January 2020

RE DATUM

Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2019	2020	+/-%
Closed Listings	23	25	8.70%
Pending Listings	28	36	28.57%
New Listings	88	79	-10.23%
Median List Price	119,000	119,900	0.76%
Median Sale Price	100,000	115,000	15.00%
Median Percent of Selling Price to List Price	96.37%	97.20%	0.86%
Median Days on Market to Sale	61.00	31.00	-49.18%
End of Month Inventory	260	263	1.15%
Months Supply of Inventory	5.95	7.14	19.92%

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of January 31, 2020 = **263**
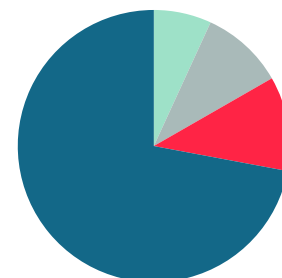
- Closed (6.85%)
- Pending (9.86%)
- Other OffMarket (11.23%)
- Active (72.05%)

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.

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 **15.00%** in January 2020 to $115,000 versus the previous year at $100,000.

Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 30.00 days or **49.18%** in January 2020 compared to last year's same month at **61.00** DOM.

Sales Success for January 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 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 Monthï¿½s Supply of Inventory (MSI) in the months to come.

What's in this Issue

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
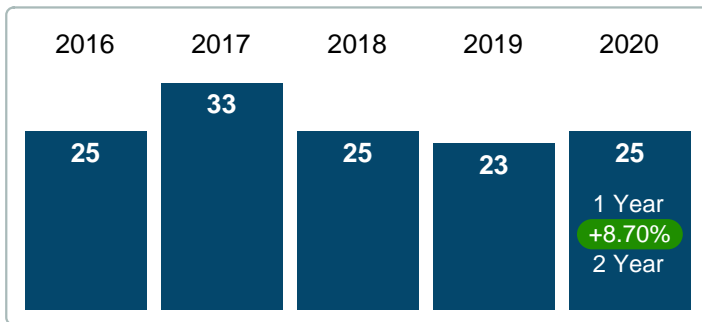**Email:** support@mlstechnology.com

January 2020

RE DATUM

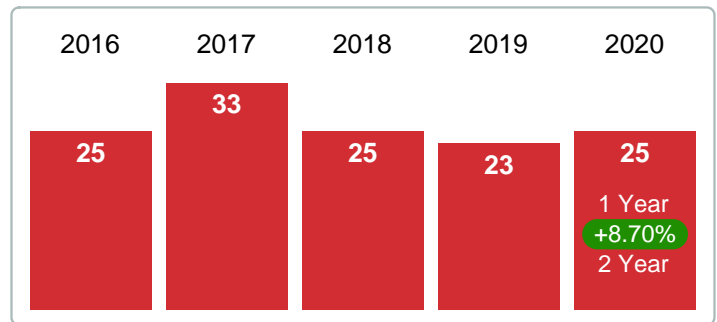Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

CLOSED LISTINGS

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

JANUARY

2016	2017	2018	2019	2020
25	33	25	23	25

2020: 1 Year +8.70% 2 Year

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
25	33	25	23	25

2020: 1 Year +8.70% 2 Year

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 26

High May 2018	66	Low	Jan 2019	23

Closed Listings this month at **25**
below the 5 yr JAN average of **26**

NOV	43	
DEC	34	-20.93%
JAN	25	-26.47%
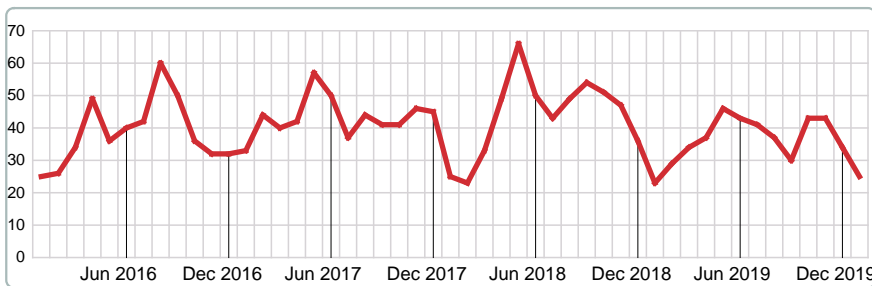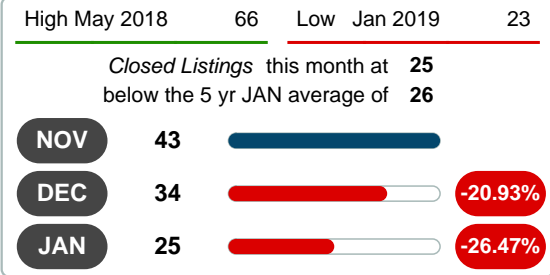
CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	18.0	1	2	0	0
$70,001 $90,000	3	12.00%	27.0	3	0	0	0
$90,001 $120,000	6	24.00%	26.0	2	4	0	0
$120,001 $190,000	4	16.00%	20.0	0	3	1	0
$190,001 $300,000	5	20.00%	63.0	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%	31.0	553.70K	2.10M	877.50K	0.00B
Median Closed Price	$115,000			$78,450	$121,400	$211,250	$0

