

March 2021



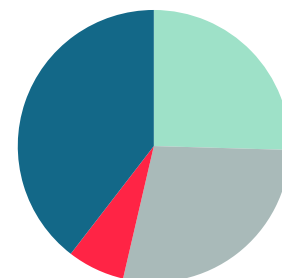
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	105,000	175,950	67.57%
Median Sale Price	105,000	169,250	61.19%
Median Percent of Selling Price to List Price	98.39%	97.91%	-0.49%
Median Days on Market to Sale	39.00	16.50	-57.69%
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.

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 **61.19%** in March 2021 to \$169,250 versus the previous year at \$105,000.

Median Days on Market Shortens

The median number of **16.50** days that homes spent on the market before selling decreased by 22.50 days or **57.69%** in March 2021 compared to last year's same month at **39.00** DOM.

Sales Success for March 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 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.

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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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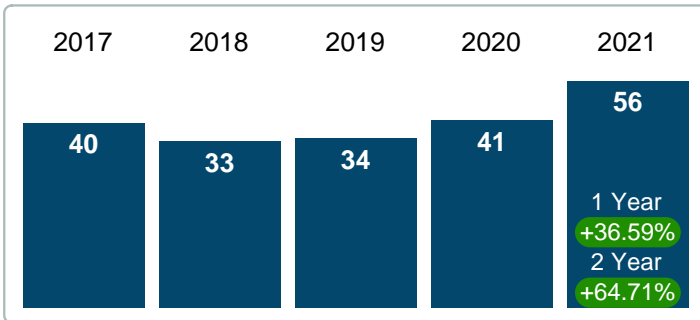
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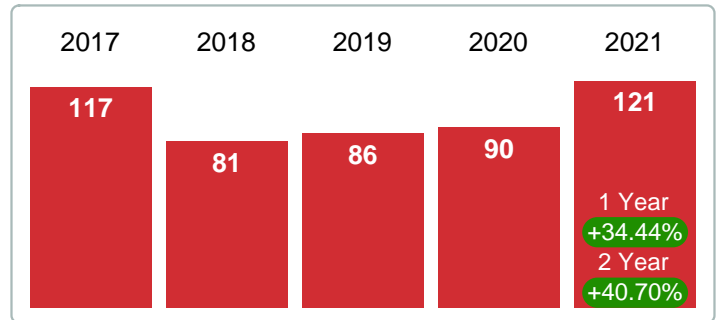
CLOSED LISTINGS

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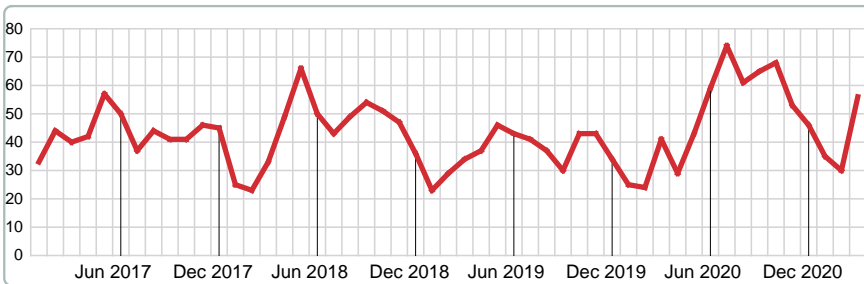
MARCH



YEAR TO DATE (YTD)

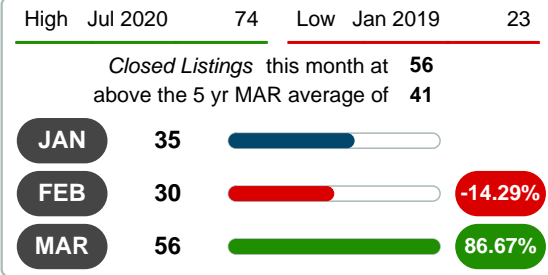


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.93%	11.0	4	1	0	0
\$75,001 - \$100,000	3	5.36%	240.0	1	1	1	0
\$100,001 - \$150,000	13	23.21%	8.0	5	8	0	0
\$150,001 - \$200,000	18	32.14%	16.5	1	15	2	0
\$200,001 - \$225,000	4	7.14%	13.5	0	3	1	0
\$225,001 - \$325,000	9	16.07%	30.0	0	5	3	1
\$325,001 and up	4	7.14%	60.5	0	2	2	0
Total Closed Units	56			11	35	9	1
Total Closed Volume	10,529,643	100%	16.5	1.04M	6.69M	2.50M	299.50K
Median Closed Price	\$169,250			\$101,600	\$177,500	\$289,500	\$299,500

