

# July 2020



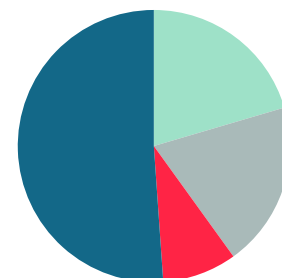
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	41	74	80.49%
Pending Listings	43	71	65.12%
New Listings	69	64	-7.25%
Average List Price	138,759	184,950	33.29%
Average Sale Price	133,890	178,362	33.22%
Average Percent of Selling Price to List Price	98.55%	96.25%	-2.33%
Average Days on Market to Sale	33.90	44.62	31.62%
End of Month Inventory	282	185	-34.40%
Months Supply of Inventory	6.91	4.61	-33.31%



■ Closed (20.44%)  
■ Pending (19.61%)  
■ Other OffMarket (8.84%)  
■ Active (51.10%)

**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of July 31, 2020 = **185**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2020 decreased **34.40%** to 185 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **4.61** 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 **33.22%** in July 2020 to \$178,362 versus the previous year at \$133,890.

#### Average Days on Market Lengthens

The average number of **44.62** days that homes spent on the market before selling increased by 10.72 days or **31.62%** in July 2020 compared to last year's same month at **33.90** DOM.

#### Sales Success for July 2020 is Positive

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

There were 64 New Listings in July 2020, down **7.25%** from last year at 69. Furthermore, there were 74 Closed Listings this month versus last year at 41, a **80.49%** increase.

Closed versus Listed trends yielded a **115.6%** ratio, up from previous year's, July 2019, at **59.4%**, a **94.59%** upswing. This will certainly create pressure on a decreasing 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

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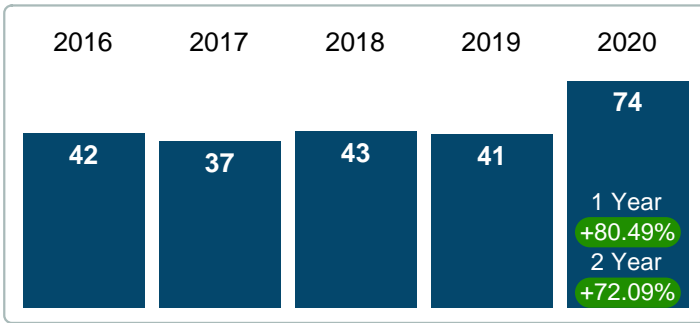
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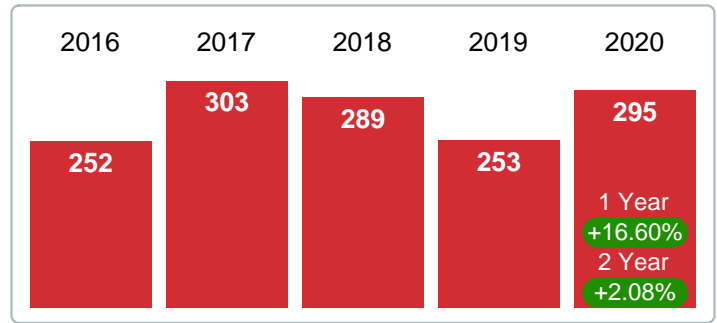
## CLOSED LISTINGS

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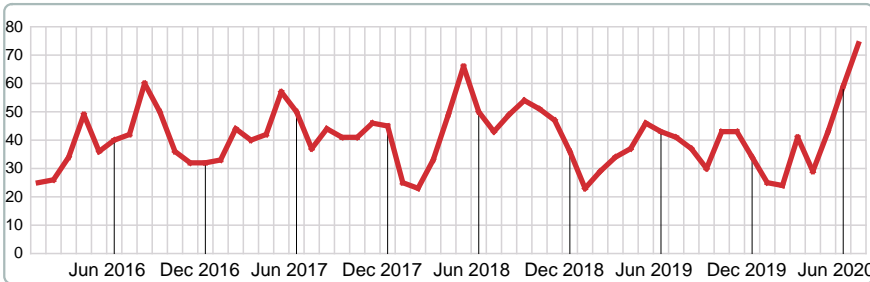
### JULY



### YEAR TO DATE (YTD)

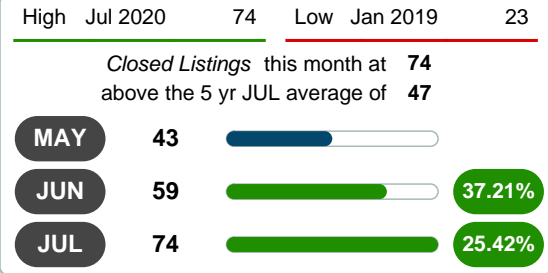


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 47



### 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	5	6.76%	56.2	2	2	1	0
\$50,001 - \$100,000	10	13.51%	36.0	6	4	0	0
\$100,001 - \$125,000	9	12.16%	35.0	0	5	3	1
\$125,001 - \$150,000	12	16.22%	48.1	0	10	1	1
\$150,001 - \$200,000	19	25.68%	27.6	1	14	3	1
\$200,001 - \$275,000	8	10.81%	39.5	1	1	6	0
\$275,001 and up	11	14.86%	84.5	0	3	6	2
<b>Total Closed Units</b>	<b>74</b>			<b>10</b>	<b>39</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>13,198,809</b>	<b>100%</b>	<b>44.6</b>	<b>922.62K</b>	<b>6.03M</b>	<b>4.68M</b>	<b>1.57M</b>
<b>Average Closed Price</b>	<b>\$178,362</b>			<b>\$92,262</b>	<b>\$154,535</b>	<b>\$234,022</b>	<b>\$313,780</b>

