

June 2021



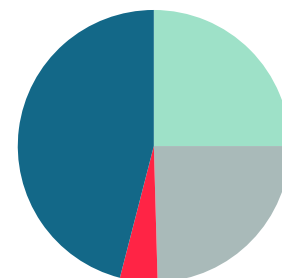
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	59	56	-5.08%
Pending Listings	68	55	-19.12%
New Listings	102	71	-30.39%
Average List Price	192,982	202,989	5.19%
Average Sale Price	188,335	198,786	5.55%
Average Percent of Selling Price to List Price	97.49%	97.59%	0.10%
Average Days on Market to Sale	50.07	21.70	-56.67%
End of Month Inventory	222	103	-53.60%
Months Supply of Inventory	5.93	1.92	-67.65%



■ Closed (25.00%)
■ Pending (24.55%)
■ Other OffMarket (4.46%)
■ Active (45.98%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of June 30, 2021 = **103**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **53.60%** to 103 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **1.92** 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 **5.55%** in June 2021 to \$198,786 versus the previous year at \$188,335.

Average Days on Market Shortens

The average number of **21.70** days that homes spent on the market before selling decreased by 28.37 days or **56.67%** in June 2021 compared to last year's same month at **50.07** DOM.

Sales Success for June 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 71 New Listings in June 2021, down **30.39%** from last year at 102. Furthermore, there were 56 Closed Listings this month versus last year at 59, a **-5.08%** decrease.

Closed versus Listed trends yielded a **78.9%** ratio, up from previous year's, June 2020, at **57.8%**, a **36.36%** 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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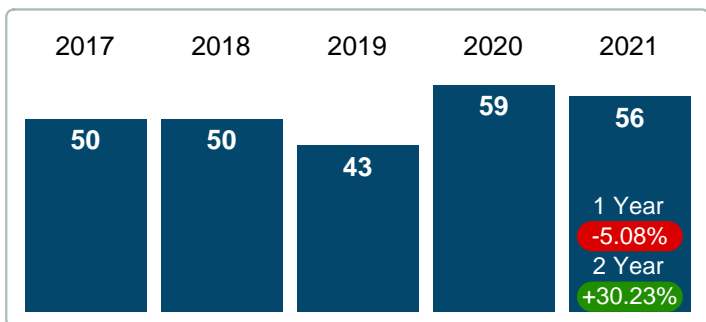
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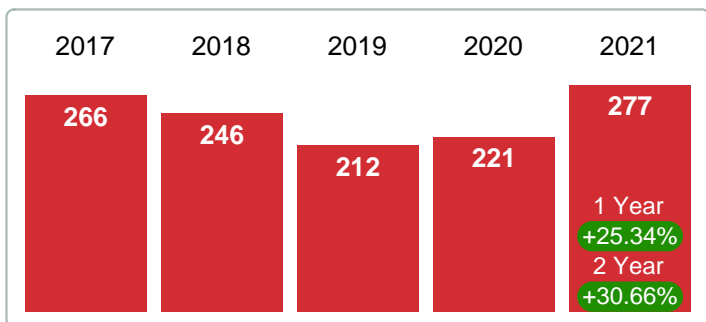
CLOSED LISTINGS

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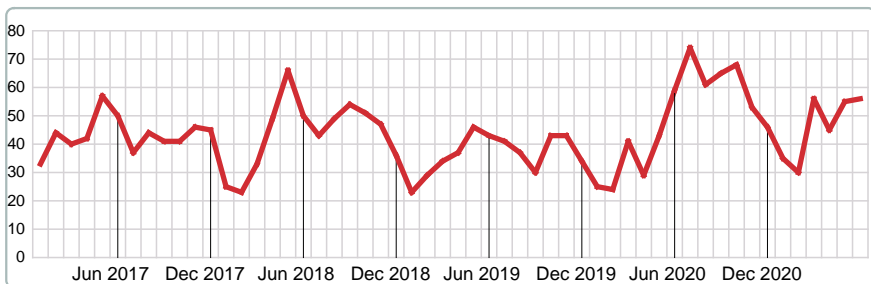
JUNE



YEAR TO DATE (YTD)

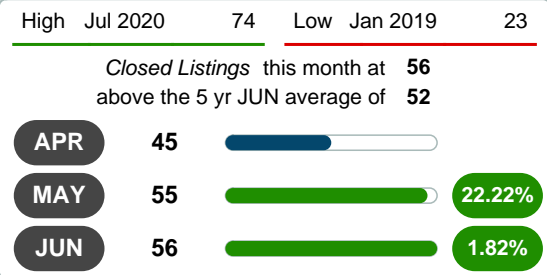


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 52



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	4	7.14%	55.5	4	0	0	0
\$75,001 - \$125,000	8	14.29%	8.1	4	4	0	0
\$125,001 - \$150,000	9	16.07%	15.3	0	4	4	1
\$150,001 - \$200,000	15	26.79%	20.2	1	11	3	0
\$200,001 - \$275,000	8	14.29%	21.0	1	2	5	0
\$275,001 - \$325,000	5	8.93%	17.4	0	2	3	0
\$325,001 and up	7	12.50%	33.1	0	3	1	3
Total Closed Units	56			10	26	16	4
Total Closed Volume	11,132,004	100%	21.7	1.01M	5.04M	3.55M	1.53M
Average Closed Price	\$198,786			\$101,463	\$193,667	\$221,847	\$383,125

