

April 2022



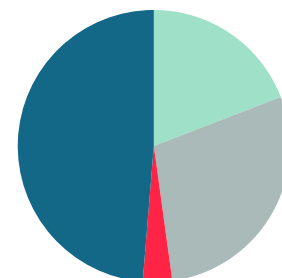
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	45	44	-2.22%
Pending Listings	67	66	-1.49%
New Listings	82	78	-4.88%
Median List Price	167,800	150,000	-10.61%
Median Sale Price	160,000	156,000	-2.50%
Median Percent of Selling Price to List Price	98.41%	100.00%	1.62%
Median Days on Market to Sale	10.00	10.50	5.00%
End of Month Inventory	186	112	-39.78%
Months Supply of Inventory	3.51	2.33	-33.73%



■ Closed (19.13%)
■ Pending (28.70%)
■ Other OffMarket (3.48%)
■ Active (48.70%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of April 30, 2022 = **112**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **39.78%** to 112 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **2.33** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.50%** in April 2022 to \$156,000 versus the previous year at \$160,000.

Median Days on Market Lengthens

The median number of **10.50** days that homes spent on the market before selling increased by 0.50 days or **5.00%** in April 2022 compared to last year's same month at **10.00** DOM.

Sales Success for April 2022 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 78 New Listings in April 2022, down **4.88%** from last year at 82. Furthermore, there were 44 Closed Listings this month versus last year at 45, a **-2.22%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, up from previous year's, April 2021, at **54.9%**, a **2.79%** 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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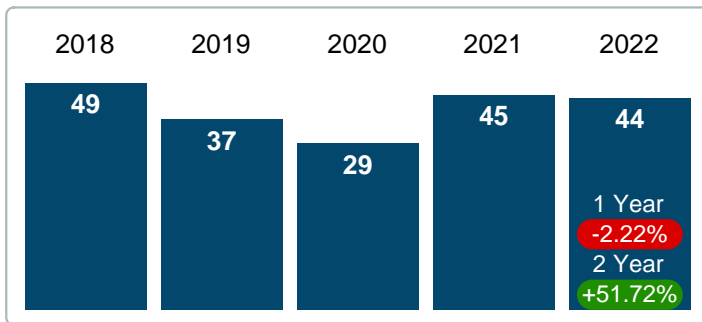
Area Delimited by County Of Cherokee - Residential Property Type



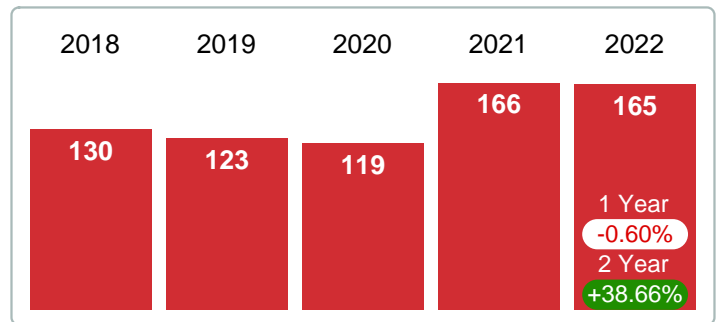
CLOSED LISTINGS

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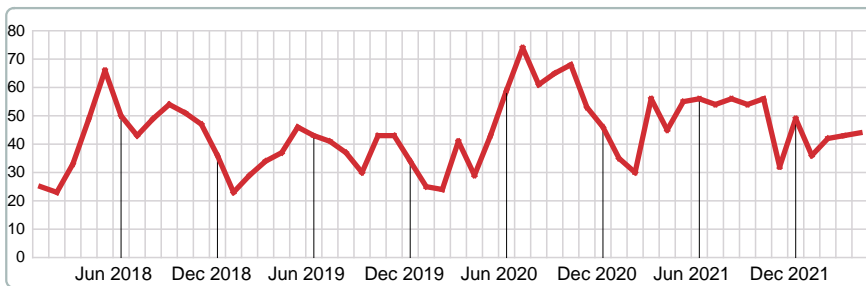
APRIL



YEAR TO DATE (YTD)

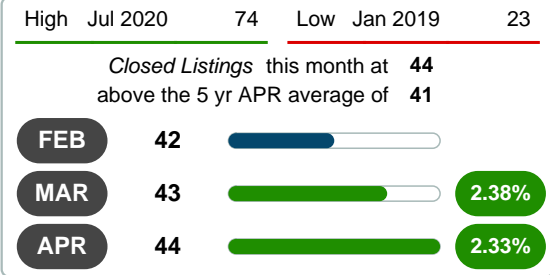


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.55%	39.5	0	2	0	0
\$75,001 - \$100,000	4	9.09%	27.5	1	3	0	0
\$100,001 - \$125,000	4	9.09%	47.5	2	1	1	0
\$125,001 - \$175,000	14	31.82%	8.5	4	9	1	0
\$175,001 - \$225,000	8	18.18%	6.0	0	7	0	1
\$225,001 - \$275,000	7	15.91%	7.0	0	4	3	0
\$275,001 and up	5	11.36%	17.0	0	4	0	1
Total Closed Units	44			7	30	5	2
Total Closed Volume	11,070,699	100%	10.5	896.40K	6.21M	975.50K	2.99M
Median Closed Price	\$156,000			\$125,900	\$171,000	\$231,000	\$1,496,250

