

August 2020



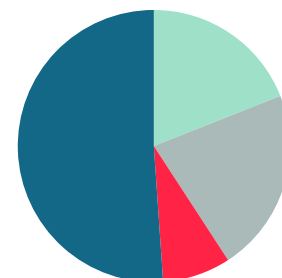
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	37	61	64.86%
Pending Listings	40	70	75.00%
New Listings	91	73	-19.78%
Average List Price	139,184	195,280	40.30%
Average Sale Price	134,620	186,969	38.89%
Average Percent of Selling Price to List Price	95.75%	95.92%	0.18%
Average Days on Market to Sale	68.54	58.21	-15.07%
End of Month Inventory	290	164	-43.45%
Months Supply of Inventory	7.28	3.89	-46.58%



■ Closed (19.00%)
■ Pending (21.81%)
■ Other OffMarket (8.10%)
■ Active (51.09%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of August 31, 2020 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **43.45%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **3.89** 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 **38.89%** in August 2020 to \$186,969 versus the previous year at \$134,620.

Average Days on Market Shortens

The average number of **58.21** days that homes spent on the market before selling decreased by 10.33 days or **15.07%** in August 2020 compared to last year's same month at **68.54** DOM.

Sales Success for August 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 73 New Listings in August 2020, down **19.78%** from last year at 91. Furthermore, there were 61 Closed Listings this month versus last year at 37, a **64.86%** increase.

Closed versus Listed trends yielded a **83.6%** ratio, up from previous year's, August 2019, at **40.7%**, a **105.52%** 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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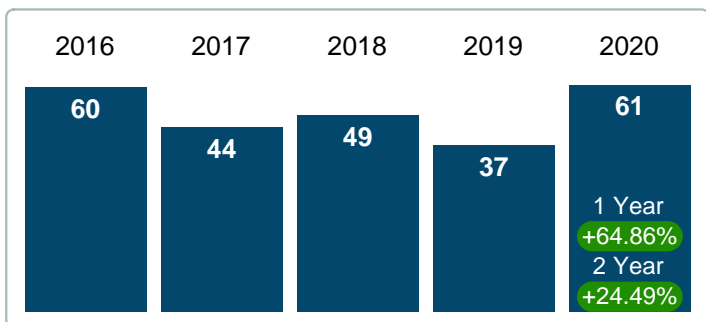
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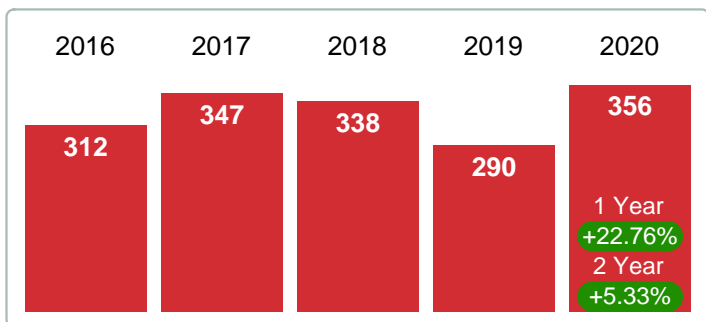
CLOSED LISTINGS

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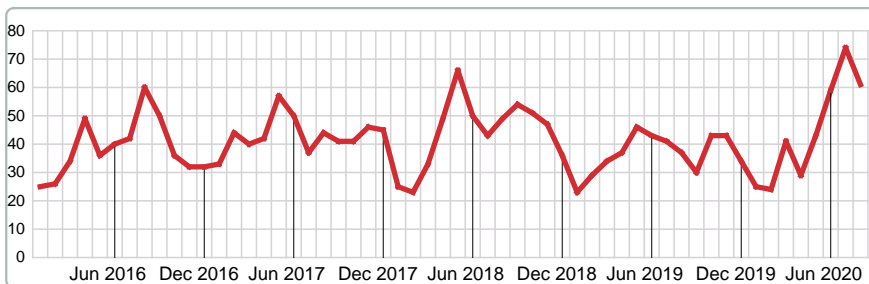
AUGUST



YEAR TO DATE (YTD)

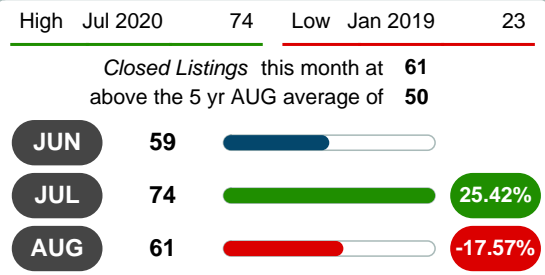


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.20%	61.6	3	1	1	0
\$75,001 - \$100,000	6	9.84%	30.7	1	5	0	0
\$100,001 - \$125,000	11	18.03%	36.4	2	8	1	0
\$125,001 - \$175,000	13	21.31%	35.8	2	9	2	0
\$175,001 - \$275,000	12	19.67%	84.9	1	9	1	1
\$275,001 - \$300,000	2	3.28%	5.0	0	0	2	0
\$300,001 and up	12	19.67%	97.0	0	4	4	4
Total Closed Units	61			9	36	11	5
Total Closed Volume	11,405,100	100%	58.2	961.90K	6.12M	2.78M	1.54M
Average Closed Price	\$186,969			\$106,878	\$169,992	\$252,682	\$308,800

