

March 2021



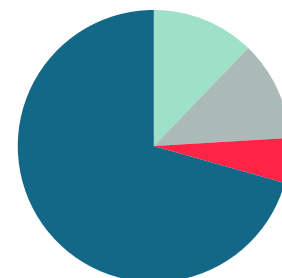
Area Delimited by County Of Cherokee



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%
Median List Price	83,700	129,900	55.20%
Median Sale Price	82,000	120,900	47.44%
Median Percent of Selling Price to List Price	98.71%	98.14%	-0.58%
Median Days on Market to Sale	39.00	20.00	-48.72%
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.

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 **47.44%** in March 2021 to \$120,900 versus the previous year at \$82,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 19.00 days or **48.72%** in March 2021 compared to last year's same month at **39.00** DOM.

Sales Success for March 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 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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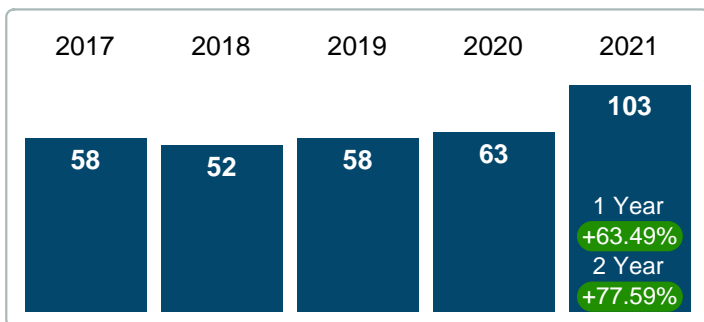
Area Delimited by County Of Cherokee



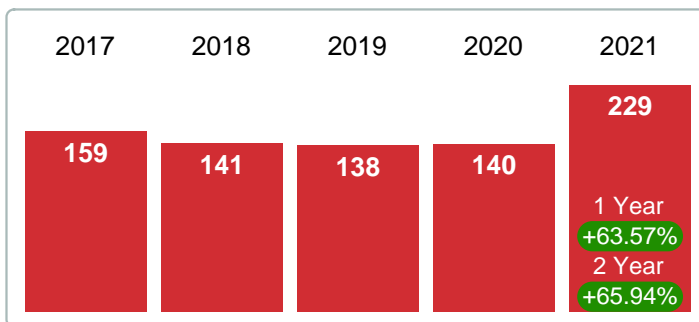
CLOSED LISTINGS

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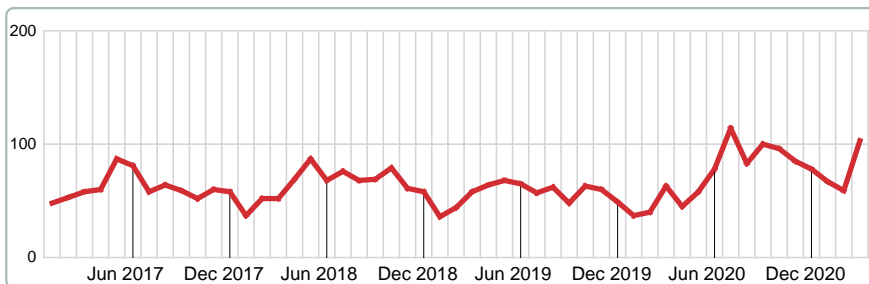
MARCH



YEAR TO DATE (YTD)

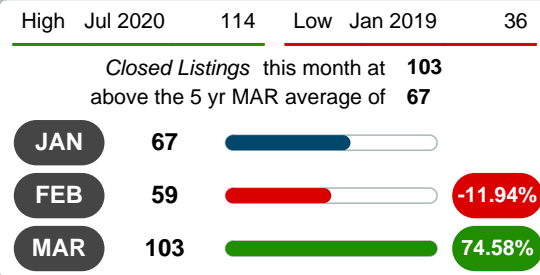


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	10	9.71%	19.0	9	0	1	0
\$10,001 - \$30,000	14	13.59%	20.0	14	0	0	0
\$30,001 - \$80,000	12	11.65%	16.5	11	1	0	0
\$80,001 - \$160,000	27	26.21%	22.0	14	12	1	0
\$160,001 - \$200,000	18	17.48%	74.5	4	12	2	0
\$200,001 - \$310,000	12	11.65%	24.0	1	7	3	1
\$310,001 and up	10	9.71%	2.5	4	3	3	0
Total Closed Units	103			57	35	10	1
Total Closed Volume	21,270,429	100%	20.0	11.78M	6.69M	2.50M	299.50K
Median Closed Price	\$120,900			\$60,000	\$177,500	\$255,508	\$299,500

