

January 2022

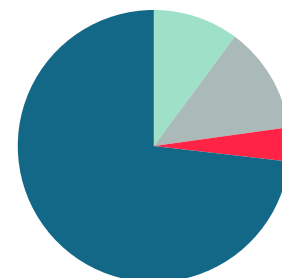
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	67	68	1.49%
Pending Listings	71	85	19.72%
New Listings	104	74	-28.85%
Average List Price	121,117	186,276	53.80%
Average Sale Price	115,193	178,718	55.15%
Average Percent of Selling Price to List Price	96.12%	94.91%	-1.26%
Average Days on Market to Sale	81.07	40.54	-49.99%
End of Month Inventory	745	491	-34.09%
Months Supply of Inventory	9.85	6.36	-35.44%



■ Closed (10.13%)
■ Pending (12.67%)
■ Other OffMarket (4.02%)
■ Active (73.17%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of January 31, 2022 = **491**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **34.09%** to 491 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 **6.36** 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 **55.15%** in January 2022 to \$178,718 versus the previous year at \$115,193.

Average Days on Market Shortens

The average number of **40.54** days that homes spent on the market before selling decreased by 40.53 days or **49.99%** in January 2022 compared to last year's same month at **81.07** DOM.

Sales Success for January 2022 is Positive

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

There were 74 New Listings in January 2022, down **28.85%** from last year at 104. Furthermore, there were 68 Closed Listings this month versus last year at 67, a **1.49%** increase.

Closed versus Listed trends yielded a **91.9%** ratio, up from previous year's, January 2021, at **64.4%**, a **42.64%** 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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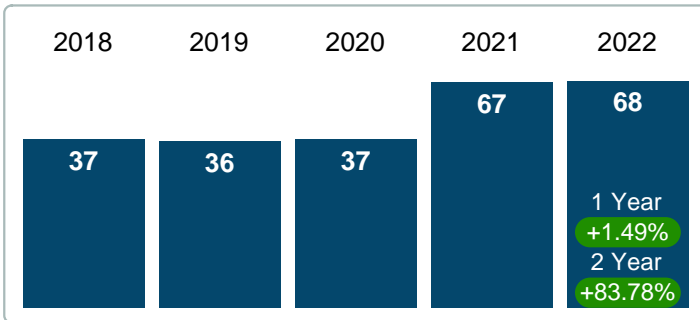
Area Delimited by County Of Cherokee



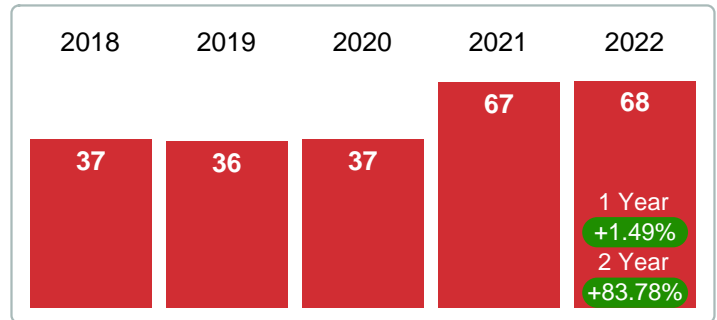
CLOSED LISTINGS

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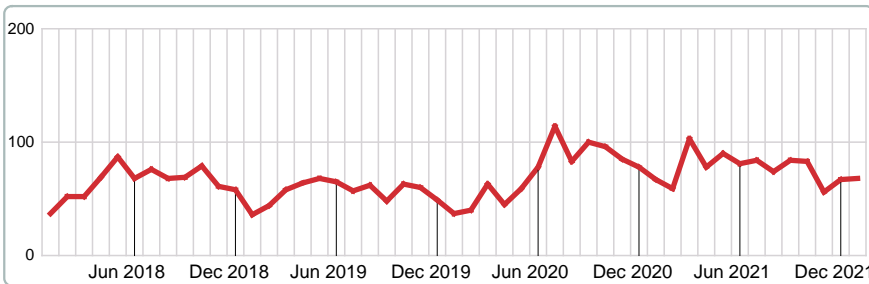
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

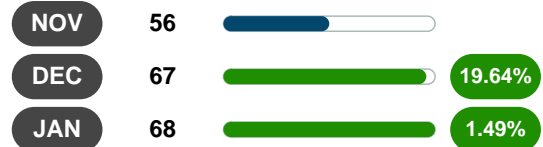


3 MONTHS

5 year JAN AVG = 49

High Jul 2020 114 Low Jan 2019 36

Closed Listings this month at **68**
above the 5 yr JAN average of **49**



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	13	19.12%	21.8	9	2	2	0
\$25,001-\$50,000	8	11.76%	66.4	7	1	0	0
\$50,001-\$175,000	18	26.47%	26.3	7	11	0	0
\$175,001-\$250,000	10	14.71%	36.7	2	5	3	0
\$250,001-\$400,000	12	17.65%	56.8	4	7	1	0
\$400,001 and up	7	10.29%	59.9	3	2	1	1
Total Closed Units	68			32	28	7	1
Total Closed Volume	12,152,795	100%	40.5	4.90M	5.24M	1.60M	407.00K
Average Closed Price	\$178,718			\$153,213	\$187,092	\$229,199	\$407,000

