

June 2021



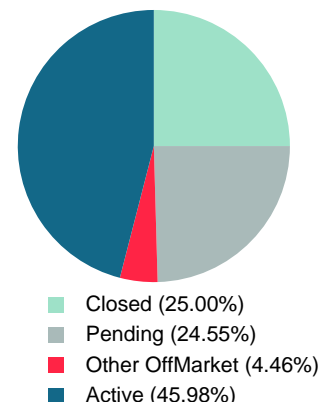
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	159,900	179,450	12.23%
Median Sale Price	159,900	175,000	9.44%
Median Percent of Selling Price to List Price	98.46%	100.00%	1.56%
Median Days on Market to Sale	38.00	9.00	-76.32%
End of Month Inventory	222	103	-53.60%
Months Supply of Inventory	5.93	1.92	-67.65%



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.

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 **9.44%** in June 2021 to \$175,000 versus the previous year at \$159,900.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 29.00 days or **76.32%** in June 2021 compared to last year's same month at **38.00** DOM.

Sales Success for June 2021 is Positive

Overall, with Median 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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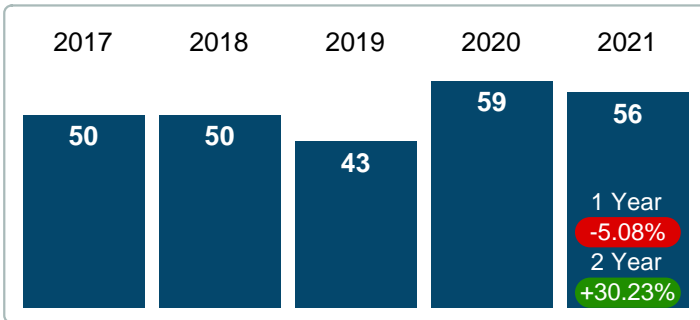
Area Delimited by County Of Cherokee - Residential Property Type



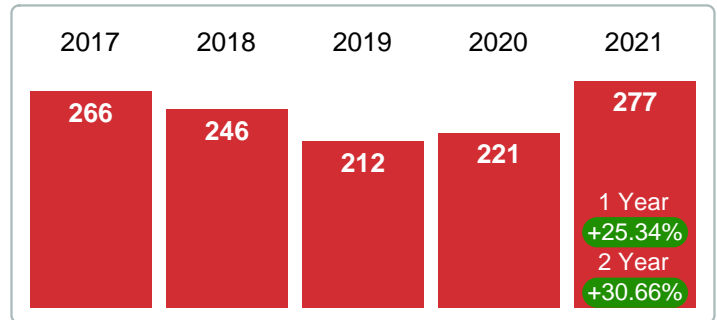
CLOSED LISTINGS

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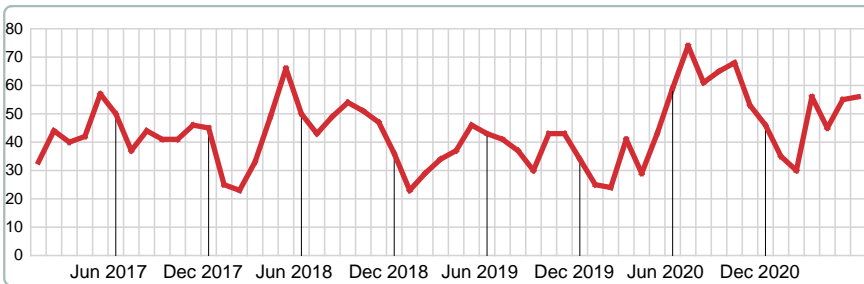
JUNE



YEAR TO DATE (YTD)

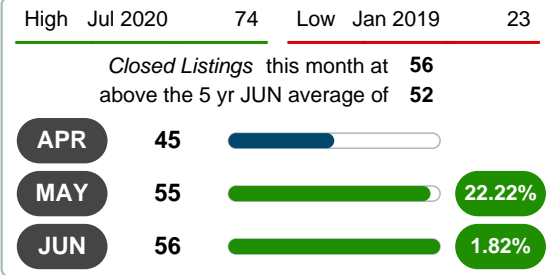


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.14%	24.5	4	0	0	0
\$75,001 - \$125,000	8	14.29%	4.5	4	4	0	0
\$125,001 - \$150,000	9	16.07%	7.0	0	4	4	1
\$150,001 - \$200,000	15	26.79%	10.0	1	11	3	0
\$200,001 - \$275,000	8	14.29%	7.5	1	2	5	0
\$275,001 - \$325,000	5	8.93%	12.0	0	2	3	0
\$325,001 and up	7	12.50%	18.0	0	3	1	3
Total Closed Units	56			10	26	16	4
Total Closed Volume	11,132,004	100%	9.0	1.01M	5.04M	3.55M	1.53M
Median Closed Price	\$175,000			\$88,750	\$175,450	\$204,750	\$390,000

