

May 2022



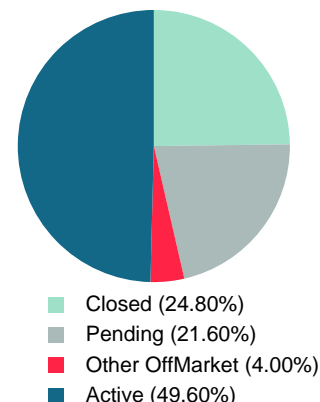
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2022 for MLS Technology Inc.

Compared Metrics	2021	May 2022	+/-%
Closed Listings	55	62	12.73%
Pending Listings	52	54	3.85%
New Listings	69	66	-4.35%
Average List Price	192,716	223,918	16.19%
Average Sale Price	187,613	221,189	17.90%
Average Percent of Selling Price to List Price	97.90%	98.32%	0.42%
Average Days on Market to Sale	24.27	23.52	-3.12%
End of Month Inventory	189	124	-34.39%
Months Supply of Inventory	3.51	2.55	-27.31%



Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of May 31, 2022 = **124**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2022 decreased **34.39%** to 124 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **2.55** 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 **17.90%** in May 2022 to \$221,189 versus the previous year at \$187,613.

Average Days on Market Shortens

The average number of **23.52** days that homes spent on the market before selling decreased by 0.76 days or **3.12%** in May 2022 compared to last year's same month at **24.27** DOM.

Sales Success for May 2022 is Positive

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

There were 66 New Listings in May 2022, down **4.35%** from last year at 69. Furthermore, there were 62 Closed Listings this month versus last year at 55, a **12.73%** increase.

Closed versus Listed trends yielded a **93.9%** ratio, up from previous year's, May 2021, at **79.7%**, a **17.85%** upswing. This will certainly create pressure on a decreasing Month's 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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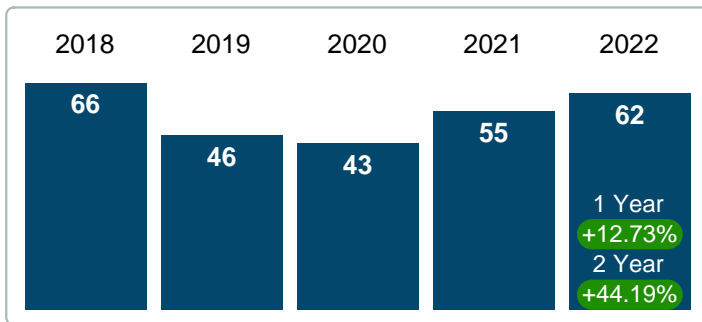
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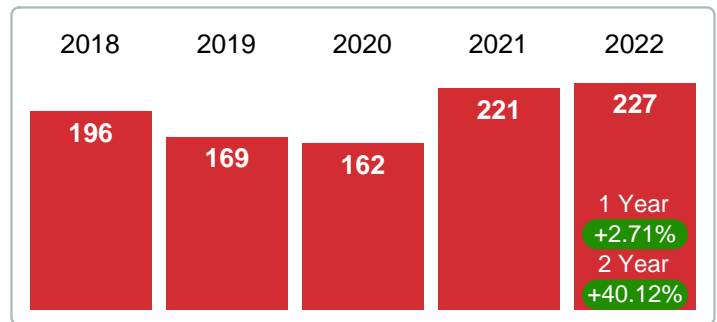
CLOSED LISTINGS

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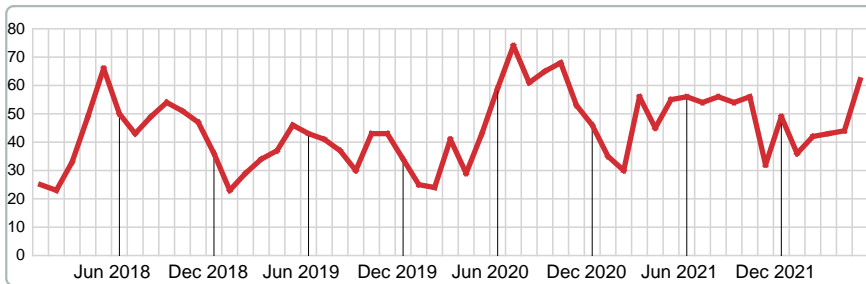
MAY



YEAR TO DATE (YTD)

