

August 2021



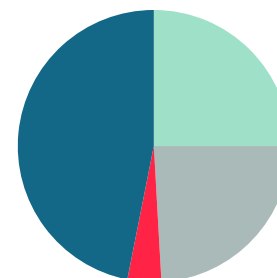
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	164,900	163,250	-1.00%
Median Sale Price	163,500	166,000	1.53%
Median Percent of Selling Price to List Price	97.67%	100.00%	2.38%
Median Days on Market to Sale	38.00	12.50	-67.11%
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.

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 **1.53%** in August 2021 to \$166,000 versus the previous year at \$163,500.

Median Days on Market Shortens

The median number of **12.50** days that homes spent on the market before selling decreased by 25.50 days or **67.11%** in August 2021 compared to last year's same month at **38.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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.

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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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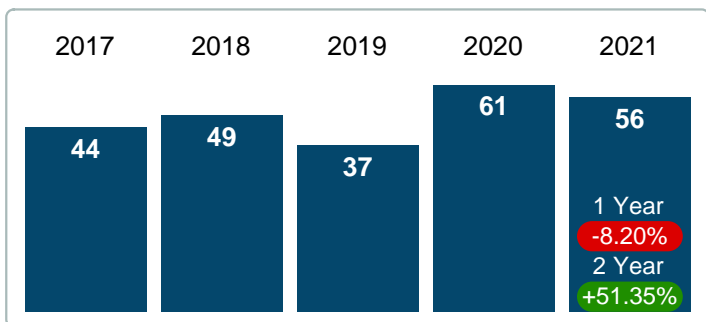
Area Delimited by County Of Cherokee - Residential Property Type



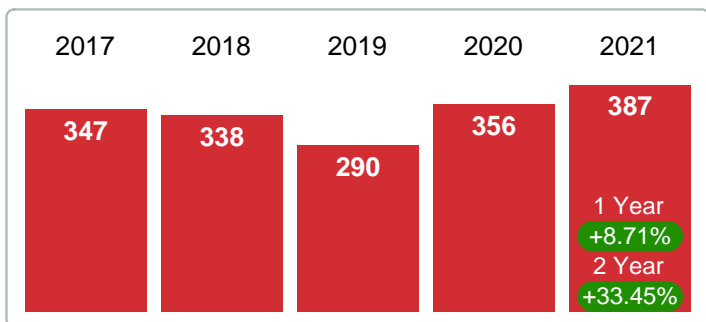
CLOSED LISTINGS

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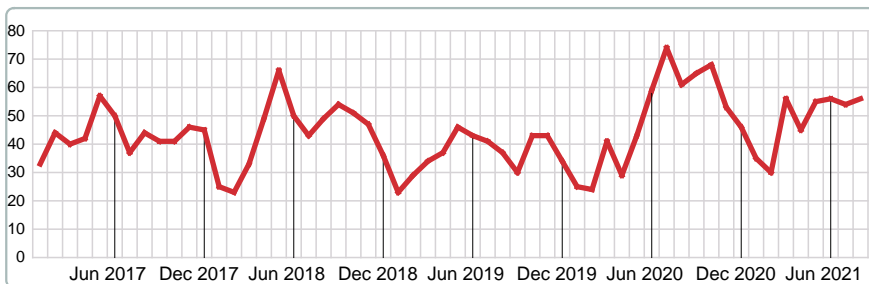
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.14%	3.0	3	1	0	0
\$50,001 - \$100,000	3	5.36%	16.0	2	1	0	0
\$100,001 - \$125,000	9	16.07%	11.0	2	7	0	0
\$125,001 - \$175,000	14	25.00%	11.0	4	8	1	1
\$175,001 - \$225,000	10	17.86%	5.0	2	7	1	0
\$225,001 - \$400,000	10	17.86%	24.0	2	5	2	1
\$400,001 and up	6	10.71%	21.5	0	5	1	0
Total Closed Units	56			15	34	5	2
Total Closed Volume	11,110,700	100%	12.5	2.00M	7.45M	1.22M	436.75K
Median Closed Price	\$166,000			\$130,000	\$177,300	\$240,000	\$218,375

