

# May 2020



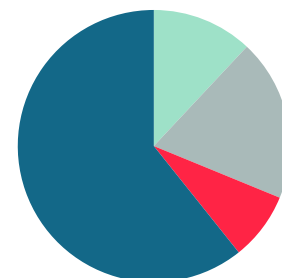
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	127,450	158,900	24.68%
Median Sale Price	119,400	159,900	33.92%
Median Percent of Selling Price to List Price	97.68%	98.52%	0.86%
Median Days on Market to Sale	35.50	31.00	-12.68%
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.

#### 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 **33.92%** in May 2020 to \$159,900 versus the previous year at \$119,400.

#### Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 4.50 days or **12.68%** in May 2020 compared to last year's same month at **35.50** DOM.

#### Sales Success for May 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 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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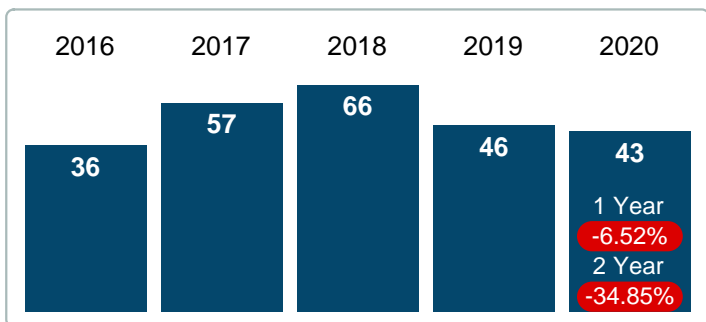
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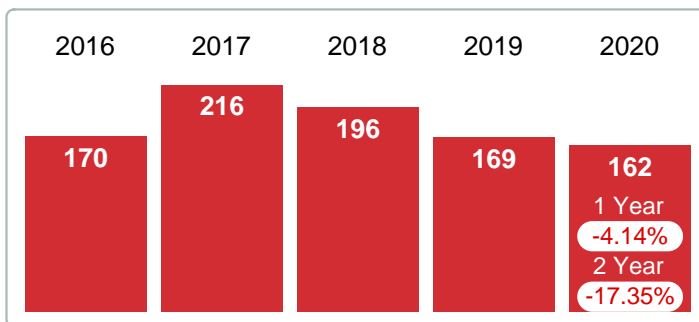
## CLOSED LISTINGS

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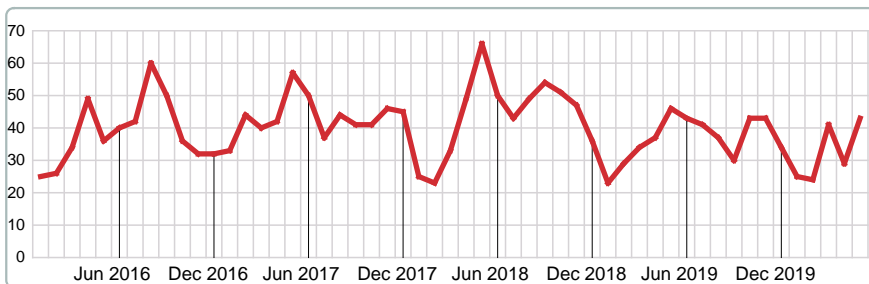
### MAY



### YEAR TO DATE (YTD)

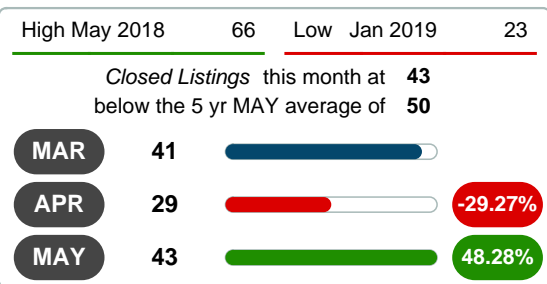


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.30%	51.0	1	3	0	0
\$50,001 - \$75,000	4	9.30%	46.0	0	2	2	0
\$75,001 - \$125,000	8	18.60%	26.0	1	6	1	0
\$125,001 - \$150,000	4	9.30%	9.0	0	3	1	0
\$150,001 - \$175,000	8	18.60%	35.0	0	7	1	0
\$175,001 - \$200,000	9	20.93%	30.0	1	6	2	0
\$200,001 and up	6	13.95%	24.0	0	1	4	1
<b>Total Closed Units</b>	<b>43</b>			<b>3</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,270,300</b>	<b>100%</b>	<b>31.0</b>	<b>290.50K</b>	<b>3.84M</b>	<b>1.91M</b>	<b>224.00K</b>
<b>Median Closed Price</b>	<b>\$159,900</b>			<b>\$76,000</b>	<b>\$153,475</b>	<b>\$179,900</b>	<b>\$224,000</b>

