

March 2020



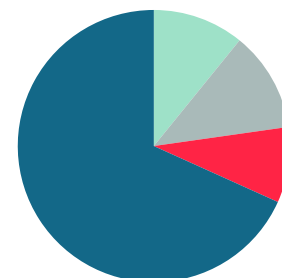
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	34	41	20.59%
Pending Listings	37	45	21.62%
New Listings	83	84	1.20%
Average List Price	148,397	136,886	-7.76%
Average Sale Price	145,267	132,282	-8.94%
Average Percent of Selling Price to List Price	96.79%	96.15%	-0.66%
Average Days on Market to Sale	53.79	57.20	6.32%
End of Month Inventory	250	258	3.20%
Months Supply of Inventory	5.65	6.97	23.42%



■ Closed (10.85%)
■ Pending (11.90%)
■ Other OffMarket (8.99%)
■ Active (68.25%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of March 31, 2020 = **258**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2020 rose **3.20%** to 258 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 **6.97** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.94%** in March 2020 to \$132,282 versus the previous year at \$145,267.

Average Days on Market Lengthens

The average number of **57.20** days that homes spent on the market before selling increased by 3.40 days or **6.32%** in March 2020 compared to last year's same month at **53.79** DOM.

Sales Success for March 2020 is Positive

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

There were 84 New Listings in March 2020, up **1.20%** from last year at 83. Furthermore, there were 41 Closed Listings this month versus last year at 34, a **20.59%** increase.

Closed versus Listed trends yielded a **48.8%** ratio, up from previous year's, March 2019, at **41.0%**, a **19.15%** upswing. This will certainly create pressure on an increasing 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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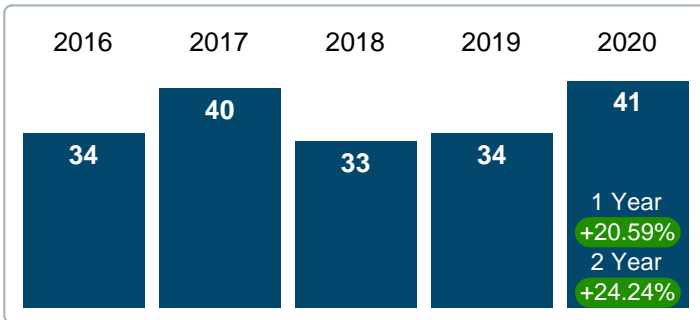
Area Delimited by County Of Cherokee - Residential Property Type



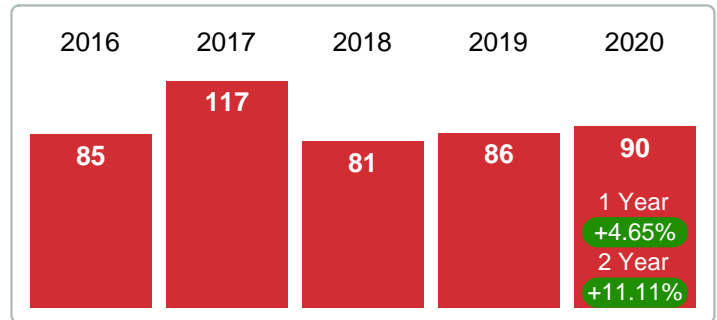
CLOSED LISTINGS

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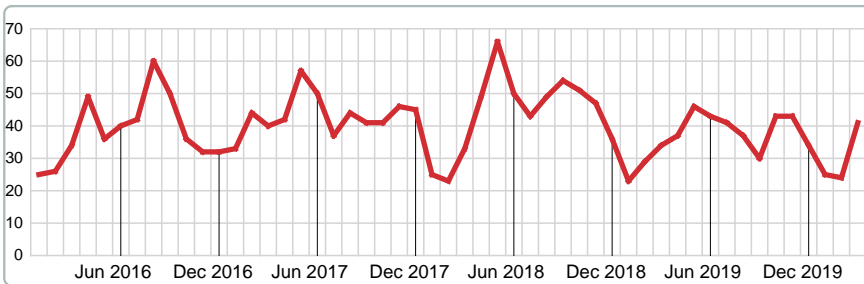
MARCH



YEAR TO DATE (YTD)

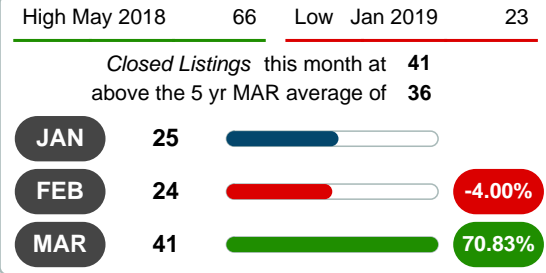


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.76%	41.5	1	3	0	0
\$40,001 - \$60,000	4	9.76%	33.5	3	1	0	0
\$60,001 - \$90,000	8	19.51%	43.6	3	5	0	0
\$90,001 - \$130,000	9	21.95%	29.6	2	5	2	0
\$130,001 - \$170,000	6	14.63%	129.2	0	4	2	0
\$170,001 - \$240,000	5	12.20%	58.4	0	3	2	0
\$240,001 and up	5	12.20%	72.6	0	0	4	1
Total Closed Units	41			9	21	10	1
Total Closed Volume	5,423,542	100%	57.2	617.90K	2.26M	2.30M	250.00K
Average Closed Price	\$132,282			\$68,656	\$107,444	\$229,932	\$250,000

