

January 2020



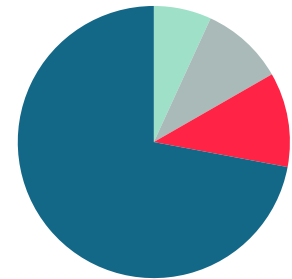
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	23	25	8.70%
Pending Listings	28	36	28.57%
New Listings	88	79	-10.23%
Average List Price	136,604	146,940	7.57%
Average Sale Price	127,311	141,076	10.81%
Average Percent of Selling Price to List Price	92.54%	95.30%	2.98%
Average Days on Market to Sale	70.26	53.32	-24.11%
End of Month Inventory	260	263	1.15%
Months Supply of Inventory	5.95	7.14	19.92%



■ Closed (6.85%)
■ Pending (9.86%)
■ Other OffMarket (11.23%)
■ Active (72.05%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of January 31, 2020 = **263**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2020 rose **1.15%** to 263 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **7.14** 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 **10.81%** in January 2020 to \$141,076 versus the previous year at \$127,311.

Average Days on Market Shortens

The average number of **53.32** days that homes spent on the market before selling decreased by 16.94 days or **24.11%** in January 2020 compared to last year's same month at **70.26** DOM.

Sales Success for January 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 79 New Listings in January 2020, down **10.23%** from last year at 88. Furthermore, there were 25 Closed Listings this month versus last year at 23, a **8.70%** increase.

Closed versus Listed trends yielded a **31.6%** ratio, up from previous year's, January 2019, at **26.1%**, a **21.08%** upswing. 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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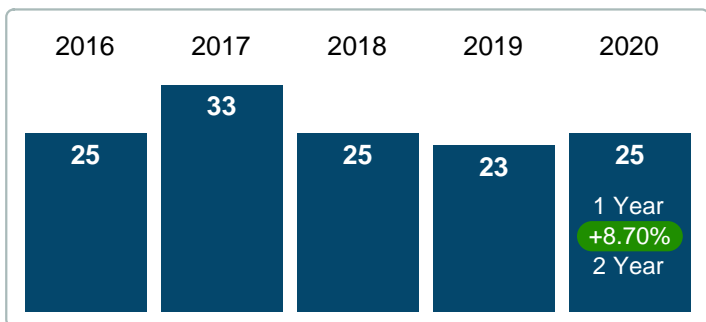
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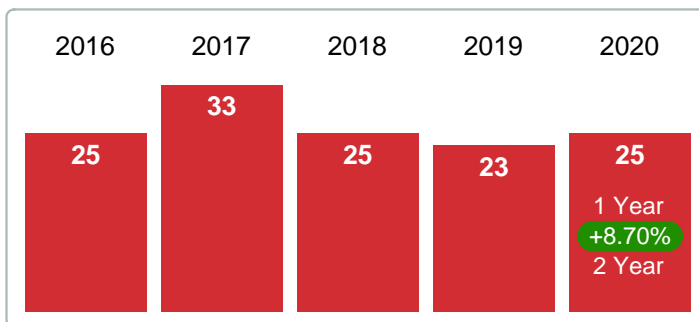
CLOSED LISTINGS

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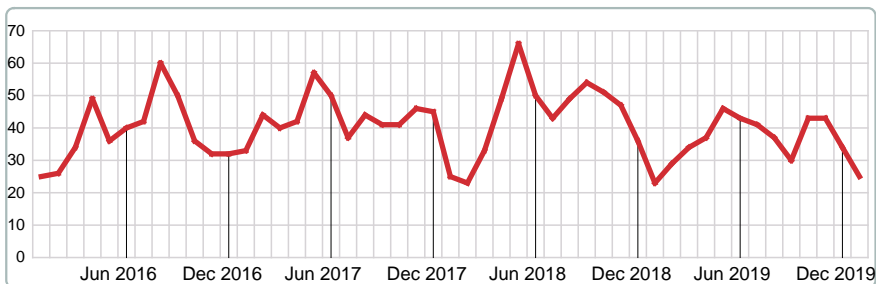
JANUARY



YEAR TO DATE (YTD)

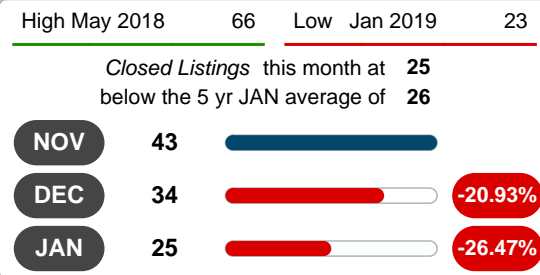


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 26



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	2	8.00%	84.5	2	0	0	0
\$50,001 - \$70,000	3	12.00%	17.3	1	2	0	0
\$70,001 - \$90,000	3	12.00%	48.7	3	0	0	0
\$90,001 - \$120,000	6	24.00%	52.2	2	4	0	0
\$120,001 - \$190,000	4	16.00%	45.8	0	3	1	0
\$190,001 - \$300,000	5	20.00%	58.6	0	2	3	0
\$300,001 and up	2	8.00%	88.5	0	2	0	0
Total Closed Units	25			8	13	4	0
Total Closed Volume	3,526,900	100%	53.3	553.70K	2.10M	877.50K	0.00B
Average Closed Price	\$141,076			\$69,213	\$161,208	\$219,375	\$0

