

February 2020



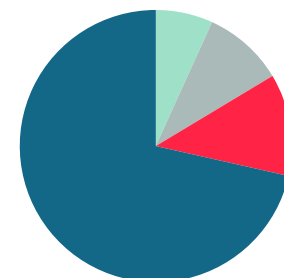
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	97,000	139,450	43.76%
Median Sale Price	82,000	137,500	67.68%
Median Percent of Selling Price to List Price	97.47%	96.98%	-0.50%
Median Days on Market to Sale	21.00	34.50	64.29%
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.

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 **67.68%** in February 2020 to \$137,500 versus the previous year at \$82,000.

Median Days on Market Lengthens

The median number of **34.50** days that homes spent on the market before selling increased by 13.50 days or **64.29%** in February 2020 compared to last year's same month at **21.00** DOM.

Sales Success for February 2020 is Positive

Overall, with Median 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.

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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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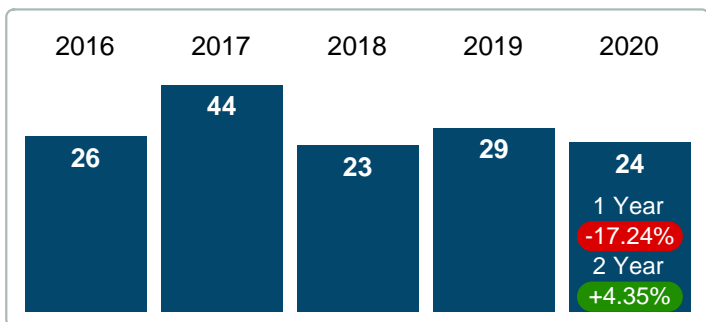
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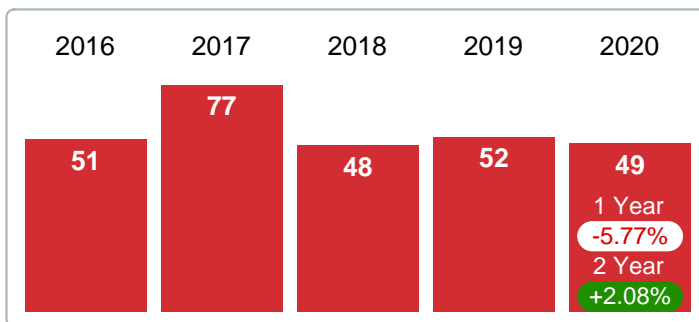
CLOSED LISTINGS

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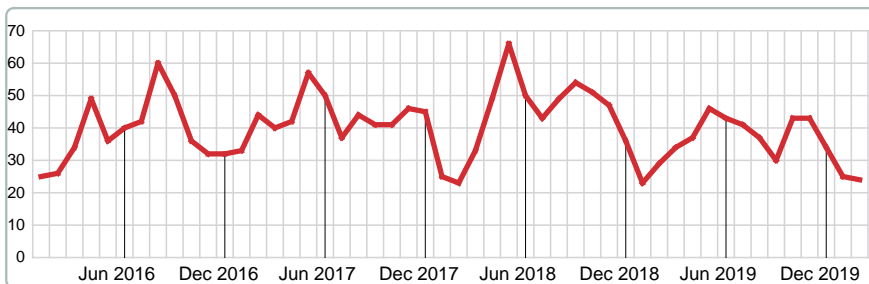
FEBRUARY



YEAR TO DATE (YTD)

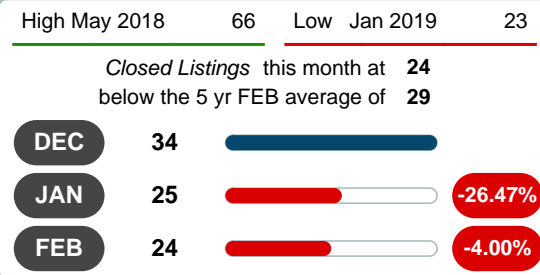


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	3	12.50%	18.0	3	0	0	0
\$60,001 - \$70,000	2	8.33%	12.5	0	1	1	0
\$70,001 - \$120,000	4	16.67%	46.0	1	3	0	0
\$120,001 - \$160,000	5	20.83%	67.0	0	5	0	0
\$160,001 - \$210,000	5	20.83%	143.0	0	2	2	1
\$210,001 - \$280,000	2	8.33%	40.0	0	1	1	0
\$280,001 and up	3	12.50%	49.0	0	2	1	0
Total Closed Units	24			4	14	5	1
Total Closed Volume	3,658,600	100%	34.5	254.00K	2.26M	972.50K	169.90K
Median Closed Price	\$137,500			\$57,000	\$137,500	\$210,000	\$169,900

