

# February 2020



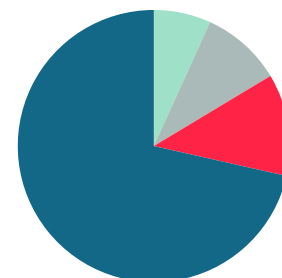
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	29	24	-17.24%
Pending Listings	36	34	-5.56%
New Listings	56	67	19.64%
Average List Price	116,652	157,054	34.64%
Average Sale Price	112,077	152,442	36.01%
Average Percent of Selling Price to List Price	95.86%	96.91%	1.09%
Average Days on Market to Sale	42.10	58.29	38.45%
End of Month Inventory	246	253	2.85%
Months Supply of Inventory	5.57	6.95	24.73%



■ Closed (6.78%)  
■ Pending (9.60%)  
■ Other OffMarket (12.15%)  
■ Active (71.47%)

**Absorption:** Last 12 months, an Average of **36** Sales/Month  
**Active Inventory** as of February 29, 2020 = **253**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2020 rose **2.85%** to 253 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 **6.95** 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 **36.01%** in February 2020 to \$152,442 versus the previous year at \$112,077.

#### Average Days on Market Lengthens

The average number of **58.29** days that homes spent on the market before selling increased by 16.19 days or **38.45%** in February 2020 compared to last year's same month at **42.10** DOM.

#### Sales Success for February 2020 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 67 New Listings in February 2020, up **19.64%** from last year at 56. Furthermore, there were 24 Closed Listings this month versus last year at 29, a **-17.24%** decrease.

Closed versus Listed trends yielded a **35.8%** ratio, down from previous year's, February 2019, at **51.8%**, a **30.83%** downswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# February 2020



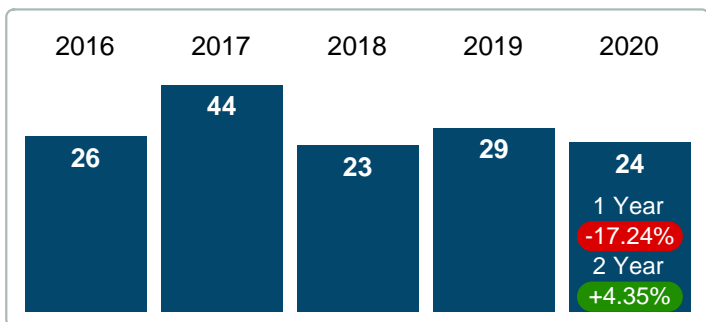
Area Delimited by County Of Cherokee - Residential Property Type



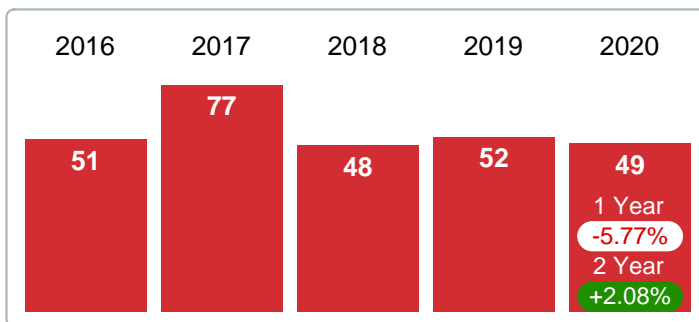
## CLOSED LISTINGS

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

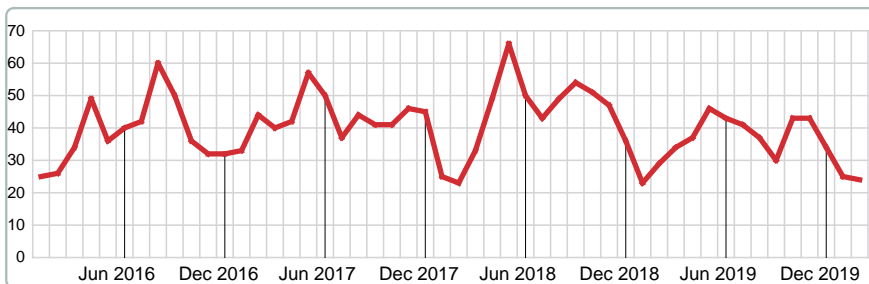
### FEBRUARY



### YEAR TO DATE (YTD)

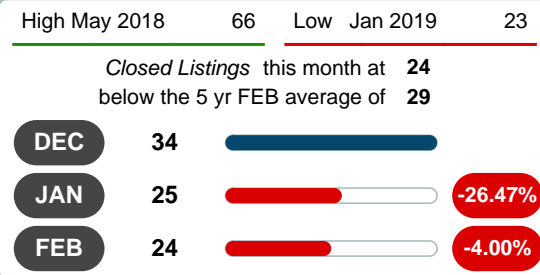


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29



### 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	1	4.17%	39.0	1	0	0	0
\$50,001 - \$75,000	4	16.67%	13.3	2	1	1	0
\$75,001 - \$100,000	2	8.33%	91.0	0	2	0	0
\$100,001 - \$150,000	7	29.17%	51.6	1	6	0	0
\$150,001 - \$200,000	4	16.67%	115.3	0	2	1	1
\$200,001 - \$275,000	3	12.50%	36.7	0	1	2	0
\$275,001 and up	3	12.50%	64.3	0	2	1	0
<b>Total Closed Units</b>	<b>24</b>			<b>4</b>	<b>14</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>3,658,600</b>	<b>100%</b>	<b>58.3</b>	<b>254.00K</b>	<b>2.26M</b>	<b>972.50K</b>	<b>169.90K</b>
<b>Average Closed Price</b>	<b>\$152,442</b>			<b>\$63,500</b>	<b>\$161,586</b>	<b>\$194,500</b>	<b>\$169,900</b>

