

July 2021



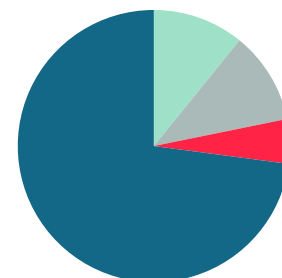
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	114	84	-26.32%
Pending Listings	91	85	-6.59%
New Listings	183	108	-40.98%
Average List Price	151,309	160,107	5.81%
Average Sale Price	145,477	157,063	7.96%
Average Percent of Selling Price to List Price	95.30%	98.21%	3.05%
Average Days on Market to Sale	50.69	36.20	-28.59%
End of Month Inventory	949	565	-40.46%
Months Supply of Inventory	15.86	6.75	-57.42%



■ Closed (10.84%)
■ Pending (10.97%)
■ Other OffMarket (5.29%)
■ Active (72.90%)

Absorption: Last 12 months, an Average of **84** Sales/Month
Active Inventory as of July 31, 2021 = **565**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **40.46%** to 565 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **6.75** 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 **7.96%** in July 2021 to \$157,063 versus the previous year at \$145,477.

Average Days on Market Shortens

The average number of **36.20** days that homes spent on the market before selling decreased by 14.49 days or **28.59%** in July 2021 compared to last year's same month at **50.69** DOM.

Sales Success for July 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 108 New Listings in July 2021, down **40.98%** from last year at 183. Furthermore, there were 84 Closed Listings this month versus last year at 114, a **-26.32%** decrease.

Closed versus Listed trends yielded a **77.8%** ratio, up from previous year's, July 2020, at **62.3%**, a **24.85%** 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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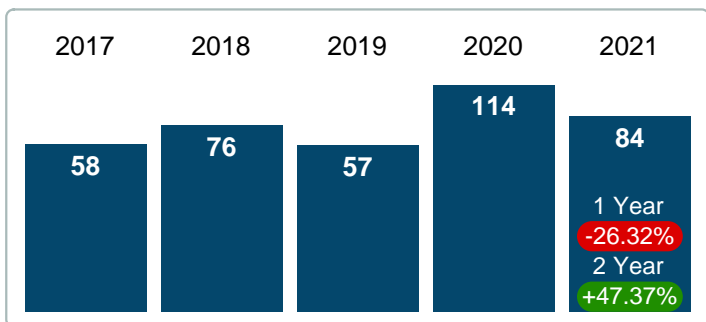
Area Delimited by County Of Cherokee



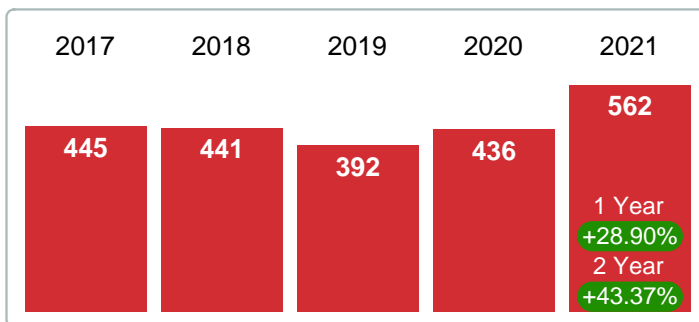
CLOSED LISTINGS

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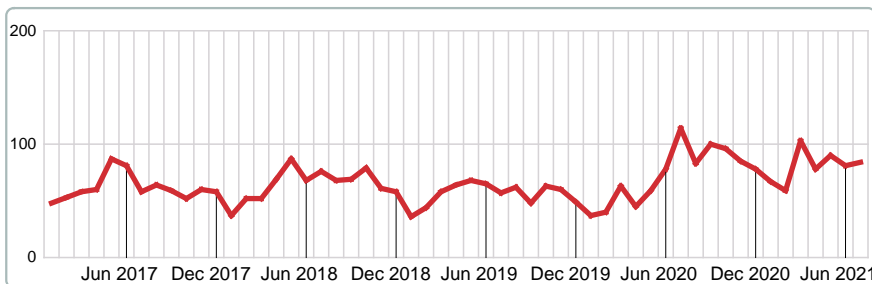
JULY



YEAR TO DATE (YTD)

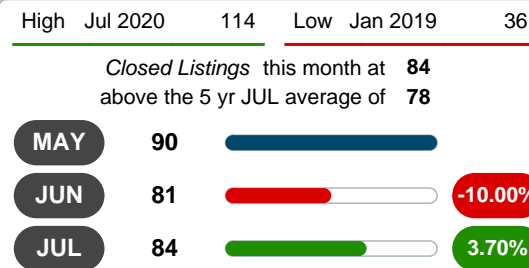


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 78



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 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$75,000	30	35.71%	71.6	24	6	0	0
\$75,001 \$150,000	17	20.24%	13.4	6	8	3	0
\$150,001 \$225,000	18	21.43%	9.0	2	15	1	0
\$225,001 \$275,000	8	9.52%	26.6	1	6	0	1
\$275,001 and up	11	13.10%	26.4	3	6	2	0
Total Closed Units	84			36	41	6	1
Total Closed Volume	13,193,286	100%	36.2	4.31M	7.34M	1.32M	225.50K
Average Closed Price	\$157,063			\$119,833	\$178,910	\$219,750	\$225,500

