



December 2020

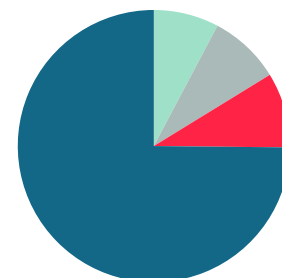
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	49	72	46.94%
Pending Listings	34	79	132.35%
New Listings	157	100	-36.31%
Median List Price	109,900	127,450	15.97%
Median Sale Price	109,900	125,000	13.74%
Median Percent of Selling Price to List Price	97.36%	96.70%	-0.68%
Median Days on Market to Sale	39.00	36.00	-7.69%
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.

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 **13.74%** in December 2020 to \$125,000 versus the previous year at \$109,900.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 3.00 days or **7.69%** in December 2020 compared to last year's same month at **39.00** DOM.

Sales Success for December 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 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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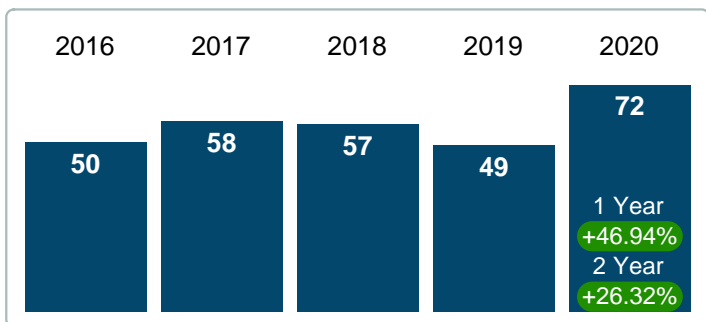
Area Delimited by County Of Cherokee



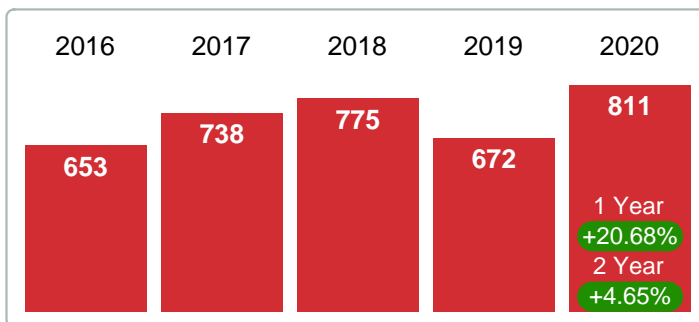
CLOSED LISTINGS

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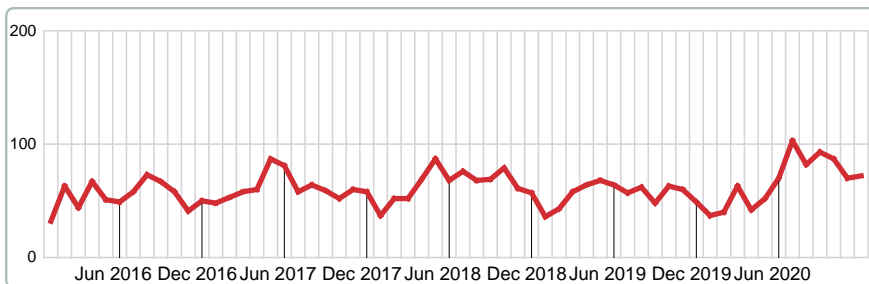
DECEMBER



YEAR TO DATE (YTD)

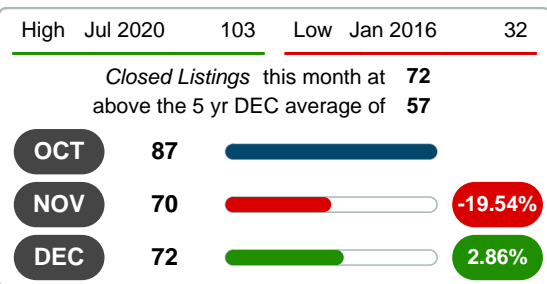


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	11.11%	55.0	8	0	0	0
\$20,001 - \$40,000	8	11.11%	103.0	8	0	0	0
\$40,001 - \$90,000	10	13.89%	38.0	7	2	1	0
\$90,001 - \$140,000	14	19.44%	15.5	6	3	4	1
\$140,001 - \$230,000	14	19.44%	42.5	3	9	2	0
\$230,001 - \$370,000	10	13.89%	51.0	2	4	3	1
\$370,001 and up	8	11.11%	7.5	2	3	1	2
Total Closed Units	72			36	21	11	4
Total Closed Volume	11,393,796	100%	36.0	3.82M	4.15M	1.99M	1.43M
Median Closed Price	\$125,000			\$57,500	\$162,000	\$143,500	\$353,050

