

February 2022



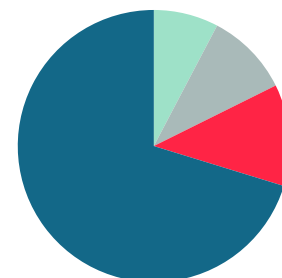
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	59	58	-1.69%
Pending Listings	46	75	63.04%
New Listings	104	174	67.31%
Average List Price	134,647	222,658	65.36%
Average Sale Price	130,980	207,840	58.68%
Average Percent of Selling Price to List Price	97.00%	94.89%	-2.17%
Average Days on Market to Sale	52.95	45.60	-13.87%
End of Month Inventory	732	529	-27.73%
Months Supply of Inventory	9.48	6.86	-27.65%



■ Closed (7.70%)
■ Pending (9.96%)
■ Other OffMarket (12.08%)
■ Active (70.25%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of February 28, 2022 = **529**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **27.73%** to 529 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **6.86** 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 **58.68%** in February 2022 to \$207,840 versus the previous year at \$130,980.

Average Days on Market Shortens

The average number of **45.60** days that homes spent on the market before selling decreased by 7.35 days or **13.87%** in February 2022 compared to last year's same month at **52.95** DOM.

Sales Success for February 2022 is Positive

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

There were 174 New Listings in February 2022, up **67.31%** from last year at 104. Furthermore, there were 58 Closed Listings this month versus last year at 59, a **-1.69%** decrease.

Closed versus Listed trends yielded a **33.3%** ratio, down from previous year's, February 2021, at **56.7%**, a **41.24%** 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

February 2022

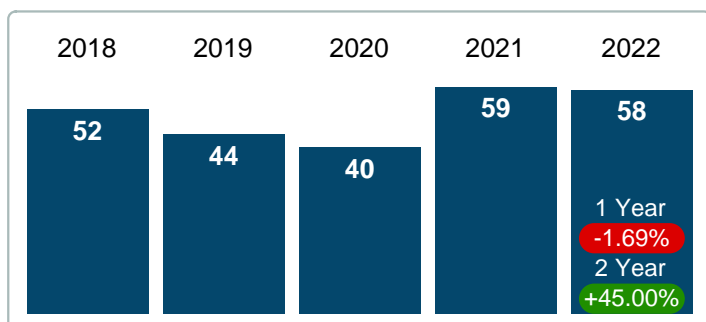
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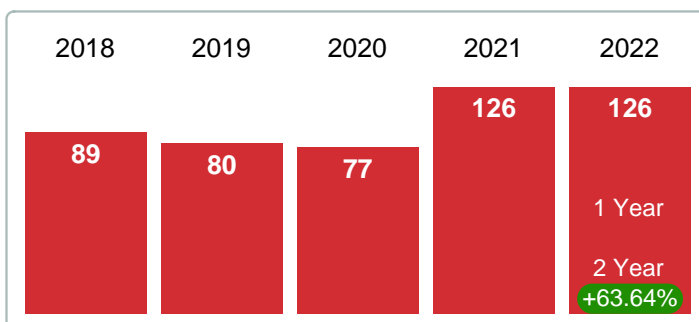
CLOSED LISTINGS

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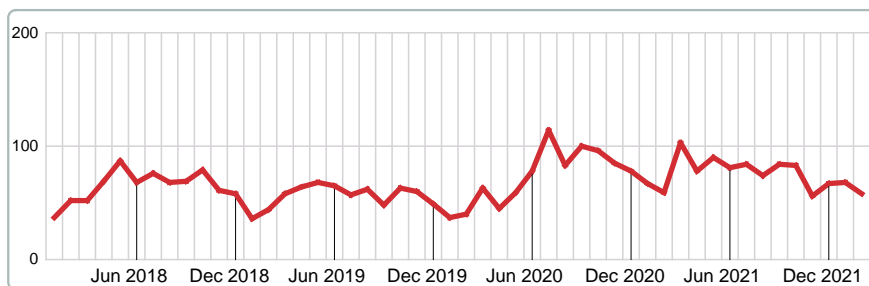
FEBRUARY



YEAR TO DATE (YTD)

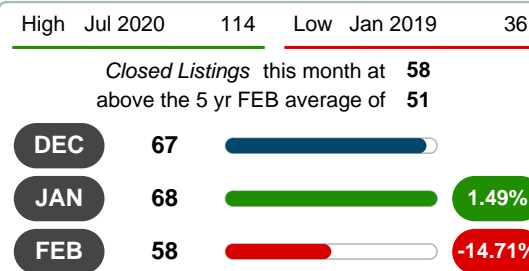


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	6.90%	22.5	4	0	0	0
\$25,001 - \$75,000	9	15.52%	71.4	6	3	0	0
\$75,001 - \$125,000	8	13.79%	14.5	3	5	0	0
\$125,001 - \$200,000	13	22.41%	37.8	3	8	1	1
\$200,001 - \$275,000	10	17.24%	40.6	1	6	2	1
\$275,001 - \$400,000	8	13.79%	50.4	1	2	4	1
\$400,001 and up	6	10.34%	82.5	2	0	3	1
Total Closed Units	58			20	24	10	4
Total Closed Volume	12,054,725	100%	45.6	3.50M	3.87M	3.49M	1.20M
Average Closed Price	\$207,840			\$174,881	\$161,242	\$349,230	\$298,750

