



Area Delimited by County Of Cherokee - Residential Property Type

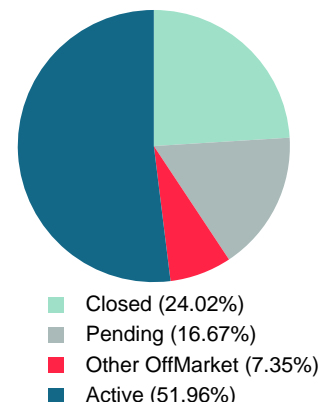


MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | December 2021 | +/- % |
|---|---------|---------------|---------|
| Closed Listings | 46 | 49 | 6.52% |
| Pending Listings | 33 | 34 | 3.03% |
| New Listings | 28 | 47 | 67.86% |
| Median List Price | 150,950 | 157,000 | 4.01% |
| Median Sale Price | 145,000 | 159,900 | 10.28% |
| Median Percent of Selling Price to List Price | 97.75% | 100.00% | 2.31% |
| Median Days on Market to Sale | 25.00 | 8.00 | -68.00% |
| End of Month Inventory | 99 | 106 | 7.07% |
| Months Supply of Inventory | 2.02 | 2.20 | 8.92% |

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.

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 **10.28%** in December 2021 to \$159,900 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 17.00 days or **68.00%** in December 2021 compared to last year's same month at **25.00** DOM.

Sales Success for December 2021 is Positive

Overall, with Median 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

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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



Area Delimited by County Of Cherokee - Residential Property Type

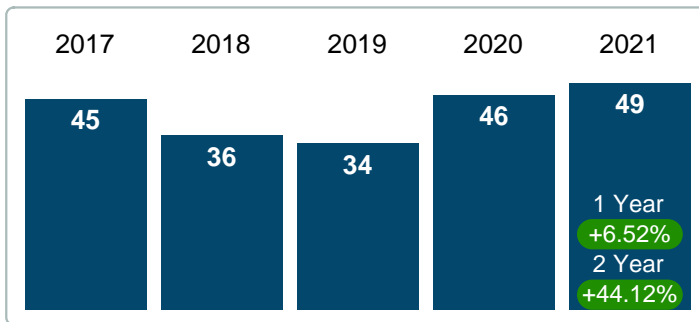


December 2021

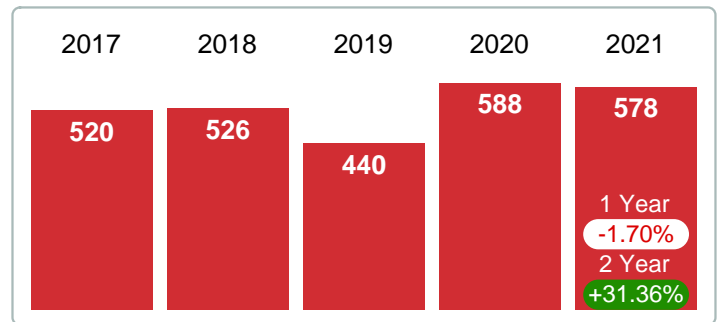
CLOSED LISTINGS

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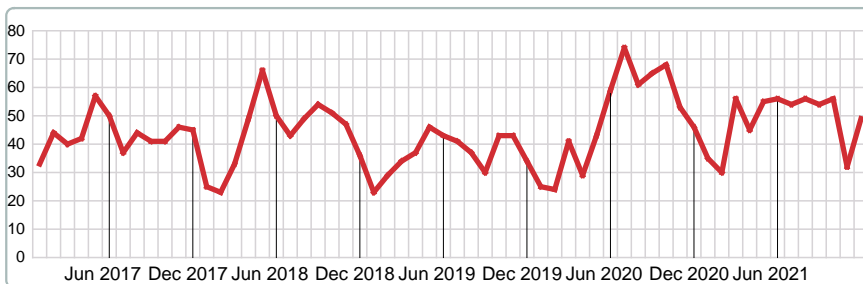
DECEMBER



YEAR TO DATE (YTD)

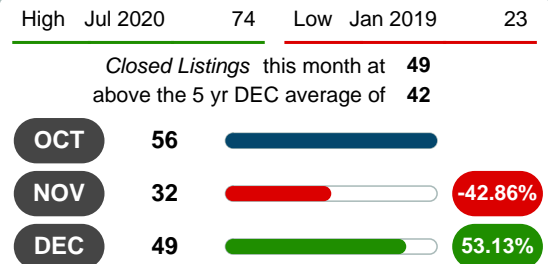


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 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% | 16.5 | 1 | 2 | 1 | 0 |
| \$75,001 - \$125,000 | 14 | 28.57% | 9.0 | 6 | 4 | 2 | 2 |
| \$125,001 - \$175,000 | 10 | 20.41% | 8.0 | 2 | 7 | 1 | 0 |
| \$175,001 - \$250,000 | 7 | 14.29% | 4.0 | 1 | 4 | 1 | 1 |
| \$250,001 - \$425,000 | 7 | 14.29% | 8.0 | 0 | 2 | 5 | 0 |
| \$425,001 and up | 5 | 10.20% | 12.0 | 0 | 4 | 0 | 1 |
| Total Closed Units | 49 | | | 11 | 24 | 10 | 4 |
| Total Closed Volume | 9,984,770 | 100% | 8.0 | 1.19M | 5.72M | 2.18M | 890.00K |
| Median Closed Price | \$159,900 | | | \$90,000 | \$164,450 | \$232,850 | \$165,000 |

