

March 2020



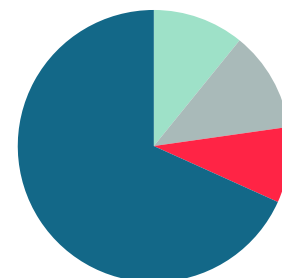
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	137,200	105,000	-23.47%
Median Sale Price	136,200	105,000	-22.91%
Median Percent of Selling Price to List Price	98.07%	98.39%	0.33%
Median Days on Market to Sale	36.50	39.00	6.85%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **22.91%** in March 2020 to \$105,000 versus the previous year at \$136,200.

Median Days on Market Lengthens

The median number of **39.00** days that homes spent on the market before selling increased by 2.50 days or **6.85%** in March 2020 compared to last year's same month at **36.50** DOM.

Sales Success for March 2020 is Positive

Overall, with Median 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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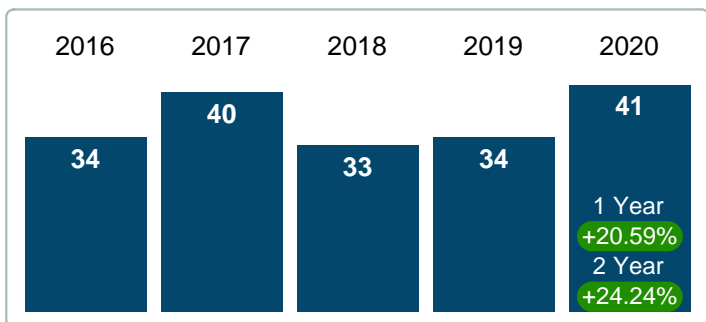
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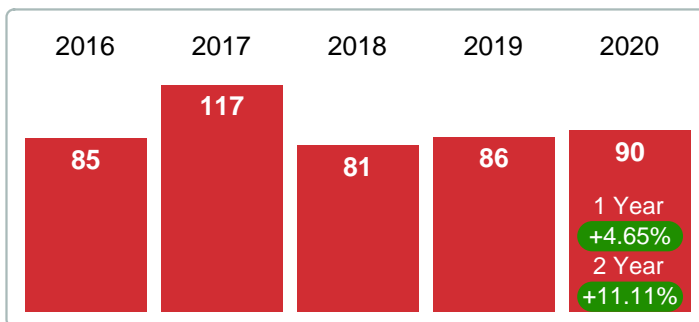
CLOSED LISTINGS

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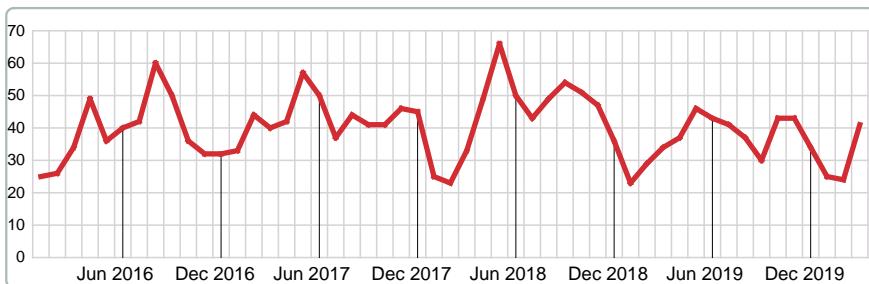
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 36

High May 2018 66 Low Jan 2019 23

Closed Listings this month at 41 above the 5 yr MAR average of 36

- JAN 25
- FEB 24 (-4.00%)
- MAR 41 (70.83%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.76%	42.0	1	3	0	0
\$40,001 - \$60,000	4	9.76%	6.5	3	1	0	0
\$60,001 - \$90,000	8	19.51%	20.5	3	5	0	0
\$90,001 - \$130,000	9	21.95%	15.0	2	5	2	0
\$130,001 - \$170,000	6	14.63%	137.5	0	4	2	0
\$170,001 - \$240,000	5	12.20%	38.0	0	3	2	0
\$240,001 and up	5	12.20%	60.0	0	0	4	1
Total Closed Units	41			9	21	10	1
Total Closed Volume	5,423,542	100%	39.0	617.90K	2.26M	2.30M	250.00K
Median Closed Price	\$105,000			\$71,700	\$100,000	\$188,500	\$250,000

