



November 2021

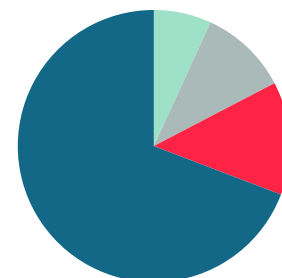
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	85	56	-34.12%
Pending Listings	66	86	30.30%
New Listings	117	198	69.23%
Median List Price	129,900	127,450	-1.89%
Median Sale Price	124,000	117,500	-5.24%
Median Percent of Selling Price to List Price	99.25%	99.31%	0.06%
Median Days on Market to Sale	19.00	20.00	5.26%
End of Month Inventory	827	566	-31.56%
Months Supply of Inventory	11.69	7.25	-37.99%



■ Closed (6.85%)
■ Pending (10.51%)
■ Other OffMarket (13.45%)
■ Active (69.19%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of November 30, 2021 = **566**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **31.56%** to 566 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **7.25** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.24%** in November 2021 to \$117,500 versus the previous year at \$124,000.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 1.00 days or **5.26%** in November 2021 compared to last year's same month at **19.00** DOM.

Sales Success for November 2021 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 198 New Listings in November 2021, up **69.23%** from last year at 117. Furthermore, there were 56 Closed Listings this month versus last year at 85, a **-34.12%** decrease.

Closed versus Listed trends yielded a **28.3%** ratio, down from previous year's, November 2020, at **72.6%**, a **61.07%** downswing. 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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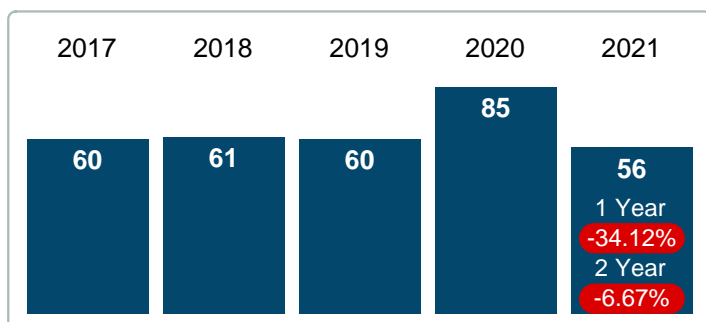
Area Delimited by County Of Cherokee



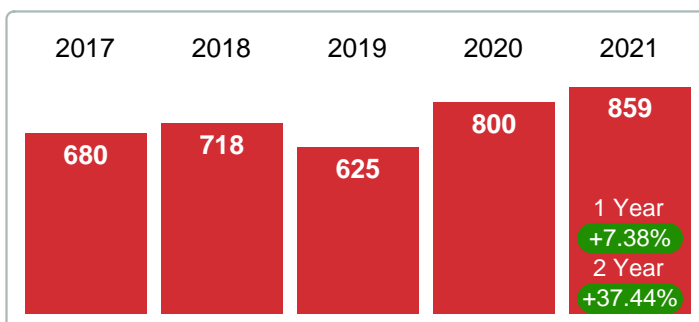
CLOSED LISTINGS

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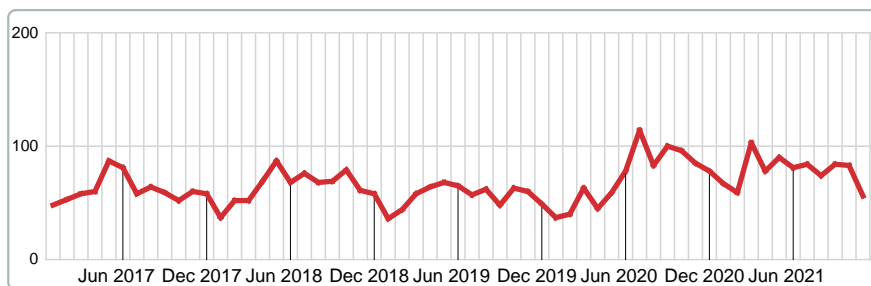
NOVEMBER



YEAR TO DATE (YTD)

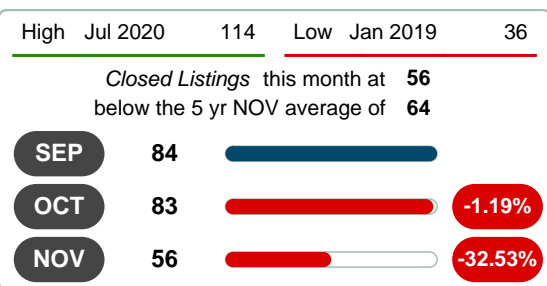


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 64



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	2	3.57%	51.0	2	0	0	0
\$10,001 - \$40,000	10	17.86%	2.5	9	1	0	0
\$40,001 - \$90,000	9	16.07%	48.0	8	1	0	0
\$90,001 - \$160,000	15	26.79%	20.0	7	8	0	0
\$160,001 - \$190,000	8	14.29%	21.0	1	7	0	0
\$190,001 - \$270,000	7	12.50%	16.0	1	5	1	0
\$270,001 and up	5	8.93%	12.0	0	1	3	1
Total Closed Units	56			28	23	4	1
Total Closed Volume	8,641,493	100%	20.0	2.02M	4.61M	1.49M	525.00K
Median Closed Price	\$117,500			\$62,250	\$162,500	\$374,158	\$525,000



