

December 2020



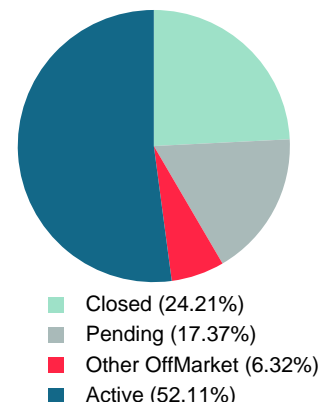
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	122,500	150,950	23.22%
Median Sale Price	117,000	145,000	23.93%
Median Percent of Selling Price to List Price	97.51%	97.75%	0.24%
Median Days on Market to Sale	35.00	25.00	-28.57%
End of Month Inventory	258	99	-61.63%
Months Supply of Inventory	7.04	2.02	-71.29%



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.

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 **23.93%** in December 2020 to \$145,000 versus the previous year at \$117,000.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 10.00 days or **28.57%** in December 2020 compared to last year's same month at **35.00** DOM.

Sales Success for December 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 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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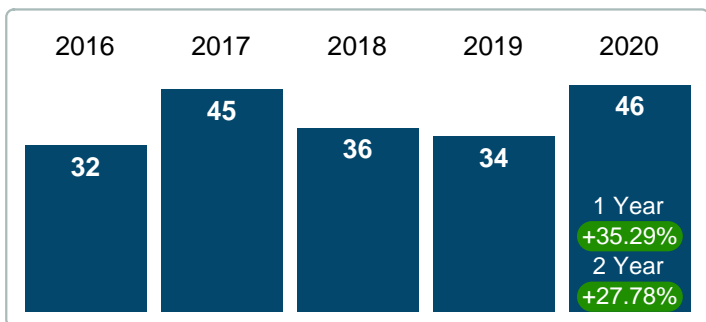
Area Delimited by County Of Cherokee - Residential Property Type



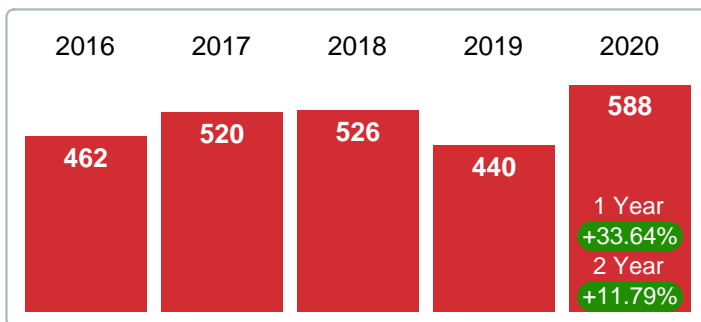
CLOSED LISTINGS

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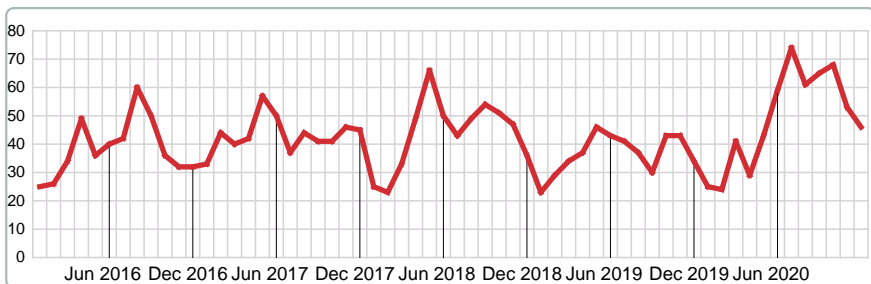
DECEMBER



YEAR TO DATE (YTD)

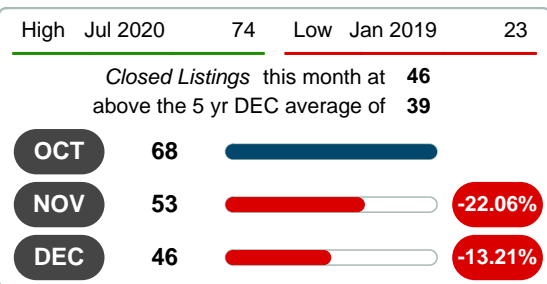


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	10.87%	9.0	3	2	0	0
\$70,001 - \$100,000	4	8.70%	18.5	1	0	3	0
\$100,001 - \$130,000	8	17.39%	19.5	4	3	1	0
\$130,001 - \$180,000	12	26.09%	30.0	1	7	3	1
\$180,001 - \$240,000	7	15.22%	38.0	0	5	2	0
\$240,001 - \$380,000	5	10.87%	158.0	1	2	1	1
\$380,001 and up	5	10.87%	1.0	0	2	1	2
Total Closed Units	46			10	21	11	4
Total Closed Volume	8,691,275	100%	25.0	1.12M	4.15M	1.99M	1.43M
Median Closed Price	\$145,000			\$111,000	\$162,000	\$143,500	\$353,050

