

# May 2021



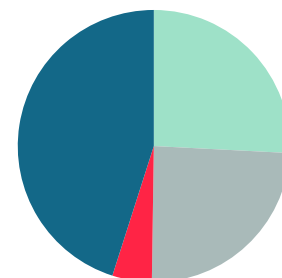
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	43	55	27.91%
Pending Listings	69	52	-24.64%
New Listings	78	69	-11.54%
Average List Price	149,207	192,716	29.16%
Average Sale Price	145,821	187,613	28.66%
Average Percent of Selling Price to List Price	96.69%	97.90%	1.26%
Average Days on Market to Sale	49.37	24.27	-50.84%
End of Month Inventory	218	96	-55.96%
Months Supply of Inventory	6.04	1.78	-70.53%



■ Closed (25.82%)  
■ Pending (24.41%)  
■ Other OffMarket (4.69%)  
■ Active (45.07%)

**Absorption:** Last 12 months, an Average of **54** Sales/Month  
**Active Inventory** as of May 31, 2021 = **96**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **55.96%** to 96 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 **1.78** 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 **28.66%** in May 2021 to \$187,613 versus the previous year at \$145,821.

#### Average Days on Market Shortens

The average number of **24.27** days that homes spent on the market before selling decreased by 25.10 days or **50.84%** in May 2021 compared to last year's same month at **49.37** DOM.

#### Sales Success for May 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 69 New Listings in May 2021, down **11.54%** from last year at 78. Furthermore, there were 55 Closed Listings this month versus last year at 43, a **27.91%** increase.

Closed versus Listed trends yielded a **79.7%** ratio, up from previous year's, May 2020, at **55.1%**, a **44.59%** 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

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

### 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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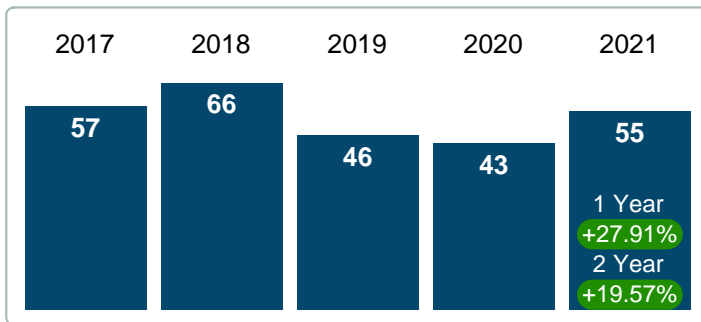
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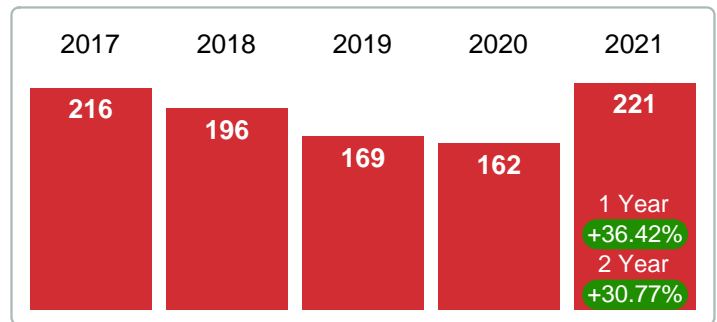
## CLOSED LISTINGS

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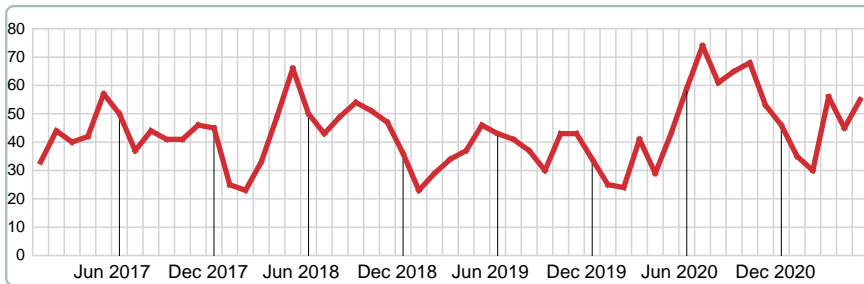
### MAY



### YEAR TO DATE (YTD)

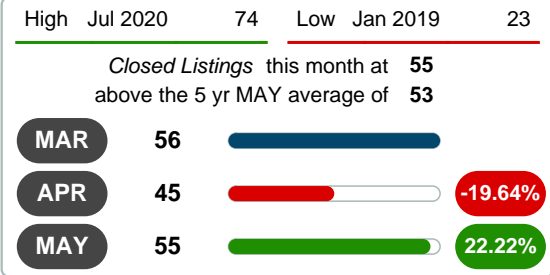


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 53



### 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	7.27%	30.8	2	2	0	0
\$75,001 - \$100,000	5	9.09%	65.6	1	3	1	0
\$100,001 - \$125,000	5	9.09%	17.6	1	3	1	0
\$125,001 - \$200,000	20	36.36%	13.6	3	13	4	0
\$200,001 - \$225,000	8	14.55%	13.6	0	5	3	0
\$225,001 - \$300,000	7	12.73%	26.4	0	5	2	0
\$300,001 and up	6	10.91%	38.5	1	0	5	0
<b>Total Closed Units</b>	<b>55</b>			<b>8</b>	<b>31</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,318,709</b>	<b>100%</b>	<b>24.3</b>	<b>1.14M</b>	<b>5.21M</b>	<b>3.97M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$187,613</b>			<b>\$142,188</b>	<b>\$167,978</b>	<b>\$248,369</b>	<b>\$0</b>