November 2021

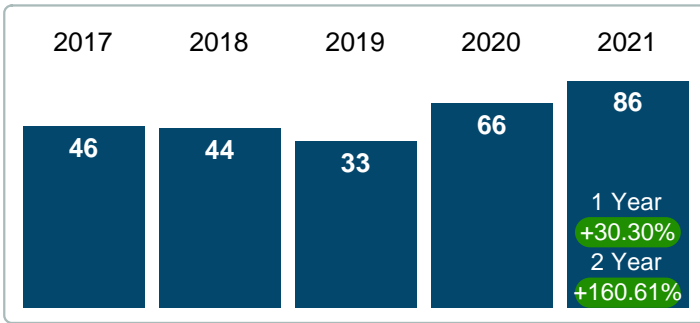
Area Delimited by County Of Cherokee



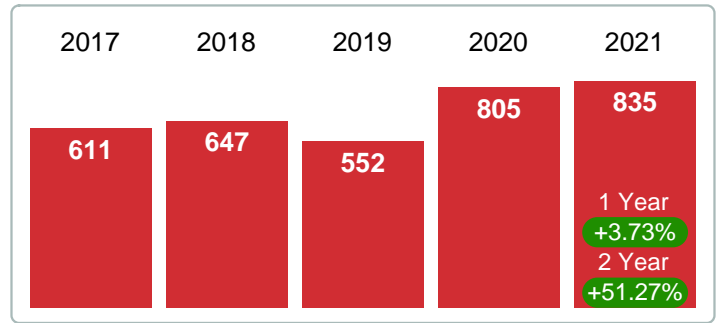
PENDING LISTINGS

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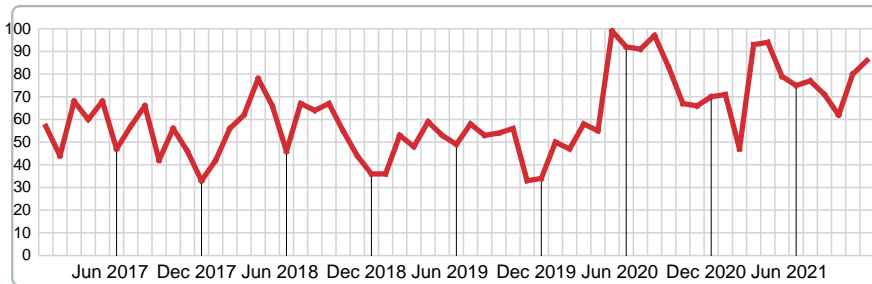
NOVEMBER



YEAR TO DATE (YTD)

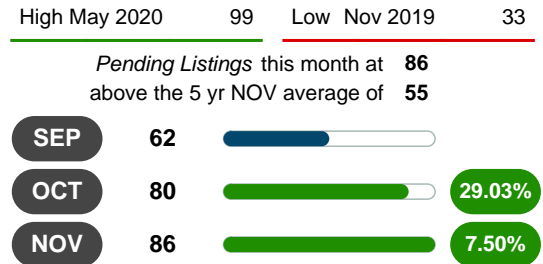


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 55



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	4	4.65%	9.5	4	0	0	0
\$25,001 - \$75,000	13	15.12%	30.0	10	3	0	0
\$75,001 - \$125,000	15	17.44%	11.0	5	5	4	1
\$125,001 - \$200,000	20	23.26%	7.5	4	13	2	1
\$200,001 - \$325,000	12	13.95%	12.5	2	5	4	1
\$325,001 - \$550,000	13	15.12%	12.0	4	7	2	0
\$550,001 and up	9	10.47%	48.0	5	2	1	1
Total Pending Units	86			34	35	13	4
Total Pending Volume	23,418,499	100%	15.5	8.51M	8.43M	3.44M	3.04M
Median Listing Price	\$164,500			\$112,000	\$172,900	\$260,000	\$212,500



