

October 2021



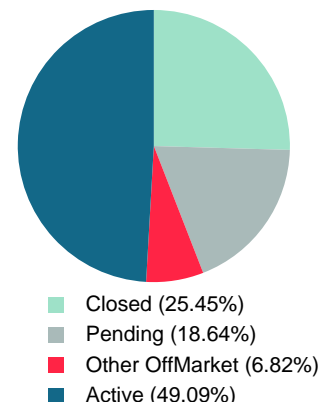
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	68	56	-17.65%
Pending Listings	50	41	-18.00%
New Listings	55	56	1.82%
Median List Price	174,900	164,950	-5.69%
Median Sale Price	179,450	159,250	-11.26%
Median Percent of Selling Price to List Price	97.52%	99.97%	2.52%
Median Days on Market to Sale	35.00	14.00	-60.00%
End of Month Inventory	126	108	-14.29%
Months Supply of Inventory	2.67	2.17	-18.60%



Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of October 31, 2021 = **108**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **14.29%** to 108 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **2.17** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.26%** in October 2021 to \$159,250 versus the previous year at \$179,450.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 21.00 days or **60.00%** in October 2021 compared to last year's same month at **35.00** DOM.

Sales Success for October 2021 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 56 New Listings in October 2021, up **1.82%** from last year at 55. Furthermore, there were 56 Closed Listings this month versus last year at 68, a **-17.65%** decrease.

Closed versus Listed trends yielded a **100.0%** ratio, down from previous year's, October 2020, at **123.6%**, a **19.12%** 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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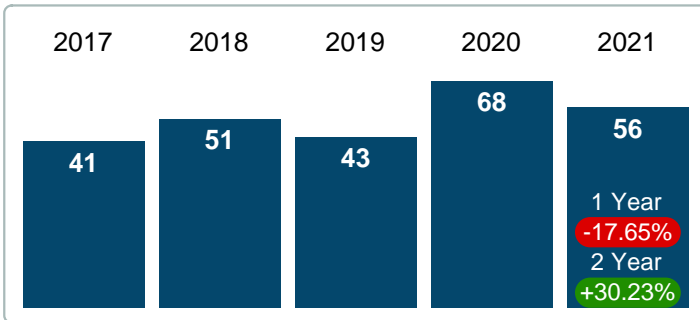
Area Delimited by County Of Cherokee - Residential Property Type



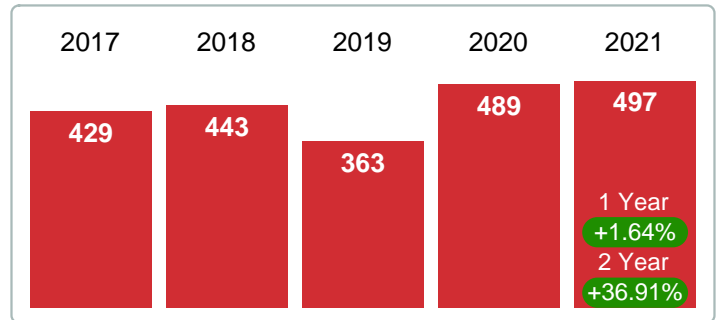
CLOSED LISTINGS

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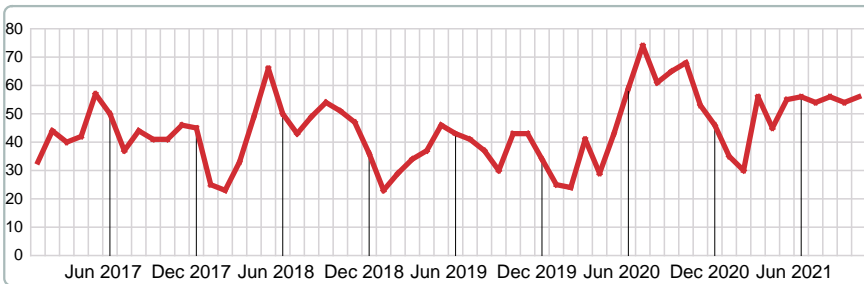
OCTOBER



YEAR TO DATE (YTD)

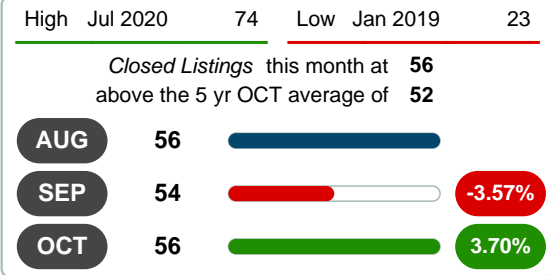


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



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	3	5.36%	37.0	2	1	0	0
\$75,001 - \$100,000	6	10.71%	27.5	4	2	0	0
\$100,001 - \$125,000	8	14.29%	38.0	3	5	0	0
\$125,001 - \$175,000	14	25.00%	6.0	1	7	6	0
\$175,001 - \$225,000	8	14.29%	18.5	1	7	0	0
\$225,001 - \$300,000	11	19.64%	10.0	1	8	2	0
\$300,001 and up	6	10.71%	40.0	0	3	3	0
Total Closed Units	56			12	33	11	0
Total Closed Volume	11,066,944	100%	14.0	1.36M	6.58M	3.13M	0.00B
Median Closed Price	\$159,250			\$95,575	\$185,000	\$164,900	\$0

