

June 2021



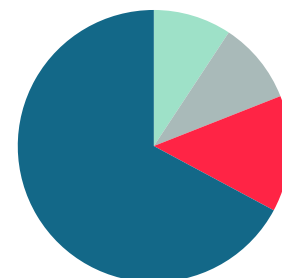
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	78	80	2.56%
Pending Listings	92	84	-8.70%
New Listings	212	173	-18.40%
Average List Price	168,432	153,760	-8.71%
Average Sale Price	162,127	150,256	-7.32%
Average Percent of Selling Price to List Price	94.49%	96.28%	1.90%
Average Days on Market to Sale	54.38	36.71	-32.49%
End of Month Inventory	974	579	-40.55%
Months Supply of Inventory	17.68	6.73	-61.96%



■ Closed (9.28%)
■ Pending (9.74%)
■ Other OffMarket (13.81%)
■ Active (67.17%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of June 30, 2021 = **579**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **40.55%** to 579 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **6.73** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.32%** in June 2021 to \$150,256 versus the previous year at \$162,127.

Average Days on Market Shortens

The average number of **36.71** days that homes spent on the market before selling decreased by 17.67 days or **32.49%** in June 2021 compared to last year's same month at **54.38** DOM.

Sales Success for June 2021 is Positive

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

There were 173 New Listings in June 2021, down **18.40%** from last year at 212. Furthermore, there were 80 Closed Listings this month versus last year at 78, a **2.56%** increase.

Closed versus Listed trends yielded a **46.2%** ratio, up from previous year's, June 2020, at **36.8%**, a **25.69%** 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

June 2021



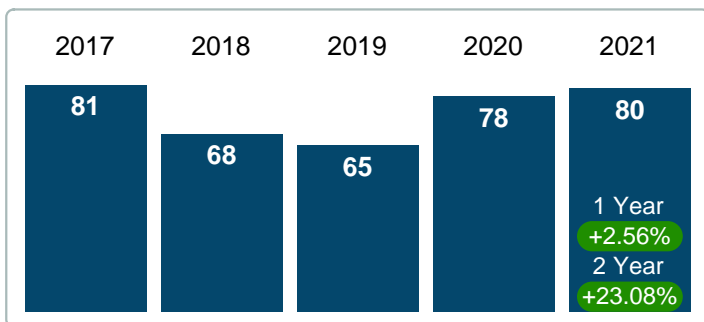
Area Delimited by County Of Cherokee



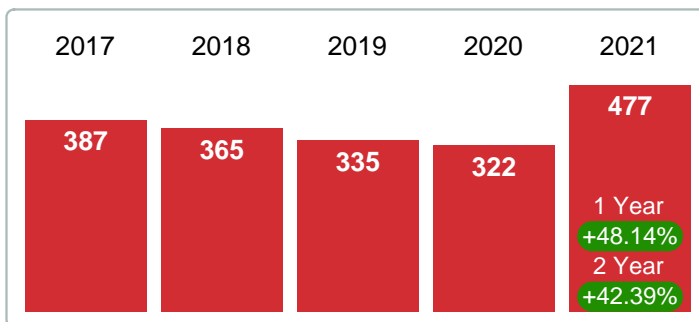
CLOSED LISTINGS

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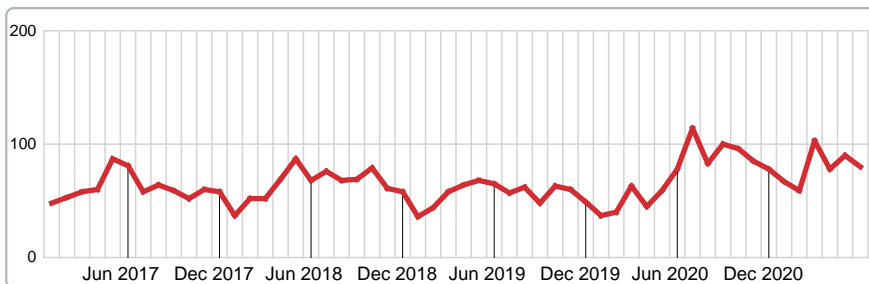
JUNE



YEAR TO DATE (YTD)

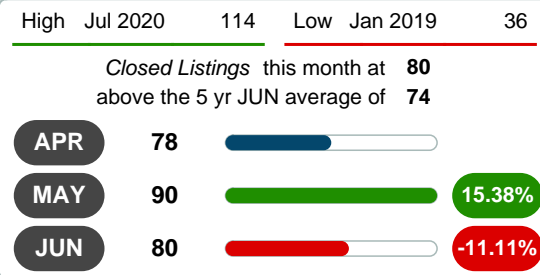


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74



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-\$25,000	13	16.25%	38.3	13	0	0	0
\$25,001-\$100,000	16	20.00%	80.8	16	0	0	0
\$100,001-\$150,000	14	17.50%	11.4	1	8	4	1
\$150,001-\$225,000	19	23.75%	33.2	2	12	5	0
\$225,001-\$300,000	7	8.75%	5.9	2	2	3	0
\$300,001 and up	11	13.75%	28.6	0	4	4	3
Total Closed Units	80			34	26	16	4
Total Closed Volume	12,020,456	100%	36.7	1.90M	5.04M	3.55M	1.53M
Average Closed Price	\$150,256			\$55,973	\$193,667	\$221,847	\$383,125

