

May 2020

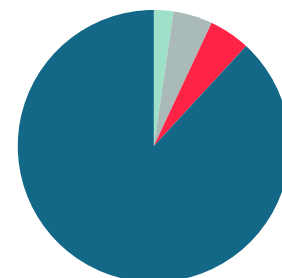
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	67	21	-68.66%
Pending Listings	53	42	-20.75%
New Listings	252	66	-73.81%
Median List Price	94,900	63,500	-33.09%
Median Sale Price	91,000	54,000	-40.66%
Median Percent of Selling Price to List Price	98.04%	99.78%	1.77%
Median Days on Market to Sale	41.00	35.00	-14.63%
End of Month Inventory	964	795	-17.53%
Months Supply of Inventory	15.55	17.28	11.15%



■ Closed (2.33%)
■ Pending (4.66%)
■ Other OffMarket (4.88%)
■ Active (88.14%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of May 31, 2020 = **795**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **17.53%** to 795 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **17.28** 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 **40.66%** in May 2020 to \$54,000 versus the previous year at \$91,000.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 6.00 days or **14.63%** in May 2020 compared to last year's same month at **41.00** DOM.

Sales Success for May 2020 is Positive

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

There were 66 New Listings in May 2020, down **73.81%** from last year at 252. Furthermore, there were 21 Closed Listings this month versus last year at 67, a **-68.66%** decrease.

Closed versus Listed trends yielded a **31.8%** ratio, up from previous year's, May 2019, at **26.6%**, a **19.67%** 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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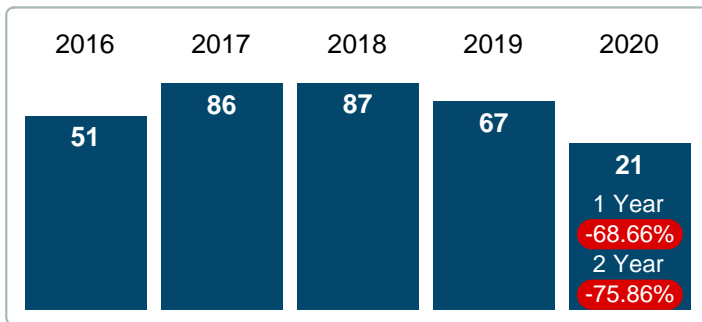
Area Delimited by County Of Cherokee



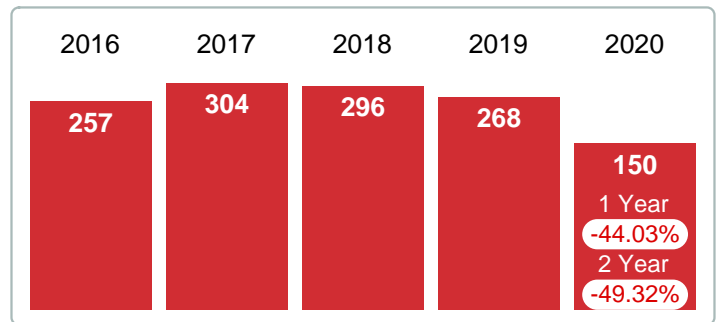
CLOSED LISTINGS

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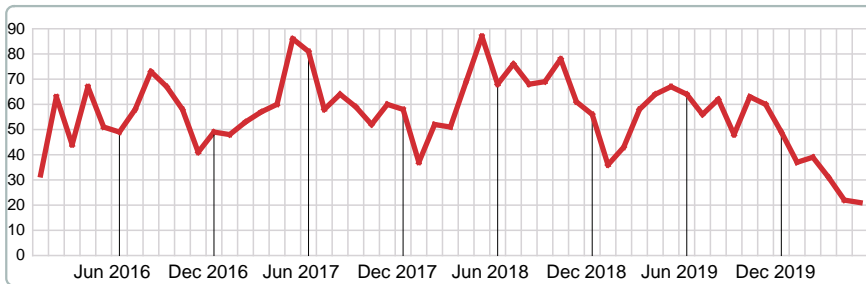
MAY



YEAR TO DATE (YTD)

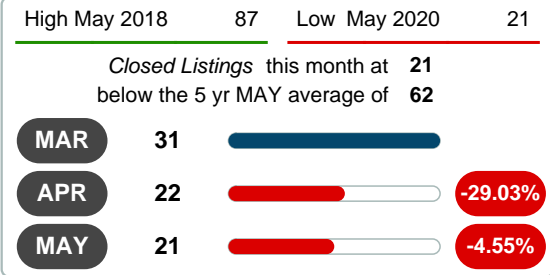


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 62



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 \$20,000	8	38.10%	40.0	6	2	0	0
\$20,001 \$120,000	5	23.81%	34.0	2	2	1	0
\$120,001 \$170,000	3	14.29%	28.0	1	1	1	0
\$170,001 \$200,000	2	9.52%	64.5	0	1	1	0
\$200,001 and up	3	14.29%	41.0	1	0	1	1
Total Closed Units	21			10	6	4	1
Total Closed Volume	1,819,336	100%	35.0	534.15K	503.99K	557.20K	224.00K
Median Closed Price	\$54,000			\$14,251	\$77,450	\$146,850	\$224,000

