

April 2021



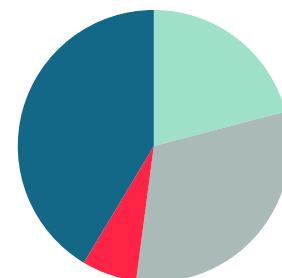
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	29	45	55.17%
Pending Listings	47	67	42.55%
New Listings	81	82	1.23%
Average List Price	157,676	216,893	37.56%
Average Sale Price	153,807	210,867	37.10%
Average Percent of Selling Price to List Price	95.56%	98.34%	2.91%
Average Days on Market to Sale	54.10	34.42	-36.38%
End of Month Inventory	238	89	-62.61%
Months Supply of Inventory	6.55	1.68	-74.32%



■ Closed (20.93%)
■ Pending (31.16%)
■ Other OffMarket (6.51%)
■ Active (41.40%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of April 30, 2021 = **89**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **62.61%** to 89 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **1.68** 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 **37.10%** in April 2021 to \$210,867 versus the previous year at \$153,807.

Average Days on Market Shortens

The average number of **34.42** days that homes spent on the market before selling decreased by 19.68 days or **36.38%** in April 2021 compared to last year's same month at **54.10** DOM.

Sales Success for April 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 82 New Listings in April 2021, up **1.23%** from last year at 81. Furthermore, there were 45 Closed Listings this month versus last year at 29, a **55.17%** increase.

Closed versus Listed trends yielded a **54.9%** ratio, up from previous year's, April 2020, at **35.8%**, a **53.28%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

April 2021



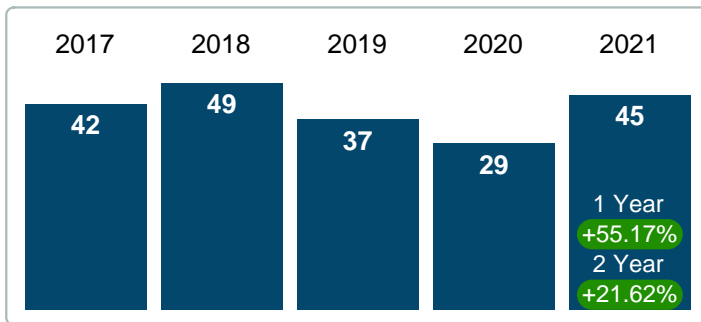
Area Delimited by County Of Cherokee - Residential Property Type



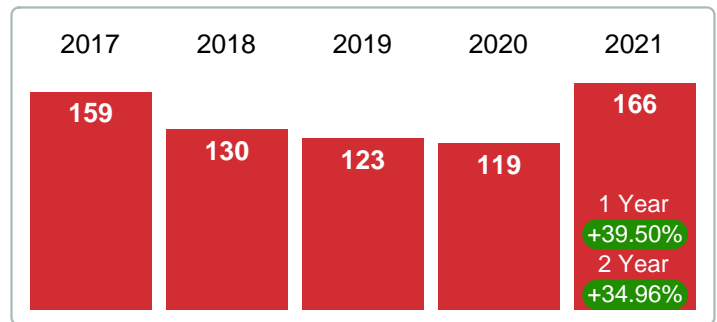
CLOSED LISTINGS

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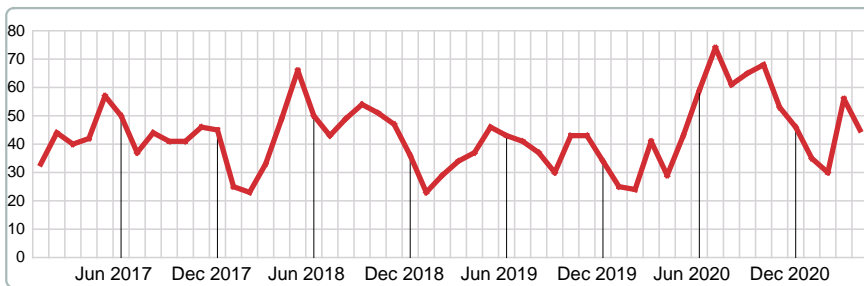
APRIL



YEAR TO DATE (YTD)

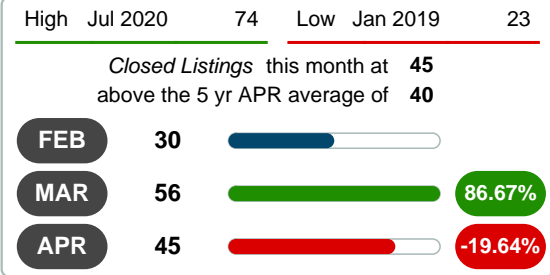


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	7	15.56%	32.6	6	1	0	0
\$100,001 - \$125,000	5	11.11%	24.2	0	5	0	0
\$125,001 - \$200,000	16	35.56%	34.1	1	12	2	1
\$200,001 - \$225,000	5	11.11%	21.0	1	4	0	0
\$225,001 - \$350,000	7	15.56%	25.0	0	5	2	0
\$350,001 and up	5	11.11%	75.0	0	2	3	0
Total Closed Units	45			8	29	7	1
Total Closed Volume	9,489,000	100%	34.4	775.60K	5.93M	2.66M	129.00K
Average Closed Price	\$210,867			\$96,950	\$204,410	\$379,500	\$129,000

