

July 2020

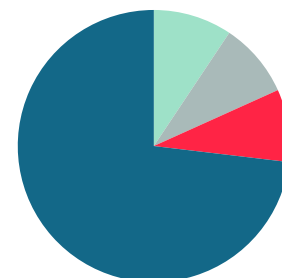
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | July 2020 | +/-% |
|---|---------|-----------|---------|
| Closed Listings | 57 | 103 | 80.70% |
| Pending Listings | 58 | 98 | 68.97% |
| New Listings | 176 | 183 | 3.98% |
| Median List Price | 104,900 | 149,900 | 42.90% |
| Median Sale Price | 100,000 | 143,000 | 43.00% |
| Median Percent of Selling Price to List Price | 97.93% | 97.03% | -0.92% |
| Median Days on Market to Sale | 18.00 | 31.00 | 72.22% |
| End of Month Inventory | 1,001 | 805 | -19.58% |
| Months Supply of Inventory | 16.59 | 14.02 | -15.50% |



■ Closed (9.36%)
■ Pending (8.90%)
■ Other OffMarket (8.63%)
■ Active (73.12%)

Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of July 31, 2020 = **805**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **19.58%** to 805 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **14.02** 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 **43.00%** in July 2020 to \$143,000 versus the previous year at \$100,000.

Median Days on Market Lengthens

The median number of **31.00** days that homes spent on the market before selling increased by 13.00 days or **72.22%** in July 2020 compared to last year's same month at **18.00** DOM.

Sales Success for July 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 183 New Listings in July 2020, up **3.98%** from last year at 176. Furthermore, there were 103 Closed Listings this month versus last year at 57, a **80.70%** increase.

Closed versus Listed trends yielded a **56.3%** ratio, up from previous year's, July 2019, at **32.4%**, a **73.79%** 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

July 2020



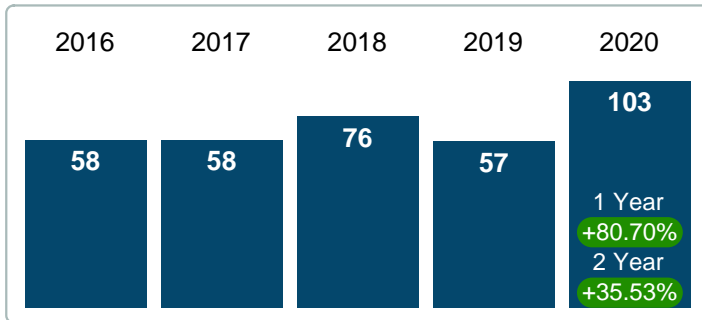
Area Delimited by County Of Cherokee



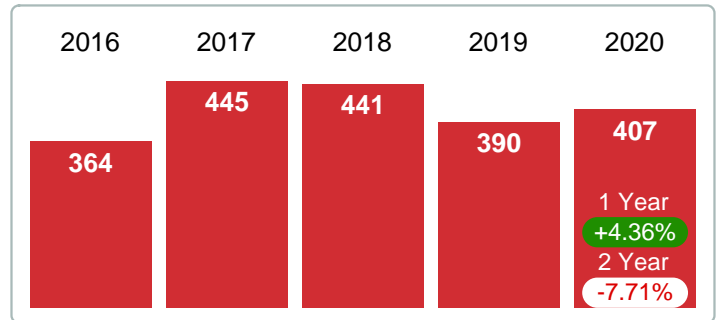
CLOSED LISTINGS

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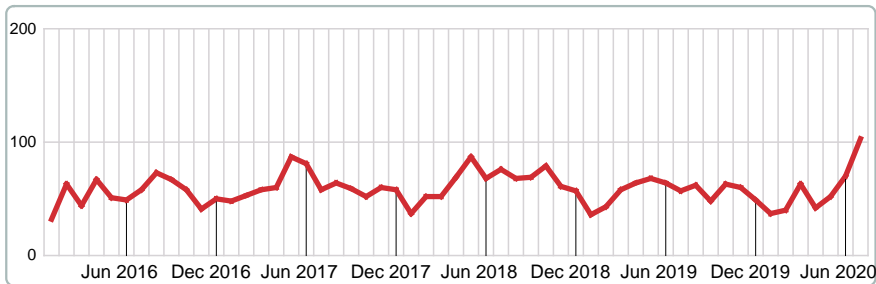
JULY



YEAR TO DATE (YTD)

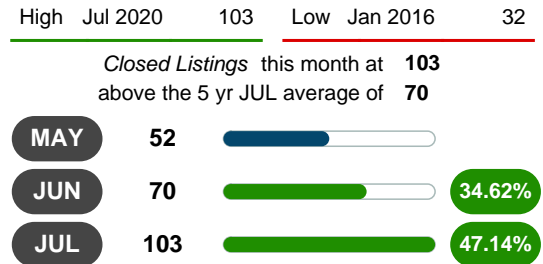


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 70



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 | 7.77% | 57.0 | 8 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 14 | 13.59% | 26.0 | 11 | 2 | 1 | 0 |
| \$60,001 - \$110,000 | 14 | 13.59% | 29.0 | 7 | 5 | 1 | 1 |
| \$110,001 - \$170,000 | 29 | 28.16% | 18.0 | 2 | 22 | 3 | 2 |
| \$170,001 - \$190,000 | 14 | 13.59% | 48.0 | 6 | 5 | 3 | 0 |
| \$190,001 - \$290,000 | 13 | 12.62% | 13.0 | 3 | 3 | 7 | 0 |
| \$290,001 and up | 11 | 10.68% | 83.0 | 2 | 2 | 5 | 2 |
| Total Closed Units | 103 | | | 39 | 39 | 20 | 5 |
| Total Closed Volume | 16,577,373 | 100% | 31.0 | 4.30M | 6.03M | 4.68M | 1.57M |
| Median Closed Price | \$143,000 | | | \$61,000 | \$150,000 | \$211,200 | \$165,000 |

