

February 2021



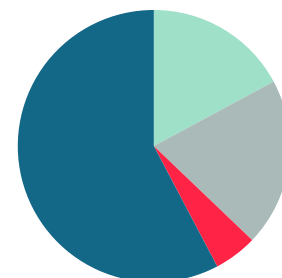
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	24	30	25.00%
Pending Listings	34	35	2.94%
New Listings	64	37	-42.19%
Average List Price	157,054	214,980	36.88%
Average Sale Price	152,442	209,982	37.75%
Average Percent of Selling Price to List Price	96.91%	97.57%	0.68%
Average Days on Market to Sale	58.29	57.97	-0.56%
End of Month Inventory	250	101	-59.60%
Months Supply of Inventory	6.86	2.01	-70.77%



■ Closed (17.14%)
■ Pending (20.00%)
■ Other OffMarket (5.14%)
■ Active (57.71%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of February 28, 2021 = **101**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **59.60%** to 101 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **2.01** 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 **37.75%** in February 2021 to \$209,982 versus the previous year at \$152,442.

Average Days on Market Shortens

The average number of **57.97** days that homes spent on the market before selling decreased by 0.32 days or **0.56%** in February 2021 compared to last year's same month at **58.29** DOM.

Sales Success for February 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 37 New Listings in February 2021, down **42.19%** from last year at 64. Furthermore, there were 30 Closed Listings this month versus last year at 24, a **25.00%** increase.

Closed versus Listed trends yielded a **81.1%** ratio, up from previous year's, February 2020, at **37.5%**, a **116.22%** 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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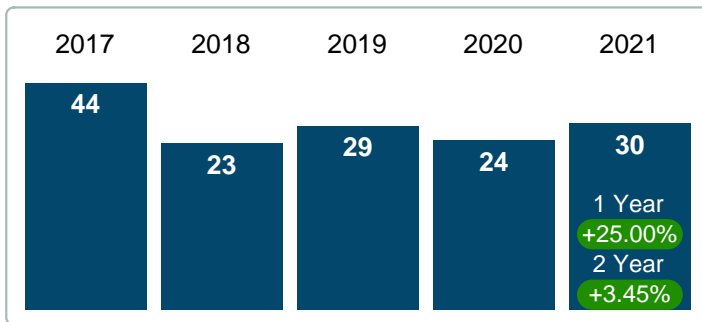
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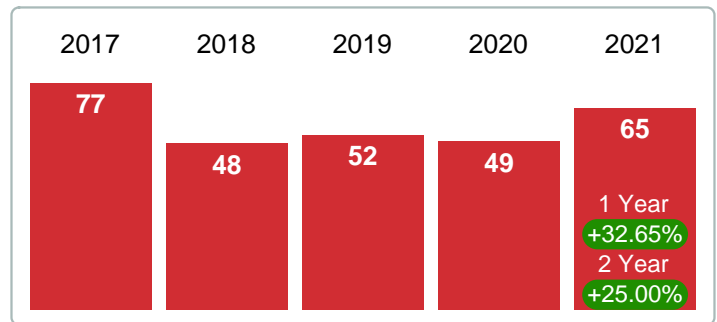
CLOSED LISTINGS

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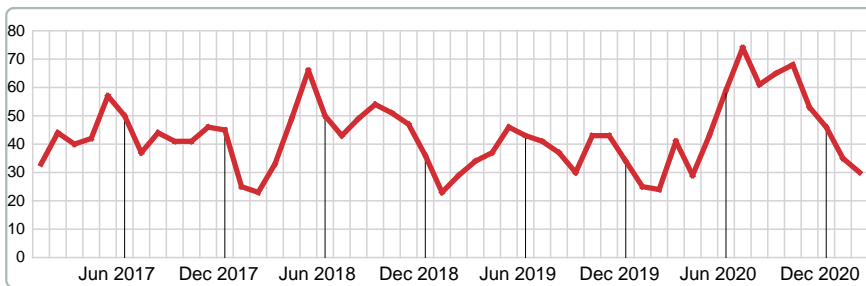
FEBRUARY



YEAR TO DATE (YTD)

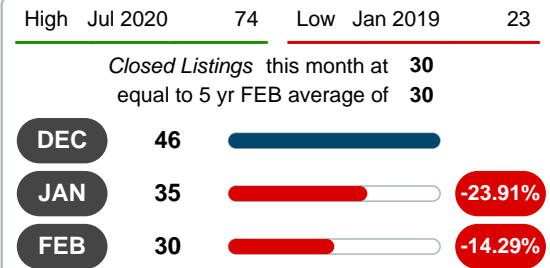


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 30



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	4	13.33%	73.5	1	2	1	0
\$100,001 - \$125,000	5	16.67%	71.8	0	5	0	0
\$125,001 - \$200,000	9	30.00%	20.1	1	7	1	0
\$200,001 - \$300,000	5	16.67%	65.0	0	3	1	1
\$300,001 - \$425,000	3	10.00%	63.3	0	3	0	0
\$425,001 and up	4	13.33%	97.5	1	2	1	0
Total Closed Units	30			3	22	4	1
Total Closed Volume	6,299,450	100%	58.0	630.00K	4.55M	894.00K	225.00K
Average Closed Price	\$209,982			\$210,000	\$206,839	\$223,500	\$225,000

