



December 2020

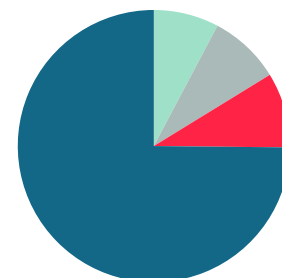
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	2019	December 2020	+/-%
Closed Listings	49	72	46.94%
Pending Listings	34	79	132.35%
New Listings	157	100	-36.31%
Average List Price	139,194	166,055	19.30%
Average Sale Price	133,486	158,247	18.55%
Average Percent of Selling Price to List Price	93.59%	94.92%	1.42%
Average Days on Market to Sale	57.96	61.82	6.66%
End of Month Inventory	902	696	-22.84%
Months Supply of Inventory	16.11	10.30	-36.06%



■ Closed (7.74%)
■ Pending (8.49%)
■ Other OffMarket (8.92%)
■ Active (74.84%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of December 31, 2020 = **696**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **22.84%** to 696 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **10.30** 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 **18.55%** in December 2020 to \$158,247 versus the previous year at \$133,486.

Average Days on Market Lengthens

The average number of **61.82** days that homes spent on the market before selling increased by 3.86 days or **6.66%** in December 2020 compared to last year's same month at **57.96** DOM.

Sales Success for December 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 100 New Listings in December 2020, down **36.31%** from last year at 157. Furthermore, there were 72 Closed Listings this month versus last year at 49, a **46.94%** increase.

Closed versus Listed trends yielded a **72.0%** ratio, up from previous year's, December 2019, at **31.2%**, a **130.69%** 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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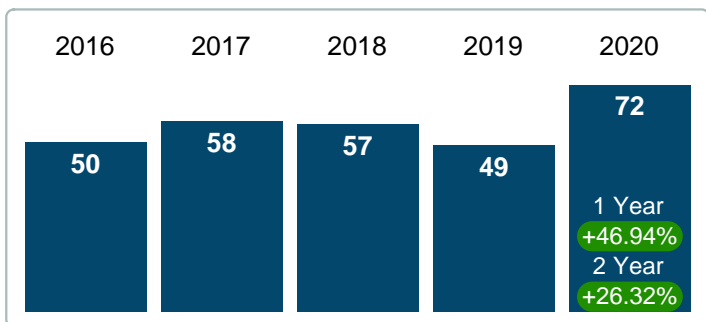
Area Delimited by County Of Cherokee



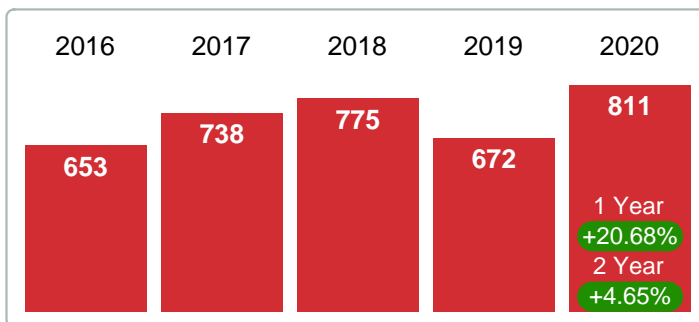
CLOSED LISTINGS

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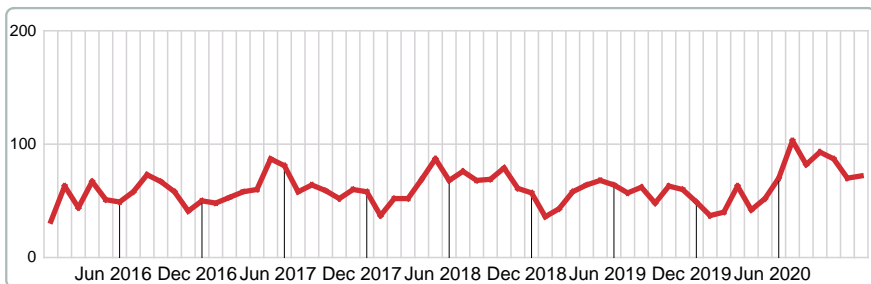
DECEMBER



YEAR TO DATE (YTD)

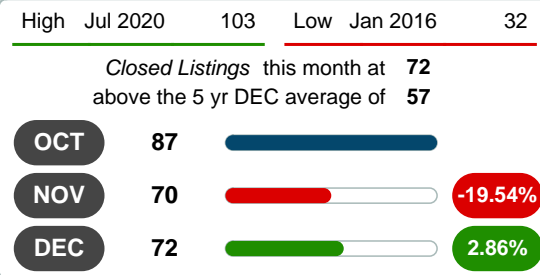


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



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-\$25,000	13	18.06%	120.0	13	0	0	0
\$25,001-\$75,000	9	12.50%	59.0	7	2	0	0
\$75,001-\$125,000	14	19.44%	32.9	7	3	4	0
\$125,001-\$225,000	18	25.00%	48.2	5	9	3	1
\$225,001-\$375,000	11	15.28%	79.7	2	5	3	1
\$375,001 and up	7	9.72%	22.1	2	2	1	2
Total Closed Units	72			36	21	11	4
Total Closed Volume	11,393,796	100%	61.8	3.82M	4.15M	1.99M	1.43M
Average Closed Price	\$158,247			\$106,180	\$197,664	\$181,070	\$357,150

