

July 2022



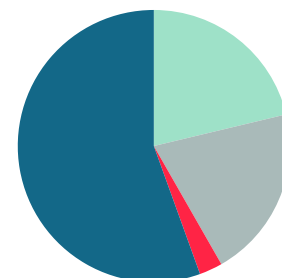
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	169,900	204,950	20.63%
Median Sale Price	173,350	200,000	15.37%
Median Percent of Selling Price to List Price	100.00%	98.49%	-1.51%
Median Days on Market to Sale	6.50	13.00	100.00%
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.

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 **15.37%** in July 2022 to \$200,000 versus the previous year at \$173,350.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 6.50 days or **100.00%** in July 2022 compared to last year's same month at **6.50** DOM.

Sales Success for July 2022 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

July 2022



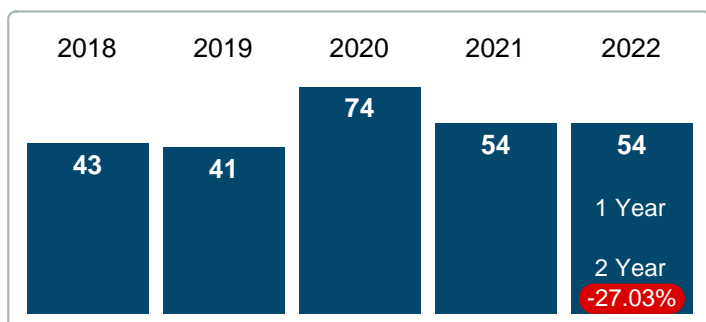
Area Delimited by County Of Cherokee - Residential Property Type



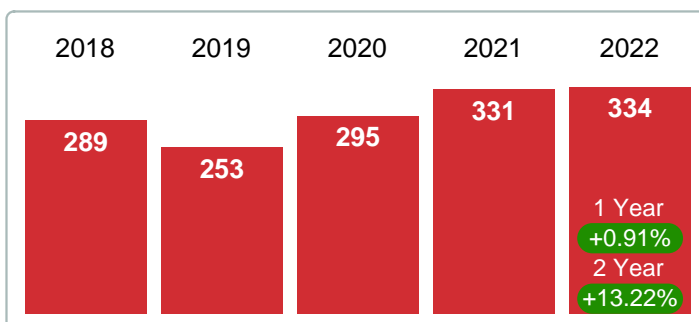
CLOSED LISTINGS

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

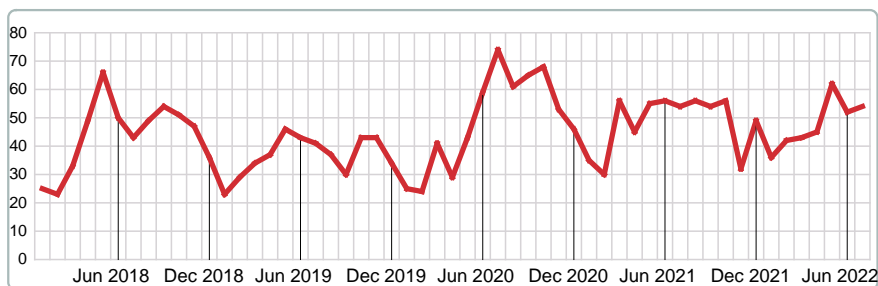
JULY



YEAR TO DATE (YTD)

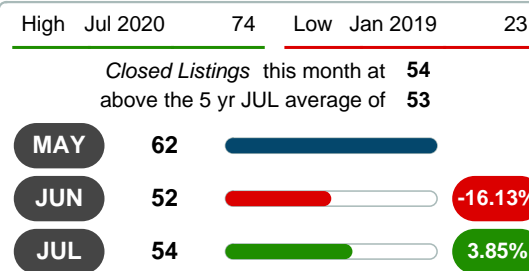


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.26%	13.0	4	1	0	0
\$75,001 - \$125,000	4	7.41%	5.5	2	2	0	0
\$125,001 - \$150,000	5	9.26%	25.0	4	0	0	1
\$150,001 - \$225,000	19	35.19%	18.0	1	14	4	0
\$225,001 - \$275,000	7	12.96%	8.0	1	6	0	0
\$275,001 - \$350,000	8	14.81%	5.0	0	5	3	0
\$350,001 and up	6	11.11%	11.5	0	1	3	2
Total Closed Units	54			12	29	10	3
Total Closed Volume	11,827,849	100%	13.0	1.39M	6.16M	2.94M	1.34M
Median Closed Price	\$200,000			\$111,625	\$212,500	\$313,200	\$550,000

