

May 2021

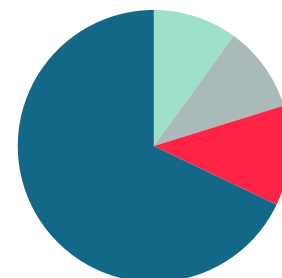
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	59	89	50.85%
Pending Listings	99	91	-8.08%
New Listings	223	194	-13.00%
Average List Price	122,097	133,719	9.52%
Average Sale Price	118,365	128,982	8.97%
Average Percent of Selling Price to List Price	95.42%	96.15%	0.76%
Average Days on Market to Sale	52.00	44.22	-14.95%
End of Month Inventory	953	605	-36.52%
Months Supply of Inventory	17.65	7.05	-60.06%



■ Closed (9.99%)
■ Pending (10.21%)
■ Other OffMarket (11.90%)
■ Active (67.90%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of May 31, 2021 = **605**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **36.52%** to 605 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 **7.05** 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 **8.97%** in May 2021 to \$128,982 versus the previous year at \$118,365.

Average Days on Market Shortens

The average number of **44.22** days that homes spent on the market before selling decreased by 7.78 days or **14.95%** in May 2021 compared to last year's same month at **52.00** DOM.

Sales Success for May 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 194 New Listings in May 2021, down **13.00%** from last year at 223. Furthermore, there were 89 Closed Listings this month versus last year at 59, a **50.85%** increase.

Closed versus Listed trends yielded a **45.9%** ratio, up from previous year's, May 2020, at **26.5%**, a **73.40%** 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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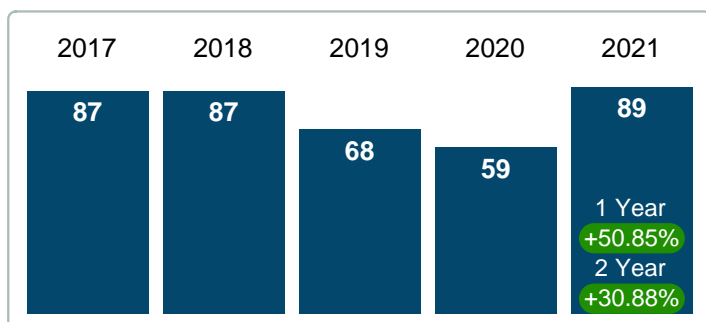
Area Delimited by County Of Cherokee



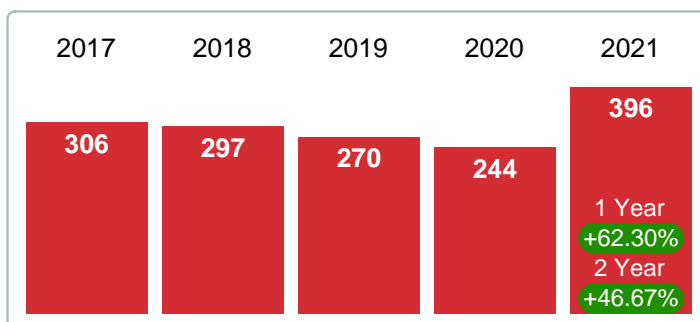
CLOSED LISTINGS

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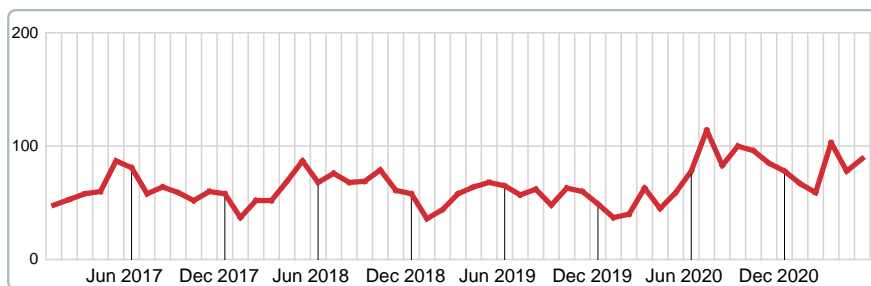
MAY



YEAR TO DATE (YTD)

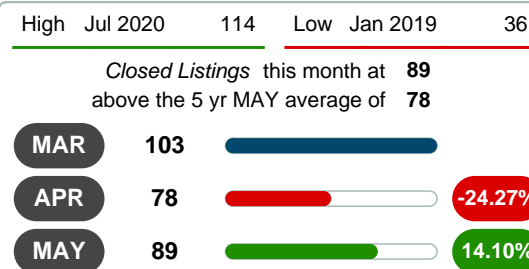


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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-\$20,000	21	23.60%	61.8	18	2	1	0
\$20,001-\$70,000	12	13.48%	96.3	10	2	0	0
\$70,001-\$140,000	20	22.47%	37.0	7	9	4	0
\$140,001-\$200,000	15	16.85%	14.5	3	10	2	0
\$200,001-\$270,000	14	15.73%	16.2	0	9	5	0
\$270,001 and up	7	7.87%	42.6	1	1	5	0
Total Closed Units	89			39	33	17	0
Total Closed Volume	11,479,359	100%	44.2	2.29M	5.21M	3.98M	0.00B
Average Closed Price	\$128,982			\$58,826	\$157,881	\$233,828	\$0

