



November 2020

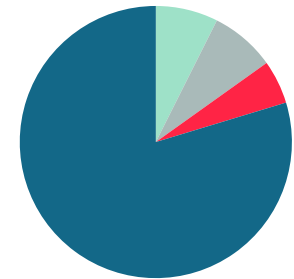
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	60	70	16.67%
Pending Listings	33	73	121.21%
New Listings	221	117	-47.06%
Average List Price	168,015	184,229	9.65%
Average Sale Price	163,644	178,618	9.15%
Average Percent of Selling Price to List Price	95.46%	95.88%	0.44%
Average Days on Market to Sale	44.60	40.87	-8.36%
End of Month Inventory	945	753	-20.32%
Months Supply of Inventory	16.68	11.47	-31.24%



■ Closed (7.41%)
■ Pending (7.72%)
■ Other OffMarket (5.19%)
■ Active (79.68%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of November 30, 2020 = **753**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **20.32%** to 753 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **11.47** 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 **9.15%** in November 2020 to \$178,618 versus the previous year at \$163,644.

Average Days on Market Shortens

The average number of **40.87** days that homes spent on the market before selling decreased by 3.73 days or **8.36%** in November 2020 compared to last year's same month at **44.60** DOM.

Sales Success for November 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 117 New Listings in November 2020, down **47.06%** from last year at 221. Furthermore, there were 70 Closed Listings this month versus last year at 60, a **16.67%** increase.

Closed versus Listed trends yielded a **59.8%** ratio, up from previous year's, November 2019, at **27.1%**, a **120.37%** 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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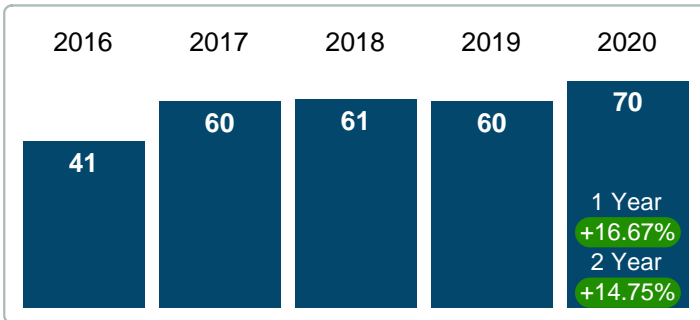
Area Delimited by County Of Cherokee



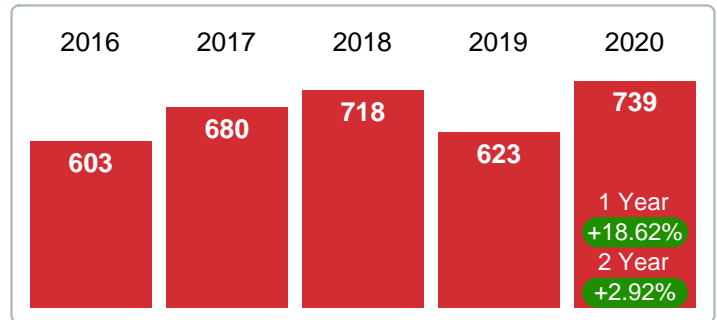
CLOSED LISTINGS

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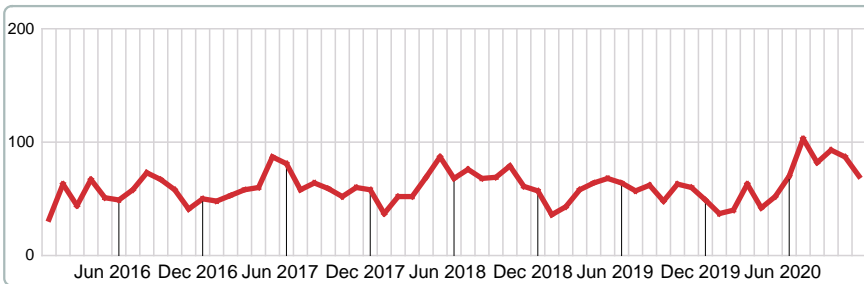
NOVEMBER



YEAR TO DATE (YTD)

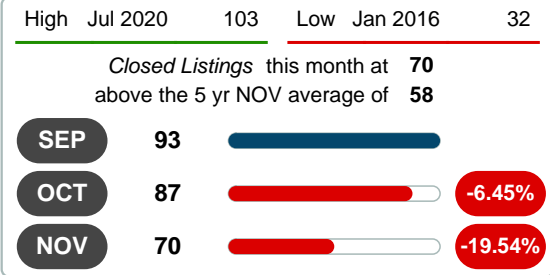


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 58



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	2	2.86%	142.0	2	0	0	0
\$25,001 - \$75,000	13	18.57%	60.8	10	3	0	0
\$75,001 - \$100,000	9	12.86%	26.9	3	5	1	0
\$100,001 - \$175,000	20	28.57%	27.6	6	14	0	0
\$175,001 - \$225,000	10	14.29%	47.9	3	6	1	0
\$225,001 - \$375,000	8	11.43%	25.9	0	5	2	1
\$375,001 and up	8	11.43%	38.3	0	7	1	0
Total Closed Units	70			24	40	5	1
Total Closed Volume	12,503,289	100%	40.9	2.27M	8.71M	1.21M	310.00K
Average Closed Price	\$178,618			\$94,744	\$217,732	\$242,030	\$310,000



