

September 2021



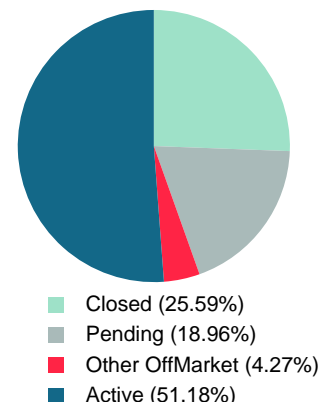
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	65	54	-16.92%
Pending Listings	60	40	-33.33%
New Listings	59	51	-13.56%
Average List Price	202,669	223,617	10.34%
Average Sale Price	197,129	219,055	11.12%
Average Percent of Selling Price to List Price	97.90%	97.69%	-0.22%
Average Days on Market to Sale	50.12	30.44	-39.26%
End of Month Inventory	142	108	-23.94%
Months Supply of Inventory	3.15	2.13	-32.32%



Absorption: Last 12 months, an Average of **51** Sales/Month
Active Inventory as of September 30, 2021 = **108**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **23.94%** to 108 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **2.13** 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 **11.12%** in September 2021 to \$219,055 versus the previous year at \$197,129.

Average Days on Market Shortens

The average number of **30.44** days that homes spent on the market before selling decreased by 19.68 days or **39.26%** in September 2021 compared to last year's same month at **50.12** DOM.

Sales Success for September 2021 is Positive

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

There were 51 New Listings in September 2021, down **13.56%** from last year at 59. Furthermore, there were 54 Closed Listings this month versus last year at 65, a **-16.92%** decrease.

Closed versus Listed trends yielded a **105.9%** ratio, down from previous year's, September 2020, at **110.2%**, a **3.89%** 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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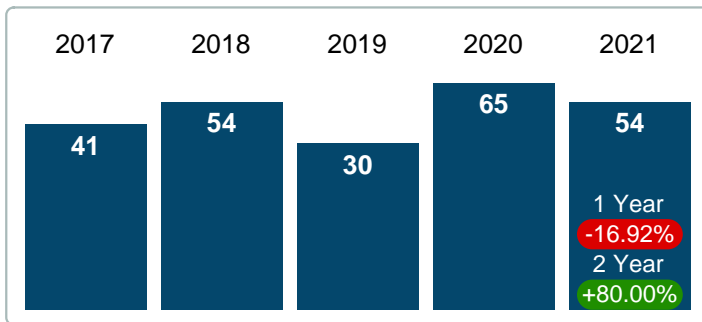
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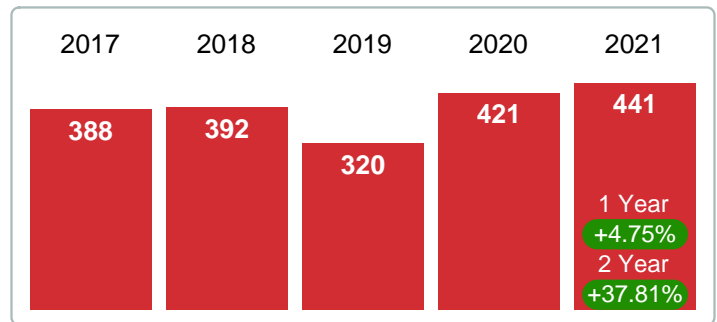
CLOSED LISTINGS

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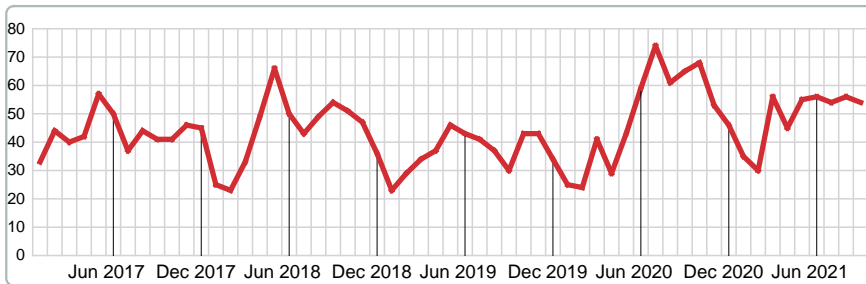
SEPTEMBER



YEAR TO DATE (YTD)

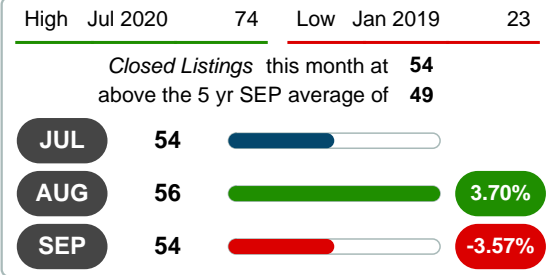


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	3.70%	68.5	1	1	0	0
\$50,001 - \$100,000	8	14.81%	31.9	4	3	1	0
\$100,001 - \$150,000	9	16.67%	24.2	4	5	0	0
\$150,001 - \$200,000	13	24.07%	37.8	0	11	1	1
\$200,001 - \$225,000	6	11.11%	10.7	0	5	0	1
\$225,001 - \$475,000	11	20.37%	31.9	0	8	2	1
\$475,001 and up	5	9.26%	25.6	0	1	2	2
Total Closed Units	54			9	34	6	5
Total Closed Volume	11,828,950	100%	30.4	830.75K	6.76M	2.11M	2.13M
Average Closed Price	\$219,055			\$92,306	\$198,732	\$351,217	\$426,800