# February 2020



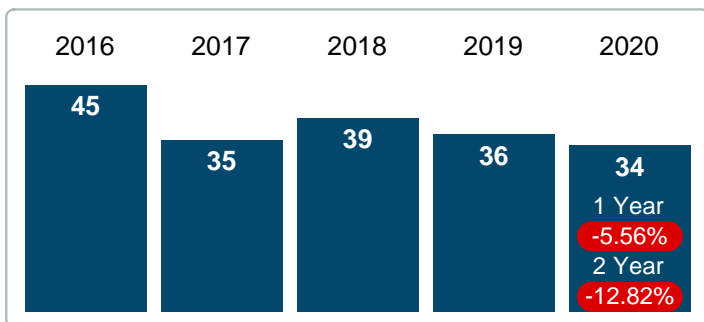
Area Delimited by County Of Cherokee - Residential Property Type



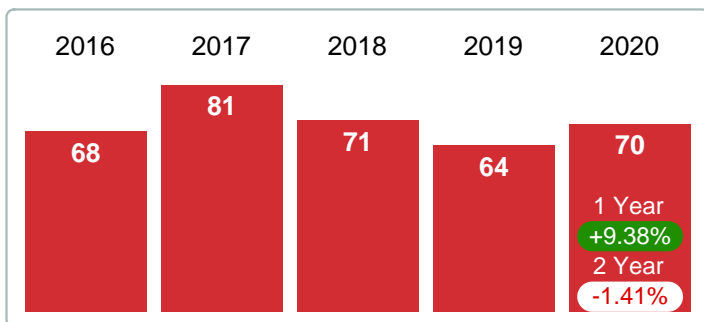
## PENDING LISTINGS

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

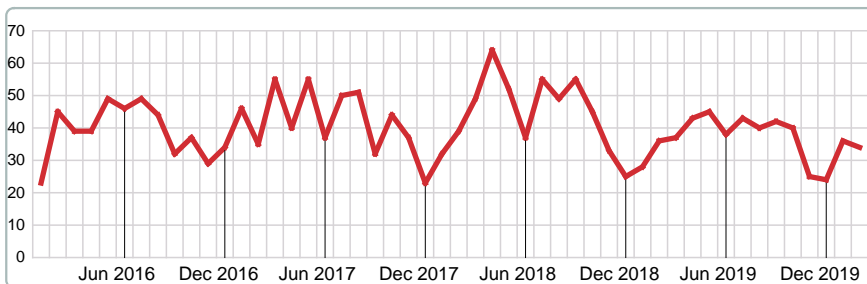
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 38

High Apr 2018 64 Low Dec 2017 23

Pending Listings this month at 34 below the 5 yr FEB average of 38



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	2.94%	19.0	1	0	0	0
\$30,001 - \$50,000	4	11.76%	38.3	0	4	0	0
\$50,001 - \$100,000	8	23.53%	41.4	4	4	0	0
\$100,001 - \$150,000	8	23.53%	66.6	0	4	4	0
\$150,001 - \$200,000	5	14.71%	75.6	0	4	1	0
\$200,001 - \$330,000	4	11.76%	64.0	0	2	2	0
\$330,001 and up	4	11.76%	80.3	0	1	3	0
<b>Total Pending Units</b>	<b>34</b>			<b>5</b>	<b>19</b>	<b>10</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,085,617</b>	<b>100%</b>	<b>58.6</b>	<b>299.30K</b>	<b>2.50M</b>	<b>2.29M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$149,577</b>			<b>\$59,860</b>	<b>\$131,337</b>	<b>\$229,092</b>	<b>\$0</b>

# February 2020



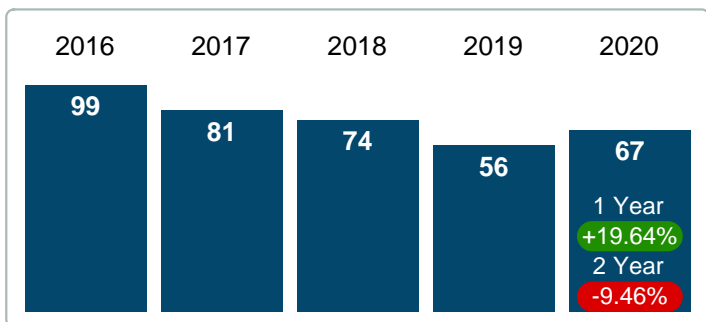
Area Delimited by County Of Cherokee - Residential Property Type



