

October 2020



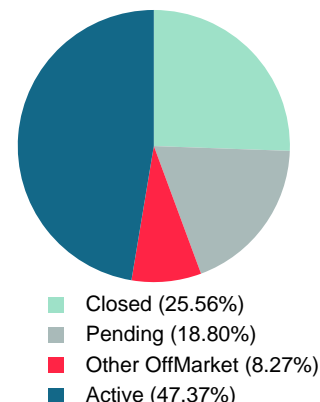
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	43	68	58.14%
Pending Listings	40	50	25.00%
New Listings	73	55	-24.66%
Average List Price	149,337	216,909	45.25%
Average Sale Price	139,141	208,058	49.53%
Average Percent of Selling Price to List Price	94.08%	95.38%	1.38%
Average Days on Market to Sale	53.58	54.59	1.88%
End of Month Inventory	273	126	-53.85%
Months Supply of Inventory	7.35	2.67	-63.63%



Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of October 31, 2020 = **126**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **53.85%** to 126 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **2.67** 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 **49.53%** in October 2020 to \$208,058 versus the previous year at \$139,141.

Average Days on Market Lengthens

The average number of **54.59** days that homes spent on the market before selling increased by 1.01 days or **1.88%** in October 2020 compared to last year's same month at **53.58** DOM.

Sales Success for October 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 55 New Listings in October 2020, down **24.66%** from last year at 73. Furthermore, there were 68 Closed Listings this month versus last year at 43, a **58.14%** increase.

Closed versus Listed trends yielded a **123.6%** ratio, up from previous year's, October 2019, at **58.9%**, a **109.89%** 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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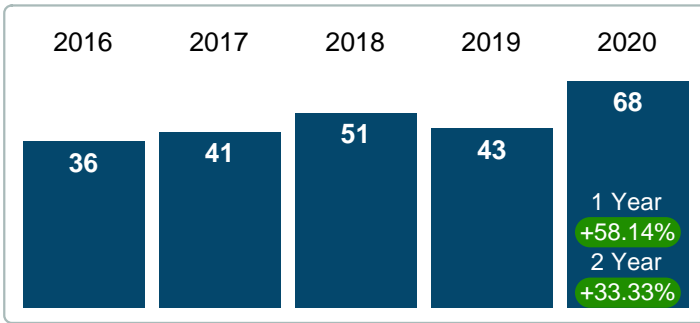
Area Delimited by County Of Cherokee - Residential Property Type



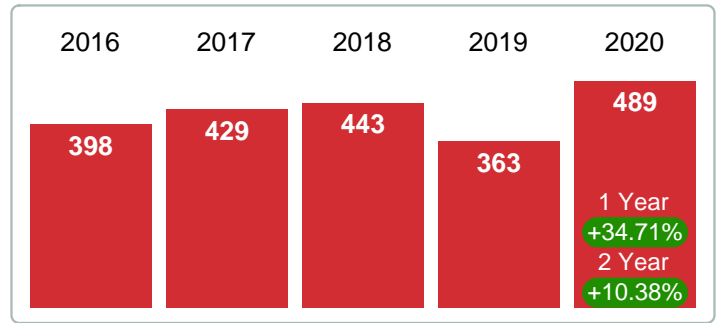
CLOSED LISTINGS

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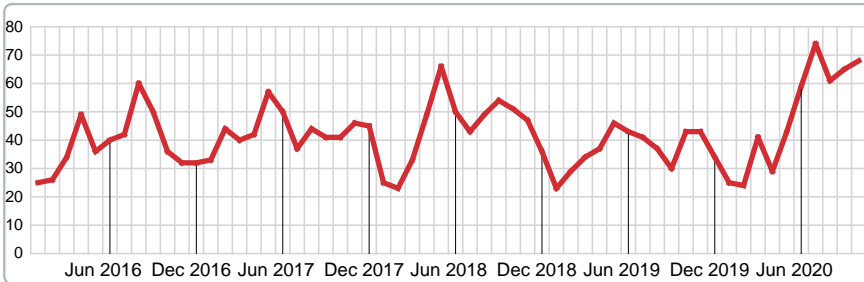
OCTOBER



YEAR TO DATE (YTD)

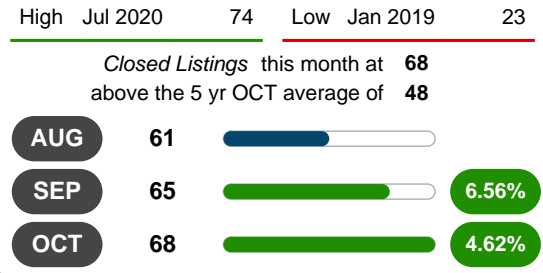


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 48



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	6	8.82%	66.5	4	2	0	0
\$50,001 - \$75,000	6	8.82%	41.8	4	2	0	0
\$75,001 - \$125,000	12	17.65%	27.3	2	9	1	0
\$125,001 - \$200,000	15	22.06%	36.7	2	12	1	0
\$200,001 - \$250,000	12	17.65%	64.9	0	7	5	0
\$250,001 - \$400,000	10	14.71%	75.2	2	4	3	1
\$400,001 and up	7	10.29%	93.1	1	2	3	1
Total Closed Units	68			15	38	13	2
Total Closed Volume	14,147,945	100%	54.6	2.12M	6.93M	4.21M	888.00K
Average Closed Price	\$208,058			\$141,407	\$182,388	\$323,700	\$444,000

