

# August 2020



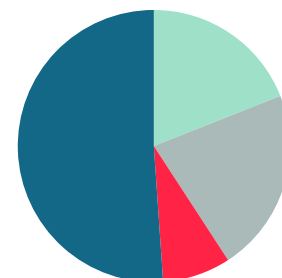
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	138,900	164,900	18.72%
Median Sale Price	133,000	163,500	22.93%
Median Percent of Selling Price to List Price	96.88%	97.67%	0.82%
Median Days on Market to Sale	63.00	38.00	-39.68%
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.

#### 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 **22.93%** in August 2020 to \$163,500 versus the previous year at \$133,000.

#### Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 25.00 days or **39.68%** in August 2020 compared to last year's same month at **63.00** DOM.

#### Sales Success for August 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 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.

### 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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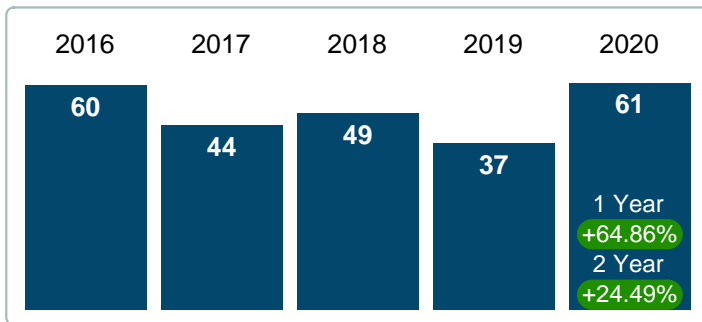
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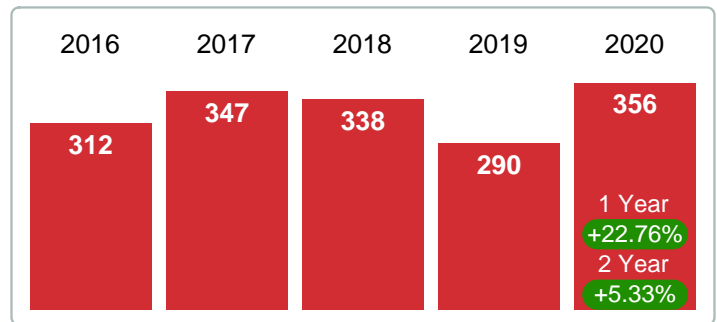
## CLOSED LISTINGS

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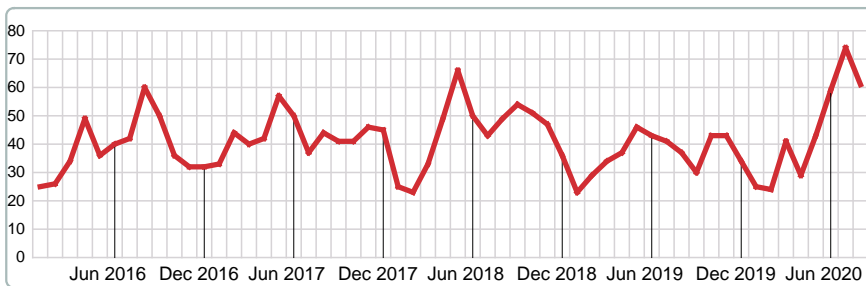
### AUGUST



### YEAR TO DATE (YTD)

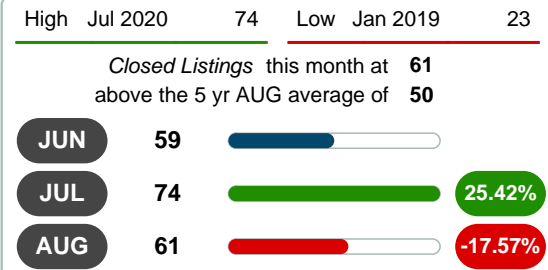


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.20%	64.0	3	1	1	0
\$75,001 - \$100,000	6	9.84%	23.5	1	5	0	0
\$100,001 - \$125,000	11	18.03%	34.0	2	8	1	0
\$125,001 - \$175,000	13	21.31%	15.0	2	9	2	0
\$175,001 - \$275,000	12	19.67%	13.0	1	9	1	1
\$275,001 - \$300,000	2	3.28%	5.0	0	0	2	0
\$300,001 and up	12	19.67%	96.0	0	4	4	4
<b>Total Closed Units</b>	<b>61</b>			<b>9</b>	<b>36</b>	<b>11</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>11,405,100</b>	<b>100%</b>	<b>38.0</b>	<b>961.90K</b>	<b>6.12M</b>	<b>2.78M</b>	<b>1.54M</b>
<b>Median Closed Price</b>	<b>\$163,500</b>			<b>\$117,000</b>	<b>\$150,650</b>	<b>\$285,000</b>	<b>\$305,000</b>