October 2021



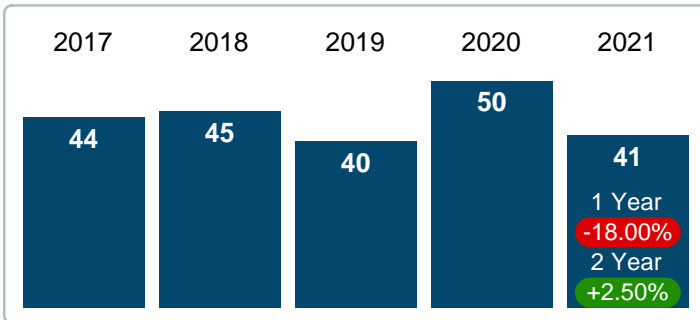
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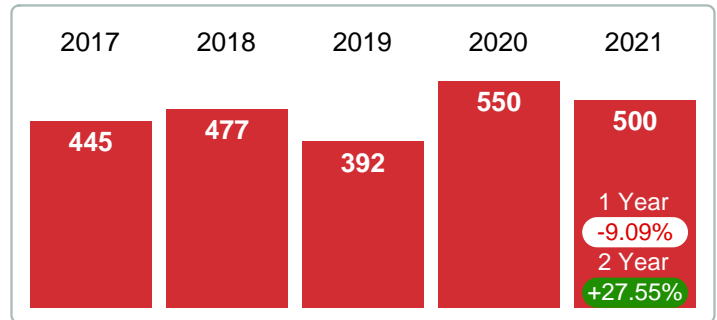
PENDING LISTINGS

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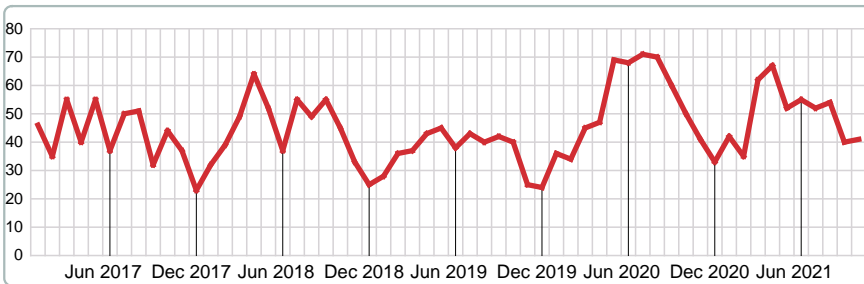
OCTOBER



YEAR TO DATE (YTD)

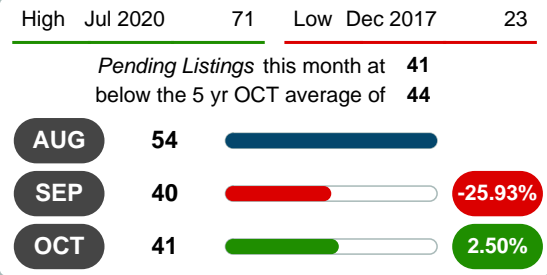


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	9.76%	2.0	2	2	0	0
\$60,001 - \$80,000	4	9.76%	4.0	1	2	1	0
\$80,001 - \$120,000	6	14.63%	54.0	2	4	0	0
\$120,001 - \$160,000	10	24.39%	8.0	1	9	0	0
\$160,001 - \$190,000	6	14.63%	13.0	0	6	0	0
\$190,001 - \$240,000	6	14.63%	6.0	0	4	2	0
\$240,001 and up	5	12.20%	16.0	0	2	2	1
Total Pending Units	41			6	29	5	1
Total Pending Volume	6,580,645	100%	8.0	468.90K	4.30M	1.29M	525.00K
Median Listing Price	\$145,500			\$79,500	\$149,900	\$219,900	\$525,000

October 2021



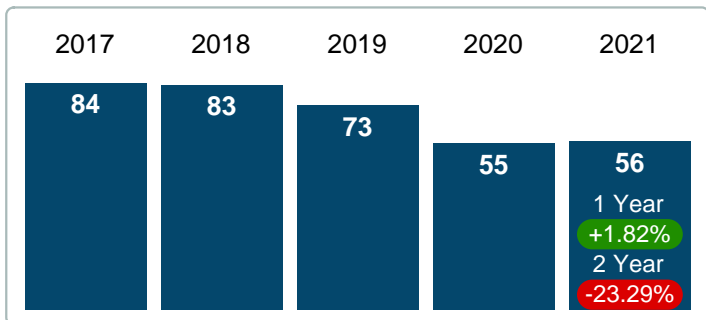
Area Delimited by County Of Cherokee - Residential Property Type