October 2020



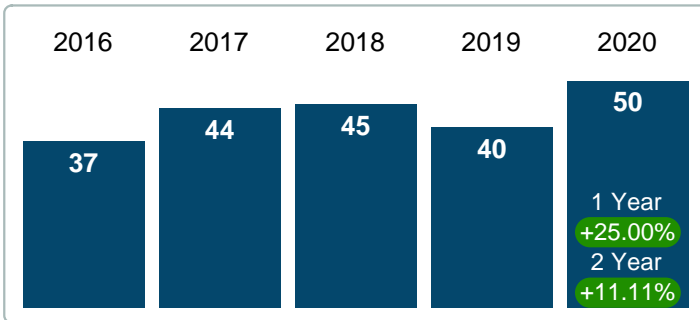
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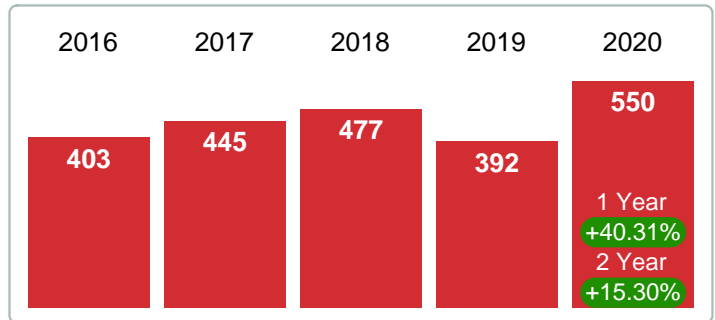
PENDING LISTINGS

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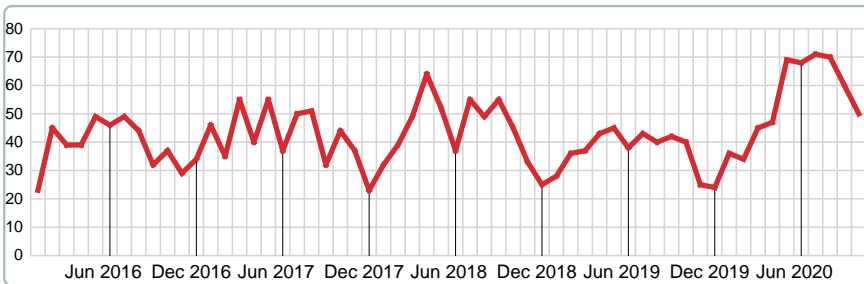
OCTOBER



YEAR TO DATE (YTD)

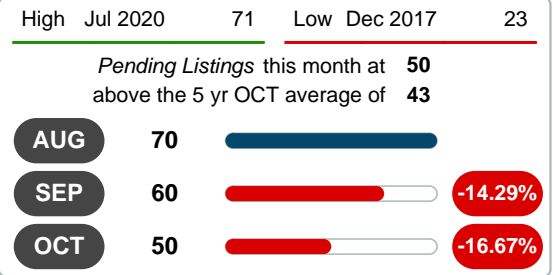


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



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	4	8.00%	79.8	4	0	0	0
\$50,001 - \$75,000	2	4.00%	2.0	1	1	0	0
\$75,001 - \$100,000	9	18.00%	61.7	1	6	1	1
\$100,001 - \$150,000	14	28.00%	23.7	4	9	1	0
\$150,001 - \$225,000	9	18.00%	44.8	1	8	0	0
\$225,001 - \$325,000	8	16.00%	47.0	0	4	2	2
\$325,001 and up	4	8.00%	19.8	0	3	0	1
Total Pending Units	50			11	31	4	4
Total Pending Volume	8,749,750	100%	42.2	998.60K	5.65M	719.70K	1.38M
Average Listing Price	\$176,219			\$90,782	\$182,182	\$179,925	\$345,950

October 2020



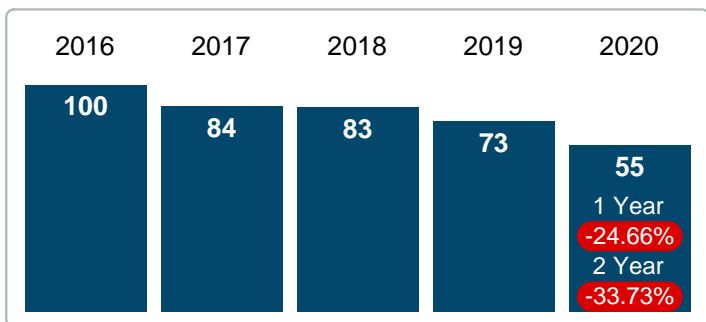
Area Delimited by County Of Cherokee - Residential Property Type



