

July 2021



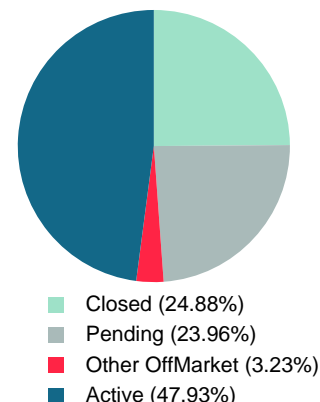
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	154,900	169,900	9.68%
Median Sale Price	152,750	173,350	13.49%
Median Percent of Selling Price to List Price	98.16%	100.00%	1.88%
Median Days on Market to Sale	25.00	6.50	-74.00%
End of Month Inventory	185	104	-43.78%
Months Supply of Inventory	4.61	2.00	-56.58%



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.

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 **13.49%** in July 2021 to \$173,350 versus the previous year at \$152,750.

Median Days on Market Shortens

The median number of **6.50** days that homes spent on the market before selling decreased by 18.50 days or **74.00%** in July 2021 compared to last year's same month at **25.00** DOM.

Sales Success for July 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 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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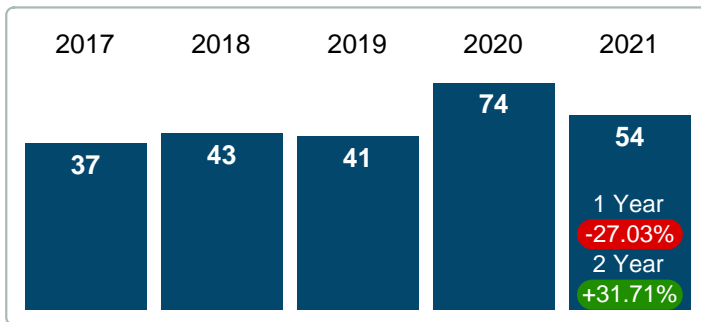
Area Delimited by County Of Cherokee - Residential Property Type



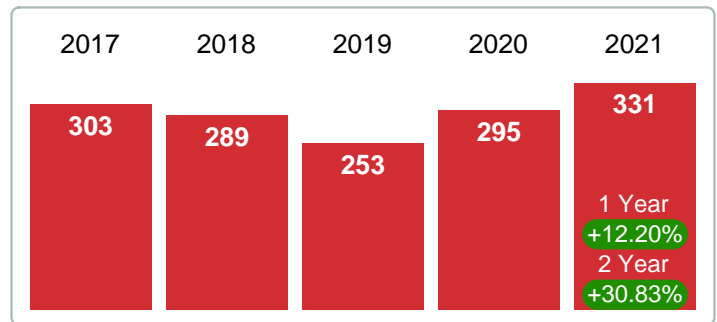
CLOSED LISTINGS

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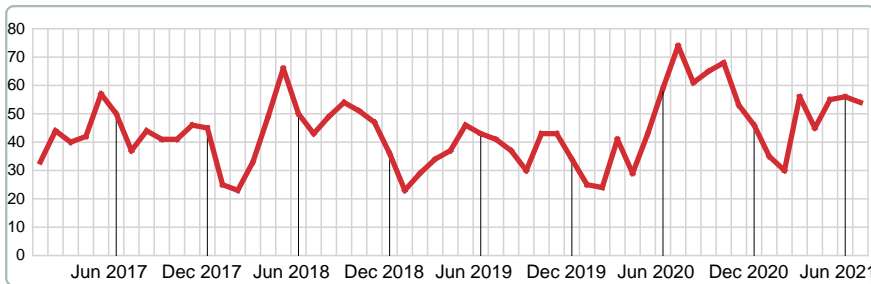
JULY



YEAR TO DATE (YTD)

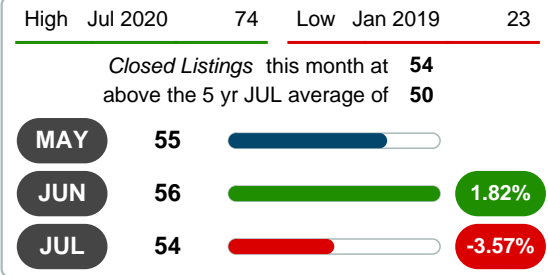


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.56%	23.0	2	1	0	0
\$50,001 - \$125,000	9	16.67%	13.0	5	3	1	0
\$125,001 - \$150,000	9	16.67%	4.0	1	6	2	0
\$150,001 - \$175,000	6	11.11%	4.0	1	5	0	0
\$175,001 - \$225,000	11	20.37%	4.0	0	10	1	0
\$225,001 - \$300,000	10	18.52%	7.5	0	8	1	1
\$300,001 and up	6	11.11%	10.5	1	4	1	0
Total Closed Units	54			10	37	6	1
Total Closed Volume	10,034,801	100%	6.5	1.16M	7.33M	1.32M	225.50K
Median Closed Price	\$173,350			\$84,450	\$185,000	\$163,450	\$225,500