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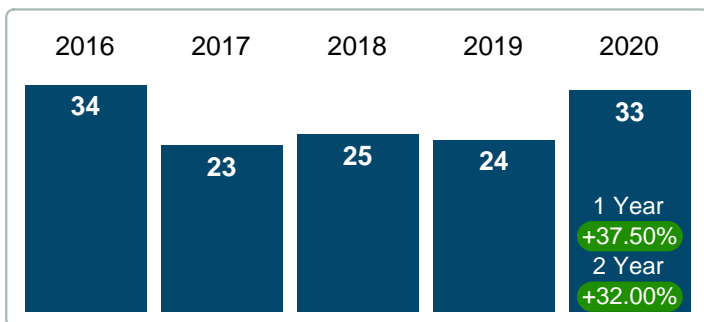
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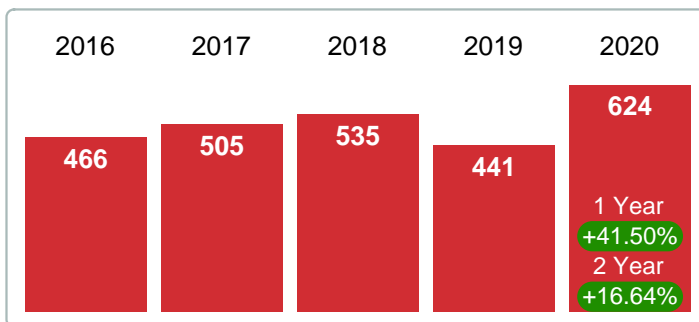
PENDING LISTINGS

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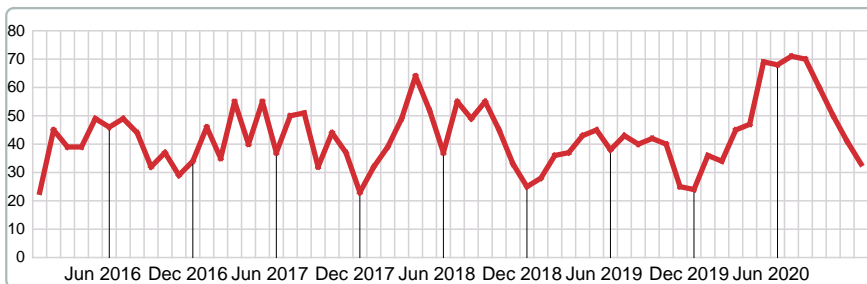
DECEMBER



YEAR TO DATE (YTD)

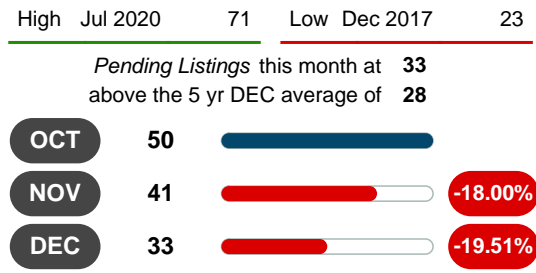


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	4.0	1	3	1	0
\$125,001 - \$150,000	2	6.06%	42.0	0	1	1	0
\$150,001 - \$175,000	7	21.21%	45.0	0	5	2	0
\$175,001 - \$225,000	9	27.27%	50.0	0	8	0	1
\$225,001 - \$375,000	3	9.09%	33.0	0	3	0	0
\$375,001 and up	5	15.15%	124.0	0	3	2	0
Total Pending Units	33			2	24	6	1
Total Pending Volume	7,051,099	100%	45.0	207.00K	5.19M	1.43M	219.90K
Median Listing Price	\$180,000			\$103,500	\$187,200	\$167,400	\$219,900

December 2020



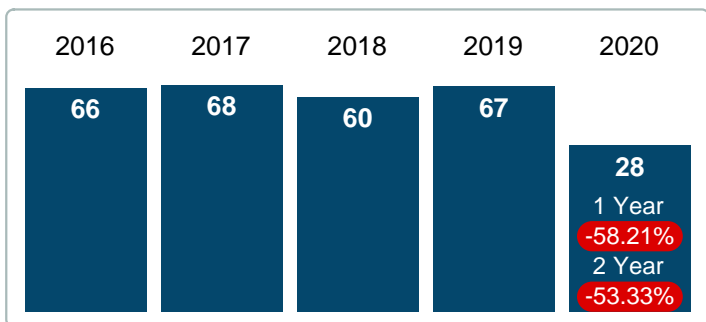
Area Delimited by County Of Cherokee - Residential Property Type



