

April 2022



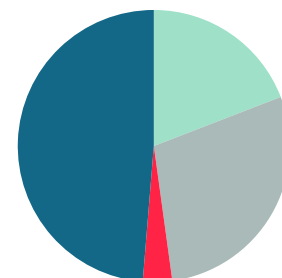
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	45	44	-2.22%
Pending Listings	67	66	-1.49%
New Listings	82	78	-4.88%
Average List Price	216,893	245,898	13.37%
Average Sale Price	210,867	251,607	19.32%
Average Percent of Selling Price to List Price	98.34%	96.84%	-1.52%
Average Days on Market to Sale	34.42	32.05	-6.90%
End of Month Inventory	186	112	-39.78%
Months Supply of Inventory	3.51	2.33	-33.73%



■ Closed (19.13%)
■ Pending (28.70%)
■ Other OffMarket (3.48%)
■ Active (48.70%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of April 30, 2022 = **112**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **39.78%** to 112 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **2.33** 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 **19.32%** in April 2022 to \$251,607 versus the previous year at \$210,867.

Average Days on Market Shortens

The average number of **32.05** days that homes spent on the market before selling decreased by 2.38 days or **6.90%** in April 2022 compared to last year's same month at **34.42** DOM.

Sales Success for April 2022 is Positive

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

There were 78 New Listings in April 2022, down **4.88%** from last year at 82. Furthermore, there were 44 Closed Listings this month versus last year at 45, a **-2.22%** decrease.

Closed versus Listed trends yielded a **56.4%** ratio, up from previous year's, April 2021, at **54.9%**, a **2.79%** 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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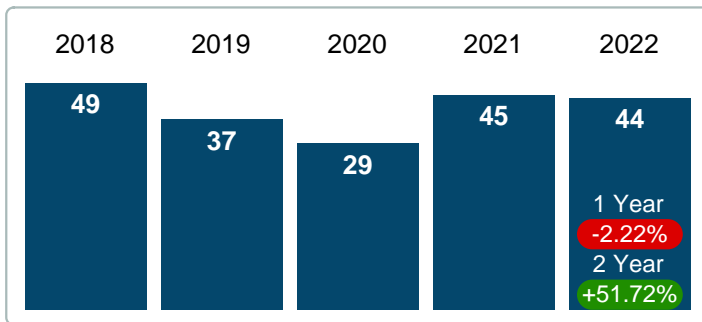
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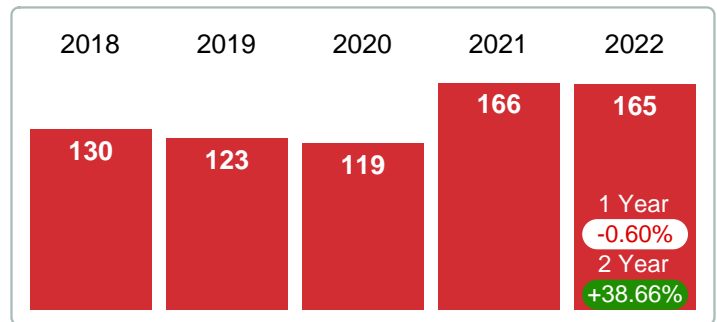
CLOSED LISTINGS

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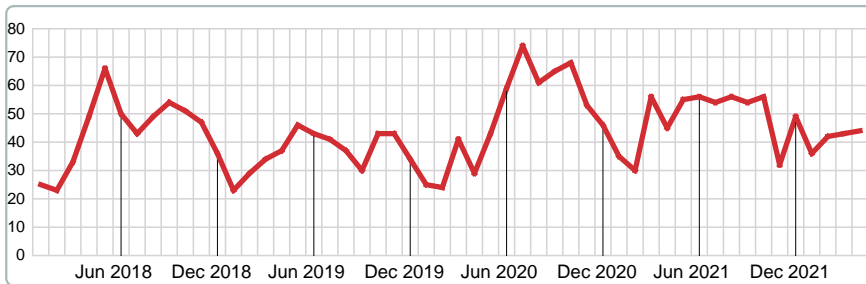
APRIL



YEAR TO DATE (YTD)

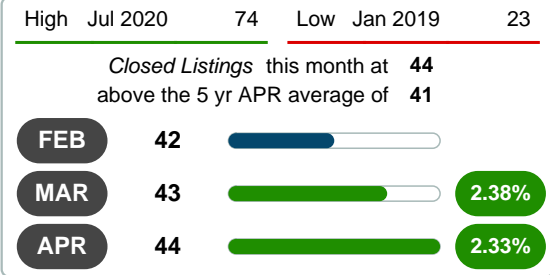


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.55%	39.5	0	2	0	0
\$75,001 - \$100,000	4	9.09%	39.8	1	3	0	0
\$100,001 - \$125,000	4	9.09%	50.3	2	1	1	0
\$125,001 - \$175,000	14	31.82%	36.1	4	9	1	0
\$175,001 - \$225,000	8	18.18%	13.6	0	7	0	1
\$225,001 - \$275,000	7	15.91%	29.7	0	4	3	0
\$275,001 and up	5	11.36%	29.6	0	4	0	1
Total Closed Units	44			7	30	5	2
Total Closed Volume	11,070,699	100%	32.0	896.40K	6.21M	975.50K	2.99M
Average Closed Price	\$251,607			\$128,057	\$206,877	\$195,100	\$1,496,250

