

June 2021



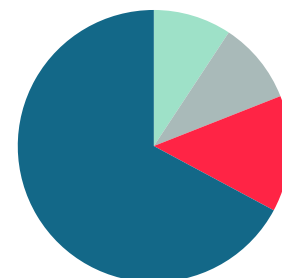
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	78	80	2.56%
Pending Listings	92	84	-8.70%
New Listings	212	173	-18.40%
Median List Price	142,250	143,500	0.88%
Median Sale Price	129,950	142,500	9.66%
Median Percent of Selling Price to List Price	97.98%	100.00%	2.07%
Median Days on Market to Sale	43.50	11.50	-73.56%
End of Month Inventory	974	579	-40.55%
Months Supply of Inventory	17.68	6.73	-61.96%



■ Closed (9.28%)
■ Pending (9.74%)
■ Other OffMarket (13.81%)
■ Active (67.17%)

Absorption: Last 12 months, an Average of **86** Sales/Month
Active Inventory as of June 30, 2021 = **579**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **40.55%** to 579 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **6.73** 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 **9.66%** in June 2021 to \$142,500 versus the previous year at \$129,950.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 32.00 days or **73.56%** in June 2021 compared to last year's same month at **43.50** DOM.

Sales Success for June 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 173 New Listings in June 2021, down **18.40%** from last year at 212. Furthermore, there were 80 Closed Listings this month versus last year at 78, a **2.56%** increase.

Closed versus Listed trends yielded a **46.2%** ratio, up from previous year's, June 2020, at **36.8%**, a **25.69%** 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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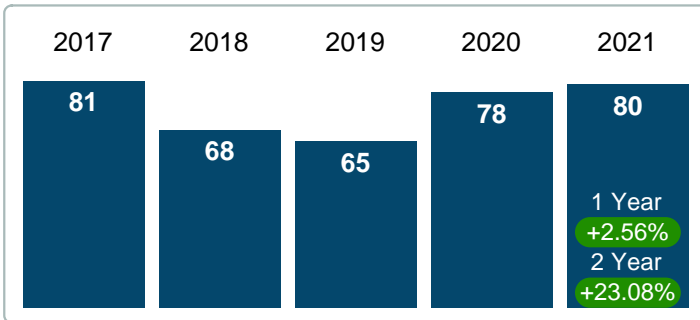
Area Delimited by County Of Cherokee



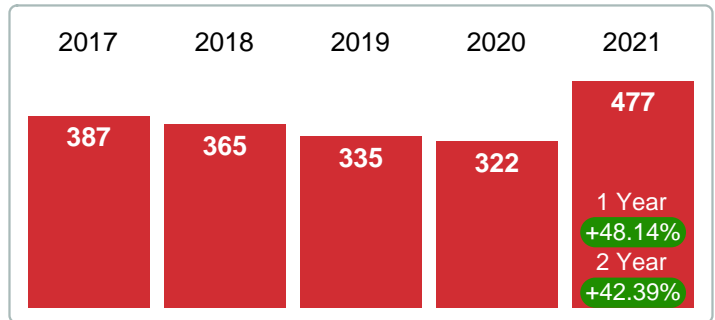
CLOSED LISTINGS

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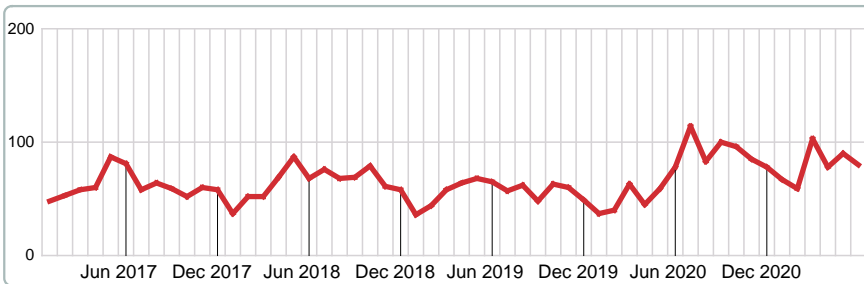
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

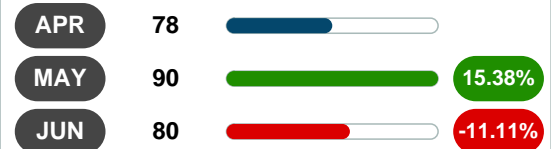


3 MONTHS

5 year JUN AVG = 74

High Jul 2020 114 Low Jan 2019 36

Closed Listings this month at **80**
above the 5 yr JUN average of **74**



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	6.25%	8.0	5	0	0	0
\$10,001 - \$30,000	9	11.25%	15.0	9	0	0	0
\$30,001 - \$110,000	17	21.25%	22.0	16	1	0	0
\$110,001 - \$170,000	18	22.50%	8.0	0	11	6	1
\$170,001 - \$220,000	13	16.25%	14.0	2	8	3	0
\$220,001 - \$310,000	10	12.50%	4.5	2	2	6	0
\$310,001 and up	8	10.00%	19.5	0	4	1	3
Total Closed Units	80			34	26	16	4
Total Closed Volume	12,020,456	100%	11.5	1.90M	5.04M	3.55M	1.53M
Median Closed Price	\$142,500			\$36,000	\$175,450	\$204,750	\$390,000

