

# December 2021



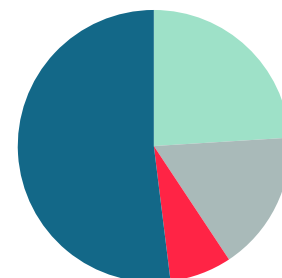
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	46	49	6.52%
Pending Listings	33	34	3.03%
New Listings	28	47	67.86%
Average List Price	199,458	203,259	1.91%
Average Sale Price	188,941	203,771	7.85%
Average Percent of Selling Price to List Price	95.60%	98.38%	2.90%
Average Days on Market to Sale	41.57	25.73	-38.09%
End of Month Inventory	99	106	7.07%
Months Supply of Inventory	2.02	2.20	8.92%



■ Closed (24.02%)  
■ Pending (16.67%)  
■ Other OffMarket (7.35%)  
■ Active (51.96%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of December 31, 2021 = **106**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 rose **7.07%** to 106 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 **2.20** 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 **7.85%** in December 2021 to \$203,771 versus the previous year at \$188,941.

#### Average Days on Market Shortens

The average number of **25.73** days that homes spent on the market before selling decreased by 15.83 days or **38.09%** in December 2021 compared to last year's same month at **41.57** DOM.

#### Sales Success for December 2021 is Positive

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

There were 47 New Listings in December 2021, up **67.86%** from last year at 28. Furthermore, there were 49 Closed Listings this month versus last year at 46, a **6.52%** increase.

Closed versus Listed trends yielded a **104.3%** ratio, down from previous year's, December 2020, at **164.3%**, a **36.54%** downswing. This will certainly create pressure on an increasing 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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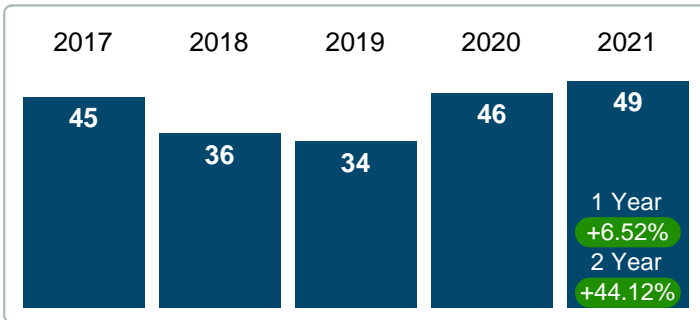
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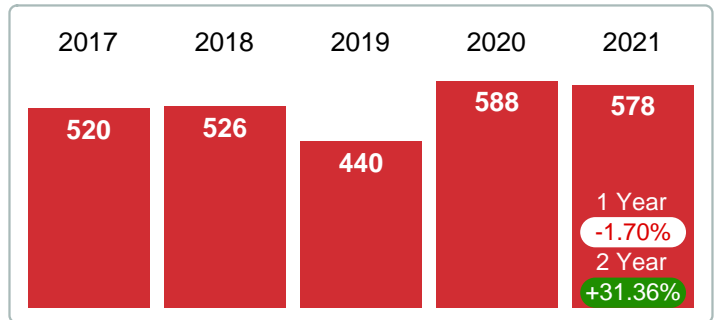
## CLOSED LISTINGS

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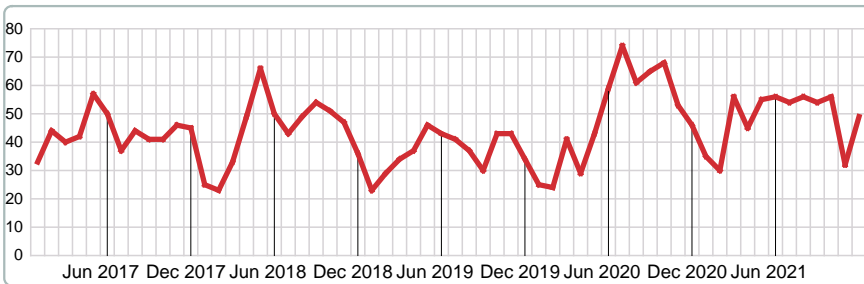
### DECEMBER



### YEAR TO DATE (YTD)

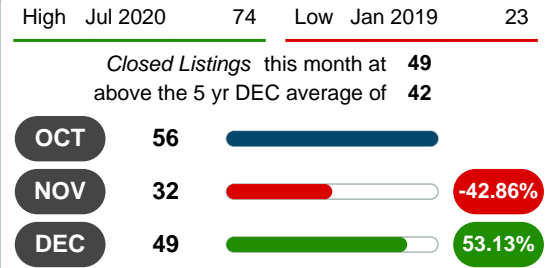


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 42



### 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	2	4.08%	1.0	1	1	0	0
\$50,001 - \$75,000	4	8.16%	30.5	1	2	1	0
\$75,001 - \$125,000	14	28.57%	40.4	6	4	2	2
\$125,001 - \$175,000	10	20.41%	13.5	2	7	1	0
\$175,001 - \$250,000	7	14.29%	21.0	1	4	1	1
\$250,001 - \$425,000	7	14.29%	27.7	0	2	5	0
\$425,001 and up	5	10.20%	19.0	0	4	0	1
<b>Total Closed Units</b>	<b>49</b>			<b>11</b>	<b>24</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>9,984,770</b>	<b>100%</b>	<b>25.7</b>	<b>1.19M</b>	<b>5.72M</b>	<b>2.18M</b>	<b>890.00K</b>
<b>Average Closed Price</b>	<b>\$203,771</b>			<b>\$107,991</b>	<b>\$238,461</b>	<b>\$218,380</b>	<b>\$222,500</b>

