

May 2021



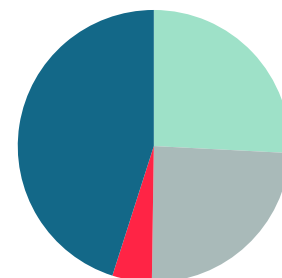
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	158,900	169,900	6.92%
Median Sale Price	159,900	169,900	6.25%
Median Percent of Selling Price to List Price	98.52%	100.00%	1.50%
Median Days on Market to Sale	31.00	12.00	-61.29%
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.

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 **6.25%** in May 2021 to \$169,900 versus the previous year at \$159,900.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 19.00 days or **61.29%** in May 2021 compared to last year's same month at **31.00** DOM.

Sales Success for May 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 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.

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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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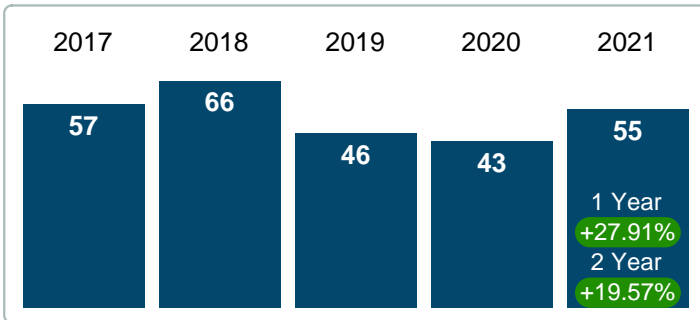
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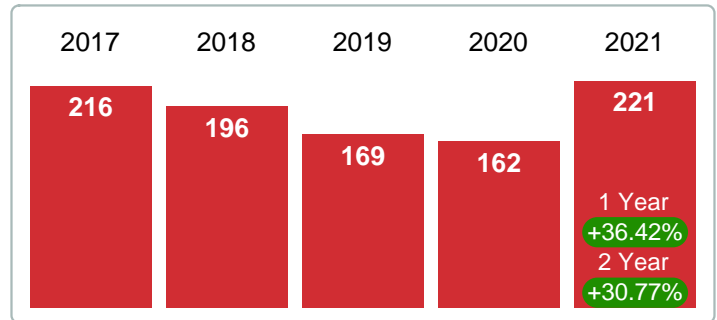
CLOSED LISTINGS

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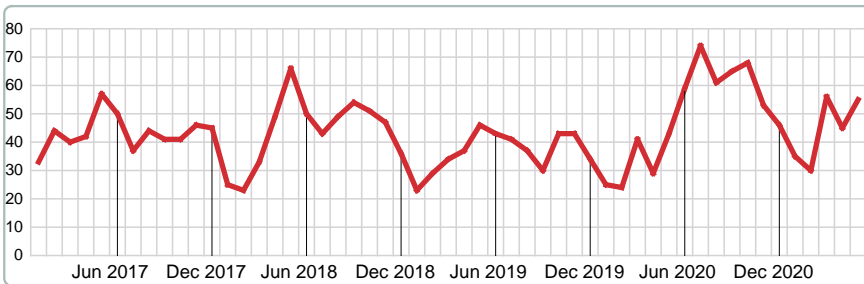
MAY



YEAR TO DATE (YTD)

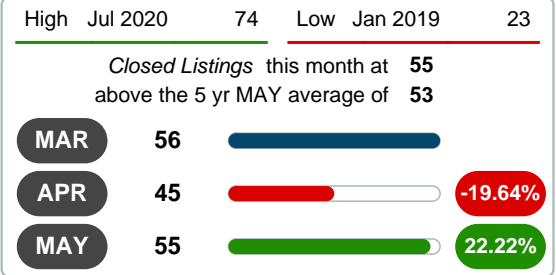


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.27%	16.5	2	2	0	0
\$75,001 - \$100,000	5	9.09%	45.0	1	3	1	0
\$100,001 - \$125,000	5	9.09%	9.0	1	3	1	0
\$125,001 - \$200,000	20	36.36%	7.5	3	13	4	0
\$200,001 - \$225,000	8	14.55%	9.0	0	5	3	0
\$225,001 - \$300,000	7	12.73%	4.0	0	5	2	0
\$300,001 and up	6	10.91%	40.0	1	0	5	0
Total Closed Units	55			8	31	16	0
Total Closed Volume	10,318,709	100%	12.0	1.14M	5.21M	3.97M	0.00B
Median Closed Price	\$169,900			\$120,450	\$159,900	\$212,000	\$0

