

March 2022



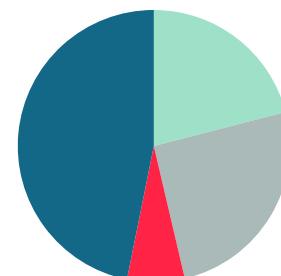
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	56	43	-23.21%
Pending Listings	62	52	-16.13%
New Listings	61	67	9.84%
Median List Price	175,950	204,900	16.45%
Median Sale Price	169,250	205,000	21.12%
Median Percent of Selling Price to List Price	97.91%	99.53%	1.66%
Median Days on Market to Sale	16.50	19.00	15.15%
End of Month Inventory	164	96	-41.46%
Months Supply of Inventory	3.18	1.99	-37.31%



■ Closed (20.98%)
■ Pending (25.37%)
■ Other OffMarket (6.83%)
■ Active (46.83%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of March 31, 2022 = **96**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **41.46%** to 96 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 **1.99** 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 **21.12%** in March 2022 to \$205,000 versus the previous year at \$169,250.

Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 2.50 days or **15.15%** in March 2022 compared to last year's same month at **16.50** DOM.

Sales Success for March 2022 is Positive

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

There were 67 New Listings in March 2022, up **9.84%** from last year at 61. Furthermore, there were 43 Closed Listings this month versus last year at 56, a **-23.21%** decrease.

Closed versus Listed trends yielded a **64.2%** ratio, down from previous year's, March 2021, at **91.8%**, a **30.09%** downswing. This will certainly create pressure on a decreasing Monthly 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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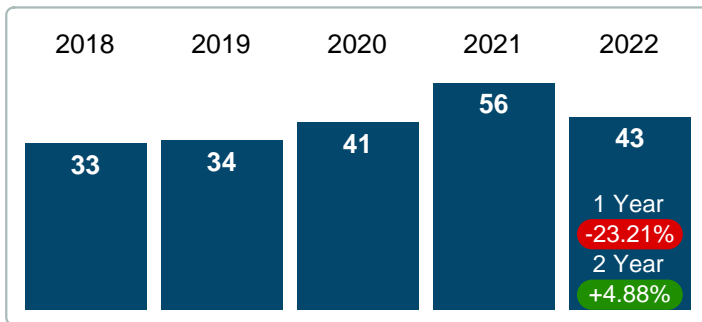
Area Delimited by County Of Cherokee - Residential Property Type



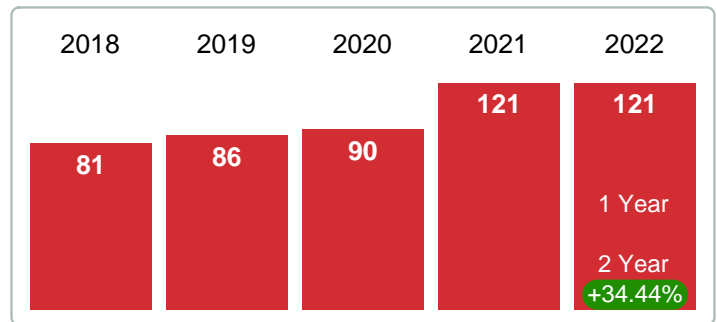
CLOSED LISTINGS

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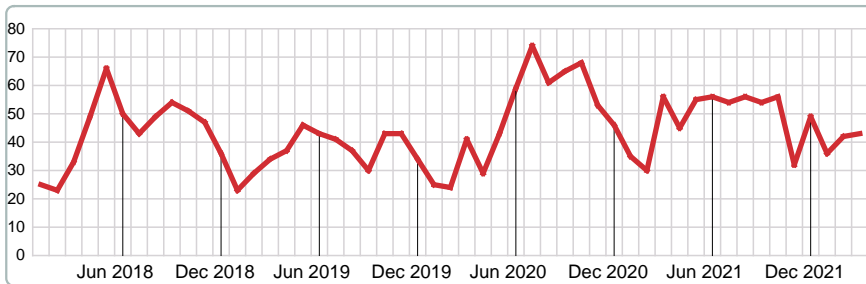
MARCH



YEAR TO DATE (YTD)

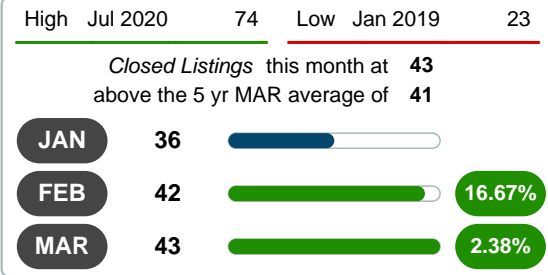


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.65%	97.0	1	1	0	0
\$75,001 - \$100,000	5	11.63%	34.0	3	2	0	0
\$100,001 - \$150,000	8	18.60%	41.5	4	3	1	0
\$150,001 - \$200,000	5	11.63%	40.0	0	3	2	0
\$200,001 - \$250,000	12	27.91%	9.0	0	9	3	0
\$250,001 - \$375,000	7	16.28%	4.0	0	4	2	1
\$375,001 and up	4	9.30%	31.0	1	1	2	0
Total Closed Units	43			9	23	10	1
Total Closed Volume	9,870,772	100%	19.0	1.22M	5.22M	3.16M	278.00K
Median Closed Price	\$205,000			\$110,000	\$217,000	\$231,500	\$278,000

