

# May 2020

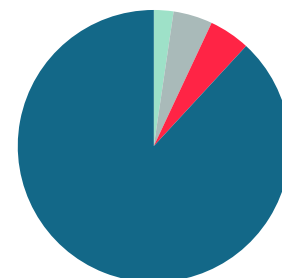
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	67	21	-68.66%
Pending Listings	53	42	-20.75%
New Listings	252	66	-73.81%
Average List Price	102,429	89,924	-12.21%
Average Sale Price	98,483	86,635	-12.03%
Average Percent of Selling Price to List Price	95.03%	96.05%	1.07%
Average Days on Market to Sale	60.61	52.95	-12.64%
End of Month Inventory	964	795	-17.53%
Months Supply of Inventory	15.55	17.28	11.15%



■ Closed (2.33%)  
■ Pending (4.66%)  
■ Other OffMarket (4.88%)  
■ Active (88.14%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of May 31, 2020 = **795**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **17.53%** to 795 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **17.28** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.03%** in May 2020 to \$86,635 versus the previous year at \$98,483.

#### Average Days on Market Shortens

The average number of **52.95** days that homes spent on the market before selling decreased by 7.66 days or **12.64%** in May 2020 compared to last year's same month at **60.61** DOM.

#### Sales Success for May 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 66 New Listings in May 2020, down **73.81%** from last year at 252. Furthermore, there were 21 Closed Listings this month versus last year at 67, a **-68.66%** decrease.

Closed versus Listed trends yielded a **31.8%** ratio, up from previous year's, May 2019, at **26.6%**, a **19.67%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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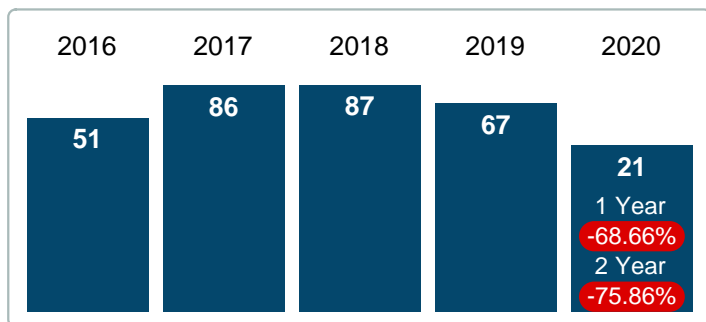
Area Delimited by County Of Cherokee



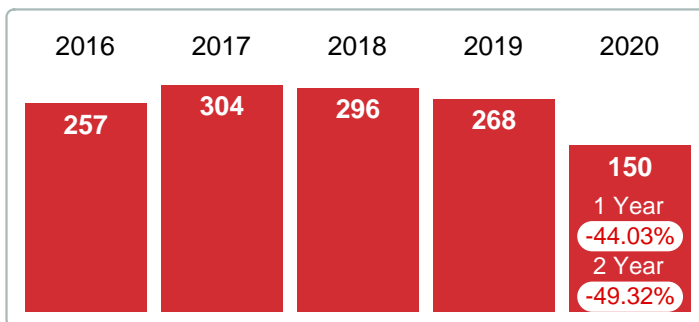
## CLOSED LISTINGS

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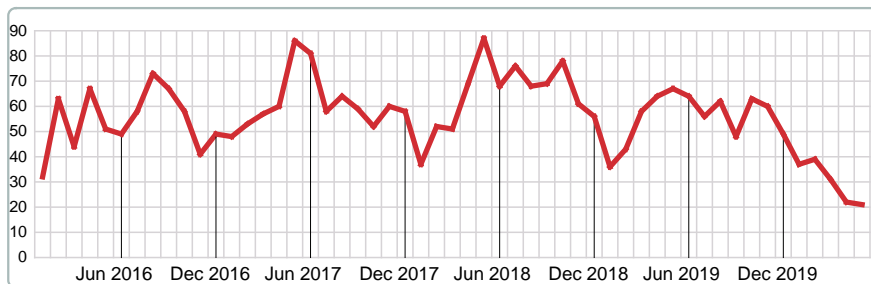
### MAY



### YEAR TO DATE (YTD)

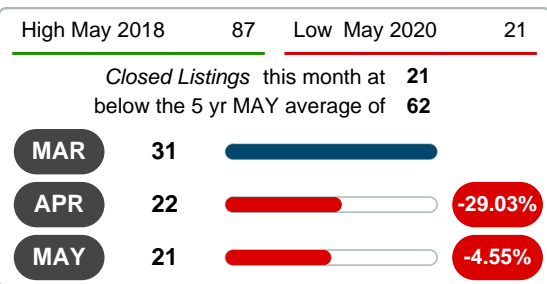


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 62



### 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 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$20,000	8	38.10%	53.8	6	2	0	0
\$20,001 \$120,000	5	23.81%	45.4	2	2	1	0
\$120,001 \$170,000	3	14.29%	36.0	1	1	1	0
\$170,001 \$200,000	2	9.52%	64.5	0	1	1	0
\$200,001 and up	3	14.29%	72.7	1	0	1	1
<b>Total Closed Units</b>	<b>21</b>			<b>10</b>	<b>6</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>1,819,336</b>	<b>100%</b>	<b>53.0</b>	<b>534.15K</b>	<b>503.99K</b>	<b>557.20K</b>	<b>224.00K</b>
<b>Average Closed Price</b>	<b>\$86,635</b>			<b>\$53,415</b>	<b>\$83,998</b>	<b>\$139,300</b>	<b>\$224,000</b>