June 2021



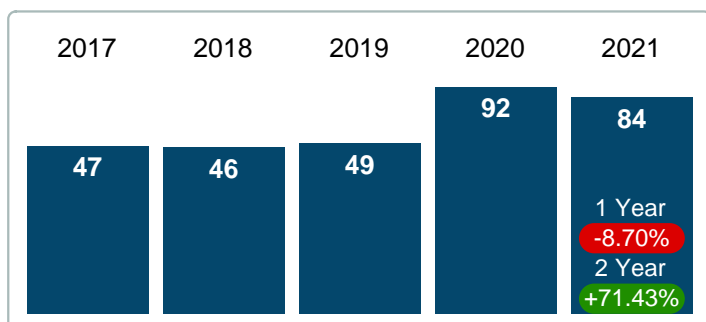
Area Delimited by County Of Cherokee



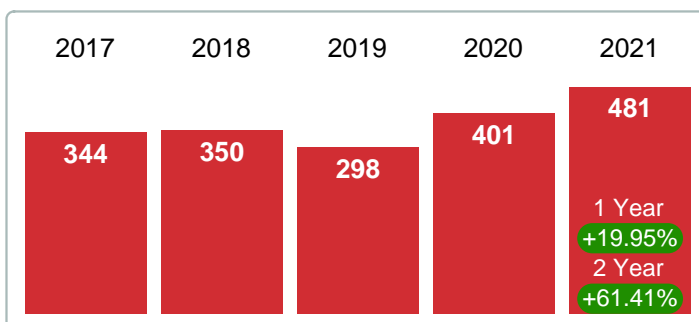
PENDING LISTINGS

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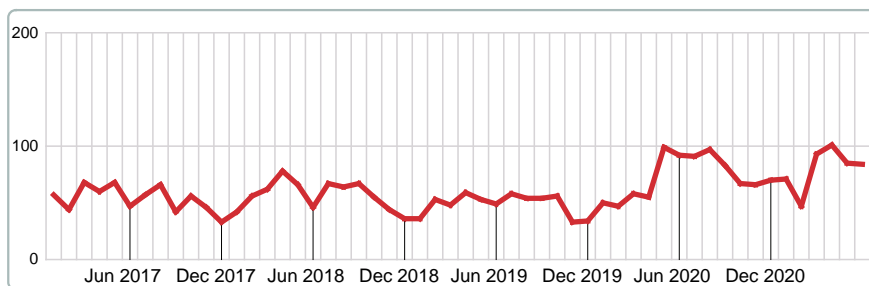
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

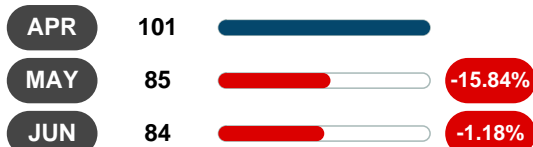


3 MONTHS

5 year JUN AVG = 64

High Apr 2021 101 Low Nov 2019 33

Pending Listings this month at **84**
above the 5 yr JUN average of **64**



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-\$25,000	11	13.10%	74.4	11	0	0	0
\$25,001-\$125,000	20	23.81%	61.0	16	3	1	0
\$125,001-\$175,000	19	22.62%	20.8	3	14	1	1
\$175,001-\$225,000	14	16.67%	19.1	3	9	1	1
\$225,001-\$325,000	10	11.90%	23.3	2	5	3	0
\$325,001 and up	10	11.90%	49.1	3	5	1	1
Total Pending Units	84			38	36	7	3
Total Pending Volume	14,059,000	100%	50.0	4.16M	7.24M	1.70M	959.80K
Average Listing Price	\$166,100			\$109,492	\$201,003	\$243,200	\$319,933