# May 2020



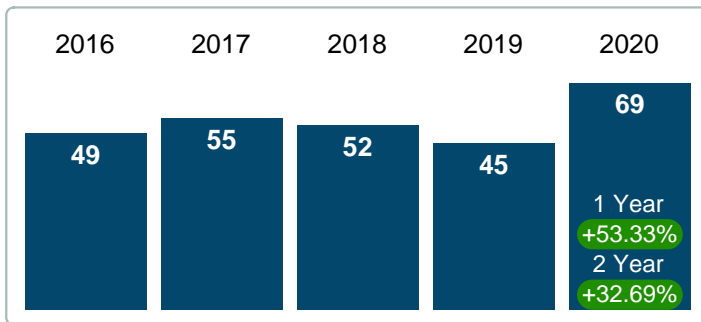
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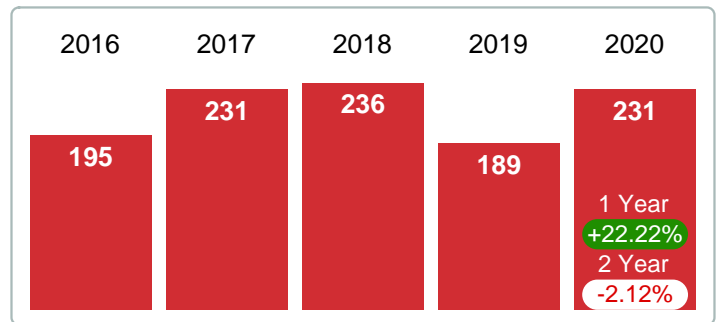
## PENDING LISTINGS

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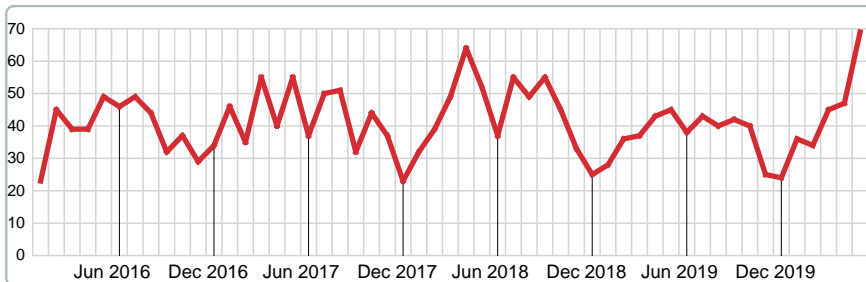
### MAY



### YEAR TO DATE (YTD)

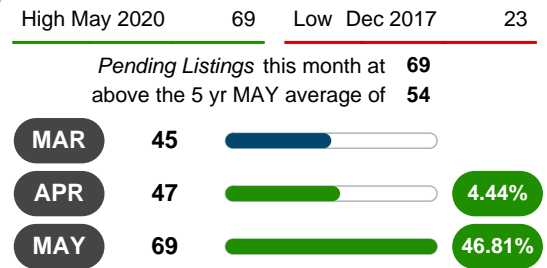


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 54



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.35%	43.0	1	2	0	0
\$50,001 - \$75,000	4	5.80%	30.5	2	1	1	0
\$75,001 - \$125,000	15	21.74%	40.0	6	8	1	0
\$125,001 - \$175,000	18	26.09%	46.0	0	16	1	1
\$175,001 - \$225,000	11	15.94%	19.0	1	8	2	0
\$225,001 - \$350,000	11	15.94%	33.0	1	5	5	0
\$350,001 and up	7	10.14%	97.0	1	1	2	3
<b>Total Pending Units</b>	<b>69</b>			<b>12</b>	<b>41</b>	<b>12</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>12,781,518</b>	<b>100%</b>	<b>40.0</b>	<b>1.62M</b>	<b>6.59M</b>	<b>2.95M</b>	<b>1.62M</b>
<b>Median Listing Price</b>	<b>\$156,900</b>			<b>\$93,950</b>	<b>\$155,000</b>	<b>\$234,750</b>	<b>\$379,450</b>