July 2021



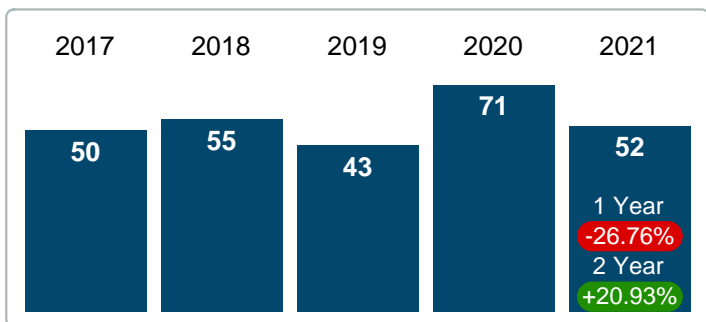
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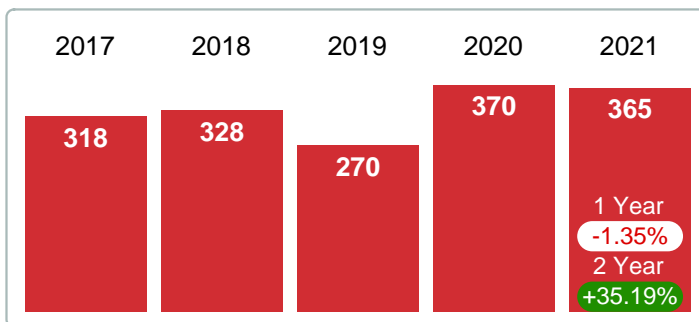
PENDING LISTINGS

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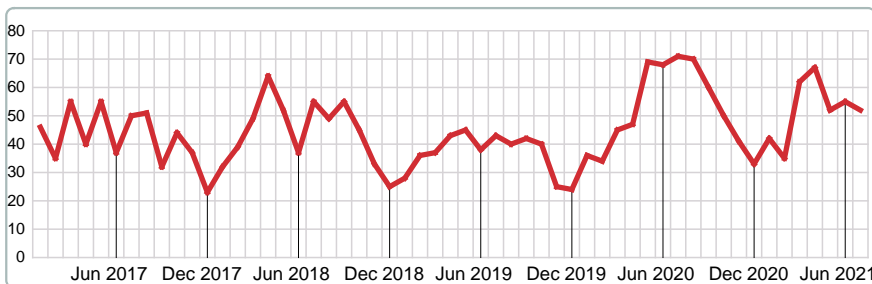
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 54

High Jul 2020 71 Low Dec 2017 23

Pending Listings this month at 52 below the 5 yr JUL average of 54

- MAY 52
- JUN 55 +5.77%
- JUL 52 -5.45%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	8.0	5	2	0	0
\$100,001 - \$150,000	8	15.38%	6.5	5	2	1	0
\$150,001 - \$200,000	15	28.85%	6.0	0	12	2	1
\$200,001 - \$250,000	7	13.46%	10.0	0	6	0	1
\$250,001 - \$450,000	7	13.46%	10.0	1	4	1	1
\$450,001 and up	6	11.54%	8.0	0	3	1	2
Total Pending Units	52			13	29	5	5
Total Pending Volume	11,652,800	100%	7.5	1.33M	6.83M	1.20M	2.29M
Median Listing Price	\$174,200			\$75,000	\$184,300	\$189,900	\$335,000

July 2021



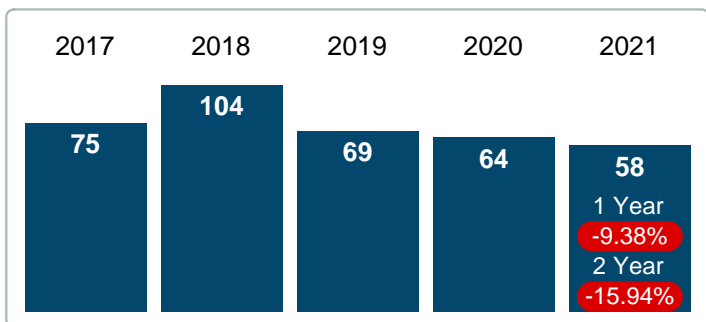
Area Delimited by County Of Cherokee - Residential Property Type



