

# April 2020



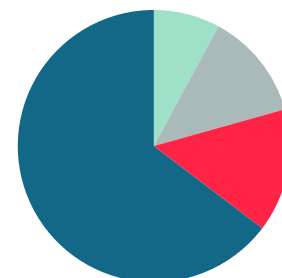
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	134,900	139,900	3.71%
Median Sale Price	125,700	135,000	7.40%
Median Percent of Selling Price to List Price	97.98%	98.66%	0.69%
Median Days on Market to Sale	43.00	48.00	11.63%
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.

#### 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 **7.40%** in April 2020 to \$135,000 versus the previous year at \$125,700.

#### Median Days on Market Lengthens

The median number of **48.00** days that homes spent on the market before selling increased by 5.00 days or **11.63%** in April 2020 compared to last year's same month at **43.00** DOM.

#### Sales Success for April 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

### 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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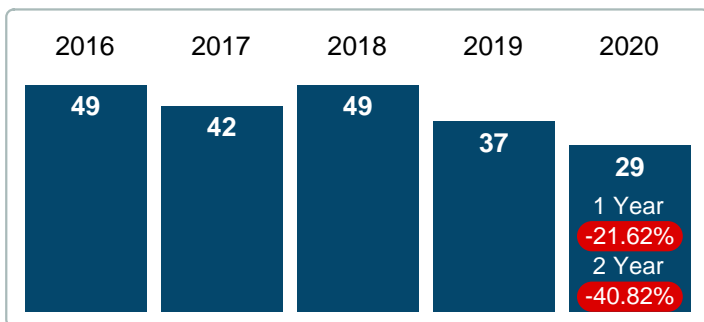
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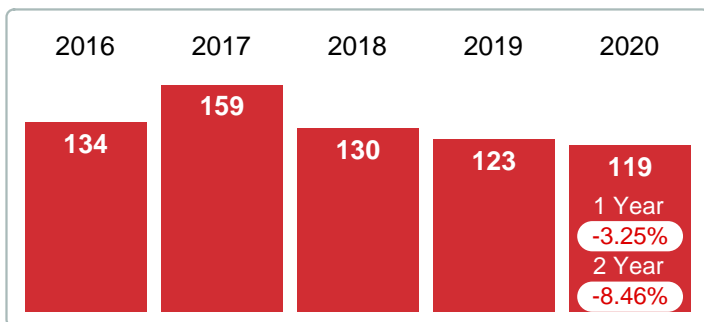
## CLOSED LISTINGS

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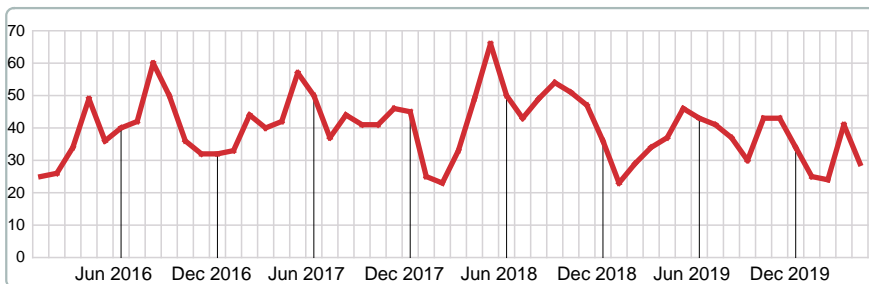
### APRIL



### YEAR TO DATE (YTD)

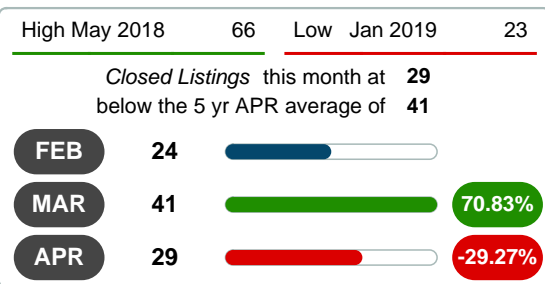


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 41



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	6.90%	66.0	0	2	0	0
\$40,001 - \$80,000	4	13.79%	65.5	2	2	0	0
\$80,001 - \$100,000	2	6.90%	6.5	0	2	0	0
\$100,001 - \$180,000	10	34.48%	39.5	0	8	2	0
\$180,001 - \$220,000	4	13.79%	73.5	0	2	1	1
\$220,001 - \$280,000	4	13.79%	14.0	0	3	0	1
\$280,001 and up	3	10.34%	42.0	0	0	0	3
<b>Total Closed Units</b>	<b>29</b>			<b>2</b>	<b>19</b>	<b>3</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>4,460,394</b>	<b>100%</b>	<b>48.0</b>	<b>100.90K</b>	<b>2.50M</b>	<b>440.00K</b>	<b>1.42M</b>
<b>Median Closed Price</b>	<b>\$135,000</b>			<b>\$50,450</b>	<b>\$117,900</b>	<b>\$135,000</b>	<b>\$282,500</b>