March 2020



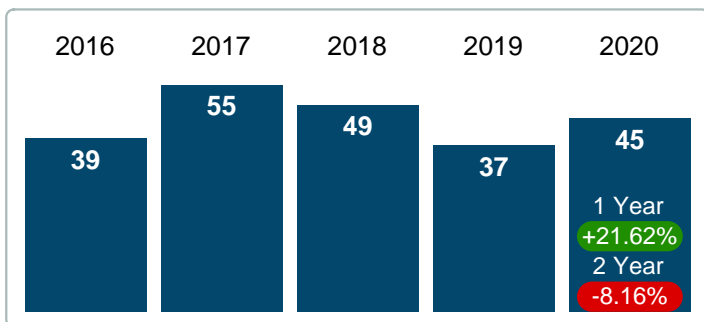
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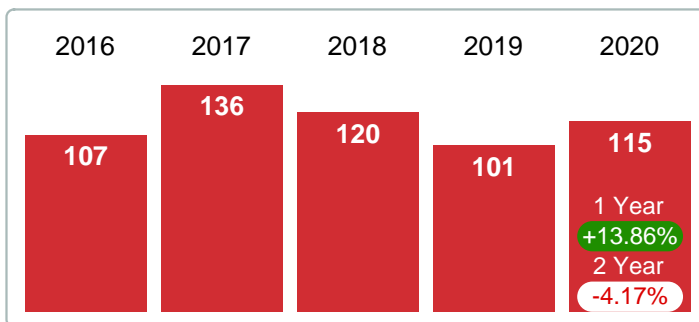
PENDING LISTINGS

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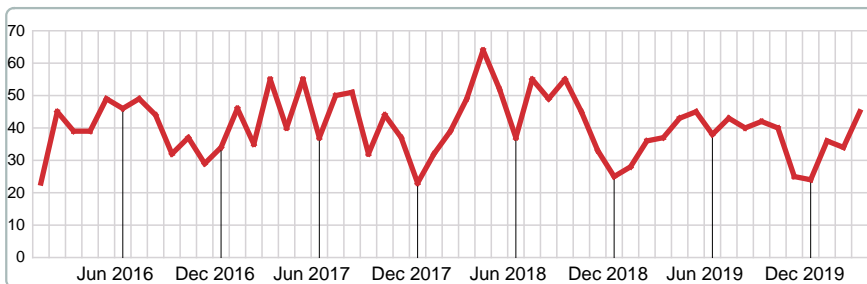
MARCH



YEAR TO DATE (YTD)

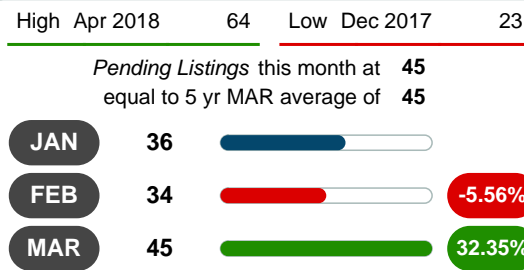


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$50,000 and less	2	4.44%	25.0	1	1	0	0
\$50,001 - \$75,000	4	8.89%	23.3	3	1	0	0
\$75,001 - \$100,000	5	11.11%	51.2	1	4	0	0
\$100,001 - \$150,000	12	26.67%	74.8	0	10	2	0
\$150,001 - \$175,000	6	13.33%	38.3	0	6	0	0
\$175,001 - \$275,000	11	24.44%	53.5	0	6	4	1
\$275,001 and up	5	11.11%	71.4	0	1	0	4
Total Pending Units	45			5	29	6	5
Total Pending Volume	7,569,525	100%	54.9	259.00K	4.78M	1.08M	1.45M
Average Listing Price	\$168,212			\$51,800	\$164,922	\$179,633	\$290,000

March 2020



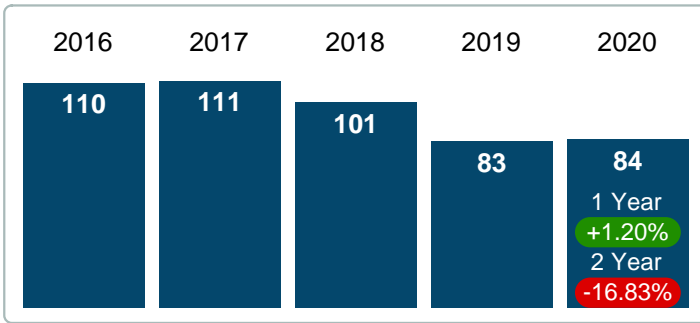
Area Delimited by County Of Cherokee - Residential Property Type



