

# April 2020

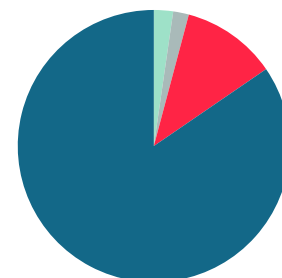
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	64	22	-65.63%
Pending Listings	58	18	-68.97%
New Listings	217	117	-46.08%
Median List Price	74,300	59,400	-20.05%
Median Sale Price	70,000	53,200	-24.00%
Median Percent of Selling Price to List Price	98.53%	98.04%	-0.50%
Median Days on Market to Sale	41.00	43.00	4.88%
End of Month Inventory	923	816	-11.59%
Months Supply of Inventory	14.50	16.37	12.95%



■ Closed (2.28%)  
■ Pending (1.87%)  
■ Other OffMarket (11.30%)  
■ Active (84.56%)

**Absorption:** Last 12 months, an Average of **50** Sales/Month  
**Active Inventory** as of April 30, 2020 = **816**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2020 decreased **11.59%** to 816 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **16.37** 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 **24.00%** in April 2020 to \$53,200 versus the previous year at \$70,000.

#### Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 2.00 days or **4.88%** in April 2020 compared to last year's same month at **41.00** DOM.

#### Sales Success for April 2020 is Positive

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

There were 117 New Listings in April 2020, down **46.08%** from last year at 217. Furthermore, there were 22 Closed Listings this month versus last year at 64, a **-65.63%** decrease.

Closed versus Listed trends yielded a **18.8%** ratio, down from previous year's, April 2019, at **29.5%**, a **36.24%** 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>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

# April 2020



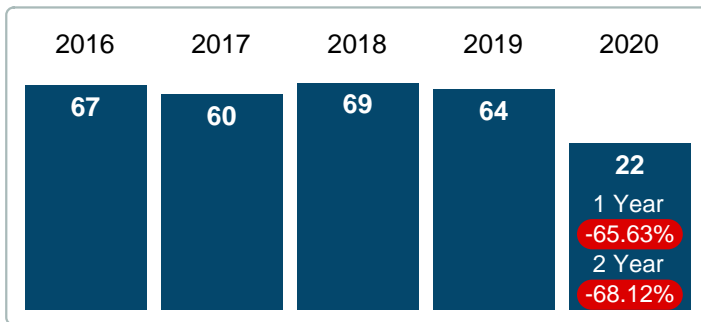
Area Delimited by County Of Cherokee



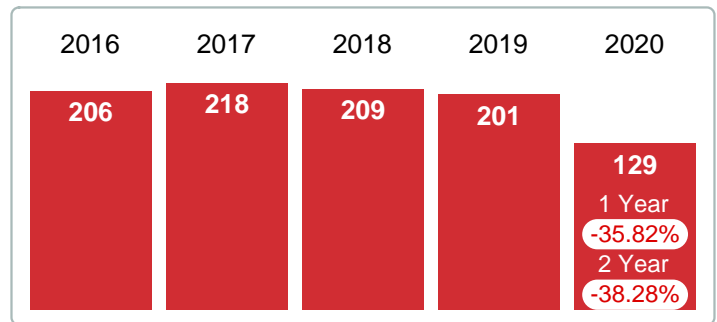
## CLOSED LISTINGS

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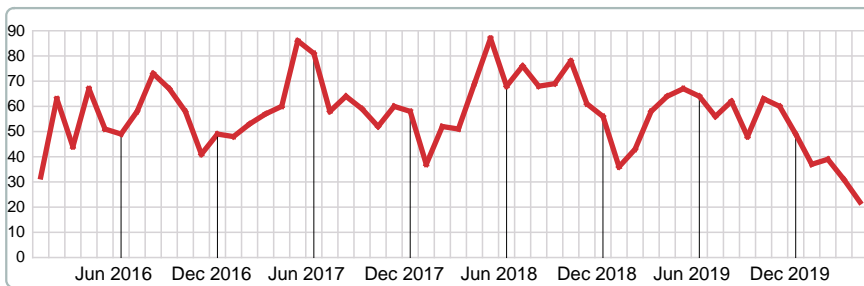
### APRIL



### YEAR TO DATE (YTD)

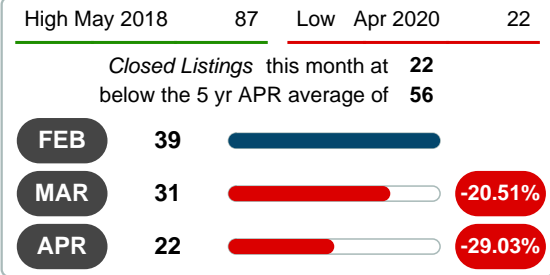


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 56



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	8	36.36%	33.0	6	2	0	0
\$30,001-\$70,000	4	18.18%	107.0	3	1	0	0
\$70,001-\$150,000	6	27.27%	28.0	2	3	1	0
\$150,001-\$190,000	0	0.00%	28.0	0	0	0	0
\$190,001 and up	4	18.18%	96.5	1	2	1	0
<b>Total Closed Units</b>	<b>22</b>			<b>12</b>	<b>8</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>1,872,980</b>	<b>100%</b>	<b>43.0</b>	<b>768.28K</b>	<b>799.70K</b>	<b>305.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$53,200</b>			<b>\$28,250</b>	<b>\$84,500</b>	<b>\$152,500</b>	<b>\$0</b>

