

January 2020

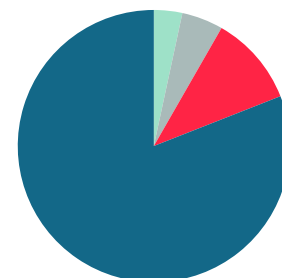
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	36	37	2.78%
Pending Listings	36	54	50.00%
New Listings	166	208	25.30%
Median List Price	67,300	93,700	39.23%
Median Sale Price	59,750	94,900	58.83%
Median Percent of Selling Price to List Price	99.20%	97.09%	-2.13%
Median Days on Market to Sale	36.50	48.00	31.51%
End of Month Inventory	854	889	4.10%
Months Supply of Inventory	13.29	15.92	19.79%



■ Closed (3.37%)
■ Pending (4.92%)
■ Other OffMarket (10.75%)
■ Active (80.97%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of January 31, 2020 = **889**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2020 rose **4.10%** to 889 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 **15.92** 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 **58.83%** in January 2020 to \$94,900 versus the previous year at \$59,750.

Median Days on Market Lengthens

The median number of **48.00** days that homes spent on the market before selling increased by 11.50 days or **31.51%** in January 2020 compared to last year's same month at **36.50** DOM.

Sales Success for January 2020 is Positive

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

There were 208 New Listings in January 2020, up **25.30%** from last year at 166. Furthermore, there were 37 Closed Listings this month versus last year at 36, a **2.78%** increase.

Closed versus Listed trends yielded a **17.8%** ratio, down from previous year's, January 2019, at **21.7%**, a **17.98%** downswing. This will certainly create pressure on an increasing 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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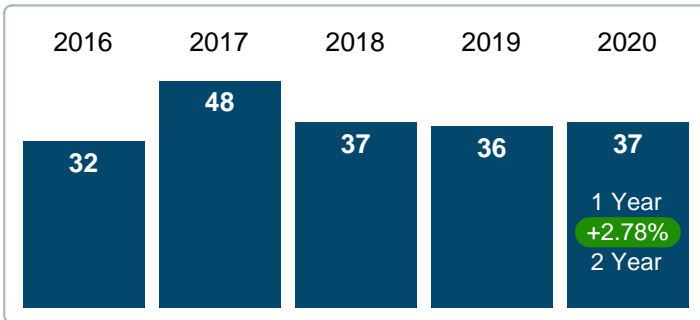
Area Delimited by County Of Cherokee



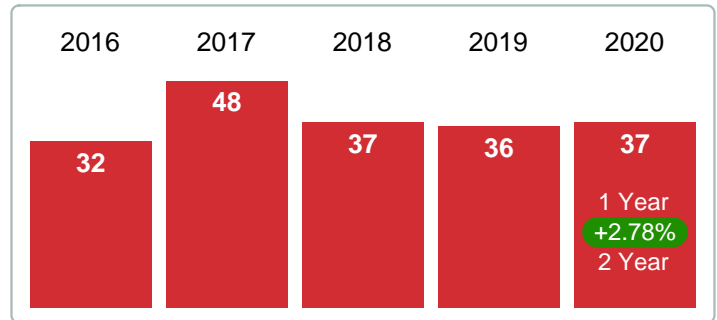
CLOSED LISTINGS

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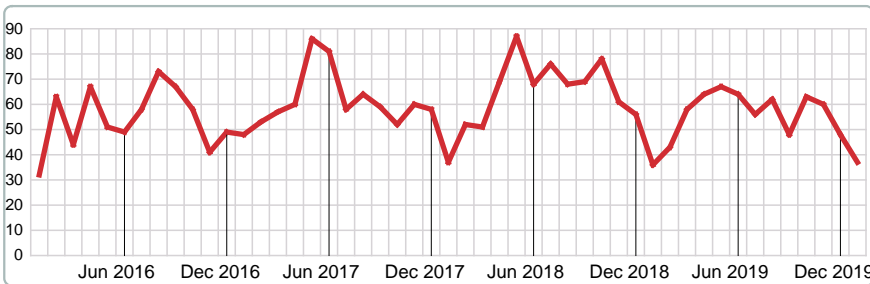
JANUARY



YEAR TO DATE (YTD)

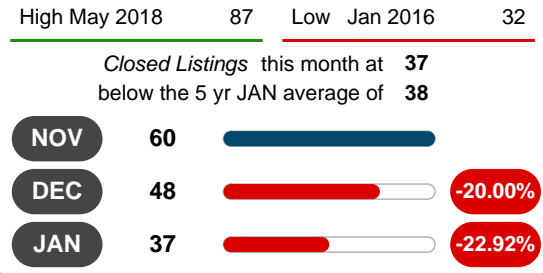


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



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 \$40,000	8	21.62%	69.0	6	1	1	0
\$40,001 \$60,000	3	8.11%	18.0	2	1	0	0
\$60,001 \$120,000	12	32.43%	24.0	7	5	0	0
\$120,001 \$190,000	5	13.51%	24.0	1	3	1	0
\$190,001 \$290,000	6	16.22%	65.5	2	2	2	0
\$290,001 and up	3	8.11%	65.0	0	2	1	0
Total Closed Units	37			18	14	5	0
Total Closed Volume	4,373,245	100%	48.0	1.40M	2.10M	878.70K	0.00B
Median Closed Price	\$94,900			\$66,750	\$118,200	\$193,000	\$0

