

# November 2020



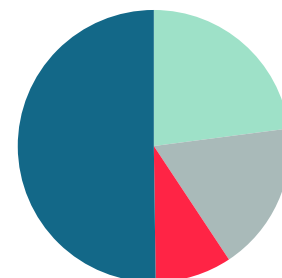
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	43	53	23.26%
Pending Listings	25	41	64.00%
New Listings	61	51	-16.39%
Median List Price	155,000	156,900	1.23%
Median Sale Price	153,000	157,994	3.26%
Median Percent of Selling Price to List Price	98.71%	98.57%	-0.14%
Median Days on Market to Sale	34.00	13.00	-61.76%
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.

#### 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 **3.26%** in November 2020 to \$157,994 versus the previous year at \$153,000.

#### Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 21.00 days or **61.76%** in November 2020 compared to last year's same month at **34.00** DOM.

#### Sales Success for November 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 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>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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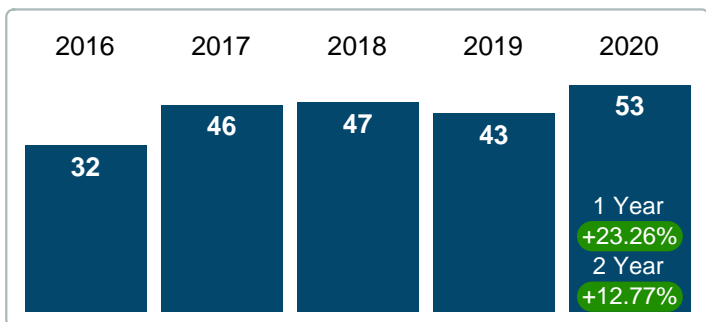
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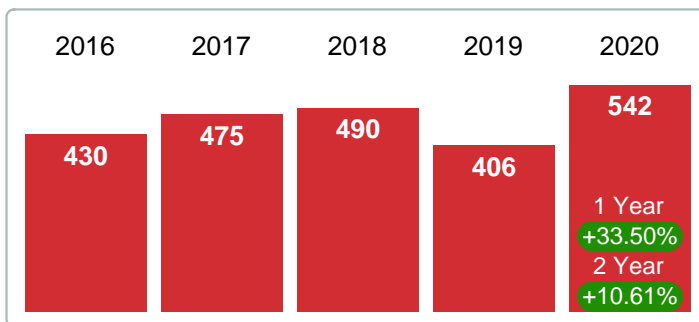
## CLOSED LISTINGS

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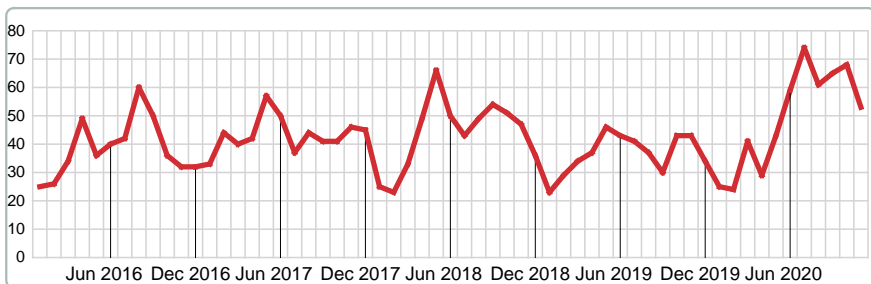
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 44

High Jul 2020 74 Low Jan 2019 23

Closed Listings this month at 53 above the 5 yr NOV average of 44

- SEP 65
- OCT 68 +4.62%
- NOV 53 -22.06%

### 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	2	3.77%	38.0	2	0	0	0
\$50,001 - \$75,000	4	7.55%	42.5	1	3	0	0
\$75,001 - \$125,000	11	20.75%	16.0	2	8	1	0
\$125,001 - \$200,000	15	28.30%	7.0	1	14	0	0
\$200,001 - \$225,000	5	9.43%	57.0	1	3	1	0
\$225,001 - \$425,000	10	18.87%	12.5	0	6	3	1
\$425,001 and up	6	11.32%	23.0	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>13.0</b>	<b>730.25K</b>	<b>8.71M</b>	<b>1.21M</b>	<b>310.00K</b>
<b>Median Closed Price</b>	<b>\$157,994</b>			<b>\$85,000</b>	<b>\$155,497</b>	<b>\$245,000</b>	<b>\$310,000</b>