March 2022



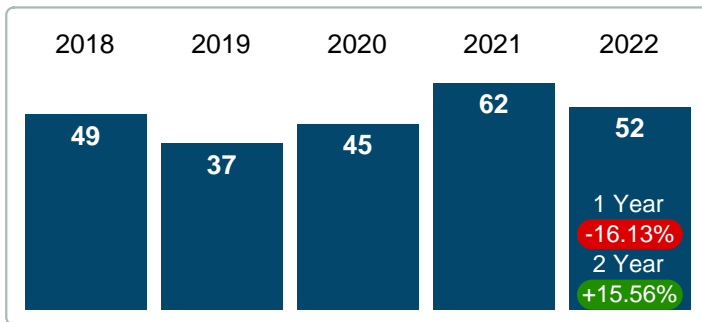
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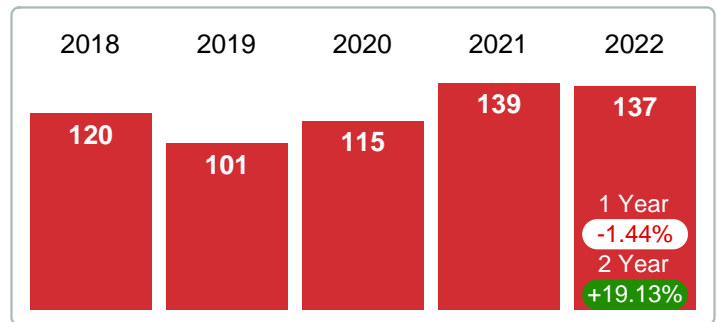
PENDING LISTINGS

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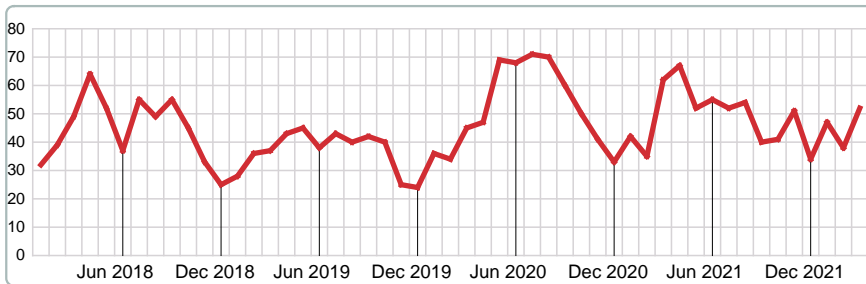
MARCH



YEAR TO DATE (YTD)

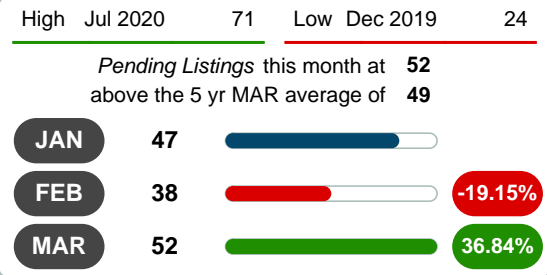


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	3.85%	8.5	1	1	0	0
\$75,001 - \$125,000	7	13.46%	6.0	4	3	0	0
\$125,001 - \$150,000	13	25.00%	10.0	3	6	3	1
\$150,001 - \$200,000	9	17.31%	7.0	2	6	1	0
\$200,001 - \$250,000	7	13.46%	10.0	0	7	0	0
\$250,001 - \$300,000	8	15.38%	17.5	0	6	2	0
\$300,001 and up	6	11.54%	6.5	0	5	0	1
Total Pending Units	52			10	34	6	2
Total Pending Volume	12,424,580	100%	10.0	1.21M	7.41M	1.16M	2.64M
Median Listing Price	\$190,000			\$123,000	\$214,900	\$157,400	\$1,319,950

March 2022



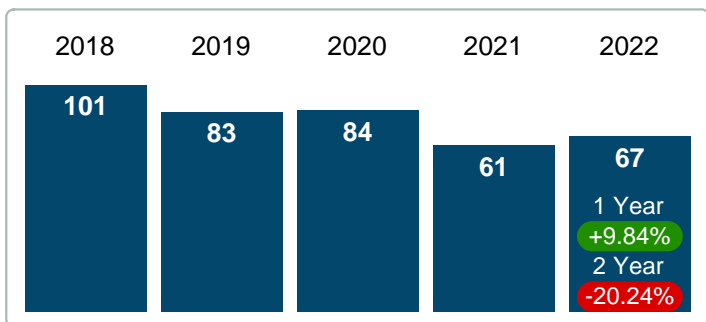
Area Delimited by County Of Cherokee - Residential Property Type