July 2022



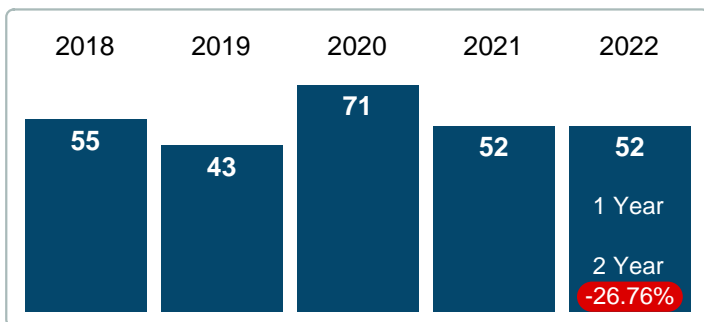
Area Delimited by County Of Cherokee - Residential Property Type



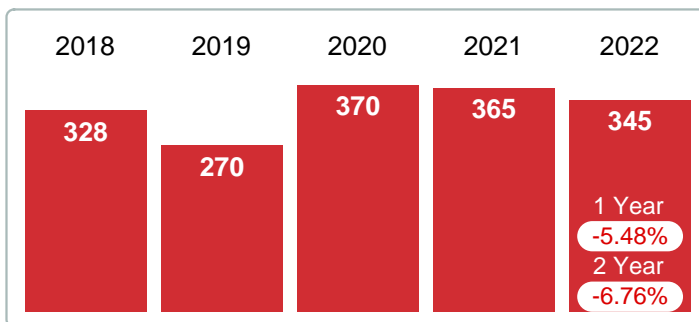
PENDING LISTINGS

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

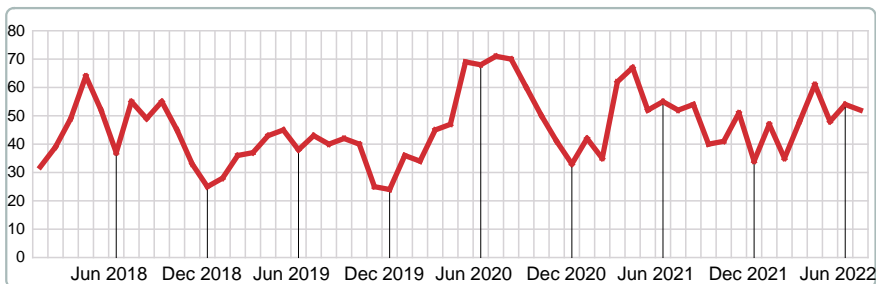
JULY



YEAR TO DATE (YTD)

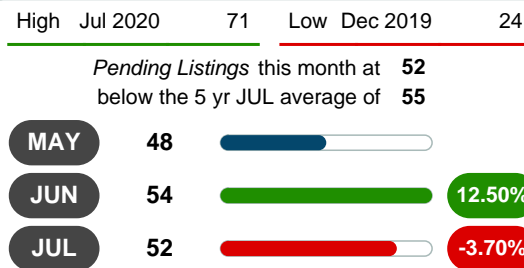


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.69%	42.5	2	2	0	0
\$75,001 - \$125,000	7	13.46%	9.0	3	3	1	0
\$125,001 - \$150,000	10	19.23%	6.0	2	7	1	0
\$150,001 - \$225,000	10	19.23%	4.0	1	8	1	0
\$225,001 - \$300,000	8	15.38%	9.5	1	6	1	0
\$300,001 - \$525,000	7	13.46%	12.0	0	4	3	0
\$525,001 and up	6	11.54%	43.5	0	2	0	4
Total Pending Units	52			9	32	7	4
Total Pending Volume	13,024,180	100%	9.0	1.15M	7.22M	1.75M	2.91M
Median Listing Price	\$200,000			\$110,000	\$199,950	\$235,000	\$715,000

July 2022



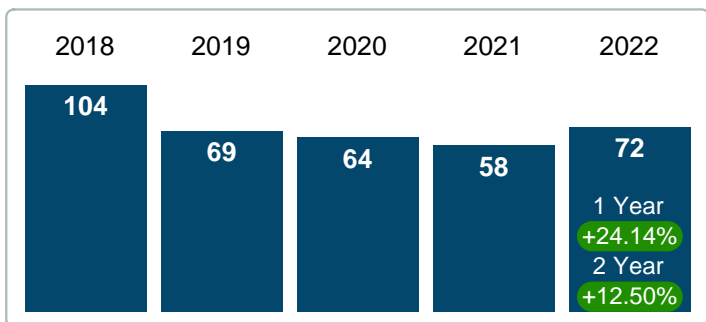
Area Delimited by County Of Cherokee - Residential Property Type



