

October 2020



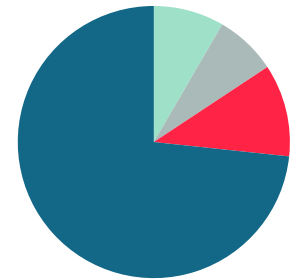
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	63	87	38.10%
Pending Listings	56	76	35.71%
New Listings	210	131	-37.62%
Average List Price	122,235	190,473	55.83%
Average Sale Price	113,757	181,324	59.40%
Average Percent of Selling Price to List Price	94.88%	93.28%	-1.68%
Average Days on Market to Sale	56.16	58.20	3.63%
End of Month Inventory	971	761	-21.63%
Months Supply of Inventory	17.11	11.74	-31.40%



■ Closed (8.38%)
■ Pending (7.32%)
■ Other OffMarket (10.98%)
■ Active (73.31%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of October 31, 2020 = **761**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **21.63%** to 761 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **11.74** 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 **59.40%** in October 2020 to \$181,324 versus the previous year at \$113,757.

Average Days on Market Lengthens

The average number of **58.20** days that homes spent on the market before selling increased by 2.04 days or **3.63%** in October 2020 compared to last year's same month at **56.16** DOM.

Sales Success for October 2020 is Positive

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

There were 131 New Listings in October 2020, down **37.62%** from last year at 210. Furthermore, there were 87 Closed Listings this month versus last year at 63, a **38.10%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, up from previous year's, October 2019, at **30.0%**, a **121.37%** 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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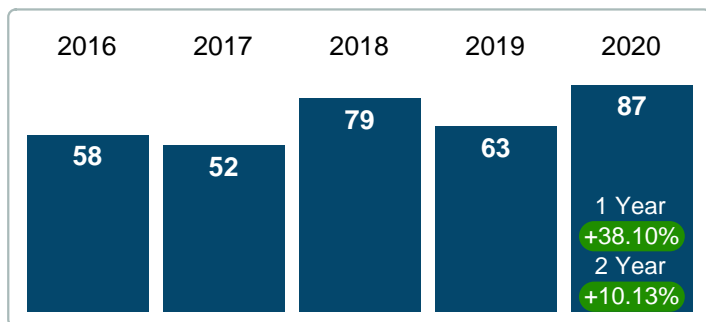
Area Delimited by County Of Cherokee



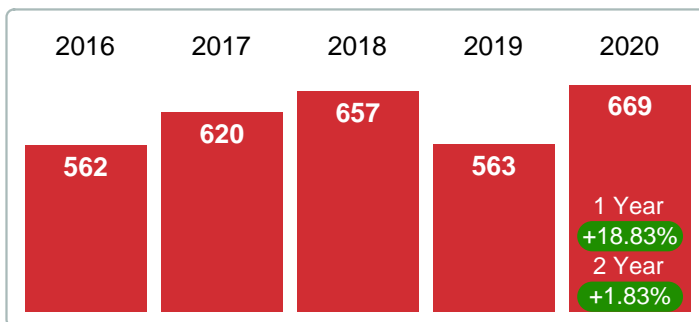
CLOSED LISTINGS

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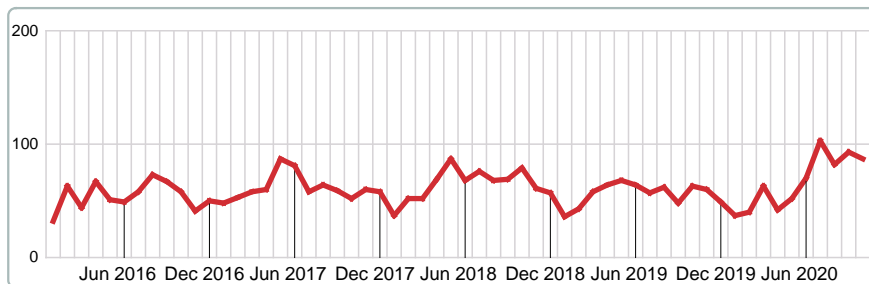
OCTOBER



YEAR TO DATE (YTD)

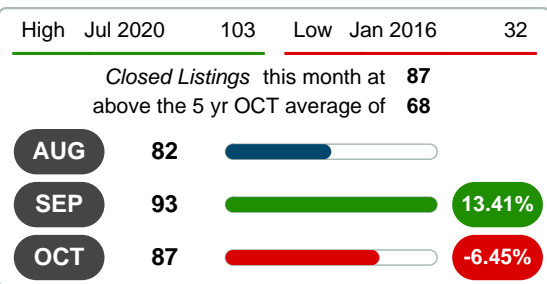


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



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	9.20%	70.8	8	0	0	0
\$25,001 - \$50,000	7	8.05%	59.7	5	2	0	0
\$50,001 - \$100,000	16	18.39%	45.2	11	5	0	0
\$100,001 - \$175,000	19	21.84%	36.4	4	13	2	0
\$175,001 - \$225,000	12	13.79%	58.8	1	8	3	0
\$225,001 - \$375,000	16	18.39%	67.6	3	7	5	1
\$375,001 and up	9	10.34%	97.6	2	3	3	1
Total Closed Units	87			34	38	13	2
Total Closed Volume	15,775,221	100%	58.2	3.75M	6.93M	4.21M	888.00K
Average Closed Price	\$181,324			\$110,246	\$182,388	\$323,700	\$444,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2020



