

# September 2021



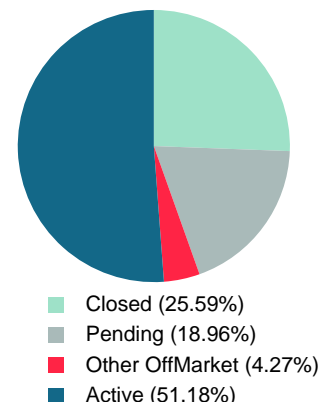
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	169,900	179,700	5.77%
Median Sale Price	178,000	180,100	1.18%
Median Percent of Selling Price to List Price	99.26%	100.00%	0.74%
Median Days on Market to Sale	20.00	8.00	-60.00%
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.

#### 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 **1.18%** in September 2021 to \$180,100 versus the previous year at \$178,000.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 12.00 days or **60.00%** in September 2021 compared to last year's same month at **20.00** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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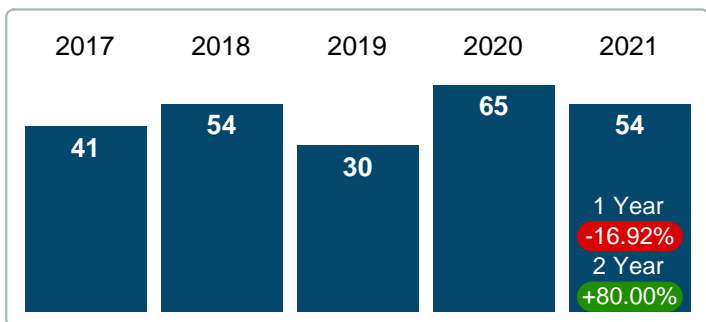
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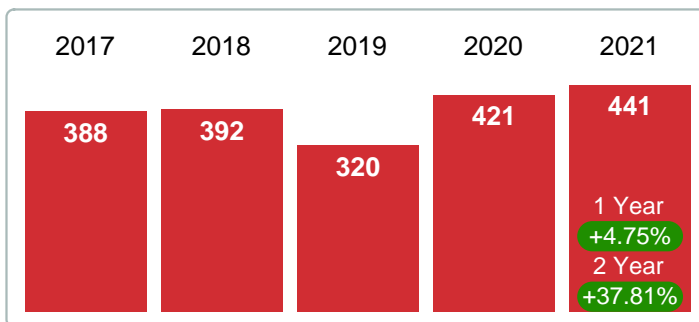
## CLOSED LISTINGS

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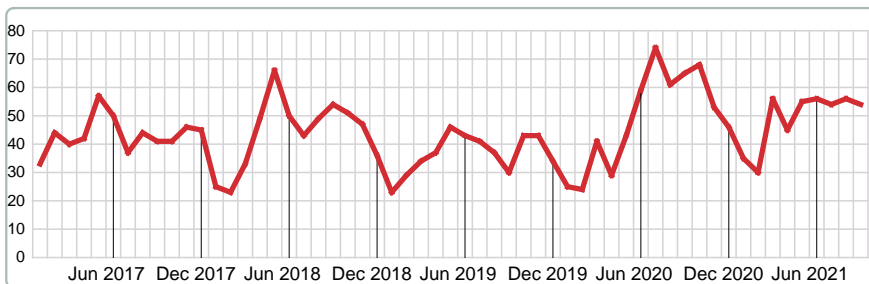
### SEPTEMBER



### YEAR TO DATE (YTD)

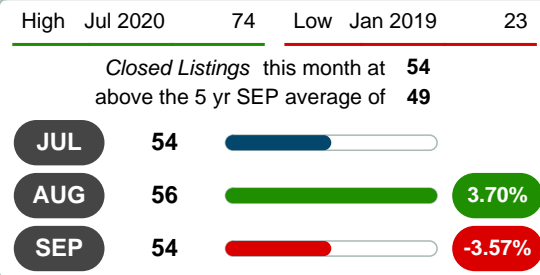


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	12.0	4	3	1	0
\$100,001 - \$150,000	9	16.67%	8.0	4	5	0	0
\$150,001 - \$200,000	13	24.07%	8.0	0	11	1	1
\$200,001 - \$225,000	6	11.11%	8.5	0	5	0	1
\$225,001 - \$475,000	11	20.37%	8.0	0	8	2	1
\$475,001 and up	5	9.26%	8.0	0	1	2	2
<b>Total Closed Units</b>	<b>54</b>			<b>9</b>	<b>34</b>	<b>6</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>11,828,950</b>	<b>100%</b>	<b>8.0</b>	<b>830.75K</b>	<b>6.76M</b>	<b>2.11M</b>	<b>2.13M</b>
<b>Median Closed Price</b>	<b>\$180,100</b>			<b>\$95,000</b>	<b>\$187,450</b>	<b>\$281,700</b>	<b>\$250,000</b>