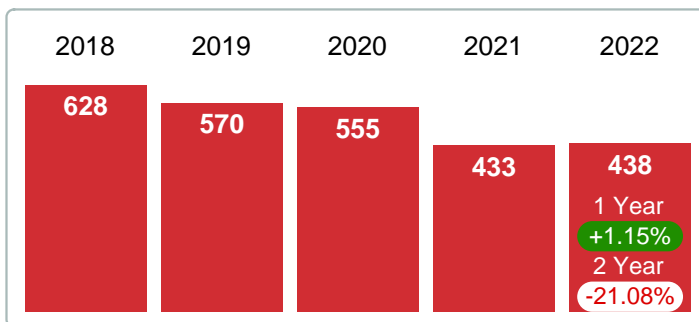
NEW LISTINGS

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

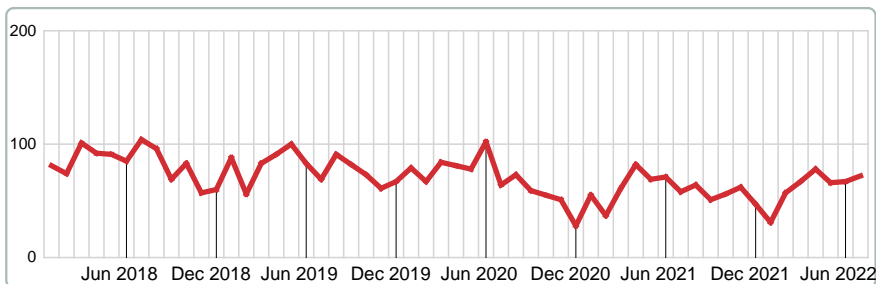
JULY



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

MAY	66	<div style="width: 90%;"></div>
JUN	67	<div style="width: 92%;"></div> 1.52%
JUL	72	<div style="width: 99%;"></div> 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
Total New Listed Units	72		16	43	10	3
Total New Listed Volume	18,000,600	100%	2.91M	9.28M	4.69M	1.11M
Median New Listed Listing Price	\$204,950		\$157,750	\$189,900	\$357,400	\$244,500

July 2022



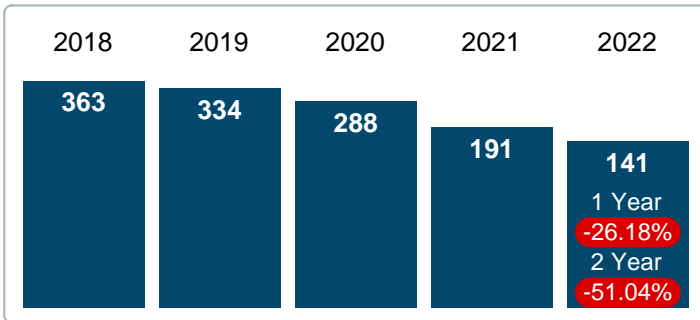
Area Delimited by County Of Cherokee - Residential Property Type



