

# August 2021



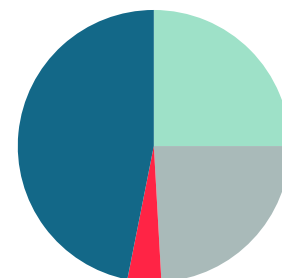
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	61	56	-8.20%
Pending Listings	70	54	-22.86%
New Listings	73	64	-12.33%
Average List Price	195,280	204,806	4.88%
Average Sale Price	186,969	198,405	6.12%
Average Percent of Selling Price to List Price	95.92%	97.22%	1.35%
Average Days on Market to Sale	58.21	18.18	-68.77%
End of Month Inventory	164	105	-35.98%
Months Supply of Inventory	3.89	2.04	-47.66%



■ Closed (25.00%)  
■ Pending (24.11%)  
■ Other OffMarket (4.02%)  
■ Active (46.88%)

**Absorption:** Last 12 months, an Average of **52** Sales/Month  
**Active Inventory** as of August 31, 2021 = **105**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **35.98%** to 105 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.04** 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 **6.12%** in August 2021 to \$198,405 versus the previous year at \$186,969.

#### Average Days on Market Shortens

The average number of **18.18** days that homes spent on the market before selling decreased by 40.03 days or **68.77%** in August 2021 compared to last year's same month at **58.21** DOM.

#### Sales Success for August 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 64 New Listings in August 2021, down **12.33%** from last year at 73. Furthermore, there were 56 Closed Listings this month versus last year at 61, a **-8.20%** decrease.

Closed versus Listed trends yielded a **87.5%** ratio, up from previous year's, August 2020, at **83.6%**, a **4.71%** 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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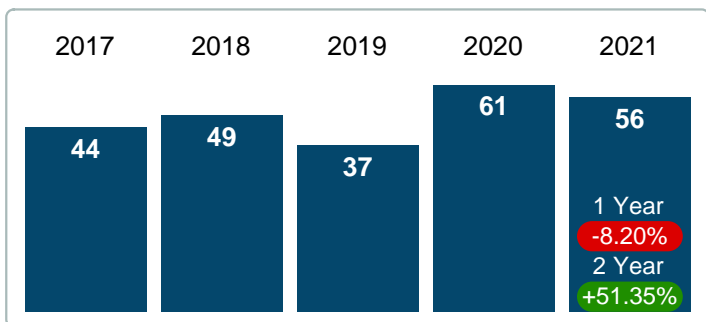
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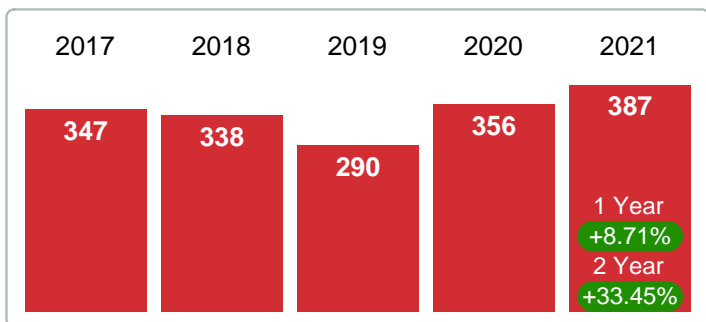
## CLOSED LISTINGS

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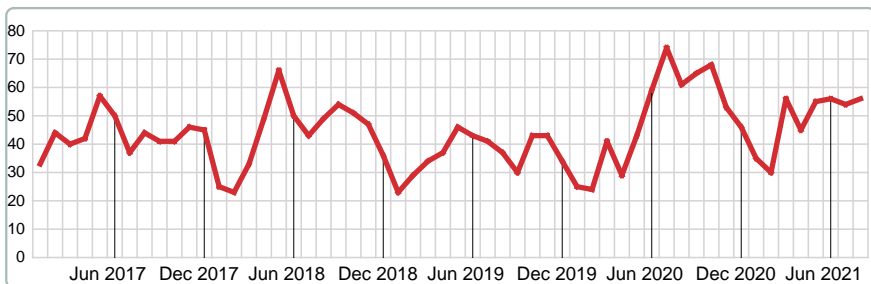
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 49

High Jul 2020 74 Low Jan 2019 23

Closed Listings this month at **56**  
above the 5 yr AUG average of **49**

- JUN 56
- JUL 54 (-3.57%)
- AUG 56 (3.70%)

### 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	4	7.14%	8.5	3	1	0	0
\$50,001 - \$100,000	3	5.36%	30.0	2	1	0	0
\$100,001 - \$125,000	9	16.07%	11.3	2	7	0	0
\$125,001 - \$175,000	14	25.00%	17.0	4	8	1	1
\$175,001 - \$225,000	10	17.86%	16.3	2	7	1	0
\$225,001 - \$400,000	10	17.86%	25.9	2	5	2	1
\$400,001 and up	6	10.71%	22.0	0	5	1	0
<b>Total Closed Units</b>	<b>56</b>			<b>15</b>	<b>34</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,110,700</b>	<b>100%</b>	<b>18.2</b>	<b>2.00M</b>	<b>7.45M</b>	<b>1.22M</b>	<b>436.75K</b>
<b>Average Closed Price</b>	<b>\$198,405</b>			<b>\$133,307</b>	<b>\$219,166</b>	<b>\$244,540</b>	<b>\$218,375</b>