February 2020



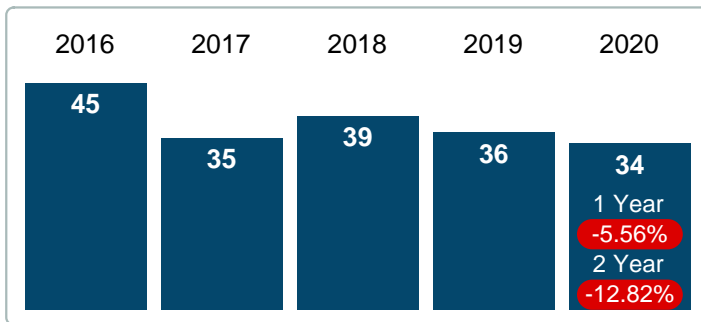
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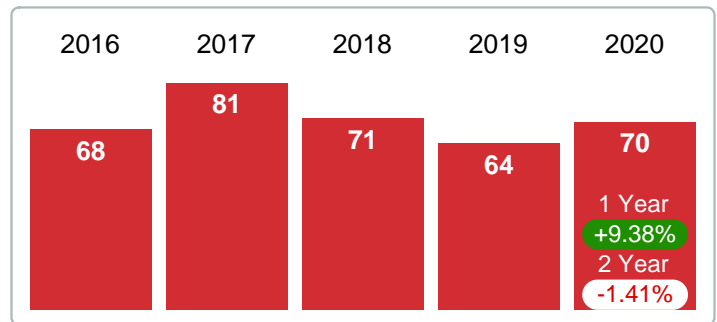
PENDING LISTINGS

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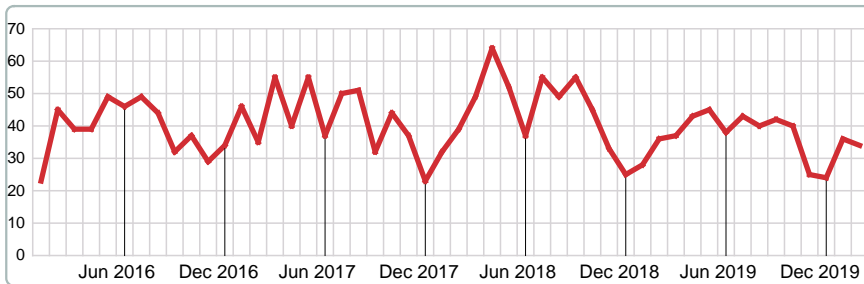
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

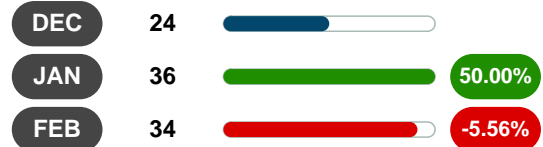


3 MONTHS

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		%	MDOM	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%	39.5	0	4	0	0
\$50,001 - \$100,000	8	23.53%	25.5	4	4	0	0
\$100,001 - \$150,000	8	23.53%	64.0	0	4	4	0
\$150,001 - \$200,000	5	14.71%	66.0	0	4	1	0
\$200,001 - \$330,000	4	11.76%	38.0	0	2	2	0
\$330,001 and up	4	11.76%	68.0	0	1	3	0
Total Pending Units	34			5	19	10	0
Total Pending Volume	5,085,617	100%	38.5	299.30K	2.50M	2.29M	0.00B
Median Listing Price	\$119,300			\$59,900	\$112,500	\$183,384	\$0

