

September 2020



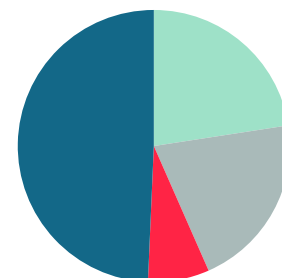
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	30	65	116.67%
Pending Listings	42	60	42.86%
New Listings	82	59	-28.05%
Average List Price	151,280	202,669	33.97%
Average Sale Price	148,771	197,129	32.50%
Average Percent of Selling Price to List Price	97.43%	97.90%	0.49%
Average Days on Market to Sale	42.23	50.12	18.68%
End of Month Inventory	287	142	-50.52%
Months Supply of Inventory	7.59	3.15	-58.48%



■ Closed (22.57%)
■ Pending (20.83%)
■ Other OffMarket (7.29%)
■ Active (49.31%)

Absorption: Last 12 months, an Average of **45 Sales/Month**
Active Inventory as of September 30, 2020 = **142**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **50.52%** to 142 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **3.15** 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 **32.50%** in September 2020 to \$197,129 versus the previous year at \$148,771.

Average Days on Market Lengthens

The average number of **50.12** days that homes spent on the market before selling increased by 7.89 days or **18.68%** in September 2020 compared to last year's same month at **42.23** DOM.

Sales Success for September 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 59 New Listings in September 2020, down **28.05%** from last year at 82. Furthermore, there were 65 Closed Listings this month versus last year at 30, a **116.67%** increase.

Closed versus Listed trends yielded a **110.2%** ratio, up from previous year's, September 2019, at **36.6%**, a **201.13%** 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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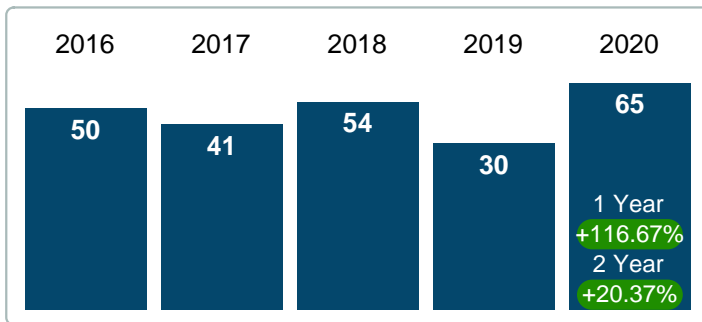
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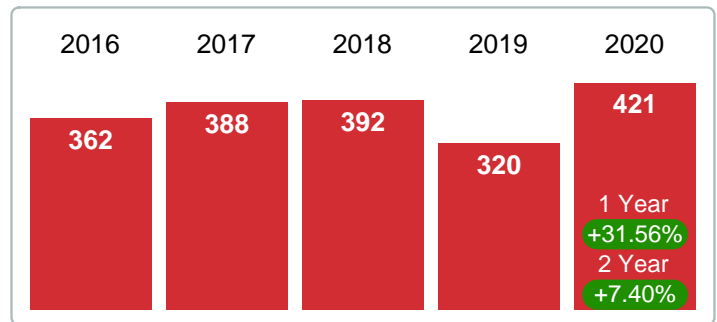
CLOSED LISTINGS

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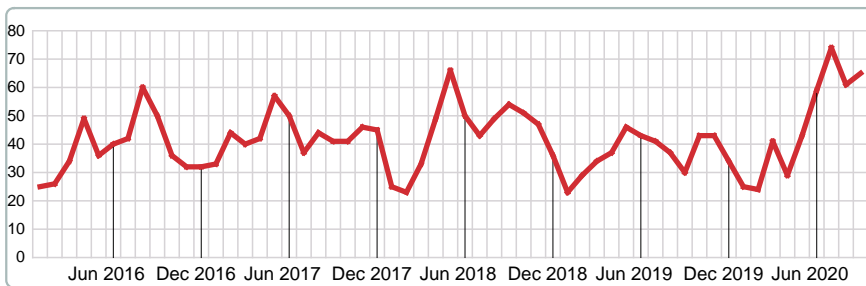
SEPTEMBER



YEAR TO DATE (YTD)

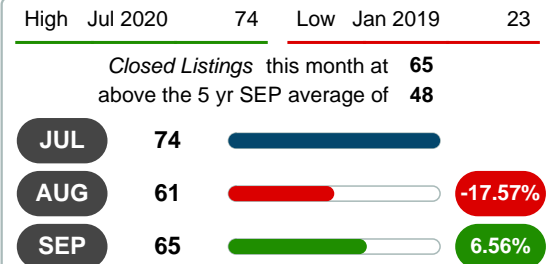


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$75,000 and less	6	9.23%	38.3	3	2	1	0
\$75,001 - \$100,000	7	10.77%	24.3	2	4	1	0
\$100,001 - \$125,000	5	7.69%	8.8	0	5	0	0
\$125,001 - \$175,000	14	21.54%	64.6	2	12	0	0
\$175,001 - \$225,000	17	26.15%	46.0	0	14	3	0
\$225,001 - \$350,000	9	13.85%	53.6	0	6	2	1
\$350,001 and up	7	10.77%	92.3	0	2	4	1
Total Closed Units	65			7	45	11	2
Total Closed Volume	12,813,400	100%	50.1	592.80K	8.29M	3.05M	873.50K
Average Closed Price	\$197,129			\$84,686	\$184,271	\$277,718	\$436,750