May 2021



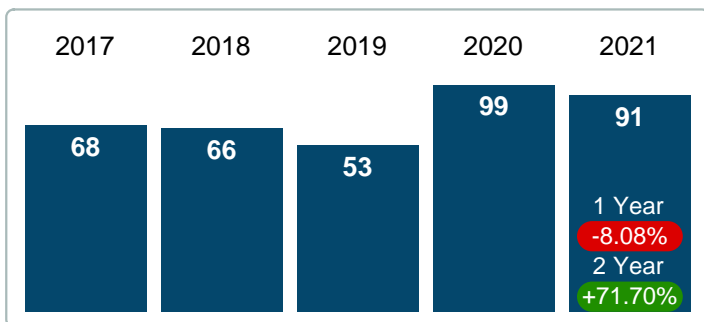
Area Delimited by County Of Cherokee



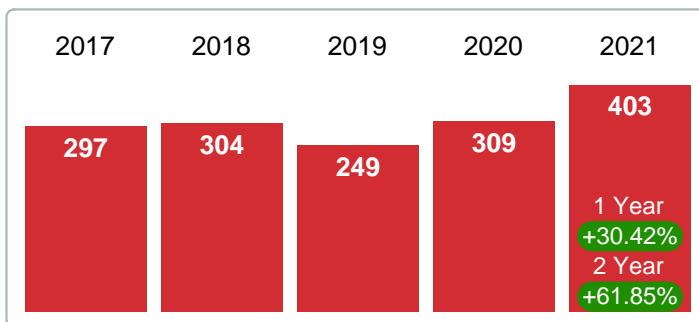
PENDING LISTINGS

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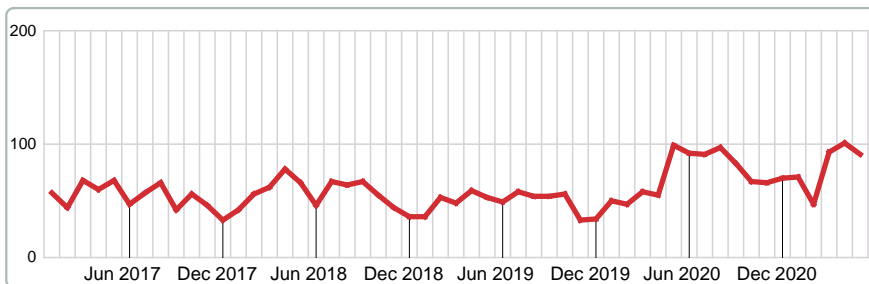
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 75

High Apr 2021 101 Low Nov 2019 33

Pending Listings this month at **91**
above the 5 yr MAY average of **75**



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	21	23.08%	82.3	20	1	0	0
\$50,001-\$100,000	13	14.29%	48.2	9	4	0	0
\$100,001-\$150,000	19	20.88%	27.7	3	11	5	0
\$150,001-\$225,000	17	18.68%	24.3	4	10	3	0
\$225,001-\$325,000	10	10.99%	32.7	1	8	1	0
\$325,001 and up	11	12.09%	27.9	1	4	5	1
Total Pending Units	91			38	38	14	1
Total Pending Volume	15,255,926	100%	43.9	3.49M	7.37M	4.07M	329.90K
Average Listing Price	\$200,129			\$91,756	\$193,927	\$290,721	\$329,900

