



September 2021

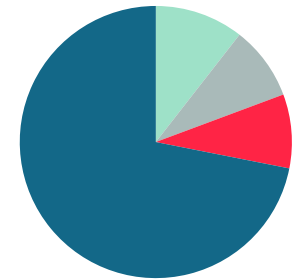
Area Delimited by County Of Cherokee



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%
Median List Price	127,450	155,000	21.62%
Median Sale Price	129,450	152,500	17.81%
Median Percent of Selling Price to List Price	99.22%	98.17%	-1.05%
Median Days on Market to Sale	27.50	11.50	-58.18%
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.

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 **17.81%** in September 2021 to \$152,500 versus the previous year at \$129,450.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 16.00 days or **58.18%** in September 2021 compared to last year's same month at **27.50** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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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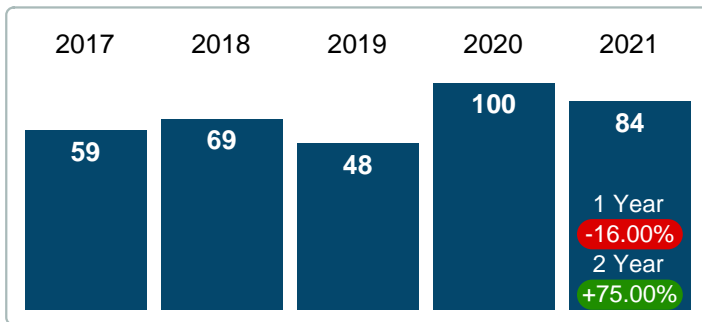
Area Delimited by County Of Cherokee



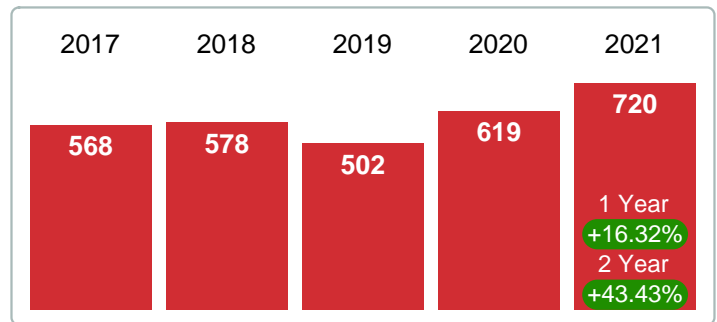
CLOSED LISTINGS

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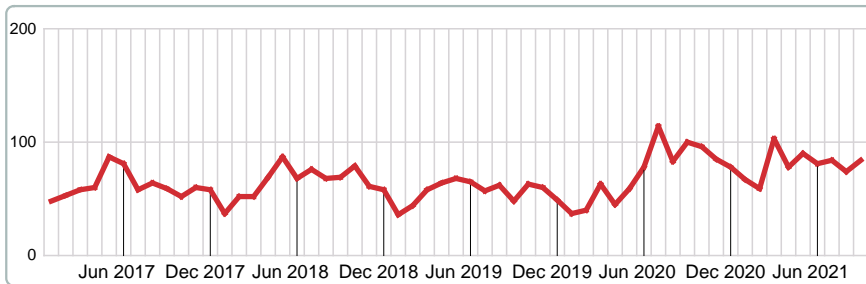
SEPTEMBER



YEAR TO DATE (YTD)

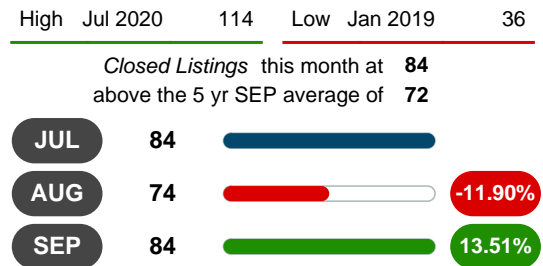


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	11.0	12	2	1	0
\$25,001-\$75,000	11	13.10%	17.0	8	2	1	0
\$75,001-\$175,000	25	29.76%	13.0	11	12	1	1
\$175,001-\$225,000	12	14.29%	7.5	0	11	0	1
\$225,001-\$325,000	11	13.10%	12.0	2	7	1	1
\$325,001 and up	10	11.90%	12.0	3	2	3	2
Total Closed Units	84			36	36	7	5
Total Closed Volume	14,621,155	100%	11.5	3.62M	6.76M	2.11M	2.13M
Median Closed Price	\$152,500			\$70,000	\$183,500	\$234,900	\$250,000