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

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January 2020

RE DATUM

Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

PENDING LISTINGS

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

JANUARY

2016	2017	2018	2019	2020
23	46	32	28	36

2020: 1 Year +28.57% / 2 Year +12.50%

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
23	46	32	28	36

2020: 1 Year +28.57% / 2 Year +12.50%

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 33

| High | Apr 2018 | 64 | Low | Dec 2017 | 23 |

Pending Listings this month at **36** above the 5 yr JAN average of **33**

NOV	25	
DEC	24	-4.00%
JAN	36	50.00%
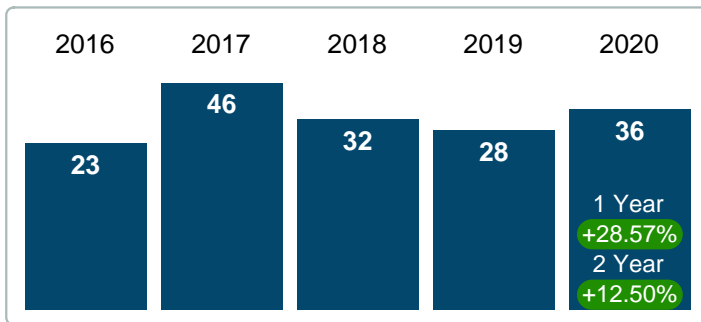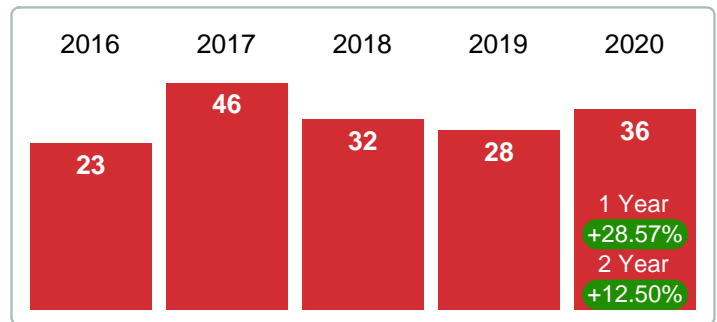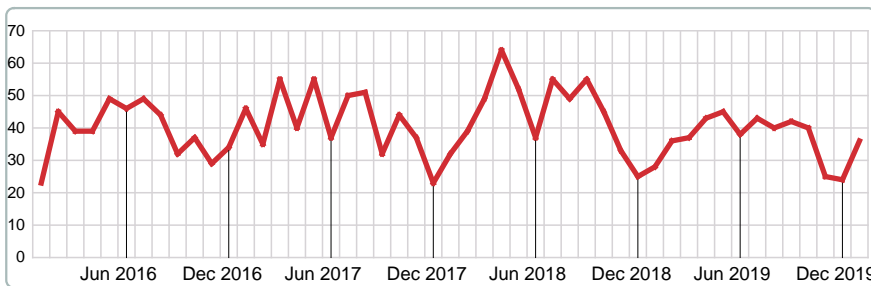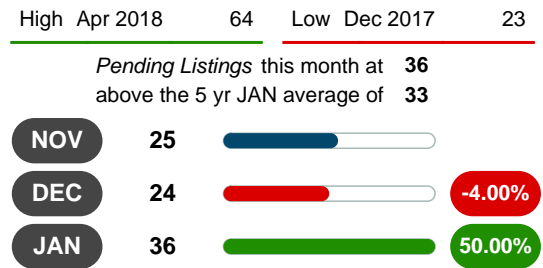
PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	10.0	1	3	1	0
$70,001 $90,000	4	11.11%	19.0	1	3	0	0
$90,001 $120,000	9	25.00%	16.0	2	7	0	0
$120,001 $190,000	7	19.44%	24.0	1	5	1	0
$190,001 $270,000	5	13.89%	30.0	0	3	2	0
$270,001 and up	4	11.11%	51.0	1	2	0	1
Total Pending Units	36			8	23	4	1
Total Pending Volume	5,185,919	100%	21.5	934.70K	3.31M	657.80K	279.90K
Median Listing Price	$110,000			$82,500	$115,000	$185,950	$279,900

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

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RE DATUM

January 2020

Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

NEW LISTINGS

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

JANUARY

2016	2017	2018	2019	2020
82	84	81	88	79
				1 Year -10.23%
				2 Year -2.47%

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
82	84	81	88	79
				1 Year -10.23%
				2 Year -2.47%

