



November 2021

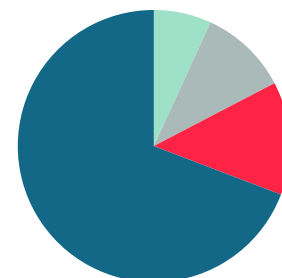
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	85	56	-34.12%
Pending Listings	66	86	30.30%
New Listings	117	198	69.23%
Average List Price	151,824	158,855	4.63%
Average Sale Price	147,203	154,312	4.83%
Average Percent of Selling Price to List Price	96.55%	95.76%	-0.81%
Average Days on Market to Sale	37.76	49.27	30.46%
End of Month Inventory	827	566	-31.56%
Months Supply of Inventory	11.69	7.25	-37.99%



■ Closed (6.85%)
■ Pending (10.51%)
■ Other OffMarket (13.45%)
■ Active (69.19%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of November 30, 2021 = **566**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **31.56%** to 566 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **7.25** 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 **4.83%** in November 2021 to \$154,312 versus the previous year at \$147,203.

Average Days on Market Lengthens

The average number of **49.27** days that homes spent on the market before selling increased by 11.50 days or **30.46%** in November 2021 compared to last year's same month at **37.76** DOM.

Sales Success for November 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 198 New Listings in November 2021, up **69.23%** from last year at 117. Furthermore, there were 56 Closed Listings this month versus last year at 85, a **-34.12%** decrease.

Closed versus Listed trends yielded a **28.3%** ratio, down from previous year's, November 2020, at **72.6%**, a **61.07%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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



November 2021

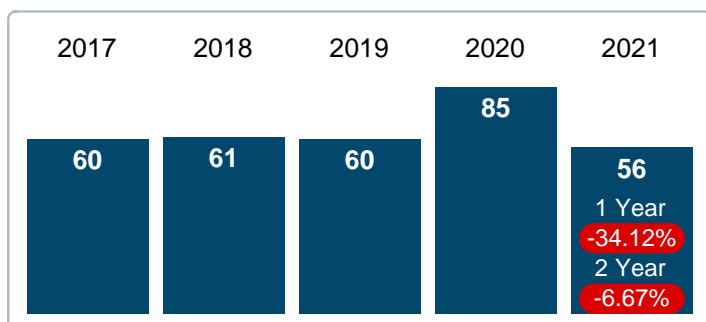
Area Delimited by County Of Cherokee



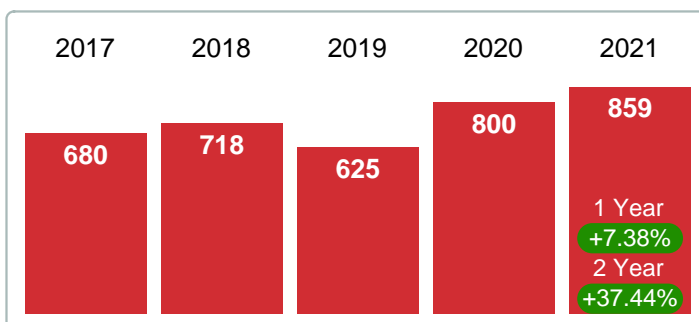
CLOSED LISTINGS

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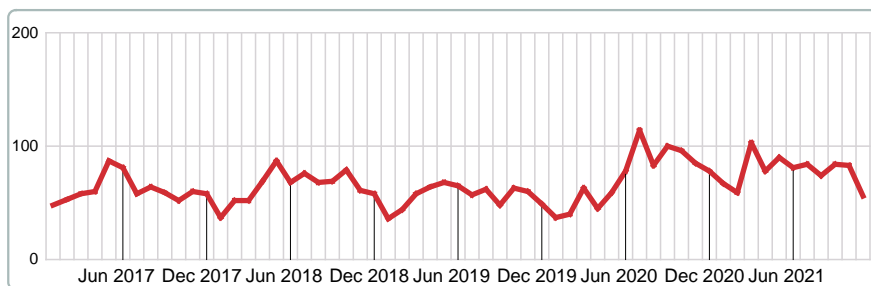
NOVEMBER



YEAR TO DATE (YTD)

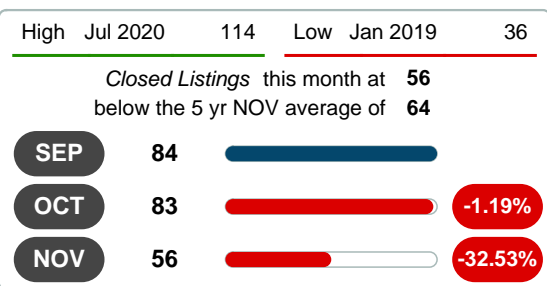


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 64



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	7	12.50%	45.6	7	0	0	0
\$25,001-\$75,000	11	19.64%	57.1	9	2	0	0
\$75,001-\$150,000	15	26.79%	55.7	9	6	0	0
\$150,001-\$175,000	6	10.71%	35.0	1	5	0	0
\$175,001-\$250,000	10	17.86%	52.3	2	7	1	0
\$250,001 and up	7	12.50%	34.9	0	3	3	1
Total Closed Units	56			28	23	4	1
Total Closed Volume	8,641,493	100%	49.3	2.02M	4.61M	1.49M	525.00K
Average Closed Price	\$154,312			\$72,132	\$200,412	\$371,829	\$525,000