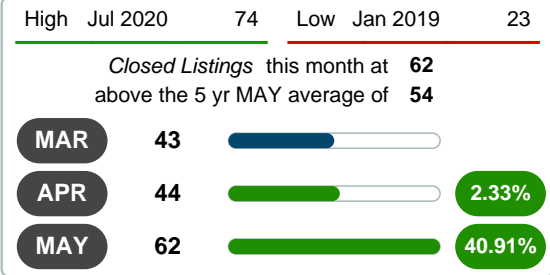


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 54



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	7	11.29%	24.4	5	2	0	0
\$75,001 - \$100,000	5	8.06%	4.6	2	2	1	0
\$100,001 - \$150,000	11	17.74%	22.4	5	5	1	0
\$150,001 - \$200,000	12	19.35%	10.6	1	9	1	1
\$200,001 - \$275,000	12	19.35%	34.8	1	9	1	1
\$275,001 - \$375,000	8	12.90%	24.0	0	3	4	1
\$375,001 and up	7	11.29%	40.1	0	2	3	2
Total Closed Units	62			14	32	11	5
Total Closed Volume	13,713,700	100%	23.5	1.45M	6.76M	3.44M	2.06M
Average Closed Price	\$221,189			\$103,879	\$211,141	\$312,836	\$412,340

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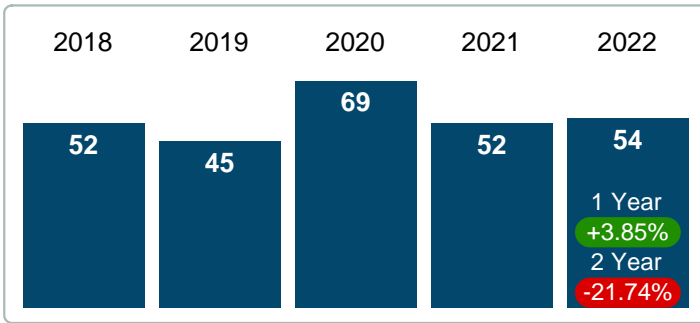
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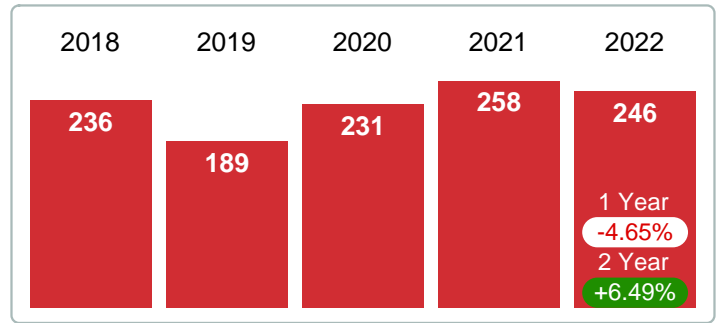
PENDING LISTINGS

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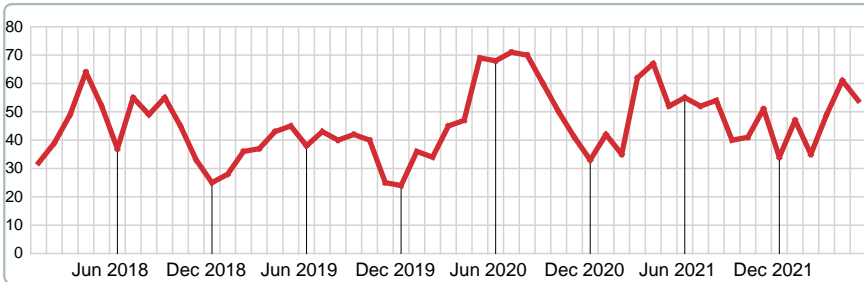
MAY



YEAR TO DATE (YTD)

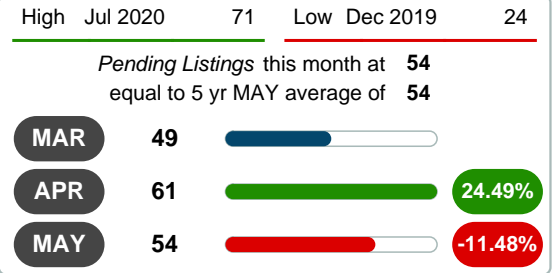


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 54



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	6	11.11%	47.5	4	2	0	0
\$75,001 - \$125,000	5	9.26%	13.2	2	2	0	1
\$125,001 - \$175,000	10	18.52%	15.7	3	7	0	0
\$175,001 - \$225,000	9	16.67%	35.9	1	8	0	0
\$225,001 - \$275,000	10	18.52%	32.9	0	8	2	0
\$275,001 - \$475,000	8	14.81%	24.5	1	3	4	0
\$475,001 and up	6	11.11%	66.7	1	2	2	1
Total Pending Units	54			12	32	8	2
Total Pending Volume	13,158,499	100%	38.0	2.13M	7.44M	2.73M	859.50K
Average Listing Price	\$251,867			\$177,675	\$232,522	\$340,775	\$429,750

