

# November 2020



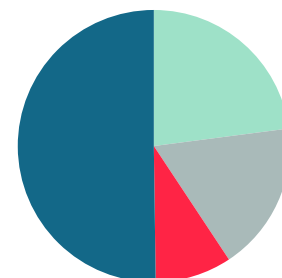
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	43	53	23.26%
Pending Listings	25	41	64.00%
New Listings	61	51	-16.39%
Average List Price	153,418	210,296	37.07%
Average Sale Price	148,311	206,787	39.43%
Average Percent of Selling Price to List Price	95.96%	97.82%	1.94%
Average Days on Market to Sale	49.70	31.85	-35.91%
End of Month Inventory	256	116	-54.69%
Months Supply of Inventory	6.95	2.42	-65.23%



■ Closed (22.94%)  
■ Pending (17.75%)  
■ Other OffMarket (9.09%)  
■ Active (50.22%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of November 30, 2020 = **116**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **54.69%** to 116 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **2.42** 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 **39.43%** in November 2020 to \$206,787 versus the previous year at \$148,311.

#### Average Days on Market Shortens

The average number of **31.85** days that homes spent on the market before selling decreased by 17.85 days or **35.91%** in November 2020 compared to last year's same month at **49.70** DOM.

#### Sales Success for November 2020 is Positive

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

There were 51 New Listings in November 2020, down **16.39%** from last year at 61. Furthermore, there were 53 Closed Listings this month versus last year at 43, a **23.26%** increase.

Closed versus Listed trends yielded a **103.9%** ratio, up from previous year's, November 2019, at **70.5%**, a **47.42%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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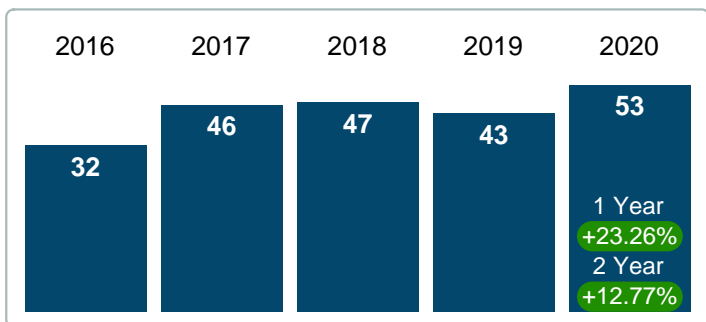
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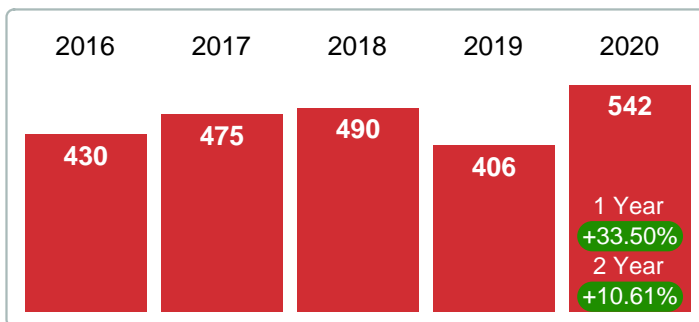
## CLOSED LISTINGS

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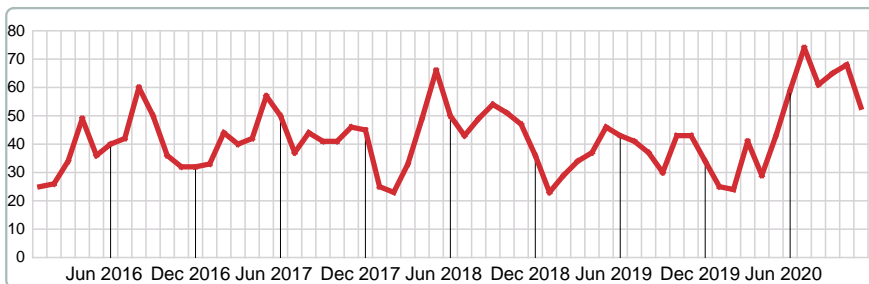
### NOVEMBER



### YEAR TO DATE (YTD)

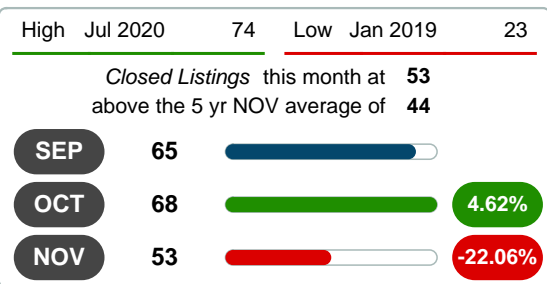


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 44



### 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	2	3.77%	38.0	2	0	0	0
\$50,001 - \$75,000	4	7.55%	40.0	1	3	0	0
\$75,001 - \$125,000	11	20.75%	25.1	2	8	1	0
\$125,001 - \$200,000	15	28.30%	24.1	1	14	0	0
\$200,001 - \$225,000	5	9.43%	60.4	1	3	1	0
\$225,001 - \$425,000	10	18.87%	26.6	0	6	3	1
\$425,001 and up	6	11.32%	41.2	0	6	0	0
<b>Total Closed Units</b>	<b>53</b>			<b>7</b>	<b>40</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,959,694</b>	<b>100%</b>	<b>31.8</b>	<b>730.25K</b>	<b>8.71M</b>	<b>1.21M</b>	<b>310.00K</b>
<b>Average Closed Price</b>	<b>\$206,787</b>			<b>\$104,321</b>	<b>\$217,732</b>	<b>\$242,030</b>	<b>\$310,000</b>

