



# November 2019

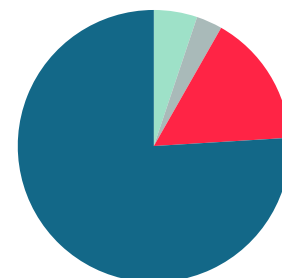
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	61	60	-1.64%
Pending Listings	44	36	-18.18%
New Listings	223	221	-0.90%
Median List Price	90,150	149,200	65.50%
Median Sale Price	90,100	141,500	57.05%
Median Percent of Selling Price to List Price	97.81%	98.75%	0.96%
Median Days on Market to Sale	32.00	29.50	-7.81%
End of Month Inventory	864	885	2.43%
Months Supply of Inventory	13.40	15.69	17.11%



■ Closed (5.15%)  
■ Pending (3.09%)  
■ Other OffMarket (15.79%)  
■ Active (75.97%)

**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of November 30, 2019 = **885**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 rose **2.43%** to 885 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **15.69** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **57.05%** in November 2019 to \$141,500 versus the previous year at \$90,100.

#### Median Days on Market Shortens

The median number of **29.50** days that homes spent on the market before selling decreased by 2.50 days or **7.81%** in November 2019 compared to last year's same month at **32.00** DOM.

#### Sales Success for November 2019 is Positive

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

There were 221 New Listings in November 2019, down **0.90%** from last year at 223. Furthermore, there were 60 Closed Listings this month versus last year at 61, a **-1.64%** decrease.

Closed versus Listed trends yielded a **27.1%** ratio, down from previous year's, November 2018, at **27.4%**, a **0.75%** downswing. This will certainly create pressure on an increasing 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of Selling Price to List 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



# November 2019

Area Delimited by County Of Cherokee

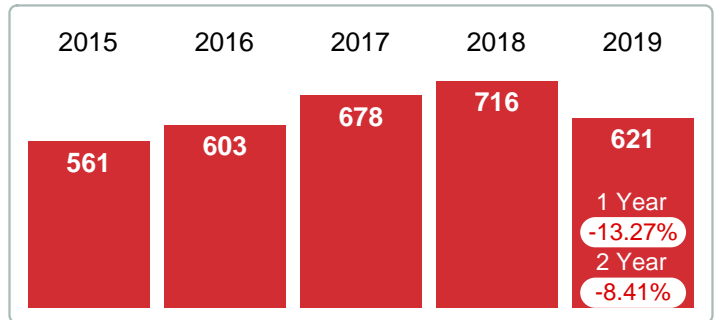
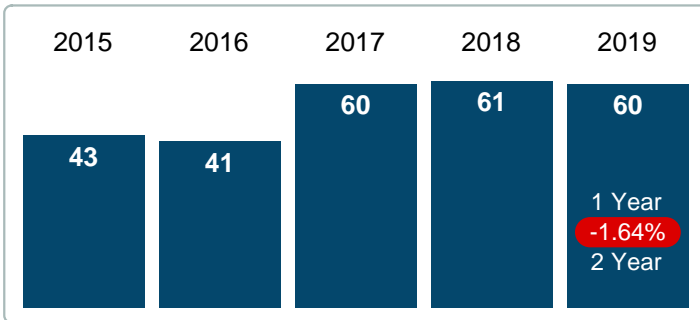


## CLOSED LISTINGS

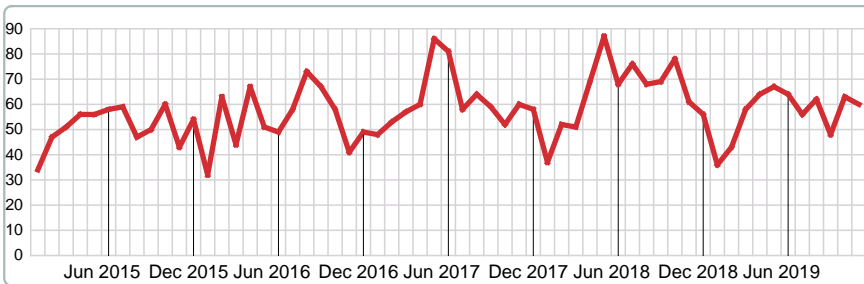
Report produced on Dec 11, 2019 for MLS Technology Inc.

