

# December 2021



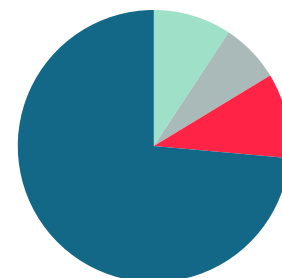
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	78	67	-14.10%
Pending Listings	70	51	-27.14%
New Listings	100	78	-22.00%
Median List Price	115,750	134,000	15.77%
Median Sale Price	111,488	137,650	23.47%
Median Percent of Selling Price to List Price	97.85%	100.00%	2.20%
Median Days on Market to Sale	30.50	11.00	-63.93%
End of Month Inventory	763	532	-30.28%
Months Supply of Inventory	10.43	6.89	-33.89%



■ Closed (9.27%)  
■ Pending (7.05%)  
■ Other OffMarket (10.10%)  
■ Active (73.58%)

**Absorption:** Last 12 months, an Average of **77** Sales/Month  
**Active Inventory** as of December 31, 2021 = **532**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **30.28%** to 532 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **6.89** 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 **23.47%** in December 2021 to \$137,650 versus the previous year at \$111,488.

#### Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 19.50 days or **63.93%** in December 2021 compared to last year's same month at **30.50** DOM.

#### Sales Success for December 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 78 New Listings in December 2021, down **22.00%** from last year at 100. Furthermore, there were 67 Closed Listings this month versus last year at 78, a **-14.10%** decrease.

Closed versus Listed trends yielded a **85.9%** ratio, up from previous year's, December 2020, at **78.0%**, a **10.12%** 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# December 2021



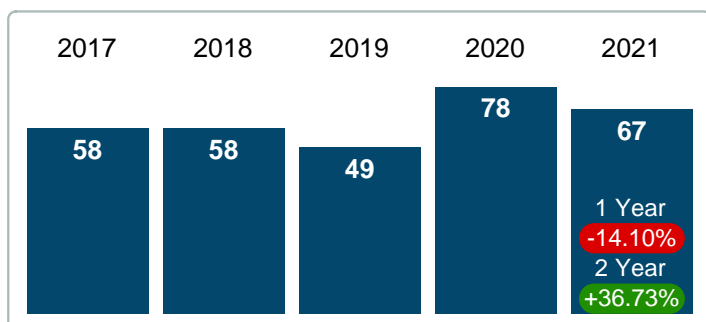
Area Delimited by County Of Cherokee



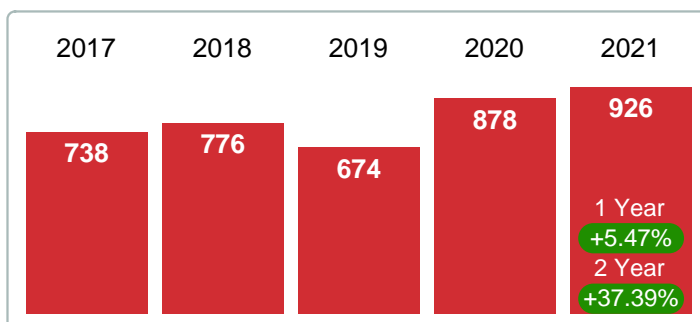
## CLOSED LISTINGS

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

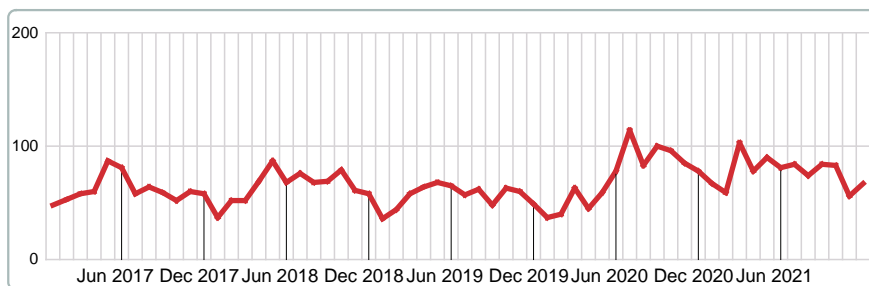
### DECEMBER



### YEAR TO DATE (YTD)

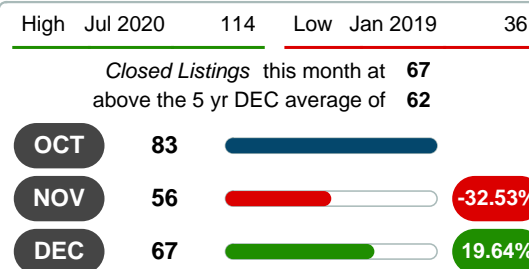


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### 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	5	7.46%	40.0	4	0	1	0
\$10,001 - \$70,000	13	19.40%	20.0	9	3	1	0
\$70,001 - \$100,000	7	10.45%	6.0	4	2	1	0
\$100,001 - \$170,000	16	23.88%	8.0	4	8	2	2
\$170,001 - \$250,000	10	14.93%	6.0	3	5	1	1
\$250,001 - \$420,000	9	13.43%	31.0	2	2	5	0
\$420,001 and up	7	10.45%	13.0	2	4	0	1
<b>Total Closed Units</b>	<b>67</b>			<b>28</b>	<b>24</b>	<b>11</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>13,130,655</b>	<b>100%</b>	<b>11.0</b>	<b>4.33M</b>	<b>5.72M</b>	<b>2.19M</b>	<b>890.00K</b>
<b>Median Closed Price</b>	<b>\$137,650</b>			<b>\$79,000</b>	<b>\$164,450</b>	<b>\$210,000</b>	<b>\$165,000</b>