# May 2021



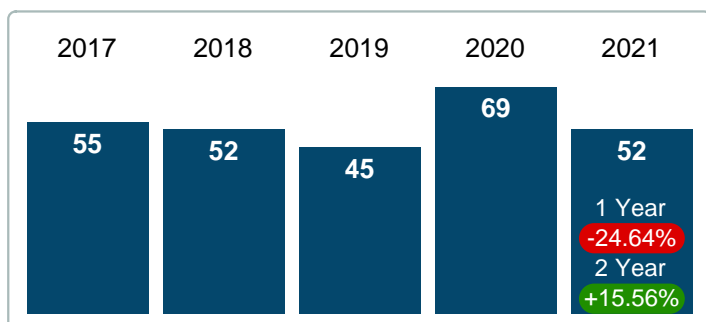
Area Delimited by County Of Cherokee - Residential Property Type



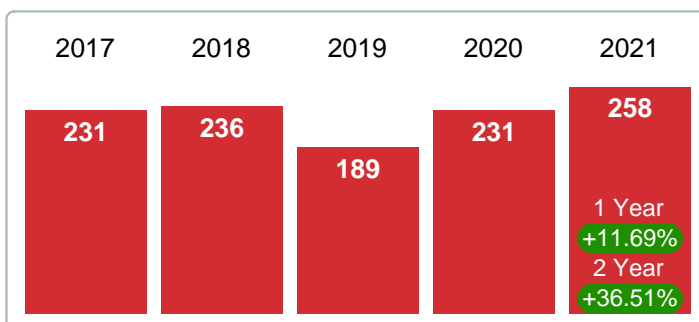
## PENDING LISTINGS

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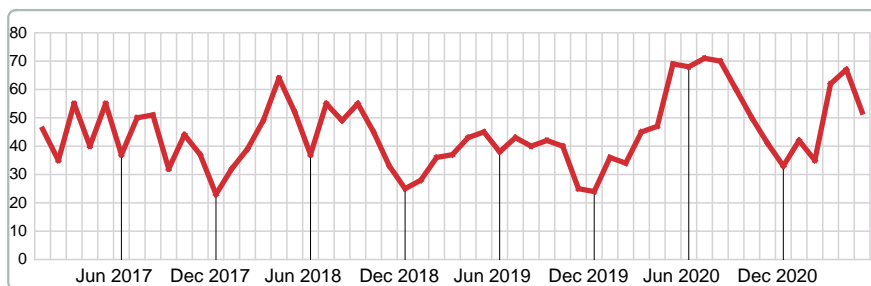
### MAY



### YEAR TO DATE (YTD)

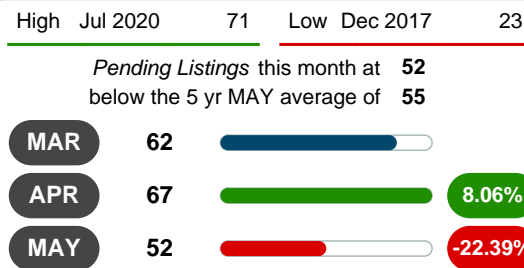


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 55



### 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	6	11.54%	41.3	4	2	0	0
\$75,001 - \$100,000	2	3.85%	9.5	1	1	0	0
\$100,001 - \$125,000	8	15.38%	49.6	1	5	2	0
\$125,001 - \$200,000	16	30.77%	11.6	2	10	4	0
\$200,001 - \$275,000	5	9.62%	35.6	0	3	2	0
\$275,001 - \$325,000	7	13.46%	42.9	0	7	0	0
\$325,001 and up	8	15.38%	27.6	0	3	4	1
<b>Total Pending Units</b>	<b>52</b>			<b>8</b>	<b>31</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,471,240</b>	<b>100%</b>	<b>29.8</b>	<b>786.30K</b>	<b>6.28M</b>	<b>3.07M</b>	<b>329.90K</b>
<b>Average Listing Price</b>	<b>\$201,370</b>			<b>\$98,288</b>	<b>\$202,611</b>	<b>\$256,175</b>	<b>\$329,900</b>

