

February 2020

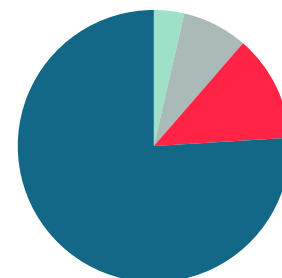
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	43	39	-9.30%
Pending Listings	53	84	58.49%
New Listings	188	156	-17.02%
Median List Price	75,800	95,000	25.33%
Median Sale Price	70,000	90,000	28.57%
Median Percent of Selling Price to List Price	98.55%	97.22%	-1.35%
Median Days on Market to Sale	21.00	31.00	47.62%
End of Month Inventory	858	822	-4.20%
Months Supply of Inventory	13.51	14.81	9.61%



■ Closed (3.60%)
■ Pending (7.76%)
■ Other OffMarket (12.66%)
■ Active (75.97%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of February 29, 2020 = **822**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **4.20%** to 822 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **14.81** 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 **28.57%** in February 2020 to \$90,000 versus the previous year at \$70,000.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 10.00 days or **47.62%** in February 2020 compared to last year's same month at **21.00** DOM.

Sales Success for February 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 156 New Listings in February 2020, down **17.02%** from last year at 188. Furthermore, there were 39 Closed Listings this month versus last year at 43, a **-9.30%** decrease.

Closed versus Listed trends yielded a **25.0%** ratio, up from previous year's, February 2019, at **22.9%**, a **9.30%** 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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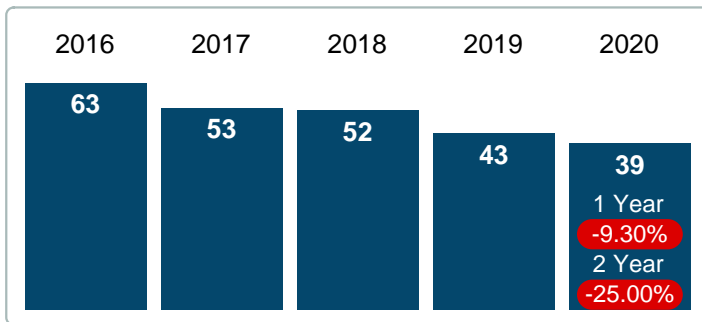
Area Delimited by County Of Cherokee



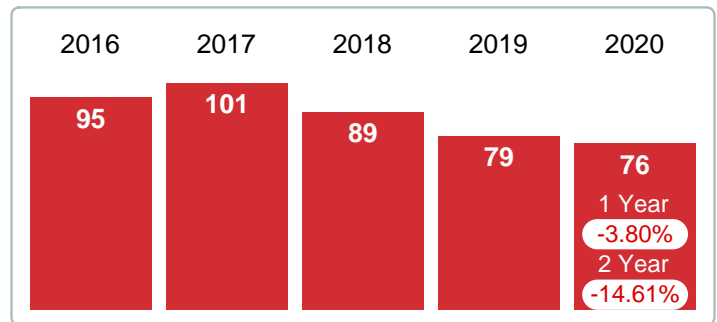
CLOSED LISTINGS

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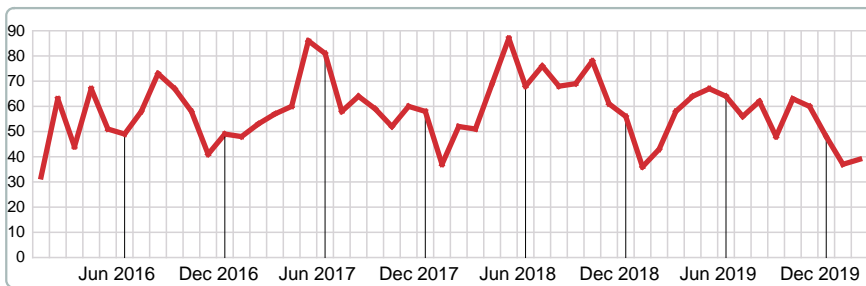
FEBRUARY



YEAR TO DATE (YTD)

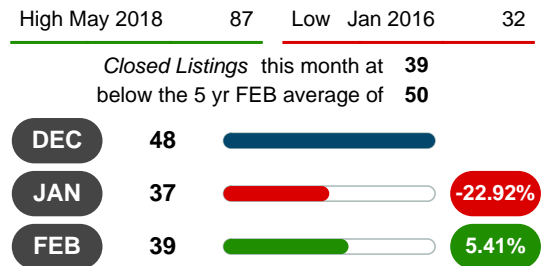


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$20,000	9	23.08%	31.0	8	1	0	0
\$20,001-\$50,000	4	10.26%	55.5	4	0	0	0
\$50,001-\$130,000	11	28.21%	16.0	4	6	1	0
\$130,001-\$170,000	6	15.38%	91.0	1	4	0	1
\$170,001-\$230,000	4	10.26%	86.5	1	1	2	0
\$230,001 and up	5	12.82%	49.0	0	3	2	0
Total Closed Units	39			18	15	5	1
Total Closed Volume	4,264,976	100%	31.0	859.58K	2.26M	972.50K	169.90K
Median Closed Price	\$90,000			\$23,863	\$132,500	\$210,000	\$169,900