# December 2021

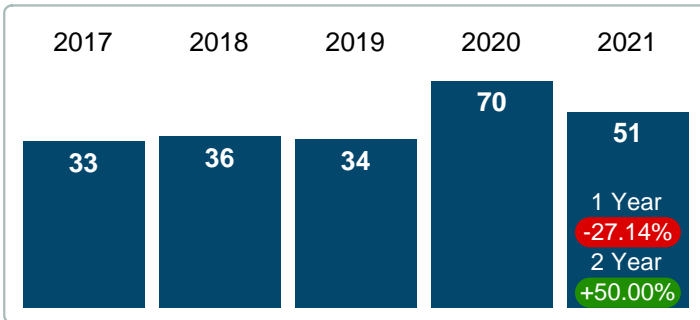
Area Delimited by County Of Cherokee



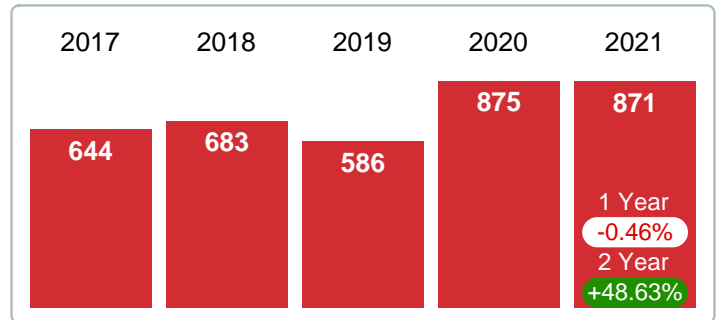
## PENDING LISTINGS

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

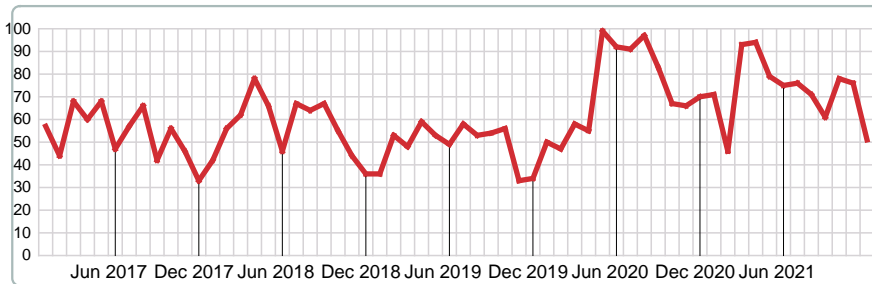
### DECEMBER



### YEAR TO DATE (YTD)

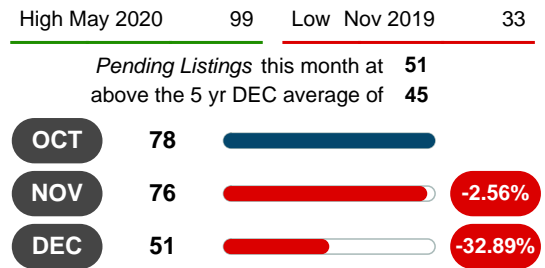


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 45



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	13.0	0	0	0	0
\$25,001 - \$75,000	9	17.65%	23.0	7	2	0	0
\$75,001 - \$125,000	6	11.76%	11.0	3	2	0	1
\$125,001 - \$225,000	13	25.49%	6.0	2	10	1	0
\$225,001 - \$275,000	10	19.61%	15.0	2	3	3	2
\$275,001 - \$450,000	6	11.76%	70.0	1	2	2	1
\$450,001 and up	7	13.73%	39.0	3	1	2	1
<b>Total Pending Units</b>	<b>51</b>			<b>18</b>	<b>20</b>	<b>8</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>12,666,264</b>	<b>100%</b>	<b>20.0</b>	<b>4.51M</b>	<b>3.82M</b>	<b>2.82M</b>	<b>1.52M</b>
<b>Median Listing Price</b>	<b>\$196,000</b>			<b>\$102,500</b>	<b>\$172,450</b>	<b>\$301,000</b>	<b>\$269,900</b>