# November 2020



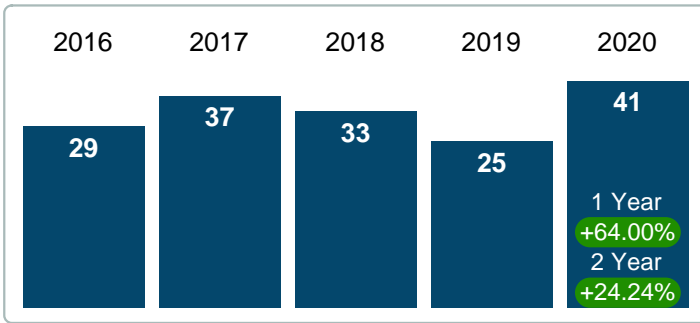
Area Delimited by County Of Cherokee - Residential Property Type



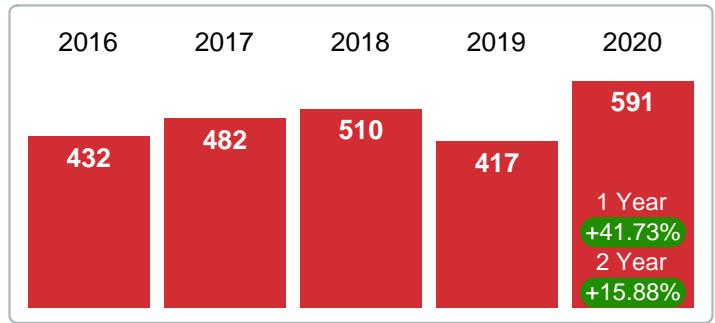
## PENDING LISTINGS

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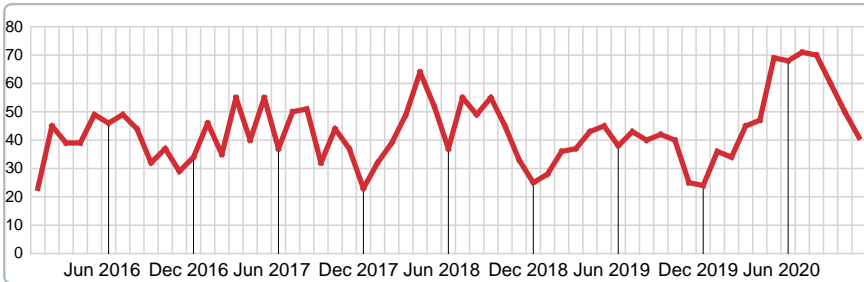
### NOVEMBER



### YEAR TO DATE (YTD)

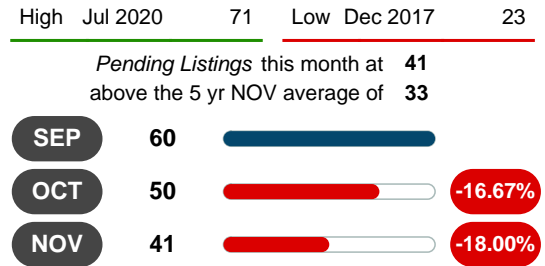


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 33



### 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	7.32%	10.3	2	1	0	0
\$50,001 - \$100,000	5	12.20%	7.0	3	1	1	0
\$100,001 - \$125,000	5	12.20%	46.2	3	2	0	0
\$125,001 - \$175,000	12	29.27%	19.3	1	9	1	1
\$175,001 - \$225,000	6	14.63%	71.0	0	6	0	0
\$225,001 - \$275,000	4	9.76%	43.3	0	4	0	0
\$275,001 and up	6	14.63%	61.3	2	2	1	1
<b>Total Pending Units</b>	<b>41</b>			<b>11</b>	<b>25</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,421,100</b>	<b>100%</b>	<b>37.0</b>	<b>1.64M</b>	<b>4.70M</b>	<b>518.90K</b>	<b>558.50K</b>
<b>Average Listing Price</b>	<b>\$181,780</b>			<b>\$149,482</b>	<b>\$187,976</b>	<b>\$172,967</b>	<b>\$279,250</b>