March 2020



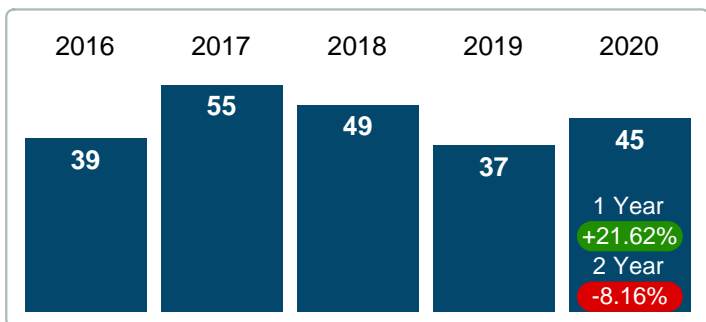
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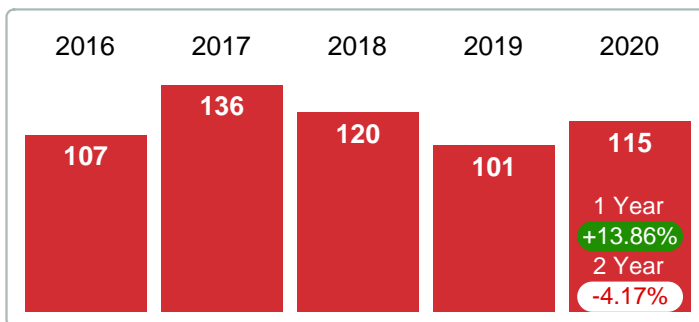
PENDING LISTINGS

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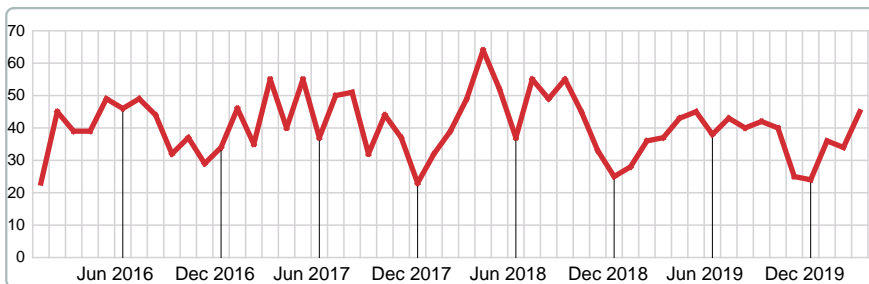
MARCH



YEAR TO DATE (YTD)

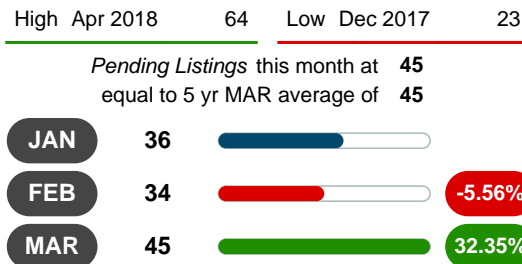


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	11.11%	3.0	4	1	0	0
\$60,001 - \$90,000	4	8.89%	40.5	1	3	0	0
\$90,001 - \$110,000	5	11.11%	13.0	0	5	0	0
\$110,001 - \$170,000	13	28.89%	71.0	0	11	2	0
\$170,001 - \$190,000	5	11.11%	14.0	0	3	1	1
\$190,001 - \$280,000	8	17.78%	22.5	0	5	3	0
\$280,001 and up	5	11.11%	53.0	0	1	0	4
Total Pending Units	45			5	29	6	5
Total Pending Volume	7,569,525	100%	38.0	259.00K	4.78M	1.08M	1.45M
Median Listing Price	\$141,900			\$52,000	\$139,700	\$185,950	\$295,000

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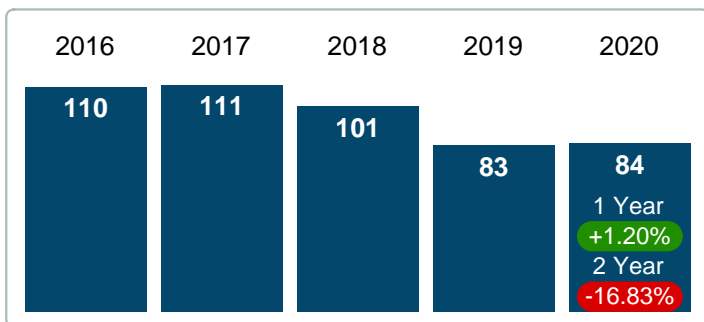
Area Delimited by County Of Cherokee - Residential Property Type



