

October 2020



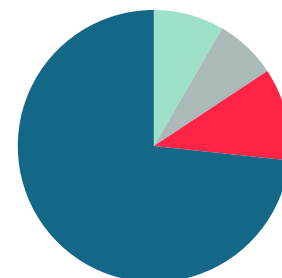
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	63	87	38.10%
Pending Listings	56	76	35.71%
New Listings	210	131	-37.62%
Median List Price	109,900	142,900	30.03%
Median Sale Price	99,000	138,500	39.90%
Median Percent of Selling Price to List Price	97.42%	96.89%	-0.54%
Median Days on Market to Sale	49.00	43.00	-12.24%
End of Month Inventory	971	761	-21.63%
Months Supply of Inventory	17.11	11.74	-31.40%



■ Closed (8.38%)
■ Pending (7.32%)
■ Other OffMarket (10.98%)
■ Active (73.31%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of October 31, 2020 = **761**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **21.63%** to 761 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **11.74** 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 **39.90%** in October 2020 to \$138,500 versus the previous year at \$99,000.

Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 6.00 days or **12.24%** in October 2020 compared to last year's same month at **49.00** DOM.

Sales Success for October 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 131 New Listings in October 2020, down **37.62%** from last year at 210. Furthermore, there were 87 Closed Listings this month versus last year at 63, a **38.10%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, up from previous year's, October 2019, at **30.0%**, a **121.37%** 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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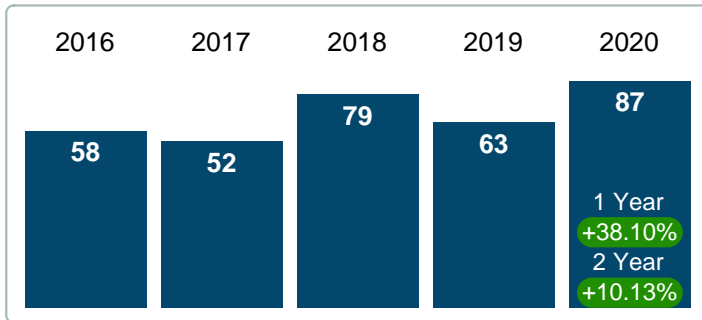
Area Delimited by County Of Cherokee



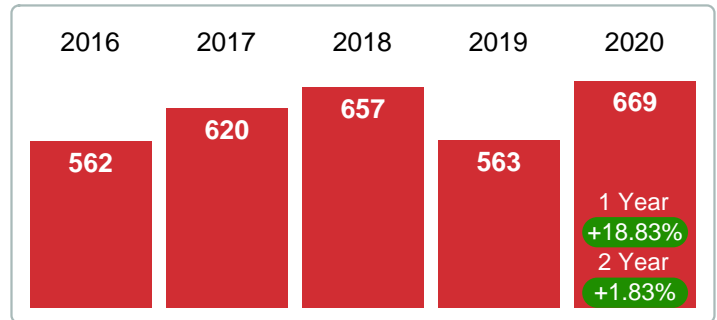
CLOSED LISTINGS

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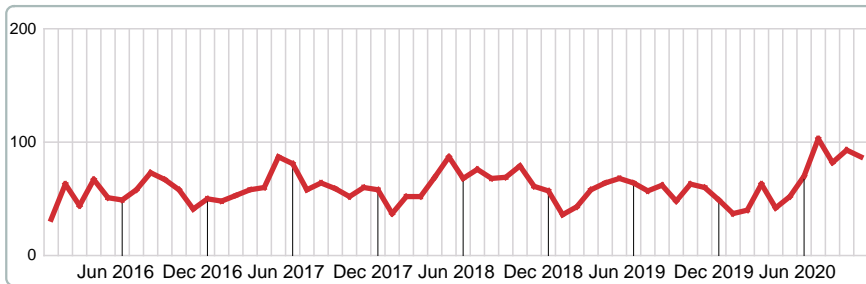
OCTOBER



YEAR TO DATE (YTD)

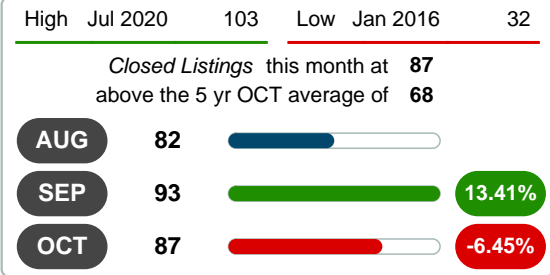


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



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	7	8.05%	43.0	7	0	0	0
\$20,001 - \$60,000	13	14.94%	48.0	9	4	0	0
\$60,001 - \$100,000	11	12.64%	10.0	8	3	0	0
\$100,001 - \$180,000	21	24.14%	20.0	5	14	2	0
\$180,001 - \$240,000	14	16.09%	72.0	0	10	4	0
\$240,001 - \$380,000	12	13.79%	55.0	3	4	4	1
\$380,001 and up	9	10.34%	87.0	2	3	3	1
Total Closed Units	87			34	38	13	2
Total Closed Volume	15,775,221	100%	43.0	3.75M	6.93M	4.21M	888.00K
Median Closed Price	\$138,500			\$63,000	\$165,450	\$242,700	\$444,000