# November 2020



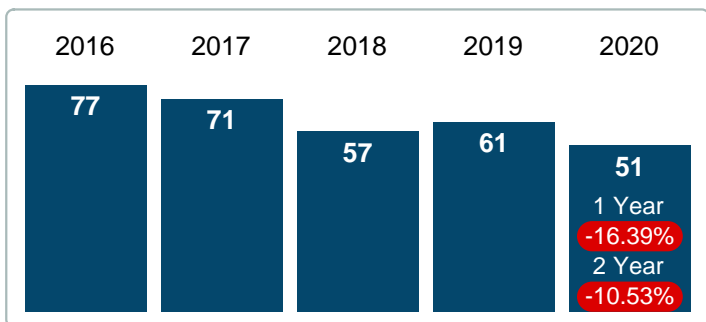
Area Delimited by County Of Cherokee - Residential Property Type



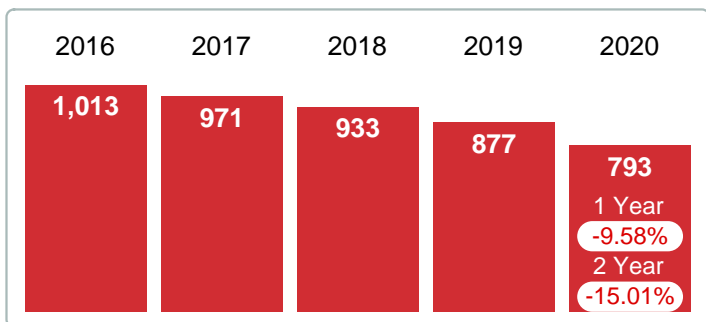
## NEW LISTINGS

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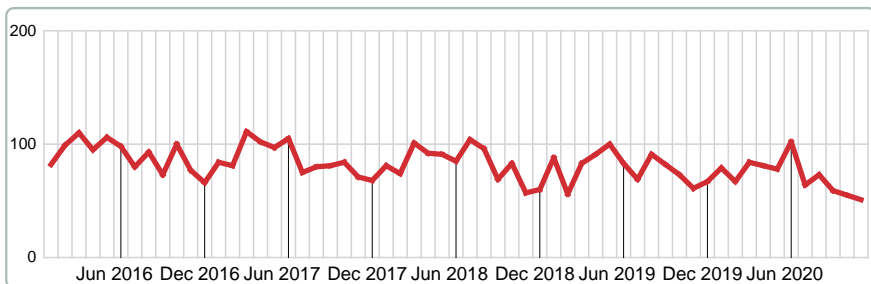
### NOVEMBER



### YEAR TO DATE (YTD)

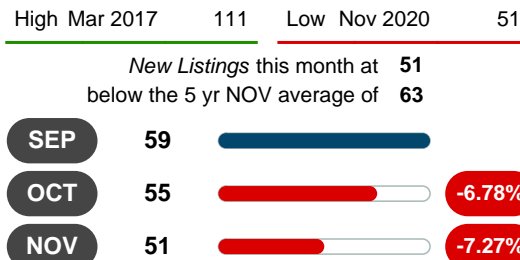


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 63



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.80%	4	1	0	0
\$50,001 - \$100,000	6	11.76%	3	2	1	0
\$100,001 - \$125,000	5	9.80%	2	3	0	0
\$125,001 - \$150,000	6	11.76%	0	4	2	0
\$150,001 - \$250,000	19	37.25%	1	17	0	1
\$250,001 - \$375,000	4	7.84%	0	3	0	1
\$375,001 and up	6	11.76%	0	2	2	2
<b>Total New Listed Units</b>	<b>51</b>		<b>10</b>	<b>32</b>	<b>5</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>9,880,799</b>	<b>100%</b>	<b>783.30K</b>	<b>6.47M</b>	<b>1.22M</b>	<b>1.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$200,027</b>		<b>\$78,330</b>	<b>\$202,334</b>	<b>\$243,960</b>	<b>\$350,750</b>

# November 2020



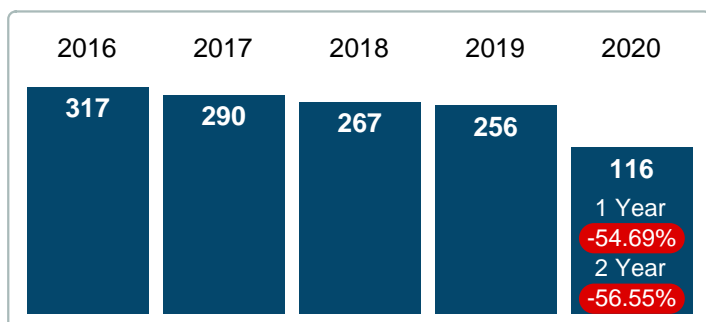
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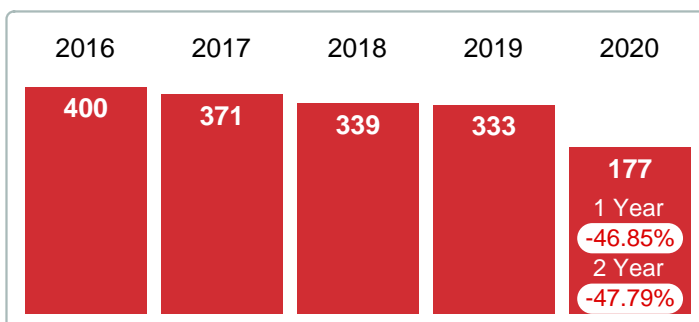
## ACTIVE INVENTORY

