

April 2020



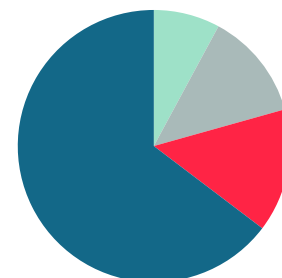
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	37	29	-21.62%
Pending Listings	43	47	9.30%
New Listings	91	81	-10.99%
Average List Price	151,888	157,676	3.81%
Average Sale Price	144,814	153,807	6.21%
Average Percent of Selling Price to List Price	95.43%	95.56%	0.13%
Average Days on Market to Sale	54.19	54.10	-0.16%
End of Month Inventory	255	238	-6.67%
Months Supply of Inventory	5.90	6.55	11.10%



■ Closed (7.88%)
■ Pending (12.77%)
■ Other OffMarket (14.67%)
■ Active (64.67%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of April 30, 2020 = **238**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **6.67%** to 238 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **6.55** 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 **6.21%** in April 2020 to \$153,807 versus the previous year at \$144,814.

Average Days on Market Shortens

The average number of **54.10** days that homes spent on the market before selling decreased by 0.09 days or **0.16%** in April 2020 compared to last year's same month at **54.19** DOM.

Sales Success for April 2020 is Positive

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

There were 81 New Listings in April 2020, down **10.99%** from last year at 91. Furthermore, there were 29 Closed Listings this month versus last year at 37, a **-21.62%** decrease.

Closed versus Listed trends yielded a **35.8%** ratio, down from previous year's, April 2019, at **40.7%**, a **11.95%** downswing. This will certainly create pressure on a decreasing Monthly 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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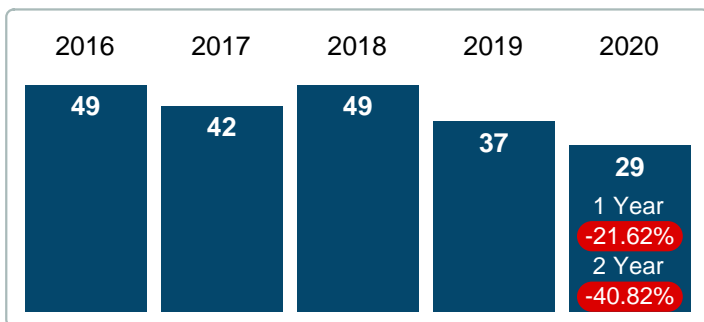
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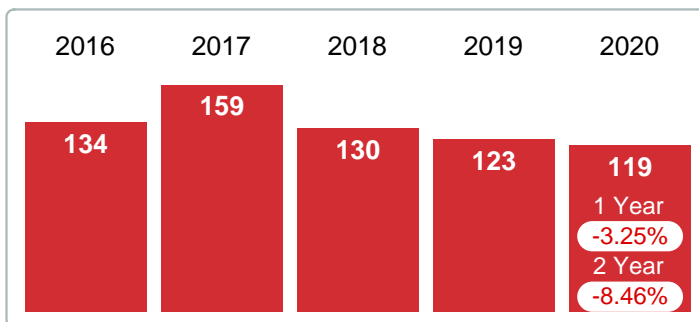
CLOSED LISTINGS

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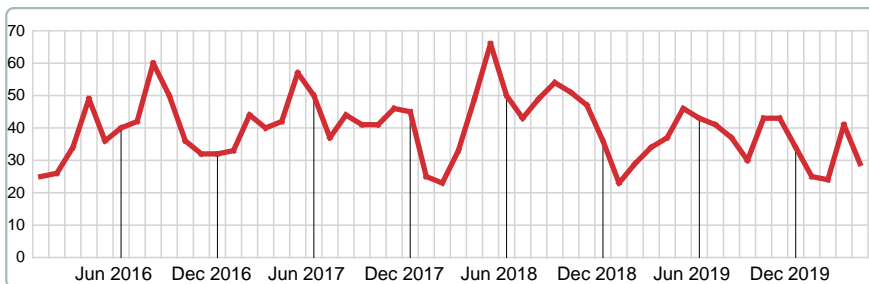
APRIL



YEAR TO DATE (YTD)

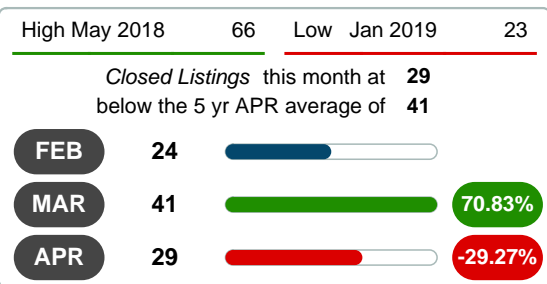


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 41



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	1	3.45%	84.0	0	1	0	0
\$25,001 - \$75,000	4	13.79%	73.0	2	2	0	0
\$75,001 - \$100,000	3	10.34%	21.3	0	3	0	0
\$100,001 - \$175,000	9	31.03%	58.8	0	7	2	0
\$175,001 - \$200,000	4	13.79%	53.0	0	2	1	1
\$200,001 - \$275,000	4	13.79%	21.0	0	4	0	0
\$275,001 and up	4	13.79%	76.0	0	0	0	4
Total Closed Units	29			2	19	3	5
Total Closed Volume	4,460,394	100%	54.1	100.90K	2.50M	440.00K	1.42M
Average Closed Price	\$153,807			\$50,450	\$131,452	\$146,667	\$284,380