February 2020

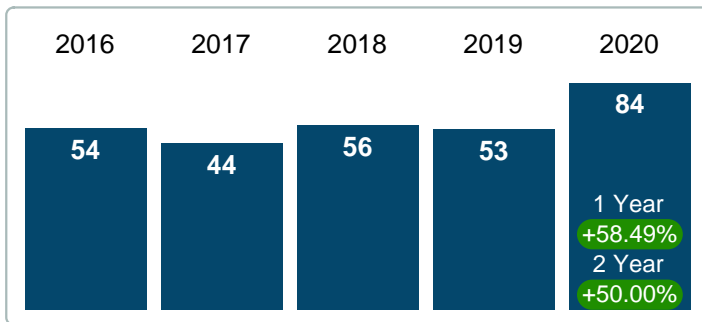
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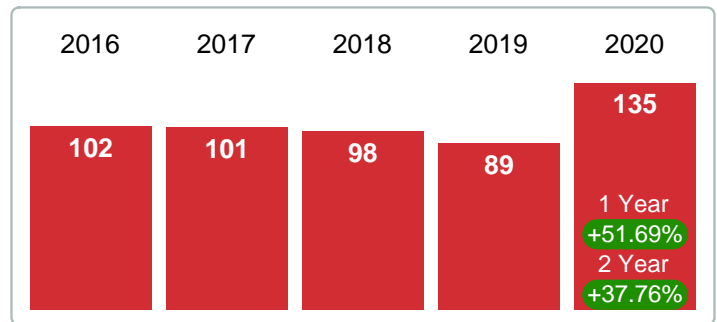
PENDING LISTINGS

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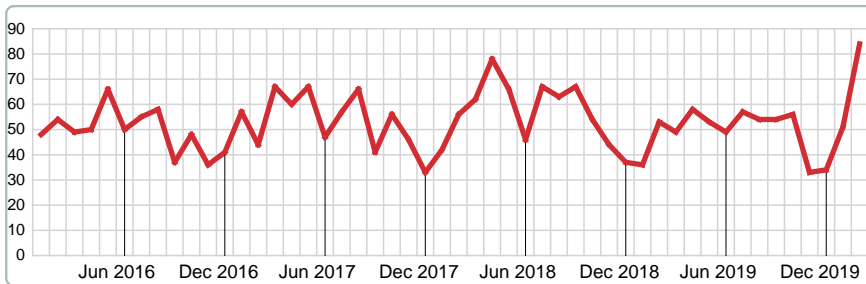
FEBRUARY



YEAR TO DATE (YTD)

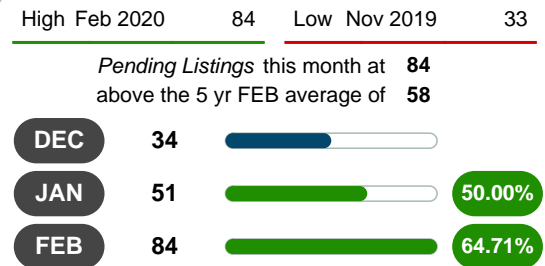


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 58



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	1	1.19%	55.0	1	0	0	0
\$10,001 - \$10,000	0	0.00%	55.0	0	0	0	0
\$10,001 - \$20,000	22	26.19%	24.5	22	0	0	0
\$20,001 - \$80,000	27	32.14%	24.0	21	6	0	0
\$80,001 - \$140,000	15	17.86%	59.0	3	8	4	0
\$140,001 - \$220,000	9	10.71%	65.0	0	7	2	0
\$220,001 and up	10	11.90%	72.5	4	2	4	0
Total Pending Units	84			51	23	10	0
Total Pending Volume	8,165,642	100%	25.0	2.78M	3.09M	2.29M	0.00B
Median Listing Price	\$47,450			\$23,400	\$114,900	\$183,384	\$0