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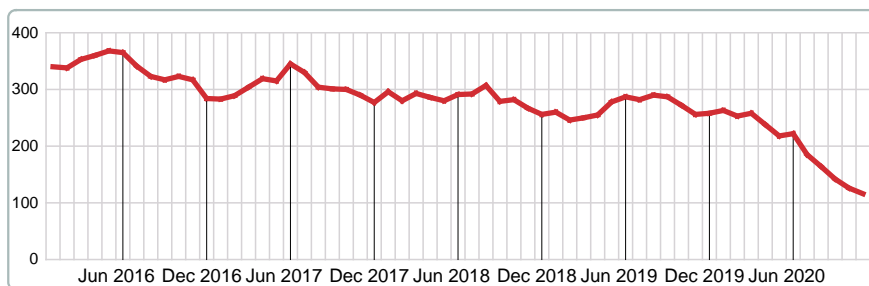
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

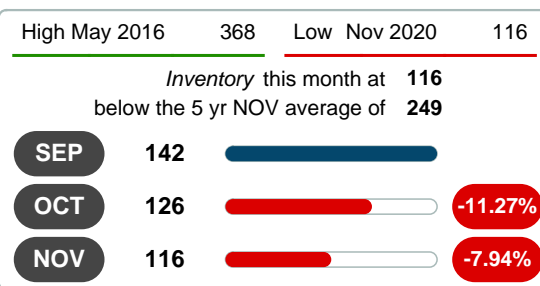


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 249



### 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	4	3.45%	33.5	4	0	0	0
\$50,001 - \$100,000	18	15.52%	74.5	9	8	1	0
\$100,001 - \$150,000	20	17.24%	83.2	2	14	4	0
\$150,001 - \$225,000	31	26.72%	73.2	1	23	6	1
\$225,001 - \$325,000	16	13.79%	68.1	1	9	3	3
\$325,001 - \$475,000	14	12.07%	82.1	0	7	6	1
\$475,001 and up	13	11.21%	113.6	0	5	5	3
<b>Total Active Inventory by Units</b>	<b>116</b>			<b>17</b>	<b>66</b>	<b>25</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>30,452,848</b>	<b>100%</b>	<b>78.6</b>	<b>1.53M</b>	<b>14.45M</b>	<b>8.63M</b>	<b>5.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$262,525</b>			<b>\$89,859</b>	<b>\$218,966</b>	<b>\$345,180</b>	<b>\$730,500</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# November 2020



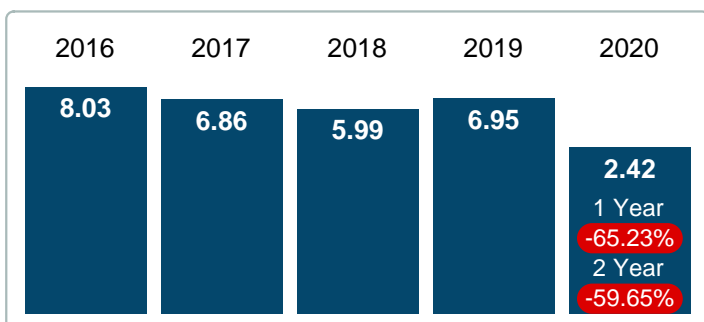
Area Delimited by County Of Cherokee - Residential Property Type



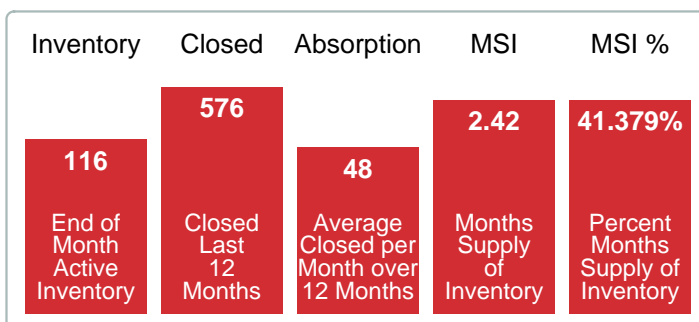
## MONTHS SUPPLY of INVENTORY (MSI)

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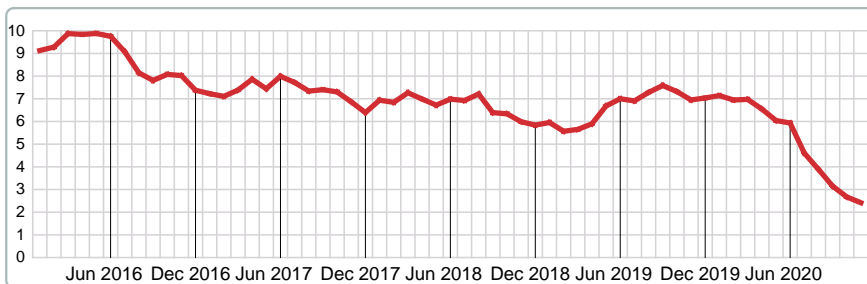
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

