



December 2021

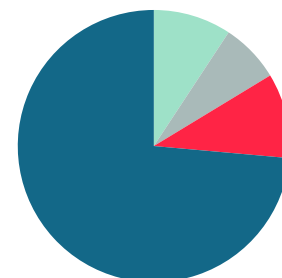
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	78	67	-14.10%
Pending Listings	70	51	-27.14%
New Listings	100	78	-22.00%
Average List Price	153,331	202,472	32.05%
Average Sale Price	146,125	195,980	34.12%
Average Percent of Selling Price to List Price	95.37%	95.59%	0.23%
Average Days on Market to Sale	58.37	39.09	-33.03%
End of Month Inventory	763	532	-30.28%
Months Supply of Inventory	10.43	6.89	-33.89%



■ Closed (9.27%)
■ Pending (7.05%)
■ Other OffMarket (10.10%)
■ Active (73.58%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of December 31, 2021 = **532**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **30.28%** to 532 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **6.89** 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 **34.12%** in December 2021 to \$195,980 versus the previous year at \$146,125.

Average Days on Market Shortens

The average number of **39.09** days that homes spent on the market before selling decreased by 19.28 days or **33.03%** in December 2021 compared to last year's same month at **58.37** DOM.

Sales Success for December 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 78 New Listings in December 2021, down **22.00%** from last year at 100. Furthermore, there were 67 Closed Listings this month versus last year at 78, a **-14.10%** decrease.

Closed versus Listed trends yielded a **85.9%** ratio, up from previous year's, December 2020, at **78.0%**, a **10.12%** 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



December 2021

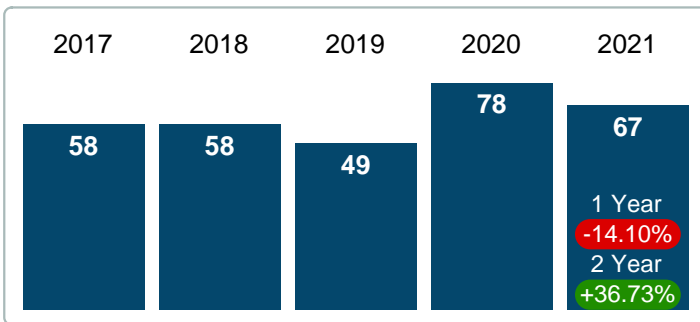
Area Delimited by County Of Cherokee



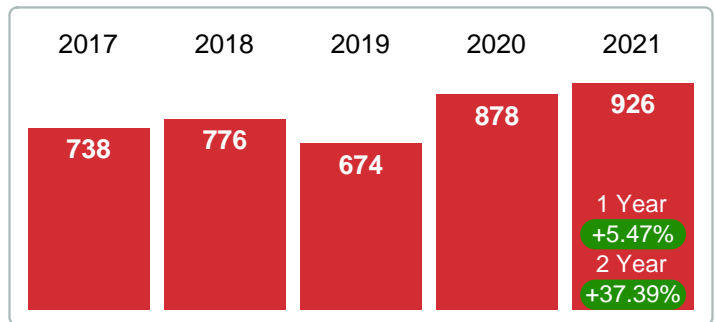
CLOSED LISTINGS

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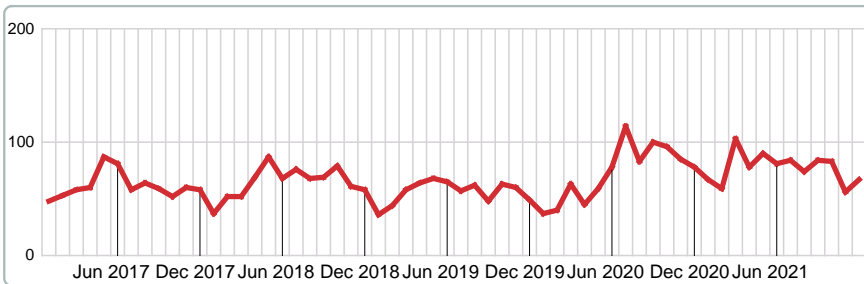
DECEMBER



YEAR TO DATE (YTD)

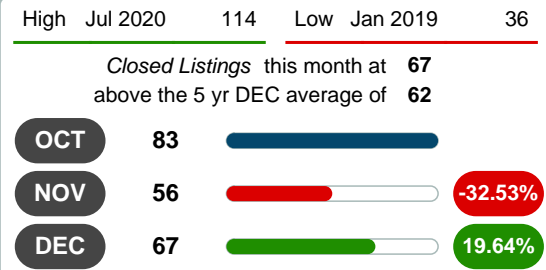


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC 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-\$50,000	12	17.91%	64.9	10	1	1	0
\$50,001-\$100,000	13	19.40%	28.8	7	4	2	0
\$100,001-\$150,000	11	16.42%	32.7	3	5	1	2
\$150,001-\$250,000	15	22.39%	27.7	4	8	2	1
\$250,001-\$425,000	9	13.43%	50.3	2	2	5	0
\$425,001 and up	7	10.45%	33.9	2	4	0	1
Total Closed Units	67			28	24	11	4
Total Closed Volume	13,130,655	100%	39.1	4.33M	5.72M	2.19M	890.00K
Average Closed Price	\$195,980			\$154,721	\$238,461	\$198,672	\$222,500