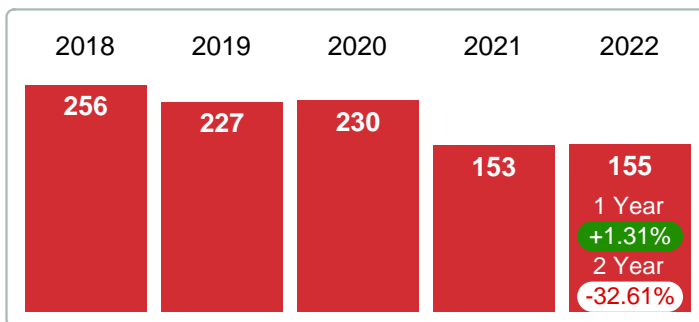
NEW LISTINGS

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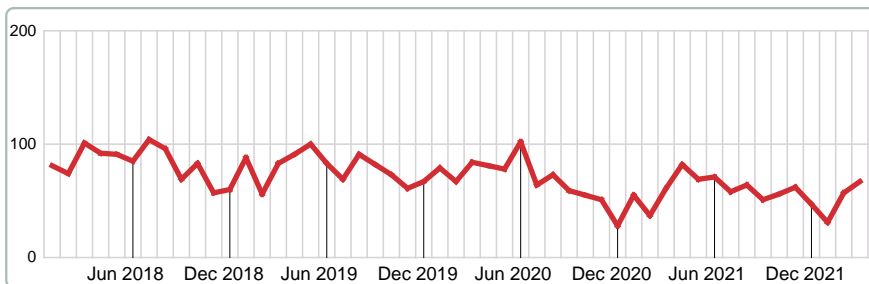
MARCH



YEAR TO DATE (YTD)

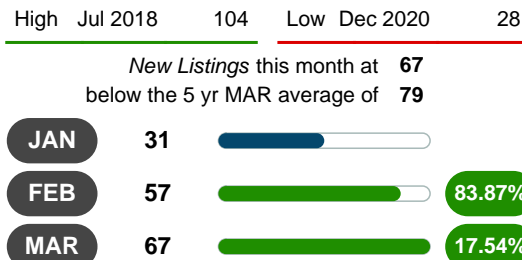


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 79



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	3	4.48%	2	1	0	0
\$75,001 - \$125,000	6	8.96%	3	3	0	0
\$125,001 - \$175,000	15	22.39%	6	6	2	1
\$175,001 - \$225,000	12	17.91%	1	10	1	0
\$225,001 - \$275,000	12	17.91%	0	10	2	0
\$275,001 - \$475,000	11	16.42%	0	6	4	1
\$475,001 and up	8	11.94%	2	3	3	0
Total New Listed Units	67		14	39	12	2
Total New Listed Volume	17,920,546	100%	3.86M	9.35M	4.20M	499.90K
Median New Listed Listing Price	\$219,900		\$146,300	\$224,900	\$293,450	\$249,950

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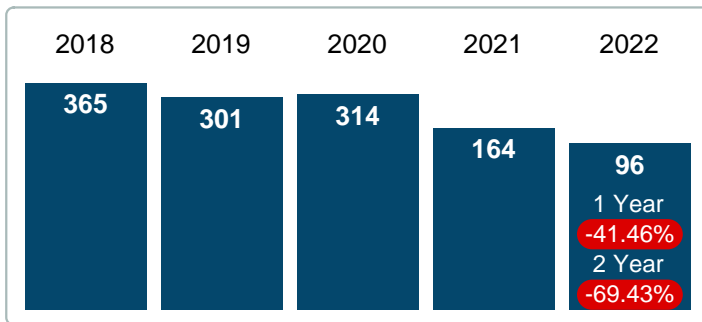
Area Delimited by County Of Cherokee - Residential Property Type