# September 2021



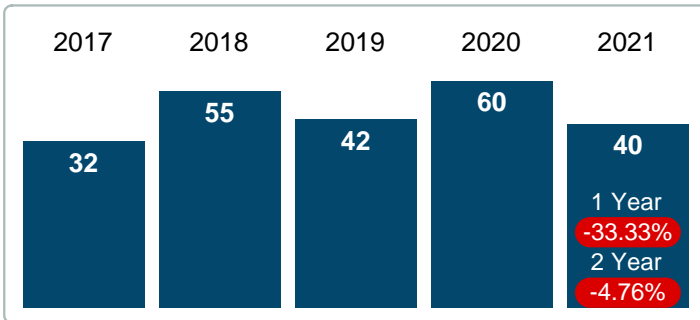
Area Delimited by County Of Cherokee - Residential Property Type



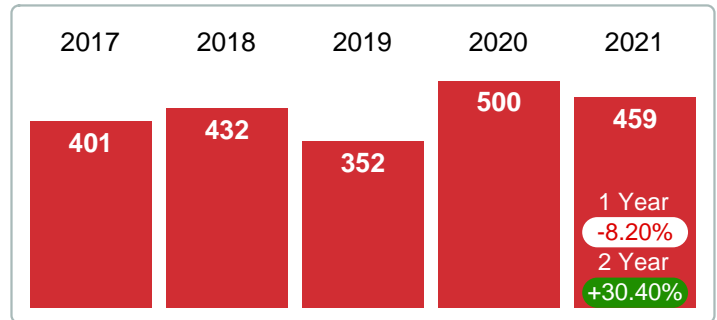
## PENDING LISTINGS

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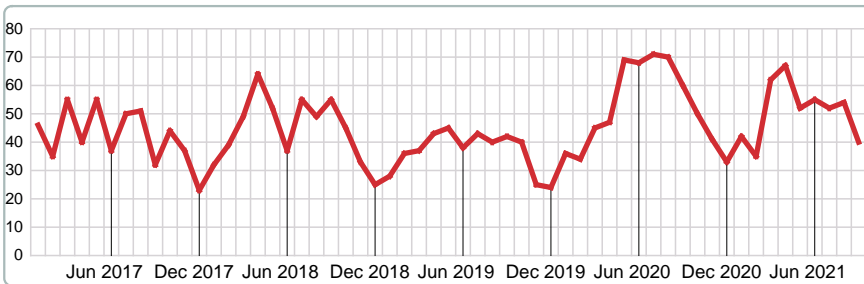
### SEPTEMBER



### YEAR TO DATE (YTD)

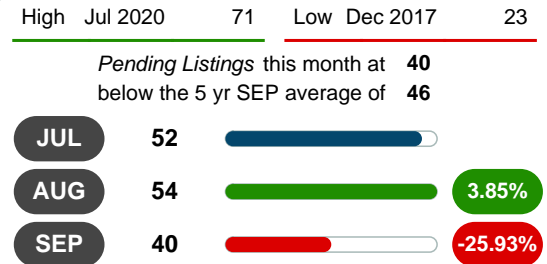


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 46



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	40.0	4	2	0	0
\$100,001 - \$125,000	6	15.00%	46.0	4	2	0	0
\$125,001 - \$200,000	12	30.00%	21.0	2	7	3	0
\$200,001 - \$225,000	2	5.00%	22.0	0	2	0	0
\$225,001 - \$350,000	9	22.50%	14.0	1	5	3	0
\$350,001 and up	4	10.00%	20.0	0	1	3	0
<b>Total Pending Units</b>	<b>40</b>			<b>12</b>	<b>19</b>	<b>9</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,263,715</b>	<b>100%</b>	<b>27.5</b>	<b>1.37M</b>	<b>4.28M</b>	<b>2.61M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$165,950</b>			<b>\$109,950</b>	<b>\$189,900</b>	<b>\$279,000</b>	<b>\$0</b>