# November 2020



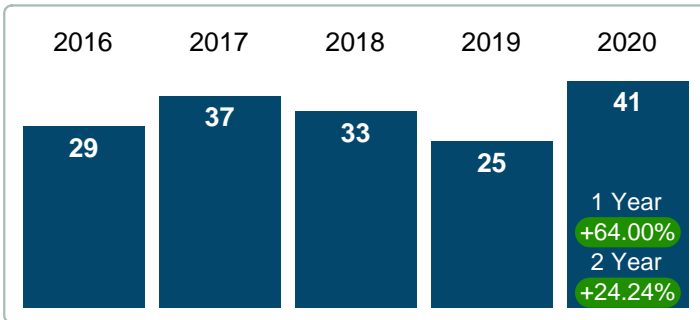
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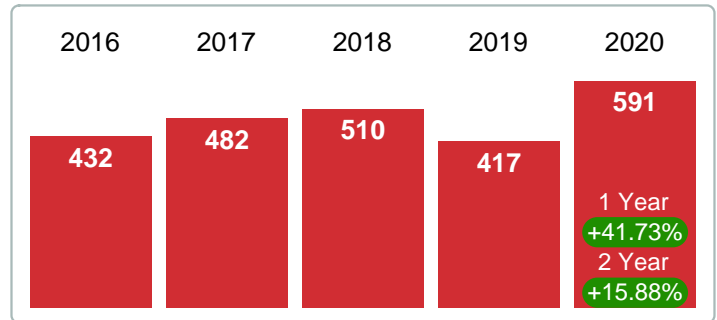
## PENDING LISTINGS

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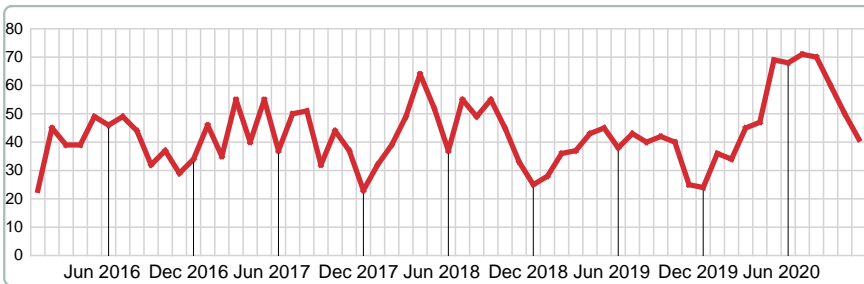
### NOVEMBER



### YEAR TO DATE (YTD)

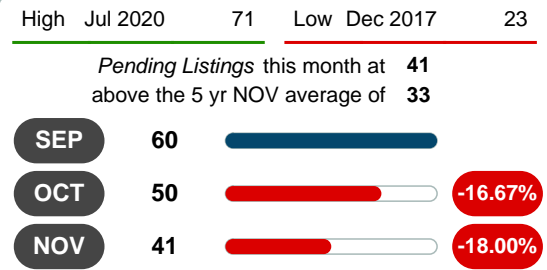


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 33



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.32%	9.0	2	1	0	0
\$50,001 - \$100,000	5	12.20%	6.0	3	1	1	0
\$100,001 - \$125,000	5	12.20%	60.0	3	2	0	0
\$125,001 - \$175,000	12	29.27%	6.5	1	9	1	1
\$175,001 - \$225,000	6	14.63%	48.0	0	6	0	0
\$225,001 - \$275,000	4	9.76%	45.0	0	4	0	0
\$275,001 and up	6	14.63%	41.0	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>14.0</b>	<b>1.64M</b>	<b>4.70M</b>	<b>518.90K</b>	<b>558.50K</b>
<b>Median Listing Price</b>	<b>\$151,000</b>			<b>\$116,500</b>	<b>\$169,900</b>	<b>\$134,000</b>	<b>\$279,250</b>

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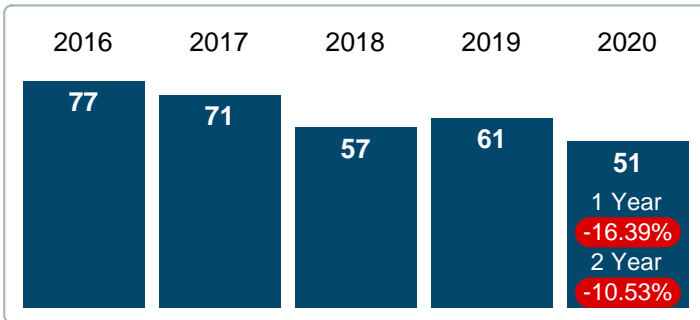
Area Delimited by County Of Cherokee - Residential Property Type



