

November 2021



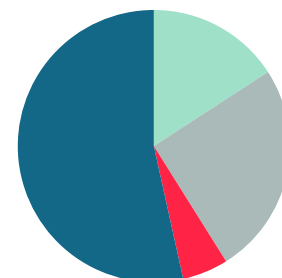
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		+/-%
	2020	2021	
Closed Listings	53	32	-39.62%
Pending Listings	41	51	24.39%
New Listings	51	62	21.57%
Average List Price	210,296	222,710	5.90%
Average Sale Price	206,787	218,791	5.81%
Average Percent of Selling Price to List Price	97.82%	97.64%	-0.18%
Average Days on Market to Sale	31.85	32.38	1.65%
End of Month Inventory	116	108	-6.90%
Months Supply of Inventory	2.42	2.25	-6.73%



■ Closed (15.84%)
■ Pending (25.25%)
■ Other OffMarket (5.45%)
■ Active (53.47%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of November 30, 2021 = **108**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **6.90%** to 108 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **2.25** 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 **5.81%** in November 2021 to \$218,791 versus the previous year at \$206,787.

Average Days on Market Lengthens

The average number of **32.38** days that homes spent on the market before selling increased by 0.53 days or **1.65%** in November 2021 compared to last year's same month at **31.85** DOM.

Sales Success for November 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 62 New Listings in November 2021, up **21.57%** from last year at 51. Furthermore, there were 32 Closed Listings this month versus last year at 53, a **-39.62%** decrease.

Closed versus Listed trends yielded a **51.6%** ratio, down from previous year's, November 2020, at **103.9%**, a **50.33%** downswing. 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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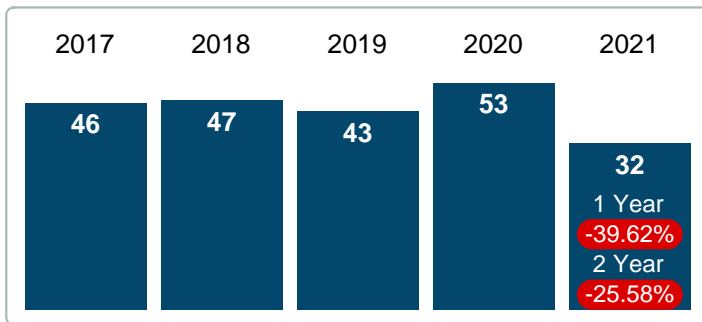
Area Delimited by County Of Cherokee - Residential Property Type



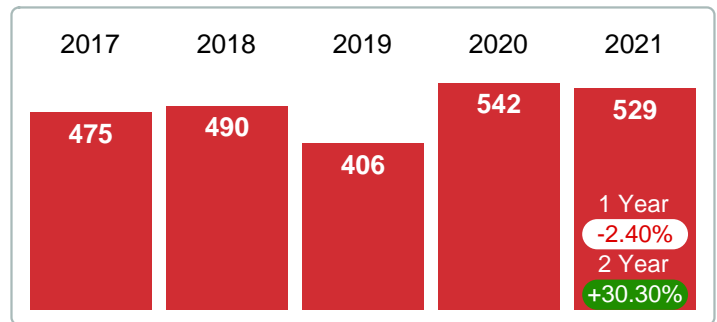
CLOSED LISTINGS

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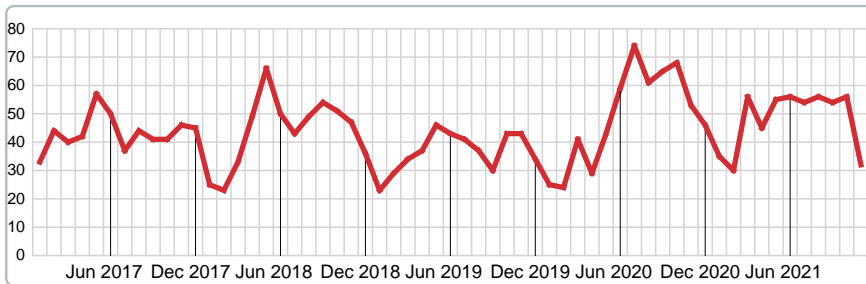
NOVEMBER



YEAR TO DATE (YTD)

