

## June 2022



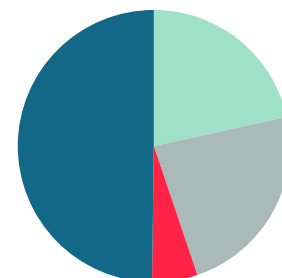
Area Delimited by County Of Cherokee - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	56	52	-7.14%
Pending Listings	55	56	1.82%
New Listings	71	67	-5.63%
Average List Price	202,989	236,173	16.35%
Average Sale Price	198,786	230,776	16.09%
Average Percent of Selling Price to List Price	97.59%	97.56%	-0.03%
Average Days on Market to Sale	21.70	26.62	22.67%
End of Month Inventory	194	120	-38.14%
Months Supply of Inventory	3.61	2.48	-31.44%



■ Closed (21.58%)  
■ Pending (23.24%)  
■ Other OffMarket (5.39%)  
■ Active (49.79%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of June 30, 2022 = **120**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2022 decreased **38.14%** to 120 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 **2.48** 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 **16.09%** in June 2022 to \$230,776 versus the previous year at \$198,786.

##### Average Days on Market Lengthens

The average number of **26.62** days that homes spent on the market before selling increased by 4.92 days or **22.67%** in June 2022 compared to last year's same month at **21.70** DOM.

##### Sales Success for June 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 67 New Listings in June 2022, down **5.63%** from last year at 71. Furthermore, there were 52 Closed Listings this month versus last year at 56, a **-7.14%** decrease.

Closed versus Listed trends yielded a **77.6%** ratio, down from previous year's, June 2021, at **78.9%**, a **1.60%** 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

# June 2022



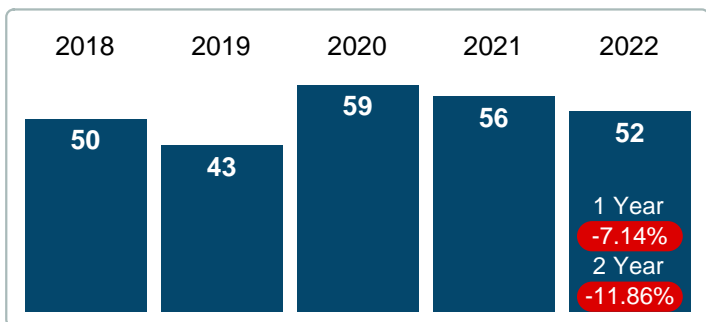
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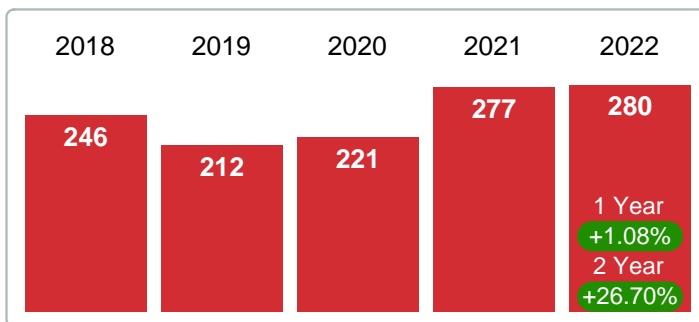
## CLOSED LISTINGS

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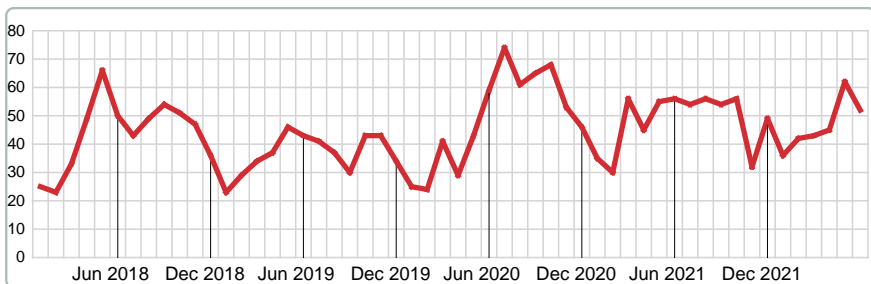
### JUNE



### YEAR TO DATE (YTD)

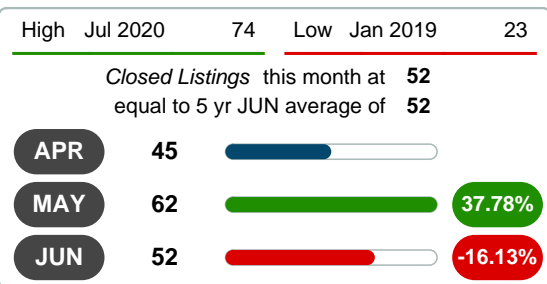


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 52



### 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	9.62%	57.4	0	5	0	0
\$75,001 - \$125,000	3	5.77%	11.0	2	0	0	1
\$125,001 - \$175,000	12	23.08%	11.3	2	10	0	0
\$175,001 - \$250,000	15	28.85%	21.7	1	13	1	0
\$250,001 - \$275,000	4	7.69%	22.3	0	3	1	0
\$275,001 - \$425,000	7	13.46%	37.9	0	4	3	0
\$425,001 and up	6	11.54%	41.3	1	4	0	1
<b>Total Closed Units</b>	<b>52</b>			<b>6</b>	<b>39</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,000,372</b>	<b>100%</b>	<b>26.6</b>	<b>1.15M</b>	<b>8.62M</b>	<b>1.41M</b>	<b>822.50K</b>
<b>Average Closed Price</b>	<b>\$230,776</b>			<b>\$191,583</b>	<b>\$220,935</b>	<b>\$282,380</b>	<b>\$411,250</b>