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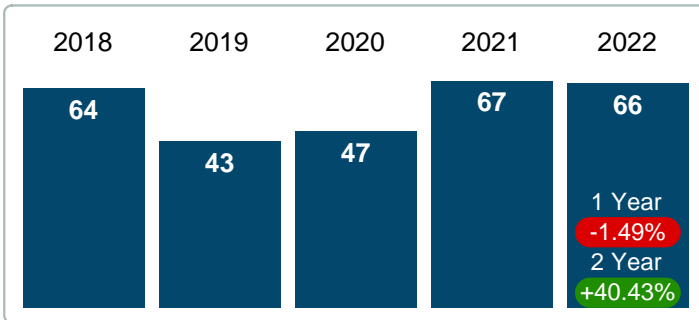
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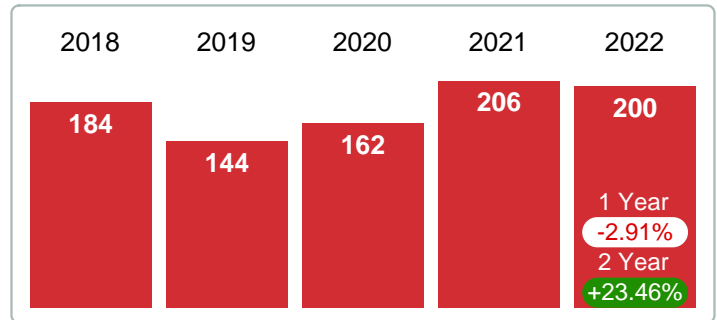
PENDING LISTINGS

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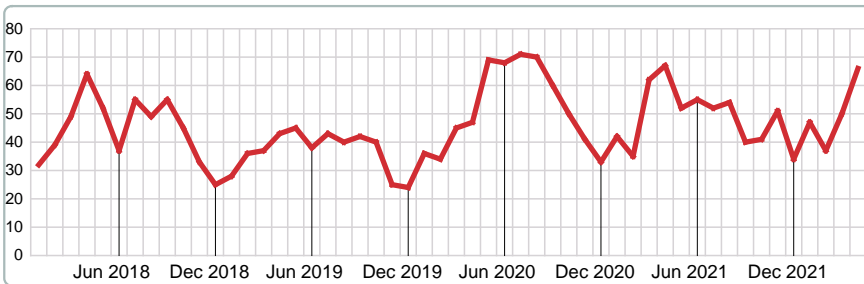
APRIL



YEAR TO DATE (YTD)

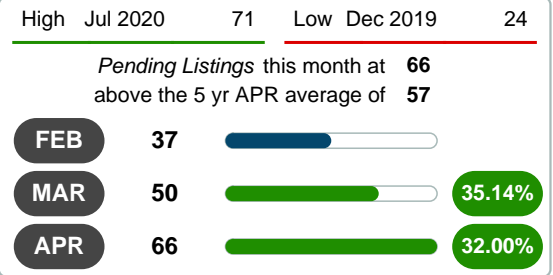


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.09%	38.3	4	2	0	0
\$75,001 - \$125,000	6	9.09%	23.0	3	3	0	0
\$125,001 - \$175,000	13	19.70%	26.2	2	11	0	0
\$175,001 - \$225,000	12	18.18%	13.3	1	9	1	1
\$225,001 - \$300,000	14	21.21%	28.9	0	9	5	0
\$300,001 - \$475,000	7	10.61%	41.0	0	4	2	1
\$475,001 and up	8	12.12%	39.8	0	4	1	3
Total Pending Units	66			10	42	9	5
Total Pending Volume	16,397,500	100%	1.0	1.04M	9.77M	2.95M	2.64M
Average Listing Price	\$220,575			\$103,700	\$232,640	\$327,411	\$528,580