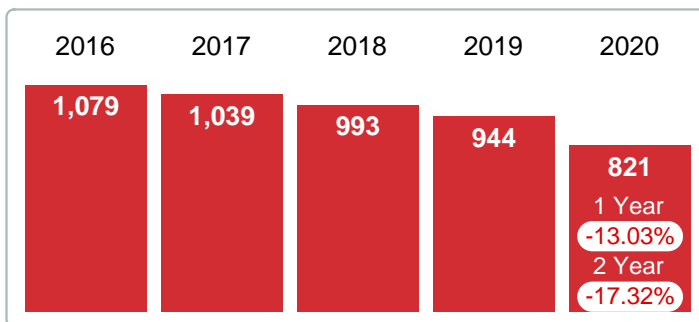
NEW LISTINGS

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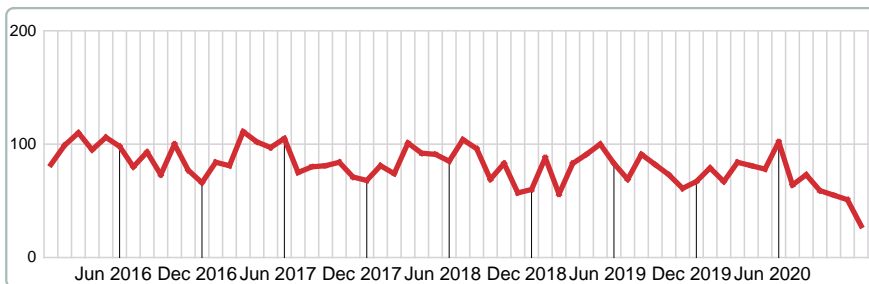
DECEMBER



YEAR TO DATE (YTD)

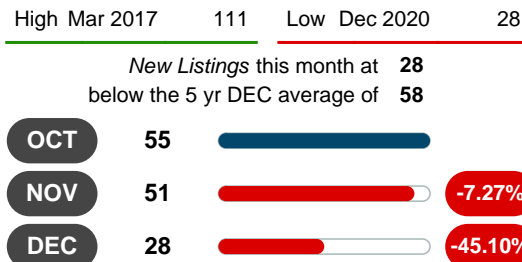


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$187,400		\$74,900	\$174,900	\$319,950	\$277,450

December 2020



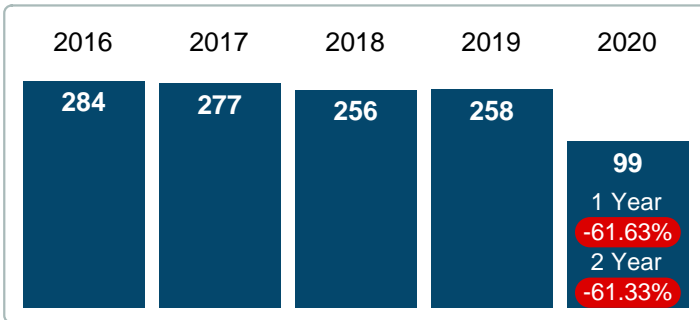
Area Delimited by County Of Cherokee - Residential Property Type



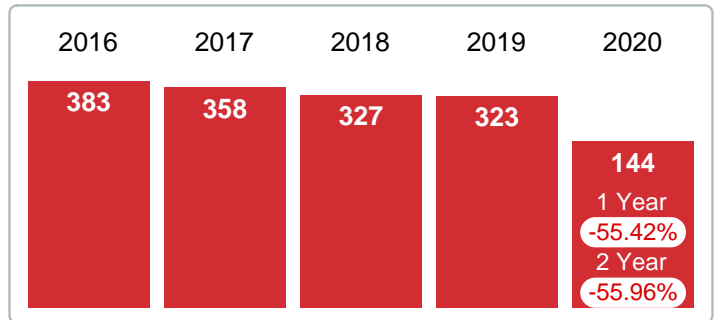
ACTIVE INVENTORY

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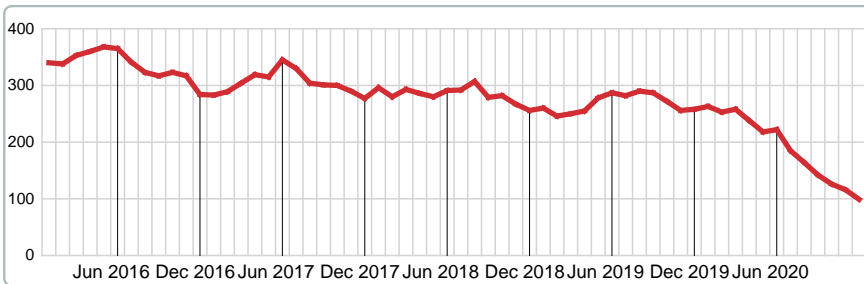
END OF DECEMBER