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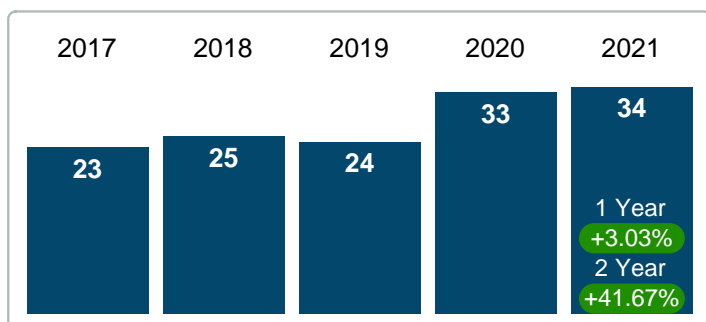


December 2021

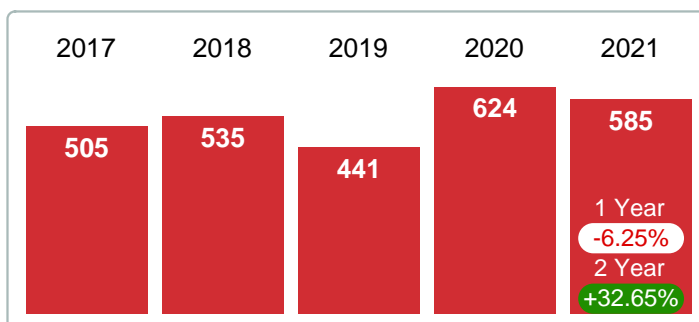
PENDING LISTINGS

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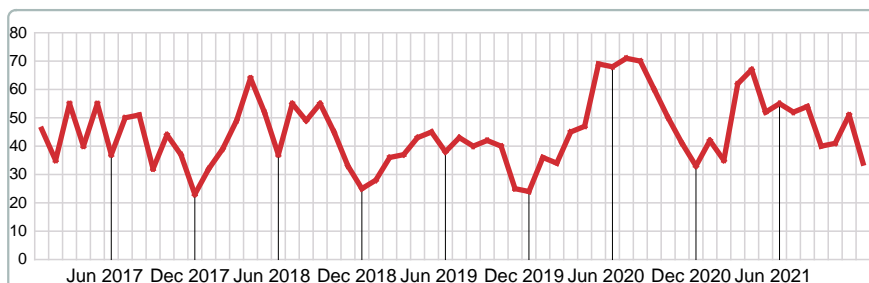
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

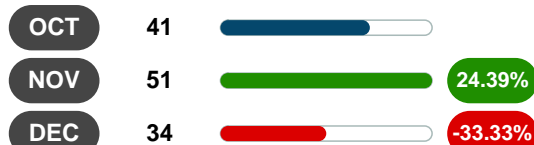


3 MONTHS

5 year DEC AVG = 28

High Jul 2020 71 Low Dec 2017 23

Pending Listings this month at **34**
above the 5 yr DEC average of **28**



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 | 5.88% | 14.0 | 0 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 4 | 11.76% | 8.5 | 2 | 1 | 0 | 1 |
| \$125,001 - \$150,000 | 5 | 14.71% | 6.0 | 1 | 4 | 0 | 0 |
| \$150,001 - \$250,000 | 11 | 32.35% | 6.0 | 0 | 7 | 3 | 1 |
| \$250,001 - \$275,000 | 3 | 8.82% | 8.0 | 0 | 2 | 0 | 1 |
| \$275,001 - \$450,000 | 5 | 14.71% | 66.0 | 0 | 2 | 2 | 1 |
| \$450,001 and up | 4 | 11.76% | 27.5 | 0 | 1 | 2 | 1 |
| Total Pending Units | | 34 | | 3 | 19 | 7 | 5 |
| Total Pending Volume | | 8,122,414 | 100% | 311.00K | 3.72M | 2.57M | 1.52M |
| Median Listing Price | | \$199,858 | | \$90,000 | \$184,900 | \$352,000 | \$269,900 |

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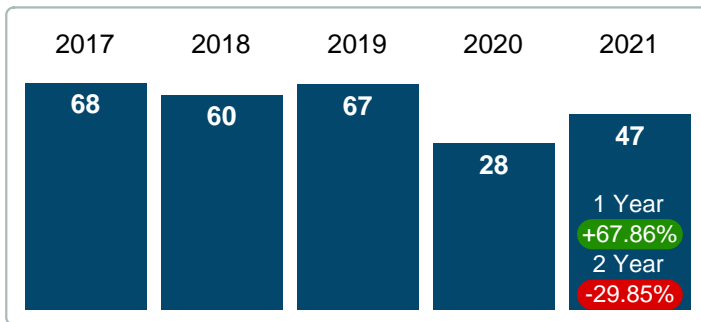