September 2021

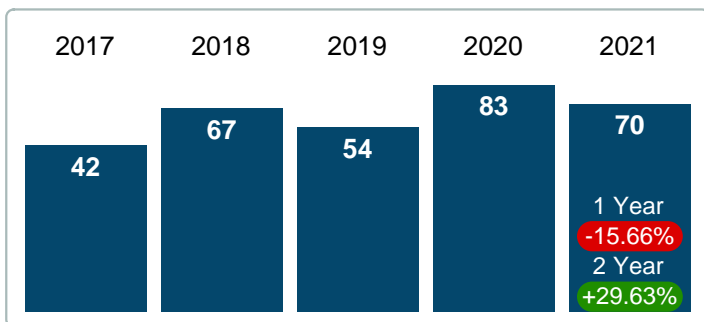
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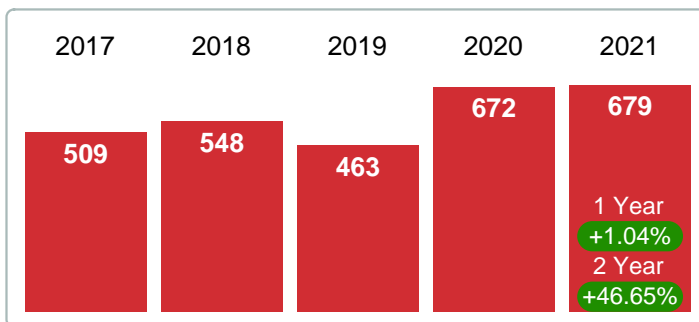
PENDING LISTINGS

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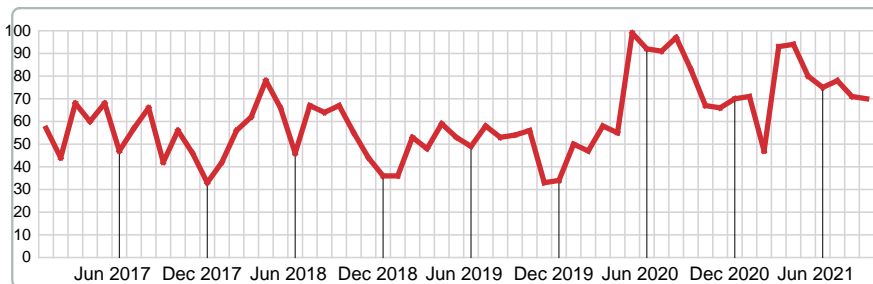
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

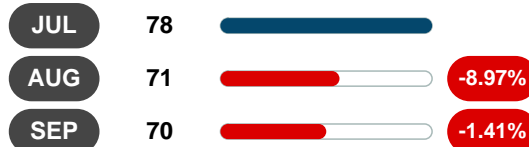


3 MONTHS

5 year SEP AVG = 63

High May 2020 99 Low Nov 2019 33

Pending Listings this month at **70**
above the 5 yr SEP average of **63**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	91.5	14	0	0	0
\$50,001 - \$100,000	10	14.29%	61.0	8	2	0	0
\$100,001 - \$160,000	14	20.00%	24.5	7	6	1	0
\$160,001 - \$240,000	15	21.43%	14.0	1	11	3	0
\$240,001 - \$360,000	9	12.86%	31.0	3	4	2	0
\$360,001 and up	7	10.00%	39.0	2	2	3	0
Total Pending Units	70			36	25	9	0
Total Pending Volume	12,079,515	100%	35.5	3.82M	5.65M	2.61M	0.00B
Median Listing Price	\$134,500			\$84,500	\$189,900	\$279,000	\$0