January 2020



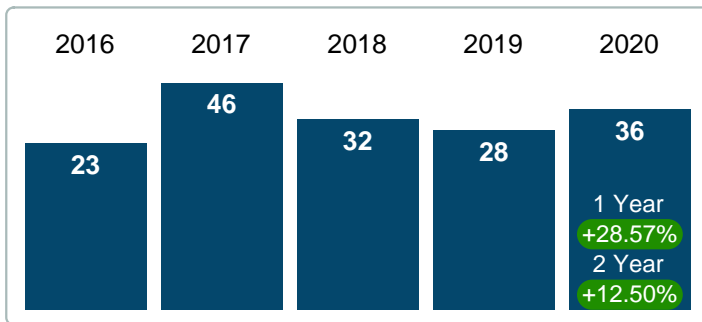
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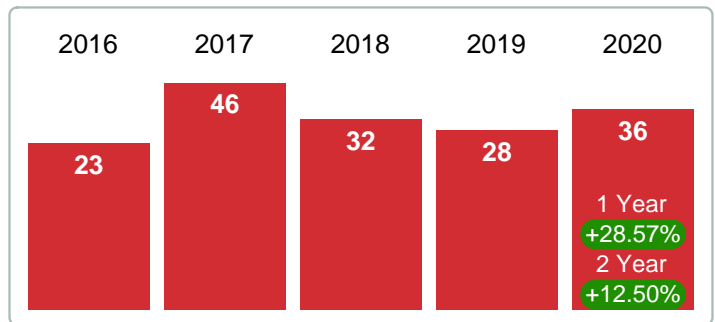
PENDING LISTINGS

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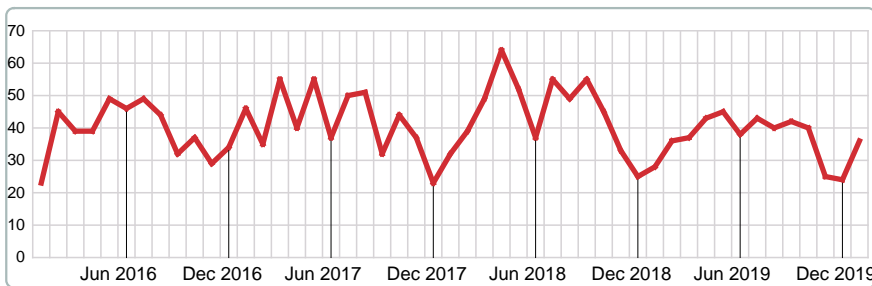
JANUARY



YEAR TO DATE (YTD)

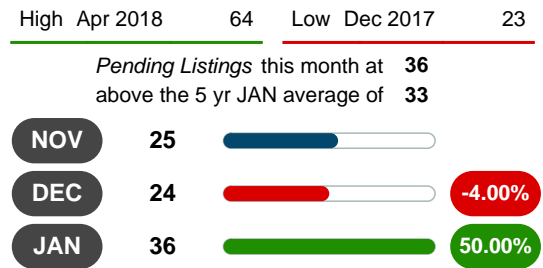


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	2	5.56%	77.5	2	0	0	0
\$60,001 - \$70,000	5	13.89%	12.6	1	3	1	0
\$70,001 - \$90,000	4	11.11%	53.8	1	3	0	0
\$90,001 - \$120,000	9	25.00%	40.1	2	7	0	0
\$120,001 - \$190,000	7	19.44%	47.3	1	5	1	0
\$190,001 - \$270,000	5	13.89%	59.0	0	3	2	0
\$270,001 and up	4	11.11%	56.5	1	2	0	1
Total Pending Units	36			8	23	4	1
Total Pending Volume	5,185,919	100%	42.6	934.70K	3.31M	657.80K	279.90K
Average Listing Price	\$129,261			\$116,838	\$144,066	\$164,450	\$279,900

January 2020



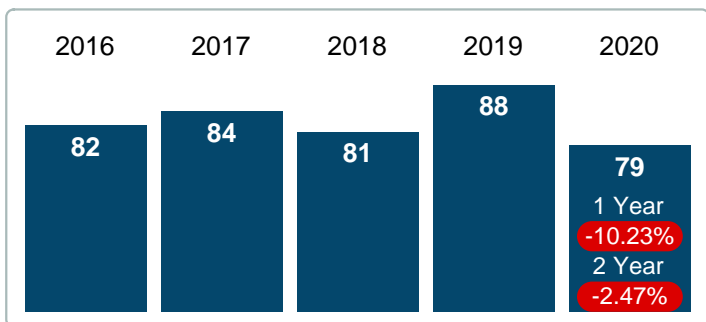
Area Delimited by County Of Cherokee - Residential Property Type