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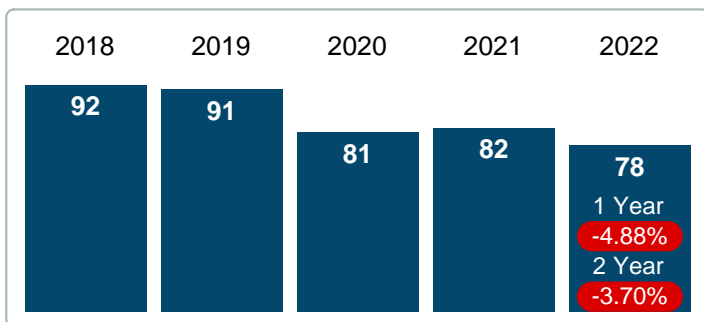
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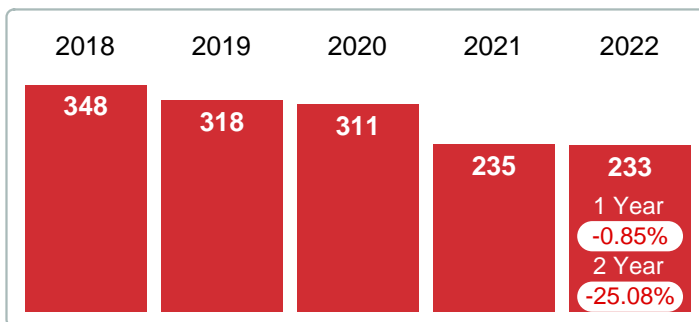
NEW LISTINGS

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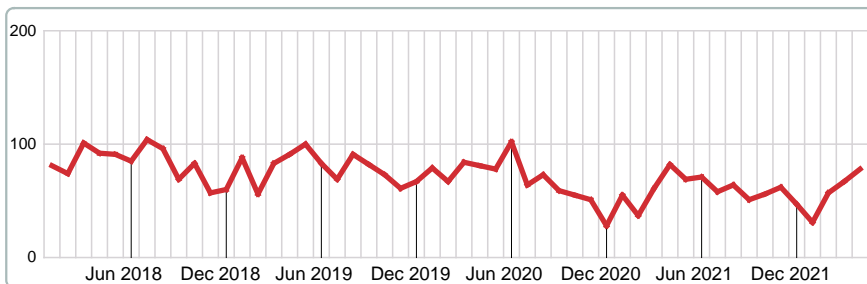
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

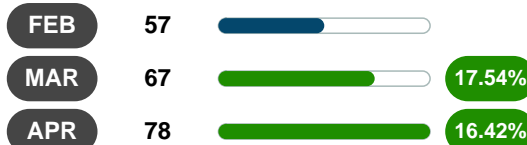


3 MONTHS

5 year APR AVG = 85

High Jul 2018 104 Low Dec 2020 28

New Listings this month at **78**
 below the 5 yr APR average of **85**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.41%	4	1	0	0
\$75,001 - \$100,000	7	8.97%	2	4	0	1
\$100,001 - \$150,000	13	16.67%	6	6	0	1
\$150,001 - \$250,000	22	28.21%	4	15	2	1
\$250,001 - \$300,000	12	15.38%	0	7	5	0
\$300,001 - \$525,000	12	15.38%	0	7	5	0
\$525,001 and up	7	8.97%	1	1	3	2
Total New Listed Units	78		17	41	15	5
Total New Listed Volume	20,587,500	100%	2.50M	10.38M	5.86M	1.86M
Average New Listed Listing Price	\$208,267		\$147,000	\$253,063	\$390,440	\$371,260

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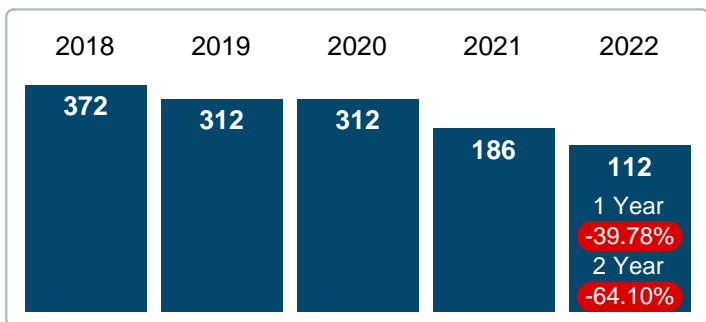
Area Delimited by County Of Cherokee - Residential Property Type



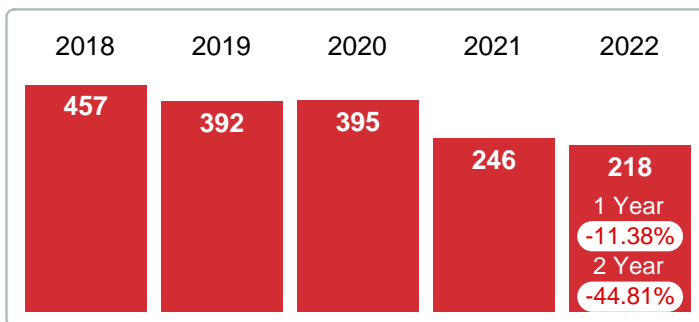
ACTIVE INVENTORY

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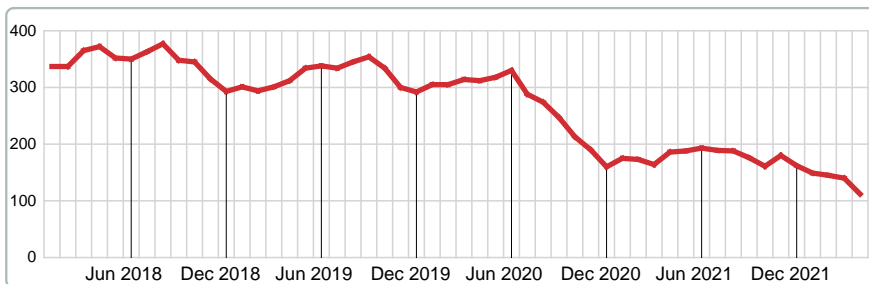
END OF APRIL