November 2020

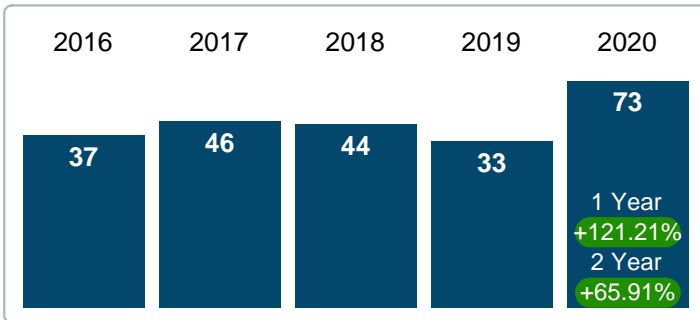
Area Delimited by County Of Cherokee



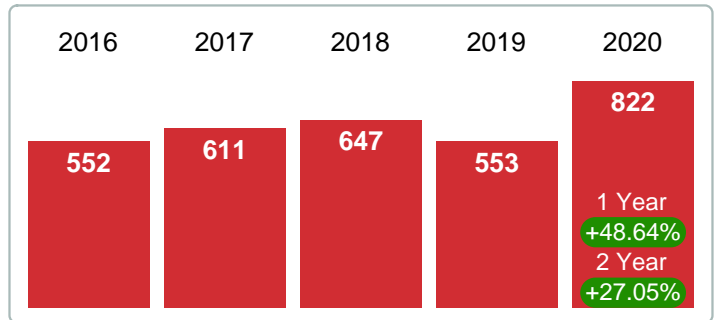
PENDING LISTINGS

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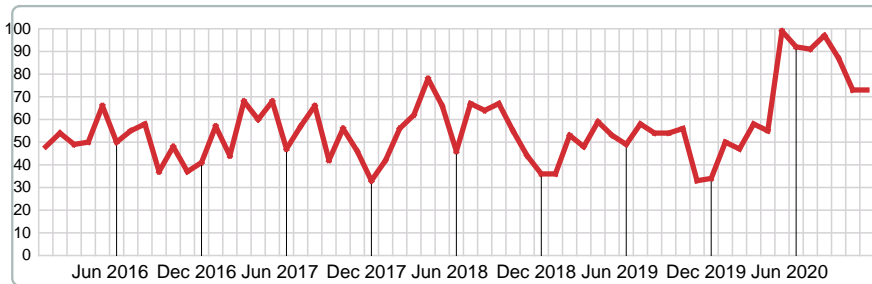
NOVEMBER



YEAR TO DATE (YTD)

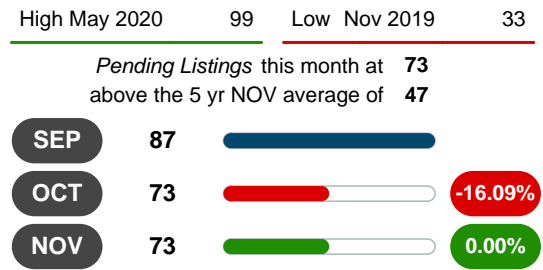


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	9	12.33%	54.9	9	0	0	0
\$25,001-\$100,000	17	23.29%	65.6	13	3	1	0
\$100,001-\$150,000	17	23.29%	37.9	6	9	2	0
\$150,001-\$175,000	7	9.59%	24.7	2	3	1	1
\$175,001-\$275,000	13	17.81%	71.6	3	10	0	0
\$275,001 and up	10	13.70%	50.7	6	2	1	1
Total Pending Units	73			39	27	5	2
Total Pending Volume	11,356,999	100%	50.4	5.08M	4.91M	805.80K	558.50K
Average Listing Price	\$169,657			\$130,226	\$181,996	\$161,160	\$279,250



