

# July 2021

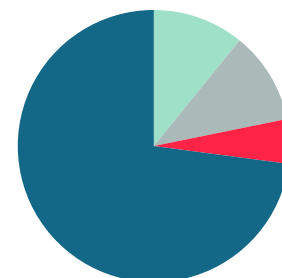
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	114	84	-26.32%
Pending Listings	91	85	-6.59%
New Listings	183	108	-40.98%
Median List Price	131,150	137,450	4.80%
Median Sale Price	129,900	141,500	8.93%
Median Percent of Selling Price to List Price	97.90%	100.00%	2.15%
Median Days on Market to Sale	34.00	10.00	-70.59%
End of Month Inventory	949	565	-40.46%
Months Supply of Inventory	15.86	6.75	-57.42%



■ Closed (10.84%)  
■ Pending (10.97%)  
■ Other OffMarket (5.29%)  
■ Active (72.90%)

**Absorption:** Last 12 months, an Average of **84** Sales/Month  
**Active Inventory** as of July 31, 2021 = **565**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **40.46%** to 565 existing homes available for sale. Over the last 12 months this area has had an average of 84 closed sales per month. This represents an unsold inventory index of **6.75** 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 **8.93%** in July 2021 to \$141,500 versus the previous year at \$129,900.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 24.00 days or **70.59%** in July 2021 compared to last year's same month at **34.00** DOM.

#### Sales Success for July 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 108 New Listings in July 2021, down **40.98%** from last year at 183. Furthermore, there were 84 Closed Listings this month versus last year at 114, a **-26.32%** decrease.

Closed versus Listed trends yielded a **77.8%** ratio, up from previous year's, July 2020, at **62.3%**, a **24.85%** 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

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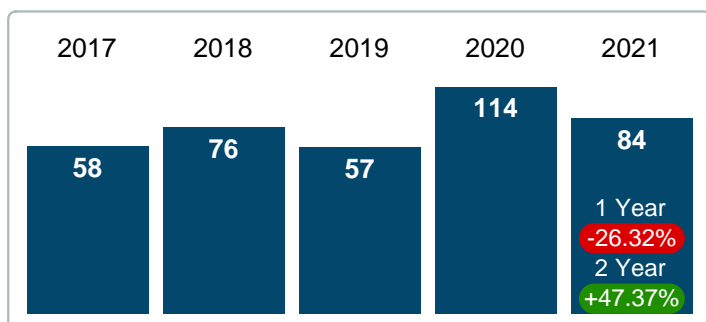
Area Delimited by County Of Cherokee



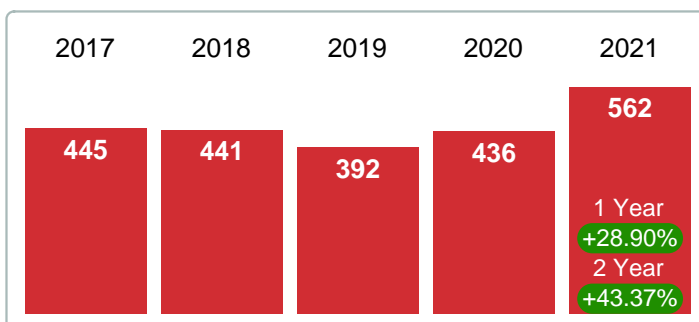
## CLOSED LISTINGS

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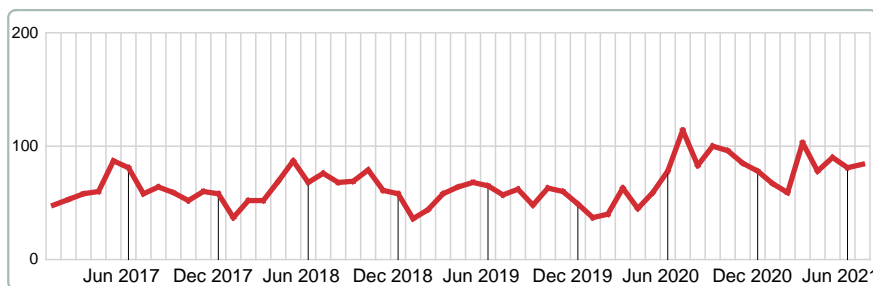
### JULY



