

# January 2022

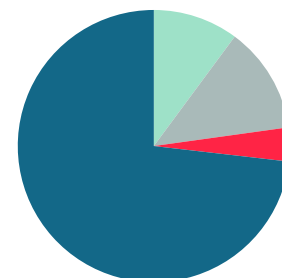
Area Delimited by County Of Cherokee



## 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%
Median List Price	99,000	147,450	48.94%
Median Sale Price	97,000	145,450	49.95%
Median Percent of Selling Price to List Price	98.04%	100.00%	2.00%
Median Days on Market to Sale	47.00	21.00	-55.32%
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.

#### 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 **49.95%** in January 2022 to \$145,450 versus the previous year at \$97,000.

#### Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 26.00 days or **55.32%** in January 2022 compared to last year's same month at **47.00** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# January 2022



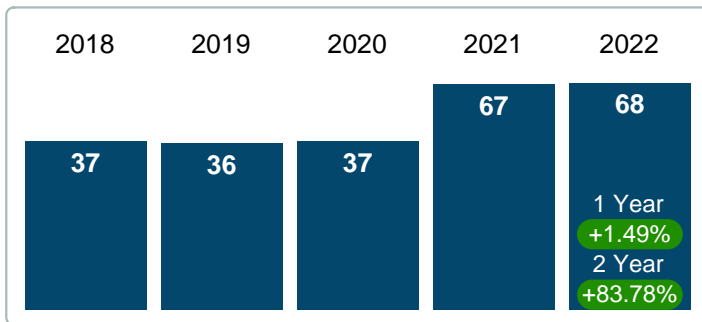
Area Delimited by County Of Cherokee



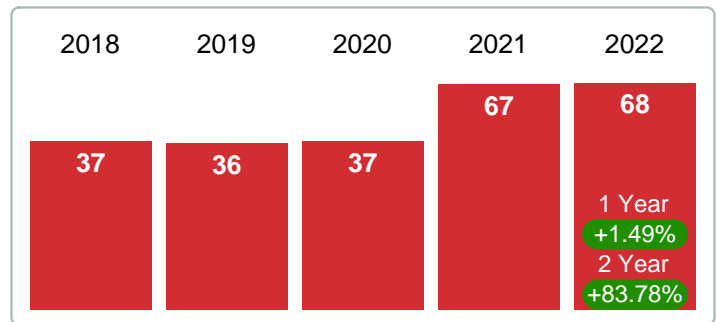
## CLOSED LISTINGS

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

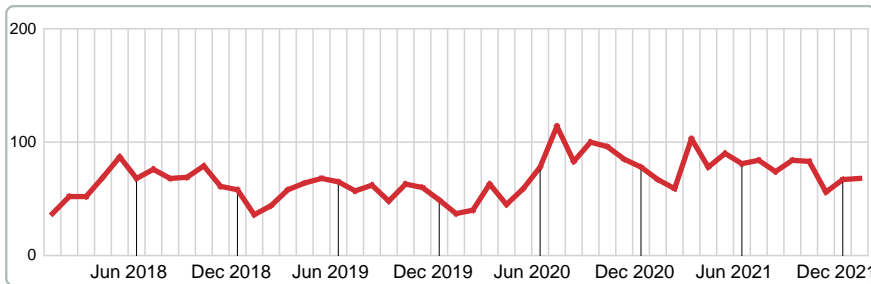
### JANUARY



### YEAR TO DATE (YTD)

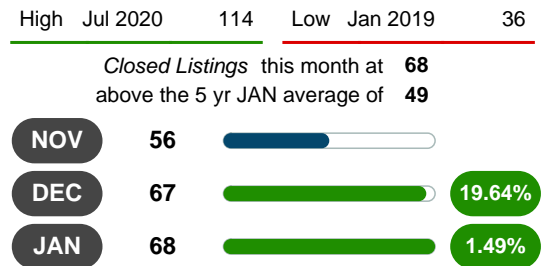


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 49



### 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-\$30,000	13	19.12%	17.0	9	2	2	0
\$30,001-\$70,000	12	17.65%	51.0	9	3	0	0
\$70,001-\$190,000	18	26.47%	6.0	5	12	1	0
\$190,001-\$260,000	10	14.71%	16.0	2	6	2	0
\$260,001-\$400,000	8	11.76%	71.5	4	3	1	0
\$400,001 and up	7	10.29%	41.0	3	2	1	1
<b>Total Closed Units</b>	<b>68</b>			<b>32</b>	<b>28</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,152,795</b>	<b>100%</b>	<b>21.0</b>	<b>4.90M</b>	<b>5.24M</b>	<b>1.60M</b>	<b>407.00K</b>
<b>Median Closed Price</b>	<b>\$145,450</b>			<b>\$54,500</b>	<b>\$170,000</b>	<b>\$235,000</b>	<b>\$407,000</b>