ACTIVE DURING APRIL

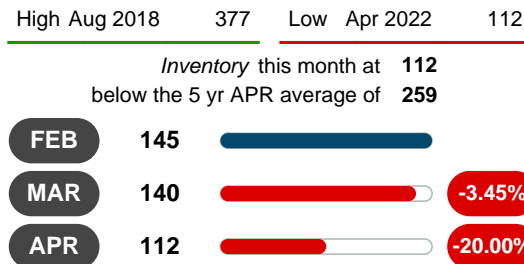


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 259



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	8.04%	53.0	3	6	0	0
\$100,001 - \$150,000	17	15.18%	44.3	10	4	2	1
\$150,001 - \$200,000	14	12.50%	50.1	5	6	3	0
\$200,001 - \$275,000	23	20.54%	60.1	2	16	5	0
\$275,001 - \$475,000	21	18.75%	57.8	2	9	8	2
\$475,001 - \$750,000	19	16.96%	99.3	2	5	9	3
\$750,001 and up	9	8.04%	140.4	1	4	3	1
Total Active Inventory by Units	112			25	50	30	7
Total Active Inventory by Volume	43,195,734	100%	68.6	6.65M	19.70M	13.20M	3.65M
Average Active Inventory Listing Price	\$385,676			\$265,874	\$394,028	\$439,870	\$521,629

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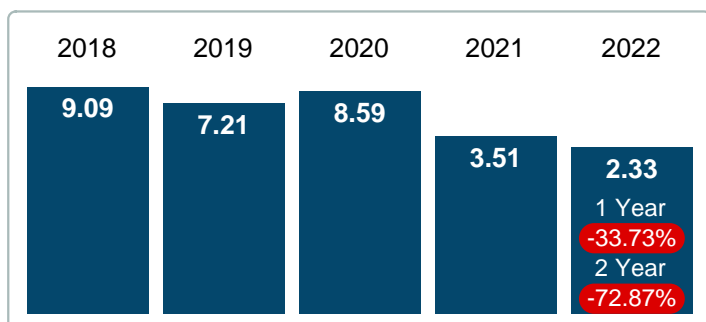
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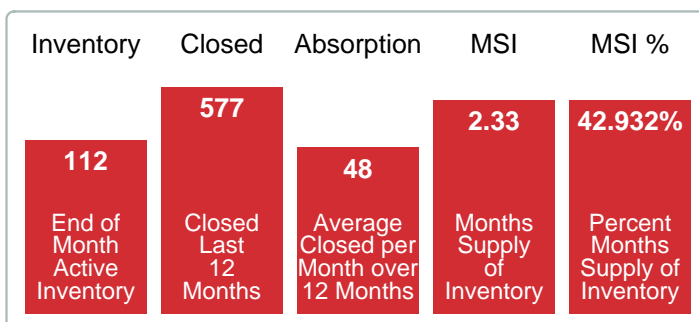
MONTHS SUPPLY of INVENTORY (MSI)

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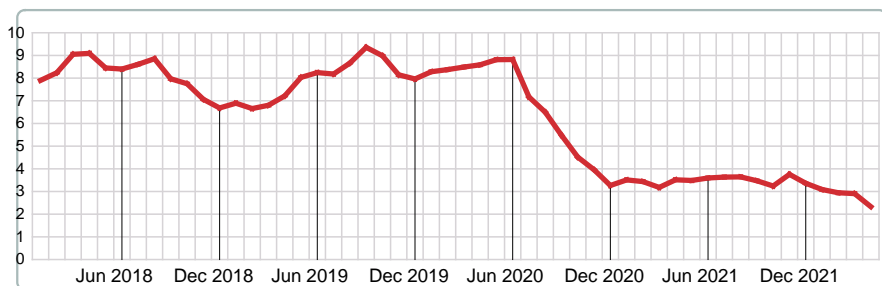
MSI FOR APRIL