# April 2020



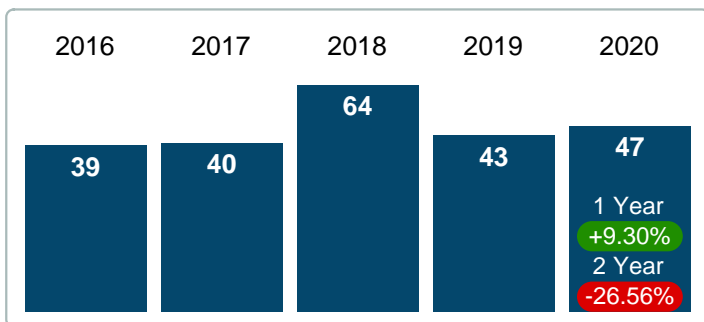
Area Delimited by County Of Cherokee - Residential Property Type



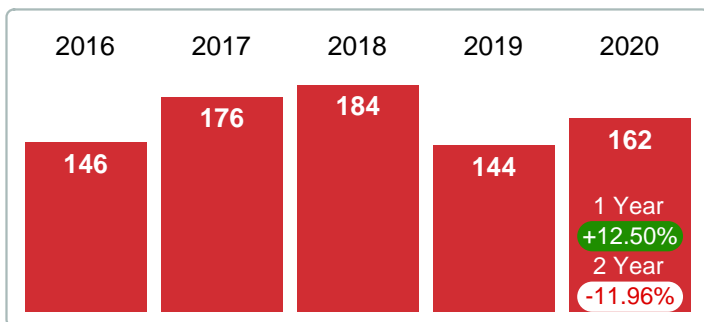
## PENDING LISTINGS

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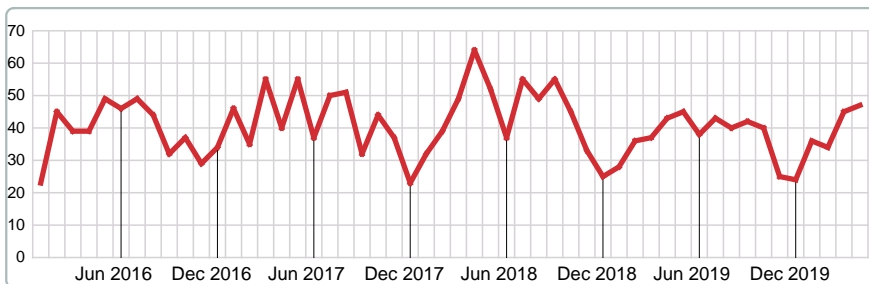
### APRIL



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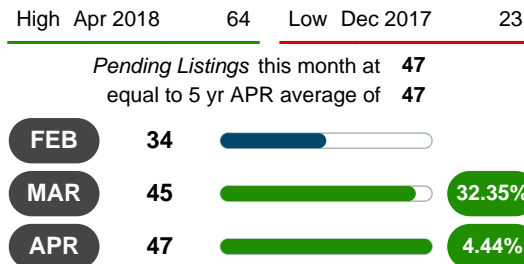


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 47



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	35.5	2	4	2	0
\$100,001 - \$125,000	4	8.51%	26.5	0	3	0	1
\$125,001 - \$175,000	15	31.91%	42.0	0	11	4	0
\$175,001 - \$175,000	0	0.00%	42.0	0	0	0	0
\$175,001 - \$200,000	11	23.40%	27.0	1	7	3	0
\$200,001 and up	7	14.89%	7.0	0	3	3	1
<b>Total Pending Units</b>	<b>47</b>			<b>3</b>	<b>30</b>	<b>12</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,285,200</b>	<b>100%</b>	<b>34.0</b>	<b>395.40K</b>	<b>4.48M</b>	<b>2.08M</b>	<b>329.50K</b>
<b>Median Listing Price</b>	<b>\$159,900</b>			<b>\$99,900</b>	<b>\$159,900</b>	<b>\$172,500</b>	<b>\$164,750</b>

# April 2020



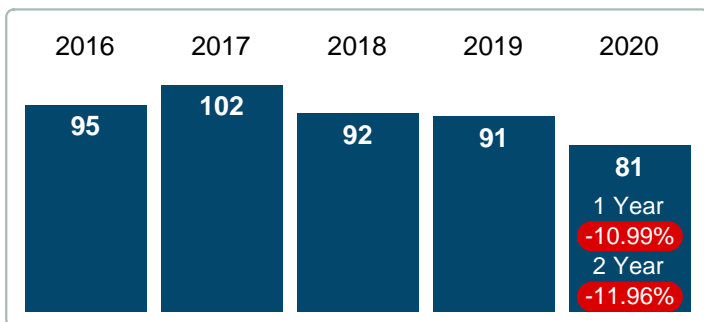
Area Delimited by County Of Cherokee - Residential Property Type