# August 2021



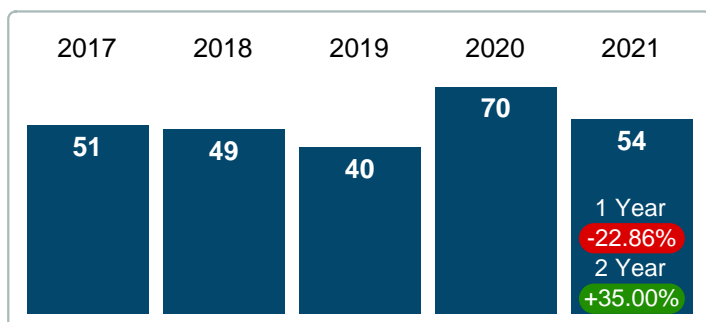
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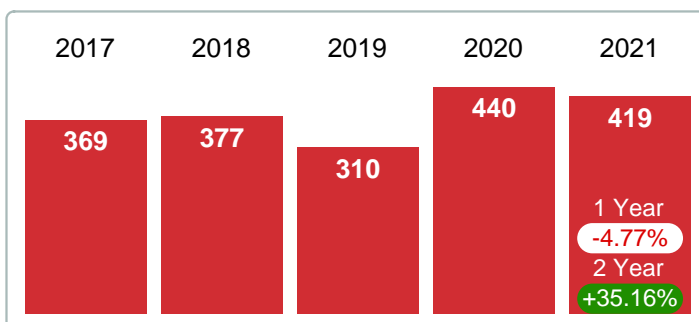
## PENDING LISTINGS

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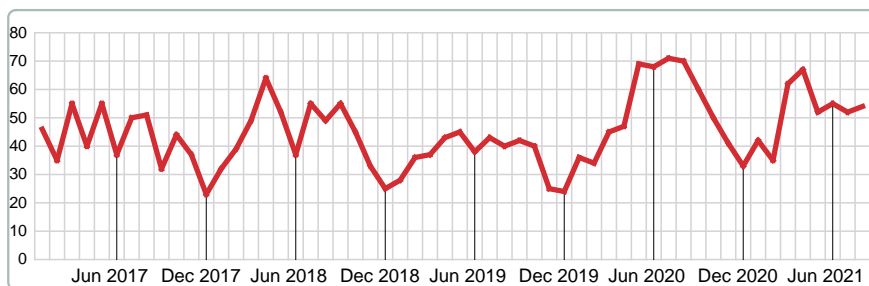
### AUGUST



### YEAR TO DATE (YTD)

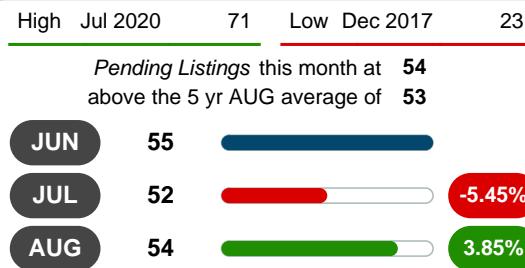


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 53



### 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	4	7.41%	61.0	2	1	1	0
\$75,001 - \$100,000	4	7.41%	51.3	2	2	0	0
\$100,001 - \$150,000	12	22.22%	44.5	1	11	0	0
\$150,001 - \$200,000	13	24.07%	33.2	1	9	3	0
\$200,001 - \$250,000	8	14.81%	23.4	0	7	1	0
\$250,001 - \$475,000	6	11.11%	25.3	0	4	1	1
\$475,001 and up	7	12.96%	34.9	0	3	3	1
<b>Total Pending Units</b>	<b>54</b>			<b>6</b>	<b>37</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,874,681</b>	<b>100%</b>	<b>37.0</b>	<b>589.00K</b>	<b>7.83M</b>	<b>3.18M</b>	<b>1.27M</b>
<b>Average Listing Price</b>	<b>\$238,420</b>			<b>\$98,167</b>	<b>\$211,616</b>	<b>\$353,767</b>	<b>\$636,000</b>