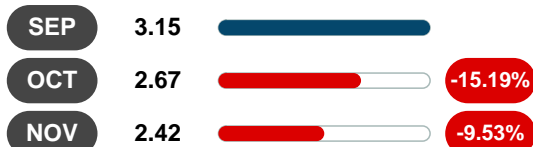


### 3 MONTHS

5 year NOV AVG = 6.05

High May 2016 9.88 Low Nov 2020 2.42

Months Supply this month at 2.42 below the 5 yr NOV average of 6.05



### 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	4	3.45%	1.14	2.29	0.00	0.00	0.00
\$50,001 - \$100,000	18	15.52%	1.98	2.63	1.63	1.33	0.00
\$100,001 - \$150,000	20	17.24%	1.74	2.00	1.53	3.43	0.00
\$150,001 - \$225,000	31	26.72%	2.37	1.50	2.51	2.12	2.40
\$225,001 - \$325,000	16	13.79%	2.63	3.00	3.18	1.33	4.50
\$325,001 - \$475,000	14	12.07%	4.42	0.00	6.00	4.50	2.00
\$475,001 and up	13	11.21%	8.21	0.00	6.67	12.00	9.00
Market Supply of Inventory (MSI)			2.42	2.29	2.23	2.80	3.84
Total Active Inventory by Units		100%	2.42	17	66	25	8

# November 2020



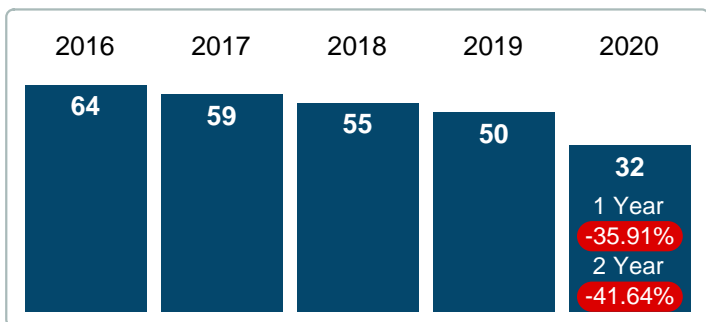
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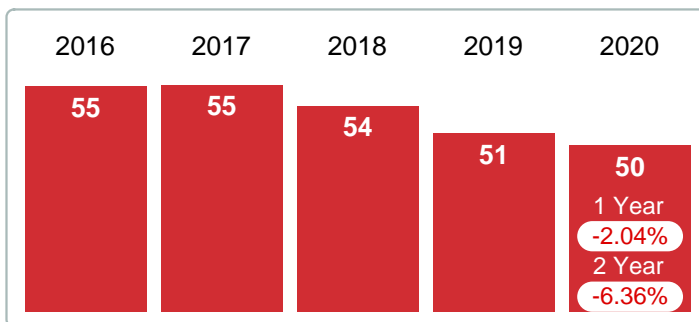
## AVERAGE DAYS ON MARKET TO SALE

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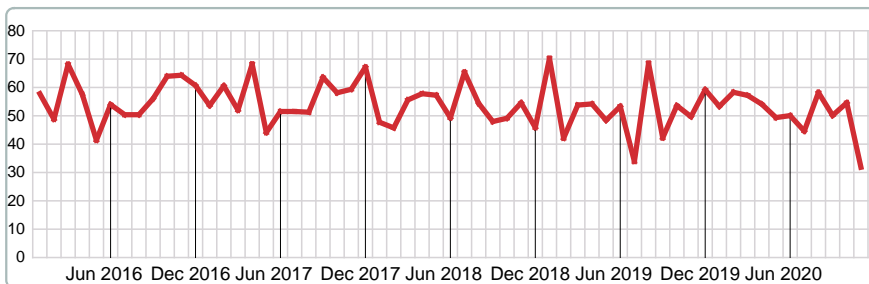
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 52

High Jan 2019 70 Low Nov 2020 32

Average Days on Market to Sale this month at 32 below the 5 yr NOV average of 52



### 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	3.77%	38	38	0	0	0
\$50,001 - \$75,000	7.55%	40	56	35	0	0
\$75,001 - \$125,000	20.75%	25	30	26	6	0
\$125,001 - \$200,000	28.30%	24	7	25	0	0
\$200,001 - \$225,000	9.43%	60	79	55	57	0
\$225,001 - \$425,000	18.87%	27	0	6	49	87
\$425,001 and up	11.32%	41	0	41	0	0
<b>Average Closed DOM</b>		<b>32</b>	<b>40</b>	<b>28</b>	<b>42</b>	<b>87</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32</b>	<b>7</b>	<b>40</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,959,694</b>	<b>730.25K</b>	<b>8.71M</b>	<b>1.21M</b>	<b>310.00K</b>