# August 2020



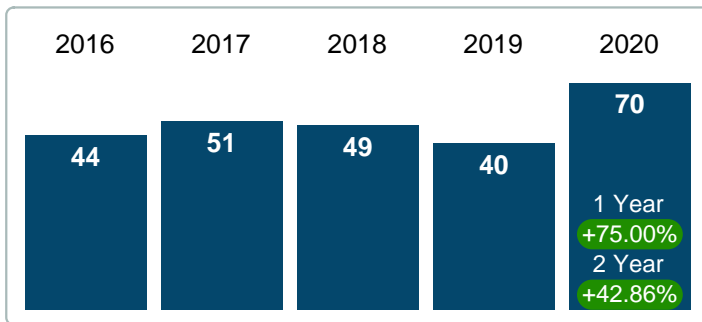
Area Delimited by County Of Cherokee - Residential Property Type



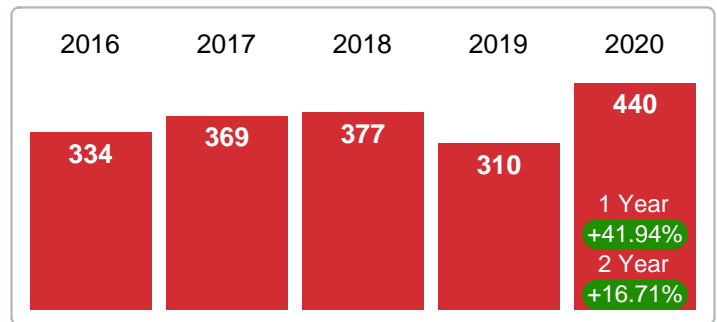
## PENDING LISTINGS

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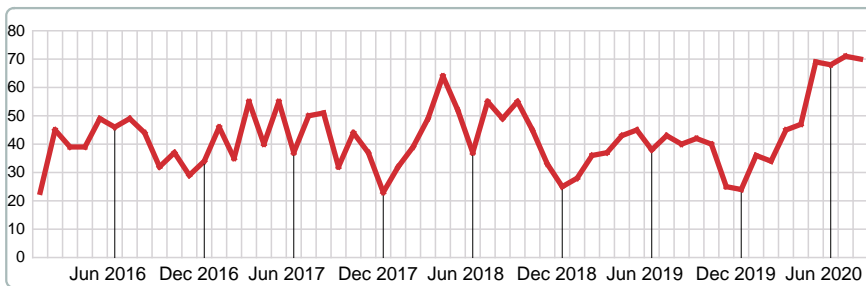
### AUGUST



### YEAR TO DATE (YTD)

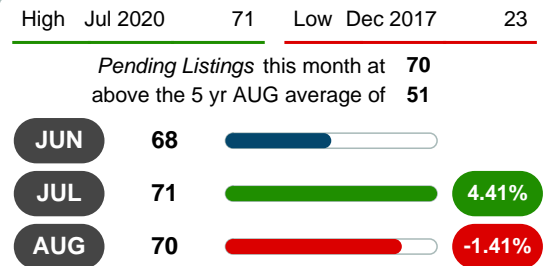


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 51



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	10.00%	22.0	2	5	0	0
\$75,001 - \$75,000	0	0.00%	22.0	0	0	0	0
\$75,001 - \$125,000	14	20.00%	9.0	4	8	2	0
\$125,001 - \$200,000	19	27.14%	42.0	4	15	0	0
\$200,001 - \$275,000	14	20.00%	42.5	1	8	5	0
\$275,001 - \$475,000	10	14.29%	80.5	1	4	5	0
\$475,001 and up	6	8.57%	154.0	1	3	1	1
<b>Total Pending Units</b>	<b>70</b>			<b>13</b>	<b>43</b>	<b>13</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,731,940</b>	<b>100%</b>	<b>29.5</b>	<b>2.39M</b>	<b>8.73M</b>	<b>3.96M</b>	<b>648.00K</b>
<b>Median Listing Price</b>	<b>\$189,400</b>			<b>\$149,900</b>	<b>\$174,900</b>	<b>\$259,000</b>	<b>\$648,000</b>

