

January 2021

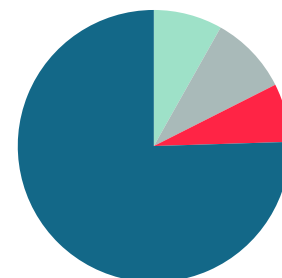
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | January 2021 | +/-% |
|---|--------|--------------|---------|
| Closed Listings | 37 | 67 | 81.08% |
| Pending Listings | 50 | 77 | 54.00% |
| New Listings | 208 | 104 | -50.00% |
| Median List Price | 93,700 | 99,000 | 5.66% |
| Median Sale Price | 94,900 | 97,000 | 2.21% |
| Median Percent of Selling Price to List Price | 97.09% | 98.04% | 0.98% |
| Median Days on Market to Sale | 48.00 | 47.00 | -2.08% |
| End of Month Inventory | 954 | 619 | -35.12% |
| Months Supply of Inventory | 16.96 | 8.19 | -51.71% |



■ Closed (8.17%)
■ Pending (9.39%)
■ Other OffMarket (6.95%)
■ Active (75.49%)

Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of January 31, 2021 = **619**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **35.12%** to 619 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **8.19** 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 **2.21%** in January 2021 to \$97,000 versus the previous year at \$94,900.

Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 1.00 days or **2.08%** in January 2021 compared to last year's same month at **48.00** DOM.

Sales Success for January 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 104 New Listings in January 2021, down **50.00%** from last year at 208. Furthermore, there were 67 Closed Listings this month versus last year at 37, a **81.08%** increase.

Closed versus Listed trends yielded a **64.4%** ratio, up from previous year's, January 2020, at **17.8%**, a **262.16%** 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

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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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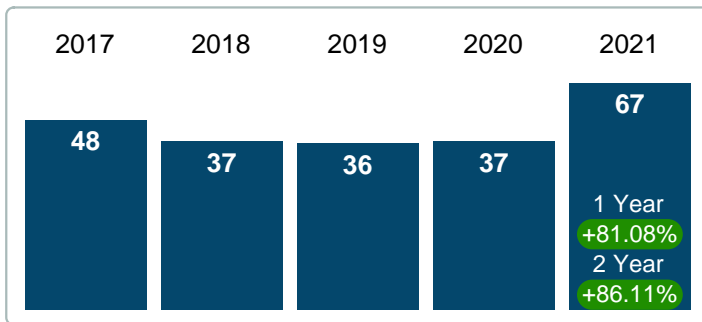
Area Delimited by County Of Cherokee



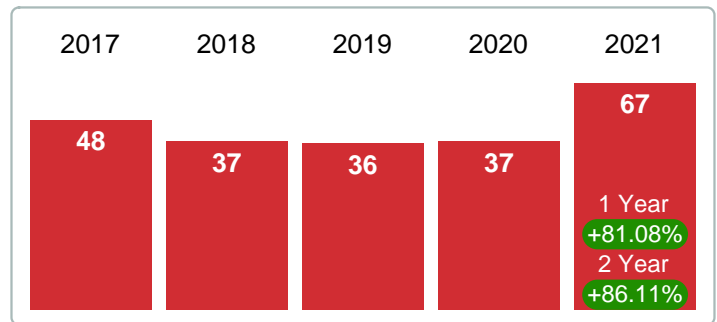
CLOSED LISTINGS

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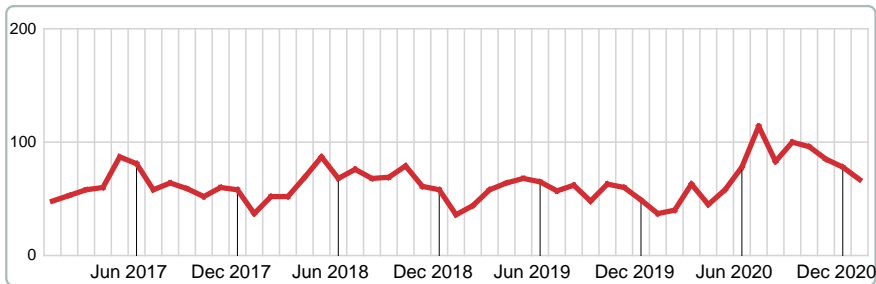
JANUARY



YEAR TO DATE (YTD)

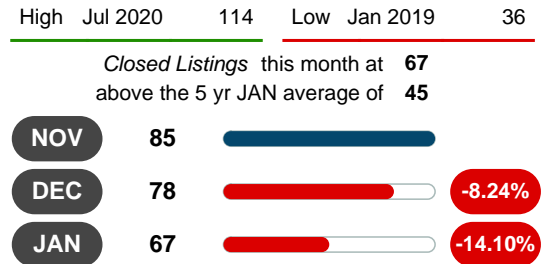


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|----------------|------------------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$10,000 | 11 | 16.42% | 35.0 | 6 | 2 | 3 | 0 |
| \$10,001-\$50,000 | 12 | 17.91% | 279.5 | 11 | 1 | 0 | 0 |
| \$50,001-\$150,000 | 19 | 28.36% | 38.0 | 11 | 7 | 0 | 1 |
| \$150,001-\$180,000 | 7 | 10.45% | 88.0 | 0 | 6 | 1 | 0 |
| \$180,001-\$230,000 | 11 | 16.42% | 24.0 | 2 | 8 | 0 | 1 |
| \$230,001 and up | 7 | 10.45% | 45.0 | 3 | 4 | 0 | 0 |
| Total Closed Units | 67 | | | 33 | 28 | 4 | 2 |
| Total Closed Volume | 7,717,920 | 100% | 47.0 | 2.47M | 4.80M | 158.00K | 285.00K |
| Median Closed Price | \$97,000 | | | \$43,500 | \$176,500 | \$1,025 | \$142,500 |