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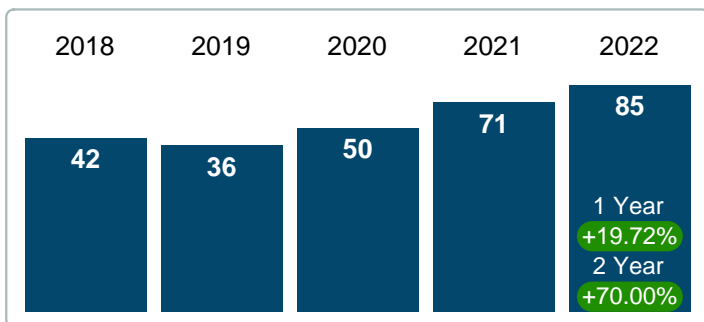
Area Delimited by County Of Cherokee



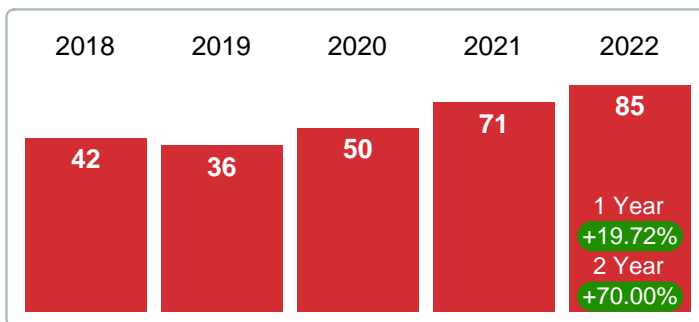
PENDING LISTINGS

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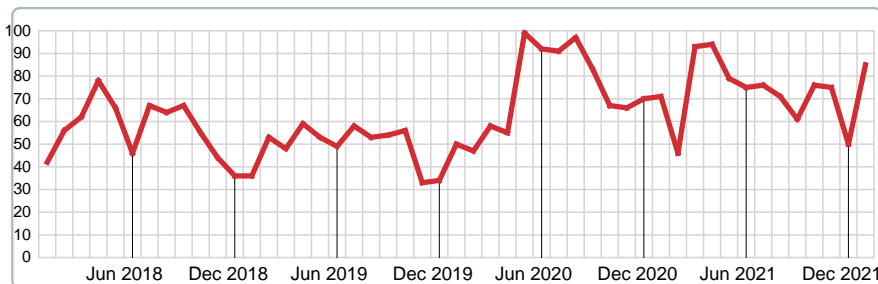
JANUARY



YEAR TO DATE (YTD)

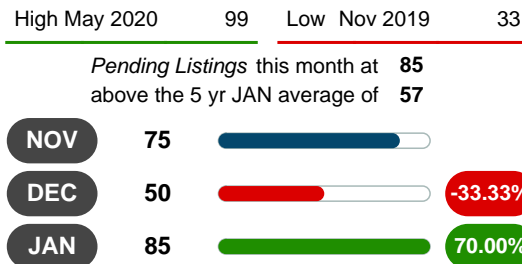


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 57



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	12	14.12%	68.0	12	0	0	0
\$40,001 - \$40,000	0	0.00%	0.0	0	0	0	0
\$40,001 - \$80,000	16	18.82%	115.4	13	3	0	0
\$80,001 - \$170,000	26	30.59%	72.5	12	13	1	0
\$170,001 - \$220,000	12	14.12%	53.3	1	9	1	1
\$220,001 - \$320,000	10	11.76%	38.5	2	5	3	0
\$320,001 and up	9	10.59%	84.0	3	2	2	2
Total Pending Units	85			43	32	7	3
Total Pending Volume	14,537,179	100%	76.8	4.63M	6.58M	2.34M	989.30K
Average Listing Price	\$120,940			\$107,655	\$205,656	\$333,957	\$329,767

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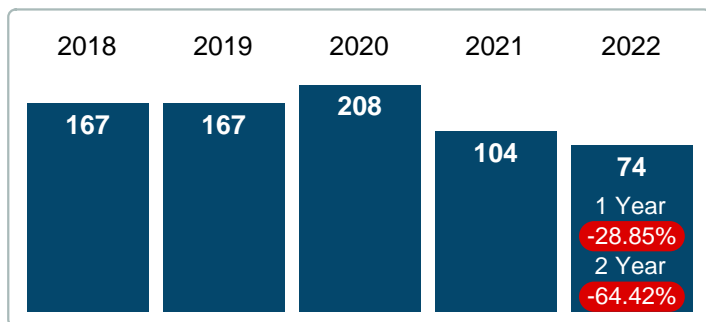
Area Delimited by County Of Cherokee