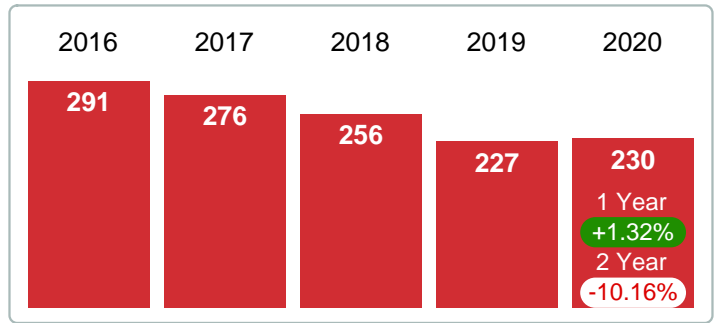
NEW LISTINGS

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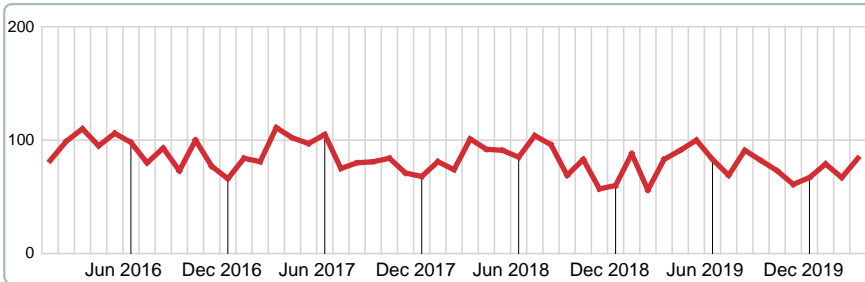
MARCH



YEAR TO DATE (YTD)

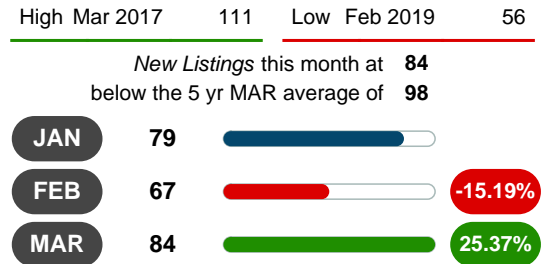


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 98



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	8	9.52%	6	1	1	0
\$75,001 - \$100,000	4	4.76%	2	2	0	0
\$100,001 - \$150,000	18	21.43%	3	13	2	0
\$150,001 - \$200,000	22	26.19%	1	18	2	1
\$200,001 - \$275,000	10	11.90%	1	7	2	0
\$275,001 - \$475,000	14	16.67%	0	4	8	2
\$475,001 and up	8	9.52%	1	4	2	1
Total New Listed Units	84		14	49	17	4
Total New Listed Volume	20,039,450	100%	1.92M	10.98M	5.43M	1.71M
Average New Listed Listing Price	\$212,111		\$137,361	\$224,094	\$319,429	\$426,375

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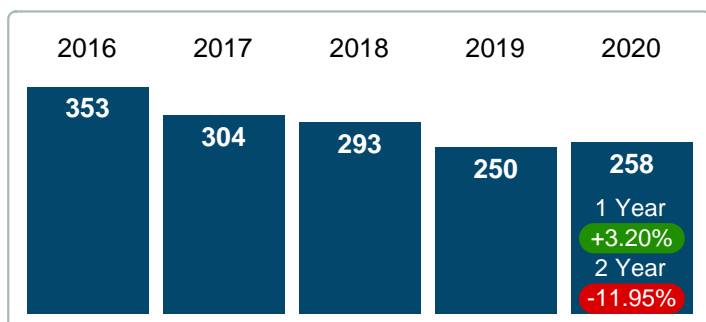
Area Delimited by County Of Cherokee - Residential Property Type