September 2021



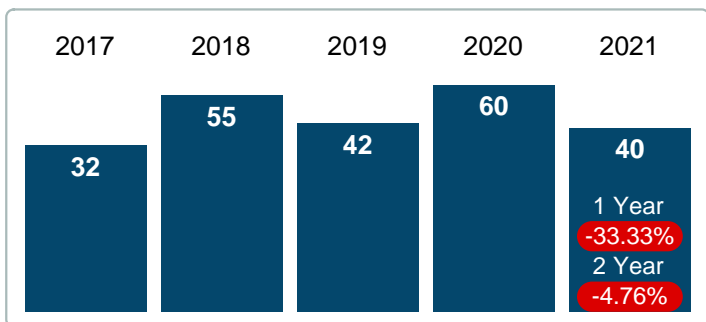
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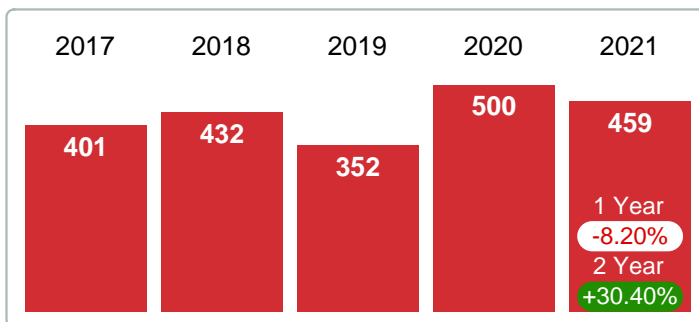
PENDING LISTINGS

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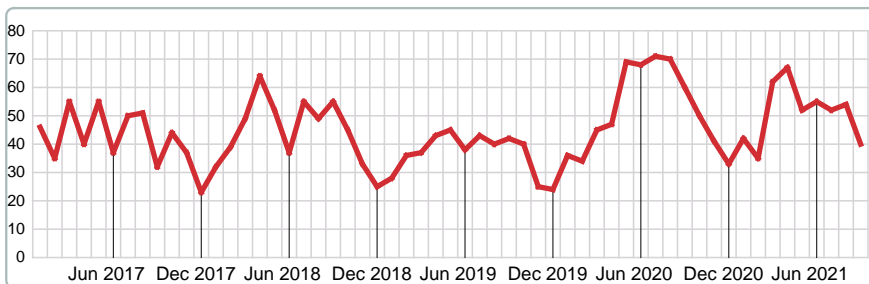
SEPTEMBER



YEAR TO DATE (YTD)

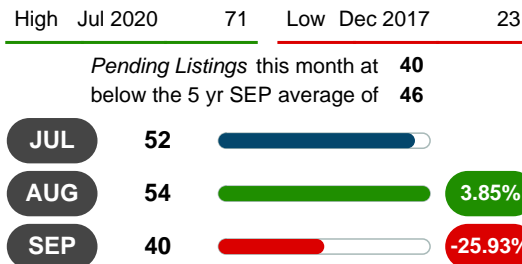


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



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	1	2.50%	0.0	1	0	0	0
\$75,001 - \$100,000	6	15.00%	46.7	4	2	0	0
\$100,001 - \$125,000	6	15.00%	47.0	4	2	0	0
\$125,001 - \$200,000	12	30.00%	37.4	2	7	3	0
\$200,001 - \$225,000	2	5.00%	22.0	0	2	0	0
\$225,001 - \$350,000	9	22.50%	29.1	1	5	3	0
\$350,001 and up	4	10.00%	21.5	0	1	3	0
Total Pending Units	40			12	19	9	0
Total Pending Volume	8,263,715	100%	34.8	1.37M	4.28M	2.61M	0.00B
Average Listing Price	\$208,557			\$114,417	\$225,200	\$290,213	\$0

