

January 2021



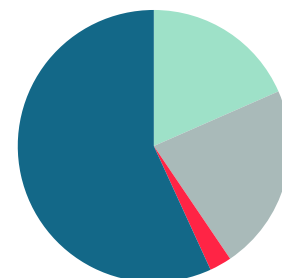
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	25	35	40.00%
Pending Listings	36	42	16.67%
New Listings	79	55	-30.38%
Average List Price	146,940	167,714	14.14%
Average Sale Price	141,076	165,317	17.18%
Average Percent of Selling Price to List Price	95.30%	97.94%	2.77%
Average Days on Market to Sale	53.32	48.66	-8.75%
End of Month Inventory	263	108	-58.94%
Months Supply of Inventory	7.14	2.17	-69.65%



■ Closed (18.42%)
■ Pending (22.11%)
■ Other OffMarket (2.63%)
■ Active (56.84%)

Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of January 31, 2021 = **108**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **58.94%** to 108 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 **2.17** 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 **17.18%** in January 2021 to \$165,317 versus the previous year at \$141,076.

Average Days on Market Shortens

The average number of **48.66** days that homes spent on the market before selling decreased by 4.66 days or **8.75%** in January 2021 compared to last year's same month at **53.32** DOM.

Sales Success for January 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 55 New Listings in January 2021, down **30.38%** from last year at 79. Furthermore, there were 35 Closed Listings this month versus last year at 25, a **40.00%** increase.

Closed versus Listed trends yielded a **63.6%** ratio, up from previous year's, January 2020, at **31.6%**, a **101.09%** 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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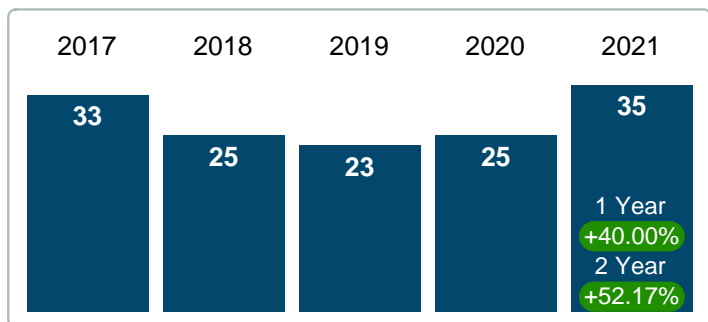
Area Delimited by County Of Cherokee - Residential Property Type



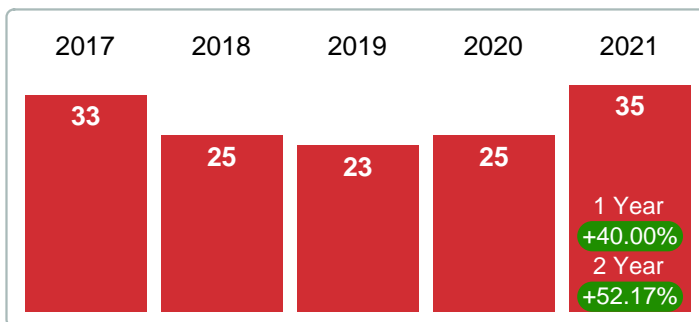
CLOSED LISTINGS

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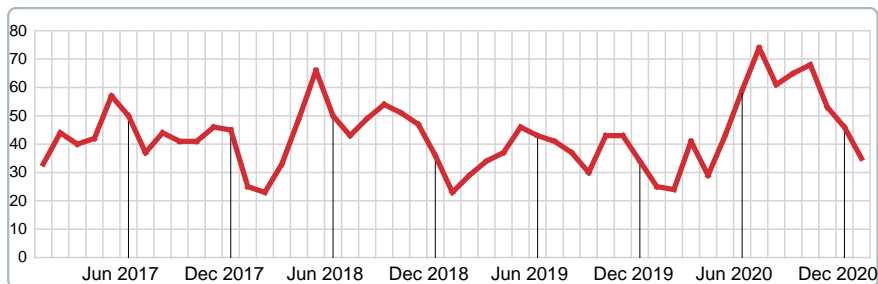
JANUARY



YEAR TO DATE (YTD)

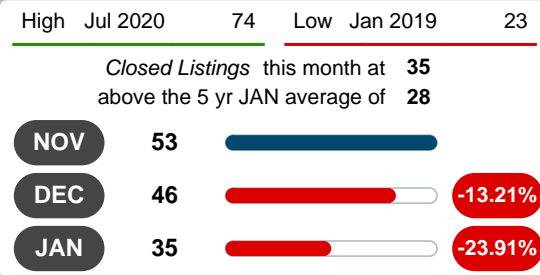


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.57%	43.3	2	1	0	0
\$75,001 - \$100,000	4	11.43%	73.3	2	1	0	1
\$100,001 - \$150,000	7	20.00%	27.0	1	6	0	0
\$150,001 - \$175,000	5	14.29%	98.2	0	4	1	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$225,000	12	34.29%	41.1	1	10	0	1
\$225,001 and up	4	11.43%	26.8	0	4	0	0
Total Closed Units	35			6	26	1	2
Total Closed Volume	5,786,100	100%	48.7	545.50K	4.80M	155.00K	285.00K
Average Closed Price	\$165,317			\$90,917	\$184,638	\$155,000	\$142,500