March 2021



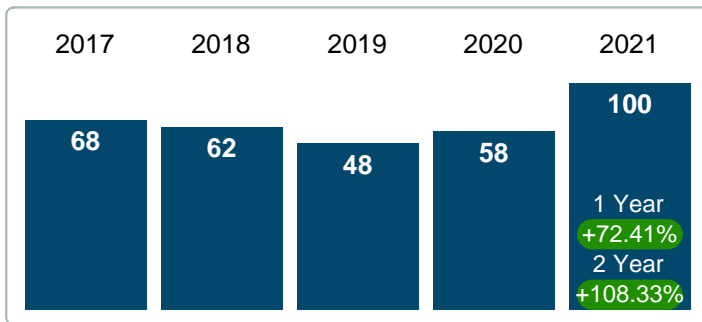
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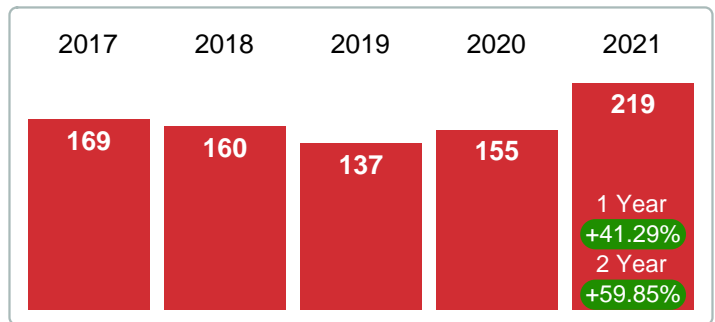
PENDING LISTINGS

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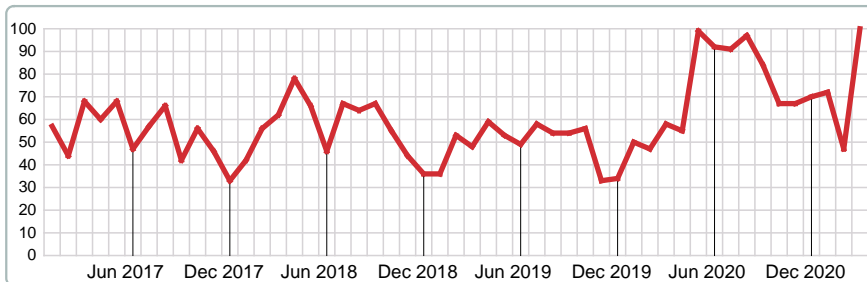
MARCH



YEAR TO DATE (YTD)

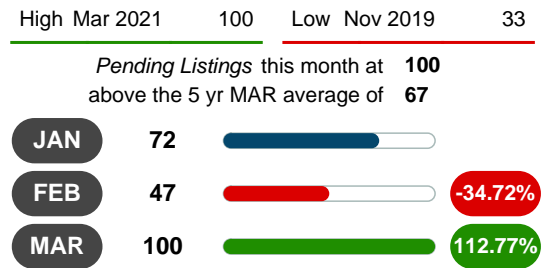


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	8.00%	321.0	8	0	0	0
\$25,001 - \$50,000	6	6.00%	96.0	6	0	0	0
\$50,001 - \$100,000	18	18.00%	54.0	12	4	2	0
\$100,001 - \$175,000	29	29.00%	12.0	6	20	3	0
\$175,001 - \$200,000	10	10.00%	12.0	2	6	2	0
\$200,001 - \$375,000	20	20.00%	5.5	0	13	7	0
\$375,001 and up	9	9.00%	5.0	5	2	2	0
Total Pending Units	100			39	45	16	0
Total Pending Volume	24,075,950	100%	23.0	11.24M	8.66M	4.18M	0.00B
Median Listing Price	\$154,950			\$67,300	\$169,900	\$209,950	\$0