# August 2020



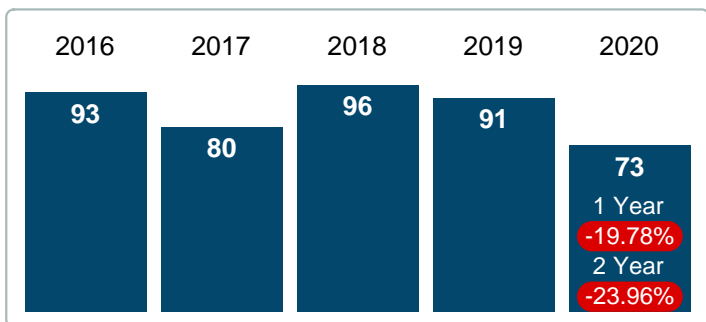
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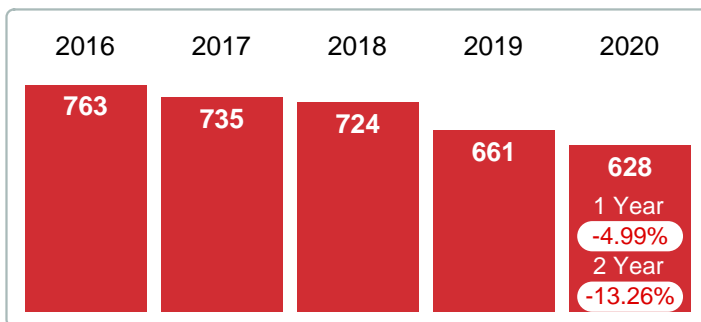
## NEW LISTINGS

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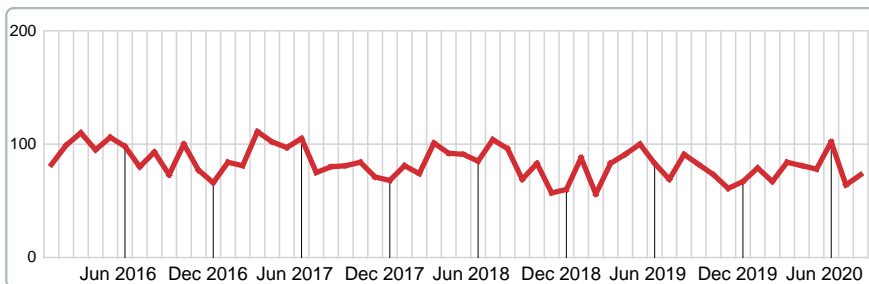
### AUGUST



### 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
\$60,000 and less	4	5.48%	3	1	0	0
\$60,001 - \$90,000	12	16.44%	6	5	1	0
\$90,001 - \$110,000	11	15.07%	4	6	1	0
\$110,001 - \$150,000	17	23.29%	4	13	0	0
\$150,001 - \$230,000	11	15.07%	1	8	1	1
\$230,001 - \$300,000	11	15.07%	2	7	2	0
\$300,001 and up	7	9.59%	1	1	3	2
<b>Total New Listed Units</b>	<b>73</b>		<b>21</b>	<b>41</b>	<b>8</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>12,743,400</b>	<b>100%</b>	<b>2.66M</b>	<b>6.50M</b>	<b>2.39M</b>	<b>1.19M</b>
<b>Median New Listed Listing Price</b>	<b>\$140,000</b>		<b>\$94,900</b>	<b>\$144,900</b>	<b>\$269,900</b>	<b>\$369,900</b>

# August 2020



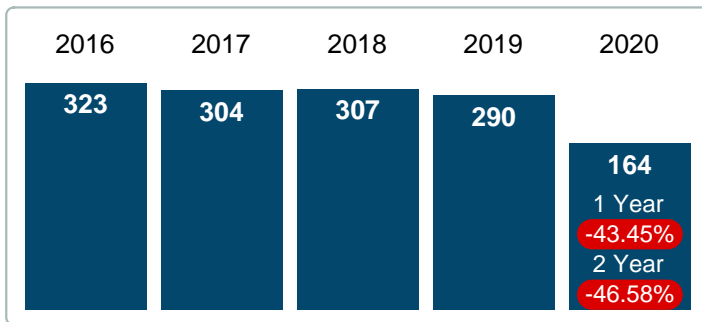
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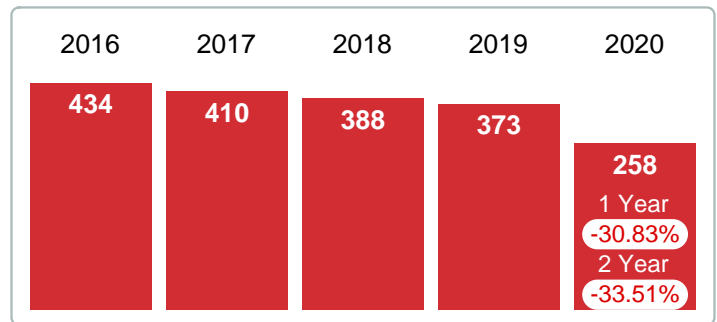
## ACTIVE INVENTORY