May 2021



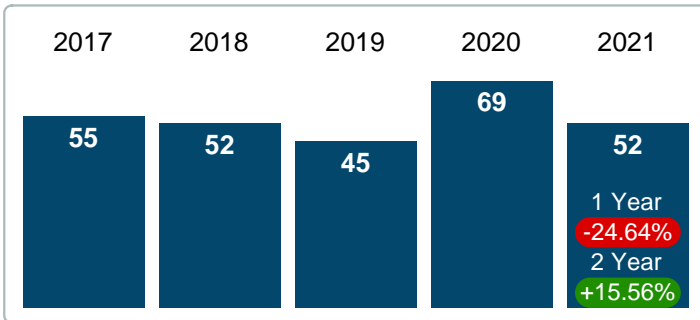
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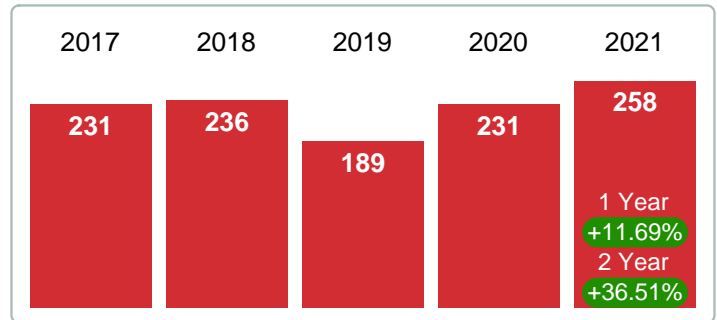
PENDING LISTINGS

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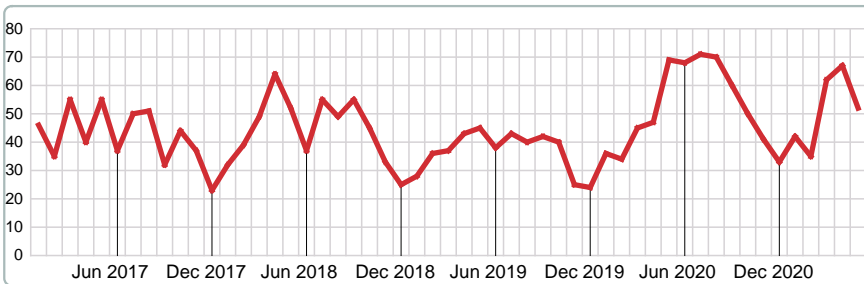
MAY



YEAR TO DATE (YTD)

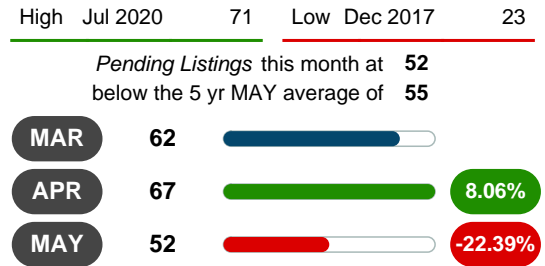


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	11.54%	40.0	4	2	0	0
\$75,001 - \$100,000	2	3.85%	9.5	1	1	0	0
\$100,001 - \$125,000	8	15.38%	14.0	1	5	2	0
\$125,001 - \$200,000	16	30.77%	7.5	2	10	4	0
\$200,001 - \$275,000	5	9.62%	8.0	0	3	2	0
\$275,001 - \$325,000	7	13.46%	7.0	0	7	0	0
\$325,001 and up	8	15.38%	14.5	0	3	4	1
Total Pending Units	52			8	31	12	1
Total Pending Volume	10,471,240	100%	10.5	786.30K	6.28M	3.07M	329.90K
Median Listing Price	\$179,900			\$77,200	\$190,000	\$198,700	\$329,900

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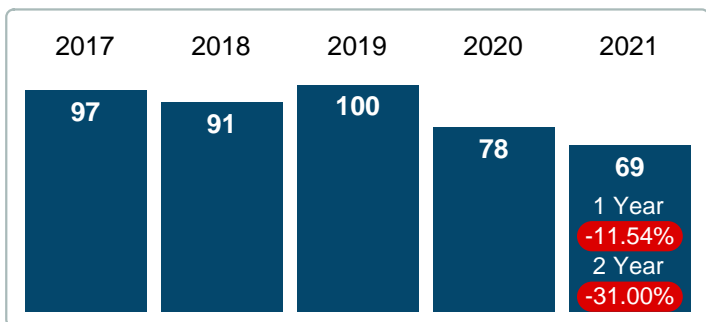
Area Delimited by County Of Cherokee - Residential Property Type



