

February 2021

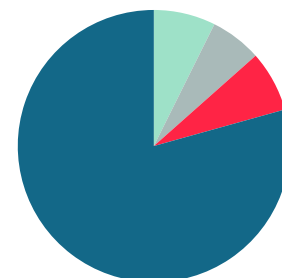
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	40	59	47.50%
Pending Listings	46	49	6.52%
New Listings	161	104	-35.40%
Average List Price	131,512	134,647	2.38%
Average Sale Price	124,737	130,980	5.01%
Average Percent of Selling Price to List Price	93.38%	97.00%	3.88%
Average Days on Market to Sale	55.15	52.95	-3.99%
End of Month Inventory	939	637	-32.16%
Months Supply of Inventory	16.79	8.25	-50.84%



■ Closed (7.35%)
■ Pending (6.10%)
■ Other OffMarket (7.22%)
■ Active (79.33%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of February 28, 2021 = **637**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **32.16%** to 637 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 **8.25** 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 **5.01%** in February 2021 to \$130,980 versus the previous year at \$124,737.

Average Days on Market Shortens

The average number of **52.95** days that homes spent on the market before selling decreased by 2.20 days or **3.99%** in February 2021 compared to last year's same month at **55.15** DOM.

Sales Success for February 2021 is Positive

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

There were 104 New Listings in February 2021, down **35.40%** from last year at 161. Furthermore, there were 59 Closed Listings this month versus last year at 40, a **47.50%** increase.

Closed versus Listed trends yielded a **56.7%** ratio, up from previous year's, February 2020, at **24.8%**, a **128.34%** 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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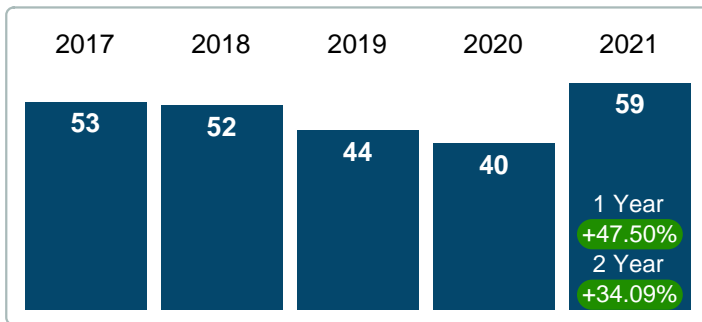
Area Delimited by County Of Cherokee



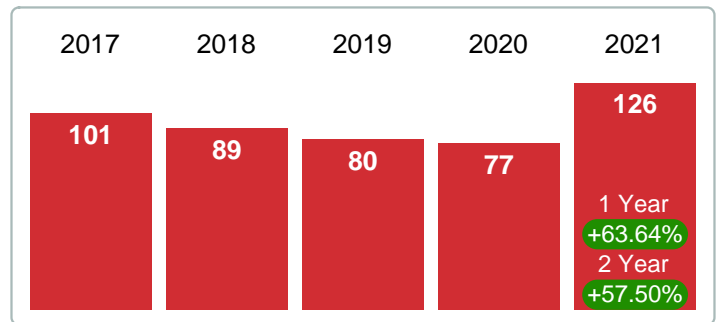
CLOSED LISTINGS

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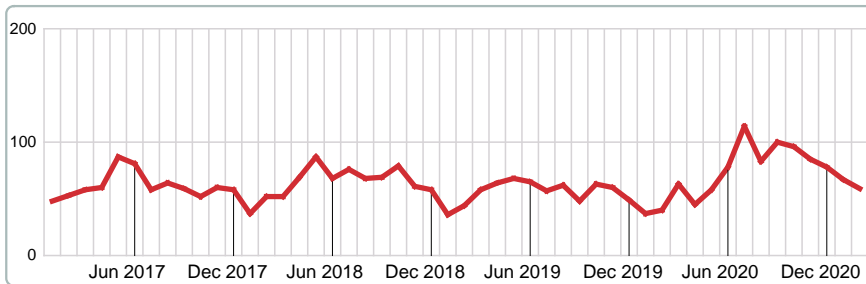
FEBRUARY



YEAR TO DATE (YTD)

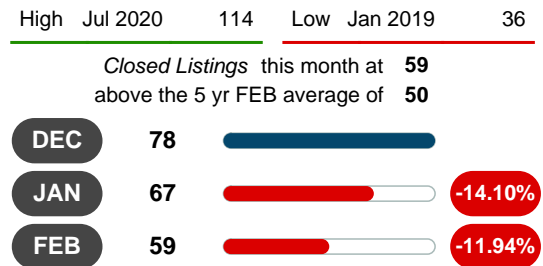


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50



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-\$20,000	14	23.73%	42.4	13	0	1	0
\$20,001-\$60,000	8	13.56%	45.1	8	0	0	0
\$60,001-\$120,000	14	23.73%	76.1	6	7	1	0
\$120,001-\$190,000	9	15.25%	15.3	2	6	1	0
\$190,001-\$400,000	8	13.56%	55.0	0	6	1	1
\$400,001 and up	6	10.17%	87.7	2	3	1	0
Total Closed Units	59			31	22	5	1
Total Closed Volume	7,727,836	100%	52.9	2.06M	4.55M	895.05K	225.00K
Average Closed Price	\$130,980			\$66,366	\$206,839	\$179,010	\$225,000