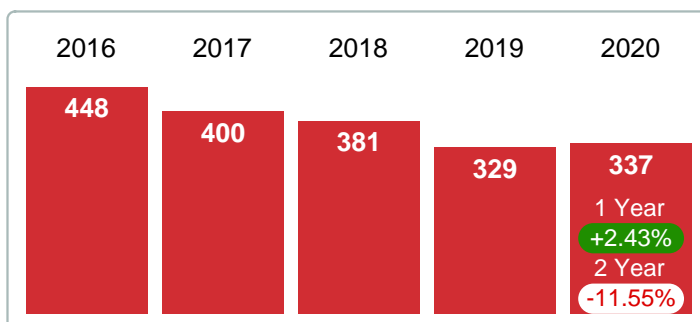
ACTIVE INVENTORY

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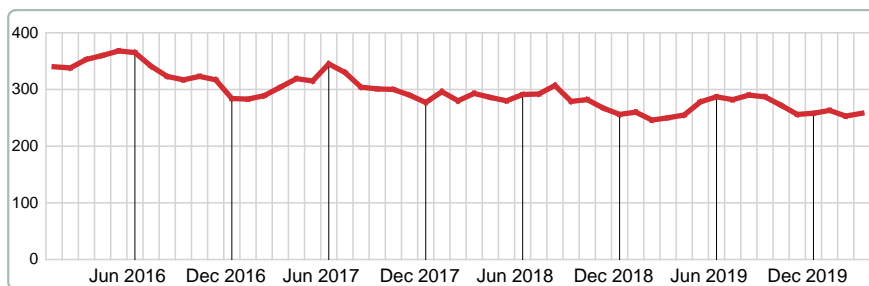
END OF MARCH



ACTIVE DURING MARCH

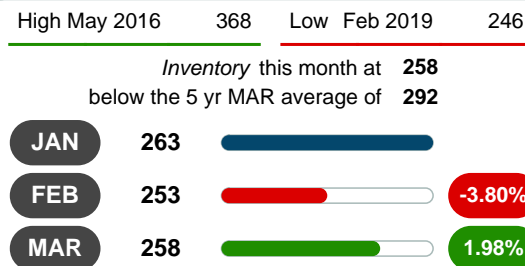


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 292



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	17	6.59%	77.2	9	5	3	0
\$50,001 - \$75,000	25	9.69%	95.8	14	10	1	0
\$75,001 - \$125,000	37	14.34%	88.8	12	20	4	1
\$125,001 - \$200,000	74	28.68%	66.6	9	53	10	2
\$200,001 - \$325,000	44	17.05%	81.0	3	24	15	2
\$325,001 - \$450,000	35	13.57%	80.4	2	15	11	7
\$450,001 and up	26	10.08%	84.2	2	11	8	5
Total Active Inventory by Units	258			51	138	52	17
Total Active Inventory by Volume	62,486,376	100%	79.4	6.69M	30.89M	15.87M	9.04M
Average Active Inventory Listing Price	\$242,195			\$131,146	\$223,867	\$305,103	\$531,700

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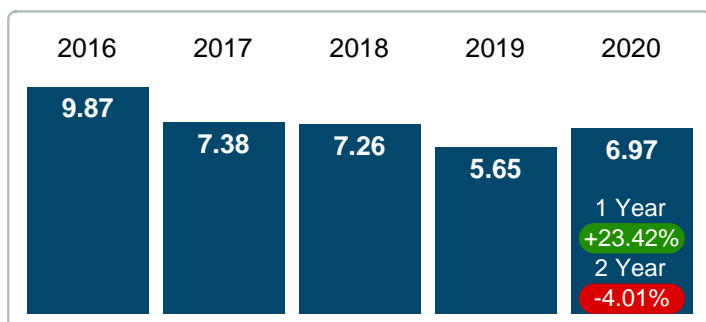
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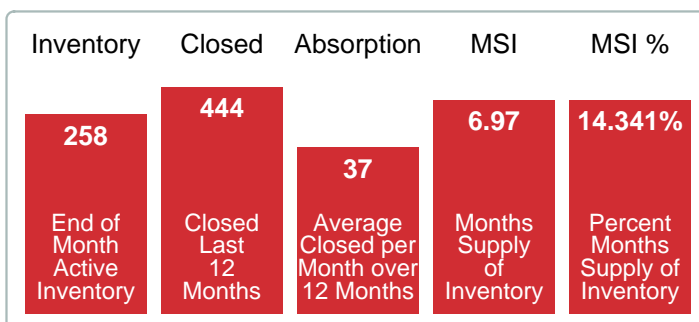
MONTHS SUPPLY of INVENTORY (MSI)

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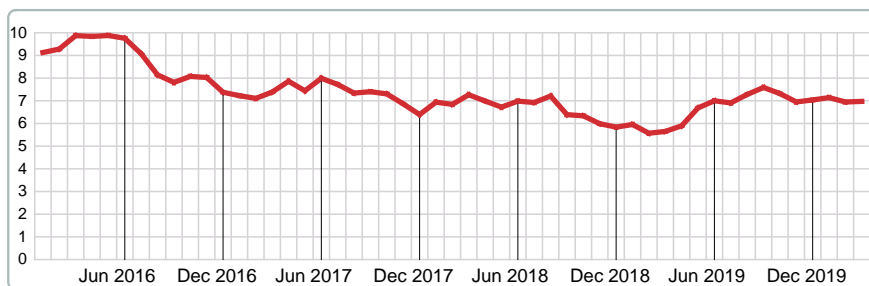
MSI FOR MARCH