February 2021



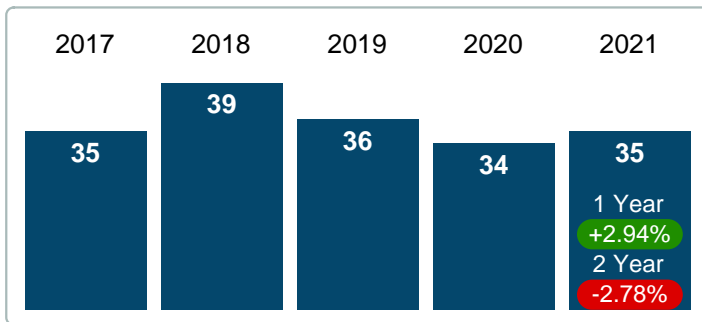
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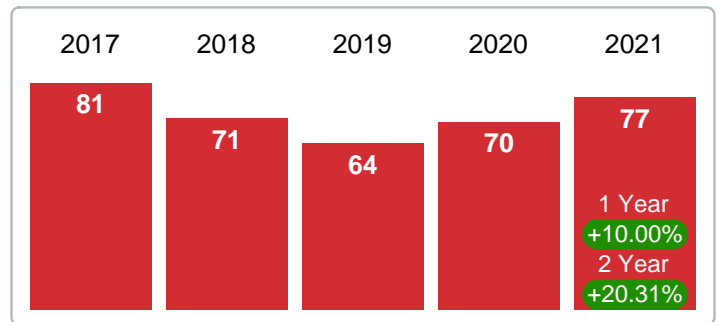
PENDING LISTINGS

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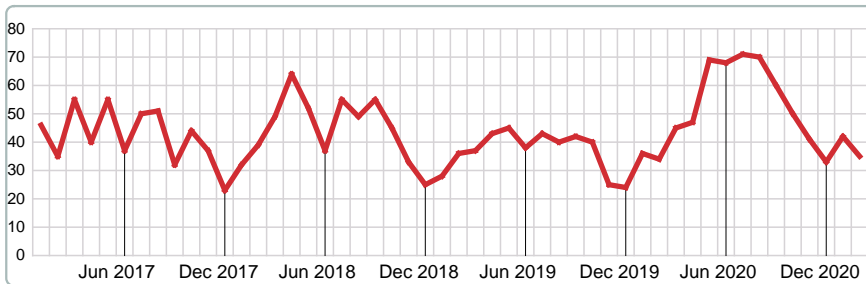
FEBRUARY



YEAR TO DATE (YTD)

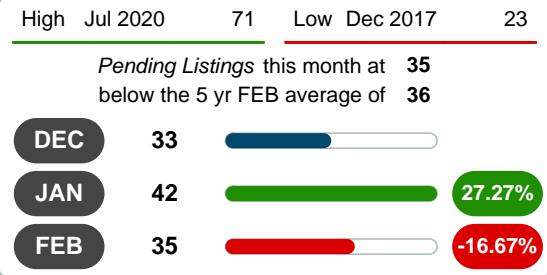


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 36



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	3	8.57%	27.7	2	1	0	0
\$75,001 - \$100,000	2	5.71%	126.5	1	1	0	0
\$100,001 - \$150,000	8	22.86%	23.5	4	4	0	0
\$150,001 - \$175,000	6	17.14%	26.5	1	5	0	0
\$175,001 - \$275,000	8	22.86%	29.4	0	7	1	0
\$275,001 - \$425,000	3	8.57%	61.3	0	0	2	1
\$425,001 and up	5	14.29%	51.0	1	2	2	0
Total Pending Units	35			9	20	5	1
Total Pending Volume	7,276,500	100%	38.8	1.39M	3.73M	1.86M	299.50K
Average Listing Price	\$207,900			\$153,967	\$186,520	\$372,180	\$299,500

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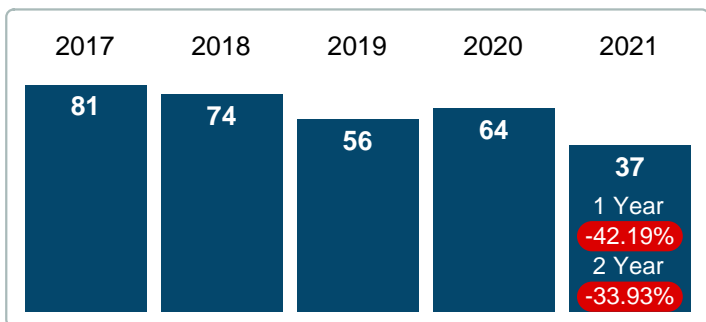
Area Delimited by County Of Cherokee - Residential Property Type