October 2020



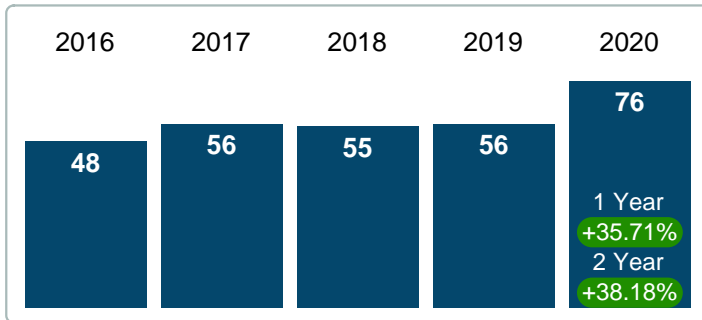
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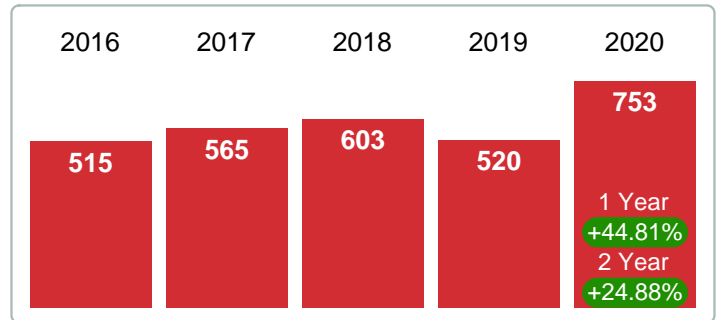
PENDING LISTINGS

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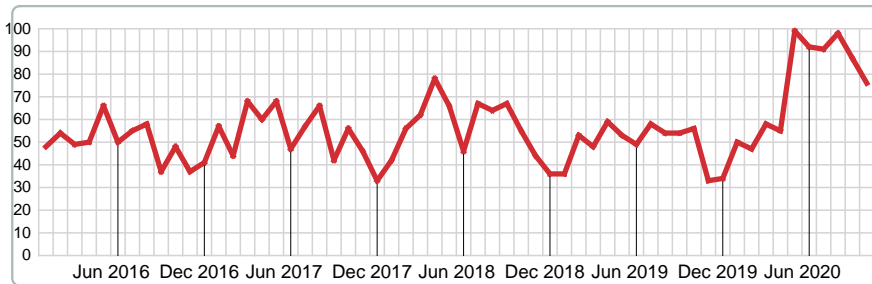
OCTOBER



YEAR TO DATE (YTD)

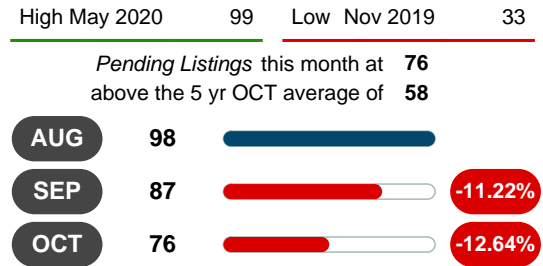


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$20,000 and less	4	5.26%	54.0	4	0	0	0
\$20,001 - \$70,000	13	17.11%	32.0	11	2	0	0
\$70,001 - \$90,000	7	9.21%	100.0	3	3	0	1
\$90,001 - \$140,000	21	27.63%	16.0	8	12	1	0
\$140,001 - \$190,000	13	17.11%	45.0	3	9	1	0
\$190,001 - \$240,000	8	10.53%	4.5	1	4	3	0
\$240,001 and up	10	13.16%	18.5	0	6	1	3
Total Pending Units	76			30	36	6	4
Total Pending Volume	11,109,150	100%	32.5	2.27M	6.26M	1.19M	1.38M
Median Listing Price	\$119,900			\$67,500	\$147,425	\$229,900	\$322,450

