

September 2020



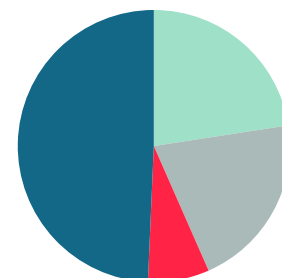
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	132,500	169,900	28.23%
Median Sale Price	132,500	178,000	34.34%
Median Percent of Selling Price to List Price	99.11%	99.26%	0.16%
Median Days on Market to Sale	27.50	20.00	-27.27%
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.

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 **34.34%** in September 2020 to \$178,000 versus the previous year at \$132,500.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 7.50 days or **27.27%** in September 2020 compared to last year's same month at **27.50** DOM.

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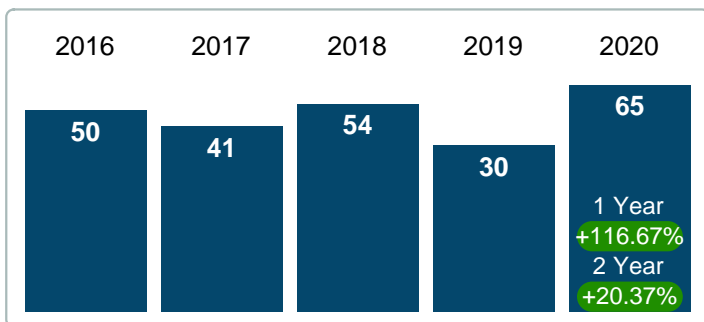
Area Delimited by County Of Cherokee - Residential Property Type



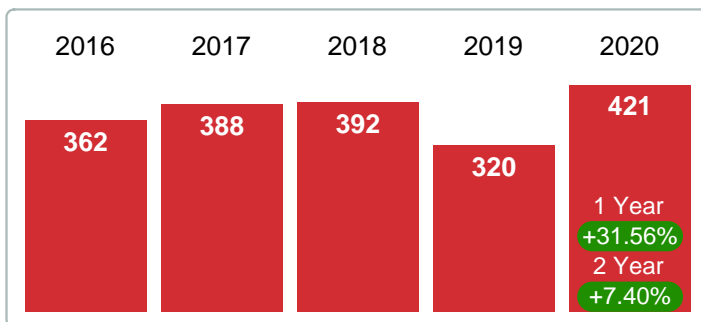
CLOSED LISTINGS

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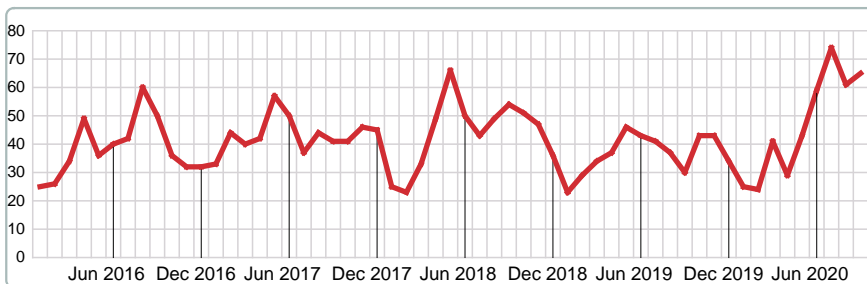
SEPTEMBER



YEAR TO DATE (YTD)

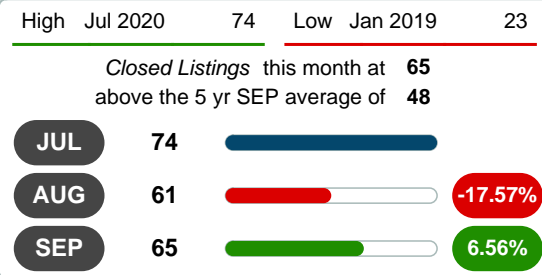


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.23%	26.0	3	2	1	0
\$75,001 - \$100,000	7	10.77%	4.0	2	4	1	0
\$100,001 - \$125,000	5	7.69%	7.0	0	5	0	0
\$125,001 - \$175,000	14	21.54%	51.0	2	12	0	0
\$175,001 - \$225,000	17	26.15%	27.0	0	14	3	0
\$225,001 - \$350,000	9	13.85%	10.0	0	6	2	1
\$350,001 and up	7	10.77%	108.0	0	2	4	1
Total Closed Units	65			7	45	11	2
Total Closed Volume	12,813,400	100%	20.0	592.80K	8.29M	3.05M	873.50K
Median Closed Price	\$178,000			\$85,500	\$169,900	\$235,000	\$436,750

