

December 2020



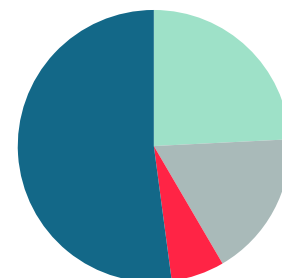
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	34	46	35.29%
Pending Listings	24	33	37.50%
New Listings	67	28	-58.21%
Average List Price	161,078	199,458	23.83%
Average Sale Price	154,431	188,941	22.35%
Average Percent of Selling Price to List Price	93.89%	95.60%	1.83%
Average Days on Market to Sale	59.21	41.57	-29.80%
End of Month Inventory	258	99	-61.63%
Months Supply of Inventory	7.04	2.02	-71.29%



■ Closed (24.21%)
■ Pending (17.37%)
■ Other OffMarket (6.32%)
■ Active (52.11%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of December 31, 2020 = **99**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **61.63%** to 99 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **2.02** 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 **22.35%** in December 2020 to \$188,941 versus the previous year at \$154,431.

Average Days on Market Shortens

The average number of **41.57** days that homes spent on the market before selling decreased by 17.64 days or **29.80%** in December 2020 compared to last year's same month at **59.21** DOM.

Sales Success for December 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 28 New Listings in December 2020, down **58.21%** from last year at 67. Furthermore, there were 46 Closed Listings this month versus last year at 34, a **35.29%** increase.

Closed versus Listed trends yielded a **164.3%** ratio, up from previous year's, December 2019, at **50.7%**, a **223.74%** 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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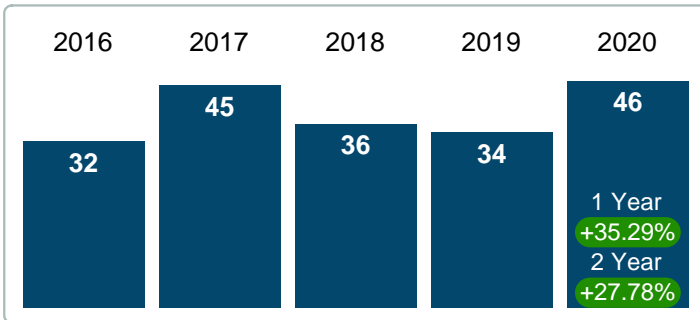
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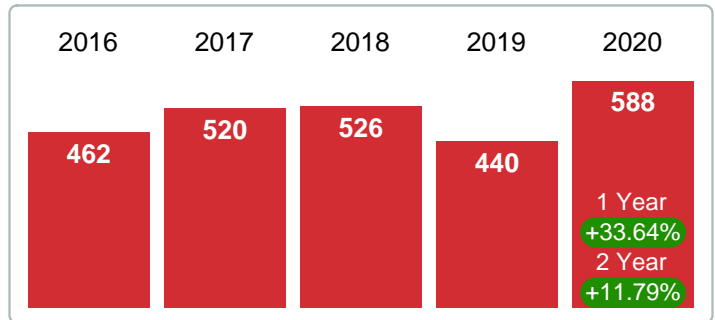
CLOSED LISTINGS

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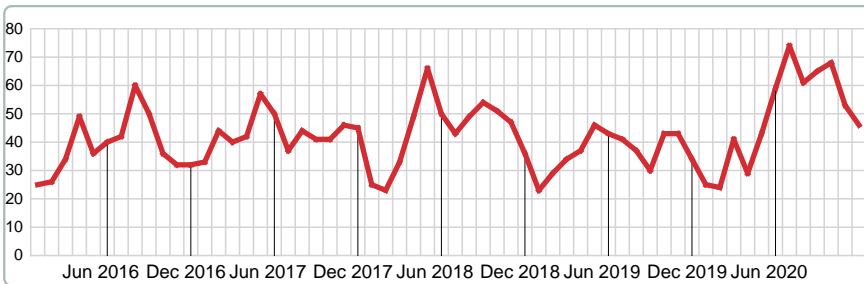
DECEMBER



YEAR TO DATE (YTD)

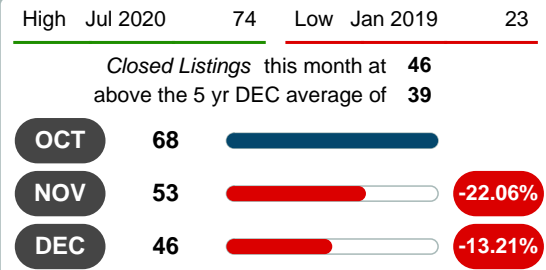


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.52%	16.3	3	0	0	0
\$50,001 - \$100,000	6	13.04%	31.0	1	2	3	0
\$100,001 - \$125,000	7	15.22%	34.6	3	3	1	0
\$125,001 - \$175,000	12	26.09%	37.2	2	7	2	1
\$175,001 - \$225,000	3	6.52%	60.7	0	2	1	0
\$225,001 - \$375,000	10	21.74%	76.6	1	5	3	1
\$375,001 and up	5	10.87%	8.2	0	2	1	2
Total Closed Units	46			10	21	11	4
Total Closed Volume	8,691,275	100%	41.6	1.12M	4.15M	1.99M	1.43M
Average Closed Price	\$188,941			\$111,995	\$197,664	\$181,070	\$357,150