June 2021



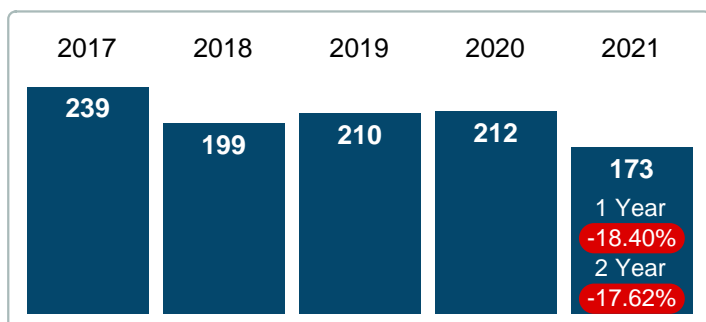
Area Delimited by County Of Cherokee



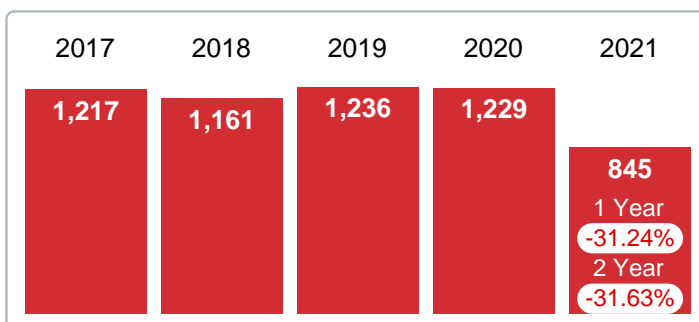
NEW LISTINGS

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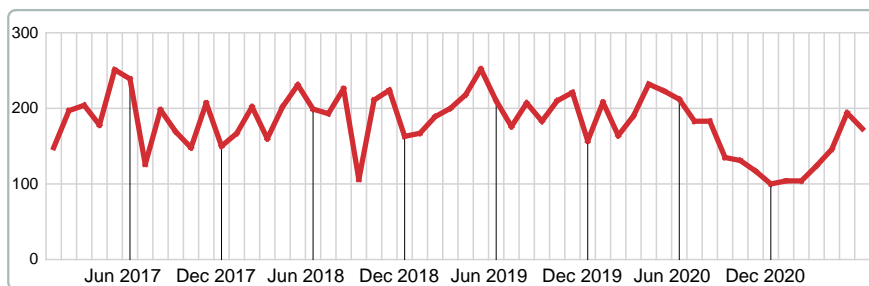
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

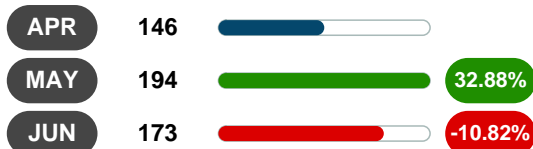


3 MONTHS

5 year JUN AVG = 207

High May 2019 252 Low Dec 2020 100

New Listings this month at 173
below the 5 yr JUN average of 207



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	12	6.94%	10	2	0	0
\$10,001 - \$20,000	7	4.05%	7	0	0	0
\$20,001 - \$50,000	42	24.28%	41	1	0	0
\$50,001 - \$140,000	46	26.59%	33	10	3	0
\$140,001 - \$240,000	26	15.03%	4	20	1	1
\$240,001 - \$370,000	22	12.72%	11	7	3	1
\$370,001 and up	18	10.40%	11	4	2	1
Total New Listed Units	173		117	44	9	3
Total New Listed Volume	27,528,243	100%	14.05M	10.01M	2.41M	1.06M
Average New Listed Listing Price	\$98,553		\$120,077	\$227,402	\$268,178	\$353,300