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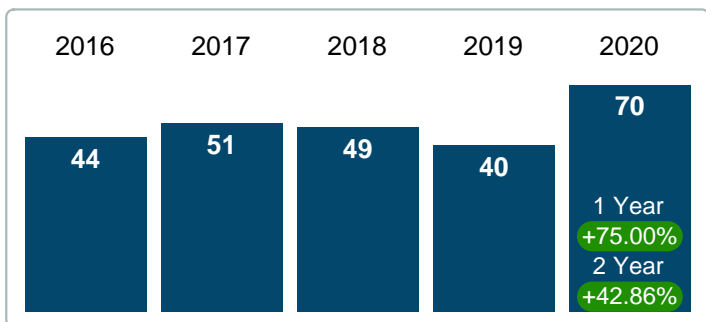
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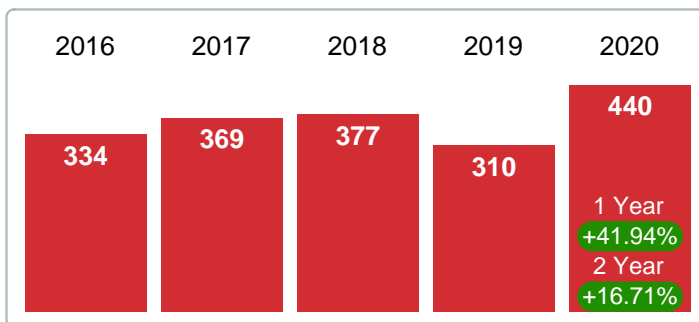
PENDING LISTINGS

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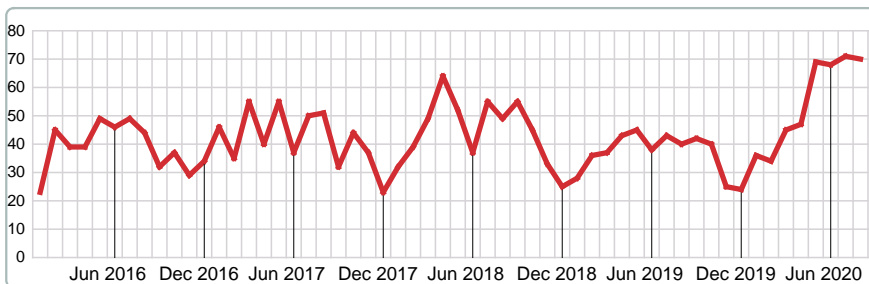
AUGUST



YEAR TO DATE (YTD)

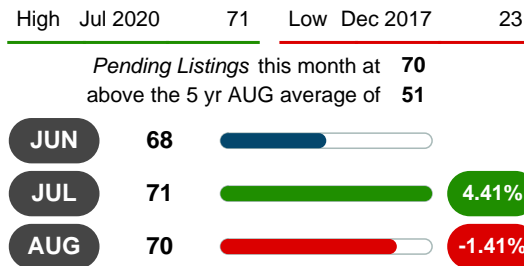


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	10.00%	35.3	2	5	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	14	20.00%	19.6	4	8	2	0
\$125,001 - \$200,000	19	27.14%	57.5	4	15	0	0
\$200,001 - \$275,000	14	20.00%	49.0	1	8	5	0
\$275,001 - \$475,000	10	14.29%	87.1	1	4	5	0
\$475,001 and up	6	8.57%	141.2	1	3	1	1
Total Pending Units	70			13	43	13	1
Total Pending Volume	15,731,940	100%	59.0	2.39M	8.73M	3.96M	648.00K
Average Listing Price	\$224,515			\$183,592	\$203,108	\$304,892	\$648,000

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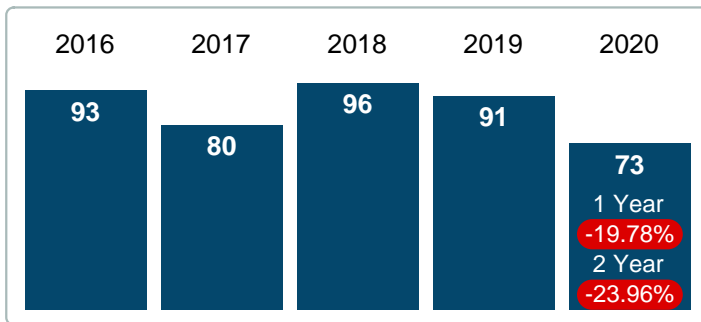
Area Delimited by County Of Cherokee - Residential Property Type