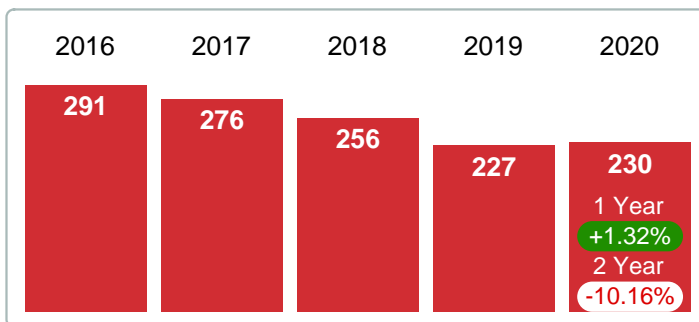
NEW LISTINGS

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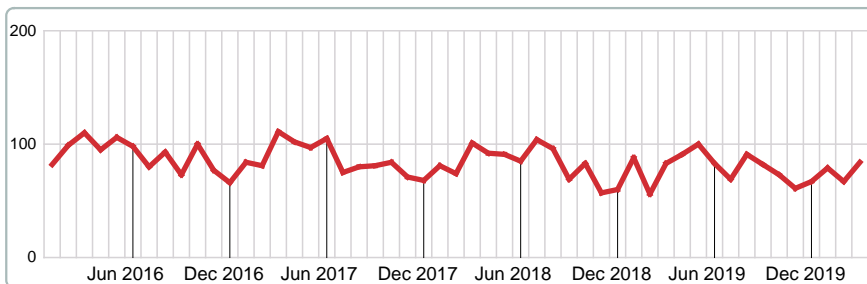
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 98

High Mar 2017 111 | Low Feb 2019 56

New Listings this month at **84**
below the 5 yr MAR average of **98**

- JAN: 79
- FEB: 67 (-15.19%)
- MAR: 84 (25.37%)

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
Median New Listed Listing Price	\$177,000		\$89,925	\$171,500	\$299,900	\$320,750

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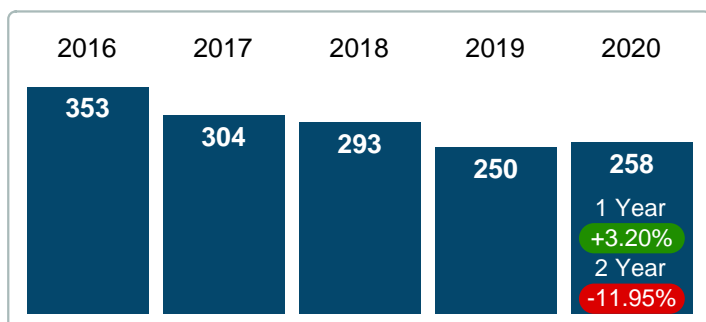
Area Delimited by County Of Cherokee - Residential Property Type



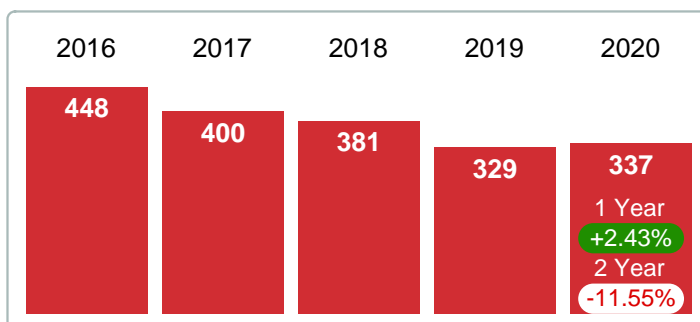
ACTIVE INVENTORY

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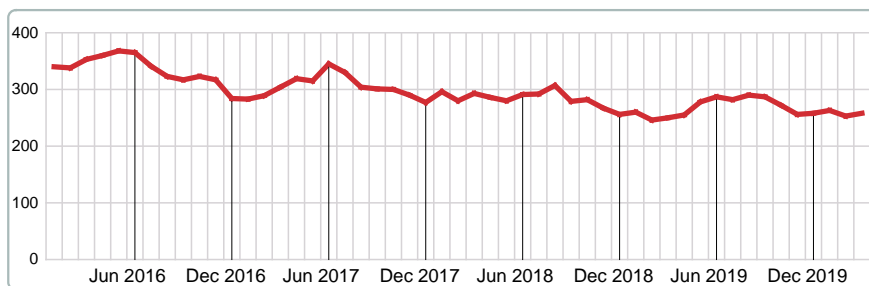
END OF MARCH