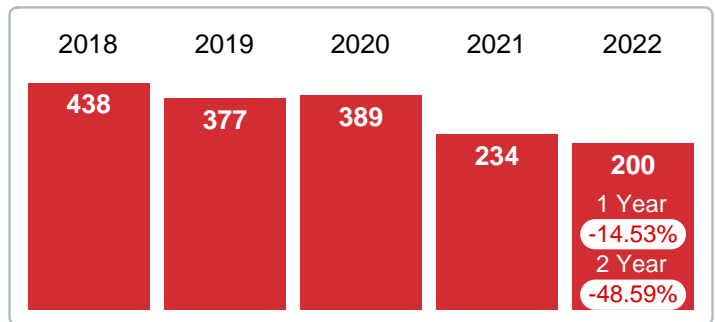
ACTIVE INVENTORY

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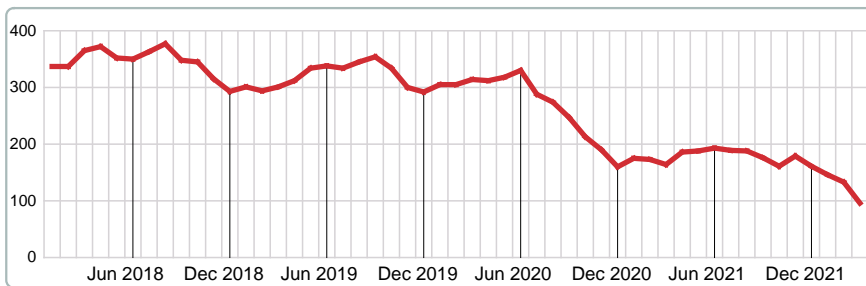
END OF MARCH



ACTIVE DURING MARCH

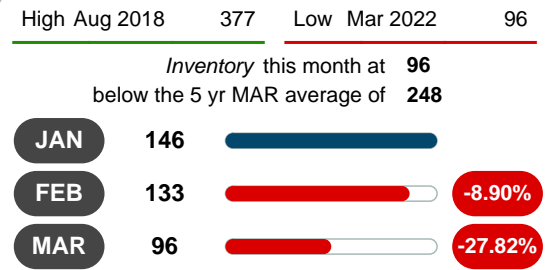


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 248



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	6.25%	61.0	1	5	0	0
\$125,001 - \$150,000	13	13.54%	44.0	7	5	1	0
\$150,001 - \$225,000	16	16.67%	43.5	1	12	2	1
\$225,001 - \$350,000	26	27.08%	42.5	2	17	6	1
\$350,001 - \$525,000	14	14.58%	51.5	2	5	6	1
\$525,001 - \$750,000	12	12.50%	163.0	1	2	5	4
\$750,001 and up	9	9.38%	122.0	1	5	2	1
Total Active Inventory by Units	96			15	51	22	8
Total Active Inventory by Volume	39,707,554	100%	49.0	5.01M	20.36M	10.02M	4.32M
Median Active Inventory Listing Price	\$269,750			\$150,000	\$239,900	\$430,185	\$587,000

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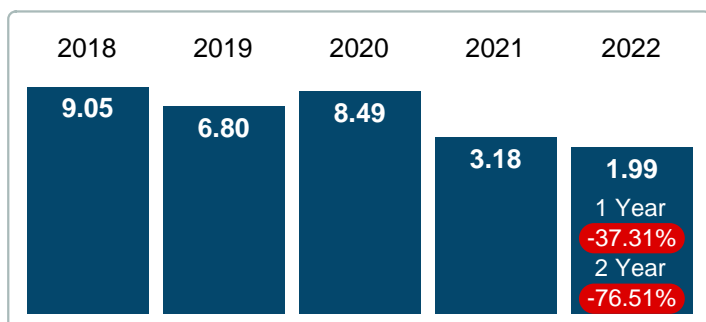
Area Delimited by County Of Cherokee - Residential Property Type



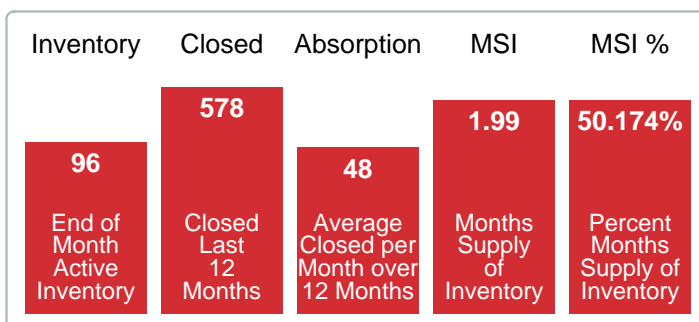
MONTHS SUPPLY of INVENTORY (MSI)

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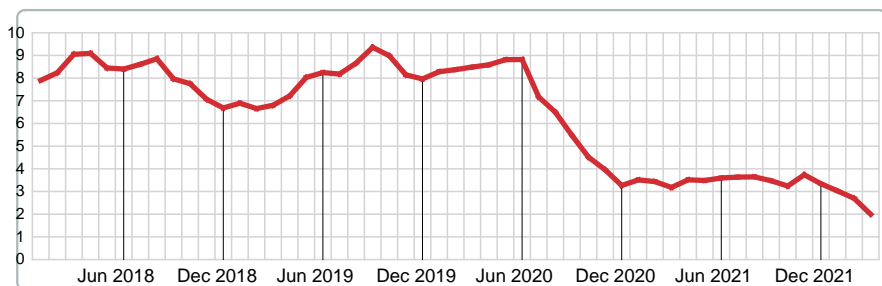
MSI FOR MARCH