May 2021



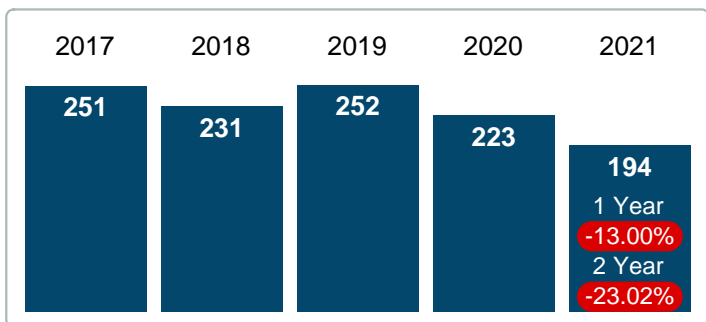
Area Delimited by County Of Cherokee



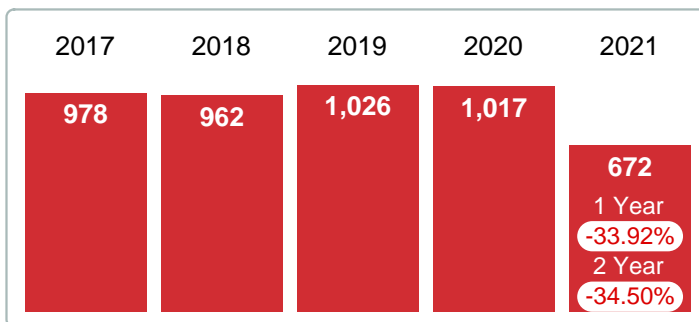
NEW LISTINGS

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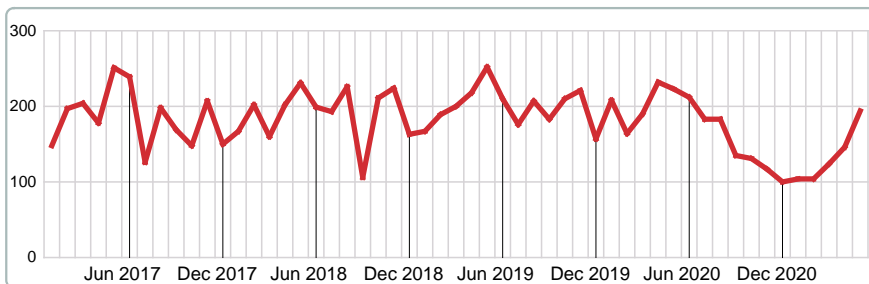
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

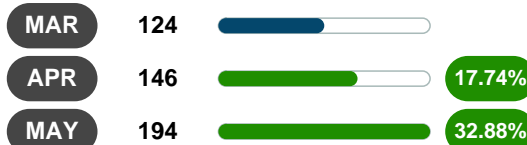


3 MONTHS

5 year MAY AVG = 230

High May 2019: 252 | Low Dec 2020: 100

New Listings this month at **194**
 below the 5 yr MAY average of **230**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	10	5.15%	8	2	0	0
\$10,001 - \$40,000	33	17.01%	33	0	0	0
\$40,001 - \$50,000	7	3.61%	7	0	0	0
\$50,001 - \$110,000	70	36.08%	66	4	0	0
\$110,001 - \$170,000	28	14.43%	9	16	3	0
\$170,001 - \$310,000	26	13.40%	7	17	2	0
\$310,001 and up	20	10.31%	5	6	6	3
Total New Listed Units	194		135	45	11	3
Total New Listed Volume	31,987,740	100%	14.34M	9.22M	4.79M	3.63M
Average New Listed Listing Price	\$94,336		\$106,231	\$204,933	\$435,500	\$1,211,333

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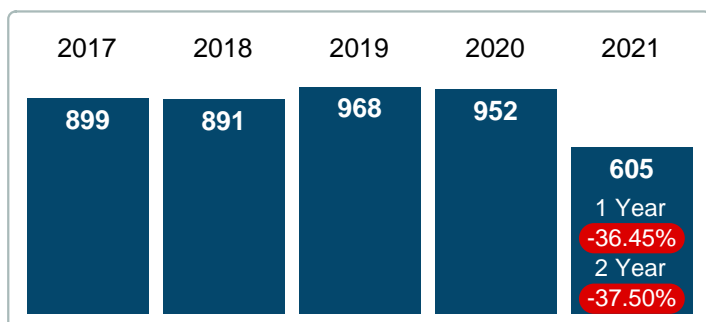
Area Delimited by County Of Cherokee



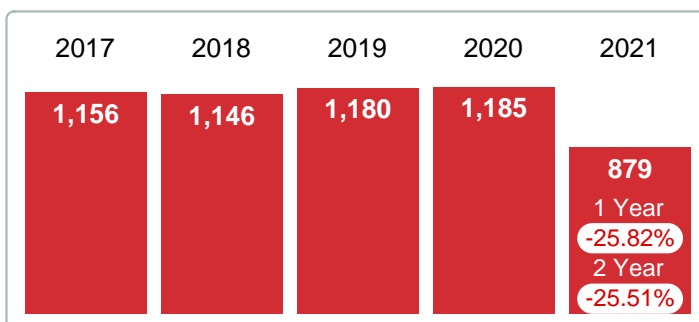
ACTIVE INVENTORY

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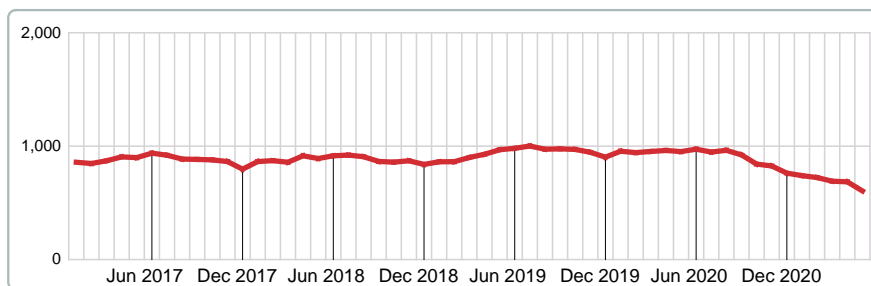
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

