

October 2020



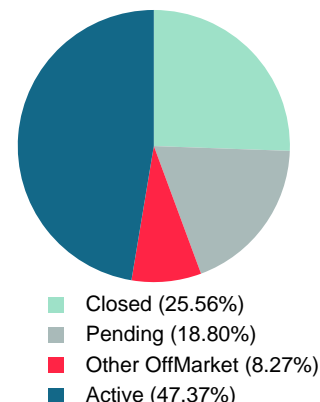
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	129,900	174,900	34.64%
Median Sale Price	125,000	179,450	43.56%
Median Percent of Selling Price to List Price	96.15%	97.52%	1.42%
Median Days on Market to Sale	38.00	35.00	-7.89%
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.

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 **43.56%** in October 2020 to \$179,450 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 3.00 days or **7.89%** in October 2020 compared to last year's same month at **38.00** DOM.

Sales Success for October 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 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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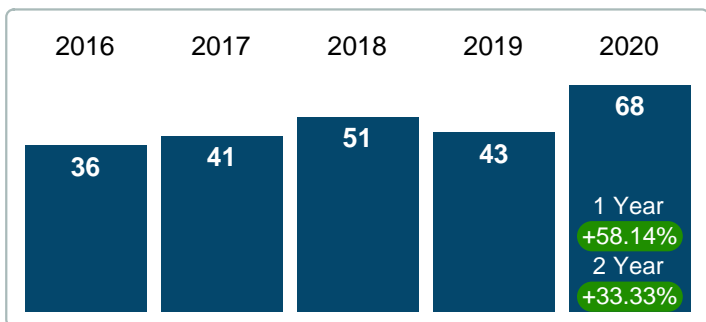
Area Delimited by County Of Cherokee - Residential Property Type



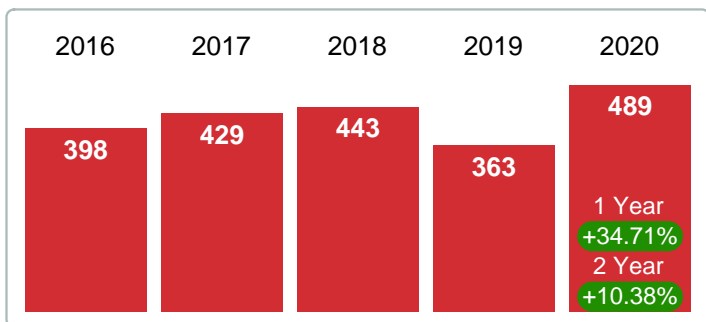
CLOSED LISTINGS

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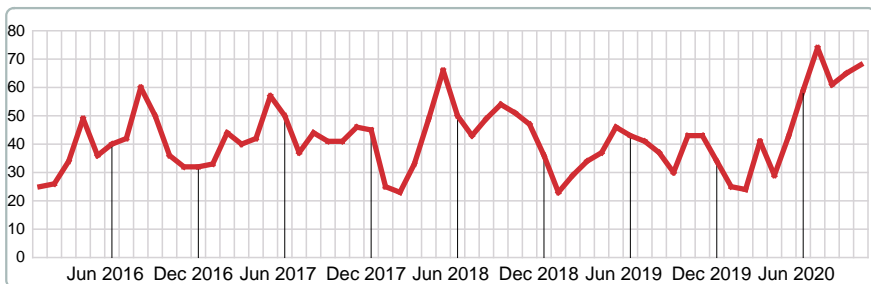
OCTOBER



YEAR TO DATE (YTD)

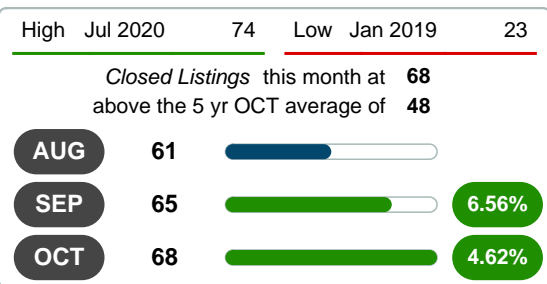


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.82%	55.0	4	2	0	0
\$50,001 - \$75,000	6	8.82%	18.5	4	2	0	0
\$75,001 - \$125,000	12	17.65%	8.5	2	9	1	0
\$125,001 - \$200,000	15	22.06%	25.0	2	12	1	0
\$200,001 - \$250,000	12	17.65%	66.0	0	7	5	0
\$250,001 - \$400,000	10	14.71%	65.0	2	4	3	1
\$400,001 and up	7	10.29%	87.0	1	2	3	1
Total Closed Units	68			15	38	13	2
Total Closed Volume	14,147,945	100%	35.0	2.12M	6.93M	4.21M	888.00K
Median Closed Price	\$179,450			\$74,900	\$165,450	\$242,700	\$444,000

