

April 2020



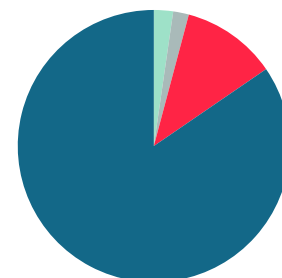
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	64	22	-65.63%
Pending Listings	58	18	-68.97%
New Listings	217	117	-46.08%
Average List Price	110,631	90,693	-18.02%
Average Sale Price	103,215	85,135	-17.52%
Average Percent of Selling Price to List Price	95.27%	93.81%	-1.53%
Average Days on Market to Sale	56.09	60.32	7.53%
End of Month Inventory	923	816	-11.59%
Months Supply of Inventory	14.50	16.37	12.95%



■ Closed (2.28%)
■ Pending (1.87%)
■ Other OffMarket (11.30%)
■ Active (84.56%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of April 30, 2020 = **816**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **11.59%** to 816 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **16.37** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.52%** in April 2020 to \$85,135 versus the previous year at \$103,215.

Average Days on Market Lengthens

The average number of **60.32** days that homes spent on the market before selling increased by 4.22 days or **7.53%** in April 2020 compared to last year's same month at **56.09** DOM.

Sales Success for April 2020 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 117 New Listings in April 2020, down **46.08%** from last year at 217. Furthermore, there were 22 Closed Listings this month versus last year at 64, a **-65.63%** decrease.

Closed versus Listed trends yielded a **18.8%** ratio, down from previous year's, April 2019, at **29.5%**, a **36.24%** downswing. 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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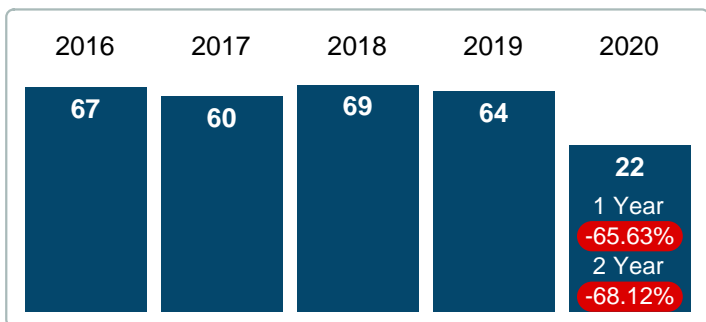
Area Delimited by County Of Cherokee



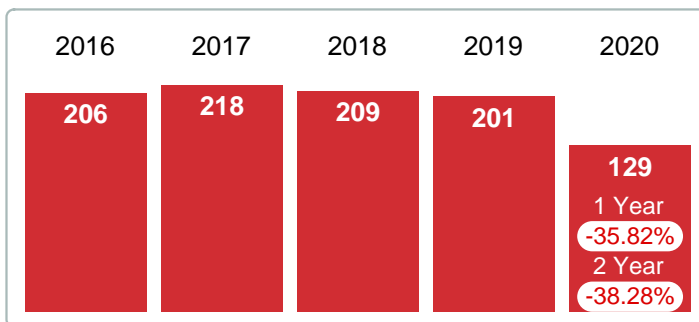
CLOSED LISTINGS

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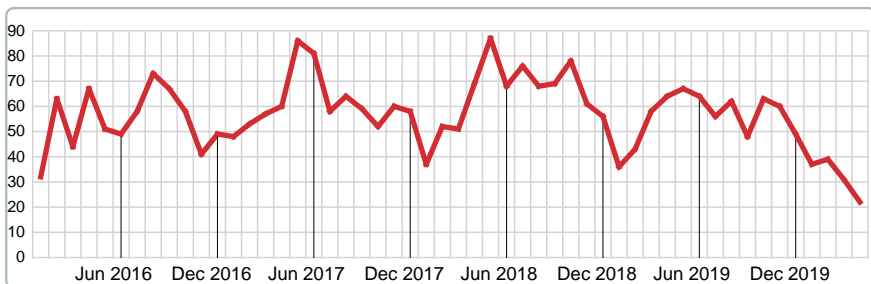
APRIL



YEAR TO DATE (YTD)