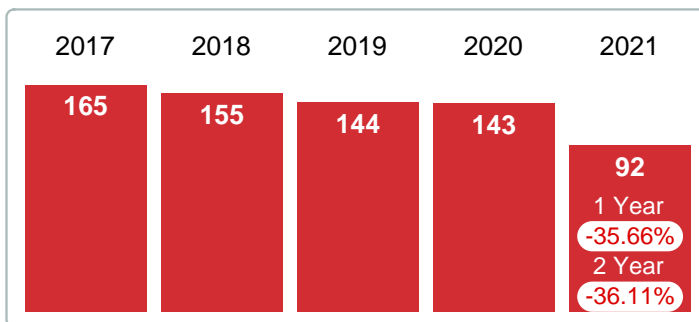
NEW LISTINGS

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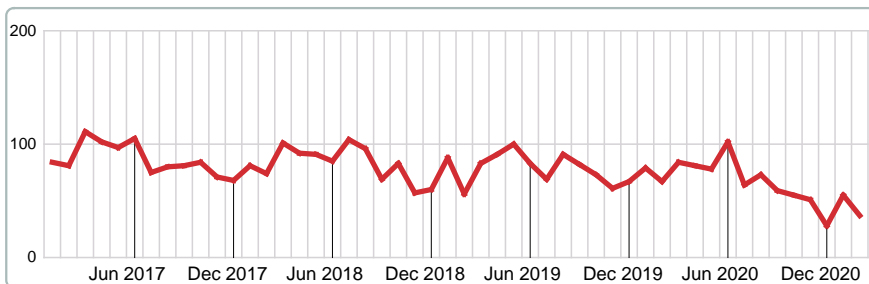
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 62

High Mar 2017 111 Low Dec 2020 28

New Listings this month at 37
below the 5 yr FEB average of 62



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	1	2.70%	1	0	0	0
\$75,001 - \$125,000	7	18.92%	3	3	1	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$175,000	13	35.14%	2	10	1	0
\$175,001 - \$250,000	7	18.92%	0	5	2	0
\$250,001 - \$425,000	5	13.51%	0	4	1	0
\$425,001 and up	4	10.81%	0	3	1	0
Total New Listed Units	37		6	25	6	0
Total New Listed Volume	8,022,500	100%	611.70K	5.86M	1.55M	0.00B
Average New Listed Listing Price	\$178,645		\$101,950	\$234,296	\$258,900	\$0

February 2021



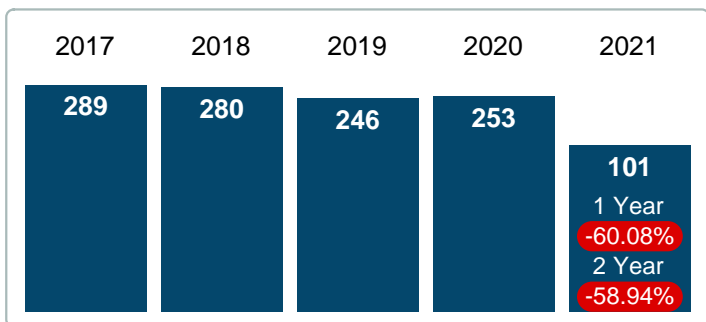
Area Delimited by County Of Cherokee - Residential Property Type



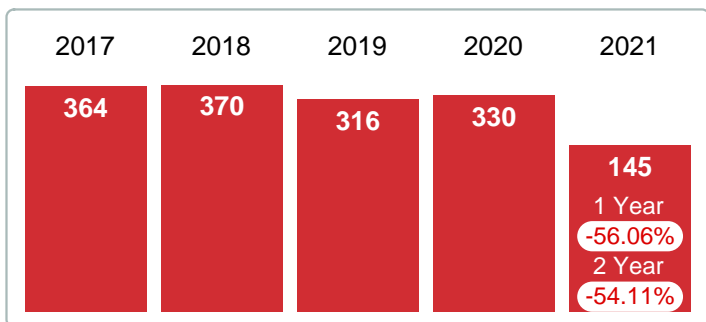
ACTIVE INVENTORY

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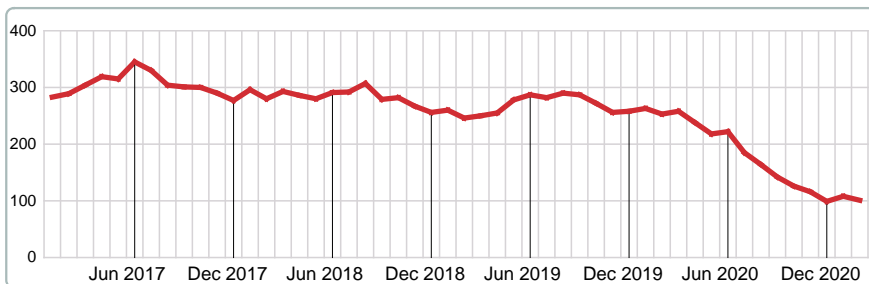
END OF FEBRUARY