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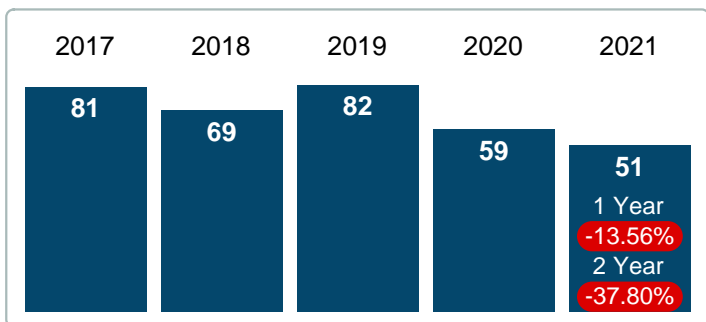
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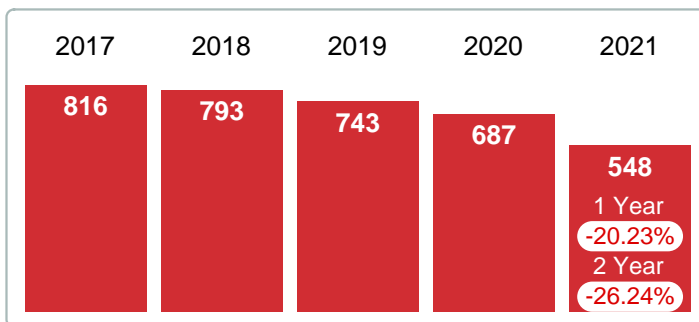
NEW LISTINGS

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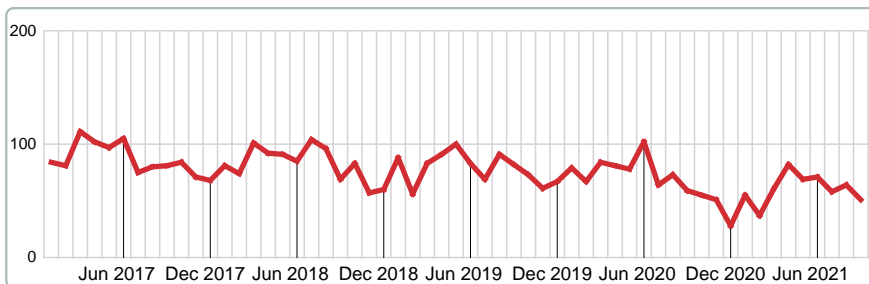
SEPTEMBER



YEAR TO DATE (YTD)

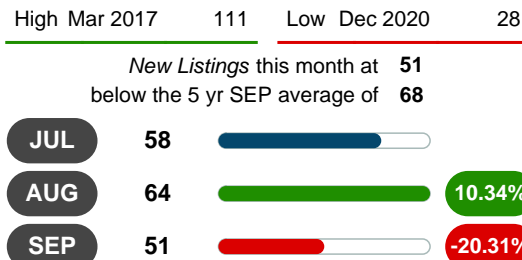


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 68



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	7.84%	3	1	0	0
\$75,001 - \$125,000	6	11.76%	4	2	0	0
\$125,001 - \$150,000	11	21.57%	2	8	0	1
\$150,001 - \$225,000	10	19.61%	0	9	1	0
\$225,001 - \$275,000	4	7.84%	0	3	1	0
\$275,001 - \$675,000	10	19.61%	0	4	5	1
\$675,001 and up	6	11.76%	1	2	3	0
Total New Listed Units	51		10	29	10	2
Total New Listed Volume	16,127,114	100%	3.63M	6.76M	4.98M	749.00K
Average New Listed Listing Price	\$220,247		\$363,440	\$233,062	\$498,492	\$374,500

September 2021



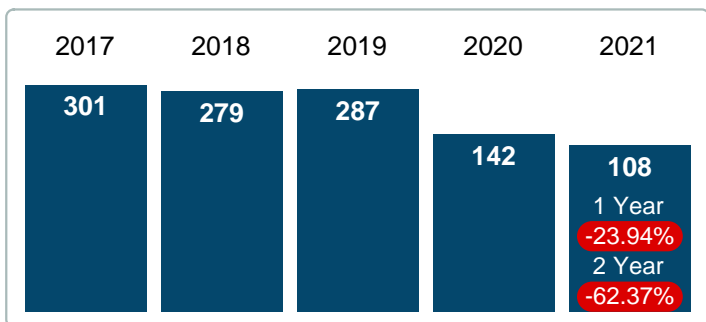
Area Delimited by County Of Cherokee - Residential Property Type



