

August 2020



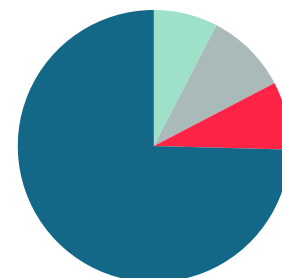
Area Delimited by County Of Cherokee



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%
Median List Price	69,000	143,700	108.26%
Median Sale Price	71,000	132,450	86.55%
Median Percent of Selling Price to List Price	99.26%	96.81%	-2.47%
Median Days on Market to Sale	53.00	43.00	-18.87%
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.

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 **86.55%** in August 2020 to \$132,450 versus the previous year at \$71,000.

Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 10.00 days or **18.87%** in August 2020 compared to last year's same month at **53.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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

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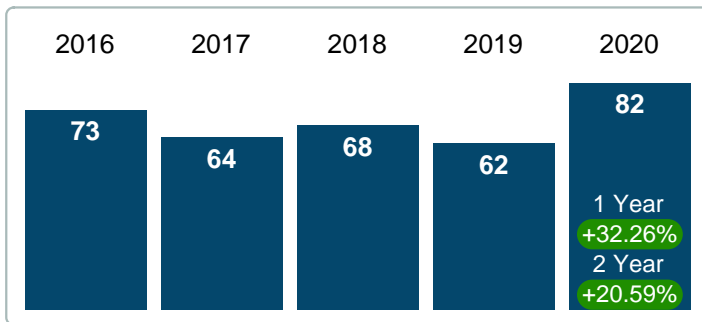
Area Delimited by County Of Cherokee



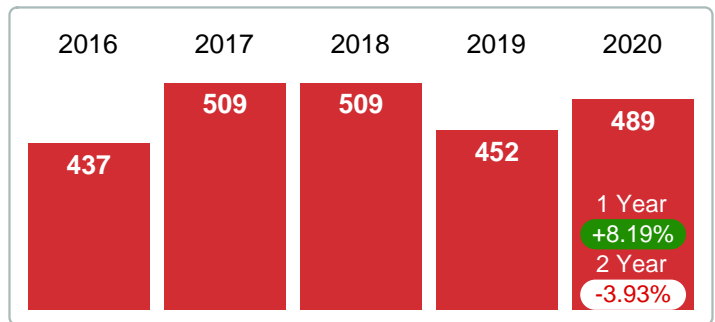
CLOSED LISTINGS

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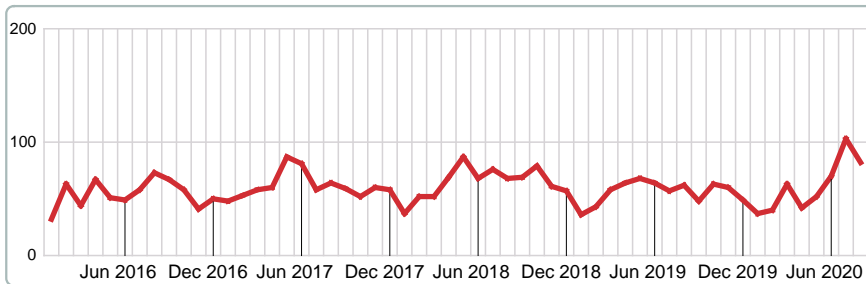
AUGUST



YEAR TO DATE (YTD)

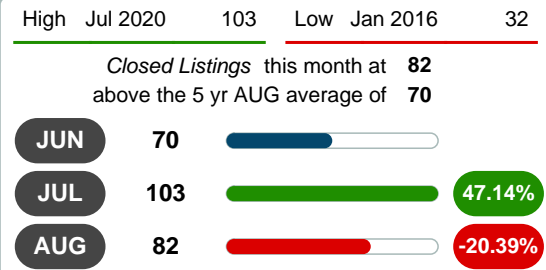


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.32%	71.5	6	0	0	0
\$20,001 - \$70,000	11	13.41%	49.0	10	1	0	0
\$70,001 - \$110,000	13	15.85%	24.0	4	7	2	0
\$110,001 - \$160,000	17	20.73%	41.0	5	11	1	0
\$160,001 - \$240,000	17	20.73%	15.0	3	11	2	1
\$240,001 - \$320,000	9	10.98%	31.0	0	5	2	2
\$320,001 and up	9	10.98%	117.0	2	1	4	2
Total Closed Units	82			30	36	11	5
Total Closed Volume	13,317,165	100%	43.0	2.87M	6.12M	2.78M	1.54M
Median Closed Price	\$132,450			\$67,500	\$150,650	\$285,000	\$305,000