November 2020

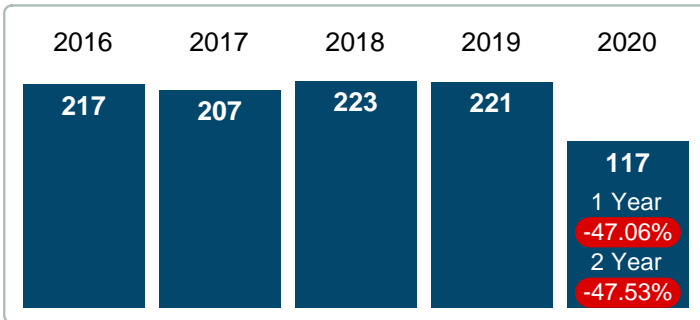
Area Delimited by County Of Cherokee



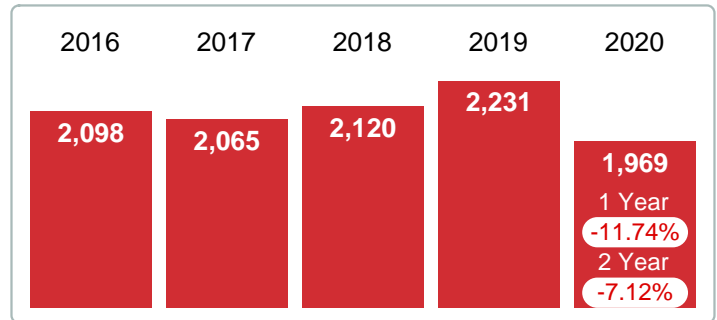
NEW LISTINGS

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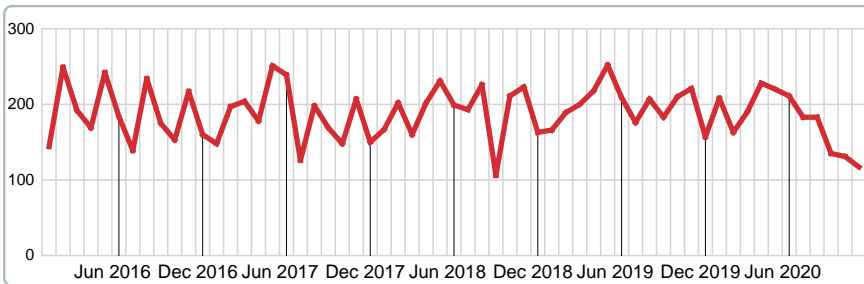
NOVEMBER



YEAR TO DATE (YTD)

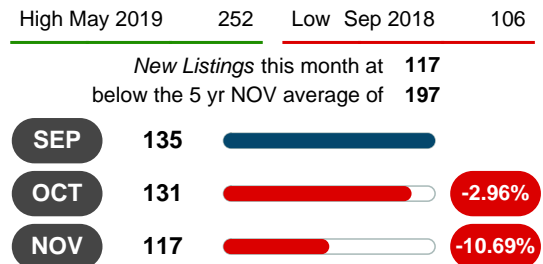


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 197



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	24	20.51%	21	1	2	0
\$25,001-\$25,000	0	0.00%	0	0	0	0
\$25,001-\$125,000	48	41.03%	42	5	1	0
\$125,001-\$150,000	7	5.98%	1	4	2	0
\$150,001-\$275,000	24	20.51%	5	18	0	1
\$275,001 and up	14	11.97%	4	5	2	3
Total New Listed Units	117		73	33	7	4
Total New Listed Volume	14,162,249	100%	4.97M	6.55M	1.22M	1.42M
Average New Listed Listing Price	\$256,225		\$68,121	\$198,527	\$174,521	\$354,100



November 2020

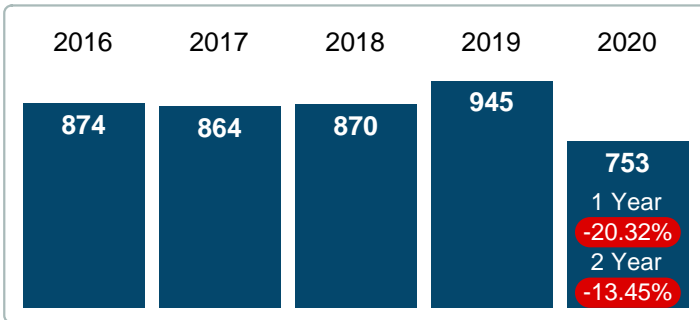
Area Delimited by County Of Cherokee



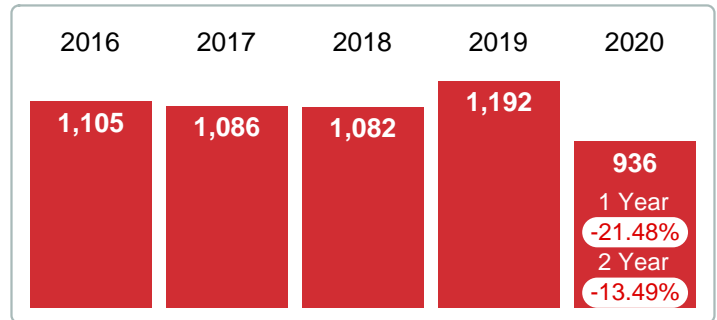
ACTIVE INVENTORY

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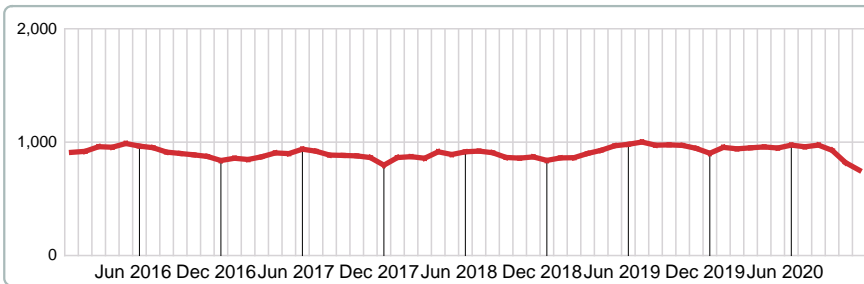
END OF NOVEMBER