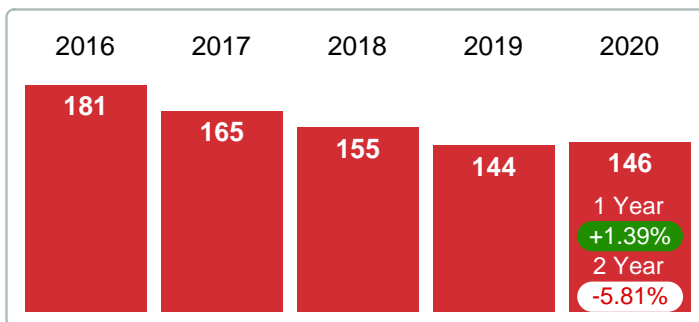
## NEW LISTINGS

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

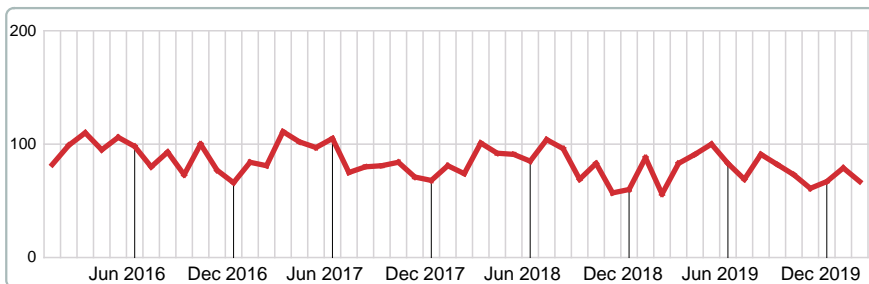
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

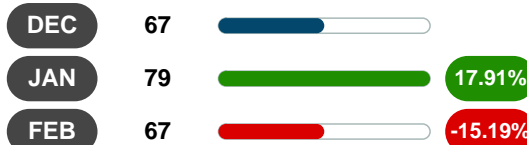


### 3 MONTHS

5 year FEB AVG = 75

High Mar 2017 111 Low Feb 2019 56

New Listings this month at 67  
below the 5 yr FEB average of 75



### 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	5	7.46%	2	2	1	0
\$50,001 - \$75,000	6	8.96%	2	3	1	0
\$75,001 - \$125,000	10	14.93%	4	6	0	0
\$125,001 - \$175,000	16	23.88%	0	15	1	0
\$175,001 - \$275,000	14	20.90%	0	8	5	1
\$275,001 - \$375,000	9	13.43%	0	4	2	3
\$375,001 and up	7	10.45%	0	4	2	1
<b>Total New Listed Units</b>	<b>67</b>		<b>8</b>	<b>42</b>	<b>12</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>14,540,699</b>	<b>100%</b>	<b>616.60K</b>	<b>8.49M</b>	<b>3.46M</b>	<b>1.97M</b>
<b>Average New Listed Listing Price</b>	<b>\$187,110</b>		<b>\$77,075</b>	<b>\$202,045</b>	<b>\$288,642</b>	<b>\$394,900</b>

# February 2020



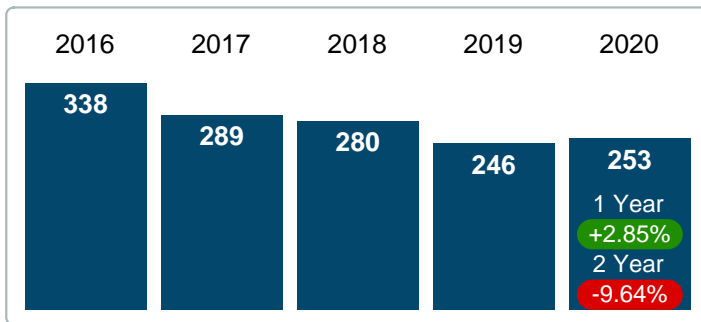
Area Delimited by County Of Cherokee - Residential Property Type



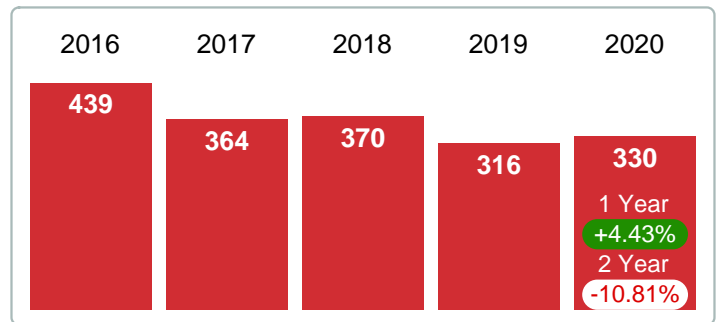
## ACTIVE INVENTORY

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

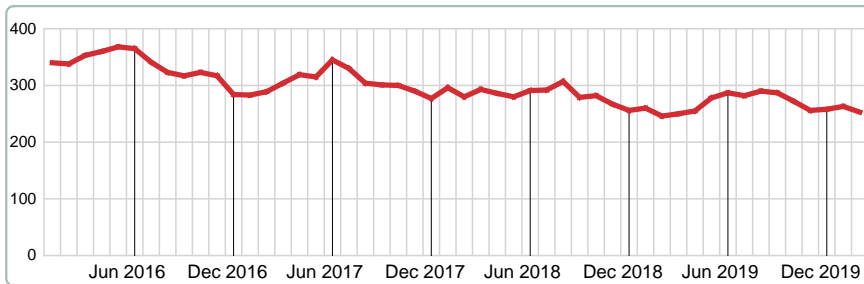
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

