

May 2019



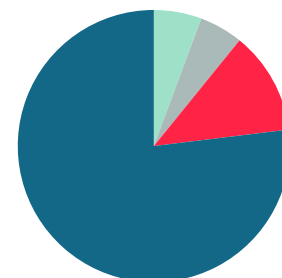
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	87	66	-24.14%
Pending Listings	66	60	-9.09%
New Listings	231	252	9.09%
Average List Price	107,494	103,975	-3.27%
Average Sale Price	99,537	99,969	0.43%
Average Percent of Selling Price to List Price	93.38%	94.96%	1.69%
Average Days on Market to Sale	56.41	59.62	5.69%
End of Month Inventory	888	894	0.68%
Months Supply of Inventory	14.64	14.44	-1.36%



■ Closed (5.68%)
■ Pending (5.16%)
■ Other OffMarket (12.22%)
■ Active (76.94%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of May 31, 2019 = **894**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2019 rose **0.68%** to 894 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **14.44** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.43%** in May 2019 to \$99,969 versus the previous year at \$99,537.

Average Days on Market Lengthens

The average number of **59.62** days that homes spent on the market before selling increased by 3.21 days or **5.69%** in May 2019 compared to last year's same month at **56.41** DOM.

Sales Success for May 2019 is Positive

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

There were 252 New Listings in May 2019, up **9.09%** from last year at 231. Furthermore, there were 66 Closed Listings this month versus last year at 87, a **-24.14%** decrease.

Closed versus Listed trends yielded a **26.2%** ratio, down from previous year's, May 2018, at **37.7%**, a **30.46%** downswing. This will certainly create pressure on an increasing 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

May 2019



Area Delimited by County Of Cherokee

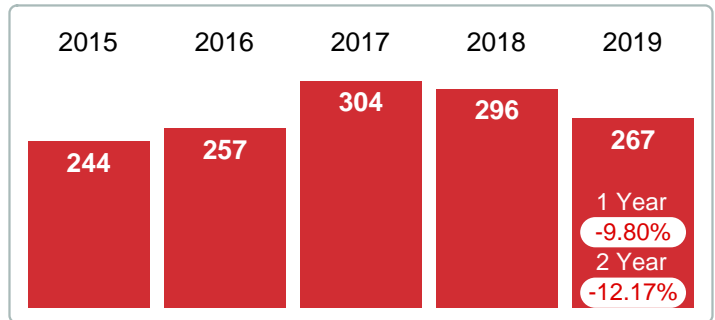
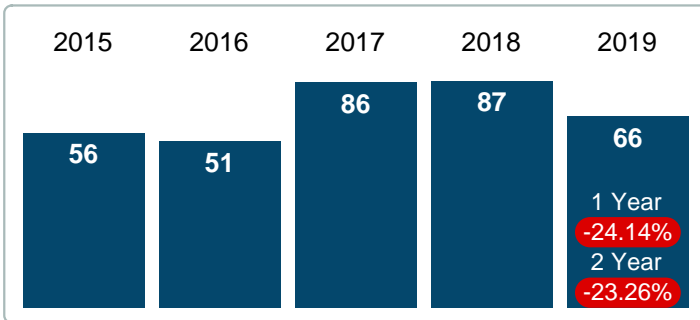


CLOSED LISTINGS

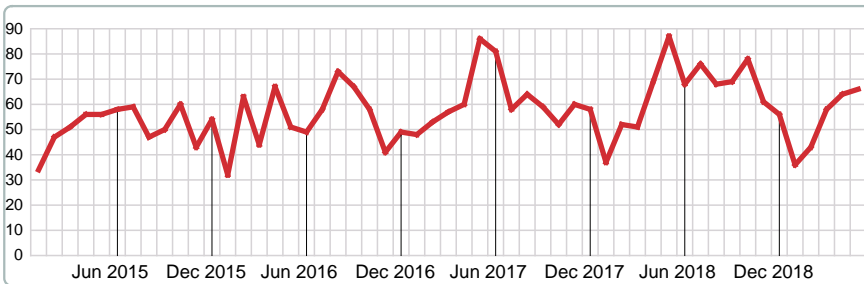
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MAY

YEAR TO DATE (YTD)

