

June 2022



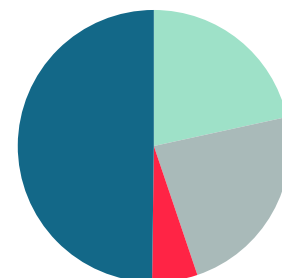
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	179,450	224,900	25.33%
Median Sale Price	175,000	221,200	26.40%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	10.00	11.11%
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.

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 **26.40%** in June 2022 to \$221,200 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **10.00** days that homes spent on the market before selling increased by 1.00 days or **11.11%** in June 2022 compared to last year's same month at **9.00** DOM.

Sales Success for June 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 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.

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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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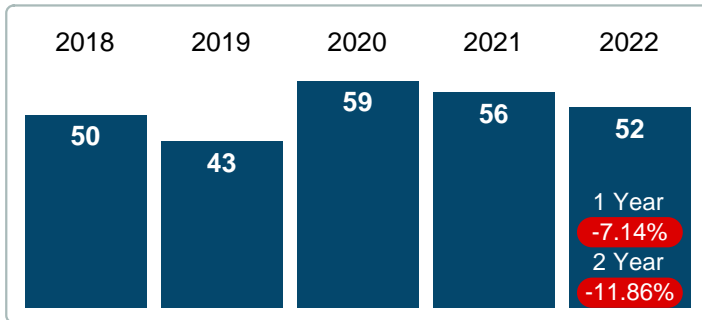
Area Delimited by County Of Cherokee - Residential Property Type



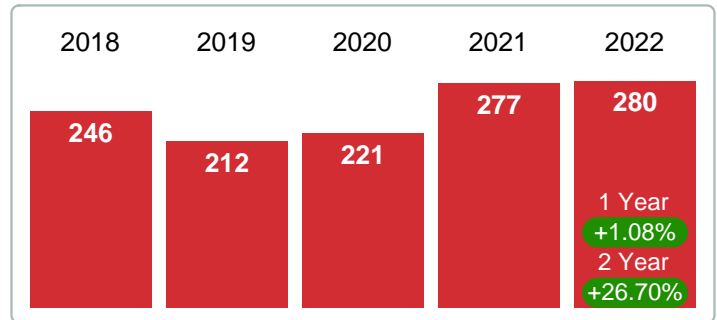
CLOSED LISTINGS

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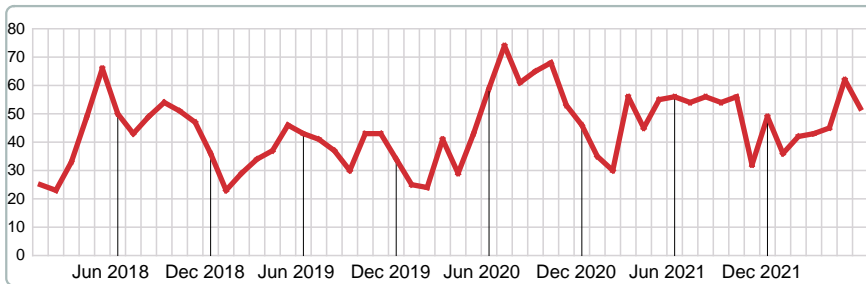
JUNE



YEAR TO DATE (YTD)

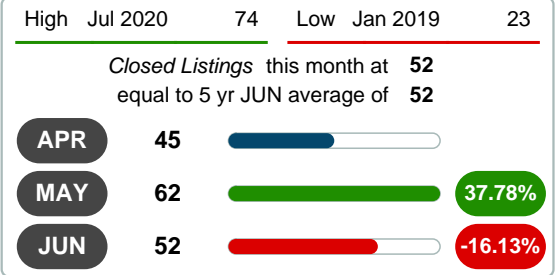


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.62%	85.0	0	5	0	0
\$75,001 - \$125,000	3	5.77%	12.0	2	0	0	1
\$125,001 - \$175,000	12	23.08%	5.5	2	10	0	0
\$175,001 - \$250,000	15	28.85%	8.0	1	13	1	0
\$250,001 - \$275,000	4	7.69%	6.0	0	3	1	0
\$275,001 - \$425,000	7	13.46%	24.0	0	4	3	0
\$425,001 and up	6	11.54%	40.0	1	4	0	1
Total Closed Units	52			6	39	5	2
Total Closed Volume	12,000,372	100%	10.0	1.15M	8.62M	1.41M	822.50K
Median Closed Price	\$221,200			\$136,250	\$219,900	\$289,000	\$411,250

