



September 2020

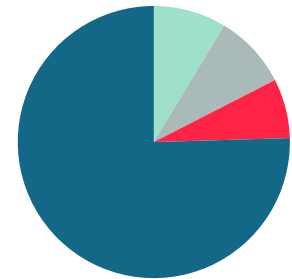
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	48	93	93.75%
Pending Listings	54	95	75.93%
New Listings	183	135	-26.23%
Average List Price	138,332	178,543	29.07%
Average Sale Price	133,858	172,740	29.05%
Average Percent of Selling Price to List Price	96.63%	95.79%	-0.87%
Average Days on Market to Sale	51.44	60.30	17.23%
End of Month Inventory	976	812	-16.80%
Months Supply of Inventory	16.80	12.92	-23.09%



■ Closed (8.64%)
■ Pending (8.83%)
■ Other OffMarket (7.06%)
■ Active (75.46%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of September 30, 2020 = **812**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **16.80%** to 812 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **12.92** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **29.05%** in September 2020 to \$172,740 versus the previous year at \$133,858.

Average Days on Market Lengthens

The average number of **60.30** days that homes spent on the market before selling increased by 8.86 days or **17.23%** in September 2020 compared to last year's same month at **51.44** DOM.

Sales Success for September 2020 is Positive

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

There were 135 New Listings in September 2020, down **26.23%** from last year at 183. Furthermore, there were 93 Closed Listings this month versus last year at 48, a **93.75%** increase.

Closed versus Listed trends yielded a **68.9%** ratio, up from previous year's, September 2019, at **26.2%**, a **162.64%** upswing. This will certainly create pressure on a decreasing

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Real Estate is Local

Month's Supply of Inventory (MSI) in the months to come.

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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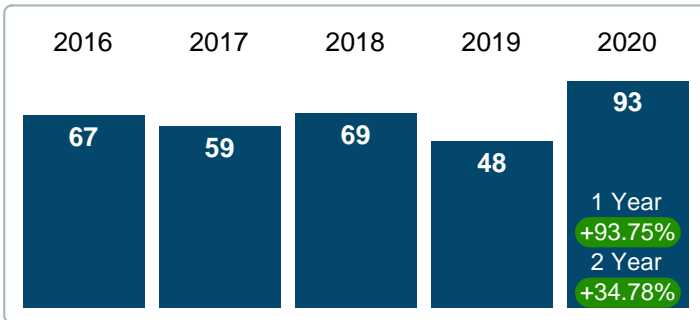
Area Delimited by County Of Cherokee



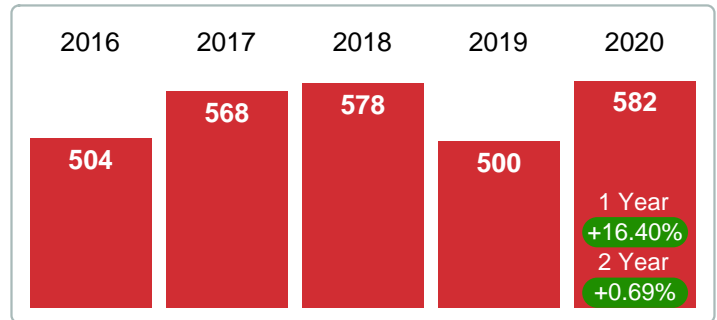
CLOSED LISTINGS

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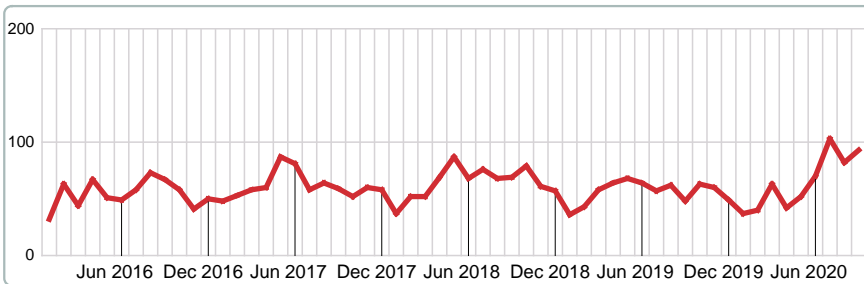
SEPTEMBER



YEAR TO DATE (YTD)

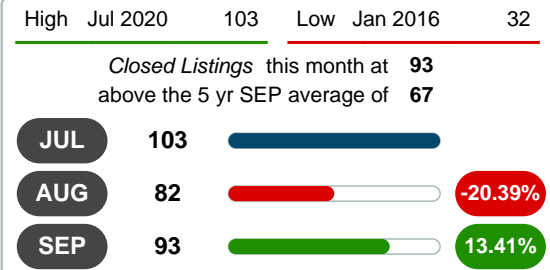


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 67



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-\$25,000	17	18.28%	68.4	17	0	0	0
\$25,001-\$75,000	9	9.68%	62.4	6	2	1	0
\$75,001-\$175,000	31	33.33%	50.6	9	21	1	0
\$175,001-\$200,000	12	12.90%	51.8	0	9	3	0
\$200,001-\$275,000	12	12.90%	46.0	1	9	1	1
\$275,001 and up	12	12.90%	95.0	2	4	5	1
Total Closed Units	93			35	45	11	2
Total Closed Volume	16,064,822	100%	60.3	3.84M	8.29M	3.05M	873.50K
Average Closed Price	\$172,740			\$109,835	\$184,271	\$277,718	\$436,750



