

April 2021



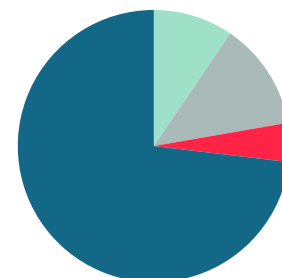
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	45	78	73.33%
Pending Listings	55	105	90.91%
New Listings	232	146	-37.07%
Average List Price	124,448	162,064	30.23%
Average Sale Price	119,668	150,349	25.64%
Average Percent of Selling Price to List Price	94.81%	94.29%	-0.55%
Average Days on Market to Sale	61.56	72.97	18.55%
End of Month Inventory	961	601	-37.46%
Months Supply of Inventory	17.55	7.22	-58.87%



■ Closed (9.49%)
■ Pending (12.77%)
■ Other OffMarket (4.62%)
■ Active (73.11%)

Absorption: Last 12 months, an Average of **83** Sales/Month
Active Inventory as of April 30, 2021 = **601**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **37.46%** to 601 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **7.22** 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 **25.64%** in April 2021 to \$150,349 versus the previous year at \$119,668.

Average Days on Market Lengthens

The average number of **72.97** days that homes spent on the market before selling increased by 11.42 days or **18.55%** in April 2021 compared to last year's same month at **61.56** DOM.

Sales Success for April 2021 is Positive

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

There were 146 New Listings in April 2021, down **37.07%** from last year at 232. Furthermore, there were 78 Closed Listings this month versus last year at 45, a **73.33%** increase.

Closed versus Listed trends yielded a **53.4%** ratio, up from previous year's, April 2020, at **19.4%**, a **175.43%** 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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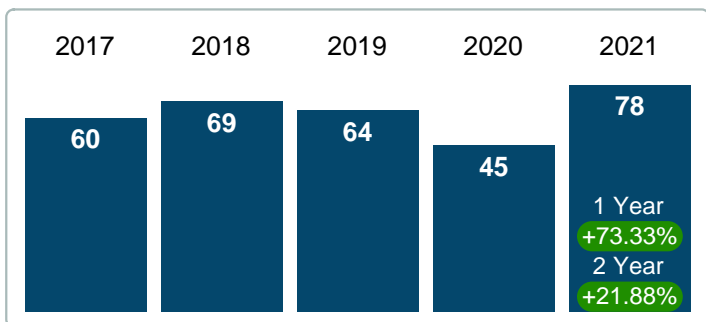
Area Delimited by County Of Cherokee



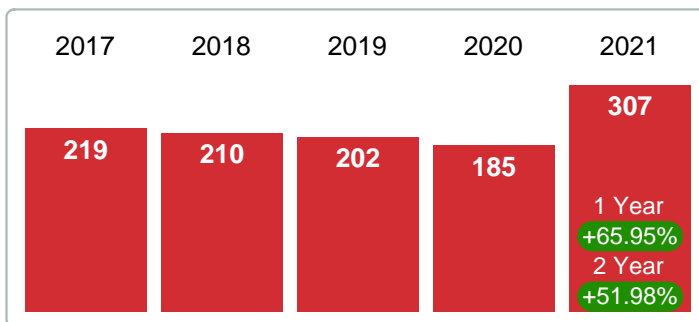
CLOSED LISTINGS

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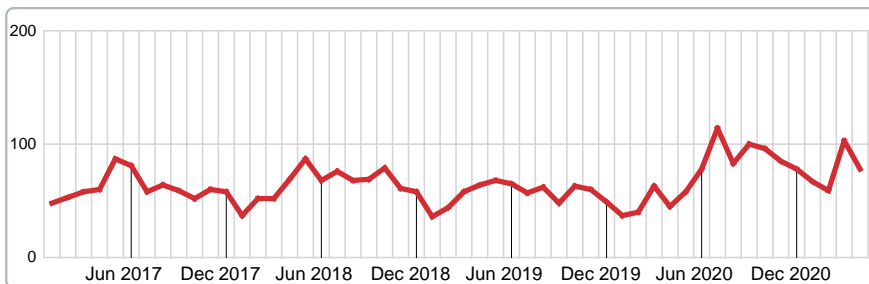
APRIL



YEAR TO DATE (YTD)