June 2022



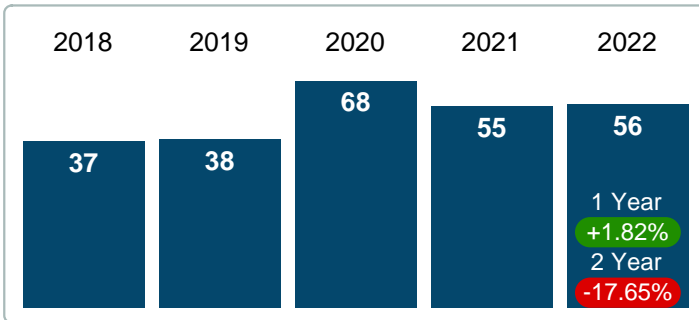
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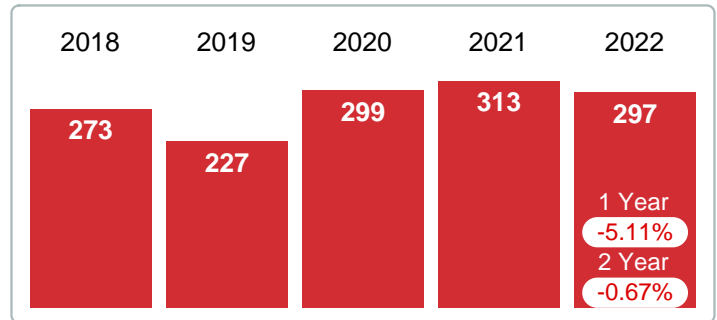
PENDING LISTINGS

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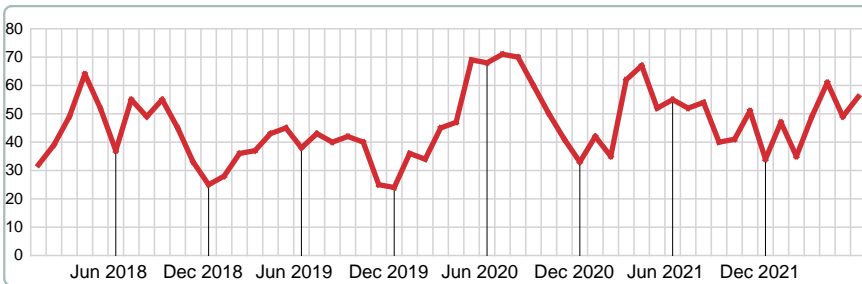
JUNE



YEAR TO DATE (YTD)

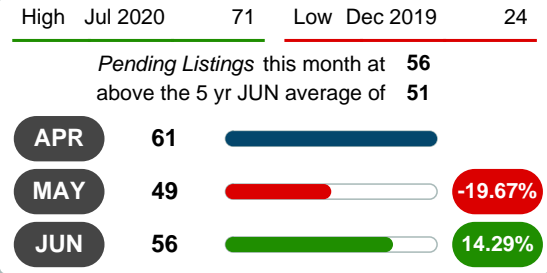


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.14%	6.5	2	2	0	0
\$75,001 - \$125,000	6	10.71%	6.5	2	4	0	0
\$125,001 - \$150,000	5	8.93%	6.0	3	2	0	0
\$150,001 - \$225,000	20	35.71%	18.5	3	13	3	1
\$225,001 - \$275,000	6	10.71%	13.5	1	5	0	0
\$275,001 - \$475,000	9	16.07%	22.0	0	3	5	1
\$475,001 and up	6	10.71%	41.0	0	3	3	0
Total Pending Units	56			11	32	11	2
Total Pending Volume	13,373,000	100%	18.0	1.47M	7.03M	4.35M	520.00K
Median Listing Price	\$179,500			\$129,900	\$179,500	\$399,000	\$260,000

June 2022



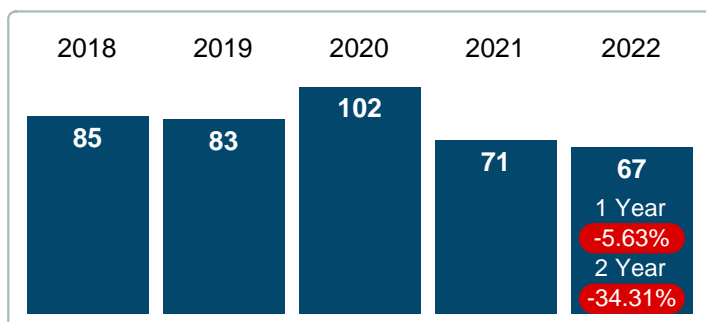
Area Delimited by County Of Cherokee - Residential Property Type