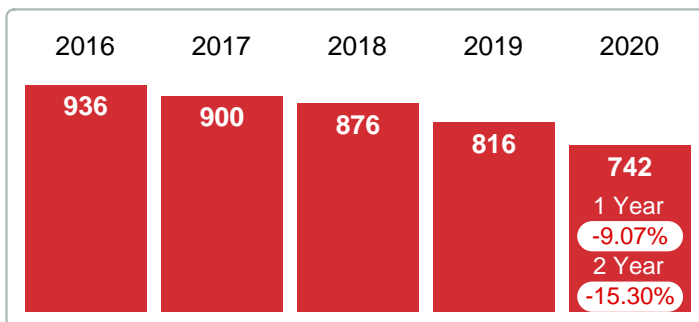
NEW LISTINGS

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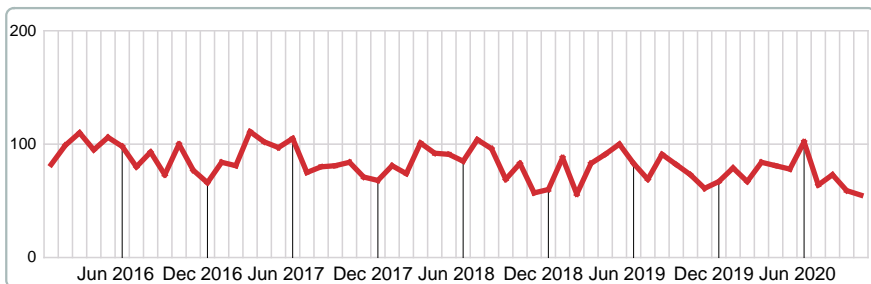
OCTOBER



YEAR TO DATE (YTD)

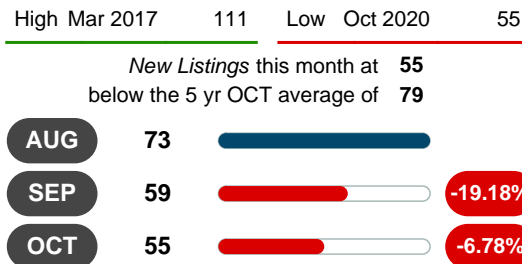


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 79



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	2	3.64%	2	0	0	0
\$50,001 - \$100,000	10	18.18%	4	5	1	0
\$100,001 - \$125,000	6	10.91%	3	3	0	0
\$125,001 - \$175,000	10	18.18%	1	6	3	0
\$175,001 - \$225,000	10	18.18%	1	9	0	0
\$225,001 - \$325,000	10	18.18%	1	8	1	0
\$325,001 and up	7	12.73%	0	5	2	0
Total New Listed Units	55		12	36	7	0
Total New Listed Volume	10,947,700	100%	1.34M	7.63M	1.98M	0.00B
Average New Listed Listing Price	\$188,411		\$111,883	\$211,808	\$282,857	\$0

October 2020



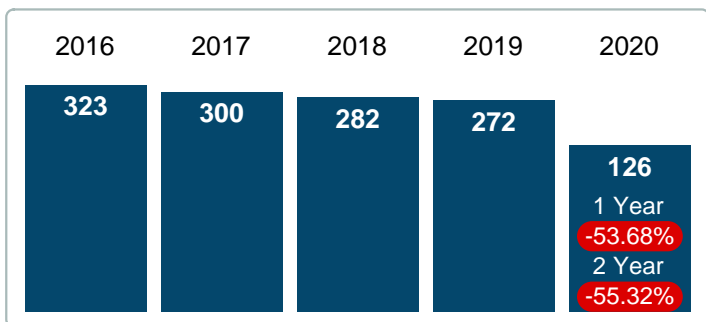
Area Delimited by County Of Cherokee - Residential Property Type



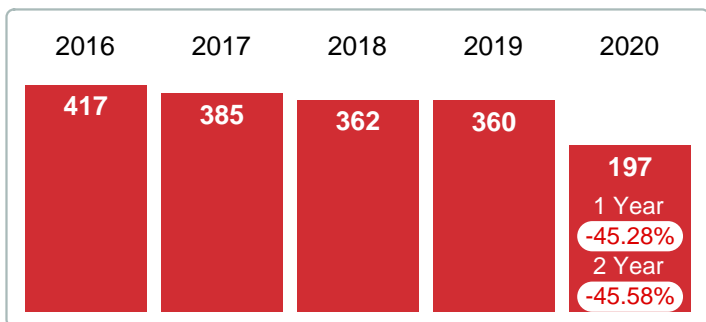
ACTIVE INVENTORY

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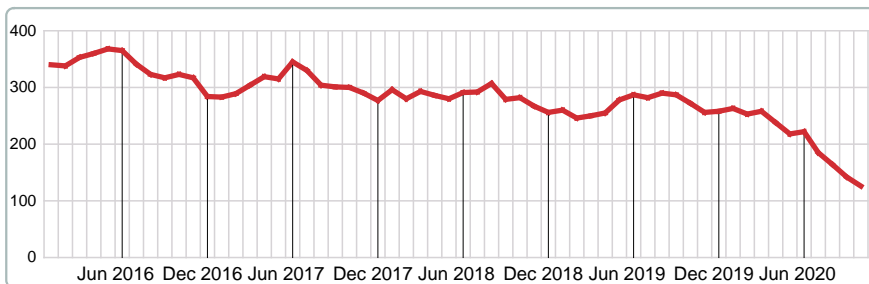
END OF OCTOBER