March 2021



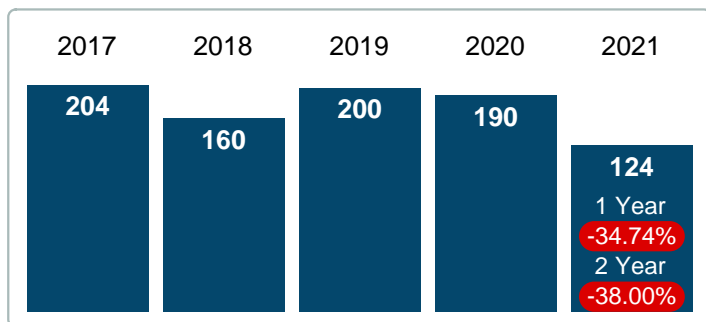
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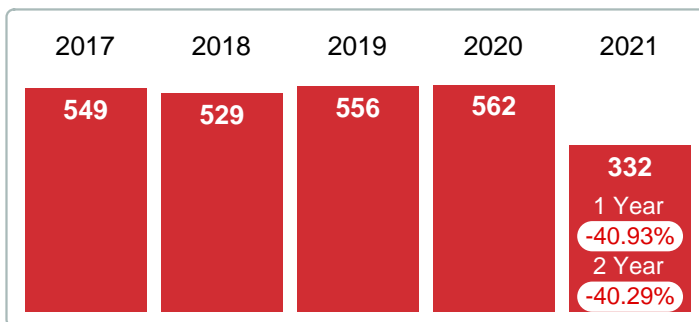
NEW LISTINGS

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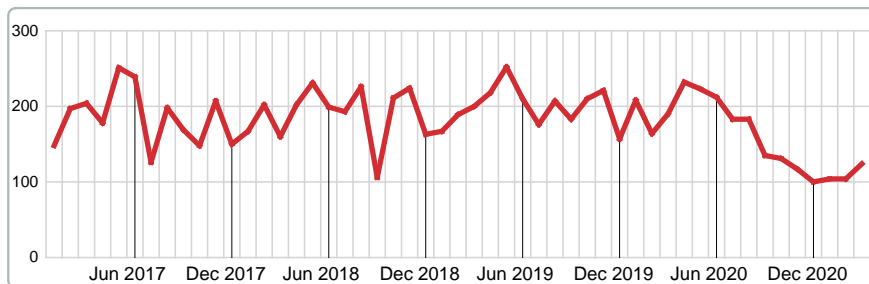
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

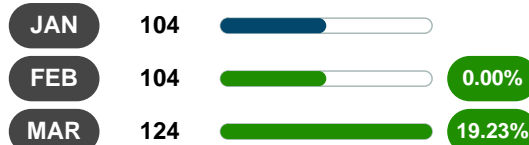


3 MONTHS

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
\$10,000 and less	7	5.65%	7	0	0	0
\$10,001 - \$20,000	20	16.13%	20	0	0	0
\$20,001 - \$70,000	18	14.52%	16	1	1	0
\$70,001 - \$170,000	30	24.19%	13	13	4	0
\$170,001 - \$220,000	17	13.71%	4	9	4	0
\$220,001 - \$420,000	18	14.52%	7	7	4	0
\$420,001 and up	14	11.29%	9	3	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
Median New Listed Listing Price	\$123,850		\$58,450	\$185,000	\$210,000	\$0