October 2020



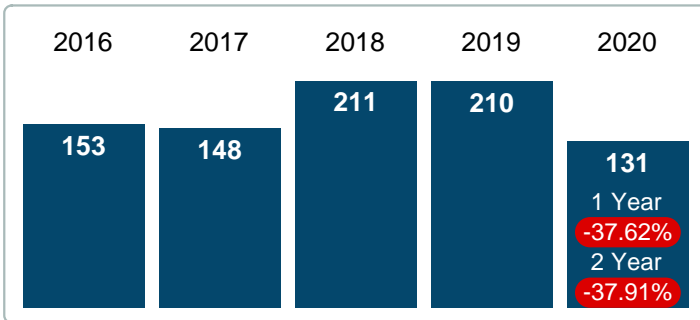
Area Delimited by County Of Cherokee



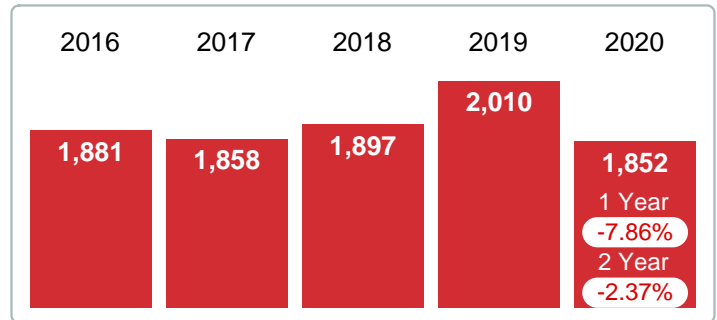
NEW LISTINGS

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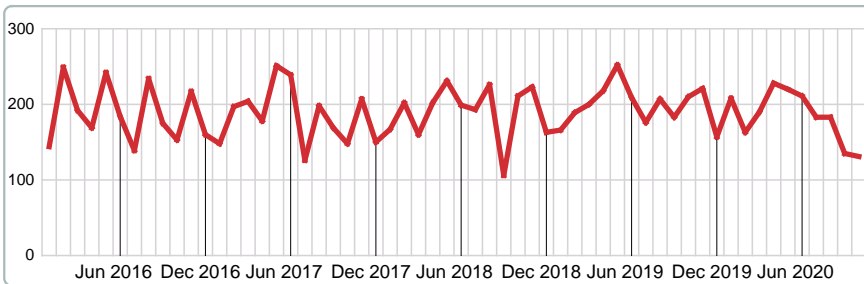
OCTOBER



YEAR TO DATE (YTD)

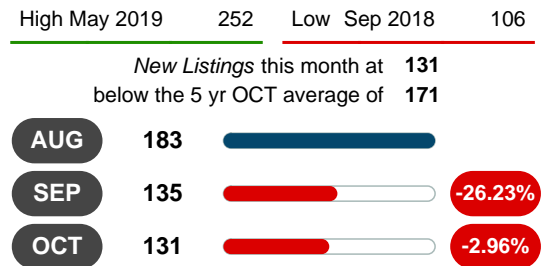


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 171



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	35	26.72%	33	2	0	0
\$20,001-\$40,000	11	8.40%	11	0	0	0
\$40,001-\$140,000	35	26.72%	22	11	2	0
\$140,001-\$190,000	14	10.69%	5	7	2	0
\$190,001-\$340,000	21	16.03%	7	13	1	0
\$340,001 and up	15	11.45%	8	5	2	0
Total New Listed Units	131		86	38	7	0
Total New Listed Volume	20,211,989	100%	10.54M	7.69M	1.98M	0.00B
Median New Listed Listing Price	\$99,500		\$37,500	\$188,650	\$174,900	\$0

October 2020



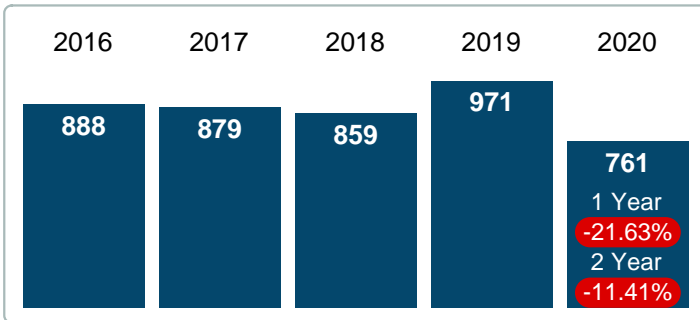
Area Delimited by County Of Cherokee



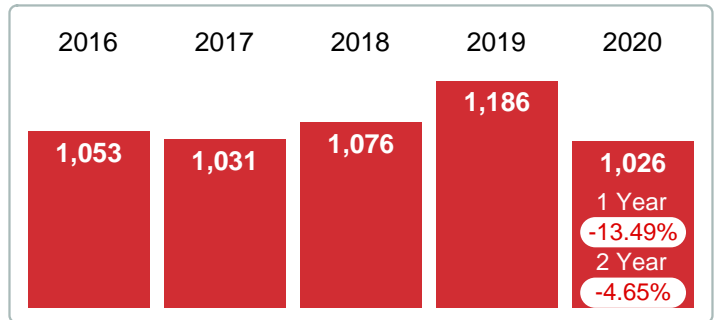
ACTIVE INVENTORY

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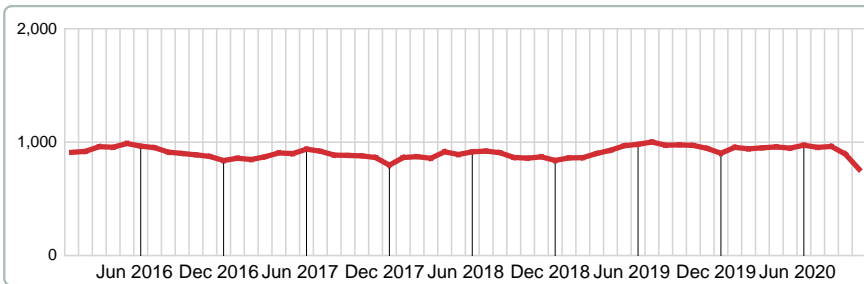
END OF OCTOBER