December 2020



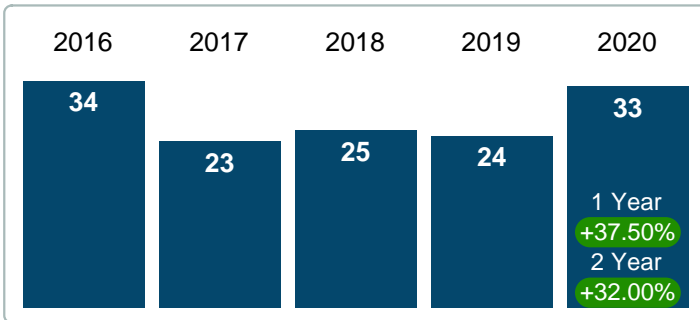
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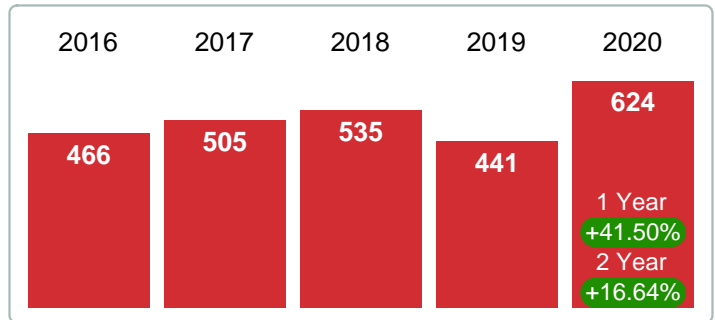
PENDING LISTINGS

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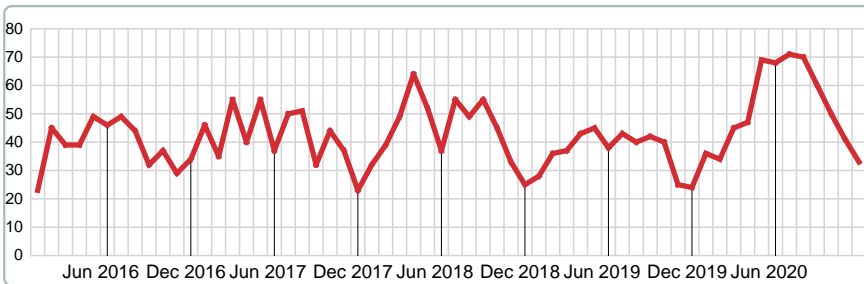
DECEMBER



YEAR TO DATE (YTD)

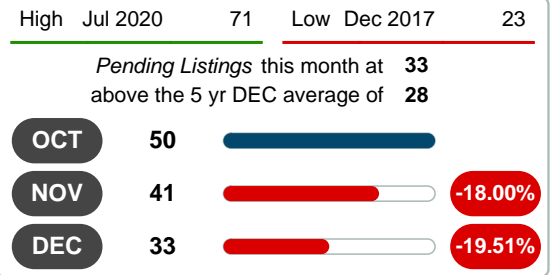


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	6.06%	83.0	1	1	0	0
\$100,001 - \$125,000	5	15.15%	17.0	1	3	1	0
\$125,001 - \$150,000	2	6.06%	42.0	0	1	1	0
\$150,001 - \$175,000	7	21.21%	48.0	0	5	2	0
\$175,001 - \$225,000	9	27.27%	81.7	0	8	0	1
\$225,001 - \$375,000	3	9.09%	39.0	0	3	0	0
\$375,001 and up	5	15.15%	86.8	0	3	2	0
Total Pending Units	33			2	24	6	1
Total Pending Volume	7,051,099	100%	59.3	207.00K	5.19M	1.43M	219.90K
Average Listing Price	\$213,670			\$103,500	\$216,237	\$239,083	\$219,900

December 2020



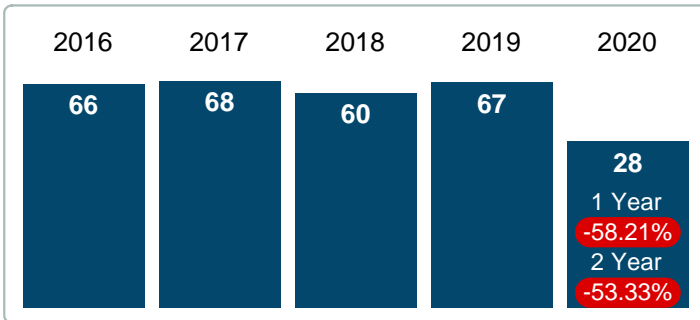
Area Delimited by County Of Cherokee - Residential Property Type



