

July 2020



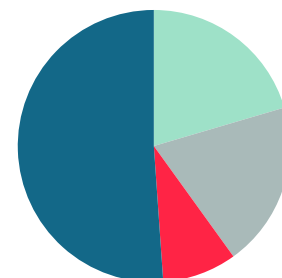
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	132,500	154,900	16.91%
Median Sale Price	120,000	152,750	27.29%
Median Percent of Selling Price to List Price	97.80%	98.16%	0.36%
Median Days on Market to Sale	23.00	25.00	8.70%
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.

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 **27.29%** in July 2020 to \$152,750 versus the previous year at \$120,000.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 2.00 days or **8.70%** in July 2020 compared to last year's same month at **23.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

July 2020



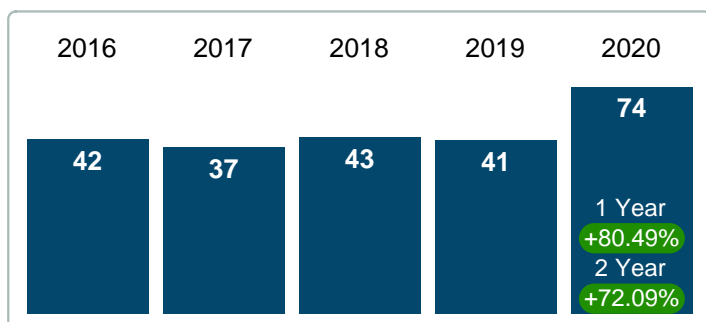
Area Delimited by County Of Cherokee - Residential Property Type



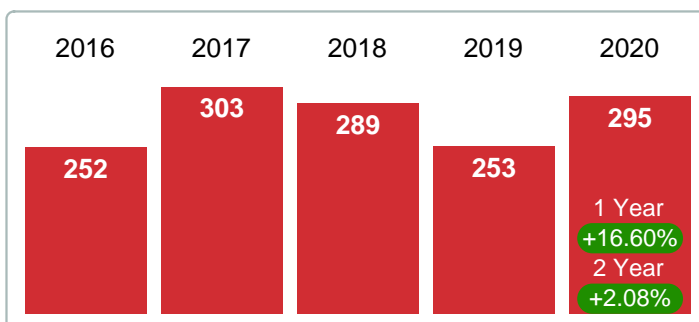
CLOSED LISTINGS

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

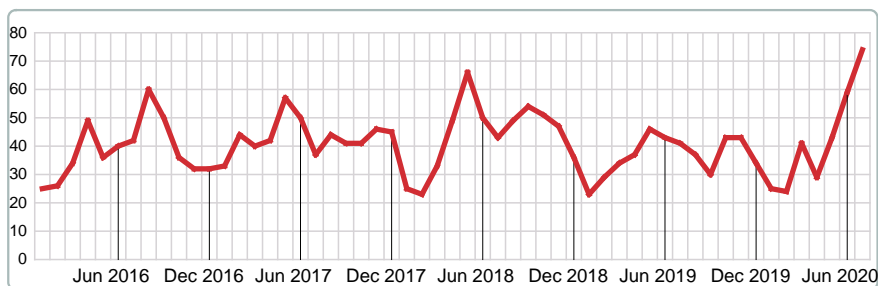
JULY



YEAR TO DATE (YTD)

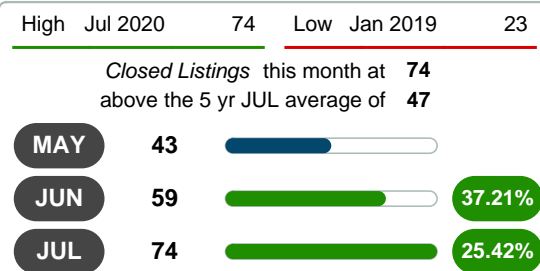


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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	5	6.76%	26.0	2	2	1	0
\$50,001 - \$100,000	10	13.51%	23.5	6	4	0	0
\$100,001 - \$125,000	9	12.16%	15.0	0	5	3	1
\$125,001 - \$150,000	12	16.22%	44.0	0	10	1	1
\$150,001 - \$200,000	19	25.68%	6.0	1	14	3	1
\$200,001 - \$275,000	8	10.81%	18.5	1	1	6	0
\$275,001 and up	11	14.86%	84.0	0	3	6	2
Total Closed Units	74			10	39	20	5
Total Closed Volume	13,198,809	100%	25.0	922.62K	6.03M	4.68M	1.57M
Median Closed Price	\$152,750			\$72,860	\$150,000	\$211,200	\$165,000

