

May 2020



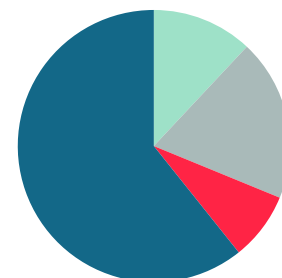
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	46	43	-6.52%
Pending Listings	45	69	53.33%
New Listings	100	78	-22.00%
Average List Price	140,763	149,207	6.00%
Average Sale Price	135,890	145,821	7.31%
Average Percent of Selling Price to List Price	95.69%	96.69%	1.04%
Average Days on Market to Sale	48.41	49.37	1.98%
End of Month Inventory	278	218	-21.58%
Months Supply of Inventory	6.69	6.04	-9.63%



■ Closed (11.98%)
■ Pending (19.22%)
■ Other OffMarket (8.08%)
■ Active (60.72%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of May 31, 2020 = **218**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **21.58%** to 218 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **6.04** 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 **7.31%** in May 2020 to \$145,821 versus the previous year at \$135,890.

Average Days on Market Lengthens

The average number of **49.37** days that homes spent on the market before selling increased by 0.96 days or **1.98%** in May 2020 compared to last year's same month at **48.41** DOM.

Sales Success for May 2020 is Positive

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

There were 78 New Listings in May 2020, down **22.00%** from last year at 100. Furthermore, there were 43 Closed Listings this month versus last year at 46, a **-6.52%** decrease.

Closed versus Listed trends yielded a **55.1%** ratio, up from previous year's, May 2019, at **46.0%**, a **19.84%** 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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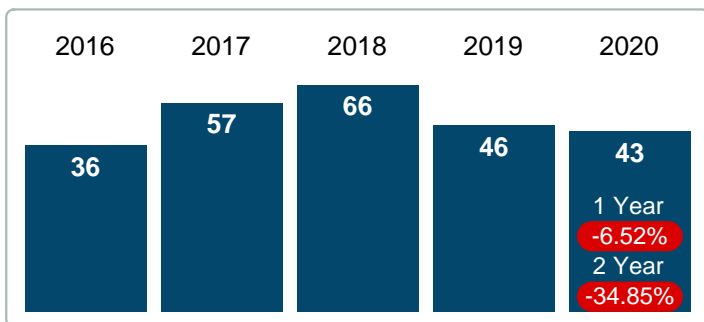
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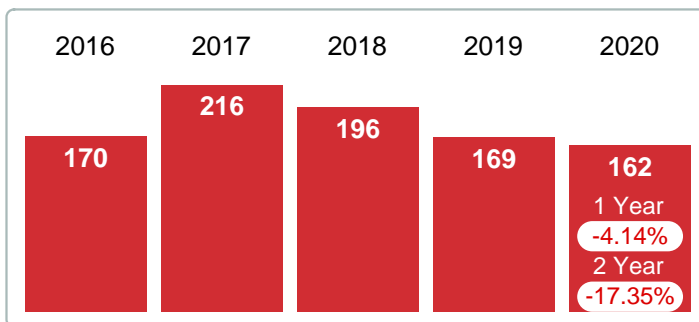
CLOSED LISTINGS

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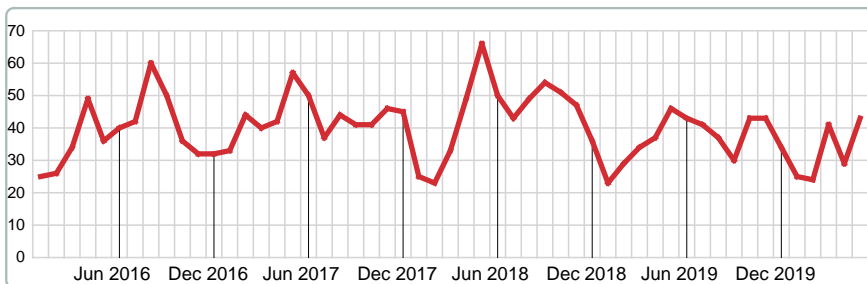
MAY



YEAR TO DATE (YTD)

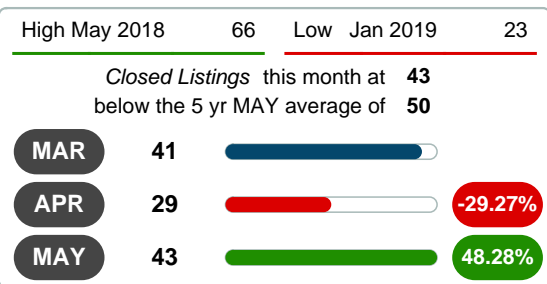


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 50



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	4	9.30%	70.3	1	3	0	0
\$50,001 - \$80,000	6	13.95%	48.2	1	3	2	0
\$80,001 - \$130,000	6	13.95%	69.2	0	5	1	0
\$130,001 - \$170,000	11	25.58%	37.5	0	10	1	0
\$170,001 - \$190,000	8	18.60%	52.6	0	5	3	0
\$190,001 - \$220,000	3	6.98%	11.3	1	1	1	0
\$220,001 and up	5	11.63%	54.2	0	1	3	1
Total Closed Units	43			3	28	11	1
Total Closed Volume	6,270,300	100%	49.4	290.50K	3.84M	1.91M	224.00K
Average Closed Price	\$145,821			\$96,833	\$137,246	\$173,900	\$224,000