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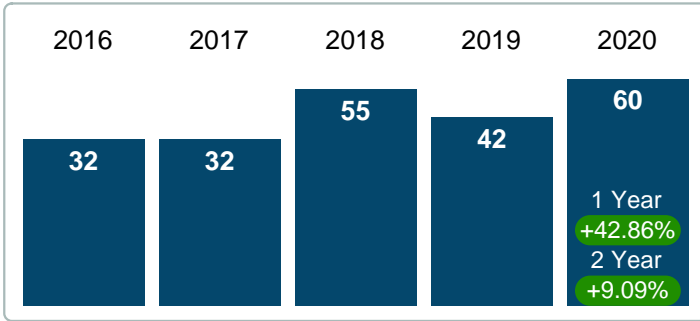
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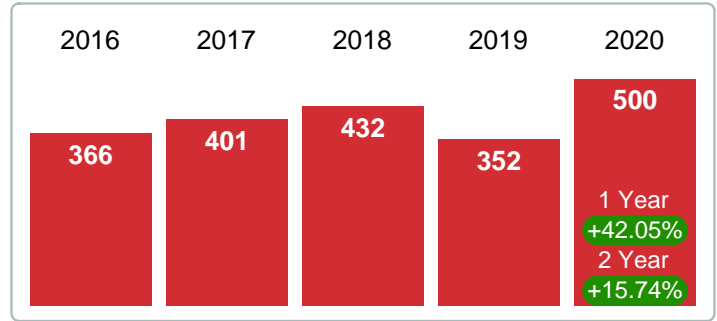
PENDING LISTINGS

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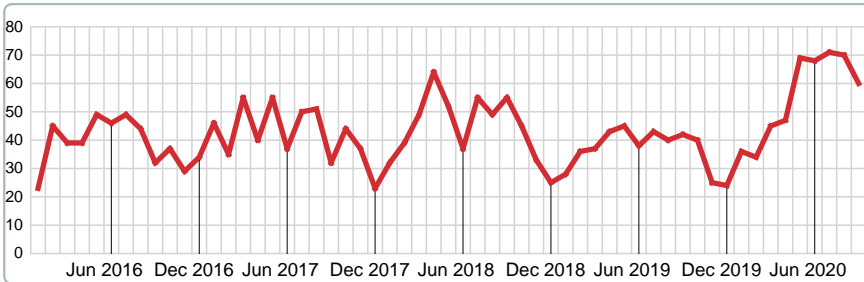
SEPTEMBER



YEAR TO DATE (YTD)

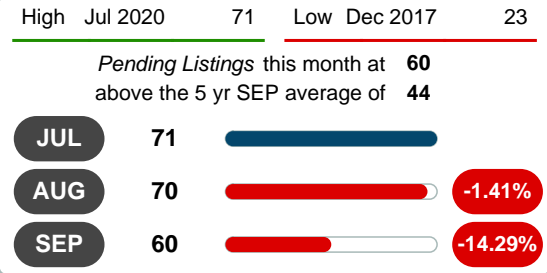


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 44



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	6	10.00%	50.0	4	2	0	0
\$50,001 - \$75,000	4	6.67%	90.5	3	1	0	0
\$75,001 - \$125,000	11	18.33%	44.8	2	7	2	0
\$125,001 - \$175,000	12	20.00%	35.8	0	12	0	0
\$175,001 - \$225,000	8	13.33%	60.8	0	6	2	0
\$225,001 - \$375,000	12	20.00%	61.8	1	7	4	0
\$375,001 and up	7	11.67%	35.1	0	6	1	0
Total Pending Units	60			10	41	9	0
Total Pending Volume	11,342,600	100%	51.0	815.40K	8.51M	2.02M	0.00B
Average Listing Price	\$189,043			\$81,540	\$207,588	\$224,011	\$0

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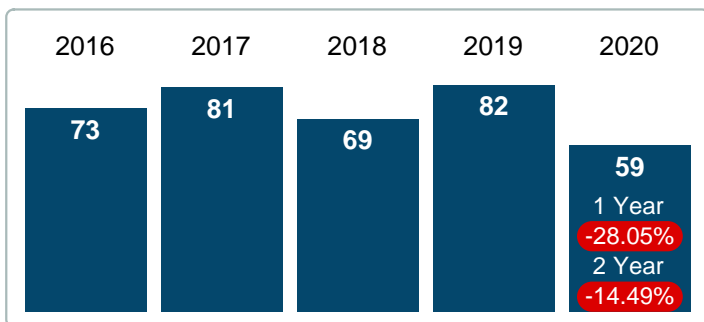
Area Delimited by County Of Cherokee - Residential Property Type



