



# September 2020

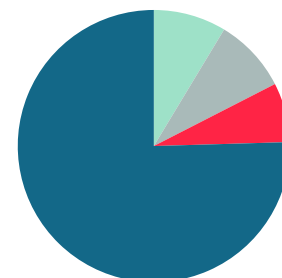
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	48	93	93.75%
Pending Listings	54	95	75.93%
New Listings	183	135	-26.23%
Median List Price	90,500	145,000	60.22%
Median Sale Price	90,117	140,000	55.35%
Median Percent of Selling Price to List Price	100.00%	98.26%	-1.74%
Median Days on Market to Sale	31.50	28.00	-11.11%
End of Month Inventory	976	812	-16.80%
Months Supply of Inventory	16.80	12.92	-23.09%



■ Closed (8.64%)  
■ Pending (8.83%)  
■ Other OffMarket (7.06%)  
■ Active (75.46%)

**Absorption:** Last 12 months, an Average of **63** Sales/Month  
**Active Inventory** as of September 30, 2020 = **812**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **16.80%** to 812 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **12.92** 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 **55.35%** in September 2020 to \$140,000 versus the previous year at \$90,117.

#### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 3.50 days or **11.11%** in September 2020 compared to last year's same month at **31.50** DOM.

#### Sales Success for September 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 135 New Listings in September 2020, down **26.23%** from last year at 183. Furthermore, there were 93 Closed Listings this month versus last year at 48, a **93.75%** increase.

Closed versus Listed trends yielded a **68.9%** ratio, up from previous year's, September 2019, at **26.2%**, a **162.64%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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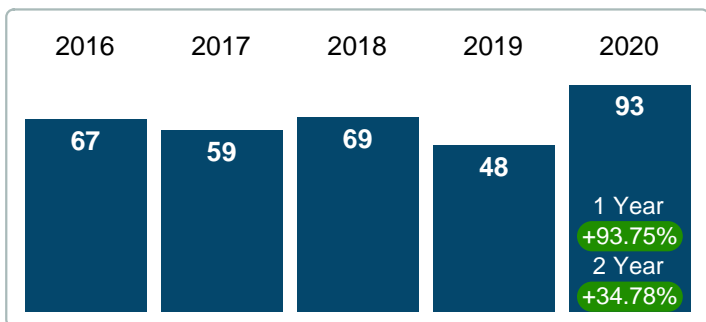
Area Delimited by County Of Cherokee



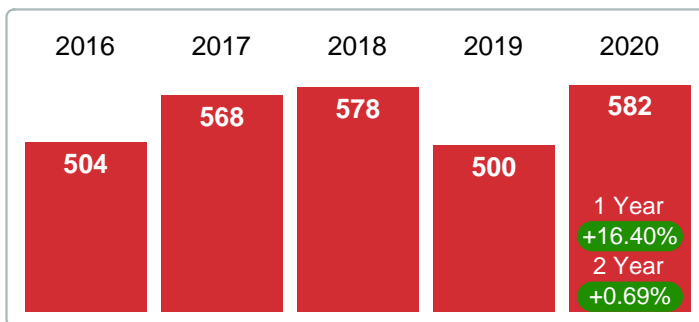
## CLOSED LISTINGS

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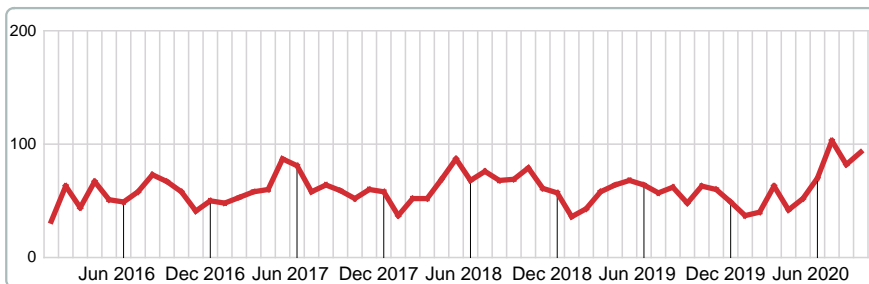
### SEPTEMBER



### YEAR TO DATE (YTD)

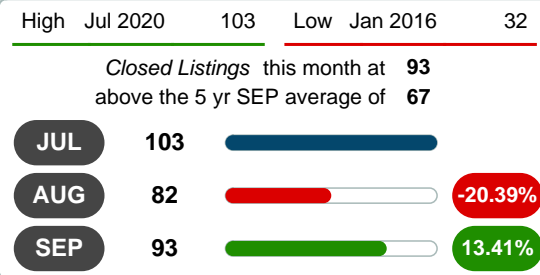


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	3.23%	126.0	3	0	0	0
\$10,001 - \$40,000	17	18.28%	39.0	16	1	0	0
\$40,001 - \$90,000	11	11.83%	21.0	6	4	1	0
\$90,001 - \$170,000	26	27.96%	15.5	7	18	1	0
\$170,001 - \$220,000	15	16.13%	27.0	0	12	3	0
\$220,001 - \$290,000	11	11.83%	49.0	2	6	2	1
\$290,001 and up	10	10.75%	92.0	1	4	4	1
<b>Total Closed Units</b>	<b>93</b>			<b>35</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>16,064,822</b>	<b>100%</b>	<b>28.0</b>	<b>3.84M</b>	<b>8.29M</b>	<b>3.05M</b>	<b>873.50K</b>
<b>Median Closed Price</b>	<b>\$140,000</b>			<b>\$31,000</b>	<b>\$169,900</b>	<b>\$235,000</b>	<b>\$436,750</b>