July 2021



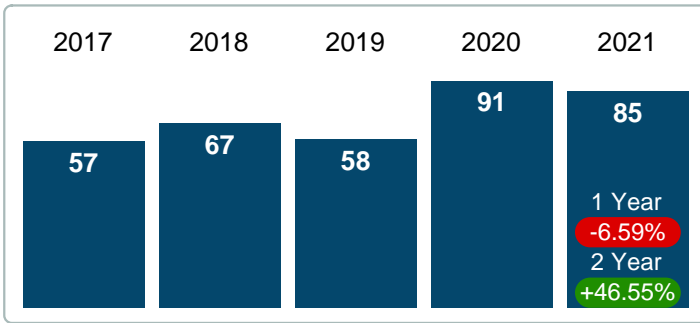
Area Delimited by County Of Cherokee



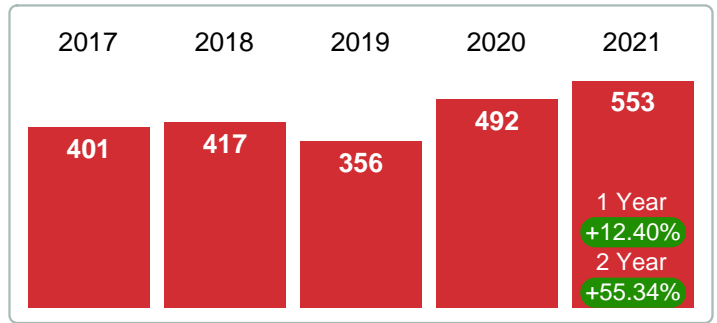
PENDING LISTINGS

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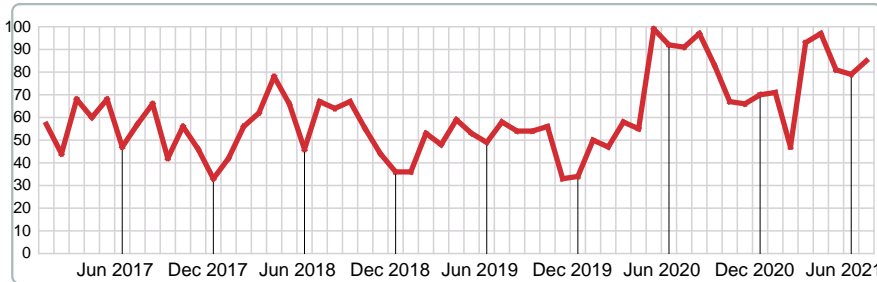
JULY



YEAR TO DATE (YTD)

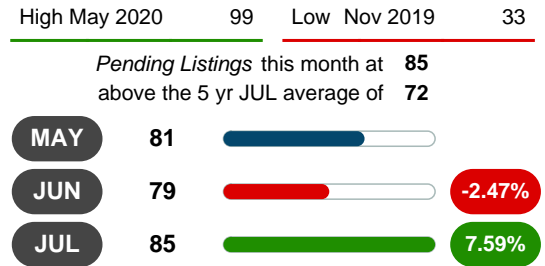


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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	15	17.65%	135.1	15	0	0	0
\$50,001-\$100,000	14	16.47%	28.1	11	3	0	0
\$100,001-\$175,000	23	27.06%	33.4	7	13	2	1
\$175,001-\$250,000	15	17.65%	22.3	3	9	1	2
\$250,001-\$375,000	10	11.76%	65.1	4	4	1	1
\$375,001 and up	8	9.41%	57.1	0	5	1	2
Total Pending Units	85			40	34	5	6
Total Pending Volume	15,566,690	100%	60.4	3.80M	7.97M	1.20M	2.59M
Average Listing Price	\$176,156			\$95,030	\$234,479	\$240,700	\$431,617