February 2020

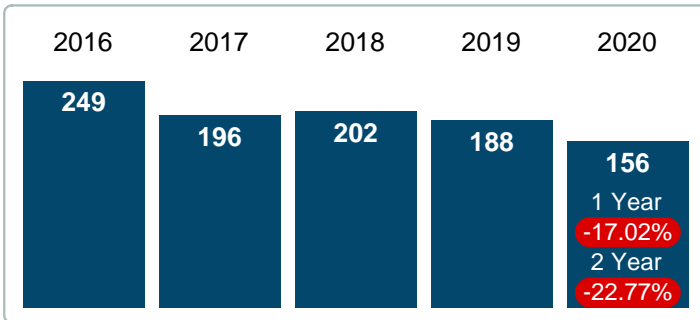
Area Delimited by County Of Cherokee



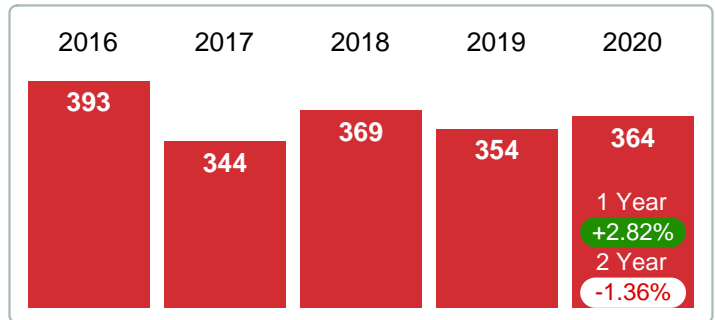
NEW LISTINGS

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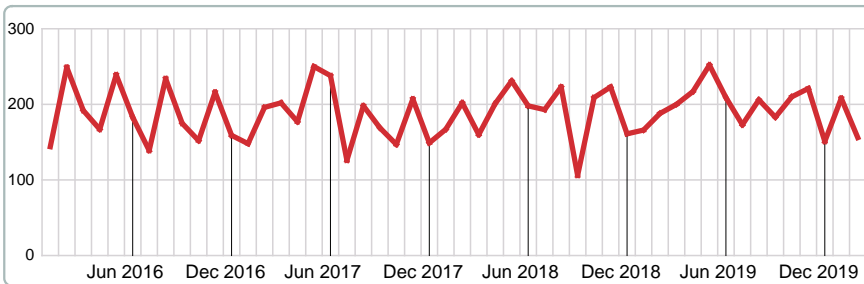
FEBRUARY



YEAR TO DATE (YTD)

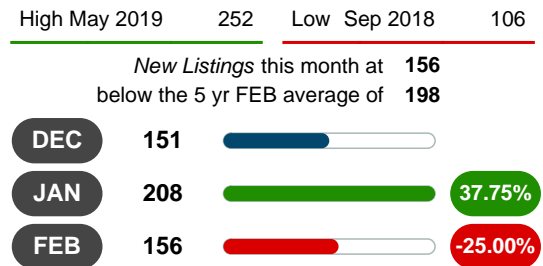


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 198



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	6.41%	9	1	0	0
\$10,001 - \$30,000	23	14.74%	23	0	0	0
\$30,001 - \$50,000	16	10.26%	14	2	0	0
\$50,001 - \$120,000	44	28.21%	34	9	1	0
\$120,001 - \$210,000	26	16.67%	5	18	3	0
\$210,001 - \$360,000	21	13.46%	9	7	4	1
\$360,001 and up	16	10.26%	5	6	2	3
Total New Listed Units	156		99	43	10	4
Total New Listed Volume	23,634,605	100%	10.25M	8.60M	3.10M	1.69M
Median New Listed Listing Price	\$79,900		\$58,500	\$158,900	\$229,400	\$409,500