June 2021



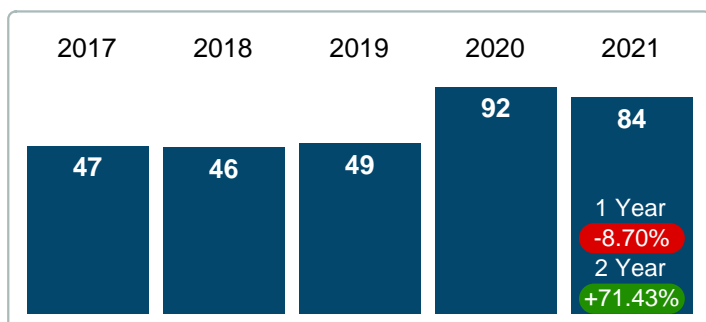
Area Delimited by County Of Cherokee



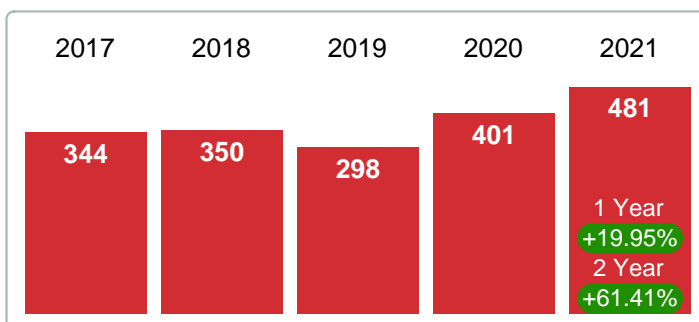
PENDING LISTINGS

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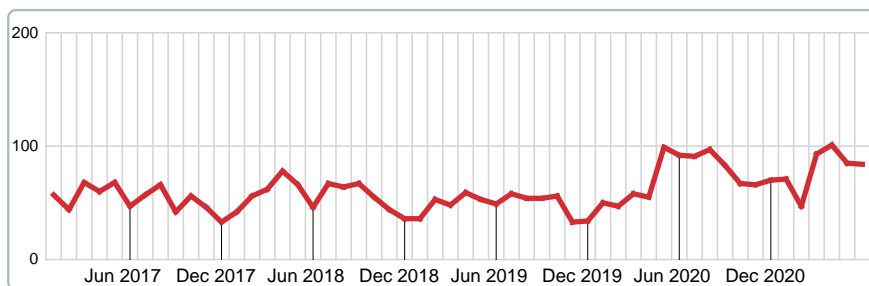
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

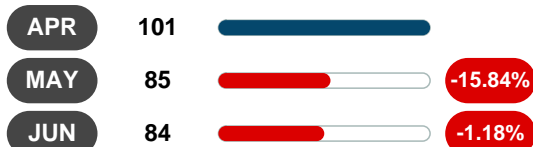


3 MONTHS

5 year JUN AVG = 64

High Apr 2021 101 Low Nov 2019 33

Pending Listings this month at **84**
above the 5 yr JUN average of **64**



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	8	9.52%	27.5	8	0	0	0
\$20,001 - \$40,000	8	9.52%	15.5	7	1	0	0
\$40,001 - \$120,000	14	16.67%	18.0	12	1	1	0
\$120,001 - \$170,000	20	23.81%	14.5	3	15	1	1
\$170,001 - \$240,000	14	16.67%	5.5	3	9	1	1
\$240,001 - \$340,000	11	13.10%	22.0	2	6	3	0
\$340,001 and up	9	10.71%	28.0	3	4	1	1
Total Pending Units	84			38	36	7	3
Total Pending Volume	14,059,000	100%	15.0	4.16M	7.24M	1.70M	959.80K
Median Listing Price	\$149,700			\$59,450	\$179,300	\$245,000	\$219,900

