

# July 2022



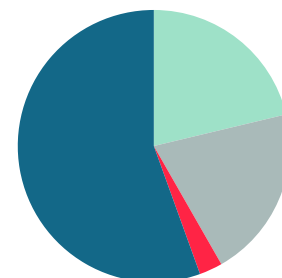
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	54	54	0.00%
Pending Listings	52	52	0.00%
New Listings	58	72	24.14%
Average List Price	186,226	226,211	21.47%
Average Sale Price	185,830	219,034	17.87%
Average Percent of Selling Price to List Price	100.47%	97.21%	-3.25%
Average Days on Market to Sale	13.52	26.96	99.45%
End of Month Inventory	191	141	-26.18%
Months Supply of Inventory	3.67	2.91	-20.71%



■ Closed (21.26%)  
■ Pending (20.47%)  
■ Other OffMarket (2.76%)  
■ Active (55.51%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of July 31, 2022 = **141**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2022 decreased **26.18%** to 141 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 **2.91** 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 **17.87%** in July 2022 to \$219,034 versus the previous year at \$185,830.

#### Average Days on Market Lengthens

The average number of **26.96** days that homes spent on the market before selling increased by 13.44 days or **99.45%** in July 2022 compared to last year's same month at **13.52** DOM.

#### Sales Success for July 2022 is Positive

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

There were 72 New Listings in July 2022, up **24.14%** from last year at 58. Furthermore, there were 54 Closed Listings this month versus last year at 54, a **0.00%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, down from previous year's, July 2021, at **93.1%**, a **19.44%** downswing. This will certainly create pressure on a decreasing Monthly 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# July 2022



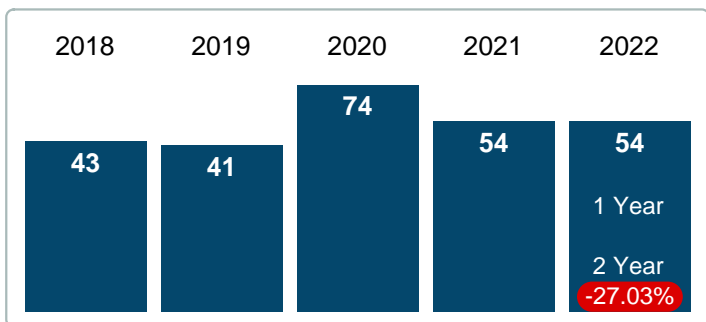
Area Delimited by County Of Cherokee - Residential Property Type



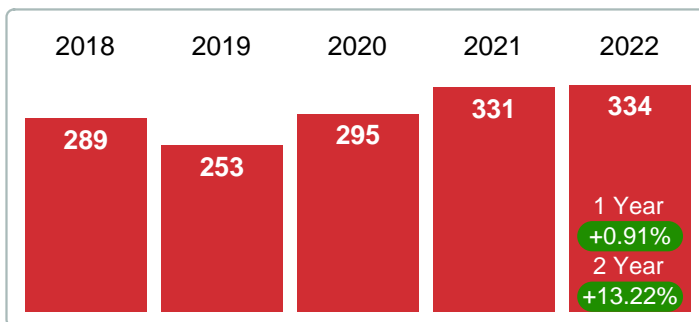
## CLOSED LISTINGS

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

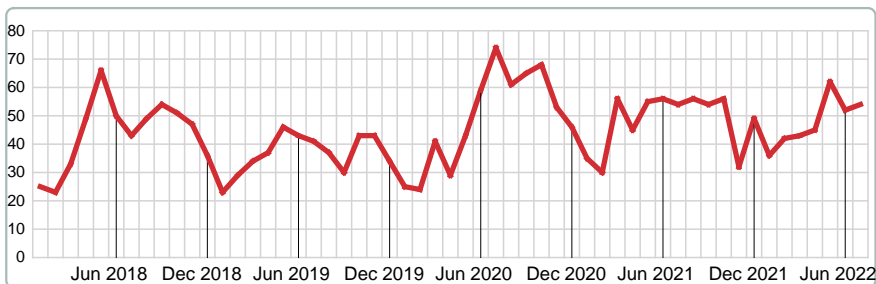
### JULY



### YEAR TO DATE (YTD)

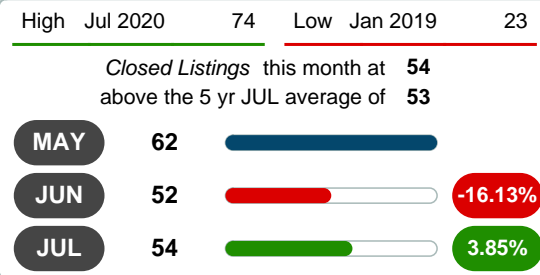


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.26%	31.6	4	1	0	0
\$75,001 - \$125,000	4	7.41%	16.5	2	2	0	0
\$125,001 - \$150,000	5	9.26%	19.4	4	0	0	1
\$150,001 - \$225,000	19	35.19%	26.9	1	14	4	0
\$225,001 - \$275,000	7	12.96%	20.1	1	6	0	0
\$275,001 - \$350,000	8	14.81%	24.5	0	5	3	0
\$350,001 and up	6	11.11%	47.7	0	1	3	2
<b>Total Closed Units</b>	<b>54</b>			<b>12</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>11,827,849</b>	<b>100%</b>	<b>27.0</b>	<b>1.39M</b>	<b>6.16M</b>	<b>2.94M</b>	<b>1.34M</b>
<b>Average Closed Price</b>	<b>\$219,034</b>			<b>\$115,988</b>	<b>\$212,586</b>	<b>\$293,600</b>	<b>\$445,000</b>

