

February 2022



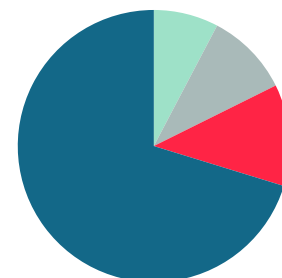
Area Delimited by County Of Cherokee



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	59	58	-1.69%
Pending Listings	46	75	63.04%
New Listings	104	174	67.31%
Median List Price	87,900	182,450	107.57%
Median Sale Price	86,250	179,000	107.54%
Median Percent of Selling Price to List Price	100.00%	97.13%	-2.87%
Median Days on Market to Sale	22.00	18.50	-15.91%
End of Month Inventory	732	529	-27.73%
Months Supply of Inventory	9.48	6.86	-27.65%



■ Closed (7.70%)
■ Pending (9.96%)
■ Other OffMarket (12.08%)
■ Active (70.25%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of February 28, 2022 = **529**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **27.73%** to 529 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **6.86** 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 **107.54%** in February 2022 to \$179,000 versus the previous year at \$86,250.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 3.50 days or **15.91%** in February 2022 compared to last year's same month at **22.00** DOM.

Sales Success for February 2022 is Positive

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

There were 174 New Listings in February 2022, up **67.31%** from last year at 104. Furthermore, there were 58 Closed Listings this month versus last year at 59, a **-1.69%** decrease.

Closed versus Listed trends yielded a **33.3%** ratio, down from previous year's, February 2021, at **56.7%**, a **41.24%** 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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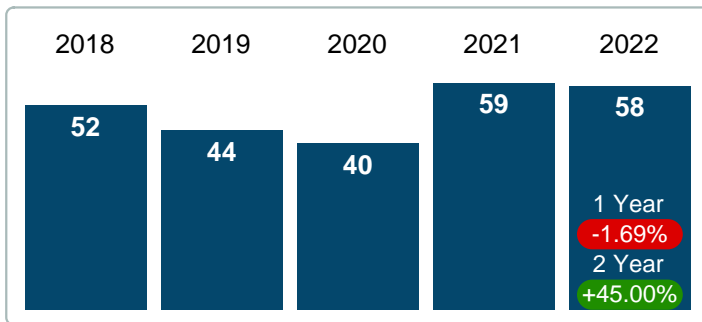
Area Delimited by County Of Cherokee



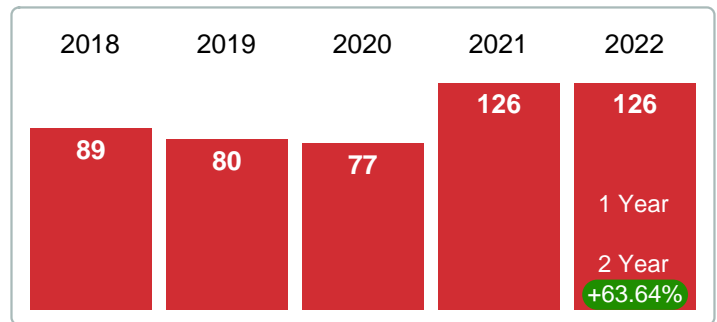
CLOSED LISTINGS

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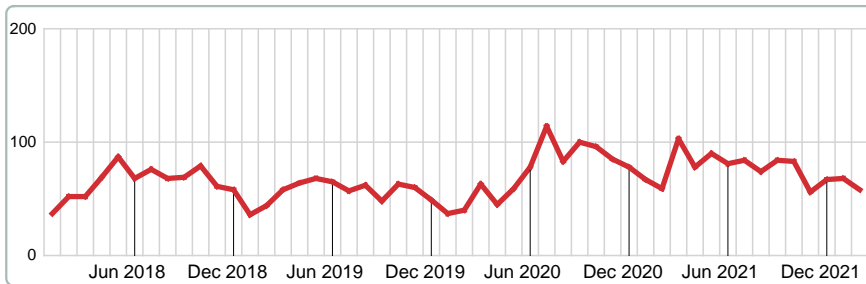
FEBRUARY



YEAR TO DATE (YTD)

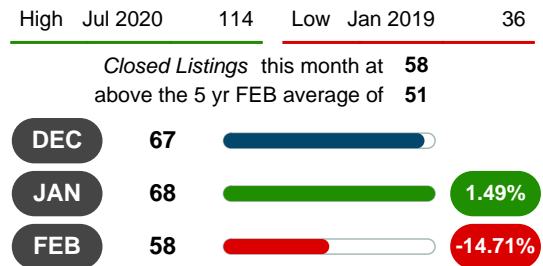


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	6.90%	2.5	4	0	0	0
\$25,001 - \$75,000	9	15.52%	48.0	6	3	0	0
\$75,001 - \$125,000	8	13.79%	7.0	3	5	0	0
\$125,001 - \$200,000	13	22.41%	17.0	3	8	1	1
\$200,001 - \$275,000	10	17.24%	18.0	1	6	2	1
\$275,001 - \$400,000	8	13.79%	30.5	1	2	4	1
\$400,001 and up	6	10.34%	65.5	2	0	3	1
Total Closed Units	58			20	24	10	4
Total Closed Volume	12,054,725	100%	18.5	3.50M	3.87M	3.49M	1.20M
Median Closed Price	\$179,000			\$76,450	\$156,000	\$338,500	\$297,500