July 2021



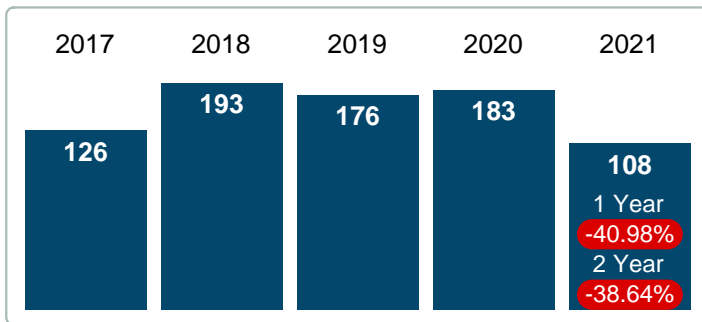
Area Delimited by County Of Cherokee



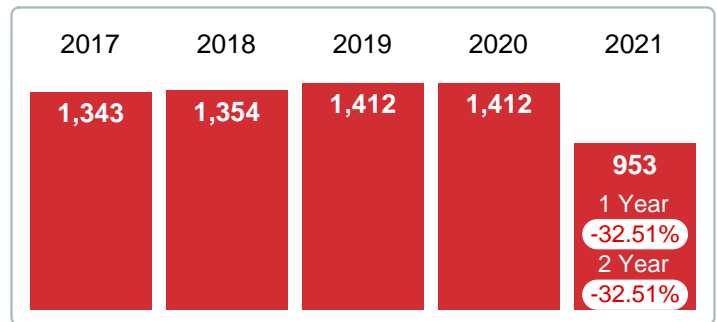
NEW LISTINGS

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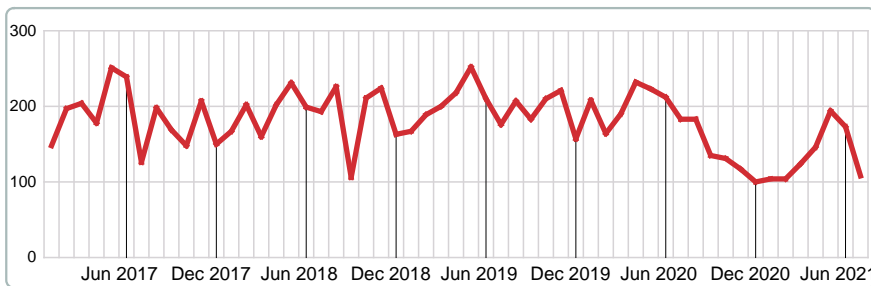
JULY



YEAR TO DATE (YTD)

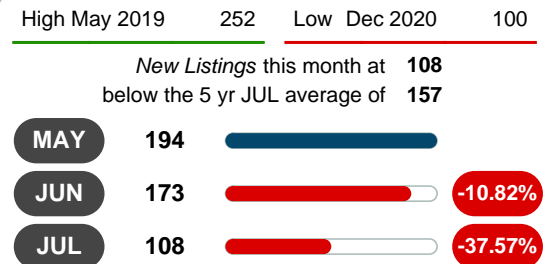


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 157



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-\$30,000	24	22.22%	22	2	0	0
\$30,001-\$80,000	16	14.81%	15	1	0	0
\$80,001-\$170,000	27	25.00%	14	11	2	0
\$170,001-\$230,000	17	15.74%	2	10	3	2
\$230,001-\$410,000	13	12.04%	4	5	3	1
\$410,001 and up	11	10.19%	4	4	2	1
Total New Listed Units	108		61	33	10	4
Total New Listed Volume	23,435,755	100%	12.33M	6.96M	2.63M	1.52M
Average New Listed Listing Price	\$102,501		\$202,136	\$210,971	\$262,760	\$378,950