June 2021



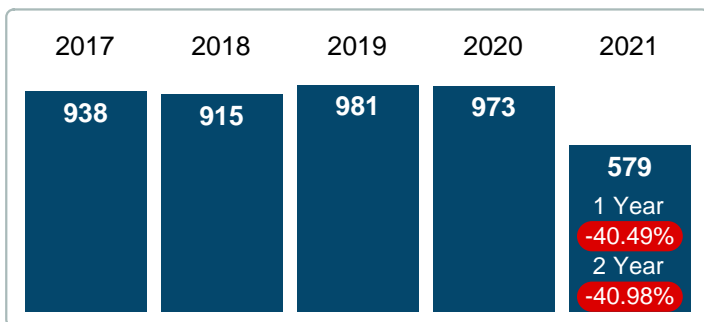
Area Delimited by County Of Cherokee



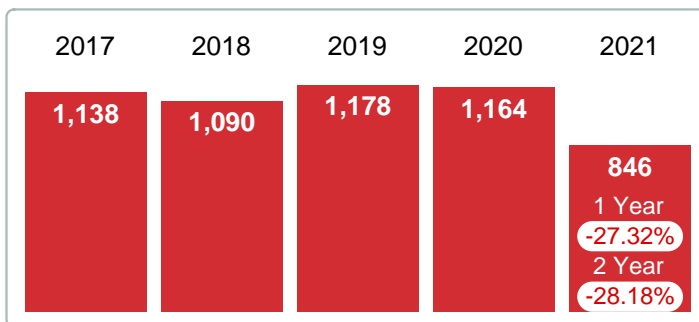
ACTIVE INVENTORY

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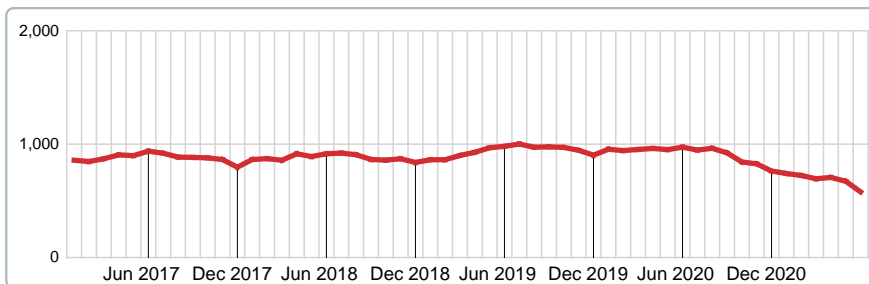
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

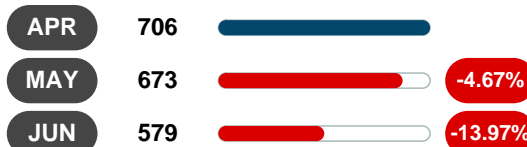


3 MONTHS

5 year JUN AVG = 877

High Jul 2019 1,001 Low Jun 2021 579

Inventory this month at 579
below the 5 yr JUN average of 877



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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	167	28.84%	138.4	165	2	0	0
\$25,001-\$50,000	111	19.17%	165.6	110	1	0	0
\$50,001-\$150,000	163	28.15%	80.9	142	17	4	0
\$150,001-\$375,000	78	13.47%	81.3	40	32	3	3
\$375,001 and up	60	10.36%	99.5	38	12	7	3
Total Active Inventory by Units			579	495	64	14	6
Total Active Inventory by Volume			98,525,477	67.15M	21.07M	5.45M	4.85M
Average Active Inventory Listing Price			\$170,165	\$135,649	\$329,220	\$389,586	\$809,133

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

June 2021



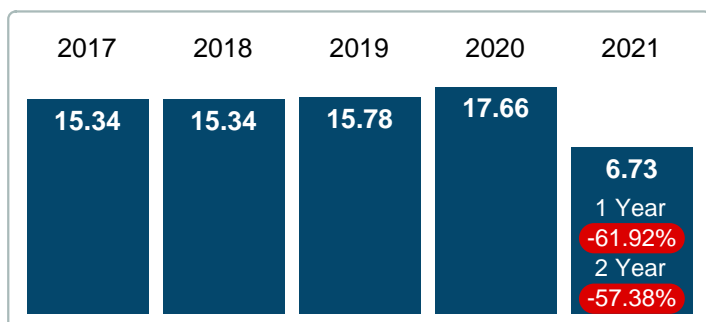
Area Delimited by County Of Cherokee



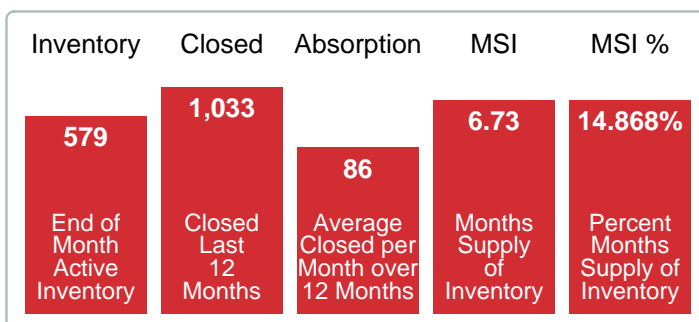
MONTHS SUPPLY of INVENTORY (MSI)

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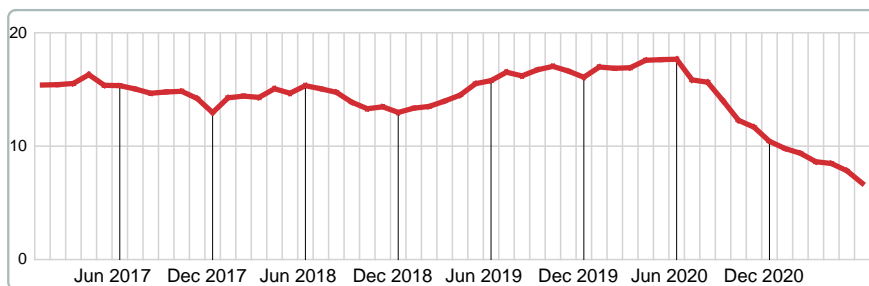
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