December 2020



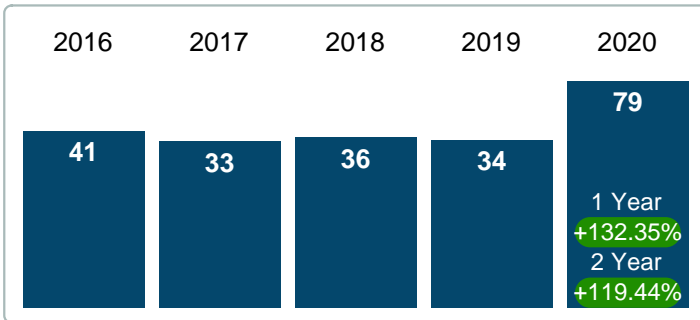
Area Delimited by County Of Cherokee



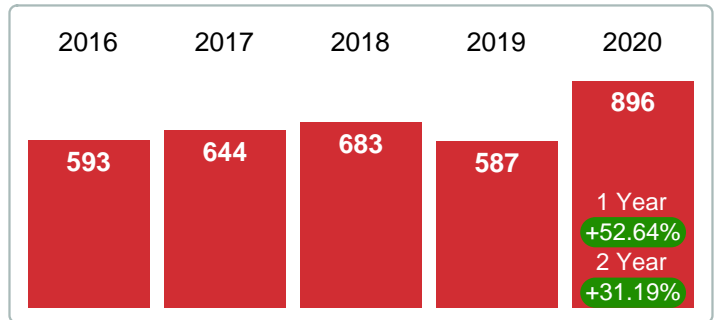
PENDING LISTINGS

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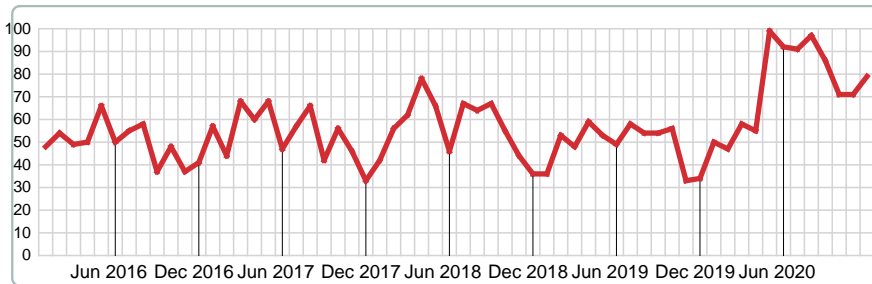
DECEMBER



YEAR TO DATE (YTD)

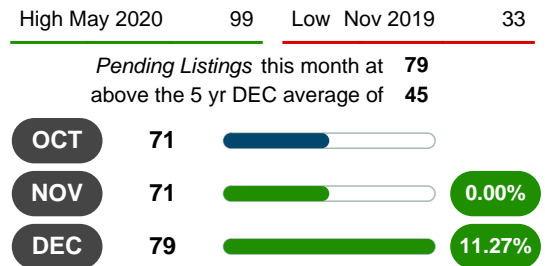


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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 \$75,000	30	37.97%	118.9	30	0	0	0
\$75,001 \$150,000	15	18.99%	54.2	8	5	2	0
\$150,001 \$200,000	16	20.25%	83.6	2	11	3	0
\$200,001 \$425,000	10	12.66%	44.8	1	7	1	1
\$425,001 and up	8	10.13%	78.6	3	3	2	0
Total Pending Units	79			44	26	8	1
Total Pending Volume	12,552,117	100%	101.5	4.08M	6.19M	2.06M	219.90K
Average Listing Price	\$177,460			\$92,707	\$238,027	\$258,050	\$219,900