# July 2022



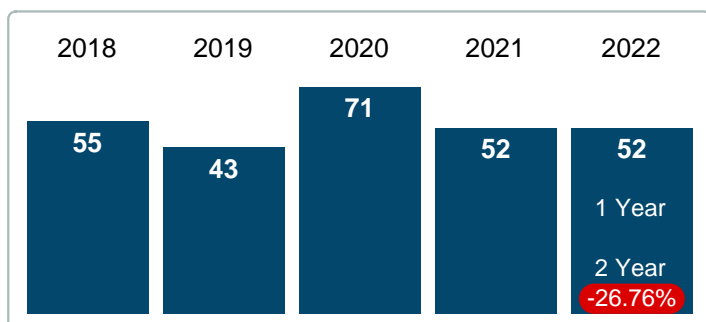
Area Delimited by County Of Cherokee - Residential Property Type



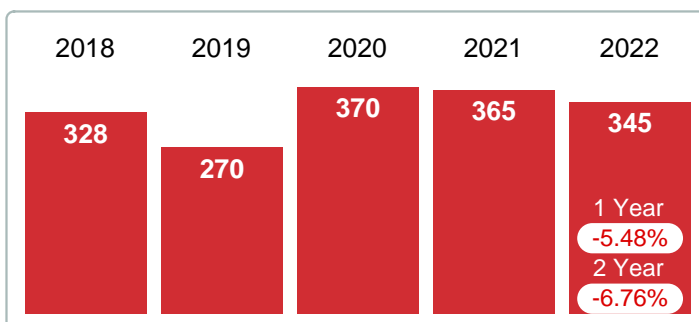
## PENDING LISTINGS

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

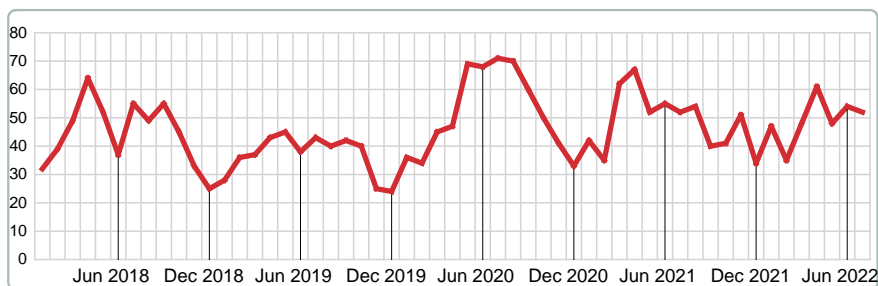
### JULY



### YEAR TO DATE (YTD)

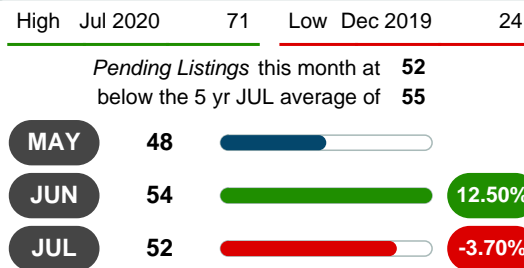


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL 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
\$75,000 and less	<div style="width: 7.69%;"></div> 4	7.69%	65.0	2	2	0	0
\$75,001 - \$125,000	<div style="width: 13.46%;"></div> 7	13.46%	32.4	3	3	1	0
\$125,001 - \$150,000	<div style="width: 19.23%;"></div> 10	19.23%	19.2	2	7	1	0
\$150,001 - \$225,000	<div style="width: 19.23%;"></div> 10	19.23%	12.0	1	8	1	0
\$225,001 - \$300,000	<div style="width: 15.38%;"></div> 8	15.38%	16.4	1	6	1	0
\$300,001 - \$525,000	<div style="width: 13.46%;"></div> 7	13.46%	32.1	0	4	3	0
\$525,001 and up	<div style="width: 11.54%;"></div> 6	11.54%	74.0	0	2	0	4
<b>Total Pending Units</b>	<b>52</b>			<b>9</b>	<b>32</b>	<b>7</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>13,024,180</b>	<b>100%</b>	<b>35.0</b>	<b>1.15M</b>	<b>7.22M</b>	<b>1.75M</b>	<b>2.91M</b>
<b>Average Listing Price</b>	<b>\$307,200</b>			<b>\$128,200</b>	<b>\$225,521</b>	<b>\$249,814</b>	<b>\$726,250</b>