December 2021

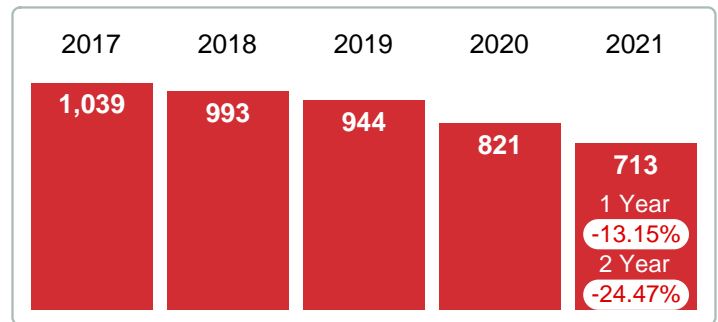
NEW LISTINGS

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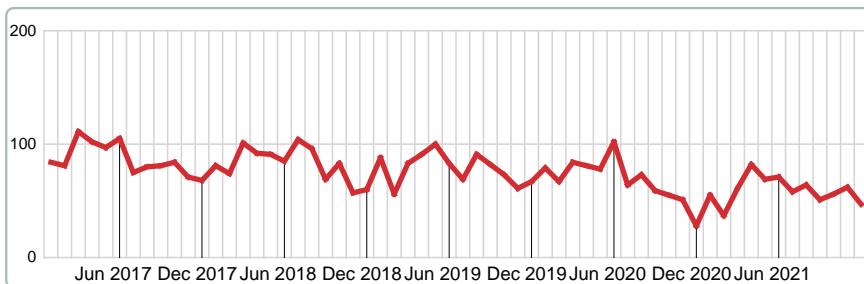
DECEMBER



YEAR TO DATE (YTD)

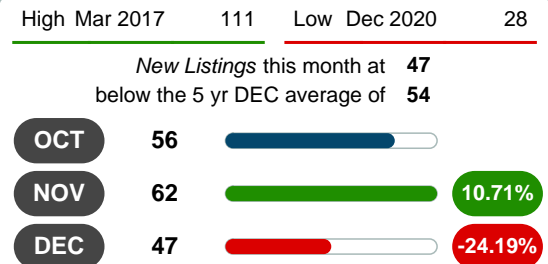


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % |
|---|------------|--------|
| \$75,000 and less | 4 | 8.51% |
| \$75,001 - \$125,000 | 7 | 14.89% |
| \$125,001 - \$125,000 | 0 | 0.00% |
| \$125,001 - \$200,000 | 18 | 38.30% |
| \$200,001 - \$300,000 | 7 | 14.89% |
| \$300,001 - \$425,000 | 6 | 12.77% |
| \$425,001 and up | 5 | 10.64% |
| Total New Listed Units | 47 | |
| Total New Listed Volume | 11,506,414 | 100% |
| Median New Listed Listing Price | \$179,900 | |

| 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|-----------|-----------|-----------|-----------|
| 1 | 3 | 0 | 0 |
| 3 | 4 | 0 | 0 |
| 0 | 0 | 0 | 0 |
| 2 | 12 | 4 | 0 |
| 0 | 3 | 3 | 1 |
| 2 | 2 | 1 | 1 |
| 0 | 2 | 3 | 0 |
| 8 | 26 | 11 | 2 |
| 1.35M | 6.13M | 3.37M | 656.90K |
| \$127,450 | \$149,900 | \$250,000 | \$328,450 |



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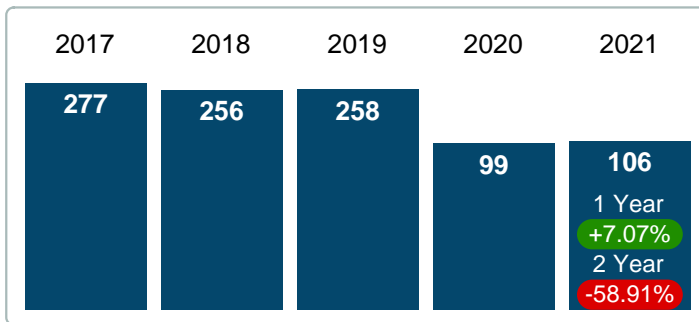