February 2020



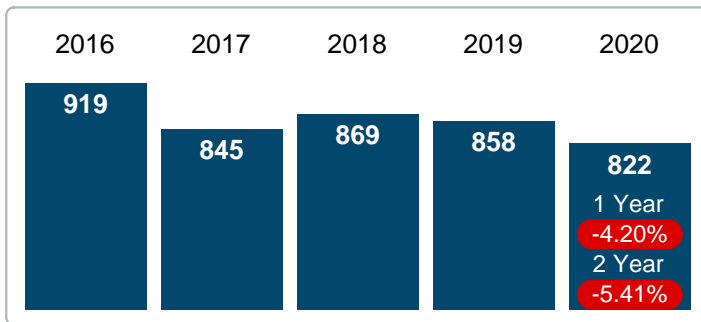
Area Delimited by County Of Cherokee



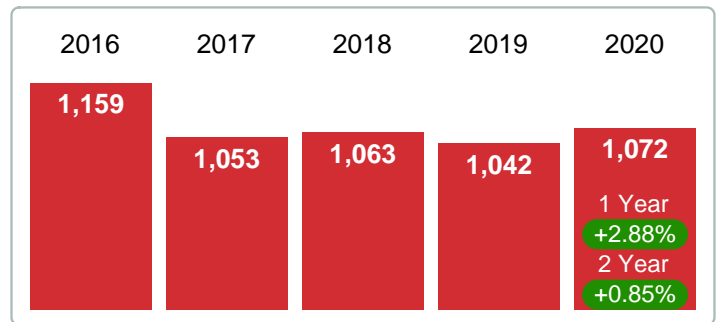
ACTIVE INVENTORY

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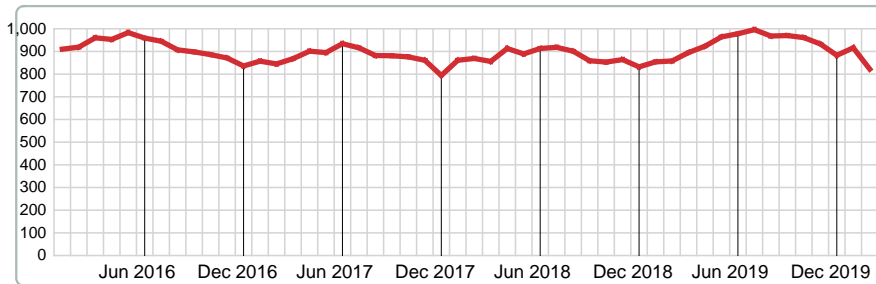
END OF FEBRUARY



ACTIVE DURING FEBRUARY

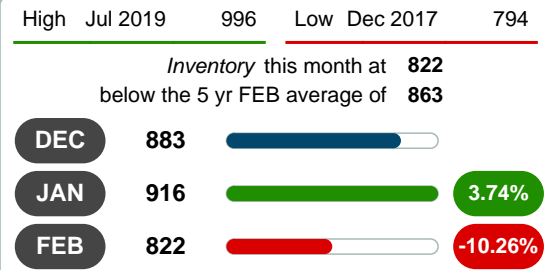


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 863



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$10,000 and less	28	3.41%	51.5	26	2	0	0	
\$10,001 - \$10,000	0	0.00%	51.5	0	0	0	0	
\$10,001 - \$30,000	269	32.73%	108.0	268	1	0	0	
\$30,001 - \$80,000	200	24.33%	102.0	178	20	2	0	
\$80,001 - \$190,000	140	17.03%	75.0	63	60	13	4	
\$190,001 - \$370,000	100	12.17%	95.0	43	33	17	7	
\$370,001 and up	85	10.34%	82.0	46	17	11	11	
Total Active Inventory by Units		822		624	133	43	22	
Total Active Inventory by Volume		128,343,652	100%	99.0	75.36M	28.01M	13.60M	11.37M
Median Active Inventory Listing Price		\$65,000			\$39,900	\$165,500	\$221,000	\$374,450

February 2020



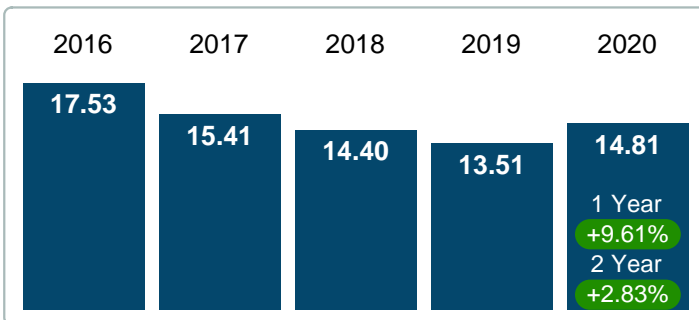
Area Delimited by County Of Cherokee



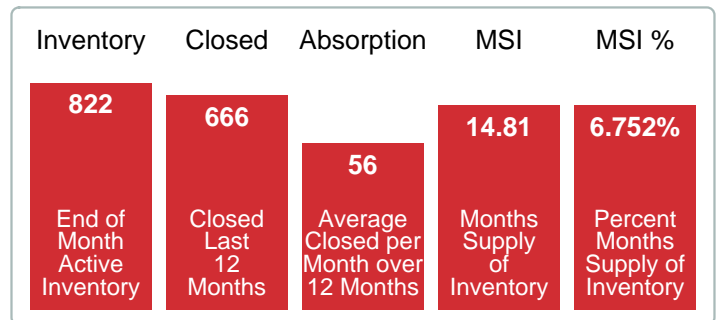
MONTHS SUPPLY of INVENTORY (MSI)

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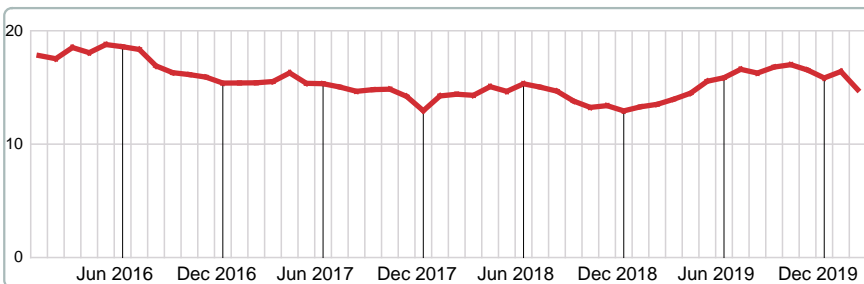
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 15.13