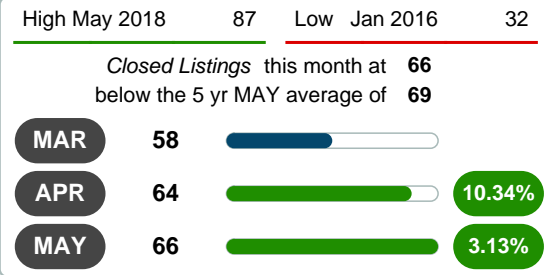


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 69



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-\$20,000	13	19.70%	85.4	9	4	0	0
\$20,001-\$60,000	12	18.18%	53.5	10	2	0	0
\$60,001-\$110,000	15	22.73%	42.2	9	5	1	0
\$110,001-\$150,000	10	15.15%	69.7	2	7	1	0
\$150,001-\$240,000	9	13.64%	51.8	0	9	0	0
\$240,001 and up	7	10.61%	55.3	1	3	2	1
Total Closed Units	66			31	30	4	1
Total Closed Volume	6,597,932	100%	59.6	1.84M	3.75M	764.50K	245.90K
Average Closed Price	\$99,969			\$59,349	\$124,924	\$191,125	\$245,900

May 2019



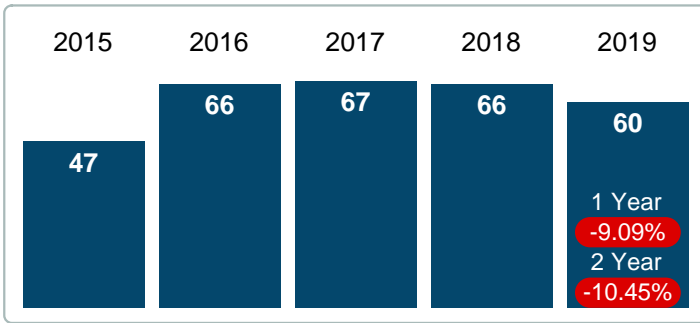
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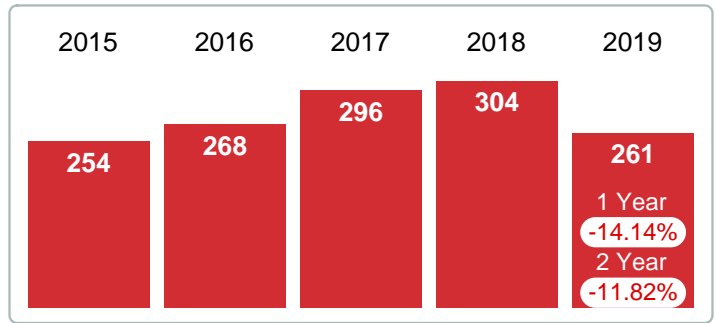
PENDING LISTINGS

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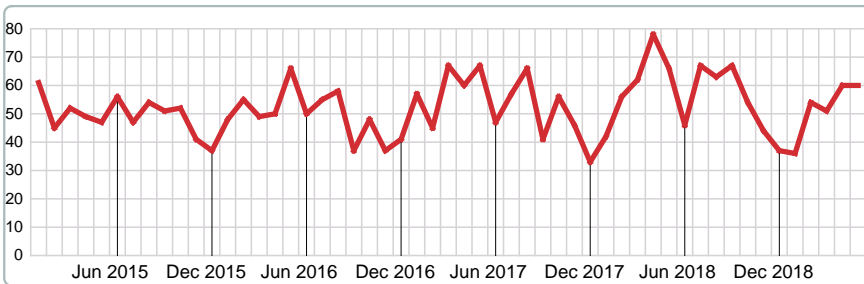
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

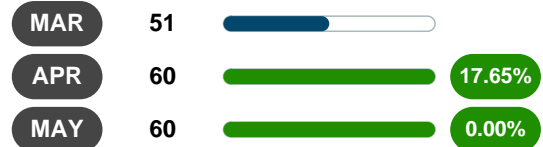


3 MONTHS

5 year MAY AVG = 61

High Apr 2018 78 Low Dec 2017 33

Pending Listings this month at 60
below the 5 yr MAY average of 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	10.00%	117.2	6	0	0	0
\$40,001 - \$60,000	4	6.67%	9.0	2	2	0	0
\$60,001 - \$80,000	11	18.33%	70.2	4	6	1	0
\$80,001 - \$140,000	16	26.67%	43.9	3	9	3	1
\$140,001 - \$170,000	8	13.33%	29.8	0	8	0	0
\$170,001 - \$240,000	10	16.67%	62.3	0	9	1	0
\$240,001 and up	5	8.33%	70.8	2	0	3	0
Total Pending Units	60			17	34	8	1
Total Pending Volume	7,771,799	100%	57.3	1.63M	4.60M	1.41M	139.90K
Average Listing Price	\$102,775			\$95,735	\$135,274	\$175,638	\$139,900