November 2021

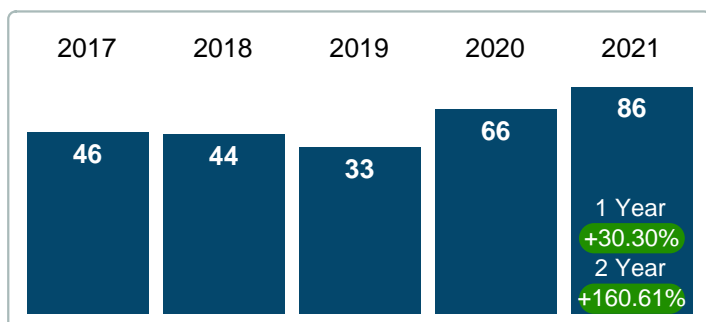
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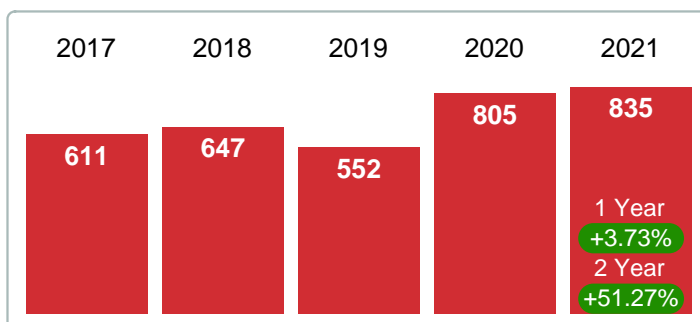
PENDING LISTINGS

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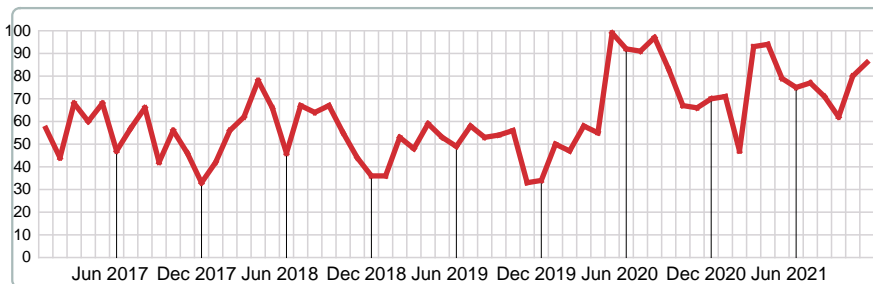
NOVEMBER



YEAR TO DATE (YTD)

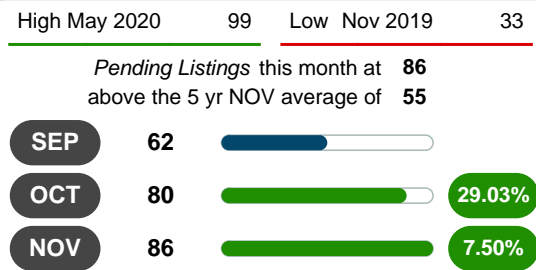


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.30%	58.6	8	0	0	0
\$40,001 - \$70,000	8	9.30%	57.4	5	3	0	0
\$70,001 - \$120,000	14	16.28%	41.5	6	5	3	0
\$120,001 - \$200,000	22	25.58%	41.6	4	13	3	2
\$200,001 - \$340,000	14	16.28%	44.6	3	5	5	1
\$340,001 - \$560,000	12	13.95%	44.5	4	7	1	0
\$560,001 and up	8	9.30%	67.1	4	2	1	1
Total Pending Units	86			34	35	13	4
Total Pending Volume	23,418,499	100%	58.0	8.51M	8.43M	3.44M	3.04M
Average Listing Price	\$109,400			\$250,301	\$240,723	\$264,850	\$759,975