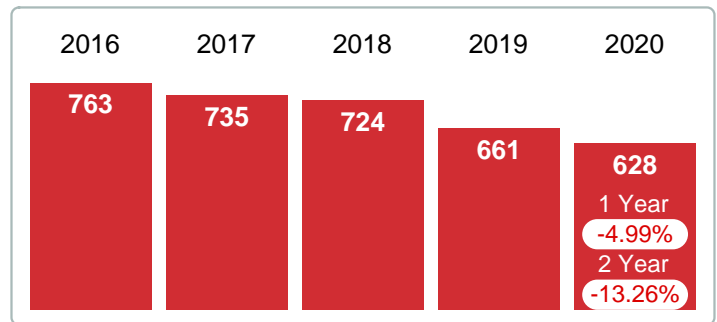
NEW LISTINGS

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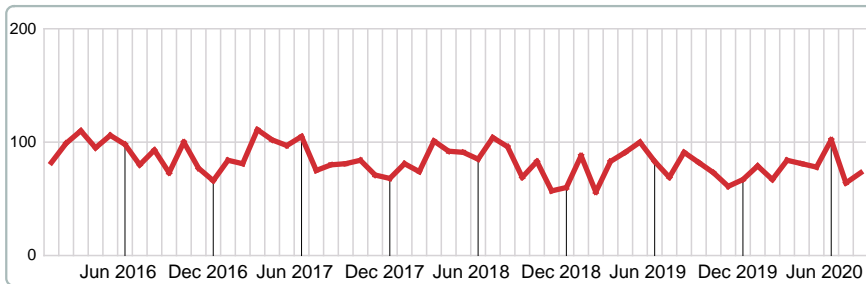
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 87

High Mar 2017 111 Low Feb 2019 56

New Listings this month at **73**
 below the 5 yr AUG average of **87**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.11%	2	1	0	0
\$50,001 - \$75,000	7	9.59%	5	2	0	0
\$75,001 - \$100,000	14	19.18%	6	7	1	0
\$100,001 - \$150,000	20	27.40%	4	15	1	0
\$150,001 - \$225,000	10	13.70%	1	7	1	1
\$225,001 - \$300,000	12	16.44%	2	8	2	0
\$300,001 and up	7	9.59%	1	1	3	2
Total New Listed Units	73		21	41	8	3
Total New Listed Volume	12,743,400	100%	2.66M	6.50M	2.39M	1.19M
Average New Listed Listing Price	\$170,485		\$126,505	\$158,520	\$299,213	\$397,933

August 2020



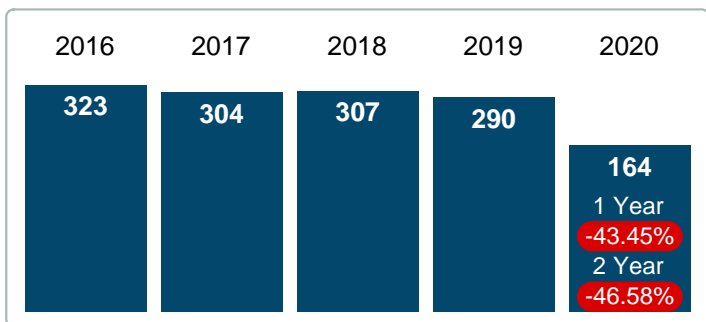
Area Delimited by County Of Cherokee - Residential Property Type



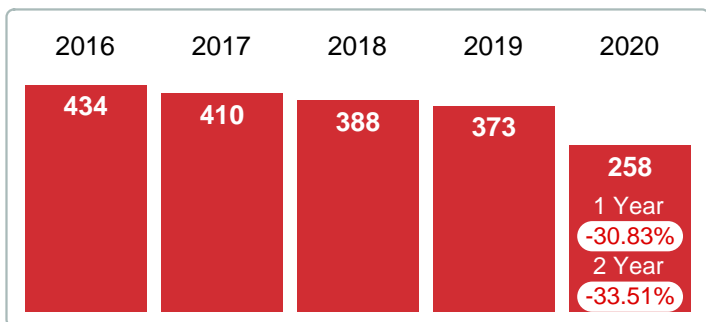
ACTIVE INVENTORY

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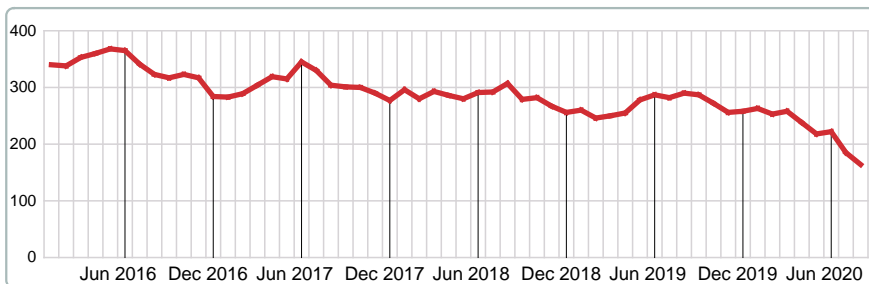
END OF AUGUST