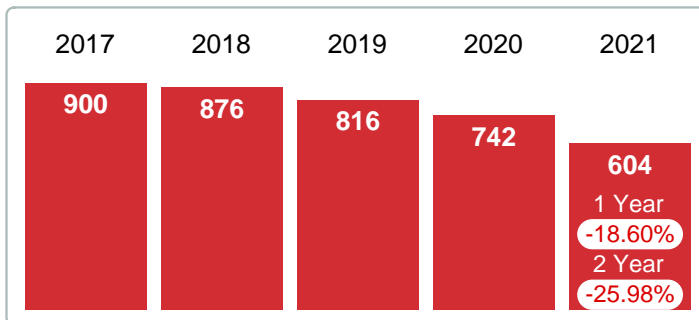
NEW LISTINGS

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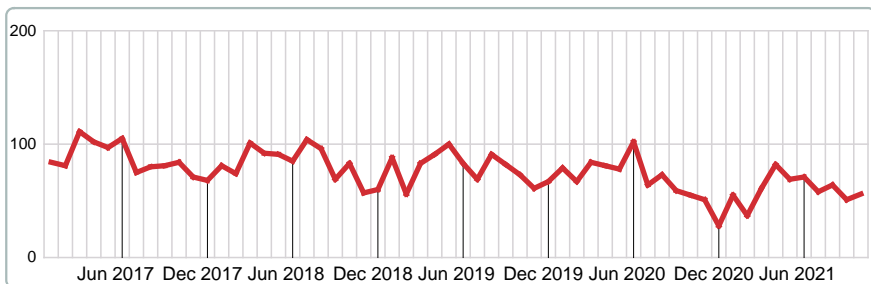
OCTOBER



YEAR TO DATE (YTD)

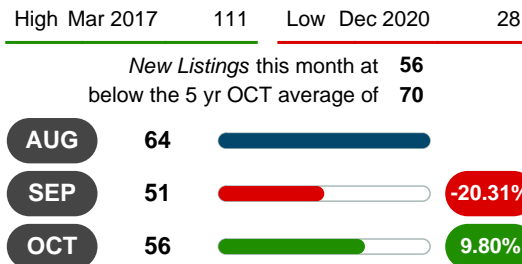


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



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	3	5.36%	1	2	0	0
\$50,001 - \$100,000	9	16.07%	3	5	1	0
\$100,001 - \$125,000	3	5.36%	1	1	0	1
\$125,001 - \$175,000	16	28.57%	3	11	1	1
\$175,001 - \$275,000	12	21.43%	1	9	1	1
\$275,001 - \$525,000	8	14.29%	0	2	3	3
\$525,001 and up	5	8.93%	0	2	1	2
Total New Listed Units	56		9	32	7	8
Total New Listed Volume	12,977,495	100%	1.05M	6.36M	2.22M	3.35M
Median New Listed Listing Price	\$167,450		\$115,000	\$162,450	\$299,000	\$424,900

October 2021



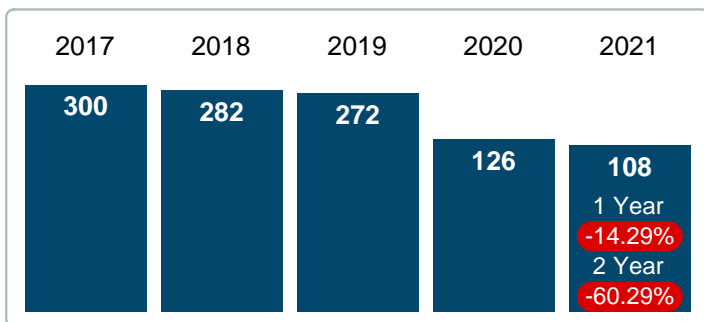
Area Delimited by County Of Cherokee - Residential Property Type



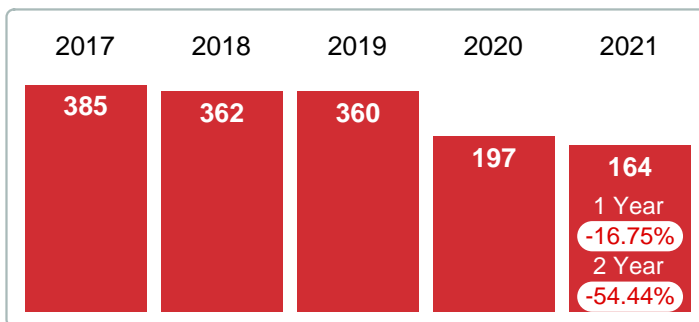
ACTIVE INVENTORY

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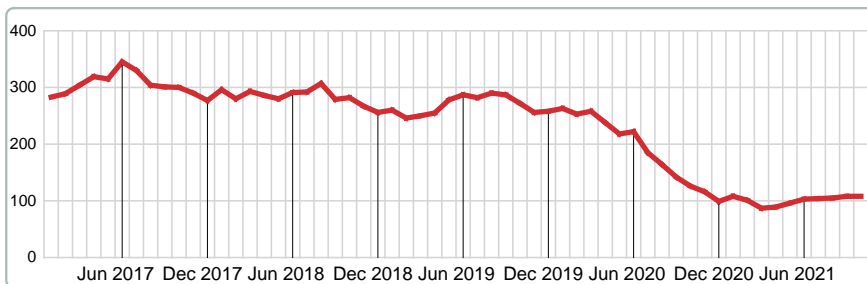
END OF OCTOBER