# September 2021



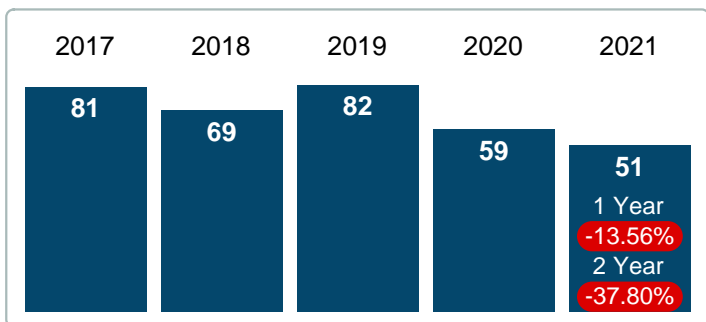
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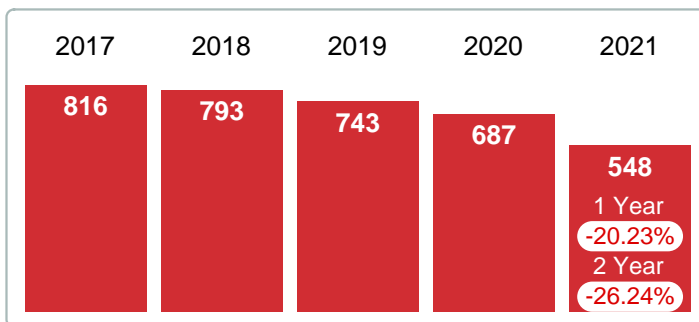
## NEW LISTINGS

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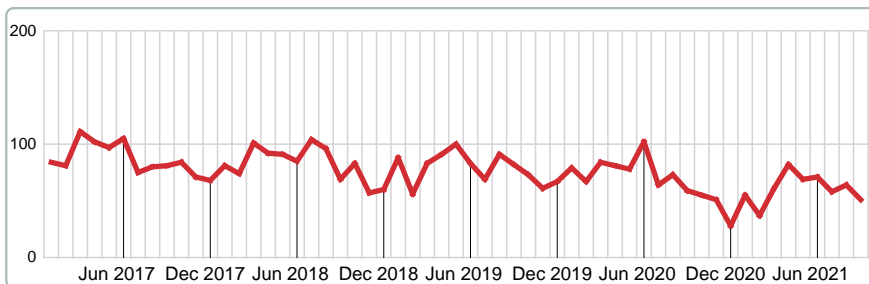
### SEPTEMBER



### YEAR TO DATE (YTD)

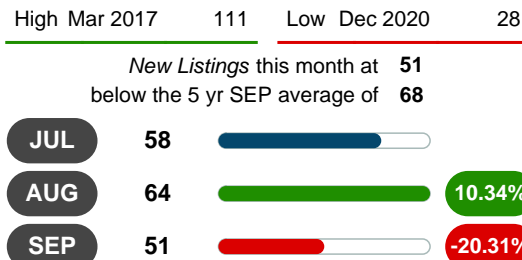


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>51</b>		<b>10</b>	<b>29</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>16,127,114</b>	<b>100%</b>	<b>3.63M</b>	<b>6.76M</b>	<b>4.98M</b>	<b>749.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$167,000</b>		<b>\$107,500</b>	<b>\$167,000</b>	<b>\$355,158</b>	<b>\$374,500</b>

# September 2021



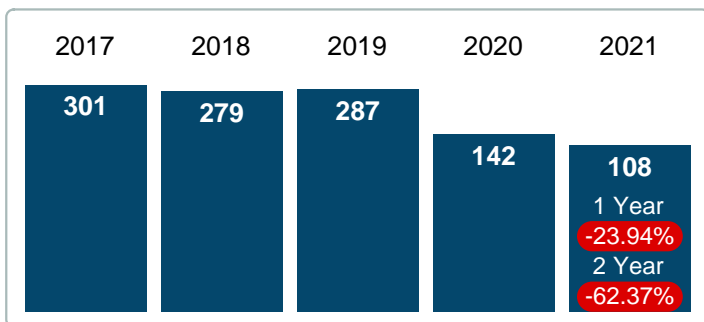
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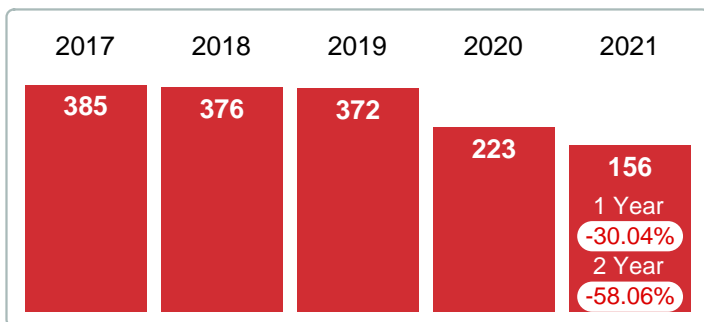
## ACTIVE INVENTORY