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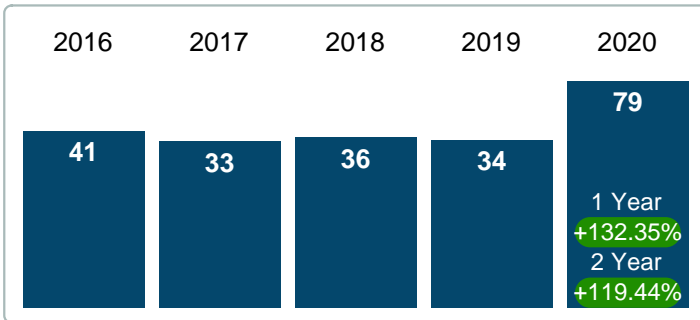
Area Delimited by County Of Cherokee



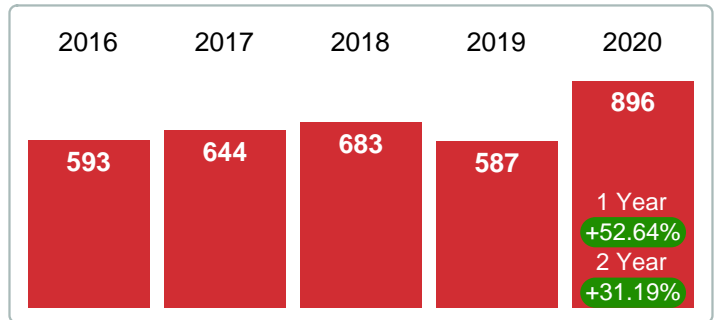
PENDING LISTINGS

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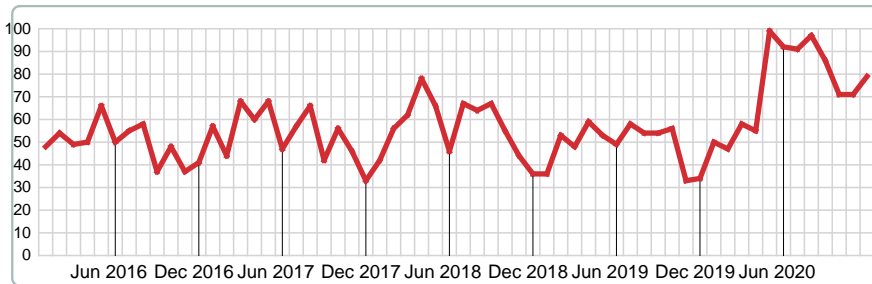
DECEMBER



YEAR TO DATE (YTD)

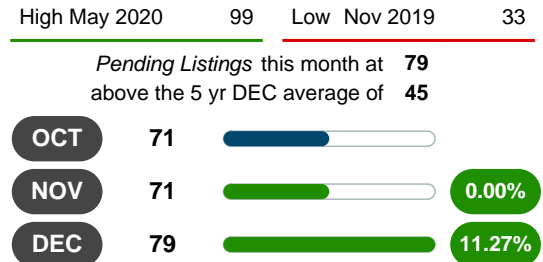


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	2.53%	18.0	2	0	0	0
\$10,001 - \$20,000	14	17.72%	77.5	14	0	0	0
\$20,001 - \$70,000	12	15.19%	80.5	12	0	0	0
\$70,001 - \$160,000	21	26.58%	28.0	10	7	4	0
\$160,001 - \$200,000	12	15.19%	72.0	2	9	1	0
\$200,001 - \$430,000	10	12.66%	30.5	1	7	1	1
\$430,001 and up	8	10.13%	70.5	3	3	2	0
Total Pending Units	79			44	26	8	1
Total Pending Volume	12,552,117	100%	49.0	4.08M	6.19M	2.06M	219.90K
Median Listing Price	\$120,000			\$34,450	\$189,750	\$167,450	\$219,900