# December 2021

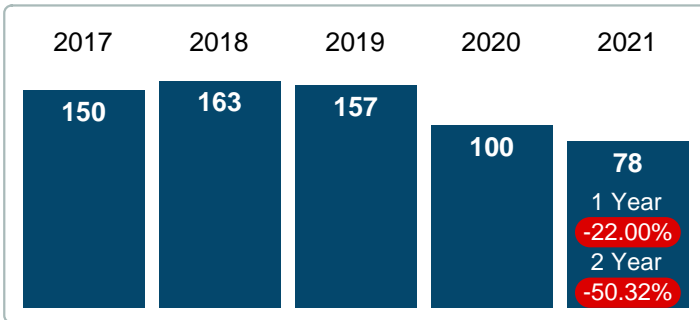
Area Delimited by County Of Cherokee



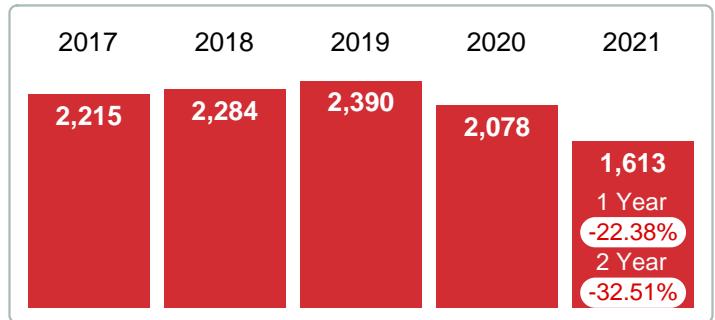
## NEW LISTINGS

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

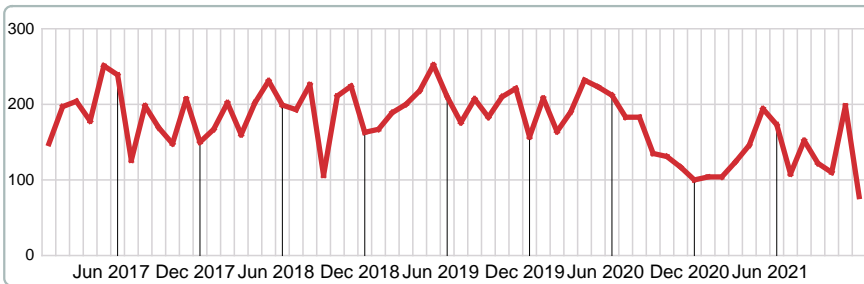
### DECEMBER



### YEAR TO DATE (YTD)

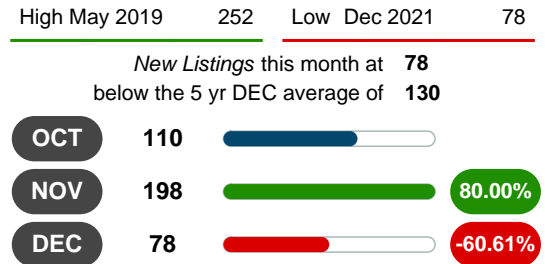


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 130



### 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	7	8.97%	4	1	2	0
\$10,001 - \$50,000	7	8.97%	7	0	0	0
\$50,001 - \$90,000	14	17.95%	9	5	0	0
\$90,001 - \$180,000	19	24.36%	6	10	2	1
\$180,001 - \$270,000	13	16.67%	2	7	3	1
\$270,001 - \$440,000	10	12.82%	5	2	2	1
\$440,001 and up	8	10.26%	3	2	3	0
<b>Total New Listed Units</b>	<b>78</b>		<b>36</b>	<b>27</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>19,132,849</b>	<b>100%</b>	<b>8.78M</b>	<b>6.31M</b>	<b>3.22M</b>	<b>828.80K</b>
<b>Median New Listed Listing Price</b>	<b>\$149,900</b>		<b>\$79,450</b>	<b>\$149,900</b>	<b>\$240,000</b>	<b>\$269,900</b>