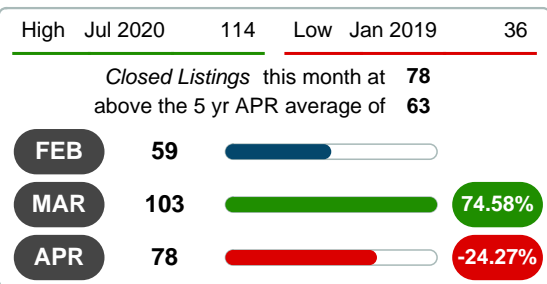


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$50,000	17	21.79%	99.0	17	0	0	0
\$50,001 \$75,000	11	14.10%	97.2	10	1	0	0
\$75,001 \$150,000	18	23.08%	103.0	8	8	1	1
\$150,001 \$200,000	12	15.38%	27.7	2	9	1	0
\$200,001 \$325,000	12	15.38%	22.8	4	6	2	0
\$325,001 and up	8	10.26%	60.0	0	5	3	0
Total Closed Units	78			41	29	7	1
Total Closed Volume	11,727,195	100%	73.0	3.01M	5.93M	2.66M	129.00K
Average Closed Price	\$150,349			\$73,507	\$204,410	\$379,500	\$129,000

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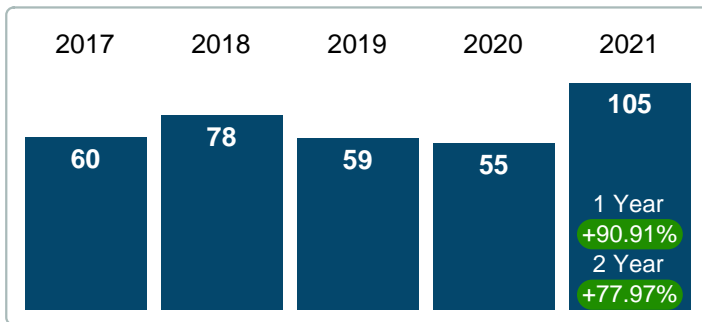
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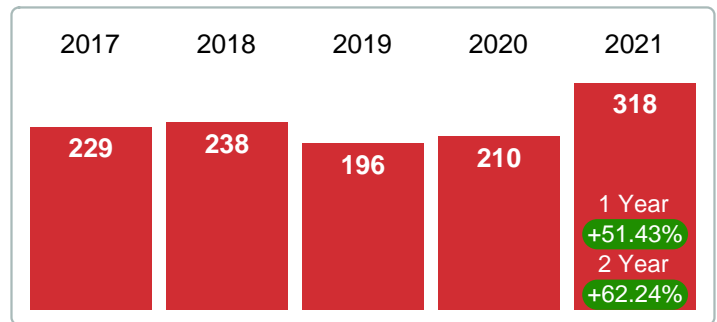
PENDING LISTINGS

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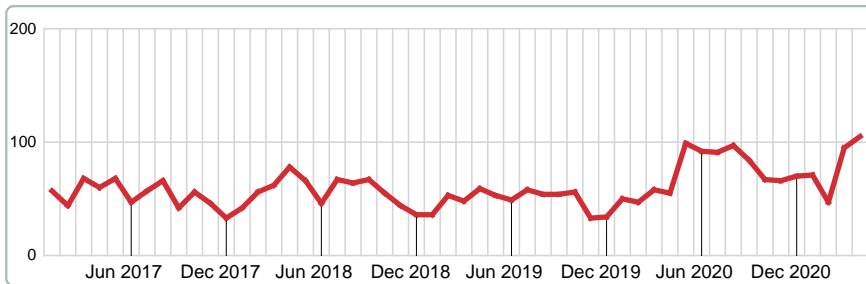
APRIL



YEAR TO DATE (YTD)

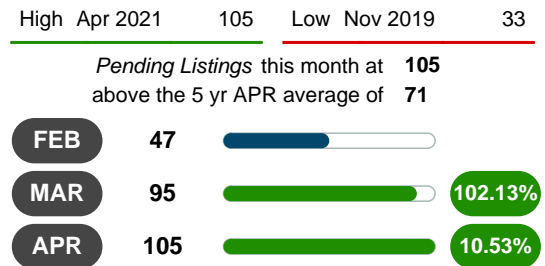


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	22	20.95%	91.1	21	1	0	0
\$50,001-\$125,000	14	13.33%	66.2	9	4	1	0
\$125,001-\$175,000	24	22.86%	27.5	4	14	5	1
\$175,001-\$225,000	15	14.29%	31.3	3	10	1	1
\$225,001-\$300,000	19	18.10%	45.9	3	10	5	1
\$300,001 and up	11	10.48%	53.6	2	2	5	2
Total Pending Units	105			42	41	17	5
Total Pending Volume	18,397,445	100%	51.8	4.74M	7.92M	4.08M	1.65M
Average Listing Price	\$230,850			\$112,936	\$193,222	\$239,836	\$330,960

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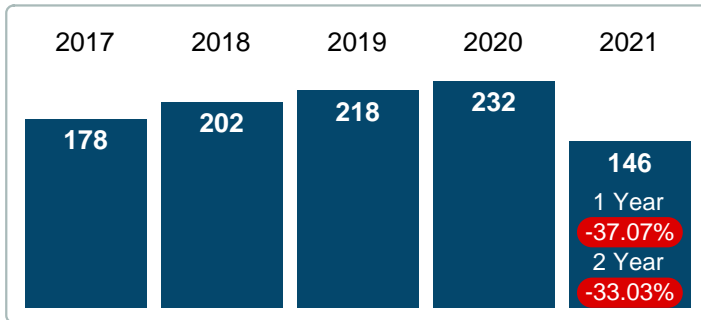
Area Delimited by County Of Cherokee