# January 2022



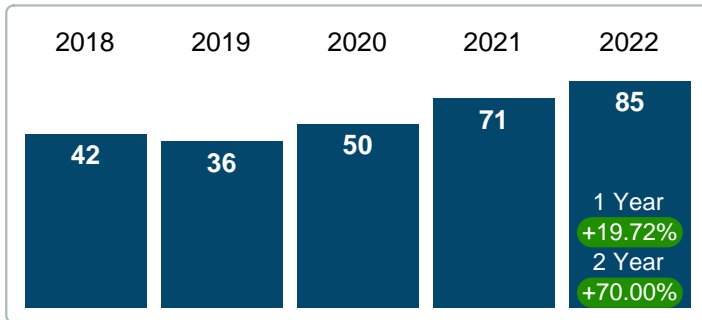
Area Delimited by County Of Cherokee



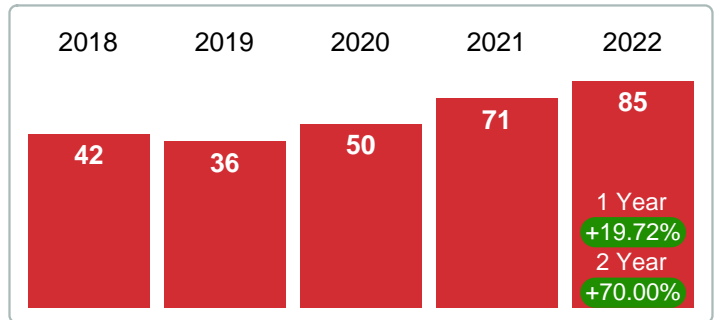
## PENDING LISTINGS

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

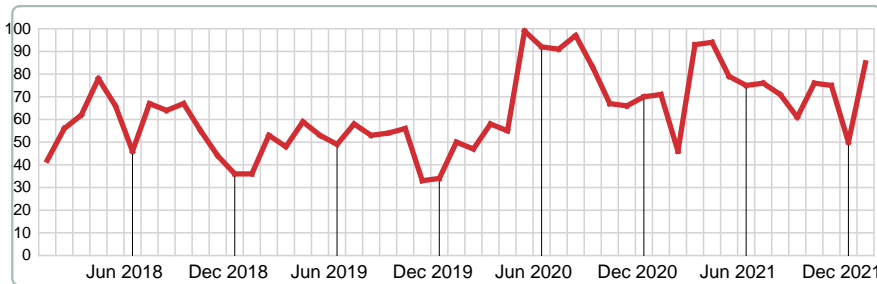
### JANUARY



### YEAR TO DATE (YTD)

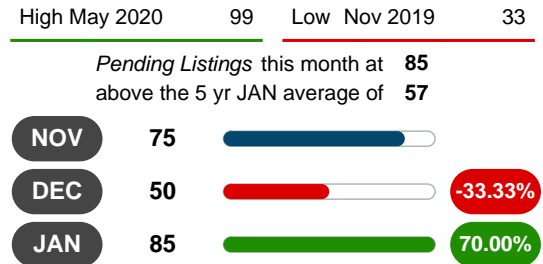


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 57



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	14.12%	44.0	12	0	0	0
\$40,001 - \$40,000	0	0.00%	44.0	0	0	0	0
\$40,001 - \$80,000	16	18.82%	133.5	13	3	0	0
\$80,001 - \$170,000	26	30.59%	59.0	12	13	1	0
\$170,001 - \$220,000	12	14.12%	43.0	1	9	1	1
\$220,001 - \$320,000	10	11.76%	28.0	2	5	3	0
\$320,001 and up	9	10.59%	80.0	3	2	2	2
<b>Total Pending Units</b>	<b>85</b>			<b>43</b>	<b>32</b>	<b>7</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>14,537,179</b>	<b>100%</b>	<b>64.0</b>	<b>4.63M</b>	<b>6.58M</b>	<b>2.34M</b>	<b>989.30K</b>
<b>Median Listing Price</b>	<b>\$129,900</b>			<b>\$59,000</b>	<b>\$177,450</b>	<b>\$299,000</b>	<b>\$374,500</b>