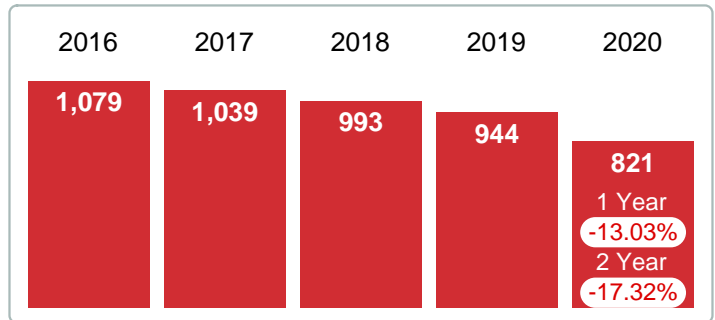
NEW LISTINGS

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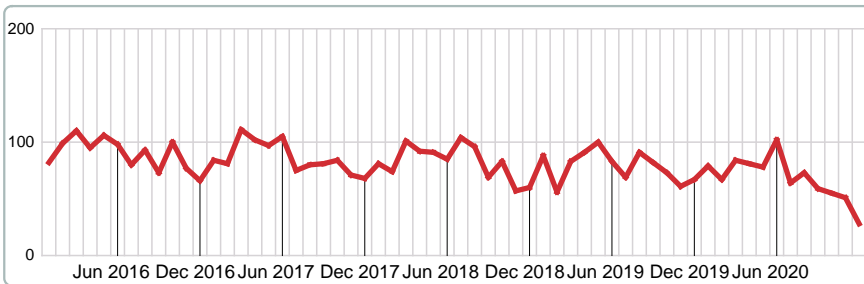
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YEAR TO DATE (YTD)

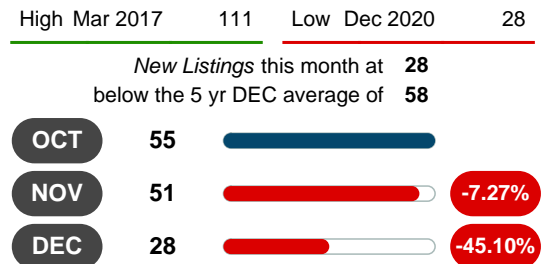


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 58



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	2	7.14%	2	0	0	0
\$50,001 - \$100,000	4	14.29%	2	2	0	0
\$100,001 - \$125,000	4	14.29%	0	3	1	0
\$125,001 - \$250,000	8	28.57%	1	3	3	1
\$250,001 - \$375,000	4	14.29%	0	3	0	1
\$375,001 - \$425,000	3	10.71%	0	2	1	0
\$425,001 and up	3	10.71%	0	0	3	0
Total New Listed Units	28		5	13	8	2
Total New Listed Volume	6,575,165	100%	425.20K	2.76M	2.84M	554.90K
Average New Listed Listing Price	\$243,884		\$85,040	\$212,043	\$354,813	\$277,450

December 2020



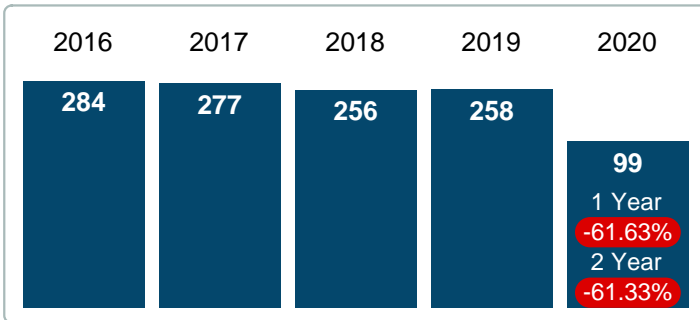
Area Delimited by County Of Cherokee - Residential Property Type