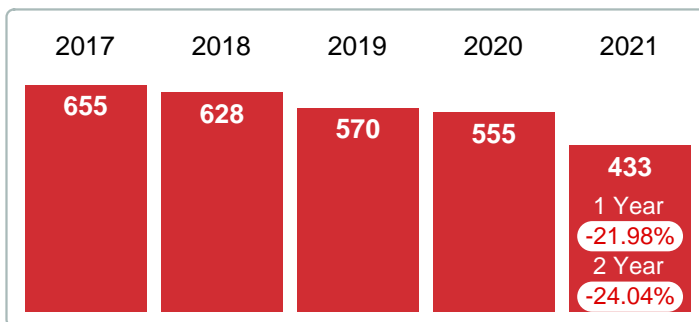
NEW LISTINGS

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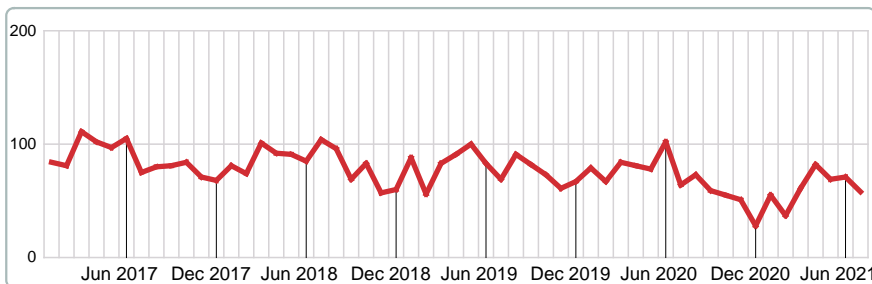
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

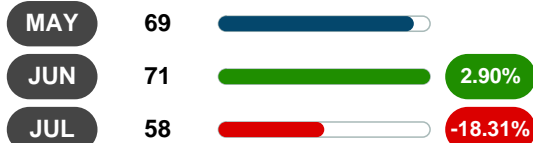


3 MONTHS

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
Median New Listed Listing Price	\$174,200		\$105,000	\$184,300	\$219,900	\$244,950

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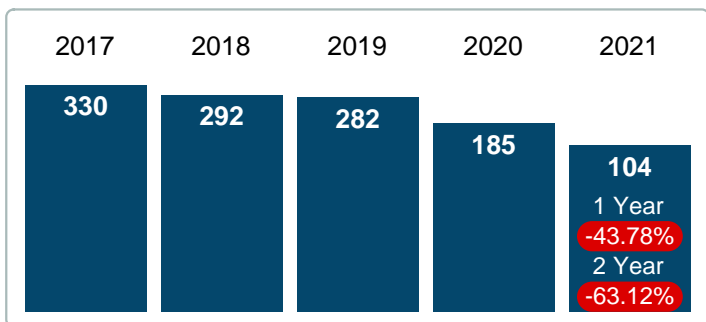
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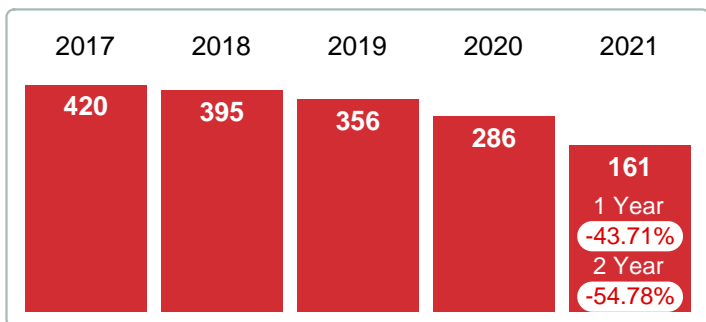
ACTIVE INVENTORY