ACTIVE DURING AUGUST

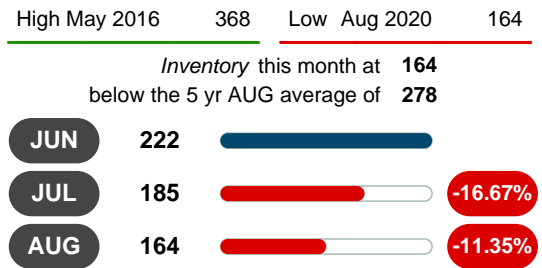


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 278



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	11	6.71%	62.5	8	2	1	0
\$50,001 - \$75,000	10	6.10%	79.7	6	4	0	0
\$75,001 - \$125,000	31	18.90%	71.8	8	18	4	1
\$125,001 - \$225,000	50	30.49%	73.4	5	36	7	2
\$225,001 - \$325,000	25	15.24%	70.8	2	12	8	3
\$325,001 - \$525,000	20	12.20%	90.7	2	9	7	2
\$525,001 and up	17	10.37%	90.8	1	7	4	5
Total Active Inventory by Units	164			32	88	31	13
Total Active Inventory by Volume	41,906,348	100%	76.3	4.20M	19.87M	9.93M	7.91M
Average Active Inventory Listing Price	\$255,527			\$131,152	\$225,817	\$320,206	\$608,554

August 2020



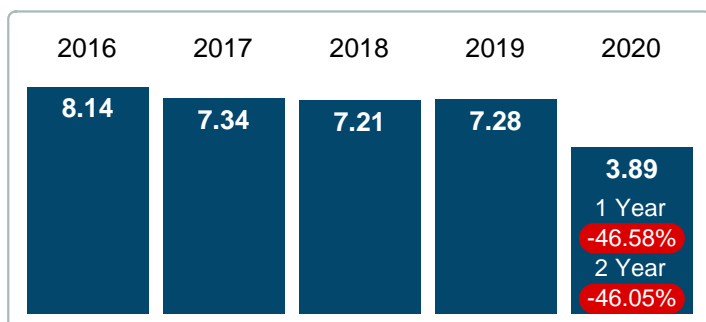
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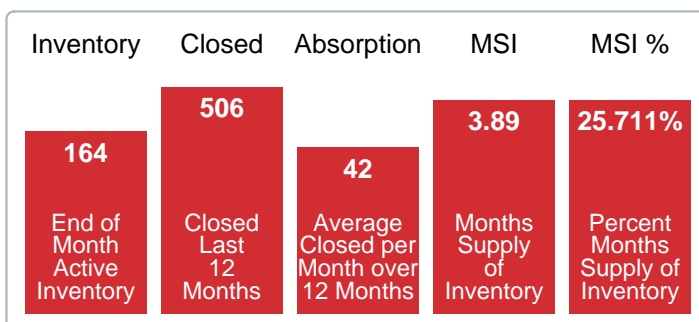
MONTHS SUPPLY of INVENTORY (MSI)

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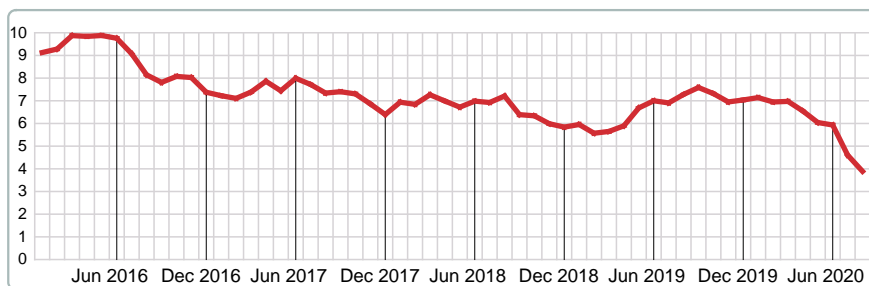
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

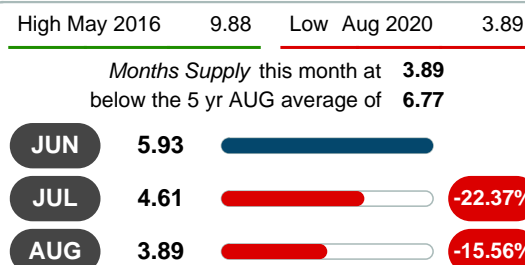


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.77



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	11	6.71%	2.87	4.80	1.04	4.00	0.00
\$50,001 - \$75,000	10	6.10%	2.86	4.00	2.53	0.00	0.00
\$75,001 - \$125,000	31	18.90%	2.91	3.31	2.54	3.69	12.00
\$125,001 - \$225,000	50	30.49%	2.99	5.00	3.02	2.21	3.00
\$225,001 - \$325,000	25	15.24%	5.36	12.00	6.55	3.84	5.14
\$325,001 - \$525,000	20	12.20%	8.89	12.00	13.50	8.40	3.43
\$525,001 and up	17	10.37%	34.00	0.00	42.00	48.00	20.00
Market Supply of Inventory (MSI)			3.89	4.63	3.50	3.92	6.00
Total Active Inventory by Units		100%	3.89	32	88	31	13