December 2021

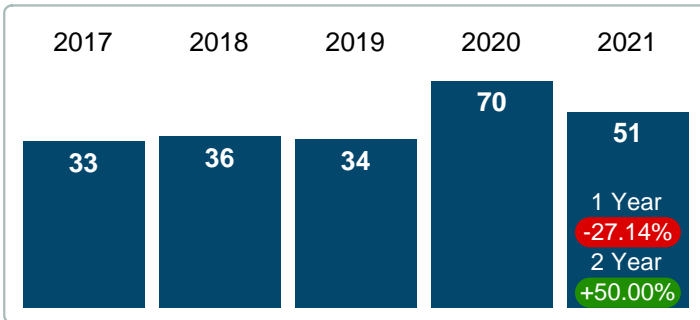
Area Delimited by County Of Cherokee



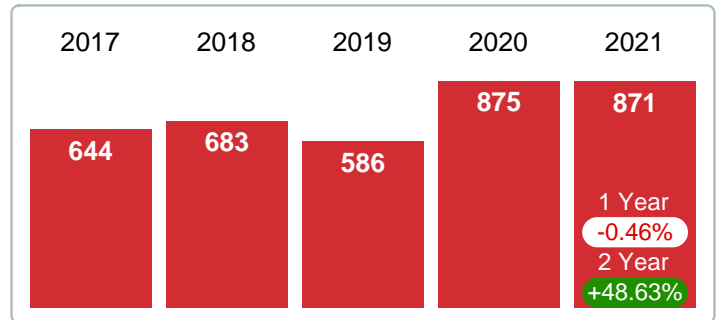
PENDING LISTINGS

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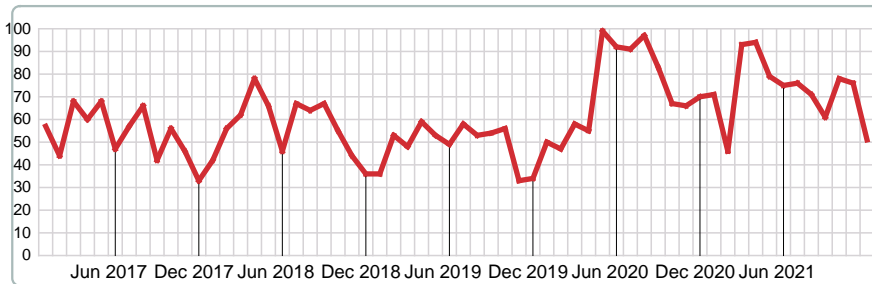
DECEMBER



YEAR TO DATE (YTD)

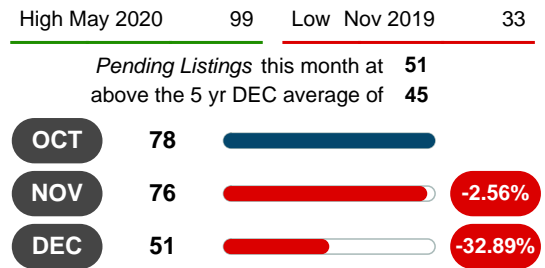


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 45



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	9	17.65%	42.6	7	2	0	0
\$75,001 - \$125,000	6	11.76%	19.5	3	2	0	1
\$125,001 - \$225,000	13	25.49%	15.9	2	10	1	0
\$225,001 - \$275,000	10	19.61%	32.8	2	3	3	2
\$275,001 - \$450,000	6	11.76%	69.0	1	2	2	1
\$450,001 and up	7	13.73%	97.1	3	1	2	1
Total Pending Units	51			18	20	8	5
Total Pending Volume	12,666,264	100%	11.8	4.51M	3.82M	2.82M	1.52M
Average Listing Price	\$174,725			\$250,342	\$191,116	\$352,375	\$303,760

