

March 2021



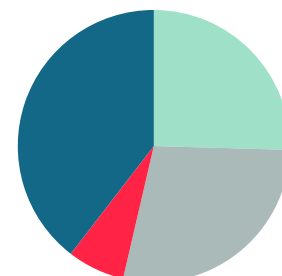
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	41	56	36.59%
Pending Listings	45	62	37.78%
New Listings	84	61	-27.38%
Average List Price	136,886	194,609	42.17%
Average Sale Price	132,282	188,029	42.14%
Average Percent of Selling Price to List Price	96.15%	96.06%	-0.09%
Average Days on Market to Sale	57.20	47.21	-17.45%
End of Month Inventory	258	87	-66.28%
Months Supply of Inventory	6.97	1.69	-75.81%



■ Closed (25.45%)
■ Pending (28.18%)
■ Other OffMarket (6.82%)
■ Active (39.55%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of March 31, 2021 = **87**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **66.28%** to 87 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 **1.69** 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 **42.14%** in March 2021 to \$188,029 versus the previous year at \$132,282.

Average Days on Market Shortens

The average number of **47.21** days that homes spent on the market before selling decreased by 9.98 days or **17.45%** in March 2021 compared to last year's same month at **57.20** DOM.

Sales Success for March 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 61 New Listings in March 2021, down **27.38%** from last year at 84. Furthermore, there were 56 Closed Listings this month versus last year at 41, a **36.59%** increase.

Closed versus Listed trends yielded a **91.8%** ratio, up from previous year's, March 2020, at **48.8%**, a **88.08%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2021



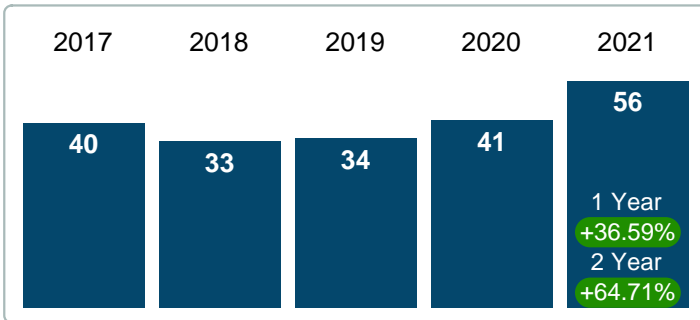
Area Delimited by County Of Cherokee - Residential Property Type



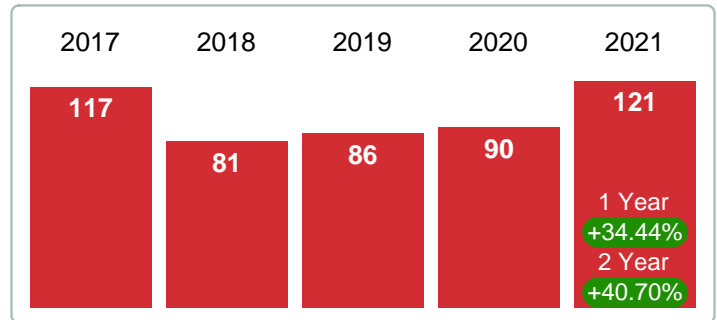
CLOSED LISTINGS

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

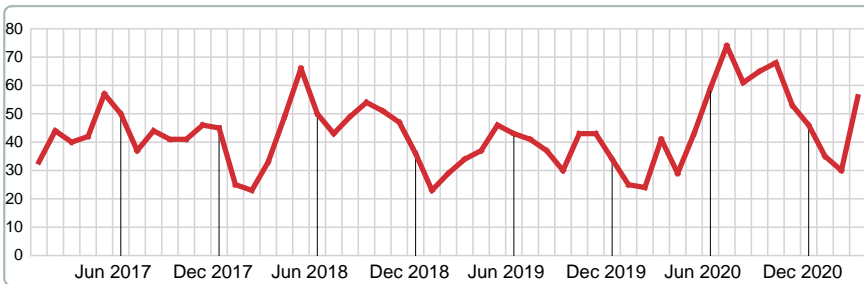
MARCH



YEAR TO DATE (YTD)

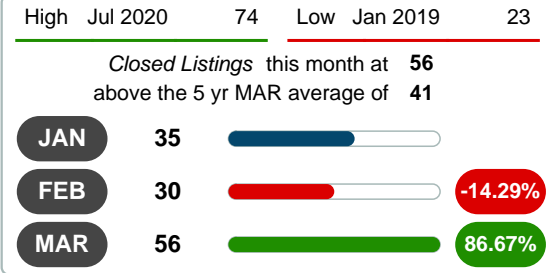


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



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	5	8.93%	25.8	4	1	0	0
\$75,001 - \$100,000	3	5.36%	208.3	1	1	1	0
\$100,001 - \$150,000	13	23.21%	23.3	5	8	0	0
\$150,001 - \$200,000	18	32.14%	48.9	1	15	2	0
\$200,001 - \$225,000	4	7.14%	14.5	0	3	1	0
\$225,001 - \$325,000	9	16.07%	45.9	0	5	3	1
\$325,001 and up	4	7.14%	59.0	0	2	2	0
Total Closed Units	56			11	35	9	1
Total Closed Volume	10,529,643	100%	47.2	1.04M	6.69M	2.50M	299.50K
Average Closed Price	\$188,029			\$94,855	\$191,061	\$277,735	\$299,500