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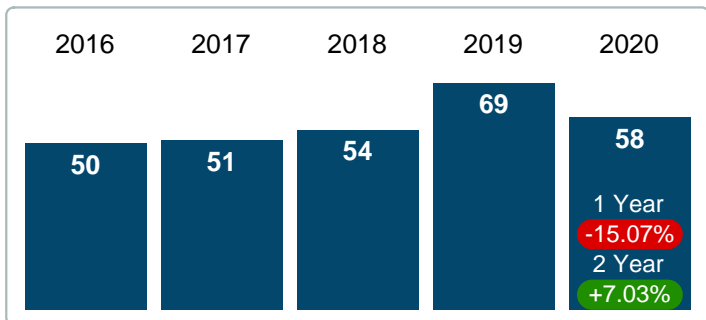
Area Delimited by County Of Cherokee - Residential Property Type



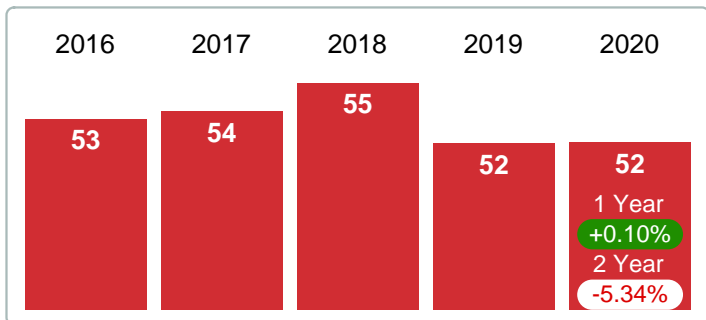
AVERAGE DAYS ON MARKET TO SALE

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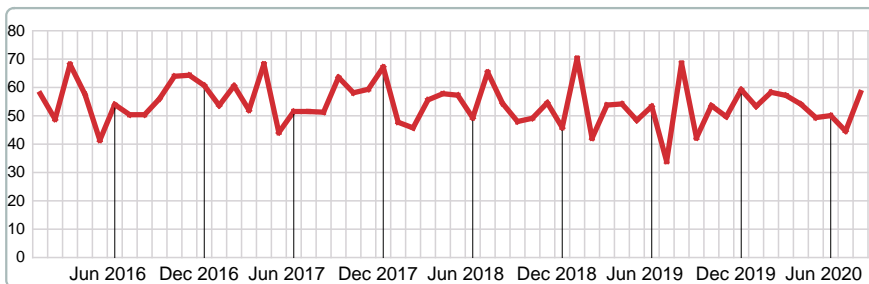
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

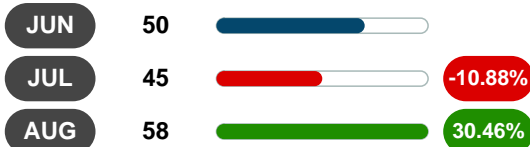


3 MONTHS

5 year AUG AVG = 57

High Jan 2019 70 Low Jul 2019 34

Average Days on Market to Sale this month at 58 above the 5 yr AUG average of 57



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
\$75,000 and less	8.20%	62	66	47	64	0
\$75,001 - \$100,000	9.84%	31	59	25	0	0
\$100,001 - \$125,000	18.03%	36	54	32	34	0
\$125,001 - \$175,000	21.31%	36	21	35	57	0
\$175,001 - \$275,000	19.67%	85	736	27	2	38
\$275,001 - \$300,000	3.28%	5	0	0	5	0
\$300,001 and up	19.67%	97	0	78	151	63
Average Closed DOM		58	127	36	75	58
Total Closed Units	100%	58	9	36	11	5
Total Closed Volume		11,405,100	961.90K	6.12M	2.78M	1.54M

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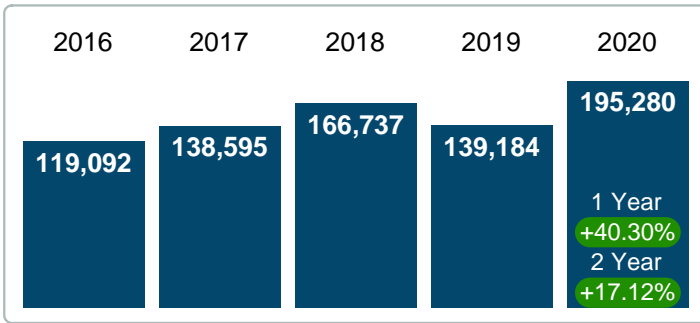
Area Delimited by County Of Cherokee - Residential Property Type