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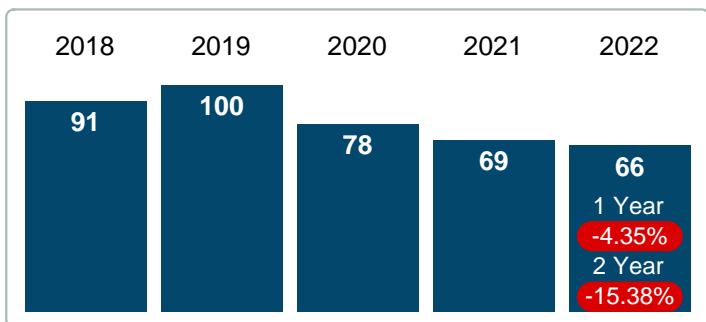
Area Delimited by County Of Cherokee - Residential Property Type



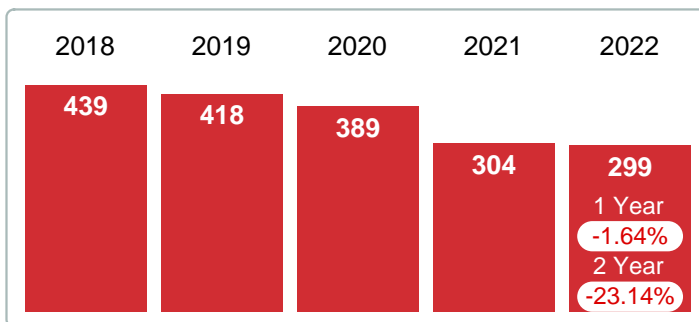
NEW LISTINGS

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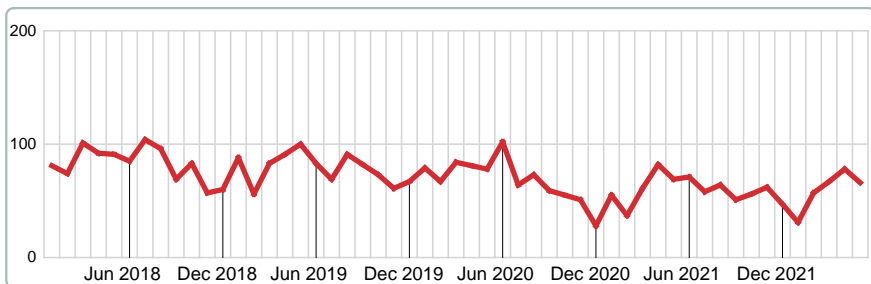
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 81

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 66
 below the 5 yr MAY average of 81



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	5	7.58%	4	1	0	0
\$75,001 - \$125,000	5	7.58%	1	3	1	0
\$125,001 - \$175,000	14	21.21%	3	8	1	2
\$175,001 - \$275,000	15	22.73%	2	12	1	0
\$275,001 - \$425,000	12	18.18%	2	4	5	1
\$425,001 - \$575,000	8	12.12%	1	5	2	0
\$575,001 and up	7	10.61%	1	4	1	1
Total New Listed Units	66		14	37	11	4
Total New Listed Volume	20,225,199	100%	3.91M	10.94M	3.87M	1.51M
Average New Listed Listing Price	\$188,767		\$278,943	\$295,546	\$352,255	\$377,500

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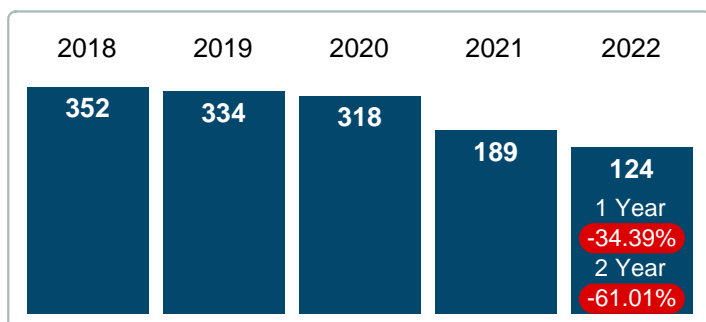
Area Delimited by County Of Cherokee - Residential Property Type



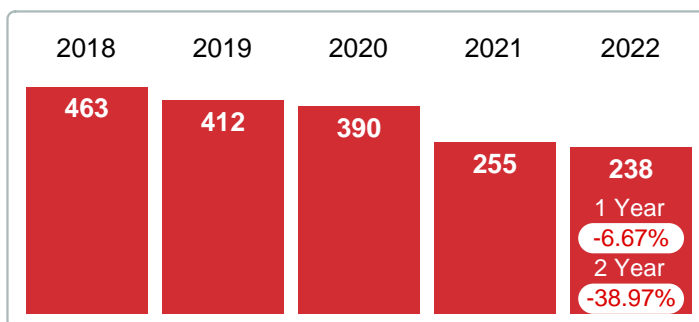
ACTIVE INVENTORY

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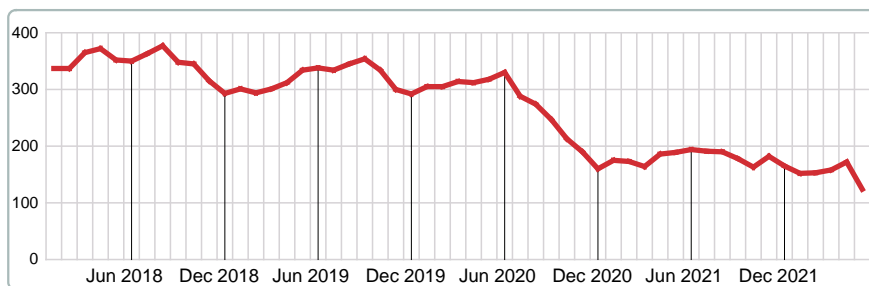
END OF MAY