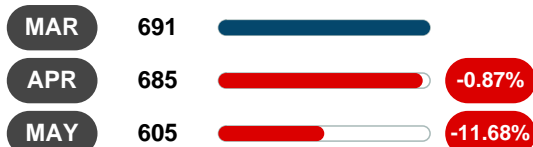


3 MONTHS

5 year MAY AVG = 863

High Jul 2019 1,001 Low May 2021 605

Inventory this month at 605
below the 5 yr MAY average of 863



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	180	29.75%	151.4	180	0	0	0
\$25,001-\$50,000	115	19.01%	208.8	115	0	0	0
\$50,001-\$150,000	170	28.10%	115.5	150	14	5	1
\$150,001-\$375,000	79	13.06%	88.0	38	29	9	3
\$375,001 and up	61	10.08%	139.9	40	11	7	3
Total Active Inventory by Units			605	523	54	21	7
Total Active Inventory by Volume			98,788,135	68.60M	18.40M	6.70M	5.09M
Average Active Inventory Listing Price			\$163,286	\$131,159	\$340,791	\$318,838	\$727,671

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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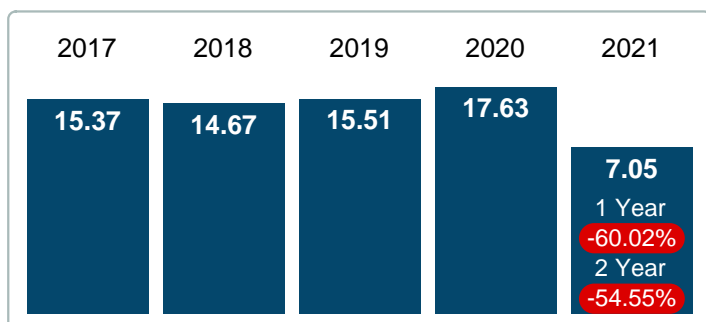
Area Delimited by County Of Cherokee



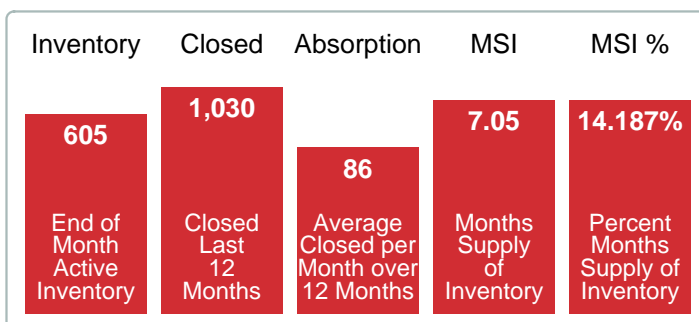
MONTHS SUPPLY of INVENTORY (MSI)

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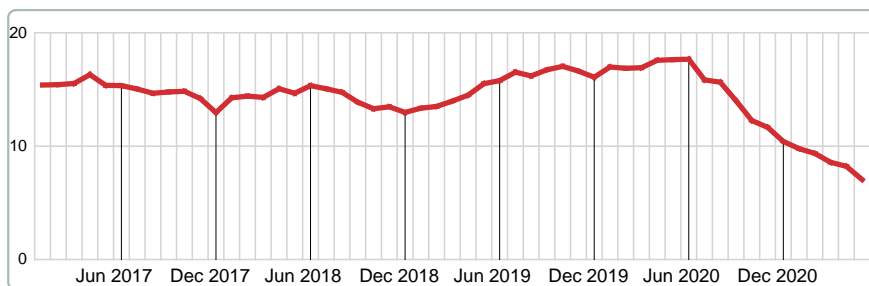
MSI FOR MAY