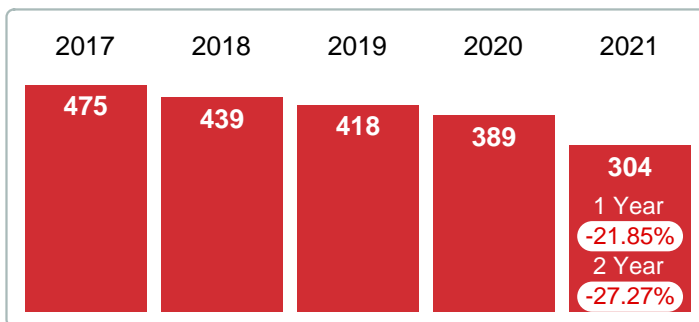
NEW LISTINGS

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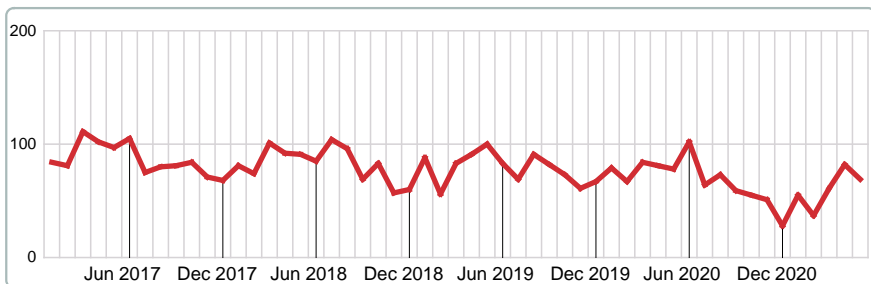
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 87

High Mar 2017 111 | Low Dec 2020 28

New Listings this month at **69**
 below the 5 yr MAY average of **87**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	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
Total New Listed Units	69		12	43	11	3
Total New Listed Volume	18,633,095	100%	1.16M	9.17M	4.68M	3.63M
Median New Listed Listing Price	\$164,500		\$84,500	\$179,900	\$425,000	\$805,000

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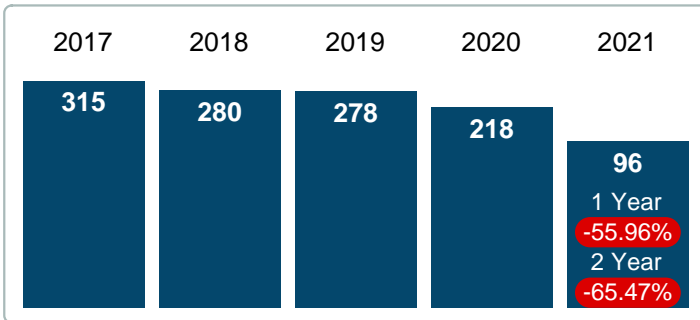
Area Delimited by County Of Cherokee - Residential Property Type



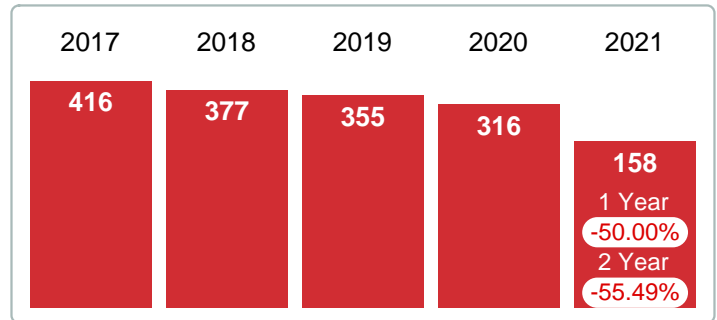
ACTIVE INVENTORY

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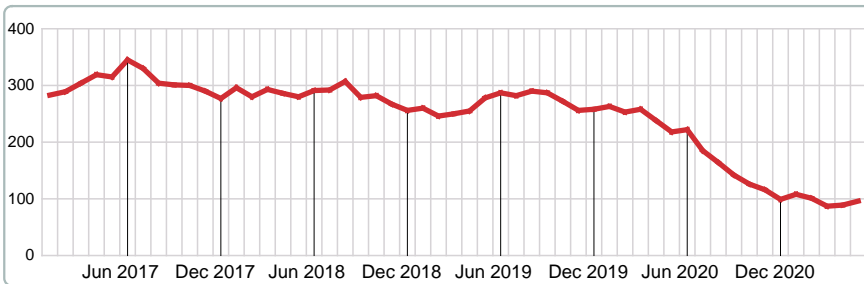
END OF MAY