July 2020



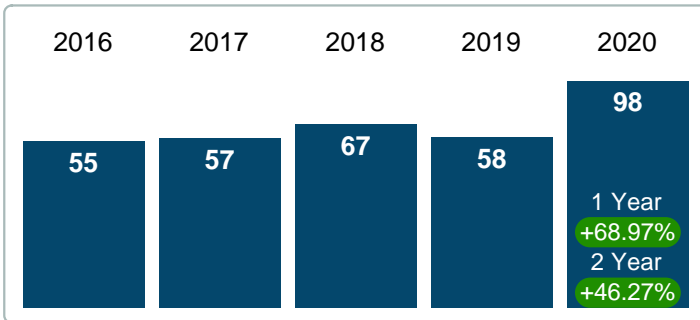
Area Delimited by County Of Cherokee



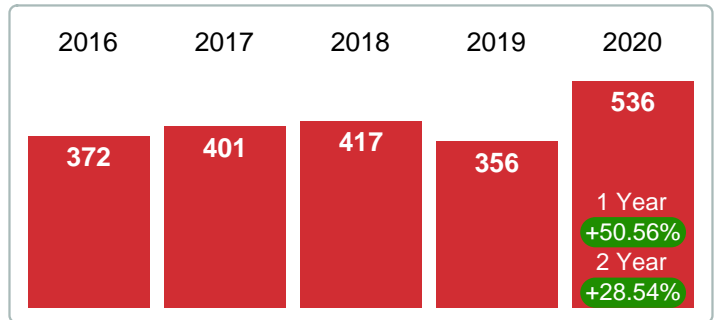
PENDING LISTINGS

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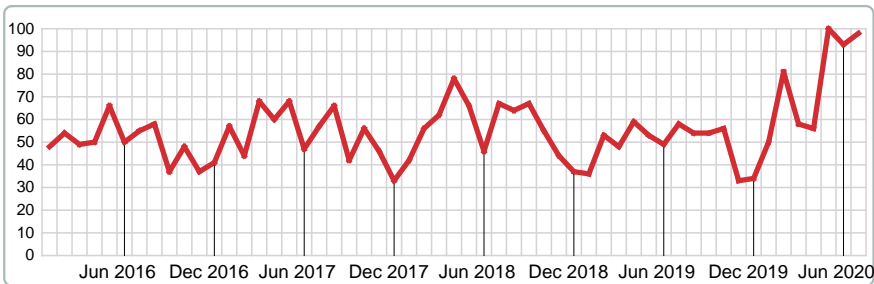
JULY



YEAR TO DATE (YTD)

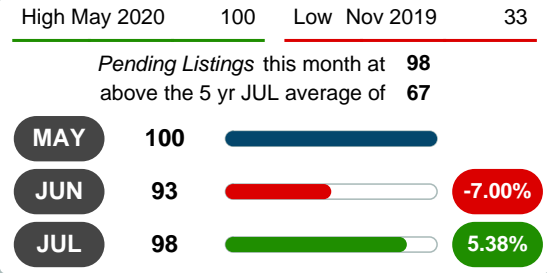


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$30,000 and less | 8 | 8.16% | 74.5 | 8 | 0 | 0 | 0 |
| \$30,001 - \$100,000 | 14 | 14.29% | 29.0 | 8 | 4 | 2 | 0 |
| \$100,001 - \$130,000 | 15 | 15.31% | 49.0 | 2 | 11 | 2 | 0 |
| \$130,001 - \$180,000 | 20 | 20.41% | 34.5 | 6 | 14 | 0 | 0 |
| \$180,001 - \$240,000 | 16 | 16.33% | 25.5 | 0 | 10 | 6 | 0 |
| \$240,001 - \$410,000 | 16 | 16.33% | 70.0 | 3 | 8 | 1 | 4 |
| \$410,001 and up | 9 | 9.18% | 58.0 | 2 | 3 | 3 | 1 |
| Total Pending Units | 98 | | | 29 | 50 | 14 | 5 |
| Total Pending Volume | 19,817,669 | 100% | 45.0 | 4.00M | 9.80M | 4.06M | 1.96M |
| Median Listing Price | \$149,900 | | | \$93,800 | \$154,950 | \$200,850 | \$364,000 |