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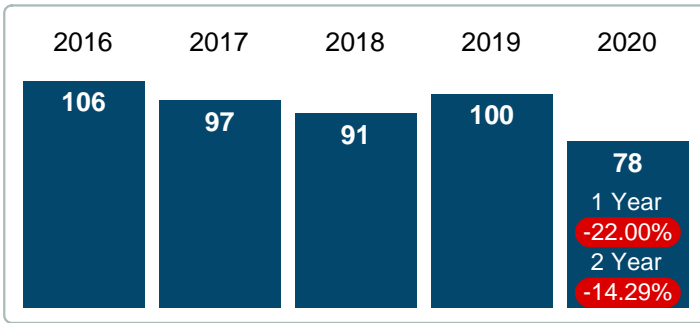
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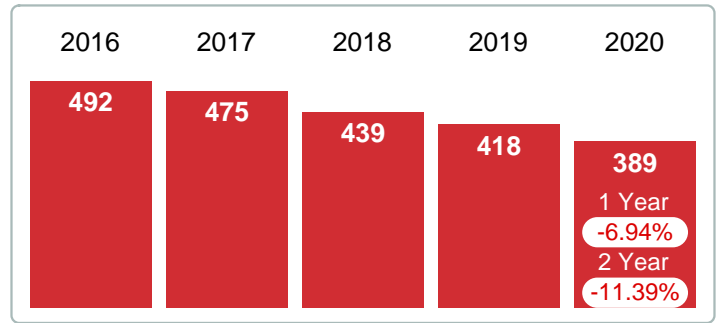
## NEW LISTINGS

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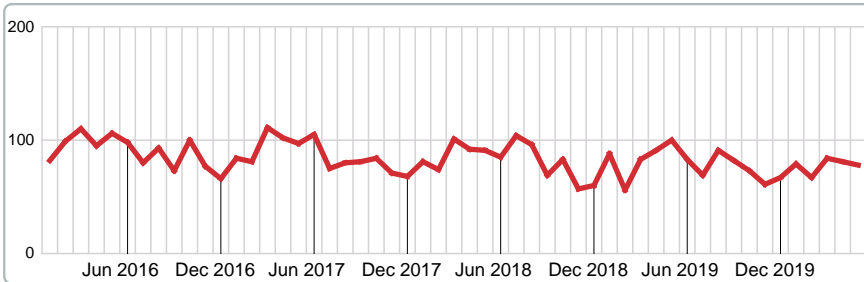
### MAY



### YEAR TO DATE (YTD)

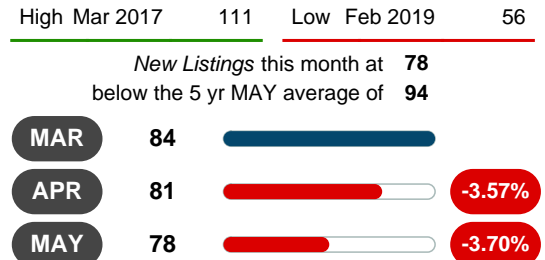


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>78</b>		<b>13</b>	<b>44</b>	<b>15</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>21,064,287</b>	<b>100%</b>	<b>2.50M</b>	<b>8.92M</b>	<b>5.12M</b>	<b>4.53M</b>
<b>Median New Listed Listing Price</b>	<b>\$189,850</b>		<b>\$105,000</b>	<b>\$174,900</b>	<b>\$289,900</b>	<b>\$316,450</b>

# May 2020



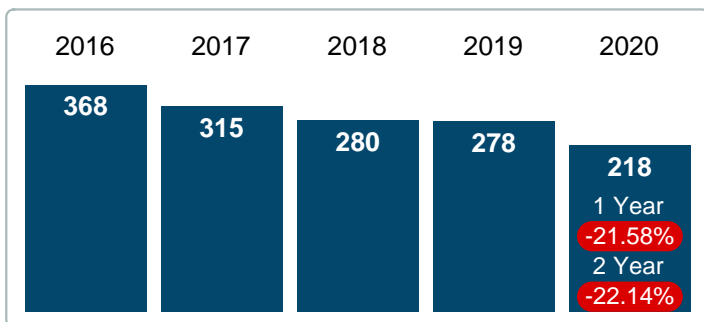
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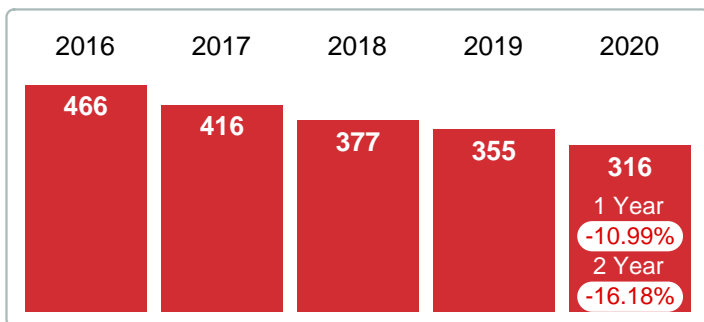
## ACTIVE INVENTORY