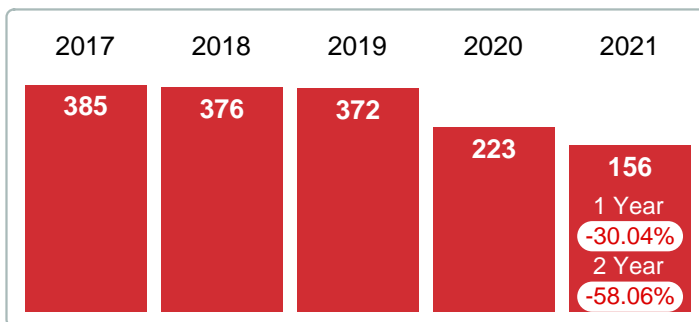
ACTIVE INVENTORY

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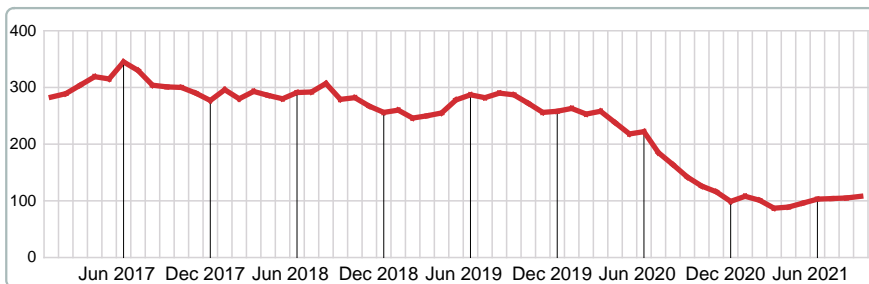
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

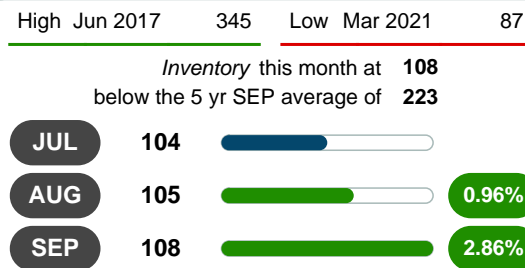


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 223



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	8.33%	83.7	4	5	0	0
\$75,001 - \$125,000	15	13.89%	67.5	4	7	4	0
\$125,001 - \$150,000	13	12.04%	32.2	2	10	0	1
\$150,001 - \$250,000	26	24.07%	68.1	3	16	5	2
\$250,001 - \$400,000	20	18.52%	78.5	2	10	7	1
\$400,001 - \$750,000	15	13.89%	91.7	1	6	5	3
\$750,001 and up	10	9.26%	119.7	1	4	3	2
Total Active Inventory by Units	108			17	58	24	9
Total Active Inventory by Volume	39,986,615	100%	75.0	5.36M	19.08M	9.38M	6.17M
Average Active Inventory Listing Price	\$370,246			\$315,359	\$328,880	\$390,694	\$685,978

September 2021



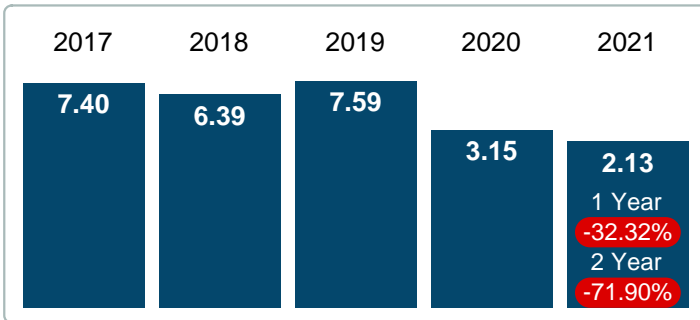
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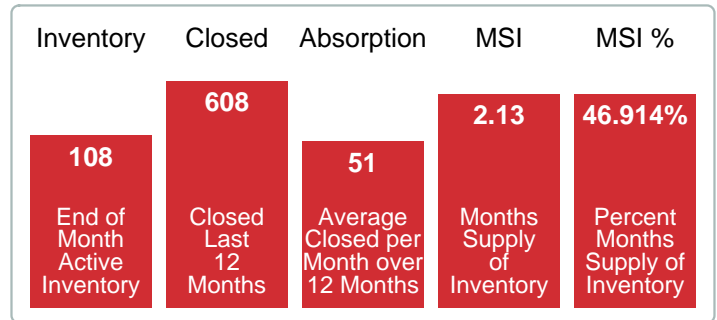
MONTHS SUPPLY of INVENTORY (MSI)

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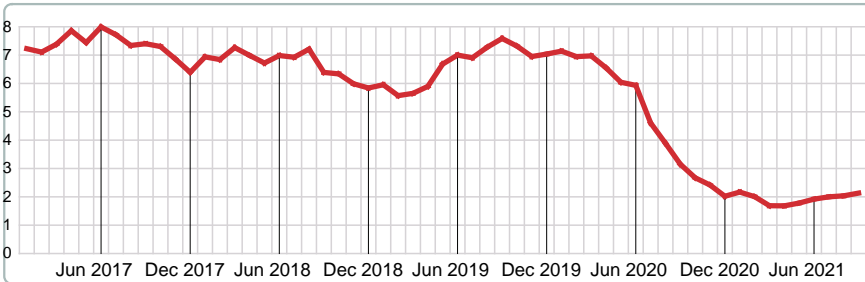
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

