

August 2021



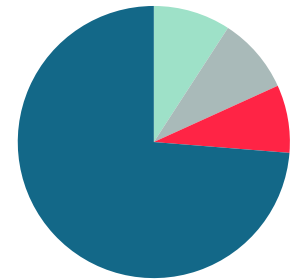
Area Delimited by County Of Cherokee



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%
Median List Price	142,500	149,900	5.19%
Median Sale Price	130,000	148,750	14.42%
Median Percent of Selling Price to List Price	96.84%	100.00%	3.26%
Median Days on Market to Sale	41.00	14.00	-65.85%
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.

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 **14.42%** in August 2021 to \$148,750 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 27.00 days or **65.85%** in August 2021 compared to last year's same month at **41.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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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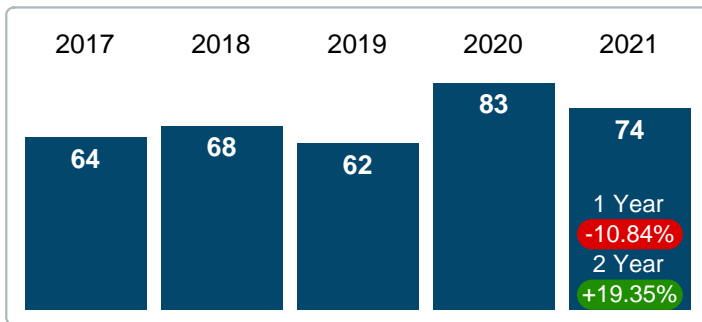
Area Delimited by County Of Cherokee



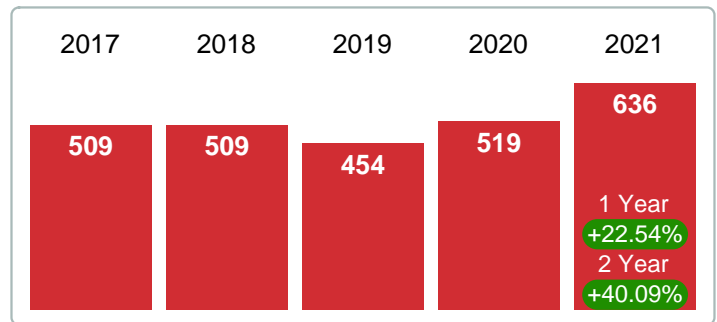
CLOSED LISTINGS

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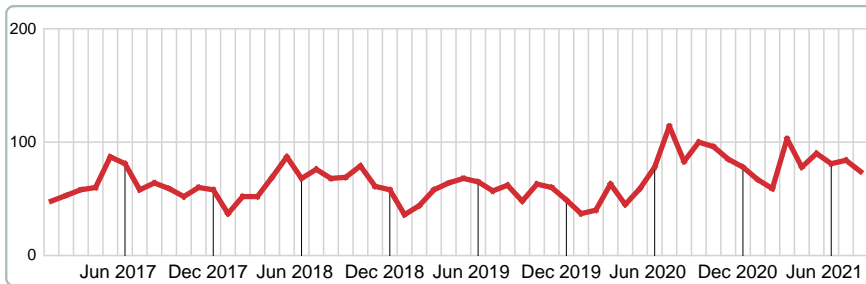
AUGUST



YEAR TO DATE (YTD)

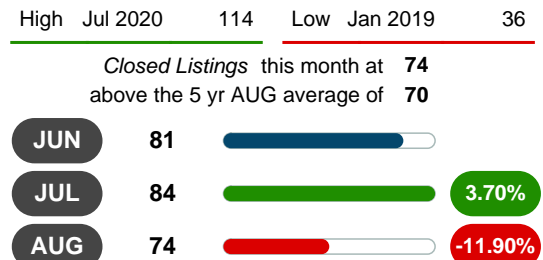


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	10.81%	94.5	8	0	0	0
\$20,001 - \$50,000	6	8.11%	7.0	5	1	0	0
\$50,001 - \$110,000	10	13.51%	14.5	8	2	0	0
\$110,001 - \$170,000	20	27.03%	14.5	5	13	1	1
\$170,001 - \$240,000	13	17.57%	6.0	2	9	2	0
\$240,001 - \$340,000	9	12.16%	22.0	4	3	1	1
\$340,001 and up	8	10.81%	13.0	1	6	1	0
Total Closed Units	74			33	34	5	2
Total Closed Volume	12,565,105	100%	14.0	3.45M	7.45M	1.22M	436.75K
Median Closed Price	\$148,750			\$63,000	\$177,300	\$240,000	\$218,375