December 2021



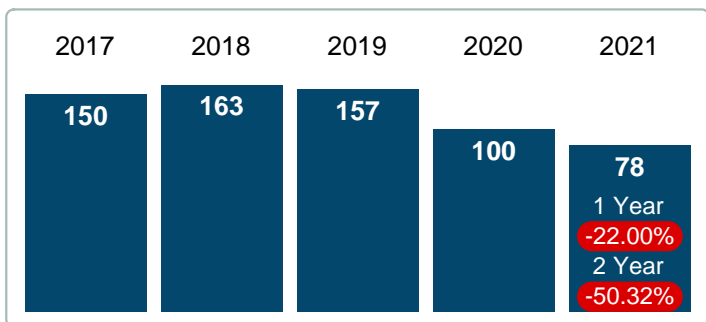
Area Delimited by County Of Cherokee



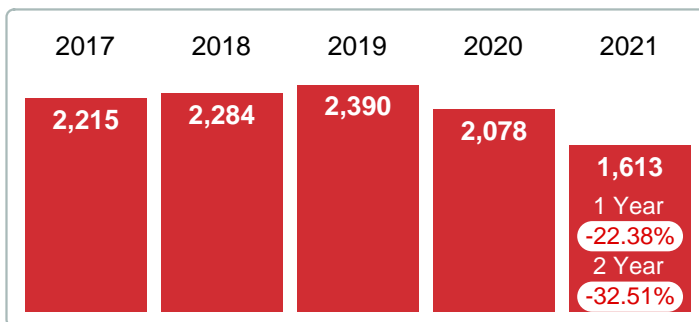
NEW LISTINGS

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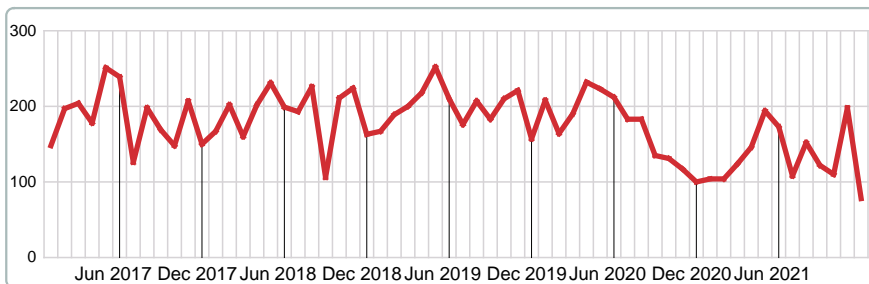
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

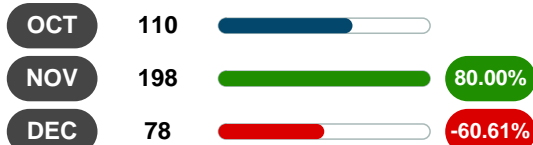


3 MONTHS

5 year DEC AVG = 130

High May 2019 252 Low Dec 2021 78

New Listings this month at 78
below the 5 yr DEC average of 130



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	7	8.97%	4	1	2	0
\$10,001 - \$50,000	7	8.97%	7	0	0	0
\$50,001 - \$90,000	14	17.95%	9	5	0	0
\$90,001 - \$180,000	19	24.36%	6	10	2	1
\$180,001 - \$270,000	13	16.67%	2	7	3	1
\$270,001 - \$440,000	10	12.82%	5	2	2	1
\$440,001 and up	8	10.26%	3	2	3	0
Total New Listed Units	78		36	27	12	3
Total New Listed Volume	19,132,849	100%	8.78M	6.31M	3.22M	828.80K
Average New Listed Listing Price	\$45,248		\$243,815	\$233,578	\$268,341	\$276,267



December 2021

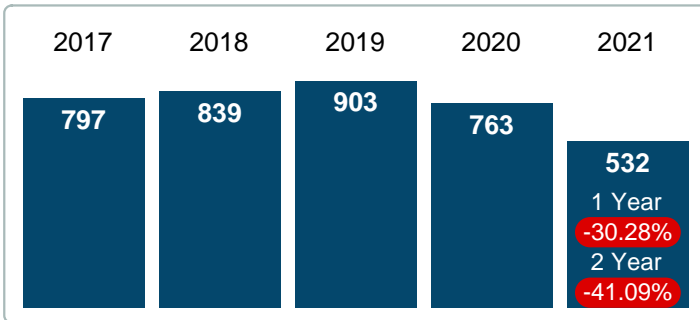
Area Delimited by County Of Cherokee



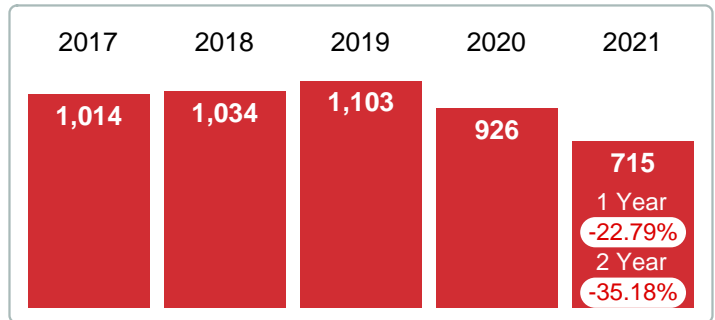
ACTIVE INVENTORY

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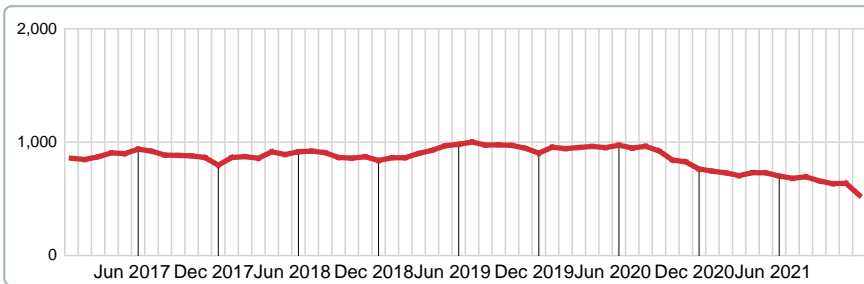
END OF DECEMBER



