

# May 2021

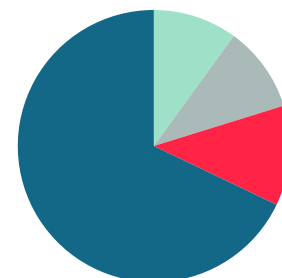
Area Delimited by County Of Cherokee



## 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%
Median List Price	128,900	128,100	-0.62%
Median Sale Price	123,200	125,000	1.46%
Median Percent of Selling Price to List Price	98.01%	100.00%	2.03%
Median Days on Market to Sale	34.00	14.00	-58.82%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **1.46%** in May 2021 to \$125,000 versus the previous year at \$123,200.

#### Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 20.00 days or **58.82%** in May 2021 compared to last year's same month at **34.00** DOM.

#### Sales Success for May 2021 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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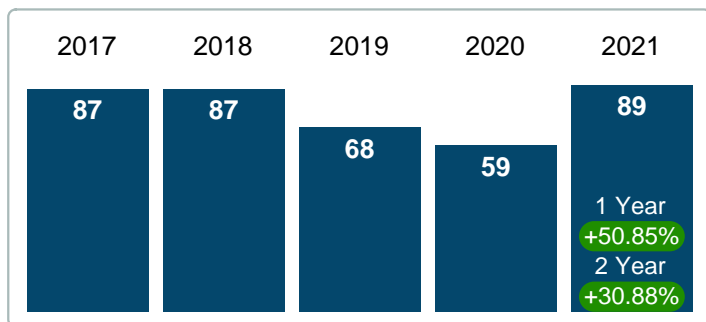
Area Delimited by County Of Cherokee



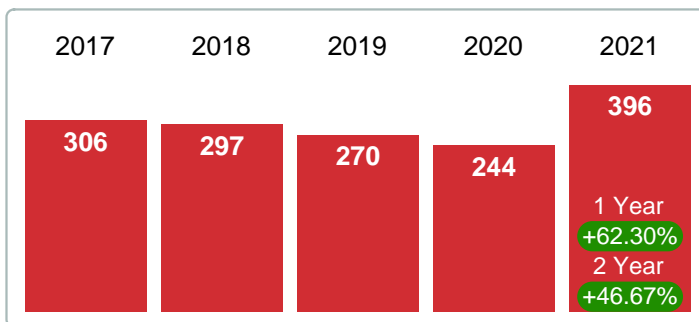
## CLOSED LISTINGS

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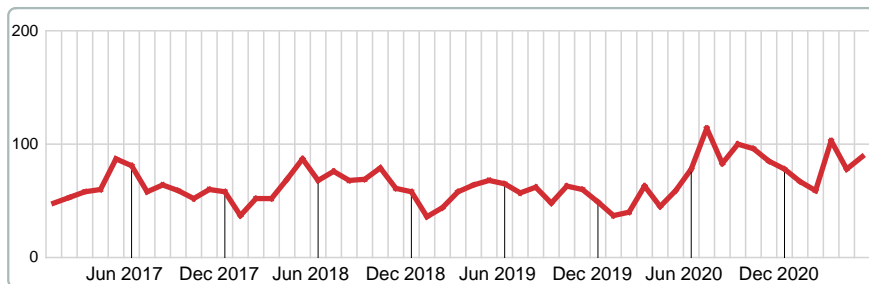
### MAY



### YEAR TO DATE (YTD)

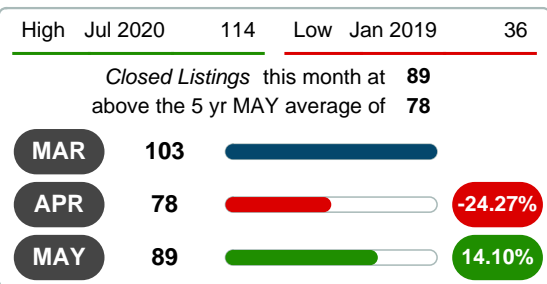


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 78



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	21	23.60%	15.0	18	2	1	0
\$20,001 \$70,000	12	13.48%	37.5	10	2	0	0
\$70,001 \$140,000	20	22.47%	15.0	7	9	4	0
\$140,001 \$200,000	15	16.85%	7.0	3	10	2	0
\$200,001 \$270,000	14	15.73%	4.0	0	9	5	0
\$270,001 and up	7	7.87%	51.0	1	1	5	0
<b>Total Closed Units</b>	<b>89</b>			<b>39</b>	<b>33</b>	<b>17</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,479,359</b>	<b>100%</b>	<b>14.0</b>	<b>2.29M</b>	<b>5.21M</b>	<b>3.98M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$125,000</b>			<b>\$25,000</b>	<b>\$154,900</b>	<b>\$212,000</b>	<b>\$0</b>