May 2019



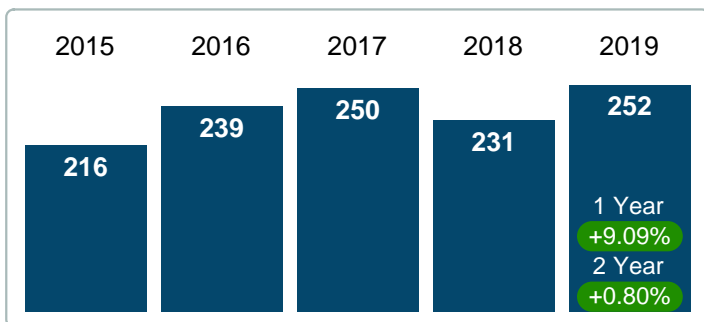
Area Delimited by County Of Cherokee



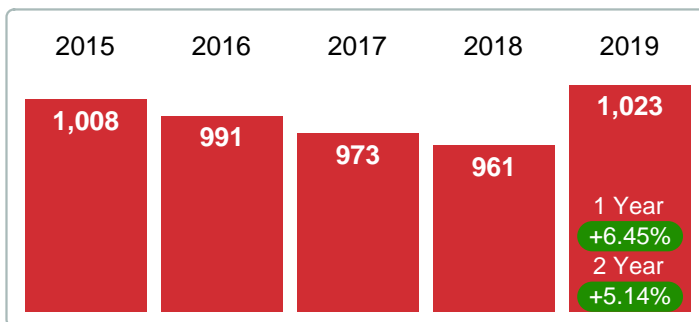
NEW LISTINGS

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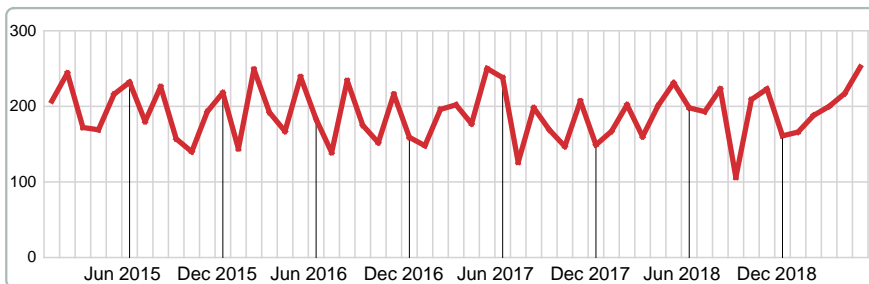
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

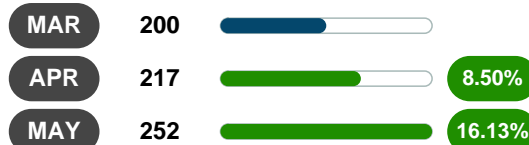


3 MONTHS

5 year MAY AVG = 238

High May 2019 252 Low Sep 2018 106

New Listings this month at 252
above the 5 yr MAY average of 238



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	15	5.95%	11	4	0	0
\$10,001 - \$20,000	30	11.90%	30	0	0	0
\$20,001 - \$60,000	38	15.08%	34	4	0	0
\$60,001 - \$80,000	70	27.78%	64	5	1	0
\$80,001 - \$170,000	40	15.87%	13	23	3	1
\$170,001 - \$280,000	31	12.30%	8	13	7	3
\$280,001 and up	28	11.11%	11	7	8	2
Total New Listed Units	252		171	56	19	6
Total New Listed Volume	33,592,299	100%	14.45M	9.90M	5.25M	3.99M
Average New Listed Listing Price	\$1,200		\$84,496	\$176,809	\$276,447	\$664,933