July 2021



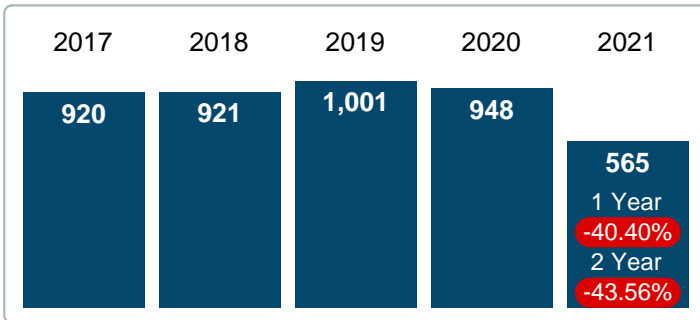
Area Delimited by County Of Cherokee



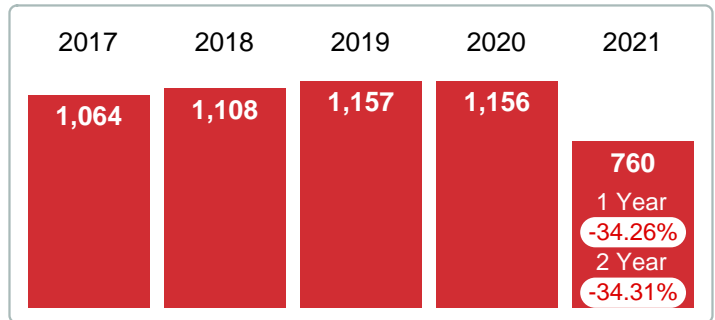
ACTIVE INVENTORY

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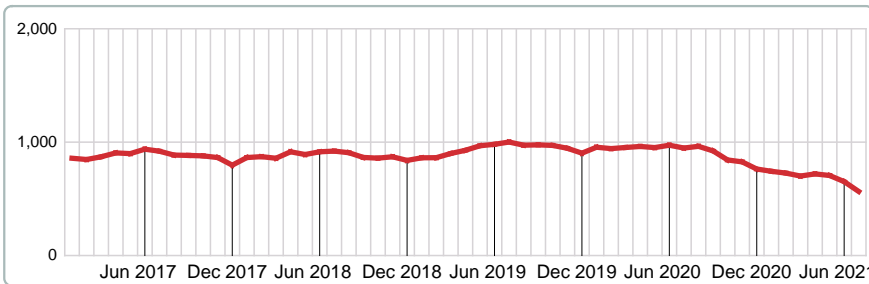
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

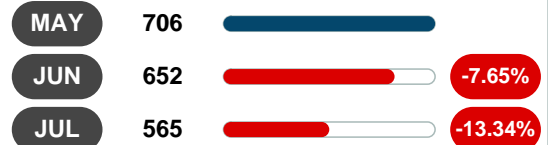


3 MONTHS

5 year JUL AVG = 871

High Jul 2019 1,001 Low Jul 2021 565

Inventory this month at 565
below the 5 yr JUL average of 871



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	139	24.60%	133.8	139	0	0	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$75,000	209	36.99%	158.2	206	2	1	0
\$75,001-\$175,000	87	15.40%	85.6	63	18	5	1
\$175,001-\$400,000	74	13.10%	88.7	38	26	7	3
\$400,001 and up	56	9.91%	101.4	33	11	9	3
Total Active Inventory by Units	565			479	57	22	7
Total Active Inventory by Volume	97,150,781	100%	126.3	64.34M	20.03M	7.71M	5.06M
Average Active Inventory Listing Price	\$171,948			\$134,325	\$351,439	\$350,569	\$723,529

July 2021



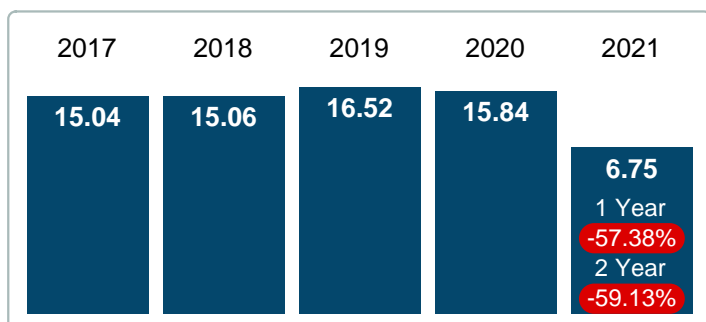
Area Delimited by County Of Cherokee



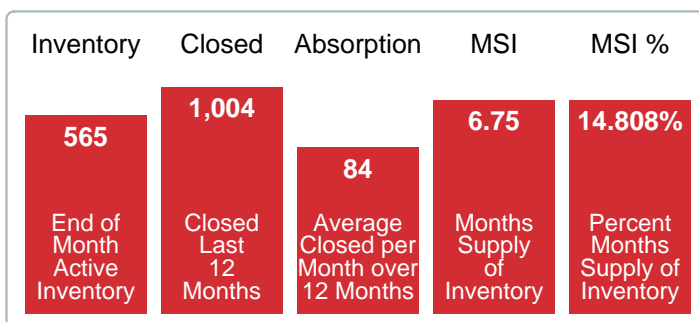
MONTHS SUPPLY of INVENTORY (MSI)

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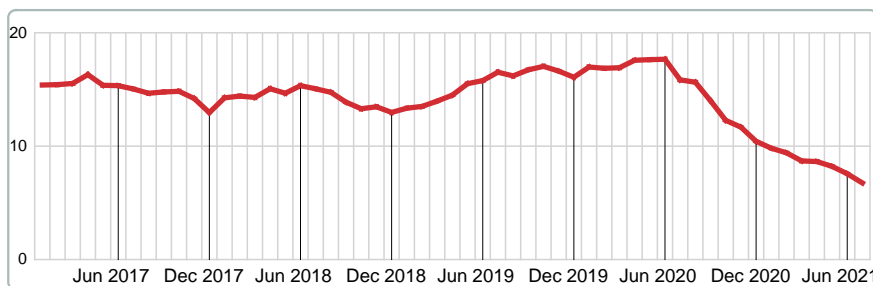
MSI FOR JULY