April 2021



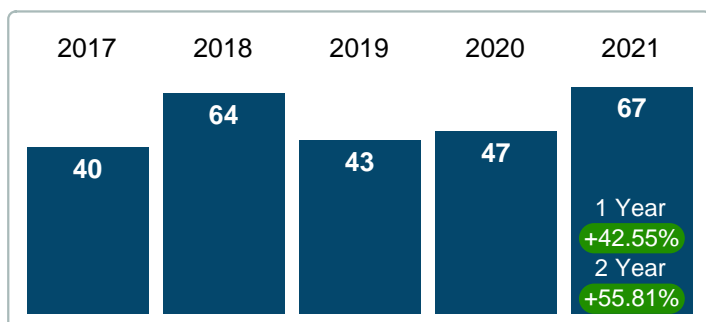
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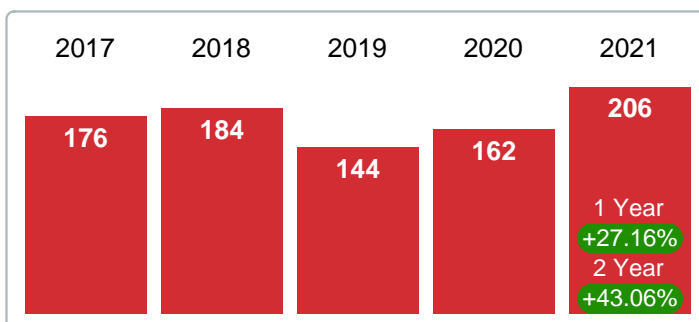
PENDING LISTINGS

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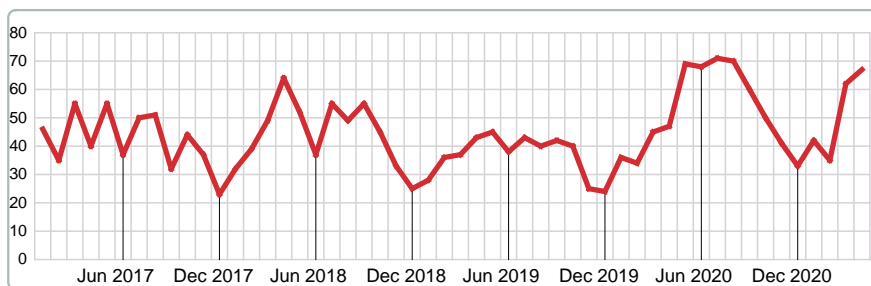
APRIL



YEAR TO DATE (YTD)

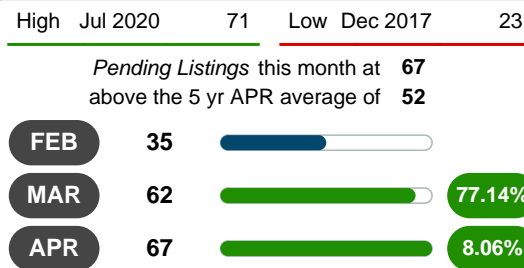


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	8.96%	29.3	4	2	0	0
\$100,001 - \$125,000	7	10.45%	52.3	3	3	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	26	38.81%	18.5	3	17	5	1
\$200,001 - \$250,000	12	17.91%	18.5	0	8	4	0
\$250,001 - \$300,000	7	10.45%	22.6	1	5	1	0
\$300,001 and up	9	13.43%	45.8	0	2	5	2
Total Pending Units	67			11	37	16	3
Total Pending Volume	13,400,600	100%	26.1	1.31M	7.04M	3.83M	1.22M
Average Listing Price	\$200,389			\$118,991	\$190,403	\$239,181	\$406,633