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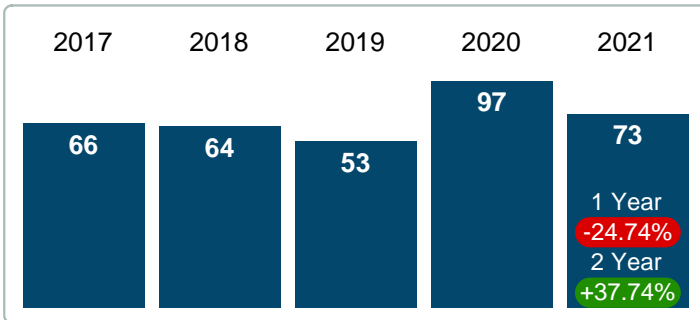
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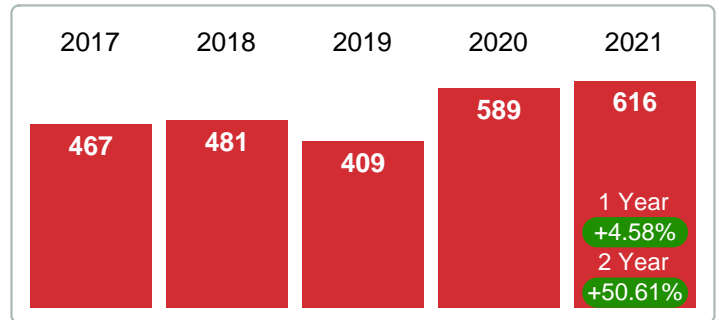
PENDING LISTINGS

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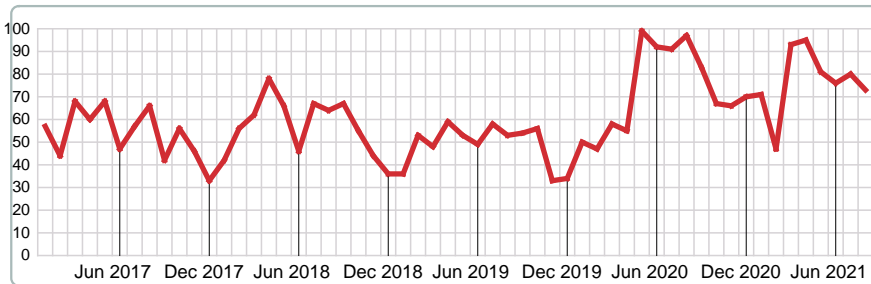
AUGUST



YEAR TO DATE (YTD)

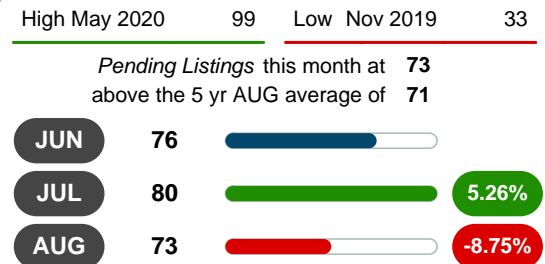


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	6.85%	22.0	5	0	0	0
\$25,001 - \$75,000	11	15.07%	15.0	9	1	1	0
\$75,001 - \$100,000	6	8.22%	15.5	4	2	0	0
\$100,001 - \$175,000	20	27.40%	13.5	3	14	3	0
\$175,001 - \$225,000	11	15.07%	10.0	1	10	0	0
\$225,001 - \$475,000	12	16.44%	18.0	2	7	2	1
\$475,001 and up	8	10.96%	15.0	1	3	3	1
Total Pending Units	73			25	37	9	2
Total Pending Volume	15,151,812	100%	14.0	2.87M	7.83M	3.18M	1.27M
Median Listing Price	\$159,000			\$57,000	\$179,900	\$229,900	\$636,000