# May 2021



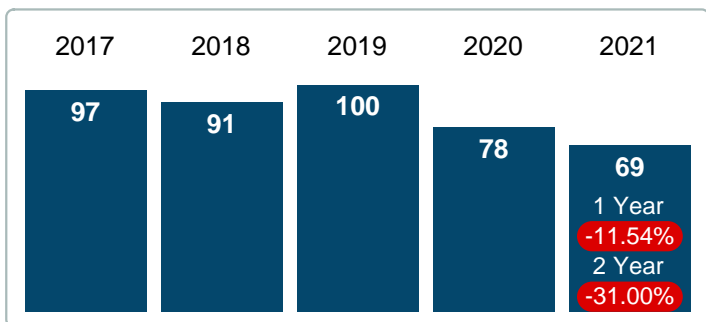
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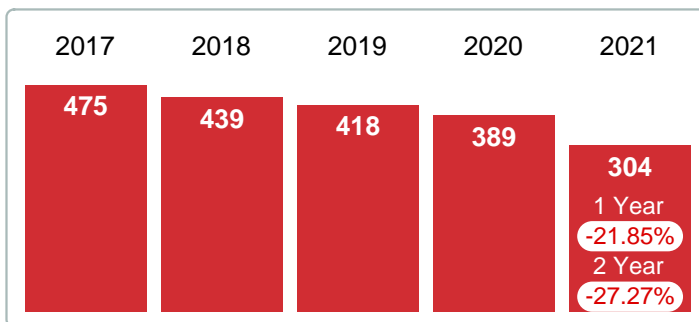
## NEW LISTINGS

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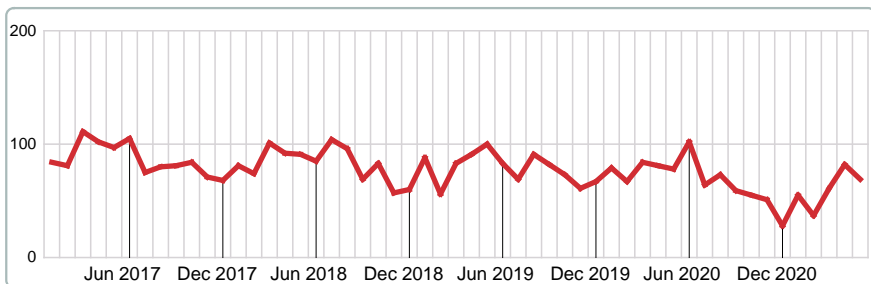
### MAY



### YEAR TO DATE (YTD)

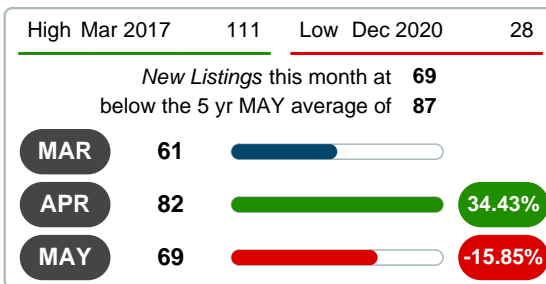


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 87



### 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	5	7.25%	5	0	0	0
\$75,001 - \$125,000	11	15.94%	4	7	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$225,000	29	42.03%	3	21	5	0
\$225,001 - \$300,000	8	11.59%	0	8	0	0
\$300,001 - \$525,000	9	13.04%	0	6	2	1
\$525,001 and up	7	10.14%	0	1	4	2
<b>Total New Listed Units</b>	<b>69</b>		<b>12</b>	<b>43</b>	<b>11</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,633,095</b>	<b>100%</b>	<b>1.16M</b>	<b>9.17M</b>	<b>4.68M</b>	<b>3.63M</b>
<b>Average New Listed Listing Price</b>	<b>\$211,988</b>		<b>\$96,380</b>	<b>\$213,192</b>	<b>\$425,482</b>	<b>\$1,209,667</b>

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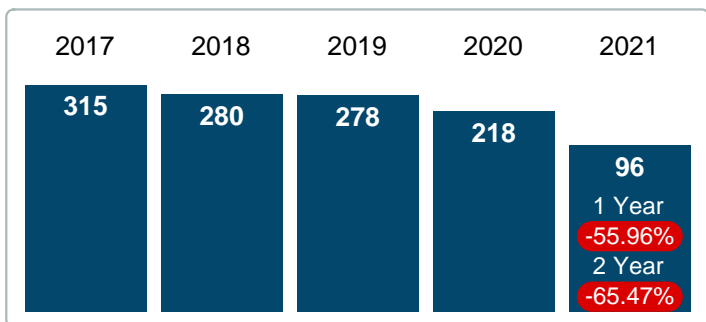
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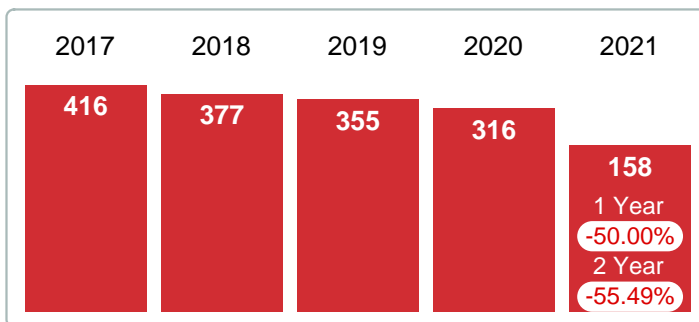
## ACTIVE INVENTORY