January 2021



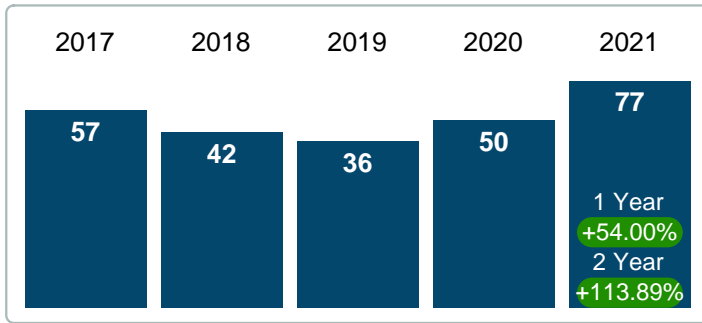
Area Delimited by County Of Cherokee



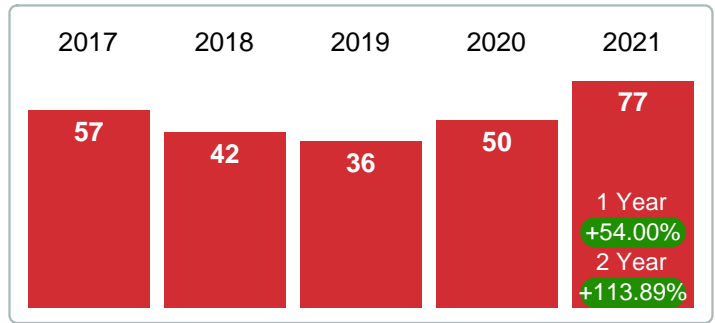
PENDING LISTINGS

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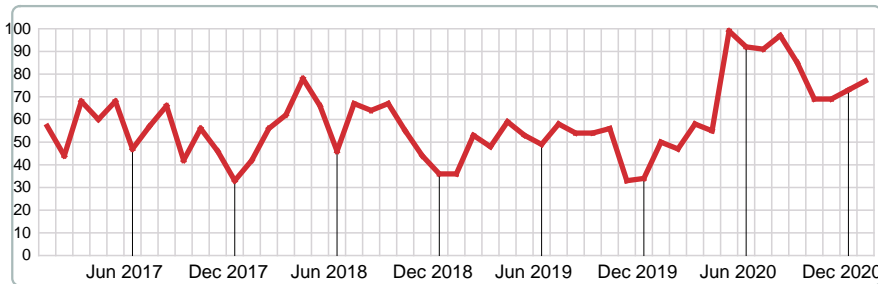
JANUARY



YEAR TO DATE (YTD)

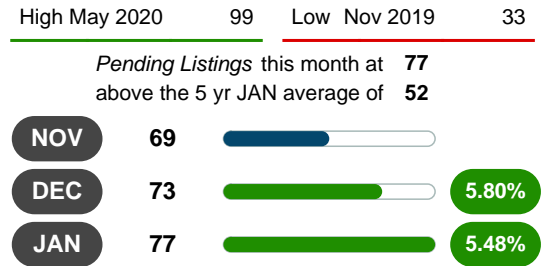


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less | 6 | 7.79% | 171.5 | 6 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 11 | 14.29% | 11.0 | 11 | 0 | 0 | 0 |
| \$60,001 - \$80,000 | 8 | 10.39% | 59.0 | 6 | 1 | 1 | 0 |
| \$80,001 - \$170,000 | 23 | 29.87% | 25.0 | 9 | 12 | 1 | 1 |
| \$170,001 - \$220,000 | 10 | 12.99% | 11.5 | 2 | 7 | 1 | 0 |
| \$220,001 - \$290,000 | 11 | 14.29% | 104.0 | 0 | 8 | 2 | 1 |
| \$290,001 and up | 8 | 10.39% | 61.5 | 1 | 4 | 3 | 0 |
| Total Pending Units | 77 | | | 35 | 32 | 8 | 2 |
| Total Pending Volume | 11,425,248 | 100% | 21.0 | 2.45M | 6.40M | 2.18M | 389.90K |
| Median Listing Price | \$129,900 | | | \$63,000 | \$184,900 | \$229,750 | \$194,950 |