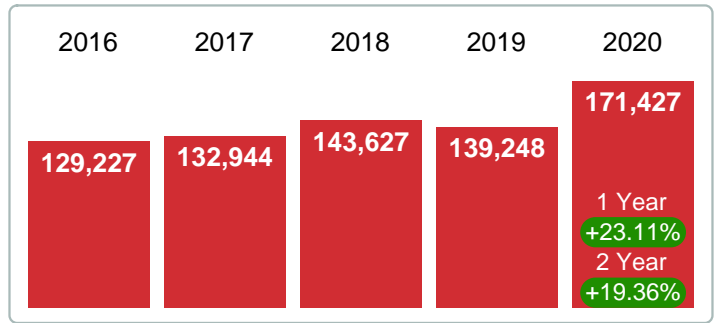
AVERAGE LIST PRICE AT CLOSING

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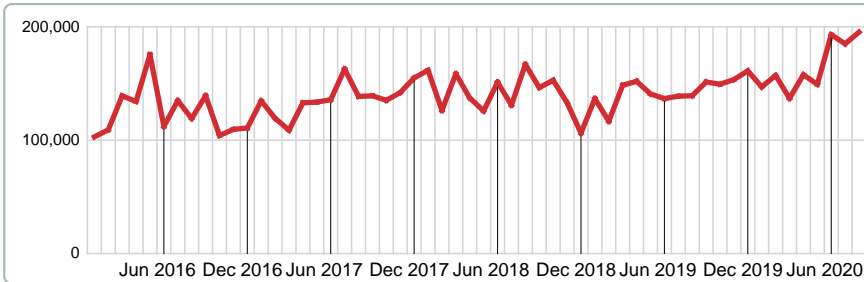
AUGUST



YEAR TO DATE (YTD)

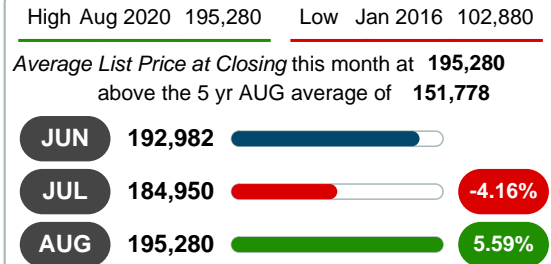


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 151,778



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
\$75,000 and less	4.92%	39,300	55,967	45,000	77,500	0
\$75,001 - \$100,000	11.48%	86,864	78,000	94,510	0	0
\$100,001 - \$125,000	16.39%	116,150	121,950	122,075	110,000	0
\$125,001 - \$175,000	21.31%	149,708	158,700	156,078	157,450	0
\$175,001 - \$275,000	22.95%	210,586	195,000	218,733	189,900	219,900
\$275,001 - \$300,000	3.28%	293,950	0	0	293,950	0
\$300,001 and up	19.67%	378,529	0	371,225	407,638	356,725
Average List Price		195,280	111,356	176,454	264,614	329,360
Total Closed Units	100%	195,280	9	36	11	5
Total Closed Volume		11,912,099	1.00M	6.35M	2.91M	1.65M

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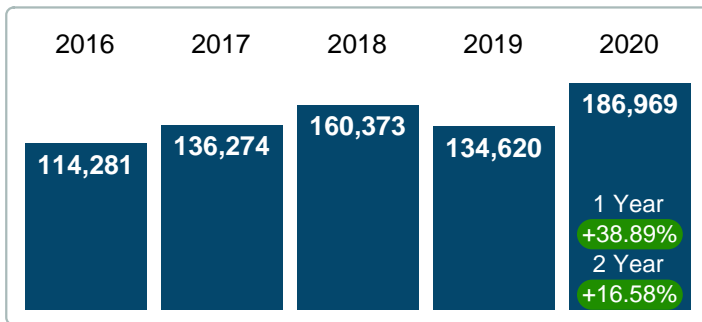
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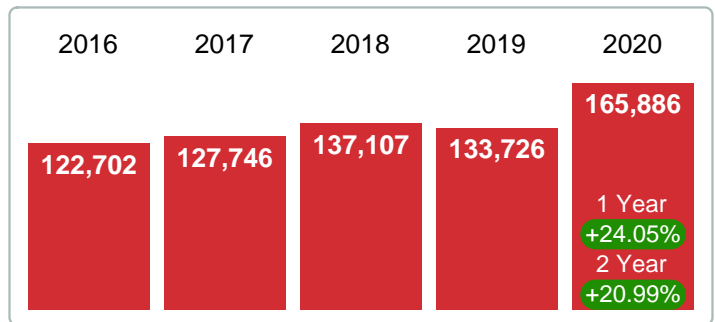
AVERAGE SOLD PRICE AT CLOSING