# December 2021



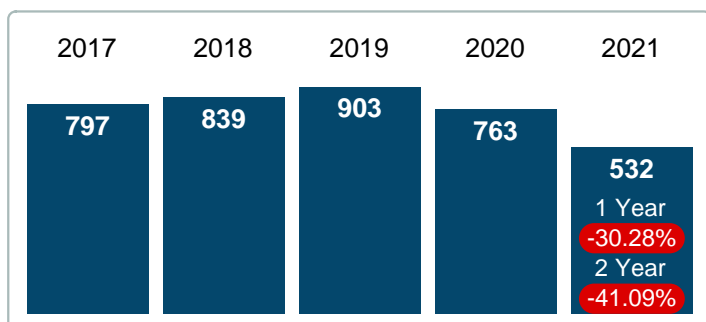
Area Delimited by County Of Cherokee



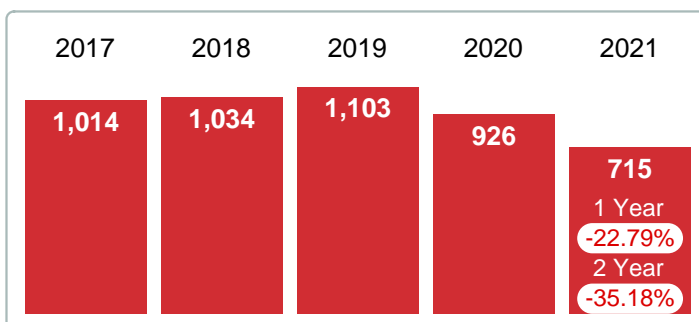
## ACTIVE INVENTORY

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

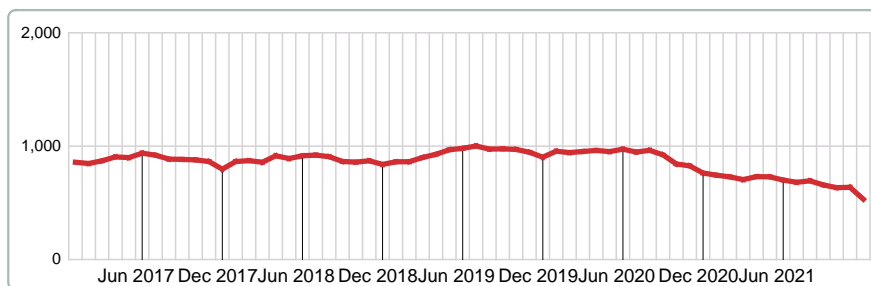
### END OF DECEMBER



### ACTIVE DURING DECEMBER

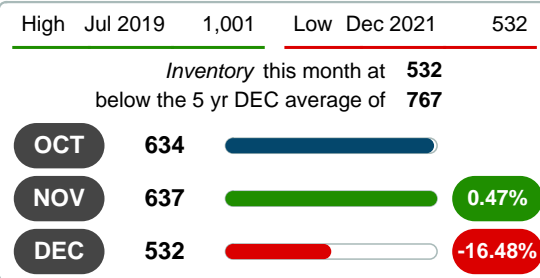


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 767



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	40	7.52%	90.5	37	1	2	0	
\$20,001 - \$30,000	67	12.59%	127.0	67	0	0	0	
\$30,001 - \$50,000	90	16.92%	120.0	89	1	0	0	
\$50,001 - \$90,000	133	25.00%	60.0	128	5	0	0	
\$90,001 - \$190,000	80	15.04%	95.5	52	18	6	4	
\$190,001 - \$390,000	65	12.22%	60.0	39	18	8	0	
\$390,001 and up	57	10.71%	107.0	30	12	8	7	
Total Active Inventory by Units				442	55	24	11	
Total Active Inventory by Volume				98,617,808	64.37M	20.61M	8.83M	4.81M
Median Active Inventory Listing Price				\$59,900	\$55,000	\$215,000	\$279,306	\$419,900

# December 2021



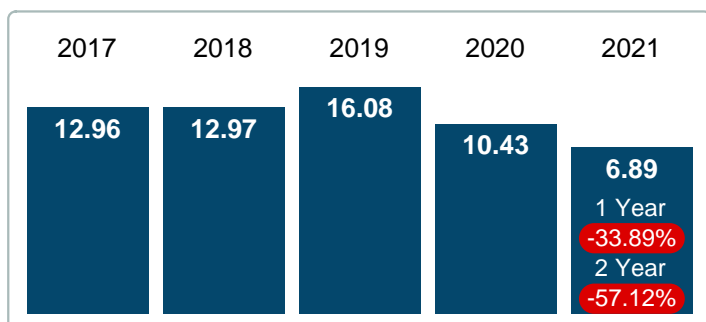
Area Delimited by County Of Cherokee



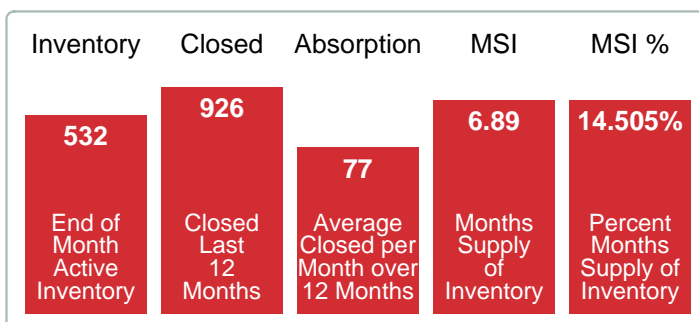
## MONTHS SUPPLY of INVENTORY (MSI)

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

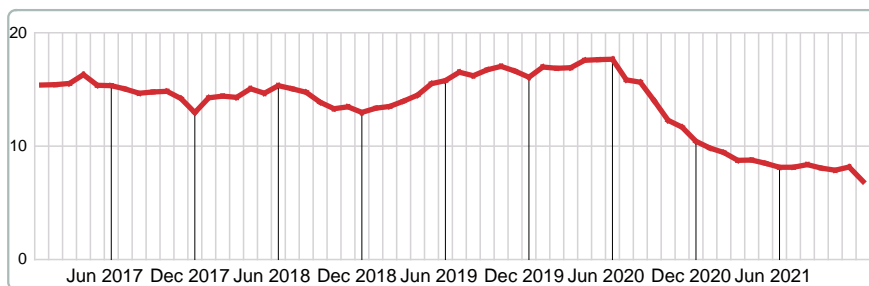
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