October 2020



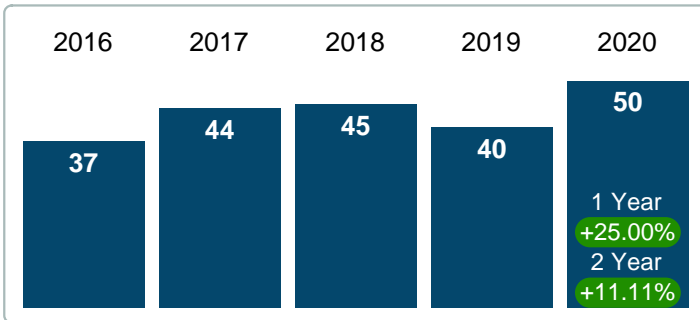
Area Delimited by County Of Cherokee - Residential Property Type



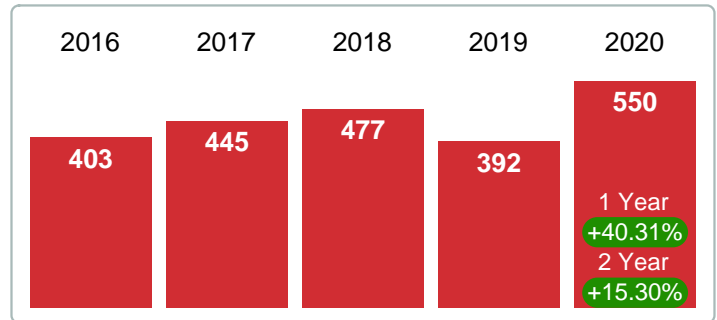
PENDING LISTINGS

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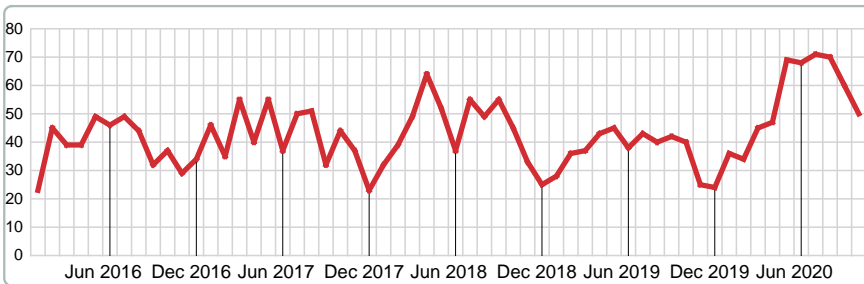
OCTOBER



YEAR TO DATE (YTD)

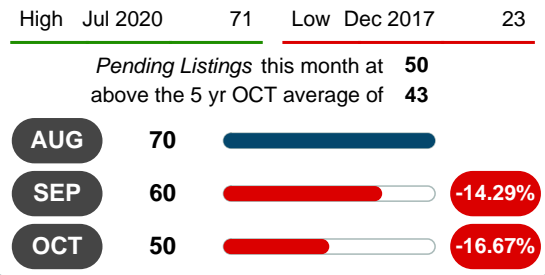


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	10.00%	32.0	5	0	0	0
\$60,001 - \$90,000	6	12.00%	85.5	1	4	0	1
\$90,001 - \$110,000	6	12.00%	8.5	1	4	1	0
\$110,001 - \$160,000	13	26.00%	37.0	3	9	1	0
\$160,001 - \$230,000	8	16.00%	13.5	1	7	0	0
\$230,001 - \$320,000	7	14.00%	13.0	0	4	2	1
\$320,001 and up	5	10.00%	24.0	0	3	0	2
Total Pending Units	50			11	31	4	4
Total Pending Volume	8,749,750	100%	20.0	998.60K	5.65M	719.70K	1.38M
Median Listing Price	\$142,475			\$79,900	\$149,900	\$192,450	\$322,450

October 2020



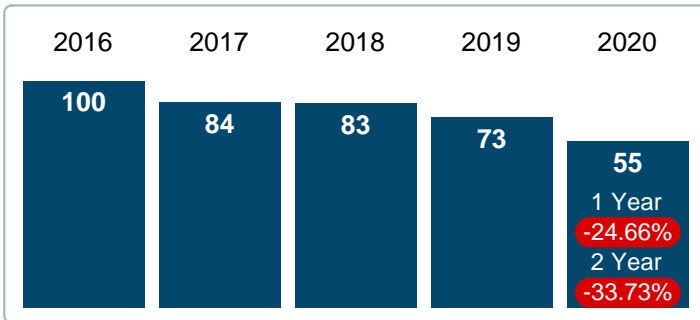
Area Delimited by County Of Cherokee - Residential Property Type