# April 2020



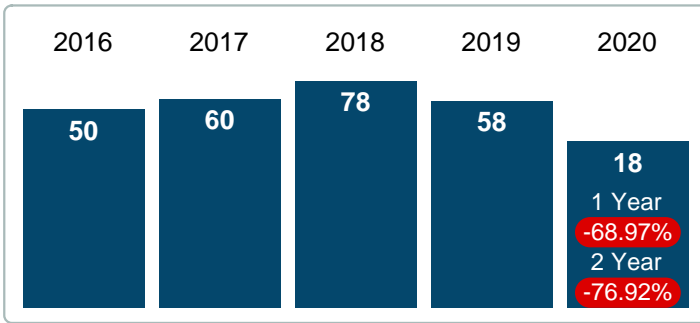
Area Delimited by County Of Cherokee



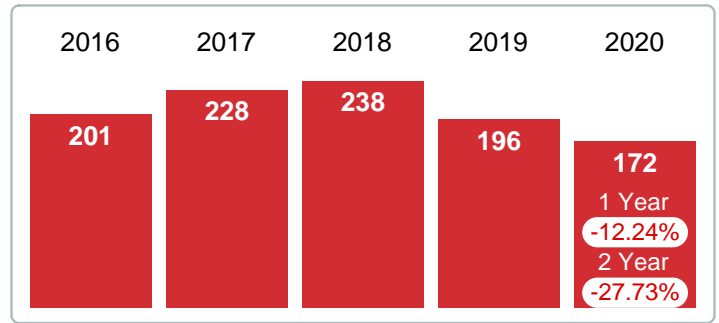
## PENDING LISTINGS

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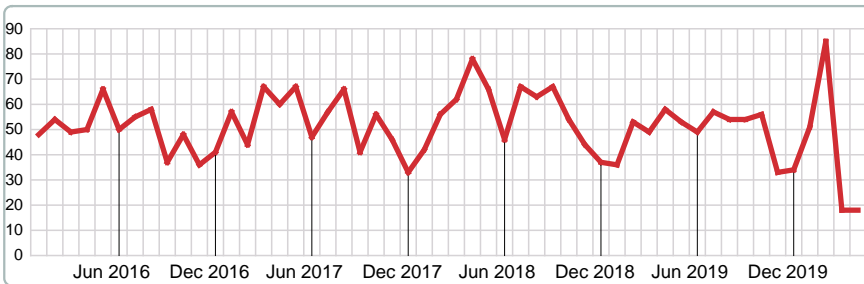
### APRIL



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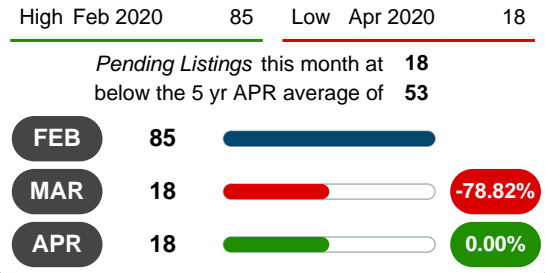


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 53



### 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	1	5.56%	59.0	1	0	0	0
\$10,001 - \$50,000	3	16.67%	123.0	2	1	0	0
\$50,001 - \$70,000	1	5.56%	2.0	1	0	0	0
\$70,001 - \$120,000	6	33.33%	38.0	4	0	1	1
\$120,001 - \$140,000	1	5.56%	49.0	0	1	0	0
\$140,001 - \$200,000	4	22.22%	101.5	0	3	1	0
\$200,001 and up	2	11.11%	21.0	0	0	1	1
<b>Total Pending Units</b>	<b>18</b>			<b>8</b>	<b>5</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>1,922,650</b>	<b>100%</b>	<b>45.5</b>	<b>478.85K</b>	<b>645.30K</b>	<b>469.00K</b>	<b>329.50K</b>
<b>Median Listing Price</b>	<b>\$107,500</b>			<b>\$65,000</b>	<b>\$145,000</b>	<b>\$149,500</b>	<b>\$164,750</b>