# July 2020



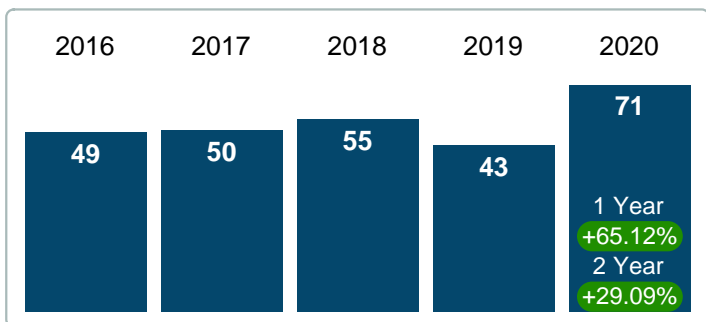
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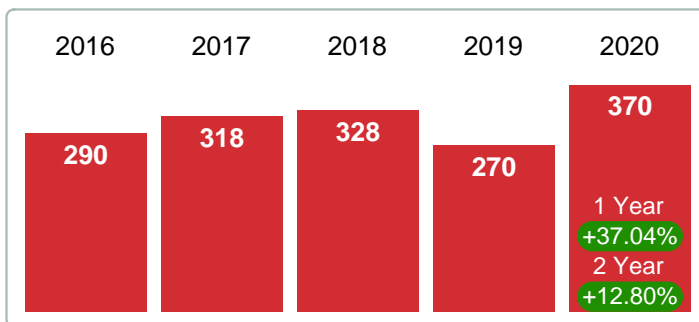
## PENDING LISTINGS

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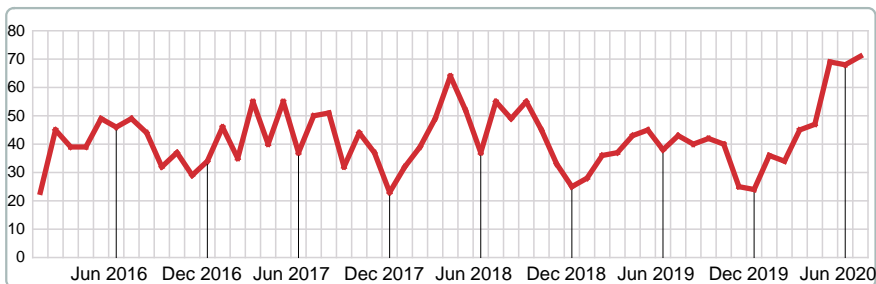
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 54

High Jul 2020 71 Low Dec 2017 23

Pending Listings this month at 71 above the 5 yr JUL average of 54

- MAY 69
- JUN 68 (-1.45%)
- JUL 71 (4.41%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.04%	25.8	2	3	0	0
\$75,001 - \$100,000	4	5.63%	41.3	1	1	2	0
\$100,001 - \$125,000	9	12.68%	57.7	1	7	1	0
\$125,001 - \$175,000	20	28.17%	46.4	3	16	1	0
\$175,001 - \$250,000	17	23.94%	36.6	0	12	5	0
\$250,001 - \$375,000	8	11.27%	92.9	0	4	1	3
\$375,001 and up	8	11.27%	79.4	0	3	3	2
<b>Total Pending Units</b>	<b>71</b>			<b>7</b>	<b>46</b>	<b>13</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>15,279,799</b>	<b>100%</b>	<b>52.8</b>	<b>760.30K</b>	<b>8.73M</b>	<b>3.83M</b>	<b>1.96M</b>
<b>Average Listing Price</b>	<b>\$218,700</b>			<b>\$108,614</b>	<b>\$189,867</b>	<b>\$294,546</b>	<b>\$391,300</b>

