

July 2021



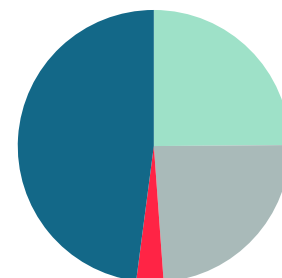
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	74	54	-27.03%
Pending Listings	71	52	-26.76%
New Listings	64	58	-9.38%
Average List Price	184,950	186,226	0.69%
Average Sale Price	178,362	185,830	4.19%
Average Percent of Selling Price to List Price	96.25%	100.47%	4.38%
Average Days on Market to Sale	44.62	13.52	-69.70%
End of Month Inventory	185	104	-43.78%
Months Supply of Inventory	4.61	2.00	-56.58%



■ Closed (24.88%)
■ Pending (23.96%)
■ Other OffMarket (3.23%)
■ Active (47.93%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of July 31, 2021 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **43.78%** to 104 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 **2.00** 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 **4.19%** in July 2021 to \$185,830 versus the previous year at \$178,362.

Average Days on Market Shortens

The average number of **13.52** days that homes spent on the market before selling decreased by 31.10 days or **69.70%** in July 2021 compared to last year's same month at **44.62** DOM.

Sales Success for July 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 58 New Listings in July 2021, down **9.38%** from last year at 64. Furthermore, there were 54 Closed Listings this month versus last year at 74, a **-27.03%** decrease.

Closed versus Listed trends yielded a **93.1%** ratio, down from previous year's, July 2020, at **115.6%**, a **19.48%** downswing. This will certainly create pressure on a decreasing Monthly 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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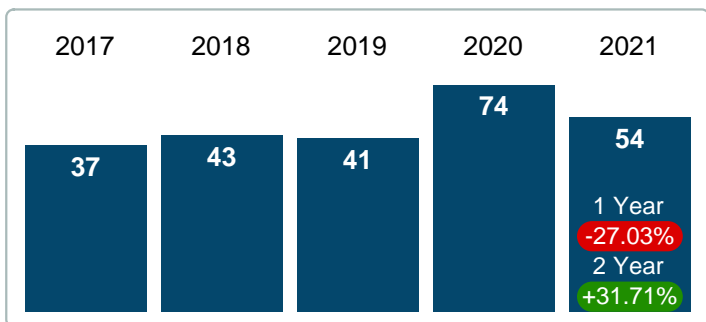
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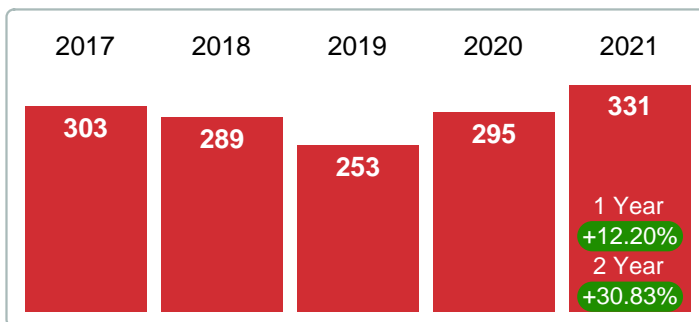
CLOSED LISTINGS

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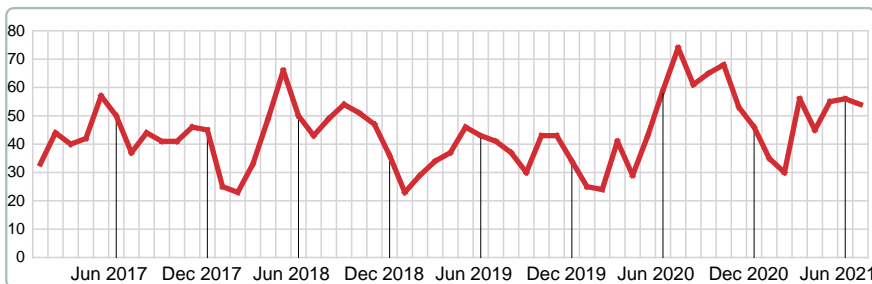
JULY



YEAR TO DATE (YTD)

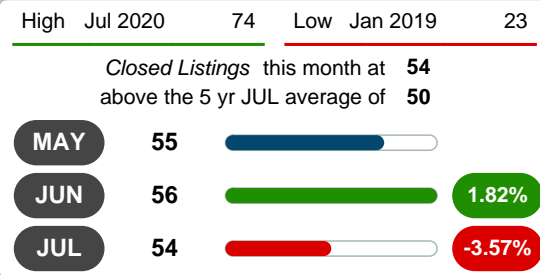


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



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	3	5.56%	20.3	2	1	0	0
\$50,001 - \$125,000	9	16.67%	18.1	5	3	1	0
\$125,001 - \$150,000	9	16.67%	7.6	1	6	2	0
\$150,001 - \$175,000	6	11.11%	4.7	1	5	0	0
\$175,001 - \$225,000	11	20.37%	8.6	0	10	1	0
\$225,001 - \$300,000	10	18.52%	14.4	0	8	1	1
\$300,001 and up	6	11.11%	28.5	1	4	1	0
Total Closed Units	54			10	37	6	1
Total Closed Volume	10,034,801	100%	13.5	1.16M	7.33M	1.32M	225.50K
Average Closed Price	\$185,830			\$116,080	\$198,108	\$219,750	\$225,500