September 2020

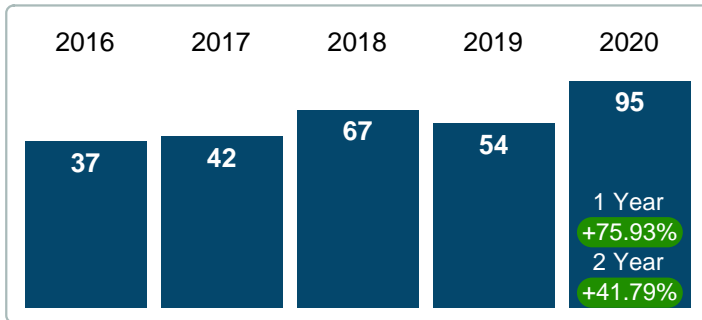
Area Delimited by County Of Cherokee



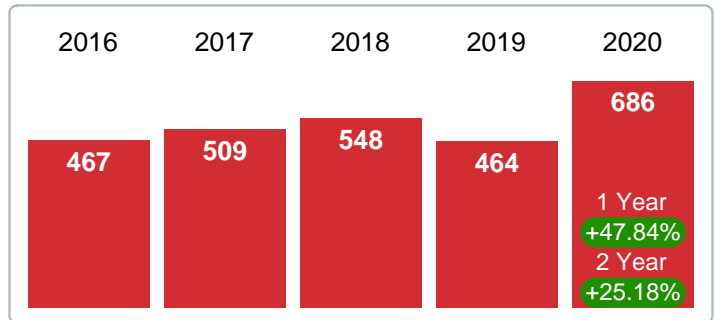
PENDING LISTINGS

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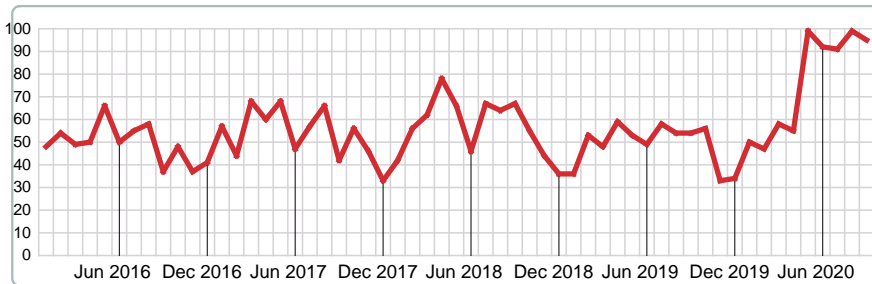
SEPTEMBER



YEAR TO DATE (YTD)

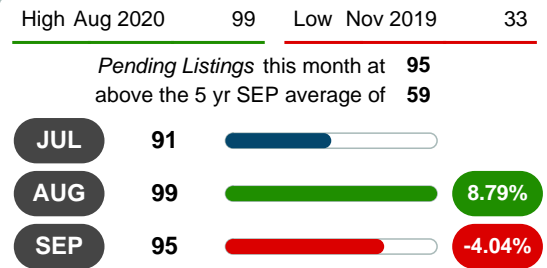


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$25,000 and less	9	9.47%	164.8	9	0	0	0
\$25,001 - \$50,000	10	10.53%	51.2	8	2	0	0
\$50,001 - \$100,000	16	16.84%	65.9	10	5	1	0
\$100,001 - \$175,000	24	25.26%	49.3	5	18	1	0
\$175,001 - \$225,000	10	10.53%	56.0	1	7	2	0
\$225,001 - \$375,000	15	15.79%	66.7	3	7	4	1
\$375,001 and up	11	11.58%	68.4	2	7	2	0
Total Pending Units	95			38	46	10	1
Total Pending Volume	17,347,550	100%	79.6	4.95M	9.52M	2.55M	325.00K
Average Listing Price	\$315,389			\$130,183	\$206,996	\$255,380	\$325,000