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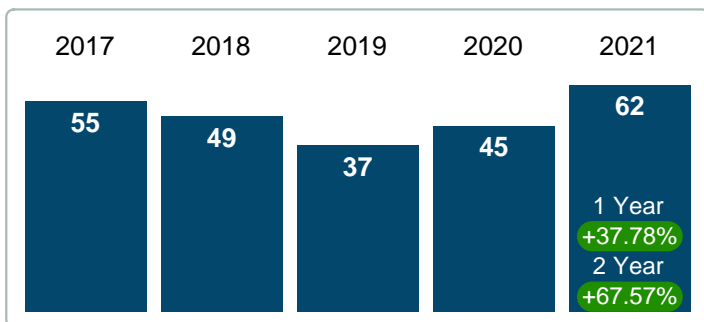
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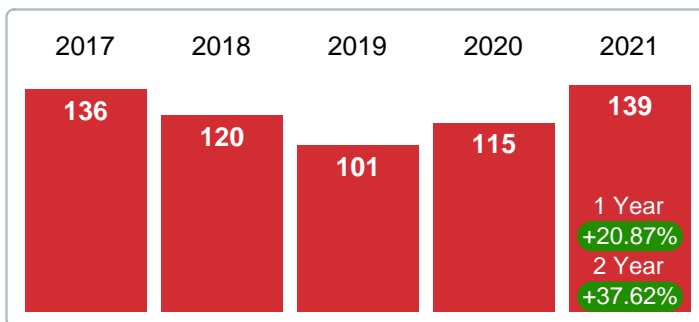
PENDING LISTINGS

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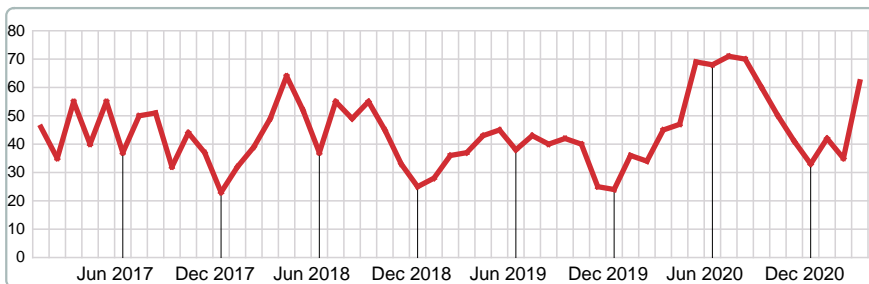
MARCH



YEAR TO DATE (YTD)

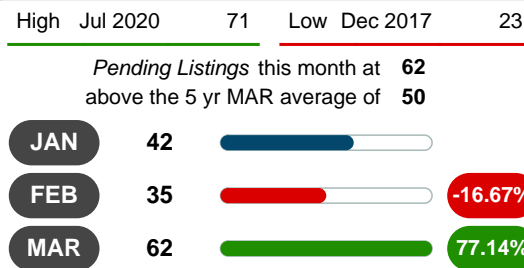


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.45%	29.0	3	1	0	0
\$75,001 - \$100,000	6	9.68%	33.5	2	2	2	0
\$100,001 - \$150,000	12	19.35%	8.5	2	9	1	0
\$150,001 - \$175,000	9	14.52%	12.0	0	8	1	0
\$175,001 - \$225,000	17	27.42%	6.0	1	11	5	0
\$225,001 - \$275,000	6	9.68%	3.0	0	4	2	0
\$275,001 and up	8	12.90%	34.0	0	5	3	0
Total Pending Units	62			8	40	14	0
Total Pending Volume	12,459,950	100%	9.5	797.90K	7.82M	3.85M	0.00B
Median Listing Price	\$174,400			\$82,400	\$174,400	\$209,950	\$0

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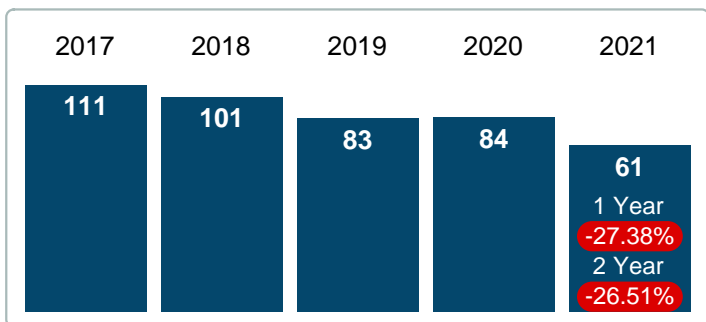
Area Delimited by County Of Cherokee - Residential Property Type