# November 2020



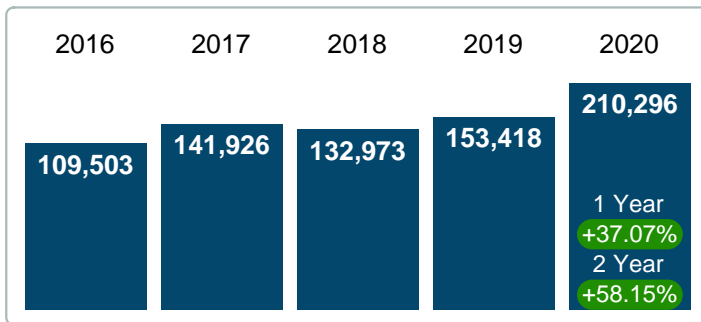
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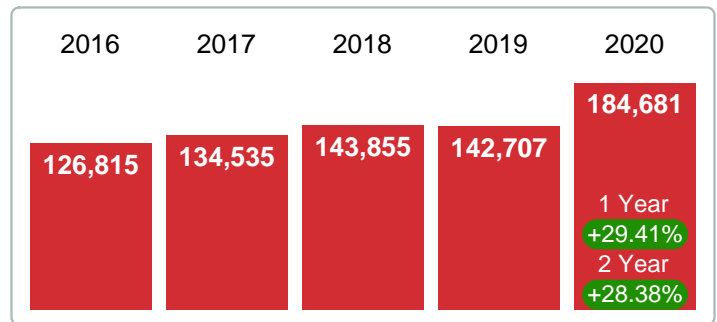
## AVERAGE LIST PRICE AT CLOSING

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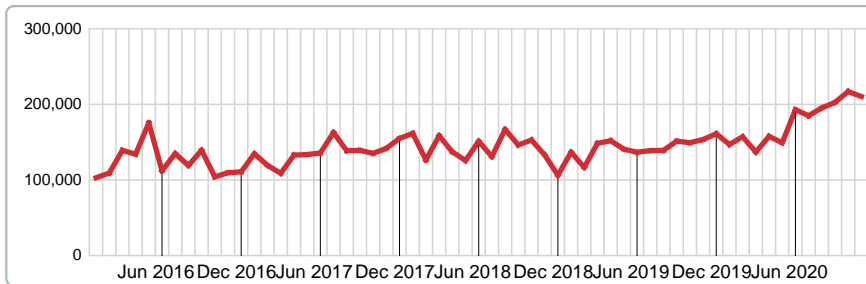
### NOVEMBER



### YEAR TO DATE (YTD)

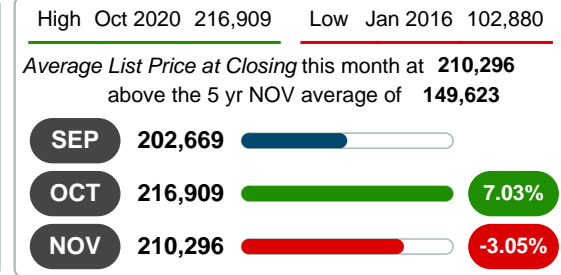


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 149,623



### 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	3.77%	45,850	45,850	0	0	0
\$50,001 - \$75,000	3.77%	66,400	78,500	70,200	0	0
\$75,001 - \$125,000	22.64%	96,125	112,000	102,263	85,000	0
\$125,001 - \$200,000	32.08%	157,159	150,000	156,564	0	0
\$200,001 - \$225,000	5.66%	219,100	229,900	224,133	219,900	0
\$225,001 - \$425,000	20.75%	281,982	0	267,167	302,933	325,000
\$425,001 and up	11.32%	556,150	0	556,150	0	0
<b>Average List Price</b>		<b>210,296</b>	<b>110,586</b>	<b>220,823</b>	<b>242,740</b>	<b>325,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>210,296</b>	<b>7</b>	<b>40</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,145,700</b>	<b>774.10K</b>	<b>8.83M</b>	<b>1.21M</b>	<b>325.00K</b>



# November 2020



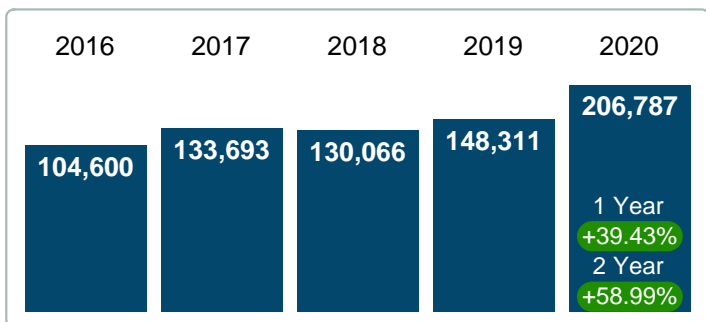
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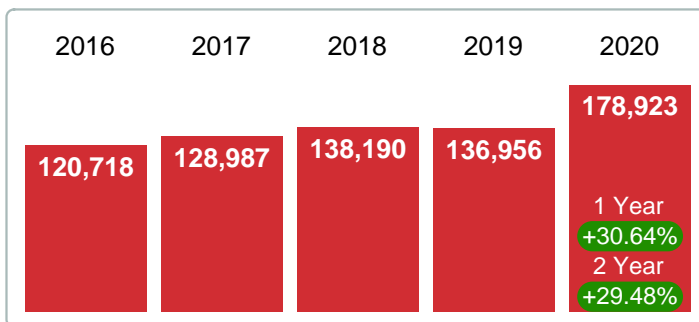
## AVERAGE SOLD PRICE AT CLOSING