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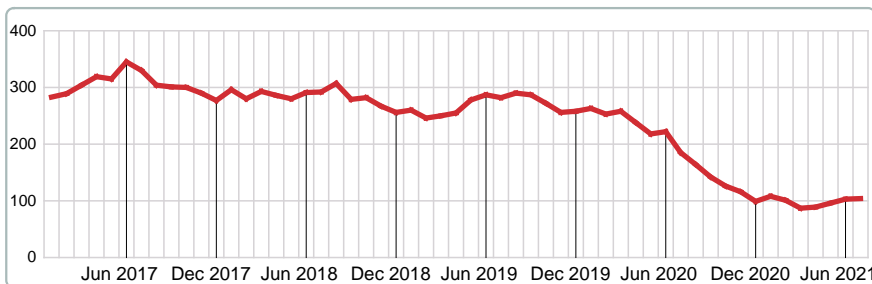
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 239

High Jun 2017 345 Low Mar 2021 87

Inventory this month at 104 below the 5 yr JUL average of 239

- MAY 96
- JUN 103 (7.29%)
- JUL 104 (0.97%)

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	8	7.69%	100.0	3	4	1	0
\$75,001 - \$100,000	14	13.46%	46.0	5	7	2	0
\$100,001 - \$150,000	14	13.46%	46.0	3	10	1	0
\$150,001 - \$250,000	27	25.96%	44.0	3	16	6	2
\$250,001 - \$375,000	15	14.42%	44.0	1	8	4	2
\$375,001 - \$675,000	15	14.42%	65.0	2	7	6	0
\$675,001 and up	11	10.58%	84.0	0	5	3	3
Total Active Inventory by Units	104			17	57	23	7
Total Active Inventory by Volume	34,819,348	100%	56.0	2.65M	18.96M	8.08M	5.12M
Median Active Inventory Listing Price	\$204,650			\$105,000	\$199,000	\$260,000	\$334,000

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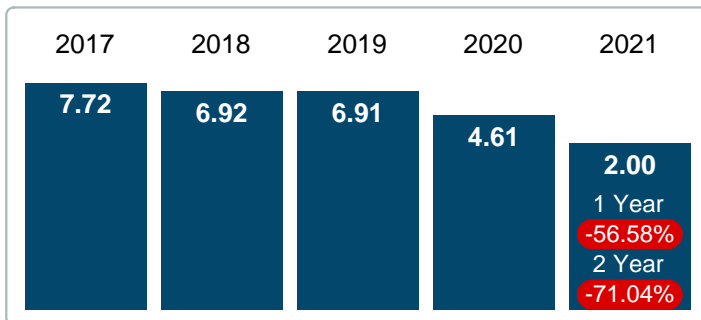
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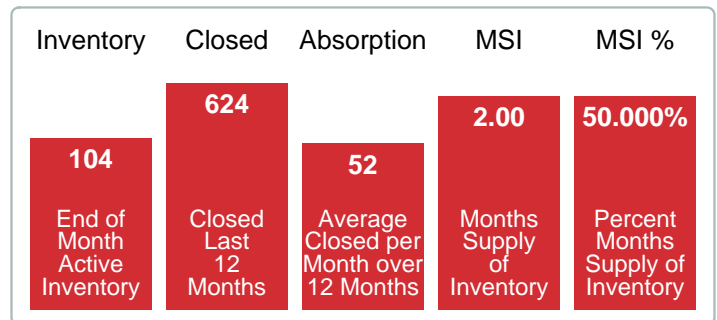
MONTHS SUPPLY of INVENTORY (MSI)

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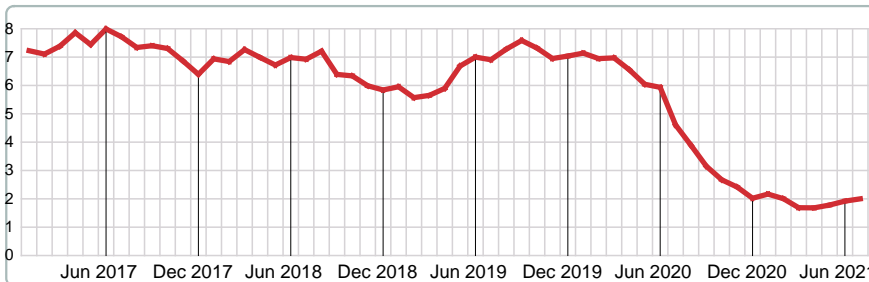
MSI FOR JULY