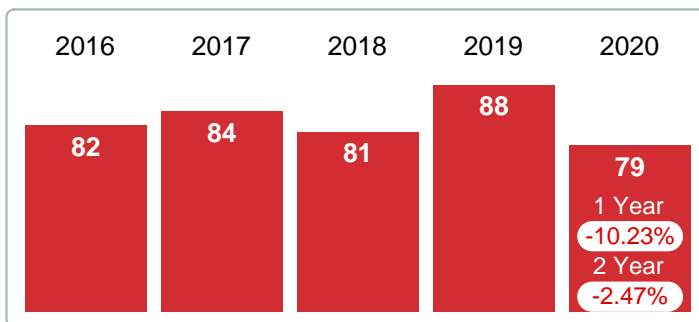
NEW LISTINGS

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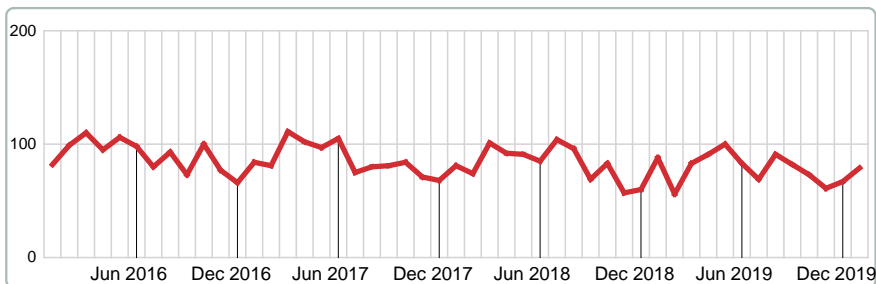
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

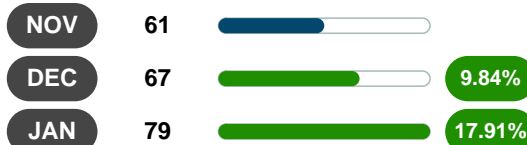


3 MONTHS

5 year JAN AVG = 83

High Mar 2017 111 Low Feb 2019 56

New Listings this month at 79
below the 5 yr JAN average of 83



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.27%	1	0	0	0
\$25,001 - \$50,000	9	11.39%	5	3	1	0
\$50,001 - \$100,000	17	21.52%	4	12	1	0
\$100,001 - \$175,000	20	25.32%	2	13	4	1
\$175,001 - \$200,000	11	13.92%	3	6	2	0
\$200,001 - \$375,000	11	13.92%	0	6	3	2
\$375,001 and up	10	12.66%	1	5	2	2
Total New Listed Units	79		16	45	13	5
Total New Listed Volume	15,028,725	100%	2.02M	8.26M	3.27M	1.47M
Average New Listed Listing Price	\$184,822		\$126,506	\$183,463	\$251,846	\$294,960

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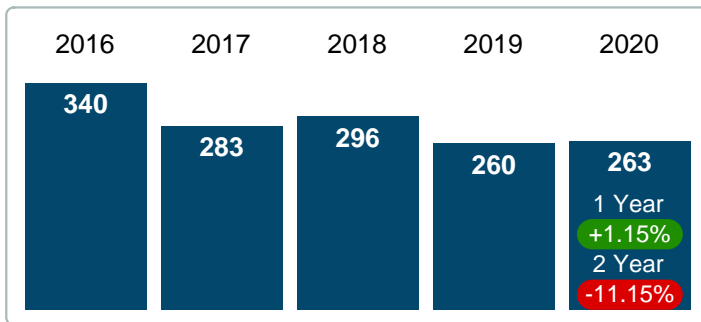
Area Delimited by County Of Cherokee - Residential Property Type