May 2020



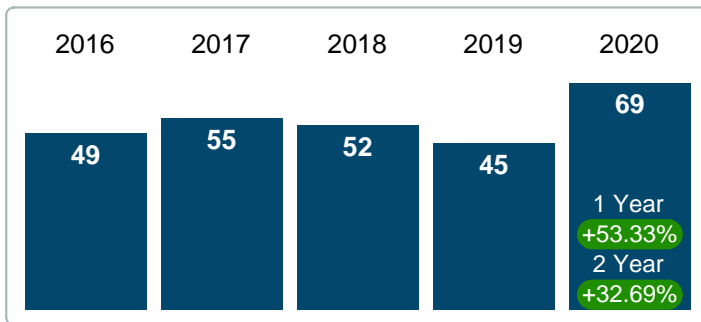
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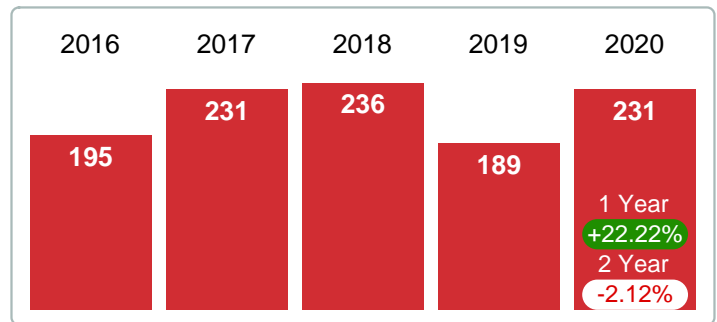
PENDING LISTINGS

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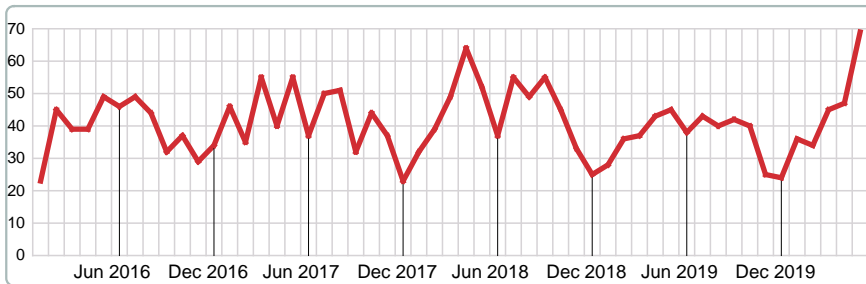
MAY



YEAR TO DATE (YTD)

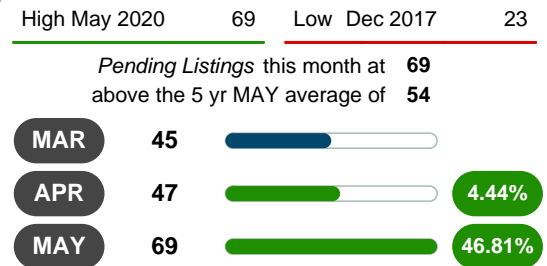


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 54



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	3	4.35%	84.3	1	2	0	0
\$50,001 - \$75,000	4	5.80%	27.0	2	1	1	0
\$75,001 - \$125,000	15	21.74%	43.5	6	8	1	0
\$125,001 - \$175,000	18	26.09%	55.8	0	16	1	1
\$175,001 - \$225,000	11	15.94%	40.4	1	8	2	0
\$225,001 - \$350,000	11	15.94%	63.2	1	5	5	0
\$350,001 and up	7	10.14%	95.9	1	1	2	3
Total Pending Units	69			12	41	12	4
Total Pending Volume	12,781,518	100%	55.5	1.62M	6.59M	2.95M	1.62M
Average Listing Price	\$185,239			\$135,217	\$160,771	\$245,708	\$404,700