December 2021

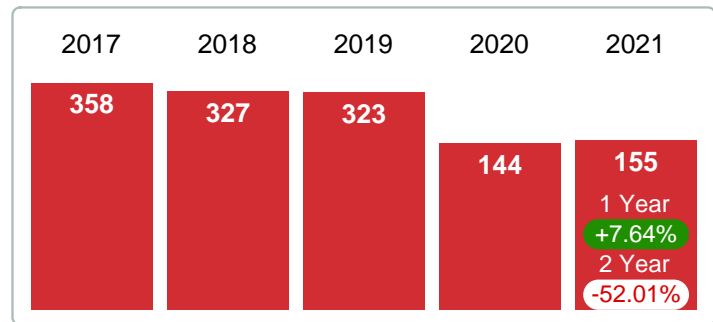
ACTIVE INVENTORY

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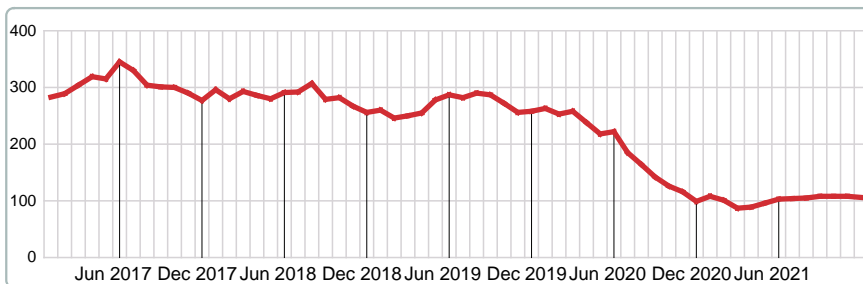
END OF DECEMBER



ACTIVE DURING DECEMBER

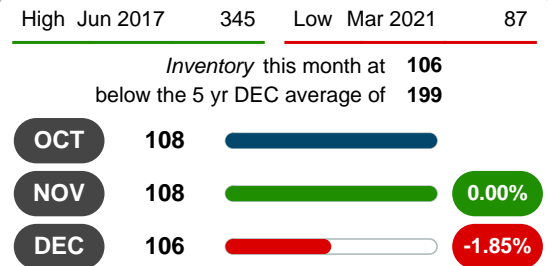


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 199



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|-------|-----------|-----------|-----------|-----------|
| \$75,000 and less | 6 | 5.66% | 75.0 | 3 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 15 | 14.15% | 39.0 | 4 | 10 | 1 | 0 |
| \$125,001 - \$150,000 | 17 | 16.04% | 70.0 | 6 | 8 | 2 | 1 |
| \$150,001 - \$250,000 | 26 | 24.53% | 52.5 | 2 | 15 | 7 | 2 |
| \$250,001 - \$425,000 | 18 | 16.98% | 57.5 | 3 | 8 | 6 | 1 |
| \$425,001 - \$775,000 | 13 | 12.26% | 86.0 | 1 | 4 | 4 | 4 |
| \$775,001 and up | 11 | 10.38% | 114.0 | 1 | 5 | 3 | 2 |
| Total Active Inventory by Units | | 106 | | 20 | 53 | 23 | 10 |
| Total Active Inventory by Volume | | 40,825,238 | 100% | 6.04M | 19.12M | 9.03M | 6.64M |
| Median Active Inventory Listing Price | | \$216,900 | | \$134,950 | \$195,750 | \$279,000 | \$514,450 |

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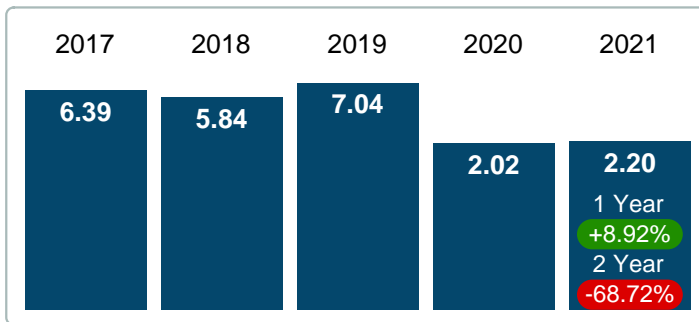


December 2021

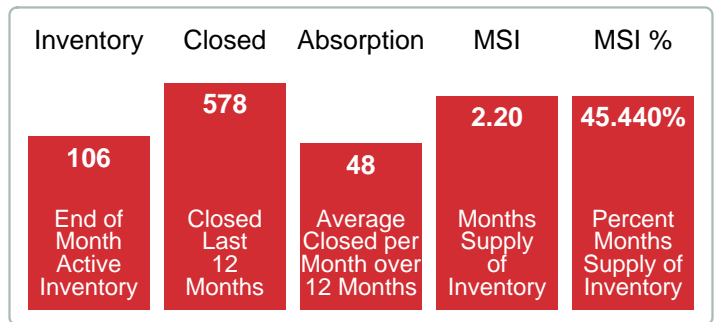
MONTHS SUPPLY of INVENTORY (MSI)

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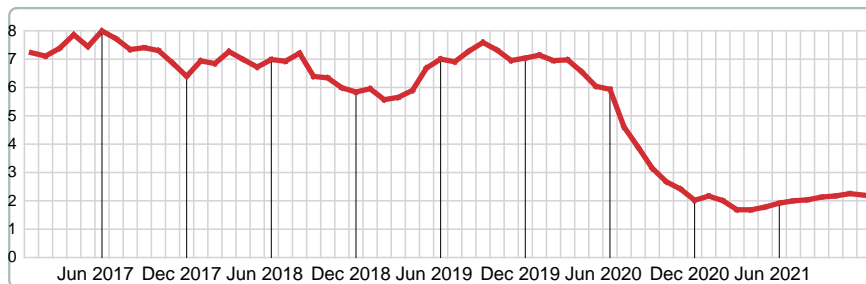
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