September 2020



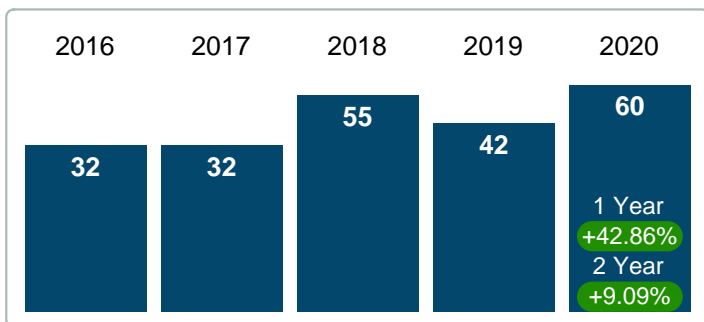
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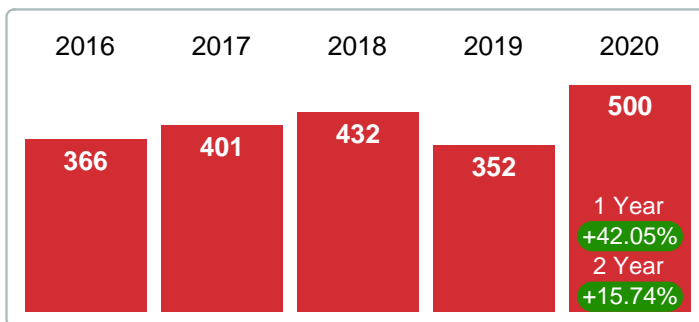
PENDING LISTINGS

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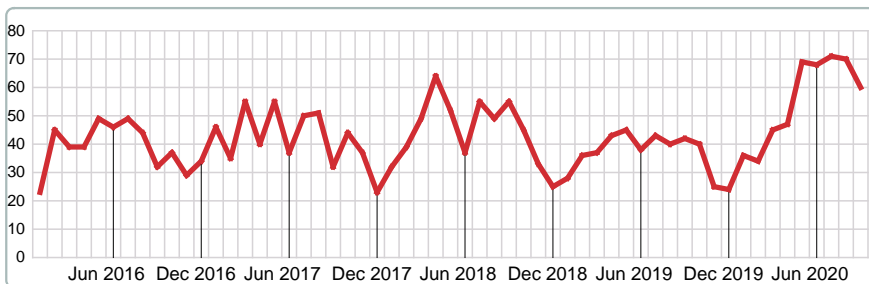
SEPTEMBER



YEAR TO DATE (YTD)

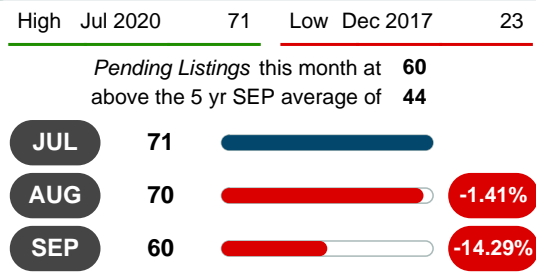


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	10.00%	55.0	4	2	0	0
\$50,001 - \$75,000	4	6.67%	102.5	3	1	0	0
\$75,001 - \$125,000	11	18.33%	24.0	2	7	2	0
\$125,001 - \$175,000	12	20.00%	22.0	0	12	0	0
\$175,001 - \$225,000	8	13.33%	59.0	0	6	2	0
\$225,001 - \$375,000	12	20.00%	63.0	1	7	4	0
\$375,001 and up	7	11.67%	12.0	0	6	1	0
Total Pending Units	60			10	41	9	0
Total Pending Volume	11,342,600	100%	39.0	815.40K	8.51M	2.02M	0.00B
Median Listing Price	\$158,400			\$56,950	\$174,900	\$242,700	\$0

September 2020



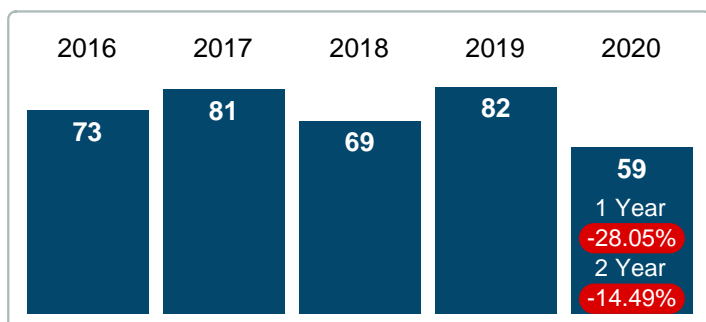
Area Delimited by County Of Cherokee - Residential Property Type