November 2021

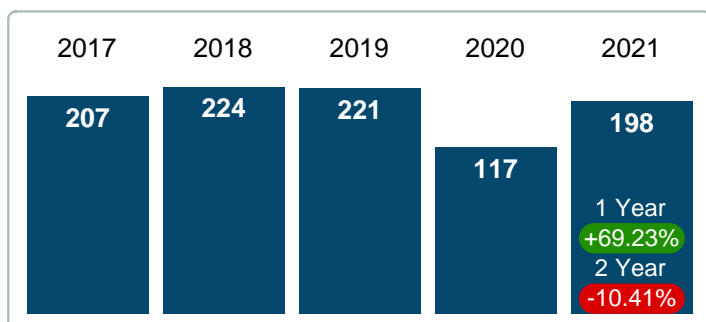
Area Delimited by County Of Cherokee



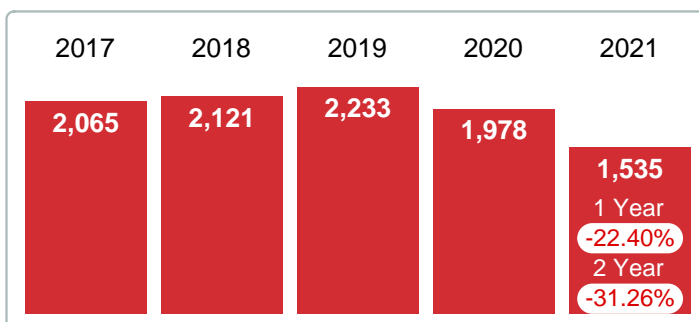
NEW LISTINGS

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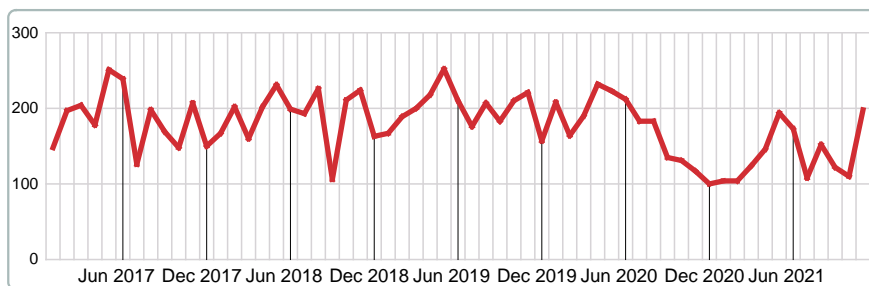
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 193

High May 2019 252 Low Dec 2020 100

New Listings this month at 198
above the 5 yr NOV average of 193



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	17	8.59%	17	0	0	0
\$30,001 - \$50,000	26	13.13%	24	2	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$130,000	79	39.90%	71	6	1	1
\$130,001 - \$250,000	31	15.66%	11	12	6	2
\$250,001 - \$380,000	25	12.63%	17	3	5	0
\$380,001 and up	20	10.10%	6	10	1	3
Total New Listed Units	198		146	33	13	6
Total New Listed Volume	33,994,750	100%	17.36M	8.85M	3.42M	4.36M
Median New Listed Listing Price	\$65,000		\$59,900	\$208,500	\$239,500	\$359,500



November 2021

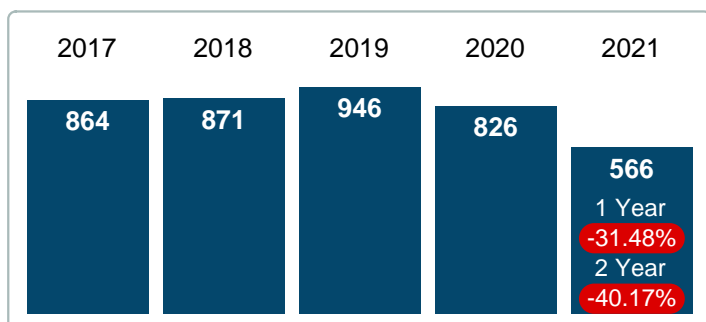
Area Delimited by County Of Cherokee



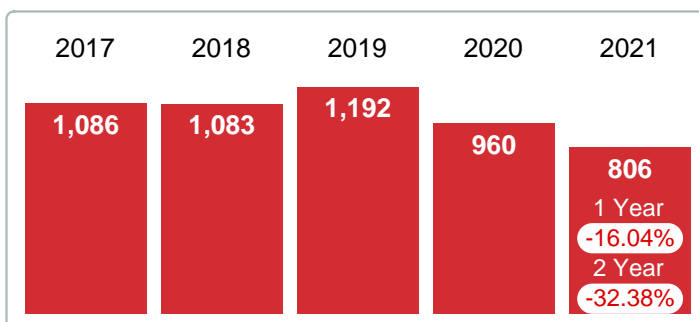
ACTIVE INVENTORY

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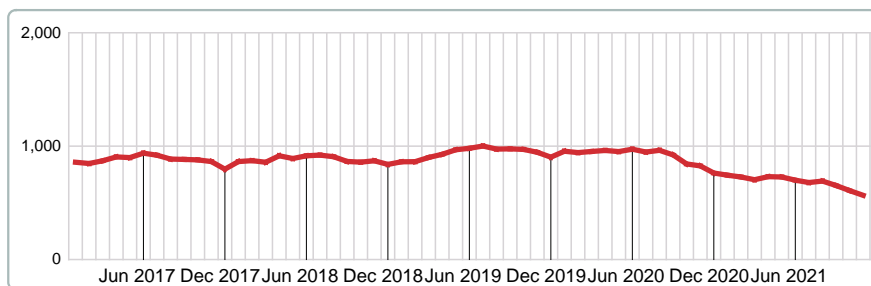
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