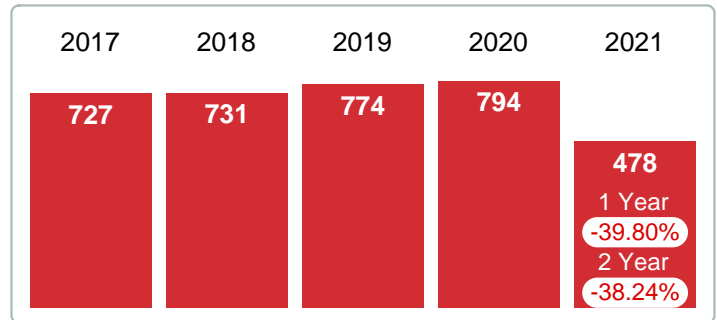
NEW LISTINGS

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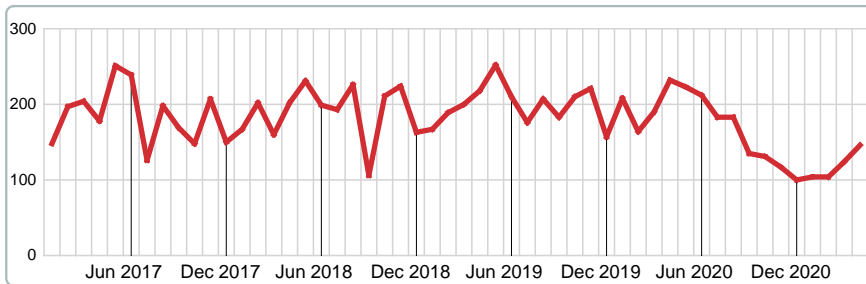
APRIL



YEAR TO DATE (YTD)

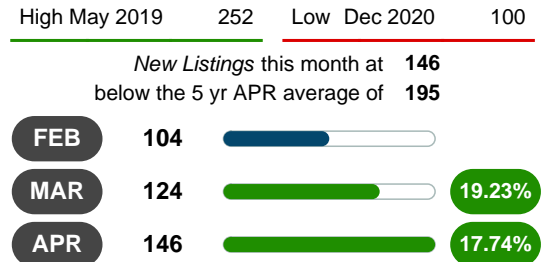


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 195



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	New Listings	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$75,000	51	34.93%	48	2	1	0
\$75,001-\$175,000	32	21.92%	8	13	9	2
\$175,001-\$250,000	26	17.81%	6	17	3	0
\$250,001-\$425,000	22	15.07%	5	9	7	1
\$425,001 and up	15	10.27%	6	6	2	1
Total New Listed Units	146		73	47	22	4
Total New Listed Volume	28,710,779	100%	9.31M	13.03M	5.12M	1.24M
Average New Listed Listing Price	\$211,263		\$127,542	\$277,332	\$232,763	\$311,200

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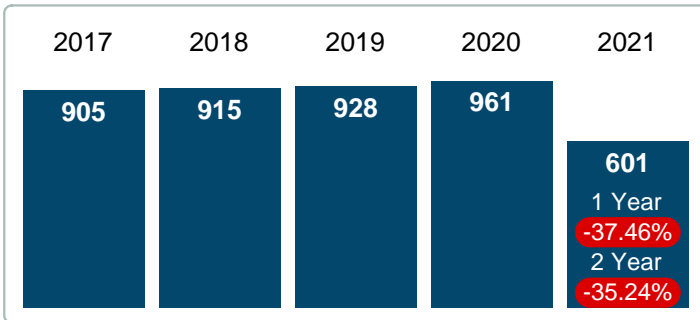
Area Delimited by County Of Cherokee