INDICATORS FOR MAY 2021

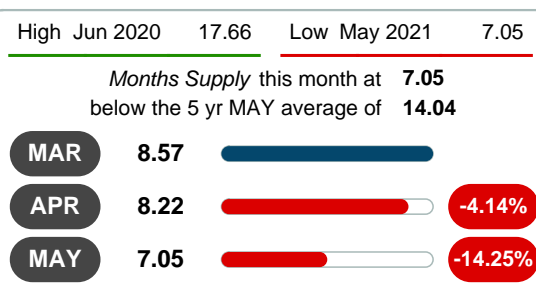


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 14.04



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	3.80%	2.38	3.07	0.00	0.00	0.00
\$10,001 - \$20,000	106	17.52%	18.99	18.99	0.00	0.00	0.00
\$20,001 - \$30,000	83	13.72%	18.79	19.53	0.00	0.00	0.00
\$30,001 - \$60,000	145	23.97%	24.51	30.32	0.92	0.00	0.00
\$60,001 - \$150,000	108	17.85%	4.09	8.22	1.01	2.22	2.40
\$150,001 - \$370,000	76	12.56%	2.74	9.25	1.58	1.61	2.77
\$370,001 and up	64	10.58%	10.52	27.33	6.24	3.65	5.14
Market Supply of Inventory (MSI)			7.05	13.61	1.55	2.00	3.36
Total Active Inventory by Units		100%	7.05	523	54	21	7

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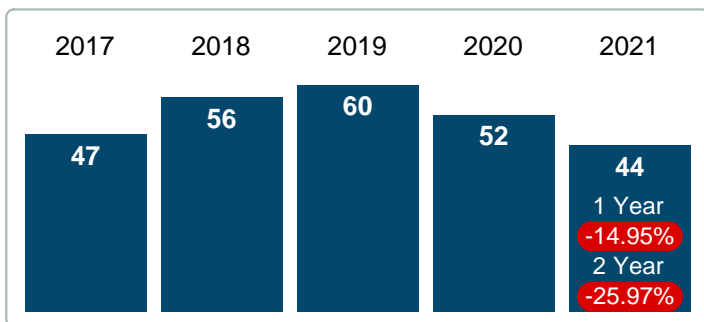
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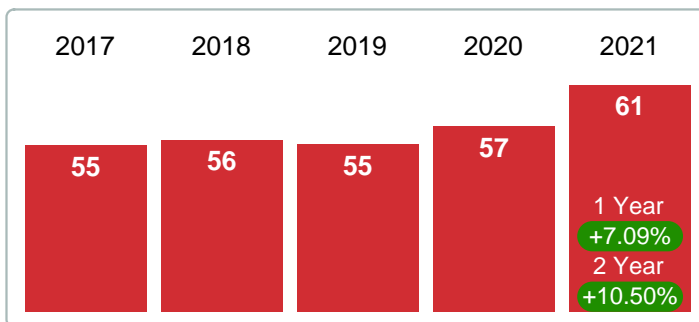
AVERAGE DAYS ON MARKET TO SALE

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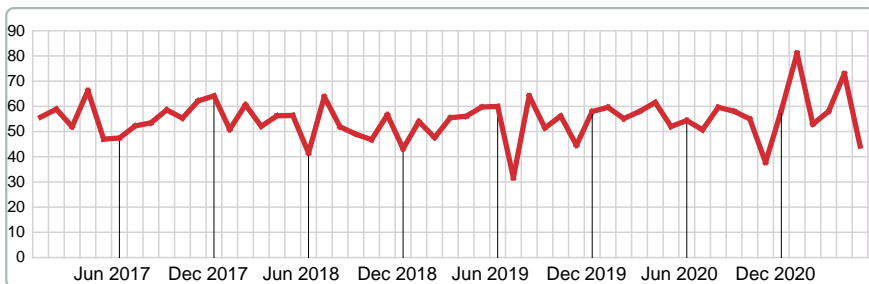
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

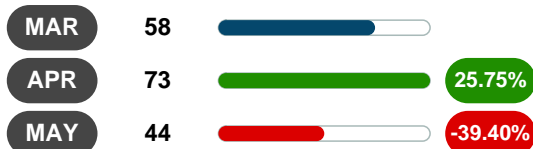


3 MONTHS

5 year MAY AVG = 52

High Jan 2021 81 Low Jul 2019 32

Average Days on Market to Sale this month at 44 below the 5 yr MAY average of 52



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 \$20,000	21	23.60%	62	71	6	13	0
\$20,001 \$70,000	12	13.48%	96	113	11	0	0
\$70,001 \$140,000	20	22.47%	37	43	36	29	0
\$140,001 \$200,000	15	16.85%	15	24	9	28	0
\$200,001 \$270,000	14	15.73%	16	0	22	5	0
\$270,001 and up	7	7.87%	43	29	67	40	0
Average Closed DOM	44			72	22	24	0
Total Closed Units	89	100%	44	39	33	17	
Total Closed Volume	11,479,359			2.29M	5.21M	3.98M	0.00B