June 2021



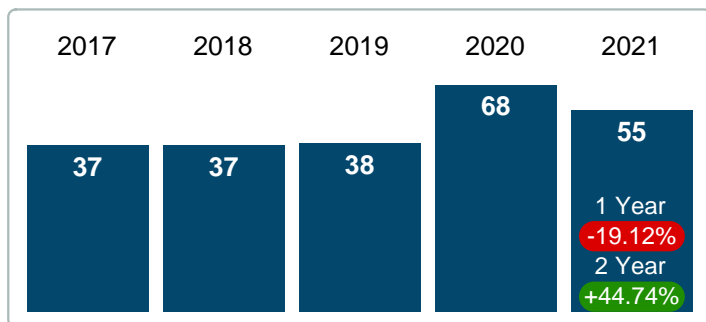
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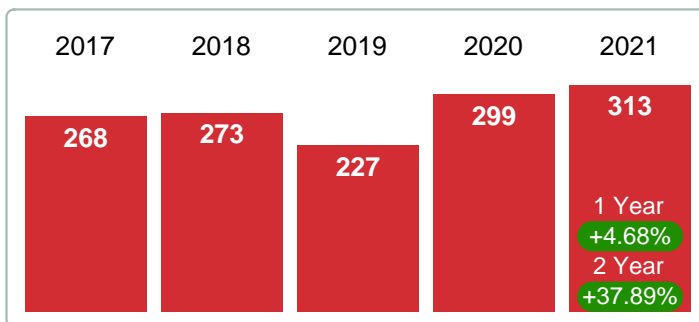
PENDING LISTINGS

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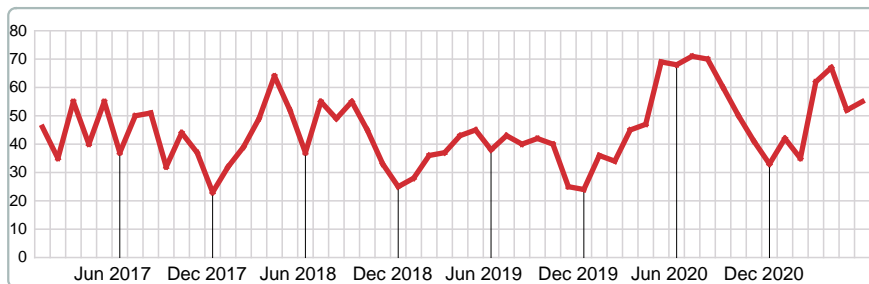
JUNE



YEAR TO DATE (YTD)

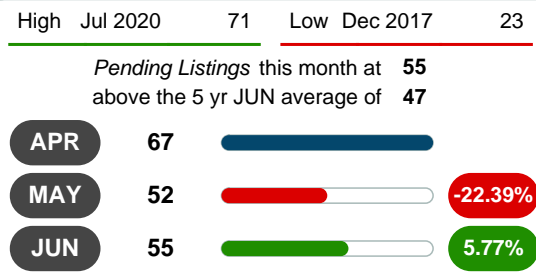


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 47



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	5	9.09%	25.0	4	1	0	0
\$75,001 - \$125,000	5	9.09%	21.6	3	1	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	18	32.73%	21.7	3	13	1	1
\$175,001 - \$225,000	13	23.64%	14.3	2	9	1	1
\$225,001 - \$325,000	8	14.55%	28.5	1	4	3	0
\$325,001 and up	6	10.91%	23.0	1	3	1	1
Total Pending Units	55			14	31	7	3
Total Pending Volume	10,751,700	100%	20.6	2.01M	6.08M	1.70M	959.80K
Average Listing Price	\$196,050			\$143,800	\$196,010	\$243,200	\$319,933

June 2021



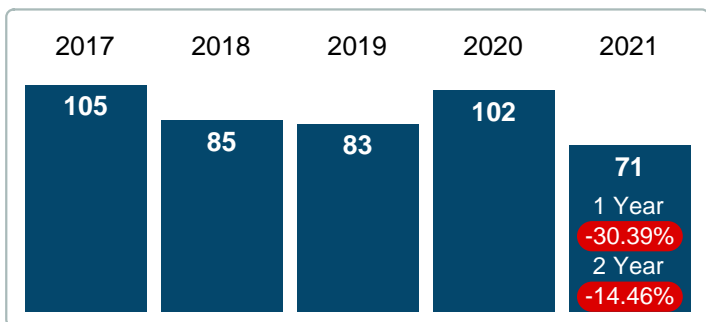
Area Delimited by County Of Cherokee - Residential Property Type