July 2020



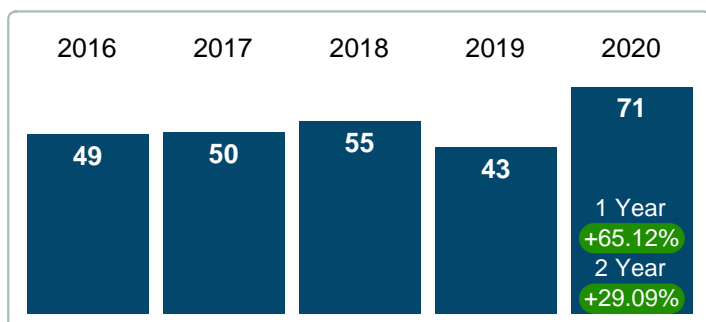
Area Delimited by County Of Cherokee - Residential Property Type



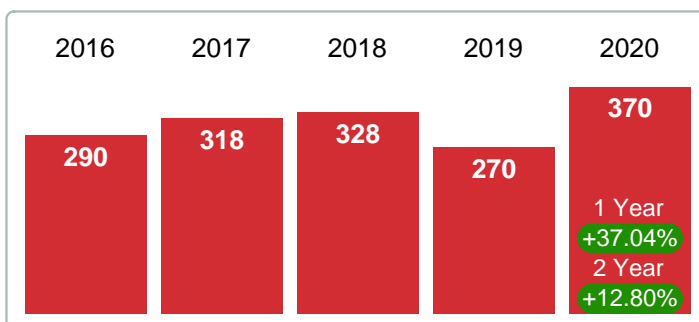
PENDING LISTINGS

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

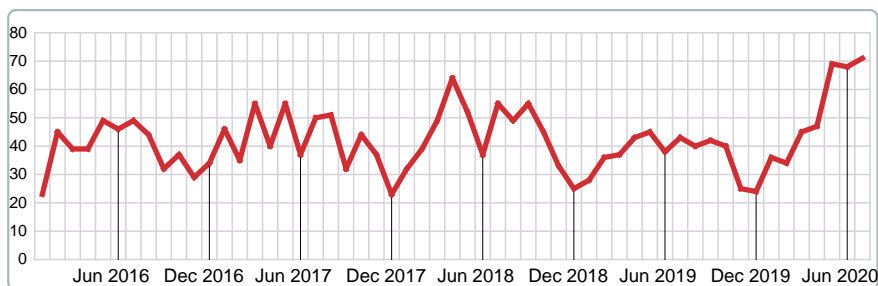
JULY



YEAR TO DATE (YTD)

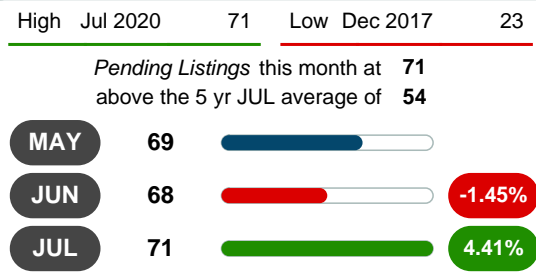


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.04%	26.0	2	3	0	0
\$75,001 - \$100,000	4	5.63%	34.0	1	1	2	0
\$100,001 - \$125,000	9	12.68%	46.0	1	7	1	0
\$125,001 - \$175,000	20	28.17%	23.5	3	16	1	0
\$175,001 - \$250,000	17	23.94%	27.0	0	12	5	0
\$250,001 - \$375,000	8	11.27%	87.0	0	4	1	3
\$375,001 and up	8	11.27%	50.5	0	3	3	2
Total Pending Units	71			7	46	13	5
Total Pending Volume	15,279,799	100%	40.0	760.30K	8.73M	3.83M	1.96M
Median Listing Price	\$166,700			\$121,900	\$149,900	\$192,900	\$364,000

July 2020



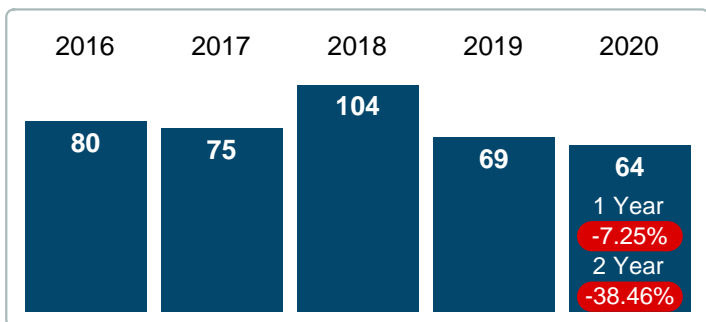
Area Delimited by County Of Cherokee - Residential Property Type