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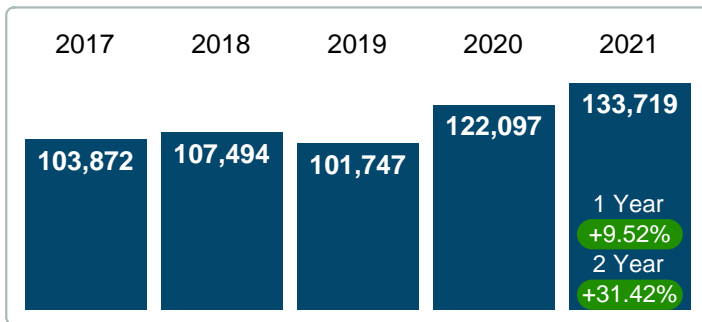
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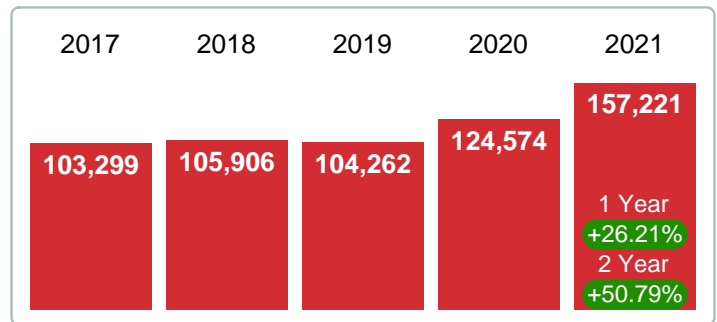
AVERAGE LIST PRICE AT CLOSING

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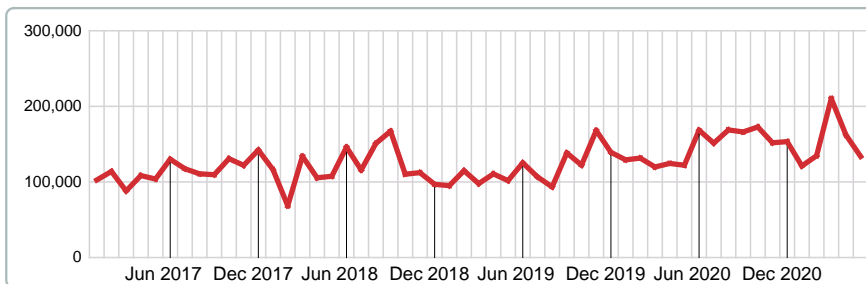
MAY



YEAR TO DATE (YTD)

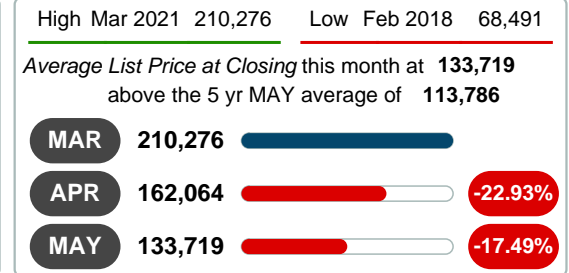


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 113,786



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-\$20,000	21	23.60%	9,976	11,421	1,375	1,175	0
\$20,001-\$70,000	12	13.48%	46,583	45,410	52,450	0	0
\$70,001-\$140,000	18	20.22%	116,028	119,357	119,200	117,675	0
\$140,001-\$200,000	16	17.98%	168,538	177,967	169,580	190,450	0
\$200,001-\$270,000	15	16.85%	230,580	0	235,867	226,280	0
\$270,001 and up	7	7.87%	412,671	539,000	289,900	411,960	0
Average List Price			133,719	65,848	160,271	237,881	0
Total Closed Units		100%	133,719	39	33	17	
Total Closed Volume			11,901,000	2.57M	5.29M	4.04M	0.00B

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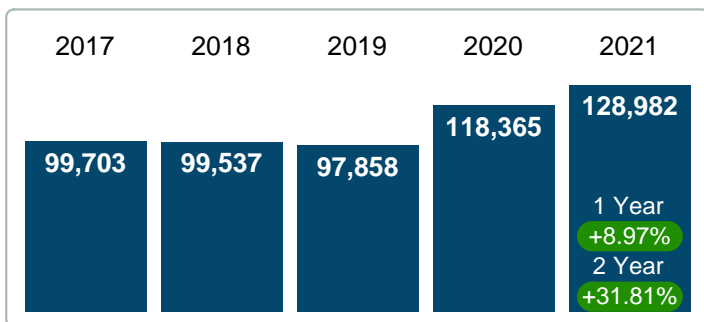
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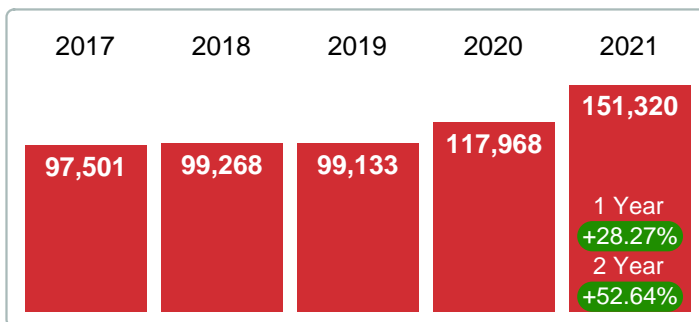
AVERAGE SOLD PRICE AT CLOSING

