

August 2021

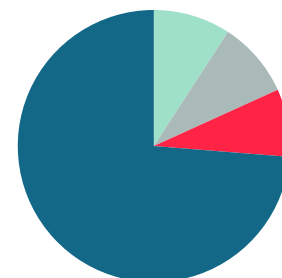
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	83	74	-10.84%
Pending Listings	97	73	-24.74%
New Listings	183	152	-16.94%
Average List Price	168,832	175,821	4.14%
Average Sale Price	160,454	169,799	5.82%
Average Percent of Selling Price to List Price	94.95%	95.84%	0.93%
Average Days on Market to Sale	59.60	31.45	-47.24%
End of Month Inventory	964	595	-38.28%
Months Supply of Inventory	15.65	7.18	-54.16%



■ Closed (9.17%)
■ Pending (9.05%)
■ Other OffMarket (8.05%)
■ Active (73.73%)

Absorption: Last 12 months, an Average of **83** Sales/Month
Active Inventory as of August 31, 2021 = **595**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **38.28%** to 595 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **7.18** 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 **5.82%** in August 2021 to \$169,799 versus the previous year at \$160,454.

Average Days on Market Shortens

The average number of **31.45** days that homes spent on the market before selling decreased by 28.16 days or **47.24%** in August 2021 compared to last year's same month at **59.60** DOM.

Sales Success for August 2021 is Positive

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

There were 152 New Listings in August 2021, down **16.94%** from last year at 183. Furthermore, there were 74 Closed Listings this month versus last year at 83, a **-10.84%** decrease.

Closed versus Listed trends yielded a **48.7%** ratio, up from previous year's, August 2020, at **45.4%**, a **7.34%** 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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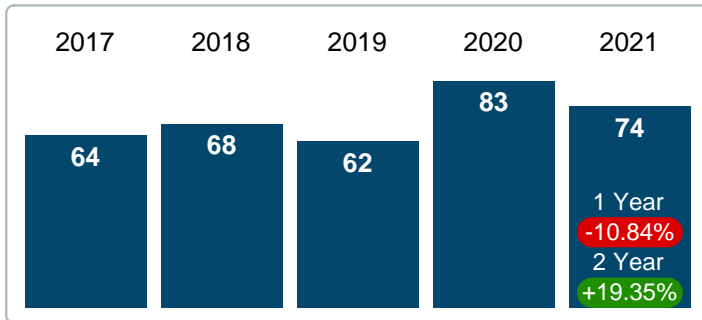
Area Delimited by County Of Cherokee



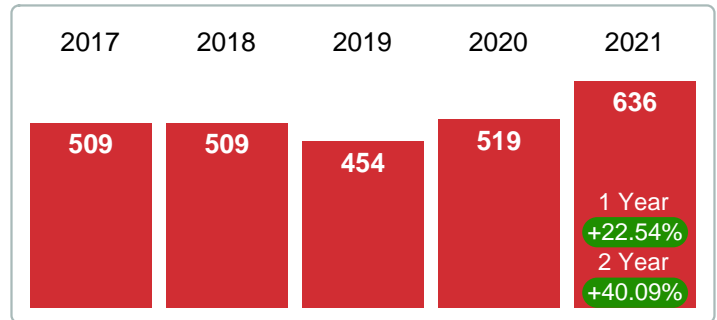
CLOSED LISTINGS

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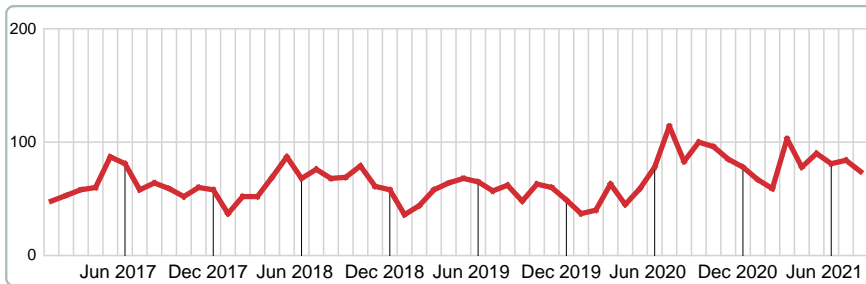
AUGUST



YEAR TO DATE (YTD)