INDICATORS FOR MARCH 2022

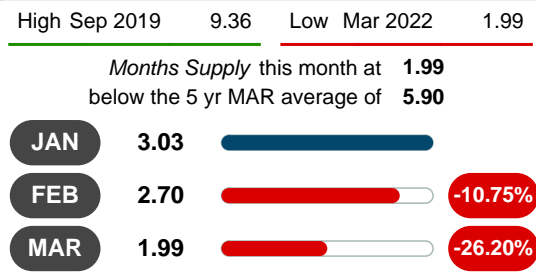


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.90



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
\$125,000 and less	6	6.25%	0.46	0.16	0.83	0.00	0.00
\$125,001 - \$150,000	13	13.54%	2.14	7.64	1.28	1.00	0.00
\$150,001 - \$225,000	16	16.67%	1.09	1.09	1.08	0.86	3.00
\$225,001 - \$350,000	26	27.08%	2.81	3.43	3.09	2.25	2.00
\$350,001 - \$525,000	14	14.58%	3.82	12.00	3.33	4.00	2.00
\$525,001 - \$750,000	12	12.50%	12.00	0.00	4.80	12.00	24.00
\$750,001 and up	9	9.38%	15.43	0.00	20.00	8.00	12.00
Market Supply of Inventory (MSI)			1.99	1.73	1.78	2.49	4.00
Total Active Inventory by Units		100%	1.99	15	51	22	8

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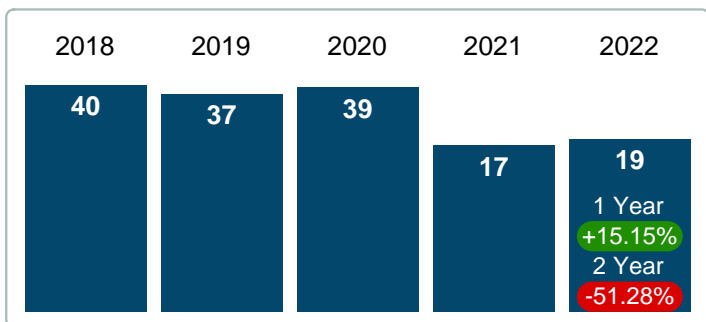
Area Delimited by County Of Cherokee - Residential Property Type



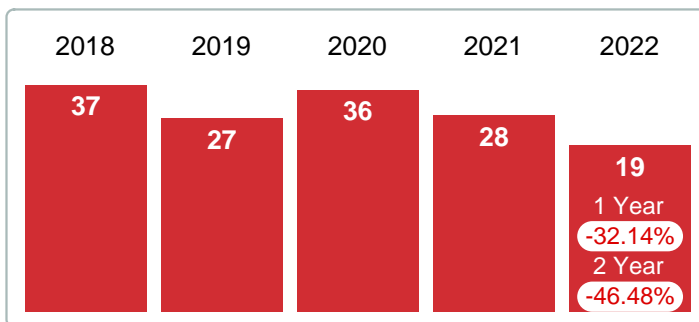
MEDIAN DAYS ON MARKET TO SALE

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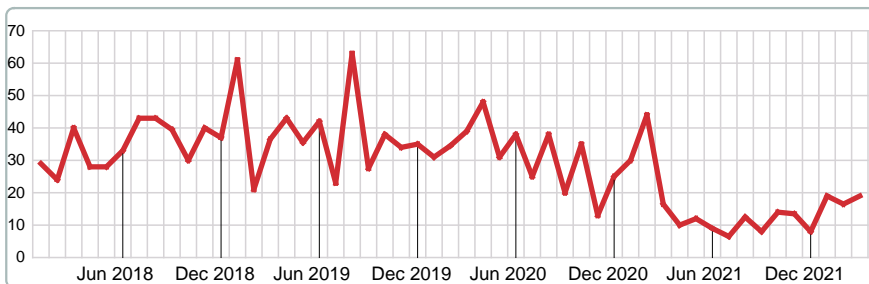
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 30

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 19 below the 5 yr MAR average of 30



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
\$75,000 and less	4.65%	97	189	5	0	0
\$75,001 - \$100,000	11.63%	34	4	73	0	0
\$100,001 - \$150,000	18.60%	42	27	53	138	0
\$150,001 - \$200,000	11.63%	40	0	40	31	0
\$200,001 - \$250,000	27.91%	9	0	9	9	0
\$250,001 - \$375,000	16.28%	4	0	6	58	4
\$375,001 and up	9.30%	31	60	2	31	0
Median Closed DOM		19	32	15	31	4
Total Closed Units	100%	43	9	23	10	1
Total Closed Volume		9,870,772	1.22M	5.22M	3.16M	278.00K