INDICATORS FOR JULY 2021

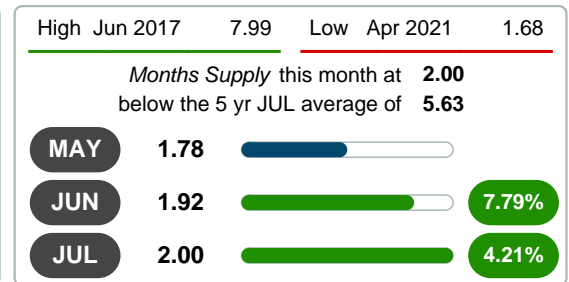


5 YEAR MARKET ACTIVITY TRENDS



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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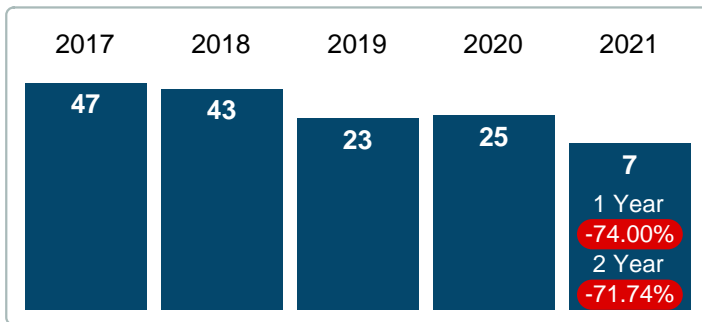
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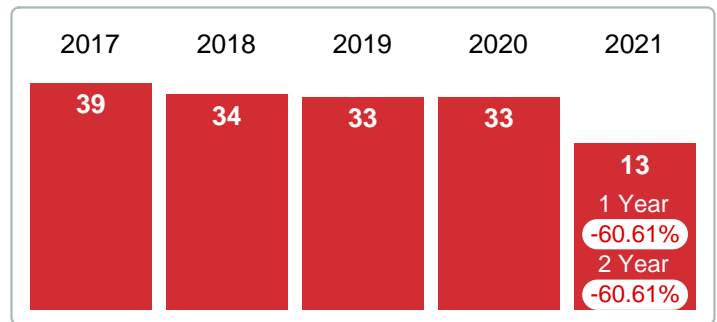
MEDIAN DAYS ON MARKET TO SALE

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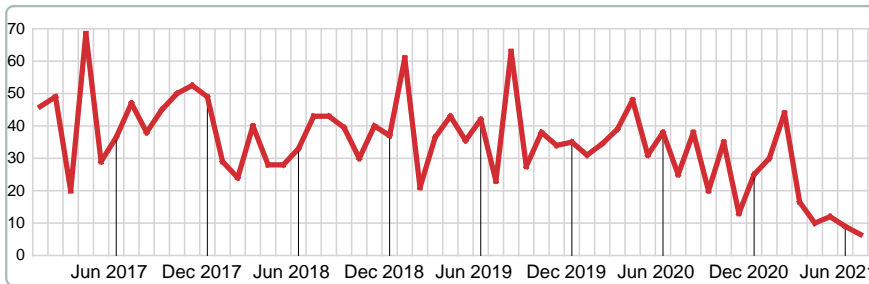
JULY



YEAR TO DATE (YTD)

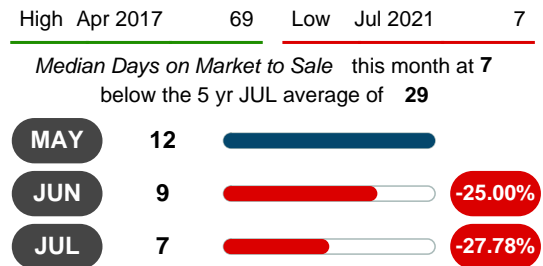


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 29



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	5.56%	23	12	37	0	0
\$50,001 - \$125,000	16.67%	13	7	13	32	0
\$125,001 - \$150,000	16.67%	4	6	1	9	0
\$150,001 - \$175,000	11.11%	4	3	5	0	0
\$175,001 - \$225,000	20.37%	4	0	5	4	0
\$225,001 - \$300,000	18.52%	8	0	11	8	6
\$300,001 and up	11.11%	11	9	7	114	0
Median Closed DOM		7	7	6	11	6
Total Closed Units	100%	54	10	37	6	1
Total Closed Volume		10,034,801	1.16M	7.33M	1.32M	225.50K

July 2021



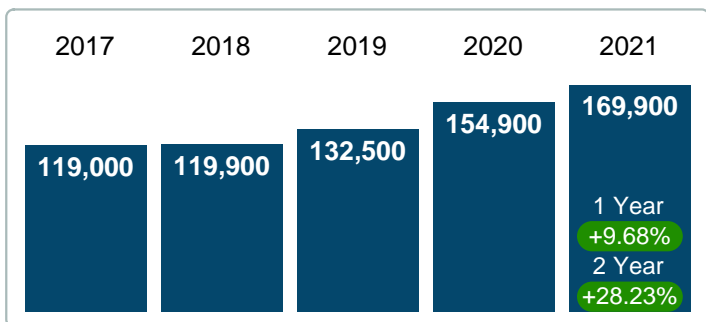
Area Delimited by County Of Cherokee - Residential Property Type