# September 2020

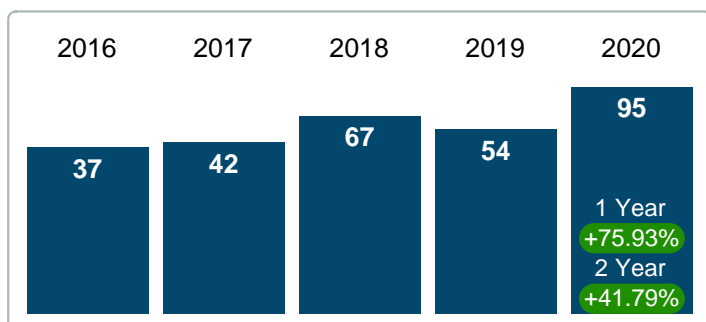
Area Delimited by County Of Cherokee



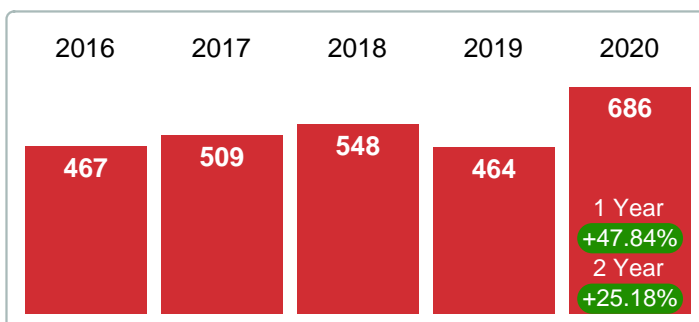
## PENDING LISTINGS

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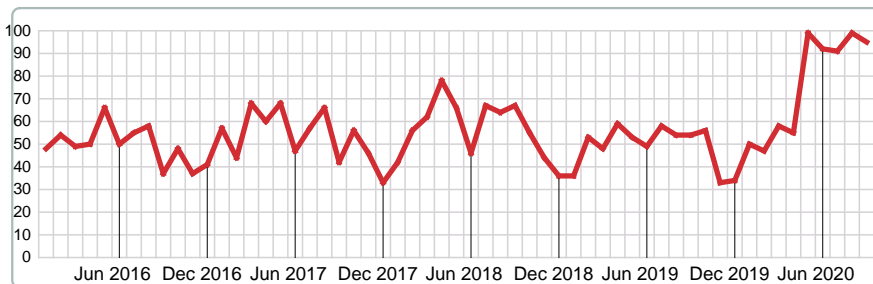
### SEPTEMBER



### YEAR TO DATE (YTD)

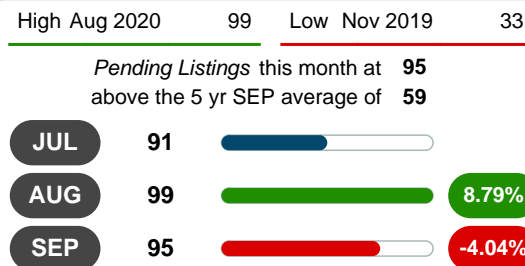


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP 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	5	5.26%	162.0	5	0	0	0
\$20,001 - \$60,000	16	16.84%	72.0	14	2	0	0
\$60,001 - \$100,000	14	14.74%	39.5	8	5	1	0
\$100,001 - \$180,000	24	25.26%	24.5	5	18	1	0
\$180,001 - \$240,000	12	12.63%	59.0	1	9	2	0
\$240,001 - \$390,000	13	13.68%	76.0	3	5	4	1
\$390,001 and up	11	11.58%	63.0	2	7	2	0
<b>Total Pending Units</b>	<b>95</b>			<b>38</b>	<b>46</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,347,550</b>	<b>100%</b>	<b>57.0</b>	<b>4.95M</b>	<b>9.52M</b>	<b>2.55M</b>	<b>325.00K</b>
<b>Median Listing Price</b>	<b>\$139,900</b>			<b>\$58,950</b>	<b>\$167,400</b>	<b>\$246,300</b>	<b>\$325,000</b>