February 2021



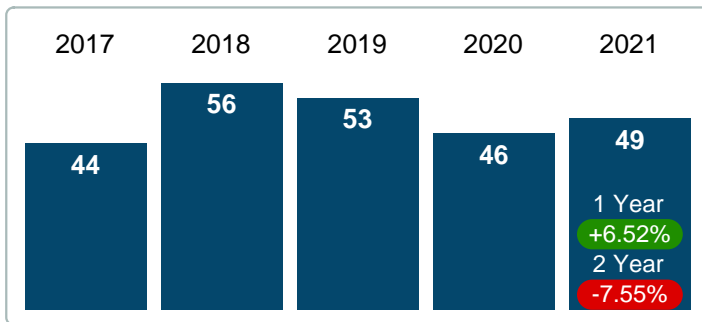
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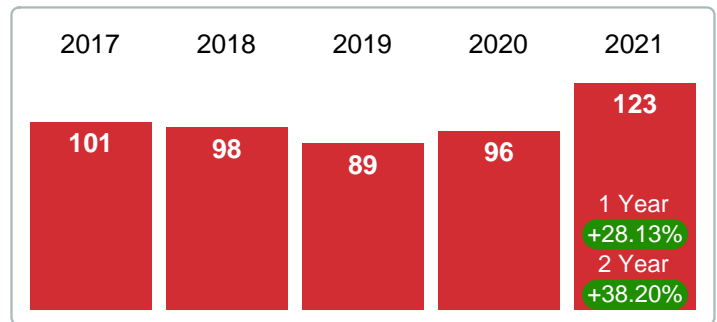
PENDING LISTINGS

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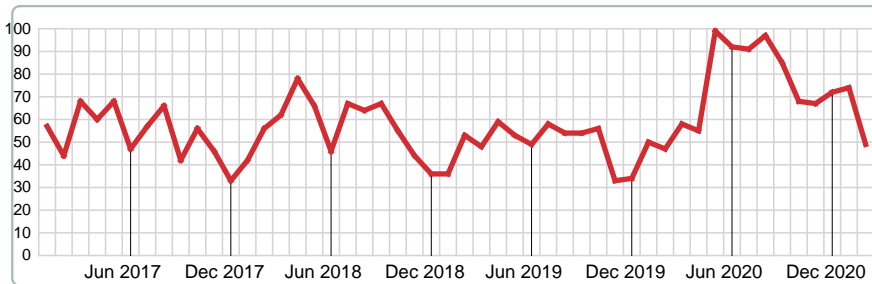
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

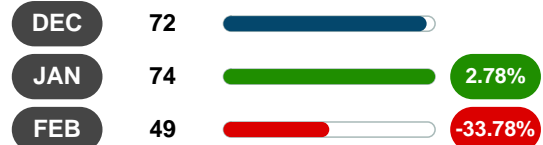


3 MONTHS

5 year FEB AVG = 50

High May 2020 99 Low Nov 2019 33

Pending Listings this month at 49
below the 5 yr FEB average of 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.12%	12.0	3	0	0	0
\$25,001 - \$75,000	6	12.24%	63.2	5	1	0	0
\$75,001 - \$100,000	6	12.24%	135.3	5	1	0	0
\$100,001 - \$150,000	9	18.37%	23.3	5	4	0	0
\$150,001 - \$200,000	11	22.45%	36.8	2	9	0	0
\$200,001 - \$425,000	9	18.37%	47.2	0	5	3	1
\$425,001 and up	5	10.20%	51.0	1	2	2	0
Total Pending Units	49			21	22	5	1
Total Pending Volume	8,637,550	100%	46.5	2.24M	4.24M	1.86M	299.50K
Average Listing Price	\$183,813			\$106,755	\$192,514	\$372,180	\$299,500

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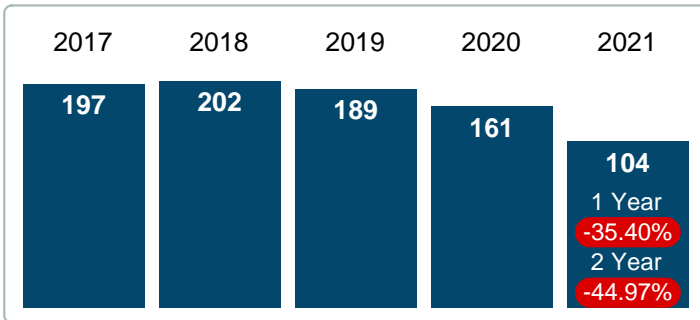
Area Delimited by County Of Cherokee