# April 2020



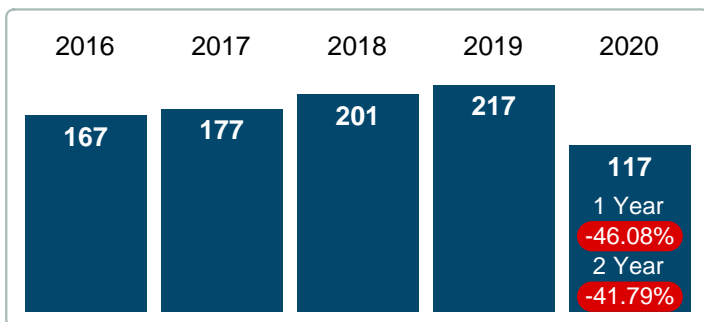
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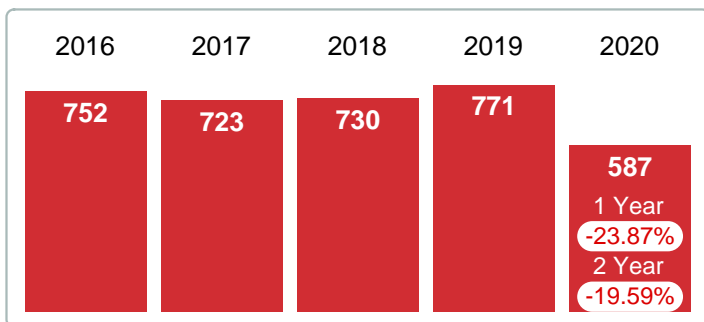
## NEW LISTINGS

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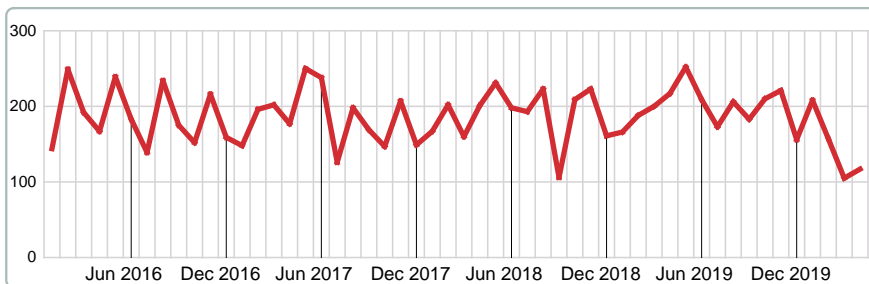
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 176

High May 2019 252 Low Mar 2020 105

New Listings this month at 117  
below the 5 yr APR average of 176



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$10,000	13	11.11%	7	6	0	0
\$10,001-\$10,000	0	0.00%	0	0	0	0
\$10,001-\$20,000	66	56.41%	66	0	0	0
\$20,001-\$70,000	9	7.69%	7	1	1	0
\$70,001-\$190,000	15	12.82%	7	4	2	2
\$190,001 and up	14	11.97%	5	5	2	2
<b>Total New Listed Units</b>	<b>117</b>		<b>92</b>	<b>16</b>	<b>5</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>7,674,995</b>	<b>100%</b>	<b>3.53M</b>	<b>1.88M</b>	<b>1.41M</b>	<b>854.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$12,500</b>		<b>\$12,500</b>	<b>\$111,900</b>	<b>\$146,000</b>	<b>\$217,500</b>

# April 2020



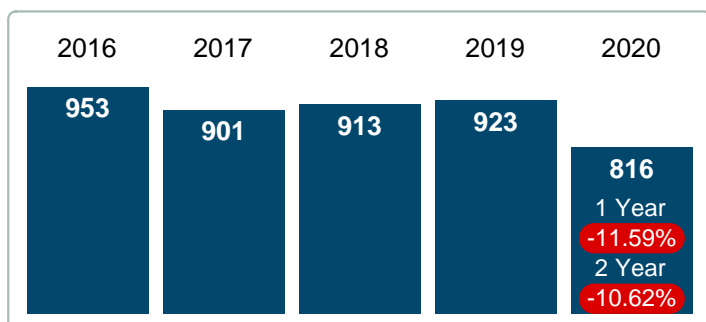
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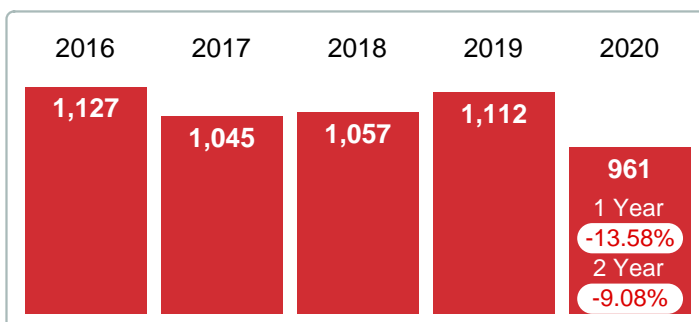
## ACTIVE INVENTORY