### NOVEMBER

### YEAR TO DATE (YTD)

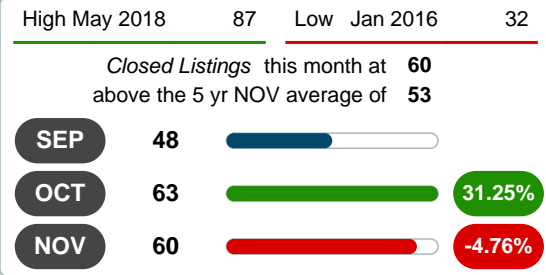


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 53



### 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	5	8.33%	7.0	3	2	0	0
\$10,001 - \$40,000	8	13.33%	37.0	6	1	1	0
\$40,001 - \$90,000	7	11.67%	26.0	2	5	0	0
\$90,001 - \$160,000	16	26.67%	38.0	3	10	3	0
\$160,001 - \$180,000	9	15.00%	37.0	1	6	1	1
\$180,001 - \$270,000	9	15.00%	30.0	1	6	1	1
\$270,001 and up	6	10.00%	10.5	4	1	0	1
<b>Total Closed Units</b>	<b>60</b>			<b>20</b>	<b>31</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>9,818,625</b>	<b>100%</b>	<b>29.5</b>	<b>3.95M</b>	<b>4.36M</b>	<b>772.20K</b>	<b>737.80K</b>
<b>Median Closed Price</b>	<b>\$141,500</b>			<b>\$70,000</b>	<b>\$153,000</b>	<b>\$129,700</b>	<b>\$245,000</b>



# November 2019

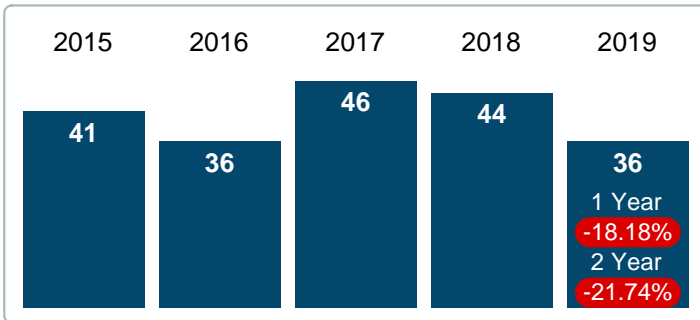
Area Delimited by County Of Cherokee



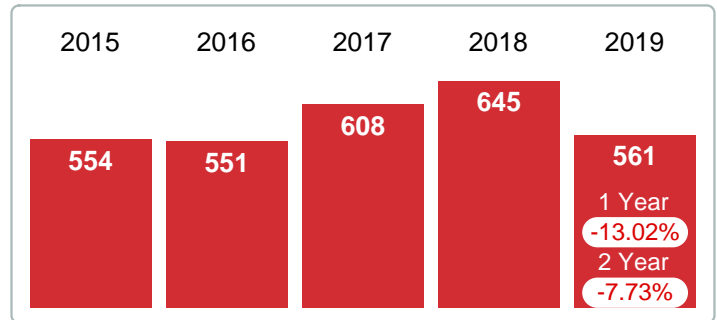
## PENDING LISTINGS

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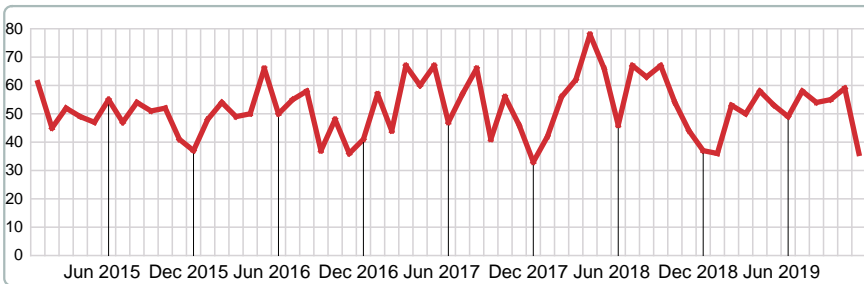
### NOVEMBER



### YEAR TO DATE (YTD)

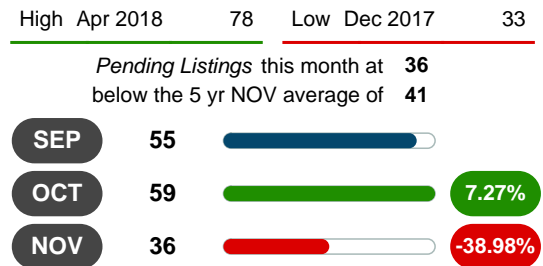


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	8.33%	162.0	2	1	0	0
\$25,001 - \$75,000	4	11.11%	32.0	4	0	0	0
\$75,001 - \$100,000	4	11.11%	36.5	2	2	0	0
\$100,001 - \$175,000	11	30.56%	23.0	1	8	2	0
\$175,001 - \$225,000	4	11.11%	14.0	1	3	0	0
\$225,001 - \$325,000	5	13.89%	63.0	1	2	2	0
\$325,001 and up	5	13.89%	4.0	1	2	2	0
<b>Total Pending Units</b>	<b>36</b>			<b>12</b>	<b>18</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,328,400</b>	<b>100%</b>	<b>31.0</b>	<b>2.83M</b>	<b>3.15M</b>	<b>2.35M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$154,300</b>			<b>\$68,900</b>	<b>\$162,200</b>	<b>\$238,750</b>	<b>\$0</b>