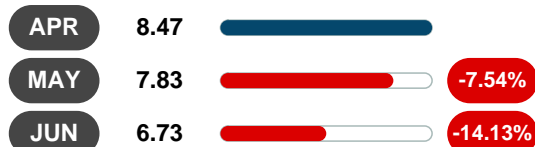


3 MONTHS

5 year JUN AVG = 14.17

High Jun 2020 17.66 Low Jun 2021 6.73

Months Supply this month at 6.73
below the 5 yr JUN average of 14.17



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	17	2.94%	1.85	2.07	1.60	0.00	0.00
\$10,001 - \$20,000	98	16.93%	15.89	15.89	0.00	0.00	0.00
\$20,001 - \$30,000	88	15.20%	20.71	21.12	0.00	0.00	0.00
\$30,001 - \$60,000	137	23.66%	21.35	24.92	2.18	0.00	0.00
\$60,001 - \$160,000	104	17.96%	3.64	7.57	1.24	1.45	0.00
\$160,001 - \$390,000	76	13.13%	2.90	9.80	1.98	0.51	2.57
\$390,001 and up	59	10.19%	11.24	29.60	7.20	4.20	4.50
Market Supply of Inventory (MSI)			6.73	12.64	1.91	1.27	2.57
Total Active Inventory by Units		100%	6.73	495	64	14	6

June 2021



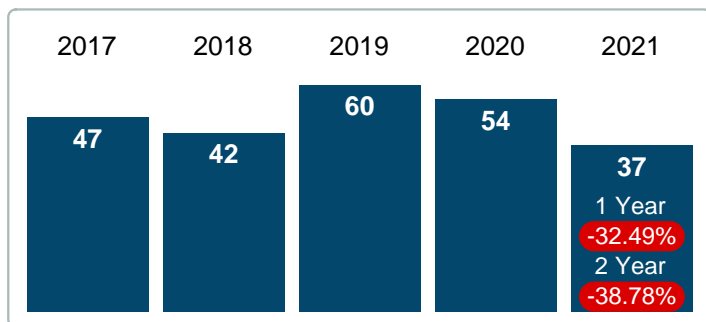
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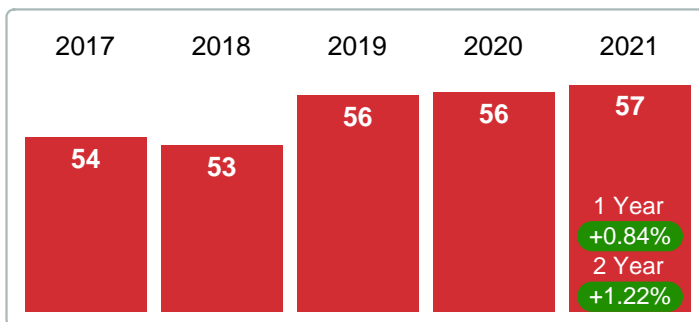
AVERAGE DAYS ON MARKET TO SALE

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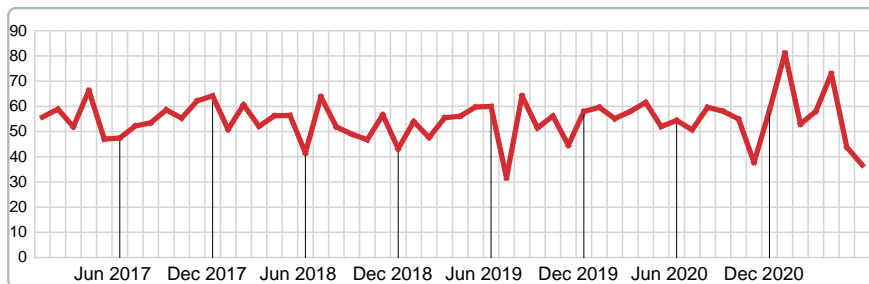
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

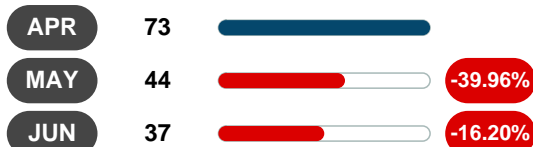


3 MONTHS

5 year JUN AVG = 48

High Jan 2021 81 Low Jul 2019 32

Average Days on Market to Sale this month at 37 below the 5 yr JUN average of 48



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-\$25,000	13	16.25%	38	38	0	0	0
\$25,001-\$100,000	16	20.00%	81	81	0	0	0
\$100,001-\$150,000	14	17.50%	11	1	9	20	5
\$150,001-\$225,000	19	23.75%	33	108	22	29	0
\$225,001-\$300,000	7	8.75%	6	10	6	3	0
\$300,001 and up	11	13.75%	29	0	20	17	56
Average Closed DOM			37	60	17	19	43
Total Closed Units		100%	37	34	26	16	4
Total Closed Volume			12,020,456	1.90M	5.04M	3.55M	1.53M

