

April 2021

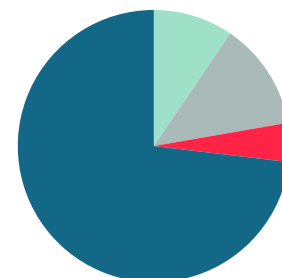
Area Delimited by County Of Cherokee



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%
Median List Price	105,000	149,900	42.76%
Median Sale Price	102,000	127,000	24.51%
Median Percent of Selling Price to List Price	97.37%	98.18%	0.84%
Median Days on Market to Sale	46.00	16.00	-65.22%
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.

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 **24.51%** in April 2021 to \$127,000 versus the previous year at \$102,000.

Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 30.00 days or **65.22%** in April 2021 compared to last year's same month at **46.00** DOM.

Sales Success for April 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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

April 2021



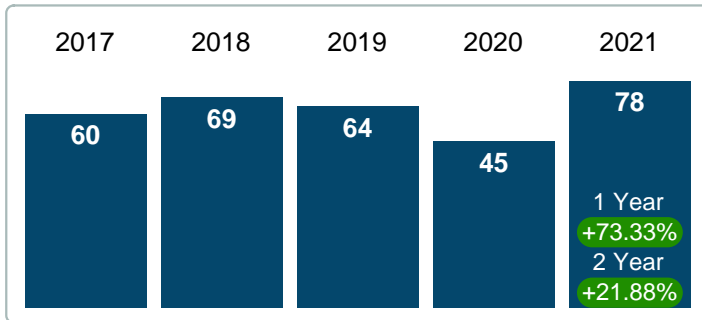
Area Delimited by County Of Cherokee



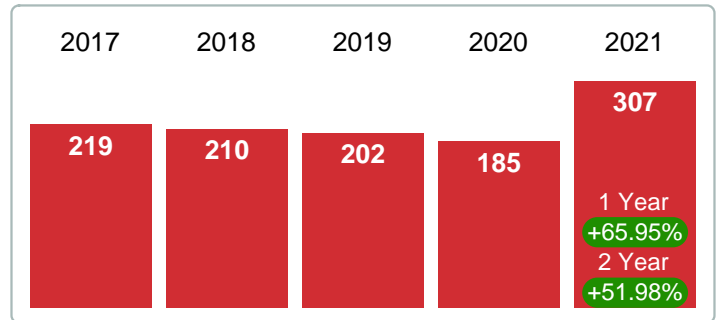
CLOSED LISTINGS

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

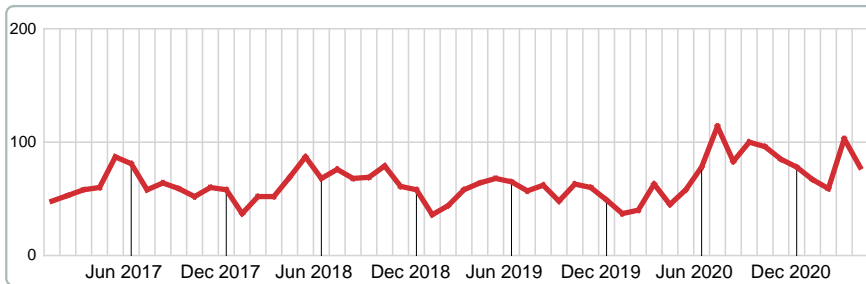
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 63

High Jul 2020 114 Low Jan 2019 36

Closed Listings this month at **78**
above the 5 yr APR average of **63**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	8.97%	10.0	7	0	0	0
\$10,001 - \$50,000	10	12.82%	87.0	10	0	0	0
\$50,001 - \$80,000	11	14.10%	38.0	10	1	0	0
\$80,001 - \$150,000	18	23.08%	56.5	8	8	1	1
\$150,001 - \$210,000	13	16.67%	5.0	2	10	1	0
\$210,001 - \$330,000	11	14.10%	7.0	4	5	2	0
\$330,001 and up	8	10.26%	48.0	0	5	3	0
Total Closed Units	78			41	29	7	1
Total Closed Volume	11,727,195	100%	16.0	3.01M	5.93M	2.66M	129.00K
Median Closed Price	\$127,000			\$65,000	\$175,000	\$319,500	\$129,000