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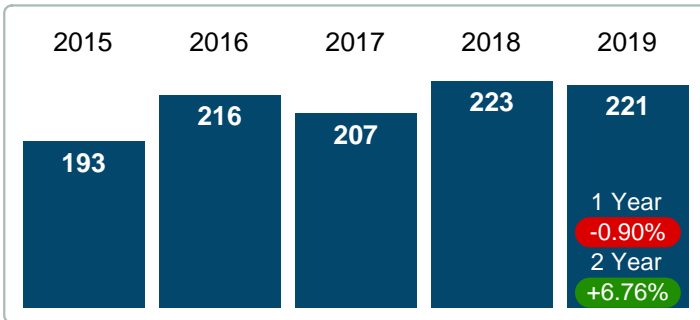
Area Delimited by County Of Cherokee



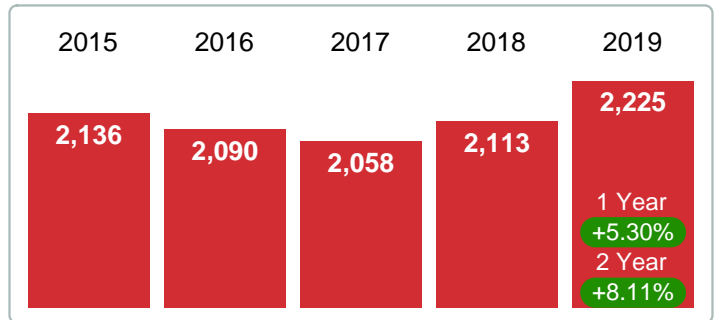
## NEW LISTINGS

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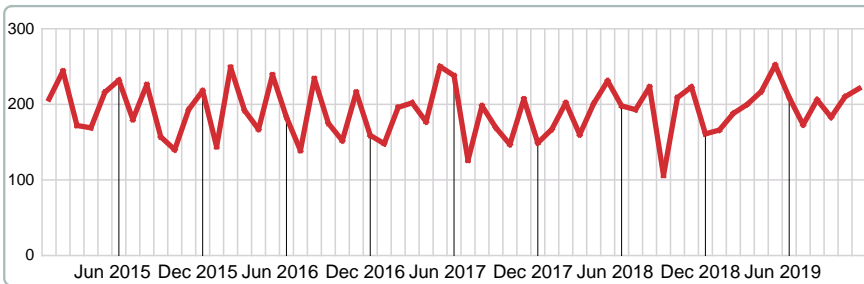
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

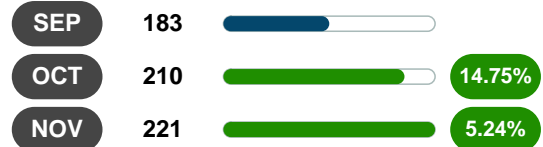


### 3 MONTHS

5 year NOV AVG = 212

High May 2019 252 Low Sep 2018 106

New Listings this month at **221**  
above the 5 yr NOV average of **212**



### 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	7	3.17%	4	1	2	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$20,000	55	24.89%	55	0	0	0
\$20,001 - \$60,000	36	16.29%	34	2	0	0
\$60,001 - \$150,000	72	32.58%	57	13	2	0
\$150,001 - \$280,000	27	12.22%	8	8	8	3
\$280,001 and up	24	10.86%	11	4	7	2
<b>Total New Listed Units</b>	<b>221</b>		<b>169</b>	<b>28</b>	<b>19</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>28,581,474</b>	<b>100%</b>	<b>13.83M</b>	<b>4.94M</b>	<b>5.54M</b>	<b>4.27M</b>
<b>Median New Listed Listing Price</b>	<b>\$65,000</b>		<b>\$49,500</b>	<b>\$145,450</b>	<b>\$234,900</b>	<b>\$279,900</b>



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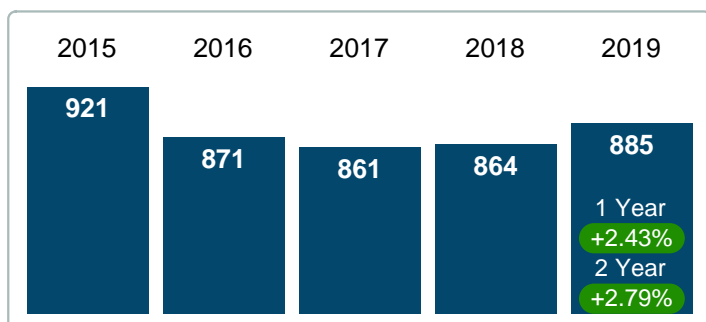
Area Delimited by County Of Cherokee