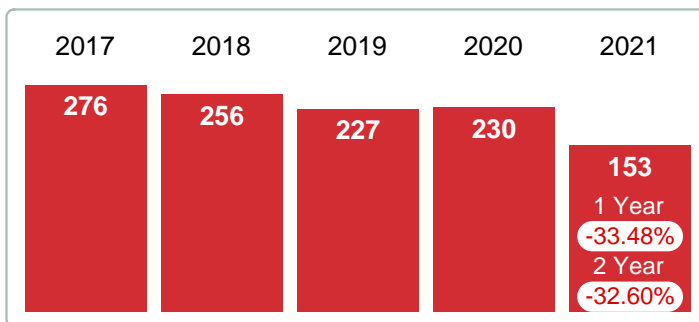
NEW LISTINGS

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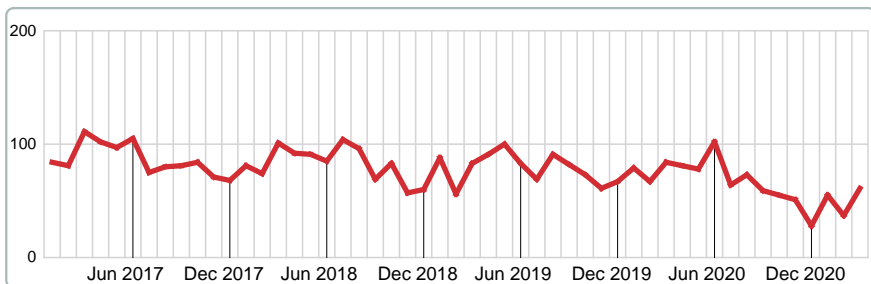
MARCH



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
Median New Listed Listing Price	\$169,900		\$95,000	\$185,000	\$210,000	\$0

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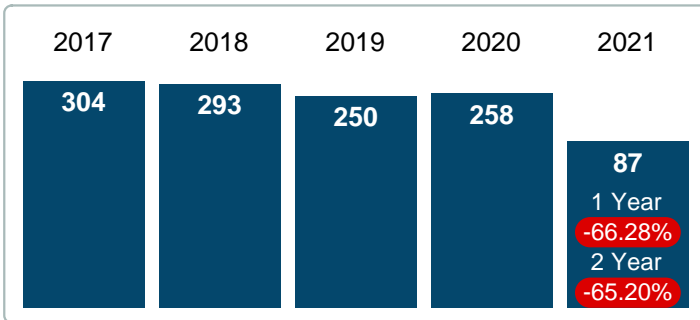
Area Delimited by County Of Cherokee - Residential Property Type



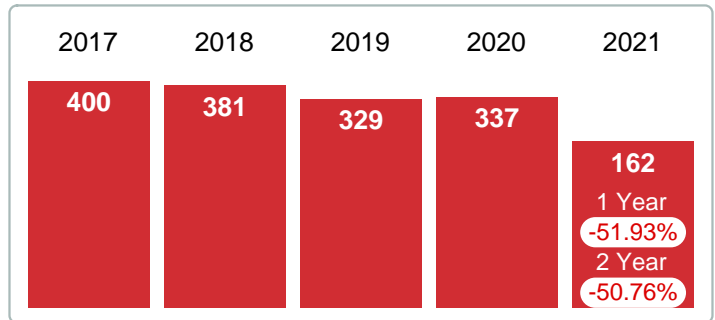
ACTIVE INVENTORY

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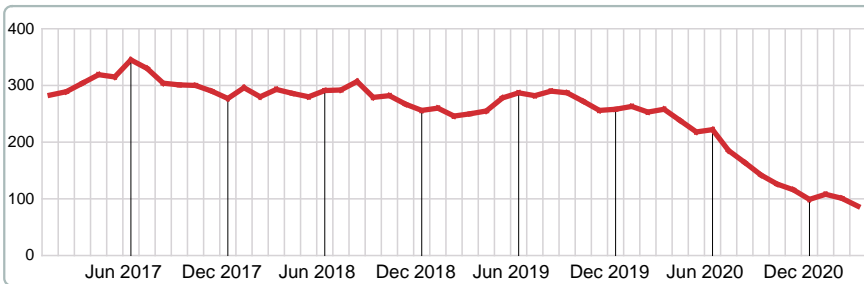
END OF MARCH