ACTIVE DURING OCTOBER

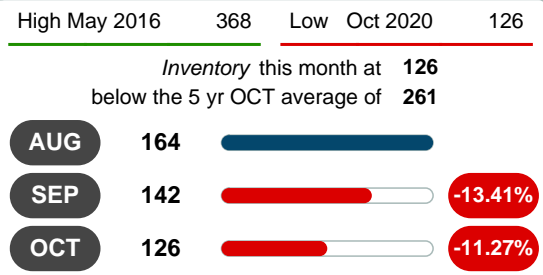


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 261



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	9.52%	46.9	9	3	0	0
\$75,001 - \$100,000	11	8.73%	53.3	5	5	1	0
\$100,001 - \$150,000	24	19.05%	75.0	3	17	4	0
\$150,001 - \$225,000	28	22.22%	75.8	1	19	6	2
\$225,001 - \$375,000	22	17.46%	56.8	1	13	5	3
\$375,001 - \$625,000	16	12.70%	121.1	3	6	5	2
\$625,001 and up	13	10.32%	106.5	0	4	6	3
Total Active Inventory by Units	126			22	67	27	10
Total Active Inventory by Volume	35,564,348	100%	76.5	3.14M	15.82M	9.85M	6.76M
Average Active Inventory Listing Price	\$282,257			\$142,655	\$236,086	\$364,663	\$676,230

October 2020



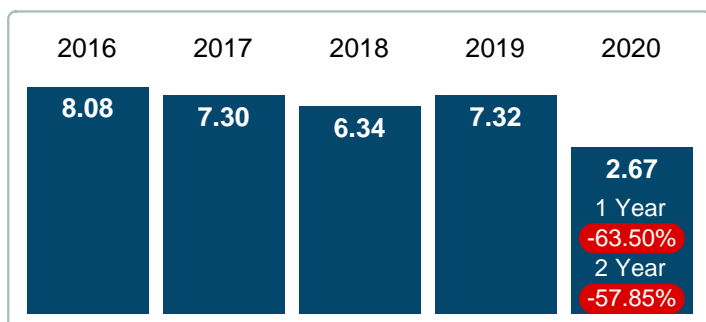
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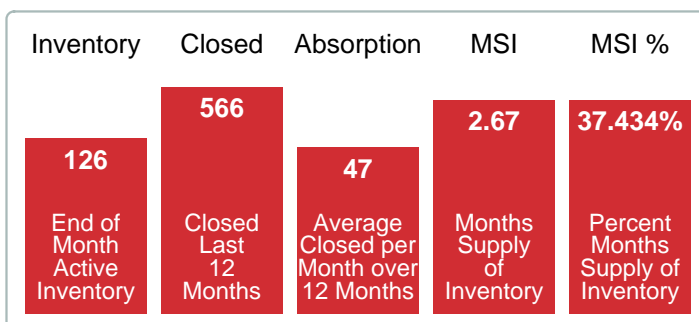
MONTHS SUPPLY of INVENTORY (MSI)

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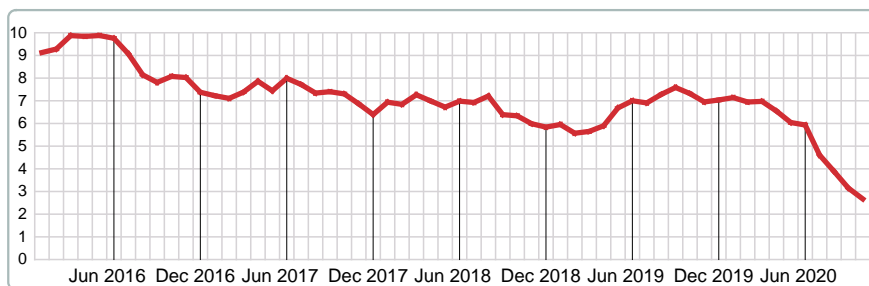
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 6.34

High May 2016 9.88 Low Oct 2020 2.67

Months Supply this month at 2.67 below the 5 yr OCT average of 6.34



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
\$75,000 and less	12	9.52%	1.57	2.57	0.88	0.00	0.00
\$75,001 - \$100,000	11	8.73%	2.28	3.16	1.67	4.00	0.00
\$100,001 - \$150,000	24	19.05%	2.12	3.00	1.92	3.00	0.00
\$150,001 - \$225,000	28	22.22%	2.07	1.71	2.00	2.06	4.00
\$225,001 - \$375,000	22	17.46%	3.00	3.00	4.00	1.88	2.77
\$375,001 - \$625,000	16	12.70%	7.68	18.00	12.00	5.45	4.00
\$625,001 and up	13	10.32%	31.20	0.00	24.00	36.00	0.00
Market Supply of Inventory (MSI)			2.67	3.03	2.34	3.00	4.44
Total Active Inventory by Units		100%	2.67	22	67	27	10