January 2021



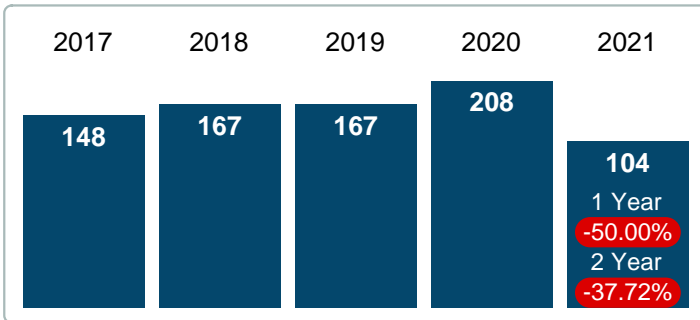
Area Delimited by County Of Cherokee



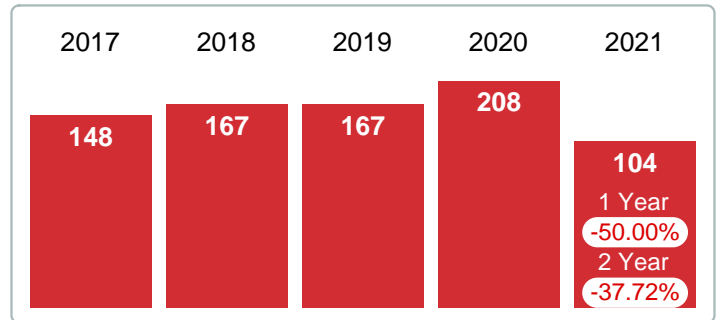
NEW LISTINGS

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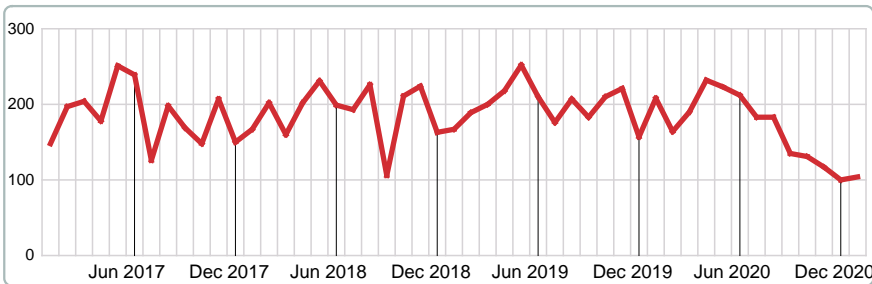
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 159

High May 2019 252 Low Dec 2020 100

New Listings this month at 104
below the 5 yr JAN average of 159



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 | 9 | 8.65% | 8 | 0 | 1 | 0 |
| \$10,001 - \$20,000 | 8 | 7.69% | 8 | 0 | 0 | 0 |
| \$20,001 - \$60,000 | 20 | 19.23% | 20 | 0 | 0 | 0 |
| \$60,001 - \$150,000 | 26 | 25.00% | 13 | 12 | 1 | 0 |
| \$150,001 - \$210,000 | 13 | 12.50% | 1 | 10 | 1 | 1 |
| \$210,001 - \$360,000 | 18 | 17.31% | 2 | 12 | 4 | 0 |
| \$360,001 and up | 10 | 9.62% | 4 | 3 | 3 | 0 |
| Total New Listed Units | 104 | | 56 | 37 | 10 | 1 |
| Total New Listed Volume | 18,747,326 | 100% | 5.13M | 10.78M | 2.68M | 155.00K |
| Median New Listed Listing Price | \$112,450 | | \$37,000 | \$187,900 | \$232,700 | \$155,000 |

January 2021



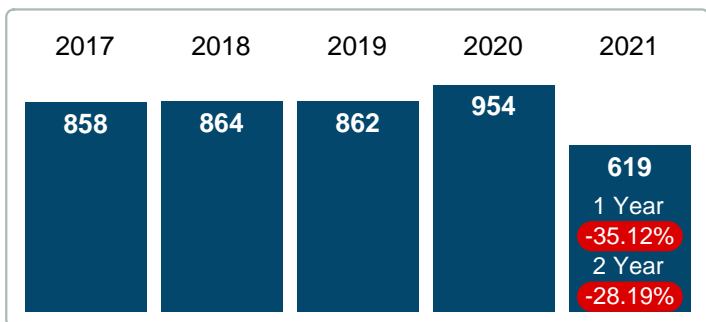
Area Delimited by County Of Cherokee



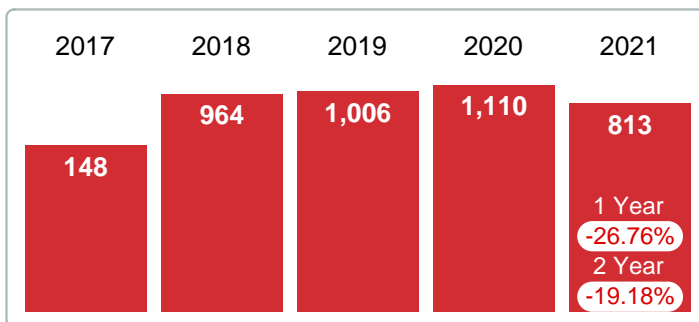
ACTIVE INVENTORY

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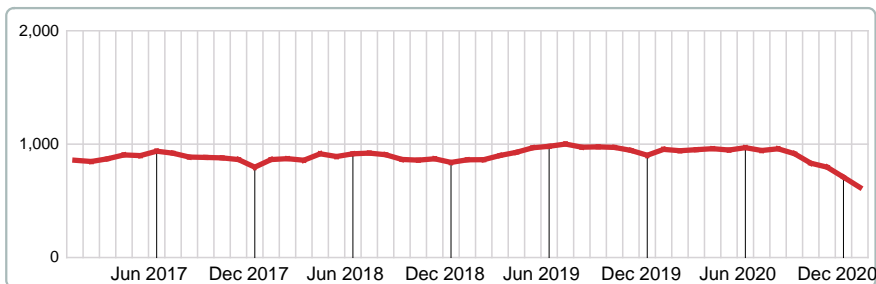
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