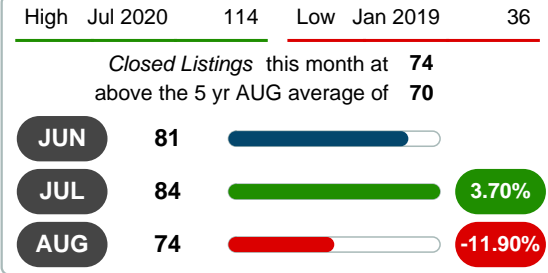


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 70



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-\$50,000	14	18.92%	67.8	13	1	0	0
\$50,001-\$100,000	7	9.46%	65.4	6	1	0	0
\$100,001-\$175,000	24	32.43%	14.7	7	15	1	1
\$175,001-\$225,000	10	13.51%	16.3	2	7	1	0
\$225,001-\$325,000	11	14.86%	23.3	4	4	2	1
\$325,001 and up	8	10.81%	18.5	1	6	1	0
Total Closed Units	74			33	34	5	2
Total Closed Volume	12,565,105	100%	31.4	3.45M	7.45M	1.22M	436.75K
Average Closed Price	\$169,799			\$104,667	\$219,166	\$244,540	\$218,375

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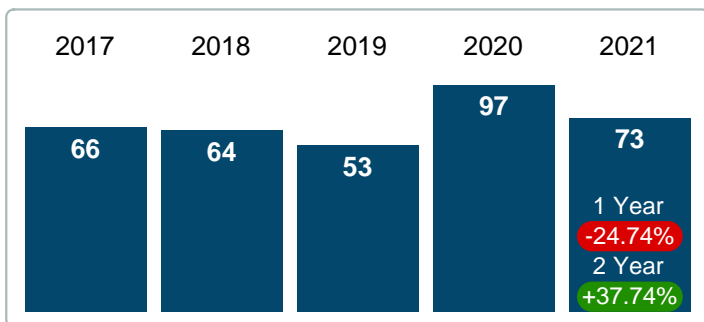
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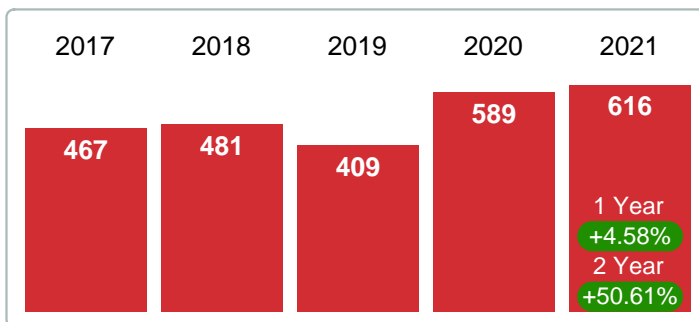
PENDING LISTINGS

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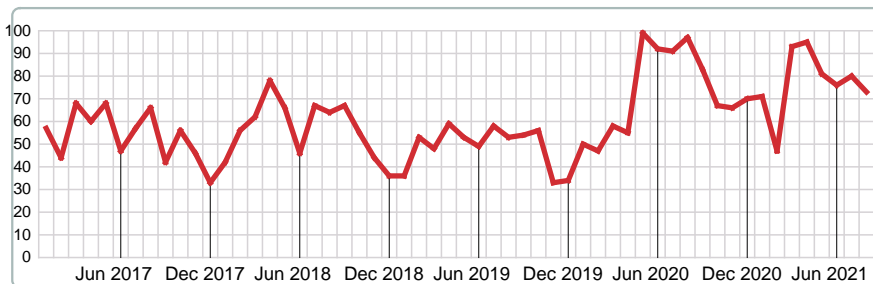
AUGUST



YEAR TO DATE (YTD)

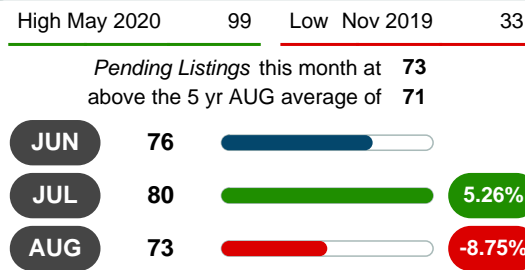


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	8.22%	26.3	6	0	0	0
\$30,001 - \$70,000	9	12.33%	68.6	7	1	1	0
\$70,001 - \$110,000	10	13.70%	45.7	6	4	0	0
\$110,001 - \$190,000	21	28.77%	36.4	2	16	3	0
\$190,001 - \$240,000	9	12.33%	32.3	1	7	1	0
\$240,001 - \$470,000	9	12.33%	43.9	2	5	1	1
\$470,001 and up	9	12.33%	34.1	1	4	3	1
Total Pending Units	73			25	37	9	2
Total Pending Volume	15,151,812	100%	14.1	2.87M	7.83M	3.18M	1.27M
Average Listing Price	\$139,500			\$114,645	\$211,616	\$353,767	\$636,000