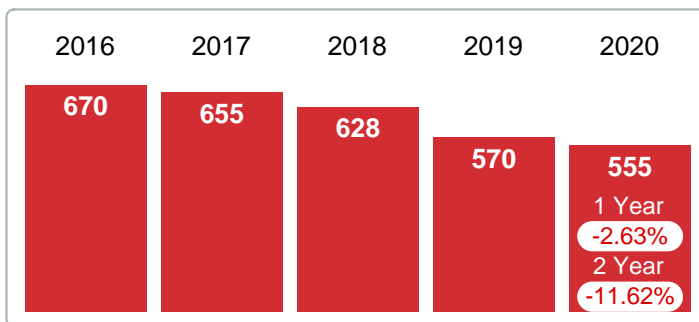
NEW LISTINGS

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

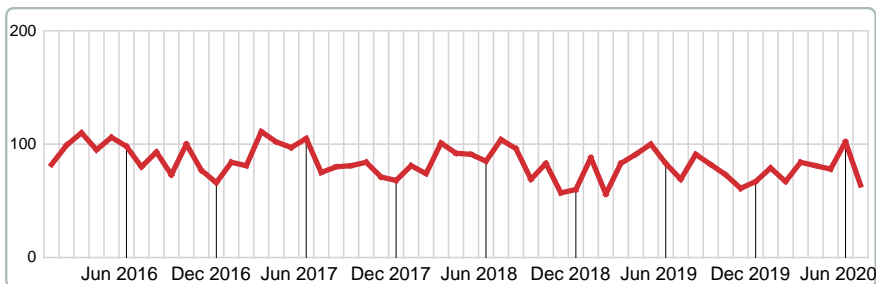
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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
Total New Listed Units	64		8	38	14	4
Total New Listed Volume	13,334,999	100%	849.40K	7.00M	3.66M	1.82M
Median New Listed Listing Price	\$163,350		\$95,850	\$147,200	\$227,200	\$432,450

July 2020



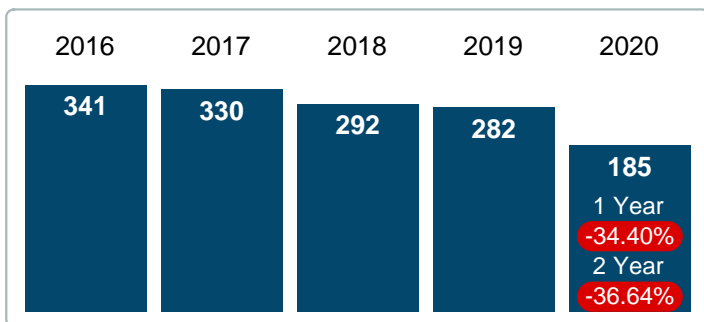
Area Delimited by County Of Cherokee - Residential Property Type