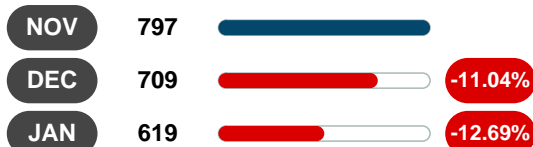


3 MONTHS

5 year JAN AVG = 831

High Jul 2019 1,001 Low Jan 2021 619

Inventory this month at 619
below the 5 yr JAN average of 831



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 | 26 | 4.20% | 112.0 | 24 | 1 | 1 | 0 |
| \$10,001 - \$20,000 | 108 | 17.45% | 143.5 | 108 | 0 | 0 | 0 |
| \$20,001 - \$30,000 | 94 | 15.19% | 165.0 | 94 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 159 | 25.69% | 171.0 | 158 | 1 | 0 | 0 |
| \$60,001 - \$140,000 | 89 | 14.38% | 174.0 | 72 | 15 | 2 | 0 |
| \$140,001 - \$370,000 | 80 | 12.92% | 90.5 | 39 | 29 | 9 | 3 |
| \$370,001 and up | 63 | 10.18% | 129.0 | 37 | 11 | 11 | 4 |
| Total Active Inventory by Units | 619 | | | 532 | 57 | 23 | 7 |
| Total Active Inventory by Volume | 94,517,407 | 100% | 155.0 | 64.83M | 15.98M | 8.42M | 5.29M |
| Median Active Inventory Listing Price | \$49,900 | | | \$39,900 | \$185,000 | \$325,000 | \$399,900 |

January 2021



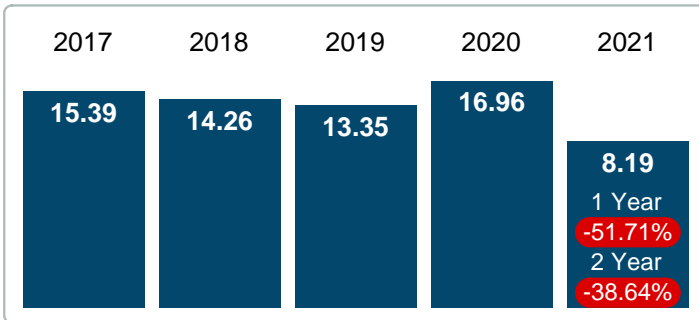
Area Delimited by County Of Cherokee



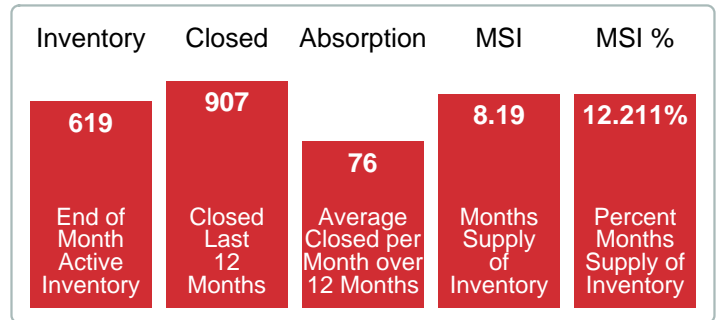
MONTHS SUPPLY of INVENTORY (MSI)

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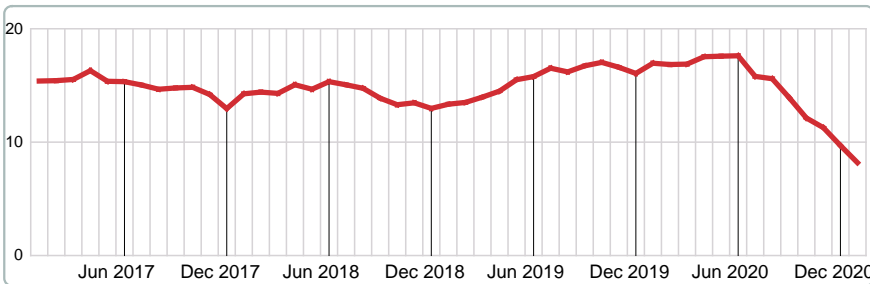
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

