

August 2020



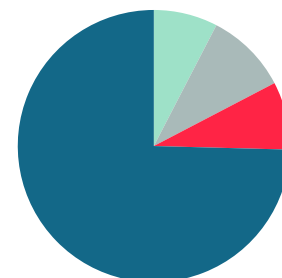
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | August 2020 | +/-% |
|--|--------|-------------|---------|
| Closed Listings | 62 | 82 | 32.26% |
| Pending Listings | 54 | 105 | 94.44% |
| New Listings | 207 | 183 | -11.59% |
| Average List Price | 93,432 | 170,884 | 82.90% |
| Average Sale Price | 89,947 | 162,404 | 80.56% |
| Average Percent of Selling Price to List Price | 96.31% | 94.89% | -1.47% |
| Average Days on Market to Sale | 64.16 | 60.12 | -6.30% |
| End of Month Inventory | 973 | 804 | -17.37% |
| Months Supply of Inventory | 16.26 | 13.61 | -16.32% |



■ Closed (7.61%)
■ Pending (9.74%)
■ Other OffMarket (8.07%)
■ Active (74.58%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of August 31, 2020 = **804**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **17.37%** to 804 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **13.61** 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 **80.56%** in August 2020 to \$162,404 versus the previous year at \$89,947.

Average Days on Market Shortens

The average number of **60.12** days that homes spent on the market before selling decreased by 4.04 days or **6.30%** in August 2020 compared to last year's same month at **64.16** DOM.

Sales Success for August 2020 is Positive

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

There were 183 New Listings in August 2020, down **11.59%** from last year at 207. Furthermore, there were 82 Closed Listings this month versus last year at 62, a **32.26%** increase.

Closed versus Listed trends yielded a **44.8%** ratio, up from previous year's, August 2019, at **30.0%**, a **49.60%** upswing. 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

August 2020



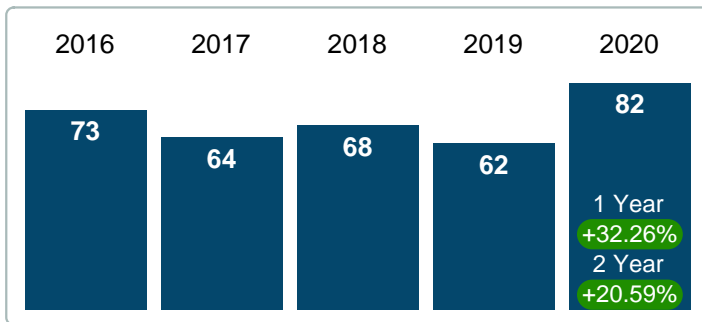
Area Delimited by County Of Cherokee



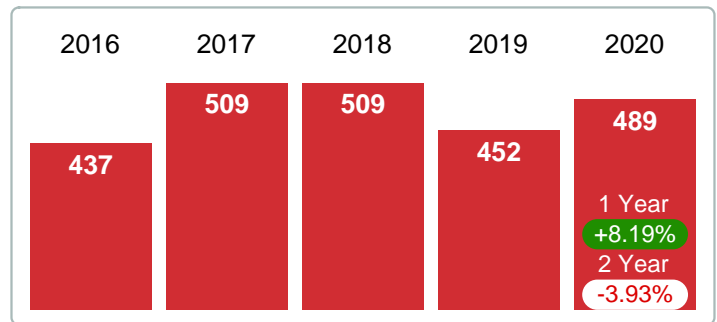
CLOSED LISTINGS

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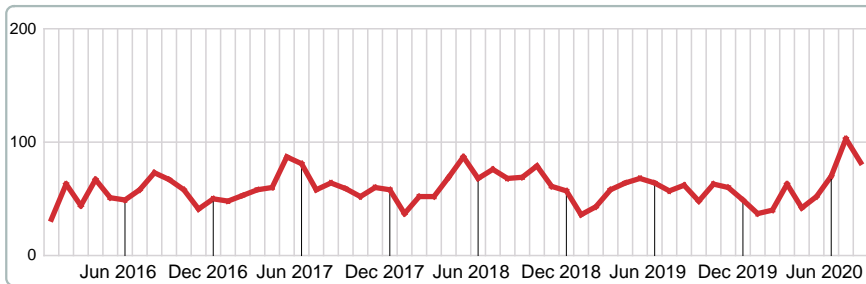
AUGUST



YEAR TO DATE (YTD)

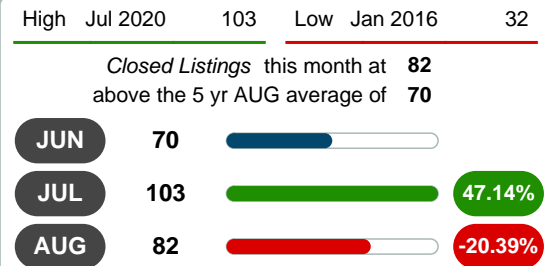


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$25,000 and less | 8 | 9.76% | 49.8 | 8 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 12 | 14.63% | 67.7 | 10 | 1 | 1 | 0 |
| \$75,001 - \$100,000 | 7 | 8.54% | 40.9 | 2 | 5 | 0 | 0 |
| \$100,001 - \$150,000 | 19 | 23.17% | 37.7 | 5 | 12 | 2 | 0 |
| \$150,001 - \$225,000 | 17 | 20.73% | 73.1 | 3 | 11 | 2 | 1 |
| \$225,001 - \$300,000 | 5 | 6.10% | 25.4 | 0 | 3 | 2 | 0 |
| \$300,001 and up | 14 | 17.07% | 96.4 | 2 | 4 | 4 | 4 |
| Total Closed Units | 82 | | | 30 | 36 | 11 | 5 |
| Total Closed Volume | 13,317,165 | 100% | 60.1 | 2.87M | 6.12M | 2.78M | 1.54M |
| Average Closed Price | \$162,404 | | | \$95,799 | \$169,992 | \$252,682 | \$308,800 |