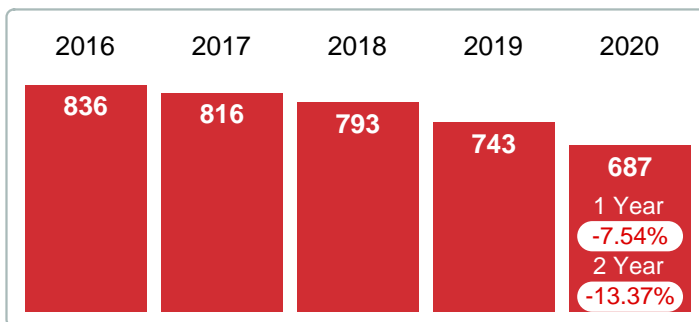
NEW LISTINGS

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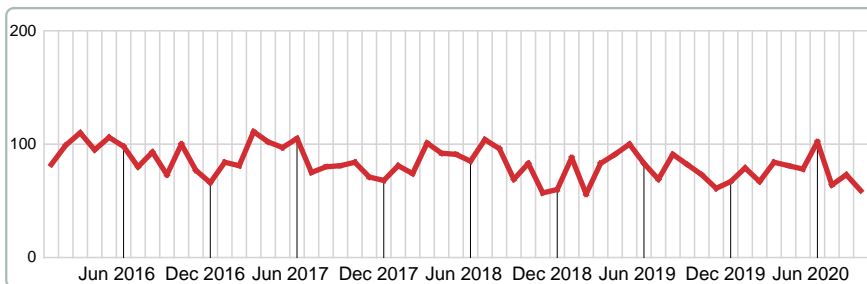
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73

High Mar 2017 111 | Low Feb 2019 56

New Listings this month at **59**
 below the 5 yr SEP average of **73**

Month	New Listings	% Change
JUL	64	
AUG	73	14.06%
SEP	59	-19.18%

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	3.39%	2	0	0	0
\$50,001 - \$100,000	11	18.64%	6	5	0	0
\$100,001 - \$125,000	8	13.56%	2	6	0	0
\$125,001 - \$175,000	12	20.34%	1	10	1	0
\$175,001 - \$250,000	12	20.34%	0	8	3	1
\$250,001 - \$425,000	8	13.56%	0	6	2	0
\$425,001 and up	6	10.17%	0	4	2	0
Total New Listed Units	59		11	39	8	1
Total New Listed Volume	12,681,300	100%	898.70K	8.83M	2.72M	234.90K
Average New Listed Listing Price	\$205,546		\$81,700	\$226,300	\$340,250	\$234,900

September 2020



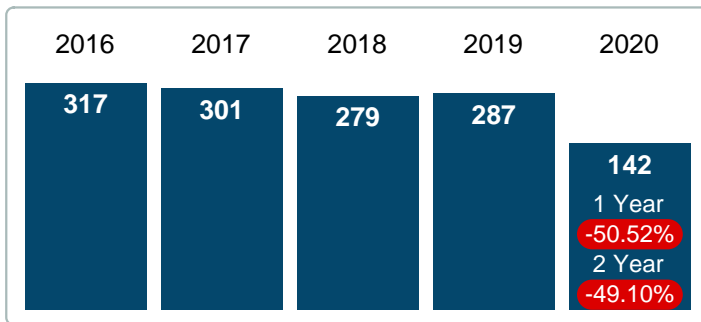
Area Delimited by County Of Cherokee - Residential Property Type



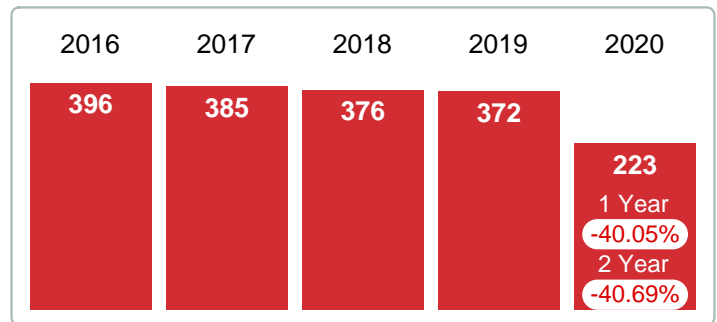
ACTIVE INVENTORY

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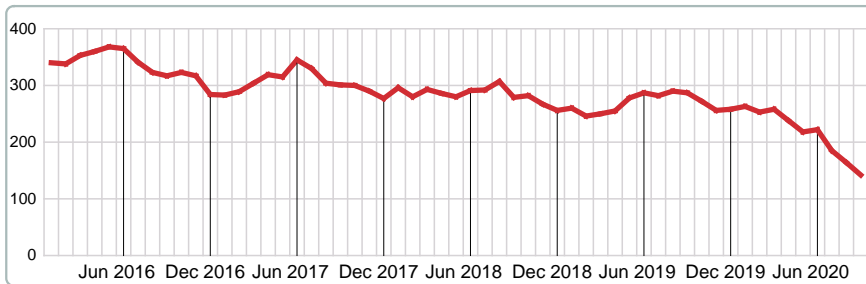
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