June 2021



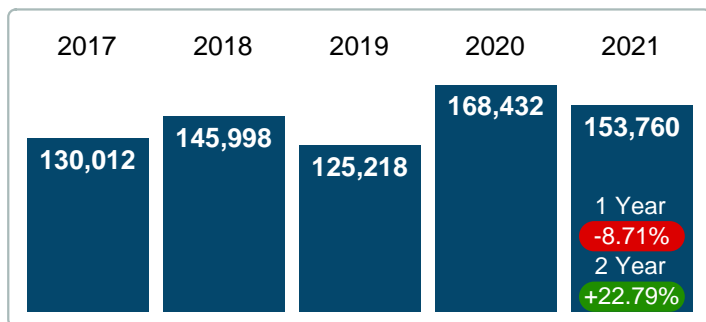
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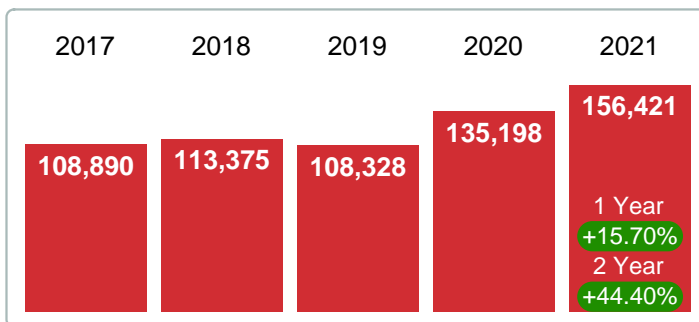
AVERAGE LIST PRICE AT CLOSING

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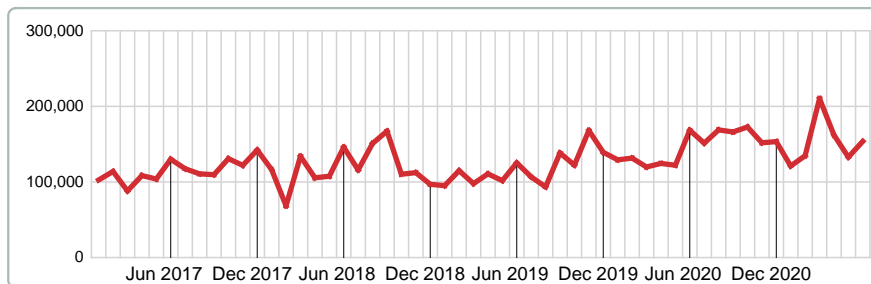
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

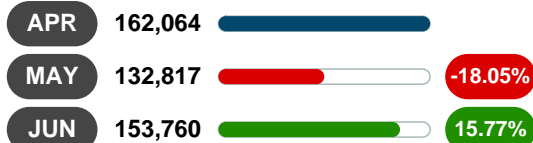


3 MONTHS

5 year JUN AVG = 144,684

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

Average List Price at Closing this month at **153,760**
above the 5 yr JUN average of **144,684**



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-\$25,000	12	15.00%	11,083	13,077	0	0	0
\$25,001-\$100,000	16	20.00%	48,180	53,680	0	0	0
\$100,001-\$150,000	14	17.50%	126,471	110,000	124,588	139,950	140,000
\$150,001-\$225,000	20	25.00%	182,885	176,950	191,792	183,080	0
\$225,001-\$300,000	7	8.75%	269,171	261,250	262,000	254,567	0
\$300,001 and up	11	13.75%	371,309	0	326,200	342,450	469,933
Average List Price			153,760	59,273	197,192	225,544	387,450
Total Closed Units		100%	153,760	34	26	16	4
Total Closed Volume			12,300,772	2.02M	5.13M	3.61M	1.55M

June 2021



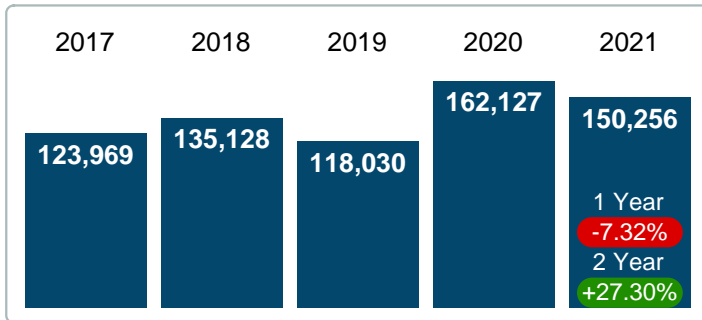
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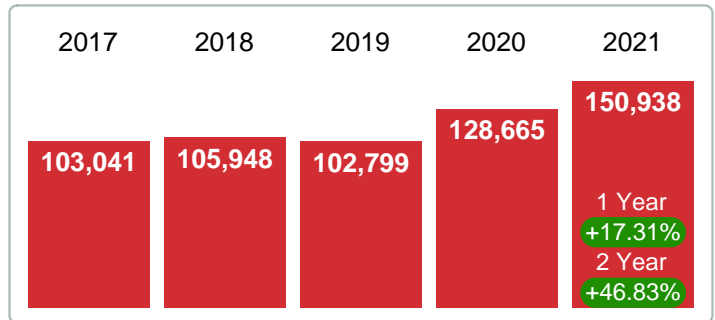
AVERAGE SOLD PRICE AT CLOSING