February 2022



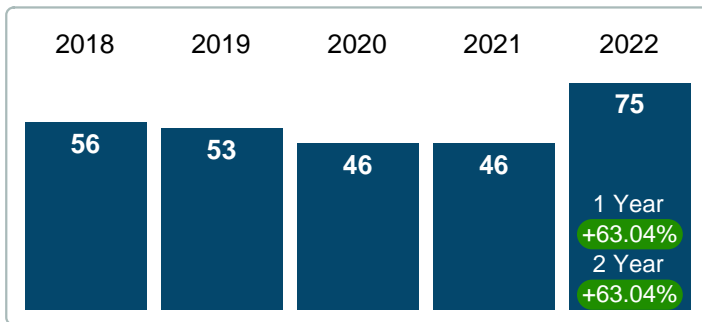
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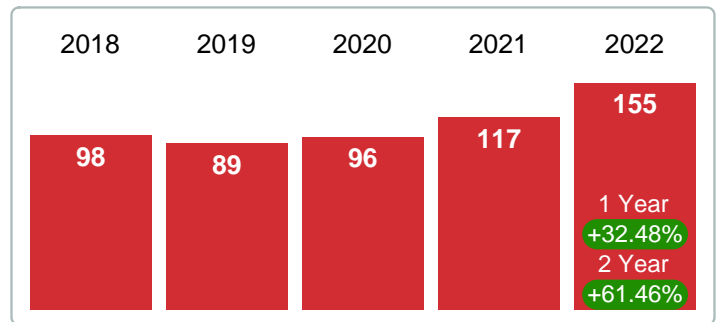
PENDING LISTINGS

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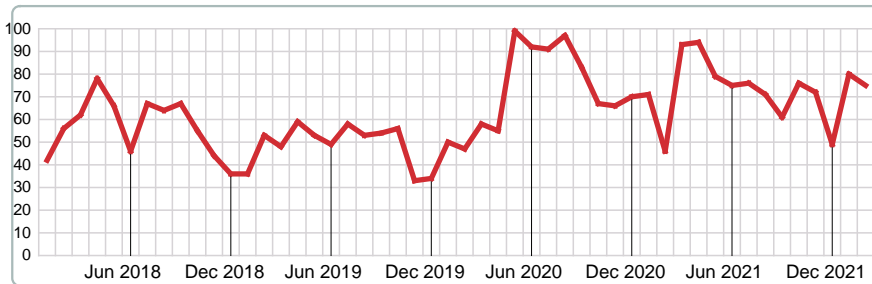
FEBRUARY



YEAR TO DATE (YTD)

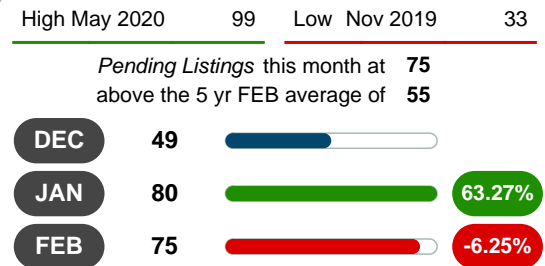


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	13	17.33%	7.9	13	0	0	0
\$25,001-\$75,000	13	17.33%	21.5	13	0	0	0
\$75,001-\$175,000	21	28.00%	68.4	8	11	2	0
\$175,001-\$225,000	11	14.67%	34.1	1	8	2	0
\$225,001-\$350,000	8	10.67%	9.3	2	3	3	0
\$350,001 and up	9	12.00%	76.3	3	3	2	1
Total Pending Units	75			40	25	9	1
Total Pending Volume	13,004,074	100%	55.6	3.87M	5.33M	3.17M	639.90K
Average Listing Price	\$271,185			\$96,756	\$213,102	\$351,822	\$639,900