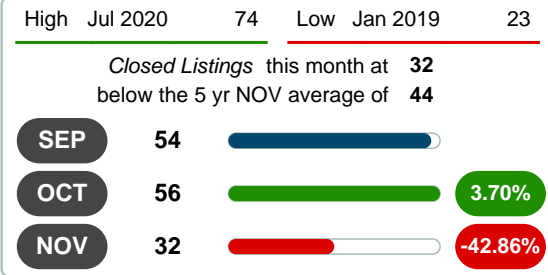


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 44



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	3	9.38%	29.0	1	2	0	0
\$75,001 - \$100,000	2	6.25%	29.5	1	1	0	0
\$100,001 - \$150,000	7	21.88%	14.0	2	5	0	0
\$150,001 - \$175,000	5	15.63%	41.8	0	5	0	0
\$175,001 - \$225,000	6	18.75%	55.7	0	5	1	0
\$225,001 - \$375,000	5	15.63%	8.0	0	4	1	0
\$375,001 and up	4	12.50%	52.3	0	1	2	1
Total Closed Units	32			4	23	4	1
Total Closed Volume	7,001,301	100%	32.4	379.50K	4.61M	1.49M	525.00K
Average Closed Price	\$218,791			\$94,875	\$200,412	\$371,829	\$525,000

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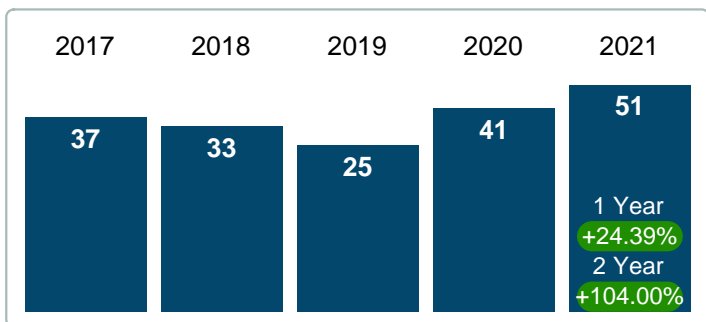
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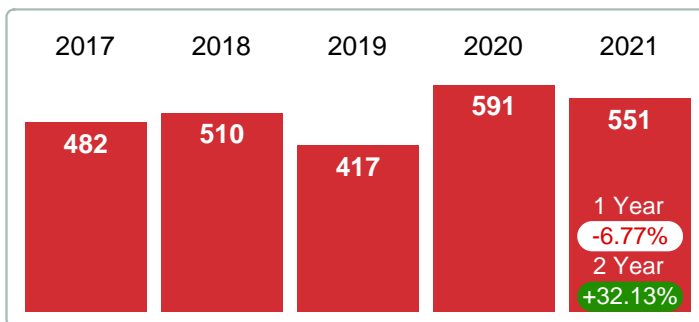
PENDING LISTINGS

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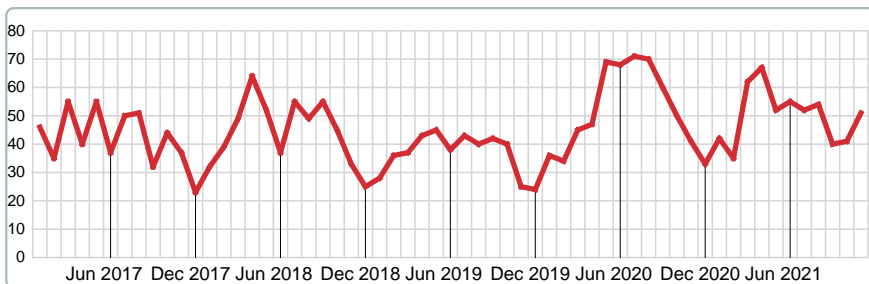
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

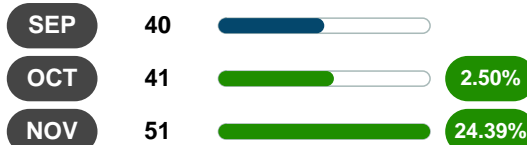


3 MONTHS

5 year NOV AVG = 37

High Jul 2020 71 Low Dec 2017 23

Pending Listings this month at 51 above the 5 yr NOV average of 37



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	5	9.80%	41.6	3	2	0	0
\$75,001 - \$100,000	5	9.80%	53.4	1	3	1	0
\$100,001 - \$125,000	6	11.76%	9.7	3	1	1	1
\$125,001 - \$175,000	11	21.57%	43.2	1	9	1	0
\$175,001 - \$300,000	12	23.53%	58.5	2	5	3	2
\$300,001 - \$400,000	6	11.76%	32.5	0	3	3	0
\$400,001 and up	6	11.76%	24.2	0	6	0	0
Total Pending Units	51			10	29	9	3
Total Pending Volume	11,097,600	100%	40.2	1.15M	7.16M	2.24M	549.90K
Average Listing Price	\$217,600			\$114,865	\$246,862	\$248,894	\$183,300