INDICATORS FOR JULY 2021

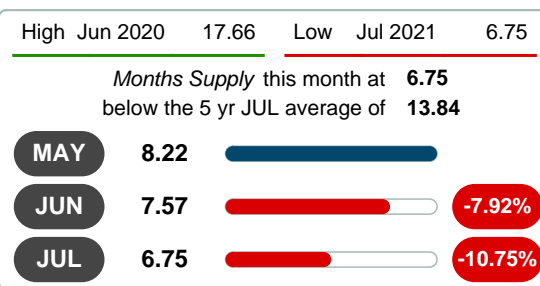


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 13.84



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	15	2.65%	1.68	2.17	0.00	0.00	0.00
\$10,001 - \$20,000	79	13.98%	12.64	12.64	0.00	0.00	0.00
\$20,001 - \$40,000	125	22.12%	18.07	18.99	0.00	0.00	0.00
\$40,001 - \$80,000	136	24.07%	15.84	20.46	1.09	4.00	0.00
\$80,001 - \$170,000	77	13.63%	3.10	6.97	1.28	1.50	3.00
\$170,001 - \$400,000	77	13.63%	3.28	12.63	1.81	1.68	2.40
\$400,001 and up	56	9.91%	12.00	28.29	6.95	6.00	7.20
Market Supply of Inventory (MSI)			6.75	12.50	1.70	2.24	3.50
Total Active Inventory by Units		100%	6.75	479	57	22	7

July 2021



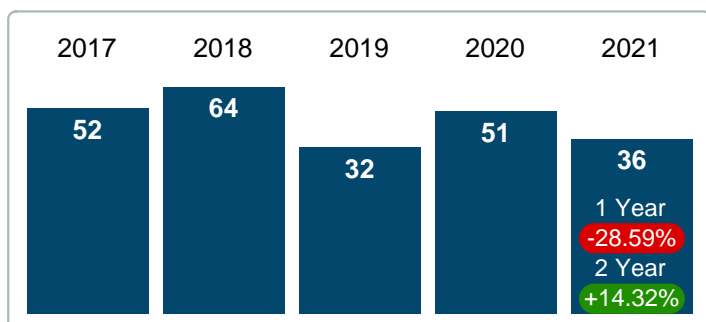
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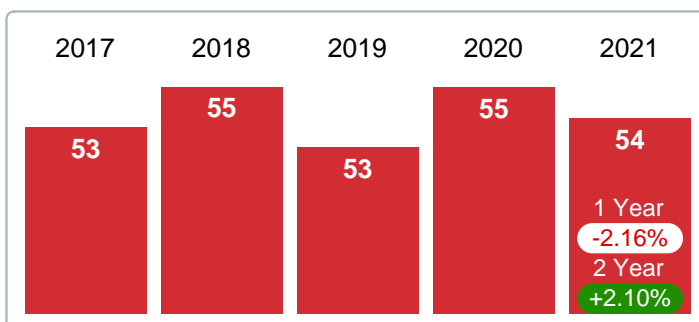
AVERAGE DAYS ON MARKET TO SALE

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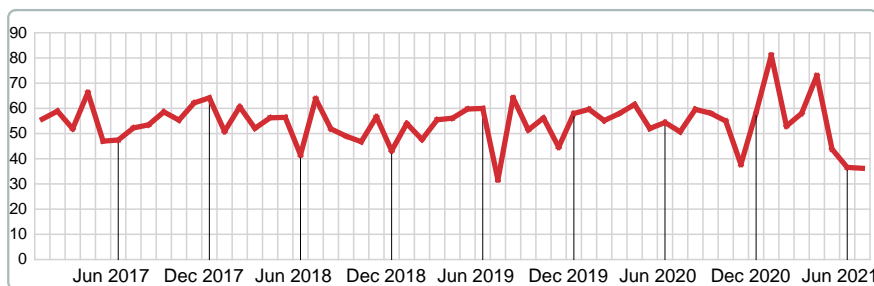
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

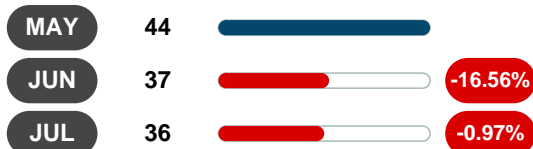


3 MONTHS

5 year JUL AVG = 47

High Jan 2021 81 Low Jul 2019 32

Average Days on Market to Sale this month at 36 below the 5 yr JUL average of 47



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 \$0	0	0.00%	0	0	0	0	0
\$1 \$75,000	30	35.71%	72	84	23	0	0
\$75,001 \$150,000	17	20.24%	13	20	7	17	0
\$150,001 \$225,000	18	21.43%	9	21	8	4	0
\$225,001 \$275,000	8	9.52%	27	116	15	0	6
\$275,001 and up	11	13.10%	26	27	15	61	0
Average Closed DOM			36	66	12	29	6
Total Closed Units		100%	36	36	41	6	1
Total Closed Volume			13,193,286	4.31M	7.34M	1.32M	225.50K