June 2021



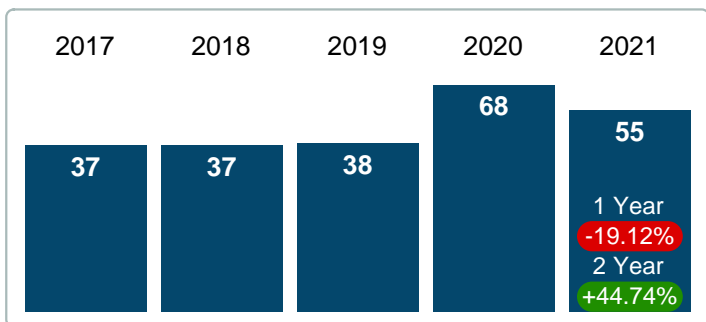
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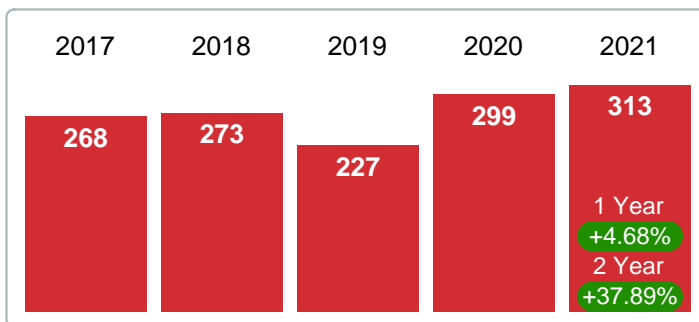
PENDING LISTINGS

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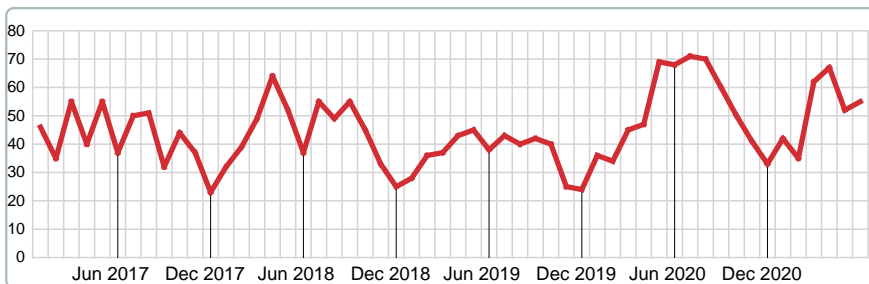
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 47

High Jul 2020 71 Low Dec 2017 23

Pending Listings this month at 55 above the 5 yr JUN average of 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.09%	13.0	4	1	0	0
\$75,001 - \$125,000	5	9.09%	5.0	3	1	1	0
\$125,001 - \$125,000	0	0.00%	5.0	0	0	0	0
\$125,001 - \$175,000	18	32.73%	17.5	3	13	1	1
\$175,001 - \$225,000	13	23.64%	5.0	2	9	1	1
\$225,001 - \$325,000	8	14.55%	25.0	1	4	3	0
\$325,001 and up	6	10.91%	20.0	1	3	1	1
Total Pending Units	55			14	31	7	3
Total Pending Volume	10,751,700	100%	12.0	2.01M	6.08M	1.70M	959.80K
Median Listing Price	\$165,000			\$128,550	\$178,700	\$245,000	\$219,900

June 2021



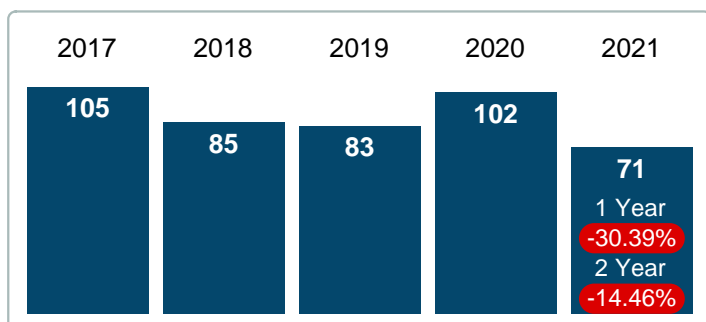
Area Delimited by County Of Cherokee - Residential Property Type