February 2022



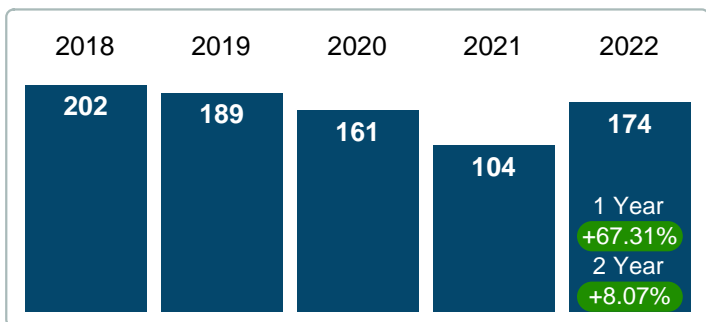
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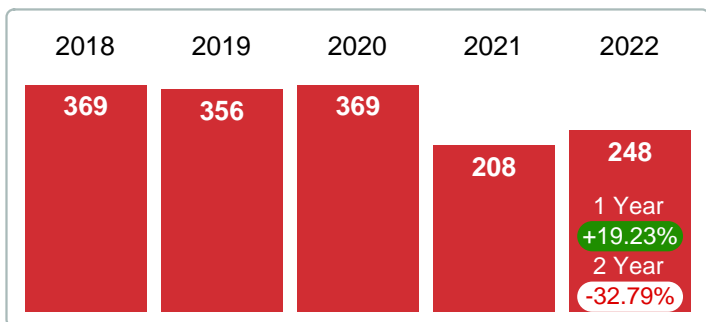
NEW LISTINGS

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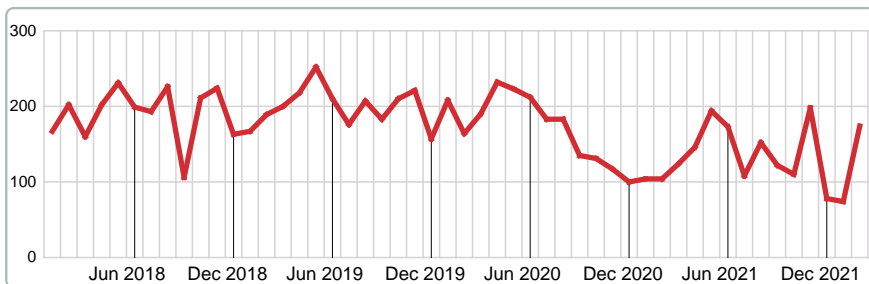
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 166

High May 2019 252 Low Jan 2022 74

New Listings this month at 174
above the 5 yr FEB average of 166



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	13	7.47%	13	0	0	0
\$10,001 - \$20,000	8	4.60%	8	0	0	0
\$20,001 - \$30,000	28	16.09%	28	0	0	0
\$30,001 - \$90,000	57	32.76%	55	2	0	0
\$90,001 - \$200,000	29	16.67%	13	13	3	0
\$200,001 - \$280,000	21	12.07%	4	13	4	0
\$280,001 and up	18	10.34%	3	6	8	1
Total New Listed Units	174		124	34	15	1
Total New Listed Volume	24,591,859	100%	7.52M	10.46M	6.17M	449.00K
Average New Listed Listing Price	\$131,231		\$60,628	\$307,537	\$411,247	\$449,000

February 2022

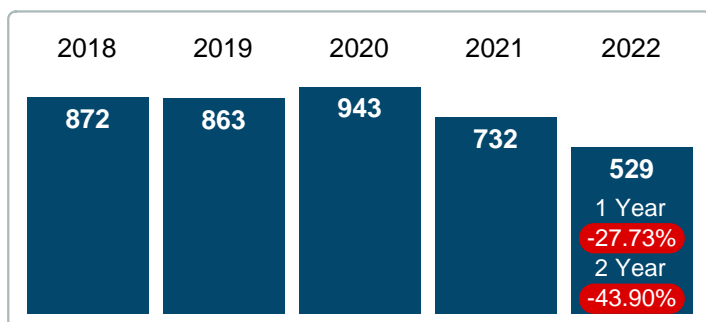
Area Delimited by County Of Cherokee



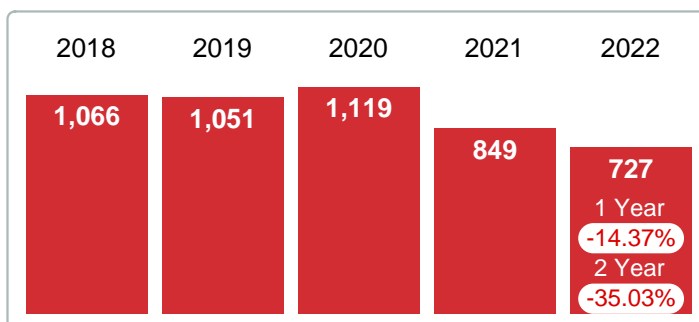
ACTIVE INVENTORY

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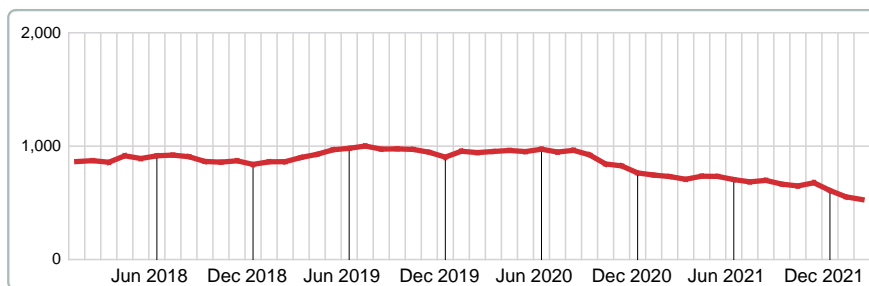
END OF FEBRUARY