ACTIVE DURING DECEMBER

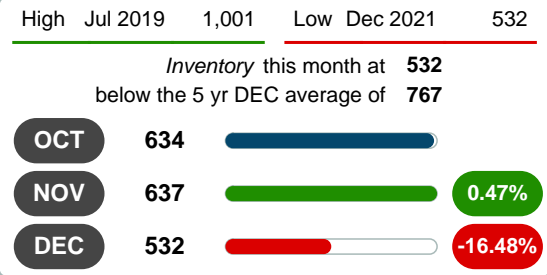


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 767



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	76	14.29%	125.7	73	1	2	0
\$25,001-\$50,000	121	22.74%	135.3	120	1	0	0
\$50,001-\$75,000	112	21.05%	93.4	110	2	0	0
\$75,001-\$175,000	89	16.73%	115.0	66	18	3	2
\$175,001-\$375,000	75	14.10%	88.3	42	20	11	2
\$375,001 and up	59	11.09%	133.4	31	13	8	7
Total Active Inventory by Units			532	442	55	24	11
Total Active Inventory by Volume			98,617,808	64.37M	20.61M	8.83M	4.81M
Average Active Inventory Listing Price			\$185,372	\$145,625	\$374,725	\$367,971	\$437,318

December 2021



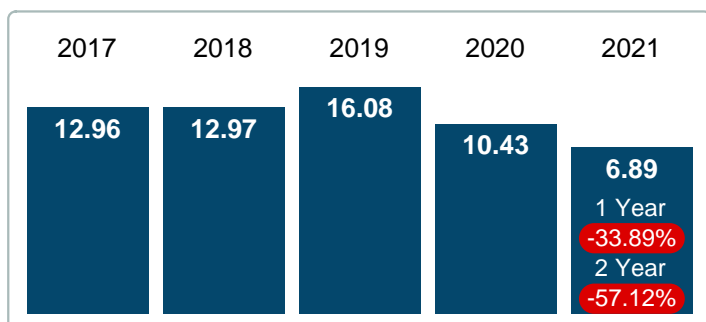
Area Delimited by County Of Cherokee



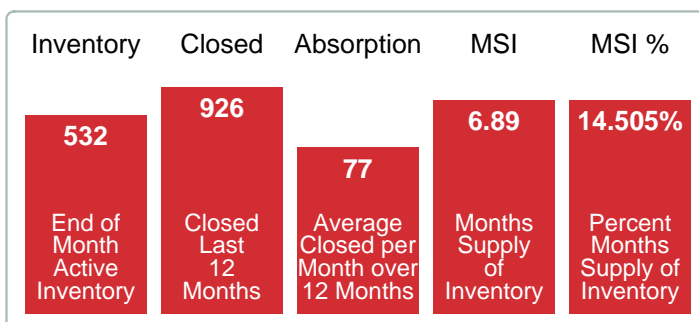
MONTHS SUPPLY of INVENTORY (MSI)

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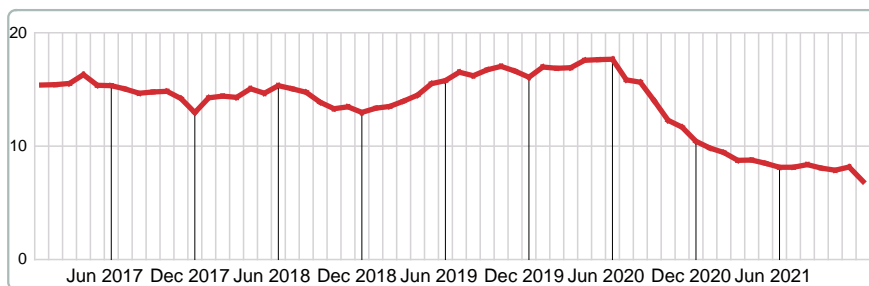
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