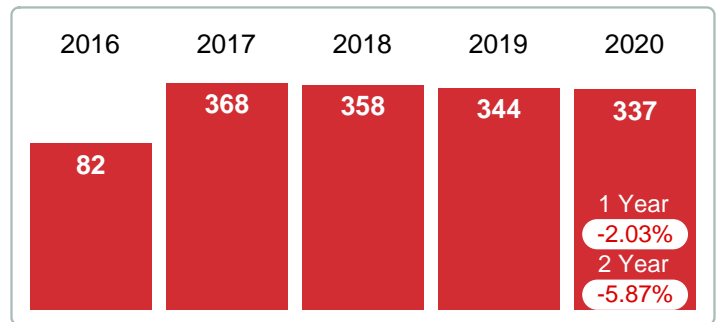
ACTIVE INVENTORY

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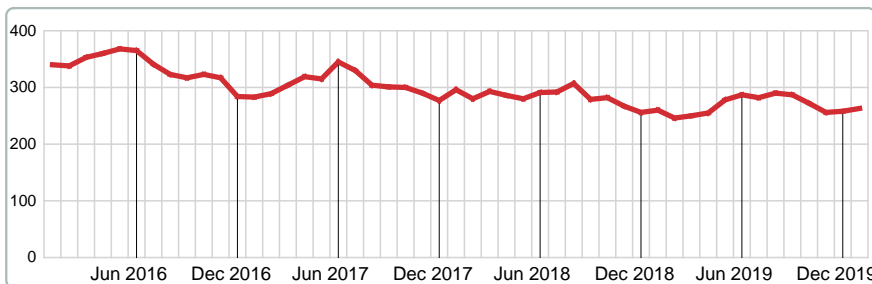
END OF JANUARY



ACTIVE DURING JANUARY

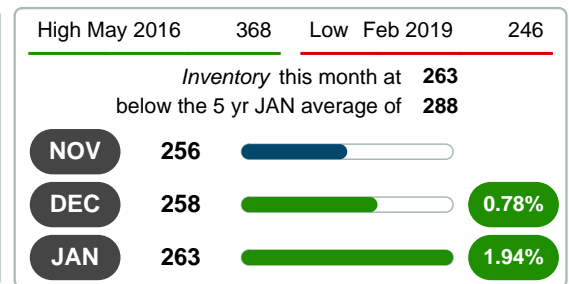


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 288



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	6.46%	43.5	7	9	1	0
\$50,001 - \$75,000	32	12.17%	71.0	19	13	0	0
\$75,001 - \$125,000	44	16.73%	81.8	10	25	7	2
\$125,001 - \$200,000	68	25.86%	78.3	8	44	14	2
\$200,001 - \$300,000	41	15.59%	83.7	3	22	11	5
\$300,001 - \$475,000	33	12.55%	92.3	2	15	9	7
\$475,001 and up	28	10.65%	100.4	2	11	10	5
Total Active Inventory by Units	263			51	139	52	21
Total Active Inventory by Volume	63,721,389	100%	80.7	6.59M	30.38M	16.03M	10.73M
Average Active Inventory Listing Price	\$242,287			\$129,178	\$218,544	\$308,208	\$510,895

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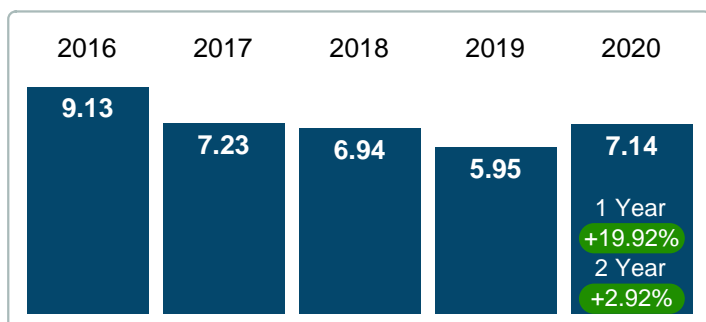
Area Delimited by County Of Cherokee - Residential Property Type



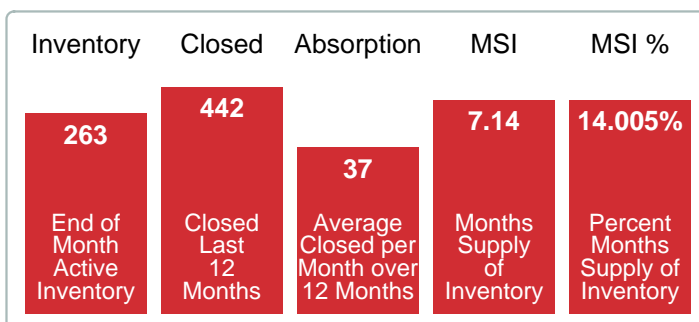
MONTHS SUPPLY of INVENTORY (MSI)

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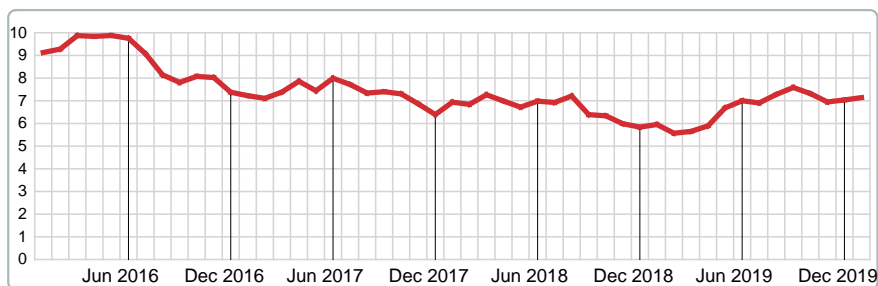
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