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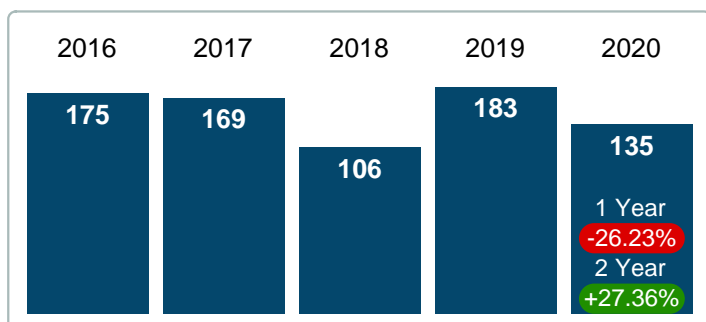
Area Delimited by County Of Cherokee



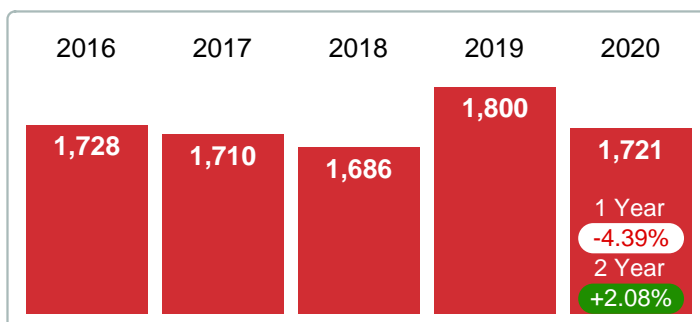
## NEW LISTINGS

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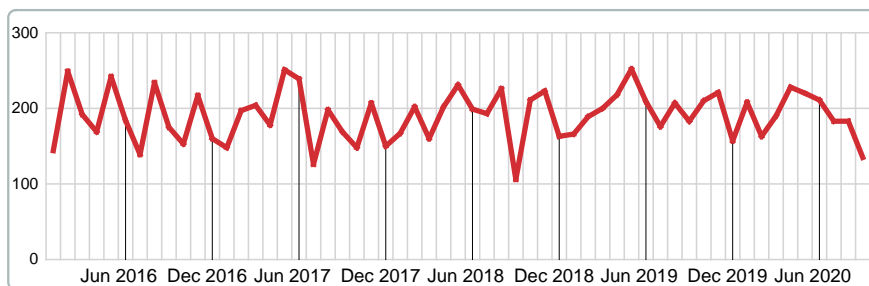
### SEPTEMBER



### YEAR TO DATE (YTD)

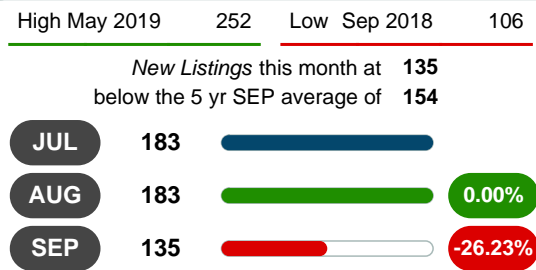


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 154



### 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	11	8.15%	8	3	0	0
\$10,001 - \$20,000	14	10.37%	14	0	0	0
\$20,001 - \$30,000	14	10.37%	14	0	0	0
\$30,001 - \$120,000	45	33.33%	35	10	0	0
\$120,001 - \$200,000	20	14.81%	3	16	1	0
\$200,001 - \$380,000	17	12.59%	5	6	5	1
\$380,001 and up	14	10.37%	5	7	2	0
<b>Total New Listed Units</b>	<b>135</b>		<b>84</b>	<b>42</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>25,631,317</b>	<b>100%</b>	<b>13.66M</b>	<b>8.93M</b>	<b>2.79M</b>	<b>239.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$60,000</b>		<b>\$35,000</b>	<b>\$168,900</b>	<b>\$251,300</b>	<b>\$239,900</b>



# September 2020

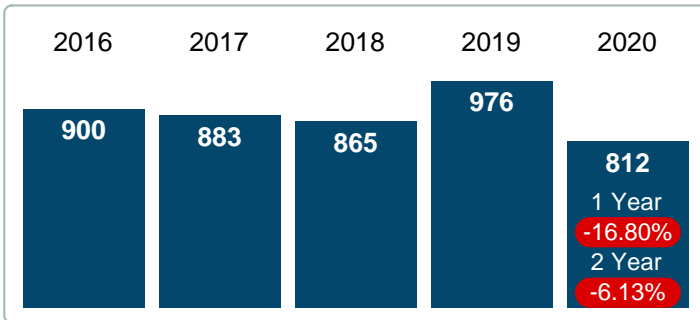
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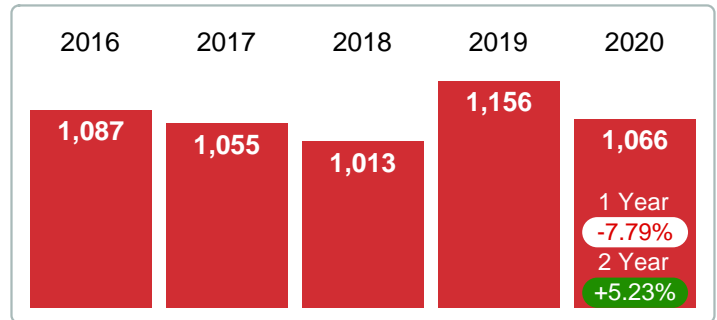
## ACTIVE INVENTORY