May 2020



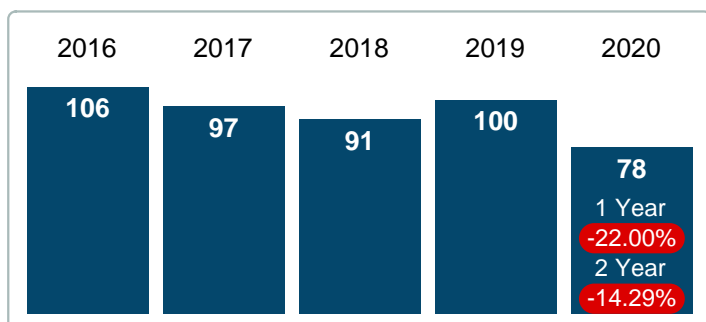
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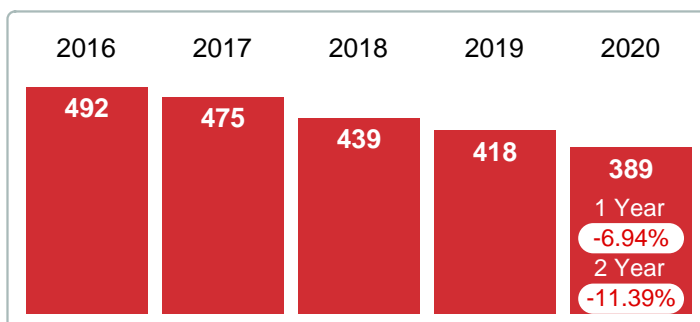
NEW LISTINGS

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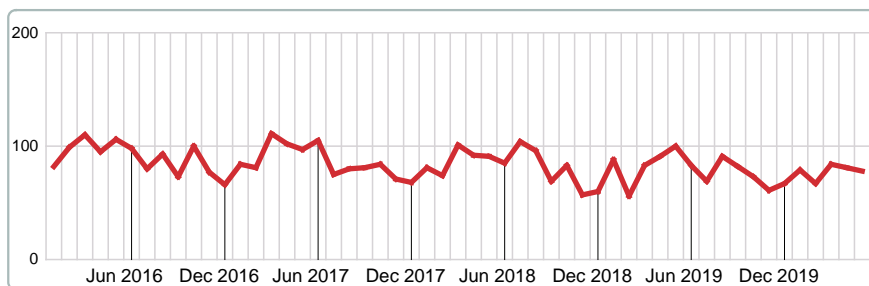
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YEAR TO DATE (YTD)

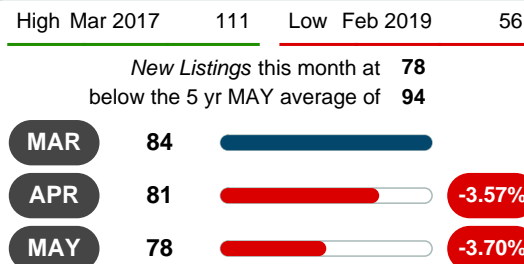


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 94



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	7	8.97%	4	3	0	0
\$75,001 - \$100,000	6	7.69%	2	3	1	0
\$100,001 - \$125,000	8	10.26%	1	7	0	0
\$125,001 - \$225,000	28	35.90%	0	23	3	2
\$225,001 - \$300,000	10	12.82%	3	3	4	0
\$300,001 - \$525,000	11	14.10%	2	3	4	2
\$525,001 and up	8	10.26%	1	2	3	2
Total New Listed Units	78		13	44	15	6
Total New Listed Volume	21,064,287	100%	2.50M	8.92M	5.12M	4.53M
Average New Listed Listing Price	\$210,175		\$192,100	\$202,745	\$341,233	\$754,617

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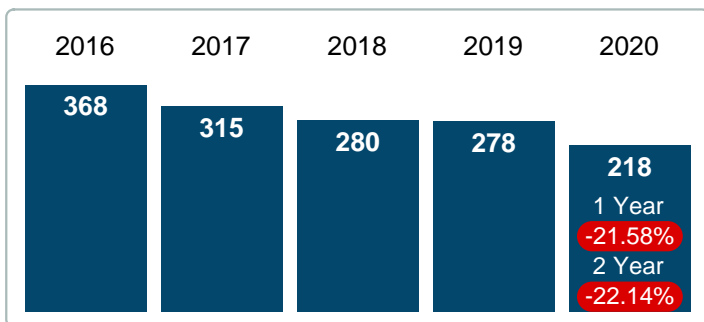
Area Delimited by County Of Cherokee - Residential Property Type