December 2020



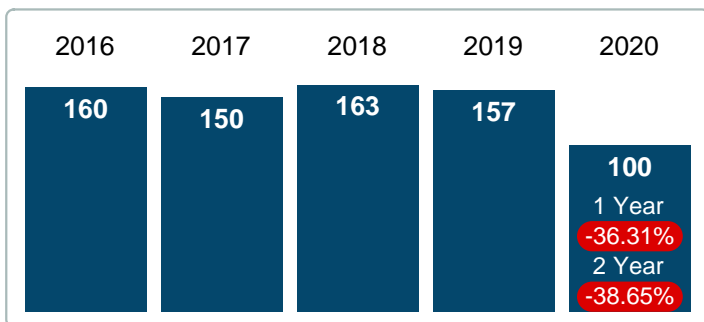
Area Delimited by County Of Cherokee



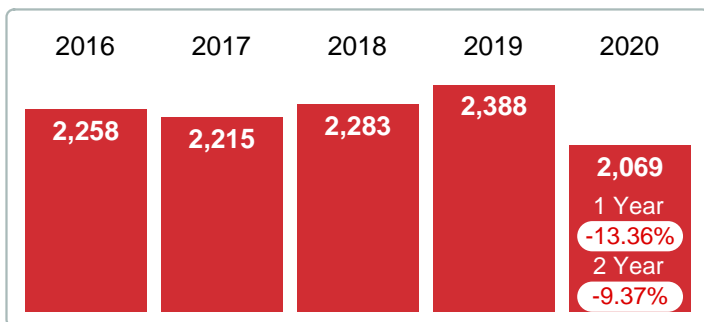
NEW LISTINGS

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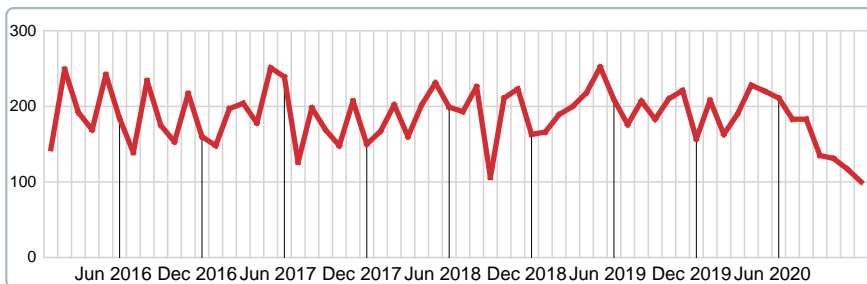
DECEMBER



YEAR TO DATE (YTD)

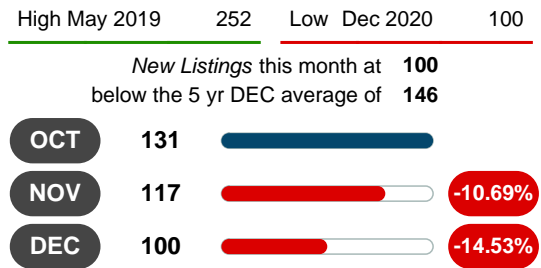


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 146



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$50,000	55	55.00%	51	2	2	0
\$50,001-\$175,000	21	21.00%	12	7	2	0
\$175,001-\$375,000	11	11.00%	4	4	2	1
\$375,001 and up	13	13.00%	6	2	4	1
Total New Listed Units	100		73	15	10	2
Total New Listed Volume	12,051,664	100%	5.81M	2.74M	2.88M	619.80K
Average New Listed Listing Price	\$331,340		\$79,552	\$182,918	\$288,080	\$309,900

December 2020



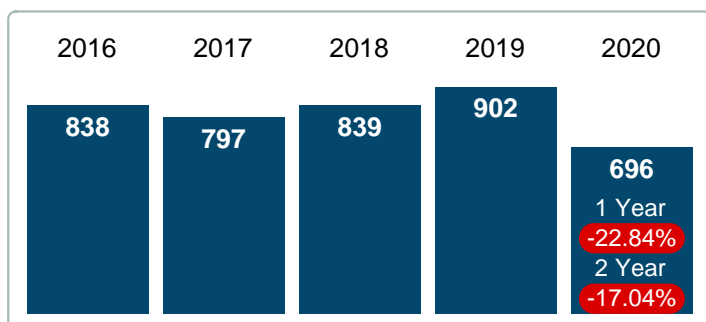
Area Delimited by County Of Cherokee



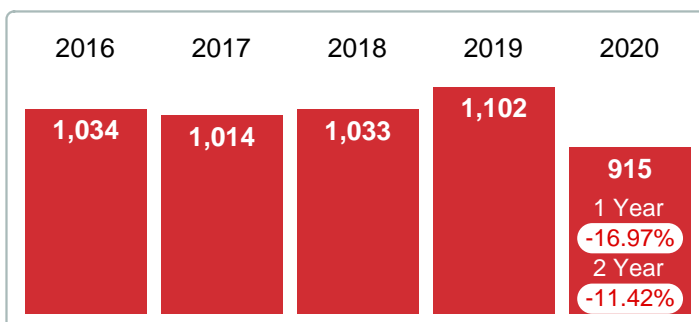
ACTIVE INVENTORY

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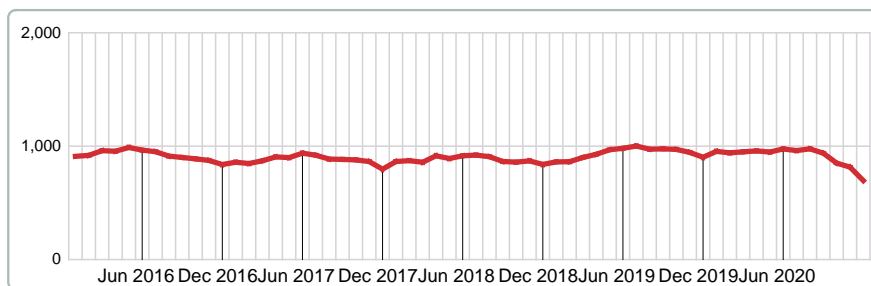
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