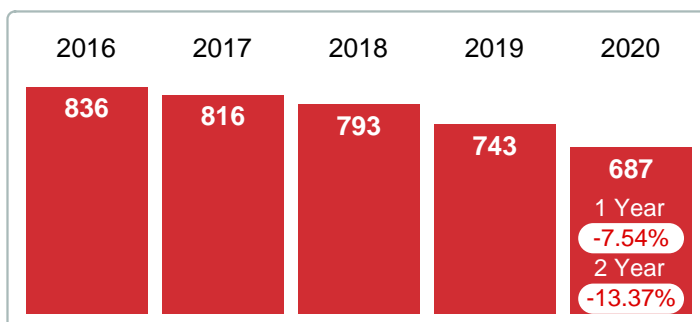
NEW LISTINGS

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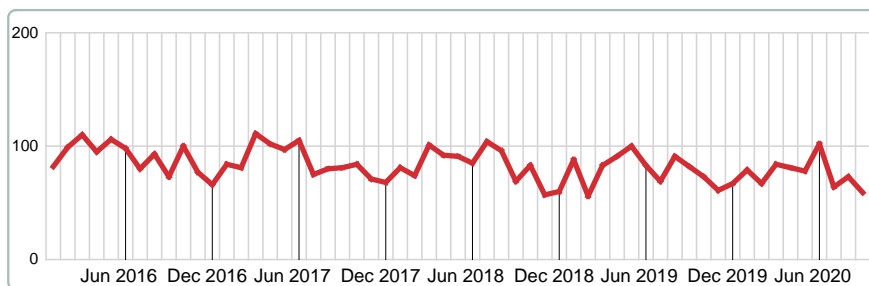
SEPTEMBER



YEAR TO DATE (YTD)

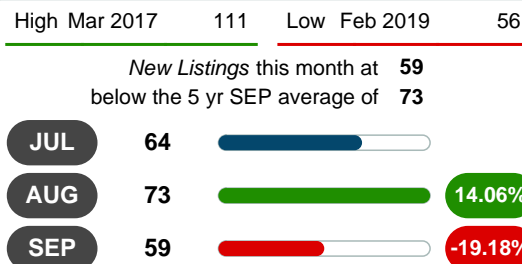


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73



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
Median New Listed Listing Price	\$162,900		\$79,900	\$174,900	\$251,300	\$234,900

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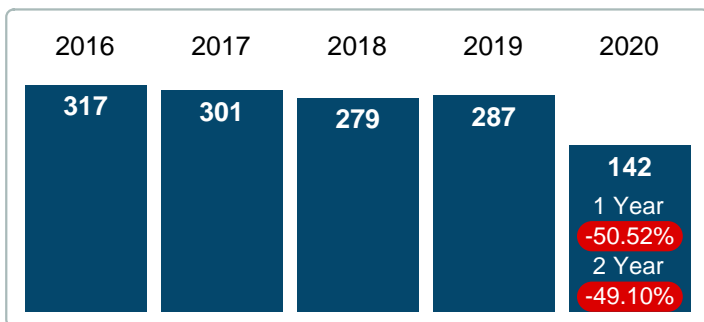
Area Delimited by County Of Cherokee - Residential Property Type



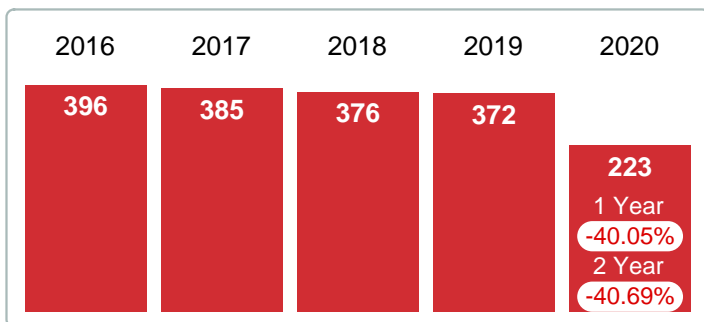
ACTIVE INVENTORY

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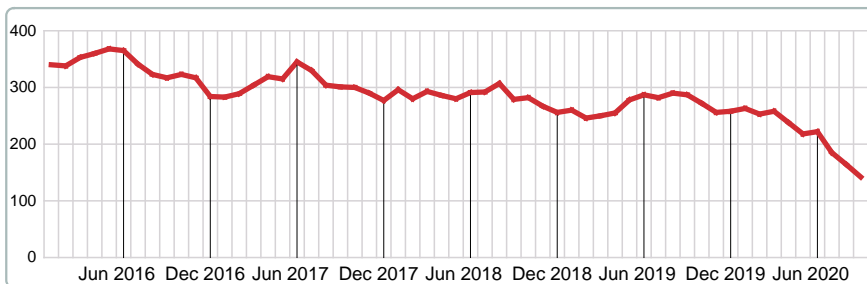
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