### YEAR TO DATE (YTD)

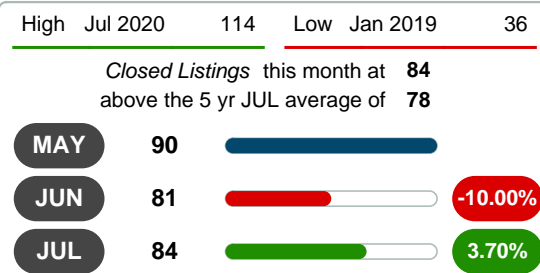


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 78



### 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-\$20,000	17	20.24%	27.0	13	4	0	0
\$20,001-\$80,000	13	15.48%	37.0	11	2	0	0
\$80,001-\$160,000	21	25.00%	5.0	7	11	3	0
\$160,001-\$220,000	13	15.48%	5.0	1	11	1	0
\$220,001-\$290,000	11	13.10%	7.0	1	9	0	1
\$290,001 and up	9	10.71%	9.0	3	4	2	0
<b>Total Closed Units</b>	<b>84</b>			<b>36</b>	<b>41</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>13,193,286</b>	<b>100%</b>	<b>10.0</b>	<b>4.31M</b>	<b>7.34M</b>	<b>1.32M</b>	<b>225.50K</b>
<b>Median Closed Price</b>	<b>\$141,500</b>			<b>\$39,000</b>	<b>\$177,500</b>	<b>\$163,450</b>	<b>\$225,500</b>

# July 2021



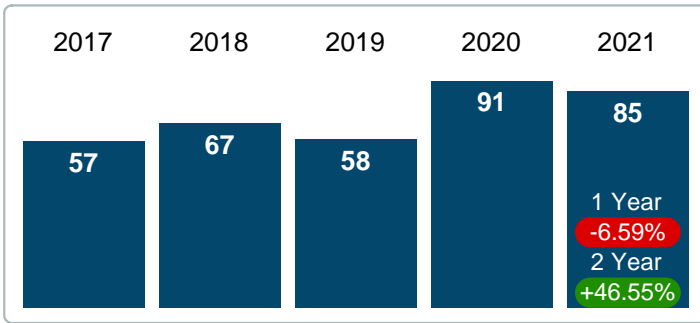
Area Delimited by County Of Cherokee



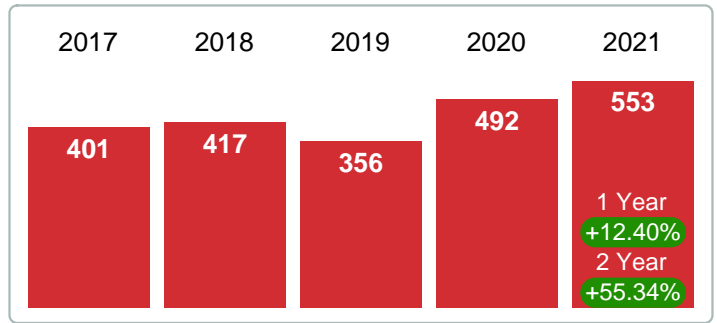
## PENDING LISTINGS

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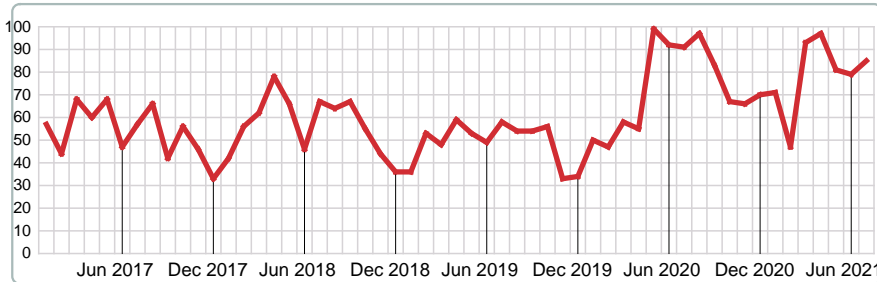
### JULY



### YEAR TO DATE (YTD)

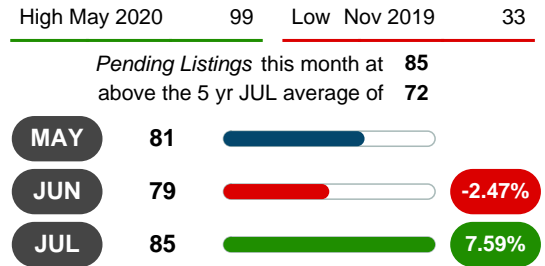


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 72



### 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%	9.0	0	0	0	0
\$1-\$50,000	15	17.65%	163.0	15	0	0	0
\$50,001-\$100,000	14	16.47%	19.5	11	3	0	0
\$100,001-\$175,000	23	27.06%	7.0	7	13	2	1
\$175,001-\$250,000	15	17.65%	12.0	3	9	1	2
\$250,001-\$375,000	10	11.76%	38.5	4	4	1	1
\$375,001 and up	8	9.41%	8.0	0	5	1	2
<b>Total Pending Units</b>	<b>85</b>			<b>40</b>	<b>34</b>	<b>5</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>15,566,690</b>	<b>100%</b>	<b>21.0</b>	<b>3.80M</b>	<b>7.97M</b>	<b>1.20M</b>	<b>2.59M</b>
<b>Median Listing Price</b>	<b>\$155,000</b>			<b>\$70,000</b>	<b>\$184,000</b>	<b>\$189,900</b>	<b>\$292,500</b>