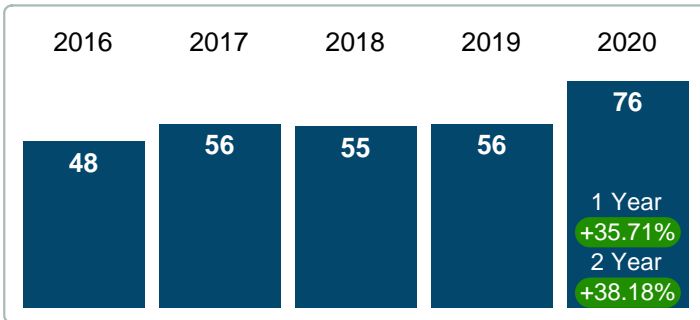
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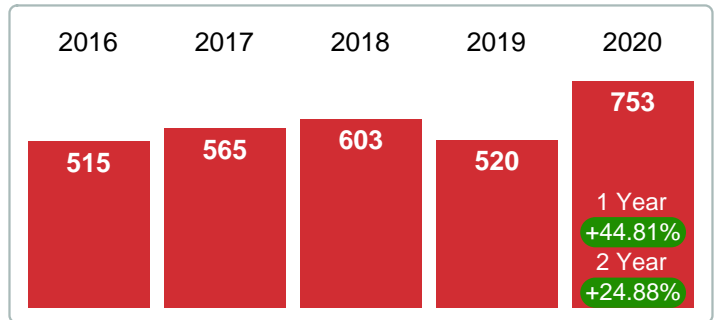
PENDING LISTINGS

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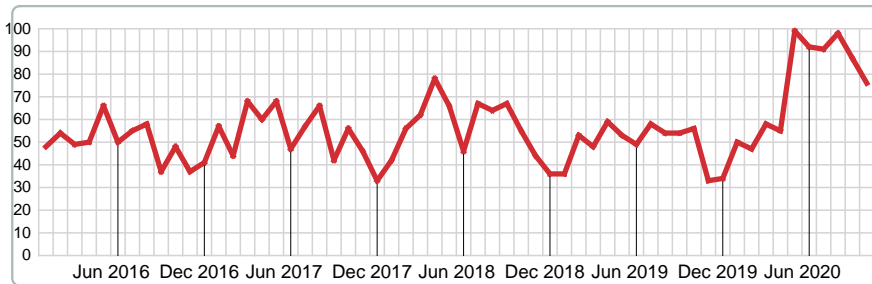
OCTOBER



YEAR TO DATE (YTD)

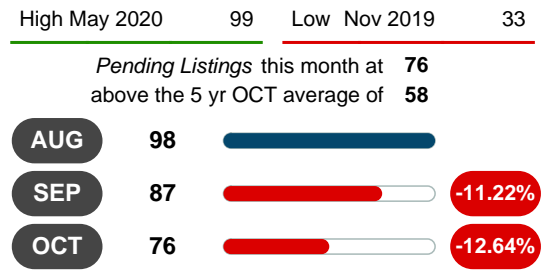


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 58



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.89%	133.2	6	0	0	0
\$25,001 - \$75,000	13	17.11%	65.1	11	2	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	20	26.32%	47.8	7	11	1	1
\$125,001 - \$175,000	17	22.37%	52.1	5	11	1	0
\$175,001 - \$225,000	7	9.21%	12.1	1	5	1	0
\$225,001 and up	13	17.11%	47.7	0	7	3	3
Total Pending Units	76			30	36	6	4
Total Pending Volume	11,109,150	100%	23.0	2.27M	6.26M	1.19M	1.38M
Average Listing Price	\$180,000			\$75,763	\$173,968	\$198,267	\$345,950