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**

NOV	61	
DEC	67	9.84%
JAN	79	17.91%
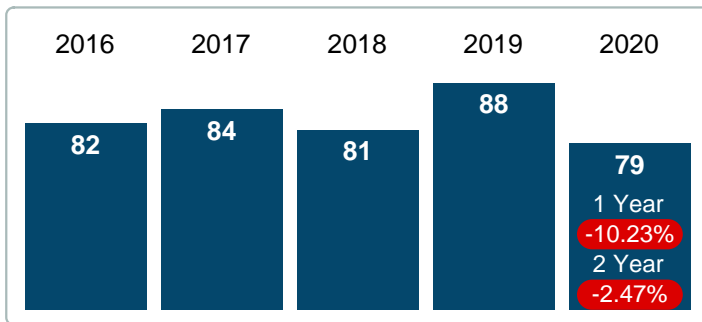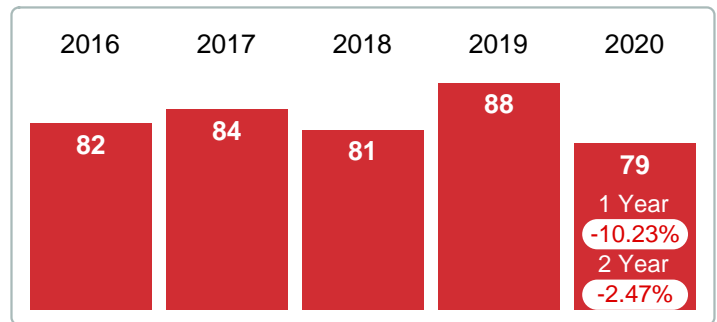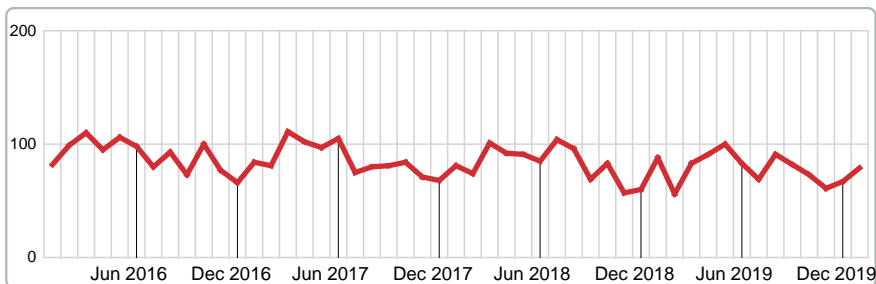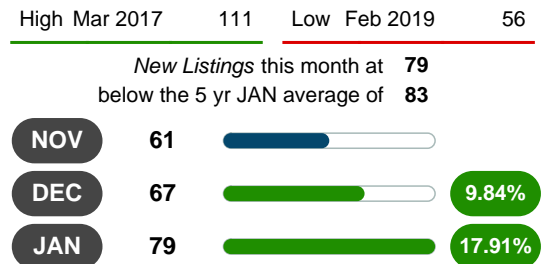
NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$40,000 and less	5	6.33%	2	2	1	0
$40,001 $60,000	8	10.13%	6	2	0	0
$60,001 $100,000	14	17.72%	2	11	1	0
$100,001 $170,000	19	24.05%	2	13	3	1
$170,001 $220,000	15	18.99%	3	7	5	0
$220,001 $380,000	8	10.13%	0	5	1	2
$380,001 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
Median New Listed Listing Price	$129,900		$61,400	$129,900	$189,900	$295,000

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

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Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

ACTIVE INVENTORY

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

END OF JANUARY
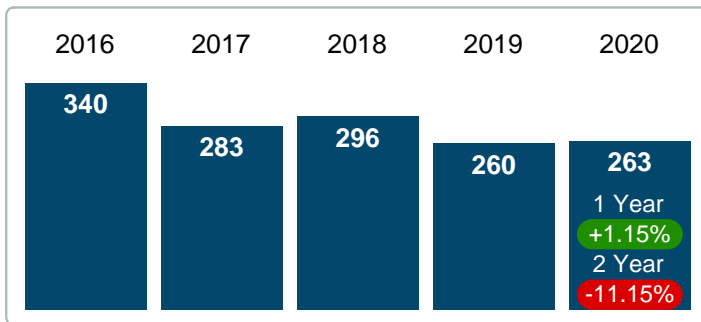
2016	2017	2018	2019	2020
340	283	296	260	263

2020:
1 Year +1.15%
2 Year -11.15%

ACTIVE DURING JANUARY

2016	2017	2018	2019	2020
82	368	358	344	337

2020:
1 Year -2.03%
2 Year -5.87%

5 YEAR MARKET ACTIVITY TRENDS

(Line chart from Jun 2016 to Dec 2019, values ranging 0–400)