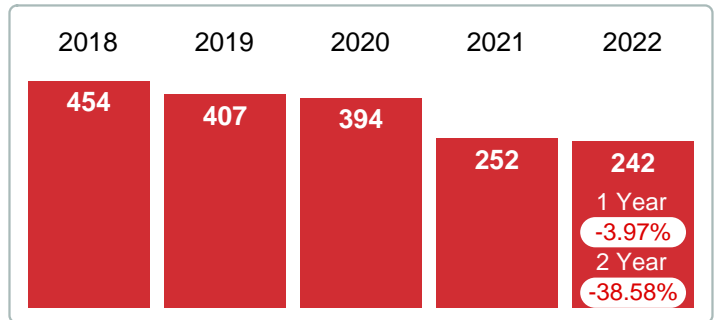
ACTIVE INVENTORY

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

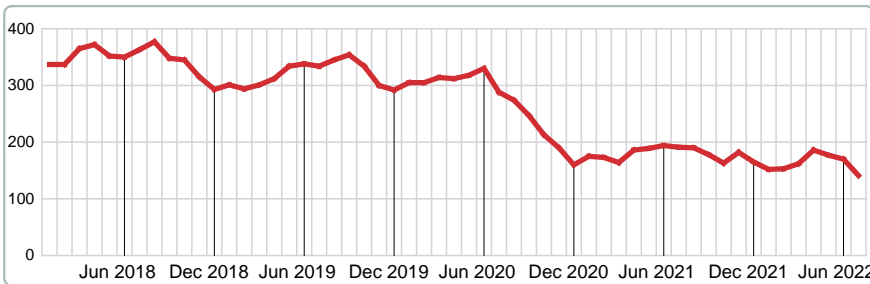
END OF JULY



ACTIVE DURING JULY

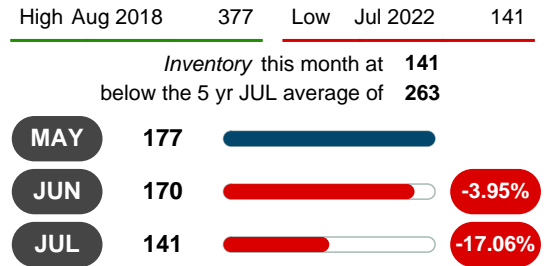


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 263



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.93%	63.0	6	8	0	0
\$100,001 - \$150,000	18	12.77%	33.5	8	9	1	0
\$150,001 - \$200,000	20	14.18%	34.5	5	12	2	1
\$200,001 - \$300,000	34	24.11%	54.0	7	15	10	2
\$300,001 - \$425,000	24	17.02%	49.0	3	13	6	2
\$425,001 - \$625,000	16	11.35%	81.5	2	6	8	0
\$625,001 and up	15	10.64%	115.0	1	6	8	0
Total Active Inventory by Units	141			32	69	35	5
Total Active Inventory by Volume	48,916,517	100%	53.0	7.83M	23.44M	16.22M	1.42M
Median Active Inventory Listing Price	\$258,680			\$172,500	\$238,000	\$399,900	\$244,500

July 2022



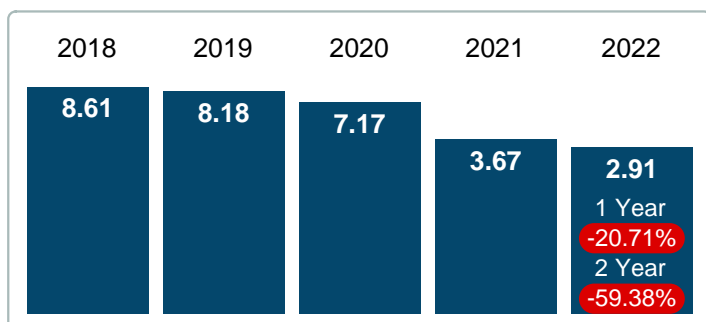
Area Delimited by County Of Cherokee - Residential Property Type



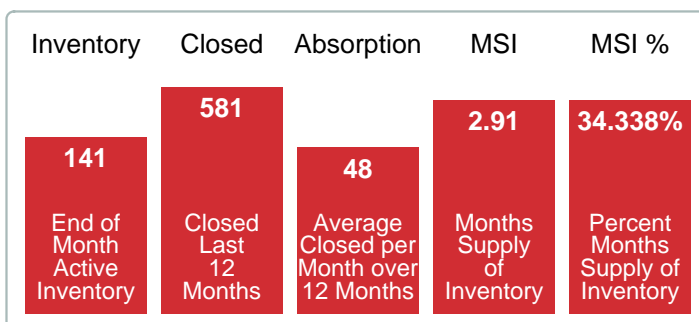
MONTHS SUPPLY of INVENTORY (MSI)