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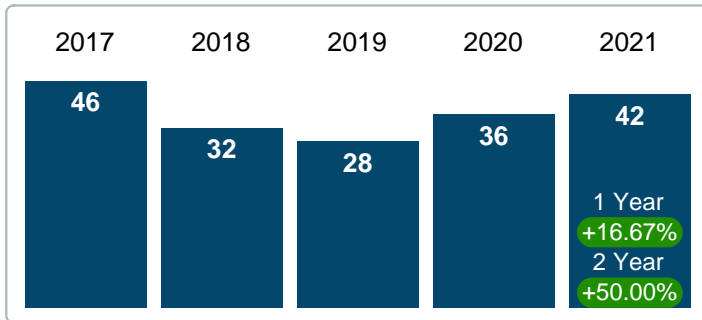
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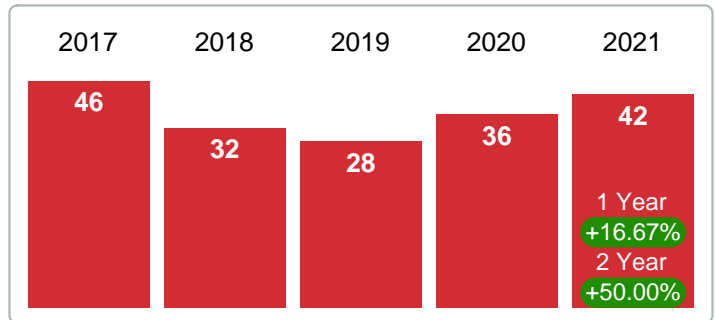
PENDING LISTINGS

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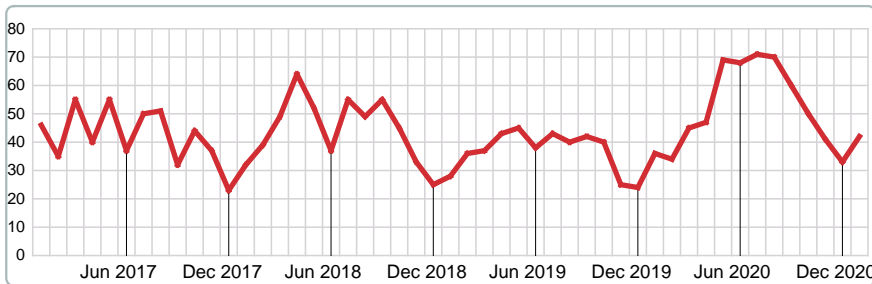
JANUARY



YEAR TO DATE (YTD)

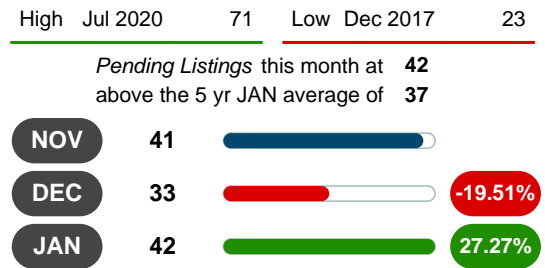


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



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	7.14%	14.3	2	1	0	0
\$75,001 - \$100,000	2	4.76%	187.5	1	0	1	0
\$100,001 - \$150,000	11	26.19%	81.8	1	9	1	0
\$150,001 - \$225,000	10	23.81%	46.5	0	7	2	1
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$325,000	12	28.57%	63.4	0	10	1	1
\$325,001 and up	4	9.52%	65.8	0	2	2	0
Total Pending Units	42			4	29	7	2
Total Pending Volume	8,351,949	100%	68.4	303.30K	5.94M	1.71M	389.90K
Average Listing Price	\$196,879			\$75,825	\$204,964	\$244,971	\$194,950

January 2021



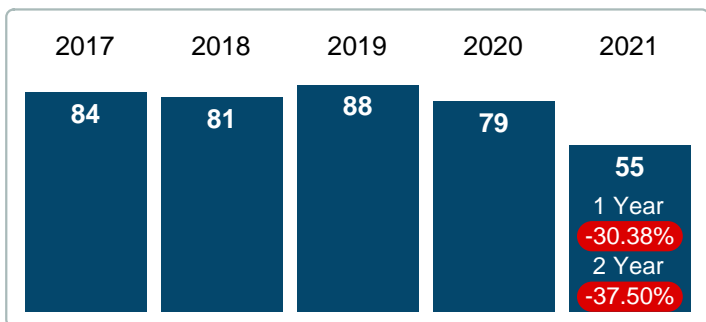
Area Delimited by County Of Cherokee - Residential Property Type