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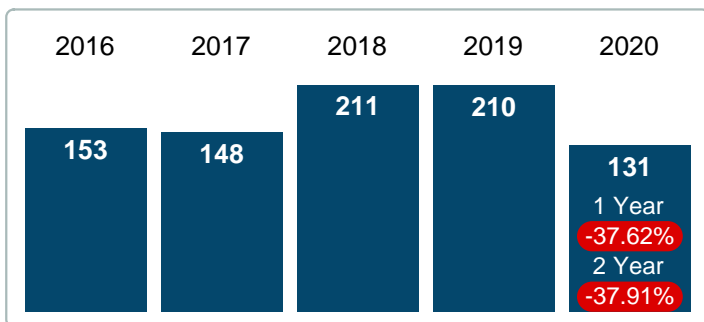
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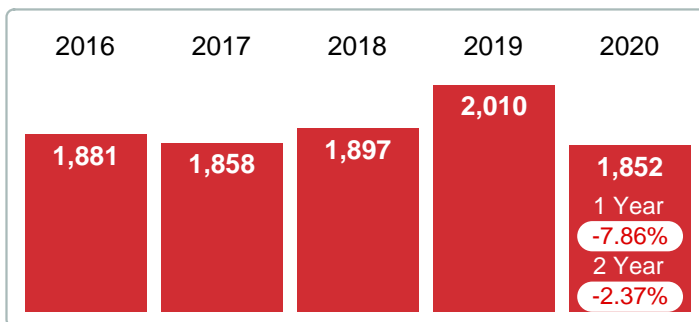
NEW LISTINGS

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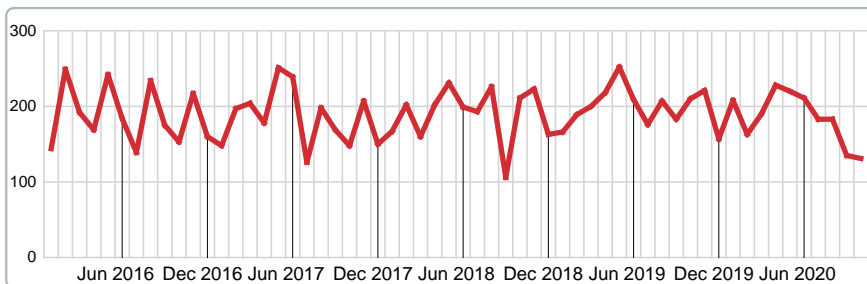
OCTOBER



YEAR TO DATE (YTD)

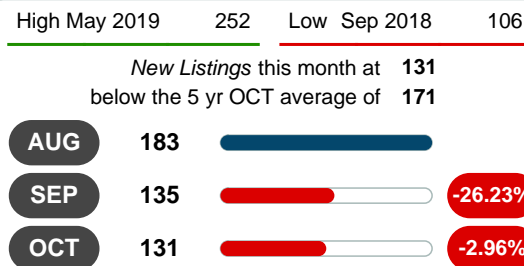


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 171



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$25,000	39	29.77%	37	2	0	0
\$25,001-\$125,000	37	28.24%	28	8	1	0
\$125,001-\$175,000	14	10.69%	5	6	3	0
\$175,001-\$325,000	26	19.85%	8	17	1	0
\$325,001 and up	15	11.45%	8	5	2	0
Total New Listed Units	131		86	38	7	0
Total New Listed Volume	20,211,989	100%	10.54M	7.69M	1.98M	0.00B
Average New Listed Listing Price	\$230,833		\$122,550	\$202,439	\$282,857	\$0

October 2020



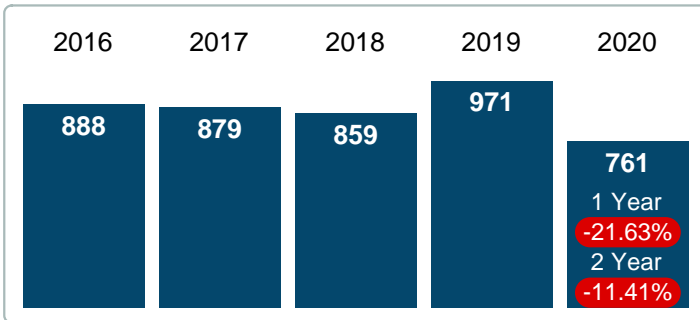
Area Delimited by County Of Cherokee



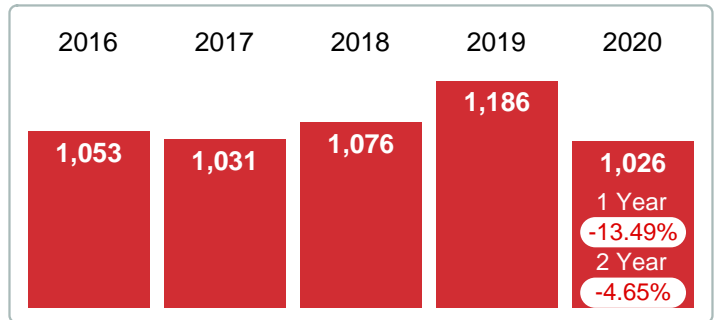
ACTIVE INVENTORY

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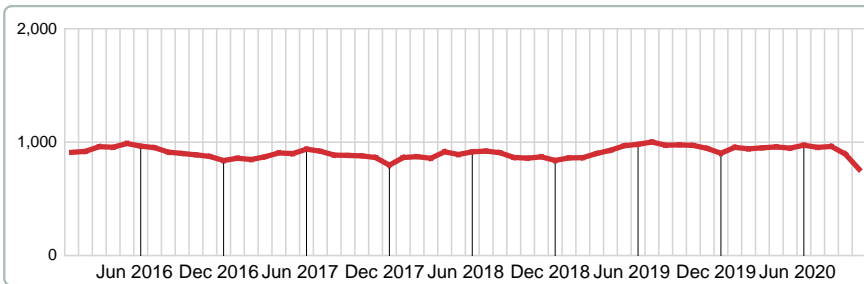
END OF OCTOBER