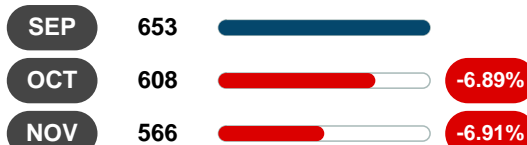


3 MONTHS

5 year NOV AVG = 815

High Jul 2019 1,001 Low Nov 2021 566

Inventory this month at 566
below the 5 yr NOV average of 815



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	13	2.30%	77.0	12	0	1	0
\$10,001 - \$20,000	54	9.54%	223.0	54	0	0	0
\$20,001 - \$40,000	123	21.73%	96.0	123	0	0	0
\$40,001 - \$80,000	161	28.45%	41.0	157	4	0	0
\$80,001 - \$190,000	84	14.84%	92.0	61	15	3	5
\$190,001 - \$390,000	74	13.07%	38.5	44	19	10	1
\$390,001 and up	57	10.07%	83.0	29	11	8	9
Total Active Inventory by Units		566		480	49	22	15
Total Active Inventory by Volume		96,119,989	100%	62.58M	18.45M	8.41M	6.68M
Median Active Inventory Listing Price		\$59,900		\$55,000	\$219,500	\$294,806	\$429,900



November 2021

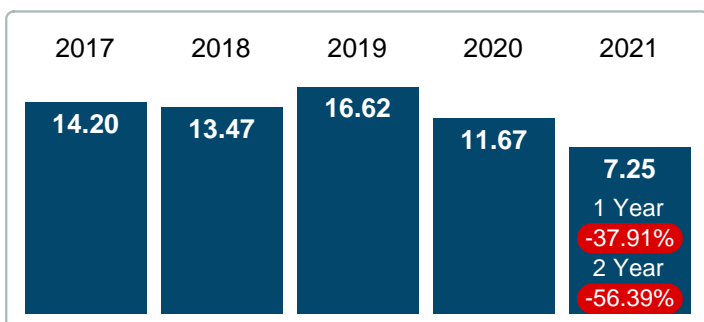
Area Delimited by County Of Cherokee



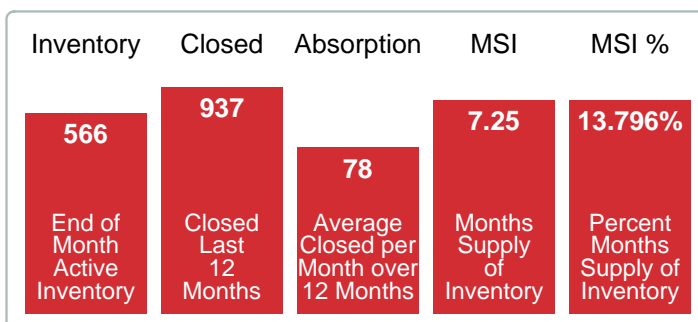
MONTHS SUPPLY of INVENTORY (MSI)

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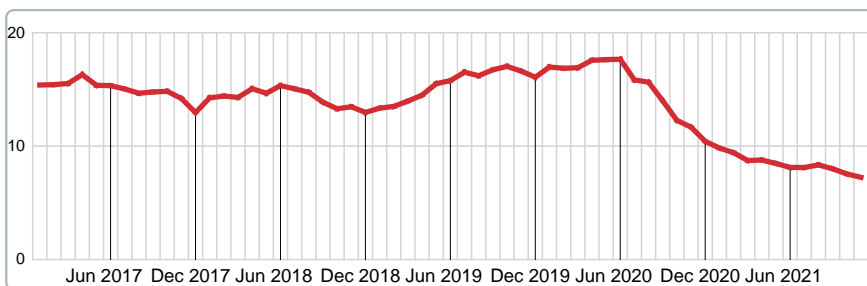
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

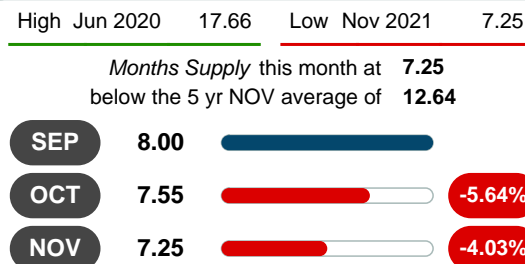


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 12.64



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	13	2.30%	1.88	2.22	0.00	1.50	0.00
\$10,001 - \$20,000	54	9.54%	8.00	8.00	0.00	0.00	0.00
\$20,001 - \$40,000	123	21.73%	19.95	20.50	0.00	0.00	0.00
\$40,001 - \$80,000	161	28.45%	19.52	23.55	2.82	0.00	0.00
\$80,001 - \$190,000	84	14.84%	2.87	6.78	0.90	0.95	10.00
\$190,001 - \$390,000	74	13.07%	4.63	18.21	2.00	3.00	1.33
\$390,001 and up	57	10.07%	12.00	23.20	6.95	6.00	15.43
Market Supply of Inventory (MSI)			7.25	12.80	1.63	2.54	8.18
Total Active Inventory by Units		100%	7.25	480	49	22	15