June 2021



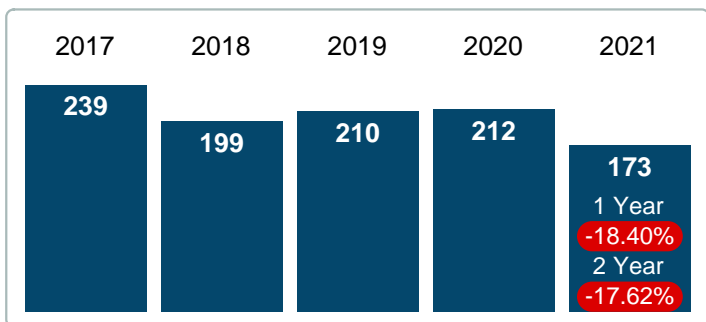
Area Delimited by County Of Cherokee



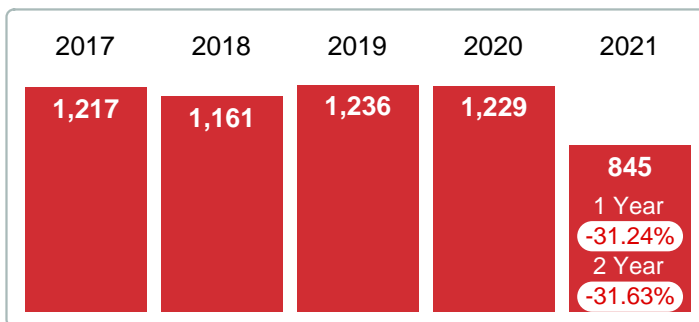
NEW LISTINGS

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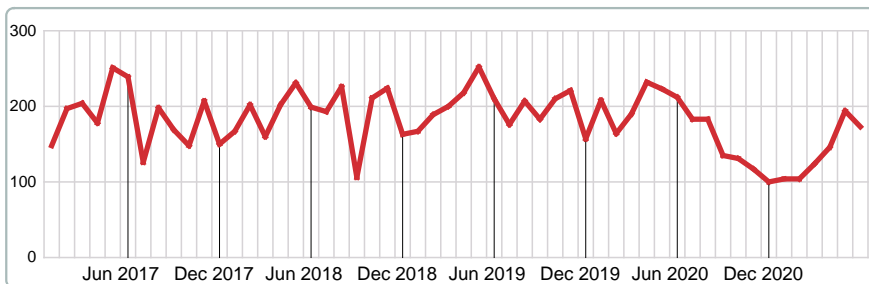
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 207

High May 2019 252 Low Dec 2020 100

New Listings this month at 173
below the 5 yr JUN average of 207



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	12	6.94%	10	2	0	0
\$10,001 - \$20,000	7	4.05%	7	0	0	0
\$20,001 - \$50,000	42	24.28%	41	1	0	0
\$50,001 - \$140,000	46	26.59%	33	10	3	0
\$140,001 - \$240,000	26	15.03%	4	20	1	1
\$240,001 - \$370,000	22	12.72%	11	7	3	1
\$370,001 and up	18	10.40%	11	4	2	1
Total New Listed Units	173		117	44	9	3
Total New Listed Volume	27,528,243	100%	14.05M	10.01M	2.41M	1.06M
Median New Listed Listing Price	\$98,500		\$55,000	\$186,350	\$245,000	\$250,000

June 2021



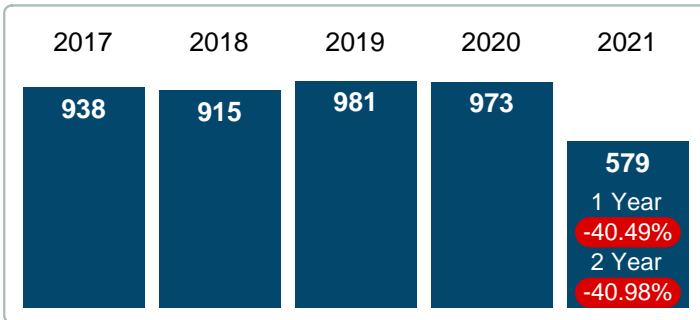
Area Delimited by County Of Cherokee



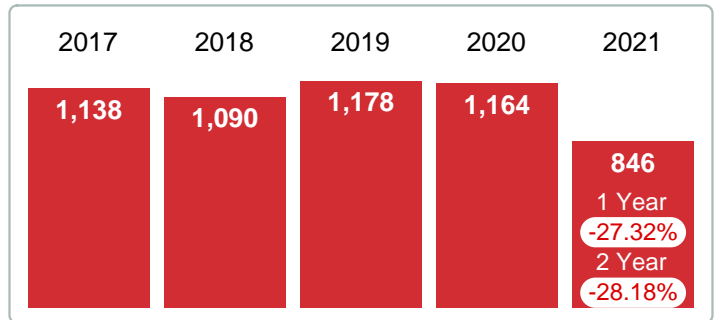
ACTIVE INVENTORY

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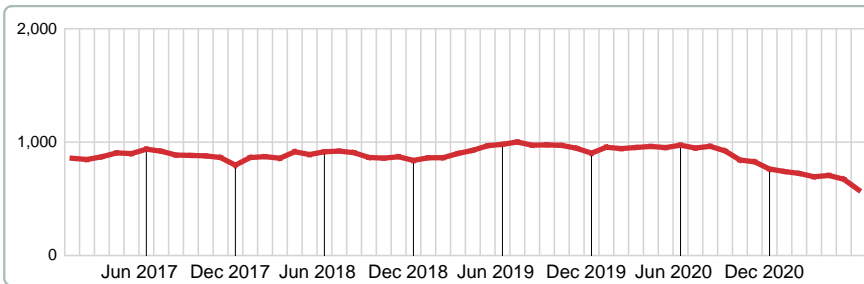
END OF JUNE