March 2021



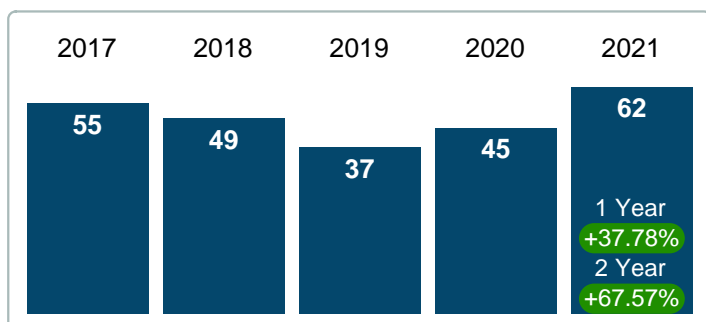
Area Delimited by County Of Cherokee - Residential Property Type



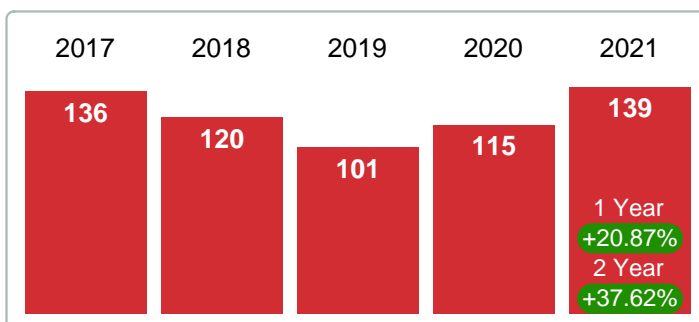
PENDING LISTINGS

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

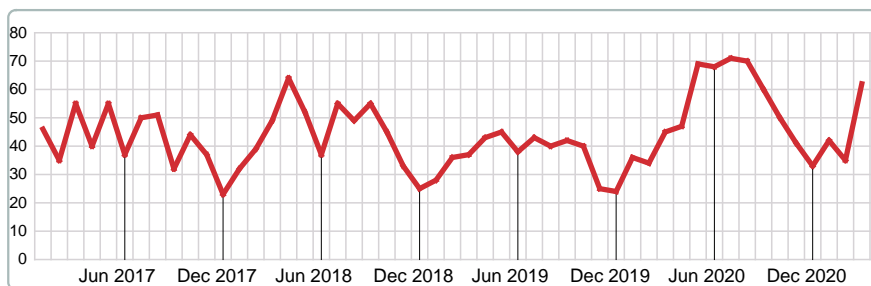
MARCH



YEAR TO DATE (YTD)

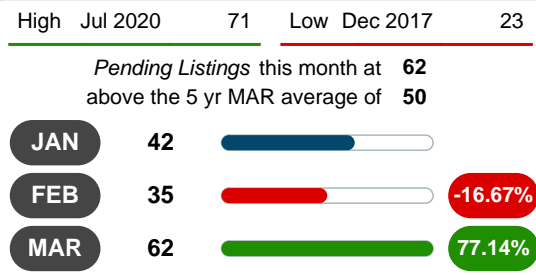


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 50



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	4	6.45%	30.5	3	1	0	0
\$75,001 - \$100,000	6	9.68%	56.3	2	2	2	0
\$100,001 - \$150,000	12	19.35%	36.0	2	9	1	0
\$150,001 - \$175,000	9	14.52%	51.7	0	8	1	0
\$175,001 - \$225,000	17	27.42%	17.3	1	11	5	0
\$225,001 - \$275,000	6	9.68%	20.5	0	4	2	0
\$275,001 and up	8	12.90%	54.1	0	5	3	0
Total Pending Units	62			8	40	14	0
Total Pending Volume	12,459,950	100%	35.8	797.90K	7.82M	3.85M	0.00B
Average Listing Price	\$202,668			\$99,738	\$195,404	\$274,707	\$0