February 2022



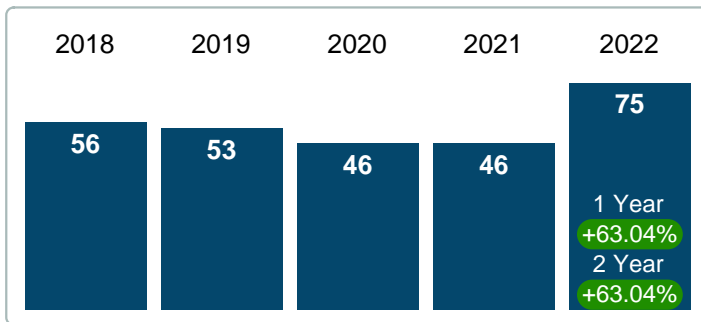
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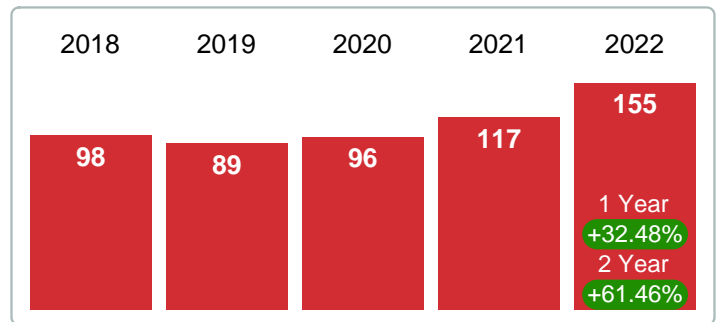
PENDING LISTINGS

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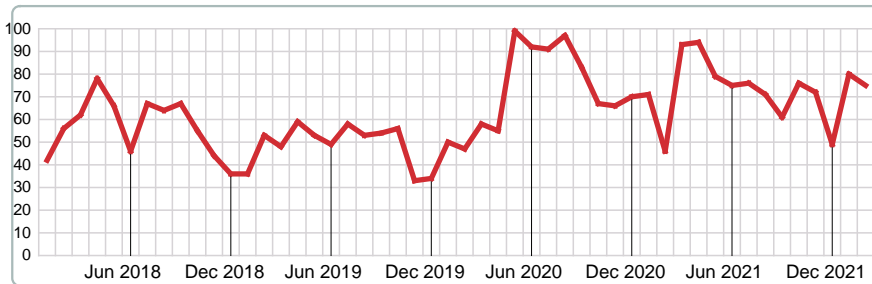
FEBRUARY



YEAR TO DATE (YTD)

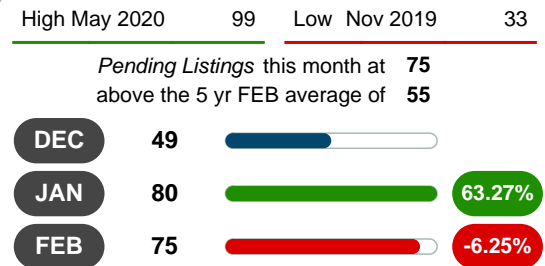


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$0 and less	0	0.00%	65.5	0	0	0	0
\$1-\$40,000	16	21.33%	1.0	16	0	0	0
\$40,001-\$80,000	10	13.33%	-1.0	10	0	0	0
\$80,001-\$170,000	19	25.33%	17.0	7	10	2	0
\$170,001-\$220,000	11	14.67%	9.0	2	8	1	0
\$220,001-\$350,000	10	13.33%	7.5	2	4	4	0
\$350,001 and up	9	12.00%	73.0	3	3	2	1
Total Pending Units	75			40	25	9	1
Total Pending Volume	13,004,074	100%	7.0	3.87M	5.33M	3.17M	639.90K
Median Listing Price	\$130,000			\$56,000	\$195,750	\$226,900	\$639,900