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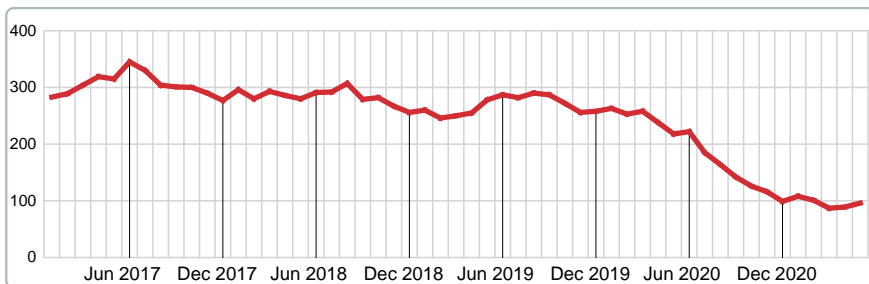
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

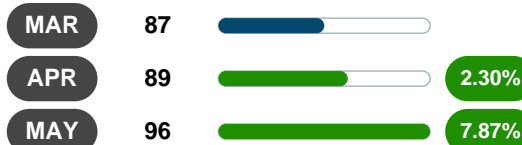


### 3 MONTHS

5 year MAY AVG = 237

High Jun 2017 345 Low Mar 2021 87

Inventory this month at 96  
below the 5 yr MAY average of 237



### 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	2	2.08%	30.0	2	0	0	0
\$50,001 - \$100,000	14	14.58%	84.9	8	5	1	0
\$100,001 - \$150,000	18	18.75%	54.4	2	13	2	1
\$150,001 - \$250,000	24	25.00%	53.8	3	17	3	1
\$250,001 - \$375,000	15	15.63%	78.7	0	10	3	2
\$375,001 - \$675,000	13	13.54%	53.5	1	7	5	0
\$675,001 and up	10	10.42%	76.8	0	4	3	3
<b>Total Active Inventory by Units</b>	<b>96</b>			<b>16</b>	<b>56</b>	<b>17</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>31,739,614</b>	<b>100%</b>	<b>64.2</b>	<b>1.94M</b>	<b>18.27M</b>	<b>6.45M</b>	<b>5.09M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$330,621</b>			<b>\$120,985</b>	<b>\$326,239</b>	<b>\$379,163</b>	<b>\$726,957</b>

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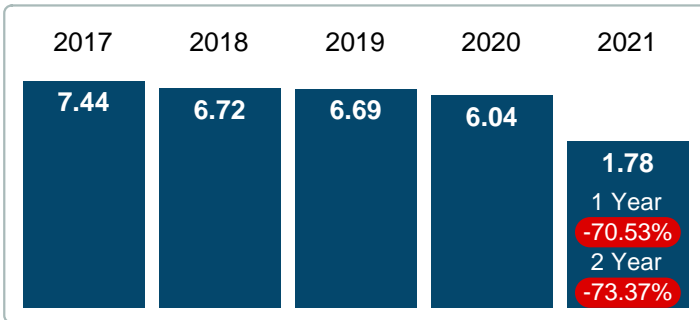
Area Delimited by County Of Cherokee - Residential Property Type



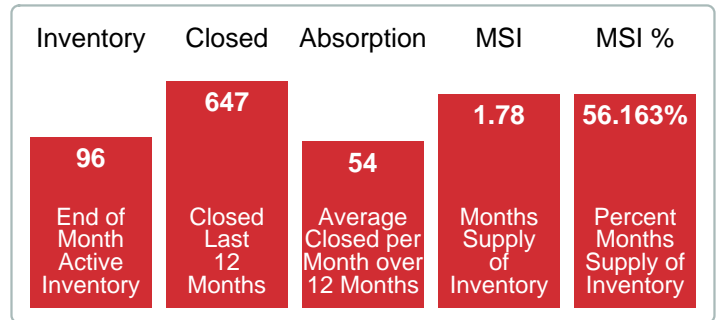
## MONTHS SUPPLY of INVENTORY (MSI)

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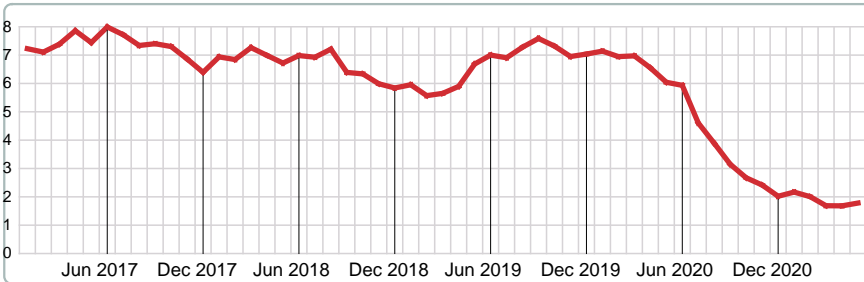
### MSI FOR MAY