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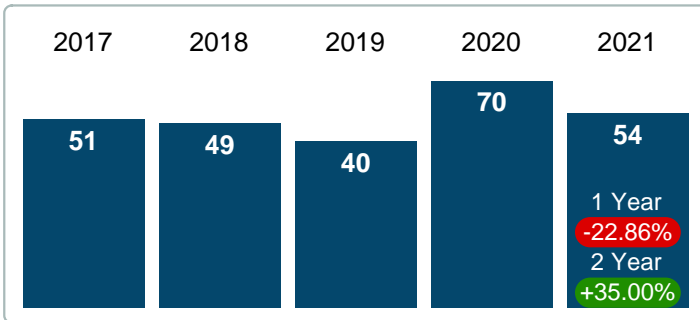
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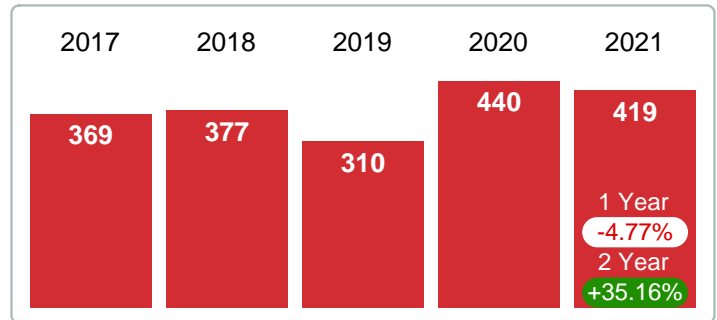
PENDING LISTINGS

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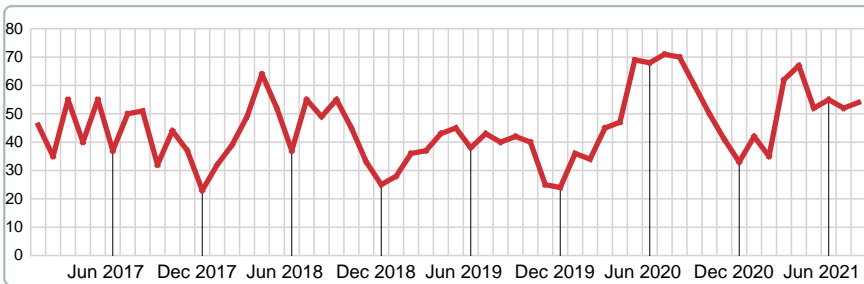
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 53

High Jul 2020 71 Low Dec 2017 23

Pending Listings this month at 54 above the 5 yr AUG average of 53



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	4	7.41%	49.0	2	1	1	0
\$75,001 - \$100,000	4	7.41%	47.0	2	2	0	0
\$100,001 - \$150,000	12	22.22%	11.5	1	11	0	0
\$150,001 - \$200,000	13	24.07%	13.0	1	9	3	0
\$200,001 - \$250,000	8	14.81%	12.5	0	7	1	0
\$250,001 - \$475,000	6	11.11%	12.5	0	4	1	1
\$475,001 and up	7	12.96%	21.0	0	3	3	1
Total Pending Units	54			6	37	9	2
Total Pending Volume	12,874,681	100%	14.0	589.00K	7.83M	3.18M	1.27M
Median Listing Price	\$179,700			\$84,625	\$179,900	\$229,900	\$636,000

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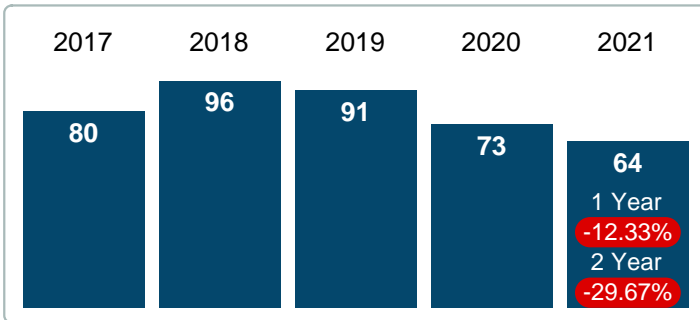
Area Delimited by County Of Cherokee - Residential Property Type