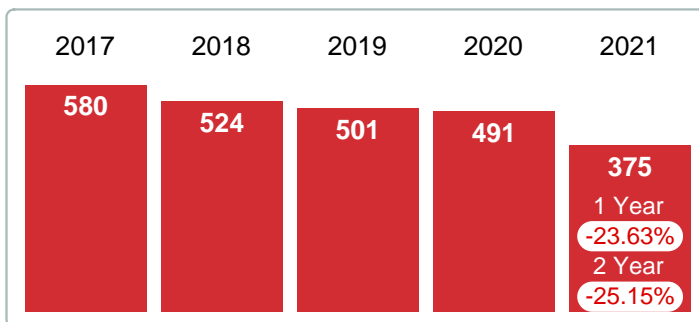
NEW LISTINGS

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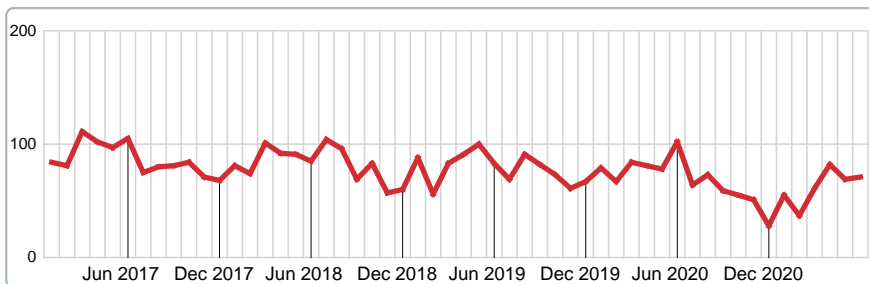
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 89

High Mar 2017 111 Low Dec 2020 28

New Listings this month at 71
below the 5 yr JUN average of 89



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	7	9.86%	3	4	0	0
\$75,001 - \$100,000	7	9.86%	3	2	2	0
\$100,001 - \$125,000	6	8.45%	3	3	0	0
\$125,001 - \$200,000	23	32.39%	4	17	2	0
\$200,001 - \$250,000	12	16.90%	1	8	1	2
\$250,001 - \$325,000	8	11.27%	2	4	2	0
\$325,001 and up	8	11.27%	1	4	2	1
Total New Listed Units	71		17	42	9	3
Total New Listed Volume	15,990,900	100%	2.57M	9.94M	2.41M	1.06M
Average New Listed Listing Price	\$201,643		\$151,341	\$236,776	\$268,178	\$353,300

June 2021



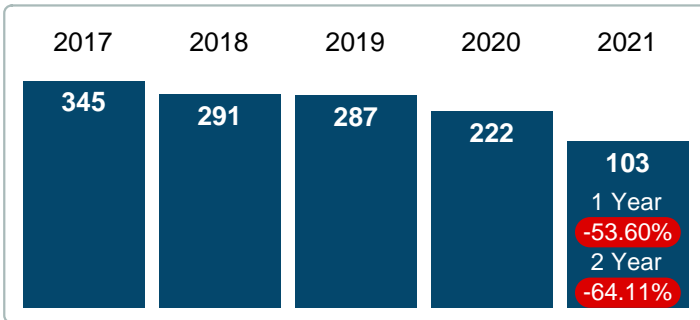
Area Delimited by County Of Cherokee - Residential Property Type



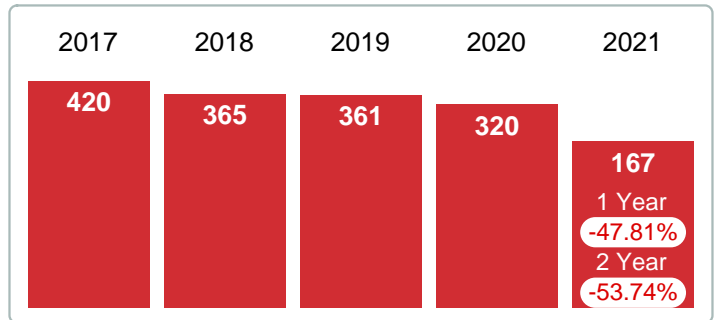
ACTIVE INVENTORY

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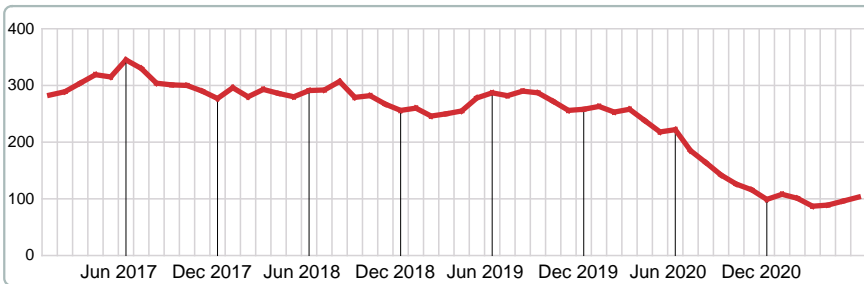
END OF JUNE