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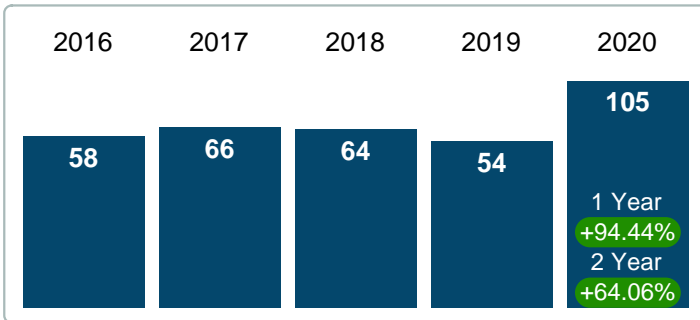
Area Delimited by County Of Cherokee



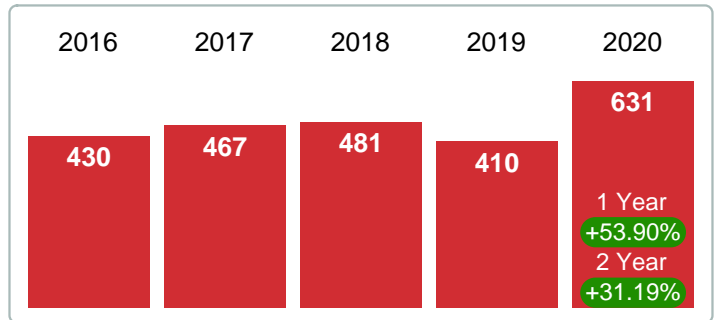
PENDING LISTINGS

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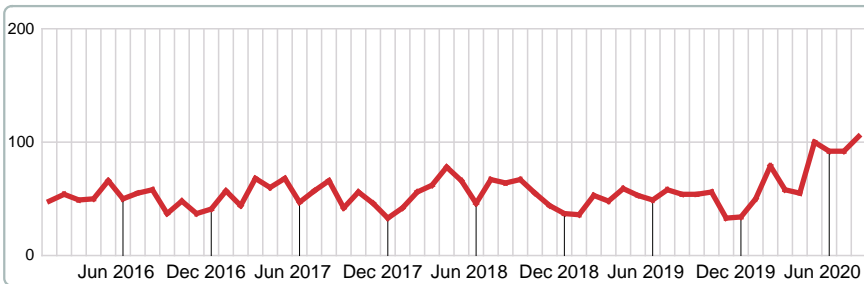
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	9.52%	75.0	10	0	0	0
\$20,001 - \$60,000	10	9.52%	28.0	9	1	0	0
\$60,001 - \$110,000	21	20.00%	15.0	10	9	2	0
\$110,001 - \$180,000	22	20.95%	16.0	7	15	0	0
\$180,001 - \$250,000	18	17.14%	68.0	3	11	4	0
\$250,001 - \$440,000	12	11.43%	58.0	1	8	3	0
\$440,001 and up	12	11.43%	97.5	2	3	5	2
Total Pending Units	105			42	47	14	2
Total Pending Volume	20,281,590	100%	30.0	4.77M	9.36M	4.85M	1.30M
Median Listing Price	\$147,500			\$67,900	\$167,900	\$304,450	\$648,500

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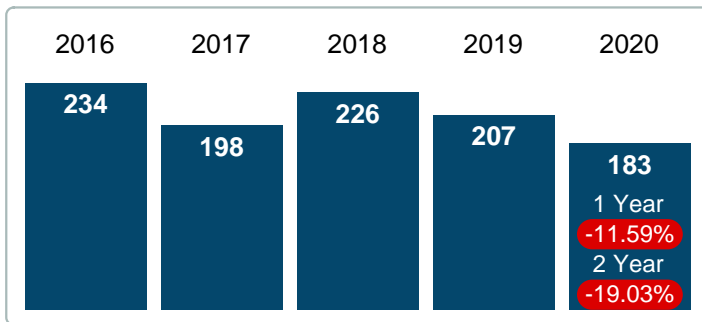
Area Delimited by County Of Cherokee