April 2021



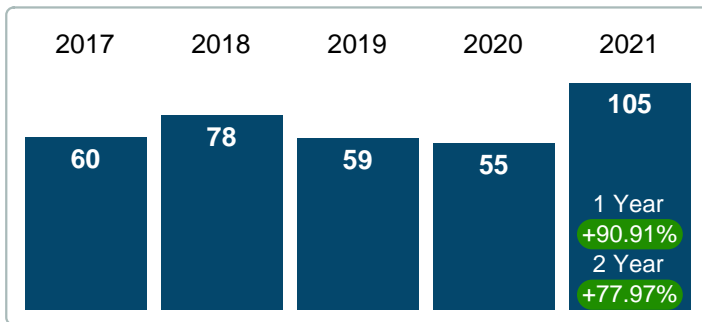
Area Delimited by County Of Cherokee



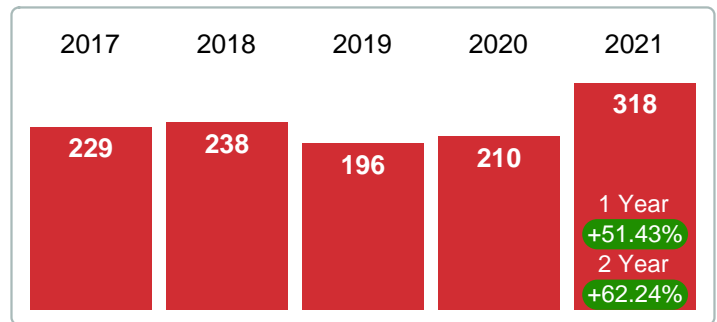
PENDING LISTINGS

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

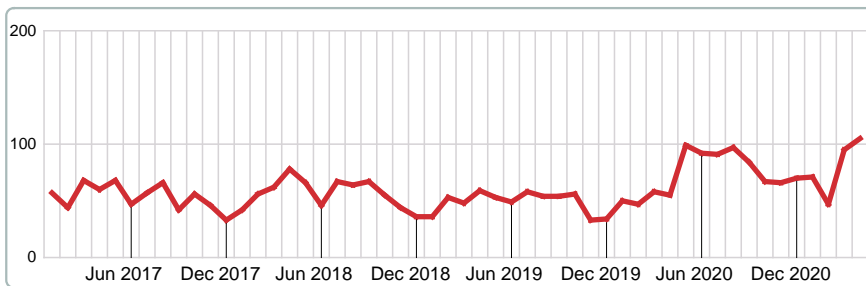
APRIL



YEAR TO DATE (YTD)

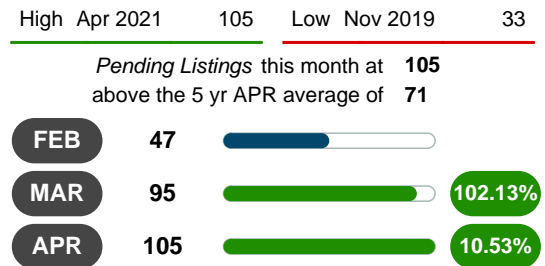


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	48.0	0	0	0	0
\$1-\$50,000	22	20.95%	72.0	21	1	0	0
\$50,001-\$125,000	14	13.33%	20.5	9	4	1	0
\$125,001-\$175,000	24	22.86%	8.5	4	14	5	1
\$175,001-\$225,000	15	14.29%	7.0	3	10	1	1
\$225,001-\$300,000	19	18.10%	9.0	3	10	5	1
\$300,001 and up	11	10.48%	18.0	2	2	5	2
Total Pending Units	105			42	41	17	5
Total Pending Volume	18,397,445	100%	14.0	4.74M	7.92M	4.08M	1.65M
Median Listing Price	\$164,900			\$45,250	\$190,000	\$249,900	\$250,000