ACTIVE DURING JUNE

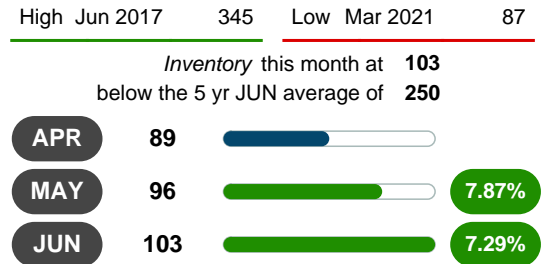


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 250



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	10	9.71%	101.9	4	5	1	0
\$75,001 - \$100,000	11	10.68%	39.2	5	4	2	0
\$100,001 - \$150,000	14	13.59%	51.0	4	9	1	0
\$150,001 - \$250,000	29	28.16%	44.0	2	22	3	2
\$250,001 - \$375,000	15	14.56%	61.1	1	9	3	2
\$375,001 - \$675,000	13	12.62%	59.5	1	7	5	0
\$675,001 and up	11	10.68%	97.9	0	5	3	3
Total Active Inventory by Units	103			17	61	18	7
Total Active Inventory by Volume	34,921,599	100%	60.3	2.23M	20.68M	6.82M	5.19M
Average Active Inventory Listing Price	\$339,045			\$131,439	\$338,946	\$379,037	\$741,257

June 2021



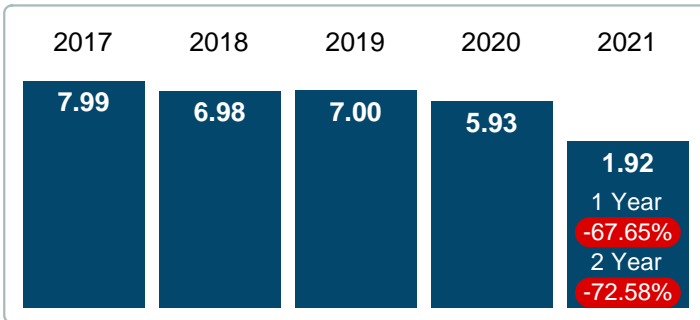
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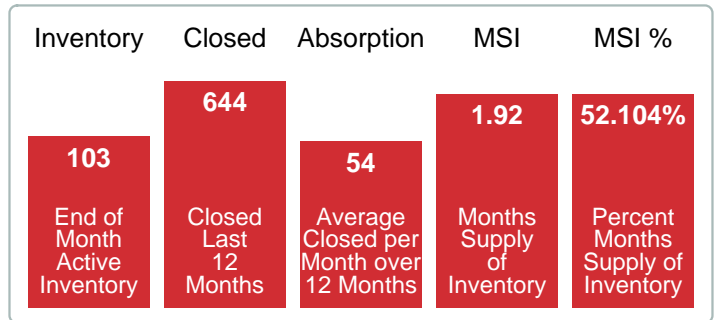
MONTHS SUPPLY of INVENTORY (MSI)

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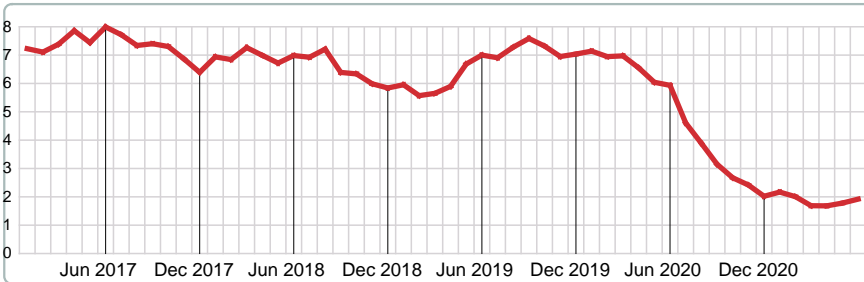
MSI FOR JUNE