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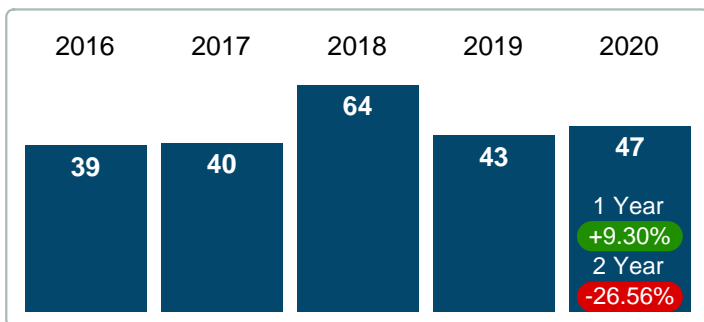
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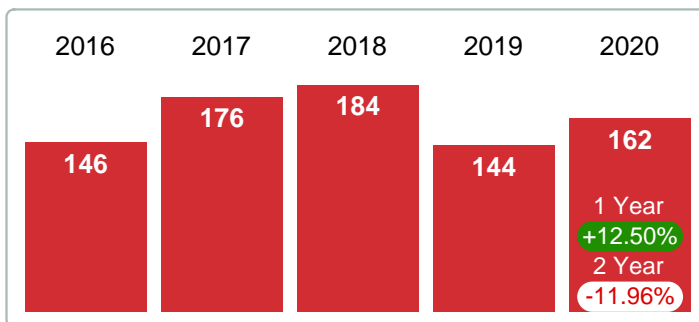
PENDING LISTINGS

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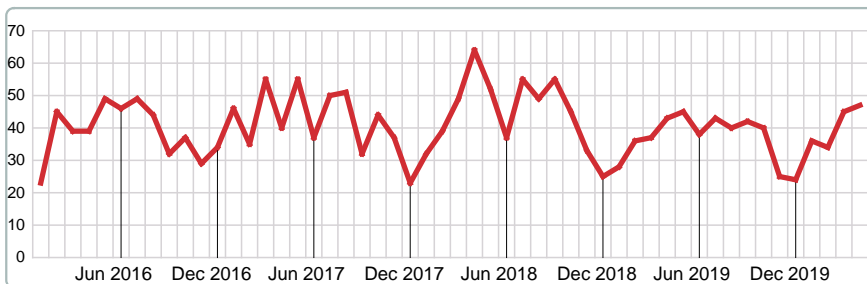
APRIL



YEAR TO DATE (YTD)

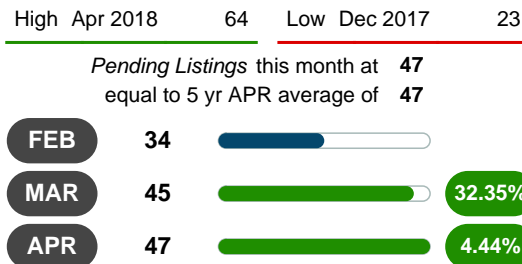


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$50,000 and less	2	4.26%	67.0	0	2	0	0
\$50,001 - \$100,000	8	17.02%	57.5	2	4	2	0
\$100,001 - \$125,000	4	8.51%	39.5	0	3	0	1
\$125,001 - \$175,000	15	31.91%	57.8	0	11	4	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$200,000	11	23.40%	49.5	1	7	3	0
\$200,001 and up	7	14.89%	20.6	0	3	3	1
Total Pending Units	47			3	30	12	2
Total Pending Volume	7,285,200	100%	49.1	395.40K	4.48M	2.08M	329.50K
Average Listing Price	\$155,004			\$131,800	\$149,483	\$172,983	\$164,750