ACTIVE DURING FEBRUARY

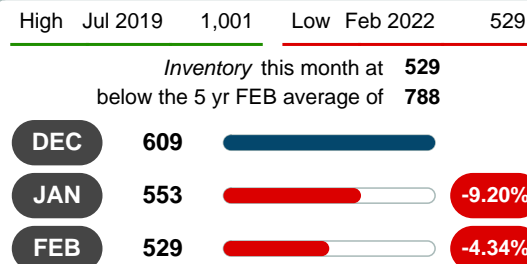


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 788



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	85	16.07%	121.6	85	0	0	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$75,000	233	44.05%	107.5	227	6	0	0
\$75,001-\$175,000	82	15.50%	130.3	65	11	6	0
\$175,001-\$375,000	77	14.56%	99.4	41	28	7	1
\$375,001 and up	52	9.83%	129.1	25	10	10	7
Total Active Inventory by Units			529	443	55	23	8
Total Active Inventory by Volume			95,224,468	60.14M	19.83M	8.84M	6.41M
Average Active Inventory Listing Price			\$180,008	\$135,752	\$360,521	\$384,470	\$801,863

February 2022



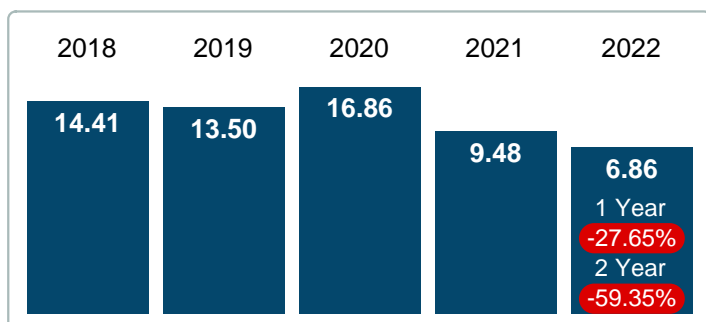
Area Delimited by County Of Cherokee



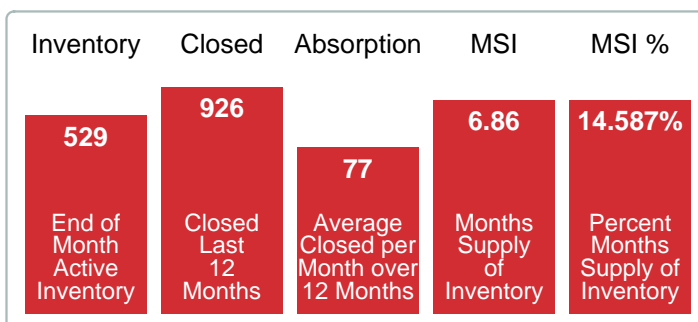
MONTHS SUPPLY of INVENTORY (MSI)

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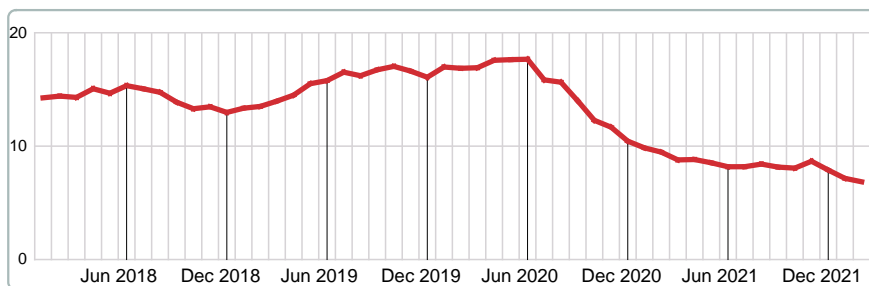
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