ACTIVE DURING OCTOBER

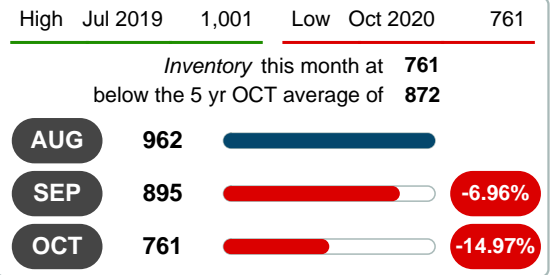


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 872



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	70	9.20%	101.2	56	14	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$20,000	132	17.35%	143.2	132	0	0	0
\$20,001 - \$50,000	208	27.33%	114.7	208	0	0	0
\$50,001 - \$140,000	176	23.13%	121.4	155	18	3	0
\$140,001 - \$340,000	98	12.88%	85.3	44	38	12	4
\$340,001 and up	77	10.12%	108.2	45	14	12	6
Total Active Inventory by Units			761	640	84	27	10
Total Active Inventory by Volume			106,773,758	72.78M	17.20M	9.98M	6.83M
Average Active Inventory Listing Price			\$140,307	\$113,711	\$204,706	\$369,493	\$682,690

October 2020



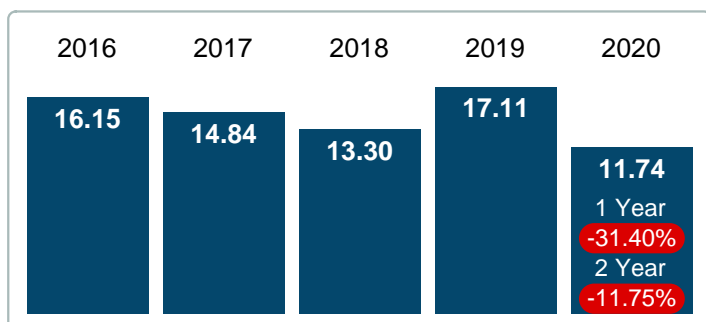
Area Delimited by County Of Cherokee



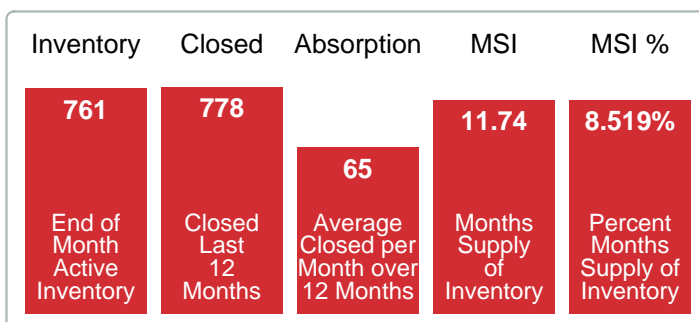
MONTHS SUPPLY of INVENTORY (MSI)

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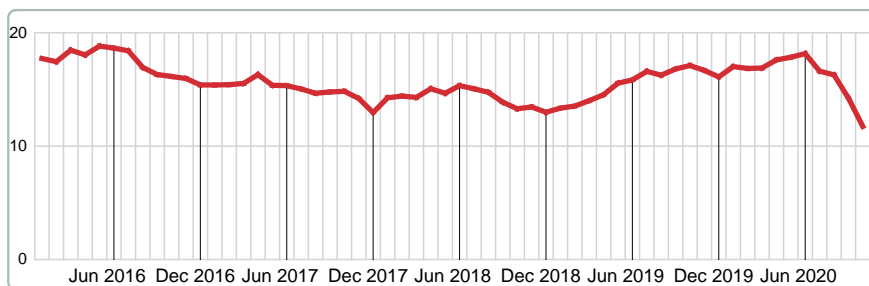
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