July 2021



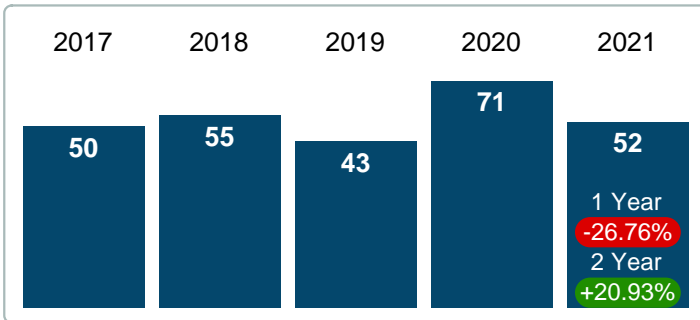
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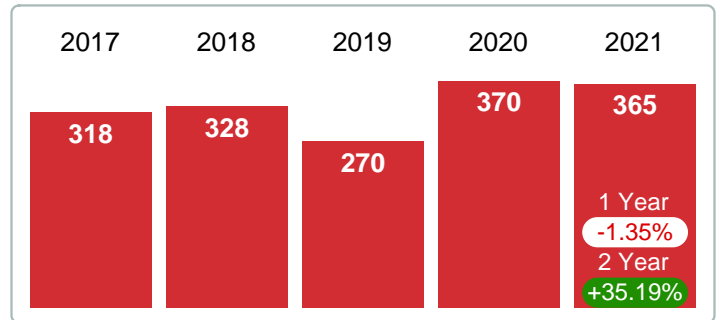
PENDING LISTINGS

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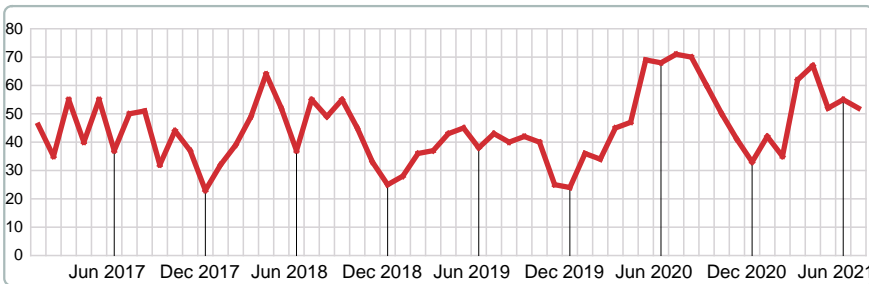
JULY



YEAR TO DATE (YTD)

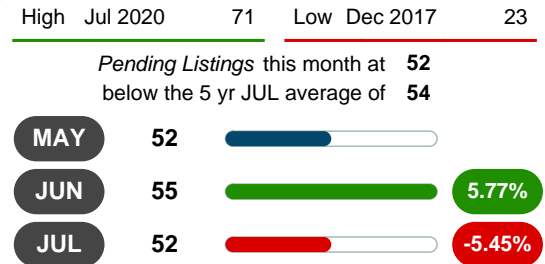


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 54



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	3.85%	16.0	2	0	0	0
\$50,001 - \$100,000	7	13.46%	17.0	5	2	0	0
\$100,001 - \$150,000	8	15.38%	11.4	5	2	1	0
\$150,001 - \$200,000	15	28.85%	40.9	0	12	2	1
\$200,001 - \$250,000	7	13.46%	15.0	0	6	0	1
\$250,001 - \$450,000	7	13.46%	44.1	1	4	1	1
\$450,001 and up	6	11.54%	64.0	0	3	1	2
Total Pending Units	52			13	29	5	5
Total Pending Volume	11,652,800	100%	26.1	1.33M	6.83M	1.20M	2.29M
Average Listing Price	\$202,058			\$102,223	\$235,538	\$240,700	\$457,960