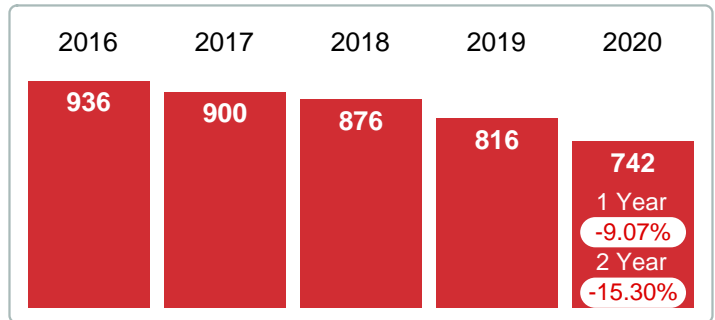
NEW LISTINGS

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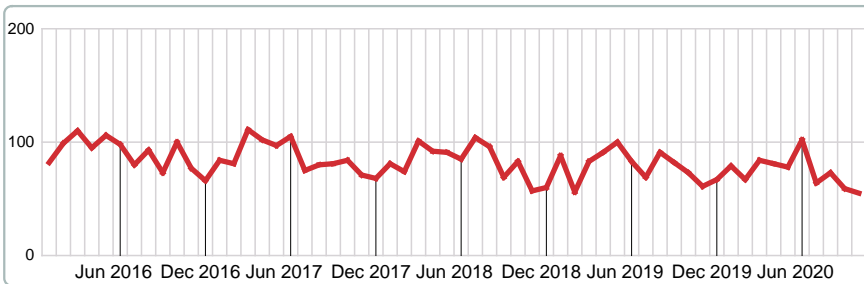
OCTOBER



YEAR TO DATE (YTD)

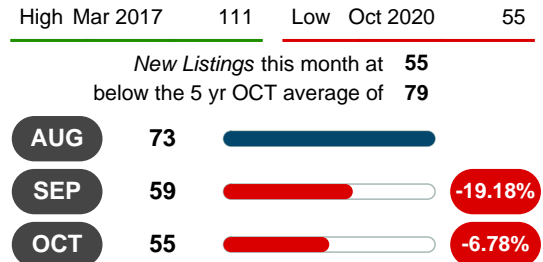


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$174,900		\$94,900	\$188,650	\$174,900	\$0

October 2020



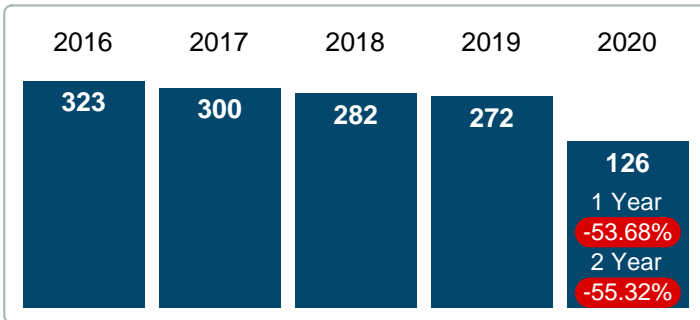
Area Delimited by County Of Cherokee - Residential Property Type



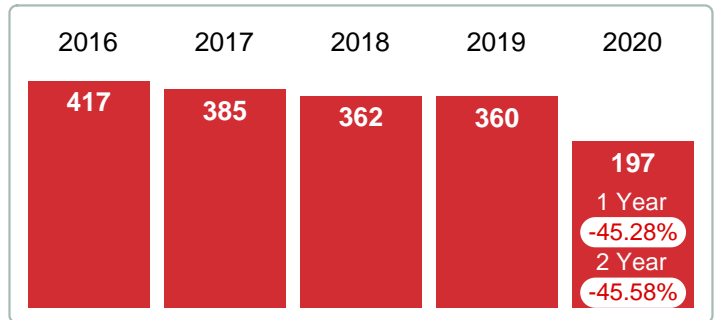
ACTIVE INVENTORY

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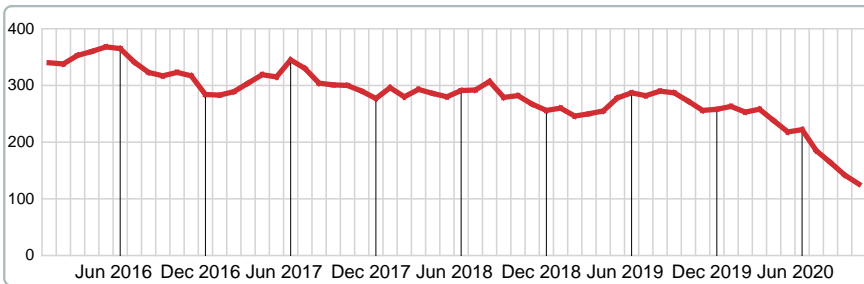
END OF OCTOBER



