

# October 2021



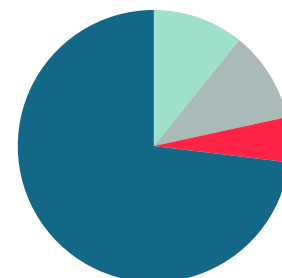
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	96	83	-13.54%
Pending Listings	67	83	23.88%
New Listings	131	110	-16.03%
Average List Price	172,673	169,539	-1.82%
Average Sale Price	164,382	164,886	0.31%
Average Percent of Selling Price to List Price	93.91%	96.13%	2.36%
Average Days on Market to Sale	54.98	36.82	-33.03%
End of Month Inventory	844	562	-33.41%
Months Supply of Inventory	12.29	6.98	-43.20%



■ Closed (10.79%)  
■ Pending (10.79%)  
■ Other OffMarket (5.33%)  
■ Active (73.08%)

**Absorption:** Last 12 months, an Average of **81** Sales/Month  
**Active Inventory** as of October 31, 2021 = **562**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **33.41%** to 562 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 **6.98** 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 **0.31%** in October 2021 to \$164,886 versus the previous year at \$164,382.

#### Average Days on Market Shortens

The average number of **36.82** days that homes spent on the market before selling decreased by 18.16 days or **33.03%** in October 2021 compared to last year's same month at **54.98** DOM.

#### Sales Success for October 2021 is Positive

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

There were 110 New Listings in October 2021, down **16.03%** from last year at 131. Furthermore, there were 83 Closed Listings this month versus last year at 96, a **-13.54%** decrease.

Closed versus Listed trends yielded a **75.5%** ratio, up from previous year's, October 2020, at **73.3%**, a **2.96%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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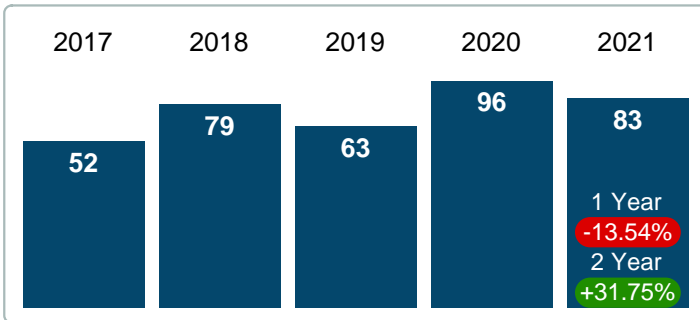
Area Delimited by County Of Cherokee



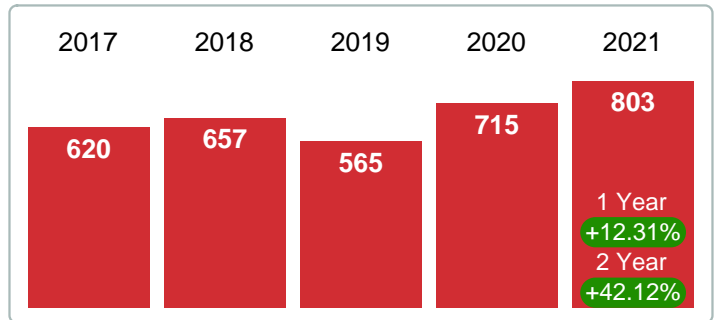
## CLOSED LISTINGS

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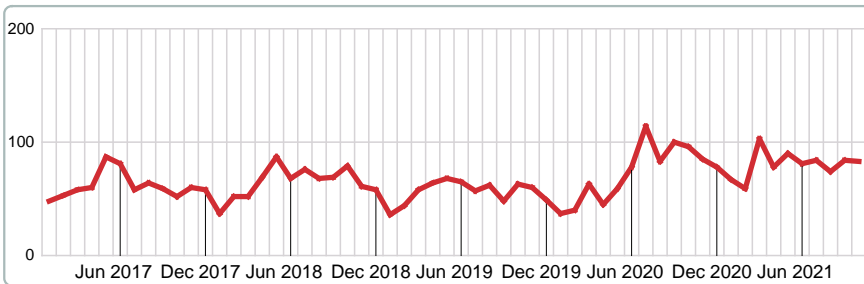
### OCTOBER



### YEAR TO DATE (YTD)

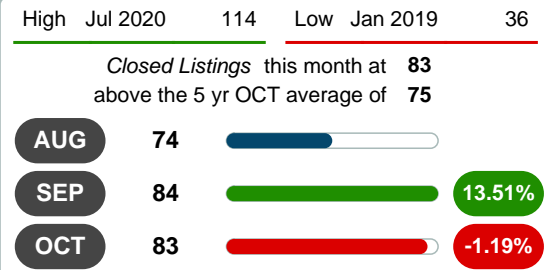


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 75



### 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-\$50,000	19	22.89%	53.3	19	0	0	0
\$50,001-\$75,000	6	7.23%	57.0	5	1	0	0
\$75,001-\$150,000	23	27.71%	26.7	9	12	2	0
\$150,001-\$225,000	14	16.87%	31.4	1	9	4	0
\$225,001-\$375,000	13	15.66%	33.3	2	9	2	0
\$375,001 and up	8	9.64%	27.1	3	2	3	0
<b>Total Closed Units</b>	<b>83</b>			<b>39</b>	<b>33</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>13,685,559</b>	<b>100%</b>	<b>36.8</b>	<b>3.98M</b>	<b>6.58M</b>	<b>3.13M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$164,886</b>			<b>\$101,979</b>	<b>\$199,468</b>	<b>\$284,177</b>	<b>\$0</b>