April 2022



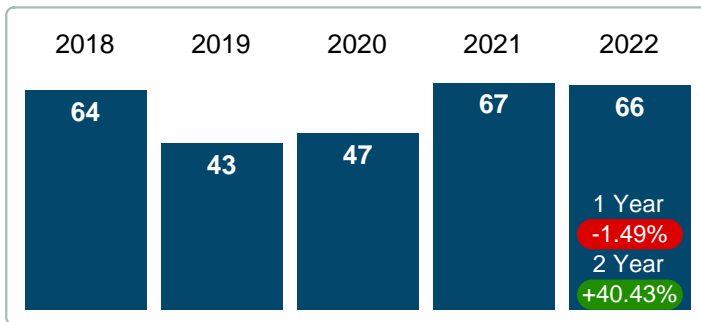
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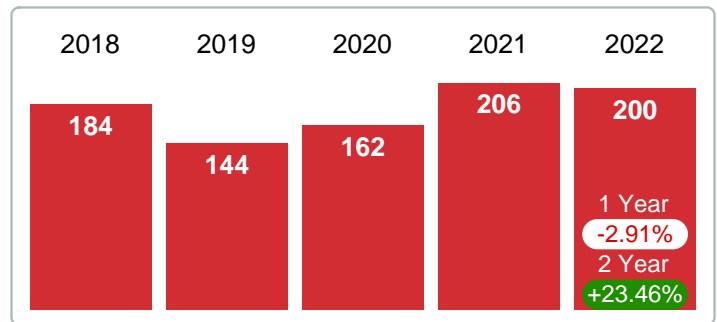
PENDING LISTINGS

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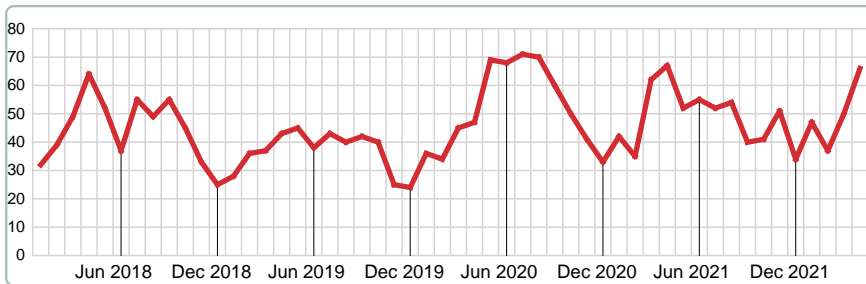
APRIL



YEAR TO DATE (YTD)

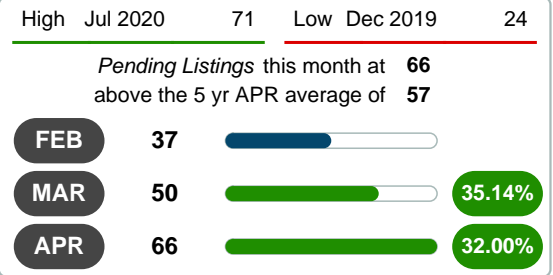


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.09%	13.0	4	2	0	0
\$75,001 - \$125,000	6	9.09%	4.0	3	3	0	0
\$125,001 - \$175,000	13	19.70%	8.0	2	11	0	0
\$175,001 - \$225,000	12	18.18%	5.5	1	9	1	1
\$225,001 - \$300,000	14	21.21%	20.5	0	9	5	0
\$300,001 - \$475,000	7	10.61%	10.0	0	4	2	1
\$475,001 and up	8	12.12%	11.5	0	4	1	3
Total Pending Units	66			10	42	9	5
Total Pending Volume	16,397,500	100%	9.0	1.04M	9.77M	2.95M	2.64M
Median Listing Price	\$219,900			\$95,500	\$219,900	\$291,000	\$599,000

April 2022



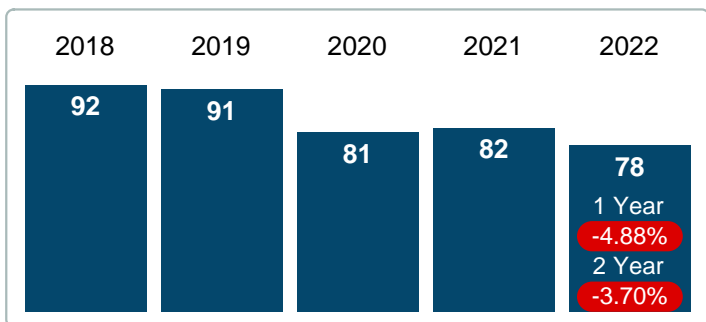
Area Delimited by County Of Cherokee - Residential Property Type



