

March 2021



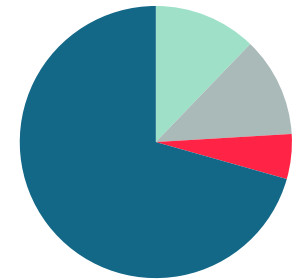
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	63	103	63.49%
Pending Listings	58	100	72.41%
New Listings	190	124	-34.74%
Average List Price	119,823	210,276	75.49%
Average Sale Price	111,952	206,509	84.46%
Average Percent of Selling Price to List Price	94.98%	96.89%	2.02%
Average Days on Market to Sale	57.97	58.03	0.10%
End of Month Inventory	951	596	-37.33%
Months Supply of Inventory	16.88	7.40	-56.14%



■ Closed (12.20%)
■ Pending (11.85%)
■ Other OffMarket (5.33%)
■ Active (70.62%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of March 31, 2021 = **596**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **37.33%** to 596 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **7.40** 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 **84.46%** in March 2021 to \$206,509 versus the previous year at \$111,952.

Average Days on Market Lengthens

The average number of **58.03** days that homes spent on the market before selling increased by 0.06 days or **0.10%** in March 2021 compared to last year's same month at **57.97** DOM.

Sales Success for March 2021 is Positive

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

There were 124 New Listings in March 2021, down **34.74%** from last year at 190. Furthermore, there were 103 Closed Listings this month versus last year at 63, a **63.49%** increase.

Closed versus Listed trends yielded a **83.1%** ratio, up from previous year's, March 2020, at **33.2%**, a **150.51%** 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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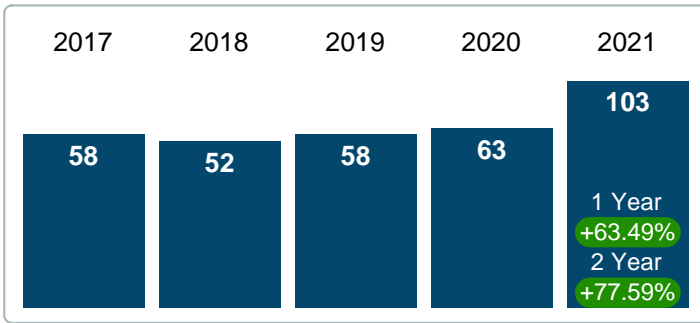
Area Delimited by County Of Cherokee



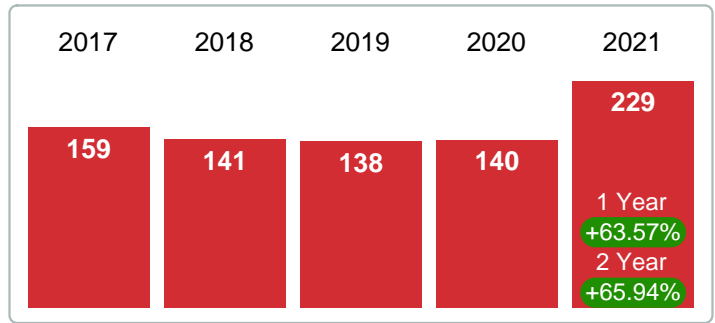
CLOSED LISTINGS

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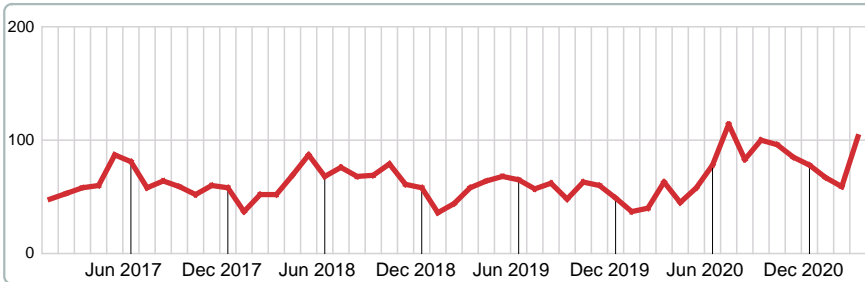
MARCH



YEAR TO DATE (YTD)

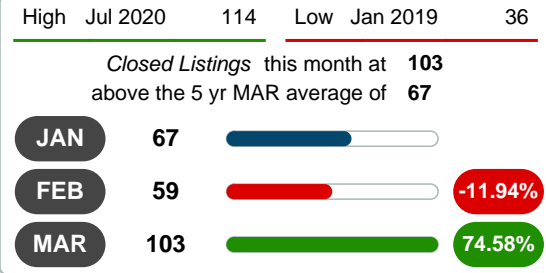


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



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-\$25,000	22	21.36%	49.1	21	0	1	0
\$25,001-\$75,000	13	12.62%	71.9	12	1	0	0
\$75,001-\$150,000	25	24.27%	77.7	15	9	1	0
\$150,001-\$200,000	21	20.39%	62.0	4	15	2	0
\$200,001-\$300,000	10	9.71%	34.8	1	6	2	1
\$300,001 and up	12	11.65%	30.8	4	4	4	0
Total Closed Units	103			57	35	10	1
Total Closed Volume	21,270,429	100%	58.0	11.78M	6.69M	2.50M	299.50K
Average Closed Price	\$206,509			\$206,726	\$191,061	\$250,042	\$299,500