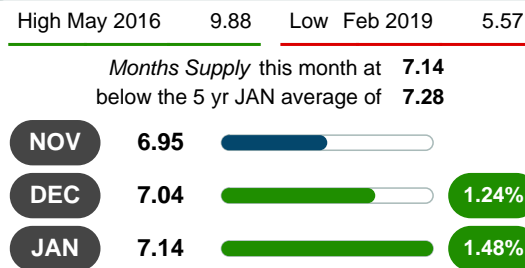


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 7.28



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	6.46%	3.40	2.63	5.14	1.71	0.00
\$50,001 - \$75,000	32	12.17%	7.84	12.00	5.78	0.00	0.00
\$75,001 - \$125,000	44	16.73%	4.55	4.29	3.90	7.64	0.00
\$125,001 - \$200,000	68	25.86%	5.79	8.00	4.89	9.88	6.00
\$200,001 - \$300,000	41	15.59%	9.65	7.20	10.15	7.33	30.00
\$300,001 - \$475,000	33	12.55%	17.22	6.00	16.36	21.60	28.00
\$475,001 and up	28	10.65%	168.00	0.00	132.00	0.00	60.00
Market Supply of Inventory (MSI)			7.14	6.12	6.15	10.40	22.91
Total Active Inventory by Units		100%	7.14	51	139	52	21

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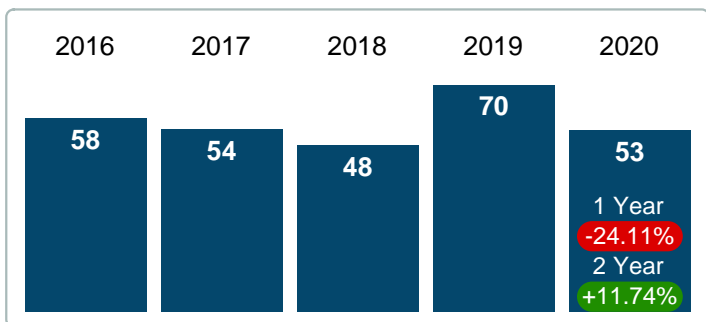
Area Delimited by County Of Cherokee - Residential Property Type



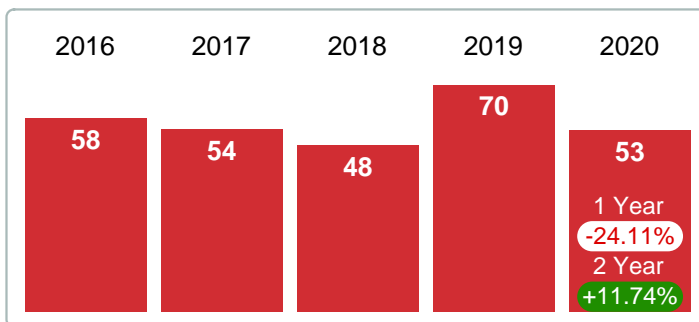
AVERAGE DAYS ON MARKET TO SALE

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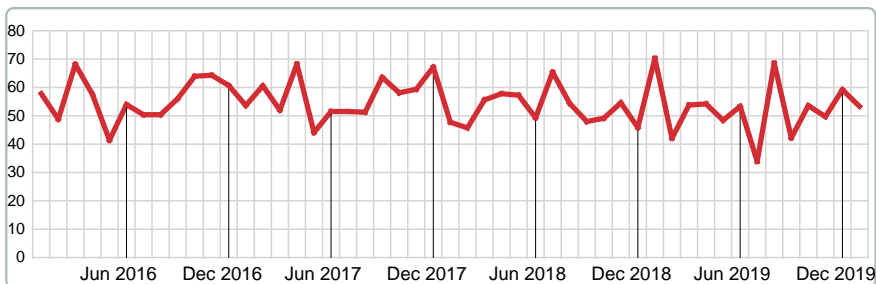
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

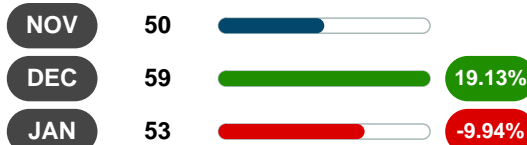


3 MONTHS

5 year JAN AVG = 57

High Jan 2019 70 Low Jul 2019 34

Average Days on Market to Sale this month at 53 below the 5 yr JAN average of 57



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	8.00%	85	85	0	0	0
\$50,001 - \$70,000	12.00%	17	33	10	0	0
\$70,001 - \$90,000	12.00%	49	49	0	0	0
\$90,001 - \$120,000	24.00%	52	89	34	0	0
\$120,001 - \$190,000	16.00%	46	0	56	16	0
\$190,001 - \$300,000	20.00%	59	0	45	68	0
\$300,001 and up	8.00%	89	0	89	0	0
Average Closed DOM		53	66	45	55	0
Total Closed Units	100%	53	8	13	4	
Total Closed Volume		3,526,900	553.70K	2.10M	877.50K	0.00B