March 2022



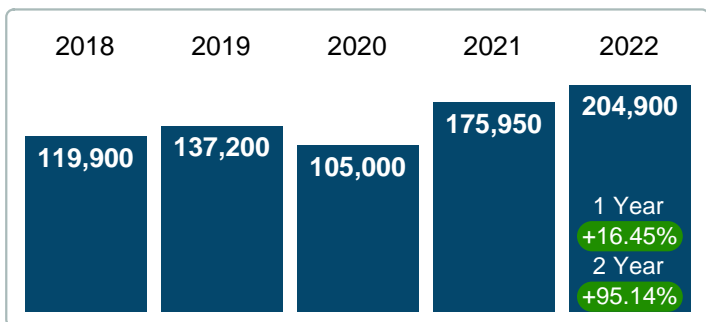
Area Delimited by County Of Cherokee - Residential Property Type



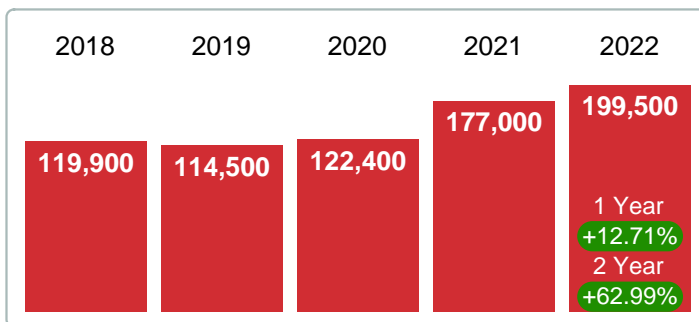
MEDIAN LIST PRICE AT CLOSING

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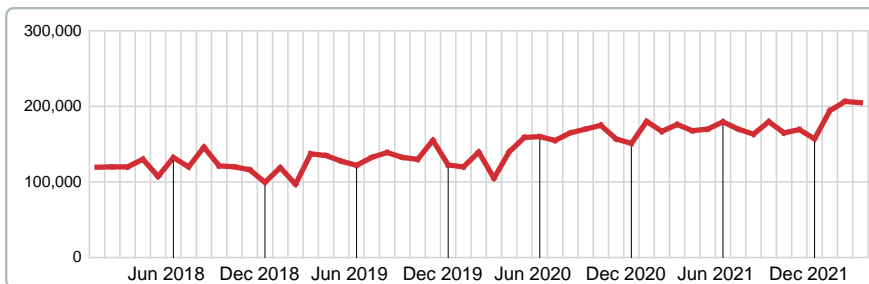
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

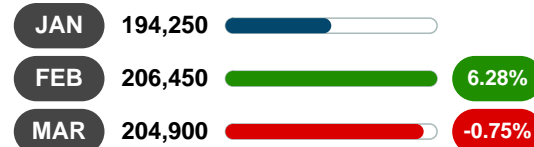


3 MONTHS

5 year MAR AVG = 148,590

High Feb 2022 206,450 Low Feb 2019 97,000

Median List Price at Closing this month at **204,900**
above the 5 yr MAR average of **148,590**



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
\$75,000 and less	4.65%	64,450	54,900	74,000	0	0
\$75,001 - \$100,000	9.30%	88,800	83,900	95,700	0	0
\$100,001 - \$150,000	20.93%	129,900	129,900	130,000	119,999	0
\$150,001 - \$200,000	13.95%	190,900	0	195,000	170,000	0
\$200,001 - \$250,000	23.26%	221,250	0	220,000	225,000	0
\$250,001 - \$375,000	18.60%	284,450	0	289,450	299,000	269,900
\$375,001 and up	9.30%	737,450	420,000	880,000	737,450	0
Median List Price		204,900	115,000	219,900	239,950	269,900
Total Closed Units	100%	204,900	9	23	10	1
Total Closed Volume		10,121,499	1.28M	5.36M	3.22M	269.90K

March 2022



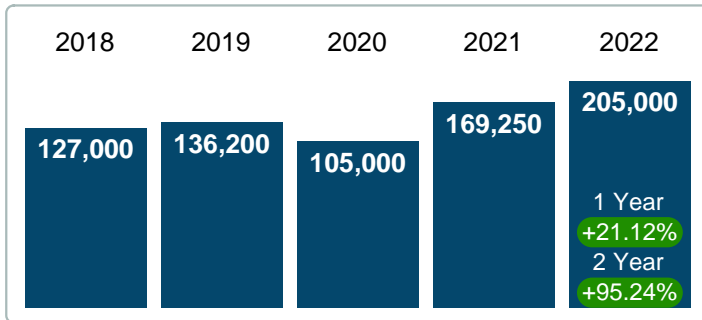
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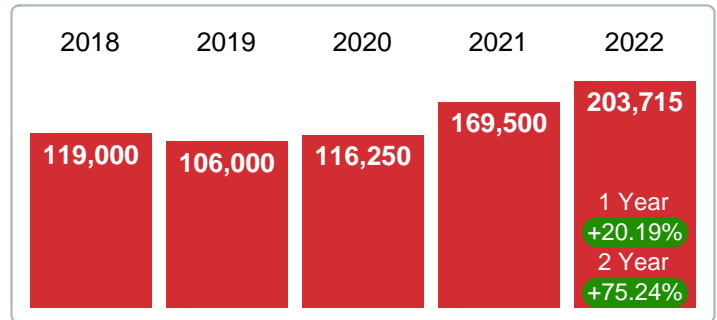
MEDIAN SOLD PRICE AT CLOSING