ACTIVE DURING NOVEMBER

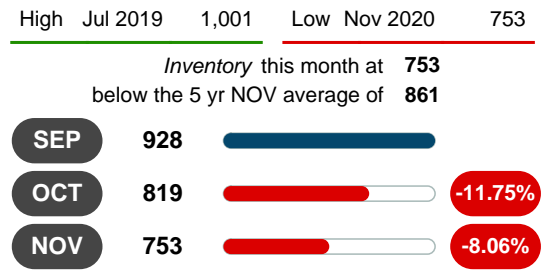


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 861



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$10,000	85	11.29%	110.6	68	15	2	0
\$10,001-\$20,000	130	17.26%	168.2	130	0	0	0
\$20,001-\$50,000	215	28.55%	132.2	215	0	0	0
\$50,001-\$120,000	148	19.65%	137.7	138	9	1	0
\$120,001-\$310,000	99	13.15%	93.7	47	37	12	3
\$310,001 and up	76	10.09%	118.6	44	15	12	5
Total Active Inventory by Units	753			642	76	27	8
Total Active Inventory by Volume	98,610,259	100%	130.6	69.28M	14.72M	8.69M	5.92M
Average Active Inventory Listing Price	\$130,957			\$107,914	\$193,636	\$321,902	\$740,250



November 2020

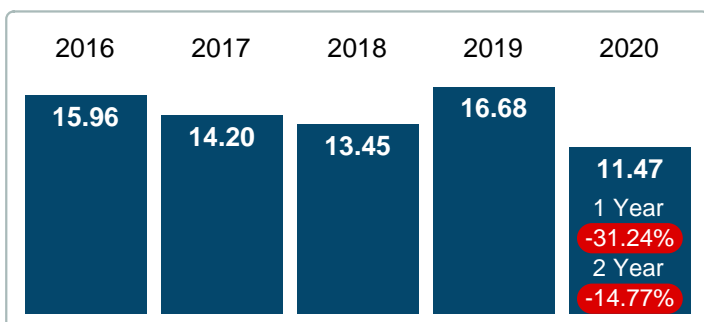
Area Delimited by County Of Cherokee



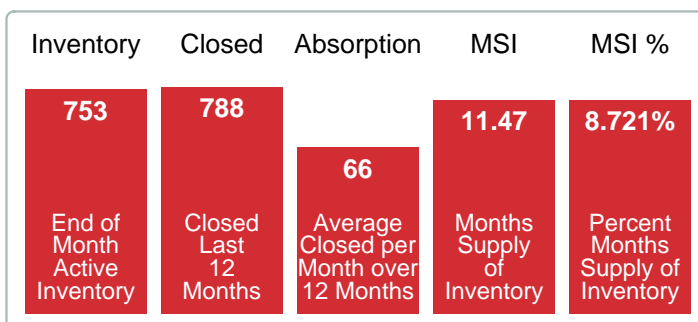
MONTHS SUPPLY of INVENTORY (MSI)

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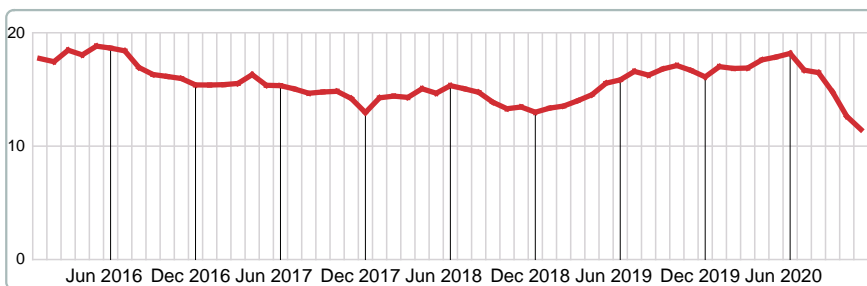
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

