



September 2021

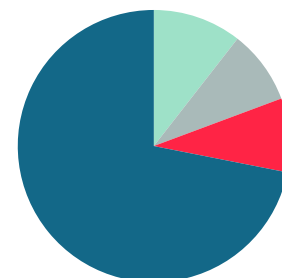
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	100	84	-16.00%
Pending Listings	83	70	-15.66%
New Listings	135	122	-9.63%
Average List Price	166,114	178,555	7.49%
Average Sale Price	160,718	174,061	8.30%
Average Percent of Selling Price to List Price	96.09%	95.52%	-0.58%
Average Days on Market to Sale	58.07	44.87	-22.73%
End of Month Inventory	924	573	-37.99%
Months Supply of Inventory	14.02	7.02	-49.90%



■ Closed (10.54%)
■ Pending (8.78%)
■ Other OffMarket (8.78%)
■ Active (71.89%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of September 30, 2021 = **573**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **37.99%** to 573 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **7.02** 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 **8.30%** in September 2021 to \$174,061 versus the previous year at \$160,718.

Average Days on Market Shortens

The average number of **44.87** days that homes spent on the market before selling decreased by 13.20 days or **22.73%** in September 2021 compared to last year's same month at **58.07** DOM.

Sales Success for September 2021 is Positive

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

There were 122 New Listings in September 2021, down **9.63%** from last year at 135. Furthermore, there were 84 Closed Listings this month versus last year at 100, a **-16.00%** decrease.

Closed versus Listed trends yielded a **68.9%** ratio, down from previous year's, September 2020, at **74.1%**, a **7.05%** downswing. 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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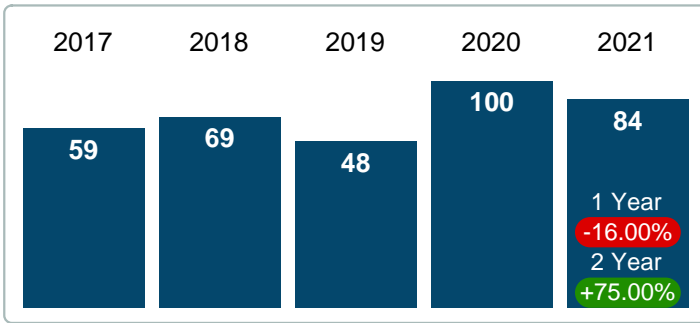
Area Delimited by County Of Cherokee



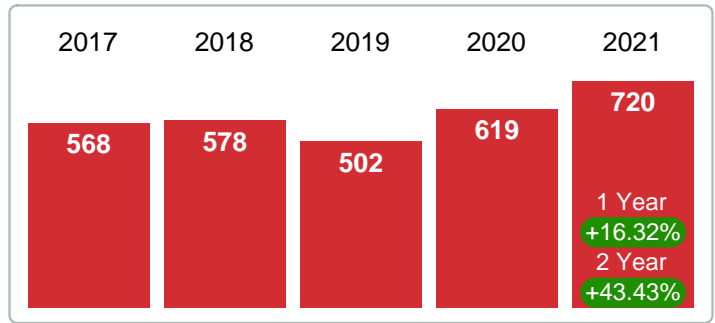
CLOSED LISTINGS

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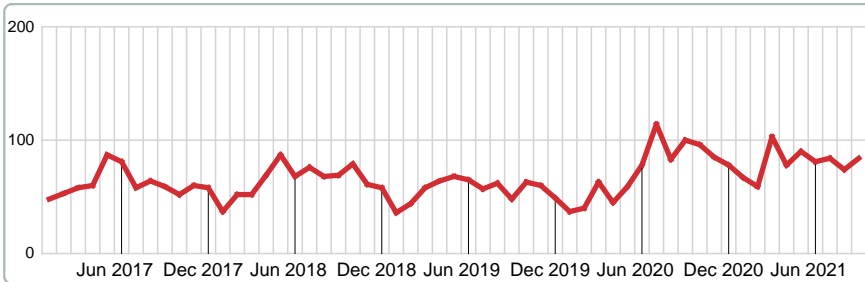
SEPTEMBER



YEAR TO DATE (YTD)