# July 2020



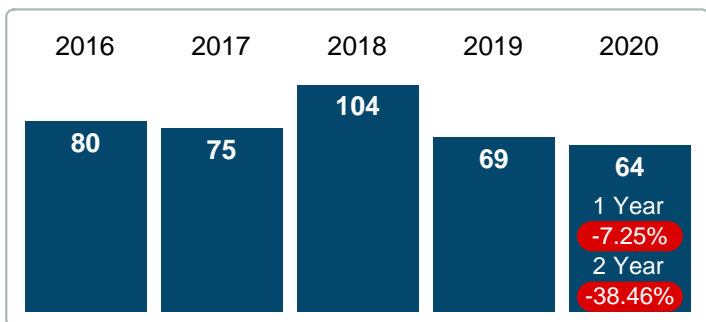
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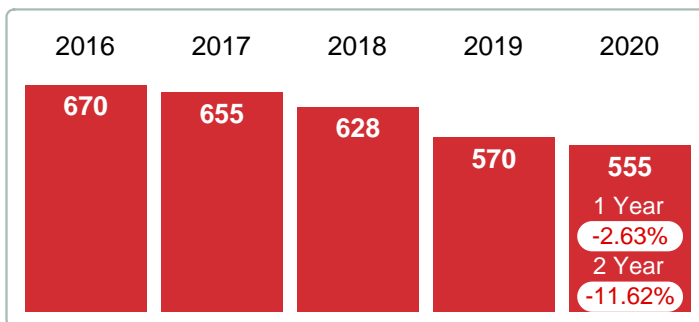
## NEW LISTINGS

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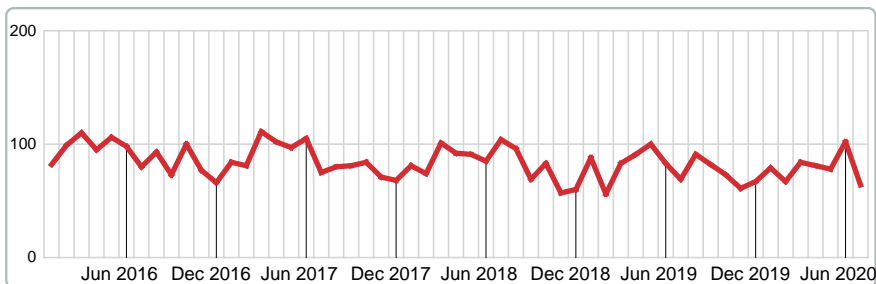
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

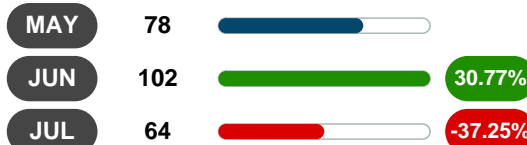


### 3 MONTHS

5 year JUL AVG = 78

High Mar 2017 111 Low Feb 2019 56

New Listings this month at 64  
below the 5 yr JUL average of 78



### 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	7.81%	4	1	0	0
\$50,001 - \$100,000	9	14.06%	0	7	2	0
\$100,001 - \$125,000	5	7.81%	0	4	1	0
\$125,001 - \$175,000	17	26.56%	2	14	0	1
\$175,001 - \$250,000	13	20.31%	2	5	6	0
\$250,001 - \$425,000	7	10.94%	0	4	2	1
\$425,001 and up	8	12.50%	0	3	3	2
<b>Total New Listed Units</b>	<b>64</b>		<b>8</b>	<b>38</b>	<b>14</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>13,334,999</b>	<b>100%</b>	<b>849.40K</b>	<b>7.00M</b>	<b>3.66M</b>	<b>1.82M</b>
<b>Average New Listed Listing Price</b>	<b>\$181,895</b>		<b>\$106,175</b>	<b>\$184,224</b>	<b>\$261,457</b>	<b>\$456,175</b>

# July 2020



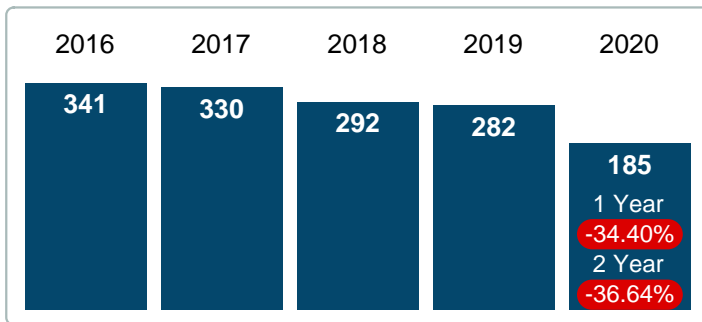
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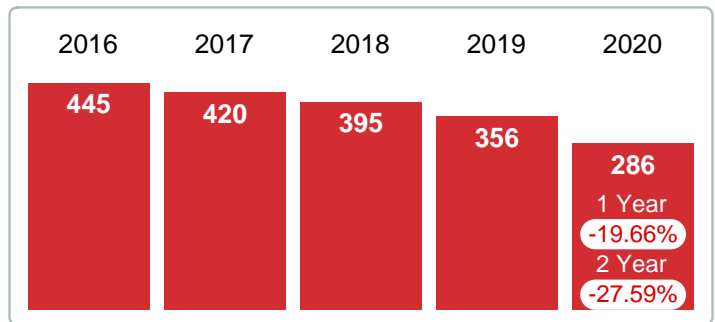
## ACTIVE INVENTORY