March 2021



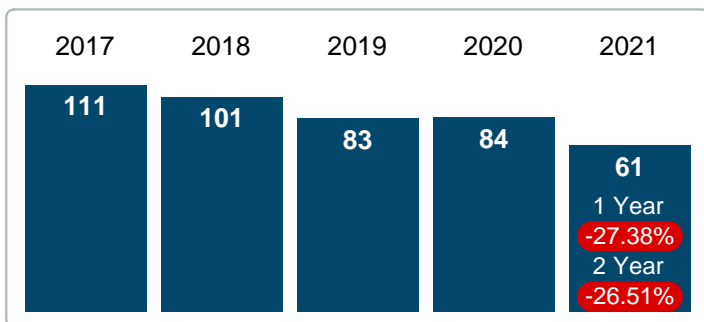
Area Delimited by County Of Cherokee - Residential Property Type



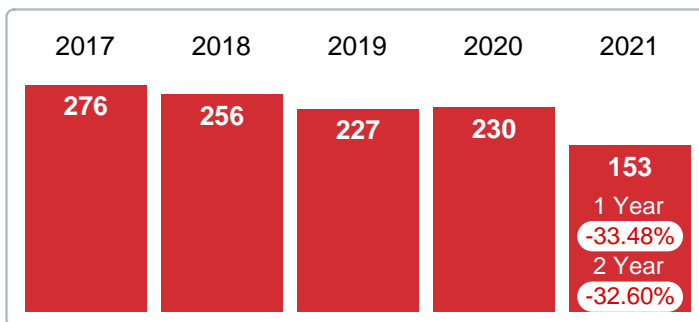
NEW LISTINGS

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

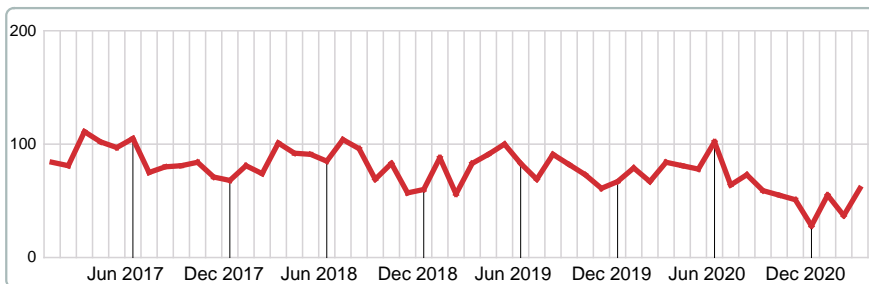
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 88

High Mar 2017: 111 | Low Dec 2020: 28

New Listings this month at **61**
 below the 5 yr MAR average of **88**

Month	New Listings	Change vs Avg
JAN	55	
FEB	37	-32.73%
MAR	61	64.86%

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	1.64%	0	1	0	0
\$50,001 - \$100,000	9	14.75%	7	0	2	0
\$100,001 - \$125,000	10	16.39%	3	6	1	0
\$125,001 - \$175,000	11	18.03%	2	7	2	0
\$175,001 - \$225,000	15	24.59%	1	10	4	0
\$225,001 - \$350,000	8	13.11%	0	4	4	0
\$350,001 and up	7	11.48%	0	5	2	0
Total New Listed Units	61		13	33	15	0
Total New Listed Volume	11,810,949	100%	1.30M	6.88M	3.63M	0.00B
Average New Listed Listing Price	\$174,246		\$100,054	\$208,350	\$242,313	\$0

March 2021



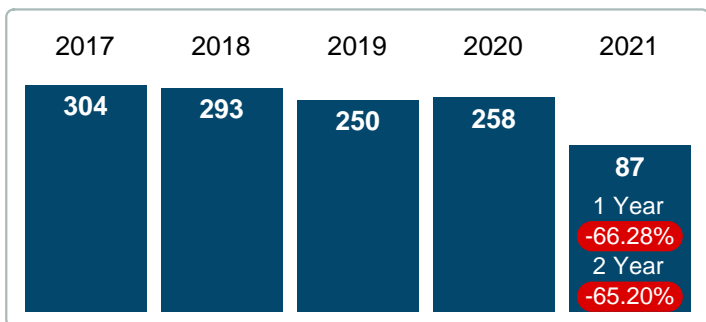
Area Delimited by County Of Cherokee - Residential Property Type