# June 2022



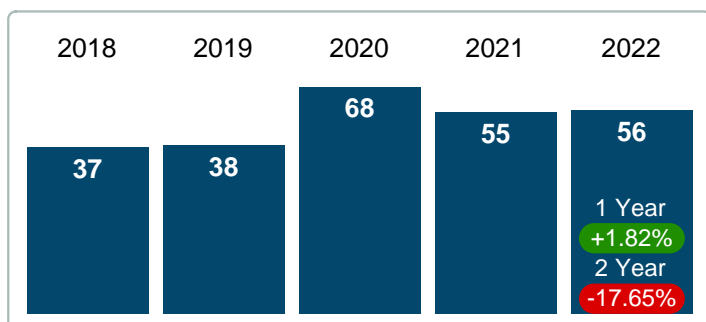
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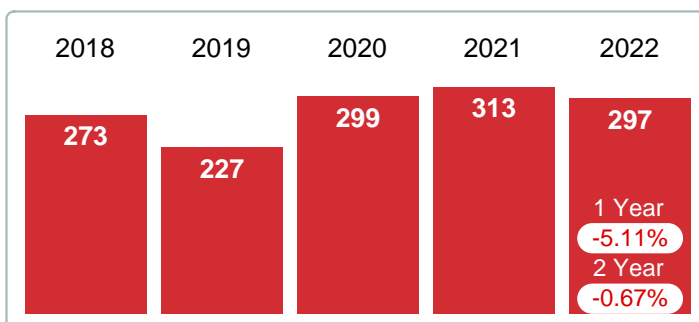
## PENDING LISTINGS

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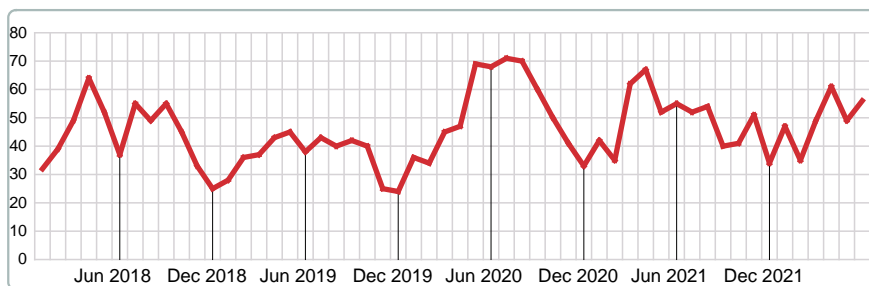
### JUNE



### YEAR TO DATE (YTD)

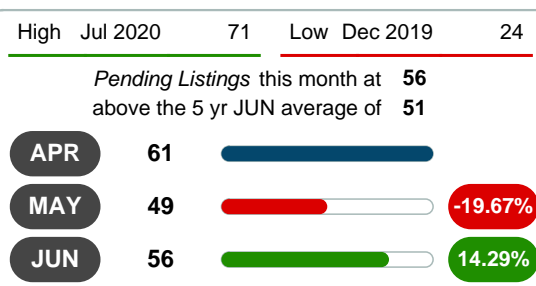


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 51



### 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	4	7.14%	8.0	2	2	0	0
\$75,001 - \$125,000	6	10.71%	26.0	2	4	0	0
\$125,001 - \$150,000	5	8.93%	15.0	3	2	0	0
\$150,001 - \$225,000	20	35.71%	29.7	3	13	3	1
\$225,001 - \$275,000	6	10.71%	32.7	1	5	0	0
\$275,001 - \$475,000	9	16.07%	41.2	0	3	5	1
\$475,001 and up	6	10.71%	52.8	0	3	3	0
<b>Total Pending Units</b>	<b>56</b>			<b>11</b>	<b>32</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>13,373,000</b>	<b>100%</b>	<b>36.2</b>	<b>1.47M</b>	<b>7.03M</b>	<b>4.35M</b>	<b>520.00K</b>
<b>Average Listing Price</b>	<b>\$242,250</b>			<b>\$133,482</b>	<b>\$219,788</b>	<b>\$395,591</b>	<b>\$260,000</b>