# May 2021



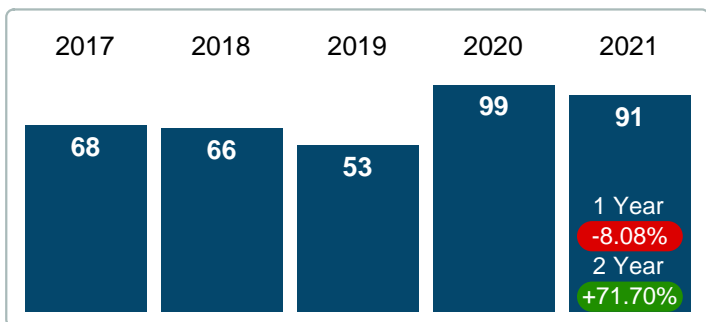
Area Delimited by County Of Cherokee



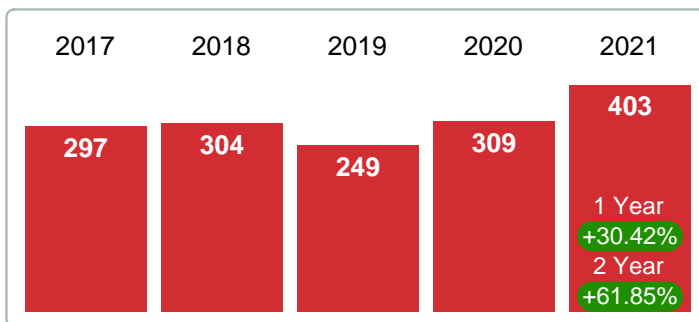
## PENDING LISTINGS

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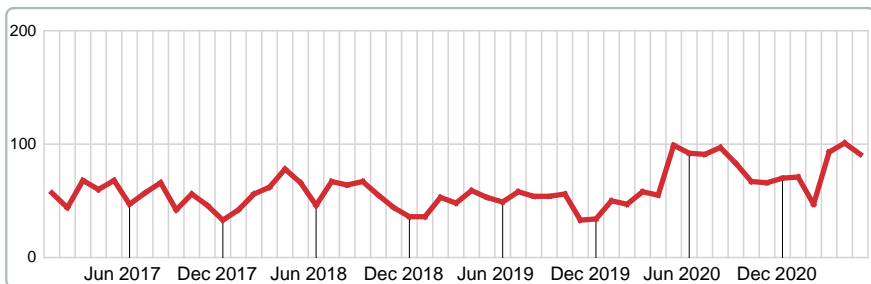
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

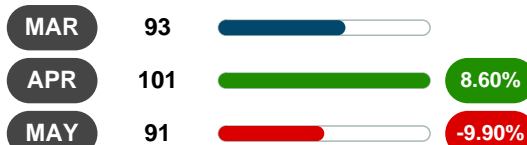


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	10.99%	67.5	10	0	0	0
\$20,001 - \$50,000	11	12.09%	41.0	10	1	0	0
\$50,001 - \$100,000	13	14.29%	19.0	9	4	0	0
\$100,001 - \$160,000	21	23.08%	9.0	4	12	5	0
\$160,001 - \$230,000	15	16.48%	9.0	3	9	3	0
\$230,001 - \$320,000	10	10.99%	6.5	1	8	1	0
\$320,001 and up	11	12.09%	17.0	1	4	5	1
<b>Total Pending Units</b>	<b>91</b>			<b>38</b>	<b>38</b>	<b>14</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,255,926</b>	<b>100%</b>	<b>14.0</b>	<b>3.49M</b>	<b>7.37M</b>	<b>4.07M</b>	<b>329.90K</b>
<b>Median Listing Price</b>	<b>\$130,000</b>			<b>\$47,500</b>	<b>\$179,900</b>	<b>\$198,700</b>	<b>\$329,900</b>