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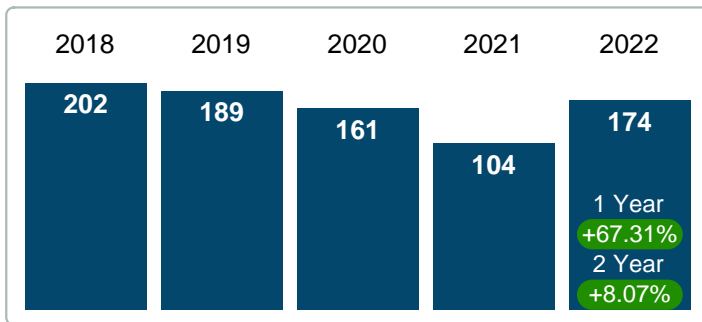
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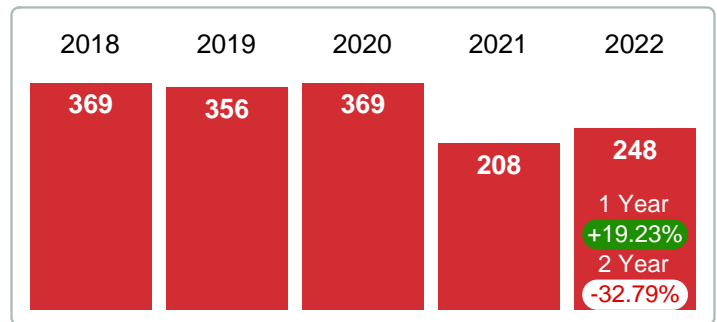
NEW LISTINGS

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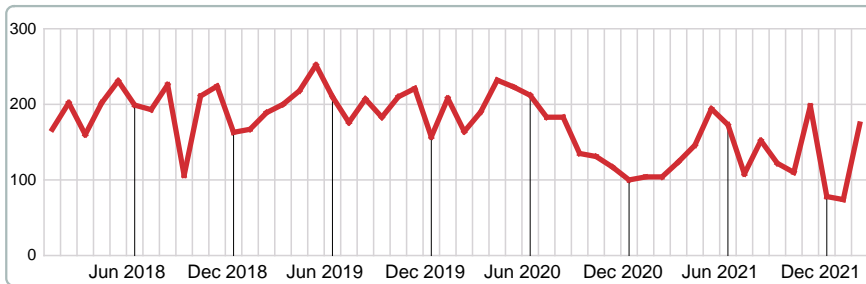
FEBRUARY



YEAR TO DATE (YTD)

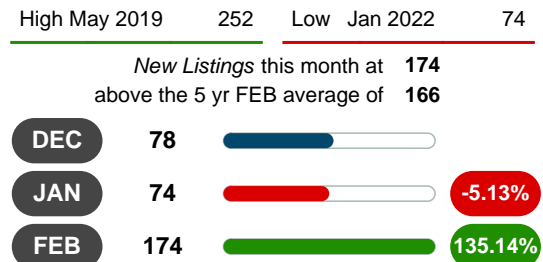


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 166



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	13	7.47%	13	0	0	0
\$10,001 - \$20,000	8	4.60%	8	0	0	0
\$20,001 - \$30,000	28	16.09%	28	0	0	0
\$30,001 - \$90,000	57	32.76%	55	2	0	0
\$90,001 - \$200,000	29	16.67%	13	13	3	0
\$200,001 - \$280,000	21	12.07%	4	13	4	0
\$280,001 and up	18	10.34%	3	6	8	1
Total New Listed Units	174		124	34	15	1
Total New Listed Volume	24,591,859	100%	7.52M	10.46M	6.17M	449.00K
Median New Listed Listing Price	\$49,900		\$33,000	\$221,200	\$350,000	\$449,000