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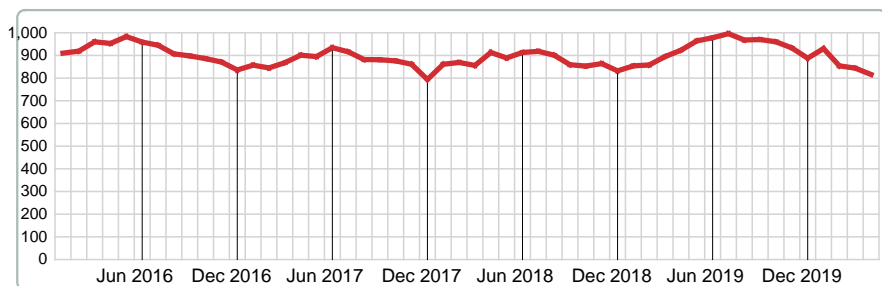
### END OF APRIL



### ACTIVE DURING APRIL

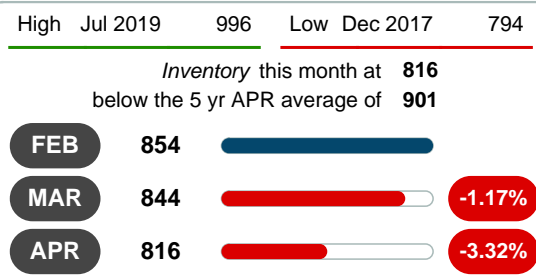


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 901



### 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	46	5.64%	62.0	39	6	1	0
\$10,001 - \$10,000	0	0.00%	62.0	0	0	0	0
\$10,001 - \$20,000	192	23.53%	38.0	191	1	0	0
\$20,001 - \$80,000	271	33.21%	137.0	252	16	3	0
\$80,001 - \$180,000	115	14.09%	113.0	53	49	10	3
\$180,001 - \$370,000	110	13.48%	111.0	44	39	19	8
\$370,001 and up	82	10.05%	116.5	45	18	11	8
Total Active Inventory by Units		816		624	129	44	19
Total Active Inventory by Volume		120,468,002	100%	71.24M	26.65M	13.19M	9.39M
Median Active Inventory Listing Price		\$59,900		\$34,950	\$163,000	\$230,450	\$337,000

# April 2020



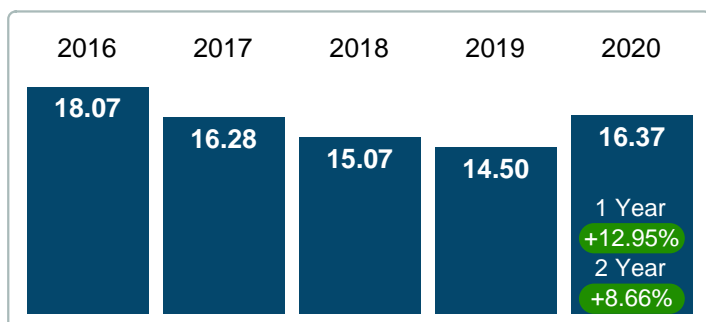
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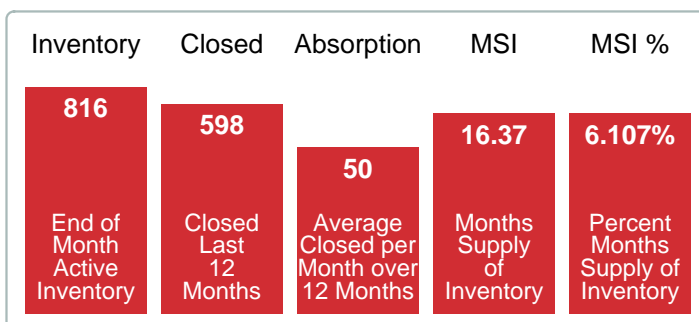
## MONTHS SUPPLY of INVENTORY (MSI)

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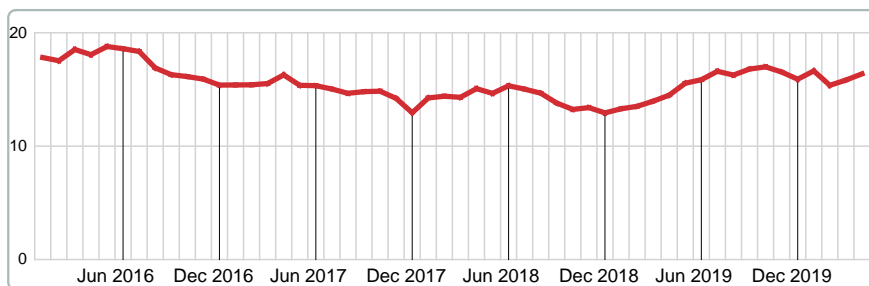
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