# August 2021



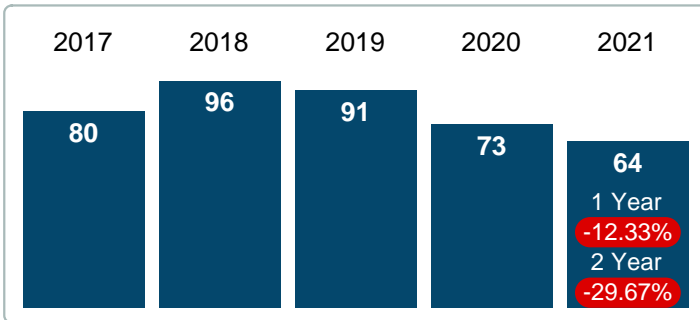
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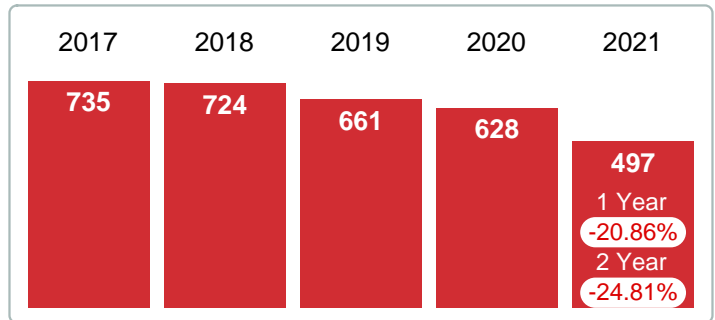
## NEW LISTINGS

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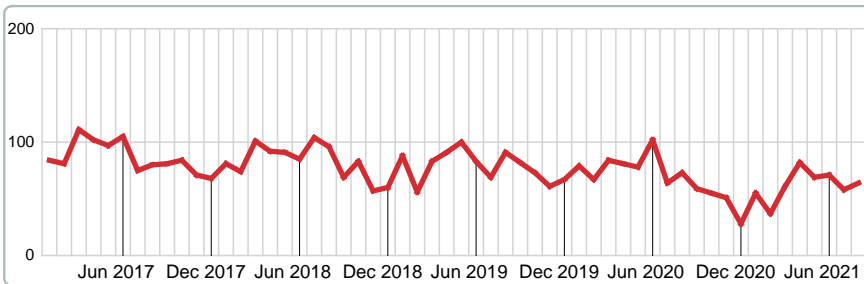
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 81

High Mar 2017 111 Low Dec 2020 28

New Listings this month at **64**  
 below the 5 yr AUG average of **81**



### 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	4	6.25%	2	2	0	0
\$75,001 - \$100,000	9	14.06%	6	1	2	0
\$100,001 - \$150,000	11	17.19%	2	9	0	0
\$150,001 - \$200,000	15	23.44%	2	10	3	0
\$200,001 - \$225,000	6	9.38%	0	4	2	0
\$225,001 - \$375,000	12	18.75%	1	8	3	0
\$375,001 and up	7	10.94%	0	2	3	2
<b>Total New Listed Units</b>	<b>64</b>		<b>13</b>	<b>36</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>13,903,549</b>	<b>100%</b>	<b>1.50M</b>	<b>7.31M</b>	<b>3.51M</b>	<b>1.58M</b>
<b>Average New Listed Listing Price</b>	<b>\$215,765</b>		<b>\$115,604</b>	<b>\$203,136</b>	<b>\$269,992</b>	<b>\$788,950</b>

# August 2021



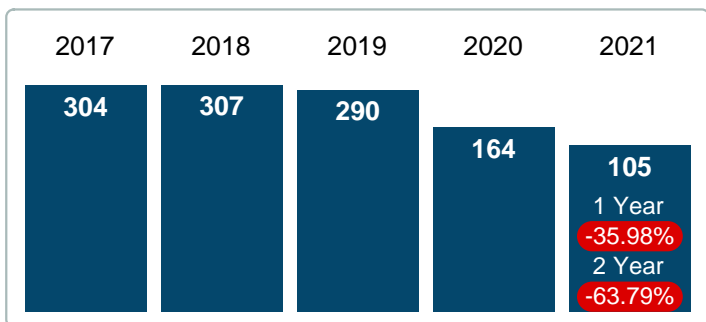
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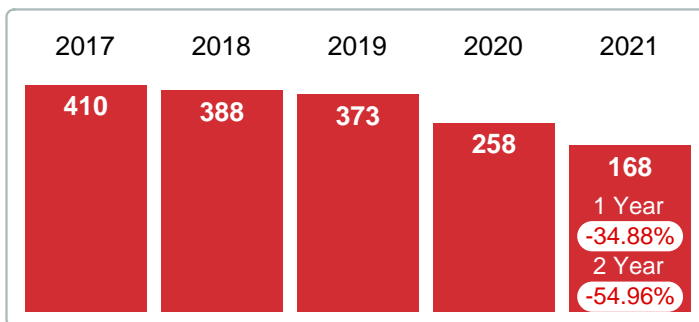
## ACTIVE INVENTORY