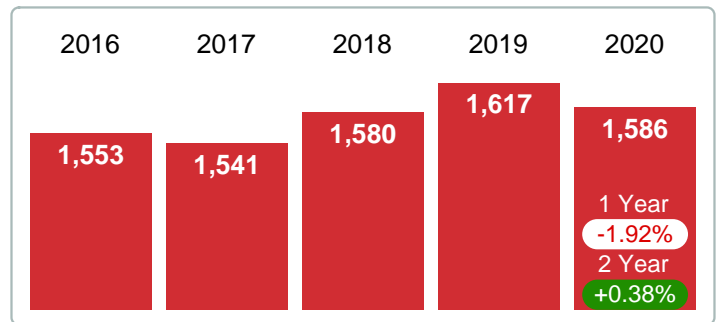
NEW LISTINGS

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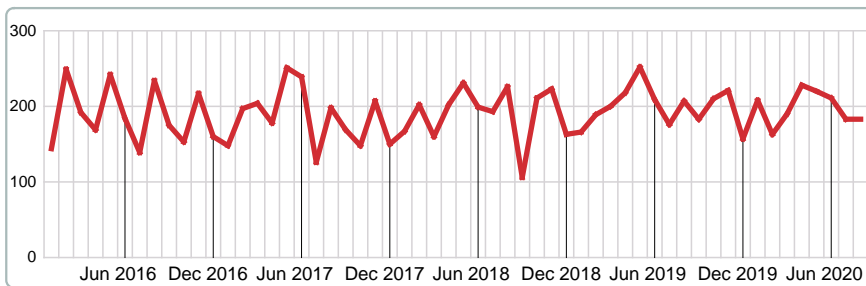
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

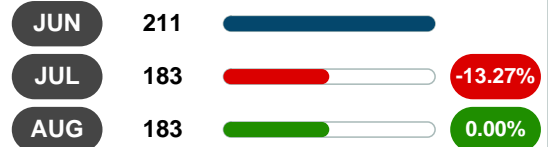


3 MONTHS

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
Median New Listed Listing Price	\$76,400		\$49,900	\$142,450	\$298,750	\$369,000

August 2020



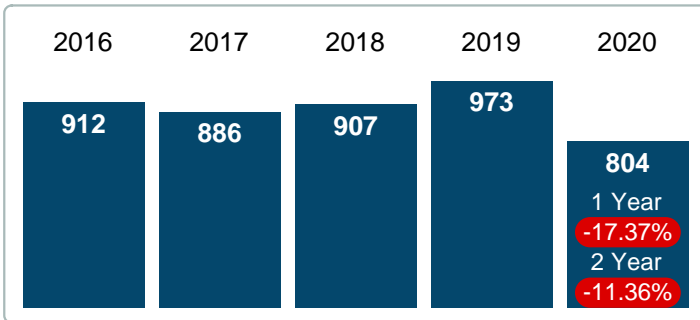
Area Delimited by County Of Cherokee



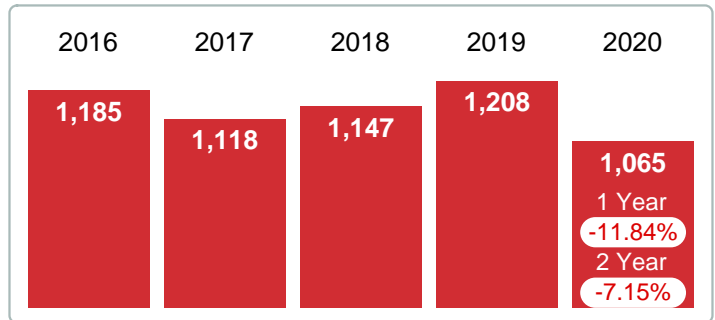
ACTIVE INVENTORY

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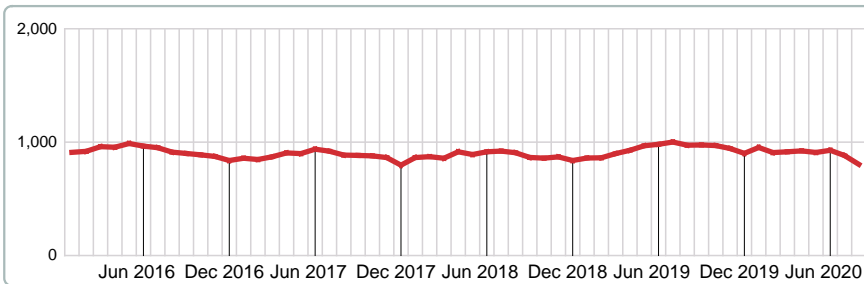
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