October 2020



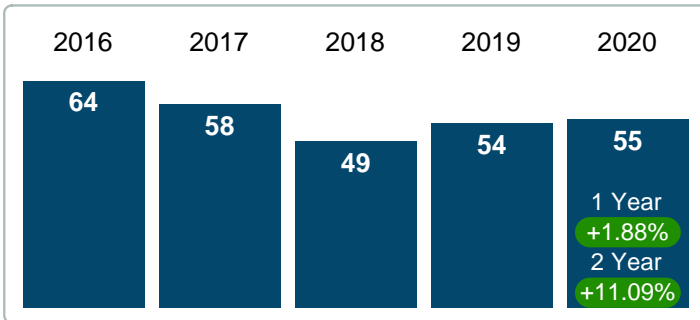
Area Delimited by County Of Cherokee - Residential Property Type



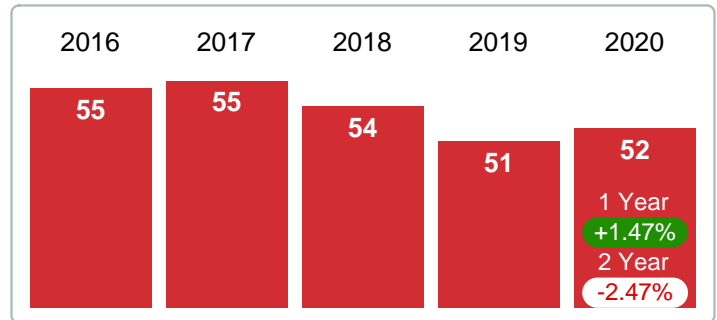
AVERAGE DAYS ON MARKET TO SALE

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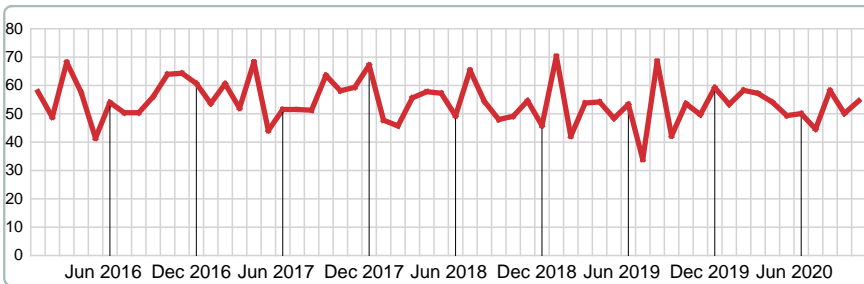
OCTOBER



YEAR TO DATE (YTD)

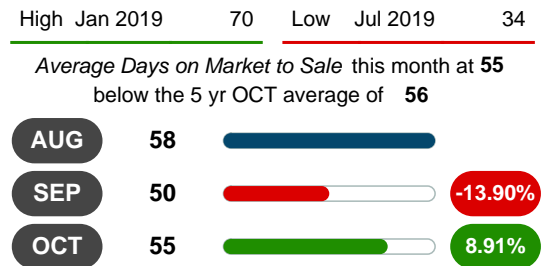


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



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	8.82%	67	85	29	0	0
\$50,001 - \$75,000	8.82%	42	45	36	0	0
\$75,001 - \$125,000	17.65%	27	8	34	8	0
\$125,001 - \$200,000	22.06%	37	26	38	44	0
\$200,001 - \$250,000	17.65%	65	0	41	98	0
\$250,001 - \$400,000	14.71%	75	63	51	97	132
\$400,001 and up	10.29%	93	165	44	119	43
Average Closed DOM		55	59	39	91	88
Total Closed Units	100%	55	15	38	13	2
Total Closed Volume		14,147,945	2.12M	6.93M	4.21M	888.00K

October 2020



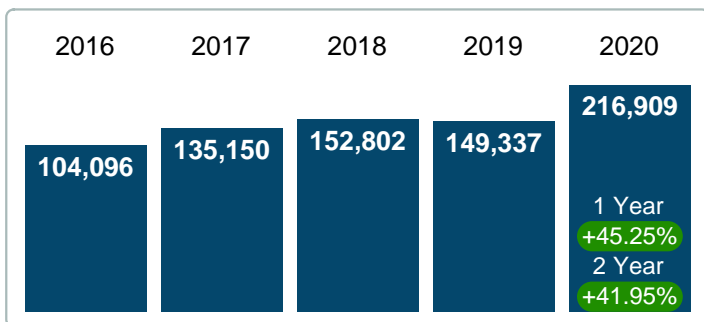
Area Delimited by County Of Cherokee - Residential Property Type