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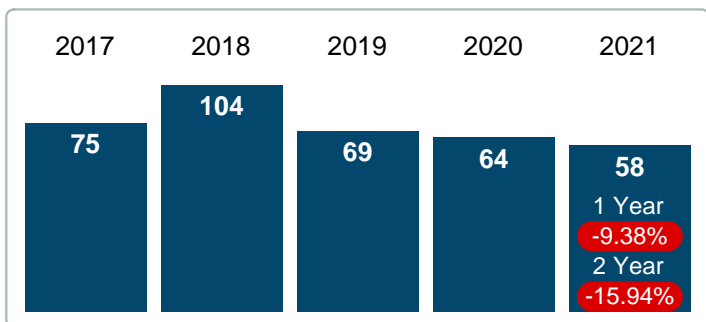
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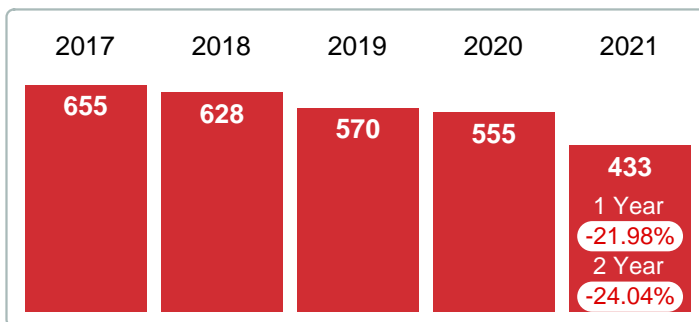
NEW LISTINGS

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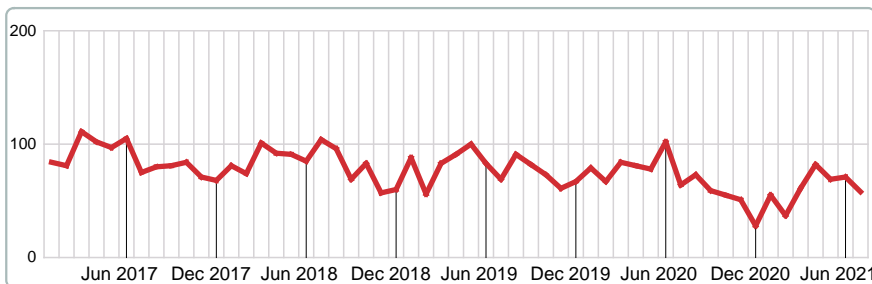
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 74

High Mar 2017 111 Low Dec 2020 28

New Listings this month at 58
below the 5 yr JUL average of 74



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	1	1.72%	1	0	0	0
\$50,001 - \$100,000	9	15.52%	5	4	0	0
\$100,001 - \$150,000	9	15.52%	4	4	1	0
\$150,001 - \$200,000	14	24.14%	1	9	4	0
\$200,001 - \$250,000	8	13.79%	0	5	1	2
\$250,001 - \$425,000	10	17.24%	1	5	3	1
\$425,001 and up	7	12.07%	1	4	1	1
Total New Listed Units	58		13	31	10	4
Total New Listed Volume	12,575,549	100%	1.75M	6.89M	2.47M	1.47M
Average New Listed Listing Price	\$197,810		\$134,400	\$222,353	\$246,550	\$367,475

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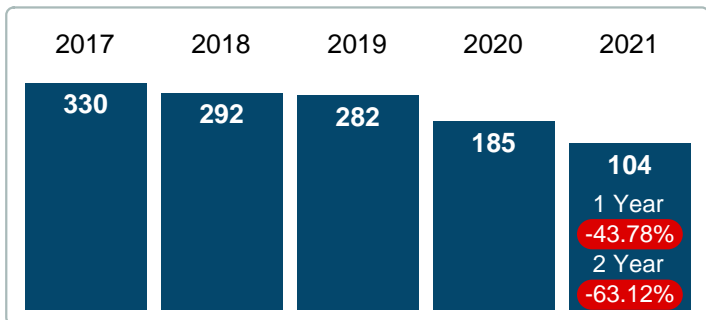
Area Delimited by County Of Cherokee - Residential Property Type



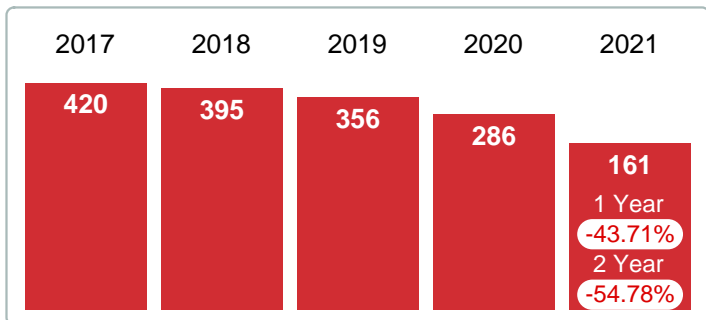
ACTIVE INVENTORY

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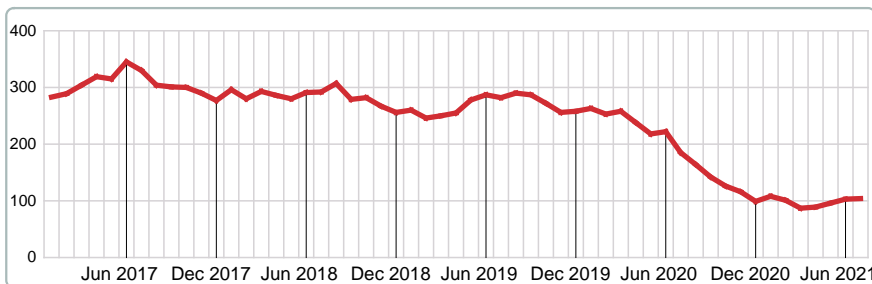
END OF JULY