February 2022



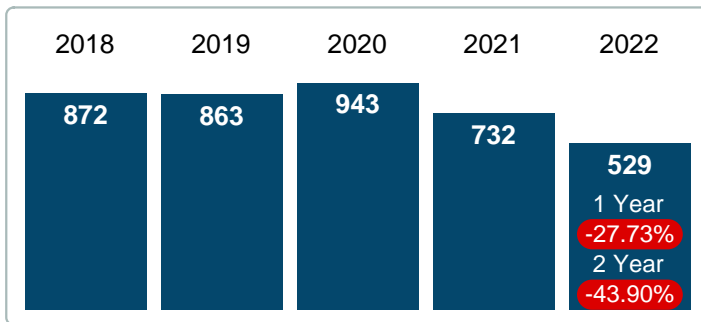
Area Delimited by County Of Cherokee



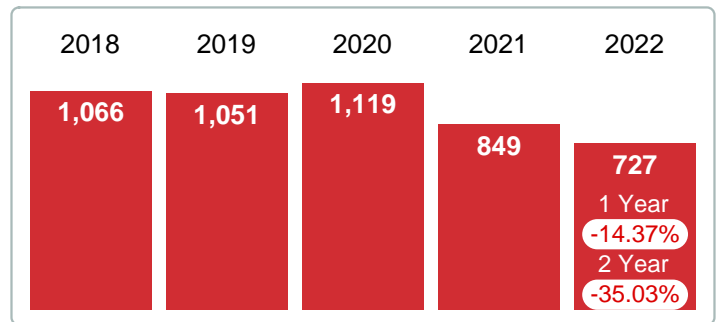
ACTIVE INVENTORY

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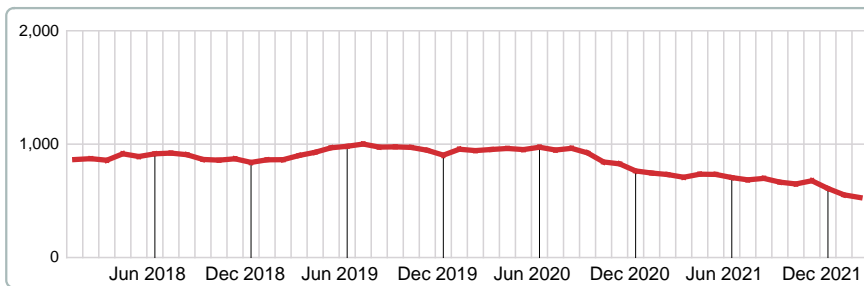
END OF FEBRUARY



ACTIVE DURING FEBRUARY

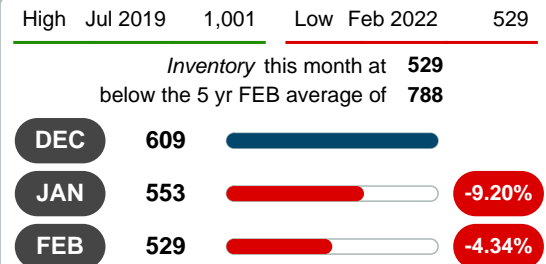


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 788



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	43	8.13%	53.0	43	0	0	0
\$20,001 - \$30,000	74	13.99%	112.5	74	0	0	0
\$30,001 - \$40,000	47	8.88%	24.0	46	1	0	0
\$40,001 - \$80,000	160	30.25%	113.5	154	6	0	0
\$80,001 - \$190,000	85	16.07%	117.0	63	14	8	0
\$190,001 - \$370,000	66	12.48%	85.5	36	24	5	1
\$370,001 and up	54	10.21%	109.0	27	10	10	7
Total Active Inventory by Units	529			443	55	23	8
Total Active Inventory by Volume	95,224,468	100%	105.0	60.14M	19.83M	8.84M	6.41M
Median Active Inventory Listing Price	\$59,900			\$55,000	\$230,000	\$275,000	\$639,500

February 2022



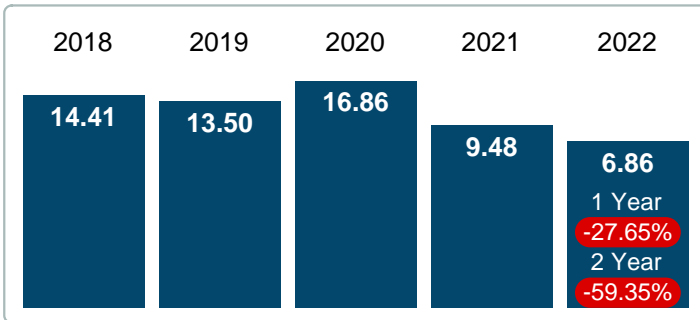
Area Delimited by County Of Cherokee



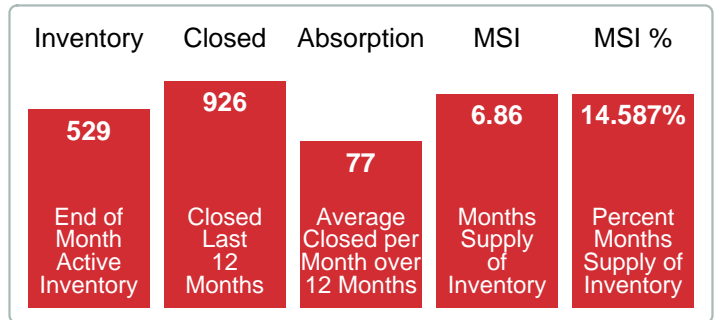
MONTHS SUPPLY of INVENTORY (MSI)

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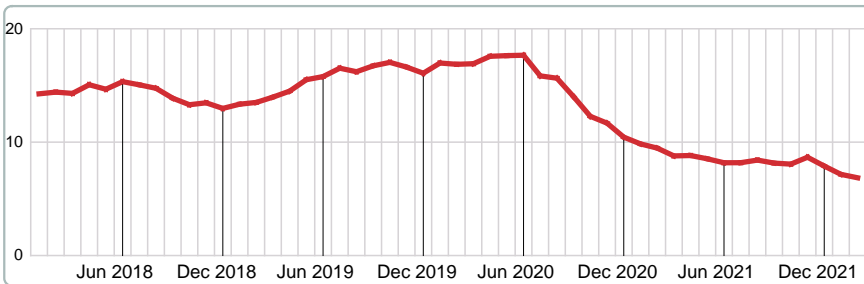
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