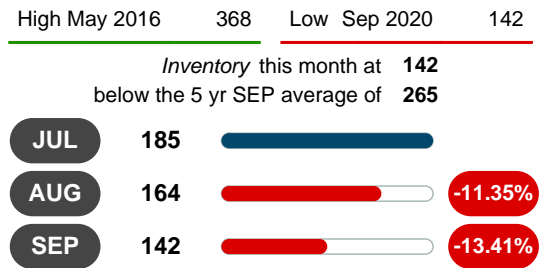


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 265



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.23%	76.0	6	0	0	0
\$50,001 - \$100,000	25	17.61%	33.0	11	12	1	1
\$100,001 - \$125,000	13	9.15%	41.0	3	9	1	0
\$125,001 - \$225,000	46	32.39%	63.5	4	32	8	2
\$225,001 - \$375,000	20	14.08%	44.5	0	9	6	5
\$375,001 - \$625,000	18	12.68%	108.0	3	7	6	2
\$625,001 and up	14	9.86%	98.0	0	4	6	4
Total Active Inventory by Units	142			27	73	28	14
Total Active Inventory by Volume	38,117,998	100%	57.5	3.51M	16.20M	10.26M	8.15M
Median Active Inventory Listing Price	\$169,900			\$86,000	\$162,400	\$274,950	\$347,450

September 2020



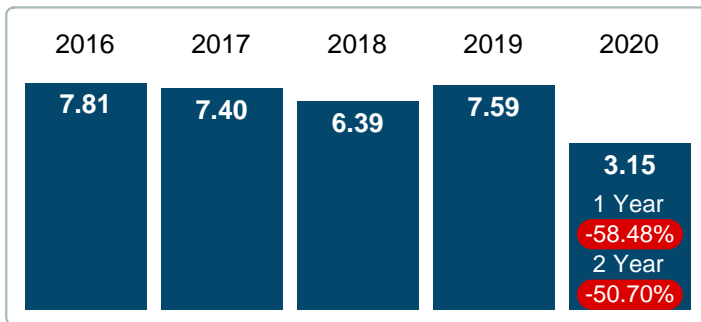
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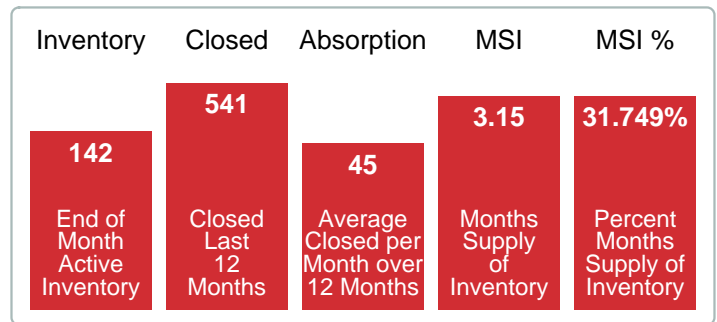
MONTHS SUPPLY of INVENTORY (MSI)

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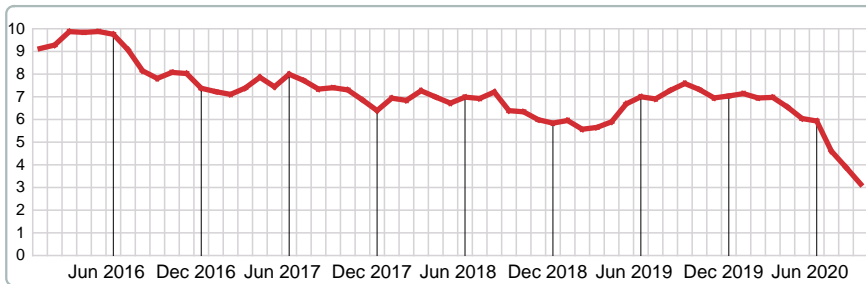
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