February 2020



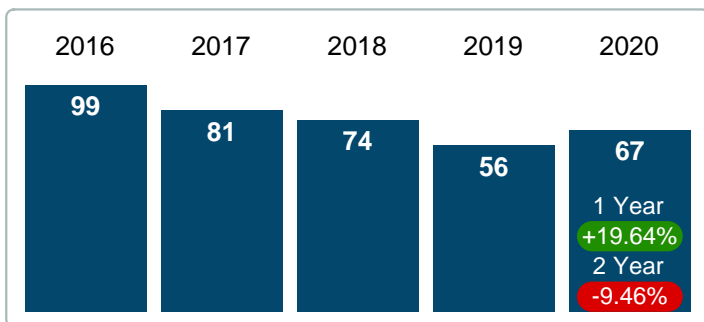
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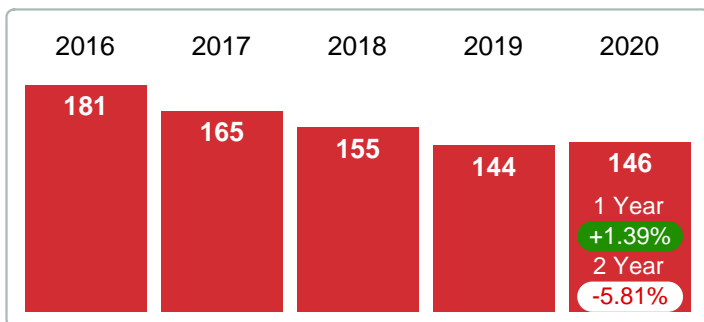
NEW LISTINGS

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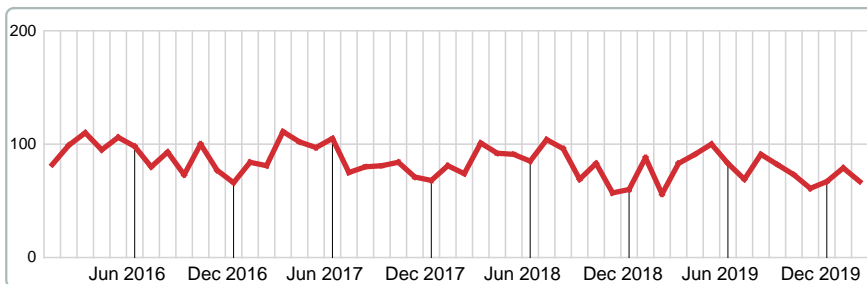
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

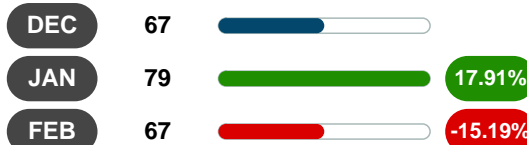


3 MONTHS

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
Total New Listed Units	67		8	42	12	5
Total New Listed Volume	14,540,699	100%	616.60K	8.49M	3.46M	1.97M
Median New Listed Listing Price	\$163,000		\$77,000	\$158,400	\$227,400	\$369,000

February 2020



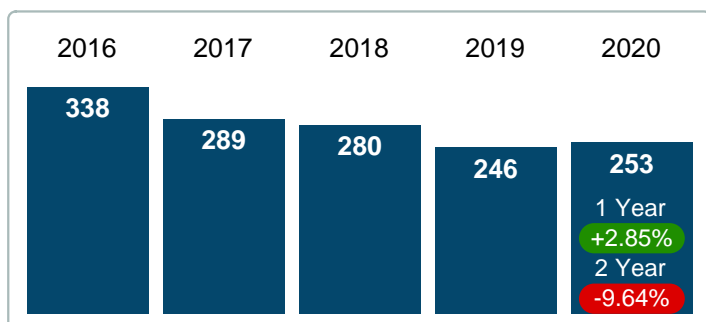
Area Delimited by County Of Cherokee - Residential Property Type



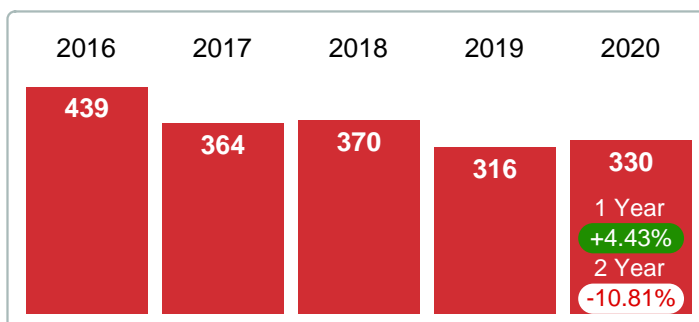
ACTIVE INVENTORY

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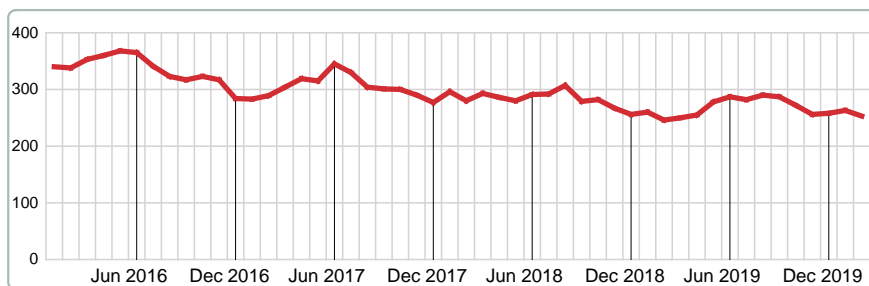
END OF FEBRUARY