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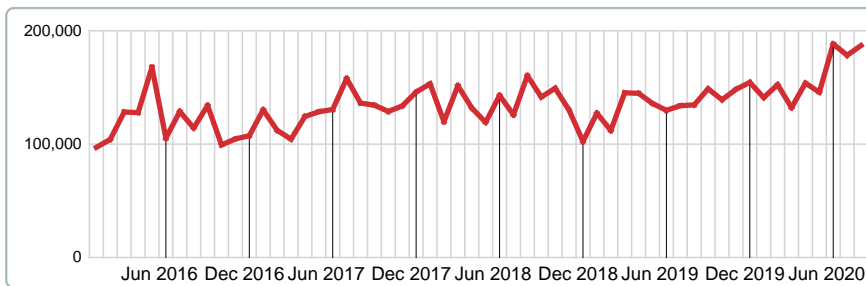
AUGUST



YEAR TO DATE (YTD)

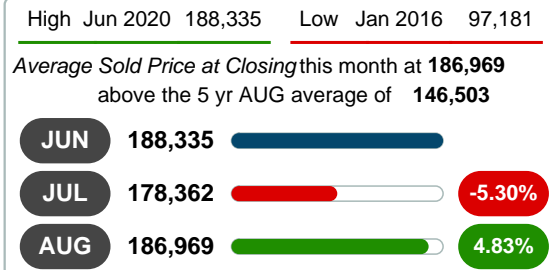


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 146,503



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
\$75,000 and less	5	8.20%	49,000	45,000	35,000	75,000	0
\$75,001 - \$100,000	6	9.84%	90,958	85,000	92,150	0	0
\$100,001 - \$125,000	11	18.03%	113,882	119,450	112,975	110,000	0
\$125,001 - \$175,000	13	21.31%	151,285	150,750	152,133	148,000	0
\$175,001 - \$275,000	12	19.67%	213,296	201,500	216,783	188,000	219,000
\$275,001 - \$300,000	2	3.28%	291,500	0	0	291,500	0
\$300,001 and up	12	19.67%	354,367	0	349,975	381,875	331,250
Average Sold Price			186,969	106,878	169,992	252,682	308,800
Total Closed Units		100%	186,969	9	36	11	5
Total Closed Volume			11,405,100	961.90K	6.12M	2.78M	1.54M

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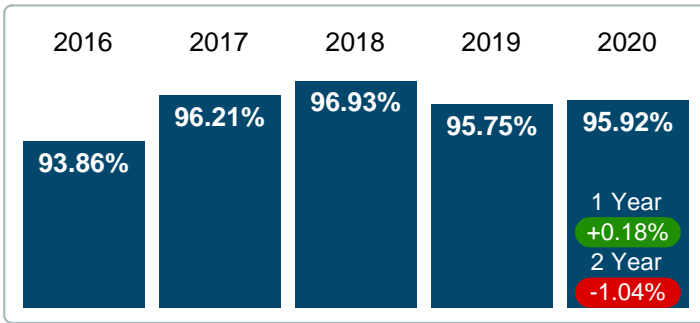
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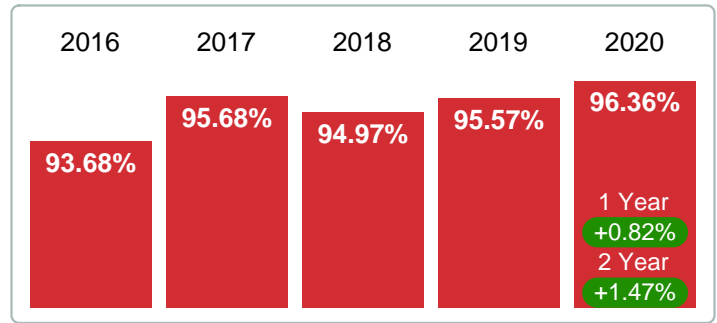
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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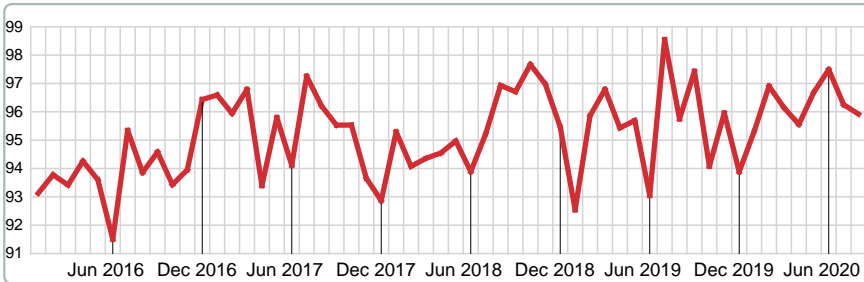
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