# January 2022



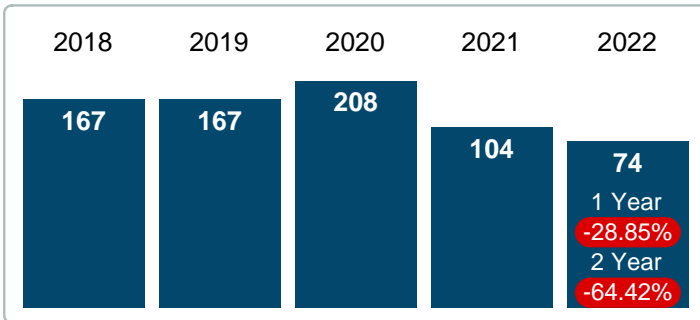
Area Delimited by County Of Cherokee



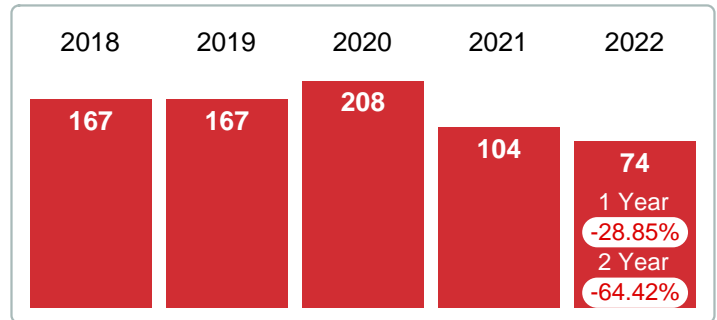
## NEW LISTINGS

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

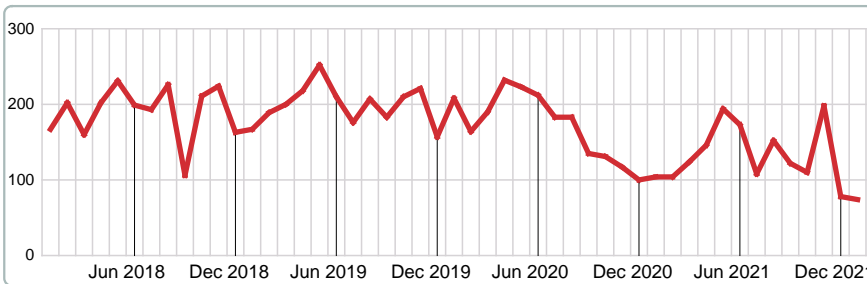
### JANUARY



### YEAR TO DATE (YTD)

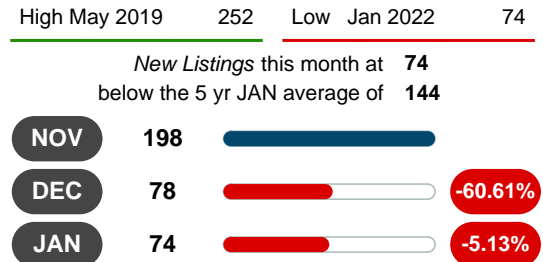


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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
<b>Total New Listed Units</b>	<b>74</b>		<b>46</b>	<b>23</b>	<b>3</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>16,051,240</b>	<b>100%</b>	<b>9.47M</b>	<b>4.55M</b>	<b>1.02M</b>	<b>1.01M</b>
<b>Median New Listed Listing Price</b>	<b>\$115,000</b>		<b>\$75,000</b>	<b>\$169,900</b>	<b>\$315,000</b>	<b>\$507,200</b>