ACTIVE DURING OCTOBER

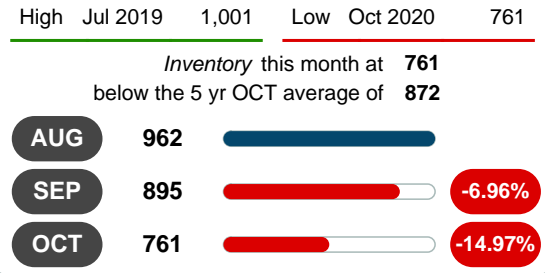


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 872



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	70	9.20%	92.5	56	14	0	0	
\$10,001 - \$10,000	0	0.00%	92.5	0	0	0	0	
\$10,001 - \$20,000	132	17.35%	141.0	132	0	0	0	
\$20,001 - \$50,000	208	27.33%	97.0	208	0	0	0	
\$50,001 - \$140,000	176	23.13%	121.0	155	18	3	0	
\$140,001 - \$340,000	98	12.88%	72.5	44	38	12	4	
\$340,001 and up	77	10.12%	98.0	45	14	12	6	
Total Active Inventory by Units		761		640	84	27	10	
Total Active Inventory by Volume		106,773,758	100%	103.0	72.78M	17.20M	9.98M	6.83M
Median Active Inventory Listing Price		\$45,000			\$35,000	\$180,450	\$299,900	\$412,400

October 2020



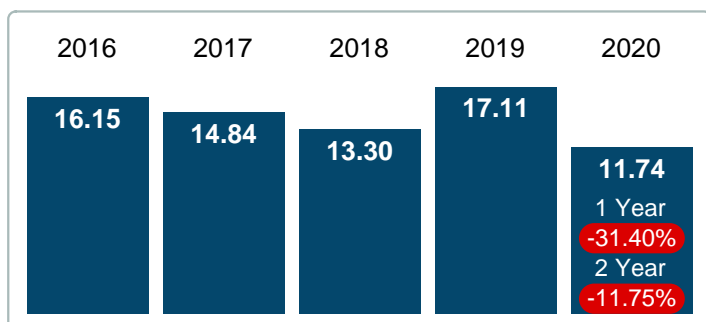
Area Delimited by County Of Cherokee



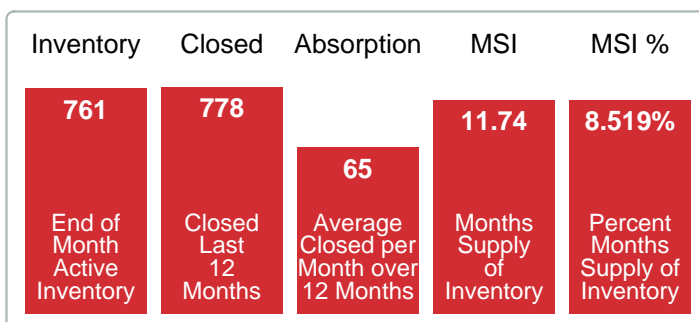
MONTHS SUPPLY of INVENTORY (MSI)

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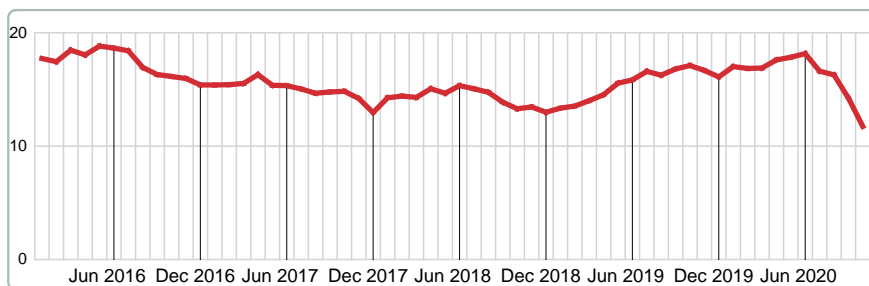
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