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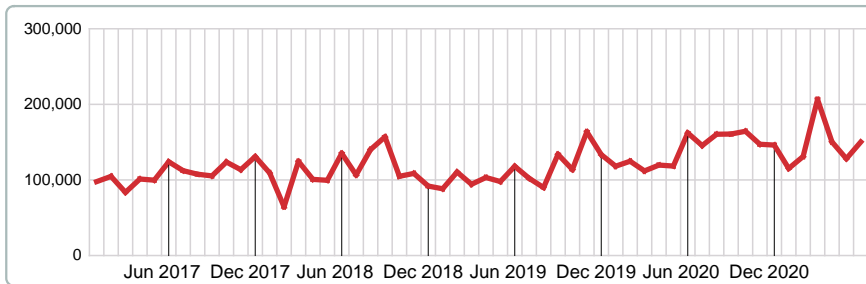
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

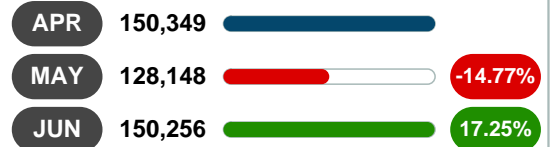


3 MONTHS

5 year JUN AVG = 137,902

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

Average Sold Price at Closing this month at 150,256 above the 5 yr JUN average of 137,902



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-\$25,000	13	16.25%	11,069	11,069	0	0	0
\$25,001-\$100,000	16	20.00%	48,611	48,611	0	0	0
\$100,001-\$150,000	14	17.50%	128,386	110,000	123,613	139,625	140,000
\$150,001-\$225,000	19	23.75%	182,253	176,950	182,411	183,995	0
\$225,001-\$300,000	7	8.75%	258,821	258,750	261,250	257,250	0
\$300,001 and up	11	13.75%	366,075	0	333,750	324,831	464,167
Average Sold Price			150,256	55,973	193,667	221,847	383,125
Total Closed Units		100%	150,256	34	26	16	4
Total Closed Volume			12,020,456	1.90M	5.04M	3.55M	1.53M

June 2021



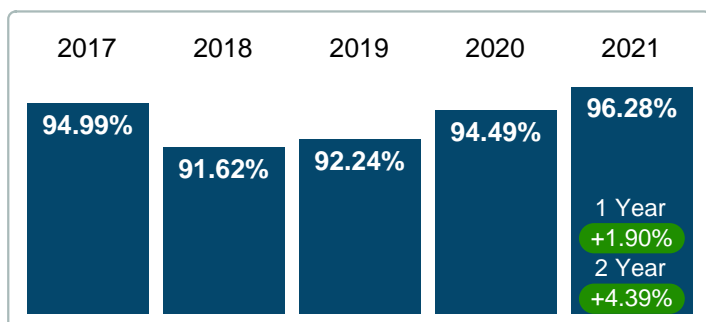
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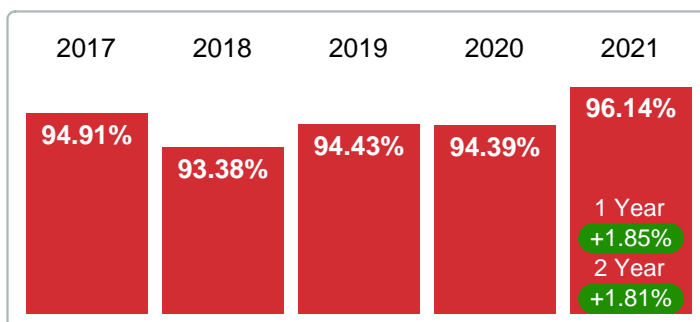
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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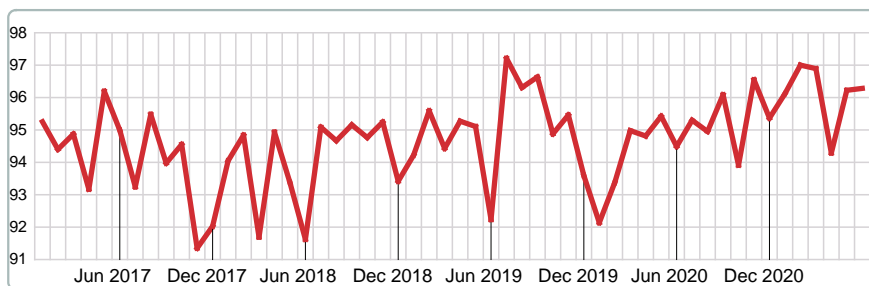
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