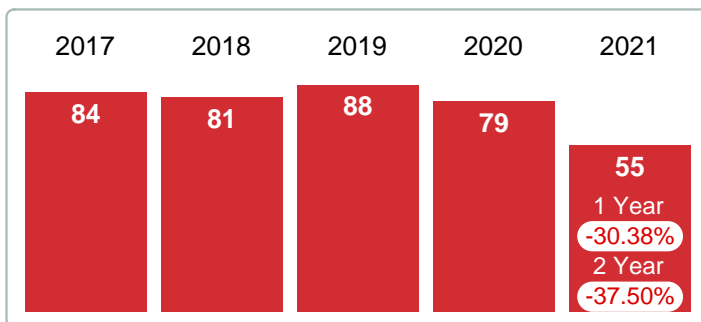
NEW LISTINGS

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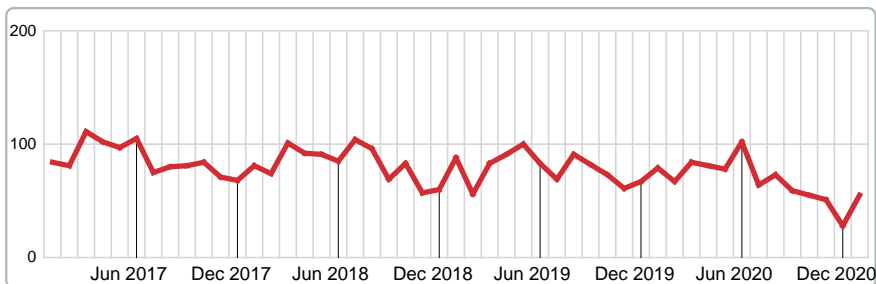
JANUARY



YEAR TO DATE (YTD)

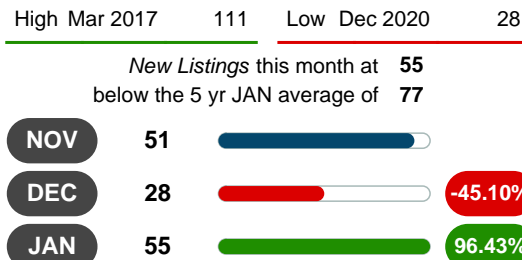


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 77



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0	0	0	0
\$50,001 - \$100,000	8	14.55%	4	3	1	0
\$100,001 - \$150,000	12	21.82%	3	9	0	0
\$150,001 - \$200,000	10	18.18%	0	8	1	1
\$200,001 - \$225,000	7	12.73%	0	5	2	0
\$225,001 - \$375,000	13	23.64%	0	11	2	0
\$375,001 and up	5	9.09%	1	1	3	0
Total New Listed Units	55		8	37	9	1
Total New Listed Volume	13,912,972	100%	1.15M	9.96M	2.66M	155.00K
Average New Listed Listing Price	\$201,483		\$143,250	\$269,080	\$295,111	\$155,000

January 2021



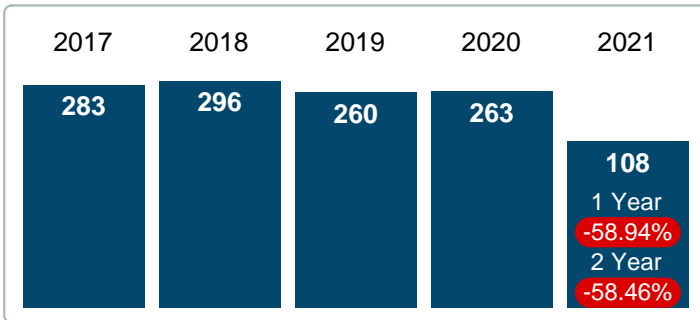
Area Delimited by County Of Cherokee - Residential Property Type