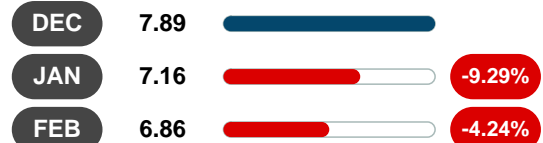


3 MONTHS

5 year FEB AVG = 12.22

High Jun 2020 17.66 Low Feb 2022 6.86

Months Supply this month at **6.86**
below the 5 yr FEB average of **12.22**



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
\$20,000 and less	43	8.13%	3.66	4.13	0.00	0.00	0.00
\$20,001 - \$30,000	74	13.99%	24.00	24.67	0.00	0.00	0.00
\$30,001 - \$40,000	47	8.88%	16.59	18.40	3.00	0.00	0.00
\$40,001 - \$80,000	160	30.25%	19.01	24.00	3.43	0.00	0.00
\$80,001 - \$190,000	85	16.07%	3.01	7.13	0.87	2.91	0.00
\$190,001 - \$370,000	66	12.48%	4.02	13.94	2.59	1.33	1.20
\$370,001 and up	54	10.21%	8.42	16.20	4.80	5.00	10.50
Market Supply of Inventory (MSI)			6.86	12.51	1.80	2.49	4.00
Total Active Inventory by Units		100%	6.86	443	55	23	8

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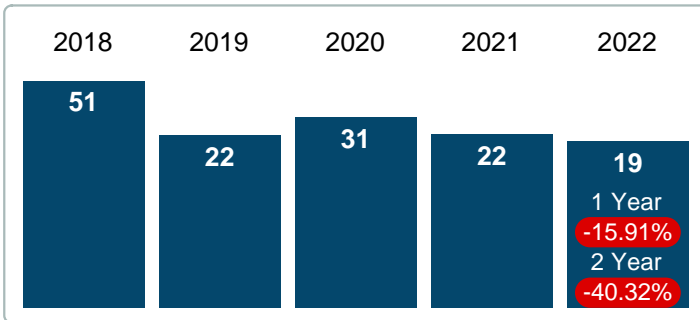
Area Delimited by County Of Cherokee



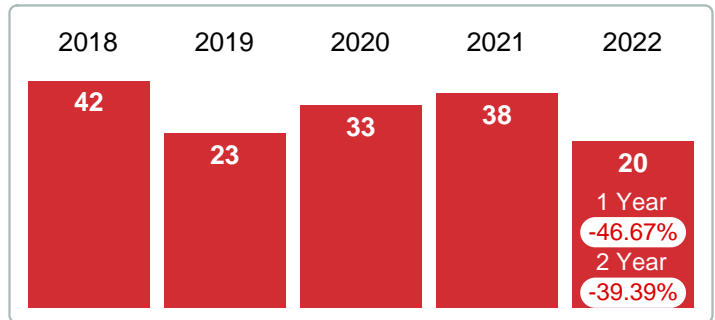
MEDIAN DAYS ON MARKET TO SALE

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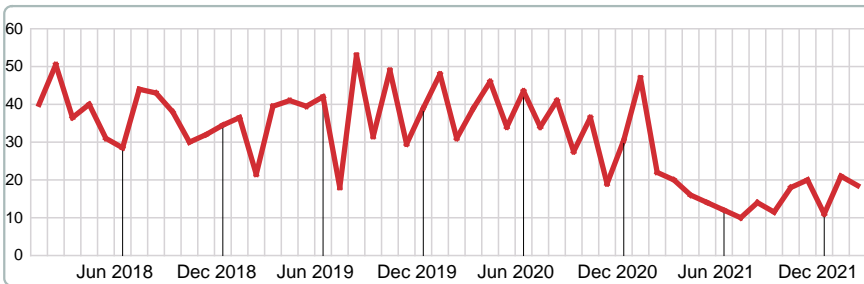
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29

High Aug 2019 53 Low Jul 2021 10

Median Days on Market to Sale this month at 19 below the 5 yr FEB average of 29



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
\$25,000 and less	6.90%	3	3	0	0	0
\$25,001 - \$75,000	15.52%	48	59	48	0	0
\$75,001 - \$125,000	13.79%	7	10	4	0	0
\$125,001 - \$200,000	22.41%	17	99	15	46	16
\$200,001 - \$275,000	17.24%	18	3	41	6	22
\$275,001 - \$400,000	13.79%	31	15	88	31	6
\$400,001 and up	10.34%	66	135	0	9	94
Median Closed DOM		19	19	24	17	19
Total Closed Units	100%	58	20	24	10	4
Total Closed Volume		12,054,725	3.50M	3.87M	3.49M	1.20M