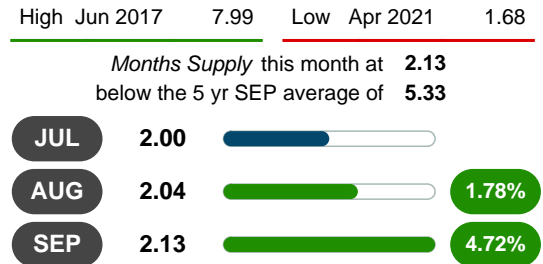


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.33



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	9	8.33%	1.57	1.07	2.73	0.00	0.00
\$75,001 - \$125,000	15	13.89%	1.78	1.50	1.45	4.80	0.00
\$125,001 - \$150,000	13	12.04%	1.86	2.18	2.18	0.00	3.00
\$150,001 - \$250,000	26	24.07%	1.36	2.57	1.10	1.67	4.00
\$250,001 - \$400,000	20	18.52%	3.16	3.43	3.00	3.82	1.71
\$400,001 - \$750,000	15	13.89%	4.09	4.00	3.00	5.00	7.20
\$750,001 and up	10	9.26%	30.00	0.00	0.00	12.00	24.00
Market Supply of Inventory (MSI)			2.13	1.82	1.87	2.91	4.50
Total Active Inventory by Units		100%	2.13	17	58	24	9

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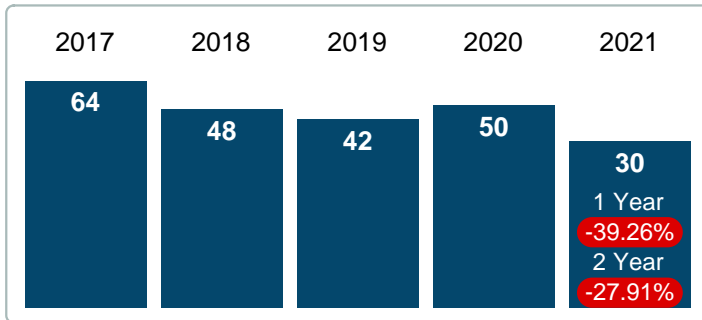
Area Delimited by County Of Cherokee - Residential Property Type



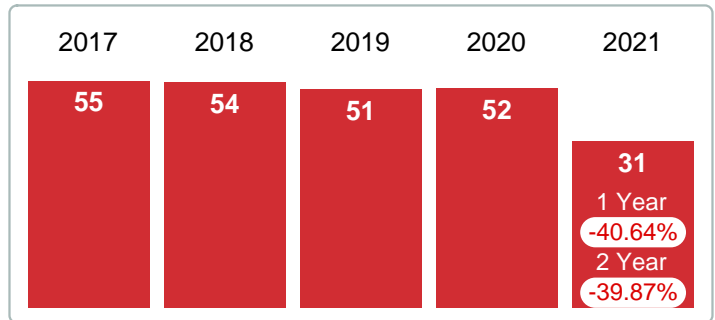
AVERAGE DAYS ON MARKET TO SALE

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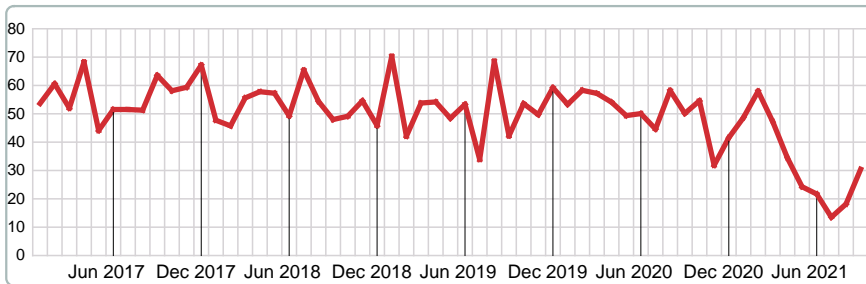
SEPTEMBER



YEAR TO DATE (YTD)

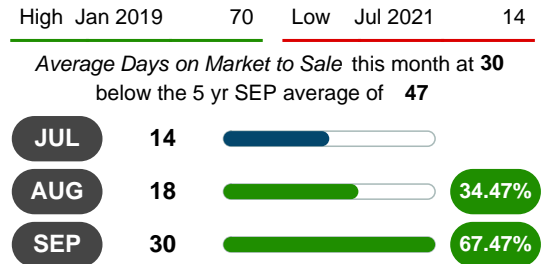


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 47



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	
\$50,000 and less	3.70%	69	82	55	0	0	
\$50,001 - \$100,000	14.81%	32	5	30	146	0	
\$100,001 - \$150,000	16.67%	24	6	39	0	0	
\$150,001 - \$200,000	24.07%	38	0	13	44	308	
\$200,001 - \$225,000	11.11%	11	0	11	0	7	
\$225,001 - \$475,000	20.37%	32	0	17	6	208	
\$475,001 and up	9.26%	26	0	3	56	7	
Average Closed DOM		30					
Total Closed Units	100%	30	14	20	52	107	
Total Closed Volume			9	34	6	5	
			11,828,950	830.75K	6.76M	2.11M	2.13M