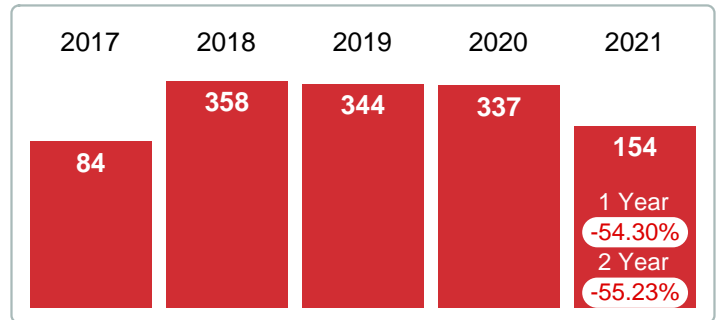
ACTIVE INVENTORY

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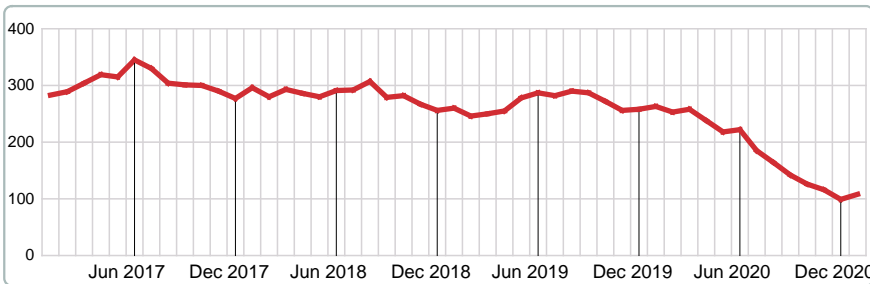
END OF JANUARY



ACTIVE DURING JANUARY

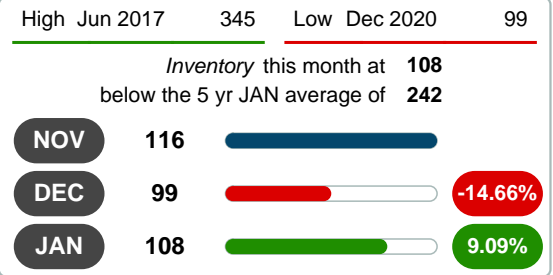


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 242



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	5	4.63%	82.8	5	0	0	0
\$50,001 - \$75,000	14	12.96%	55.6	7	7	0	0
\$75,001 - \$125,000	16	14.81%	108.5	4	10	2	0
\$125,001 - \$225,000	32	29.63%	66.7	3	21	7	1
\$225,001 - \$325,000	15	13.89%	48.9	1	9	3	2
\$325,001 - \$475,000	15	13.89%	73.8	0	6	7	2
\$475,001 and up	11	10.19%	116.2	1	3	5	2
Total Active Inventory by Units	108			21	56	24	7
Total Active Inventory by Volume	30,617,737	100%	75.8	2.34M	14.08M	8.98M	5.21M
Average Active Inventory Listing Price	\$283,498			\$111,648	\$251,447	\$374,079	\$744,886

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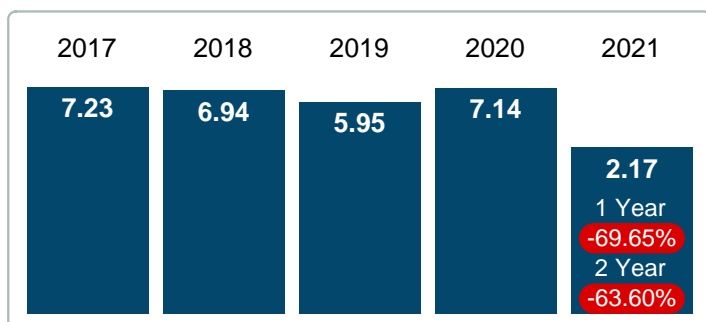
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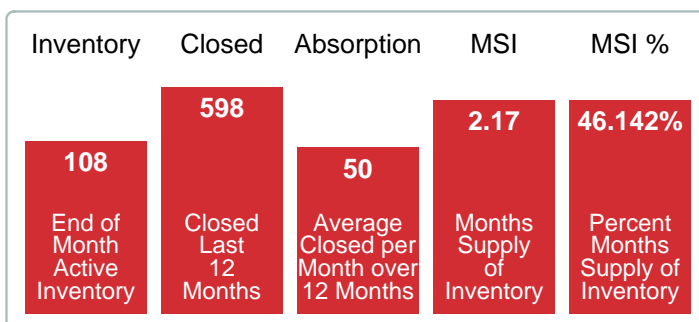
MONTHS SUPPLY of INVENTORY (MSI)

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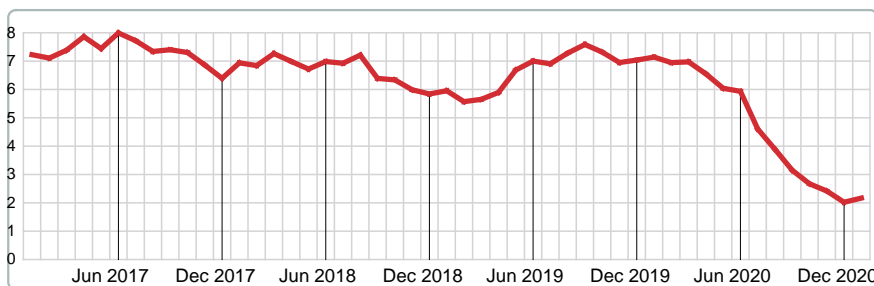
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