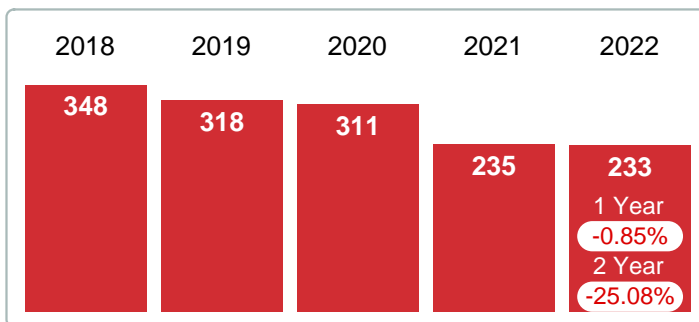
NEW LISTINGS

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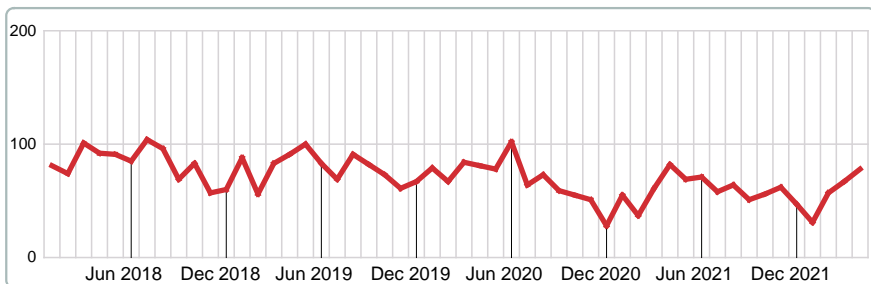
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

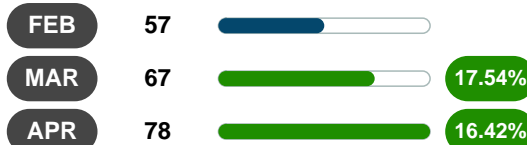


3 MONTHS

5 year APR AVG = 85

High Jul 2018 104 Low Dec 2020 28

New Listings this month at **78**
 below the 5 yr APR average of **85**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$75,000 and less	5	6.41%	4	1	0	0
\$75,001 - \$100,000	7	8.97%	2	4	0	1
\$100,001 - \$150,000	13	16.67%	6	6	0	1
\$150,001 - \$250,000	22	28.21%	4	15	2	1
\$250,001 - \$300,000	12	15.38%	0	7	5	0
\$300,001 - \$525,000	12	15.38%	0	7	5	0
\$525,001 and up	7	8.97%	1	1	3	2
Total New Listed Units	78		17	41	15	5
Total New Listed Volume	20,587,500	100%	2.50M	10.38M	5.86M	1.86M
Median New Listed Listing Price	\$219,900		\$109,000	\$219,900	\$315,000	\$219,900

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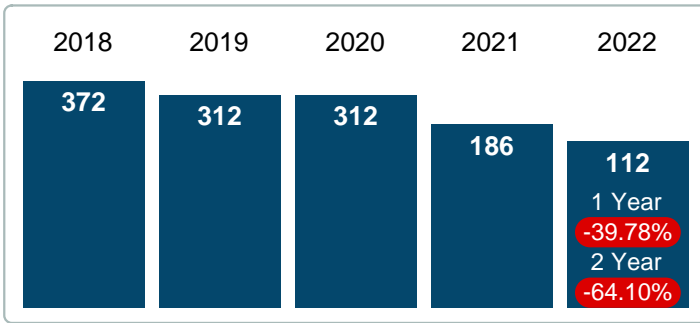
Area Delimited by County Of Cherokee - Residential Property Type



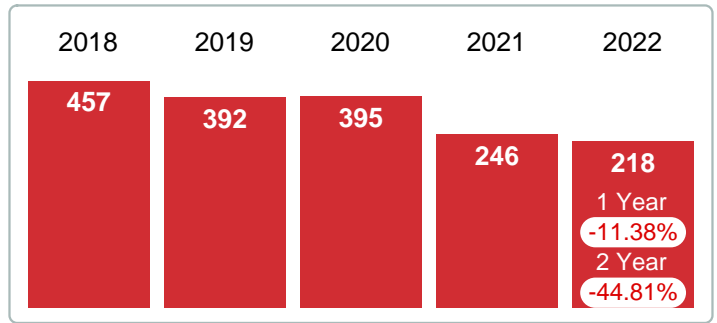
ACTIVE INVENTORY

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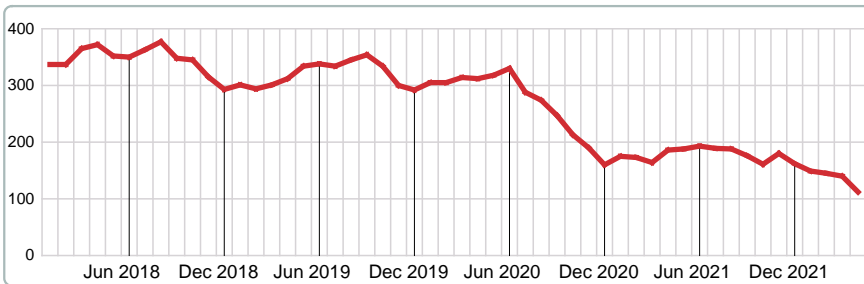
END OF APRIL