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

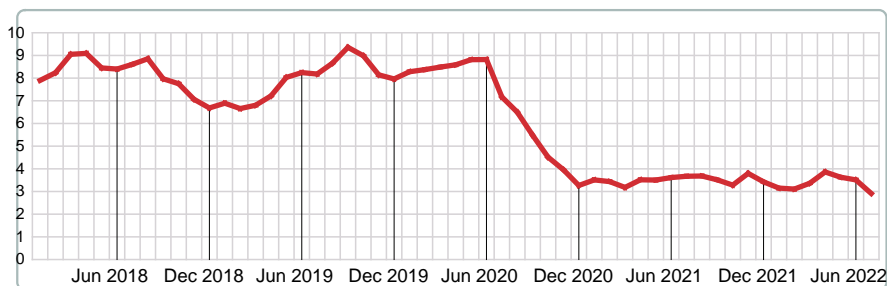
MSI FOR JULY



INDICATORS FOR JULY 2022

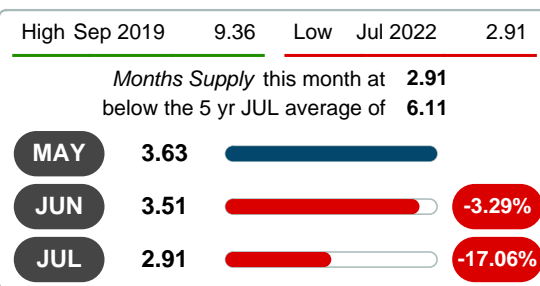


5 YEAR MARKET ACTIVITY TRENDS



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



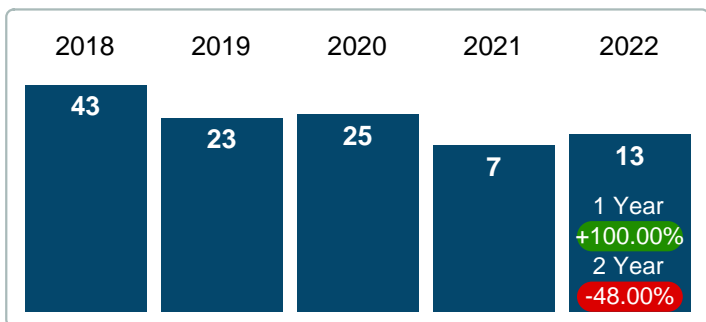
Area Delimited by County Of Cherokee - Residential Property Type



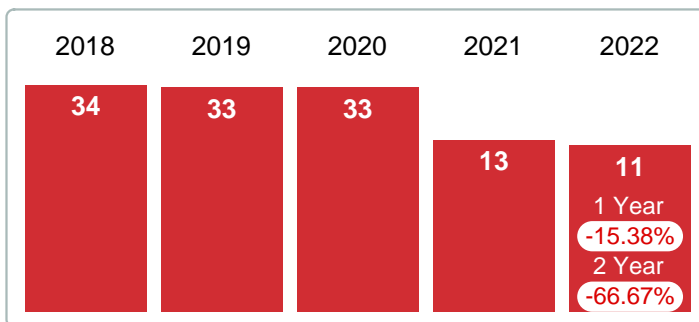
MEDIAN DAYS ON MARKET TO SALE

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

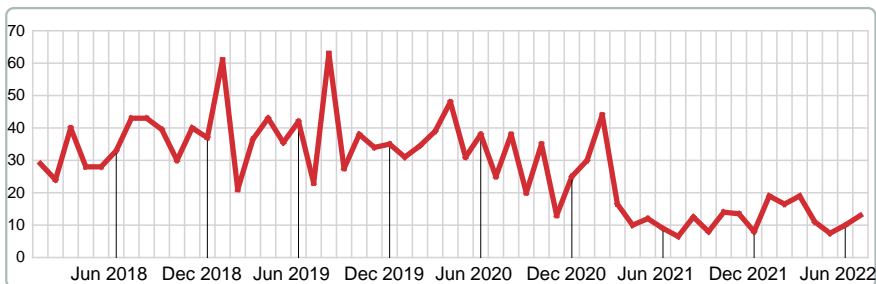
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

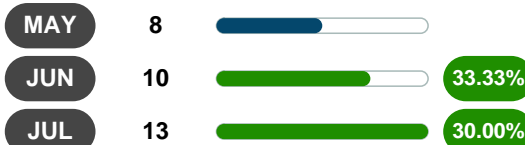


3 MONTHS

5 year JUL AVG = 22

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 13 below the 5 yr JUL average of 22



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	9.26%	13	11	113	0	0
\$75,001 - \$125,000	7.41%	6	29	4	0	0
\$125,001 - \$150,000	9.26%	25	17	0	0	32
\$150,001 - \$225,000	35.19%	18	17	16	42	0
\$225,001 - \$275,000	12.96%	8	1	9	0	0
\$275,001 - \$350,000	14.81%	5	0	4	6	0
\$350,001 and up	11.11%	12	0	22	1	97
Median Closed DOM		13				
Total Closed Units	100%	13.0	12	29	10	3
Total Closed Volume		11,827,849	1.39M	6.16M	2.94M	1.34M

July 2022



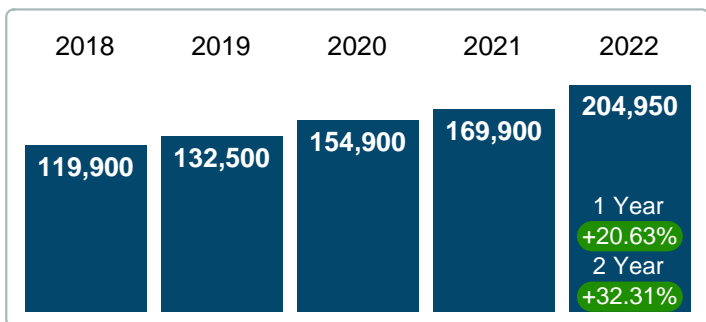
Area Delimited by County Of Cherokee - Residential Property Type