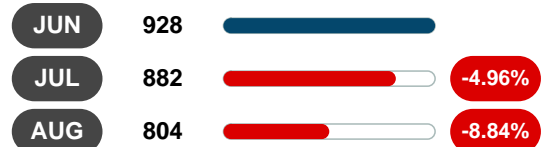


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	51	6.34%	73.0	40	11	0	0
\$10,001 - \$10,000	0	0.00%	73.0	0	0	0	0
\$10,001 - \$30,000	253	31.47%	116.0	253	0	0	0
\$30,001 - \$70,000	191	23.76%	84.0	184	6	1	0
\$70,001 - \$150,000	128	15.92%	66.5	91	33	3	1
\$150,001 - \$340,000	96	11.94%	70.0	40	37	13	6
\$340,001 and up	85	10.57%	90.0	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
Median Active Inventory Listing Price			\$55,000	\$39,700	\$159,400	\$249,950	\$349,450

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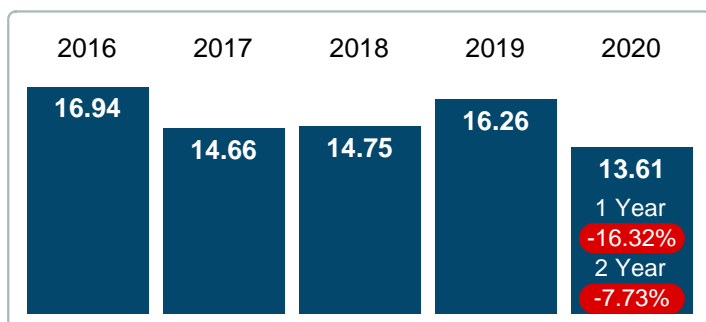
Area Delimited by County Of Cherokee



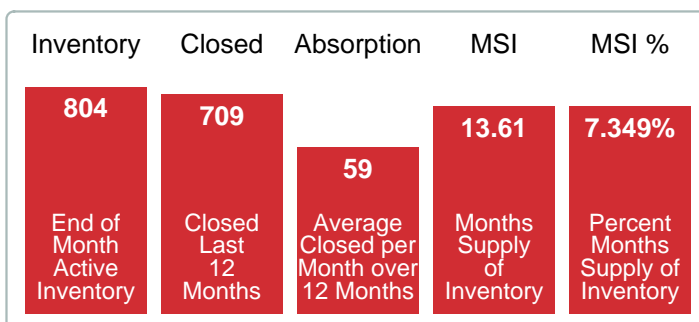
MONTHS SUPPLY of INVENTORY (MSI)

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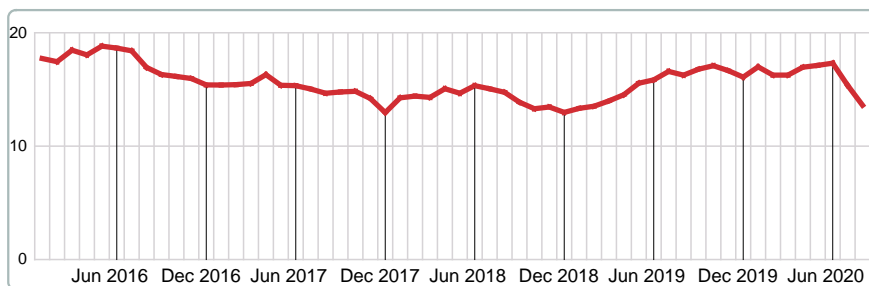
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

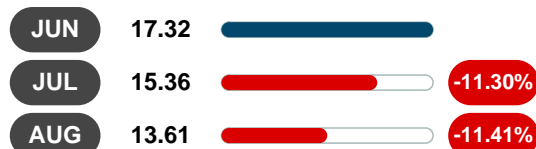


3 MONTHS

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	804		100%	656	104	30	14

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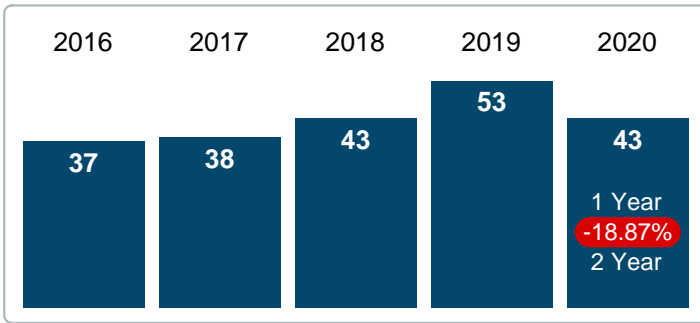
Area Delimited by County Of Cherokee