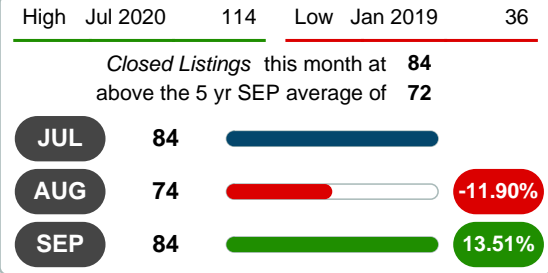


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



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	15	17.86%	64.6	12	2	1	0
\$25,001-\$75,000	11	13.10%	59.4	8	2	1	0
\$75,001-\$175,000	25	29.76%	41.4	11	12	1	1
\$175,001-\$225,000	12	14.29%	13.2	0	11	0	1
\$225,001-\$325,000	11	13.10%	34.7	2	7	1	1
\$325,001 and up	10	11.90%	57.3	3	2	3	2
Total Closed Units	84			36	36	7	5
Total Closed Volume	14,621,155	100%	44.9	3.62M	6.76M	2.11M	2.13M
Average Closed Price	\$174,061			\$100,552	\$187,743	\$301,221	\$426,800

September 2021



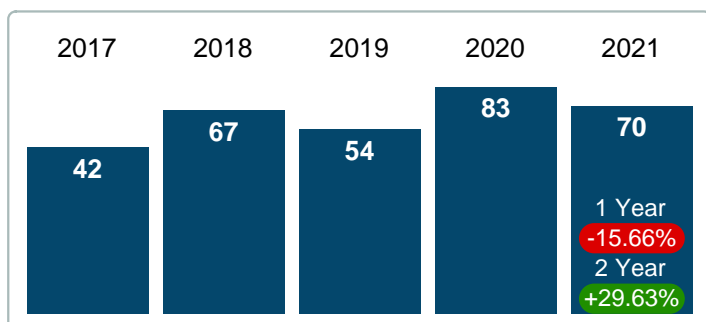
Area Delimited by County Of Cherokee



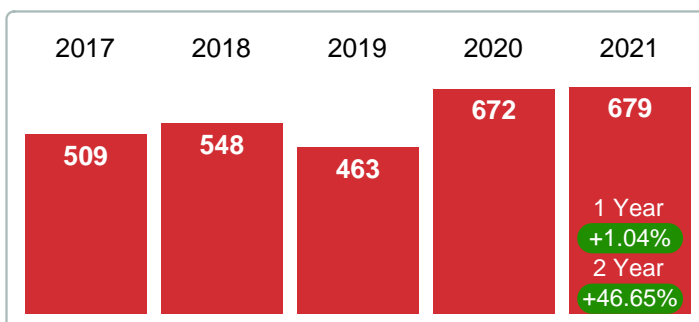
PENDING LISTINGS

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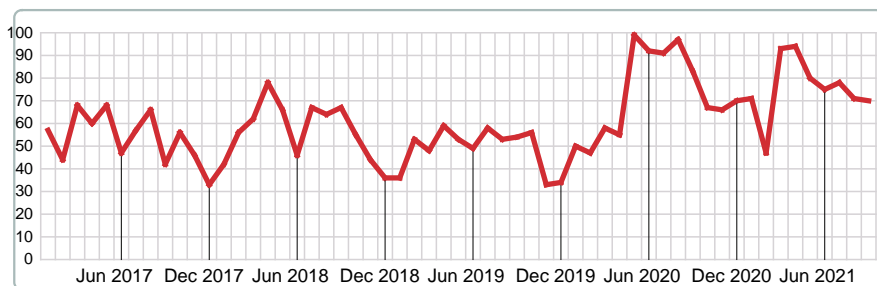
SEPTEMBER



YEAR TO DATE (YTD)

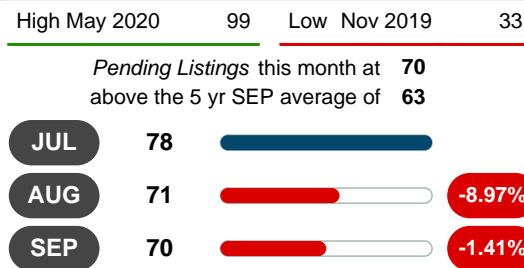


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.43%	6.0	1	0	0	0
\$10,001 - \$50,000	14	20.00%	72.5	14	0	0	0
\$50,001 - \$100,000	10	14.29%	66.0	8	2	0	0
\$100,001 - \$160,000	14	20.00%	33.8	7	6	1	0
\$160,001 - \$240,000	15	21.43%	32.9	1	11	3	0
\$240,001 - \$360,000	9	12.86%	39.9	3	4	2	0
\$360,001 and up	7	10.00%	67.9	2	2	3	0
Total Pending Units	70			36	25	9	0
Total Pending Volume	12,079,515	100%	31.2	3.82M	5.65M	2.61M	0.00B
Average Listing Price	\$128,920			\$106,181	\$225,804	\$290,213	\$0