April 2021



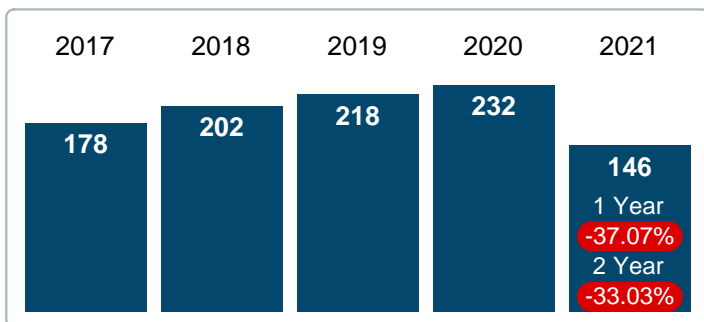
Area Delimited by County Of Cherokee



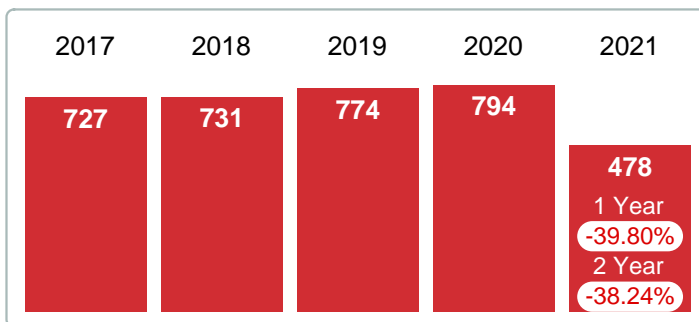
NEW LISTINGS

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

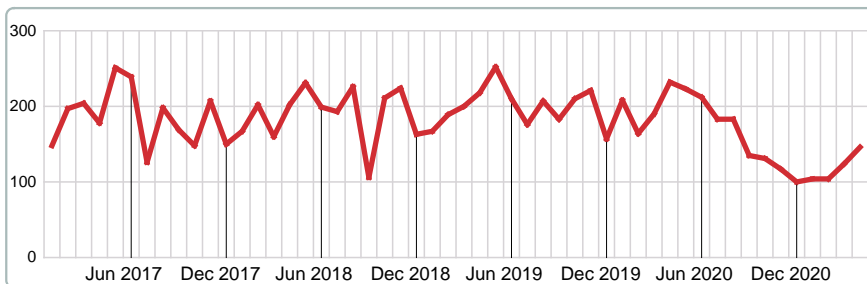
APRIL



YEAR TO DATE (YTD)

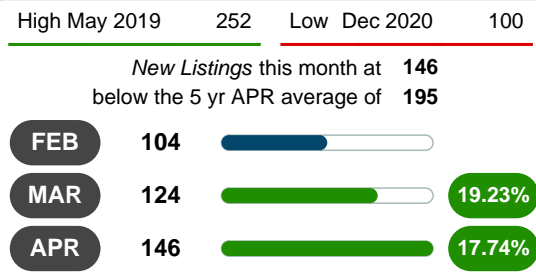


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 195



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$10,000 and less	5	3.42%	4	0	1	0
\$10,001 - \$20,000	30	20.55%	30	0	0	0
\$20,001 - \$90,000	19	13.01%	17	2	0	0
\$90,001 - \$190,000	35	23.97%	8	16	9	2
\$190,001 - \$270,000	25	17.12%	4	16	5	0
\$270,001 - \$420,000	17	11.64%	4	7	5	1
\$420,001 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
Median New Listed Listing Price	\$149,450		\$25,000	\$206,000	\$244,300	\$239,900

April 2021



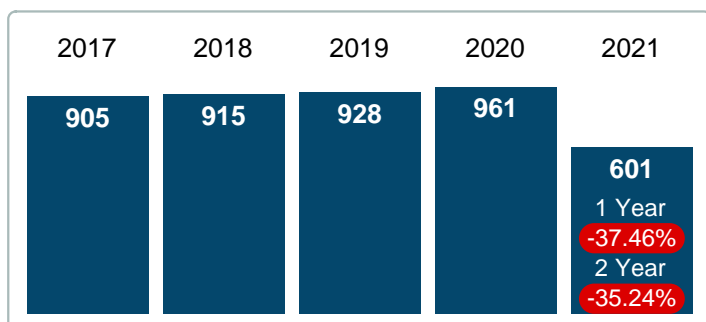
Area Delimited by County Of Cherokee



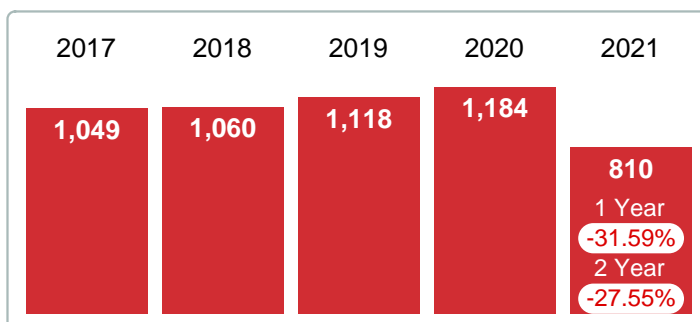
ACTIVE INVENTORY

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

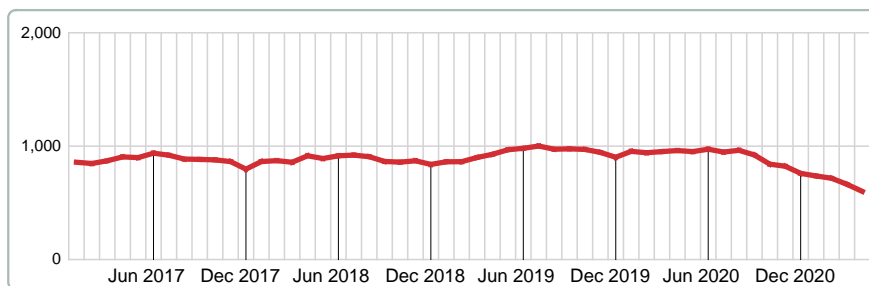
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 862