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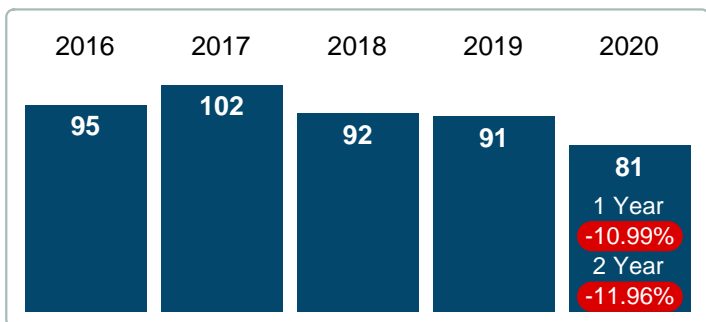
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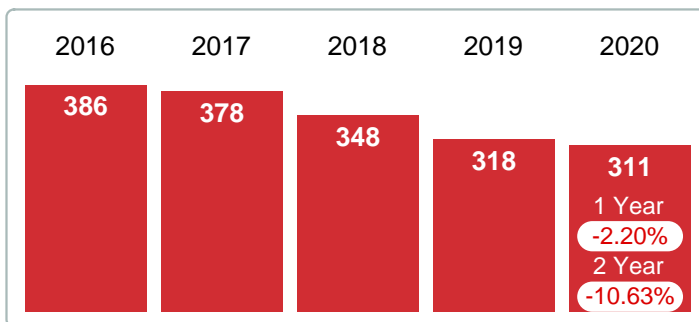
NEW LISTINGS

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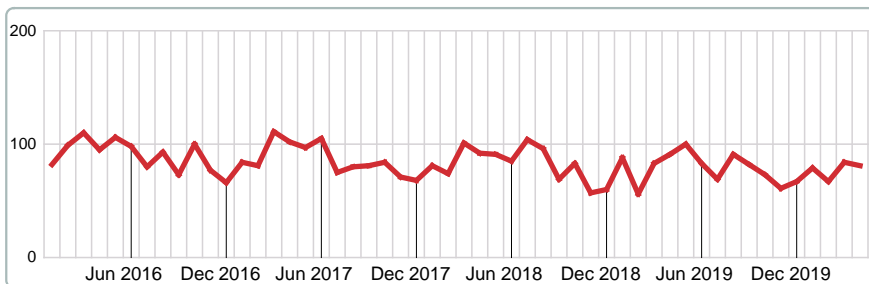
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

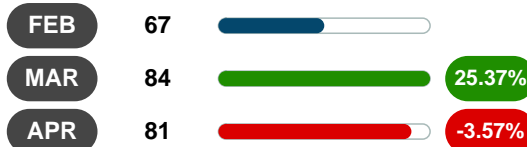


3 MONTHS

5 year APR AVG = 92

High Mar 2017 111 Low Feb 2019 56

New Listings this month at **81**
 below the 5 yr APR average of **92**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$50,000 and less	4	4.94%
\$50,001 - \$75,000	8	9.88%
\$75,001 - \$100,000	13	16.05%
\$100,001 - \$175,000	20	24.69%
\$175,001 - \$225,000	18	22.22%
\$225,001 - \$300,000	7	8.64%
\$300,001 and up	11	13.58%
Total New Listed Units	81	
Total New Listed Volume	15,166,718	100%
Average New Listed Listing Price	\$176,540	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	1	0	0
\$50,001 - \$75,000	4	2	2	0
\$75,001 - \$100,000	6	6	0	1
\$100,001 - \$175,000	2	11	5	2
\$175,001 - \$225,000	2	9	7	0
\$225,001 - \$300,000	0	6	1	0
\$300,001 and up	1	3	3	4
Total	18	38	18	7
Total New Listed Volume	1.99M	6.83M	4.09M	2.25M
Average New Listed Listing Price	\$110,739	\$179,827	\$227,189	\$321,514

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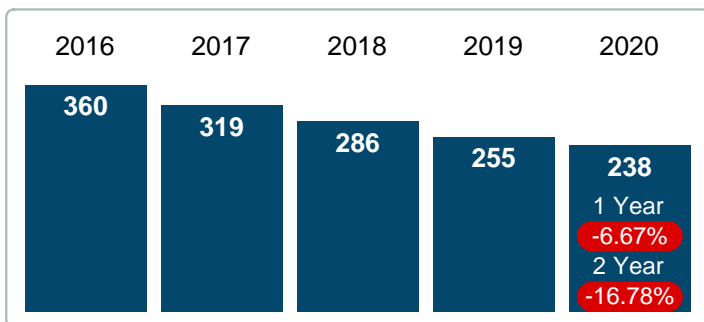
Area Delimited by County Of Cherokee - Residential Property Type