April 2021



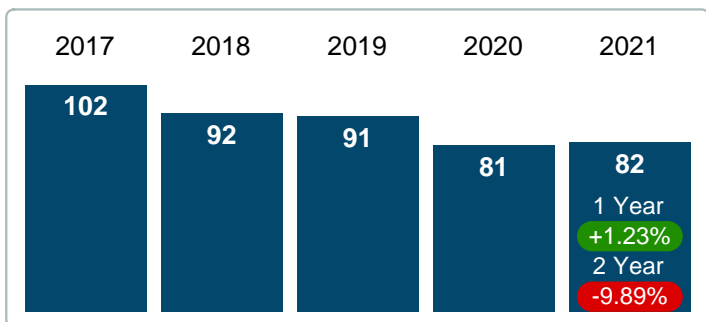
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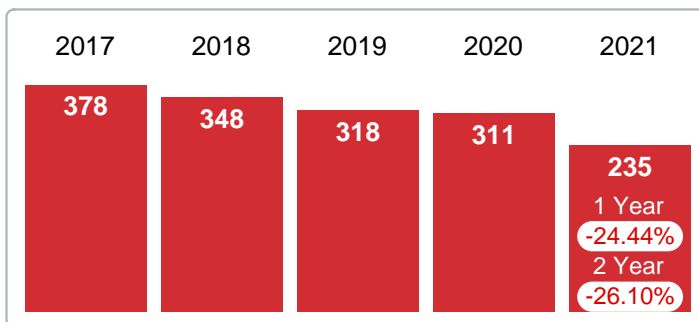
NEW LISTINGS

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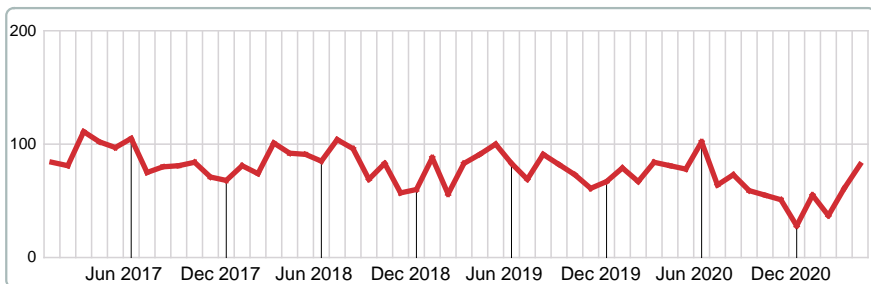
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

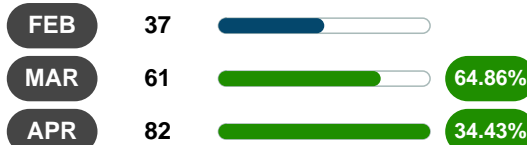


3 MONTHS

5 year APR AVG = 90

High Mar 2017 111 Low Dec 2020 28

New Listings this month at **82**
 below the 5 yr APR average of **90**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.10%	3	2	0	0
\$100,001 - \$125,000	7	8.54%	2	2	3	0
\$125,001 - \$150,000	12	14.63%	1	5	4	2
\$150,001 - \$225,000	24	29.27%	2	20	2	0
\$225,001 - \$300,000	14	17.07%	1	6	7	0
\$300,001 - \$400,000	11	13.41%	1	5	4	1
\$400,001 and up	9	10.98%	0	6	2	1
Total New Listed Units	82		10	46	22	4
Total New Listed Volume	20,509,845	100%	1.60M	12.35M	5.31M	1.24M
Average New Listed Listing Price	\$214,962		\$160,470	\$268,378	\$241,589	\$311,200

April 2021



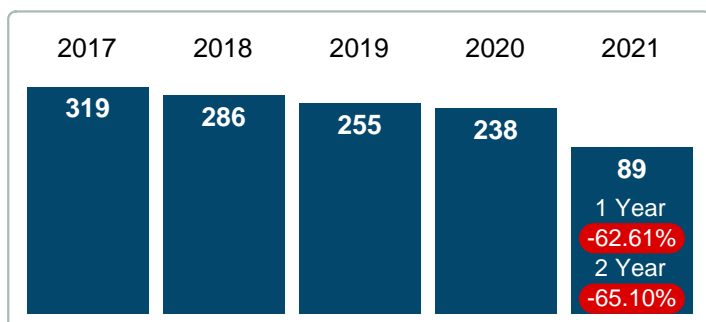
Area Delimited by County Of Cherokee - Residential Property Type



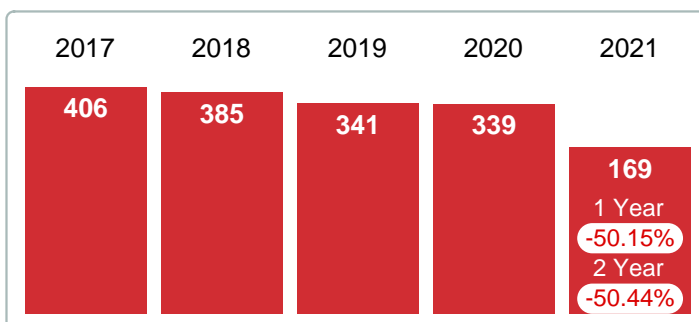
ACTIVE INVENTORY

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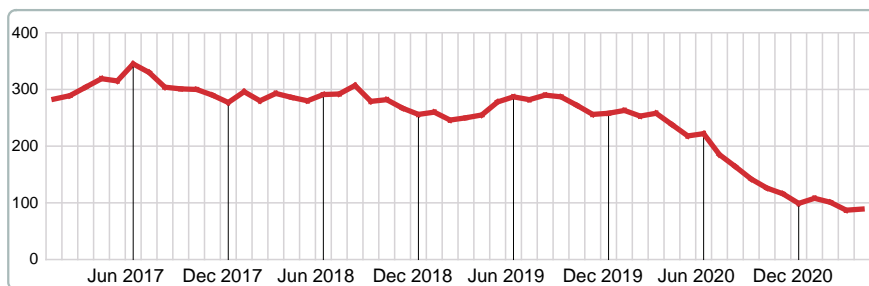
END OF APRIL



