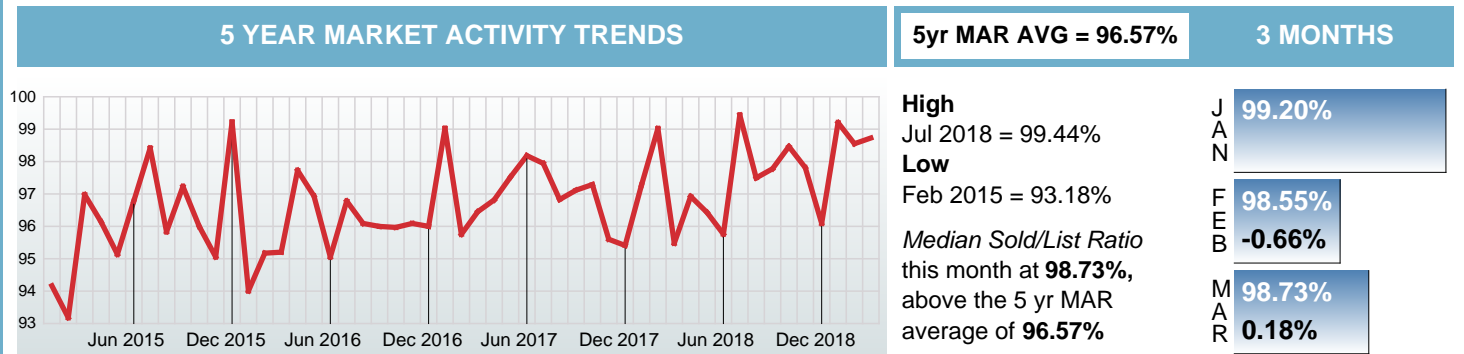
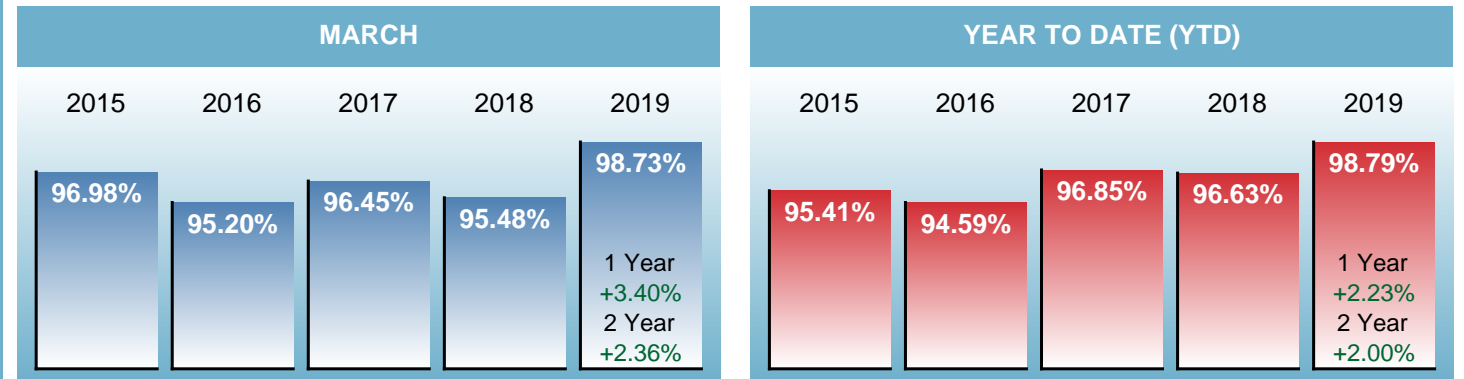
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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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%	1,950.00%	0.00%	0.00%	0.00%	0.00%
\$1	12	20.69%	100.00%	100.00%	100.00%	0.00%	0.00%
\$10,001	9	15.52%	100.00%	100.00%	100.00%	0.00%	0.00%
\$40,001	15	25.86%	96.85%	93.95%	99.33%	0.00%	0.00%
\$100,001	7	12.07%	98.19%	0.00%	98.19%	0.00%	0.00%
\$160,001	9	15.52%	97.95%	0.00%	97.34%	100.00%	0.00%
\$240,001 and up	6	10.34%	96.83%	111.61%	94.44%	100.00%	0.00%
Median Sold/List Ratio	98.73%			100.00%	98.35%	100.00%	0.00%
Total Closed Units	58	100%	98.73%	28	26	4	
Total Closed Volume	5,469,481			1.39M	3.28M	797.46K	0.00B