September 2021

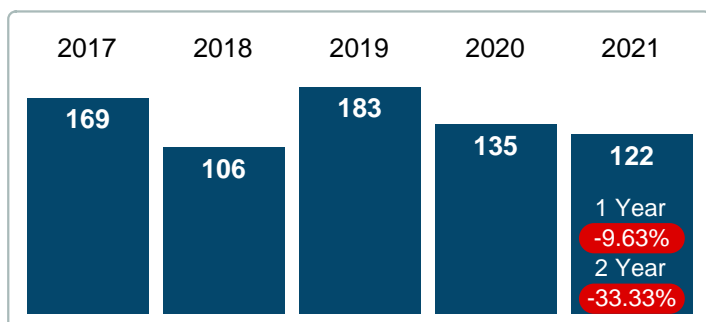
Area Delimited by County Of Cherokee



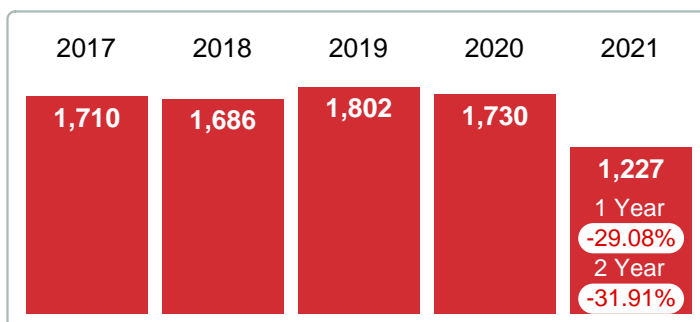
NEW LISTINGS

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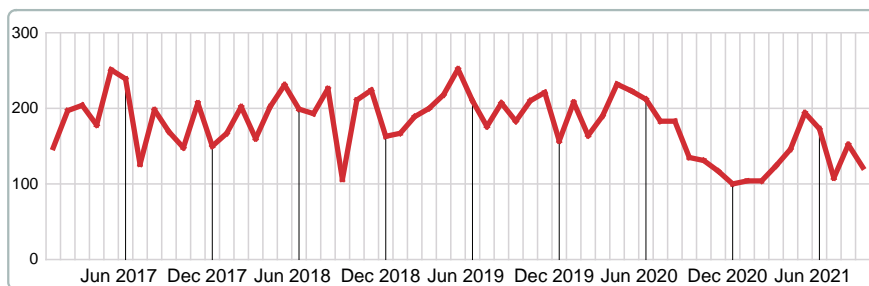
SEPTEMBER



YEAR TO DATE (YTD)

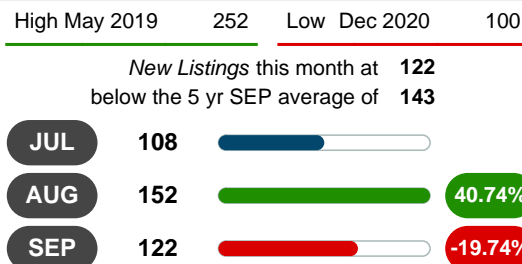


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 143



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
\$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
Median New Listed Listing Price	\$98,000		\$42,000	\$164,750	\$350,000	\$388,690



September 2021

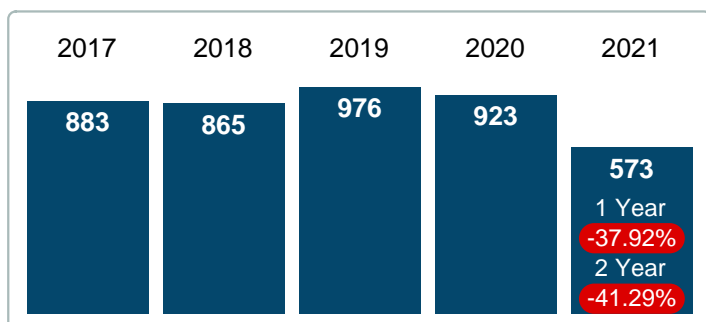
Area Delimited by County Of Cherokee



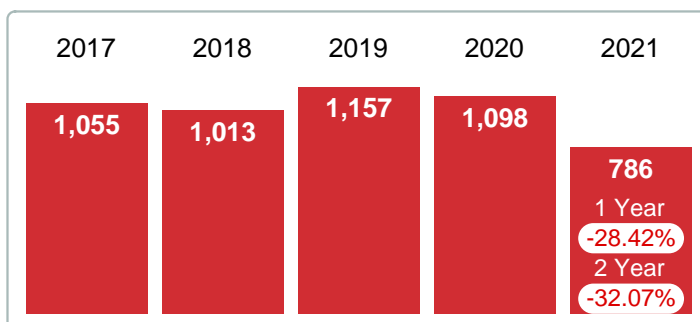
ACTIVE INVENTORY

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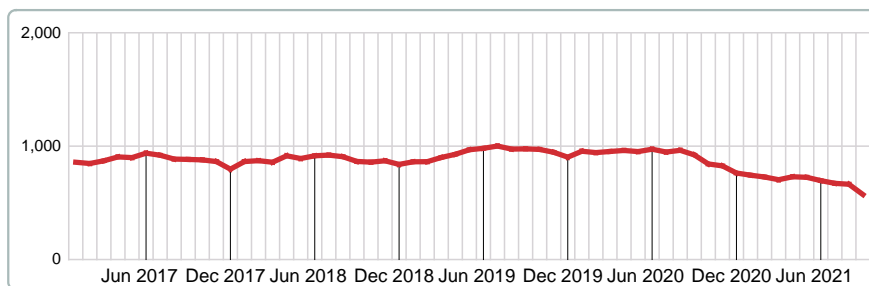
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