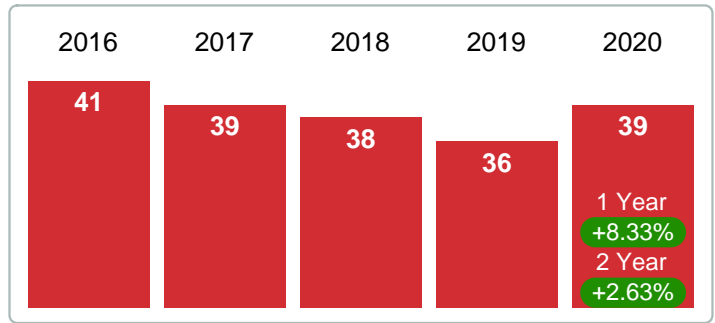
MEDIAN DAYS ON MARKET TO SALE

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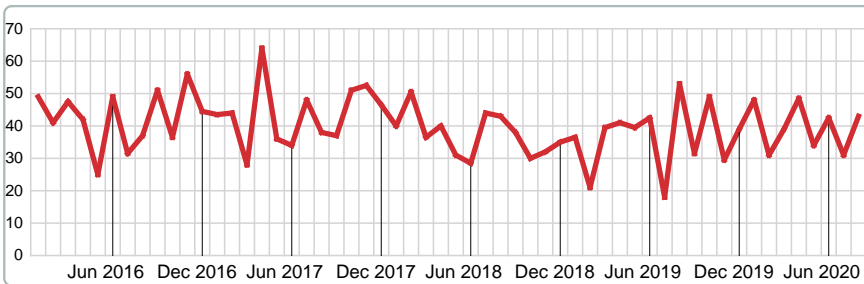
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43

High Apr 2017 64 Low Jul 2019 18

Median Days on Market to Sale this month at 43 equal to 5 yr AUG average of 43



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
\$20,000 and less	6	7.32%	72	72	0	0	0
\$20,001 - \$70,000	11	13.41%	49	67	47	0	0
\$70,001 - \$110,000	13	15.85%	24	42	13	49	0
\$110,001 - \$160,000	17	20.73%	41	41	46	6	0
\$160,001 - \$240,000	17	20.73%	15	104	11	55	38
\$240,001 - \$320,000	9	10.98%	31	0	31	5	70
\$320,001 and up	9	10.98%	117	93	58	152	56
Median Closed DOM			43	64	18	64	45
Total Closed Units		100%	43.0	30	36	11	5
Total Closed Volume			13,317,165	2.87M	6.12M	2.78M	1.54M

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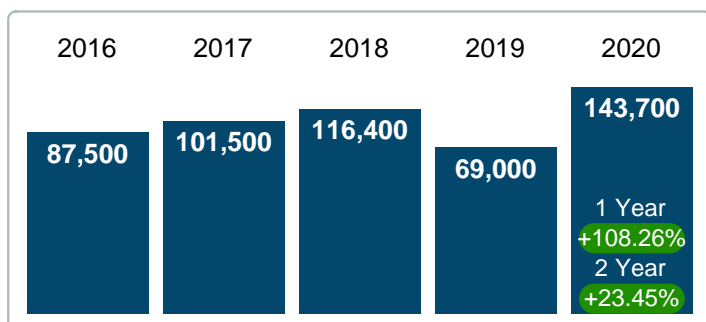
Area Delimited by County Of Cherokee