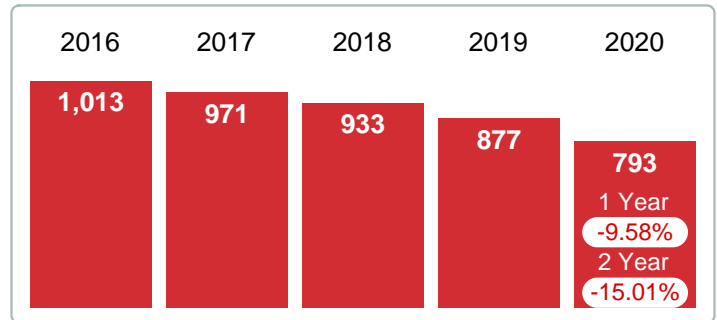
## NEW LISTINGS

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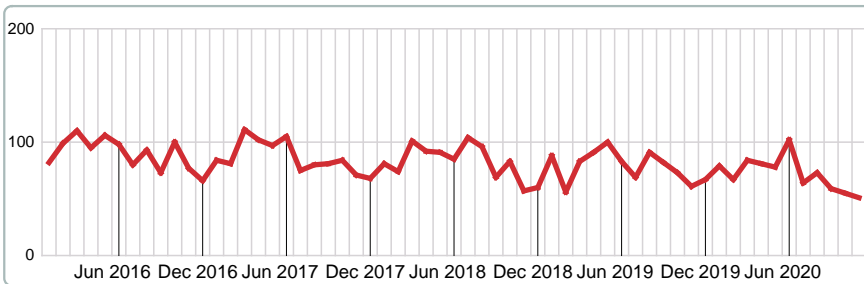
### NOVEMBER



### YEAR TO DATE (YTD)

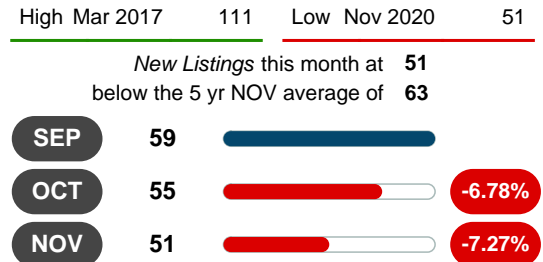


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$159,500</b>		<b>\$71,750</b>	<b>\$169,450</b>	<b>\$139,900</b>	<b>\$349,050</b>



Area Delimited by County Of Cherokee - Residential Property Type

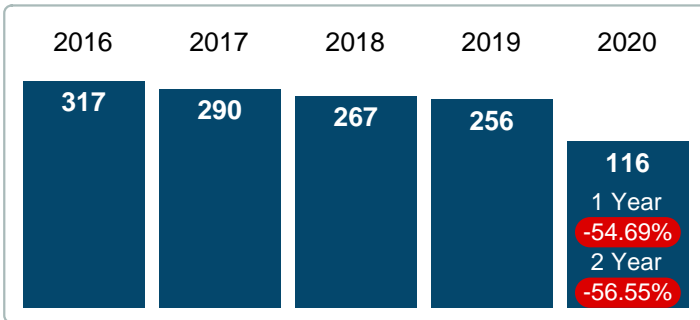


# November 2020

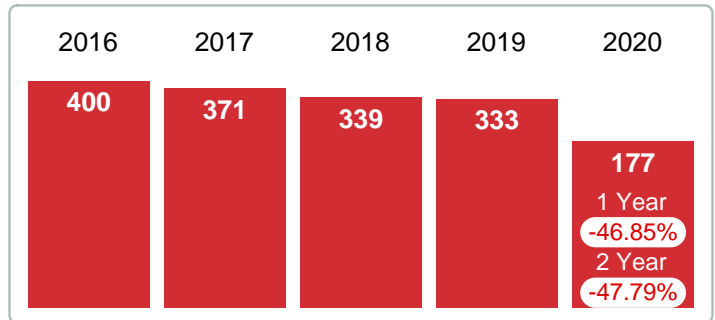
## ACTIVE INVENTORY

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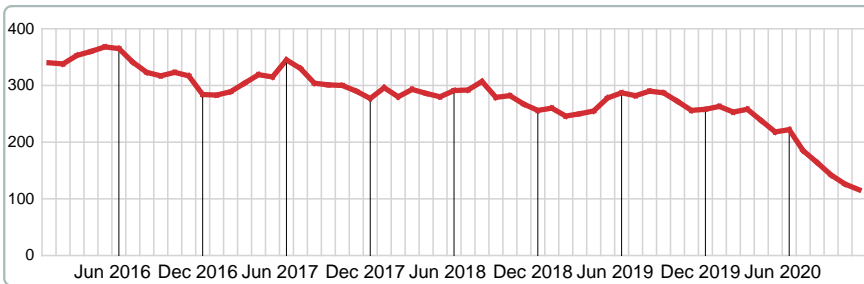
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