May 2019



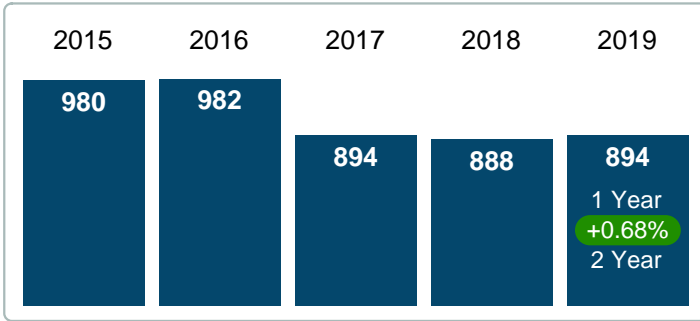
Area Delimited by County Of Cherokee



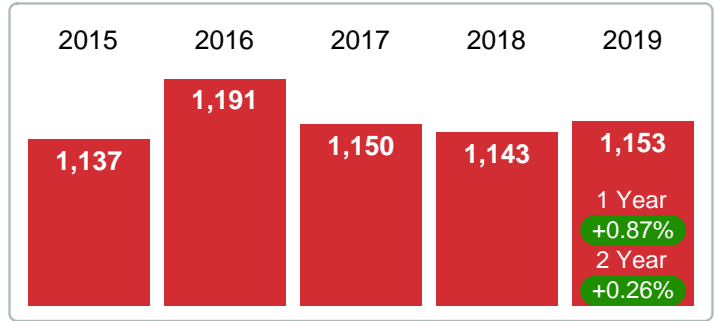
ACTIVE INVENTORY

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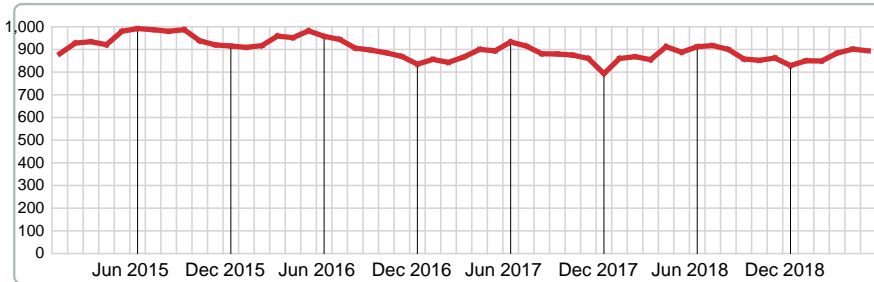
END OF MAY



ACTIVE DURING MAY

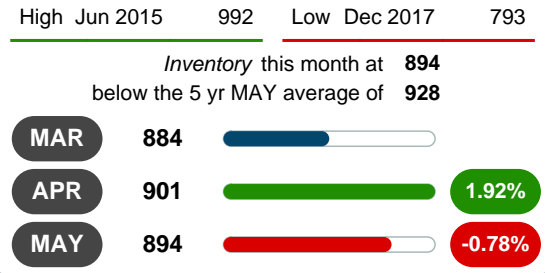


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 928



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	42	4.70%	92.7	36	6	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$20,000	228	25.50%	88.1	228	0	0	0
\$20,001 - \$90,000	287	32.10%	77.4	259	24	4	0
\$90,001 - \$170,000	126	14.09%	73.1	55	56	11	4
\$170,001 - \$340,000	120	13.42%	69.2	45	42	25	8
\$340,001 and up	91	10.18%	89.1	52	18	13	8
Total Active Inventory by Units	894			675	146	53	20
Total Active Inventory by Volume	126,785,232	100%	80.4	73.26M	28.29M	16.38M	8.85M
Average Active Inventory Listing Price	\$141,818			\$108,537	\$193,782	\$309,135	\$442,315

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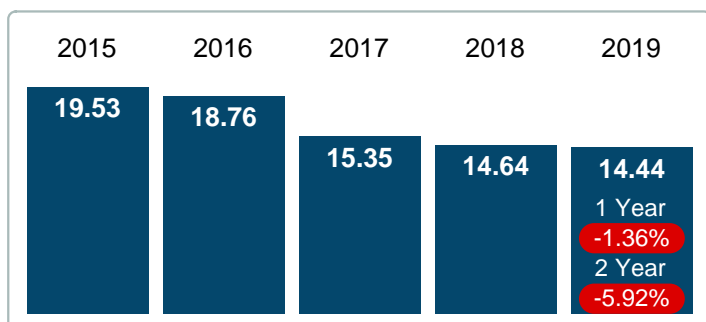
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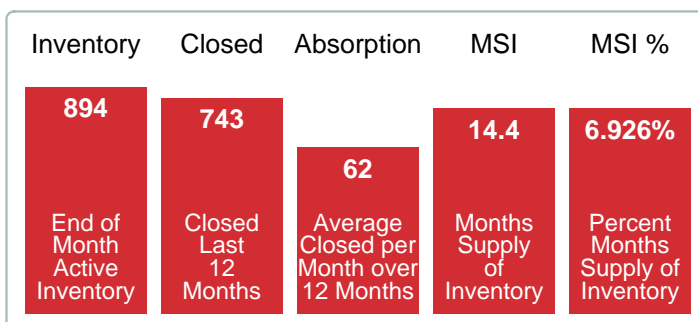
MONTHS SUPPLY of INVENTORY (MSI)

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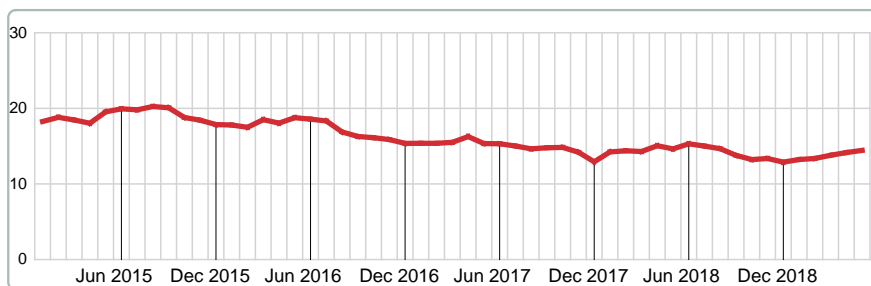
MSI FOR MAY