# December 2021



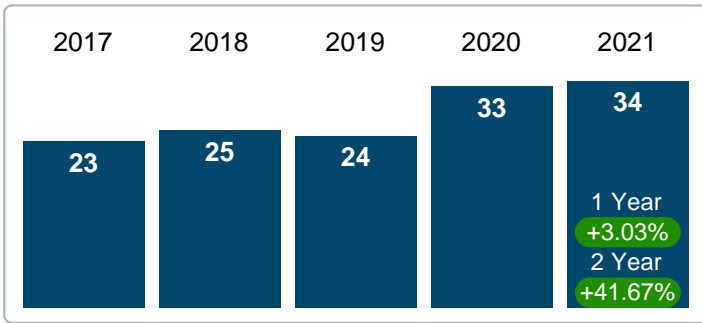
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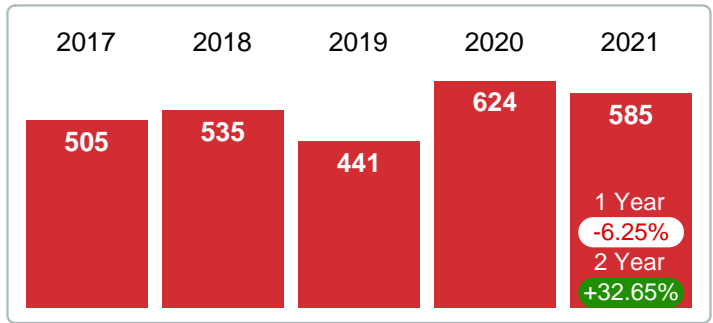
## PENDING LISTINGS

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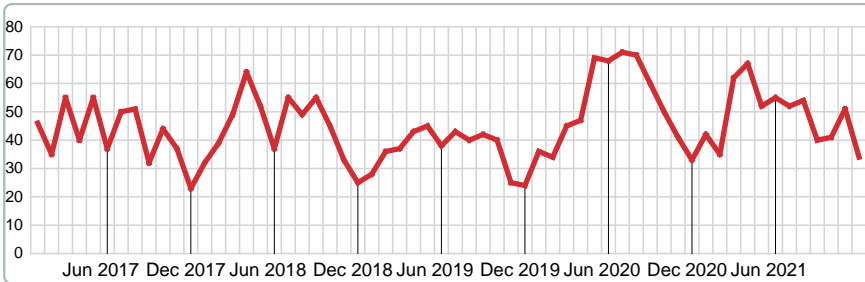
### DECEMBER



### YEAR TO DATE (YTD)

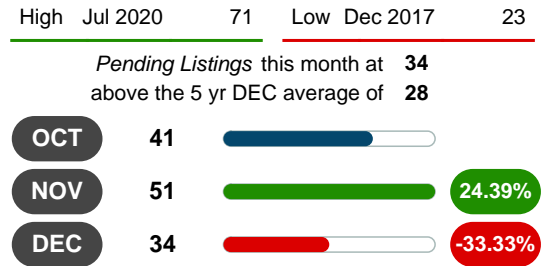


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 28



### 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	2	5.88%	14.0	0	2	0	0
\$75,001 - \$125,000	4	11.76%	7.3	2	1	0	1
\$125,001 - \$150,000	5	14.71%	5.2	1	4	0	0
\$150,001 - \$250,000	11	32.35%	12.1	0	7	3	1
\$250,001 - \$275,000	3	8.82%	16.3	0	2	0	1
\$275,001 - \$450,000	5	14.71%	54.8	0	2	2	1
\$450,001 and up	4	11.76%	32.3	0	1	2	1
<b>Total Pending Units</b>	<b>34</b>			<b>3</b>	<b>19</b>	<b>7</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>8,122,414</b>	<b>100%</b>	<b>19.6</b>	<b>311.00K</b>	<b>3.72M</b>	<b>2.57M</b>	<b>1.52M</b>
<b>Average Listing Price</b>	<b>\$238,895</b>			<b>\$103,667</b>	<b>\$195,980</b>	<b>\$367,000</b>	<b>\$303,760</b>