# May 2020



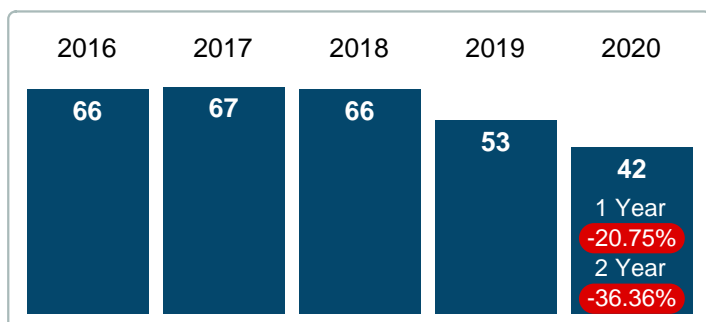
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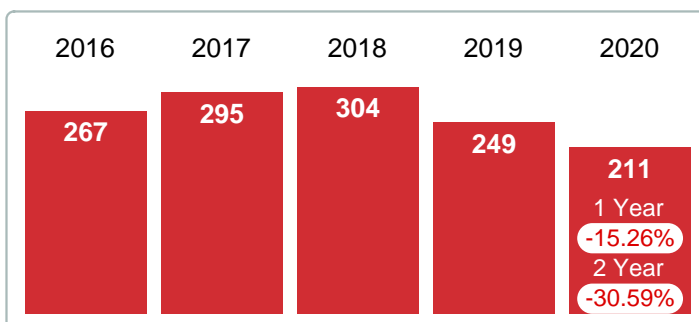
## PENDING LISTINGS

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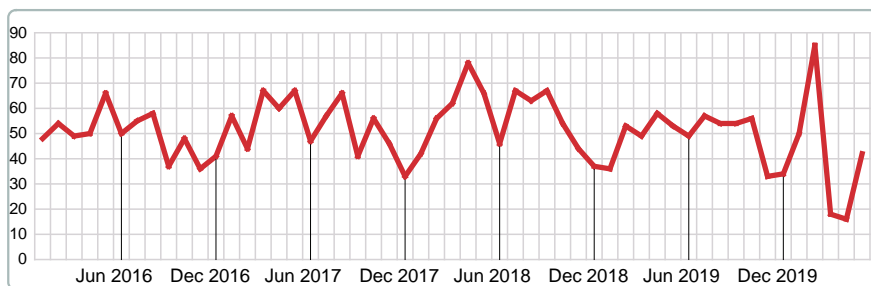
### MAY



### YEAR TO DATE (YTD)

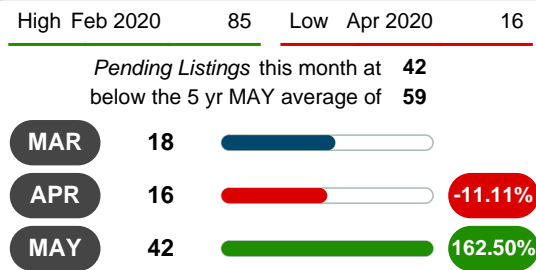


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 59



### 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-\$50,000	8	19.05%	45.4	7	0	1	0
\$50,001-\$100,000	7	16.67%	52.7	3	3	1	0
\$100,001-\$175,000	11	26.19%	51.3	1	8	2	0
\$175,001-\$225,000	5	11.90%	38.8	1	3	1	0
\$225,001-\$350,000	6	14.29%	46.5	3	1	2	0
\$350,001 and up	5	11.90%	95.2	1	1	1	2
<b>Total Pending Units</b>	<b>42</b>			<b>16</b>	<b>16</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>6,604,920</b>	<b>100%</b>	<b>123.0</b>	<b>1.89M</b>	<b>2.56M</b>	<b>1.39M</b>	<b>758.90K</b>
<b>Average Listing Price</b>	<b>\$156,250</b>			<b>\$118,423</b>	<b>\$159,994</b>	<b>\$173,919</b>	<b>\$379,450</b>