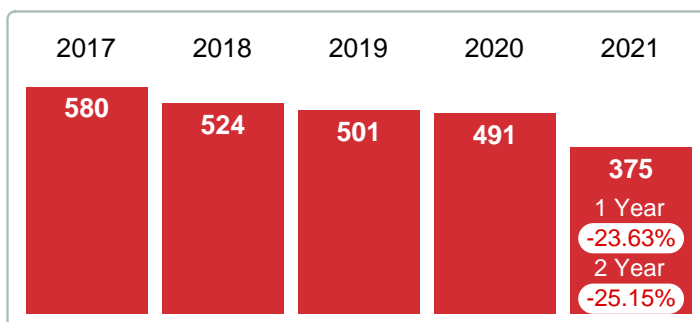
NEW LISTINGS

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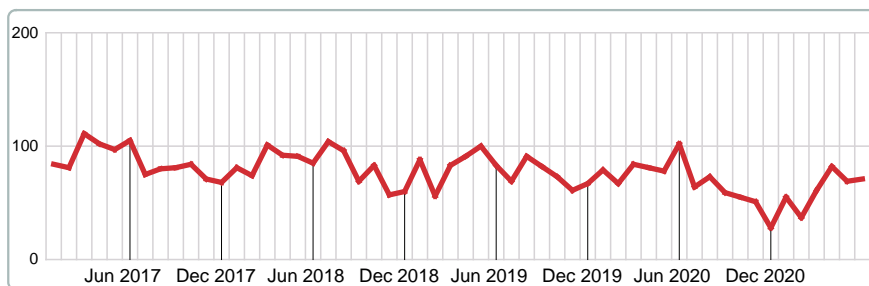
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

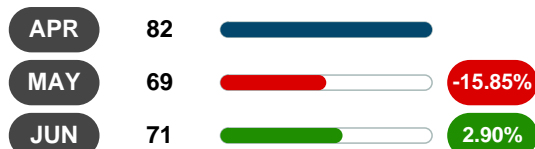


3 MONTHS

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
Median New Listed Listing Price	\$183,700		\$125,000	\$189,450	\$245,000	\$250,000

June 2021



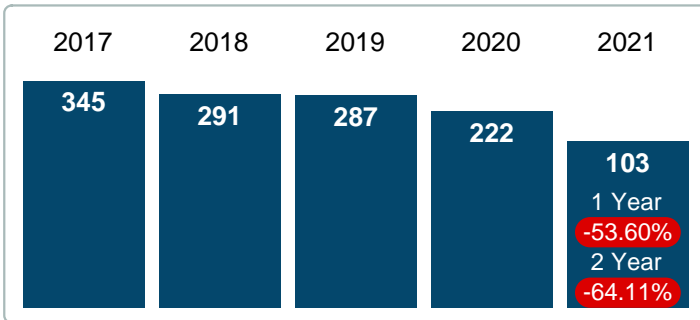
Area Delimited by County Of Cherokee - Residential Property Type



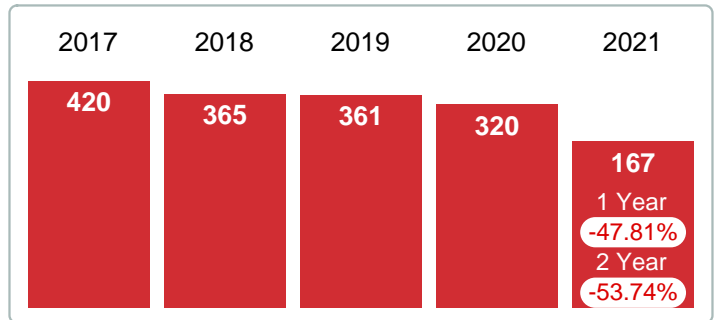
ACTIVE INVENTORY

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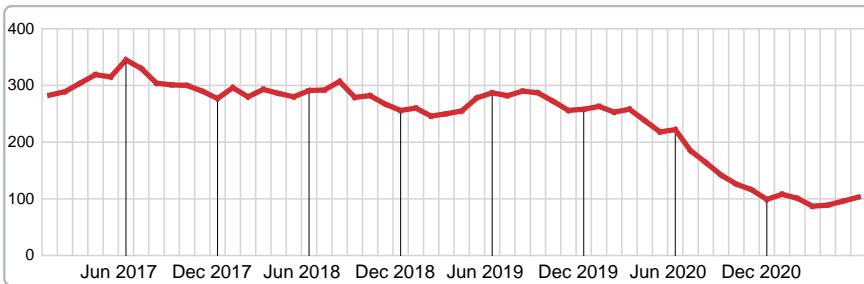
END OF JUNE