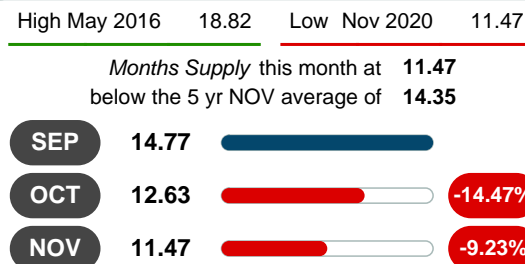


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14.35



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$10,000	85	11.29%	29.14	28.14	45.00	12.00	0.00
\$10,001-\$20,000	130	17.26%	31.84	33.19	0.00	0.00	0.00
\$20,001-\$50,000	215	28.55%	31.46	40.95	0.00	0.00	0.00
\$50,001-\$120,000	148	19.65%	8.42	18.40	1.03	0.80	0.00
\$120,001-\$310,000	99	13.15%	3.51	11.06	2.14	2.18	2.57
\$310,001 and up	76	10.09%	12.49	35.20	7.50	6.00	6.00
Market Supply of Inventory (MSI)	11.47			26.12	2.54	2.97	3.84
Total Active Inventory by Units	753	100%	11.47	642	76	27	8



November 2020

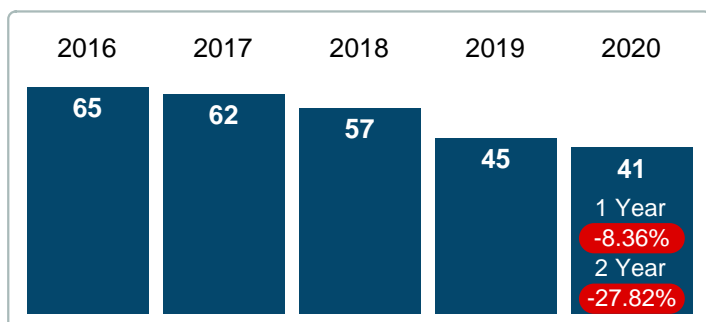
Area Delimited by County Of Cherokee



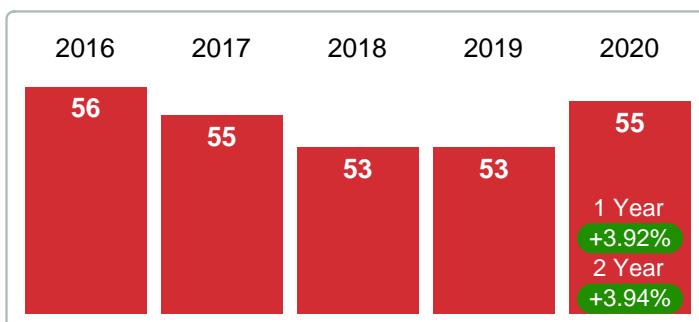
AVERAGE DAYS ON MARKET TO SALE

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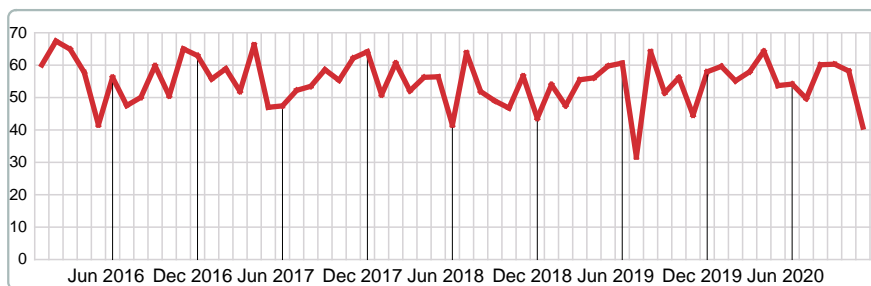
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

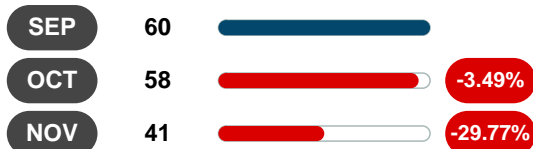


3 MONTHS

5 year NOV AVG = 54

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 41 below the 5 yr NOV average of 54



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	2.86%	142	142	0	0	0
\$25,001 - \$75,000	18.57%	61	69	35	0	0
\$75,001 - \$100,000	12.86%	27	27	31	6	0
\$100,001 - \$175,000	28.57%	28	36	24	0	0
\$175,001 - \$225,000	14.29%	48	60	40	57	0
\$225,001 - \$375,000	11.43%	26	0	4	50	87
\$375,001 and up	11.43%	38	0	37	47	0
Average Closed DOM		41	60	28	42	87
Total Closed Units	100%	41	24	40	5	1
Total Closed Volume		12,503,289	2.27M	8.71M	1.21M	310.00K