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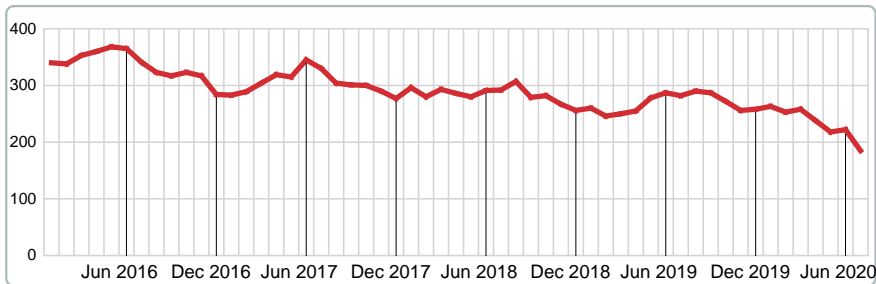
### END OF JULY



### ACTIVE DURING JULY

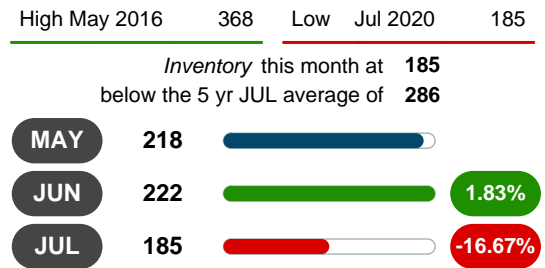


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 286



### 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	12	6.49%	81.8	9	2	1	0
\$50,001 - \$100,000	29	15.68%	80.0	8	18	2	1
\$100,001 - \$150,000	26	14.05%	64.6	3	19	4	0
\$150,001 - \$225,000	43	23.24%	80.8	4	30	8	1
\$225,001 - \$350,000	32	17.30%	84.2	3	15	11	3
\$350,001 - \$525,000	24	12.97%	85.2	1	12	9	2
\$525,001 and up	19	10.27%	82.5	2	8	4	5
<b>Total Active Inventory by Units</b>	<b>185</b>			<b>30</b>	<b>104</b>	<b>39</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>49,303,738</b>	<b>100%</b>	<b>79.8</b>	<b>4.52M</b>	<b>24.76M</b>	<b>12.28M</b>	<b>7.73M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$266,507</b>			<b>\$150,745</b>	<b>\$238,108</b>	<b>\$314,969</b>	<b>\$644,533</b>

# July 2020



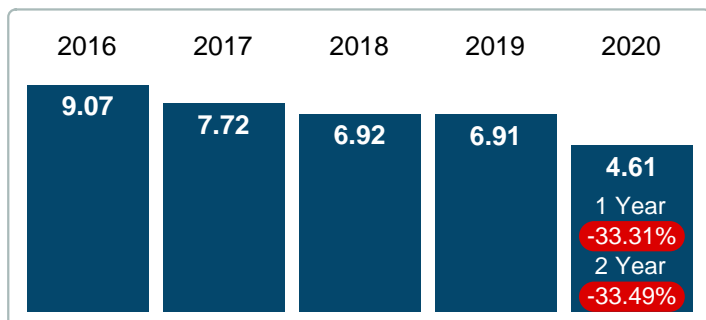
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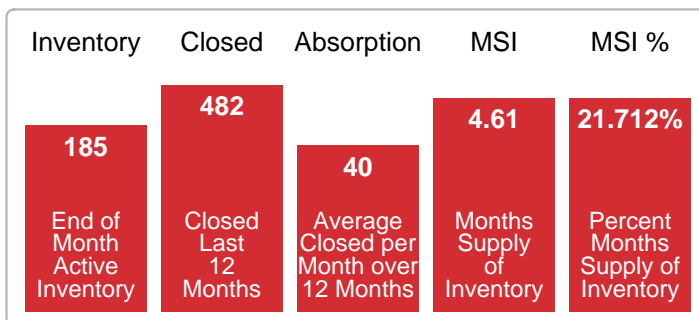
## MONTHS SUPPLY of INVENTORY (MSI)

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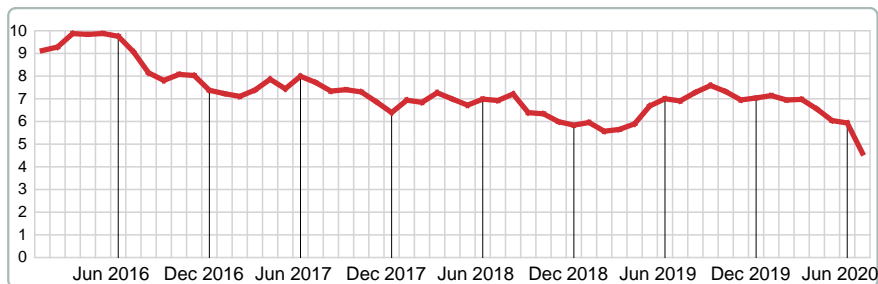
### MSI FOR JULY