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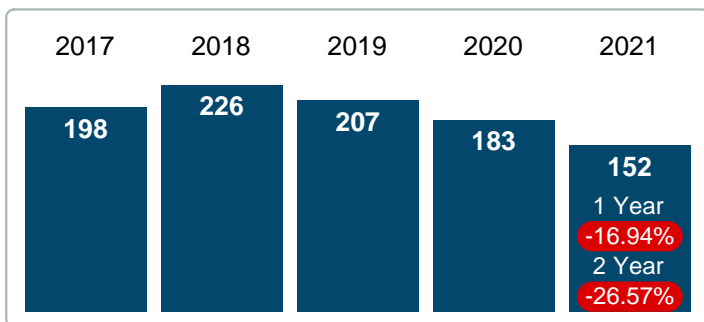
Area Delimited by County Of Cherokee



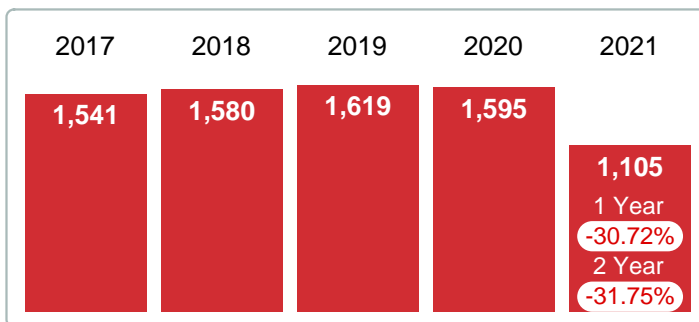
NEW LISTINGS

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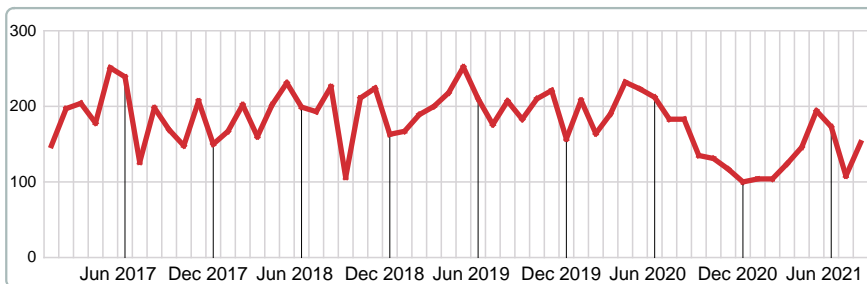
AUGUST



YEAR TO DATE (YTD)

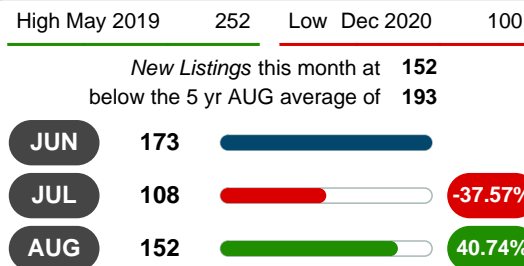


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 193



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
Median New Listed Listing Price	\$89,900		\$69,900	\$179,700	\$227,450	\$788,950