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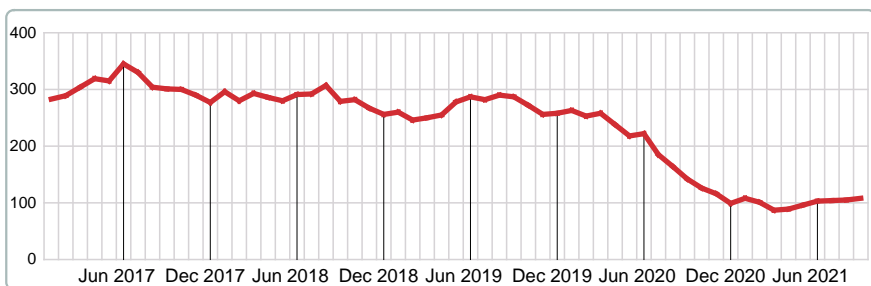
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

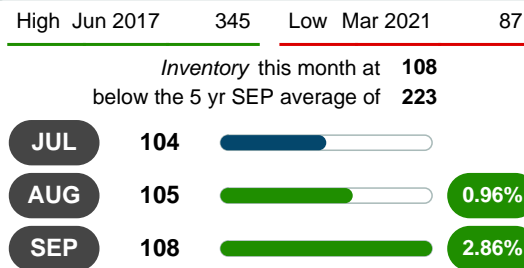


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 223



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	8.33%	52.0	4	5	0	0
\$75,001 - \$125,000	15	13.89%	58.0	4	7	4	0
\$125,001 - \$150,000	13	12.04%	21.0	2	10	0	1
\$150,001 - \$250,000	26	24.07%	53.5	3	16	5	2
\$250,001 - \$400,000	20	18.52%	63.5	2	10	7	1
\$400,001 - \$750,000	15	13.89%	91.0	1	6	5	3
\$750,001 and up	10	9.26%	139.0	1	4	3	2
<b>Total Active Inventory by Units</b>	<b>108</b>			<b>17</b>	<b>58</b>	<b>24</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>39,986,615</b>	<b>100%</b>	<b>54.5</b>	<b>5.36M</b>	<b>19.08M</b>	<b>9.38M</b>	<b>6.17M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$219,450</b>			<b>\$130,000</b>	<b>\$180,150</b>	<b>\$288,675</b>	<b>\$599,000</b>

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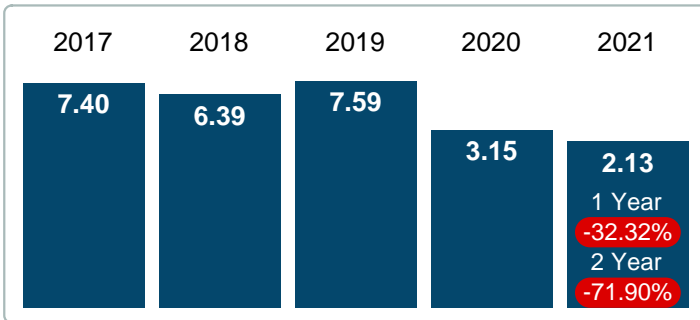
Area Delimited by County Of Cherokee - Residential Property Type



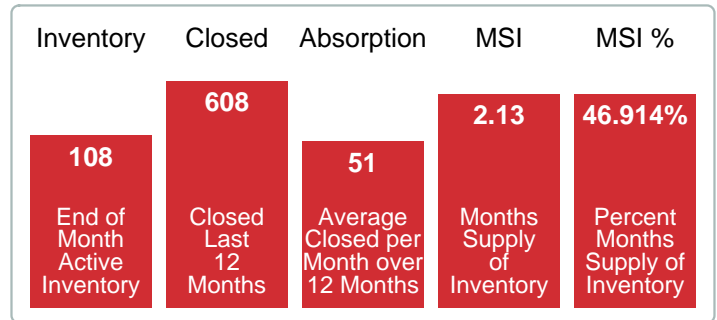
## MONTHS SUPPLY of INVENTORY (MSI)

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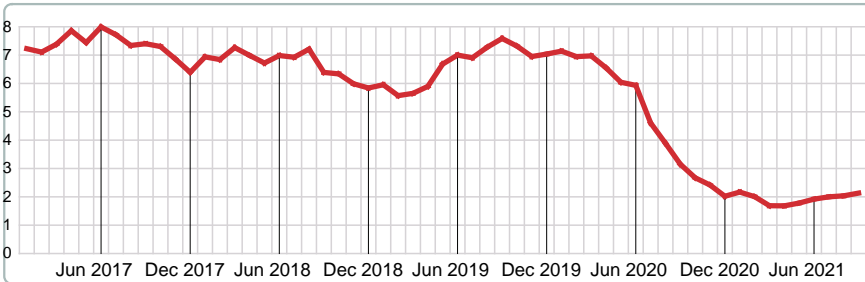
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