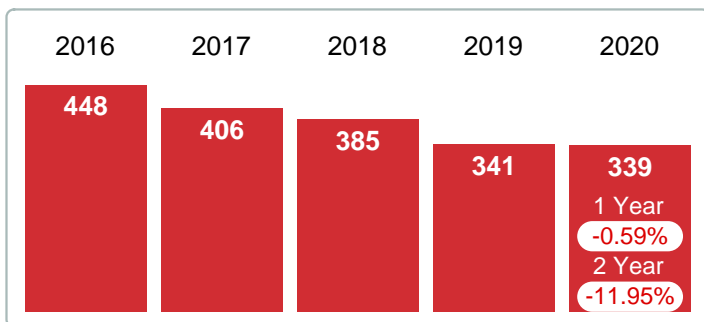
ACTIVE INVENTORY

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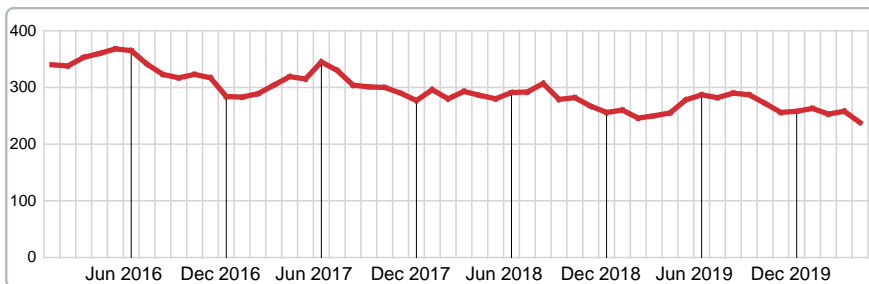
END OF APRIL



ACTIVE DURING APRIL

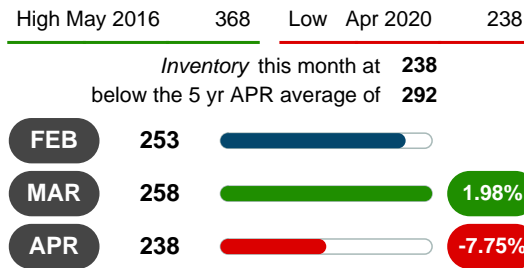


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 292



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	7.14%	85.0	11	4	2	0
\$50,001 - \$75,000	24	10.08%	87.4	15	8	1	0
\$75,001 - \$125,000	41	17.23%	68.7	15	20	5	1
\$125,001 - \$200,000	59	24.79%	64.6	9	42	6	2
\$200,001 - \$300,000	40	16.81%	72.5	2	22	15	1
\$300,001 - \$425,000	29	12.18%	79.9	1	12	9	7
\$425,001 and up	28	11.76%	84.0	2	12	8	6
Total Active Inventory by Units	238			55	120	46	17
Total Active Inventory by Volume	55,877,096	100%	74.5	6.49M	26.41M	13.62M	9.36M
Average Active Inventory Listing Price	\$234,778			\$118,005	\$220,096	\$296,068	\$550,365

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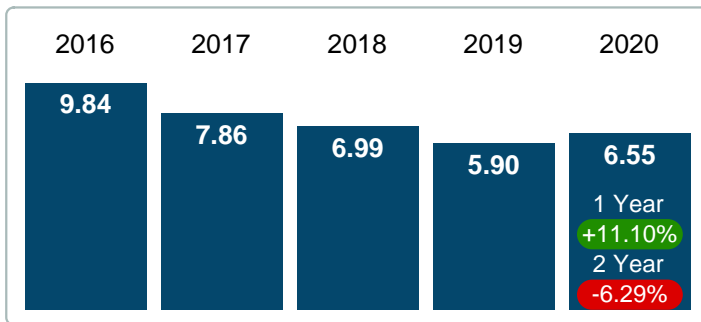
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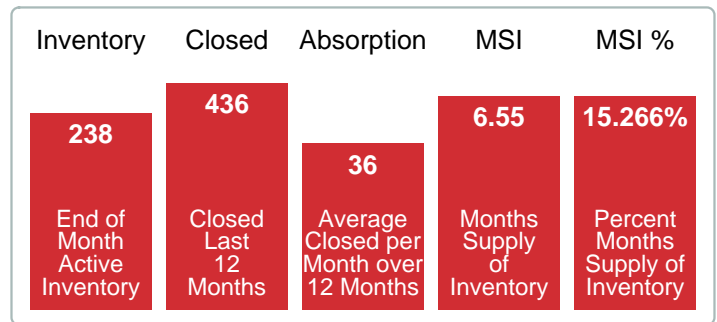
MONTHS SUPPLY of INVENTORY (MSI)

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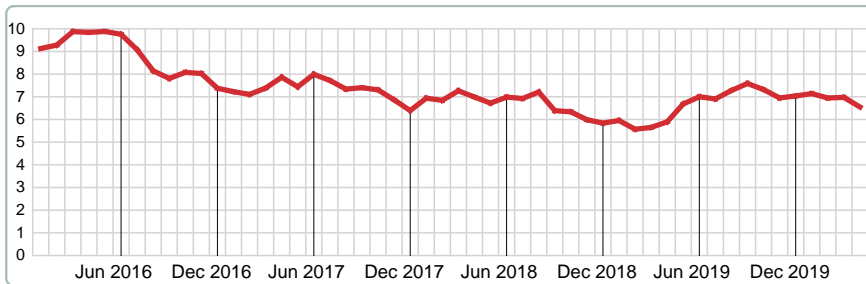
MSI FOR APRIL