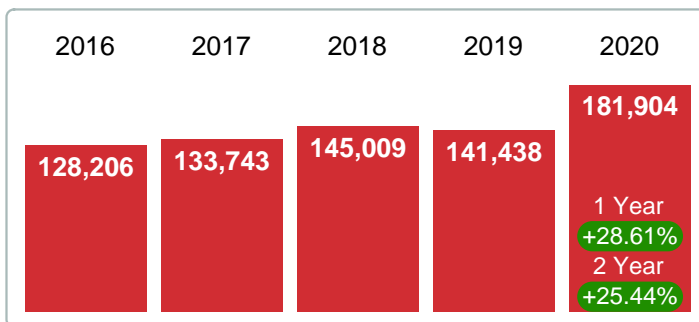
AVERAGE LIST PRICE AT CLOSING

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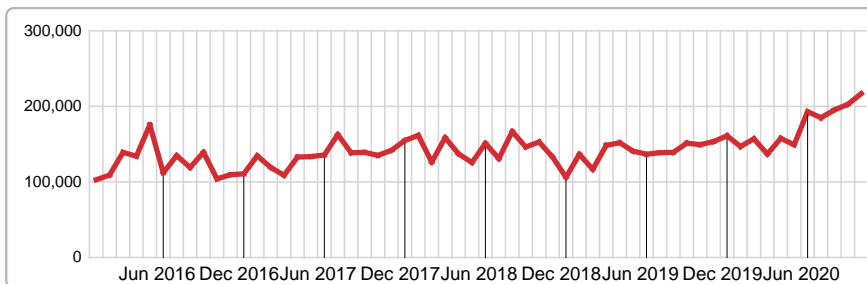
OCTOBER



YEAR TO DATE (YTD)

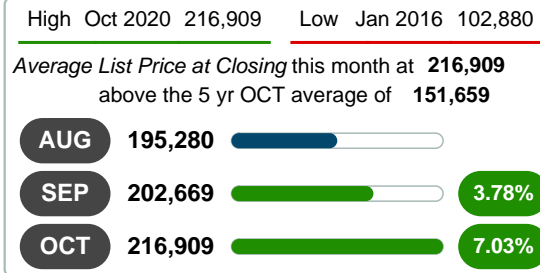


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 151,659



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	7.35%	37,680	35,125	49,450	0	0
\$50,001 - \$75,000	10.29%	64,014	66,925	64,700	0	0
\$75,001 - \$125,000	16.18%	106,109	95,450	110,689	110,000	0
\$125,001 - \$200,000	25.00%	163,376	169,500	165,633	146,000	0
\$200,001 - \$250,000	16.18%	229,795	0	224,863	225,720	0
\$250,001 - \$400,000	14.71%	331,430	319,750	335,500	322,933	364,000
\$400,001 and up	10.29%	618,100	649,900	486,950	704,633	589,000
Average List Price		216,909	148,500	186,896	343,638	476,500
Total Closed Units	100%	216,909	15	38	13	2
Total Closed Volume		14,749,840	2.23M	7.10M	4.47M	953.00K

October 2020



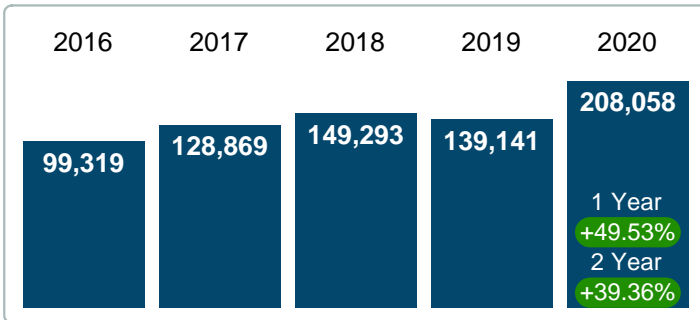
Area Delimited by County Of Cherokee - Residential Property Type



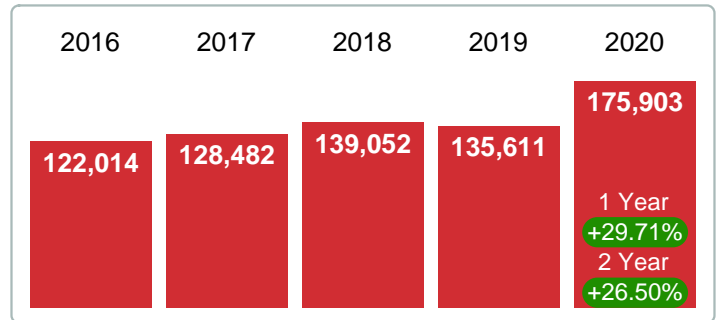
AVERAGE SOLD PRICE AT CLOSING

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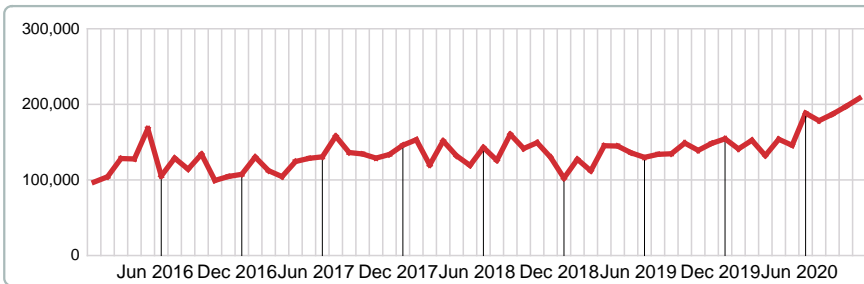
OCTOBER