November 2020

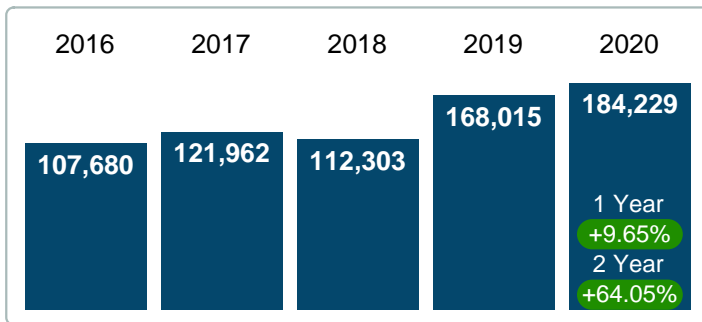
Area Delimited by County Of Cherokee



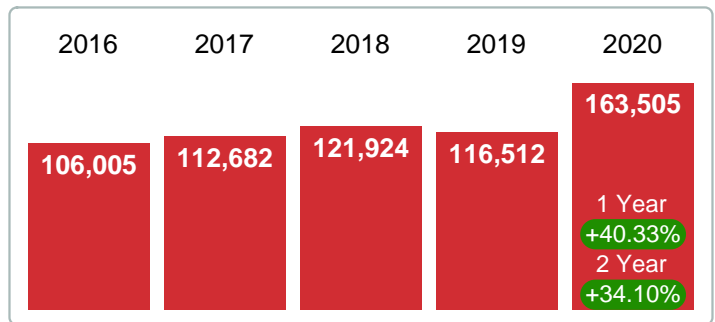
AVERAGE LIST PRICE AT CLOSING

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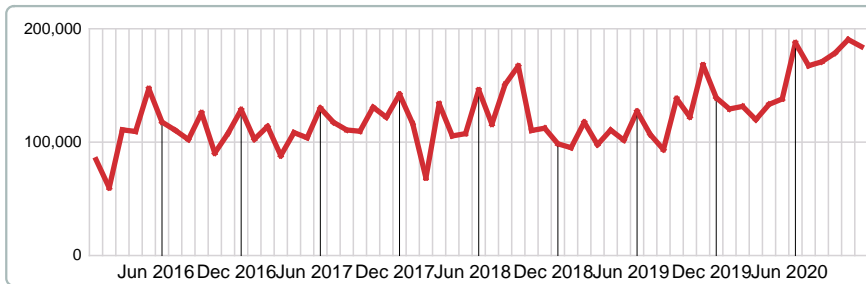
NOVEMBER



YEAR TO DATE (YTD)

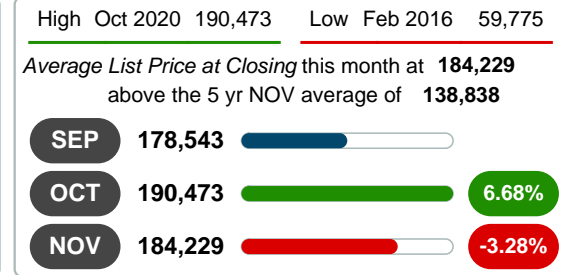


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 138,838



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	2.86%	21,250	21,250	0	0	0
\$25,001 - \$75,000	12.86%	43,522	55,730	70,200	0	0
\$75,001 - \$100,000	14.29%	87,695	98,617	94,060	85,000	0
\$100,001 - \$175,000	31.43%	139,423	156,333	140,564	0	0
\$175,001 - \$225,000	12.86%	201,000	230,267	207,367	219,900	0
\$225,001 - \$375,000	14.29%	257,400	0	240,860	254,900	325,000
\$375,001 and up	11.43%	516,825	0	533,657	399,000	0
Average List Price		184,229	105,185	220,823	242,740	325,000
Total Closed Units	100%	184,229	24	40	5	1
Total Closed Volume		12,896,050	2.52M	8.83M	1.21M	325.00K



