

June 2020



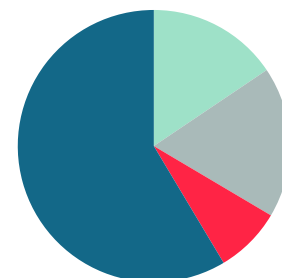
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	43	59	37.21%
Pending Listings	38	68	78.95%
New Listings	83	102	22.89%
Average List Price	136,696	192,982	41.18%
Average Sale Price	129,851	188,335	45.04%
Average Percent of Selling Price to List Price	93.05%	97.49%	4.77%
Average Days on Market to Sale	53.33	50.07	-6.11%
End of Month Inventory	287	222	-22.65%
Months Supply of Inventory	7.00	5.93	-15.24%



■ Closed (15.57%)
■ Pending (17.94%)
■ Other OffMarket (7.92%)
■ Active (58.58%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of June 30, 2020 = **222**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **22.65%** to 222 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 **5.93** 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 **45.04%** in June 2020 to \$188,335 versus the previous year at \$129,851.

Average Days on Market Shortens

The average number of **50.07** days that homes spent on the market before selling decreased by 3.26 days or **6.11%** in June 2020 compared to last year's same month at **53.33** DOM.

Sales Success for June 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 102 New Listings in June 2020, up **22.89%** from last year at 83. Furthermore, there were 59 Closed Listings this month versus last year at 43, a **37.21%** increase.

Closed versus Listed trends yielded a **57.8%** ratio, up from previous year's, June 2019, at **51.8%**, a **11.65%** upswing. This will certainly create pressure on a decreasing 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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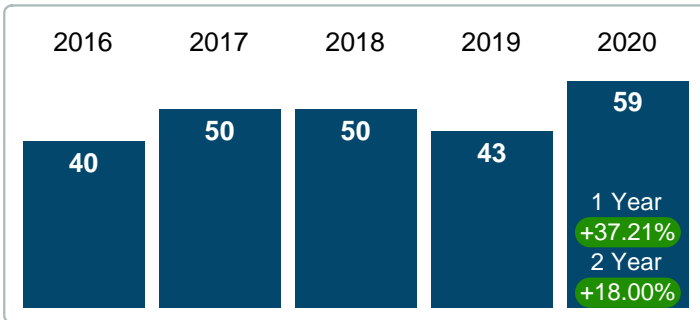
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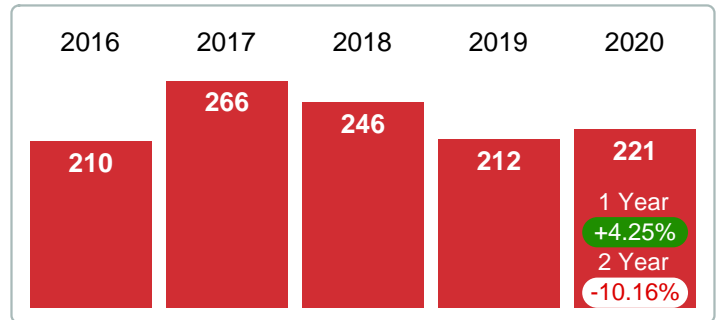
CLOSED LISTINGS

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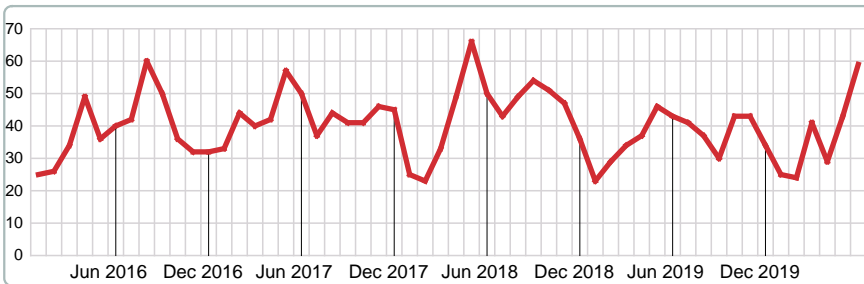
JUNE



YEAR TO DATE (YTD)

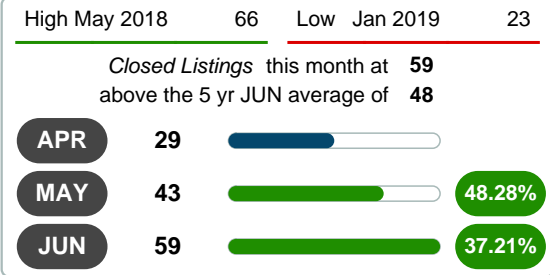


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 48



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	3	5.08%	27.3	1	2	0	0
\$50,001 - \$75,000	6	10.17%	44.0	2	3	1	0
\$75,001 - \$125,000	10	16.95%	37.6	5	5	0	0
\$125,001 - \$175,000	15	25.42%	51.0	0	12	3	0
\$175,001 - \$200,000	11	18.64%	50.8	0	9	2	0
\$200,001 - \$350,000	8	13.56%	74.1	0	5	3	0
\$350,001 and up	6	10.17%	52.5	2	2	1	1
Total Closed Units	59			10	38	10	1
Total Closed Volume	11,111,768	100%	50.1	1.45M	6.71M	2.57M	389.00K
Average Closed Price	\$188,335			\$144,520	\$176,507	\$257,030	\$389,000