May 2020



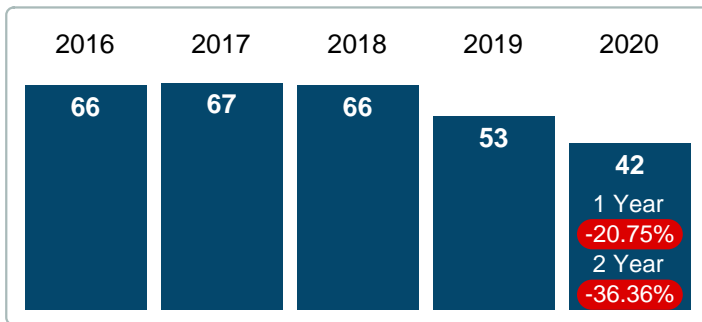
Area Delimited by County Of Cherokee



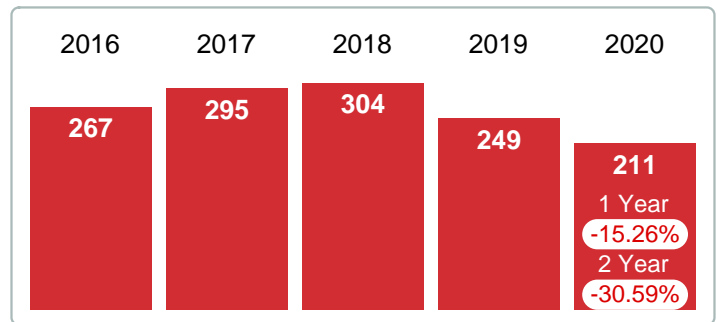
PENDING LISTINGS

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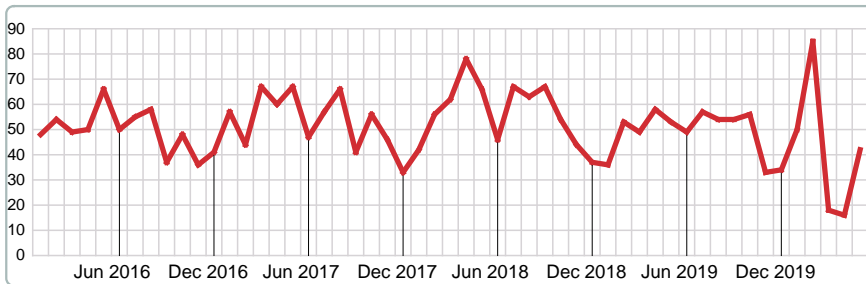
MAY



YEAR TO DATE (YTD)

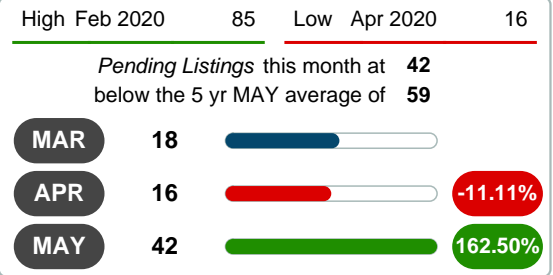


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59



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	4	9.52%	43.5	3	0	1	0
\$20,001 - \$60,000	5	11.90%	26.0	4	1	0	0
\$60,001 - \$100,000	6	14.29%	40.0	3	2	1	0
\$100,001 - \$170,000	11	26.19%	53.0	1	8	2	0
\$170,001 - \$230,000	6	14.29%	26.0	1	4	1	0
\$230,001 - \$360,000	5	11.90%	9.0	3	0	2	0
\$360,001 and up	5	11.90%	97.0	1	1	1	2
Total Pending Units	42			16	16	8	2
Total Pending Volume	6,604,920	100%	38.5	1.89M	2.56M	1.39M	758.90K
Median Listing Price	\$142,450			\$72,000	\$155,950	\$154,450	\$379,450