ACTIVE DURING FEBRUARY

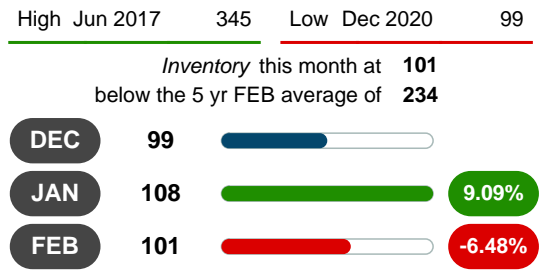


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 234



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	4	3.96%	123.5	4	0	0	0
\$50,001 - \$100,000	18	17.82%	71.9	8	8	2	0
\$100,001 - \$125,000	6	5.94%	145.0	0	5	1	0
\$125,001 - \$225,000	32	31.68%	70.3	2	20	9	1
\$225,001 - \$325,000	16	15.84%	66.1	1	12	2	1
\$325,001 - \$525,000	15	14.85%	79.9	0	8	5	2
\$525,001 and up	10	9.90%	123.8	0	4	4	2
Total Active Inventory by Units	101			15	57	23	6
Total Active Inventory by Volume	29,577,587	100%	83.2	1.36M	15.66M	7.64M	4.91M
Average Active Inventory Listing Price	\$292,847			\$90,553	\$274,810	\$332,191	\$819,117

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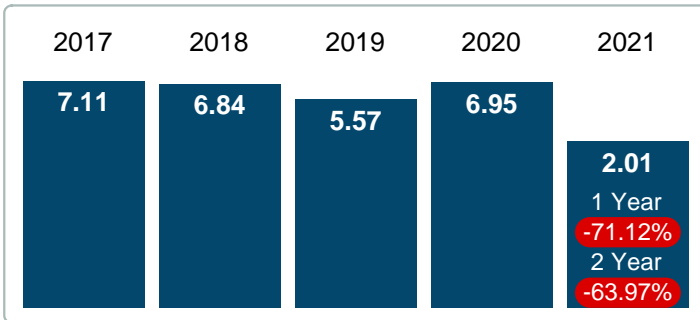
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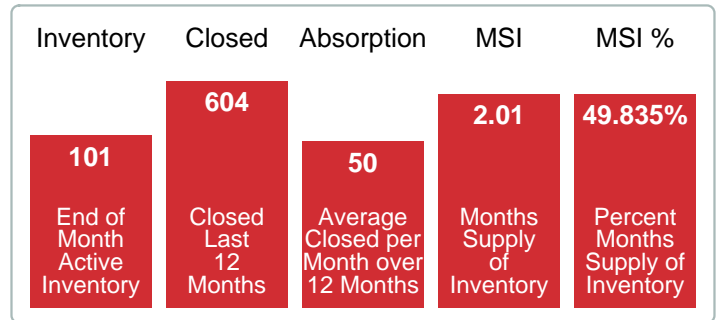
MONTHS SUPPLY of INVENTORY (MSI)

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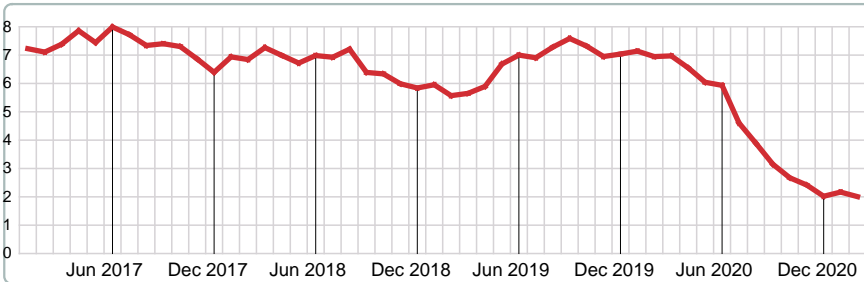
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

