

February 2021

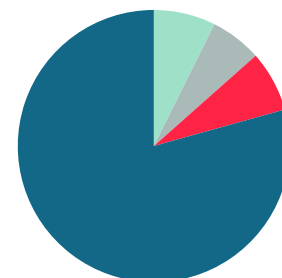
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2021 for MLS Technology Inc.

| Compared Metrics | 2020 | February 2021 | +/-% |
|---|---------|---------------|---------|
| Closed Listings | 40 | 59 | 47.50% |
| Pending Listings | 46 | 49 | 6.52% |
| New Listings | 161 | 104 | -35.40% |
| Median List Price | 105,000 | 87,900 | -16.29% |
| Median Sale Price | 102,500 | 86,250 | -15.85% |
| Median Percent of Selling Price to List Price | 96.98% | 100.00% | 3.11% |
| Median Days on Market to Sale | 31.00 | 22.00 | -29.03% |
| End of Month Inventory | 939 | 637 | -32.16% |
| Months Supply of Inventory | 16.79 | 8.25 | -50.84% |



■ Closed (7.35%)
■ Pending (6.10%)
■ Other OffMarket (7.22%)
■ Active (79.33%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of February 28, 2021 = **637**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **32.16%** to 637 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 **8.25** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.85%** in February 2021 to \$86,250 versus the previous year at \$102,500.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 9.00 days or **29.03%** in February 2021 compared to last year's same month at **31.00** DOM.

Sales Success for February 2021 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 104 New Listings in February 2021, down **35.40%** from last year at 161. Furthermore, there were 59 Closed Listings this month versus last year at 40, a **47.50%** increase.

Closed versus Listed trends yielded a **56.7%** ratio, up from previous year's, February 2020, at **24.8%**, a **128.34%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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

February 2021



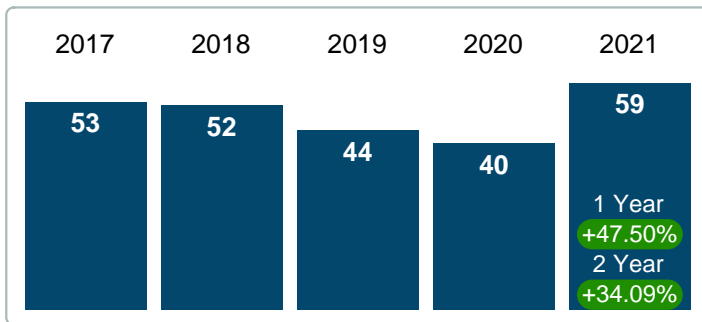
Area Delimited by County Of Cherokee



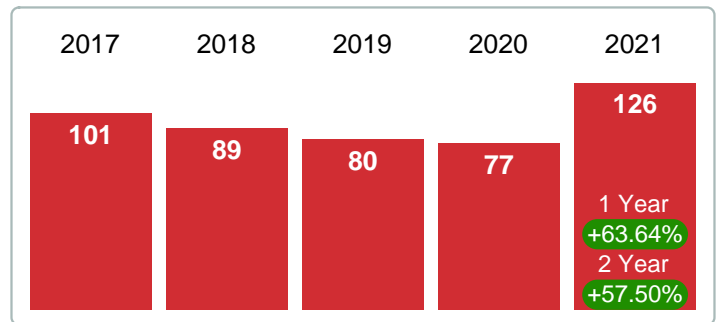
CLOSED LISTINGS

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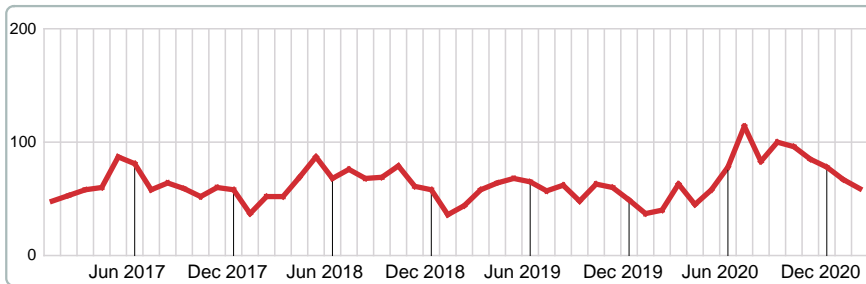
FEBRUARY



YEAR TO DATE (YTD)

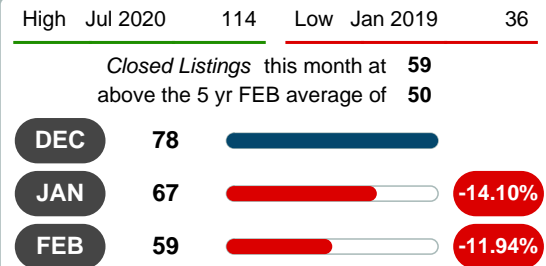


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$20,000 | 14 | 23.73% | 7.5 | 13 | 0 | 1 | 0 |
| \$20,001-\$60,000 | 8 | 13.56% | 27.5 | 8 | 0 | 0 | 0 |
| \$60,001-\$120,000 | 14 | 23.73% | 47.0 | 6 | 7 | 1 | 0 |
| \$120,001-\$190,000 | 9 | 15.25% | 6.0 | 2 | 6 | 1 | 0 |
| \$190,001-\$400,000 | 8 | 13.56% | 50.0 | 0 | 6 | 1 | 1 |
| \$400,001 and up | 6 | 10.17% | 100.0 | 2 | 3 | 1 | 0 |
| Total Closed Units | 59 | | | 31 | 22 | 5 | 1 |
| Total Closed Volume | 7,727,836 | 100% | 22.0 | 2.06M | 4.55M | 895.05K | 225.00K |
| Median Closed Price | \$86,250 | | | \$23,500 | \$164,950 | \$135,000 | \$225,000 |