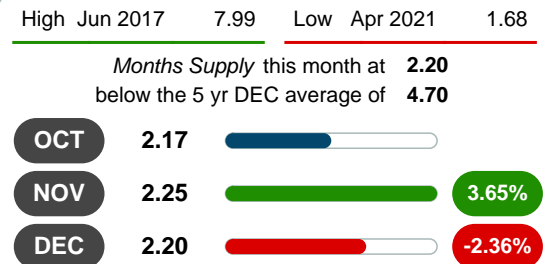


5 YEAR MARKET ACTIVITY TRENDS



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 |



Area Delimited by County Of Cherokee - Residential Property Type

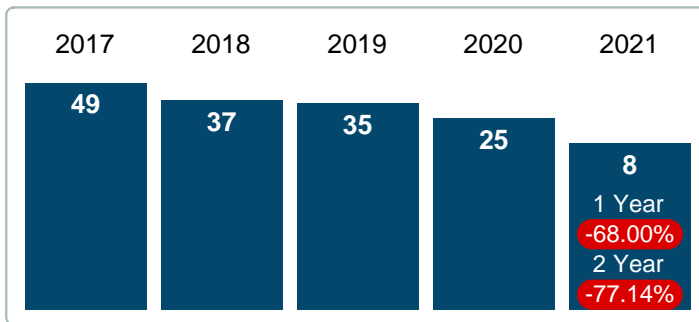


December 2021

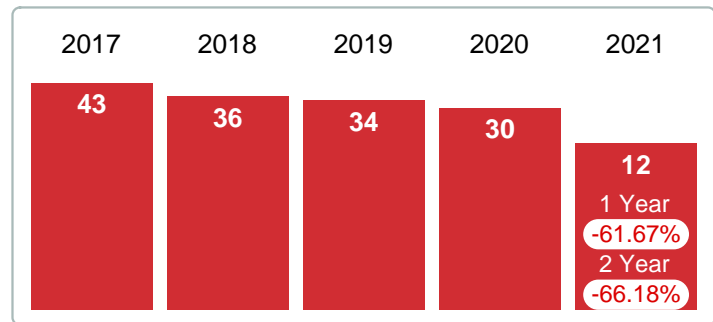
MEDIAN DAYS ON MARKET TO SALE

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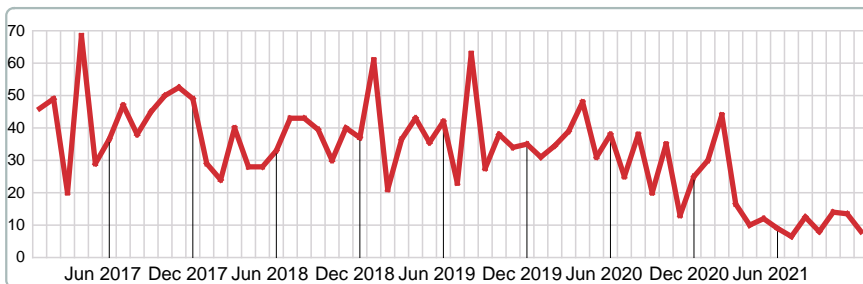
DECEMBER



YEAR TO DATE (YTD)

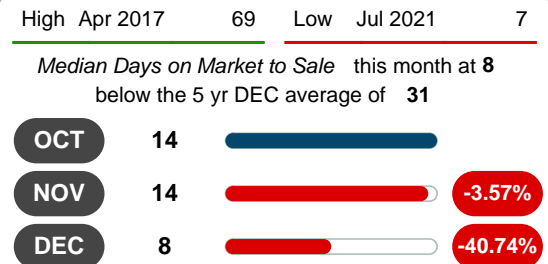


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 31



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 | 2 | 4.08% | 1 | 1 | 1 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 8.16% | 17 | 1 | 57 | 8 | 0 |
| \$75,001 - \$125,000 | 14 | 28.57% | 9 | 6 | 26 | 46 | 20 |
| \$125,001 - \$175,000 | 10 | 20.41% | 8 | 25 | 7 | 8 | 0 |
| \$175,001 - \$250,000 | 7 | 14.29% | 4 | 4 | 2 | 7 | 127 |
| \$250,001 - \$425,000 | 7 | 14.29% | 8 | 0 | 6 | 31 | 0 |
| \$425,001 and up | 5 | 10.20% | 12 | 0 | 12 | 0 | 13 |
| Median Closed DOM | 8 | | | 5 | 8 | 10 | 23 |
| Total Closed Units | 49 | 100% | 8.0 | 11 | 24 | 10 | 4 |
| Total Closed Volume | 9,984,770 | | | 1.19M | 5.72M | 2.18M | 890.00K |