# January 2022

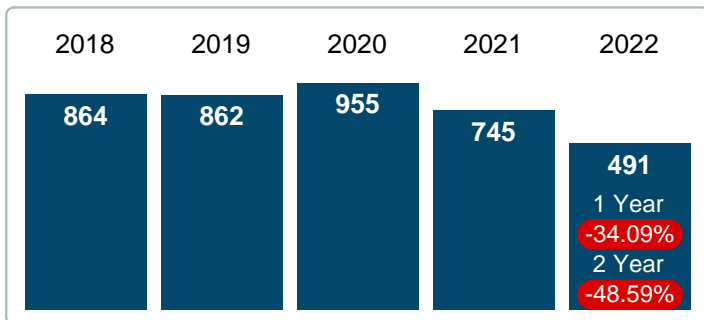
Area Delimited by County Of Cherokee



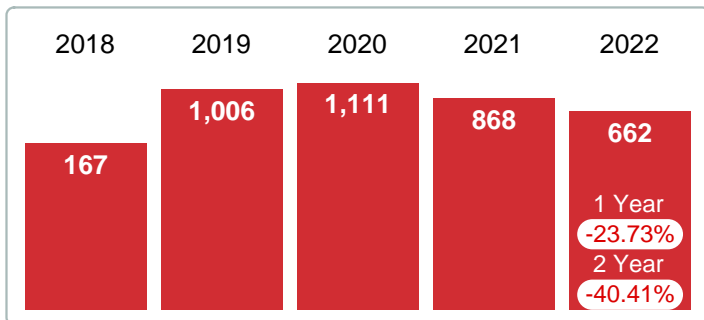
## ACTIVE INVENTORY

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

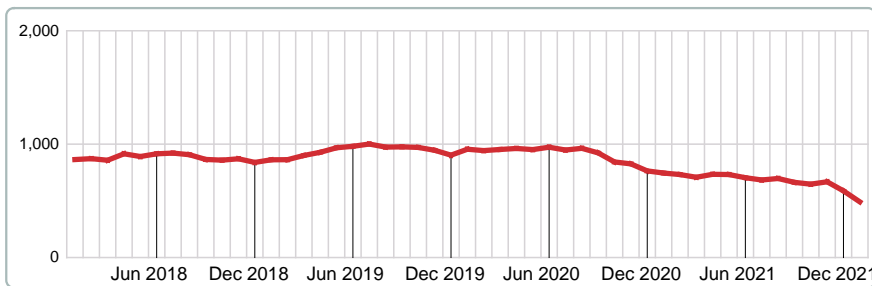
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

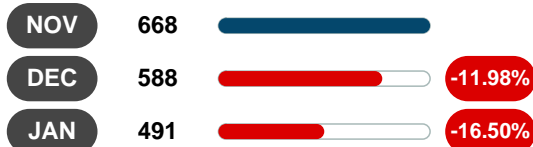


### 3 MONTHS

5 year JAN AVG = 783

High Jul 2019 1,001 Low Jan 2022 491

Inventory this month at 491  
below the 5 yr JAN average of 783



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	30	6.11%	150.0	30	0	0	0
\$20,001 - \$30,000	67	13.65%	152.0	67	0	0	0
\$30,001 - \$50,000	87	17.72%	151.0	85	2	0	0
\$50,001 - \$80,000	115	23.42%	88.0	112	3	0	0
\$80,001 - \$180,000	78	15.89%	131.5	56	16	5	1
\$180,001 - \$390,000	63	12.83%	83.0	40	17	4	2
\$390,001 and up	51	10.39%	109.0	28	9	8	6
Total Active Inventory by Units		491		418	47	17	9
Total Active Inventory by Volume		90,578,129	100%	63.73M	15.21M	7.15M	4.48M
Median Active Inventory Listing Price		\$59,900		\$55,000	\$195,750	\$285,000	\$606,900

# January 2022



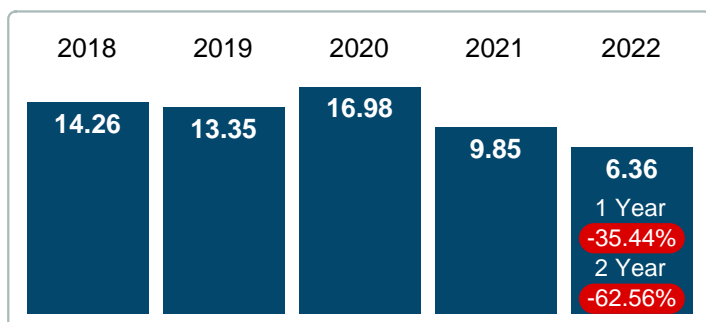
Area Delimited by County Of Cherokee



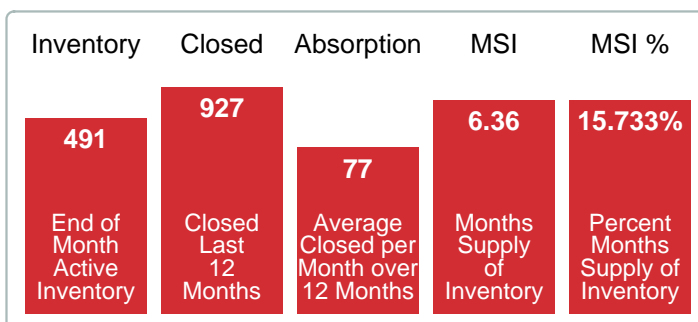
## MONTHS SUPPLY of INVENTORY (MSI)

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

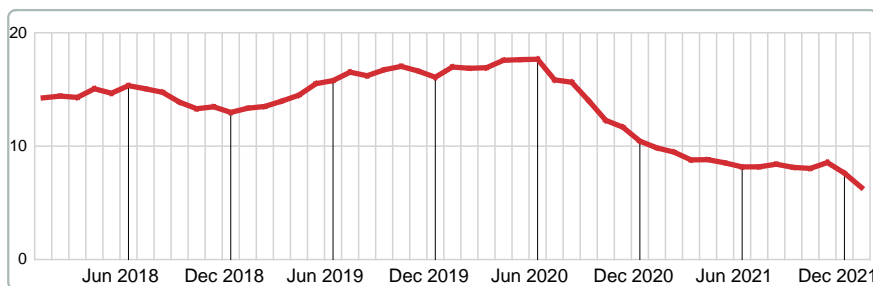
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