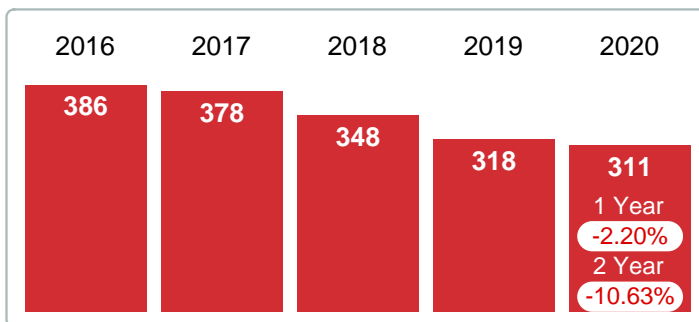
## NEW LISTINGS

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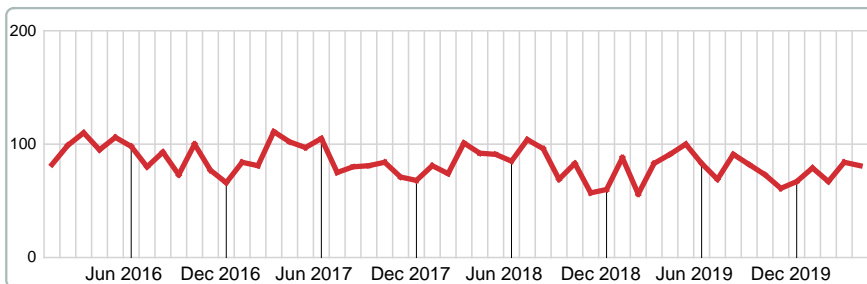
### APRIL



### YEAR TO DATE (YTD)

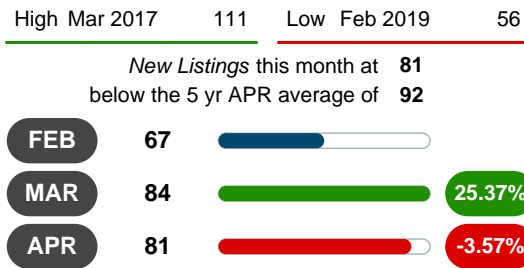


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 92



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$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%
<b>Total New Listed Units</b>	<b>81</b>	
<b>Total New Listed Volume</b>	<b>15,166,718</b>	<b>100%</b>
<b>Median New Listed Listing Price</b>	<b>\$159,000</b>	

	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
<b>Total</b>	<b>18</b>	<b>38</b>	<b>18</b>	<b>7</b>
<b>Volume</b>	<b>1.99M</b>	<b>6.83M</b>	<b>4.09M</b>	<b>2.25M</b>
<b>Median Price</b>	<b>\$90,500</b>	<b>\$163,650</b>	<b>\$194,700</b>	<b>\$319,900</b>

# April 2020



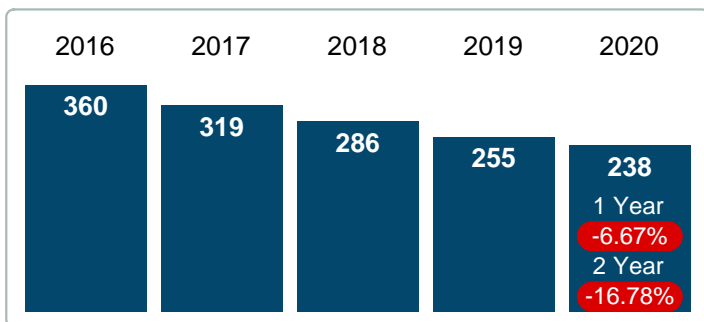
Area Delimited by County Of Cherokee - Residential Property Type