### INDICATORS FOR JULY 2020

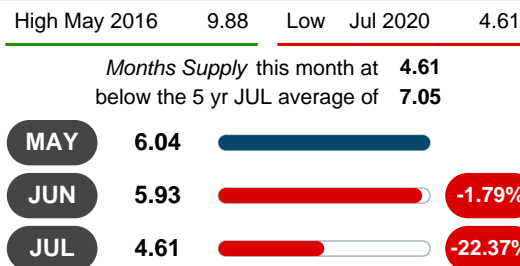


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 7.05



### 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	12	6.49%	3.00	4.91	1.09	3.00	0.00
\$50,001 - \$100,000	29	15.68%	3.38	2.46	3.93	3.00	12.00
\$100,001 - \$150,000	26	14.05%	2.58	3.60	2.43	3.20	0.00
\$150,001 - \$225,000	43	23.24%	3.85	6.86	4.04	3.10	1.71
\$225,001 - \$350,000	32	17.30%	7.11	18.00	9.00	5.28	5.14
\$350,001 - \$525,000	24	12.97%	18.00	6.00	28.80	18.00	8.00
\$525,001 and up	19	10.27%	38.00	0.00	48.00	48.00	20.00
Market Supply of Inventory (MSI)			4.61	4.39	4.35	5.20	6.26
Total Active Inventory by Units		100%	4.61	30	104	39	12

# July 2020



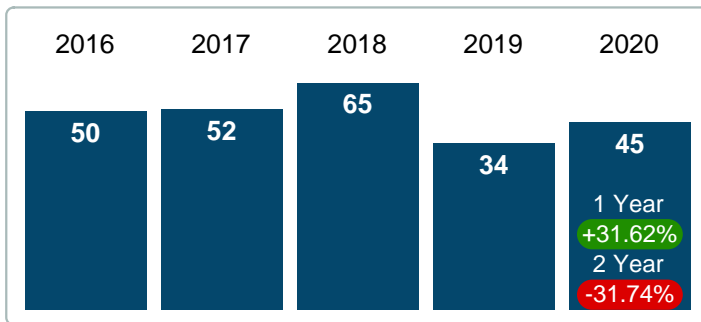
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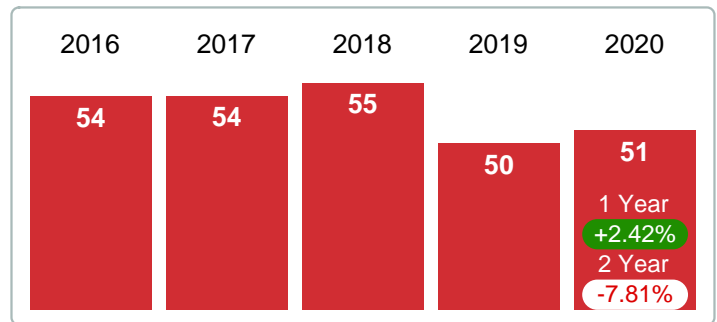
## AVERAGE DAYS ON MARKET TO SALE

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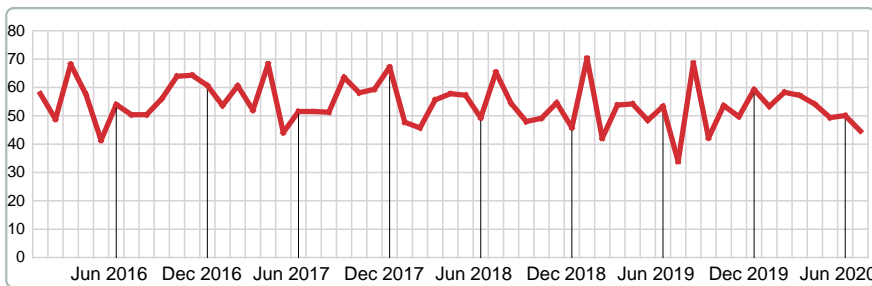
### JULY



### YEAR TO DATE (YTD)

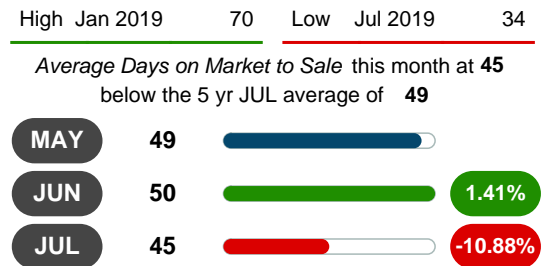


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 49



### 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	6.76%	56	30	22	177	0
\$50,001 - \$100,000	13.51%	36	35	38	0	0
\$100,001 - \$125,000	12.16%	35	0	19	69	12
\$125,001 - \$150,000	16.22%	48	0	49	77	10
\$150,001 - \$200,000	25.68%	28	78	18	54	36
\$200,001 - \$275,000	10.81%	40	5	146	28	0
\$275,001 and up	14.86%	84	0	117	58	116
<b>Average Closed DOM</b>		<b>45</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>10</b>	<b>39</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>13,198,809</b>	<b>922.62K</b>	<b>6.03M</b>	<b>4.68M</b>	<b>1.57M</b>