June 2020



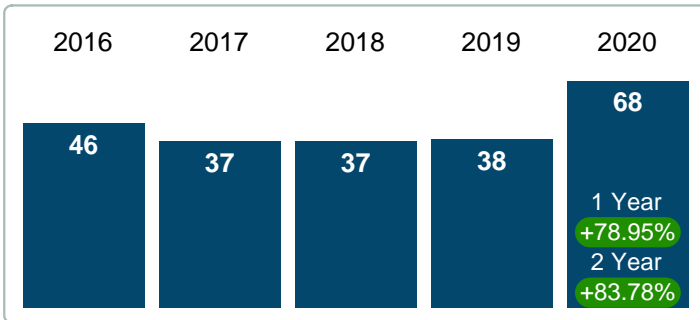
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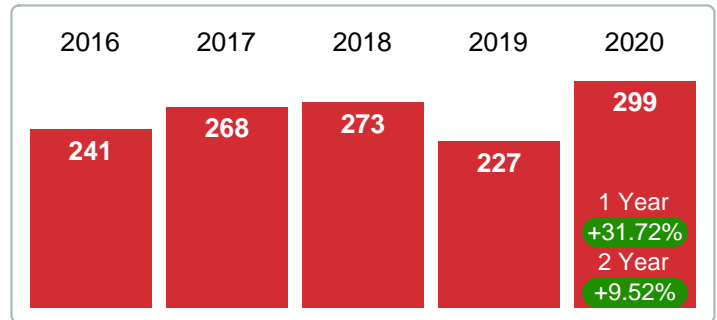
PENDING LISTINGS

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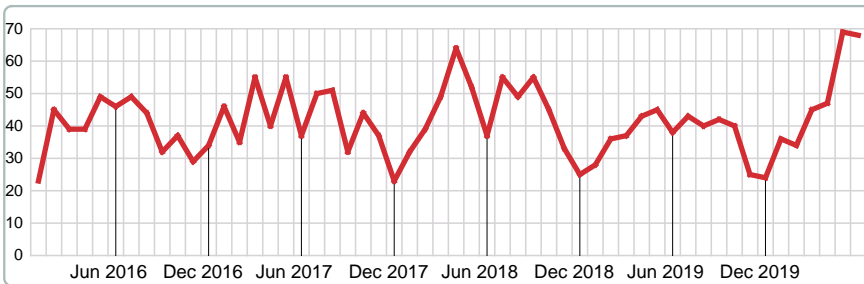
JUNE



YEAR TO DATE (YTD)

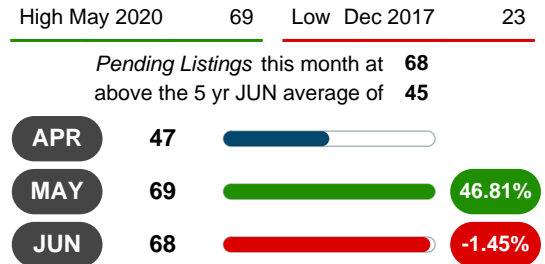


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 45



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	6	8.82%	64.7	5	0	1	0
\$75,001 - \$100,000	8	11.76%	27.5	2	6	0	0
\$100,001 - \$125,000	8	11.76%	36.0	1	5	2	0
\$125,001 - \$175,000	20	29.41%	26.5	1	16	2	1
\$175,001 - \$250,000	9	13.24%	39.0	0	4	4	1
\$250,001 - \$300,000	10	14.71%	69.4	0	5	5	0
\$300,001 and up	7	10.29%	71.0	0	0	5	2
Total Pending Units	68			9	36	19	4
Total Pending Volume	12,684,000	100%	43.6	629.35K	5.78M	4.98M	1.29M
Average Listing Price	\$186,529			\$69,928	\$160,614	\$262,261	\$322,400

June 2020



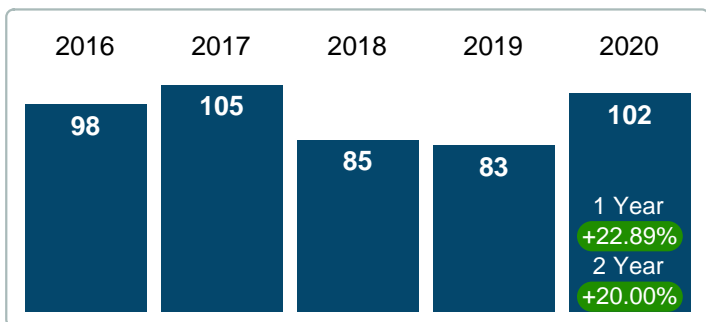
Area Delimited by County Of Cherokee - Residential Property Type