ACTIVE DURING OCTOBER

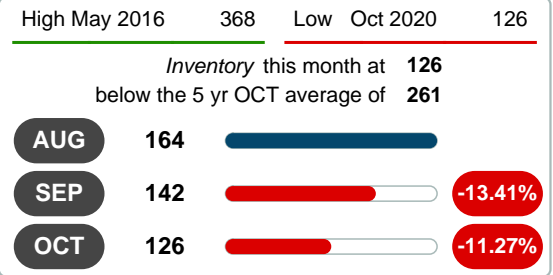


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 261



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	9.52%	38.5	9	3	0	0
\$75,001 - \$100,000	11	8.73%	57.0	5	5	1	0
\$100,001 - \$150,000	24	19.05%	65.0	3	17	4	0
\$150,001 - \$225,000	28	22.22%	59.0	1	19	6	2
\$225,001 - \$375,000	22	17.46%	53.0	1	13	5	3
\$375,001 - \$625,000	16	12.70%	123.5	3	6	5	2
\$625,001 and up	13	10.32%	116.0	0	4	6	3
Total Active Inventory by Units	126			22	67	27	10
Total Active Inventory by Volume	35,564,348	100%	61.0	3.14M	15.82M	9.85M	6.76M
Median Active Inventory Listing Price	\$188,200			\$85,700	\$186,900	\$299,900	\$412,400

October 2020



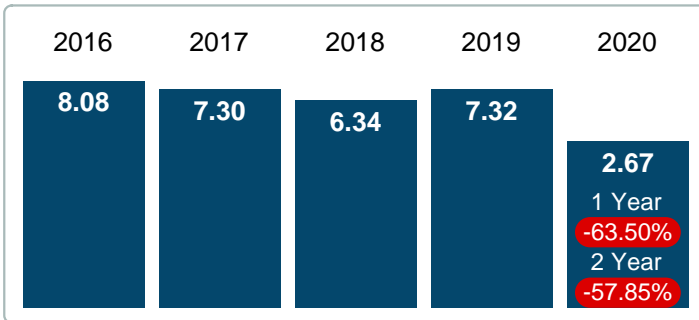
Area Delimited by County Of Cherokee - Residential Property Type



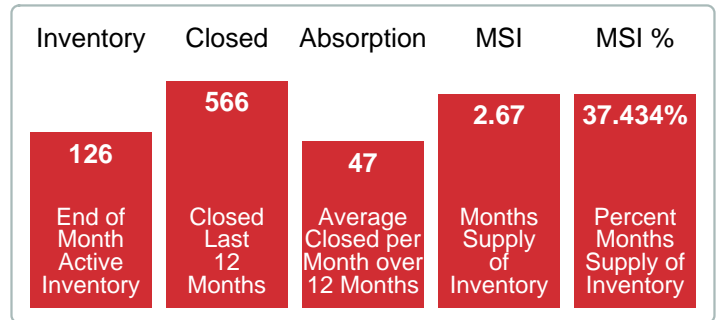
MONTHS SUPPLY of INVENTORY (MSI)

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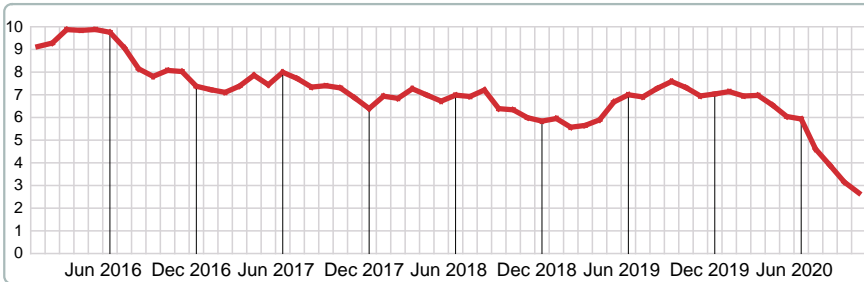
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