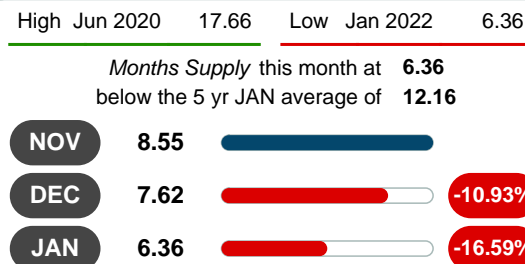


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2022



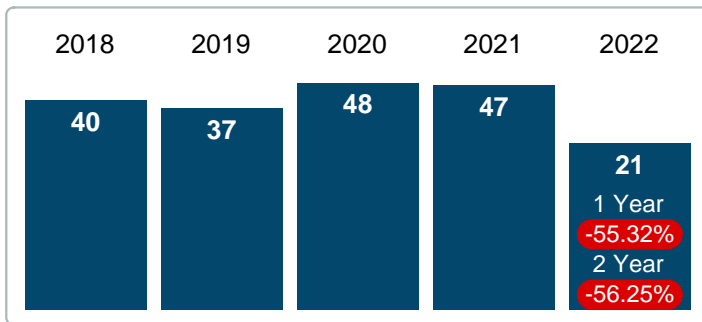
Area Delimited by County Of Cherokee



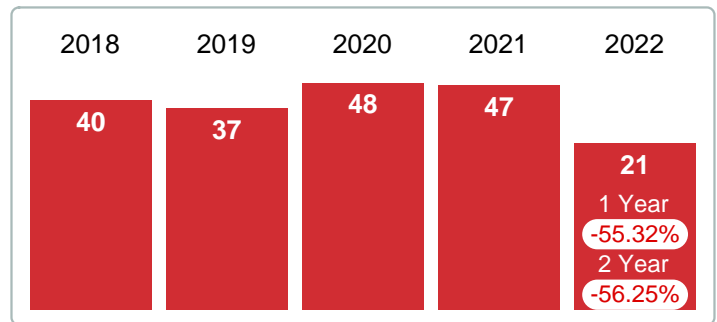
## MEDIAN DAYS ON MARKET TO SALE

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

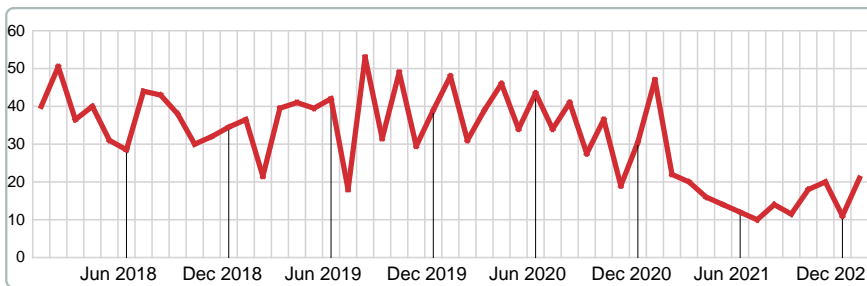
### JANUARY



### YEAR TO DATE (YTD)

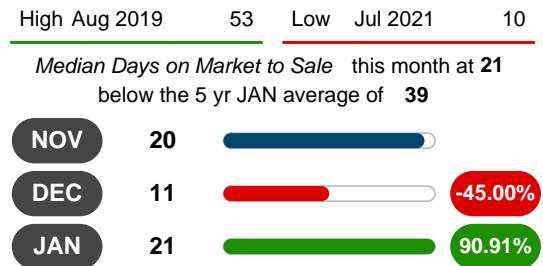


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 39



### 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%	109	0	0	0	0
\$1 \$30,000	13	19.12%	17	17	28	18	0
\$30,001 \$70,000	12	17.65%	51	51	23	0	0
\$70,001 \$190,000	18	26.47%	6	10	6	6	0
\$190,001 \$260,000	10	14.71%	16	104	7	63	0
\$260,001 \$400,000	8	11.76%	72	116	20	51	0
\$400,001 and up	7	10.29%	41	22	40	61	74
Median Closed DOM	21			29	8	28	74
Total Closed Units	68	100%	21.0	32	28	7	1
Total Closed Volume	12,152,795			4.90M	5.24M	1.60M	407.00K