August 2021



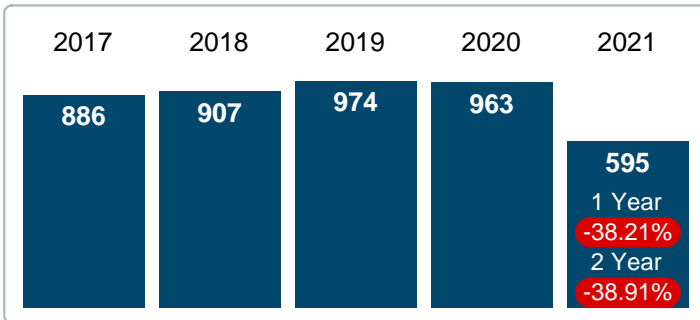
Area Delimited by County Of Cherokee



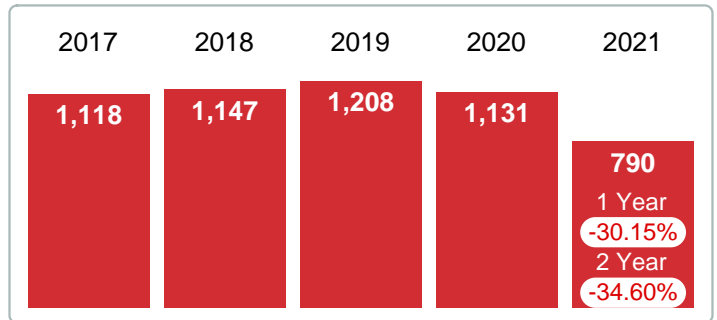
ACTIVE INVENTORY

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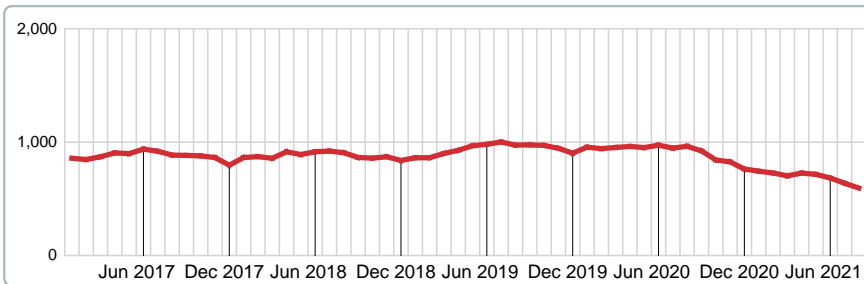
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

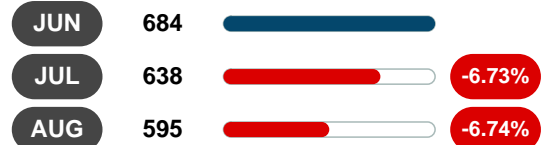


3 MONTHS

5 year AUG AVG = 865

High Jul 2019 1,001 Low Aug 2021 595

Inventory this month at 595
below the 5 yr AUG average of 865



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	13	2.18%	99.0	12	1	0	0
\$10,001 - \$20,000	82	13.78%	139.0	82	0	0	0
\$20,001 - \$40,000	122	20.50%	104.0	122	0	0	0
\$40,001 - \$80,000	147	24.71%	117.0	143	3	1	0
\$80,001 - \$180,000	96	16.13%	55.5	70	19	7	0
\$180,001 - \$390,000	73	12.27%	66.0	34	26	9	4
\$390,001 and up	62	10.42%	104.0	39	8	10	5
Total Active Inventory by Units	595			502	57	27	9
Total Active Inventory by Volume	101,910,842	100%	103.0	68.15M	18.60M	8.92M	6.24M
Median Active Inventory Listing Price	\$59,900			\$49,950	\$199,800	\$279,000	\$590,000

August 2021



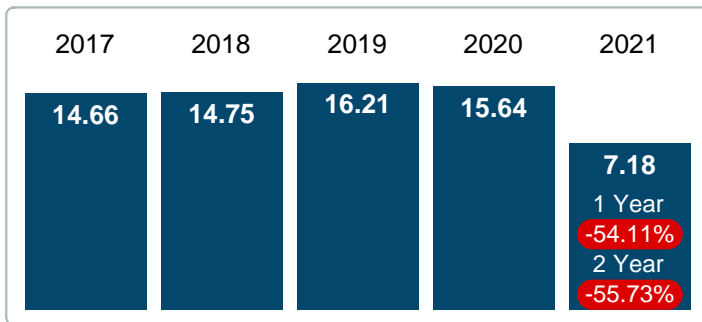
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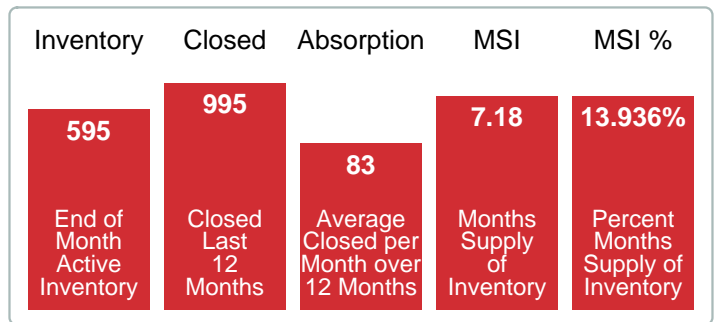
MONTHS SUPPLY of INVENTORY (MSI)

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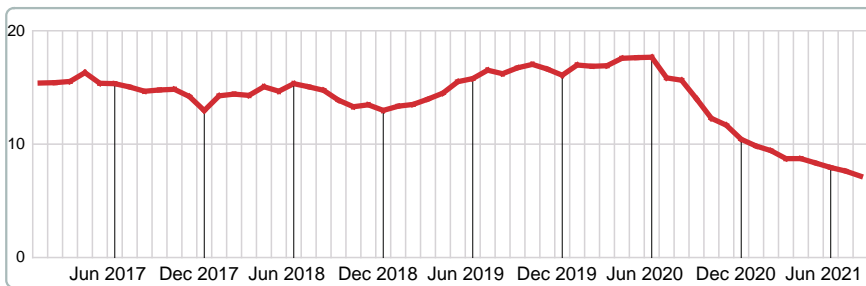
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