INDICATORS FOR MARCH 2020

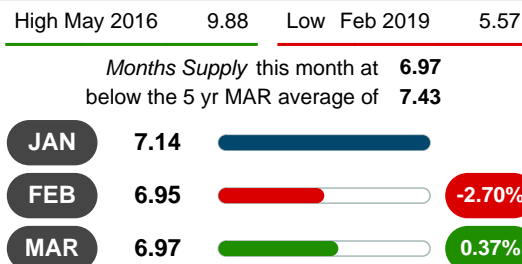


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 7.43



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	6.59%	3.40	3.60	2.50	6.00	0.00
\$50,001 - \$75,000	25	9.69%	6.67	8.40	5.71	4.00	0.00
\$75,001 - \$125,000	37	14.34%	3.67	5.33	2.96	3.69	0.00
\$125,001 - \$200,000	74	28.68%	6.43	9.82	6.06	7.06	4.80
\$200,001 - \$325,000	44	17.05%	8.66	9.00	9.60	7.50	8.00
\$325,001 - \$450,000	35	13.57%	26.25	8.00	25.71	44.00	28.00
\$450,001 and up	26	10.08%	104.00	0.00	132.00	96.00	60.00
Market Supply of Inventory (MSI)	6.97			6.44	6.16	9.31	15.69
Total Active Inventory by Units	258	100%	6.97	51	138	52	17

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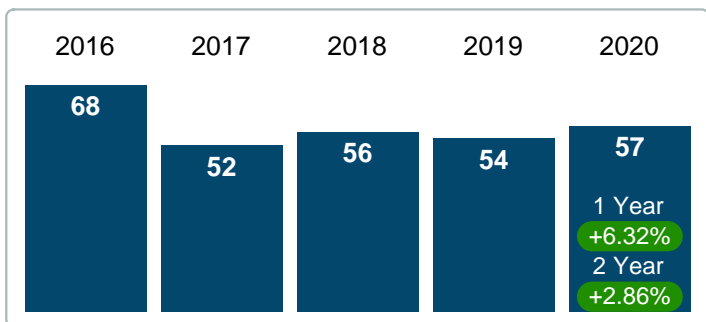
Area Delimited by County Of Cherokee - Residential Property Type



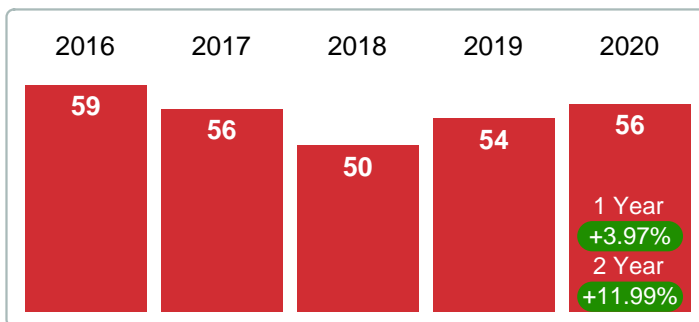
AVERAGE DAYS ON MARKET TO SALE

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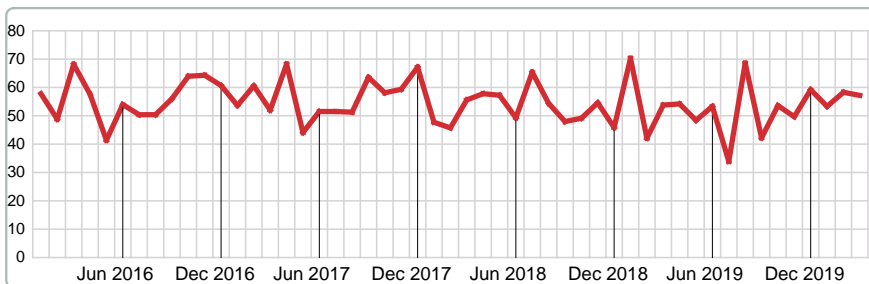
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 57

High Jan 2019 70 Low Jul 2019 34

Average Days on Market to Sale this month at 57 equal to 5 yr MAR average of 57



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
\$40,000 and less	9.76%	42	19	49	0	0
\$40,001 - \$60,000	9.76%	34	41	10	0	0
\$60,001 - \$90,000	19.51%	44	87	18	0	0
\$90,001 - \$130,000	21.95%	30	7	22	72	0
\$130,001 - \$170,000	14.63%	129	0	107	174	0
\$170,001 - \$240,000	12.20%	58	0	88	14	0
\$240,001 and up	12.20%	73	0	0	76	60
Average Closed DOM		57	46	50	82	60
Total Closed Units	100%	57	9	21	10	1
Total Closed Volume		5,423,542	617.90K	2.26M	2.30M	250.00K