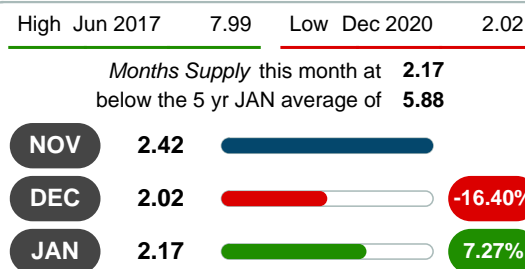


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.88



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	5	4.63%	1.43	2.61	0.00	0.00	0.00
\$50,001 - \$75,000	14	12.96%	3.91	4.42	4.67	0.00	0.00
\$75,001 - \$125,000	16	14.81%	1.50	1.66	1.46	1.60	0.00
\$125,001 - \$225,000	32	29.63%	1.55	2.57	1.36	2.05	1.50
\$225,001 - \$325,000	15	13.89%	2.31	3.00	2.84	1.33	2.67
\$325,001 - \$475,000	15	13.89%	4.62	0.00	4.80	5.25	4.00
\$475,001 and up	11	10.19%	6.60	12.00	4.00	12.00	4.80
Market Supply of Inventory (MSI)			2.17	2.74	1.84	2.59	2.80
Total Active Inventory by Units		100%	2.17	21	56	24	7

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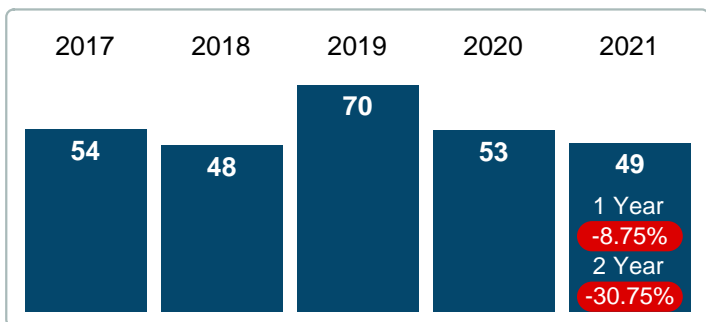
Area Delimited by County Of Cherokee - Residential Property Type



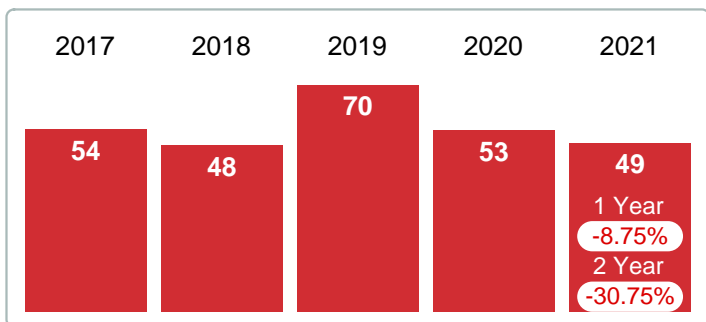
AVERAGE DAYS ON MARKET TO SALE

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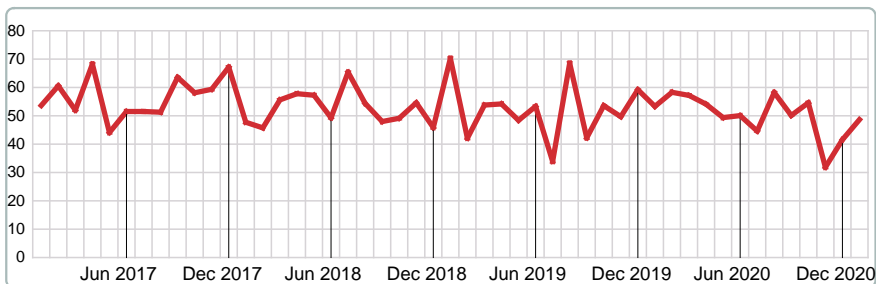
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

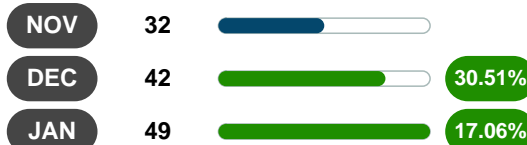


3 MONTHS

5 year JAN AVG = 55

High Jan 2019 70 Low Nov 2020 32

Average Days on Market to Sale this month at 49 below the 5 yr JAN average of 55



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
\$75,000 and less	8.57%	43	65	1	0	0
\$75,001 - \$100,000	11.43%	73	35	54	0	170
\$100,001 - \$150,000	20.00%	27	7	30	0	0
\$150,001 - \$175,000	14.29%	98	0	101	88	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$225,000	34.29%	41	1	49	0	3
\$225,001 and up	11.43%	27	0	27	0	0
Average Closed DOM		49	34	48	88	87
Total Closed Units	100%	49	6	26	1	2
Total Closed Volume		5,786,100	545.50K	4.80M	155.00K	285.00K