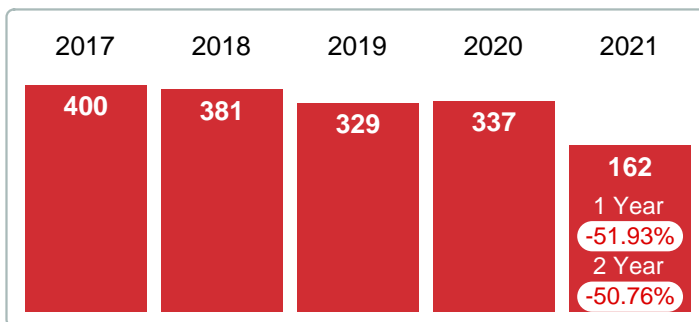
ACTIVE INVENTORY

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

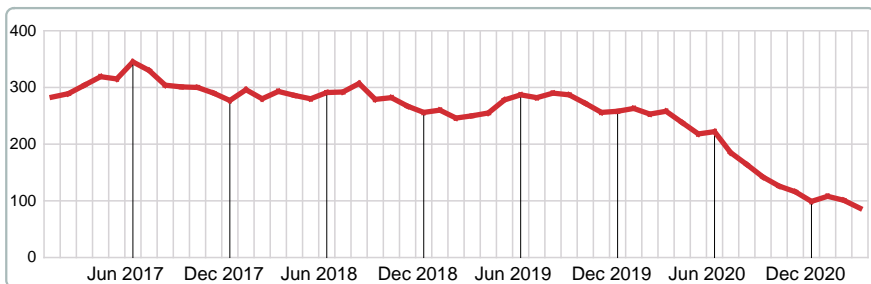
END OF MARCH



ACTIVE DURING MARCH

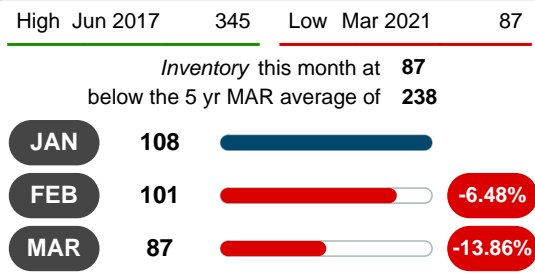


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 238



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	4	4.60%	107.8	3	1	0	0
\$50,001 - \$100,000	15	17.24%	74.1	10	4	1	0
\$100,001 - \$125,000	12	13.79%	95.4	2	8	2	0
\$125,001 - \$250,000	25	28.74%	68.8	3	15	5	2
\$250,001 - \$325,000	10	11.49%	86.6	1	7	2	0
\$325,001 - \$525,000	13	14.94%	86.3	0	6	5	2
\$525,001 and up	8	9.20%	133.0	0	4	2	2
Total Active Inventory by Units	87			19	45	17	6
Total Active Inventory by Volume	25,408,286	100%	85.7	1.81M	13.13M	5.56M	4.91M
Average Active Inventory Listing Price	\$292,049			\$95,321	\$291,671	\$326,900	\$819,117

March 2021



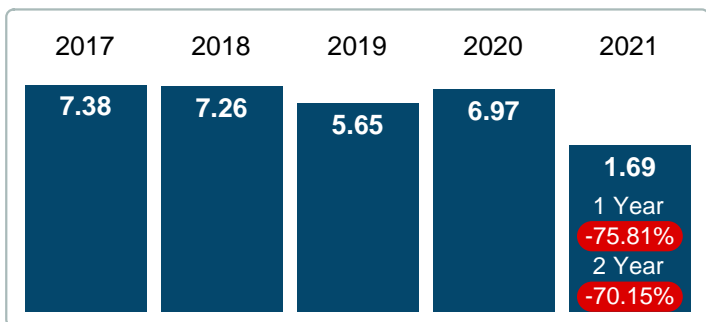
Area Delimited by County Of Cherokee - Residential Property Type



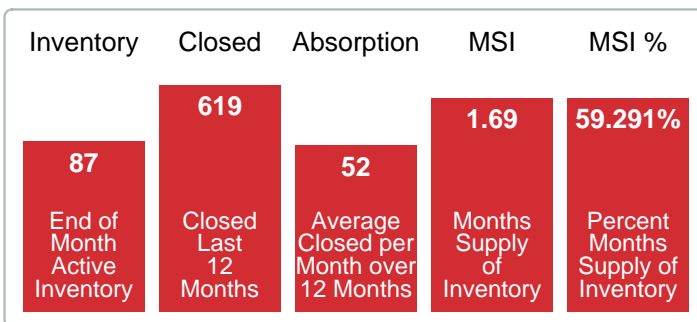
MONTHS SUPPLY of INVENTORY (MSI)

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

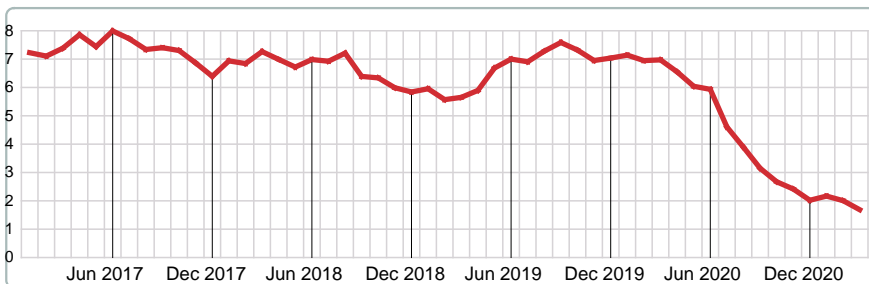
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.79