INDICATORS FOR MAY 2019



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 16.54

High Aug 2015 20.24 Low Dec 2018 12.89

Months Supply this month at 14.44
below the 5 yr MAY average of 16.54



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	42	4.70%	4.24	4.85	2.67	0.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	228	25.50%	73.95	82.91	0.00	0.00	0.00
\$20,001 - \$90,000	287	32.10%	15.04	22.36	3.74	4.80	0.00
\$90,001 - \$170,000	126	14.09%	7.20	14.67	4.91	5.08	24.00
\$170,001 - \$340,000	120	13.42%	11.80	28.42	8.00	8.33	24.00
\$340,001 and up	91	10.18%	42.00	44.57	54.00	19.50	0.00
Market Supply of Inventory (MSI)			14.44	23.89	5.63	7.66	24.00
Total Active Inventory by Units		100%	14.44	675	146	53	20

May 2019



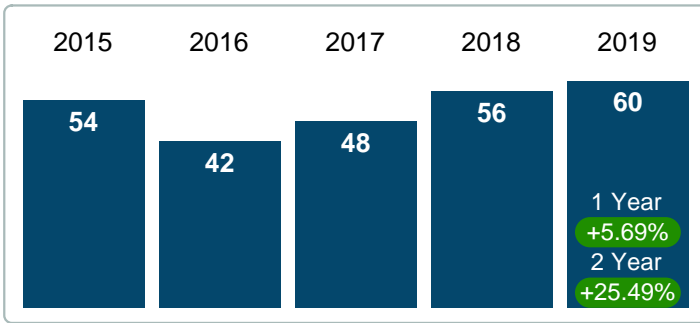
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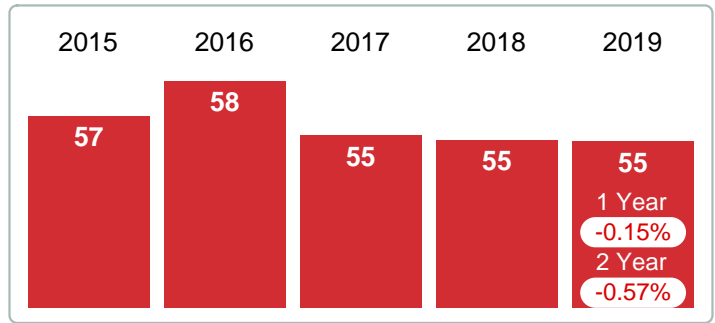
AVERAGE DAYS ON MARKET TO SALE

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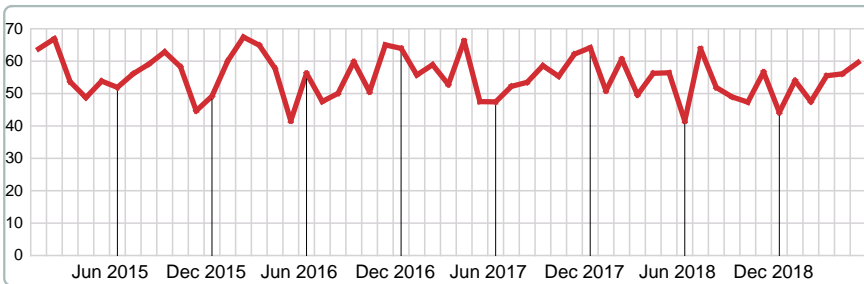
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 52

High Feb 2016 67 Low Jun 2018 42

Average Days on Market to Sale this month at 60 above the 5 yr MAY average of 52



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
\$1 \$20,000	13	19.70%	85	92	70	0	0
\$20,001 \$60,000	12	18.18%	54	57	36	0	0
\$60,001 \$110,000	15	22.73%	42	49	34	18	0
\$110,001 \$150,000	10	15.15%	70	51	65	141	0
\$150,001 \$240,000	9	13.64%	52	0	52	0	0
\$240,001 and up	7	10.61%	55	107	62	38	18
Average Closed DOM	60			66	54	59	18
Total Closed Units	66	100%	59.6	31	30	4	1
Total Closed Volume	6,597,932			1.84M	3.75M	764.50K	245.90K