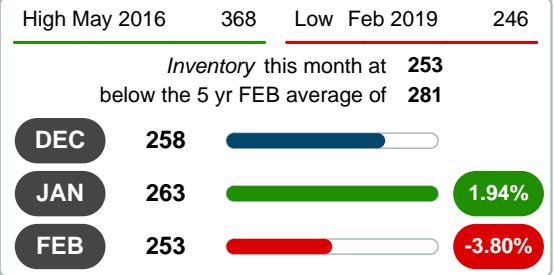


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 281



### 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	17	6.72%	59.2	8	7	2	0
\$50,001 - \$75,000	28	11.07%	79.7	16	11	1	0
\$75,001 - \$125,000	42	16.60%	84.7	11	25	4	2
\$125,001 - \$200,000	69	27.27%	72.8	7	47	13	2
\$200,001 - \$300,000	39	15.42%	88.1	3	22	10	4
\$300,001 - \$425,000	32	12.65%	78.6	2	14	8	8
\$425,001 and up	26	10.28%	98.1	1	11	8	6
<b>Total Active Inventory by Units</b>	<b>253</b>			<b>48</b>	<b>137</b>	<b>46</b>	<b>22</b>
<b>Total Active Inventory by Volume</b>	<b>60,111,201</b>	<b>100%</b>	<b>80.3</b>	<b>5.70M</b>	<b>29.00M</b>	<b>14.19M</b>	<b>11.23M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$237,594</b>			<b>\$118,671</b>	<b>\$211,687</b>	<b>\$308,425</b>	<b>\$510,291</b>

# February 2020



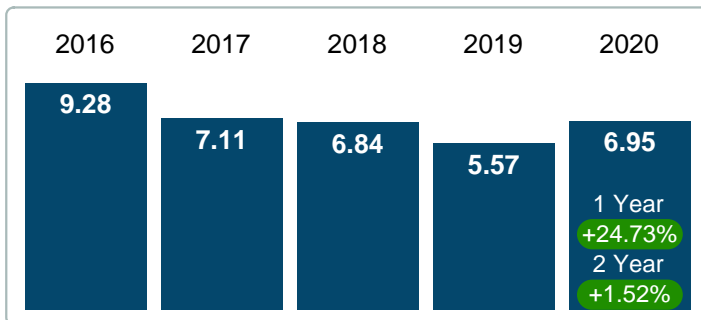
Area Delimited by County Of Cherokee - Residential Property Type



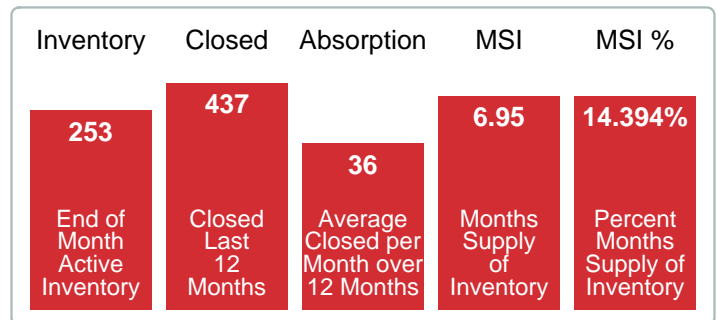
## MONTHS SUPPLY of INVENTORY (MSI)

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

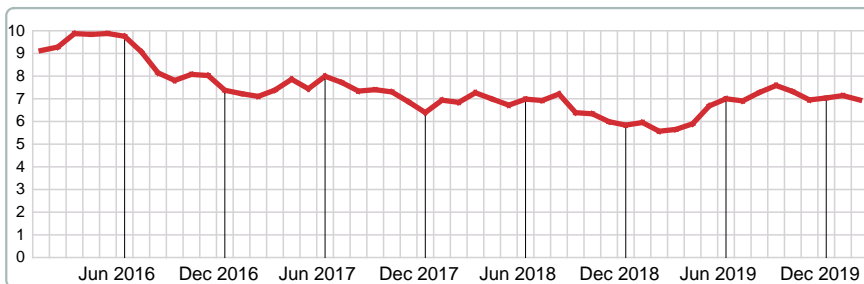
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020