September 2020

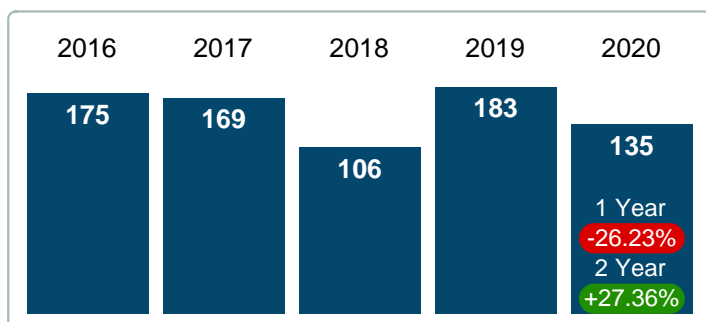
Area Delimited by County Of Cherokee



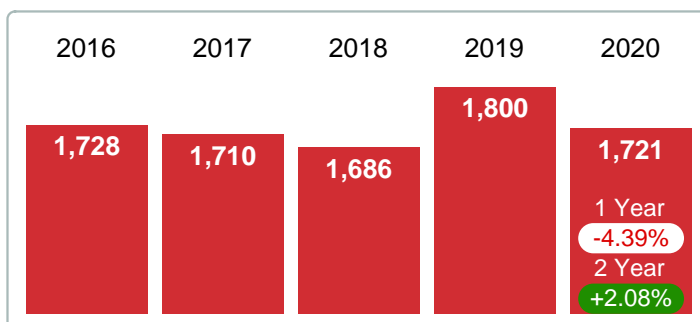
NEW LISTINGS

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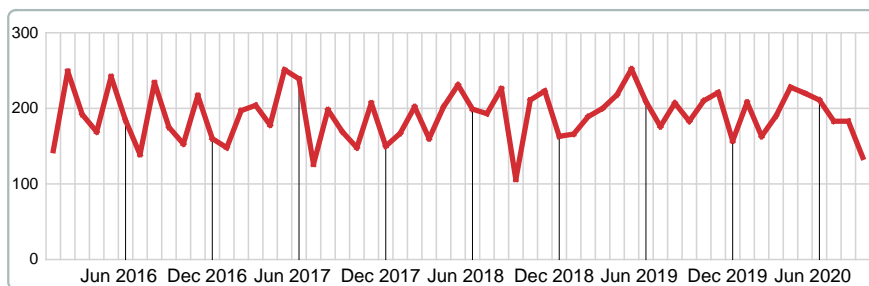
SEPTEMBER



YEAR TO DATE (YTD)

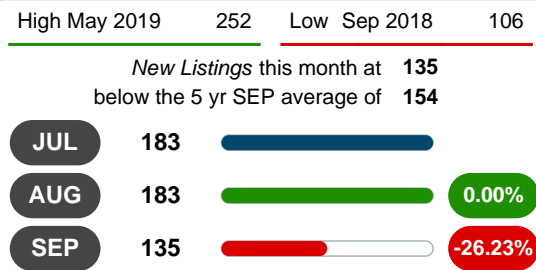


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 154



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-\$0	0	0.00%	0	0	0	0
\$1-\$25,000	37	27.41%	34	3	0	0
\$25,001-\$100,000	39	28.89%	35	4	0	0
\$100,001-\$200,000	28	20.74%	5	22	1	0
\$200,001-\$375,000	17	12.59%	5	6	5	1
\$375,001 and up	14	10.37%	5	7	2	0
Total New Listed Units	135		84	42	8	1
Total New Listed Volume	25,631,317	100%	13.66M	8.93M	2.79M	239.90K
Average New Listed Listing Price	\$152,500		\$162,662	\$212,711	\$349,250	\$239,900