High Jun 2017 7.99 Low Mar 2021 1.69

Months Supply this month at 1.69 below the 5 yr MAR average of 5.79



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	4	4.60%	1.33	1.71	0.86	0.00	0.00
\$50,001 - \$100,000	15	17.24%	1.91	3.53	1.02	1.00	0.00
\$100,001 - \$125,000	12	13.79%	2.00	1.85	1.92	3.00	0.00
\$125,001 - \$250,000	25	28.74%	0.99	2.00	0.80	1.20	3.00
\$250,001 - \$325,000	10	11.49%	2.45	4.00	4.00	1.50	0.00
\$325,001 - \$525,000	13	14.94%	3.00	0.00	3.13	3.16	3.43
\$525,001 and up	8	9.20%	6.86	0.00	8.00	8.00	6.00
Market Supply of Inventory (MSI)			1.69	2.45	1.40	1.87	2.40
Total Active Inventory by Units		100%	1.69	19	45	17	6

March 2021



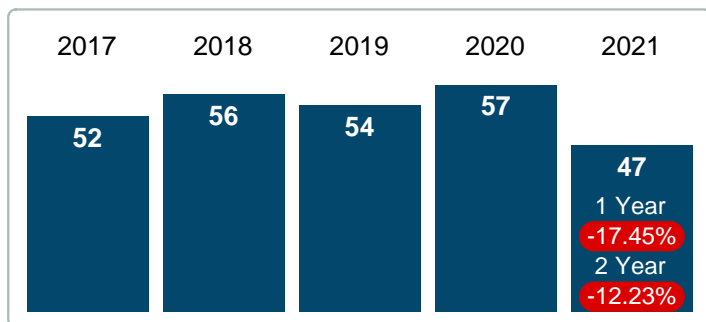
Area Delimited by County Of Cherokee - Residential Property Type



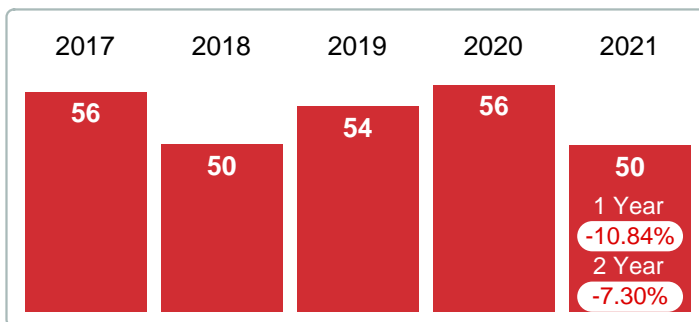
AVERAGE DAYS ON MARKET TO SALE

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

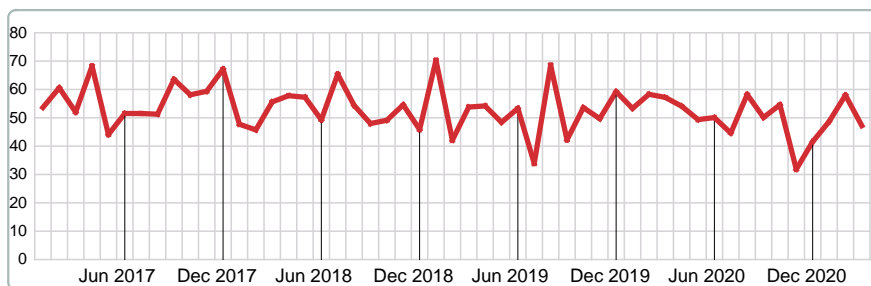
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 53

High Jan 2019 70 Low Nov 2020 32

Average Days on Market to Sale this month at 47 below the 5 yr MAR average of 53



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	8.93%	26	8	98	0	0
\$75,001 - \$100,000	5.36%	208	144	240	241	0
\$100,001 - \$150,000	23.21%	23	10	32	0	0
\$150,001 - \$200,000	32.14%	49	103	36	119	0
\$200,001 - \$225,000	7.14%	15	0	19	1	0
\$225,001 - \$325,000	16.07%	46	0	47	36	70
\$325,001 and up	7.14%	59	0	82	37	0
Average Closed DOM		47	30	45	73	70
Total Closed Units	100%	47	11	35	9	1
Total Closed Volume		10,529,643	1.04M	6.69M	2.50M	299.50K

March 2021



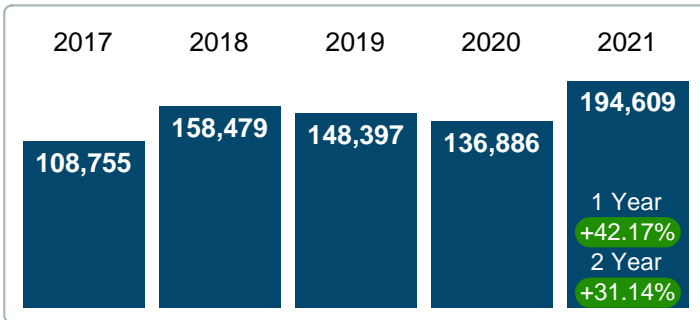
Area Delimited by County Of Cherokee - Residential Property Type