INDICATORS FOR APRIL 2022

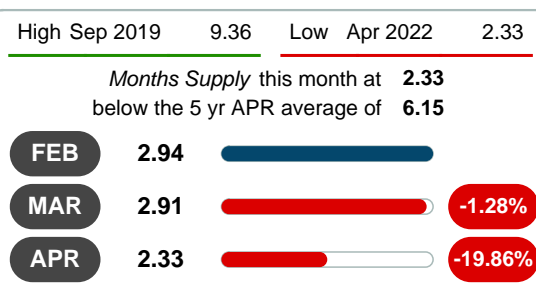


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.15



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
\$100,000 and less	9	8.04%	1.14	0.73	1.71	0.00	0.00
\$100,001 - \$150,000	17	15.18%	1.50	3.64	0.59	1.41	3.00
\$150,001 - \$200,000	14	12.50%	1.33	5.00	0.77	2.12	0.00
\$200,001 - \$275,000	23	20.54%	2.38	8.00	2.40	2.14	0.00
\$275,001 - \$475,000	21	18.75%	3.19	4.00	2.92	3.43	3.00
\$475,001 - \$750,000	19	16.96%	13.41	0.00	10.00	13.50	12.00
\$750,001 and up	9	8.04%	13.50	0.00	12.00	18.00	6.00
Market Supply of Inventory (MSI)	2.33	100%	2.33	2.91	1.74	3.46	3.36
Total Active Inventory by Units	112			25	50	30	7

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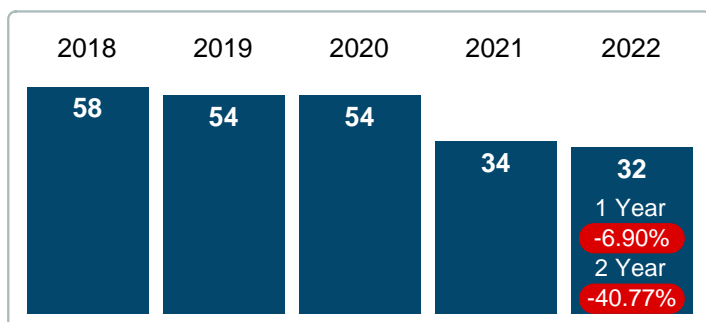
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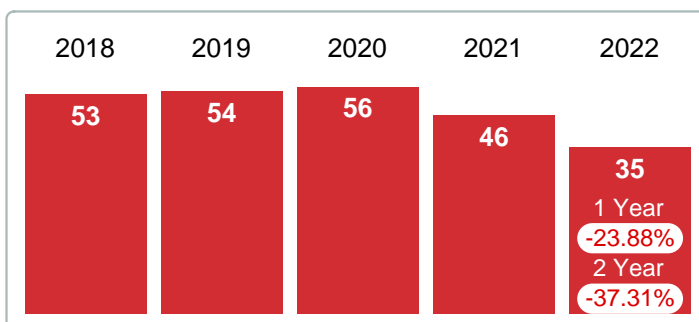
AVERAGE DAYS ON MARKET TO SALE

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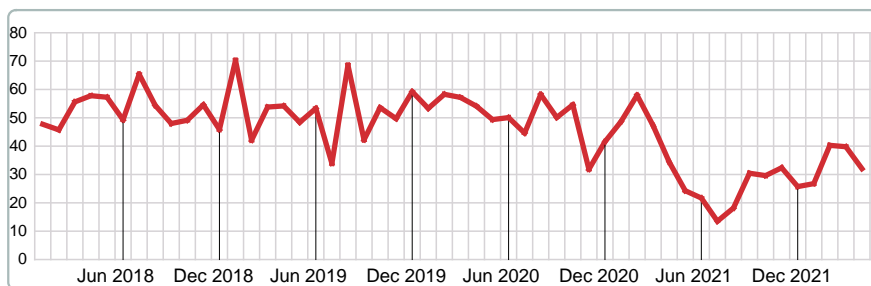
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

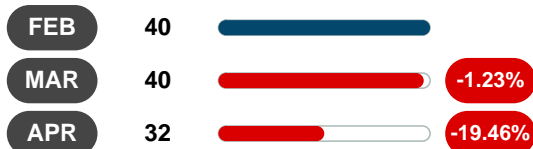


3 MONTHS

5 year APR AVG = 47

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 32 below the 5 yr APR average of 47



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
\$75,000 and less	4.55%	40	0	40	0	0
\$75,001 - \$100,000	9.09%	40	43	39	0	0
\$100,001 - \$125,000	9.09%	50	48	5	101	0
\$125,001 - \$175,000	31.82%	36	19	40	72	0
\$175,001 - \$225,000	18.18%	14	0	5	0	71
\$225,001 - \$275,000	15.91%	30	0	45	10	0
\$275,001 and up	11.36%	30	0	31	0	26
Average Closed DOM		32	31	30	40	49
Total Closed Units	100%	32	7	30	5	2
Total Closed Volume		11,070,699	896.40K	6.21M	975.50K	2.99M

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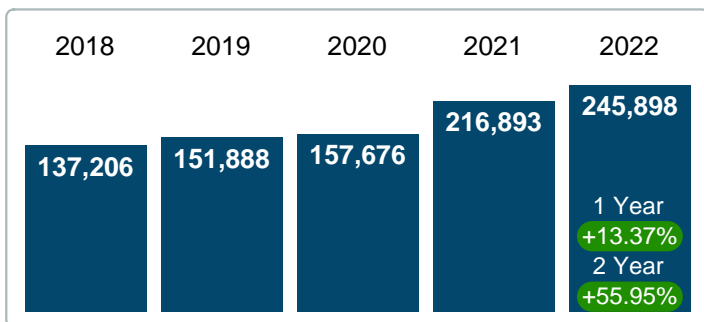
Area Delimited by County Of Cherokee - Residential Property Type