November 2021

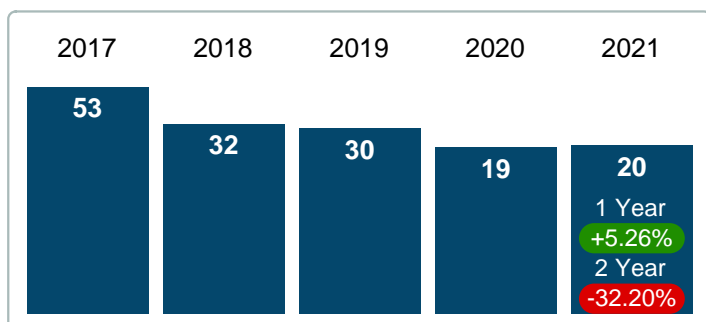
Area Delimited by County Of Cherokee



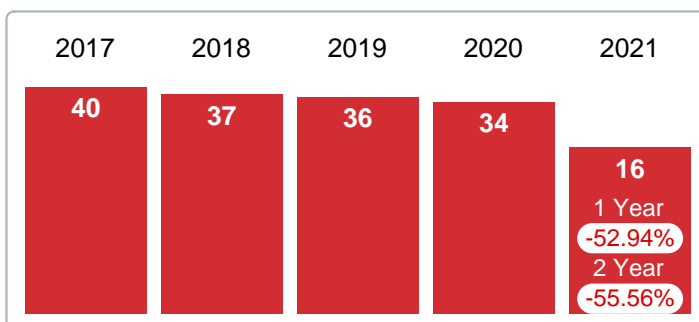
MEDIAN DAYS ON MARKET TO SALE

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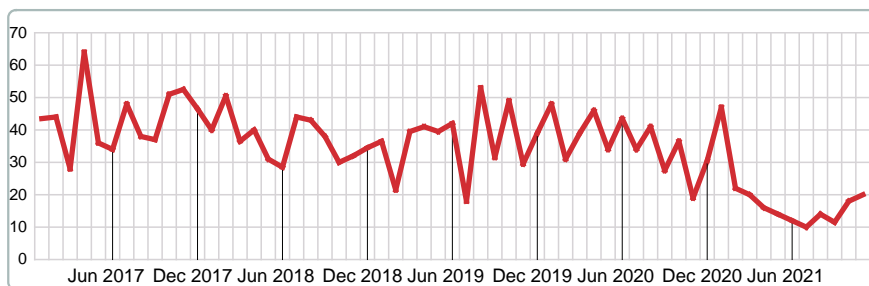
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

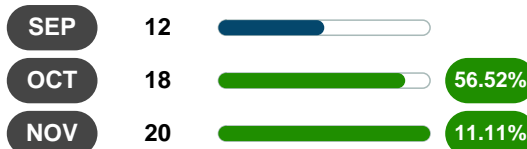


3 MONTHS

5 year NOV AVG = 31

High Apr 2017 64 Low Jul 2021 10

Median Days on Market to Sale this month at 20 below the 5 yr NOV 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
\$10,000 and less	2	3.57%	51	51	0	0	0
\$10,001 - \$40,000	10	17.86%	3	1	4	0	0
\$40,001 - \$90,000	9	16.07%	48	46	75	0	0
\$90,001 - \$160,000	15	26.79%	20	133	16	0	0
\$160,001 - \$190,000	8	14.29%	21	164	20	0	0
\$190,001 - \$270,000	7	12.50%	16	20	7	49	0
\$270,001 and up	5	8.93%	12	0	7	39	4
Median Closed DOM			20	44	12	44	4
Total Closed Units		100%	20.0	28	23	4	1
Total Closed Volume			8,641,493	2.02M	4.61M	1.49M	525.00K