March 2021



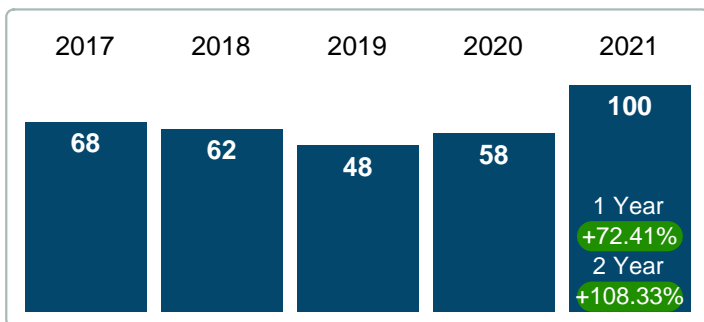
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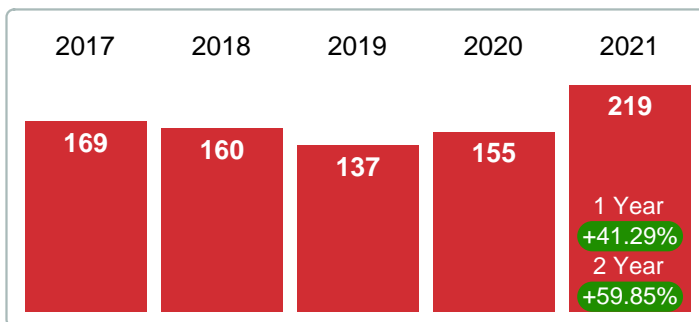
PENDING LISTINGS

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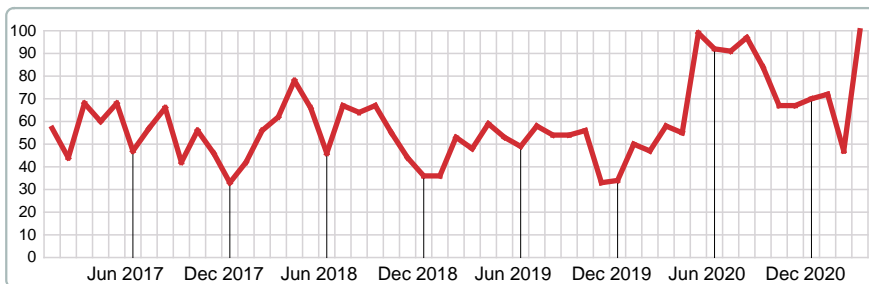
MARCH



YEAR TO DATE (YTD)

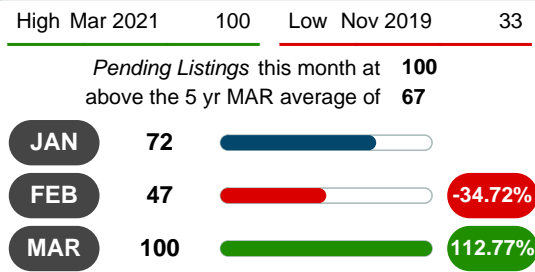


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



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	8	8.00%	227.8	8	0	0	0
\$25,001 - \$50,000	6	6.00%	123.7	6	0	0	0
\$50,001 - \$100,000	18	18.00%	93.5	12	4	2	0
\$100,001 - \$175,000	29	29.00%	67.1	6	20	3	0
\$175,001 - \$200,000	10	10.00%	49.0	2	6	2	0
\$200,001 - \$375,000	20	20.00%	22.7	0	13	7	0
\$375,001 and up	9	9.00%	39.6	5	2	2	0
Total Pending Units	100			39	45	16	0
Total Pending Volume	24,075,950	100%	21.8	11.24M	8.66M	4.18M	0.00B
Average Listing Price	\$801,758			\$288,149	\$192,441	\$261,144	\$0