3 MONTHS

5 year JAN AVG = 288

High May 2016	368	Low Feb 2019	246

Inventory this month at **263**
below the 5 yr JAN average of **288**

NOV	256	
DEC	258	0.78%
JAN	263	1.94%
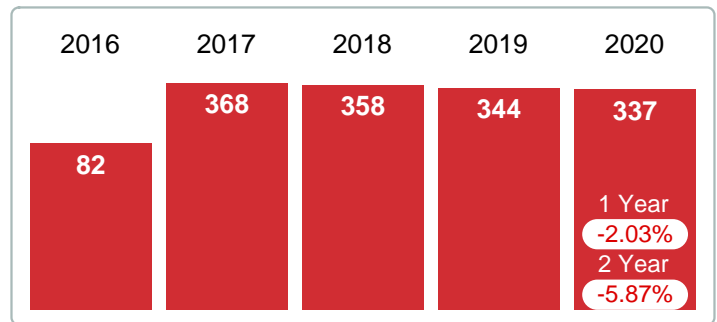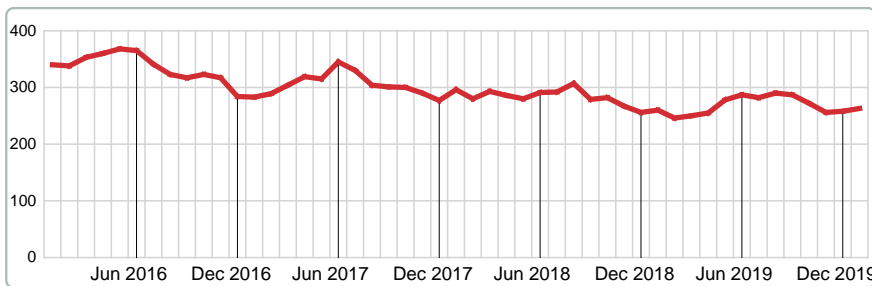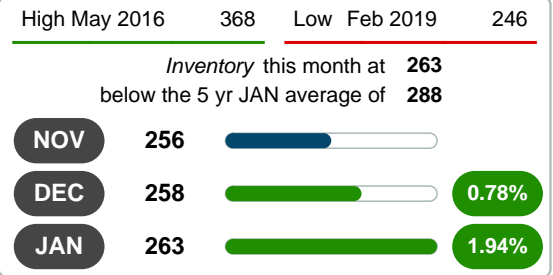
INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	17	6.46%	31.0	7	9	1	0
$50,001 $75,000	32	12.17%	47.0	19	13	0	0
$75,001 $125,000	44	16.73%	87.5	10	25	7	2
$125,001 $200,000	68	25.86%	68.5	8	44	14	2
$200,001 $300,000	41	15.59%	87.0	3	22	11	5
$300,001 $475,000	33	12.55%	102.0	2	15	9	7
$475,001 and up	28	10.65%	112.0	2	11	10	5
Total Active Inventory by Units	263			51	139	52	21
Total Active Inventory by Volume	63,721,389	100%	74.0	6.59M	30.38M	16.03M	10.73M
Median Active Inventory Listing Price	$174,900			$75,000	$169,900	$223,000	$359,000

Contact: MLS Technology Inc.   Phone: 918-663-7500   Email: support@mlstechnology.com

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Area Delimited by County Of Cherokee - Residential Property Type

RE DATUM

MLS technology | INC

MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY

2016	2017	2018	2019	2020
9.13	7.23	6.94	5.95	7.14

2020:
1 Year +19.92%
2 Year +2.92%
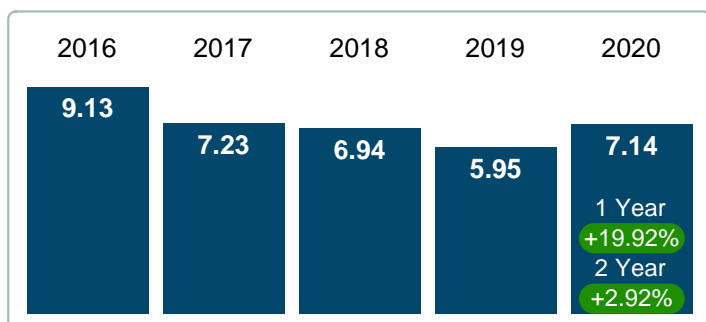
INDICATORS FOR JANUARY 2020

Inventory	Closed	Absorption	MSI	MSI %
263	442	37	7.14	14.005%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 7.28

High May 2016	9.88	Low Feb 2019	5.57

Months Supply this month at **7.14**
below the 5 yr JAN average of **7.28**
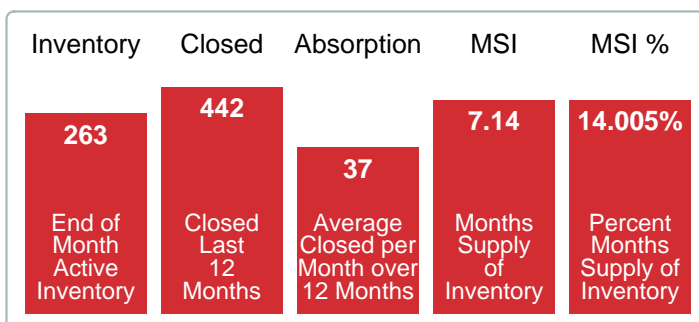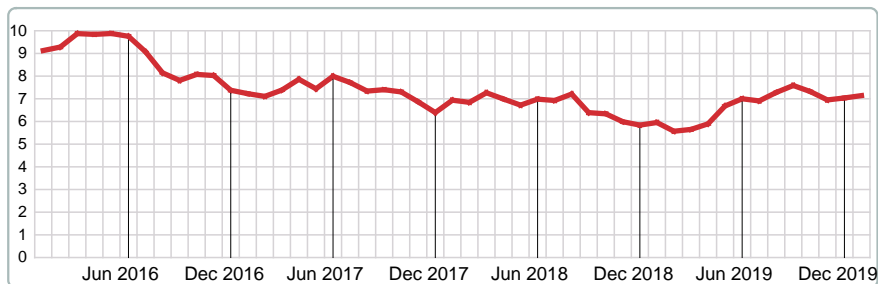
NOV	6.95	
DEC	7.04	1.24%
JAN	7.14	1.48%
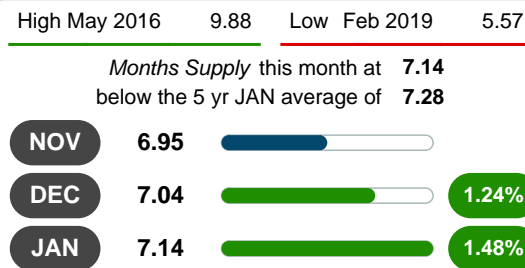
MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