ACTIVE DURING APRIL

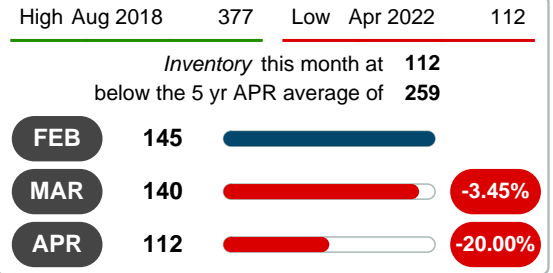


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 259



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	8.04%	19.0	3	6	0	0
\$100,001 - \$150,000	17	15.18%	35.0	10	4	2	1
\$150,001 - \$200,000	14	12.50%	38.5	5	6	3	0
\$200,001 - \$275,000	23	20.54%	45.0	2	16	5	0
\$275,001 - \$475,000	21	18.75%	38.0	2	9	8	2
\$475,001 - \$750,000	19	16.96%	78.0	2	5	9	3
\$750,001 and up	9	8.04%	138.0	1	4	3	1
Total Active Inventory by Units	112			25	50	30	7
Total Active Inventory by Volume	43,195,734	100%	44.5	6.65M	19.70M	13.20M	3.65M
Median Active Inventory Listing Price	\$264,500			\$150,000	\$254,950	\$392,000	\$575,000

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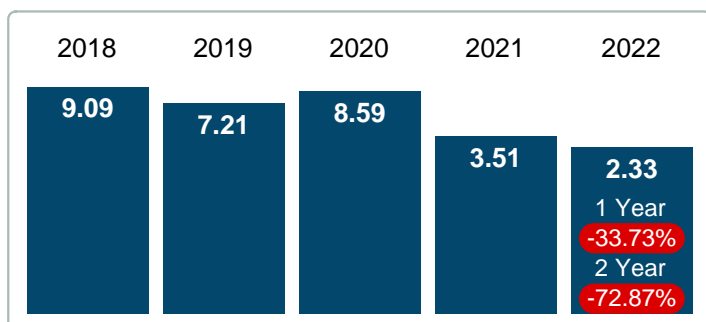
Area Delimited by County Of Cherokee - Residential Property Type



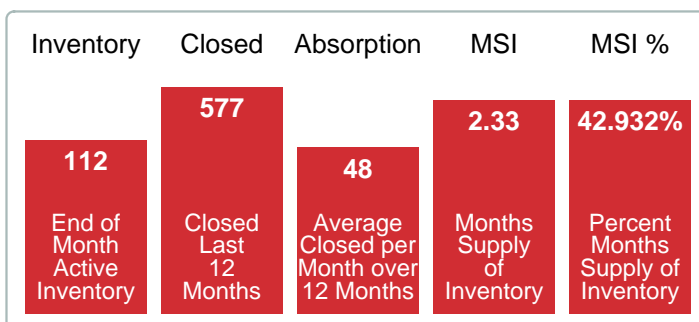
MONTHS SUPPLY of INVENTORY (MSI)

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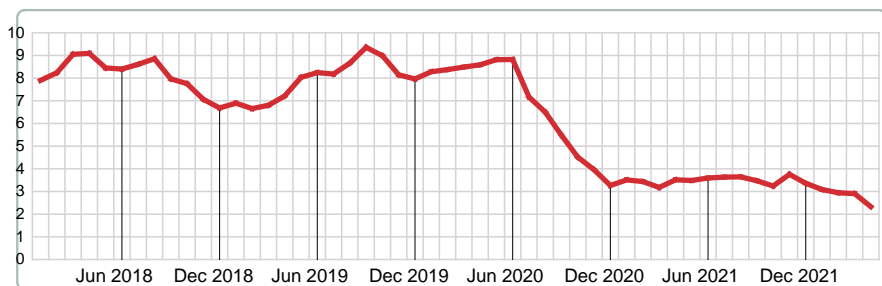
MSI FOR APRIL