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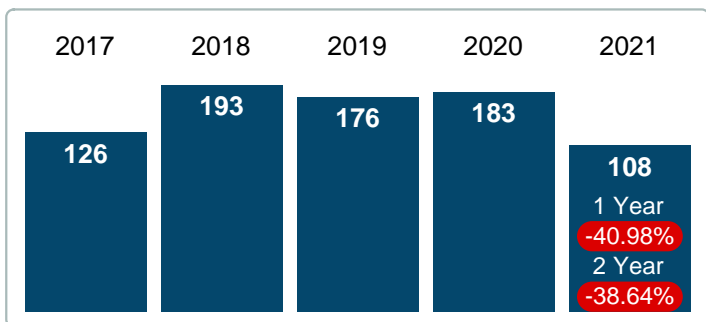
Area Delimited by County Of Cherokee



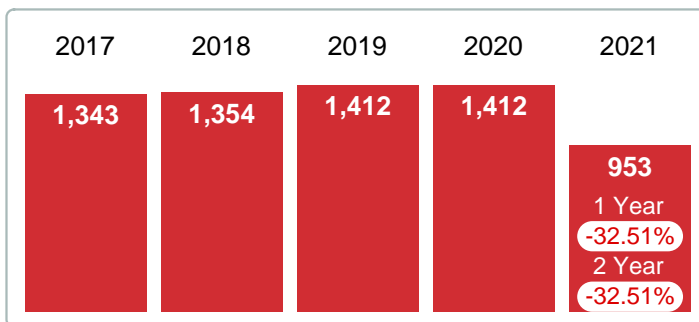
## NEW LISTINGS

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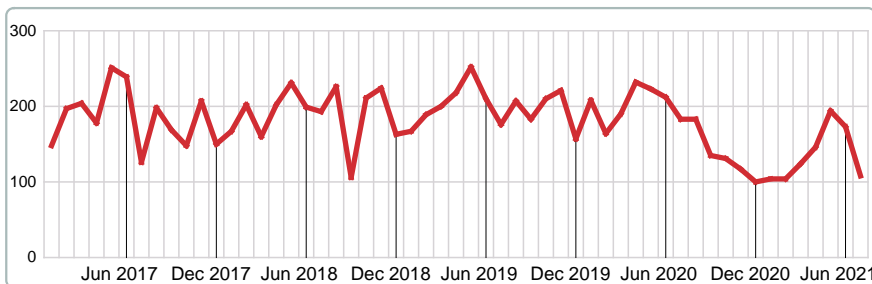
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

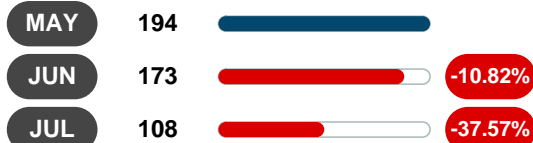


### 3 MONTHS

5 year JUL AVG = 157

High May 2019 252 Low Dec 2020 100

New Listings this month at **108**  
 below the 5 yr JUL average of **157**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 \$30,000	24	22.22%	22	2	0	0
\$30,001 \$80,000	16	14.81%	15	1	0	0
\$80,001 \$170,000	27	25.00%	14	11	2	0
\$170,001 \$230,000	17	15.74%	2	10	3	2
\$230,001 \$410,000	13	12.04%	4	5	3	1
\$410,001 and up	11	10.19%	4	4	2	1
<b>Total New Listed Units</b>	<b>108</b>		<b>61</b>	<b>33</b>	<b>10</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>23,435,755</b>	<b>100%</b>	<b>12.33M</b>	<b>6.96M</b>	<b>2.63M</b>	<b>1.52M</b>
<b>Median New Listed Listing Price</b>	<b>\$120,000</b>		<b>\$59,500</b>	<b>\$179,000</b>	<b>\$219,900</b>	<b>\$242,950</b>

# July 2021



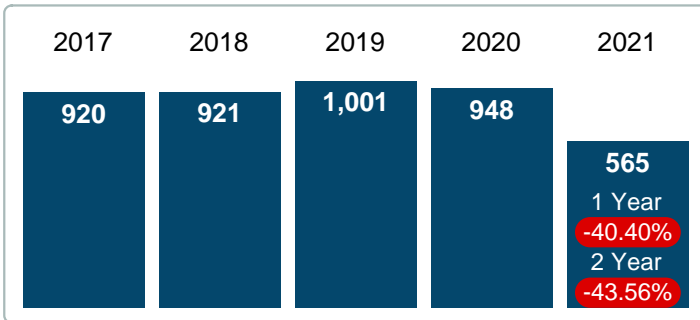
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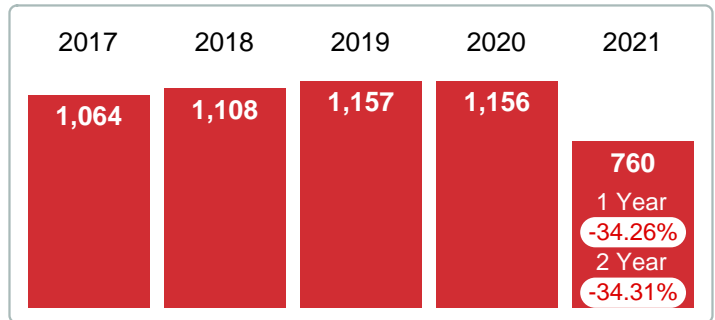
## ACTIVE INVENTORY