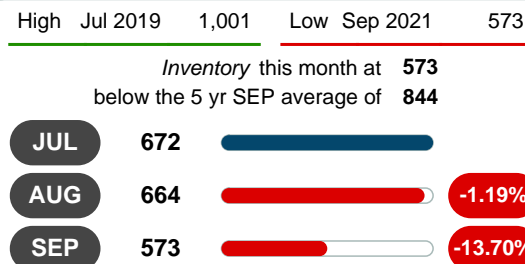


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 844



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	11	1.92%	128.0	11	0	0	0
\$10,001 - \$20,000	68	11.87%	162.0	68	0	0	0
\$20,001 - \$40,000	122	21.29%	106.0	121	1	0	0
\$40,001 - \$80,000	145	25.31%	140.0	140	4	1	0
\$80,001 - \$190,000	95	16.58%	62.0	63	24	7	1
\$190,001 - \$450,000	75	13.09%	90.0	41	20	11	3
\$450,001 and up	57	9.95%	113.0	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
Median Active Inventory Listing Price			\$59,900	\$54,000	\$190,000	\$299,999	\$627,480



September 2021

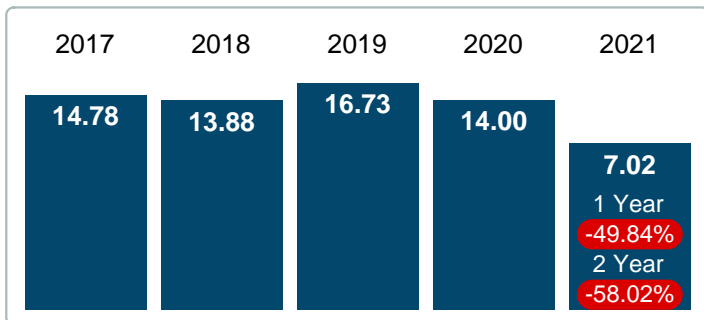
Area Delimited by County Of Cherokee



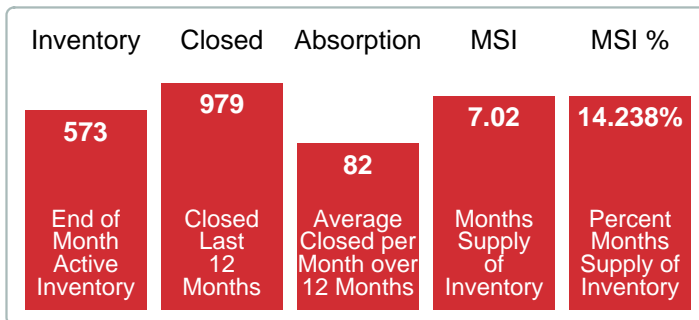
MONTHS SUPPLY of INVENTORY (MSI)

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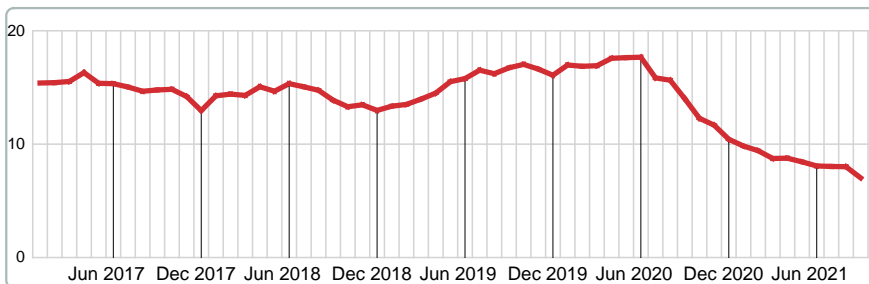
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 13.28

High Jun 2020 17.66 Low Sep 2021 7.02

Months Supply this month at 7.02 below the 5 yr SEP average of 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