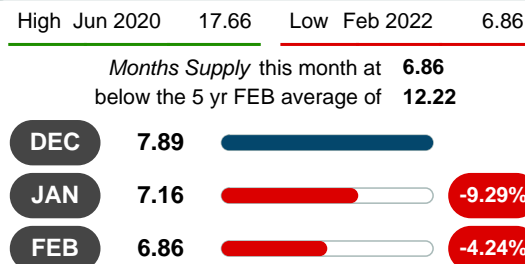


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 12.22



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
\$20,000 and less	43	8.13%	3.66	4.13	0.00	0.00	0.00
\$20,001 - \$30,000	74	13.99%	24.00	24.67	0.00	0.00	0.00
\$30,001 - \$40,000	47	8.88%	16.59	18.40	3.00	0.00	0.00
\$40,001 - \$80,000	160	30.25%	19.01	24.00	3.43	0.00	0.00
\$80,001 - \$190,000	85	16.07%	3.01	7.13	0.87	2.91	0.00
\$190,001 - \$370,000	66	12.48%	4.02	13.94	2.59	1.33	1.20
\$370,001 and up	54	10.21%	8.42	16.20	4.80	5.00	10.50
Market Supply of Inventory (MSI)			6.86	12.51	1.80	2.49	4.00
Total Active Inventory by Units		100%	6.86	443	55	23	8

February 2022

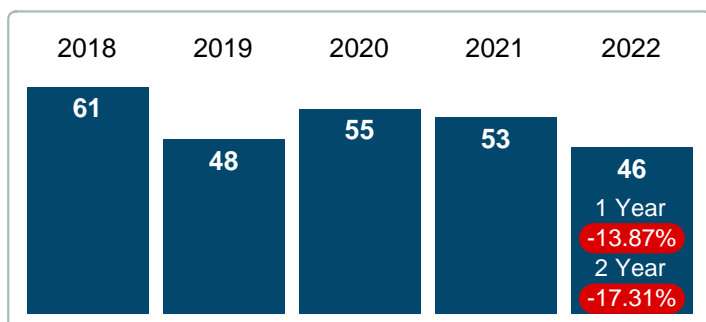
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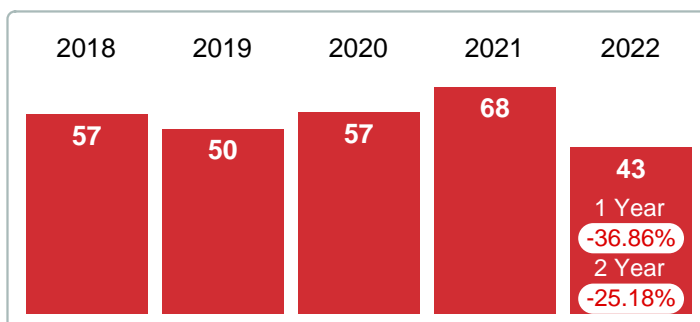
AVERAGE DAYS ON MARKET TO SALE

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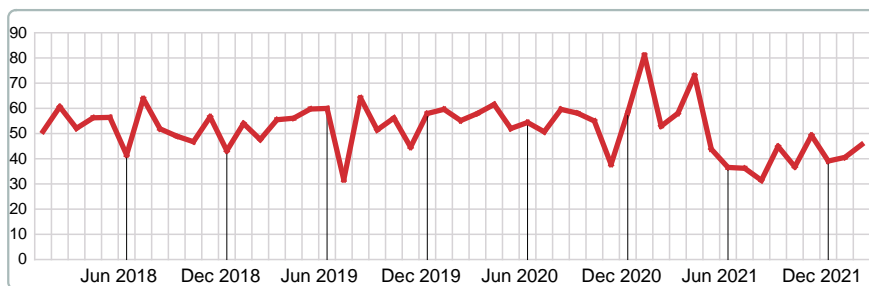
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

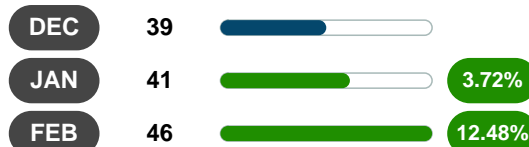


3 MONTHS

5 year FEB AVG = 52

High Jan 2021 81 Low Aug 2021 31

Average Days on Market to Sale this month at 46 below the 5 yr FEB 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
\$25,000 and less	6.90%	23	23	0	0	0
\$25,001 - \$75,000	15.52%	71	73	69	0	0
\$75,001 - \$125,000	13.79%	15	16	13	0	0
\$125,001 - \$200,000	22.41%	38	72	27	46	16
\$200,001 - \$275,000	17.24%	41	3	62	6	22
\$275,001 - \$400,000	13.79%	50	15	88	52	6
\$400,001 and up	10.34%	83	135	0	44	94
Average Closed DOM		46	54	43	40	35
Total Closed Units	100%	46	20	24	10	4
Total Closed Volume		12,054,725	3.50M	3.87M	3.49M	1.20M