ACTIVE DURING OCTOBER

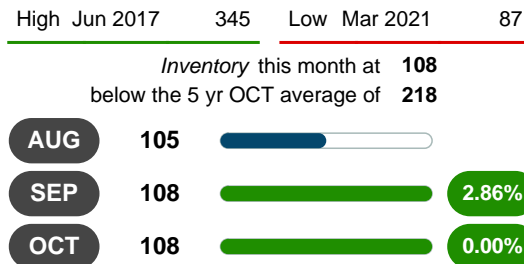


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 218



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.41%	54.5	3	5	0	0
\$75,001 - \$125,000	15	13.89%	62.0	4	6	4	1
\$125,001 - \$150,000	13	12.04%	44.0	3	9	0	1
\$150,001 - \$275,000	31	28.70%	66.0	5	17	4	5
\$275,001 - \$425,000	16	14.81%	41.0	1	7	7	1
\$425,001 - \$750,000	15	13.89%	48.0	1	4	5	5
\$750,001 and up	10	9.26%	95.5	1	4	3	2
Total Active Inventory by Units	108			18	52	23	15
Total Active Inventory by Volume	40,636,897	100%	53.5	5.49M	17.71M	9.24M	8.19M
Median Active Inventory Listing Price	\$216,900			\$144,950	\$188,900	\$299,999	\$419,900

October 2021



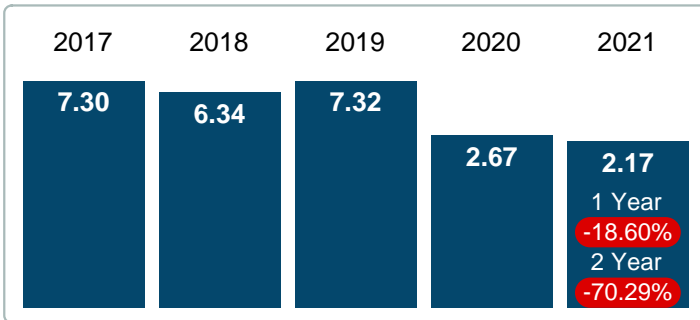
Area Delimited by County Of Cherokee - Residential Property Type



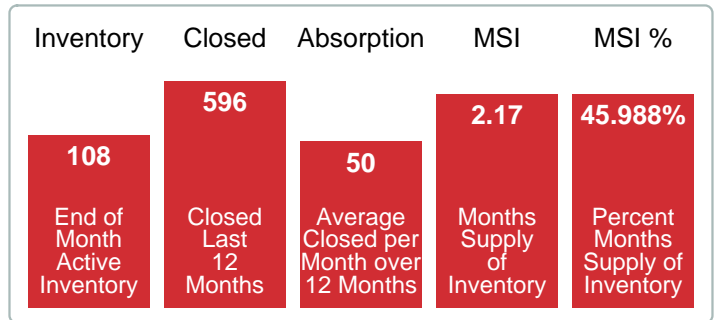
MONTHS SUPPLY of INVENTORY (MSI)

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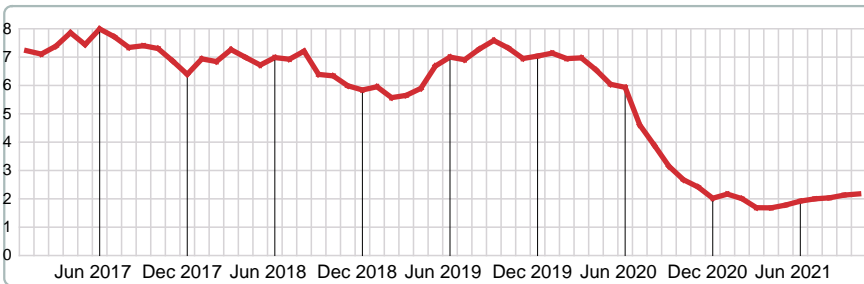
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS