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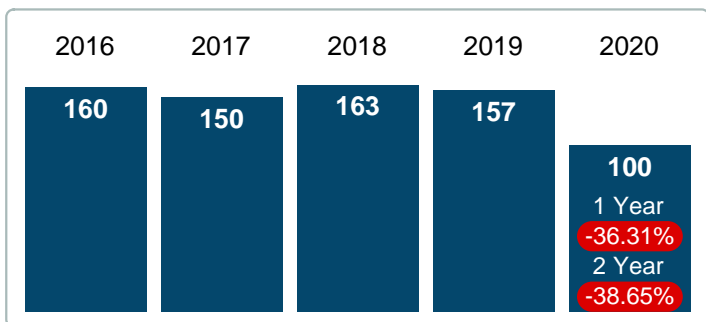
Area Delimited by County Of Cherokee



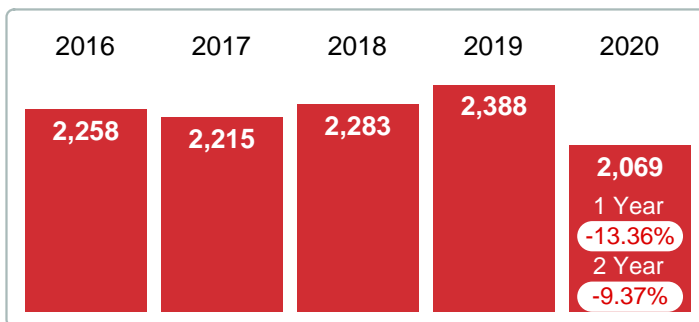
NEW LISTINGS

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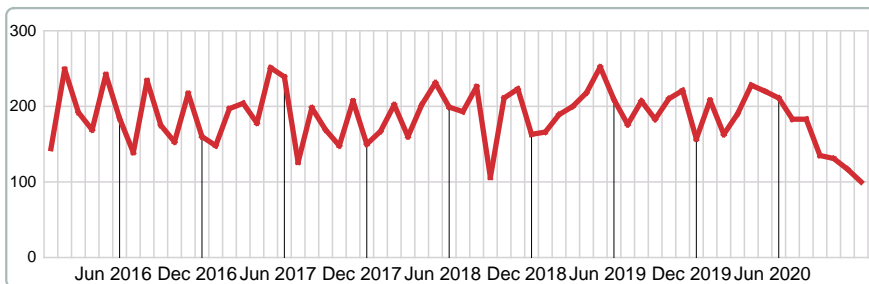
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 146

High May 2019 252 Low Dec 2020 100

New Listings this month at 100
below the 5 yr DEC average of 146



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	10	10.00%	6	2	2	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$20,000	29	29.00%	29	0	0	0
\$20,001 - \$70,000	23	23.00%	22	1	0	0
\$70,001 - \$180,000	15	15.00%	7	6	2	0
\$180,001 - \$390,000	13	13.00%	3	6	3	1
\$390,001 and up	10	10.00%	6	0	3	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
Median New Listed Listing Price	\$39,900		\$23,400	\$169,500	\$219,450	\$309,900