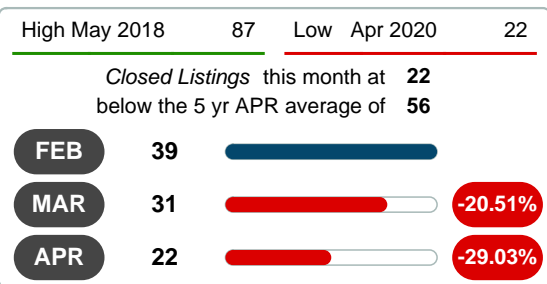


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	8	36.36%	45.4	6	2	0	0
\$30,001-\$70,000	4	18.18%	100.3	3	1	0	0
\$70,001-\$150,000	6	27.27%	30.7	2	3	1	0
\$150,001-\$190,000	0	0.00%	0.0	0	0	0	0
\$190,001 and up	4	18.18%	94.8	1	2	1	0
Total Closed Units	22			12	8	2	0
Total Closed Volume	1,872,980	100%	60.3	768.28K	799.70K	305.00K	0.00B
Average Closed Price	\$85,135			\$64,023	\$99,963	\$152,500	\$0

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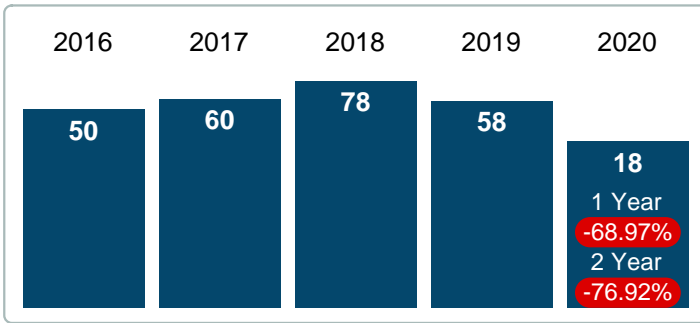
Area Delimited by County Of Cherokee



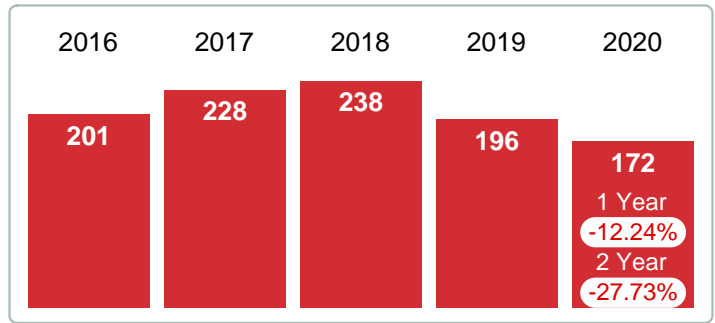
PENDING LISTINGS

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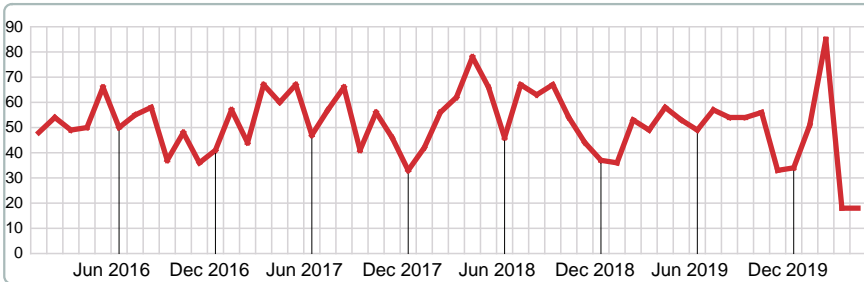
APRIL



YEAR TO DATE (YTD)

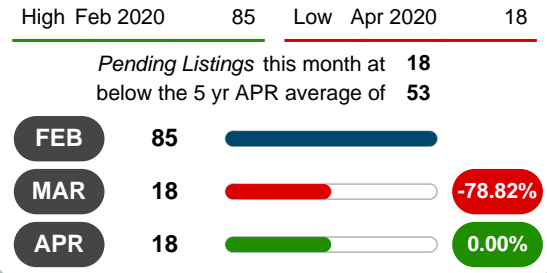


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	5.56%	59.0	1	0	0	0
\$10,001 - \$50,000	3	16.67%	109.3	2	1	0	0
\$50,001 - \$70,000	1	5.56%	2.0	1	0	0	0
\$70,001 - \$120,000	6	33.33%	57.5	4	0	1	1
\$120,001 - \$140,000	1	5.56%	49.0	0	1	0	0
\$140,001 - \$200,000	4	22.22%	92.8	0	3	1	0
\$200,001 and up	2	11.11%	21.0	0	0	1	1
Total Pending Units	18			8	5	3	2
Total Pending Volume	1,922,650	100%	170.0	478.85K	645.30K	469.00K	329.50K
Average Listing Price	\$17,900			\$59,856	\$129,060	\$156,333	\$164,750