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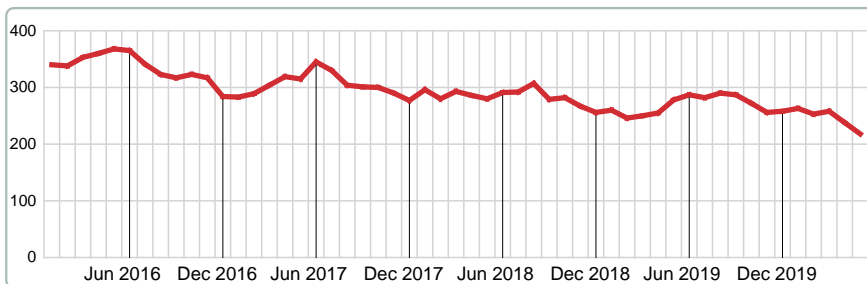
### END OF MAY



### ACTIVE DURING MAY

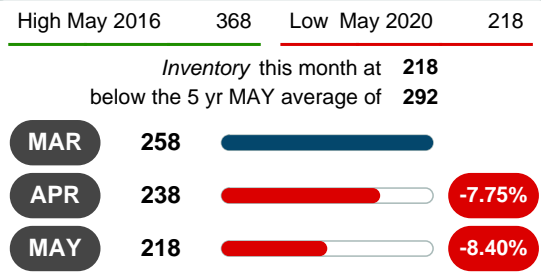


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 292



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	7.34%	106.0	11	3	2	0
\$50,001 - \$75,000	20	9.17%	134.0	11	9	0	0
\$75,001 - \$125,000	34	15.60%	58.5	10	18	5	1
\$125,001 - \$225,000	66	30.28%	60.0	9	43	11	3
\$225,001 - \$325,000	31	14.22%	61.0	2	15	11	3
\$325,001 - \$475,000	27	12.39%	92.0	2	12	9	4
\$475,001 and up	24	11.01%	54.5	3	10	6	5
<b>Total Active Inventory by Units</b>	<b>218</b>			<b>48</b>	<b>110</b>	<b>44</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>54,712,366</b>	<b>100%</b>	<b>75.0</b>	<b>6.67M</b>	<b>25.39M</b>	<b>13.90M</b>	<b>8.75M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$188,944</b>			<b>\$78,950</b>	<b>\$186,450</b>	<b>\$256,450</b>	<b>\$346,000</b>

# May 2020



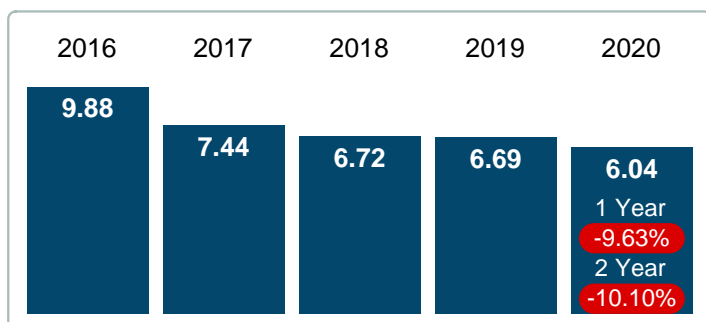
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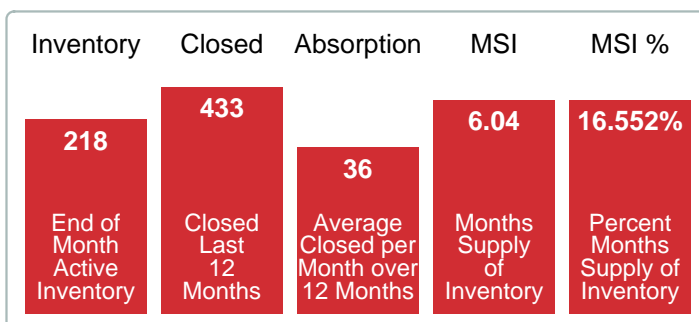
## MONTHS SUPPLY of INVENTORY (MSI)

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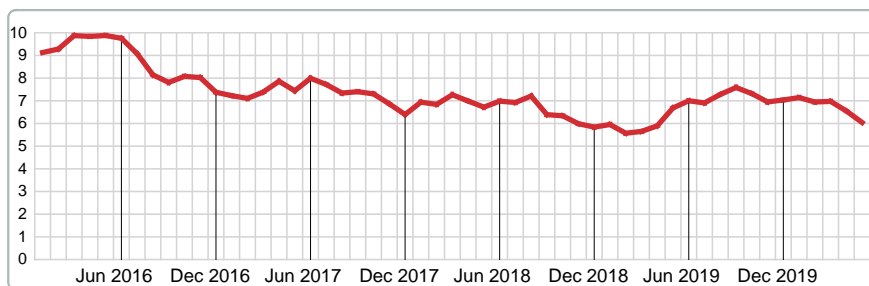
### MSI FOR MAY