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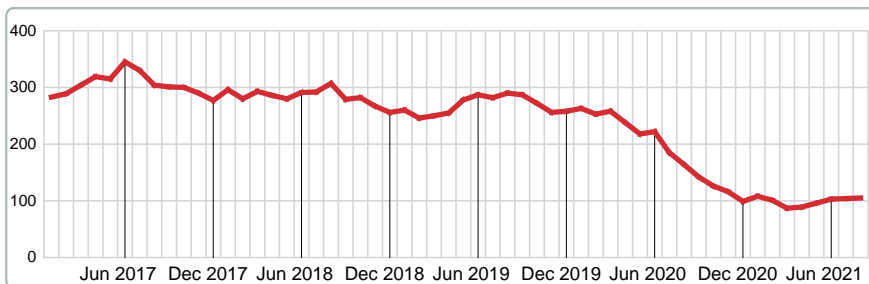
### END OF AUGUST



### ACTIVE DURING AUGUST

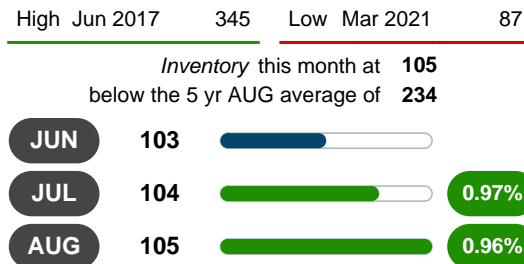


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 234



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	5.71%	86.7	2	4	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	30	28.57%	56.0	12	13	5	0
\$150,001 - \$250,000	31	29.52%	52.7	4	18	7	2
\$250,001 - \$325,000	15	14.29%	70.0	2	7	5	1
\$325,001 - \$650,000	12	11.43%	65.7	2	2	7	1
\$650,001 and up	11	10.48%	128.5	0	7	1	3
<b>Total Active Inventory by Units</b>	<b>105</b>			<b>22</b>	<b>51</b>	<b>25</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>33,826,516</b>	<b>100%</b>	<b>67.5</b>	<b>3.43M</b>	<b>17.25M</b>	<b>7.72M</b>	<b>5.42M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$322,157</b>			<b>\$156,073</b>	<b>\$338,185</b>	<b>\$308,827</b>	<b>\$774,971</b>

# August 2021



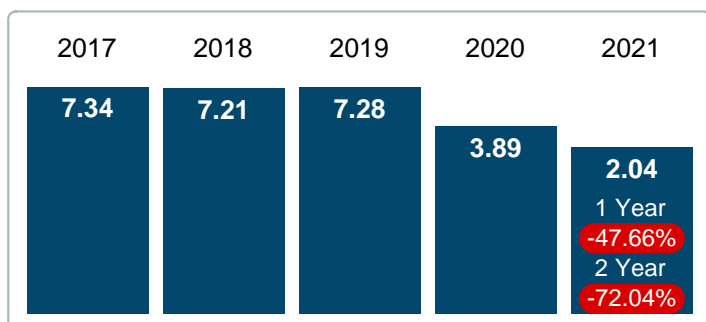
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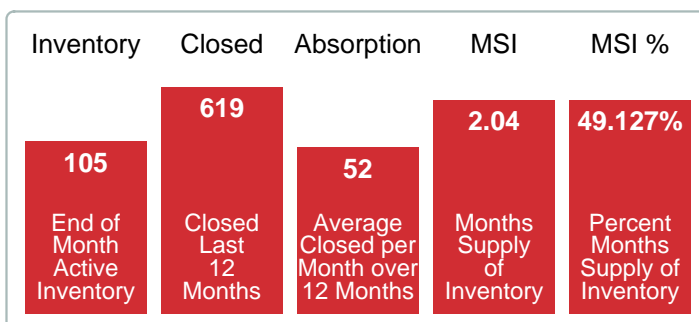
## MONTHS SUPPLY of INVENTORY (MSI)

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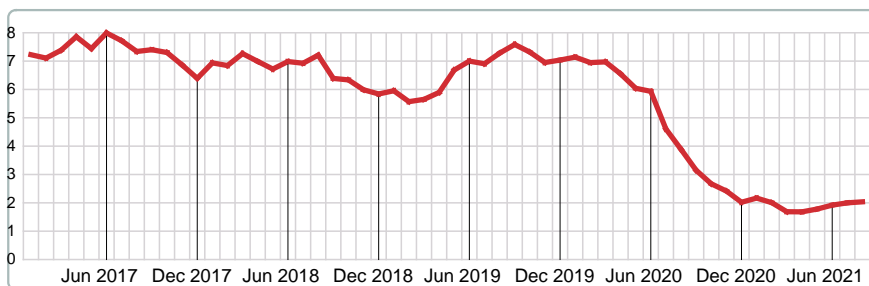
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