INDICATORS FOR APRIL 2020

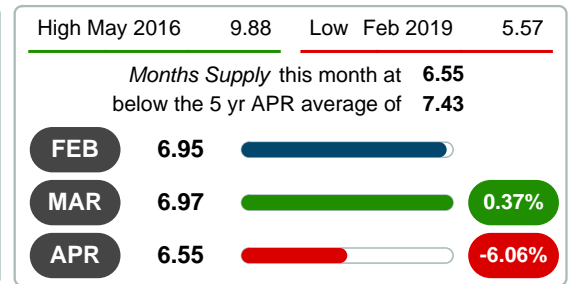


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.43



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
\$50,000 and less	17	7.14%	3.78	4.89	2.09	6.00	0.00
\$50,001 - \$75,000	24	10.08%	6.55	8.57	5.05	4.00	0.00
\$75,001 - \$125,000	41	17.23%	4.00	6.67	2.89	4.62	0.00
\$125,001 - \$200,000	59	24.79%	5.21	12.00	4.85	4.24	4.00
\$200,001 - \$300,000	40	16.81%	8.89	12.00	9.78	9.47	2.00
\$300,001 - \$425,000	29	12.18%	16.57	6.00	14.40	21.60	21.00
\$425,001 and up	28	11.76%	84.00	0.00	72.00	96.00	72.00
Market Supply of Inventory (MSI)			6.55	7.50	5.37	8.90	11.33
Total Active Inventory by Units		100%	6.55	55	120	46	17

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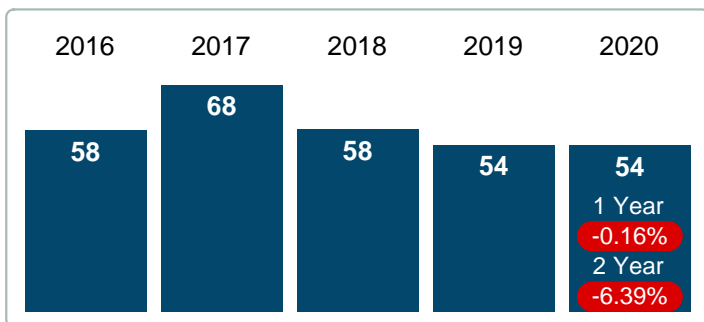
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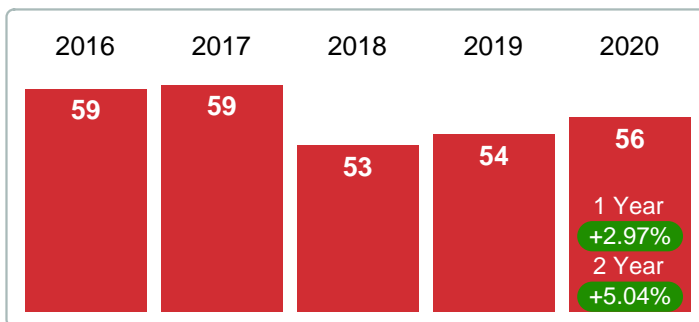
AVERAGE DAYS ON MARKET TO SALE

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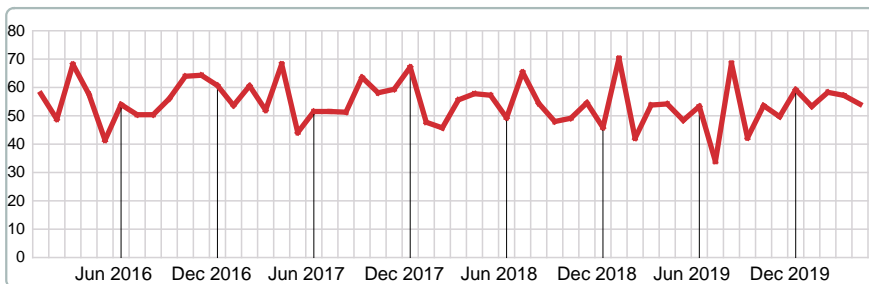
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

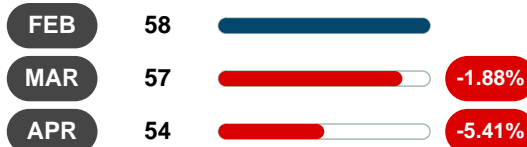


3 MONTHS

5 year APR AVG = 58

High Jan 2019 70 Low Jul 2019 34

Average Days on Market to Sale this month at 54 below the 5 yr APR average of 58



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	3.45%	84	0	84	0	0	
\$25,001 - \$75,000	13.79%	73	55	91	0	0	
\$75,001 - \$100,000	10.34%	21	0	21	0	0	
\$100,001 - \$175,000	31.03%	59	0	60	54	0	
\$175,001 - \$200,000	13.79%	53	0	54	100	5	
\$200,001 - \$275,000	13.79%	21	0	21	0	0	
\$275,001 and up	13.79%	76	0	0	0	76	
Average Closed DOM		54		55	50	69	62
Total Closed Units	100%	54	2	19	3	5	
Total Closed Volume		4,460,394	100.90K	2.50M	440.00K	1.42M	