ACTIVE DURING MAY

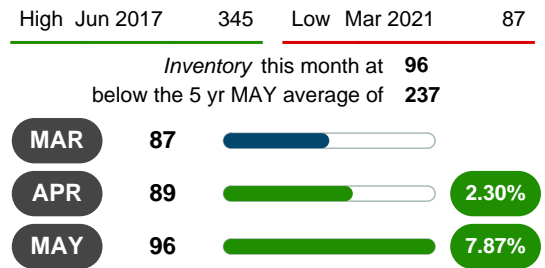


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 237



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	2	2.08%	30.0	2	0	0	0
\$50,001 - \$100,000	14	14.58%	47.5	8	5	1	0
\$100,001 - \$150,000	18	18.75%	31.0	2	13	2	1
\$150,001 - \$250,000	24	25.00%	34.0	3	17	3	1
\$250,001 - \$375,000	15	15.63%	42.0	0	10	3	2
\$375,001 - \$675,000	13	13.54%	38.0	1	7	5	0
\$675,001 and up	10	10.42%	39.0	0	4	3	3
Total Active Inventory by Units	96			16	56	17	7
Total Active Inventory by Volume	31,739,614	100%	36.5	1.94M	18.27M	6.45M	5.09M
Median Active Inventory Listing Price	\$189,450			\$94,500	\$198,750	\$299,999	\$335,000

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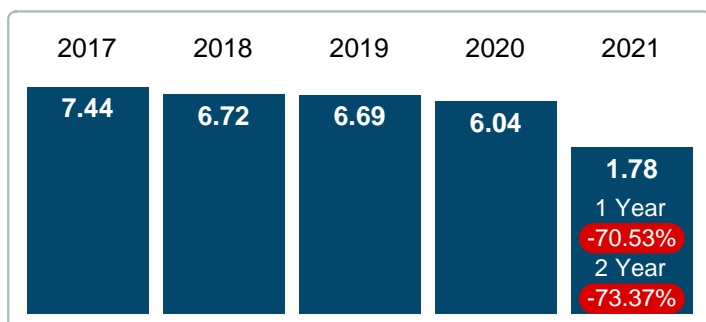
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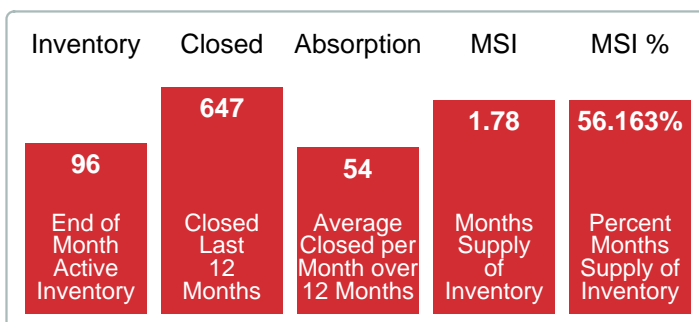
MONTHS SUPPLY of INVENTORY (MSI)

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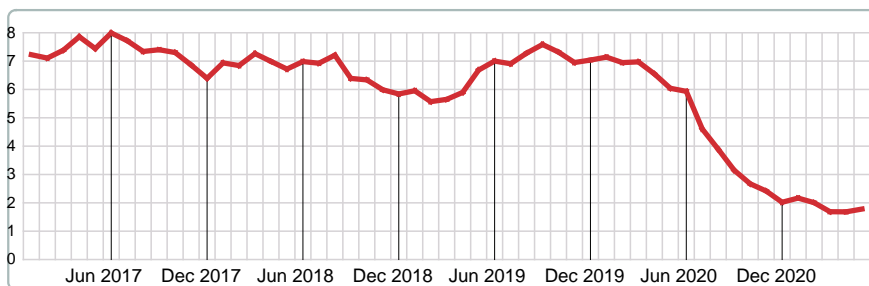
MSI FOR MAY



