

June 2020



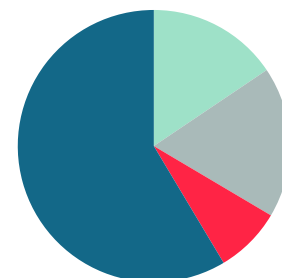
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	122,000	159,900	31.07%
Median Sale Price	120,000	159,900	33.25%
Median Percent of Selling Price to List Price	96.06%	98.46%	2.50%
Median Days on Market to Sale	42.00	38.00	-9.52%
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.

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 **33.25%** in June 2020 to \$159,900 versus the previous year at \$120,000.

Median Days on Market Shortens

The median number of **38.00** days that homes spent on the market before selling decreased by 4.00 days or **9.52%** in June 2020 compared to last year's same month at **42.00** DOM.

Sales Success for June 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 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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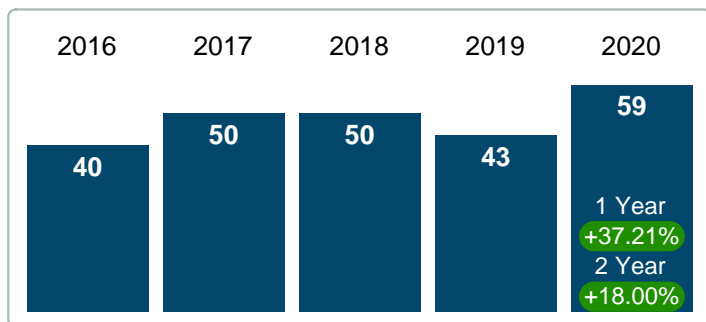
Area Delimited by County Of Cherokee - Residential Property Type



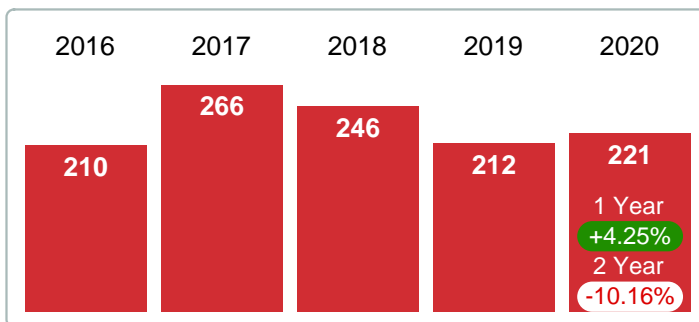
CLOSED LISTINGS

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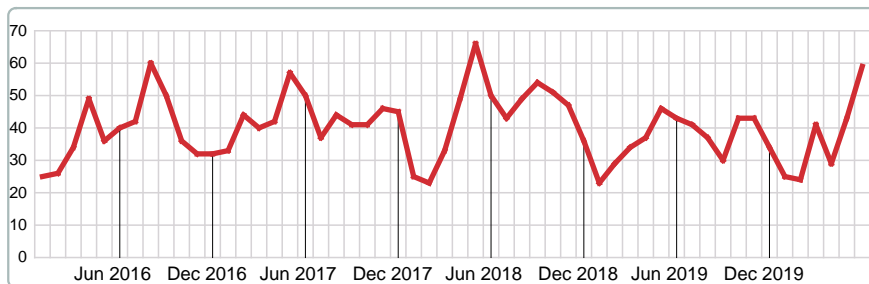
JUNE



YEAR TO DATE (YTD)

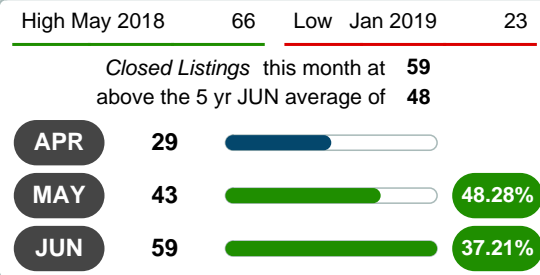


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.08%	33.0	1	2	0	0
\$50,001 - \$75,000	6	10.17%	36.5	2	3	1	0
\$75,001 - \$125,000	10	16.95%	21.5	5	5	0	0
\$125,001 - \$175,000	15	25.42%	46.0	0	12	3	0
\$175,001 - \$200,000	11	18.64%	33.0	0	9	2	0
\$200,001 - \$350,000	8	13.56%	39.0	0	5	3	0
\$350,001 and up	6	10.17%	47.5	2	2	1	1
Total Closed Units	59			10	38	10	1
Total Closed Volume	11,111,768	100%	38.0	1.45M	6.71M	2.57M	389.00K
Median Closed Price	\$159,900			\$96,250	\$162,950	\$188,850	\$389,000