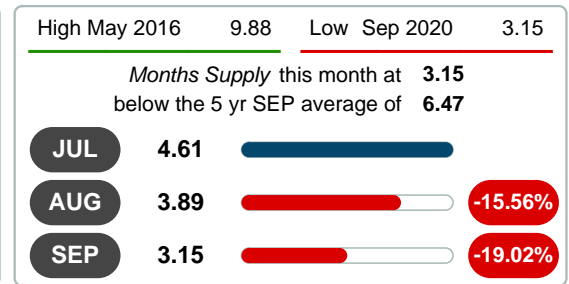


5 YEAR MARKET ACTIVITY TRENDS



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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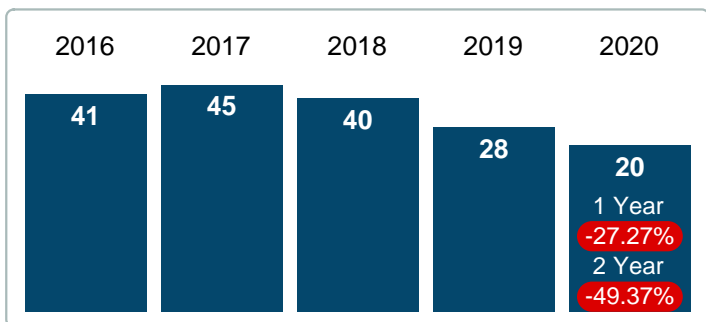
Area Delimited by County Of Cherokee - Residential Property Type



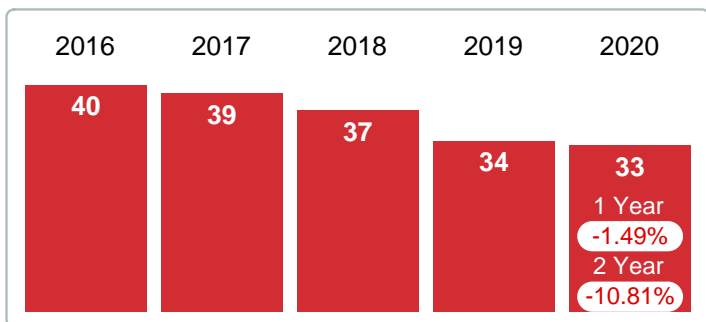
MEDIAN DAYS ON MARKET TO SALE

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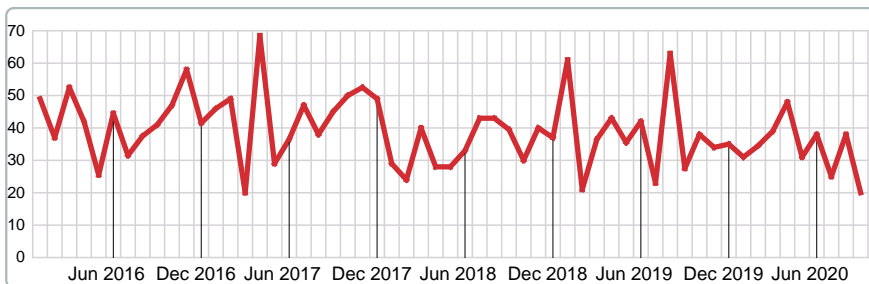
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

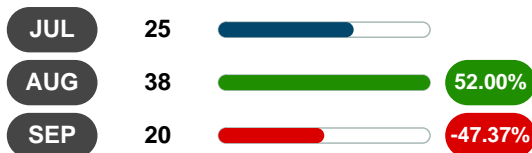


3 MONTHS

5 year SEP AVG = 35

High Apr 2017 69 Low Sep 2020 20

Median Days on Market to Sale this month at 20 below the 5 yr SEP average of 35



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
\$75,000 and less	9.23%	26	2	57	45	0
\$75,001 - \$100,000	10.77%	4	2	18	4	0
\$100,001 - \$125,000	7.69%	7	0	7	0	0
\$125,001 - \$175,000	21.54%	51	4	80	0	0
\$175,001 - \$225,000	26.15%	27	0	43	3	0
\$225,001 - \$350,000	13.85%	10	0	58	9	7
\$350,001 and up	10.77%	108	0	170	22	143
Median Closed DOM		20	3	44	12	75
Total Closed Units	100%	20.0	7	45	11	2
Total Closed Volume		12,813,400	592.80K	8.29M	3.05M	873.50K

September 2020



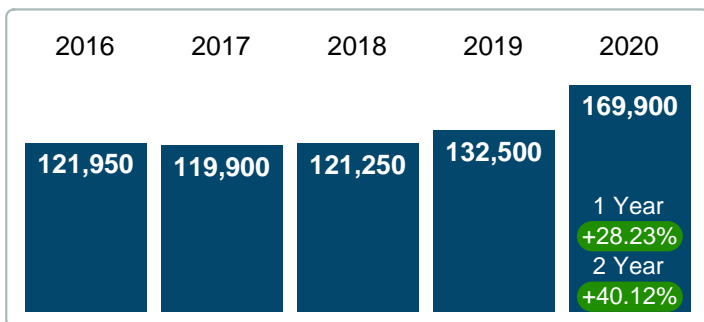
Area Delimited by County Of Cherokee - Residential Property Type