March 2021

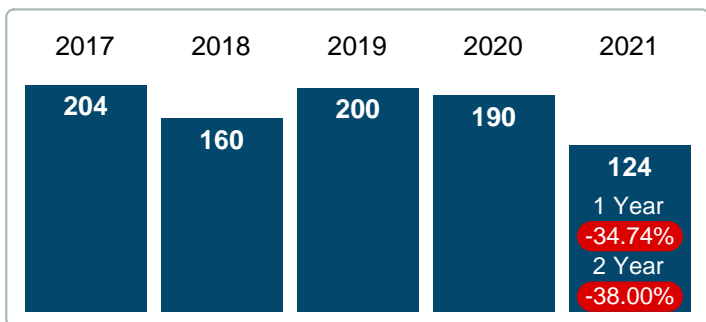
Area Delimited by County Of Cherokee



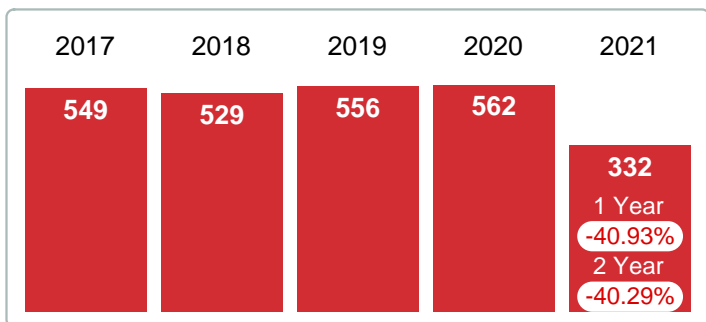
NEW LISTINGS

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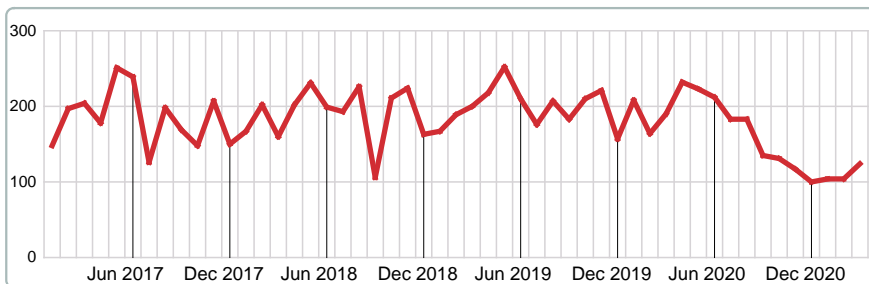
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

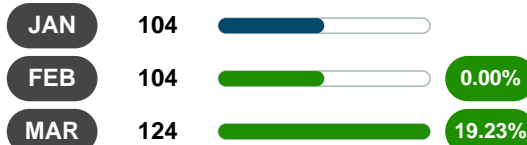


3 MONTHS

5 year MAR AVG = 176

High May 2019 252 Low Dec 2020 100

New Listings this month at 124
 below the 5 yr MAR average of 176



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-\$25,000	28	22.58%	28	0	0	0
\$25,001-\$50,000	9	7.26%	8	1	0	0
\$50,001-\$175,000	38	30.65%	20	13	5	0
\$175,001-\$225,000	22	17.74%	8	10	4	0
\$225,001-\$425,000	15	12.10%	3	8	4	0
\$425,001 and up	12	9.68%	9	1	2	0
Total New Listed Units	124		76	33	15	0
Total New Listed Volume	31,625,588	100%	21.04M	6.90M	3.68M	0.00B
Average New Listed Listing Price	\$815,041		\$276,833	\$209,138	\$245,647	\$0

March 2021



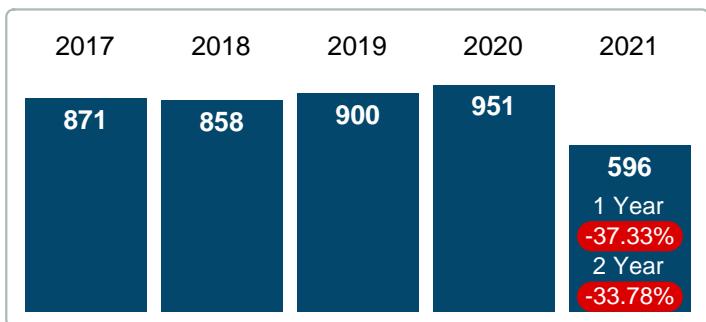
Area Delimited by County Of Cherokee



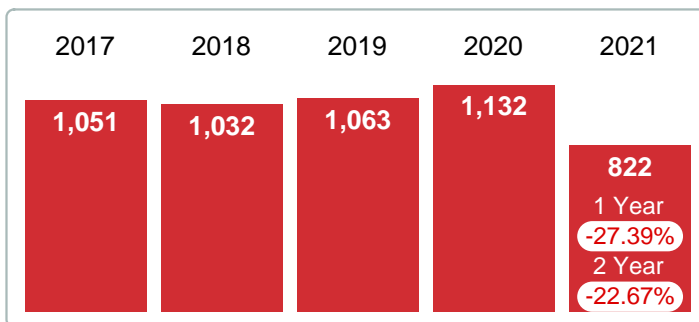
ACTIVE INVENTORY

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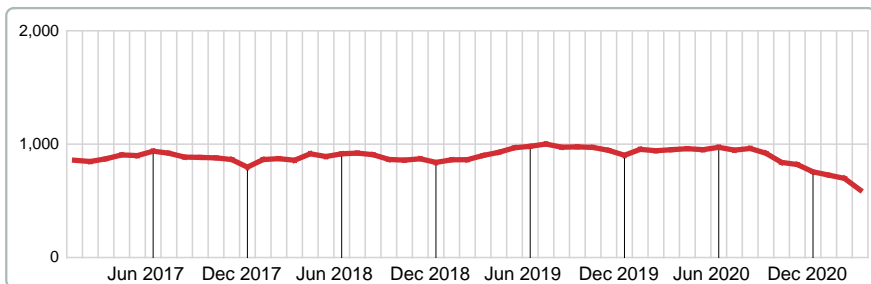
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