ACTIVE DURING MAY

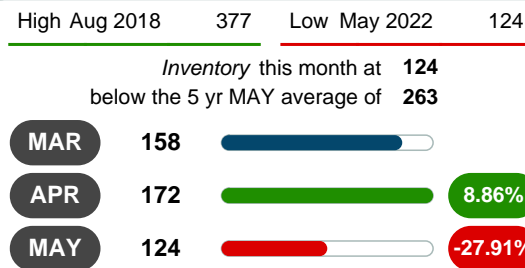


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	13	10.48%	40.0	6	6	1	0
\$100,001 - \$150,000	9	7.26%	84.4	5	3	1	0
\$150,001 - \$225,000	25	20.16%	55.8	5	14	4	2
\$225,001 - \$350,000	31	25.00%	70.5	4	15	11	1
\$350,001 - \$475,000	15	12.10%	59.7	1	8	5	1
\$475,001 - \$750,000	20	16.13%	87.8	1	8	8	3
\$750,001 and up	11	8.87%	126.7	2	5	4	0
Total Active Inventory by Units			124	24	59	34	7
Total Active Inventory by Volume			49,694,984	7.83M	24.17M	14.59M	3.12M
Average Active Inventory Listing Price			\$400,766	\$326,071	\$409,608	\$429,041	\$445,000

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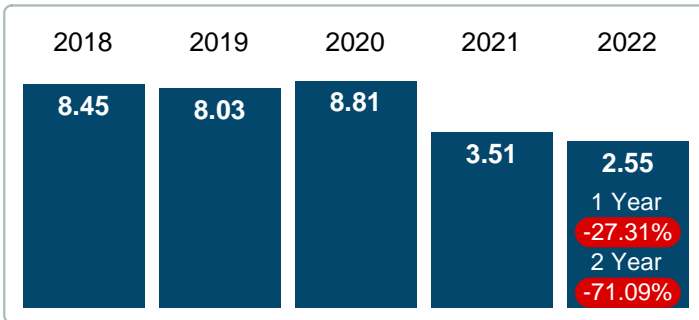
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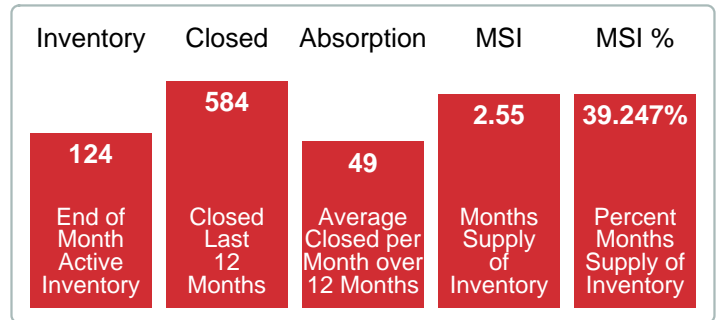
MONTHS SUPPLY of INVENTORY (MSI)

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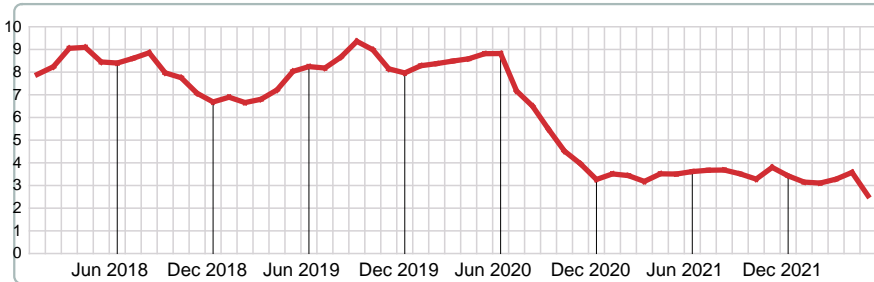
MSI FOR MAY