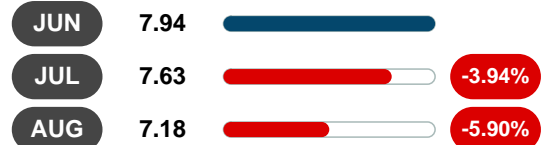


3 MONTHS

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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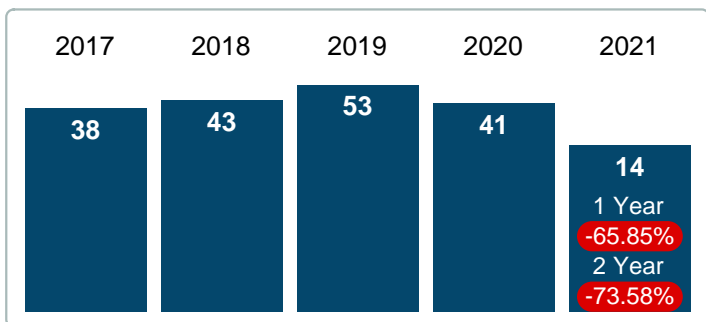
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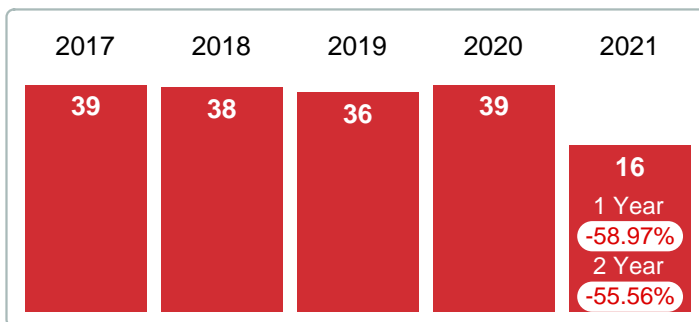
MEDIAN DAYS ON MARKET TO SALE

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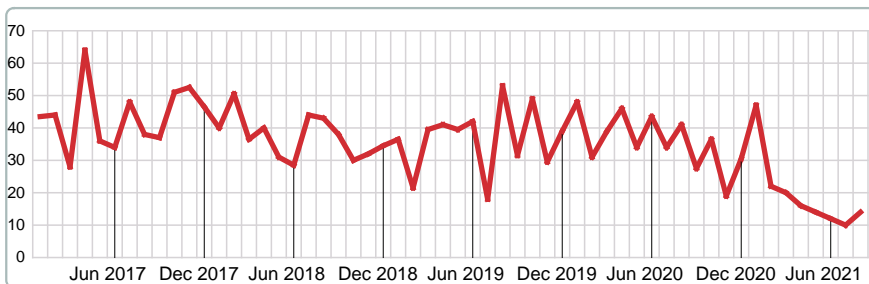
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38

High Apr 2017 64 Low Jul 2021 10

Median Days on Market to Sale this month at 14 below the 5 yr AUG average of 38



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	10.81%	95	95	0	0	0
\$20,001 - \$50,000	6	8.11%	7	9	1	0	0
\$50,001 - \$110,000	10	13.51%	15	17	9	0	0
\$110,001 - \$170,000	20	27.03%	15	21	11	35	52
\$170,001 - \$240,000	13	17.57%	6	37	3	14	0
\$240,001 - \$340,000	9	12.16%	22	6	41	52	22
\$340,001 and up	8	10.81%	13	11	10	28	0
Median Closed DOM	14			14	6	28	37
Total Closed Units	74	100%	14.0	33	34	5	2
Total Closed Volume	12,565,105			3.45M	7.45M	1.22M	436.75K