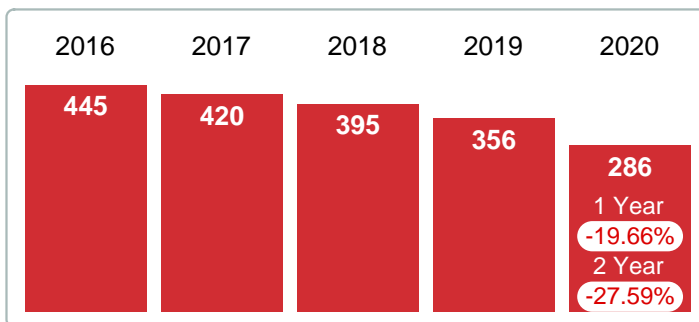
ACTIVE INVENTORY

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

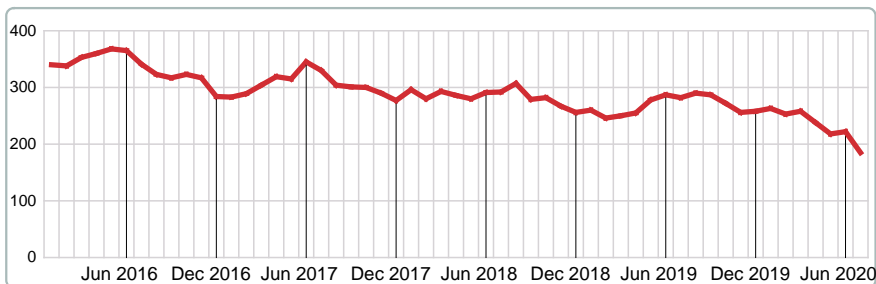
END OF JULY



ACTIVE DURING JULY

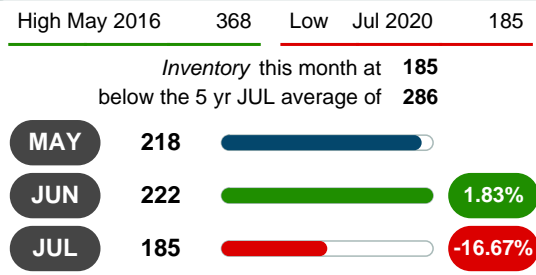


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 286



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	12	6.49%	74.0	9	2	1	0	
\$50,001 - \$100,000	29	15.68%	72.0	8	18	2	1	
\$100,001 - \$150,000	26	14.05%	58.5	3	19	4	0	
\$150,001 - \$225,000	43	23.24%	88.0	4	30	8	1	
\$225,001 - \$350,000	32	17.30%	73.0	3	15	11	3	
\$350,001 - \$525,000	24	12.97%	63.5	1	12	9	2	
\$525,001 and up	19	10.27%	79.0	2	8	4	5	
Total Active Inventory by Units		185		30	104	39	12	
Total Active Inventory by Volume		49,303,738	100%	70.0	4.52M	24.76M	12.28M	7.73M
Median Active Inventory Listing Price		\$189,999			\$87,975	\$189,800	\$249,900	\$411,950

July 2020



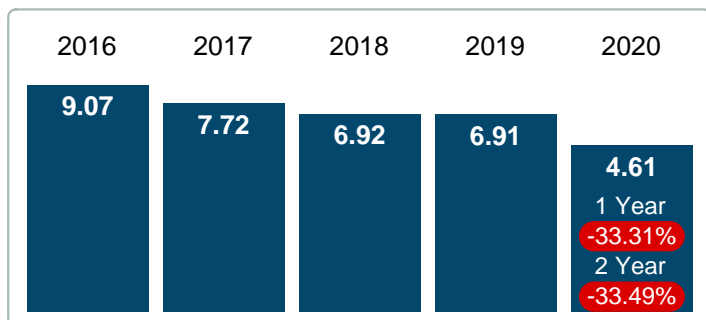
Area Delimited by County Of Cherokee - Residential Property Type



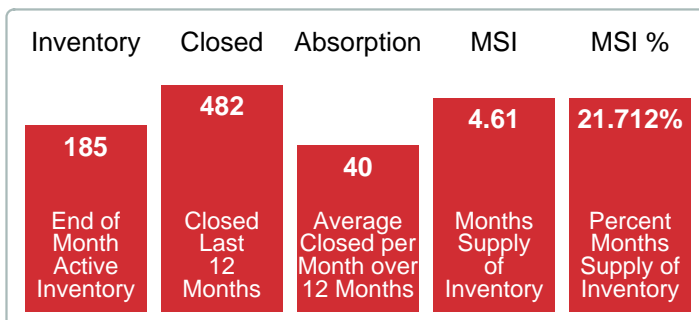
MONTHS SUPPLY of INVENTORY (MSI)