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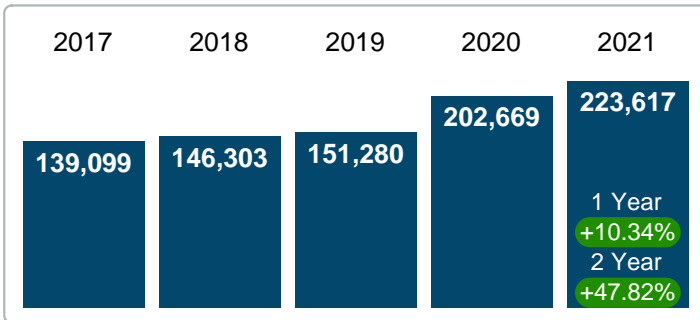
Area Delimited by County Of Cherokee - Residential Property Type



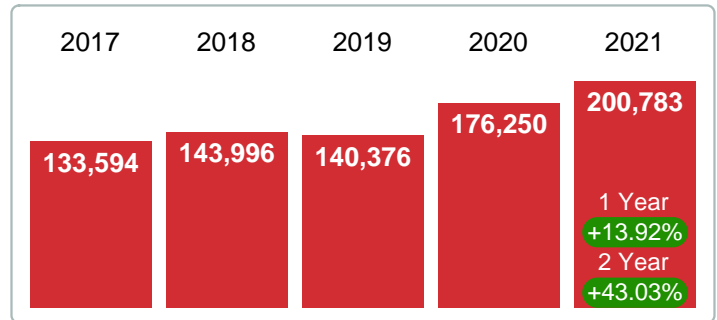
AVERAGE LIST PRICE AT CLOSING

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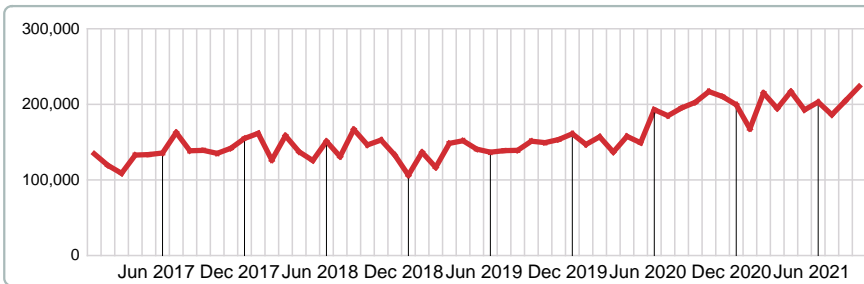
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

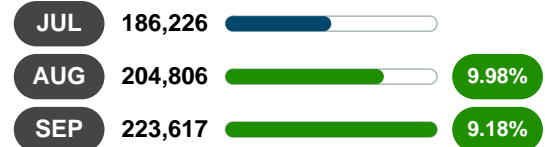


3 MONTHS

5 year SEP AVG = 172,594

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

Average List Price at Closing this month at **223,617** above the 5 yr SEP average of **172,594**



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
\$50,000 and less	1.85%	45,000	45,000	75,000	0	0
\$50,001 - \$100,000	16.67%	77,100	76,250	81,467	69,500	0
\$100,001 - \$150,000	14.81%	126,847	121,225	136,975	0	0
\$150,001 - \$200,000	27.78%	174,327	0	175,927	159,900	174,900
\$200,001 - \$225,000	11.11%	218,567	0	210,280	0	230,000
\$225,001 - \$475,000	18.52%	291,135	0	281,931	284,950	335,000
\$475,001 and up	9.26%	696,800	0	577,000	674,950	764,000
Average List Price		223,617	92,767	200,686	358,200	453,580
Total Closed Units	100%	223,617	9	34	6	5
Total Closed Volume		12,075,327	834.90K	6.82M	2.15M	2.27M

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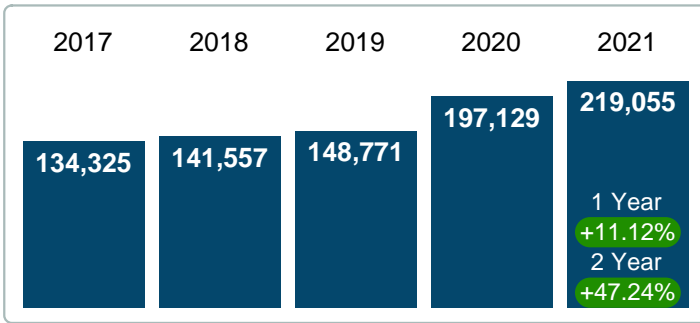
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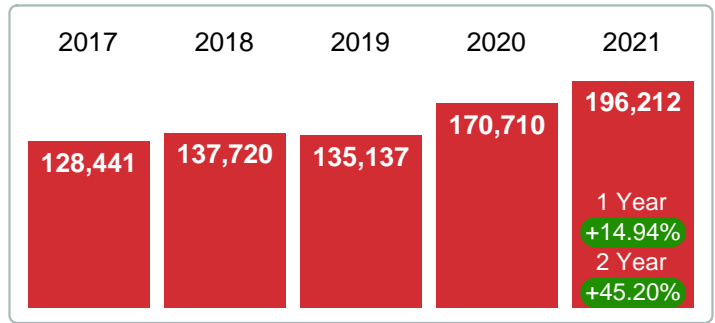
AVERAGE SOLD PRICE AT CLOSING