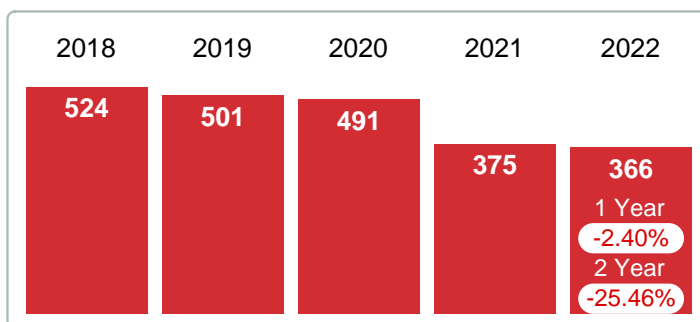
NEW LISTINGS

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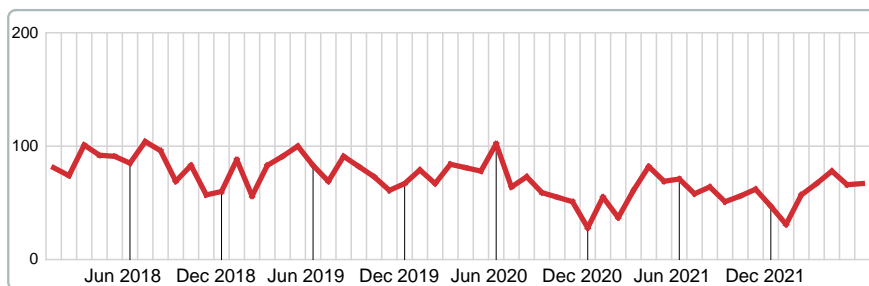
JUNE



YEAR TO DATE (YTD)

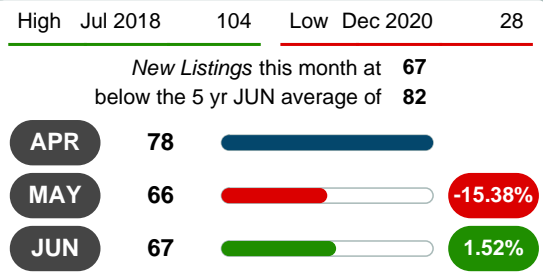


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	3	4.48%	1	2	0	0
\$75,001 - \$125,000	7	10.45%	2	5	0	0
\$125,001 - \$175,000	15	22.39%	4	10	1	0
\$175,001 - \$250,000	15	22.39%	3	9	3	0
\$250,001 - \$350,000	10	14.93%	0	6	4	0
\$350,001 - \$500,000	10	14.93%	0	4	5	1
\$500,001 and up	7	10.45%	0	3	3	1
Total New Listed Units	67		10	39	16	2
Total New Listed Volume	18,805,179	100%	1.47M	10.53M	5.64M	1.16M
Median New Listed Listing Price	\$219,900		\$143,750	\$185,000	\$343,900	\$579,500

June 2022



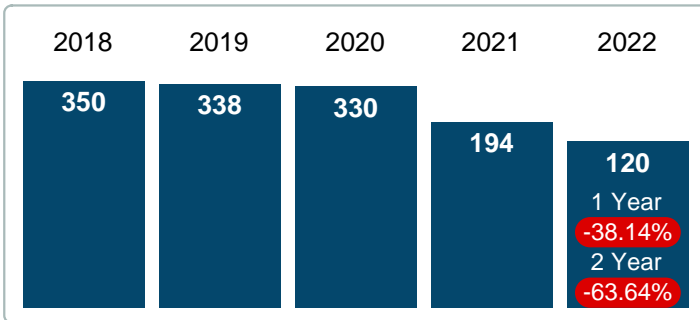
Area Delimited by County Of Cherokee - Residential Property Type