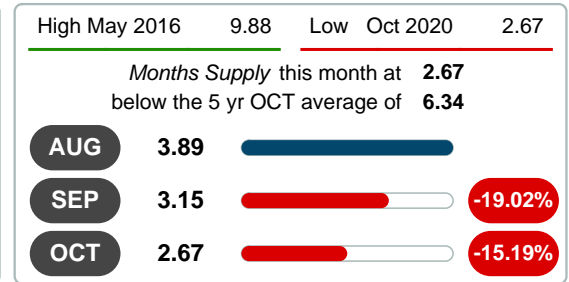


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 6.34



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



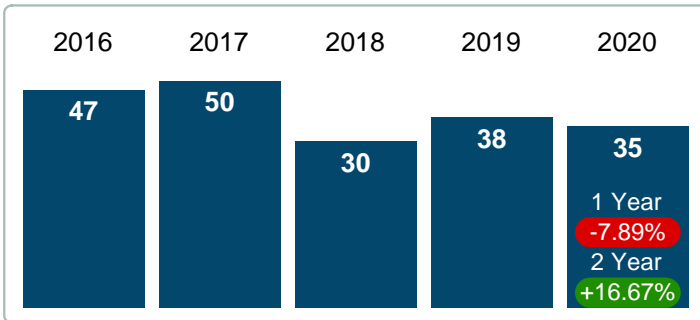
Area Delimited by County Of Cherokee - Residential Property Type



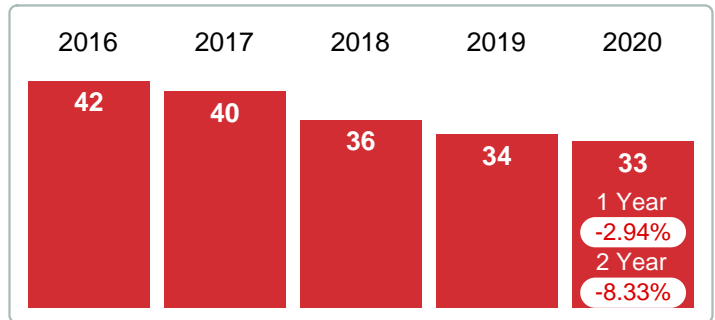
MEDIAN DAYS ON MARKET TO SALE

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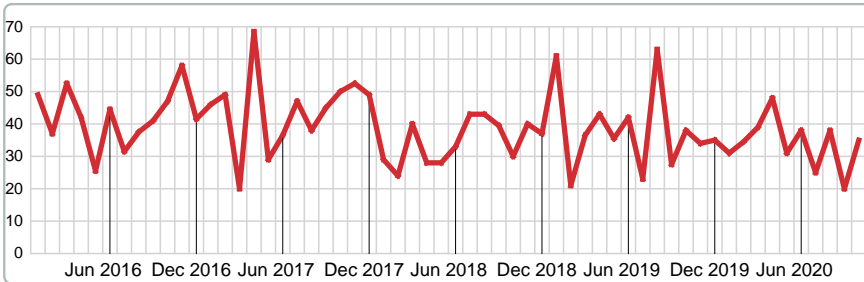
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40

High Apr 2017 69 Low Sep 2020 20

Median Days on Market to Sale this month at 35 below the 5 yr OCT 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	8.82%	55	82	29	0	0
\$50,001 - \$75,000	8.82%	19	15	36	0	0
\$75,001 - \$125,000	17.65%	9	8	9	8	0
\$125,001 - \$200,000	22.06%	25	26	25	44	0
\$200,001 - \$250,000	17.65%	66	0	49	123	0
\$250,001 - \$400,000	14.71%	65	63	35	69	132
\$400,001 and up	10.29%	87	165	44	161	43
Median Closed DOM		35	27	19	69	88
Total Closed Units	100%	68	15	38	13	2
Total Closed Volume		14,147,945	2.12M	6.93M	4.21M	888.00K

October 2020



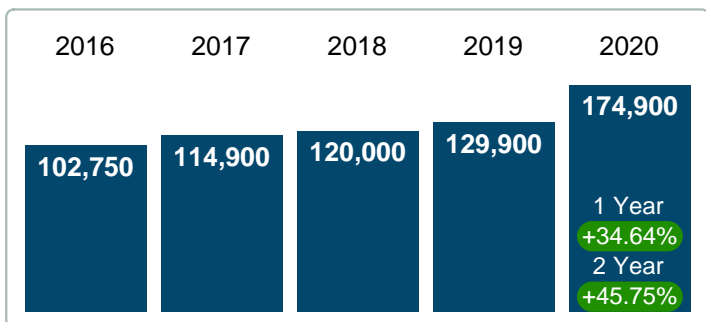
Area Delimited by County Of Cherokee - Residential Property Type