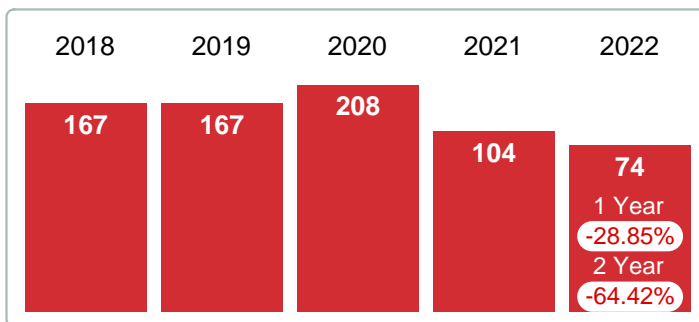
NEW LISTINGS

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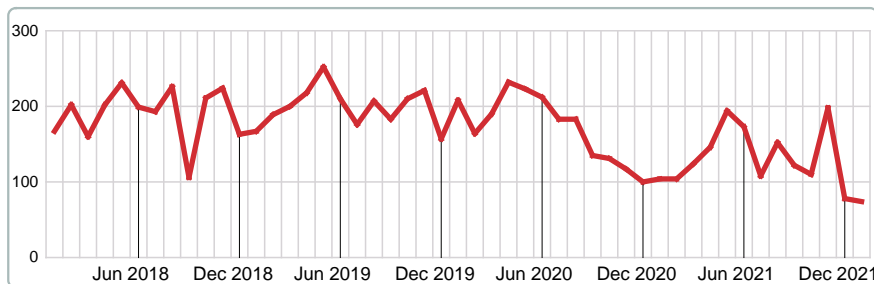
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

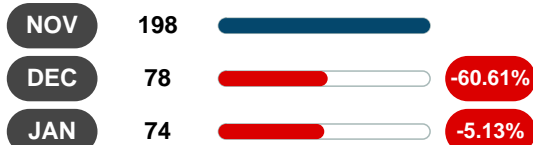


3 MONTHS

5 year JAN AVG = 144

High May 2019 252 Low Jan 2022 74

New Listings this month at 74 below the 5 yr JAN average of 144



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	5	6.76%	4	1	0	0
\$10,001 - \$40,000	14	18.92%	13	1	0	0
\$40,001 - \$70,000	7	9.46%	5	2	0	0
\$70,001 - \$160,000	20	27.03%	13	7	0	0
\$160,001 - \$260,000	10	13.51%	3	7	0	0
\$260,001 - \$420,000	11	14.86%	3	4	3	1
\$420,001 and up	7	9.46%	5	1	0	1
Total New Listed Units	74		46	23	3	2
Total New Listed Volume	16,051,240	100%	9.47M	4.55M	1.02M	1.01M
Average New Listed Listing Price	\$79,565		\$205,910	\$197,609	\$340,000	\$507,200

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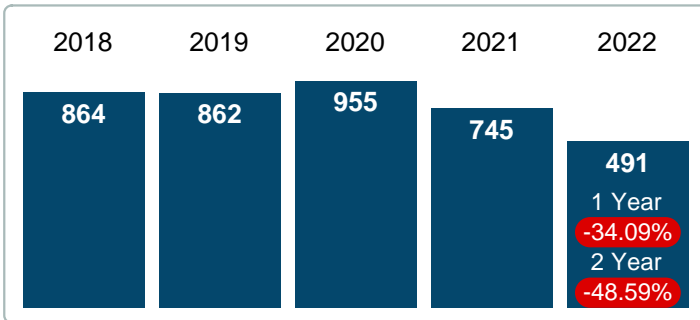
Area Delimited by County Of Cherokee