### INDICATORS FOR MAY 2020

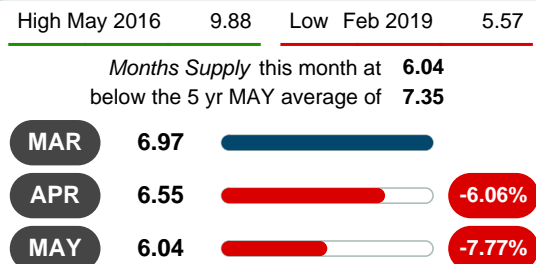


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



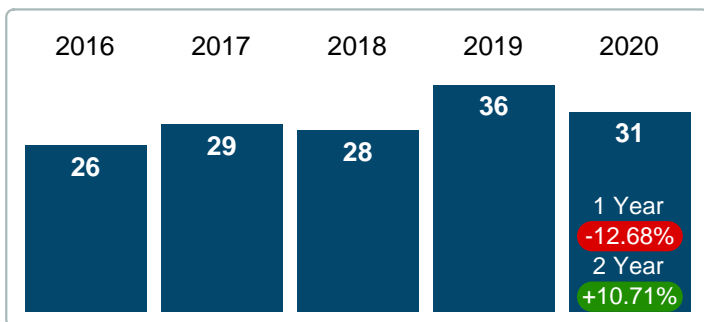
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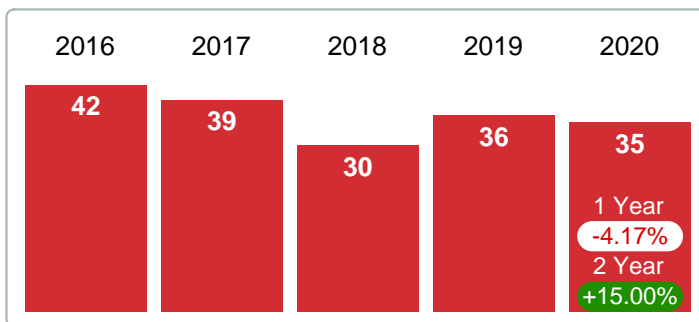
## MEDIAN DAYS ON MARKET TO SALE

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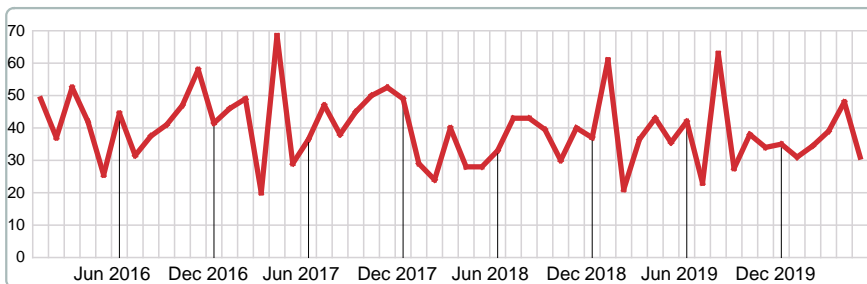
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

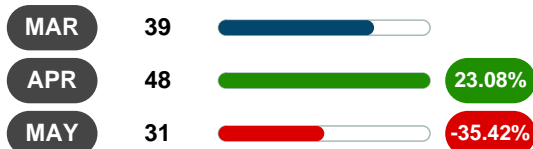


### 3 MONTHS

5 year MAY AVG = 30

High Apr 2017 69 Low Mar 2017 20

Median Days on Market to Sale this month at 31 above the 5 yr MAY average of 30



### 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	9.30%	51	2	67	0	0
\$50,001 - \$75,000	9.30%	46	0	111	29	0
\$75,001 - \$125,000	18.60%	26	8	26	55	0
\$125,001 - \$150,000	9.30%	9	0	14	1	0
\$150,001 - \$175,000	18.60%	35	0	31	39	0
\$175,001 - \$200,000	20.93%	30	3	48	57	0
\$200,001 and up	13.95%	24	0	4	31	41
<b>Median Closed DOM</b>		<b>31</b>	<b>3</b>	<b>33</b>	<b>34</b>	<b>41</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31.0</b>	<b>3</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,270,300</b>	<b>290.50K</b>	<b>3.84M</b>	<b>1.91M</b>	<b>224.00K</b>