November 2020

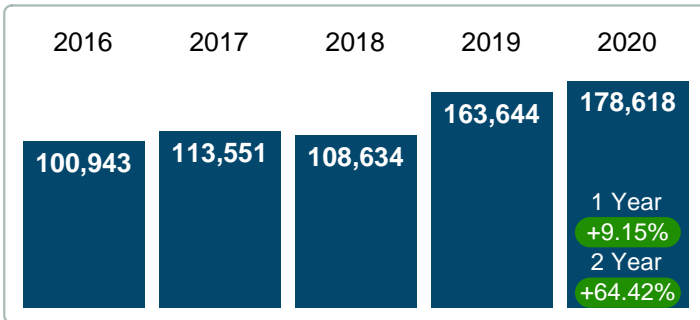
Area Delimited by County Of Cherokee



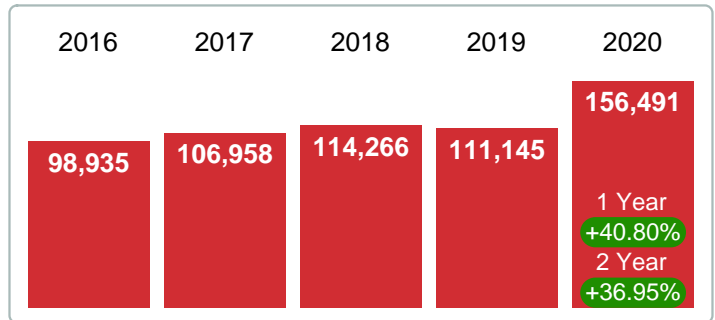
AVERAGE SOLD PRICE AT CLOSING

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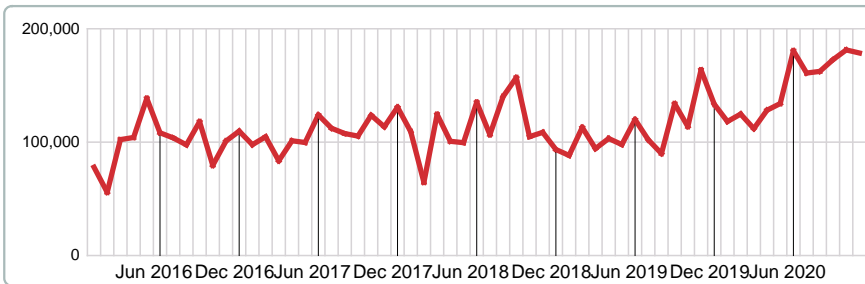
NOVEMBER



YEAR TO DATE (YTD)

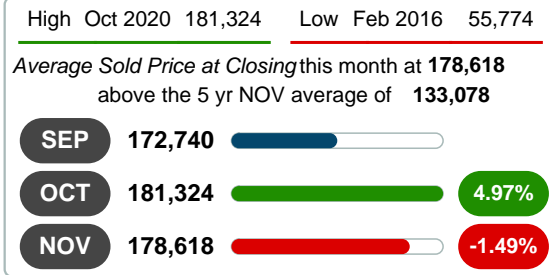


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 133,078



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	2.86%	18,250	18,250	0	0	0
\$25,001 - \$75,000	18.57%	51,207	46,279	67,633	0	0
\$75,001 - \$100,000	12.86%	87,078	88,518	86,000	88,150	0
\$100,001 - \$175,000	28.57%	142,230	148,833	139,400	0	0
\$175,001 - \$225,000	14.29%	205,830	205,333	204,550	215,000	0
\$225,001 - \$375,000	11.43%	256,363	0	246,580	254,000	310,000
\$375,001 and up	11.43%	507,950	0	523,514	399,000	0
Average Sold Price		178,618	94,744	217,732	242,030	310,000
Total Closed Units	100%	178,618	24	40	5	1
Total Closed Volume		12,503,289	2.27M	8.71M	1.21M	310.00K

November 2020



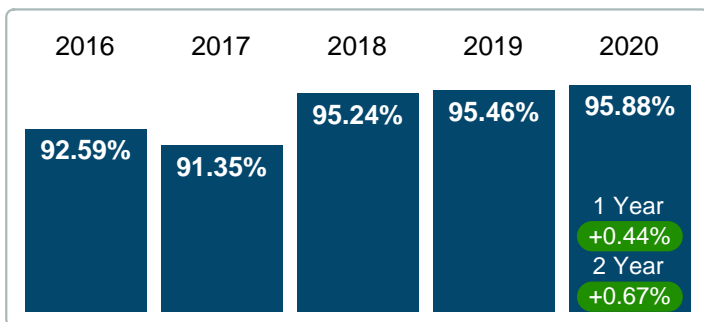
Area Delimited by County Of Cherokee



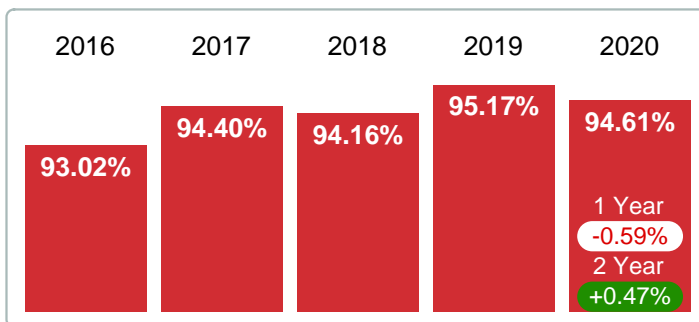
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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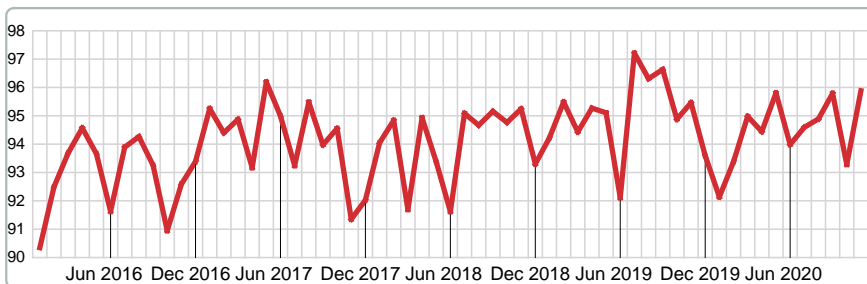
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