### INDICATORS FOR MAY 2021

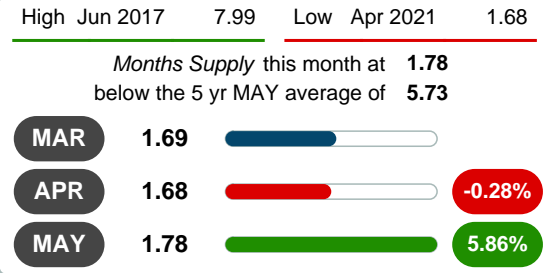


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 5.73



### 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	2	2.08%	0.80	1.26	0.00	0.00	0.00
\$50,001 - \$100,000	14	14.58%	1.71	2.34	1.33	1.09	0.00
\$100,001 - \$150,000	18	18.75%	1.35	0.96	1.36	1.50	3.00
\$150,001 - \$250,000	24	25.00%	1.25	3.27	1.19	0.82	3.00
\$250,001 - \$375,000	15	15.63%	2.50	0.00	3.43	1.44	2.67
\$375,001 - \$675,000	13	13.54%	3.06	2.40	4.00	3.33	0.00
\$675,001 and up	10	10.42%	24.00	0.00	24.00	12.00	0.00
Market Supply of Inventory (MSI)			1.78	1.85	1.68	1.73	3.36
Total Active Inventory by Units		100%	1.78	16	56	17	7

# May 2021



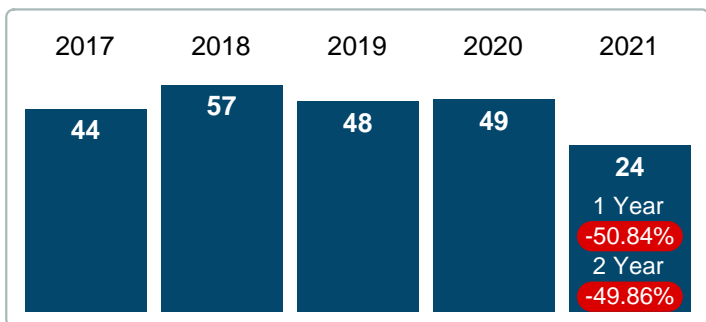
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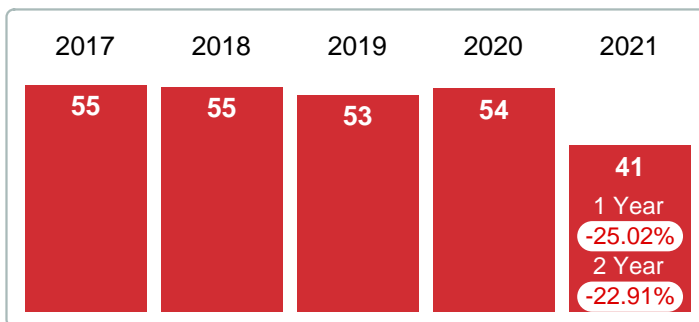
## AVERAGE DAYS ON MARKET TO SALE

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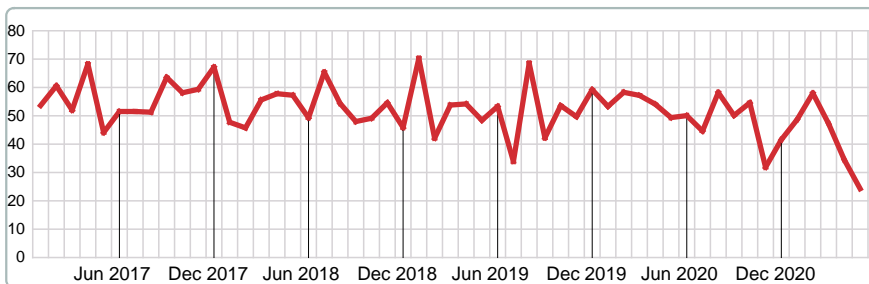
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

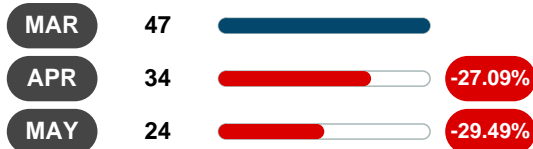


### 3 MONTHS

5 year MAY AVG = 45

High Jan 2019 70 Low May 2021 24

Average Days on Market to Sale this month at 24 below the 5 yr MAY 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	7.27%	31	51	11	0	0
\$75,001 - \$100,000	9.09%	66	3	93	45	0
\$100,001 - \$125,000	9.09%	18	21	7	46	0
\$125,001 - \$200,000	36.36%	14	27	9	20	0
\$200,001 - \$225,000	14.55%	14	0	18	7	0
\$225,001 - \$300,000	12.73%	26	0	36	2	0
\$300,001 and up	10.91%	39	29	0	40	0
<b>Average Closed DOM</b>		<b>24</b>	<b>29</b>	<b>23</b>	<b>25</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>24</b>	<b>8</b>	<b>31</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,318,709</b>	<b>1.14M</b>	<b>5.21M</b>	<b>3.97M</b>	<b>0.00B</b>