# May 2020



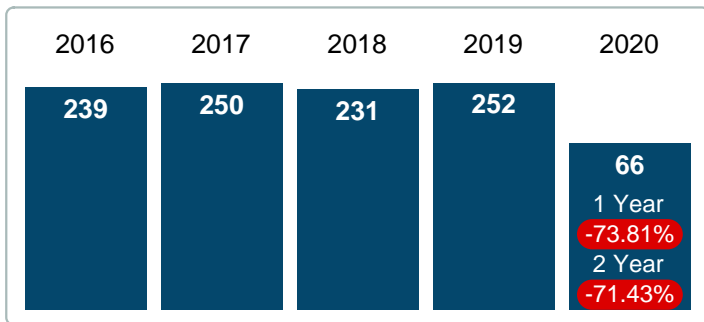
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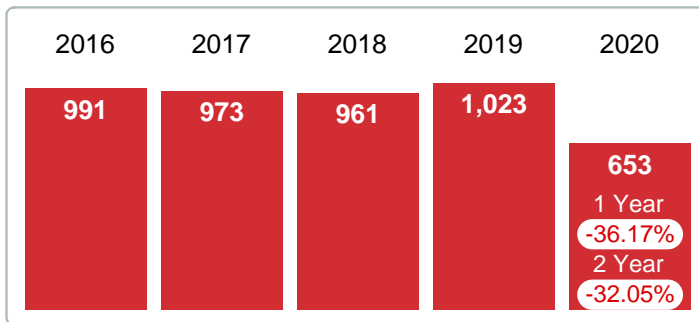
## NEW LISTINGS

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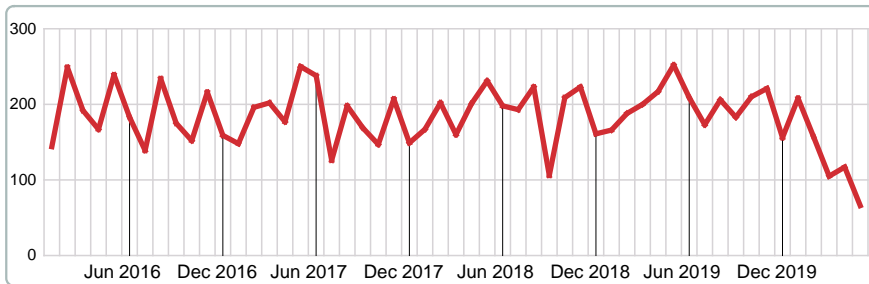
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 208

High May 2019: 252 | Low May 2020: 66

New Listings this month at **66**  
below the 5 yr MAY average of **208**



### 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	6	9.09%	5	1	0	0
\$10,001 - \$20,000	8	12.12%	8	0	0	0
\$20,001 - \$60,000	11	16.67%	9	2	0	0
\$60,001 - \$160,000	17	25.76%	4	11	2	0
\$160,001 - \$240,000	8	12.12%	1	6	1	0
\$240,001 - \$420,000	9	13.64%	4	2	1	2
\$420,001 and up	7	10.61%	3	2	2	0
<b>Total New Listed Units</b>	<b>66</b>		<b>34</b>	<b>24</b>	<b>6</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,237,928</b>	<b>100%</b>	<b>4.07M</b>	<b>4.43M</b>	<b>2.06M</b>	<b>669.80K</b>
<b>Average New Listed Listing Price</b>	<b>\$650</b>		<b>\$119,704</b>	<b>\$184,725</b>	<b>\$344,133</b>	<b>\$334,900</b>

# May 2020



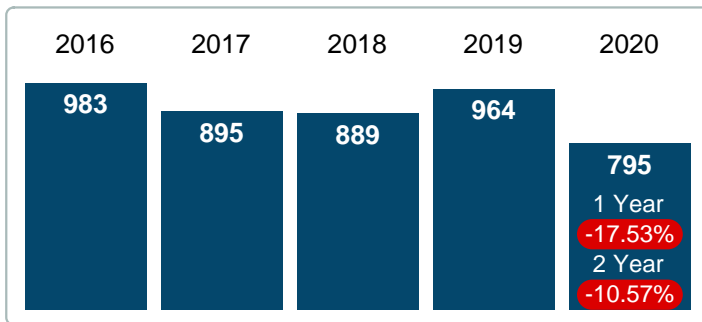
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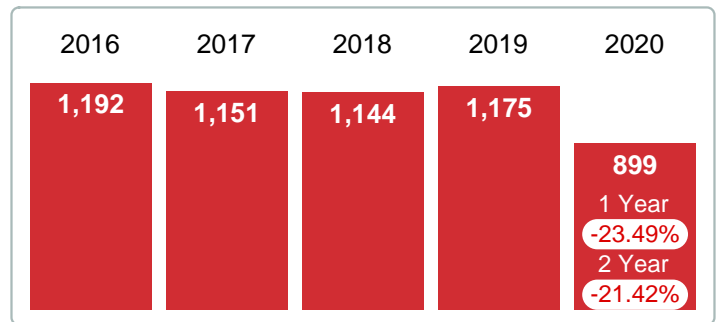
## ACTIVE INVENTORY