# October 2021



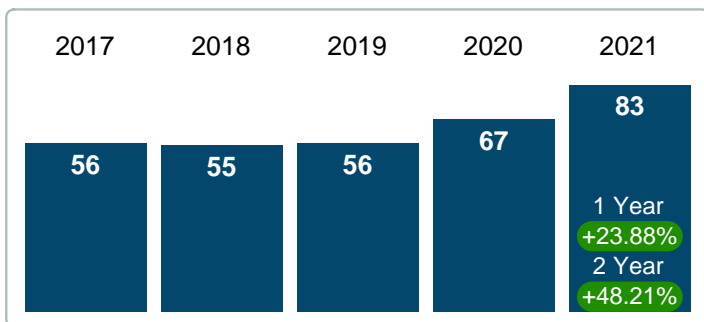
Area Delimited by County Of Cherokee



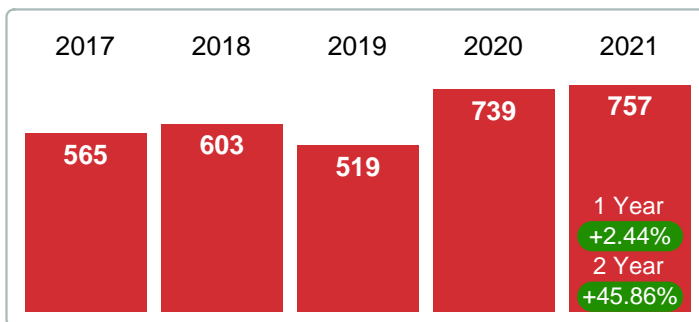
## PENDING LISTINGS

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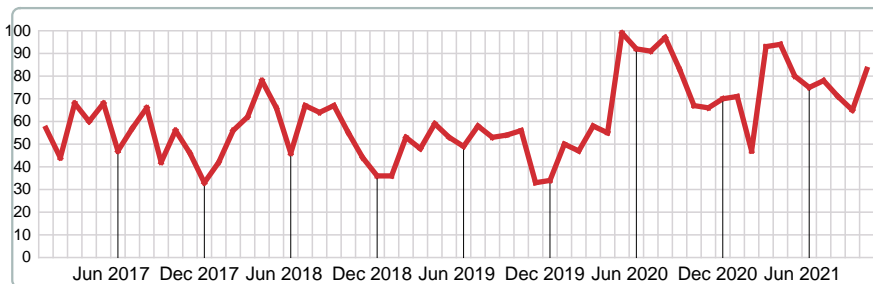
### OCTOBER



### YEAR TO DATE (YTD)

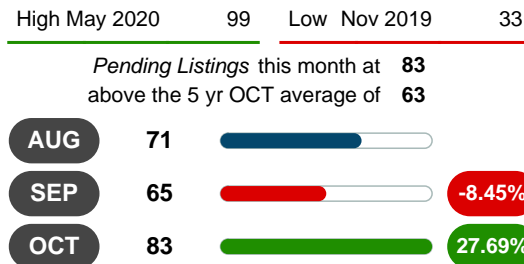


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 63



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	12.05%	53.8	10	0	0	0
\$20,001 - \$50,000	8	9.64%	44.8	6	2	0	0
\$50,001 - \$80,000	11	13.25%	20.6	8	2	1	0
\$80,001 - \$140,000	18	21.69%	81.4	11	7	0	0
\$140,001 - \$190,000	15	18.07%	17.1	1	13	0	1
\$190,001 - \$290,000	12	14.46%	47.0	3	6	3	0
\$290,001 and up	9	10.84%	101.0	5	0	2	2
<b>Total Pending Units</b>	<b>83</b>			<b>44</b>	<b>30</b>	<b>6</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>12,793,749</b>	<b>100%</b>	<b>26.5</b>	<b>5.66M</b>	<b>4.45M</b>	<b>1.59M</b>	<b>1.10M</b>
<b>Average Listing Price</b>	<b>\$87,910</b>			<b>\$128,607</b>	<b>\$148,222</b>	<b>\$264,767</b>	<b>\$366,600</b>