ACTIVE DURING JUNE

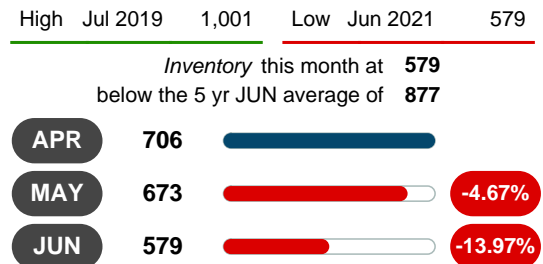


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 877



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	17	2.94%	153.0	15	2	0	0
\$10,001 - \$20,000	98	16.93%	110.0	98	0	0	0
\$20,001 - \$30,000	88	15.20%	72.5	88	0	0	0
\$30,001 - \$60,000	137	23.66%	105.0	135	2	0	0
\$60,001 - \$160,000	104	17.96%	50.5	82	18	4	0
\$160,001 - \$390,000	76	13.13%	52.5	40	30	3	3
\$390,001 and up	59	10.19%	69.0	37	12	7	3
Total Active Inventory by Units			579	495	64	14	6
Total Active Inventory by Volume			98,525,477	67.15M	21.07M	5.45M	4.85M
Median Active Inventory Listing Price			\$55,000	\$40,000	\$209,000	\$389,950	\$567,450

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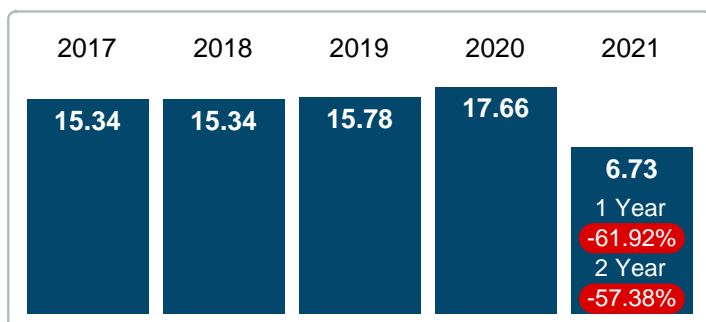
Area Delimited by County Of Cherokee



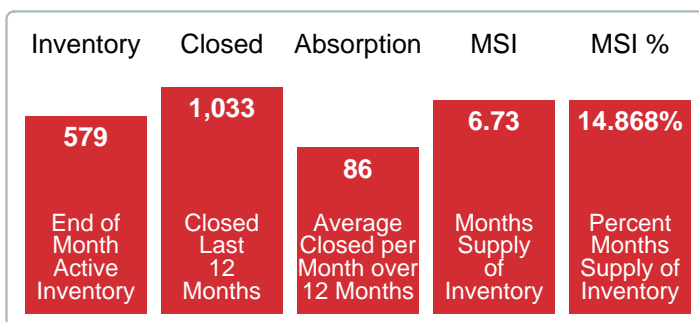
MONTHS SUPPLY of INVENTORY (MSI)

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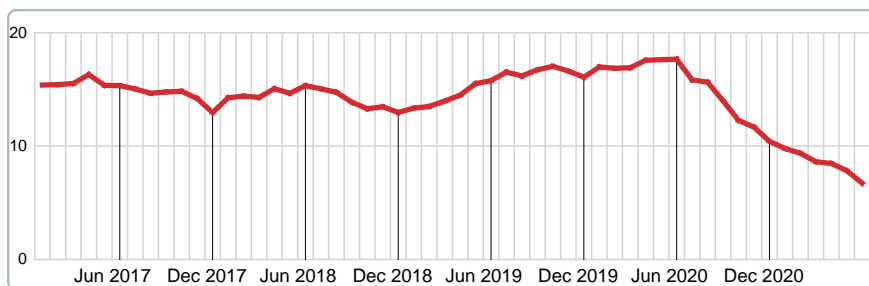
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