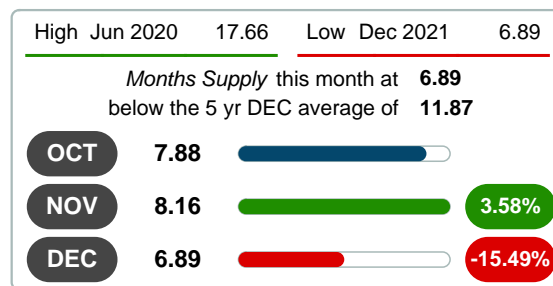


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 11.87



### 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
\$20,000 and less	40	7.52%	3.06	3.19	1.20	3.00	0.00
\$20,001 - \$30,000	67	12.59%	19.14	19.61	0.00	0.00	0.00
\$30,001 - \$50,000	90	16.92%	22.50	25.43	2.00	0.00	0.00
\$50,001 - \$90,000	133	25.00%	14.64	17.66	3.53	0.00	0.00
\$90,001 - \$190,000	80	15.04%	3.02	7.52	1.10	2.18	8.00
\$190,001 - \$390,000	65	12.22%	4.08	15.60	1.96	2.29	0.00
\$390,001 and up	57	10.71%	11.21	24.00	6.00	6.00	14.00
Market Supply of Inventory (MSI)			6.89	12.14	1.81	2.80	6.00
Total Active Inventory by Units		100%	6.89	442	55	24	11

# December 2021



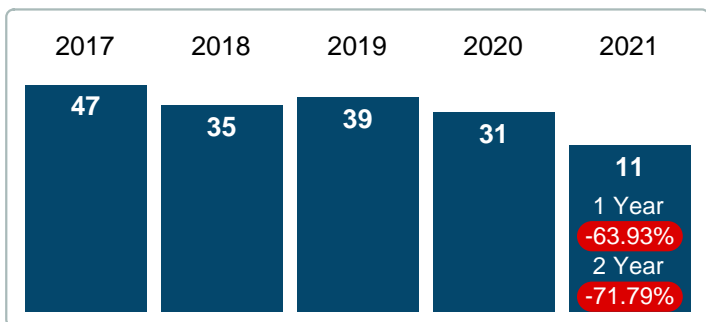
Area Delimited by County Of Cherokee



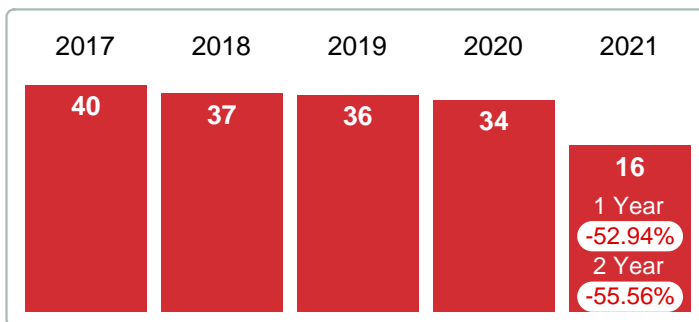
## MEDIAN DAYS ON MARKET TO SALE

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

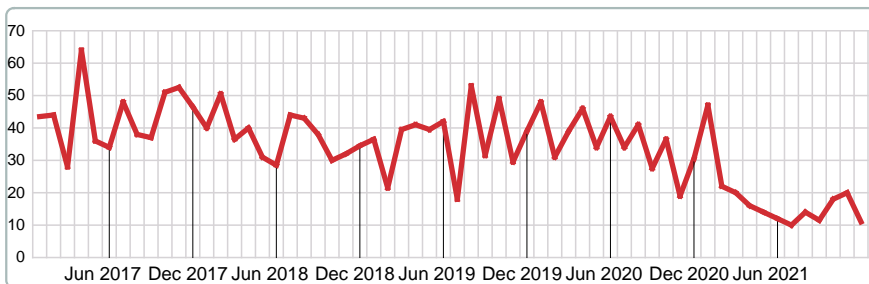
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

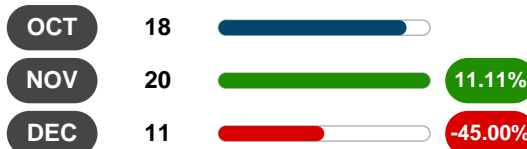


### 3 MONTHS

5 year DEC AVG = 32

High Apr 2017 64 Low Jul 2021 10

Median Days on Market to Sale this month at 11 below the 5 yr DEC average of 32



### 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	7.46%	40	38	0	40	0
\$10,001 - \$70,000	19.40%	20	20	25	8	0
\$70,001 - \$100,000	10.45%	6	4	25	80	0
\$100,001 - \$170,000	23.88%	8	25	6	10	20
\$170,001 - \$250,000	14.93%	6	22	2	7	127
\$250,001 - \$420,000	13.43%	31	130	6	31	0
\$420,001 and up	10.45%	13	71	12	0	13
Median Closed DOM		11	25	8	11	23
Total Closed Units	100%	67	28	24	11	4
Total Closed Volume		13,130,655	4.33M	5.72M	2.19M	890.00K