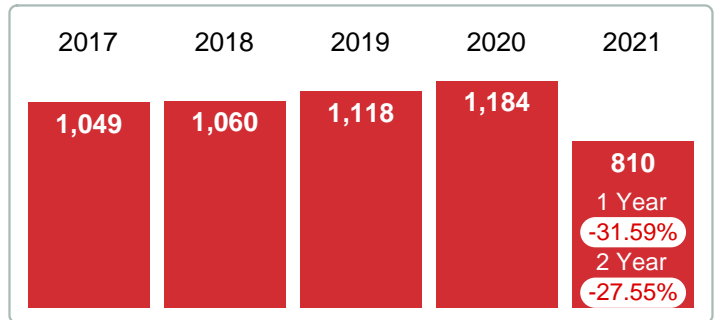
ACTIVE INVENTORY

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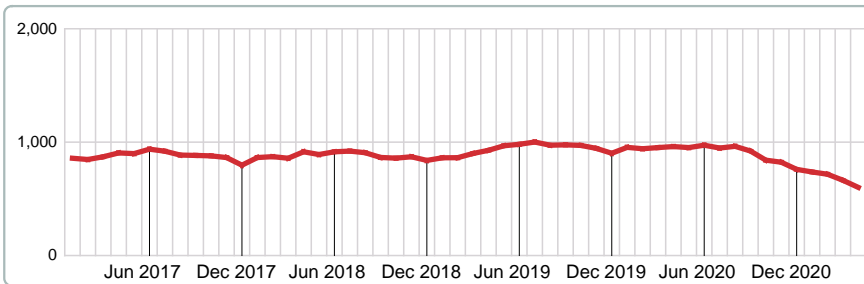
END OF APRIL



ACTIVE DURING APRIL

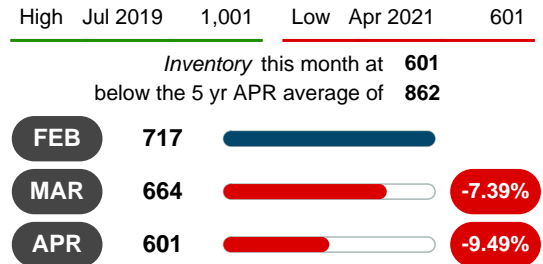


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 862



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$25,000	184	30.62%	176.6	183	0	1	0
\$25,001 \$50,000	128	21.30%	190.3	127	1	0	0
\$50,001 \$125,000	153	25.46%	214.5	138	10	5	0
\$125,001 \$350,000	73	12.15%	91.1	38	23	10	2
\$350,001 and up	63	10.48%	141.0	41	12	7	3
Total Active Inventory by Units			601	527	46	23	5
Total Active Inventory by Volume			92,485,871	64.05M	17.12M	6.77M	4.55M
Average Active Inventory Listing Price			\$153,887	\$121,531	\$372,132	\$294,186	\$910,920

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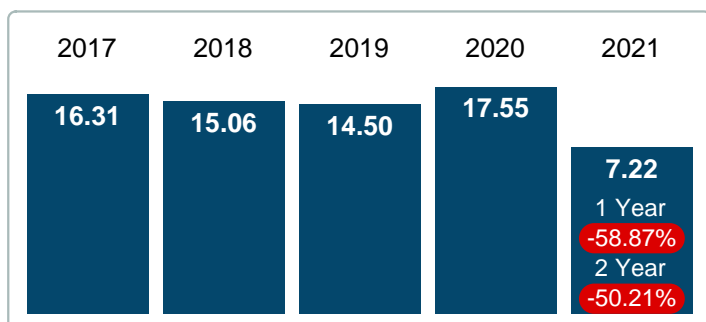
Area Delimited by County Of Cherokee



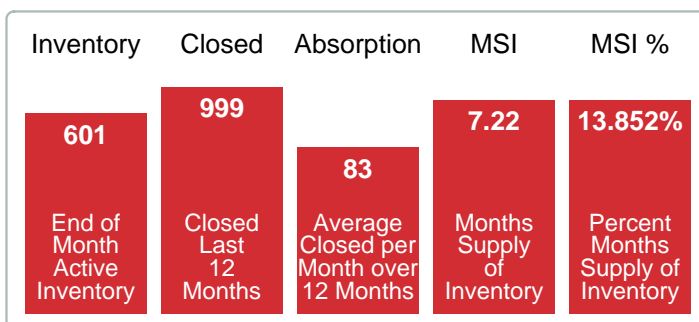
MONTHS SUPPLY of INVENTORY (MSI)

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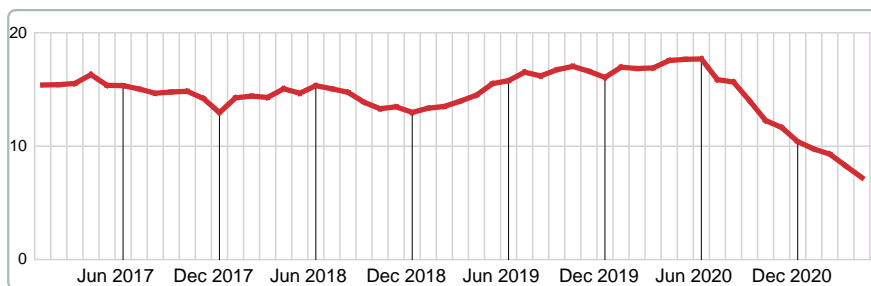
MSI FOR APRIL