November 2021

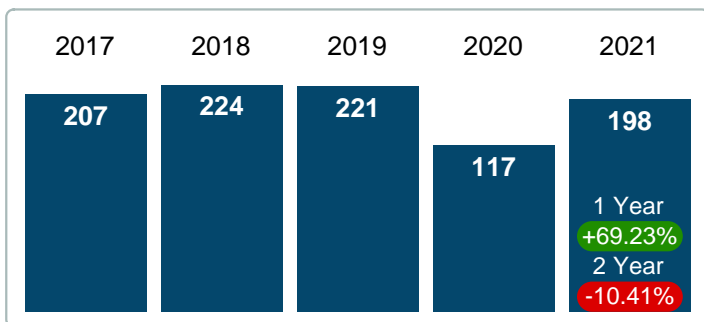
Area Delimited by County Of Cherokee



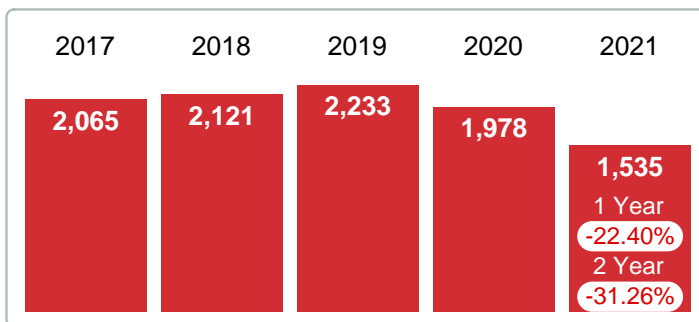
NEW LISTINGS

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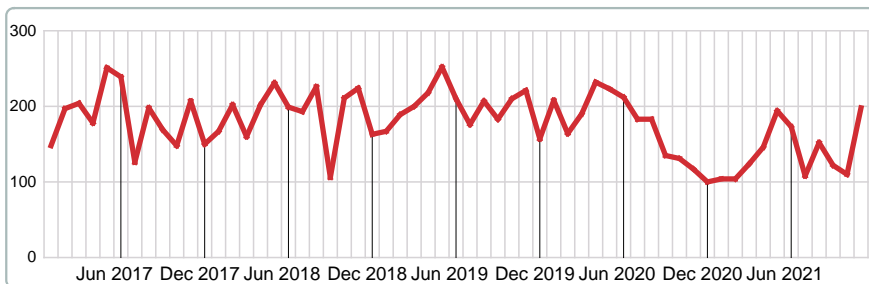
NOVEMBER



YEAR TO DATE (YTD)

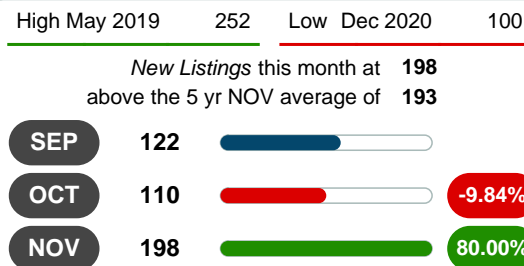


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 193



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	17	8.59%	17	0	0	0
\$30,001 - \$50,000	26	13.13%	24	2	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$130,000	79	39.90%	71	6	1	1
\$130,001 - \$250,000	31	15.66%	11	12	6	2
\$250,001 - \$380,000	25	12.63%	17	3	5	0
\$380,001 and up	20	10.10%	6	10	1	3
Total New Listed Units	198		146	33	13	6
Total New Listed Volume	33,994,750	100%	17.36M	8.85M	3.42M	4.36M
Average New Listed Listing Price	\$81,200		\$118,912	\$268,234	\$263,309	\$726,483