ACTIVE DURING MARCH

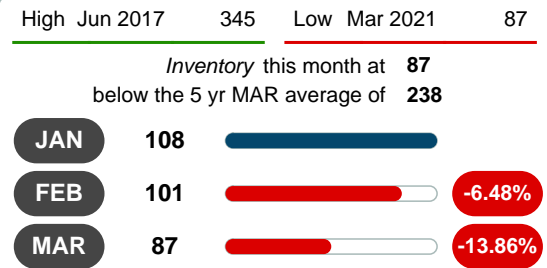


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 238



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	4.60%	140.5	3	1	0	0
\$50,001 - \$100,000	15	17.24%	59.0	10	4	1	0
\$100,001 - \$125,000	12	13.79%	33.0	2	8	2	0
\$125,001 - \$250,000	25	28.74%	68.0	3	15	5	2
\$250,001 - \$325,000	10	11.49%	64.0	1	7	2	0
\$325,001 - \$525,000	13	14.94%	78.0	0	6	5	2
\$525,001 and up	8	9.20%	101.0	0	4	2	2
Total Active Inventory by Units	87			19	45	17	6
Total Active Inventory by Volume	25,408,286	100%	68.0	1.81M	13.13M	5.56M	4.91M
Median Active Inventory Listing Price	\$174,900			\$69,900	\$190,000	\$299,999	\$394,950

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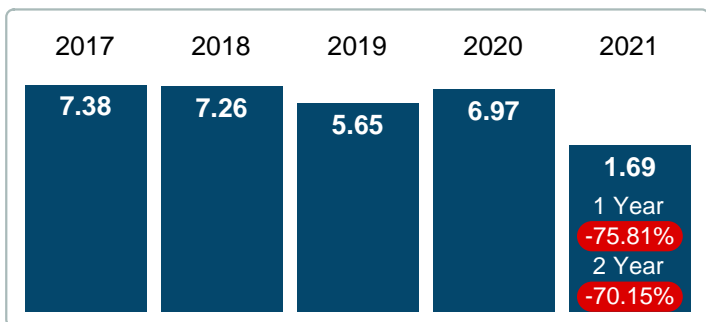
Area Delimited by County Of Cherokee - Residential Property Type



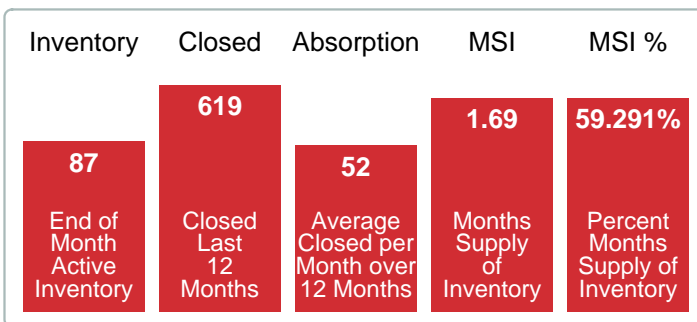
MONTHS SUPPLY of INVENTORY (MSI)

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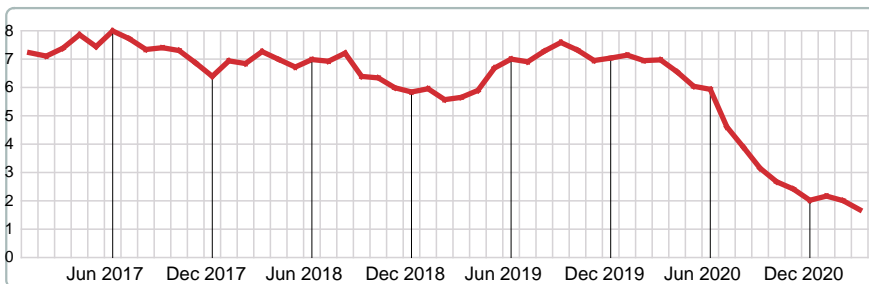
MSI FOR MARCH