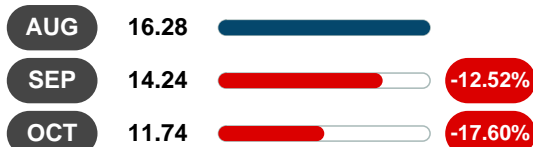


3 MONTHS

5 year OCT AVG = 14.63

High May 2016 18.82 Low Oct 2020 11.74

Months Supply this month at 11.74 below the 5 yr OCT average of 14.63



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	70	9.20%	21.00	21.00	28.00	0.00	0.00
\$10,001 - \$10,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	132	17.35%	31.06	32.33	0.00	0.00	0.00
\$20,001 - \$50,000	208	27.33%	31.20	43.03	0.00	0.00	0.00
\$50,001 - \$140,000	176	23.13%	8.22	19.79	1.55	1.57	0.00
\$140,001 - \$340,000	98	12.88%	4.04	12.88	2.68	2.25	3.00
\$340,001 and up	77	10.12%	15.66	31.76	12.00	8.00	7.20
Market Supply of Inventory (MSI)			11.74	26.39	2.88	2.95	4.44
Total Active Inventory by Units		100%	11.74	640	84	27	10

October 2020



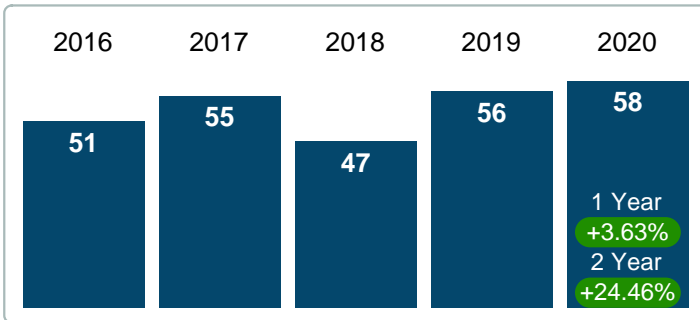
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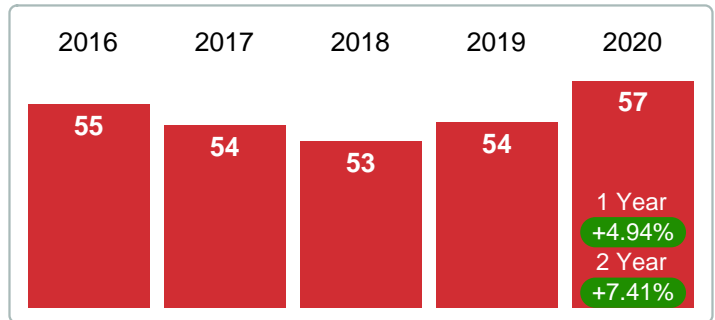
AVERAGE DAYS ON MARKET TO SALE

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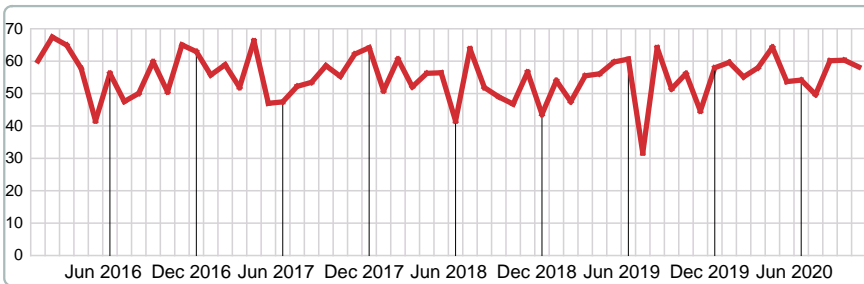
OCTOBER



YEAR TO DATE (YTD)

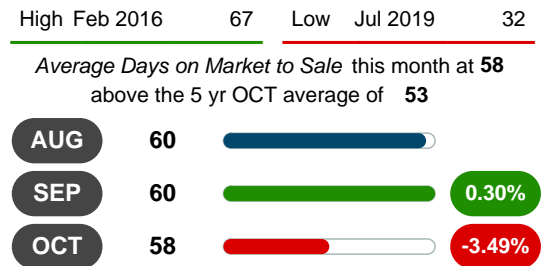


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53



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	9.20%	71	71	0	0	0
\$25,001 - \$50,000	8.05%	60	72	29	0	0
\$50,001 - \$100,000	18.39%	45	49	36	0	0
\$100,001 - \$175,000	21.84%	36	67	28	26	0
\$175,001 - \$225,000	13.79%	59	25	45	107	0
\$225,001 - \$375,000	18.39%	68	45	51	92	132
\$375,001 and up	10.34%	98	167	49	119	43
Average Closed DOM		58	66	39	91	88
Total Closed Units	100%	87	34	38	13	2
Total Closed Volume		15,775,221	3.75M	6.93M	4.21M	888.00K