Area Delimited by County Of Cherokee - Residential Property Type

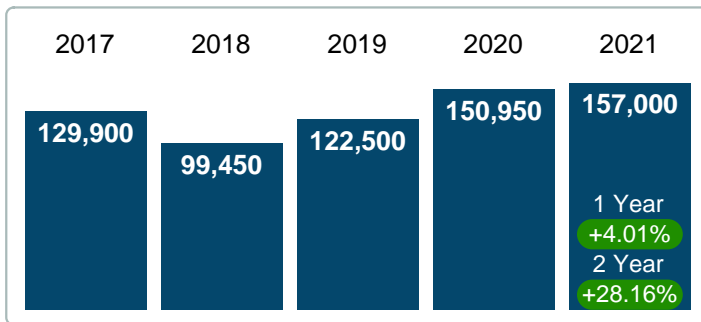


December 2021

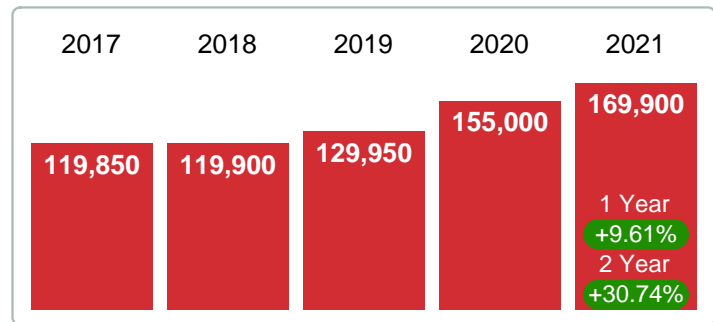
MEDIAN LIST PRICE AT CLOSING

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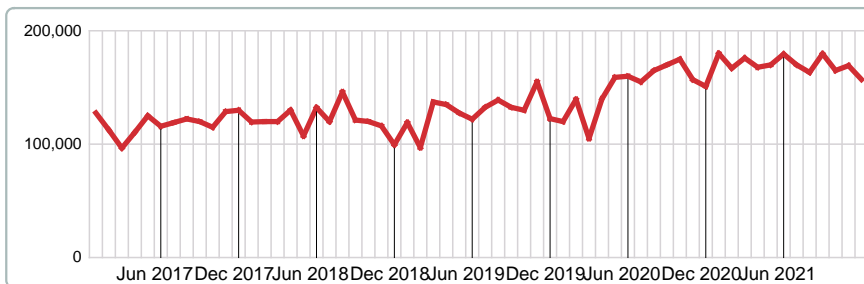
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

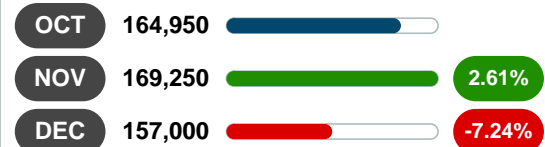


3 MONTHS

5 year DEC AVG = 131,960

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

Median List Price at Closing this month at **157,000**
above the 5 yr DEC average of **131,960**



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 | 2 | 4.08% | 42,500 | 35,000 | 50,000 | 0 | 0 |
| \$50,001 \$75,000 | 2 | 4.08% | 69,950 | 70,000 | 0 | 69,900 | 0 |
| \$75,001 \$125,000 | 15 | 30.61% | 97,000 | 94,950 | 90,000 | 102,450 | 117,450 |
| \$125,001 \$175,000 | 11 | 22.45% | 157,000 | 156,500 | 153,700 | 157,000 | 0 |
| \$175,001 \$250,000 | 8 | 16.33% | 204,900 | 199,900 | 197,700 | 229,900 | 230,000 |
| \$250,001 \$425,000 | 7 | 14.29% | 399,900 | 0 | 409,000 | 304,450 | 0 |
| \$425,001 and up | 4 | 8.16% | 582,000 | 0 | 689,000 | 0 | 469,000 |
| Median List Price | | | 157,000 | 99,900 | 167,450 | 229,900 | 177,450 |
| Total Closed Units | | 100% | 157,000 | 11 | 24 | 10 | 4 |
| Total Closed Volume | | | 9,959,700 | 1.20M | 5.65M | 2.18M | 933.90K |

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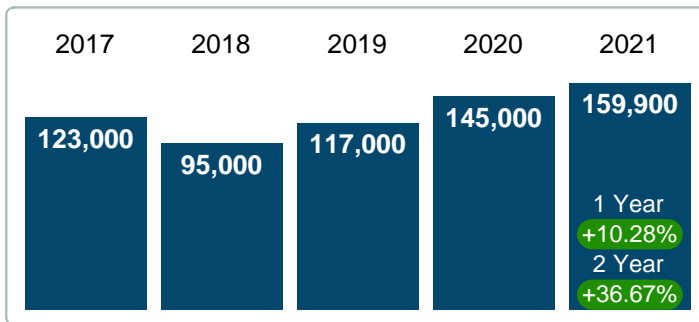