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

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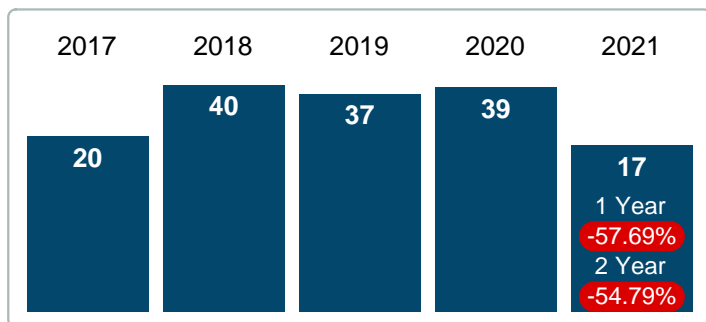
Area Delimited by County Of Cherokee - Residential Property Type



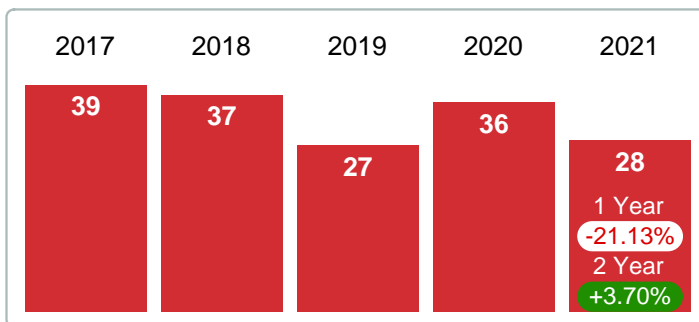
MEDIAN DAYS ON MARKET TO SALE

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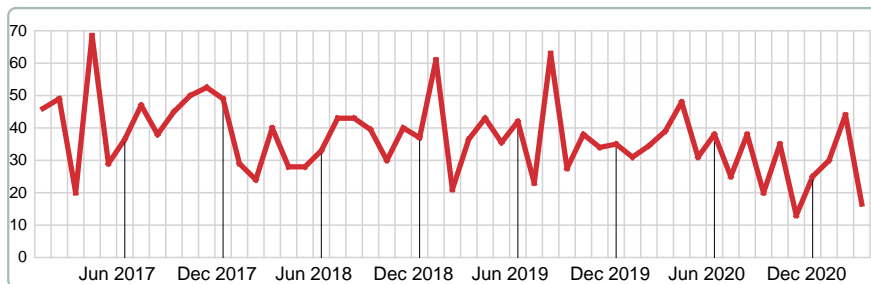
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

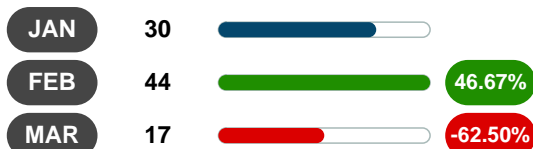


3 MONTHS

5 year MAR AVG = 30

High Apr 2017 69 Low Nov 2020 13

Median Days on Market to Sale this month at 17 below the 5 yr MAR average of 30



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	5	8.93%	11	8	98	0	0
\$75,001 - \$100,000	3	5.36%	240	144	240	241	0
\$100,001 - \$150,000	13	23.21%	8	4	14	0	0
\$150,001 - \$200,000	18	32.14%	17	103	15	119	0
\$200,001 - \$225,000	4	7.14%	14	0	26	1	0
\$225,001 - \$325,000	9	16.07%	30	0	22	30	70
\$325,001 and up	4	7.14%	61	0	82	37	0
Median Closed DOM			17	8	17	69	70
Total Closed Units		100%	16.5	11	35	9	1
Total Closed Volume			10,529,643	1.04M	6.69M	2.50M	299.50K

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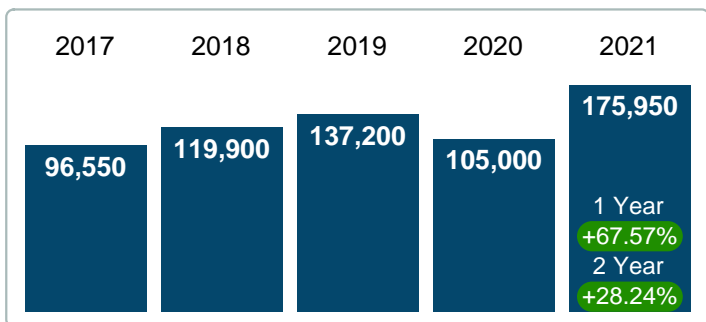
Area Delimited by County Of Cherokee - Residential Property Type