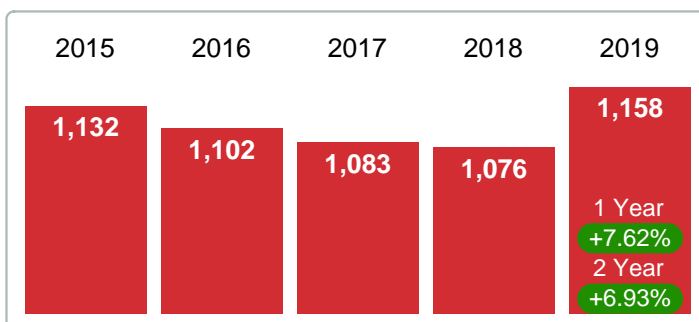
## ACTIVE INVENTORY

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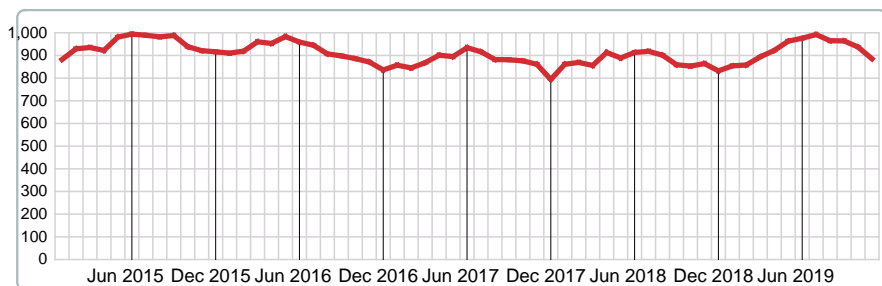
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

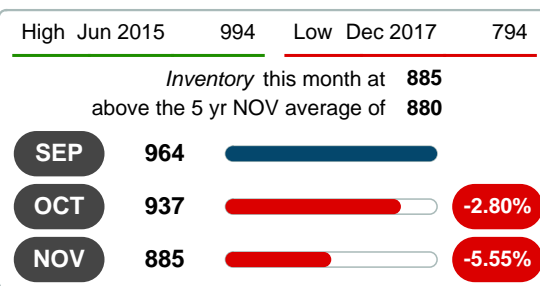


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 880



### 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	39	4.41%	113.0	35	3	1	0
\$10,001 - \$10,000	0	0.00%	113.0	0	0	0	0
\$10,001 - \$20,000	220	24.86%	66.0	220	0	0	0
\$20,001 - \$90,000	286	32.32%	73.5	262	22	1	1
\$90,001 - \$190,000	141	15.93%	75.0	61	58	18	4
\$190,001 - \$380,000	110	12.43%	61.0	42	36	24	8
\$380,001 and up	89	10.06%	95.0	52	17	12	8
Total Active Inventory by Units		885		672	136	56	21
Total Active Inventory by Volume		133,397,672	100%	75.96M	29.63M	16.96M	10.84M
Median Active Inventory Listing Price		\$65,000		\$30,750	\$167,700	\$219,950	\$344,900



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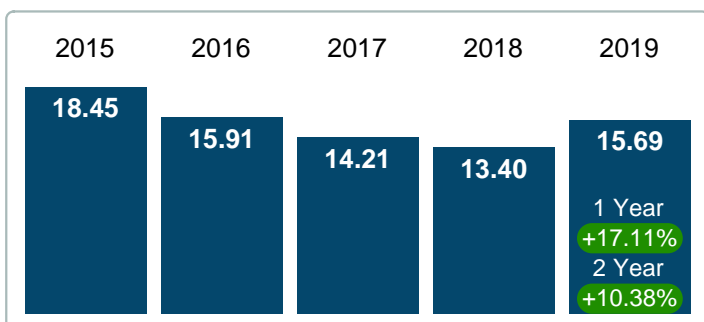
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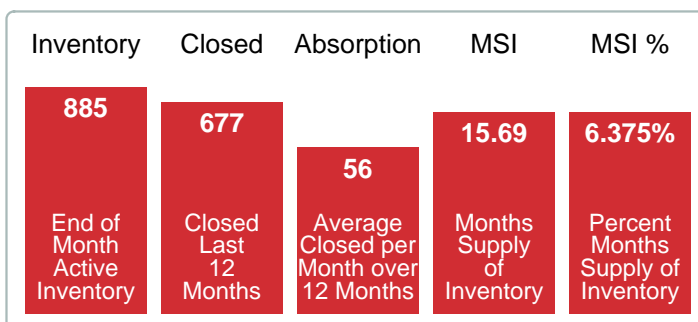
## MONTHS SUPPLY of INVENTORY (MSI)

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

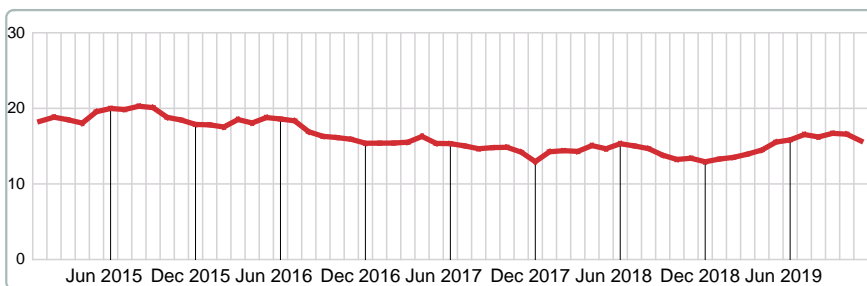
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019