# December 2021



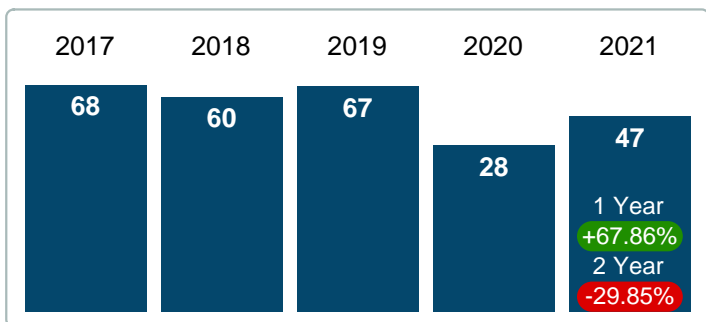
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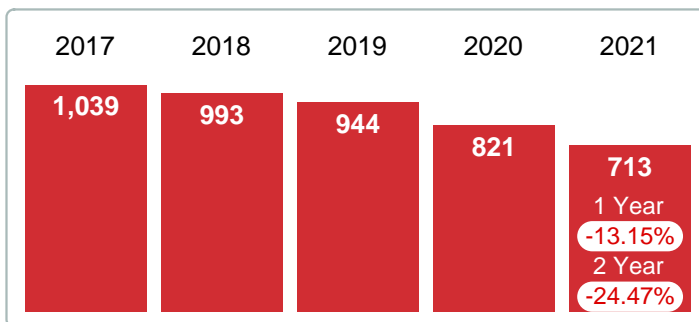
## NEW LISTINGS

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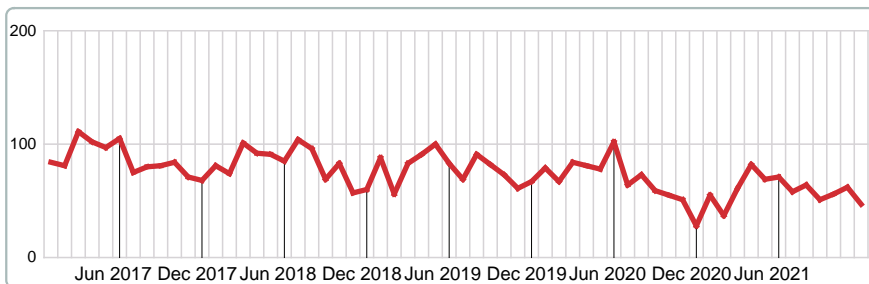
### DECEMBER



### YEAR TO DATE (YTD)

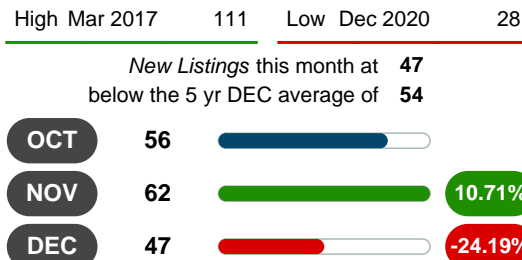


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 54



### 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	8.51%	1	3	0	0
\$75,001 - \$125,000	7	14.89%	3	4	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$200,000	18	38.30%	2	12	4	0
\$200,001 - \$300,000	7	14.89%	0	3	3	1
\$300,001 - \$425,000	6	12.77%	2	2	1	1
\$425,001 and up	5	10.64%	0	2	3	0
<b>Total New Listed Units</b>	<b>47</b>		<b>8</b>	<b>26</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,506,414</b>	<b>100%</b>	<b>1.35M</b>	<b>6.13M</b>	<b>3.37M</b>	<b>656.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$210,579</b>		<b>\$169,113</b>	<b>\$235,666</b>	<b>\$306,300</b>	<b>\$328,450</b>

# December 2021



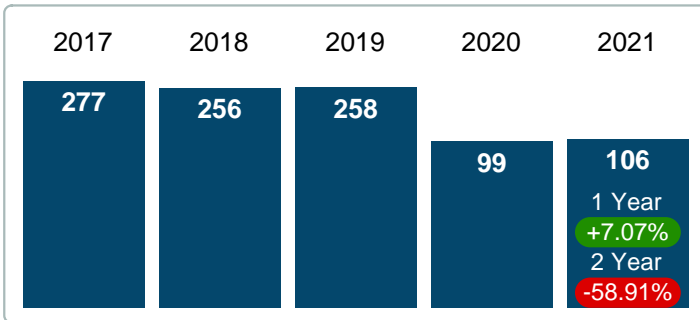
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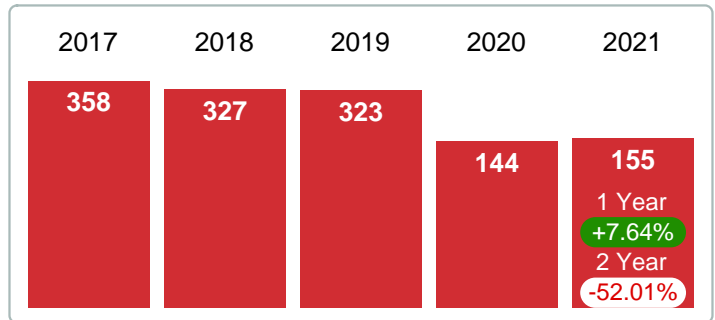
## ACTIVE INVENTORY