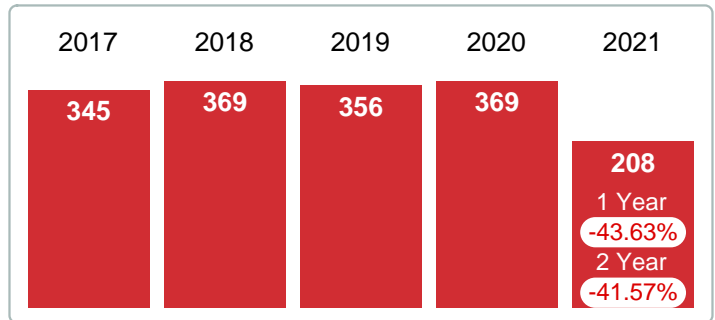
NEW LISTINGS

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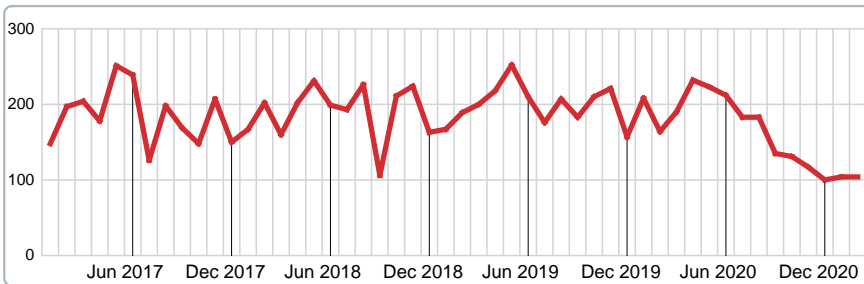
FEBRUARY



YEAR TO DATE (YTD)

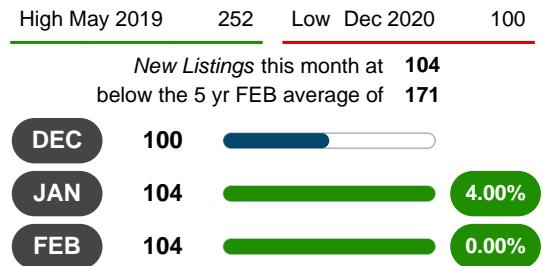


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 171



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	6	5.77%	5	0	1	0
\$10,001 - \$30,000	7	6.73%	7	0	0	0
\$30,001 - \$50,000	25	24.04%	25	0	0	0
\$50,001 - \$90,000	26	25.00%	25	0	1	0
\$90,001 - \$150,000	11	10.58%	4	6	1	0
\$150,001 - \$290,000	18	17.31%	3	13	2	0
\$290,001 and up	11	10.58%	3	6	2	0
Total New Listed Units	104		72	25	7	0
Total New Listed Volume	13,194,395	100%	5.75M	5.88M	1.56M	0.00B
Average New Listed Listing Price	\$29,250		\$79,815	\$235,340	\$223,457	\$0

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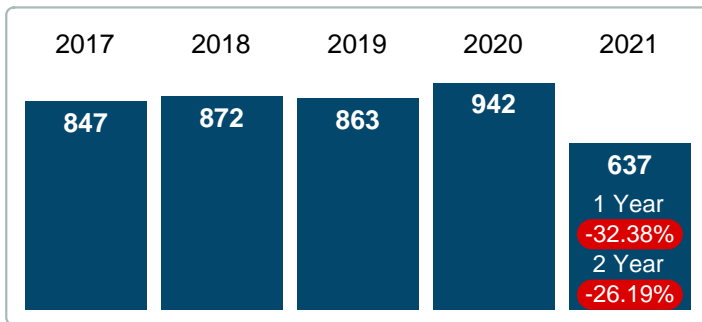
Area Delimited by County Of Cherokee