### 5 YEAR MARKET ACTIVITY TRENDS

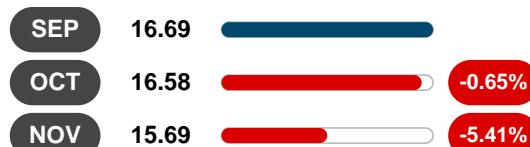


### 3 MONTHS

5 year NOV AVG = 15.53

High Aug 2015 20.28 Low Dec 2018 12.93

Months Supply this month at 15.69  
above the 5 yr NOV average of 15.53



### 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	39	4.41%	4.29	5.75	1.20	2.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	220	24.86%	67.69	73.33	0.00	0.00	0.00
\$20,001 - \$90,000	286	32.32%	16.42	25.56	3.62	1.00	12.00
\$90,001 - \$190,000	141	15.93%	7.87	17.43	4.64	11.37	12.00
\$190,001 - \$380,000	110	12.43%	14.67	22.91	10.80	12.00	24.00
\$380,001 and up	89	10.06%	71.20	69.33	102.00	48.00	96.00
Market Supply of Inventory (MSI)			15.69	26.44	5.48	10.50	25.20
Total Active Inventory by Units		100%	15.69	672	136	56	21



# November 2019

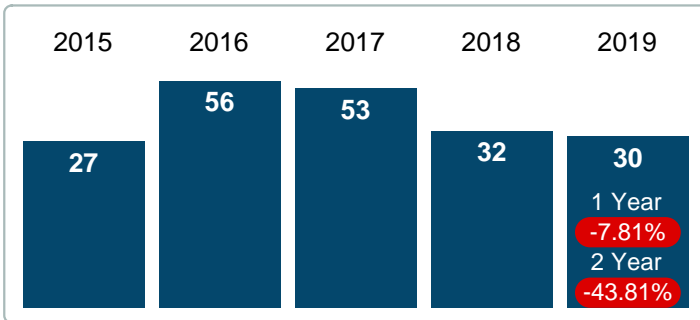
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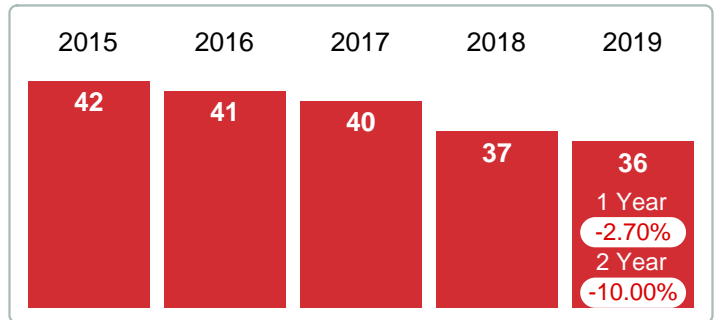
## MEDIAN DAYS ON MARKET TO SALE

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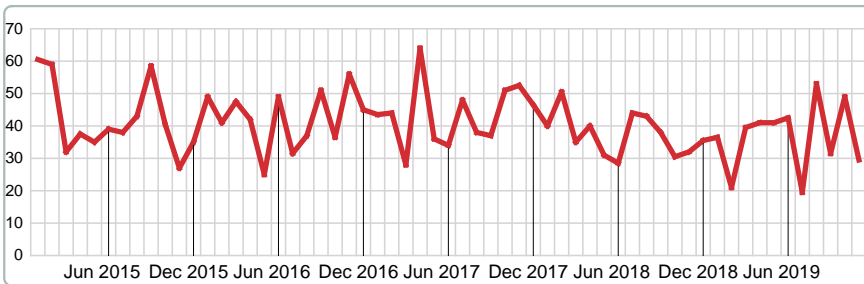
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

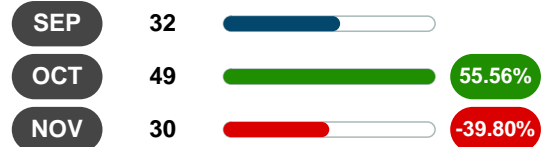


### 3 MONTHS

5 year NOV AVG = 39

High Apr 2017 64 Low Jul 2019 20

Median Days on Market to Sale this month at 30 below the 5 yr NOV average of 39



### 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	8.33%	7	6	24	0	0
\$10,001 - \$40,000	13.33%	37	46	34	1	0
\$40,001 - \$90,000	11.67%	26	16	27	0	0
\$90,001 - \$160,000	26.67%	38	11	50	34	0
\$160,001 - \$180,000	15.00%	37	3	30	37	47
\$180,001 - \$270,000	15.00%	30	6	56	148	1
\$270,001 and up	10.00%	11	5	14	0	38
<b>Median Closed DOM</b>		<b>30</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>29.5</b>	<b>19</b>	<b>34</b>	<b>36</b>	<b>38</b>
<b>Total Closed Volume</b>			<b>3.95M</b>	<b>4.36M</b>	<b>772.20K</b>	<b>737.80K</b>