# June 2022



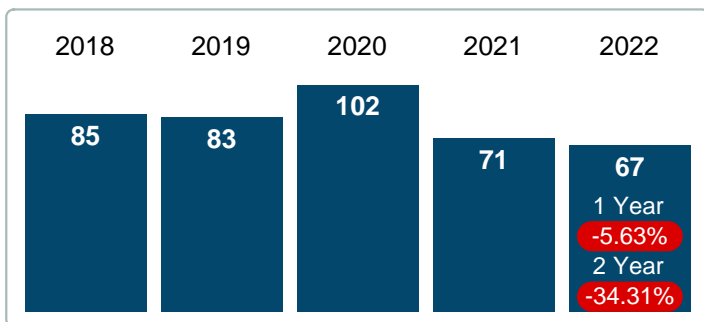
Area Delimited by County Of Cherokee - Residential Property Type



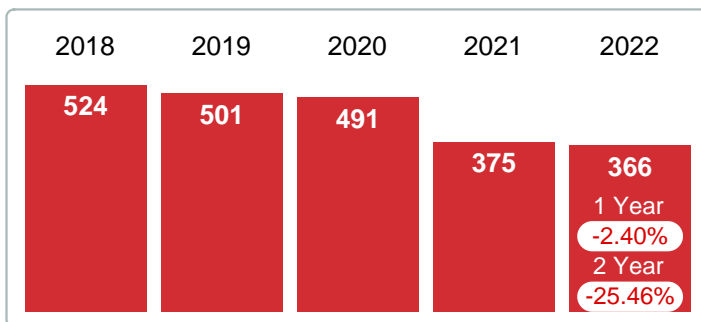
## NEW LISTINGS

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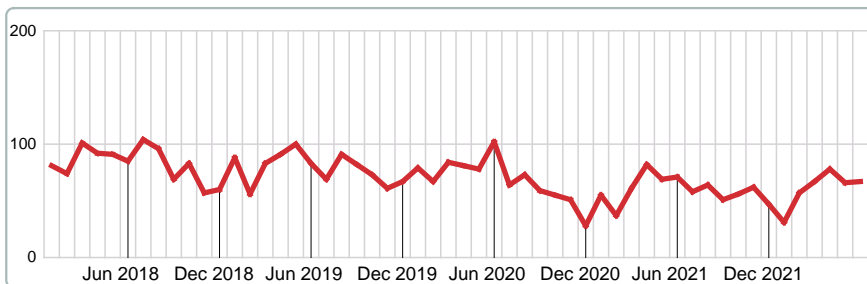
### JUNE



### YEAR TO DATE (YTD)

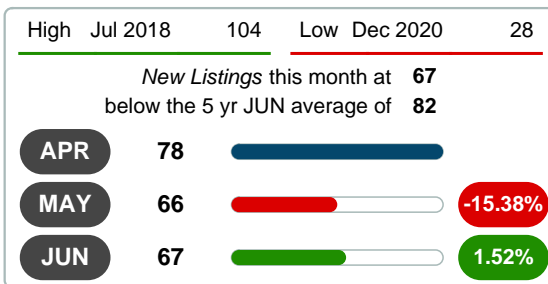


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 82



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	4	5.97%	1	3	0	0
\$80,001 - \$140,000	9	13.43%	4	5	0	0
\$140,001 - \$170,000	10	14.93%	2	8	0	0
\$170,001 - \$250,000	17	25.37%	3	10	4	0
\$250,001 - \$370,000	11	16.42%	0	7	4	0
\$370,001 - \$510,000	9	13.43%	0	3	5	1
\$510,001 and up	7	10.45%	0	3	3	1
<b>Total New Listed Units</b>	<b>67</b>		<b>10</b>	<b>39</b>	<b>16</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>18,805,179</b>	<b>100%</b>	<b>1.47M</b>	<b>10.53M</b>	<b>5.64M</b>	<b>1.16M</b>
<b>Average New Listed Listing Price</b>	<b>\$59,000</b>		<b>\$147,330</b>	<b>\$270,123</b>	<b>\$352,381</b>	<b>\$579,500</b>

# June 2022



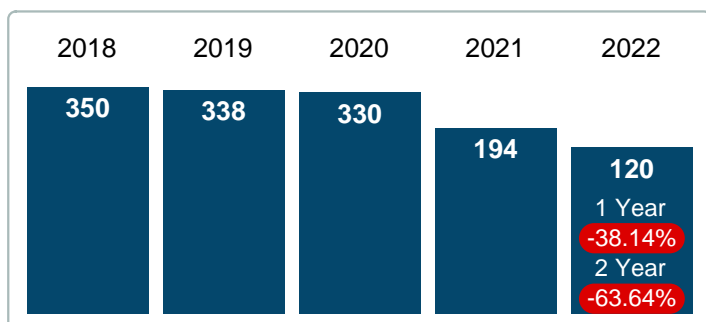
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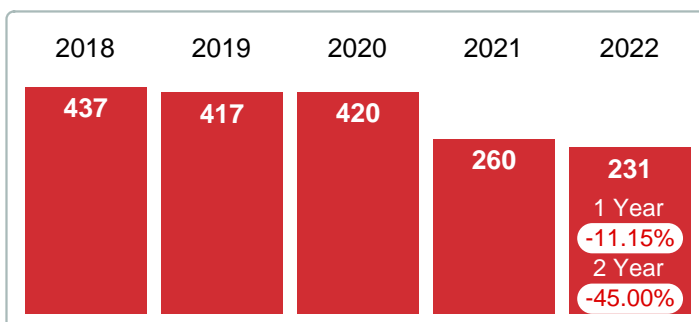
## ACTIVE INVENTORY