ACTIVE DURING FEBRUARY

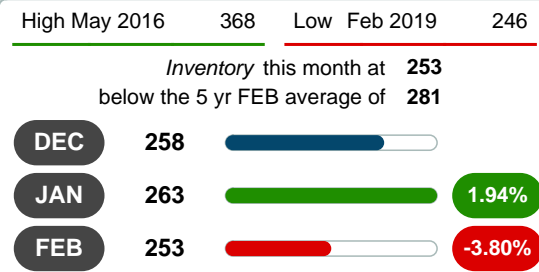


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 281



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	6.72%	47.0	8	7	2	0
\$50,001 - \$75,000	28	11.07%	76.0	16	11	1	0
\$75,001 - \$125,000	42	16.60%	75.5	11	25	4	2
\$125,001 - \$200,000	69	27.27%	60.0	7	47	13	2
\$200,001 - \$300,000	39	15.42%	99.0	3	22	10	4
\$300,001 - \$425,000	32	12.65%	74.5	2	14	8	8
\$425,001 and up	26	10.28%	102.0	1	11	8	6
Total Active Inventory by Units		253		48	137	46	22
Total Active Inventory by Volume		60,111,201	100%	5.70M	29.00M	14.19M	11.23M
Median Active Inventory Listing Price		\$174,500		\$75,750	\$163,900	\$227,750	\$366,500

February 2020



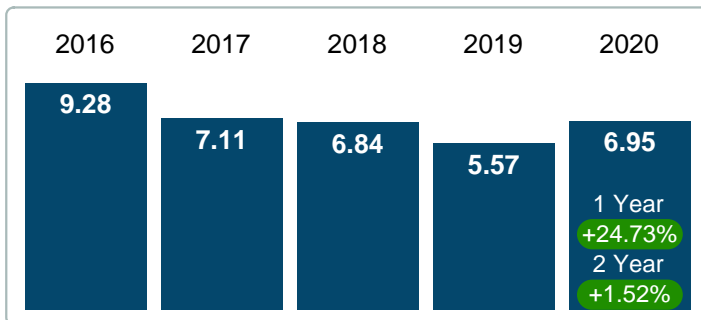
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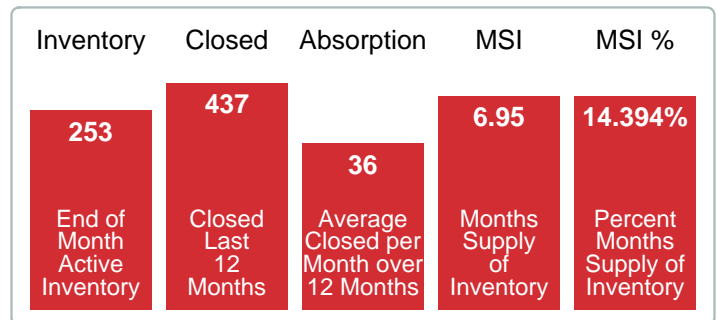
MONTHS SUPPLY of INVENTORY (MSI)

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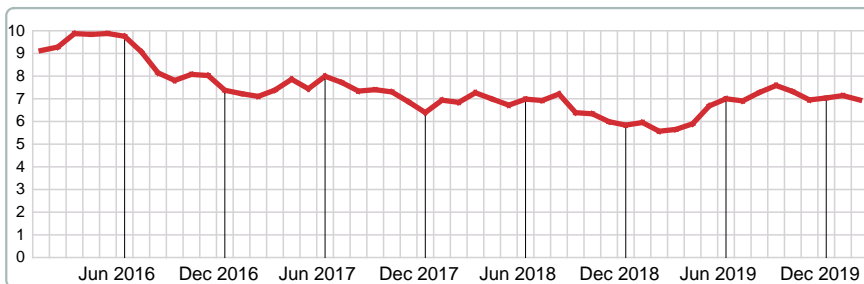
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 7.15

High May 2016 9.88 Low Feb 2019 5.57

Months Supply this month at **6.95**
below the 5 yr FEB average of **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