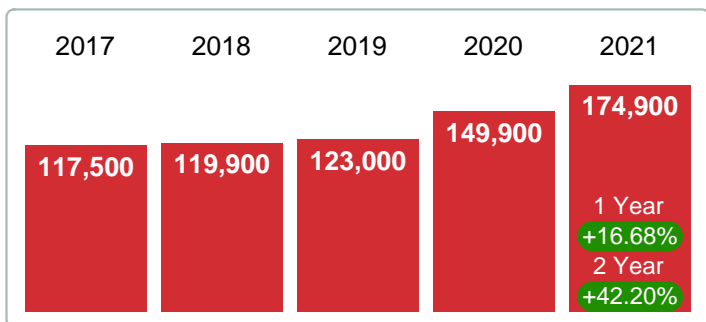
MEDIAN LIST PRICE AT CLOSING

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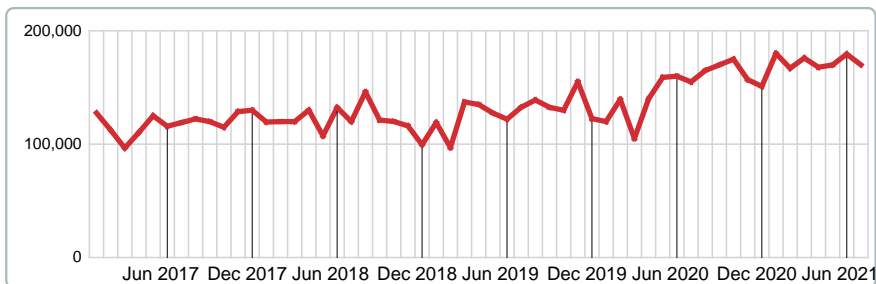
JULY



YEAR TO DATE (YTD)

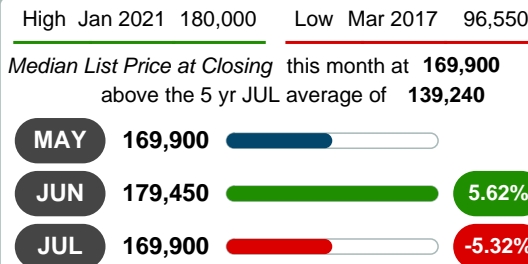


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 139,240



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	3	49,000	44,500	50,000	0	0
\$50,001 - \$125,000	10	96,950	74,900	107,450	117,500	0
\$125,001 - \$150,000	10	139,950	140,000	135,000	143,000	0
\$150,001 - \$175,000	5	159,900	159,000	162,400	0	0
\$175,001 - \$225,000	12	194,950	0	194,950	179,900	219,900
\$225,001 - \$300,000	8	247,200	0	244,500	274,900	0
\$300,001 and up	6	374,950	345,000	374,950	474,900	0
Median List Price		169,900	84,450	192,500	162,950	219,900
Total Closed Units		54	10	37	6	1
Total Closed Volume		10,056,200	1.17M	7.33M	1.33M	219.90K

July 2021



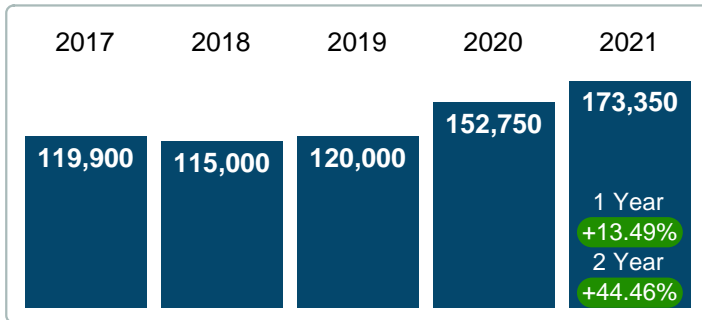
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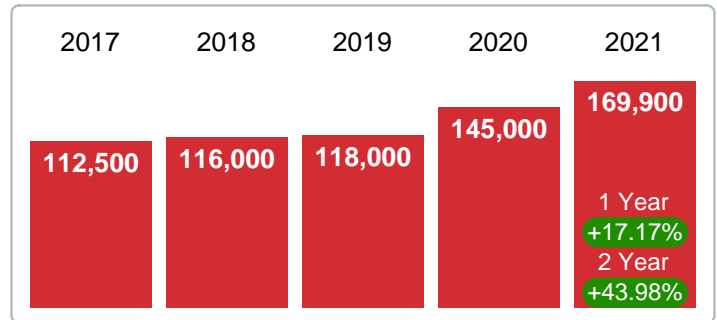
MEDIAN SOLD PRICE AT CLOSING