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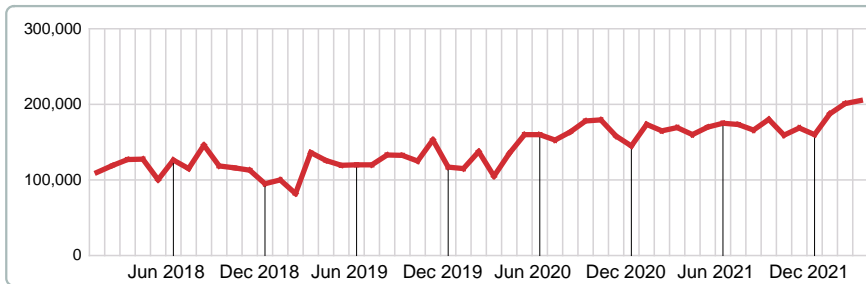
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

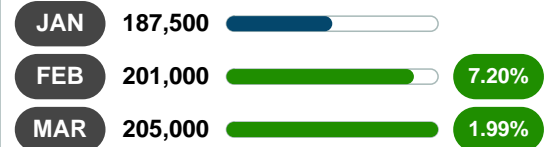


3 MONTHS

5 year MAR AVG = 148,490

High Mar 2022 205,000 Low Feb 2019 82,000

Median Sold Price at Closing this month at **205,000** above the 5 yr MAR average of **148,490**



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
\$75,000 and less	4.65%	60,000	46,000	74,000	0	0
\$75,001 - \$100,000	11.63%	85,000	84,500	89,000	0	0
\$100,001 - \$150,000	18.60%	124,750	129,250	127,000	103,000	0
\$150,001 - \$200,000	11.63%	177,500	0	186,800	168,700	0
\$200,001 - \$250,000	27.91%	222,611	0	222,222	223,000	0
\$250,001 - \$375,000	16.28%	299,900	0	288,000	309,950	278,000
\$375,001 and up	9.30%	714,950	400,000	800,000	714,950	0
Median Sold Price		205,000	110,000	217,000	231,500	278,000
Total Closed Units	100%	205,000	9	23	10	1
Total Closed Volume		9,870,772	1.22M	5.22M	3.16M	278.00K

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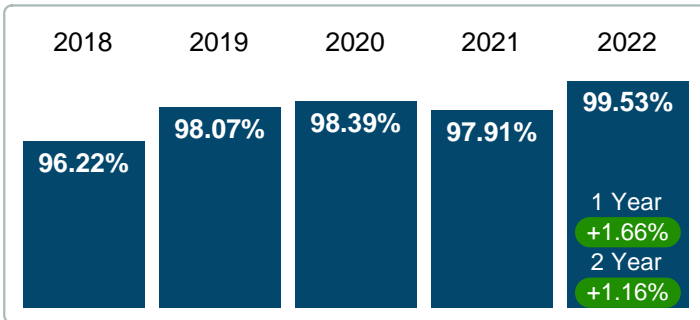
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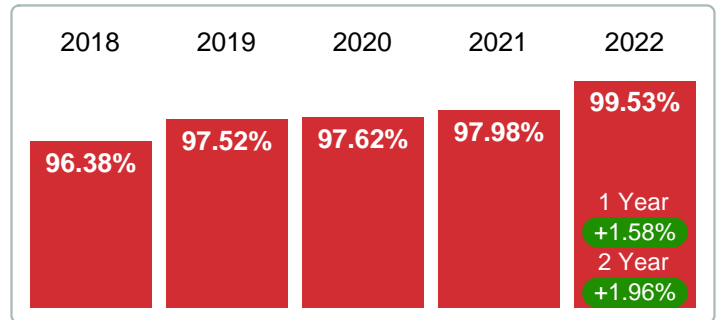
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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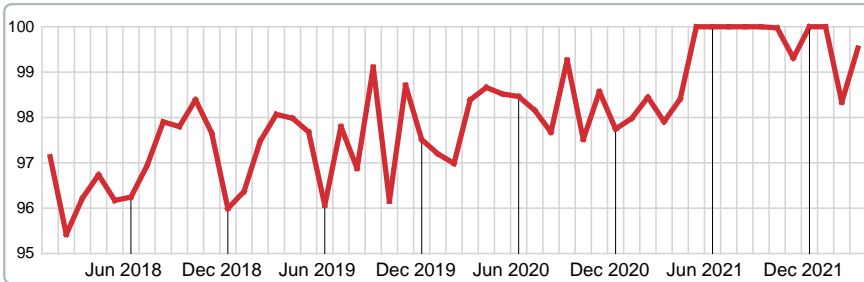
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