ACTIVE DURING APRIL

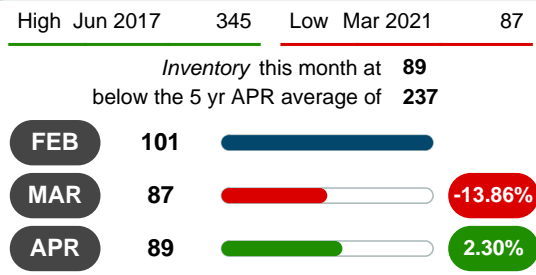


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 237



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.37%	65.7	2	1	0	0
\$50,001 - \$100,000	12	13.48%	97.3	7	4	1	0
\$100,001 - \$150,000	16	17.98%	68.1	1	9	5	1
\$150,001 - \$250,000	19	21.35%	62.5	3	12	2	2
\$250,001 - \$375,000	19	21.35%	58.2	0	11	6	2
\$375,001 - \$675,000	13	14.61%	51.0	1	7	5	0
\$675,001 and up	7	7.87%	150.0	0	4	1	2
Total Active Inventory by Units	89			14	48	20	7
Total Active Inventory by Volume	29,432,559	100%	72.6	1.68M	16.82M	6.00M	4.94M
Average Active Inventory Listing Price	\$330,703			\$119,964	\$350,375	\$299,773	\$705,657

April 2021



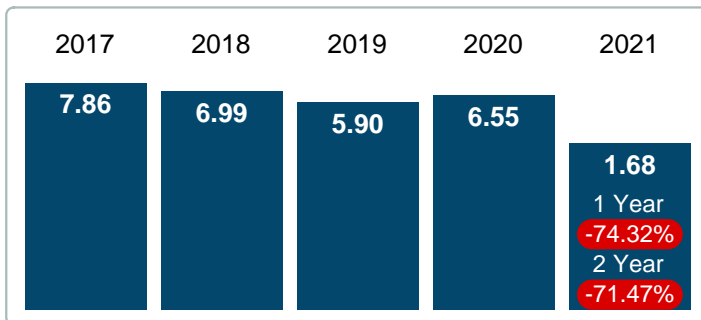
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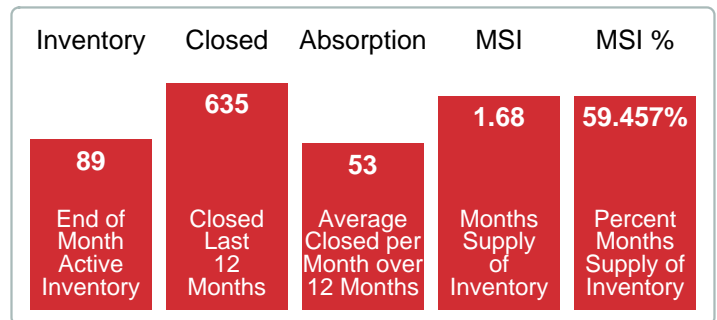
MONTHS SUPPLY of INVENTORY (MSI)

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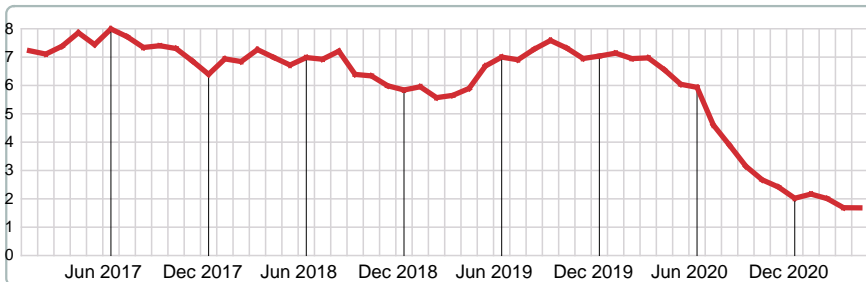
MSI FOR APRIL