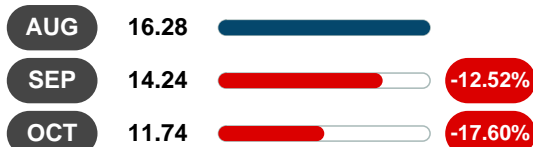


3 MONTHS

5 year OCT AVG = 14.63

High May 2016 18.82 Low Oct 2020 11.74

Months Supply this month at 11.74 below the 5 yr OCT average of 14.63



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	70	9.20%	21.00	21.00	28.00	0.00	0.00
\$10,001 - \$10,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	132	17.35%	31.06	32.33	0.00	0.00	0.00
\$20,001 - \$50,000	208	27.33%	31.20	43.03	0.00	0.00	0.00
\$50,001 - \$140,000	176	23.13%	8.22	19.79	1.55	1.57	0.00
\$140,001 - \$340,000	98	12.88%	4.04	12.88	2.68	2.25	3.00
\$340,001 and up	77	10.12%	15.66	31.76	12.00	8.00	7.20
Market Supply of Inventory (MSI)			11.74	26.39	2.88	2.95	4.44
Total Active Inventory by Units		100%	11.74	640	84	27	10

October 2020



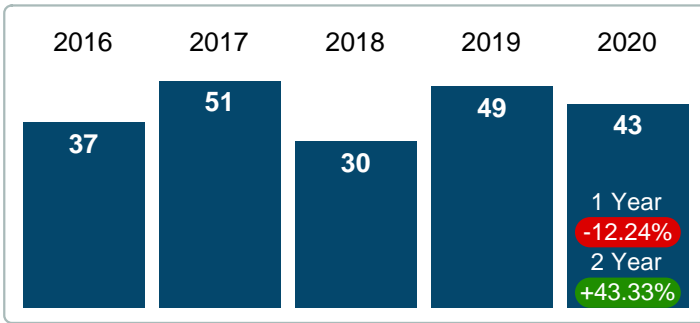
Area Delimited by County Of Cherokee



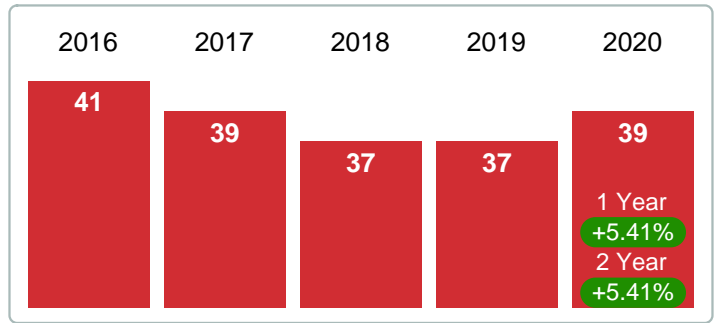
MEDIAN DAYS ON MARKET TO SALE

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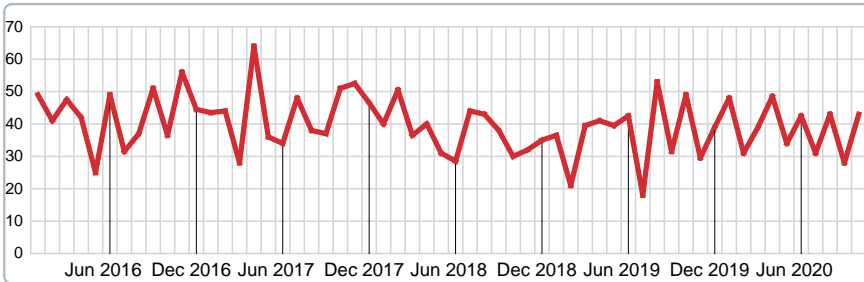
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

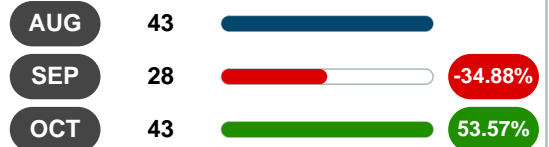


3 MONTHS

5 year OCT AVG = 42

High Apr 2017 64 Low Jul 2019 18

Median Days on Market to Sale this month at 43 above the 5 yr OCT average of 42



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	8.05%	43	43	0	0	0
\$20,001 - \$60,000	14.94%	48	69	29	0	0
\$60,001 - \$100,000	12.64%	10	12	9	0	0
\$100,001 - \$180,000	24.14%	20	27	14	26	0
\$180,001 - \$240,000	16.09%	72	0	66	129	0
\$240,001 - \$380,000	13.79%	55	26	30	65	132
\$380,001 and up	10.34%	87	167	58	161	43
Median Closed DOM		43	46	19	69	88
Total Closed Units	100%	87	34	38	13	2
Total Closed Volume		15,775,221	3.75M	6.93M	4.21M	888.00K