INDICATORS FOR APRIL 2021

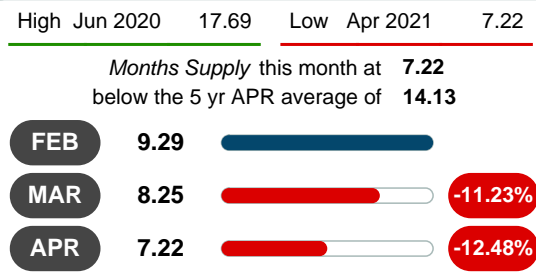


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 14.13



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
\$10,000 and less	22	3.66%	2.32	2.83	0.00	1.71	0.00
\$10,001 - \$20,000	112	18.64%	23.17	23.17	0.00	0.00	0.00
\$20,001 - \$30,000	84	13.98%	19.76	21.00	0.00	0.00	0.00
\$30,001 - \$60,000	158	26.29%	26.70	33.82	2.77	0.00	0.00
\$60,001 - \$120,000	78	12.98%	4.73	8.04	0.89	4.00	0.00
\$120,001 - \$370,000	86	14.31%	2.36	8.28	1.09	1.60	1.41
\$370,001 and up	61	10.15%	10.61	27.53	5.76	4.20	5.14
Market Supply of Inventory (MSI)			7.22	14.44	1.33	2.30	2.31
Total Active Inventory by Units		100%	7.22	527	46	23	5

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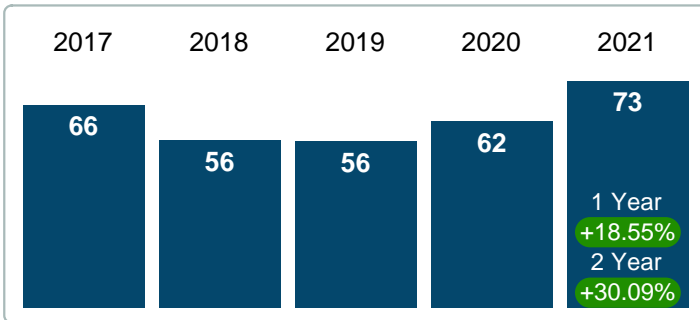
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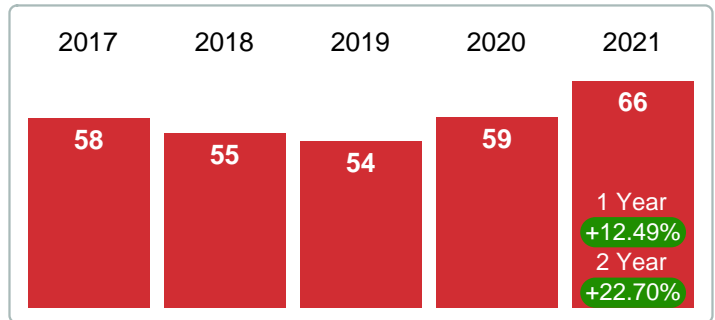
AVERAGE DAYS ON MARKET TO SALE

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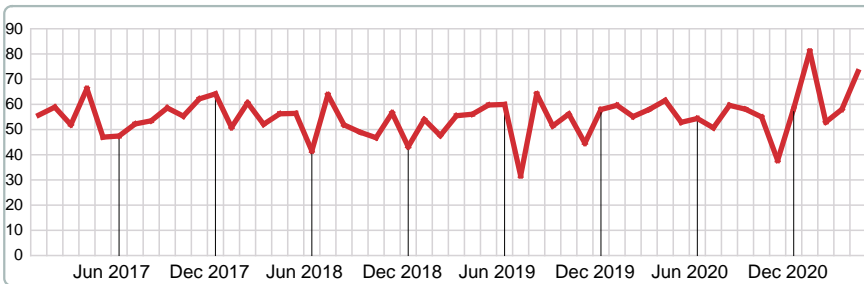
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 63

High Jan 2021 81 Low Jul 2019 32

Average Days on Market to Sale this month at 73 above the 5 yr APR average of 63



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
\$0 and less	0.00%	0	0	0	0	0
\$1 \$50,000	21.79%	99	99	0	0	0
\$50,001 \$75,000	14.10%	97	106	13	0	0
\$75,001 \$150,000	23.08%	103	178	46	69	1
\$150,001 \$200,000	15.38%	28	59	23	5	0
\$200,001 \$325,000	15.38%	23	26	27	4	0
\$325,001 and up	10.26%	60	0	23	121	0
Average Closed DOM		73	107	30	64	1
Total Closed Units	100%	78	41	29	7	1
Total Closed Volume		11,727,195	3.01M	5.93M	2.66M	129.00K