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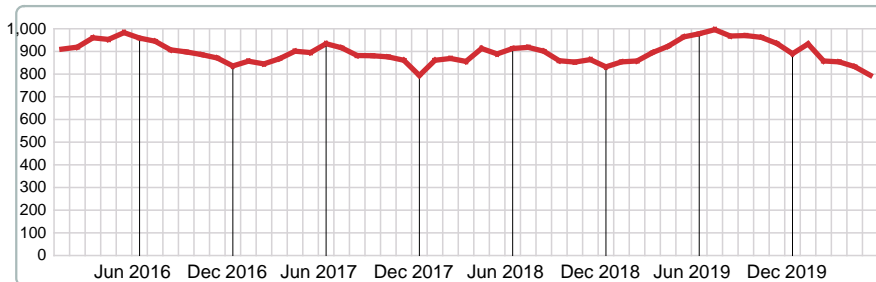
### END OF MAY



### ACTIVE DURING MAY

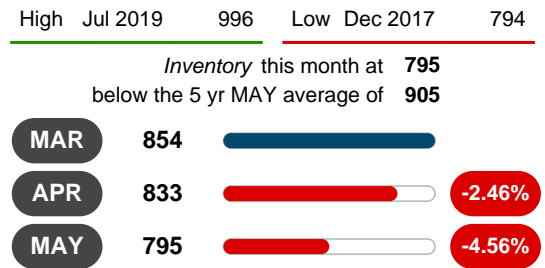


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 905



### 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 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$25,000	250	31.45%	113.5	244	6	0	0
\$25,001 \$75,000	227	28.55%	159.9	211	15	1	0
\$75,001 \$175,000	118	14.84%	140.7	56	49	10	3
\$175,001 \$375,000	120	15.09%	143.2	45	48	19	8
\$375,001 and up	80	10.06%	145.6	45	16	12	7
Total Active Inventory by Units			795	601	134	42	18
Total Active Inventory by Volume			123,199,006	71.53M	28.78M	13.81M	9.08M
Average Active Inventory Listing Price			\$154,967	\$119,021	\$214,767	\$328,831	\$504,322

# May 2020



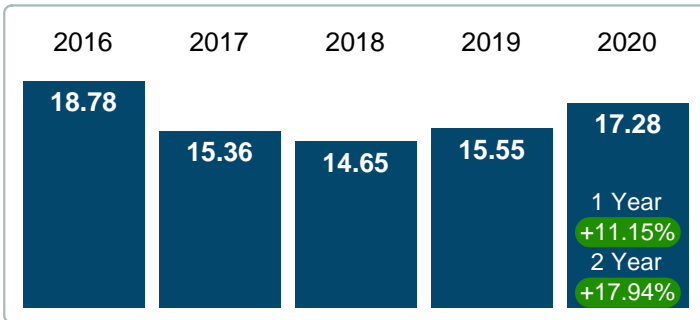
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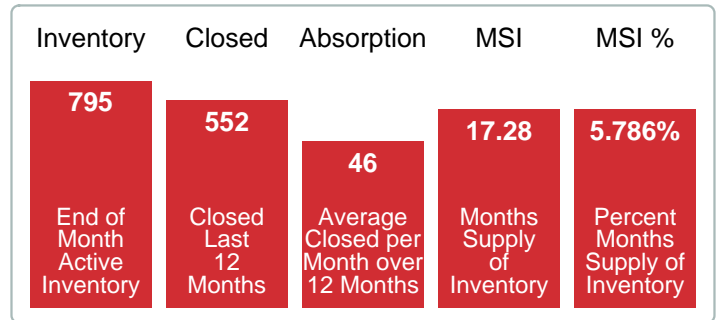
## MONTHS SUPPLY of INVENTORY (MSI)

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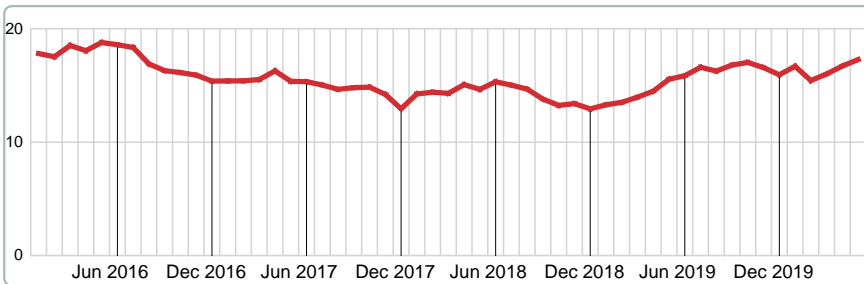
### MSI FOR MAY