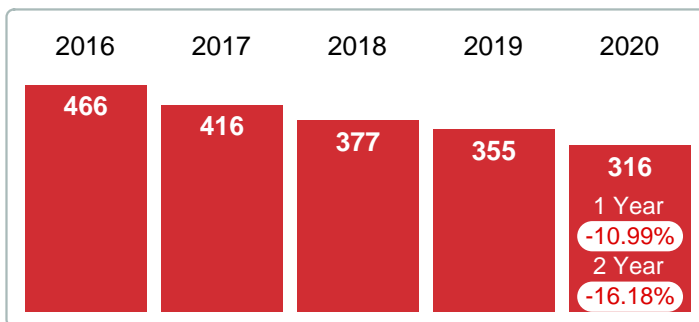
ACTIVE INVENTORY

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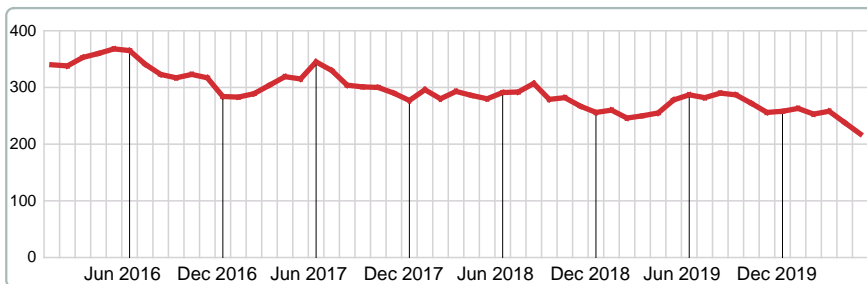
END OF MAY



ACTIVE DURING MAY

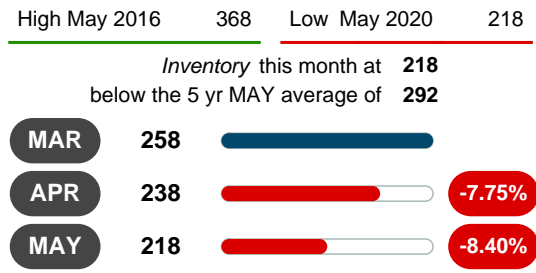


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	16	7.34%	93.2	11	3	2	0
\$50,001 - \$75,000	20	9.17%	116.8	11	9	0	0
\$75,001 - \$125,000	34	15.60%	78.1	10	18	5	1
\$125,001 - \$225,000	66	30.28%	70.5	9	43	11	3
\$225,001 - \$325,000	31	14.22%	64.3	2	15	11	3
\$325,001 - \$475,000	27	12.39%	89.0	2	12	9	4
\$475,001 and up	24	11.01%	56.3	3	10	6	5
Total Active Inventory by Units	218			48	110	44	16
Total Active Inventory by Volume	54,712,366	100%	77.4	6.67M	25.39M	13.90M	8.75M
Average Active Inventory Listing Price	\$250,974			\$138,984	\$230,805	\$315,963	\$546,887

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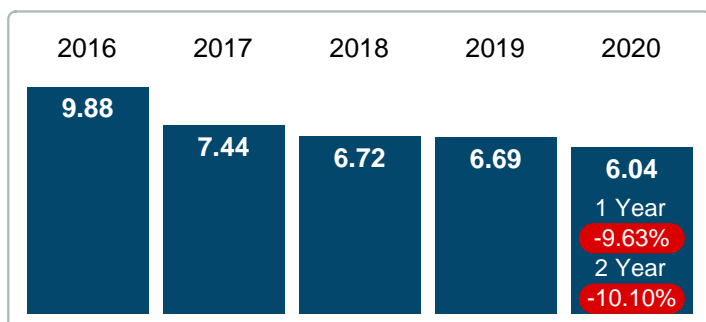
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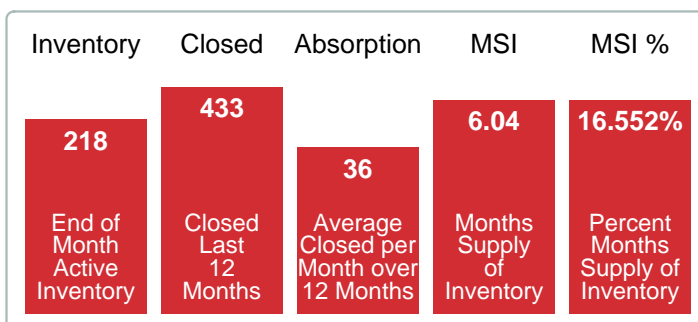
MONTHS SUPPLY of INVENTORY (MSI)

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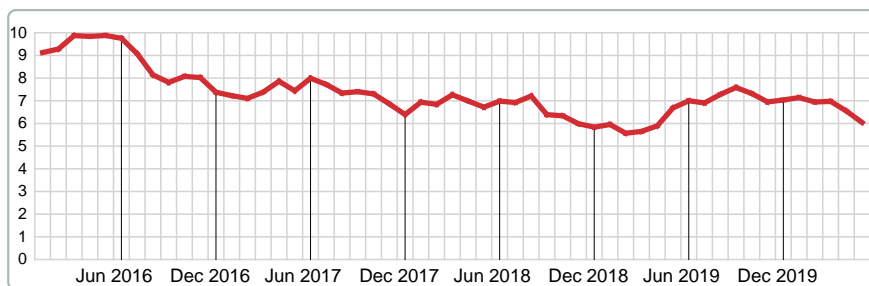
MSI FOR MAY