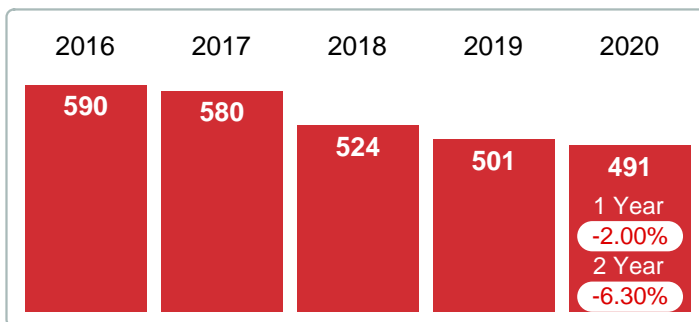
NEW LISTINGS

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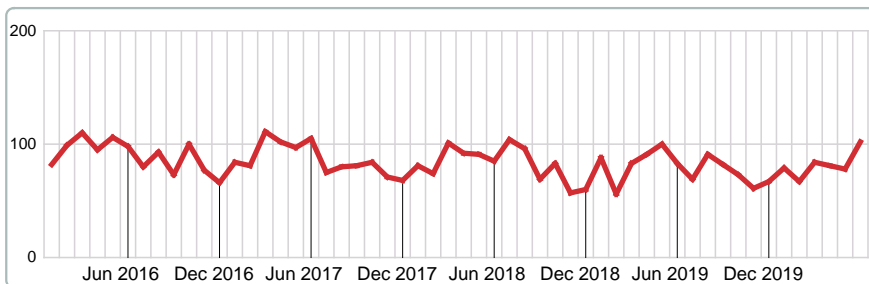
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 95

High Mar 2017 111 Low Feb 2019 56

New Listings this month at **102**
above the 5 yr JUN average of **95**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	11.76%	4	8	0	0
\$75,001 - \$100,000	9	8.82%	1	7	1	0
\$100,001 - \$125,000	10	9.80%	1	8	1	0
\$125,001 - \$175,000	24	23.53%	2	19	3	0
\$175,001 - \$225,000	20	19.61%	0	13	7	0
\$225,001 - \$350,000	16	15.69%	1	7	6	2
\$350,001 and up	11	10.78%	0	5	4	2
Total New Listed Units	102		9	67	22	4
Total New Listed Volume	20,771,640	100%	913.45K	12.24M	5.71M	1.91M
Average New Listed Listing Price	\$181,602		\$101,494	\$182,625	\$259,677	\$477,350

June 2020



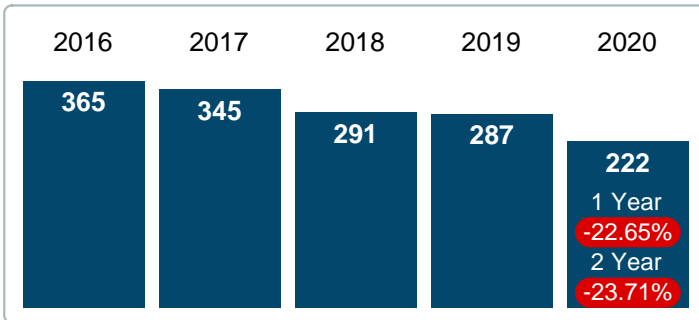
Area Delimited by County Of Cherokee - Residential Property Type



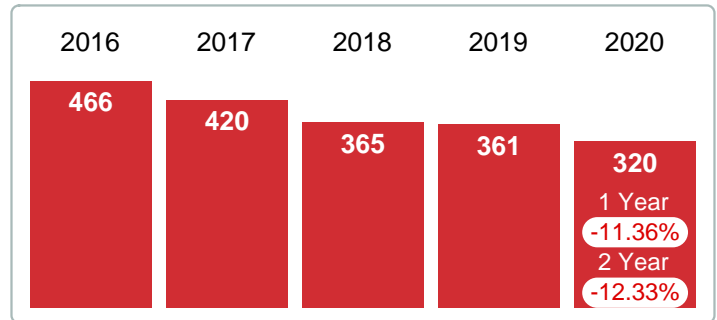
ACTIVE INVENTORY

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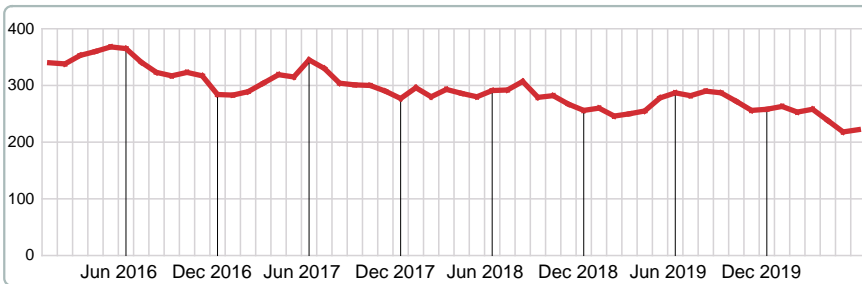
END OF JUNE