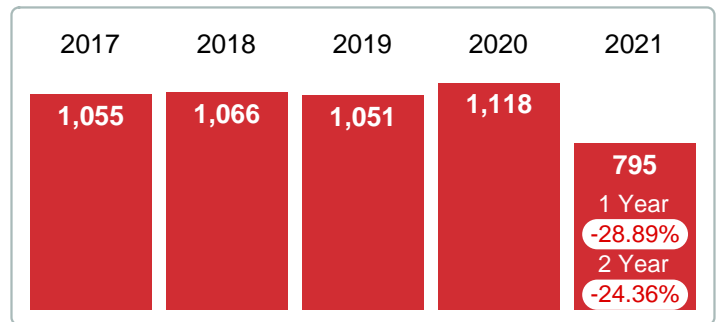
ACTIVE INVENTORY

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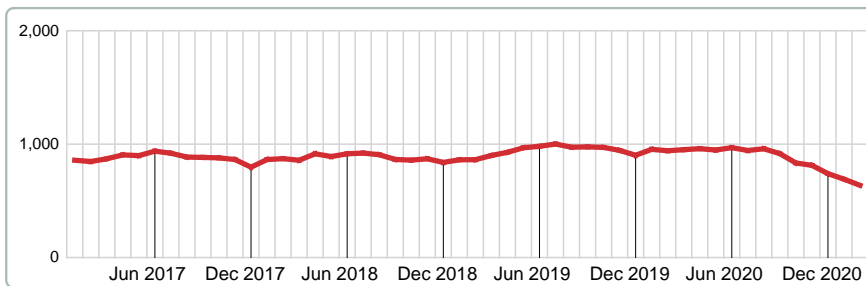
END OF FEBRUARY



ACTIVE DURING FEBRUARY

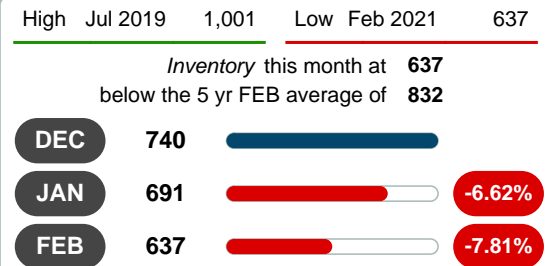


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 832



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	23	3.61%	132.8	22	0	1	0
\$10,001 - \$20,000	108	16.95%	174.1	108	0	0	0
\$20,001 - \$30,000	94	14.76%	191.6	94	0	0	0
\$30,001 - \$60,000	161	25.27%	173.5	160	1	0	0
\$60,001 - \$140,000	104	16.33%	138.1	84	17	3	0
\$140,001 - \$340,000	80	12.56%	110.6	34	32	12	2
\$340,001 and up	67	10.52%	135.3	40	12	11	4
Total Active Inventory by Units	637			542	62	27	6
Total Active Inventory by Volume	95,375,352	100%	157.1	64.43M	17.35M	8.62M	4.99M
Average Active Inventory Listing Price	\$149,726			\$118,866	\$279,763	\$319,085	\$831,600

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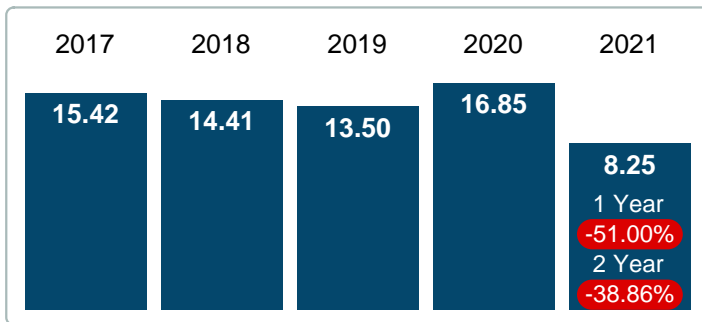
Area Delimited by County Of Cherokee



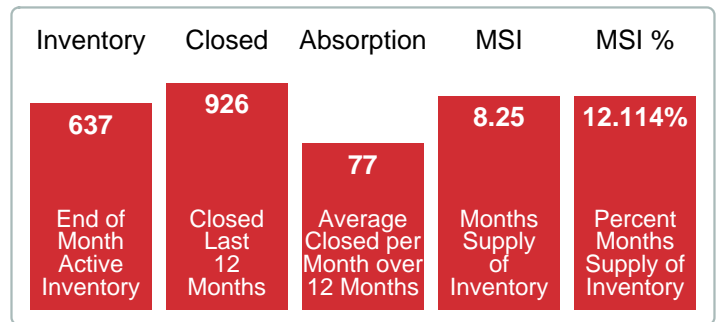
MONTHS SUPPLY of INVENTORY (MSI)

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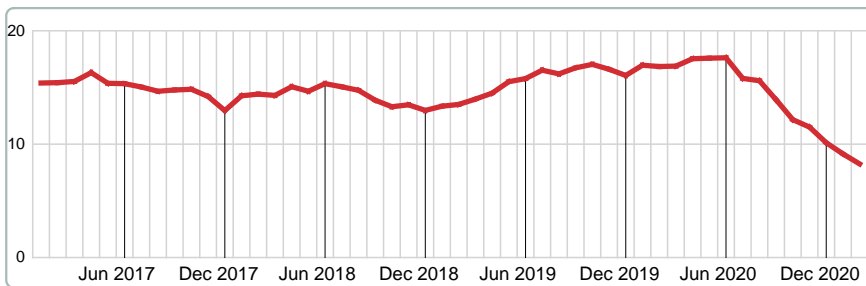
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