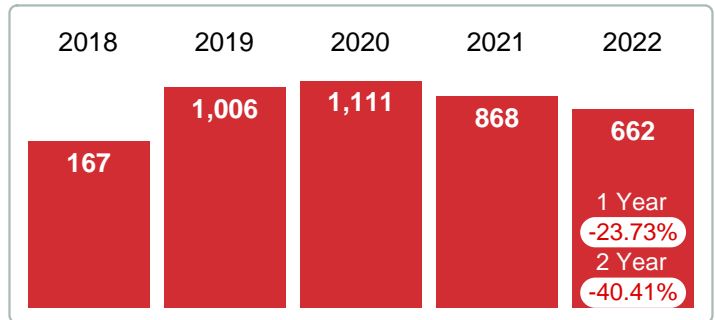
ACTIVE INVENTORY

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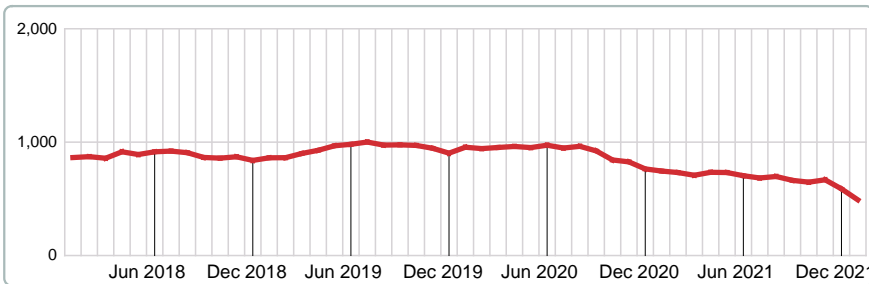
END OF JANUARY



ACTIVE DURING JANUARY

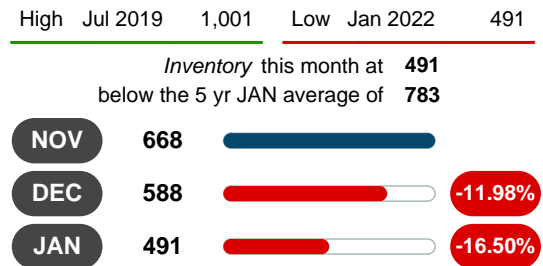


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 783



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	66	13.44%	156.5	66	0	0	0
\$25,001-\$50,000	118	24.03%	153.8	116	2	0	0
\$50,001-\$75,000	107	21.79%	116.3	105	2	0	0
\$75,001-\$175,000	84	17.11%	122.1	62	17	4	1
\$175,001-\$375,000	64	13.03%	108.2	40	17	5	2
\$375,001 and up	52	10.59%	138.5	29	9	8	6
Total Active Inventory by Units	491			418	47	17	9
Total Active Inventory by Volume	90,578,129	100%	133.0	63.73M	15.21M	7.15M	4.48M
Average Active Inventory Listing Price	\$184,477			\$152,464	\$323,694	\$420,825	\$497,856

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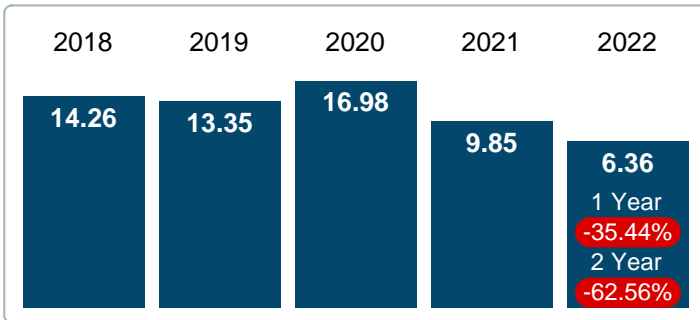
Area Delimited by County Of Cherokee



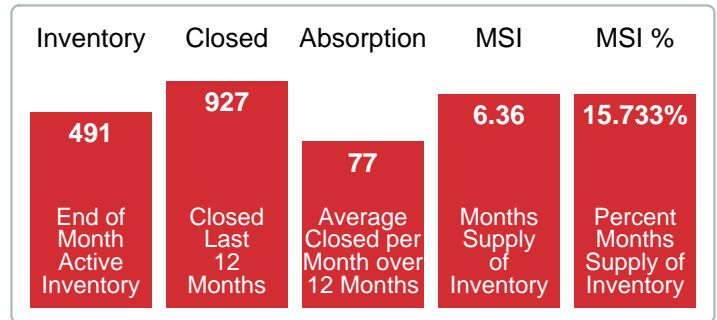
MONTHS SUPPLY of INVENTORY (MSI)

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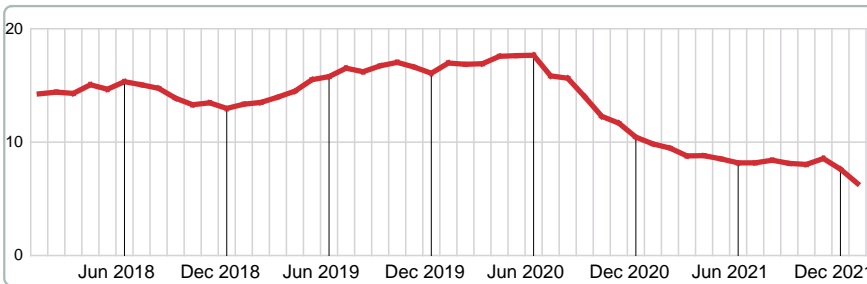
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