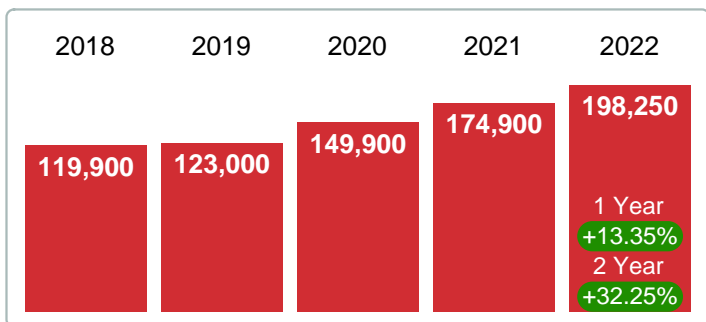
MEDIAN LIST PRICE AT CLOSING

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

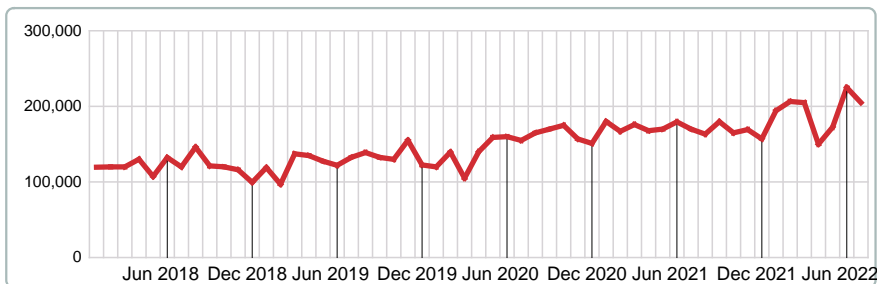
JULY



YEAR TO DATE (YTD)

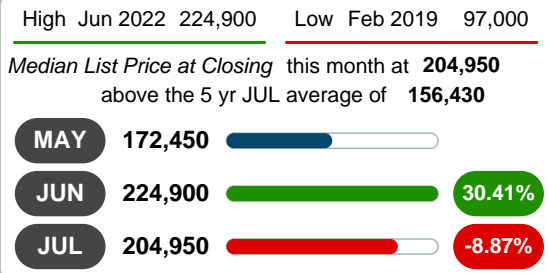


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 156,430



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
\$75,000 and less	9.26%	59,000	54,500	65,000	0	0
\$75,001 - \$125,000	7.41%	90,000	88,000	90,000	0	0
\$125,001 - \$150,000	7.41%	134,900	134,900	0	0	0
\$150,001 - \$225,000	33.33%	185,000	210,000	182,500	194,250	170,000
\$225,001 - \$275,000	16.67%	239,900	239,900	244,950	240,000	0
\$275,001 - \$350,000	12.96%	298,900	0	289,900	322,850	0
\$350,001 and up	12.96%	439,900	0	439,900	389,450	624,500
Median List Price		204,950	114,450	219,900	322,850	599,000
Total Closed Units	100%	204,950	12	29	10	3
Total Closed Volume		12,215,400	1.40M	6.25M	3.15M	1.42M

July 2022



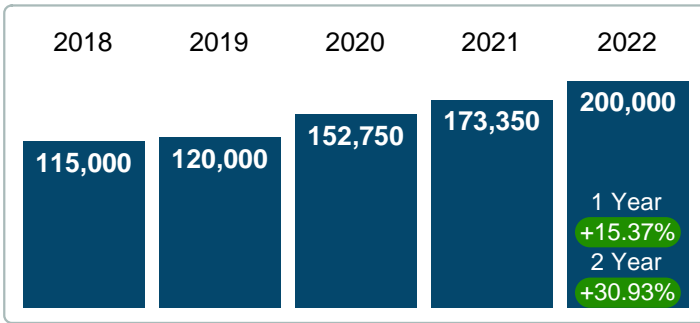
Area Delimited by County Of Cherokee - Residential Property Type