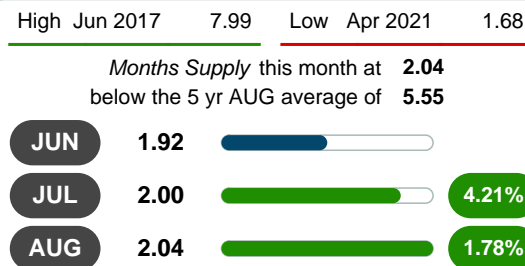


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.55



### 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
\$75,000 and less	6	5.71%	1.06	0.55	2.18	0.00	0.00
\$75,001 - \$75,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$75,001 - \$150,000	30	28.57%	1.86	3.43	1.28	2.40	0.00
\$150,001 - \$250,000	31	29.52%	1.62	3.43	1.23	2.21	8.00
\$250,001 - \$325,000	15	14.29%	3.60	4.00	3.50	4.00	2.40
\$325,001 - \$650,000	12	11.43%	2.00	6.00	0.62	4.00	1.50
\$650,001 and up	11	10.48%	26.40	0.00	42.00	4.00	0.00
Market Supply of Inventory (MSI)			2.04	2.40	1.59	2.88	4.00
Total Active Inventory by Units		100%	2.04	22	51	25	7

# August 2021



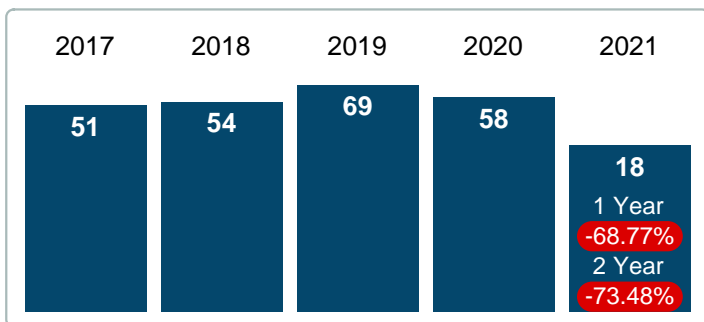
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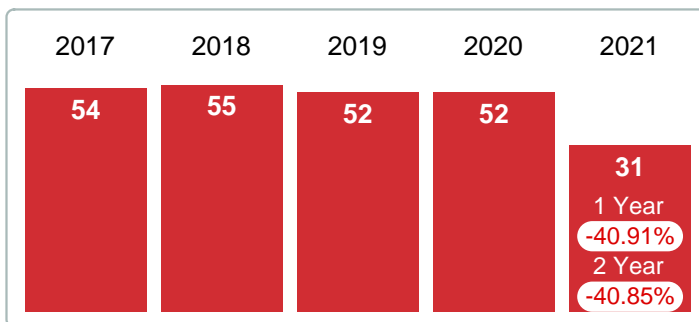
## AVERAGE DAYS ON MARKET TO SALE

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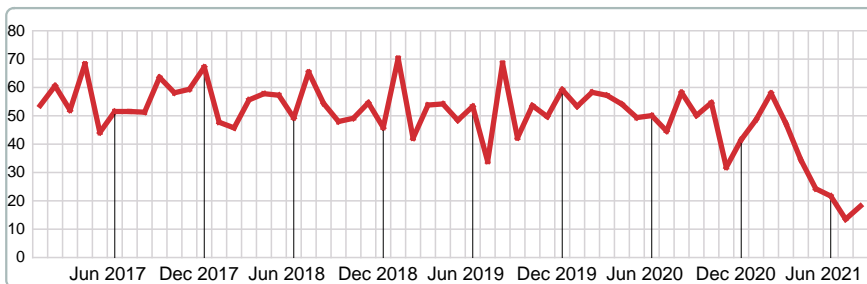
### AUGUST



### YEAR TO DATE (YTD)

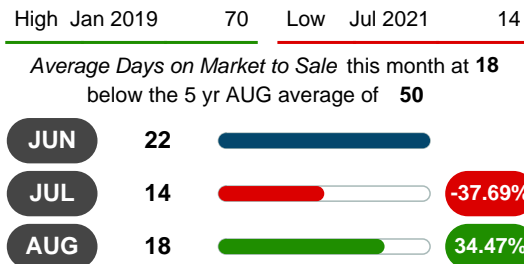


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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
\$50,000 and less	7.14%	9	11	1	0	0
\$50,001 - \$100,000	5.36%	30	37	16	0	0
\$100,001 - \$125,000	16.07%	11	11	11	0	0
\$125,001 - \$175,000	25.00%	17	19	10	35	52
\$175,001 - \$225,000	17.86%	16	37	12	6	0
\$225,001 - \$400,000	17.86%	26	18	25	37	22
\$400,001 and up	10.71%	22	0	21	28	0
<b>Average Closed DOM</b>		<b>18</b>	<b>21</b>	<b>14</b>	<b>29</b>	<b>37</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>18</b>	<b>15</b>	<b>34</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,110,700</b>	<b>2.00M</b>	<b>7.45M</b>	<b>1.22M</b>	<b>436.75K</b>