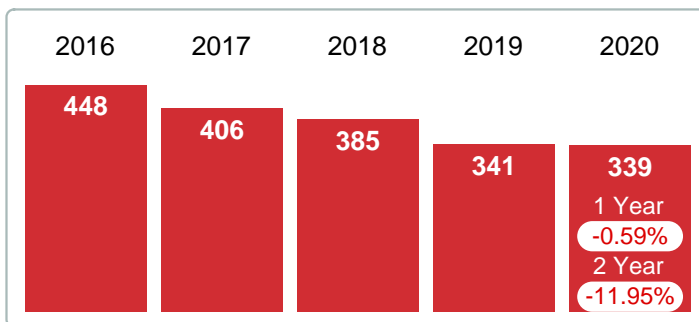
## ACTIVE INVENTORY

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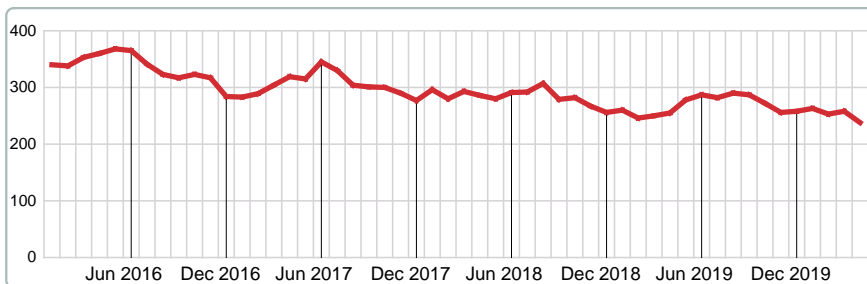
### END OF APRIL



### ACTIVE DURING APRIL

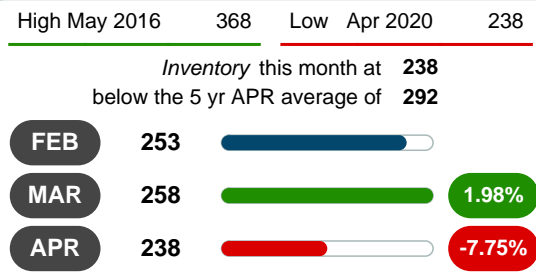


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 292



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	7.14%	90.0	11	4	2	0
\$50,001 - \$75,000	24	10.08%	103.0	15	8	1	0
\$75,001 - \$125,000	41	17.23%	49.0	15	20	5	1
\$125,001 - \$200,000	59	24.79%	56.0	9	42	6	2
\$200,001 - \$300,000	40	16.81%	58.0	2	22	15	1
\$300,001 - \$425,000	29	12.18%	73.0	1	12	9	7
\$425,001 and up	28	11.76%	57.0	2	12	8	6
<b>Total Active Inventory by Units</b>	<b>238</b>			<b>55</b>	<b>120</b>	<b>46</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>55,877,096</b>	<b>100%</b>	<b>62.0</b>	<b>6.49M</b>	<b>26.41M</b>	<b>13.62M</b>	<b>9.36M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$172,200</b>			<b>\$78,000</b>	<b>\$171,200</b>	<b>\$249,900</b>	<b>\$369,000</b>

# April 2020



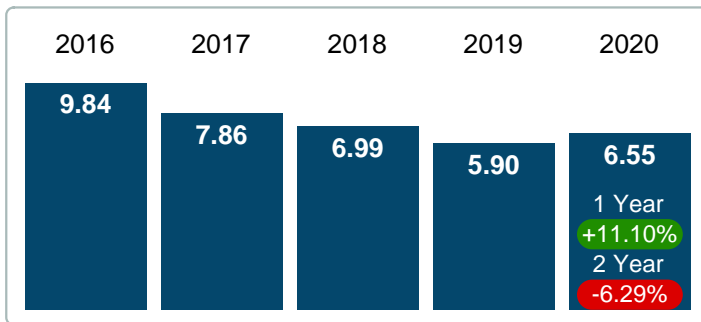
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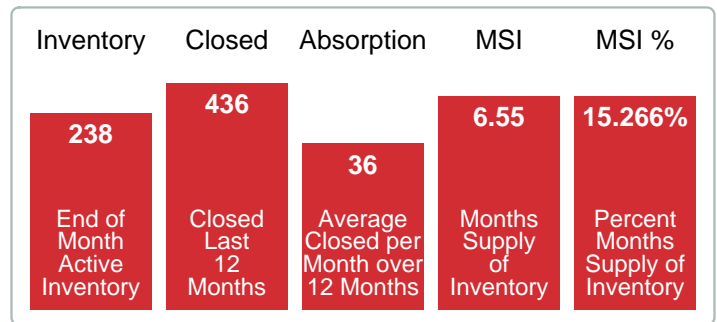
## MONTHS SUPPLY of INVENTORY (MSI)

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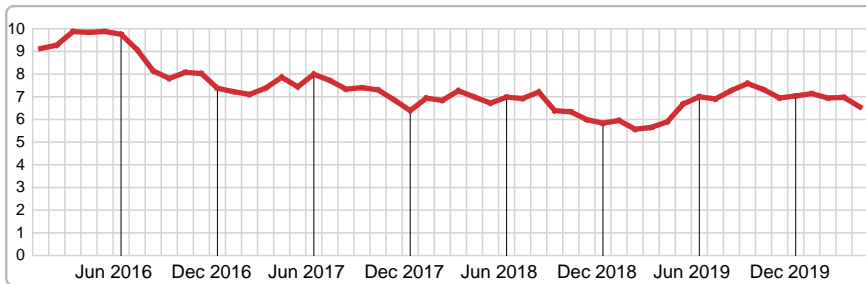
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