August 2021



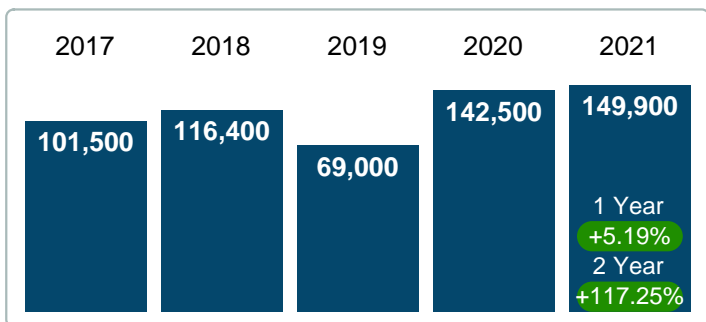
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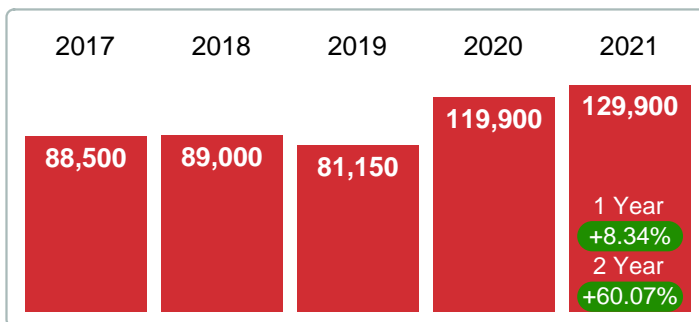
MEDIAN LIST PRICE AT CLOSING

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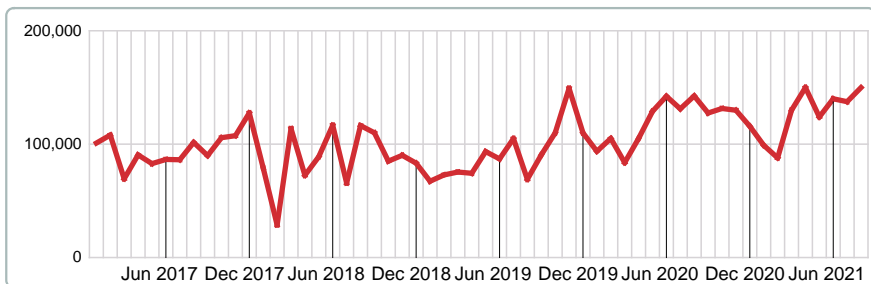
AUGUST



YEAR TO DATE (YTD)

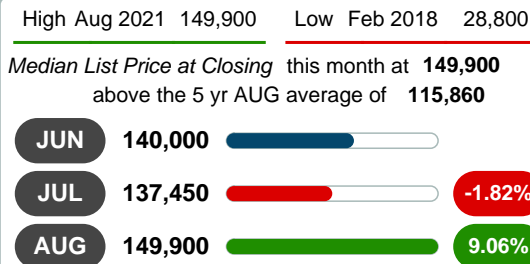


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 115,860



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	10.81%	15,925	15,925	0	0	0
\$20,001 - \$50,000	8.11%	38,700	34,900	47,500	0	0
\$50,001 - \$110,000	13.51%	77,450	74,900	89,500	0	0
\$110,001 - \$170,000	28.38%	139,900	149,900	134,900	134,900	149,900
\$170,001 - \$240,000	14.86%	189,900	189,450	197,450	189,900	0
\$240,001 - \$340,000	12.16%	265,000	309,500	254,950	246,450	334,000
\$340,001 and up	12.16%	425,000	395,000	495,000	425,000	0
Median List Price		149,900	69,900	172,400	245,000	241,950
Total Closed Units	100%	149,900	33	34	5	2
Total Closed Volume		13,010,755	3.62M	7.66M	1.24M	483.90K

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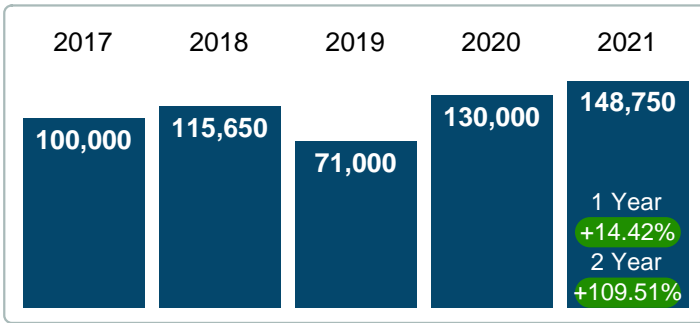
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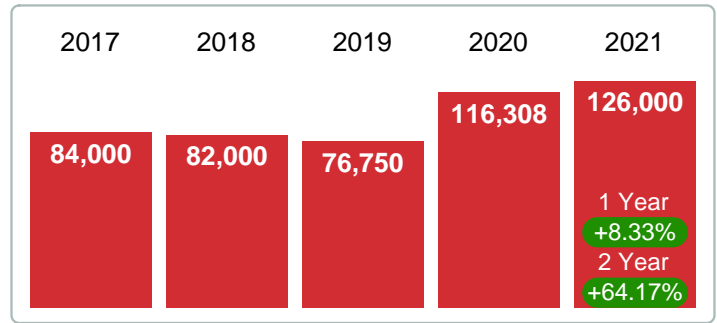
MEDIAN SOLD PRICE AT CLOSING