### INDICATORS FOR MAY 2020

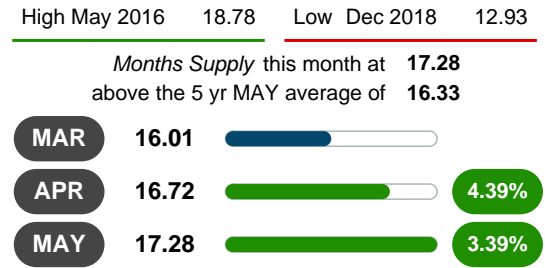


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 16.33



### 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	41	5.16%	5.72	7.58	2.73	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	248	31.19%	49.60	53.89	3.00	0.00	0.00
\$30,001 - \$80,000	193	24.28%	22.71	39.62	4.80	3.00	0.00
\$80,001 - \$190,000	135	16.98%	8.02	17.27	5.51	6.29	7.20
\$190,001 - \$380,000	98	12.33%	12.92	21.27	10.74	8.16	16.00
\$380,001 and up	80	10.06%	87.27	90.00	96.00	72.00	84.00
Market Supply of Inventory (MSI)			17.28	30.82	6.67	7.88	16.62
Total Active Inventory by Units		100%	17.28	601	134	42	18

# May 2020



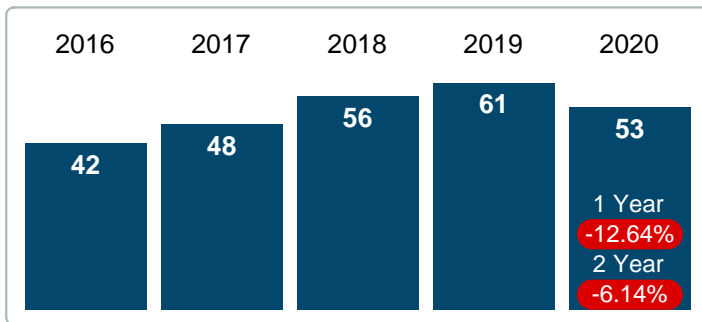
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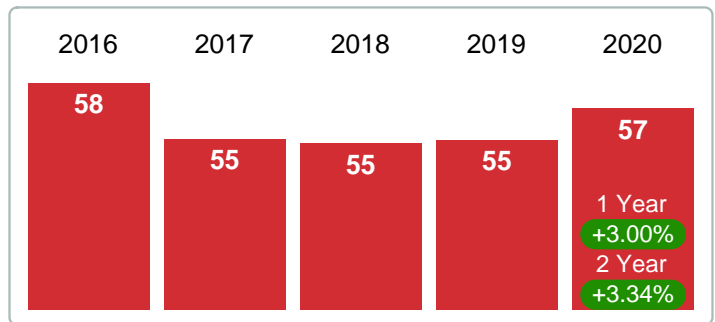
## AVERAGE DAYS ON MARKET TO SALE

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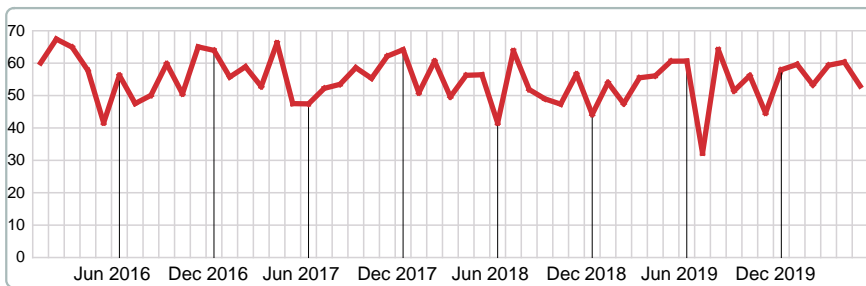
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

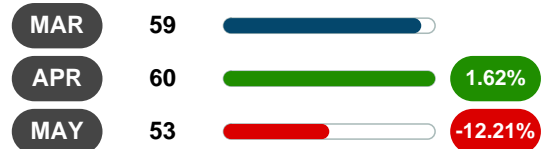


### 3 MONTHS

5 year MAY AVG = 52

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 53 above the 5 yr MAY average of 52



### 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-\$0	0	0.00%	0	0	0	0	0
\$1-\$20,000	8	38.10%	54	58	40	0	0
\$20,001-\$120,000	5	23.81%	45	79	18	34	0
\$120,001-\$170,000	3	14.29%	36	28	25	55	0
\$170,001-\$200,000	2	9.52%	65	0	90	39	0
\$200,001 and up	3	14.29%	73	176	0	1	41
Average Closed DOM			53	71	39	32	41
Total Closed Units		100%	53	10	6	4	1
Total Closed Volume			1,819,336	534.15K	503.99K	557.20K	224.00K