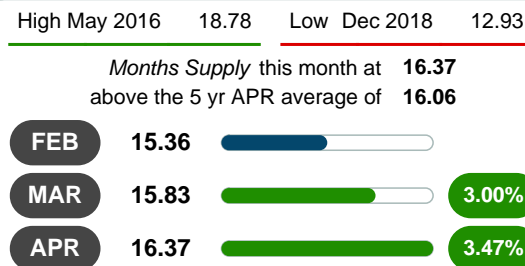


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 16.06



### 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	46	5.64%	6.20	8.07	3.00	1.71	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	192	23.53%	57.60	61.95	4.00	0.00	0.00
\$20,001 - \$80,000	271	33.21%	23.57	34.76	4.57	4.50	0.00
\$80,001 - \$180,000	115	14.09%	6.36	13.83	4.00	6.00	9.00
\$180,001 - \$370,000	110	13.48%	13.20	26.40	10.17	8.44	13.71
\$370,001 and up	82	10.05%	70.29	67.50	72.00	66.00	96.00
Market Supply of Inventory (MSI)			16.37	29.25	5.84	8.25	17.54
Total Active Inventory by Units		100%	16.37	624	129	44	19

# April 2020

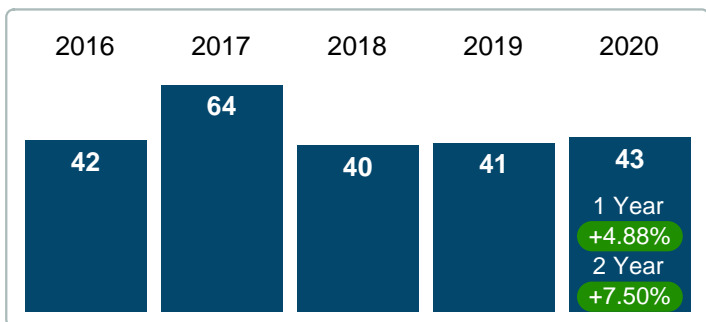
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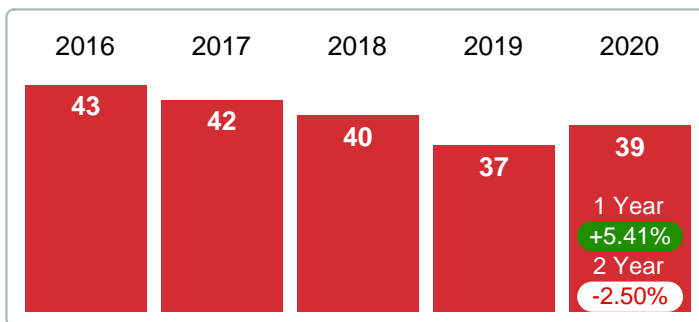
## MEDIAN DAYS ON MARKET TO SALE

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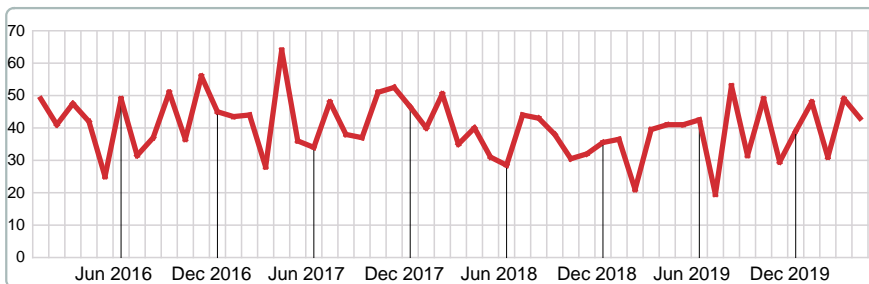
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

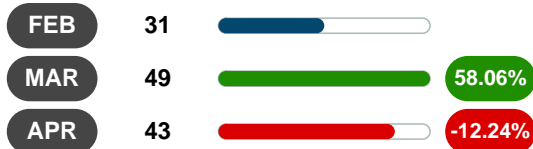


### 3 MONTHS

5 year APR AVG = 46

High Apr 2017 64 Low Jul 2019 20

Median Days on Market to Sale this month at 43 below the 5 yr APR average of 46



### 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%	117	0	0	0	0
\$1 \$0	0	0.00%	117	0	0	0	0
\$1 \$30,000	8	36.36%	33	33	32	0	0
\$30,001 \$70,000	4	18.18%	107	80	134	0	0
\$70,001 \$150,000	6	27.27%	28	24	49	30	0
\$150,001 \$190,000	0	0.00%	28	0	0	0	0
\$190,001 and up	4	18.18%	97	173	53	100	0
Median Closed DOM			43	35	49	65	0
Total Closed Units		100%	43.0	12	8	2	
Total Closed Volume			1,872,980	768.28K	799.70K	305.00K	0.00B