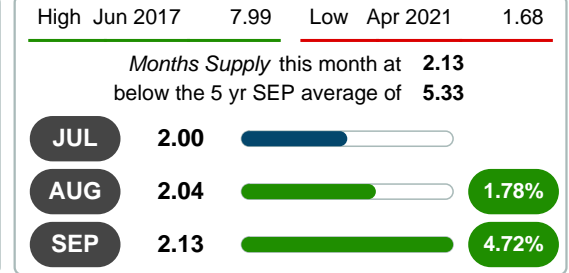


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2021



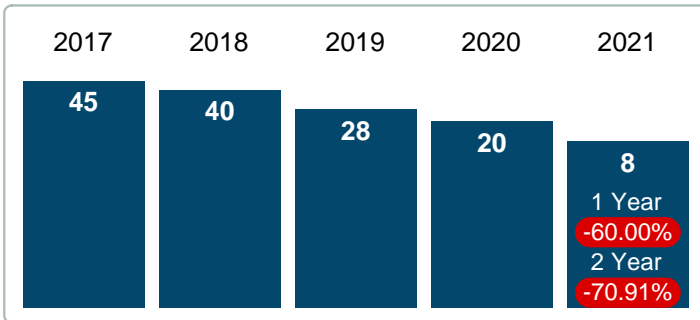
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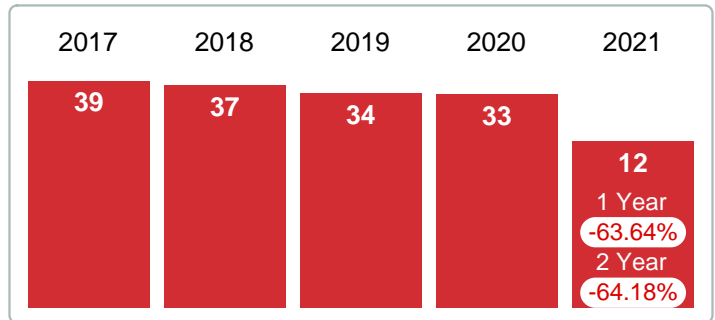
## MEDIAN DAYS ON MARKET TO SALE

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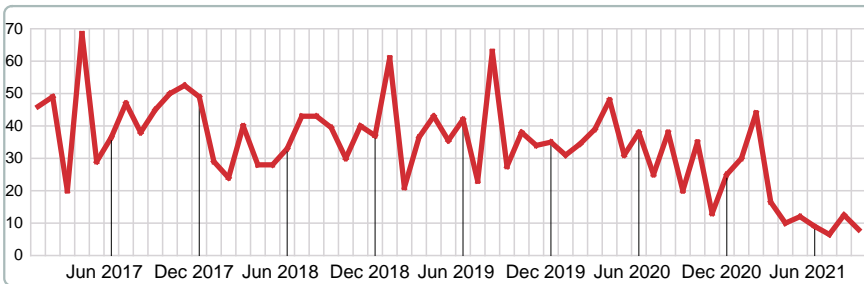
### SEPTEMBER



### YEAR TO DATE (YTD)

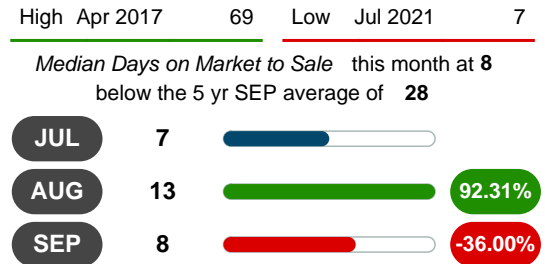


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 28



### 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
\$50,000 and less	3.70%	69	82	55	0	0
\$50,001 - \$100,000	14.81%	12	1	23	146	0
\$100,001 - \$150,000	16.67%	8	5	41	0	0
\$150,001 - \$200,000	24.07%	8	0	4	44	308
\$200,001 - \$225,000	11.11%	9	0	9	0	7
\$225,001 - \$475,000	20.37%	8	0	14	6	208
\$475,001 and up	9.26%	8	0	3	56	7
Median Closed DOM		8	4	9	30	8
Total Closed Units	100%	8.0	9	34	6	5
Total Closed Volume		11,828,950	830.75K	6.76M	2.11M	2.13M