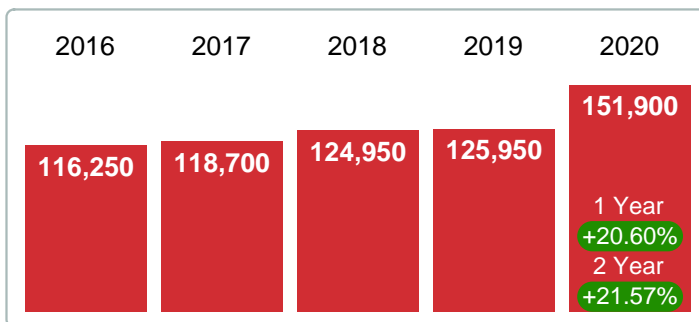
MEDIAN LIST PRICE AT CLOSING

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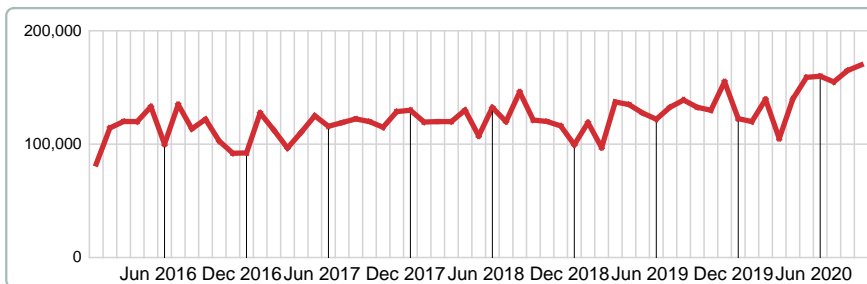
SEPTEMBER



YEAR TO DATE (YTD)

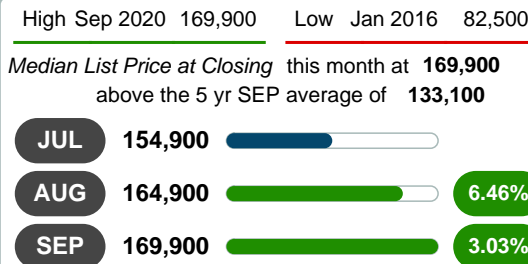


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 133,100



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
\$75,000 and less	6	9.23%	48,950	32,000	75,000	0	0
\$75,001 - \$100,000	8	12.31%	89,300	90,950	90,700	84,300	0
\$100,001 - \$125,000	4	6.15%	113,450	0	113,450	0	0
\$125,001 - \$175,000	15	23.08%	149,900	149,450	149,900	0	0
\$175,001 - \$225,000	14	21.54%	195,200	0	197,500	192,900	0
\$225,001 - \$350,000	11	16.92%	265,000	0	260,000	262,500	265,500
\$350,001 and up	7	10.77%	469,900	0	577,000	459,450	648,000
Median List Price			169,900	87,000	167,900	245,000	456,750
Total Closed Units		100%	169,900	7	45	11	2
Total Closed Volume			13,173,500	600.60K	8.48M	3.18M	913.50K

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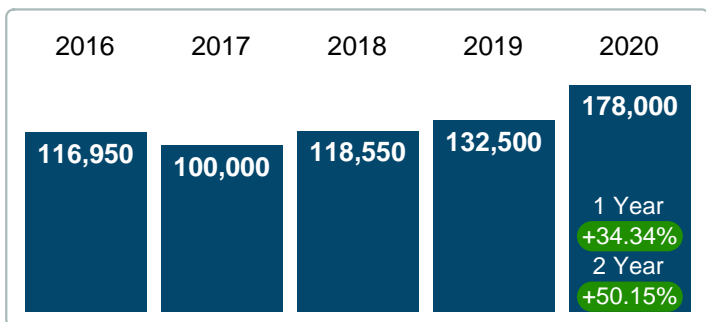
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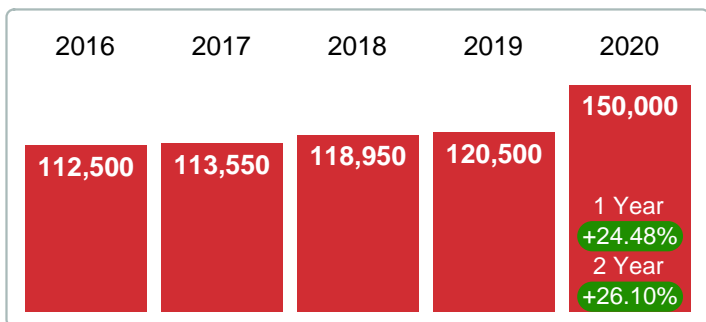
MEDIAN SOLD PRICE AT CLOSING