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	100%	7.14	6.12	6.15	10.40	22.91
Total Active Inventory by Units	263			51	139	52	21

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

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RE DATUM

January 2020

Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

MEDIAN DAYS ON MARKET TO SALE

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

JANUARY

2016	2017	2018	2019	2020
49	46	29	61	31

2020: 1 Year -49.18% / 2 Year +6.90%

YEAR TO DATE (YTD)

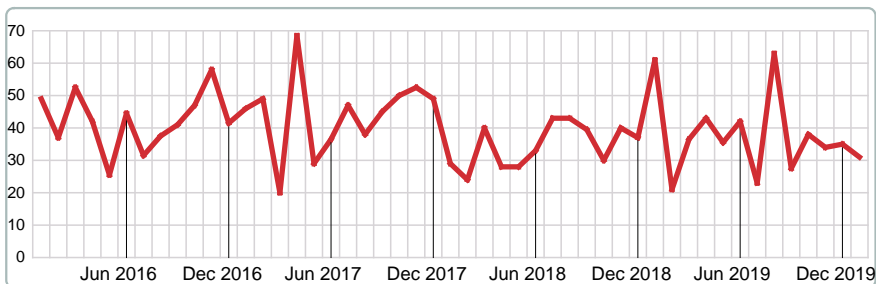| 2016	2017	2018	2019	2020
49	46	29	61	31

2020: 1 Year -49.18% / 2 Year +6.90%
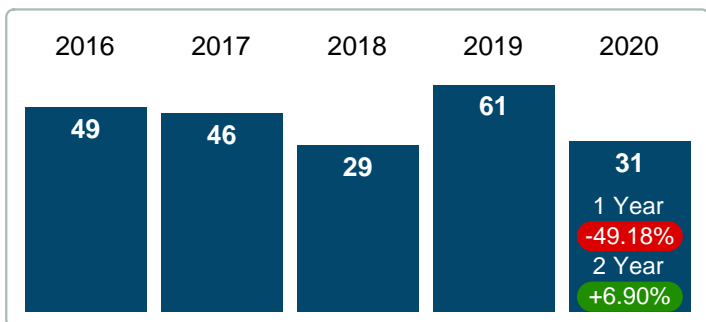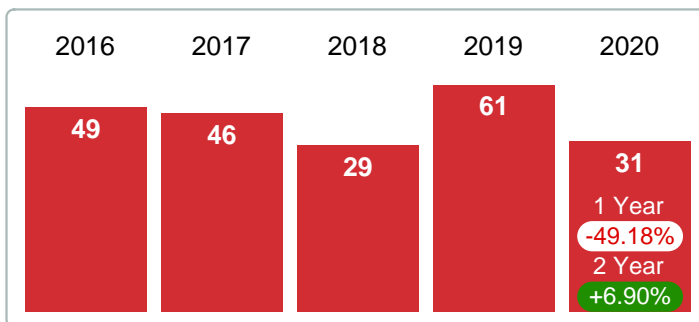
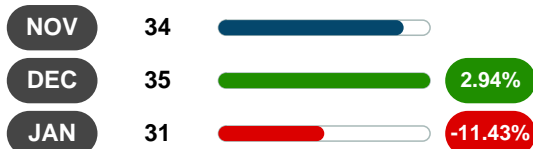### 5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 43

High Apr 2017 — 69   Low Mar 2017 — 20

Median Days on Market to Sale this month at **31**
below the 5 yr JAN average of **43**

NOV	34	
DEC	35	2.94%
JAN	31	-11.43%

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
$50,000 and less	2	8.00%	85	85	0	0	0
$50,001 $70,000	3	12.00%	18	33	10	0	0
$70,001 $90,000	3	12.00%	27	27	0	0	0
$90,001 $120,000	6	24.00%	26	89	23	0	0
$120,001 $190,000	4	16.00%	20	0	24	16	0
$190,001 $300,000	5	20.00%	63	0	45	68	0
$300,001 and up	2	8.00%	89	0	89	0	0

				1-2 Beds	3 Beds	4 Beds	5+ Beds
Median Closed DOM	31			30	27	58	0
Total Closed Units	25	100%	31.0	8	13	4	
Total Closed Volume	3,526,900			553.70K	2.10M	877.50K	0.00B

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

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MLS technology | INC

MEDIAN LIST PRICE AT CLOSING

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

JANUARY

2016	2017	2018	2019	2020
82,500	127,500	119,500	119,000	119,900

2020: 1 Year +0.76% 2 Year +0.33%

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
82,500	127,500	119,500	119,000	119,900

2020: 1 Year +0.76% 2 Year +0.33%

5 YEAR MARKET ACTIVITY TRENDS

Jun 2016 Dec 2016 Jun 2017 Dec 2017 Jun 2018 Dec 2018 Jun 2019 Dec 2019

3 MONTHS

5 year JAN AVG = 113,680

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

Median List Price at Closing this month at **119,900** above the 5 yr JAN average of **113,680**