January 2020



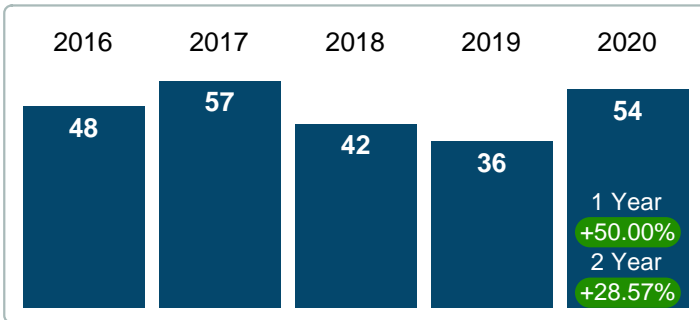
Area Delimited by County Of Cherokee



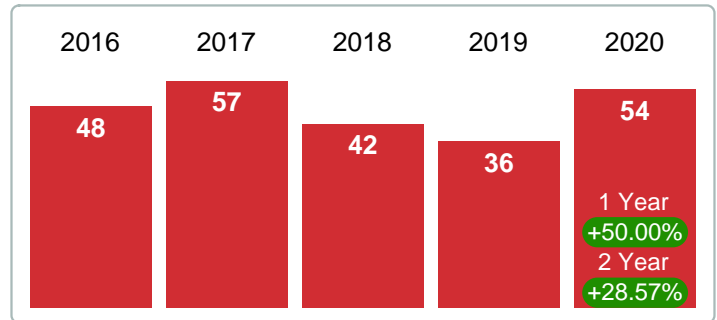
PENDING LISTINGS

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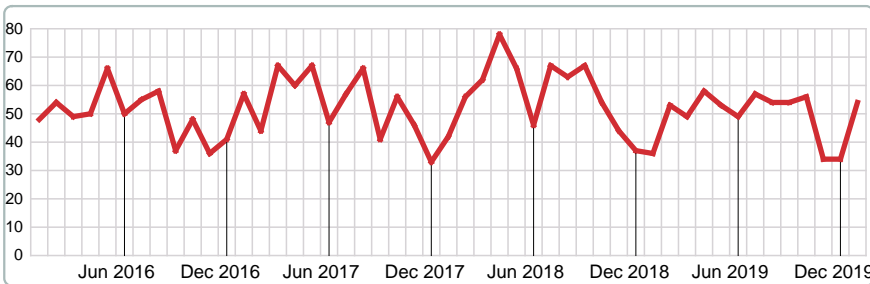
JANUARY



YEAR TO DATE (YTD)

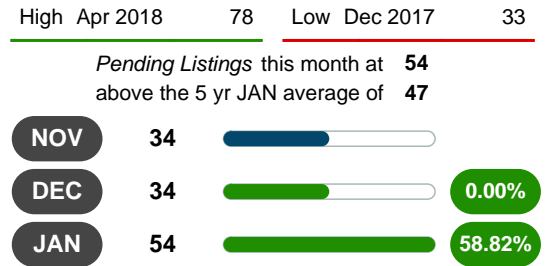


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	11.11%	115.5	6	0	0	0
\$20,001 \$50,000	6	11.11%	20.0	6	0	0	0
\$50,001 \$70,000	7	12.96%	9.0	3	3	1	0
\$70,001 \$110,000	12	22.22%	21.5	4	8	0	0
\$110,001 \$170,000	10	18.52%	22.0	2	8	0	0
\$170,001 \$270,000	7	12.96%	30.0	0	4	3	0
\$270,001 and up	6	11.11%	77.0	2	3	0	1
Total Pending Units	54			23	26	4	1
Total Pending Volume	7,216,459	100%	26.0	2.33M	3.95M	657.80K	279.90K
Median Listing Price	\$95,000			\$50,000	\$117,450	\$185,950	\$279,900