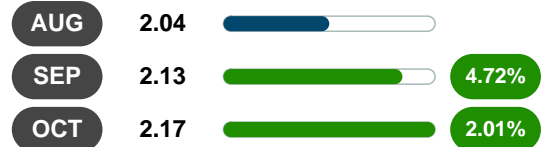


3 MONTHS

5 year OCT AVG = 5.16

High Jun 2017 7.99 Low Apr 2021 1.68

Months Supply this month at 2.17 below the 5 yr OCT average of 5.16



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	8	7.41%	1.60	0.92	3.16	0.00	0.00
\$75,001 - \$125,000	15	13.89%	1.75	1.30	1.29	5.33	12.00
\$125,001 - \$150,000	13	12.04%	1.84	3.27	1.96	0.00	3.00
\$150,001 - \$275,000	31	28.70%	1.51	3.75	1.11	1.20	10.00
\$275,001 - \$425,000	16	14.81%	3.15	2.40	2.63	4.67	2.00
\$425,001 - \$750,000	15	13.89%	4.74	12.00	2.18	5.45	15.00
\$750,001 and up	10	9.26%	40.00	0.00	0.00	18.00	24.00
Market Supply of Inventory (MSI)			2.17	1.98	1.70	2.85	8.18
Total Active Inventory by Units		100%	2.17	18	52	23	15

October 2021



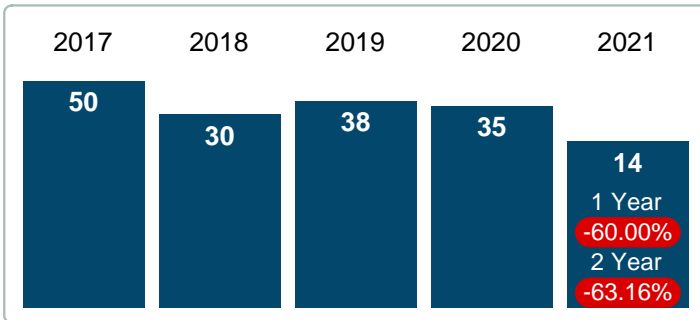
Area Delimited by County Of Cherokee - Residential Property Type



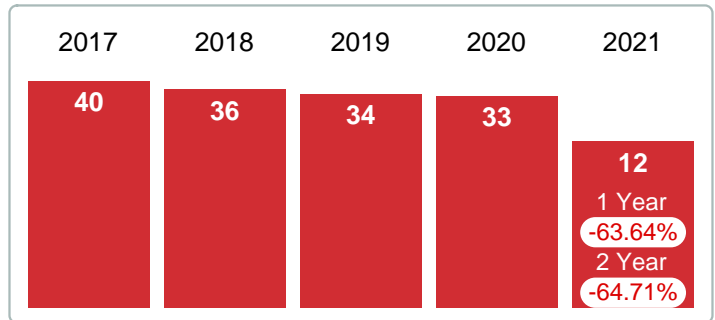
MEDIAN DAYS ON MARKET TO SALE

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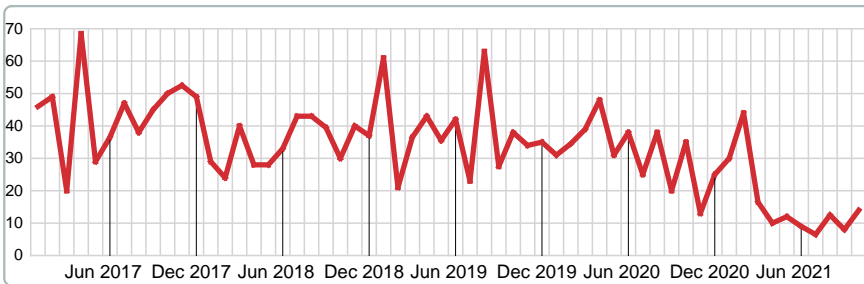
OCTOBER



YEAR TO DATE (YTD)

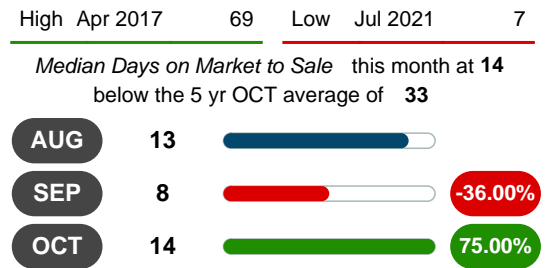


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 33



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	5.36%	37	49	37	0	0
\$75,001 - \$100,000	10.71%	28	15	85	0	0
\$100,001 - \$125,000	14.29%	38	23	53	0	0
\$125,001 - \$175,000	25.00%	6	4	2	17	0
\$175,001 - \$225,000	14.29%	19	10	27	0	0
\$225,001 - \$300,000	19.64%	10	64	12	3	0
\$300,001 and up	10.71%	40	0	52	28	0
Median Closed DOM		14	15	13	20	0
Total Closed Units	100%	56	12	33	11	
Total Closed Volume		11,066,944	1.36M	6.58M	3.13M	0.00B