INDICATORS FOR JUNE 2021

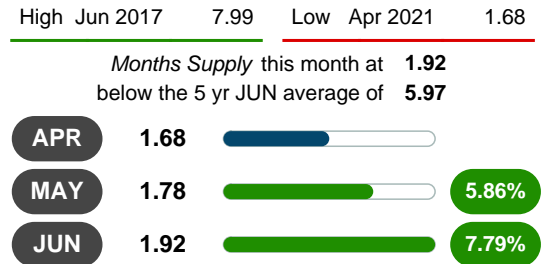


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.97



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	9.71%	1.76	1.14	2.73	3.00	0.00
\$75,001 - \$100,000	10.68%	2.59	3.33	1.92	3.43	0.00
\$100,001 - \$150,000	13.59%	1.02	1.92	0.95	0.60	0.00
\$150,001 - \$250,000	28.16%	1.54	2.00	1.58	0.84	6.00
\$250,001 - \$375,000	14.56%	2.22	3.00	2.84	1.24	2.40
\$375,001 - \$675,000	12.62%	3.06	4.00	4.00	3.16	0.00
\$675,001 and up	10.68%	44.00	0.00	60.00	18.00	0.00
Market Supply of Inventory (MSI)	1.92	1.92	1.96	1.89	1.74	3.00
Total Active Inventory by Units	103	103	17	61	18	7

June 2021



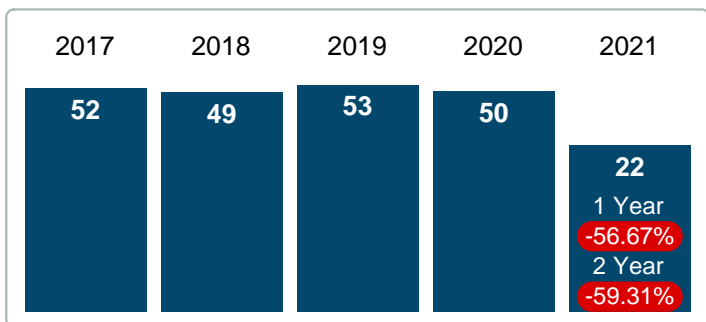
Area Delimited by County Of Cherokee - Residential Property Type



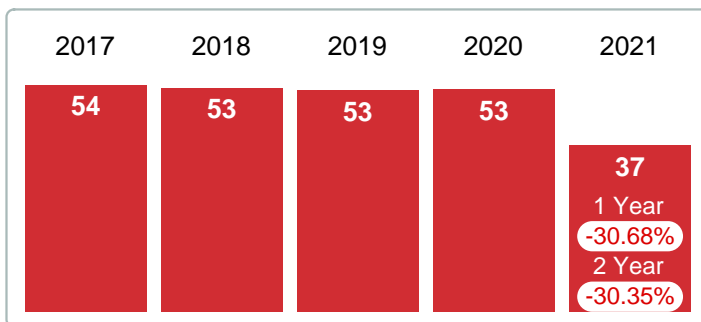
AVERAGE DAYS ON MARKET TO SALE

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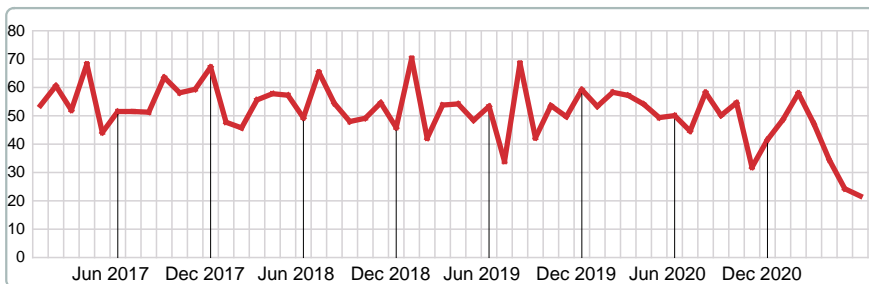
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

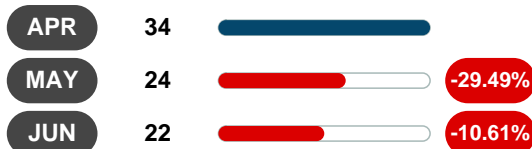


3 MONTHS

5 year JUN AVG = 45

High Jan 2019 70 Low Jun 2021 22

Average Days on Market to Sale this month at 22 below the 5 yr JUN average of 45



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	7.14%	56	56	0	0	0
\$75,001 - \$125,000	14.29%	8	11	5	0	0
\$125,001 - \$150,000	16.07%	15	0	14	20	5
\$150,001 - \$200,000	26.79%	20	21	24	7	0
\$200,001 - \$275,000	14.29%	21	18	8	27	0
\$275,001 - \$325,000	8.93%	17	0	13	21	0
\$325,001 and up	12.50%	33	0	19	7	56
Average Closed DOM		22	31	17	19	43
Total Closed Units	100%	22	10	26	16	4
Total Closed Volume		11,132,004	1.01M	5.04M	3.55M	1.53M