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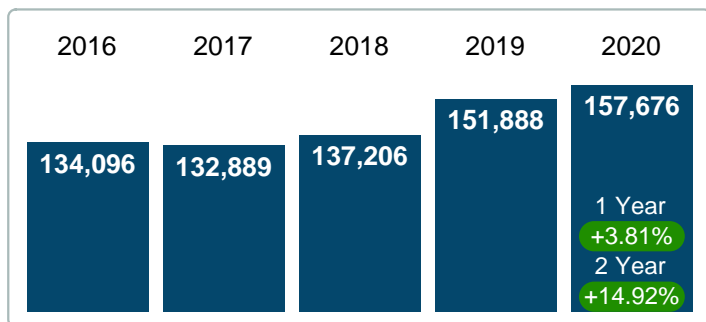
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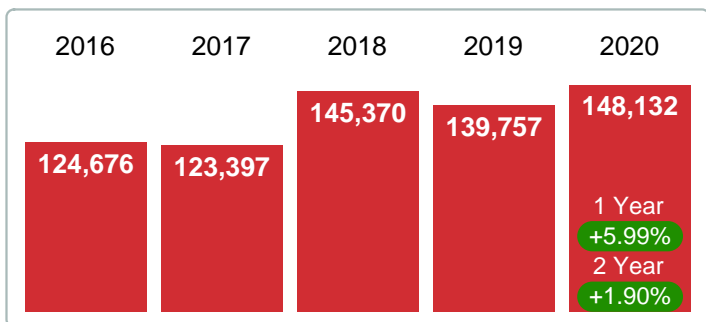
AVERAGE LIST PRICE AT CLOSING

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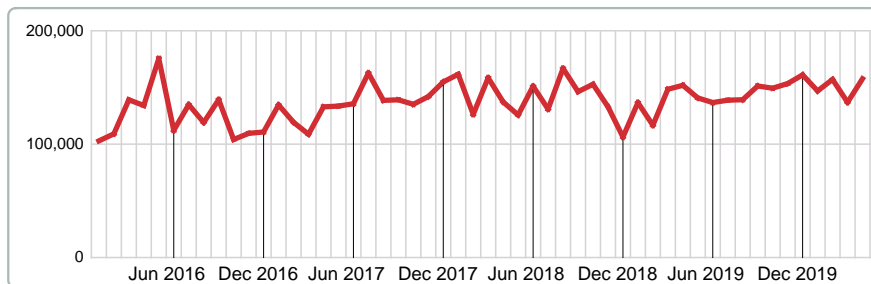
APRIL



YEAR TO DATE (YTD)

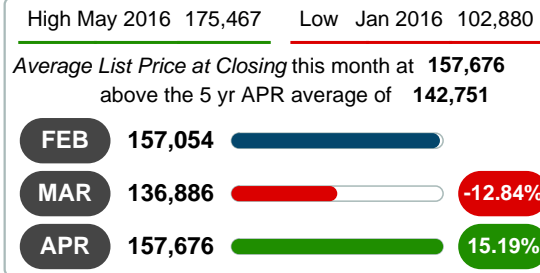


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 142,751



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	1	3.45%	13,000	0	13,000	0	0
\$25,001 - \$75,000	4	13.79%	52,575	55,200	49,950	0	0
\$75,001 - \$100,000	3	10.34%	90,500	0	90,500	0	0
\$100,001 - \$175,000	10	34.48%	130,360	0	126,029	124,950	0
\$175,001 - \$200,000	3	10.34%	193,267	0	185,700	194,900	185,000
\$200,001 - \$275,000	4	13.79%	232,350	0	232,350	0	0
\$275,001 and up	4	13.79%	316,250	0	0	0	316,250
Average List Price			157,676	55,200	135,126	148,267	290,000
Total Closed Units		100%	157,676	2	19	3	5
Total Closed Volume			4,572,600	110.40K	2.57M	444.80K	1.45M

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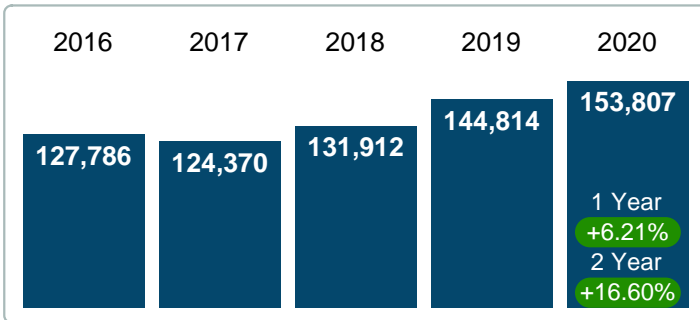
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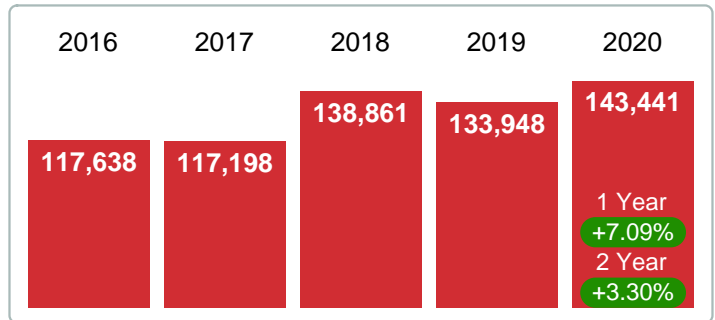
AVERAGE SOLD PRICE AT CLOSING