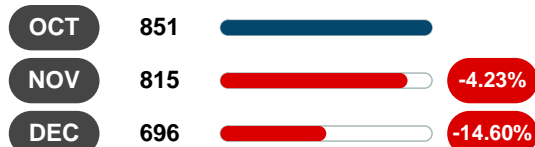


3 MONTHS

5 year DEC AVG = 814

High Jul 2019 1,001 Low Dec 2020 696

Inventory this month at 696
below the 5 yr DEC average of 814



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$10,000	90	12.93%	126.9	69	17	4	0
\$10,001-\$20,000	117	16.81%	136.1	117	0	0	0
\$20,001-\$50,000	199	28.59%	140.7	198	1	0	0
\$50,001-\$110,000	134	19.25%	165.9	126	6	1	1
\$110,001-\$290,000	86	12.36%	114.1	45	30	8	3
\$290,001 and up	70	10.06%	121.6	46	9	10	5
Total Active Inventory by Units	696			601	63	23	9
Total Active Inventory by Volume	89,873,806	100%	137.8	66.69M	10.15M	7.36M	5.67M
Average Active Inventory Listing Price	\$129,129			\$110,973	\$161,059	\$320,172	\$629,833

December 2020



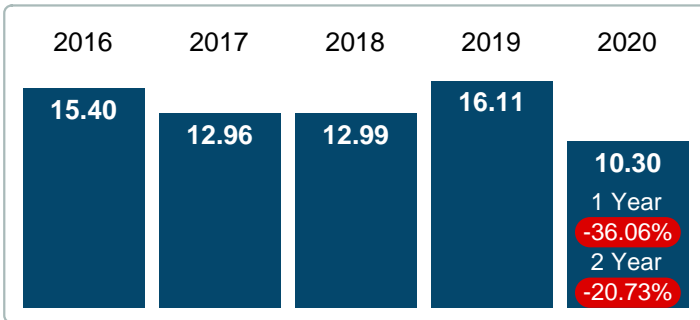
Area Delimited by County Of Cherokee



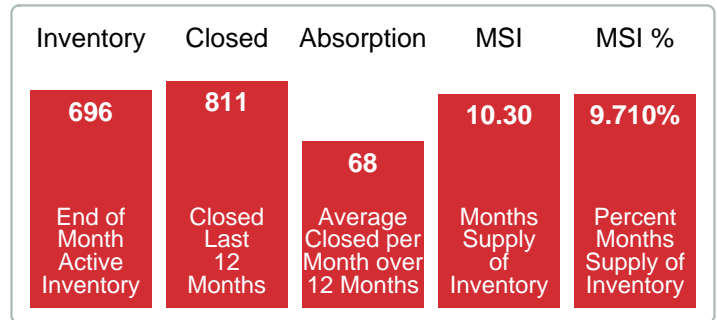
MONTHS SUPPLY of INVENTORY (MSI)

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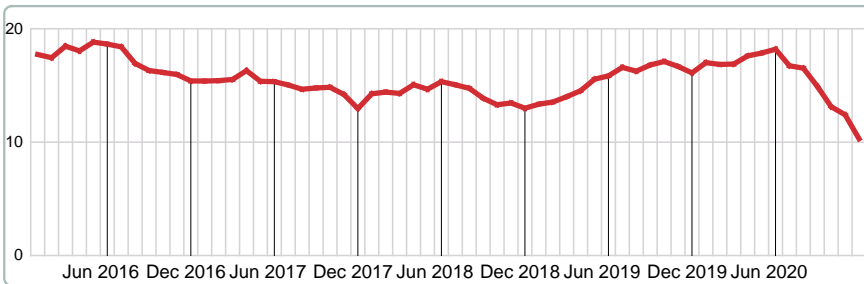
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