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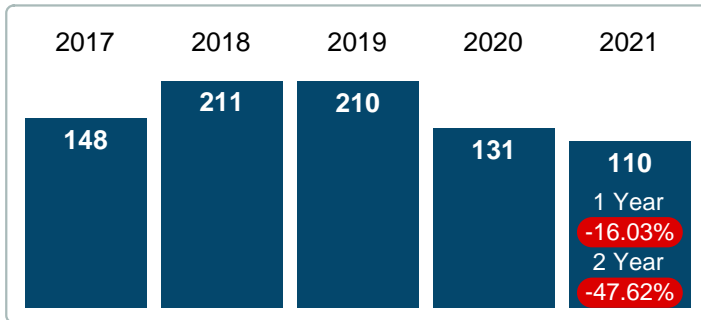
Area Delimited by County Of Cherokee



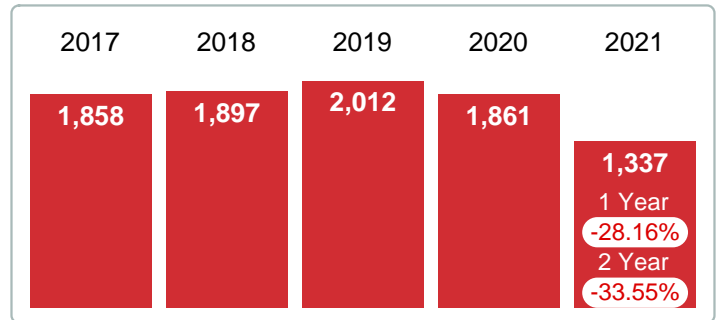
## NEW LISTINGS

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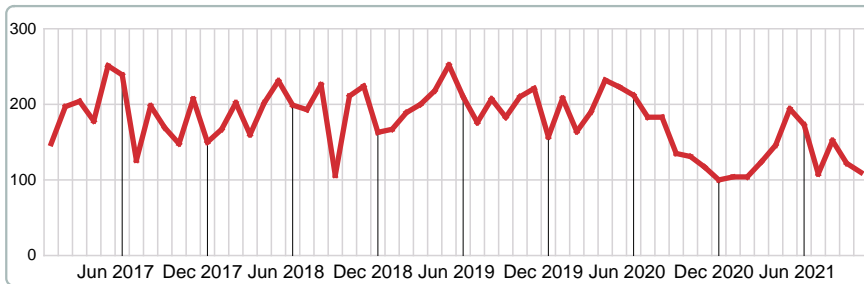
### OCTOBER



### YEAR TO DATE (YTD)

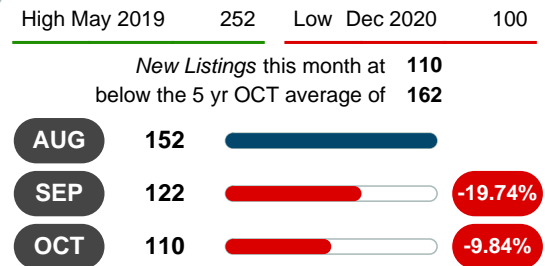


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 162



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	14	12.73%	13	0	1	0
\$20,001 - \$40,000	9	8.18%	8	1	0	0
\$40,001 - \$60,000	13	11.82%	12	1	0	0
\$60,001 - \$150,000	31	28.18%	17	12	1	1
\$150,001 - \$210,000	18	16.36%	4	10	2	2
\$210,001 - \$450,000	15	13.64%	5	5	3	2
\$450,001 and up	10	9.09%	3	3	1	3
<b>Total New Listed Units</b>	<b>110</b>		<b>62</b>	<b>32</b>	<b>8</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>19,940,090</b>	<b>100%</b>	<b>7.18M</b>	<b>6.97M</b>	<b>2.39M</b>	<b>3.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$106,845</b>		<b>\$115,882</b>	<b>\$217,781</b>	<b>\$298,337</b>	<b>\$424,963</b>

# October 2021



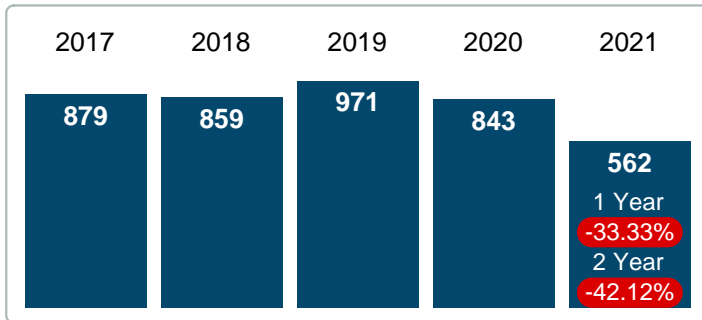
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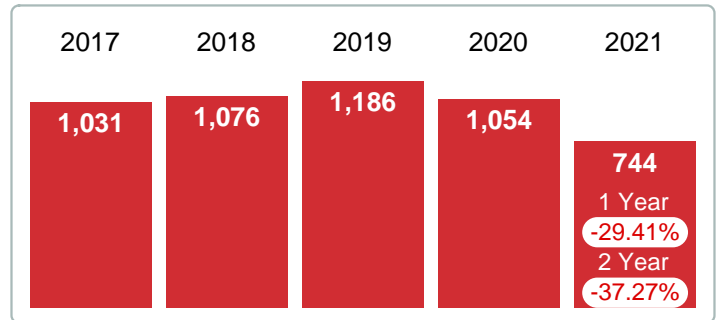
## ACTIVE INVENTORY