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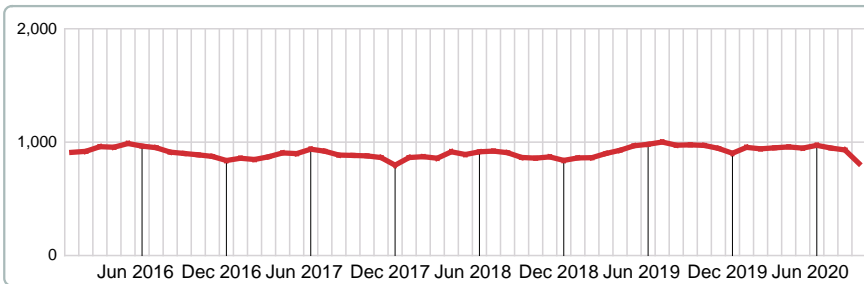
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

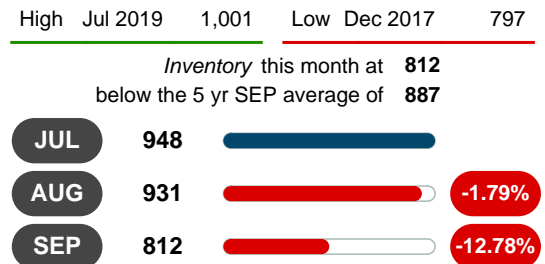


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 887



### 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	59	7.27%	82.0	45	14	0	0
\$10,001 - \$10,000	0	0.00%	82.0	0	0	0	0
\$10,001 - \$20,000	163	20.07%	164.0	163	0	0	0
\$20,001 - \$60,000	284	34.98%	101.0	280	4	0	0
\$60,001 - \$130,000	115	14.16%	83.0	96	16	2	1
\$130,001 - \$340,000	110	13.55%	76.5	45	45	15	5
\$340,001 and up	81	9.98%	111.0	49	13	13	6
Total Active Inventory by Units		812		678	92	30	12
Total Active Inventory by Volume		111,783,431	100%	75.88M	17.57M	10.85M	7.48M
Median Active Inventory Listing Price		\$45,000		\$35,000	\$151,900	\$287,000	\$392,400



# September 2020

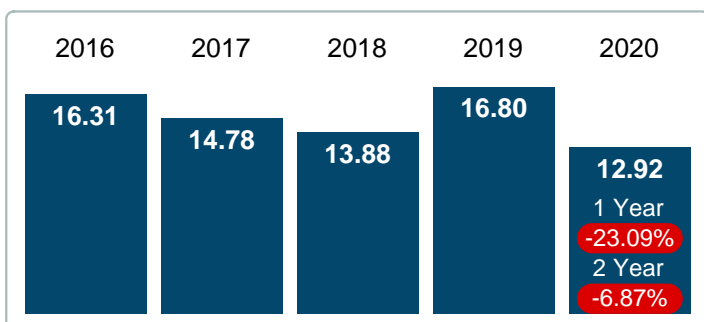
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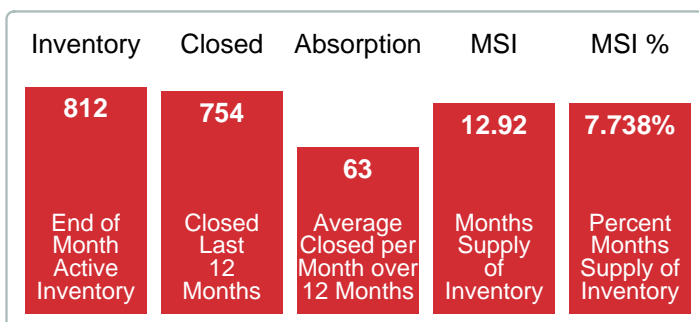
## MONTHS SUPPLY of INVENTORY (MSI)

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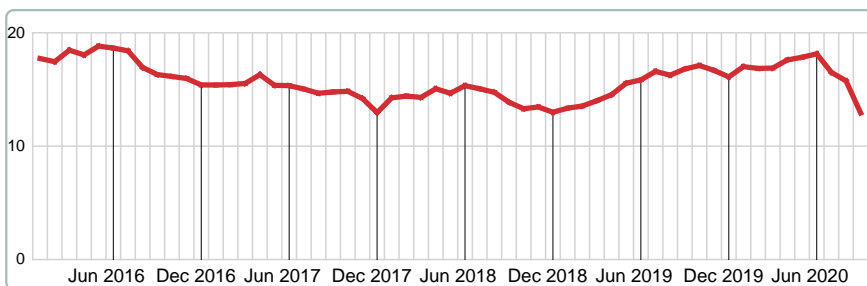
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