# December 2021

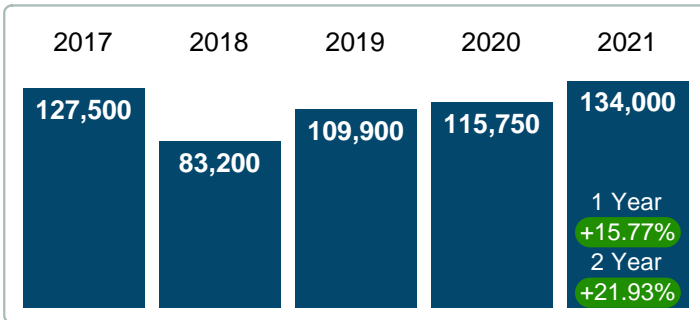
Area Delimited by County Of Cherokee



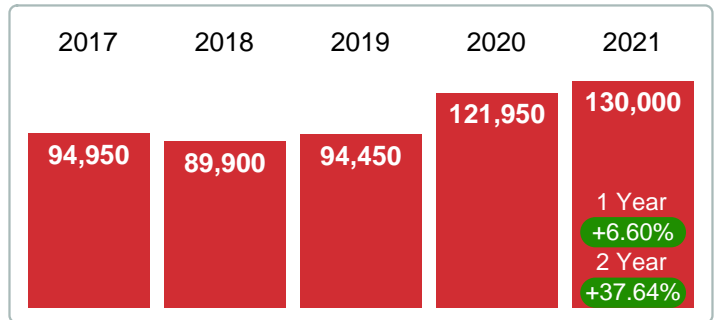
## MEDIAN LIST PRICE AT CLOSING

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

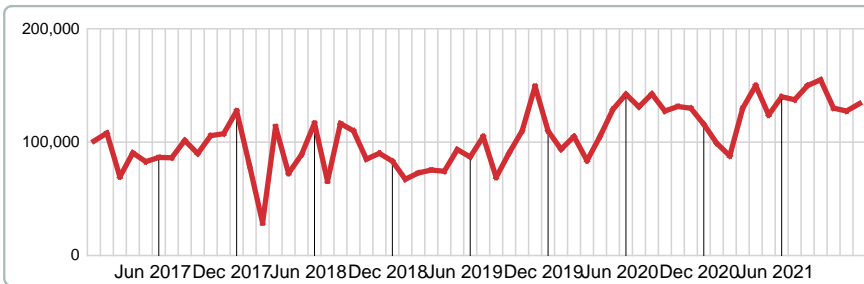
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

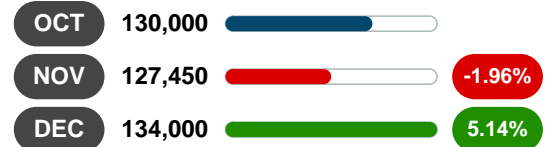


### 3 MONTHS

5 year DEC AVG = 114,070

High Sep 2021 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at **134,000**  
above the 5 yr DEC average of **114,070**



### 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	5.97%	1,045	495	0	1,595	0
\$10,001 - \$70,000	16.42%	35,000	29,900	50,000	69,900	0
\$70,001 - \$100,000	14.93%	87,250	89,500	87,500	79,900	0
\$100,001 - \$170,000	23.88%	133,850	130,250	140,750	141,000	117,450
\$170,001 - \$250,000	14.93%	199,900	197,450	195,500	229,900	230,000
\$250,001 - \$420,000	14.93%	354,950	350,000	409,000	304,450	0
\$420,001 and up	8.96%	719,500	1,065,500	689,000	0	469,000
Median List Price		134,000	83,750	167,450	209,900	177,450
Total Closed Units	100%	134,000	28	24	11	4
Total Closed Volume		13,565,648	4.80M	5.65M	2.18M	933.90K