December 2020



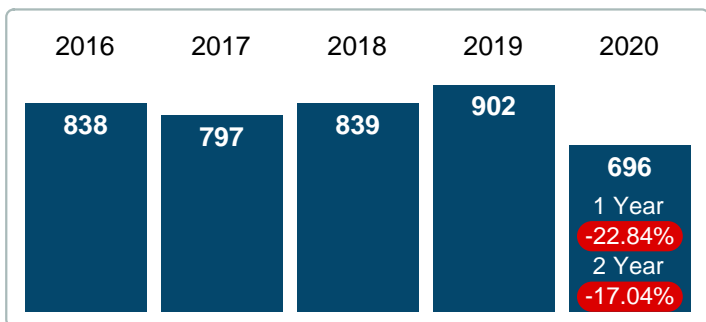
Area Delimited by County Of Cherokee



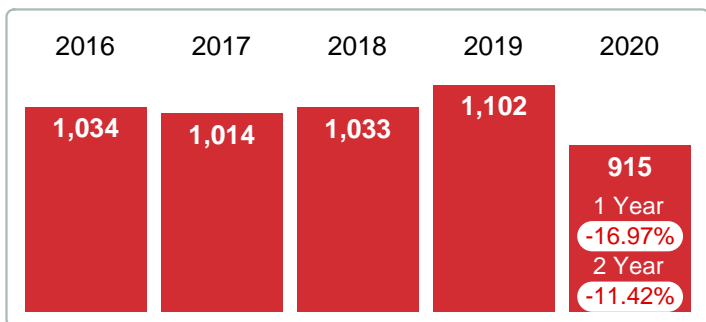
ACTIVE INVENTORY

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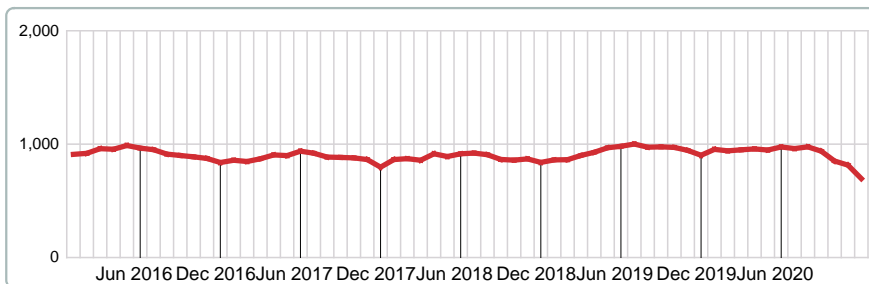
END OF DECEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	70.5	0	0	0	0
\$1-\$10,000	90	12.93%	98.5	69	17	4	0
\$10,001-\$20,000	117	16.81%	124.0	117	0	0	0
\$20,001-\$50,000	199	28.59%	134.0	198	1	0	0
\$50,001-\$110,000	134	19.25%	168.0	126	6	1	1
\$110,001-\$290,000	86	12.36%	106.0	45	30	8	3
\$290,001 and up	70	10.06%	109.5	46	9	10	5
Total Active Inventory by Units		696		601	63	23	9
Total Active Inventory by Volume		89,873,806	100%	66.69M	10.15M	7.36M	5.67M
Median Active Inventory Listing Price		\$37,500		\$34,900	\$150,000	\$234,500	\$299,500

December 2020



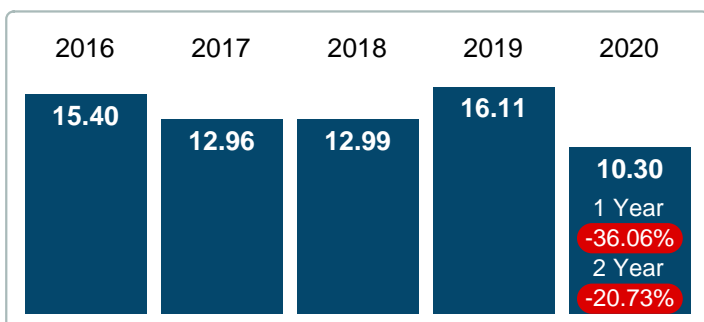
Area Delimited by County Of Cherokee



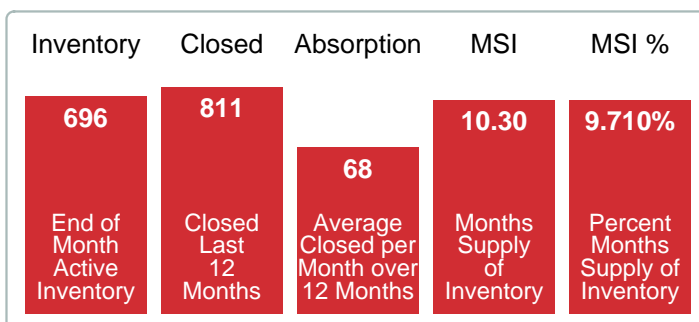
MONTHS SUPPLY of INVENTORY (MSI)

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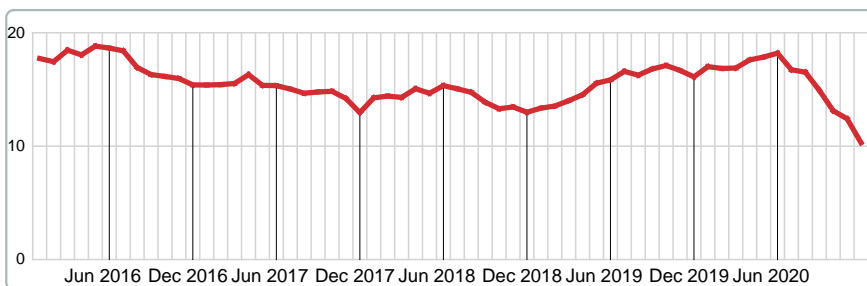
MSI FOR DECEMBER