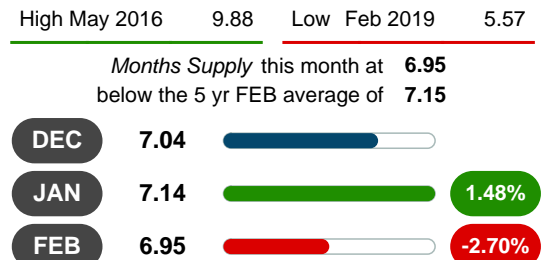


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 7.15



### 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	6.72%	3.58	3.20	4.00	4.00	0.00
\$50,001 - \$75,000	28	11.07%	7.64	10.67	6.00	4.00	0.00
\$75,001 - \$125,000	42	16.60%	4.38	5.28	3.80	4.36	0.00
\$125,001 - \$200,000	69	27.27%	5.87	7.64	5.22	9.18	4.80
\$200,001 - \$300,000	39	15.42%	8.51	7.20	9.43	6.00	24.00
\$300,001 - \$425,000	32	12.65%	17.45	6.00	15.27	24.00	32.00
\$425,001 and up	26	10.28%	104.00	0.00	66.00	0.00	72.00
Market Supply of Inventory (MSI)			6.95	6.19	6.07	9.05	22.00
Total Active Inventory by Units		100%	6.95	48	137	46	22

# February 2020



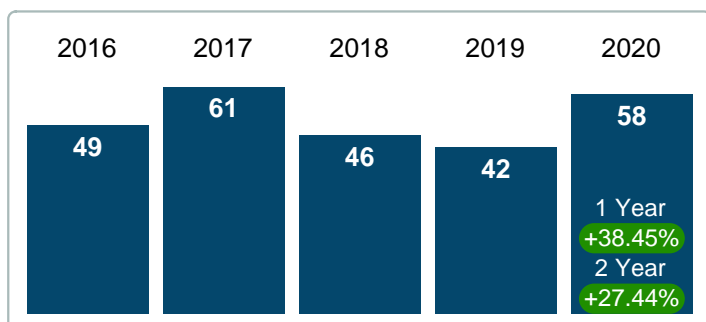
Area Delimited by County Of Cherokee - Residential Property Type



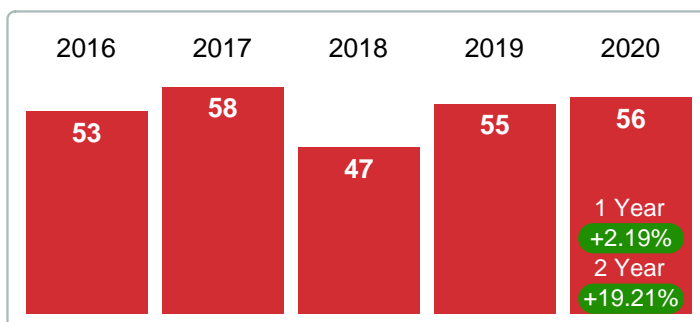
## AVERAGE DAYS ON MARKET TO SALE

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

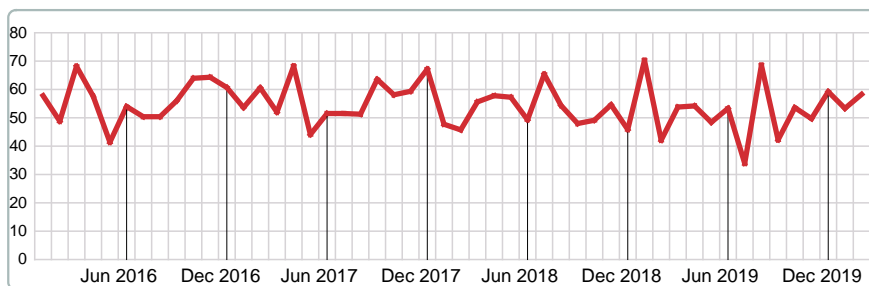
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 51

High Jan 2019 70 Low Jul 2019 34

Average Days on Market to Sale this month at 58 above the 5 yr FEB average of 51

- DEC 59 (9.08% above 5 yr avg)
- JAN 53 (-9.94% below 5 yr avg)
- FEB 58 (9.32% above 5 yr avg)

### 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	4.17%	39	39	0	0	0
\$50,001 - \$75,000	16.67%	13	14	9	16	0
\$75,001 - \$100,000	8.33%	91	0	91	0	0
\$100,001 - \$150,000	29.17%	52	73	48	0	0
\$150,001 - \$200,000	16.67%	115	0	152	143	15
\$200,001 - \$275,000	12.50%	37	0	19	46	0
\$275,001 and up	12.50%	64	0	72	49	0
<b>Average Closed DOM</b>		<b>58</b>	<b>35</b>	<b>68</b>	<b>60</b>	<b>15</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>58</b>	<b>4</b>	<b>14</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,658,600</b>	<b>254.00K</b>	<b>2.26M</b>	<b>972.50K</b>	<b>169.90K</b>