INDICATORS FOR MAY 2021

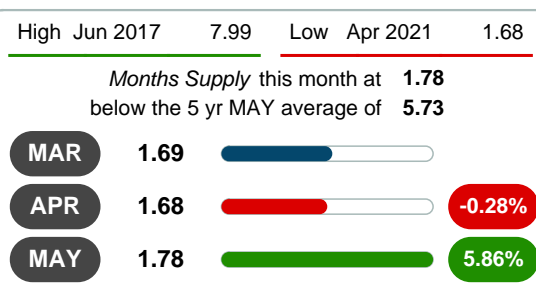


5 YEAR MARKET ACTIVITY TRENDS



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

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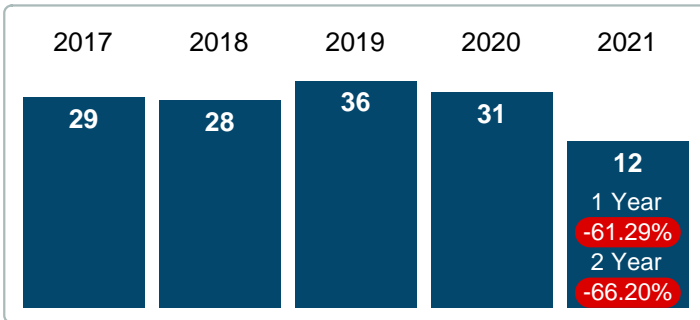
Area Delimited by County Of Cherokee - Residential Property Type



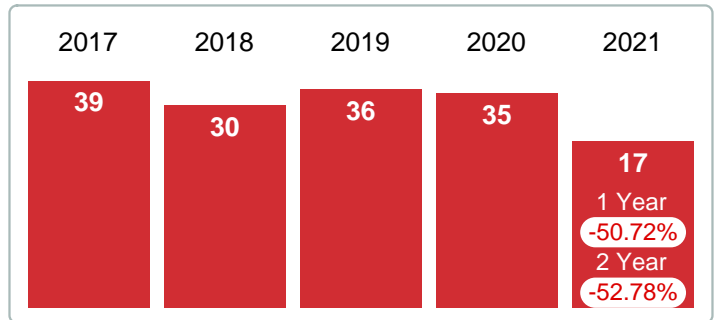
MEDIAN DAYS ON MARKET TO SALE

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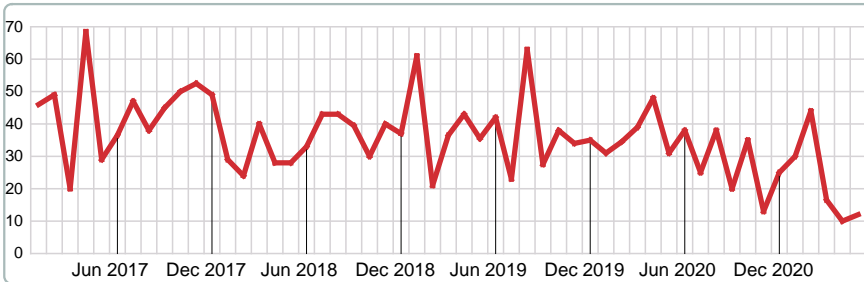
MAY



YEAR TO DATE (YTD)

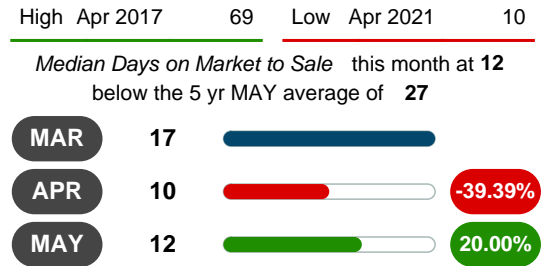


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 27



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	7.27%	17	51	11	0	0
\$75,001 - \$100,000	9.09%	45	3	46	45	0
\$100,001 - \$125,000	9.09%	9	21	8	46	0
\$125,001 - \$200,000	36.36%	8	32	3	12	0
\$200,001 - \$225,000	14.55%	9	0	14	3	0
\$225,001 - \$300,000	12.73%	4	0	28	2	0
\$300,001 and up	10.91%	40	29	0	51	0
Median Closed DOM		12	25	8	12	0
Total Closed Units	100%	55	8	31	16	
Total Closed Volume		10,318,709	1.14M	5.21M	3.97M	0.00B

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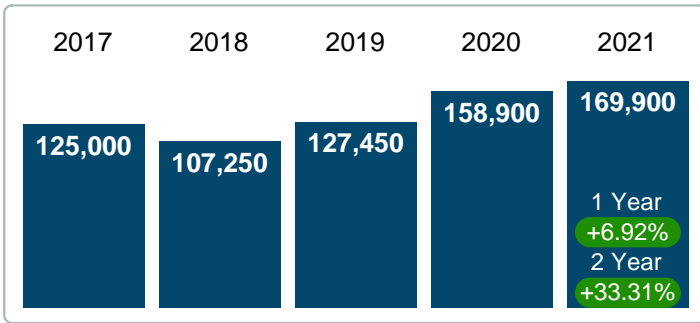
Area Delimited by County Of Cherokee - Residential Property Type