INDICATORS FOR MAY 2020

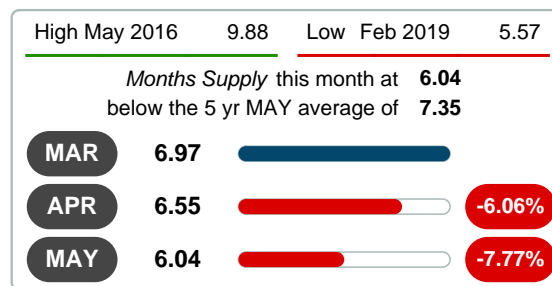


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.35



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	7.34%	3.62	5.50	1.44	6.00	0.00
\$50,001 - \$75,000	9.17%	5.58	7.76	5.40	0.00	0.00
\$75,001 - \$125,000	15.60%	3.55	5.22	2.70	5.00	0.00
\$125,001 - \$225,000	30.28%	4.89	10.80	4.30	5.28	5.14
\$225,001 - \$325,000	14.22%	8.65	24.00	10.00	6.95	7.20
\$325,001 - \$475,000	12.39%	23.14	24.00	24.00	36.00	12.00
\$475,001 and up	11.01%	96.00	0.00	120.00	72.00	60.00
Market Supply of Inventory (MSI)		6.04	7.58	4.89	7.65	10.67
Total Active Inventory by Units		218	48	110	44	16

May 2020



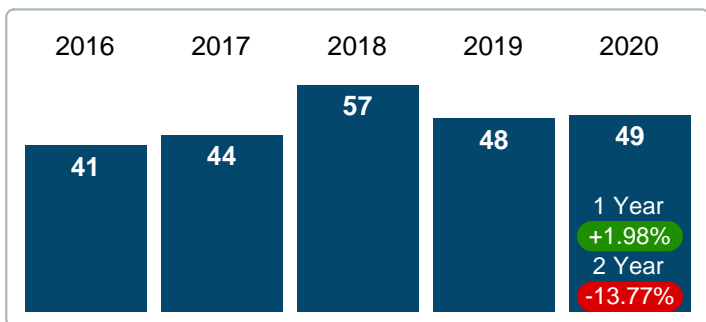
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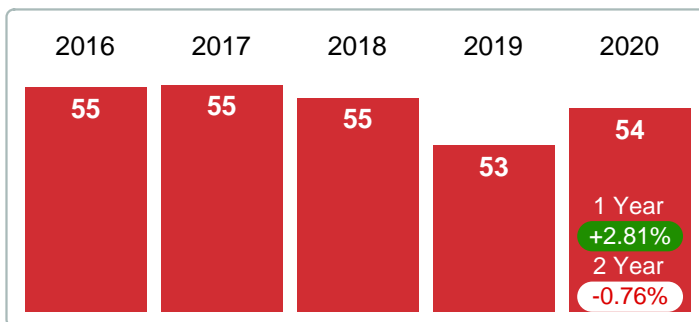
AVERAGE DAYS ON MARKET TO SALE

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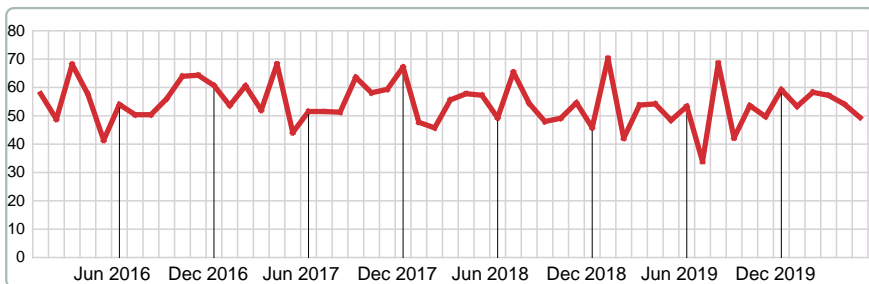
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

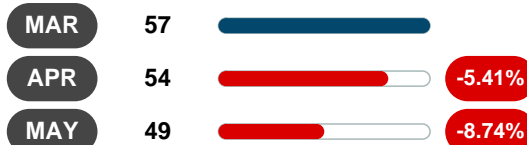


3 MONTHS

5 year MAY AVG = 48

High Jan 2019 70 Low Jul 2019 34

Average Days on Market to Sale this month at 49 above the 5 yr MAY average of 48



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	9.30%	70	2	93	0	0
\$50,001 - \$80,000	13.95%	48	8	74	29	0
\$80,001 - \$130,000	13.95%	69	0	72	55	0
\$130,001 - \$170,000	25.58%	37	0	41	1	0
\$170,001 - \$190,000	18.60%	53	0	54	51	0
\$190,001 - \$220,000	6.98%	11	3	30	1	0
\$220,001 and up	11.63%	54	0	4	75	41
Average Closed DOM		49	4	56	45	41
Total Closed Units	100%	43	3	28	11	1
Total Closed Volume		6,270,300	290.50K	3.84M	1.91M	224.00K