# May 2021



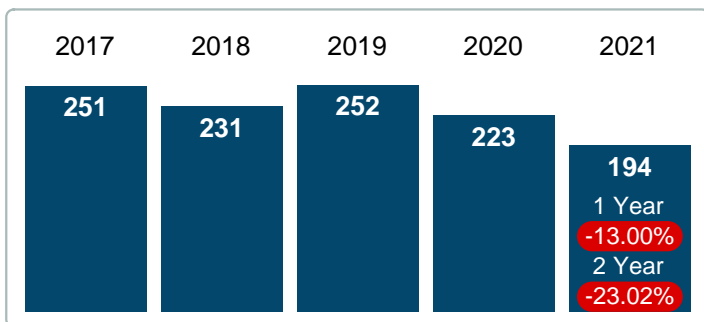
Area Delimited by County Of Cherokee



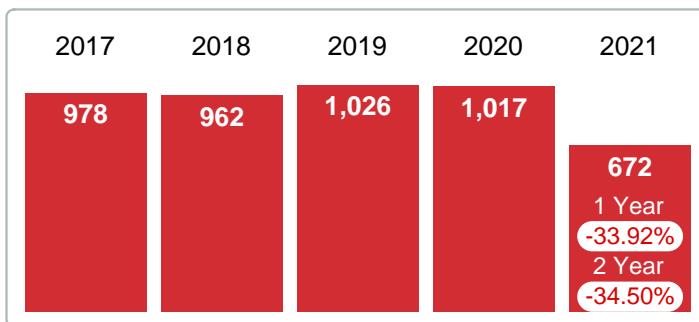
## NEW LISTINGS

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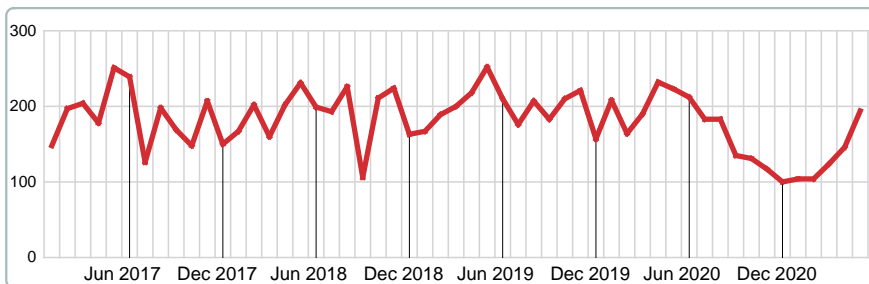
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

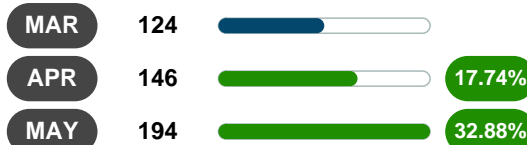


### 3 MONTHS

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		%	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
<b>Total New Listed Units</b>	<b>194</b>		<b>135</b>	<b>45</b>	<b>11</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>31,987,740</b>	<b>100%</b>	<b>14.34M</b>	<b>9.22M</b>	<b>4.79M</b>	<b>3.63M</b>
<b>Median New Listed Listing Price</b>	<b>\$59,900</b>		<b>\$55,000</b>	<b>\$179,900</b>	<b>\$425,000</b>	<b>\$805,000</b>