February 2022



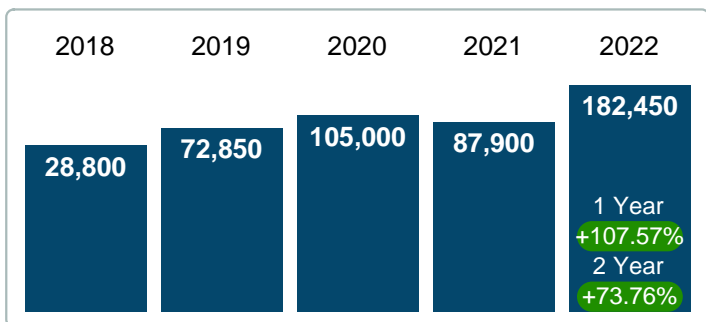
Area Delimited by County Of Cherokee



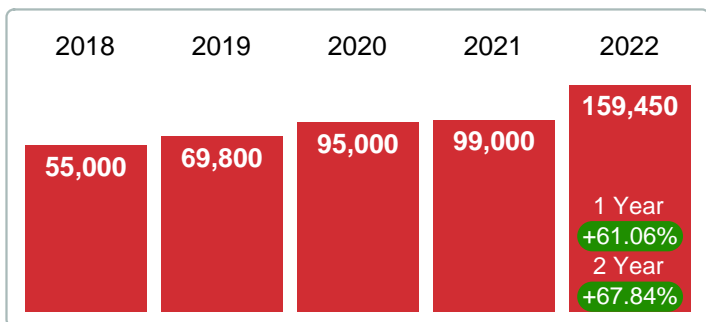
MEDIAN LIST PRICE AT CLOSING

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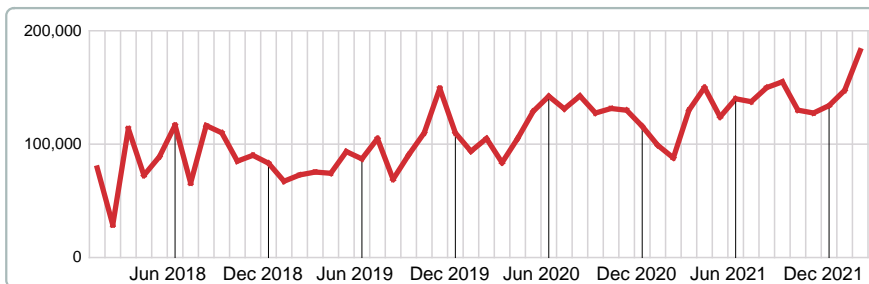
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

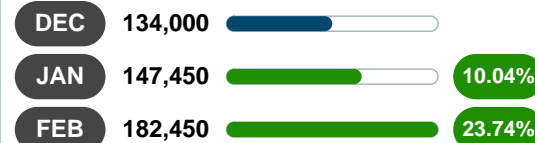


3 MONTHS

5 year FEB AVG = 95,400

High Feb 2022 182,450 Low Feb 2018 28,800

Median List Price at Closing this month at **182,450** above the 5 yr FEB average of **95,400**



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
\$25,000 and less	6.90%	8,513	8,513	0	0	0
\$25,001 - \$75,000	13.79%	53,450	69,000	42,000	0	0
\$75,001 - \$125,000	15.52%	110,000	88,750	110,000	0	0
\$125,001 - \$200,000	22.41%	169,900	185,000	158,900	179,900	195,000
\$200,001 - \$275,000	15.52%	245,000	0	232,250	239,950	250,000
\$275,001 - \$400,000	15.52%	315,000	302,450	292,450	333,500	374,500
\$400,001 and up	10.34%	652,500	1,022,875	0	474,000	429,900
Median List Price		182,450	79,250	158,900	333,500	312,250
Total Closed Units	100%	182,450	20	24	10	4
Total Closed Volume		12,914,173	3.87M	4.01M	3.78M	1.25M