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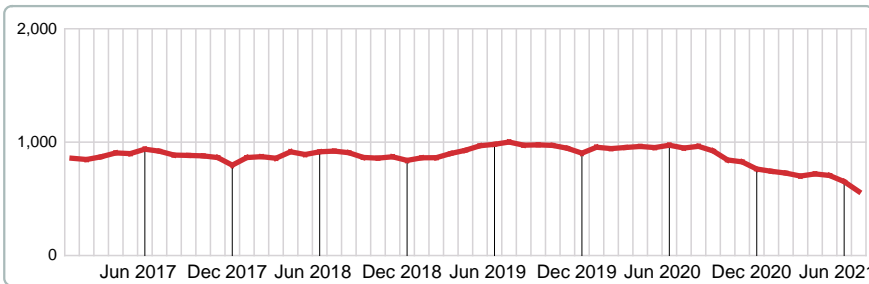
### END OF JULY



### ACTIVE DURING JULY

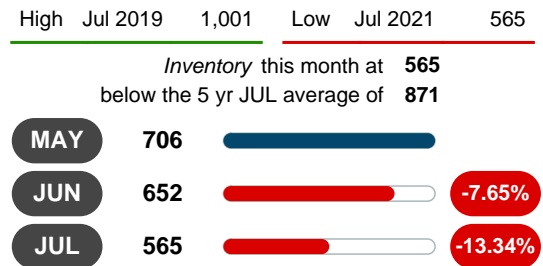


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 871



### 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	15	2.65%	88.0	15	0	0	0
\$10,001 - \$20,000	79	13.98%	108.0	79	0	0	0
\$20,001 - \$40,000	125	22.12%	153.0	125	0	0	0
\$40,001 - \$80,000	136	24.07%	87.0	133	2	1	0
\$80,001 - \$170,000	77	13.63%	66.0	54	18	4	1
\$170,001 - \$400,000	77	13.63%	71.0	40	26	8	3
\$400,001 and up	56	9.91%	79.0	33	11	9	3
Total Active Inventory by Units		565		479	57	22	7
Total Active Inventory by Volume		97,150,781	100%	64.34M	20.03M	7.71M	5.06M
Median Active Inventory Listing Price		\$55,000		\$49,900	\$209,500	\$285,159	\$334,000

# July 2021



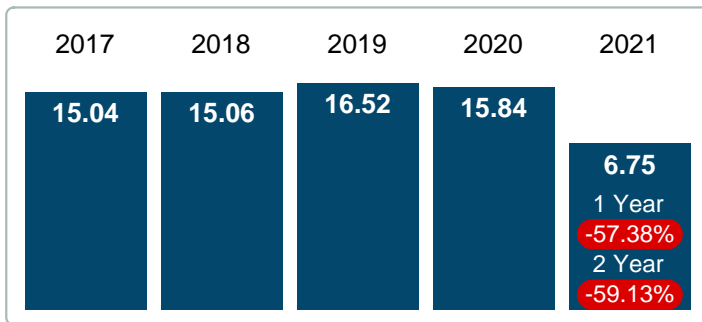
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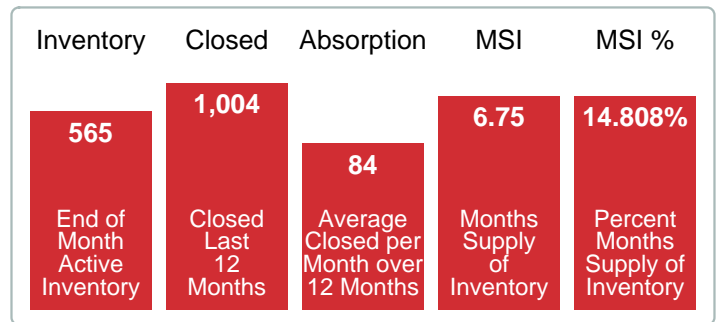
## MONTHS SUPPLY of INVENTORY (MSI)

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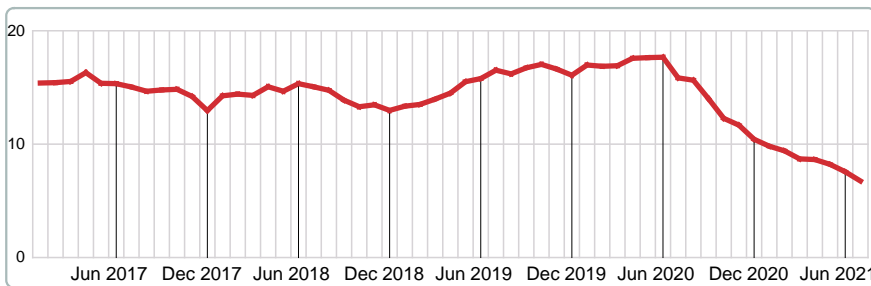
### MSI FOR JULY