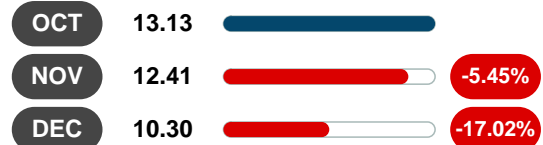


3 MONTHS

5 year DEC AVG = 13.55

High May 2016 18.82 Low Dec 2020 10.30

Months Supply this month at 10.30 below the 5 yr DEC average of 13.55



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$10,000	90	12.93%	31.76	27.60	68.00	48.00	0.00
\$10,001-\$20,000	117	16.81%	29.87	30.52	0.00	0.00	0.00
\$20,001-\$50,000	199	28.59%	26.83	33.00	0.75	0.00	0.00
\$50,001-\$110,000	134	19.25%	9.19	17.79	0.99	0.75	12.00
\$110,001-\$290,000	86	12.36%	2.75	8.71	1.55	1.39	3.00
\$290,001 and up	70	10.06%	9.23	30.67	3.60	4.29	4.00
Market Supply of Inventory (MSI)	10.30			23.04	2.13	2.40	3.86
Total Active Inventory by Units	696	100%	10.30	601	63	23	9

December 2020



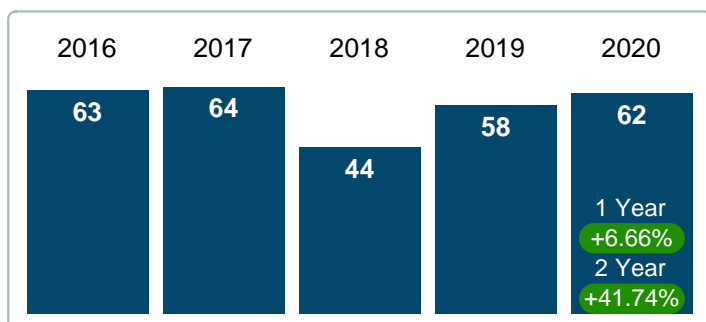
Area Delimited by County Of Cherokee



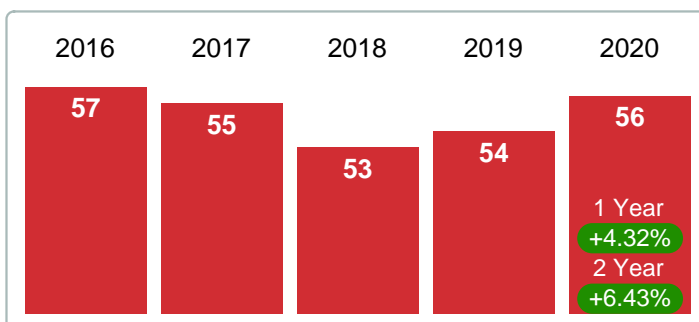
AVERAGE DAYS ON MARKET TO SALE

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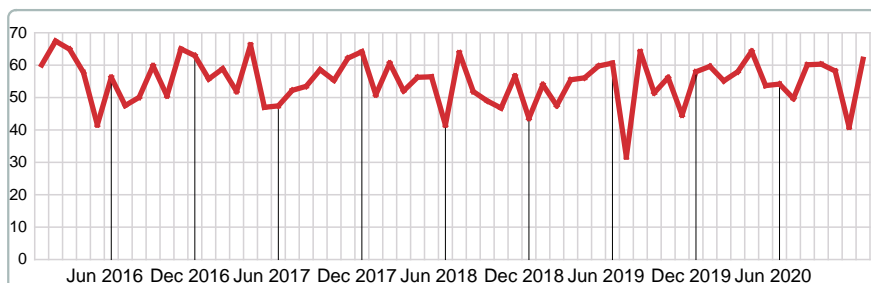
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

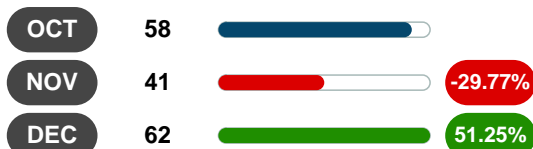


3 MONTHS

5 year DEC AVG = 58

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 62 above the 5 yr DEC average of 58



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-\$25,000	13	18.06%	120	120	0	0	0
\$25,001-\$75,000	9	12.50%	59	61	53	0	0
\$75,001-\$125,000	14	19.44%	33	39	39	17	0
\$125,001-\$225,000	18	25.00%	48	48	49	24	115
\$225,001-\$375,000	11	15.28%	80	135	58	49	171
\$375,001 and up	7	9.72%	22	57	13	1	8
Average Closed DOM	62			80	46	26	75
Total Closed Units	72	100%	62	36	21	11	4
Total Closed Volume	11,393,796			3.82M	4.15M	1.99M	1.43M