October 2020



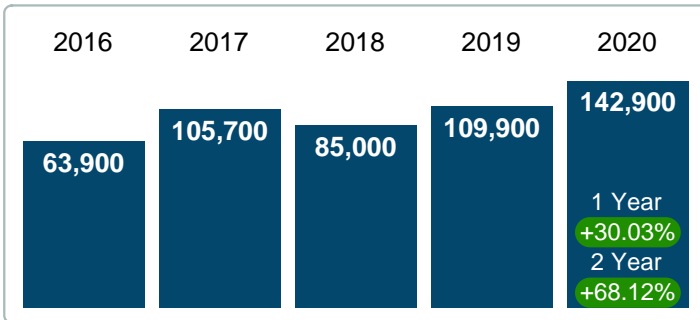
Area Delimited by County Of Cherokee



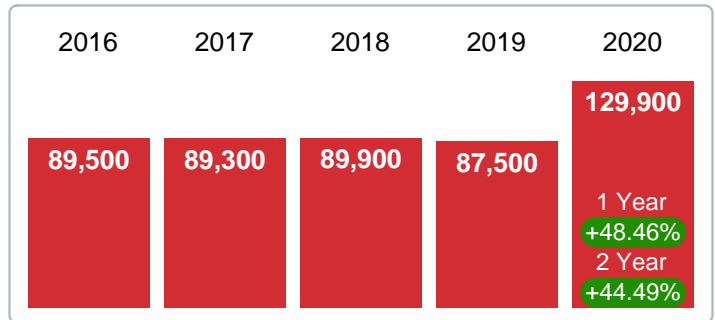
MEDIAN LIST PRICE AT CLOSING

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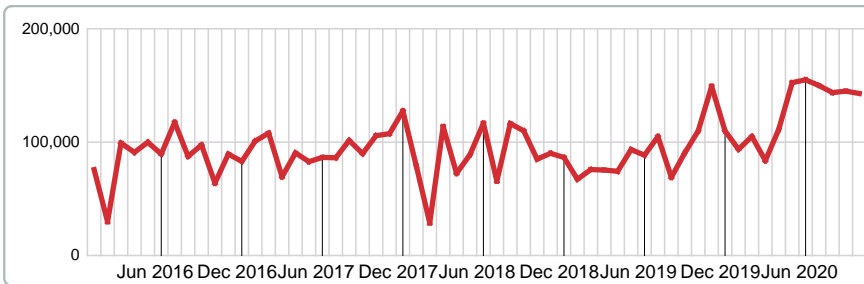
OCTOBER



YEAR TO DATE (YTD)

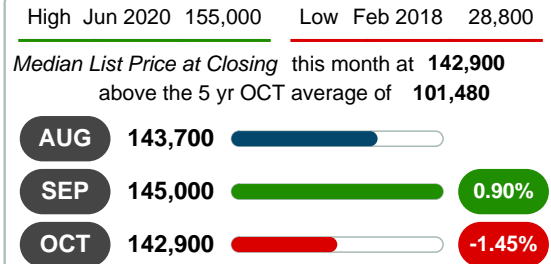


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 101,480



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	4.60%	15,450	15,450	0	0	0
\$20,001 - \$60,000	14.94%	40,000	34,500	49,450	0	0
\$60,001 - \$100,000	14.94%	75,000	74,950	89,500	0	0
\$100,001 - \$180,000	25.29%	136,200	138,500	135,000	128,000	0
\$180,001 - \$240,000	12.64%	205,000	189,000	199,900	211,000	0
\$240,001 - \$380,000	16.09%	272,500	300,000	249,900	259,000	364,000
\$380,001 and up	11.49%	477,450	546,450	439,450	475,000	589,000
Median List Price		142,900	70,950	167,400	249,900	476,500
Total Closed Units	100%	142,900	34	38	13	2
Total Closed Volume		16,571,190	4.05M	7.10M	4.47M	953.00K