### INDICATORS FOR JULY 2021

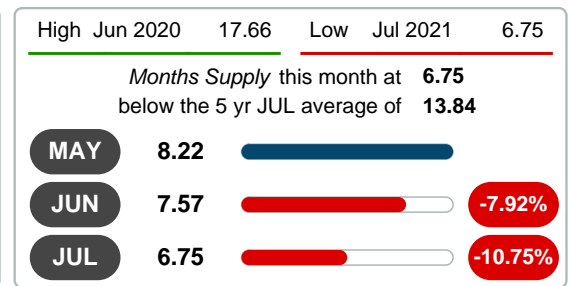


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 13.84



### 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	15	2.65%	1.68	2.17	0.00	0.00	0.00
\$10,001 - \$20,000	79	13.98%	12.64	12.64	0.00	0.00	0.00
\$20,001 - \$40,000	125	22.12%	18.07	18.99	0.00	0.00	0.00
\$40,001 - \$80,000	136	24.07%	15.84	20.46	1.09	4.00	0.00
\$80,001 - \$170,000	77	13.63%	3.10	6.97	1.28	1.50	3.00
\$170,001 - \$400,000	77	13.63%	3.28	12.63	1.81	1.68	2.40
\$400,001 and up	56	9.91%	12.00	28.29	6.95	6.00	7.20
Market Supply of Inventory (MSI)			6.75	12.50	1.70	2.24	3.50
Total Active Inventory by Units		100%	6.75	479	57	22	7

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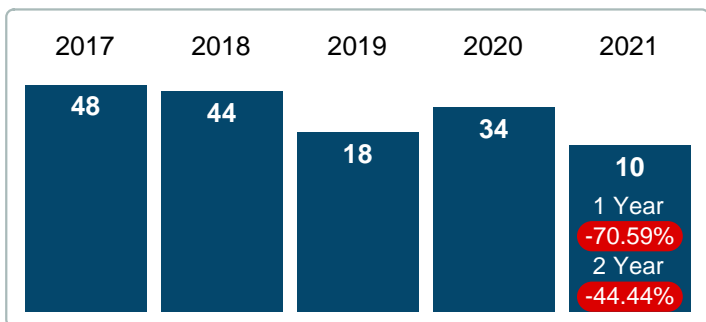
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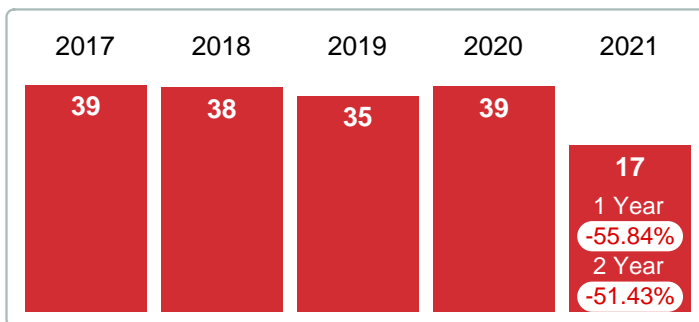
## MEDIAN DAYS ON MARKET TO SALE

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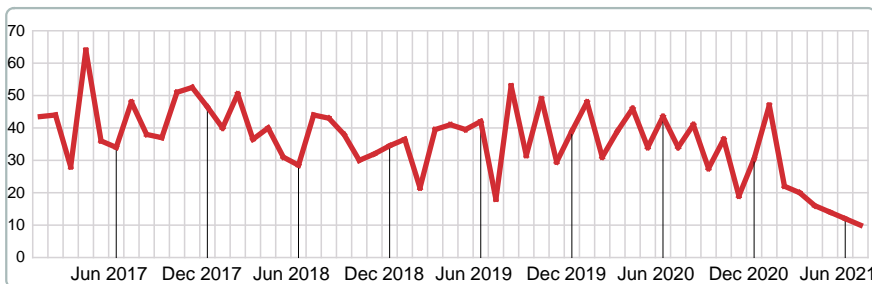
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

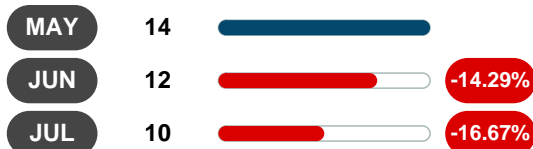


### 3 MONTHS

5 year JUL AVG = 31

High Apr 2017 64 Low Jul 2021 10

Median Days on Market to Sale this month at 10 below the 5 yr JUL average of 31



### 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%	79	0	0	0	0
\$1-\$20,000	17	20.24%	27	28	19	0	0
\$20,001-\$80,000	13	15.48%	37	43	25	0	0
\$80,001-\$160,000	21	25.00%	5	5	3	14	0
\$160,001-\$220,000	13	15.48%	5	39	5	4	0
\$220,001-\$290,000	11	13.10%	7	116	7	0	6
\$290,001 and up	9	10.71%	9	9	7	61	0
Median Closed DOM	10		10.0	28	7	11	6
Total Closed Units	84	100%	10.0	36	41	6	1
Total Closed Volume	13,193,286			4.31M	7.34M	1.32M	225.50K