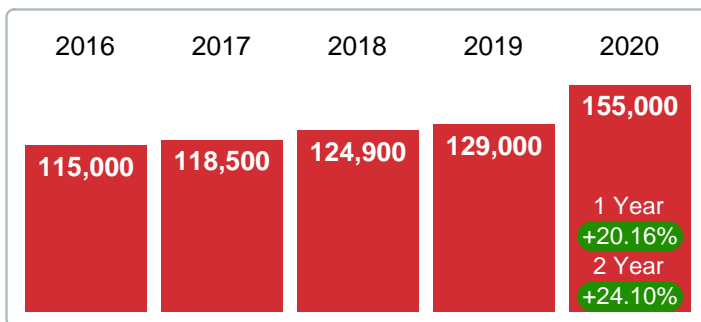
MEDIAN LIST PRICE AT CLOSING

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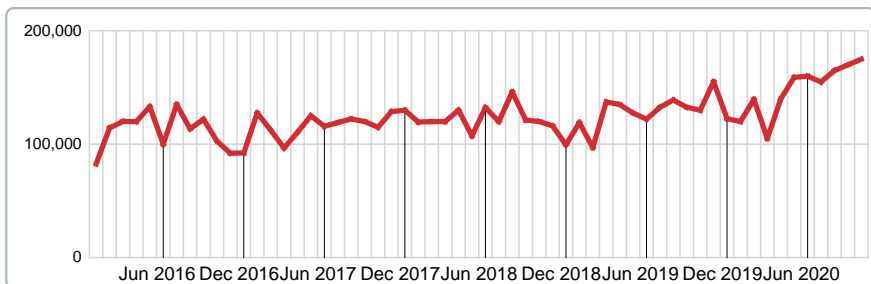
OCTOBER



YEAR TO DATE (YTD)

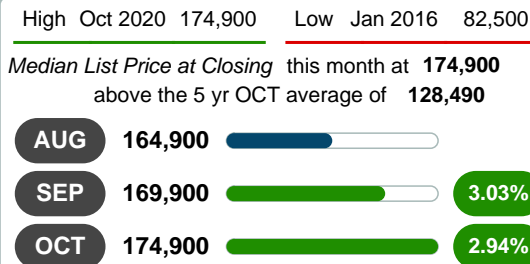


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128,490



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 5	7.35%	40,000	34,500	49,450	0	0
\$50,001 - \$75,000 7	10.29%	64,500	62,900	64,700	0	0
\$75,001 - \$125,000 11	16.18%	105,000	95,450	110,000	110,000	0
\$125,001 - \$200,000 17	25.00%	159,900	169,500	167,400	146,000	0
\$200,001 - \$250,000 11	16.18%	239,900	0	242,400	215,000	0
\$250,001 - \$400,000 10	14.71%	344,700	319,750	339,000	349,900	364,000
\$400,001 and up 7	10.29%	494,000	649,900	486,950	475,000	589,000
Median List Price		174,900	74,900	167,400	249,900	476,500
Total Closed Units	100%	174,900	15	38	13	2
Total Closed Volume		14,749,840	2.23M	7.10M	4.47M	953.00K

October 2020



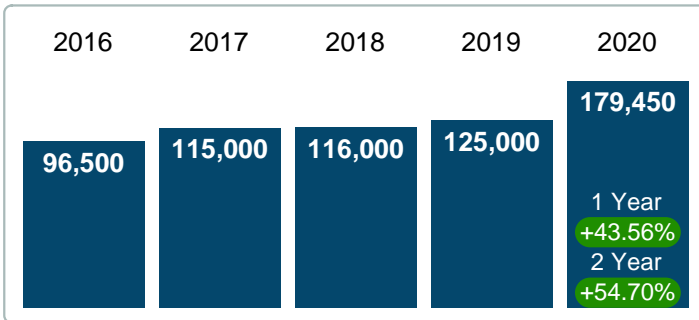
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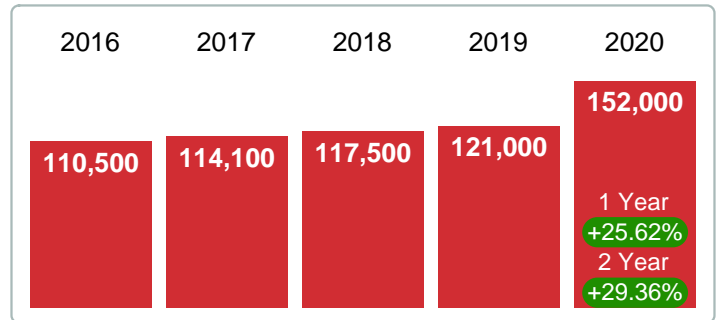
MEDIAN SOLD PRICE AT CLOSING