# May 2021



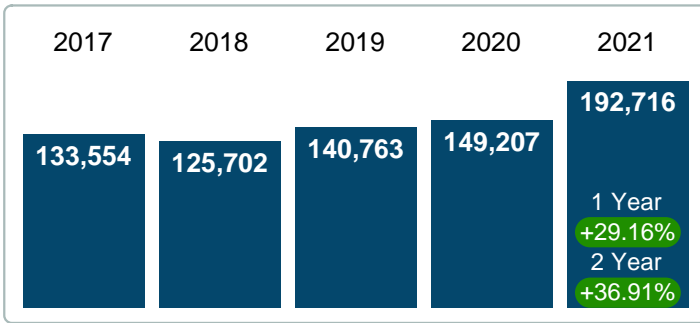
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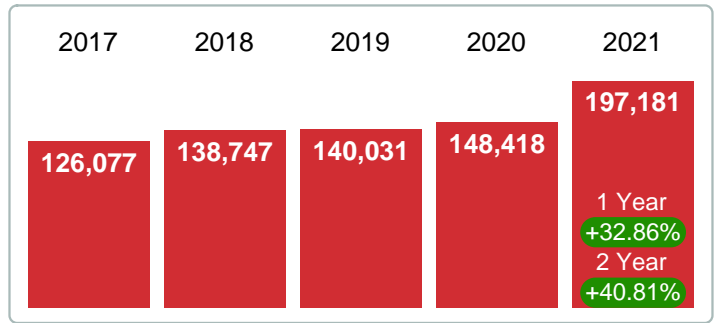
## AVERAGE LIST PRICE AT CLOSING

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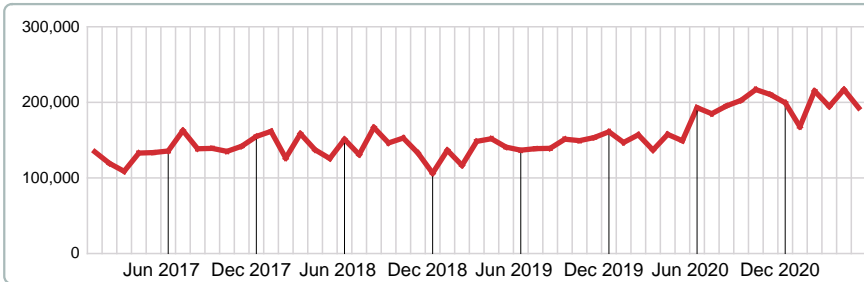
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

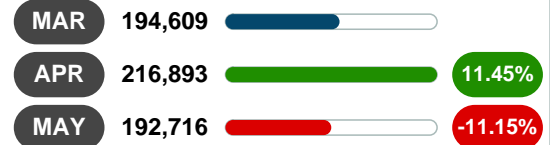


### 3 MONTHS

5 year MAY AVG = 148,389

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

Average List Price at Closing this month at **192,716** above the 5 yr MAY average of **148,389**



### 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	7.27%	58,200	63,950	52,450	0	0
\$75,001 - \$100,000	7.27%	92,525	78,800	101,467	96,800	0
\$100,001 - \$125,000	9.09%	111,740	114,900	118,967	112,000	0
\$125,001 - \$200,000	36.36%	154,520	136,600	162,100	160,700	0
\$200,001 - \$225,000	12.73%	212,771	0	225,580	210,633	0
\$225,001 - \$300,000	16.36%	251,022	0	256,960	249,750	0
\$300,001 and up	10.91%	433,133	539,000	0	411,960	0
<b>Average List Price</b>		<b>192,716</b>	<b>158,800</b>	<b>170,523</b>	<b>252,675</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>192,716</b>	<b>8</b>	<b>31</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,599,400</b>	<b>1.27M</b>	<b>5.29M</b>	<b>4.04M</b>	<b>0.00B</b>



# May 2021



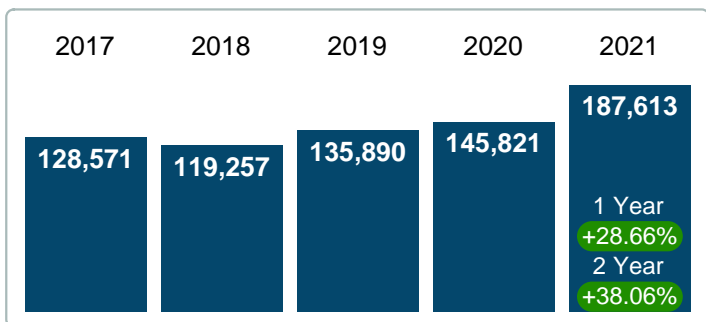
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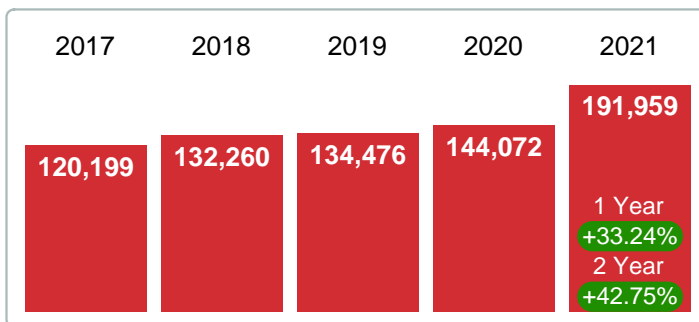
## AVERAGE SOLD PRICE AT CLOSING