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

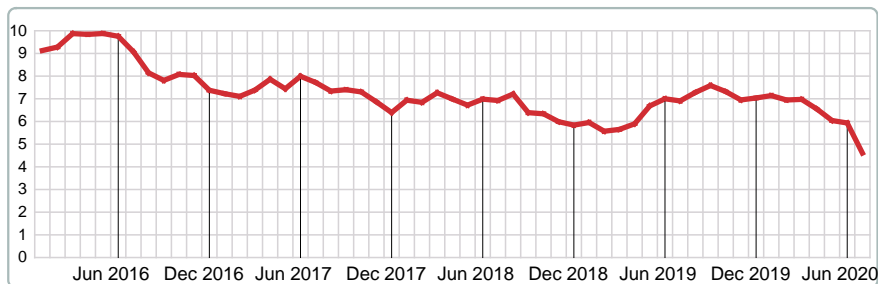
MSI FOR JULY



INDICATORS FOR JULY 2020

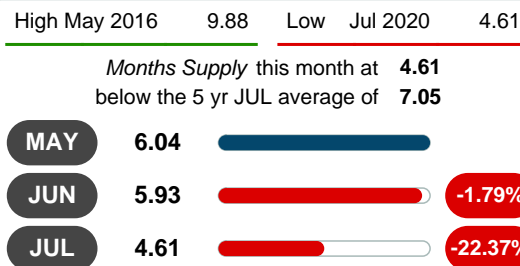


5 YEAR MARKET ACTIVITY TRENDS



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



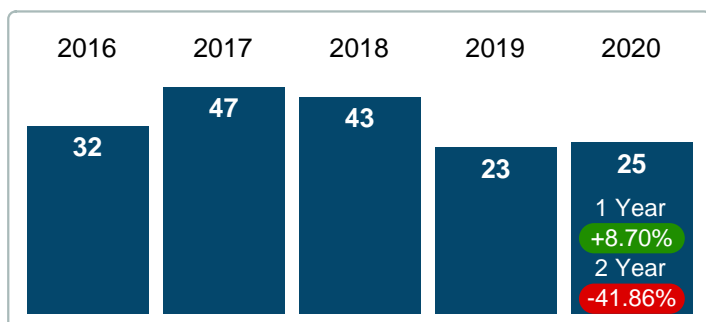
Area Delimited by County Of Cherokee - Residential Property Type



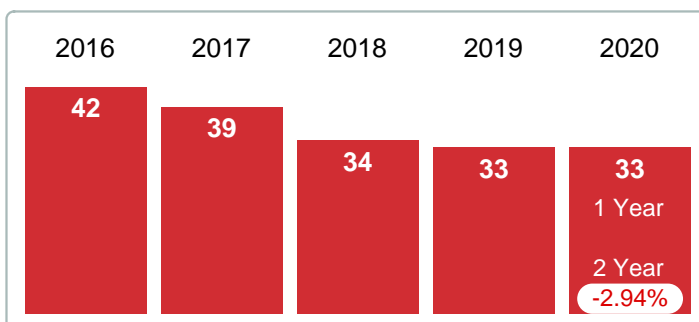
MEDIAN DAYS ON MARKET TO SALE

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

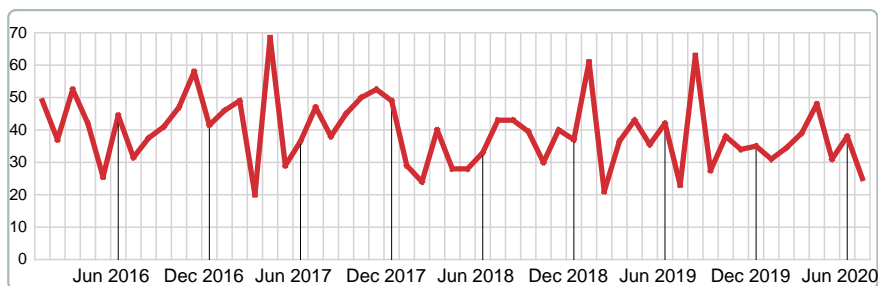
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

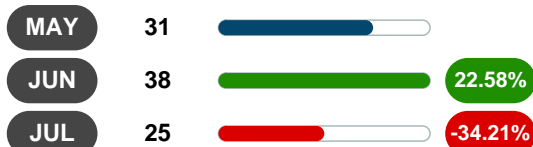


3 MONTHS

5 year JUL AVG = 34

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 25 below the 5 yr JUL average of 34



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	5	6.76%	26	30	22	177	0
\$50,001 - \$100,000	10	13.51%	24	24	18	0	0
\$100,001 - \$125,000	9	12.16%	15	0	12	40	12
\$125,001 - \$150,000	12	16.22%	44	0	44	77	10
\$150,001 - \$200,000	19	25.68%	6	78	5	59	36
\$200,001 - \$275,000	8	10.81%	19	5	146	19	0
\$275,001 and up	11	14.86%	84	0	97	64	116
Median Closed DOM	25			24	15	43	36
Total Closed Units	74	100%	25.0	10	39	20	5
Total Closed Volume	13,198,809			922.62K	6.03M	4.68M	1.57M

July 2020



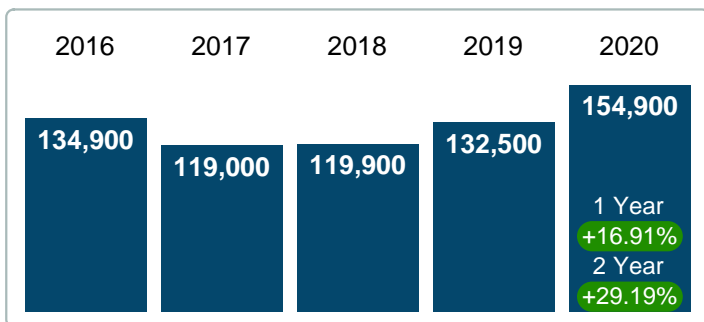
Area Delimited by County Of Cherokee - Residential Property Type