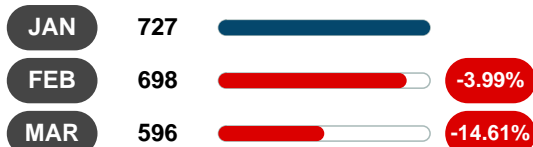


3 MONTHS

5 year MAR AVG = 835

High Jul 2019 1,001 Low Mar 2021 596

Inventory this month at 596
below the 5 yr MAR average of 835



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	24	4.03%	175.8	24	0	0	0
\$10,001 - \$20,000	104	17.45%	148.2	104	0	0	0
\$20,001 - \$30,000	86	14.43%	230.1	86	0	0	0
\$30,001 - \$50,000	95	15.94%	150.7	94	1	0	0
\$50,001 - \$120,000	144	24.16%	196.5	136	7	1	0
\$120,001 - \$340,000	83	13.93%	118.8	49	24	8	2
\$340,001 and up	60	10.07%	146.6	40	9	7	4
Total Active Inventory by Units	596			533	41	16	6
Total Active Inventory by Volume	87,992,856	100%	168.9	63.66M	13.12M	6.23M	4.99M
Average Active Inventory Listing Price	\$147,639			\$119,428	\$319,885	\$389,550	\$831,600

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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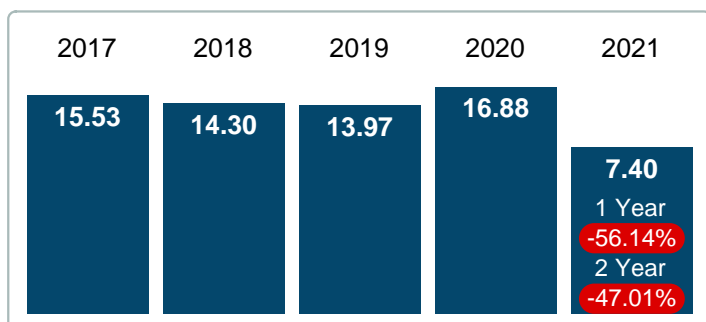
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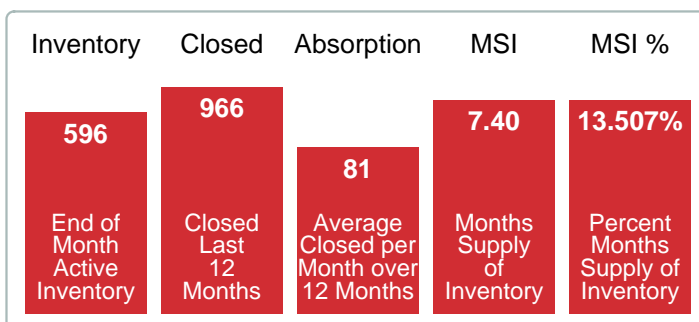
MONTHS SUPPLY of INVENTORY (MSI)

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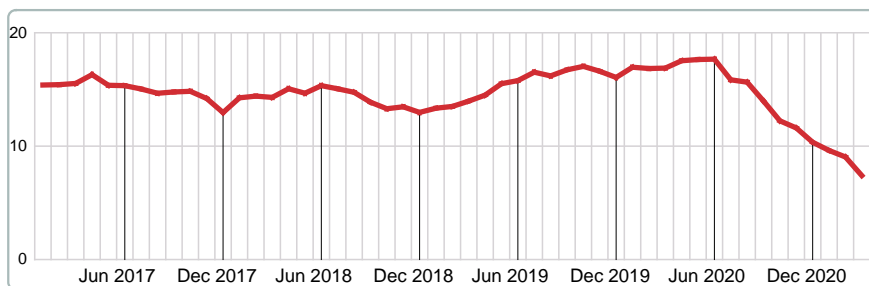
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