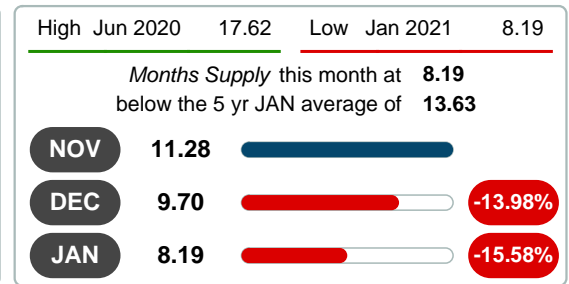


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 13.63



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 | 26 | 4.20% | 2.94 | 3.60 | 0.57 | 2.40 | 0.00 |
| \$10,001 - \$20,000 | 108 | 17.45% | 24.92 | 25.41 | 0.00 | 0.00 | 0.00 |
| \$20,001 - \$30,000 | 94 | 15.19% | 26.86 | 30.49 | 0.00 | 0.00 | 0.00 |
| \$30,001 - \$60,000 | 159 | 25.69% | 25.11 | 33.26 | 0.75 | 0.00 | 0.00 |
| \$60,001 - \$140,000 | 89 | 14.38% | 4.41 | 9.93 | 1.42 | 0.96 | 0.00 |
| \$140,001 - \$370,000 | 80 | 12.92% | 2.88 | 9.36 | 1.78 | 1.59 | 1.89 |
| \$370,001 and up | 63 | 10.18% | 13.50 | 34.15 | 6.60 | 8.80 | 6.00 |
| Market Supply of Inventory (MSI) | | | 8.19 | 17.02 | 1.77 | 2.38 | 2.80 |
| Total Active Inventory by Units | | 100% | 8.19 | 532 | 57 | 23 | 7 |

January 2021



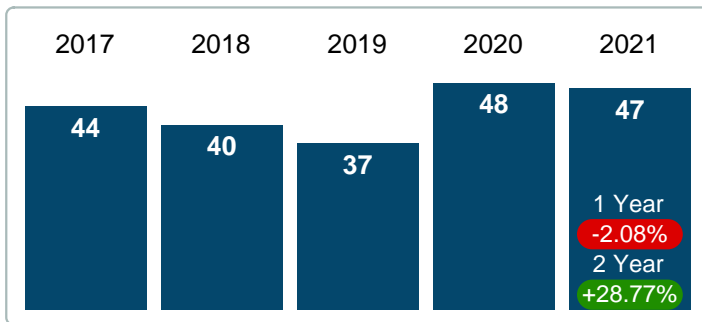
Area Delimited by County Of Cherokee



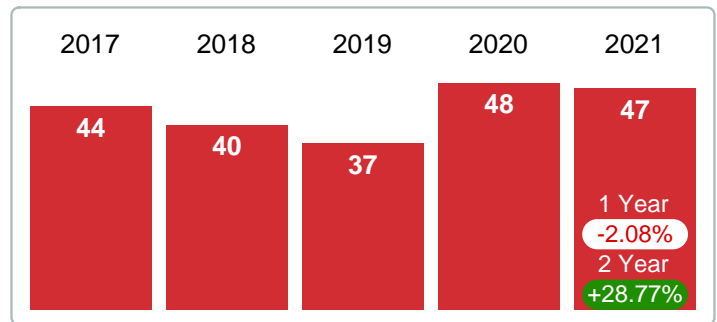
MEDIAN DAYS ON MARKET TO SALE

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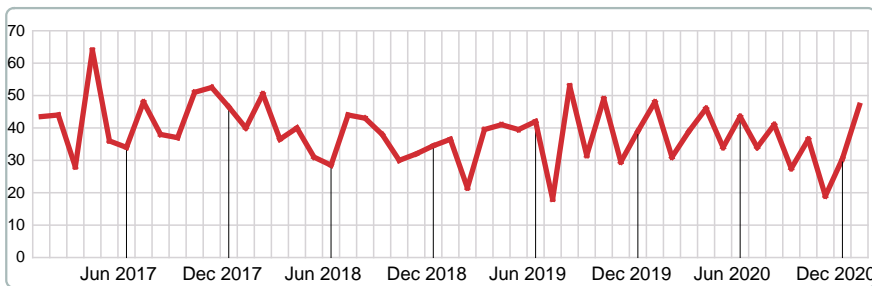
JANUARY



YEAR TO DATE (YTD)

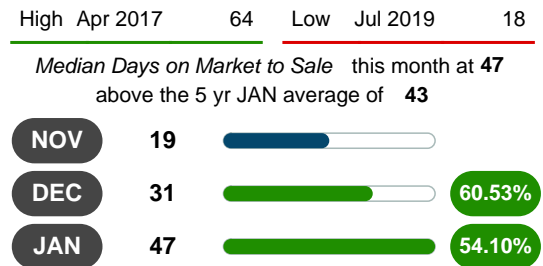


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



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 |
|--|----|-------------|-------------|--------------|--------------|----------------|----------------|
| \$0 and less | 0 | 0.00% | 129 | 0 | 0 | 0 | 0 |
| \$1-\$10,000 | 11 | 16.42% | 35 | 41 | 29 | 39 | 0 |
| \$10,001-\$50,000 | 12 | 17.91% | 280 | 283 | 1 | 0 | 0 |
| \$50,001-\$150,000 | 19 | 28.36% | 38 | 61 | 38 | 0 | 170 |
| \$150,001-\$180,000 | 7 | 10.45% | 88 | 0 | 93 | 88 | 0 |
| \$180,001-\$230,000 | 11 | 16.42% | 24 | 53 | 26 | 0 | 3 |
| \$230,001 and up | 7 | 10.45% | 45 | 63 | 27 | 0 | 0 |
| Median Closed DOM | | | 47 | 70 | 32 | 52 | 87 |
| Total Closed Units | | 100% | 47.0 | 33 | 28 | 4 | 2 |
| Total Closed Volume | | | | 2.47M | 4.80M | 158.00K | 285.00K |