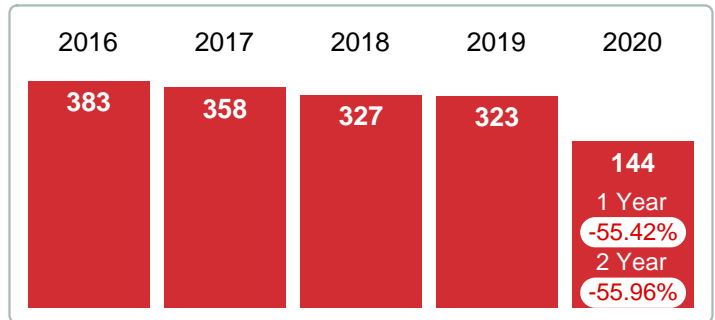
ACTIVE INVENTORY

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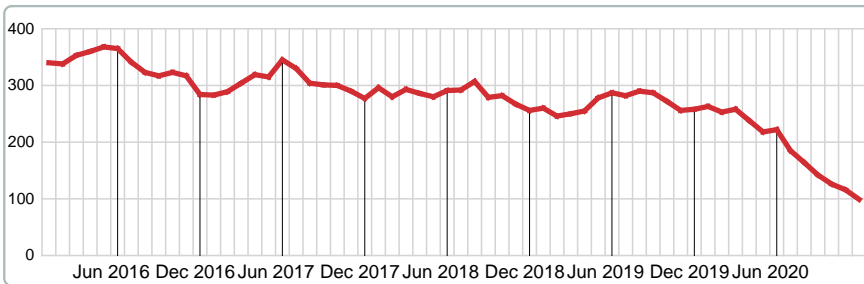
END OF DECEMBER



ACTIVE DURING DECEMBER

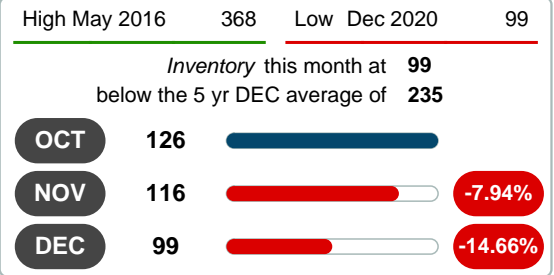


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 235



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	6	6.06%	44.3	6	0	0	0
\$50,001 - \$75,000	10	10.10%	61.6	5	5	0	0
\$75,001 - \$125,000	18	18.18%	113.5	5	11	2	0
\$125,001 - \$225,000	25	25.25%	90.3	2	15	7	1
\$225,001 - \$325,000	16	16.16%	74.4	1	10	2	3
\$325,001 - \$450,000	13	13.13%	64.5	0	7	5	1
\$450,001 and up	11	11.11%	93.7	0	2	6	3
Total Active Inventory by Units	99			19	50	22	8
Total Active Inventory by Volume	25,589,614	100%	83.3	1.68M	10.43M	8.04M	5.45M
Average Active Inventory Listing Price	\$258,481			\$88,205	\$208,558	\$365,305	\$681,138

December 2020



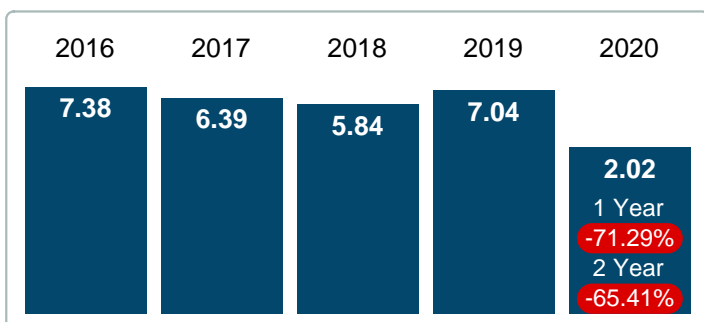
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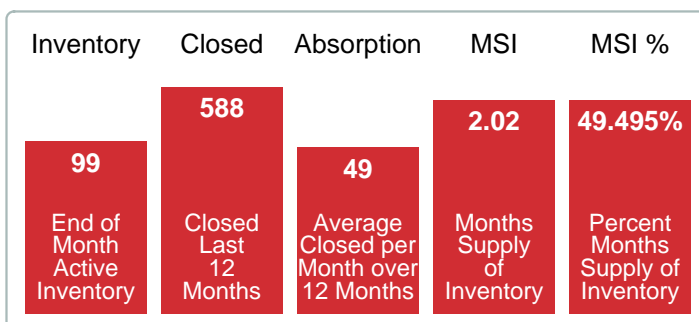
MONTHS SUPPLY of INVENTORY (MSI)

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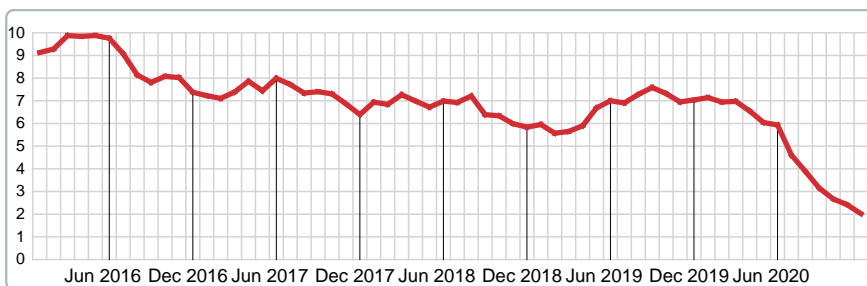
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