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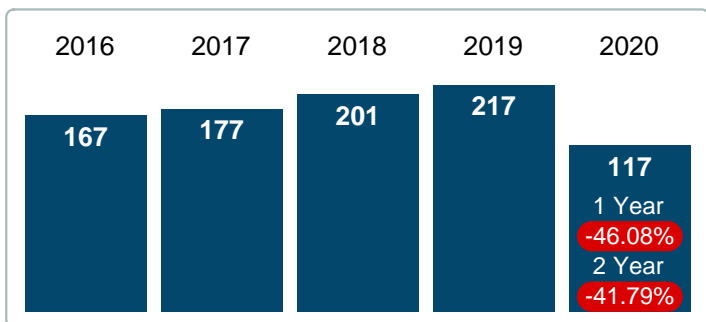
Area Delimited by County Of Cherokee



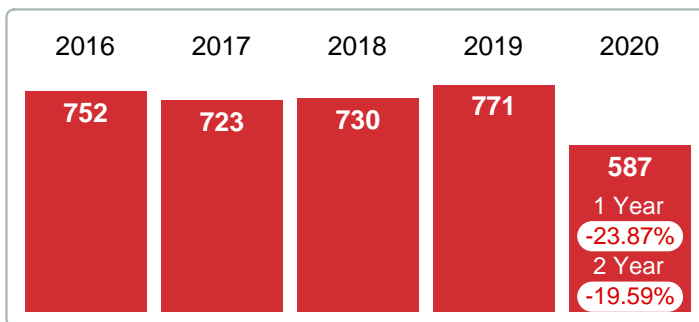
NEW LISTINGS

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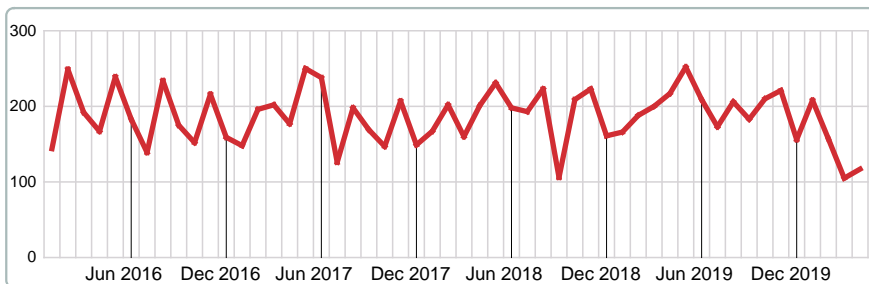
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 176

High May 2019 252 Low Mar 2020 105

New Listings this month at 117
below the 5 yr APR average of 176



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$10,000	13	11.11%	7	6	0	0
\$10,001-\$10,000	0	0.00%	0	0	0	0
\$10,001-\$20,000	66	56.41%	66	0	0	0
\$20,001-\$70,000	9	7.69%	7	1	1	0
\$70,001-\$190,000	15	12.82%	7	4	2	2
\$190,001 and up	14	11.97%	5	5	2	2
Total New Listed Units	117		92	16	5	4
Total New Listed Volume	7,674,995	100%	3.53M	1.88M	1.41M	854.90K
Average New Listed Listing Price	\$563		\$38,400	\$117,394	\$281,800	\$213,725

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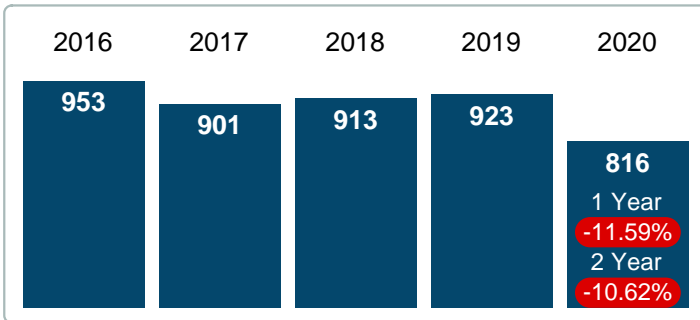
Area Delimited by County Of Cherokee