INDICATORS FOR APRIL 2021

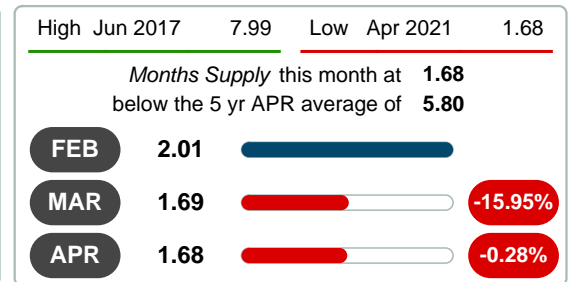


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.80



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
\$50,000 and less	3	3.37%	1.09	1.20	1.00	0.00	0.00
\$50,001 - \$100,000	12	13.48%	1.50	2.15	1.09	1.00	0.00
\$100,001 - \$150,000	16	17.98%	1.25	0.57	0.95	4.00	3.00
\$150,001 - \$250,000	19	21.35%	0.99	3.00	0.84	0.56	4.80
\$250,001 - \$375,000	19	21.35%	3.35	0.00	4.00	3.13	2.67
\$375,001 - \$675,000	13	14.61%	3.25	3.00	4.00	3.75	0.00
\$675,001 and up	7	7.87%	16.80	0.00	24.00	4.00	0.00
Market Supply of Inventory (MSI)			1.68	1.70	1.45	2.12	3.23
Total Active Inventory by Units		100%	1.68	14	48	20	7

April 2021



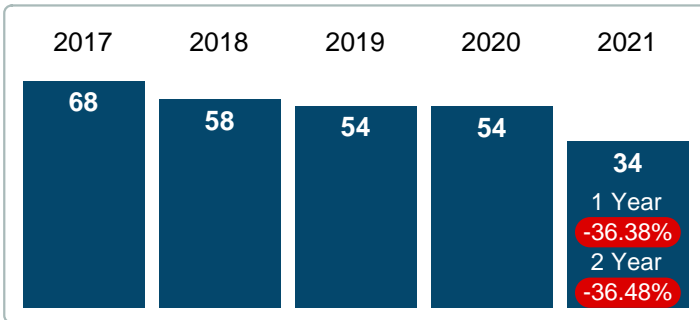
Area Delimited by County Of Cherokee - Residential Property Type



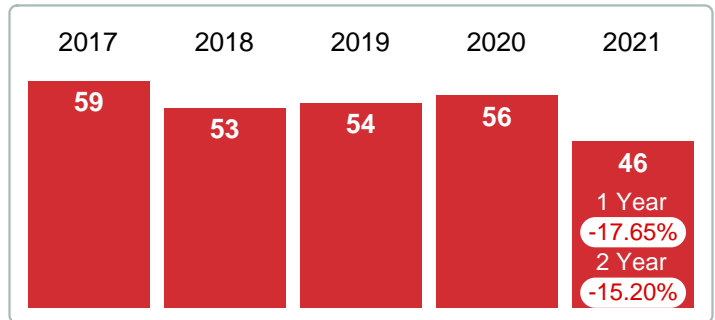
AVERAGE DAYS ON MARKET TO SALE

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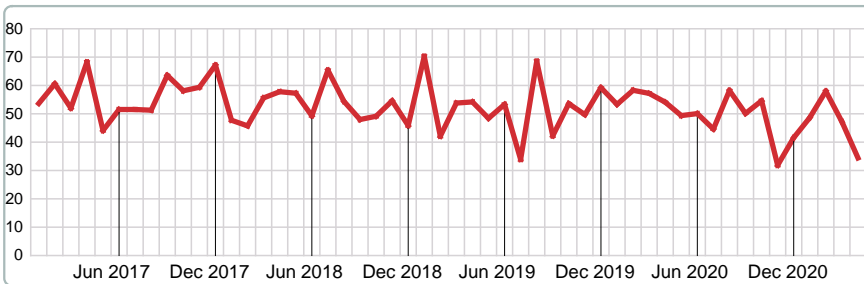
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

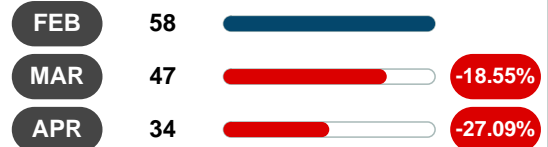


3 MONTHS

5 year APR AVG = 54

High Jan 2019 70 Low Nov 2020 32

Average Days on Market to Sale this month at 34 below the 5 yr APR average of 54



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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$100,000	15.56%	33	36	13	0	0
\$100,001 - \$125,000	11.11%	24	0	24	0	0
\$125,001 - \$200,000	35.56%	34	18	38	37	1
\$200,001 - \$225,000	11.11%	21	3	26	0	0
\$225,001 - \$350,000	15.56%	25	0	33	4	0
\$350,001 and up	11.11%	75	0	6	121	0
Average Closed DOM		34	30	30	64	1
Total Closed Units	100%	34	8	29	7	1
Total Closed Volume		9,489,000	775.60K	5.93M	2.66M	129.00K