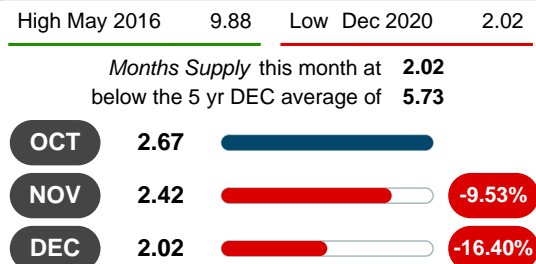


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.73



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	6	6.06%	1.76	3.13	0.00	0.00	0.00
\$50,001 - \$75,000	10	10.10%	2.55	2.86	3.00	0.00	0.00
\$75,001 - \$125,000	18	18.18%	1.64	2.00	1.53	1.60	0.00
\$125,001 - \$225,000	25	25.25%	1.30	1.85	1.07	2.00	1.71
\$225,001 - \$325,000	16	16.16%	2.43	3.00	3.24	0.83	4.00
\$325,001 - \$450,000	13	13.13%	4.46	0.00	6.00	4.62	2.00
\$450,001 and up	11	11.11%	5.50	0.00	2.40	9.00	7.20
Market Supply of Inventory (MSI)			2.02	2.43	1.70	2.32	3.43
Total Active Inventory by Units		100%	2.02	19	50	22	8

December 2020



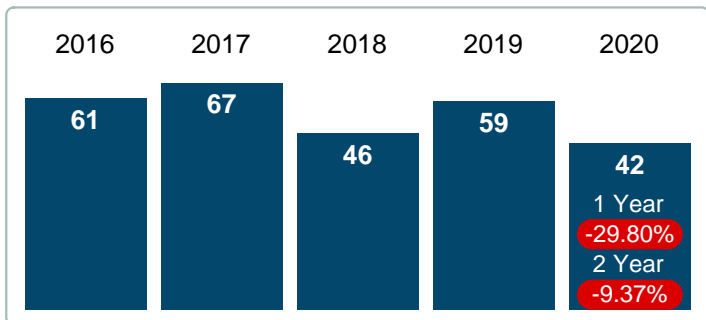
Area Delimited by County Of Cherokee - Residential Property Type



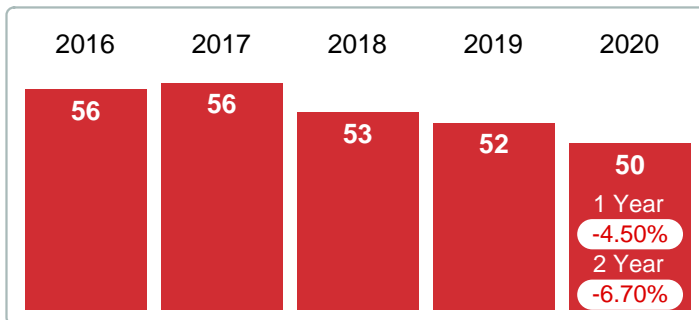
AVERAGE DAYS ON MARKET TO SALE

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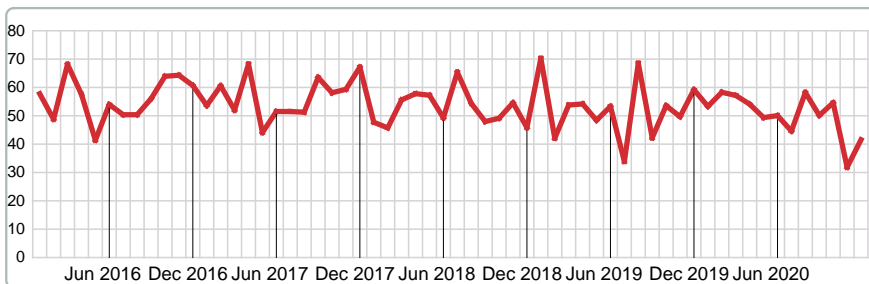
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 55

High Jan 2019 70 Low Nov 2020 32

Average Days on Market to Sale this month at 42 below the 5 yr DEC average of 55



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
\$50,000 and less	6.52%	16	16	0	0	0
\$50,001 - \$100,000	13.04%	31	34	53	15	0
\$100,001 - \$125,000	15.22%	35	34	39	22	0
\$125,001 - \$175,000	26.09%	37	1	45	6	115
\$175,001 - \$225,000	6.52%	61	0	61	61	0
\$225,001 - \$375,000	21.74%	77	158	58	49	171
\$375,001 and up	10.87%	8	0	13	1	8
Average Closed DOM		42	35	46	26	75
Total Closed Units	100%	46	10	21	11	4
Total Closed Volume		8,691,275	1.12M	4.15M	1.99M	1.43M