August 2020



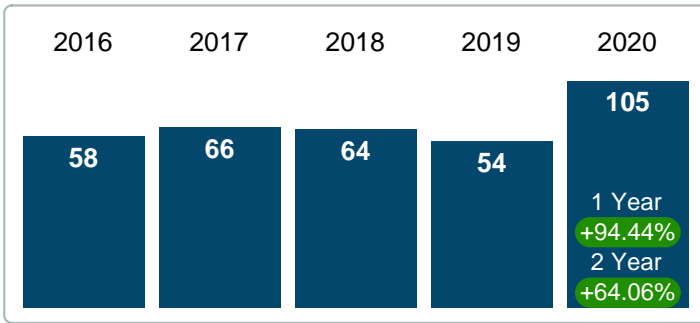
Area Delimited by County Of Cherokee



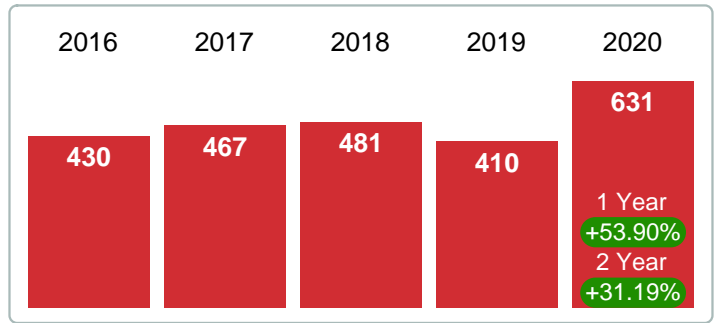
PENDING LISTINGS

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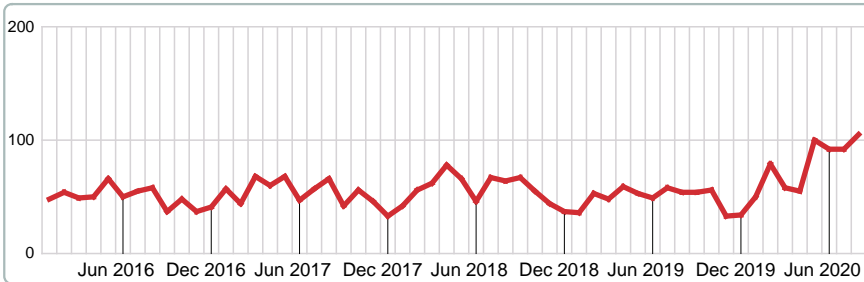
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 69

High Aug 2020 105 Low Nov 2019 33

Pending Listings this month at 105
above the 5 yr AUG average of 69



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 | 10 | 9.52% | 62.2 | 10 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 10 | 9.52% | 55.2 | 9 | 1 | 0 | 0 |
| \$60,001 - \$110,000 | 21 | 20.00% | 40.2 | 10 | 9 | 2 | 0 |
| \$110,001 - \$180,000 | 22 | 20.95% | 36.8 | 7 | 15 | 0 | 0 |
| \$180,001 - \$250,000 | 18 | 17.14% | 70.2 | 3 | 11 | 4 | 0 |
| \$250,001 - \$440,000 | 12 | 11.43% | 68.1 | 1 | 8 | 3 | 0 |
| \$440,001 and up | 12 | 11.43% | 96.3 | 2 | 3 | 5 | 2 |
| Total Pending Units | 105 | | | 42 | 47 | 14 | 2 |
| Total Pending Volume | 20,281,590 | 100% | 37.4 | 4.77M | 9.36M | 4.85M | 1.30M |
| Average Listing Price | \$99,493 | | | \$113,636 | \$199,219 | \$346,329 | \$648,500 |