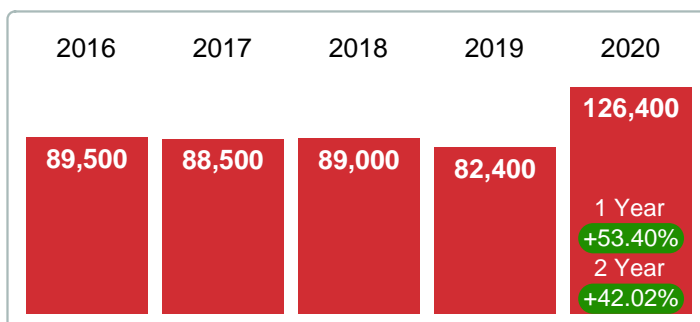
MEDIAN LIST PRICE AT CLOSING

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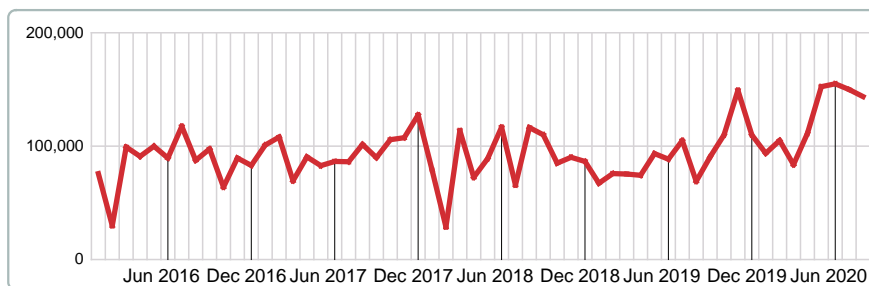
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

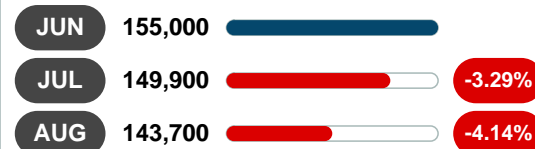


3 MONTHS

5 year AUG AVG = 103,620

High Jun 2020 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at **143,700**
above the 5 yr AUG average of **103,620**



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
\$20,000 and less	7.32%	18,435	18,435	0	0	0
\$20,001 - \$70,000	10.98%	44,900	42,400	45,000	0	0
\$70,001 - \$110,000	17.07%	87,450	78,500	94,450	93,750	0
\$110,001 - \$160,000	21.95%	129,500	122,000	134,000	130,000	0
\$160,001 - \$240,000	19.51%	191,200	195,000	191,200	187,400	219,900
\$240,001 - \$320,000	8.54%	289,900	0	266,450	293,950	319,900
\$320,001 and up	14.63%	404,500	479,000	339,999	407,825	369,000
Median List Price		143,700	73,750	149,900	289,900	328,000
Total Closed Units	100%	143,700	30	36	11	5
Total Closed Volume		14,012,519	3.10M	6.35M	2.91M	1.65M

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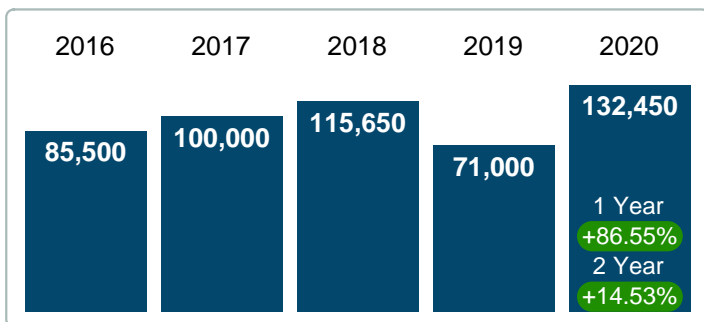
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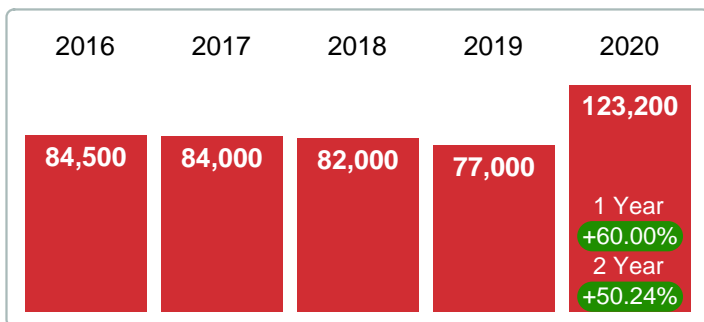
MEDIAN SOLD PRICE AT CLOSING