September 2020

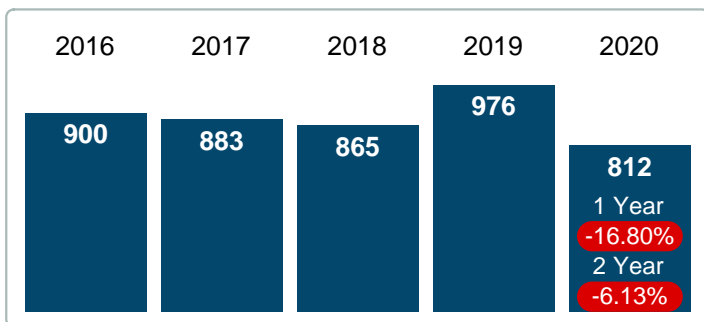
Area Delimited by County Of Cherokee



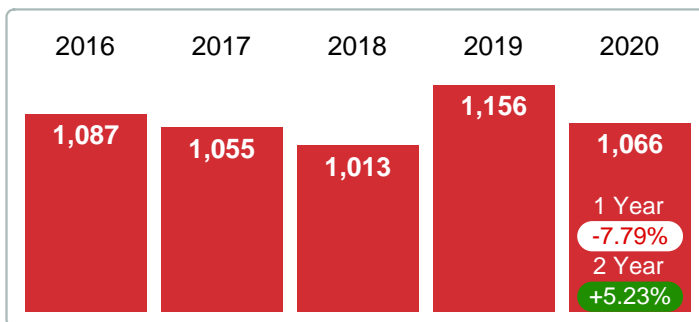
ACTIVE INVENTORY

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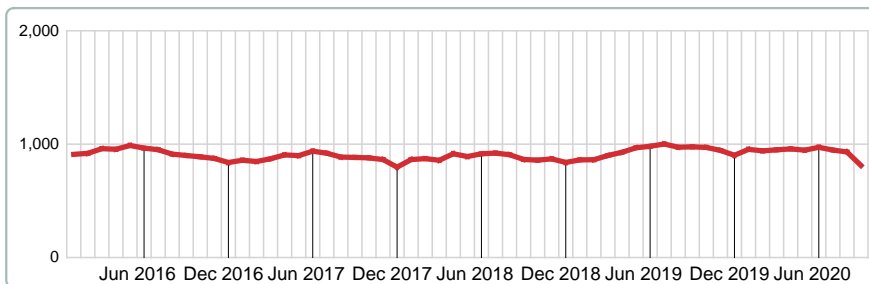
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

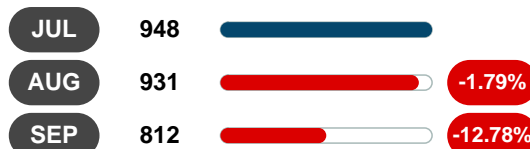


3 MONTHS

5 year SEP AVG = 887

High Jul 2019 1,001 Low Dec 2017 797

Inventory this month at **812**
below the 5 yr SEP average of **887**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	59	7.27%	93.7	45	14	0	0
\$10,001 - \$10,000	0	0.00%	0.0	0	0	0	0
\$10,001 - \$20,000	163	20.07%	145.1	163	0	0	0
\$20,001 - \$60,000	284	34.98%	102.2	280	4	0	0
\$60,001 - \$130,000	115	14.16%	94.2	96	16	2	1
\$130,001 - \$340,000	110	13.55%	83.3	45	45	15	5
\$340,001 and up	81	9.98%	108.3	49	13	13	6
Total Active Inventory by Units	812			678	92	30	12
Total Active Inventory by Volume	111,783,431	100%	107.1	75.88M	17.57M	10.85M	7.48M
Average Active Inventory Listing Price	\$137,664			\$111,910	\$190,997	\$361,793	\$623,567



September 2020

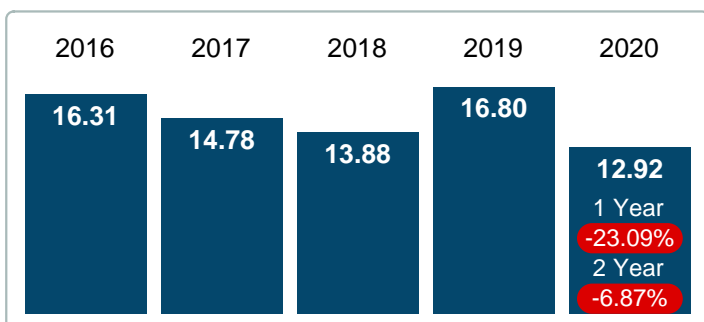
Area Delimited by County Of Cherokee



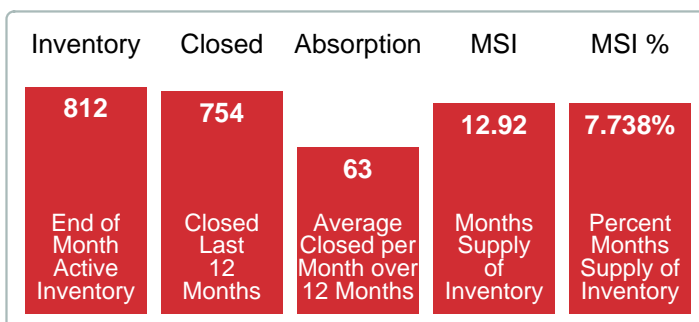
MONTHS SUPPLY of INVENTORY (MSI)

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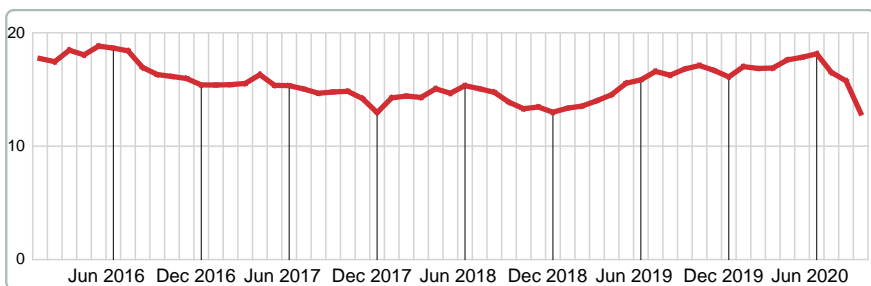
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