November 2021

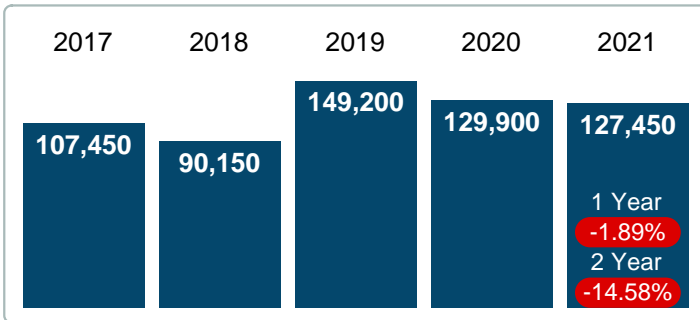
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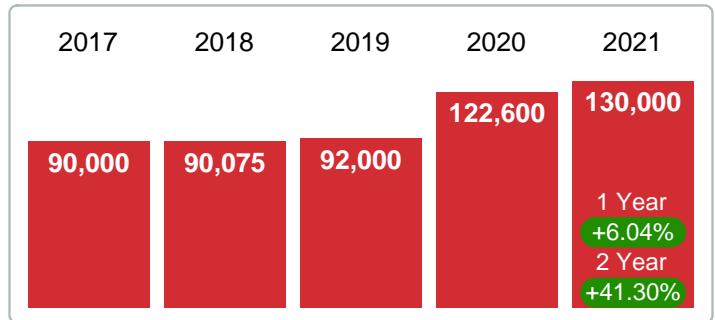
MEDIAN LIST PRICE AT CLOSING

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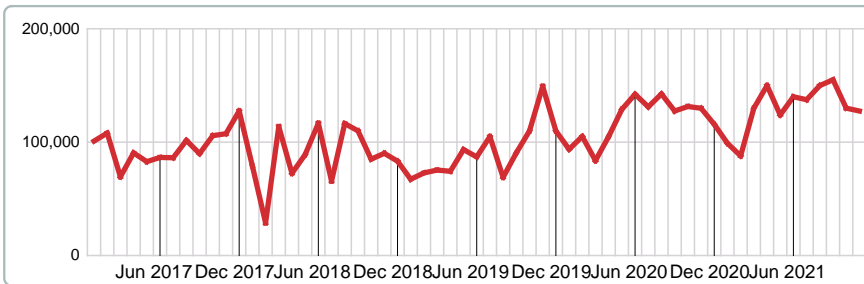
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

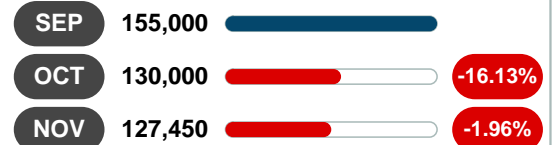


3 MONTHS

5 year NOV AVG = 120,830

High Sep 2021 155,000 Low Feb 2018 28,800

Median List Price at Closing this month at 127,450 above the 5 yr NOV average of 120,830



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	1.79%	10,000	10,000	0	0	0
\$10,001 \$40,000	19.64%	25,000	24,596	38,000	0	0
\$40,001 \$90,000	16.07%	79,900	74,950	79,900	0	0
\$90,001 \$160,000	23.21%	125,000	117,500	140,000	0	0
\$160,001 \$190,000	16.07%	174,500	165,000	174,750	0	0
\$190,001 \$270,000	12.50%	229,900	227,000	249,000	219,900	0
\$270,001 and up	10.71%	467,450	0	639,200	409,900	525,000
Median List Price		127,450	64,700	164,000	385,108	525,000
Total Closed Units	100%	127,450	28	23	4	1
Total Closed Volume		8,895,907	2.15M	4.69M	1.53M	525.00K



November 2021

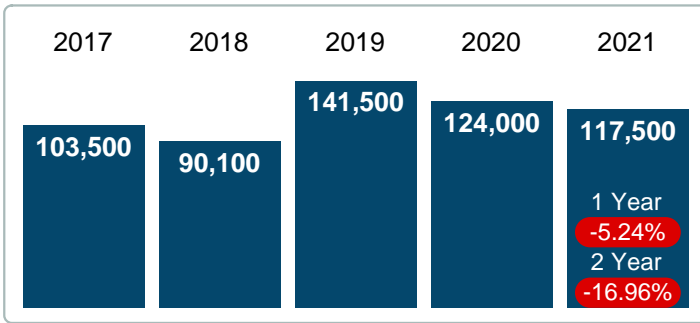
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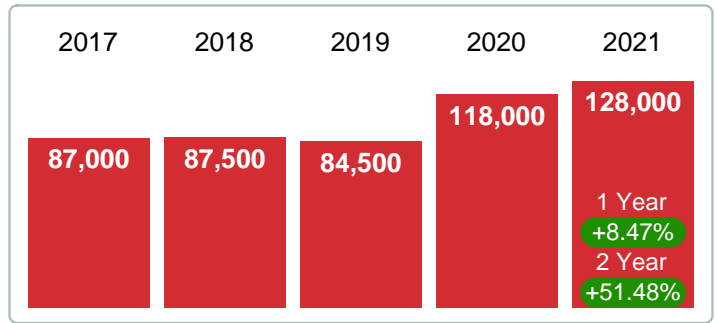
MEDIAN SOLD PRICE AT CLOSING