February 2021

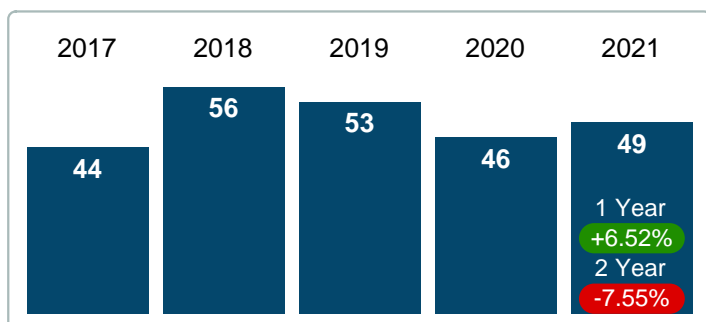
Area Delimited by County Of Cherokee



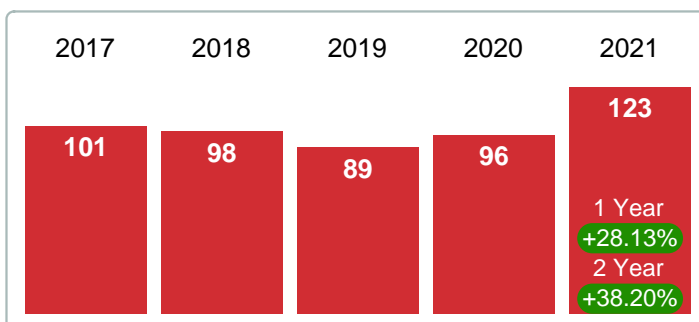
PENDING LISTINGS

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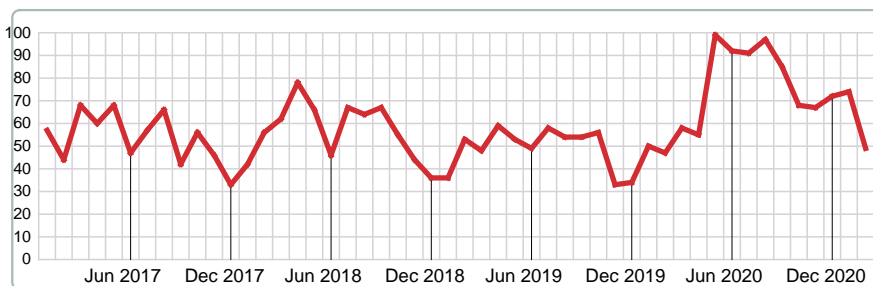
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50

High May 2020 99 Low Nov 2019 33

Pending Listings this month at 49
below the 5 yr FEB average of 50



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 | 3 | 6.12% | 7.0 | 3 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 6 | 12.24% | 41.0 | 5 | 1 | 0 | 0 |
| \$75,001 - \$100,000 | 6 | 12.24% | 126.5 | 5 | 1 | 0 | 0 |
| \$100,001 - \$150,000 | 9 | 18.37% | 18.0 | 5 | 4 | 0 | 0 |
| \$150,001 - \$200,000 | 11 | 22.45% | 16.0 | 2 | 9 | 0 | 0 |
| \$200,001 - \$425,000 | 9 | 18.37% | 30.0 | 0 | 5 | 3 | 1 |
| \$425,001 and up | 5 | 10.20% | 39.0 | 1 | 2 | 2 | 0 |
| Total Pending Units | 49 | | | 21 | 22 | 5 | 1 |
| Total Pending Volume | 8,637,550 | 100% | 22.0 | 2.24M | 4.24M | 1.86M | 299.50K |
| Median Listing Price | \$154,900 | | | \$84,900 | \$167,400 | \$392,000 | \$299,500 |