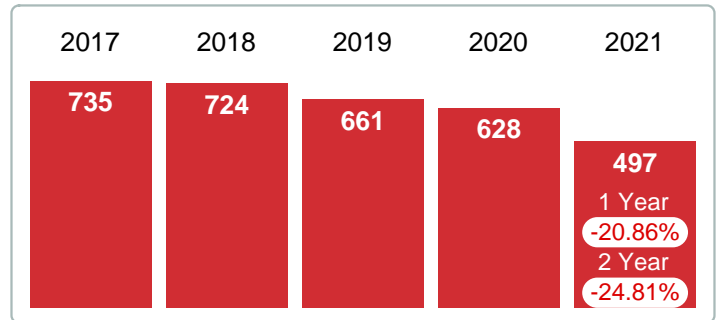
NEW LISTINGS

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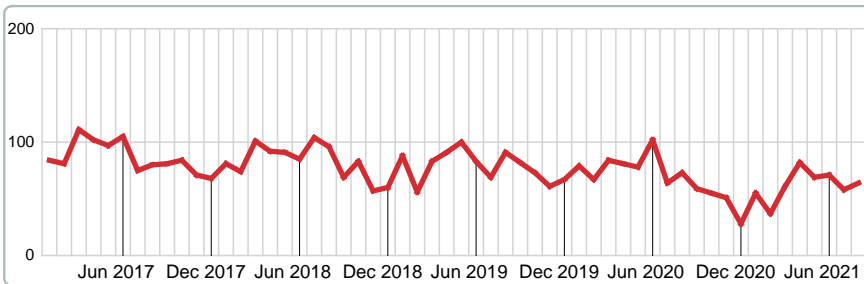
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

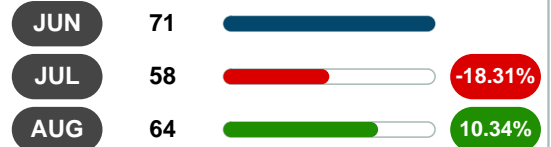


3 MONTHS

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
Total New Listed Units	64		13	36	13	2
Total New Listed Volume	13,903,549	100%	1.50M	7.31M	3.51M	1.58M
Median New Listed Listing Price	\$177,200		\$89,000	\$180,150	\$225,000	\$788,950

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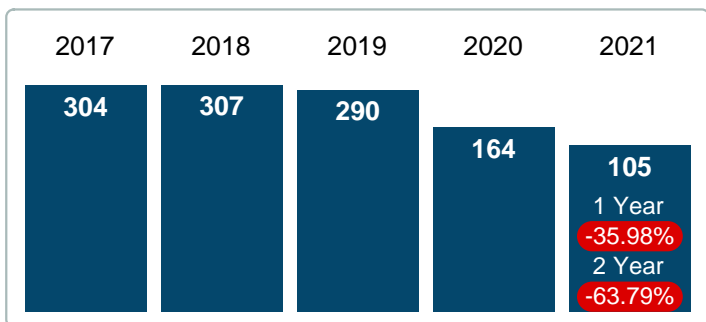
Area Delimited by County Of Cherokee - Residential Property Type



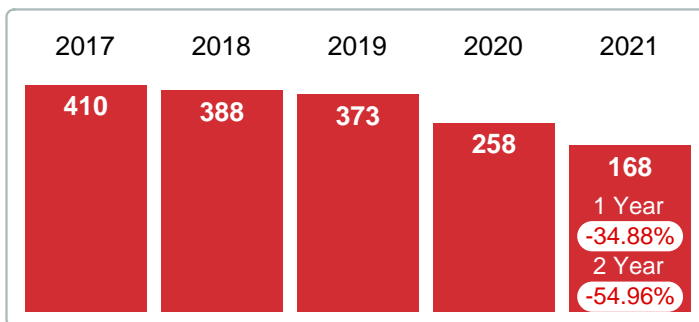
ACTIVE INVENTORY

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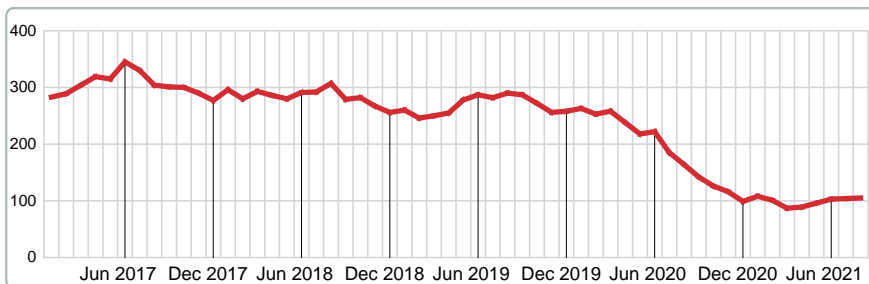
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 234