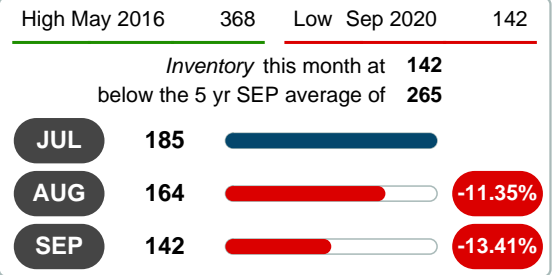


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 265



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	6	4.23%	74.5	6	0	0	0
\$50,001 - \$100,000	25	17.61%	60.7	11	12	1	1
\$100,001 - \$125,000	13	9.15%	60.2	3	9	1	0
\$125,001 - \$225,000	46	32.39%	76.9	4	32	8	2
\$225,001 - \$375,000	20	14.08%	67.1	0	9	6	5
\$375,001 - \$625,000	18	12.68%	103.2	3	7	6	2
\$625,001 and up	14	9.86%	87.9	0	4	6	4
Total Active Inventory by Units	142			27	73	28	14
Total Active Inventory by Volume	38,117,998	100%	75.4	3.51M	16.20M	10.26M	8.15M
Average Active Inventory Listing Price	\$268,437			\$130,159	\$221,852	\$366,514	\$581,864

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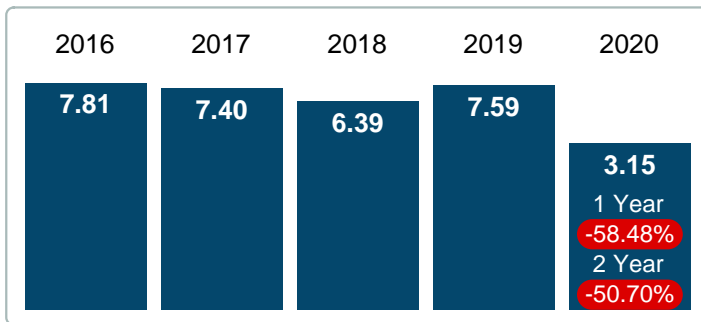
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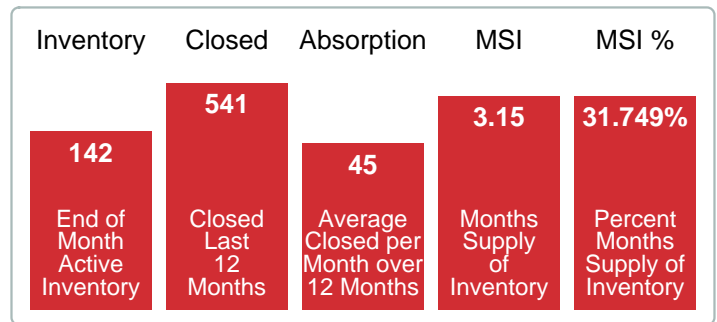
MONTHS SUPPLY of INVENTORY (MSI)

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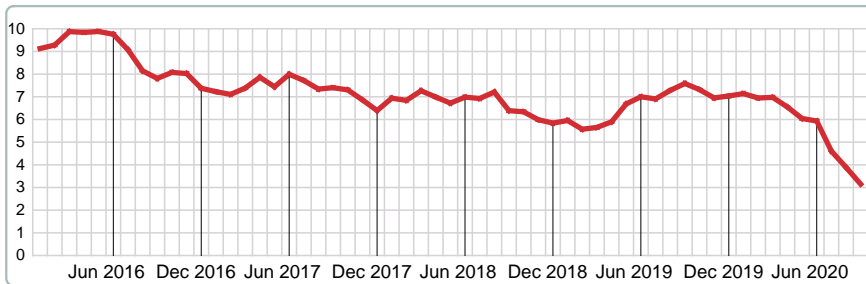
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