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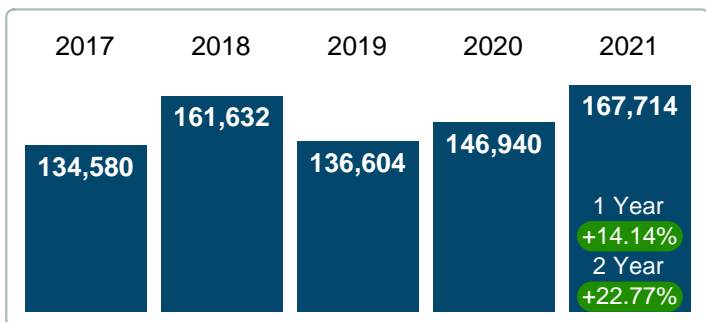
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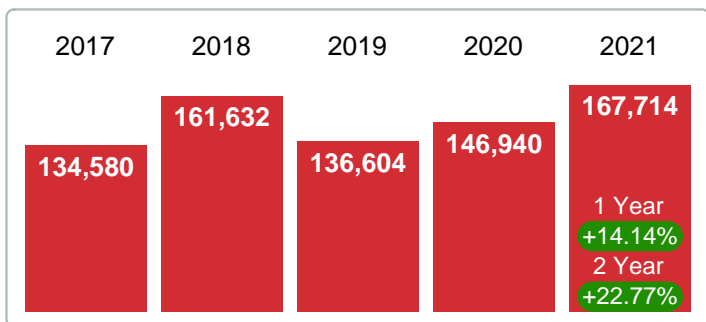
AVERAGE LIST PRICE AT CLOSING

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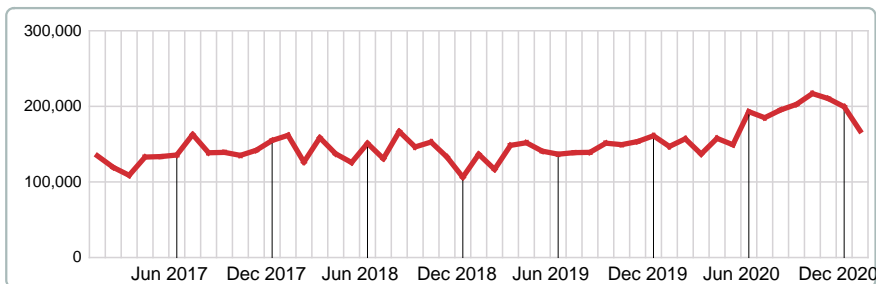
JANUARY



YEAR TO DATE (YTD)

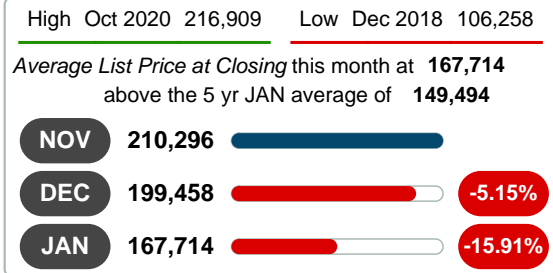


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 149,494



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
\$75,000 and less	8.57%	41,667	41,000	43,000	0	0
\$75,001 - \$100,000	11.43%	88,225	82,000	99,000	0	89,900
\$100,001 - \$150,000	17.14%	133,750	119,900	139,183	0	0
\$150,001 - \$175,000	8.57%	159,033	0	182,400	159,900	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$225,000	40.00%	192,764	195,000	194,840	0	219,900
\$225,001 and up	14.29%	282,760	0	296,075	0	0
Average List Price		167,714	93,483	186,131	159,900	154,900
Total Closed Units	100%	167,714	6	26	1	2
Total Closed Volume		5,869,999	560.90K	4.84M	159.90K	309.80K

January 2021



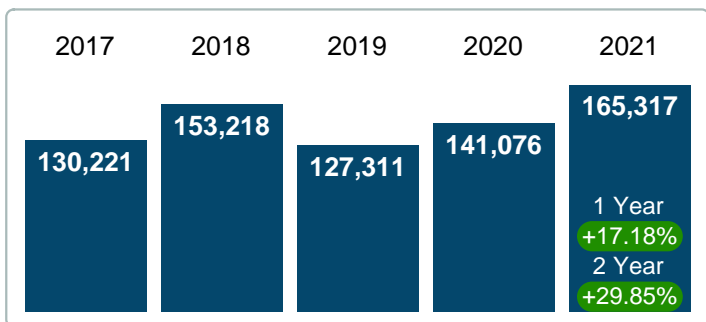
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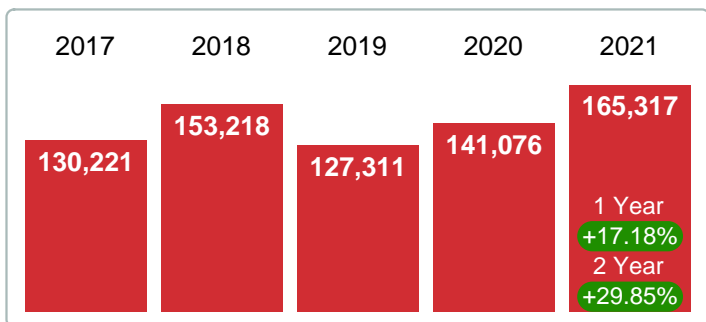
AVERAGE SOLD PRICE AT CLOSING