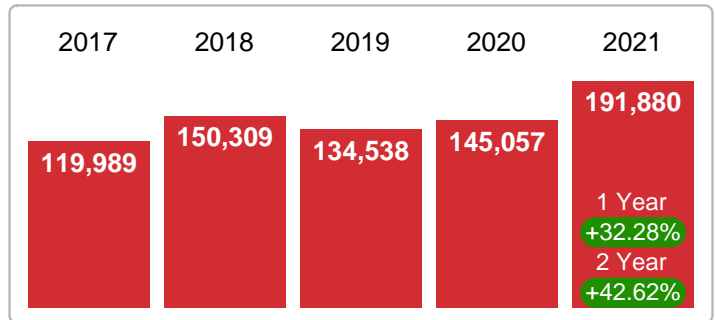
AVERAGE LIST PRICE AT CLOSING

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

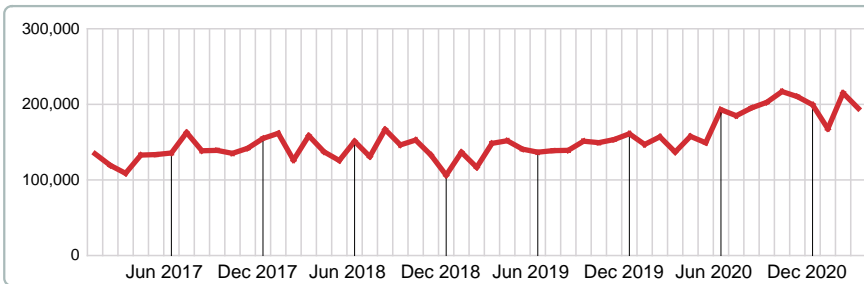
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

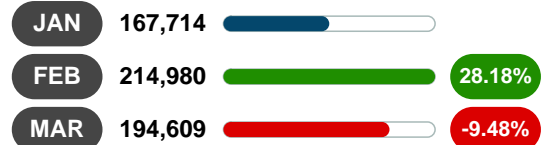


3 MONTHS

5 year MAR AVG = 149,425

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

Average List Price at Closing this month at **194,609** above the 5 yr MAR average of **149,425**



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	5.36%	55,967	61,950	75,500	0	0
\$75,001 - \$100,000	7.14%	85,225	86,500	135,000	145,000	0
\$100,001 - \$150,000	25.00%	128,514	115,180	130,288	0	0
\$150,001 - \$200,000	26.79%	176,313	159,000	184,373	199,950	0
\$200,001 - \$225,000	10.71%	218,033	0	218,600	217,500	0
\$225,001 - \$325,000	16.07%	284,355	0	278,960	323,300	299,500
\$325,001 and up	8.93%	415,600	0	411,600	452,450	0
Average List Price		194,609	97,200	196,920	293,022	299,500
Total Closed Units	100%	194,609	11	35	9	1
Total Closed Volume		10,898,099	1.07M	6.89M	2.64M	299.50K

March 2021



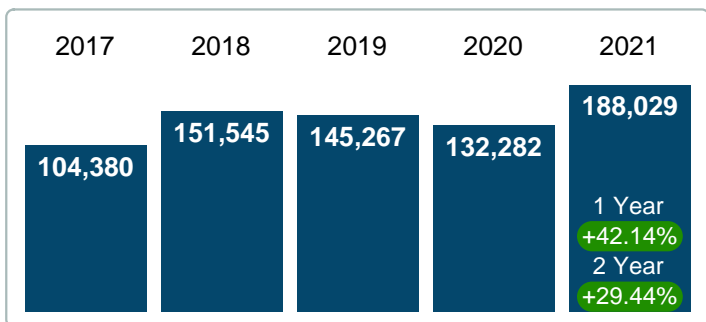
Area Delimited by County Of Cherokee - Residential Property Type