October 2020



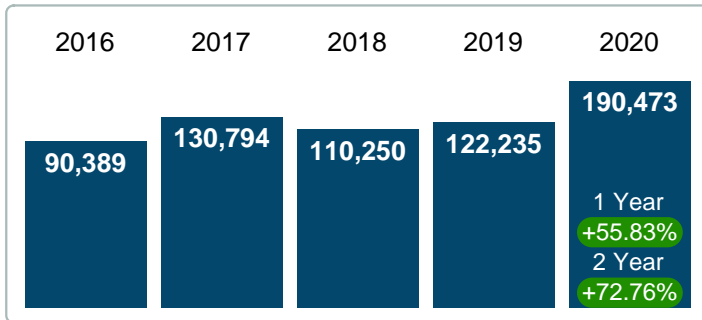
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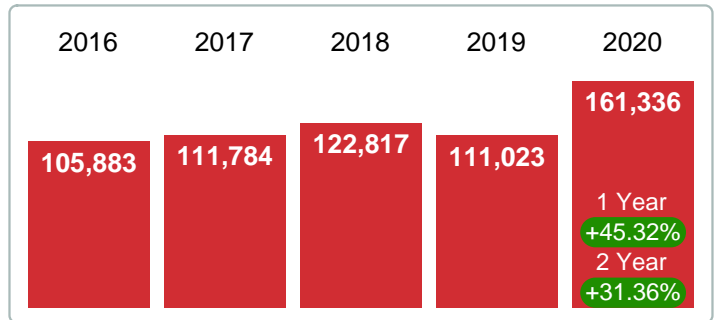
AVERAGE LIST PRICE AT CLOSING

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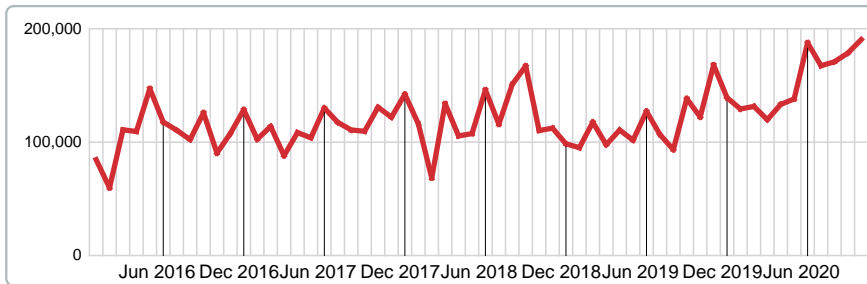
OCTOBER



YEAR TO DATE (YTD)

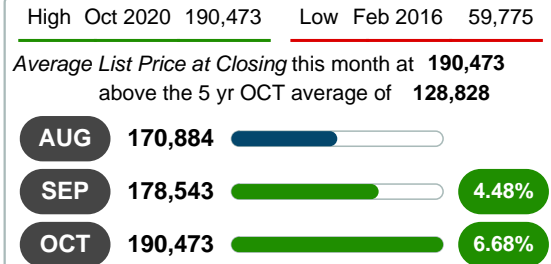


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128,828



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	6	6.90%	18,200	21,400	0	0	0
\$25,001 - \$50,000	7	8.05%	36,957	41,450	49,450	0	0
\$50,001 - \$100,000	17	19.54%	74,756	77,782	82,160	0	0
\$100,001 - \$175,000	22	25.29%	138,618	148,375	134,254	128,000	0
\$175,001 - \$225,000	10	11.49%	202,664	189,000	193,930	212,000	0
\$225,001 - \$375,000	15	17.24%	285,967	313,133	274,814	292,280	364,000
\$375,001 and up	10	11.49%	556,670	546,450	457,300	704,633	589,000
Average List Price			190,473	119,084	186,896	343,638	476,500
Total Closed Units		100%	190,473	34	38	13	2
Total Closed Volume			16,571,190	4.05M	7.10M	4.47M	953.00K

October 2020



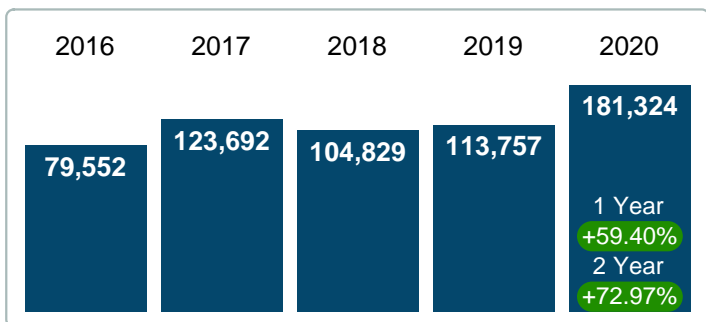
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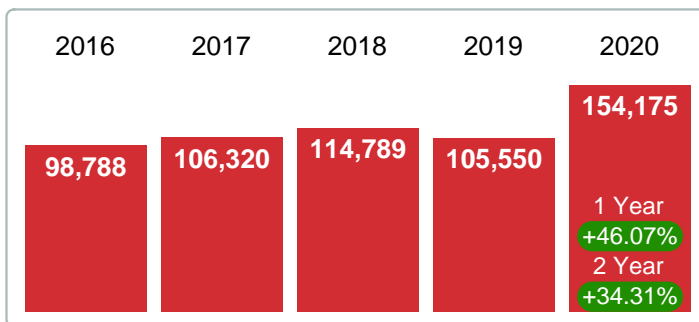
AVERAGE SOLD PRICE AT CLOSING