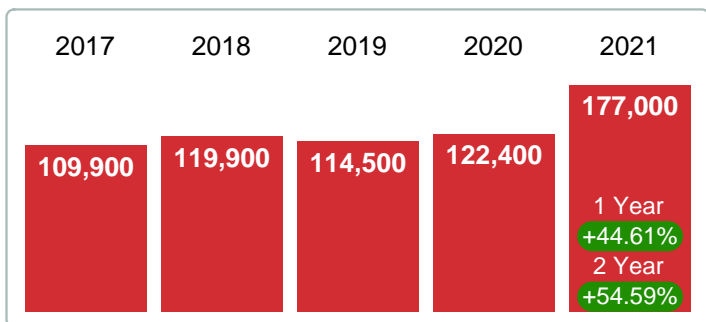
MEDIAN LIST PRICE AT CLOSING

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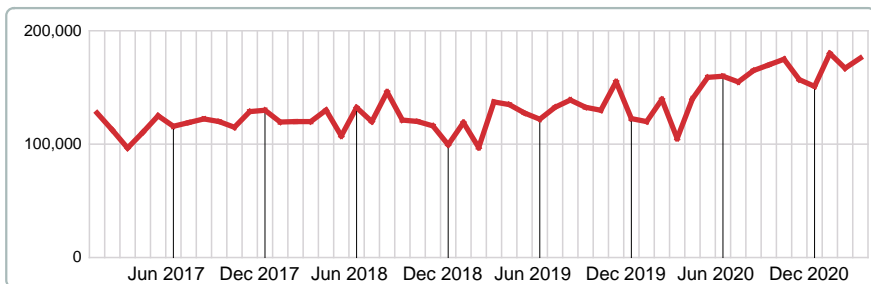
MARCH



YEAR TO DATE (YTD)

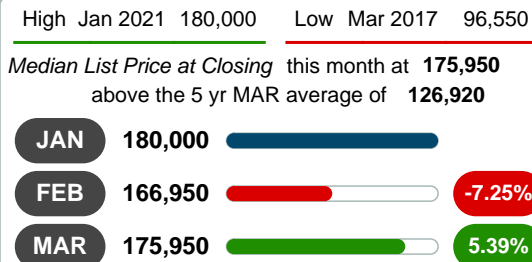


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 126,920



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	3	5.36%	60,000	60,000	0	0	0
\$75,001 - \$100,000	4	7.14%	83,200	83,200	87,250	0	0
\$100,001 - \$150,000	14	25.00%	131,200	117,000	134,950	145,000	0
\$150,001 - \$200,000	15	26.79%	177,000	159,000	177,500	174,900	0
\$200,001 - \$225,000	6	10.71%	218,700	0	215,450	221,250	0
\$225,001 - \$325,000	9	16.07%	295,000	0	267,450	310,000	299,500
\$325,001 and up	5	8.93%	439,900	0	411,600	439,900	0
Median List Price			175,950	104,900	179,900	295,000	299,500
Total Closed Units		100%	175,950	11	35	9	1
Total Closed Volume			10,898,099	1.07M	6.89M	2.64M	299.50K

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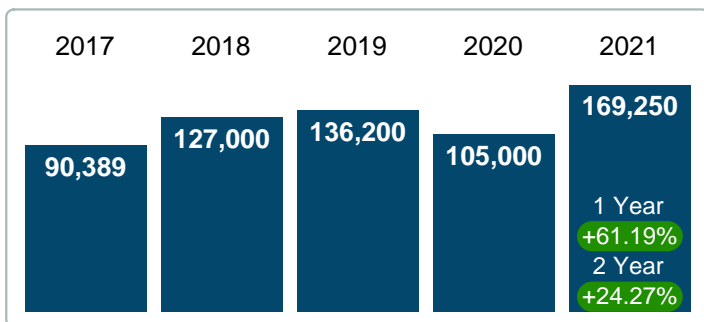
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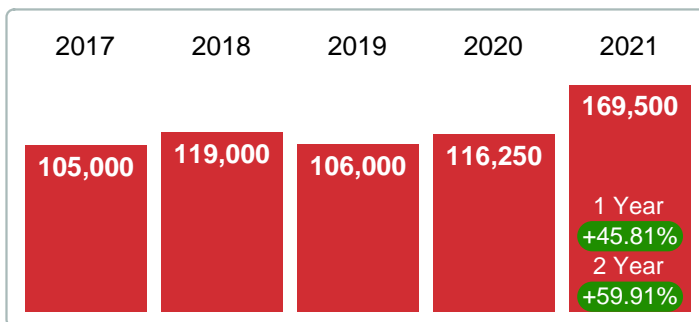
MEDIAN SOLD PRICE AT CLOSING