June 2020



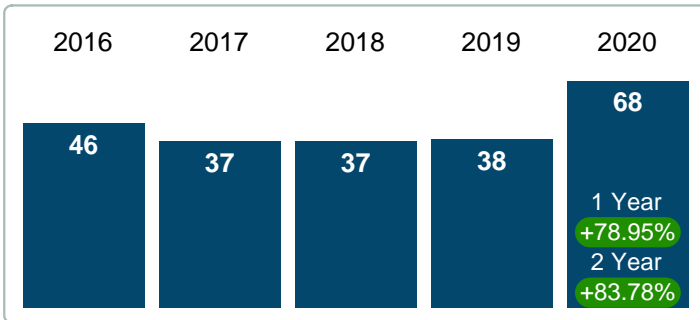
Area Delimited by County Of Cherokee - Residential Property Type



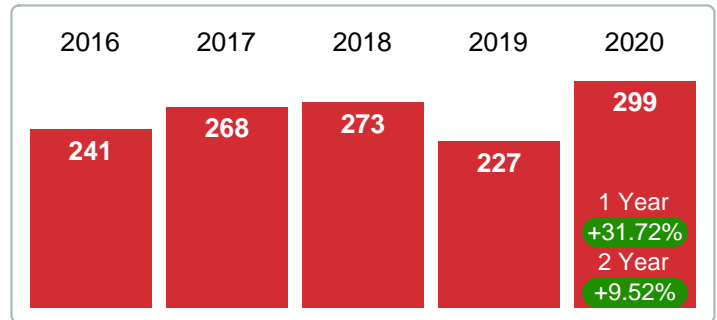
PENDING LISTINGS

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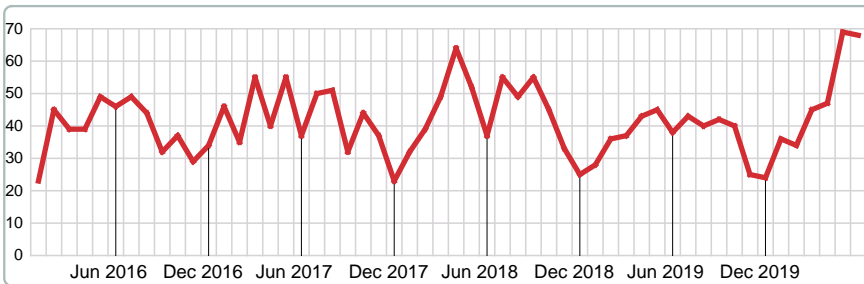
JUNE



YEAR TO DATE (YTD)

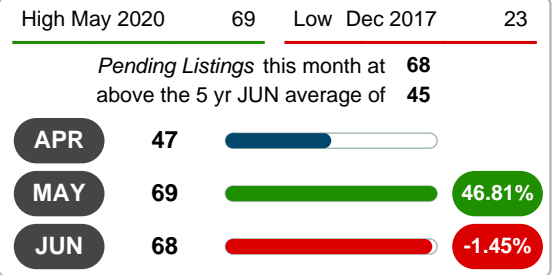


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.82%	31.0	5	0	1	0
\$75,001 - \$100,000	8	11.76%	18.5	2	6	0	0
\$100,001 - \$125,000	8	11.76%	13.5	1	5	2	0
\$125,001 - \$175,000	20	29.41%	6.0	1	16	2	1
\$175,001 - \$250,000	9	13.24%	15.0	0	4	4	1
\$250,001 - \$300,000	10	14.71%	84.5	0	5	5	0
\$300,001 and up	7	10.29%	62.0	0	0	5	2
Total Pending Units	68			9	36	19	4
Total Pending Volume	12,684,000	100%	18.0	629.35K	5.78M	4.98M	1.29M
Median Listing Price	\$155,950			\$62,000	\$151,950	\$269,900	\$269,900