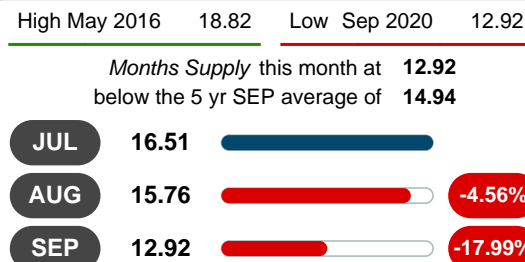


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 14.94



### 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	59	7.27%	13.62	13.85	18.67	0.00	0.00
\$10,001 - \$10,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	163	20.07%	42.52	45.49	0.00	0.00	0.00
\$20,001 - \$60,000	284	34.98%	34.08	46.03	2.18	0.00	0.00
\$60,001 - \$130,000	115	14.16%	6.63	16.23	1.61	1.41	12.00
\$130,001 - \$340,000	110	13.55%	4.40	12.27	3.05	2.90	3.53
\$340,001 and up	81	9.98%	20.25	39.20	14.18	12.00	8.00
Market Supply of Inventory (MSI)			12.92	28.55	3.24	3.56	5.33
Total Active Inventory by Units		100%	12.92	678	92	30	12



# September 2020

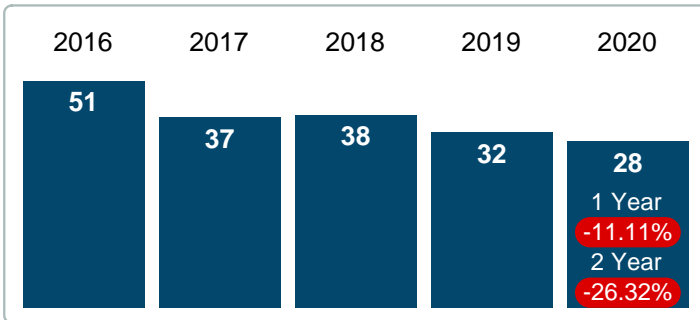
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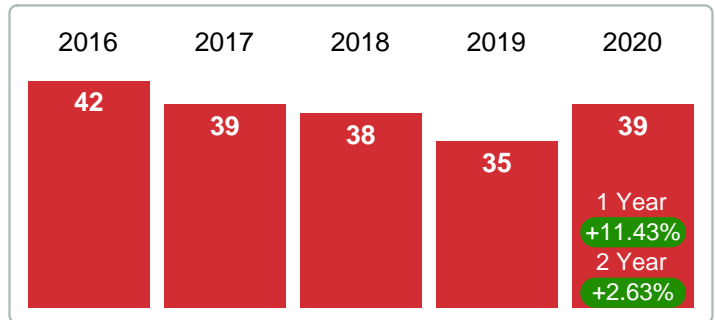
## MEDIAN DAYS ON MARKET TO SALE

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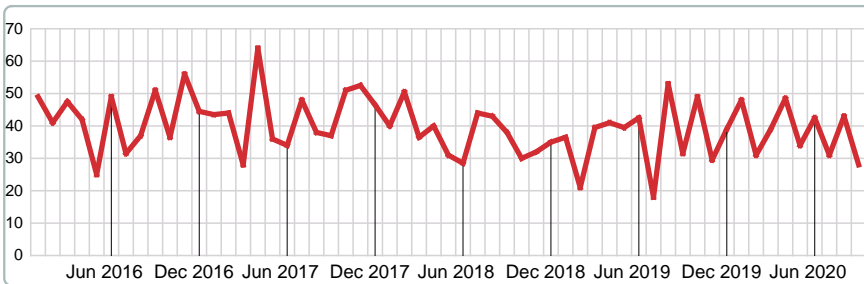
### SEPTEMBER



### YEAR TO DATE (YTD)

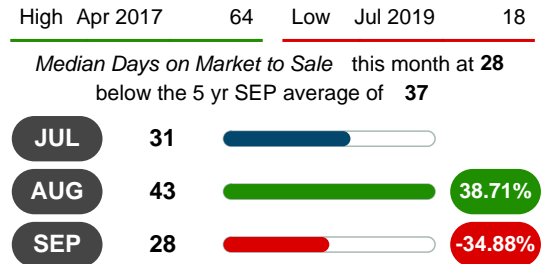


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### 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
\$10,000 and less	3	3.23%	126	126	0	0	0
\$10,001 - \$40,000	17	18.28%	39	34	106	0	0
\$40,001 - \$90,000	11	11.83%	21	17	18	45	0
\$90,001 - \$170,000	26	27.96%	16	9	20	4	0
\$170,001 - \$220,000	15	16.13%	27	0	43	3	0
\$220,001 - \$290,000	11	11.83%	49	164	52	9	7
\$290,001 and up	10	10.75%	92	76	170	22	143
Median Closed DOM			28	45	44	12	75
Total Closed Units		100%	28.0	35	45	11	2
Total Closed Volume			16,064,822	3.84M	8.29M	3.05M	873.50K