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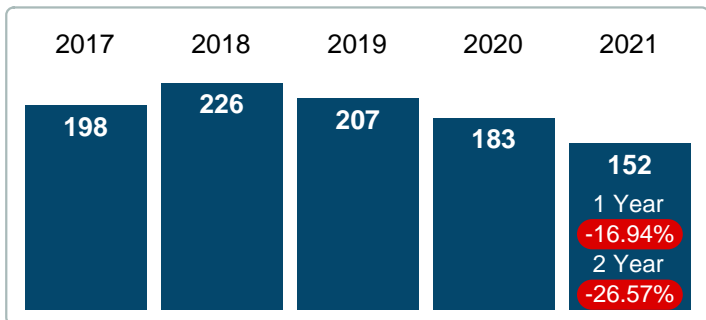
Area Delimited by County Of Cherokee



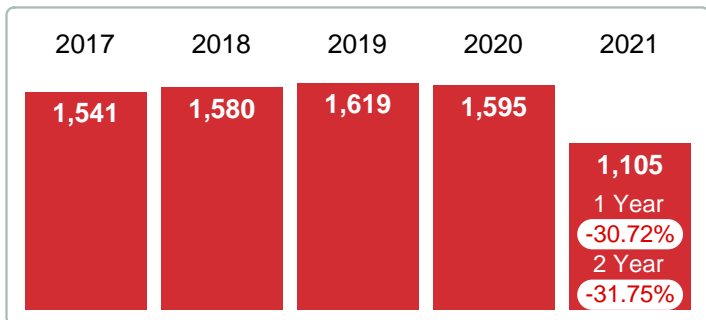
NEW LISTINGS

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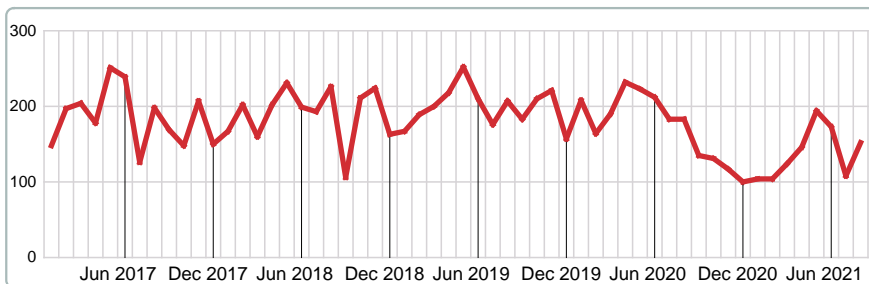
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 193

High May 2019 252 Low Dec 2020 100

New Listings this month at 152
 below the 5 yr AUG average of 193



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	6.58%	9	1	0	0
\$20,001 - \$40,000	24	15.79%	24	0	0	0
\$40,001 - \$60,000	16	10.53%	14	2	0	0
\$60,001 - \$140,000	44	28.95%	35	7	2	0
\$140,001 - \$210,000	23	15.13%	6	14	3	0
\$210,001 - \$340,000	20	13.16%	5	10	5	0
\$340,001 and up	15	9.87%	7	2	4	2
Total New Listed Units	152		100	36	14	2
Total New Listed Volume	25,462,748	100%	12.98M	7.03M	3.87M	1.58M
Average New Listed Listing Price	\$103,786		\$129,810	\$195,322	\$276,586	\$788,950

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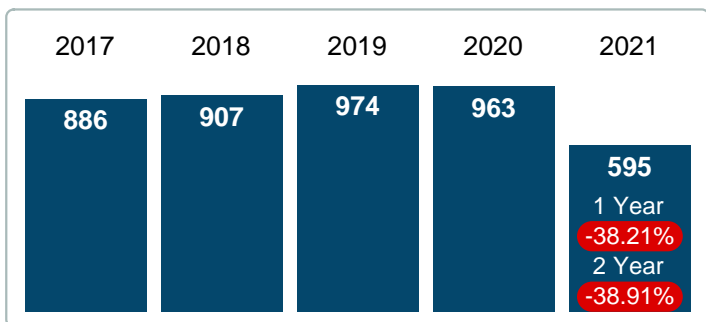
Area Delimited by County Of Cherokee