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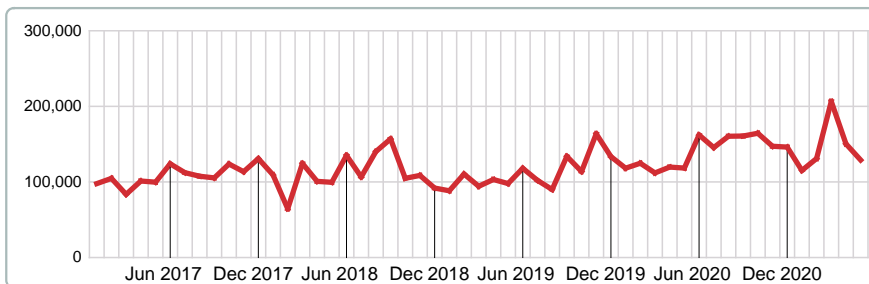
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

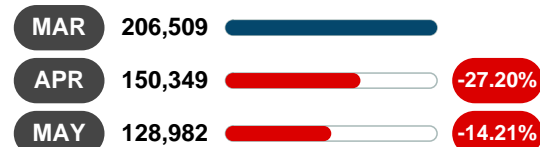


3 MONTHS

5 year MAY AVG = 108,889

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

Average Sold Price at Closing this month at **128,982** above the 5 yr MAY average of **108,889**



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 \$20,000	21	23.60%	9,436	10,790	1,375	1,175	0
\$20,001 \$70,000	12	13.48%	42,275	41,340	46,950	0	0
\$70,001 \$140,000	20	22.47%	115,225	113,100	116,256	116,625	0
\$140,001 \$200,000	15	16.85%	168,633	159,967	167,660	186,500	0
\$200,001 \$270,000	14	15.73%	230,929	0	233,390	226,500	0
\$270,001 and up	7	7.87%	386,700	415,000	290,000	400,380	0
Average Sold Price			128,982	58,826	157,881	233,828	0
Total Closed Units		100%	128,982	39	33	17	
Total Closed Volume			11,479,359	2.29M	5.21M	3.98M	0.00B

May 2021



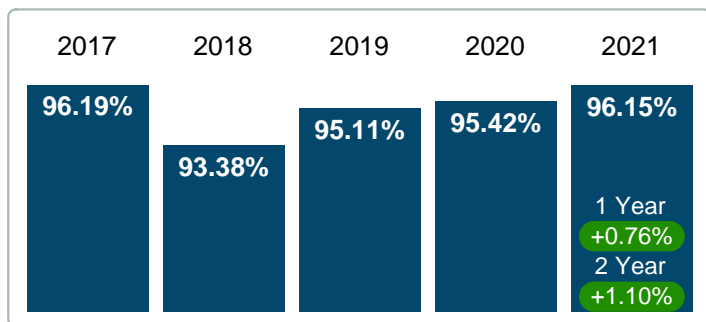
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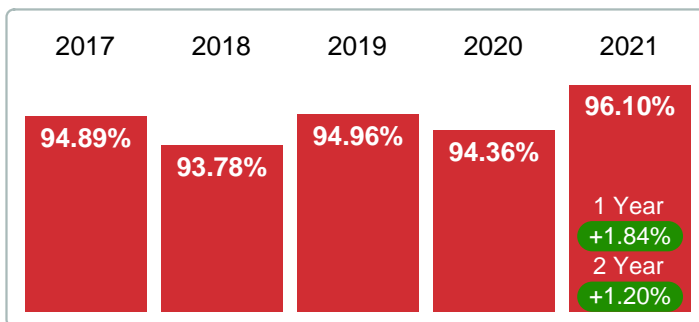
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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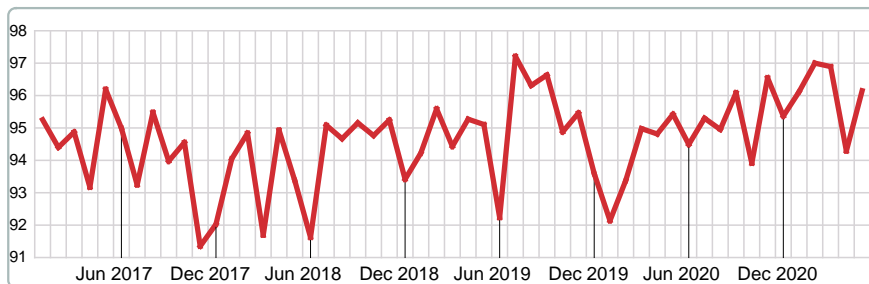
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