NOV	155,000	
DEC	122,500	-20.97%
JAN	119,900	-2.12%
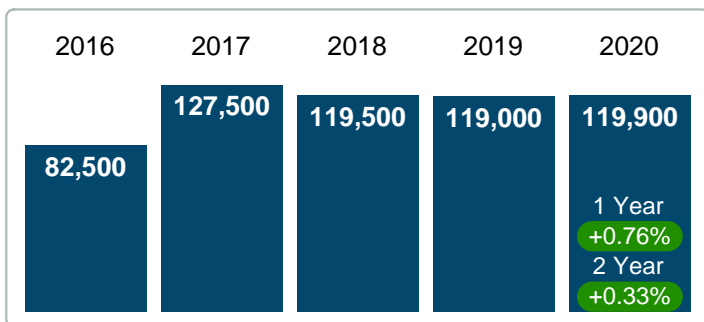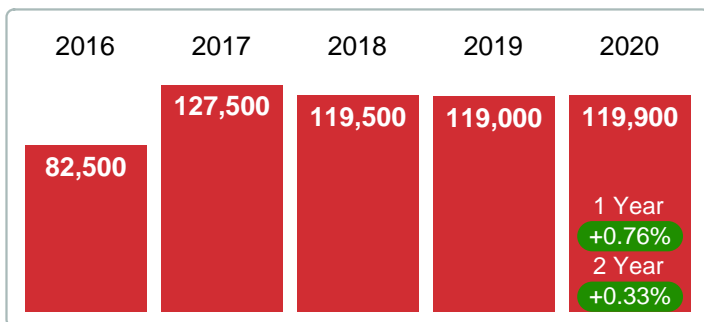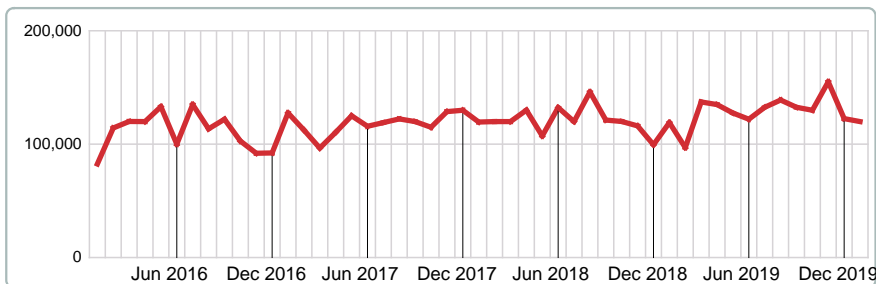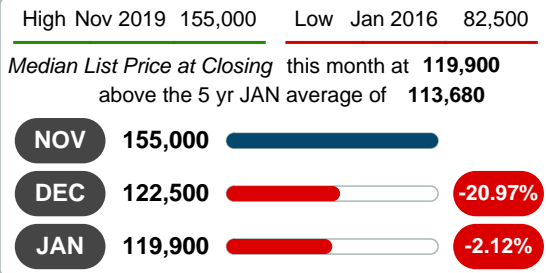
MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	2	8.00%	17,950	17,950	0	0	0
$50,001 $70,000	2	8.00%	66,000	0	66,000	0	0
$70,001 $90,000	4	16.00%	83,400	81,900	88,000	0	0
$90,001 $120,000	5	20.00%	110,000	110,000	106,800	0	0
$120,001 $190,000	5	20.00%	125,000	0	124,950	158,700	0
$190,001 $300,000	3	12.00%	195,900	0	194,900	214,200	0
$300,001 and up	4	16.00%	329,400	0	339,900	314,900	0
Median List Price	119,900			83,400	124,900	214,200	0
Total Closed Units	25	100%	119,900	8	13	4	
Total Closed Volume	3,673,500			598.50K	2.17M	902.00K	0.00B

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

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MLS technology | INC

MEDIAN SOLD PRICE AT CLOSING

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

JANUARY

2016	2017	2018	2019	2020
80,000	129,000	110,000	100,000	115,000

2020: 1 Year +15.00% 2 Year +4.55%

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
80,000	129,000	110,000	100,000	115,000

2020: 1 Year +15.00% 2 Year +4.55%

5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JAN AVG = 106,800

High Nov 2019 153,000   Low   Jan 2016   80,000

Median Sold Price at Closing this month at **115,000** above the 5 yr JAN average of **106,800**