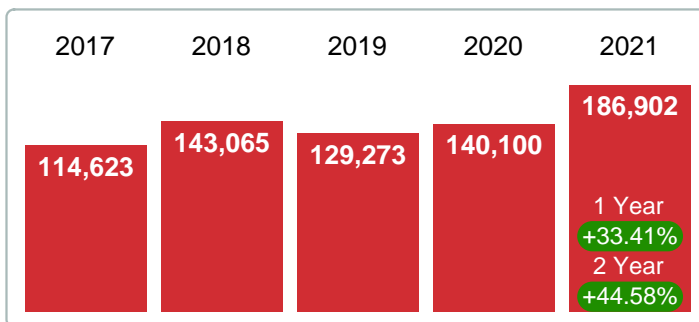
AVERAGE SOLD PRICE AT CLOSING

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

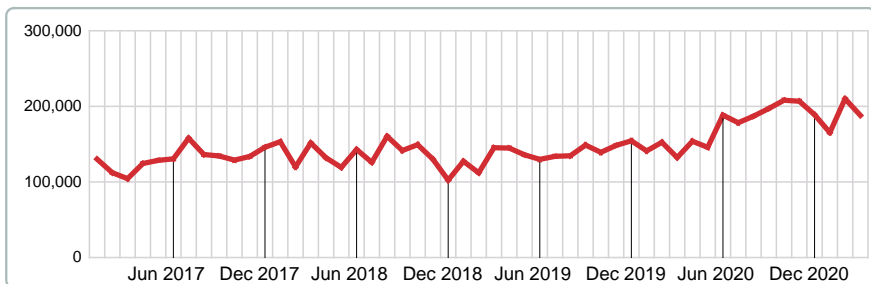
MARCH



YEAR TO DATE (YTD)

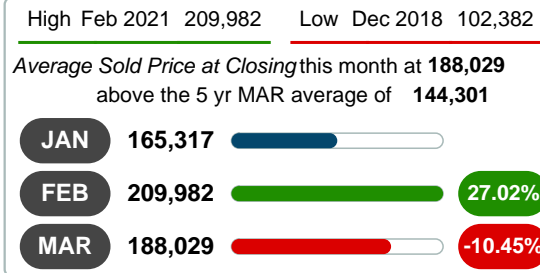


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 144,301



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	8.93%	60,100	58,250	67,500	0	0
\$75,001 - \$100,000	5.36%	88,300	84,900	86,400	93,600	0
\$100,001 - \$150,000	23.21%	121,960	112,900	127,622	0	0
\$150,001 - \$200,000	32.14%	177,414	161,000	177,830	182,500	0
\$200,001 - \$225,000	7.14%	216,854	0	215,300	221,515	0
\$225,001 - \$325,000	16.07%	289,267	0	276,880	306,500	299,500
\$325,001 and up	7.14%	428,625	0	407,250	450,000	0
Average Sold Price		188,029	94,855	191,061	277,735	299,500
Total Closed Units	100%	188,029	11	35	9	1
Total Closed Volume		10,529,643	1.04M	6.69M	2.50M	299.50K

March 2021



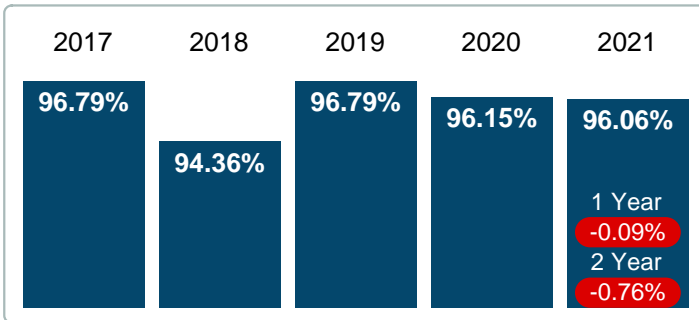
Area Delimited by County Of Cherokee - Residential Property Type



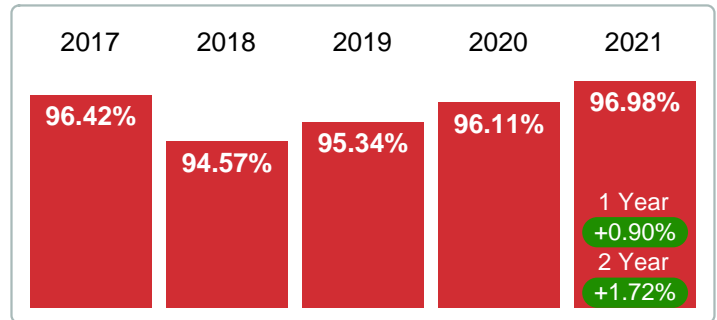
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

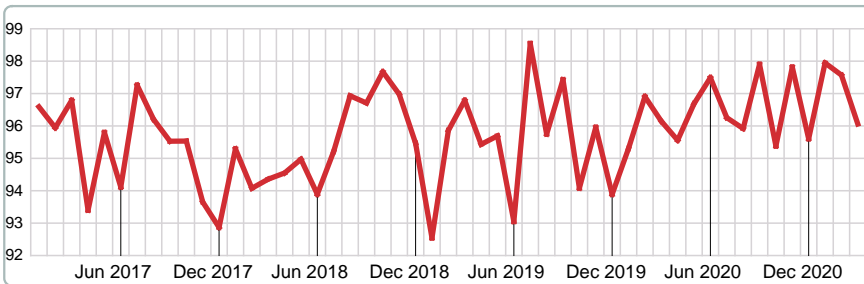
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