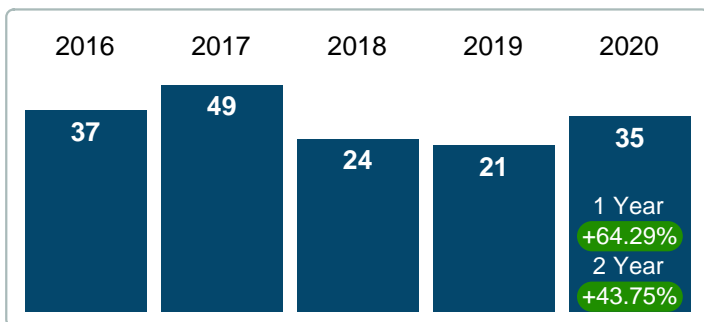
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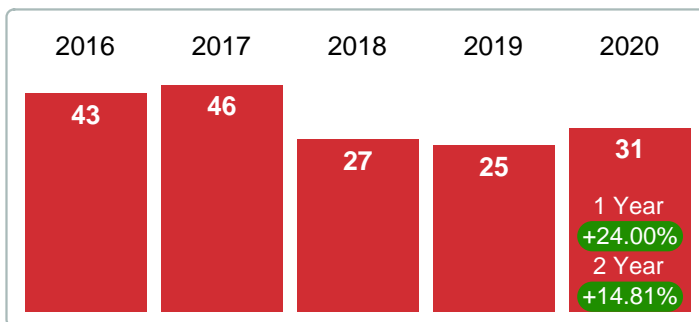
MEDIAN DAYS ON MARKET TO SALE

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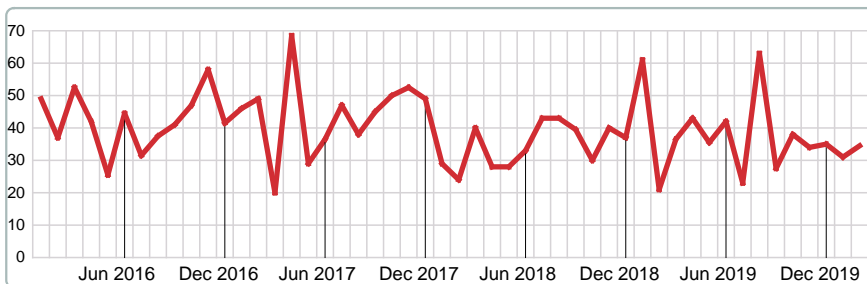
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

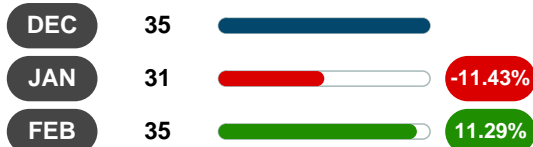


3 MONTHS

5 year FEB AVG = 33

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 35 above the 5 yr FEB average of 33



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
\$60,000 and less	12.50%	18	18	0	0	0
\$60,001 - \$70,000	8.33%	13	0	9	16	0
\$70,001 - \$120,000	16.67%	46	73	19	0	0
\$120,001 - \$160,000	20.83%	67	0	67	0	0
\$160,001 - \$210,000	20.83%	143	0	152	87	15
\$210,001 - \$280,000	8.33%	40	0	19	61	0
\$280,001 and up	12.50%	49	0	72	49	0
Median Closed DOM		35	29	44	49	15
Total Closed Units	100%	34.5	4	14	5	1
Total Closed Volume		3,658,600	254.00K	2.26M	972.50K	169.90K

February 2020



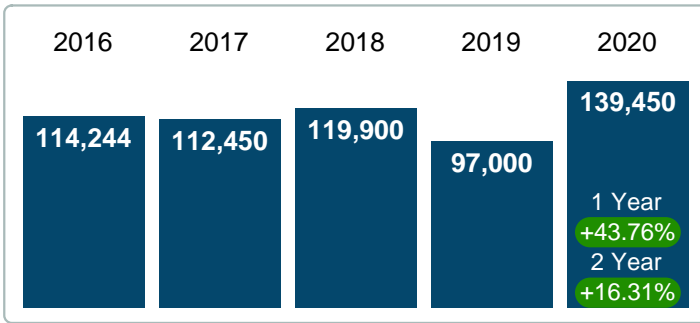
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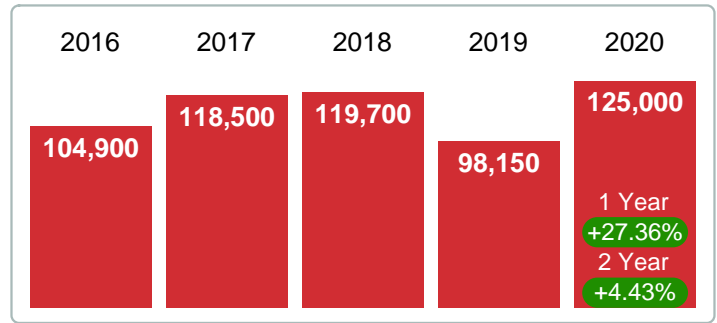
MEDIAN LIST PRICE AT CLOSING