March 2021



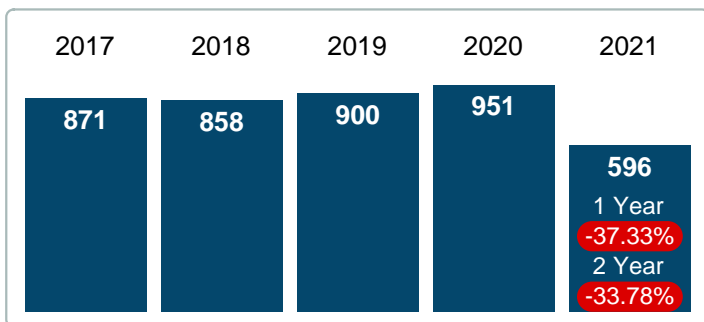
Area Delimited by County Of Cherokee



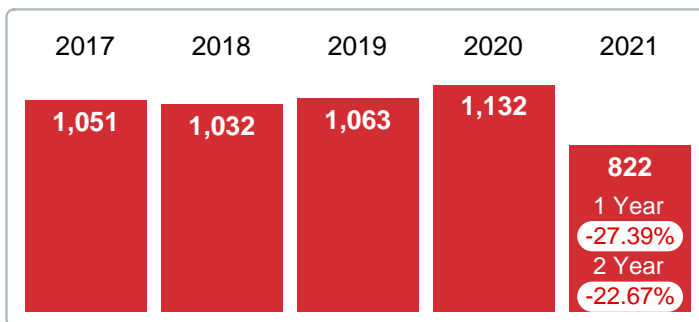
ACTIVE INVENTORY

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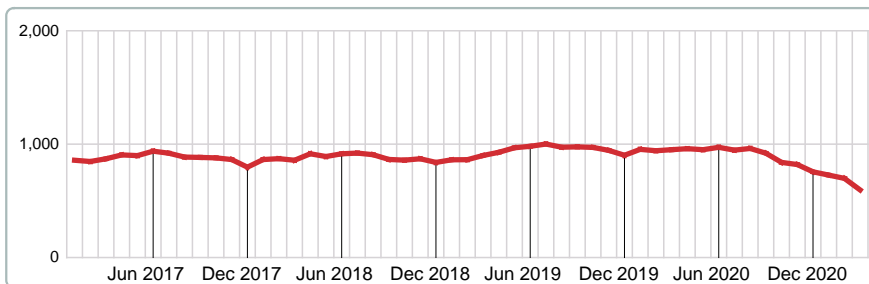
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

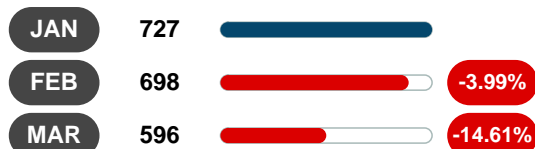


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	24	4.03%	183.0	24	0	0	0
\$10,001 - \$20,000	104	17.45%	107.0	104	0	0	0
\$20,001 - \$30,000	86	14.43%	246.0	86	0	0	0
\$30,001 - \$50,000	95	15.94%	146.0	94	1	0	0
\$50,001 - \$120,000	144	24.16%	253.0	136	7	1	0
\$120,001 - \$340,000	83	13.93%	82.0	49	24	8	2
\$340,001 and up	60	10.07%	122.5	40	9	7	4
Total Active Inventory by Units	596			533	41	16	6
Total Active Inventory by Volume	87,992,856	100%	166.0	63.66M	13.12M	6.23M	4.99M
Median Active Inventory Listing Price	\$49,900			\$40,000	\$195,900	\$332,450	\$427,400

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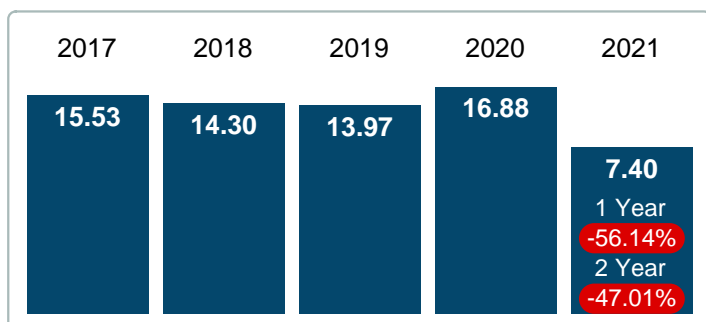
Area Delimited by County Of Cherokee



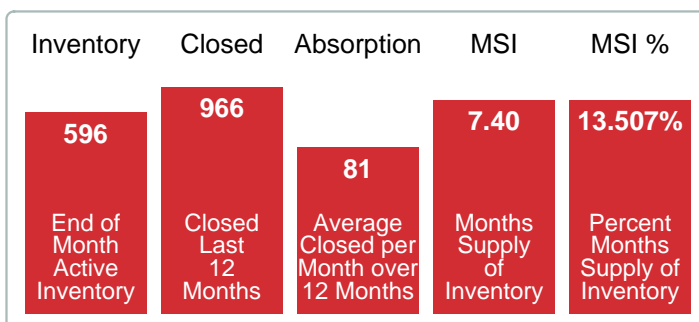
MONTHS SUPPLY of INVENTORY (MSI)

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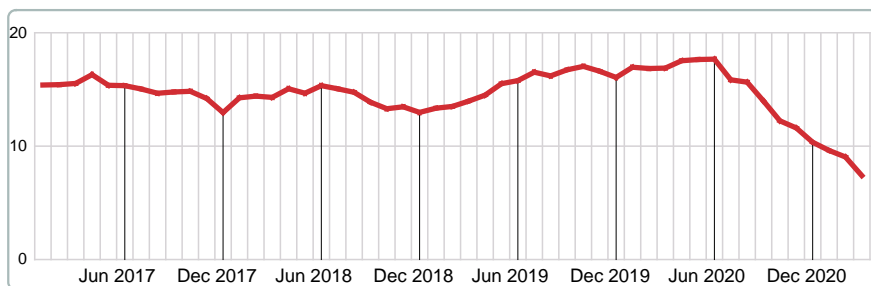
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