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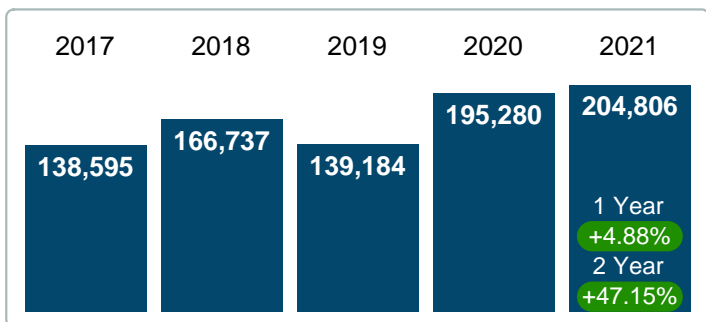
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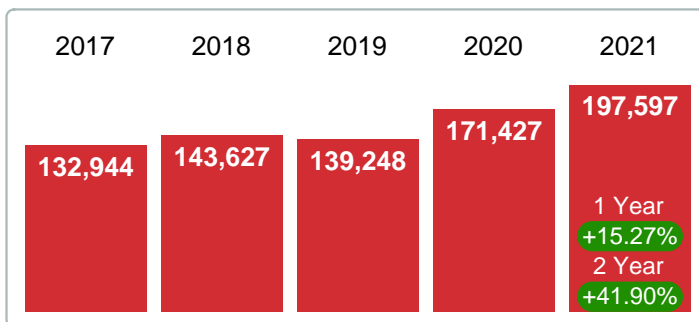
## AVERAGE LIST PRICE AT CLOSING

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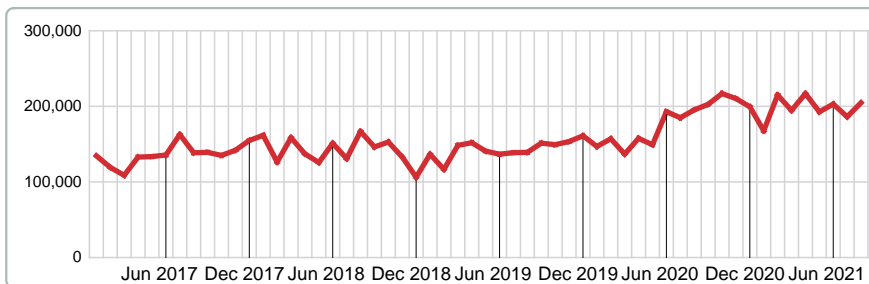
### AUGUST



### YEAR TO DATE (YTD)

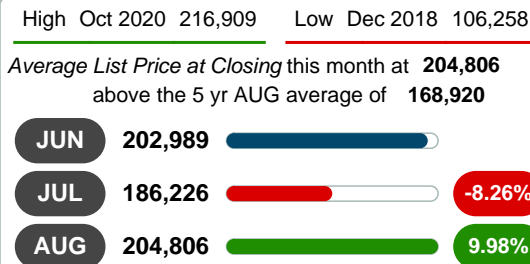


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 168,920



### 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	7.14%	37,150	33,700	47,500	0	0
\$50,001 - \$100,000	5.36%	72,300	70,950	75,000	0	0
\$100,001 - \$125,000	12.50%	116,443	118,550	120,386	0	0
\$125,001 - \$175,000	28.57%	147,650	149,825	151,700	134,900	149,900
\$175,001 - \$225,000	17.86%	193,620	189,450	195,343	189,900	0
\$225,001 - \$400,000	17.86%	291,695	312,000	293,210	246,450	334,000
\$400,001 and up	10.71%	512,167	0	529,600	425,000	0
<b>Average List Price</b>		<b>204,806</b>	<b>138,820</b>	<b>225,301</b>	<b>248,540</b>	<b>241,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>204,806</b>	<b>15</b>	<b>34</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,469,150</b>	<b>2.08M</b>	<b>7.66M</b>	<b>1.24M</b>	<b>483.90K</b>



# August 2021



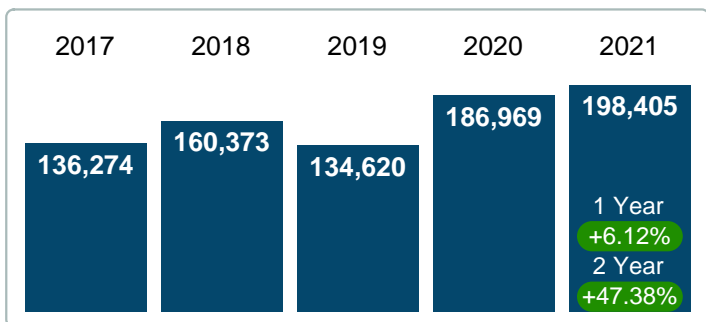
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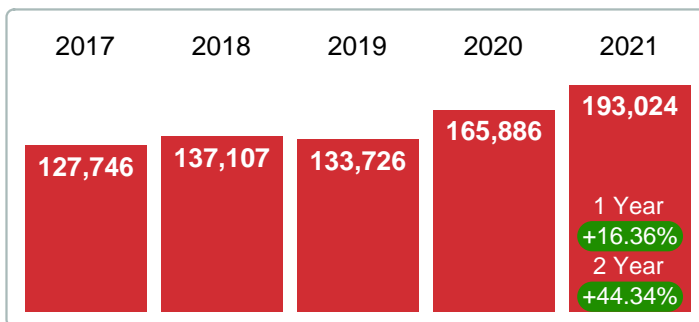
## AVERAGE SOLD PRICE AT CLOSING