ACTIVE DURING MARCH

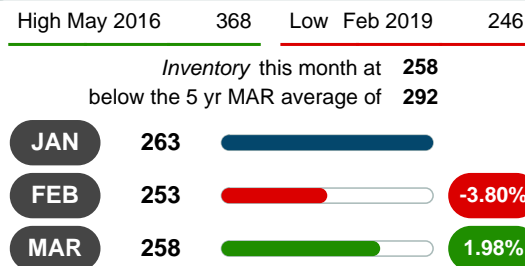


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 292



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	6.59%	76.0	9	5	3	0
\$50,001 - \$75,000	25	9.69%	107.0	14	10	1	0
\$75,001 - \$125,000	37	14.34%	91.0	12	20	4	1
\$125,001 - \$200,000	74	28.68%	55.5	9	53	10	2
\$200,001 - \$325,000	44	17.05%	65.5	3	24	15	2
\$325,001 - \$450,000	35	13.57%	63.0	2	15	11	7
\$450,001 and up	26	10.08%	80.0	2	11	8	5
Total Active Inventory by Units	258			51	138	52	17
Total Active Inventory by Volume	62,486,376	100%	70.5	6.69M	30.89M	15.87M	9.04M
Median Active Inventory Listing Price	\$176,000			\$82,000	\$172,200	\$249,950	\$369,000

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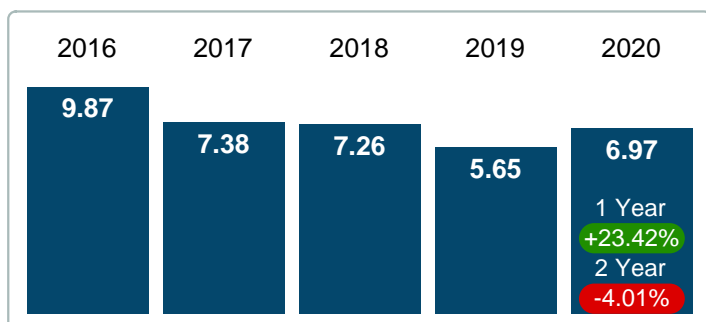
Area Delimited by County Of Cherokee - Residential Property Type



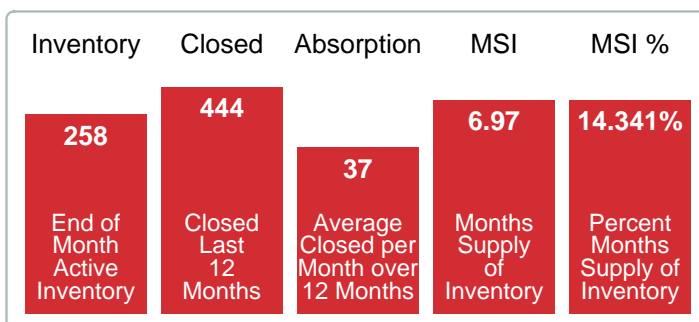
MONTHS SUPPLY of INVENTORY (MSI)

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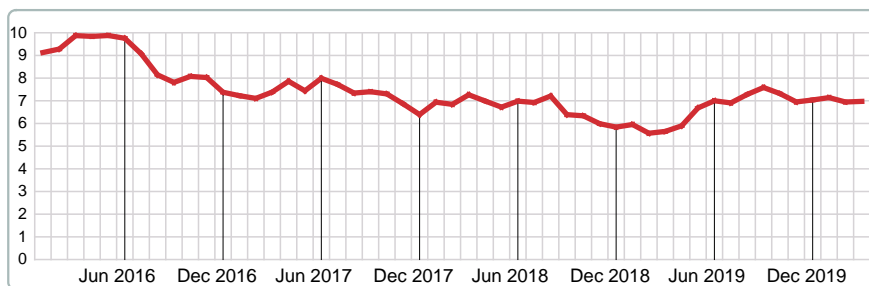
MSI FOR MARCH