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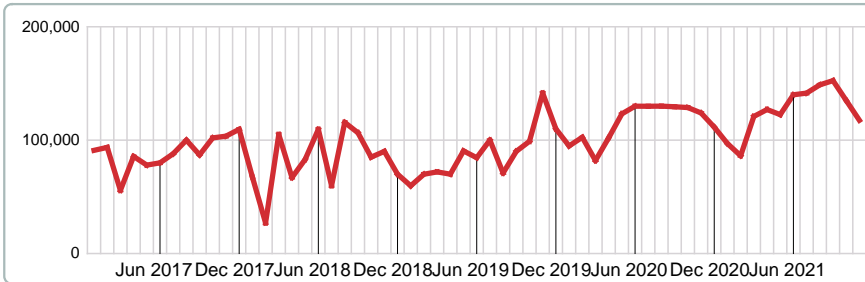
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

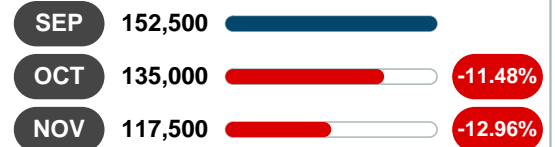


3 MONTHS

5 year NOV AVG = 115,320

High Sep 2021 152,500 Low Feb 2018 27,000

Median Sold Price at Closing this month at 117,500 above the 5 yr NOV average of 115,320



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	2	3.57%	10,000	10,000	0	0	0
\$10,001 - \$40,000	10	17.86%	25,346	24,192	26,500	0	0
\$40,001 - \$90,000	9	16.07%	65,000	67,450	61,000	0	0
\$90,001 - \$160,000	15	26.79%	120,000	110,000	139,788	0	0
\$160,001 - \$190,000	8	14.29%	178,500	190,000	178,000	0	0
\$190,001 - \$270,000	7	12.50%	247,000	225,000	247,500	215,000	0
\$270,001 and up	5	8.93%	524,000	0	973,291	388,000	525,000
Median Sold Price			117,500	62,250	162,500	374,158	525,000
Total Closed Units		100%	117,500	28	23	4	1
Total Closed Volume			8,641,493	2.02M	4.61M	1.49M	525.00K

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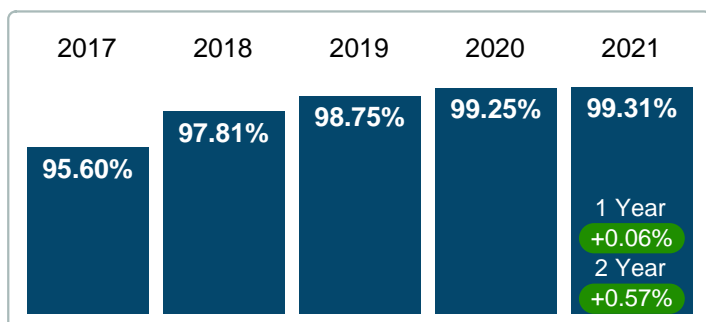
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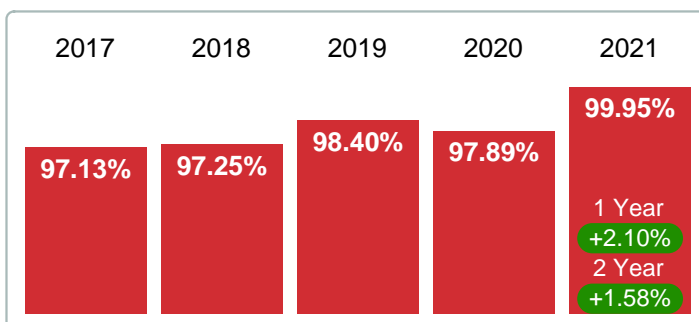
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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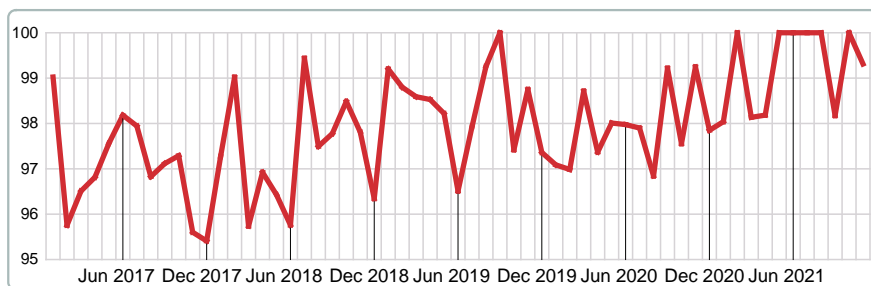
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

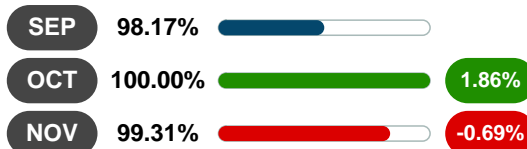


3 MONTHS

5 year NOV AVG = 98.14%

High Oct 2021 100.00% Low Dec 2017 95.41%

Median Sold/List Ratio this month at **99.31%**
above the 5 yr NOV average of **98.14%**