# November 2019

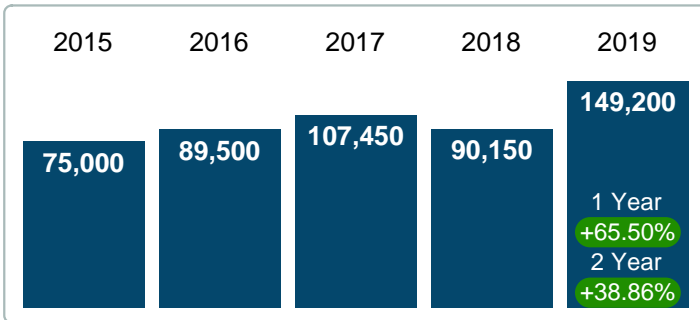
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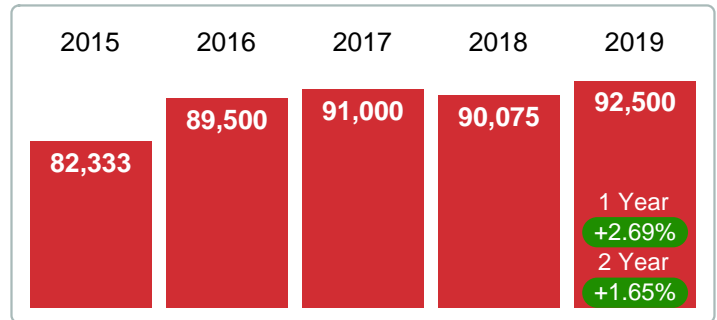
## MEDIAN LIST PRICE AT CLOSING

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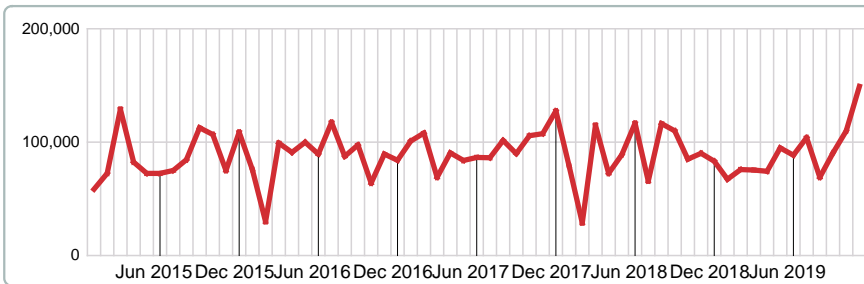
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

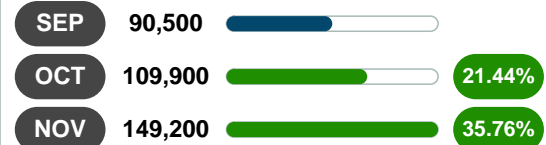


### 3 MONTHS

5 year NOV AVG = 102,260

High Nov 2019 149,200 Low Feb 2018 28,800

Median List Price at Closing this month at **149,200**  
above the 5 yr NOV average of **102,260**



### 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	4	6.67%	1,025	2,100	1,025	0	0
\$10,001 \$40,000	6	10.00%	17,050	17,050	0	0	0
\$40,001 \$90,000	9	15.00%	55,000	55,000	79,900	45,000	0
\$90,001 \$160,000	17	28.33%	138,000	102,400	139,900	149,900	0
\$160,001 \$180,000	7	11.67%	179,700	0	179,800	0	169,900
\$180,001 \$270,000	11	18.33%	204,500	191,450	210,250	196,750	249,900
\$270,001 and up	6	10.00%	351,700	442,000	329,900	0	338,700
Median List Price			149,200	72,500	155,000	149,900	249,900
Total Closed Units		100%	149,200	20	31	6	3
Total Closed Volume			10,080,929	4.00M	4.49M	834.70K	758.50K





# November 2019

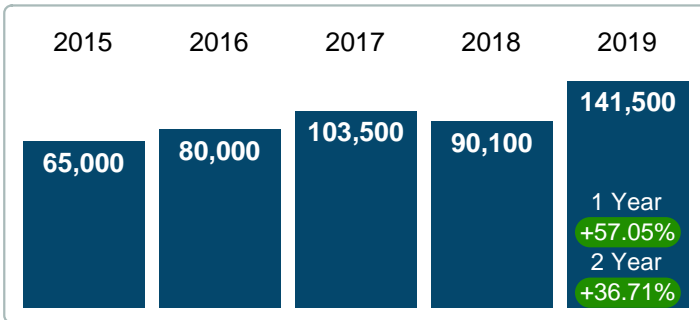
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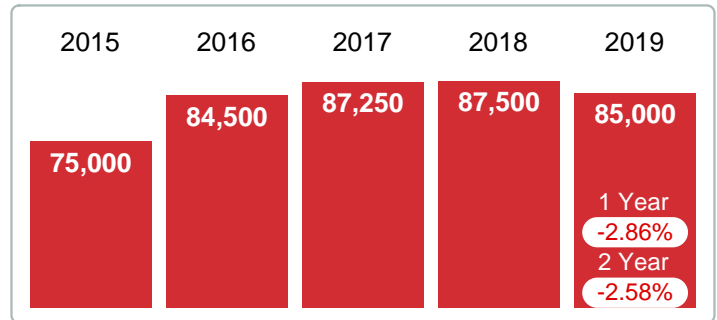
## MEDIAN SOLD PRICE AT CLOSING