July 2020



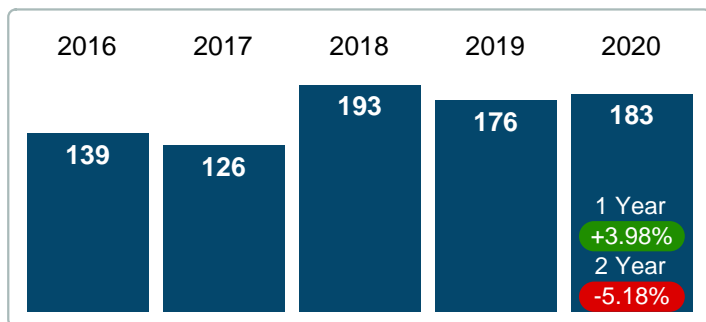
Area Delimited by County Of Cherokee



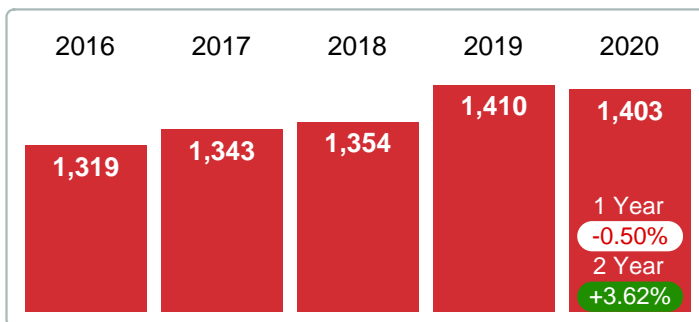
NEW LISTINGS

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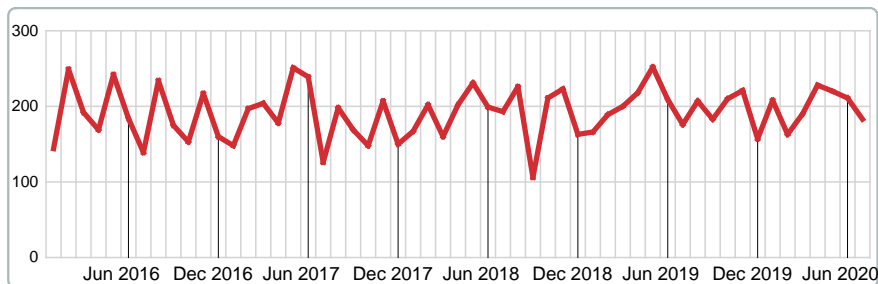
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 163

High May 2019 252 Low Sep 2018 106

New Listings this month at **183**
above the 5 yr JUL average of **163**



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 | 5.46% | 9 | 1 | 0 | 0 |
| \$10,001 - \$30,000 | 35 | 19.13% | 35 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 23 | 12.57% | 22 | 1 | 0 | 0 |
| \$50,001 - \$120,000 | 46 | 25.14% | 33 | 10 | 3 | 0 |
| \$120,001 - \$160,000 | 24 | 13.11% | 13 | 11 | 0 | 0 |
| \$160,001 - \$290,000 | 26 | 14.21% | 7 | 12 | 6 | 1 |
| \$290,001 and up | 19 | 10.38% | 7 | 4 | 5 | 3 |
| Total New Listed Units | 183 | | 126 | 39 | 14 | 4 |
| Total New Listed Volume | 33,129,504 | 100% | 20.50M | 7.08M | 3.66M | 1.88M |
| Median New Listed Listing Price | \$80,000 | | \$45,475 | \$146,900 | \$227,200 | \$432,450 |

July 2020



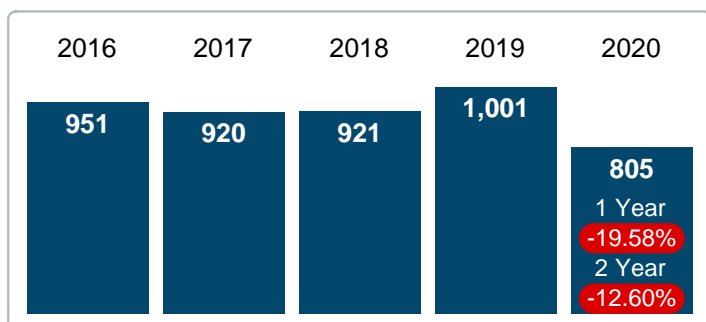
Area Delimited by County Of Cherokee



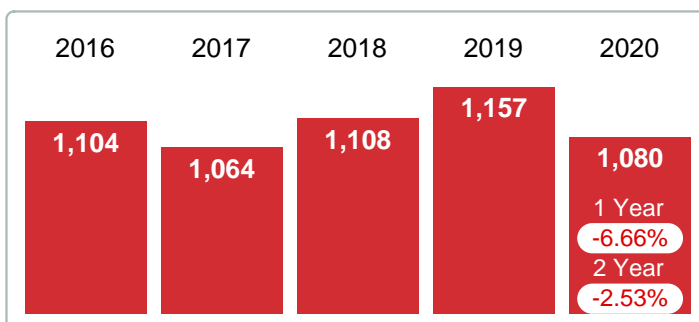
ACTIVE INVENTORY

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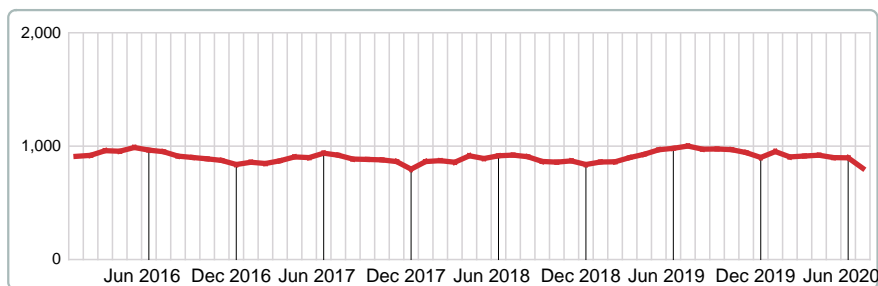
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 920