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	<div style="width: 3.57%;"></div> 2	3.57%	95.45%	95.45%	0.00%	0.00%	0.00%
\$10,001 \$40,000	<div style="width: 17.86%;"></div> 10	17.86%	94.97%	94.97%	69.74%	0.00%	0.00%
\$40,001 \$90,000	<div style="width: 16.07%;"></div> 9	16.07%	100.00%	100.00%	76.35%	0.00%	0.00%
\$90,001 \$160,000	<div style="width: 26.79%;"></div> 15	26.79%	98.28%	96.97%	98.42%	0.00%	0.00%
\$160,001 \$190,000	<div style="width: 14.29%;"></div> 8	14.29%	100.00%	82.97%	100.00%	0.00%	0.00%
\$190,001 \$270,000	<div style="width: 12.50%;"></div> 7	12.50%	99.20%	100.00%	99.20%	97.77%	0.00%
\$270,001 and up	<div style="width: 8.93%;"></div> 5	8.93%	97.48%	0.00%	97.48%	97.22%	100.00%
Median Sold/List Ratio		99.31%		100.00%	99.20%	97.49%	100.00%
Total Closed Units		56	100%	28	23	4	1
Total Closed Volume		8,641,493		2.02M	4.61M	1.49M	525.00K



November 2021

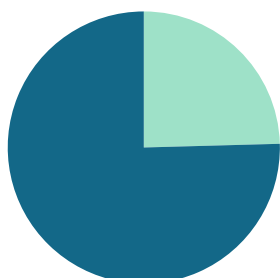
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

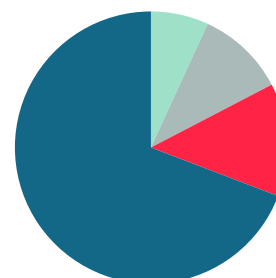


Inventory
 New Listings
198 = 24.57%
 Start Inventory
608
 Total Inventory Units
806
 Volume
\$147,499,180

Market Activity

Closed Sales
56 = 6.85%
 Pending Sales
86 = 10.51%
 Other Off Market
110 = 13.45%
 Active Inventory
566 = 69.19%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	85	56	-34.12%	800	859	7.38%
Pending Sales	66	86	30.30%	805	835	3.73%
New Listings	117	198	69.23%	1,978	1,535	-22.40%
Median List Price	129,900	127,450	-1.89%	122,600	130,000	6.04%
Median Sale Price	124,000	117,500	-5.24%	118,000	128,000	8.47%
Median Percent of Selling Price to List Price	99.25%	99.31%	0.06%	97.89%	99.95%	2.10%
Median Days on Market to Sale	19.00	20.00	5.26%	34.00	16.00	-52.94%
Monthly Inventory	827	566	-31.56%	827	566	-31.56%
Months Supply of Inventory	11.69	7.25	-37.99%	11.69	7.25	-37.99%

Absorption: Last 12 months, an Average of **78** Sales/Month

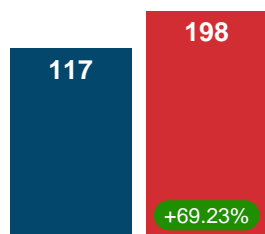
Inventory on November 30, 2021 = **566**

2020 **2021**

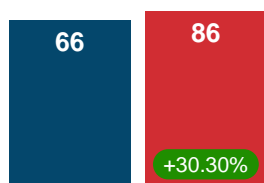
NOVEMBER MARKET

MEDIAN PRICES

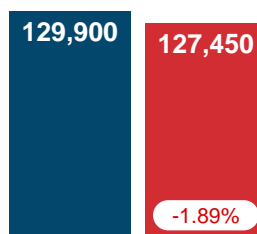
New Listings



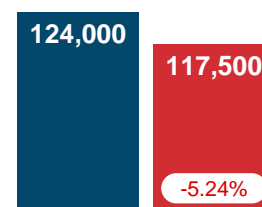
Pending Listings



List Price



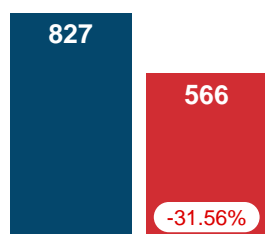
Sale Price



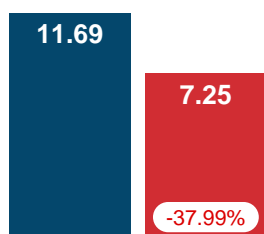
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

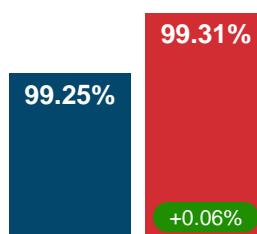
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