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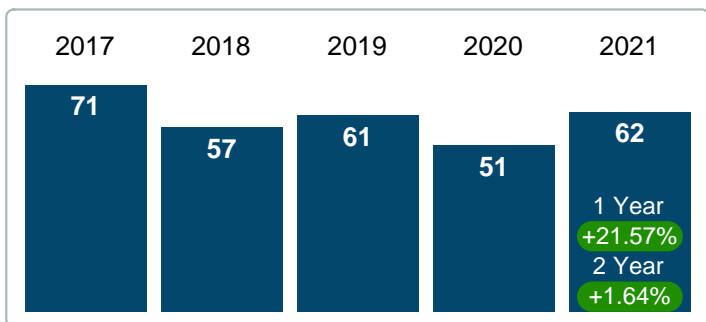
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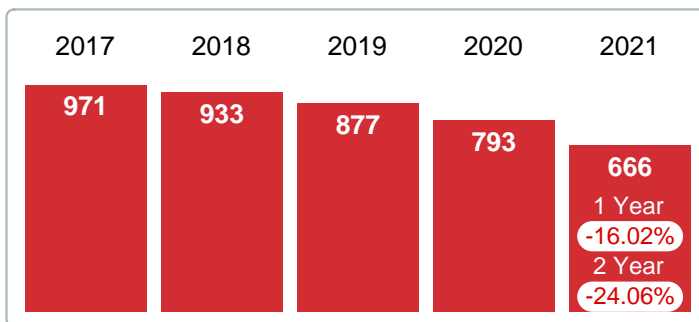
NEW LISTINGS

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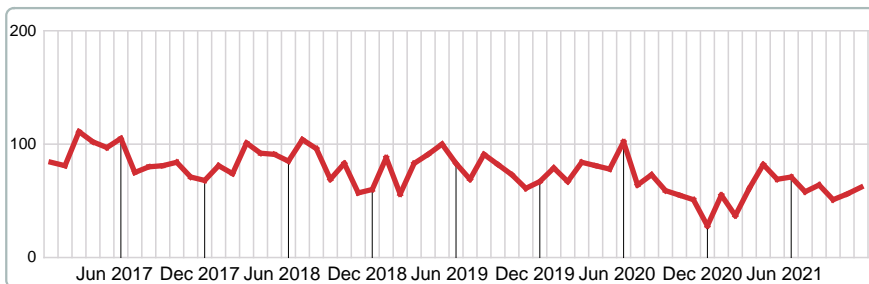
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

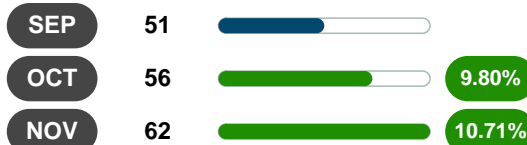


3 MONTHS

5 year NOV AVG = 60

High Mar 2017 111 Low Dec 2020 28

New Listings this month at **62**
 above the 5 yr NOV average of **60**



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	4	6.45%	2	2	0	0
\$75,001 - \$125,000	10	16.13%	3	5	1	1
\$125,001 - \$150,000	7	11.29%	2	4	1	0
\$150,001 - \$250,000	19	30.65%	2	10	5	2
\$250,001 - \$325,000	8	12.90%	1	4	3	0
\$325,001 - \$475,000	8	12.90%	0	5	2	1
\$475,001 and up	6	9.68%	0	3	1	2
Total New Listed Units	62		10	33	13	6
Total New Listed Volume	17,496,140	100%	1.37M	8.51M	3.32M	4.30M
Average New Listed Listing Price	\$263,775		\$136,955	\$257,905	\$255,141	\$716,483

November 2021



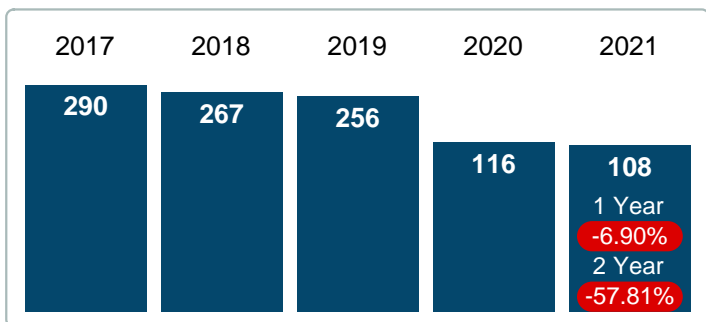
Area Delimited by County Of Cherokee - Residential Property Type



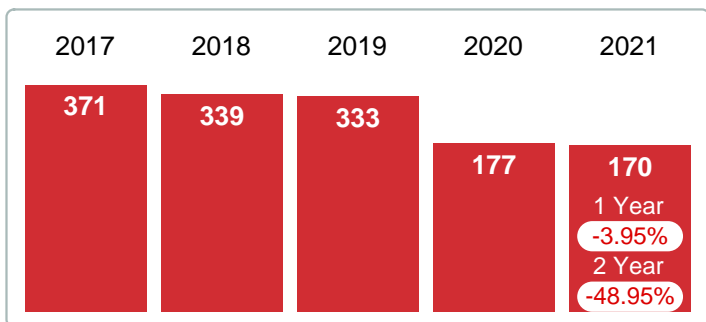
ACTIVE INVENTORY

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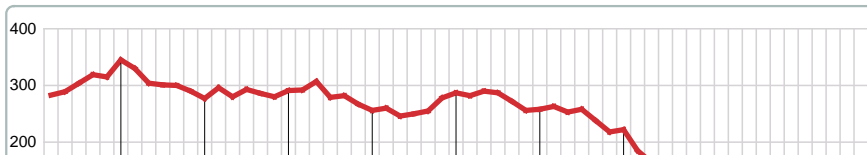
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 207