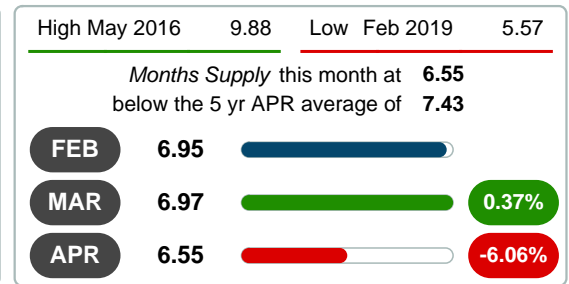


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# April 2020



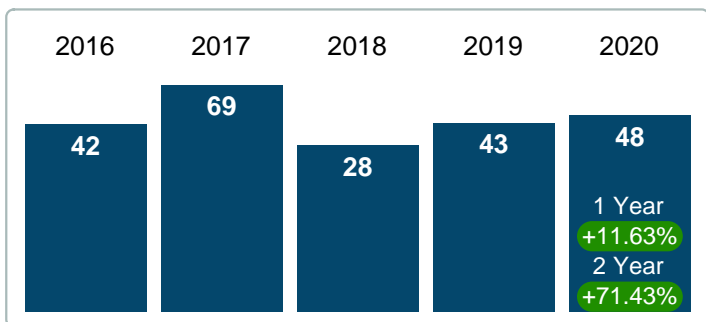
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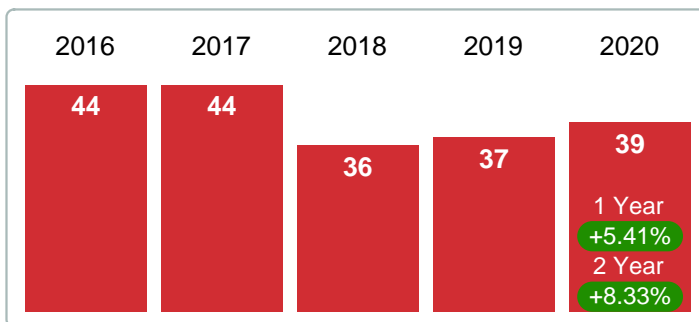
## MEDIAN DAYS ON MARKET TO SALE

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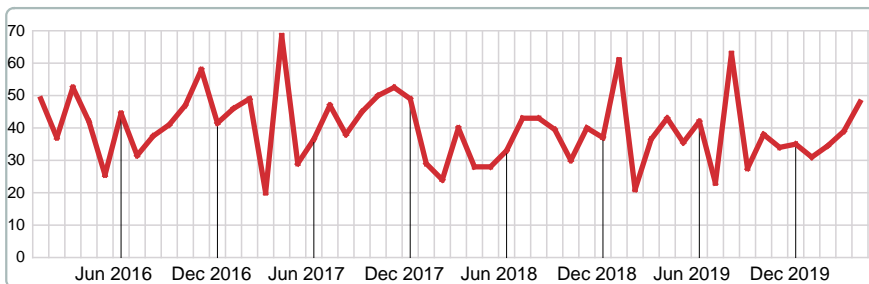
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

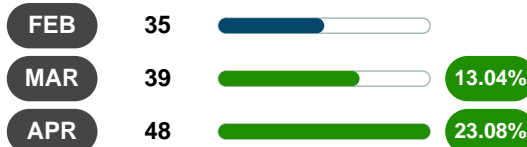


### 3 MONTHS

5 year APR AVG = 46

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 48 above the 5 yr APR average of 46



### 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
\$40,000 and less	2	6.90%	66	0	66	0	0
\$40,001 - \$80,000	4	13.79%	66	55	93	0	0
\$80,001 - \$100,000	2	6.90%	7	0	7	0	0
\$100,001 - \$180,000	10	34.48%	40	0	32	54	0
\$180,001 - \$220,000	4	13.79%	74	0	74	100	5
\$220,001 - \$280,000	4	13.79%	14	0	13	0	168
\$280,001 and up	3	10.34%	42	0	0	0	42
Median Closed DOM			48	55	48	77	42
Total Closed Units		100%	48.0	2	19	3	5
Total Closed Volume			4,460,394	100.90K	2.50M	440.00K	1.42M