January 2020



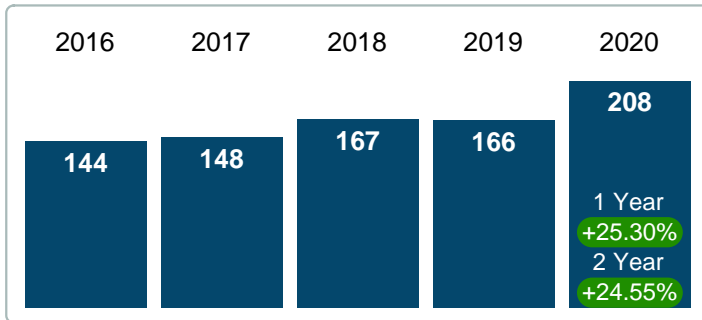
Area Delimited by County Of Cherokee



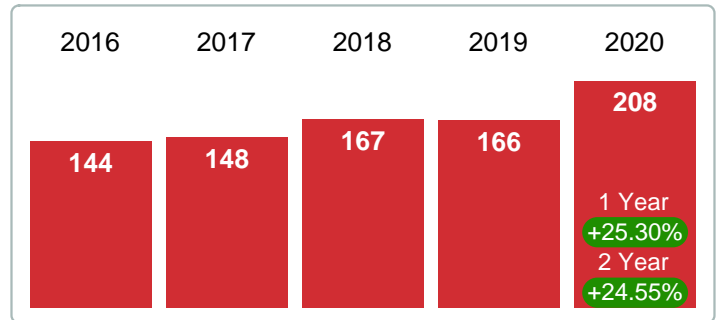
NEW LISTINGS

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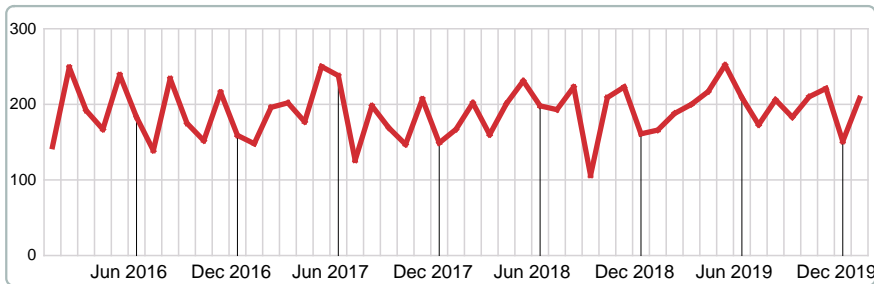
JANUARY



YEAR TO DATE (YTD)

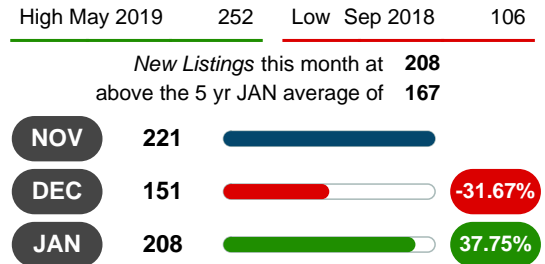


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 167



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	11	5.29%	10	1	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$20,000	42	20.19%	42	0	0	0
\$20,001 - \$90,000	75	36.06%	61	12	2	0
\$90,001 - \$170,000	32	15.38%	11	16	4	1
\$170,001 - \$340,000	27	12.98%	8	11	6	2
\$340,001 and up	21	10.10%	12	6	1	2
Total New Listed Units	208		144	46	13	5
Total New Listed Volume	33,291,885	100%	20.31M	8.50M	3.01M	1.47M
Median New Listed Listing Price	\$50,500		\$25,000	\$129,700	\$174,500	\$295,000