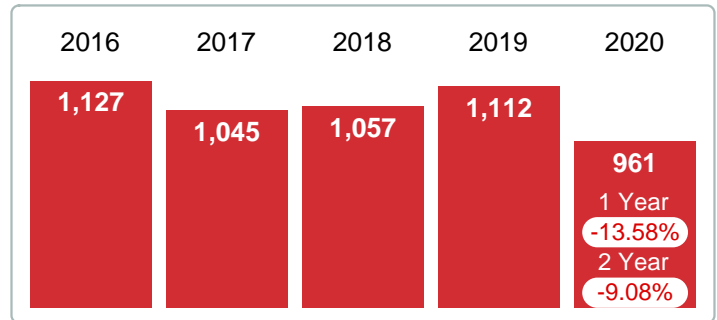
ACTIVE INVENTORY

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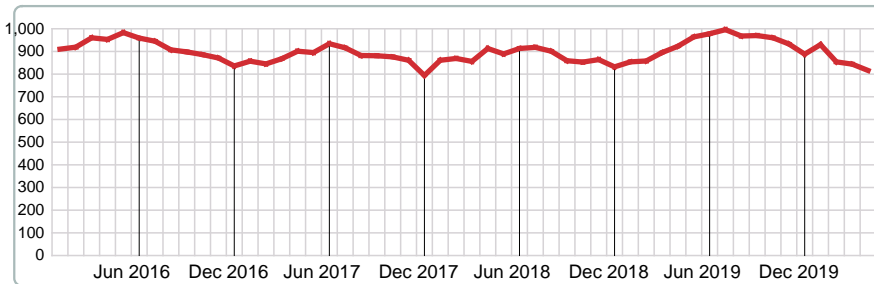
END OF APRIL



ACTIVE DURING APRIL

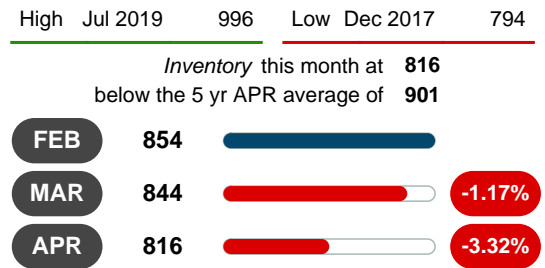


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 901



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	46	5.64%	74.5	39	6	1	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$20,000	192	23.53%	70.8	191	1	0	0
\$20,001 - \$80,000	271	33.21%	133.8	252	16	3	0
\$80,001 - \$180,000	115	14.09%	117.1	53	49	10	3
\$180,001 - \$370,000	110	13.48%	120.3	44	39	19	8
\$370,001 and up	82	10.05%	124.6	45	18	11	8
Total Active Inventory by Units	816			624	129	44	19
Total Active Inventory by Volume	120,468,002	100%	110.6	71.24M	26.65M	13.19M	9.39M
Average Active Inventory Listing Price	\$147,632			\$114,162	\$206,587	\$299,762	\$494,284

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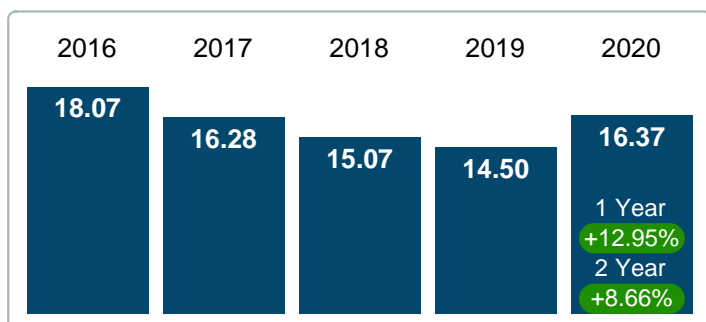
Area Delimited by County Of Cherokee



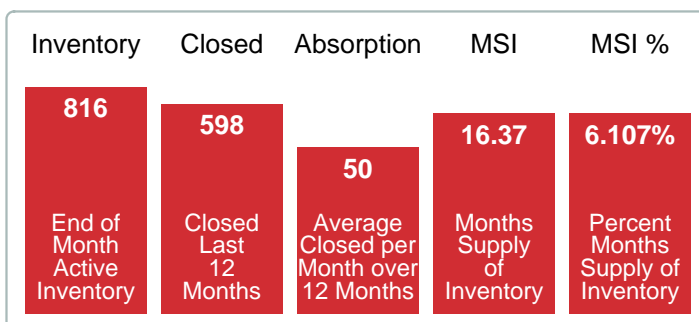
MONTHS SUPPLY of INVENTORY (MSI)

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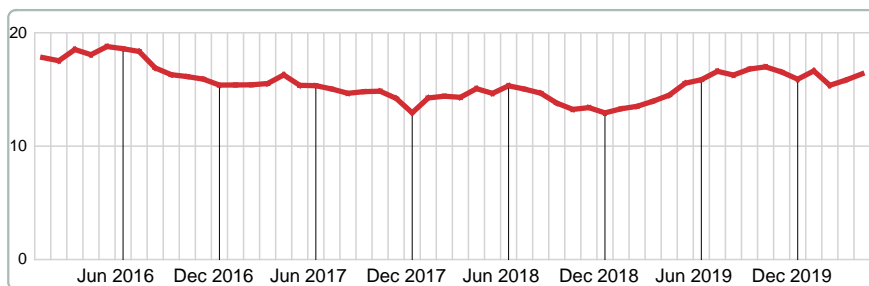
MSI FOR APRIL