High Jun 2017 345 Low Mar 2021 87

Inventory this month at 105
below the 5 yr AUG average of 234



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	5.71%	64.5	2	4	0	0
\$75,001 - \$75,000	0	0.00%	64.5	0	0	0	0
\$75,001 - \$150,000	30	28.57%	46.5	12	13	5	0
\$150,001 - \$250,000	31	29.52%	48.0	4	18	7	2
\$250,001 - \$325,000	15	14.29%	66.0	2	7	5	1
\$325,001 - \$650,000	12	11.43%	58.0	2	2	7	1
\$650,001 and up	11	10.48%	116.0	0	7	1	3
Total Active Inventory by Units		105		22	51	25	7
Total Active Inventory by Volume		33,826,516	100%	3.43M	17.25M	7.72M	5.42M
Median Active Inventory Listing Price		\$199,800		\$109,950	\$199,000	\$250,318	\$639,900

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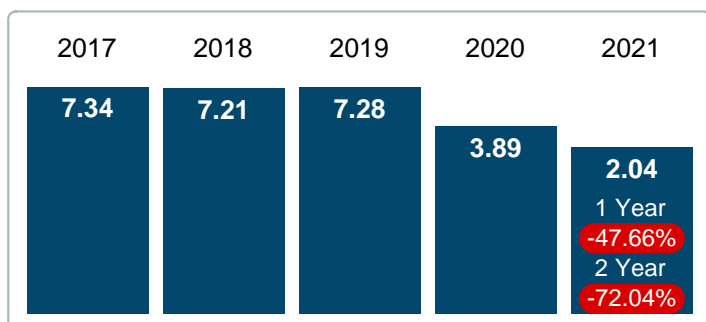
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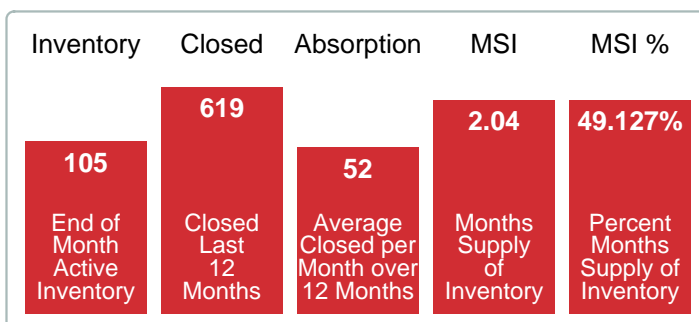
MONTHS SUPPLY of INVENTORY (MSI)

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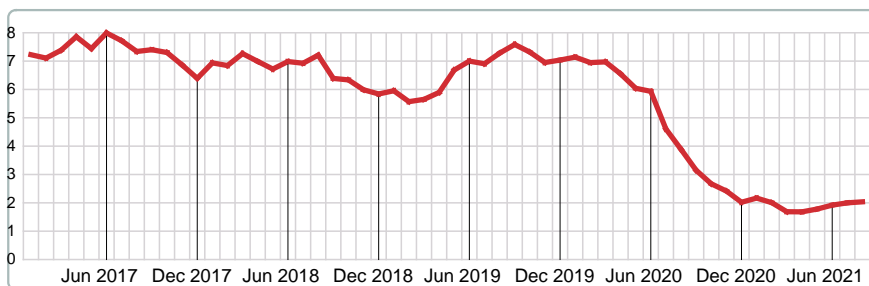
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