August 2020



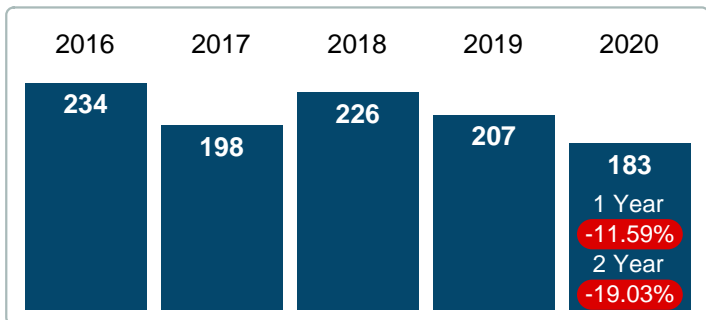
Area Delimited by County Of Cherokee



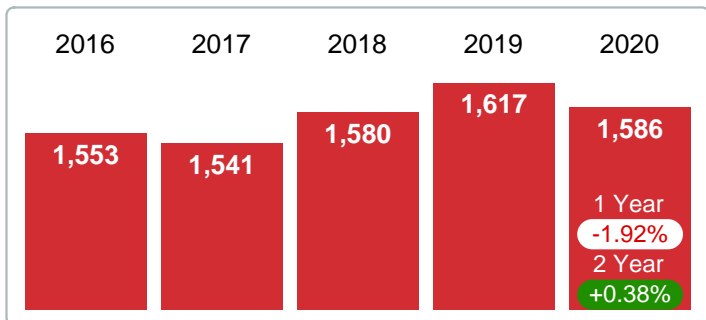
NEW LISTINGS

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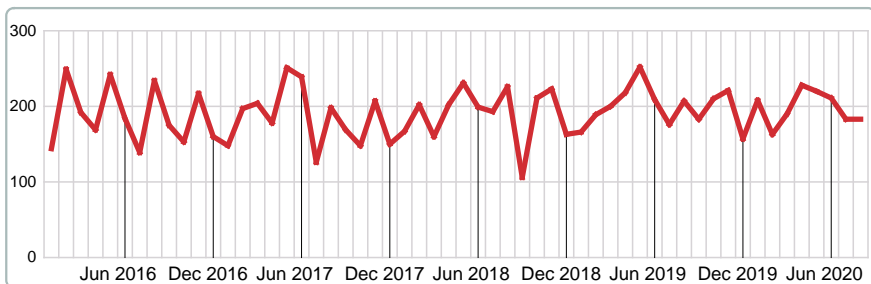
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

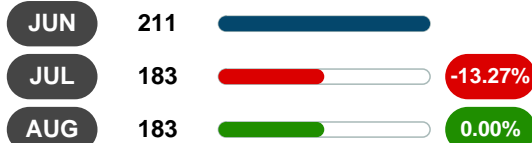


3 MONTHS

5 year AUG AVG = 210

High May 2019 252 Low Sep 2018 106

New Listings this month at **183**
below the 5 yr AUG average of **210**



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 | 12 | 6.56% | 7 | 5 | 0 | 0 |
| \$10,001 - \$20,000 | 13 | 7.10% | 13 | 0 | 0 | 0 |
| \$20,001 - \$40,000 | 39 | 21.31% | 39 | 0 | 0 | 0 |
| \$40,001 - \$110,000 | 48 | 26.23% | 35 | 11 | 2 | 0 |
| \$110,001 - \$160,000 | 27 | 14.75% | 10 | 17 | 0 | 0 |
| \$160,001 - \$320,000 | 24 | 13.11% | 10 | 11 | 2 | 1 |
| \$320,001 and up | 20 | 10.93% | 12 | 2 | 4 | 2 |
| Total New Listed Units | 183 | | 126 | 46 | 8 | 3 |
| Total New Listed Volume | 26,546,450 | 100% | 16.28M | 6.61M | 2.45M | 1.21M |
| Average New Listed Listing Price | \$64,100 | | \$129,180 | \$143,640 | \$306,813 | \$402,633 |

August 2020



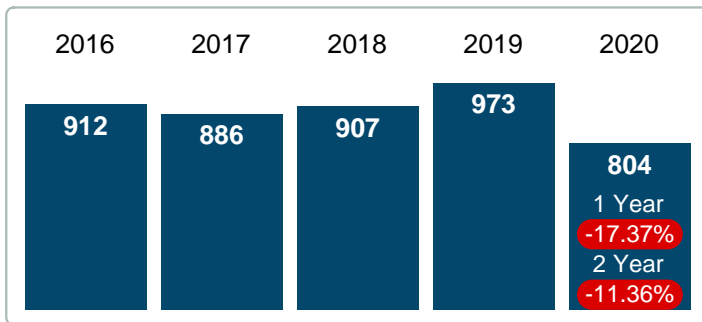
Area Delimited by County Of Cherokee



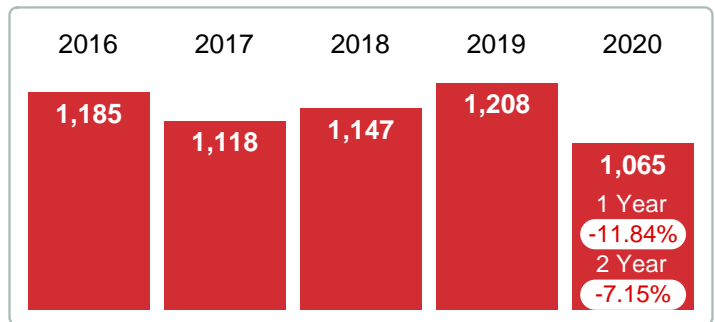
ACTIVE INVENTORY

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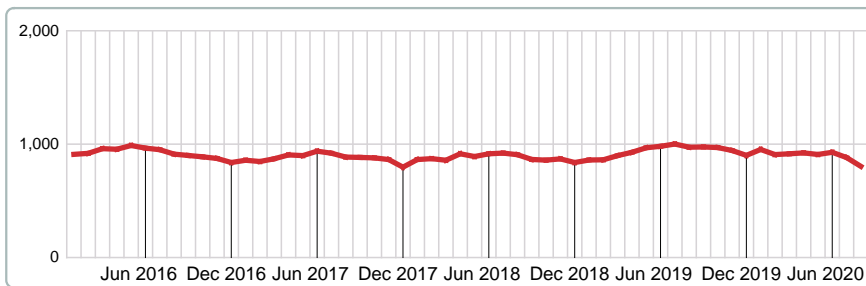
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