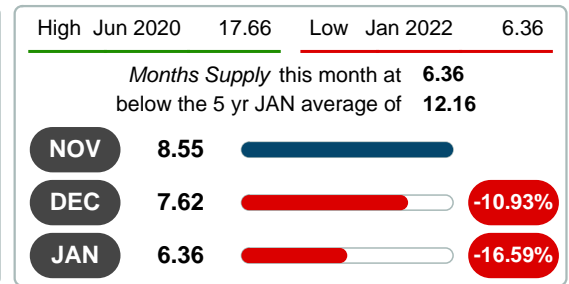


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 12.16



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	30	6.11%	2.38	2.69	0.00	0.00	0.00
\$20,001 - \$30,000	67	13.65%	19.14	19.61	0.00	0.00	0.00
\$30,001 - \$50,000	87	17.72%	20.08	22.17	4.00	0.00	0.00
\$50,001 - \$80,000	115	23.42%	16.63	22.03	2.00	0.00	0.00
\$80,001 - \$180,000	78	15.89%	3.12	6.93	1.15	2.00	2.00
\$180,001 - \$390,000	63	12.83%	3.27	12.31	1.50	1.00	3.00
\$390,001 and up	51	10.39%	9.00	18.67	4.15	5.65	10.29
Market Supply of Inventory (MSI)			6.36	11.50	1.55	1.92	5.14
Total Active Inventory by Units		100%	6.36	418	47	17	9

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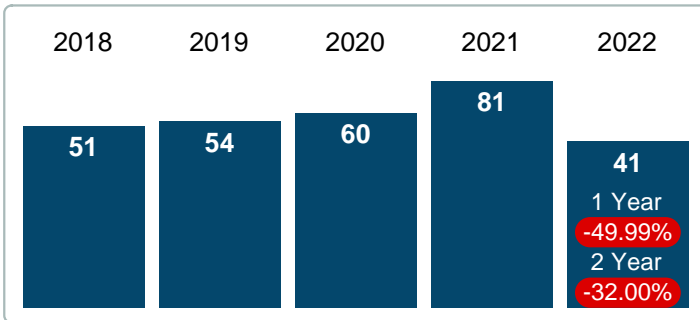
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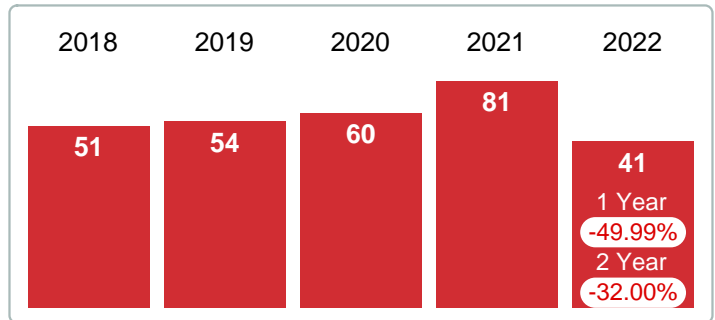
AVERAGE DAYS ON MARKET TO SALE

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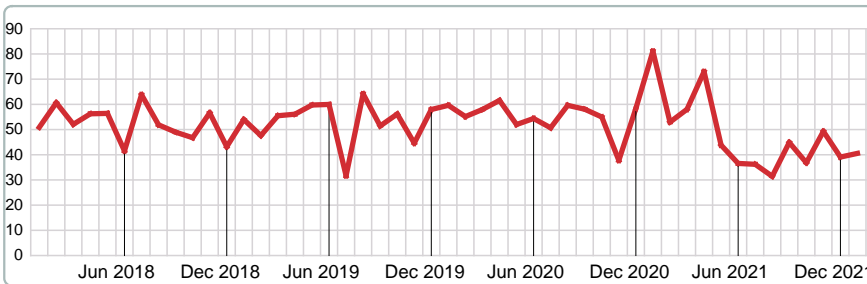
JANUARY



YEAR TO DATE (YTD)

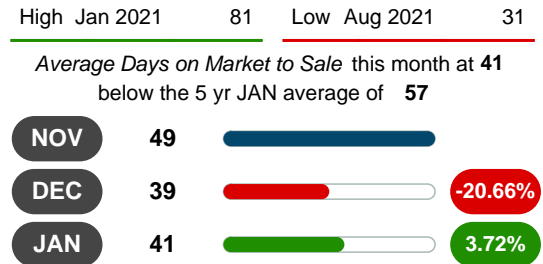


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 57



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	13	19.12%	22	21	28	18	0
\$25,001-\$50,000	8	11.76%	66	73	23	0	0
\$50,001-\$175,000	18	26.47%	26	32	23	0	0
\$175,001-\$250,000	10	14.71%	37	104	6	44	0
\$250,001-\$400,000	12	17.65%	57	113	26	51	0
\$400,001 and up	7	10.29%	60	68	40	61	74
Average Closed DOM	41			56	22	40	74
Total Closed Units	68	100%	41	32	28	7	1
Total Closed Volume	12,152,795			4.90M	5.24M	1.60M	407.00K