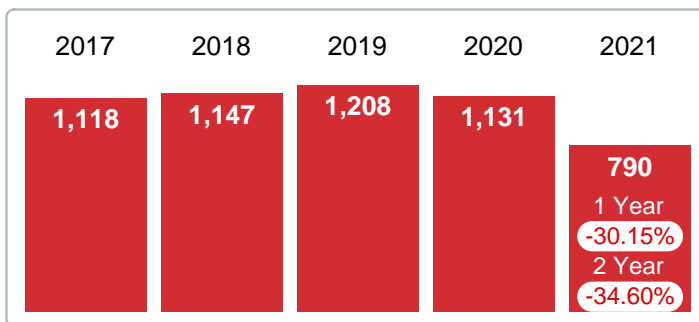
ACTIVE INVENTORY

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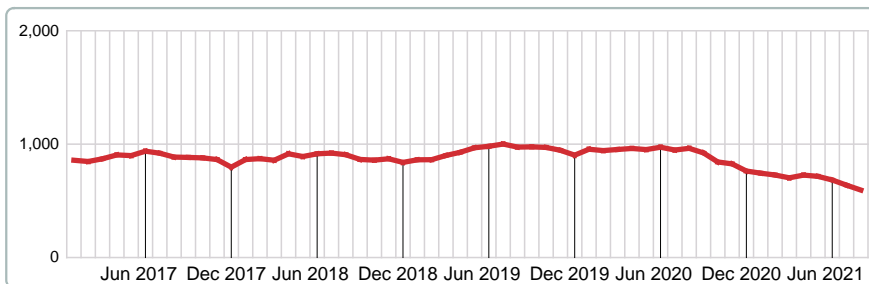
END OF AUGUST



ACTIVE DURING AUGUST

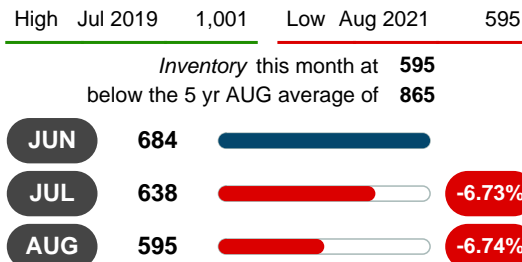


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 865



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-\$25,000	141	23.70%	143.3	140	1	0	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$75,000	213	35.80%	144.1	211	2	0	0
\$75,001-\$175,000	101	16.97%	64.1	74	19	8	0
\$175,001-\$375,000	76	12.77%	90.1	38	26	8	4
\$375,001 and up	64	10.76%	107.5	39	9	11	5
Total Active Inventory by Units			595	502	57	27	9
Total Active Inventory by Volume			101,910,842	68.15M	18.60M	8.92M	6.24M
Average Active Inventory Listing Price			\$171,279	\$135,755	\$326,346	\$330,204	\$693,867

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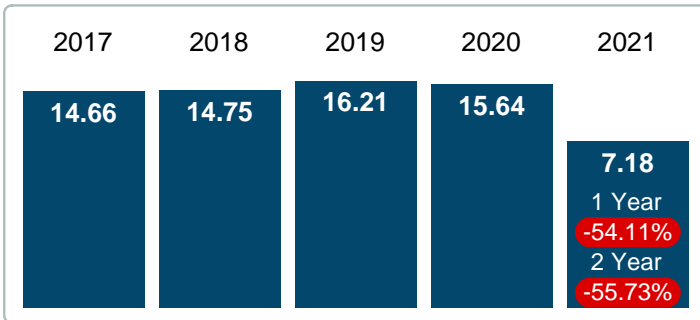
Area Delimited by County Of Cherokee



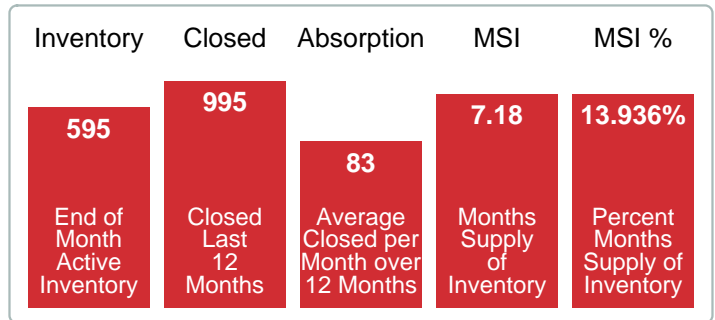
MONTHS SUPPLY of INVENTORY (MSI)

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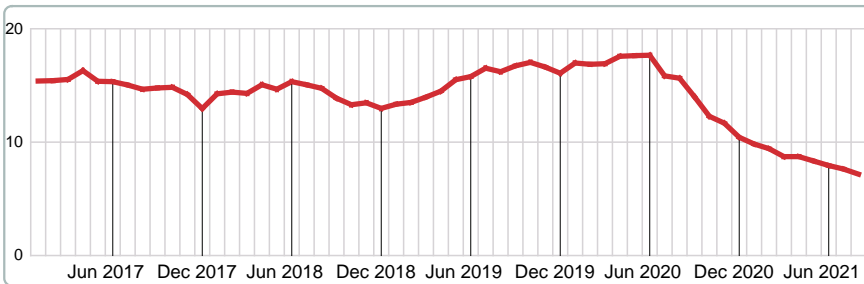
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