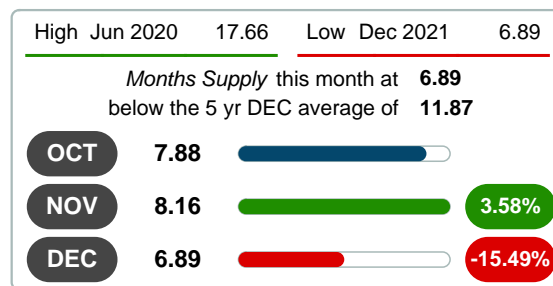


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 11.87



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
\$20,000 and less	40	7.52%	3.06	3.19	1.20	3.00	0.00
\$20,001 - \$30,000	67	12.59%	19.14	19.61	0.00	0.00	0.00
\$30,001 - \$50,000	90	16.92%	22.50	25.43	2.00	0.00	0.00
\$50,001 - \$90,000	133	25.00%	14.64	17.66	3.53	0.00	0.00
\$90,001 - \$190,000	80	15.04%	3.02	7.52	1.10	2.18	8.00
\$190,001 - \$390,000	65	12.22%	4.08	15.60	1.96	2.29	0.00
\$390,001 and up	57	10.71%	11.21	24.00	6.00	6.00	14.00
Market Supply of Inventory (MSI)			6.89	12.14	1.81	2.80	6.00
Total Active Inventory by Units		100%	6.89	442	55	24	11



December 2021

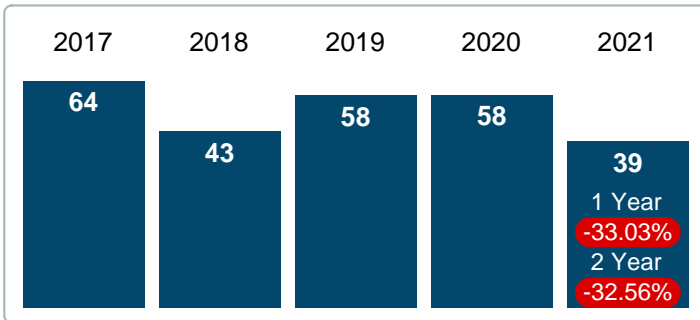
Area Delimited by County Of Cherokee



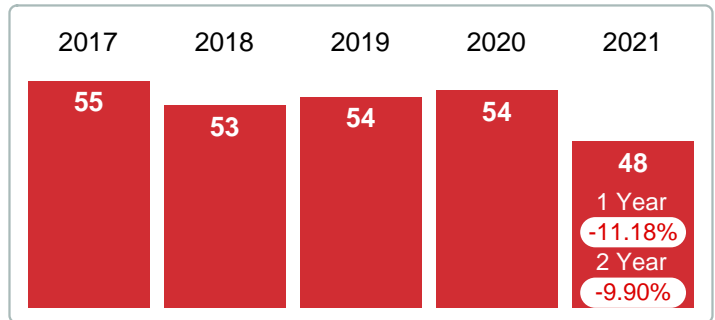
AVERAGE DAYS ON MARKET TO SALE

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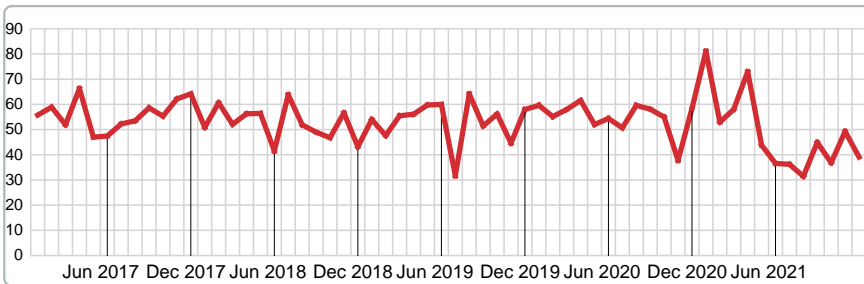
DECEMBER



YEAR TO DATE (YTD)

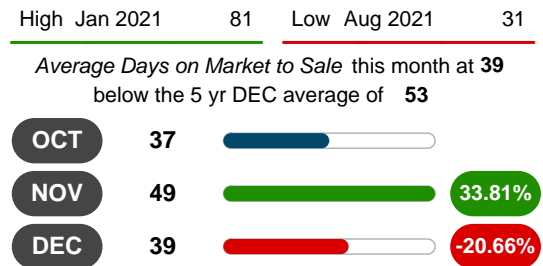


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



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	12	17.91%	65	74	1	40	0
\$50,001-\$100,000	13	19.40%	29	18	41	44	0
\$100,001-\$150,000	11	16.42%	33	75	17	11	20
\$150,001-\$250,000	15	22.39%	28	50	9	8	127
\$250,001-\$425,000	9	13.43%	50	130	6	37	0
\$425,001 and up	7	10.45%	34	71	21	0	13
Average Closed DOM	39			60	17	31	45
Total Closed Units	67	100%	39	28	24	11	4
Total Closed Volume	13,130,655			4.33M	5.72M	2.19M	890.00K