ACTIVE DURING JULY

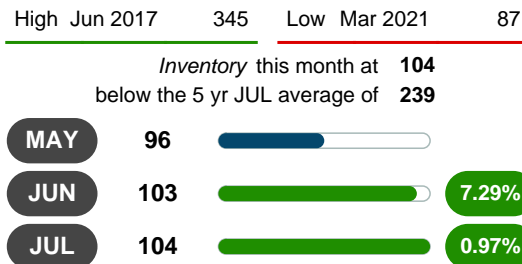


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 239



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	8	7.69%	148.3	3	4	1	0
\$75,001 - \$100,000	14	13.46%	56.3	5	7	2	0
\$100,001 - \$150,000	14	13.46%	63.8	3	10	1	0
\$150,001 - \$250,000	27	25.96%	54.3	3	16	6	2
\$250,001 - \$375,000	15	14.42%	60.0	1	8	4	2
\$375,001 - \$675,000	15	14.42%	67.5	2	7	6	0
\$675,001 and up	11	10.58%	95.8	0	5	3	3
Total Active Inventory by Units	104			17	57	23	7
Total Active Inventory by Volume	34,819,348	100%	70.2	2.65M	18.96M	8.08M	5.12M
Average Active Inventory Listing Price	\$334,801			\$156,044	\$332,685	\$351,507	\$731,271

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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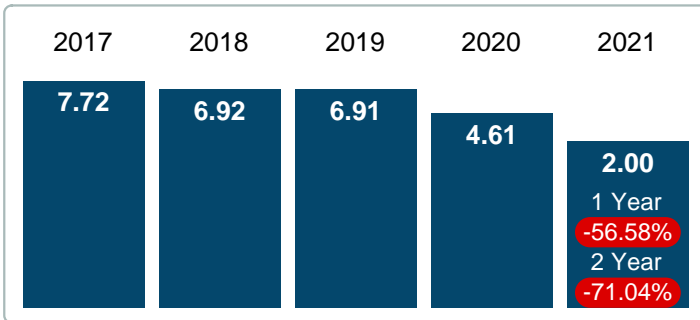
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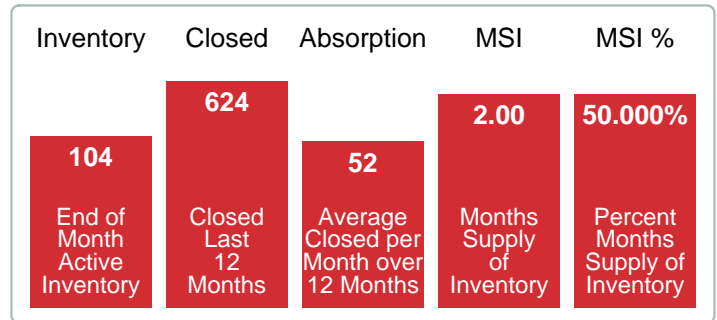
MONTHS SUPPLY of INVENTORY (MSI)

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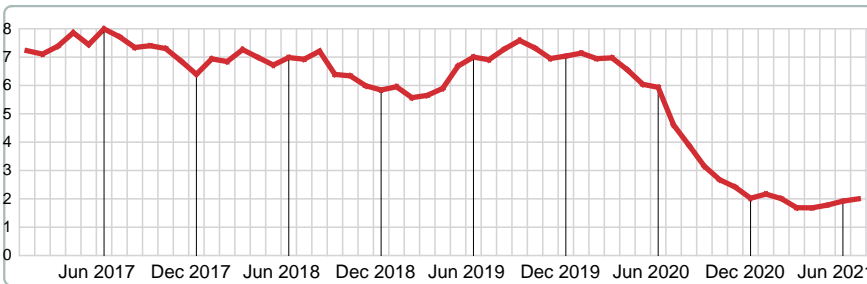
MSI FOR JULY