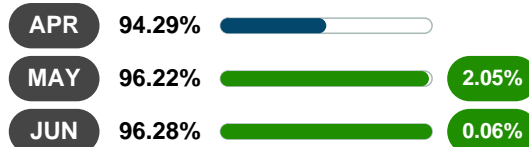


3 MONTHS

5 year JUN AVG = 93.93%

High Jul 2019 97.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **96.28%**
above the 5 yr JUN average of **93.93%**



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-\$25,000	13	16.25%	91.16%	91.16%	0.00%	0.00%	0.00%
\$25,001-\$100,000	16	20.00%	91.80%	91.80%	0.00%	0.00%	0.00%
\$100,001-\$150,000	14	17.50%	99.68%	100.00%	99.28%	100.34%	100.00%
\$150,001-\$225,000	19	23.75%	98.05%	100.00%	96.58%	100.79%	0.00%
\$225,001-\$300,000	7	8.75%	100.21%	99.11%	99.89%	101.17%	0.00%
\$300,001 and up	11	13.75%	98.98%	0.00%	102.48%	95.48%	98.98%
Average Sold/List Ratio		96.30%		92.71%	98.57%	99.42%	99.24%
Total Closed Units		80	100%	34	26	16	4
Total Closed Volume		12,020,456		1.90M	5.04M	3.55M	1.53M

June 2021



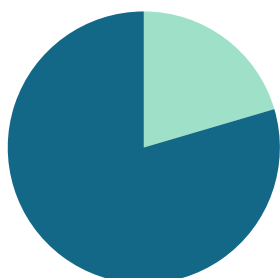
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

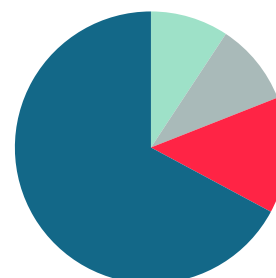


Inventory
 New Listings
173 = 20.45%
 Start Inventory
673
 Total Inventory Units
846
 Volume
\$137,144,442

Market Activity

Closed Sales
80 = 9.28%
 Pending Sales
84 = 9.74%
 Other Off Market
119 = 13.81%
 Active Inventory
579 = 67.17%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	80	2.56%	322	477	48.14%
Pending Sales	92	84	-8.70%	401	481	19.95%
New Listings	212	173	-18.40%	1,229	845	-31.24%
Average List Price	168,432	153,760	-8.71%	135,198	156,421	15.70%
Average Sale Price	162,127	150,256	-7.32%	128,665	150,938	17.31%
Average Percent of Selling Price to List Price	94.49%	96.28%	1.90%	94.39%	96.14%	1.85%
Average Days on Market to Sale	54.38	36.71	-32.49%	56.35	56.82	0.84%
Monthly Inventory	974	579	-40.55%	974	579	-40.55%
Months Supply of Inventory	17.68	6.73	-61.96%	17.68	6.73	-61.96%

Absorption: Last 12 months, an Average of **86** Sales/Month

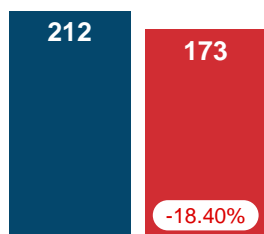
Inventory on June 30, 2021 = **579**

2020 **2021**

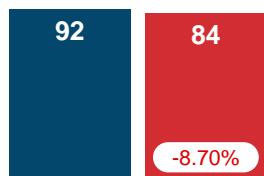
JUNE MARKET

AVERAGE PRICES

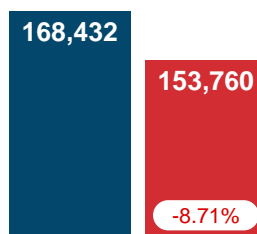
New Listings



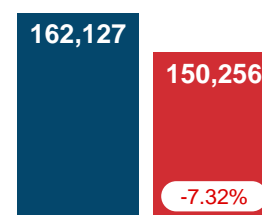
Pending Listings



List Price



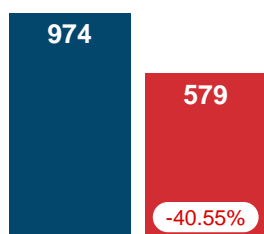
Sale Price



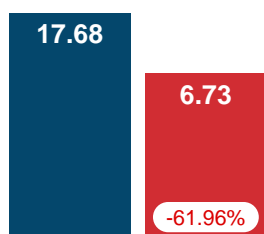
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

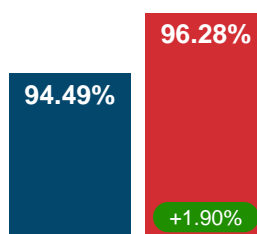
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