February 2021



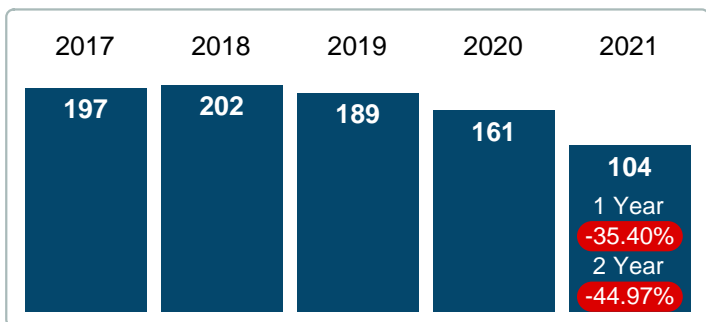
Area Delimited by County Of Cherokee



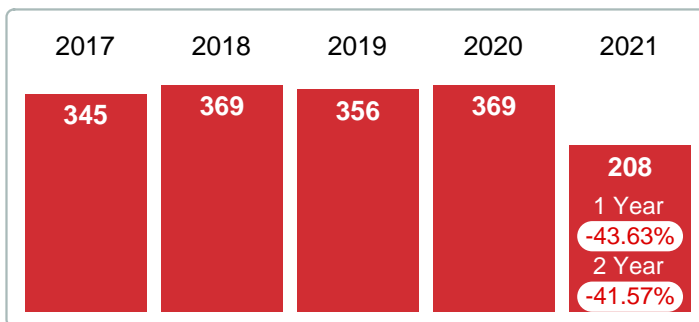
NEW LISTINGS

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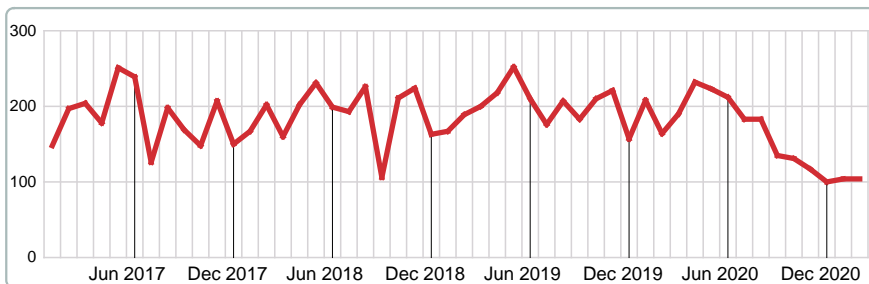
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

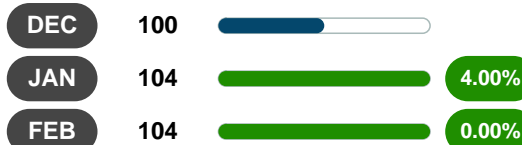


3 MONTHS

5 year FEB AVG = 171

High May 2019 252 Low Dec 2020 100

New Listings this month at **104**
below the 5 yr FEB average of **171**



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 | 6 | 5.77% | 5 | 0 | 1 | 0 |
| \$10,001 - \$30,000 | 7 | 6.73% | 7 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 25 | 24.04% | 25 | 0 | 0 | 0 |
| \$50,001 - \$90,000 | 26 | 25.00% | 25 | 0 | 1 | 0 |
| \$90,001 - \$150,000 | 11 | 10.58% | 4 | 6 | 1 | 0 |
| \$150,001 - \$290,000 | 18 | 17.31% | 3 | 13 | 2 | 0 |
| \$290,001 and up | 11 | 10.58% | 3 | 6 | 2 | 0 |
| Total New Listed Units | 104 | | 72 | 25 | 7 | 0 |
| Total New Listed Volume | 13,194,395 | 100% | 5.75M | 5.88M | 1.56M | 0.00B |
| Median New Listed Listing Price | \$69,900 | | \$50,000 | \$167,800 | \$204,000 | \$0 |

February 2021

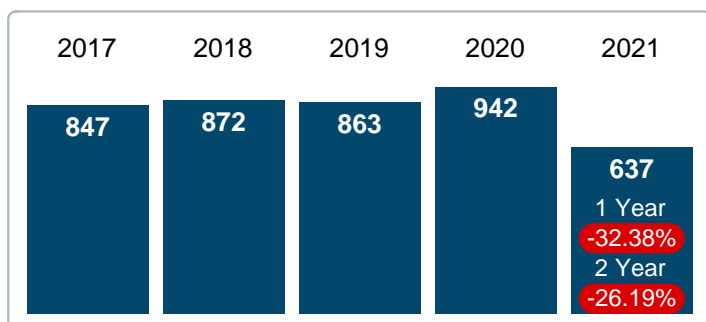
Area Delimited by County Of Cherokee



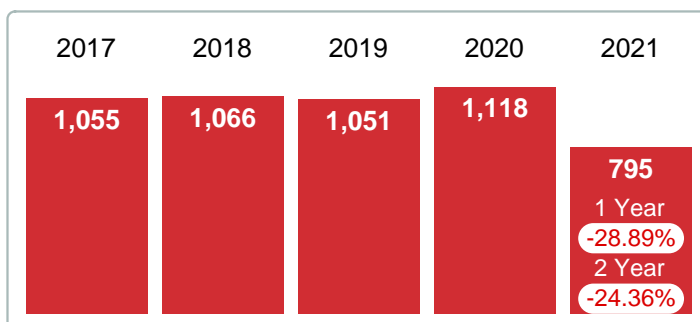
ACTIVE INVENTORY

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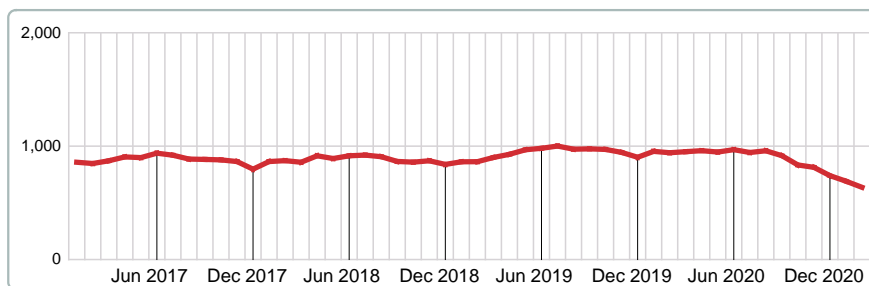
END OF FEBRUARY