December 2020

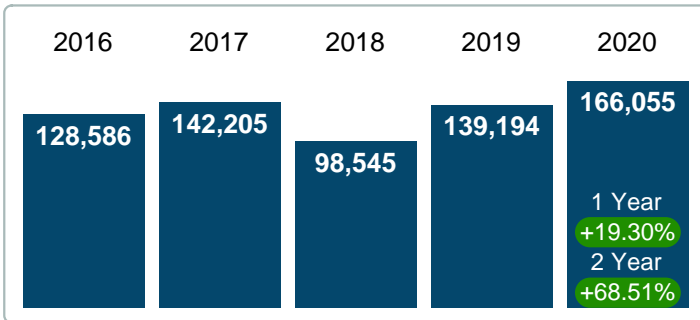
Area Delimited by County Of Cherokee



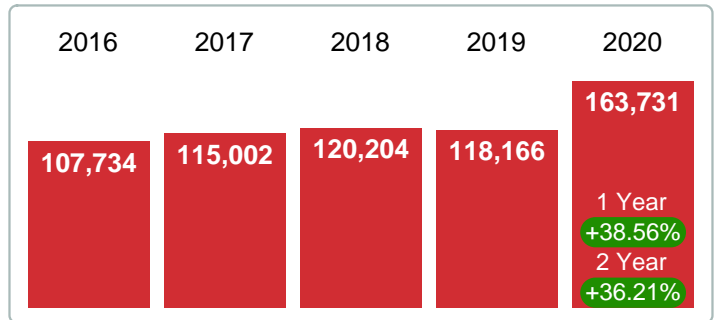
AVERAGE LIST PRICE AT CLOSING

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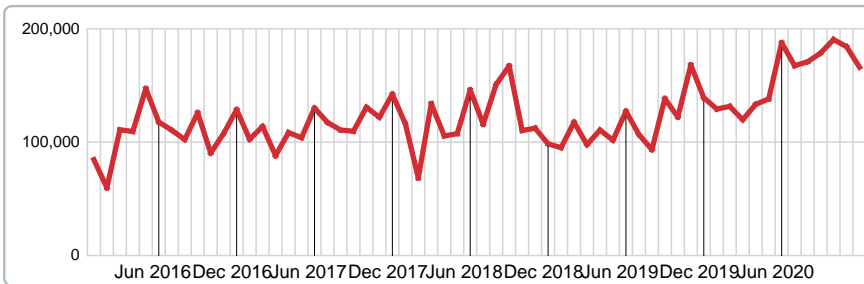
DECEMBER



YEAR TO DATE (YTD)

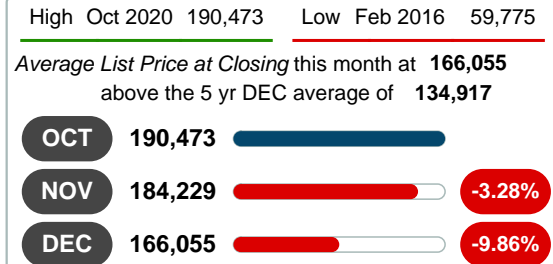


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 134,917



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-\$25,000	11	15.28%	18,018	20,554	0	0	0
\$25,001-\$75,000	10	13.89%	47,480	48,686	72,450	0	0
\$75,001-\$125,000	15	20.83%	102,767	102,686	112,633	102,450	0
\$125,001-\$225,000	17	23.61%	158,662	171,940	161,539	156,300	159,900
\$225,001-\$375,000	10	13.89%	263,730	362,000	290,040	259,900	319,900
\$375,001 and up	9	12.50%	489,658	541,561	469,900	449,900	523,800
Average List Price			166,055	110,934	206,031	191,664	381,850
Total Closed Units		100%	166,055	36	21	11	4
Total Closed Volume			11,955,971	3.99M	4.33M	2.11M	1.53M



December 2020

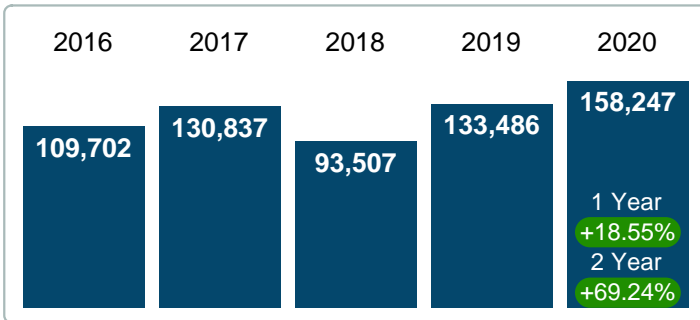
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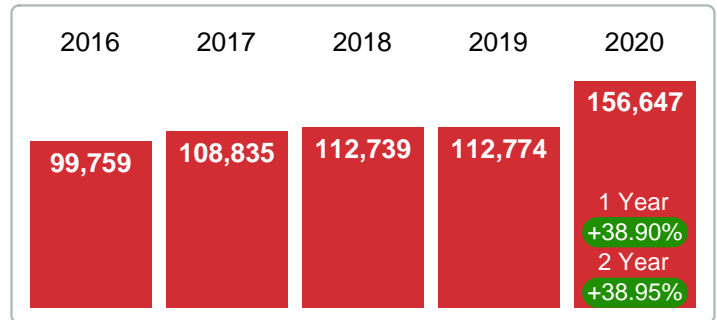
AVERAGE SOLD PRICE AT CLOSING