January 2020

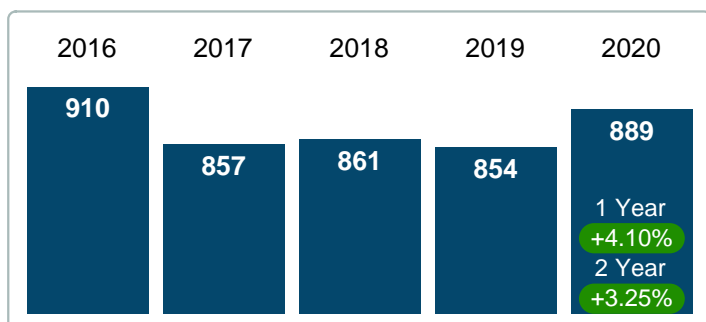
Area Delimited by County Of Cherokee



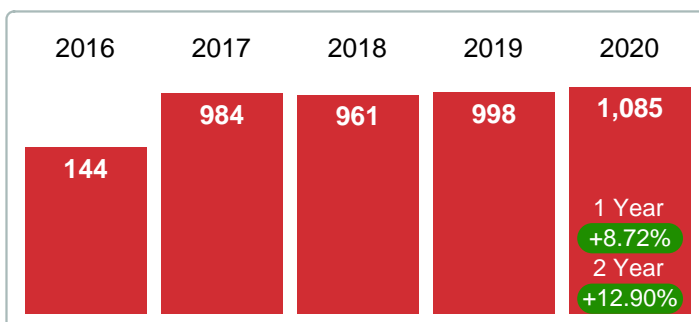
ACTIVE INVENTORY

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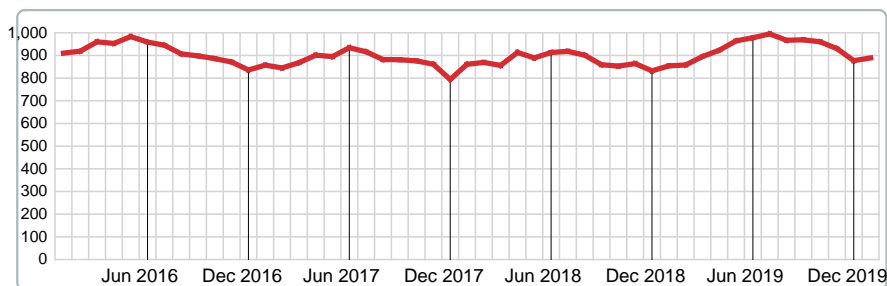
END OF JANUARY



ACTIVE DURING JANUARY

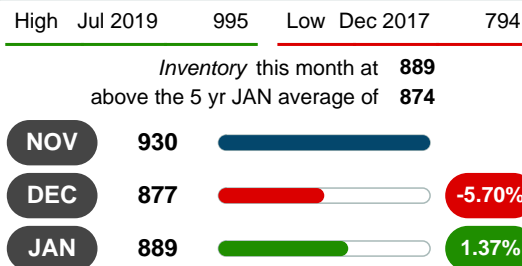


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 874



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	31	3.49%	53.0	28	3	0	0
\$10,001 - \$10,000	0	0.00%	53.0	0	0	0	0
\$10,001 - \$30,000	306	34.42%	79.0	305	1	0	0
\$30,001 - \$80,000	206	23.17%	87.0	183	22	1	0
\$80,001 - \$180,000	137	15.41%	95.0	61	55	17	4
\$180,001 - \$380,000	118	13.27%	91.5	47	41	23	7
\$380,001 and up	91	10.24%	105.0	51	17	12	11
Total Active Inventory by Units			889	675	139	53	22
Total Active Inventory by Volume			139,650,698	80.89M	31.46M	16.06M	11.24M
Median Active Inventory Listing Price			\$62,900	\$34,900	\$160,000	\$218,900	\$371,500

January 2020

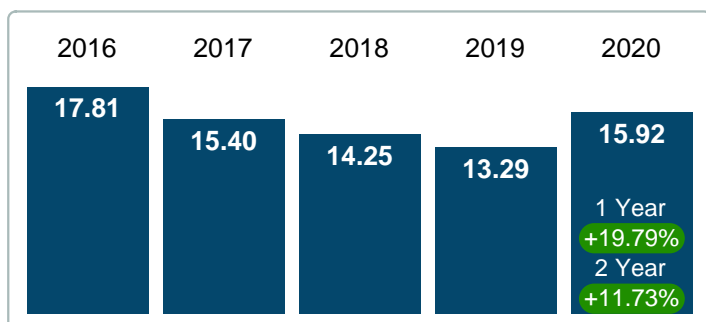
Area Delimited by County Of Cherokee



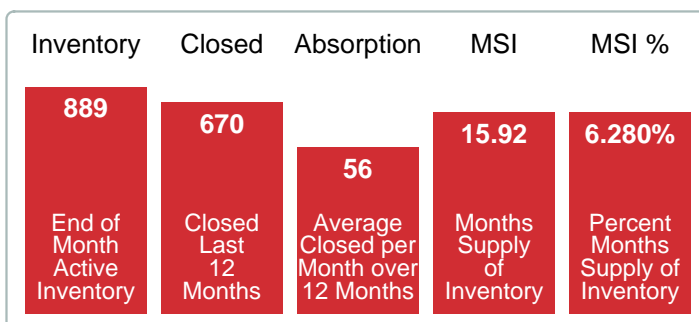
MONTHS SUPPLY of INVENTORY (MSI)

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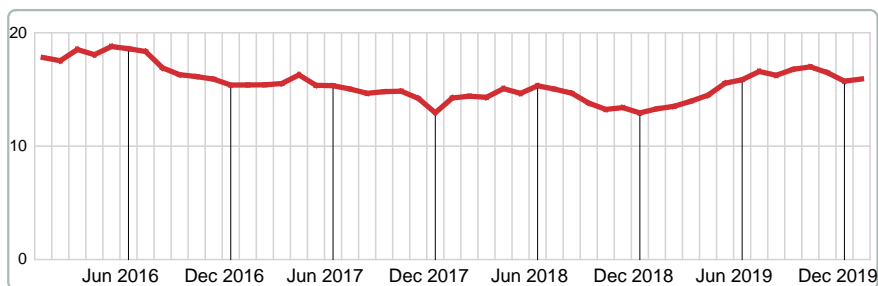
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