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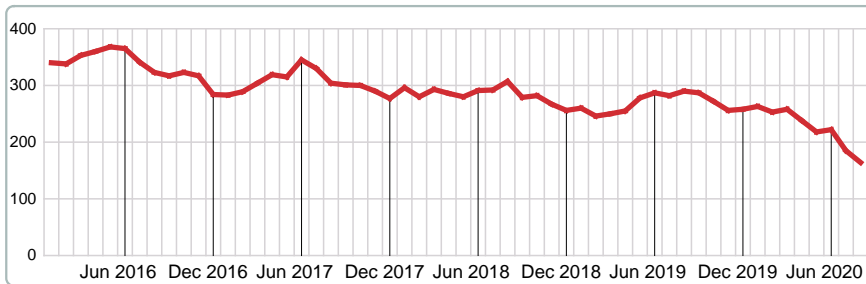
### END OF AUGUST



### ACTIVE DURING AUGUST

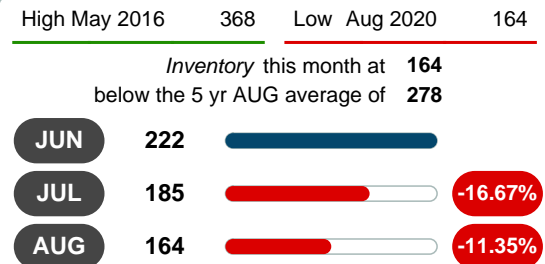


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 278



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	6.71%	47.0	8	2	1	0
\$50,001 - \$75,000	10	6.10%	83.0	6	4	0	0
\$75,001 - \$125,000	31	18.90%	70.0	8	18	4	1
\$125,001 - \$225,000	50	30.49%	68.0	5	36	7	2
\$225,001 - \$325,000	25	15.24%	67.0	2	12	8	3
\$325,001 - \$525,000	20	12.20%	62.5	2	9	7	2
\$525,001 and up	17	10.37%	94.0	1	7	4	5
<b>Total Active Inventory by Units</b>	<b>164</b>			<b>32</b>	<b>88</b>	<b>31</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>41,906,348</b>	<b>100%</b>	<b>70.0</b>	<b>4.20M</b>	<b>19.87M</b>	<b>9.93M</b>	<b>7.91M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$172,400</b>			<b>\$86,250</b>	<b>\$165,200</b>	<b>\$249,900</b>	<b>\$369,900</b>

# August 2020



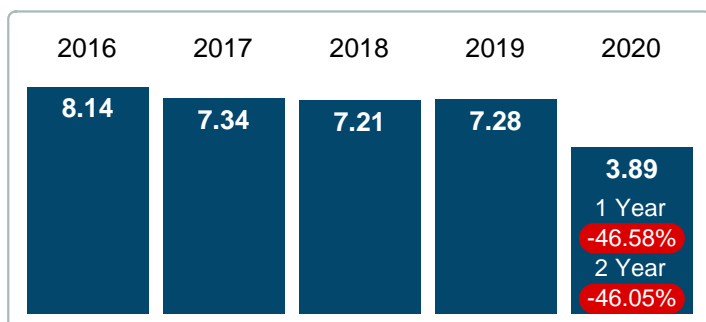
Area Delimited by County Of Cherokee - Residential Property Type



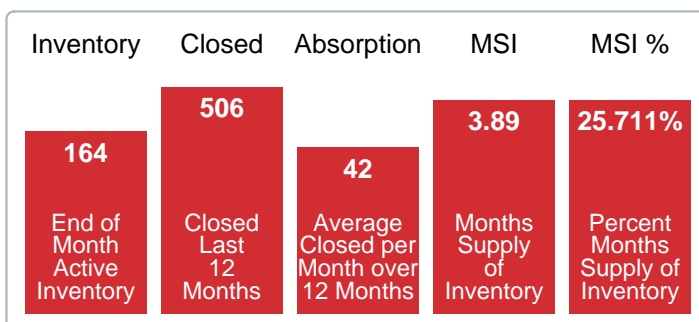
## MONTHS SUPPLY of INVENTORY (MSI)

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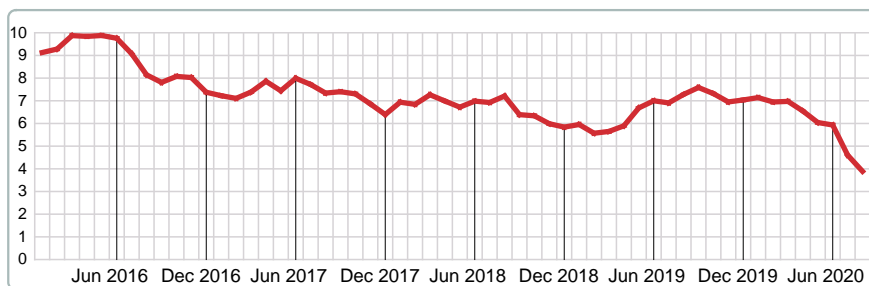
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