ACTIVE DURING DECEMBER

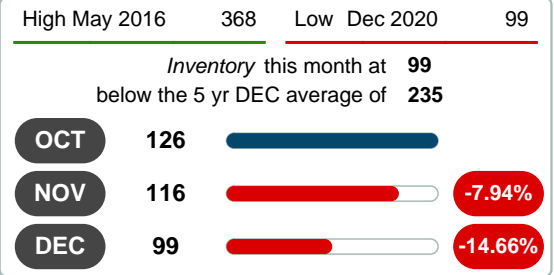


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 235



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.06%	50.5	6	0	0	0
\$50,001 - \$75,000	10	10.10%	62.0	5	5	0	0
\$75,001 - \$125,000	18	18.18%	122.0	5	11	2	0
\$125,001 - \$225,000	25	25.25%	89.0	2	15	7	1
\$225,001 - \$325,000	16	16.16%	65.0	1	10	2	3
\$325,001 - \$450,000	13	13.13%	63.0	0	7	5	1
\$450,001 and up	11	11.11%	105.0	0	2	6	3
Total Active Inventory by Units	99			19	50	22	8
Total Active Inventory by Volume	25,589,614	100%	73.0	1.68M	10.43M	8.04M	5.45M
Median Active Inventory Listing Price	\$174,900			\$69,000	\$169,950	\$299,950	\$317,250

December 2020



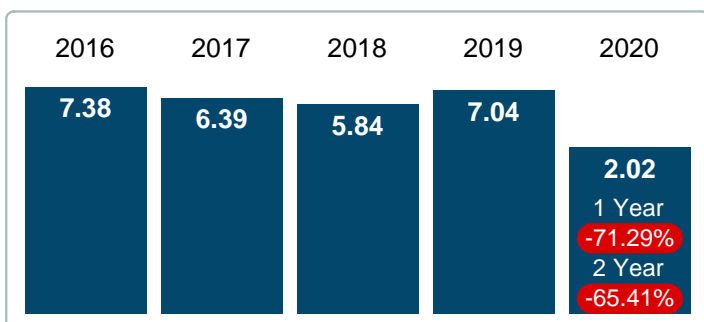
Area Delimited by County Of Cherokee - Residential Property Type



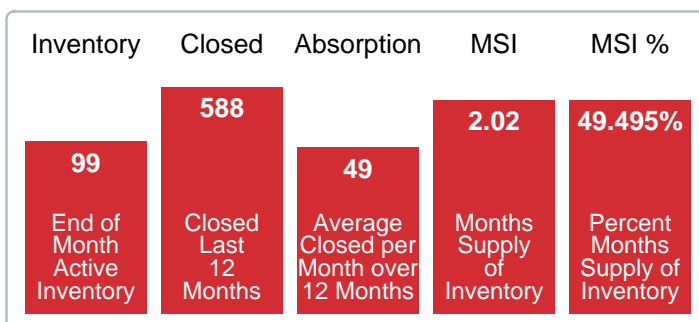
MONTHS SUPPLY of INVENTORY (MSI)

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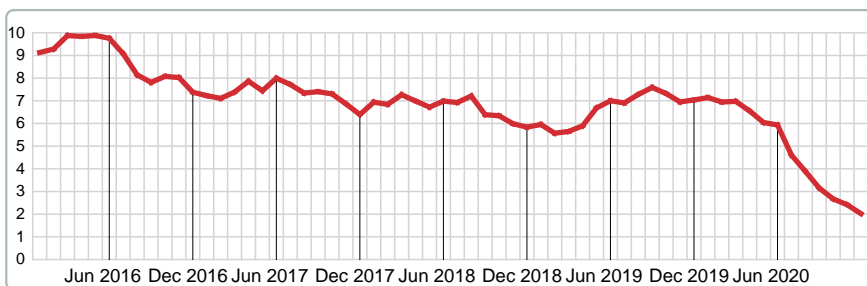
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