# July 2021



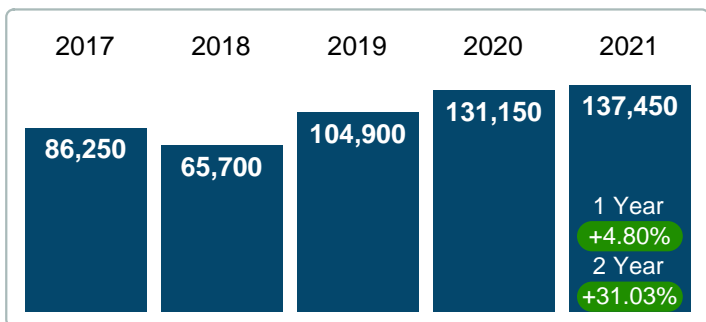
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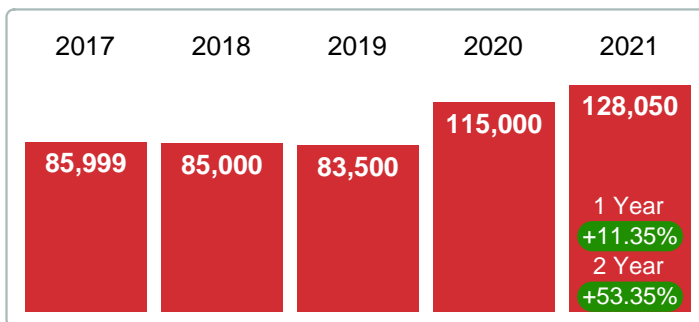
## MEDIAN LIST PRICE AT CLOSING

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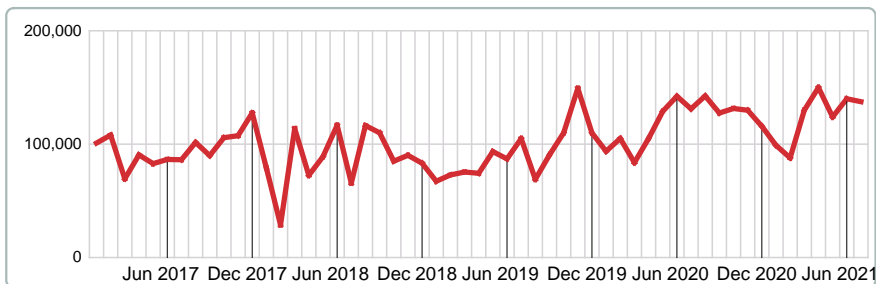
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

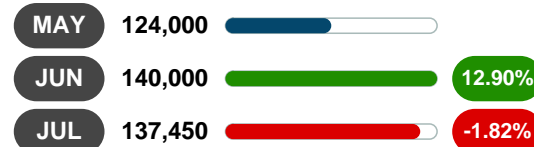


### 3 MONTHS

5 year JUL AVG = 105,090

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

Median List Price at Closing this month at **137,450**  
above the 5 yr JUL average of **105,090**



### 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%	9	0	0	0	0
\$1-\$20,000	16	19.05%	1,550	9,450	1,398	0	0
\$20,001-\$80,000	14	16.67%	44,500	40,000	53,500	0	0
\$80,001-\$160,000	21	25.00%	135,000	109,450	135,000	140,000	0
\$160,001-\$220,000	15	17.86%	194,000	190,500	194,000	179,900	219,900
\$220,001-\$290,000	9	10.71%	244,500	0	241,750	274,900	0
\$290,001 and up	9	10.71%	375,000	657,900	374,950	474,900	0
Median List Price			137,450	40,000	178,700	162,950	219,900
Total Closed Units		100%	137,450	36	41	6	1
Total Closed Volume			13,449,022	4.56M	7.34M	1.33M	219.90K