# September 2020

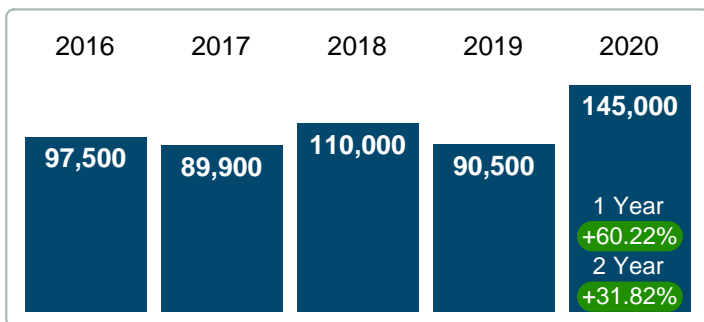
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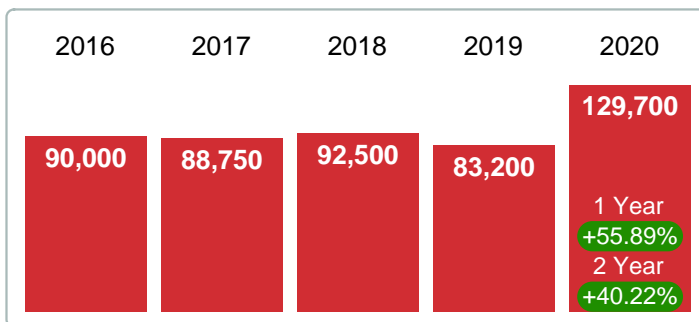
## MEDIAN LIST PRICE AT CLOSING

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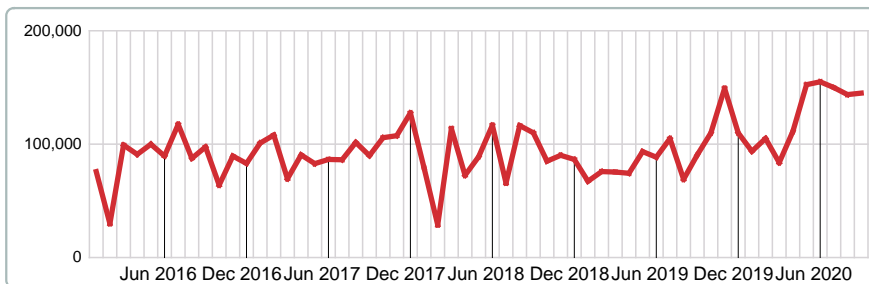
### SEPTEMBER



### YEAR TO DATE (YTD)

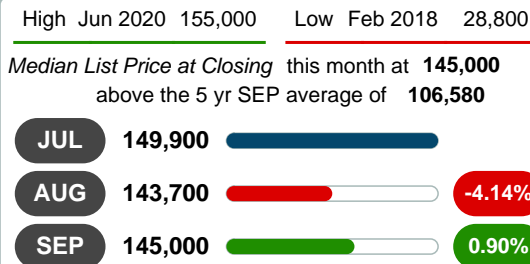


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 106,580



### 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
\$10,000 and less	1	1.08%	4,500	4,500	0	0	0
\$10,001 - \$40,000	19	20.43%	20,000	20,000	28,000	0	0
\$40,001 - \$90,000	11	11.83%	79,900	65,900	81,250	84,300	0
\$90,001 - \$170,000	27	29.03%	135,000	120,760	145,000	0	0
\$170,001 - \$220,000	12	12.90%	191,400	0	189,900	192,900	0
\$220,001 - \$290,000	12	12.90%	250,000	0	245,000	262,500	265,500
\$290,001 and up	11	11.83%	449,000	325,000	359,000	459,450	648,000
Median List Price			145,000	32,000	167,900	245,000	456,750
Total Closed Units		100%	145,000	35	45	11	2
Total Closed Volume			16,604,470	4.03M	8.48M	3.18M	913.50K





# September 2020

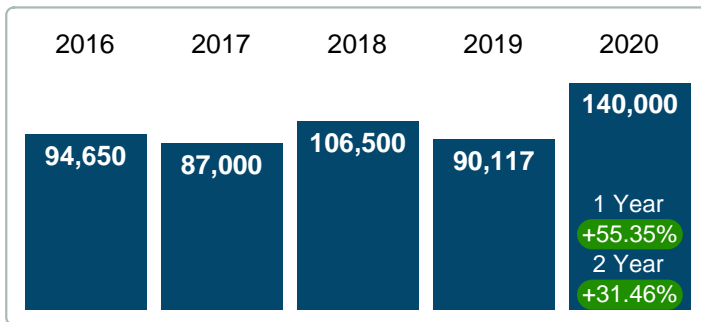
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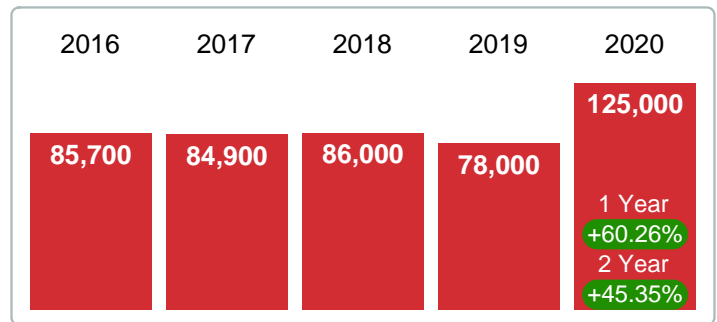
## MEDIAN SOLD PRICE AT CLOSING