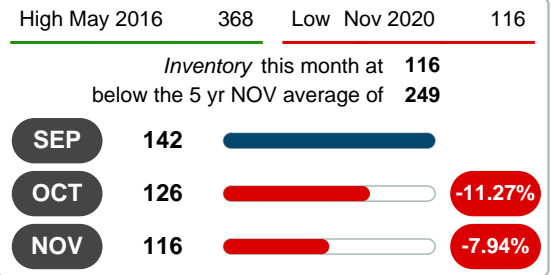


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 249



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.45%	25.0	4	0	0	0
\$50,001 - \$100,000	18	15.52%	65.5	9	8	1	0
\$100,001 - \$150,000	20	17.24%	67.0	2	14	4	0
\$150,001 - \$225,000	31	26.72%	59.0	1	23	6	1
\$225,001 - \$325,000	16	13.79%	64.5	1	9	3	3
\$325,001 - \$475,000	14	12.07%	58.5	0	7	6	1
\$475,001 and up	13	11.21%	122.0	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>68.5</b>	<b>1.53M</b>	<b>14.45M</b>	<b>8.63M</b>	<b>5.84M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$182,450</b>			<b>\$69,900</b>	<b>\$182,450</b>	<b>\$249,900</b>	<b>\$377,200</b>

# November 2020



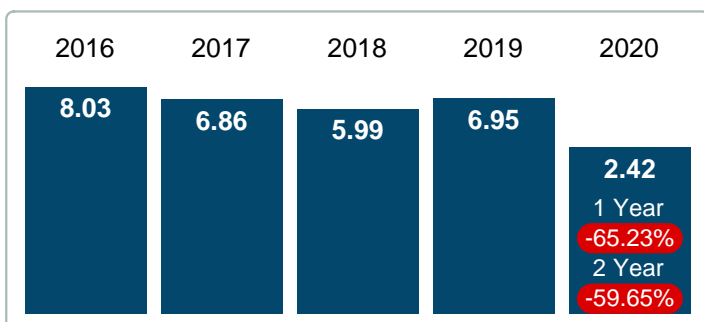
Area Delimited by County Of Cherokee - Residential Property Type



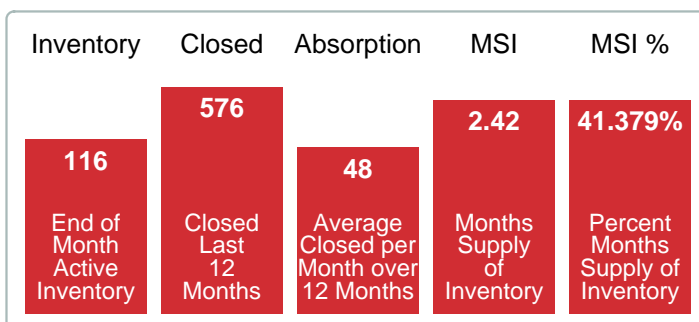
## MONTHS SUPPLY of INVENTORY (MSI)

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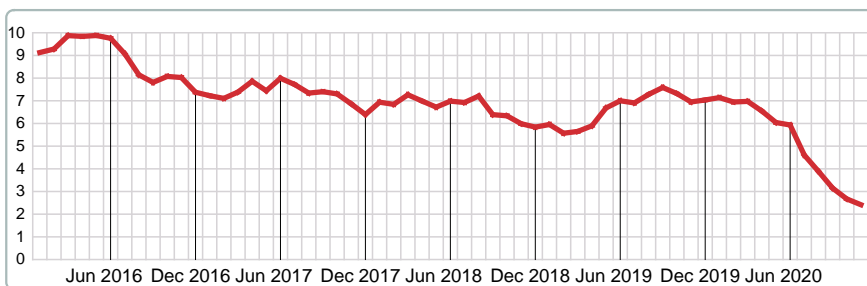
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