ACTIVE DURING JUNE

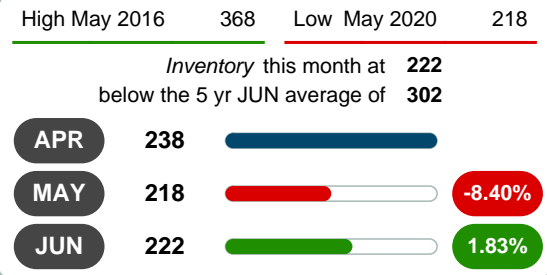


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 302



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	14	6.31%	86.9	9	4	1	0
\$50,001 - \$100,000	33	14.86%	77.2	9	21	2	1
\$100,001 - \$125,000	15	6.76%	70.9	2	11	2	0
\$125,001 - \$225,000	75	33.78%	66.7	8	52	14	1
\$225,001 - \$325,000	32	14.41%	59.1	2	16	10	4
\$325,001 - \$500,000	31	13.96%	95.7	2	17	9	3
\$500,001 and up	22	9.91%	70.8	3	9	5	5
Total Active Inventory by Units	222			35	130	43	14
Total Active Inventory by Volume	57,487,818	100%	73.2	5.83M	29.78M	13.83M	8.04M
Average Active Inventory Listing Price	\$258,954			\$166,653	\$229,109	\$321,737	\$574,007

June 2020



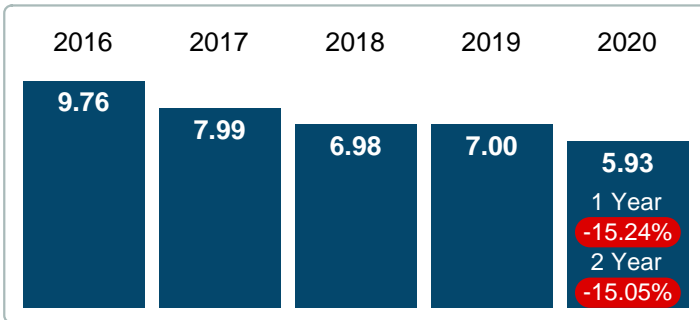
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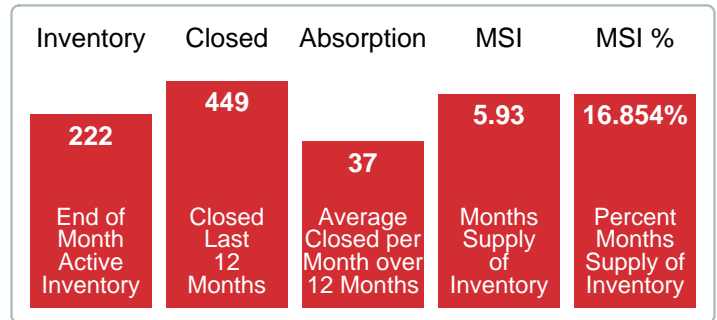
MONTHS SUPPLY of INVENTORY (MSI)

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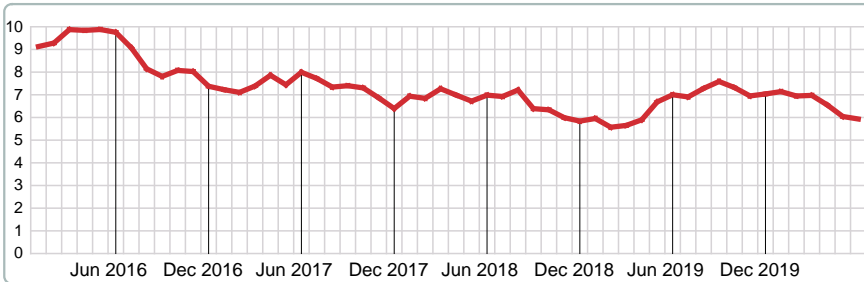
MSI FOR JUNE