January 2022



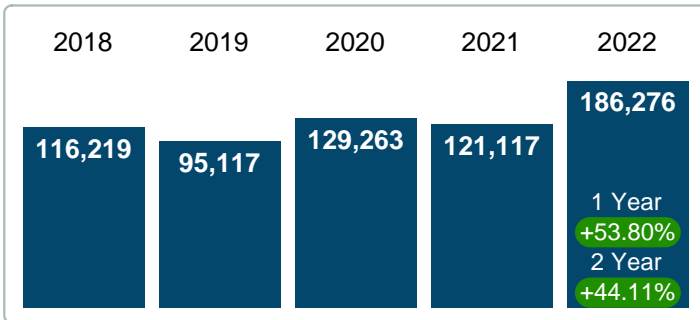
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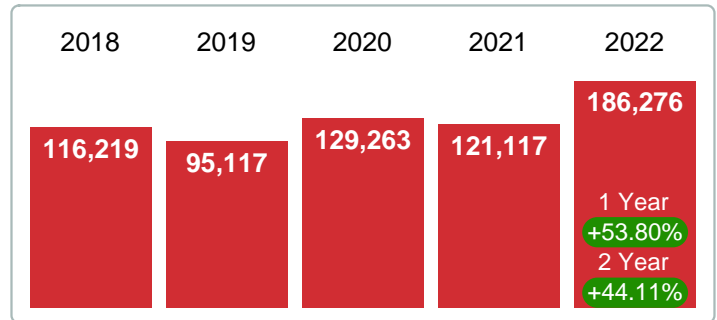
AVERAGE LIST PRICE AT CLOSING

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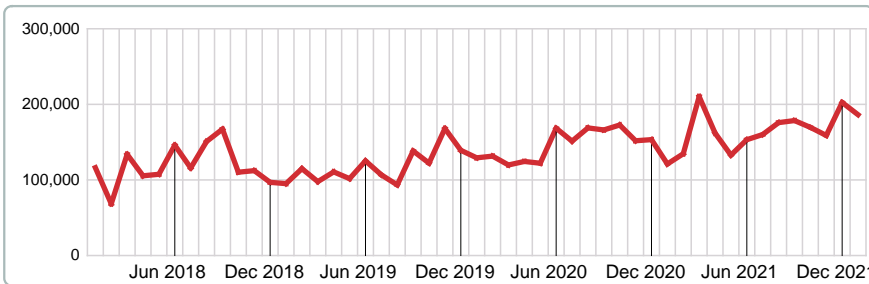
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

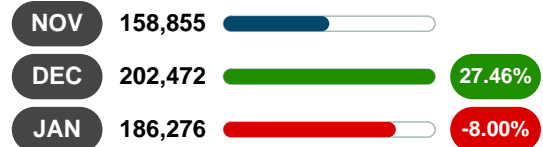


3 MONTHS

5 year JAN AVG = 129,598

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

Average List Price at Closing this month at **186,276**
above the 5 yr JAN average of **129,598**



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	11	16.18%	5,985	12,938	1,598	1,348	0
\$25,001-\$50,000	6	8.82%	38,567	49,286	47,900	0	0
\$50,001-\$175,000	22	32.35%	104,100	104,071	122,155	0	0
\$175,001-\$250,000	9	13.24%	205,957	266,625	196,323	229,500	0
\$250,001-\$400,000	12	17.65%	298,033	334,975	289,757	298,350	0
\$400,001 and up	8	11.76%	581,163	751,667	449,750	635,000	419,900
Average List Price			186,276	166,190	189,436	232,078	419,900
Total Closed Units		100%	186,276	32	28	7	1
Total Closed Volume			12,666,745	5.32M	5.30M	1.62M	419.90K

January 2022



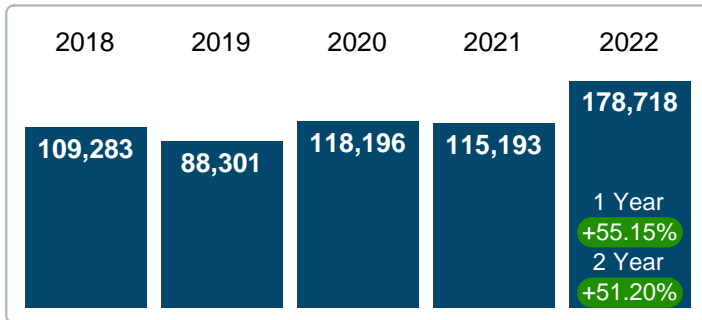
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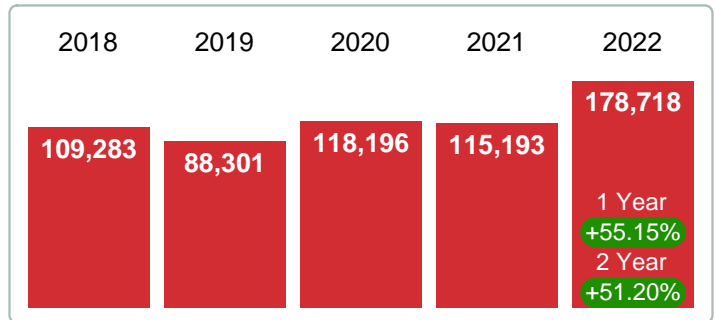
AVERAGE SOLD PRICE AT CLOSING