May 2020



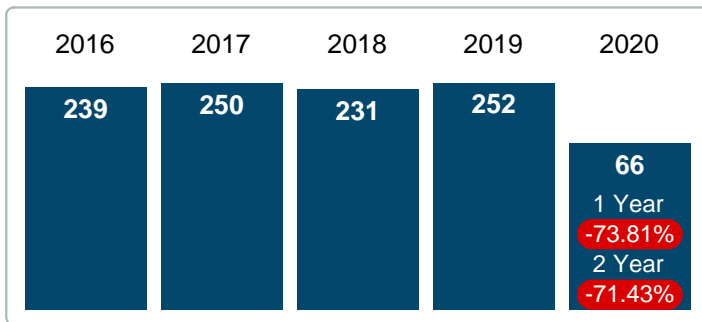
Area Delimited by County Of Cherokee



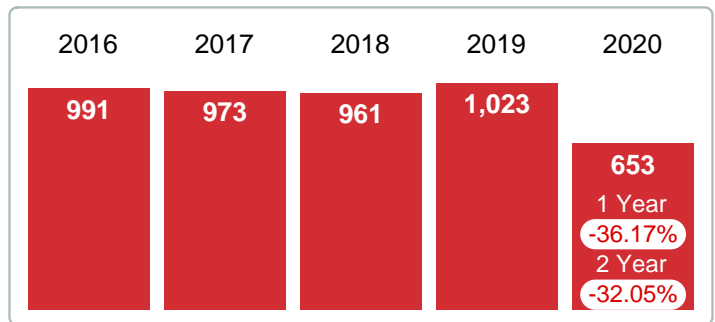
NEW LISTINGS

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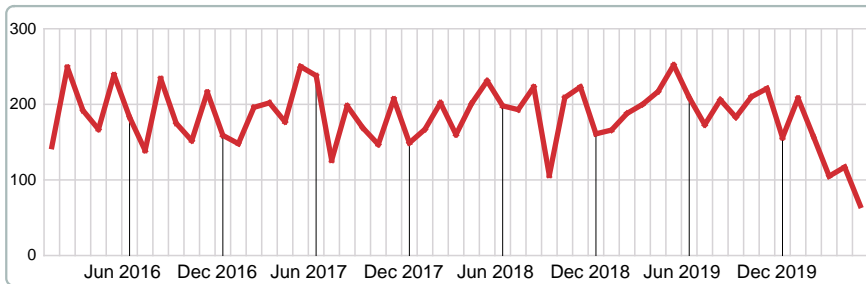
MAY



YEAR TO DATE (YTD)

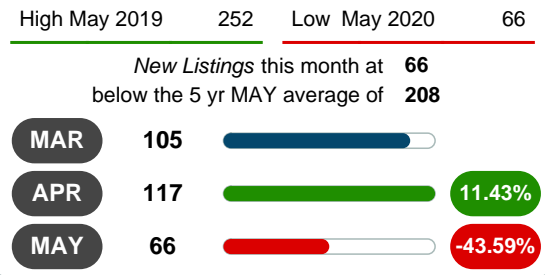


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 208



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	6	9.09%	5	1	0	0
\$10,001 - \$20,000	8	12.12%	8	0	0	0
\$20,001 - \$60,000	11	16.67%	9	2	0	0
\$60,001 - \$160,000	17	25.76%	4	11	2	0
\$160,001 - \$240,000	8	12.12%	1	6	1	0
\$240,001 - \$420,000	9	13.64%	4	2	1	2
\$420,001 and up	7	10.61%	3	2	2	0
Total New Listed Units	66		34	24	6	2
Total New Listed Volume	11,237,928	100%	4.07M	4.43M	2.06M	669.80K
Median New Listed Listing Price	\$113,000		\$46,000	\$128,450	\$252,000	\$334,900

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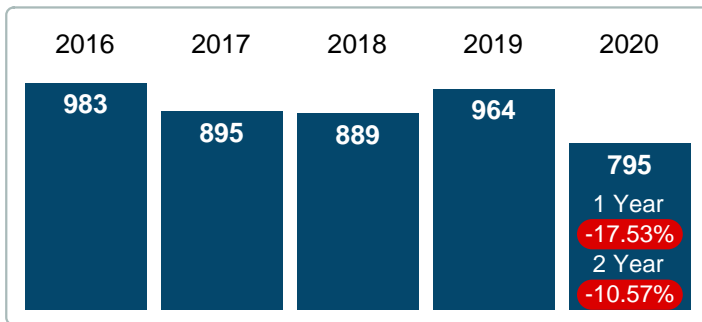
Area Delimited by County Of Cherokee