May 2020



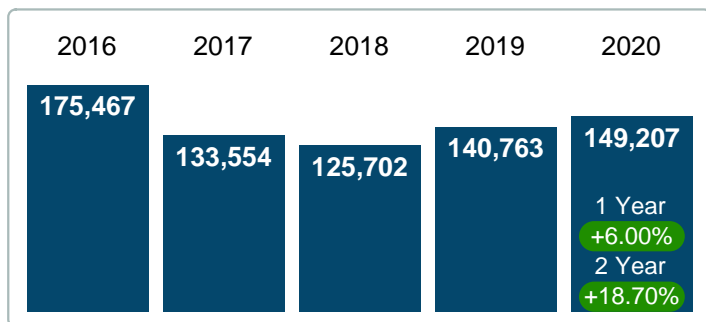
Area Delimited by County Of Cherokee - Residential Property Type



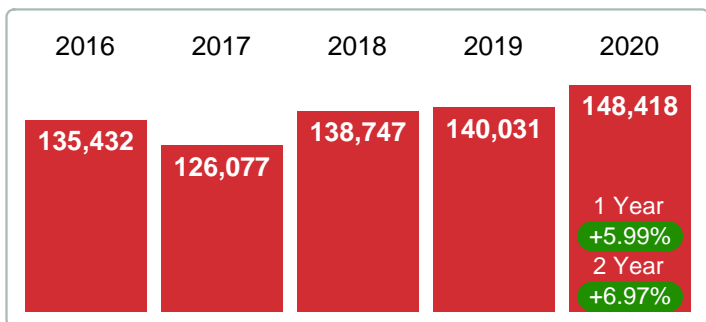
AVERAGE LIST PRICE AT CLOSING

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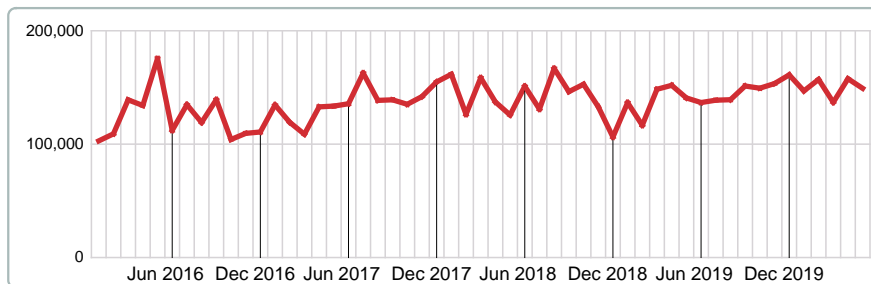
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 144,939

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

Average List Price at Closing this month at **149,207**
 above the 5 yr MAY average of **144,939**

MAR	136,886	
APR	157,676	+15.19%
MAY	149,207	-5.37%

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	9.30%	35,350	16,500	41,633	0	0
\$50,001 - \$80,000	11.63%	71,460	79,000	82,967	59,200	0
\$80,001 - \$130,000	16.28%	114,386	0	117,700	123,200	0
\$130,001 - \$170,000	23.26%	154,970	0	157,470	149,900	0
\$170,001 - \$190,000	16.28%	180,857	0	185,840	185,600	0
\$190,001 - \$220,000	11.63%	199,860	200,000	194,900	209,500	0
\$220,001 and up	11.63%	260,300	0	269,900	269,033	224,500
Average List Price		149,207	98,500	140,393	178,627	224,500
Total Closed Units	100%	149,207	3	28	11	1
Total Closed Volume		6,415,900	295.50K	3.93M	1.96M	224.50K

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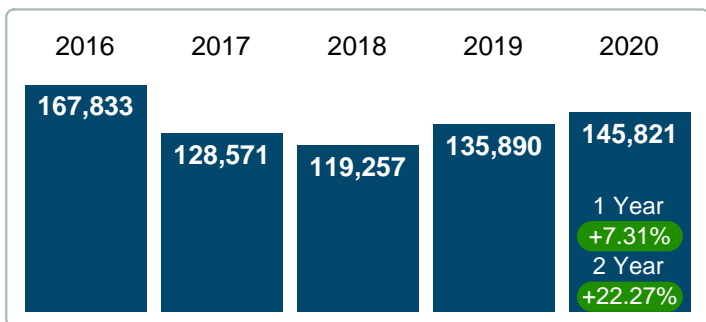
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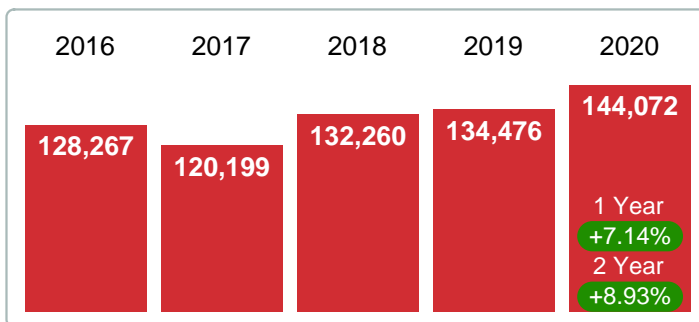
AVERAGE SOLD PRICE AT CLOSING