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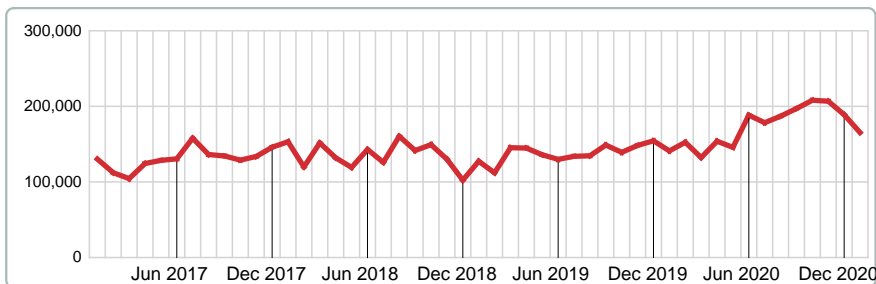
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

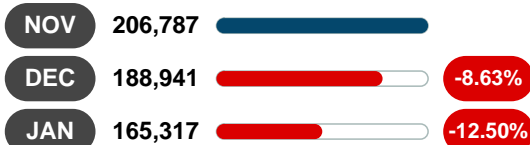


3 MONTHS

5 year JAN AVG = 143,429

High Oct 2020 208,058 Low Dec 2018 102,382

Average Sold Price at Closing this month at **165,317** above the 5 yr JAN average of **143,429**



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
\$75,000 and less	8.57%	41,167	40,250	43,000	0	0
\$75,001 - \$100,000	11.43%	85,000	76,500	97,000	0	90,000
\$100,001 - \$150,000	20.00%	134,329	117,000	137,217	0	0
\$150,001 - \$175,000	14.29%	165,300	0	167,875	155,000	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$225,000	34.29%	191,817	195,000	191,180	0	195,000
\$225,001 and up	11.43%	313,500	0	313,500	0	0
Average Sold Price		165,317	90,917	184,638	155,000	142,500
Total Closed Units	100%	165,317	6	26	1	2
Total Closed Volume		5,786,100	545.50K	4.80M	155.00K	285.00K

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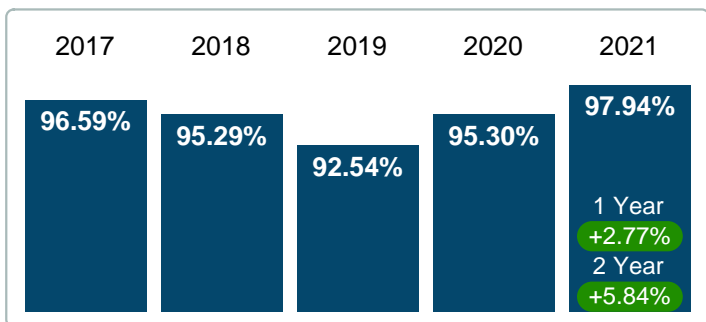
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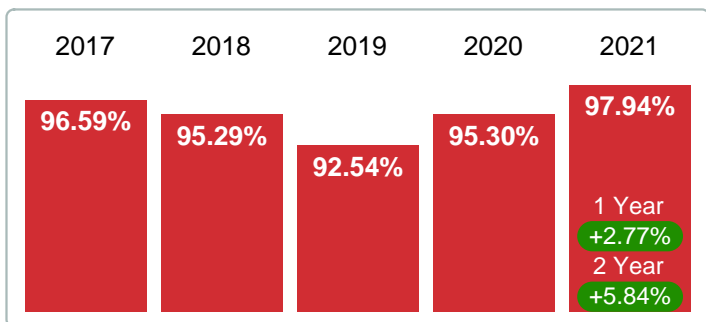
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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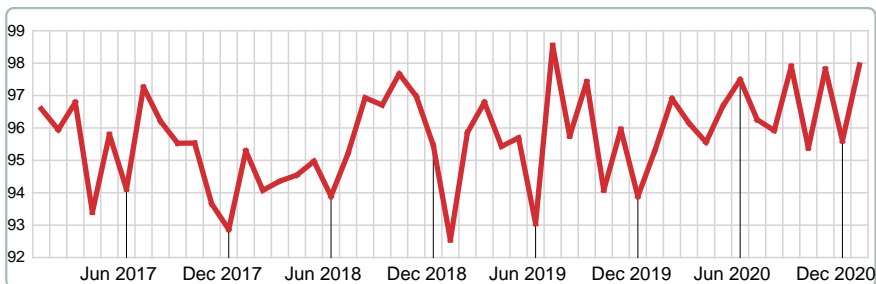
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