# April 2020



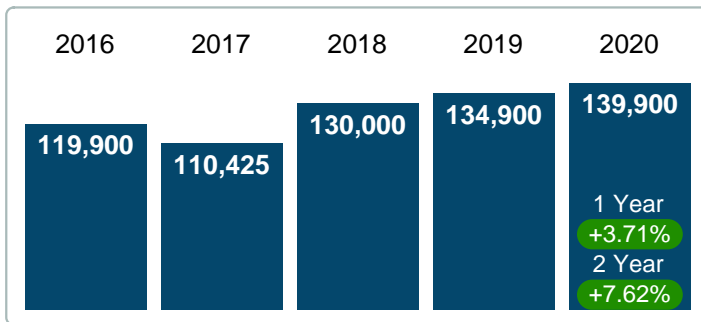
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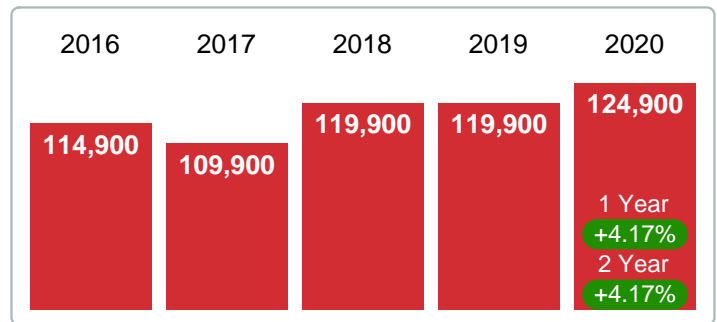
## MEDIAN LIST PRICE AT CLOSING

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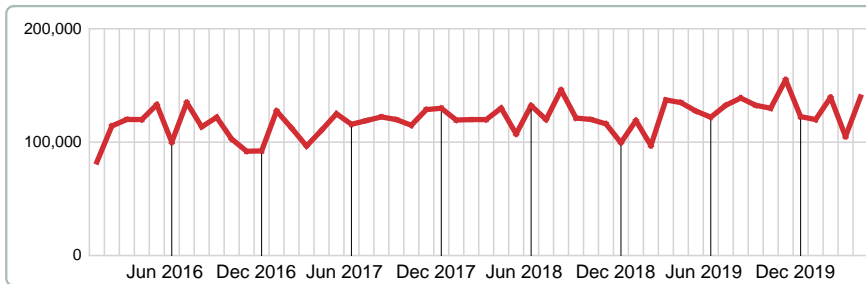
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

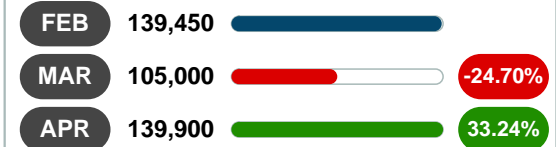


### 3 MONTHS

5 year APR AVG = 127,025

High Nov 2019 155,000 Low Jan 2016 82,500

Median List Price at Closing this month at **139,900**  
above the 5 yr APR average of **127,025**



### 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
\$40,000 and less	6.90%	26,500	0	26,500	0	0
\$40,001 - \$80,000	13.79%	59,400	55,200	68,700	0	0
\$80,001 - \$100,000	6.90%	97,000	0	97,000	0	0
\$100,001 - \$180,000	34.48%	122,450	0	122,450	124,950	0
\$180,001 - \$220,000	13.79%	197,400	0	207,200	194,900	185,000
\$220,001 - \$280,000	10.34%	240,000	0	240,000	0	0
\$280,001 and up	13.79%	296,500	0	0	0	296,500
<b>Median List Price</b>		<b>139,900</b>	<b>55,200</b>	<b>115,000</b>	<b>139,900</b>	<b>295,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,900</b>	<b>2</b>	<b>19</b>	<b>3</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>4,572,600</b>	<b>110.40K</b>	<b>2.57M</b>	<b>444.80K</b>	<b>1.45M</b>



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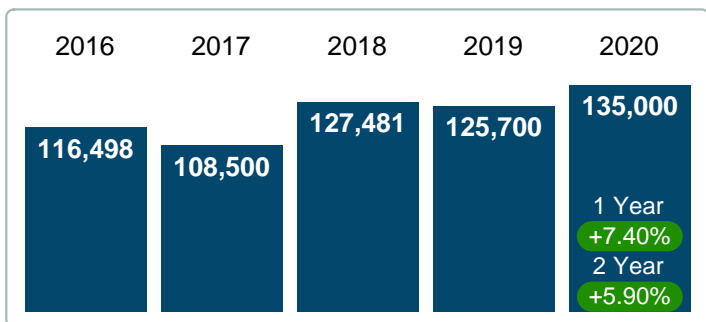
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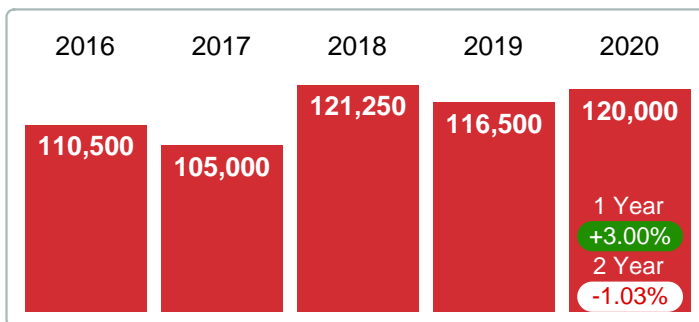
## MEDIAN SOLD PRICE AT CLOSING