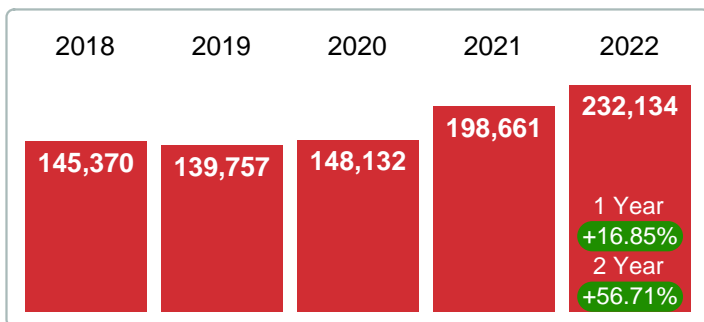
AVERAGE LIST PRICE AT CLOSING

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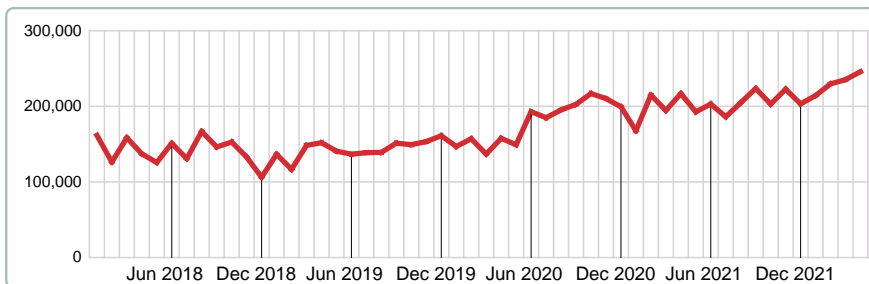
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

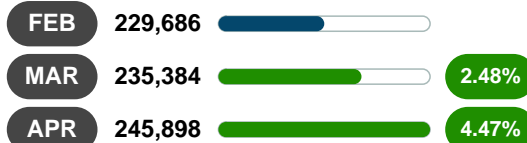


3 MONTHS

5 year APR AVG = 181,912

High Apr 2022 245,898 Low Dec 2018 106,258

Average List Price at Closing this month at **245,898** above the 5 yr APR average of **181,912**



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
\$75,000 and less	2.27%	52,000	0	65,950	0	0
\$75,001 - \$100,000	9.09%	90,875	99,900	96,233	0	0
\$100,001 - \$125,000	4.55%	114,950	134,900	129,500	150,000	0
\$125,001 - \$175,000	38.64%	141,876	135,225	144,289	148,000	0
\$175,001 - \$225,000	18.18%	202,313	0	204,800	0	184,900
\$225,001 - \$275,000	11.36%	244,100	0	254,000	278,133	0
\$275,001 and up	15.91%	703,314	0	450,825	0	02,490,000
Average List Price		245,898	130,086	203,387	226,480	1,337,450
Total Closed Units	100%	245,898	7	30	5	2
Total Closed Volume		10,819,500	910.60K	6.10M	1.13M	2.67M

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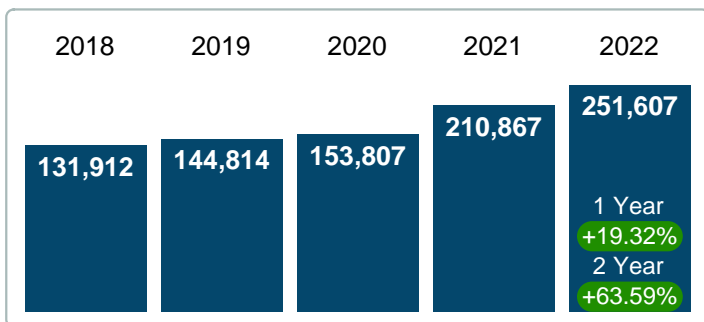
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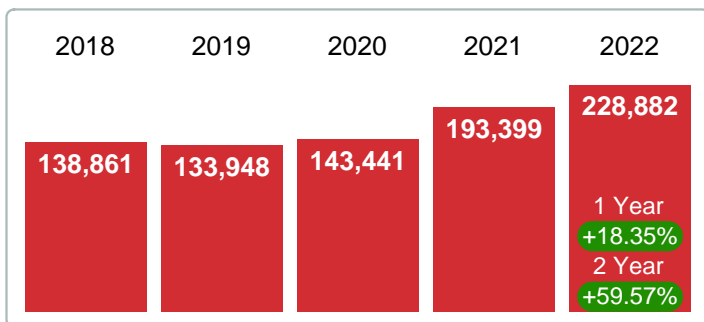
AVERAGE SOLD PRICE AT CLOSING