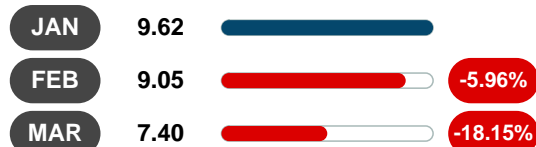


3 MONTHS

5 year MAR AVG = 13.62

High Jun 2020 17.67 Low Mar 2021 7.40

Months Supply this month at 7.40 below the 5 yr MAR average of 13.62



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	24	4.03%	2.57	3.35	0.00	0.00	0.00
\$10,001 - \$20,000	104	17.45%	21.89	22.29	0.00	0.00	0.00
\$20,001 - \$30,000	86	14.43%	20.64	22.43	0.00	0.00	0.00
\$30,001 - \$50,000	95	15.94%	24.26	30.49	1.33	0.00	0.00
\$50,001 - \$120,000	144	24.16%	8.00	15.25	0.94	0.67	0.00
\$120,001 - \$340,000	83	13.93%	2.46	9.33	1.13	1.37	1.41
\$340,001 and up	60	10.07%	9.11	25.26	3.72	4.20	4.36
Market Supply of Inventory (MSI)			7.40	15.45	1.21	1.66	2.40
Total Active Inventory by Units		100%	7.40	533	41	16	6

March 2021

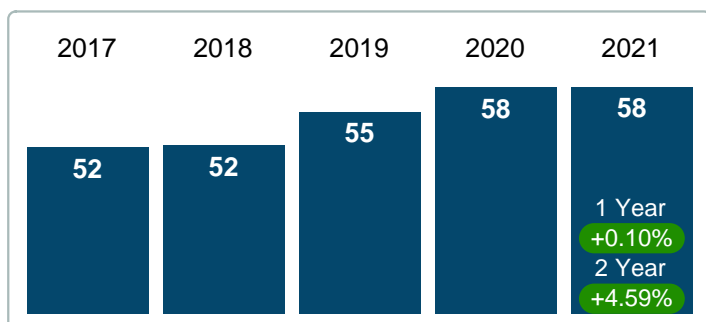
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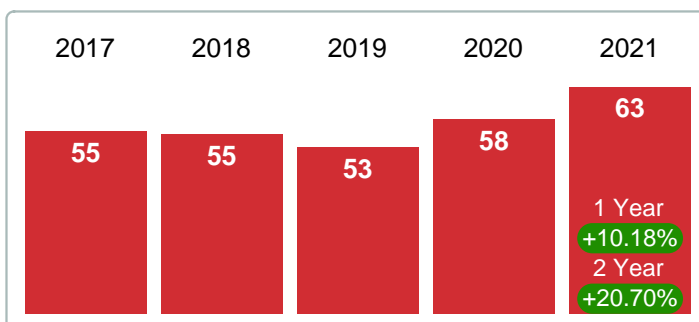
AVERAGE DAYS ON MARKET TO SALE

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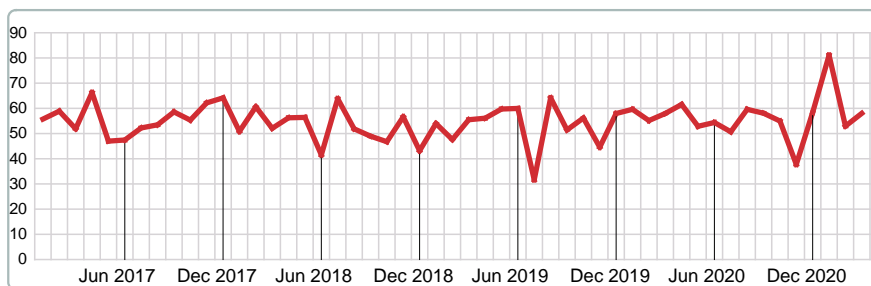
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

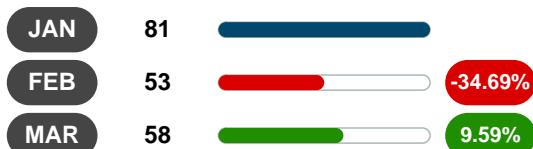


3 MONTHS

5 year MAR AVG = 55

High Jan 2021 81 Low Jul 2019 32

Average Days on Market to Sale this month at 58 above the 5 yr MAR 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	0.00%	0	0	0	0	0
\$1-\$25,000	22	21.36%	49	51	0	4	0
\$25,001-\$75,000	13	12.62%	72	70	98	0	0
\$75,001-\$150,000	25	24.27%	78	81	55	241	0
\$150,001-\$200,000	21	20.39%	62	131	36	119	0
\$200,001-\$300,000	10	9.71%	35	7	45	1	70
\$300,001 and up	12	11.65%	31	1	47	45	0
Average Closed DOM			58	64	45	66	70
Total Closed Units		100%	58	57	35	10	1
Total Closed Volume			21,270,429	11.78M	6.69M	2.50M	299.50K