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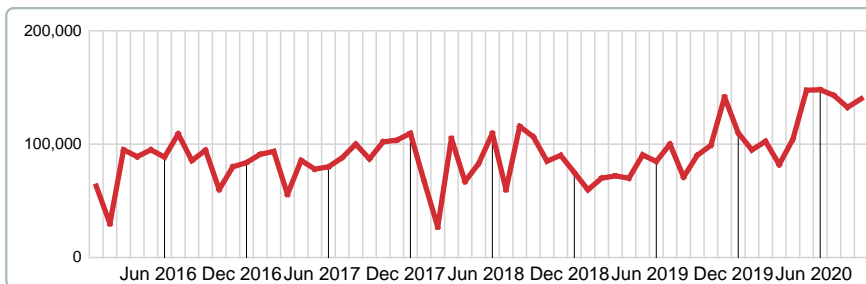
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

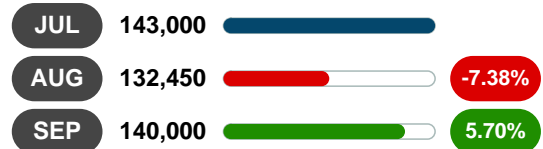


### 3 MONTHS

5 year SEP AVG = 103,653

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

Median Sold Price at Closing this month at **140,000** above the 5 yr SEP average of **103,653**



### 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
\$10,000 and less	3.23%	9,125	9,125	0	0	0
\$10,001 - \$40,000	18.28%	20,000	20,000	26,400	0	0
\$40,001 - \$90,000	11.83%	75,000	70,450	81,750	75,000	0
\$90,001 - \$170,000	27.96%	129,950	110,000	135,000	92,000	0
\$170,001 - \$220,000	16.13%	198,000	0	193,250	198,400	0
\$220,001 - \$290,000	11.83%	255,000	273,191	241,750	257,500	258,500
\$290,001 and up	10.75%	425,000	1,709,425	354,450	425,000	615,000
<b>Median Sold Price</b>		<b>140,000</b>	<b>31,000</b>	<b>169,900</b>	<b>235,000</b>	<b>436,750</b>
<b>Total Closed Units</b>		<b>93</b>	<b>35</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>16,064,822</b>	<b>3.84M</b>	<b>8.29M</b>	<b>3.05M</b>	<b>873.50K</b>

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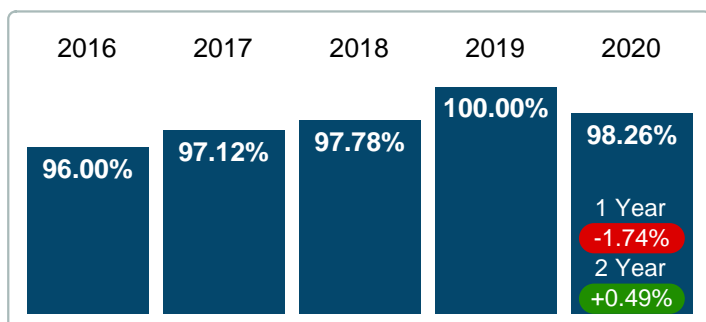
Area Delimited by County Of Cherokee



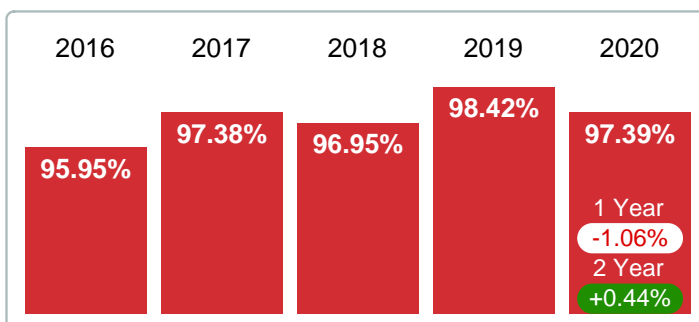
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 12, 2020 for MLS Technology Inc.

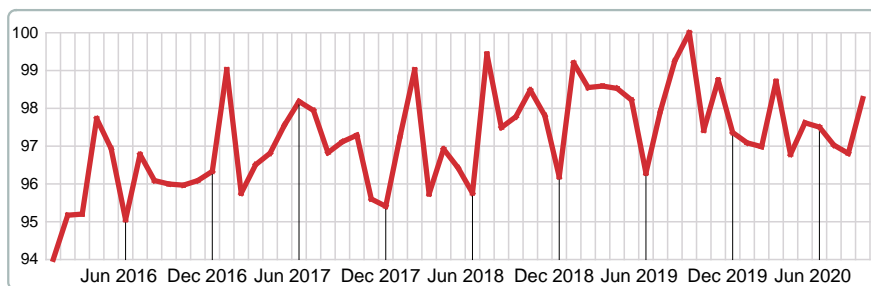
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