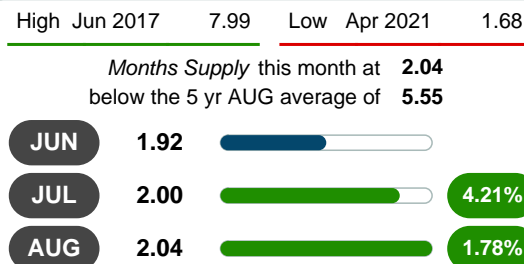


5 YEAR MARKET ACTIVITY TRENDS



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

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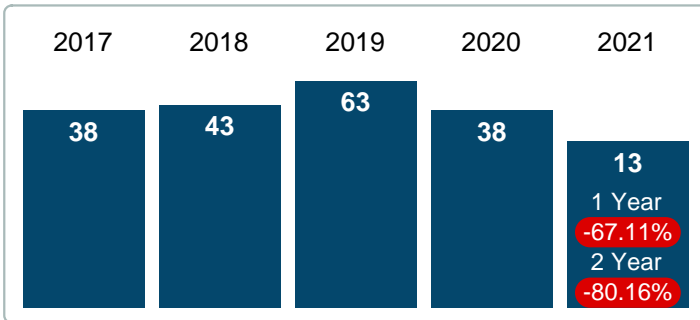
Area Delimited by County Of Cherokee - Residential Property Type



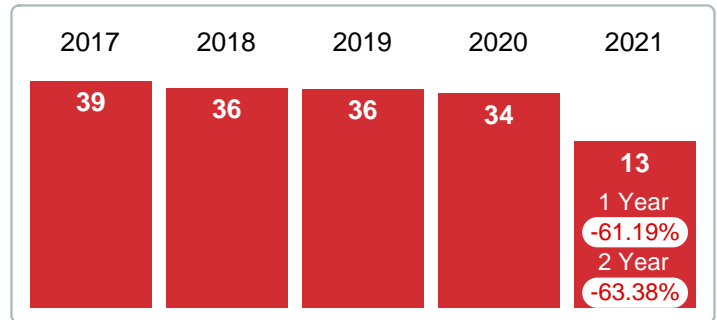
MEDIAN DAYS ON MARKET TO SALE

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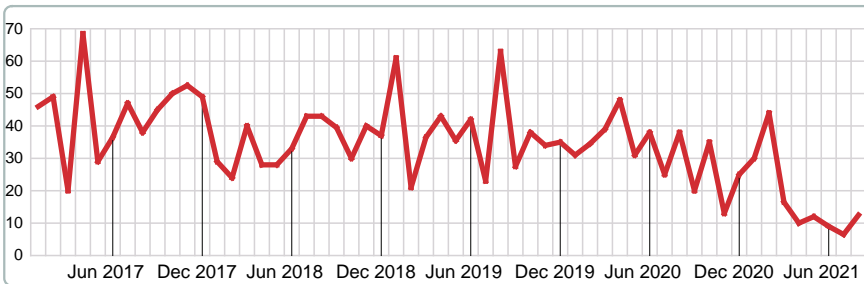
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 39

High Apr 2017 69 Low Jul 2021 7

Median Days on Market to Sale this month at 13 below the 5 yr AUG average of 39



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
\$50,000 and less	7.14%	3	5	1	0	0
\$50,001 - \$100,000	5.36%	16	37	16	0	0
\$100,001 - \$125,000	16.07%	11	11	11	0	0
\$125,001 - \$175,000	25.00%	11	14	4	35	52
\$175,001 - \$225,000	17.86%	5	37	3	6	0
\$225,001 - \$400,000	17.86%	24	18	31	37	22
\$400,001 and up	10.71%	22	0	15	28	0
Median Closed DOM		13	10	6	28	37
Total Closed Units	100%	12.5	15	34	5	2
Total Closed Volume		11,110,700	2.00M	7.45M	1.22M	436.75K

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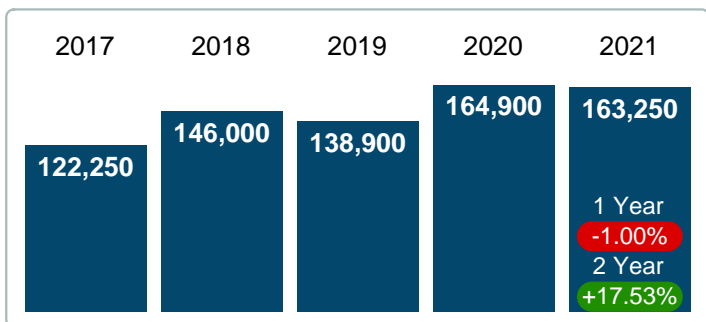
Area Delimited by County Of Cherokee - Residential Property Type