# July 2022



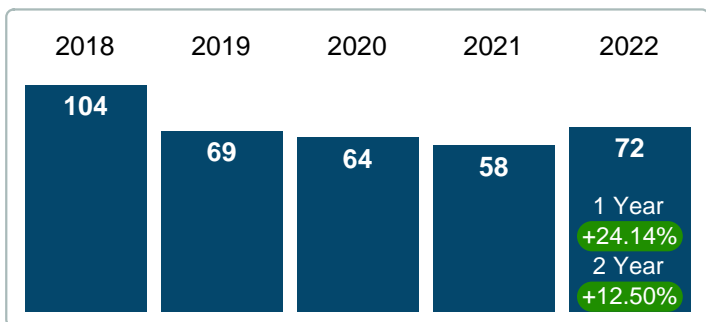
Area Delimited by County Of Cherokee - Residential Property Type



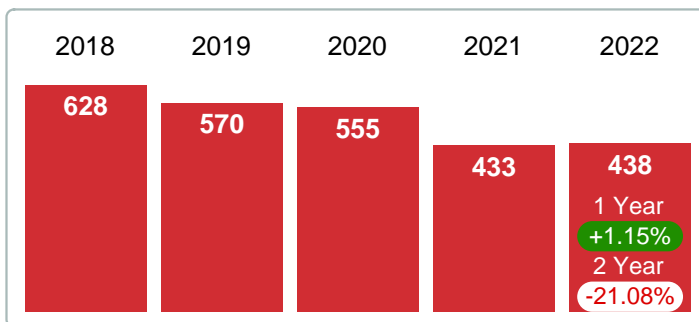
## NEW LISTINGS

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

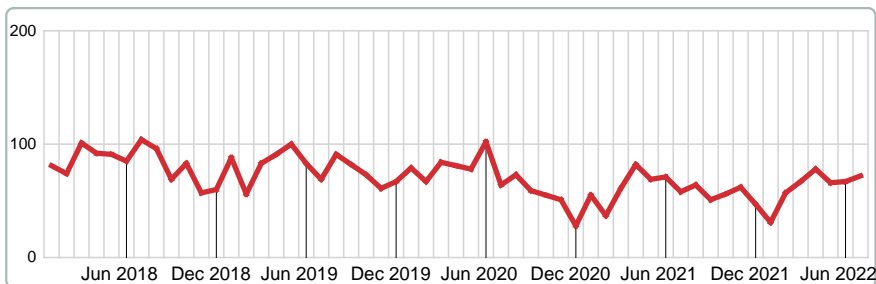
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 73

High Jul 2018 104 Low Dec 2020 28

New Listings this month at **72**  
 below the 5 yr JUL average of **73**

Month	New Listings	% Change
MAY	66	
JUN	67	+1.52%
JUL	72	+7.46%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.33%	4	2	0	0
\$100,001 - \$125,000	6	8.33%	2	4	0	0
\$125,001 - \$150,000	11	15.28%	2	8	1	0
\$150,001 - \$225,000	18	25.00%	3	14	0	1
\$225,001 - \$300,000	12	16.67%	3	6	2	1
\$300,001 - \$375,000	11	15.28%	1	7	3	0
\$375,001 and up	8	11.11%	1	2	4	1
<b>Total New Listed Units</b>	<b>72</b>		<b>16</b>	<b>43</b>	<b>10</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,000,600</b>	<b>100%</b>	<b>2.91M</b>	<b>9.28M</b>	<b>4.69M</b>	<b>1.11M</b>
<b>Average New Listed Listing Price</b>	<b>\$370,080</b>		<b>\$182,044</b>	<b>\$215,786</b>	<b>\$469,460</b>	<b>\$371,500</b>

# July 2022



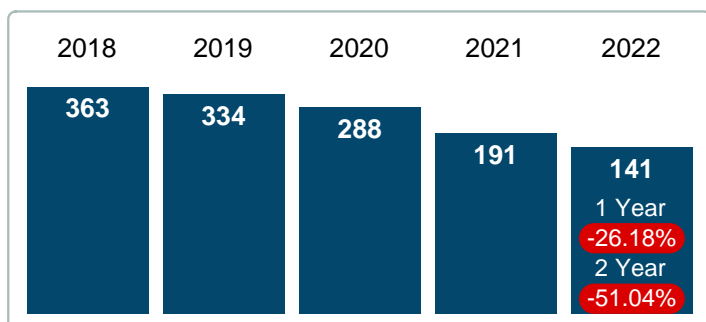
Area Delimited by County Of Cherokee - Residential Property Type