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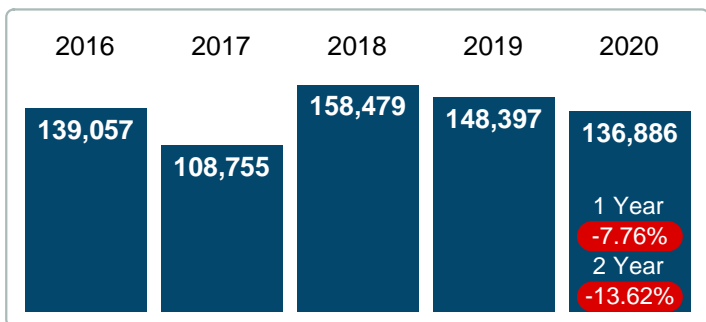
Area Delimited by County Of Cherokee - Residential Property Type



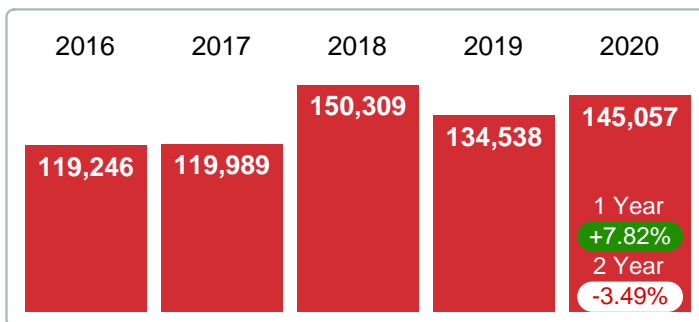
AVERAGE LIST PRICE AT CLOSING

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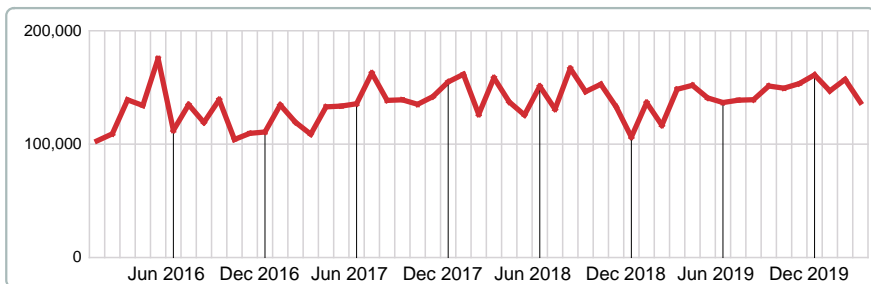
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 138,315

High May 2016 175,467 Low Jan 2016 102,880

Average List Price at Closing this month at **136,886**
below the 5 yr MAR average of **138,315**

- JAN 146,940
- FEB 157,054 (+6.88%)
- MAR 136,886 (-12.84%)

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
\$40,000 and less	9.76%	33,575	27,500	35,600	0	0
\$40,001 - \$60,000	7.32%	53,667	53,667	75,000	0	0
\$60,001 - \$90,000	19.51%	74,938	75,000	78,900	0	0
\$90,001 - \$130,000	24.39%	107,243	114,950	101,805	119,250	0
\$130,001 - \$170,000	14.63%	153,895	0	157,150	147,384	0
\$170,001 - \$240,000	12.20%	200,220	0	198,433	202,900	0
\$240,001 and up	12.20%	344,130	0	0	360,188	279,900
Average List Price		136,886	71,489	109,963	237,982	279,900
Total Closed Units	100%	136,886	9	21	10	1
Total Closed Volume		5,612,342	643.40K	2.31M	2.38M	279.90K

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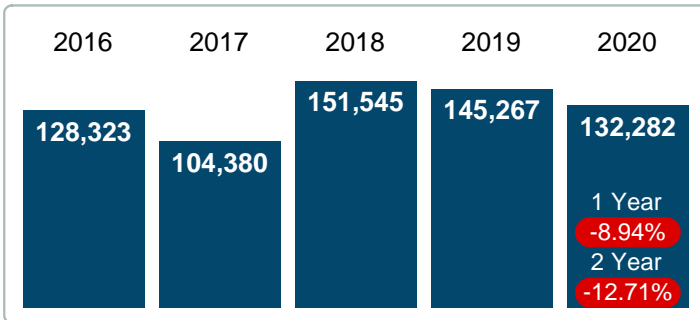
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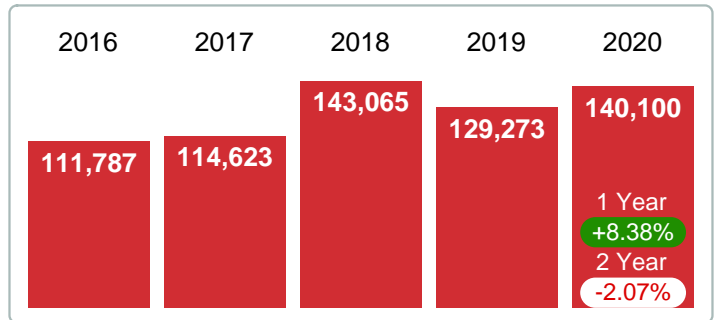
AVERAGE SOLD PRICE AT CLOSING