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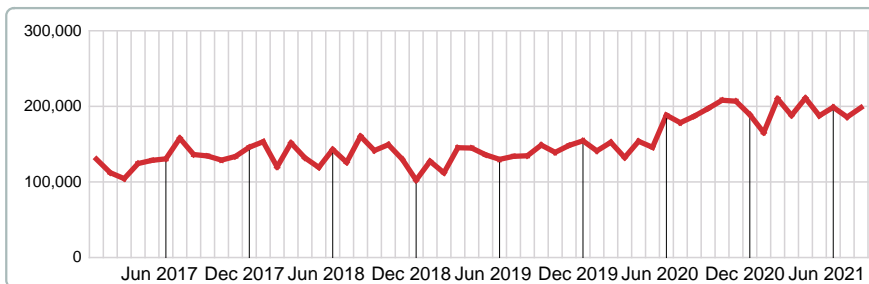
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

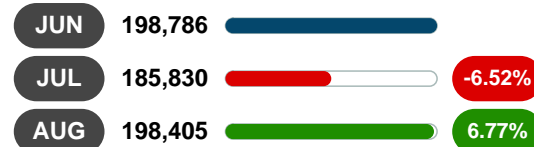


### 3 MONTHS

5 year AUG AVG = 163,328

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

Average Sold Price at Closing this month at **198,405** above the 5 yr AUG average of **163,328**



### 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	7.14%	37,175	33,733	47,500	0	0
\$50,001 - \$100,000	5.36%	60,467	63,700	54,000	0	0
\$100,001 - \$125,000	16.07%	116,367	114,500	116,900	0	0
\$125,001 - \$175,000	25.00%	150,596	149,750	154,088	134,900	141,750
\$175,001 - \$225,000	17.86%	188,800	181,000	190,871	189,900	0
\$225,001 - \$400,000	17.86%	274,495	290,500	276,210	243,950	295,000
\$400,001 and up	10.71%	498,667	0	516,400	410,000	0
<b>Average Sold Price</b>		<b>198,405</b>	<b>133,307</b>	<b>219,166</b>	<b>244,540</b>	<b>218,375</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,405</b>	<b>15</b>	<b>34</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,110,700</b>	<b>2.00M</b>	<b>7.45M</b>	<b>1.22M</b>	<b>436.75K</b>

# August 2021



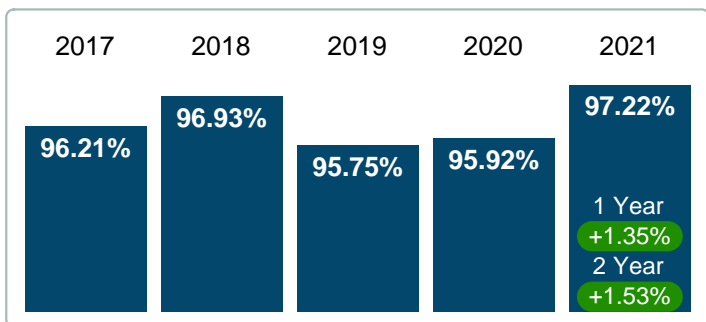
Area Delimited by County Of Cherokee - Residential Property Type



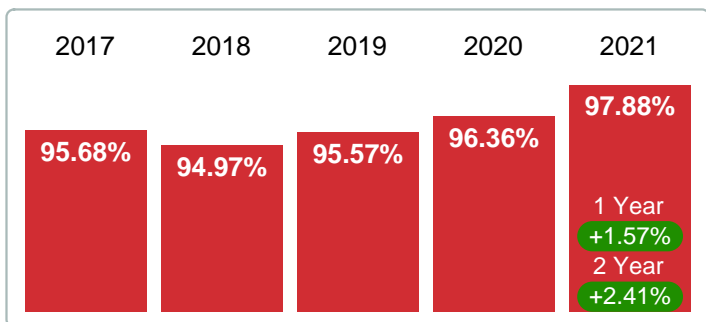
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

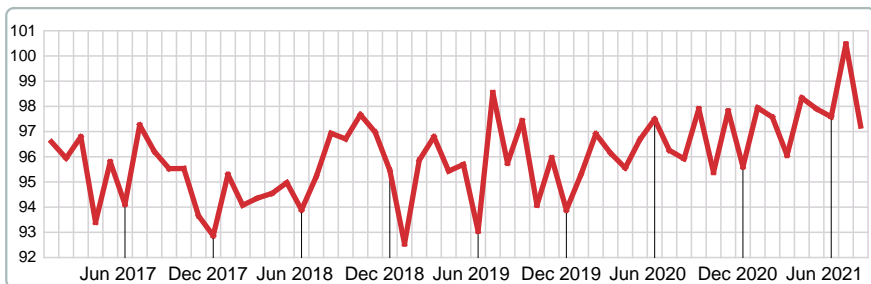
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