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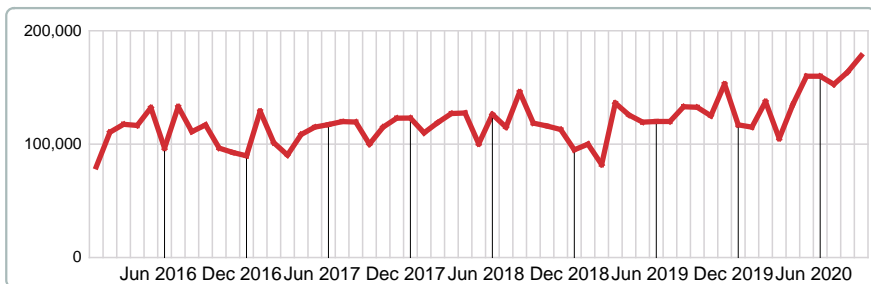
SEPTEMBER



YEAR TO DATE (YTD)

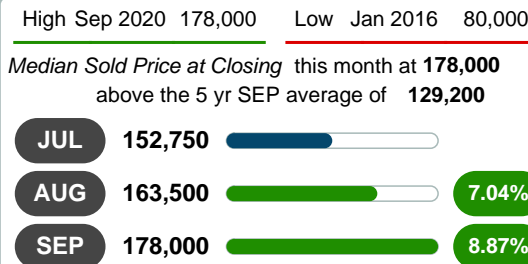


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 129,200



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
\$75,000 and less	9.23%	48,000	31,000	45,700	75,000	0
\$75,001 - \$100,000	10.77%	88,500	88,250	88,000	92,000	0
\$100,001 - \$125,000	7.69%	112,000	0	112,000	0	0
\$125,001 - \$175,000	21.54%	147,000	149,450	145,000	0	0
\$175,001 - \$225,000	26.15%	198,400	0	198,500	198,400	0
\$225,001 - \$350,000	13.85%	258,500	0	260,000	257,500	258,500
\$350,001 and up	10.77%	425,000	0	544,500	425,000	615,000
Median Sold Price		178,000	85,500	169,900	235,000	436,750
Total Closed Units	100%	178,000	7	45	11	2
Total Closed Volume		12,813,400	592.80K	8.29M	3.05M	873.50K

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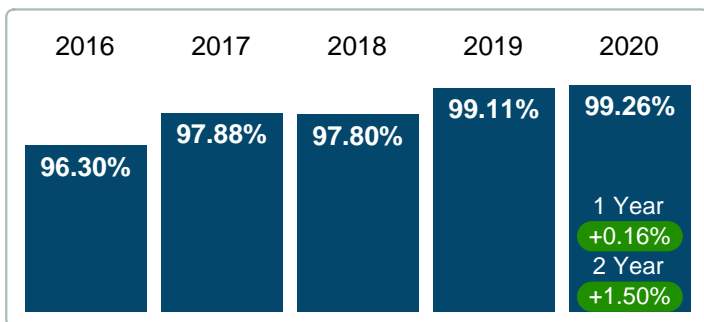
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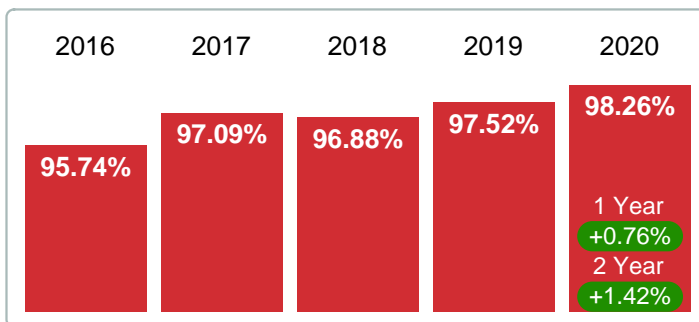
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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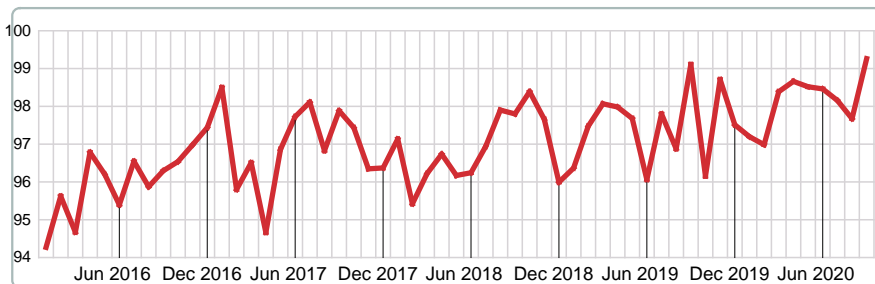
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