September 2021



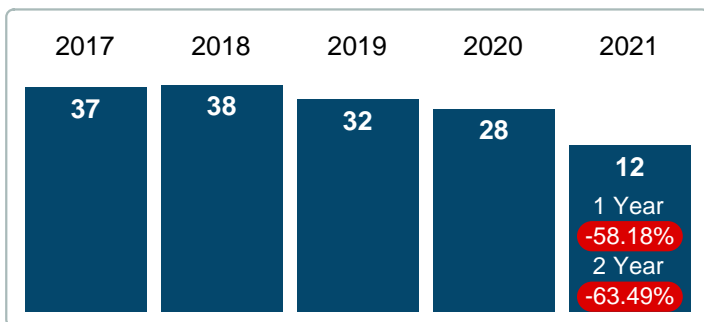
Area Delimited by County Of Cherokee



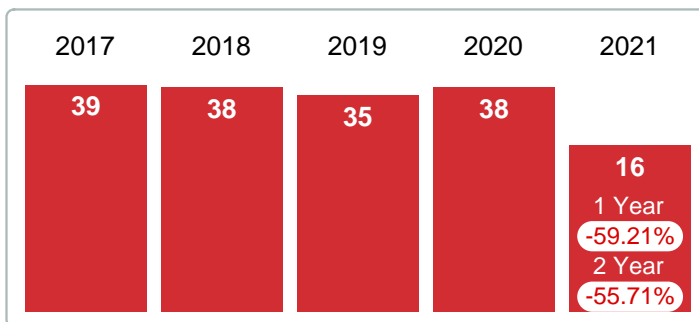
MEDIAN DAYS ON MARKET TO SALE

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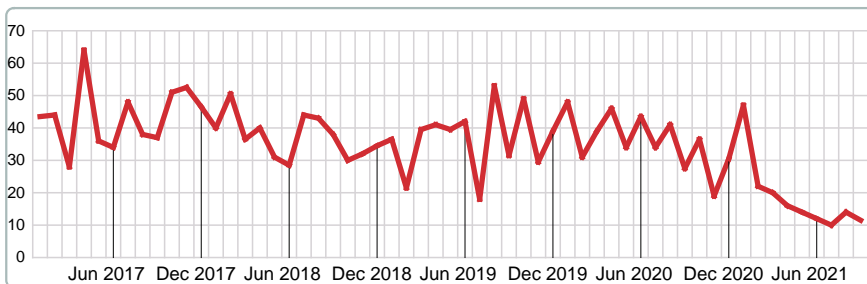
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

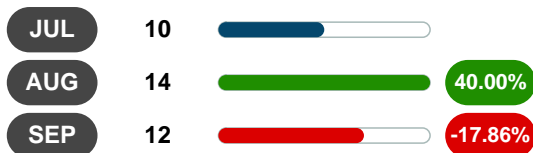


3 MONTHS

5 year SEP AVG = 29

High Apr 2017 64 Low Jul 2021 10

Median Days on Market to Sale this month at 12 below the 5 yr SEP average of 29



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%	113	0	0	0	0
\$1-\$25,000	15	17.86%	11	42	28	6	0
\$25,001-\$75,000	11	13.10%	17	16	31	146	0
\$75,001-\$175,000	25	29.76%	13	9	18	44	308
\$175,001-\$225,000	12	14.29%	8	0	8	0	7
\$225,001-\$325,000	11	13.10%	12	32	6	8	208
\$325,001 and up	10	11.90%	12	172	16	16	7
Median Closed DOM	12		11.5	14	9	16	8
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