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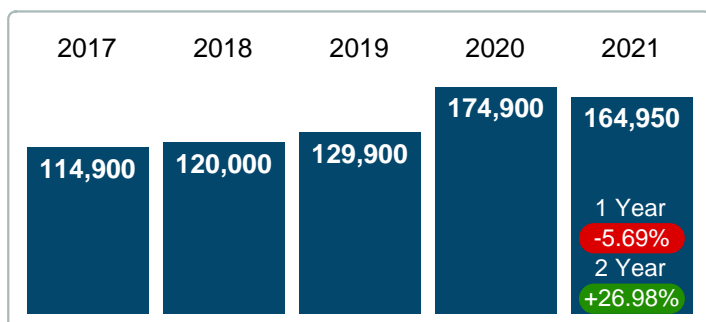
Area Delimited by County Of Cherokee - Residential Property Type



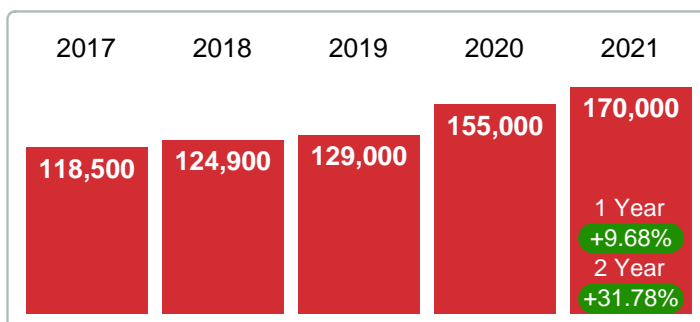
MEDIAN LIST PRICE AT CLOSING

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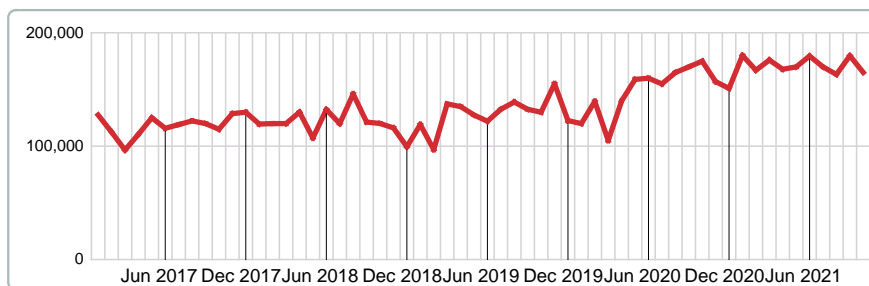
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

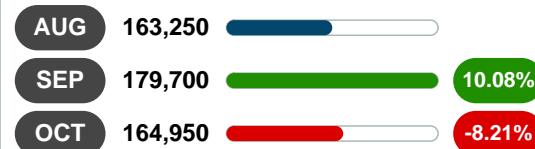


3 MONTHS

5 year OCT AVG = 140,930

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

Median List Price at Closing this month at **164,950**
above the 5 yr OCT average of **140,930**



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	3.57%	61,078	61,078	0	0	0
\$75,001 - \$100,000	10.71%	84,500	84,500	87,450	0	0
\$100,001 - \$125,000	14.29%	112,450	114,900	110,000	0	0
\$125,001 - \$175,000	28.57%	155,750	129,900	139,000	161,950	0
\$175,001 - \$225,000	12.50%	200,000	200,000	200,900	0	0
\$225,001 - \$300,000	19.64%	249,000	255,000	246,950	267,400	0
\$300,001 and up	10.71%	507,000	0	475,000	535,000	0
Median List Price		164,950	99,575	189,900	169,000	0
Total Closed Units	100%	164,950	12	33	11	
Total Closed Volume		11,366,349	1.40M	6.75M	3.22M	0.00B

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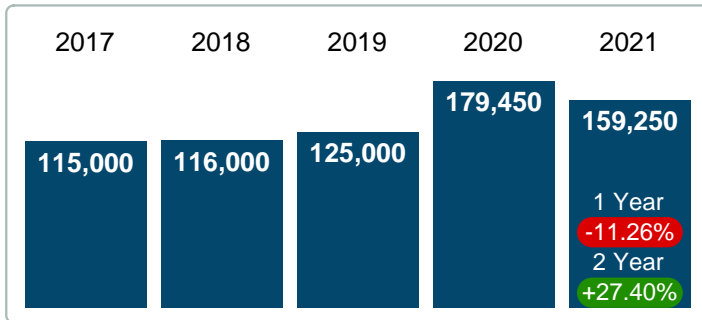
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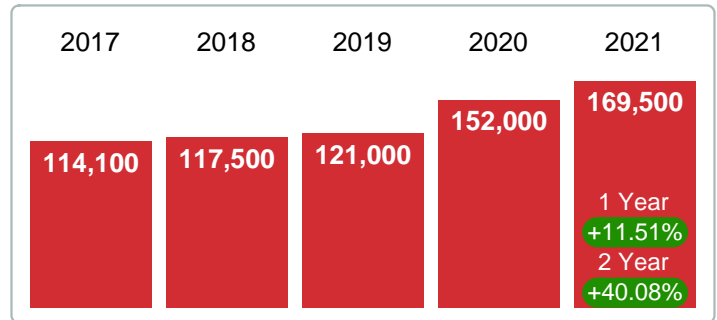
MEDIAN SOLD PRICE AT CLOSING