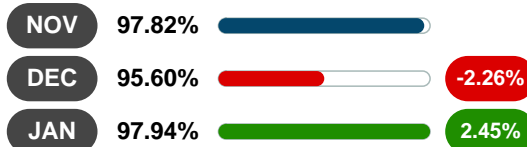


3 MONTHS

5 year JAN AVG = 95.54%

High Jul 2019 98.55% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.94%**
above the 5 yr JAN average of **95.54%**



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	
\$75,000 and less	3	8.57%	98.89%	98.33%	100.00%	0.00%	0.00%	
\$75,001 - \$100,000	4	11.43%	96.36%	93.68%	97.98%	0.00%	100.11%	
\$100,001 - \$150,000	7	20.00%	98.47%	97.58%	98.61%	0.00%	0.00%	
\$150,001 - \$175,000	5	14.29%	93.49%	0.00%	92.63%	96.94%	0.00%	
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$175,001 - \$225,000	12	34.29%	97.57%	100.00%	98.22%	0.00%	88.68%	
\$225,001 and up	4	11.43%	104.59%	0.00%	104.59%	0.00%	0.00%	
Average Sold/List Ratio		97.90%		96.93%	98.49%	96.94%	94.39%	
Total Closed Units		35	100%	97.90%	6	26	1	2
Total Closed Volume		5,786,100			545.50K	4.80M	155.00K	285.00K

January 2021



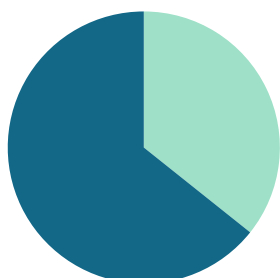
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

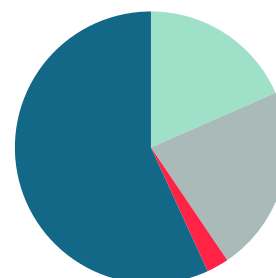


Inventory
 New Listings
55 = 35.71%
 Start Inventory
99
 Total Inventory Units
154
 Volume
\$39,502,586

Market Activity

Closed Sales
35 = 18.42%
 Pending Sales
42 = 22.11%
 Other Off Market
5 = 2.63%
 Active Inventory
108 = 56.84%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	25	35	40.00%	25	35	40.00%
Pending Sales	36	42	16.67%	36	42	16.67%
New Listings	79	55	-30.38%	79	55	-30.38%
Average List Price	146,940	167,714	14.14%	146,940	167,714	14.14%
Average Sale Price	141,076	165,317	17.18%	141,076	165,317	17.18%
Average Percent of Selling Price to List Price	95.30%	97.94%	2.77%	95.30%	97.94%	2.77%
Average Days on Market to Sale	53.32	48.66	-8.75%	53.32	48.66	-8.75%
Monthly Inventory	263	108	-58.94%	263	108	-58.94%
Months Supply of Inventory	7.14	2.17	-69.65%	7.14	2.17	-69.65%

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

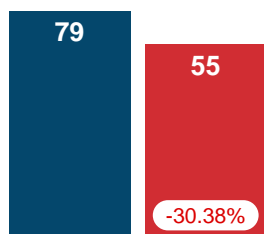
Inventory on January 31, 2021 = **108**

2020 **2021**

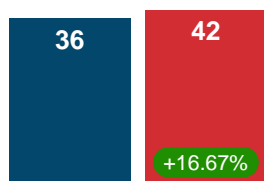
JANUARY MARKET

AVERAGE PRICES

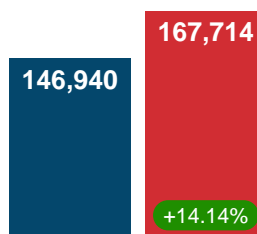
New Listings



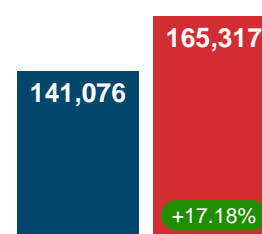
Pending Listings



List Price



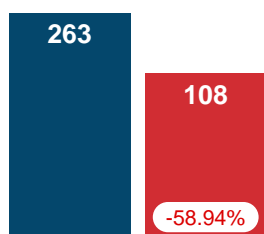
Sale Price



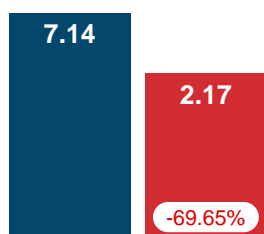
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

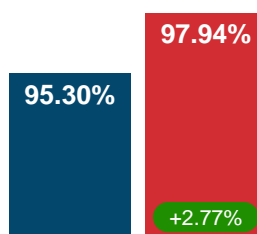
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