NOV	153,000		
DEC	117,000		-23.53%
JAN	115,000		-1.71%
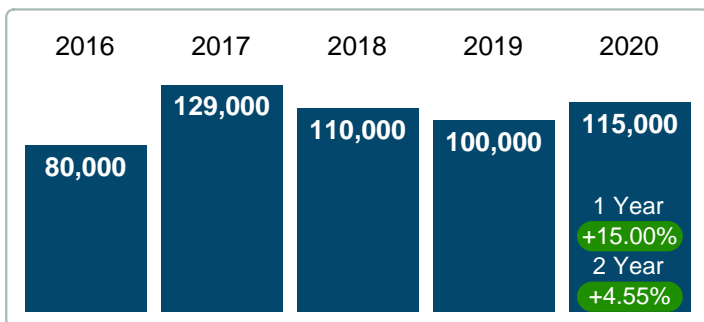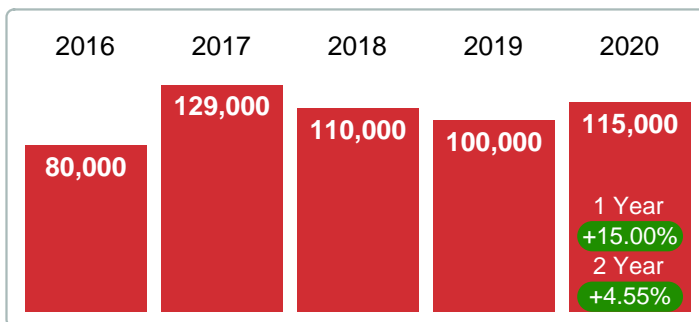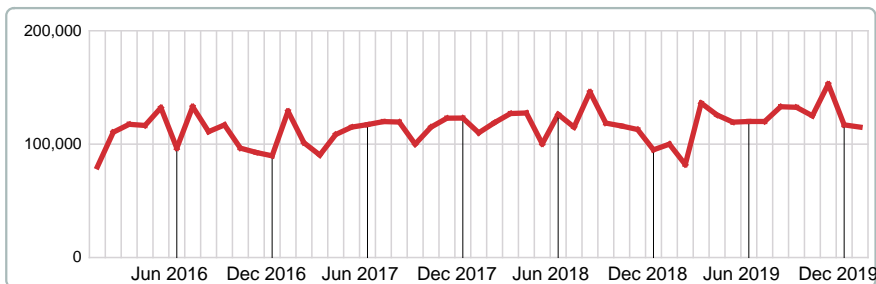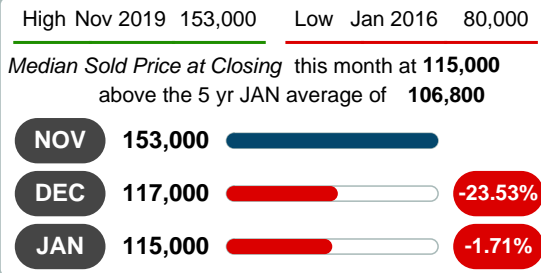
MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	2	8.00%	15,750	15,750	0	0	0
$50,001 $70,000	3	12.00%	65,000	67,500	62,000	0	0
$70,001 $90,000	3	12.00%	81,900	81,900	0	0	0
$90,001 $120,000	6	24.00%	106,450	106,450	104,950	0	0
$120,001 $190,000	4	16.00%	131,250	0	125,000	155,000	0
$190,001 $300,000	5	20.00%	229,500	0	242,450	229,500	0
$300,001 and up	2	8.00%	342,500	0	342,500	0	0
Median Sold Price	115,000			78,450	121,400	211,250	0
Total Closed Units	25	100%	115,000	8	13	4	
Total Closed Volume	3,526,900			553.70K	2.10M	877.50K	0.00B

Contact: MLS Technology Inc.   **Phone: 918-663-7500**   **Email: support@mlstechnology.com**

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RE DATUM

January 2020

Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

JANUARY

2016	2017	2018	2019	2020
94.27%	98.50%	97.13%	96.37%	97.20%

2020: 1 Year +0.86% / 2 Year +0.06%

YEAR TO DATE (YTD)

2016	2017	2018	2019	2020
94.27%	98.50%	97.13%	96.37%	97.20%

2020: 1 Year +0.86% / 2 Year +0.06%
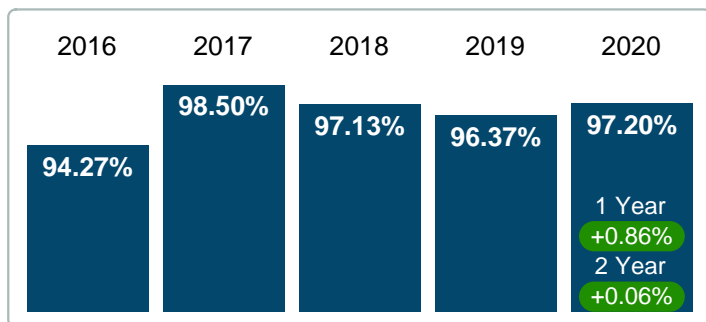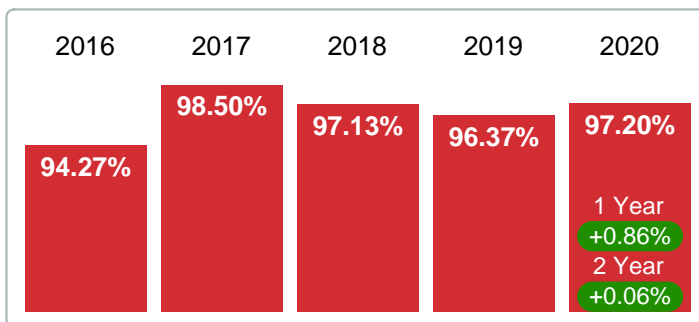
5 YEAR MARKET ACTIVITY TRENDS
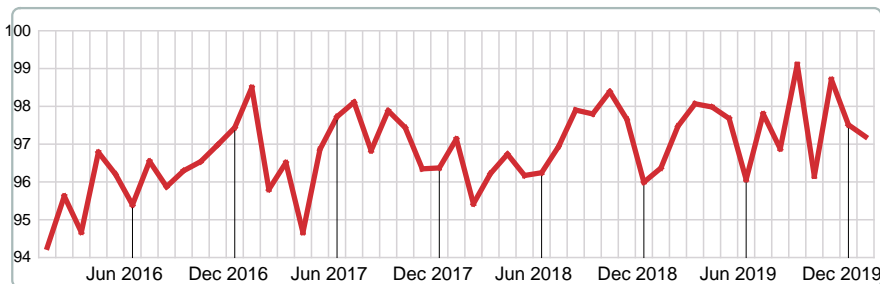
3 MONTHS   5 year JAN AVG = 96.69%