INDICATORS FOR MAY 2022

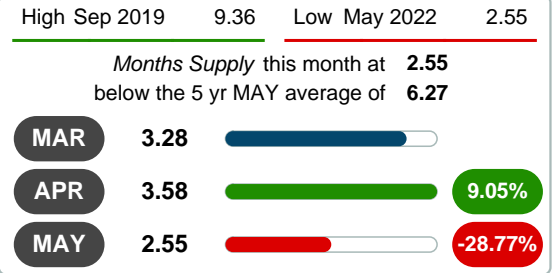


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.27



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	13	10.48%	1.59	1.36	1.76	3.00	0.00
\$100,001 - \$150,000	9	7.26%	0.82	1.76	0.46	0.80	0.00
\$150,001 - \$225,000	25	20.16%	1.74	4.29	1.30	2.09	4.00
\$225,001 - \$350,000	31	25.00%	3.21	6.86	2.61	4.00	1.71
\$350,001 - \$475,000	15	12.10%	4.86	12.00	5.65	4.62	2.00
\$475,001 - \$750,000	20	16.13%	10.91	0.00	12.00	10.67	7.20
\$750,001 and up	11	8.87%	16.50	0.00	15.00	24.00	0.00
Market Supply of Inventory (MSI)			2.55	2.64	2.05	4.12	2.80
Total Active Inventory by Units		100%	2.55	24	59	34	7

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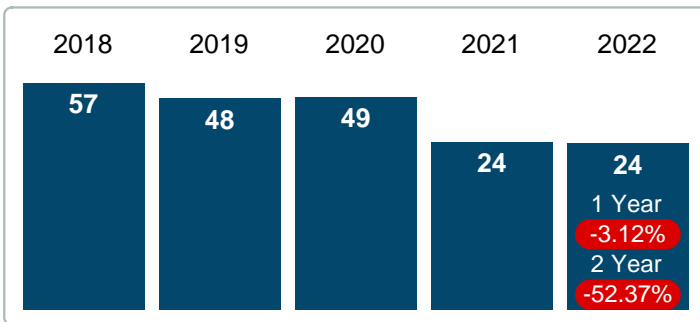
Area Delimited by County Of Cherokee - Residential Property Type



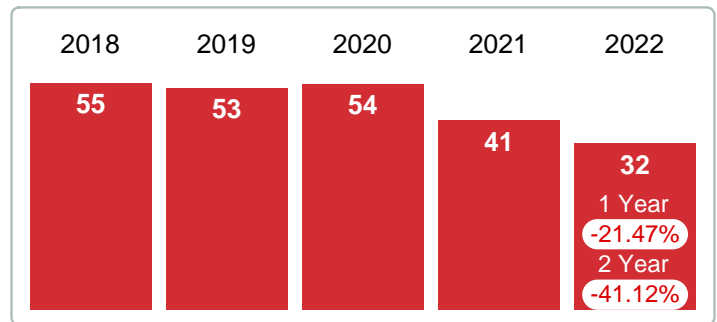
AVERAGE DAYS ON MARKET TO SALE

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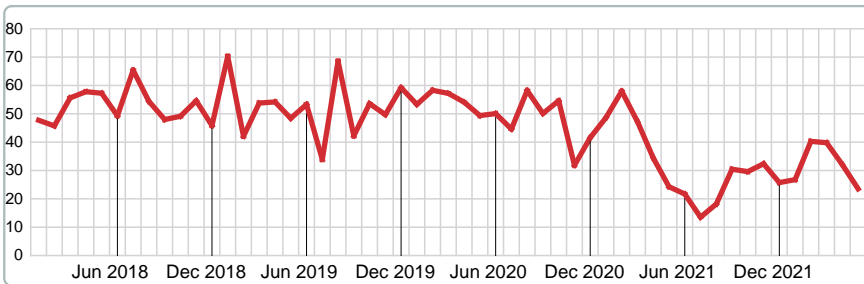
MAY



YEAR TO DATE (YTD)

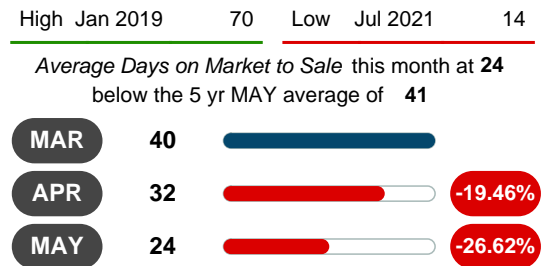


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 41



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	11.29%	24	10	62	0	0
\$75,001 - \$100,000	8.06%	5	2	3	14	0
\$100,001 - \$150,000	17.74%	22	21	26	12	0
\$150,001 - \$200,000	19.35%	11	13	12	2	3
\$200,001 - \$275,000	19.35%	35	4	44	12	2
\$275,001 - \$375,000	12.90%	24	0	7	14	116
\$375,001 and up	11.29%	40	0	20	64	25
Average Closed DOM		24				
Total Closed Units	100%	62	14	32	11	5
Total Closed Volume		13,713,700	1.45M	6.76M	3.44M	2.06M