# December 2021

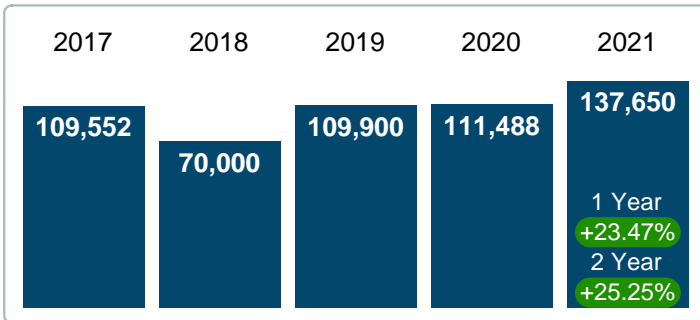
Area Delimited by County Of Cherokee



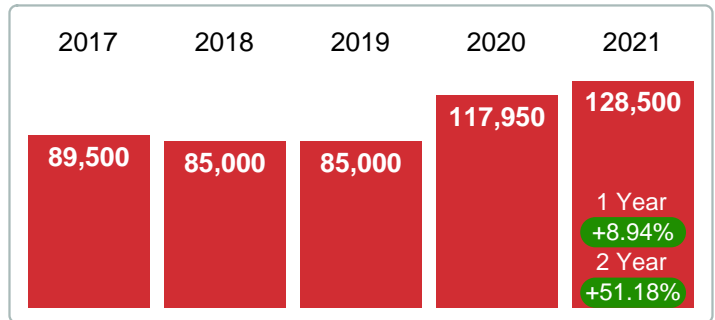
## MEDIAN SOLD PRICE AT CLOSING

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

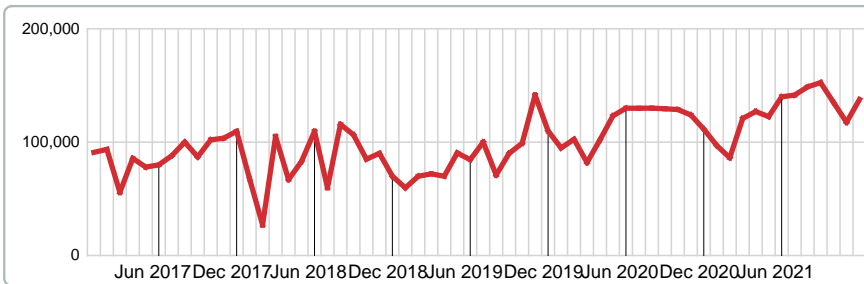
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 107,718

High Sep 2021 152,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 137,650 above the 5 yr DEC average of 107,718



### 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	7.46%	1,595	2,748	0	1,595	0
\$10,001 - \$70,000	19.40%	50,000	35,000	58,000	65,000	0
\$70,001 - \$100,000	10.45%	80,000	82,000	87,500	80,000	0
\$100,001 - \$170,000	23.88%	137,325	137,500	142,575	143,500	117,500
\$170,001 - \$250,000	14.93%	199,648	199,900	190,000	210,000	205,000
\$250,001 - \$420,000	13.43%	300,000	295,000	405,750	281,300	0
\$420,001 and up	10.45%	689,000	950,000	576,063	0	450,000
Median Sold Price		137,650	79,000	164,450	210,000	165,000
Total Closed Units	100%	137,650	28	24	11	4
Total Closed Volume		13,130,655	4.33M	5.72M	2.19M	890.00K

# December 2021



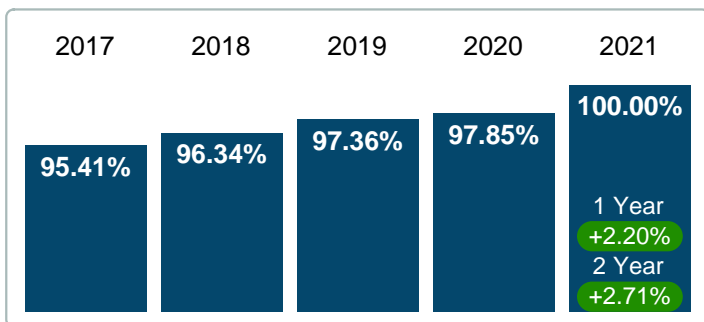
Area Delimited by County Of Cherokee



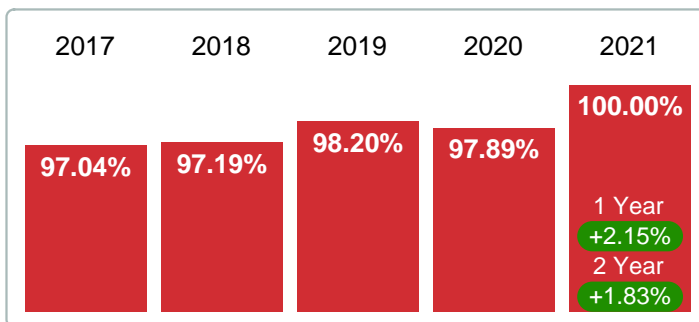
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

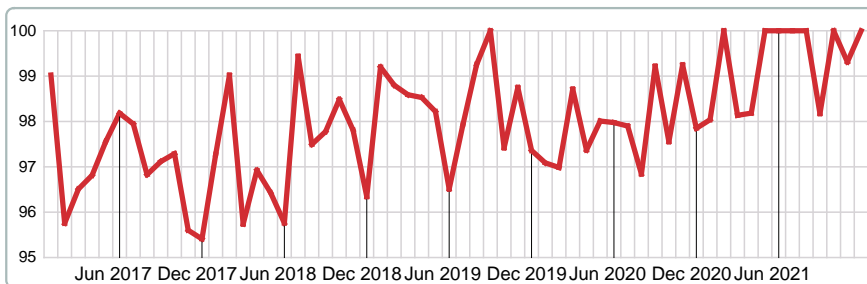
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