High Jul 2019 1,001 Low Apr 2021 601

Inventory this month at 601
below the 5 yr APR average of 862



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	22	3.66%	179.0	21	0	1	0
\$10,001 - \$20,000	112	18.64%	137.0	112	0	0	0
\$20,001 - \$30,000	84	13.98%	245.0	84	0	0	0
\$30,001 - \$60,000	158	26.29%	238.0	155	3	0	0
\$60,001 - \$120,000	78	12.98%	94.5	67	6	5	0
\$120,001 - \$370,000	86	14.31%	57.0	49	25	10	2
\$370,001 and up	61	10.15%	105.0	39	12	7	3
Total Active Inventory by Units	601			527	46	23	5
Total Active Inventory by Volume	92,485,871	100%	161.0	64.05M	17.12M	6.77M	4.55M
Median Active Inventory Listing Price	\$49,900			\$40,000	\$230,406	\$274,900	\$374,900

April 2021



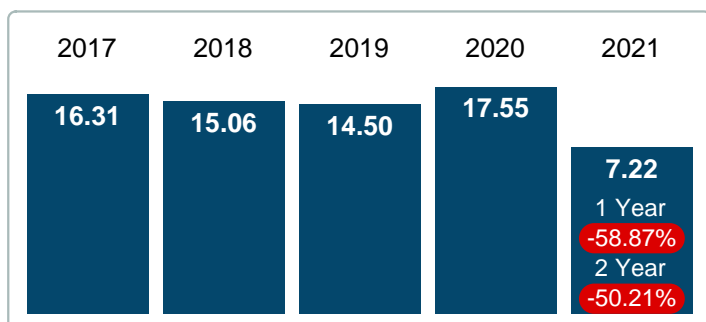
Area Delimited by County Of Cherokee



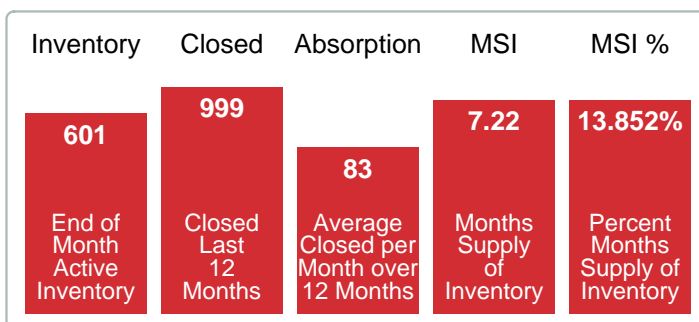
MONTHS SUPPLY of INVENTORY (MSI)