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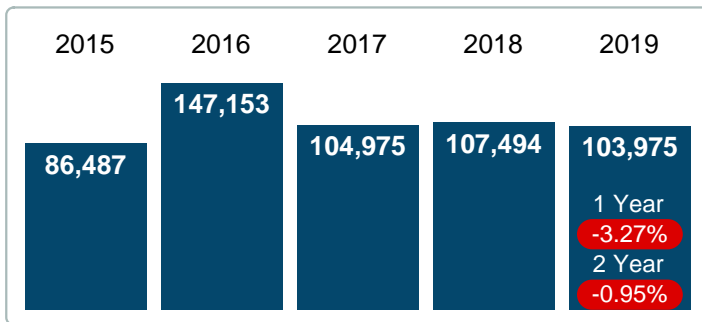
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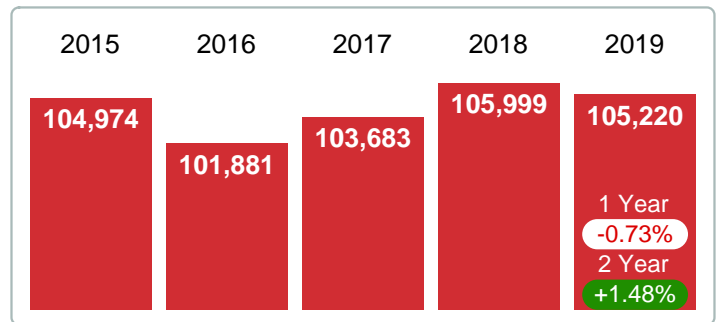
AVERAGE LIST PRICE AT CLOSING

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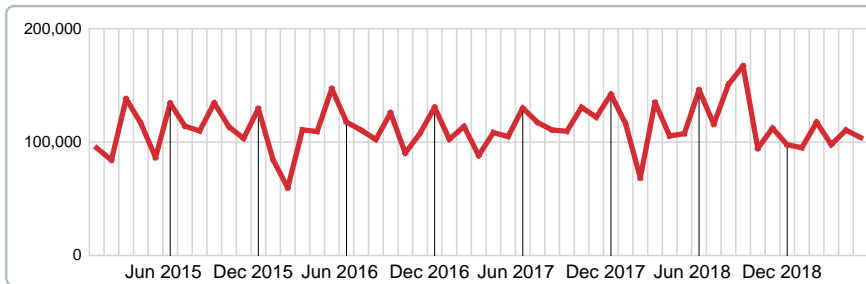
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

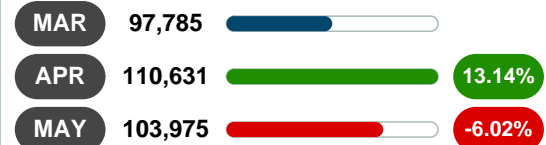


3 MONTHS

5 year MAY AVG = 110,017

High Sep 2018 167,182 Low Feb 2016 59,775

Average List Price at Closing this month at **103,975**
below the 5 yr MAY average of **110,017**



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-\$20,000	13	19.70%	6,729	9,881	988	0	0
\$20,001-\$60,000	12	18.18%	38,783	35,900	50,500	0	0
\$60,001-\$110,000	12	18.18%	89,283	89,622	100,360	117,800	0
\$110,001-\$150,000	12	18.18%	130,417	137,500	135,329	159,900	0
\$150,001-\$240,000	10	15.15%	166,500	0	165,889	0	0
\$240,001 and up	7	10.61%	286,871	414,000	263,267	277,200	249,900
Average List Price			103,975	62,694	127,895	208,025	249,900
Total Closed Units		100%	103,975	31	30	4	1
Total Closed Volume			6,862,375	1.94M	3.84M	832.10K	249.90K

May 2019



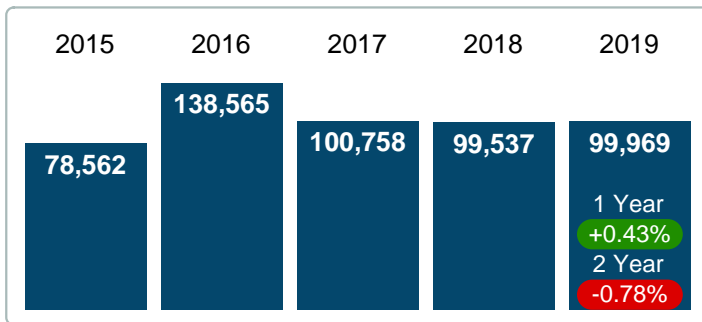
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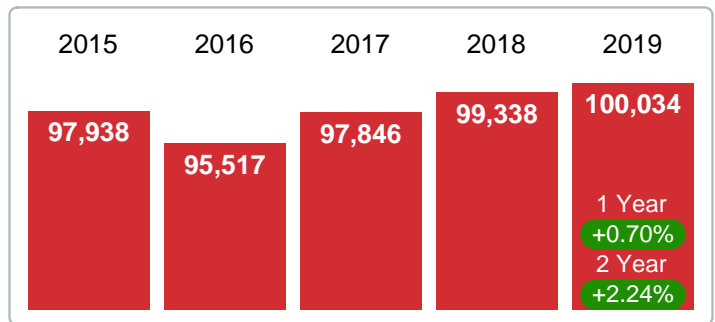
AVERAGE SOLD PRICE AT CLOSING