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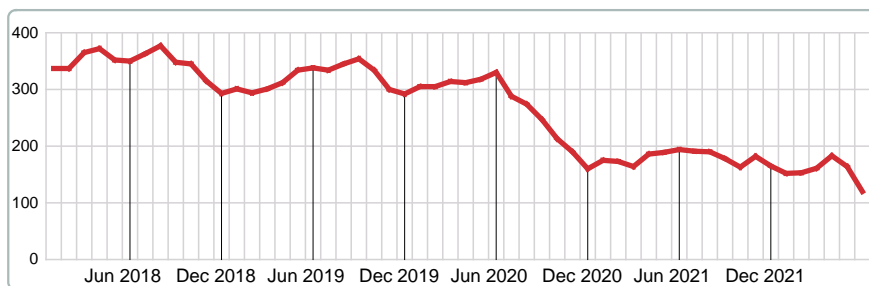
### END OF JUNE



### ACTIVE DURING JUNE

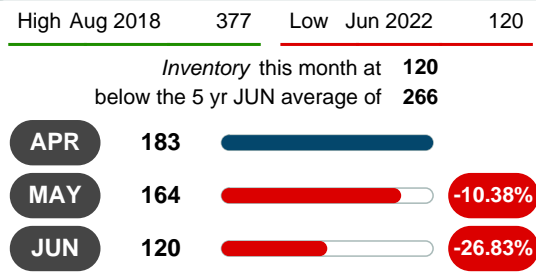


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 266



### 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	12	10.00%	60.3	5	6	1	0
\$100,001 - \$150,000	13	10.83%	64.8	7	5	1	0
\$150,001 - \$225,000	19	15.83%	57.7	4	10	4	1
\$225,001 - \$375,000	31	25.83%	65.0	4	15	12	0
\$375,001 - \$475,000	14	11.67%	78.1	2	8	2	2
\$475,001 - \$750,000	20	16.67%	102.1	1	8	8	3
\$750,001 and up	11	9.17%	104.1	2	4	4	1
<b>Total Active Inventory by Units</b>	<b>120</b>			<b>25</b>	<b>56</b>	<b>32</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>47,370,317</b>	<b>100%</b>	<b>74.6</b>	<b>8.17M</b>	<b>22.28M</b>	<b>13.17M</b>	<b>3.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$394,753</b>			<b>\$326,980</b>	<b>\$397,773</b>	<b>\$411,455</b>	<b>\$536,286</b>

# June 2022



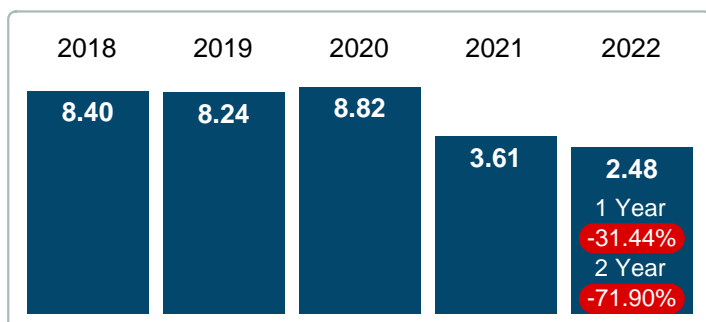
Area Delimited by County Of Cherokee - Residential Property Type



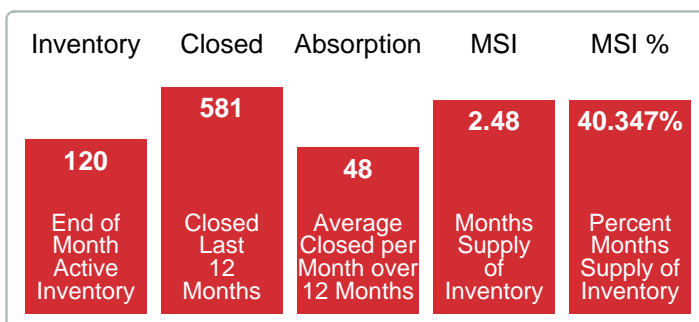
## MONTHS SUPPLY of INVENTORY (MSI)

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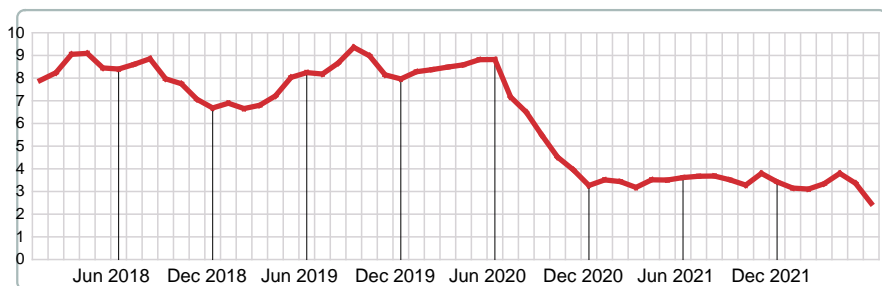
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