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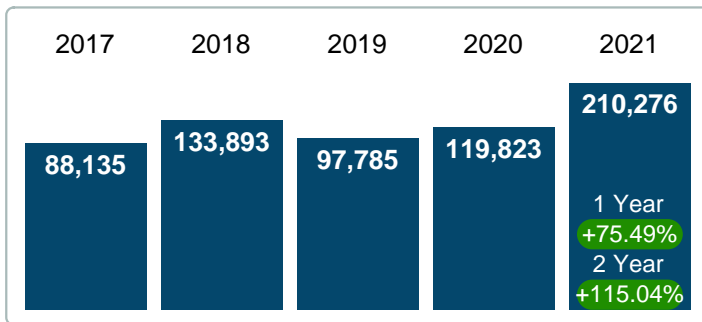
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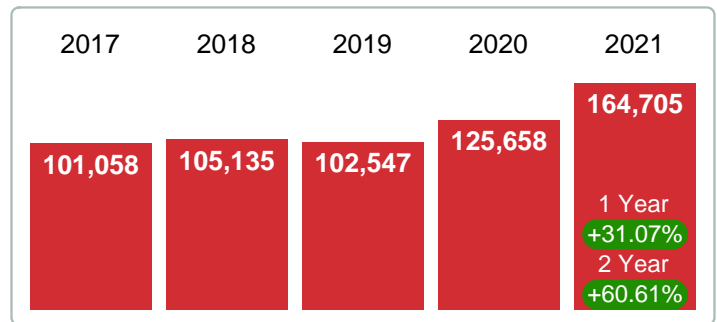
AVERAGE LIST PRICE AT CLOSING

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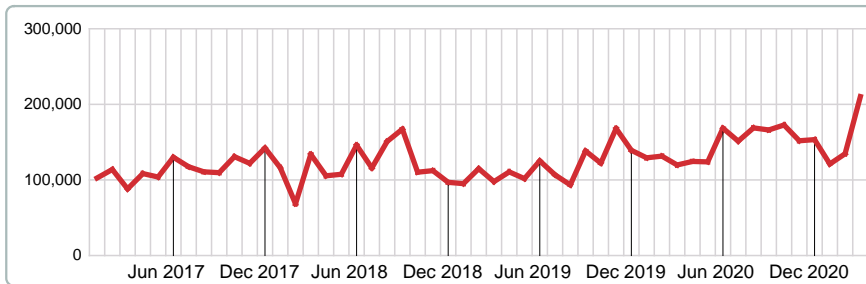
MARCH



YEAR TO DATE (YTD)

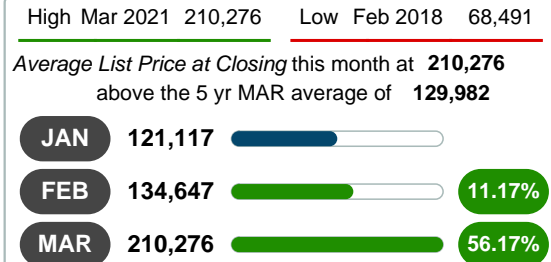


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 129,982



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-\$25,000	22	21.36%	11,482	12,705	0	800	0
\$25,001-\$75,000	10	9.71%	51,430	54,850	75,500	0	0
\$75,001-\$150,000	28	27.18%	113,336	107,780	130,811	145,000	0
\$150,001-\$200,000	18	17.48%	178,533	181,975	184,373	199,950	0
\$200,001-\$300,000	14	13.59%	246,814	238,000	237,600	256,250	299,500
\$300,001 and up	11	10.68%	1,004,464	2,080,275	362,050	394,950	0
Average List Price			210,276	207,521	196,920	263,800	299,500
Total Closed Units		100%	210,276	57	35	10	1
Total Closed Volume			21,658,393	11.83M	6.89M	2.64M	299.50K

March 2021



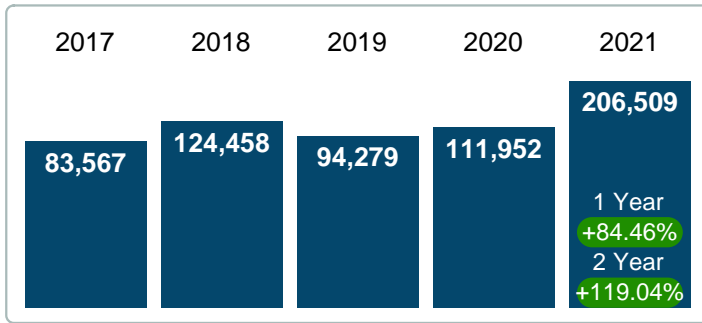
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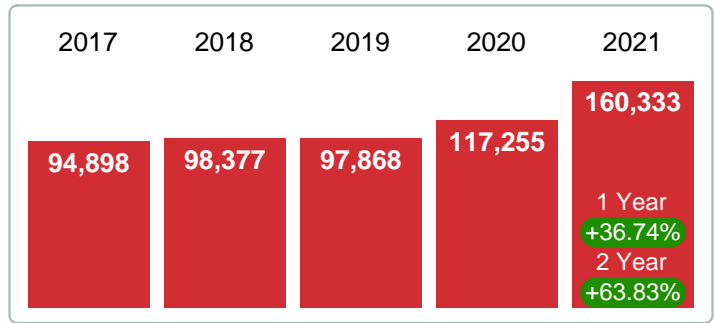
AVERAGE SOLD PRICE AT CLOSING