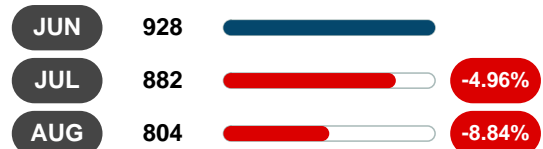


3 MONTHS

5 year AUG AVG = 896

High Jul 2019 1,001 Low Dec 2017 797

Inventory this month at **804**
below the 5 yr AUG average of **896**



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 | 51 | 6.34% | 88.2 | 40 | 11 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$30,000 | 253 | 31.47% | 103.9 | 253 | 0 | 0 | 0 |
| \$30,001 - \$70,000 | 191 | 23.76% | 81.9 | 184 | 6 | 1 | 0 |
| \$70,001 - \$150,000 | 128 | 15.92% | 76.2 | 91 | 33 | 3 | 1 |
| \$150,001 - \$340,000 | 96 | 11.94% | 81.4 | 40 | 37 | 13 | 6 |
| \$340,001 and up | 85 | 10.57% | 100.6 | 48 | 17 | 13 | 7 |
| Total Active Inventory by Units | | | 804 | 656 | 104 | 30 | 14 |
| Total Active Inventory by Volume | | | 115,526,910 | 76.41M | 21.27M | 9.64M | 8.20M |
| Average Active Inventory Listing Price | | | \$143,690 | \$116,480 | \$204,549 | \$321,340 | \$585,886 |

August 2020



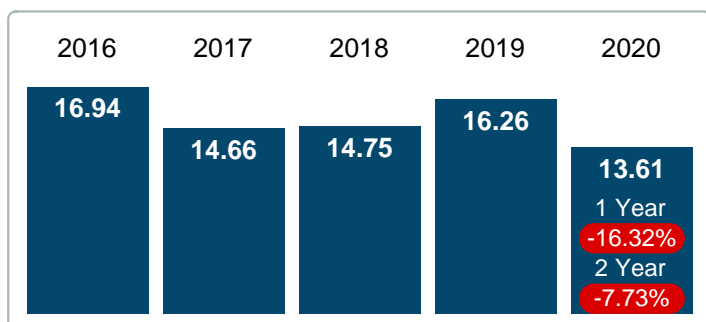
Area Delimited by County Of Cherokee



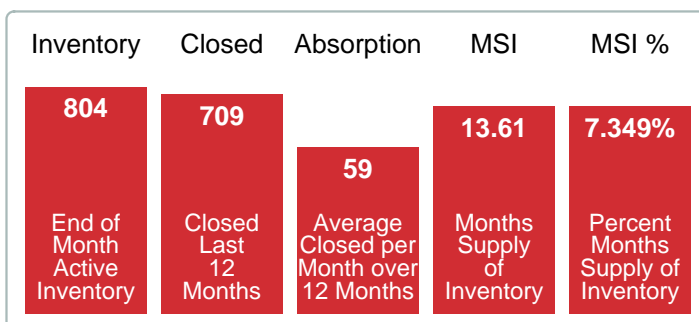
MONTHS SUPPLY of INVENTORY (MSI)

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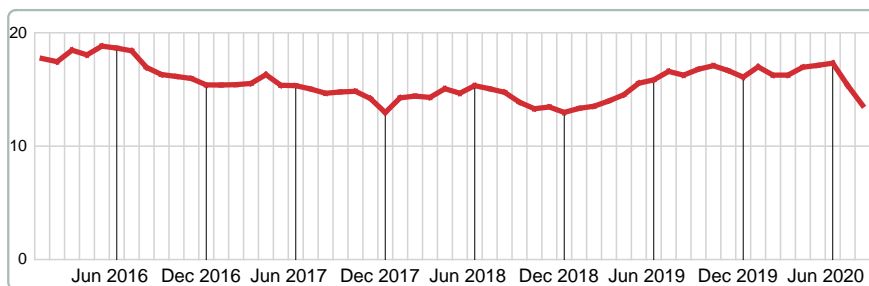
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