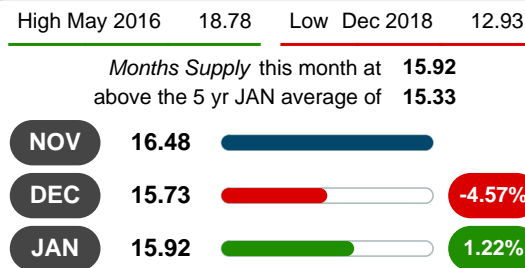


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 15.33



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	31	3.49%	3.65	4.94	1.33	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	306	34.42%	49.62	53.82	2.40	0.00	0.00
\$30,001 - \$80,000	206	23.17%	18.45	30.50	5.08	1.33	0.00
\$80,001 - \$180,000	137	15.41%	7.12	14.08	4.20	10.74	16.00
\$180,001 - \$380,000	118	13.27%	12.31	20.89	9.28	9.52	14.00
\$380,001 and up	91	10.24%	78.00	68.00	102.00	72.00	132.00
Market Supply of Inventory (MSI)			15.92	27.36	5.64	9.49	24.00
Total Active Inventory by Units		100%	15.92	675	139	53	22

January 2020



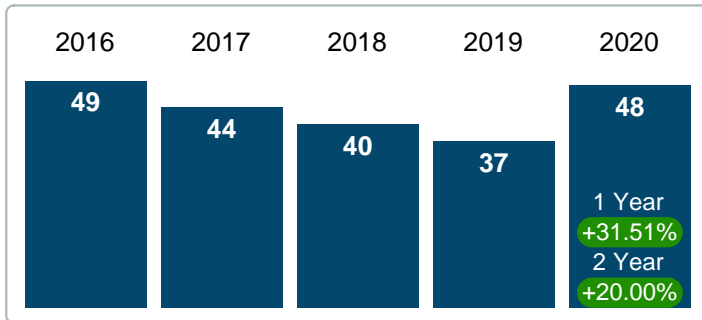
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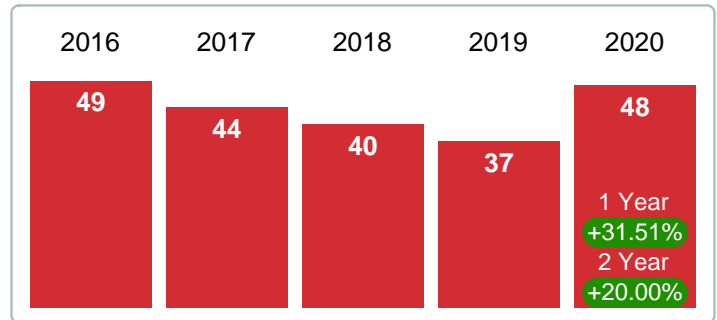
MEDIAN DAYS ON MARKET TO SALE

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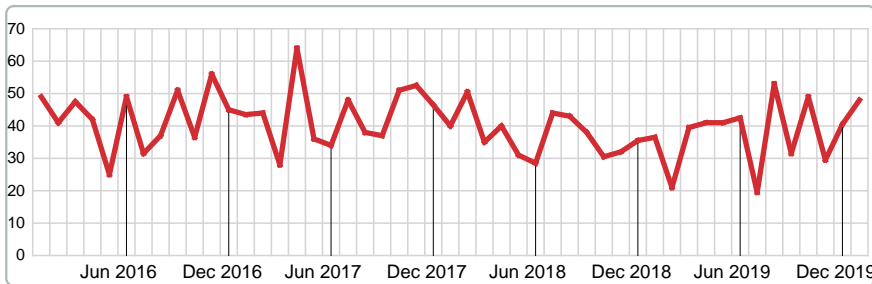
JANUARY



YEAR TO DATE (YTD)

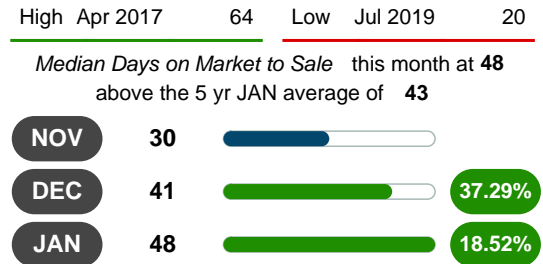


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



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%	105	0	0	0	0
\$1 \$40,000	8	21.62%	69	54	107	83	0
\$40,001 \$60,000	3	8.11%	18	29	18	0	0
\$60,001 \$120,000	12	32.43%	24	27	15	0	0
\$120,001 \$190,000	5	13.51%	24	167	24	16	0
\$190,001 \$290,000	6	16.22%	66	75	45	78	0
\$290,001 and up	3	8.11%	65	0	89	48	0
Median Closed DOM			48	42	29	68	0
Total Closed Units		100%	37	18	14	5	
Total Closed Volume			4,373,245	1.40M	2.10M	878.70K	0.00B