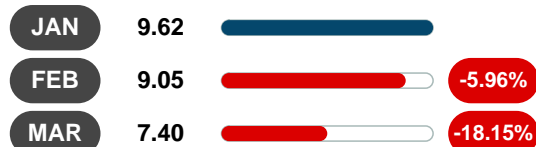


3 MONTHS

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

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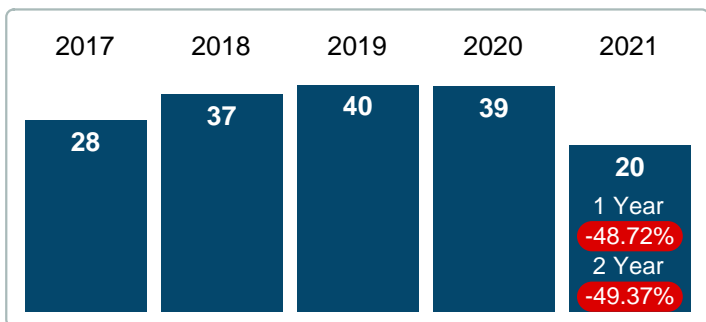
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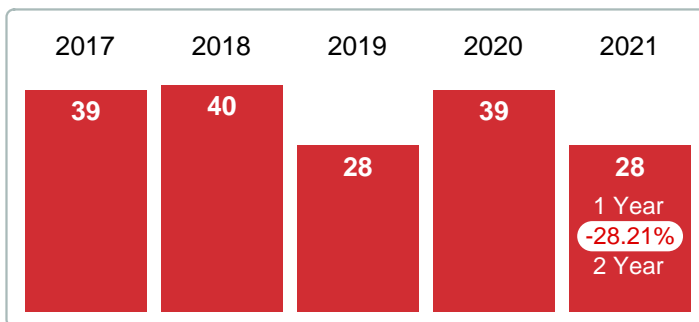
MEDIAN DAYS ON MARKET TO SALE

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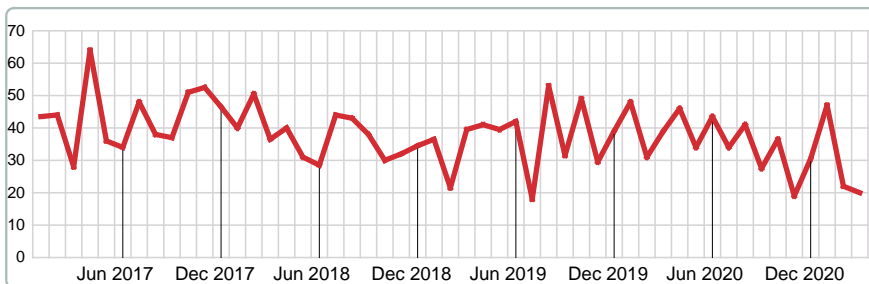
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

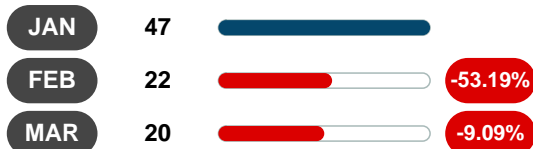


3 MONTHS

5 year MAR AVG = 33

High Apr 2017 64 Low Jul 2019 18

Median Days on Market to Sale this month at 20 below the 5 yr MAR average of 33



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	9.71%	19	30	0	4	0
\$10,001 - \$30,000	13.59%	20	20	0	0	0
\$30,001 - \$80,000	11.65%	17	14	98	0	0
\$80,001 - \$160,000	26.21%	22	29	15	241	0
\$160,001 - \$200,000	17.48%	75	129	16	119	0
\$200,001 - \$310,000	11.65%	24	7	26	1	70
\$310,001 and up	9.71%	3	1	52	69	0
Median Closed DOM		20	20	17	50	70
Total Closed Units	100%	20.0	57	35	10	1
Total Closed Volume		21,270,429	11.78M	6.69M	2.50M	299.50K

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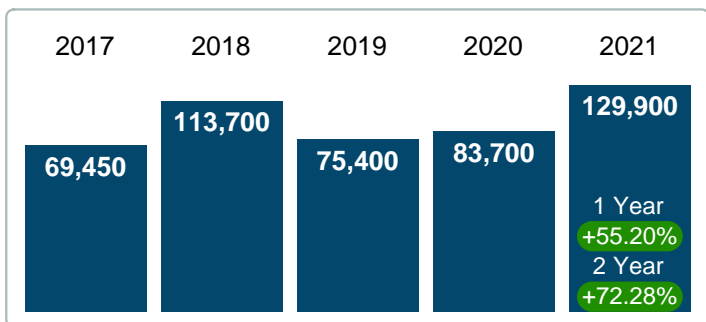
Area Delimited by County Of Cherokee