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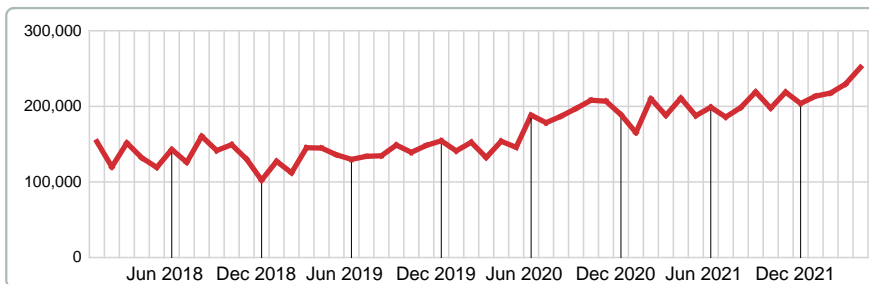
APRIL



YEAR TO DATE (YTD)

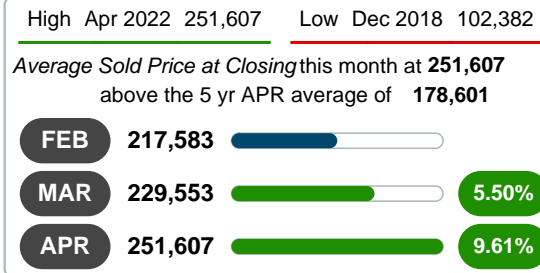


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 178,601



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
\$75,000 and less	2	4.55%	49,000	0	49,000	0	0
\$75,001 - \$100,000	4	9.09%	86,975	85,000	87,633	0	0
\$100,001 - \$125,000	4	9.09%	115,875	116,750	120,000	110,000	0
\$125,001 - \$175,000	14	31.82%	144,486	144,475	144,767	142,000	0
\$175,001 - \$225,000	8	18.18%	199,788	0	202,971	0	177,500
\$225,001 - \$275,000	7	15.91%	247,557	0	252,350	241,167	0
\$275,001 and up	5	11.36%	961,460	0	498,075	0	2,815,000
Average Sold Price			251,607	128,057	206,877	195,100	1,496,250
Total Closed Units		100%	251,607	7	30	5	2
Total Closed Volume			11,070,699	896.40K	6.21M	975.50K	2.99M

April 2022



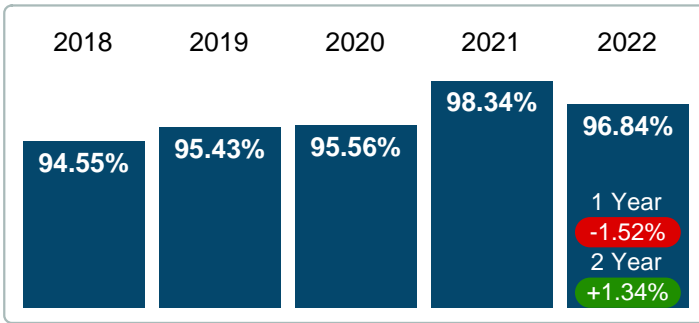
Area Delimited by County Of Cherokee - Residential Property Type



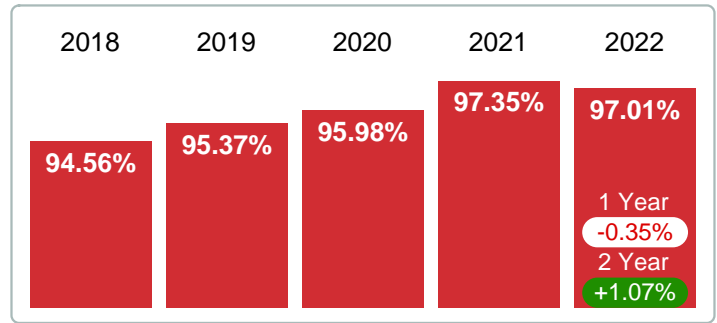
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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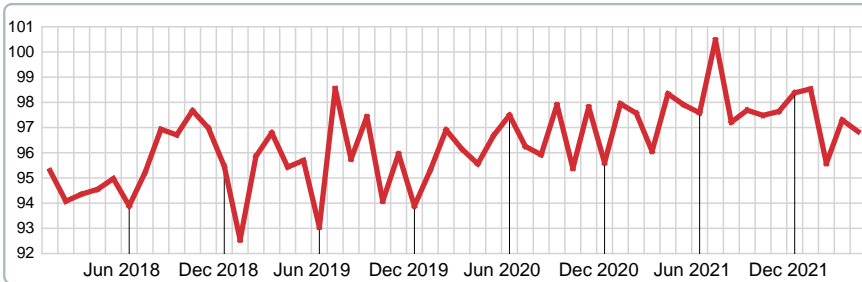
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