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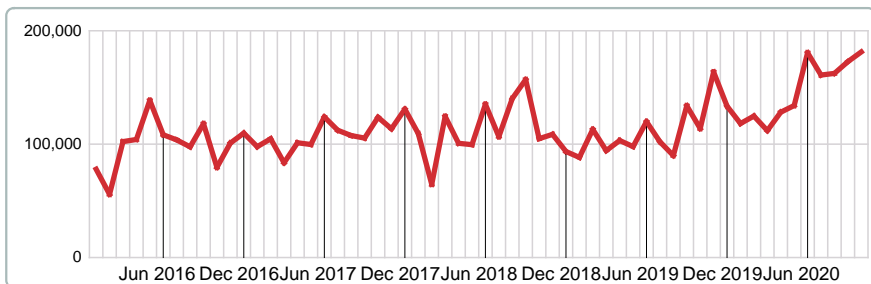
OCTOBER



YEAR TO DATE (YTD)

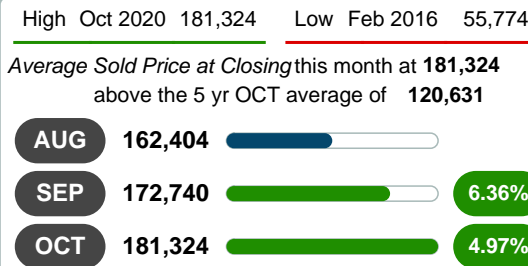


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 120,631



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	9.20%	15,313	15,313	0	0	0
\$25,001 - \$50,000	7	8.05%	35,661	34,425	38,750	0	0
\$50,001 - \$100,000	16	18.39%	73,800	73,891	73,600	0	0
\$100,001 - \$175,000	19	21.84%	132,939	142,625	131,680	121,750	0
\$175,001 - \$225,000	12	13.79%	196,408	179,000	193,800	209,167	0
\$225,001 - \$375,000	16	18.39%	281,634	280,517	266,000	287,920	363,000
\$375,001 and up	9	10.34%	537,044	524,950	453,667	632,500	525,000
Average Sold Price			181,324	110,246	182,388	323,700	444,000
Total Closed Units		100%	181,324	34	38	13	2
Total Closed Volume			15,775,221	3.75M	6.93M	4.21M	888.00K

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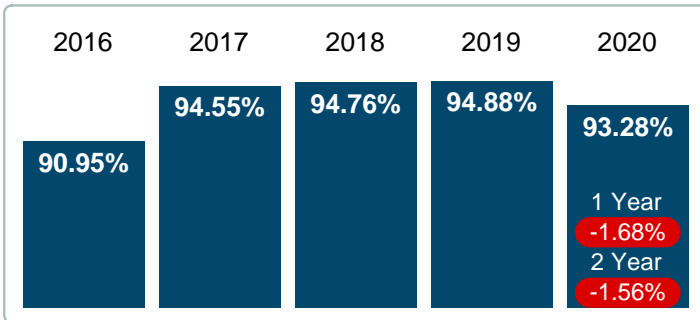
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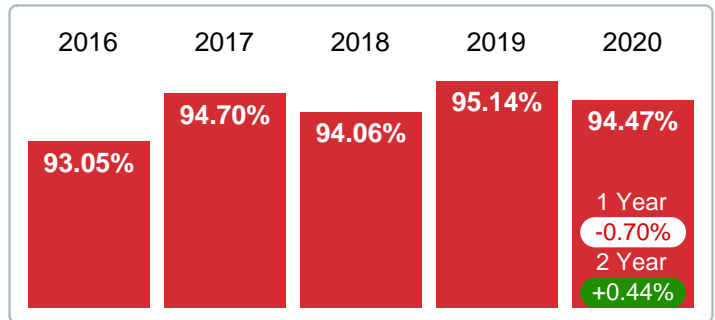
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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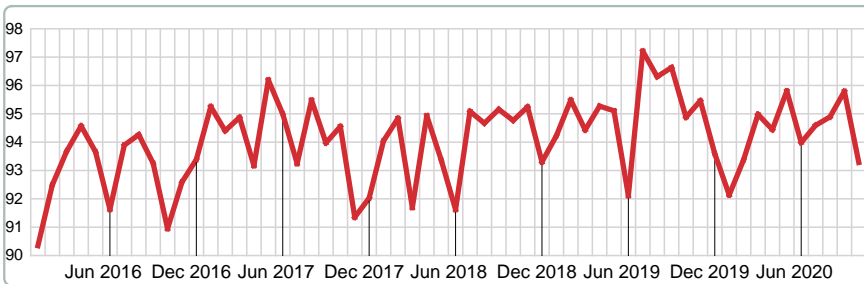
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