February 2022



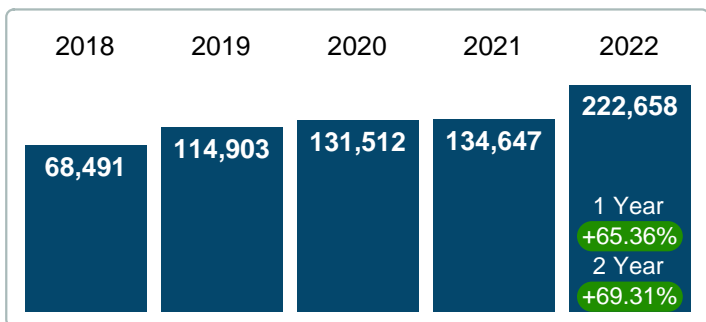
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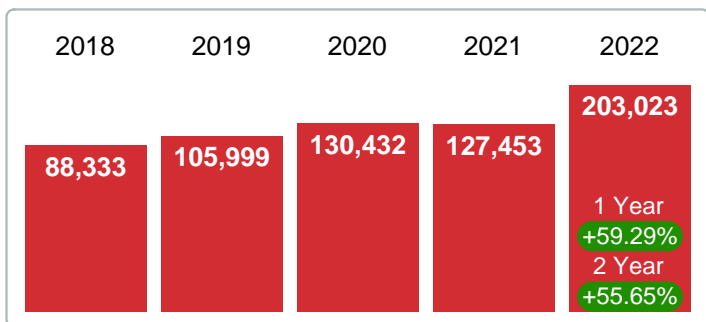
AVERAGE LIST PRICE AT CLOSING

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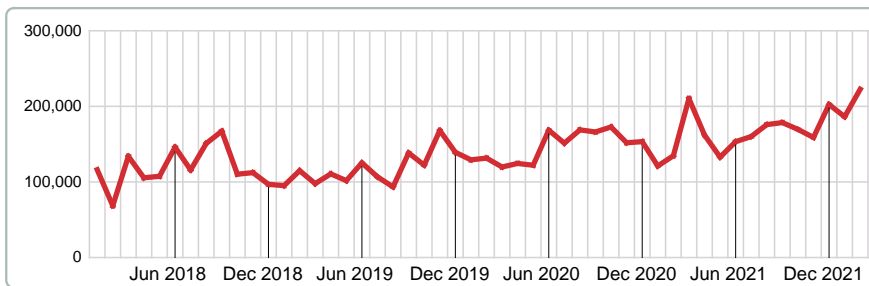
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

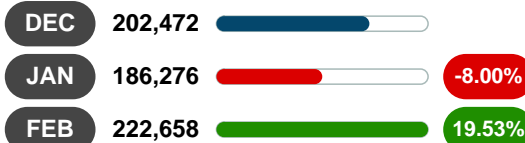


3 MONTHS

5 year FEB AVG = 134,442

High Feb 2022 222,658 Low Feb 2018 68,491

Average List Price at Closing this month at **222,658**
above the 5 yr FEB average of **134,442**



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
\$25,000 and less	6.90%	7,431	7,431	0	0	0
\$25,001 - \$75,000	13.79%	54,600	61,750	49,600	0	0
\$75,001 - \$125,000	15.52%	102,533	97,000	109,860	0	0
\$125,001 - \$200,000	22.41%	170,508	176,333	164,087	179,900	195,000
\$200,001 - \$275,000	15.52%	238,667	279,900	236,350	239,950	250,000
\$275,001 - \$400,000	15.52%	325,567	325,000	292,450	341,450	374,500
\$400,001 and up	10.34%	705,025	1,022,875	0	584,833	429,900
Average List Price		222,658	193,544	167,242	378,010	312,350
Total Closed Units	100%	222,658	20	24	10	4
Total Closed Volume		12,914,173	3.87M	4.01M	3.78M	1.25M

February 2022



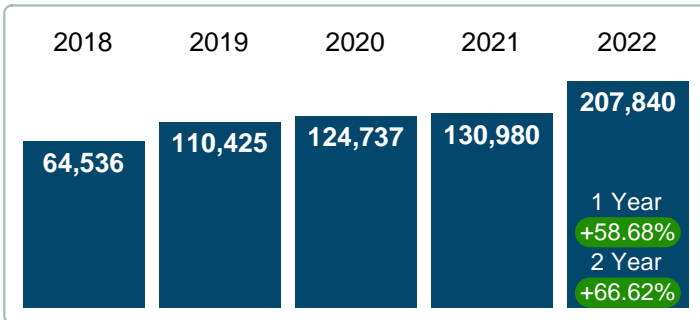
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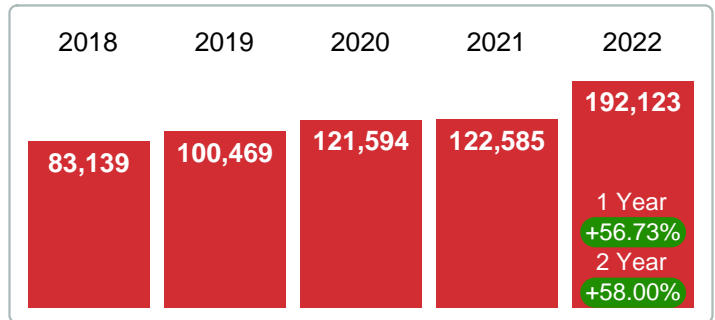
AVERAGE SOLD PRICE AT CLOSING