INDICATORS FOR MARCH 2020

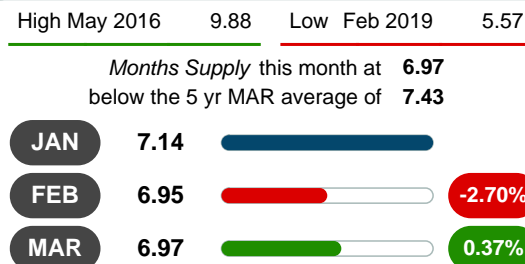


5 YEAR MARKET ACTIVITY TRENDS



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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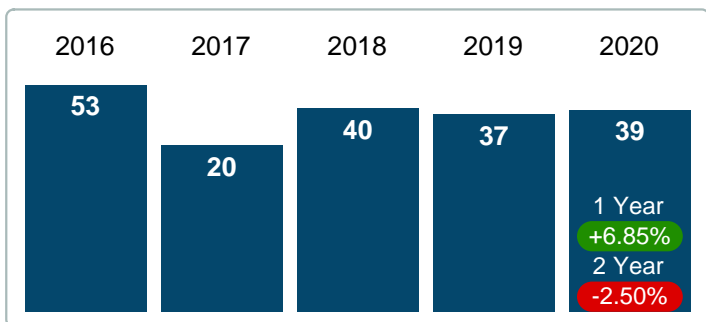
Area Delimited by County Of Cherokee - Residential Property Type



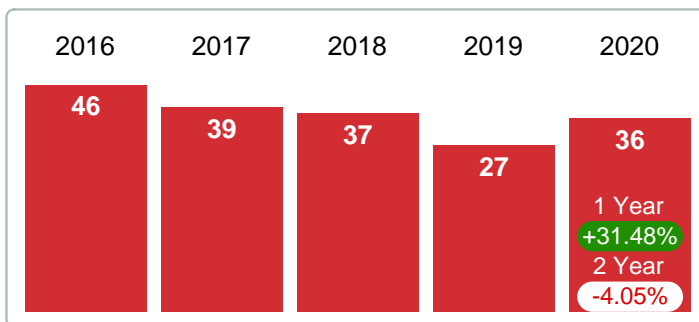
MEDIAN DAYS ON MARKET TO SALE

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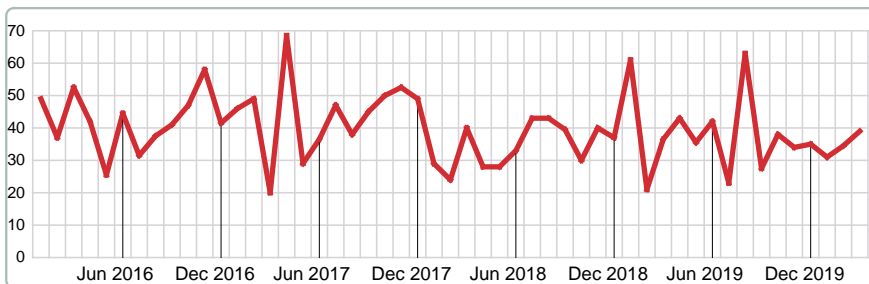
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

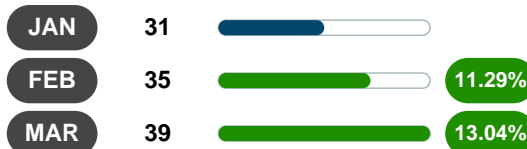


3 MONTHS

5 year MAR AVG = 38

High Apr 2017 69 Low Mar 2017 20

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



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
\$40,000 and less	9.76%	42	19	65	0	0
\$40,001 - \$60,000	9.76%	7	3	10	0	0
\$60,001 - \$90,000	19.51%	21	83	9	0	0
\$90,001 - \$130,000	21.95%	15	7	15	72	0
\$130,001 - \$170,000	14.63%	138	0	118	174	0
\$170,001 - \$240,000	12.20%	38	0	66	14	0
\$240,001 and up	12.20%	60	0	0	59	60
Median Closed DOM		39	11	39	72	60
Total Closed Units	100%	41	9	21	10	1
Total Closed Volume		5,423,542	617.90K	2.26M	2.30M	250.00K

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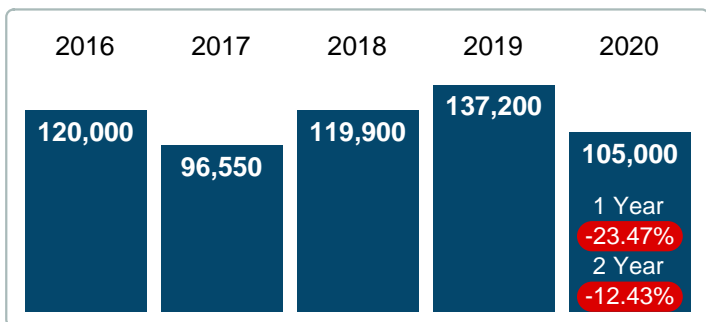
Area Delimited by County Of Cherokee - Residential Property Type