ACTIVE DURING FEBRUARY

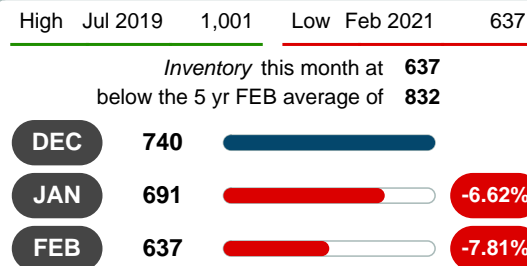


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 832



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 | 23 | 3.61% | 136.0 | 22 | 0 | 1 | 0 |
| \$10,001 - \$20,000 | 108 | 16.95% | 170.0 | 108 | 0 | 0 | 0 |
| \$20,001 - \$30,000 | 94 | 14.76% | 184.0 | 94 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 161 | 25.27% | 177.0 | 160 | 1 | 0 | 0 |
| \$60,001 - \$140,000 | 104 | 16.33% | 135.0 | 84 | 17 | 3 | 0 |
| \$140,001 - \$340,000 | 80 | 12.56% | 91.5 | 34 | 32 | 12 | 2 |
| \$340,001 and up | 67 | 10.52% | 132.0 | 40 | 12 | 11 | 4 |
| Total Active Inventory by Units | 637 | | | 542 | 62 | 27 | 6 |
| Total Active Inventory by Volume | 95,375,352 | 100% | 159.0 | 64.43M | 17.35M | 8.62M | 4.99M |
| Median Active Inventory Listing Price | \$50,000 | | | \$39,900 | \$184,950 | \$219,900 | \$427,400 |

February 2021

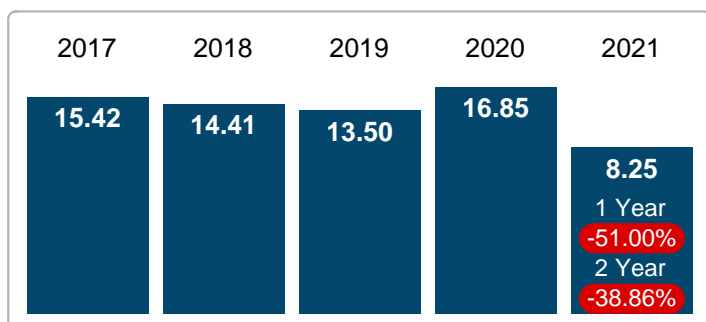
Area Delimited by County Of Cherokee



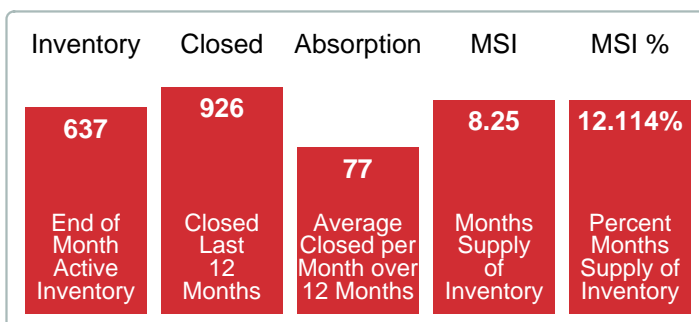
MONTHS SUPPLY of INVENTORY (MSI)

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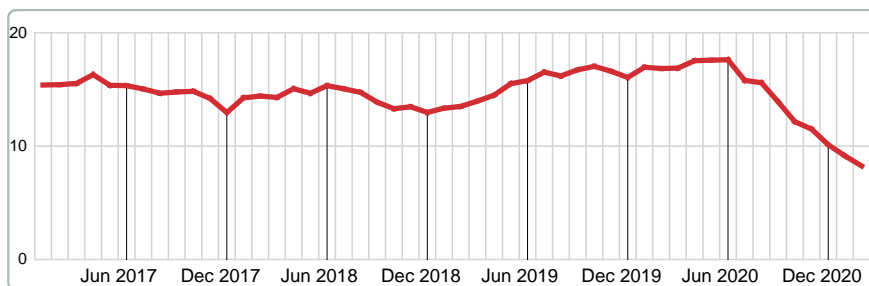
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

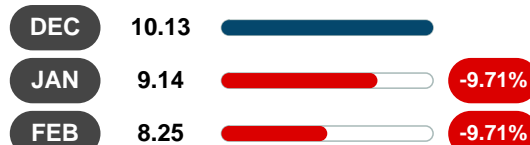


3 MONTHS

5 year FEB AVG = 13.69

High Jun 2020 17.62 Low Feb 2021 8.25

Months Supply this month at 8.25 below the 5 yr FEB 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 | 23 | 3.61% | 2.56 | 3.22 | 0.00 | 2.00 | 0.00 |
| \$10,001 - \$20,000 | 108 | 16.95% | 23.56 | 24.00 | 0.00 | 0.00 | 0.00 |
| \$20,001 - \$30,000 | 94 | 14.76% | 24.52 | 27.51 | 0.00 | 0.00 | 0.00 |
| \$30,001 - \$60,000 | 161 | 25.27% | 26.47 | 35.56 | 0.75 | 0.00 | 0.00 |
| \$60,001 - \$140,000 | 104 | 16.33% | 4.95 | 10.72 | 1.58 | 1.38 | 0.00 |
| \$140,001 - \$340,000 | 80 | 12.56% | 3.02 | 8.87 | 1.97 | 2.36 | 1.50 |
| \$340,001 and up | 67 | 10.52% | 10.86 | 30.00 | 5.33 | 6.60 | 4.36 |
| Market Supply of Inventory (MSI) | | | 8.25 | 16.81 | 1.89 | 2.79 | 2.40 |
| Total Active Inventory by Units | | 100% | 8.25 | 542 | 62 | 27 | 6 |