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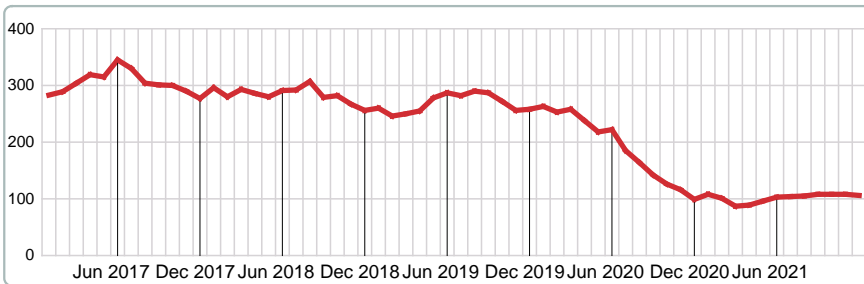
### END OF DECEMBER



### ACTIVE DURING DECEMBER

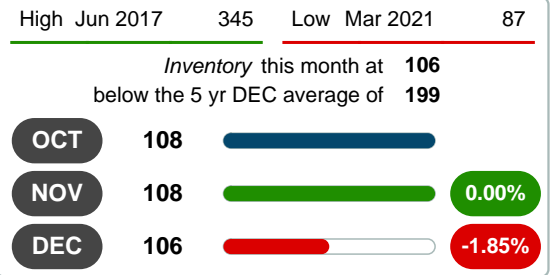


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 199



### 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	5.66%	73.7	3	3	0	0
\$75,001 - \$125,000	15	14.15%	74.9	4	10	1	0
\$125,001 - \$150,000	17	16.04%	68.6	6	8	2	1
\$150,001 - \$250,000	26	24.53%	73.5	2	15	7	2
\$250,001 - \$425,000	18	16.98%	62.1	3	8	6	1
\$425,001 - \$775,000	13	12.26%	105.8	1	4	4	4
\$775,001 and up	11	10.38%	141.7	1	5	3	2
<b>Total Active Inventory by Units</b>	<b>106</b>			<b>20</b>	<b>53</b>	<b>23</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>40,825,238</b>	<b>100%</b>	<b>82.0</b>	<b>6.04M</b>	<b>19.12M</b>	<b>9.03M</b>	<b>6.64M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$385,144</b>			<b>\$301,885</b>	<b>\$360,696</b>	<b>\$392,823</b>	<b>\$663,570</b>

# December 2021



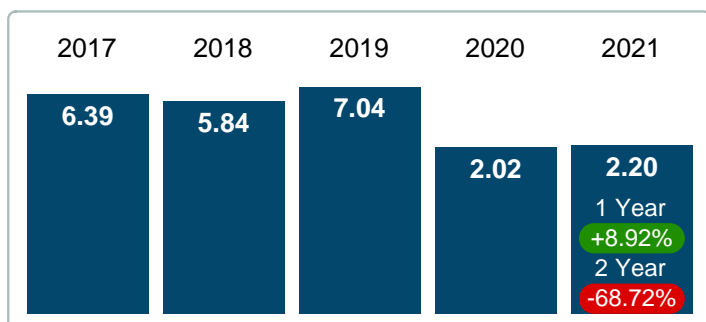
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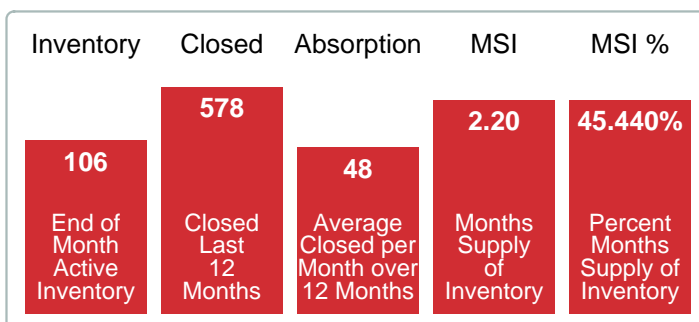
## MONTHS SUPPLY of INVENTORY (MSI)

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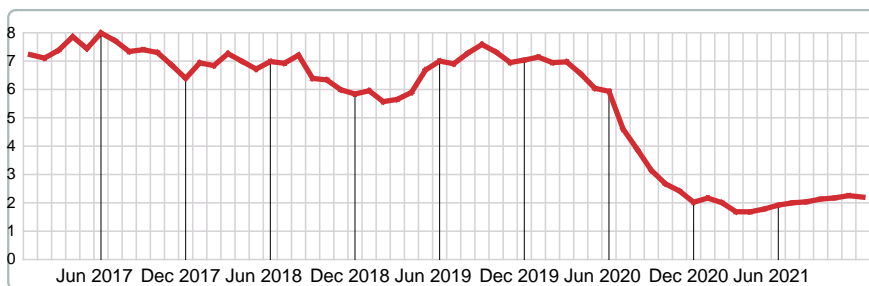
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