January 2021

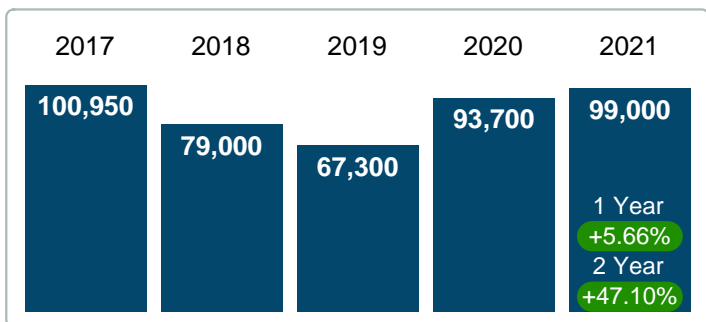
Area Delimited by County Of Cherokee



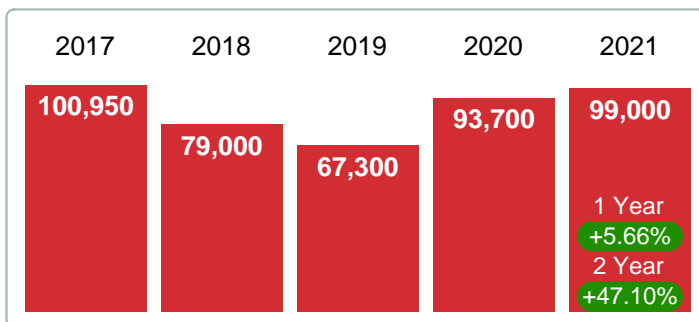
MEDIAN LIST PRICE AT CLOSING

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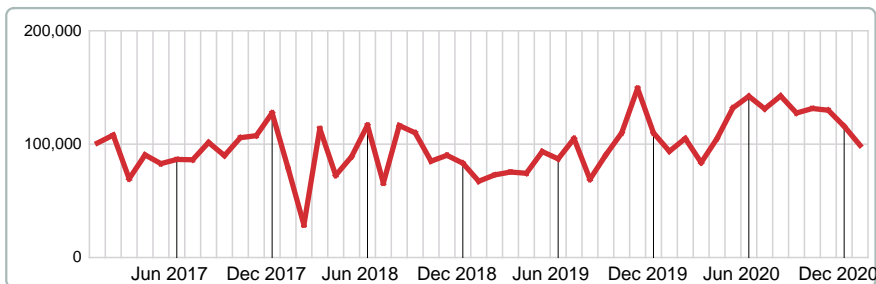
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

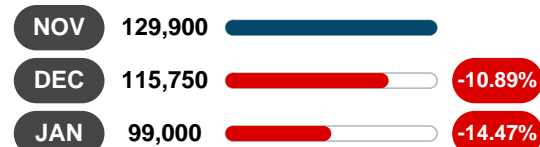


3 MONTHS

5 year JAN AVG = 87,990

High Nov 2019 149,200 Low Feb 2018 28,800

Median List Price at Closing this month at **99,000**
above the 5 yr JAN average of **87,990**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 45 | 0 | 0 | 0 | 0 |
| \$1-\$10,000 | 11 | 16.42% | 950 | 450 | 1,225 | 1,000 | 0 |
| \$10,001-\$50,000 | 12 | 17.91% | 20,700 | 18,500 | 43,000 | 0 | 0 |
| \$50,001-\$150,000 | 18 | 26.87% | 94,450 | 77,000 | 134,400 | 0 | 89,900 |
| \$150,001-\$180,000 | 5 | 7.46% | 164,700 | 0 | 172,300 | 159,900 | 0 |
| \$180,001-\$230,000 | 13 | 19.40% | 192,000 | 195,000 | 189,999 | 0 | 219,900 |
| \$230,001 and up | 8 | 11.94% | 317,500 | 317,500 | 299,950 | 0 | 0 |
| Median List Price | | | 99,000 | 45,000 | 183,400 | 1,025 | 154,900 |
| Total Closed Units | | 100% | 99,000 | 33 | 28 | 4 | 2 |
| Total Closed Volume | | | 8,114,817 | 2.80M | 4.84M | 162.90K | 309.80K |