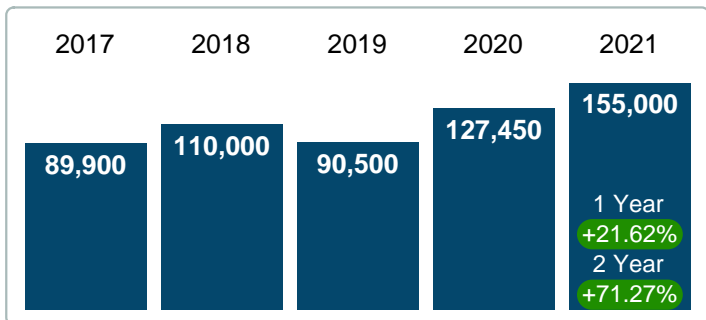
Area Delimited by County Of Cherokee



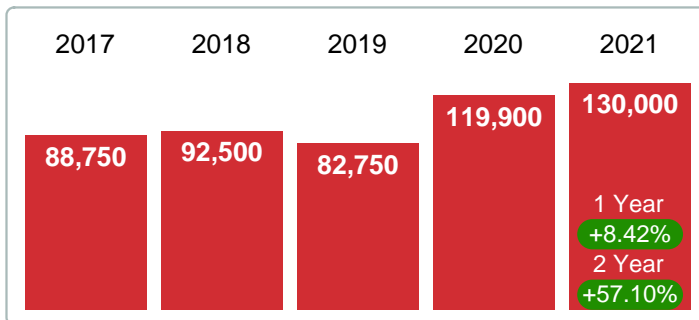
MEDIAN LIST PRICE AT CLOSING

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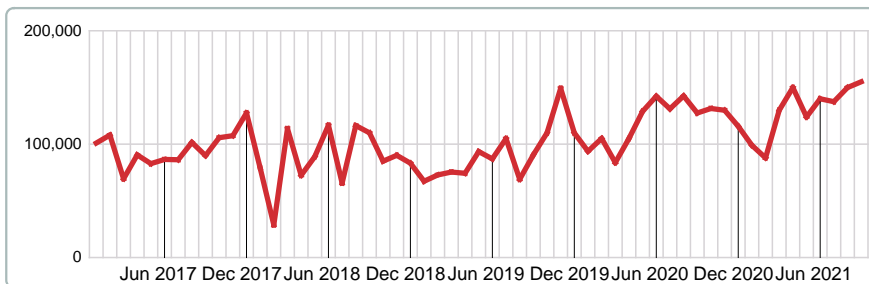
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

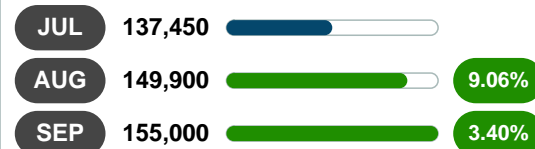


3 MONTHS

5 year SEP AVG = 114,570

High Sep 2021 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at **155,000**
above the 5 yr SEP average of **114,570**



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%	12	0	0	0	0
\$1-\$25,000	15	17.86%	15,000	17,450	925	1,250	0
\$25,001-\$75,000	12	14.29%	63,900	57,000	67,450	69,500	0
\$75,001-\$175,000	23	27.38%	140,000	110,000	149,250	159,900	174,900
\$175,001-\$225,000	14	16.67%	189,950	179,900	190,000	0	0
\$225,001-\$325,000	9	10.71%	250,000	255,000	265,000	229,900	230,000
\$325,001 and up	11	13.10%	489,000	449,000	533,000	459,900	590,000
Median List Price			155,000	68,950	182,100	229,900	335,000
Total Closed Units		100%	155,000	36	36	7	5
Total Closed Volume			14,998,633	3.76M	6.83M	2.15M	2.27M



September 2021

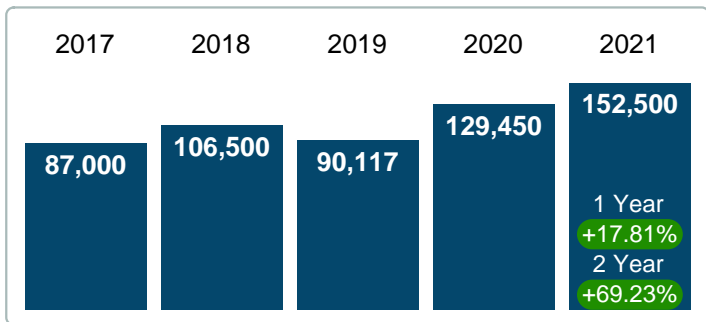
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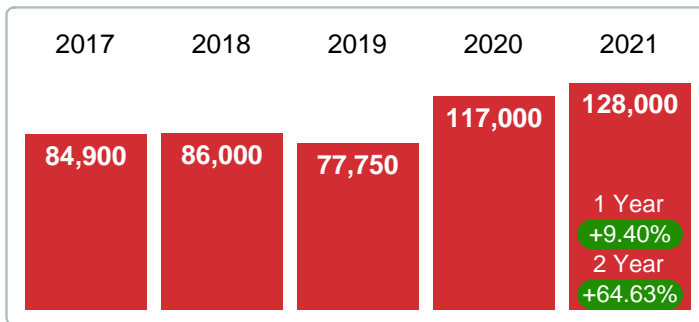
MEDIAN SOLD PRICE AT CLOSING