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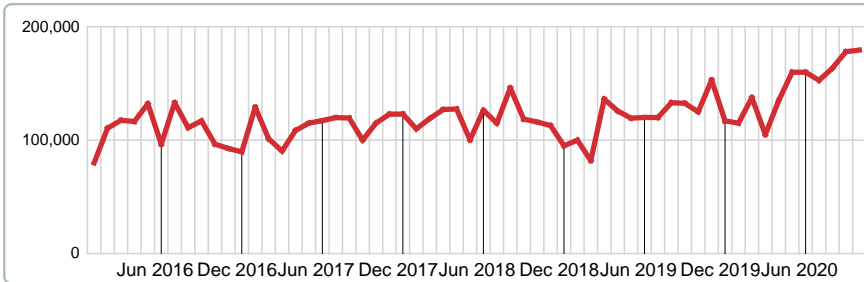
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

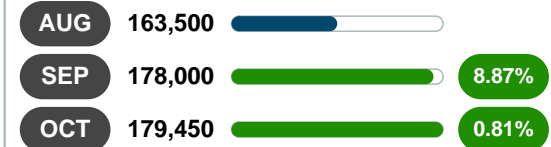


3 MONTHS

5 year OCT AVG = 126,390

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

Median Sold Price at Closing this month at 179,450 above the 5 yr OCT average of 126,390



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	6	8.82%	31,000	23,500	38,750	0	0
\$50,001 - \$75,000	6	8.82%	59,500	62,950	55,750	0	0
\$75,001 - \$125,000	12	17.65%	105,498	91,450	111,450	105,000	0
\$125,001 - \$200,000	15	22.06%	156,000	162,000	165,450	138,500	0
\$200,001 - \$250,000	12	17.65%	222,500	0	230,000	215,000	0
\$250,001 - \$400,000	10	14.71%	333,700	296,250	326,000	349,900	363,000
\$400,001 and up	7	10.29%	494,000	649,900	486,500	475,000	525,000
Median Sold Price			179,450	74,900	165,450	242,700	444,000
Total Closed Units		100%	179,450	15	38	13	2
Total Closed Volume			14,147,945	2.12M	6.93M	4.21M	888.00K

October 2020



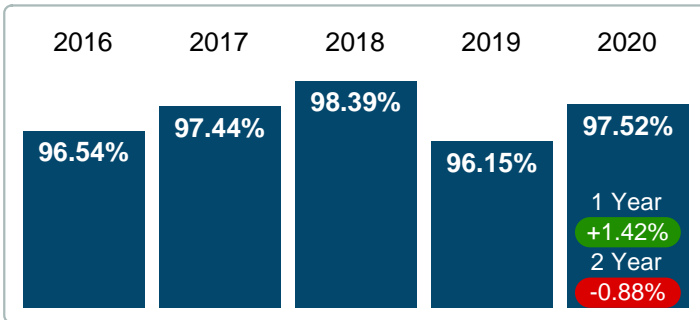
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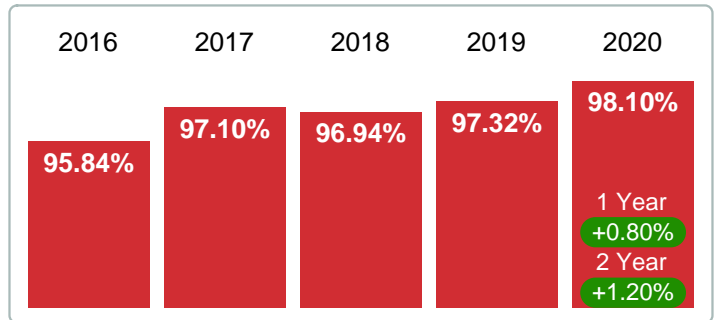
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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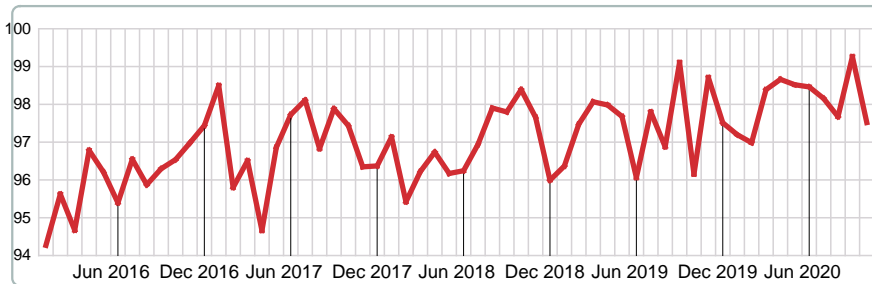
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