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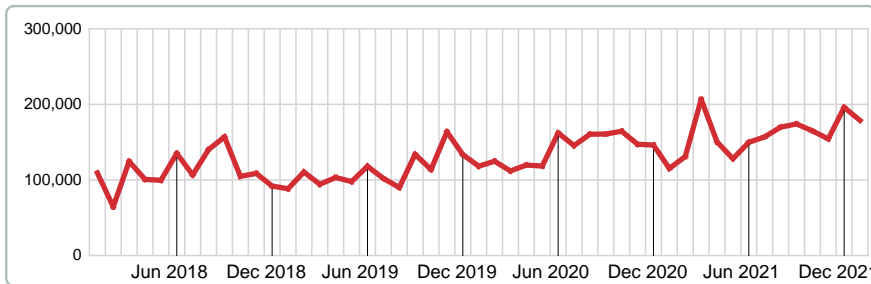
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

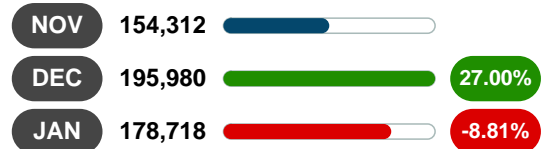


3 MONTHS

5 year JAN AVG = 121,938

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

Average Sold Price at Closing this month at **178,718**
above the 5 yr JAN average of **121,938**



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	13	19.12%	8,433	11,527	1,598	1,348	0
\$25,001-\$50,000	8	11.76%	40,650	41,171	37,000	0	0
\$50,001-\$175,000	18	26.47%	109,185	91,857	120,211	0	0
\$175,001-\$250,000	10	14.71%	206,687	214,875	192,423	225,000	0
\$250,001-\$400,000	12	17.65%	297,535	313,281	288,421	298,350	0
\$400,001 and up	7	10.29%	587,907	728,333	447,500	628,350	407,000
Average Sold Price			178,718	153,213	187,092	229,199	407,000
Total Closed Units		100%	178,718	32	28	7	1
Total Closed Volume			12,152,795	4.90M	5.24M	1.60M	407.00K

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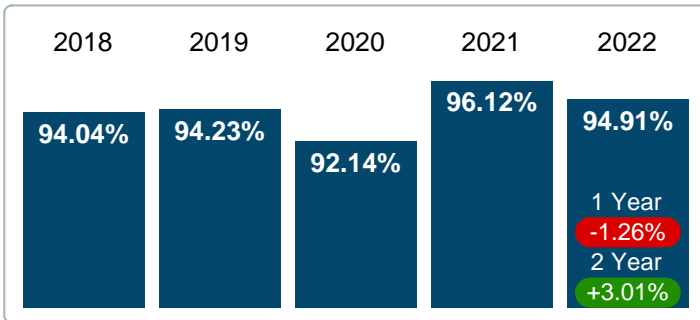
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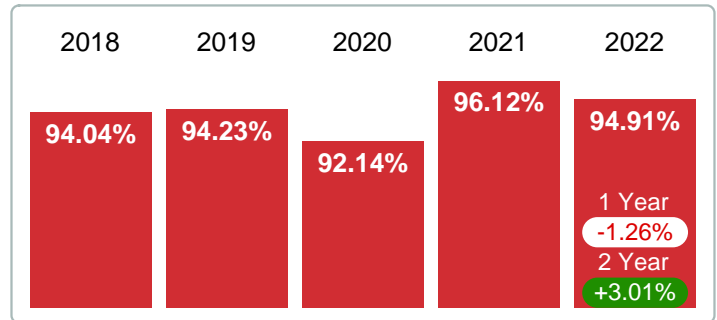
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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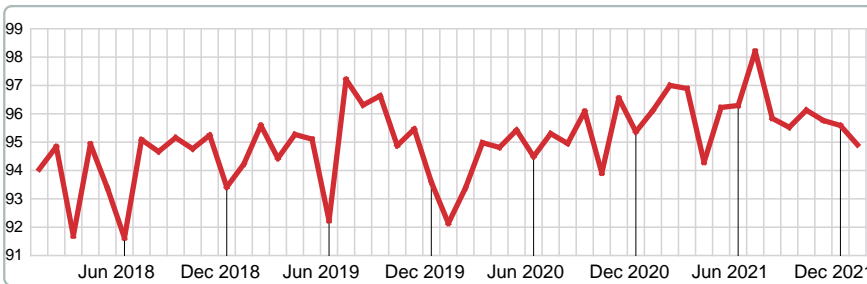
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