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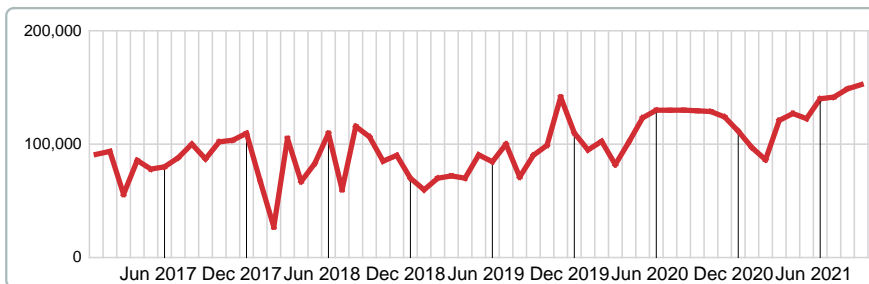
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

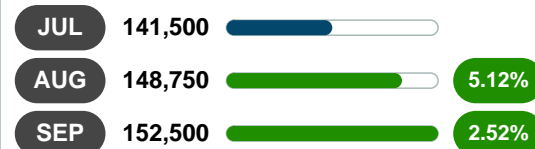


3 MONTHS

5 year SEP AVG = 113,113

High Sep 2021 152,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at **152,500** above the 5 yr SEP average of **113,113**



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%	489,000	0	0	0	0
\$1-\$25,000	15	17.86%	10,000	14,000	925	1,250	0
\$25,001-\$75,000	11	13.10%	50,000	45,000	53,000	58,900	0
\$75,001-\$175,000	25	29.76%	140,000	112,000	145,000	155,000	169,000
\$175,001-\$225,000	12	14.29%	195,950	0	190,000	0	215,000
\$225,001-\$325,000	11	13.10%	241,650	239,000	241,650	234,900	250,000
\$325,001 and up	10	11.90%	537,500	385,000	522,500	505,000	750,000
Median Sold Price			152,500	70,000	183,500	234,900	250,000
Total Closed Units		100%	84	36	36	7	5
Total Closed Volume			14,621,155	3.62M	6.76M	2.11M	2.13M

September 2021



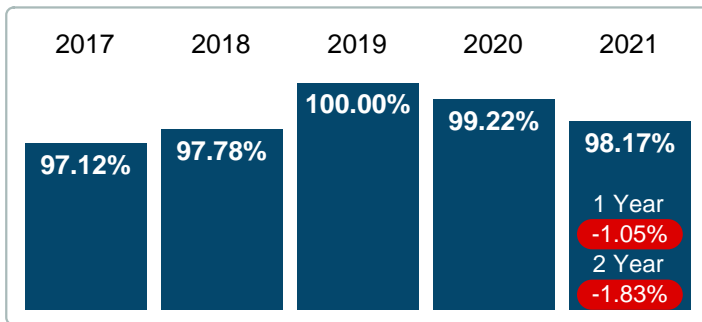
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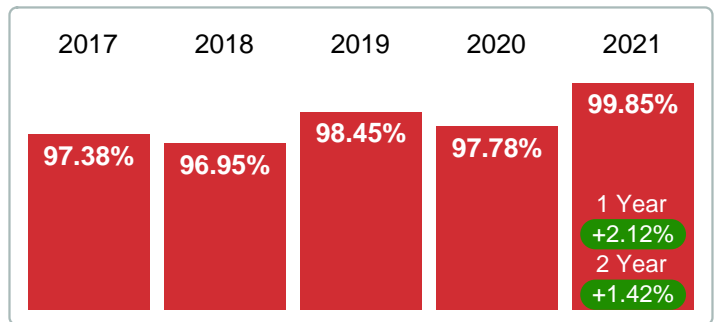
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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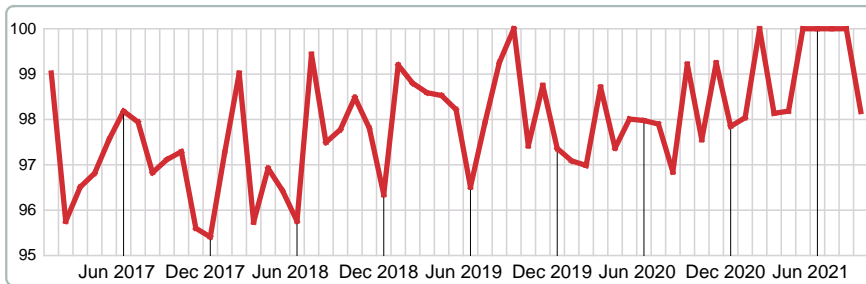
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