INDICATORS FOR APRIL 2022

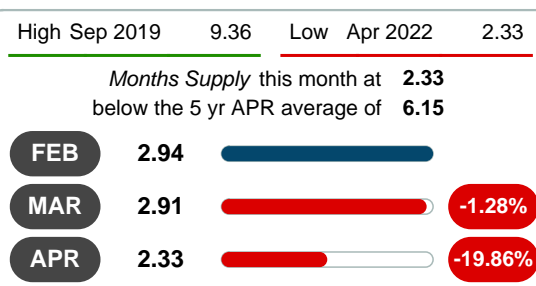


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.15



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
\$100,000 and less	9	8.04%	1.14	0.73	1.71	0.00	0.00
\$100,001 - \$150,000	17	15.18%	1.50	3.64	0.59	1.41	3.00
\$150,001 - \$200,000	14	12.50%	1.33	5.00	0.77	2.12	0.00
\$200,001 - \$275,000	23	20.54%	2.38	8.00	2.40	2.14	0.00
\$275,001 - \$475,000	21	18.75%	3.19	4.00	2.92	3.43	3.00
\$475,001 - \$750,000	19	16.96%	13.41	0.00	10.00	13.50	12.00
\$750,001 and up	9	8.04%	13.50	0.00	12.00	18.00	6.00
Market Supply of Inventory (MSI)			2.33	2.91	1.74	3.46	3.36
Total Active Inventory by Units		100%	2.33	25	50	30	7

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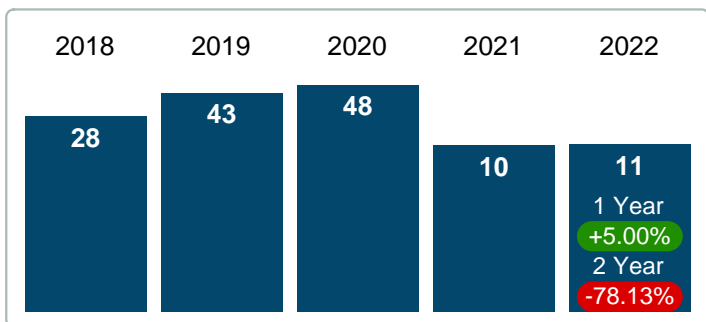
Area Delimited by County Of Cherokee - Residential Property Type



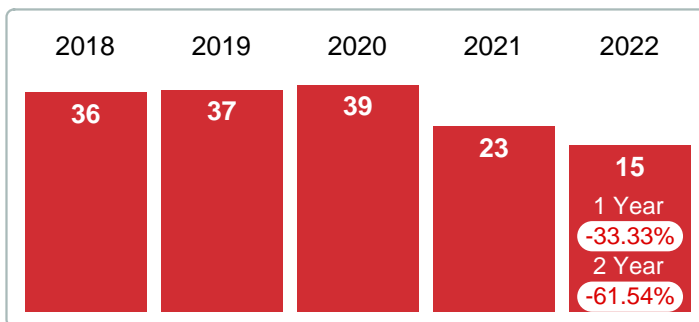
MEDIAN DAYS ON MARKET TO SALE

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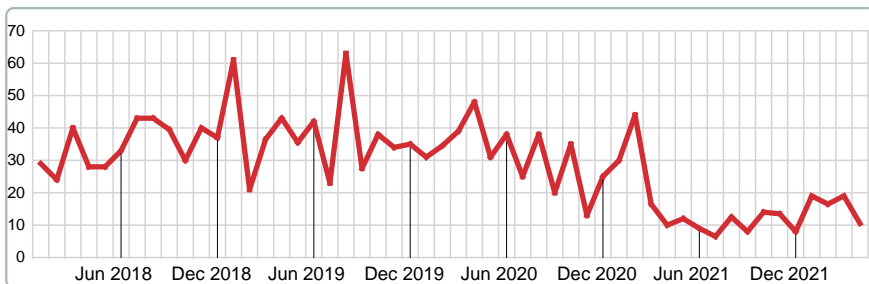
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

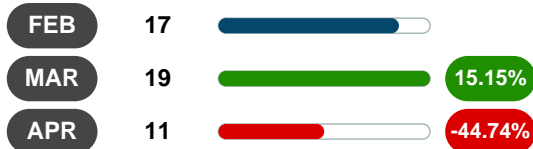


3 MONTHS

5 year APR AVG = 28

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 11 below the 5 yr APR average of 28



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
\$75,000 and less	4.55%	40	0	40	0	0
\$75,001 - \$100,000	9.09%	28	43	12	0	0
\$100,001 - \$125,000	9.09%	48	48	5	101	0
\$125,001 - \$175,000	31.82%	9	6	10	72	0
\$175,001 - \$225,000	18.18%	6	0	2	0	71
\$225,001 - \$275,000	15.91%	7	0	9	7	0
\$275,001 and up	11.36%	17	0	9	0	26
Median Closed DOM		11	16	9	18	49
Total Closed Units	100%	44	7	30	5	2
Total Closed Volume		11,070,699	896.40K	6.21M	975.50K	2.99M