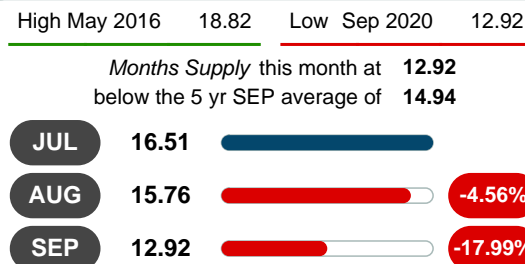


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 14.94



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	59	7.27%	13.62	13.85	18.67	0.00	0.00
\$10,001 - \$10,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$10,001 - \$20,000	163	20.07%	42.52	45.49	0.00	0.00	0.00
\$20,001 - \$60,000	284	34.98%	34.08	46.03	2.18	0.00	0.00
\$60,001 - \$130,000	115	14.16%	6.63	16.23	1.61	1.41	12.00
\$130,001 - \$340,000	110	13.55%	4.40	12.27	3.05	2.90	3.53
\$340,001 and up	81	9.98%	20.25	39.20	14.18	12.00	8.00
Market Supply of Inventory (MSI)			12.92	28.55	3.24	3.56	5.33
Total Active Inventory by Units		100%	12.92	678	92	30	12



September 2020

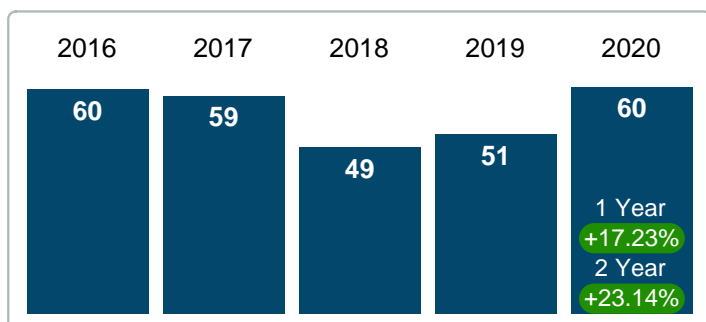
Area Delimited by County Of Cherokee



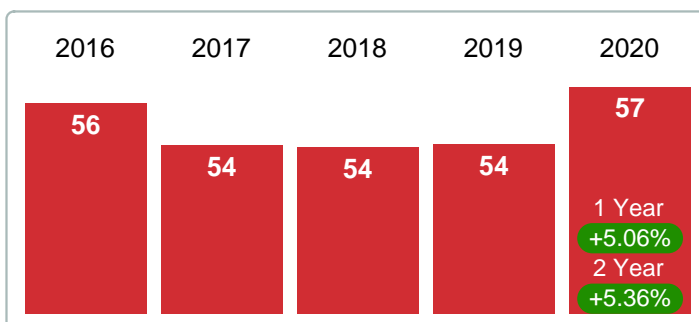
AVERAGE DAYS ON MARKET TO SALE

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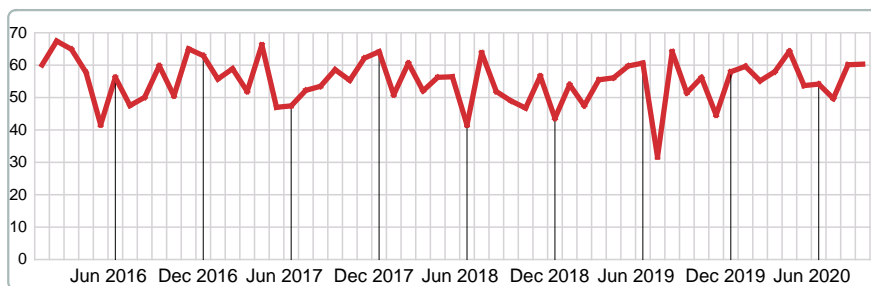
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

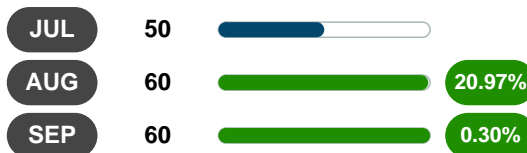


3 MONTHS

5 year SEP AVG = 56

High Feb 2016 67 Low Jul 2019 32

Average Days on Market to Sale this month at 60 above the 5 yr SEP average of 56



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-\$25,000	17	18.28%	68	68	0	0	0
\$25,001-\$75,000	9	9.68%	62	67	57	45	0
\$75,001-\$175,000	31	33.33%	51	51	52	4	0
\$175,001-\$200,000	12	12.90%	52	0	66	10	0
\$200,001-\$275,000	12	12.90%	46	126	46	8	7
\$275,001 and up	12	12.90%	95	139	137	35	143
Average Closed DOM	60			70	61	24	75
Total Closed Units	93	100%	60	35	45	11	2
Total Closed Volume	16,064,822			3.84M	8.29M	3.05M	873.50K