July 2021



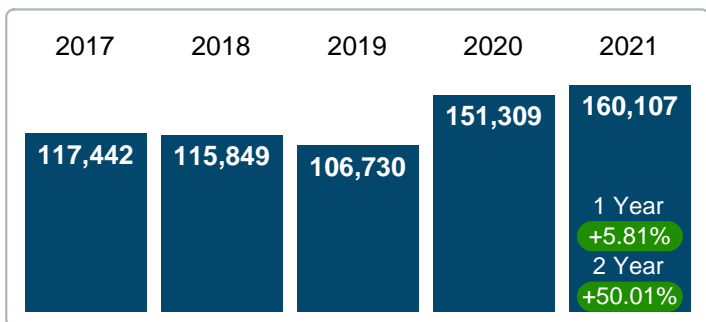
Area Delimited by County Of Cherokee



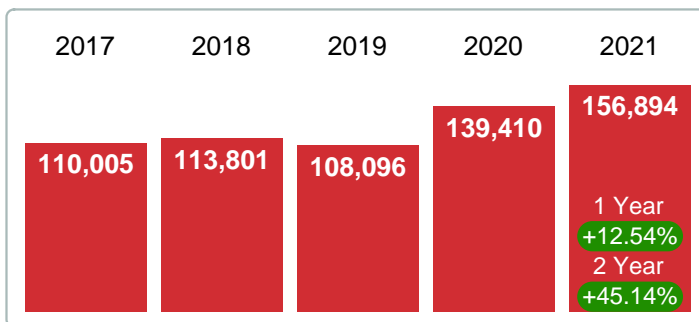
AVERAGE LIST PRICE AT CLOSING

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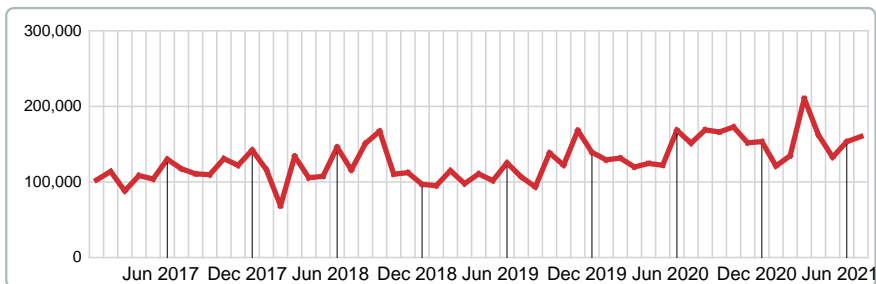
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

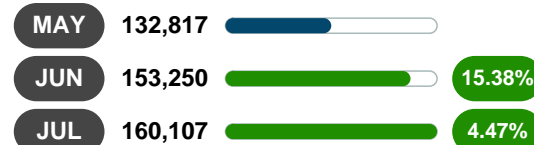


3 MONTHS

5 year JUL AVG = 130,287

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

Average List Price at Closing this month at **160,107** above the 5 yr JUL average of **130,287**



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 \$0	0	0.00%	0	0	0	0	0
\$1 \$75,000	30	35.71%	26,064	27,901	18,715	0	0
\$75,001 \$150,000	18	21.43%	124,333	121,633	131,338	134,500	0
\$150,001 \$225,000	19	22.62%	188,858	172,000	178,233	179,900	0
\$225,001 \$275,000	6	7.14%	245,433	299,900	237,117	0	219,900
\$275,001 and up	11	13.10%	488,018	838,600	346,267	374,900	0
Average List Price			160,107	126,643	178,946	222,200	219,900
Total Closed Units		100%	160,107	36	41	6	1
Total Closed Volume			13,449,022	4.56M	7.34M	1.33M	219.90K

July 2021



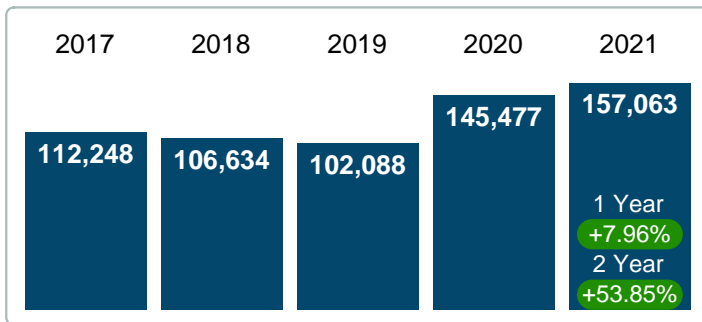
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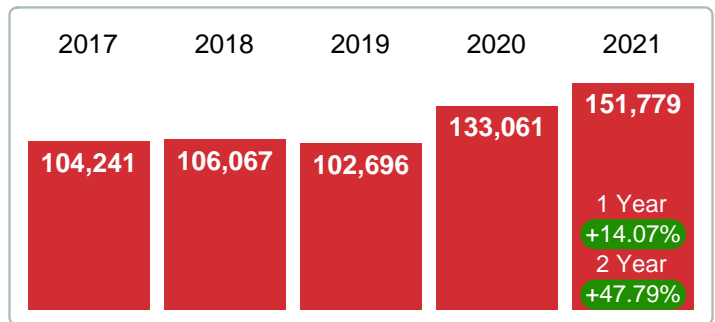
AVERAGE SOLD PRICE AT CLOSING