# January 2022



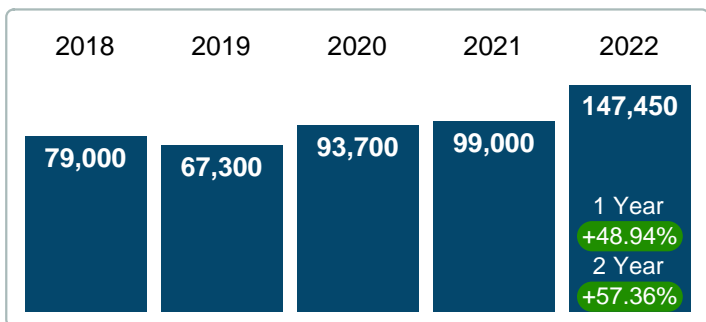
Area Delimited by County Of Cherokee



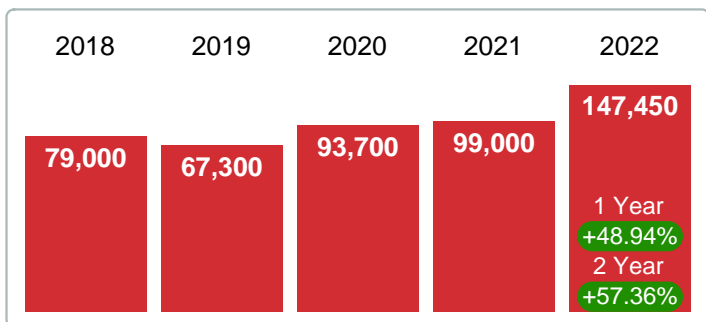
## MEDIAN LIST PRICE AT CLOSING

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

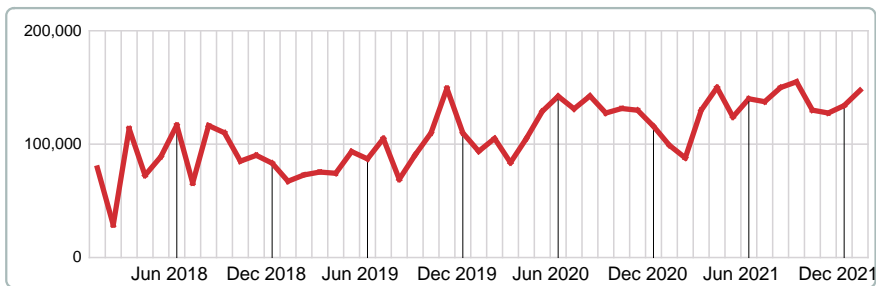
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

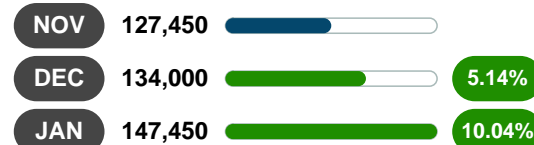


### 3 MONTHS

5 year JAN AVG = 97,290

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

Median List Price at Closing this month at 147,450 above the 5 yr JAN average of 97,290



### 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%	41	0	0	0	0
\$1-\$30,000	13	19.12%	1,595	15,000	1,598	1,348	0
\$30,001-\$70,000	11	16.18%	54,000	54,000	56,450	0	0
\$70,001-\$190,000	18	26.47%	143,450	115,000	145,900	189,000	0
\$190,001-\$260,000	10	14.71%	239,000	221,750	231,700	249,750	0
\$260,001-\$400,000	8	11.76%	296,675	295,000	297,450	298,350	0
\$400,001 and up	8	11.76%	517,250	577,500	449,750	635,000	419,900
Median List Price			147,450	58,500	172,450	239,500	419,900
Total Closed Units		100%	147,450	32	28	7	1
Total Closed Volume			12,666,745	5.32M	5.30M	1.62M	419.90K