September 2020

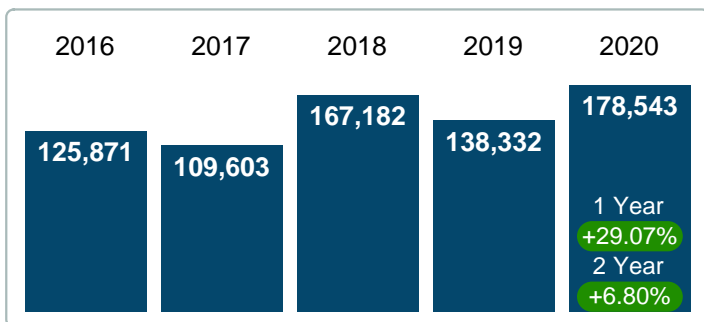
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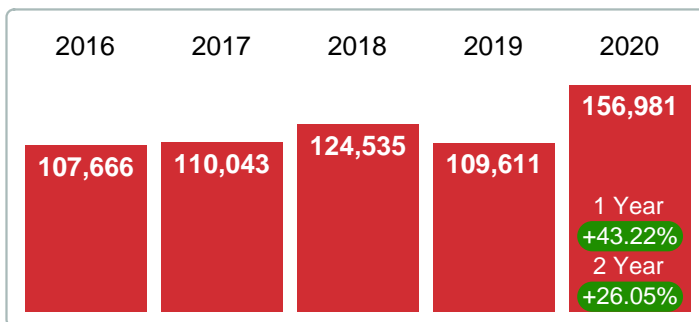
AVERAGE LIST PRICE AT CLOSING

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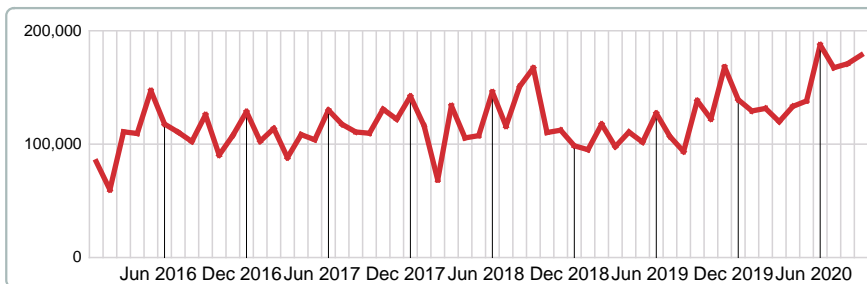
SEPTEMBER



YEAR TO DATE (YTD)

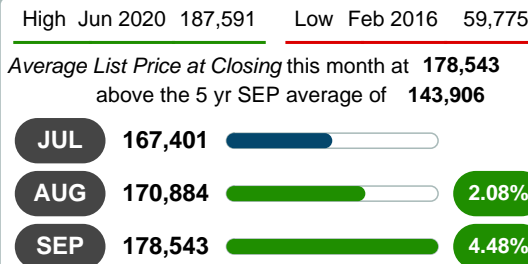


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143,906



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-\$25,000	14	15.05%	16,829	19,153	0	0	0
\$25,001-\$75,000	11	11.83%	46,523	53,958	51,500	79,900	0
\$75,001-\$175,000	33	35.48%	124,598	118,036	129,324	88,700	0
\$175,001-\$200,000	10	10.75%	191,330	0	187,833	197,200	0
\$200,001-\$275,000	12	12.90%	241,783	294,900	242,456	245,000	265,500
\$275,001 and up	13	13.98%	533,131	1,012,500	447,225	434,780	648,000
Average List Price			178,543	115,188	188,451	289,009	456,750
Total Closed Units		100%	178,543	35	45	11	2
Total Closed Volume			16,604,470	4.03M	8.48M	3.18M	913.50K



September 2020

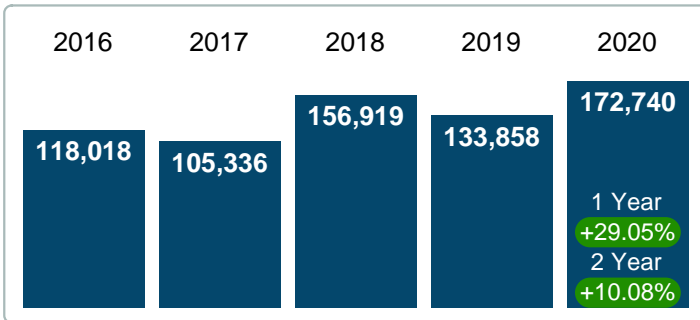
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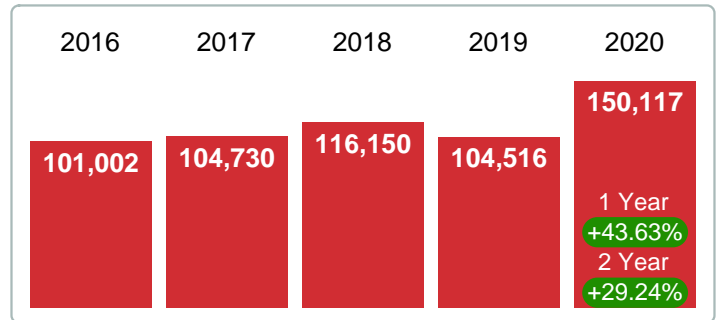
AVERAGE SOLD PRICE AT CLOSING