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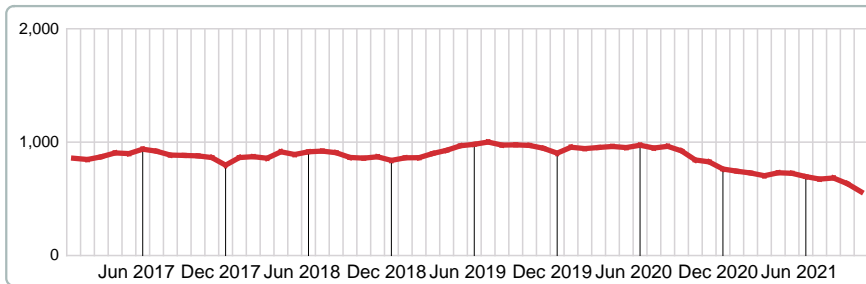
### END OF OCTOBER



### ACTIVE DURING OCTOBER

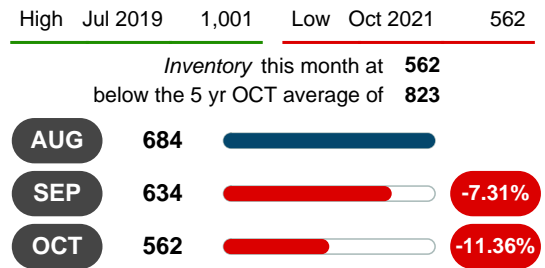


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 823



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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	112	19.93%	159.0	111	0	1	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$75,000	231	41.10%	128.2	226	5	0	0
\$75,001-\$175,000	87	15.48%	91.0	62	19	5	1
\$175,001-\$450,000	78	13.88%	95.1	39	20	12	7
\$450,001 and up	54	9.61%	122.1	31	9	8	6
Total Active Inventory by Units			562	469	53	26	14
Total Active Inventory by Volume			107,044,724	70.21M	18.62M	10.10M	8.12M
Average Active Inventory Listing Price			\$190,471	\$149,691	\$351,267	\$388,482	\$580,141

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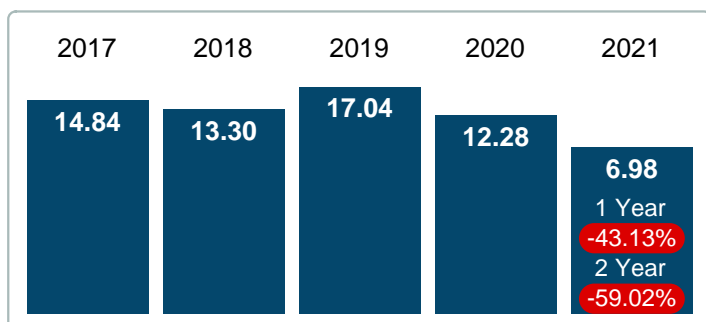
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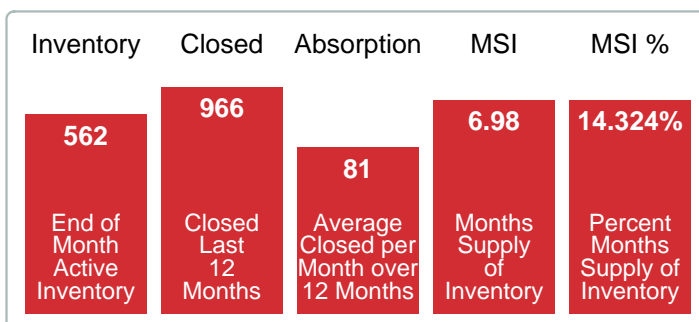
## MONTHS SUPPLY of INVENTORY (MSI)

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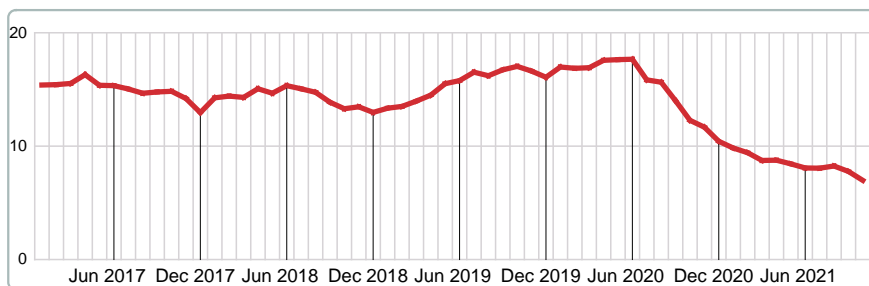
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