June 2020



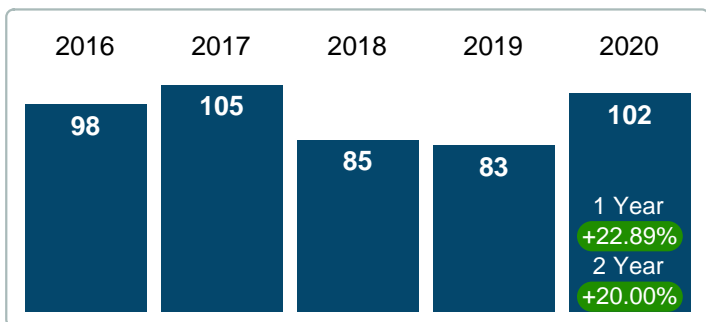
Area Delimited by County Of Cherokee - Residential Property Type



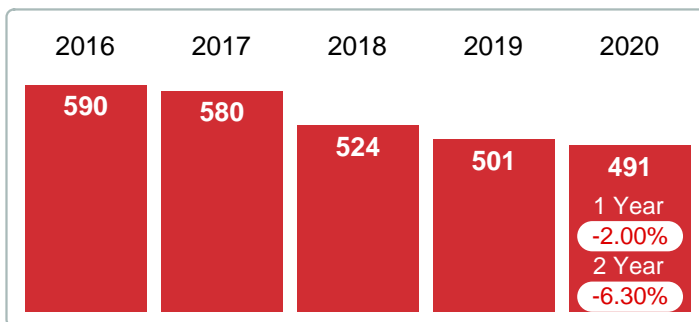
NEW LISTINGS

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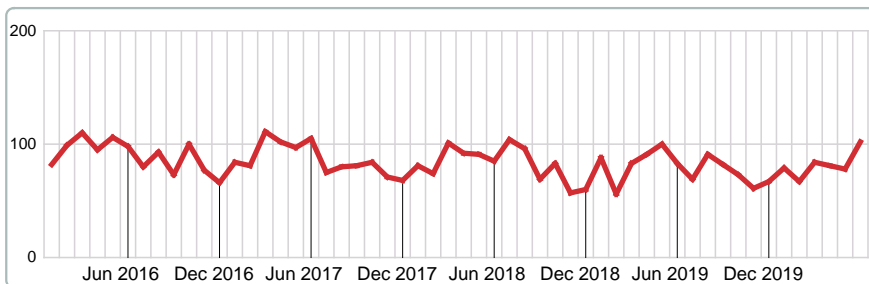
JUNE



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
Median New Listed Listing Price	\$166,450		\$78,500	\$155,000	\$212,750	\$457,000

June 2020



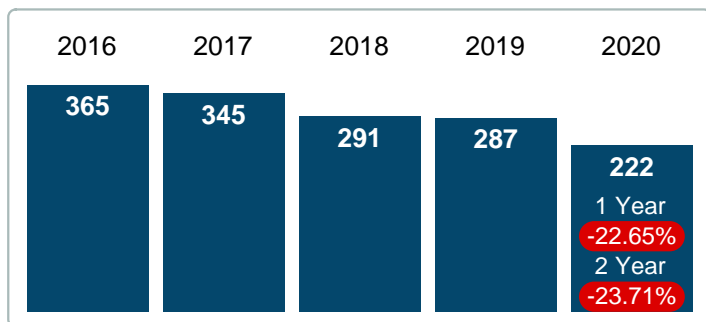
Area Delimited by County Of Cherokee - Residential Property Type



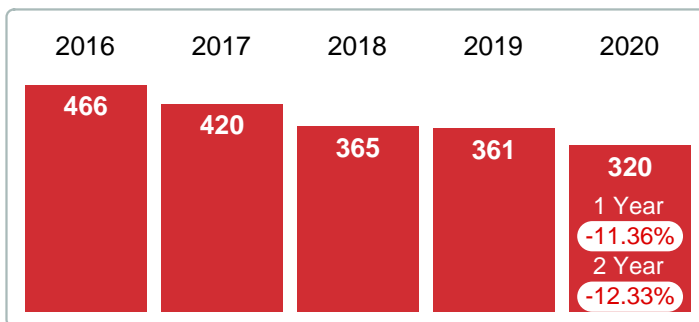
ACTIVE INVENTORY

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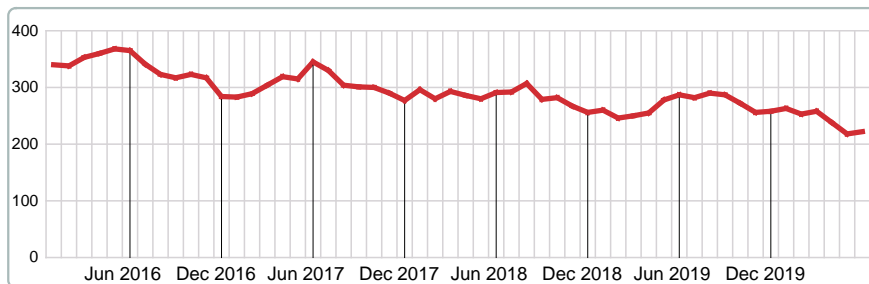
END OF JUNE