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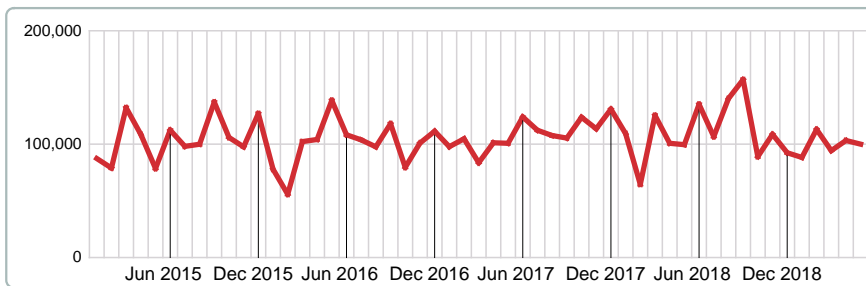
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

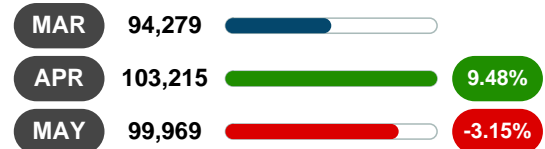


3 MONTHS

5 year MAY AVG = 103,478

High Sep 2018 156,919 | Low Feb 2016 55,774

Average Sold Price at Closing this month at **99,969**
 below the 5 yr MAY average of **103,478**



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-\$20,000	13	19.70%	5,967	8,181	988	0	0
\$20,001-\$60,000	12	18.18%	35,458	32,850	48,500	0	0
\$60,001-\$110,000	15	22.73%	89,414	84,522	94,101	110,000	0
\$110,001-\$150,000	10	15.15%	128,570	131,500	128,957	120,000	0
\$150,001-\$240,000	9	13.64%	166,533	0	166,533	0	0
\$240,001 and up	7	10.61%	281,307	414,000	258,250	267,250	245,900
Average Sold Price			99,969	59,349	124,924	191,125	245,900
Total Closed Units		100%	99,969	31	30	4	1
Total Closed Volume			6,597,932	1.84M	3.75M	764.50K	245.90K

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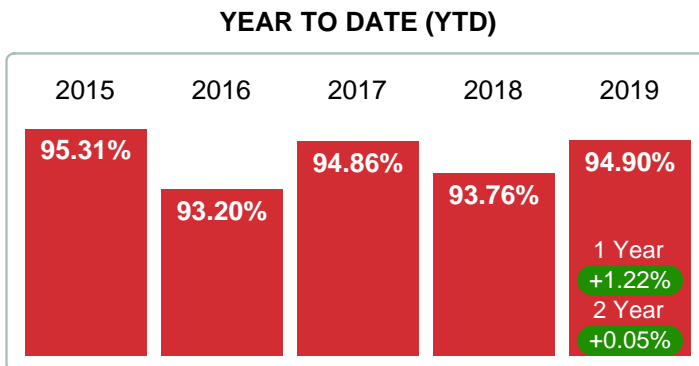
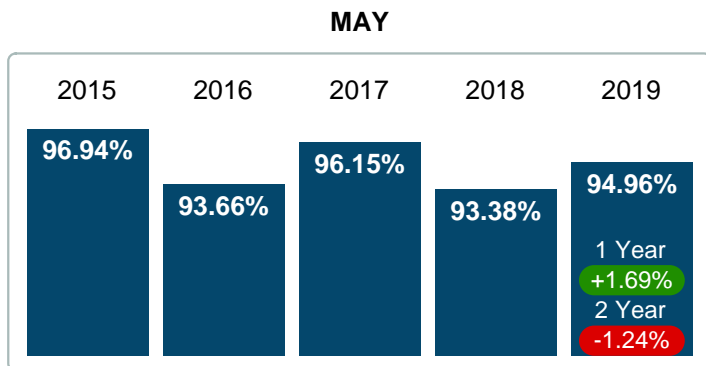


Area Delimited by County Of Cherokee

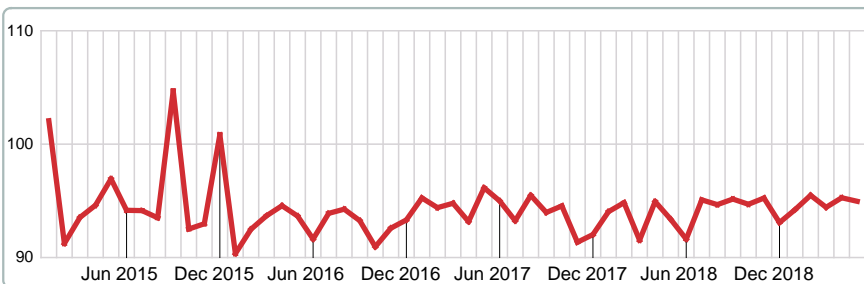


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

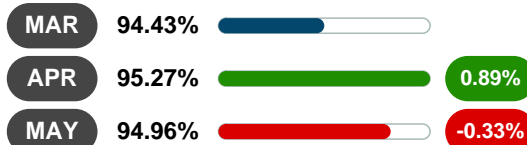


3 MONTHS

5 year MAY AVG = 95.02%

High Sep 2015 104.69% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **94.96%** equal to 5 yr MAY average of **95.02%**