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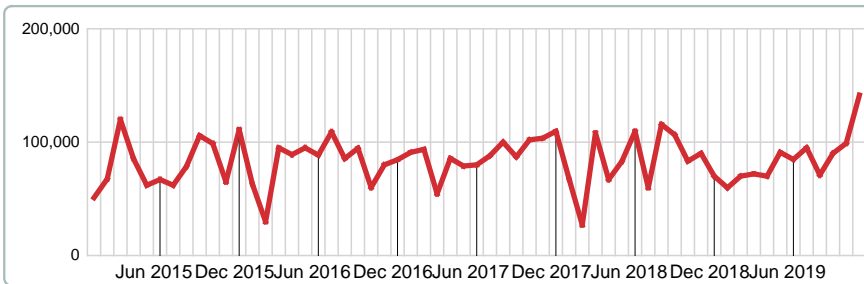
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

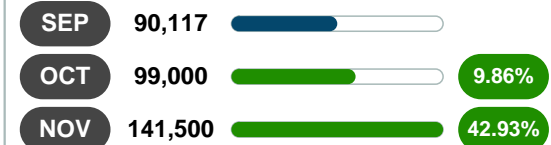


### 3 MONTHS

5 year NOV AVG = 96,020

High Nov 2019 141,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 141,500 above the 5 yr NOV average of 96,020



### 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	8.33%	1,200	3,800	975	0	0
\$10,001 \$40,000	13.33%	26,250	19,200	33,000	37,500	0
\$40,001 \$90,000	11.67%	75,000	70,000	75,000	0	0
\$90,001 \$160,000	26.67%	134,700	100,000	140,000	109,500	0
\$160,001 \$180,000	15.00%	175,000	175,000	175,000	179,900	162,800
\$180,001 \$270,000	15.00%	210,000	196,800	210,250	195,500	245,000
\$270,001 and up	10.00%	342,500	437,150	312,500	0	330,000
Median Sold Price		141,500	70,000	153,000	129,700	245,000
Total Closed Units	100%	141,500	20	31	6	3
Total Closed Volume		9,818,625	3.95M	4.36M	772.20K	737.80K

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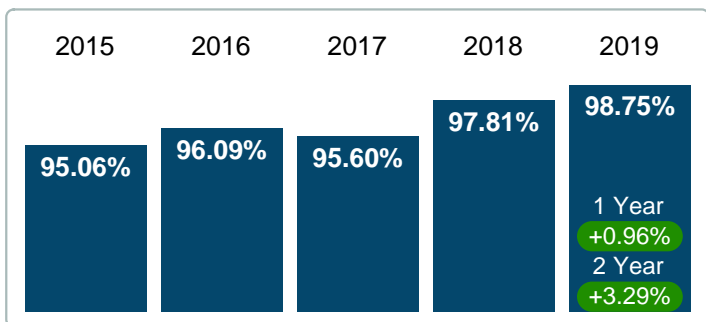
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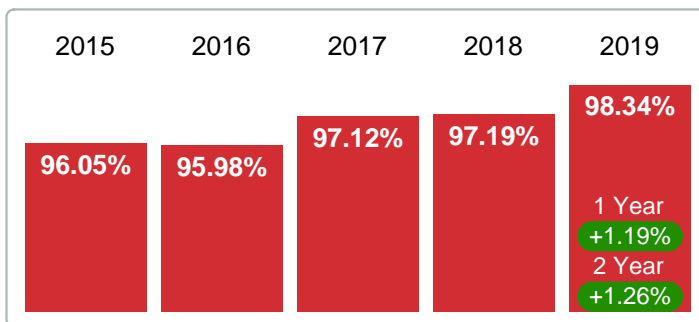
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

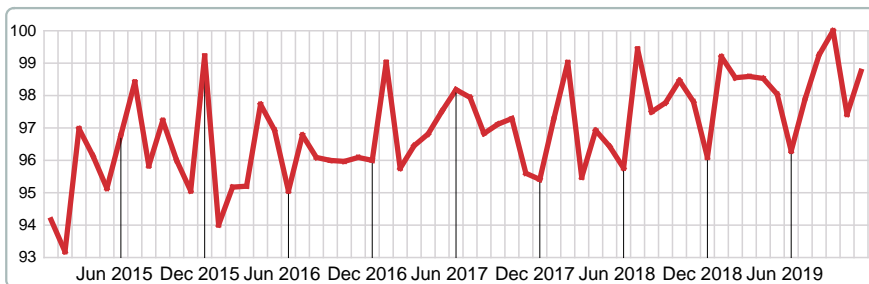
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