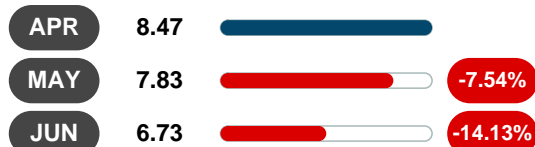


3 MONTHS

5 year JUN AVG = 14.17

High Jun 2020 17.66 Low Jun 2021 6.73

Months Supply this month at 6.73 below the 5 yr JUN average of 14.17



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	17	2.94%	1.85	2.07	1.60	0.00	0.00
\$10,001 - \$20,000	98	16.93%	15.89	15.89	0.00	0.00	0.00
\$20,001 - \$30,000	88	15.20%	20.71	21.12	0.00	0.00	0.00
\$30,001 - \$60,000	137	23.66%	21.35	24.92	2.18	0.00	0.00
\$60,001 - \$160,000	104	17.96%	3.64	7.57	1.24	1.45	0.00
\$160,001 - \$390,000	76	13.13%	2.90	9.80	1.98	0.51	2.57
\$390,001 and up	59	10.19%	11.24	29.60	7.20	4.20	4.50
Market Supply of Inventory (MSI)			6.73	12.64	1.91	1.27	2.57
Total Active Inventory by Units		100%	6.73	495	64	14	6

June 2021



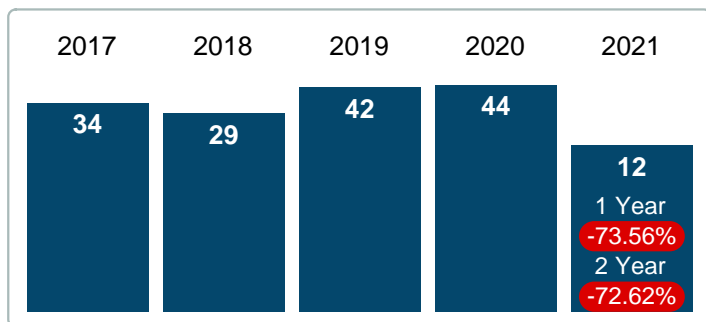
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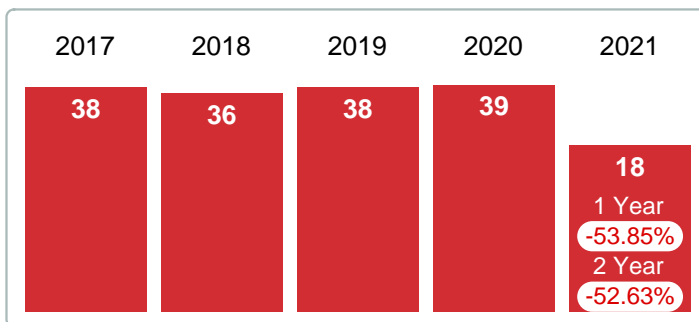
MEDIAN DAYS ON MARKET TO SALE

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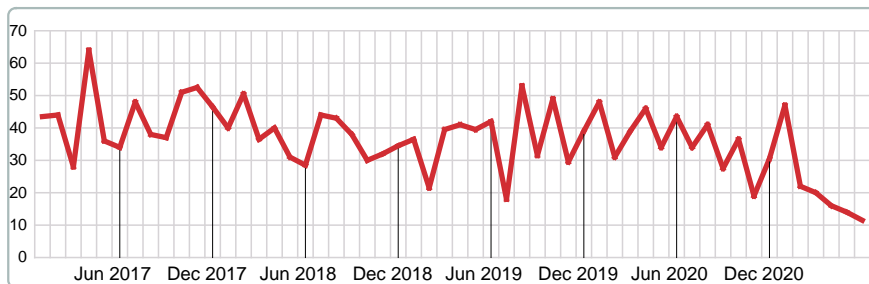
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 32

High Apr 2017 64 Low Jun 2021 12

Median Days on Market to Sale this month at 12 below the 5 yr JUN 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	6.25%	8	8	0	0	0
\$10,001 - \$30,000	11.25%	15	15	0	0	0
\$30,001 - \$110,000	21.25%	22	32	3	0	0
\$110,001 - \$170,000	22.50%	8	0	9	8	5
\$170,001 - \$220,000	16.25%	14	108	9	40	0
\$220,001 - \$310,000	12.50%	5	10	6	4	0
\$310,001 and up	10.00%	20	0	21	7	18
Median Closed DOM		12	18	9	8	15
Total Closed Units	100%	80	34	26	16	4
Total Closed Volume		12,020,456	1.90M	5.04M	3.55M	1.53M