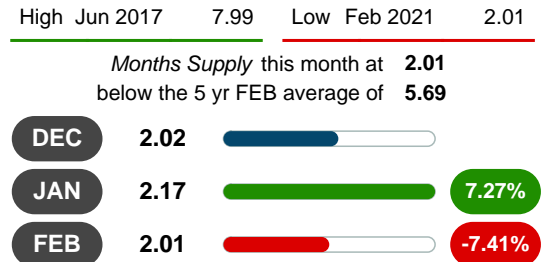


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.69



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	4	3.96%	1.17	2.18	0.00	0.00	0.00
\$50,001 - \$100,000	18	17.82%	2.14	2.67	1.85	2.00	0.00
\$100,001 - \$125,000	6	5.94%	1.03	0.00	1.20	1.33	0.00
\$125,001 - \$225,000	32	31.68%	1.52	1.60	1.28	2.63	1.50
\$225,001 - \$325,000	16	15.84%	2.53	3.00	3.79	0.96	1.33
\$325,001 - \$525,000	15	14.85%	3.60	0.00	4.57	3.16	3.43
\$525,001 and up	10	9.90%	8.57	0.00	8.00	16.00	6.00
Market Supply of Inventory (MSI)			2.01	1.98	1.83	2.51	2.40
Total Active Inventory by Units		100%	2.01	15	57	23	6

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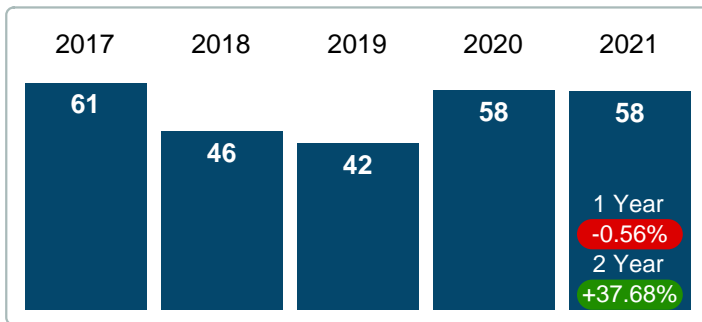
Area Delimited by County Of Cherokee - Residential Property Type



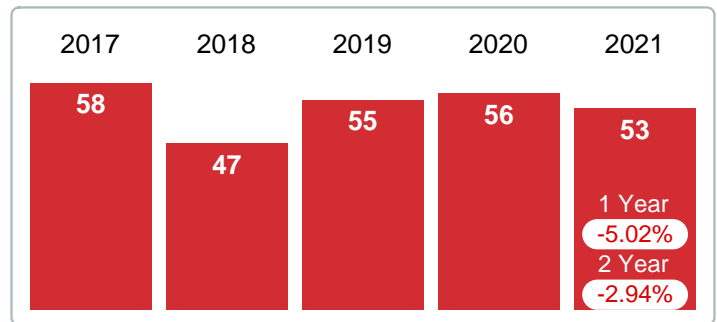
AVERAGE DAYS ON MARKET TO SALE

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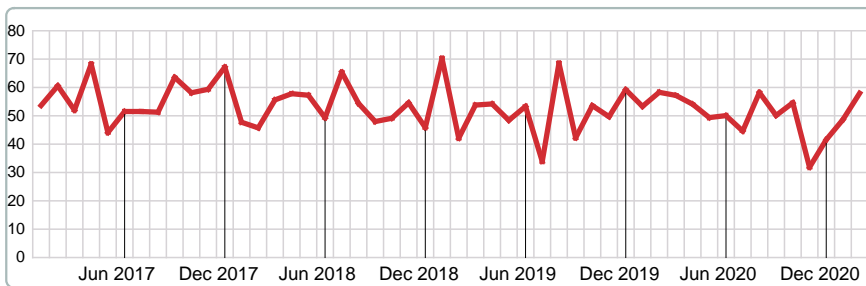
FEBRUARY



YEAR TO DATE (YTD)

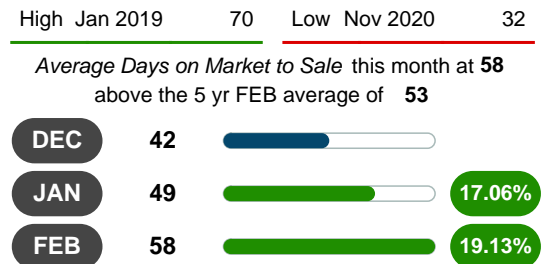


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 53



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	13.33%	74	8	36	215	0
\$100,001 - \$125,000	16.67%	72	0	72	0	0
\$125,001 - \$200,000	30.00%	20	1	22	28	0
\$200,001 - \$300,000	16.67%	65	0	59	37	111
\$300,001 - \$425,000	10.00%	63	0	63	0	0
\$425,001 and up	13.33%	98	75	154	7	0
Average Closed DOM		58	28	57	72	111
Total Closed Units	100%	58	3	22	4	1
Total Closed Volume		6,299,450	630.00K	4.55M	894.00K	225.00K

February 2021



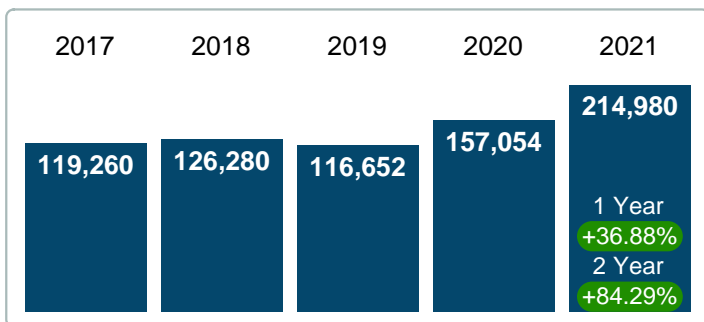
Area Delimited by County Of Cherokee - Residential Property Type