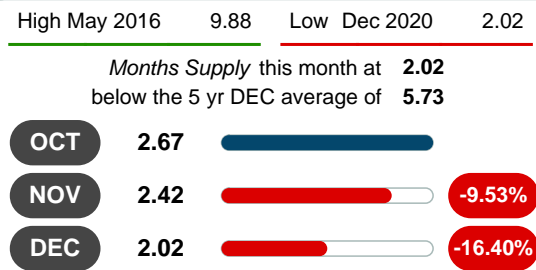


5 YEAR MARKET ACTIVITY TRENDS



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

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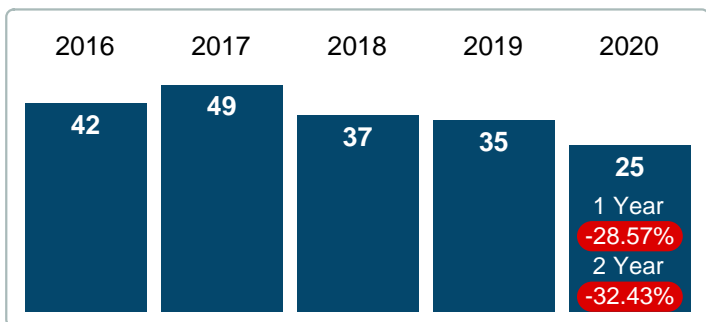
Area Delimited by County Of Cherokee - Residential Property Type



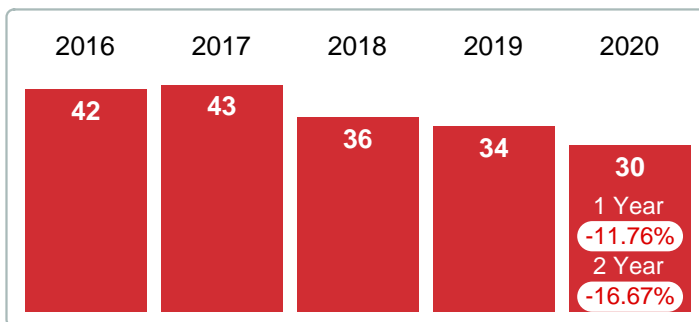
MEDIAN DAYS ON MARKET TO SALE

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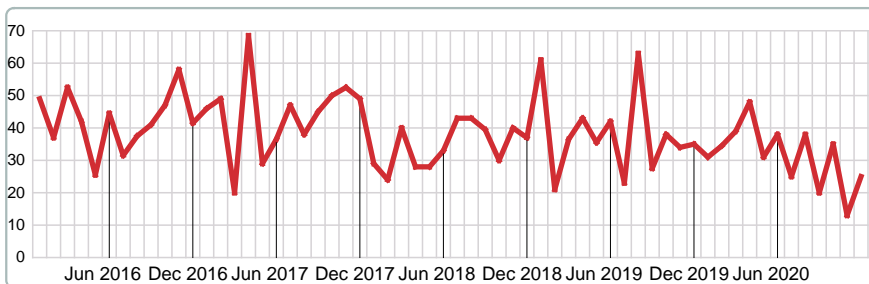
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38

High Apr 2017 69 Low Nov 2020 13

Median Days on Market to Sale this month at 25 below the 5 yr DEC average of 38



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	
\$70,000 and less	10.87%	9	9	53	0	0	
\$70,001 - \$100,000	8.70%	19	34	0	3	0	
\$100,001 - \$130,000	17.39%	20	9	43	22	0	
\$130,001 - \$180,000	26.09%	30	1	33	8	115	
\$180,001 - \$240,000	15.22%	38	0	38	23	0	
\$240,001 - \$380,000	10.87%	158	158	87	103	171	
\$380,001 and up	10.87%	1	0	13	1	8	
Median Closed DOM		25		13	33	8	65
Total Closed Units		46		10	21	11	4
Total Closed Volume		8,691,275		1.12M	4.15M	1.99M	1.43M

December 2020



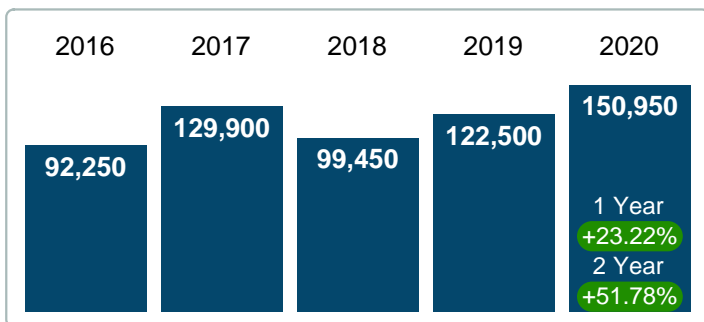
Area Delimited by County Of Cherokee - Residential Property Type