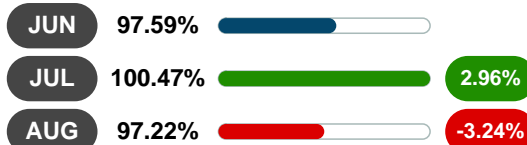


### 3 MONTHS

5 year AUG AVG = 96.40%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.22%**  
above the 5 yr AUG average of **96.40%**



## 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	4	7.14%	100.07%	100.10%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	3	5.36%	84.14%	90.20%	72.00%	0.00%	0.00%
\$100,001 - \$125,000	9	16.07%	97.33%	97.11%	97.39%	0.00%	0.00%
\$125,001 - \$175,000	14	25.00%	100.47%	100.23%	101.39%	100.00%	94.56%
\$175,001 - \$225,000	10	17.86%	97.57%	95.53%	97.81%	100.00%	0.00%
\$225,001 - \$400,000	10	17.86%	94.69%	93.13%	94.88%	98.98%	88.32%
\$400,001 and up	6	10.71%	97.68%	0.00%	97.92%	96.47%	0.00%
Average Sold/List Ratio		97.20%		96.88%	97.46%	98.89%	91.44%
Total Closed Units		56	100%	15	34	5	2
Total Closed Volume		11,110,700		2.00M	7.45M	1.22M	436.75K

# August 2021



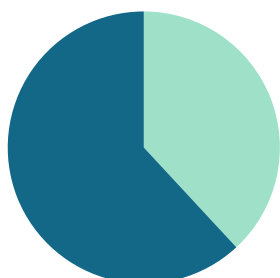
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

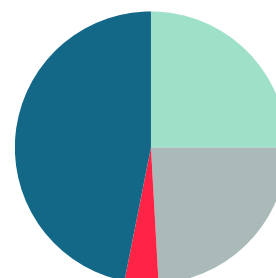


**Inventory**  
 New Listings  
**64 = 38.10%**  
 Start Inventory  
**104**  
 Total Inventory Units  
**168**  
 Volume  
**\$48,722,897**

### Market Activity

Closed Sales  
**56 = 25.00%**  
 Pending Sales  
**54 = 24.11%**  
 Other Off Market  
**9 = 4.02%**  
 Active Inventory  
**105 = 46.88%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	61	56	-8.20%	356	387	8.71%
Pending Sales	70	54	-22.86%	440	419	-4.77%
New Listings	73	64	-12.33%	628	497	-20.86%
Average List Price	195,280	204,806	4.88%	171,427	197,597	15.27%
Average Sale Price	186,969	198,405	6.12%	165,886	193,024	16.36%
Average Percent of Selling Price to List Price	95.92%	97.22%	1.35%	96.36%	97.88%	1.57%
Average Days on Market to Sale	58.21	18.18	-68.77%	52.18	30.83	-40.91%
Monthly Inventory	164	105	-35.98%	164	105	-35.98%
Months Supply of Inventory	3.89	2.04	-47.66%	3.89	2.04	-47.66%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

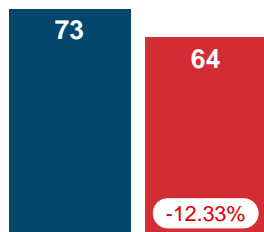
**Inventory** on August 31, 2021 = **105**

**2020** **2021**

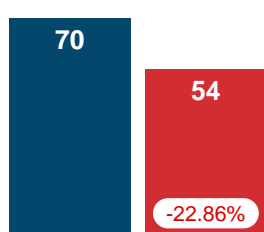
### AUGUST MARKET

### AVERAGE PRICES

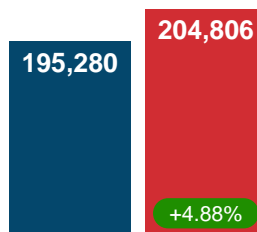
#### New Listings



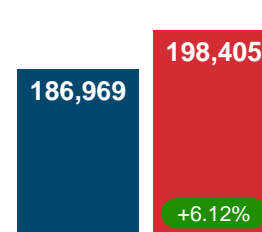
#### Pending Listings



#### List Price



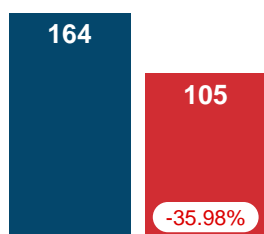
#### Sale Price



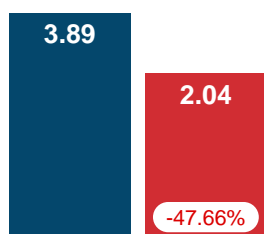
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

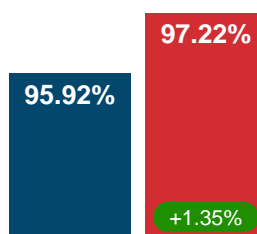
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