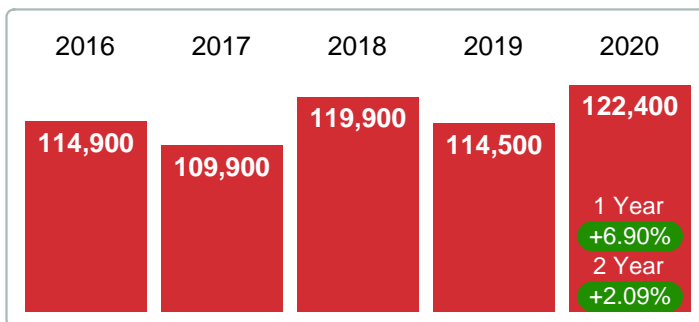
MEDIAN LIST PRICE AT CLOSING

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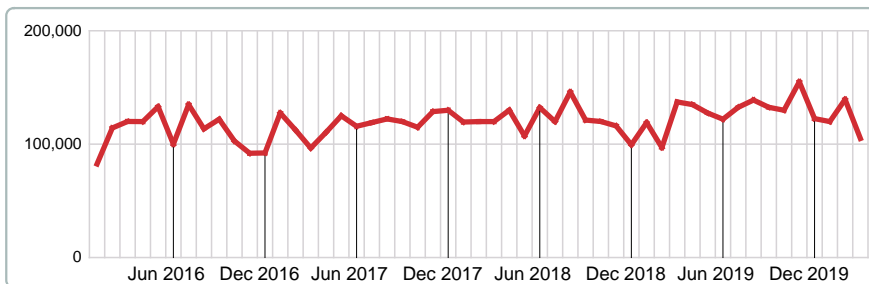
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

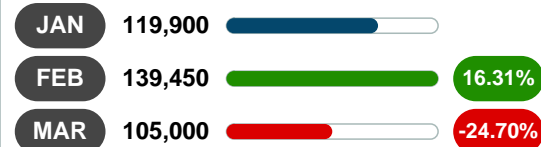


3 MONTHS

5 year MAR AVG = 115,730

High Nov 2019 155,000 Low Jan 2016 82,500

Median List Price at Closing this month at **105,000**
 below the 5 yr MAR average of **115,730**



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
\$40,000 and less	9.76%	33,450	27,500	34,900	0	0
\$40,001 - \$60,000	7.32%	52,000	52,000	0	0	0
\$60,001 - \$90,000	19.51%	75,000	75,000	75,000	0	0
\$90,001 - \$130,000	24.39%	104,950	114,950	102,450	119,250	0
\$130,001 - \$170,000	14.63%	154,884	0	154,900	147,384	0
\$170,001 - \$240,000	12.20%	198,900	0	186,700	202,900	0
\$240,001 and up	12.20%	335,000	0	0	344,875	279,900
Median List Price		105,000	72,000	100,000	202,900	279,900
Total Closed Units	100%	105,000	9	21	10	1
Total Closed Volume		5,612,342	643.40K	2.31M	2.38M	279.90K

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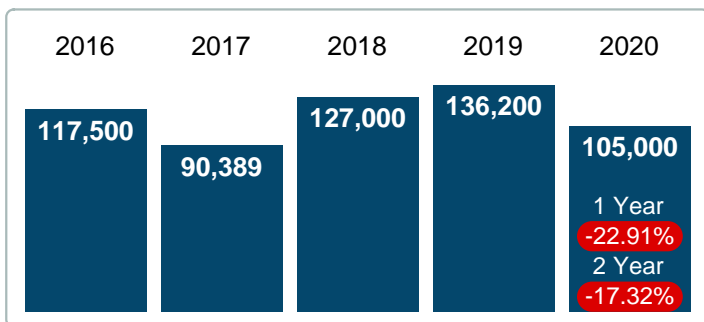
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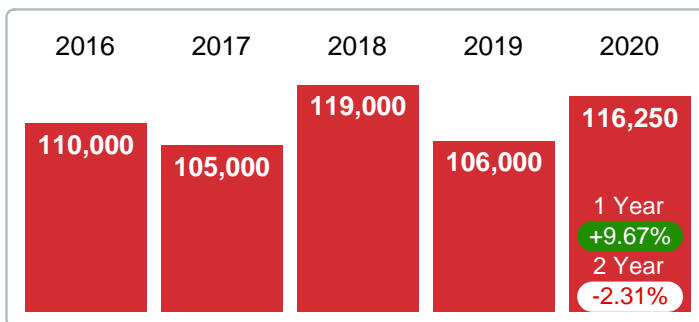
MEDIAN SOLD PRICE AT CLOSING