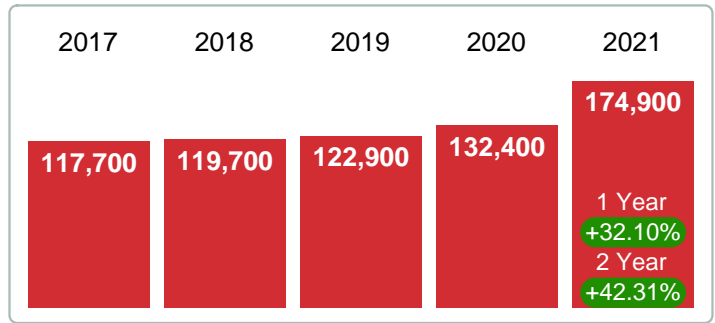
MEDIAN LIST PRICE AT CLOSING

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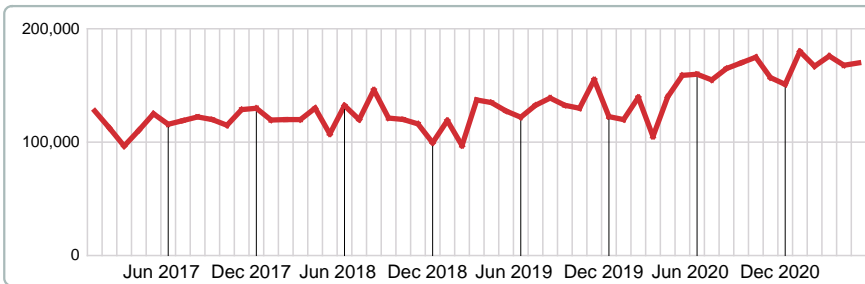
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

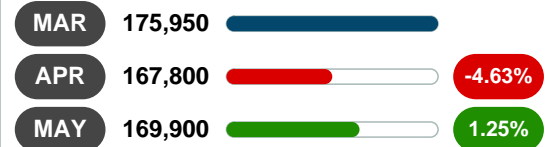


3 MONTHS

5 year MAY AVG = 137,700

High Jan 2021 180,000 Low Mar 2017 96,550

Median List Price at Closing this month at **169,900**
above the 5 yr MAY average of **137,700**



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	4	7.27%	63,500	63,950	52,450	0	0
\$75,001 - \$100,000	4	7.27%	95,900	78,800	97,250	96,800	0
\$100,001 - \$125,000	5	9.09%	112,000	114,900	109,900	112,000	0
\$125,001 - \$200,000	20	36.36%	150,450	132,900	152,000	160,450	0
\$200,001 - \$225,000	7	12.73%	210,000	0	214,000	210,000	0
\$225,001 - \$300,000	9	16.36%	249,500	0	240,000	249,750	0
\$300,001 and up	6	10.91%	430,450	539,000	0	392,000	0
Median List Price			169,900	123,450	159,900	211,000	0
Total Closed Units		100%	169,900	8	31	16	
Total Closed Volume			10,599,400	1.27M	5.29M	4.04M	0.00B

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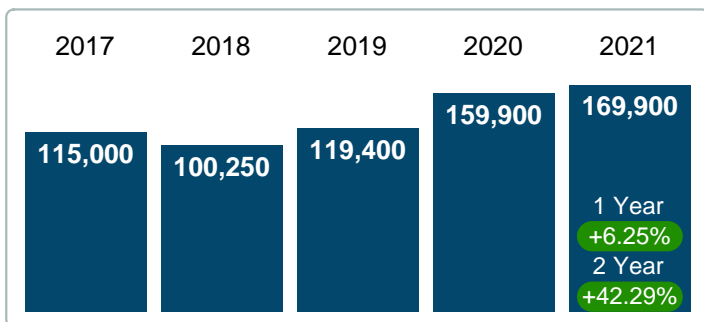
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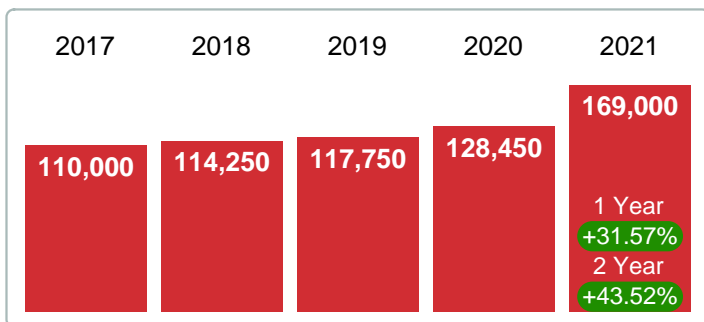
MEDIAN SOLD PRICE AT CLOSING