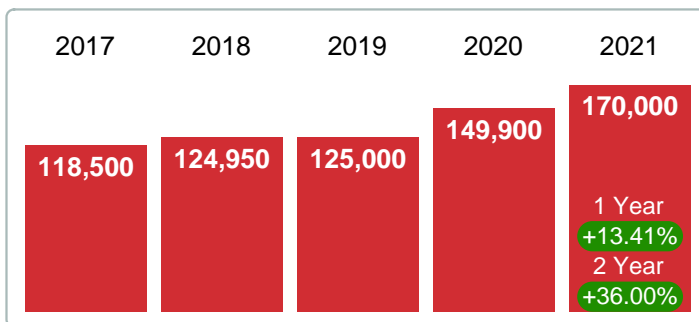
MEDIAN LIST PRICE AT CLOSING

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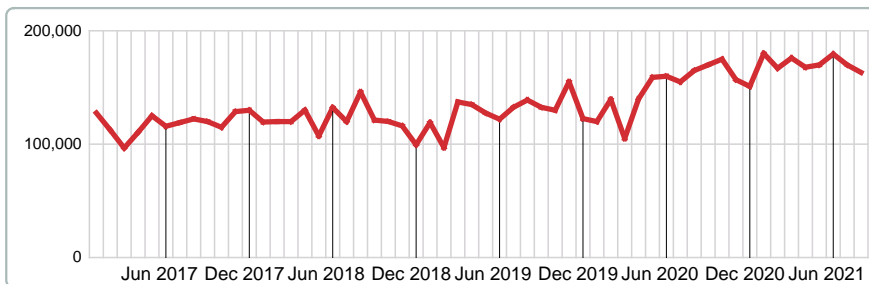
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 147,060

High Jan 2021 180,000 Low Mar 2017 96,550

Median List Price at Closing this month at **163,250**
above the 5 yr AUG average of **147,060**



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
\$50,000 and less	4	7.14%	38,700	34,900	47,500	0	0
\$50,001 - \$100,000	3	5.36%	75,000	70,950	75,000	0	0
\$100,001 - \$125,000	7	12.50%	120,000	116,100	120,000	0	0
\$125,001 - \$175,000	16	28.57%	149,900	154,900	148,250	134,900	149,900
\$175,001 - \$225,000	10	17.86%	189,900	189,450	195,000	189,900	0
\$225,001 - \$400,000	10	17.86%	279,450	312,000	259,900	246,450	334,000
\$400,001 and up	6	10.71%	497,000	0	499,000	425,000	0
Median List Price			163,250	129,900	172,400	245,000	241,950
Total Closed Units		100%	163,250	15	34	5	2
Total Closed Volume			11,469,150	2.08M	7.66M	1.24M	483.90K

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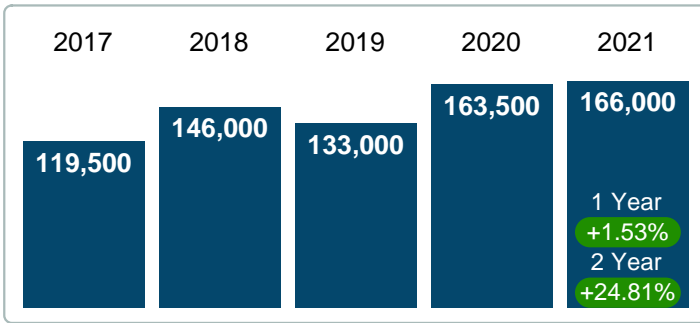
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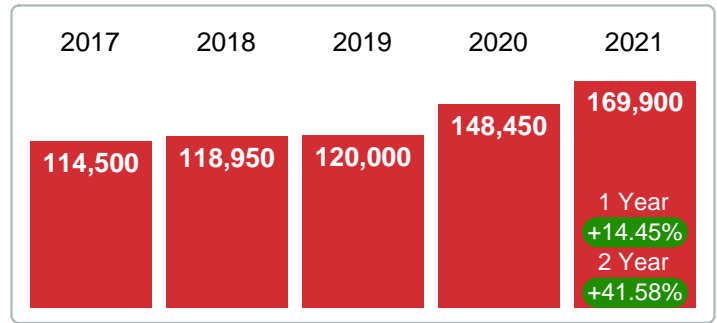
MEDIAN SOLD PRICE AT CLOSING