December 2021

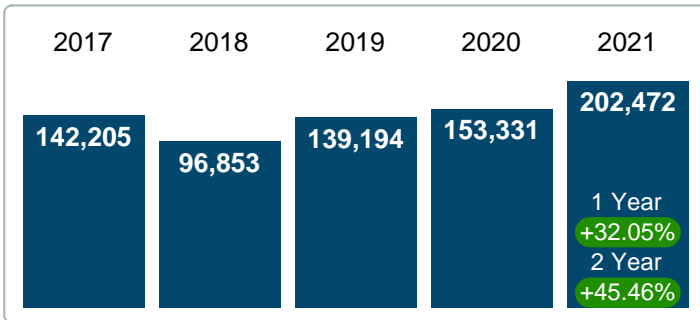
Area Delimited by County Of Cherokee



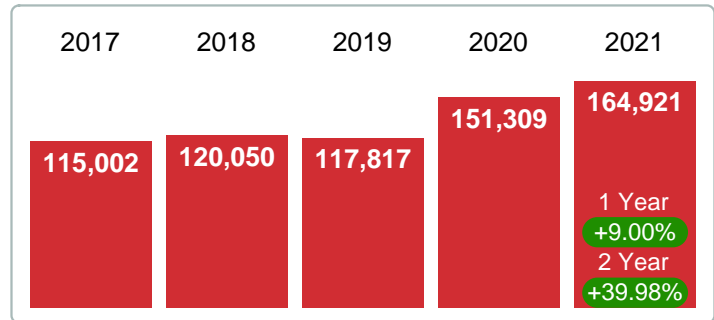
AVERAGE LIST PRICE AT CLOSING

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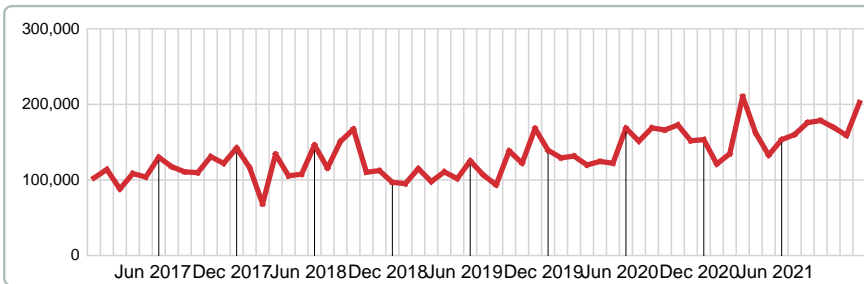
DECEMBER



YEAR TO DATE (YTD)

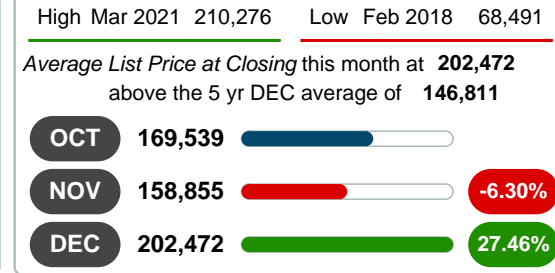


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 146,811



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	12	17.91%	20,587	19,545	50,000	1,595	0
\$50,001-\$100,000	13	19.40%	82,469	82,786	87,975	74,900	0
\$100,001-\$150,000	11	16.42%	125,255	120,133	129,680	125,000	117,450
\$150,001-\$250,000	15	22.39%	191,147	206,850	182,250	183,450	230,000
\$250,001-\$425,000	10	14.93%	348,750	354,950	404,450	306,740	0
\$425,001 and up	6	8.96%	752,333	1,065,500	583,475	0	469,000
Average List Price			202,472	171,559	235,463	197,909	233,475
Total Closed Units		100%	202,472	28	24	11	4
Total Closed Volume			13,565,648	4.80M	5.65M	2.18M	933.90K



December 2021

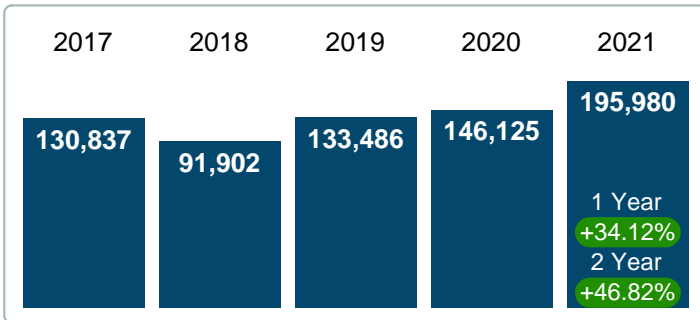
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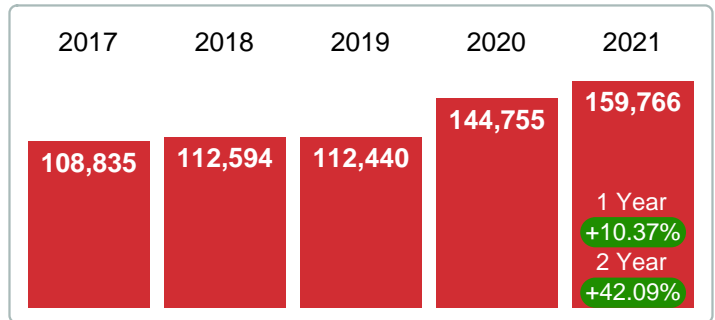
AVERAGE SOLD PRICE AT CLOSING