ACTIVE DURING JUNE

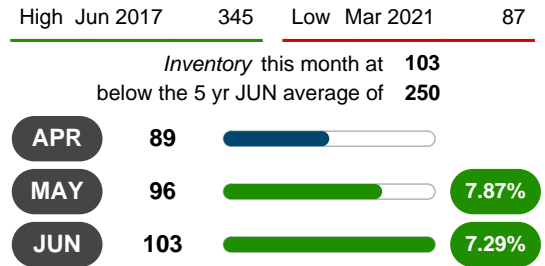


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 250



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	9.71%	55.0	4	5	1	0
\$75,001 - \$100,000	11	10.68%	22.0	5	4	2	0
\$100,001 - \$150,000	14	13.59%	26.0	4	9	1	0
\$150,001 - \$250,000	29	28.16%	27.0	2	22	3	2
\$250,001 - \$375,000	15	14.56%	57.0	1	9	3	2
\$375,001 - \$675,000	13	12.62%	63.0	1	7	5	0
\$675,001 and up	11	10.68%	54.0	0	5	3	3
Total Active Inventory by Units	103			17	61	18	7
Total Active Inventory by Volume	34,921,599	100%	42.0	2.23M	20.68M	6.82M	5.19M
Median Active Inventory Listing Price	\$198,500			\$99,900	\$199,000	\$299,175	\$335,000

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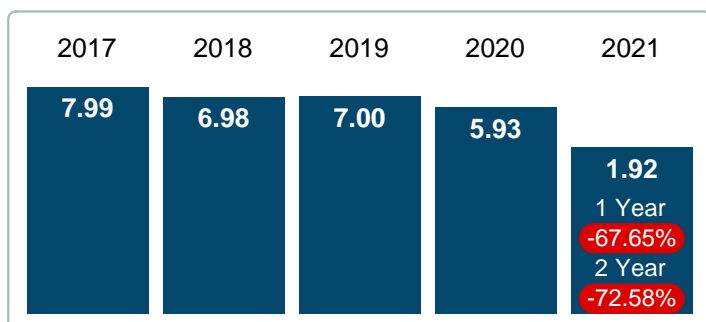
Area Delimited by County Of Cherokee - Residential Property Type



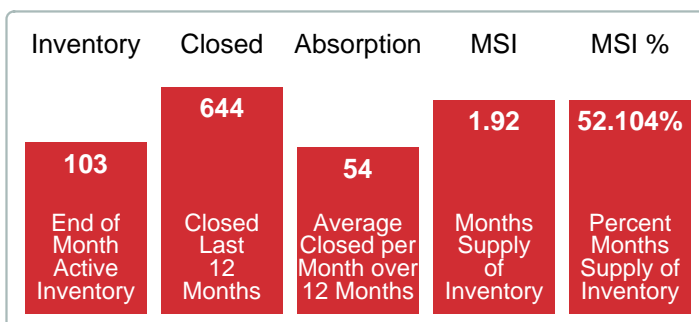
MONTHS SUPPLY of INVENTORY (MSI)

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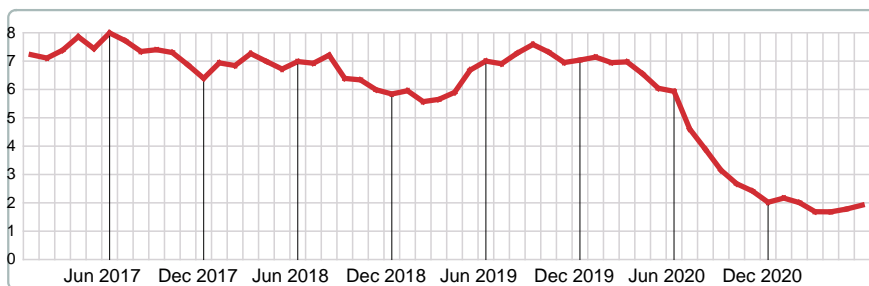
MSI FOR JUNE



INDICATORS FOR JUNE 2021

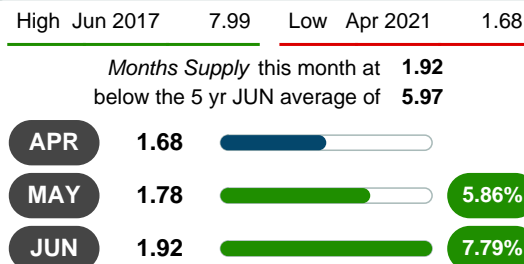


5 YEAR MARKET ACTIVITY TRENDS



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	10	9.71%	1.76	1.14	2.73	3.00	0.00
\$75,001 - \$100,000	11	10.68%	2.59	3.33	1.92	3.43	0.00
\$100,001 - \$150,000	14	13.59%	1.02	1.92	0.95	0.60	0.00
\$150,001 - \$250,000	29	28.16%	1.54	2.00	1.58	0.84	6.00
\$250,001 - \$375,000	15	14.56%	2.22	3.00	2.84	1.24	2.40
\$375,001 - \$675,000	13	12.62%	3.06	4.00	4.00	3.16	0.00
\$675,001 and up	11	10.68%	44.00	0.00	60.00	18.00	0.00
Market Supply of Inventory (MSI)			1.92	1.96	1.89	1.74	3.00
Total Active Inventory by Units		100%	103	17	61	18	7