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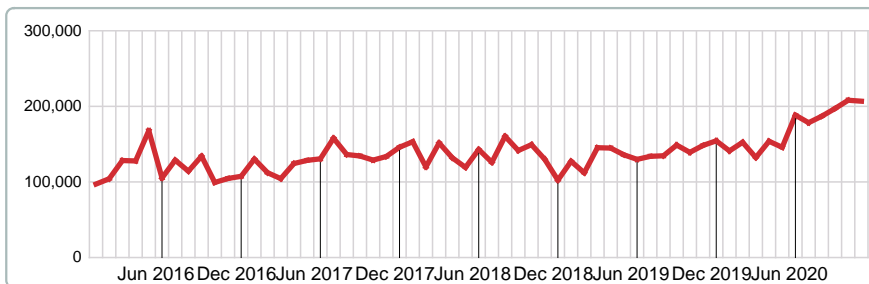
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

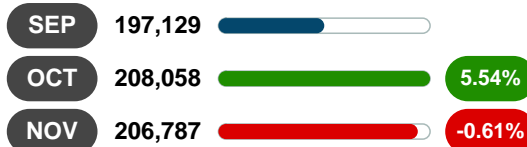


### 3 MONTHS

5 year NOV AVG = 144,691

High Oct 2020 208,058 Low Jan 2016 97,181

Average Sold Price at Closing this month at **206,787** above the 5 yr NOV average of **144,691**



### 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	3.77%	41,875	41,875	0	0	0
\$50,001 - \$75,000	7.55%	68,850	72,500	67,633	0	0
\$75,001 - \$125,000	20.75%	96,468	97,000	97,375	88,150	0
\$125,001 - \$200,000	28.30%	156,333	175,000	155,000	0	0
\$200,001 - \$225,000	9.43%	215,980	205,000	219,967	215,000	0
\$225,001 - \$425,000	18.87%	284,560	0	271,433	302,333	310,000
\$425,001 and up	11.32%	544,817	0	544,817	0	0
<b>Average Sold Price</b>		<b>206,787</b>	<b>104,321</b>	<b>217,732</b>	<b>242,030</b>	<b>310,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>206,787</b>	<b>7</b>	<b>40</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,959,694</b>	<b>730.25K</b>	<b>8.71M</b>	<b>1.21M</b>	<b>310.00K</b>

# November 2020



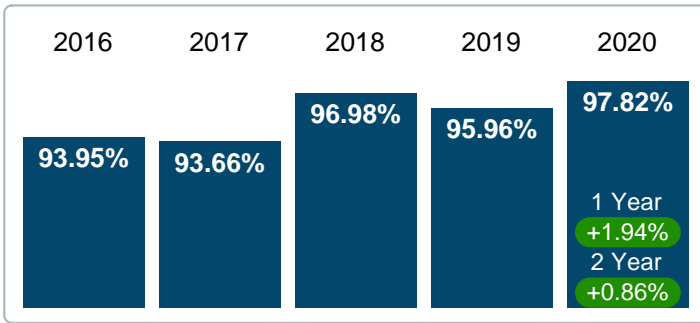
Area Delimited by County Of Cherokee - Residential Property Type



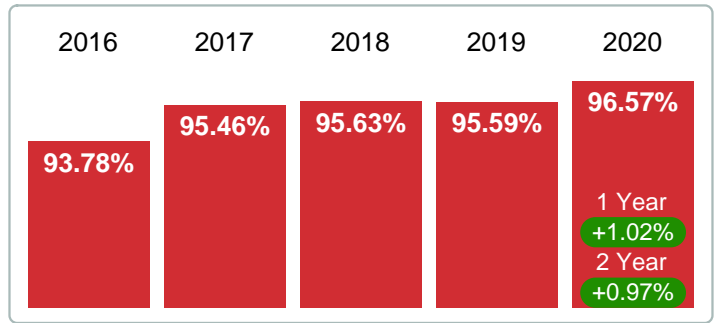
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 01, 2023 for MLS Technology Inc.