INDICATORS FOR JULY 2021

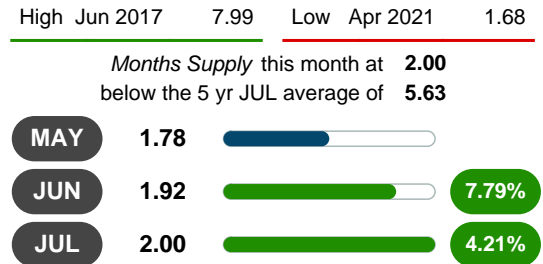


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.63



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	8	7.69%	1.45	0.86	2.29	4.00	0.00
\$75,001 - \$100,000	14	13.46%	3.65	3.75	3.82	3.43	0.00
\$100,001 - \$150,000	14	13.46%	1.08	1.33	1.12	0.63	0.00
\$150,001 - \$250,000	27	25.96%	1.44	3.27	1.11	1.95	6.00
\$250,001 - \$375,000	15	14.42%	2.25	2.40	2.34	2.00	2.40
\$375,001 - \$675,000	15	14.42%	3.75	8.00	4.00	4.00	0.00
\$675,001 and up	11	10.58%	44.00	0.00	60.00	18.00	0.00
Market Supply of Inventory (MSI)			2.00	1.96	1.77	2.51	3.50
Total Active Inventory by Units		100%	2.00	17	57	23	7

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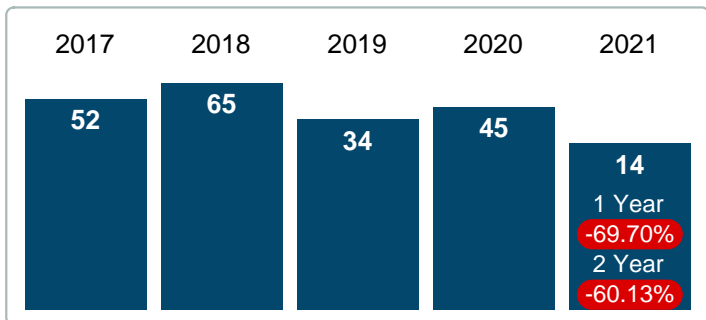
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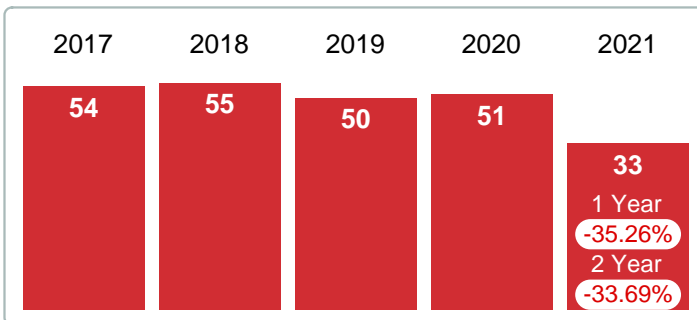
AVERAGE DAYS ON MARKET TO SALE

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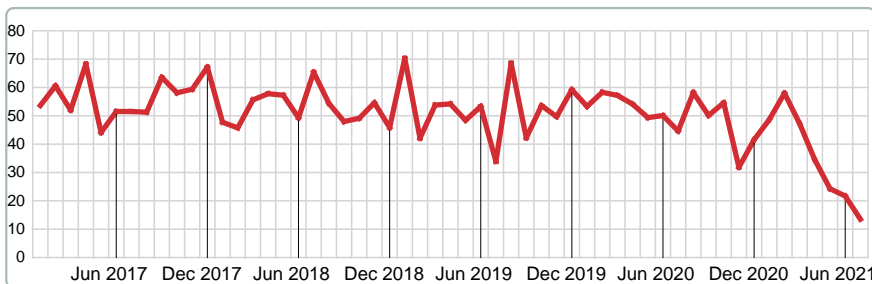
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

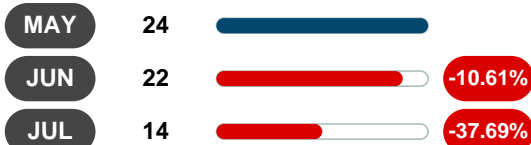


3 MONTHS

5 year JUL AVG = 42

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 14 below the 5 yr JUL average of 42



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	5.56%	20	12	37	0	0
\$50,001 - \$125,000	16.67%	18	21	9	32	0
\$125,001 - \$150,000	16.67%	8	6	7	9	0
\$150,001 - \$175,000	11.11%	5	3	5	0	0
\$175,001 - \$225,000	20.37%	9	0	9	4	0
\$225,001 - \$300,000	18.52%	14	0	16	8	6
\$300,001 and up	11.11%	29	9	12	114	0
Average Closed DOM		14	15	11	29	6
Total Closed Units	100%	14	10	37	6	1
Total Closed Volume		10,034,801	1.16M	7.33M	1.32M	225.50K