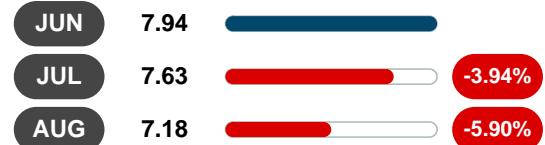


3 MONTHS

5 year AUG AVG = 13.69

High Jun 2020 17.66 Low Aug 2021 7.18

Months Supply this month at 7.18 below the 5 yr AUG average of 13.69



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	13	2.18%	1.46	1.73	0.75	0.00	0.00
\$10,001 - \$20,000	82	13.78%	12.95	12.95	0.00	0.00	0.00
\$20,001 - \$40,000	122	20.50%	18.30	19.01	0.00	0.00	0.00
\$40,001 - \$80,000	147	24.71%	16.96	22.00	1.50	6.00	0.00
\$80,001 - \$180,000	96	16.13%	3.57	8.48	1.23	2.55	0.00
\$180,001 - \$390,000	73	12.27%	3.60	11.66	2.12	2.12	4.80
\$390,001 and up	62	10.42%	12.00	33.43	4.00	6.67	10.00
Market Supply of Inventory (MSI)			7.18	13.04	1.71	2.89	5.14
Total Active Inventory by Units		100%	7.18	502	57	27	9

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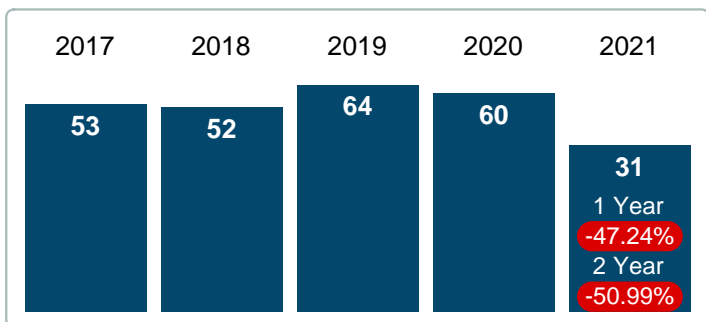
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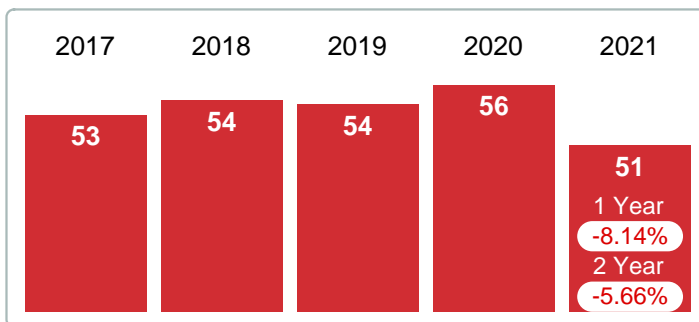
AVERAGE DAYS ON MARKET TO SALE

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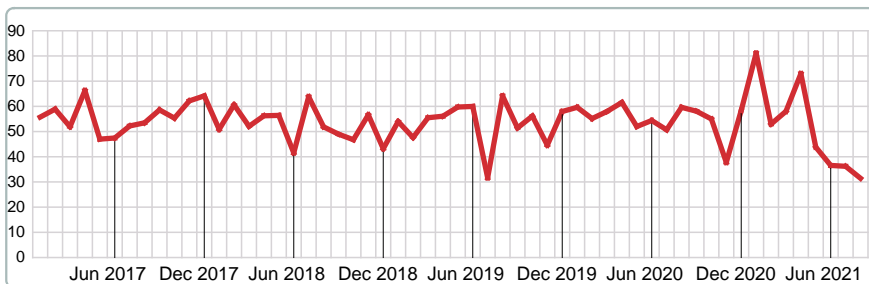
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 52

High Jan 2021 81 Low Aug 2021 31

Average Days on Market to Sale this month at 31 below the 5 yr AUG 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-\$50,000	14	18.92%	68	73	1	0	0
\$50,001-\$100,000	7	9.46%	65	74	16	0	0
\$100,001-\$175,000	24	32.43%	15	16	10	35	52
\$175,001-\$225,000	10	13.51%	16	37	12	6	0
\$225,001-\$325,000	11	14.86%	23	10	31	37	22
\$325,001 and up	8	10.81%	19	11	18	28	0
Average Closed DOM	31			49	14	29	37
Total Closed Units	74	100%	31	33	34	5	2
Total Closed Volume	12,565,105			3.45M	7.45M	1.22M	436.75K