High Jun 2017	345	Low Mar 2021	87
Inventory this month at 108 below the 5 yr NOV average of 207			
SEP	108		
OCT	108		0.00%
NOV	108		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	5.56%	66.2	2	4	0	0
\$75,001 - \$125,000	14	12.96%	71.3	3	7	3	1
\$125,001 - \$175,000	19	17.59%	55.3	6	9	2	2
\$175,001 - \$275,000	28	25.93%	55.5	3	18	5	2
\$275,001 - \$450,000	16	14.81%	74.5	2	5	7	2
\$450,001 - \$775,000	14	12.96%	72.8	0	5	4	5
\$775,001 and up	11	10.19%	115.4	1	4	3	3
Total Active Inventory by Units	108			17	52	24	15
Total Active Inventory by Volume	41,839,337	100%	69.3	5.42M	17.99M	9.48M	8.94M
Average Active Inventory Listing Price	\$387,401			\$319,076	\$345,990	\$395,043	\$596,167

November 2021



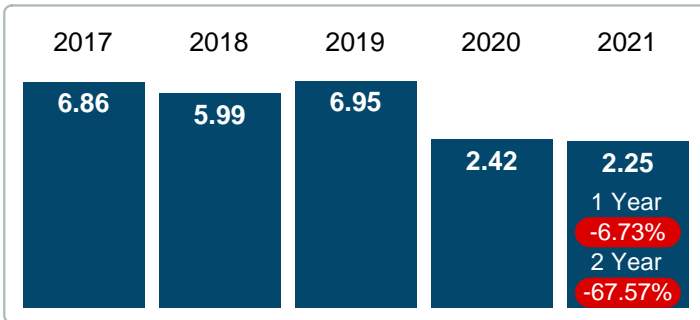
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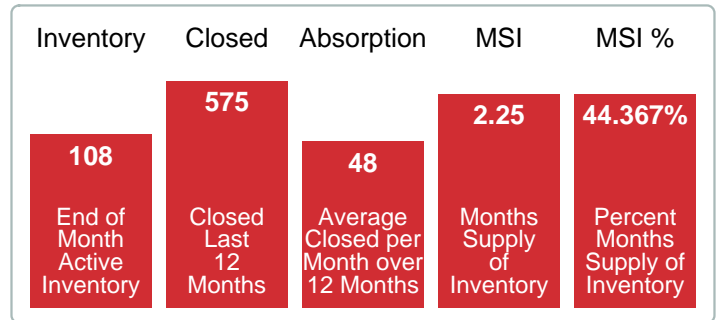
MONTHS SUPPLY of INVENTORY (MSI)

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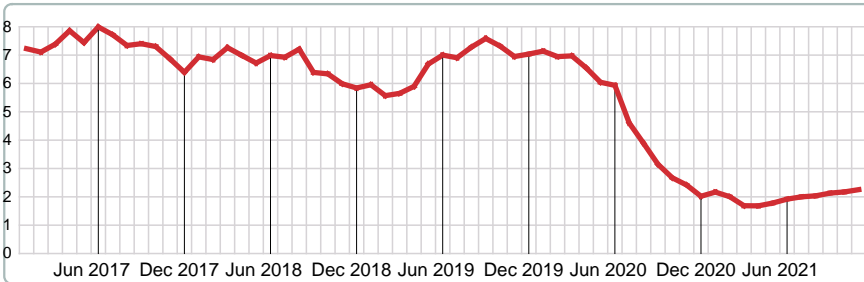
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

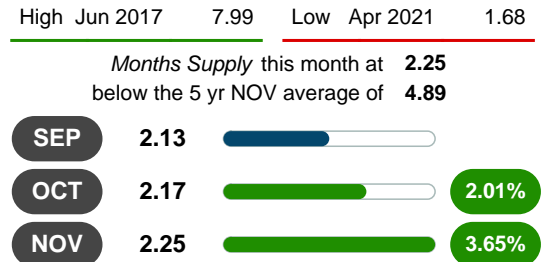


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.89



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	6	5.56%	1.26	0.65	2.67	0.00	0.00
\$75,001 - \$125,000	14	12.96%	1.73	0.95	1.68	4.50	12.00
\$125,001 - \$175,000	19	17.59%	1.50	4.24	1.04	0.92	4.80
\$175,001 - \$275,000	28	25.93%	1.96	4.50	1.65	2.22	4.80
\$275,001 - \$450,000	16	14.81%	2.70	4.00	1.62	3.82	4.00
\$450,001 - \$775,000	14	12.96%	7.00	0.00	6.00	4.80	15.00
\$775,001 and up	11	10.19%	44.00	0.00	48.00	36.00	36.00
Market Supply of Inventory (MSI)			2.25	1.92	1.78	3.00	8.18
Total Active Inventory by Units		100%	2.25	17	52	24	15