# February 2020



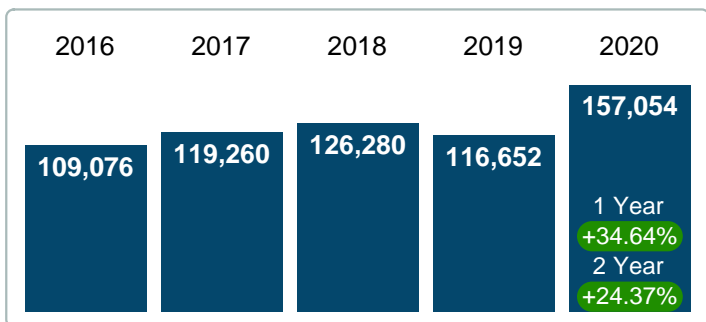
Area Delimited by County Of Cherokee - Residential Property Type



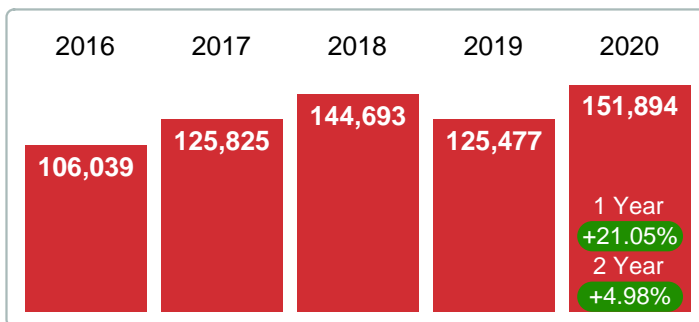
## AVERAGE LIST PRICE AT CLOSING

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

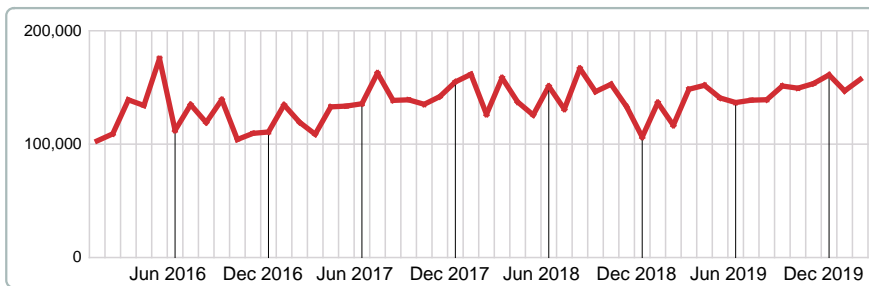
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 125,664

High May 2016 175,467    Low Jan 2016 102,880

Average List Price at Closing this month at **157,054**  
above the 5 yr FEB average of **125,664**

- DEC 161,078
- JAN 146,940 (-8.78%)
- FEB 157,054 (6.88%)

### 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	4.17%	20,000	20,000	0	0	0
\$50,001 - \$75,000	16.67%	66,150	62,400	69,900	69,900	0
\$75,001 - \$100,000	8.33%	87,450	0	87,450	0	0
\$100,001 - \$150,000	29.17%	132,700	139,900	131,500	0	0
\$150,001 - \$200,000	16.67%	171,575	0	171,700	172,999	169,900
\$200,001 - \$275,000	12.50%	237,967	0	255,000	229,450	0
\$275,001 and up	12.50%	326,900	0	340,600	299,500	0
<b>Average List Price</b>		<b>157,054</b>	<b>71,175</b>	<b>165,243</b>	<b>200,260</b>	<b>169,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>157,054</b>	<b>4</b>	<b>14</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,769,299</b>	<b>284.70K</b>	<b>2.31M</b>	<b>1.00M</b>	<b>169.90K</b>



# February 2020



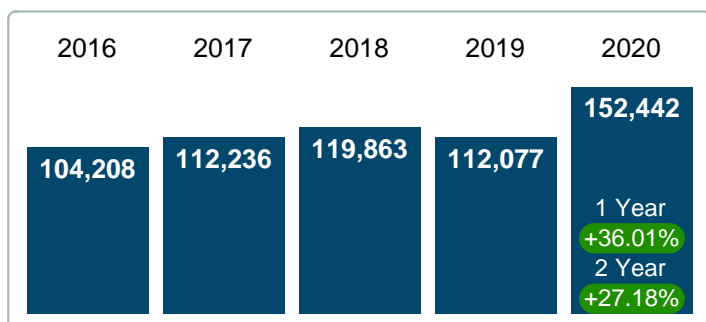
Area Delimited by County Of Cherokee - Residential Property Type