YEAR TO DATE (YTD)

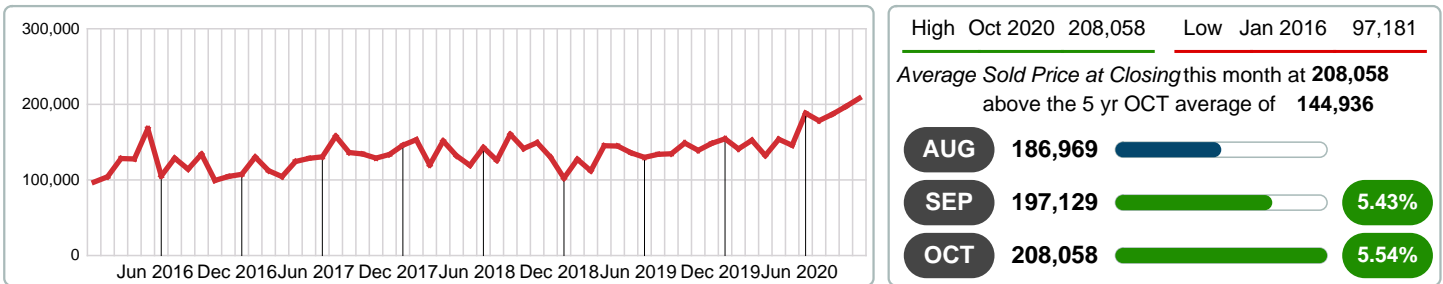


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 144,936



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	8.82%	31,583	28,000	38,750	0	0
\$50,001 - \$75,000	8.82%	61,883	64,950	55,750	0	0
\$75,001 - \$125,000	17.65%	103,529	91,450	106,049	105,000	0
\$125,001 - \$200,000	22.06%	160,653	162,000	162,275	138,500	0
\$200,001 - \$250,000	17.65%	222,267	0	222,429	222,040	0
\$250,001 - \$400,000	14.71%	322,240	296,250	327,500	318,967	363,000
\$400,001 and up	10.29%	577,914	649,900	486,500	632,500	525,000
Average Sold Price		208,058	141,407	182,388	323,700	444,000
Total Closed Units	100%	208,058	15	38	13	2
Total Closed Volume		14,147,945	2.12M	6.93M	4.21M	888.00K

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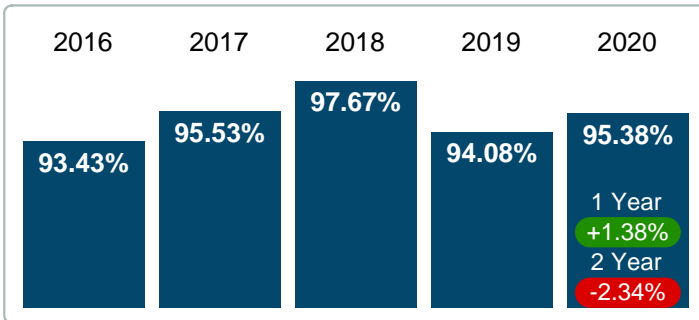
Area Delimited by County Of Cherokee - Residential Property Type



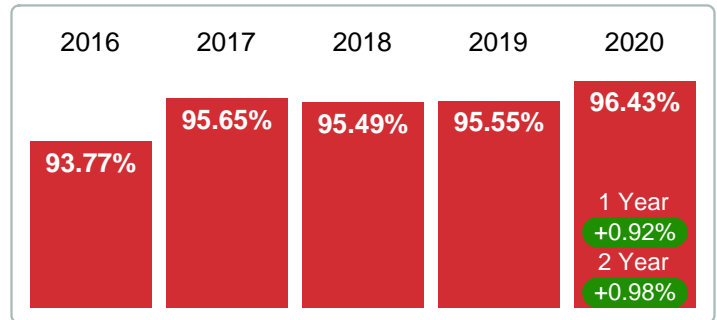
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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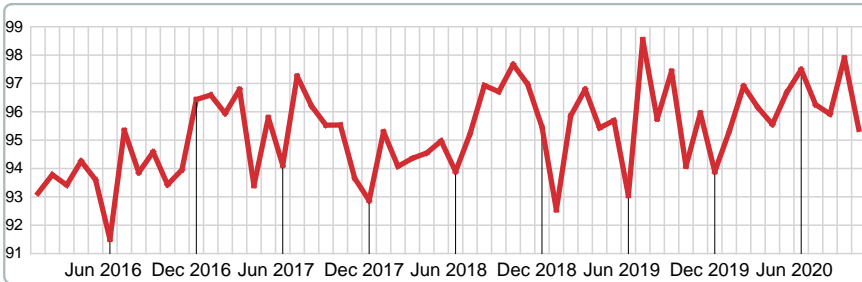
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