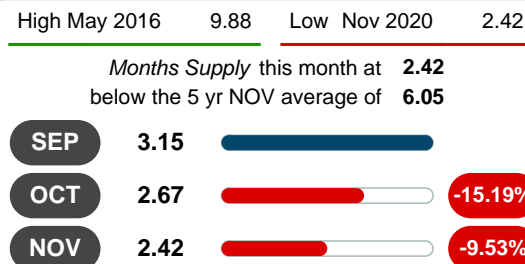


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.05



### 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



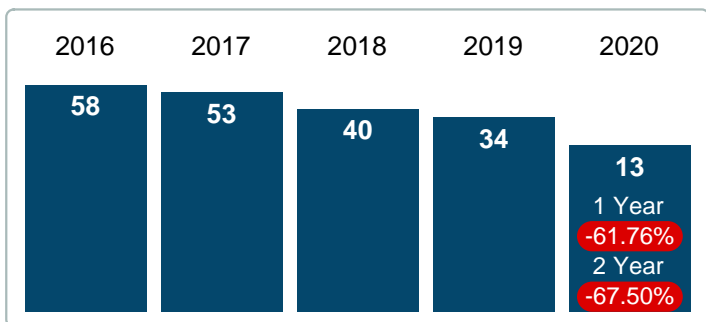
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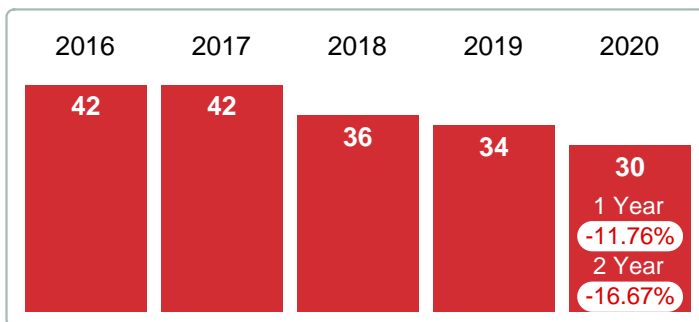
## MEDIAN DAYS ON MARKET TO SALE

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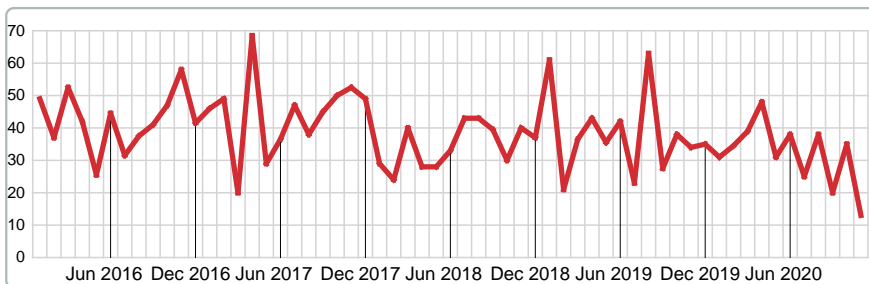
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

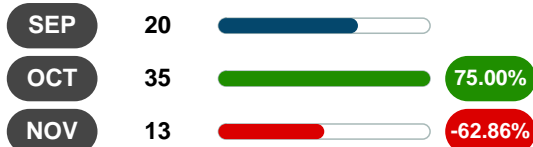


### 3 MONTHS

5 year NOV AVG = 40

High Apr 2017 69 Low Nov 2020 13

Median Days on Market to Sale this month at 13 below the 5 yr NOV average of 40



### 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	3.77%	38	38	0	0	0
\$50,001 - \$75,000	7.55%	43	56	29	0	0
\$75,001 - \$125,000	20.75%	16	30	15	6	0
\$125,001 - \$200,000	28.30%	7	7	8	0	0
\$200,001 - \$225,000	9.43%	57	79	28	57	0
\$225,001 - \$425,000	18.87%	13	0	3	47	87
\$425,001 and up	11.32%	23	0	23	0	0
Median Closed DOM		13	43	12	47	87
Total Closed Units	100%	53	7	40	5	1
Total Closed Volume		10,959,694	730.25K	8.71M	1.21M	310.00K