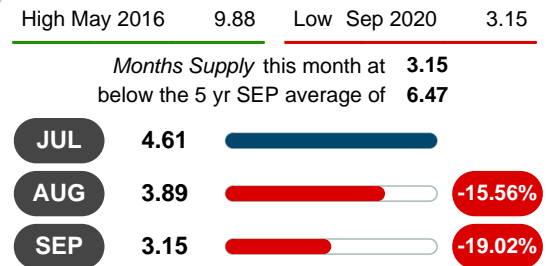


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.47



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	6	4.23%	1.64	3.60	0.00	0.00	0.00
\$50,001 - \$100,000	25	17.61%	2.83	3.30	2.53	1.33	0.00
\$100,001 - \$125,000	13	9.15%	2.23	4.00	2.08	1.50	0.00
\$125,001 - \$225,000	46	32.39%	2.49	4.00	2.36	2.46	3.00
\$225,001 - \$375,000	20	14.08%	3.16	0.00	3.27	2.57	4.62
\$375,001 - \$625,000	18	12.68%	10.80	18.00	21.00	8.00	4.80
\$625,001 and up	14	9.86%	56.00	0.00	24.00	72.00	0.00
Market Supply of Inventory (MSI)			3.15	3.81	2.64	3.46	6.22
Total Active Inventory by Units		100%	3.15	27	73	28	14

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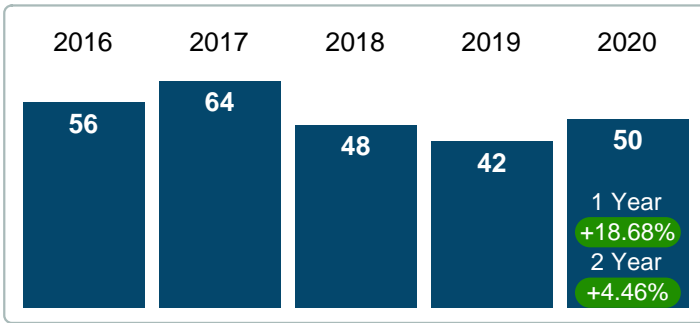
Area Delimited by County Of Cherokee - Residential Property Type



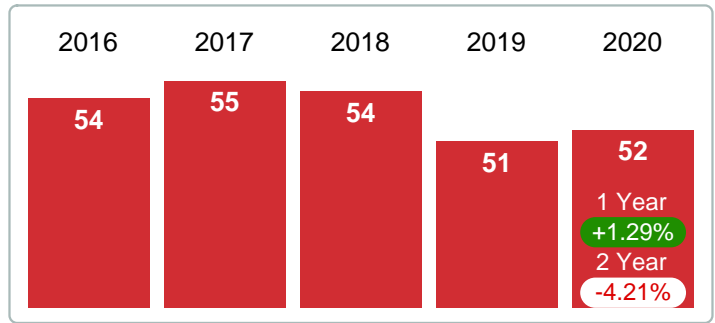
AVERAGE DAYS ON MARKET TO SALE

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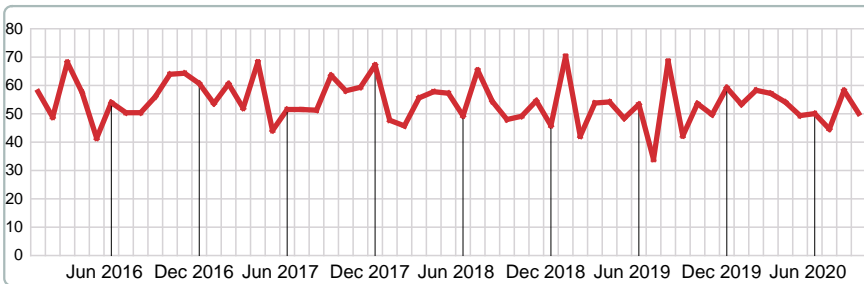
SEPTEMBER



YEAR TO DATE (YTD)

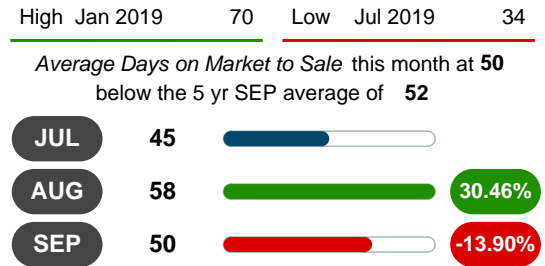


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$75,000 and less	9.23%	38	24	57	45	0
\$75,001 - \$100,000	10.77%	24	2	41	4	0
\$100,001 - \$125,000	7.69%	9	0	9	0	0
\$125,001 - \$175,000	21.54%	65	4	75	0	0
\$175,001 - \$225,000	26.15%	46	0	54	10	0
\$225,001 - \$350,000	13.85%	54	0	76	9	7
\$350,001 and up	10.77%	92	0	170	41	143
Average Closed DOM		50	12	61	24	75
Total Closed Units	100%	50	7	45	11	2
Total Closed Volume		12,813,400	592.80K	8.29M	3.05M	873.50K

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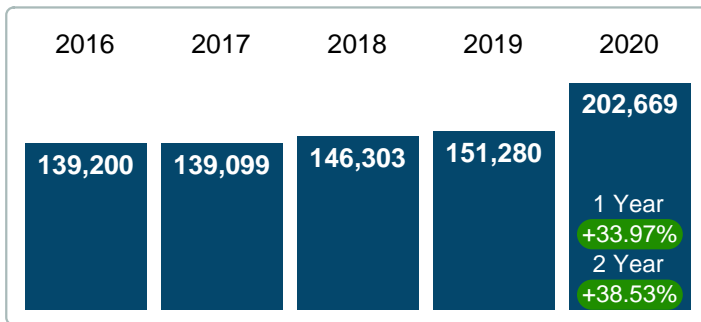
Area Delimited by County Of Cherokee - Residential Property Type