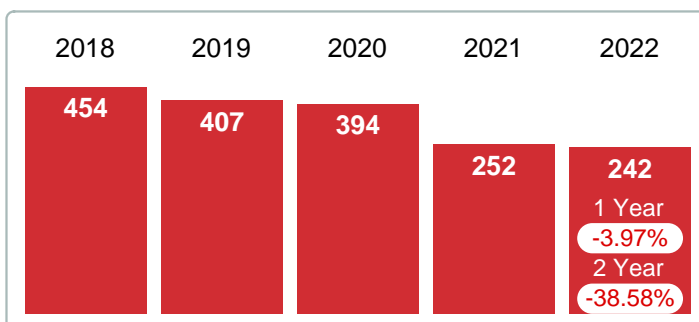
## ACTIVE INVENTORY

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

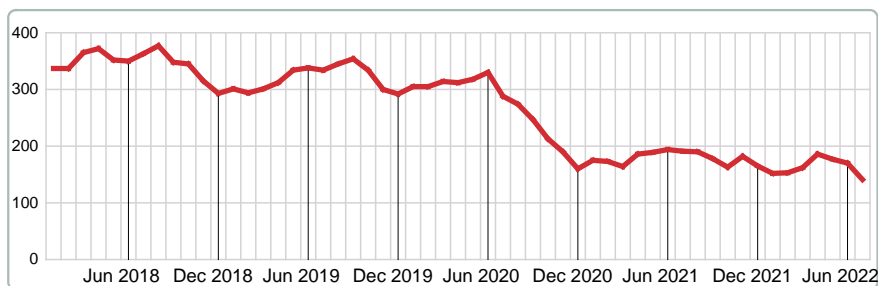
### END OF JULY



### ACTIVE DURING JULY

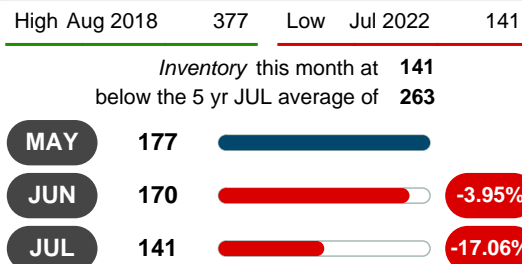


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 263



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.93%	63.9	6	8	0	0
\$100,001 - \$150,000	18	12.77%	61.8	8	9	1	0
\$150,001 - \$200,000	20	14.18%	39.6	5	12	2	1
\$200,001 - \$300,000	34	24.11%	76.0	7	15	10	2
\$300,001 - \$425,000	24	17.02%	65.8	3	13	6	2
\$425,001 - \$625,000	16	11.35%	91.6	2	6	8	0
\$625,001 and up	15	10.64%	149.0	1	6	8	0
<b>Total Active Inventory by Units</b>	<b>141</b>			<b>32</b>	<b>69</b>	<b>35</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>48,916,517</b>	<b>100%</b>	<b>75.6</b>	<b>7.83M</b>	<b>23.44M</b>	<b>16.22M</b>	<b>1.42M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$346,926</b>			<b>\$244,825</b>	<b>\$339,704</b>	<b>\$463,536</b>	<b>\$283,760</b>

# July 2022



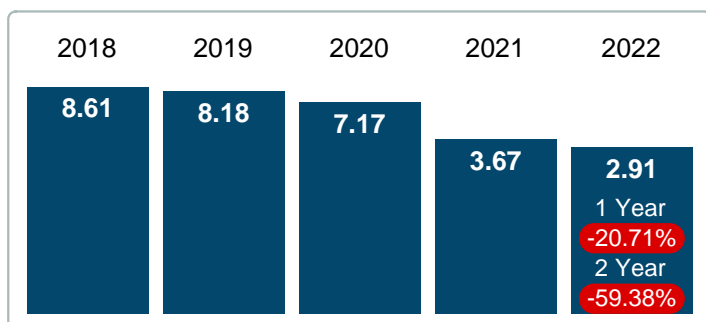
Area Delimited by County Of Cherokee - Residential Property Type



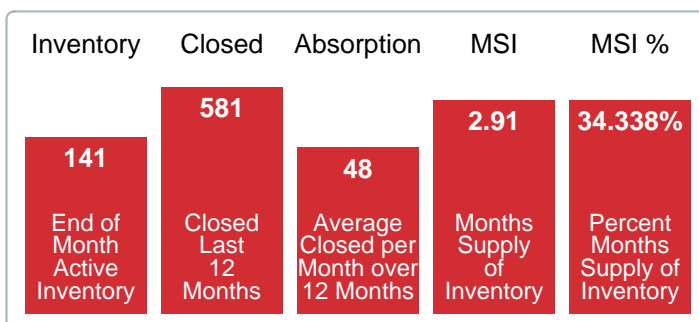
## MONTHS SUPPLY of INVENTORY (MSI)