January 2020



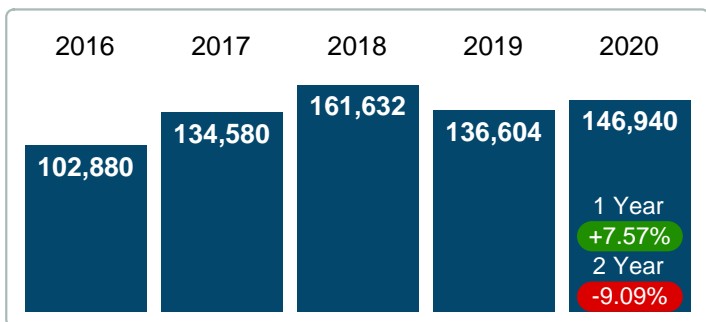
Area Delimited by County Of Cherokee - Residential Property Type



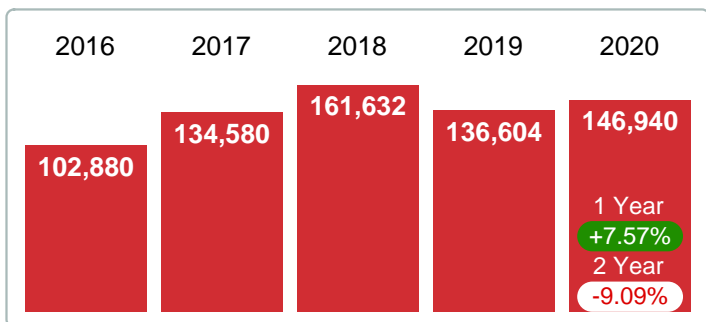
AVERAGE LIST PRICE AT CLOSING

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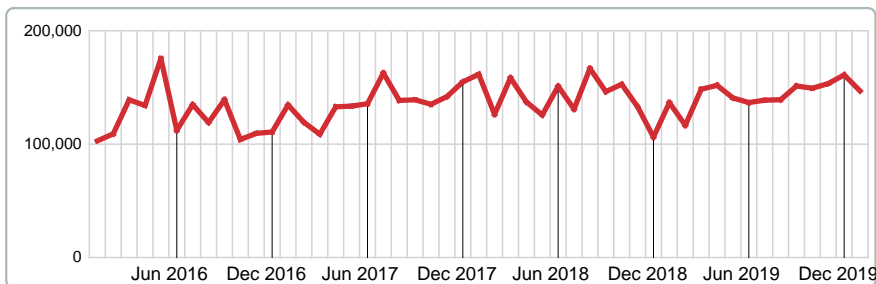
JANUARY



YEAR TO DATE (YTD)

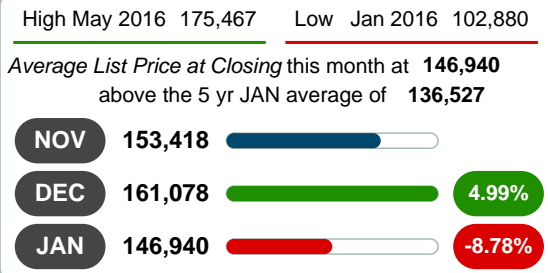


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 136,527



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	8.00%	17,950	17,950	0	0	0
\$50,001 - \$70,000	8.00%	66,000	93,000	66,000	0	0
\$70,001 - \$90,000	16.00%	83,175	81,567	0	0	0
\$90,001 - \$120,000	20.00%	106,300	112,450	106,625	0	0
\$120,001 - \$190,000	20.00%	135,880	0	131,933	158,700	0
\$190,001 - \$300,000	12.00%	207,767	0	256,900	247,767	0
\$300,001 and up	16.00%	334,675	0	352,450	0	0
Average List Price		146,940	74,813	167,154	225,500	0
Total Closed Units	100%	146,940	8	13	4	0
Total Closed Volume		3,673,500	598.50K	2.17M	902.00K	0.00B

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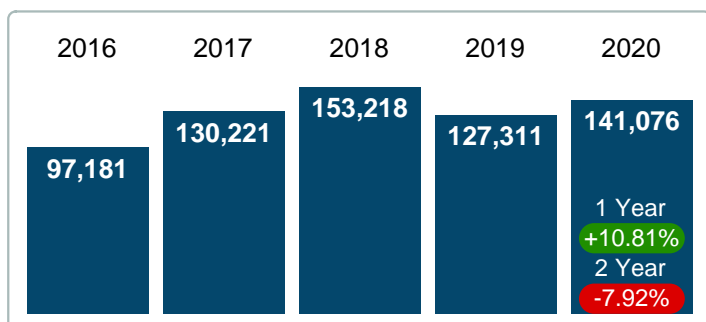
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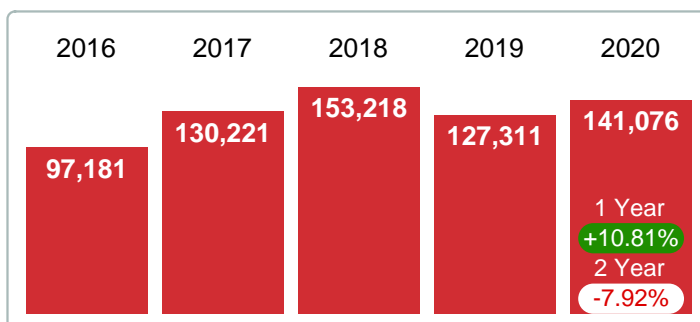
AVERAGE SOLD PRICE AT CLOSING