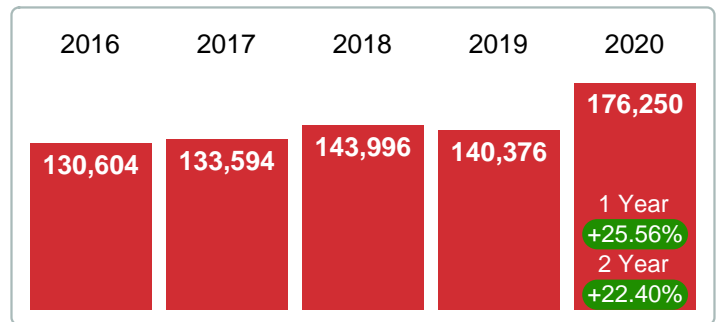
AVERAGE LIST PRICE AT CLOSING

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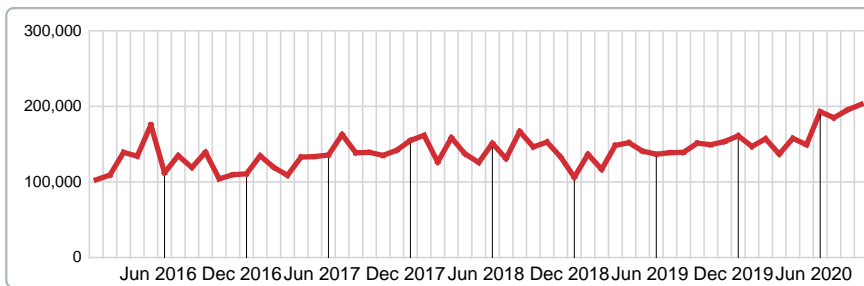
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

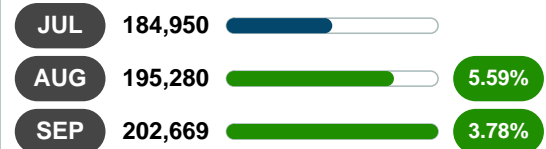


3 MONTHS

5 year SEP AVG = 155,710

High Sep 2020 202,669 Low Jan 2016 102,880

Average List Price at Closing this month at **202,669**
above the 5 yr SEP average of **155,710**



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
\$75,000 and less	9.23%	49,633	39,933	51,500	79,900	0
\$75,001 - \$100,000	12.31%	89,913	90,950	85,975	88,700	0
\$100,001 - \$125,000	6.15%	115,200	0	114,140	0	0
\$125,001 - \$175,000	23.08%	151,340	149,450	150,100	0	0
\$175,001 - \$225,000	21.54%	199,207	0	203,014	197,200	0
\$225,001 - \$350,000	16.92%	267,336	0	277,550	262,500	265,500
\$350,001 and up	10.77%	527,986	0	577,000	473,475	648,000
Average List Price		202,669	85,800	188,451	289,009	456,750
Total Closed Units	100%	202,669	7	45	11	2
Total Closed Volume		13,173,500	600.60K	8.48M	3.18M	913.50K

September 2020



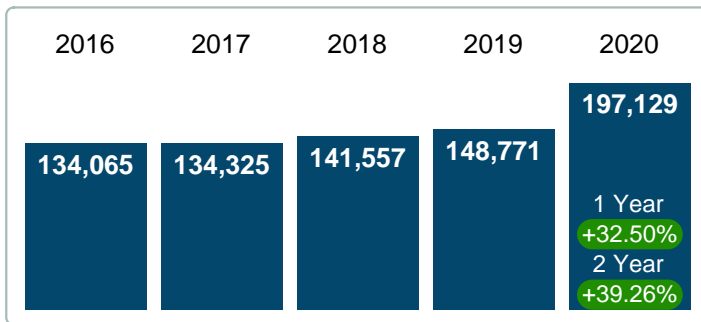
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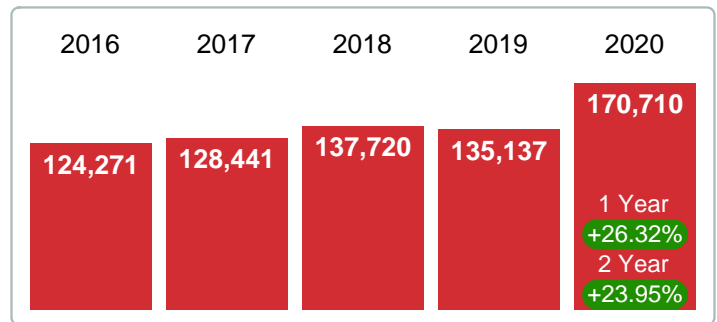
AVERAGE SOLD PRICE AT CLOSING