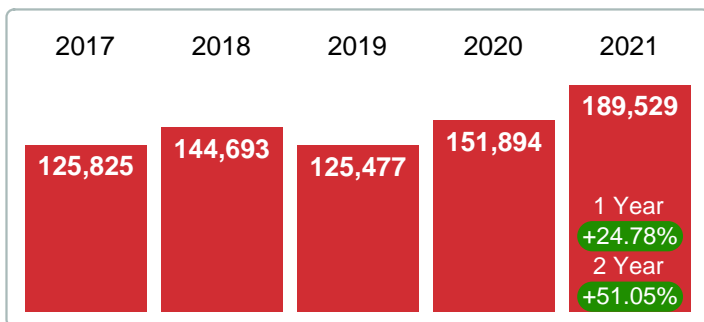
AVERAGE LIST PRICE AT CLOSING

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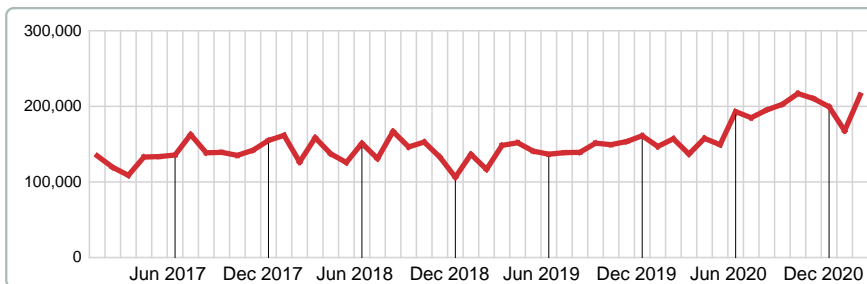
FEBRUARY



YEAR TO DATE (YTD)

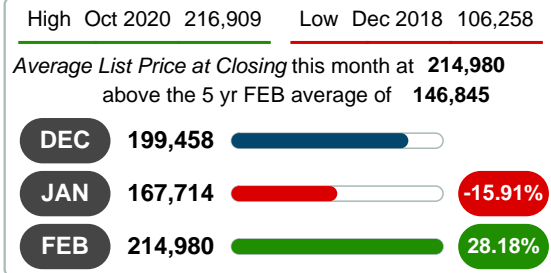


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 146,845



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	4	13.33%	75,575	74,500	74,950	77,900	0
\$100,001 - \$125,000	6	20.00%	117,600	0	116,380	0	0
\$125,001 - \$200,000	8	26.67%	157,550	126,000	159,743	139,900	0
\$200,001 - \$300,000	5	16.67%	241,640	0	246,267	234,500	234,900
\$300,001 - \$425,000	3	10.00%	369,967	0	369,967	0	0
\$425,001 and up	4	13.33%	465,750	430,000	487,000	459,000	0
Average List Price			214,980	210,167	212,395	227,825	234,900
Total Closed Units		100%	214,980	3	22	4	1
Total Closed Volume			6,449,400	630.50K	4.67M	911.30K	234.90K

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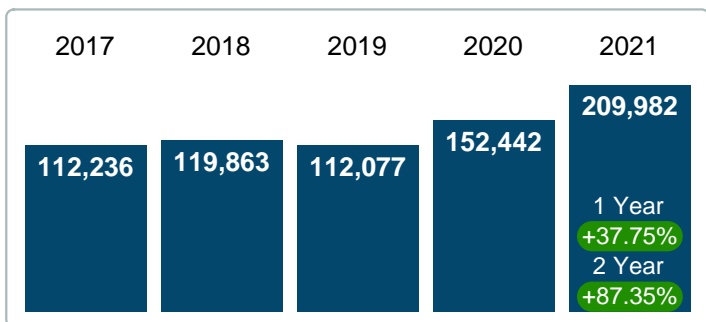
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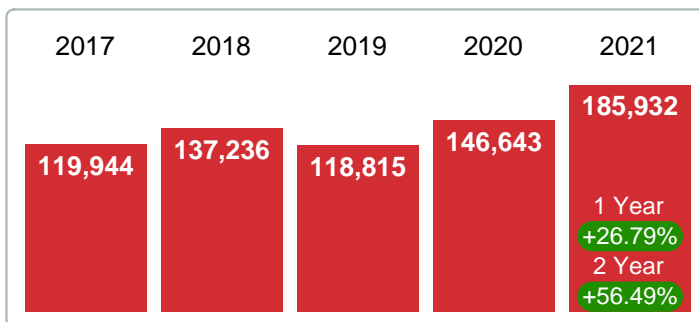
AVERAGE SOLD PRICE AT CLOSING