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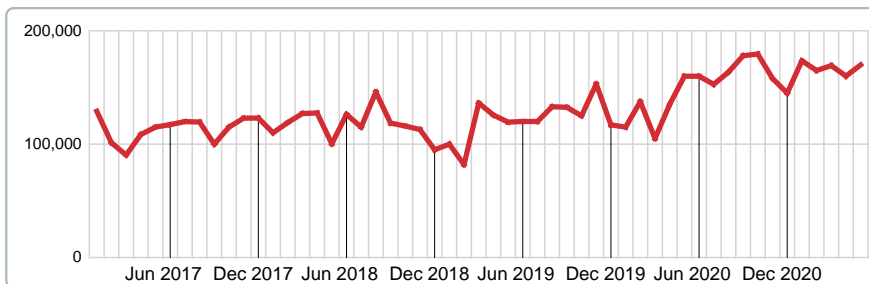
MAY



YEAR TO DATE (YTD)

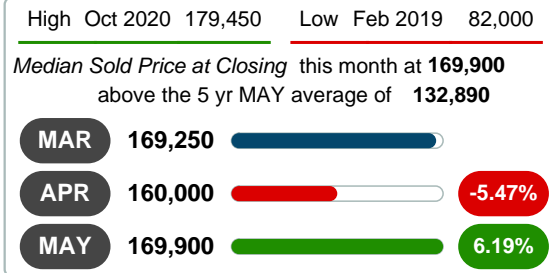


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 132,890



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	7.27%	57,000	62,950	46,950	0	0
\$75,001 - \$100,000	9.09%	95,000	78,800	95,000	96,000	0
\$100,001 - \$125,000	9.09%	114,900	114,900	120,000	111,000	0
\$125,001 - \$200,000	36.36%	147,500	132,000	154,900	153,250	0
\$200,001 - \$225,000	14.55%	213,250	0	222,000	212,000	0
\$225,001 - \$300,000	12.73%	250,000	0	270,000	249,750	0
\$300,001 and up	10.91%	395,000	415,000	0	375,000	0
Median Sold Price		169,900	120,450	159,900	212,000	0
Total Closed Units	100%	169,900	8	31	16	0
Total Closed Volume		10,318,709	1.14M	5.21M	3.97M	0.00B

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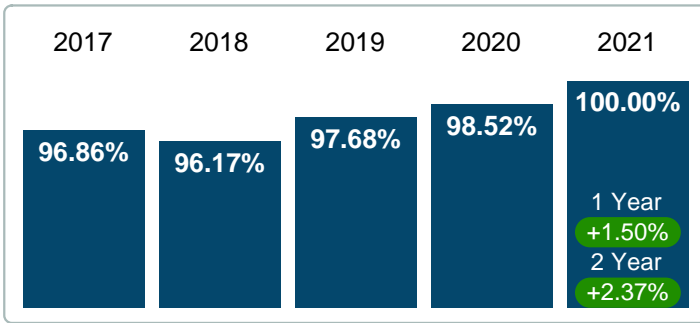
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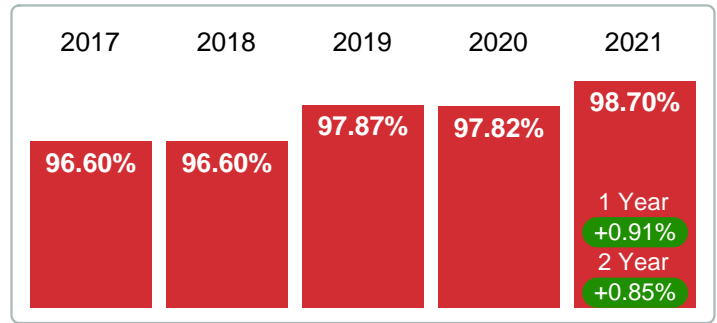
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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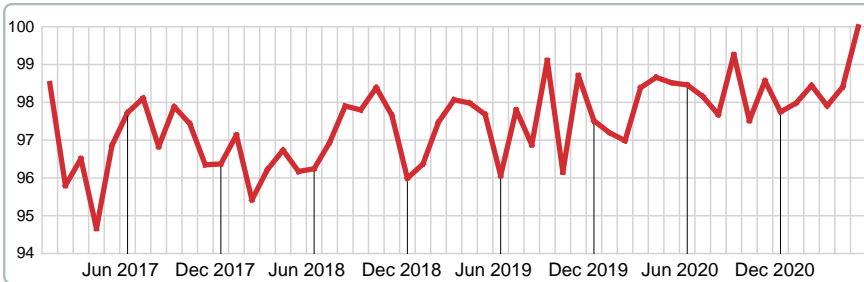
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