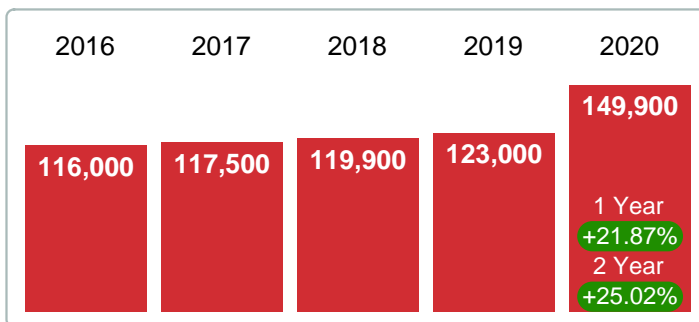
MEDIAN LIST PRICE AT CLOSING

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

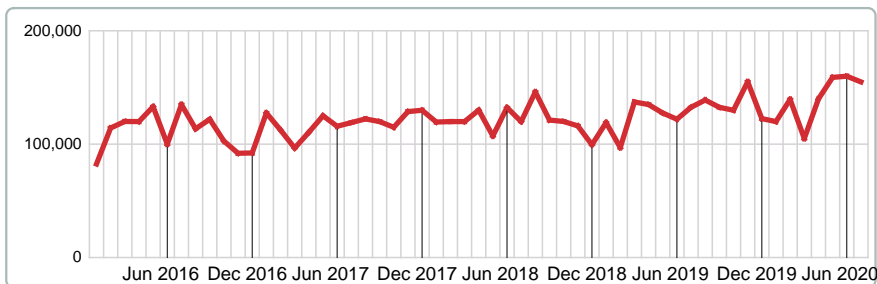
JULY



YEAR TO DATE (YTD)

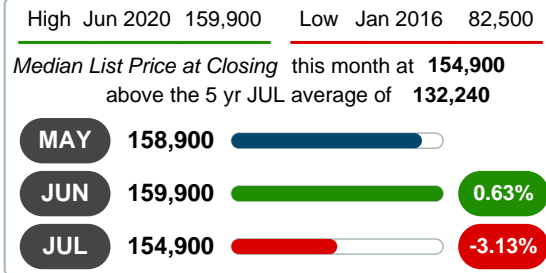


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132,240



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	4	5.41%	42,450	42,250	45,000	39,900	0
\$50,001 - \$100,000	11	14.86%	82,000	79,250	85,000	0	0
\$100,001 - \$125,000	9	12.16%	116,000	0	114,900	118,900	105,000
\$125,001 - \$150,000	10	13.51%	137,400	0	137,400	129,900	149,900
\$150,001 - \$200,000	19	25.68%	164,900	0	164,900	179,000	159,900
\$200,001 - \$275,000	9	12.16%	214,900	237,500	204,900	224,950	0
\$275,001 and up	12	16.22%	341,450	0	296,850	341,450	649,950
Median List Price			154,900	79,250	151,900	214,700	159,900
Total Closed Units		100%	154,900	10	39	20	5
Total Closed Volume			13,686,300	1.02M	6.14M	4.81M	1.71M

July 2020



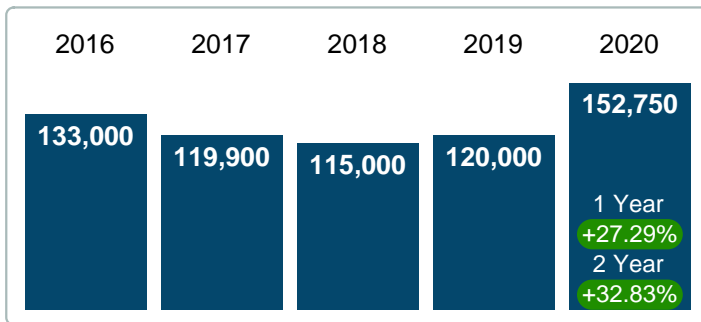
Area Delimited by County Of Cherokee - Residential Property Type