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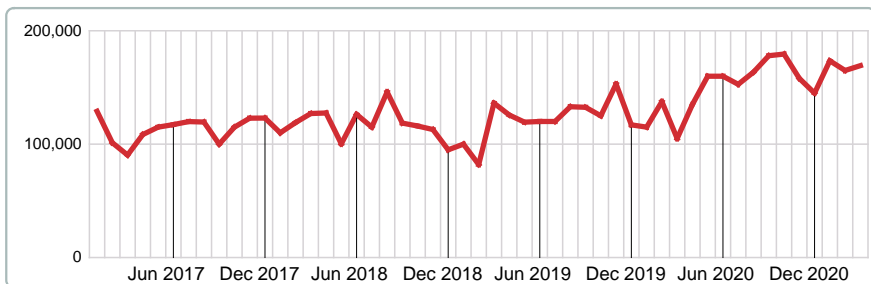
MARCH



YEAR TO DATE (YTD)

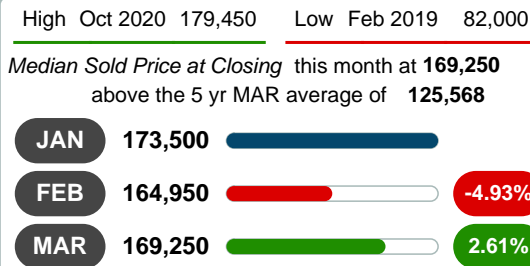


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 125,568



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	8.93%	67,500	64,050	67,500	0	0
\$75,001 - \$100,000	5.36%	86,400	84,900	86,400	93,600	0
\$100,001 - \$150,000	23.21%	125,000	110,000	128,750	0	0
\$150,001 - \$200,000	32.14%	176,200	161,000	177,500	182,500	0
\$200,001 - \$225,000	7.14%	217,450	0	215,000	221,515	0
\$225,001 - \$325,000	16.07%	299,500	0	262,500	305,000	299,500
\$325,001 and up	7.14%	447,250	0	407,250	450,000	0
Median Sold Price		169,250	101,600	177,500	289,500	299,500
Total Closed Units	100%	169,250	11	35	9	1
Total Closed Volume		10,529,643	1.04M	6.69M	2.50M	299.50K

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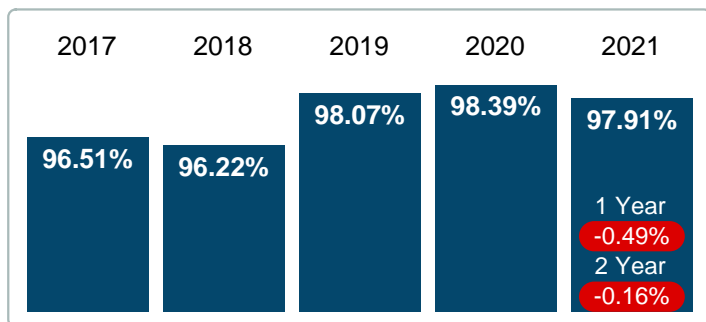
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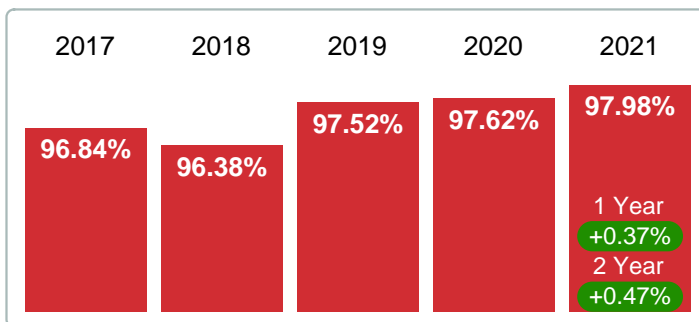
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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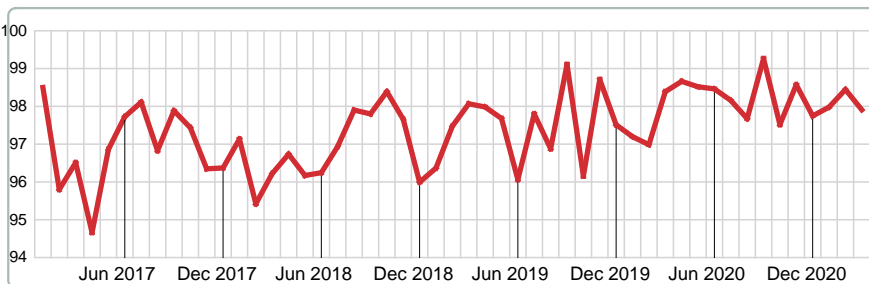
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