INDICATORS FOR JUNE 2020

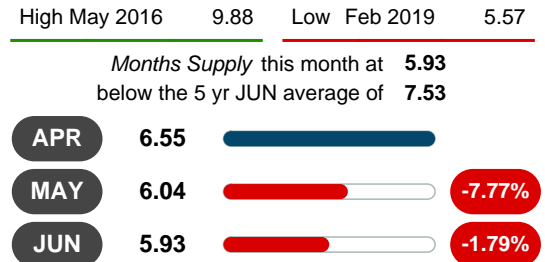


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.53



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	14	6.31%	3.50	5.40	1.92	4.00	0.00
\$50,001 - \$100,000	33	14.86%	3.92	3.18	4.34	3.00	12.00
\$100,001 - \$125,000	15	6.76%	3.10	2.67	3.07	4.00	0.00
\$125,001 - \$225,000	75	33.78%	5.06	9.60	4.76	5.60	1.71
\$225,001 - \$325,000	32	14.41%	9.14	24.00	11.29	6.32	9.60
\$325,001 - \$500,000	31	13.96%	20.67	12.00	34.00	21.60	7.20
\$500,001 and up	22	9.91%	66.00	0.00	54.00	60.00	60.00
Market Supply of Inventory (MSI)			5.93	5.53	5.53	7.17	8.84
Total Active Inventory by Units		100%	5.93	35	130	43	14

June 2020



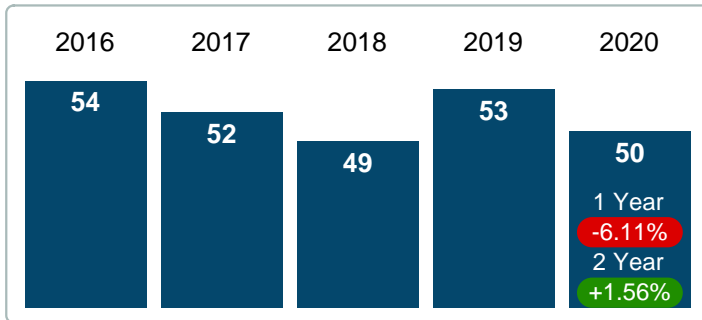
Area Delimited by County Of Cherokee - Residential Property Type



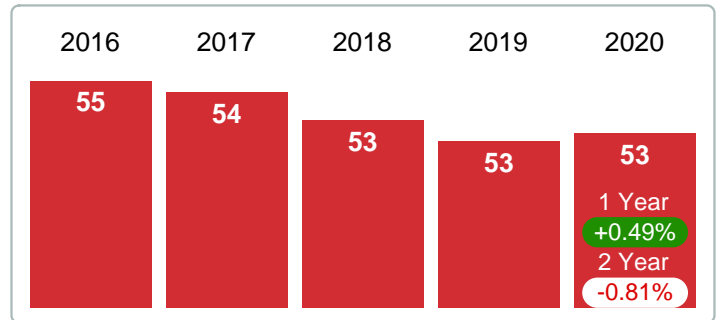
AVERAGE DAYS ON MARKET TO SALE

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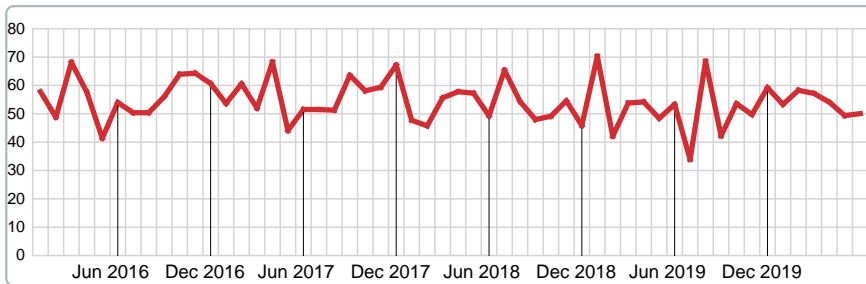
JUNE



YEAR TO DATE (YTD)

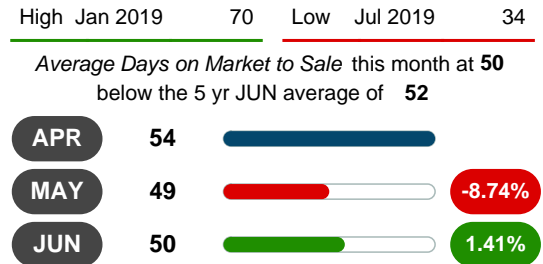


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 52



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	5.08%	27	43	20	0	0
\$50,001 - \$75,000	10.17%	44	14	63	47	0
\$75,001 - \$125,000	16.95%	38	56	19	0	0
\$125,001 - \$175,000	25.42%	51	0	45	76	0
\$175,001 - \$200,000	18.64%	51	0	49	58	0
\$200,001 - \$350,000	13.56%	74	0	60	98	0
\$350,001 and up	10.17%	53	40	60	4	112
Average Closed DOM		50				
Total Closed Units	100%	59	10	38	10	1
Total Closed Volume		11,111,768	1.45M	6.71M	2.57M	389.00K