# July 2021



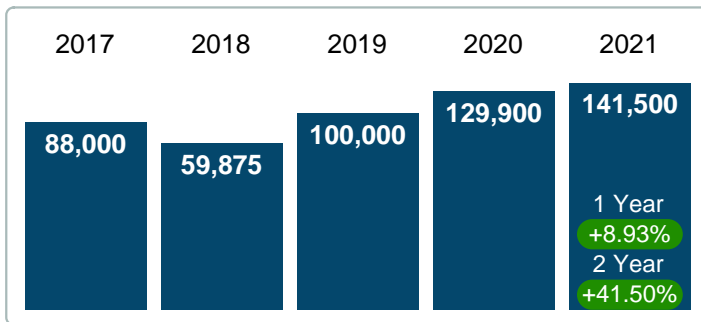
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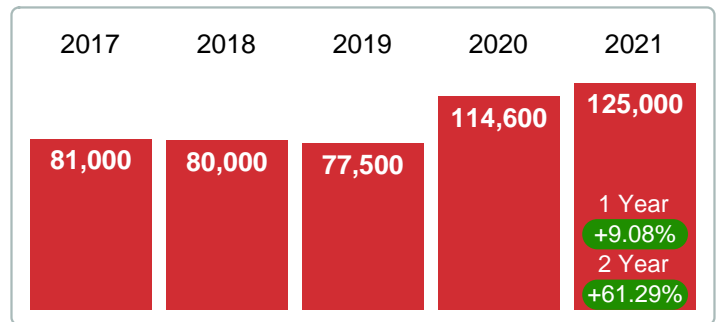
## MEDIAN SOLD PRICE AT CLOSING

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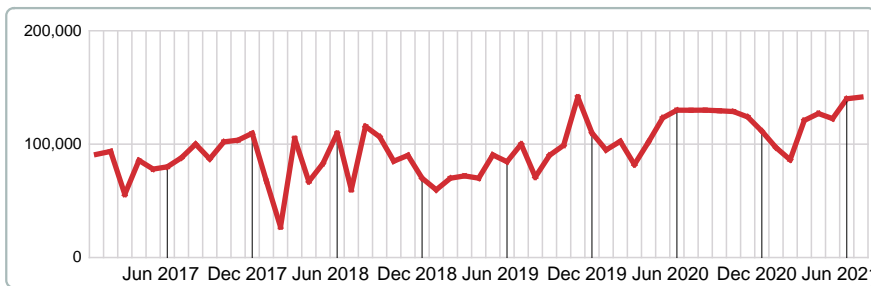
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

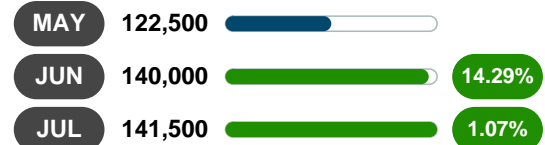


### 3 MONTHS

5 year JUL AVG = 103,855

High Jul 2021 141,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 141,500 above the 5 yr JUL average of 103,855



### 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%	375,000	0	0	0	0
\$1-\$20,000	17	20.24%	1,600	8,750	1,398	0	0
\$20,001-\$80,000	13	15.48%	45,000	40,000	52,000	0	0
\$80,001-\$160,000	21	25.00%	140,000	124,900	143,000	138,000	0
\$160,001-\$220,000	13	15.48%	182,000	165,000	185,000	179,900	0
\$220,001-\$290,000	11	13.10%	236,150	260,000	236,150	0	225,500
\$290,001 and up	9	10.71%	375,000	875,000	346,950	368,050	0
Median Sold Price			141,500	39,000	177,500	163,450	225,500
Total Closed Units		100%	141,500	36	41	6	1
Total Closed Volume			13,193,286	4.31M	7.34M	1.32M	225.50K

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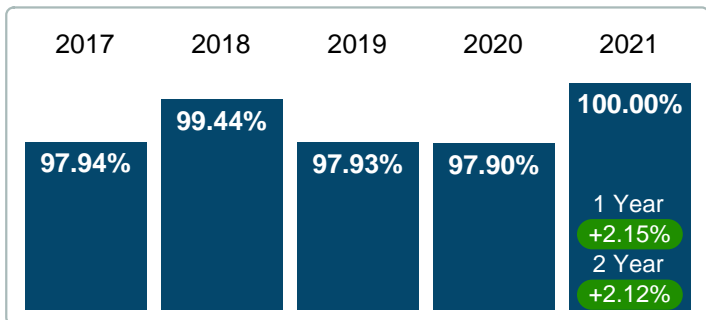
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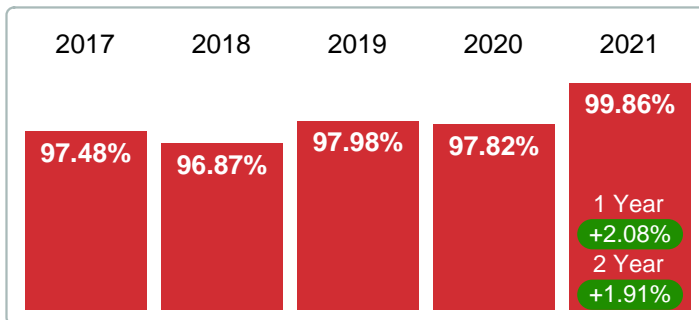
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