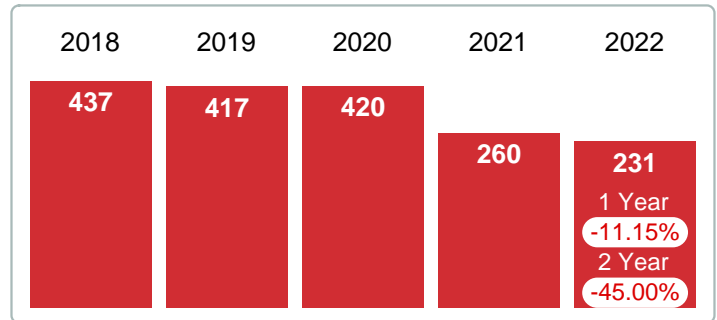
ACTIVE INVENTORY

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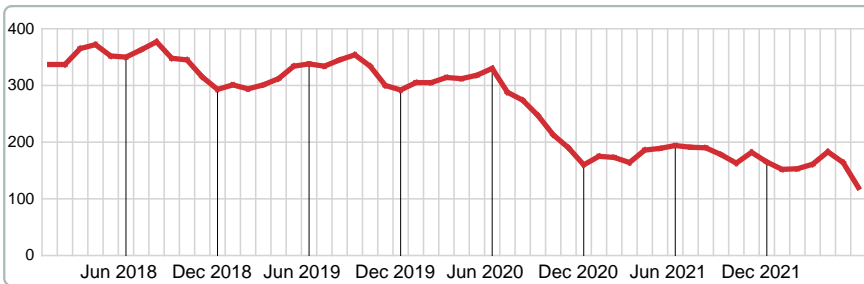
END OF JUNE



ACTIVE DURING JUNE

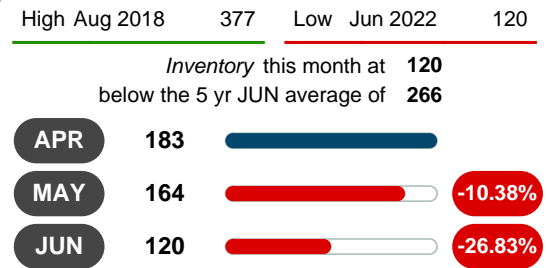


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 266



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	10.00%	59.5	5	6	1	0
\$100,001 - \$150,000	13	10.83%	29.0	7	5	1	0
\$150,001 - \$225,000	19	15.83%	27.0	4	10	4	1
\$225,001 - \$375,000	31	25.83%	63.0	4	15	12	0
\$375,001 - \$475,000	14	11.67%	58.5	2	8	2	2
\$475,001 - \$750,000	20	16.67%	54.0	1	8	8	3
\$750,001 and up	11	9.17%	84.0	2	4	4	1
Total Active Inventory by Units	120			25	56	32	7
Total Active Inventory by Volume	47,370,317	100%	54.5	8.17M	22.28M	13.17M	3.75M
Median Active Inventory Listing Price	\$275,000			\$165,000	\$272,450	\$313,950	\$575,000

June 2022



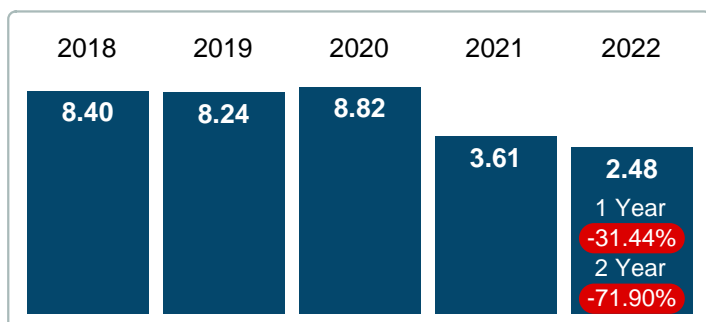
Area Delimited by County Of Cherokee - Residential Property Type



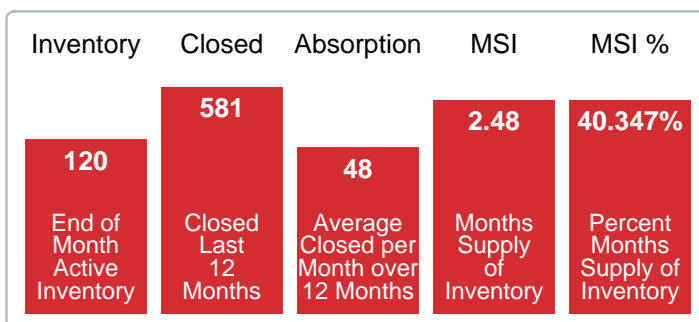
MONTHS SUPPLY of INVENTORY (MSI)