September 2021

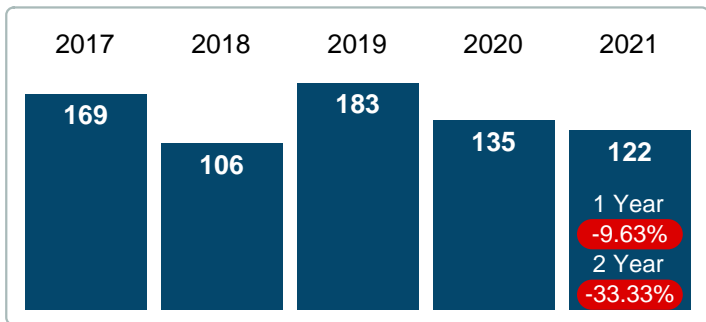
Area Delimited by County Of Cherokee



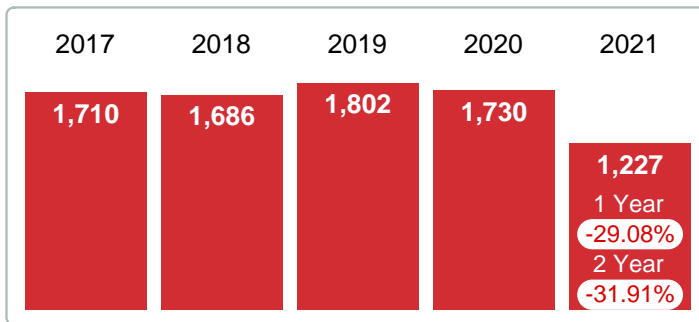
NEW LISTINGS

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

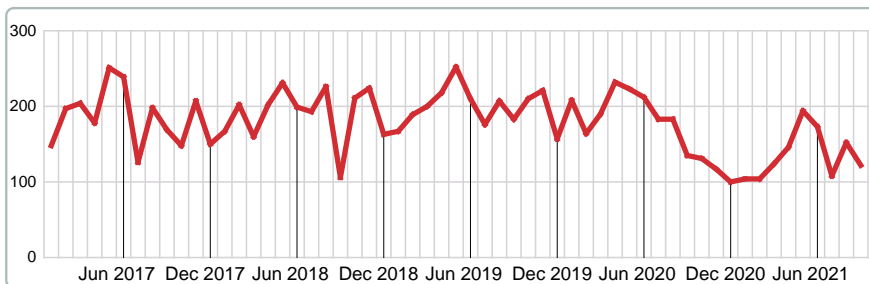
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143

High May 2019 252 Low Dec 2020 100

New Listings this month at 122
 below the 5 yr SEP average of 143



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	9.02%	9	1	1	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0
\$20,001 - \$40,000	30	24.59%	30	0	0	0
\$40,001 - \$150,000	36	29.51%	25	10	0	1
\$150,001 - \$220,000	16	13.11%	4	11	1	0
\$220,001 - \$420,000	16	13.11%	5	6	5	0
\$420,001 and up	13	10.66%	6	2	4	1
Total New Listed Units	122		79	30	11	2
Total New Listed Volume	24,673,515	100%	12.89M	6.19M	4.81M	777.38K
Average New Listed Listing Price	\$60,334		\$163,221	\$206,238	\$437,688	\$388,690