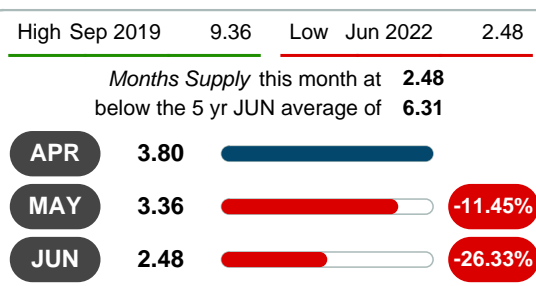


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6.31



### 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	12	10.00%	1.45	1.25	1.57	3.00	0.00
\$100,001 - \$150,000	13	10.83%	1.25	2.40	0.79	1.09	0.00
\$150,001 - \$225,000	19	15.83%	1.37	3.43	0.93	2.67	2.00
\$225,001 - \$375,000	31	25.83%	2.91	8.00	2.28	4.11	0.00
\$375,001 - \$475,000	14	11.67%	6.00	24.00	6.40	2.67	8.00
\$475,001 - \$750,000	20	16.67%	9.23	12.00	8.73	10.67	7.20
\$750,001 and up	11	9.17%	16.50	0.00	12.00	24.00	6.00
Market Supply of Inventory (MSI)			2.48	2.86	1.87	4.36	3.00
Total Active Inventory by Units		100%	2.48	25	56	32	7

# June 2022



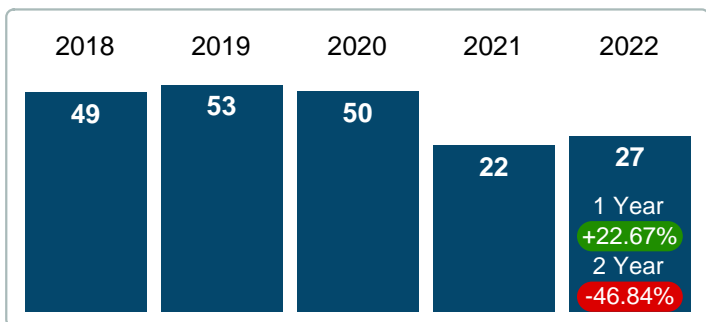
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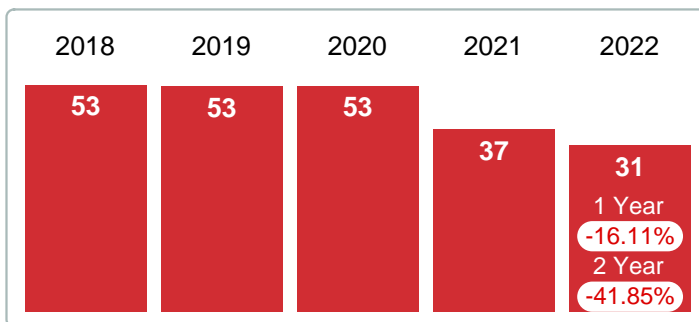
## AVERAGE DAYS ON MARKET TO SALE

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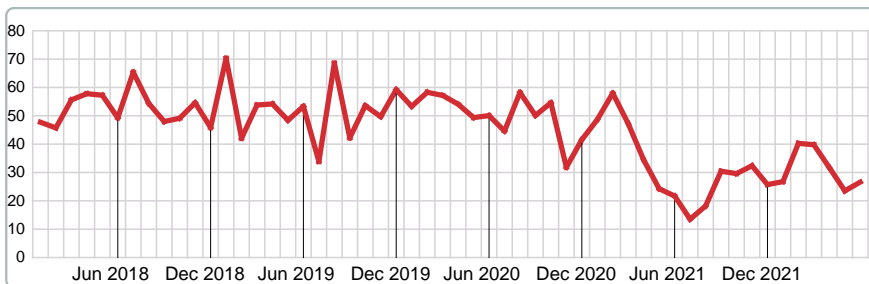
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

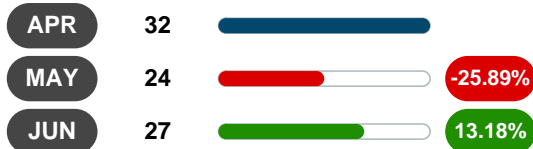


### 3 MONTHS

5 year JUN AVG = 40

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 27 below the 5 yr JUN average of 40



### 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	9.62%	57	0	57	0	0
\$75,001 - \$125,000	5.77%	11	9	0	0	16
\$125,001 - \$175,000	23.08%	11	16	11	0	0
\$175,001 - \$250,000	28.85%	22	1	24	8	0
\$250,001 - \$275,000	7.69%	22	0	29	1	0
\$275,001 - \$425,000	13.46%	38	0	43	31	0
\$425,001 and up	11.54%	41	60	34	0	53
<b>Average Closed DOM</b>		<b>27</b>	<b>18</b>	<b>28</b>	<b>21</b>	<b>35</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>6</b>	<b>39</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,000,372</b>	<b>1.15M</b>	<b>8.62M</b>	<b>1.41M</b>	<b>822.50K</b>