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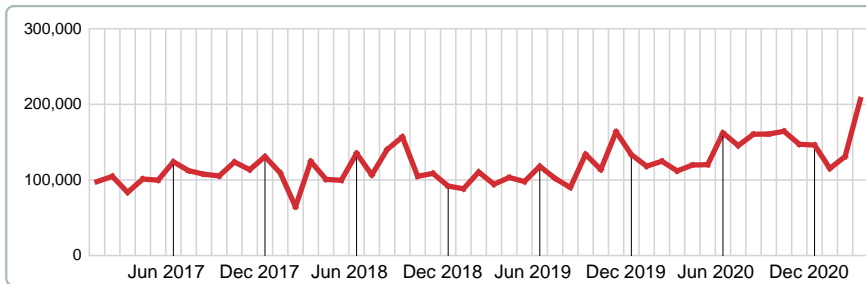
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

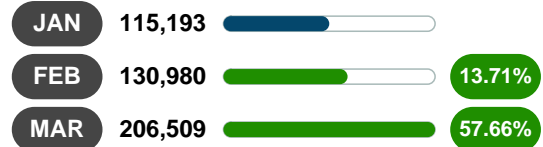


3 MONTHS

5 year MAR AVG = 124,153

High Mar 2021 206,509 Low Feb 2018 64,536

Average Sold Price at Closing this month at **206,509** above the 5 yr MAR average of **124,153**



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-\$25,000	22	21.36%	11,307	11,807	0	800	0
\$25,001-\$75,000	13	12.62%	52,492	51,242	67,500	0	0
\$75,001-\$150,000	25	24.27%	111,650	106,017	123,042	93,600	0
\$150,001-\$200,000	21	20.39%	178,916	181,195	177,830	182,500	0
\$200,001-\$300,000	10	9.71%	242,082	215,000	232,550	255,508	299,500
\$300,001 and up	12	11.65%	947,500	2,097,625	362,375	382,500	0
Average Sold Price			206,509	206,726	191,061	250,042	299,500
Total Closed Units		100%	206,509	57	35	10	1
Total Closed Volume			21,270,429	11.78M	6.69M	2.50M	299.50K

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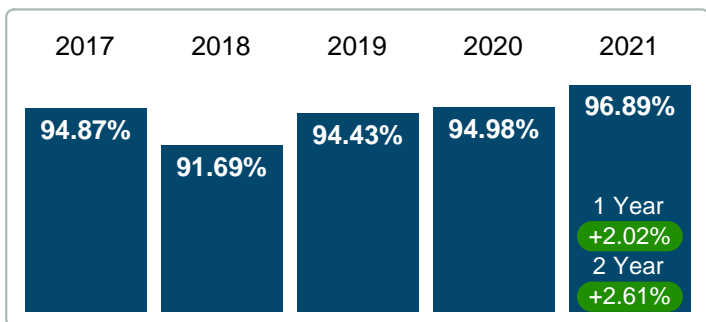
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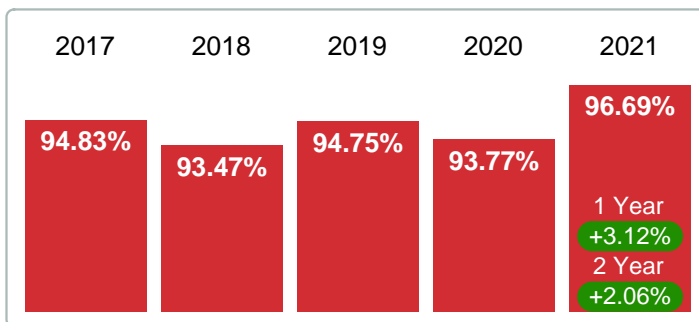
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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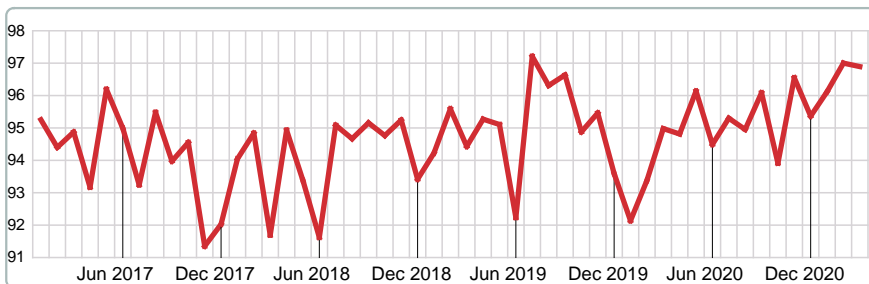
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