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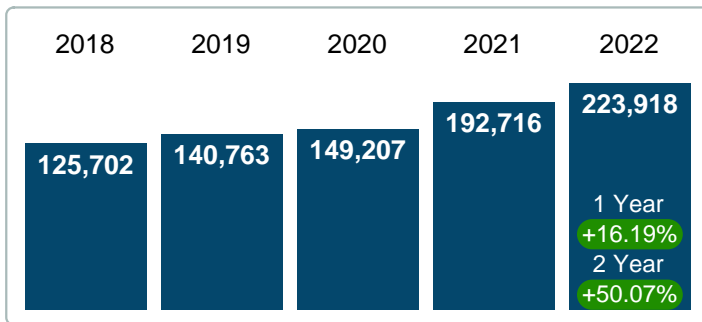
Area Delimited by County Of Cherokee - Residential Property Type



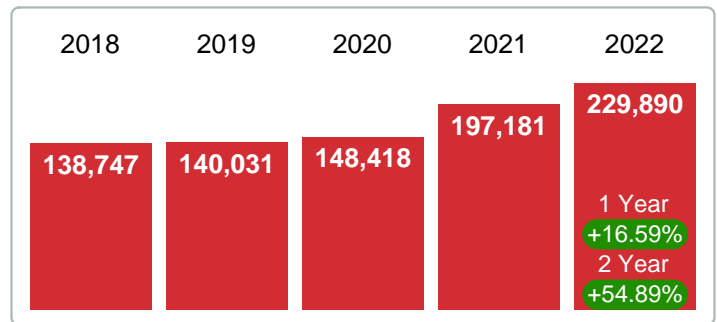
AVERAGE LIST PRICE AT CLOSING

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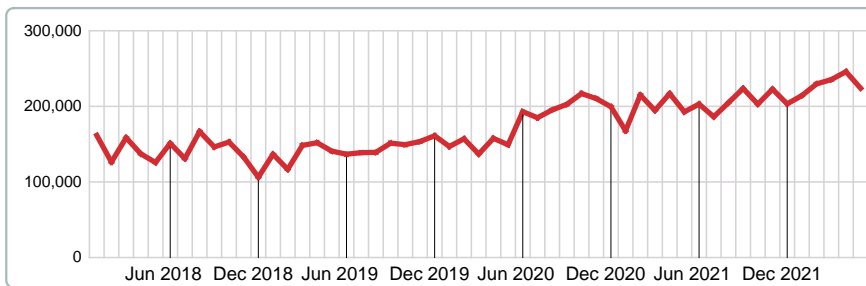
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

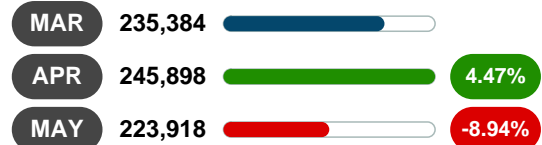


3 MONTHS

5 year MAY AVG = 166,461

High Apr 2022 245,898 Low Dec 2018 106,258

Average List Price at Closing this month at **223,918** above the 5 yr MAY average of **166,461**



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	8.06%	44,690	44,690	92,500	0	0
\$75,001 - \$100,000	8.06%	92,489	101,723	90,000	110,000	0
\$100,001 - \$150,000	24.19%	135,267	137,380	141,140	130,000	0
\$150,001 - \$200,000	16.13%	173,980	159,900	175,067	164,800	149,900
\$200,001 - \$275,000	20.97%	238,023	199,900	236,067	264,900	219,900
\$275,001 - \$375,000	9.68%	316,700	0	306,300	311,575	387,000
\$375,001 and up	12.90%	554,213	0	584,950	516,633	663,450
Average List Price		223,918	105,257	214,366	315,082	416,740
Total Closed Units	100%	223,918	14	32	11	5
Total Closed Volume		13,882,896	1.47M	6.86M	3.47M	2.08M

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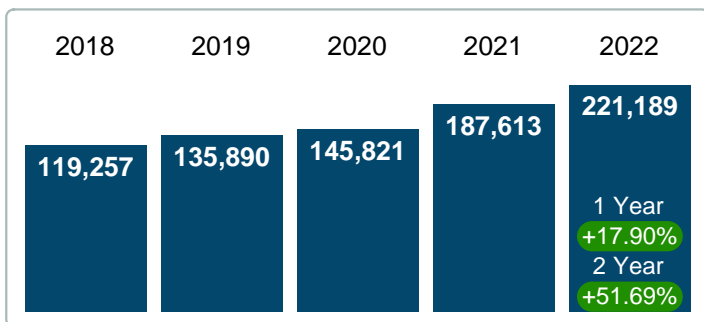
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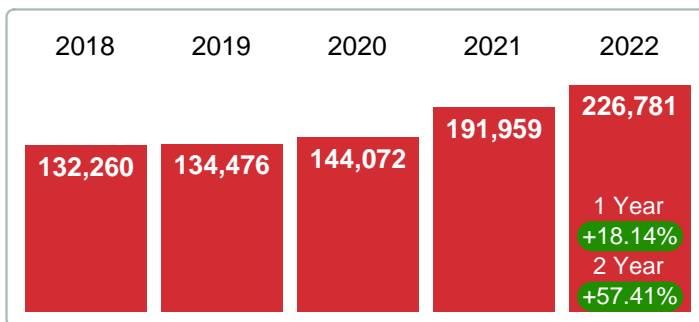
AVERAGE SOLD PRICE AT CLOSING