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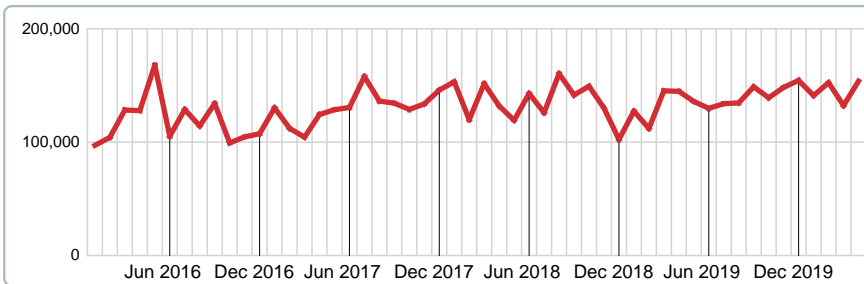
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

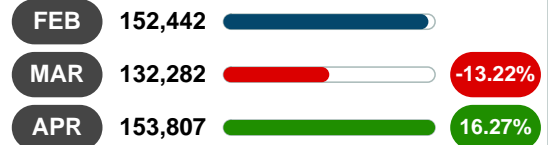


3 MONTHS

5 year APR AVG = 136,538

High May 2016 167,833 Low Jan 2016 97,181

Average Sold Price at Closing this month at **153,807** above the 5 yr APR average of **136,538**



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	3.45%	10,600	0	10,600	0	0
\$25,001 - \$75,000	13.79%	45,225	50,450	40,000	0	0
\$75,001 - \$100,000	10.34%	85,921	0	85,921	0	0
\$100,001 - \$175,000	31.03%	122,939	0	123,064	122,500	0
\$175,001 - \$200,000	13.79%	189,850	0	187,950	195,000	188,500
\$200,001 - \$275,000	13.79%	227,970	0	227,970	0	0
\$275,001 and up	13.79%	308,350	0	0	0	308,350
Average Sold Price		153,807	50,450	131,452	146,667	284,380
Total Closed Units	100%	153,807	2	19	3	5
Total Closed Volume		4,460,394	100.90K	2.50M	440.00K	1.42M

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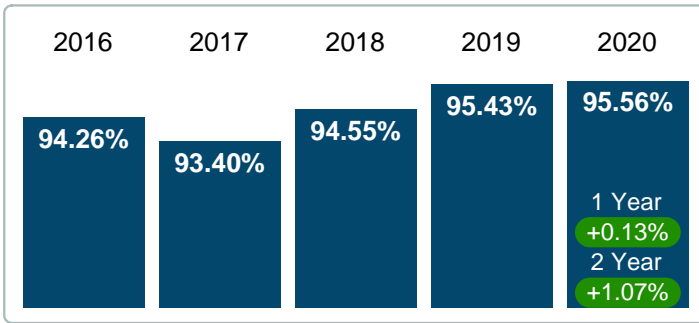
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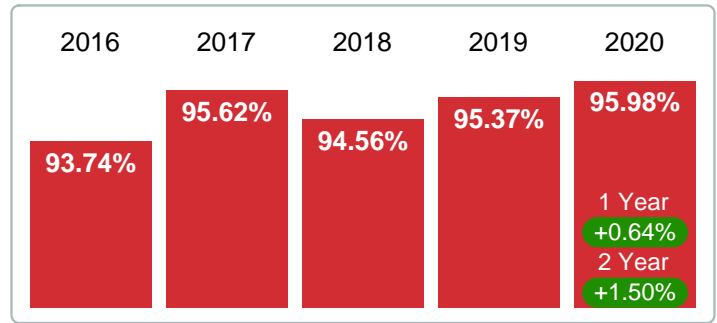
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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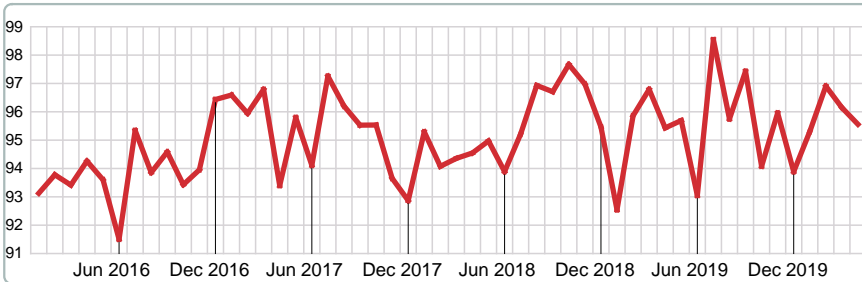
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