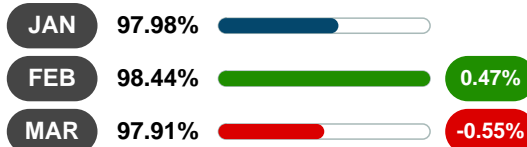


3 MONTHS

5 year MAR AVG = 97.42%

High Sep 2020 99.26% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **97.91%**
above the 5 yr MAR average of **97.42%**



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	5	8.93%	93.74%	94.27%	89.40%	0.00%	0.00%
\$75,001 - \$100,000	3	5.36%	64.55%	98.15%	64.00%	64.55%	0.00%
\$100,001 - \$150,000	13	23.21%	98.11%	100.00%	96.35%	0.00%	0.00%
\$150,001 - \$200,000	18	32.14%	99.26%	101.26%	99.71%	91.61%	0.00%
\$200,001 - \$225,000	4	7.14%	100.00%	0.00%	100.00%	101.85%	0.00%
\$225,001 - \$325,000	9	16.07%	98.14%	0.00%	100.00%	93.85%	100.00%
\$325,001 and up	4	7.14%	98.85%	0.00%	98.85%	99.54%	0.00%
Median Sold/List Ratio		97.91%		95.85%	98.82%	94.34%	100.00%
Total Closed Units		56	100%	11	35	9	1
Total Closed Volume		10,529,643		1.04M	6.69M	2.50M	299.50K

March 2021



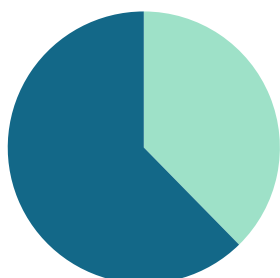
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

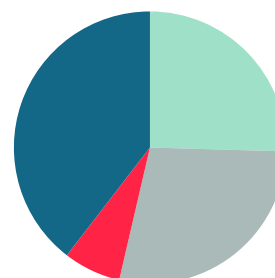


Inventory
 New Listings
61 = 37.65%
 Start Inventory
101
 Total Inventory Units
162
 Volume
\$41,388,536

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%
Median List Price	105,000	175,950	67.57%	122,400	177,000	44.61%
Median Sale Price	105,000	169,250	61.19%	116,250	169,500	45.81%
Median Percent of Selling Price to List Price	98.39%	97.91%	-0.49%	97.62%	97.98%	0.37%
Median Days on Market to Sale	39.00	16.50	-57.69%	35.50	28.00	-21.13%
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

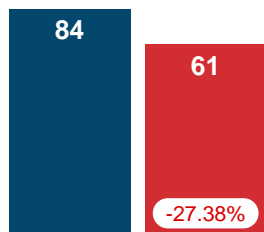
Inventory on March 31, 2021 = **87**

2020 **2021**

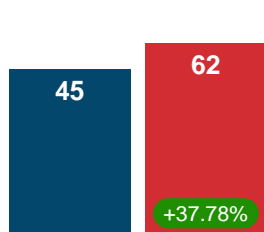
MARCH MARKET

MEDIAN PRICES

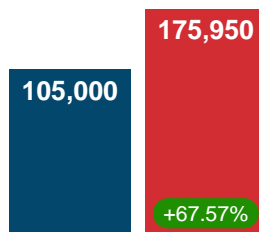
New Listings



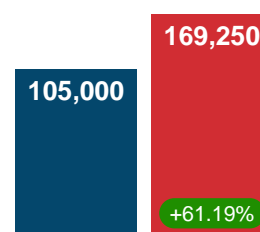
Pending Listings



List Price



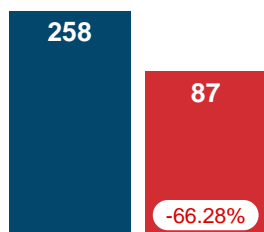
Sale Price



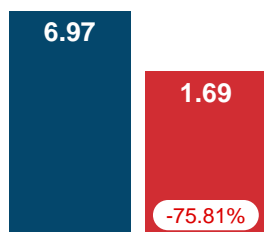
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

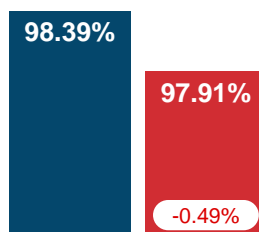
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