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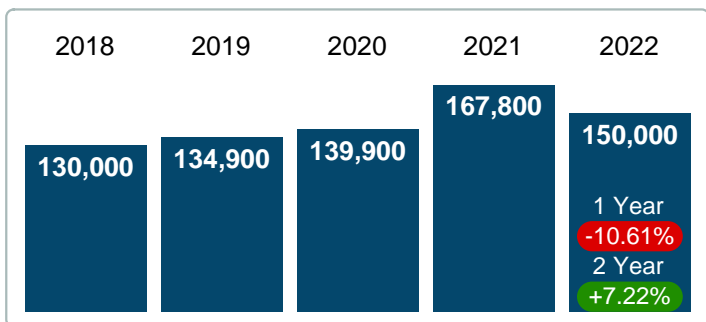
Area Delimited by County Of Cherokee - Residential Property Type



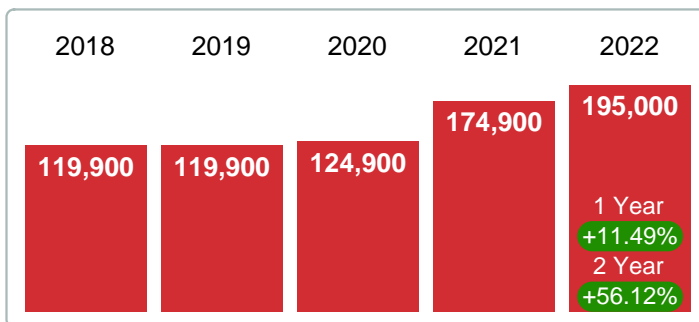
MEDIAN LIST PRICE AT CLOSING

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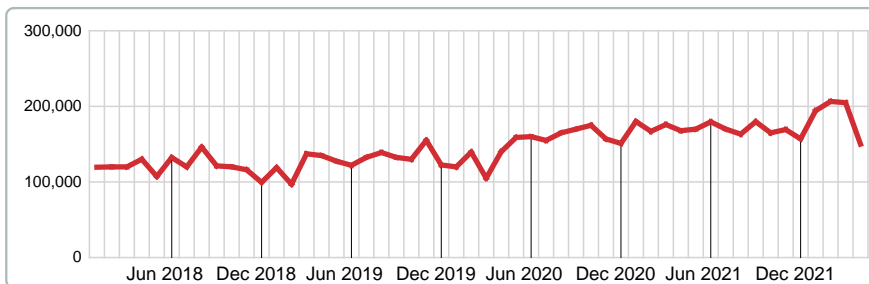
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

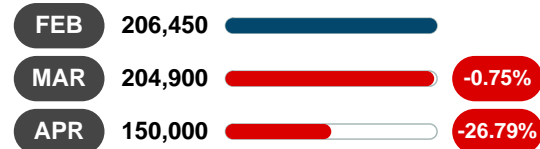


3 MONTHS

5 year APR AVG = 144,520

High Feb 2022 206,450 Low Feb 2019 97,000

Median List Price at Closing this month at 150,000 above the 5 yr APR average of 144,520



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
\$90,000 and less	6.82%	79,900	0	79,900	0	0
\$90,001 - \$120,000	6.82%	99,900	99,900	100,000	0	0
\$120,001 - \$140,000	20.45%	129,900	129,900	134,900	0	0
\$140,001 - \$190,000	25.00%	149,900	155,000	149,900	149,000	184,900
\$190,001 - \$230,000	18.18%	217,400	0	214,900	226,900	0
\$230,001 - \$280,000	9.09%	256,100	0	254,700	257,500	0
\$280,001 and up	13.64%	374,950	0	354,900	350,000	2,490,000
Median List Price		150,000	129,900	167,500	226,900	1,337,450
Total Closed Units	100%	150,000	7	30	5	2
Total Closed Volume		10,819,500	910.60K	6.10M	1.13M	2.67M

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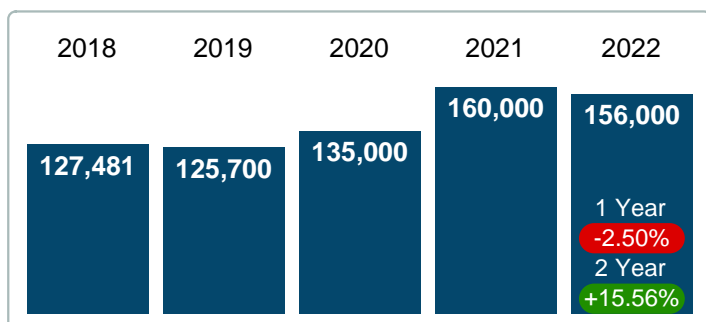
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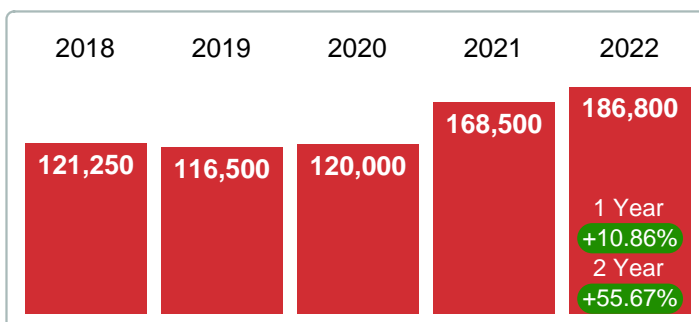
MEDIAN SOLD PRICE AT CLOSING