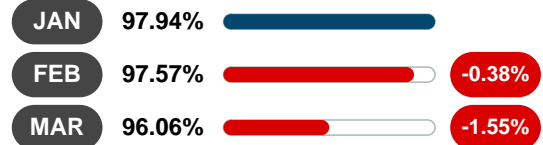


3 MONTHS

5 year MAR AVG = 96.03%

High Jul 2019 98.55% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **96.06%**
equal to 5 yr MAR average of **96.03%**



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	5	8.93%	92.80%	93.65%	89.40%	0.00%	0.00%	
\$75,001 - \$100,000	3	5.36%	75.57%	98.15%	64.00%	64.55%	0.00%	
\$100,001 - \$150,000	13	23.21%	98.19%	98.02%	98.29%	0.00%	0.00%	
\$150,001 - \$200,000	18	32.14%	96.52%	101.26%	96.85%	91.61%	0.00%	
\$200,001 - \$225,000	4	7.14%	99.36%	0.00%	98.53%	101.85%	0.00%	
\$225,001 - \$325,000	9	16.07%	97.85%	0.00%	99.15%	94.96%	100.00%	
\$325,001 and up	4	7.14%	99.19%	0.00%	98.85%	99.54%	0.00%	
Average Sold/List Ratio		96.10%		96.74%	96.62%	92.62%	100.00%	
Total Closed Units		56	100%	96.10%	11	35	9	1
Total Closed Volume		10,529,643			1.04M	6.69M	2.50M	299.50K

March 2021



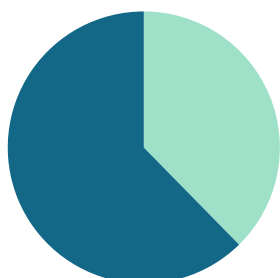
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

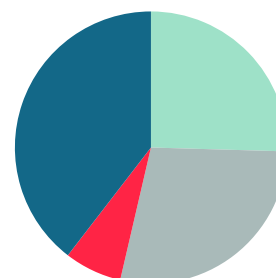


Inventory
 New Listings
61 = 37.65%
 Start Inventory
101
 Total Inventory Units
162
 Volume
\$41,388,536

Market Activity

Closed Sales
56 = 25.45%
 Pending Sales
62 = 28.18%
 Other Off Market
15 = 6.82%
 Active Inventory
87 = 39.55%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	41	56	36.59%	90	121	34.44%
Pending Sales	45	62	37.78%	115	139	20.87%
New Listings	84	61	-27.38%	230	153	-33.48%
Average List Price	136,886	194,609	42.17%	145,057	191,880	32.28%
Average Sale Price	132,282	188,029	42.14%	140,100	186,902	33.41%
Average Percent of Selling Price to List Price	96.15%	96.06%	-0.09%	96.11%	96.98%	0.90%
Average Days on Market to Sale	57.20	47.21	-17.45%	56.41	50.30	-10.84%
Monthly Inventory	258	87	-66.28%	258	87	-66.28%
Months Supply of Inventory	6.97	1.69	-75.81%	6.97	1.69	-75.81%

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

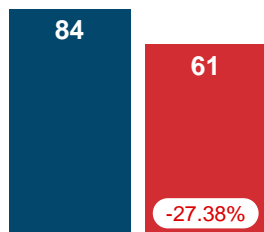
Inventory on March 31, 2021 = **87**

2020 **2021**

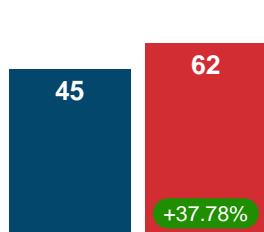
MARCH MARKET

AVERAGE PRICES

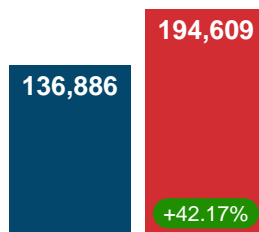
New Listings



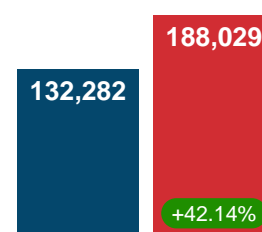
Pending Listings



List Price



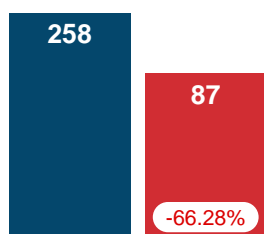
Sale Price



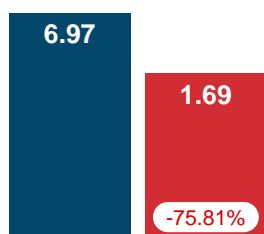
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

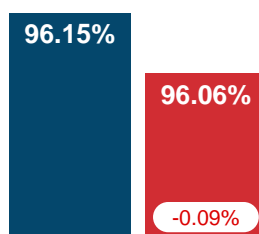
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