January 2021



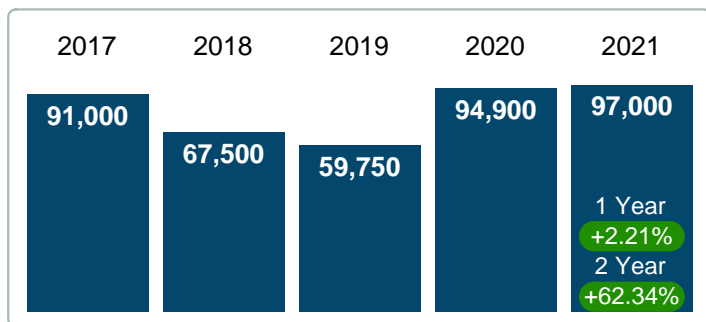
Area Delimited by County Of Cherokee



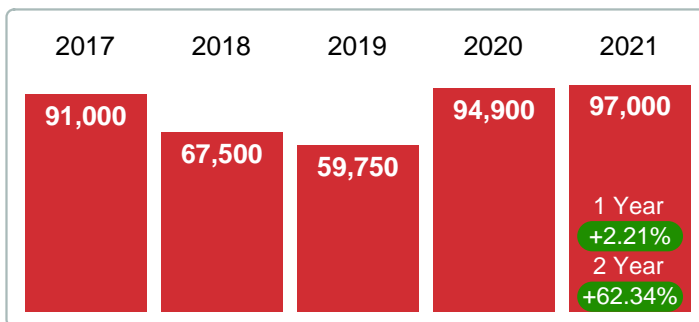
MEDIAN SOLD PRICE AT CLOSING

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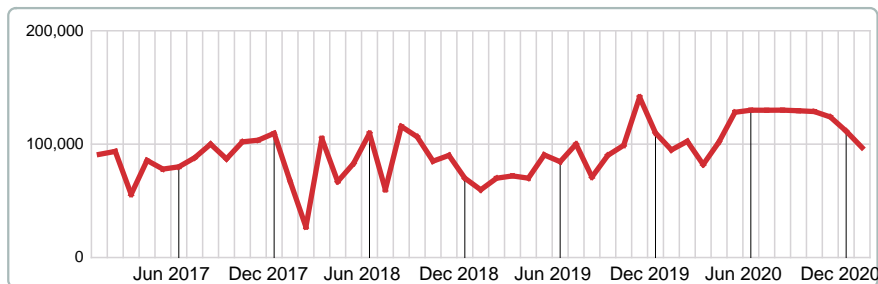
JANUARY



YEAR TO DATE (YTD)

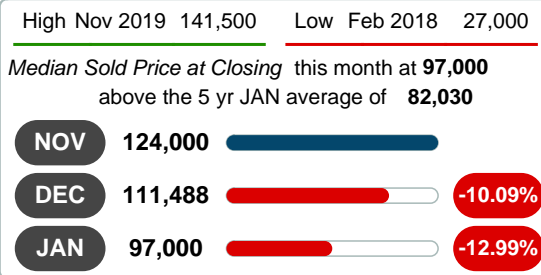


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 82,030



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 317,500 | 0 | 0 | 0 | 0 |
| \$1-\$10,000 | 11 | 16.42% | 950 | 450 | 1,225 | 1,000 | 0 |
| \$10,001-\$50,000 | 12 | 17.91% | 19,700 | 18,500 | 43,000 | 0 | 0 |
| \$50,001-\$150,000 | 19 | 28.36% | 90,000 | 76,000 | 132,000 | 0 | 90,000 |
| \$150,001-\$180,000 | 7 | 10.45% | 173,500 | 0 | 174,250 | 155,000 | 0 |
| \$180,001-\$230,000 | 11 | 16.42% | 195,000 | 209,625 | 192,450 | 0 | 195,000 |
| \$230,001 and up | 7 | 10.45% | 320,000 | 320,000 | 292,500 | 0 | 0 |
| Median Sold Price | | | 97,000 | 43,500 | 176,500 | 1,025 | 142,500 |
| Total Closed Units | | 100% | 97,000 | 33 | 28 | 4 | 2 |
| Total Closed Volume | | | 7,717,920 | 2.47M | 4.80M | 158.00K | 285.00K |

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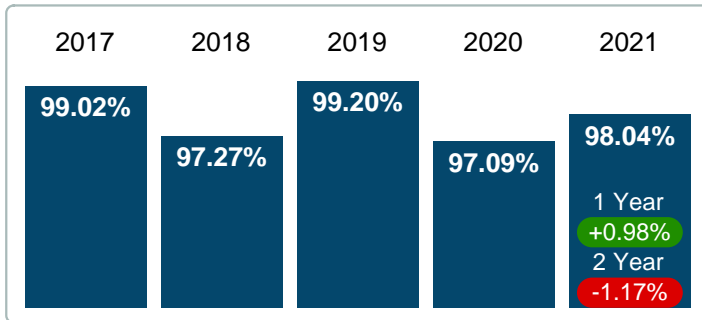
Area Delimited by County Of Cherokee



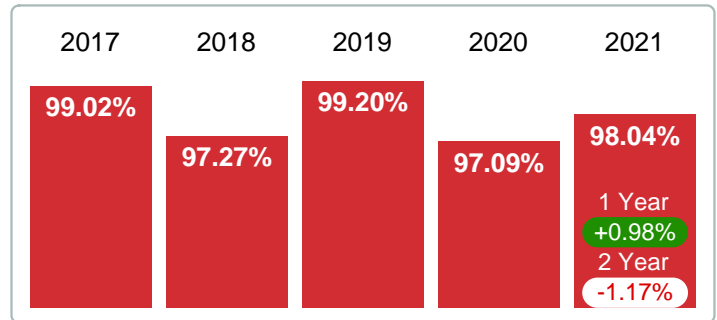
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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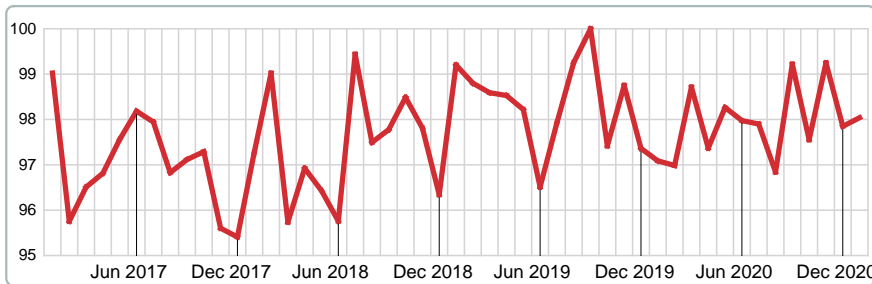
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