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### MAY



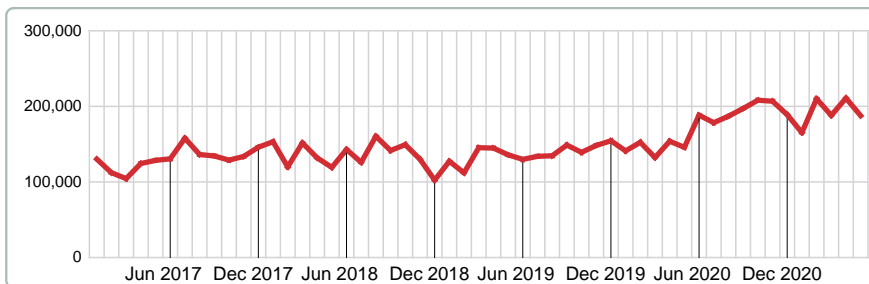
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

### 3 MONTHS

5 year MAY AVG = 143,431



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

Average Sold Price at Closing this month at **187,613**  
above the 5 yr MAY average of **143,431**

- MAR** 188,029
- APR** 210,867 +12.15%
- MAY** 187,613 -11.03%

### 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	7.27%	54,950	62,950	46,950	0	0
\$75,001 - \$100,000	9.09%	90,240	78,800	92,133	96,000	0
\$100,001 - \$125,000	9.09%	115,560	114,900	117,300	111,000	0
\$125,001 - \$200,000	36.36%	156,500	134,300	161,123	158,125	0
\$200,001 - \$225,000	14.55%	216,188	0	219,300	211,000	0
\$225,001 - \$300,000	12.73%	256,216	0	258,802	249,750	0
\$300,001 and up	10.91%	402,817	415,000	0	400,380	0
<b>Average Sold Price</b>		<b>187,613</b>	<b>142,188</b>	<b>167,978</b>	<b>248,369</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,613</b>	<b>8</b>	<b>31</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,318,709</b>	<b>1.14M</b>	<b>5.21M</b>	<b>3.97M</b>	<b>0.00B</b>

# May 2021



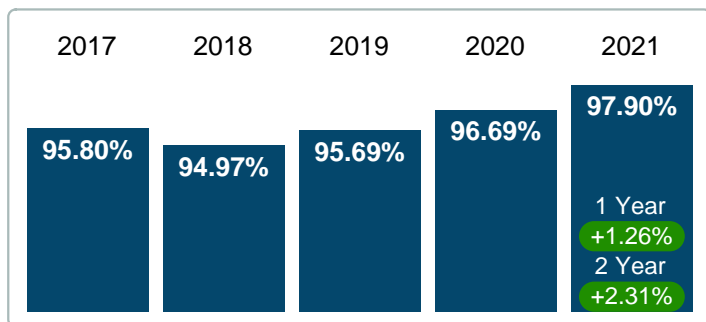
Area Delimited by County Of Cherokee - Residential Property Type



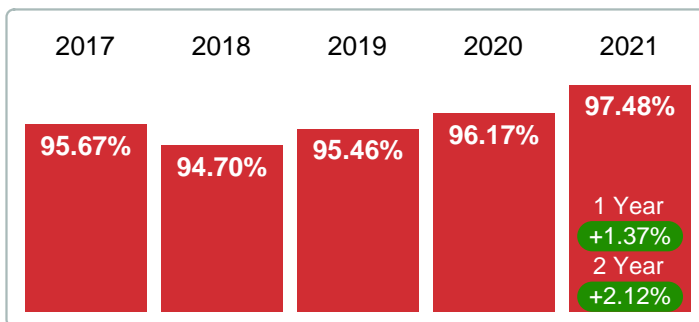
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

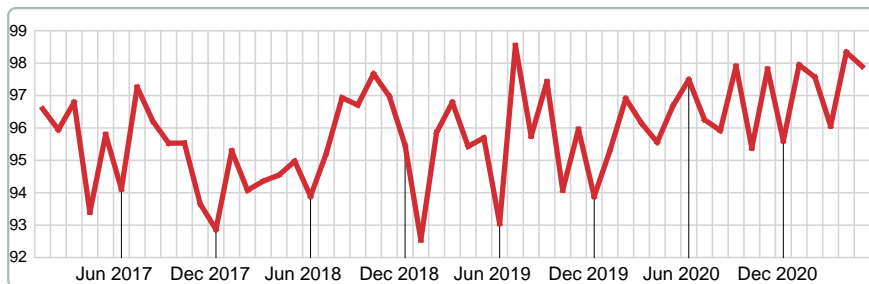
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