June 2020



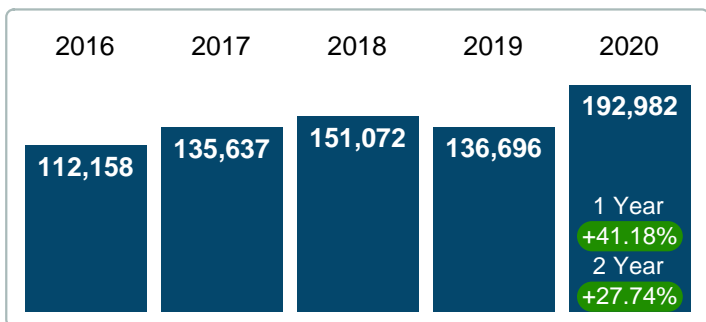
Area Delimited by County Of Cherokee - Residential Property Type



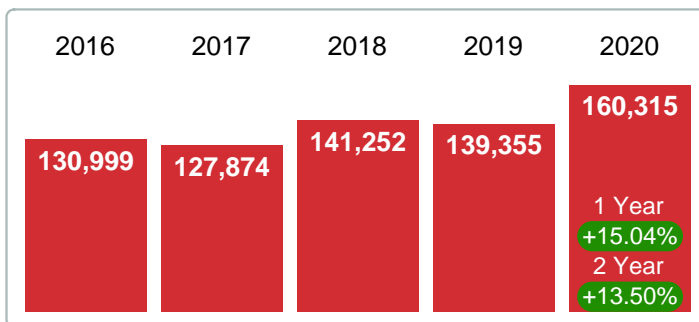
AVERAGE LIST PRICE AT CLOSING

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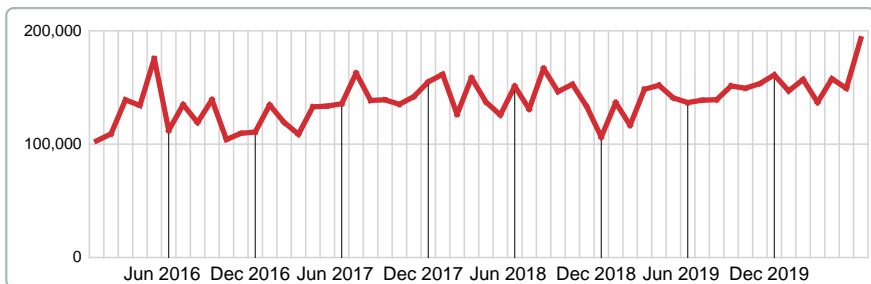
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 145,709

High Jun 2020 192,982 Low Jan 2016 102,880

Average List Price at Closing this month at **192,982**
above the 5 yr JUN average of **145,709**

- APR 157,676
- MAY 149,207 (-5.37%)
- JUN 192,982 (29.34%)

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	3	5.08%	30,933	24,900	33,950	0	
\$50,001 - \$75,000	5	8.47%	66,740	64,500	72,233	64,900	
\$75,001 - \$125,000	11	18.64%	96,391	99,860	96,820	0	
\$125,001 - \$175,000	15	25.42%	153,873	0	152,775	158,267	
\$175,001 - \$200,000	9	15.25%	187,724	0	192,202	188,850	
\$200,001 - \$350,000	10	16.95%	243,180	0	244,900	263,100	
\$350,001 and up	6	10.17%	578,283	424,950	614,950	1,000,000	
Average List Price		192,982		150,310	178,585	270,670	389,900
Total Closed Units		59	100%	10	38	10	1
Total Closed Volume		11,385,918		1.50M	6.79M	2.71M	389.90K

June 2020



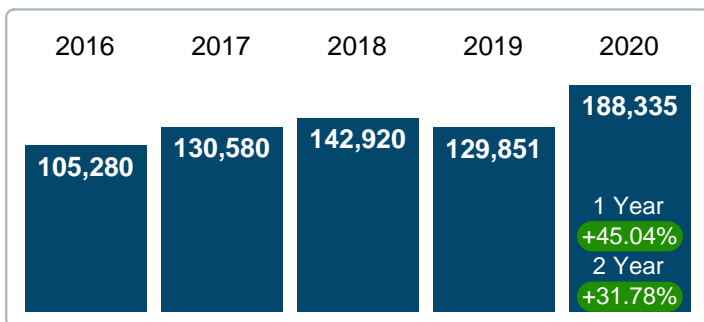
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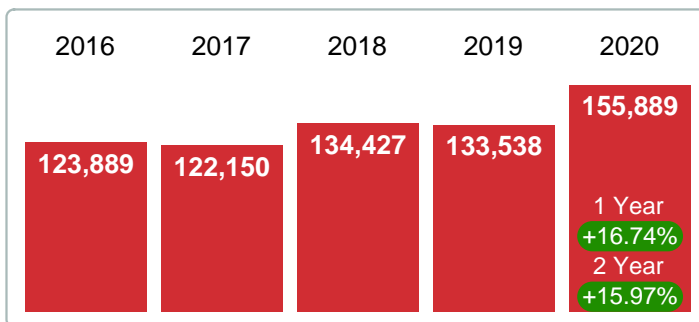
AVERAGE SOLD PRICE AT CLOSING