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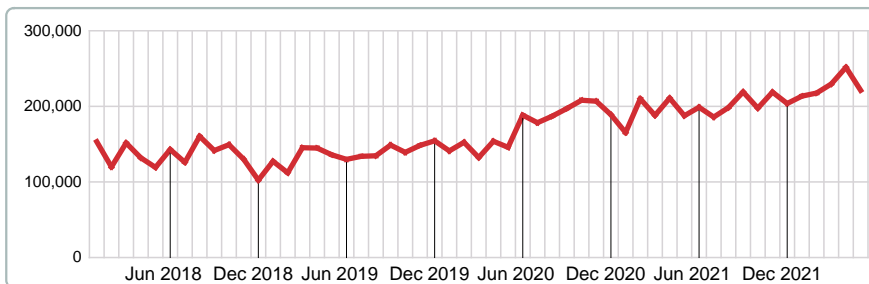
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161,954

High Apr 2022 251,607 Low Dec 2018 102,382

Average Sold Price at Closing this month at **221,189**
above the 5 yr MAY average of **161,954**

- MAR** 229,553
- APR** 251,607 +9.61%
- MAY** 221,189 -12.09%

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 7	11.29%	52,143	44,000	72,500	0	0
\$75,001 - \$100,000 5	8.06%	92,100	93,250	90,500	93,000	0
\$100,001 - \$150,000 11	17.74%	133,845	136,180	131,780	132,500	0
\$150,001 - \$200,000 12	19.35%	171,325	159,900	174,556	167,000	158,000
\$200,001 - \$275,000 12	19.35%	234,008	207,000	234,356	264,900	227,000
\$275,001 - \$375,000 8	12.90%	318,475	0	312,967	310,975	365,000
\$375,001 and up 7	11.29%	572,014	0	576,250	513,300	655,850
Average Sold Price		221,189	103,879	211,141	312,836	412,340
Total Closed Units	100%	221,189	14	32	11	5
Total Closed Volume		13,713,700	1.45M	6.76M	3.44M	2.06M

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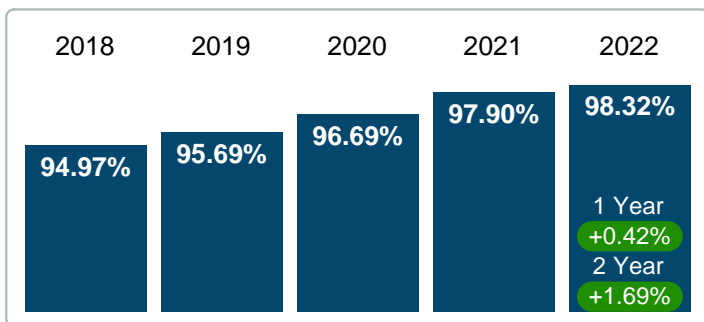
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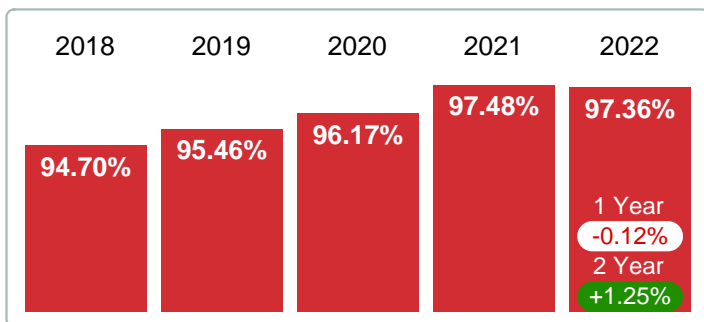
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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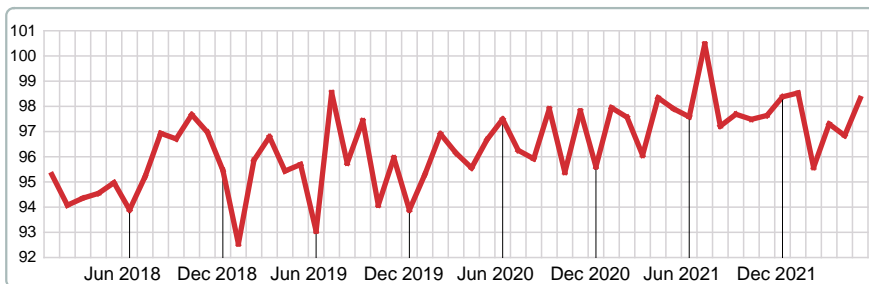
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