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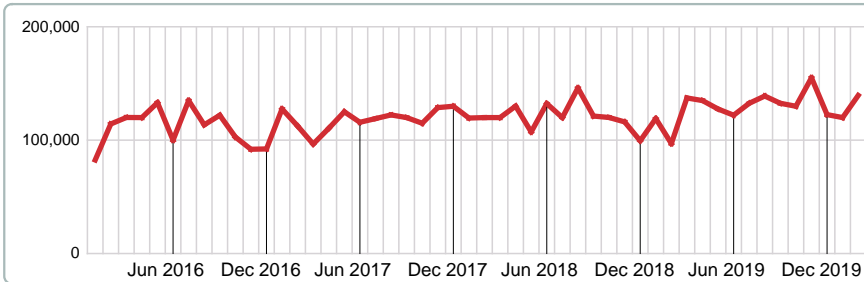
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

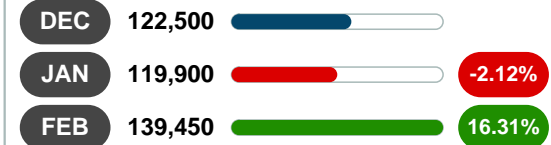


3 MONTHS

5 year FEB AVG = 116,609

High Nov 2019 155,000 Low Jan 2016 82,500

Median List Price at Closing this month at **139,450**
above the 5 yr FEB average of **116,609**



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
\$60,000 and less	8.33%	39,950	39,950	0	0	0
\$60,001 - \$70,000	12.50%	69,900	64,900	69,900	69,900	0
\$70,001 - \$120,000	16.67%	105,000	0	105,000	0	0
\$120,001 - \$160,000	20.83%	139,000	139,900	138,900	0	0
\$160,001 - \$210,000	16.67%	171,450	0	171,700	172,999	169,900
\$210,001 - \$280,000	12.50%	242,900	0	255,000	229,450	0
\$280,001 and up	12.50%	299,900	0	340,600	299,500	0
Median List Price		139,450	62,400	138,900	216,000	169,900
Total Closed Units		24	4	14	5	1
Total Closed Volume		3,769,299	284.70K	2.31M	1.00M	169.90K

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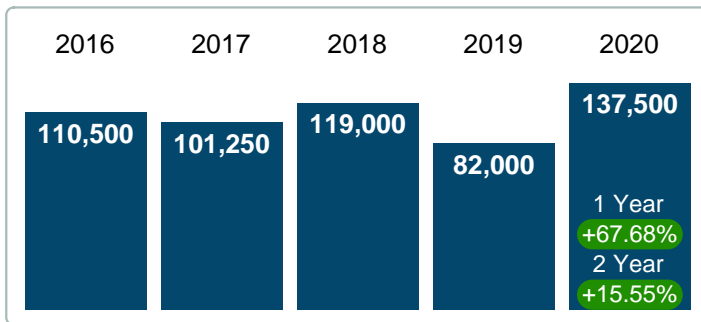
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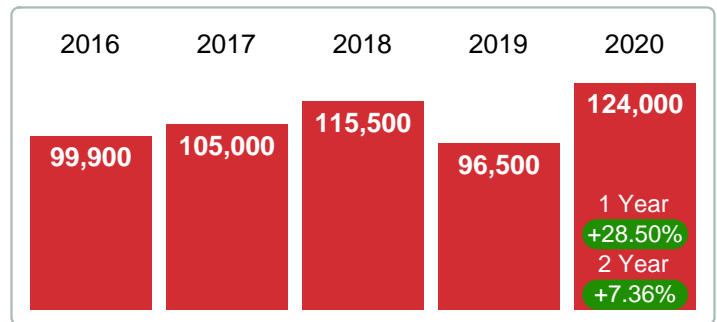
MEDIAN SOLD PRICE AT CLOSING