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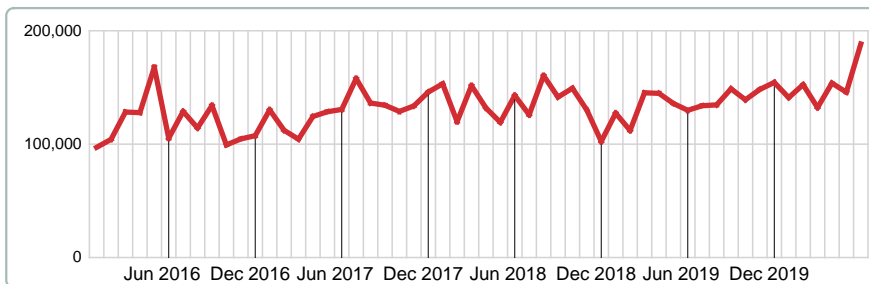
JUNE



YEAR TO DATE (YTD)

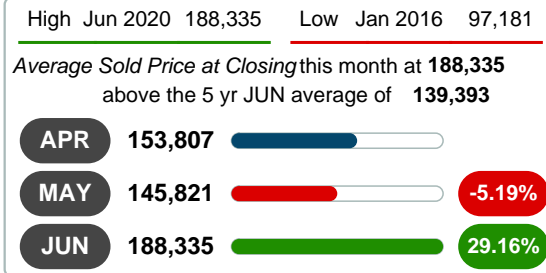


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 139,393



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	3	5.08%	30,933	21,800	35,500	0	0
\$50,001 - \$75,000	6	10.17%	62,417	57,500	64,867	64,900	0
\$75,001 - \$125,000	10	16.95%	97,010	98,180	95,840	0	0
\$125,001 - \$175,000	15	25.42%	151,650	0	149,446	160,467	0
\$175,001 - \$200,000	11	18.64%	185,802	0	185,124	188,850	0
\$200,001 - \$350,000	8	13.56%	248,663	0	243,600	257,100	0
\$350,001 and up	6	10.17%	561,083	408,750	642,500	875,000	389,000
Average Sold Price			188,335	144,520	176,507	257,030	389,000
Total Closed Units		100%	188,335	10	38	10	1
Total Closed Volume			11,111,768	1.45M	6.71M	2.57M	389.00K

June 2020



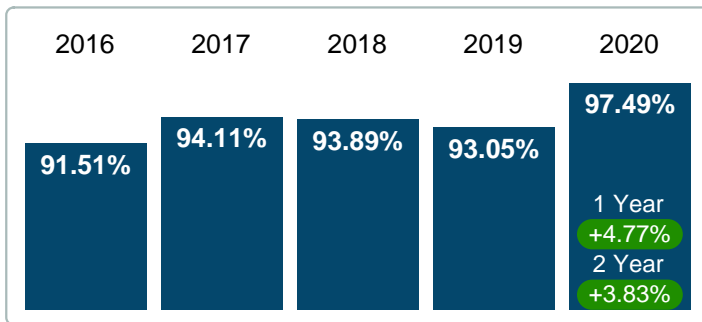
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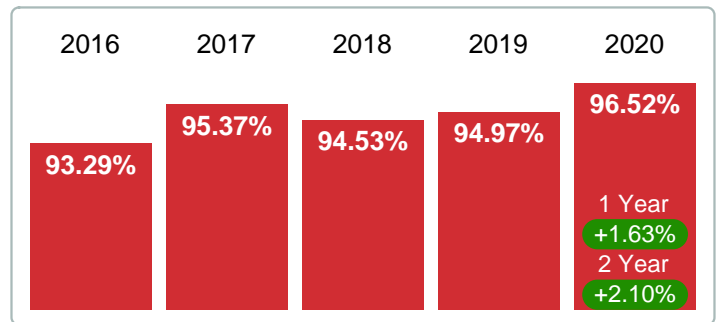
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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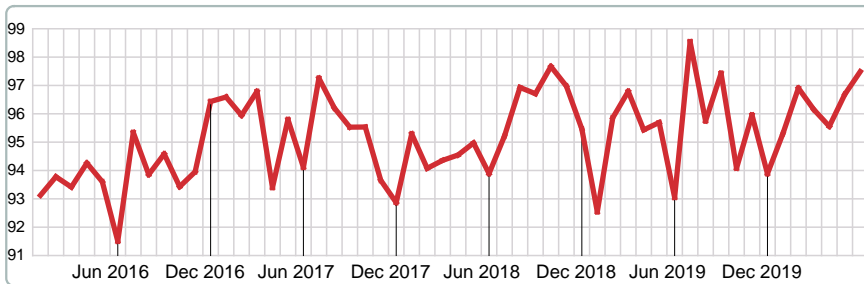
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