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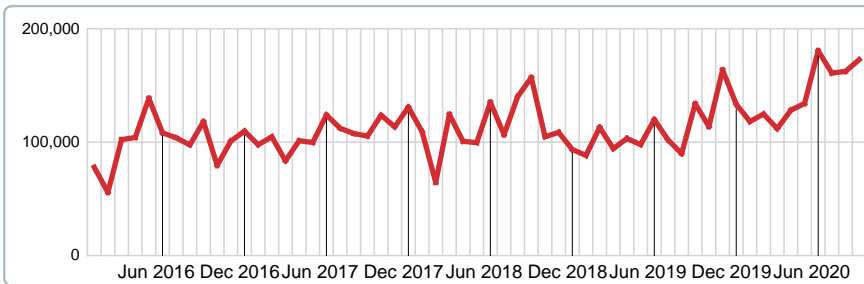
SEPTEMBER



YEAR TO DATE (YTD)

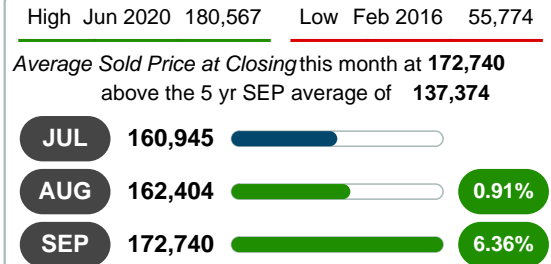


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 137,374



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-\$25,000	17	18.28%	17,045	17,045	0	0	0
\$25,001-\$75,000	9	9.68%	51,794	49,958	45,700	75,000	0
\$75,001-\$175,000	31	33.33%	121,548	110,989	127,481	92,000	0
\$175,001-\$200,000	12	12.90%	190,350	0	188,200	196,800	0
\$200,001-\$275,000	12	12.90%	238,324	266,382	233,333	235,000	258,500
\$275,001 and up	12	12.90%	533,069	994,713	432,475	412,500	615,000
Average Sold Price			172,740	109,835	184,271	277,718	436,750
Total Closed Units		100%	172,740	35	45	11	2
Total Closed Volume			16,064,822	3.84M	8.29M	3.05M	873.50K

September 2020



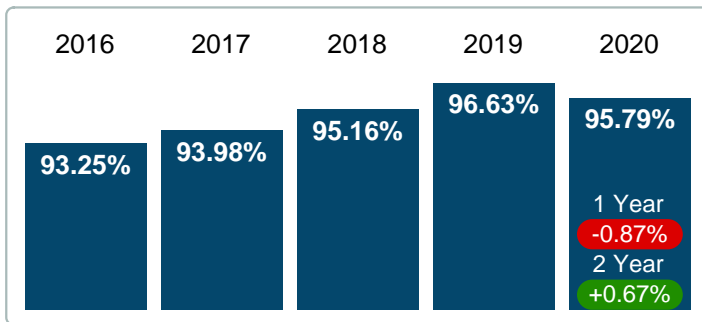
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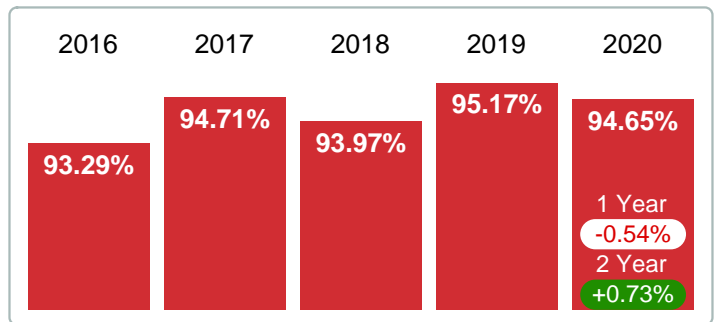
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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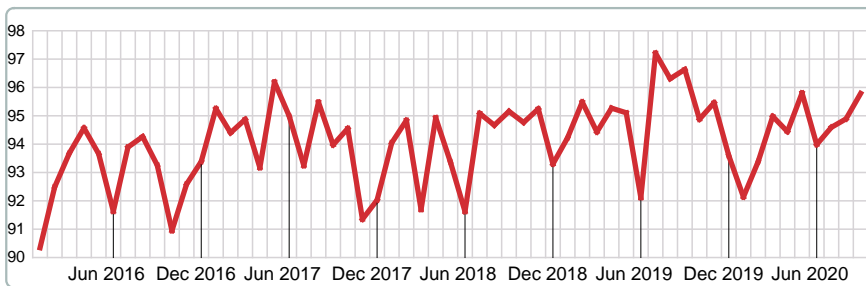
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