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

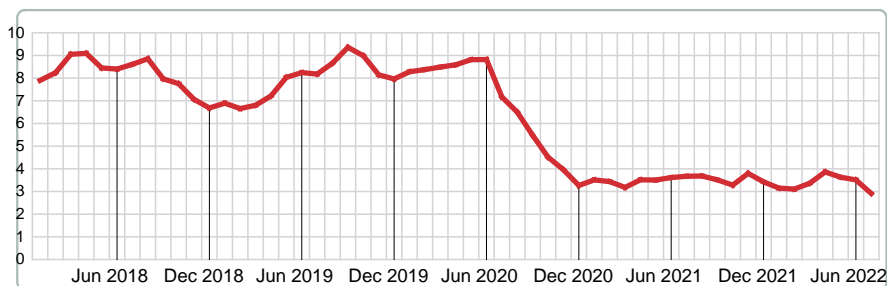
### MSI FOR JULY



### INDICATORS FOR JULY 2022

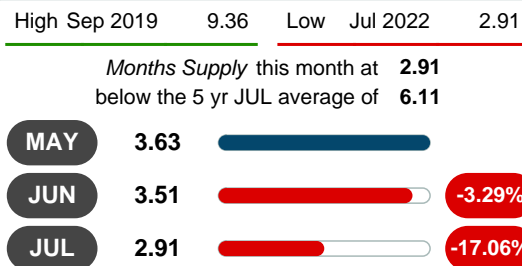


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 6.11



### 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	14	9.93%	1.68	1.50	2.04	0.00	0.00
\$100,001 - \$150,000	18	12.77%	1.85	2.59	1.59	1.50	0.00
\$150,001 - \$200,000	20	14.18%	2.02	5.00	1.62	1.71	3.00
\$200,001 - \$300,000	34	24.11%	2.63	14.00	1.65	3.64	3.43
\$300,001 - \$425,000	24	17.02%	6.86	12.00	9.75	3.79	6.00
\$425,001 - \$625,000	16	11.35%	6.00	24.00	4.24	10.67	0.00
\$625,001 and up	15	10.64%	11.25	0.00	12.00	19.20	0.00
Market Supply of Inventory (MSI)			2.91	3.59	2.35	4.57	2.00
Total Active Inventory by Units		100%	2.91	32	69	35	5

# July 2022



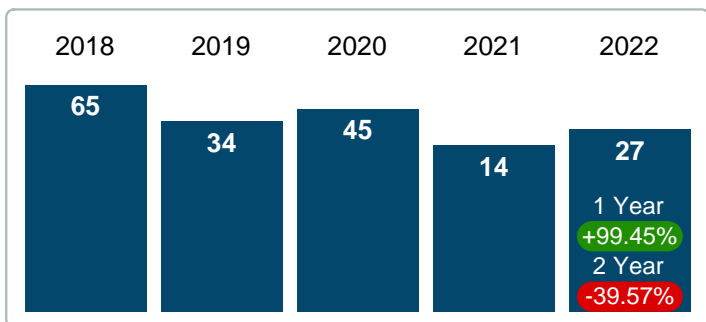
Area Delimited by County Of Cherokee - Residential Property Type



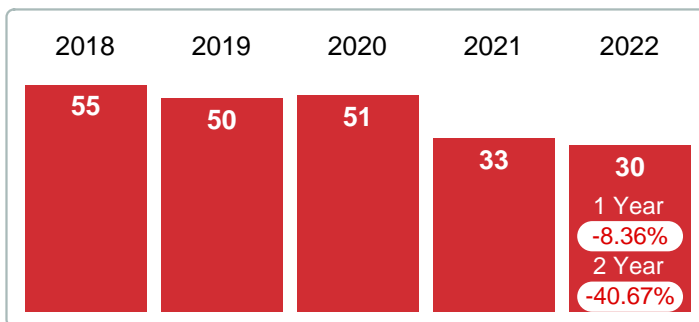
## AVERAGE DAYS ON MARKET TO SALE

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

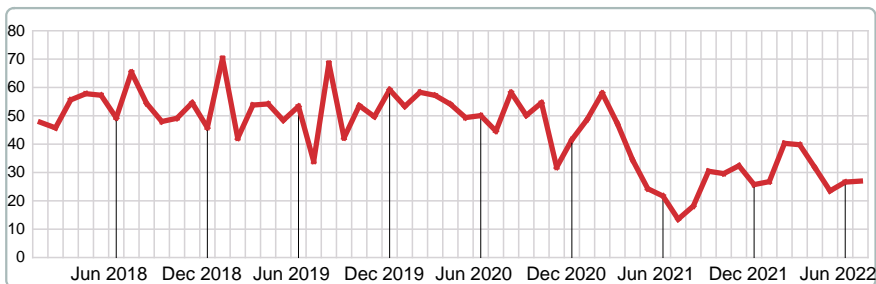
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

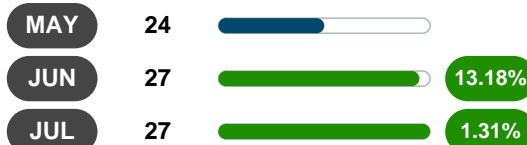


### 3 MONTHS

5 year JUL AVG = 37

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 27 below the 5 yr JUL average of 37



### 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
\$75,000 and less	9.26%	32	11	113	0	0
\$75,001 - \$125,000	7.41%	17	29	4	0	0
\$125,001 - \$150,000	9.26%	19	16	0	0	32
\$150,001 - \$225,000	35.19%	27	17	24	41	0
\$225,001 - \$275,000	12.96%	20	1	23	0	0
\$275,001 - \$350,000	14.81%	25	0	14	42	0
\$350,001 and up	11.11%	48	0	22	23	97
<b>Average Closed DOM</b>		<b>27</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>16</b>	<b>24</b>	<b>36</b>	<b>75</b>
<b>Total Closed Volume</b>			<b>1.39M</b>	<b>6.16M</b>	<b>2.94M</b>	<b>1.34M</b>