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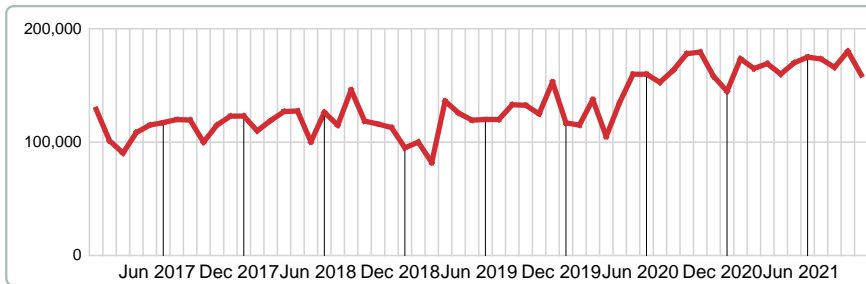
OCTOBER



YEAR TO DATE (YTD)

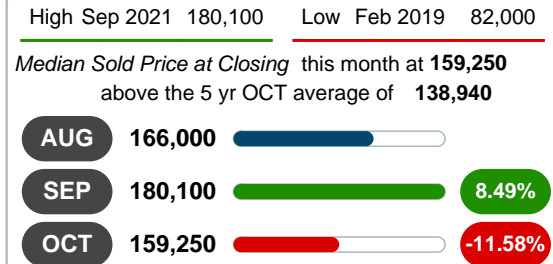


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 138,940



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	5.36%	63,000	54,000	72,000	0	0
\$75,001 - \$100,000	10.71%	85,125	80,500	95,000	0	0
\$100,001 - \$125,000	14.29%	114,450	114,900	114,000	0	0
\$125,001 - \$175,000	25.00%	144,823	135,000	140,000	154,125	0
\$175,001 - \$225,000	14.29%	196,700	190,000	198,400	0	0
\$225,001 - \$300,000	19.64%	245,000	258,000	244,950	265,400	0
\$300,001 and up	10.71%	490,000	0	410,000	520,000	0
Median Sold Price		159,250	95,575	185,000	164,900	0
Total Closed Units	100%	56	12	33	11	0
Total Closed Volume		11,066,944	1.36M	6.58M	3.13M	0.00B

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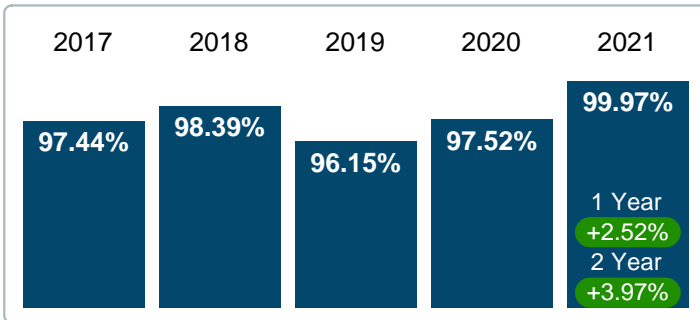
Area Delimited by County Of Cherokee - Residential Property Type



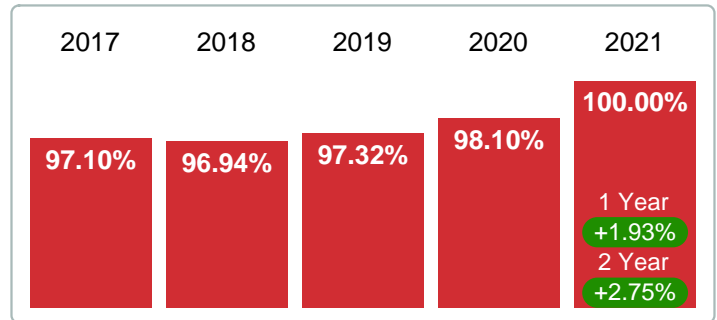
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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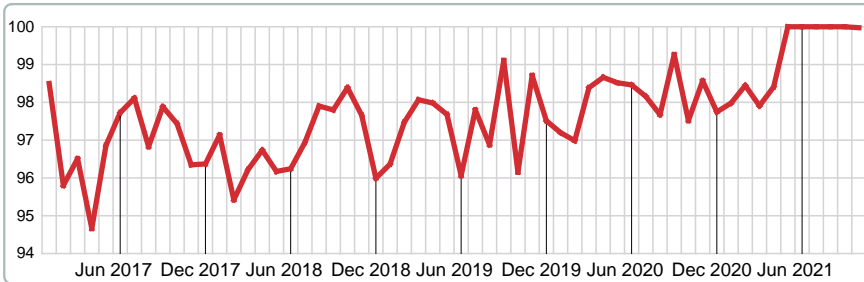
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