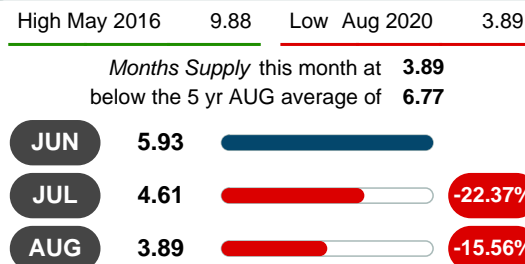


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# August 2020



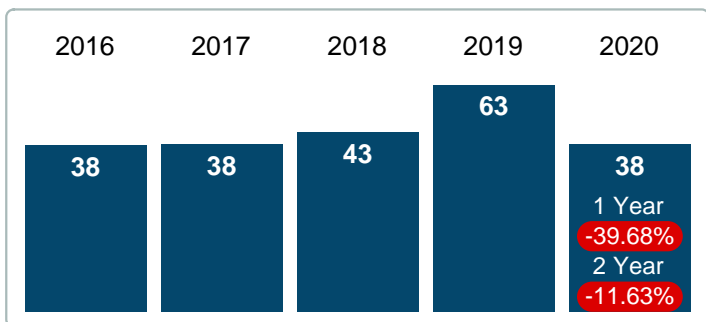
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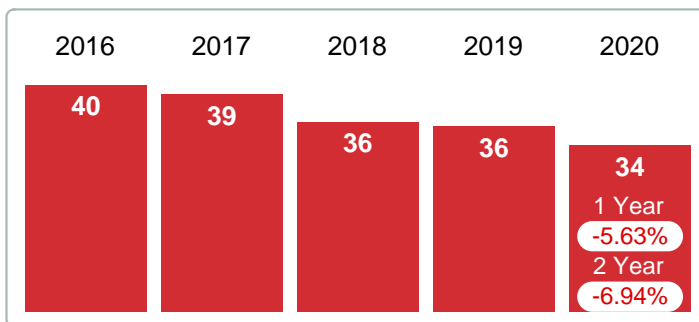
## MEDIAN DAYS ON MARKET TO SALE

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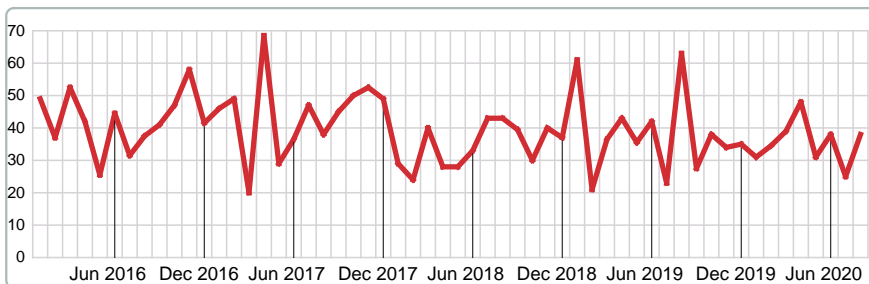
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

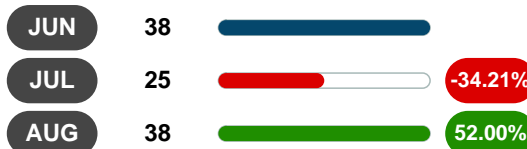


### 3 MONTHS

5 year AUG AVG = 44

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 38 below the 5 yr AUG average of 44



### 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
\$75,000 and less	5	8.20%	64	84	47	64	0
\$75,001 - \$100,000	6	9.84%	24	59	19	0	0
\$100,001 - \$125,000	11	18.03%	34	54	29	34	0
\$125,001 - \$175,000	13	21.31%	15	21	15	57	0
\$175,001 - \$275,000	12	19.67%	13	736	11	2	38
\$275,001 - \$300,000	2	3.28%	5	0	0	5	0
\$300,001 and up	12	19.67%	96	0	69	152	70
Median Closed DOM			38	59	18	64	45
Total Closed Units		100%	38.0	9	36	11	5
Total Closed Volume			11,405,100	961.90K	6.12M	2.78M	1.54M