# April 2020



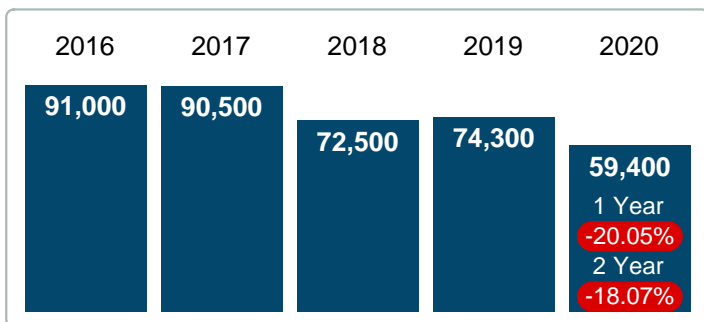
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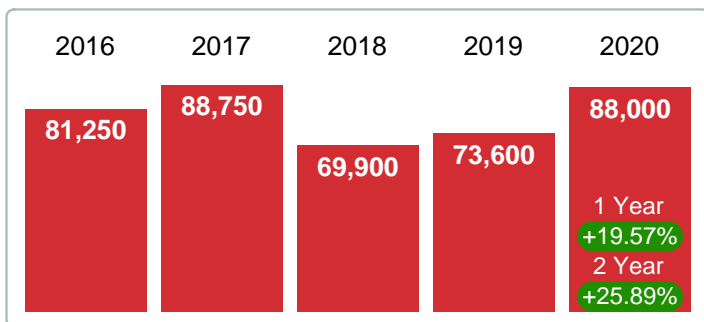
## MEDIAN LIST PRICE AT CLOSING

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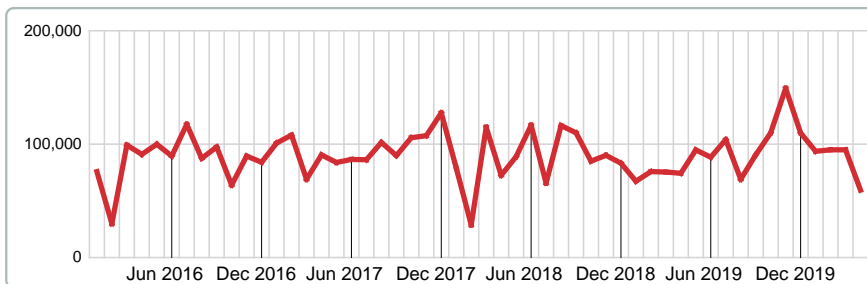
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

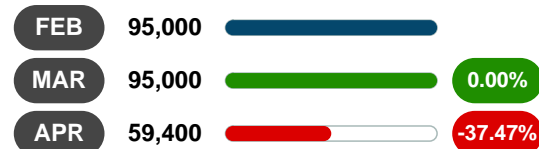


### 3 MONTHS

5 year APR AVG = 77,540

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

Median List Price at Closing this month at **59,400**  
 below the 5 yr APR average of **77,540**



### 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%	97	0	0	0	0
\$1 \$0	0	0.00%	97	0	0	0	0
\$1 \$30,000	7	31.82%	625	570	800	0	0
\$30,001 \$70,000	5	22.73%	51,500	51,500	49,950	0	0
\$70,001 \$150,000	5	22.73%	95,000	81,075	95,000	110,000	0
\$150,001 \$190,000	0	0.00%	95,000	0	0	0	0
\$190,001 and up	5	22.73%	199,900	290,750	222,450	194,900	0
Median List Price			59,400	33,450	86,250	152,450	0
Total Closed Units		100%	59,400	12	8	2	
Total Closed Volume			1,995,255	859.76K	830.60K	304.90K	0.00B



# April 2020



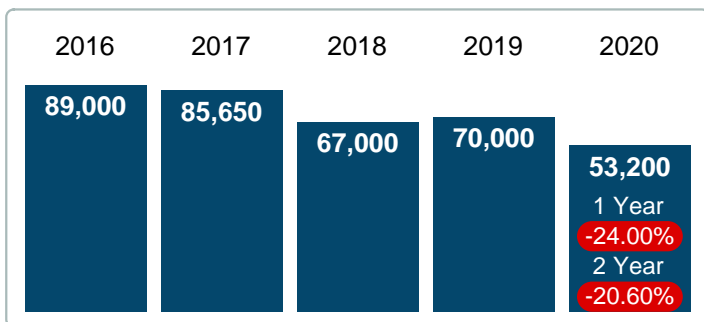
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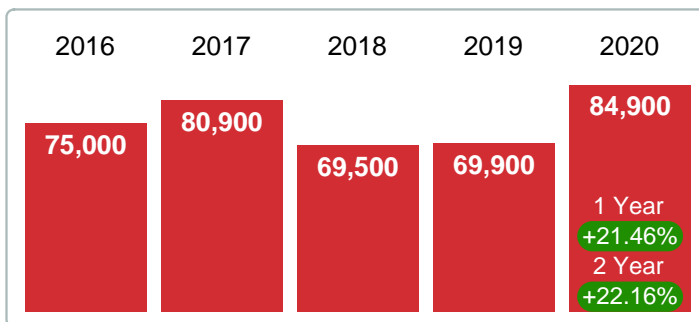
## MEDIAN SOLD PRICE AT CLOSING