# July 2022



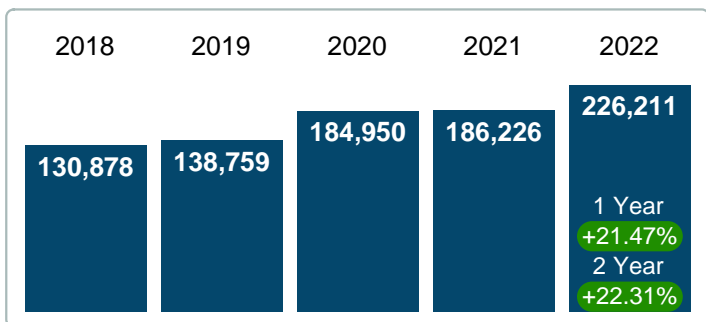
Area Delimited by County Of Cherokee - Residential Property Type



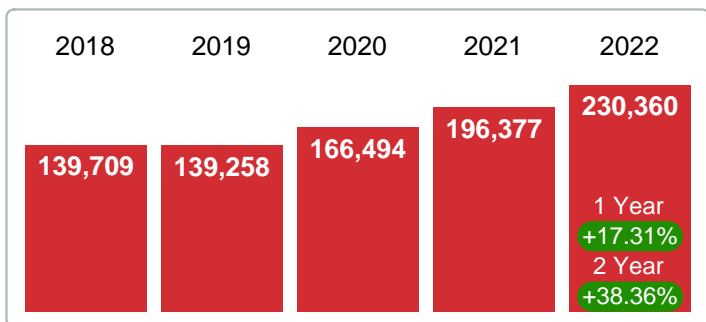
## AVERAGE LIST PRICE AT CLOSING

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

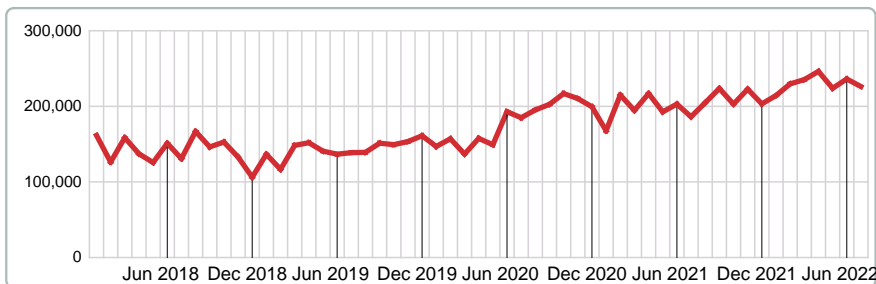
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

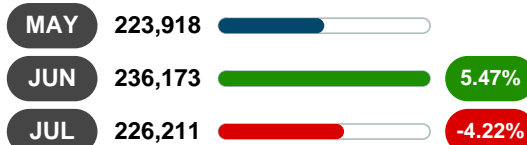


### 3 MONTHS

5 year JUL AVG = 173,405

High Apr 2022 246,189 Low Dec 2018 106,258

Average List Price at Closing this month at **226,211** above the 5 yr JUL average of **173,405**



### 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
\$75,000 and less	9.26%	59,780	58,475	65,000	0	0
\$75,001 - \$125,000	7.41%	89,000	88,000	90,000	0	0
\$125,001 - \$150,000	7.41%	135,350	135,350	0	0	170,000
\$150,001 - \$225,000	33.33%	187,272	210,000	185,886	217,125	0
\$225,001 - \$275,000	16.67%	242,711	239,900	244,083	0	0
\$275,001 - \$350,000	12.96%	305,871	0	299,080	348,233	0
\$350,001 and up	12.96%	474,671	0	439,900	411,600	624,500
<b>Average List Price</b>		<b>226,211</b>	<b>116,767</b>	<b>215,421</b>	<b>314,800</b>	<b>473,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>226,211</b>	<b>12</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,215,400</b>	<b>1.40M</b>	<b>6.25M</b>	<b>3.15M</b>	<b>1.42M</b>



# July 2022



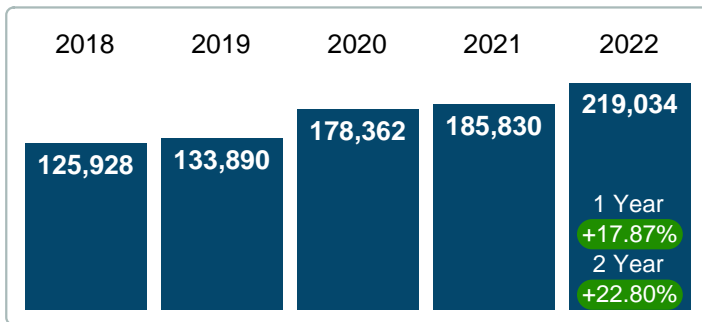
Area Delimited by County Of Cherokee - Residential Property Type