# January 2022



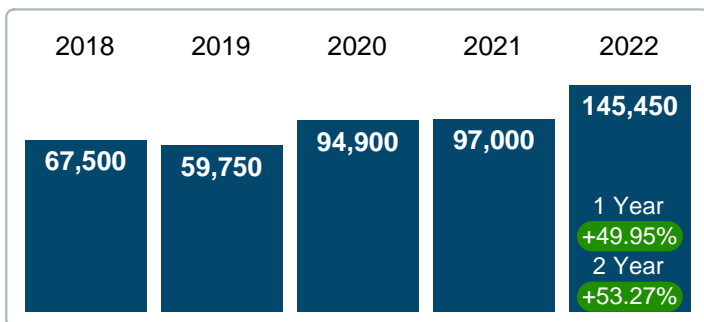
Area Delimited by County Of Cherokee



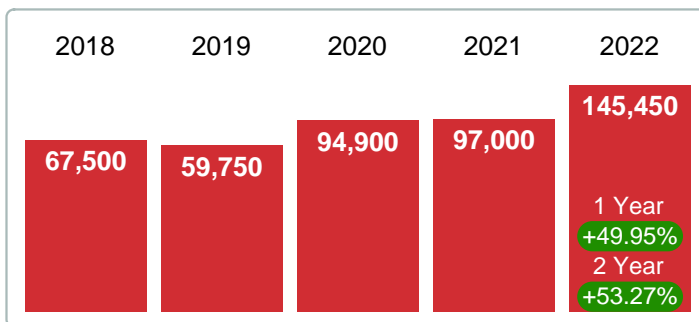
## MEDIAN SOLD PRICE AT CLOSING

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

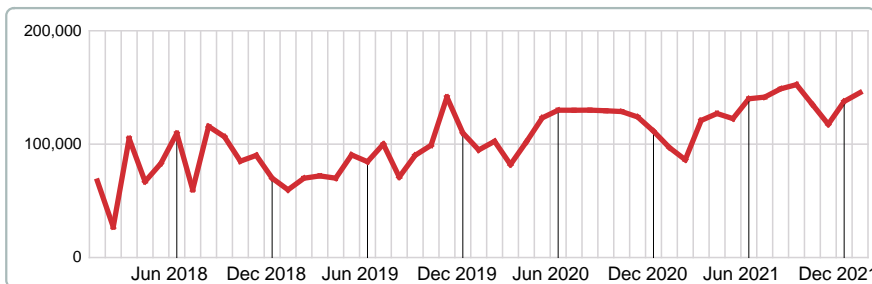
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

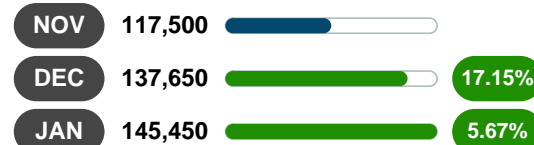


### 3 MONTHS

5 year JAN AVG = 92,920

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

Median Sold Price at Closing this month at 145,450 above the 5 yr JAN average of 92,920



### 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%	517,250	0	0	0	0
\$1-\$30,000	13	19.12%	1,595	15,000	1,598	1,348	0
\$30,001-\$70,000	12	17.65%	45,100	44,000	63,000	0	0
\$70,001-\$190,000	18	26.47%	145,450	102,500	154,250	190,000	0
\$190,001-\$260,000	10	14.71%	242,500	214,875	255,400	242,500	0
\$260,001-\$400,000	8	11.76%	306,800	312,500	315,250	298,350	0
\$400,001 and up	7	10.29%	525,000	560,000	447,500	628,350	407,000
Median Sold Price			145,450	54,500	170,000	235,000	407,000
Total Closed Units		100%	145,450	32	28	7	1
Total Closed Volume			12,152,795	4.90M	5.24M	1.60M	407.00K

# January 2022



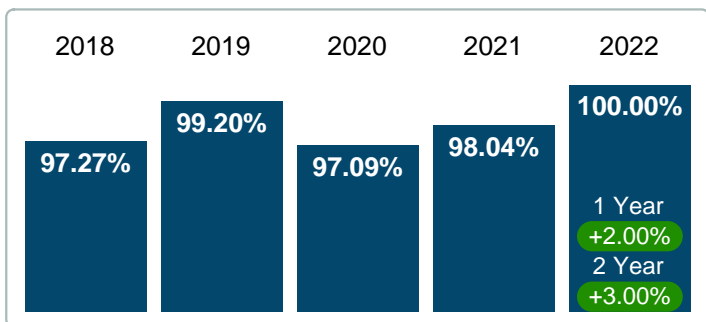
Area Delimited by County Of Cherokee



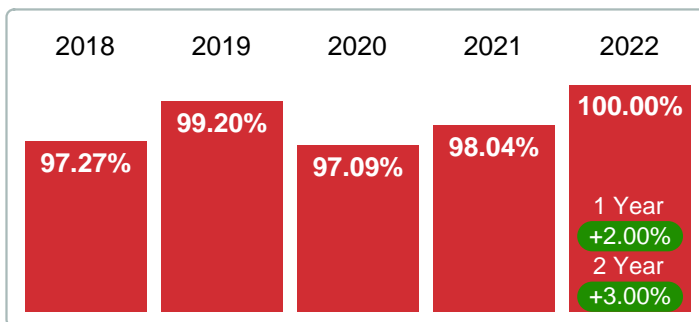
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