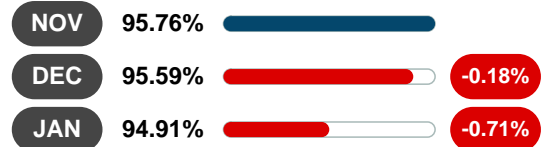


3 MONTHS

5 year JAN AVG = 94.29%

High Jul 2021 98.21% Low Jun 2018 91.62%

Average Sold/List Ratio this month at **94.91%** above the 5 yr JAN average of **94.29%**



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	13	19.12%	96.39%	94.78%	100.00%	100.00%	0.00%
\$25,001-\$50,000	8	11.76%	84.11%	85.09%	77.24%	0.00%	0.00%
\$50,001-\$175,000	18	26.47%	94.72%	91.00%	97.08%	0.00%	0.00%
\$175,001-\$250,000	10	14.71%	94.88%	81.90%	98.05%	98.27%	0.00%
\$250,001-\$400,000	12	17.65%	99.24%	98.44%	99.59%	100.00%	0.00%
\$400,001 and up	7	10.29%	97.60%	96.08%	99.53%	98.95%	96.93%
Average Sold/List Ratio		94.90%		91.61%	97.56%	99.11%	96.93%
Total Closed Units		68	100%	32	28	7	1
Total Closed Volume		12,152,795		4.90M	5.24M	1.60M	407.00K

January 2022

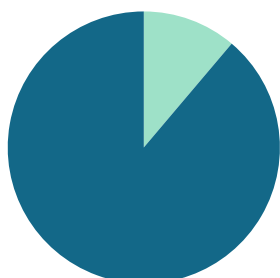
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

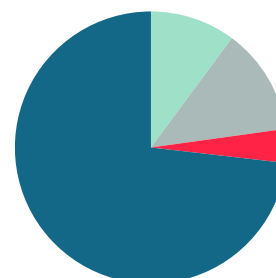


Inventory
 New Listings
74 = 11.18%
 Start Inventory
588
 Total Inventory Units
662
 Volume
\$124,532,533

Market Activity

Closed Sales
68 = 10.13%
 Pending Sales
85 = 12.67%
 Other Off Market
27 = 4.02%
 Active Inventory
491 = 73.17%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	67	68	1.49%	67	68	1.49%
Pending Sales	71	85	19.72%	71	85	19.72%
New Listings	104	74	-28.85%	104	74	-28.85%
Average List Price	121,117	186,276	53.80%	121,117	186,276	53.80%
Average Sale Price	115,193	178,718	55.15%	115,193	178,718	55.15%
Average Percent of Selling Price to List Price	96.12%	94.91%	-1.26%	96.12%	94.91%	-1.26%
Average Days on Market to Sale	81.07	40.54	-49.99%	81.07	40.54	-49.99%
Monthly Inventory	745	491	-34.09%	745	491	-34.09%
Months Supply of Inventory	9.85	6.36	-35.44%	9.85	6.36	-35.44%

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

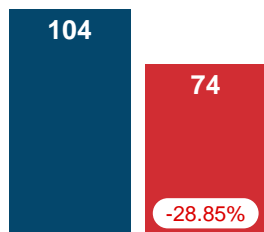
Inventory on January 31, 2022 = **491**

2021 **2022**

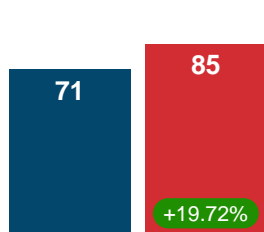
JANUARY MARKET

AVERAGE PRICES

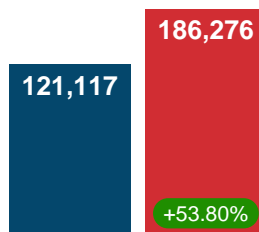
New Listings



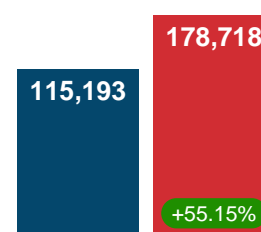
Pending Listings



List Price



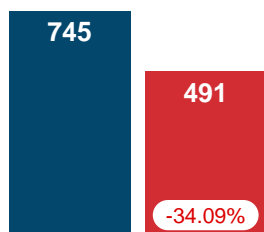
Sale Price



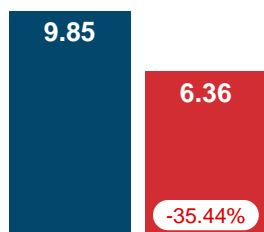
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

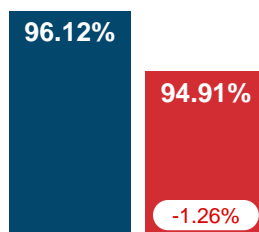
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