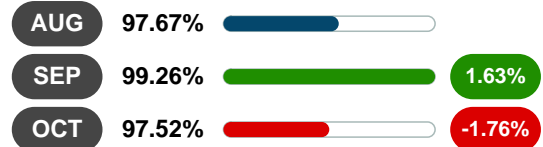


3 MONTHS

5 year OCT AVG = 97.21%

High Sep 2020 99.26% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **97.52%**
above the 5 yr OCT average of **97.21%**



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	6 <div style="width: 10%;"></div>	8.82%	78.44%	81.79%	78.44%	0.00%	0.00%	
\$50,001 - \$75,000	6 <div style="width: 10%;"></div>	8.82%	95.45%	100.00%	86.15%	0.00%	0.00%	
\$75,001 - \$125,000	12 <div style="width: 20%;"></div>	17.65%	96.57%	95.83%	96.91%	95.45%	0.00%	
\$125,001 - \$200,000	15 <div style="width: 25%;"></div>	22.06%	97.56%	95.69%	97.96%	94.86%	0.00%	
\$200,001 - \$250,000	12 <div style="width: 20%;"></div>	17.65%	97.98%	0.00%	96.53%	98.58%	0.00%	
\$250,001 - \$400,000	10 <div style="width: 15%;"></div>	14.71%	98.13%	92.59%	98.74%	98.46%	99.73%	
\$400,001 and up	7 <div style="width: 10%;"></div>	10.29%	99.81%	100.00%	99.91%	92.80%	89.13%	
Median Sold/List Ratio		97.52%		96.08%	97.55%	97.80%	94.43%	
Total Closed Units		68	100%	97.52%	15	38	13	2
Total Closed Volume		14,147,945			2.12M	6.93M	4.21M	888.00K

October 2020



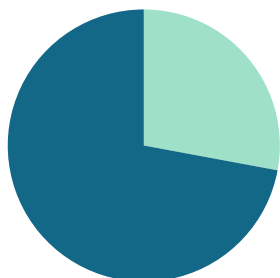
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

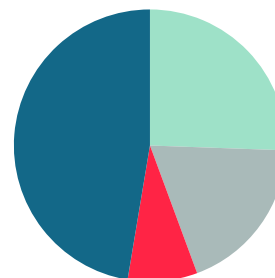


Inventory
 New Listings
55 = 27.92%
 Start Inventory
142
 Total Inventory Units
197
 Volume
\$49,065,698

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%
Median List Price	129,900	174,900	34.64%	129,000	155,000	20.16%
Median Sale Price	125,000	179,450	43.56%	121,000	152,000	25.62%
Median Percent of Selling Price to List Price	96.15%	97.52%	1.42%	97.32%	98.10%	0.80%
Median Days on Market to Sale	38.00	35.00	-7.89%	34.00	33.00	-2.94%
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

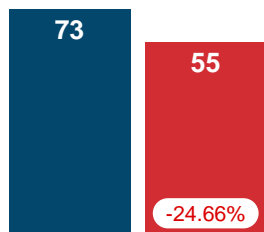
Inventory on October 31, 2020 = **126**

2019 **2020**

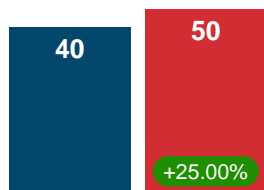
OCTOBER MARKET

MEDIAN PRICES

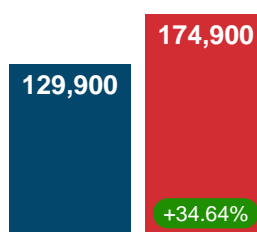
New Listings



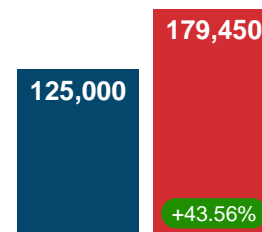
Pending Listings



List Price



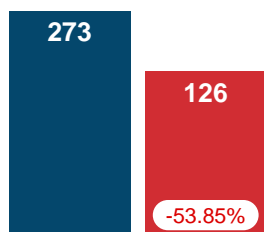
Sale Price



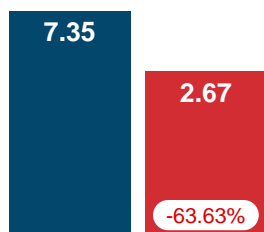
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

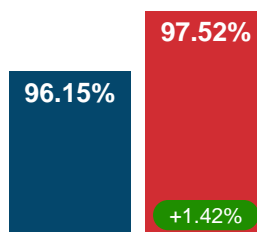
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