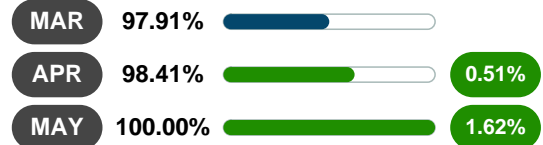


3 MONTHS

5 year MAY AVG = 97.85%

High May 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAY average of **97.85%**



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	<div style="width: 7.27%;"></div> 4	7.27%	98.39%	98.39%	91.54%	0.00%	0.00%	
\$75,001 - \$100,000	<div style="width: 9.09%;"></div> 5	9.09%	100.00%	100.00%	100.00%	99.17%	0.00%	
\$100,001 - \$125,000	<div style="width: 9.09%;"></div> 5	9.09%	100.00%	100.00%	100.00%	99.11%	0.00%	
\$125,001 - \$200,000	<div style="width: 36.36%;"></div> 20	36.36%	99.81%	100.00%	100.00%	99.08%	0.00%	
\$200,001 - \$225,000	<div style="width: 14.55%;"></div> 8	14.55%	99.12%	0.00%	97.50%	100.00%	0.00%	
\$225,001 - \$300,000	<div style="width: 12.73%;"></div> 7	12.73%	100.00%	0.00%	100.03%	100.00%	0.00%	
\$300,001 and up	<div style="width: 10.91%;"></div> 6	10.91%	95.94%	76.99%	0.00%	96.23%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.37%	0.00%	
Total Closed Units		55	100%	100.00%	8	31	16	
Total Closed Volume		10,318,709			1.14M	5.21M	3.97M	0.00B

May 2021



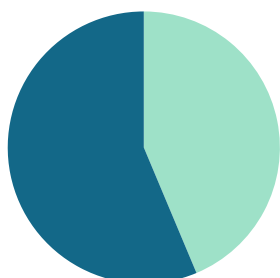
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

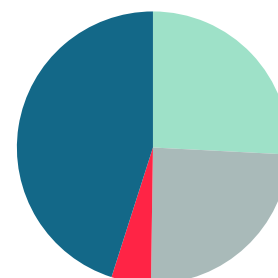


Inventory
 New Listings
69 = 43.67%
 Start Inventory
89
 Total Inventory Units
158
 Volume
\$48,065,654

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%
Median List Price	158,900	169,900	6.92%	132,400	174,900	32.10%
Median Sale Price	159,900	169,900	6.25%	128,450	169,000	31.57%
Median Percent of Selling Price to List Price	98.52%	100.00%	1.50%	97.82%	98.70%	0.91%
Median Days on Market to Sale	31.00	12.00	-61.29%	34.50	17.00	-50.72%
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

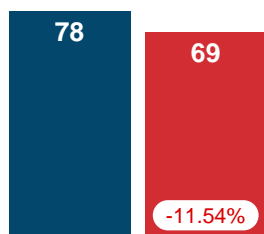
Inventory on May 31, 2021 = **96**

2020 **2021**

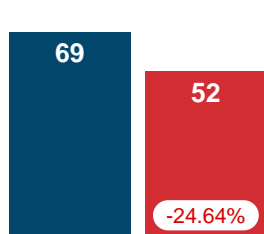
MAY MARKET

MEDIAN PRICES

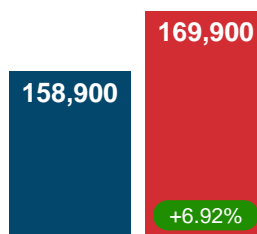
New Listings



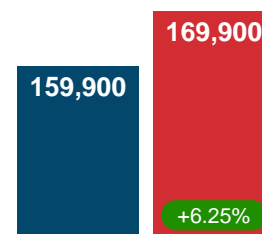
Pending Listings



List Price



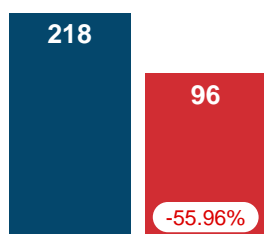
Sale Price



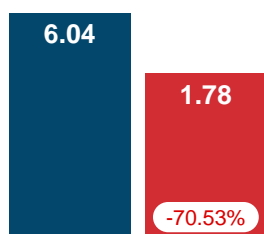
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

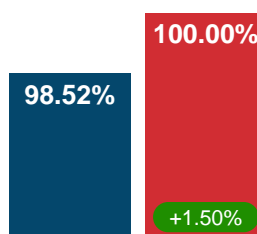
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