October 2020



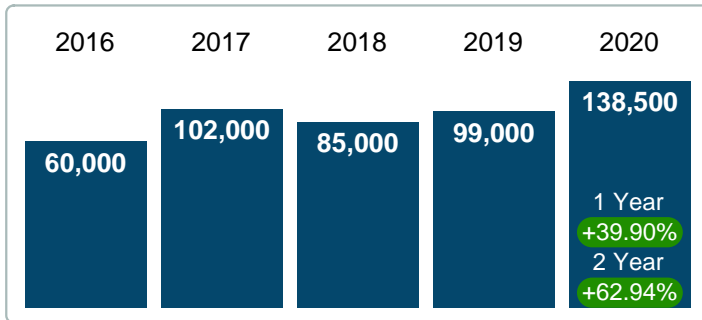
Area Delimited by County Of Cherokee



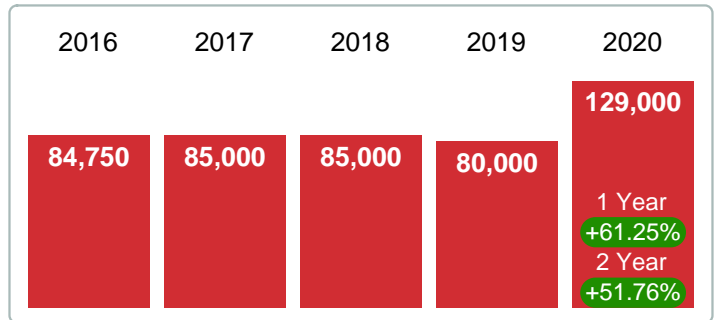
MEDIAN SOLD PRICE AT CLOSING

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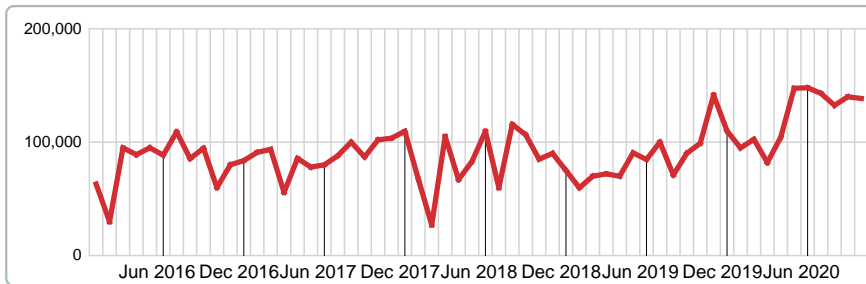
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

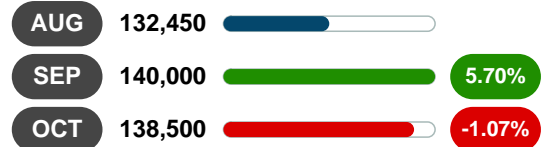


3 MONTHS

5 year OCT AVG = 96,900

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

Median Sold Price at Closing this month at **138,500** above the 5 yr OCT average of **96,900**



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	8.05%	14,000	14,000	0	0	0
\$20,001 - \$60,000	14.94%	42,500	40,000	47,500	0	0
\$60,001 - \$100,000	12.64%	80,000	80,000	80,000	0	0
\$100,001 - \$180,000	24.14%	135,900	145,000	132,700	121,750	0
\$180,001 - \$240,000	16.09%	206,000	0	205,000	211,500	0
\$240,001 - \$380,000	13.79%	277,500	275,000	275,000	302,450	363,000
\$380,001 and up	10.34%	479,000	524,950	479,000	475,000	525,000
Median Sold Price		138,500	63,000	165,450	242,700	444,000
Total Closed Units	100%	87	34	38	13	2
Total Closed Volume		15,775,221	3.75M	6.93M	4.21M	888.00K

October 2020



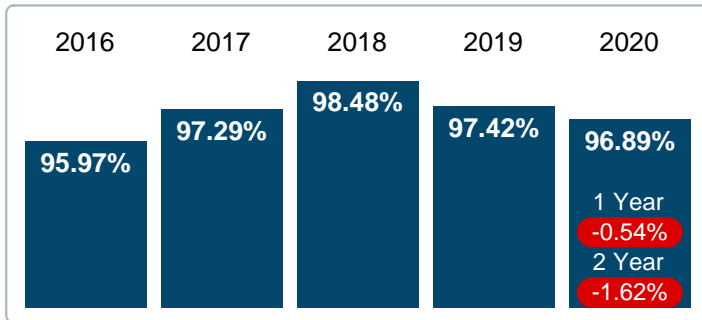
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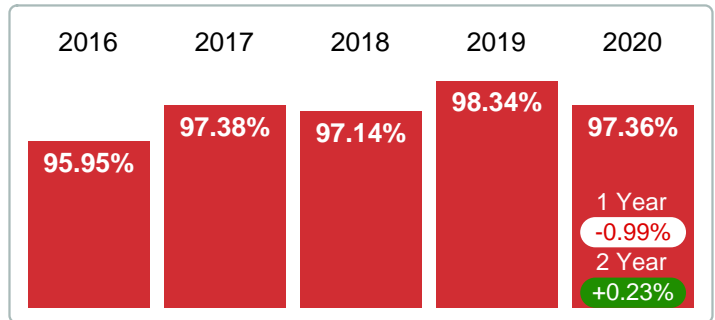
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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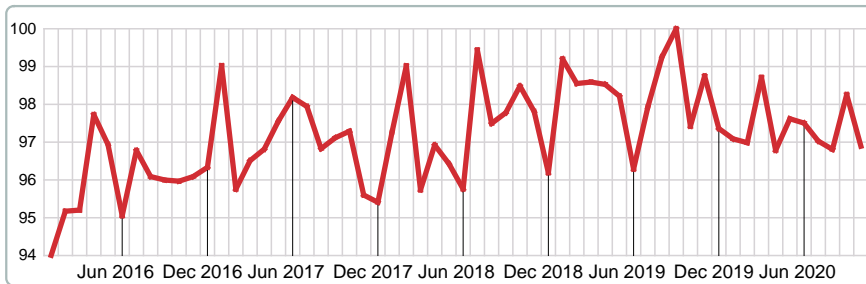
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