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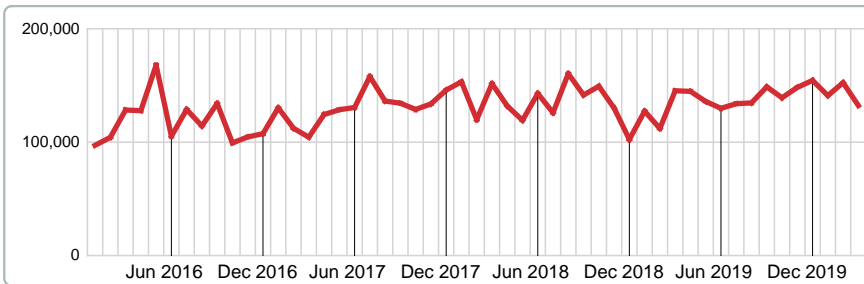
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

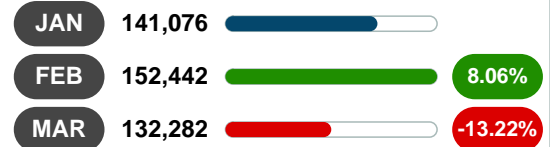


3 MONTHS

5 year MAR AVG = 132,359

High May 2016 167,833 Low Jan 2016 97,181

Average Sold Price at Closing this month at **132,282**
 below the 5 yr MAR average of **132,359**



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
\$40,000 and less	4	9.76%	30,331	22,000	33,108	0	0
\$40,001 - \$60,000	4	9.76%	51,925	52,567	50,000	0	0
\$60,001 - \$90,000	8	19.51%	76,075	74,233	77,180	0	0
\$90,001 - \$130,000	9	21.95%	105,956	107,750	104,060	108,900	0
\$130,001 - \$170,000	6	14.63%	152,095	0	154,450	147,384	0
\$170,001 - \$240,000	5	12.20%	192,000	0	194,333	188,500	0
\$240,001 and up	5	12.20%	331,950	0	0	352,438	250,000
Average Sold Price			132,282	68,656	107,444	229,932	250,000
Total Closed Units		100%	132,282	9	21	10	1
Total Closed Volume			5,423,542	617.90K	2.26M	2.30M	250.00K

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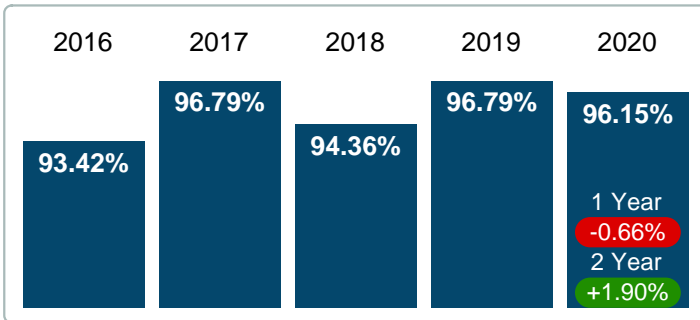
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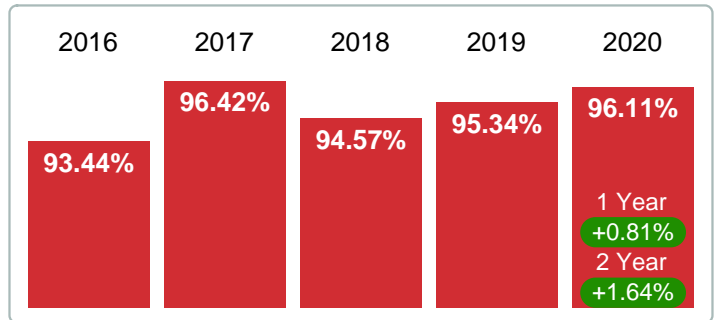
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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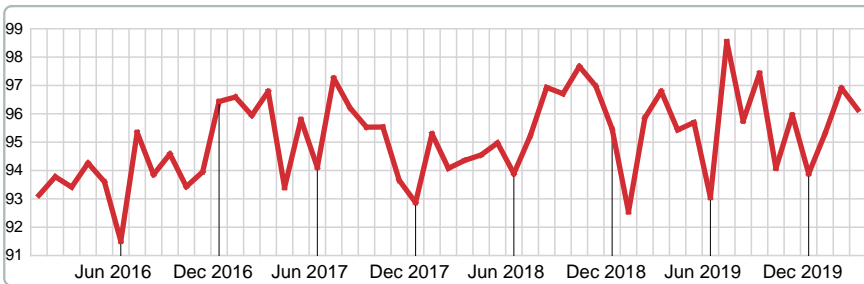
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