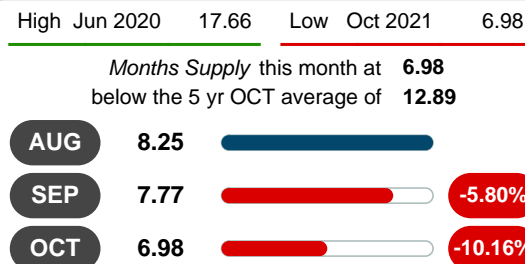


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 12.89



### 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	10	1.78%	1.25	1.44	0.00	1.33	0.00
\$10,001 - \$20,000	60	10.68%	9.11	9.11	0.00	0.00	0.00
\$20,001 - \$40,000	122	21.71%	19.78	19.89	12.00	0.00	0.00
\$40,001 - \$80,000	160	28.47%	18.82	23.24	3.43	6.00	0.00
\$80,001 - \$180,000	80	14.23%	3.02	6.96	1.17	1.30	2.00
\$180,001 - \$450,000	76	13.52%	3.53	10.83	1.53	3.00	7.00
\$450,001 and up	54	9.61%	16.62	33.82	7.71	9.60	18.00
Market Supply of Inventory (MSI)			6.98	12.29	1.67	2.94	7.64
Total Active Inventory by Units		100%	6.98	469	53	26	14

# October 2021



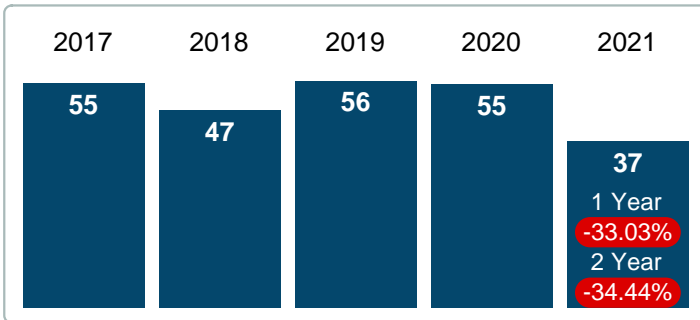
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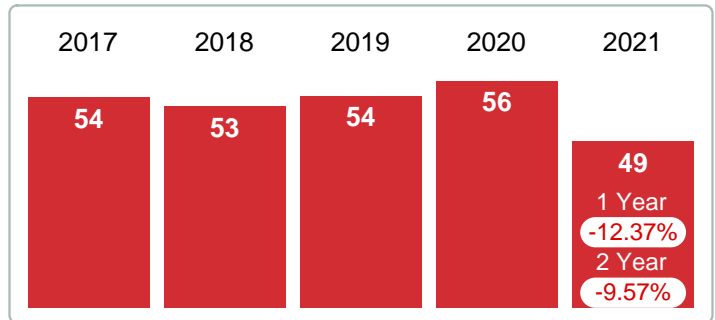
## AVERAGE DAYS ON MARKET TO SALE

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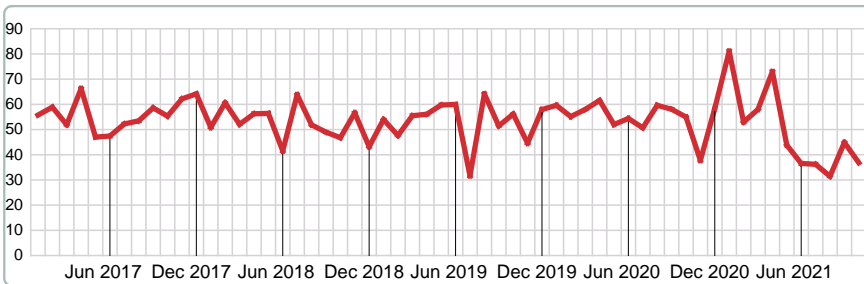
### OCTOBER



### YEAR TO DATE (YTD)

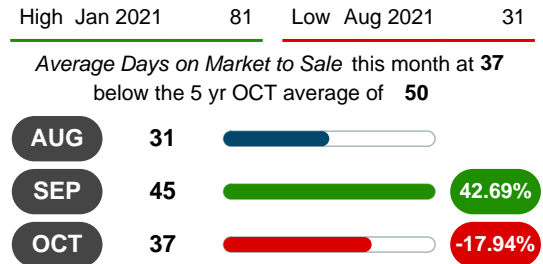


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 50



### 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 \$50,000	19	22.89%	53	53	0	0	0
\$50,001 \$75,000	6	7.23%	57	61	37	0	0
\$75,001 \$150,000	23	27.71%	27	22	31	23	0
\$150,001 \$225,000	14	16.87%	31	10	36	26	0
\$225,001 \$375,000	13	15.66%	33	107	24	3	0
\$375,001 and up	8	9.64%	27	9	28	44	0
Average Closed DOM	37			45	30	26	0
Total Closed Units	83	100%	37	39	33	11	
Total Closed Volume	13,685,559			3.98M	6.58M	3.13M	0.00B