# May 2020



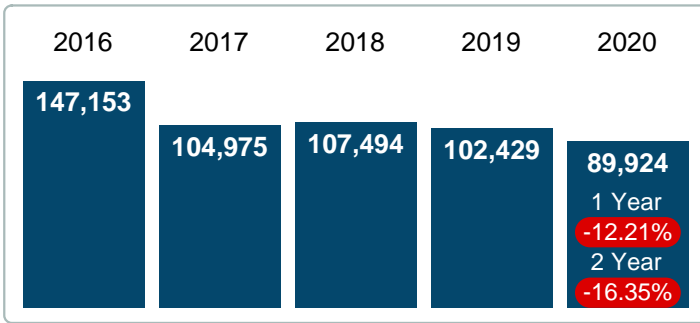
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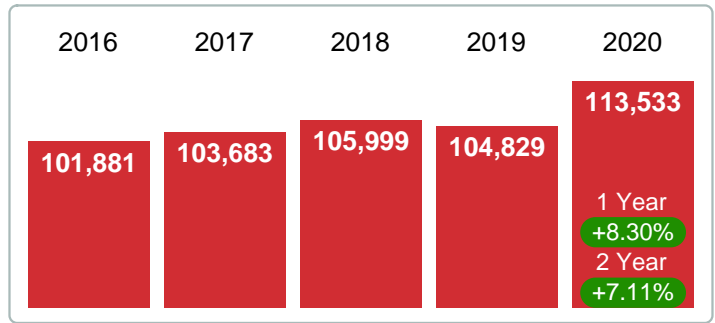
## AVERAGE LIST PRICE AT CLOSING

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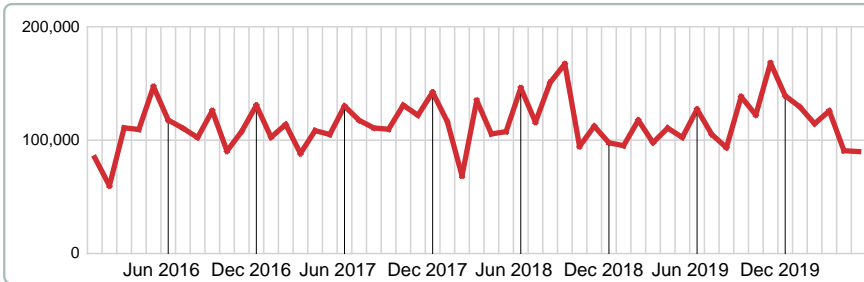
### MAY



### YEAR TO DATE (YTD)

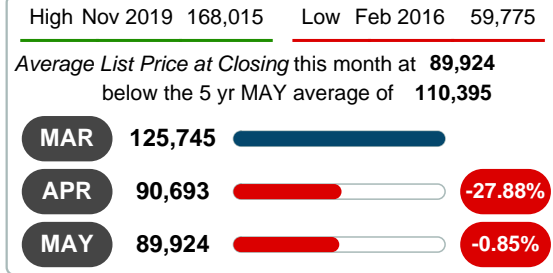


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 110,395



## 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 \$0	0	0.00%	0	0	0	0	0
\$1 \$20,000	7	33.33%	1,637	5,795	795	0	0
\$20,001 \$120,000	6	28.57%	59,308	53,825	79,900	63,500	0
\$120,001 \$170,000	2	9.52%	144,350	189,900	165,500	123,200	0
\$170,001 \$200,000	3	14.29%	183,133	0	182,500	177,000	0
\$200,001 and up	3	14.29%	227,667	249,000	0	209,500	224,500
Average List Price			89,924	58,132	84,898	143,300	224,500
Total Closed Units		100%	89,924	10	6	4	1
Total Closed Volume			1,888,410	581.32K	509.39K	573.20K	224.50K



# May 2020



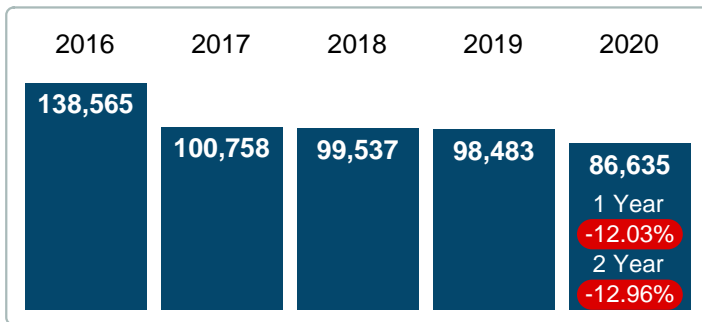
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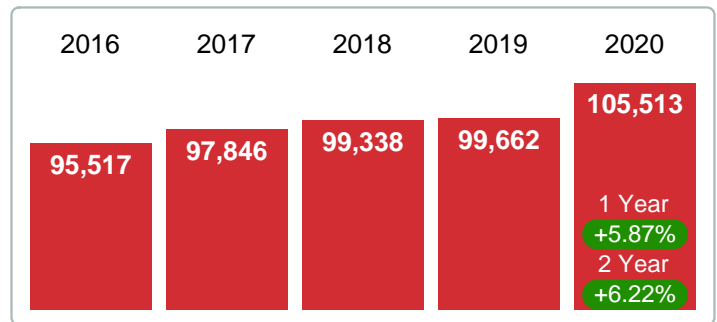
## AVERAGE SOLD PRICE AT CLOSING