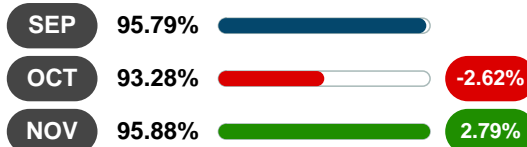


3 MONTHS

5 year NOV AVG = 94.11%

High Jul 2019 97.21% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **95.88%**
above the 5 yr NOV average of **94.11%**



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	2	2.86%	85.97%	85.97%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	13	18.57%	90.35%	88.45%	96.66%	0.00%	0.00%
\$75,001 - \$100,000	9	12.86%	93.33%	92.37%	91.84%	103.71%	0.00%
\$100,001 - \$175,000	20	28.57%	98.38%	96.15%	99.34%	0.00%	0.00%
\$175,001 - \$225,000	10	14.29%	96.08%	90.23%	98.73%	97.77%	0.00%
\$225,001 - \$375,000	8	11.43%	101.09%	0.00%	102.83%	99.62%	95.38%
\$375,001 and up	8	11.43%	98.52%	0.00%	98.31%	100.00%	0.00%
Average Sold/List Ratio		95.90%		90.88%	98.37%	100.14%	95.38%
Total Closed Units		70	100%	24	40	5	1
Total Closed Volume		12,503,289		2.27M	8.71M	1.21M	310.00K



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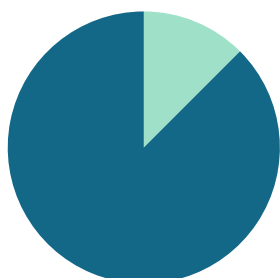
Area Delimited by County Of Cherokee



MARKET SUMMARY

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INVENTORY

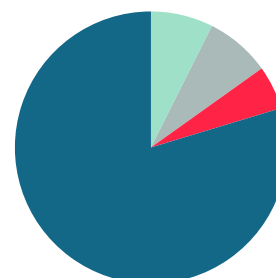


Inventory
 New Listings
117 = 12.50%
 Start Inventory
819
 Total Inventory Units
936
 Volume
\$132,390,807

Market Activity

Closed Sales
70 = 7.41%
 Pending Sales
73 = 7.72%
 Other Off Market
49 = 5.19%
 Active Inventory
753 = 79.68%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	60	70	16.67%	623	739	18.62%
Pending Sales	33	73	121.21%	553	822	48.64%
New Listings	221	117	-47.06%	2,231	1,969	-11.74%
Average List Price	168,015	184,229	9.65%	116,512	163,505	40.33%
Average Sale Price	163,644	178,618	9.15%	111,145	156,491	40.80%
Average Percent of Selling Price to List Price	95.46%	95.88%	0.44%	95.17%	94.61%	-0.59%
Average Days on Market to Sale	44.60	40.87	-8.36%	53.30	55.38	3.92%
Monthly Inventory	945	753	-20.32%	945	753	-20.32%
Months Supply of Inventory	16.68	11.47	-31.24%	16.68	11.47	-31.24%

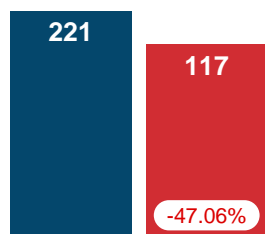
Absorption: Last 12 months, an Average of **66** Sales/Month

Inventory on November 30, 2020 = **753** 2019 2020

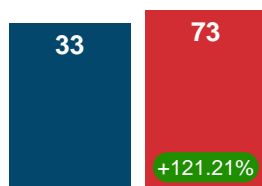
NOVEMBER MARKET

AVERAGE PRICES

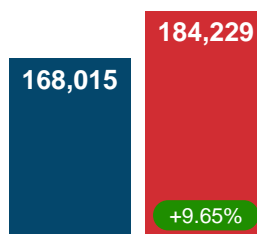
New Listings



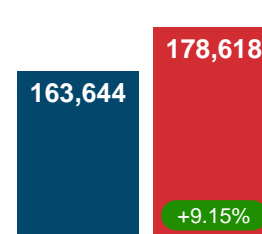
Pending Listings



List Price



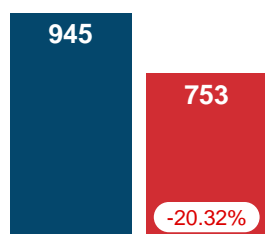
Sale Price



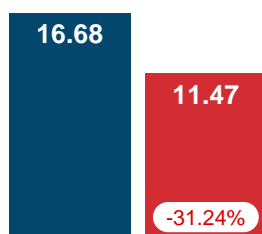
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

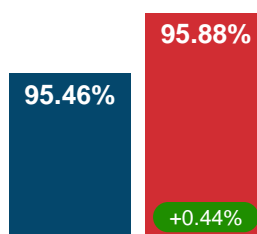
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