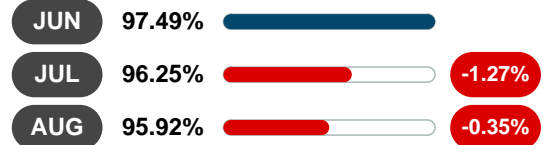


3 MONTHS

5 year AUG AVG = 95.73%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **95.92%**
equal to 5 yr AUG average of **95.73%**



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
\$75,000 and less	5	8.20%	86.52%	86.01%	77.78%	96.77%	0.00%
\$75,001 - \$100,000	6	9.84%	99.97%	108.97%	98.17%	0.00%	0.00%
\$100,001 - \$125,000	11	18.03%	94.67%	97.95%	93.18%	100.00%	0.00%
\$125,001 - \$175,000	13	21.31%	96.85%	95.16%	97.66%	94.89%	0.00%
\$175,001 - \$275,000	12	19.67%	99.68%	103.33%	99.36%	99.00%	99.59%
\$275,001 - \$300,000	2	3.28%	99.15%	0.00%	0.00%	99.15%	0.00%
\$300,001 and up	12	19.67%	93.66%	0.00%	94.51%	93.38%	93.09%
Average Sold/List Ratio		95.90%		95.17%	96.26%	96.13%	94.39%
Total Closed Units		61	100%	9	36	11	5
Total Closed Volume		11,405,100		961.90K	6.12M	2.78M	1.54M

August 2020



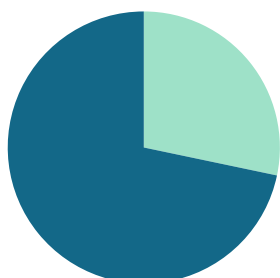
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

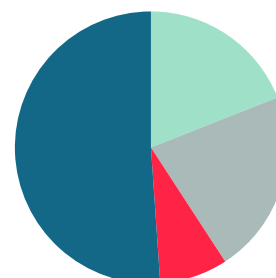


Inventory
 New Listings
73 = 28.29%
 Start Inventory
185
 Total Inventory Units
258
 Volume
\$62,047,138

Market Activity

Closed Sales
61 = 19.00%
 Pending Sales
70 = 21.81%
 Other Off Market
26 = 8.10%
 Active Inventory
164 = 51.09%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	37	61	64.86%	290	356	22.76%
Pending Sales	40	70	75.00%	310	440	41.94%
New Listings	91	73	-19.78%	661	628	-4.99%
Average List Price	139,184	195,280	40.30%	139,248	171,427	23.11%
Average Sale Price	134,620	186,969	38.89%	133,726	165,886	24.05%
Average Percent of Selling Price to List Price	95.75%	95.92%	0.18%	95.57%	96.36%	0.82%
Average Days on Market to Sale	68.54	58.21	-15.07%	52.13	52.18	0.10%
Monthly Inventory	290	164	-43.45%	290	164	-43.45%
Months Supply of Inventory	7.28	3.89	-46.58%	7.28	3.89	-46.58%

Absorption: Last 12 months, an Average of **42** Sales/Month

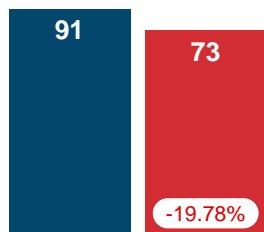
Inventory on August 31, 2020 = **164**

2019 **2020**

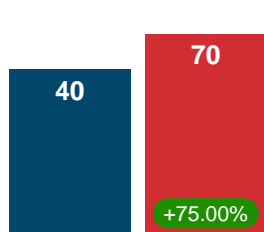
AUGUST MARKET

AVERAGE PRICES

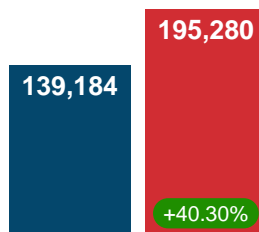
New Listings



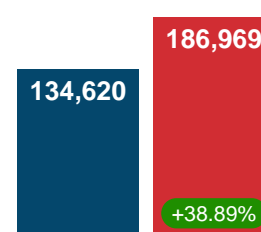
Pending Listings



List Price



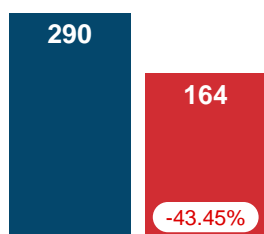
Sale Price



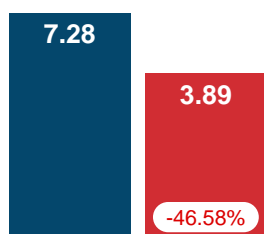
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

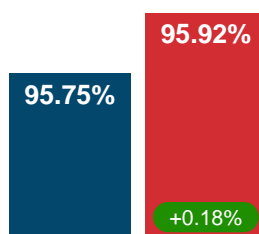
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