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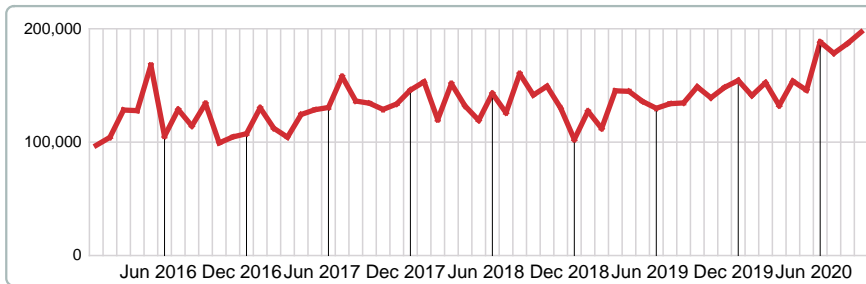
SEPTEMBER



YEAR TO DATE (YTD)

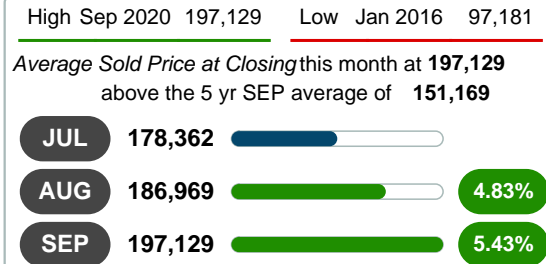


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151,169



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
\$75,000 and less	6	9.23%	47,300	39,133	45,700	75,000	0
\$75,001 - \$100,000	7	10.77%	87,357	88,250	85,750	92,000	0
\$100,001 - \$125,000	5	7.69%	112,880	0	112,880	0	0
\$125,001 - \$175,000	14	21.54%	147,757	149,450	147,475	0	0
\$175,001 - \$225,000	17	26.15%	198,865	0	199,307	196,800	0
\$225,001 - \$350,000	9	13.85%	268,656	0	274,067	257,500	258,500
\$350,001 and up	7	10.77%	498,071	0	544,500	445,625	615,000
Average Sold Price			197,129	84,686	184,271	277,718	436,750
Total Closed Units		100%	197,129	7	45	11	2
Total Closed Volume			12,813,400	592.80K	8.29M	3.05M	873.50K

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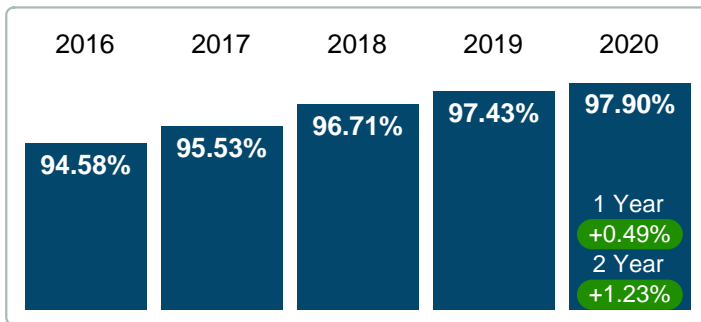
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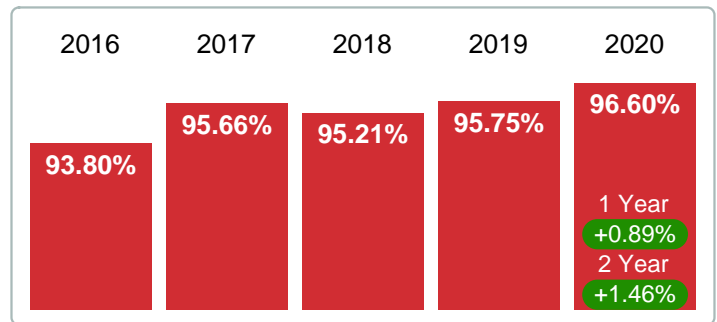
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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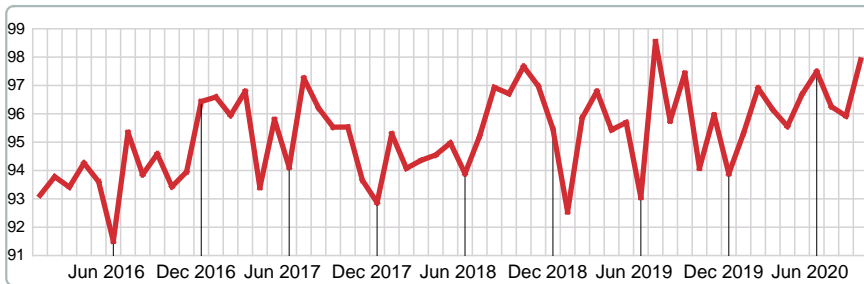
SEPTEMBER



YEAR TO DATE (YTD)