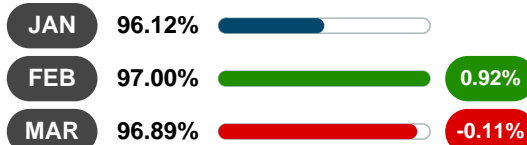


3 MONTHS

5 year MAR AVG = 94.57%

High Jul 2019 97.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **96.89%**
above the 5 yr MAR average of **94.57%**



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-\$25,000	22	21.36%	94.94%	94.70%	0.00%	100.00%	0.00%
\$25,001-\$75,000	13	12.62%	99.42%	100.26%	89.40%	0.00%	0.00%
\$75,001-\$150,000	25	24.27%	95.82%	98.71%	94.48%	64.55%	0.00%
\$150,001-\$200,000	21	20.39%	96.89%	99.64%	96.85%	91.61%	0.00%
\$200,001-\$300,000	10	9.71%	97.83%	90.34%	98.00%	99.99%	100.00%
\$300,001 and up	12	11.65%	99.19%	100.86%	100.26%	96.45%	0.00%
Average Sold/List Ratio		96.90%		97.63%	96.62%	93.36%	100.00%
Total Closed Units		103	100%	57	35	10	1
Total Closed Volume		21,270,429		11.78M	6.69M	2.50M	299.50K

March 2021



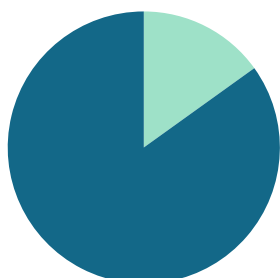
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

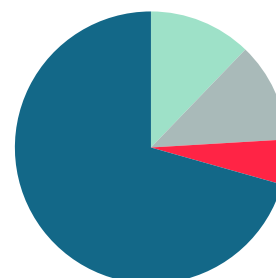


Inventory
 New Listings
124 = 15.09%
 Start Inventory
698
 Total Inventory Units
822
 Volume
\$135,970,687

Market Activity

Closed Sales
103 = 12.20%
 Pending Sales
100 = 11.85%
 Other Off Market
45 = 5.33%
 Active Inventory
596 = 70.62%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	103	63.49%	140	229	63.57%
Pending Sales	58	100	72.41%	155	219	41.29%
New Listings	190	124	-34.74%	562	332	-40.93%
Average List Price	119,823	210,276	75.49%	125,658	164,705	31.07%
Average Sale Price	111,952	206,509	84.46%	117,255	160,333	36.74%
Average Percent of Selling Price to List Price	94.98%	96.89%	2.02%	93.77%	96.69%	3.12%
Average Days on Market to Sale	57.97	58.03	0.10%	57.60	63.46	10.18%
Monthly Inventory	951	596	-37.33%	951	596	-37.33%
Months Supply of Inventory	16.88	7.40	-56.14%	16.88	7.40	-56.14%

Absorption: Last 12 months, an Average of **81** Sales/Month

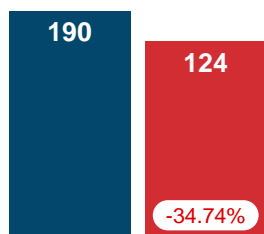
Inventory on March 31, 2021 = **596**

2020 **2021**

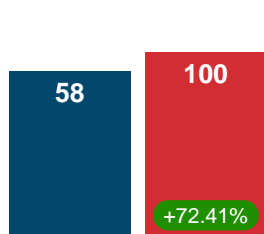
MARCH MARKET

AVERAGE PRICES

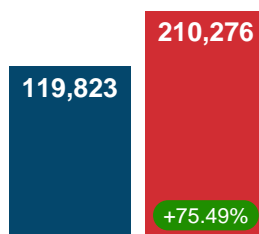
New Listings



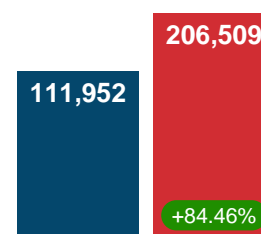
Pending Listings



List Price



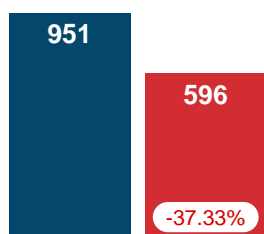
Sale Price



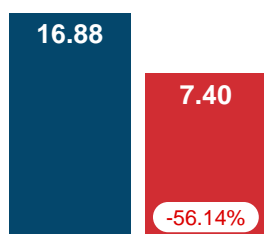
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

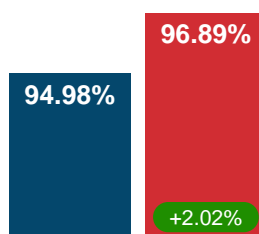
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