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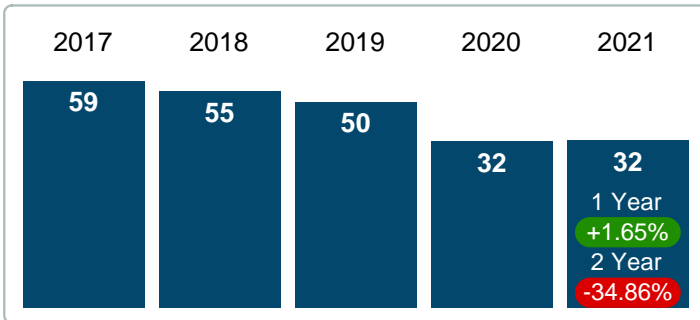
Area Delimited by County Of Cherokee - Residential Property Type



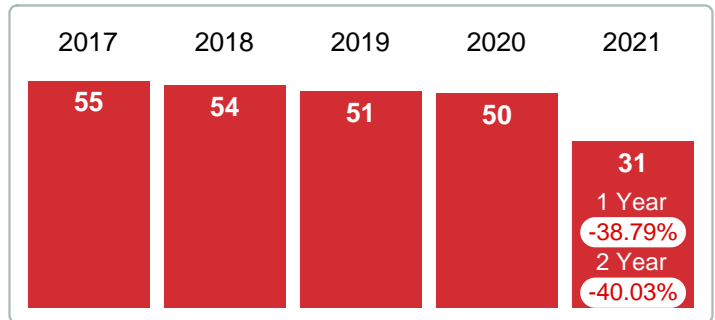
AVERAGE DAYS ON MARKET TO SALE

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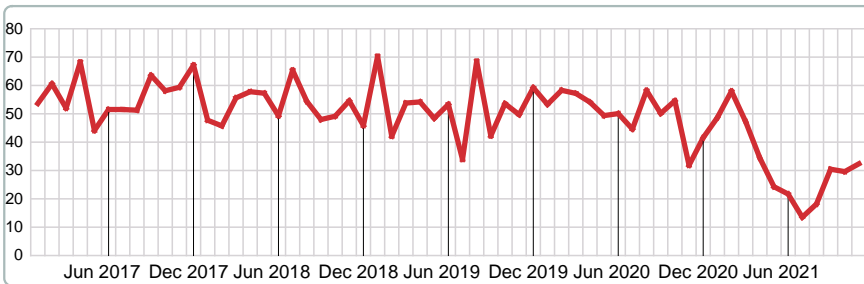
NOVEMBER



YEAR TO DATE (YTD)

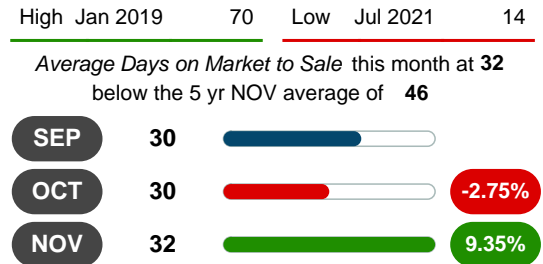


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



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	9.38%	29	8	40	0	0
\$75,001 - \$100,000	6.25%	30	48	11	0	0
\$100,001 - \$150,000	21.88%	14	8	16	0	0
\$150,001 - \$175,000	15.63%	42	0	42	0	0
\$175,001 - \$225,000	18.75%	56	0	57	49	0
\$225,001 - \$375,000	15.63%	8	0	7	12	0
\$375,001 and up	12.50%	52	0	7	99	4
Average Closed DOM		32	18	30	65	4
Total Closed Units	100%	32	4	23	4	1
Total Closed Volume		7,001,301	379.50K	4.61M	1.49M	525.00K