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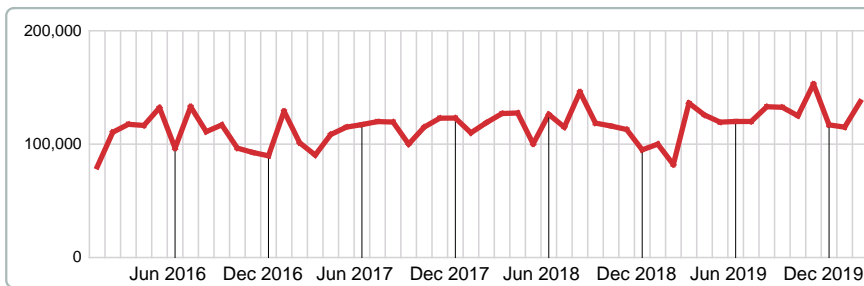
FEBRUARY



YEAR TO DATE (YTD)

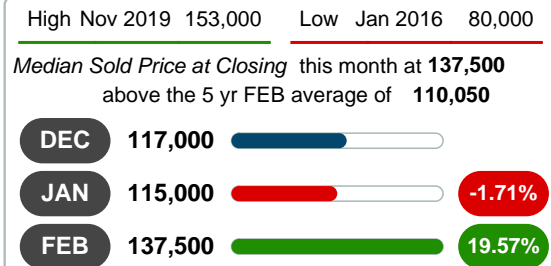


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 110,050



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
\$60,000 and less	3	12.50%	54,000	54,000	0	0	0
\$60,001 - \$70,000	2	8.33%	65,500	0	64,000	67,000	0
\$70,001 - \$120,000	4	16.67%	102,500	120,000	90,000	0	0
\$120,001 - \$160,000	5	20.83%	132,500	0	132,500	0	0
\$160,001 - \$210,000	5	20.83%	173,000	0	172,400	191,500	169,900
\$210,001 - \$280,000	2	8.33%	235,000	0	235,000	235,000	0
\$280,001 and up	3	12.50%	289,500	0	332,250	287,500	0
Median Sold Price			137,500	57,000	137,500	210,000	169,900
Total Closed Units		100%	137,500	4	14	5	1
Total Closed Volume			3,658,600	254.00K	2.26M	972.50K	169.90K

February 2020



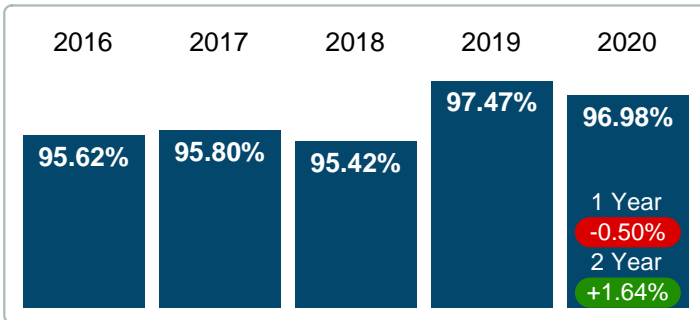
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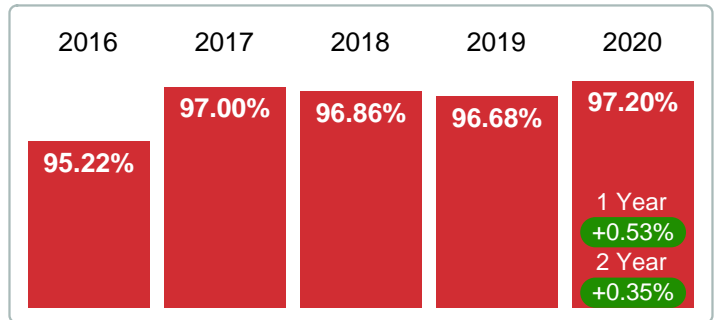
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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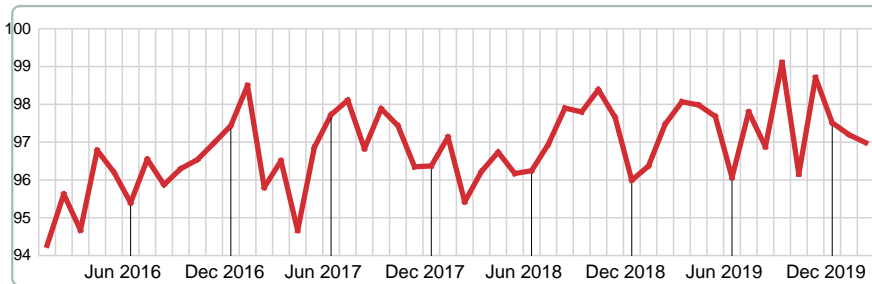
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