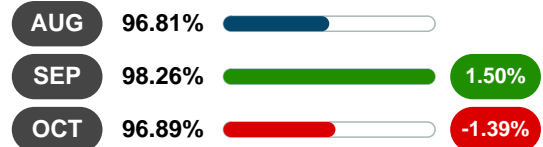


3 MONTHS

5 year OCT AVG = 97.21%

High Sep 2019 100.00% Low Jan 2016 94.01%

Median Sold/List Ratio this month at **96.89%**
equal to 5 yr OCT average of **97.21%**



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	7	8.05%	63.16%	63.16%	0.00%	0.00%	0.00%
\$20,001 - \$60,000	13	14.94%	86.73%	94.00%	84.07%	0.00%	0.00%
\$60,001 - \$100,000	11	12.64%	100.00%	100.00%	88.83%	0.00%	0.00%
\$100,001 - \$180,000	21	24.14%	97.76%	96.67%	98.07%	95.16%	0.00%
\$180,001 - \$240,000	14	16.09%	97.14%	0.00%	96.71%	97.98%	0.00%
\$240,001 - \$380,000	12	13.79%	99.09%	91.67%	100.00%	99.23%	99.73%
\$380,001 and up	9	10.34%	97.49%	95.15%	99.81%	92.80%	89.13%
Median Sold/List Ratio		96.89%		93.76%	97.55%	97.80%	94.43%
Total Closed Units		87	100%	34	38	13	2
Total Closed Volume		15,775,221		3.75M	6.93M	4.21M	888.00K

October 2020



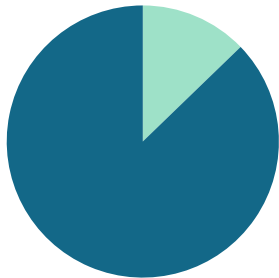
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

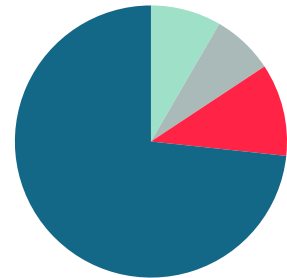


Inventory
 New Listings
131 = 12.77%
 Start Inventory
895
 Total Inventory Units
1,026
 Volume
\$147,082,423

Market Activity

Closed Sales
87 = 8.38%
 Pending Sales
76 = 7.32%
 Other Off Market
114 = 10.98%
 Active Inventory
761 = 73.31%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	63	87	38.10%	563	669	18.83%
Pending Sales	56	76	35.71%	520	753	44.81%
New Listings	210	131	-37.62%	2,010	1,852	-7.86%
Median List Price	109,900	142,900	30.03%	87,500	129,900	48.46%
Median Sale Price	99,000	138,500	39.90%	80,000	129,000	61.25%
Median Percent of Selling Price to List Price	97.42%	96.89%	-0.54%	98.34%	97.36%	-0.99%
Median Days on Market to Sale	49.00	43.00	-12.24%	37.00	39.00	5.41%
Monthly Inventory	971	761	-21.63%	971	761	-21.63%
Months Supply of Inventory	17.11	11.74	-31.40%	17.11	11.74	-31.40%

Absorption: Last 12 months, an Average of **65** Sales/Month

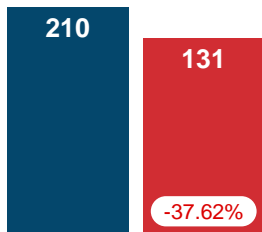
Inventory on October 31, 2020 = **761**

2019 **2020**

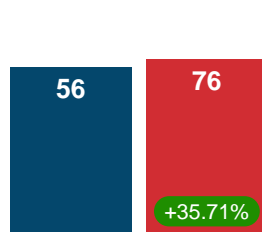
OCTOBER MARKET

MEDIAN PRICES

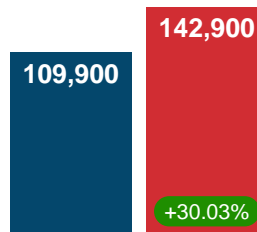
New Listings



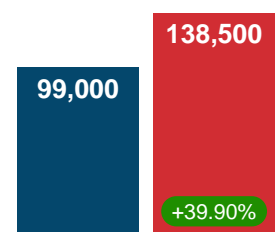
Pending Listings



List Price



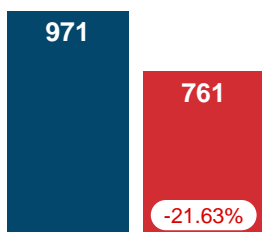
Sale Price



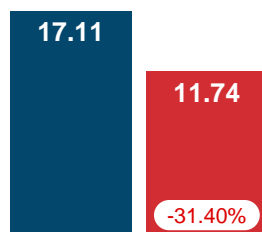
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

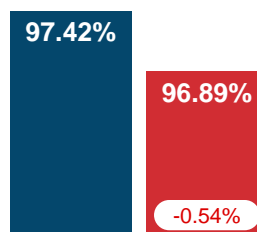
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