# September 2021



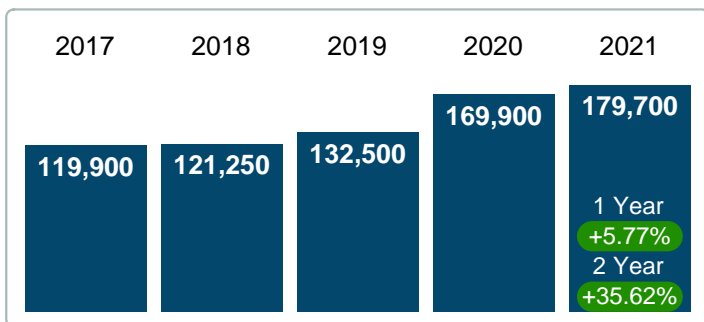
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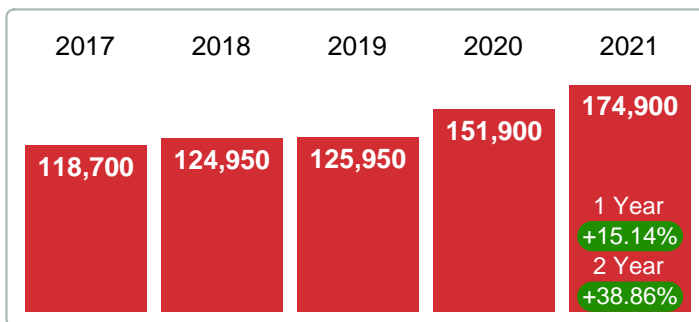
## MEDIAN LIST PRICE AT CLOSING

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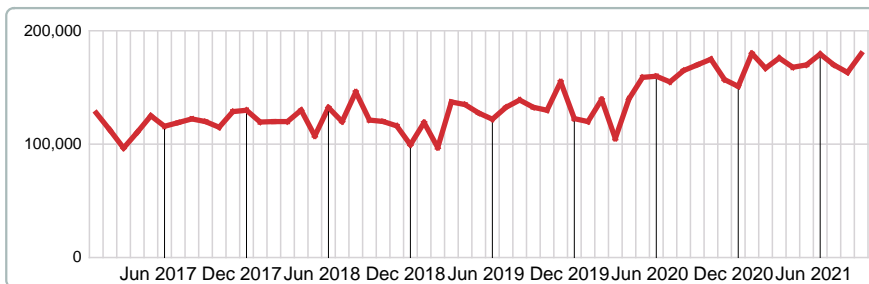
### SEPTEMBER



### YEAR TO DATE (YTD)

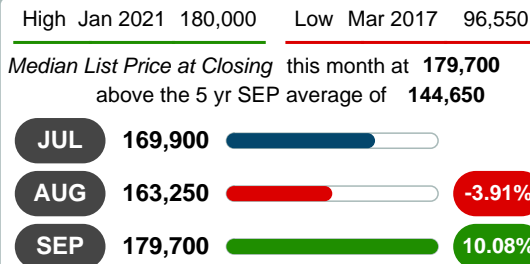


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 144,650



### 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
\$50,000 and less	1	1.85%	45,000	45,000	0	0	0
\$50,001 - \$100,000	9	16.67%	75,000	72,500	79,750	69,500	0
\$100,001 - \$150,000	8	14.81%	126,300	117,450	133,739	0	0
\$150,001 - \$200,000	15	27.78%	174,900	0	179,500	159,900	174,900
\$200,001 - \$225,000	6	11.11%	218,500	0	218,500	0	0
\$225,001 - \$475,000	10	18.52%	267,450	0	265,000	340,000	282,500
\$475,001 and up	5	9.26%	590,000	0	533,000	890,000	764,000
Median List Price			179,700	90,000	187,100	284,950	335,000
Total Closed Units		100%	179,700	9	34	6	5
Total Closed Volume			12,075,327	834.90K	6.82M	2.15M	2.27M