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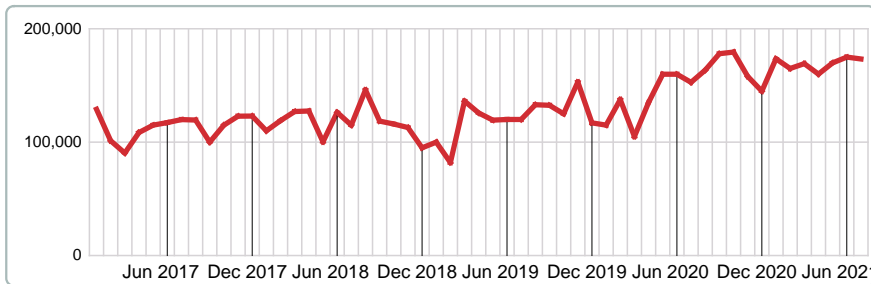
JULY



YEAR TO DATE (YTD)

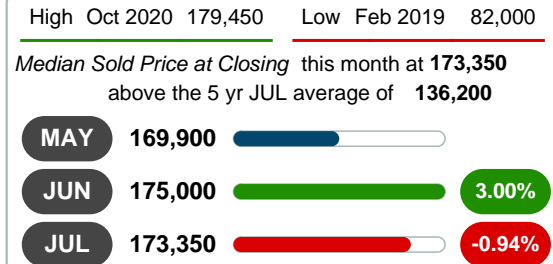


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136,200



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	3	5.56%	45,000	42,500	50,000	0	0
\$50,001 - \$125,000	9	16.67%	94,000	74,900	105,000	117,500	0
\$125,001 - \$150,000	9	16.67%	140,000	140,000	141,500	142,500	0
\$150,001 - \$175,000	6	11.11%	159,950	160,000	159,900	0	0
\$175,001 - \$225,000	11	20.37%	185,000	0	186,250	179,900	0
\$225,001 - \$300,000	10	18.52%	237,575	0	237,575	291,100	225,500
\$300,001 and up	6	11.11%	360,000	345,000	346,950	445,000	0
Median Sold Price			173,350	84,450	185,000	163,450	225,500
Total Closed Units		100%	173,350	10	37	6	1
Total Closed Volume			10,034,801	1.16M	7.33M	1.32M	225.50K

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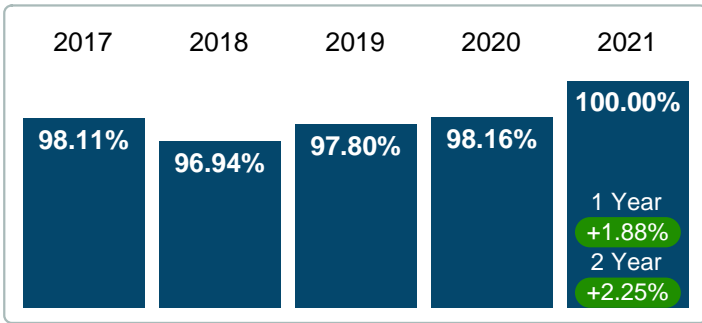
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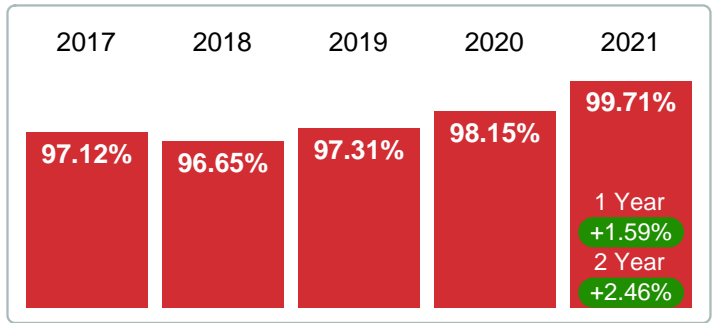
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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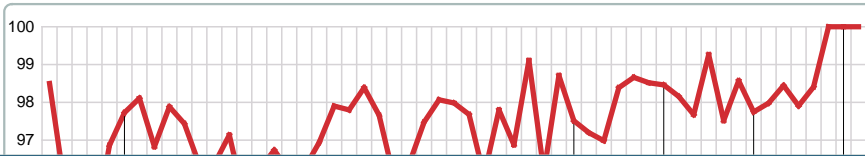
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 98.20%