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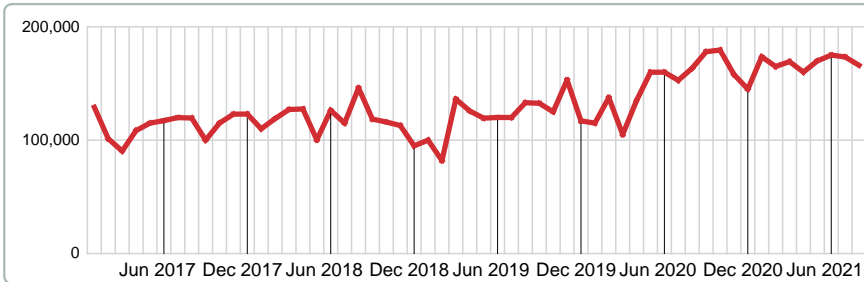
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

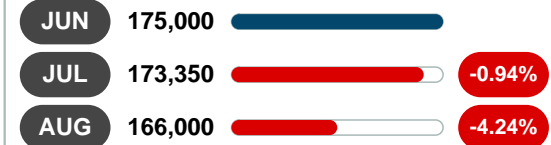


3 MONTHS

5 year AUG AVG = 145,600

High Oct 2020 179,450 Low Feb 2019 82,000

Median Sold Price at Closing this month at **166,000**
above the 5 yr AUG average of **145,600**



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
\$50,000 and less	4	7.14%	38,750	35,000	47,500	0	0
\$50,001 - \$100,000	3	5.36%	58,000	63,700	54,000	0	0
\$100,001 - \$125,000	9	16.07%	117,500	114,500	117,500	0	0
\$125,001 - \$175,000	14	25.00%	154,500	154,500	160,250	134,900	141,750
\$175,001 - \$225,000	10	17.86%	188,250	181,000	189,000	189,900	0
\$225,001 - \$400,000	10	17.86%	264,950	290,500	259,900	243,950	295,000
\$400,001 and up	6	10.71%	482,000	0	499,000	410,000	0
Median Sold Price			166,000	130,000	177,300	240,000	218,375
Total Closed Units		100%	166,000	15	34	5	2
Total Closed Volume			11,110,700	2.00M	7.45M	1.22M	436.75K

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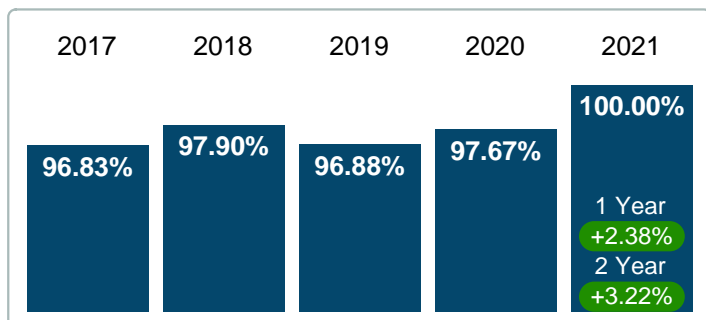
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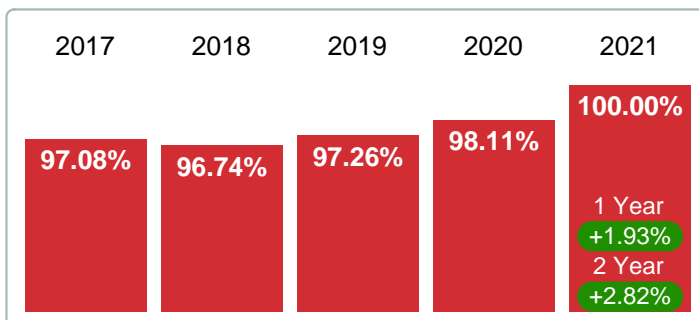
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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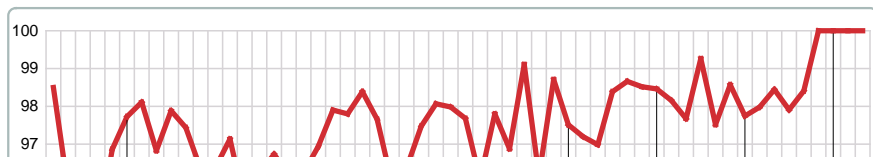
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 97.86%