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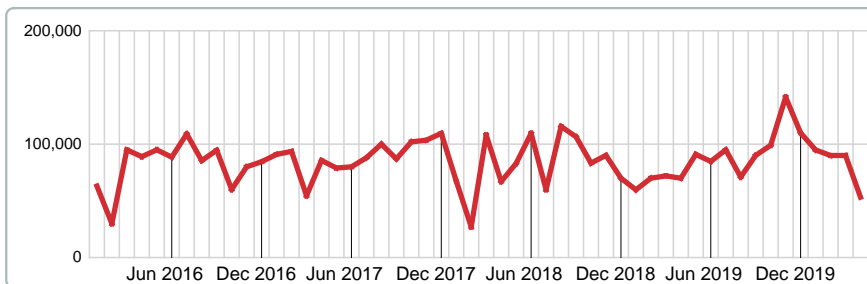
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

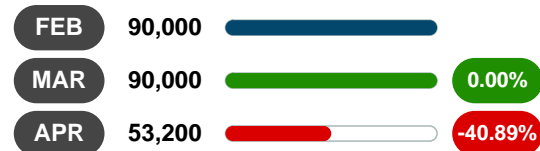


### 3 MONTHS

5 year APR AVG = 72,970

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

Median Sold Price at Closing this month at 53,200 below the 5 yr APR average of 72,970



### 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%	199,900	0	0	0	0
\$1 \$0	0	0.00%	199,900	0	0	0	0
\$1 \$30,000	8	36.36%	713	570	14,400	0	0
\$30,001 \$70,000	4	18.18%	49,250	46,500	52,000	0	0
\$70,001 \$150,000	6	27.27%	98,750	113,000	92,500	110,000	0
\$150,001 \$190,000	0	0.00%	98,750	0	0	0	0
\$190,001 and up	4	18.18%	222,450	365,000	222,450	195,000	0
Median Sold Price			53,200	28,250	84,500	152,500	0
Total Closed Units		100%	22	12	8	2	
Total Closed Volume			1,872,980	768.28K	799.70K	305.00K	0.00B

# April 2020



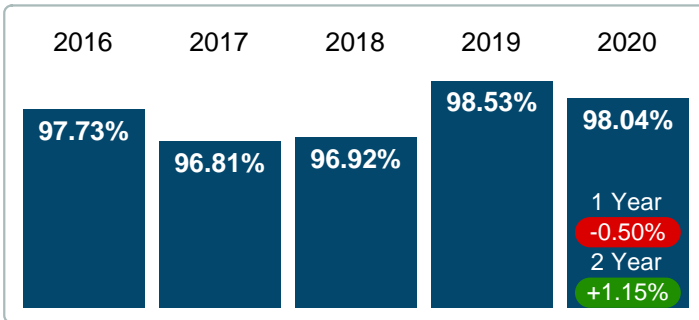
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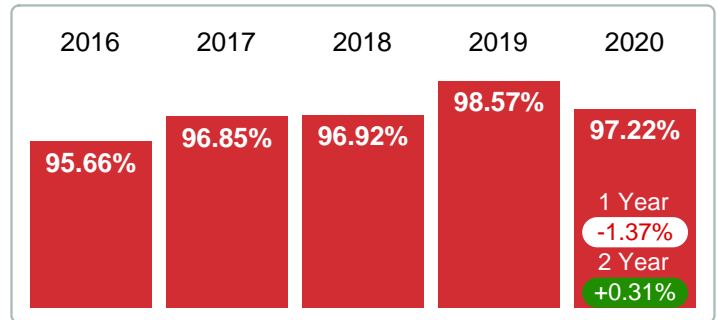
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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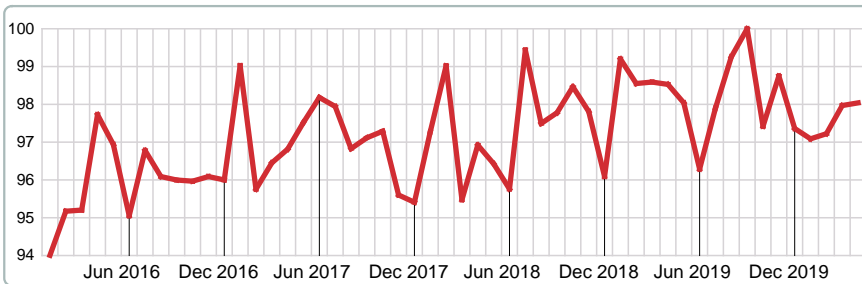
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