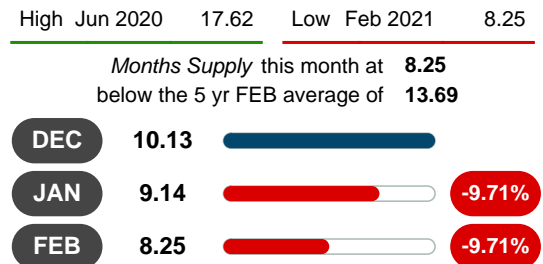


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 13.69



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	23	3.61%	2.56	3.22	0.00	2.00	0.00
\$10,001 - \$20,000	108	16.95%	23.56	24.00	0.00	0.00	0.00
\$20,001 - \$30,000	94	14.76%	24.52	27.51	0.00	0.00	0.00
\$30,001 - \$60,000	161	25.27%	26.47	35.56	0.75	0.00	0.00
\$60,001 - \$140,000	104	16.33%	4.95	10.72	1.58	1.38	0.00
\$140,001 - \$340,000	80	12.56%	3.02	8.87	1.97	2.36	1.50
\$340,001 and up	67	10.52%	10.86	30.00	5.33	6.60	4.36
Market Supply of Inventory (MSI)			8.25	16.81	1.89	2.79	2.40
Total Active Inventory by Units		100%	8.25	542	62	27	6

February 2021

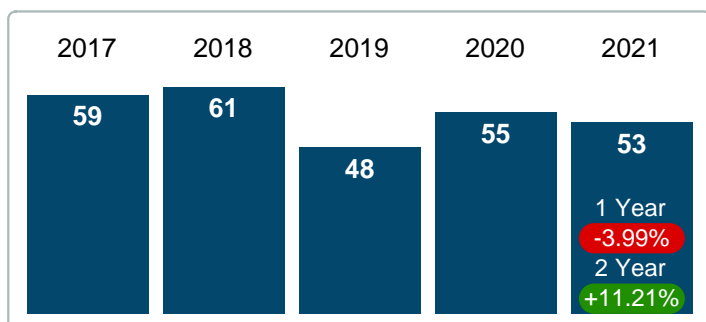
Area Delimited by County Of Cherokee



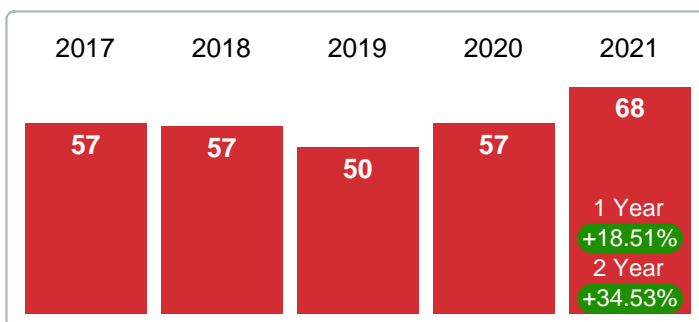
AVERAGE DAYS ON MARKET TO SALE

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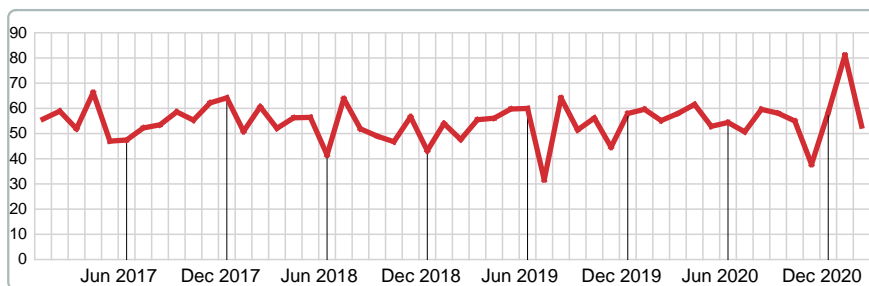
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

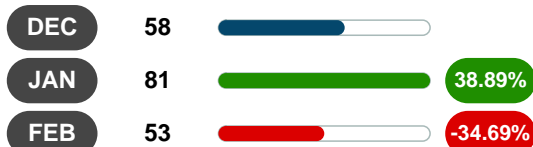


3 MONTHS

5 year FEB AVG = 55

High Jan 2021 81 Low Jul 2019 32

Average Days on Market to Sale this month at 53 below the 5 yr FEB average of 55



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-\$20,000	23.73%	42	44	0	22	0
\$20,001-\$60,000	13.56%	45	45	0	0	0
\$60,001-\$120,000	23.73%	76	70	61	215	0
\$120,001-\$190,000	15.25%	15	4	17	28	0
\$190,001-\$400,000	13.56%	55	0	49	37	111
\$400,001 and up	10.17%	88	43	144	7	0
Average Closed DOM		53	47	57	62	111
Total Closed Units	100%	53	31	22	5	1
Total Closed Volume		7,727,836	2.06M	4.55M	895.05K	225.00K