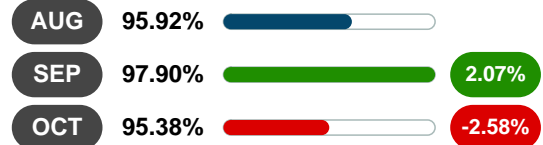


3 MONTHS

5 year OCT AVG = 95.22%

High Jul 2019 98.55% Low Jun 2016 91.51%

Average Sold/List Ratio this month at **95.38%** equal to 5 yr OCT average of **95.22%**



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	6	8.82%	80.85%	82.05%	78.44%	0.00%	0.00%
\$50,001 - \$75,000	6	8.82%	93.58%	97.29%	86.15%	0.00%	0.00%
\$75,001 - \$125,000	12	17.65%	95.54%	95.83%	95.49%	95.45%	0.00%
\$125,001 - \$200,000	15	22.06%	97.54%	95.69%	98.08%	94.86%	0.00%
\$200,001 - \$250,000	12	17.65%	99.13%	0.00%	99.66%	98.40%	0.00%
\$250,001 - \$400,000	10	14.71%	97.38%	92.59%	98.15%	98.75%	99.73%
\$400,001 and up	7	10.29%	95.18%	100.00%	99.91%	92.44%	89.13%
Average Sold/List Ratio		95.40%		92.37%	96.20%	96.61%	94.43%
Total Closed Units		68	100%	15	38	13	2
Total Closed Volume		14,147,945		2.12M	6.93M	4.21M	888.00K

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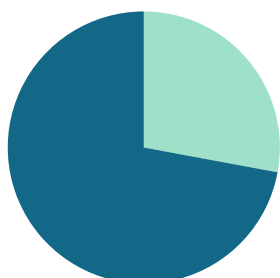
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

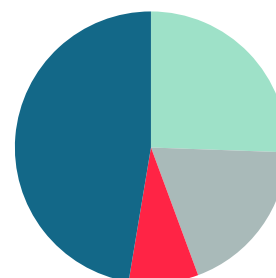


Inventory
 New Listings
55 = 27.92%
 Start Inventory
142
 Total Inventory Units
197
 Volume
\$49,065,698

Market Activity

Closed Sales
68 = 25.56%
 Pending Sales
50 = 18.80%
 Other Off Market
22 = 8.27%
 Active Inventory
126 = 47.37%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	68	58.14%	363	489	34.71%
Pending Sales	40	50	25.00%	392	550	40.31%
New Listings	73	55	-24.66%	816	742	-9.07%
Average List Price	149,337	216,909	45.25%	141,438	181,904	28.61%
Average Sale Price	139,141	208,058	49.53%	135,611	175,903	29.71%
Average Percent of Selling Price to List Price	94.08%	95.38%	1.38%	95.55%	96.43%	0.92%
Average Days on Market to Sale	53.58	54.59	1.88%	51.48	52.24	1.47%
Monthly Inventory	273	126	-53.85%	273	126	-53.85%
Months Supply of Inventory	7.35	2.67	-63.63%	7.35	2.67	-63.63%

Absorption: Last 12 months, an Average of **47** Sales/Month

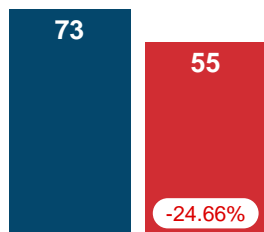
Inventory on October 31, 2020 = **126**

2019 2020

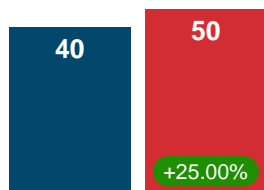
OCTOBER MARKET

AVERAGE PRICES

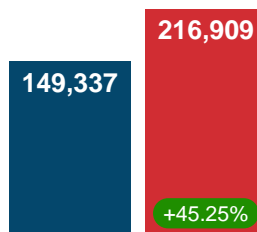
New Listings



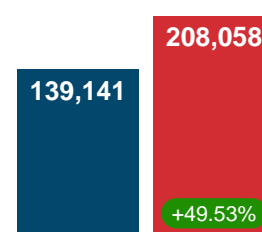
Pending Listings



List Price



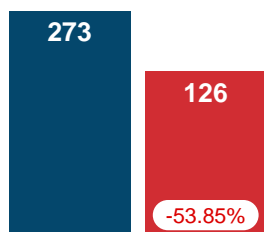
Sale Price



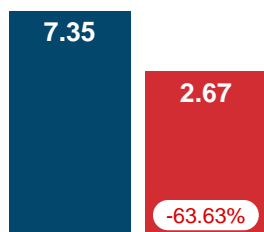
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

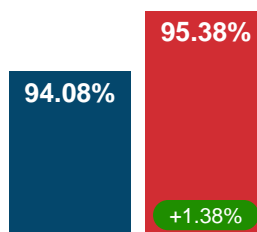
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