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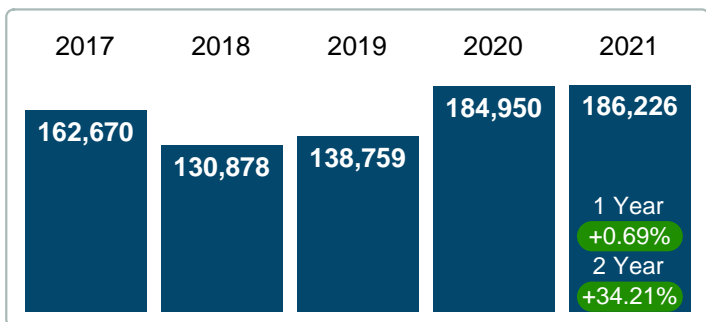
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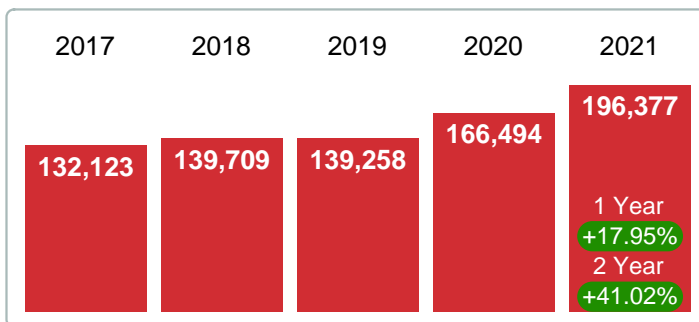
AVERAGE LIST PRICE AT CLOSING

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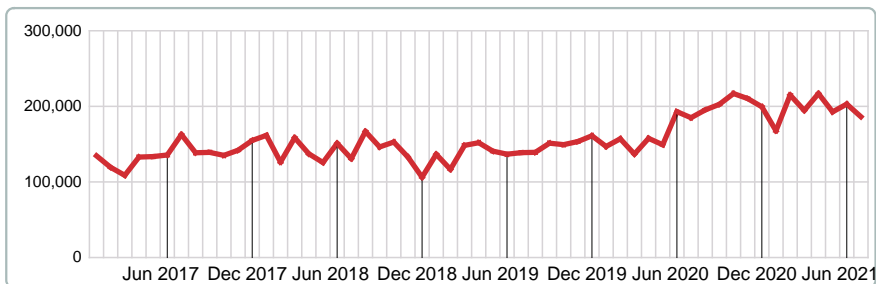
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 160,697

High Oct 2020 216,909 Low Dec 2018 106,258

Average List Price at Closing this month at **186,226**
above the 5 yr JUL average of **160,697**

- MAY 192,716
- JUN 202,989 +5.33%
- JUL 186,226 -8.26%

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 3	5.56%	46,333	44,500	50,000	0	0
\$50,001 - \$125,000 10	18.52%	94,800	87,720	92,300	117,500	0
\$125,001 - \$150,000 10	18.52%	139,180	140,000	138,467	143,000	0
\$150,001 - \$175,000 5	9.26%	163,720	159,000	146,940	0	0
\$175,001 - \$225,000 12	22.22%	199,058	0	193,880	179,900	0
\$225,001 - \$300,000 8	14.81%	255,300	0	249,063	274,900	219,900
\$300,001 and up 6	11.11%	387,950	345,000	376,950	474,900	0
Average List Price		186,226	117,160	198,149	222,200	219,900
Total Closed Units		54	10	37	6	1
Total Closed Volume		10,056,200	1.17M	7.33M	1.33M	219.90K

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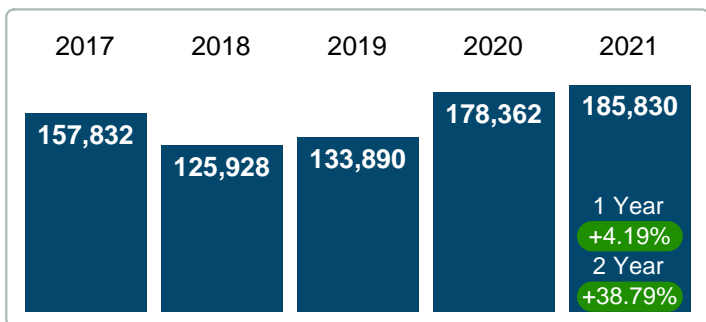
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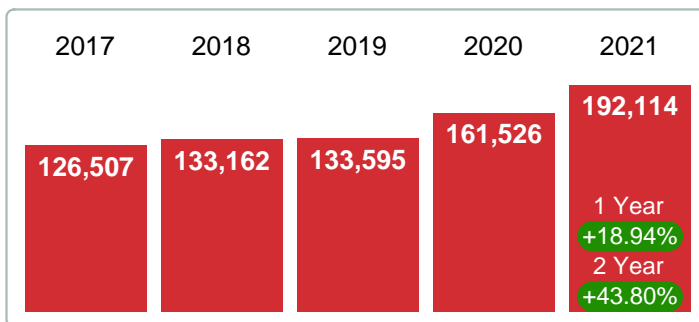
AVERAGE SOLD PRICE AT CLOSING