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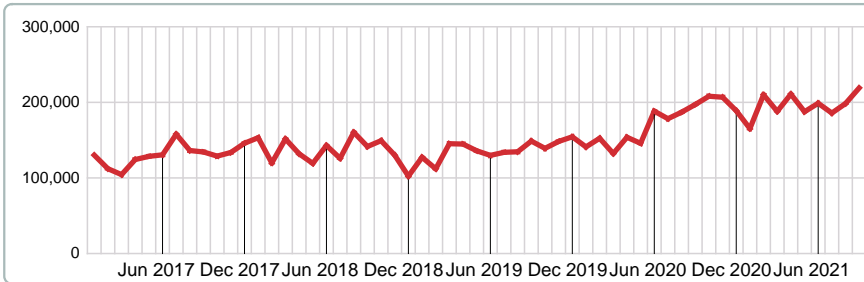
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

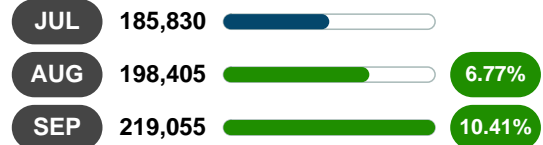


3 MONTHS

5 year SEP AVG = 168,167

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

Average Sold Price at Closing this month at **219,055** above the 5 yr SEP average of **168,167**



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
\$50,000 and less	3.70%	44,000	38,000	50,000	0	0
\$50,001 - \$100,000	14.81%	74,113	77,500	74,667	58,900	0
\$100,001 - \$150,000	16.67%	129,528	120,688	136,600	0	0
\$150,001 - \$200,000	24.07%	173,846	0	176,000	155,000	169,000
\$200,001 - \$225,000	11.11%	211,983	0	211,380	0	215,000
\$225,001 - \$475,000	20.37%	277,309	0	279,625	281,700	250,000
\$475,001 and up	9.26%	680,000	0	570,000	665,000	750,000
Average Sold Price		219,055	92,306	198,732	351,217	426,800
Total Closed Units	100%	219,055	9	34	6	5
Total Closed Volume		11,828,950	830.75K	6.76M	2.11M	2.13M

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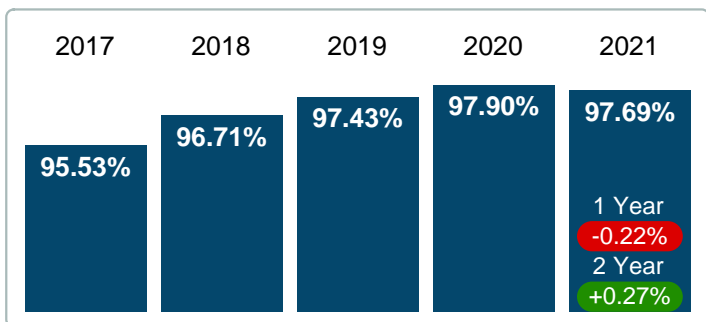
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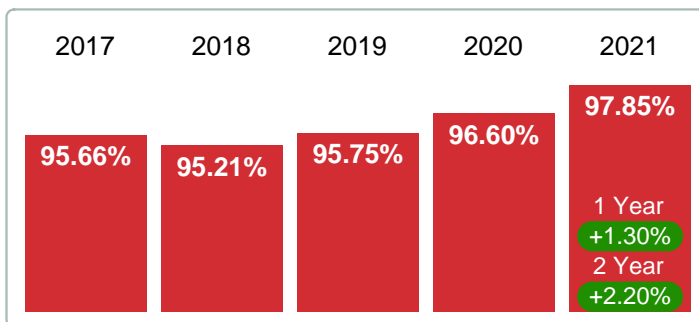
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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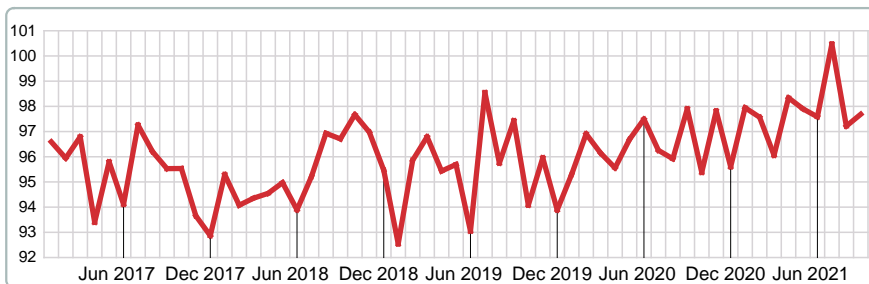
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