February 2021

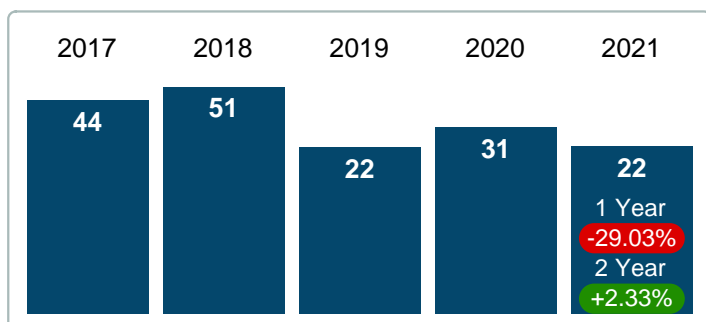
Area Delimited by County Of Cherokee



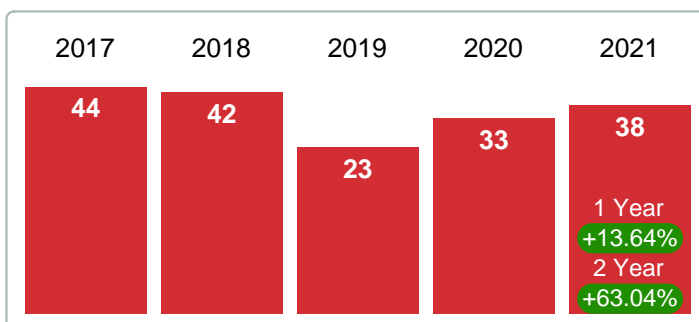
MEDIAN DAYS ON MARKET TO SALE

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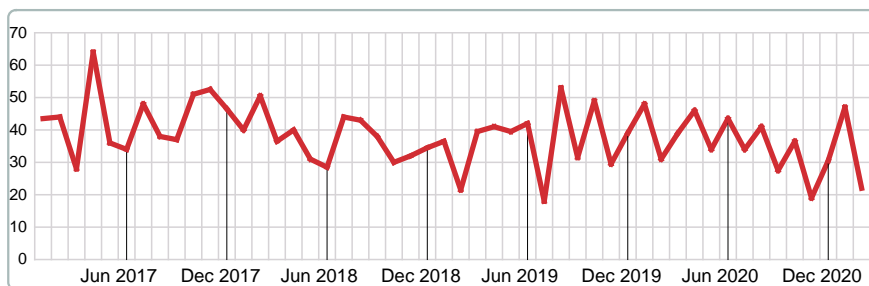
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

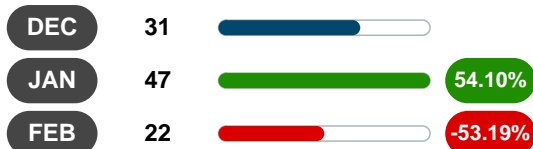


3 MONTHS

5 year FEB AVG = 34

High Apr 2017 64 Low Jul 2019 18

Median Days on Market to Sale this month at 22 below the 5 yr FEB average of 34



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 |
|--|----|--------|-----------|----------|--------|---------|---------|
| \$0 and less | 0 | 0.00% | 132 | 0 | 0 | 0 | 0 |
| \$1-\$20,000 | 14 | 23.73% | 8 | 7 | 0 | 22 | 0 |
| \$20,001-\$60,000 | 8 | 13.56% | 28 | 28 | 0 | 0 | 0 |
| \$60,001-\$120,000 | 14 | 23.73% | 47 | 52 | 45 | 215 | 0 |
| \$120,001-\$190,000 | 9 | 15.25% | 6 | 4 | 6 | 28 | 0 |
| \$190,001-\$400,000 | 8 | 13.56% | 50 | 0 | 50 | 37 | 111 |
| \$400,001 and up | 6 | 10.17% | 100 | 43 | 140 | 7 | 0 |
| Median Closed DOM | | | 22 | 11 | 45 | 28 | 111 |
| Total Closed Units | | 100% | 59 | 31 | 22 | 5 | 1 |
| Total Closed Volume | | | 7,727,836 | 2.06M | 4.55M | 895.05K | 225.00K |