High May 2016 18.78 Low Dec 2018 12.93

Months Supply this month at 14.81
below the 5 yr FEB average of 15.13



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	28	3.41%	3.33	4.66	0.89	0.00	0.00
\$10,001 - \$10,000	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$10,001 - \$30,000	269	32.73%	41.38	44.67	2.40	0.00	0.00
\$30,001 - \$80,000	200	24.33%	19.05	31.41	5.00	2.67	0.00
\$80,001 - \$190,000	140	17.03%	6.86	14.82	4.31	7.09	9.60
\$190,001 - \$370,000	100	12.17%	11.76	22.43	8.61	7.29	16.80
\$370,001 and up	85	10.34%	72.86	61.33	68.00	132.00	132.00
Market Supply of Inventory (MSI)			14.81	25.82	5.39	7.59	22.00
Total Active Inventory by Units		100%	14.81	624	133	43	22

February 2020

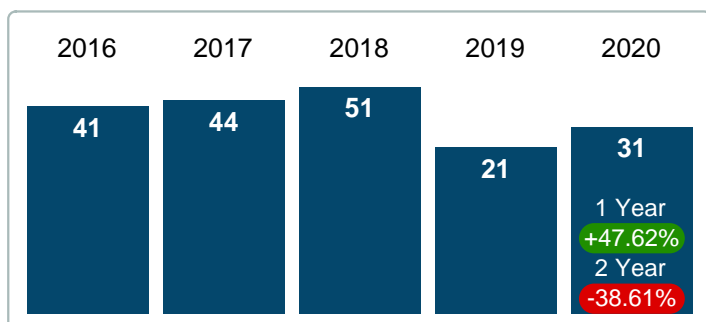
Area Delimited by County Of Cherokee



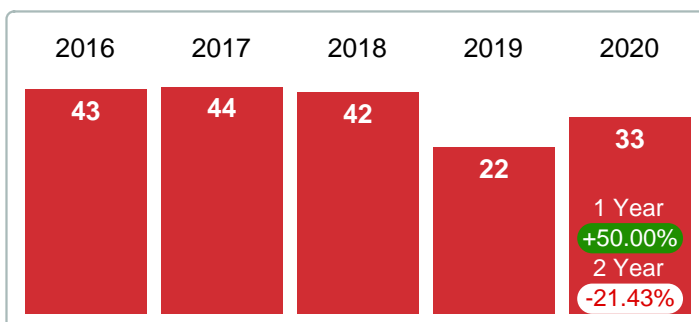
MEDIAN DAYS ON MARKET TO SALE

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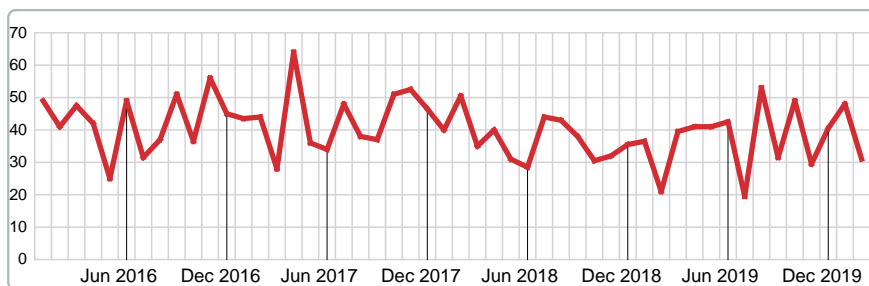
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

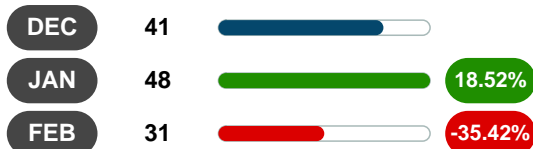


3 MONTHS

5 year FEB AVG = 38

High Apr 2017 64 Low Jul 2019 20

Median Days on Market to Sale this month at 31 below the 5 yr FEB average of 38



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
\$0 and less	0	0.00%	82	0	0	0	0
\$1-\$20,000	9	23.08%	31	35	14	0	0
\$20,001-\$50,000	4	10.26%	56	56	0	0	0
\$50,001-\$130,000	11	28.21%	16	14	18	16	0
\$130,001-\$170,000	6	15.38%	91	98	93	0	15
\$170,001-\$230,000	4	10.26%	87	2	157	87	0
\$230,001 and up	5	12.82%	49	0	20	55	0
Median Closed DOM	31			31	20	49	15
Total Closed Units	39	100%	31.0	18	15	5	1
Total Closed Volume	4,264,976			859.58K	2.26M	972.50K	169.90K