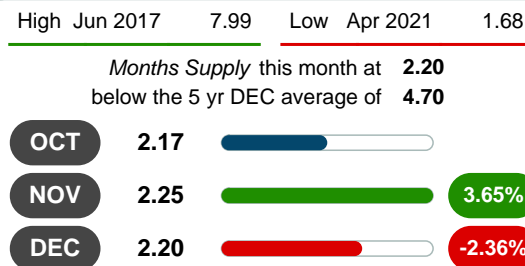


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.70



### 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	5.66%	1.24	1.00	1.89	0.00	0.00
\$75,001 - \$125,000	15	14.15%	1.80	1.20	2.35	2.00	0.00
\$125,001 - \$150,000	17	16.04%	2.65	6.55	1.92	1.85	4.00
\$150,001 - \$250,000	26	24.53%	1.38	1.85	1.05	2.47	3.43
\$250,001 - \$425,000	18	16.98%	2.84	6.00	2.29	2.88	4.00
\$425,001 - \$775,000	13	12.26%	4.22	12.00	2.67	3.69	9.60
\$775,001 and up	11	10.38%	33.00	0.00	30.00	36.00	24.00
Market Supply of Inventory (MSI)			2.20	2.24	1.80	2.91	5.45
Total Active Inventory by Units		100%	2.20	20	53	23	10

# December 2021



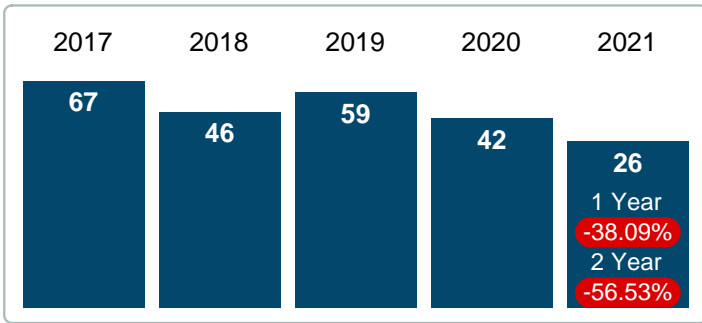
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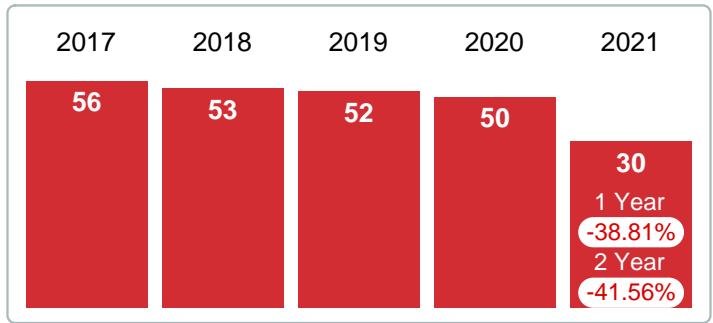
## AVERAGE DAYS ON MARKET TO SALE

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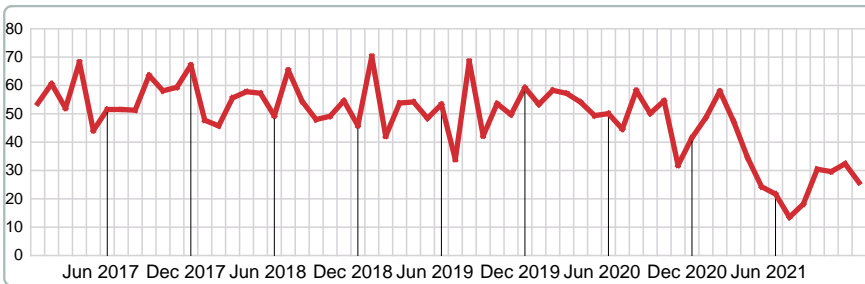
### DECEMBER



### YEAR TO DATE (YTD)

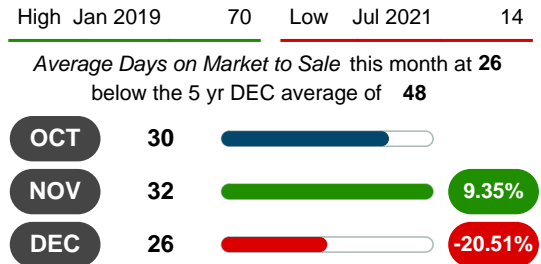


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 48



### 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	4.08%	1	1	1	0	0
\$50,001 - \$75,000	8.16%	31	1	57	8	0
\$75,001 - \$125,000	28.57%	40	52	31	46	20
\$125,001 - \$175,000	20.41%	14	25	11	8	0
\$175,001 - \$250,000	14.29%	21	4	2	7	127
\$250,001 - \$425,000	14.29%	28	0	6	37	0
\$425,001 and up	10.20%	19	0	21	0	13
<b>Average Closed DOM</b>		<b>26</b>	<b>34</b>	<b>17</b>	<b>30</b>	<b>45</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>11</b>	<b>24</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,984,770</b>	<b>1.19M</b>	<b>5.72M</b>	<b>2.18M</b>	<b>890.00K</b>