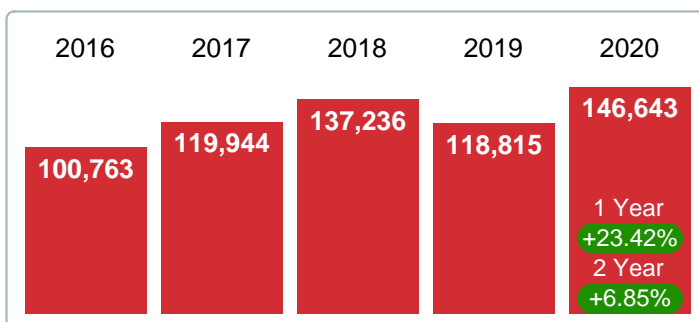
## AVERAGE SOLD PRICE AT CLOSING

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

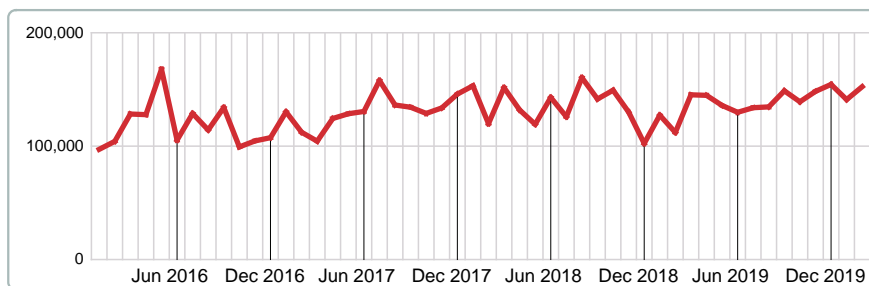
### FEBRUARY



### YEAR TO DATE (YTD)

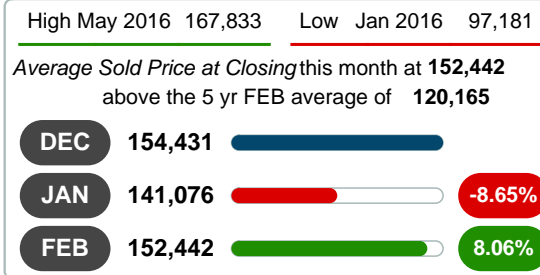


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 120,165



### 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	1	4.17%	20,000	20,000	0	0	0
\$50,001 - \$75,000	4	16.67%	61,250	57,000	64,000	67,000	0
\$75,001 - \$100,000	2	8.33%	84,950	0	84,950	0	0
\$100,001 - \$150,000	7	29.17%	129,143	120,000	130,667	0	0
\$150,001 - \$200,000	4	16.67%	171,925	0	172,400	173,000	169,900
\$200,001 - \$275,000	3	12.50%	226,667	0	235,000	222,500	0
\$275,001 and up	3	12.50%	317,333	0	332,250	287,500	0
<b>Average Sold Price</b>			<b>152,442</b>	<b>63,500</b>	<b>161,586</b>	<b>194,500</b>	<b>169,900</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>152,442</b>	<b>4</b>	<b>14</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>3,658,600</b>	<b>254.00K</b>	<b>2.26M</b>	<b>972.50K</b>	<b>169.90K</b>

# February 2020



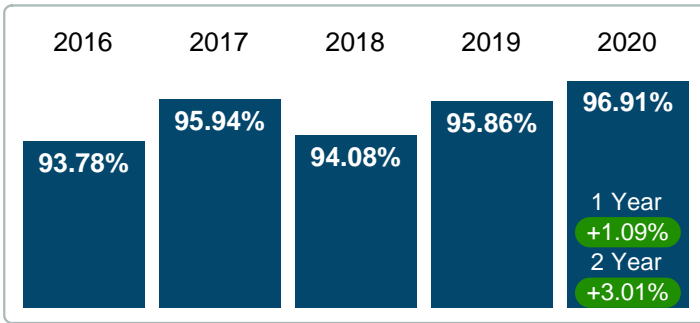
Area Delimited by County Of Cherokee - Residential Property Type



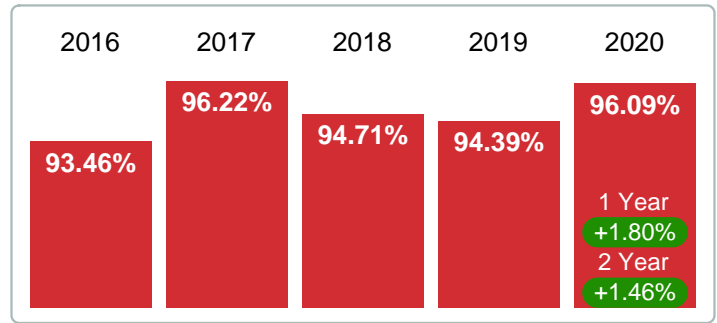
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

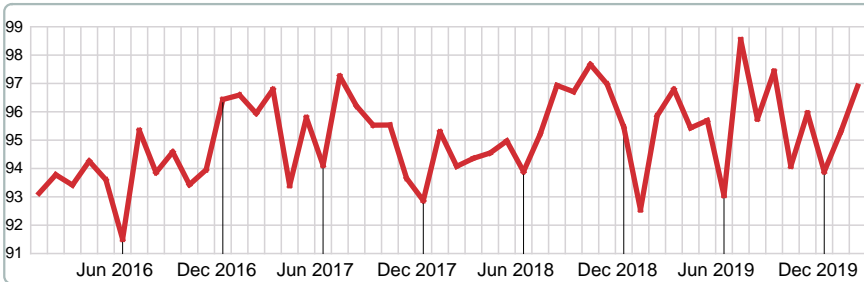
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