June 2021



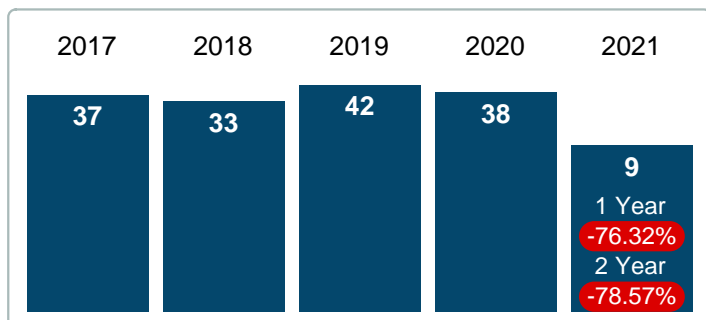
Area Delimited by County Of Cherokee - Residential Property Type



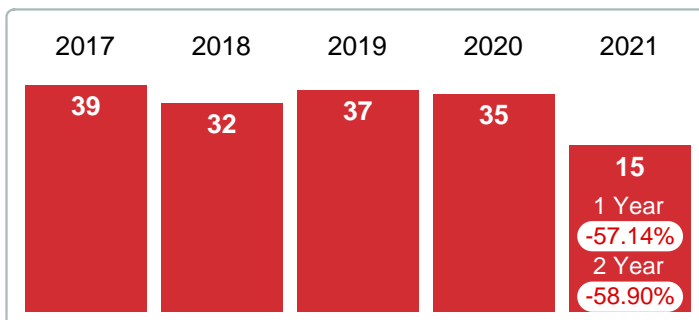
MEDIAN DAYS ON MARKET TO SALE

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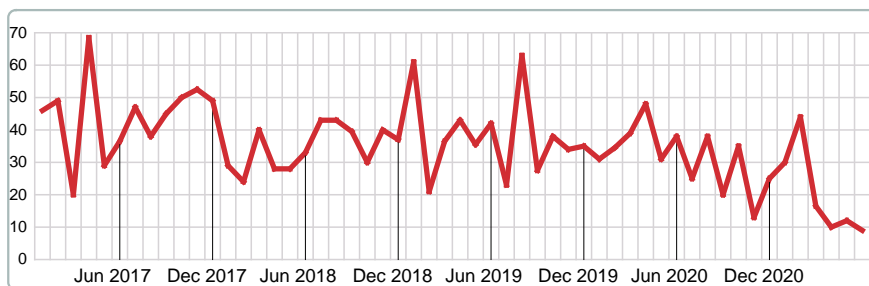
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

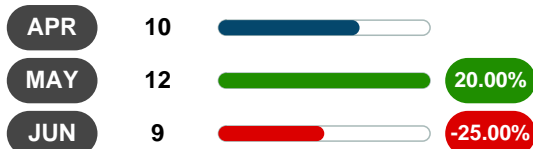


3 MONTHS

5 year JUN AVG = 32

High Apr 2017 69 Low Jun 2021 9

Median Days on Market to Sale this month at 9 below the 5 yr JUN average of 32



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
\$75,000 and less	7.14%	25	25	0	0	0
\$75,001 - \$125,000	14.29%	5	10	5	0	0
\$125,001 - \$150,000	16.07%	7	0	8	11	5
\$150,001 - \$200,000	26.79%	10	21	11	9	0
\$200,001 - \$275,000	14.29%	8	18	8	5	0
\$275,001 - \$325,000	8.93%	12	0	13	12	0
\$325,001 and up	12.50%	18	0	21	7	18
Median Closed DOM		9	18	9	8	15
Total Closed Units	100%	9.0	10	26	16	4
Total Closed Volume		11,132,004	1.01M	5.04M	3.55M	1.53M