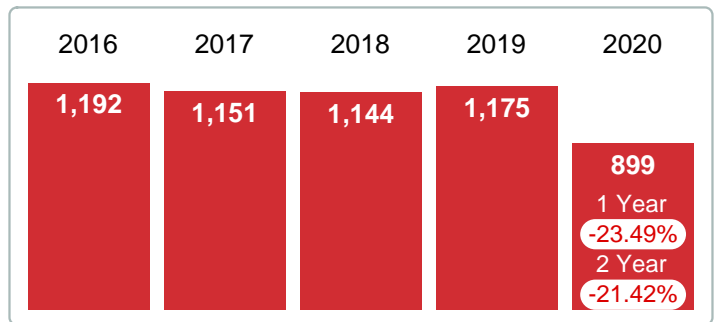
ACTIVE INVENTORY

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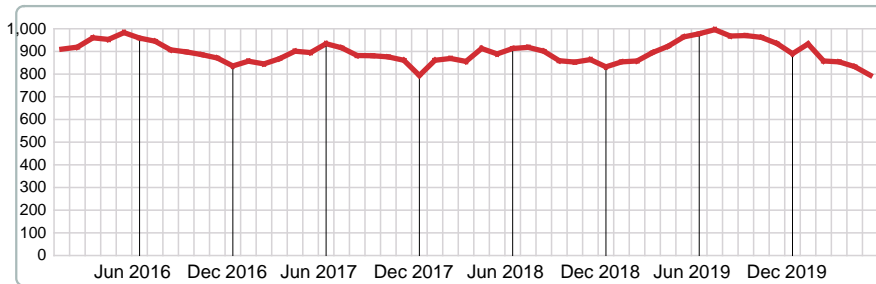
END OF MAY



ACTIVE DURING MAY

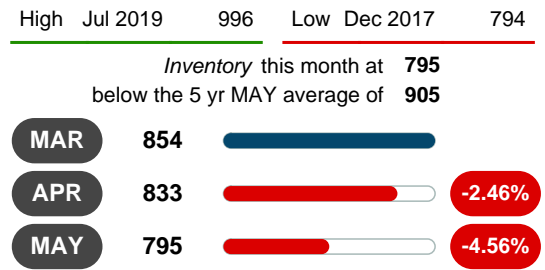


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 905



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	41	5.16%	108.0	36	5	0	0
\$10,001 - \$10,000	0	0.00%	108.0	0	0	0	0
\$10,001 - \$30,000	248	31.19%	125.0	247	1	0	0
\$30,001 - \$80,000	193	24.28%	173.0	175	16	2	0
\$80,001 - \$190,000	135	16.98%	142.0	59	62	11	3
\$190,001 - \$380,000	98	12.33%	135.5	39	34	17	8
\$380,001 and up	80	10.06%	138.5	45	16	12	7
Total Active Inventory by Units	795			601	134	42	18
Total Active Inventory by Volume	123,199,006	100%	138.0	71.53M	28.78M	13.81M	9.08M
Median Active Inventory Listing Price	\$65,000			\$39,500	\$168,900	\$241,400	\$333,500

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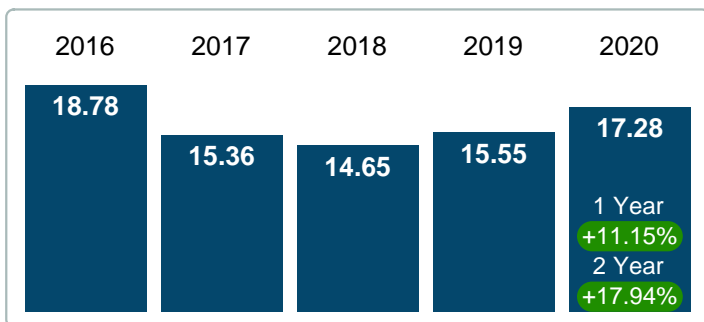
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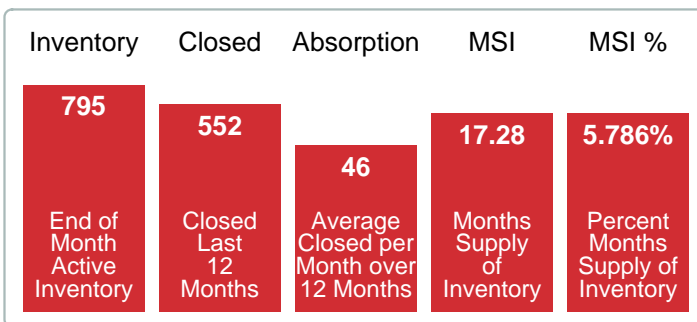
MONTHS SUPPLY of INVENTORY (MSI)

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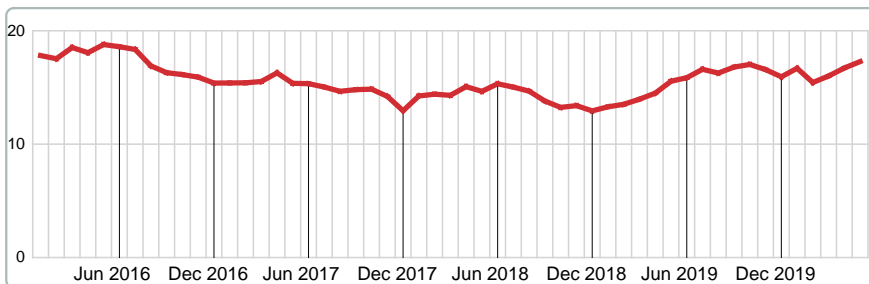
MSI FOR MAY