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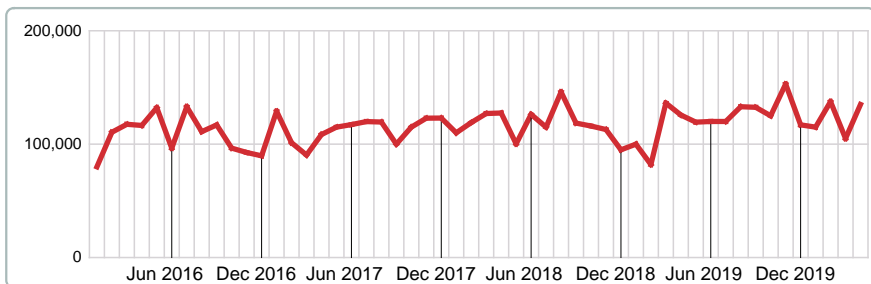
### APRIL



### YEAR TO DATE (YTD)

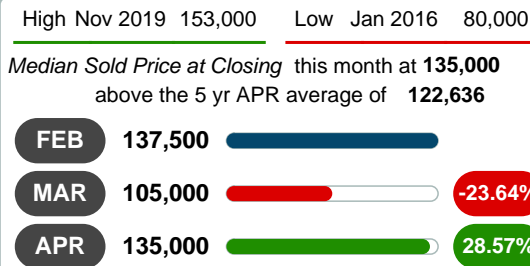


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 122,636



### 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
\$40,000 and less	2	6.90%	19,300	0	19,300	0	0
\$40,001 - \$80,000	4	13.79%	53,200	50,450	64,250	0	0
\$80,001 - \$100,000	2	6.90%	90,632	0	90,632	0	0
\$100,001 - \$180,000	10	34.48%	123,900	0	123,900	122,500	0
\$180,001 - \$220,000	4	13.79%	197,450	0	201,940	195,000	188,500
\$220,001 - \$280,000	4	13.79%	242,500	0	240,000	0	275,900
\$280,001 and up	3	10.34%	285,000	0	0	0	285,000
Median Sold Price			135,000	50,450	117,900	135,000	282,500
Total Closed Units		100%	135,000	2	19	3	5
Total Closed Volume			4,460,394	100.90K	2.50M	440.00K	1.42M

# April 2020



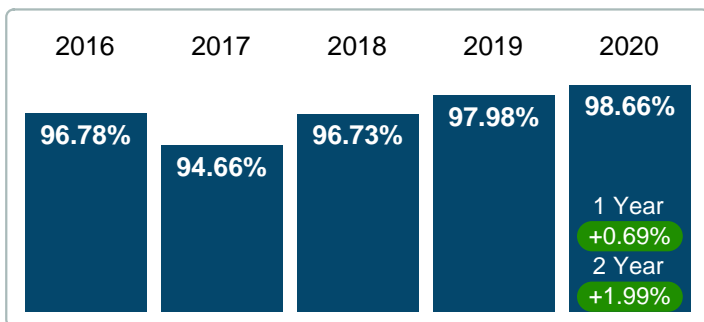
Area Delimited by County Of Cherokee - Residential Property Type



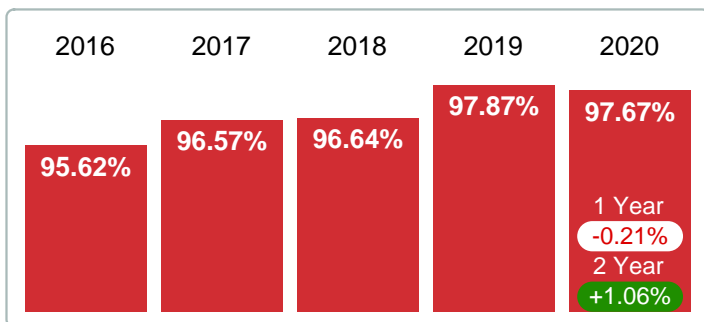
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