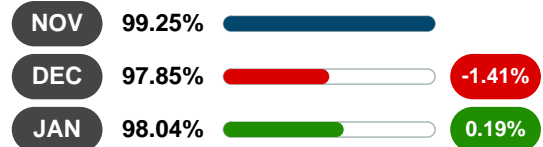


3 MONTHS

5 year JAN AVG = 98.12%

High Sep 2019 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **98.04%**
equal to 5 yr JAN average of **98.12%**



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 |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1-\$10,000 | 11 | 16.42% | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% |
| \$10,001-\$50,000 | 12 | 17.91% | 98.68% | 98.68% | 100.00% | 0.00% | 0.00% |
| \$50,001-\$150,000 | 19 | 28.36% | 97.38% | 87.50% | 99.28% | 0.00% | 100.11% |
| \$150,001-\$180,000 | 7 | 10.45% | 94.65% | 0.00% | 94.48% | 96.94% | 0.00% |
| \$180,001-\$230,000 | 11 | 16.42% | 97.40% | 96.43% | 97.72% | 0.00% | 88.68% |
| \$230,001 and up | 7 | 10.45% | 96.00% | 93.22% | 98.66% | 0.00% | 0.00% |
| Median Sold/List Ratio | | 98.04% | | 96.94% | 98.32% | 100.00% | 94.39% |
| Total Closed Units | | 67 | 100% | 33 | 28 | 4 | 2 |
| Total Closed Volume | | 7,717,920 | | 2.47M | 4.80M | 158.00K | 285.00K |

January 2021

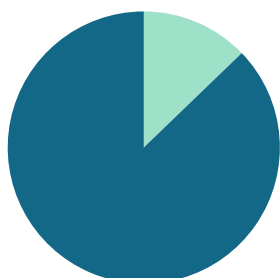
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

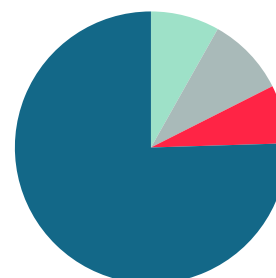


Inventory
 New Listings
104 = 12.79%
 Start Inventory
709
 Total Inventory Units
813
 Volume
\$119,734,703

Market Activity

Closed Sales
67 = 8.17%
 Pending Sales
77 = 9.39%
 Other Off Market
57 = 6.95%
 Active Inventory
619 = 75.49%

MARKET ACTIVITY



| Compared Metrics | January | | | Year to Date | | |
|---|---------|--------|---------|--------------|--------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 37 | 67 | 81.08% | 37 | 67 | 81.08% |
| Pending Sales | 50 | 77 | 54.00% | 50 | 77 | 54.00% |
| New Listings | 208 | 104 | -50.00% | 208 | 104 | -50.00% |
| Median List Price | 93,700 | 99,000 | 5.66% | 93,700 | 99,000 | 5.66% |
| Median Sale Price | 94,900 | 97,000 | 2.21% | 94,900 | 97,000 | 2.21% |
| Median Percent of Selling Price to List Price | 97.09% | 98.04% | 0.98% | 97.09% | 98.04% | 0.98% |
| Median Days on Market to Sale | 48.00 | 47.00 | -2.08% | 48.00 | 47.00 | -2.08% |
| Monthly Inventory | 954 | 619 | -35.12% | 954 | 619 | -35.12% |
| Months Supply of Inventory | 16.96 | 8.19 | -51.71% | 16.96 | 8.19 | -51.71% |

Absorption: Last 12 months, an Average of **76** Sales/Month

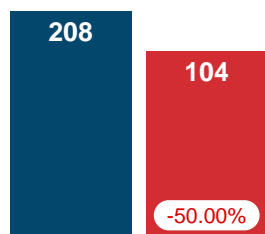
Inventory on January 31, 2021 = **619**

2020 **2021**

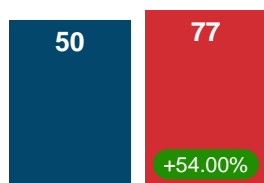
JANUARY MARKET

MEDIAN PRICES

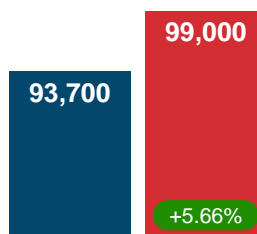
New Listings



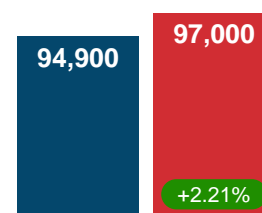
Pending Listings



List Price



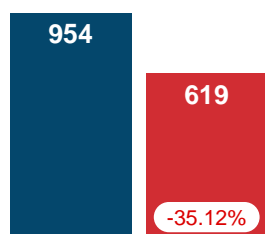
Sale Price



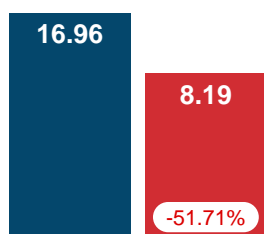
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

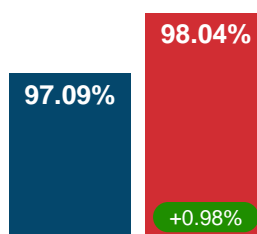
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