February 2020



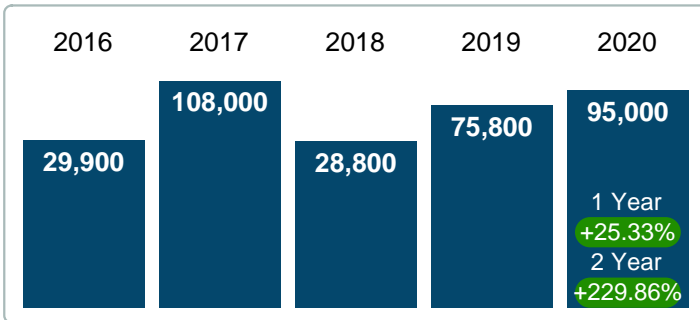
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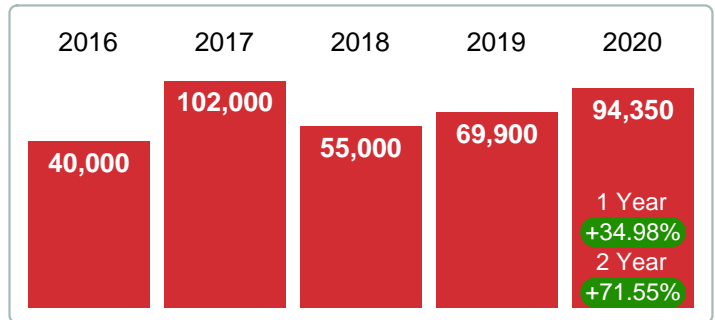
MEDIAN LIST PRICE AT CLOSING

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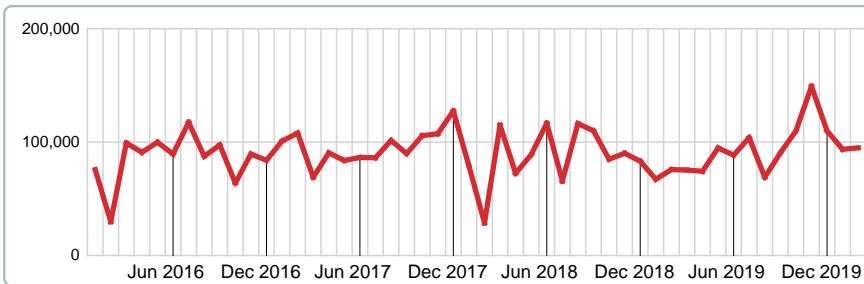
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

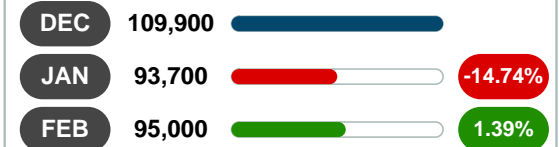


3 MONTHS

5 year FEB AVG = 67,500

High Nov 2019 149,200 Low Feb 2018 28,800

Median List Price at Closing this month at **95,000**
above the 5 yr FEB average of **67,500**



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
\$0 and less	0	0.00%	49	0	0	0	0
\$1-\$20,000	7	17.95%	1,275	4,638	800	0	0
\$20,001-\$50,000	5	12.82%	27,900	27,900	0	0	0
\$50,001-\$130,000	11	28.21%	79,900	62,400	105,000	69,900	0
\$130,001-\$170,000	7	17.95%	149,900	144,900	144,450	0	169,900
\$170,001-\$230,000	4	10.26%	197,250	225,000	178,500	194,500	0
\$230,001 and up	5	12.82%	299,500	0	299,900	271,200	0
Median List Price			95,000	31,450	138,800	216,000	169,900
Total Closed Units		100%	95,000	18	15	5	1
Total Closed Volume			4,465,499	980.10K	2.31M	1.00M	169.90K

February 2020



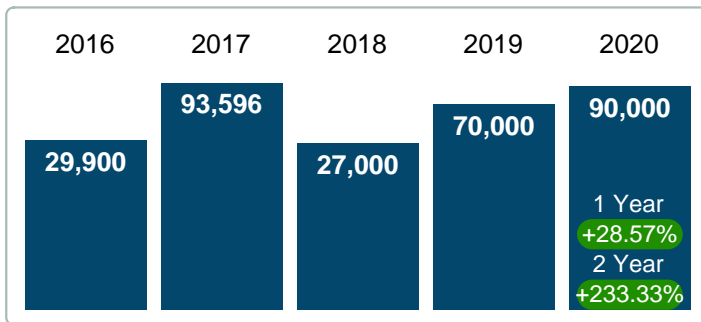
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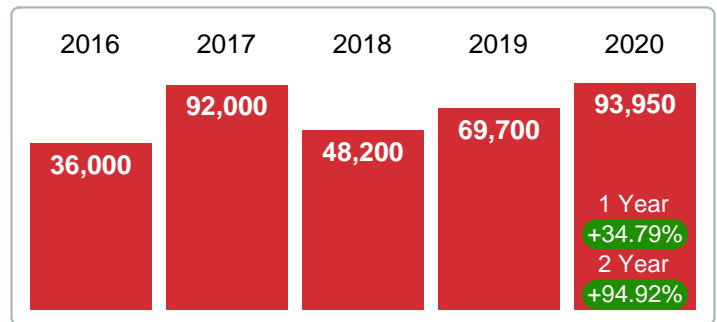
MEDIAN SOLD PRICE AT CLOSING