November 2021

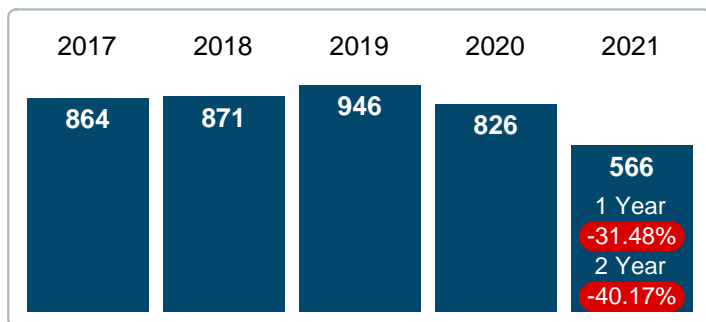
Area Delimited by County Of Cherokee



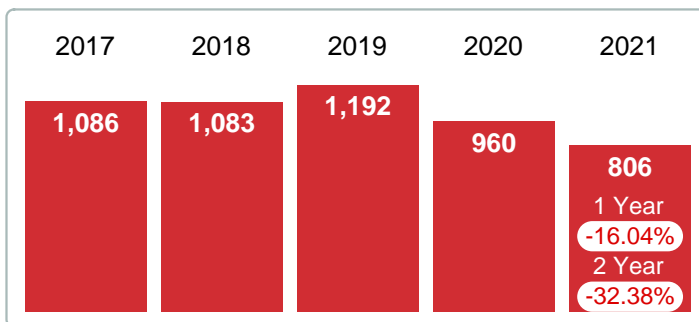
ACTIVE INVENTORY

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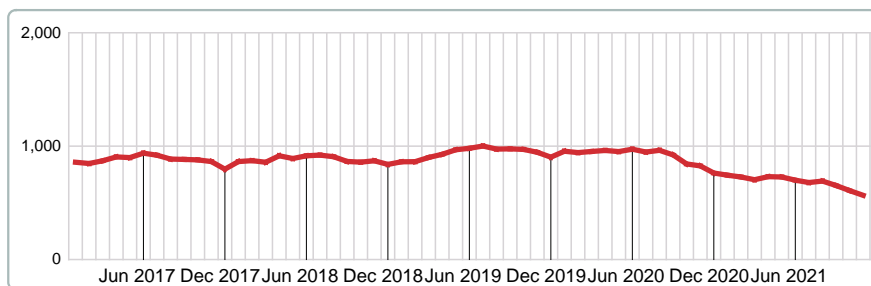
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

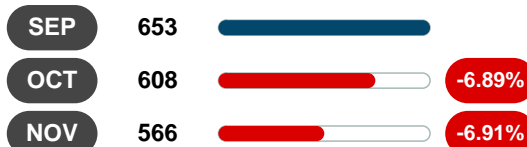


3 MONTHS

5 year NOV AVG = 815

High Jul 2019 1,001 Low Nov 2021 566

Inventory this month at 566
below the 5 yr NOV average of 815



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	108	19.08%	167.8	107	0	1	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$75,000	238	42.05%	91.5	234	4	0	0
\$75,001-\$175,000	80	14.13%	99.3	63	13	1	3
\$175,001-\$375,000	81	14.31%	73.3	46	20	12	3
\$375,001 and up	59	10.42%	116.2	30	12	8	9
Total Active Inventory by Units			566	480	49	22	15
Total Active Inventory by Volume			96,119,989	62.58M	18.45M	8.41M	6.68M
Average Active Inventory Listing Price			\$169,823	\$130,384	\$376,471	\$382,400	\$445,059



November 2021

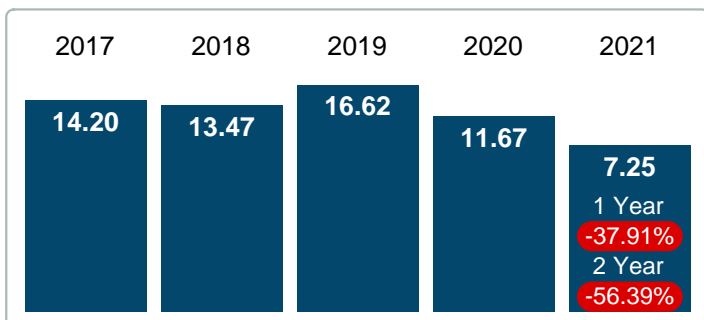
Area Delimited by County Of Cherokee



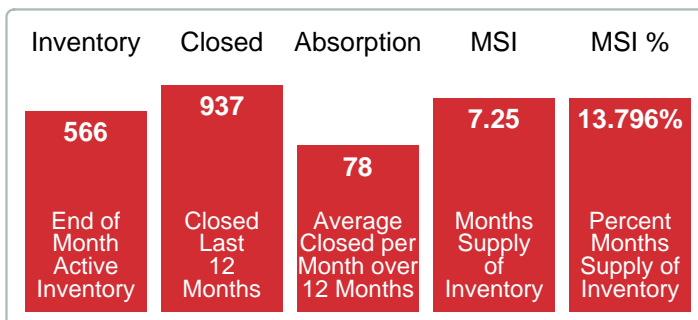
MONTHS SUPPLY of INVENTORY (MSI)

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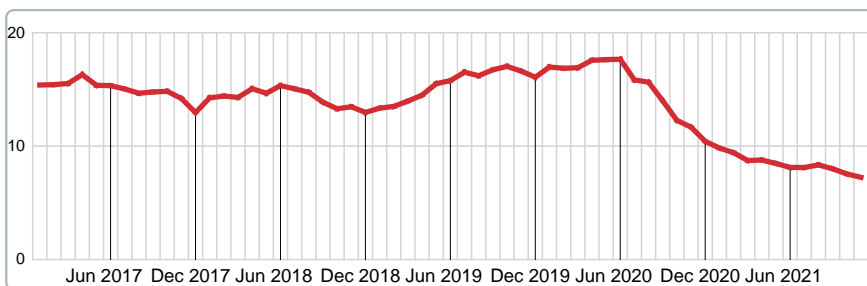
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