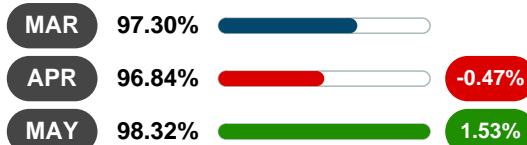


3 MONTHS

5 year MAY AVG = 96.71%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **98.32%** above the 5 yr MAY average of **96.71%**



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	7	11.29%	94.18%	100.21%	79.12%	0.00%	0.00%
\$75,001 - \$100,000	5	8.06%	93.79%	91.66%	100.56%	84.55%	0.00%
\$100,001 - \$150,000	11	17.74%	96.65%	99.15%	93.09%	101.92%	0.00%
\$150,001 - \$200,000	12	19.35%	100.94%	100.00%	100.51%	101.33%	105.40%
\$200,001 - \$275,000	12	19.35%	100.02%	103.55%	99.27%	100.00%	103.23%
\$275,001 - \$375,000	8	12.90%	100.06%	0.00%	102.36%	99.77%	94.32%
\$375,001 and up	7	11.29%	98.89%	0.00%	98.26%	99.37%	98.81%
Average Sold/List Ratio		98.30%		98.83%	97.70%	98.64%	100.12%
Total Closed Units		62	100%	14	32	11	5
Total Closed Volume		13,713,700		1.45M	6.76M	3.44M	2.06M

May 2022



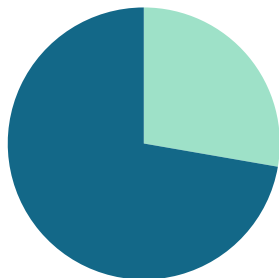
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jun 13, 2022 for MLS Technology Inc.

INVENTORY

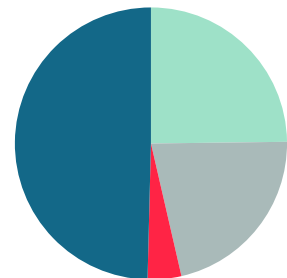


Inventory
 New Listings
66 = 27.73%
 Start Inventory
172
 Total Inventory Units
238
 Volume
\$77,055,079

Market Activity

Closed Sales
62 = 24.80%
 Pending Sales
54 = 21.60%
 Other Off Market
10 = 4.00%
 Active Inventory
124 = 49.60%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	55	62	12.73%	221	227	2.71%
Pending Sales	52	54	3.85%	258	246	-4.65%
New Listings	69	66	-4.35%	304	299	-1.64%
Average List Price	192,716	223,918	16.19%	197,181	229,890	16.59%
Average Sale Price	187,613	221,189	17.90%	191,959	226,781	18.14%
Average Percent of Selling Price to List Price	97.90%	98.32%	0.42%	97.48%	97.36%	-0.12%
Average Days on Market to Sale	24.27	23.52	-3.12%	40.59	31.87	-21.47%
Monthly Inventory	189	124	-34.39%	189	124	-34.39%
Months Supply of Inventory	3.51	2.55	-27.31%	3.51	2.55	-27.31%

Absorption: Last 12 months, an Average of **49** Sales/Month

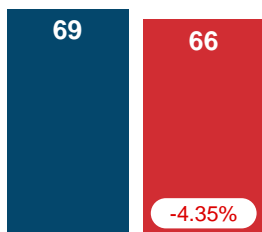
Inventory on May 31, 2022 = **124**

2021 **2022**

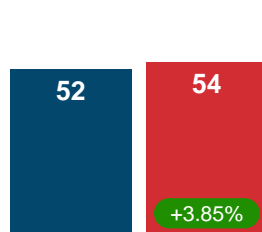
MAY MARKET

AVERAGE PRICES

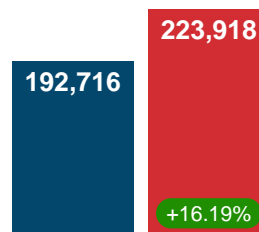
New Listings



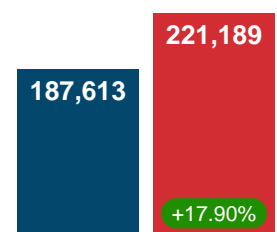
Pending Listings



List Price



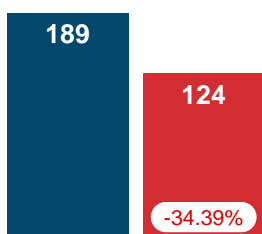
Sale Price



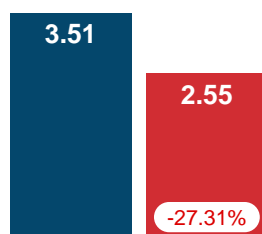
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

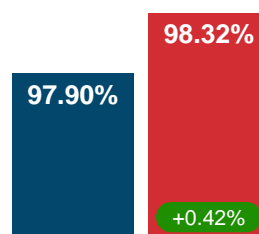
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