High Jul 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.20%**

MAY 100.00%
JUN 100.00%
JUL 100.00%

0.00%
0.00%

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	3	5.56%	100.00%	95.92%	100.00%	0.00%	0.00%	
\$50,001 - \$125,000	9	16.67%	100.00%	100.00%	104.17%	100.00%	0.00%	
\$125,001 - \$150,000	9	16.67%	100.82%	100.00%	101.52%	99.76%	0.00%	
\$150,001 - \$175,000	6	11.11%	100.31%	100.63%	100.00%	0.00%	0.00%	
\$175,001 - \$225,000	11	20.37%	100.00%	0.00%	99.44%	100.00%	0.00%	
\$225,001 - \$300,000	10	18.52%	100.00%	0.00%	100.00%	105.89%	102.55%	
\$300,001 and up	6	11.11%	99.46%	100.00%	99.46%	93.70%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	102.55%	
Total Closed Units		54	100%	100.00%	10	37	6	1
Total Closed Volume		10,034,801			1.16M	7.33M	1.32M	225.50K

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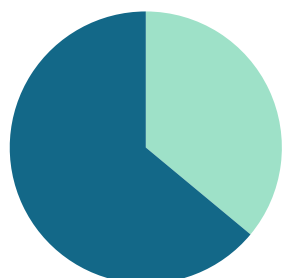
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MARKET SUMMARY

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

INVENTORY

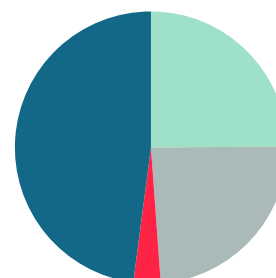


Inventory
 New Listings
58 = 36.02%
 Start Inventory
103
 Total Inventory Units
161
 Volume
\$47,497,148

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%
Median List Price	154,900	169,900	9.68%	149,900	174,900	16.68%
Median Sale Price	152,750	173,350	13.49%	145,000	169,900	17.17%
Median Percent of Selling Price to List Price	98.16%	100.00%	1.88%	98.15%	99.71%	1.59%
Median Days on Market to Sale	25.00	6.50	-74.00%	33.00	13.00	-60.61%
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

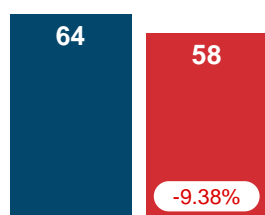
Inventory on July 31, 2021 = **104**

2020 **2021**

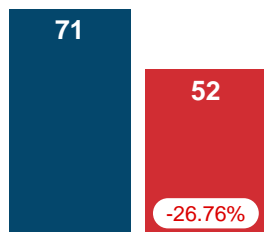
JULY MARKET

MEDIAN PRICES

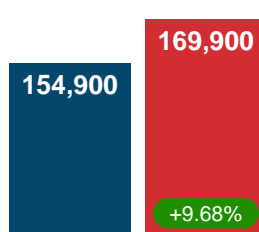
New Listings



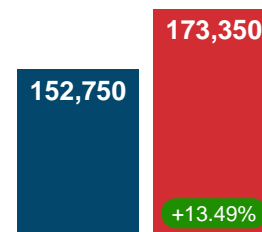
Pending Listings



List Price



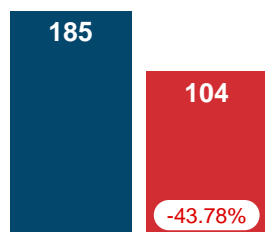
Sale Price



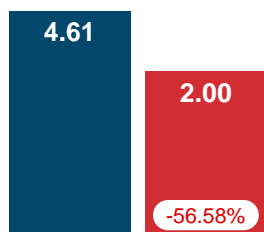
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

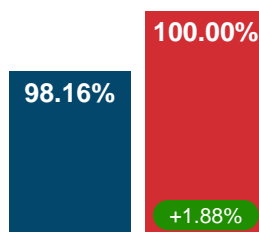
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