February 2021

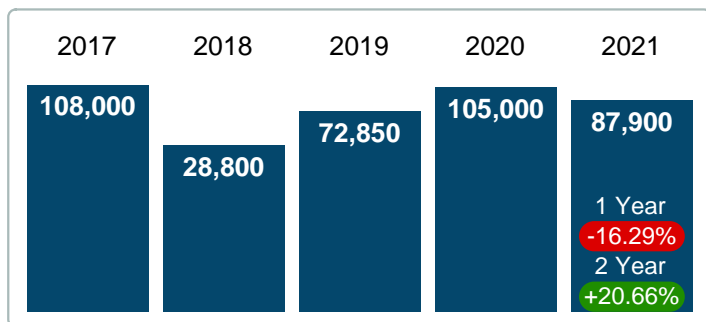
Area Delimited by County Of Cherokee



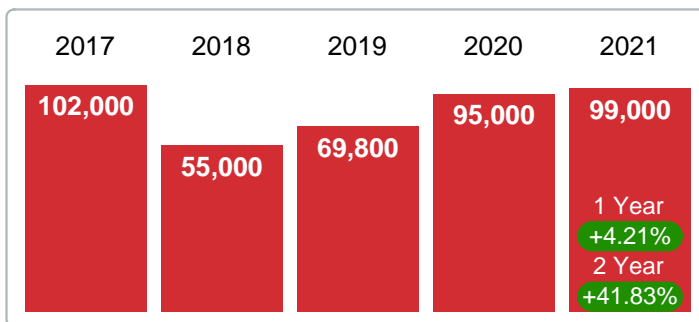
MEDIAN LIST PRICE AT CLOSING

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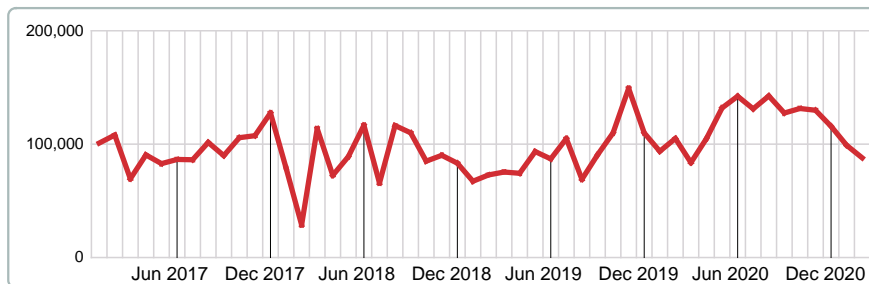
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

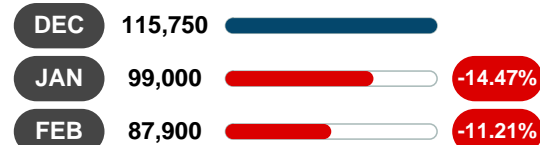


3 MONTHS

5 year FEB AVG = 80,510

High Nov 2019 149,200 Low Feb 2018 28,800

Median List Price at Closing this month at **87,900**
 above the 5 yr FEB average of **80,510**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 100 | 0 | 0 | 0 | 0 |
| \$1-\$20,000 | 15 | 25.42% | 15,200 | 15,550 | 0 | 1,050 | 0 |
| \$20,001-\$60,000 | 7 | 11.86% | 29,999 | 29,999 | 0 | 0 | 0 |
| \$60,001-\$120,000 | 14 | 23.73% | 87,075 | 80,375 | 115,000 | 77,900 | 0 |
| \$120,001-\$190,000 | 9 | 15.25% | 139,900 | 127,950 | 156,950 | 139,900 | 0 |
| \$190,001-\$400,000 | 8 | 13.56% | 234,700 | 0 | 264,450 | 234,500 | 234,900 |
| \$400,001 and up | 6 | 10.17% | 469,000 | 481,500 | 479,000 | 459,000 | 0 |
| Median List Price | | | 87,900 | 25,000 | 166,950 | 139,900 | 234,900 |
| Total Closed Units | | 100% | 87,900 | 31 | 22 | 5 | 1 |
| Total Closed Volume | | | 7,944,199 | 2.12M | 4.67M | 912.35K | 234.90K |

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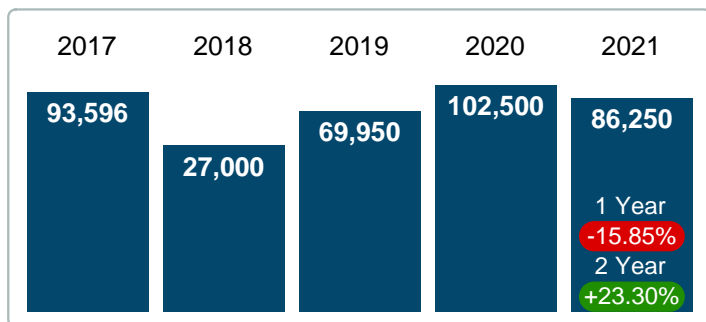
Area Delimited by County Of Cherokee