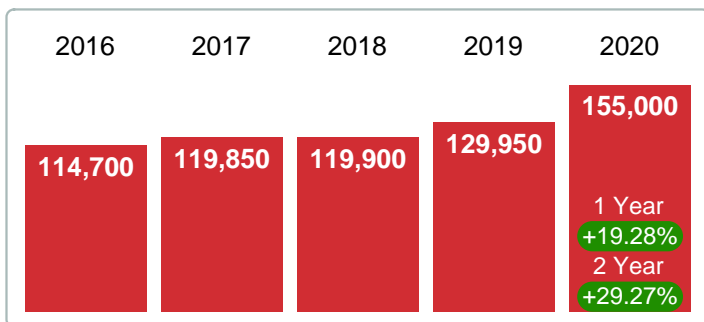
MEDIAN LIST PRICE AT CLOSING

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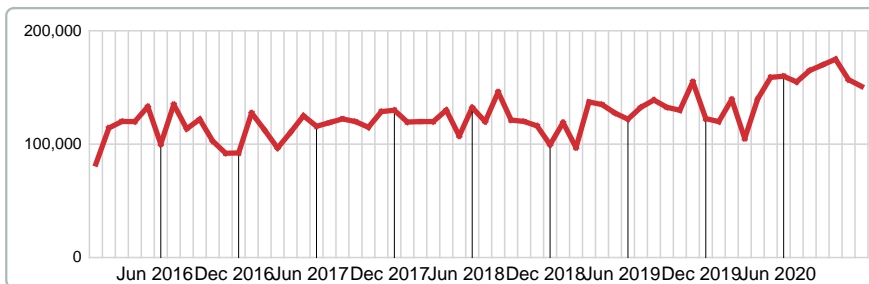
DECEMBER



YEAR TO DATE (YTD)

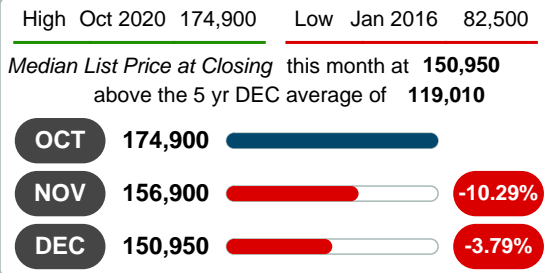


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 119,010



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
\$50,000 and less	3	6.52%	39,000	39,000	0	0	0
\$50,001 - \$100,000	6	13.04%	84,900	79,900	79,900	92,400	0
\$100,001 - \$125,000	7	15.22%	115,000	120,000	109,000	112,500	0
\$125,001 - \$175,000	12	26.09%	145,950	155,000	145,925	139,500	159,900
\$175,001 - \$225,000	3	6.52%	189,000	0	188,200	189,900	0
\$225,001 - \$375,000	8	17.39%	239,950	0	239,950	239,900	319,900
\$375,001 and up	7	15.22%	449,900	399,000	487,500	449,900	523,800
Median List Price			150,950	110,700	164,900	145,000	359,250
Total Closed Units		100%	150,950	10	21	11	4
Total Closed Volume			9,175,050	1.21M	4.33M	2.11M	1.53M

December 2020



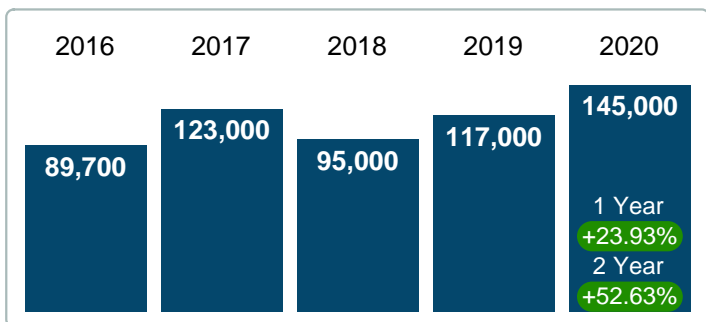
Area Delimited by County Of Cherokee - Residential Property Type