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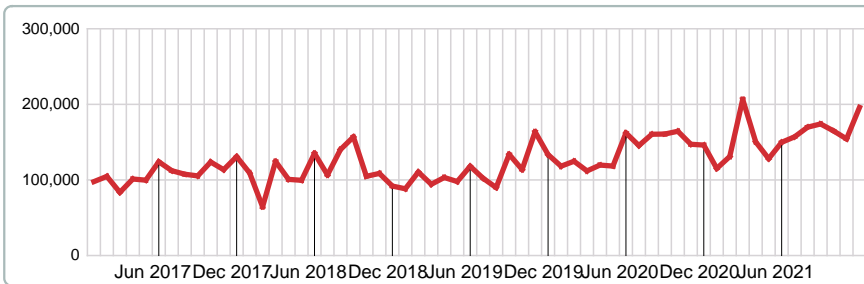
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

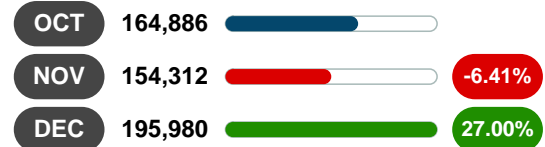


3 MONTHS

5 year DEC AVG = 139,666

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

Average Sold Price at Closing this month at **195,980**
above the 5 yr DEC average of **139,666**



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 to \$50,000	12	17.91%	18,407	16,929	50,000	1,595	0
\$50,001 to \$100,000	13	19.40%	75,769	76,714	75,750	72,500	0
\$100,001 to \$150,000	11	16.42%	126,168	130,000	127,570	125,000	117,500
\$150,001 to \$250,000	15	22.39%	184,333	186,475	180,262	186,000	205,000
\$250,001 to \$425,000	9	13.43%	327,033	295,000	405,750	308,360	0
\$425,001 and up	7	10.45%	689,804	950,000	619,656	0	450,000
Average Sold Price			195,980	154,721	238,461	198,672	222,500
Total Closed Units		100%	195,980	28	24	11	4
Total Closed Volume			13,130,655	4.33M	5.72M	2.19M	890.00K

December 2021



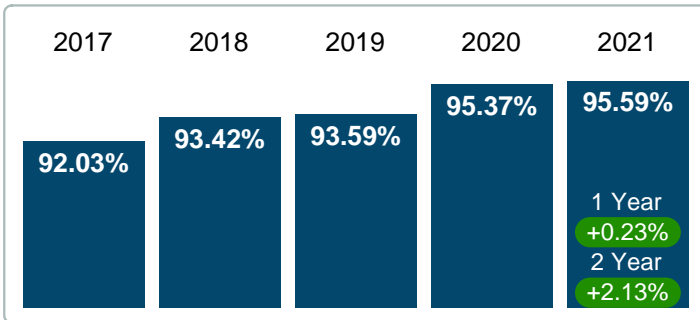
Area Delimited by County Of Cherokee



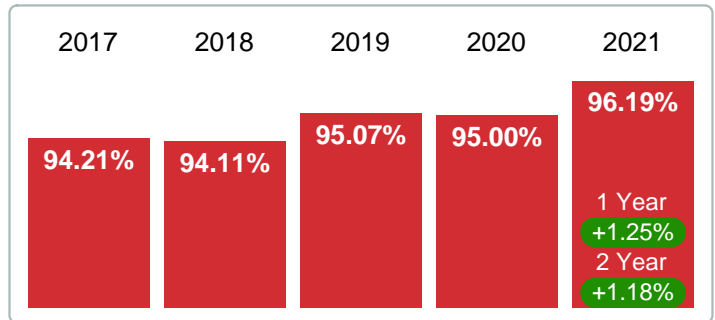
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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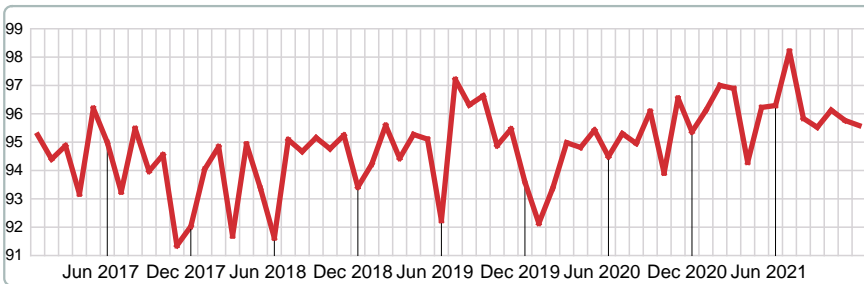
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