February 2021



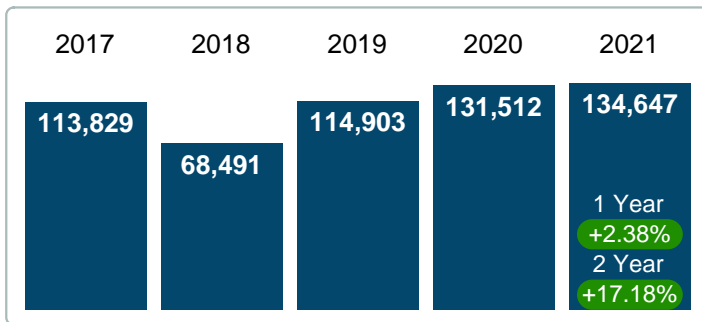
Area Delimited by County Of Cherokee



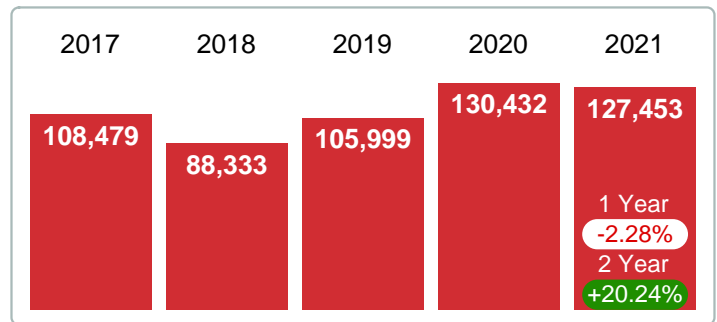
AVERAGE LIST PRICE AT CLOSING

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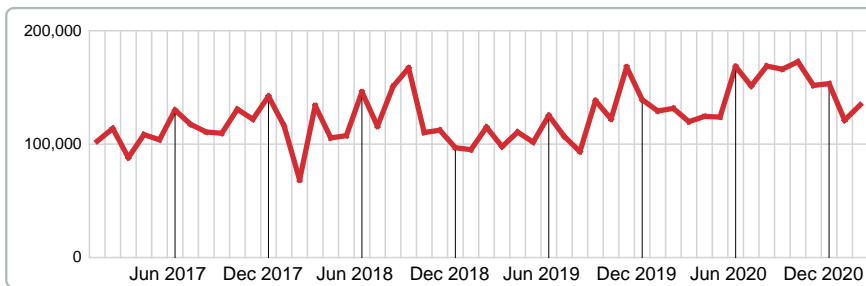
FEBRUARY



YEAR TO DATE (YTD)

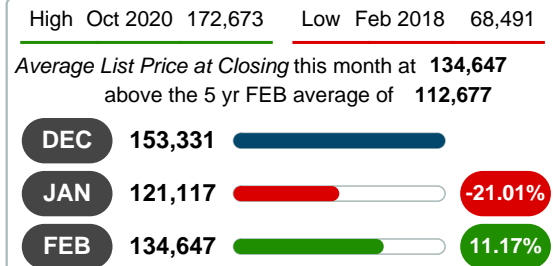


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 112,677



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-\$20,000	15	25.42%	10,263	10,338	0	1,050	0
\$20,001-\$60,000	7	11.86%	36,271	34,050	0	0	0
\$60,001-\$120,000	14	23.73%	93,446	83,092	104,543	77,900	0
\$120,001-\$190,000	9	15.25%	146,011	127,950	153,050	139,900	0
\$190,001-\$400,000	8	13.56%	263,625	0	273,267	234,500	234,900
\$400,001 and up	6	10.17%	467,500	481,500	461,000	459,000	0
Average List Price			134,647	68,524	212,395	182,470	234,900
Total Closed Units		100%	134,647	31	22	5	1
Total Closed Volume			7,944,199	2.12M	4.67M	912.35K	234.90K

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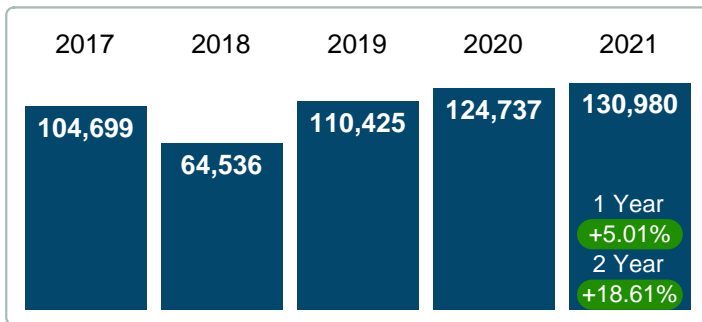
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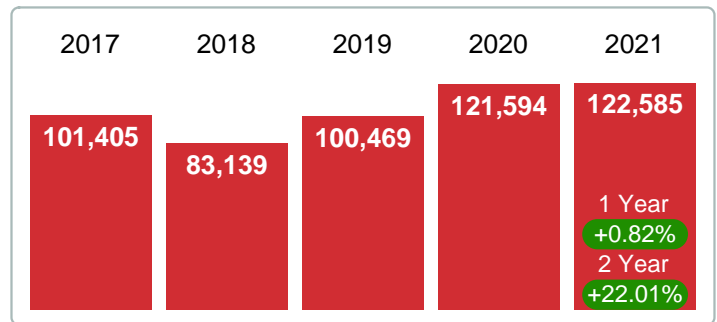
AVERAGE SOLD PRICE AT CLOSING