# November 2020



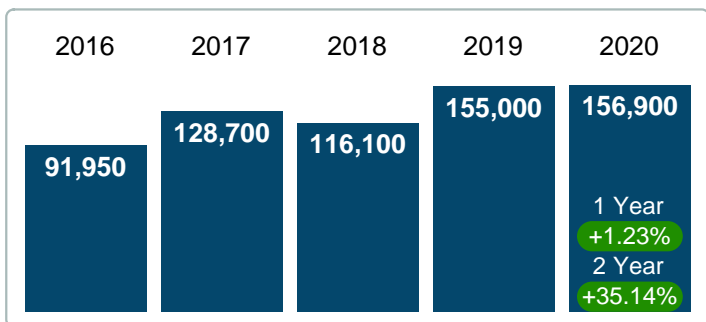
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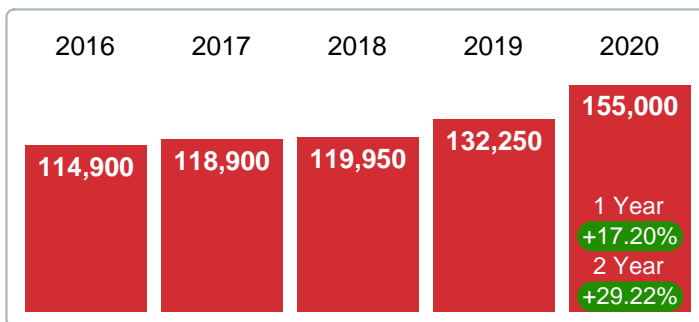
## MEDIAN LIST PRICE AT CLOSING

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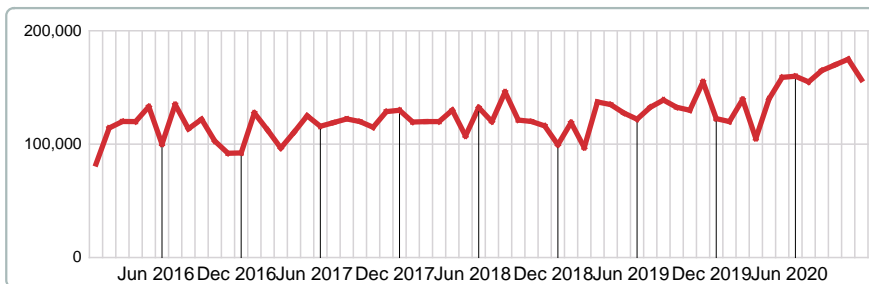
### NOVEMBER



### YEAR TO DATE (YTD)

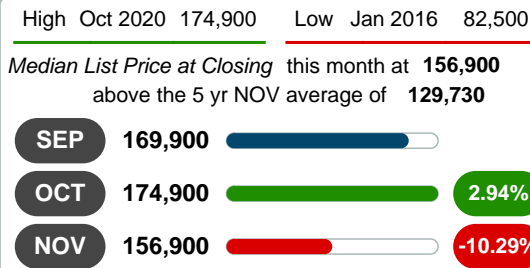


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 129,730



### 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
\$50,000 and less	2	3.77%	45,850	45,850	0	0	0
\$50,001 - \$75,000	2	3.77%	66,400	0	66,400	0	0
\$75,001 - \$125,000	12	22.64%	96,450	109,000	96,450	85,000	0
\$125,001 - \$200,000	17	32.08%	149,900	150,000	149,900	0	0
\$200,001 - \$225,000	3	5.66%	219,900	0	218,700	219,900	0
\$225,001 - \$425,000	11	20.75%	249,900	229,900	248,500	259,900	325,000
\$425,001 and up	6	11.32%	556,500	0	556,500	0	0
Median List Price			156,900	109,000	158,400	249,900	325,000
Total Closed Units		100%	156,900	7	40	5	1
Total Closed Volume			11,145,700	774.10K	8.83M	1.21M	325.00K



# November 2020



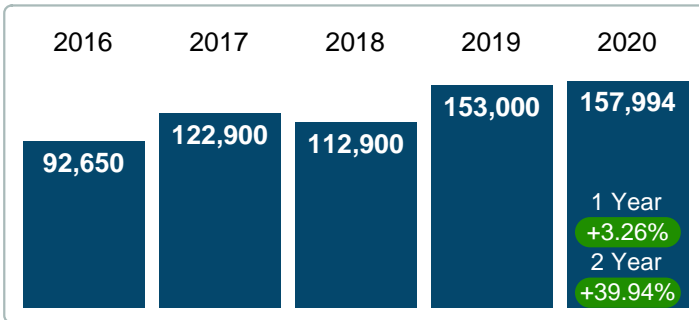
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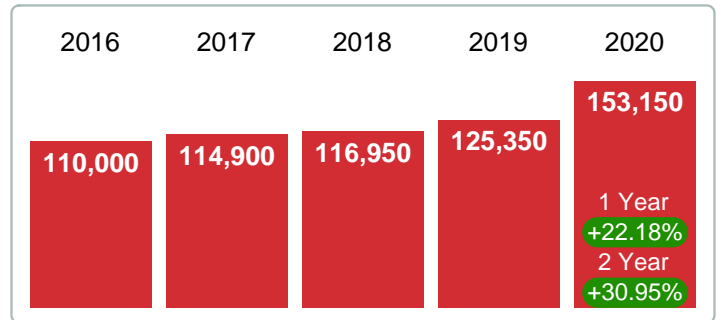
## MEDIAN SOLD PRICE AT CLOSING