INDICATORS FOR APRIL 2020

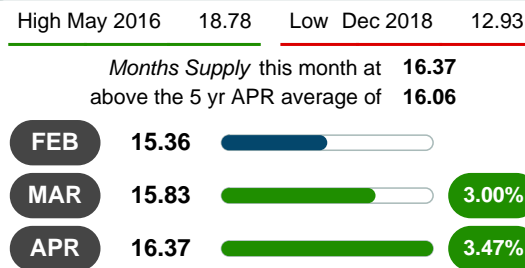


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 16.06



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
\$10,000 and less	46	5.64%	6.20	8.07	3.00	1.71	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	192	23.53%	57.60	61.95	4.00	0.00	0.00
\$20,001 - \$80,000	271	33.21%	23.57	34.76	4.57	4.50	0.00
\$80,001 - \$180,000	115	14.09%	6.36	13.83	4.00	6.00	9.00
\$180,001 - \$370,000	110	13.48%	13.20	26.40	10.17	8.44	13.71
\$370,001 and up	82	10.05%	70.29	67.50	72.00	66.00	96.00
Market Supply of Inventory (MSI)	16.37	100%	16.37	29.25	5.84	8.25	17.54
Total Active Inventory by Units	816			624	129	44	19

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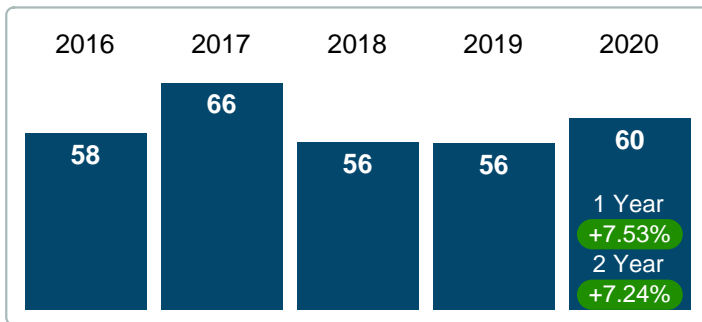
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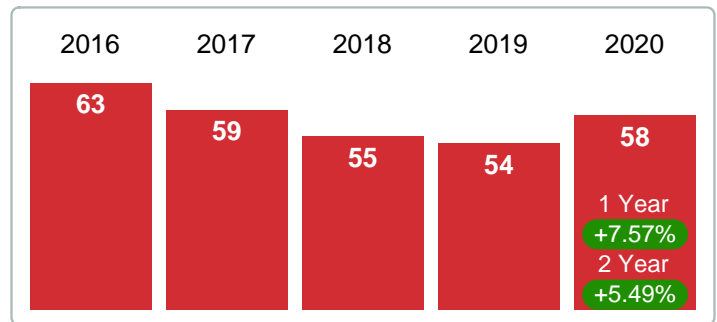
AVERAGE DAYS ON MARKET TO SALE

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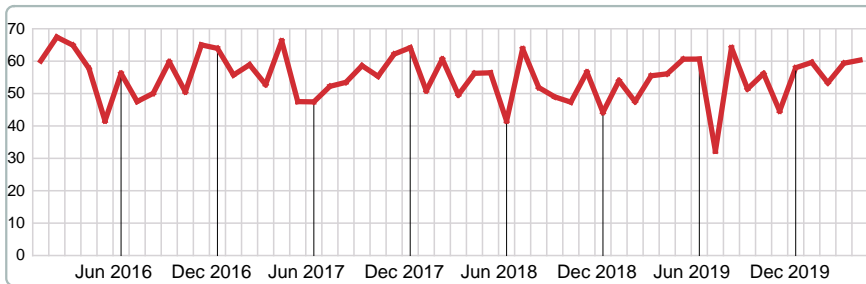
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

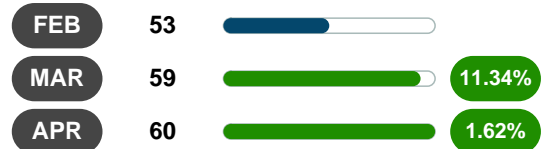


3 MONTHS

5 year APR AVG = 59

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 60 above the 5 yr APR average of 59



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$30,000	8	36.36%	45	50	32	0	0
\$30,001 \$70,000	4	18.18%	100	89	134	0	0
\$70,001 \$150,000	6	27.27%	31	24	35	30	0
\$150,001 \$190,000	0	0.00%	0	0	0	0	0
\$190,001 and up	4	18.18%	95	173	53	100	0
Average Closed DOM	60			66	51	65	0
Total Closed Units	22	100%	60	12	8	2	
Total Closed Volume	1,872,980			768.28K	799.70K	305.00K	0.00B