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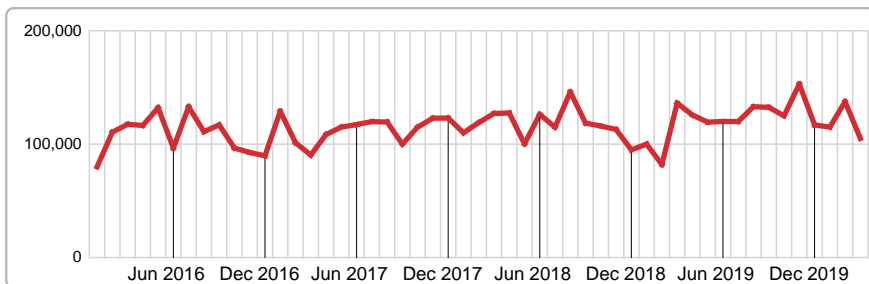
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

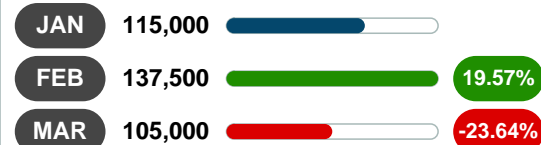


3 MONTHS

5 year MAR AVG = 115,218

High Nov 2019 153,000 Low Jan 2016 80,000

Median Sold Price at Closing this month at 105,000 below the 5 yr MAR average of 115,218



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
\$40,000 and less	9.76%	31,163	22,000	36,325	0	0
\$40,001 - \$60,000	9.76%	51,000	52,000	50,000	0	0
\$60,001 - \$90,000	19.51%	75,500	75,000	78,000	0	0
\$90,001 - \$130,000	21.95%	105,000	107,750	105,000	108,900	0
\$130,001 - \$170,000	14.63%	149,950	0	149,950	147,384	0
\$170,001 - \$240,000	12.20%	181,000	0	181,000	188,500	0
\$240,001 and up	12.20%	325,000	0	0	339,875	250,000
Median Sold Price		105,000	71,700	100,000	188,500	250,000
Total Closed Units	100%	105,000	9	21	10	1
Total Closed Volume		5,423,542	617.90K	2.26M	2.30M	250.00K

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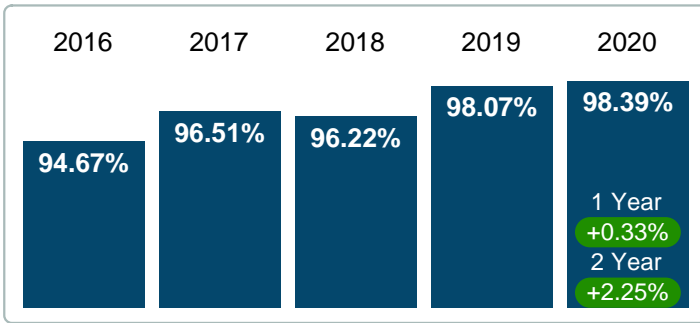
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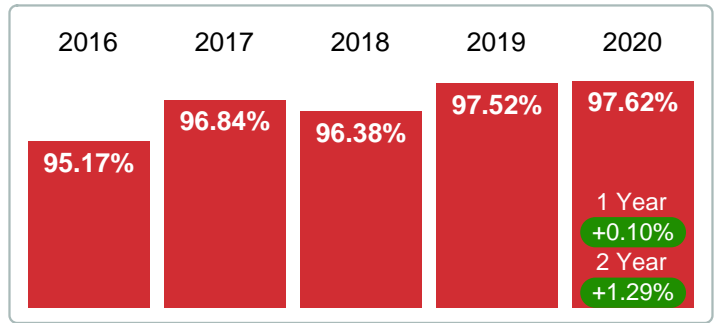
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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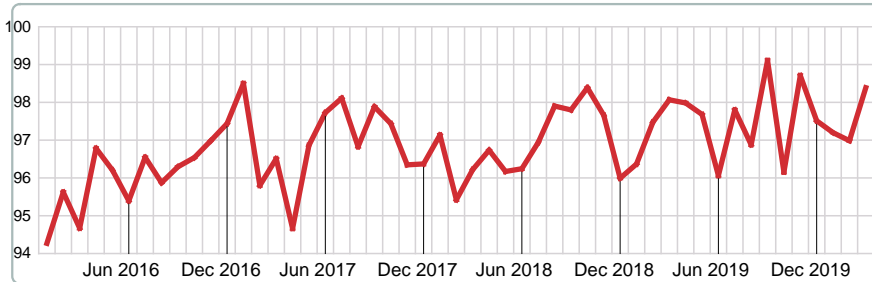
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 96.77%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **98.39%**
above the 5 yr MAR average of **96.77%**