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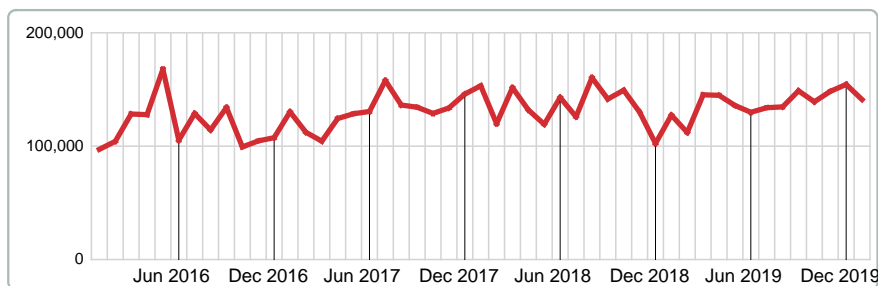
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 129,802

High May 2016 167,833 Low Jan 2016 97,181

Average Sold Price at Closing this month at **141,076**
above the 5 yr JAN average of **129,802**

Month	Average Sold Price	% Change
NOV	148,311	
DEC	154,431	+4.13%
JAN	141,076	-8.65%

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	8.00%	15,750	15,750	0	0	0
\$50,001 - \$70,000	12.00%	63,833	67,500	62,000	0	0
\$70,001 - \$90,000	12.00%	80,600	80,600	0	0	0
\$90,001 - \$120,000	24.00%	105,133	106,450	104,475	0	0
\$120,001 - \$190,000	16.00%	134,725	0	127,967	155,000	0
\$190,001 - \$300,000	20.00%	241,480	0	242,450	240,833	0
\$300,001 and up	8.00%	342,500	0	342,500	0	0
Average Sold Price		141,076	69,213	161,208	219,375	0
Total Closed Units	100%	141,076	8	13	4	0
Total Closed Volume		3,526,900	553.70K	2.10M	877.50K	0.00B

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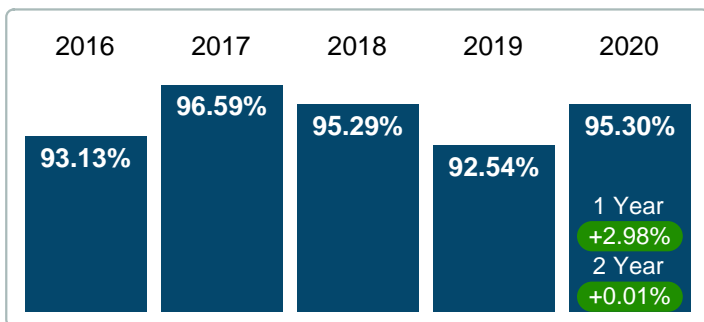
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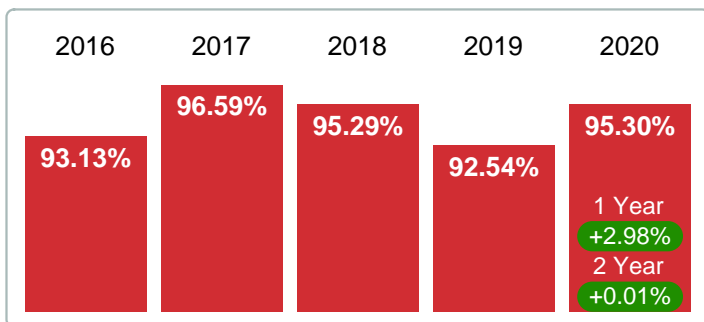
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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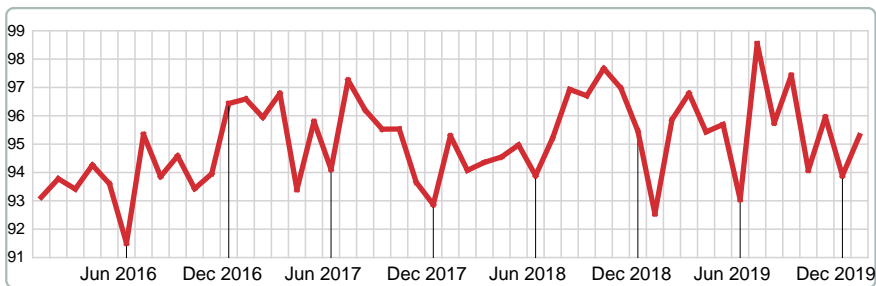
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