# July 2020



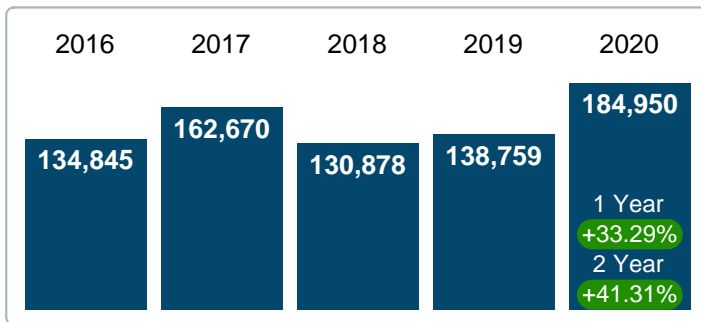
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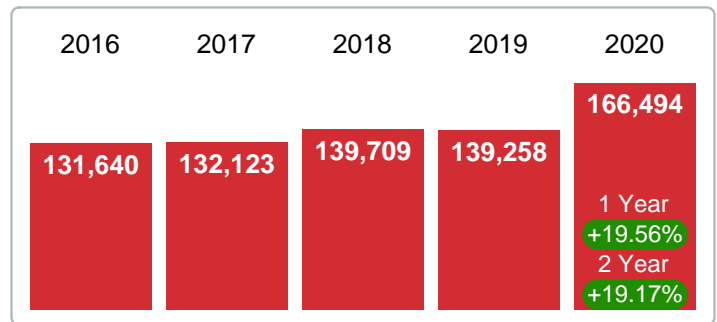
## AVERAGE LIST PRICE AT CLOSING

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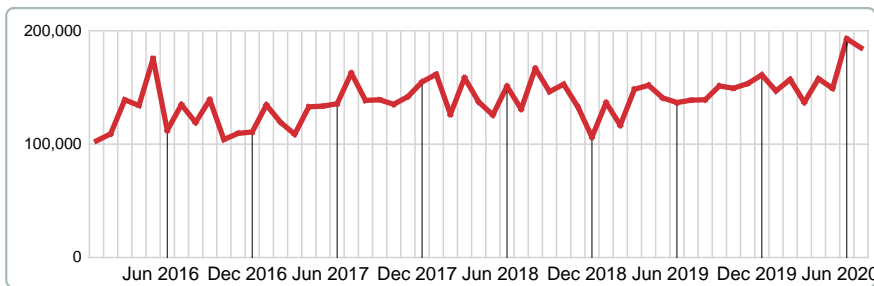
### JULY



### YEAR TO DATE (YTD)

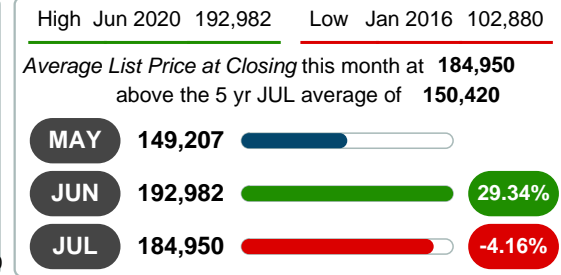


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 150,420



### 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	42,350	42,250	65,000	39,900	0
\$50,001 - \$100,000	11	80,114	76,808	83,850	0	0
\$100,001 - \$125,000	9	115,156	0	115,320	118,267	105,000
\$125,001 - \$150,000	10	138,825	0	142,515	129,900	149,900
\$150,001 - \$200,000	19	170,074	210,000	172,586	181,167	159,900
\$200,001 - \$275,000	9	232,567	265,000	279,500	235,533	0
\$275,001 and up	12	407,208	0	327,200	387,583	649,950
<b>Average List Price</b>		<b>184,950</b>	<b>102,035</b>	<b>157,550</b>	<b>240,340</b>	<b>342,940</b>
<b>Total Closed Units</b>		<b>74</b>	<b>10</b>	<b>39</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>13,686,300</b>	<b>1.02M</b>	<b>6.14M</b>	<b>4.81M</b>	<b>1.71M</b>



# July 2020



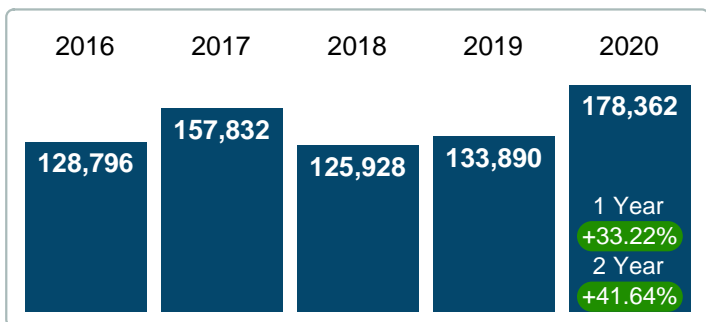
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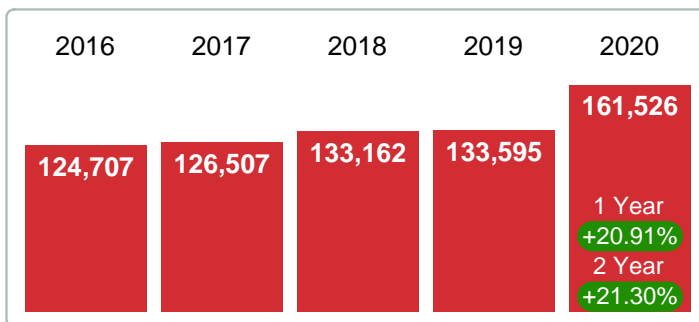
## AVERAGE SOLD PRICE AT CLOSING