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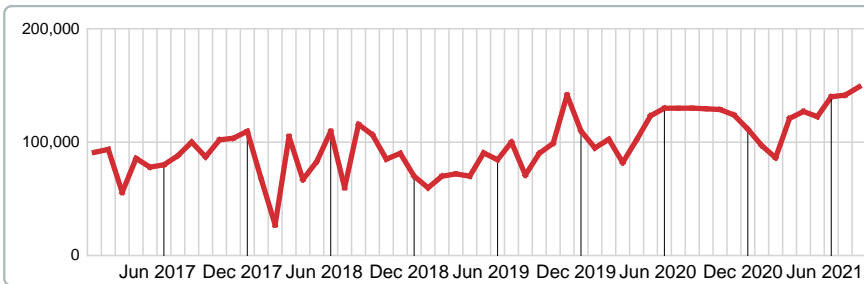
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

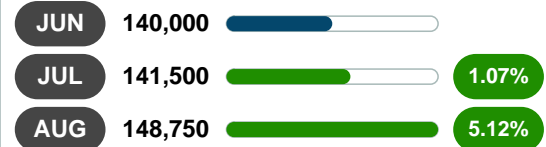


3 MONTHS

5 year AUG AVG = 113,080

High Aug 2021 148,750 Low Feb 2018 27,000

Median Sold Price at Closing this month at **148,750**
above the 5 yr AUG average of **113,080**



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	10.81%	13,750	13,750	0	0	0
\$20,001 - \$50,000	8.11%	38,500	35,000	47,500	0	0
\$50,001 - \$110,000	13.51%	66,200	66,200	79,000	0	0
\$110,001 - \$170,000	27.03%	134,950	152,500	125,500	134,900	141,750
\$170,001 - \$240,000	17.57%	189,000	181,000	189,000	214,950	0
\$240,001 - \$340,000	12.16%	270,000	290,500	259,900	247,900	295,000
\$340,001 and up	10.81%	452,500	345,000	482,000	410,000	0
Median Sold Price		148,750	63,000	177,300	240,000	218,375
Total Closed Units		74	33	34	5	2
Total Closed Volume		12,565,105	3.45M	7.45M	1.22M	436.75K

August 2021



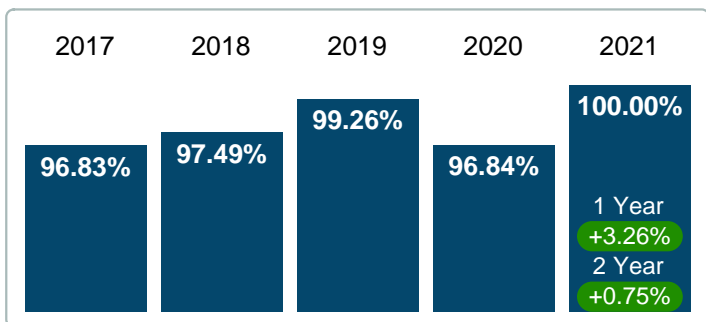
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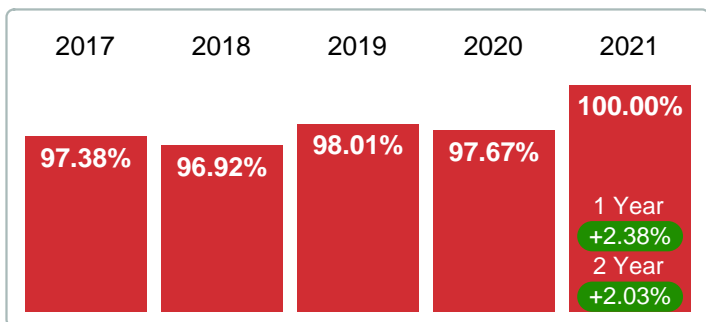
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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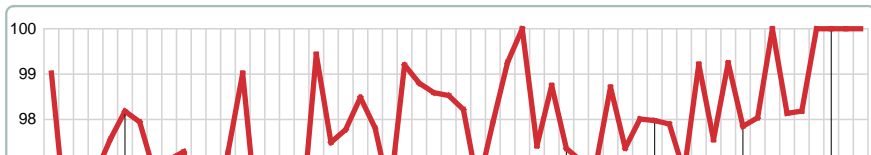
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.08%