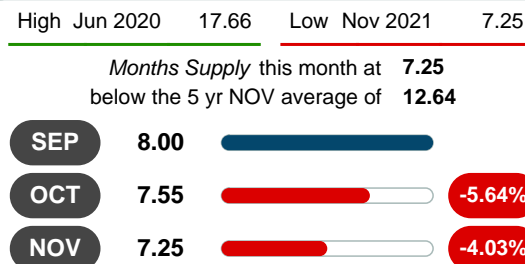


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 12.64



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	13	2.30%	1.88	2.22	0.00	1.50	0.00
\$10,001 - \$20,000	54	9.54%	8.00	8.00	0.00	0.00	0.00
\$20,001 - \$40,000	123	21.73%	19.95	20.50	0.00	0.00	0.00
\$40,001 - \$80,000	161	28.45%	19.52	23.55	2.82	0.00	0.00
\$80,001 - \$190,000	84	14.84%	2.87	6.78	0.90	0.95	10.00
\$190,001 - \$390,000	74	13.07%	4.63	18.21	2.00	3.00	1.33
\$390,001 and up	57	10.07%	12.00	23.20	6.95	6.00	15.43
Market Supply of Inventory (MSI)			7.25	12.80	1.63	2.54	8.18
Total Active Inventory by Units		100%	7.25	480	49	22	15



November 2021

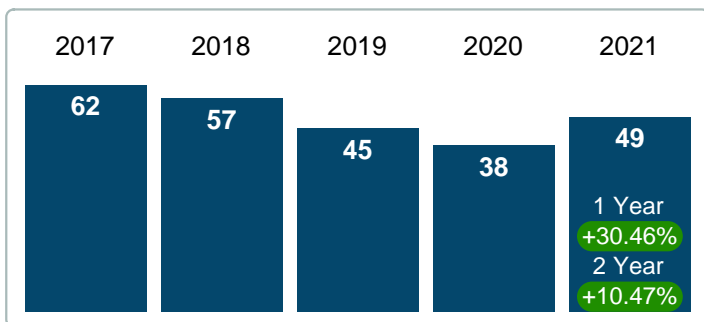
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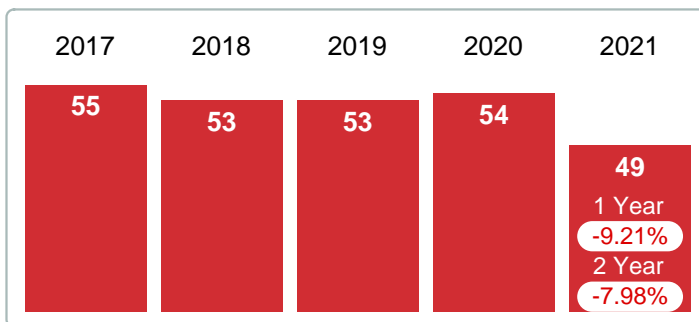
AVERAGE DAYS ON MARKET TO SALE

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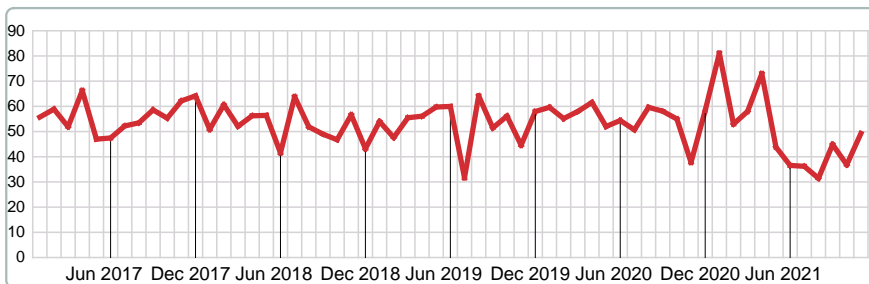
NOVEMBER



YEAR TO DATE (YTD)

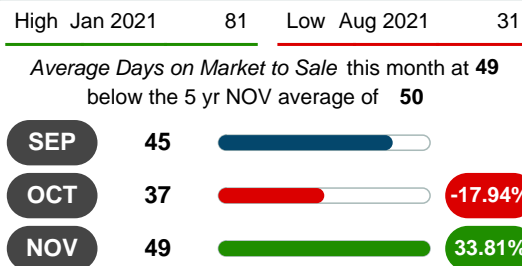


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 50



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	7	12.50%	46	46	0	0	0
\$25,001-\$75,000	11	19.64%	57	61	40	0	0
\$75,001-\$150,000	15	26.79%	56	82	16	0	0
\$150,001-\$175,000	6	10.71%	35	1	42	0	0
\$175,001-\$250,000	10	17.86%	52	92	41	49	0
\$250,001 and up	7	12.50%	35	0	10	70	4
Average Closed DOM	49			64	30	65	4
Total Closed Units	56			28	23	4	1
Total Closed Volume	8,641,493			2.02M	4.61M	1.49M	525.00K