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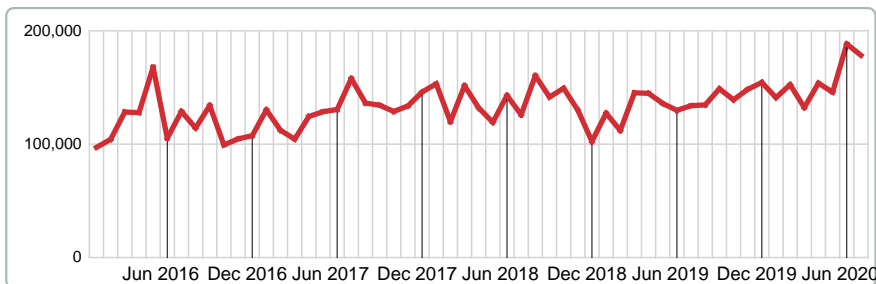
### JULY



### YEAR TO DATE (YTD)

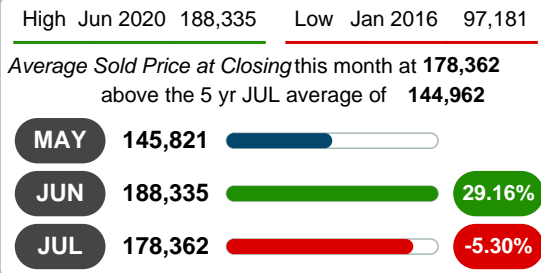


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 144,962



### 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	6.76%	39,000	33,500	45,000	38,000	0
\$50,001 - \$100,000	13.51%	74,762	71,770	79,250	0	0
\$100,001 - \$125,000	12.16%	113,957	0	116,430	113,153	104,000
\$125,001 - \$150,000	16.22%	140,067	0	140,100	129,900	149,900
\$150,001 - \$200,000	25.68%	171,579	175,000	171,071	175,000	165,000
\$200,001 - \$275,000	10.81%	236,073	250,000	245,000	232,263	0
\$275,001 and up	14.86%	400,109	0	332,233	375,750	575,000
<b>Average Sold Price</b>		<b>178,362</b>	<b>92,262</b>	<b>154,535</b>	<b>234,022</b>	<b>313,780</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>178,362</b>	<b>10</b>	<b>39</b>	<b>20</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>13,198,809</b>	<b>922.62K</b>	<b>6.03M</b>	<b>4.68M</b>	<b>1.57M</b>

# July 2020



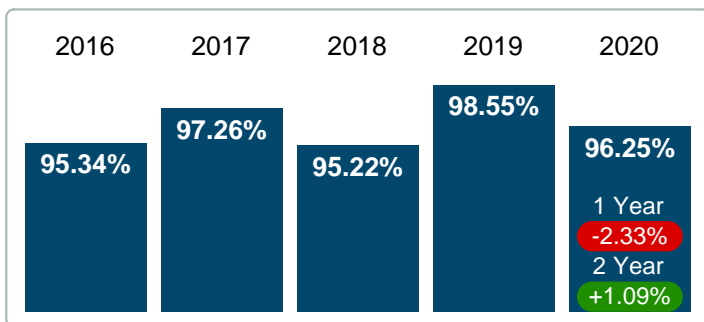
Area Delimited by County Of Cherokee - Residential Property Type



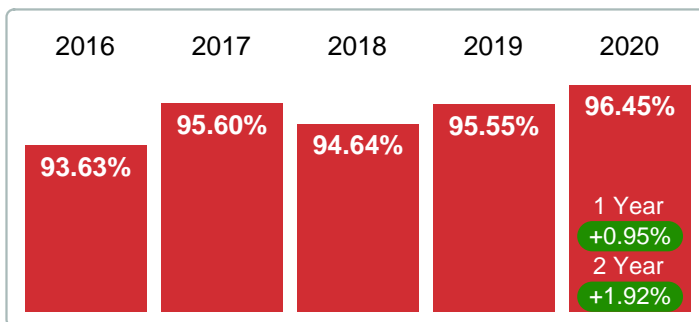
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

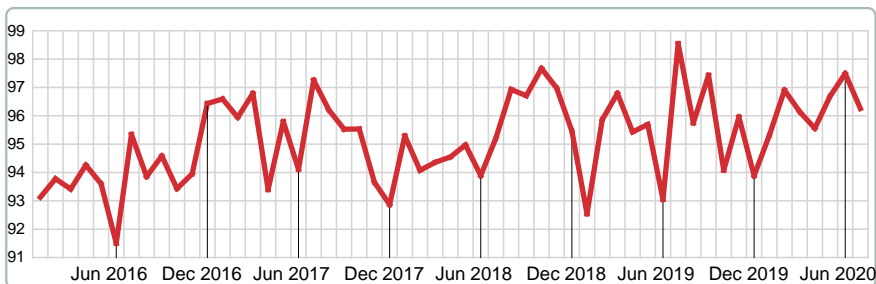
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