INDICATORS FOR MAY 2020

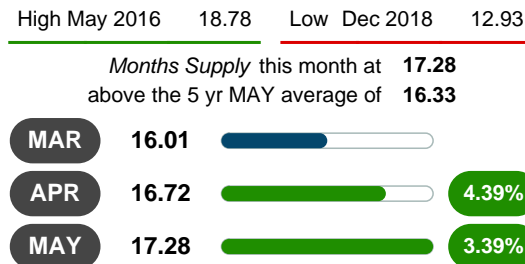


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 16.33



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	41	5.16%	5.72	7.58	2.73	0.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	248	31.19%	49.60	53.89	3.00	0.00	0.00
\$30,001 - \$80,000	193	24.28%	22.71	39.62	4.80	3.00	0.00
\$80,001 - \$190,000	135	16.98%	8.02	17.27	5.51	6.29	7.20
\$190,001 - \$380,000	98	12.33%	12.92	21.27	10.74	8.16	16.00
\$380,001 and up	80	10.06%	87.27	90.00	96.00	72.00	84.00
Market Supply of Inventory (MSI)			17.28	30.82	6.67	7.88	16.62
Total Active Inventory by Units		100%	17.28	601	134	42	18

May 2020



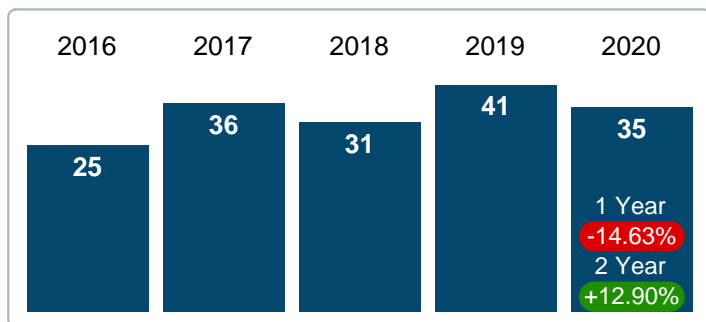
Area Delimited by County Of Cherokee



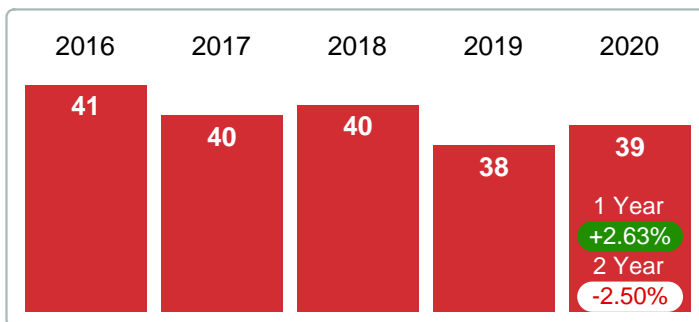
MEDIAN DAYS ON MARKET TO SALE

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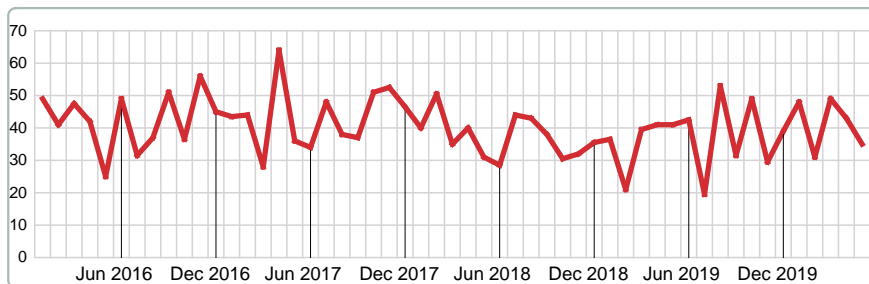
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

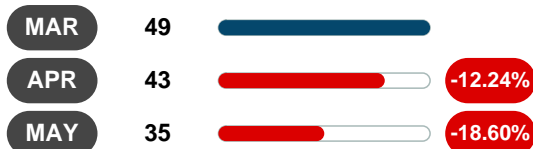


3 MONTHS

5 year MAY AVG = 34

High Apr 2017 64 Low Jul 2019 20

Median Days on Market to Sale this month at 35 above the 5 yr MAY average of 34



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%	139	0	0	0	0
\$1 \$0	0	0.00%	139	0	0	0	0
\$1 \$20,000	8	38.10%	40	47	40	0	0
\$20,001 \$120,000	5	23.81%	34	79	18	34	0
\$120,001 \$170,000	3	14.29%	28	28	25	55	0
\$170,001 \$200,000	2	9.52%	65	0	90	39	0
\$200,001 and up	3	14.29%	41	176	0	1	41
Median Closed DOM			35	54	30	37	41
Total Closed Units		100%	35.0	10	6	4	1
Total Closed Volume			1,819,336	534.15K	503.99K	557.20K	224.00K