# August 2020



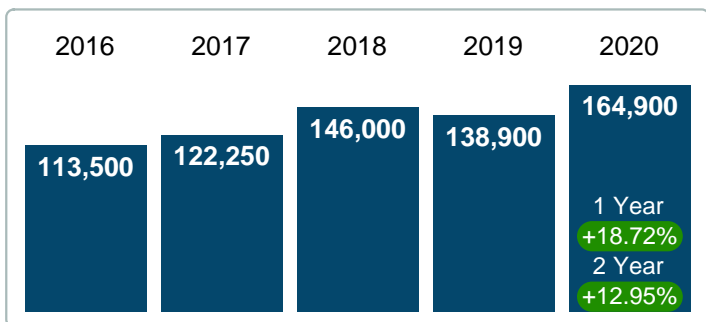
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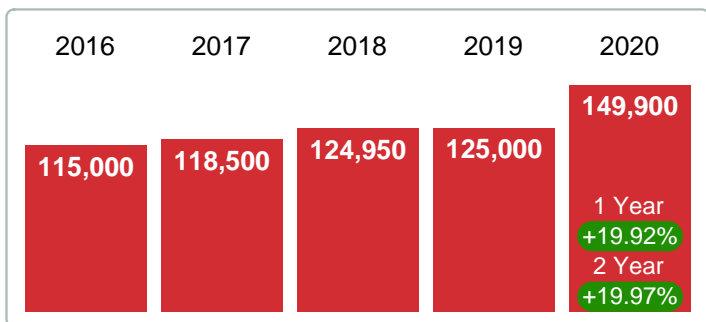
## MEDIAN LIST PRICE AT CLOSING

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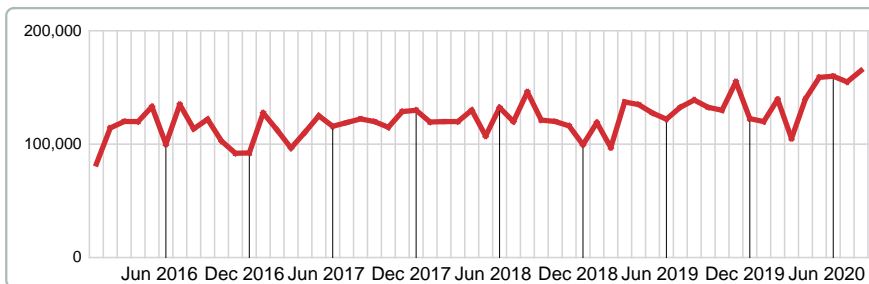
### AUGUST



### YEAR TO DATE (YTD)

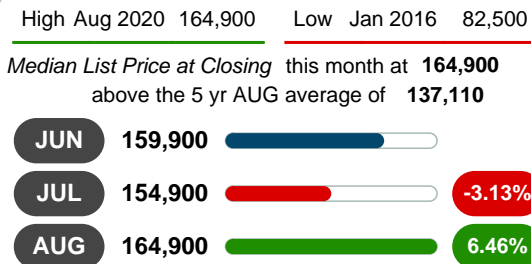


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 137,110



### 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
\$75,000 and less	4.92%	45,000	36,450	45,000	0	0
\$75,001 - \$100,000	11.48%	84,900	86,500	87,450	77,500	0
\$100,001 - \$125,000	16.39%	117,000	121,950	115,000	110,000	0
\$125,001 - \$175,000	21.31%	145,000	158,700	147,450	130,000	0
\$175,001 - \$275,000	22.95%	194,950	195,000	197,300	187,400	219,900
\$275,001 - \$300,000	3.28%	293,950	0	0	293,950	0
\$300,001 and up	19.67%	354,500	0	332,500	407,825	348,500
<b>Median List Price</b>		<b>164,900</b>	<b>121,900</b>	<b>149,900</b>	<b>289,900</b>	<b>328,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>164,900</b>	<b>9</b>	<b>36</b>	<b>11</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>11,912,099</b>	<b>1.00M</b>	<b>6.35M</b>	<b>2.91M</b>	<b>1.65M</b>



# August 2020



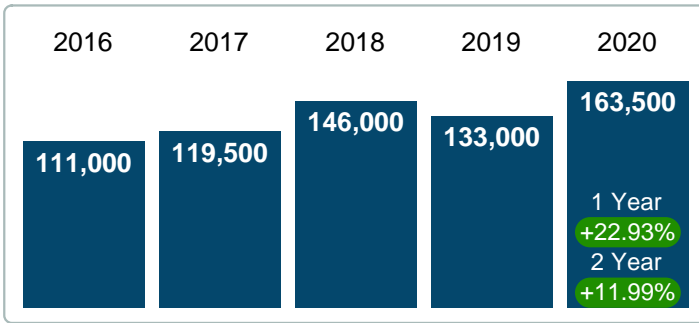
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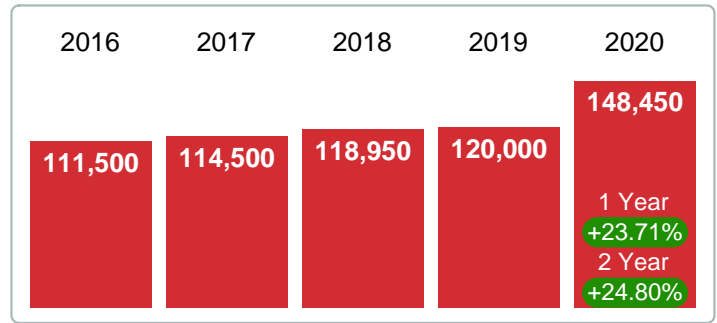
## MEDIAN SOLD PRICE AT CLOSING