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
\$40,000 and less	<div style="width: 4%;"></div>	9.76%	86.37%	80.00%	92.73%	0.00%	0.00%
\$40,001 - \$60,000	<div style="width: 4%;"></div>	9.76%	93.94%	100.00%	66.67%	0.00%	0.00%
\$60,001 - \$90,000	<div style="width: 8%;"></div>	19.51%	98.62%	99.58%	98.53%	0.00%	0.00%
\$90,001 - \$130,000	<div style="width: 9%;"></div>	21.95%	98.94%	93.71%	100.00%	91.09%	0.00%
\$130,001 - \$170,000	<div style="width: 6%;"></div>	14.63%	100.00%	0.00%	99.70%	100.00%	0.00%
\$170,001 - \$240,000	<div style="width: 5%;"></div>	12.20%	98.38%	0.00%	98.38%	92.78%	0.00%
\$240,001 and up	<div style="width: 5%;"></div>	12.20%	97.02%	0.00%	0.00%	97.30%	89.32%
Median Sold/List Ratio		98.39%		97.44%	98.71%	97.30%	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

March 2020



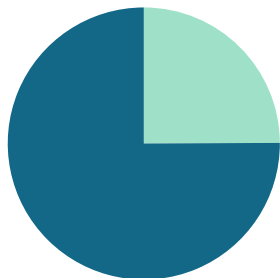
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

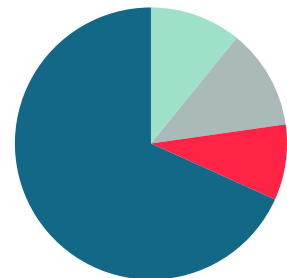


Inventory
 New Listings
84 = 24.93%
 Start Inventory
253
 Total Inventory Units
337
 Volume
\$80,150,651

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%
Median List Price	137,200	105,000	-23.47%	114,500	122,400	6.90%
Median Sale Price	136,200	105,000	-22.91%	106,000	116,250	9.67%
Median Percent of Selling Price to List Price	98.07%	98.39%	0.33%	97.52%	97.62%	0.10%
Median Days on Market to Sale	36.50	39.00	6.85%	27.00	35.50	31.48%
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

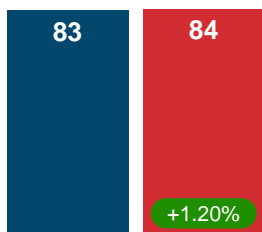
Inventory on March 31, 2020 = **258**

2019 **2020**

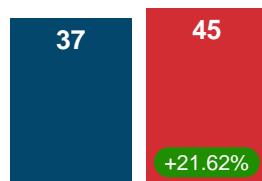
MARCH MARKET

MEDIAN PRICES

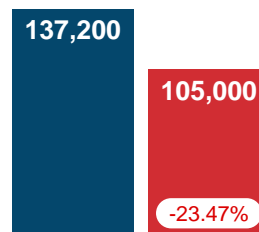
New Listings



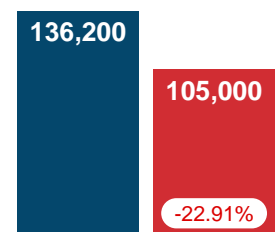
Pending Listings



List Price



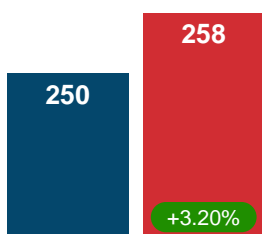
Sale Price



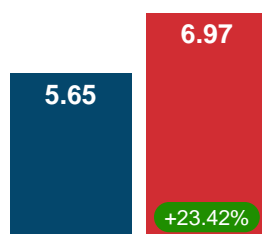
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

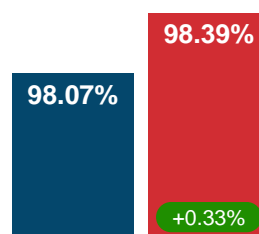
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