High Jul 2019 1,001 Low Dec 2017 797

Inventory this month at **805**
below the 5 yr JUL average of **920**

| | | |
|-----|-----|---------|
| MAY | 899 | |
| JUN | 897 | -0.22% |
| JUL | 805 | -10.26% |

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 | 46 | 5.71% | 89.0 | 39 | 7 | 0 | 0 |
| \$10,001 - \$10,000 | 0 | 0.00% | 89.0 | 0 | 0 | 0 | 0 |
| \$10,001 - \$30,000 | 245 | 30.43% | 87.0 | 245 | 0 | 0 | 0 |
| \$30,001 - \$70,000 | 182 | 22.61% | 85.0 | 173 | 8 | 1 | 0 |
| \$70,001 - \$180,000 | 146 | 18.14% | 59.0 | 96 | 42 | 6 | 2 |
| \$180,001 - \$360,000 | 103 | 12.80% | 88.0 | 42 | 38 | 19 | 4 |
| \$360,001 and up | 83 | 10.31% | 79.0 | 40 | 19 | 15 | 9 |
| Total Active Inventory by Units | | 805 | | 635 | 114 | 41 | 15 |
| Total Active Inventory by Volume | | 123,229,718 | 100% | 75.40M | 25.42M | 13.41M | 9.00M |
| Median Active Inventory Listing Price | | \$60,000 | | \$39,900 | \$180,450 | \$259,900 | \$369,000 |

July 2020



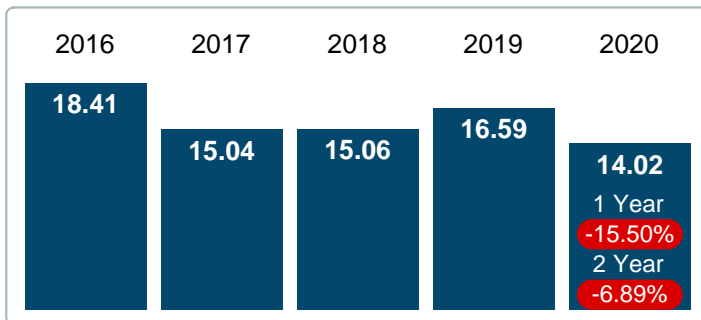
Area Delimited by County Of Cherokee



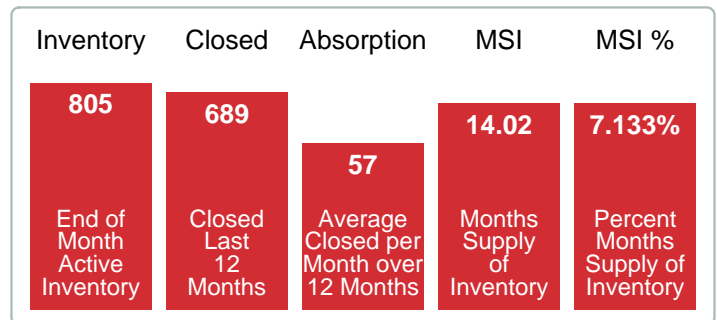
MONTHS SUPPLY of INVENTORY (MSI)

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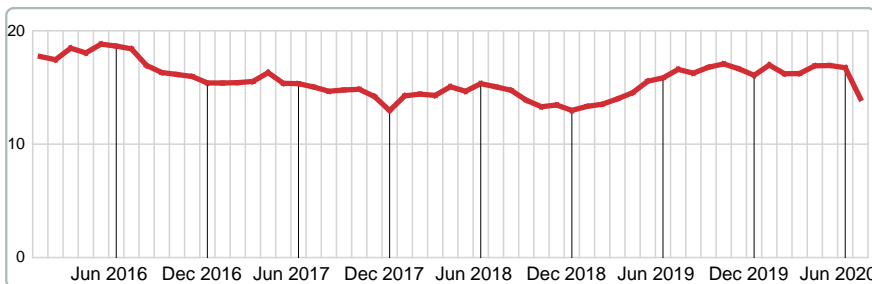
MSI FOR JULY