February 2022



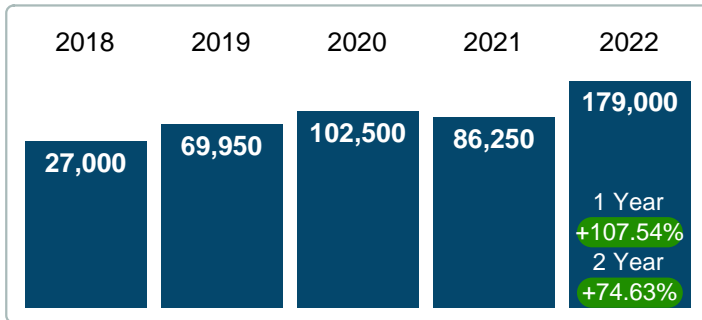
Area Delimited by County Of Cherokee



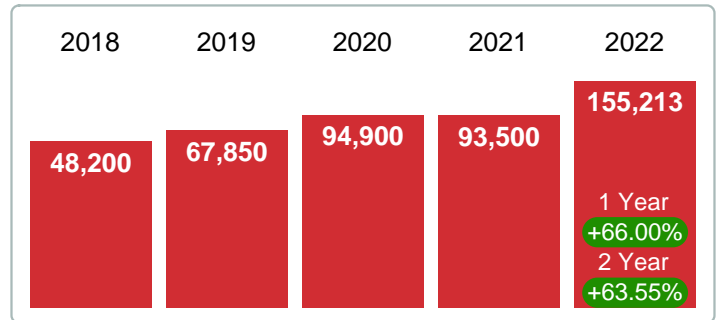
MEDIAN SOLD PRICE AT CLOSING

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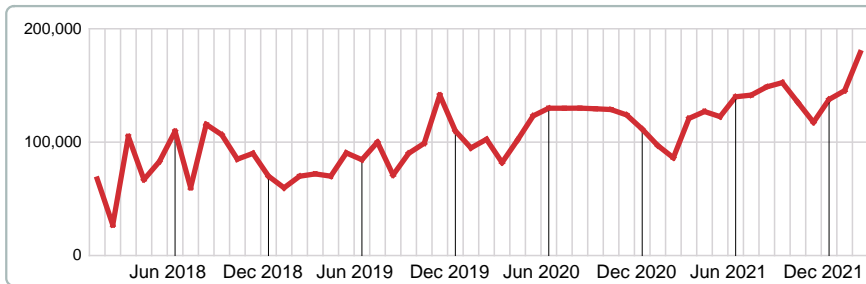
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

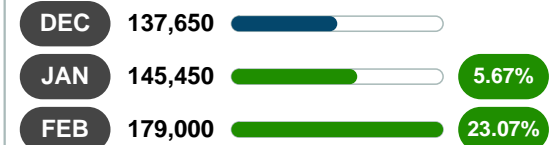


3 MONTHS

5 year FEB AVG = 92,940

High Feb 2022 179,000 Low Feb 2018 27,000

Median Sold Price at Closing this month at **179,000**
above the 5 yr FEB average of **92,940**



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
\$25,000 and less	6.90%	8,513	8,513	0	0	0
\$25,001 - \$75,000	15.52%	60,000	62,500	35,000	0	0
\$75,001 - \$125,000	13.79%	100,425	92,000	108,850	0	0
\$125,001 - \$200,000	22.41%	169,900	180,000	156,000	178,000	195,000
\$200,001 - \$275,000	17.24%	226,500	237,500	220,000	221,500	235,000
\$275,001 - \$400,000	13.79%	313,000	306,000	281,000	338,500	360,000
\$400,001 and up	10.34%	530,000	901,250	0	460,000	405,000
Median Sold Price		179,000	76,450	156,000	338,500	297,500
Total Closed Units	100%	179,000	20	24	10	4
Total Closed Volume		12,054,725	3.50M	3.87M	3.49M	1.20M

February 2022



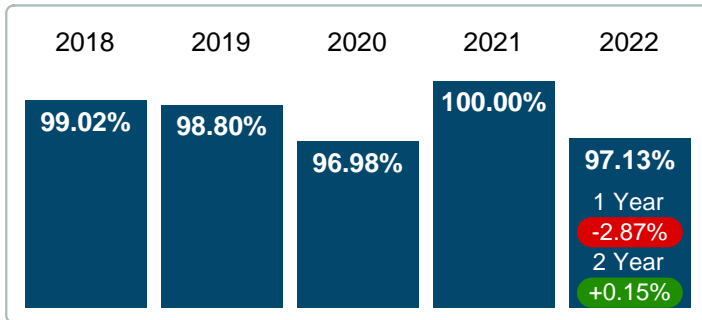
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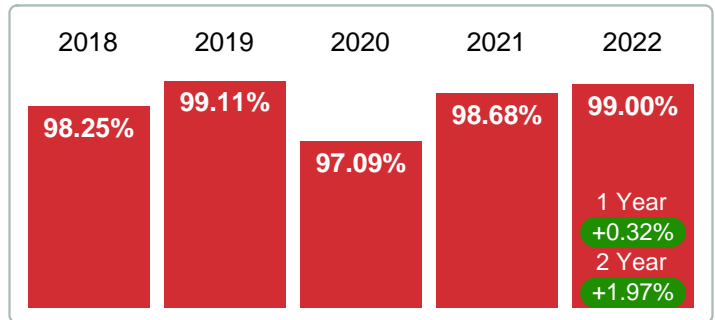
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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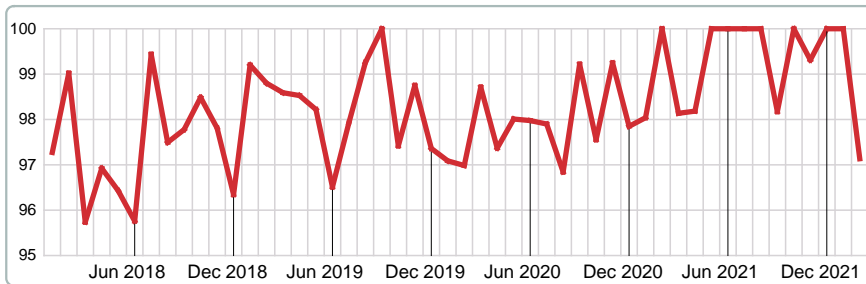
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