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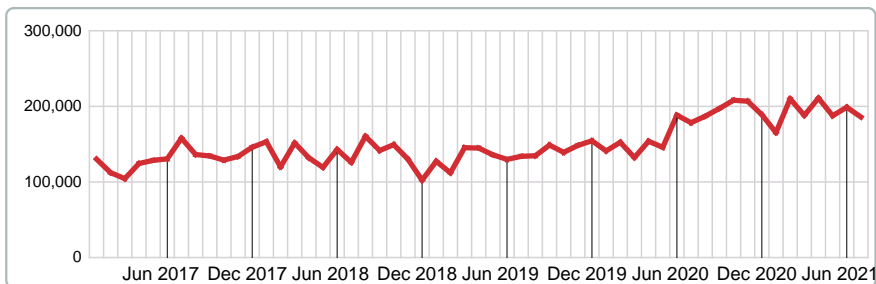
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

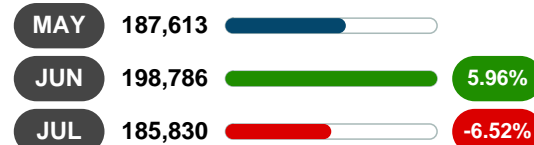


3 MONTHS

5 year JUL AVG = 156,368

High Apr 2021 210,867 Low Dec 2018 102,382

Average Sold Price at Closing this month at **185,830** above the 5 yr JUL average of **156,368**



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	3	45,000	42,500	50,000	0	0
\$50,001 - \$125,000	9	92,478	86,160	94,667	117,500	0
\$125,001 - \$150,000	9	141,000	140,000	140,667	142,500	0
\$150,001 - \$175,000	6	161,950	160,000	162,340	0	0
\$175,001 - \$225,000	11	189,418	0	190,370	179,900	0
\$225,001 - \$300,000	10	250,630	0	248,713	291,100	225,500
\$300,001 and up	6	372,817	345,000	361,725	445,000	0
Average Sold Price		185,830	116,080	198,108	219,750	225,500
Total Closed Units		54	10	37	6	1
Total Closed Volume		10,034,801	1.16M	7.33M	1.32M	225.50K

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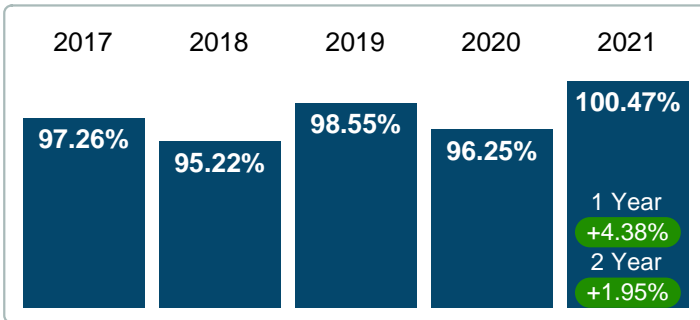
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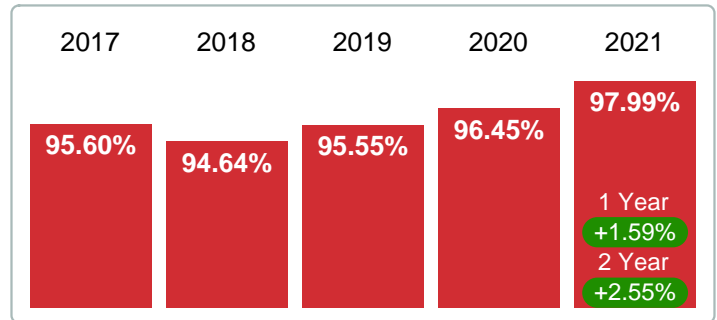
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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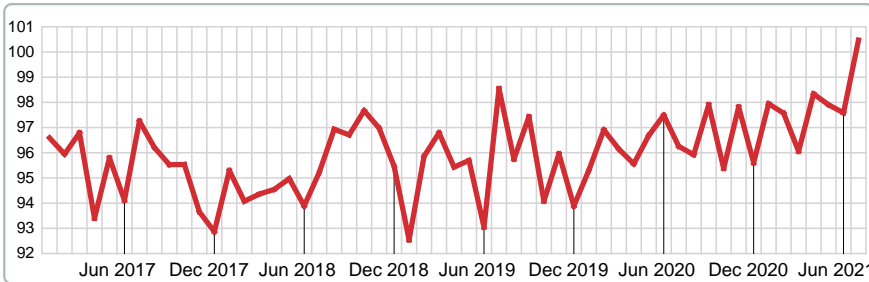
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