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		100%	10.30	601	63	23	9

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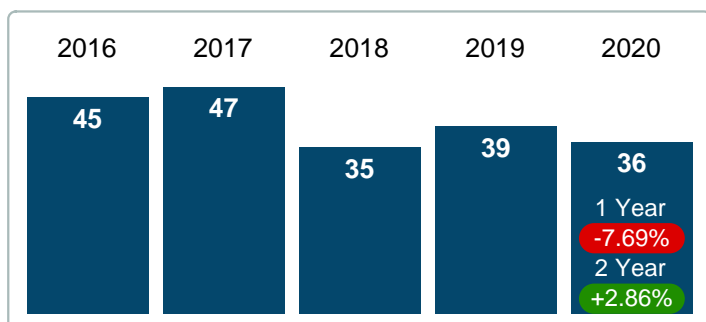
Area Delimited by County Of Cherokee



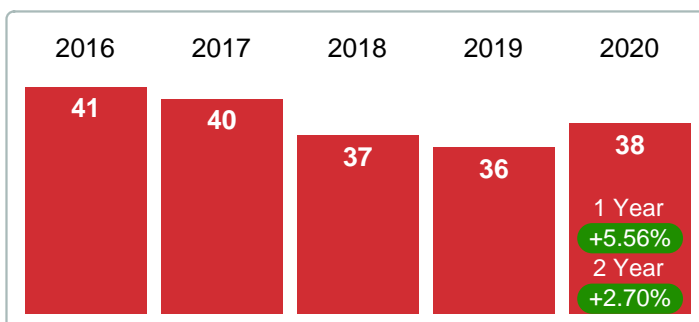
MEDIAN DAYS ON MARKET TO SALE

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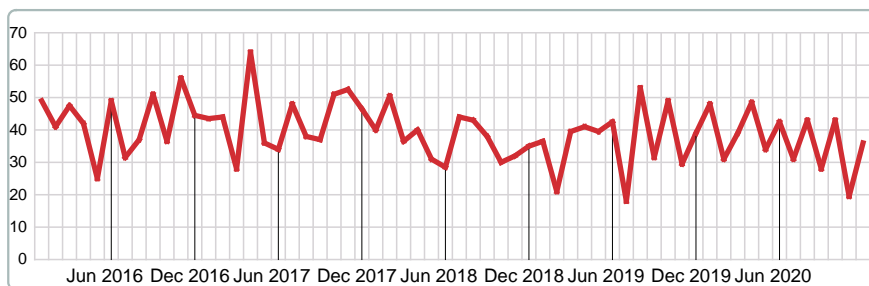
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 40

High Apr 2017 64 Low Jul 2019 18

Median Days on Market to Sale this month at 36 below the 5 yr DEC 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
\$20,000 and less	11.11%	55	55	0	0	0
\$20,001 \$40,000	11.11%	103	103	0	0	0
\$40,001 \$90,000	13.89%	38	34	53	42	0
\$90,001 \$140,000	19.44%	16	15	43	6	115
\$140,001 \$230,000	19.44%	43	56	33	33	0
\$230,001 \$370,000	13.89%	51	135	26	39	171
\$370,001 and up	11.11%	8	57	24	1	8
Median Closed DOM		36	49	33	8	65
Total Closed Units	100%	72	36	21	11	4
Total Closed Volume		11,393,796	3.82M	4.15M	1.99M	1.43M