May 2020

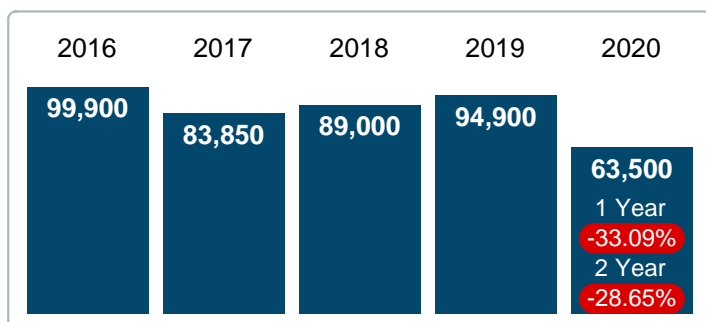
Area Delimited by County Of Cherokee



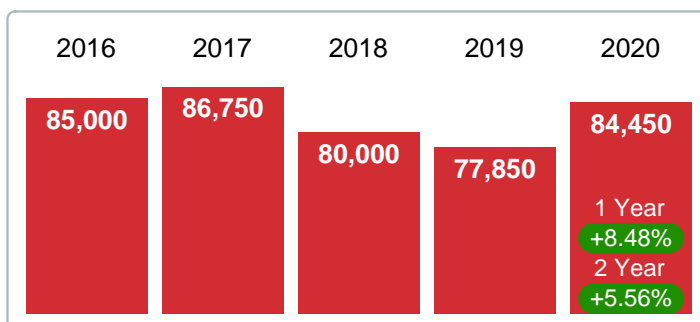
MEDIAN LIST PRICE AT CLOSING

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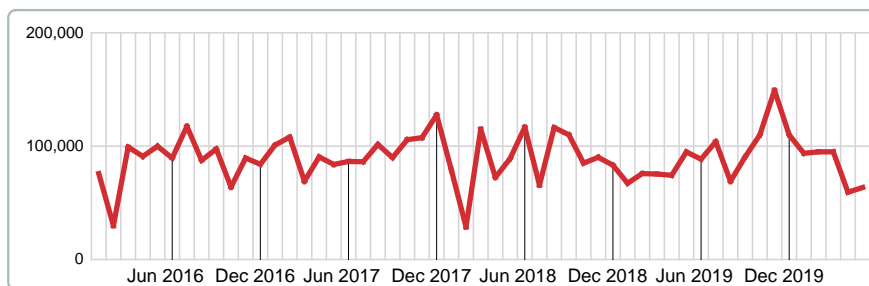
MAY



YEAR TO DATE (YTD)

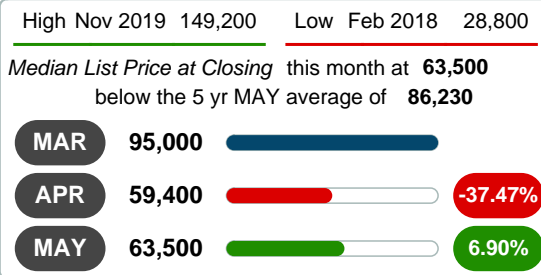


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86,230



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%	41	0	0	0	0
\$1 \$0	0	0.00%	41	0	0	0	0
\$1 \$20,000	7	33.33%	650	495	795	0	0
\$20,001 \$120,000	6	28.57%	56,700	32,650	79,900	63,500	0
\$120,001 \$170,000	2	9.52%	144,350	0	165,500	123,200	0
\$170,001 \$200,000	3	14.29%	182,500	189,900	182,500	177,000	0
\$200,001 and up	3	14.29%	224,500	249,000	0	209,500	224,500
Median List Price			63,500	16,400	79,900	150,100	224,500
Total Closed Units		100%	63,500	10	6	4	1
Total Closed Volume			1,888,410	581.32K	509.39K	573.20K	224.50K

May 2020



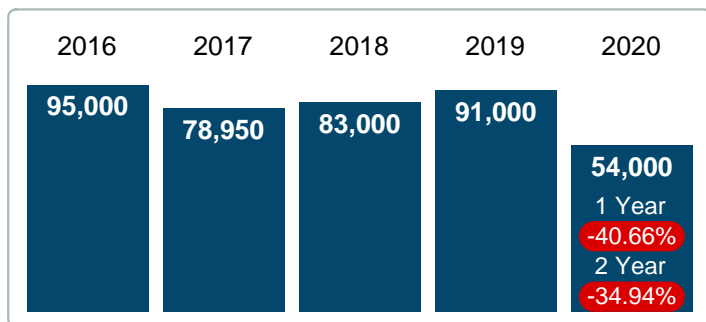
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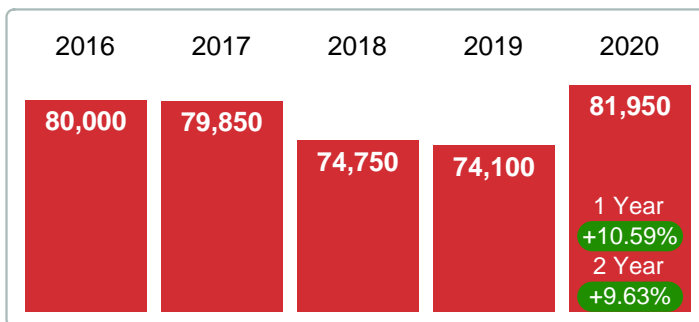
MEDIAN SOLD PRICE AT CLOSING