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

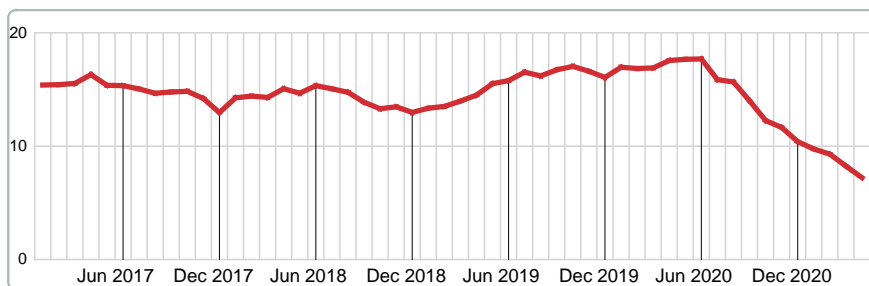
MSI FOR APRIL



INDICATORS FOR APRIL 2021

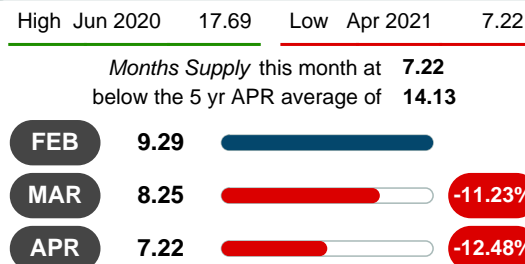


5 YEAR MARKET ACTIVITY TRENDS



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

April 2021



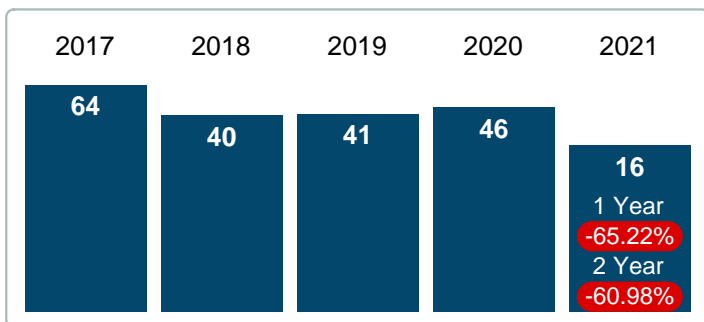
Area Delimited by County Of Cherokee



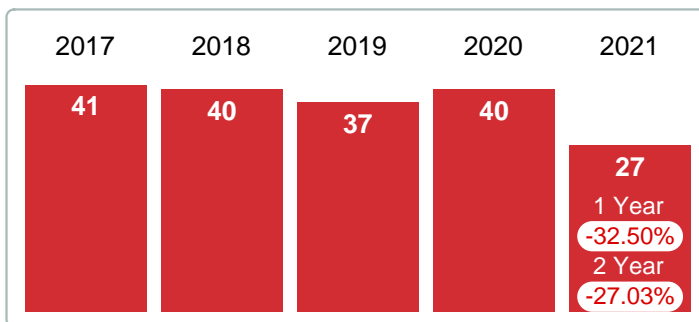
MEDIAN DAYS ON MARKET TO SALE

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

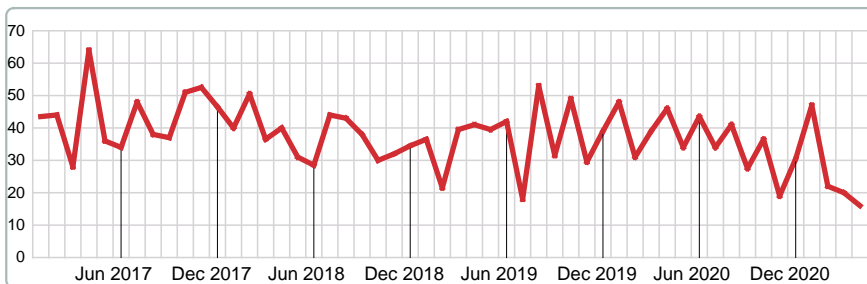
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

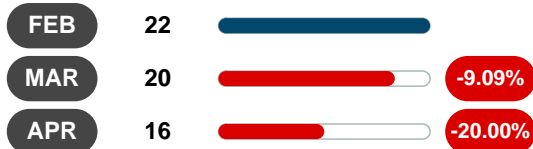


3 MONTHS

5 year APR AVG = 41

High Apr 2017 64 Low Apr 2021 16

Median Days on Market to Sale this month at 16 below the 5 yr APR average of 41



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
\$10,000 and less	8.97%	10	10	0	0	0
\$10,001 - \$50,000	12.82%	87	87	0	0	0
\$50,001 - \$80,000	14.10%	38	47	13	0	0
\$80,001 - \$150,000	23.08%	57	190	17	69	1
\$150,001 - \$210,000	16.67%	5	59	9	5	0
\$210,001 - \$330,000	14.10%	7	9	38	4	0
\$330,001 and up	10.26%	48	0	5	105	0
Median Closed DOM		16	31	10	69	1
Total Closed Units	100%	78	41	29	7	1
Total Closed Volume		11,727,195	3.01M	5.93M	2.66M	129.00K