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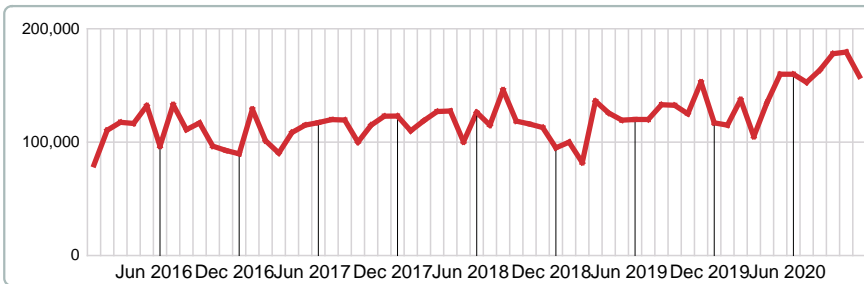
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

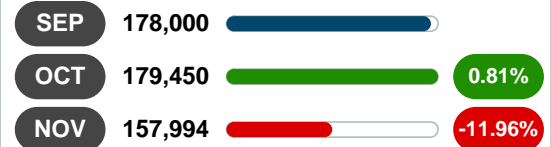


### 3 MONTHS

5 year NOV AVG = 127,889

High Oct 2020 179,450 Low Jan 2016 80,000

Median Sold Price at Closing this month at 157,994 above the 5 yr NOV average of 127,889



### 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	2	3.77%	41,875	41,875	0	0	0
\$50,001 - \$75,000	4	7.55%	70,000	72,500	69,000	0	0
\$75,001 - \$125,000	11	20.75%	88,150	97,000	92,500	88,150	0
\$125,001 - \$200,000	15	28.30%	152,500	175,000	151,200	0	0
\$200,001 - \$225,000	5	9.43%	215,000	205,000	224,900	215,000	0
\$225,001 - \$425,000	10	18.87%	256,000	0	248,250	263,000	310,000
\$425,001 and up	6	11.32%	550,500	0	550,500	0	0
Median Sold Price			157,994	85,000	155,497	245,000	310,000
Total Closed Units		100%	157,994	7	40	5	1
Total Closed Volume			10,959,694	730.25K	8.71M	1.21M	310.00K

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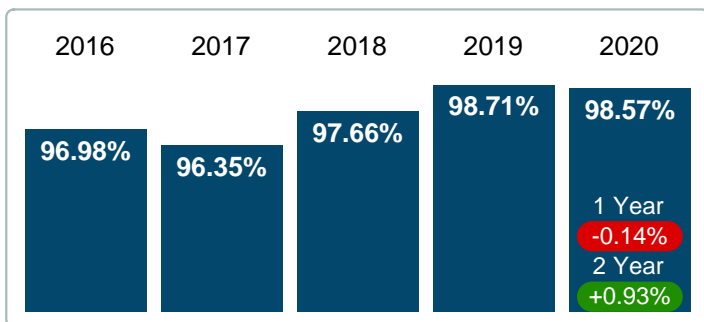
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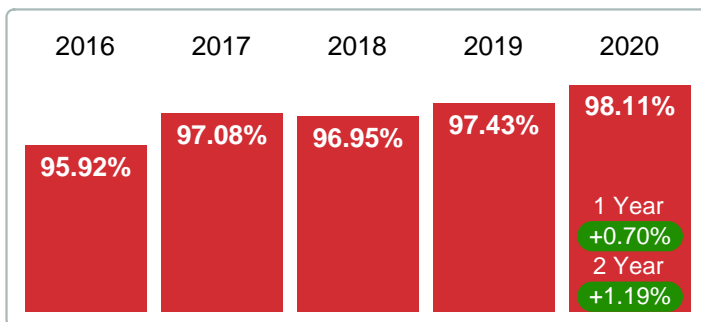
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

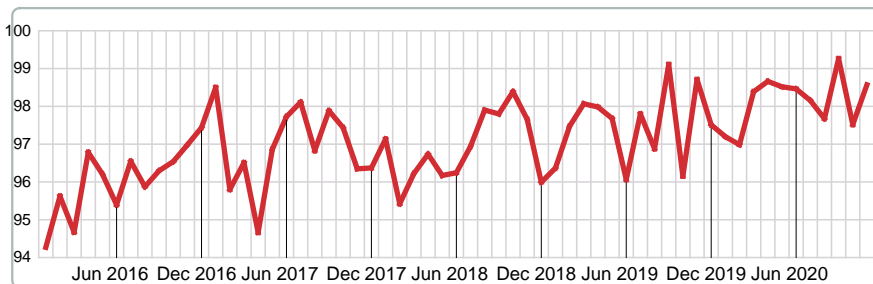
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