June 2021



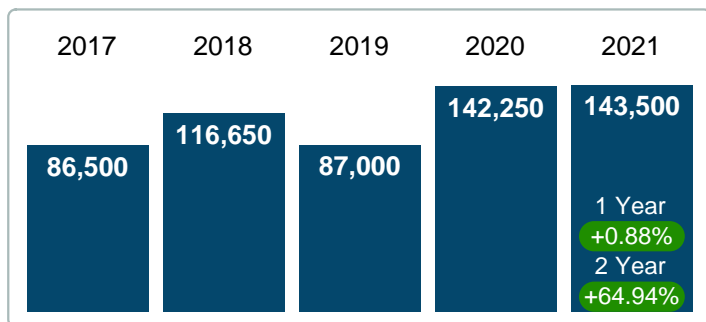
Area Delimited by County Of Cherokee



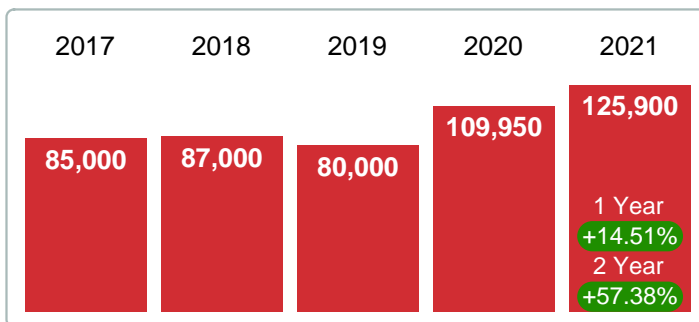
MEDIAN LIST PRICE AT CLOSING

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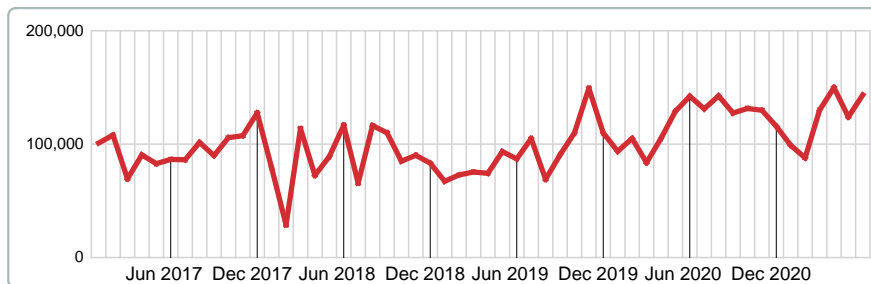
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

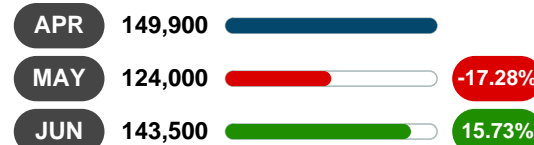


3 MONTHS

5 year JUN AVG = 115,180

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

Median List Price at Closing this month at **143,500**
above the 5 yr JUN average of **115,180**



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	4	5.00%	500	500	0	0
\$10,001 - \$30,000	9	11.25%	15,200	15,200	0	0
\$30,001 - \$110,000	17	21.25%	45,000	42,500	101,000	0
\$110,001 - \$170,000	19	23.75%	140,000	125,000	134,900	151,950
\$170,001 - \$220,000	12	15.00%	190,000	176,950	190,000	204,000
\$220,001 - \$310,000	10	12.50%	272,500	261,250	299,000	262,500
\$310,001 and up	9	11.25%	330,000	0	330,000	315,000
Median List Price		143,500	39,839	183,400	209,450	392,400
Total Closed Units	80	100%	34	26	16	4
Total Closed Volume	12,300,772		2.02M	5.13M	3.61M	1.55M

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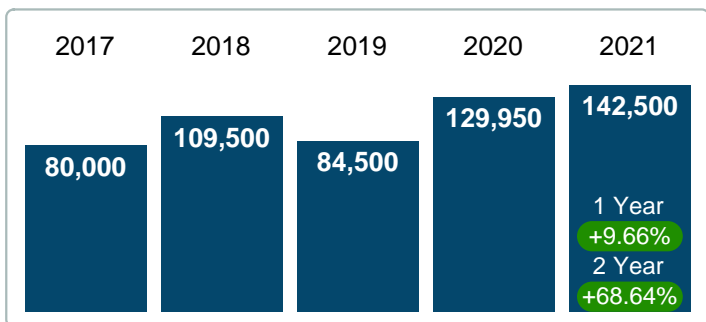
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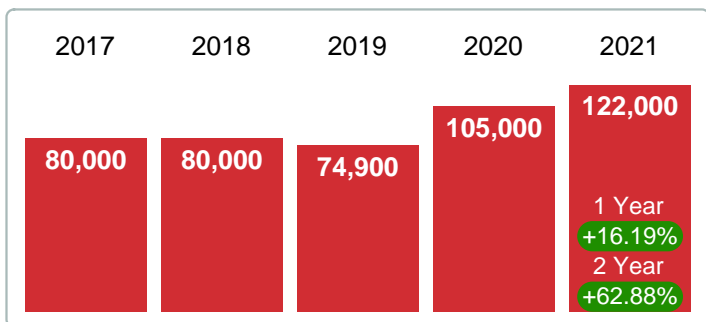
MEDIAN SOLD PRICE AT CLOSING