January 2020



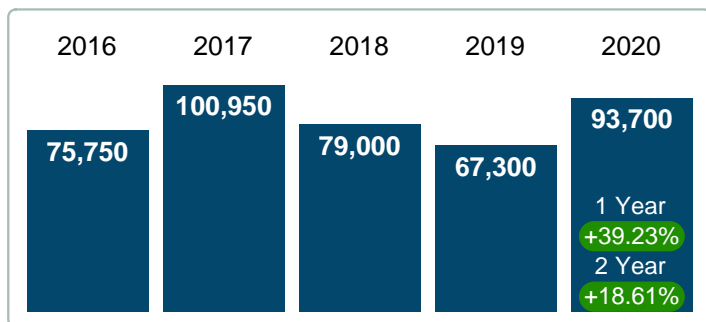
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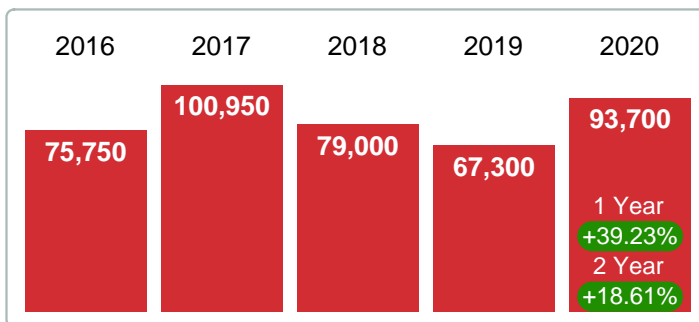
MEDIAN LIST PRICE AT CLOSING

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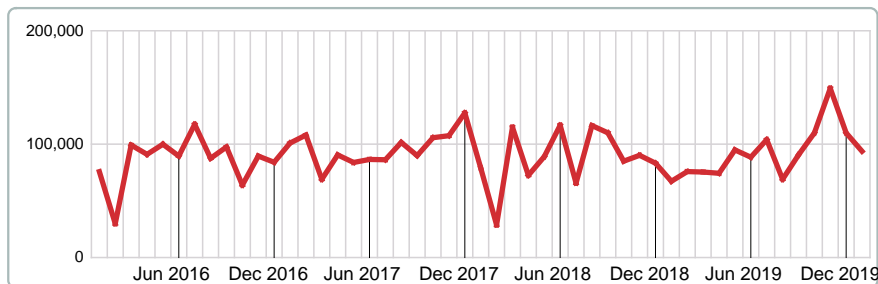
JANUARY



YEAR TO DATE (YTD)

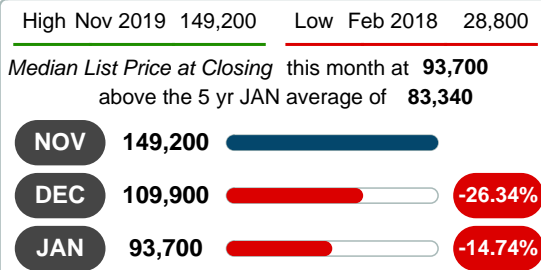


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 83,340



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%	65	0	0	0	0
\$1-\$40,000	7	18.92%	10,000	11,000	1,200	1,200	0
\$40,001-\$60,000	2	5.41%	52,500	52,500	0	0	0
\$60,001-\$120,000	13	35.14%	84,900	83,400	88,000	0	0
\$120,001-\$190,000	6	16.22%	135,450	155,470	124,950	158,700	0
\$190,001-\$290,000	3	8.11%	195,900	0	194,900	214,200	0
\$290,001 and up	6	16.22%	329,400	337,500	339,900	314,900	0
Median List Price			93,700	73,950	124,900	195,900	0
Total Closed Units		100%	93,700	18	14	5	
Total Closed Volume			4,782,745	1.71M	2.17M	903.20K	0.00B

January 2020

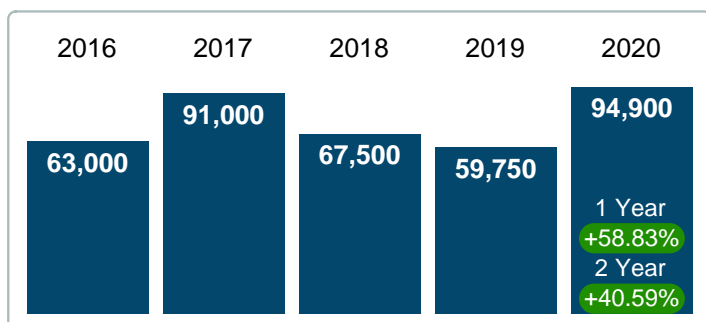
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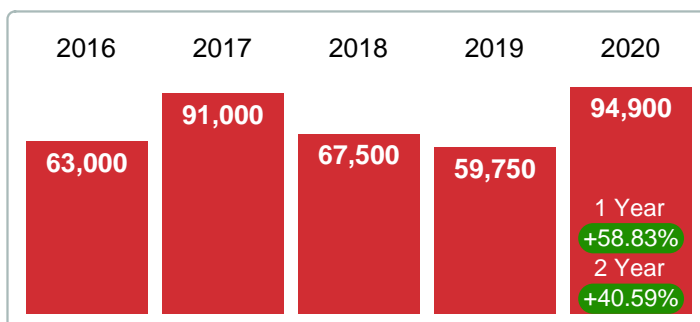
MEDIAN SOLD PRICE AT CLOSING