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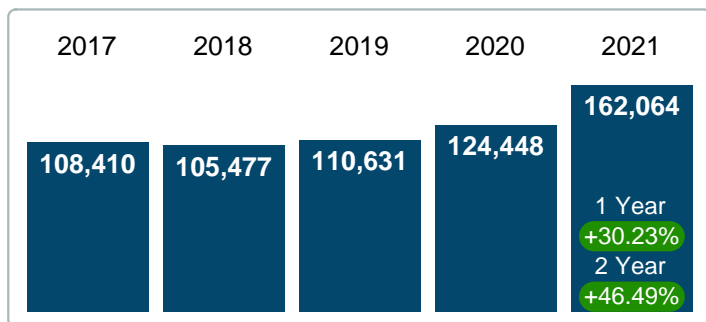
Area Delimited by County Of Cherokee



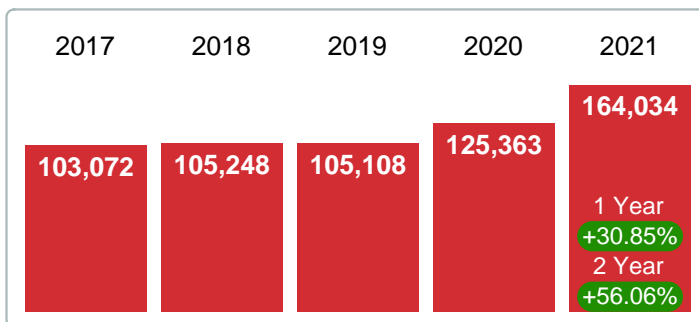
AVERAGE LIST PRICE AT CLOSING

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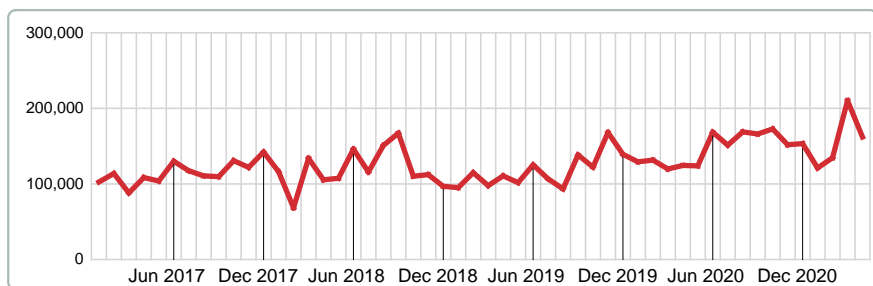
APRIL



YEAR TO DATE (YTD)

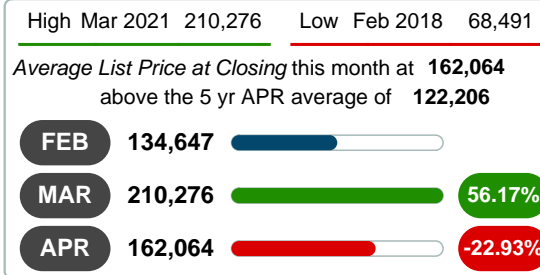


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 122,206



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	17	21.79%	15,559	15,559	0	0	0
\$50,001-\$75,000	10	12.82%	67,600	73,350	67,500	0	0
\$75,001-\$150,000	14	17.95%	119,336	146,188	130,763	149,900	155,000
\$150,001-\$200,000	16	20.51%	170,019	167,500	174,100	90,000	0
\$200,001-\$325,000	11	14.10%	231,118	292,000	230,317	287,450	0
\$325,001 and up	10	12.82%	476,720	0	397,880	649,633	0
Average List Price			162,064	89,524	208,683	394,814	155,000
Total Closed Units		100%	162,064	41	29	7	1
Total Closed Volume			12,640,995	3.67M	6.05M	2.76M	155.00K

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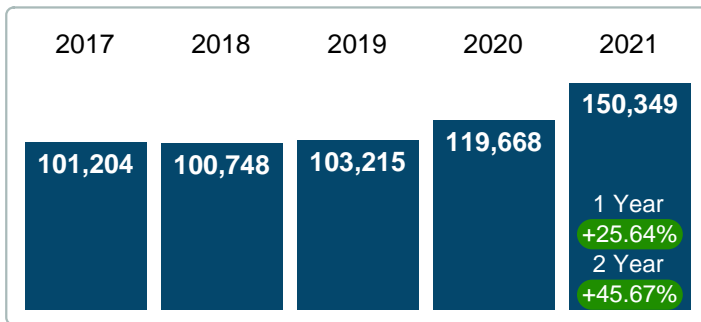
Area Delimited by County Of Cherokee