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-\$20,000	13	19.70%	92.60%	89.31%	100.00%	0.00%	0.00%
\$20,001-\$60,000	12	18.18%	93.64%	93.03%	96.67%	0.00%	0.00%
\$60,001-\$110,000	15	22.73%	94.30%	94.65%	93.84%	93.38%	0.00%
\$110,001-\$150,000	10	15.15%	93.56%	96.30%	95.43%	75.05%	0.00%
\$150,001-\$240,000	9	13.64%	100.43%	0.00%	100.43%	0.00%	0.00%
\$240,001 and up	7	10.61%	97.98%	100.00%	98.12%	96.57%	98.40%
Average Sold/List Ratio		95.00%		92.86%	97.62%	90.39%	98.40%
Total Closed Units		66	100%	31	30	4	1
Total Closed Volume		6,597,932		1.84M	3.75M	764.50K	245.90K

May 2019



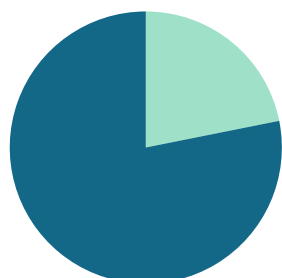
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

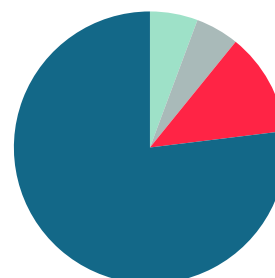


Inventory
 New Listings
252 = 21.86%
 Start Inventory
901
 Total Inventory Units
1,153
 Volume
\$157,765,305

Market Activity

Closed Sales
66 = 5.68%
 Pending Sales
60 = 5.16%
 Other Off Market
142 = 12.22%
 Active Inventory
894 = 76.94%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	87	66	-24.14%	296	267	-9.80%
Pending Sales	66	60	-9.09%	304	261	-14.14%
New Listings	231	252	9.09%	961	1,023	6.45%
Average List Price	107,494	103,975	-3.27%	105,999	105,220	-0.73%
Average Sale Price	99,537	99,969	0.43%	99,338	100,034	0.70%
Average Percent of Selling Price to List Price	93.38%	94.96%	1.69%	93.76%	94.90%	1.22%
Average Days on Market to Sale	56.41	59.62	5.69%	55.25	55.16	-0.15%
Monthly Inventory	888	894	0.68%	888	894	0.68%
Months Supply of Inventory	14.64	14.44	-1.36%	14.64	14.44	-1.36%

Absorption: Last 12 months, an Average of **62** Sales/Month

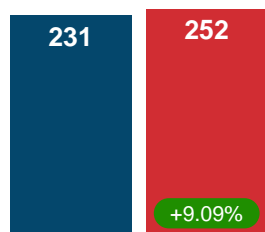
Inventory on May 31, 2019 = **894**

2018 **2019**

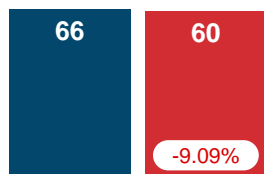
MAY MARKET

AVERAGE PRICES

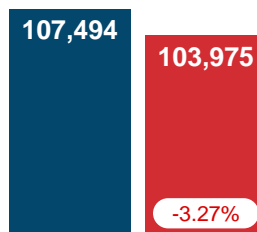
New Listings



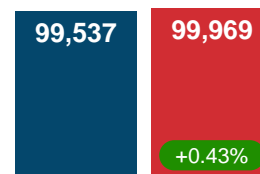
Pending Listings



List Price



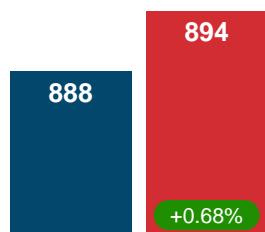
Sale Price



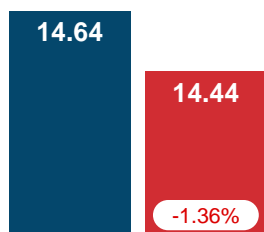
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

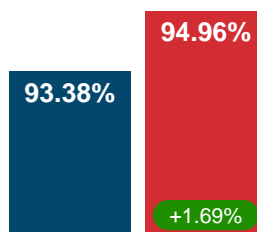
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