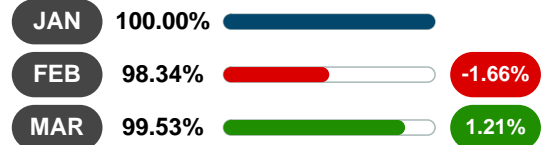


3 MONTHS

5 year MAR AVG = 98.02%

High Jan 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **99.53%**
above the 5 yr MAR average of **98.02%**



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
\$75,000 and less	2	4.65%	91.89%	83.79%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	5	11.63%	94.22%	96.50%	92.96%	0.00%	0.00%
\$100,001 - \$150,000	8	18.60%	94.94%	97.33%	94.23%	85.83%	0.00%
\$150,001 - \$200,000	5	11.63%	100.00%	0.00%	100.00%	102.21%	0.00%
\$200,001 - \$250,000	12	27.91%	100.00%	0.00%	100.00%	99.11%	0.00%
\$250,001 - \$375,000	7	16.28%	100.30%	0.00%	99.46%	100.94%	103.00%
\$375,001 and up	4	9.30%	94.29%	95.24%	90.91%	96.67%	0.00%
Median Sold/List Ratio		99.53%		95.65%	100.00%	100.00%	103.00%
Total Closed Units		43	100%	9	23	10	1
Total Closed Volume		9,870,772		1.22M	5.22M	3.16M	278.00K

March 2022



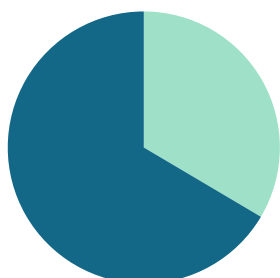
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

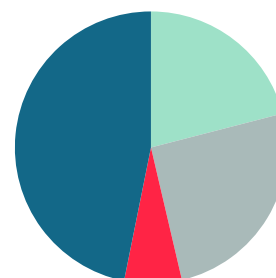


Inventory
 New Listings
67 = 33.50%
 Start Inventory
133
 Total Inventory Units
200
 Volume
\$66,514,932

Market Activity

Closed Sales
43 = 20.98%
 Pending Sales
52 = 25.37%
 Other Off Market
14 = 6.83%
 Active Inventory
96 = 46.83%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	43	-23.21%	121	121	0.00%
Pending Sales	62	52	-16.13%	139	137	-1.44%
New Listings	61	67	9.84%	153	155	1.31%
Median List Price	175,950	204,900	16.45%	177,000	199,500	12.71%
Median Sale Price	169,250	205,000	21.12%	169,500	203,715	20.19%
Median Percent of Selling Price to List Price	97.91%	99.53%	1.66%	97.98%	99.53%	1.58%
Median Days on Market to Sale	16.50	19.00	15.15%	28.00	19.00	-32.14%
Monthly Inventory	164	96	-41.46%	164	96	-41.46%
Months Supply of Inventory	3.18	1.99	-37.31%	3.18	1.99	-37.31%

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

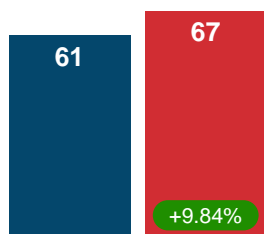
Inventory on March 31, 2022 = **96**

2021 **2022**

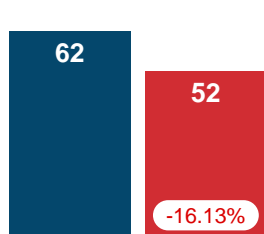
MARCH MARKET

MEDIAN PRICES

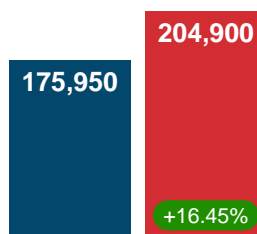
New Listings



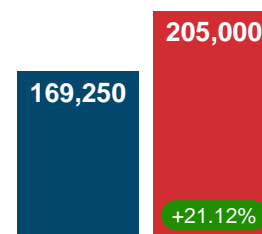
Pending Listings



List Price



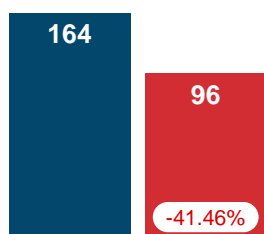
Sale Price



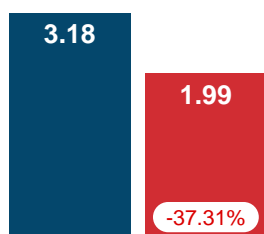
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

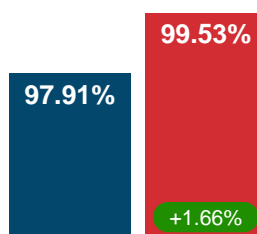
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