June 2021



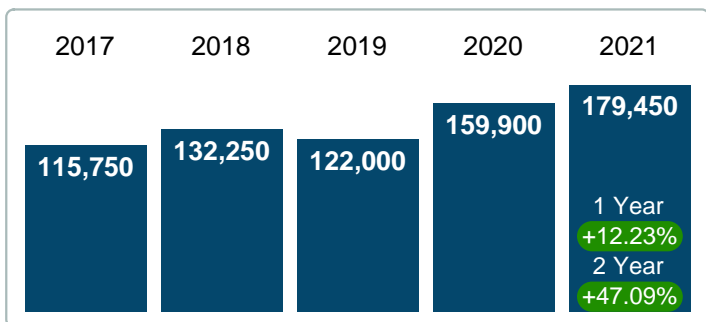
Area Delimited by County Of Cherokee - Residential Property Type



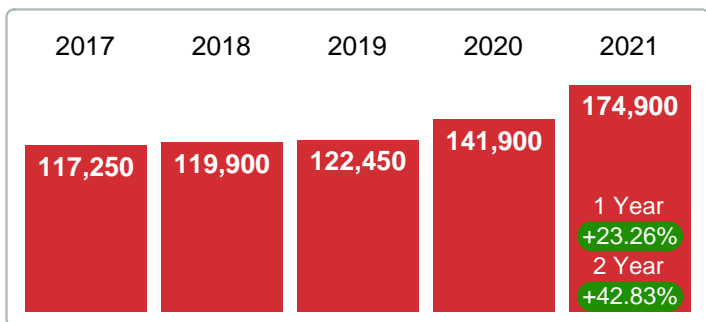
MEDIAN LIST PRICE AT CLOSING

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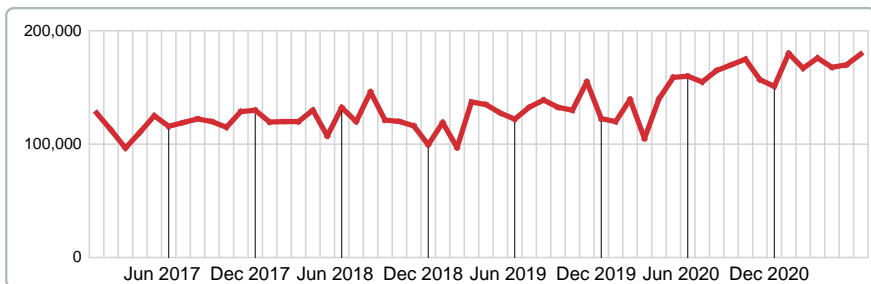
JUNE



YEAR TO DATE (YTD)

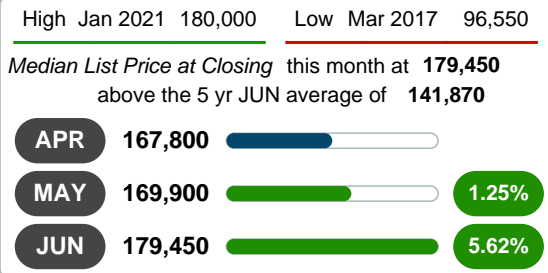


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 141,870



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
\$75,000 and less	7.14%	48,500	48,500	0	0	0
\$75,001 - \$125,000	16.07%	115,000	111,250	117,000	119,900	0
\$125,001 - \$150,000	12.50%	134,900	0	132,450	139,500	140,000
\$150,001 - \$200,000	26.79%	179,000	179,000	183,400	160,000	0
\$200,001 - \$275,000	12.50%	225,000	0	215,500	238,700	0
\$275,001 - \$325,000	14.29%	309,950	280,000	304,450	314,900	0
\$325,001 and up	10.71%	389,950	0	340,000	429,900	454,900
Median List Price		179,450	94,750	183,400	209,450	392,400
Total Closed Units	100%	179,450	10	26	16	4
Total Closed Volume		11,367,400	1.08M	5.13M	3.61M	1.55M

June 2021



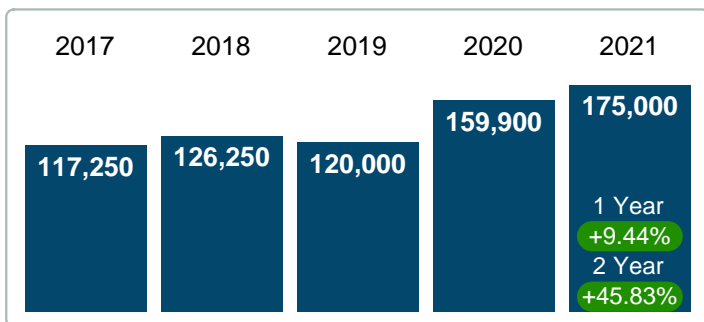
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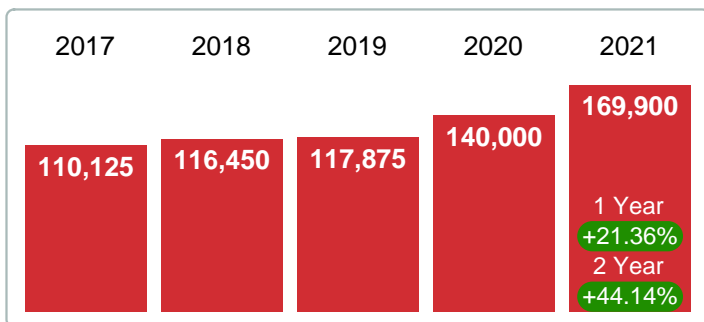
MEDIAN SOLD PRICE AT CLOSING