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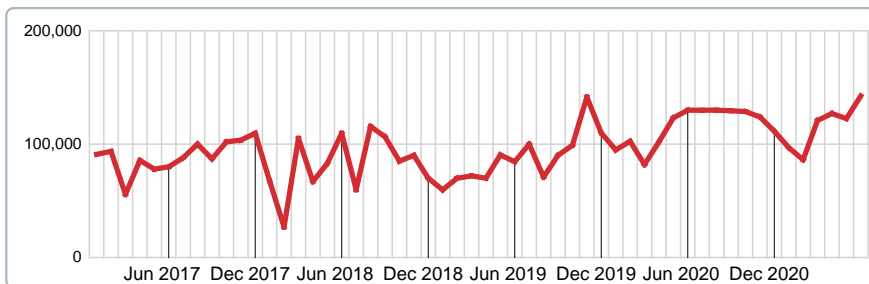
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

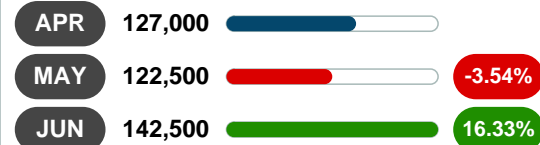


3 MONTHS

5 year JUN AVG = 109,290

High Jun 2021 142,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 142,500 above the 5 yr JUN average of 109,290



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	6.25%	550	550	0	0	0
\$10,001 - \$30,000	11.25%	15,200	15,200	0	0	0
\$30,001 - \$110,000	21.25%	42,000	41,000	101,000	0	0
\$110,001 - \$170,000	22.50%	142,500	0	129,900	147,500	140,000
\$170,001 - \$220,000	16.25%	190,000	176,950	193,750	201,500	0
\$220,001 - \$310,000	12.50%	268,750	258,750	261,250	283,750	0
\$310,001 and up	10.00%	342,500	0	335,000	379,324	450,000
Median Sold Price		142,500	36,000	175,450	204,750	390,000
Total Closed Units	100%	142,500	34	26	16	4
Total Closed Volume		12,020,456	1.90M	5.04M	3.55M	1.53M

June 2021



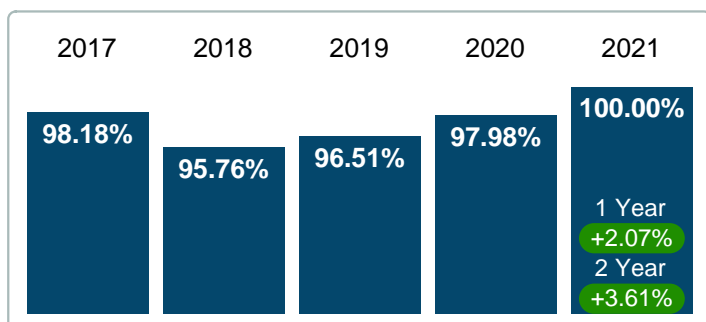
Area Delimited by County Of Cherokee



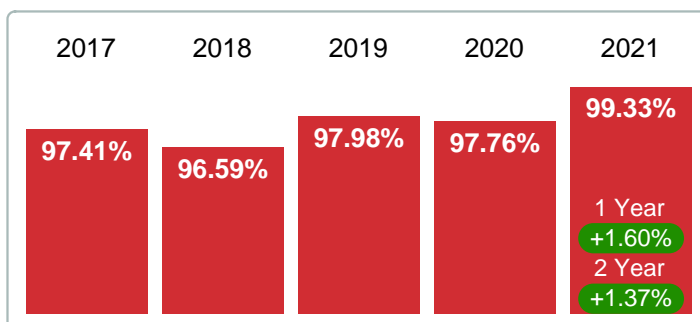
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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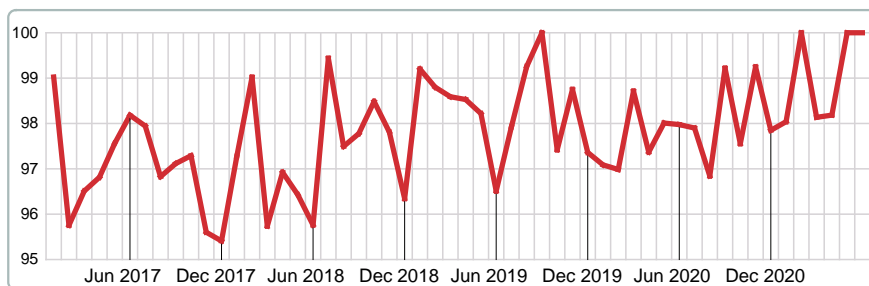
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