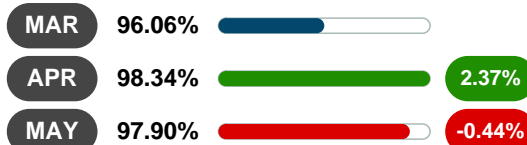


### 3 MONTHS

5 year MAY AVG = 96.21%

High Jul 2019 98.55% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.90%**  
above the 5 yr MAY average of **96.21%**



### 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	<div style="width: 7.27%;"></div> 4	7.27%	94.96%	98.39%	91.54%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 9.09%;"></div> 5	9.09%	94.74%	100.00%	91.51%	99.17%	0.00%
\$100,001 - \$125,000	<div style="width: 9.09%;"></div> 5	9.09%	99.21%	100.00%	98.98%	99.11%	0.00%
\$125,001 - \$200,000	<div style="width: 36.36%;"></div> 20	36.36%	99.10%	98.27%	99.48%	98.48%	0.00%
\$200,001 - \$225,000	<div style="width: 14.55%;"></div> 8	14.55%	98.40%	0.00%	97.33%	100.17%	0.00%
\$225,001 - \$300,000	<div style="width: 12.73%;"></div> 7	12.73%	100.53%	0.00%	100.74%	100.00%	0.00%
\$300,001 and up	<div style="width: 10.91%;"></div> 6	10.91%	93.68%	76.99%	0.00%	97.01%	0.00%
Average Sold/List Ratio		97.90%		96.07%	98.01%	98.61%	0.00%
Total Closed Units		55	100%	97.90%	8	31	16
Total Closed Volume		10,318,709			1.14M	5.21M	3.97M

# May 2021



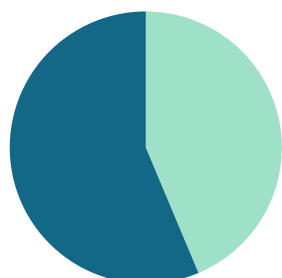
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

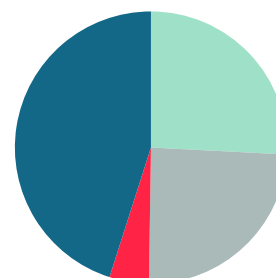


**Inventory**  
 New Listings  
**69 = 43.67%**  
 Start Inventory  
**89**  
 Total Inventory Units  
**158**  
 Volume  
**\$48,065,654**

### Market Activity

Closed Sales  
**55 = 25.82%**  
 Pending Sales  
**52 = 24.41%**  
 Other Off Market  
**10 = 4.69%**  
 Active Inventory  
**96 = 45.07%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	43	55	27.91%	162	221	36.42%
Pending Sales	69	52	-24.64%	231	258	11.69%
New Listings	78	69	-11.54%	389	304	-21.85%
Average List Price	149,207	192,716	29.16%	148,418	197,181	32.86%
Average Sale Price	145,821	187,613	28.66%	144,072	191,959	33.24%
Average Percent of Selling Price to List Price	96.69%	97.90%	1.26%	96.17%	97.48%	1.37%
Average Days on Market to Sale	49.37	24.27	-50.84%	54.13	40.59	-25.02%
Monthly Inventory	218	96	-55.96%	218	96	-55.96%
Months Supply of Inventory	6.04	1.78	-70.53%	6.04	1.78	-70.53%

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

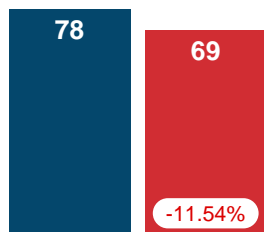
**Inventory** on May 31, 2021 = **96**

**2020** **2021**

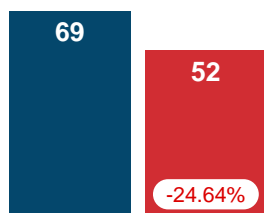
### MAY MARKET

### AVERAGE PRICES

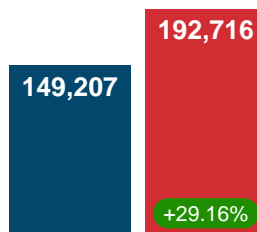
#### New Listings



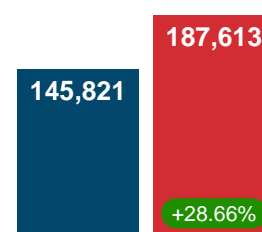
#### Pending Listings



#### List Price



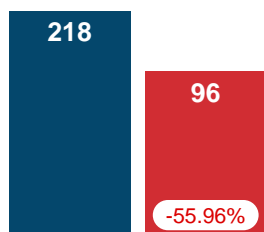
#### Sale Price



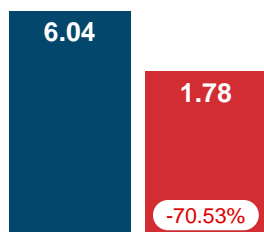
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

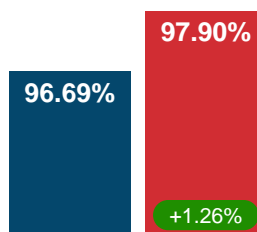
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