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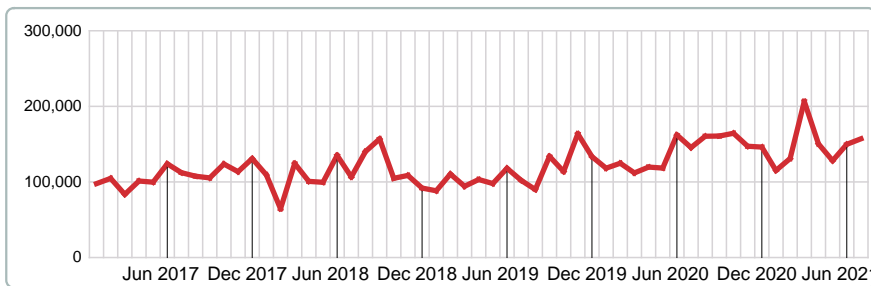
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

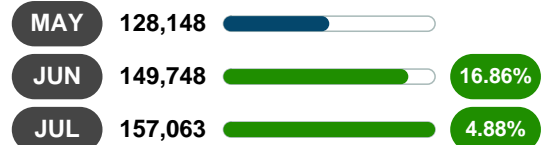


3 MONTHS

5 year JUL AVG = 124,702

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

Average Sold Price at Closing this month at **157,063** above the 5 yr JUL average of **124,702**



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 \$0	0	0.00%	0	0	0	0	0
\$1 \$75,000	30	35.71%	24,483	26,050	18,215	0	0
\$75,001 \$150,000	17	20.24%	127,077	113,967	134,250	134,167	0
\$150,001 \$225,000	18	21.43%	178,906	162,500	181,027	179,900	0
\$225,001 \$275,000	8	9.52%	237,713	260,000	236,033	0	225,500
\$275,001 and up	11	13.10%	470,591	806,667	336,733	368,050	0
Average Sold Price			157,063	119,833	178,910	219,750	225,500
Total Closed Units		100%	157,063	36	41	6	1
Total Closed Volume			13,193,286	4.31M	7.34M	1.32M	225.50K

July 2021



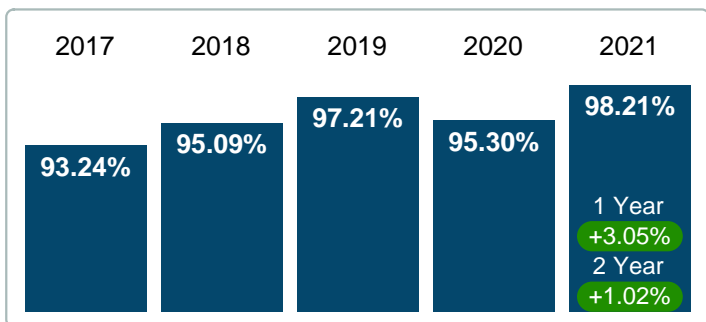
Area Delimited by County Of Cherokee



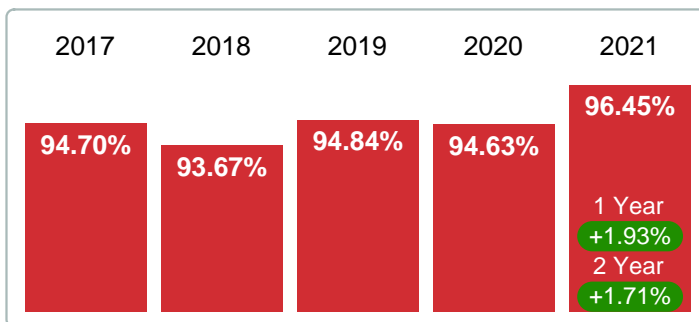
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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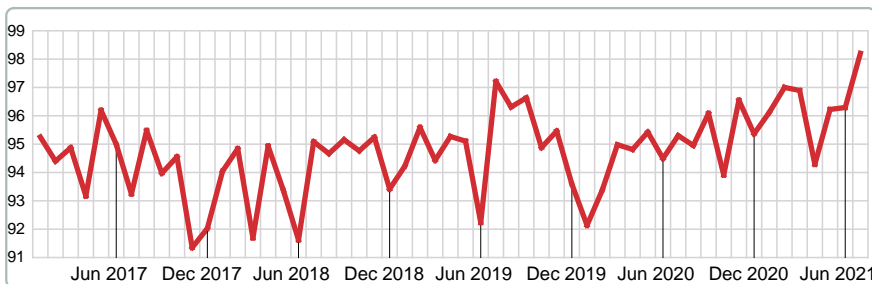
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