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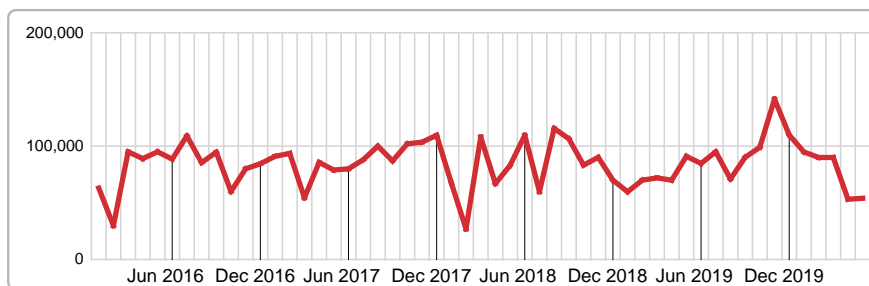
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 80,390

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

Median Sold Price at Closing this month at **54,000**
 below the 5 yr MAY average of **80,390**

Month	Price	Change
MAR	90,000	
APR	53,200	-40.89%
MAY	54,000	1.50%

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%	224,500	0	0	0	0
\$1 \$0	0	0.00%	224,500	0	0	0	0
\$1 \$20,000	8	38.10%	713	573	795	0	0
\$20,001 \$120,000	5	23.81%	54,000	46,000	77,450	54,000	0
\$120,001 \$170,000	3	14.29%	165,000	165,700	165,000	123,200	0
\$170,001 \$200,000	2	9.52%	176,500	0	182,500	170,500	0
\$200,001 and up	3	14.29%	224,000	246,000	0	209,500	224,000
Median Sold Price			54,000	14,251	77,450	146,850	224,000
Total Closed Units		100%	54,000	10	6	4	1
Total Closed Volume			1,819,336	534.15K	503.99K	557.20K	224.00K

May 2020



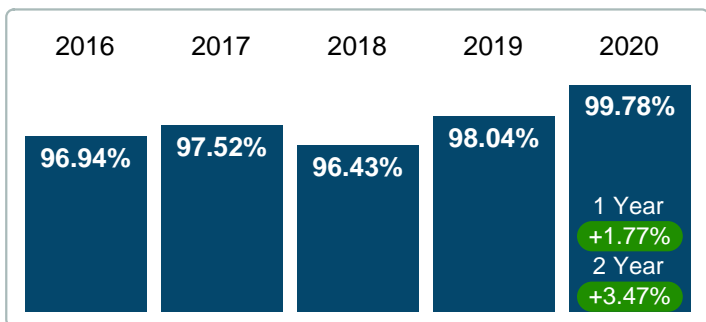
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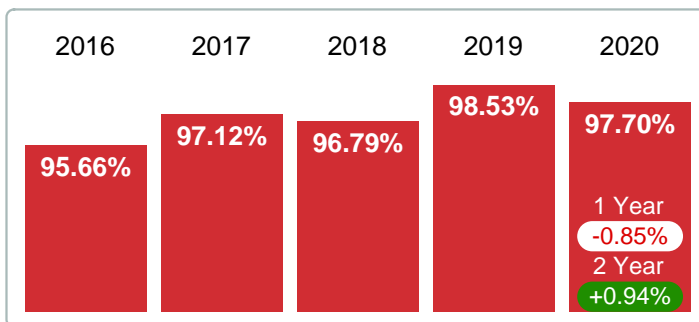
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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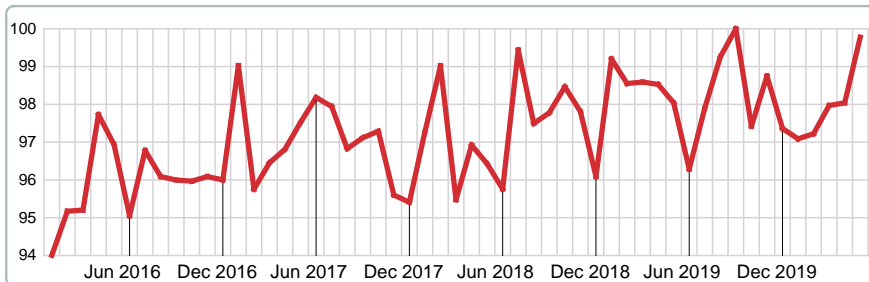
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