ACTIVE DURING JUNE

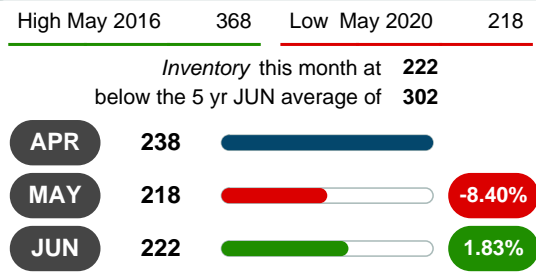


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 302



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	6.31%	92.0	9	4	1	0
\$50,001 - \$100,000	33	14.86%	71.0	9	21	2	1
\$100,001 - \$125,000	15	6.76%	60.0	2	11	2	0
\$125,001 - \$225,000	75	33.78%	56.0	8	52	14	1
\$225,001 - \$325,000	32	14.41%	47.5	2	16	10	4
\$325,001 - \$500,000	31	13.96%	98.0	2	17	9	3
\$500,001 and up	22	9.91%	54.5	3	9	5	5
Total Active Inventory by Units	222			35	130	43	14
Total Active Inventory by Volume	57,487,818	100%	60.0	5.83M	29.78M	13.83M	8.04M
Median Active Inventory Listing Price	\$189,900			\$98,900	\$184,950	\$249,900	\$346,000

June 2020



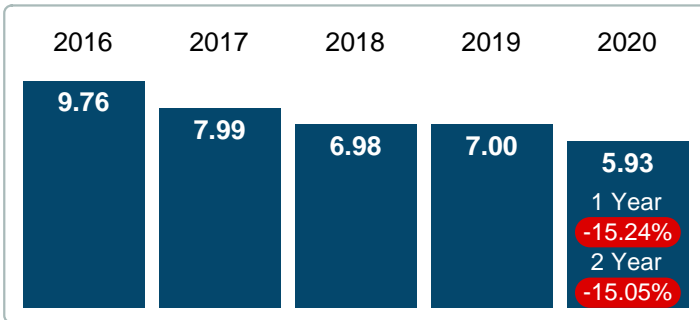
Area Delimited by County Of Cherokee - Residential Property Type



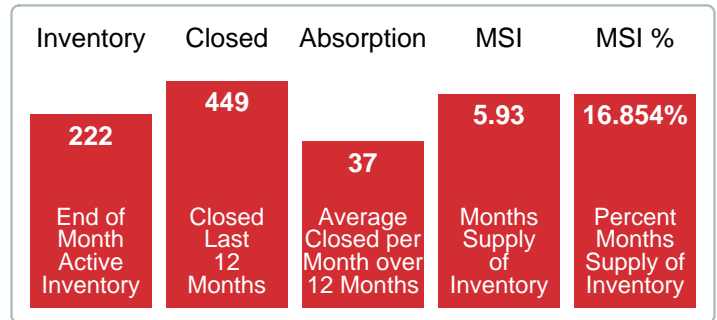
MONTHS SUPPLY of INVENTORY (MSI)

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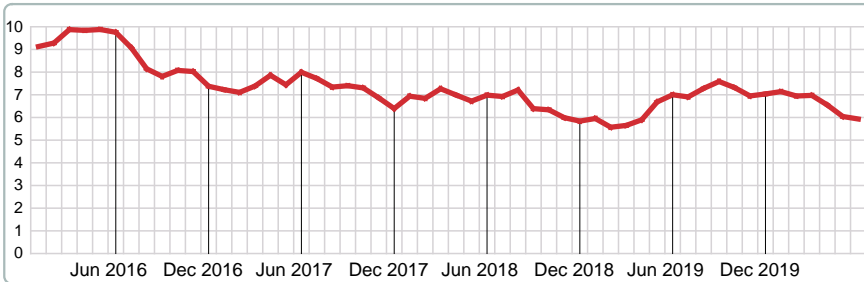
MSI FOR JUNE