September 2021

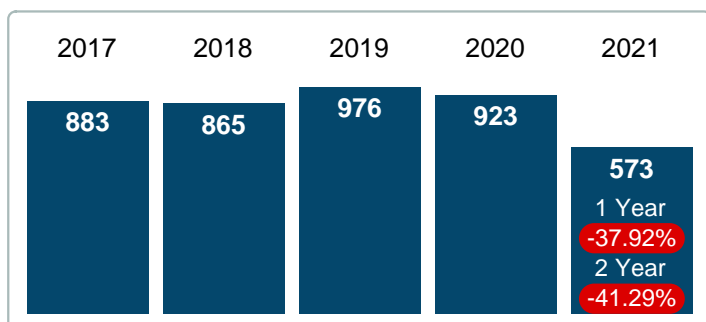
Area Delimited by County Of Cherokee



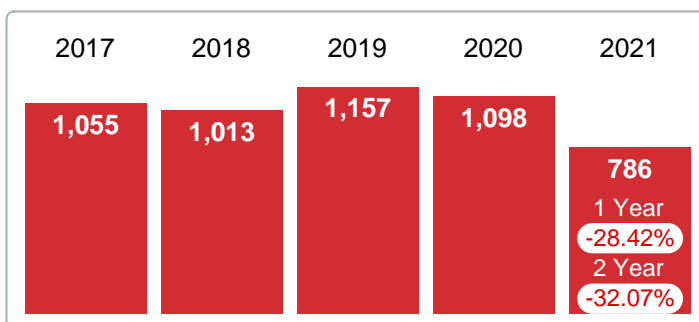
ACTIVE INVENTORY

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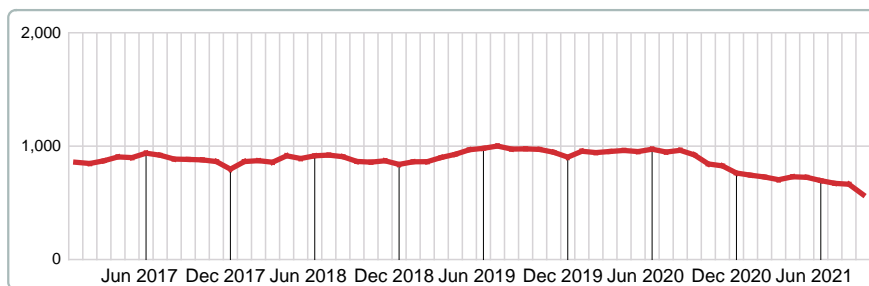
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

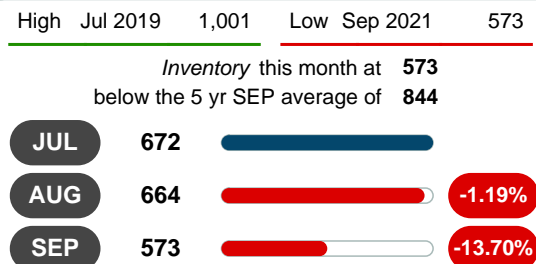


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 844



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	124	21.64%	154.4	124	0	0	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$75,000	215	37.52%	115.0	211	4	0	0
\$75,001-\$175,000	96	16.75%	72.8	66	22	7	1
\$175,001-\$450,000	81	14.14%	105.1	43	23	12	3
\$450,001 and up	57	9.95%	118.5	34	8	10	5
Total Active Inventory by Units			573	478	57	29	9
Total Active Inventory by Volume			108,696,201	72.73M	18.76M	11.01M	6.20M
Average Active Inventory Listing Price			\$189,697	\$152,148	\$329,089	\$379,630	\$689,131

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



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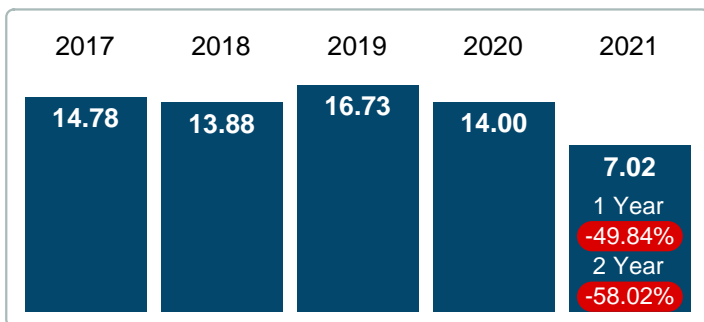
Area Delimited by County Of Cherokee



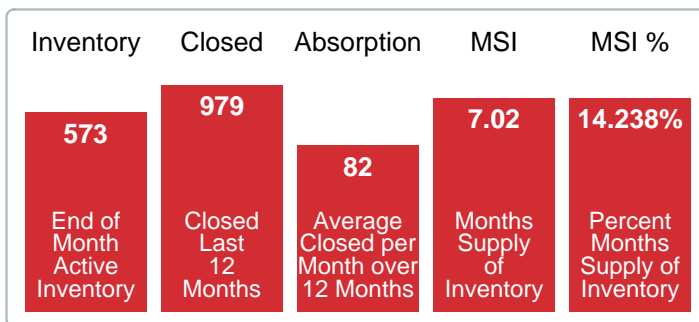
MONTHS SUPPLY of INVENTORY (MSI)

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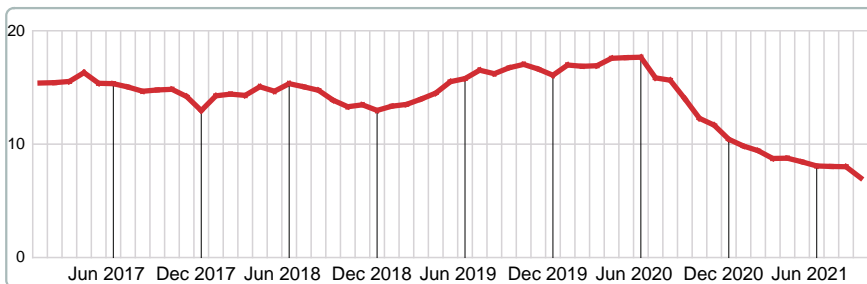
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