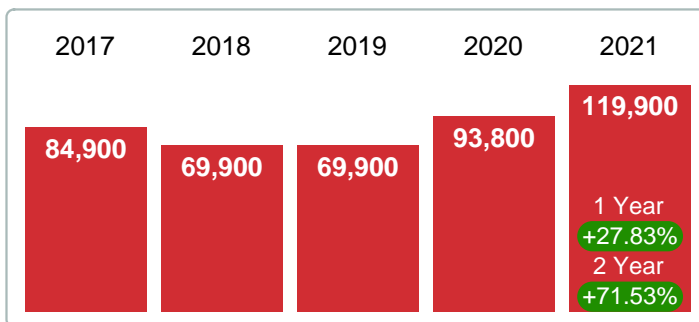
MEDIAN LIST PRICE AT CLOSING

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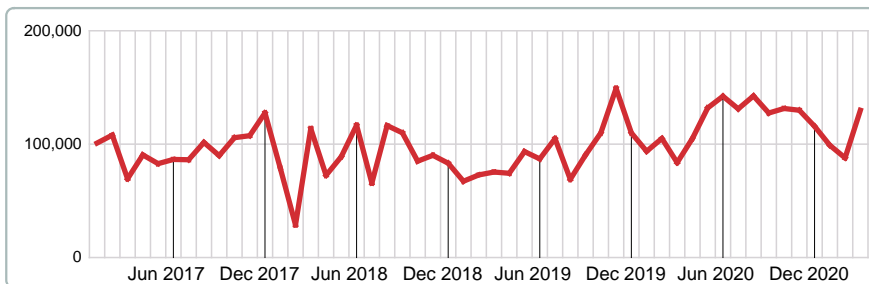
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

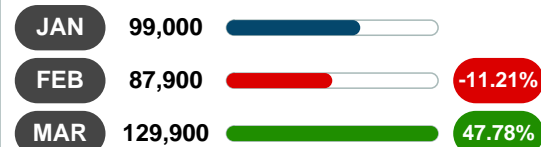


3 MONTHS

5 year MAR AVG = 94,430

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

Median List Price at Closing this month at **129,900**
above the 5 yr MAR average of **94,430**



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	7.77%	563	550	0	800	0
\$10,001 - \$30,000	14.56%	16,900	16,900	0	0	0
\$30,001 - \$80,000	11.65%	66,250	63,000	75,500	0	0
\$80,001 - \$160,000	27.18%	124,000	110,000	135,000	145,000	0
\$160,001 - \$200,000	14.56%	184,900	189,900	179,900	174,900	0
\$200,001 - \$310,000	13.59%	236,450	238,000	234,900	225,000	299,500
\$310,001 and up	10.68%	444,500	2,184,550	378,700	394,900	0
Median List Price		129,900	69,500	179,900	260,000	299,500
Total Closed Units	103	100%	57	35	10	1
Total Closed Volume	21,658,393		11.83M	6.89M	2.64M	299.50K

March 2021



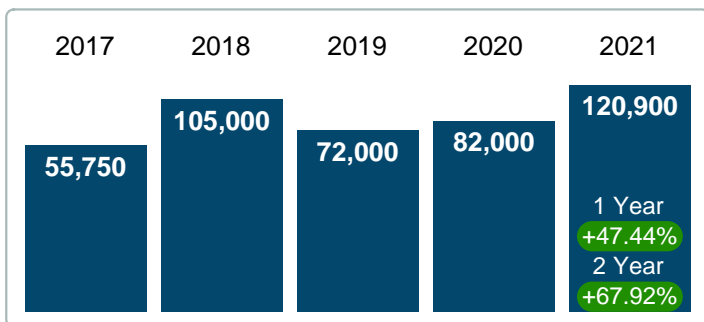
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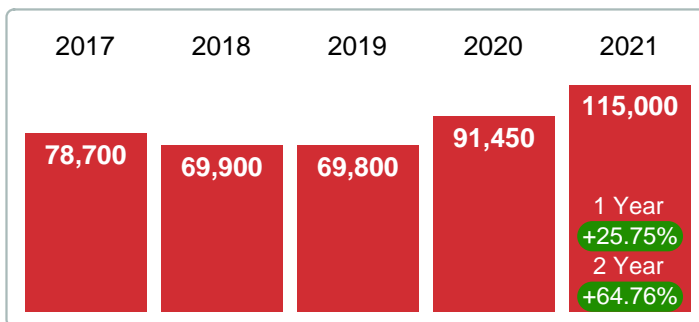
MEDIAN SOLD PRICE AT CLOSING