December 2021

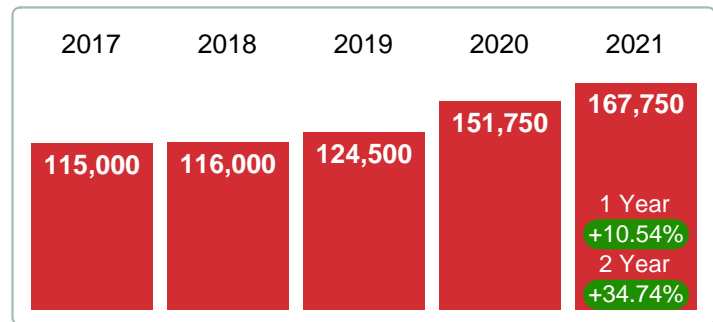
MEDIAN SOLD PRICE AT CLOSING

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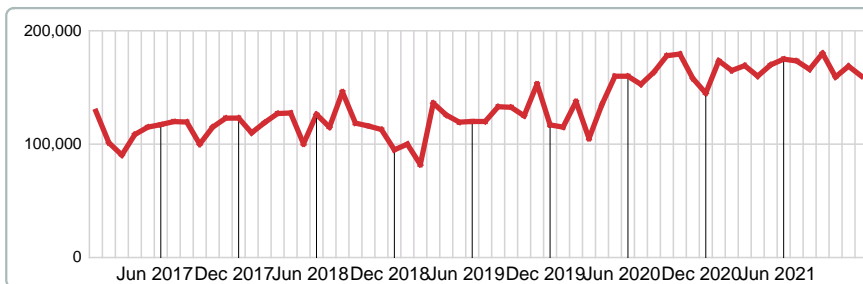
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 127,980

High Sep 2021 180,100 Low Feb 2019 82,000

Median Sold Price at Closing this month at **159,900**
above the 5 yr DEC average of **127,980**

| | | |
|-----|---------|--------|
| OCT | 159,250 | |
| NOV | 168,750 | 5.97% |
| DEC | 159,900 | -5.24% |

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 | 2 | 4.08% | 42,500 | 35,000 | 50,000 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 8.16% | 67,500 | 70,000 | 64,000 | 65,000 | 0 |
| \$75,001 - \$125,000 | 14 | 28.57% | 100,350 | 87,000 | 100,350 | 102,500 | 117,500 |
| \$125,001 - \$175,000 | 10 | 20.41% | 160,450 | 155,500 | 159,900 | 162,000 | 0 |
| \$175,001 - \$250,000 | 7 | 14.29% | 199,900 | 199,900 | 194,698 | 210,000 | 205,000 |
| \$250,001 - \$425,000 | 7 | 14.29% | 329,900 | 0 | 405,750 | 281,300 | 0 |
| \$425,001 and up | 5 | 10.20% | 463,125 | 0 | 576,063 | 0 | 450,000 |
| Median Sold Price | | | 159,900 | 90,000 | 164,450 | 232,850 | 165,000 |
| Total Closed Units | | 100% | 159,900 | 11 | 24 | 10 | 4 |
| Total Closed Volume | | | 9,984,770 | 1.19M | 5.72M | 2.18M | 890.00K |



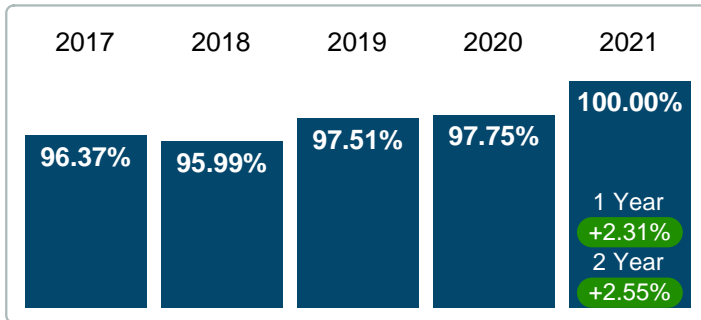
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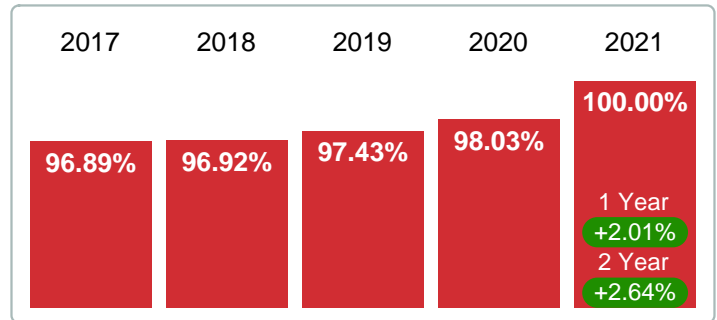
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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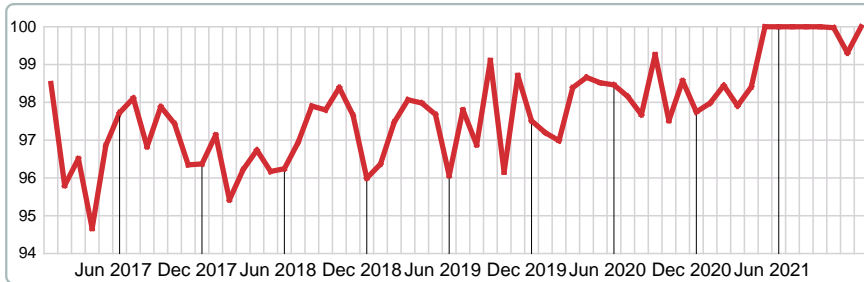
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