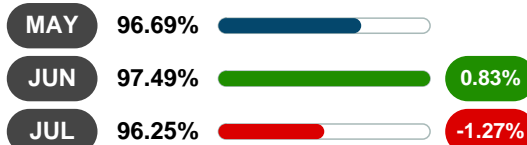


### 3 MONTHS

5 year JUL AVG = 96.52%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **96.25%**  
below the 5 yr JUL average of **96.52%**



### 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	<b>5</b>	6.76%	79.34%	76.88%	73.86%	95.24%	0.00%
\$50,001 - \$100,000	<b>10</b>	13.51%	94.52%	94.42%	94.68%	0.00%	0.00%
\$100,001 - \$125,000	<b>9</b>	12.16%	98.94%	0.00%	100.92%	95.62%	99.05%
\$125,001 - \$150,000	<b>12</b>	16.22%	98.68%	0.00%	98.41%	100.00%	100.00%
\$150,001 - \$200,000	<b>19</b>	25.68%	98.28%	83.33%	99.34%	96.70%	103.19%
\$200,001 - \$275,000	<b>8</b>	10.81%	96.74%	94.34%	87.66%	98.65%	0.00%
\$275,001 and up	<b>11</b>	14.86%	96.82%	0.00%	101.14%	97.37%	88.70%
Average Sold/List Ratio		96.30%		89.80%	97.36%	97.42%	95.93%
Total Closed Units		74	100%	10	39	20	5
Total Closed Volume		13,198,809		922.62K	6.03M	4.68M	1.57M

# July 2020



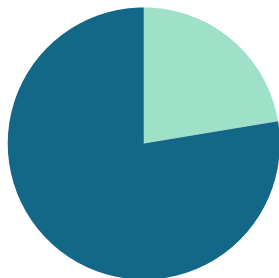
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

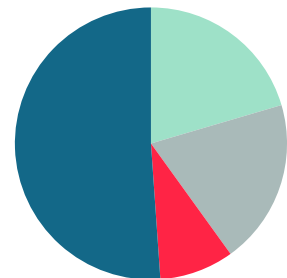


**Inventory**  
 New Listings  
**64 = 22.38%**  
 Start Inventory  
**222**  
 Total Inventory Units  
**286**  
 Volume  
**\$70,822,817**

### Market Activity

Closed Sales  
**74 = 20.44%**  
 Pending Sales  
**71 = 19.61%**  
 Other Off Market  
**32 = 8.84%**  
 Active Inventory  
**185 = 51.10%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	41	74	80.49%	253	295	16.60%
Pending Sales	43	71	65.12%	270	370	37.04%
New Listings	69	64	-7.25%	570	555	-2.63%
Average List Price	138,759	184,950	33.29%	139,258	166,494	19.56%
Average Sale Price	133,890	178,362	33.22%	133,595	161,526	20.91%
Average Percent of Selling Price to List Price	98.55%	96.25%	-2.33%	95.55%	96.45%	0.95%
Average Days on Market to Sale	33.90	44.62	31.62%	49.73	50.93	2.42%
Monthly Inventory	282	185	-34.40%	282	185	-34.40%
Months Supply of Inventory	6.91	4.61	-33.31%	6.91	4.61	-33.31%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

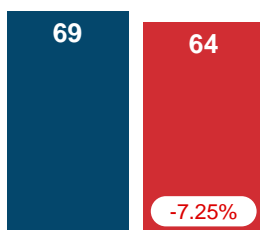
**Inventory** on July 31, 2020 = **185**

**2019** **2020**

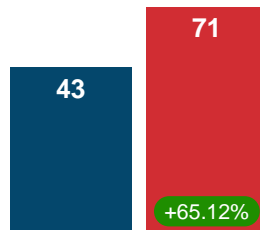
### JULY MARKET

### AVERAGE PRICES

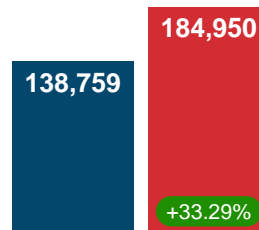
#### New Listings



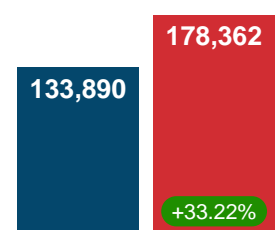
#### Pending Listings



#### List Price



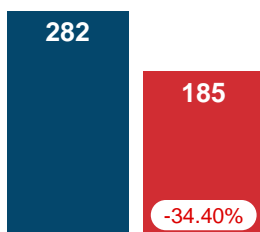
#### Sale Price



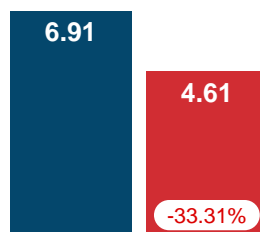
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

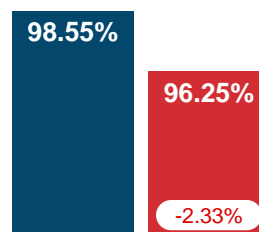
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