# October 2021



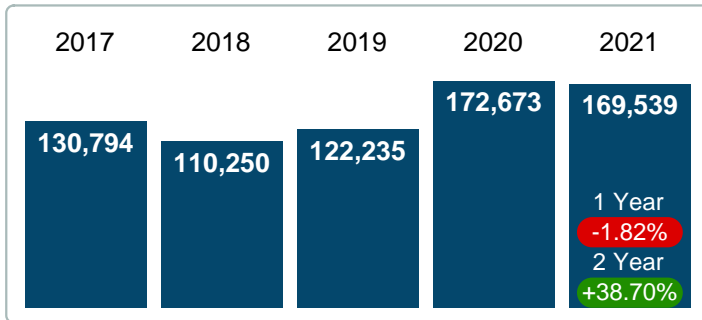
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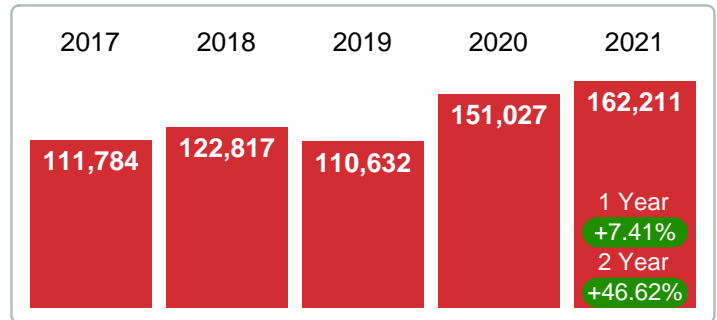
## AVERAGE LIST PRICE AT CLOSING

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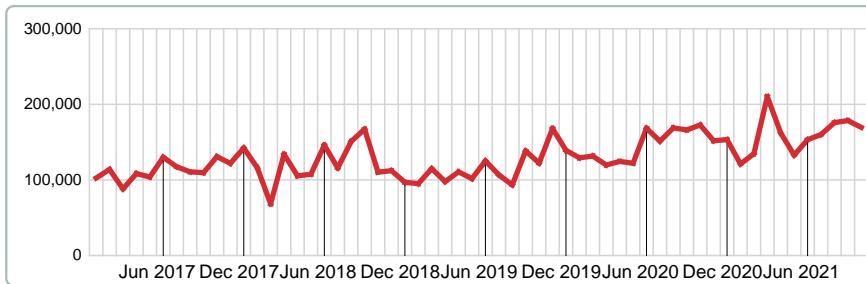
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

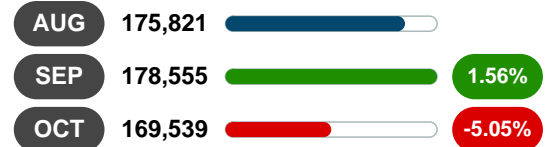


### 3 MONTHS

5 year OCT AVG = 141,098

High Mar 2021 210,276 Low Feb 2018 68,491

Average List Price at Closing this month at **169,539** above the 5 yr OCT average of **141,098**



### 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 \$50,000	18	21.69%	22,311	24,032	0	0	0
\$50,001 \$75,000	4	4.82%	66,764	81,411	79,900	0	0
\$75,001 \$150,000	24	28.92%	110,708	101,872	122,104	162,000	0
\$150,001 \$225,000	16	19.28%	180,800	200,000	191,489	161,350	0
\$225,001 \$375,000	12	14.46%	262,950	317,450	262,844	267,400	0
\$375,001 and up	9	10.84%	521,989	495,000	560,000	571,000	0
Average List Price			169,539	105,139	204,671	292,473	0
Total Closed Units		100%	169,539	39	33	11	
Total Closed Volume			14,071,749	4.10M	6.75M	3.22M	0.00B



# October 2021



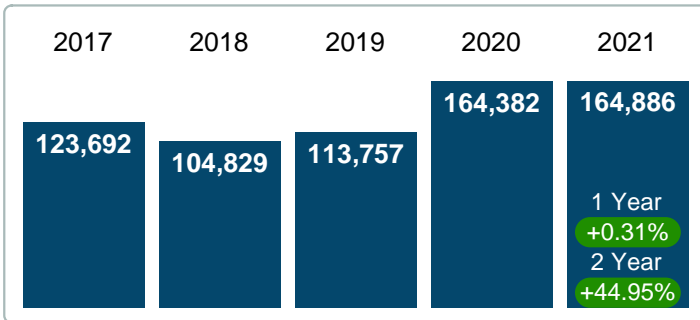
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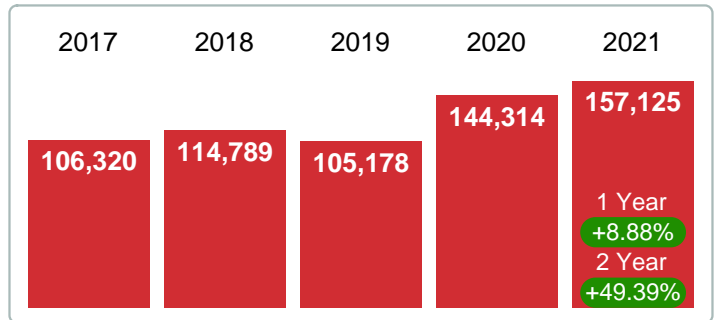
## AVERAGE SOLD PRICE AT CLOSING