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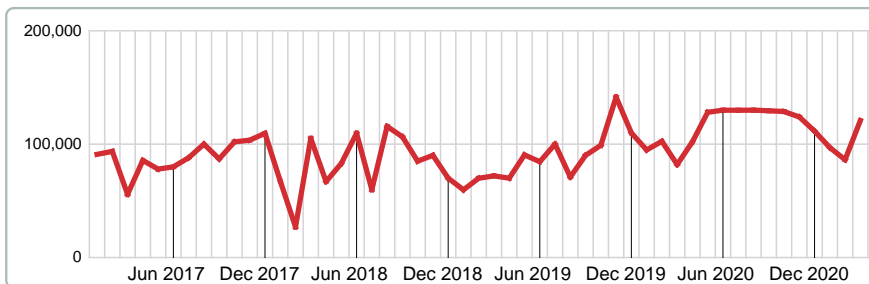
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

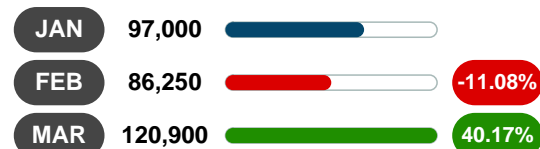


3 MONTHS

5 year MAR AVG = 87,130

High Nov 2019 141,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 120,900 above the 5 yr MAR average of 87,130



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	9.71%	575	575	0	800	0
\$10,001 - \$30,000	13.59%	21,500	21,500	0	0	0
\$30,001 - \$80,000	11.65%	62,500	60,000	67,500	0	0
\$80,001 - \$160,000	26.21%	120,000	112,480	134,000	93,600	0
\$160,001 - \$200,000	17.48%	182,840	187,340	179,950	182,500	0
\$200,001 - \$310,000	11.65%	243,450	215,000	234,900	289,500	299,500
\$310,001 and up	9.71%	450,000	2,219,250	370,000	450,000	0
Median Sold Price		120,900	60,000	177,500	255,508	299,500
Total Closed Units	100%	103	57	35	10	1
Total Closed Volume		21,270,429	11.78M	6.69M	2.50M	299.50K

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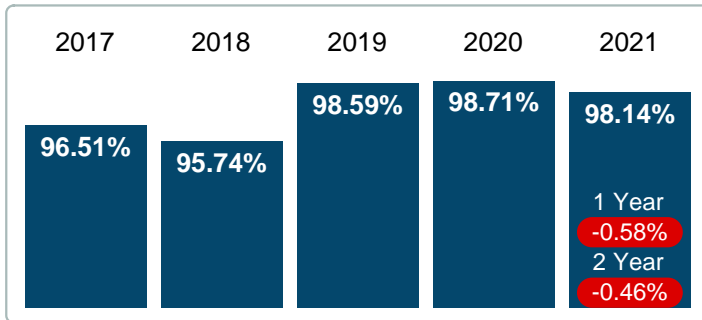
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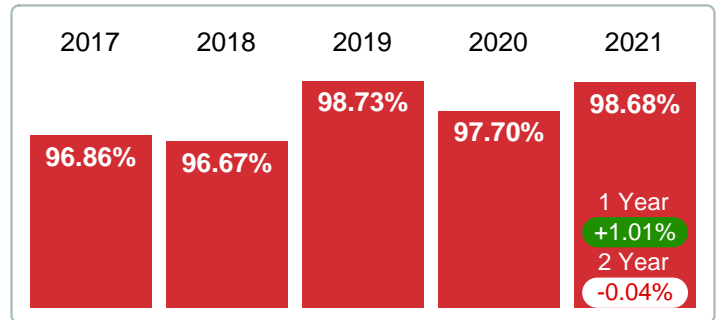
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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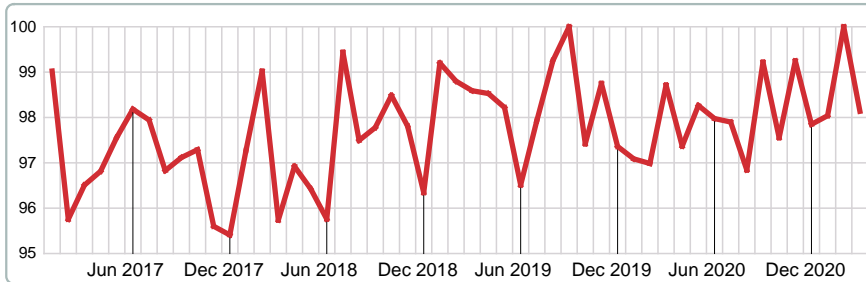
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