August 2021



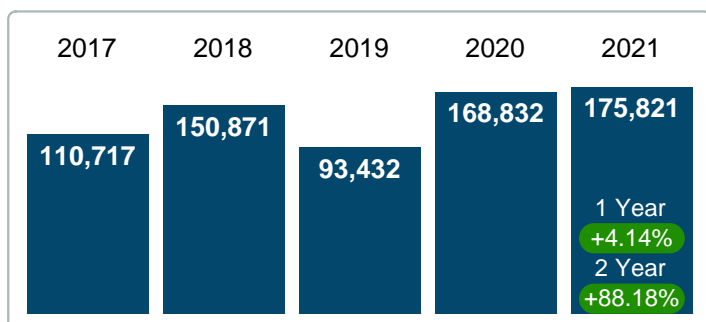
Area Delimited by County Of Cherokee



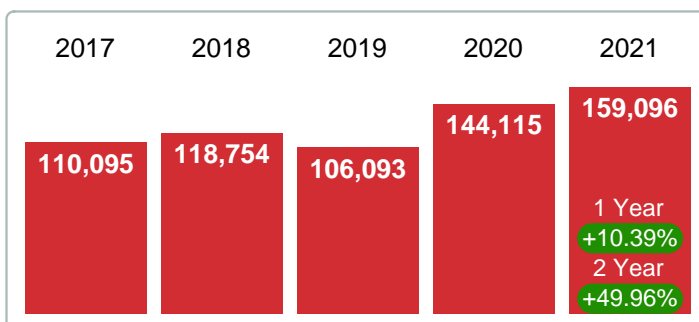
AVERAGE LIST PRICE AT CLOSING

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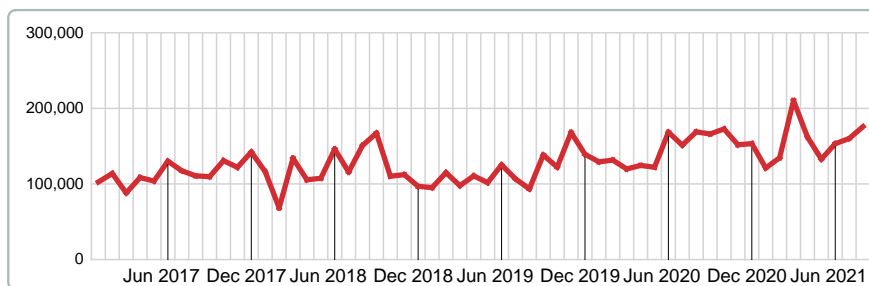
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 139,935

High Mar 2021 210,276 Low Feb 2018 68,491

Average List Price at Closing this month at **175,821**
above the 5 yr AUG average of **139,935**

- JUN 153,250
- JUL 160,107 (+4.47%)
- AUG 175,821 (+9.81%)

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-\$50,000	14	18.92%	23,276	21,413	47,500	0	0
\$50,001-\$100,000	7	9.46%	70,606	69,873	75,000	0	0
\$100,001-\$175,000	24	32.43%	136,854	134,771	137,087	134,900	149,900
\$175,001-\$225,000	10	13.51%	193,620	189,450	195,343	189,900	0
\$225,001-\$325,000	9	12.16%	271,994	302,250	272,763	246,450	334,000
\$325,001 and up	10	13.51%	452,200	395,000	503,833	425,000	0
Average List Price			175,821	109,815	225,301	248,540	241,950
Total Closed Units		100%	175,821	33	34	5	2
Total Closed Volume			13,010,755	3.62M	7.66M	1.24M	483.90K

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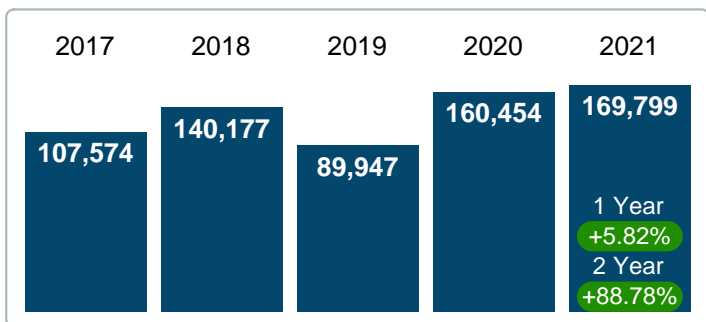
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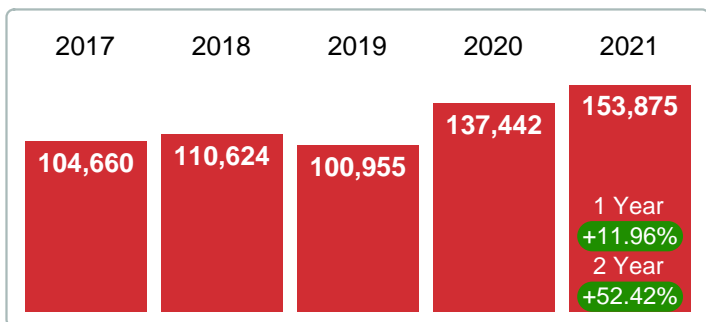
AVERAGE SOLD PRICE AT CLOSING