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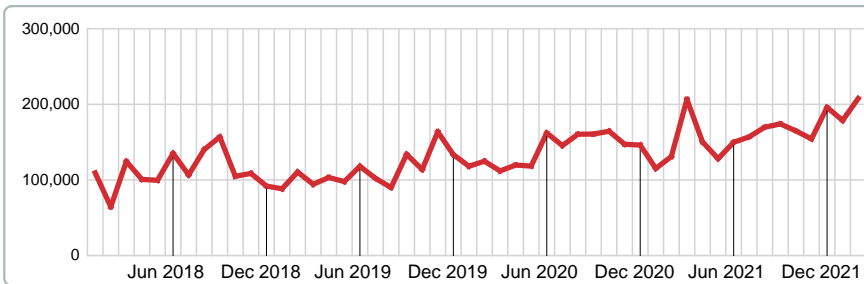
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

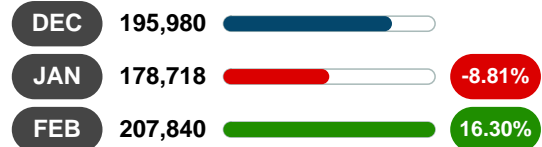


3 MONTHS

5 year FEB AVG = 127,704

High Feb 2022 207,840 Low Feb 2018 64,536

Average Sold Price at Closing this month at **207,840**
above the 5 yr FEB average of **127,704**



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
\$25,000 and less	6.90%	7,431	7,431	0	0	0
\$25,001 - \$75,000	15.52%	51,333	55,500	43,000	0	0
\$75,001 - \$125,000	13.79%	100,613	97,300	102,600	0	0
\$125,001 - \$200,000	22.41%	166,608	165,667	161,988	178,000	195,000
\$200,001 - \$275,000	17.24%	228,540	237,500	228,317	221,500	235,000
\$275,001 - \$400,000	13.79%	323,725	306,000	281,000	340,450	360,000
\$400,001 and up	10.34%	619,500	901,250	0	503,167	405,000
Average Sold Price		207,840	174,881	161,242	349,230	298,750
Total Closed Units	100%	207,840	20	24	10	4
Total Closed Volume		12,054,725	3.50M	3.87M	3.49M	1.20M

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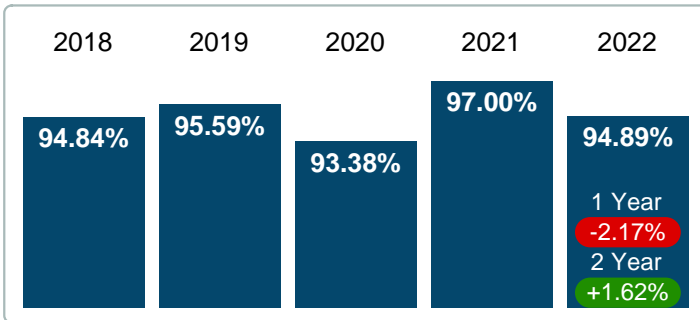
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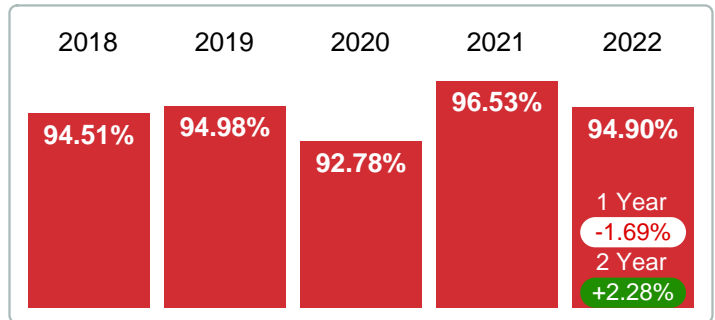
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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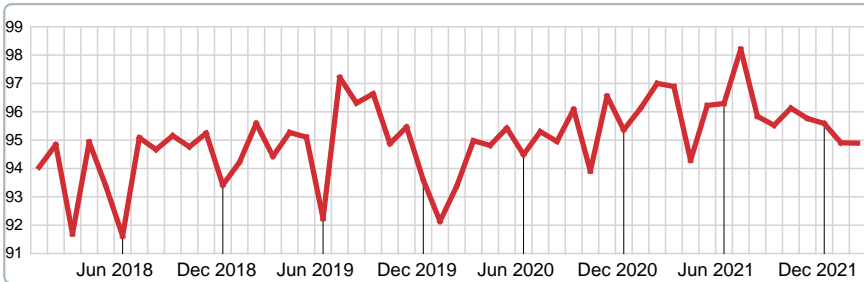
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