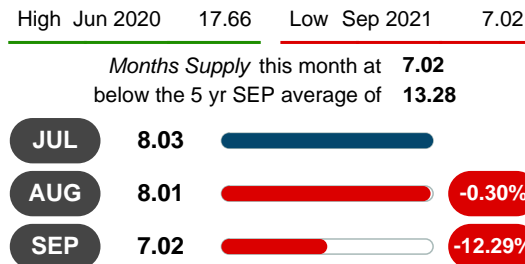


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 13.28



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	11	1.92%	1.26	1.59	0.00	0.00	0.00
\$10,001 - \$20,000	68	11.87%	11.18	11.18	0.00	0.00	0.00
\$20,001 - \$40,000	122	21.29%	19.01	19.36	6.00	0.00	0.00
\$40,001 - \$80,000	145	25.31%	16.73	21.82	1.92	6.00	0.00
\$80,001 - \$190,000	95	16.58%	3.23	7.07	1.40	2.40	2.00
\$190,001 - \$450,000	75	13.09%	3.95	13.67	1.90	2.49	2.77
\$450,001 and up	57	9.95%	17.54	40.80	6.40	13.33	12.00
Market Supply of Inventory (MSI)			7.02	12.44	1.77	3.22	4.50
Total Active Inventory by Units		100%	7.02	478	57	29	9

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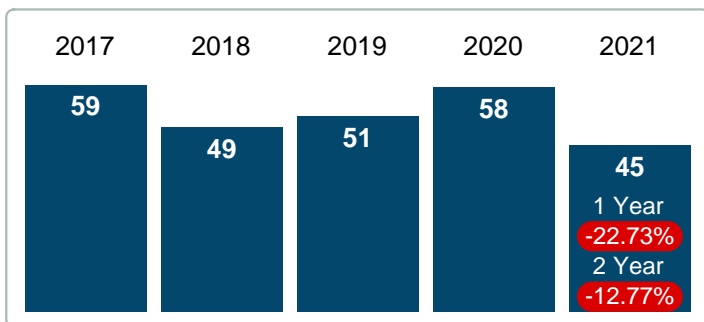
Area Delimited by County Of Cherokee



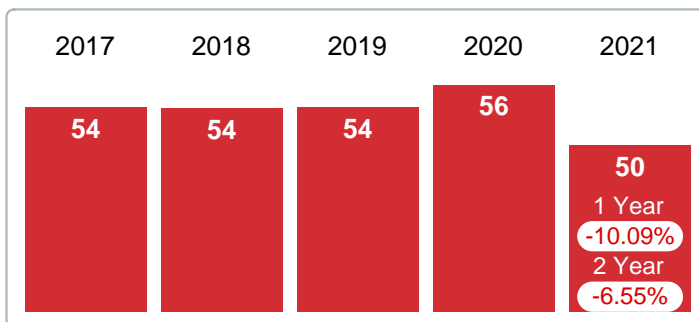
AVERAGE DAYS ON MARKET TO SALE

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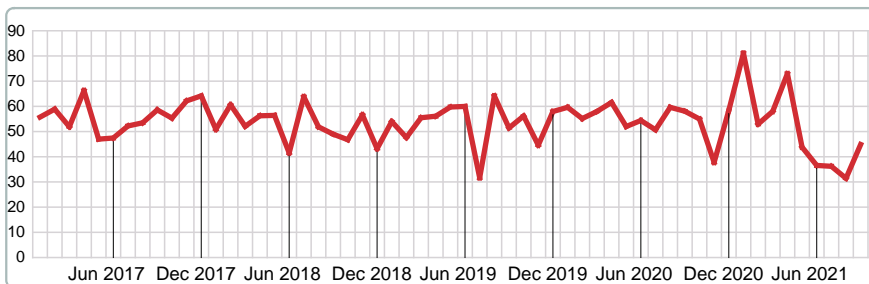
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 52

High Jan 2021 81 Low Aug 2021 31

Average Days on Market to Sale this month at 45 below the 5 yr SEP 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-\$25,000	15	17.86%	65	76	28	6	0
\$25,001-\$75,000	11	13.10%	59	56	31	146	0
\$75,001-\$175,000	25	29.76%	41	33	27	44	308
\$175,001-\$225,000	12	14.29%	13	0	14	0	7
\$225,001-\$325,000	11	13.10%	35	32	15	8	208
\$325,001 and up	10	11.90%	57	138	16	38	7
Average Closed DOM	45			61	20	45	107
Total Closed Units	84	100%	45	36	36	7	5
Total Closed Volume	14,621,155			3.62M	6.76M	2.11M	2.13M