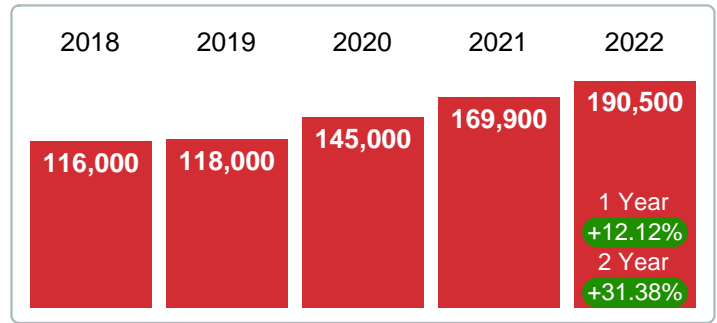
MEDIAN SOLD PRICE AT CLOSING

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

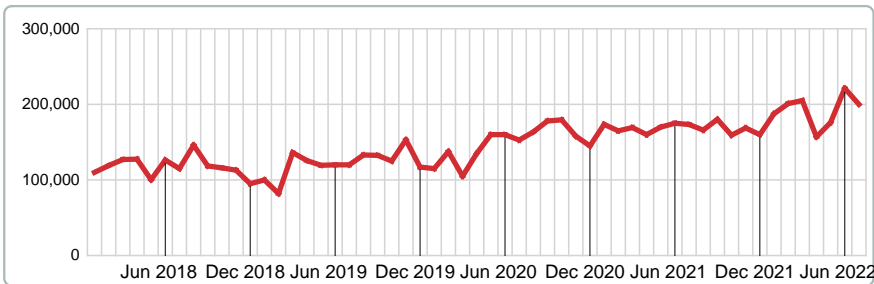
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

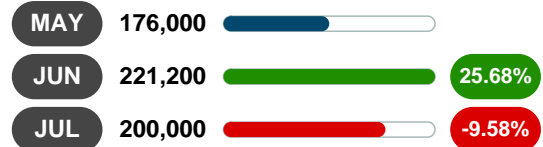


3 MONTHS

5 year JUL AVG = 152,220

High Jun 2022 221,200 Low Feb 2019 82,000

Median Sold Price at Closing this month at 200,000 above the 5 yr JUL average of 152,220



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	9.26%	55,000	52,000	60,000	0	0
\$75,001 - \$125,000	7.41%	88,750	87,000	88,750	0	0
\$125,001 - \$150,000	9.26%	135,000	135,000	0	0	150,000
\$150,001 - \$225,000	35.19%	185,000	215,000	180,000	200,000	0
\$225,001 - \$275,000	12.96%	240,000	239,900	245,900	0	0
\$275,001 - \$350,000	14.81%	296,950	0	285,000	327,500	0
\$350,001 and up	11.11%	429,950	0	439,900	385,000	592,500
Median Sold Price		200,000	111,625	212,500	313,200	550,000
Total Closed Units	100%	200,000	12	29	10	3
Total Closed Volume		11,827,849	1.39M	6.16M	2.94M	1.34M

July 2022



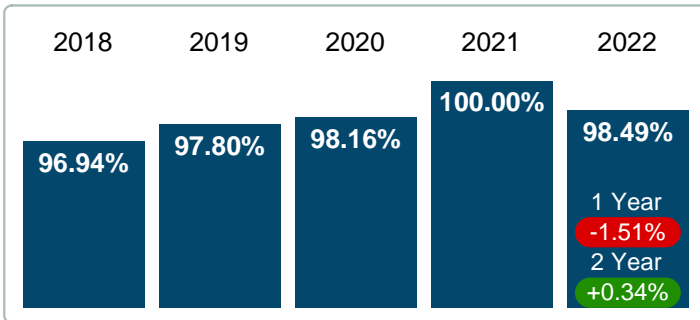
Area Delimited by County Of Cherokee - Residential Property Type



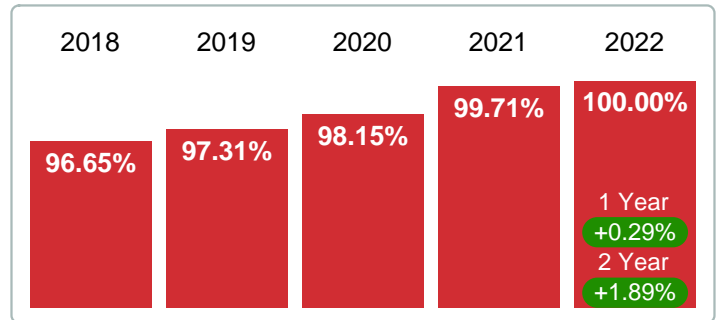
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

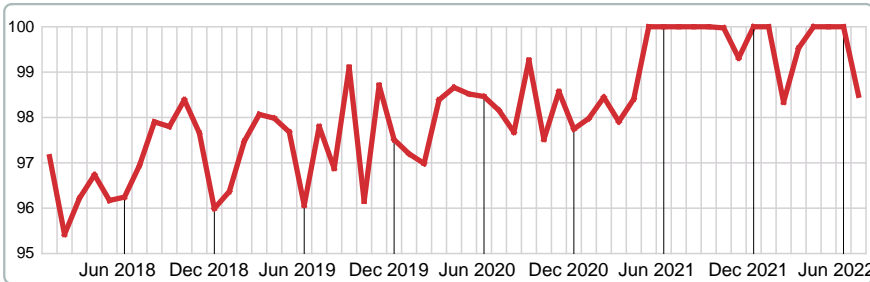
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