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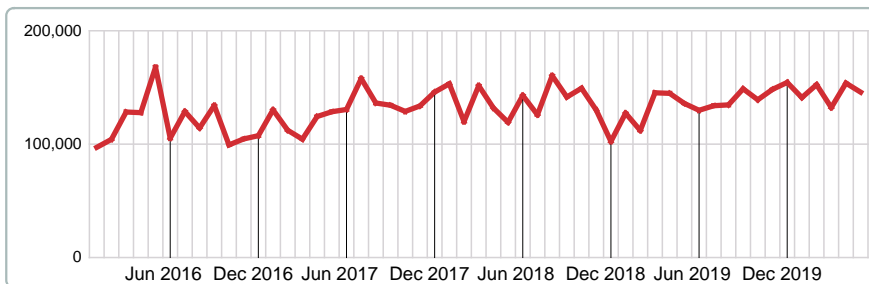
MAY



YEAR TO DATE (YTD)

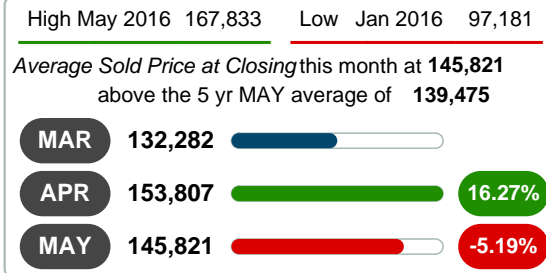


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 139,475



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	9.30%	31,125	16,500	36,000	0	0
\$50,001 - \$80,000	13.95%	68,667	76,000	76,667	53,000	0
\$80,001 - \$130,000	13.95%	113,308	0	111,330	123,200	0
\$130,001 - \$170,000	25.58%	156,086	0	157,195	145,000	0
\$170,001 - \$190,000	18.60%	182,288	0	183,580	180,133	0
\$190,001 - \$220,000	6.98%	200,800	198,000	194,900	209,500	0
\$220,001 and up	11.63%	255,260	0	263,500	262,933	224,000
Average Sold Price		145,821	96,833	137,246	173,900	224,000
Total Closed Units	100%	145,821	3	28	11	1
Total Closed Volume		6,270,300	290.50K	3.84M	1.91M	224.00K

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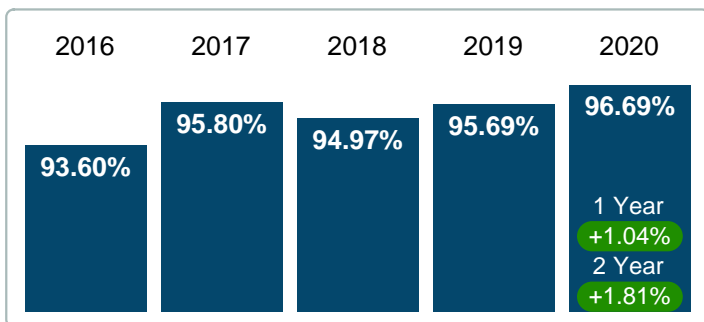
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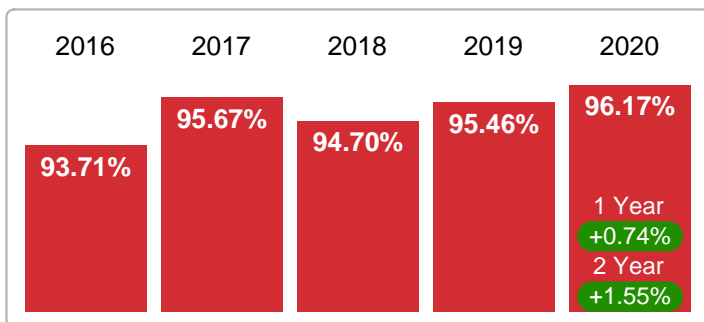
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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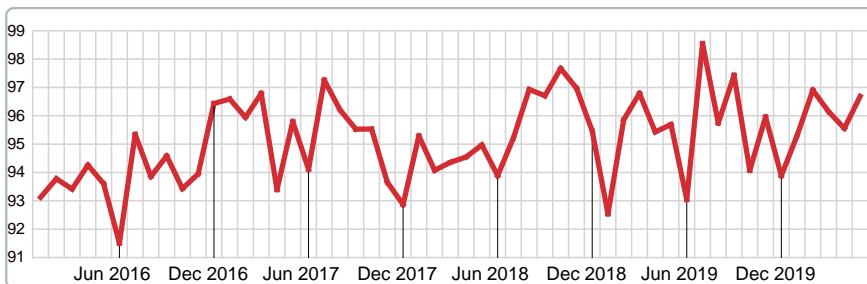
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