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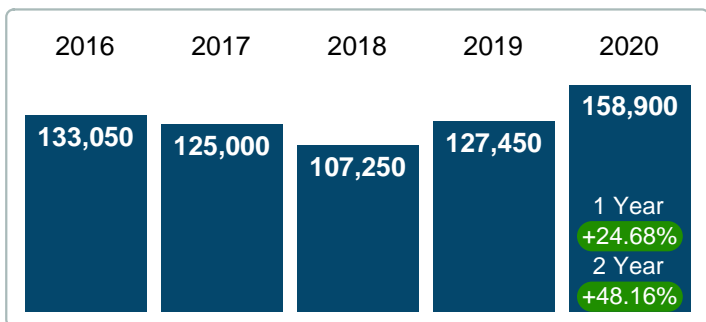
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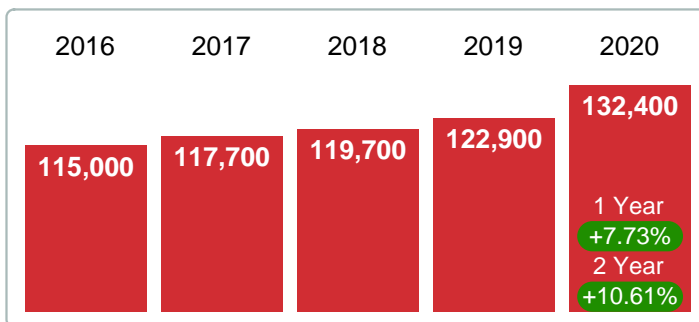
## MEDIAN LIST PRICE AT CLOSING

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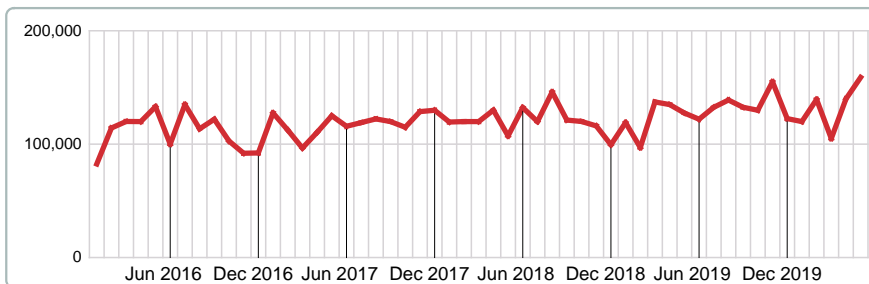
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 130,330

High May 2020 158,900 Low Jan 2016 82,500  
 Median List Price at Closing this month at **158,900**  
 above the 5 yr MAY average of **130,330**

MAR	105,000	<div style="width: 40%;"></div>
APR	139,900	<div style="width: 80%;"></div> 33.24%
MAY	158,900	<div style="width: 100%;"></div> 13.58%

### 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	4	37,500	16,500	40,000	0	0
\$50,001 - \$75,000	2	59,200	0	0	59,200	0
\$75,001 - \$125,000	9	109,900	79,000	109,900	123,200	0
\$125,001 - \$150,000	4	137,350	0	135,000	149,900	0
\$150,001 - \$175,000	8	159,900	0	159,900	0	0
\$175,001 - \$200,000	10	185,900	200,000	185,900	179,900	0
\$200,001 and up	6	241,400	0	269,900	241,400	224,500
<b>Median List Price</b>		<b>158,900</b>	<b>79,000</b>	<b>155,500</b>	<b>179,900</b>	<b>224,500</b>
<b>Total Closed Units</b>		<b>43</b>	<b>3</b>	<b>28</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,415,900</b>	<b>295.50K</b>	<b>3.93M</b>	<b>1.96M</b>	<b>224.50K</b>



# May 2020



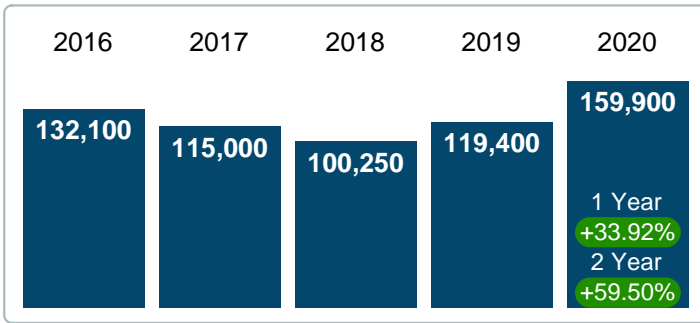
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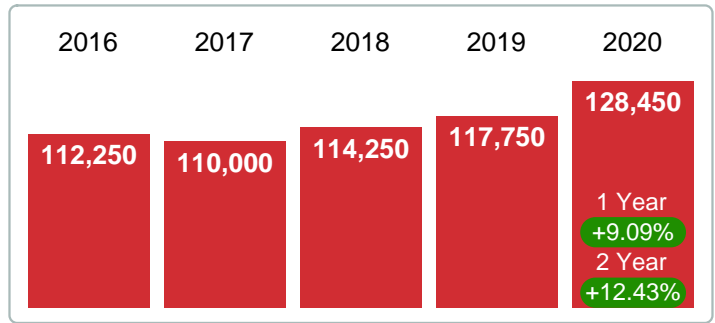
## MEDIAN SOLD PRICE AT CLOSING