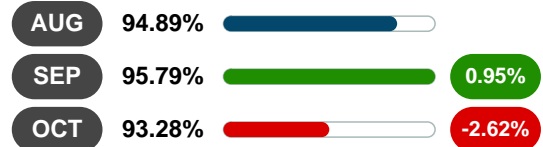


3 MONTHS

5 year OCT AVG = 93.69%

High Jul 2019 97.21% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **93.28%**
below the 5 yr OCT average of **93.69%**



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	9.20%	75.29%	75.29%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	7	8.05%	83.27%	85.20%	78.44%	0.00%	0.00%
\$50,001 - \$100,000	16	18.39%	93.52%	95.53%	89.09%	0.00%	0.00%
\$100,001 - \$175,000	19	21.84%	97.27%	95.71%	98.07%	95.16%	0.00%
\$175,001 - \$225,000	12	13.79%	99.39%	94.71%	100.25%	98.65%	0.00%
\$225,001 - \$375,000	16	18.39%	96.20%	89.41%	97.00%	98.46%	99.73%
\$375,001 and up	9	10.34%	94.89%	95.15%	99.10%	92.44%	89.13%
Average Sold/List Ratio		93.30%		88.68%	96.20%	96.61%	94.43%
Total Closed Units		87	100%	34	38	13	2
Total Closed Volume		15,775,221		3.75M	6.93M	4.21M	888.00K

October 2020



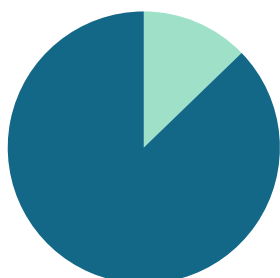
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

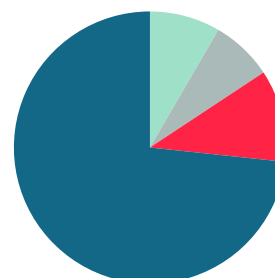


Inventory
 New Listings
131 = 12.77%
 Start Inventory
895
 Total Inventory Units
1,026
 Volume
\$147,082,423

Market Activity

Closed Sales
87 = 8.38%
 Pending Sales
76 = 7.32%
 Other Off Market
114 = 10.98%
 Active Inventory
761 = 73.31%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	63	87	38.10%	563	669	18.83%
Pending Sales	56	76	35.71%	520	753	44.81%
New Listings	210	131	-37.62%	2,010	1,852	-7.86%
Average List Price	122,235	190,473	55.83%	111,023	161,336	45.32%
Average Sale Price	113,757	181,324	59.40%	105,550	154,175	46.07%
Average Percent of Selling Price to List Price	94.88%	93.28%	-1.68%	95.14%	94.47%	-0.70%
Average Days on Market to Sale	56.16	58.20	3.63%	54.22	56.90	4.94%
Monthly Inventory	971	761	-21.63%	971	761	-21.63%
Months Supply of Inventory	17.11	11.74	-31.40%	17.11	11.74	-31.40%

Absorption: Last 12 months, an Average of **65** Sales/Month

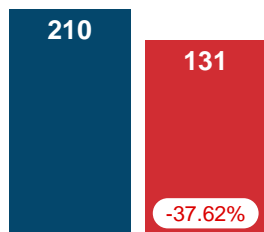
Inventory on October 31, 2020 = **761**

2019 **2020**

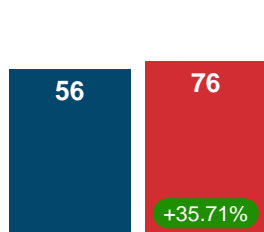
OCTOBER MARKET

AVERAGE PRICES

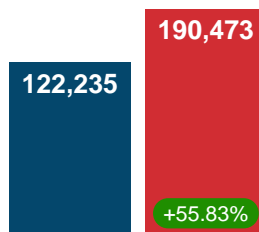
New Listings



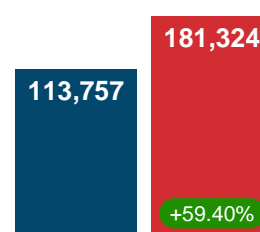
Pending Listings



List Price



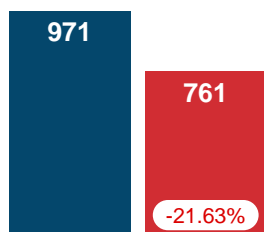
Sale Price



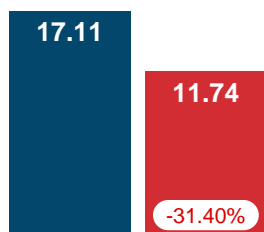
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

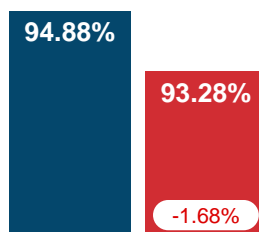
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