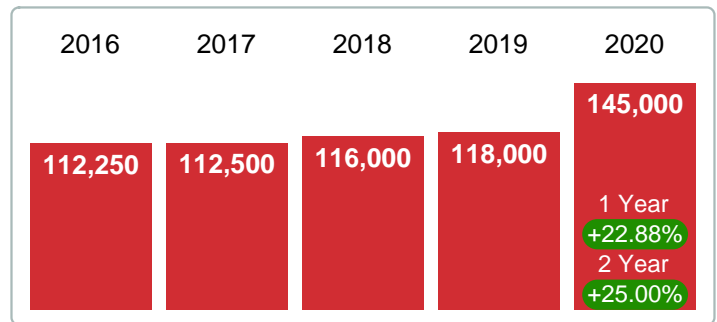
MEDIAN SOLD PRICE AT CLOSING

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

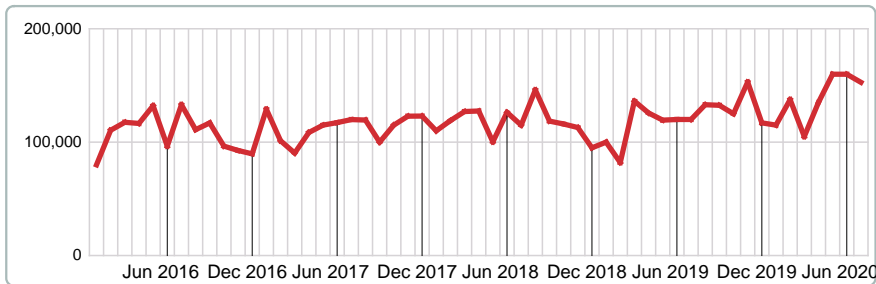
JULY



YEAR TO DATE (YTD)

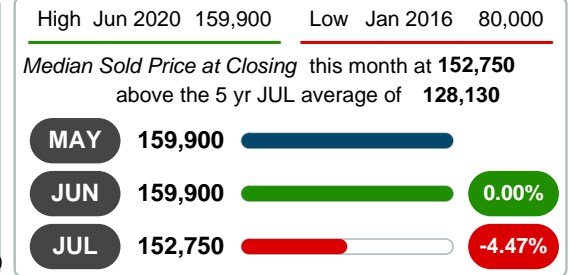


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 128,130



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	5	6.76%	40,000	33,500	45,000	38,000	0
\$50,001 - \$100,000	10	13.51%	79,000	72,860	79,500	0	0
\$100,001 - \$125,000	9	12.16%	113,959	0	118,000	113,959	104,000
\$125,001 - \$150,000	12	16.22%	141,200	0	141,200	129,900	149,900
\$150,001 - \$200,000	19	25.68%	171,600	175,000	170,000	175,000	165,000
\$200,001 - \$275,000	8	10.81%	243,140	250,000	245,000	226,890	0
\$275,001 and up	11	14.86%	345,000	0	298,700	337,500	575,000
Median Sold Price			152,750	72,860	150,000	211,200	165,000
Total Closed Units		100%	152,750	10	39	20	5
Total Closed Volume			13,198,809	922.62K	6.03M	4.68M	1.57M

July 2020



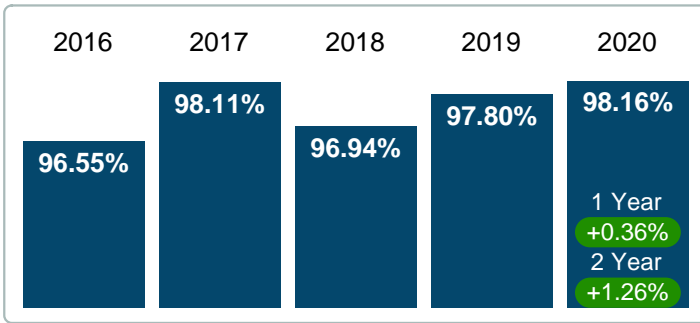
Area Delimited by County Of Cherokee - Residential Property Type



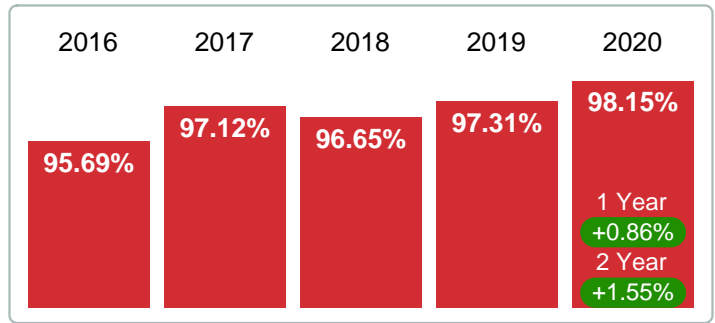
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

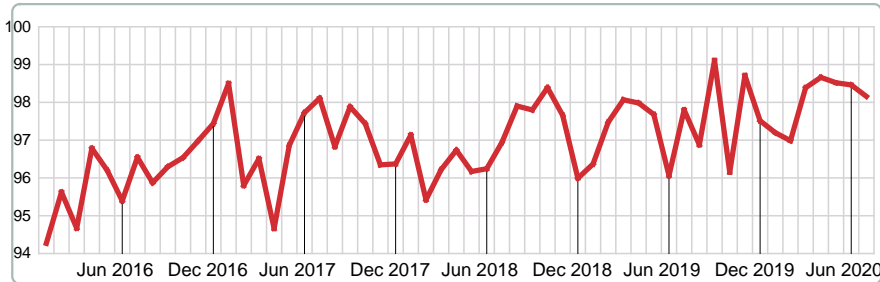
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