April 2021



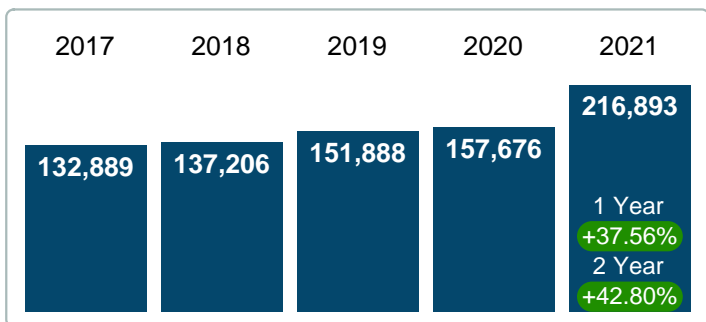
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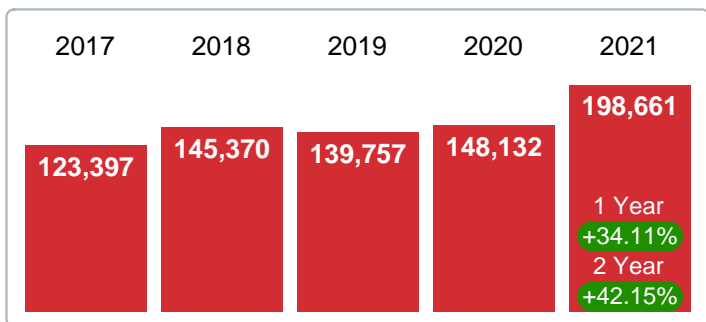
AVERAGE LIST PRICE AT CLOSING

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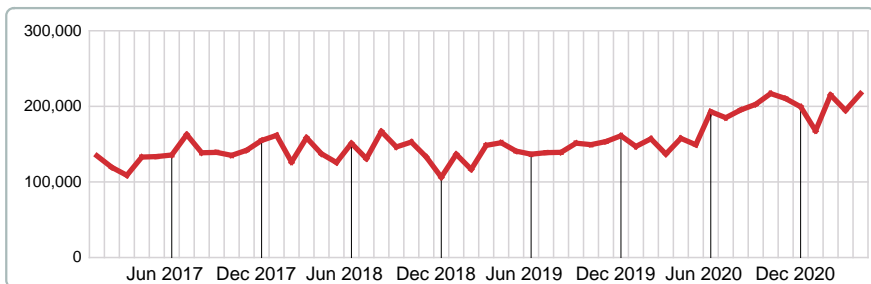
APRIL



YEAR TO DATE (YTD)

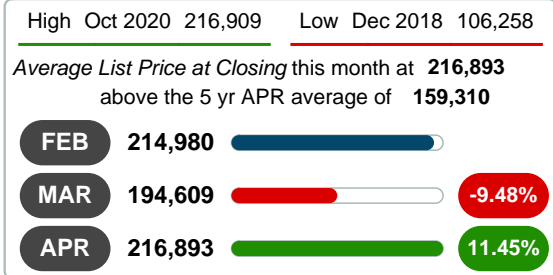


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 159,310



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
\$50,000 and less	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	8	17.78%	74,913	73,633	67,500	0	0
\$100,001 - \$125,000	4	8.89%	118,075	0	120,240	0	0
\$125,001 - \$200,000	16	35.56%	161,813	149,900	167,650	119,950	155,000
\$200,001 - \$225,000	5	11.11%	208,480	198,000	209,475	0	0
\$225,001 - \$350,000	6	13.33%	302,233	0	322,700	287,450	0
\$350,001 and up	6	13.33%	540,633	0	459,950	649,633	0
Average List Price			216,893	98,713	208,683	394,814	155,000
Total Closed Units		100%	216,893	8	29	7	1
Total Closed Volume			9,760,200	789.70K	6.05M	2.76M	155.00K

April 2021



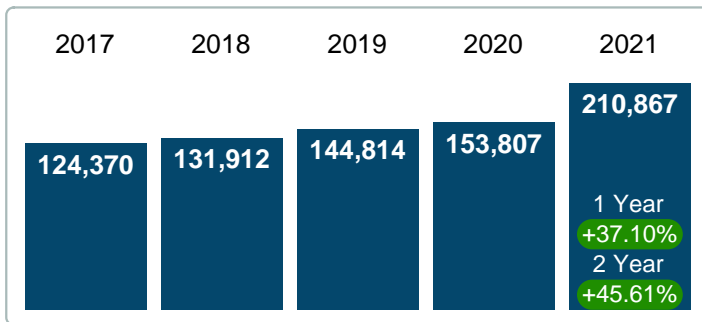
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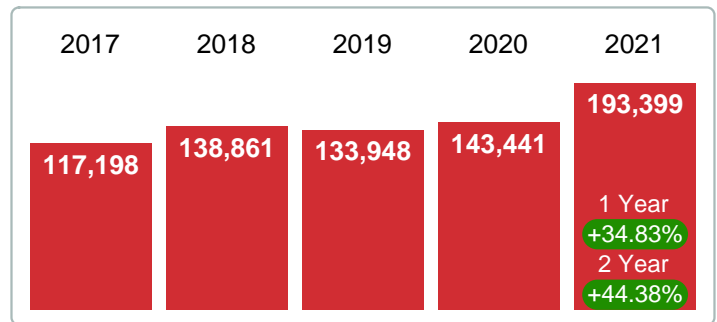
AVERAGE SOLD PRICE AT CLOSING