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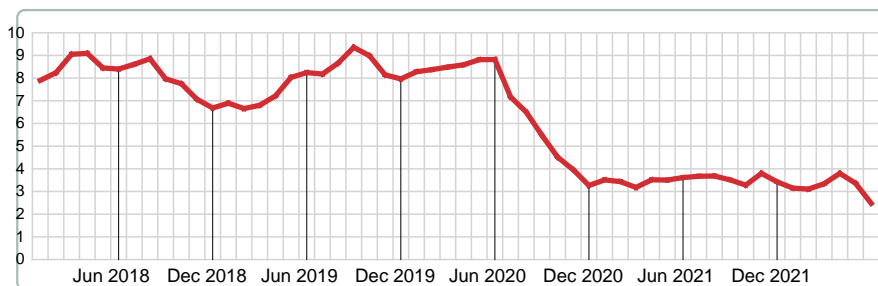
MSI FOR JUNE



INDICATORS FOR JUNE 2022

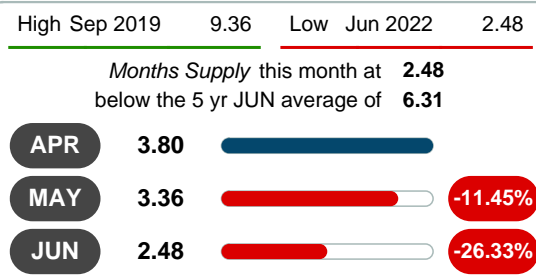


5 YEAR MARKET ACTIVITY TRENDS



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



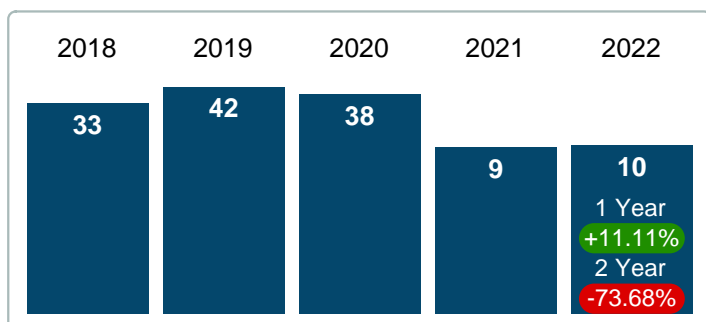
Area Delimited by County Of Cherokee - Residential Property Type



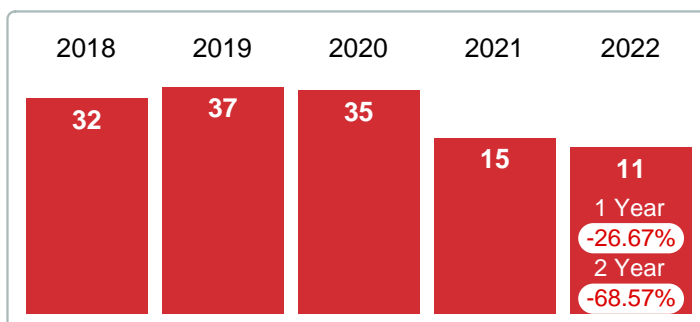
MEDIAN DAYS ON MARKET TO SALE

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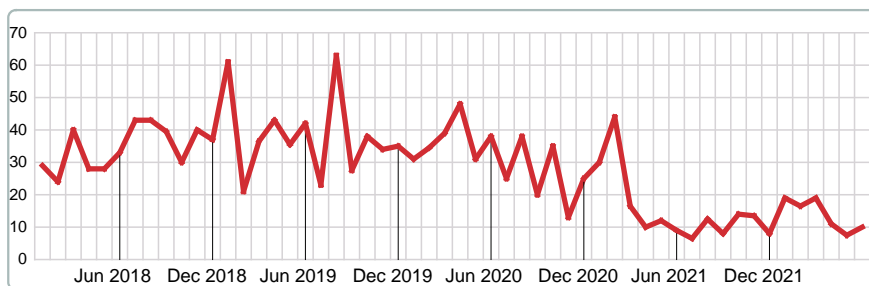
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 26

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 10 below the 5 yr JUN average of 26



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	9.62%	85	0	85	0	0
\$75,001 - \$125,000	5.77%	12	9	0	0	16
\$125,001 - \$175,000	23.08%	6	16	6	0	0
\$175,001 - \$250,000	28.85%	8	1	11	8	0
\$250,001 - \$275,000	7.69%	6	0	11	1	0
\$275,001 - \$425,000	13.46%	24	0	27	20	0
\$425,001 and up	11.54%	40	60	22	0	53
Median Closed DOM		10	9	9	8	35
Total Closed Units	100%	10.0	6	39	5	2
Total Closed Volume			1.15M	8.62M	1.41M	822.50K