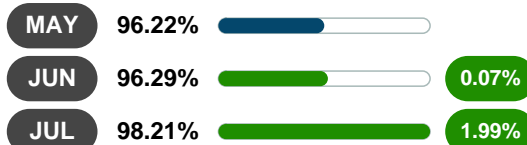


3 MONTHS

5 year JUL AVG = 95.81%

High Jul 2021 98.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **98.21%**
above the 5 yr JUL average of **95.81%**



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 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$75,000	30	35.71%	95.24%	94.27%	99.12%	0.00%	0.00%
\$75,001 \$150,000	17	20.24%	99.69%	96.09%	102.35%	99.84%	0.00%
\$150,001 \$225,000	18	21.43%	101.96%	94.91%	103.03%	100.00%	0.00%
\$225,001 \$275,000	8	9.52%	98.37%	86.70%	99.62%	0.00%	102.55%
\$275,001 and up	11	13.10%	97.73%	96.71%	97.56%	99.80%	0.00%
Average Sold/List Ratio		98.20%		94.60%	101.03%	99.85%	102.55%
Total Closed Units		84	100%	36	41	6	1
Total Closed Volume		13,193,286		4.31M	7.34M	1.32M	225.50K

July 2021

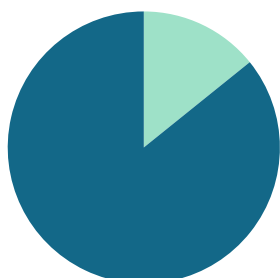
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

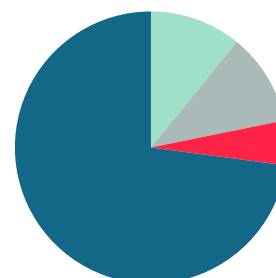


Inventory
 New Listings
108 = 14.21%
 Start Inventory
652
 Total Inventory Units
760
 Volume
\$135,351,653

Market Activity

Closed Sales
84 = 10.84%
 Pending Sales
85 = 10.97%
 Other Off Market
41 = 5.29%
 Active Inventory
565 = 72.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	114	84	-26.32%	436	562	28.90%
Pending Sales	91	85	-6.59%	492	553	12.40%
New Listings	183	108	-40.98%	1,412	953	-32.51%
Average List Price	151,309	160,107	5.81%	139,410	156,894	12.54%
Average Sale Price	145,477	157,063	7.96%	133,061	151,779	14.07%
Average Percent of Selling Price to List Price	95.30%	98.21%	3.05%	94.63%	96.45%	1.93%
Average Days on Market to Sale	50.69	36.20	-28.59%	54.87	53.68	-2.16%
Monthly Inventory	949	565	-40.46%	949	565	-40.46%
Months Supply of Inventory	15.86	6.75	-57.42%	15.86	6.75	-57.42%

Absorption: Last 12 months, an Average of **84** Sales/Month

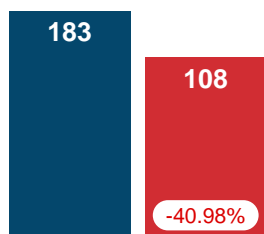
Inventory on July 31, 2021 = **565**

2020 **2021**

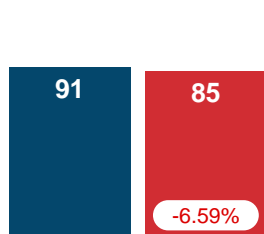
JULY MARKET

AVERAGE PRICES

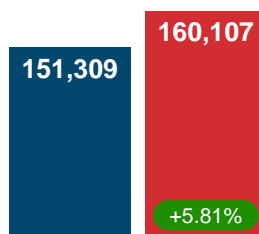
New Listings



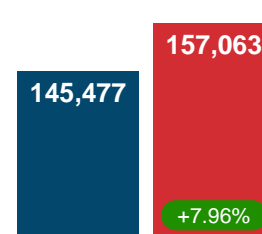
Pending Listings



List Price



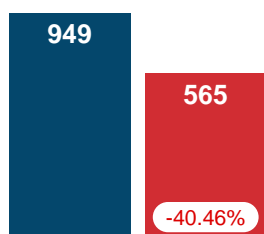
Sale Price



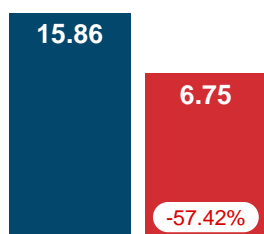
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

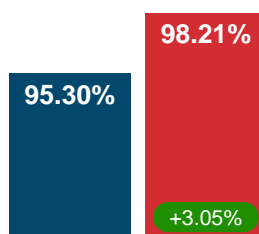
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