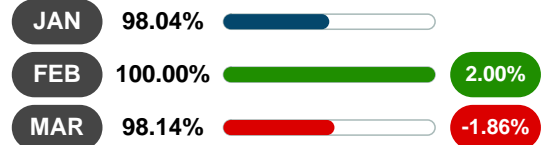


3 MONTHS

5 year MAR AVG = 97.54%

High Feb 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **98.14%**
equal to 5 yr MAR average of **97.54%**



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	10	9.71%	100.00%	100.00%	0.00%	100.00%	0.00%
\$10,001 \$30,000	14	13.59%	95.26%	95.26%	0.00%	0.00%	0.00%
\$30,001 \$80,000	12	11.65%	93.75%	93.75%	89.40%	0.00%	0.00%
\$80,001 \$160,000	27	26.21%	98.15%	100.00%	95.68%	64.55%	0.00%
\$160,001 \$200,000	18	17.48%	99.64%	99.79%	99.85%	91.61%	0.00%
\$200,001 \$310,000	12	11.65%	99.07%	90.34%	100.00%	98.14%	100.00%
\$310,001 and up	10	9.71%	100.00%	100.00%	100.00%	96.77%	0.00%
Median Sold/List Ratio		98.14%		98.15%	98.82%	95.56%	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



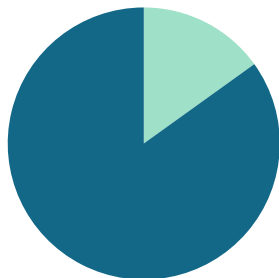
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

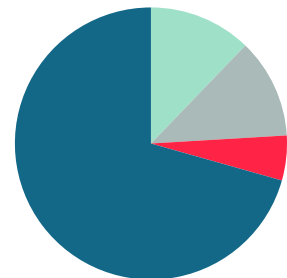


Inventory
 New Listings
124 = 15.09%
 Start Inventory
698
 Total Inventory Units
822
 Volume
\$135,970,687

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%
Median List Price	83,700	129,900	55.20%	93,800	119,900	27.83%
Median Sale Price	82,000	120,900	47.44%	91,450	115,000	25.75%
Median Percent of Selling Price to List Price	98.71%	98.14%	-0.58%	97.70%	98.68%	1.01%
Median Days on Market to Sale	39.00	20.00	-48.72%	39.00	28.00	-28.21%
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

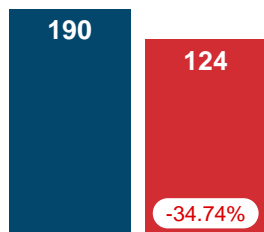
Inventory on March 31, 2021 = **596**

2020 **2021**

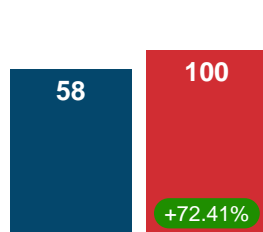
MARCH MARKET

MEDIAN PRICES

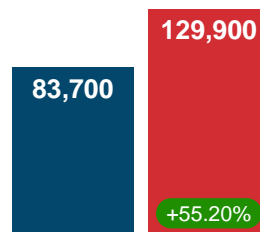
New Listings



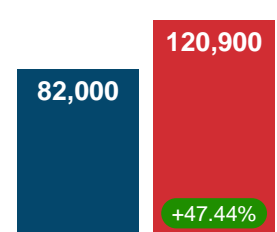
Pending Listings



List Price



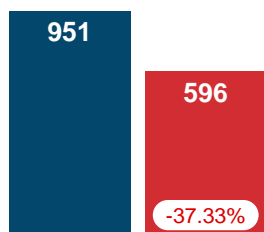
Sale Price



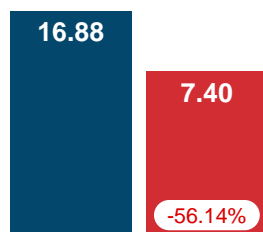
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

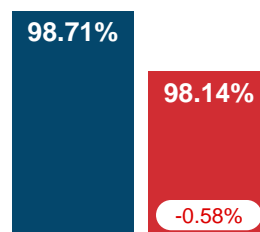
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