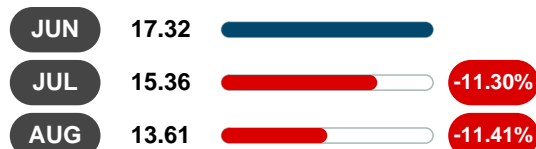


3 MONTHS

5 year AUG AVG = 15.24

High May 2016 18.82 Low Dec 2017 12.96

Months Supply this month at 13.61
below the 5 yr AUG average of 15.24



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 | 51 | 6.34% | 11.13 | 12.00 | 12.00 | 0.00 | 0.00 |
| \$10,001 - \$10,000 | 0 | 0.00% | nan | 0.00 | 0.00 | 0.00 | 0.00 |
| \$10,001 - \$30,000 | 253 | 31.47% | 45.31 | 52.34 | 0.00 | 0.00 | 0.00 |
| \$30,001 - \$70,000 | 191 | 23.76% | 24.13 | 36.20 | 2.57 | 2.00 | 0.00 |
| \$70,001 - \$150,000 | 128 | 15.92% | 6.92 | 18.51 | 2.83 | 1.71 | 6.00 |
| \$150,001 - \$340,000 | 96 | 11.94% | 5.03 | 12.63 | 3.76 | 2.69 | 4.80 |
| \$340,001 and up | 85 | 10.57% | 24.88 | 38.40 | 25.50 | 17.33 | 9.33 |
| Market Supply of Inventory (MSI) | | | 13.61 | 29.05 | 3.99 | 3.64 | 6.46 |
| Total Active Inventory by Units | | 100% | 13.61 | 656 | 104 | 30 | 14 |

August 2020



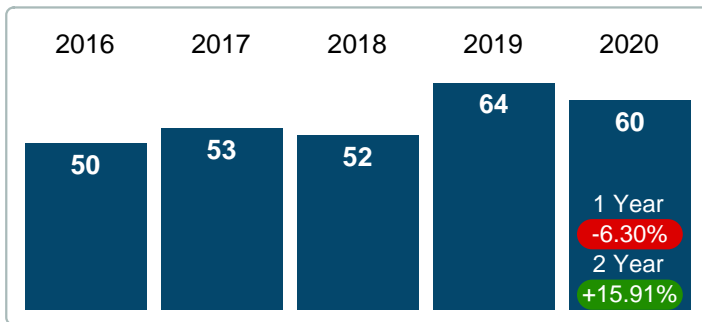
Area Delimited by County Of Cherokee



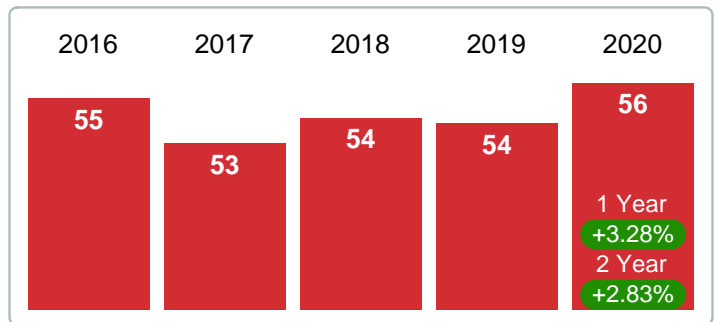
AVERAGE DAYS ON MARKET TO SALE

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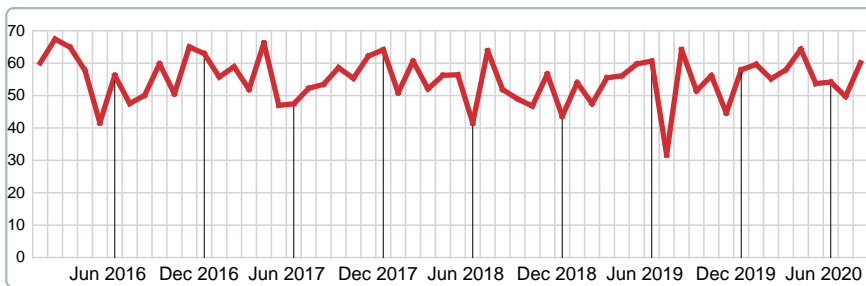
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 56

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 60 above the 5 yr AUG average of 56



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 |
|---|--------|------------|----------|--------|--------|---------|
| \$25,000 and less | 9.76% | 50 | 50 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 14.63% | 68 | 70 | 47 | 64 | 0 |
| \$75,001 - \$100,000 | 8.54% | 41 | 81 | 25 | 0 | 0 |
| \$100,001 - \$150,000 | 23.17% | 38 | 47 | 37 | 20 | 0 |
| \$150,001 - \$225,000 | 20.73% | 73 | 280 | 23 | 55 | 38 |
| \$225,001 - \$300,000 | 6.10% | 25 | 0 | 39 | 5 | 0 |
| \$300,001 and up | 17.07% | 96 | 93 | 78 | 151 | 63 |
| Average Closed DOM | | 60 | 84 | 36 | 75 | 58 |
| Total Closed Units | 100% | 60 | 30 | 36 | 11 | 5 |
| Total Closed Volume | | 13,317,165 | 2.87M | 6.12M | 2.78M | 1.54M |