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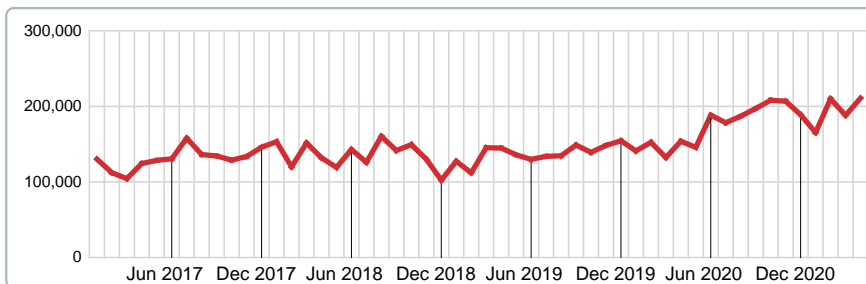
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

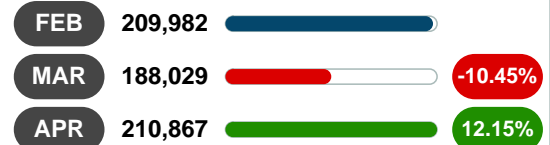


3 MONTHS

5 year APR AVG = 153,154

High Apr 2021 210,867 Low Dec 2018 102,382

Average Sold Price at Closing this month at **210,867** above the 5 yr APR average of **153,154**



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	
\$50,000 and less	0	0.00%	0	0	0	0	
\$50,001 - \$100,000	7	15.56%	69,229	70,767	60,000	0	
\$100,001 - \$125,000	5	11.11%	117,480	0	117,480	0	
\$125,001 - \$200,000	16	35.56%	155,919	136,000	161,975	143,000	
\$200,001 - \$225,000	5	11.11%	212,960	215,000	212,450	0	
\$225,001 - \$350,000	7	15.56%	303,786	0	312,400	282,250	
\$350,001 and up	5	11.11%	546,200	0	462,500	602,000	
Average Sold Price		210,867		96,950	204,410	379,500	129,000
Total Closed Units		45		8	29	7	1
Total Closed Volume		9,489,000		775.60K	5.93M	2.66M	129.00K

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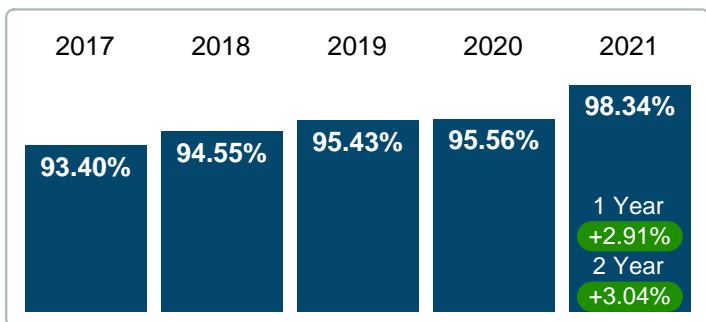
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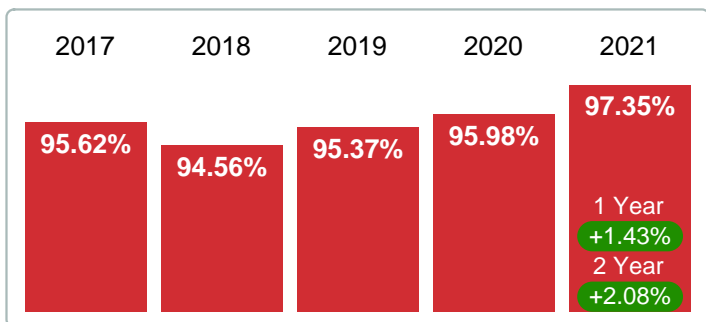
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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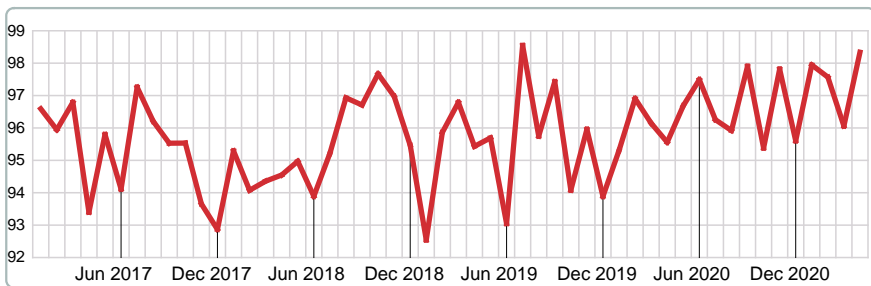
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