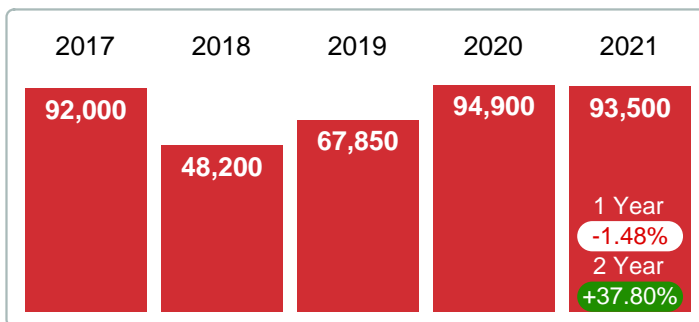
MEDIAN SOLD PRICE AT CLOSING

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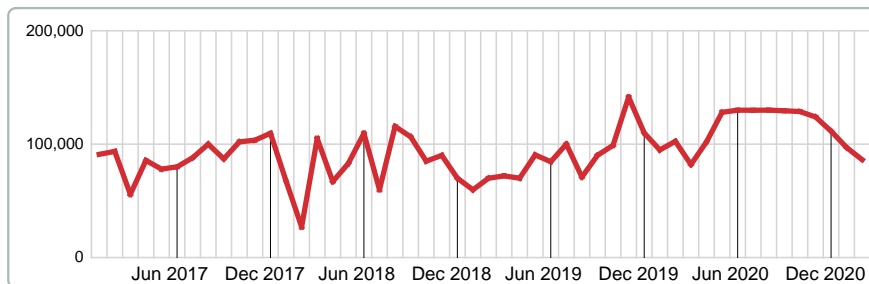
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

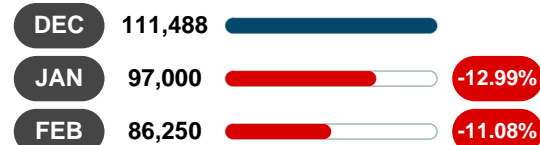


3 MONTHS

5 year FEB AVG = 75,859

High Nov 2019 141,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at **86,250**
above the 5 yr FEB average of **75,859**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 469,000 | 0 | 0 | 0 | 0 |
| \$1-\$20,000 | 14 | 23.73% | 8,025 | 15,000 | 0 | 1,050 | 0 |
| \$20,001-\$60,000 | 8 | 13.56% | 26,750 | 26,750 | 0 | 0 | 0 |
| \$60,001-\$120,000 | 14 | 23.73% | 80,125 | 73,500 | 115,000 | 65,000 | 0 |
| \$120,001-\$190,000 | 9 | 15.25% | 135,000 | 127,950 | 156,000 | 135,000 | 0 |
| \$190,001-\$400,000 | 8 | 13.56% | 225,000 | 0 | 251,750 | 225,000 | 225,000 |
| \$400,001 and up | 6 | 10.17% | 454,500 | 480,000 | 440,000 | 469,000 | 0 |
| Median Sold Price | | | 86,250 | 23,500 | 164,950 | 135,000 | 225,000 |
| Total Closed Units | | 100% | 86,250 | 31 | 22 | 5 | 1 |
| Total Closed Volume | | | 7,727,836 | 2.06M | 4.55M | 895.05K | 225.00K |

February 2021



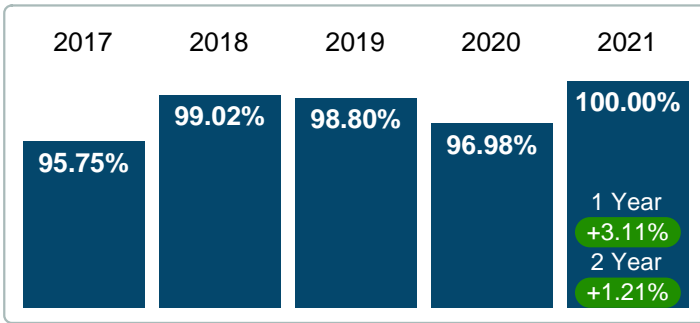
Area Delimited by County Of Cherokee



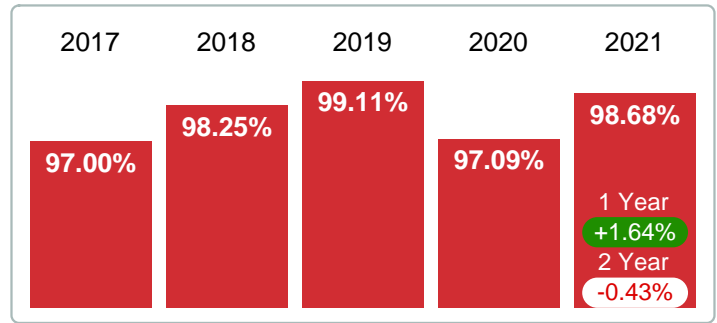
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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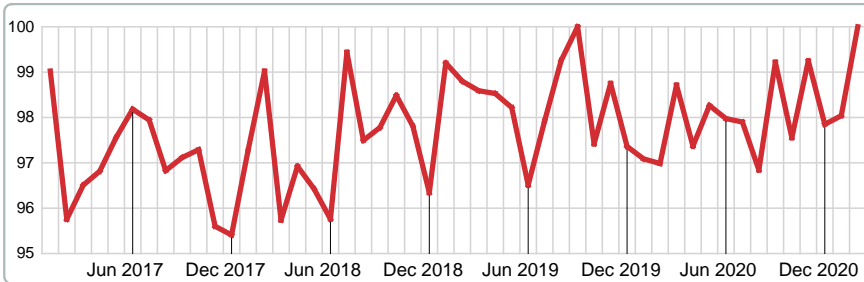
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