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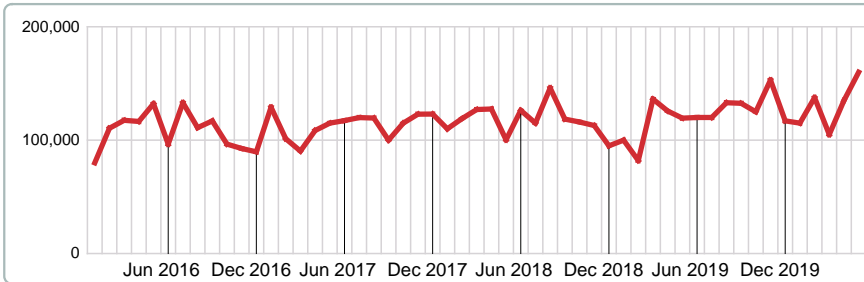
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

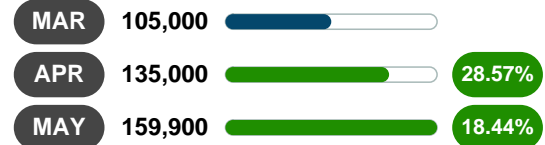


### 3 MONTHS

5 year MAY AVG = 125,330

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

Median Sold Price at Closing this month at **159,900** above the 5 yr MAY average of **125,330**



### 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	9.30%	31,500	16,500	35,000	0	0
\$50,001 - \$75,000	9.30%	64,500	0	75,000	53,000	0
\$75,001 - \$125,000	18.60%	109,325	76,000	109,325	123,200	0
\$125,001 - \$150,000	9.30%	142,350	0	139,700	145,000	0
\$150,001 - \$175,000	18.60%	165,500	0	165,000	170,500	0
\$175,001 - \$200,000	20.93%	183,900	198,000	183,200	184,950	0
\$200,001 and up	13.95%	239,450	0	263,500	239,450	224,000
Median Sold Price		159,900	76,000	153,475	179,900	224,000
Total Closed Units	100%	43	3	28	11	1
Total Closed Volume		6,270,300	290.50K	3.84M	1.91M	224.00K

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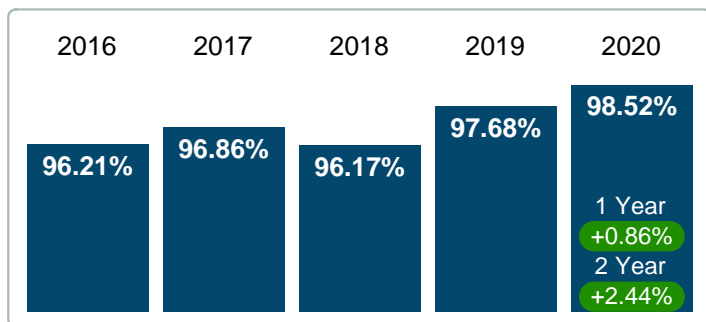
Area Delimited by County Of Cherokee - Residential Property Type



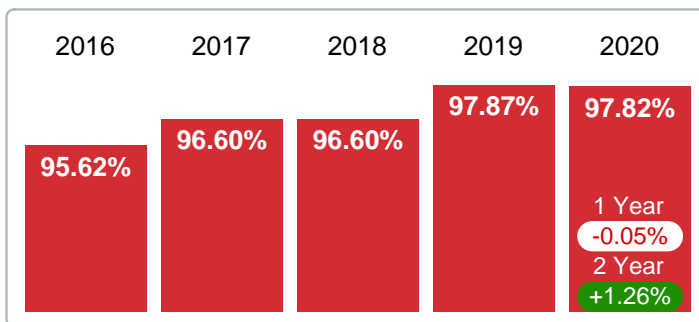
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

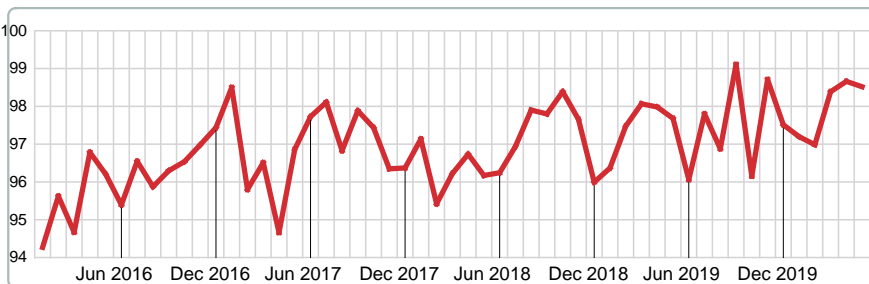
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 97.09%