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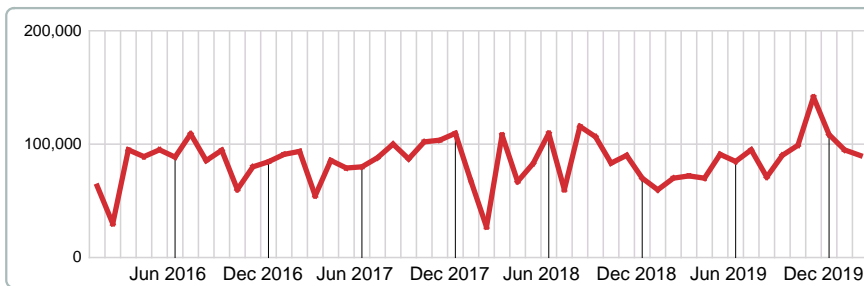
FEBRUARY



YEAR TO DATE (YTD)

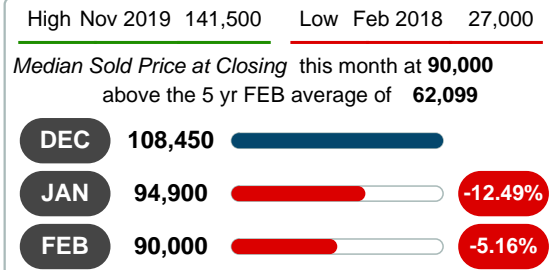


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 62,099



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
\$0 and less	0	0.00%	299,500	0	0	0	0
\$1 \$20,000	9	23.08%	6,250	10,625	800	0	0
\$20,001 \$50,000	4	10.26%	28,613	28,613	0	0	0
\$50,001 \$130,000	11	28.21%	79,900	57,000	102,500	67,000	0
\$130,001 \$170,000	6	15.38%	144,000	145,000	142,750	0	169,900
\$170,001 \$230,000	4	10.26%	194,950	225,000	179,900	191,500	0
\$230,001 and up	5	12.82%	287,500	0	289,500	261,250	0
Median Sold Price			90,000	23,863	132,500	210,000	169,900
Total Closed Units		100%	90,000	18	15	5	1
Total Closed Volume			4,264,976	859.58K	2.26M	972.50K	169.90K

February 2020



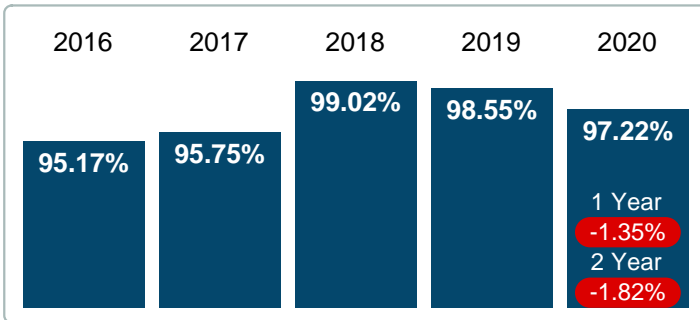
Area Delimited by County Of Cherokee



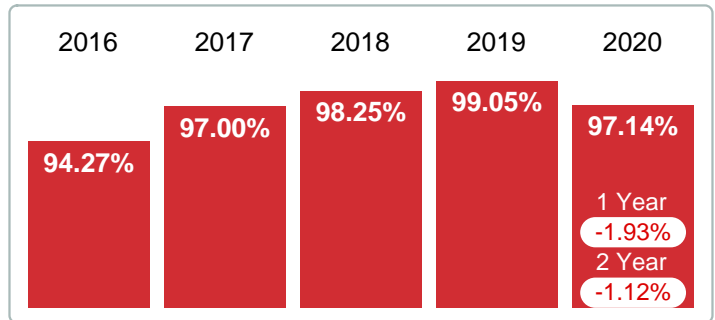
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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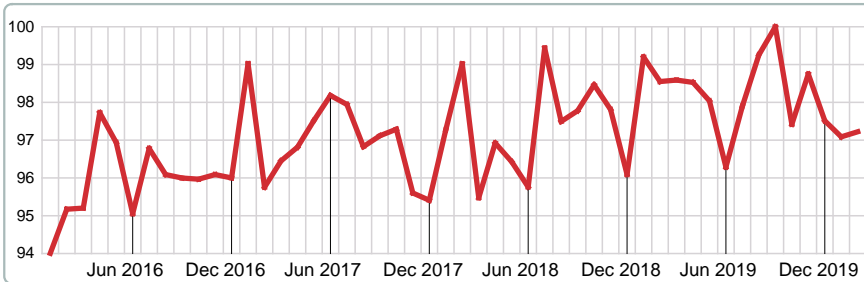
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