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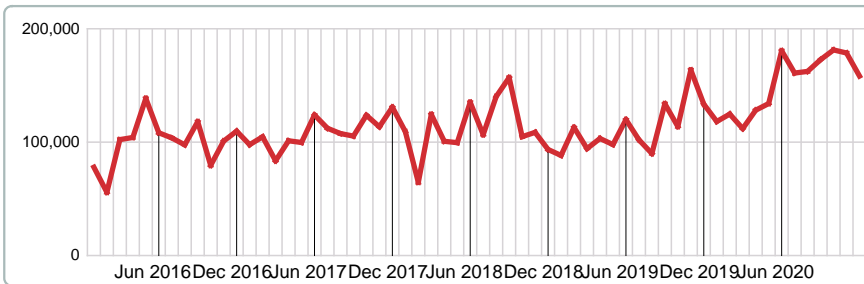
DECEMBER



YEAR TO DATE (YTD)

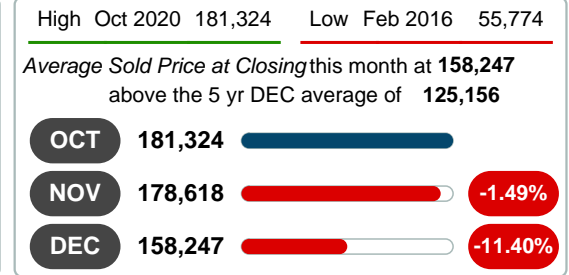


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 125,156



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-\$25,000	13	18.06%	17,462	17,462	0	0	0
\$25,001-\$75,000	9	12.50%	52,689	48,814	66,250	0	0
\$75,001-\$125,000	14	19.44%	101,266	99,379	111,733	96,719	0
\$125,001-\$225,000	18	25.00%	157,386	162,300	158,383	152,833	137,500
\$225,001-\$375,000	11	15.28%	273,927	318,750	265,360	247,133	307,500
\$375,001 and up	7	9.72%	489,817	554,561	465,500	405,000	491,800
Average Sold Price			158,247	106,180	197,664	181,070	357,150
Total Closed Units		100%	158,247	36	21	11	4
Total Closed Volume			11,393,796	3.82M	4.15M	1.99M	1.43M

December 2020



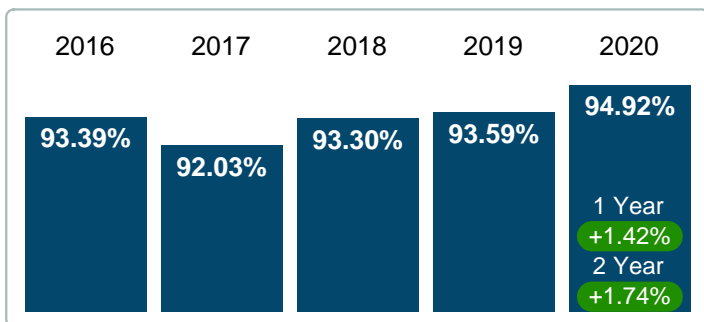
Area Delimited by County Of Cherokee



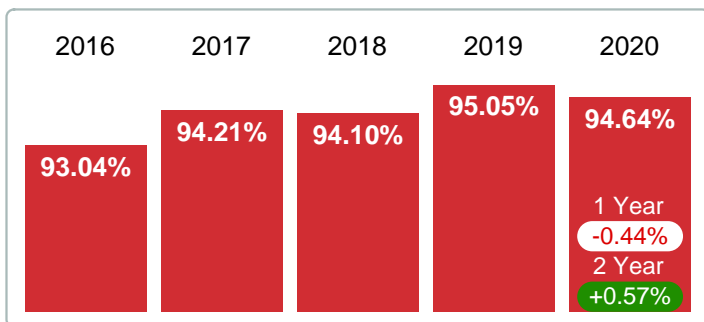
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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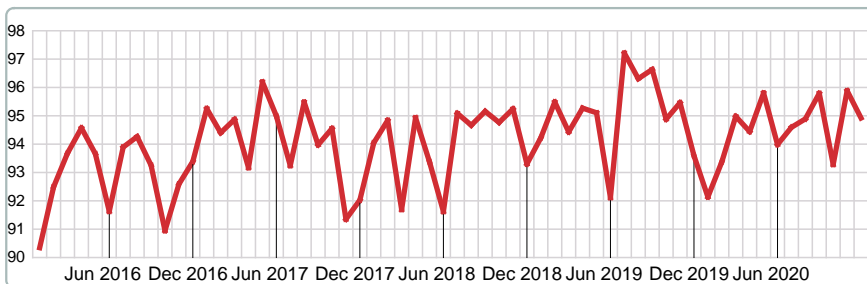
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