August 2020



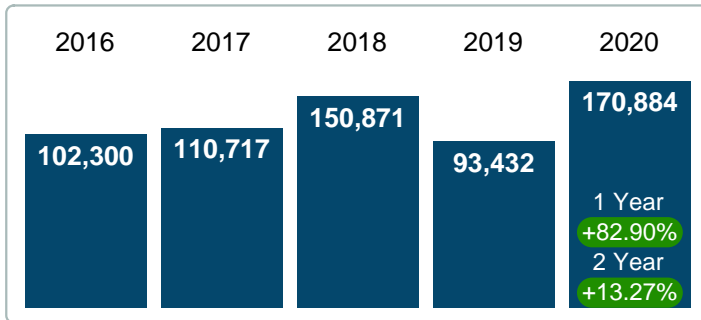
Area Delimited by County Of Cherokee



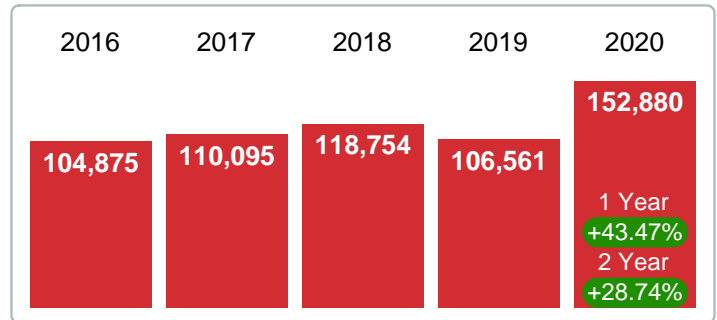
AVERAGE LIST PRICE AT CLOSING

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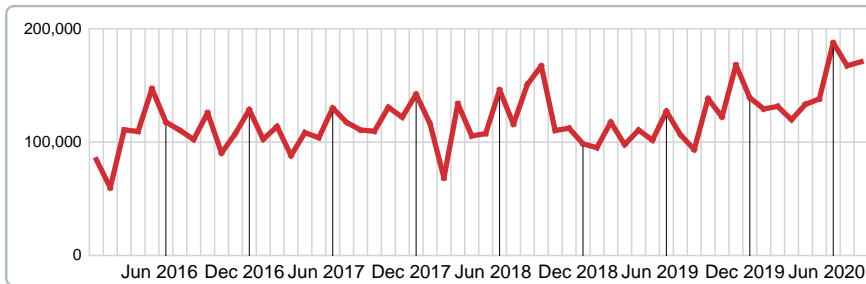
AUGUST



YEAR TO DATE (YTD)

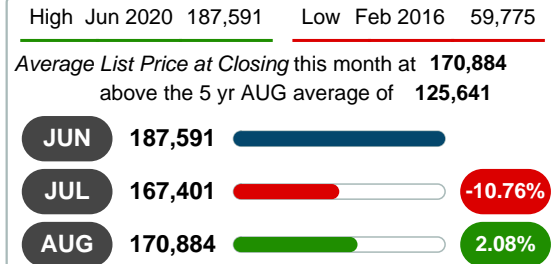


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 125,641



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less | 8.54% | 16,896 | 18,271 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 12.20% | 48,790 | 58,900 | 45,000 | 77,500 | 0 |
| \$75,001 - \$100,000 | 10.98% | 87,172 | 87,750 | 94,510 | 0 | 0 |
| \$100,001 - \$150,000 | 24.39% | 127,810 | 131,560 | 128,783 | 120,000 | 0 |
| \$150,001 - \$225,000 | 20.73% | 187,385 | 192,050 | 182,973 | 187,400 | 219,900 |
| \$225,001 - \$300,000 | 6.10% | 275,940 | 0 | 263,933 | 293,950 | 0 |
| \$300,001 and up | 17.07% | 392,882 | 479,000 | 371,225 | 407,638 | 356,725 |
| Average List Price | | 170,884 | 103,421 | 176,454 | 264,614 | 329,360 |
| Total Closed Units | 100% | 170,884 | 30 | 36 | 11 | 5 |
| Total Closed Volume | | 14,012,519 | 3.10M | 6.35M | 2.91M | 1.65M |

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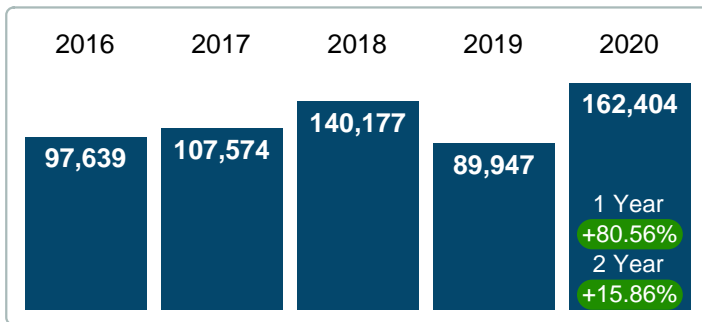
Area Delimited by County Of Cherokee



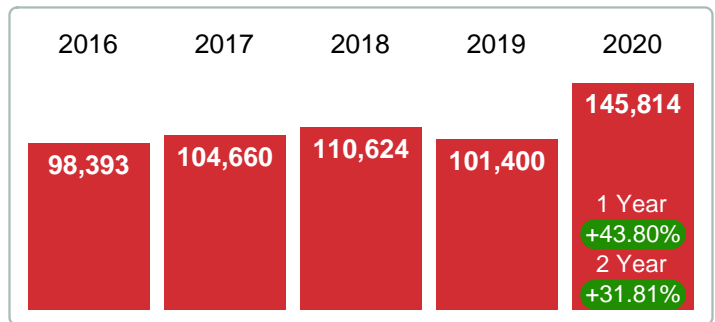
AVERAGE SOLD PRICE AT CLOSING

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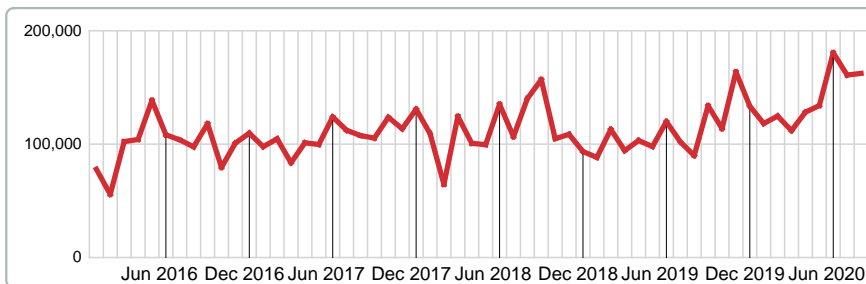
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