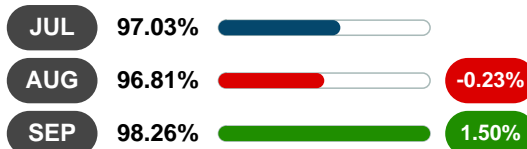


### 3 MONTHS

5 year SEP AVG = 97.83%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **98.26%**  
equal to 5 yr SEP average of **97.83%**



### 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
\$10,000 and less	3	3.23%	86.90%	86.90%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	17	18.28%	94.29%	94.41%	94.29%	0.00%	0.00%
\$40,001 - \$90,000	11	11.83%	93.87%	92.25%	98.36%	93.87%	0.00%
\$90,001 - \$170,000	26	27.96%	100.00%	100.00%	99.59%	103.72%	0.00%
\$170,001 - \$220,000	15	16.13%	99.53%	0.00%	99.42%	99.53%	0.00%
\$220,001 - \$290,000	11	11.83%	97.36%	88.24%	98.76%	97.96%	97.36%
\$290,001 and up	10	10.75%	98.18%	100.55%	100.00%	95.51%	94.91%
Median Sold/List Ratio		98.26%		93.25%	99.59%	96.36%	96.14%
Total Closed Units		93	100%	35	45	11	2
Total Closed Volume		16,064,822		3.84M	8.29M	3.05M	873.50K



# September 2020

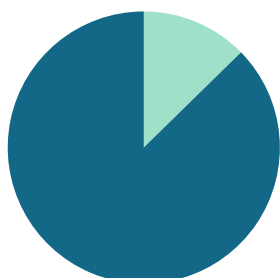
Area Delimited by County Of Cherokee



## MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

### INVENTORY



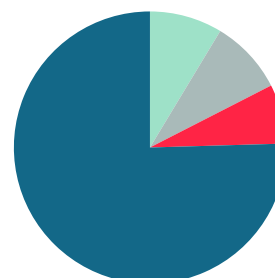
**Inventory**

- New Listings **135 = 12.66%**
- Start Inventory **931**
- Total Inventory Units **1,066**
- Volume **\$159,065,788**

### Market Activity

- Closed Sales **93 = 8.64%**
- Pending Sales **95 = 8.83%**
- Other Off Market **76 = 7.06%**
- Active Inventory **812 = 75.46%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	93	93.75%	500	582	16.40%
Pending Sales	54	95	75.93%	464	686	47.84%
New Listings	183	135	-26.23%	1,800	1,721	-4.39%
Median List Price	90,500	145,000	60.22%	83,200	129,700	55.89%
Median Sale Price	90,117	140,000	55.35%	78,000	125,000	60.26%
Median Percent of Selling Price to List Price	100.00%	98.26%	-1.74%	98.42%	97.39%	-1.06%
Median Days on Market to Sale	31.50	28.00	-11.11%	35.00	39.00	11.43%
Monthly Inventory	976	812	-16.80%	976	812	-16.80%
Months Supply of Inventory	16.80	12.92	-23.09%	16.80	12.92	-23.09%

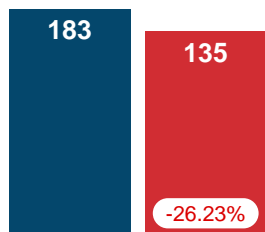
**Absorption:** Last 12 months, an Average of **63** Sales/Month

**Inventory** on September 30, 2020 = **812** 2019 2020

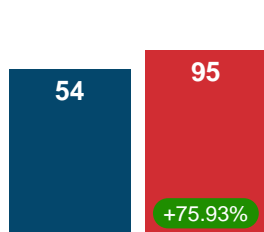
### SEPTEMBER MARKET

### MEDIAN PRICES

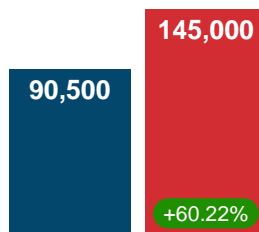
#### New Listings



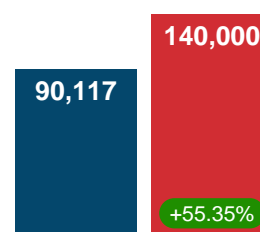
#### Pending Listings



#### List Price



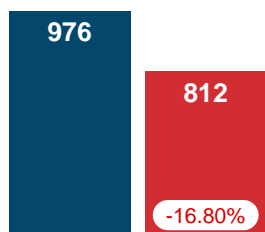
#### Sale Price



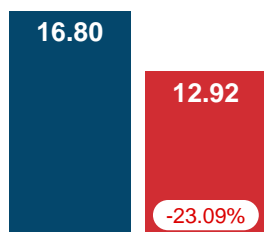
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

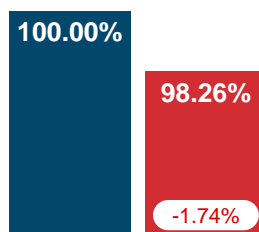
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