December 2020



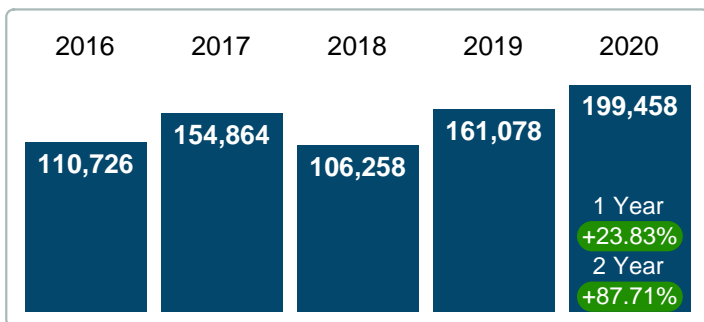
Area Delimited by County Of Cherokee - Residential Property Type



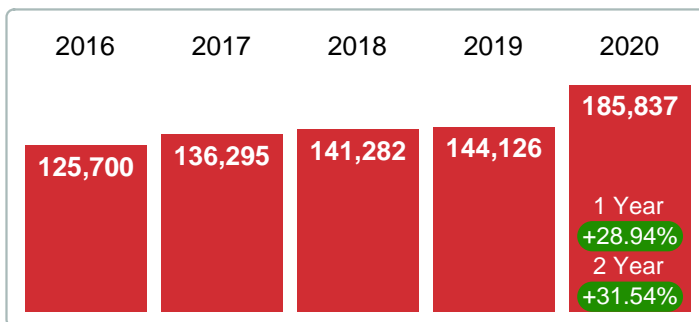
AVERAGE LIST PRICE AT CLOSING

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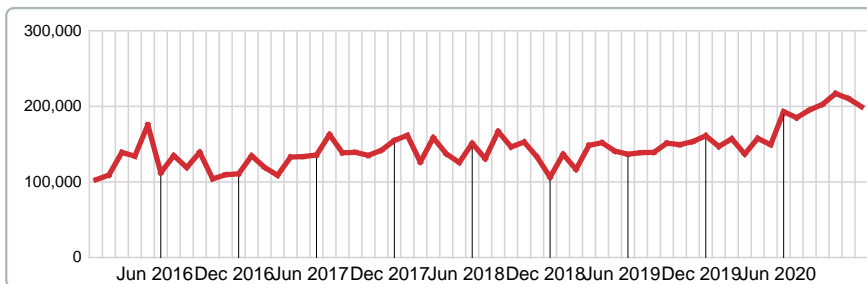
DECEMBER



YEAR TO DATE (YTD)

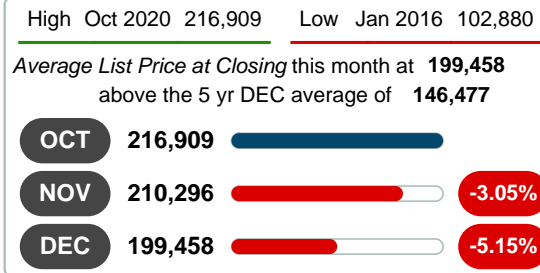


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 146,477



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
\$50,000 and less	6.52%	36,300	36,300	0	0	0
\$50,001 - \$100,000	13.04%	84,767	79,900	72,450	98,267	0
\$100,001 - \$125,000	15.22%	114,843	114,967	112,633	115,000	0
\$125,001 - \$175,000	26.09%	150,104	140,000	153,921	139,500	159,900
\$175,001 - \$225,000	6.52%	188,767	0	188,200	189,900	0
\$225,001 - \$375,000	17.39%	257,788	399,000	290,040	259,900	319,900
\$375,001 and up	15.22%	474,829	0	469,900	449,900	523,800
Average List Price		199,458	121,270	206,031	191,664	381,850
Total Closed Units	100%	199,458	10	21	11	4
Total Closed Volume		9,175,050	1.21M	4.33M	2.11M	1.53M

December 2020



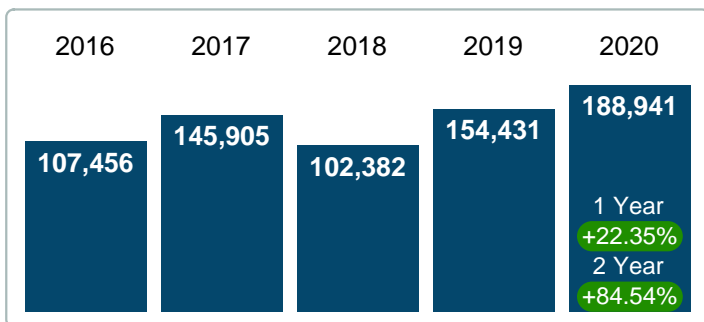
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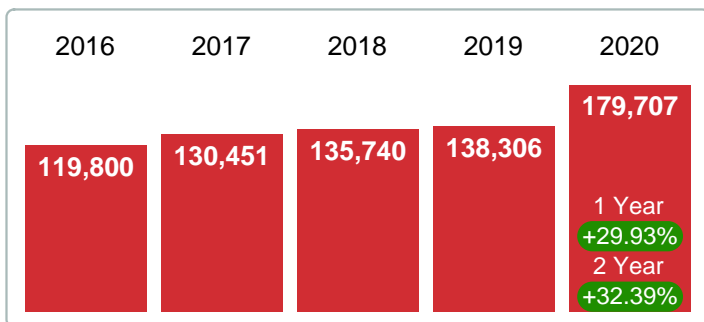
AVERAGE SOLD PRICE AT CLOSING