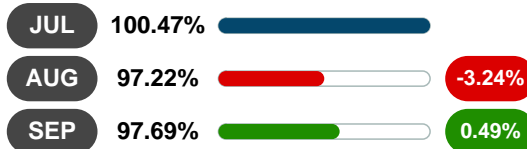


3 MONTHS

5 year SEP AVG = 97.05%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.69%**
above the 5 yr SEP average of **97.05%**



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	
\$50,000 and less	2	3.70%	75.56%	84.44%	66.67%	0.00%	0.00%	
\$50,001 - \$100,000	8	14.81%	95.76%	101.39%	91.93%	84.75%	0.00%	
\$100,001 - \$150,000	9	16.67%	99.65%	99.32%	99.91%	0.00%	0.00%	
\$150,001 - \$200,000	13	24.07%	99.60%	0.00%	100.11%	96.94%	96.63%	
\$200,001 - \$225,000	6	11.11%	99.53%	0.00%	100.75%	0.00%	93.48%	
\$225,001 - \$475,000	11	20.37%	97.34%	0.00%	99.67%	99.40%	74.63%	
\$475,001 and up	5	9.26%	99.66%	0.00%	98.79%	101.25%	98.51%	
Average Sold/List Ratio		97.70%		98.59%	98.33%	97.16%	92.35%	
Total Closed Units		54	100%	97.70%	9	34	6	5
Total Closed Volume		11,828,950			830.75K	6.76M	2.11M	2.13M

September 2021



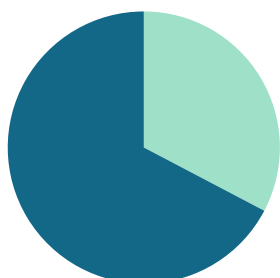
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

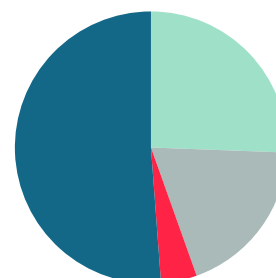


Inventory
 New Listings
51 = 32.69%
 Start Inventory
105
 Total Inventory Units
156
 Volume
\$49,953,630

Market Activity

Closed Sales
54 = 25.59%
 Pending Sales
40 = 18.96%
 Other Off Market
9 = 4.27%
 Active Inventory
108 = 51.18%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	65	54	-16.92%	421	441	4.75%
Pending Sales	60	40	-33.33%	500	459	-8.20%
New Listings	59	51	-13.56%	687	548	-20.23%
Average List Price	202,669	223,617	10.34%	176,250	200,783	13.92%
Average Sale Price	197,129	219,055	11.12%	170,710	196,212	14.94%
Average Percent of Selling Price to List Price	97.90%	97.69%	-0.22%	96.60%	97.85%	1.30%
Average Days on Market to Sale	50.12	30.44	-39.26%	51.86	30.79	-40.64%
Monthly Inventory	142	108	-23.94%	142	108	-23.94%
Months Supply of Inventory	3.15	2.13	-32.32%	3.15	2.13	-32.32%

Absorption: Last 12 months, an Average of **51** Sales/Month

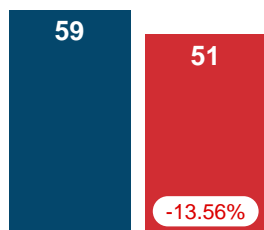
Inventory on September 30, 2021 = **108**

2020 **2021**

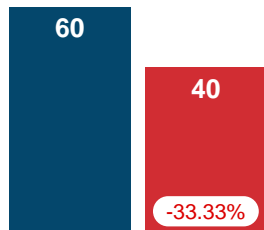
SEPTEMBER MARKET

AVERAGE PRICES

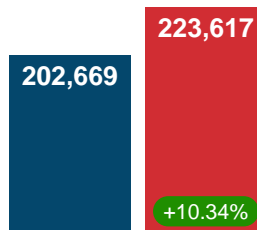
New Listings



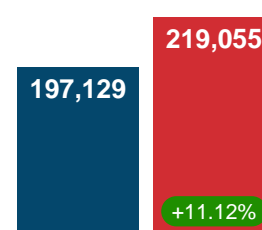
Pending Listings



List Price



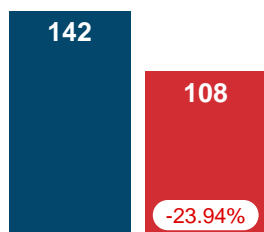
Sale Price



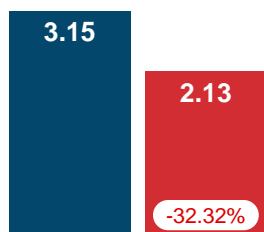
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

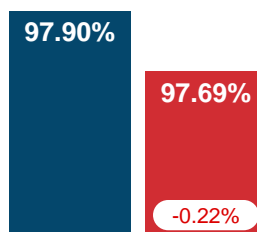
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