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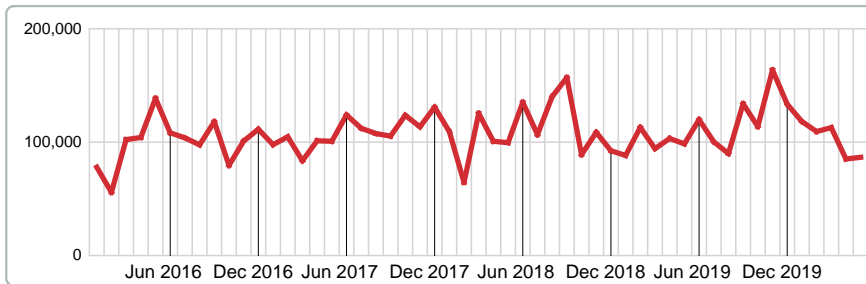
### MAY



### YEAR TO DATE (YTD)

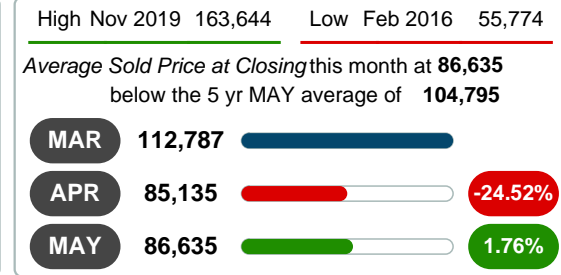


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 104,795



## 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 \$0	0	0.00%	0	0	0	0	0
\$1 \$20,000	8	38.10%	4,005	5,074	795	0	0
\$20,001 \$120,000	5	23.81%	60,180	46,000	77,450	54,000	0
\$120,001 \$170,000	3	14.29%	151,300	165,700	165,000	123,200	0
\$170,001 \$200,000	2	9.52%	176,500	0	182,500	170,500	0
\$200,001 and up	3	14.29%	226,500	246,000	0	209,500	224,000
Average Sold Price			86,635	53,415	83,998	139,300	224,000
Total Closed Units		100%	86,635	10	6	4	1
Total Closed Volume			1,819,336	534.15K	503.99K	557.20K	224.00K

# May 2020



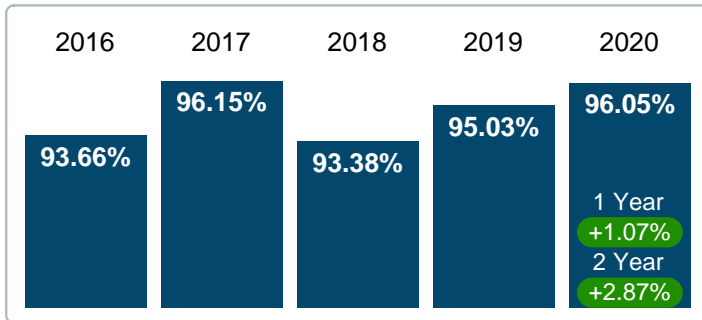
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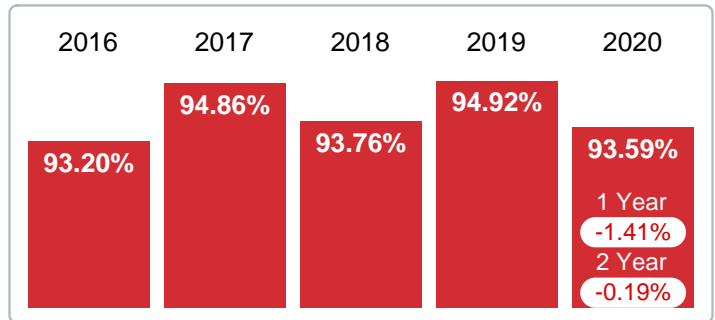
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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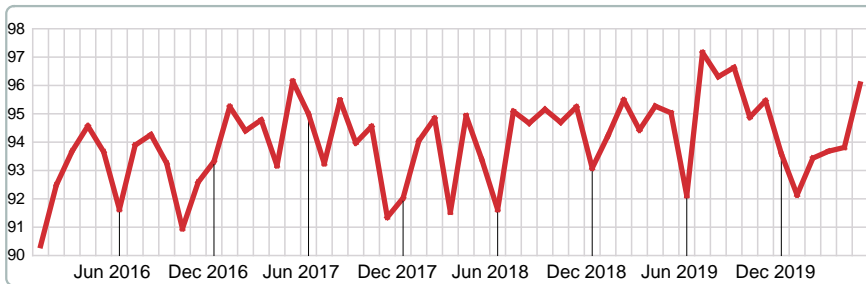
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