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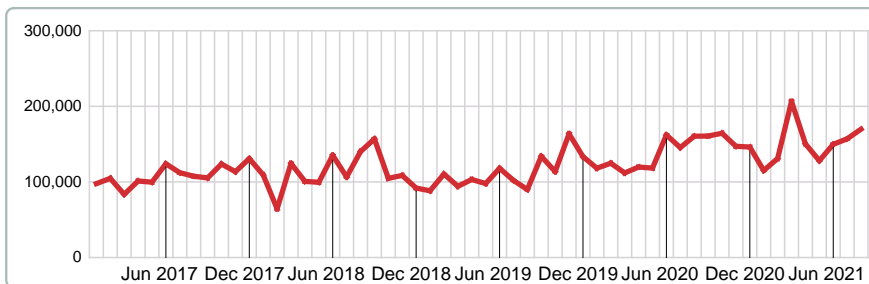
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

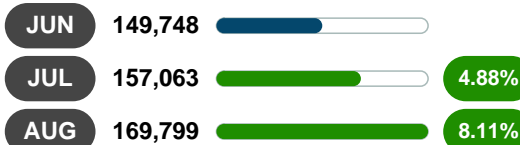


3 MONTHS

5 year AUG AVG = 133,590

High Mar 2021 206,509 Low Feb 2018 64,536

Average Sold Price at Closing this month at **169,799**
above the 5 yr AUG average of **133,590**



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-\$50,000	14	18.92%	22,119	20,167	47,500	0	0
\$50,001-\$100,000	7	9.46%	64,549	66,307	54,000	0	0
\$100,001-\$175,000	24	32.43%	135,840	133,214	136,733	134,900	141,750
\$175,001-\$225,000	10	13.51%	188,800	181,000	190,871	189,900	0
\$225,001-\$325,000	11	14.86%	267,586	288,625	251,513	243,950	295,000
\$325,001 and up	8	10.81%	464,000	345,000	492,833	410,000	0
Average Sold Price			169,799	104,667	219,166	244,540	218,375
Total Closed Units		100%	74	33	34	5	2
Total Closed Volume			12,565,105	3.45M	7.45M	1.22M	436.75K

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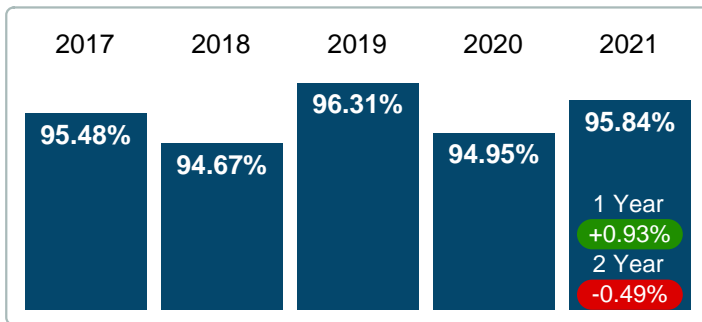
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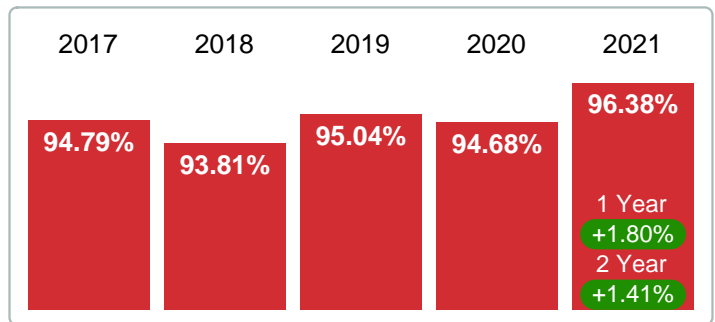
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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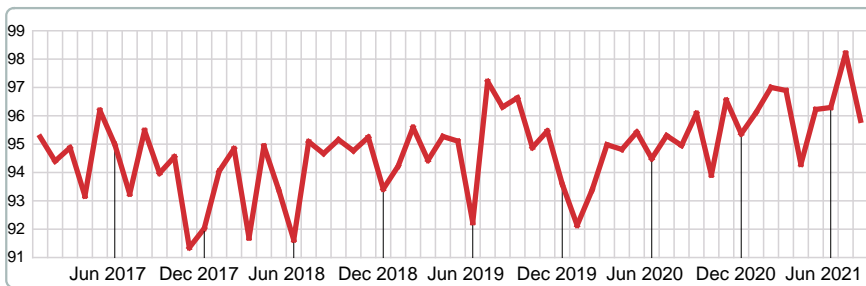
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