November 2021

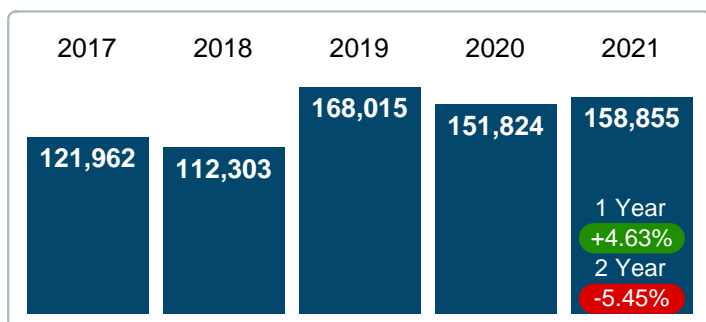
Area Delimited by County Of Cherokee



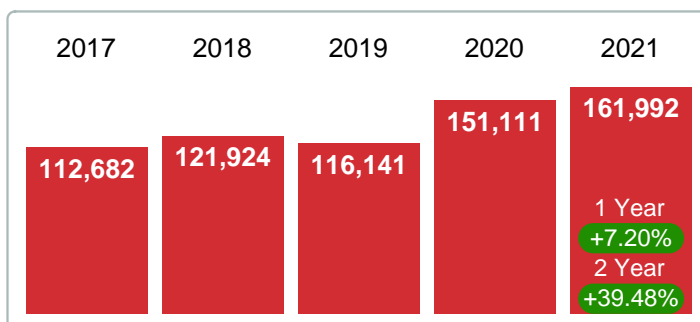
AVERAGE LIST PRICE AT CLOSING

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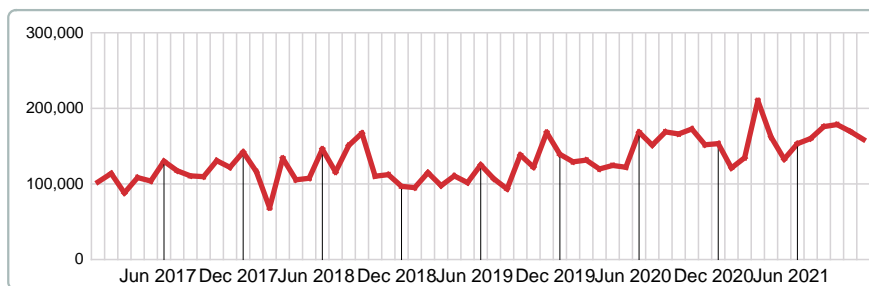
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 142,592

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

Average List Price at Closing this month at **158,855**
above the 5 yr NOV average of **142,592**

- SEP 178,555
- OCT 169,539 (-5.05%)
- NOV 158,855 (-6.30%)

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	7	12.50%	18,070	18,070	0	0	0
\$25,001-\$75,000	9	16.07%	43,822	48,489	58,950	0	0
\$75,001-\$150,000	17	30.36%	111,265	107,311	127,633	0	0
\$150,001-\$175,000	7	12.50%	166,286	165,000	164,900	0	0
\$175,001-\$250,000	9	16.07%	216,333	227,000	206,800	219,900	0
\$250,001 and up	7	12.50%	481,788	0	512,767	436,405	525,000
Average List Price			158,855	76,703	204,091	382,279	525,000
Total Closed Units		100%	158,855	28	23	4	1
Total Closed Volume			8,895,907	2.15M	4.69M	1.53M	525.00K



November 2021

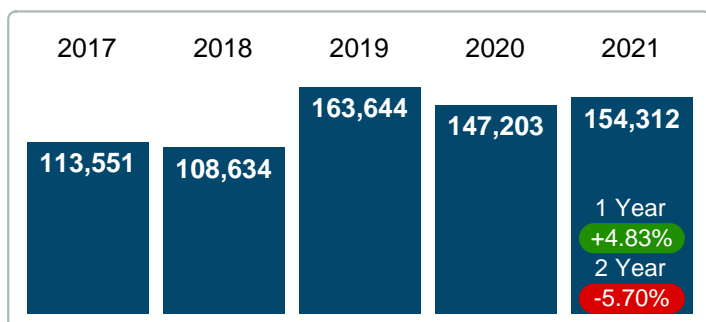
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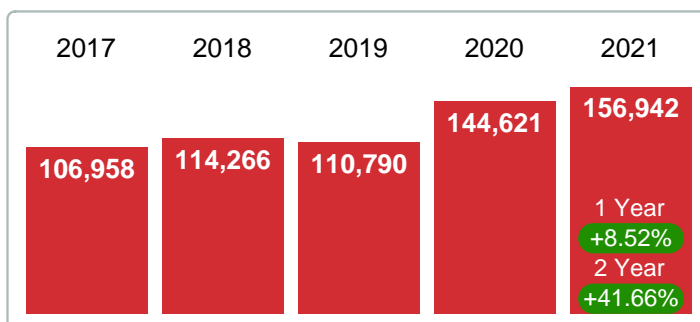
AVERAGE SOLD PRICE AT CLOSING