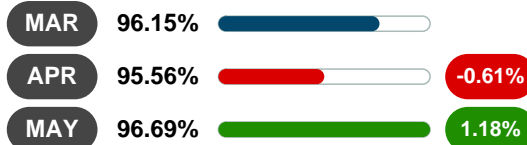


3 MONTHS

5 year MAY AVG = 95.35%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **96.69%** above the 5 yr MAY average of **95.35%**



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	4	9.30%	89.42%	100.00%	85.89%	0.00%	0.00%
\$50,001 - \$80,000	6	13.95%	92.35%	96.20%	92.71%	89.88%	0.00%
\$80,001 - \$130,000	6	13.95%	95.79%	0.00%	94.95%	100.00%	0.00%
\$130,001 - \$170,000	11	25.58%	99.55%	0.00%	99.83%	96.73%	0.00%
\$170,001 - \$190,000	8	18.60%	98.21%	0.00%	98.86%	97.13%	0.00%
\$190,001 - \$220,000	3	6.98%	99.67%	99.00%	100.00%	100.00%	0.00%
\$220,001 and up	5	11.63%	98.26%	0.00%	97.63%	97.97%	99.78%
Average Sold/List Ratio		96.70%		98.40%	96.45%	96.52%	99.78%
Total Closed Units		43	100%	3	28	11	1
Total Closed Volume		6,270,300		290.50K	3.84M	1.91M	224.00K

May 2020



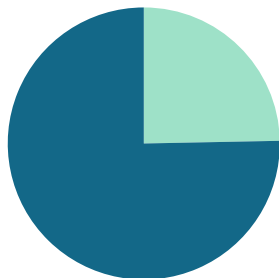
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

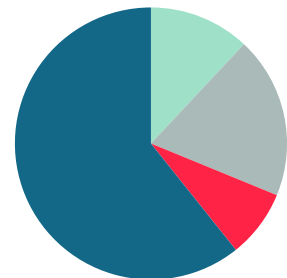


Inventory
 New Listings
78 = 24.68%
 Start Inventory
238
 Total Inventory Units
316
 Volume
\$76,941,383

Market Activity

Closed Sales
43 = 11.98%
 Pending Sales
69 = 19.22%
 Other Off Market
29 = 8.08%
 Active Inventory
218 = 60.72%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	46	43	-6.52%	169	162	-4.14%
Pending Sales	45	69	53.33%	189	231	22.22%
New Listings	100	78	-22.00%	418	389	-6.94%
Average List Price	140,763	149,207	6.00%	140,031	148,418	5.99%
Average Sale Price	135,890	145,821	7.31%	134,476	144,072	7.14%
Average Percent of Selling Price to List Price	95.69%	96.69%	1.04%	95.46%	96.17%	0.74%
Average Days on Market to Sale	48.41	49.37	1.98%	52.65	54.13	2.81%
Monthly Inventory	278	218	-21.58%	278	218	-21.58%
Months Supply of Inventory	6.69	6.04	-9.63%	6.69	6.04	-9.63%

Absorption: Last 12 months, an Average of **36** Sales/Month

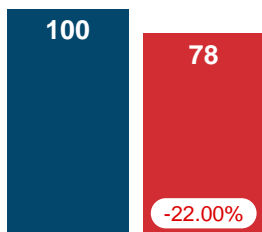
Inventory on May 31, 2020 = **218**

2019 **2020**

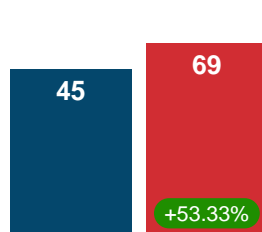
MAY MARKET

AVERAGE PRICES

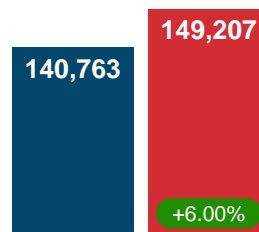
New Listings



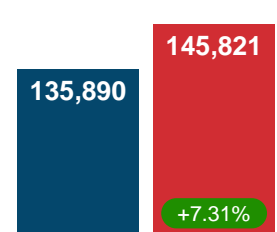
Pending Listings



List Price



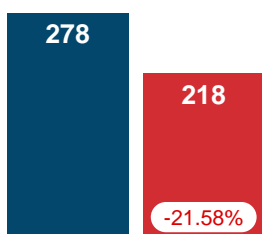
Sale Price



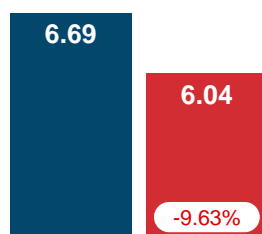
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

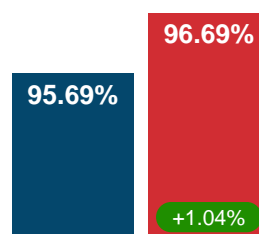
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