December 2020

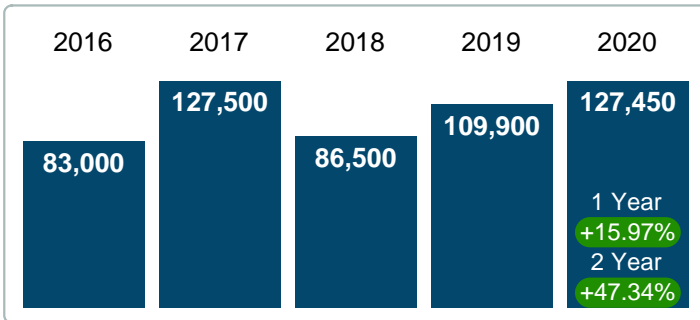
Area Delimited by County Of Cherokee



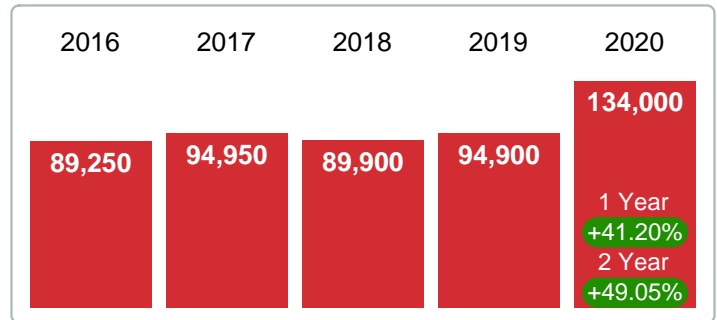
MEDIAN LIST PRICE AT CLOSING

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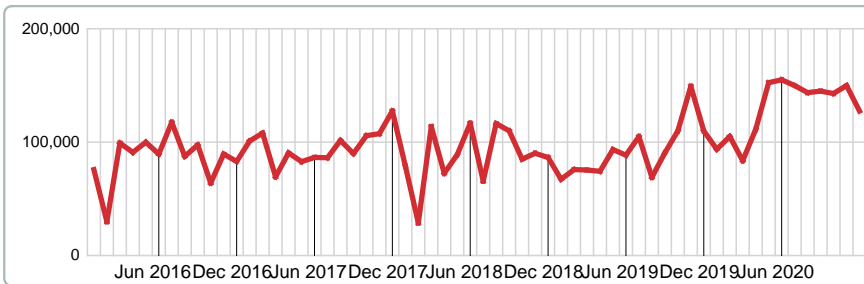
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

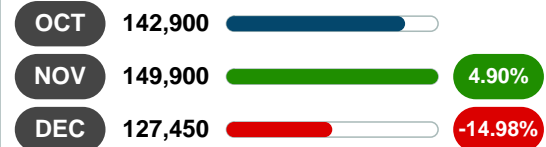


3 MONTHS

5 year DEC AVG = 106,870

High Jun 2020 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at **127,450**
above the 5 yr DEC average of **106,870**



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
\$20,000 and less	9.72%	17,000	17,000	0	0	0
\$20,001 \$40,000	11.11%	27,400	27,400	0	0	0
\$40,001 \$90,000	12.50%	65,000	51,000	72,450	89,900	0
\$90,001 \$140,000	19.44%	109,500	105,000	109,000	112,500	0
\$140,001 \$230,000	20.83%	159,900	155,000	162,900	167,450	159,900
\$230,001 \$370,000	13.89%	241,450	287,500	239,950	239,900	319,900
\$370,001 and up	12.50%	449,900	434,121	487,500	449,900	523,800
Median List Price		127,450	51,000	164,900	145,000	359,250
Total Closed Units	100%	127,450	36	21	11	4
Total Closed Volume		11,955,971	3.99M	4.33M	2.11M	1.53M



December 2020

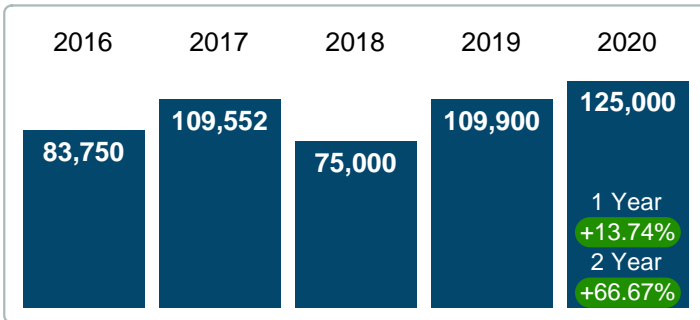
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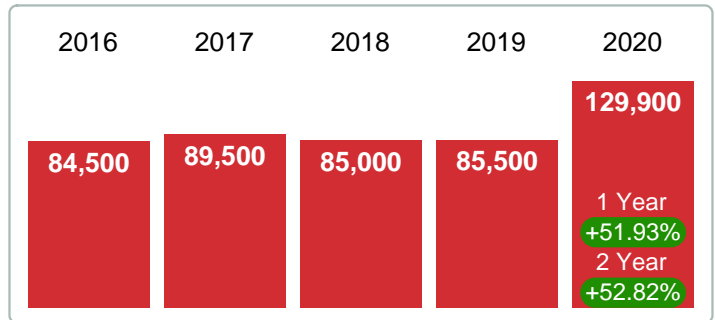
MEDIAN SOLD PRICE AT CLOSING