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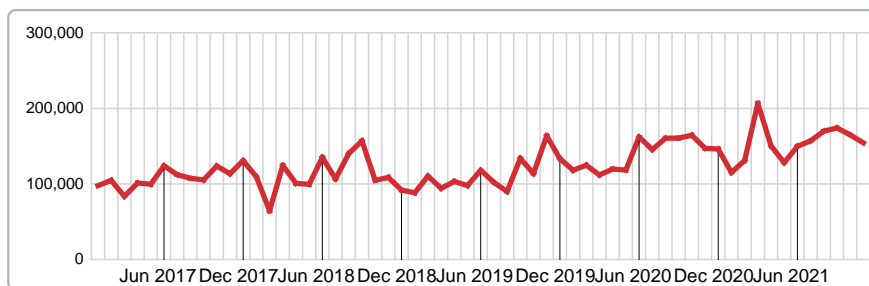
NOVEMBER



YEAR TO DATE (YTD)

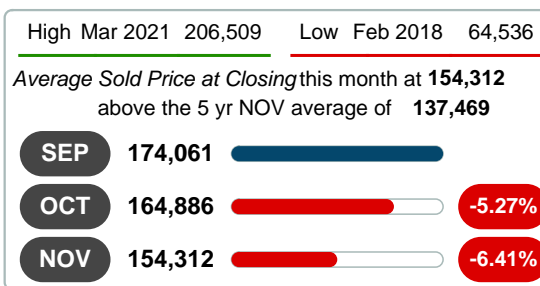


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 137,469



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	7	12.50%	16,213	16,213	0	0	0
\$25,001-\$75,000	11	19.64%	45,445	45,822	43,750	0	0
\$75,001-\$150,000	15	26.79%	112,433	102,089	127,949	0	0
\$150,001-\$175,000	6	10.71%	162,083	160,000	162,500	0	0
\$175,001-\$250,000	10	17.86%	206,650	207,500	205,214	215,000	0
\$250,001 and up	7	12.50%	471,801	0	501,764	424,105	525,000
Average Sold Price			154,312	72,132	200,412	371,829	525,000
Total Closed Units		100%	154,312	28	23	4	1
Total Closed Volume			8,641,493	2.02M	4.61M	1.49M	525.00K

November 2021



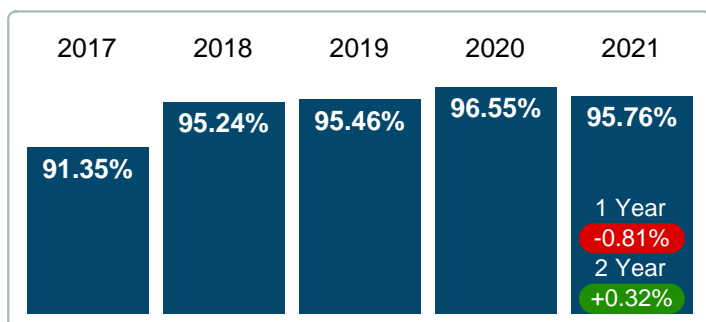
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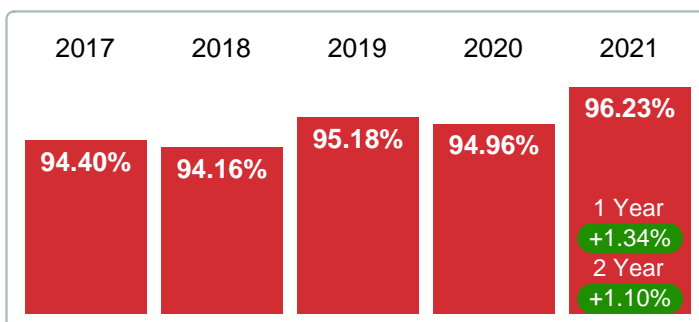
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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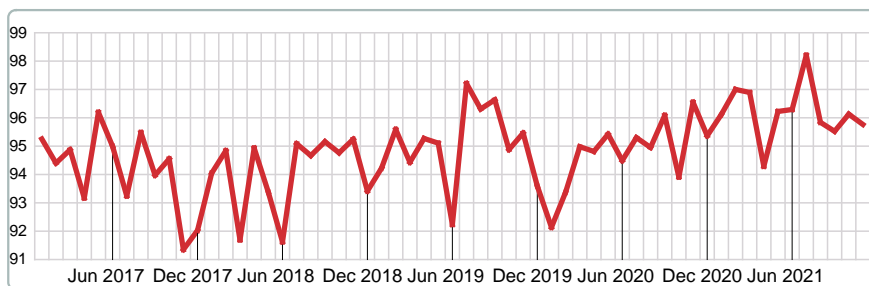
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