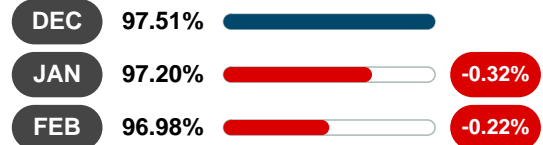


3 MONTHS

5 year FEB AVG = 96.26%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **96.98%**
above the 5 yr FEB average of **96.26%**



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
\$60,000 and less	3	12.50%	92.45%	92.45%	0.00%	0.00%	0.00%
\$60,001 - \$70,000	2	8.33%	93.71%	0.00%	91.56%	95.85%	0.00%
\$70,001 - \$120,000	4	16.67%	97.37%	85.78%	100.00%	0.00%	0.00%
\$120,001 - \$160,000	5	20.83%	98.10%	0.00%	98.10%	0.00%	0.00%
\$160,001 - \$210,000	5	20.83%	100.00%	0.00%	100.39%	98.61%	100.00%
\$210,001 - \$280,000	2	8.33%	94.45%	0.00%	92.16%	96.75%	0.00%
\$280,001 and up	3	12.50%	96.53%	0.00%	97.44%	95.99%	0.00%
Median Sold/List Ratio		96.98%		91.30%	98.22%	96.75%	100.00%
Total Closed Units		24	100%	4	14	5	1
Total Closed Volume		3,658,600		254.00K	2.26M	972.50K	169.90K

February 2020



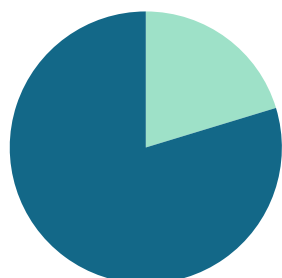
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

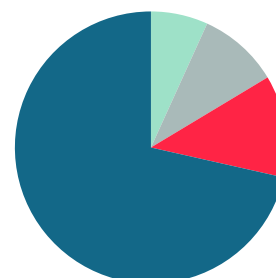


Inventory
 New Listings
67 = 20.30%
 Start Inventory
263
 Total Inventory Units
330
 Volume
\$78,262,088

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%
Median List Price	97,000	139,450	43.76%	98,150	125,000	27.36%
Median Sale Price	82,000	137,500	67.68%	96,500	124,000	28.50%
Median Percent of Selling Price to List Price	97.47%	96.98%	-0.50%	96.68%	97.20%	0.53%
Median Days on Market to Sale	21.00	34.50	64.29%	25.00	31.00	24.00%
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%

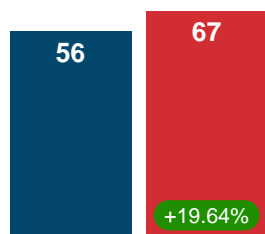
Absorption: Last 12 months, an Average of **36** Sales/Month

Inventory on February 29, 2020 = **253** 2019 2020

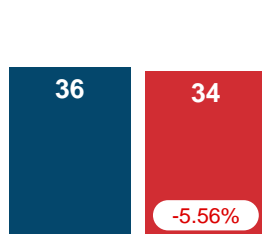
FEBRUARY MARKET

MEDIAN PRICES

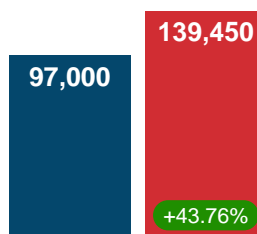
New Listings



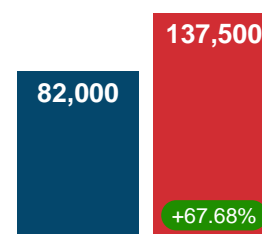
Pending Listings



List Price



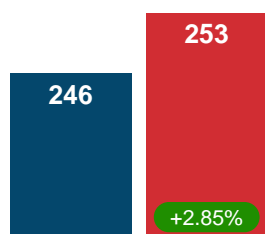
Sale Price



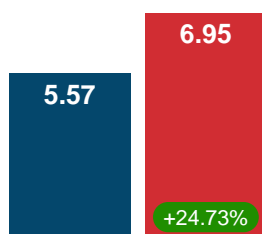
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

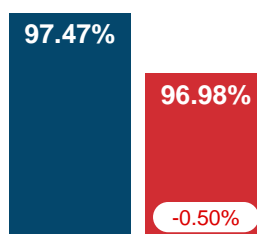
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