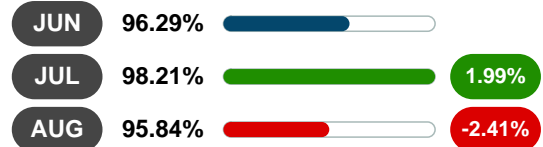


3 MONTHS

5 year AUG AVG = 95.45%

High Jul 2021 98.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **95.84%** above the 5 yr AUG average of **95.45%**



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-\$50,000	14	18.92%	91.26%	90.58%	100.00%	0.00%	0.00%
\$50,001-\$100,000	7	9.46%	91.79%	95.09%	72.00%	0.00%	0.00%
\$100,001-\$175,000	24	32.43%	99.18%	98.97%	99.53%	100.00%	94.56%
\$175,001-\$225,000	10	13.51%	97.57%	95.53%	97.81%	100.00%	0.00%
\$225,001-\$325,000	11	14.86%	94.78%	95.48%	93.59%	98.98%	88.32%
\$325,001 and up	8	10.81%	96.68%	87.34%	98.27%	96.47%	0.00%
Average Sold/List Ratio		95.80%		93.98%	97.46%	98.89%	91.44%
Total Closed Units		74	100%	33	34	5	2
Total Closed Volume		12,565,105		3.45M	7.45M	1.22M	436.75K

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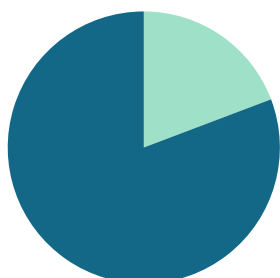
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

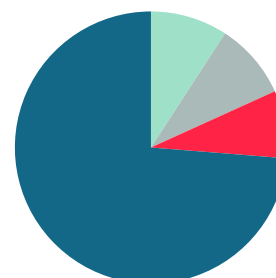


Inventory
 New Listings
152 = 19.24%
 Start Inventory
638
 Total Inventory Units
790
 Volume
\$135,443,878

Market Activity

Closed Sales
74 = 9.17%
 Pending Sales
73 = 9.05%
 Other Off Market
65 = 8.05%
 Active Inventory
595 = 73.73%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	83	74	-10.84%	519	636	22.54%
Pending Sales	97	73	-24.74%	589	616	4.58%
New Listings	183	152	-16.94%	1,595	1,105	-30.72%
Average List Price	168,832	175,821	4.14%	144,115	159,096	10.39%
Average Sale Price	160,454	169,799	5.82%	137,442	153,875	11.96%
Average Percent of Selling Price to List Price	94.95%	95.84%	0.93%	94.68%	96.38%	1.80%
Average Days on Market to Sale	59.60	31.45	-47.24%	55.63	51.10	-8.14%
Monthly Inventory	964	595	-38.28%	964	595	-38.28%
Months Supply of Inventory	15.65	7.18	-54.16%	15.65	7.18	-54.16%

Absorption: Last 12 months, an Average of **83** Sales/Month

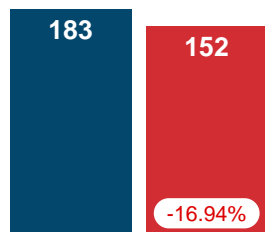
Inventory on August 31, 2021 = **595**

2020 **2021**

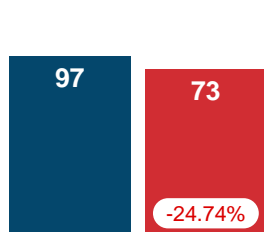
AUGUST MARKET

AVERAGE PRICES

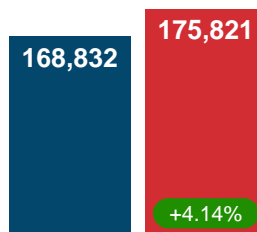
New Listings



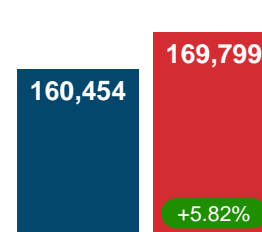
Pending Listings



List Price



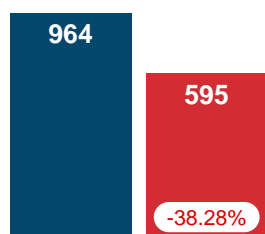
Sale Price



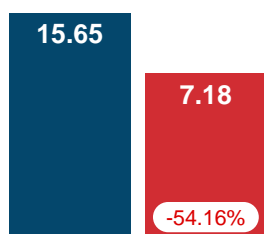
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

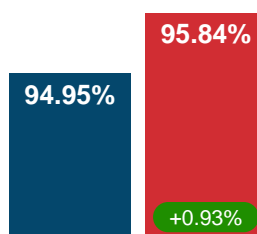
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