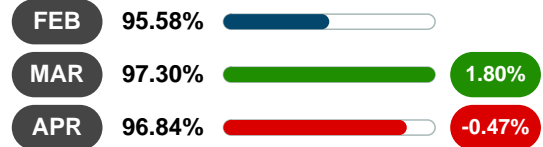


3 MONTHS

5 year APR AVG = 96.14%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **96.84%**
above the 5 yr APR average of **96.14%**



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	
\$75,000 and less	2	4.55%	72.41%	0.00%	72.41%	0.00%	0.00%	
\$75,001 - \$100,000	4	9.09%	89.57%	85.09%	91.06%	0.00%	0.00%	
\$100,001 - \$125,000	4	9.09%	84.90%	86.80%	92.66%	73.33%	0.00%	
\$125,001 - \$175,000	14	31.82%	102.00%	107.20%	100.37%	95.95%	0.00%	
\$175,001 - \$225,000	8	18.18%	98.76%	0.00%	99.16%	0.00%	96.00%	
\$225,001 - \$275,000	7	15.91%	95.23%	0.00%	99.41%	89.65%	0.00%	
\$275,001 and up	5	11.36%	106.70%	0.00%	105.11%	0.00%	113.05%	
Average Sold/List Ratio		96.80%		98.21%	97.54%	87.65%	104.53%	
Total Closed Units		44	100%	96.80%	7	30	5	2
Total Closed Volume		11,070,699			896.40K	6.21M	975.50K	2.99M

April 2022



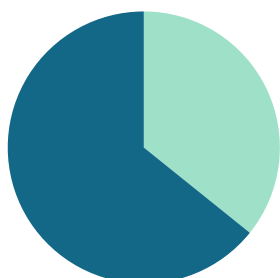
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on May 11, 2022 for MLS Technology Inc.

INVENTORY

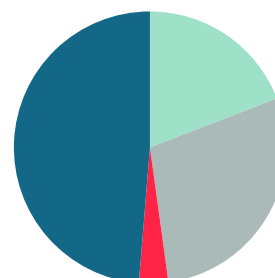


Inventory
 New Listings
78 = 35.78%
 Start Inventory
140
 Total Inventory Units
218
 Volume
\$70,636,334

Market Activity

Closed Sales
44 = 19.13%
 Pending Sales
66 = 28.70%
 Other Off Market
8 = 3.48%
 Active Inventory
112 = 48.70%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	45	44	-2.22%	166	165	-0.60%
Pending Sales	67	66	-1.49%	206	200	-2.91%
New Listings	82	78	-4.88%	235	233	-0.85%
Average List Price	216,893	245,898	13.37%	198,661	232,134	16.85%
Average Sale Price	210,867	251,607	19.32%	193,399	228,882	18.35%
Average Percent of Selling Price to List Price	98.34%	96.84%	-1.52%	97.35%	97.01%	-0.35%
Average Days on Market to Sale	34.42	32.05	-6.90%	45.99	35.01	-23.88%
Monthly Inventory	186	112	-39.78%	186	112	-39.78%
Months Supply of Inventory	3.51	2.33	-33.73%	3.51	2.33	-33.73%

Absorption: Last 12 months, an Average of **48** Sales/Month

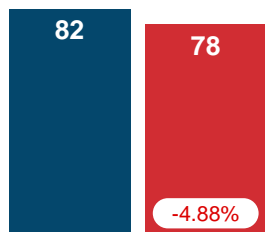
Inventory on April 30, 2022 = **112**

2021 **2022**

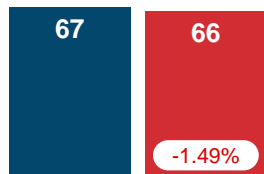
APRIL MARKET

AVERAGE PRICES

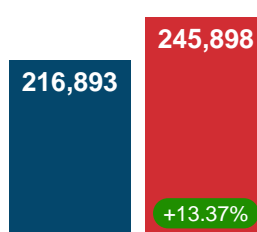
New Listings



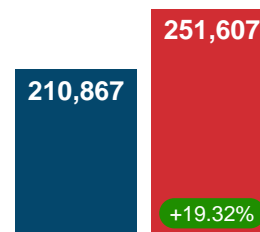
Pending Listings



List Price



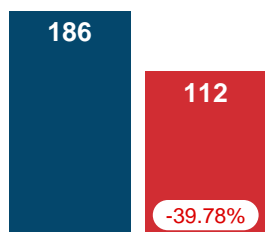
Sale Price



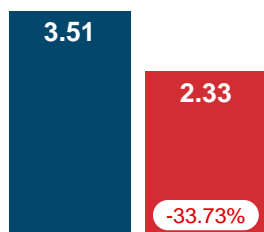
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

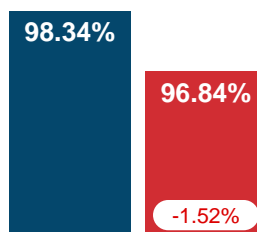
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