# June 2022



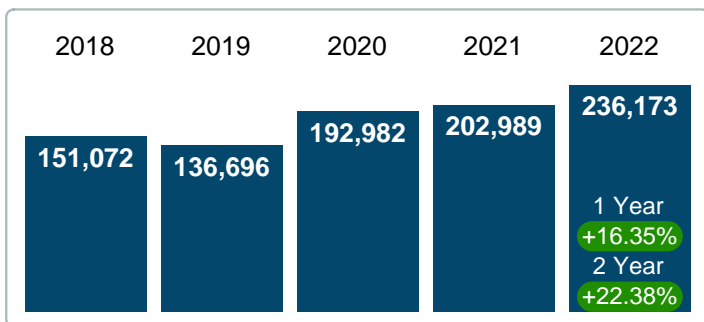
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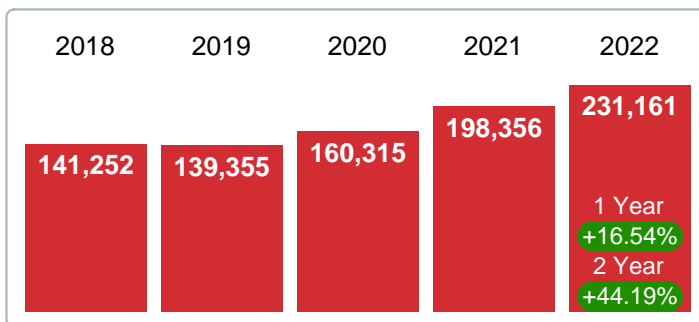
## AVERAGE LIST PRICE AT CLOSING

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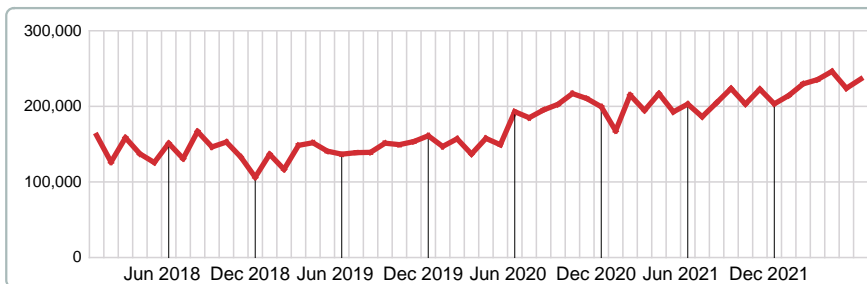
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

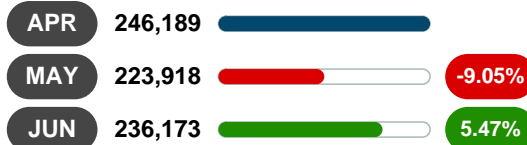


### 3 MONTHS

5 year JUN AVG = 183,982

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

Average List Price at Closing this month at **236,173** above the 5 yr JUN average of **183,982**



### 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	9.62%	37,420	0	37,420	0	0
\$75,001 - \$125,000	5.77%	101,167	97,000	0	0	109,500
\$125,001 - \$175,000	21.15%	149,564	158,750	151,320	0	0
\$175,001 - \$250,000	30.77%	221,325	219,900	223,923	239,900	0
\$250,001 - \$275,000	11.54%	263,567	0	264,167	258,900	0
\$275,001 - \$425,000	9.62%	328,580	0	329,975	279,300	0
\$425,001 and up	11.54%	563,283	608,200	505,375	0	750,000
<b>Average List Price</b>		<b>236,173</b>	<b>223,267</b>	<b>224,236</b>	<b>267,340</b>	<b>429,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>236,173</b>	<b>6</b>	<b>39</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,280,999</b>	<b>1.34M</b>	<b>8.75M</b>	<b>1.34M</b>	<b>859.50K</b>



# June 2022



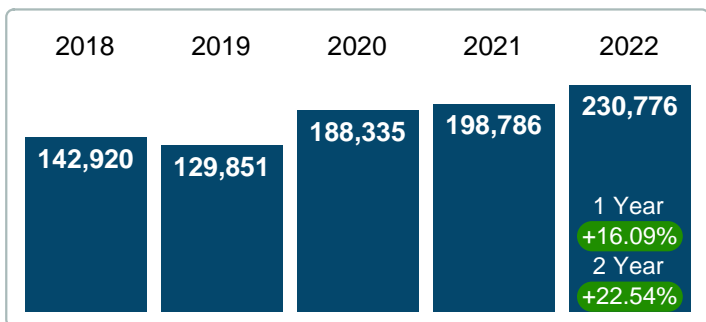
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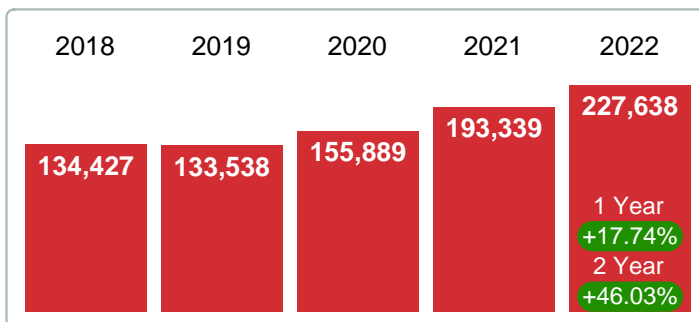
## AVERAGE SOLD PRICE AT CLOSING