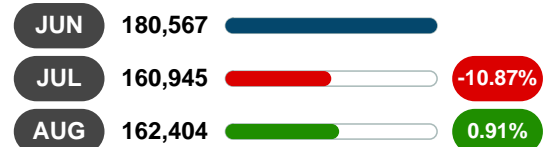


3 MONTHS

5 year AUG AVG = 119,548

High Jun 2020 180,567 Low Feb 2016 55,774

Average Sold Price at Closing this month at **162,404** above the 5 yr AUG average of **119,548**



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 |
|--|----|--------|------------|----------|---------|---------|---------|
| \$25,000 and less | 8 | 9.76% | 17,200 | 17,200 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 12 | 14.63% | 51,803 | 51,164 | 35,000 | 75,000 | 0 |
| \$75,001 - \$100,000 | 7 | 8.54% | 92,225 | 92,413 | 92,150 | 0 | 0 |
| \$100,001 - \$150,000 | 19 | 23.17% | 122,847 | 127,280 | 121,475 | 120,000 | 0 |
| \$150,001 - \$225,000 | 17 | 20.73% | 183,279 | 181,500 | 181,659 | 177,000 | 219,000 |
| \$225,001 - \$300,000 | 5 | 6.10% | 270,220 | 0 | 256,033 | 291,500 | 0 |
| \$300,001 and up | 14 | 17.07% | 365,100 | 429,500 | 349,975 | 381,875 | 331,250 |
| Average Sold Price | | | 162,404 | 95,799 | 169,992 | 252,682 | 308,800 |
| Total Closed Units | | 100% | 162,404 | 30 | 36 | 11 | 5 |
| Total Closed Volume | | | 13,317,165 | 2.87M | 6.12M | 2.78M | 1.54M |

August 2020



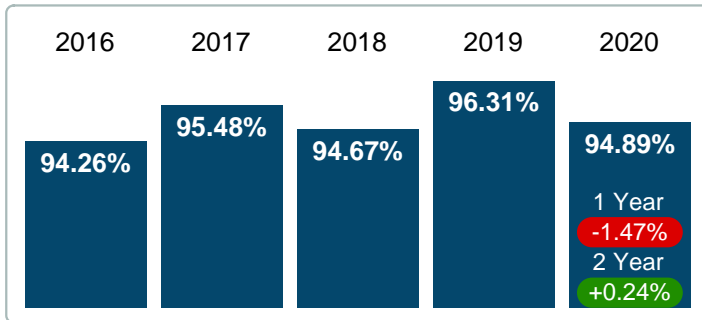
Area Delimited by County Of Cherokee



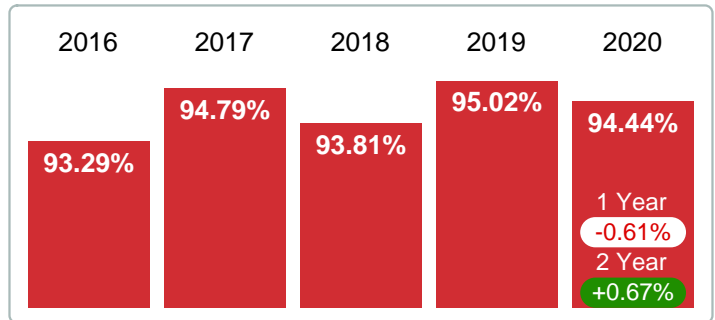
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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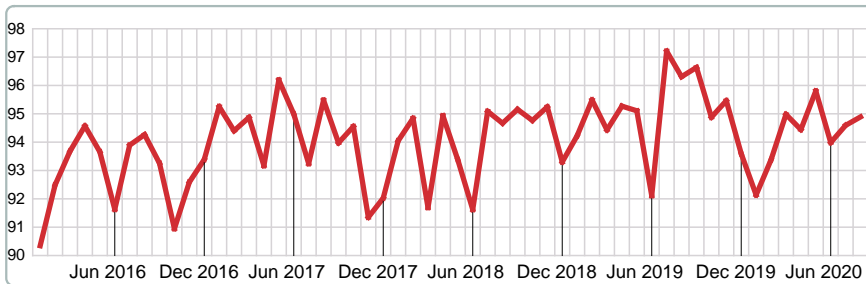
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