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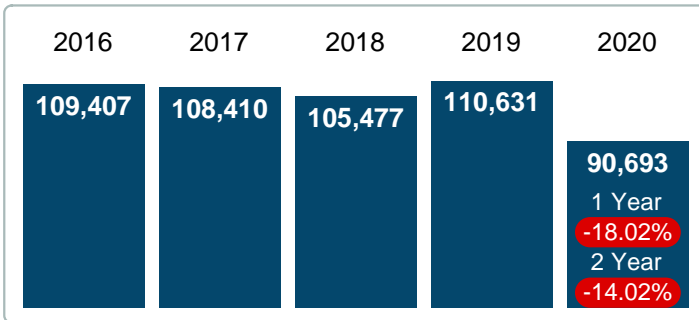
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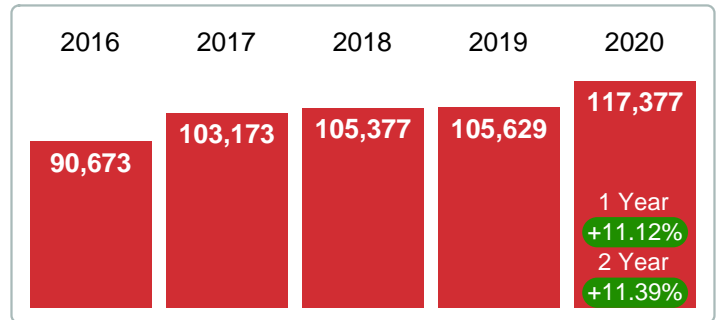
AVERAGE LIST PRICE AT CLOSING

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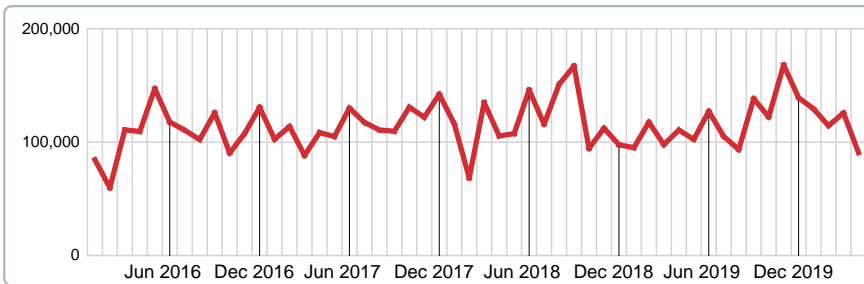
APRIL



YEAR TO DATE (YTD)

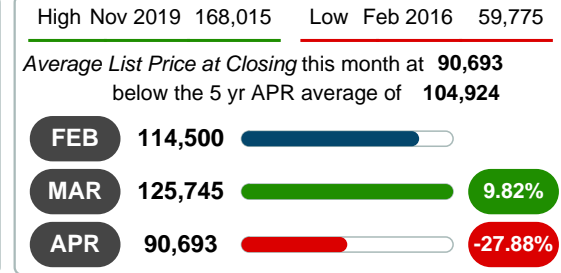


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 104,924



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$30,000	7	31.82%	6,083	6,963	20,400	0	0
\$30,001 \$70,000	5	22.73%	51,060	51,800	59,900	0	0
\$70,001 \$150,000	5	22.73%	95,215	138,788	95,000	110,000	0
\$150,001 \$190,000	0	0.00%	0	0	0	0	0
\$190,001 and up	5	22.73%	244,260	385,000	222,450	194,900	0
Average List Price			90,693	71,646	103,825	152,450	0
Total Closed Units		100%	90,693	12	8	2	
Total Closed Volume			1,995,255	859.76K	830.60K	304.90K	0.00B

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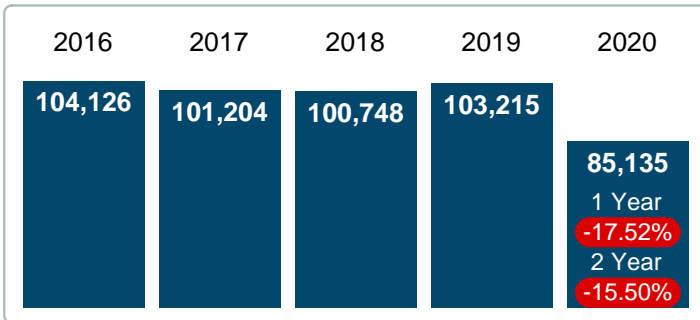
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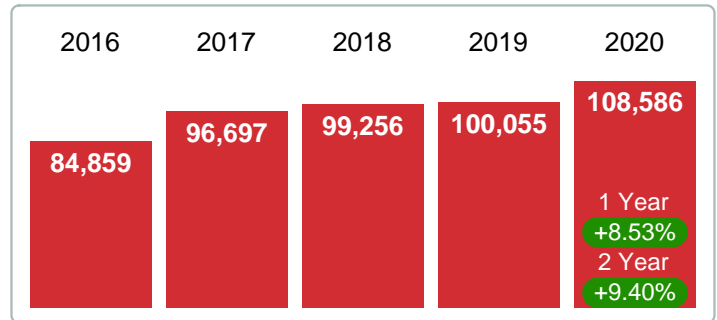
AVERAGE SOLD PRICE AT CLOSING