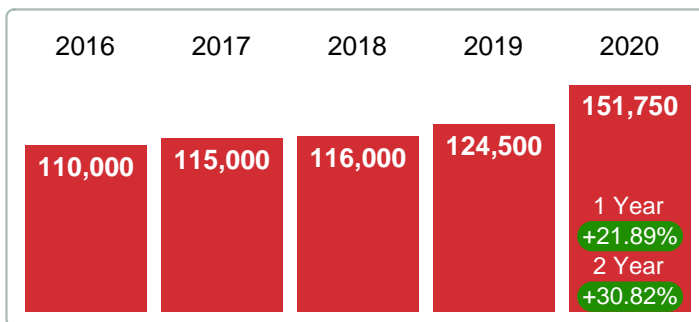
MEDIAN SOLD PRICE AT CLOSING

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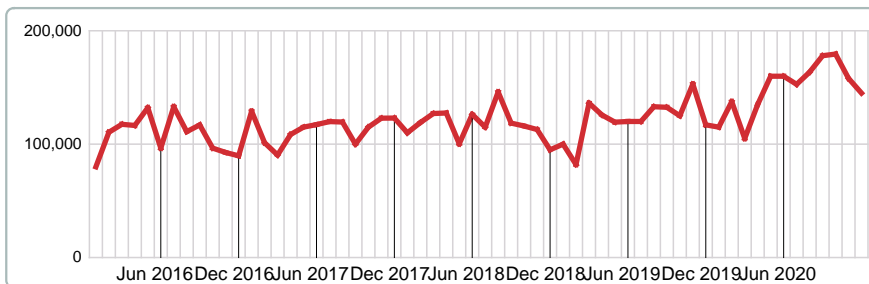
DECEMBER



YEAR TO DATE (YTD)

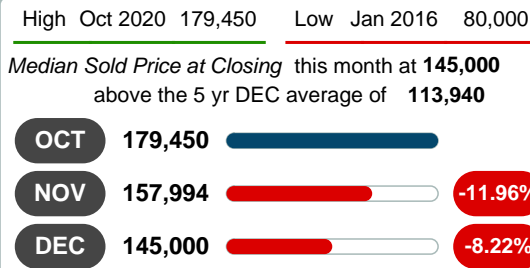


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 113,940



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
\$70,000 and less	10.87%	37,900	29,900	66,250	0	0
\$70,001 - \$100,000	8.70%	90,450	78,650	0	94,900	0
\$100,001 - \$130,000	17.39%	111,488	116,000	109,000	110,975	0
\$130,001 - \$180,000	26.09%	145,000	151,500	145,000	143,500	137,500
\$180,001 - \$240,000	15.22%	234,500	0	231,000	237,200	0
\$240,001 - \$380,000	10.87%	307,500	325,000	308,950	267,000	307,500
\$380,001 and up	10.87%	405,000	0	465,500	405,000	491,800
Median Sold Price		145,000	111,000	162,000	143,500	353,050
Total Closed Units		46	10	21	11	4
Total Closed Volume		8,691,275	1.12M	4.15M	1.99M	1.43M

December 2020



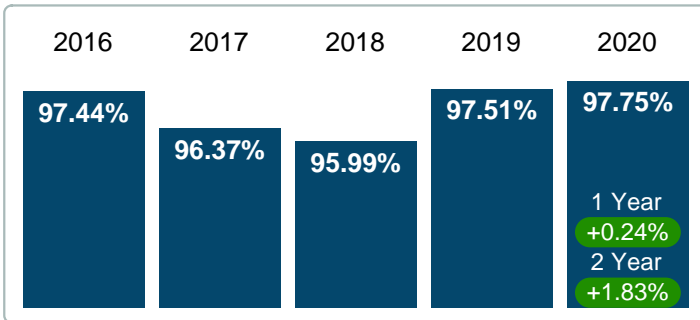
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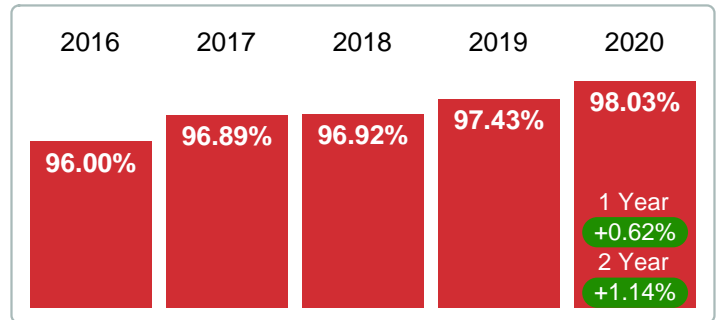
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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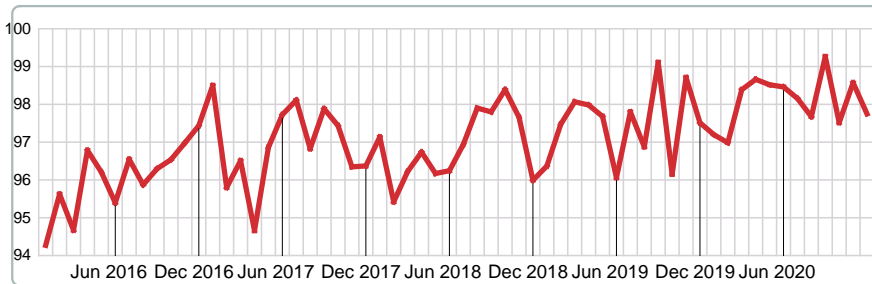
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