June 2021



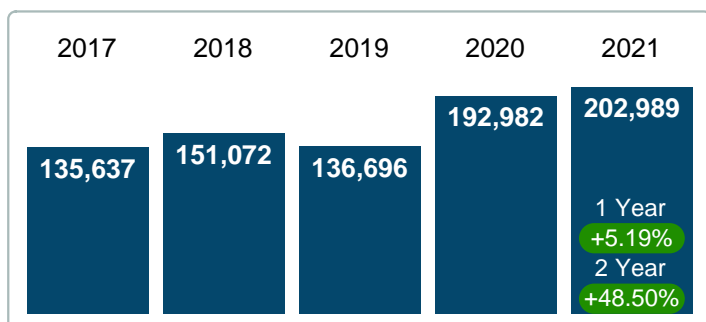
Area Delimited by County Of Cherokee - Residential Property Type



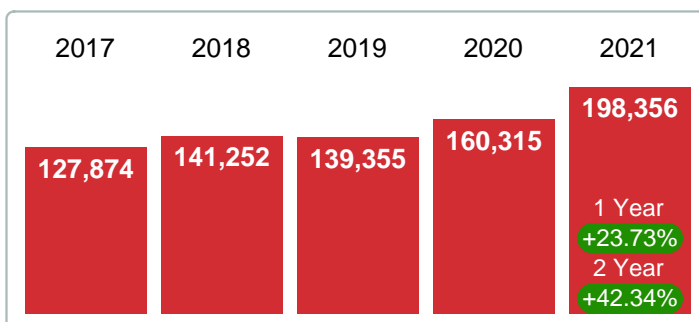
AVERAGE LIST PRICE AT CLOSING

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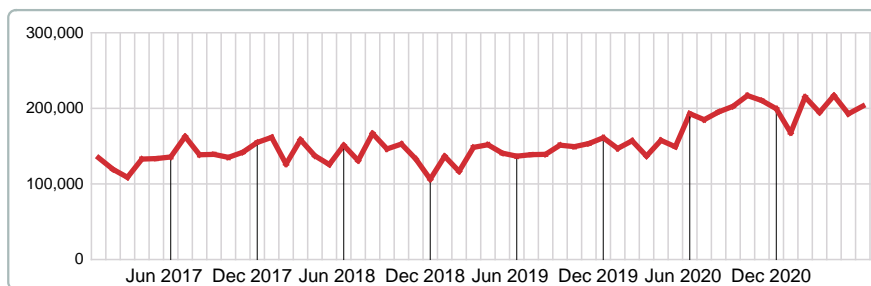
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

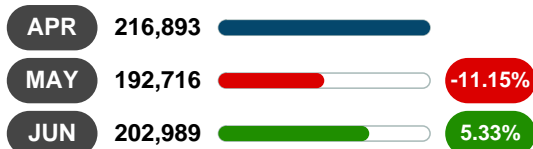


3 MONTHS

5 year JUN AVG = 163,875

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

Average List Price at Closing this month at **202,989**
above the 5 yr JUN average of **163,875**



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	7.14%	48,975	48,975	0	0	0
\$75,001 - \$125,000	16.07%	111,311	106,750	113,725	0	0
\$125,001 - \$150,000	12.50%	137,257	0	135,450	139,950	140,000
\$150,001 - \$200,000	26.79%	175,527	179,000	190,500	165,500	0
\$200,001 - \$275,000	12.50%	230,514	280,000	215,500	236,520	0
\$275,001 - \$325,000	14.29%	305,338	0	306,950	313,300	0
\$325,001 and up	10.71%	419,950	0	329,967	429,900	469,933
Average List Price		202,989	108,190	197,192	225,544	387,450
Total Closed Units	100%	202,989	10	26	16	4
Total Closed Volume		11,367,400	1.08M	5.13M	3.61M	1.55M

June 2021



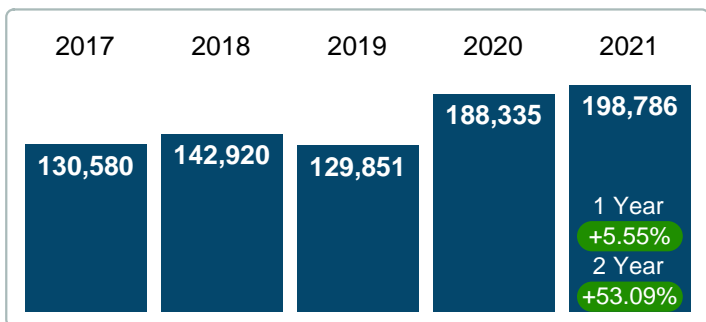
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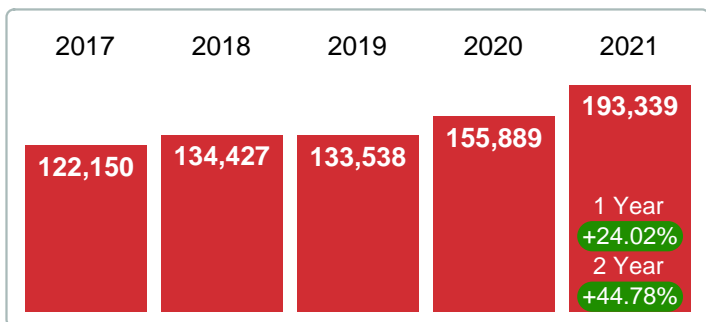
AVERAGE SOLD PRICE AT CLOSING