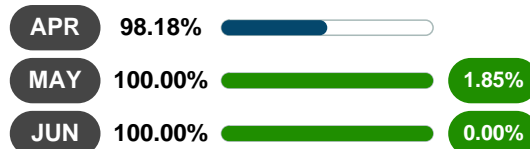


3 MONTHS

5 year JUN AVG = 97.69%

High Jun 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **97.69%**



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	6.25%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	9	11.25%	94.19%	94.19%	0.00%	0.00%	0.00%
\$30,001 - \$110,000	17	21.25%	95.01%	93.40%	100.00%	0.00%	0.00%
\$110,001 - \$170,000	18	22.50%	100.00%	0.00%	100.00%	102.69%	100.00%
\$170,001 - \$220,000	13	16.25%	100.00%	100.00%	100.32%	98.77%	0.00%
\$220,001 - \$310,000	10	12.50%	99.38%	99.11%	99.89%	99.38%	0.00%
\$310,001 and up	8	10.00%	99.48%	0.00%	103.05%	88.24%	98.92%
Median Sold/List Ratio		100.00%		98.48%	100.00%	99.38%	99.46%
Total Closed Units		80	100%	34	26	16	4
Total Closed Volume		12,020,456		1.90M	5.04M	3.55M	1.53M

June 2021



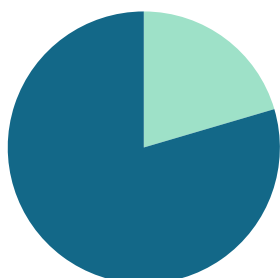
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

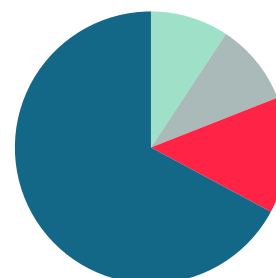


Inventory
 New Listings
173 = 20.45%
 Start Inventory
673
 Total Inventory Units
846
 Volume
\$137,144,442

Market Activity

Closed Sales
80 = 9.28%
 Pending Sales
84 = 9.74%
 Other Off Market
119 = 13.81%
 Active Inventory
579 = 67.17%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	80	2.56%	322	477	48.14%
Pending Sales	92	84	-8.70%	401	481	19.95%
New Listings	212	173	-18.40%	1,229	845	-31.24%
Median List Price	142,250	143,500	0.88%	109,950	125,900	14.51%
Median Sale Price	129,950	142,500	9.66%	105,000	122,000	16.19%
Median Percent of Selling Price to List Price	97.98%	100.00%	2.07%	97.76%	99.33%	1.60%
Median Days on Market to Sale	43.50	11.50	-73.56%	39.00	18.00	-53.85%
Monthly Inventory	974	579	-40.55%	974	579	-40.55%
Months Supply of Inventory	17.68	6.73	-61.96%	17.68	6.73	-61.96%

Absorption: Last 12 months, an Average of **86** Sales/Month

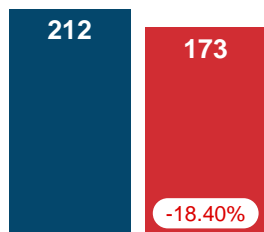
Inventory on June 30, 2021 = **579**

2020 **2021**

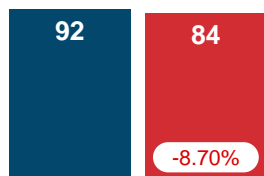
JUNE MARKET

MEDIAN PRICES

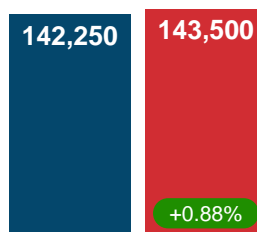
New Listings



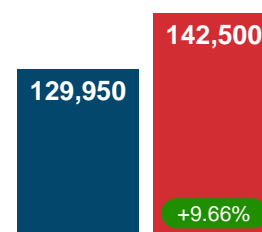
Pending Listings



List Price



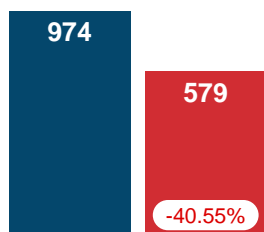
Sale Price



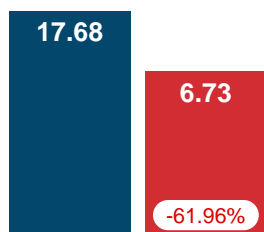
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

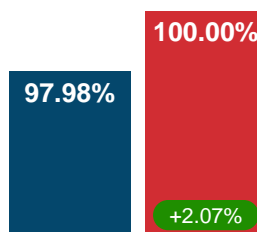
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