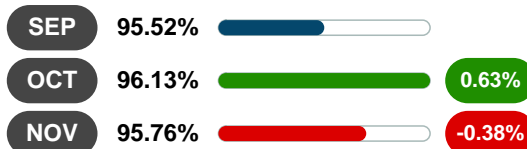


3 MONTHS

5 year NOV AVG = 94.87%

High Jul 2021 98.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **95.76%**
 above the 5 yr NOV average of **94.87%**



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	7	12.50%	91.55%	91.55%	0.00%	0.00%	0.00%
\$25,001-\$75,000	11	19.64%	91.10%	95.11%	73.04%	0.00%	0.00%
\$75,001-\$150,000	15	26.79%	97.73%	95.85%	100.54%	0.00%	0.00%
\$150,001-\$175,000	6	10.71%	98.28%	96.97%	98.54%	0.00%	0.00%
\$175,001-\$250,000	10	17.86%	97.76%	91.48%	99.55%	97.77%	0.00%
\$250,001 and up	7	12.50%	98.09%	0.00%	98.25%	97.29%	100.00%
Average Sold/List Ratio		95.80%		94.27%	97.12%	97.41%	100.00%
Total Closed Units		56	100%	28	23	4	1
Total Closed Volume		8,641,493		2.02M	4.61M	1.49M	525.00K



November 2021

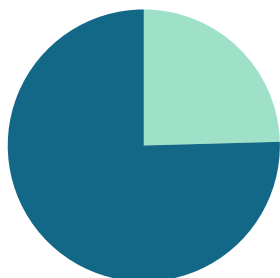
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

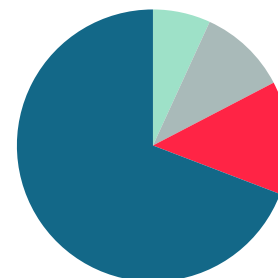


Inventory
 New Listings
198 = 24.57%
 Start Inventory
608
 Total Inventory Units
806
 Volume
\$147,499,180

Market Activity

Closed Sales
56 = 6.85%
 Pending Sales
86 = 10.51%
 Other Off Market
110 = 13.45%
 Active Inventory
566 = 69.19%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	85	56	-34.12%	800	859	7.38%
Pending Sales	66	86	30.30%	805	835	3.73%
New Listings	117	198	69.23%	1,978	1,535	-22.40%
Average List Price	151,824	158,855	4.63%	151,111	161,992	7.20%
Average Sale Price	147,203	154,312	4.83%	144,621	156,942	8.52%
Average Percent of Selling Price to List Price	96.55%	95.76%	-0.81%	94.96%	96.23%	1.34%
Average Days on Market to Sale	37.76	49.27	30.46%	53.96	48.99	-9.21%
Monthly Inventory	827	566	-31.56%	827	566	-31.56%
Months Supply of Inventory	11.69	7.25	-37.99%	11.69	7.25	-37.99%

Absorption: Last 12 months, an Average of **78** Sales/Month

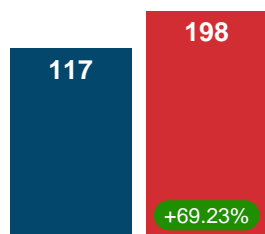
Inventory on November 30, 2021 = **566**

2020 **2021**

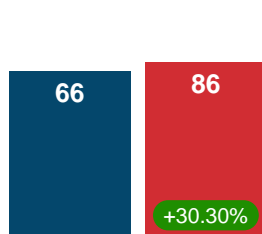
NOVEMBER MARKET

AVERAGE PRICES

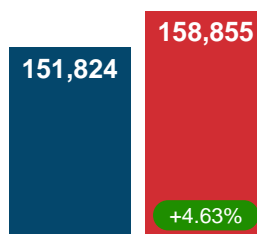
New Listings



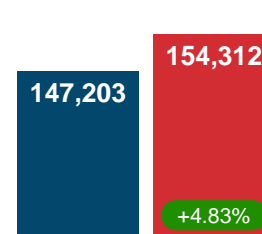
Pending Listings



List Price



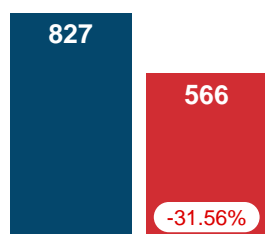
Sale Price



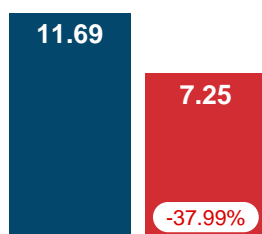
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

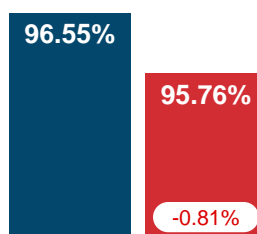
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