High Aug 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **97.86%**

JUN 100.00%
JUL 100.00%
AUG 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	4	7.14%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$50,001 - \$100,000	3	5.36%	86.86%	90.20%	72.00%	0.00%	0.00%	
\$100,001 - \$125,000	9	16.07%	100.00%	97.11%	100.00%	0.00%	0.00%	
\$125,001 - \$175,000	14	25.00%	100.03%	100.90%	101.78%	100.00%	94.56%	
\$175,001 - \$225,000	10	17.86%	98.97%	95.53%	100.00%	100.00%	0.00%	
\$225,001 - \$400,000	10	17.86%	95.98%	93.13%	100.00%	98.98%	88.32%	
\$400,001 and up	6	10.71%	98.24%	0.00%	100.00%	96.47%	0.00%	
Median Sold/List Ratio		100.00%		97.95%	100.00%	100.00%	91.44%	
Total Closed Units		56	100%	100.00%	15	34	5	2
Total Closed Volume		11,110,700			2.00M	7.45M	1.22M	436.75K

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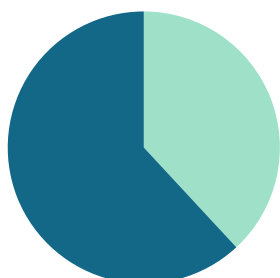
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

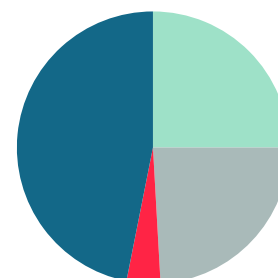


Inventory
 New Listings
64 = 38.10%
 Start Inventory
104
 Total Inventory Units
168
 Volume
\$48,722,897

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%
Median List Price	164,900	163,250	-1.00%	149,900	170,000	13.41%
Median Sale Price	163,500	166,000	1.53%	148,450	169,900	14.45%
Median Percent of Selling Price to List Price	97.67%	100.00%	2.38%	98.11%	100.00%	1.93%
Median Days on Market to Sale	38.00	12.50	-67.11%	33.50	13.00	-61.19%
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

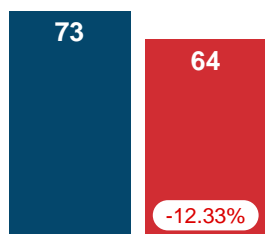
Inventory on August 31, 2021 = **105**

2020 **2021**

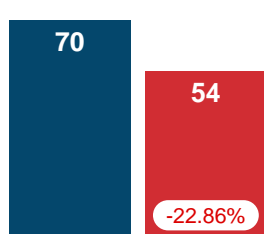
AUGUST MARKET

MEDIAN PRICES

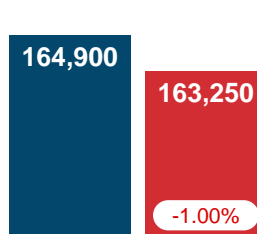
New Listings



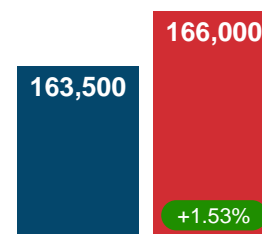
Pending Listings



List Price



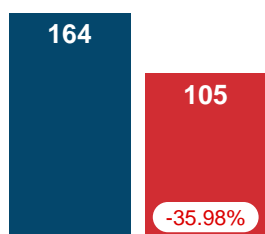
Sale Price



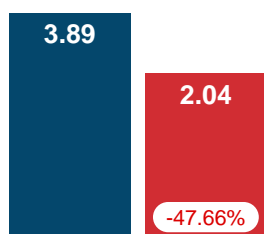
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

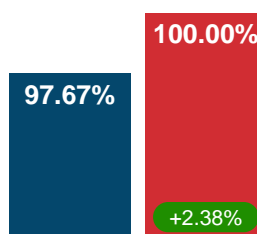
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