June 2022



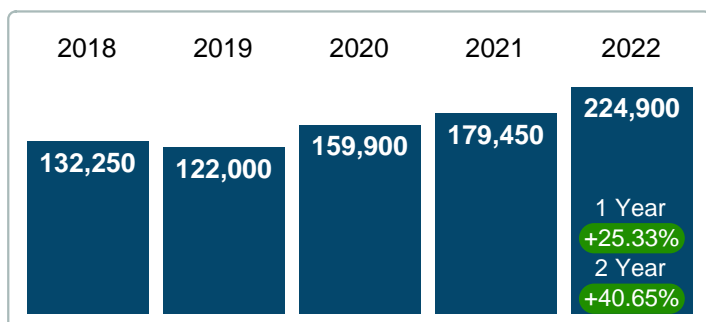
Area Delimited by County Of Cherokee - Residential Property Type



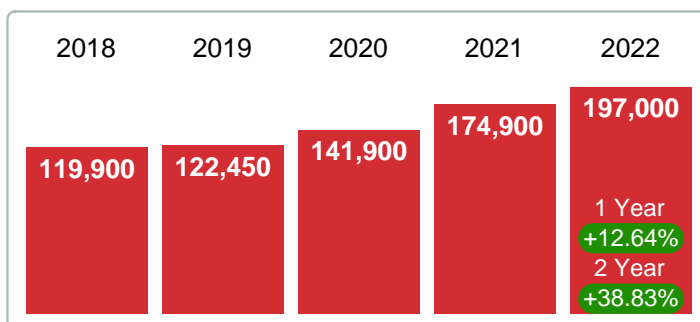
MEDIAN LIST PRICE AT CLOSING

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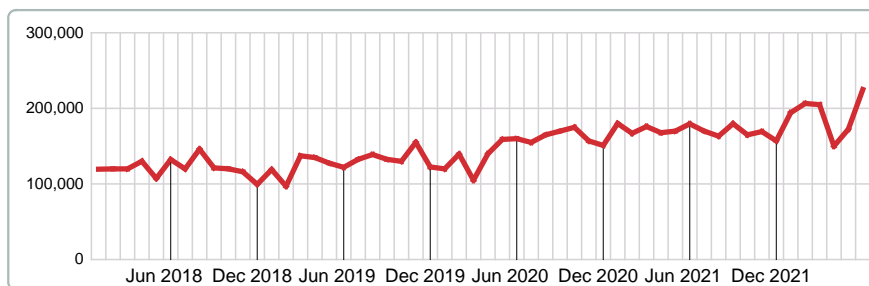
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

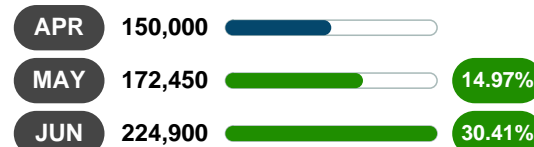


3 MONTHS

5 year JUN AVG = 163,700

High Jun 2022 224,900 Low Feb 2019 97,000

Median List Price at Closing this month at **224,900**
above the 5 yr JUN average of **163,700**



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	9.62%	40,000	0	40,000	0	0
\$75,001 - \$125,000	5.77%	109,000	97,000	0	0	109,500
\$125,001 - \$175,000	21.15%	149,900	132,500	151,450	0	0
\$175,001 - \$250,000	30.77%	224,950	202,450	224,950	244,900	0
\$250,001 - \$275,000	11.54%	265,000	0	265,000	258,900	0
\$275,001 - \$425,000	9.62%	309,900	0	345,000	294,000	0
\$425,001 and up	11.54%	523,750	608,200	508,750	0	750,000
Median List Price		224,900	158,750	224,900	258,900	429,750
Total Closed Units	100%	224,900	6	39	5	2
Total Closed Volume		12,280,999	1.34M	8.75M	1.34M	859.50K