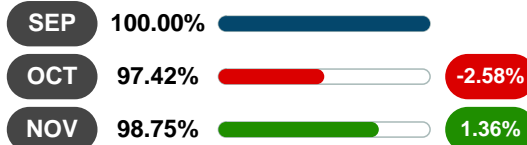


### 3 MONTHS

5 year NOV AVG = 96.66%

High Sep 2019 100.00% Low Feb 2015 93.18%

Median Sold/List Ratio this month at **98.75%**  
above the 5 yr NOV average of **96.66%**



## 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	5	8.33%	100.00%	100.00%	94.12%	0.00%	0.00%
\$10,001 \$40,000	8	13.33%	82.41%	89.00%	81.48%	83.33%	0.00%
\$40,001 \$90,000	7	11.67%	96.00%	97.22%	96.00%	0.00%	0.00%
\$90,001 \$160,000	16	26.67%	99.39%	100.00%	98.75%	100.00%	0.00%
\$160,001 \$180,000	9	15.00%	95.82%	94.59%	98.64%	95.19%	95.82%
\$180,001 \$270,000	9	15.00%	99.44%	99.44%	100.00%	95.60%	98.04%
\$270,001 and up	6	10.00%	98.72%	100.00%	94.73%	0.00%	97.43%
Median Sold/List Ratio		98.75%		100.00%	98.79%	95.39%	97.43%
Total Closed Units		60	100%	20	31	6	3
Total Closed Volume		9,818,625		3.95M	4.36M	772.20K	737.80K



# November 2019

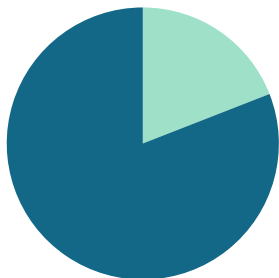
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY

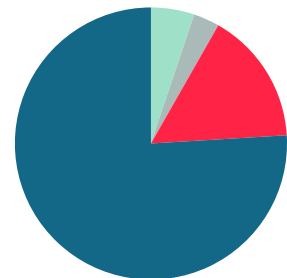


**Inventory**  
 New Listings  
**221 = 19.07%**  
 Start Inventory  
**938**  
 Total Inventory Units  
**1,159**  
 Volume  
**\$172,355,690**

### Market Activity

Closed Sales  
**60 = 5.15%**  
 Pending Sales  
**36 = 3.09%**  
 Other Off Market  
**184 = 15.79%**  
 Active Inventory  
**885 = 75.97%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	61	60	-1.64%	716	621	-13.27%
Pending Sales	44	36	-18.18%	645	561	-13.02%
New Listings	223	221	-0.90%	2,113	2,225	5.30%
Median List Price	90,150	149,200	65.50%	90,075	92,500	2.69%
Median Sale Price	90,100	141,500	57.05%	87,500	85,000	-2.86%
Median Percent of Selling Price to List Price	97.81%	98.75%	0.96%	97.19%	98.34%	1.19%
Median Days on Market to Sale	32.00	29.50	-7.81%	37.00	36.00	-2.70%
Monthly Inventory	864	885	2.43%	864	885	2.43%
Months Supply of Inventory	13.40	15.69	17.11%	13.40	15.69	17.11%

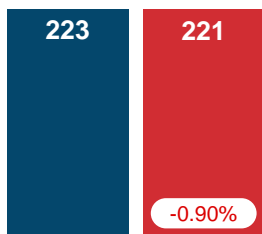
**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Inventory** on November 30, 2019 = **885** 2018 2019

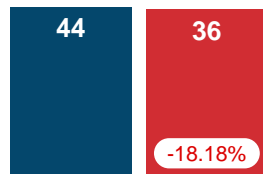
### NOVEMBER MARKET

### MEDIAN PRICES

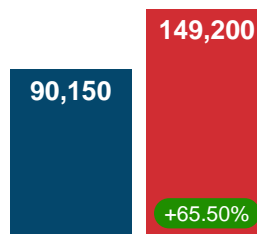
#### New Listings



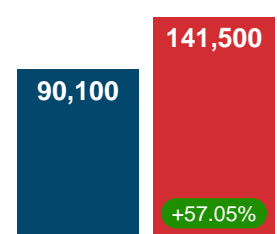
#### Pending Listings



#### List Price



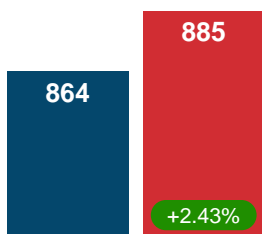
#### Sale Price



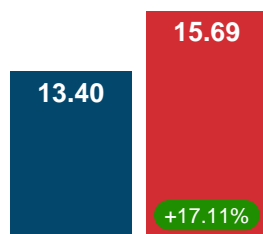
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

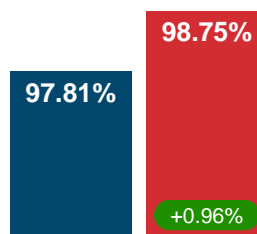
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