INDICATORS FOR JULY 2020

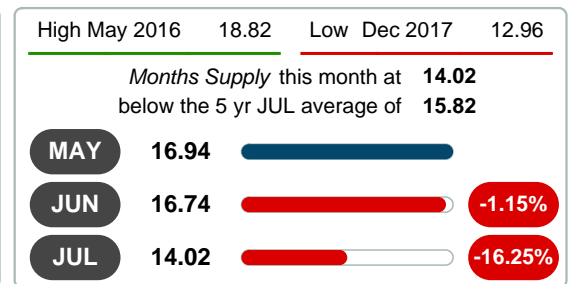


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 15.82



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 | 5.71% | 8.49 | 10.40 | 6.00 | 0.00 | 0.00 |
| \$10,001 - \$10,000 | 0 | 0.00% | nan | 0.00 | 0.00 | 0.00 | 0.00 |
| \$10,001 - \$30,000 | 245 | 30.43% | 40.83 | 46.67 | 0.00 | 0.00 | 0.00 |
| \$30,001 - \$70,000 | 182 | 22.61% | 23.23 | 35.79 | 3.31 | 1.71 | 0.00 |
| \$70,001 - \$180,000 | 146 | 18.14% | 6.00 | 17.19 | 2.74 | 2.12 | 3.43 |
| \$180,001 - \$360,000 | 103 | 12.80% | 8.89 | 21.00 | 7.48 | 5.30 | 4.36 |
| \$360,001 and up | 83 | 10.31% | 36.89 | 40.00 | 45.60 | 36.00 | 21.60 |
| Market Supply of Inventory (MSI) | | | 14.02 | 28.33 | 4.54 | 5.13 | 7.83 |
| Total Active Inventory by Units | | 100% | 14.02 | 635 | 114 | 41 | 15 |

July 2020



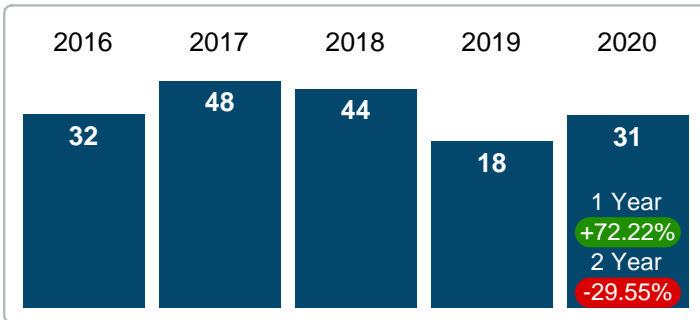
Area Delimited by County Of Cherokee



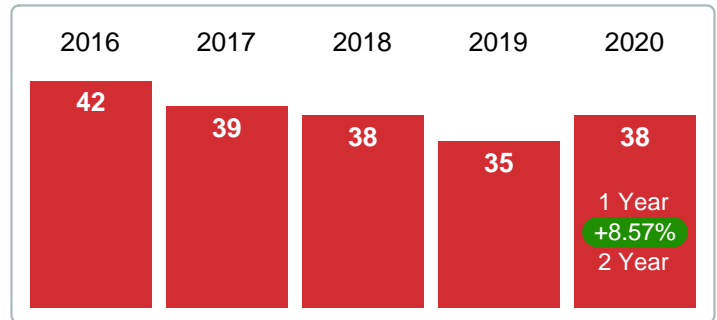
MEDIAN DAYS ON MARKET TO SALE

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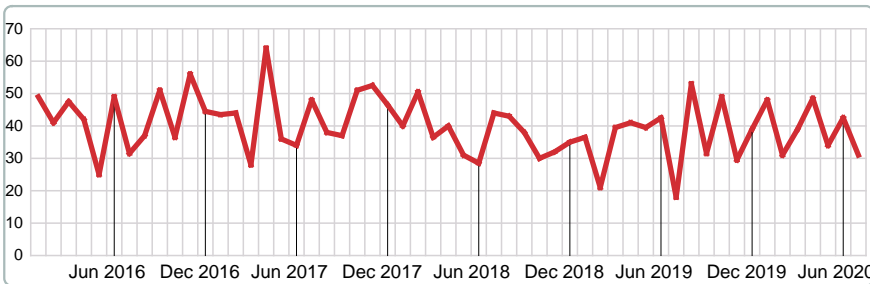
JULY



YEAR TO DATE (YTD)

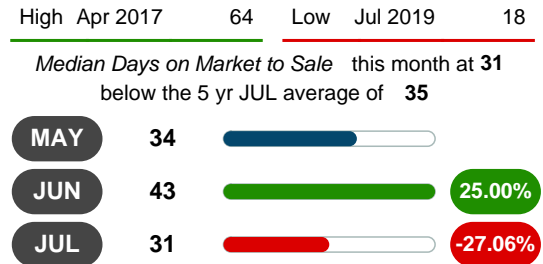


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 35



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 | 7.77% | 57 | 57 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 13.59% | 26 | 26 | 22 | 177 | 0 |
| \$60,001 - \$110,000 | 13.59% | 29 | 29 | 29 | 149 | 12 |
| \$110,001 - \$170,000 | 28.16% | 18 | 79 | 14 | 40 | 23 |
| \$170,001 - \$190,000 | 13.59% | 48 | 53 | 3 | 59 | 0 |
| \$190,001 - \$290,000 | 12.62% | 13 | 8 | 84 | 13 | 0 |
| \$290,001 and up | 10.68% | 83 | 21 | 133 | 83 | 116 |
| Median Closed DOM | | 31 | 42 | 15 | 43 | 36 |
| Total Closed Units | 103 | 100% | 39 | 39 | 20 | 5 |
| Total Closed Volume | 16,577,373 | | 4.30M | 6.03M | 4.68M | 1.57M |