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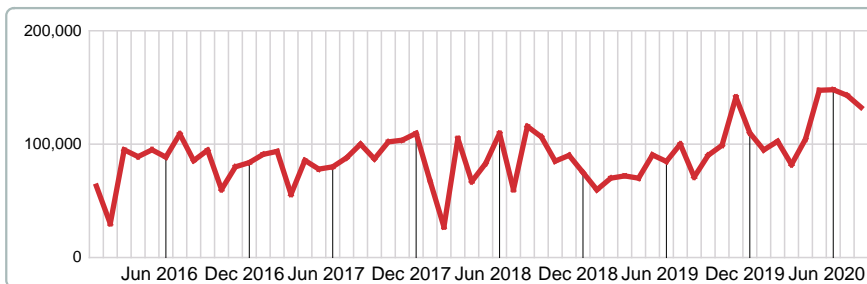
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

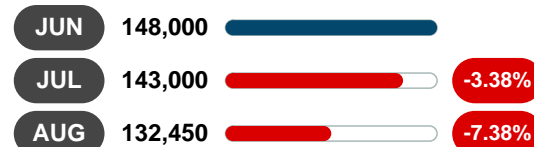


3 MONTHS

5 year AUG AVG = 100,920

High Jun 2020 148,000 Low Feb 2018 27,000

Median Sold Price at Closing this month at 132,450 above the 5 yr AUG average of 100,920



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
\$20,000 and less	7.32%	17,600	17,600	0	0	0
\$20,001 - \$70,000	13.41%	35,000	38,707	35,000	0	0
\$70,001 - \$110,000	15.85%	90,000	80,000	99,000	92,500	0
\$110,001 - \$160,000	20.73%	121,900	121,900	120,000	130,000	0
\$160,001 - \$240,000	20.73%	188,000	179,500	192,000	177,000	219,000
\$240,001 - \$320,000	10.98%	305,000	0	305,000	291,500	305,000
\$320,001 and up	10.98%	360,000	429,500	465,000	365,000	357,500
Median Sold Price		132,450	67,500	150,650	285,000	305,000
Total Closed Units	100%	82	30	36	11	5
Total Closed Volume		13,317,165	2.87M	6.12M	2.78M	1.54M

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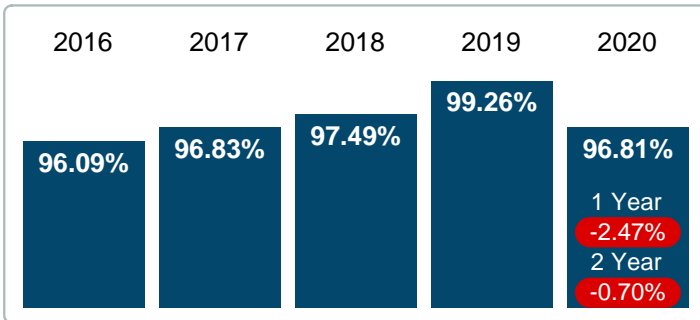
Area Delimited by County Of Cherokee



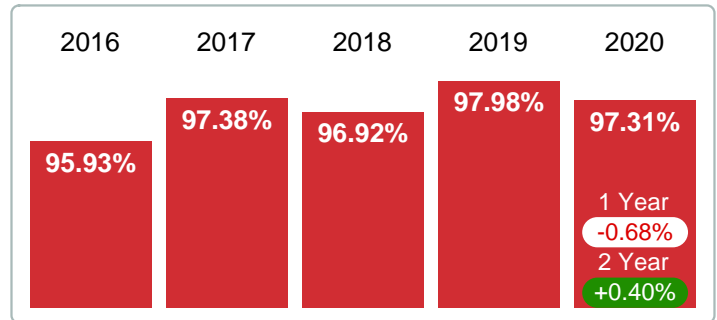
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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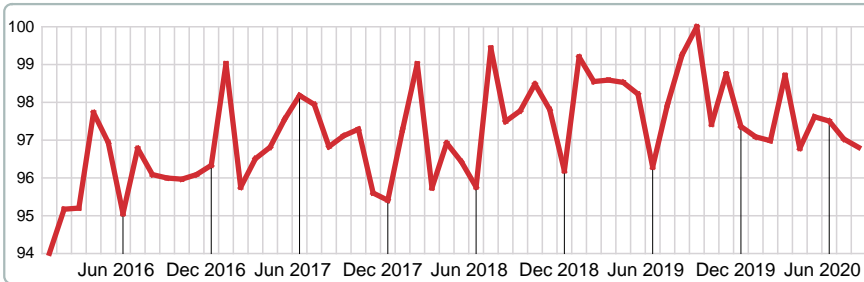
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