INDICATORS FOR JUNE 2020

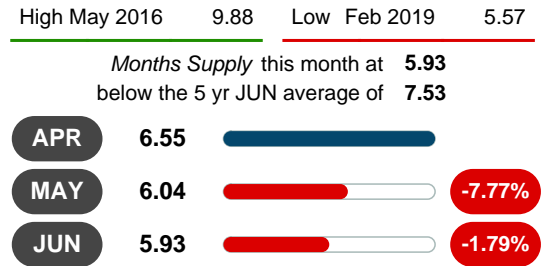


5 YEAR MARKET ACTIVITY TRENDS



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



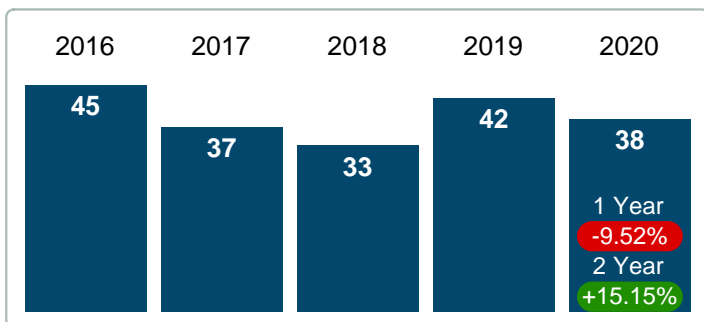
Area Delimited by County Of Cherokee - Residential Property Type



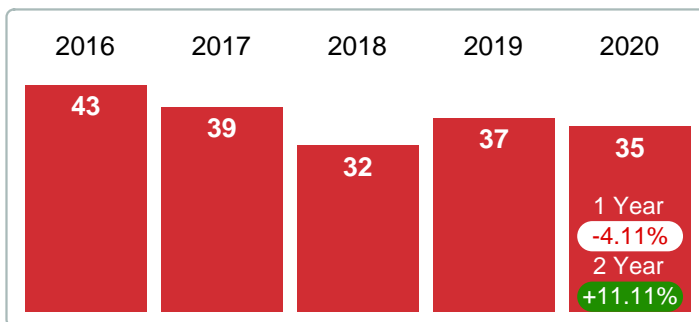
MEDIAN DAYS ON MARKET TO SALE

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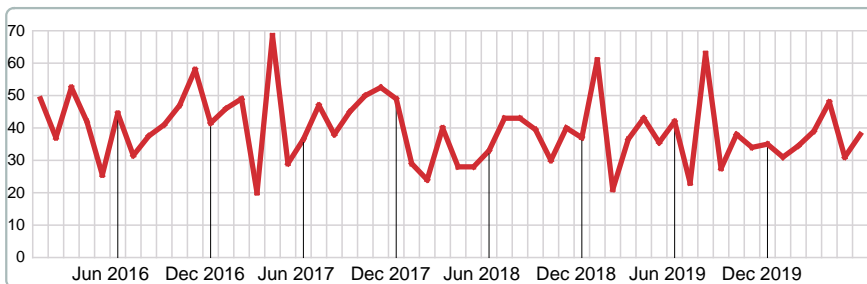
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 39

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 38 below the 5 yr JUN average of 39



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	5.08%	33	43	20	0	0
\$50,001 - \$75,000	10.17%	37	14	46	47	0
\$75,001 - \$125,000	16.95%	22	50	21	0	0
\$125,001 - \$175,000	25.42%	46	0	34	81	0
\$175,001 - \$200,000	18.64%	33	0	33	58	0
\$200,001 - \$350,000	13.56%	39	0	34	80	0
\$350,001 and up	10.17%	48	40	60	4	112
Median Closed DOM		38	40	33	64	112
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



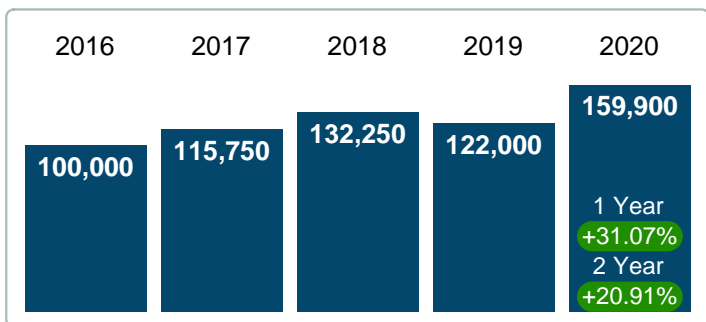
Area Delimited by County Of Cherokee - Residential Property Type