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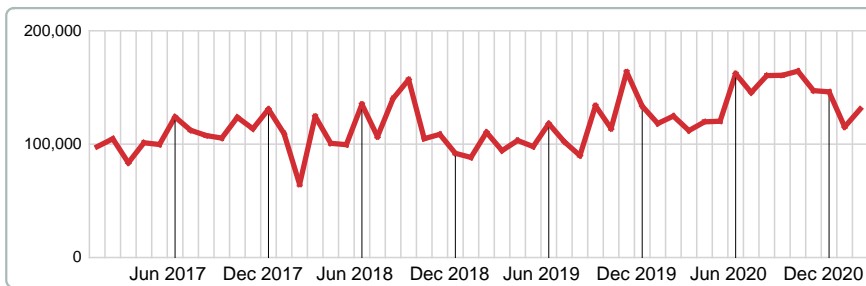
FEBRUARY



YEAR TO DATE (YTD)

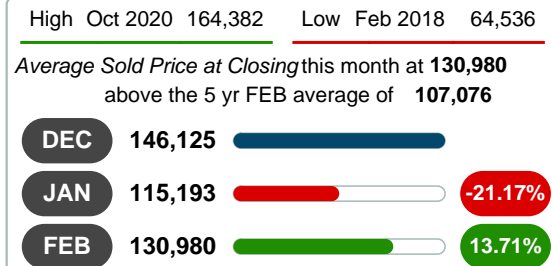


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 107,076



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-\$20,000	14	23.73%	9,611	10,269	0	1,050	0
\$20,001-\$60,000	8	13.56%	31,076	31,076	0	0	0
\$60,001-\$120,000	14	23.73%	88,731	76,555	102,557	65,000	0
\$120,001-\$190,000	9	15.25%	144,933	127,950	152,250	135,000	0
\$190,001-\$400,000	8	13.56%	254,788	0	264,717	225,000	225,000
\$400,001 and up	6	10.17%	459,958	480,000	443,583	469,000	0
Average Sold Price			130,980	66,366	206,839	179,010	225,000
Total Closed Units		100%	130,980	31	22	5	1
Total Closed Volume			7,727,836	2.06M	4.55M	895.05K	225.00K

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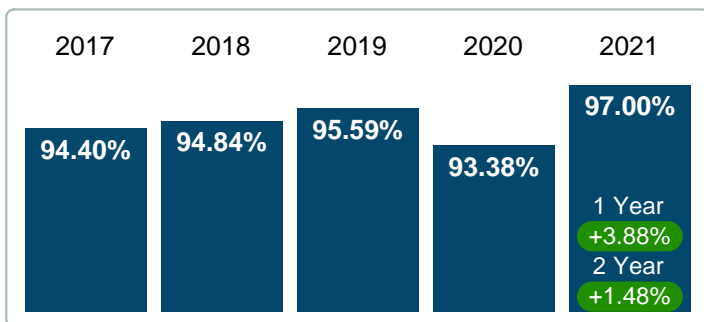
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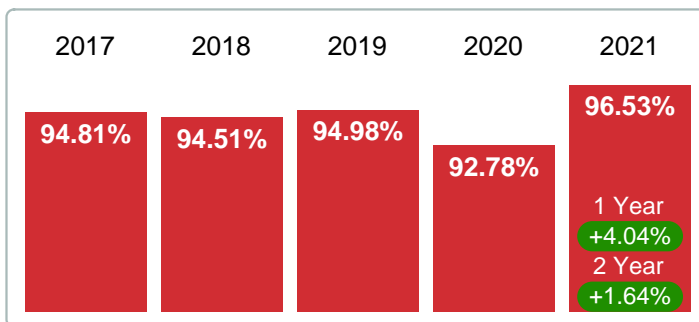
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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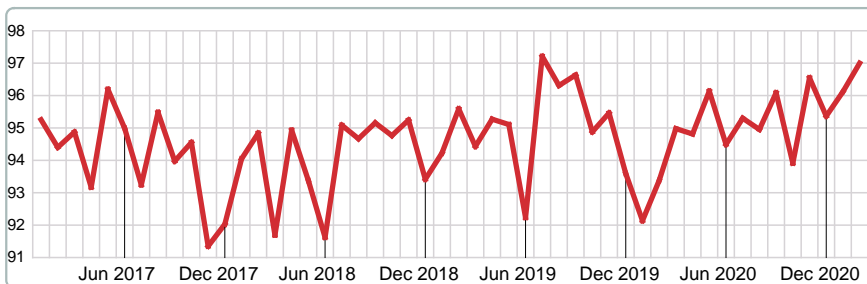
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