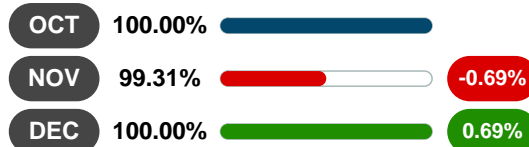


### 3 MONTHS

5 year DEC AVG = 97.39%

High Dec 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr DEC average of **97.39%**



## 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	5	7.46%	100.00%	100.00%	0.00%	100.00%	0.00%
\$10,001 - \$70,000	13	19.40%	92.99%	93.33%	77.78%	92.99%	0.00%
\$70,001 - \$100,000	7	10.45%	100.00%	94.69%	98.81%	100.13%	0.00%
\$100,001 - \$170,000	16	23.88%	100.00%	105.89%	100.00%	101.59%	100.04%
\$170,001 - \$250,000	10	14.93%	98.52%	94.87%	99.75%	100.05%	89.13%
\$250,001 - \$420,000	9	13.43%	100.00%	83.15%	100.33%	100.00%	0.00%
\$420,001 and up	7	10.45%	97.50%	89.79%	100.79%	0.00%	95.95%
Median Sold/List Ratio		100.00%		95.23%	100.00%	100.00%	97.97%
Total Closed Units		67	100%	28	24	11	4
Total Closed Volume		13,130,655		4.33M	5.72M	2.19M	890.00K



# December 2021

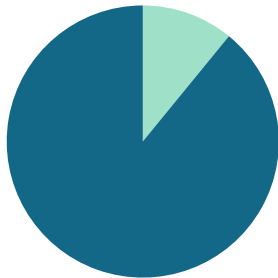
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY



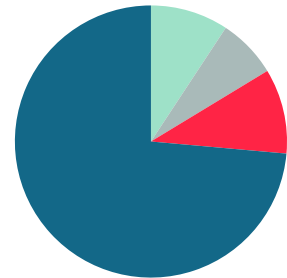
**Inventory**

- New Listings **78 = 10.91%**
- Start Inventory **637**
- Total Inventory Units **715**
- Volume **\$131,615,769**

### Market Activity

- Closed Sales **67 = 9.27%**
- Pending Sales **51 = 7.05%**
- Other Off Market **73 = 10.10%**
- Active Inventory **532 = 73.58%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	67	-14.10%	878	926	5.47%
Pending Sales	70	51	-27.14%	875	871	-0.46%
New Listings	100	78	-22.00%	2,078	1,613	-22.38%
Median List Price	115,750	134,000	15.77%	121,950	130,000	6.60%
Median Sale Price	111,488	137,650	23.47%	117,950	128,500	8.94%
Median Percent of Selling Price to List Price	97.85%	100.00%	2.20%	97.89%	100.00%	2.15%
Median Days on Market to Sale	30.50	11.00	-63.93%	34.00	16.00	-52.94%
Monthly Inventory	763	532	-30.28%	763	532	-30.28%
Months Supply of Inventory	10.43	6.89	-33.89%	10.43	6.89	-33.89%

**Absorption:** Last 12 months, an Average of **77** Sales/Month

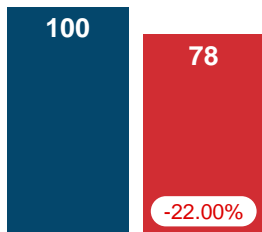
**Inventory** on December 31, 2021 = **532**

**2020** **2021**

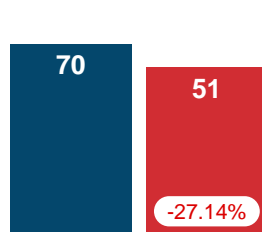
### DECEMBER MARKET

### MEDIAN PRICES

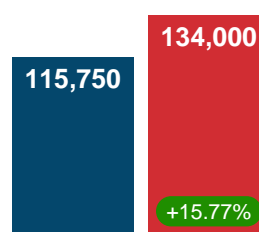
#### New Listings



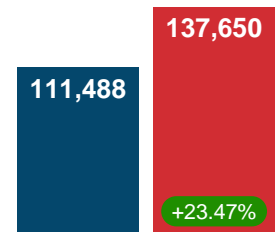
#### Pending Listings



#### List Price



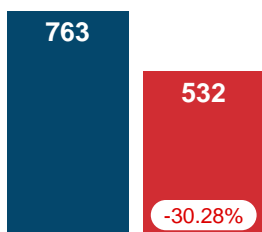
#### Sale Price



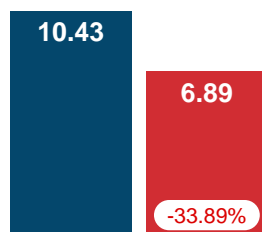
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

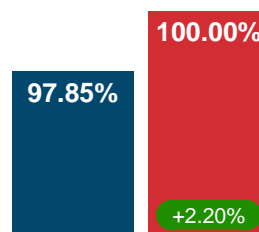
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