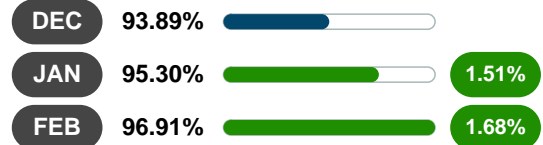


### 3 MONTHS

5 year FEB AVG = 95.31%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **96.91%**  
above the 5 yr FEB average of **95.31%**



### 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	<div style="width: 4.17%;"></div> 1	4.17%	100.00%	100.00%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 16.67%;"></div> 4	16.67%	92.50%	91.30%	91.56%	95.85%	0.00%	
\$75,001 - \$100,000	<div style="width: 8.33%;"></div> 2	8.33%	97.37%	0.00%	97.37%	0.00%	0.00%	
\$100,001 - \$150,000	<div style="width: 29.17%;"></div> 7	29.17%	97.60%	85.78%	99.57%	0.00%	0.00%	
\$150,001 - \$200,000	<div style="width: 16.67%;"></div> 4	16.67%	100.20%	0.00%	100.39%	100.00%	100.00%	
\$200,001 - \$275,000	<div style="width: 12.50%;"></div> 3	12.50%	95.38%	0.00%	92.16%	96.98%	0.00%	
\$275,001 and up	<div style="width: 12.50%;"></div> 3	12.50%	96.96%	0.00%	97.44%	95.99%	0.00%	
Average Sold/List Ratio		96.90%		92.09%	97.97%	97.16%	100.00%	
Total Closed Units		24	100%	96.90%	4	14	5	1
Total Closed Volume		3,658,600			254.00K	2.26M	972.50K	169.90K

# February 2020



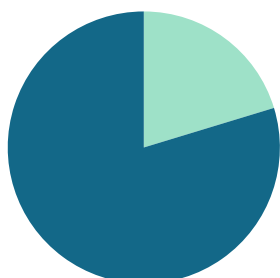
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

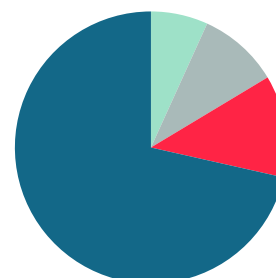


**Inventory**  
 New Listings  
**67 = 20.30%**  
 Start Inventory  
**263**  
 Total Inventory Units  
**330**  
 Volume  
**\$78,262,088**

### Market Activity

Closed Sales  
**24 = 6.78%**  
 Pending Sales  
**34 = 9.60%**  
 Other Off Market  
**43 = 12.15%**  
 Active Inventory  
**253 = 71.47%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	29	24	-17.24%	52	49	-5.77%
Pending Sales	36	34	-5.56%	64	70	9.38%
New Listings	56	67	19.64%	144	146	1.39%
Average List Price	116,652	157,054	34.64%	125,477	151,894	21.05%
Average Sale Price	112,077	152,442	36.01%	118,815	146,643	23.42%
Average Percent of Selling Price to List Price	95.86%	96.91%	1.09%	94.39%	96.09%	1.80%
Average Days on Market to Sale	42.10	58.29	38.45%	54.56	55.76	2.19%
Monthly Inventory	246	253	2.85%	246	253	2.85%
Months Supply of Inventory	5.57	6.95	24.73%	5.57	6.95	24.73%

**Absorption:** Last 12 months, an Average of **36** Sales/Month

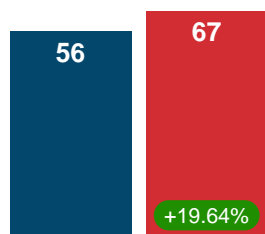
**Inventory** on February 29, 2020 = **253**

**2019** **2020**

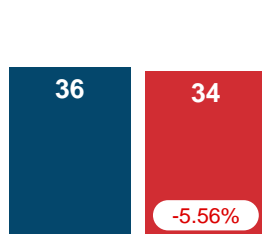
### FEBRUARY MARKET

### AVERAGE PRICES

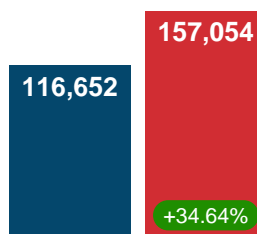
#### New Listings



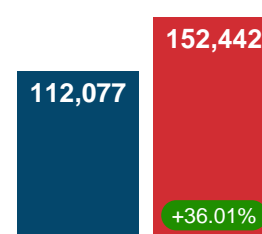
#### Pending Listings



#### List Price



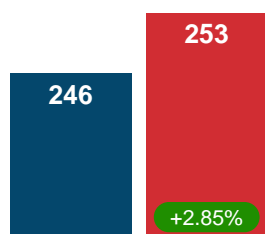
#### Sale Price



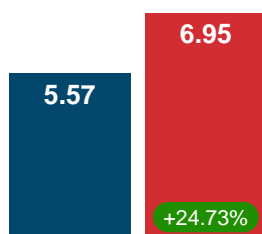
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

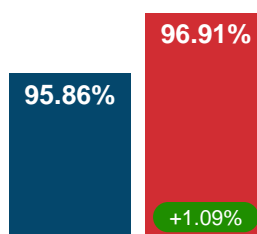
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