April 2021



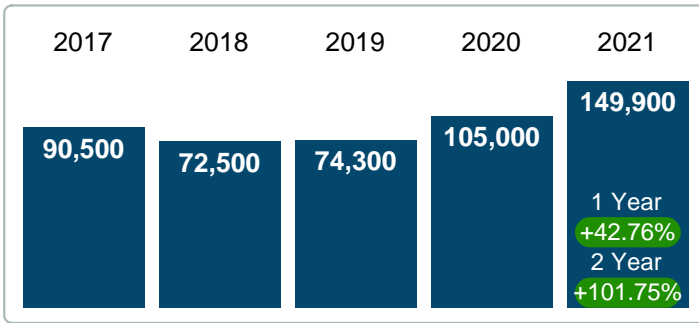
Area Delimited by County Of Cherokee



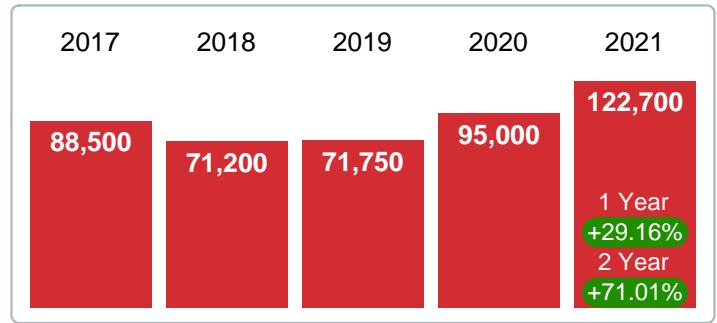
MEDIAN LIST PRICE AT CLOSING

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

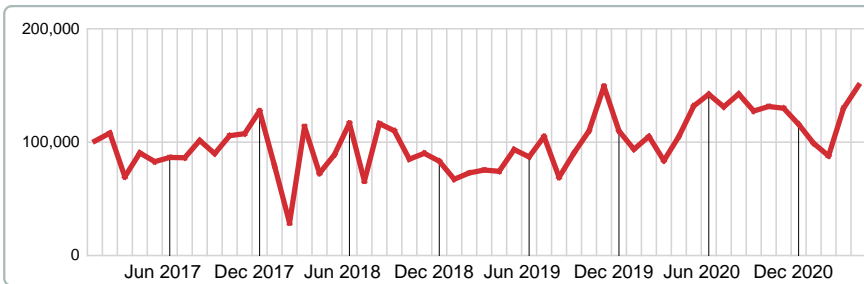
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

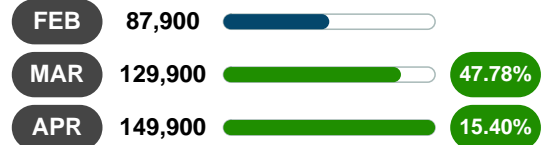


3 MONTHS

5 year APR AVG = 98,440

High Apr 2021 149,900 Low Feb 2018 28,800

Median List Price at Closing this month at **149,900**
above the 5 yr APR average of **98,440**



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
\$10,000 and less	6	7.69%	523	523	0	0	0
\$10,001 - \$50,000	11	14.10%	20,000	20,000	0	0	0
\$50,001 - \$80,000	10	12.82%	67,400	67,300	67,500	0	0
\$80,001 - \$150,000	14	17.95%	123,800	95,000	124,900	119,950	0
\$150,001 - \$210,000	19	24.36%	170,000	172,500	174,900	0	155,000
\$210,001 - \$330,000	9	11.54%	245,000	239,900	232,500	287,450	0
\$330,001 and up	9	11.54%	430,000	499,000	375,000	689,000	0
Median List Price			149,900	65,000	179,900	329,900	155,000
Total Closed Units		100%	149,900	41	29	7	1
Total Closed Volume			12,640,995	3.67M	6.05M	2.76M	155.00K