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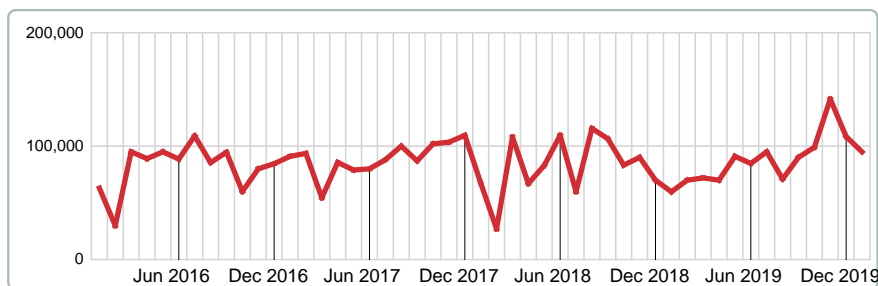
JANUARY



YEAR TO DATE (YTD)

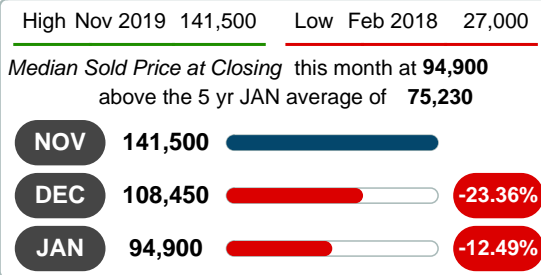


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 75,230



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%	329,400	0	0	0	0
\$1-\$40,000	8	21.62%	8,250	14,500	1,200	1,200	0
\$40,001-\$60,000	3	8.11%	57,500	50,250	59,000	0	0
\$60,001-\$120,000	12	32.43%	88,950	81,900	94,900	0	0
\$120,001-\$190,000	5	13.51%	137,500	155,470	125,000	155,000	0
\$190,001-\$290,000	6	16.22%	222,250	227,500	242,450	211,250	0
\$290,001 and up	3	8.11%	330,000	0	342,500	300,000	0
Median Sold Price			94,900	66,750	118,200	193,000	0
Total Closed Units		100%	94,900	18	14	5	
Total Closed Volume			4,373,245	1.40M	2.10M	878.70K	0.00B

January 2020

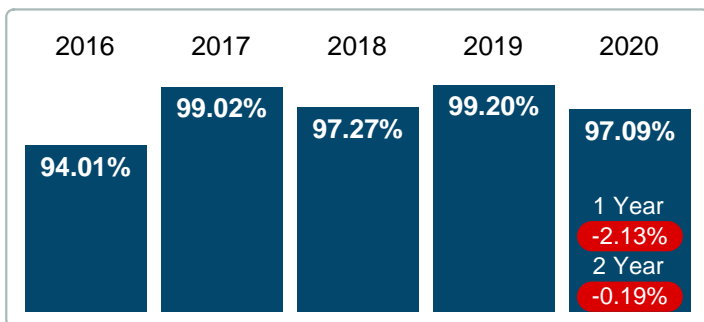
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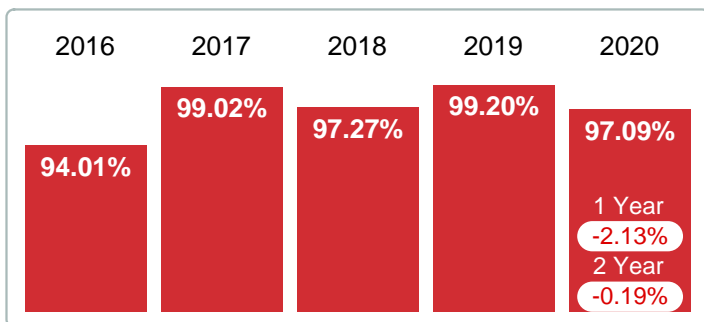
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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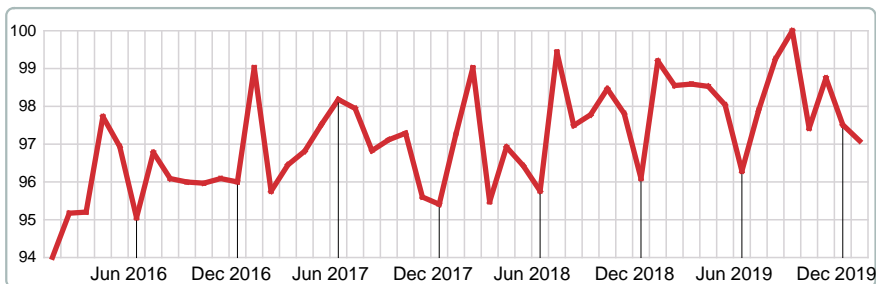
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