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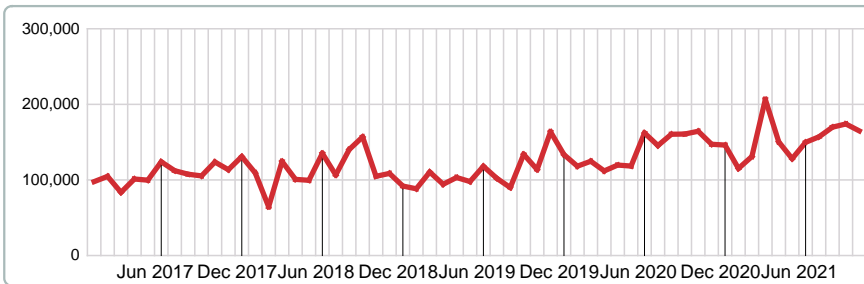
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

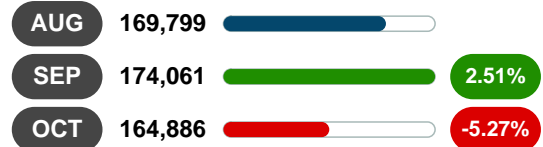


### 3 MONTHS

5 year OCT AVG = 134,309

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

Average Sold Price at Closing this month at **164,886** above the 5 yr OCT average of **134,309**



### 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-\$50,000	19	22.89%	22,569	22,569	0	0	0
\$50,001-\$75,000	6	7.23%	69,133	68,560	72,000	0	0
\$75,001-\$150,000	23	27.71%	114,287	99,728	120,420	143,000	0
\$150,001-\$225,000	14	16.87%	181,532	190,000	191,033	158,038	0
\$225,001-\$375,000	13	15.66%	270,762	316,500	261,789	265,400	0
\$375,001 and up	8	9.64%	519,000	495,000	495,000	559,000	0
Average Sold Price			164,886	101,979	199,468	284,177	0
Total Closed Units		100%	164,886	39	33	11	
Total Closed Volume			13,685,559	3.98M	6.58M	3.13M	0.00B

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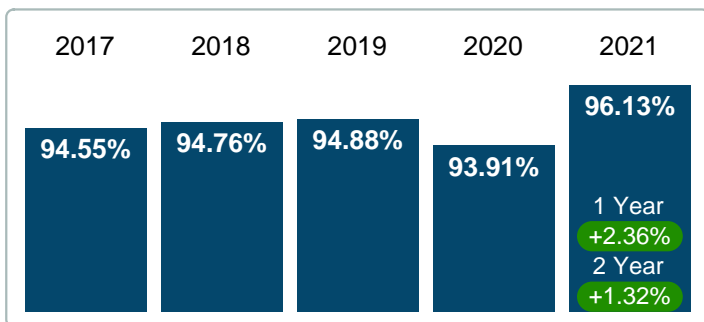
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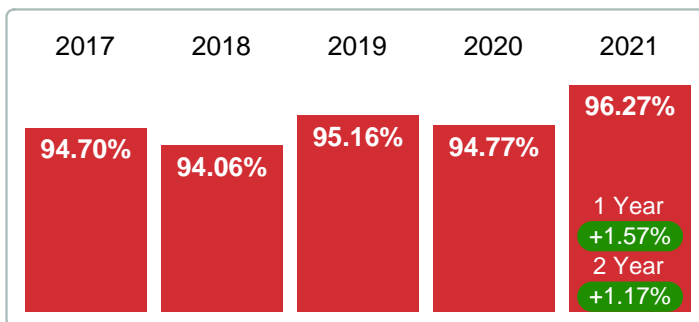
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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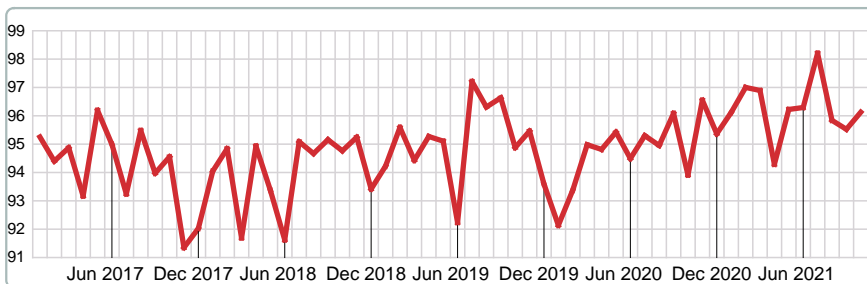
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