July 2020



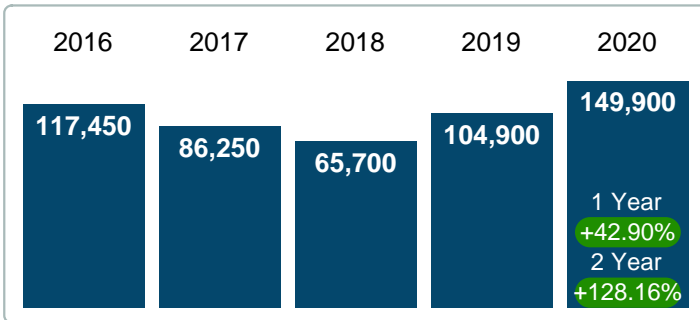
Area Delimited by County Of Cherokee



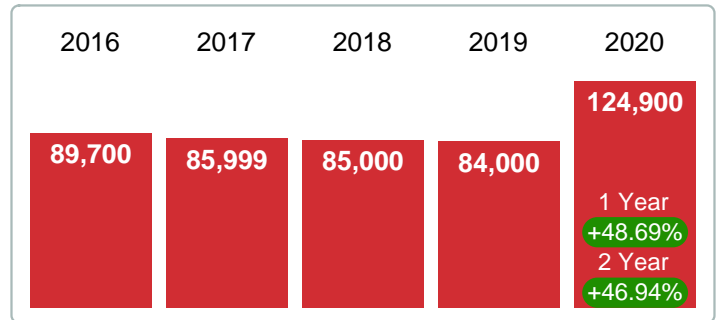
MEDIAN LIST PRICE AT CLOSING

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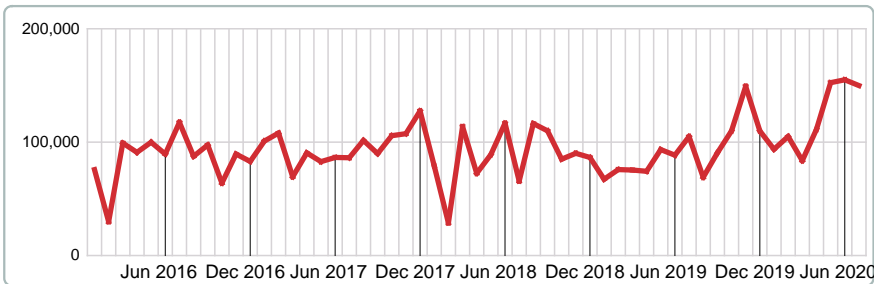
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

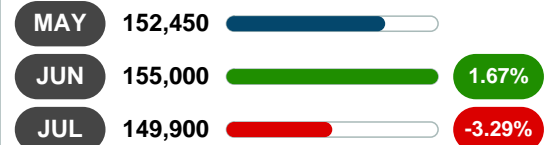


3 MONTHS

5 year JUL AVG = 104,840

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

Median List Price at Closing this month at **149,900**
above the 5 yr JUL average of **104,840**



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 | 7 | 6.80% | 15,000 | 15,000 | 0 | 0 |
| \$20,001 - \$60,000 | 13 | 12.62% | 39,900 | 39,000 | 45,000 | 39,900 |
| \$60,001 - \$110,000 | 15 | 14.56% | 85,900 | 85,950 | 85,450 | 0 |
| \$110,001 - \$170,000 | 30 | 29.13% | 145,975 | 134,950 | 148,425 | 119,400 |
| \$170,001 - \$190,000 | 11 | 10.68% | 184,900 | 184,900 | 175,000 | 179,000 |
| \$190,001 - \$290,000 | 15 | 14.56% | 214,900 | 217,450 | 202,450 | 235,000 |
| \$290,001 and up | 12 | 11.65% | 443,900 | 647,000 | 298,700 | 352,900 |
| Median List Price | | 149,900 | 62,000 | 151,900 | 214,700 | 159,900 |
| Total Closed Units | | 103 | 39 | 39 | 20 | 5 |
| Total Closed Volume | | 17,242,350 | 4.58M | 6.14M | 4.81M | 1.71M |