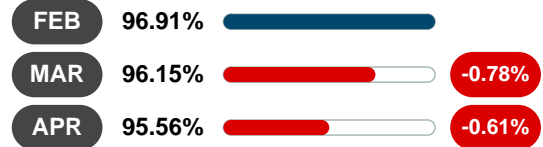


3 MONTHS

5 year APR AVG = 94.64%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **95.56%**
above the 5 yr APR average of **94.64%**



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	1	3.45%	81.54%	0.00%	81.54%	0.00%	0.00%
\$25,001 - \$75,000	4	13.79%	84.87%	91.33%	78.41%	0.00%	0.00%
\$75,001 - \$100,000	3	10.34%	95.25%	0.00%	95.25%	0.00%	0.00%
\$100,001 - \$175,000	9	31.03%	97.61%	0.00%	97.43%	98.25%	0.00%
\$175,001 - \$200,000	4	13.79%	101.14%	0.00%	101.31%	100.05%	101.89%
\$200,001 - \$275,000	4	13.79%	98.01%	0.00%	98.01%	0.00%	0.00%
\$275,001 and up	4	13.79%	97.33%	0.00%	0.00%	0.00%	97.33%
Average Sold/List Ratio		95.60%		91.33%	94.78%	98.85%	98.24%
Total Closed Units		29	100%	2	19	3	5
Total Closed Volume		4,460,394		100.90K	2.50M	440.00K	1.42M

April 2020



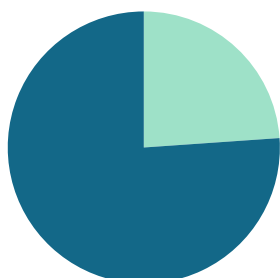
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

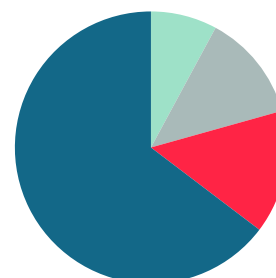


Inventory
 New Listings
81 = 23.89%
 Start Inventory
258
 Total Inventory Units
339
 Volume
\$77,653,094

Market Activity

Closed Sales
29 = 7.88%
 Pending Sales
47 = 12.77%
 Other Off Market
54 = 14.67%
 Active Inventory
238 = 64.67%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	37	29	-21.62%	123	119	-3.25%
Pending Sales	43	47	9.30%	144	162	12.50%
New Listings	91	81	-10.99%	318	311	-2.20%
Average List Price	151,888	157,676	3.81%	139,757	148,132	5.99%
Average Sale Price	144,814	153,807	6.21%	133,948	143,441	7.09%
Average Percent of Selling Price to List Price	95.43%	95.56%	0.13%	95.37%	95.98%	0.64%
Average Days on Market to Sale	54.19	54.10	-0.16%	54.24	55.85	2.97%
Monthly Inventory	255	238	-6.67%	255	238	-6.67%
Months Supply of Inventory	5.90	6.55	11.10%	5.90	6.55	11.10%

Absorption: Last 12 months, an Average of **36** Sales/Month

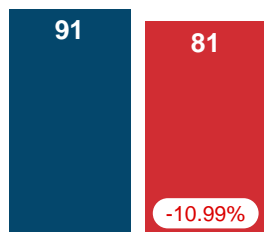
Inventory on April 30, 2020 = **238**

2019 **2020**

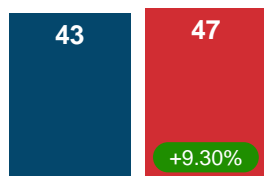
APRIL MARKET

AVERAGE PRICES

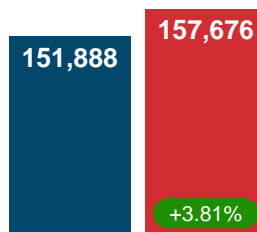
New Listings



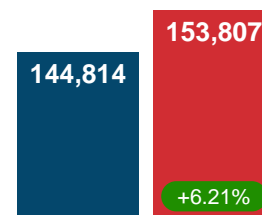
Pending Listings



List Price



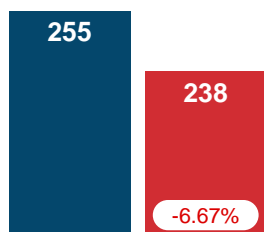
Sale Price



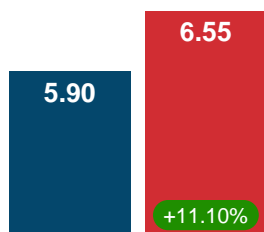
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

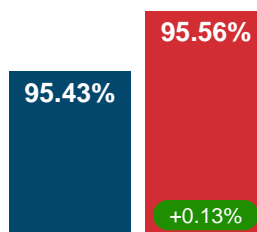
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