September 2021

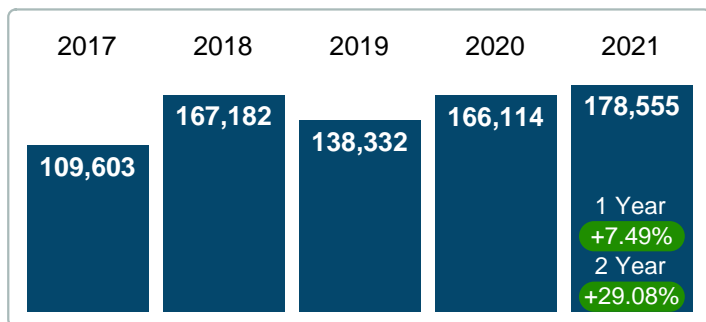
Area Delimited by County Of Cherokee



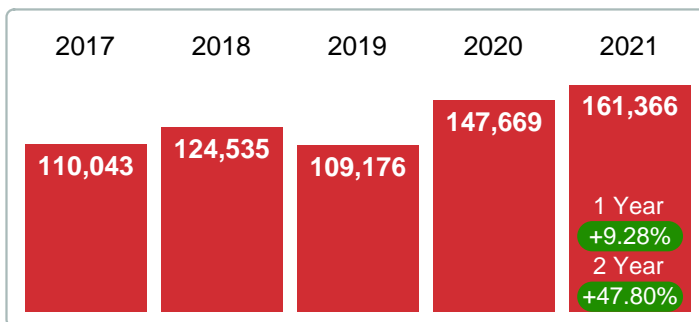
AVERAGE LIST PRICE AT CLOSING

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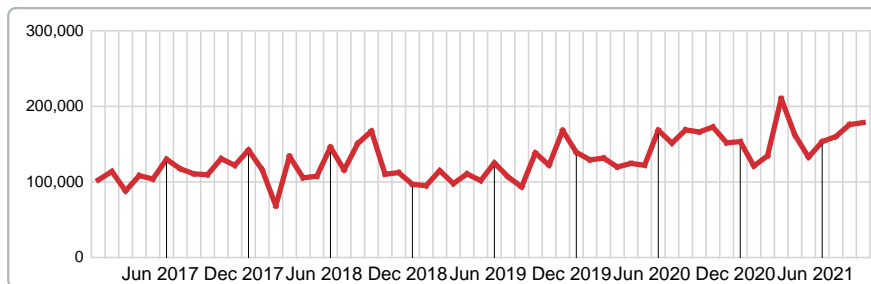
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151,957

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

Average List Price at Closing this month at **178,555**
above the 5 yr SEP average of **151,957**

JUL	160,107	
AUG	175,821	+9.81%
SEP	178,555	+1.56%

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	15	17.86%	11,745	14,423	925	1,250	0
\$25,001-\$75,000	12	14.29%	57,569	52,316	67,450	69,500	0
\$75,001-\$175,000	23	27.38%	134,073	118,691	140,923	159,900	174,900
\$175,001-\$225,000	14	16.67%	199,621	0	196,809	0	230,000
\$225,001-\$325,000	9	10.71%	254,050	255,000	252,350	229,900	335,000
\$325,001 and up	11	13.10%	542,436	449,300	533,000	563,300	764,000
Average List Price			178,555	104,309	189,588	307,207	453,580
Total Closed Units		100%	178,555	36	36	7	5
Total Closed Volume			14,998,633	3.76M	6.83M	2.15M	2.27M



September 2021

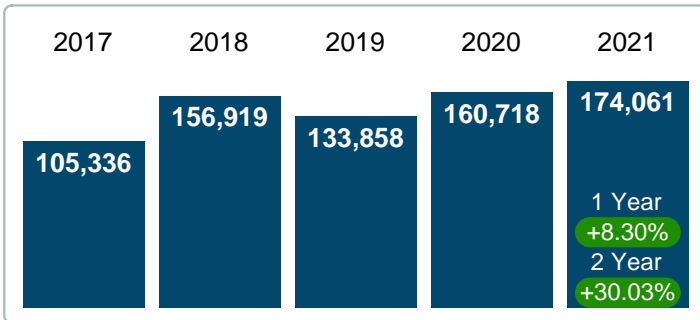
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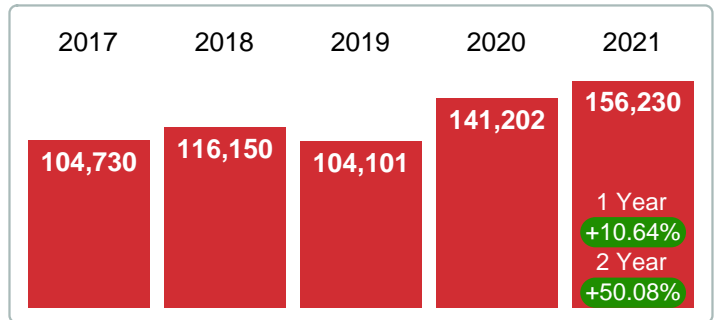
AVERAGE SOLD PRICE AT CLOSING