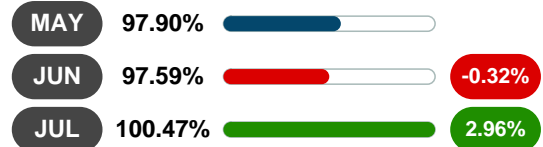


3 MONTHS

5 year JUL AVG = 97.55%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **100.47%**
above the 5 yr JUL average of **97.55%**



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	3	5.56%	97.28%	95.92%	100.00%	0.00%	0.00%	
\$50,001 - \$125,000	9	16.67%	99.26%	97.86%	101.34%	100.00%	0.00%	
\$125,001 - \$150,000	9	16.67%	101.00%	100.00%	101.58%	99.76%	0.00%	
\$150,001 - \$175,000	6	11.11%	110.51%	100.63%	112.49%	0.00%	0.00%	
\$175,001 - \$225,000	11	20.37%	98.46%	0.00%	98.30%	100.00%	0.00%	
\$225,001 - \$300,000	10	18.52%	100.75%	0.00%	99.88%	105.89%	102.55%	
\$300,001 and up	6	11.11%	96.28%	100.00%	95.99%	93.70%	0.00%	
Average Sold/List Ratio		100.50%		98.18%	101.14%	99.85%	102.55%	
Total Closed Units		54	100%	100.50%	10	37	6	1
Total Closed Volume		10,034,801			1.16M	7.33M	1.32M	225.50K

July 2021



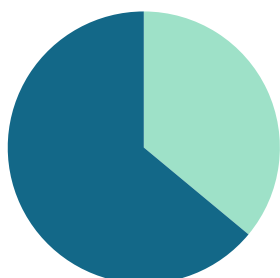
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

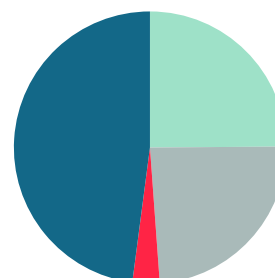


Inventory
 New Listings
58 = 36.02%
 Start Inventory
103
 Total Inventory Units
161
 Volume
\$47,497,148

Market Activity

Closed Sales
54 = 24.88%
 Pending Sales
52 = 23.96%
 Other Off Market
7 = 3.23%
 Active Inventory
104 = 47.93%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	74	54	-27.03%	295	331	12.20%
Pending Sales	71	52	-26.76%	370	365	-1.35%
New Listings	64	58	-9.38%	555	433	-21.98%
Average List Price	184,950	186,226	0.69%	166,494	196,377	17.95%
Average Sale Price	178,362	185,830	4.19%	161,526	192,114	18.94%
Average Percent of Selling Price to List Price	96.25%	100.47%	4.38%	96.45%	97.99%	1.59%
Average Days on Market to Sale	44.62	13.52	-69.70%	50.93	32.98	-35.26%
Monthly Inventory	185	104	-43.78%	185	104	-43.78%
Months Supply of Inventory	4.61	2.00	-56.58%	4.61	2.00	-56.58%

Absorption: Last 12 months, an Average of **52** Sales/Month

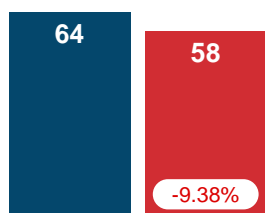
Inventory on July 31, 2021 = **104**

2020 2021

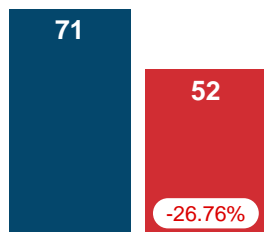
JULY MARKET

AVERAGE PRICES

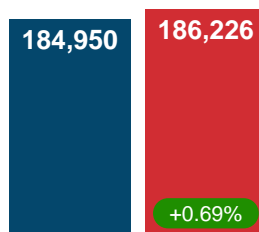
New Listings



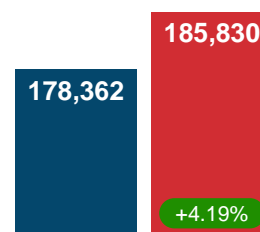
Pending Listings



List Price



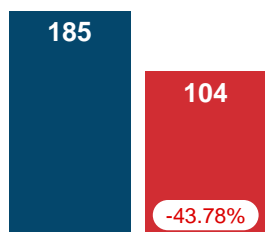
Sale Price



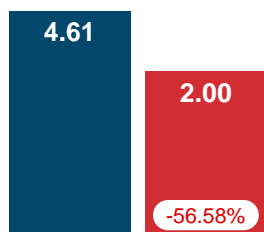
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

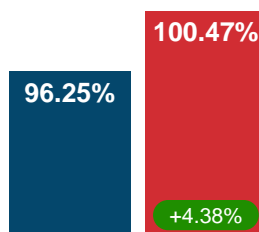
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