November 2021



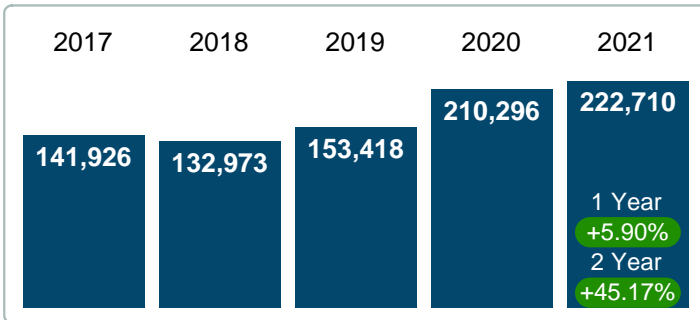
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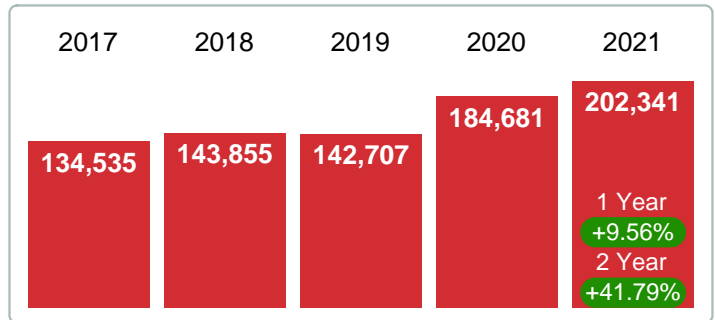
AVERAGE LIST PRICE AT CLOSING

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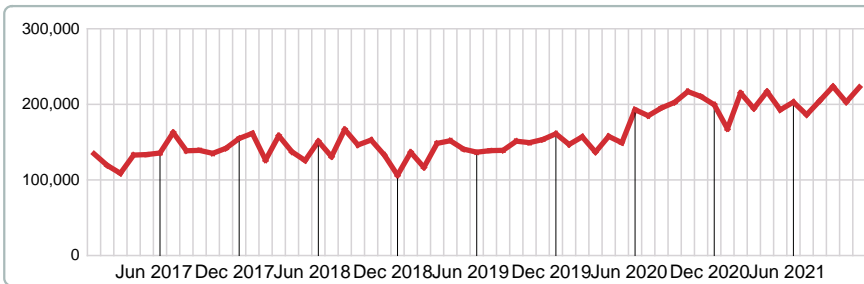
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

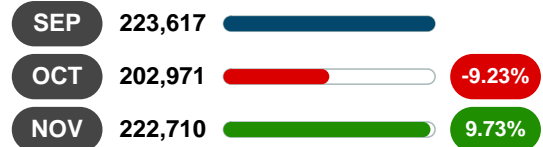


3 MONTHS

5 year NOV AVG = 172,265

High Sep 2021 223,617 Low Dec 2018 106,258

Average List Price at Closing this month at **222,710** above the 5 yr NOV average of **172,265**



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	6.25%	48,750	59,500	58,950	0	0
\$75,001 - \$100,000	9.38%	88,300	89,000	96,000	0	0
\$100,001 - \$150,000	21.88%	128,543	115,000	133,960	0	0
\$150,001 - \$175,000	18.75%	166,500	0	164,900	0	0
\$175,001 - \$225,000	12.50%	191,275	0	189,920	219,900	0
\$225,001 - \$375,000	18.75%	271,336	0	259,450	360,315	0
\$375,001 and up	12.50%	618,100	0	998,500	474,450	525,000
Average List Price		222,710	94,625	204,091	382,279	525,000
Total Closed Units	100%	222,710	4	23	4	1
Total Closed Volume		7,126,715	378.50K	4.69M	1.53M	525.00K

November 2021



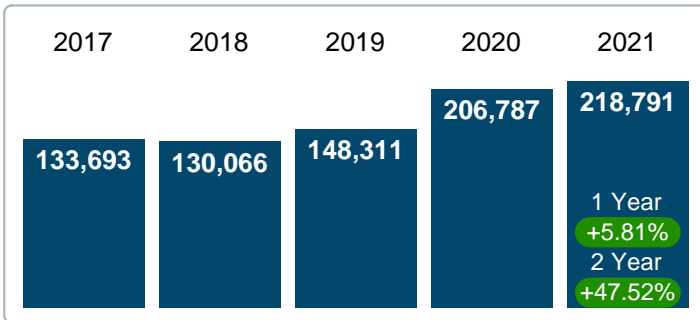
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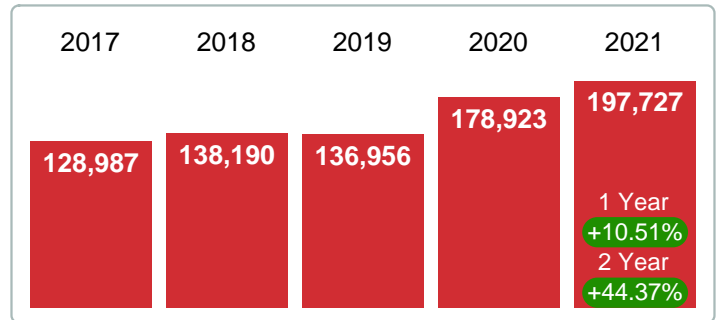
AVERAGE SOLD PRICE AT CLOSING