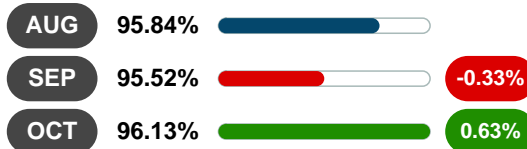


### 3 MONTHS

5 year OCT AVG = 94.85%

High Jul 2021 98.21% Low Nov 2017 91.35%

Average Sold/List Ratio this month at **96.13%** above the 5 yr OCT average of **94.85%**



### 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 \$50,000	19	22.89%	93.22%	93.22%	0.00%	0.00%	0.00%
\$50,001 \$75,000	6	7.23%	86.88%	86.23%	90.11%	0.00%	0.00%
\$75,001 \$150,000	23	27.71%	97.30%	97.57%	98.59%	88.34%	0.00%
\$150,001 \$225,000	14	16.87%	98.87%	95.00%	99.69%	98.01%	0.00%
\$225,001 \$375,000	13	15.66%	99.61%	99.94%	99.60%	99.33%	0.00%
\$375,001 and up	8	9.64%	96.15%	100.00%	88.12%	97.65%	0.00%
Average Sold/List Ratio		96.10%		94.24%	98.28%	96.39%	0.00%
Total Closed Units		83	100%	39	33	11	
Total Closed Volume		13,685,559		3.98M	6.58M	3.13M	0.00B

# October 2021



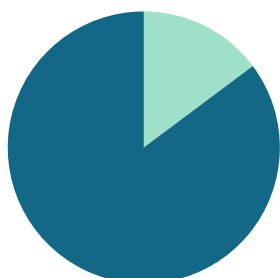
Area Delimited by County Of Cherokee



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

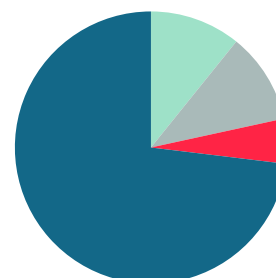


**Inventory**  
 New Listings  
**110 = 14.78%**  
 Start Inventory  
**634**  
 Total Inventory Units  
**744**  
 Volume  
**\$140,076,045**

### Market Activity

Closed Sales  
**83 = 10.79%**  
 Pending Sales  
**83 = 10.79%**  
 Other Off Market  
**41 = 5.33%**  
 Active Inventory  
**562 = 73.08%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	96	83	-13.54%	715	803	12.31%
Pending Sales	67	83	23.88%	739	757	2.44%
New Listings	131	110	-16.03%	1,861	1,337	-28.16%
Average List Price	172,673	169,539	-1.82%	151,027	162,211	7.41%
Average Sale Price	164,382	164,886	0.31%	144,314	157,125	8.88%
Average Percent of Selling Price to List Price	93.91%	96.13%	2.36%	94.77%	96.27%	1.57%
Average Days on Market to Sale	54.98	36.82	-33.03%	55.88	48.97	-12.37%
Monthly Inventory	844	562	-33.41%	844	562	-33.41%
Months Supply of Inventory	12.29	6.98	-43.20%	12.29	6.98	-43.20%

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

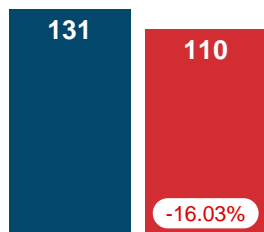
**Inventory** on October 31, 2021 = **562**

**2020** **2021**

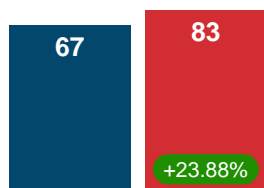
### OCTOBER MARKET

### AVERAGE PRICES

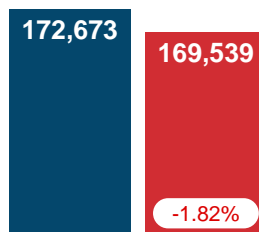
#### New Listings



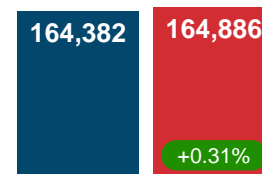
#### Pending Listings



#### List Price



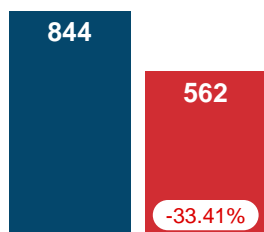
#### Sale Price



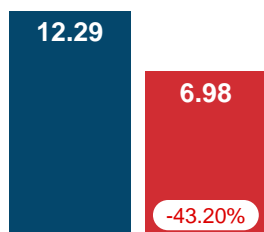
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

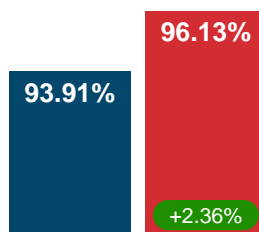
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