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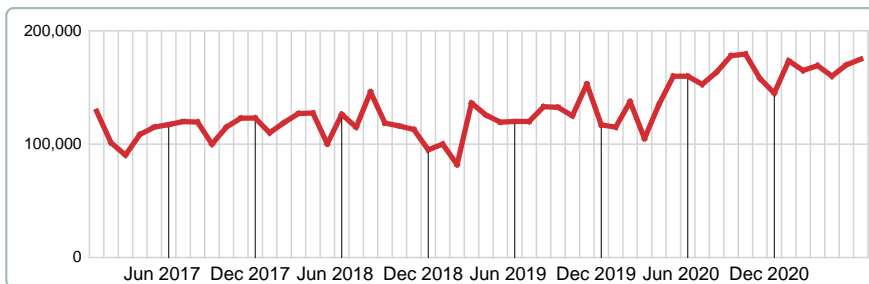
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

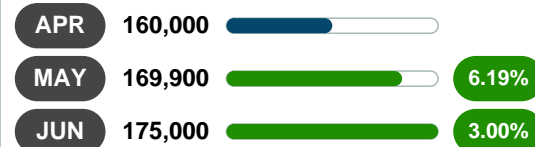


3 MONTHS

5 year JUN AVG = 139,680

High Oct 2020 179,450 Low Feb 2019 82,000

Median Sold Price at Closing this month at **175,000**
above the 5 yr JUN average of **139,680**



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
\$75,000 and less	7.14%	41,000	41,000	0	0	0
\$75,001 - \$125,000	14.29%	109,563	103,563	116,000	0	0
\$125,001 - \$150,000	16.07%	135,500	0	129,700	140,250	140,000
\$150,001 - \$200,000	26.79%	179,000	179,000	179,900	170,000	0
\$200,001 - \$275,000	14.29%	238,750	275,000	221,500	250,000	0
\$275,001 - \$325,000	8.93%	305,000	0	305,000	305,000	0
\$325,001 and up	12.50%	350,000	0	335,000	379,324	450,000
Median Sold Price		175,000	88,750	175,450	204,750	390,000
Total Closed Units	100%	175,000	10	26	16	4
Total Closed Volume		11,132,004	1.01M	5.04M	3.55M	1.53M

June 2021



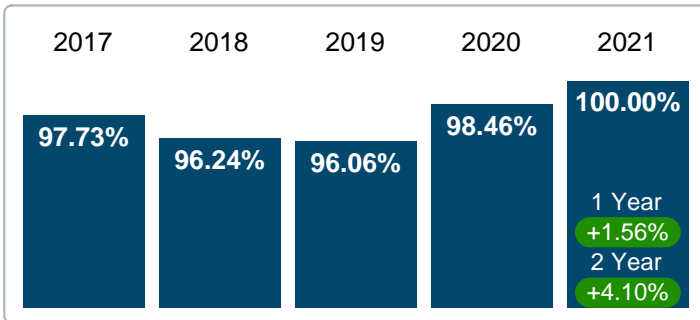
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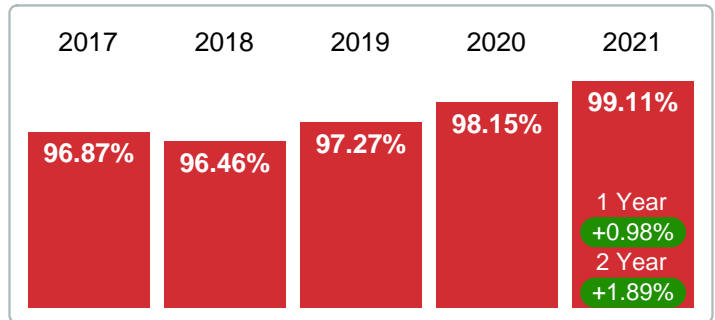
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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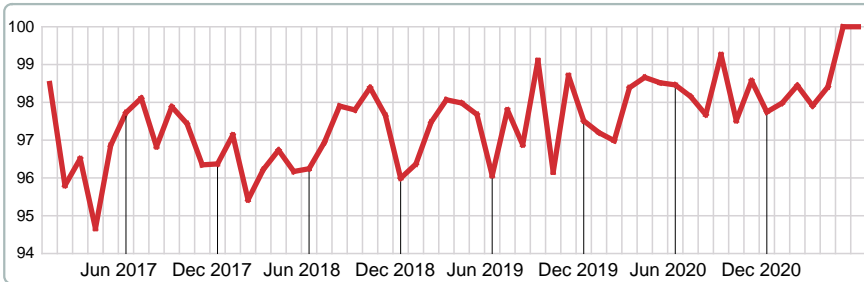
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