# May 2021



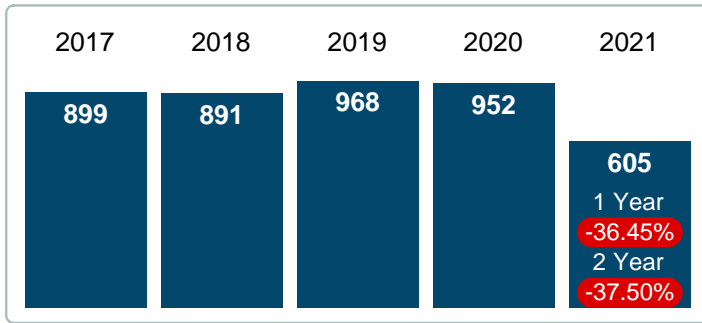
Area Delimited by County Of Cherokee



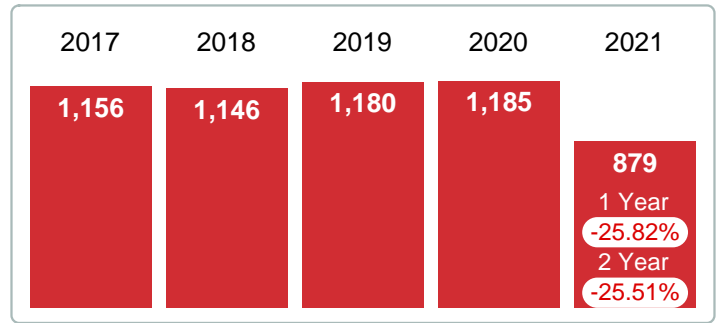
## ACTIVE INVENTORY

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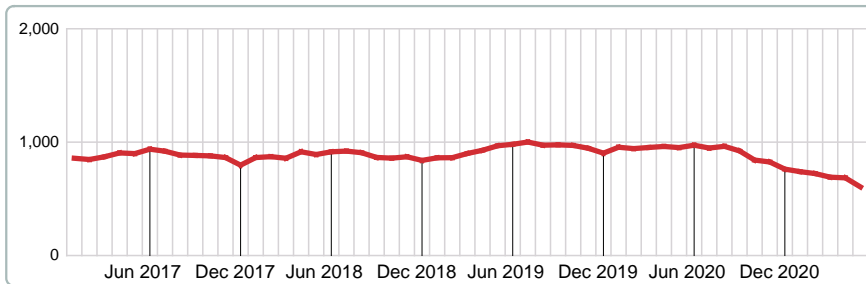
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

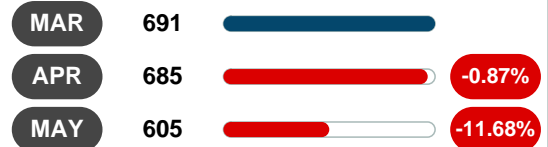


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	23	3.80%	173.0	23	0	0	0
\$10,001 - \$20,000	106	17.52%	122.0	106	0	0	0
\$20,001 - \$30,000	83	13.72%	262.0	83	0	0	0
\$30,001 - \$60,000	145	23.97%	108.0	144	1	0	0
\$60,001 - \$150,000	108	17.85%	103.0	89	13	5	1
\$150,001 - \$370,000	76	12.56%	54.0	37	27	9	3
\$370,001 and up	64	10.58%	102.5	41	13	7	3
<b>Total Active Inventory by Units</b>	<b>605</b>			<b>523</b>	<b>54</b>	<b>21</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>98,788,135</b>	<b>100%</b>	<b>108.0</b>	<b>68.60M</b>	<b>18.40M</b>	<b>6.70M</b>	<b>5.09M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$55,000</b>			<b>\$40,000</b>	<b>\$204,250</b>	<b>\$238,700</b>	<b>\$339,000</b>

# May 2021



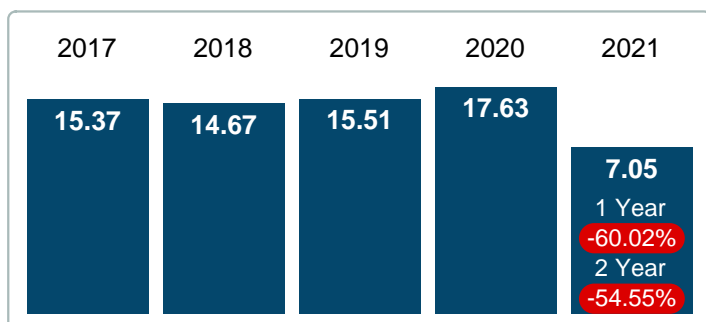
Area Delimited by County Of Cherokee



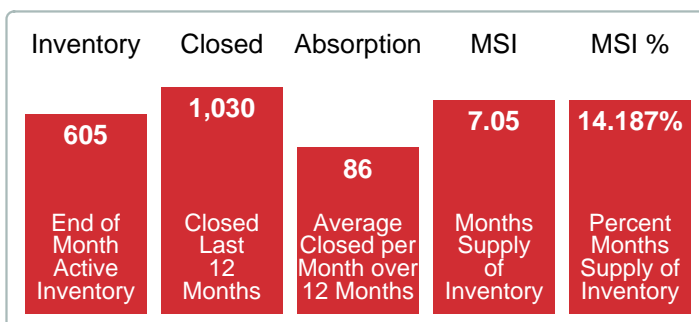
## MONTHS SUPPLY of INVENTORY (MSI)