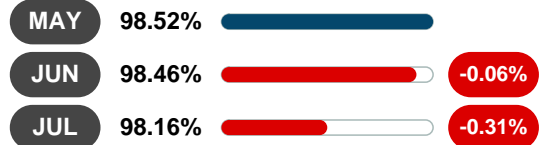


3 MONTHS

5 year JUL AVG = 97.51%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **98.16%**
equal to 5 yr JUL average of **97.51%**



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	5	6.76%	88.89%	76.88%	73.86%	95.24%	0.00%
\$50,001 - \$100,000	10	13.51%	97.88%	99.57%	95.78%	0.00%	0.00%
\$100,001 - \$125,000	9	12.16%	99.05%	0.00%	100.00%	95.05%	99.05%
\$125,001 - \$150,000	12	16.22%	100.00%	0.00%	99.05%	100.00%	100.00%
\$150,001 - \$200,000	19	25.68%	98.54%	83.33%	99.27%	97.77%	103.19%
\$200,001 - \$275,000	8	10.81%	97.23%	94.34%	87.66%	99.53%	0.00%
\$275,001 and up	11	14.86%	97.97%	0.00%	100.00%	97.98%	88.70%
Median Sold/List Ratio		98.16%		92.62%	98.42%	97.98%	99.05%
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



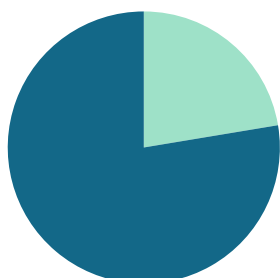
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

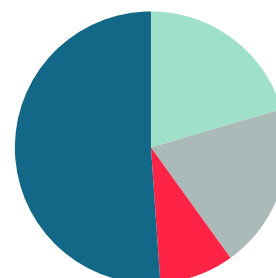


Inventory
 New Listings
64 = 22.38%
 Start Inventory
222
 Total Inventory Units
286
 Volume
\$70,822,817

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%
Median List Price	132,500	154,900	16.91%	123,000	149,900	21.87%
Median Sale Price	120,000	152,750	27.29%	118,000	145,000	22.88%
Median Percent of Selling Price to List Price	97.80%	98.16%	0.36%	97.31%	98.15%	0.86%
Median Days on Market to Sale	23.00	25.00	8.70%	33.00	33.00	0.00%
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

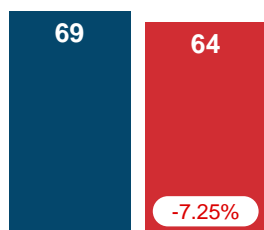
Inventory on July 31, 2020 = **185**

2019 **2020**

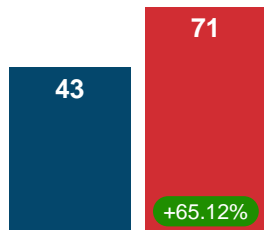
JULY MARKET

MEDIAN PRICES

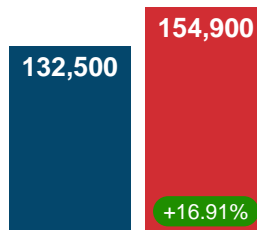
New Listings



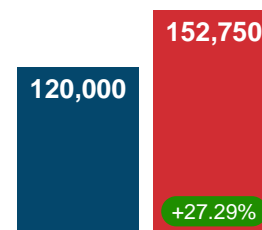
Pending Listings



List Price



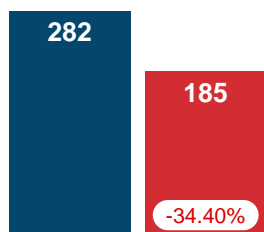
Sale Price



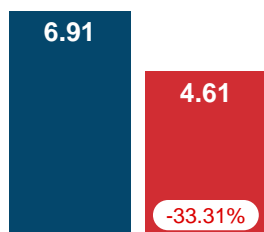
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

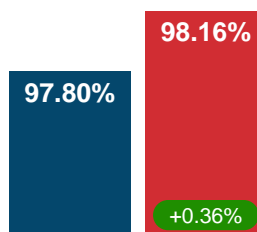
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