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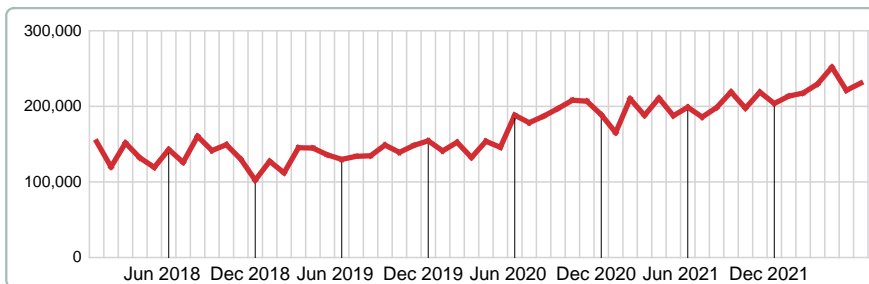
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

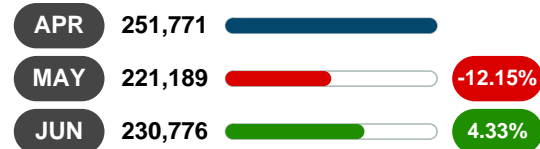


### 3 MONTHS

5 year JUN AVG = 178,134

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

Average Sold Price at Closing this month at **230,776** above the 5 yr JUN average of **178,134**



### 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	9.62%	33,100	0	33,100	0	0
\$75,001 - \$125,000	5.77%	94,500	93,000	0	0	97,500
\$125,001 - \$175,000	23.08%	147,083	136,250	149,250	0	0
\$175,001 - \$250,000	28.85%	221,600	191,000	221,769	250,000	0
\$250,001 - \$275,000	7.69%	261,975	0	263,000	258,900	0
\$275,001 - \$425,000	13.46%	314,250	0	324,188	301,000	0
\$425,001 and up	11.54%	535,787	500,000	497,431	0	725,000
<b>Average Sold Price</b>		<b>230,776</b>	<b>191,583</b>	<b>220,935</b>	<b>282,380</b>	<b>411,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,776</b>	<b>6</b>	<b>39</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,000,372</b>	<b>1.15M</b>	<b>8.62M</b>	<b>1.41M</b>	<b>822.50K</b>

# June 2022



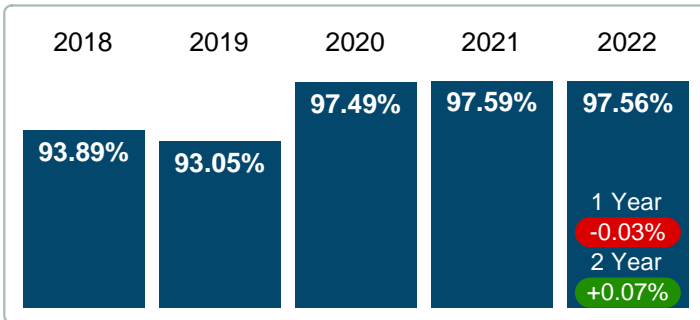
Area Delimited by County Of Cherokee - Residential Property Type



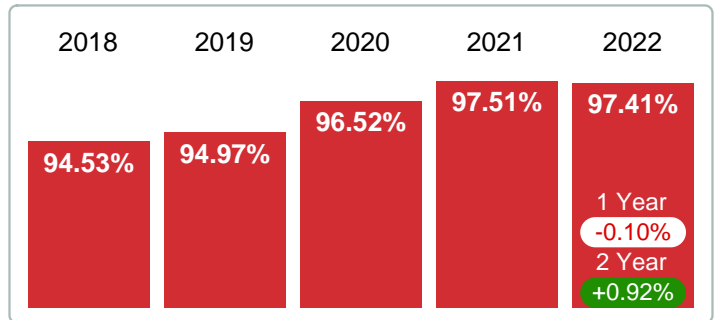
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

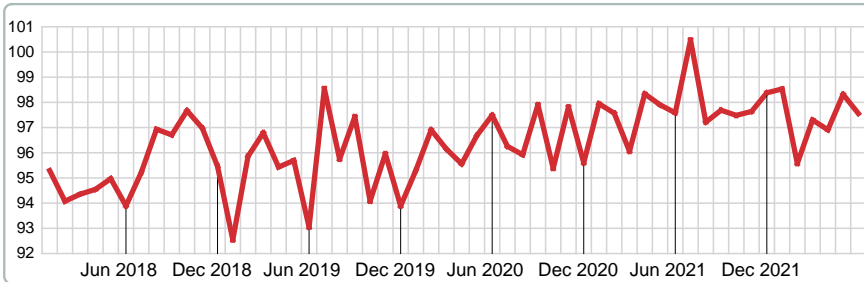
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