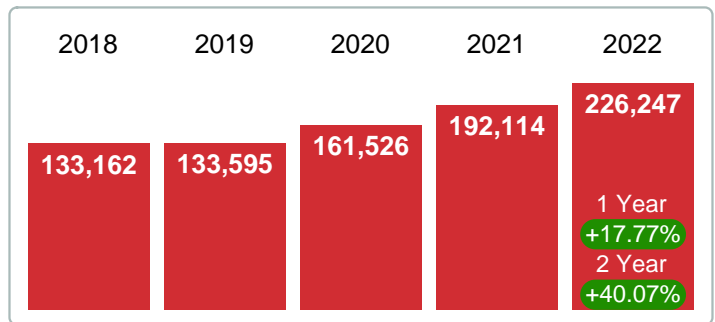
## AVERAGE SOLD PRICE AT CLOSING

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

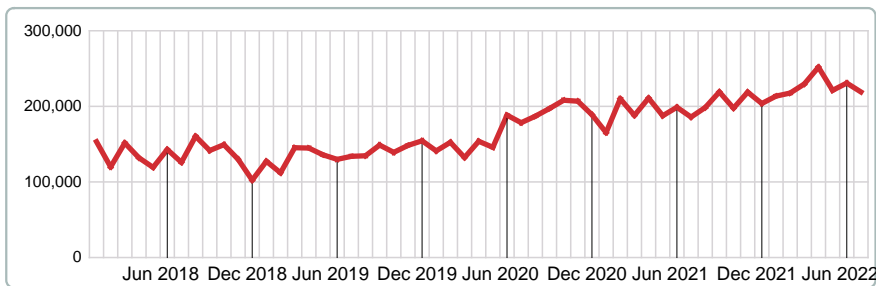
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

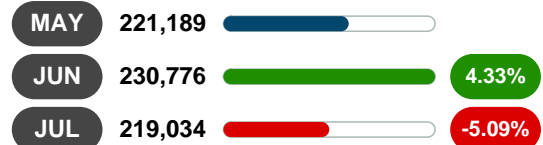


### 3 MONTHS

5 year JUL AVG = 168,609

High Apr 2022 251,771 Low Dec 2018 102,382

Average Sold Price at Closing this month at **219,034** above the 5 yr JUL average of **168,609**



### 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
\$75,000 and less	9.26%	56,600	55,750	60,000	0	0
\$75,001 - \$125,000	7.41%	87,875	87,000	88,750	0	0
\$125,001 - \$150,000	9.26%	137,990	134,988	0	0	150,000
\$150,001 - \$225,000	35.19%	187,684	215,000	182,729	198,200	0
\$225,001 - \$275,000	12.96%	243,043	239,900	243,567	0	0
\$275,001 - \$350,000	14.81%	305,150	0	293,600	324,400	0
\$350,001 and up	11.11%	465,817	0	439,900	390,000	592,500
<b>Average Sold Price</b>		<b>219,034</b>	<b>115,988</b>	<b>212,586</b>	<b>293,600</b>	<b>445,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>219,034</b>	<b>12</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>11,827,849</b>	<b>1.39M</b>	<b>6.16M</b>	<b>2.94M</b>	<b>1.34M</b>

# July 2022



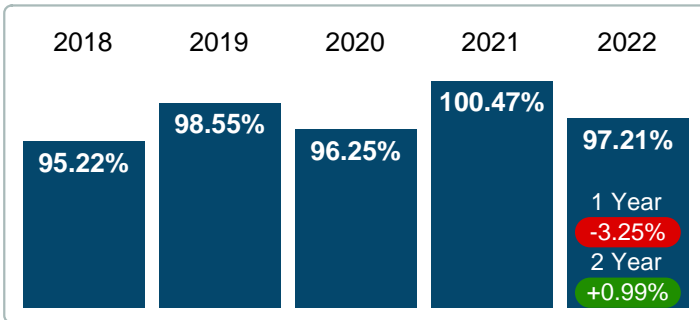
Area Delimited by County Of Cherokee - Residential Property Type



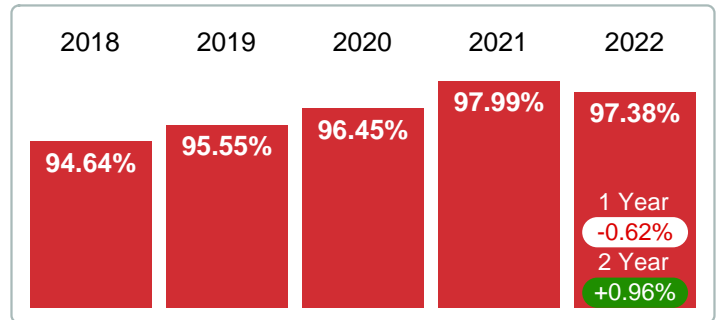
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

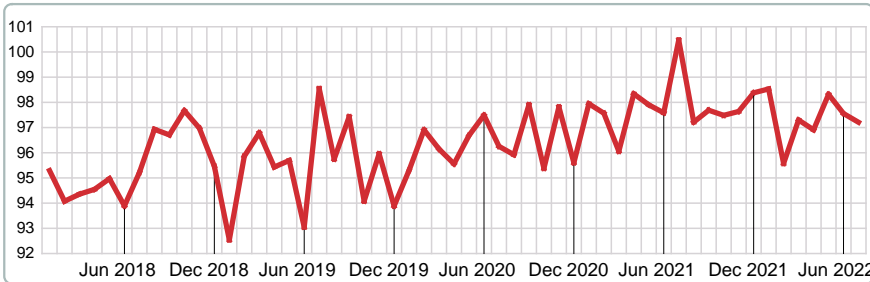
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