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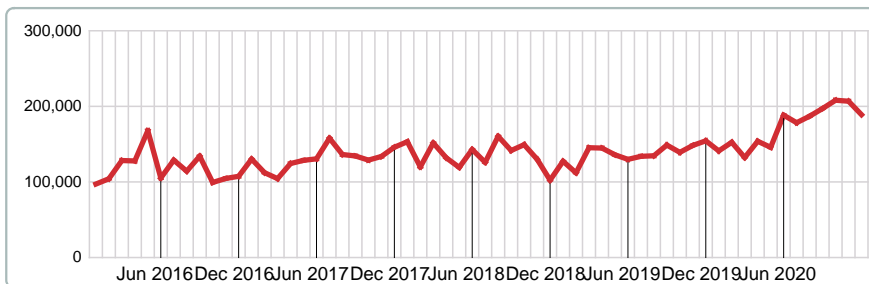
DECEMBER



YEAR TO DATE (YTD)

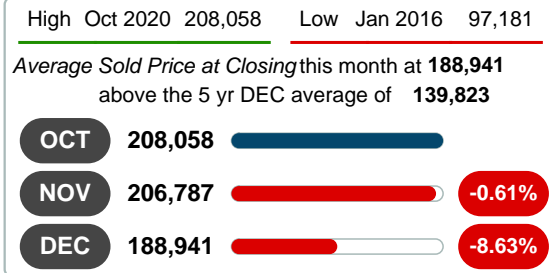


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 139,823



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
\$50,000 and less	6.52%	30,933	30,933	0	0	0
\$50,001 - \$100,000	13.04%	81,175	78,650	66,250	91,967	0
\$100,001 - \$125,000	15.22%	112,596	114,000	111,733	110,975	0
\$125,001 - \$175,000	26.09%	145,546	140,750	149,864	139,250	137,500
\$175,001 - \$225,000	6.52%	185,467	0	188,200	180,000	0
\$225,001 - \$375,000	21.74%	270,070	325,000	265,360	247,133	307,500
\$375,001 and up	10.87%	463,920	0	465,500	405,000	491,800
Average Sold Price		188,941	111,995	197,664	181,070	357,150
Total Closed Units	100%	188,941	10	21	11	4
Total Closed Volume		8,691,275	1.12M	4.15M	1.99M	1.43M

December 2020



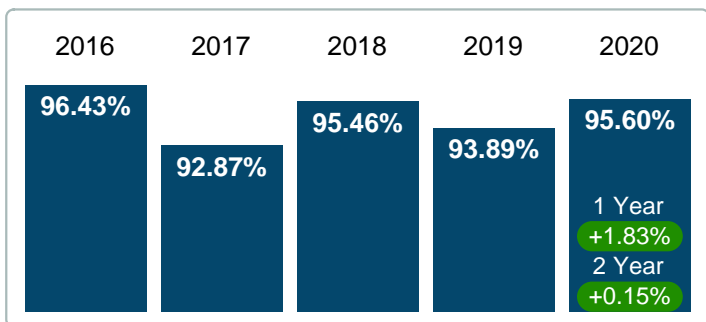
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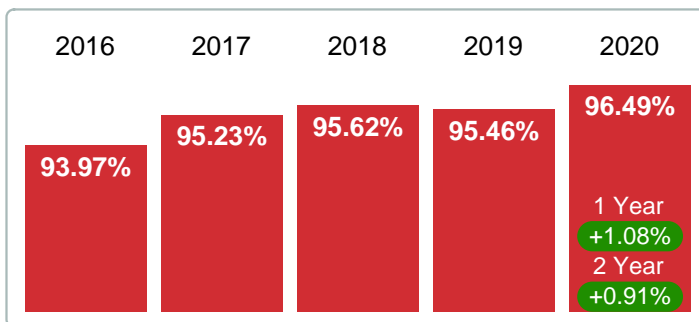
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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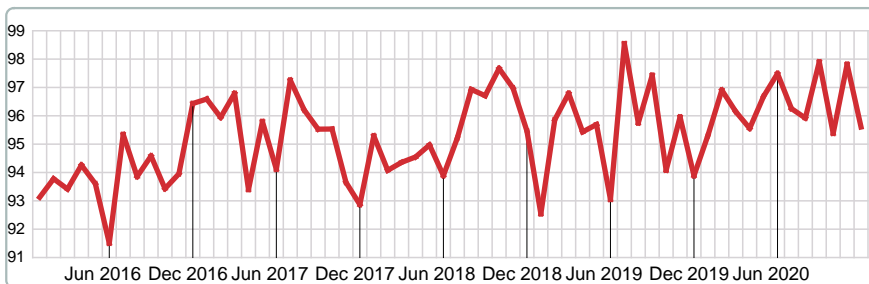
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