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

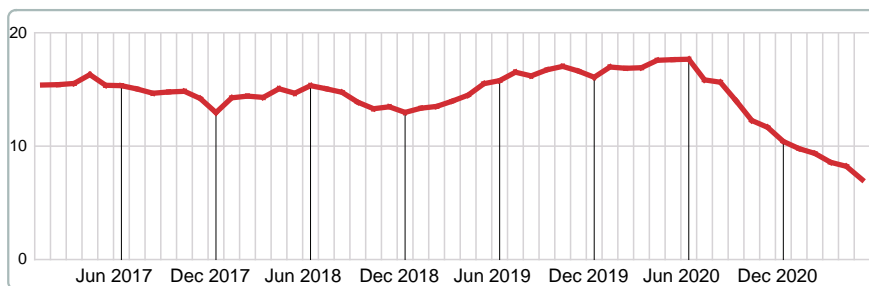
### MSI FOR MAY



### INDICATORS FOR MAY 2021

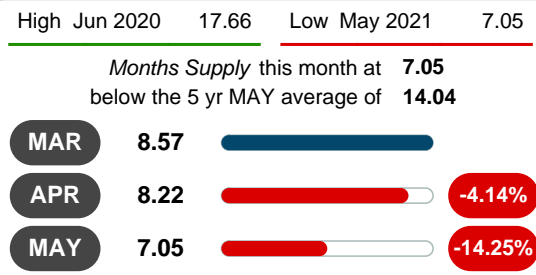


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# May 2021



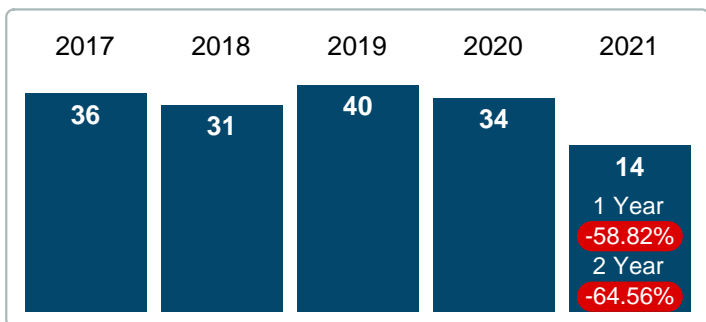
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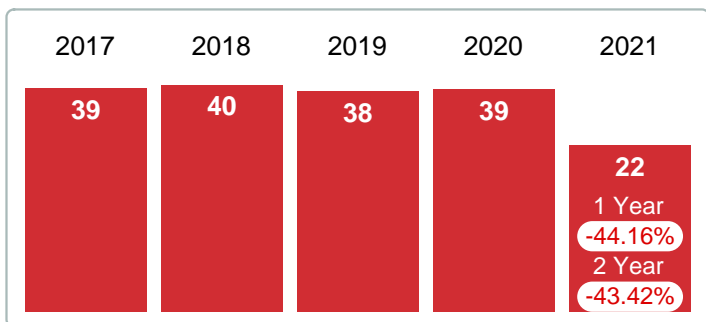
## MEDIAN DAYS ON MARKET TO SALE

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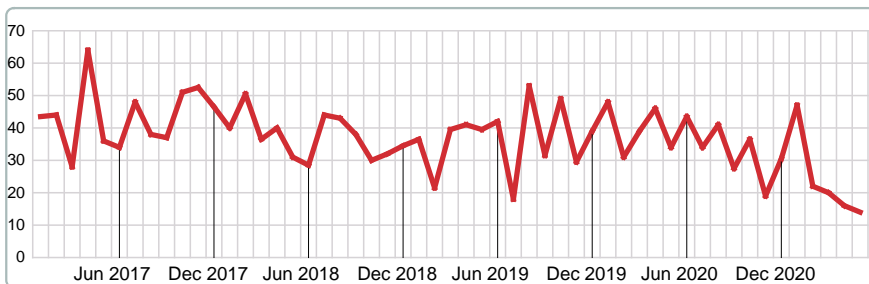
### MAY



### YEAR TO DATE (YTD)

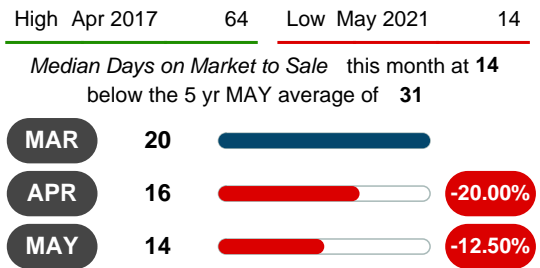


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 31



### 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%	103	0	0	0	0
\$1 \$20,000	21	23.60%	15	27	6	13	0
\$20,001 \$70,000	12	13.48%	38	71	11	0	0
\$70,001 \$140,000	20	22.47%	15	32	9	31	0
\$140,001 \$200,000	15	16.85%	7	15	5	28	0
\$200,001 \$270,000	14	15.73%	4	0	14	3	0
\$270,001 and up	7	7.87%	51	29	67	51	0
Median Closed DOM			14	32	7	13	0
Total Closed Units		100%	89	39	33	17	
Total Closed Volume			11,479,359	2.29M	5.21M	3.98M	0.00B