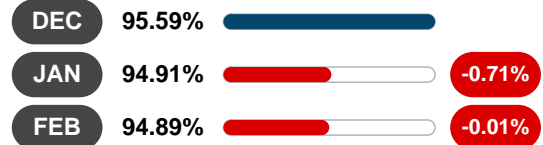


3 MONTHS

5 year FEB AVG = 95.14%

High Jul 2021 98.21% Low Jun 2018 91.62%

Average Sold/List Ratio this month at **94.89%** equal to 5 yr FEB average of **95.14%**



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
\$25,000 and less	4	6.90%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	9	15.52%	88.44%	89.83%	85.64%	0.00%	0.00%
\$75,001 - \$125,000	8	13.79%	96.14%	100.34%	93.63%	0.00%	0.00%
\$125,001 - \$200,000	13	22.41%	97.78%	93.83%	98.83%	98.94%	100.00%
\$200,001 - \$275,000	10	17.24%	94.44%	84.85%	96.70%	92.67%	94.00%
\$275,001 - \$400,000	8	13.79%	97.62%	94.15%	96.18%	99.58%	96.13%
\$400,001 and up	6	10.34%	90.37%	89.39%	0.00%	89.75%	94.21%
Average Sold/List Ratio		94.90%		93.96%	95.35%	95.19%	96.08%
Total Closed Units		58	100%	20	24	10	4
Total Closed Volume		12,054,725		3.50M	3.87M	3.49M	1.20M

February 2022

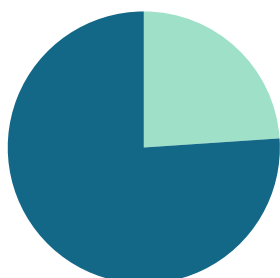
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

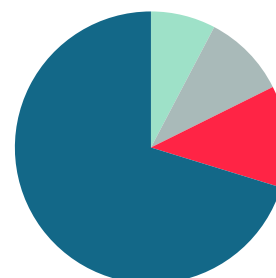


Inventory
 New Listings
174 = 23.93%
 Start Inventory
553
 Total Inventory Units
727
 Volume
\$132,575,661

Market Activity

Closed Sales
58 = 7.70%
 Pending Sales
75 = 9.96%
 Other Off Market
91 = 12.08%
 Active Inventory
529 = 70.25%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	59	58	-1.69%	126	126	0.00%
Pending Sales	46	75	63.04%	117	155	32.48%
New Listings	104	174	67.31%	208	248	19.23%
Average List Price	134,647	222,658	65.36%	127,453	203,023	59.29%
Average Sale Price	130,980	207,840	58.68%	122,585	192,123	56.73%
Average Percent of Selling Price to List Price	97.00%	94.89%	-2.17%	96.53%	94.90%	-1.69%
Average Days on Market to Sale	52.95	45.60	-13.87%	67.90	42.87	-36.86%
Monthly Inventory	732	529	-27.73%	732	529	-27.73%
Months Supply of Inventory	9.48	6.86	-27.65%	9.48	6.86	-27.65%

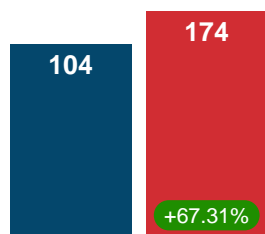
Absorption: Last 12 months, an Average of **77** Sales/Month

Inventory on February 28, 2022 = **529** 2021 2022

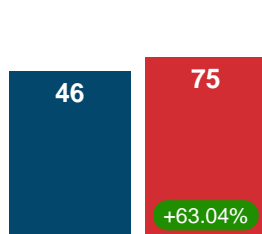
FEBRUARY MARKET

AVERAGE PRICES

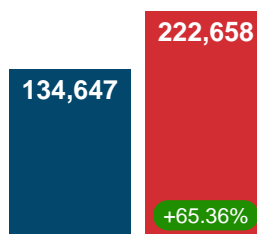
New Listings



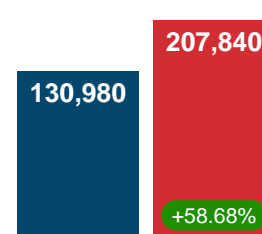
Pending Listings



List Price



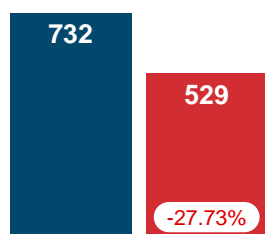
Sale Price



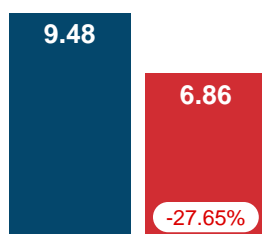
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

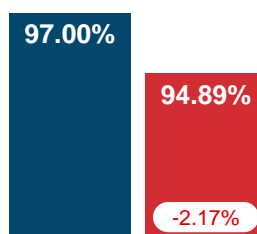
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