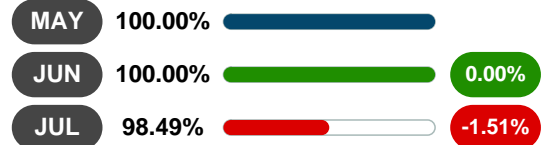


3 MONTHS

5 year JUL AVG = 98.28%

High Jun 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **98.49%**
equal to 5 yr JUL average of **98.28%**



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	5	9.26%	93.22%	95.61%	92.31%	0.00%	0.00%
\$75,001 - \$125,000	4	7.41%	98.53%	99.32%	98.53%	0.00%	0.00%
\$125,001 - \$150,000	5	9.26%	97.96%	98.98%	0.00%	0.00%	88.24%
\$150,001 - \$225,000	19	35.19%	98.67%	102.38%	100.00%	90.53%	0.00%
\$225,001 - \$275,000	7	12.96%	100.00%	100.00%	100.00%	0.00%	0.00%
\$275,001 - \$350,000	8	14.81%	99.15%	0.00%	98.31%	100.00%	0.00%
\$350,001 and up	6	11.11%	96.89%	0.00%	100.00%	96.08%	94.76%
Median Sold/List Ratio		98.49%		98.33%	100.00%	93.03%	91.82%
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



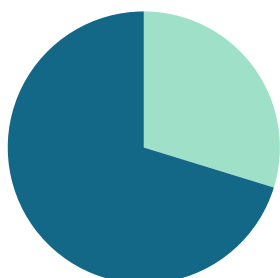
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

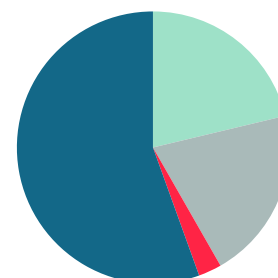


Inventory
 New Listings
72 = 29.75%
 Start Inventory
170
 Total Inventory Units
242
 Volume
\$74,874,617

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%
Median List Price	169,900	204,950	20.63%	174,900	198,250	13.35%
Median Sale Price	173,350	200,000	15.37%	169,900	190,500	12.12%
Median Percent of Selling Price to List Price	100.00%	98.49%	-1.51%	99.71%	100.00%	0.29%
Median Days on Market to Sale	6.50	13.00	100.00%	13.00	11.00	-15.38%
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%

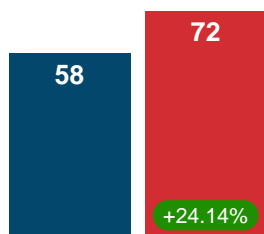
Absorption: Last 12 months, an Average of **48** Sales/Month

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

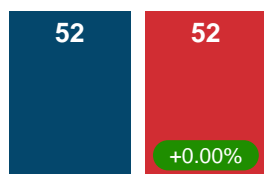
2021 **2022**

JULY MARKET

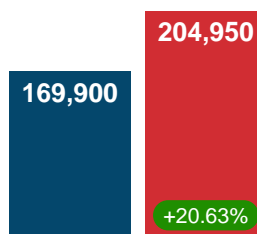
New Listings



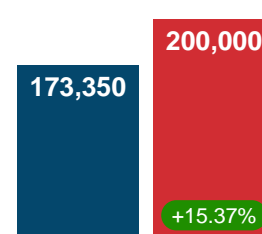
Pending Listings



List Price

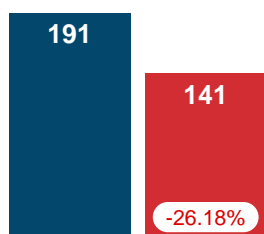


Sale Price

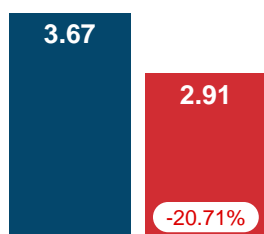


INVENTORY

Active Inventory

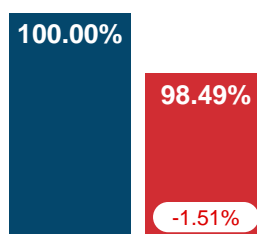


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