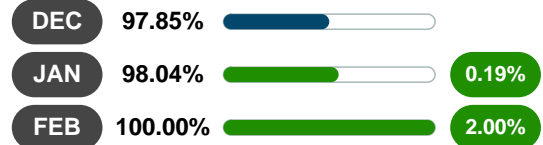


3 MONTHS

5 year FEB AVG = 98.11%

High Feb 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **98.11%**



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 |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 54.50% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1-\$20,000 | 14 | 23.73% | 100.00% | 100.00% | 0.00% | 100.00% | 0.00% |
| \$20,001-\$60,000 | 8 | 13.56% | 94.05% | 94.05% | 0.00% | 0.00% | 0.00% |
| \$60,001-\$120,000 | 14 | 23.73% | 97.79% | 96.72% | 99.57% | 83.44% | 0.00% |
| \$120,001-\$190,000 | 9 | 15.25% | 100.00% | 100.00% | 100.00% | 96.50% | 0.00% |
| \$190,001-\$400,000 | 8 | 13.56% | 95.87% | 0.00% | 96.24% | 95.95% | 95.79% |
| \$400,001 and up | 6 | 10.17% | 99.72% | 99.72% | 97.32% | 102.18% | 0.00% |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 98.56% | 96.50% | 95.79% |
| Total Closed Units | | 59 | 100% | 31 | 22 | 5 | 1 |
| Total Closed Volume | | 7,727,836 | | 2.06M | 4.55M | 895.05K | 225.00K |

February 2021

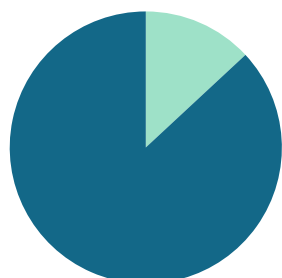
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Mar 11, 2021 for MLS Technology Inc.

INVENTORY

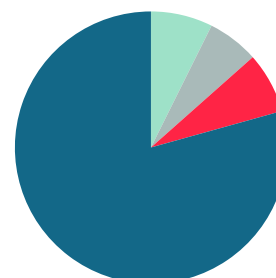


Inventory
 New Listings
104 = 13.08%
 Start Inventory
691
 Total Inventory Units
795
 Volume
\$117,235,601

Market Activity

Closed Sales
59 = 7.35%
 Pending Sales
49 = 6.10%
 Other Off Market
58 = 7.22%
 Active Inventory
637 = 79.33%

MARKET ACTIVITY



| Compared Metrics | February | | | Year to Date | | |
|---|----------|---------|---------|--------------|--------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 40 | 59 | 47.50% | 77 | 126 | 63.64% |
| Pending Sales | 46 | 49 | 6.52% | 96 | 123 | 28.13% |
| New Listings | 161 | 104 | -35.40% | 369 | 208 | -43.63% |
| Median List Price | 105,000 | 87,900 | -16.29% | 95,000 | 99,000 | 4.21% |
| Median Sale Price | 102,500 | 86,250 | -15.85% | 94,900 | 93,500 | -1.48% |
| Median Percent of Selling Price to List Price | 96.98% | 100.00% | 3.11% | 97.09% | 98.68% | 1.64% |
| Median Days on Market to Sale | 31.00 | 22.00 | -29.03% | 33.00 | 37.50 | 13.64% |
| Monthly Inventory | 939 | 637 | -32.16% | 939 | 637 | -32.16% |
| Months Supply of Inventory | 16.79 | 8.25 | -50.84% | 16.79 | 8.25 | -50.84% |

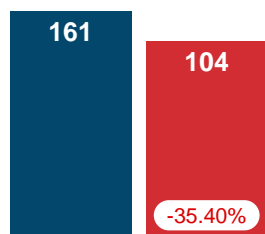
Absorption: Last 12 months, an Average of **77** Sales/Month

Inventory on February 28, 2021 = **637** 2020 2021

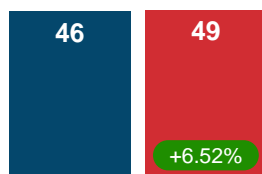
FEBRUARY MARKET

MEDIAN PRICES

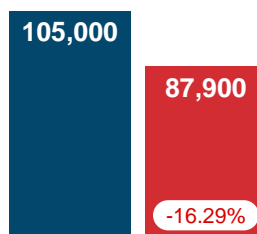
New Listings



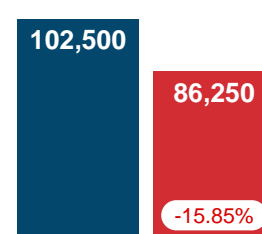
Pending Listings



List Price



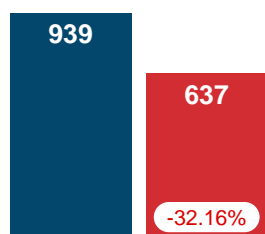
Sale Price



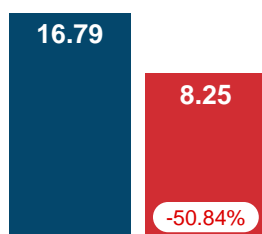
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

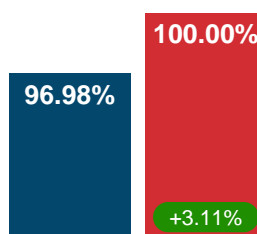
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