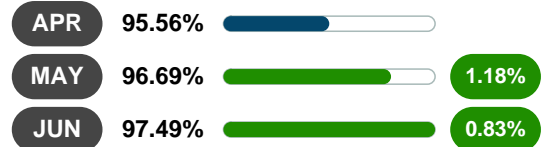


3 MONTHS

5 year JUN AVG = 94.01%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **97.49%**
above the 5 yr JUN average of **94.01%**



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	3	5.08%	98.59%	87.55%	104.11%	0.00%	0.00%
\$50,001 - \$75,000	6	10.17%	91.43%	89.86%	89.63%	100.00%	0.00%
\$75,001 - \$125,000	10	16.95%	98.75%	98.41%	99.08%	0.00%	0.00%
\$125,001 - \$175,000	15	25.42%	98.54%	0.00%	97.81%	101.49%	0.00%
\$175,001 - \$200,000	11	18.64%	97.14%	0.00%	96.51%	100.00%	0.00%
\$200,001 - \$350,000	8	13.56%	98.76%	0.00%	99.38%	97.72%	0.00%
\$350,001 and up	6	10.17%	97.21%	96.20%	101.79%	87.50%	99.77%
Average Sold/List Ratio		97.50%		95.17%	97.77%	98.51%	99.77%
Total Closed Units		59	100%	10	38	10	1
Total Closed Volume		11,111,768		1.45M	6.71M	2.57M	389.00K

June 2020



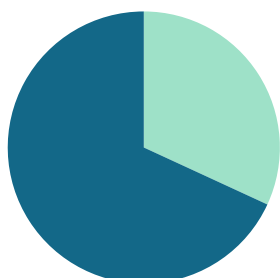
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

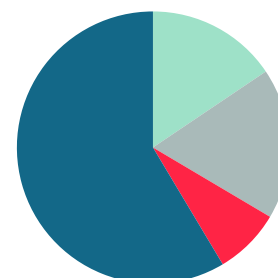


Inventory
 New Listings
102 = 31.88%
 Start Inventory
218
 Total Inventory Units
320
 Volume
\$75,484,006

Market Activity

Closed Sales
59 = 15.57%
 Pending Sales
68 = 17.94%
 Other Off Market
30 = 7.92%
 Active Inventory
222 = 58.58%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	59	37.21%	212	221	4.25%
Pending Sales	38	68	78.95%	227	299	31.72%
New Listings	83	102	22.89%	501	491	-2.00%
Average List Price	136,696	192,982	41.18%	139,355	160,315	15.04%
Average Sale Price	129,851	188,335	45.04%	133,538	155,889	16.74%
Average Percent of Selling Price to List Price	93.05%	97.49%	4.77%	94.97%	96.52%	1.63%
Average Days on Market to Sale	53.33	50.07	-6.11%	52.79	53.05	0.49%
Monthly Inventory	287	222	-22.65%	287	222	-22.65%
Months Supply of Inventory	7.00	5.93	-15.24%	7.00	5.93	-15.24%

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

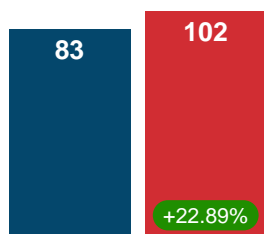
Inventory on June 30, 2020 = **222**

2019 **2020**

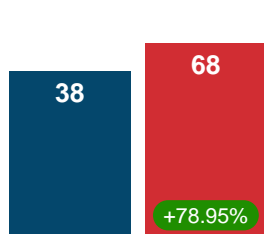
JUNE MARKET

AVERAGE PRICES

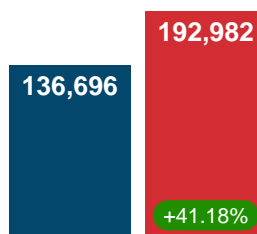
New Listings



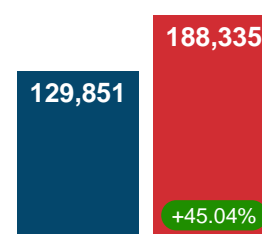
Pending Listings



List Price



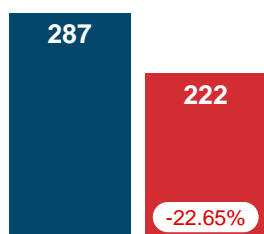
Sale Price



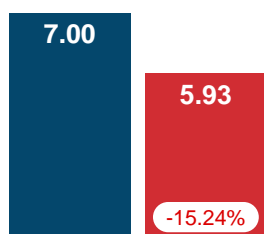
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

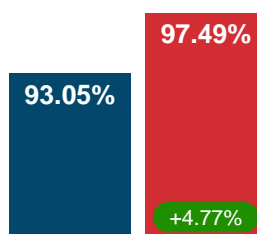
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