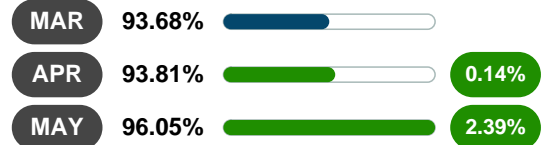


### 3 MONTHS

5 year MAY AVG = 94.85%

High Jul 2019 97.16% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **96.05%** above the 5 yr MAY average of **94.85%**



## 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 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$20,000	8	38.10%	97.76%	97.01%	100.00%	0.00%	0.00%
\$20,001 \$120,000	5	23.81%	90.65%	89.00%	95.09%	85.04%	0.00%
\$120,001 \$170,000	3	14.29%	95.65%	87.26%	99.70%	100.00%	0.00%
\$170,001 \$200,000	2	9.52%	98.16%	0.00%	100.00%	96.33%	0.00%
\$200,001 and up	3	14.29%	99.52%	98.80%	0.00%	100.00%	99.78%
Average Sold/List Ratio		96.10%		94.61%	98.31%	95.34%	99.78%
Total Closed Units		21	100%	10	6	4	1
Total Closed Volume		1,819,336		534.15K	503.99K	557.20K	224.00K

# May 2020



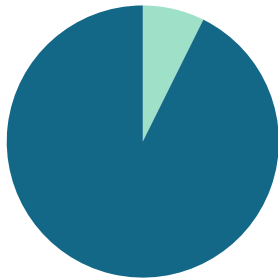
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY

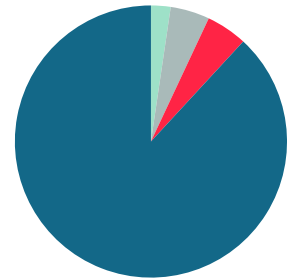


**Inventory**  
 New Listings  
**66 = 7.34%**  
 Start Inventory  
**833**  
 Total Inventory Units  
**899**  
 Volume  
**\$134,786,155**

### Market Activity

Closed Sales  
**21 = 2.33%**  
 Pending Sales  
**42 = 4.66%**  
 Other Off Market  
**44 = 4.88%**  
 Active Inventory  
**795 = 88.14%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	21	-68.66%	268	150	-44.03%
Pending Sales	53	42	-20.75%	249	211	-15.26%
New Listings	252	66	-73.81%	1,023	653	-36.17%
Average List Price	102,429	89,924	-12.21%	104,829	113,533	8.30%
Average Sale Price	98,483	86,635	-12.03%	99,662	105,513	5.87%
Average Percent of Selling Price to List Price	95.03%	96.05%	1.07%	94.92%	93.59%	-1.41%
Average Days on Market to Sale	60.61	52.95	-12.64%	55.43	57.09	3.00%
Monthly Inventory	964	795	-17.53%	964	795	-17.53%
Months Supply of Inventory	15.55	17.28	11.15%	15.55	17.28	11.15%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

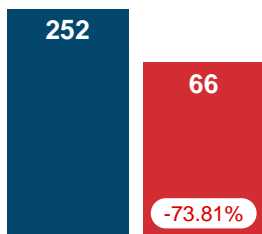
**Inventory** on May 31, 2020 = **795**

**2019** **2020**

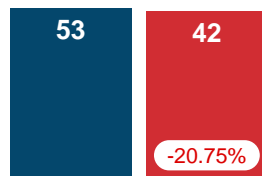
### MAY MARKET

### AVERAGE PRICES

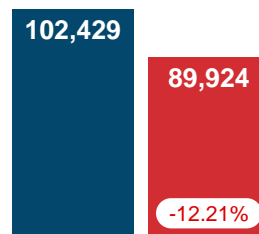
#### New Listings



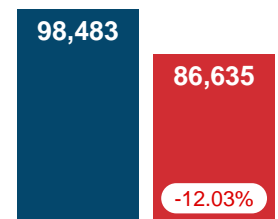
#### Pending Listings



#### List Price



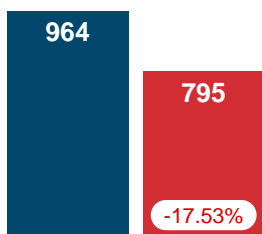
#### Sale Price



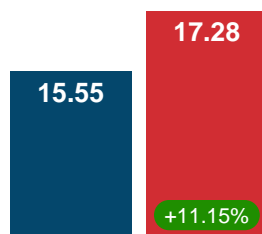
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

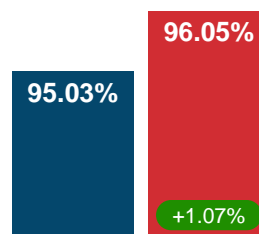
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