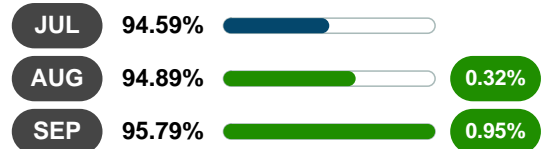


3 MONTHS

5 year SEP AVG = 94.96%

High Jul 2019 97.21% Low Jan 2016 90.35%

Average Sold/List Ratio this month at **95.79%**
above the 5 yr SEP average of **94.96%**



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-\$25,000	17	18.28%	90.71%	90.71%	0.00%	0.00%	0.00%
\$25,001-\$75,000	9	9.68%	92.92%	93.58%	90.48%	93.87%	0.00%
\$75,001-\$175,000	31	33.33%	97.55%	93.65%	98.93%	103.72%	0.00%
\$175,001-\$200,000	12	12.90%	100.29%	0.00%	100.41%	99.93%	0.00%
\$200,001-\$275,000	12	12.90%	95.87%	90.33%	96.32%	95.92%	97.36%
\$275,001 and up	12	12.90%	96.02%	93.35%	98.48%	95.33%	94.91%
Average Sold/List Ratio		95.80%		92.10%	98.29%	97.27%	96.14%
Total Closed Units		93	100%	35	45	11	2
Total Closed Volume		16,064,822		3.84M	8.29M	3.05M	873.50K



September 2020

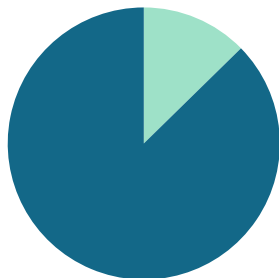
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

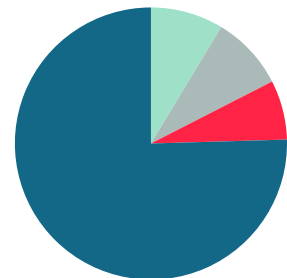


Inventory
 New Listings
135 = 12.66%
 Start Inventory
931
 Total Inventory Units
1,066
 Volume
\$159,065,788

Market Activity

Closed Sales
93 = 8.64%
 Pending Sales
95 = 8.83%
 Other Off Market
76 = 7.06%
 Active Inventory
812 = 75.46%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	48	93	93.75%	500	582	16.40%
Pending Sales	54	95	75.93%	464	686	47.84%
New Listings	183	135	-26.23%	1,800	1,721	-4.39%
Average List Price	138,332	178,543	29.07%	109,611	156,981	43.22%
Average Sale Price	133,858	172,740	29.05%	104,516	150,117	43.63%
Average Percent of Selling Price to List Price	96.63%	95.79%	-0.87%	95.17%	94.65%	-0.54%
Average Days on Market to Sale	51.44	60.30	17.23%	53.98	56.71	5.06%
Monthly Inventory	976	812	-16.80%	976	812	-16.80%
Months Supply of Inventory	16.80	12.92	-23.09%	16.80	12.92	-23.09%

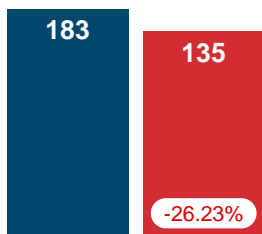
Absorption: Last 12 months, an Average of **63** Sales/Month

Inventory on September 30, 2020 = **812** 2019 2020

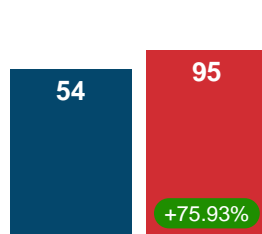
SEPTEMBER MARKET

AVERAGE PRICES

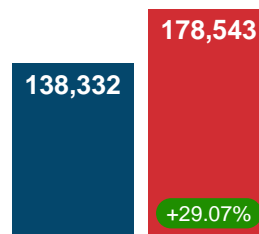
New Listings



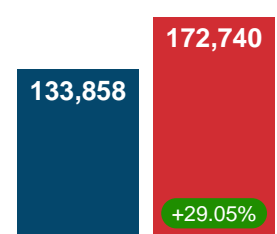
Pending Listings



List Price



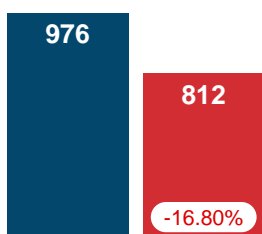
Sale Price



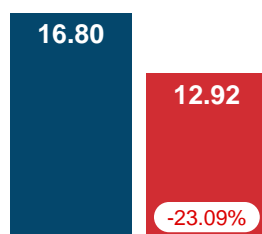
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

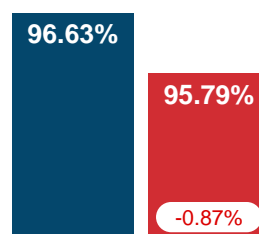
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