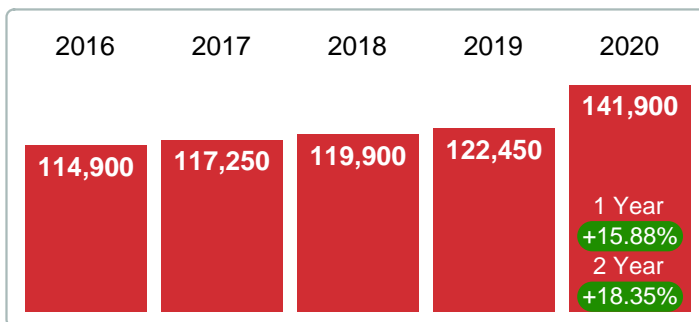
MEDIAN LIST PRICE AT CLOSING

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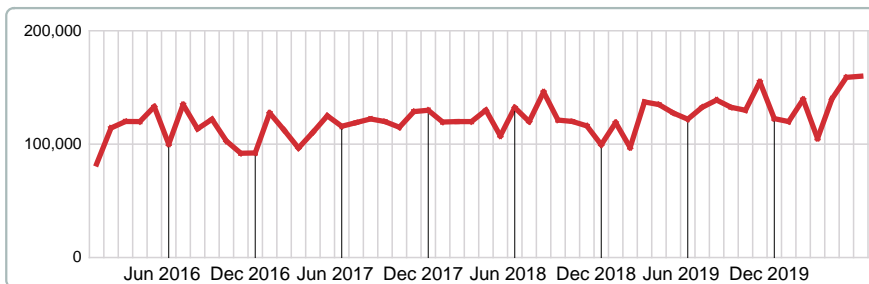
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

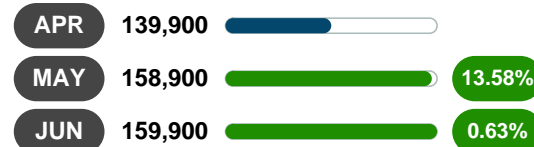


3 MONTHS

5 year JUN AVG = 125,980

High Jun 2020 159,900 Low Jan 2016 82,500

Median List Price at Closing this month at **159,900** above the 5 yr JUN average of **125,980**



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	3	5.08%	32,700	24,900	33,950	0	0
\$50,001 - \$75,000	5	8.47%	69,000	64,500	69,900	64,900	0
\$75,001 - \$125,000	11	18.64%	95,500	99,900	87,450	0	0
\$125,001 - \$175,000	15	25.42%	155,000	0	155,000	159,000	0
\$175,001 - \$200,000	9	15.25%	182,700	0	182,700	188,850	0
\$200,001 - \$350,000	10	16.95%	228,700	0	227,500	234,500	0
\$350,001 and up	6	10.17%	424,950	424,950	614,950	1,000,000	389,900
Median List Price			159,900	97,700	162,950	188,850	389,900
Total Closed Units		100%	159,900	10	38	10	1
Total Closed Volume			11,385,918	1.50M	6.79M	2.71M	389.90K

June 2020



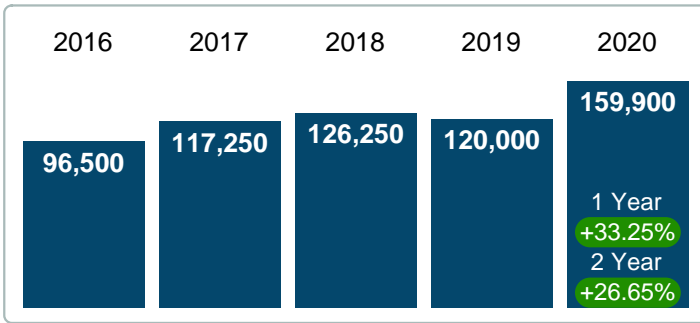
Area Delimited by County Of Cherokee - Residential Property Type