High Sep 2019 99.11%   Low Jan 2016 94.27%

Median Sold/List Ratio this month at **97.20%**
equal to 5 yr JAN average of **96.69%**

NOV	98.71%	
DEC	97.51%	-1.21%
JAN	97.20%	-0.32%
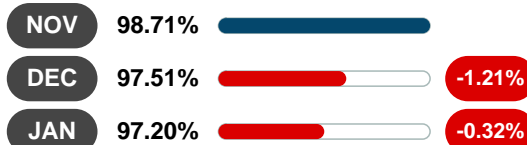
MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
$50,000 and less	2	8.00%	87.36%	87.36%	0.00%	0.00%	0.00%
$50,001 $70,000	3	12.00%	88.06%	72.58%	94.03%	0.00%	0.00%
$70,001 $90,000	3	12.00%	100.00%	100.00%	0.00%	0.00%	0.00%
$90,001 $120,000	6	24.00%	97.96%	94.55%	98.60%	0.00%	0.00%
$120,001 $190,000	4	16.00%	97.43%	0.00%	97.20%	97.67%	0.00%
$190,001 $300,000	5	20.00%	98.52%	0.00%	95.47%	98.52%	0.00%
$300,001 and up	2	8.00%	97.17%	0.00%	97.17%	0.00%	0.00%
Median Sold/List Ratio	97.20%			92.68%	97.20%	98.09%	0.00%
Total Closed Units	25	100%	97.20%	8	13	4	
Total Closed Volume	3,526,900			553.70K	2.10M	877.50K	0.00B

Contact: **MLS Technology Inc.**   Phone: **918-663-7500**   Email: **support@mlstechnology.com**

RE DATUM

January 2020

Area Delimited by County Of Cherokee - Residential Property Type

MLS technology | INC

MARKET SUMMARY

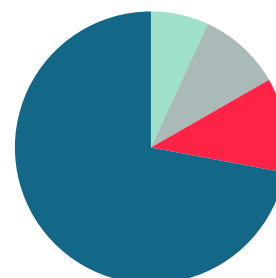Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY
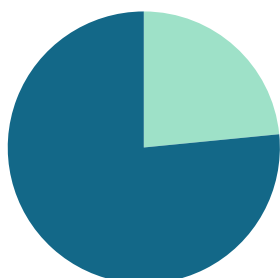
Inventory

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		January			Year to Date	
Metrics	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%
Median List Price	119,000	119,900	0.76%	119,000	119,900	0.76%
Median Sale Price	100,000	115,000	15.00%	100,000	115,000	15.00%
Median Percent of Selling Price to List Price	96.37%	97.20%	0.86%	96.37%	97.20%	0.86%
Median Days on Market to Sale	61.00	31.00	-49.18%	61.00	31.00	-49.18%
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%

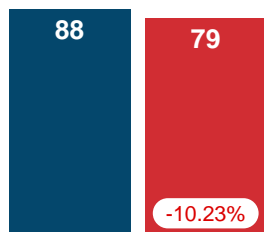**Absorption:** Last 12 months, an Average of **37** Sales/Month   **Inventory** on January 31, 2020 = **263**   **2019** **2020**
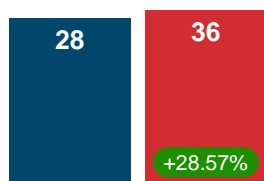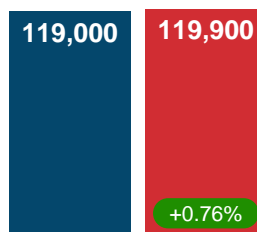
JANUARY MARKET

New Listings

88   79
-10.23%

Pending Listings

28   36
+28.57%

MEDIAN PRICES

List Price

119,000   119,900
+0.76%

Sale Price

100,000   115,000
+15.00%

INVENTORY

Active Inventory

263
260
+1.15%
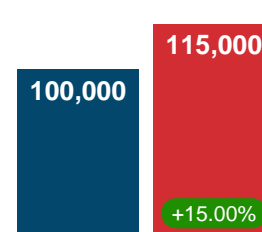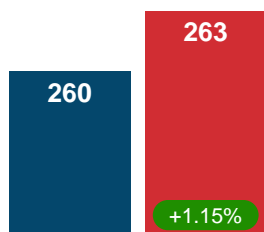
Monthly Supply of Inventory

7.14
5.95
+19.92%

MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio

97.20%
96.37%
+0.86%

Days on Market

61.00
31.00
-49.18%

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