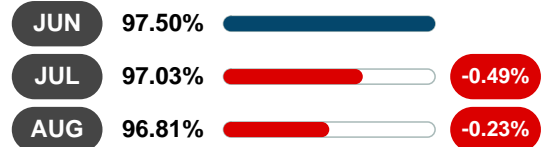


3 MONTHS

5 year AUG AVG = 97.30%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **96.81%**
equal to 5 yr AUG average of **97.30%**



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
\$20,000 and less	6	7.32%	94.74%	94.74%	0.00%	0.00%	0.00%
\$20,001 - \$70,000	11	13.41%	87.72%	88.66%	77.78%	0.00%	0.00%
\$70,001 - \$110,000	13	15.85%	100.00%	101.19%	98.17%	98.39%	0.00%
\$110,001 - \$160,000	17	20.73%	96.84%	96.84%	96.73%	100.00%	0.00%
\$160,001 - \$240,000	17	20.73%	99.00%	93.48%	100.00%	94.39%	99.59%
\$240,001 - \$320,000	9	10.98%	98.31%	0.00%	98.53%	99.15%	94.17%
\$320,001 and up	9	10.98%	94.88%	88.98%	93.00%	96.04%	92.01%
Median Sold/List Ratio		96.81%		94.74%	97.97%	98.31%	95.34%
Total Closed Units		82	100%	30	36	11	5
Total Closed Volume		13,317,165		2.87M	6.12M	2.78M	1.54M

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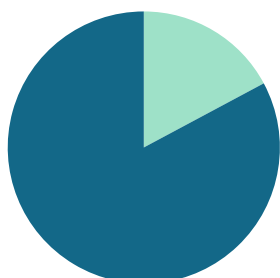
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

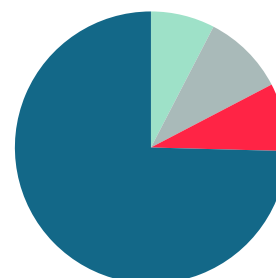


Inventory
 New Listings
183 = 17.18%
 Start Inventory
882
 Total Inventory Units
1,065
 Volume
\$163,222,119

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%
Median List Price	69,000	143,700	108.26%	82,400	126,400	53.40%
Median Sale Price	71,000	132,450	86.55%	77,000	123,200	60.00%
Median Percent of Selling Price to List Price	99.26%	96.81%	-2.47%	97.98%	97.31%	-0.68%
Median Days on Market to Sale	53.00	43.00	-18.87%	36.00	39.00	8.33%
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

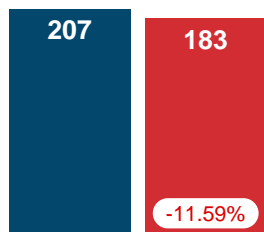
Inventory on August 31, 2020 = 804

2019 **2020**

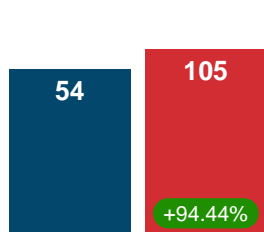
AUGUST MARKET

MEDIAN PRICES

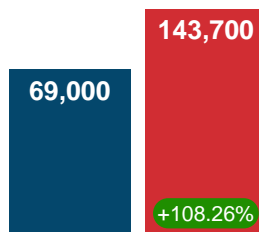
New Listings



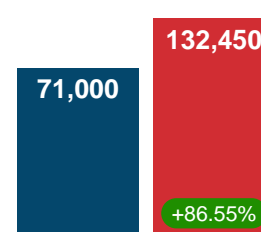
Pending Listings



List Price



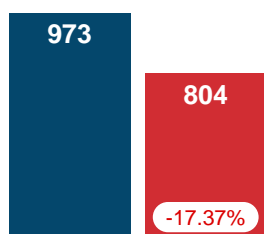
Sale Price



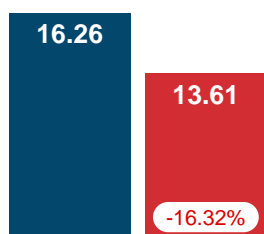
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

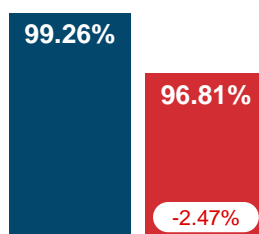
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