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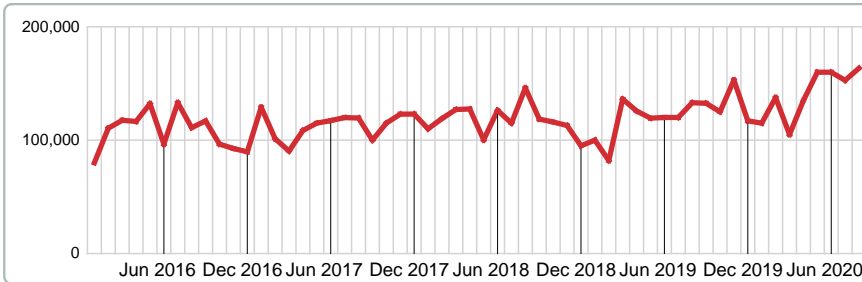
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

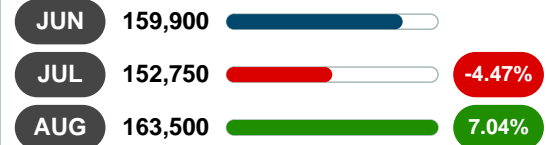


### 3 MONTHS

5 year AUG AVG = 134,600

High Aug 2020 163,500 Low Jan 2016 80,000

Median Sold Price at Closing this month at **163,500** above the 5 yr AUG average of **134,600**



### 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
\$75,000 and less	5	8.20%	45,000	45,000	35,000	75,000	0
\$75,001 - \$100,000	6	9.84%	89,000	85,000	90,000	0	0
\$100,001 - \$125,000	11	18.03%	115,000	119,450	115,000	110,000	0
\$125,001 - \$175,000	13	21.31%	153,300	150,750	153,300	148,000	0
\$175,001 - \$275,000	12	19.67%	202,175	201,500	202,850	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%	323,750	0	314,950	365,000	330,000
Median Sold Price			163,500	117,000	150,650	285,000	305,000
Total Closed Units		100%	61	9	36	11	5
Total Closed Volume			11,405,100	961.90K	6.12M	2.78M	1.54M

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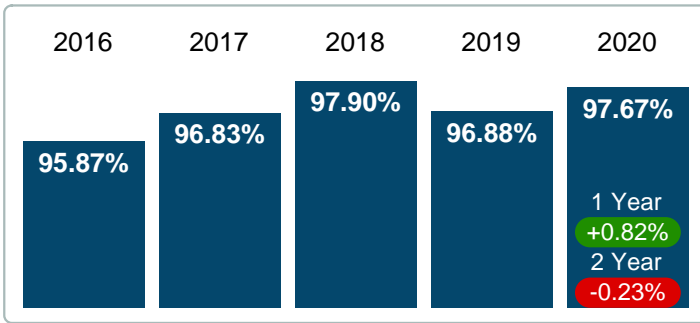
Area Delimited by County Of Cherokee - Residential Property Type



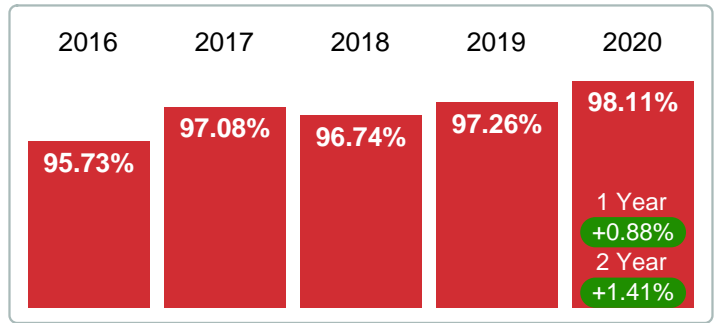
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

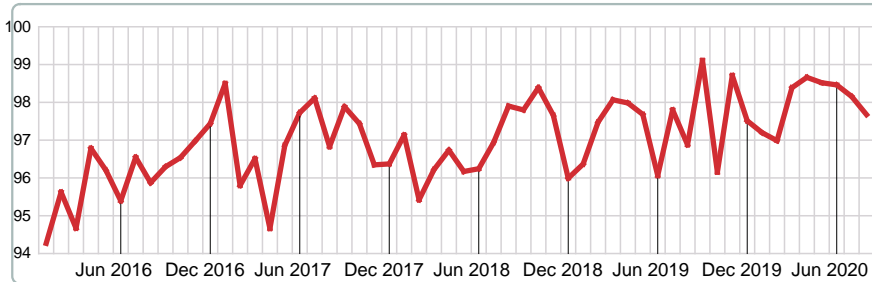
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