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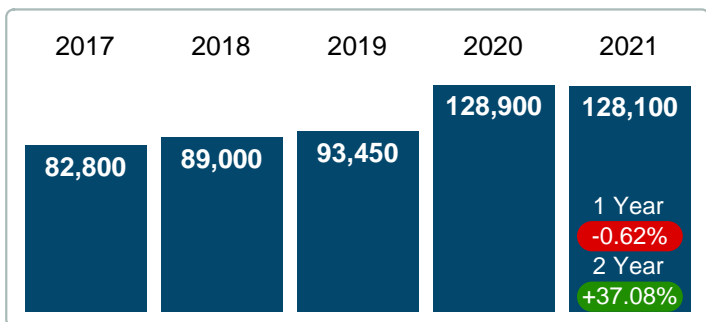
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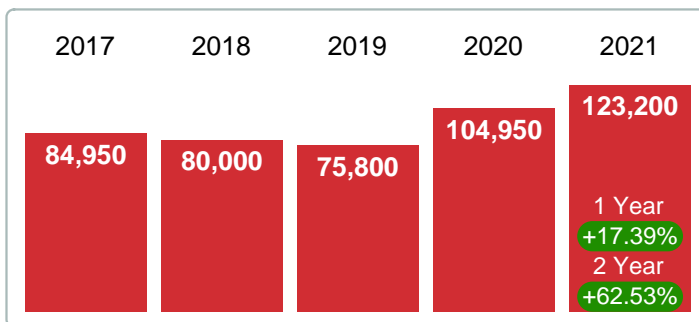
## MEDIAN LIST PRICE AT CLOSING

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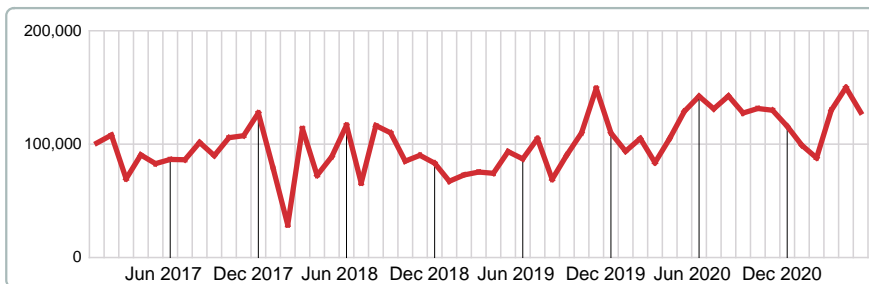
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

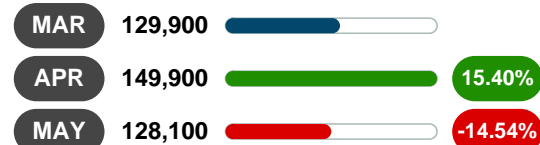


### 3 MONTHS

5 year MAY AVG = 104,450

High Apr 2021 149,900 Low Feb 2018 28,800

Median List Price at Closing this month at **128,100**  
above the 5 yr MAY average of **104,450**



### 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%	51	0	0	0	0
\$1-\$20,000	21	23.60%	12,900	12,900	1,375	1,175	0
\$20,001-\$70,000	12	13.48%	39,400	38,700	52,450	0	0
\$70,001-\$140,000	18	20.22%	114,950	117,400	112,450	120,950	0
\$140,001-\$200,000	16	17.98%	164,900	168,500	157,400	190,450	0
\$200,001-\$270,000	15	16.85%	229,900	0	229,950	212,000	0
\$270,001 and up	7	7.87%	392,000	539,000	289,900	392,000	0
Median List Price			128,100	27,000	154,900	210,000	0
Total Closed Units		100%	128,100	39	33	17	
Total Closed Volume			11,901,000	2.57M	5.29M	4.04M	0.00B