# September 2021



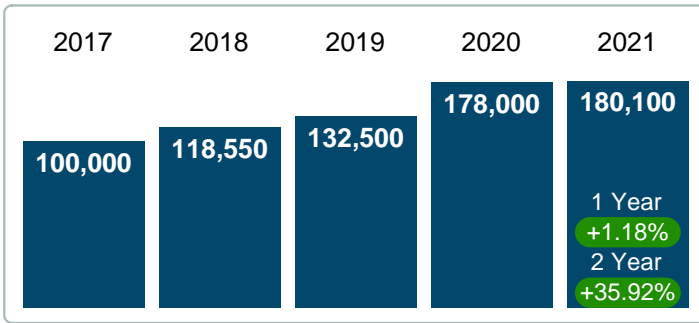
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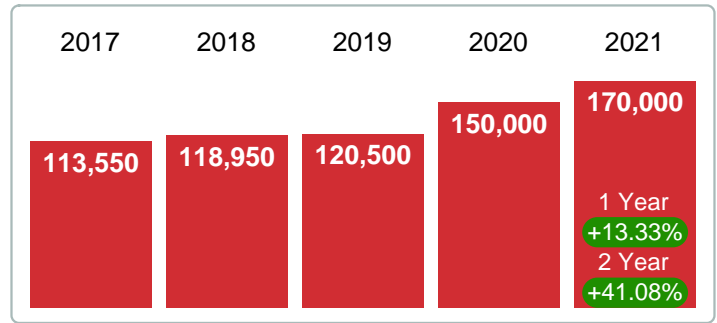
## MEDIAN SOLD PRICE AT CLOSING

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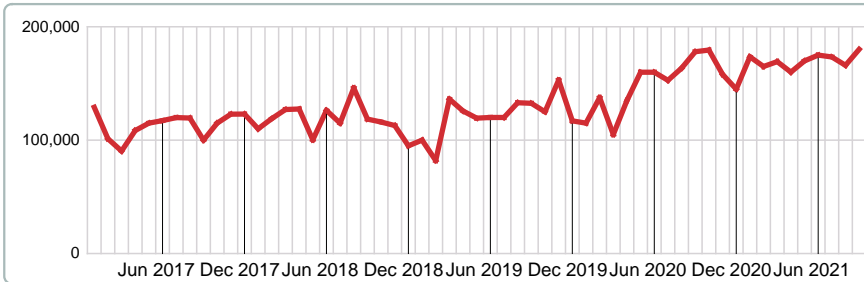
### SEPTEMBER



### YEAR TO DATE (YTD)

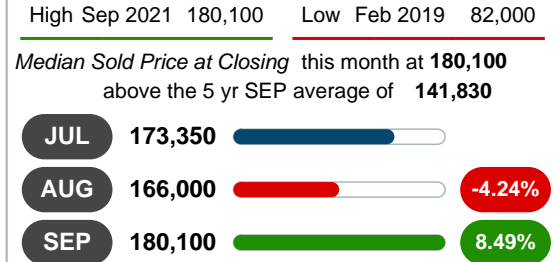


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 141,830



### 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
\$50,000 and less	2	3.70%	44,000	38,000	50,000	0	0
\$50,001 - \$100,000	8	14.81%	72,500	72,500	78,000	58,900	0
\$100,001 - \$150,000	9	16.67%	133,000	116,000	140,000	0	0
\$150,001 - \$200,000	13	24.07%	169,000	0	178,200	155,000	169,000
\$200,001 - \$225,000	6	11.11%	215,000	0	215,000	0	215,000
\$225,001 - \$475,000	11	20.37%	250,000	0	249,575	281,700	250,000
\$475,001 and up	5	9.26%	590,000	0	570,000	665,000	750,000
Median Sold Price			180,100	95,000	187,450	281,700	250,000
Total Closed Units		100%	180,100	9	34	6	5
Total Closed Volume			11,828,950	830.75K	6.76M	2.11M	2.13M

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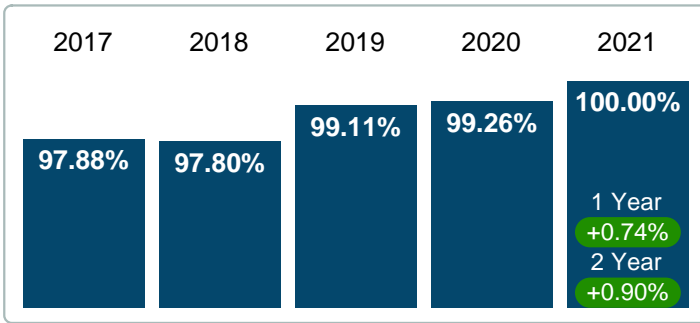
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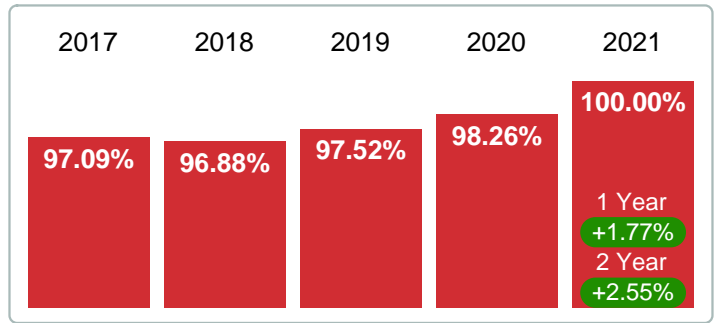
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