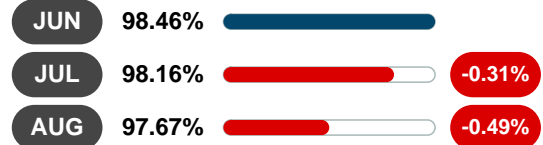


### 3 MONTHS

5 year AUG AVG = 97.03%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **97.67%**  
above the 5 yr AUG average of **97.03%**



### 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	
\$75,000 and less	<b>5</b>	8.20%	89.61%	89.61%	77.78%	96.77%	0.00%	
\$75,001 - \$100,000	<b>6</b>	9.84%	100.05%	108.97%	100.00%	0.00%	0.00%	
\$100,001 - \$125,000	<b>11</b>	18.03%	95.90%	97.95%	95.63%	100.00%	0.00%	
\$125,001 - \$175,000	<b>13</b>	21.31%	96.88%	95.16%	97.67%	94.89%	0.00%	
\$175,001 - \$275,000	<b>12</b>	19.67%	99.64%	103.33%	99.69%	99.00%	99.59%	
\$275,001 - \$300,000	<b>2</b>	3.28%	99.15%	0.00%	0.00%	99.15%	0.00%	
\$300,001 and up	<b>12</b>	19.67%	94.36%	0.00%	93.42%	96.04%	94.17%	
Median Sold/List Ratio		97.67%		96.84%	97.97%	98.31%	95.34%	
Total Closed Units		61	100%	97.67%	9	36	11	5
Total Closed Volume		11,405,100			961.90K	6.12M	2.78M	1.54M

# August 2020



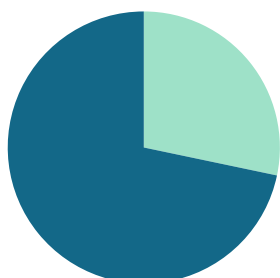
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

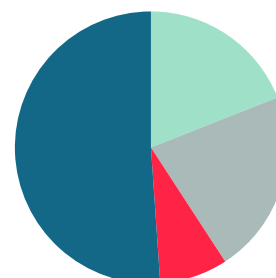


**Inventory**  
 New Listings  
**73 = 28.29%**  
 Start Inventory  
**185**  
 Total Inventory Units  
**258**  
 Volume  
**\$62,047,138**

### 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%
Median List Price	138,900	164,900	18.72%	125,000	149,900	19.92%
Median Sale Price	133,000	163,500	22.93%	120,000	148,450	23.71%
Median Percent of Selling Price to List Price	96.88%	97.67%	0.82%	97.26%	98.11%	0.88%
Median Days on Market to Sale	63.00	38.00	-39.68%	35.50	33.50	-5.63%
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

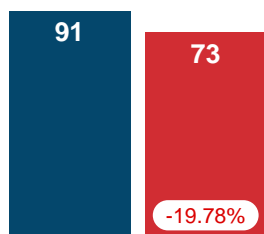
**Inventory** on August 31, 2020 = **164**

**2019** **2020**

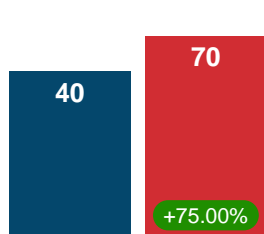
### AUGUST MARKET

### MEDIAN PRICES

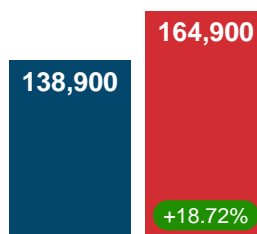
#### New Listings



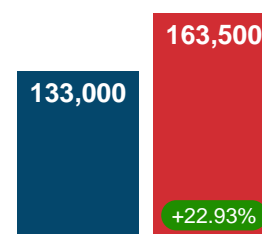
#### Pending Listings



#### List Price



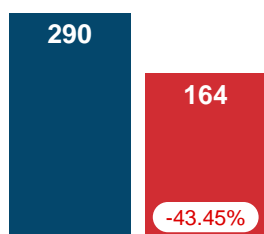
#### Sale Price



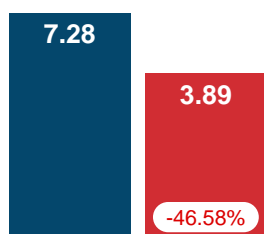
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

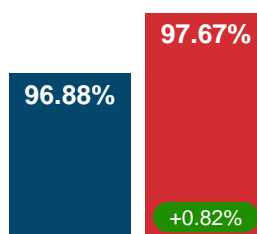
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