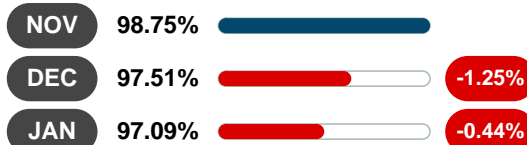


3 MONTHS

5 year JAN AVG = 97.32%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **97.09%**
equal to 5 yr JAN average of **97.32%**



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%	30.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$40,000	8	21.62%	87.36%	82.34%	100.00%	100.00%	0.00%
\$40,001-\$60,000	3	8.11%	86.00%	84.07%	88.06%	0.00%	0.00%
\$60,001-\$120,000	12	32.43%	100.00%	100.00%	100.00%	0.00%	0.00%
\$120,001-\$190,000	5	13.51%	97.67%	100.00%	97.20%	97.67%	0.00%
\$190,001-\$290,000	6	16.22%	94.73%	68.67%	95.47%	98.61%	0.00%
\$290,001 and up	3	8.11%	97.09%	0.00%	97.17%	95.27%	0.00%
Median Sold/List Ratio		97.09%		87.36%	97.23%	98.52%	0.00%
Total Closed Units		37	100%	18	14	5	
Total Closed Volume		4,373,245		1.40M	2.10M	878.70K	0.00B

January 2020

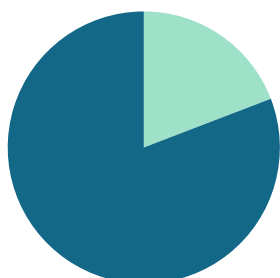
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

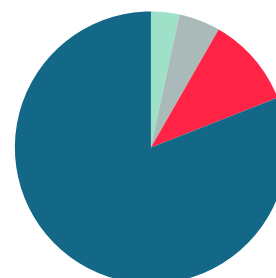


Inventory
 New Listings
208 = 19.17%
 Start Inventory
877
 Total Inventory Units
1,085
 Volume
\$171,446,403

Market Activity

Closed Sales
37 = 3.37%
 Pending Sales
54 = 4.92%
 Other Off Market
118 = 10.75%
 Active Inventory
889 = 80.97%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	36	37	2.78%	36	37	2.78%
Pending Sales	36	54	50.00%	36	54	50.00%
New Listings	166	208	25.30%	166	208	25.30%
Median List Price	67,300	93,700	39.23%	67,300	93,700	39.23%
Median Sale Price	59,750	94,900	58.83%	59,750	94,900	58.83%
Median Percent of Selling Price to List Price	99.20%	97.09%	-2.13%	99.20%	97.09%	-2.13%
Median Days on Market to Sale	36.50	48.00	31.51%	36.50	48.00	31.51%
Monthly Inventory	854	889	4.10%	854	889	4.10%
Months Supply of Inventory	13.29	15.92	19.79%	13.29	15.92	19.79%

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

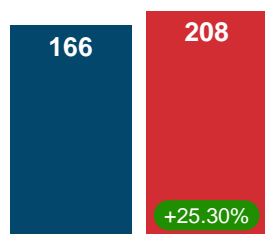
Inventory on January 31, 2020 = **889**

2019 2020

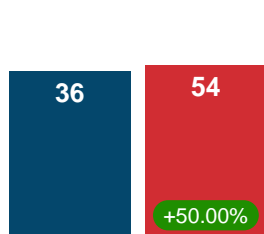
JANUARY MARKET

MEDIAN PRICES

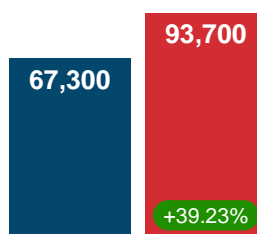
New Listings



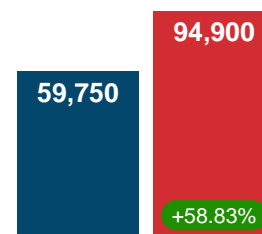
Pending Listings



List Price



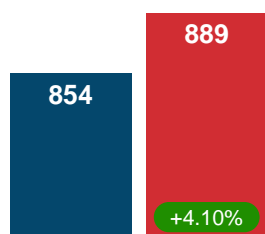
Sale Price



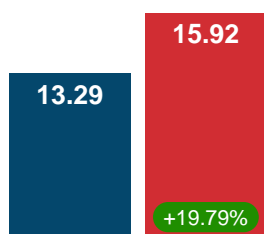
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

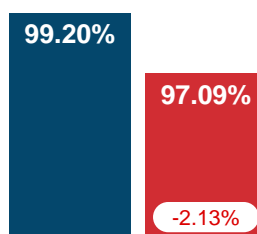
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