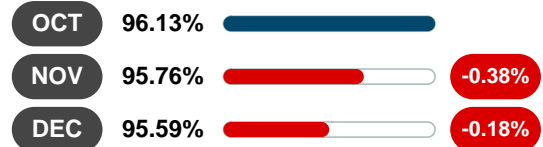


3 MONTHS

5 year DEC AVG = 94.00%

High Jul 2021 98.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **95.59%** above the 5 yr DEC average of **94.00%**



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	12	17.91%	89.89%	87.87%	100.00%	100.00%	0.00%
\$50,001-\$100,000	13	19.40%	91.70%	93.62%	85.91%	96.56%	0.00%
\$100,001-\$150,000	11	16.42%	101.70%	108.97%	98.34%	100.00%	100.04%
\$150,001-\$250,000	15	22.39%	96.68%	91.62%	98.92%	101.62%	89.13%
\$250,001-\$425,000	9	13.43%	96.68%	83.15%	100.33%	100.63%	0.00%
\$425,001 and up	7	10.45%	99.23%	89.79%	104.77%	0.00%	95.95%
Average Sold/List Ratio		95.60%		91.90%	97.77%	99.95%	96.29%
Total Closed Units		67	100%	28	24	11	4
Total Closed Volume		13,130,655		4.33M	5.72M	2.19M	890.00K

December 2021

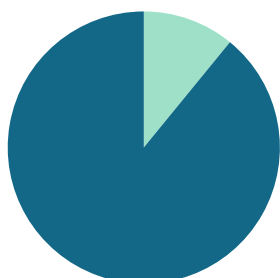
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY

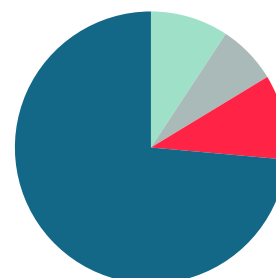


Inventory
 New Listings
78 = 10.91%
 Start Inventory
637
 Total Inventory Units
715
 Volume
\$131,615,769

Market Activity

Closed Sales
67 = 9.27%
 Pending Sales
51 = 7.05%
 Other Off Market
73 = 10.10%
 Active Inventory
532 = 73.58%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	67	-14.10%	878	926	5.47%
Pending Sales	70	51	-27.14%	875	871	-0.46%
New Listings	100	78	-22.00%	2,078	1,613	-22.38%
Average List Price	153,331	202,472	32.05%	151,309	164,921	9.00%
Average Sale Price	146,125	195,980	34.12%	144,755	159,766	10.37%
Average Percent of Selling Price to List Price	95.37%	95.59%	0.23%	95.00%	96.19%	1.25%
Average Days on Market to Sale	58.37	39.09	-33.03%	54.35	48.27	-11.18%
Monthly Inventory	763	532	-30.28%	763	532	-30.28%
Months Supply of Inventory	10.43	6.89	-33.89%	10.43	6.89	-33.89%

Absorption: Last 12 months, an Average of **77** Sales/Month

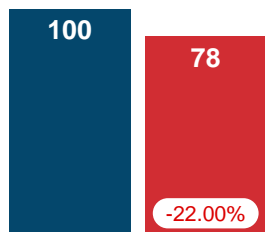
Inventory on December 31, 2021 = **532**

2020 **2021**

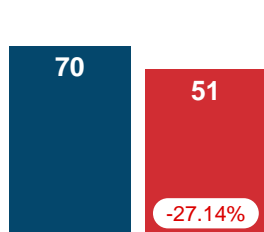
DECEMBER MARKET

AVERAGE PRICES

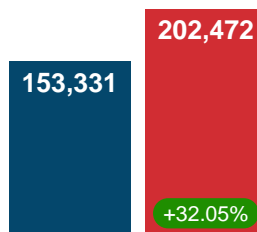
New Listings



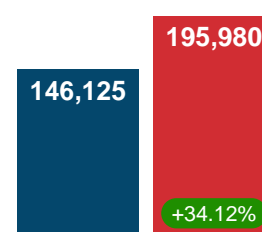
Pending Listings



List Price



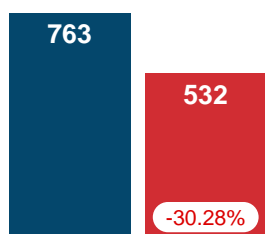
Sale Price



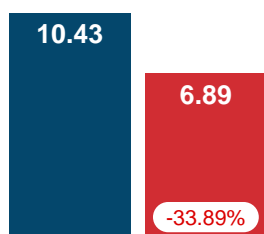
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

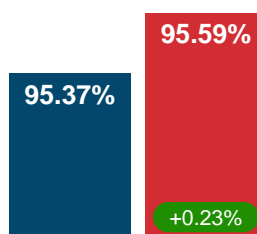
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