# May 2021



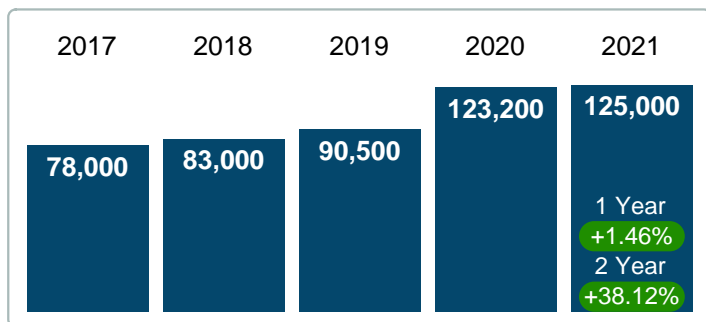
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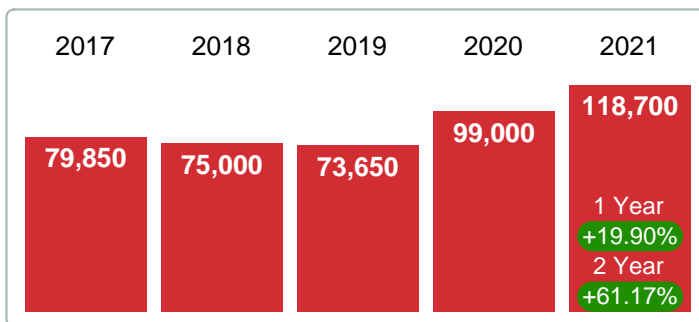
## MEDIAN SOLD PRICE AT CLOSING

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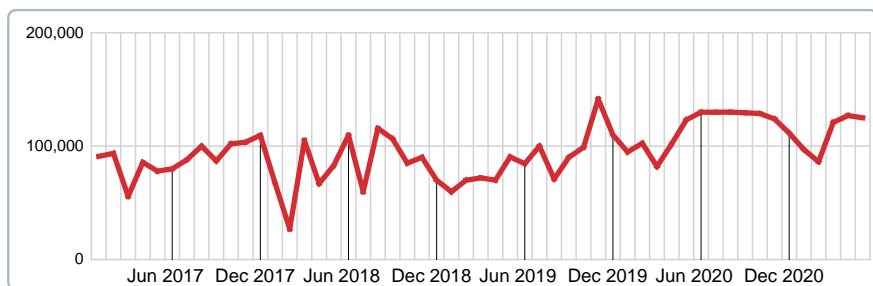
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 99,940

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

Median Sold Price at Closing this month at **125,000**  
above the 5 yr MAY average of **99,940**

- MAR 120,900
- APR 127,000 (+5.05%)
- MAY 125,000 (-1.57%)

### 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%	392,000	0	0	0	0
\$1-\$20,000	21	23.60%	10,500	10,500	1,375	1,175	0
\$20,001-\$70,000	12	13.48%	36,750	35,500	46,950	0	0
\$70,001-\$140,000	20	22.47%	117,450	114,900	120,000	119,500	0
\$140,001-\$200,000	15	16.85%	169,900	150,000	164,900	186,500	0
\$200,001-\$270,000	14	15.73%	225,000	0	225,000	212,000	0
\$270,001 and up	7	7.87%	375,000	415,000	290,000	375,000	0
Median Sold Price			125,000	25,000	154,900	212,000	0
Total Closed Units		100%	89	39	33	17	
Total Closed Volume			11,479,359	2.29M	5.21M	3.98M	0.00B

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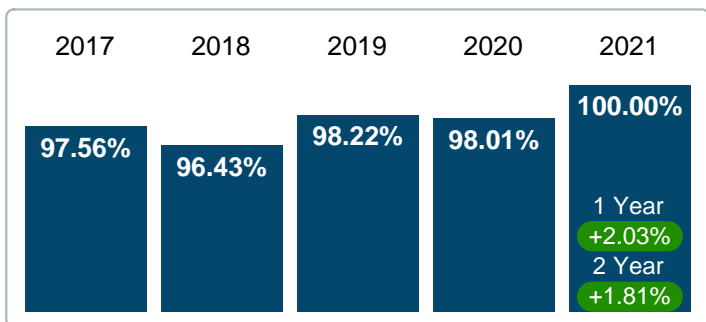
Area Delimited by County Of Cherokee



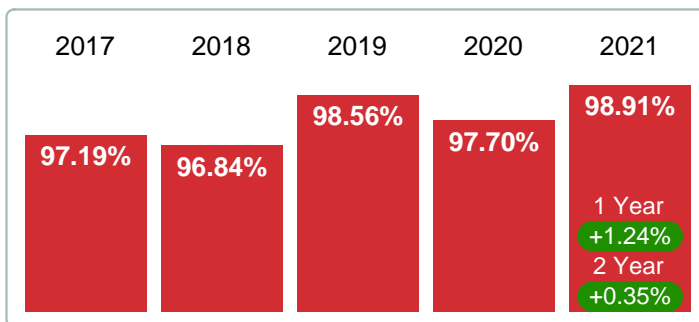
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