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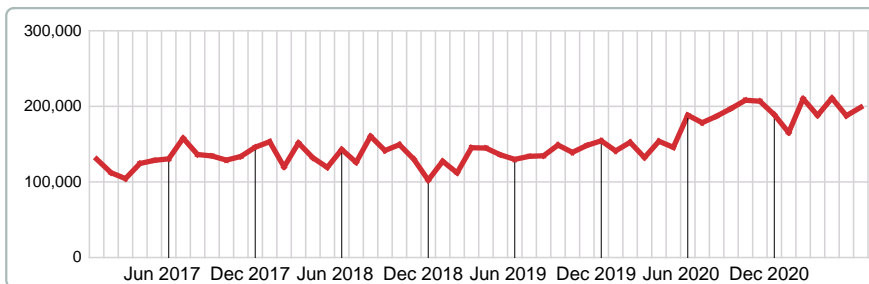
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

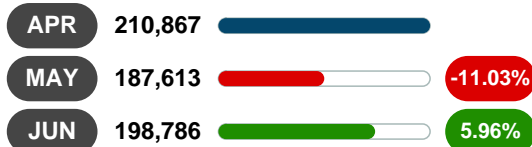


3 MONTHS

5 year JUN AVG = 158,094

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

Average Sold Price at Closing this month at **198,786**
above the 5 yr JUN average of **158,094**



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	7.14%	41,000	41,000	0	0	0
\$75,001 - \$125,000	14.29%	106,453	99,156	113,750	0	0
\$125,001 - \$150,000	16.07%	136,933	0	133,475	139,625	140,000
\$150,001 - \$200,000	26.79%	177,527	179,000	179,403	170,158	0
\$200,001 - \$275,000	14.29%	237,406	275,000	221,500	236,250	0
\$275,001 - \$325,000	8.93%	306,000	0	305,000	306,667	0
\$325,001 and up	12.50%	398,832	0	340,000	379,324	464,167
Average Sold Price		198,786	101,463	193,667	221,847	383,125
Total Closed Units	100%	198,786	10	26	16	4
Total Closed Volume		11,132,004	1.01M	5.04M	3.55M	1.53M

June 2021



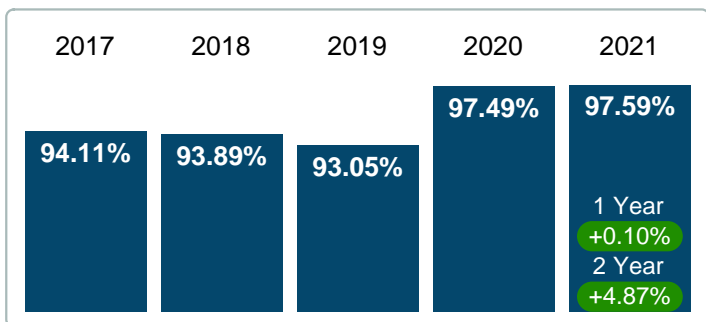
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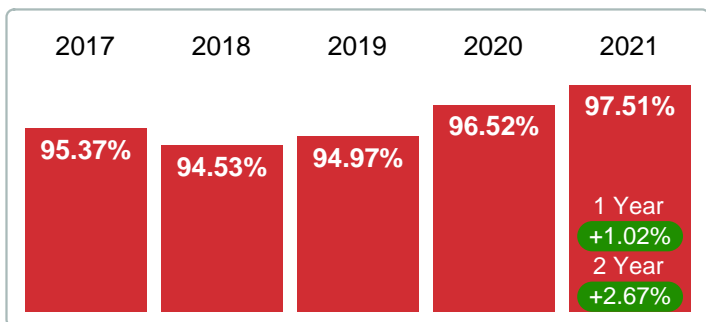
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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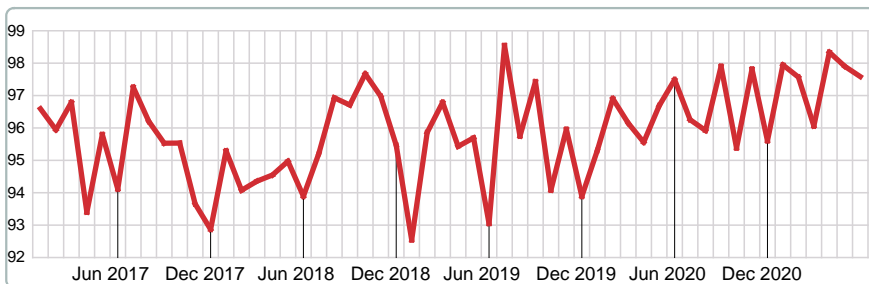
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