July 2020



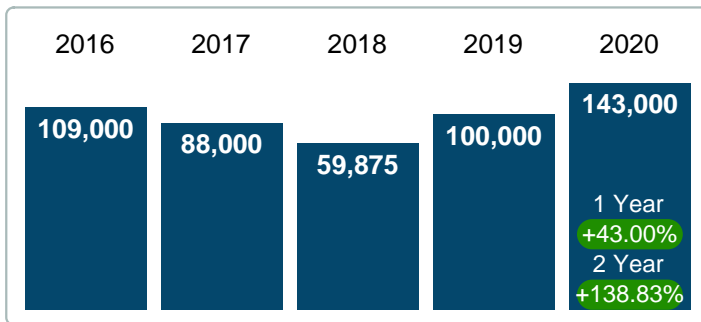
Area Delimited by County Of Cherokee



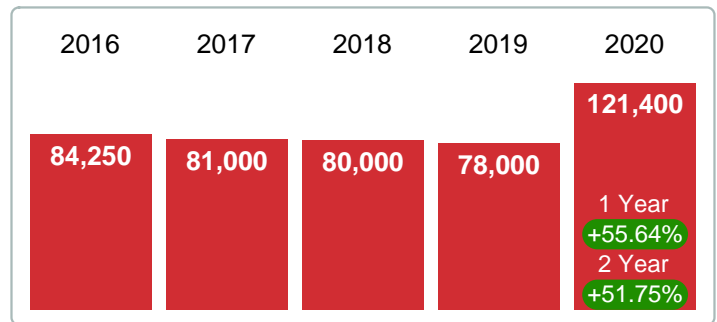
MEDIAN SOLD PRICE AT CLOSING

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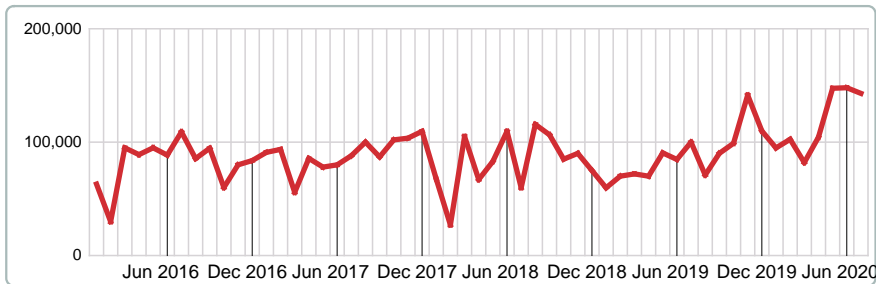
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

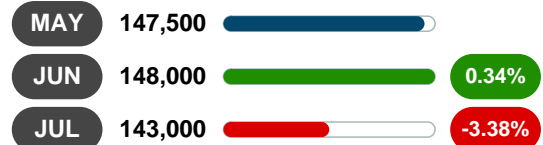


3 MONTHS

5 year JUL AVG = 99,975

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

Median Sold Price at Closing this month at 143,000 above the 5 yr JUL average of 99,975



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 | 7.77% | 15,000 | 15,000 | 0 | 0 | 0 |
| \$20,001 \$60,000 | 13.59% | 37,750 | 35,264 | 45,000 | 38,000 | 0 |
| \$60,001 \$110,000 | 13.59% | 81,500 | 80,000 | 81,000 | 102,500 | 104,000 |
| \$110,001 \$170,000 | 28.16% | 142,500 | 120,654 | 145,950 | 123,000 | 157,450 |
| \$170,001 \$190,000 | 13.59% | 174,250 | 171,108 | 182,000 | 175,000 | 0 |
| \$190,001 \$290,000 | 12.62% | 241,280 | 215,000 | 245,000 | 241,280 | 0 |
| \$290,001 and up | 10.68% | 475,000 | 659,026 | 353,850 | 345,000 | 575,000 |
| Median Sold Price | | 143,000 | 61,000 | 150,000 | 211,200 | 165,000 |
| Total Closed Units | 100% | 103 | 39 | 39 | 20 | 5 |
| Total Closed Volume | | 16,577,373 | 4.30M | 6.03M | 4.68M | 1.57M |

July 2020



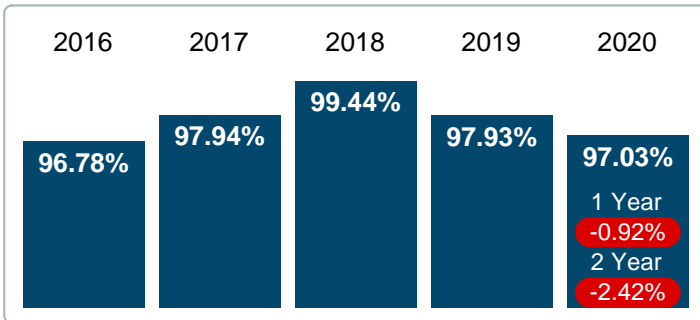
Area Delimited by County Of Cherokee



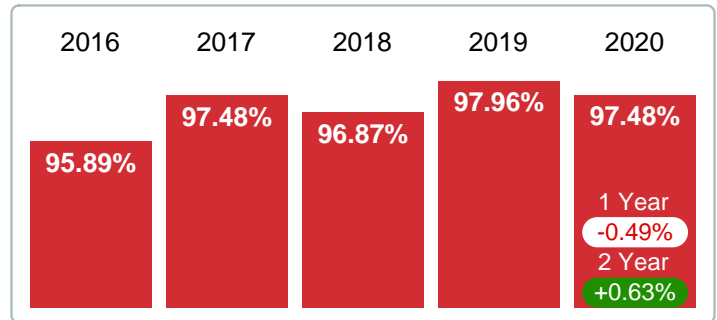
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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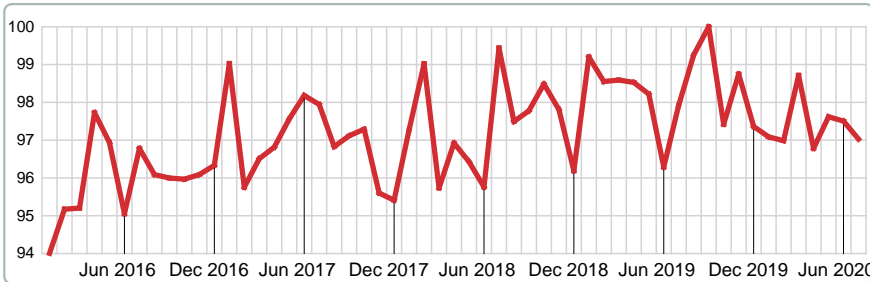
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