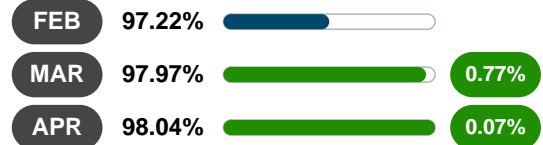


### 3 MONTHS

5 year APR AVG = 97.61%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **98.04%**  
equal to 5 yr APR average of **97.61%**



## 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%	22,450.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	22,450.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$30,000	8	36.36%	100.00%	100.00%	85.00%	0.00%	0.00%
\$30,001 \$70,000	4	18.18%	88.55%	90.29%	86.81%	0.00%	0.00%
\$70,001 \$150,000	6	27.27%	95.55%	85.04%	97.37%	100.00%	0.00%
\$150,001 \$190,000	0	0.00%	95.55%	0.00%	0.00%	0.00%	0.00%
\$190,001 and up	4	18.18%	100.00%	94.81%	100.00%	100.05%	0.00%
Median Sold/List Ratio		98.04%		94.27%	98.04%	100.03%	0.00%
Total Closed Units		22	100%	12	8	2	
Total Closed Volume		1,872,980		768.28K	799.70K	305.00K	0.00B

# April 2020

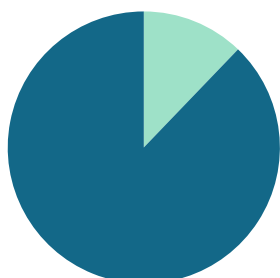
Area Delimited by County Of Cherokee



## MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

### INVENTORY

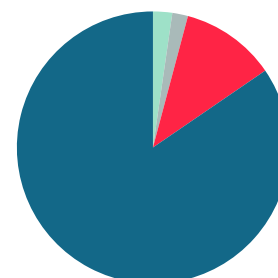


**Inventory**  
 New Listings  
**117 = 12.17%**  
 Start Inventory  
**844**  
 Total Inventory Units  
**961**  
 Volume  
**\$138,179,426**

### Market Activity

Closed Sales  
**22 = 2.28%**  
 Pending Sales  
**18 = 1.87%**  
 Other Off Market  
**109 = 11.30%**  
 Active Inventory  
**816 = 84.56%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	64	22	-65.63%	201	129	-35.82%
Pending Sales	58	18	-68.97%	196	172	-12.24%
New Listings	217	117	-46.08%	771	587	-23.87%
Median List Price	74,300	59,400	-20.05%	73,600	88,000	19.57%
Median Sale Price	70,000	53,200	-24.00%	69,900	84,900	21.46%
Median Percent of Selling Price to List Price	98.53%	98.04%	-0.50%	98.57%	97.22%	-1.37%
Median Days on Market to Sale	41.00	43.00	4.88%	37.00	39.00	5.41%
Monthly Inventory	923	816	-11.59%	923	816	-11.59%
Months Supply of Inventory	14.50	16.37	12.95%	14.50	16.37	12.95%

**Absorption:** Last 12 months, an Average of **50** Sales/Month

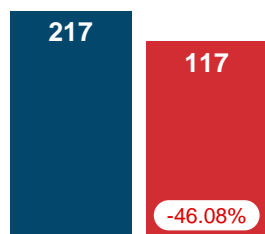
**Inventory** on April 30, 2020 = **816**

**2019** **2020**

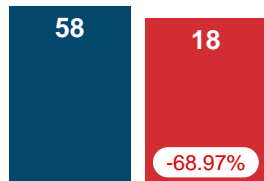
### APRIL MARKET

### MEDIAN PRICES

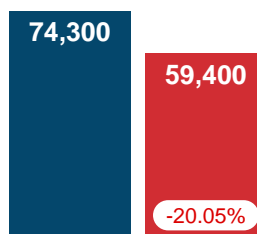
#### New Listings



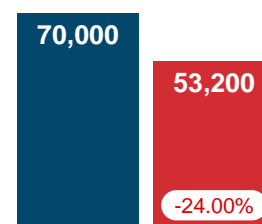
#### Pending Listings



#### List Price



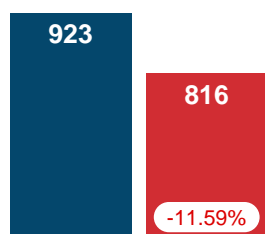
#### Sale Price



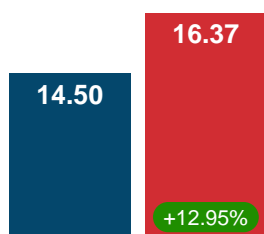
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

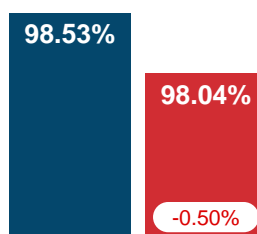
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