June 2022



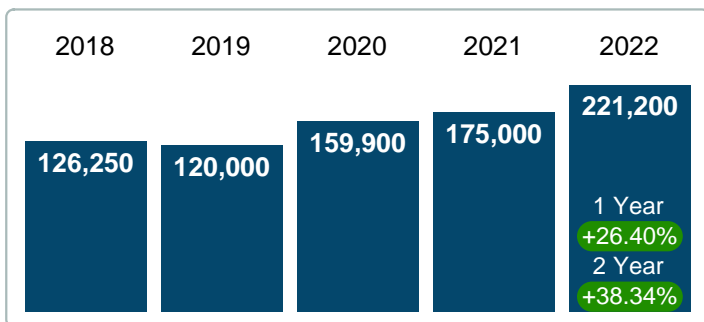
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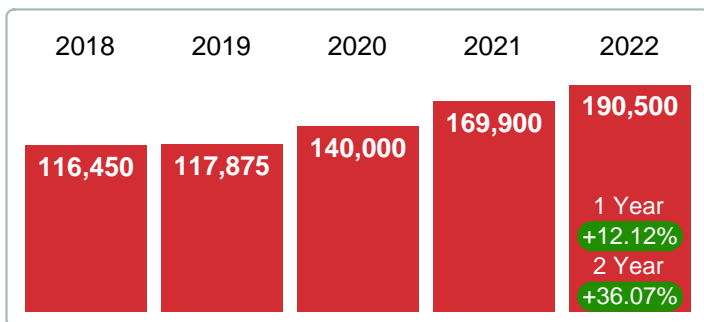
MEDIAN SOLD PRICE AT CLOSING

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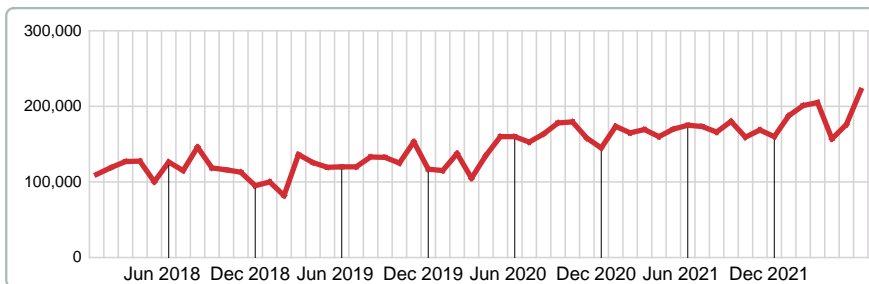
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

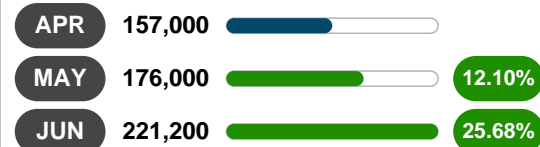


3 MONTHS

5 year JUN AVG = 160,470

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

Median Sold Price at Closing this month at 221,200 above the 5 yr JUN average of 160,470



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	5	9.62%	35,000	0	35,000	0	0
\$75,001 - \$125,000	3	5.77%	97,500	93,000	0	0	97,500
\$125,001 - \$175,000	12	23.08%	142,500	136,250	147,500	0	0
\$175,001 - \$250,000	15	28.85%	225,000	191,000	225,000	250,000	0
\$250,001 - \$275,000	4	7.69%	258,200	0	257,500	258,900	0
\$275,001 - \$425,000	7	13.46%	300,000	0	306,000	289,000	0
\$425,001 and up	6	11.54%	512,361	500,000	512,361	0	725,000
Median Sold Price			221,200	136,250	219,900	289,000	411,250
Total Closed Units		100%	221,200	6	39	5	2
Total Closed Volume			12,000,372	1.15M	8.62M	1.41M	822.50K

June 2022



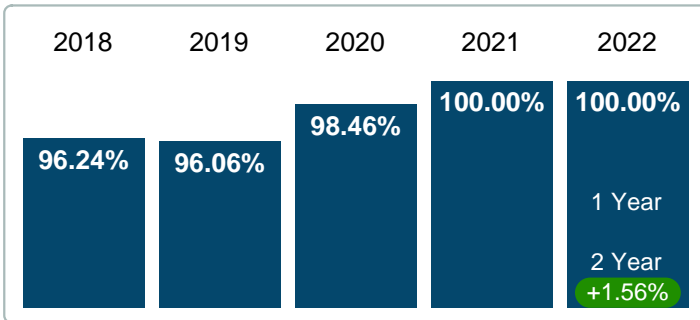
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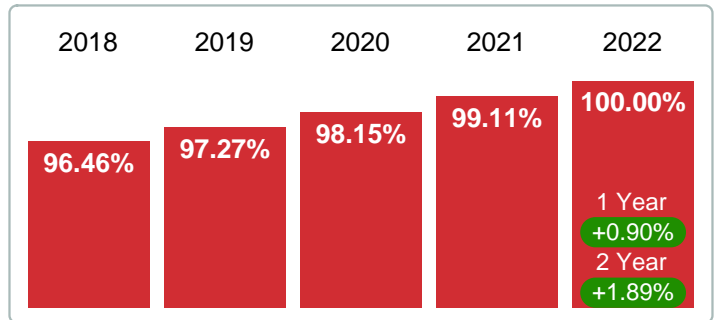
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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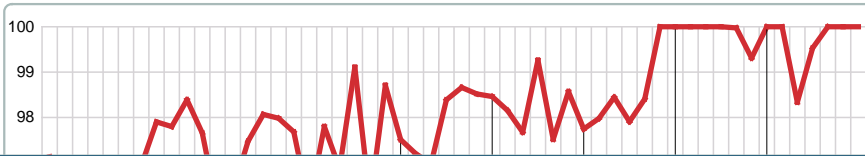
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 98.15%