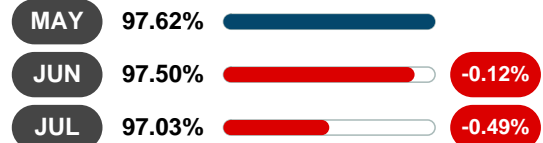


3 MONTHS

5 year JUL AVG = 97.82%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **97.03%**
below the 5 yr JUL average of **97.82%**



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 | 8 | 7.77% | 93.50% | 93.50% | 0.00% | 0.00% | 0.00% |
| \$20,001 - \$60,000 | 14 | 13.59% | 89.15% | 89.41% | 73.86% | 95.24% | 0.00% |
| \$60,001 - \$110,000 | 14 | 13.59% | 95.24% | 89.90% | 95.54% | 88.36% | 99.05% |
| \$110,001 - \$170,000 | 29 | 28.16% | 100.00% | 90.17% | 100.00% | 100.00% | 101.59% |
| \$170,001 - \$190,000 | 14 | 13.59% | 92.63% | 92.54% | 98.11% | 97.77% | 0.00% |
| \$190,001 - \$290,000 | 13 | 12.62% | 98.31% | 95.60% | 97.97% | 99.07% | 0.00% |
| \$290,001 and up | 11 | 10.68% | 97.76% | 100.30% | 102.72% | 97.76% | 88.70% |
| Median Sold/List Ratio | | 97.03% | | 92.54% | 98.42% | 97.98% | 99.05% |
| Total Closed Units | | 103 | 100% | 39 | 39 | 20 | 5 |
| Total Closed Volume | | 16,577,373 | | 4.30M | 6.03M | 4.68M | 1.57M |

July 2020

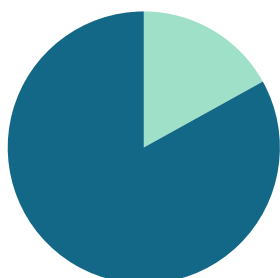
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

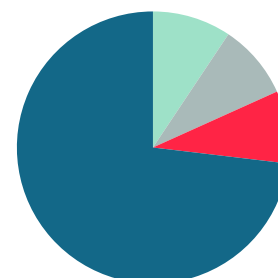


Inventory
 New Listings
183 = 16.94%
 Start Inventory
897
 Total Inventory Units
1,080
 Volume
\$176,639,747

Market Activity

Closed Sales
103 = 9.36%
 Pending Sales
98 = 8.90%
 Other Off Market
95 = 8.63%
 Active Inventory
805 = 73.12%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 57 | 103 | 80.70% | 390 | 407 | 4.36% |
| Pending Sales | 58 | 98 | 68.97% | 356 | 536 | 50.56% |
| New Listings | 176 | 183 | 3.98% | 1,410 | 1,403 | -0.50% |
| Median List Price | 104,900 | 149,900 | 42.90% | 84,000 | 124,900 | 48.69% |
| Median Sale Price | 100,000 | 143,000 | 43.00% | 78,000 | 121,400 | 55.64% |
| Median Percent of Selling Price to List Price | 97.93% | 97.03% | -0.92% | 97.96% | 97.48% | -0.49% |
| Median Days on Market to Sale | 18.00 | 31.00 | 72.22% | 35.00 | 38.00 | 8.57% |
| Monthly Inventory | 1,001 | 805 | -19.58% | 1,001 | 805 | -19.58% |
| Months Supply of Inventory | 16.59 | 14.02 | -15.50% | 16.59 | 14.02 | -15.50% |

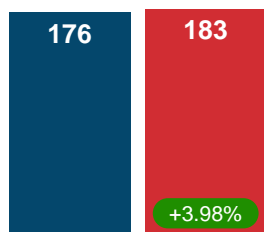
Absorption: Last 12 months, an Average of **57** Sales/Month

Inventory on July 31, 2020 = **805**

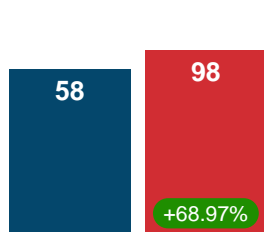
2019 **2020**

JULY MARKET

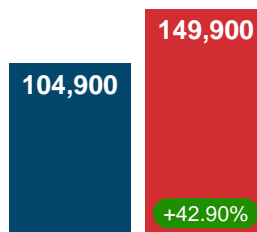
New Listings



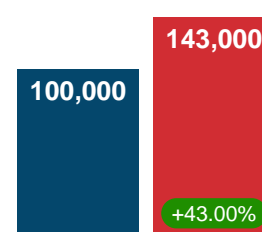
Pending Listings



List Price

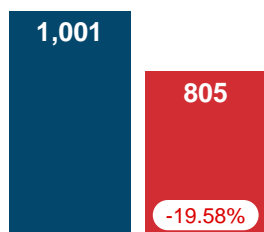


Sale Price

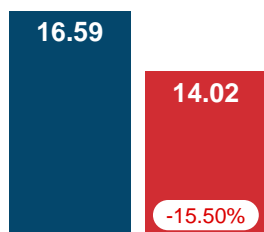


INVENTORY

Active Inventory

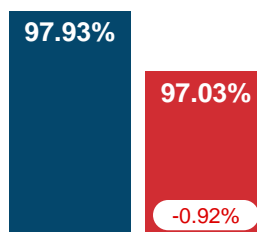


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