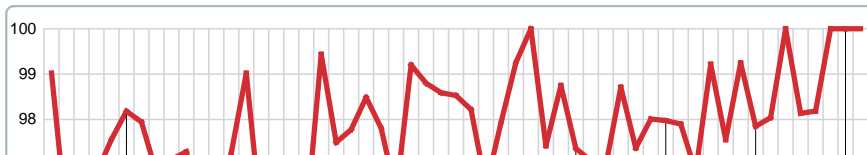
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 98.64%

High Jul 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JUL average of **98.64%**

MAY 100.00%  
JUN 100.00%  
JUL 100.00%

0.00%  
0.00%

### 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%	75.00%	0.00%	0.00%	0.00%	0.00%	
\$1-\$20,000	17	20.24%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$20,001-\$80,000	13	15.48%	95.00%	95.00%	97.37%	0.00%	0.00%	
\$80,001-\$160,000	21	25.00%	100.00%	100.00%	102.22%	100.00%	0.00%	
\$160,001-\$220,000	13	15.48%	100.00%	89.19%	100.00%	100.00%	0.00%	
\$220,001-\$290,000	11	13.10%	100.00%	86.70%	100.00%	0.00%	102.55%	
\$290,001 and up	9	10.71%	100.00%	100.00%	99.46%	99.80%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	102.55%	
Total Closed Units		84	100%	100.00%	36	41	6	1
Total Closed Volume		13,193,286			4.31M	7.34M	1.32M	225.50K

# July 2021

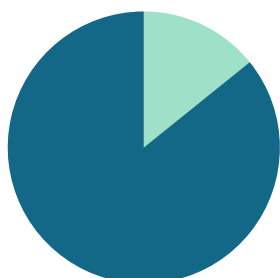
Area Delimited by County Of Cherokee



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

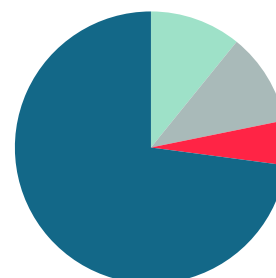


**Inventory**  
 New Listings  
**108 = 14.21%**  
 Start Inventory  
**652**  
 Total Inventory Units  
**760**  
 Volume  
**\$135,351,653**

### Market Activity

Closed Sales  
**84 = 10.84%**  
 Pending Sales  
**85 = 10.97%**  
 Other Off Market  
**41 = 5.29%**  
 Active Inventory  
**565 = 72.90%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	114	84	-26.32%	436	562	28.90%
Pending Sales	91	85	-6.59%	492	553	12.40%
New Listings	183	108	-40.98%	1,412	953	-32.51%
Median List Price	131,150	137,450	4.80%	115,000	128,050	11.35%
Median Sale Price	129,900	141,500	8.93%	114,600	125,000	9.08%
Median Percent of Selling Price to List Price	97.90%	100.00%	2.15%	97.82%	99.86%	2.08%
Median Days on Market to Sale	34.00	10.00	-70.59%	38.50	17.00	-55.84%
Monthly Inventory	949	565	-40.46%	949	565	-40.46%
Months Supply of Inventory	15.86	6.75	-57.42%	15.86	6.75	-57.42%

**Absorption:** Last 12 months, an Average of **84** Sales/Month

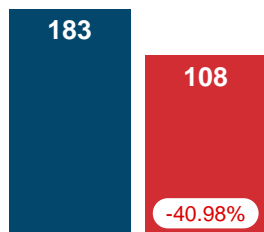
**Inventory** on July 31, 2021 = **565**

**2020** **2021**

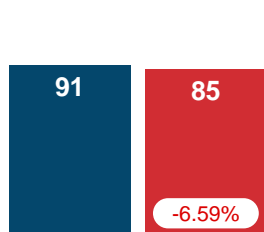
### JULY MARKET

### MEDIAN PRICES

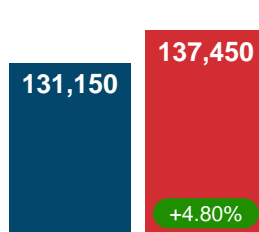
#### New Listings



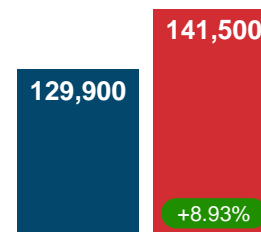
#### Pending Listings



#### List Price



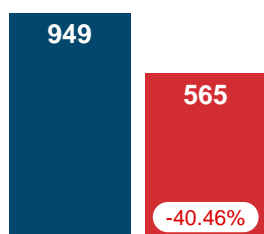
#### Sale Price



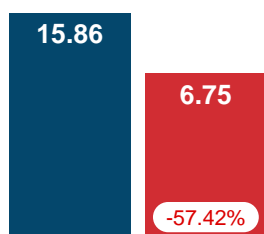
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

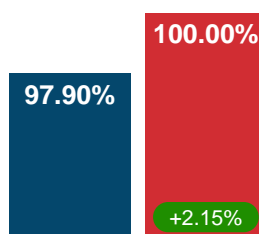
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