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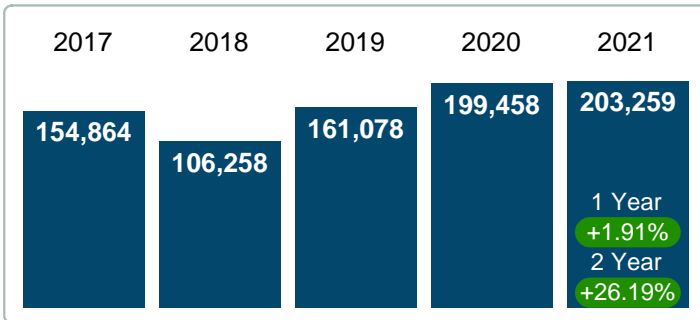
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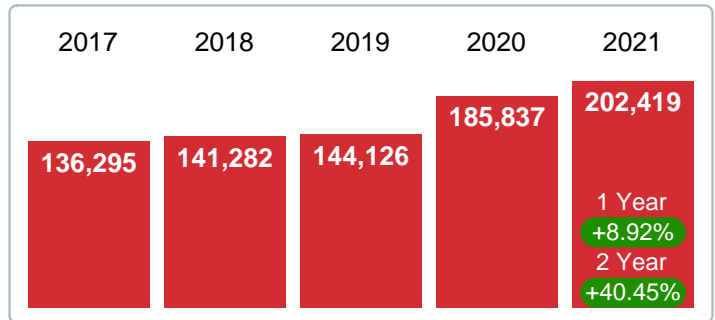
## AVERAGE LIST PRICE AT CLOSING

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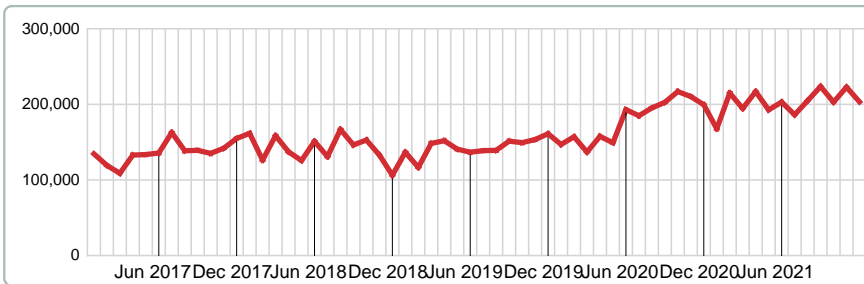
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

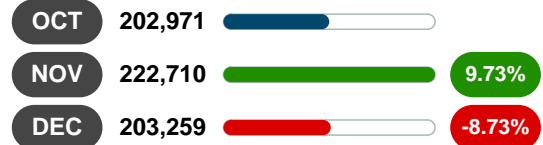


### 3 MONTHS

5 year DEC AVG = 164,984

High Sep 2021 223,617 Low Dec 2018 106,258

Average List Price at Closing this month at **203,259**  
above the 5 yr DEC average of **164,984**



### 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	2	4.08%	42,500	35,000	50,000	0	0
\$50,001 - \$75,000	2	4.08%	69,950	70,000	87,500	69,900	0
\$75,001 - \$125,000	15	30.61%	98,453	96,900	102,525	102,450	117,450
\$125,001 - \$175,000	11	22.45%	152,945	156,500	154,700	157,000	0
\$175,001 - \$250,000	8	16.33%	210,000	199,900	197,575	209,900	230,000
\$250,001 - \$425,000	7	14.29%	358,943	0	404,450	306,740	0
\$425,001 and up	4	8.16%	595,750	0	583,475	0	469,000
Average List Price			203,259	109,027	235,463	217,540	233,475
Total Closed Units		100%	203,259	11	24	10	4
Total Closed Volume			9,959,700	1.20M	5.65M	2.18M	933.90K



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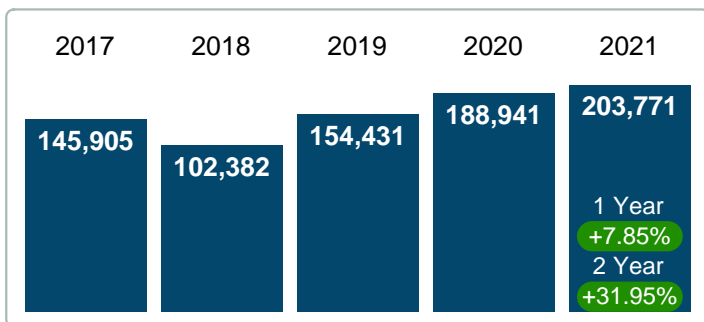
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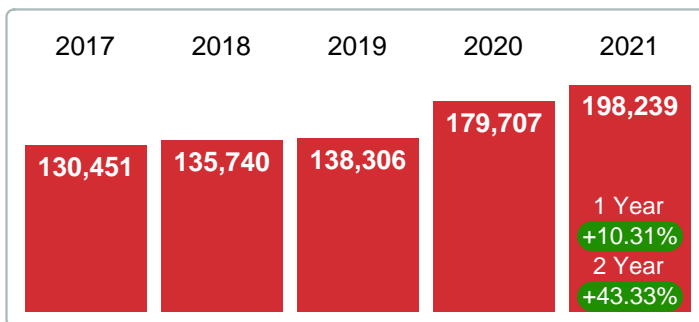
## AVERAGE SOLD PRICE AT CLOSING