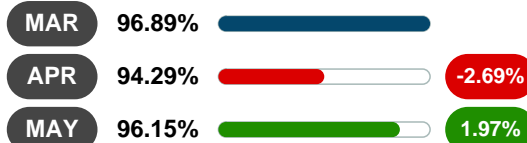


3 MONTHS

5 year MAY AVG = 95.25%

High Jul 2019 97.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **96.15%**
above the 5 yr MAY average of **95.25%**



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-\$20,000	21	23.60%	95.84%	95.15%	100.00%	100.00%	0.00%
\$20,001-\$70,000	12	13.48%	91.48%	91.47%	91.54%	0.00%	0.00%
\$70,001-\$140,000	20	22.47%	96.92%	95.02%	97.43%	99.11%	0.00%
\$140,001-\$200,000	15	16.85%	97.04%	90.64%	98.79%	97.88%	0.00%
\$200,001-\$270,000	14	15.73%	99.35%	0.00%	98.93%	100.10%	0.00%
\$270,001 and up	7	7.87%	94.58%	76.99%	100.03%	97.01%	0.00%
Average Sold/List Ratio		96.10%		93.37%	98.13%	98.69%	0.00%
Total Closed Units		89	100%	39	33	17	
Total Closed Volume		11,479,359		2.29M	5.21M	3.98M	0.00B

May 2021

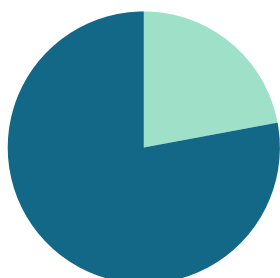
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

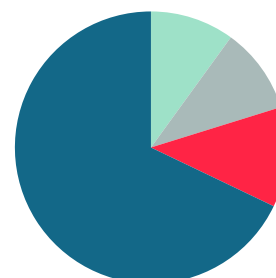


Inventory
 New Listings
194 = 22.07%
 Start Inventory
685
 Total Inventory Units
879
 Volume
\$135,326,211

Market Activity

Closed Sales
89 = 9.99%
 Pending Sales
91 = 10.21%
 Other Off Market
106 = 11.90%
 Active Inventory
605 = 67.90%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	89	50.85%	244	396	62.30%
Pending Sales	99	91	-8.08%	309	403	30.42%
New Listings	223	194	-13.00%	1,017	672	-33.92%
Average List Price	122,097	133,719	9.52%	124,574	157,221	26.21%
Average Sale Price	118,365	128,982	8.97%	117,968	151,320	28.27%
Average Percent of Selling Price to List Price	95.42%	96.15%	0.76%	94.36%	96.10%	1.84%
Average Days on Market to Sale	52.00	44.22	-14.95%	56.98	61.01	7.09%
Monthly Inventory	953	605	-36.52%	953	605	-36.52%
Months Supply of Inventory	17.65	7.05	-60.06%	17.65	7.05	-60.06%

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

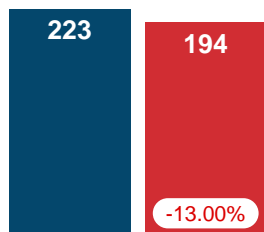
Inventory on May 31, 2021 = **605**

2020 **2021**

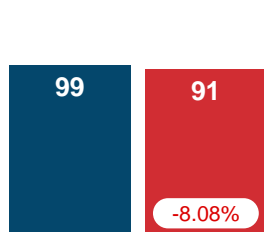
MAY MARKET

AVERAGE PRICES

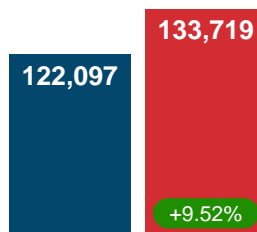
New Listings



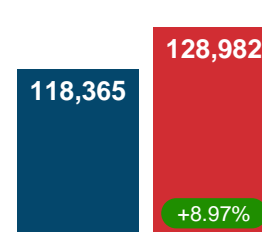
Pending Listings



List Price



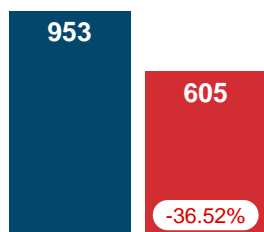
Sale Price



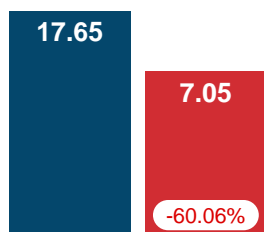
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

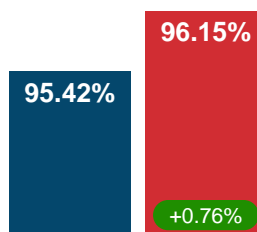
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