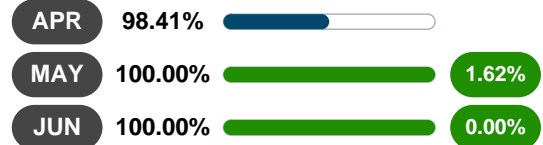


3 MONTHS

5 year JUN AVG = 97.70%

High Jun 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **97.70%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.14%	84.71%	84.71%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	8	14.29%	100.00%	98.50%	100.00%	0.00%	0.00%
\$125,001 - \$150,000	9	16.07%	100.00%	0.00%	99.81%	100.50%	100.00%
\$150,001 - \$200,000	15	26.79%	100.00%	100.00%	100.00%	103.00%	0.00%
\$200,001 - \$275,000	8	14.29%	99.38%	98.21%	102.86%	99.06%	0.00%
\$275,001 - \$325,000	5	8.93%	98.66%	0.00%	99.35%	96.86%	0.00%
\$325,001 and up	7	12.50%	98.92%	0.00%	106.06%	88.24%	98.92%
Median Sold/List Ratio		100.00%		97.61%	100.00%	99.38%	99.46%
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



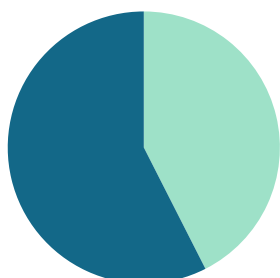
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

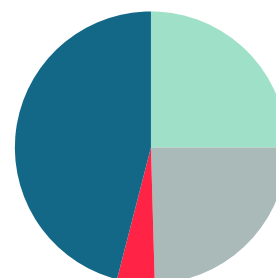


Inventory
 New Listings
71 = 42.51%
 Start Inventory
96
 Total Inventory Units
167
 Volume
\$47,730,514

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%
Median List Price	159,900	179,450	12.23%	141,900	174,900	23.26%
Median Sale Price	159,900	175,000	9.44%	140,000	169,900	21.36%
Median Percent of Selling Price to List Price	98.46%	100.00%	1.56%	98.15%	99.11%	0.98%
Median Days on Market to Sale	38.00	9.00	-76.32%	35.00	15.00	-57.14%
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

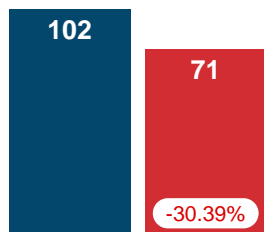
Inventory on June 30, 2021 = **103**

2020 **2021**

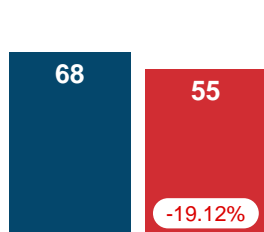
JUNE MARKET

MEDIAN PRICES

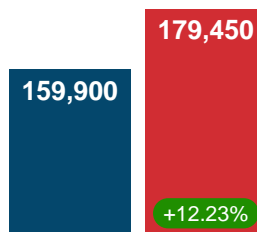
New Listings



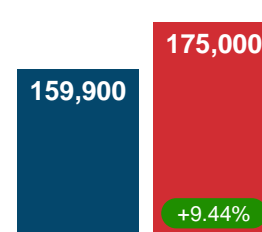
Pending Listings



List Price



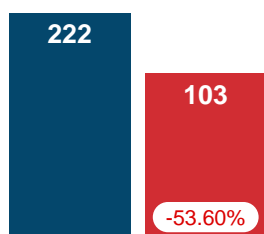
Sale Price



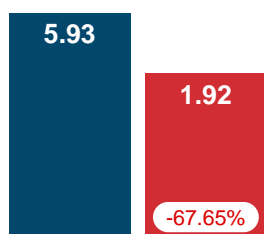
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

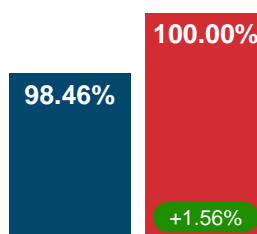
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