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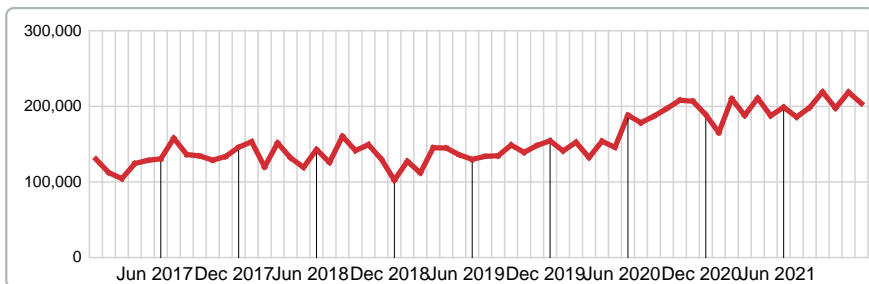
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

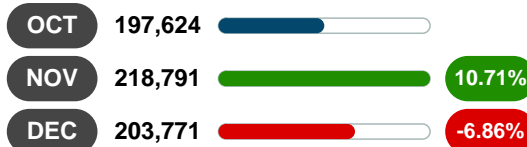


### 3 MONTHS

5 year DEC AVG = 159,086

High Sep 2021 219,055 | Low Dec 2018 102,382

Average Sold Price at Closing this month at **203,771**  
above the 5 yr DEC average of **159,086**



### 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	4.08%	42,500	35,000	50,000	0	0
\$50,001 - \$75,000	8.16%	65,750	70,000	64,000	65,000	0
\$75,001 - \$125,000	28.57%	100,193	95,333	97,675	102,500	117,500
\$125,001 - \$175,000	20.41%	155,795	155,500	154,993	162,000	0
\$175,001 - \$250,000	14.29%	199,171	199,900	194,824	210,000	205,000
\$250,001 - \$425,000	14.29%	336,186	0	405,750	308,360	0
\$425,001 and up	10.20%	585,725	0	619,656	0	450,000
<b>Average Sold Price</b>		<b>203,771</b>	<b>107,991</b>	<b>238,461</b>	<b>218,380</b>	<b>222,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>203,771</b>	<b>11</b>	<b>24</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,984,770</b>	<b>1.19M</b>	<b>5.72M</b>	<b>2.18M</b>	<b>890.00K</b>

# December 2021



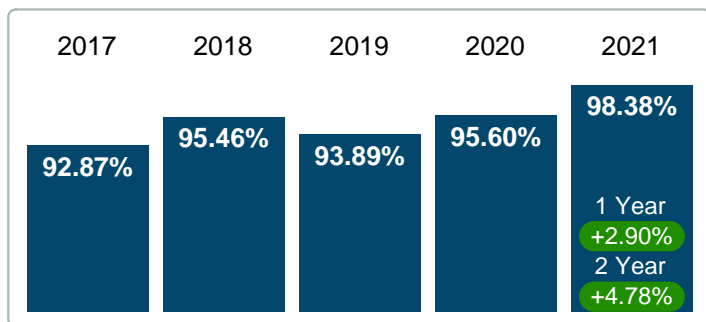
Area Delimited by County Of Cherokee - Residential Property Type



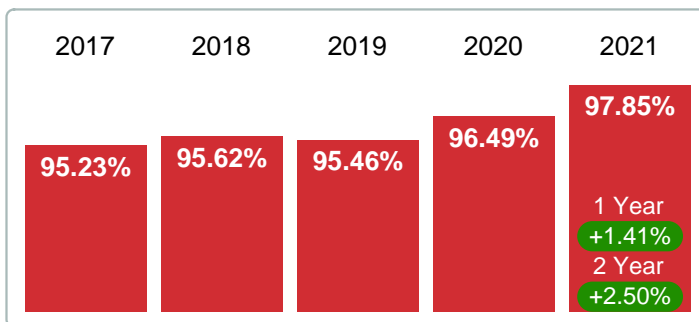
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

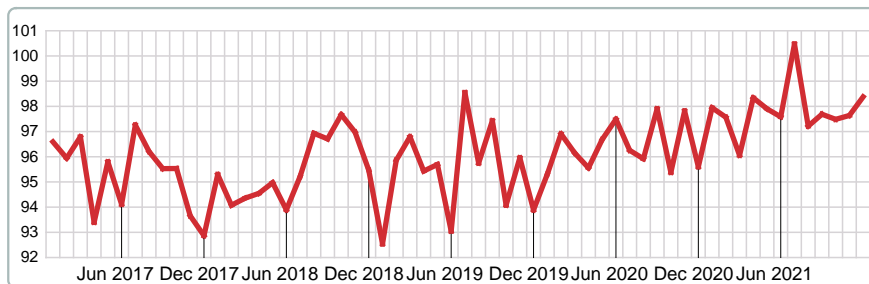
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