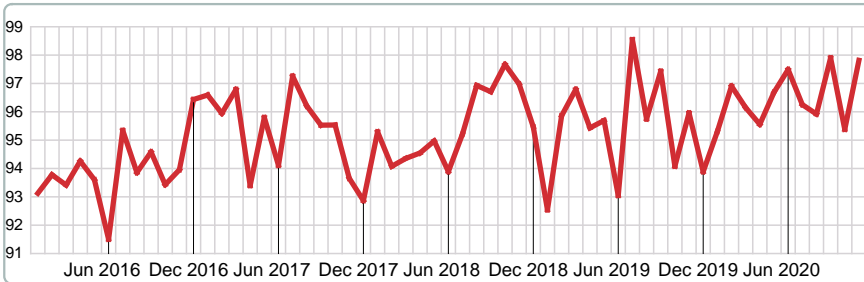
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

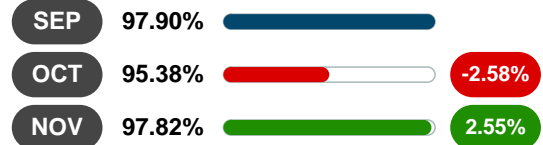


### 3 MONTHS

5 year NOV AVG = 95.67%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **97.82%**  
above the 5 yr NOV average of **95.67%**



### 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	2	3.77%	90.69%	90.69%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	7.55%	95.58%	92.36%	96.66%	0.00%	0.00%
\$75,001 - \$125,000	11	20.75%	94.49%	86.96%	95.22%	103.71%	0.00%
\$125,001 - \$200,000	15	28.30%	100.18%	116.67%	99.00%	0.00%	0.00%
\$200,001 - \$225,000	5	9.43%	96.30%	89.17%	98.19%	97.77%	0.00%
\$225,001 - \$425,000	10	18.87%	100.80%	0.00%	102.23%	99.74%	95.38%
\$425,001 and up	6	11.32%	98.16%	0.00%	98.16%	0.00%	0.00%
Average Sold/List Ratio		97.80%		93.36%	98.37%	100.14%	95.38%
Total Closed Units		53	100%	7	40	5	1
Total Closed Volume		10,959,694		730.25K	8.71M	1.21M	310.00K

# November 2020



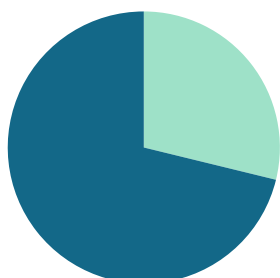
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

### INVENTORY

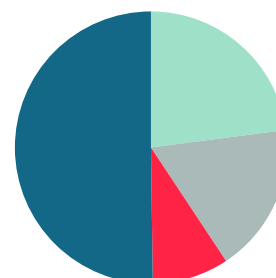


**Inventory**  
 New Listings  
**51 = 28.81%**  
 Start Inventory  
**126**  
 Total Inventory Units  
**177**  
 Volume  
**\$45,445,147**

### Market Activity

Closed Sales  
**53 = 22.94%**  
 Pending Sales  
**41 = 17.75%**  
 Other Off Market  
**21 = 9.09%**  
 Active Inventory  
**116 = 50.22%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	53	23.26%	406	542	33.50%
Pending Sales	25	41	64.00%	417	591	41.73%
New Listings	61	51	-16.39%	877	793	-9.58%
Average List Price	153,418	210,296	37.07%	142,707	184,681	29.41%
Average Sale Price	148,311	206,787	39.43%	136,956	178,923	30.64%
Average Percent of Selling Price to List Price	95.96%	97.82%	1.94%	95.59%	96.57%	1.02%
Average Days on Market to Sale	49.70	31.85	-35.91%	51.29	50.25	-2.04%
Monthly Inventory	256	116	-54.69%	256	116	-54.69%
Months Supply of Inventory	6.95	2.42	-65.23%	6.95	2.42	-65.23%

**Absorption:** Last 12 months, an Average of **48** Sales/Month

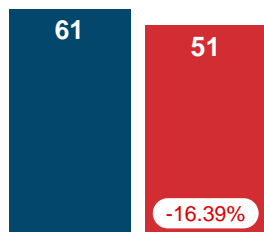
**Inventory** on November 30, 2020 = **116**

**2019** **2020**

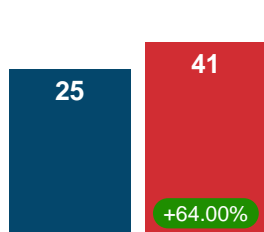
### NOVEMBER MARKET

### AVERAGE PRICES

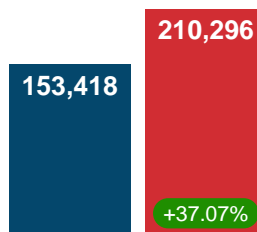
#### New Listings



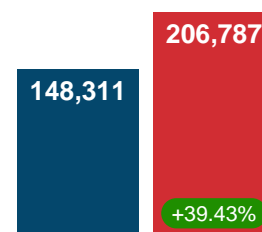
#### Pending Listings



#### List Price



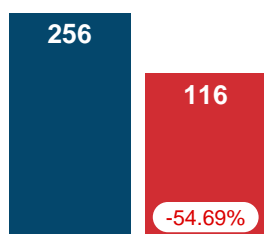
#### Sale Price



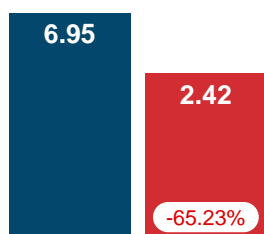
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

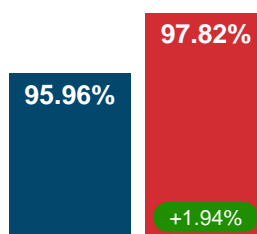
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