April 2021



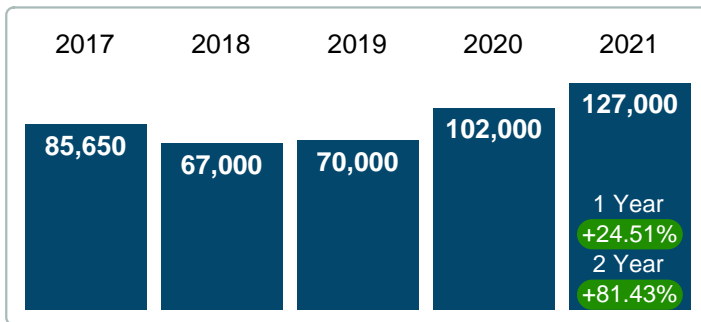
Area Delimited by County Of Cherokee



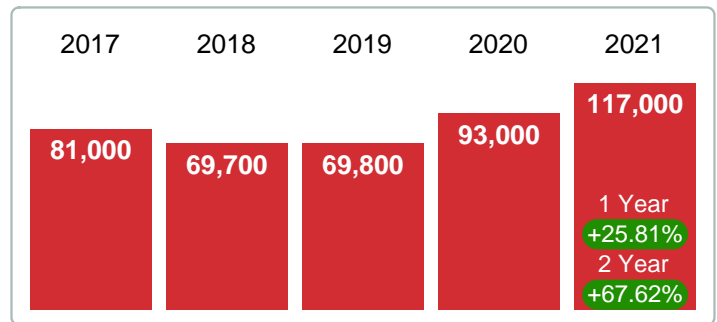
MEDIAN SOLD PRICE AT CLOSING

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

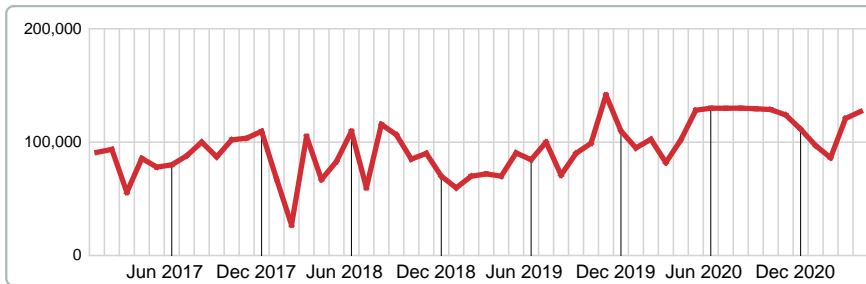
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

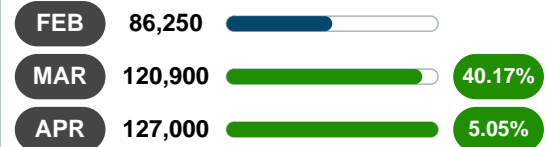


3 MONTHS

5 year APR AVG = 90,330

High Nov 2019 141,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 127,000 above the 5 yr APR average of 90,330



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
\$10,000 and less	8.97%	550	550	0	0	0
\$10,001 - \$50,000	12.82%	20,000	20,000	0	0	0
\$50,001 - \$80,000	14.10%	65,000	65,000	60,000	0	0
\$80,001 - \$150,000	23.08%	121,350	101,000	123,850	130,000	129,000
\$150,001 - \$210,000	16.67%	163,000	162,500	169,000	156,000	0
\$210,001 - \$330,000	14.10%	231,000	230,500	219,000	282,250	0
\$330,001 and up	10.26%	402,000	0	350,000	667,000	0
Median Sold Price		127,000	65,000	175,000	319,500	129,000
Total Closed Units		78	41	29	7	1
Total Closed Volume		11,727,195	3.01M	5.93M	2.66M	129.00K

April 2021



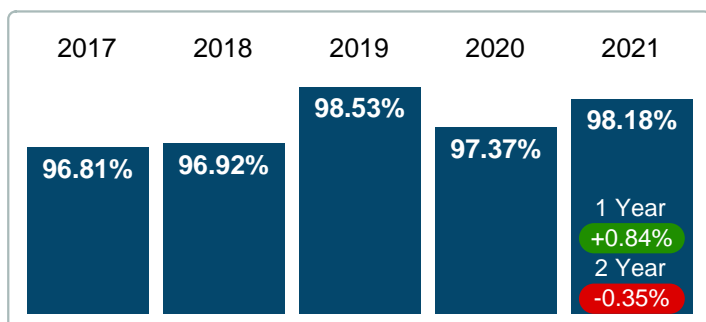
Area Delimited by County Of Cherokee



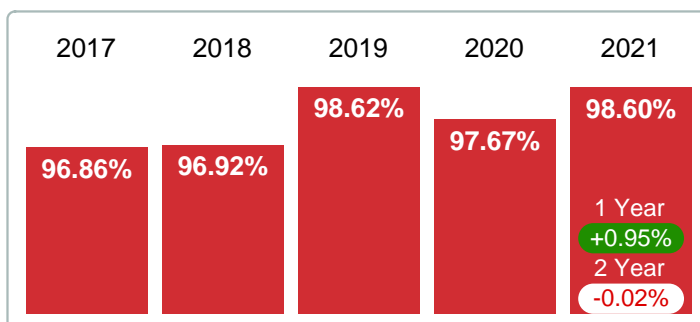
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

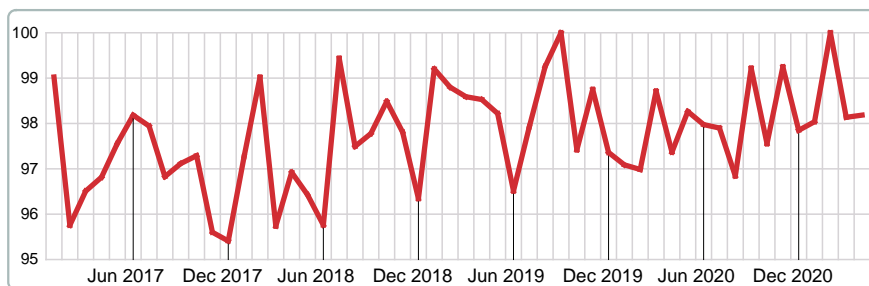
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