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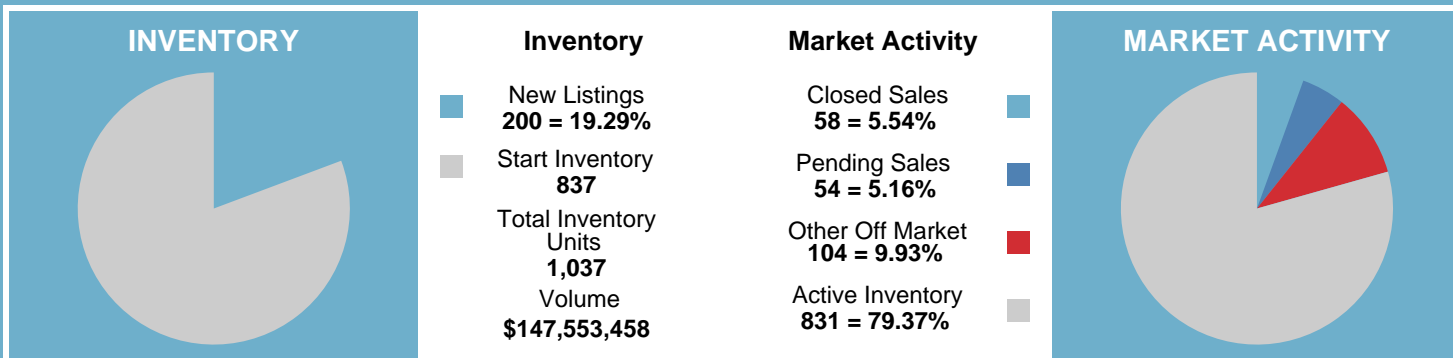
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MARKET SUMMARY

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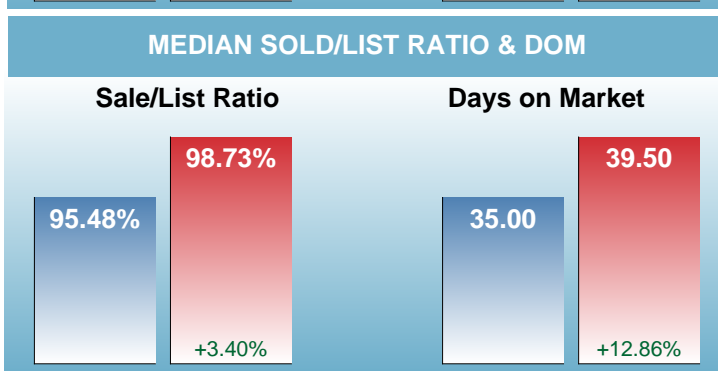
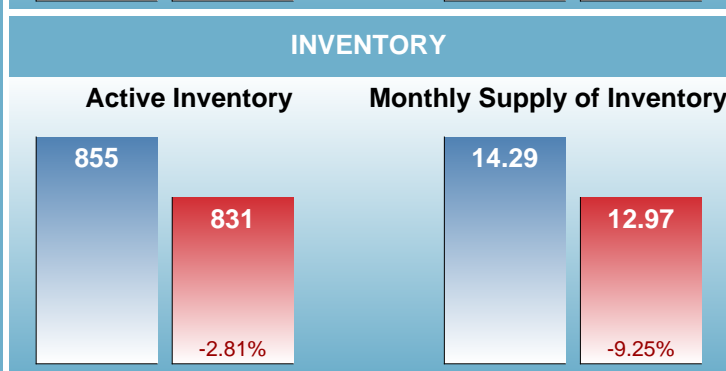
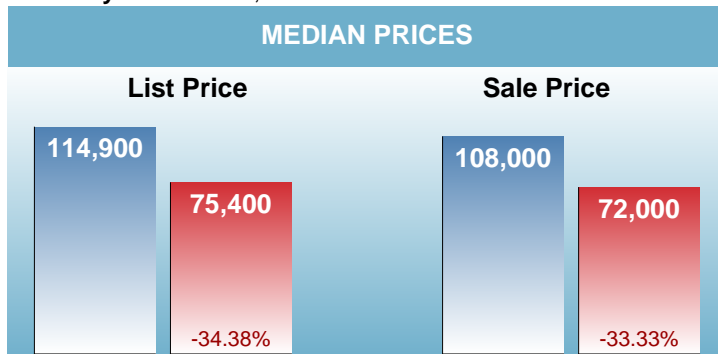
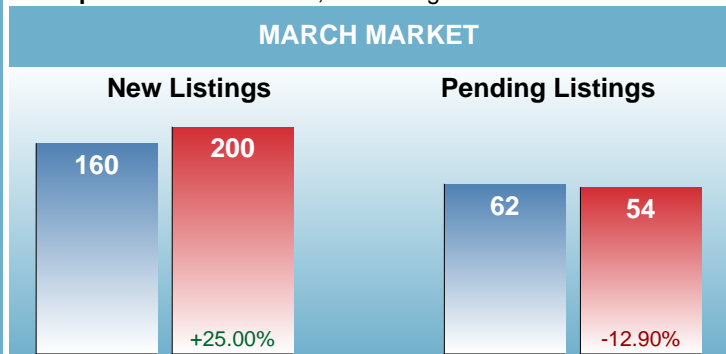


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	51	58	13.73%	140	137	-2.14%
Pending Sales	62	54	-12.90%	160	148	-7.50%
New Listings	160	200	25.00%	529	554	4.73%
Median List Price	114,900	75,400	-34.38%	69,900	69,900	0.00%
Median Sale Price	108,000	72,000	-33.33%	69,700	69,900	0.29%
Median Percent of Selling Price to List Price	95.48%	98.73%	3.40%	96.63%	98.79%	2.23%
Median Days on Market to Sale	35.00	39.50	12.86%	40.00	28.00	-30.00%
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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