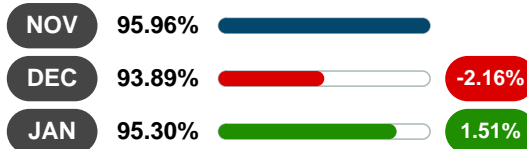


3 MONTHS

5 year JAN AVG = 94.57%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **95.30%**
equal to 5 yr JAN average of **94.57%**



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	2	8.00%	87.36%	87.36%	0.00%	0.00%	0.00%	
\$50,001 - \$70,000	3	12.00%	86.88%	72.58%	94.03%	0.00%	0.00%	
\$70,001 - \$90,000	3	12.00%	98.76%	98.76%	0.00%	0.00%	0.00%	
\$90,001 - \$120,000	6	24.00%	97.34%	94.55%	98.74%	0.00%	0.00%	
\$120,001 - \$190,000	4	16.00%	97.28%	0.00%	97.15%	97.67%	0.00%	
\$190,001 - \$300,000	5	20.00%	96.69%	0.00%	95.47%	97.50%	0.00%	
\$300,001 and up	2	8.00%	97.17%	0.00%	97.17%	0.00%	0.00%	
Average Sold/List Ratio		95.30%		91.58%	96.90%	97.54%	0.00%	
Total Closed Units		25	100%	95.30%	8	13	4	
Total Closed Volume		3,526,900			553.70K	2.10M	877.50K	0.00B

January 2020



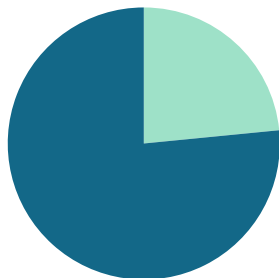
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

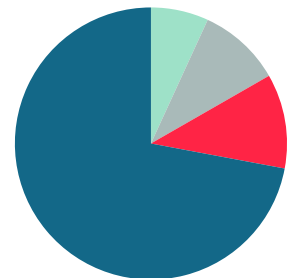


Inventory
 New Listings
79 = 23.44%
 Start Inventory
258
 Total Inventory Units
337
 Volume
\$77,930,588

Market Activity

Closed Sales
25 = 6.85%
 Pending Sales
36 = 9.86%
 Other Off Market
41 = 11.23%
 Active Inventory
263 = 72.05%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	23	25	8.70%	23	25	8.70%
Pending Sales	28	36	28.57%	28	36	28.57%
New Listings	88	79	-10.23%	88	79	-10.23%
Average List Price	136,604	146,940	7.57%	136,604	146,940	7.57%
Average Sale Price	127,311	141,076	10.81%	127,311	141,076	10.81%
Average Percent of Selling Price to List Price	92.54%	95.30%	2.98%	92.54%	95.30%	2.98%
Average Days on Market to Sale	70.26	53.32	-24.11%	70.26	53.32	-24.11%
Monthly Inventory	260	263	1.15%	260	263	1.15%
Months Supply of Inventory	5.95	7.14	19.92%	5.95	7.14	19.92%

Absorption: Last 12 months, an Average of **37** Sales/Month

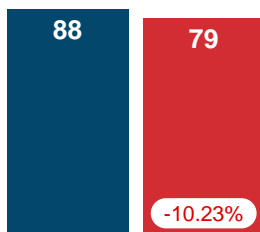
Inventory on January 31, 2020 = **263**

2019 **2020**

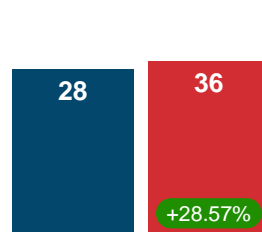
JANUARY MARKET

AVERAGE PRICES

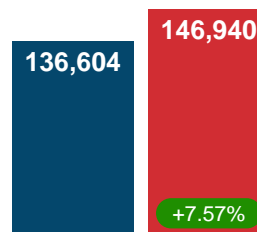
New Listings



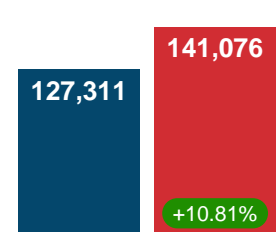
Pending Listings



List Price



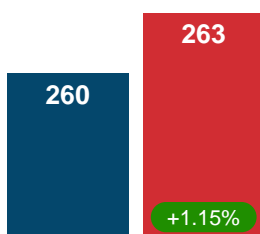
Sale Price



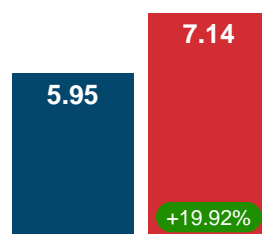
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

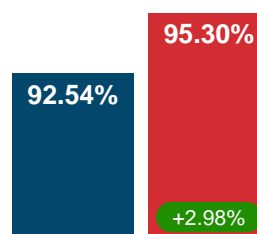
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