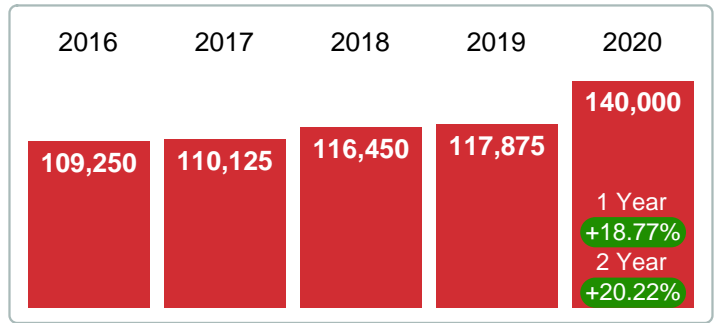
MEDIAN SOLD PRICE AT CLOSING

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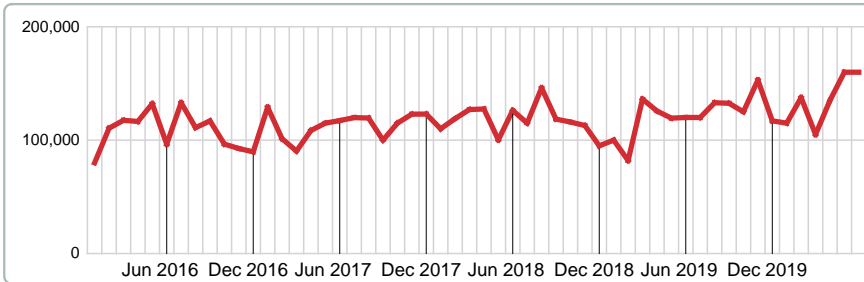
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

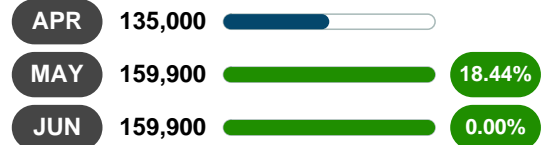


3 MONTHS

5 year JUN AVG = 123,980

High Jun 2020 159,900 Low Jan 2016 80,000

Median Sold Price at Closing this month at **159,900** above the 5 yr JUN average of **123,980**



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	5.08%	30,000	21,800	35,500	0	0
\$50,001 - \$75,000	10.17%	61,800	57,500	63,600	64,900	0
\$75,001 - \$125,000	16.95%	97,450	100,000	94,900	0	0
\$125,001 - \$175,000	25.42%	155,000	0	148,000	158,400	0
\$175,001 - \$200,000	18.64%	185,000	0	185,000	188,850	0
\$200,001 - \$350,000	13.56%	227,900	0	224,000	231,800	0
\$350,001 and up	10.17%	408,750	408,750	642,500	875,000	389,000
Median Sold Price		159,900	96,250	162,950	188,850	389,000
Total Closed Units	100%	159,900	10	38	10	1
Total Closed Volume		11,111,768	1.45M	6.71M	2.57M	389.00K

June 2020



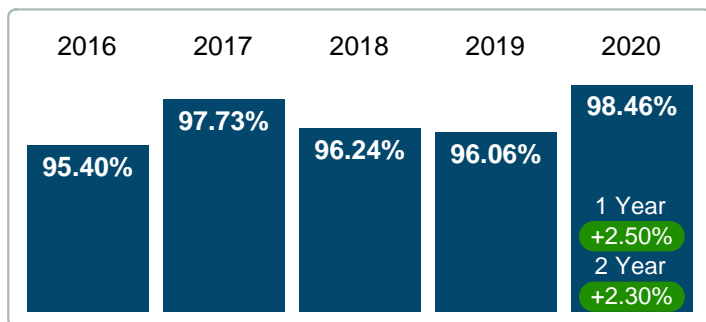
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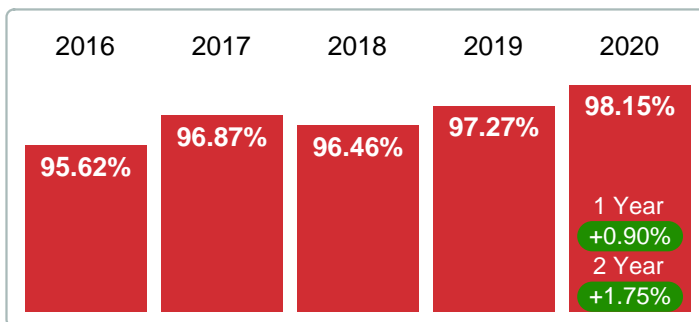
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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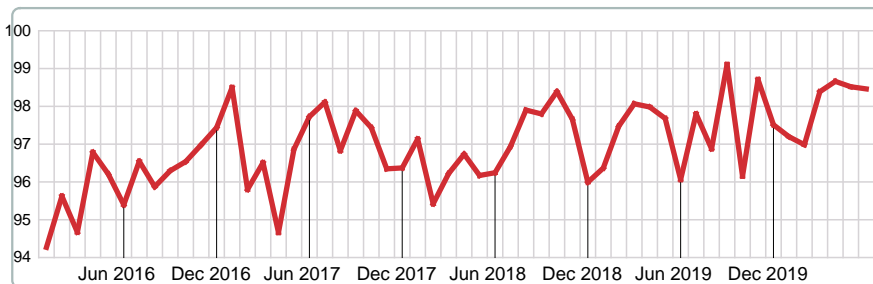
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