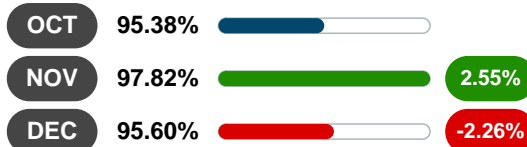


3 MONTHS

5 year DEC AVG = 94.85%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **95.60%**
above the 5 yr DEC average of **94.85%**



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	
\$50,000 and less	3	6.52%	86.28%	86.28%	0.00%	0.00%	0.00%	
\$50,001 - \$100,000	6	13.04%	94.04%	98.44%	91.88%	94.01%	0.00%	
\$100,001 - \$125,000	7	15.22%	99.28%	99.61%	99.88%	96.50%	0.00%	
\$125,001 - \$175,000	12	26.09%	97.52%	100.87%	97.47%	100.10%	85.99%	
\$175,001 - \$225,000	3	6.52%	98.26%	0.00%	100.00%	94.79%	0.00%	
\$225,001 - \$375,000	10	21.74%	93.67%	81.45%	94.48%	95.59%	96.12%	
\$375,001 and up	5	10.87%	95.59%	0.00%	98.90%	90.02%	95.07%	
Average Sold/List Ratio		95.60%		93.93%	96.95%	95.48%	93.06%	
Total Closed Units		46	100%	95.60%	10	21	11	4
Total Closed Volume		8,691,275			1.12M	4.15M	1.99M	1.43M

December 2020



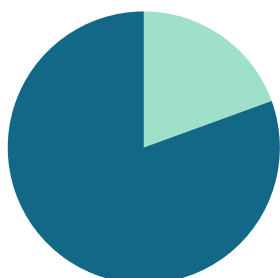
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

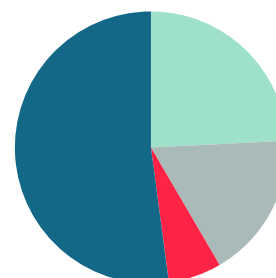


Inventory
 New Listings
28 = 19.44%
 Start Inventory
116
 Total Inventory Units
144
 Volume
\$37,028,013

Market Activity

Closed Sales
46 = 24.21%
 Pending Sales
33 = 17.37%
 Other Off Market
12 = 6.32%
 Active Inventory
99 = 52.11%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	34	46	35.29%	440	588	33.64%
Pending Sales	24	33	37.50%	441	624	41.50%
New Listings	67	28	-58.21%	944	821	-13.03%
Average List Price	161,078	199,458	23.83%	144,126	185,837	28.94%
Average Sale Price	154,431	188,941	22.35%	138,306	179,707	29.93%
Average Percent of Selling Price to List Price	93.89%	95.60%	1.83%	95.46%	96.49%	1.08%
Average Days on Market to Sale	59.21	41.57	-29.80%	51.90	49.57	-4.50%
Monthly Inventory	258	99	-61.63%	258	99	-61.63%
Months Supply of Inventory	7.04	2.02	-71.29%	7.04	2.02	-71.29%

Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on December 31, 2020 = **99** 2019 2020

DECEMBER MARKET

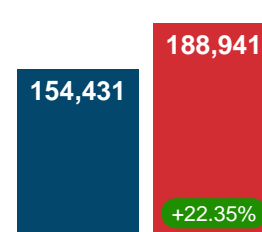
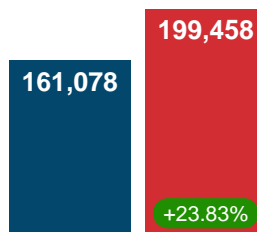
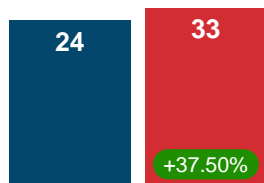
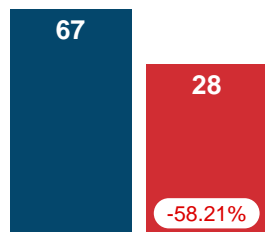
AVERAGE PRICES

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