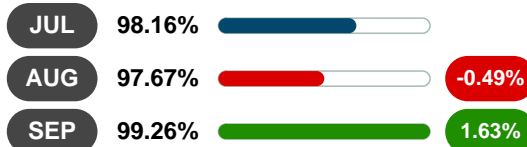


3 MONTHS

5 year SEP AVG = 98.07%

High Sep 2020 99.26% Low Jan 2016 94.27%

Median Sold/List Ratio this month at **99.26%**
above the 5 yr SEP average of **98.07%**



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
\$75,000 and less	6	9.23%	94.08%	96.88%	90.48%	93.87%	0.00%
\$75,001 - \$100,000	7	10.77%	100.00%	97.08%	100.61%	103.72%	0.00%
\$100,001 - \$125,000	5	7.69%	100.00%	0.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	14	21.54%	98.37%	100.00%	96.64%	0.00%	0.00%
\$175,001 - \$225,000	17	26.15%	99.53%	0.00%	99.42%	99.53%	0.00%
\$225,001 - \$350,000	9	13.85%	100.00%	0.00%	100.00%	97.96%	97.36%
\$350,001 and up	7	10.77%	94.91%	0.00%	95.91%	95.51%	94.91%
Median Sold/List Ratio		99.26%		98.28%	99.59%	96.36%	96.14%
Total Closed Units		65	100%	7	45	11	2
Total Closed Volume		12,813,400		592.80K	8.29M	3.05M	873.50K

September 2020



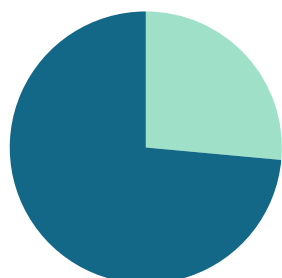
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

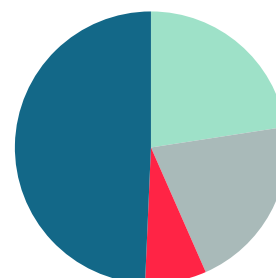
- New Listings **59 = 26.46%**
- Start Inventory **164**
- Total Inventory Units **223**
- Volume **\$54,587,648**

Market Activity

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%
Median List Price	132,500	169,900	28.23%	125,950	151,900	20.60%
Median Sale Price	132,500	178,000	34.34%	120,500	150,000	24.48%
Median Percent of Selling Price to List Price	99.11%	99.26%	0.16%	97.52%	98.26%	0.76%
Median Days on Market to Sale	27.50	20.00	-27.27%	33.50	33.00	-1.49%
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%

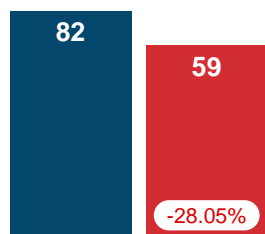
Absorption: Last 12 months, an Average of **45** Sales/Month

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

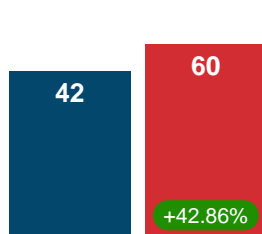
SEPTEMBER MARKET

MEDIAN PRICES

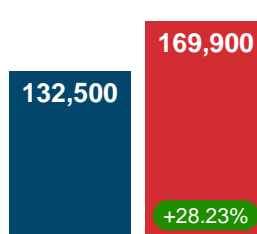
New Listings



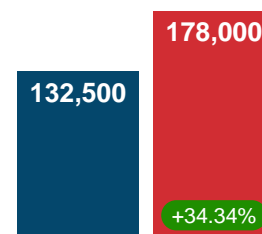
Pending Listings



List Price



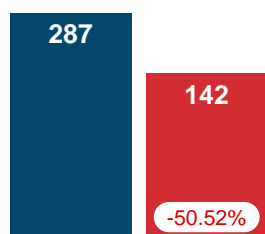
Sale Price



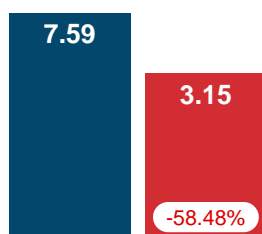
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

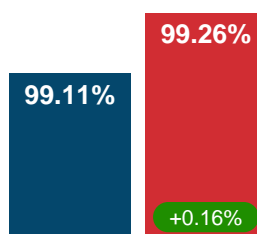
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