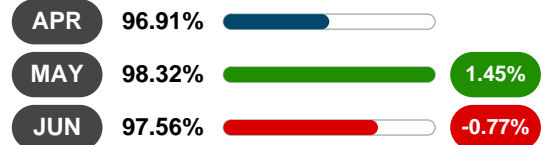


### 3 MONTHS

5 year JUN AVG = 95.91%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.56%**  
above the 5 yr JUN average of **95.91%**



### 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	9.62%	91.15%	0.00%	91.15%	0.00%	0.00%	
\$75,001 - \$125,000	3	5.77%	93.12%	95.16%	0.00%	0.00%	89.04%	
\$125,001 - \$175,000	12	23.08%	96.88%	87.84%	98.68%	0.00%	0.00%	
\$175,001 - \$250,000	15	28.85%	98.78%	86.86%	99.28%	104.21%	0.00%	
\$250,001 - \$275,000	4	7.69%	99.69%	0.00%	99.59%	100.00%	0.00%	
\$275,001 - \$425,000	7	13.46%	103.24%	0.00%	99.00%	108.90%	0.00%	
\$425,001 and up	6	11.54%	95.37%	82.21%	98.33%	0.00%	96.67%	
Average Sold/List Ratio		97.60%		89.18%	97.98%	106.18%	92.85%	
Total Closed Units		52	100%	97.60%	6	39	5	2
Total Closed Volume		12,000,372			1.15M	8.62M	1.41M	822.50K

# June 2022



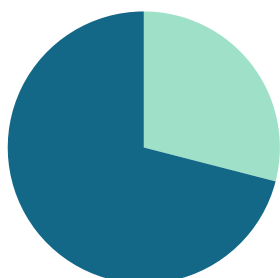
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

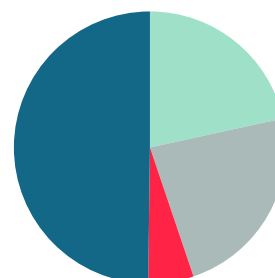


**Inventory**  
 New Listings  
**67 = 29.00%**  
 Start Inventory  
**164**  
 Total Inventory Units  
**231**  
 Volume  
**\$78,076,816**

### Market Activity

Closed Sales  
**52 = 21.58%**  
 Pending Sales  
**56 = 23.24%**  
 Other Off Market  
**13 = 5.39%**  
 Active Inventory  
**120 = 49.79%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	52	-7.14%	277	280	1.08%
Pending Sales	55	56	1.82%	313	297	-5.11%
New Listings	71	67	-5.63%	375	366	-2.40%
Average List Price	202,989	236,173	16.35%	198,356	231,161	16.54%
Average Sale Price	198,786	230,776	16.09%	193,339	227,638	17.74%
Average Percent of Selling Price to List Price	97.59%	97.56%	-0.03%	97.51%	97.41%	-0.10%
Average Days on Market to Sale	21.70	26.62	22.67%	36.77	30.85	-16.11%
Monthly Inventory	194	120	-38.14%	194	120	-38.14%
Months Supply of Inventory	3.61	2.48	-31.44%	3.61	2.48	-31.44%

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

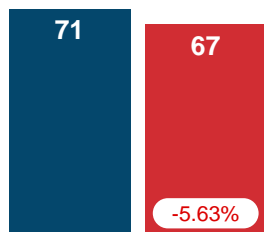
**Inventory** on June 30, 2022 = **120**

**2021** **2022**

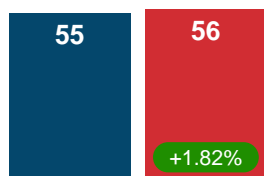
### JUNE MARKET

### AVERAGE PRICES

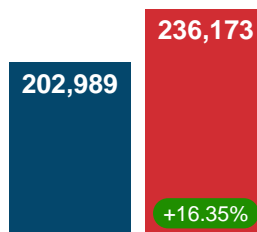
#### New Listings



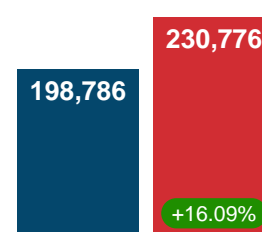
#### Pending Listings



#### List Price



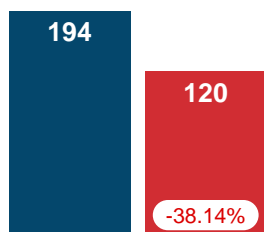
#### Sale Price



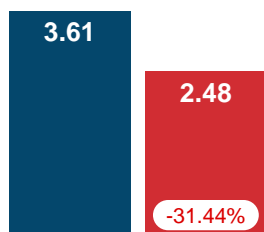
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

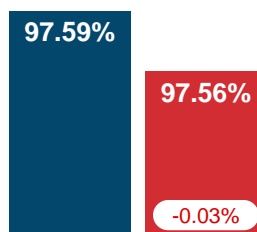
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