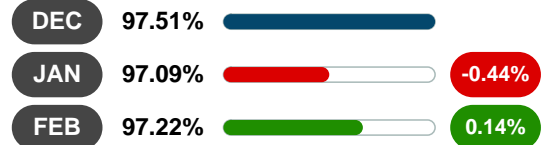


3 MONTHS

5 year FEB AVG = 97.14%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **97.22%**
equal to 5 yr FEB average of **97.14%**



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
\$0 and less	0	0.00%	27,500.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$20,000	9	23.08%	100.00%	100.00%	100.00%	0.00%	0.00%
\$20,001 \$50,000	4	10.26%	91.29%	91.29%	0.00%	0.00%	0.00%
\$50,001 \$130,000	11	28.21%	95.85%	91.30%	99.05%	95.85%	0.00%
\$130,001 \$170,000	6	15.38%	98.37%	96.73%	97.66%	0.00%	100.00%
\$170,001 \$230,000	4	10.26%	100.00%	100.00%	100.78%	98.61%	0.00%
\$230,001 and up	5	12.82%	96.53%	0.00%	96.53%	96.37%	0.00%
Median Sold/List Ratio		97.22%		95.37%	98.35%	96.75%	100.00%
Total Closed Units		39	100%	18	15	5	1
Total Closed Volume		4,264,976		859.58K	2.26M	972.50K	169.90K

February 2020

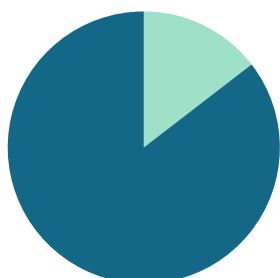
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

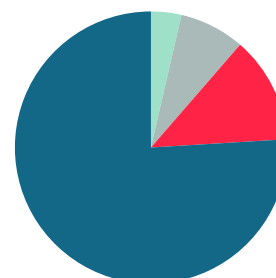


Inventory
 New Listings
156 = 14.55%
 Start Inventory
916
 Total Inventory Units
1,072
 Volume
\$164,373,968

Market Activity

Closed Sales
39 = 3.60%
 Pending Sales
84 = 7.76%
 Other Off Market
137 = 12.66%
 Active Inventory
822 = 75.97%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	39	-9.30%	79	76	-3.80%
Pending Sales	53	84	58.49%	89	135	51.69%
New Listings	188	156	-17.02%	354	364	2.82%
Median List Price	75,800	95,000	25.33%	69,900	94,350	34.98%
Median Sale Price	70,000	90,000	28.57%	69,700	93,950	34.79%
Median Percent of Selling Price to List Price	98.55%	97.22%	-1.35%	99.05%	97.14%	-1.93%
Median Days on Market to Sale	21.00	31.00	47.62%	22.00	33.00	50.00%
Monthly Inventory	858	822	-4.20%	858	822	-4.20%
Months Supply of Inventory	13.51	14.81	9.61%	13.51	14.81	9.61%

Absorption: Last 12 months, an Average of **56** Sales/Month

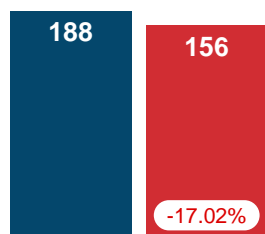
Inventory on February 29, 2020 = **822**

2019 **2020**

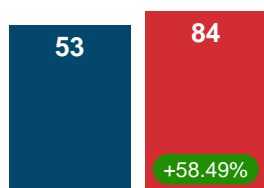
FEBRUARY MARKET

MEDIAN PRICES

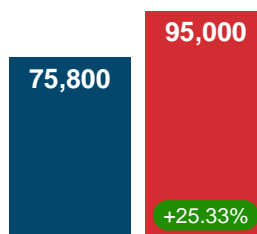
New Listings



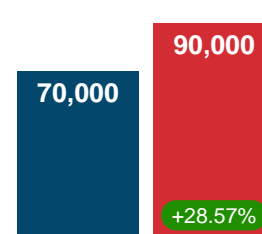
Pending Listings



List Price



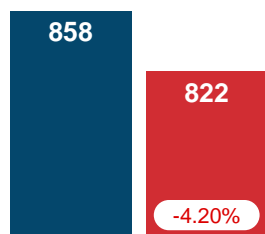
Sale Price



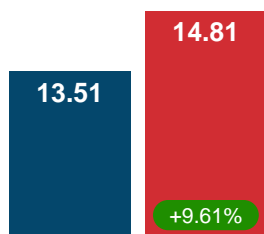
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

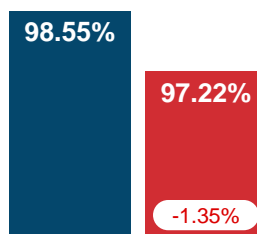
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