High Sep 2019 99.11% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **98.52%**  
above the 5 yr MAY average of **97.09%**

MAR	98.39%	<div style="width: 80%;"></div>
APR	98.66%	<div style="width: 90%;"></div> 0.28%
MAY	98.52%	<div style="width: 85%;"></div> -0.14%

### 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	<div style="width: 4%;"></div> 4	9.30%	88.84%	100.00%	87.50%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 4%;"></div> 4	9.30%	89.45%	0.00%	89.07%	89.88%	0.00%	
\$75,001 - \$125,000	<div style="width: 8%;"></div> 8	18.60%	98.27%	96.20%	98.27%	100.00%	0.00%	
\$125,001 - \$150,000	<div style="width: 4%;"></div> 4	9.30%	97.65%	0.00%	98.52%	96.73%	0.00%	
\$150,001 - \$175,000	<div style="width: 8%;"></div> 8	18.60%	99.88%	0.00%	100.00%	96.33%	0.00%	
\$175,001 - \$200,000	<div style="width: 9%;"></div> 9	20.93%	100.00%	99.00%	100.00%	97.52%	0.00%	
\$200,001 and up	<div style="width: 6%;"></div> 6	13.95%	98.70%	0.00%	97.63%	97.94%	99.78%	
Median Sold/List Ratio		98.52%		99.00%	98.74%	96.33%	99.78%	
Total Closed Units		43	100%	98.52%	3	28	11	1
Total Closed Volume		6,270,300			290.50K	3.84M	1.91M	224.00K

# May 2020



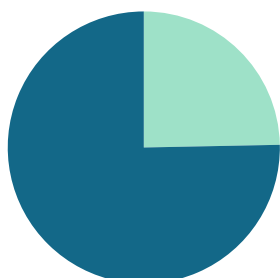
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

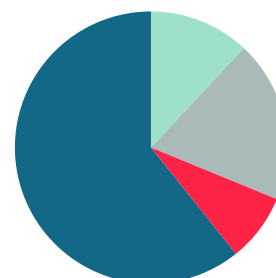


**Inventory**  
 New Listings  
**78 = 24.68%**  
 Start Inventory  
**238**  
 Total Inventory Units  
**316**  
 Volume  
**\$76,941,383**

### 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%
Median List Price	127,450	158,900	24.68%	122,900	132,400	7.73%
Median Sale Price	119,400	159,900	33.92%	117,750	128,450	9.09%
Median Percent of Selling Price to List Price	97.68%	98.52%	0.86%	97.87%	97.82%	-0.05%
Median Days on Market to Sale	35.50	31.00	-12.68%	36.00	34.50	-4.17%
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

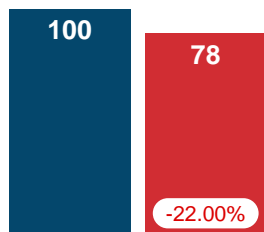
**Inventory** on May 31, 2020 = **218**

**2019** **2020**

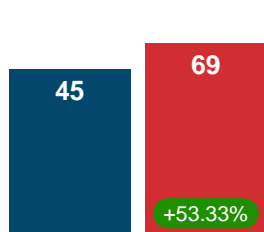
### MAY MARKET

### MEDIAN PRICES

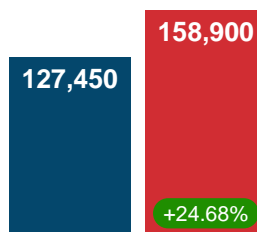
#### New Listings



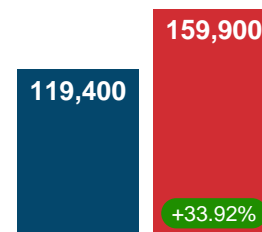
#### Pending Listings



#### List Price



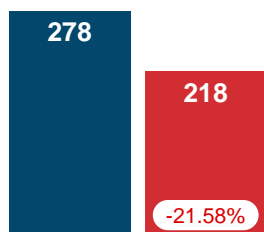
#### Sale Price



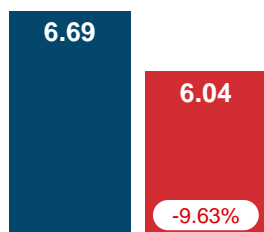
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

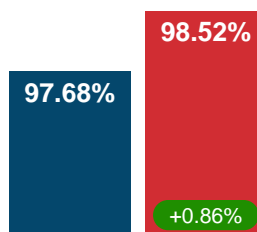
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