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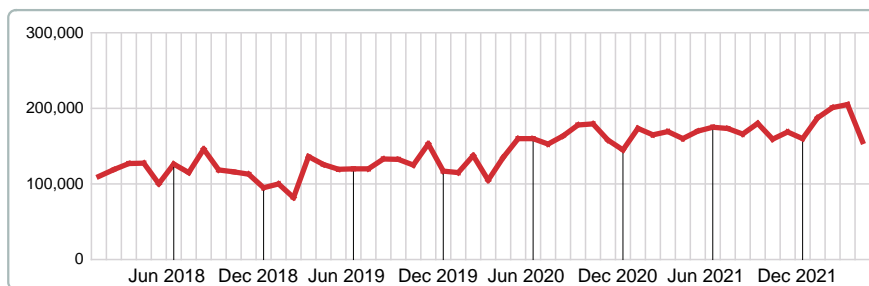
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

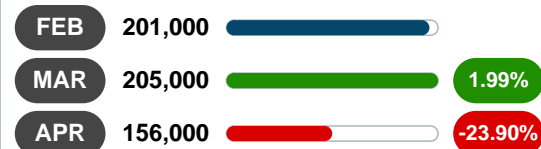


3 MONTHS

5 year APR AVG = 140,836

High Mar 2022 205,000 Low Feb 2019 82,000

Median Sold Price at Closing this month at 156,000 above the 5 yr APR average of 140,836



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
\$75,000 and less	2	4.55%	49,000	0	49,000	0	0
\$75,001 - \$100,000	4	9.09%	88,500	85,000	92,000	0	0
\$100,001 - \$125,000	4	9.09%	116,000	116,750	120,000	110,000	0
\$125,001 - \$175,000	14	31.82%	146,000	141,000	147,000	142,000	0
\$175,001 - \$225,000	8	18.18%	200,450	0	202,000	0	177,500
\$225,001 - \$275,000	7	15.91%	251,500	0	253,250	235,000	0
\$275,001 and up	5	11.36%	399,900	0	354,900	0	02,815,000
Median Sold Price			156,000	125,900	171,000	231,000	1,496,250
Total Closed Units		100%	156,000	7	30	5	2
Total Closed Volume			11,070,699	896.40K	6.21M	975.50K	2.99M

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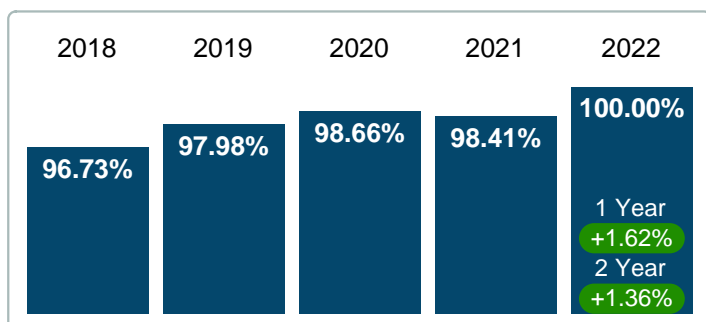
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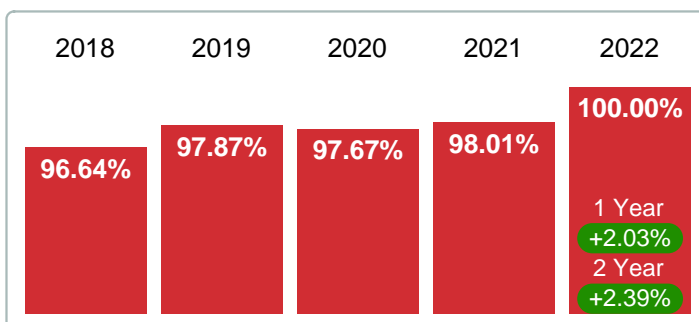
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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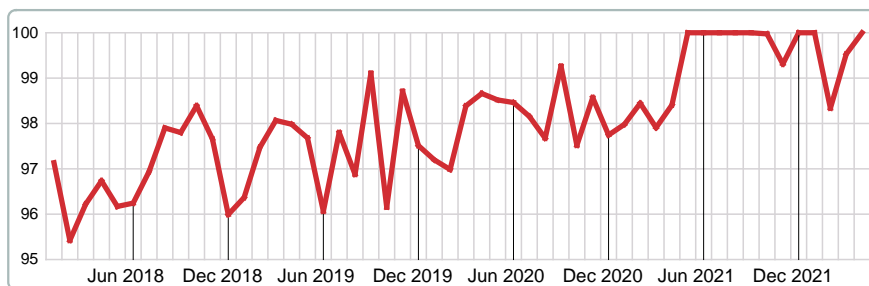
APRIL