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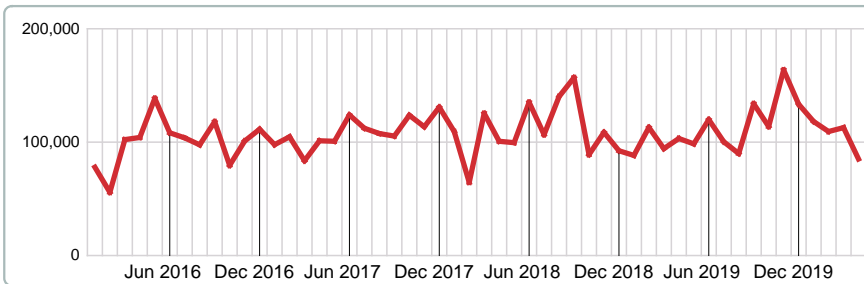
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

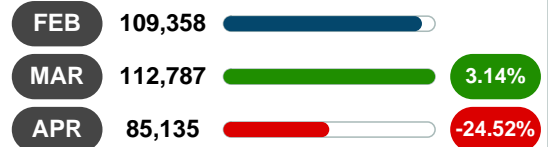


3 MONTHS

5 year APR AVG = 98,886

High Nov 2019 163,644 Low Feb 2016 55,774

Average Sold Price at Closing this month at **85,135**
 below the 5 yr APR average of **98,886**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$30,000	8	36.36%	8,460	6,480	14,400	0	0
\$30,001 \$70,000	4	18.18%	47,600	46,133	52,000	0	0
\$70,001 \$150,000	6	27.27%	101,667	113,000	91,333	110,000	0
\$150,001 \$190,000	0	0.00%	0	0	0	0	0
\$190,001 and up	4	18.18%	251,225	365,000	222,450	195,000	0
Average Sold Price			85,135	64,023	99,963	152,500	0
Total Closed Units		100%	85,135	12	8	2	0
Total Closed Volume			1,872,980	768.28K	799.70K	305.00K	0.00B

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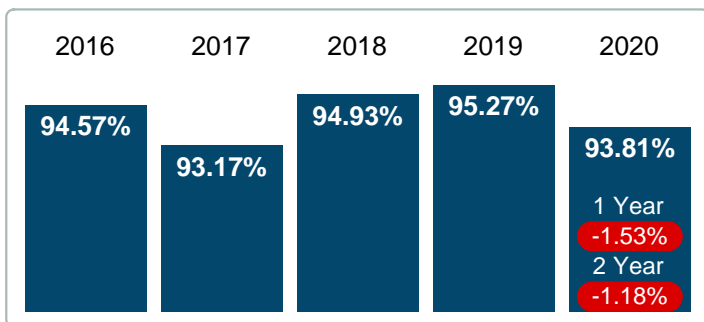
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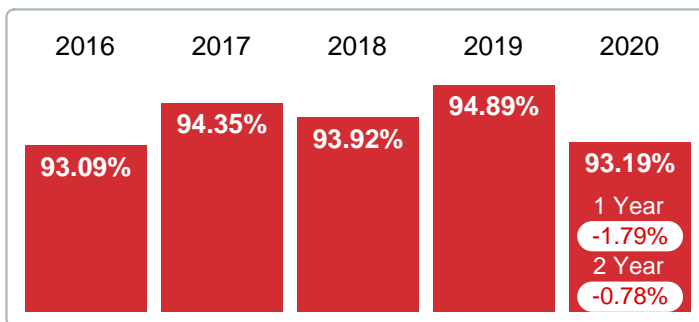
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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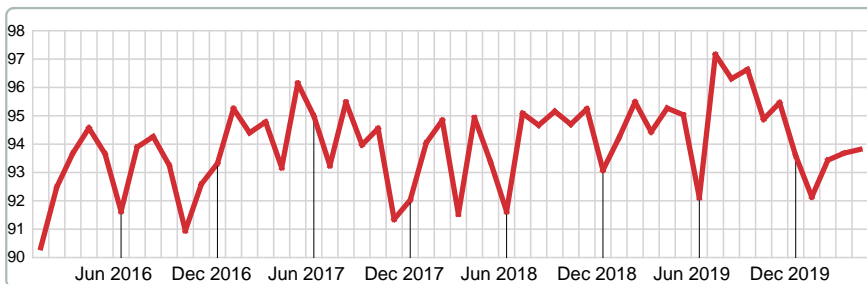
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