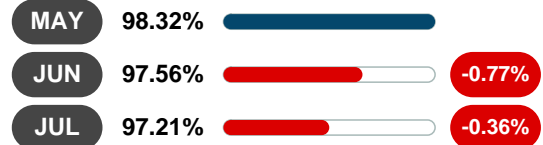


### 3 MONTHS

5 year JUL AVG = 97.54%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.21%**  
below the 5 yr JUL average of **97.54%**



### 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
\$75,000 and less	5	9.26%	94.48%	95.02%	92.31%	0.00%	0.00%
\$75,001 - \$125,000	4	7.41%	98.92%	99.32%	98.53%	0.00%	0.00%
\$125,001 - \$150,000	5	9.26%	97.49%	99.80%	0.00%	0.00%	88.24%
\$150,001 - \$225,000	19	35.19%	97.05%	102.38%	98.30%	91.37%	0.00%
\$225,001 - \$275,000	7	12.96%	99.86%	100.00%	99.84%	0.00%	0.00%
\$275,001 - \$350,000	8	14.81%	96.68%	0.00%	98.27%	94.03%	0.00%
\$350,001 and up	6	11.11%	96.24%	0.00%	100.00%	95.97%	94.76%
Average Sold/List Ratio		97.20%		98.36%	98.48%	93.54%	92.58%
Total Closed Units		54	100%	12	29	10	3
Total Closed Volume		11,827,849		1.39M	6.16M	2.94M	1.34M

# July 2022



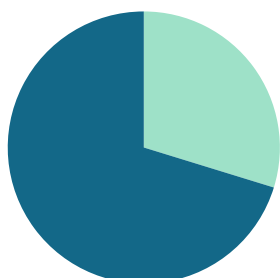
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

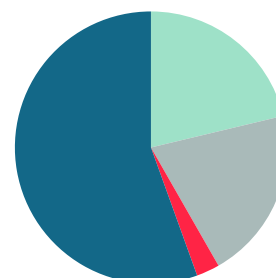


**Inventory**  
 New Listings  
**72 = 29.75%**  
 Start Inventory  
**170**  
 Total Inventory Units  
**242**  
 Volume  
**\$74,874,617**

### Market Activity

Closed Sales  
**54 = 21.26%**  
 Pending Sales  
**52 = 20.47%**  
 Other Off Market  
**7 = 2.76%**  
 Active Inventory  
**141 = 55.51%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	54	0.00%	331	334	0.91%
Pending Sales	52	52	0.00%	365	345	-5.48%
New Listings	58	72	24.14%	433	438	1.15%
Average List Price	186,226	226,211	21.47%	196,377	230,360	17.31%
Average Sale Price	185,830	219,034	17.87%	192,114	226,247	17.77%
Average Percent of Selling Price to List Price	100.47%	97.21%	-3.25%	97.99%	97.38%	-0.62%
Average Days on Market to Sale	13.52	26.96	99.45%	32.98	30.22	-8.36%
Monthly Inventory	191	141	-26.18%	191	141	-26.18%
Months Supply of Inventory	3.67	2.91	-20.71%	3.67	2.91	-20.71%

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

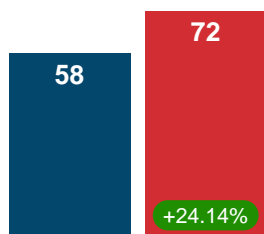
**Inventory** on July 31, 2022 = **141**

**2021** **2022**

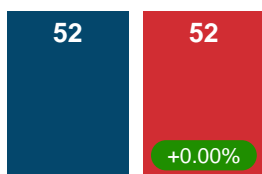
### JULY MARKET

### AVERAGE PRICES

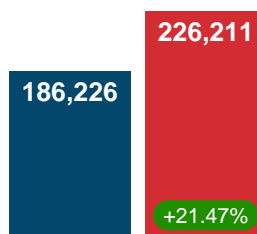
#### New Listings



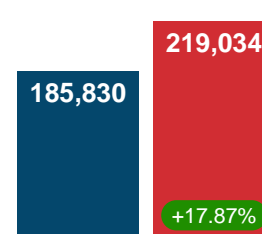
#### Pending Listings



#### List Price



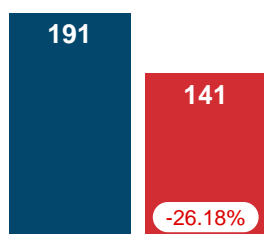
#### Sale Price



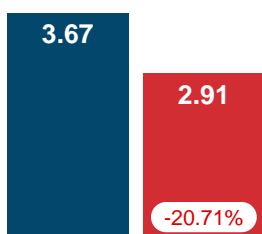
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

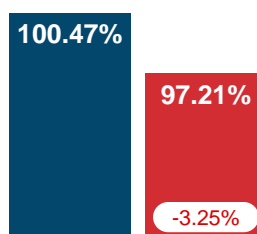
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