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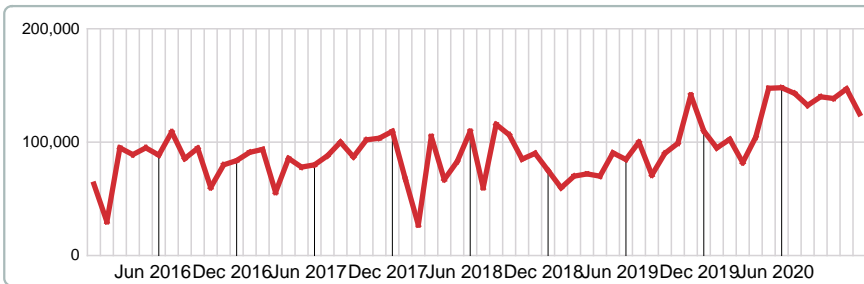
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

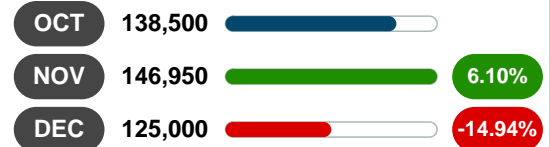


3 MONTHS

5 year DEC AVG = 100,640

High Jun 2020 148,000 Low Feb 2018 27,000

Median Sold Price at Closing this month at 125,000 above the 5 yr DEC average of 100,640



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
\$20,000 and less	11.11%	13,000	13,000	0	0	0
\$20,001 \$40,000	11.11%	24,950	24,950	0	0	0
\$40,001 \$90,000	13.89%	70,000	70,000	66,250	86,000	0
\$90,001 \$140,000	19.44%	111,488	116,000	109,000	102,988	137,500
\$140,001 \$230,000	19.44%	156,750	165,000	149,150	161,750	0
\$230,001 \$370,000	13.89%	241,450	318,750	238,950	239,900	307,500
\$370,001 and up	11.11%	419,561	554,561	382,000	405,000	491,800
Median Sold Price		125,000	57,500	162,000	143,500	353,050
Total Closed Units	100%	72	36	21	11	4
Total Closed Volume		11,393,796	3.82M	4.15M	1.99M	1.43M

December 2020



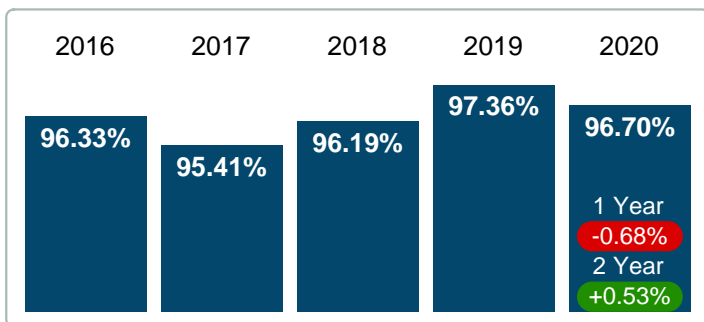
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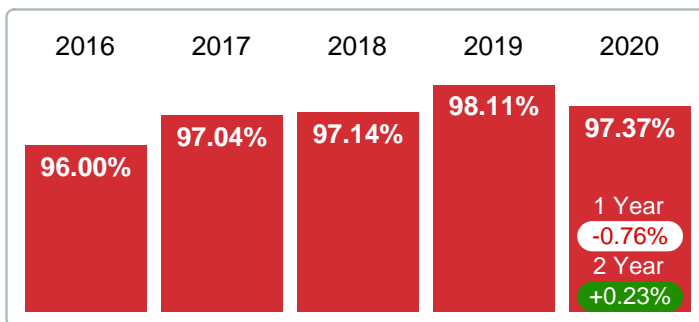
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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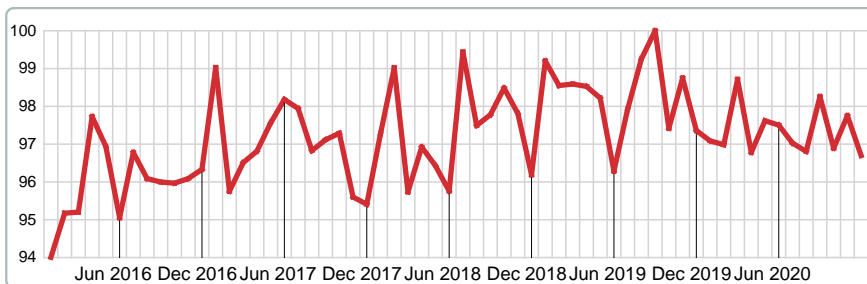
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