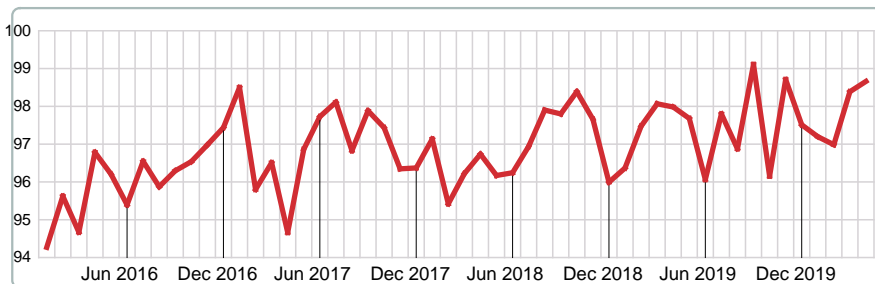
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

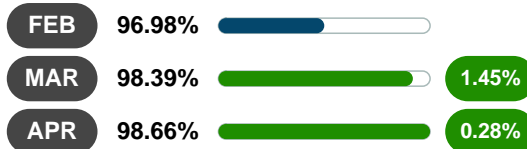


### 3 MONTHS

5 year APR AVG = 96.96%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **98.66%**  
above the 5 yr APR average of **96.96%**



### 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
\$40,000 and less	2	6.90%	75.77%	0.00%	75.77%	0.00%	0.00%
\$40,001 - \$80,000	4	13.79%	91.33%	91.33%	92.76%	0.00%	0.00%
\$80,001 - \$100,000	2	6.90%	93.51%	0.00%	93.51%	0.00%	0.00%
\$100,001 - \$180,000	10	34.48%	99.36%	0.00%	99.36%	98.25%	0.00%
\$180,001 - \$220,000	4	13.79%	100.03%	0.00%	97.55%	100.05%	101.89%
\$220,001 - \$280,000	4	13.79%	98.48%	0.00%	100.00%	0.00%	92.58%
\$280,001 and up	3	10.34%	100.00%	0.00%	0.00%	0.00%	100.00%
Median Sold/List Ratio		98.66%		91.33%	98.66%	100.00%	100.00%
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



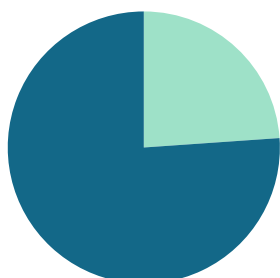
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

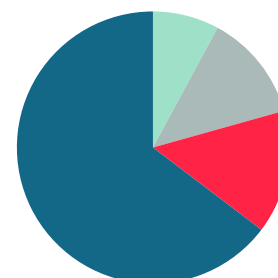


**Inventory**  
 New Listings  
**81 = 23.89%**  
 Start Inventory  
**258**  
 Total Inventory Units  
**339**  
 Volume  
**\$77,653,094**

### 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%
Median List Price	134,900	139,900	3.71%	119,900	124,900	4.17%
Median Sale Price	125,700	135,000	7.40%	116,500	120,000	3.00%
Median Percent of Selling Price to List Price	97.98%	98.66%	0.69%	97.87%	97.67%	-0.21%
Median Days on Market to Sale	43.00	48.00	11.63%	37.00	39.00	5.41%
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

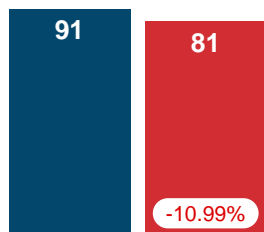
**Inventory** on April 30, 2020 = **238**

**2019** **2020**

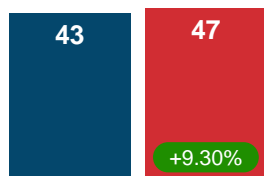
### APRIL MARKET

### MEDIAN PRICES

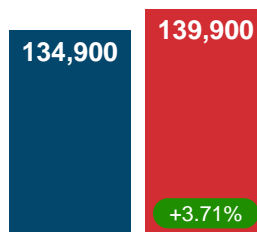
#### New Listings



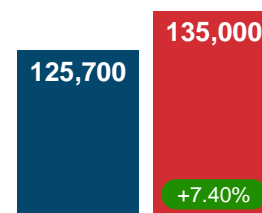
#### Pending Listings



#### List Price



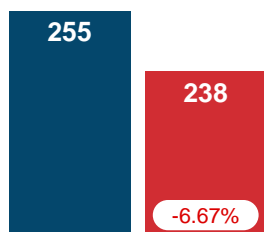
#### Sale Price



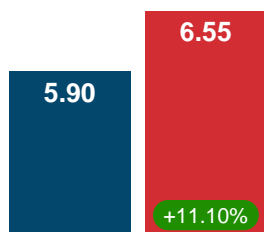
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

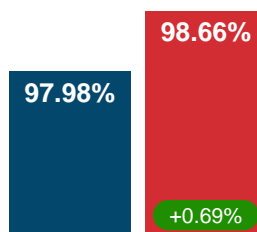
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