High Jun 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **98.15%**

APR 100.00%
MAY 100.00%
JUN 100.00%

0.00%
0.00%

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	9.62%	87.50%	0.00%	87.50%	0.00%	0.00%
\$75,001 - \$125,000	3	5.77%	89.41%	95.16%	0.00%	0.00%	89.04%
\$125,001 - \$175,000	12	23.08%	100.00%	87.84%	100.00%	0.00%	0.00%
\$175,001 - \$250,000	15	28.85%	100.00%	86.86%	100.00%	104.21%	0.00%
\$250,001 - \$275,000	4	7.69%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 - \$425,000	7	13.46%	97.44%	0.00%	97.12%	100.00%	0.00%
\$425,001 and up	6	11.54%	98.33%	82.21%	100.00%	0.00%	96.67%
Median Sold/List Ratio		100.00%		88.13%	100.00%	100.00%	92.85%
Total Closed Units		52	100%	6	39	5	2
Total Closed Volume		12,000,372		1.15M	8.62M	1.41M	822.50K

June 2022



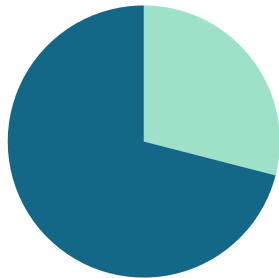
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

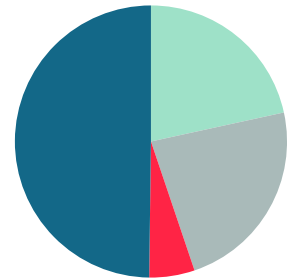


Inventory
 New Listings
67 = 29.00%
 Start Inventory
164
 Total Inventory Units
231
 Volume
\$78,076,816

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%
Median List Price	179,450	224,900	25.33%	174,900	197,000	12.64%
Median Sale Price	175,000	221,200	26.40%	169,900	190,500	12.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.11%	100.00%	0.90%
Median Days on Market to Sale	9.00	10.00	11.11%	15.00	11.00	-26.67%
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

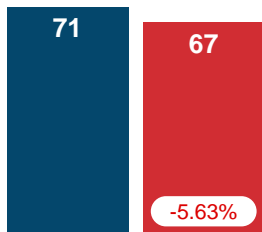
Inventory on June 30, 2022 = **120**

2021 **2022**

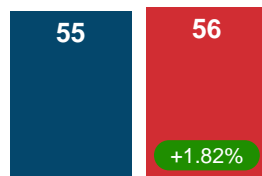
JUNE MARKET

MEDIAN PRICES

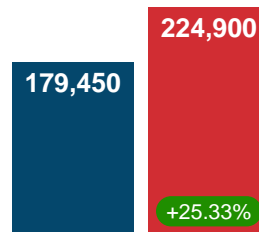
New Listings



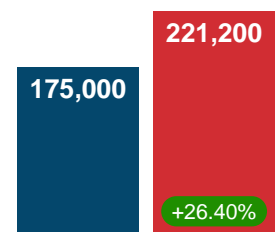
Pending Listings



List Price



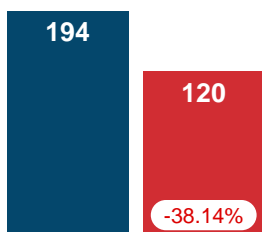
Sale Price



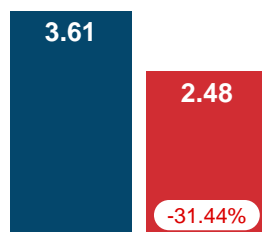
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