YEAR TO DATE (YTD)

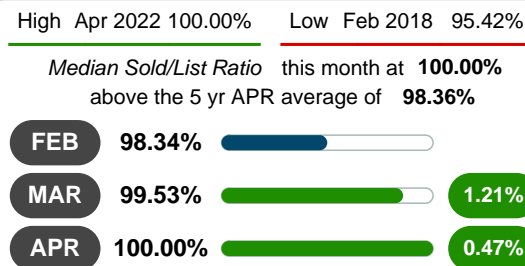


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 98.36%



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
\$75,000 and less	2	4.55%	72.41%	0.00%	72.41%	0.00%	0.00%
\$75,001 - \$100,000	4	9.09%	86.59%	85.09%	87.62%	0.00%	0.00%
\$100,001 - \$125,000	4	9.09%	86.36%	86.80%	92.66%	73.33%	0.00%
\$125,001 - \$175,000	14	31.82%	100.00%	100.40%	100.00%	95.95%	0.00%
\$175,001 - \$225,000	8	18.18%	98.89%	0.00%	100.00%	0.00%	96.00%
\$225,001 - \$275,000	7	15.91%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 and up	5	11.36%	100.00%	0.00%	100.00%	0.00%	113.05%
Median Sold/List Ratio		100.00%		96.21%	100.00%	95.95%	104.53%
Total Closed Units		44	100%	7	30	5	2
Total Closed Volume		11,070,699		896.40K	6.21M	975.50K	2.99M

April 2022



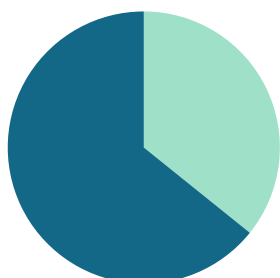
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on May 11, 2022 for MLS Technology Inc.

INVENTORY

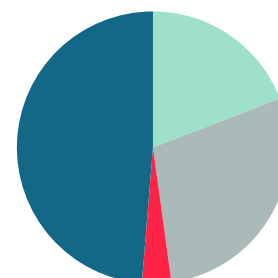


Inventory
 New Listings
78 = 35.78%
 Start Inventory
140
 Total Inventory Units
218
 Volume
\$70,636,334

Market Activity

Closed Sales
44 = 19.13%
 Pending Sales
66 = 28.70%
 Other Off Market
8 = 3.48%
 Active Inventory
112 = 48.70%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	45	44	-2.22%	166	165	-0.60%
Pending Sales	67	66	-1.49%	206	200	-2.91%
New Listings	82	78	-4.88%	235	233	-0.85%
Median List Price	167,800	150,000	-10.61%	174,900	195,000	11.49%
Median Sale Price	160,000	156,000	-2.50%	168,500	186,800	10.86%
Median Percent of Selling Price to List Price	98.41%	100.00%	1.62%	98.01%	100.00%	2.03%
Median Days on Market to Sale	10.00	10.50	5.00%	22.50	15.00	-33.33%
Monthly Inventory	186	112	-39.78%	186	112	-39.78%
Months Supply of Inventory	3.51	2.33	-33.73%	3.51	2.33	-33.73%

Absorption: Last 12 months, an Average of **48** Sales/Month

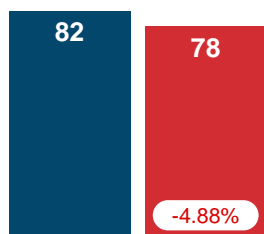
Inventory on April 30, 2022 = **112**

2021 **2022**

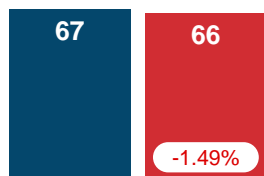
APRIL MARKET

MEDIAN PRICES

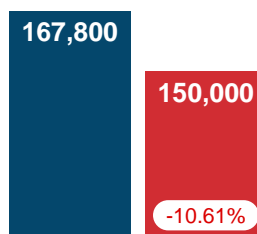
New Listings



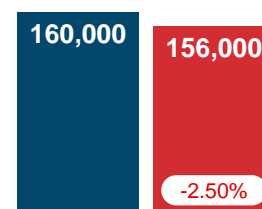
Pending Listings



List Price



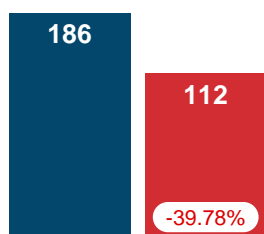
Sale Price



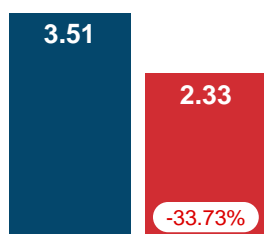
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

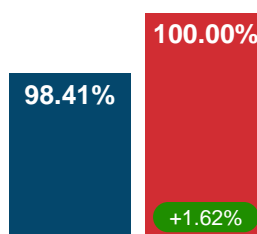
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