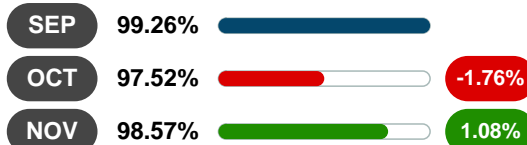


### 3 MONTHS

5 year NOV AVG = 97.65%

High Sep 2020 99.26% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **98.57%** above the 5 yr NOV average of **97.65%**



## 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	2	3.77%	90.69%	90.69%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	7.55%	95.53%	92.36%	98.71%	0.00%	0.00%
\$75,001 - \$125,000	11	20.75%	95.63%	86.96%	94.87%	103.71%	0.00%
\$125,001 - \$200,000	15	28.30%	100.00%	116.67%	99.29%	0.00%	0.00%
\$200,001 - \$225,000	5	9.43%	97.77%	89.17%	98.82%	97.77%	0.00%
\$225,001 - \$425,000	10	18.87%	99.90%	0.00%	99.90%	100.00%	95.38%
\$425,001 and up	6	11.32%	97.18%	0.00%	97.18%	0.00%	0.00%
Median Sold/List Ratio		98.57%		92.36%	98.64%	100.00%	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



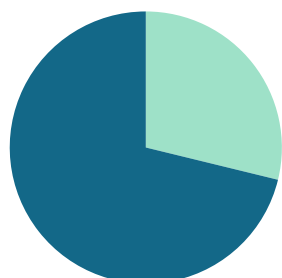
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

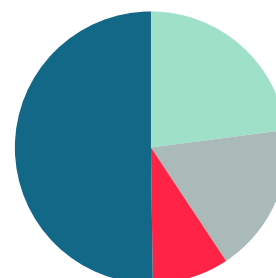


**Inventory**  
 New Listings  
**51 = 28.81%**  
 Start Inventory  
**126**  
 Total Inventory Units  
**177**  
 Volume  
**\$45,445,147**

### 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%
Median List Price	155,000	156,900	1.23%	132,250	155,000	17.20%
Median Sale Price	153,000	157,994	3.26%	125,350	153,150	22.18%
Median Percent of Selling Price to List Price	98.71%	98.57%	-0.14%	97.43%	98.11%	0.70%
Median Days on Market to Sale	34.00	13.00	-61.76%	34.00	30.00	-11.76%
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

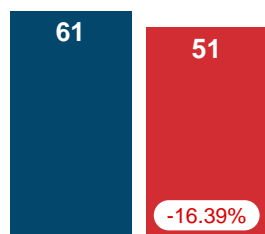
**Inventory** on November 30, 2020 = **116**

**2019** **2020**

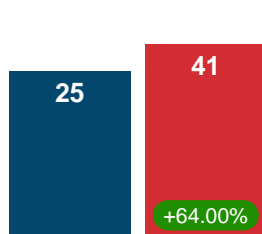
### NOVEMBER MARKET

### MEDIAN PRICES

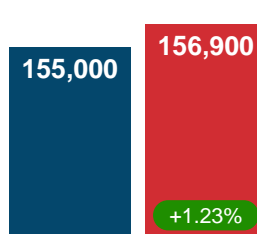
#### New Listings



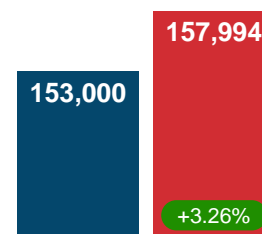
#### Pending Listings



#### List Price



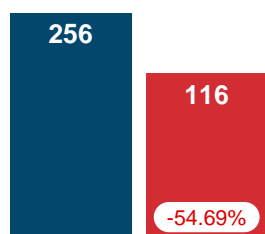
#### Sale Price



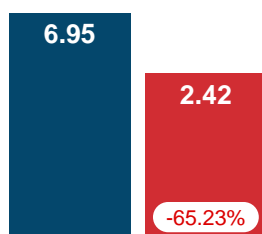
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

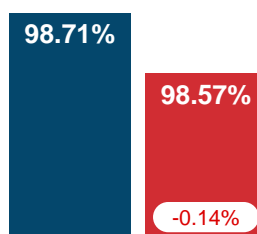
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