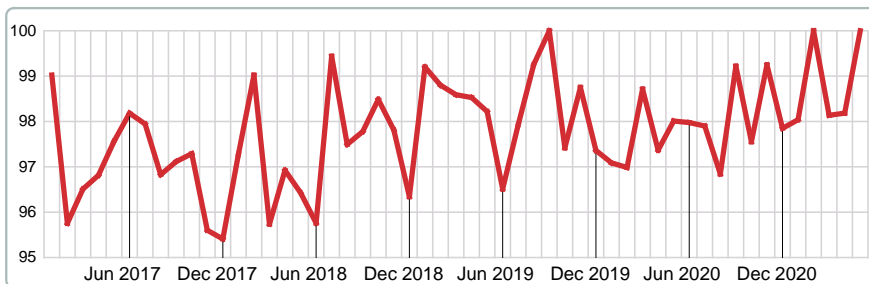
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

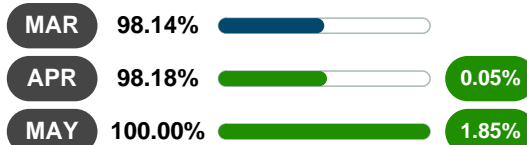


### 3 MONTHS

5 year MAY AVG = 98.04%

High May 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.04%**



## 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%	75.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$20,000	21	23.60%	100.00%	100.00%	100.00%	100.00%	0.00%
\$20,001-\$70,000	12	13.48%	95.88%	95.88%	91.54%	0.00%	0.00%
\$70,001-\$140,000	20	22.47%	99.81%	100.00%	100.00%	99.14%	0.00%
\$140,001-\$200,000	15	16.85%	99.50%	92.96%	99.75%	97.88%	0.00%
\$200,001-\$270,000	14	15.73%	100.00%	0.00%	99.61%	100.00%	0.00%
\$270,001 and up	7	7.87%	96.23%	76.99%	100.03%	96.23%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.57%	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

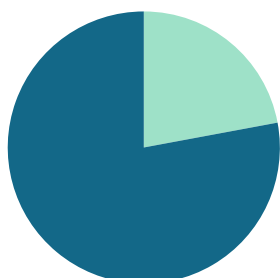
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY

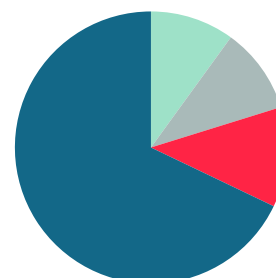


**Inventory**  
 New Listings  
**194 = 22.07%**  
 Start Inventory  
**685**  
 Total Inventory Units  
**879**  
 Volume  
**\$135,326,211**

### 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%
Median List Price	128,900	128,100	-0.62%	104,950	123,200	17.39%
Median Sale Price	123,200	125,000	1.46%	99,000	118,700	19.90%
Median Percent of Selling Price to List Price	98.01%	100.00%	2.03%	97.70%	98.91%	1.24%
Median Days on Market to Sale	34.00	14.00	-58.82%	38.50	21.50	-44.16%
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

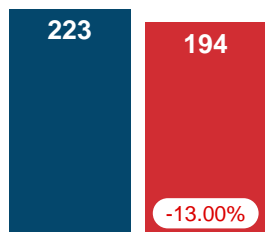
**Inventory** on May 31, 2021 = **605**

**2020** **2021**

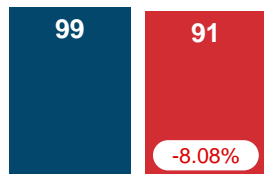
### MAY MARKET

### MEDIAN PRICES

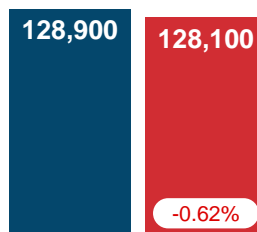
#### New Listings



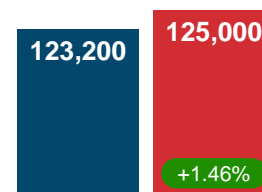
#### Pending Listings



#### List Price



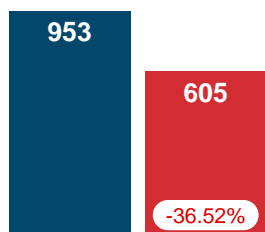
#### Sale Price



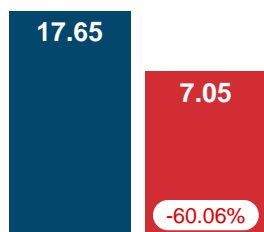
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

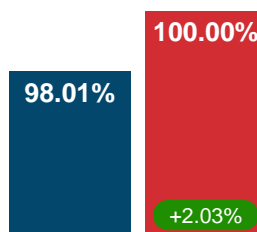
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