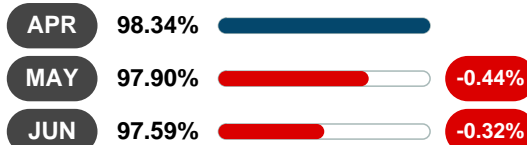


3 MONTHS

5 year JUN AVG = 95.23%

High Jul 2019 98.55% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.59%**
above the 5 yr JUN average of **95.23%**



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	4	7.14%	85.15%	85.15%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	8	14.29%	96.93%	93.85%	100.02%	0.00%	0.00%
\$125,001 - \$150,000	9	16.07%	99.50%	0.00%	98.53%	100.34%	100.00%
\$150,001 - \$200,000	15	26.79%	97.52%	100.00%	95.85%	102.79%	0.00%
\$200,001 - \$275,000	8	14.29%	100.38%	98.21%	102.86%	99.81%	0.00%
\$275,001 - \$325,000	5	8.93%	98.48%	0.00%	99.35%	97.89%	0.00%
\$325,001 and up	7	12.50%	99.29%	0.00%	103.29%	88.24%	98.98%
Average Sold/List Ratio		97.60%		91.42%	98.57%	99.42%	99.24%
Total Closed Units		56	100%	10	26	16	4
Total Closed Volume		11,132,004		1.01M	5.04M	3.55M	1.53M

June 2021



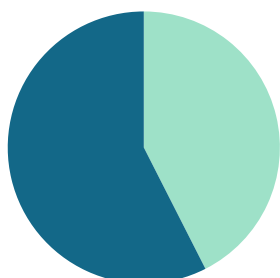
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

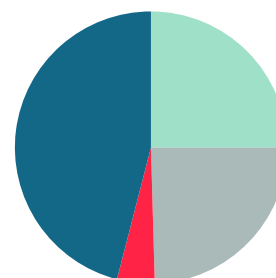


Inventory
 New Listings
71 = 42.51%
 Start Inventory
96
 Total Inventory Units
167
 Volume
\$47,730,514

Market Activity

Closed Sales
56 = 25.00%
 Pending Sales
55 = 24.55%
 Other Off Market
10 = 4.46%
 Active Inventory
103 = 45.98%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	56	-5.08%	221	277	25.34%
Pending Sales	68	55	-19.12%	299	313	4.68%
New Listings	102	71	-30.39%	491	375	-23.63%
Average List Price	192,982	202,989	5.19%	160,315	198,356	23.73%
Average Sale Price	188,335	198,786	5.55%	155,889	193,339	24.02%
Average Percent of Selling Price to List Price	97.49%	97.59%	0.10%	96.52%	97.51%	1.02%
Average Days on Market to Sale	50.07	21.70	-56.67%	53.05	36.77	-30.68%
Monthly Inventory	222	103	-53.60%	222	103	-53.60%
Months Supply of Inventory	5.93	1.92	-67.65%	5.93	1.92	-67.65%

Absorption: Last 12 months, an Average of **54** Sales/Month

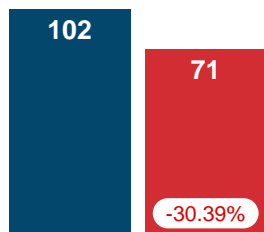
Inventory on June 30, 2021 = **103**

2020 **2021**

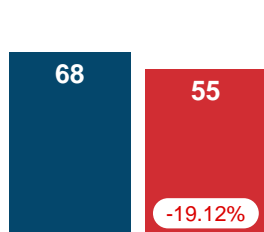
JUNE MARKET

AVERAGE PRICES

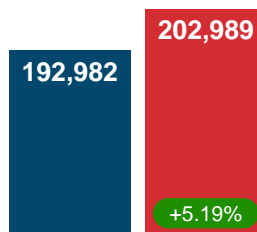
New Listings



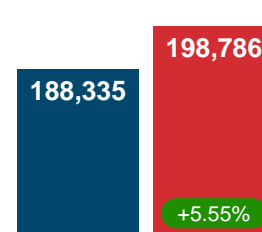
Pending Listings



List Price



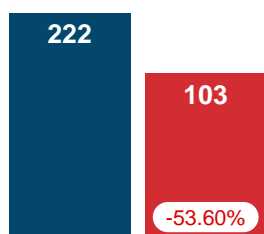
Sale Price



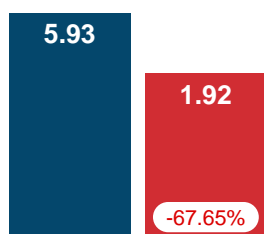
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

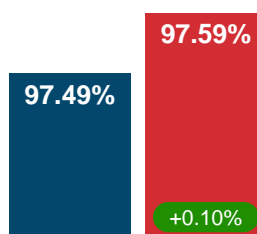
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