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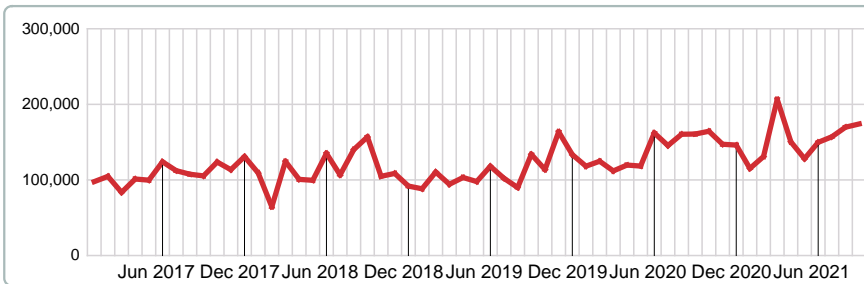
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

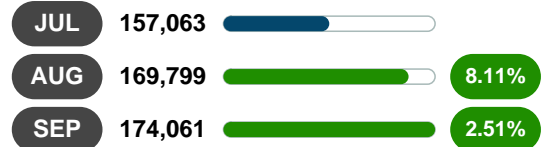


3 MONTHS

5 year SEP AVG = 146,178

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

Average Sold Price at Closing this month at **174,061**
above the 5 yr SEP average of **146,178**



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	15	17.86%	9,732	11,906	925	1,250	0
\$25,001-\$75,000	11	13.10%	51,239	49,841	53,000	58,900	0
\$75,001-\$175,000	25	29.76%	132,166	118,932	139,325	155,000	169,000
\$175,001-\$225,000	12	14.29%	198,917	0	197,455	0	215,000
\$225,001-\$325,000	11	13.10%	247,718	239,000	251,714	234,900	250,000
\$325,001 and up	10	11.90%	549,550	430,667	522,500	552,833	750,000
Average Sold Price			174,061	100,552	187,743	301,221	426,800
Total Closed Units		100%	174,061	36	36	7	5
Total Closed Volume			14,621,155	3.62M	6.76M	2.11M	2.13M

September 2021

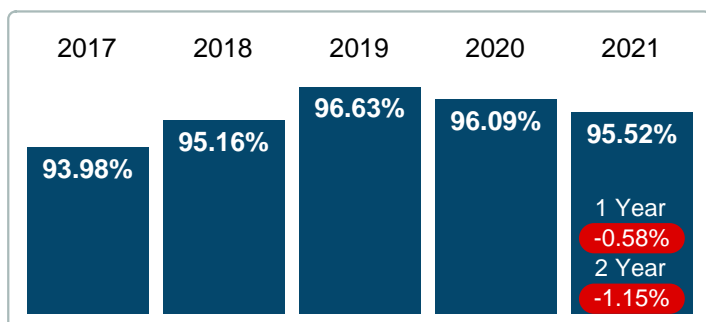
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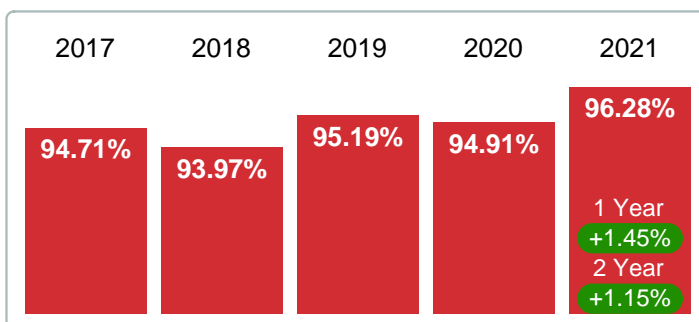
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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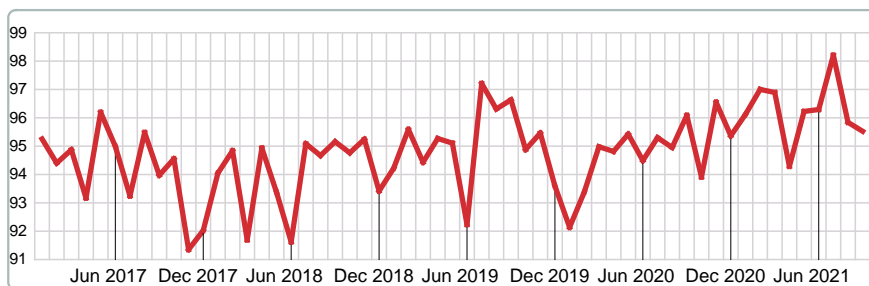
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