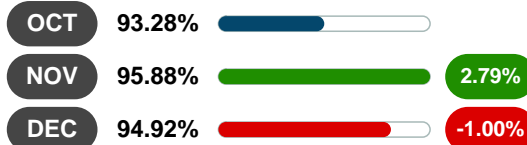


3 MONTHS

5 year DEC AVG = 93.45%

High Jul 2019 97.21% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **94.92%** above the 5 yr DEC average of **93.45%**



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-\$25,000	13	18.06%	87.56%	87.56%	0.00%	0.00%	0.00%
\$25,001-\$75,000	9	12.50%	98.40%	100.26%	91.88%	0.00%	0.00%
\$75,001-\$125,000	14	19.44%	96.81%	96.75%	99.88%	94.63%	0.00%
\$125,001-\$225,000	18	25.00%	96.68%	95.38%	98.03%	98.33%	85.99%
\$225,001-\$375,000	11	15.28%	93.90%	88.80%	94.48%	95.59%	96.12%
\$375,001 and up	7	9.72%	97.42%	102.00%	98.90%	90.02%	95.07%
Average Sold/List Ratio		94.90%		93.77%	96.95%	95.48%	93.06%
Total Closed Units		72	100%	36	21	11	4
Total Closed Volume		11,393,796		3.82M	4.15M	1.99M	1.43M

December 2020

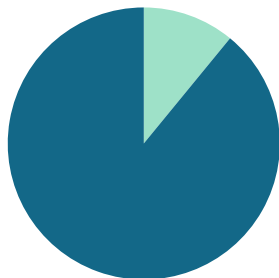
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

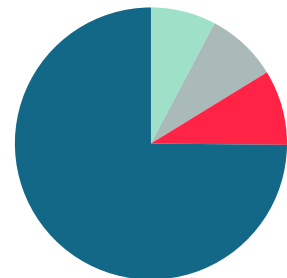


Inventory
 New Listings
100 = 10.93%
 Start Inventory
815
 Total Inventory Units
915
 Volume
\$119,826,023

Market Activity

Closed Sales
72 = 7.74%
 Pending Sales
79 = 8.49%
 Other Off Market
83 = 8.92%
 Active Inventory
696 = 74.84%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	72	46.94%	672	811	20.68%
Pending Sales	34	79	132.35%	587	896	52.64%
New Listings	157	100	-36.31%	2,388	2,069	-13.36%
Average List Price	139,194	166,055	19.30%	118,166	163,731	38.56%
Average Sale Price	133,486	158,247	18.55%	112,774	156,647	38.90%
Average Percent of Selling Price to List Price	93.59%	94.92%	1.42%	95.05%	94.64%	-0.44%
Average Days on Market to Sale	57.96	61.82	6.66%	53.64	55.95	4.32%
Monthly Inventory	902	696	-22.84%	902	696	-22.84%
Months Supply of Inventory	16.11	10.30	-36.06%	16.11	10.30	-36.06%

Absorption: Last 12 months, an Average of **68** Sales/Month

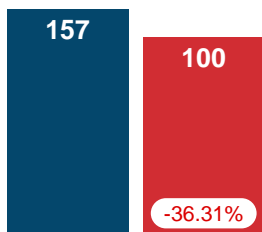
Inventory on December 31, 2020 = **696**

2019 **2020**

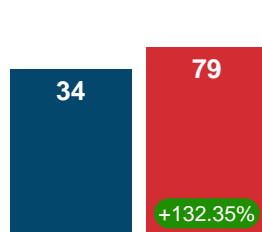
DECEMBER MARKET

AVERAGE PRICES

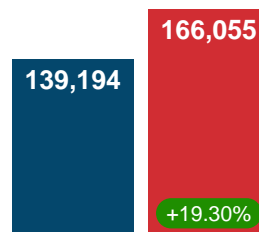
New Listings



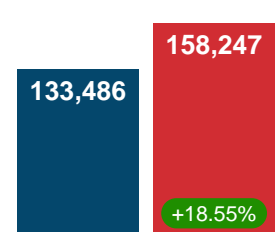
Pending Listings



List Price



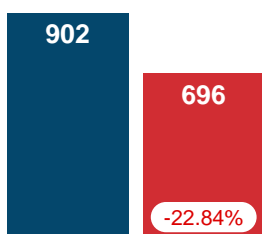
Sale Price



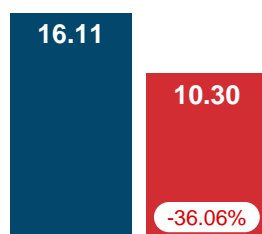
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

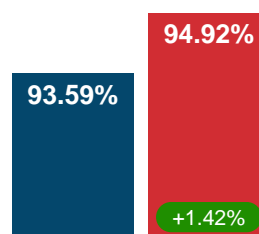
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