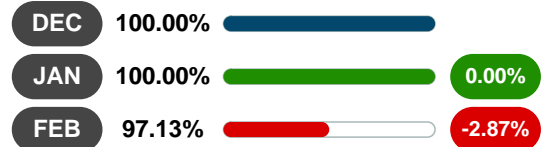


3 MONTHS

5 year FEB AVG = 98.39%

High Jan 2022 100.00% Low Mar 2018 95.74%

Median Sold/List Ratio this month at **97.13%**
 below the 5 yr FEB average of **98.39%**



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
\$25,000 and less	4	6.90%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	9	15.52%	90.91%	92.12%	83.33%	0.00%	0.00%
\$75,001 - \$125,000	8	13.79%	99.60%	101.67%	99.20%	0.00%	0.00%
\$125,001 - \$200,000	13	22.41%	100.00%	91.03%	100.00%	98.94%	100.00%
\$200,001 - \$275,000	10	17.24%	95.63%	84.85%	97.35%	92.67%	94.00%
\$275,001 - \$400,000	8	13.79%	98.06%	94.15%	96.18%	100.71%	96.13%
\$400,001 and up	6	10.34%	95.63%	89.39%	0.00%	97.05%	94.21%
Median Sold/List Ratio		97.13%		95.52%	98.46%	99.47%	95.17%
Total Closed Units		58	100%	20	24	10	4
Total Closed Volume		12,054,725		3.50M	3.87M	3.49M	1.20M

February 2022

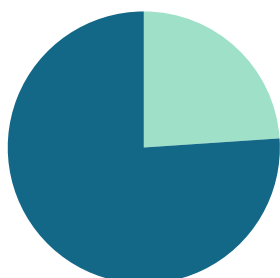
Area Delimited by County Of Cherokee



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

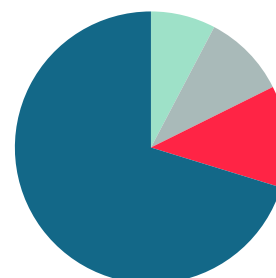


Inventory
 New Listings
174 = 23.93%
 Start Inventory
553
 Total Inventory Units
727
 Volume
\$132,575,661

Market Activity

Closed Sales
58 = 7.70%
 Pending Sales
75 = 9.96%
 Other Off Market
91 = 12.08%
 Active Inventory
529 = 70.25%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	59	58	-1.69%	126	126	0.00%
Pending Sales	46	75	63.04%	117	155	32.48%
New Listings	104	174	67.31%	208	248	19.23%
Median List Price	87,900	182,450	107.57%	99,000	159,450	61.06%
Median Sale Price	86,250	179,000	107.54%	93,500	155,213	66.00%
Median Percent of Selling Price to List Price	100.00%	97.13%	-2.87%	98.68%	99.00%	0.32%
Median Days on Market to Sale	22.00	18.50	-15.91%	37.50	20.00	-46.67%
Monthly Inventory	732	529	-27.73%	732	529	-27.73%
Months Supply of Inventory	9.48	6.86	-27.65%	9.48	6.86	-27.65%

Absorption: Last 12 months, an Average of **77** Sales/Month

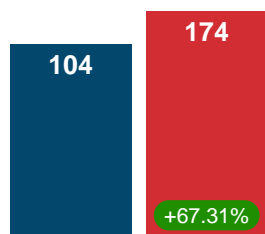
Inventory on February 28, 2022 = **529**

2021 **2022**

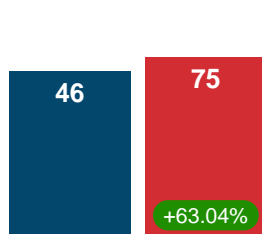
FEBRUARY MARKET

MEDIAN PRICES

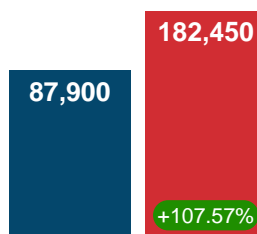
New Listings



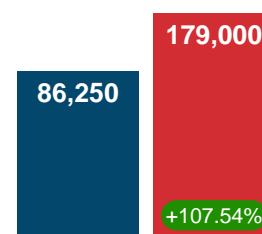
Pending Listings



List Price



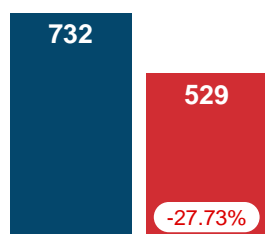
Sale Price



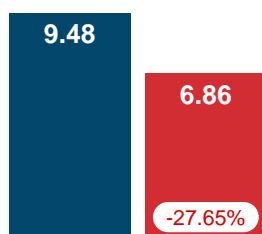
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

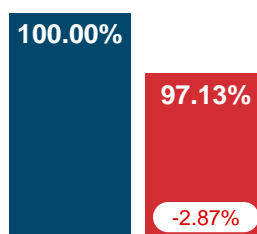
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