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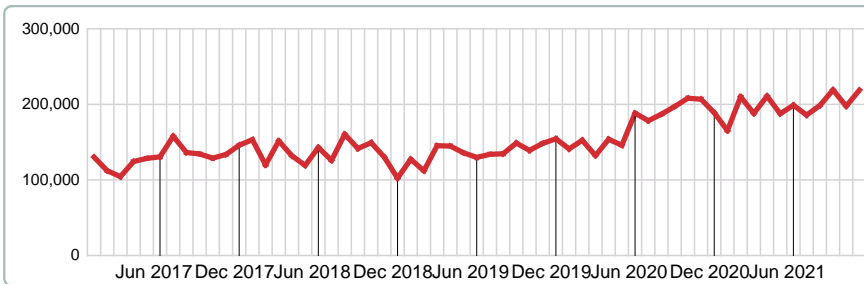
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

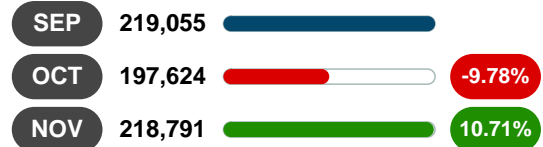


3 MONTHS

5 year NOV AVG = 167,529

High Sep 2021 219,055 | Low Dec 2018 102,382

Average Sold Price at Closing this month at **218,791**
above the 5 yr NOV average of **167,529**



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	9.38%	49,000	59,500	43,750	0	0
\$75,001 - \$100,000	6.25%	95,000	90,000	100,000	0	0
\$100,001 - \$150,000	21.88%	128,242	115,000	133,539	0	0
\$150,001 - \$175,000	15.63%	162,500	0	162,500	0	0
\$175,001 - \$225,000	18.75%	192,833	0	188,400	215,000	0
\$225,001 - \$375,000	15.63%	277,363	0	256,625	360,315	0
\$375,001 and up	12.50%	602,573	0	973,291	456,000	525,000
Average Sold Price		218,791	94,875	200,412	371,829	525,000
Total Closed Units	100%	218,791	4	23	4	1
Total Closed Volume		7,001,301	379.50K	4.61M	1.49M	525.00K

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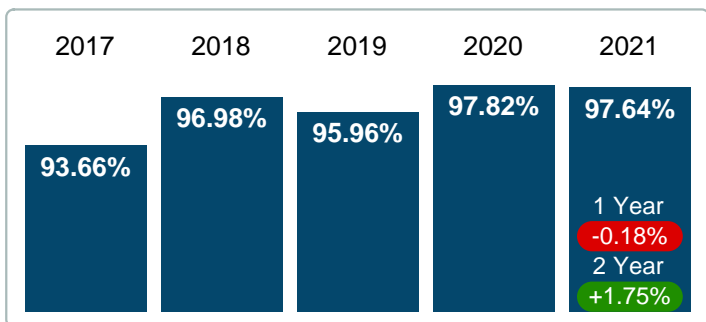
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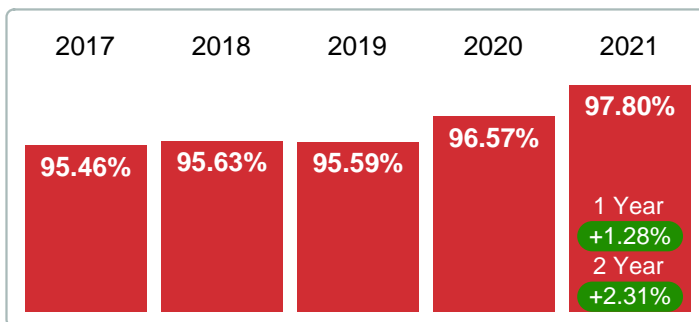
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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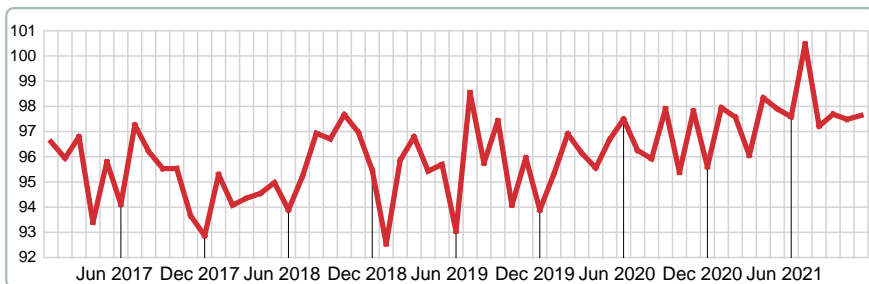
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