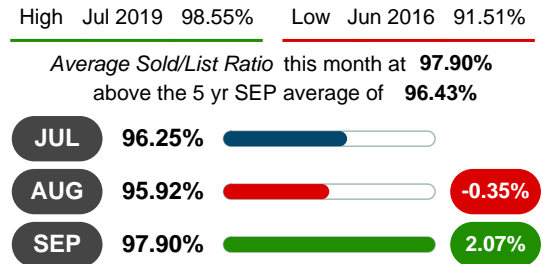


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 96.43%



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
\$75,000 and less	6	9.23%	93.20%	94.79%	90.48%	93.87%	0.00%
\$75,001 - \$100,000	7	10.77%	99.59%	97.08%	99.82%	103.72%	0.00%
\$100,001 - \$125,000	5	7.69%	99.40%	0.00%	99.40%	0.00%	0.00%
\$125,001 - \$175,000	14	21.54%	98.65%	100.00%	98.43%	0.00%	0.00%
\$175,001 - \$225,000	17	26.15%	98.86%	0.00%	98.63%	99.93%	0.00%
\$225,001 - \$350,000	9	13.85%	98.35%	0.00%	98.64%	97.96%	97.36%
\$350,001 and up	7	10.77%	94.77%	0.00%	95.91%	94.17%	94.91%
Average Sold/List Ratio			97.90%	96.94%	98.29%	97.27%	96.14%
Total Closed Units		100%	97.90%	7	45	11	2
Total Closed Volume				592.80K	8.29M	3.05M	873.50K

September 2020



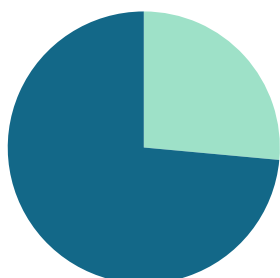
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

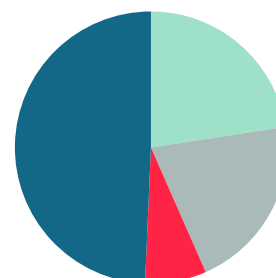


Inventory
 New Listings
59 = 26.46%
 Start Inventory
164
 Total Inventory Units
223
 Volume
\$54,587,648

Market Activity

Closed Sales
65 = 22.57%
 Pending Sales
60 = 20.83%
 Other Off Market
21 = 7.29%
 Active Inventory
142 = 49.31%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	30	65	116.67%	320	421	31.56%
Pending Sales	42	60	42.86%	352	500	42.05%
New Listings	82	59	-28.05%	743	687	-7.54%
Average List Price	151,280	202,669	33.97%	140,376	176,250	25.56%
Average Sale Price	148,771	197,129	32.50%	135,137	170,710	26.32%
Average Percent of Selling Price to List Price	97.43%	97.90%	0.49%	95.75%	96.60%	0.89%
Average Days on Market to Sale	42.23	50.12	18.68%	51.20	51.86	1.29%
Monthly Inventory	287	142	-50.52%	287	142	-50.52%
Months Supply of Inventory	7.59	3.15	-58.48%	7.59	3.15	-58.48%

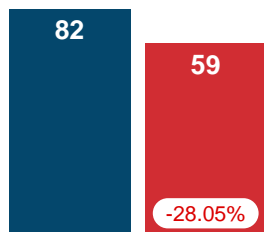
Absorption: Last 12 months, an Average of **45** Sales/Month

Inventory on September 30, 2020 = **142** 2019 2020

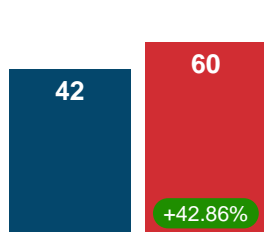
SEPTEMBER MARKET

AVERAGE PRICES

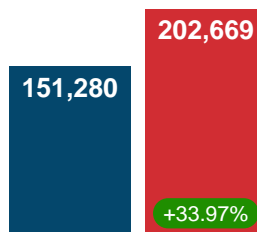
New Listings



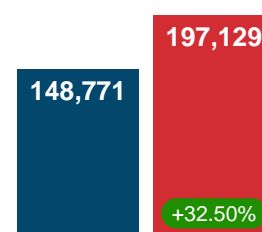
Pending Listings



List Price



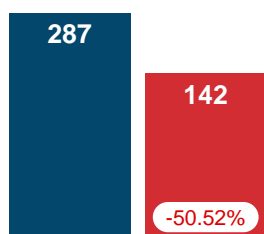
Sale Price



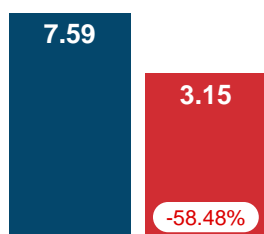
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

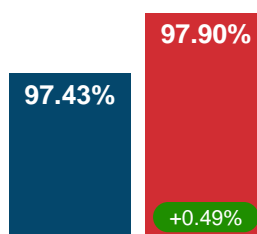
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