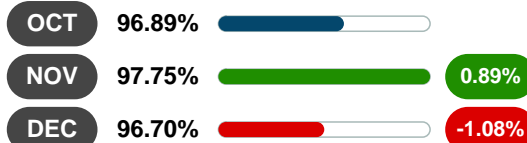


3 MONTHS

5 year DEC AVG = 96.40%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **96.70%**
above the 5 yr DEC average of **96.40%**



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
\$20,000 and less	<div style="width: 11.11%;"></div> 8	11.11%	90.91%	90.91%	0.00%	0.00%	0.00%
\$20,001 \$40,000	<div style="width: 11.11%;"></div> 8	11.11%	97.38%	97.38%	0.00%	0.00%	0.00%
\$40,001 \$90,000	<div style="width: 13.89%;"></div> 10	13.89%	95.95%	98.44%	91.88%	95.66%	0.00%
\$90,001 \$140,000	<div style="width: 19.44%;"></div> 14	19.44%	98.25%	101.50%	100.00%	94.80%	85.99%
\$140,001 \$230,000	<div style="width: 19.44%;"></div> 14	19.44%	97.87%	91.77%	98.71%	100.94%	0.00%
\$230,001 \$370,000	<div style="width: 13.89%;"></div> 10	13.89%	97.02%	88.80%	99.58%	97.75%	96.12%
\$370,001 and up	<div style="width: 11.11%;"></div> 8	11.11%	98.90%	102.00%	97.95%	90.02%	95.07%
Median Sold/List Ratio		96.70%		95.95%	98.71%	95.66%	93.13%
Total Closed Units		72	100%	36	21	11	4
Total Closed Volume		11,393,796		3.82M	4.15M	1.99M	1.43M

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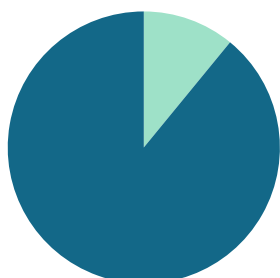
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

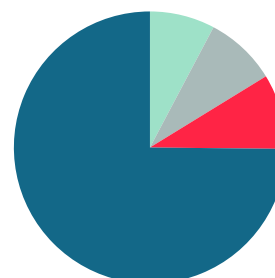


Inventory
 New Listings
100 = 10.93%
 Start Inventory
815
 Total Inventory Units
915
 Volume
\$119,826,023

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%
Median List Price	109,900	127,450	15.97%	94,900	134,000	41.20%
Median Sale Price	109,900	125,000	13.74%	85,500	129,900	51.93%
Median Percent of Selling Price to List Price	97.36%	96.70%	-0.68%	98.11%	97.37%	-0.76%
Median Days on Market to Sale	39.00	36.00	-7.69%	36.00	38.00	5.56%
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

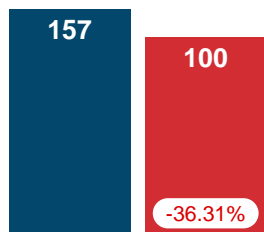
Inventory on December 31, 2020 = **696**

2019 **2020**

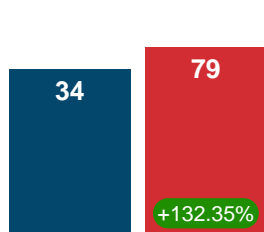
DECEMBER MARKET

MEDIAN PRICES

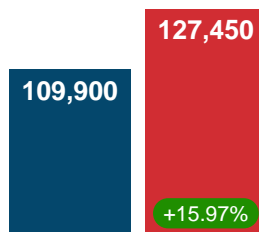
New Listings



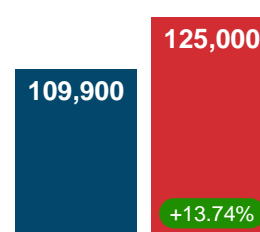
Pending Listings



List Price



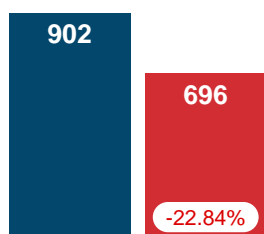
Sale Price



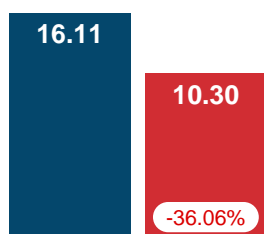
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

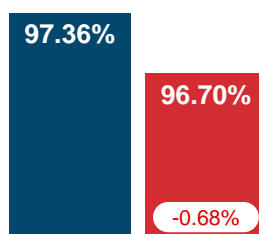
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