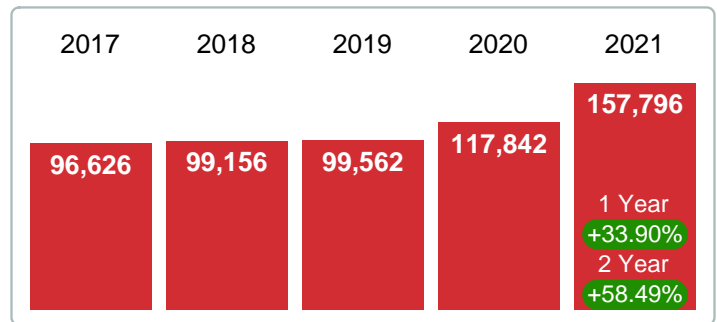
AVERAGE SOLD PRICE AT CLOSING

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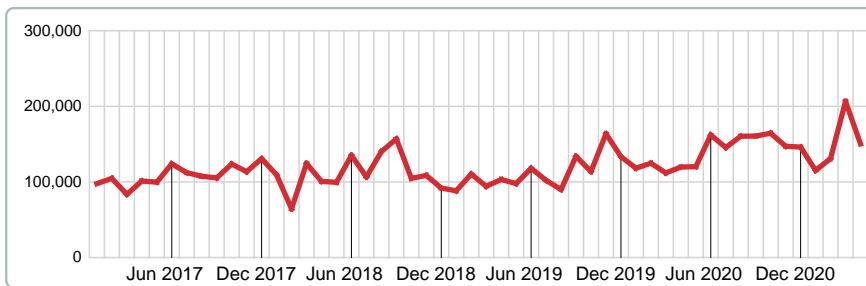
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

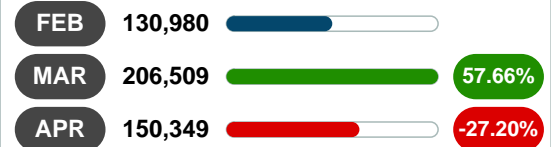


3 MONTHS

5 year APR AVG = 115,037

High Mar 2021 206,509 Low Feb 2018 64,536

Average Sold Price at Closing this month at **150,349** above the 5 yr APR average of **115,037**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	17	21.79%	14,306	14,306	0	0	0
\$50,001-\$75,000	11	14.10%	64,900	65,390	60,000	0	0
\$75,001-\$150,000	18	23.08%	117,339	105,088	126,550	130,000	129,000
\$150,001-\$200,000	12	15.38%	166,642	162,500	168,744	156,000	0
\$200,001-\$325,000	12	15.38%	241,775	237,750	230,967	282,250	0
\$325,001 and up	8	10.26%	469,625	0	390,200	602,000	0
Average Sold Price			150,349	73,507	204,410	379,500	129,000
Total Closed Units		100%	150,349	41	29	7	1
Total Closed Volume			11,727,195	3.01M	5.93M	2.66M	129.00K

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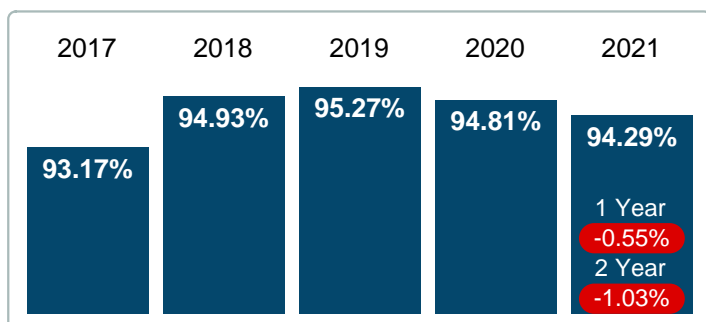
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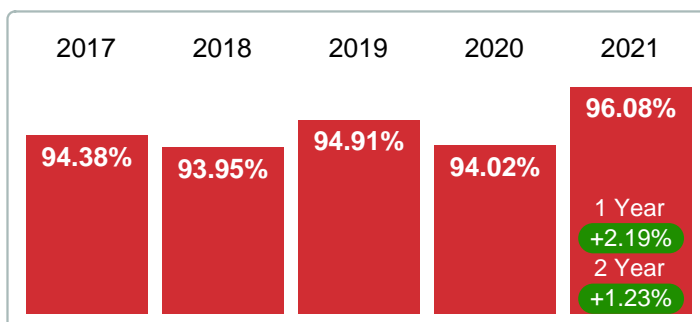
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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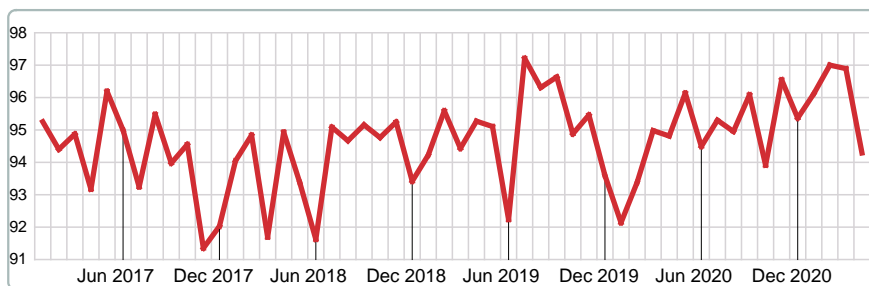
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