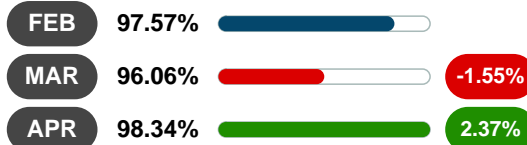


3 MONTHS

5 year APR AVG = 95.45%

High Jul 2019 98.55% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **98.34%**
above the 5 yr APR average of **95.45%**



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
\$50,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	15.56%	94.90%	95.91%	88.89%	0.00%	0.00%
\$100,001 - \$125,000	5	11.11%	97.74%	0.00%	97.74%	0.00%	0.00%
\$125,001 - \$200,000	16	35.56%	99.71%	90.73%	96.78%	130.03%	83.23%
\$200,001 - \$225,000	5	11.11%	102.87%	108.59%	101.45%	0.00%	0.00%
\$225,001 - \$350,000	7	15.56%	97.44%	0.00%	97.05%	98.42%	0.00%
\$350,001 and up	5	11.11%	96.06%	0.00%	100.52%	93.09%	0.00%
Average Sold/List Ratio		98.30%		96.84%	97.62%	105.17%	83.23%
Total Closed Units		45	100%	8	29	7	1
Total Closed Volume		9,489,000		775.60K	5.93M	2.66M	129.00K

April 2021



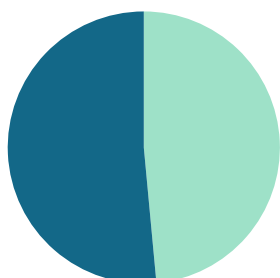
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

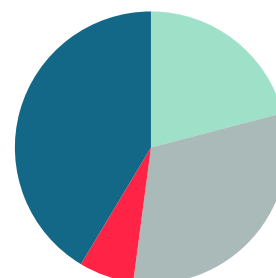


Inventory
 New Listings
82 = 48.52%
 Start Inventory
87
 Total Inventory Units
169
 Volume
\$45,918,131

Market Activity

Closed Sales
45 = 20.93%
 Pending Sales
67 = 31.16%
 Other Off Market
14 = 6.51%
 Active Inventory
89 = 41.40%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	29	45	55.17%	119	166	39.50%
Pending Sales	47	67	42.55%	162	206	27.16%
New Listings	81	82	1.23%	311	235	-24.44%
Average List Price	157,676	216,893	37.56%	148,132	198,661	34.11%
Average Sale Price	153,807	210,867	37.10%	143,441	193,399	34.83%
Average Percent of Selling Price to List Price	95.56%	98.34%	2.91%	95.98%	97.35%	1.43%
Average Days on Market to Sale	54.10	34.42	-36.38%	55.85	45.99	-17.65%
Monthly Inventory	238	89	-62.61%	238	89	-62.61%
Months Supply of Inventory	6.55	1.68	-74.32%	6.55	1.68	-74.32%

Absorption: Last 12 months, an Average of **53** Sales/Month

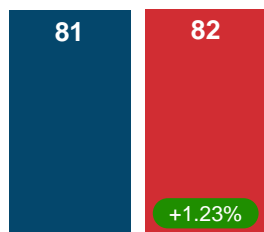
Inventory on April 30, 2021 = **89**

2020 2021

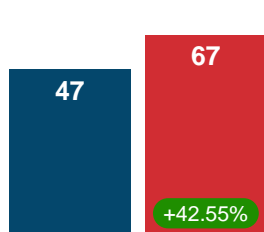
APRIL MARKET

AVERAGE PRICES

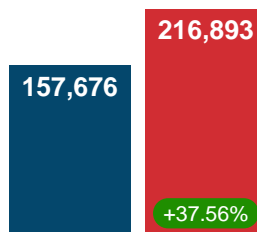
New Listings



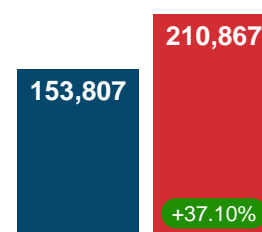
Pending Listings



List Price



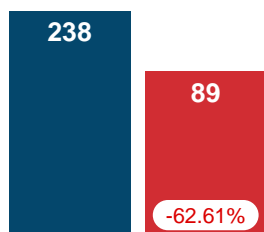
Sale Price



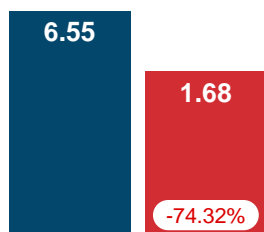
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

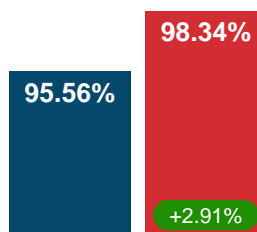
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