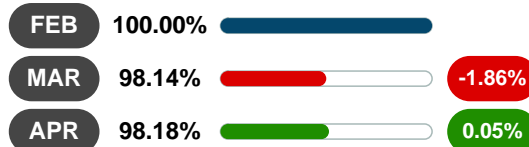


3 MONTHS

5 year APR AVG = 97.56%

High Feb 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **98.18%**
equal to 5 yr APR average of **97.56%**



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
\$10,000 and less	7	8.97%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 \$50,000	10	12.82%	98.19%	98.19%	0.00%	0.00%	0.00%
\$50,001 \$80,000	11	14.10%	96.66%	98.18%	88.89%	0.00%	0.00%
\$80,001 \$150,000	18	23.08%	94.14%	89.11%	96.85%	86.72%	83.23%
\$150,001 \$210,000	13	16.67%	100.00%	96.97%	98.72%	173.33%	0.00%
\$210,001 \$330,000	11	14.10%	99.55%	98.08%	99.55%	98.42%	0.00%
\$330,001 and up	8	10.26%	97.61%	0.00%	100.00%	93.52%	0.00%
Median Sold/List Ratio		98.18%		98.70%	99.00%	96.81%	83.23%
Total Closed Units		78	100%	41	29	7	1
Total Closed Volume		11,727,195		3.01M	5.93M	2.66M	129.00K

April 2021

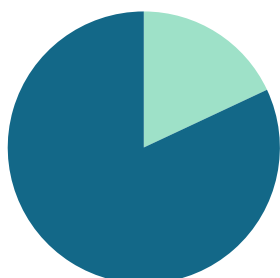
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

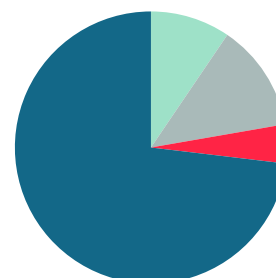


Inventory
 New Listings
146 = 18.02%
 Start Inventory
664
 Total Inventory Units
810
 Volume
\$127,599,435

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%
Median List Price	105,000	149,900	42.76%	95,000	122,700	29.16%
Median Sale Price	102,000	127,000	24.51%	93,000	117,000	25.81%
Median Percent of Selling Price to List Price	97.37%	98.18%	0.84%	97.67%	98.60%	0.95%
Median Days on Market to Sale	46.00	16.00	-65.22%	40.00	27.00	-32.50%
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

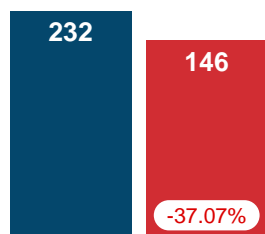
Inventory on April 30, 2021 = **601**

2020 **2021**

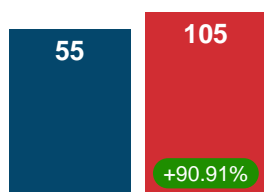
APRIL MARKET

MEDIAN PRICES

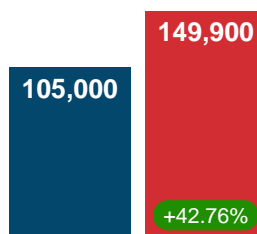
New Listings



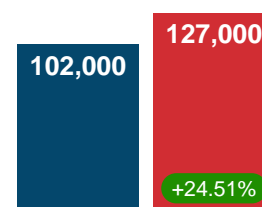
Pending Listings



List Price



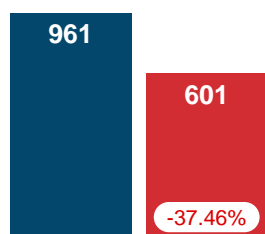
Sale Price



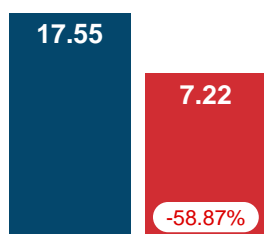
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

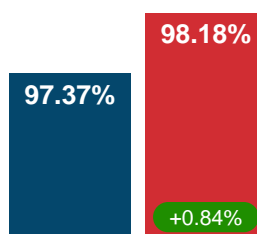
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