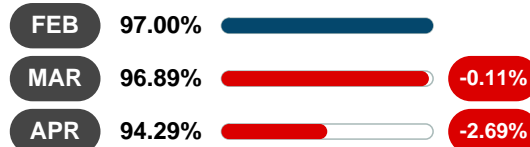


3 MONTHS

5 year APR AVG = 94.50%

High Jul 2019 97.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **94.29%**
equal to 5 yr APR average of **94.50%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	17	21.79%	94.56%	94.56%	0.00%	0.00%	0.00%
\$50,001-\$75,000	11	14.10%	91.36%	91.60%	88.89%	0.00%	0.00%
\$75,001-\$150,000	18	23.08%	87.36%	78.35%	96.97%	86.72%	83.23%
\$150,001-\$200,000	12	15.38%	103.46%	96.97%	97.14%	173.33%	0.00%
\$200,001-\$325,000	12	15.38%	96.62%	89.96%	100.46%	98.42%	0.00%
\$325,001 and up	8	10.26%	96.08%	0.00%	97.87%	93.09%	0.00%
Average Sold/List Ratio		94.30%		90.34%	97.62%	105.17%	83.23%
Total Closed Units	78	100%	94.30%	41	29	7	1
Total Closed Volume	11,727,195			3.01M	5.93M	2.66M	129.00K

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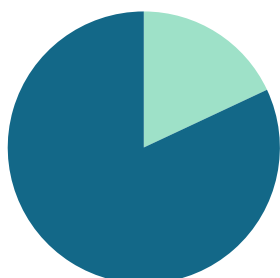
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

INVENTORY

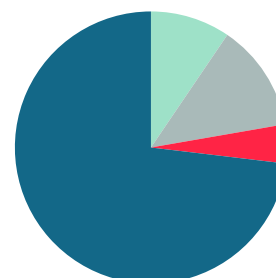


Inventory
 New Listings
146 = 18.02%
 Start Inventory
664
 Total Inventory Units
810
 Volume
\$127,599,435

Market Activity

Closed Sales
78 = 9.49%
 Pending Sales
105 = 12.77%
 Other Off Market
38 = 4.62%
 Active Inventory
601 = 73.11%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	45	78	73.33%	185	307	65.95%
Pending Sales	55	105	90.91%	210	318	51.43%
New Listings	232	146	-37.07%	794	478	-39.80%
Average List Price	124,448	162,064	30.23%	125,363	164,034	30.85%
Average Sale Price	119,668	150,349	25.64%	117,842	157,796	33.90%
Average Percent of Selling Price to List Price	94.81%	94.29%	-0.55%	94.02%	96.08%	2.19%
Average Days on Market to Sale	61.56	72.97	18.55%	58.56	65.88	12.49%
Monthly Inventory	961	601	-37.46%	961	601	-37.46%
Months Supply of Inventory	17.55	7.22	-58.87%	17.55	7.22	-58.87%

Absorption: Last 12 months, an Average of **83** Sales/Month

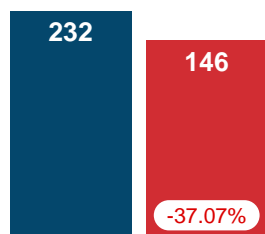
Inventory on April 30, 2021 = **601**

2020 **2021**

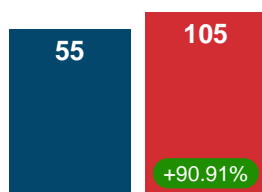
APRIL MARKET

AVERAGE PRICES

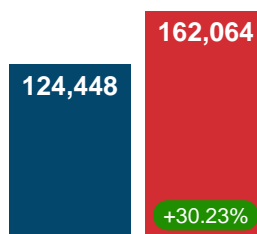
New Listings



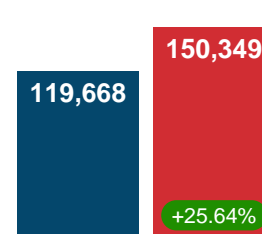
Pending Listings



List Price



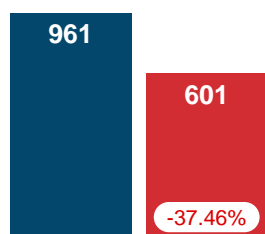
Sale Price



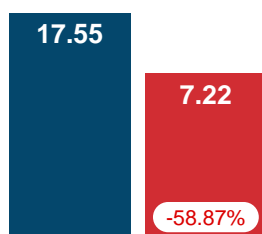
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

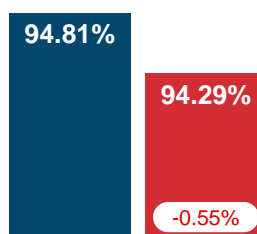
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