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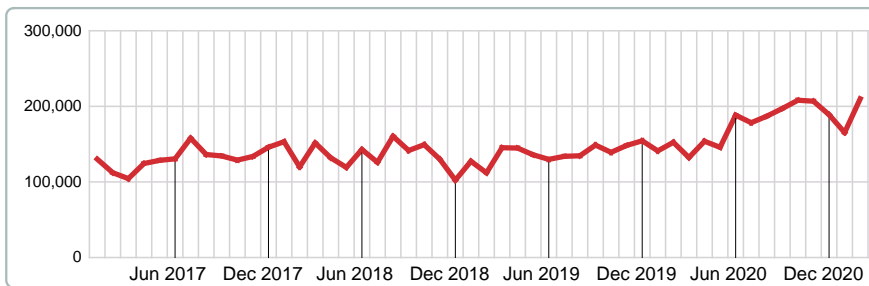
FEBRUARY



YEAR TO DATE (YTD)

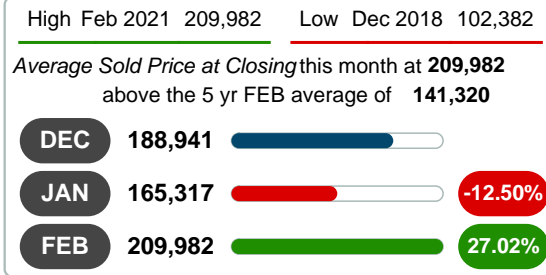


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 141,320



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	4	13.33%	70,000	74,000	70,500	65,000	
\$100,001 - \$125,000	5	16.67%	115,380	0	115,380	0	
\$125,001 - \$200,000	9	30.00%	152,711	126,000	159,057	135,000	
\$200,001 - \$300,000	5	16.67%	232,680	0	237,800	225,000	
\$300,001 - \$425,000	3	10.00%	361,333	0	361,333	0	
\$425,001 and up	4	13.33%	455,188	430,000	460,875	469,000	
Average Sold Price		209,982		210,000	206,839	223,500	225,000
Total Closed Units		30		3	22	4	1
Total Closed Volume		6,299,450		630.00K	4.55M	894.00K	225.00K

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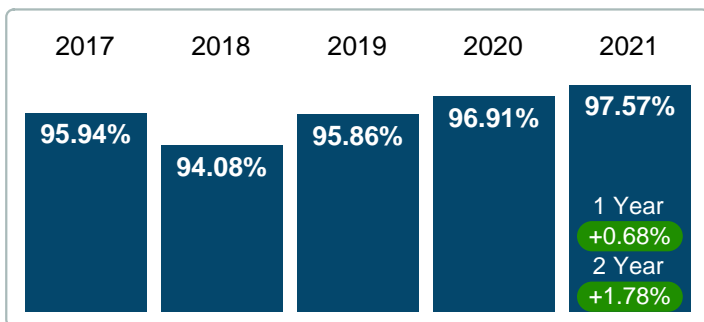
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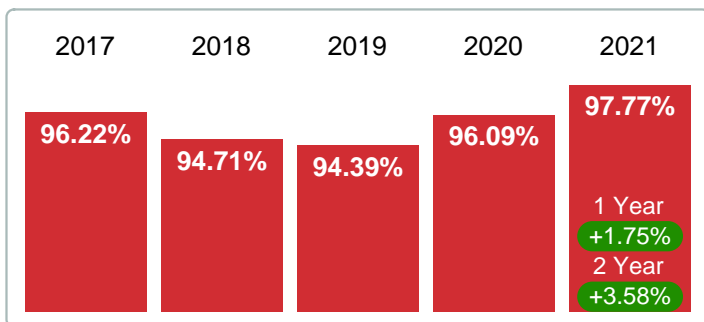
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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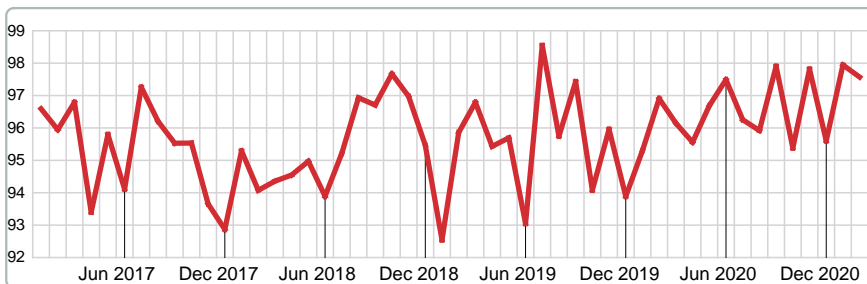
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