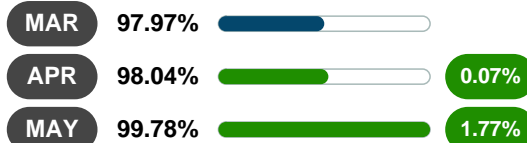


3 MONTHS

5 year MAY AVG = 97.74%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **99.78%**
above the 5 yr MAY average of **97.74%**



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%	24.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	24.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$20,000	8	38.10%	100.00%	100.00%	100.00%	0.00%	0.00%
\$20,001-\$120,000	5	23.81%	90.18%	89.00%	95.09%	85.04%	0.00%
\$120,001-\$170,000	3	14.29%	99.70%	87.26%	99.70%	100.00%	0.00%
\$170,001-\$200,000	2	9.52%	98.16%	0.00%	100.00%	96.33%	0.00%
\$200,001 and up	3	14.29%	99.78%	98.80%	0.00%	100.00%	99.78%
Median Sold/List Ratio		99.78%		98.40%	100.00%	98.16%	99.78%
Total Closed Units		21	100%	10	6	4	1
Total Closed Volume		1,819,336		534.15K	503.99K	557.20K	224.00K

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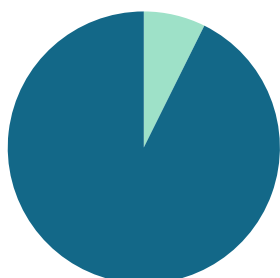
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

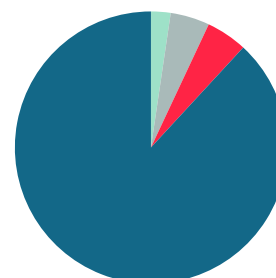


Inventory
 New Listings
66 = 7.34%
 Start Inventory
833
 Total Inventory Units
899
 Volume
\$134,786,155

Market Activity

Closed Sales
21 = 2.33%
 Pending Sales
42 = 4.66%
 Other Off Market
44 = 4.88%
 Active Inventory
795 = 88.14%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	21	-68.66%	268	150	-44.03%
Pending Sales	53	42	-20.75%	249	211	-15.26%
New Listings	252	66	-73.81%	1,023	653	-36.17%
Median List Price	94,900	63,500	-33.09%	77,850	84,450	8.48%
Median Sale Price	91,000	54,000	-40.66%	74,100	81,950	10.59%
Median Percent of Selling Price to List Price	98.04%	99.78%	1.77%	98.53%	97.70%	-0.85%
Median Days on Market to Sale	41.00	35.00	-14.63%	38.00	39.00	2.63%
Monthly Inventory	964	795	-17.53%	964	795	-17.53%
Months Supply of Inventory	15.55	17.28	11.15%	15.55	17.28	11.15%

Absorption: Last 12 months, an Average of **46** Sales/Month

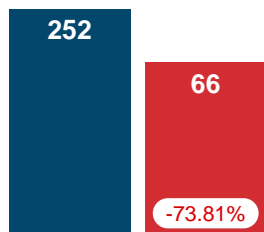
Inventory on May 31, 2020 = 795

2019 **2020**

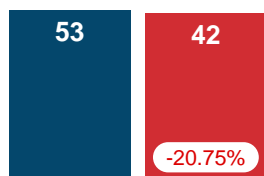
MAY MARKET

MEDIAN PRICES

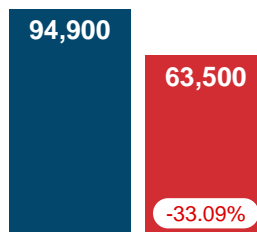
New Listings



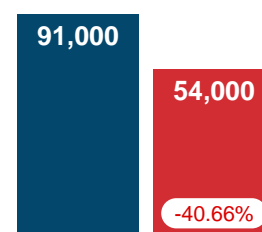
Pending Listings



List Price



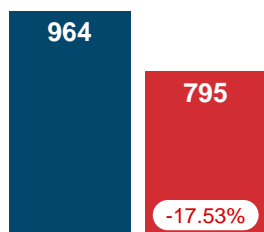
Sale Price



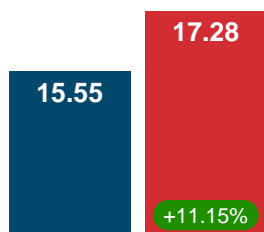
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

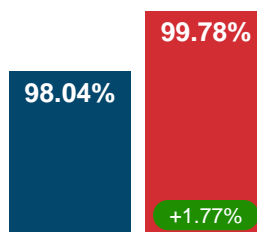
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