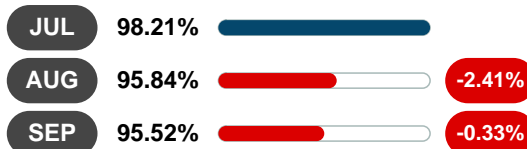


3 MONTHS

5 year SEP AVG = 95.48%

High Jul 2021 98.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **95.52%** above the 5 yr SEP average of **95.48%**



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	15	17.86%	86.32%	82.90%	100.00%	100.00%	0.00%
\$25,001-\$75,000	11	13.10%	91.04%	94.57%	80.08%	84.75%	0.00%
\$75,001-\$175,000	25	29.76%	99.49%	101.07%	98.49%	96.94%	96.63%
\$175,001-\$225,000	12	14.29%	99.87%	0.00%	100.45%	0.00%	93.48%
\$225,001-\$325,000	11	13.10%	96.79%	93.85%	100.03%	102.17%	74.63%
\$325,001 and up	10	11.90%	97.74%	95.12%	97.96%	99.71%	98.51%
Average Sold/List Ratio		95.50%		92.67%	98.42%	97.57%	92.35%
Total Closed Units		84	100%	36	36	7	5
Total Closed Volume		14,621,155		3.62M	6.76M	2.11M	2.13M



September 2021

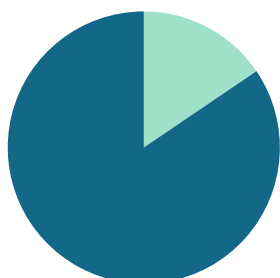
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

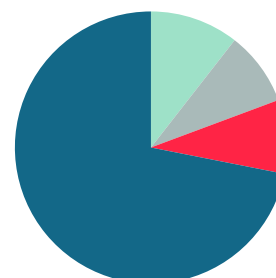


Inventory
 New Listings
122 = 15.52%
 Start Inventory
664
 Total Inventory Units
786
 Volume
\$138,564,148

Market Activity

Closed Sales
84 = 10.54%
 Pending Sales
70 = 8.78%
 Other Off Market
70 = 8.78%
 Active Inventory
573 = 71.89%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	100	84	-16.00%	619	720	16.32%
Pending Sales	83	70	-15.66%	672	679	1.04%
New Listings	135	122	-9.63%	1,730	1,227	-29.08%
Average List Price	166,114	178,555	7.49%	147,669	161,366	9.28%
Average Sale Price	160,718	174,061	8.30%	141,202	156,230	10.64%
Average Percent of Selling Price to List Price	96.09%	95.52%	-0.58%	94.91%	96.28%	1.45%
Average Days on Market to Sale	58.07	44.87	-22.73%	56.02	50.37	-10.09%
Monthly Inventory	924	573	-37.99%	924	573	-37.99%
Months Supply of Inventory	14.02	7.02	-49.90%	14.02	7.02	-49.90%

Absorption: Last 12 months, an Average of **82** Sales/Month

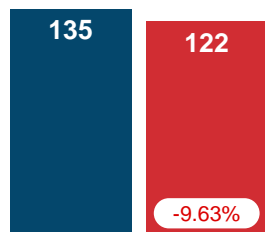
Inventory on September 30, 2021 = **573**

2020 **2021**

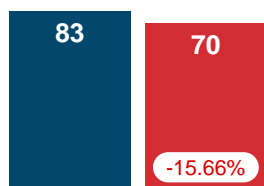
SEPTEMBER MARKET

AVERAGE PRICES

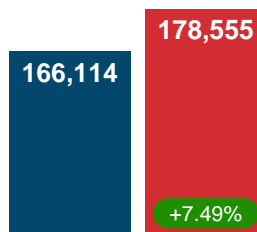
New Listings



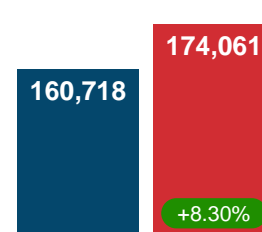
Pending Listings



List Price



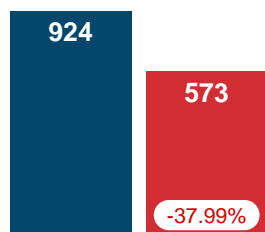
Sale Price



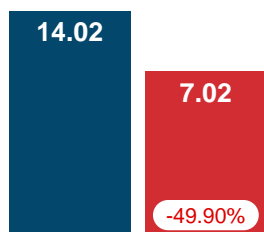
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

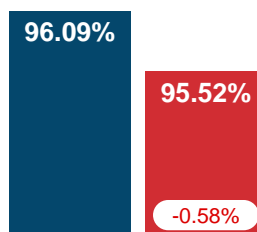
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