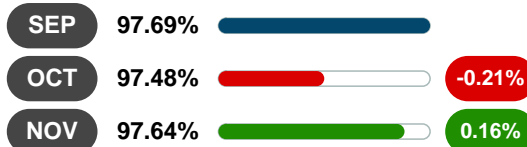


3 MONTHS

5 year NOV AVG = 96.41%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.64%** above the 5 yr NOV average of **96.41%**



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	3	9.38%	82.03%	100.00%	73.04%	0.00%	0.00%
\$75,001 - \$100,000	2	6.25%	102.65%	101.12%	104.17%	0.00%	0.00%
\$100,001 - \$150,000	7	21.88%	99.87%	100.00%	99.82%	0.00%	0.00%
\$150,001 - \$175,000	5	15.63%	98.54%	0.00%	98.54%	0.00%	0.00%
\$175,001 - \$225,000	6	18.75%	99.34%	0.00%	99.66%	97.77%	0.00%
\$225,001 - \$375,000	5	15.63%	99.17%	0.00%	98.97%	100.00%	0.00%
\$375,001 and up	4	12.50%	97.34%	0.00%	97.48%	95.94%	100.00%
Average Sold/List Ratio		97.60%		100.28%	97.12%	97.41%	100.00%
Total Closed Units		32	100%	4	23	4	1
Total Closed Volume		7,001,301		379.50K	4.61M	1.49M	525.00K

November 2021



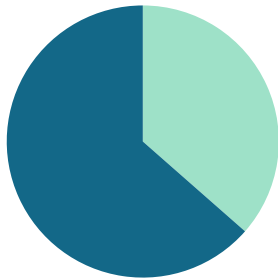
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

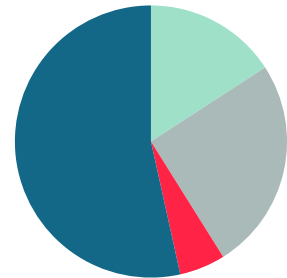


Inventory
 New Listings
62 = 36.47%
 Start Inventory
108
 Total Inventory Units
170
 Volume
\$58,133,037

Market Activity

Closed Sales
32 = 15.84%
 Pending Sales
51 = 25.25%
 Other Off Market
11 = 5.45%
 Active Inventory
108 = 53.47%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	53	32	-39.62%	542	529	-2.40%
Pending Sales	41	51	24.39%	591	551	-6.77%
New Listings	51	62	21.57%	793	666	-16.02%
Average List Price	210,296	222,710	5.90%	184,681	202,341	9.56%
Average Sale Price	206,787	218,791	5.81%	178,923	197,727	10.51%
Average Percent of Selling Price to List Price	97.82%	97.64%	-0.18%	96.57%	97.80%	1.28%
Average Days on Market to Sale	31.85	32.38	1.65%	50.25	30.76	-38.79%
Monthly Inventory	116	108	-6.90%	116	108	-6.90%
Months Supply of Inventory	2.42	2.25	-6.73%	2.42	2.25	-6.73%

Absorption: Last 12 months, an Average of **48** Sales/Month

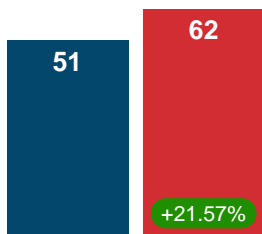
Inventory on November 30, 2021 = **108**

2020 **2021**

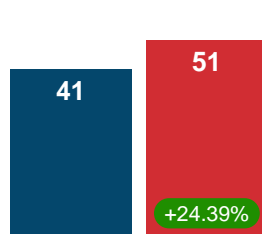
NOVEMBER MARKET

AVERAGE PRICES

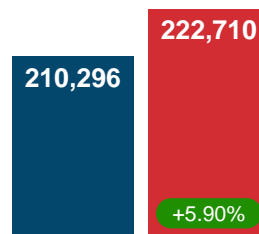
New Listings



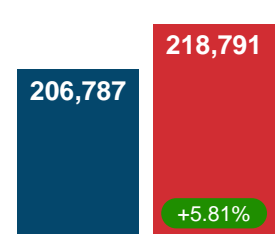
Pending Listings



List Price



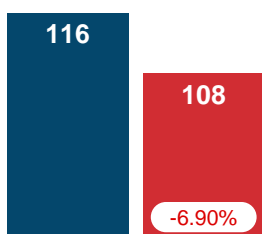
Sale Price



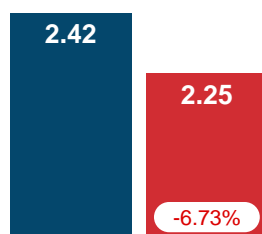
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

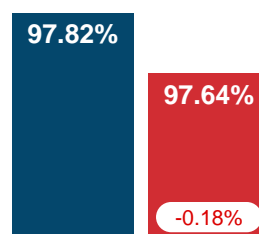
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