High Aug 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **98.08%**

JUN 100.00%
JUL 100.00%
AUG 100.00%

0.00%
0.00%

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	10.81%	83.57%	83.57%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	6	8.11%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 - \$110,000	10	13.51%	98.83%	98.83%	86.00%	0.00%	0.00%
\$110,001 - \$170,000	20	27.03%	100.00%	100.06%	100.00%	100.00%	94.56%
\$170,001 - \$240,000	13	17.57%	97.96%	95.53%	100.00%	98.98%	0.00%
\$240,001 - \$340,000	9	12.16%	95.66%	94.65%	100.00%	100.00%	88.32%
\$340,001 and up	8	10.81%	98.24%	87.34%	100.00%	96.47%	0.00%
Median Sold/List Ratio		100.00%		95.66%	100.00%	100.00%	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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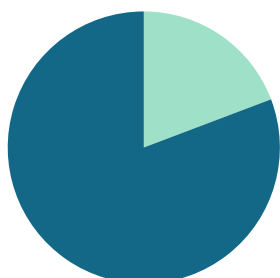
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

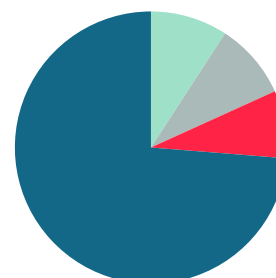


Inventory
 New Listings
152 = 19.24%
 Start Inventory
638
 Total Inventory Units
790
 Volume
\$135,443,878

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%
Median List Price	142,500	149,900	5.19%	119,900	129,900	8.34%
Median Sale Price	130,000	148,750	14.42%	116,308	126,000	8.33%
Median Percent of Selling Price to List Price	96.84%	100.00%	3.26%	97.67%	100.00%	2.38%
Median Days on Market to Sale	41.00	14.00	-65.85%	39.00	16.00	-58.97%
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

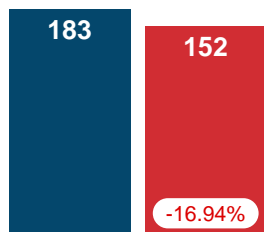
Inventory on August 31, 2021 = **595**

2020 **2021**

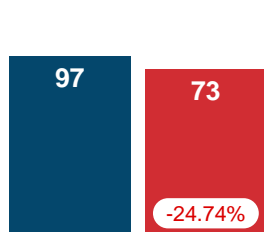
AUGUST MARKET

MEDIAN PRICES

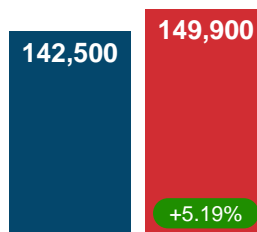
New Listings



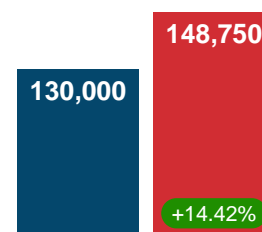
Pending Listings



List Price



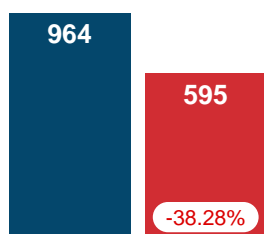
Sale Price



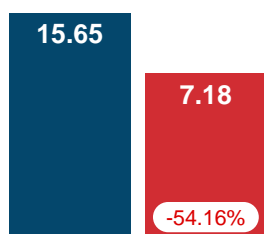
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

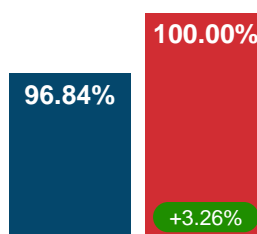
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