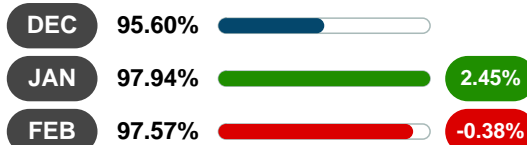


3 MONTHS

5 year FEB AVG = 96.07%

High Jul 2019 98.55% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.57%**
above the 5 yr FEB average of **96.07%**



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	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 13.33%;"></div> 4	13.33%	92.72%	99.33%	94.06%	83.44%	0.00%
\$100,001 - \$125,000	<div style="width: 16.67%;"></div> 5	16.67%	99.16%	0.00%	99.16%	0.00%	0.00%
\$125,001 - \$200,000	<div style="width: 30.00%;"></div> 9	30.00%	99.38%	100.00%	99.70%	96.50%	0.00%
\$200,001 - \$300,000	<div style="width: 16.67%;"></div> 5	16.67%	96.42%	0.00%	96.79%	95.95%	95.79%
\$300,001 - \$425,000	<div style="width: 10.00%;"></div> 3	10.00%	97.49%	0.00%	97.49%	0.00%	0.00%
\$425,001 and up	<div style="width: 13.33%;"></div> 4	13.33%	97.84%	100.00%	94.59%	102.18%	0.00%
Average Sold/List Ratio		97.60%		99.78%	97.90%	94.52%	95.79%
Total Closed Units		30	100%	3	22	4	1
Total Closed Volume		6,299,450		630.00K	4.55M	894.00K	225.00K

February 2021



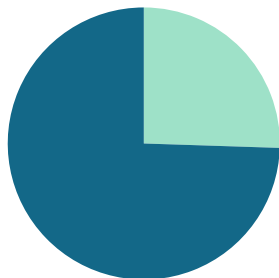
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

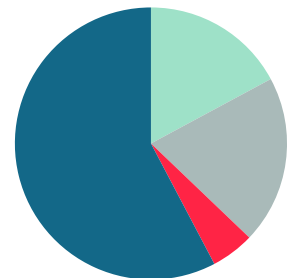


Inventory
 New Listings
37 = 25.52%
 Start Inventory
108
 Total Inventory Units
145
 Volume
\$38,640,237

Market Activity

Closed Sales
30 = 17.14%
 Pending Sales
35 = 20.00%
 Other Off Market
9 = 5.14%
 Active Inventory
101 = 57.71%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	24	30	25.00%	49	65	32.65%
Pending Sales	34	35	2.94%	70	77	10.00%
New Listings	64	37	-42.19%	143	92	-35.66%
Average List Price	157,054	214,980	36.88%	151,894	189,529	24.78%
Average Sale Price	152,442	209,982	37.75%	146,643	185,932	26.79%
Average Percent of Selling Price to List Price	96.91%	97.57%	0.68%	96.09%	97.77%	1.75%
Average Days on Market to Sale	58.29	57.97	-0.56%	55.76	52.95	-5.02%
Monthly Inventory	250	101	-59.60%	250	101	-59.60%
Months Supply of Inventory	6.86	2.01	-70.77%	6.86	2.01	-70.77%

Absorption: Last 12 months, an Average of **50** Sales/Month

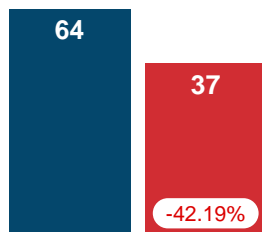
Inventory on February 28, 2021 = **101**

2020 **2021**

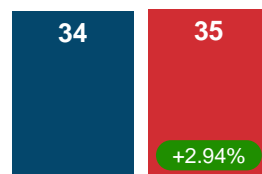
FEBRUARY MARKET

AVERAGE PRICES

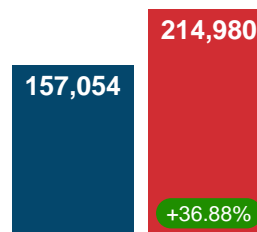
New Listings



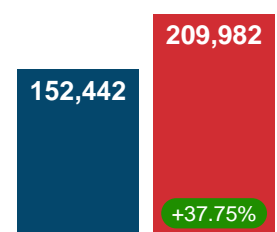
Pending Listings



List Price



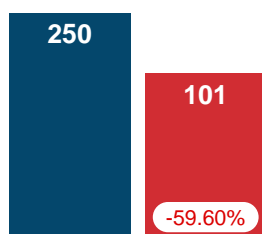
Sale Price



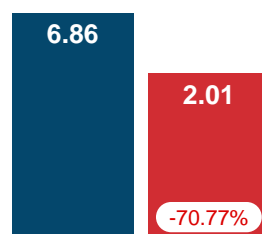
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

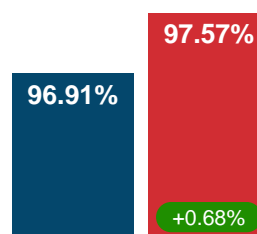
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