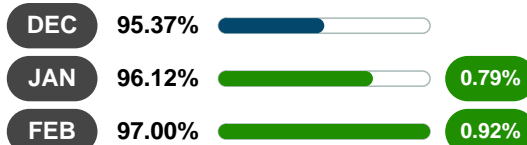


3 MONTHS

5 year FEB AVG = 95.04%

High Jul 2019 97.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **97.00%**
above the 5 yr FEB average of **95.04%**



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-\$20,000	14	23.73%	99.60%	99.56%	0.00%	100.00%	0.00%
\$20,001-\$60,000	8	13.56%	92.71%	92.71%	0.00%	0.00%	0.00%
\$60,001-\$120,000	14	23.73%	94.80%	93.30%	97.71%	83.44%	0.00%
\$120,001-\$190,000	9	15.25%	99.38%	100.00%	99.65%	96.50%	0.00%
\$190,001-\$400,000	8	13.56%	96.82%	0.00%	97.14%	95.95%	95.79%
\$400,001 and up	6	10.17%	98.47%	99.72%	96.39%	102.18%	0.00%
Average Sold/List Ratio		97.00%		96.62%	97.90%	95.61%	95.79%
Total Closed Units		59	100%	31	22	5	1
Total Closed Volume		7,727,836		2.06M	4.55M	895.05K	225.00K

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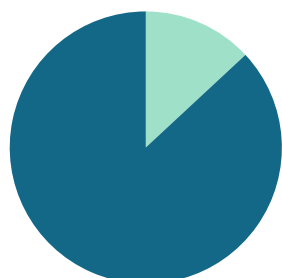
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

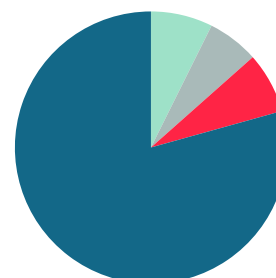


Inventory
 New Listings
104 = 13.08%
 Start Inventory
691
 Total Inventory Units
795
 Volume
\$117,235,601

Market Activity

Closed Sales
59 = 7.35%
 Pending Sales
49 = 6.10%
 Other Off Market
58 = 7.22%
 Active Inventory
637 = 79.33%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	40	59	47.50%	77	126	63.64%
Pending Sales	46	49	6.52%	96	123	28.13%
New Listings	161	104	-35.40%	369	208	-43.63%
Average List Price	131,512	134,647	2.38%	130,432	127,453	-2.28%
Average Sale Price	124,737	130,980	5.01%	121,594	122,585	0.82%
Average Percent of Selling Price to List Price	93.38%	97.00%	3.88%	92.78%	96.53%	4.04%
Average Days on Market to Sale	55.15	52.95	-3.99%	57.30	67.90	18.51%
Monthly Inventory	939	637	-32.16%	939	637	-32.16%
Months Supply of Inventory	16.79	8.25	-50.84%	16.79	8.25	-50.84%

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

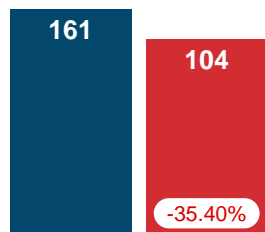
Inventory on February 28, 2021 = **637**

2020 **2021**

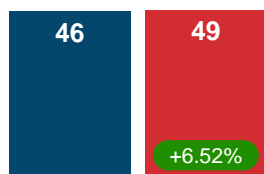
FEBRUARY MARKET

AVERAGE PRICES

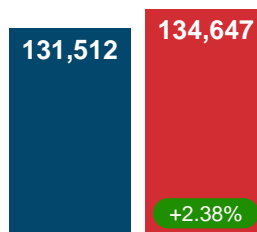
New Listings



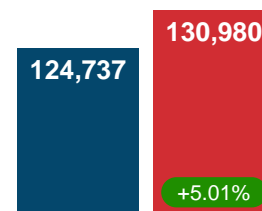
Pending Listings



List Price



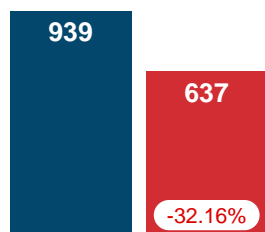
Sale Price



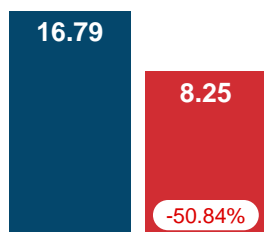
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

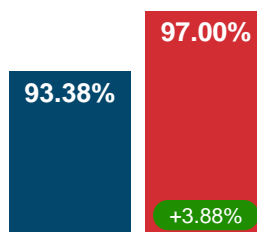
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