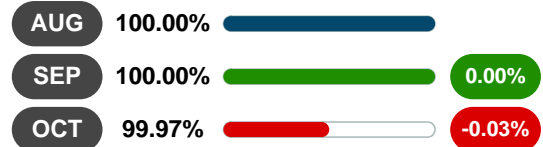


3 MONTHS

5 year OCT AVG = 97.89%

High Sep 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **99.97%**
above the 5 yr OCT average of **97.89%**



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	3	5.36%	90.11%	88.69%	90.11%	0.00%	0.00%
\$75,001 - \$100,000	6	10.71%	97.25%	97.25%	94.81%	0.00%	0.00%
\$100,001 - \$125,000	8	14.29%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	14	25.00%	100.00%	103.93%	100.00%	96.02%	0.00%
\$175,001 - \$225,000	8	14.29%	99.97%	95.00%	100.00%	0.00%	0.00%
\$225,001 - \$300,000	11	19.64%	100.00%	101.18%	100.00%	99.33%	0.00%
\$300,001 and up	6	10.71%	96.61%	0.00%	89.92%	97.20%	0.00%
Median Sold/List Ratio		99.97%		97.50%	100.00%	97.96%	0.00%
Total Closed Units		56	100%	12	33	11	
Total Closed Volume		11,066,944		1.36M	6.58M	3.13M	0.00B

October 2021



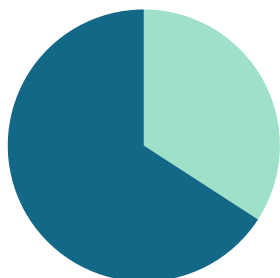
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

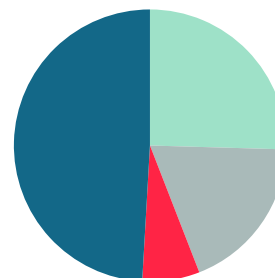


Inventory
 New Listings
56 = 34.15%
 Start Inventory
108
 Total Inventory Units
164
 Volume
\$52,964,110

Market Activity

Closed Sales
56 = 25.45%
 Pending Sales
41 = 18.64%
 Other Off Market
15 = 6.82%
 Active Inventory
108 = 49.09%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	68	56	-17.65%	489	497	1.64%
Pending Sales	50	41	-18.00%	550	500	-9.09%
New Listings	55	56	1.82%	742	604	-18.60%
Median List Price	174,900	164,950	-5.69%	155,000	170,000	9.68%
Median Sale Price	179,450	159,250	-11.26%	152,000	169,500	11.51%
Median Percent of Selling Price to List Price	97.52%	99.97%	2.52%	98.10%	100.00%	1.93%
Median Days on Market to Sale	35.00	14.00	-60.00%	33.00	12.00	-63.64%
Monthly Inventory	126	108	-14.29%	126	108	-14.29%
Months Supply of Inventory	2.67	2.17	-18.60%	2.67	2.17	-18.60%

Absorption: Last 12 months, an Average of **50** Sales/Month

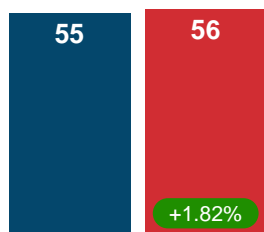
Inventory on October 31, 2021 = **108**

2020 **2021**

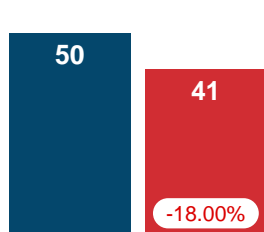
OCTOBER MARKET

MEDIAN PRICES

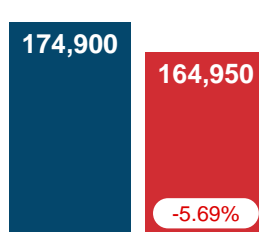
New Listings



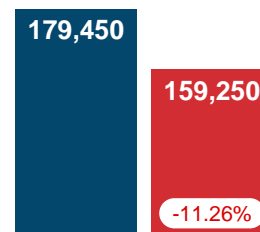
Pending Listings



List Price



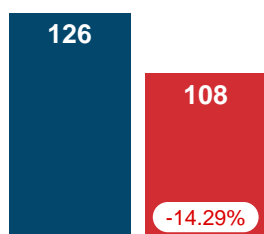
Sale Price



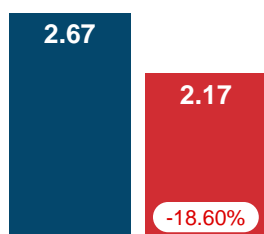
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

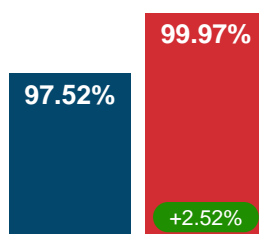
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