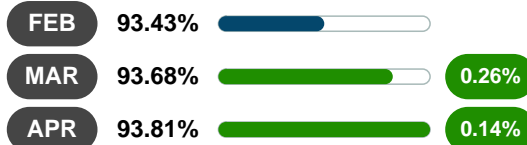


3 MONTHS

5 year APR AVG = 94.35%

High Jul 2019 97.16% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **93.81%**
equal to 5 yr APR average of **94.35%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	8	36.36%	94.59%	97.79%	85.00%	0.00%	0.00%
\$30,001-\$70,000	4	18.18%	88.20%	88.66%	86.81%	0.00%	0.00%
\$70,001-\$150,000	6	27.27%	93.25%	85.04%	96.47%	100.00%	0.00%
\$150,001-\$190,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$190,001 and up	4	18.18%	98.71%	94.81%	100.00%	100.05%	0.00%
Average Sold/List Ratio		93.80%		93.14%	93.28%	100.03%	0.00%
Total Closed Units		22	100%	12	8	2	
Total Closed Volume		1,872,980		768.28K	799.70K	305.00K	0.00B

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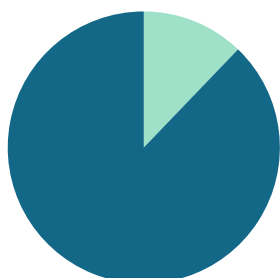
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

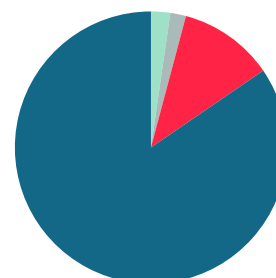


Inventory
 New Listings
117 = 12.17%
 Start Inventory
844
 Total Inventory Units
961
 Volume
\$138,179,426

Market Activity

Closed Sales
22 = 2.28%
 Pending Sales
18 = 1.87%
 Other Off Market
109 = 11.30%
 Active Inventory
816 = 84.56%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	64	22	-65.63%	201	129	-35.82%
Pending Sales	58	18	-68.97%	196	172	-12.24%
New Listings	217	117	-46.08%	771	587	-23.87%
Average List Price	110,631	90,693	-18.02%	105,629	117,377	11.12%
Average Sale Price	103,215	85,135	-17.52%	100,055	108,586	8.53%
Average Percent of Selling Price to List Price	95.27%	93.81%	-1.53%	94.89%	93.19%	-1.79%
Average Days on Market to Sale	56.09	60.32	7.53%	53.70	57.77	7.57%
Monthly Inventory	923	816	-11.59%	923	816	-11.59%
Months Supply of Inventory	14.50	16.37	12.95%	14.50	16.37	12.95%

Absorption: Last 12 months, an Average of **50** Sales/Month

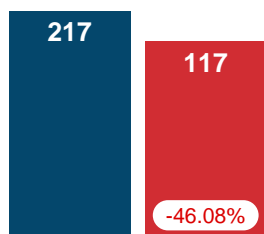
Inventory on April 30, 2020 = **816**

2019 **2020**

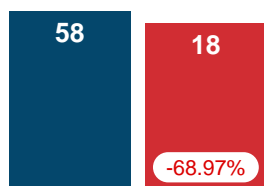
APRIL MARKET

AVERAGE PRICES

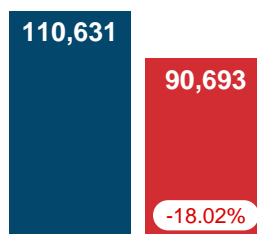
New Listings



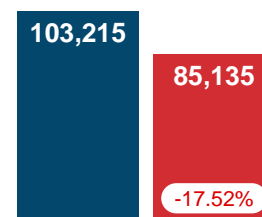
Pending Listings



List Price



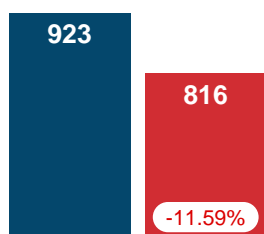
Sale Price



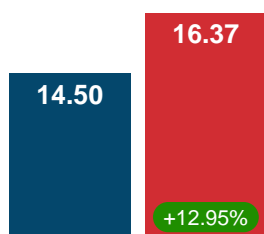
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

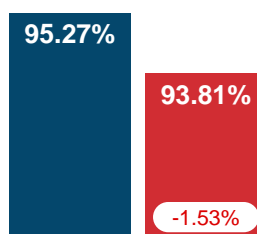
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