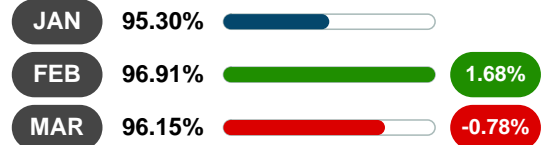


3 MONTHS

5 year MAR AVG = 95.50%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **96.15%** above the 5 yr MAR average of **95.50%**



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
\$40,000 and less	4	9.76%	90.19%	80.00%	93.58%	0.00%	0.00%
\$40,001 - \$60,000	4	9.76%	90.17%	98.00%	66.67%	0.00%	0.00%
\$60,001 - \$90,000	8	19.51%	98.37%	99.01%	97.99%	0.00%	0.00%
\$90,001 - \$130,000	9	21.95%	97.80%	93.71%	102.13%	91.09%	0.00%
\$130,001 - \$170,000	6	14.63%	98.87%	0.00%	98.30%	100.00%	0.00%
\$170,001 - \$240,000	5	12.20%	95.85%	0.00%	97.91%	92.78%	0.00%
\$240,001 and up	5	12.20%	96.19%	0.00%	0.00%	97.90%	89.32%
Average Sold/List Ratio		96.10%		95.38%	96.90%	95.93%	89.32%
Total Closed Units		41	100%	9	21	10	1
Total Closed Volume		5,423,542		617.90K	2.26M	2.30M	250.00K

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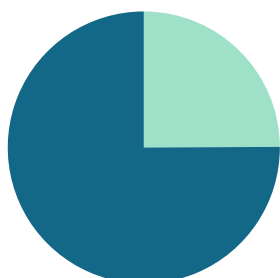
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

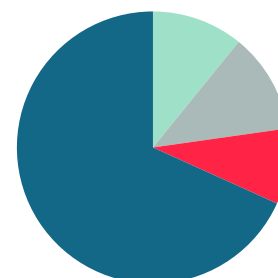


Inventory
 New Listings
84 = 24.93%
 Start Inventory
253
 Total Inventory Units
337
 Volume
\$80,150,651

Market Activity

Closed Sales
41 = 10.85%
 Pending Sales
45 = 11.90%
 Other Off Market
34 = 8.99%
 Active Inventory
258 = 68.25%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	34	41	20.59%	86	90	4.65%
Pending Sales	37	45	21.62%	101	115	13.86%
New Listings	83	84	1.20%	227	230	1.32%
Average List Price	148,397	136,886	-7.76%	134,538	145,057	7.82%
Average Sale Price	145,267	132,282	-8.94%	129,273	140,100	8.38%
Average Percent of Selling Price to List Price	96.79%	96.15%	-0.66%	95.34%	96.11%	0.81%
Average Days on Market to Sale	53.79	57.20	6.32%	54.26	56.41	3.97%
Monthly Inventory	250	258	3.20%	250	258	3.20%
Months Supply of Inventory	5.65	6.97	23.42%	5.65	6.97	23.42%

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

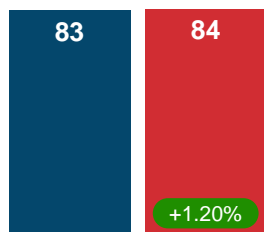
Inventory on March 31, 2020 = **258**

2019 **2020**

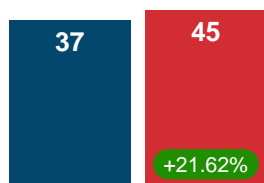
MARCH MARKET

AVERAGE PRICES

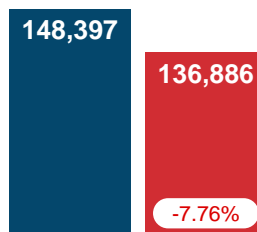
New Listings



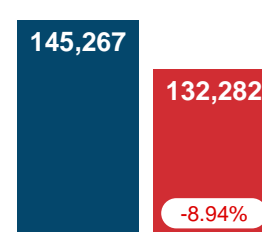
Pending Listings



List Price



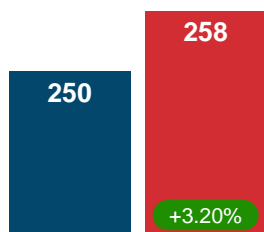
Sale Price



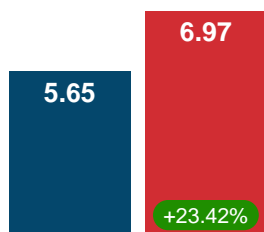
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

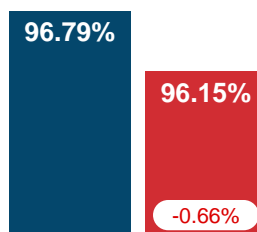
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