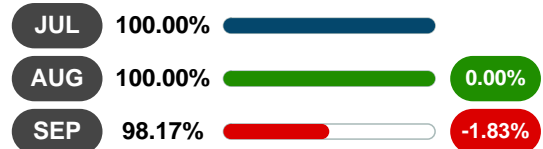


3 MONTHS

5 year SEP AVG = 98.46%

High Aug 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **98.17%**
equal to 5 yr SEP average of **98.46%**



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%	57.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	15	17.86%	94.97%	90.82%	100.00%	100.00%	0.00%
\$25,001-\$75,000	11	13.10%	93.10%	96.55%	80.08%	84.75%	0.00%
\$75,001-\$175,000	25	29.76%	100.00%	100.00%	100.08%	96.94%	96.63%
\$175,001-\$225,000	12	14.29%	100.00%	0.00%	100.00%	0.00%	93.48%
\$225,001-\$325,000	11	13.10%	100.00%	93.85%	100.00%	102.17%	74.63%
\$325,001 and up	10	11.90%	97.08%	94.88%	97.96%	96.62%	98.51%
Median Sold/List Ratio		98.17%		96.16%	100.00%	96.94%	96.63%
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

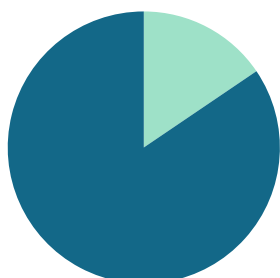
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

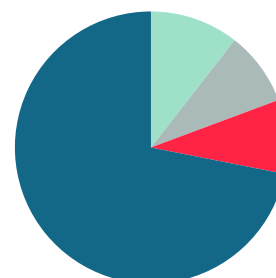


Inventory
 New Listings
122 = 15.52%
 Start Inventory
664
 Total Inventory Units
786
 Volume
\$138,564,148

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%
Median List Price	127,450	155,000	21.62%	119,900	130,000	8.42%
Median Sale Price	129,450	152,500	17.81%	117,000	128,000	9.40%
Median Percent of Selling Price to List Price	99.22%	98.17%	-1.05%	97.78%	99.85%	2.12%
Median Days on Market to Sale	27.50	11.50	-58.18%	38.00	15.50	-59.21%
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

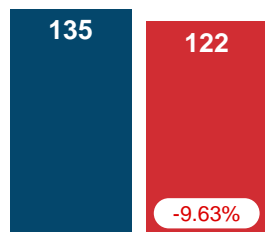
Inventory on September 30, 2021 = **573**

2020 **2021**

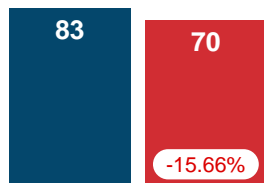
SEPTEMBER MARKET

MEDIAN PRICES

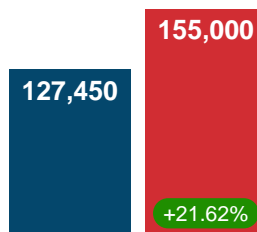
New Listings



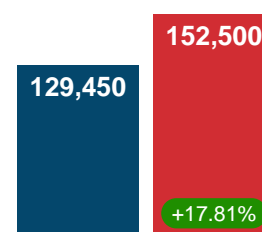
Pending Listings



List Price



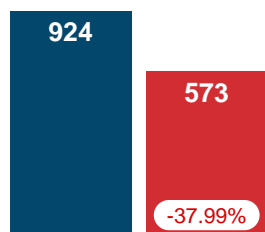
Sale Price



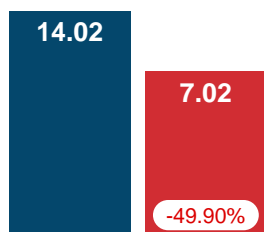
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

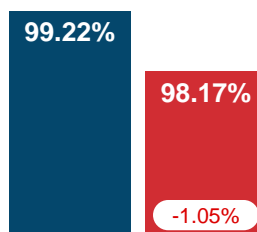
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