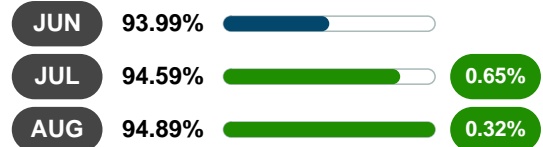


3 MONTHS

5 year AUG AVG = 95.12%

High Jul 2019 97.21% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **94.89%** equal to 5 yr AUG average of **95.12%**



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 |
|--|----|------------|---------|----------|--------|---------|---------|
| \$25,000 and less | 8 | 9.76% | 93.81% | 93.81% | 0.00% | 0.00% | 0.00% |
| \$25,001 - \$75,000 | 12 | 14.63% | 87.71% | 87.80% | 77.78% | 96.77% | 0.00% |
| \$75,001 - \$100,000 | 7 | 8.54% | 100.31% | 105.68% | 98.17% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | 19 | 23.17% | 95.79% | 96.98% | 94.59% | 100.00% | 0.00% |
| \$150,001 - \$225,000 | 17 | 20.73% | 97.93% | 94.62% | 99.33% | 94.39% | 99.59% |
| \$225,001 - \$300,000 | 5 | 6.10% | 97.85% | 0.00% | 96.98% | 99.15% | 0.00% |
| \$300,001 and up | 14 | 17.07% | 92.99% | 88.98% | 94.51% | 93.38% | 93.09% |
| Average Sold/List Ratio | | 94.90% | | 92.88% | 96.26% | 96.13% | 94.39% |
| Total Closed Units | | 82 | 100% | 30 | 36 | 11 | 5 |
| Total Closed Volume | | 13,317,165 | | 2.87M | 6.12M | 2.78M | 1.54M |

August 2020

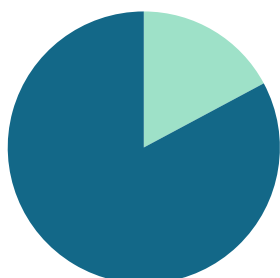
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

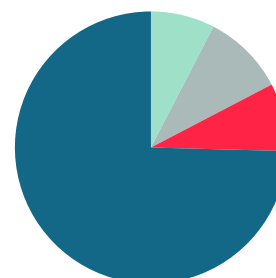


Inventory
 New Listings
183 = 17.18%
 Start Inventory
882
 Total Inventory Units
1,065
 Volume
\$163,222,119

Market Activity

Closed Sales
82 = 7.61%
 Pending Sales
105 = 9.74%
 Other Off Market
87 = 8.07%
 Active Inventory
804 = 74.58%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|--------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 62 | 82 | 32.26% | 452 | 489 | 8.19% |
| Pending Sales | 54 | 105 | 94.44% | 410 | 631 | 53.90% |
| New Listings | 207 | 183 | -11.59% | 1,617 | 1,586 | -1.92% |
| Average List Price | 93,432 | 170,884 | 82.90% | 106,561 | 152,880 | 43.47% |
| Average Sale Price | 89,947 | 162,404 | 80.56% | 101,400 | 145,814 | 43.80% |
| Average Percent of Selling Price to List Price | 96.31% | 94.89% | -1.47% | 95.02% | 94.44% | -0.61% |
| Average Days on Market to Sale | 64.16 | 60.12 | -6.30% | 54.25 | 56.02 | 3.28% |
| Monthly Inventory | 973 | 804 | -17.37% | 973 | 804 | -17.37% |
| Months Supply of Inventory | 16.26 | 13.61 | -16.32% | 16.26 | 13.61 | -16.32% |

Absorption: Last 12 months, an Average of **59** Sales/Month

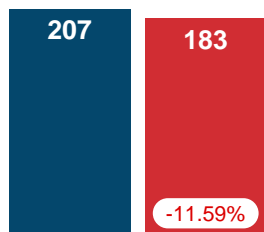
Inventory on August 31, 2020 = **804**

2019 **2020**

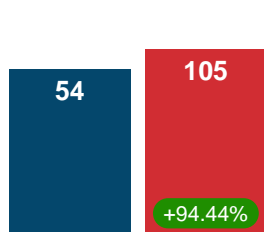
AUGUST MARKET

AVERAGE PRICES

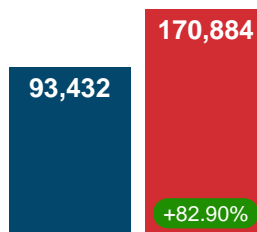
New Listings



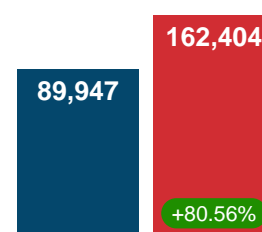
Pending Listings



List Price



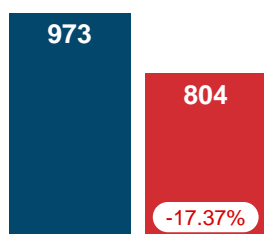
Sale Price



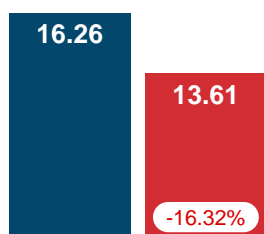
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

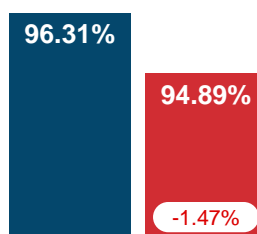
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