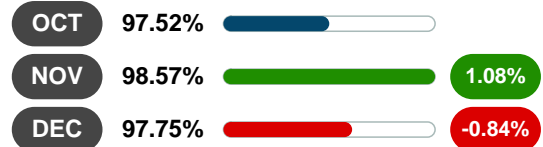


3 MONTHS

5 year DEC AVG = 97.01%

High Sep 2020 99.26% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **97.75%**
above the 5 yr DEC average of **97.01%**



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	
\$70,000 and less	<div style="width: 10.87%;"></div> 5	10.87%	94.75%	94.75%	91.88%	0.00%	0.00%	
\$70,001 - \$100,000	<div style="width: 8.70%;"></div> 4	8.70%	97.05%	98.44%	0.00%	95.66%	0.00%	
\$100,001 - \$130,000	<div style="width: 17.39%;"></div> 8	17.39%	101.50%	103.50%	100.00%	96.50%	0.00%	
\$130,001 - \$180,000	<div style="width: 26.09%;"></div> 12	26.09%	97.32%	97.74%	98.00%	94.79%	85.99%	
\$180,001 - \$240,000	<div style="width: 15.22%;"></div> 7	15.22%	100.00%	0.00%	100.00%	98.87%	0.00%	
\$240,001 - \$380,000	<div style="width: 10.87%;"></div> 5	10.87%	89.03%	81.45%	88.46%	89.03%	96.12%	
\$380,001 and up	<div style="width: 10.87%;"></div> 5	10.87%	97.95%	0.00%	98.90%	90.02%	95.07%	
Median Sold/List Ratio		97.75%		98.09%	98.71%	95.66%	93.13%	
Total Closed Units		46	100%	97.75%	10	21	11	4
Total Closed Volume		8,691,275			1.12M	4.15M	1.99M	1.43M

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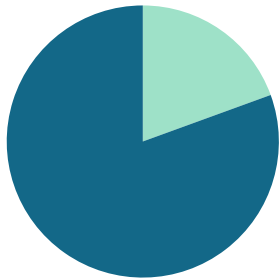
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

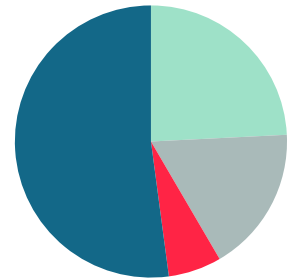


Inventory
 New Listings
28 = 19.44%
 Start Inventory
116
 Total Inventory Units
144
 Volume
\$37,028,013

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%
Median List Price	122,500	150,950	23.22%	129,950	155,000	19.28%
Median Sale Price	117,000	145,000	23.93%	124,500	151,750	21.89%
Median Percent of Selling Price to List Price	97.51%	97.75%	0.24%	97.43%	98.03%	0.62%
Median Days on Market to Sale	35.00	25.00	-28.57%	34.00	30.00	-11.76%
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%

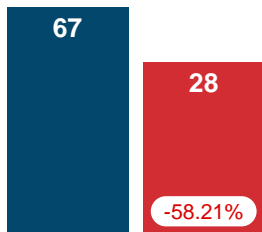
Absorption: Last 12 months, an Average of **49** Sales/Month

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

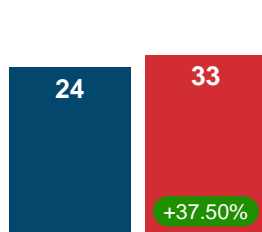
DECEMBER MARKET

MEDIAN PRICES

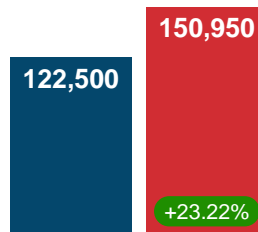
New Listings



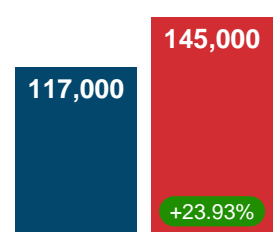
Pending Listings



List Price



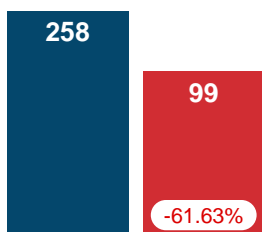
Sale Price



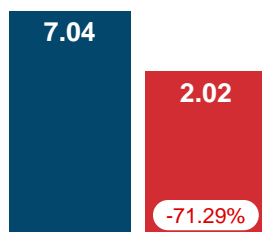
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

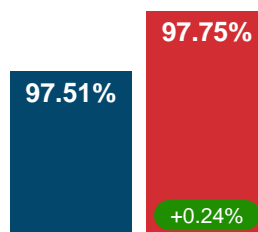
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