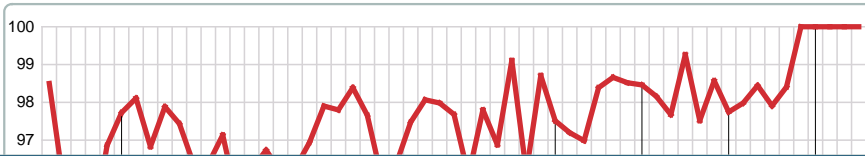
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 98.81%

High Sep 2021 100.00% Low Apr 2017 94.66%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr SEP average of **98.81%**

JUL 100.00%  
AUG 100.00%  
SEP 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	96.74%	100.00%	92.31%	84.75%	0.00%
\$100,001 - \$150,000	9	16.67%	100.16%	98.95%	100.16%	0.00%	0.00%
\$150,001 - \$200,000	13	24.07%	100.00%	0.00%	100.00%	96.94%	96.63%
\$200,001 - \$225,000	6	11.11%	98.65%	0.00%	100.00%	0.00%	93.48%
\$225,001 - \$475,000	11	20.37%	100.00%	0.00%	100.00%	99.40%	74.63%
\$475,001 and up	5	9.26%	98.79%	0.00%	98.79%	101.25%	98.51%
Median Sold/List Ratio		100.00%		100.00%	100.00%	96.78%	96.63%
Total Closed Units		54	100%	9	34	6	5
Total Closed Volume		11,828,950		830.75K	6.76M	2.11M	2.13M

# September 2021



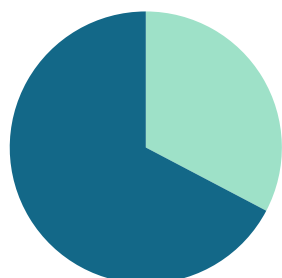
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

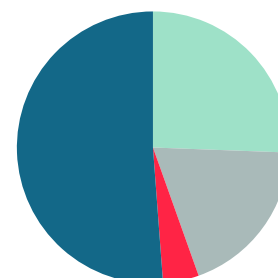


**Inventory**  
 New Listings  
**51 = 32.69%**  
 Start Inventory  
**105**  
 Total Inventory Units  
**156**  
 Volume  
**\$49,953,630**

### 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%
Median List Price	169,900	179,700	5.77%	151,900	174,900	15.14%
Median Sale Price	178,000	180,100	1.18%	150,000	170,000	13.33%
Median Percent of Selling Price to List Price	99.26%	100.00%	0.74%	98.26%	100.00%	1.77%
Median Days on Market to Sale	20.00	8.00	-60.00%	33.00	12.00	-63.64%
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

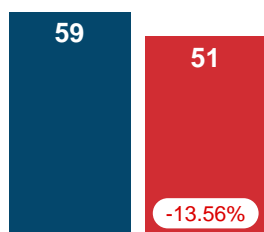
**Inventory** on September 30, 2021 = **108**

**2020** **2021**

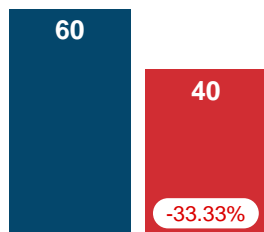
### SEPTEMBER MARKET

### MEDIAN PRICES

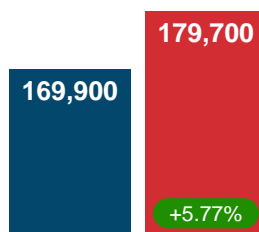
#### New Listings



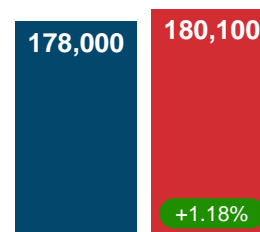
#### Pending Listings



#### List Price



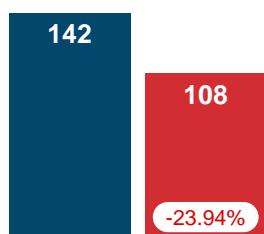
#### Sale Price



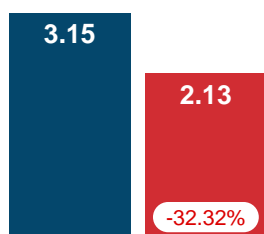
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

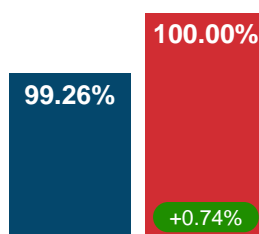
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