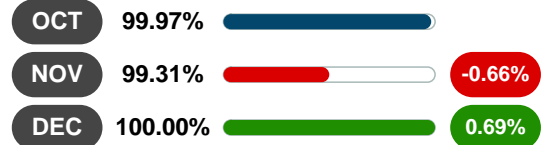


3 MONTHS

5 year DEC AVG = 97.52%

High Dec 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **97.52%**



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 |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$50,000 and less | 2 | 4.08% | 100.00% | 100.00% | 100.00% | 0.00% | 0.00% |
| \$50,001 \$75,000 | 4 | 8.16% | 85.38% | 100.00% | 73.01% | 92.99% | 0.00% |
| \$75,001 \$125,000 | 14 | 28.57% | 100.00% | 100.00% | 98.81% | 100.06% | 100.04% |
| \$125,001 \$175,000 | 10 | 20.41% | 100.32% | 99.61% | 100.00% | 103.18% | 0.00% |
| \$175,001 \$250,000 | 7 | 14.29% | 99.75% | 100.00% | 98.52% | 100.05% | 89.13% |
| \$250,001 \$425,000 | 7 | 14.29% | 100.00% | 0.00% | 100.33% | 100.00% | 0.00% |
| \$425,001 and up | 5 | 10.20% | 100.00% | 0.00% | 100.79% | 0.00% | 95.95% |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.02% | 97.97% |
| Total Closed Units | | 49 | 100% | 11 | 24 | 10 | 4 |
| Total Closed Volume | | 9,984,770 | | 1.19M | 5.72M | 2.18M | 890.00K |

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



Area Delimited by County Of Cherokee - Residential Property Type

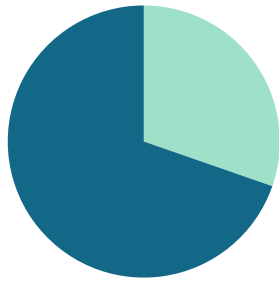


December 2021

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

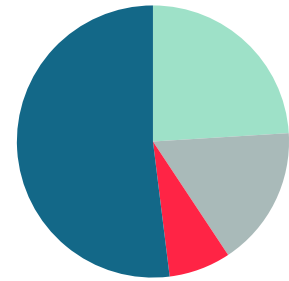
Closed Sales
49 = 24.02%

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% |
| Median List Price | 150,950 | 157,000 | 4.01% | 155,000 | 169,900 | 9.61% |
| Median Sale Price | 145,000 | 159,900 | 10.28% | 151,750 | 167,750 | 10.54% |
| Median Percent of Selling Price to List Price | 97.75% | 100.00% | 2.31% | 98.03% | 100.00% | 2.01% |
| Median Days on Market to Sale | 25.00 | 8.00 | -68.00% | 30.00 | 11.50 | -61.67% |
| 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/MonthInventory on December 31, 2021 = **106**

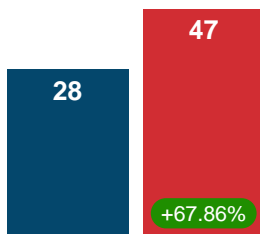
2020

2021

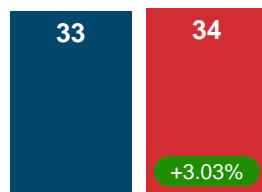
DECEMBER MARKET

MEDIAN PRICES

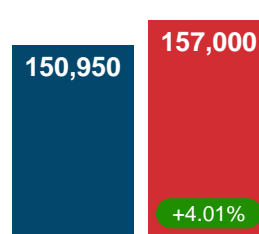
New Listings



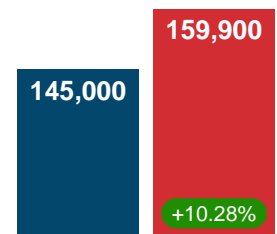
Pending Listings



List Price



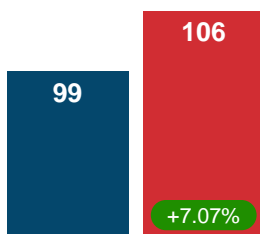
Sale Price



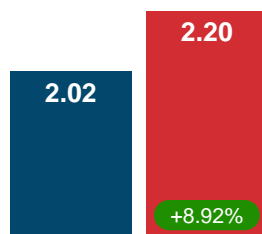
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

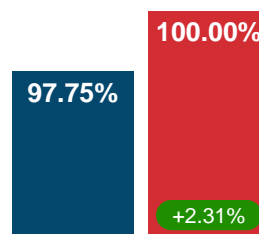
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