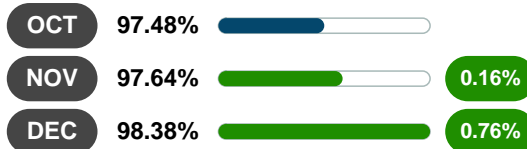


### 3 MONTHS

5 year DEC AVG = 95.24%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **98.38%** above the 5 yr DEC average of **95.24%**



### 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	2	4.08%	100.00%	100.00%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	4	8.16%	84.75%	100.00%	73.01%	92.99%	0.00%
\$75,001 - \$125,000	14	28.57%	98.18%	98.38%	96.03%	100.06%	100.04%
\$125,001 - \$175,000	10	20.41%	100.47%	99.61%	100.33%	103.18%	0.00%
\$175,001 - \$250,000	7	14.29%	97.63%	100.00%	98.56%	100.05%	89.13%
\$250,001 - \$425,000	7	14.29%	100.54%	0.00%	100.33%	100.63%	0.00%
\$425,001 and up	5	10.20%	103.00%	0.00%	104.77%	0.00%	95.95%
Average Sold/List Ratio		98.40%		99.04%	97.77%	99.95%	96.29%
Total Closed Units		49	100%	11	24	10	4
Total Closed Volume		9,984,770		1.19M	5.72M	2.18M	890.00K

# December 2021



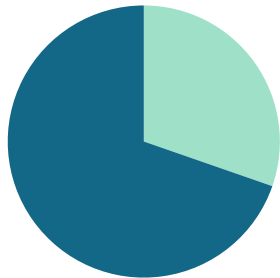
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

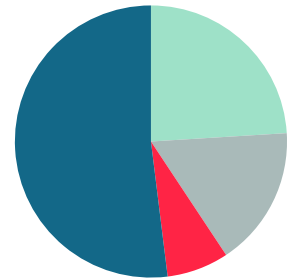


**Inventory**  
 New Listings  
**47 = 30.32%**  
 Start Inventory  
**108**  
 Total Inventory Units  
**155**  
 Volume  
**\$53,345,751**

### Market Activity

Closed Sales  
**49 = 24.02%**  
 Pending Sales  
**34 = 16.67%**  
 Other Off Market  
**15 = 7.35%**  
 Active Inventory  
**106 = 51.96%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	46	49	6.52%	588	578	-1.70%
Pending Sales	33	34	3.03%	624	585	-6.25%
New Listings	28	47	67.86%	821	713	-13.15%
Average List Price	199,458	203,259	1.91%	185,837	202,419	8.92%
Average Sale Price	188,941	203,771	7.85%	179,707	198,239	10.31%
Average Percent of Selling Price to List Price	95.60%	98.38%	2.90%	96.49%	97.85%	1.41%
Average Days on Market to Sale	41.57	25.73	-38.09%	49.57	30.33	-38.81%
Monthly Inventory	99	106	7.07%	99	106	7.07%
Months Supply of Inventory	2.02	2.20	8.92%	2.02	2.20	8.92%

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

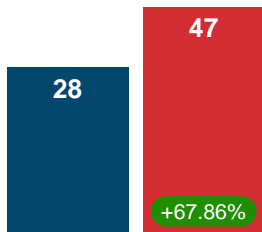
**Inventory** on December 31, 2021 = **106**

**2020** **2021**

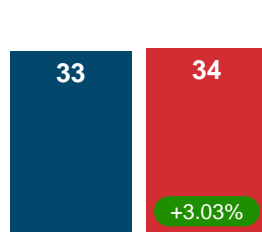
### DECEMBER MARKET

### AVERAGE PRICES

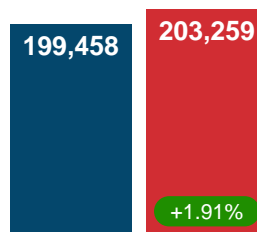
#### New Listings



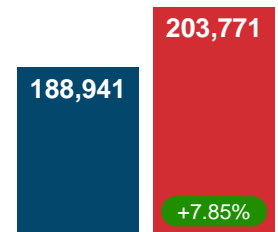
#### Pending Listings



#### List Price



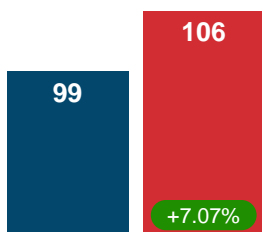
#### Sale Price



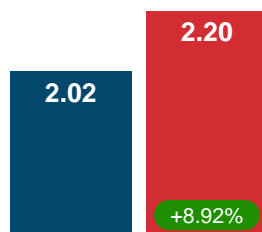
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

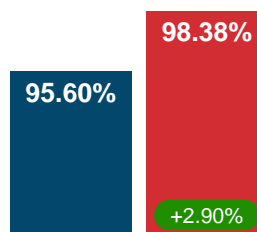
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