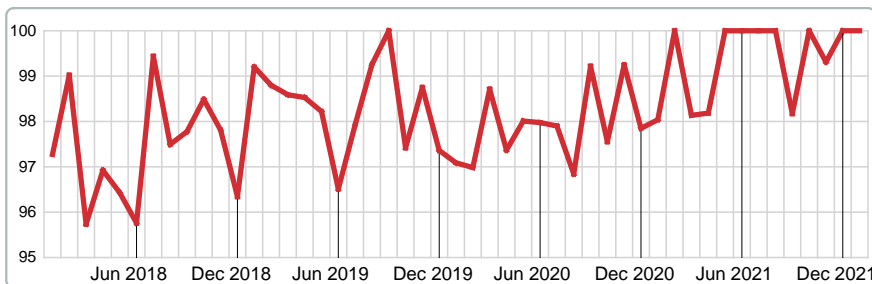
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

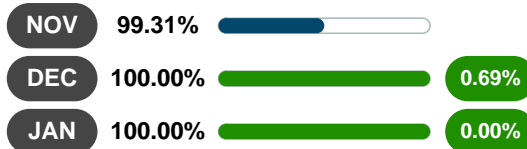


### 3 MONTHS

5 year JAN AVG = 98.32%

High Jan 2022 100.00% Low Mar 2018 95.74%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JAN average of **98.32%**



### 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%	525,000.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	13	19.12%	100.00%	100.00%	100.00%	100.00%	0.00%
\$30,001-\$70,000	12	17.65%	89.16%	92.86%	77.24%	0.00%	0.00%
\$70,001-\$190,000	18	26.47%	100.00%	100.00%	98.67%	100.53%	0.00%
\$190,001-\$260,000	10	14.71%	99.06%	81.90%	100.00%	97.14%	0.00%
\$260,001-\$400,000	8	11.76%	98.50%	88.24%	100.00%	100.00%	0.00%
\$400,001 and up	7	10.29%	99.05%	100.00%	99.53%	98.95%	96.93%
Median Sold/List Ratio		100.00%		95.56%	100.00%	100.00%	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



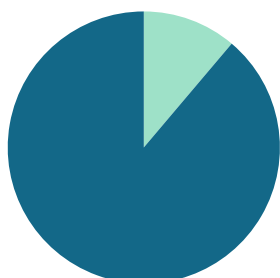
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY

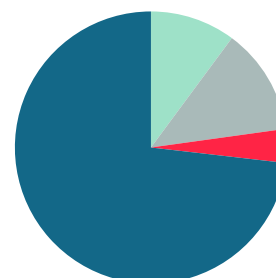


**Inventory**  
 New Listings  
**74 = 11.18%**  
 Start Inventory  
**588**  
 Total Inventory Units  
**662**  
 Volume  
**\$124,532,533**

### 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%
Median List Price	99,000	147,450	48.94%	99,000	147,450	48.94%
Median Sale Price	97,000	145,450	49.95%	97,000	145,450	49.95%
Median Percent of Selling Price to List Price	98.04%	100.00%	2.00%	98.04%	100.00%	2.00%
Median Days on Market to Sale	47.00	21.00	-55.32%	47.00	21.00	-55.32%
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

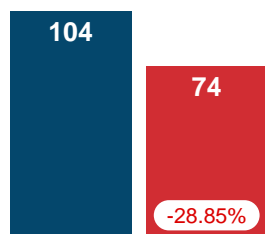
**Inventory** on January 31, 2022 = **491**

**2021** **2022**

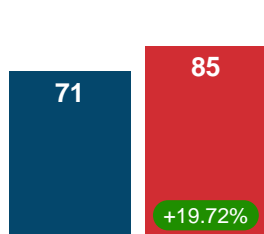
### JANUARY MARKET

### MEDIAN PRICES

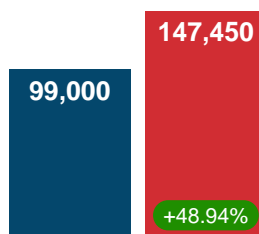
#### New Listings



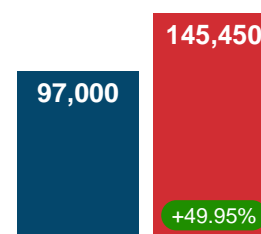
#### Pending Listings



#### List Price



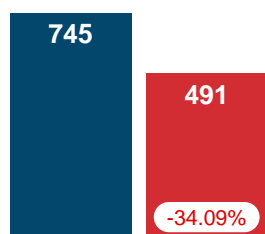
#### Sale Price



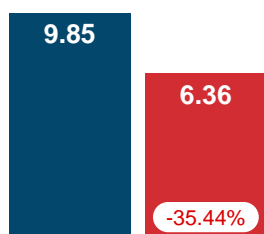
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

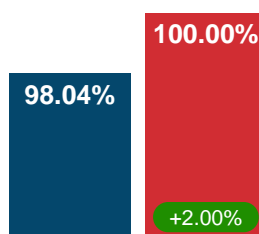
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