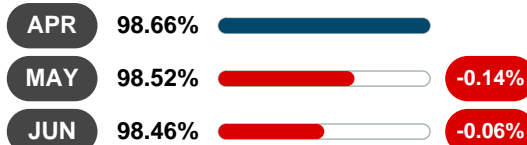


3 MONTHS

5 year JUN AVG = 96.78%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **98.46%**
above the 5 yr JUN average of **96.78%**



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	3	5.08%	91.74%	87.55%	104.11%	0.00%	0.00%
\$50,001 - \$75,000	6	10.17%	92.96%	89.86%	90.99%	100.00%	0.00%
\$75,001 - \$125,000	10	16.95%	99.43%	98.44%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	15	25.42%	99.23%	0.00%	99.02%	101.02%	0.00%
\$175,001 - \$200,000	11	18.64%	99.07%	0.00%	97.80%	100.00%	0.00%
\$200,001 - \$350,000	8	13.56%	98.31%	0.00%	98.46%	97.53%	0.00%
\$350,001 and up	6	10.17%	96.20%	96.20%	101.79%	87.50%	99.77%
Median Sold/List Ratio		98.46%		97.19%	98.64%	99.42%	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



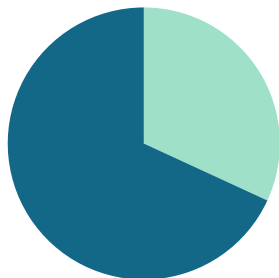
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

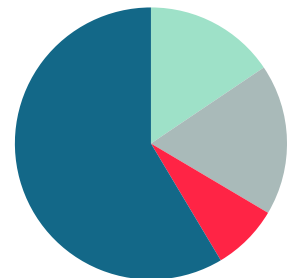


Inventory
 New Listings
102 = 31.88%
 Start Inventory
218
 Total Inventory Units
320
 Volume
\$75,484,006

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%
Median List Price	122,000	159,900	31.07%	122,450	141,900	15.88%
Median Sale Price	120,000	159,900	33.25%	117,875	140,000	18.77%
Median Percent of Selling Price to List Price	96.06%	98.46%	2.50%	97.27%	98.15%	0.90%
Median Days on Market to Sale	42.00	38.00	-9.52%	36.50	35.00	-4.11%
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

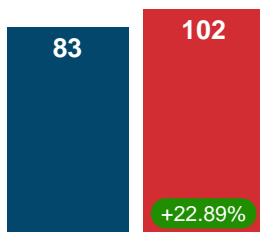
Inventory on June 30, 2020 = **222**

2019 **2020**

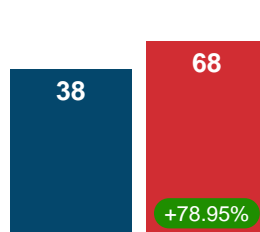
JUNE MARKET

MEDIAN PRICES

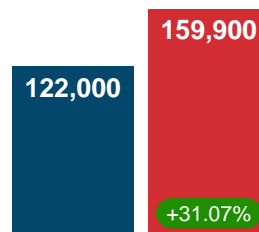
New Listings



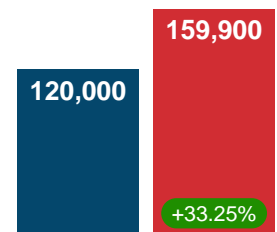
Pending Listings



List Price



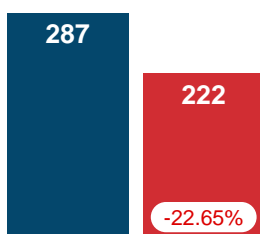
Sale Price



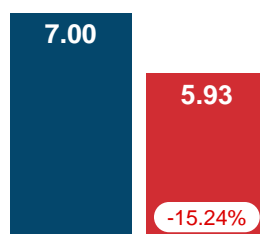
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

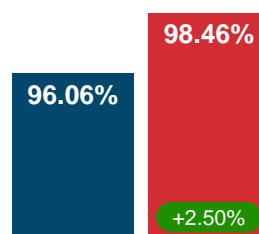
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

