

# April 2022



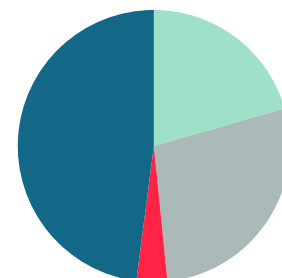
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	45	45	0.00%
Pending Listings	67	61	-8.96%
New Listings	82	78	-4.88%
Average List Price	216,893	246,189	13.51%
Average Sale Price	210,867	251,771	19.40%
Average Percent of Selling Price to List Price	98.34%	96.91%	-1.45%
Average Days on Market to Sale	34.42	31.73	-7.81%
End of Month Inventory	89	105	17.98%
Months Supply of Inventory	1.68	2.18	29.61%



■ Closed (20.55%)  
■ Pending (27.85%)  
■ Other OffMarket (3.65%)  
■ Active (47.95%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of April 30, 2022 = **105**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2022 rose **17.98%** to 105 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 **2.18** 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 **19.40%** in April 2022 to \$251,771 versus the previous year at \$210,867.

#### Average Days on Market Shortens

The average number of **31.73** days that homes spent on the market before selling decreased by 2.69 days or **7.81%** in April 2022 compared to last year's same month at **34.42** DOM.

#### Sales Success for April 2022 is Positive

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

There were 78 New Listings in April 2022, down **4.88%** from last year at 82. Furthermore, there were 45 Closed Listings this month versus last year at 45, a **0.00%** decrease.

Closed versus Listed trends yielded a **57.7%** ratio, up from previous year's, April 2021, at **54.9%**, a **5.13%** upswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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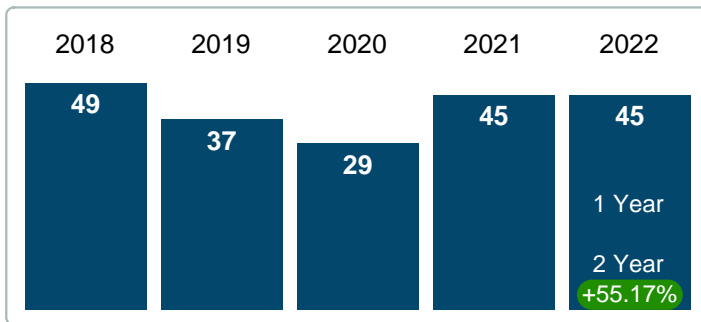
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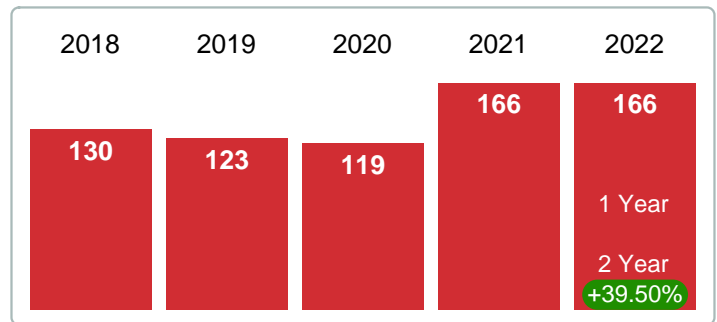
## CLOSED LISTINGS

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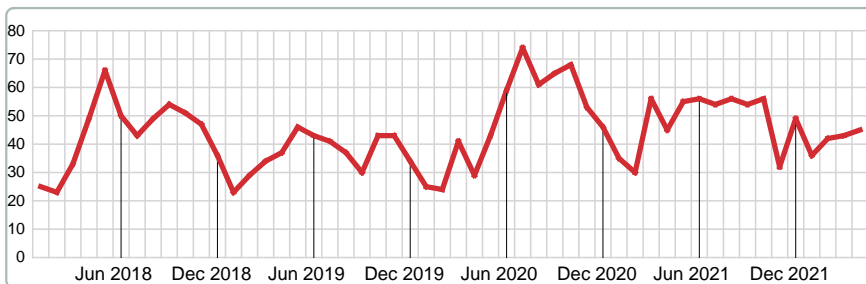
### APRIL



### YEAR TO DATE (YTD)

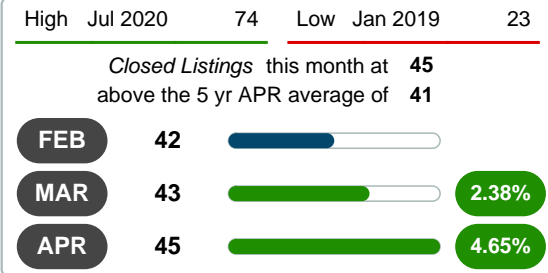


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 41



### 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	2	4.44%	39.5	0	2	0	0
\$75,001 - \$125,000	8	17.78%	45.0	3	4	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	18	40.00%	33.3	4	12	1	1
\$200,001 - \$225,000	4	8.89%	4.0	0	4	0	0
\$225,001 - \$275,000	8	17.78%	28.3	0	5	3	0
\$275,001 and up	5	11.11%	29.6	0	4	0	1
<b>Total Closed Units</b>	<b>45</b>			<b>7</b>	<b>31</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,329,699</b>	<b>100%</b>	<b>31.7</b>	<b>896.40K</b>	<b>6.47M</b>	<b>975.50K</b>	<b>2.99M</b>
<b>Average Closed Price</b>	<b>\$251,771</b>			<b>\$128,057</b>	<b>\$208,558</b>	<b>\$195,100</b>	<b>\$1,496,250</b>

# April 2022



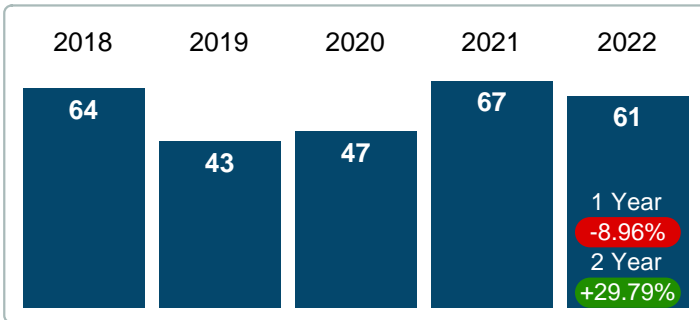
Area Delimited by County Of Cherokee - Residential Property Type



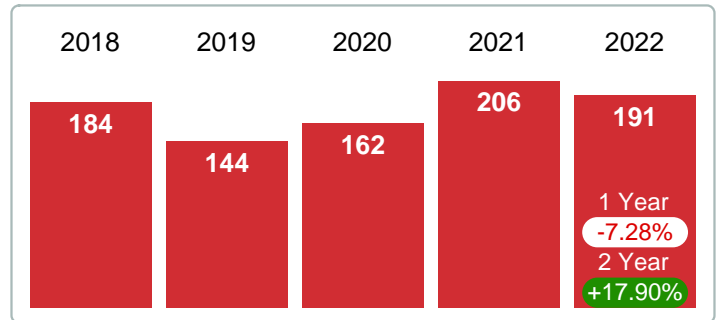
## PENDING LISTINGS

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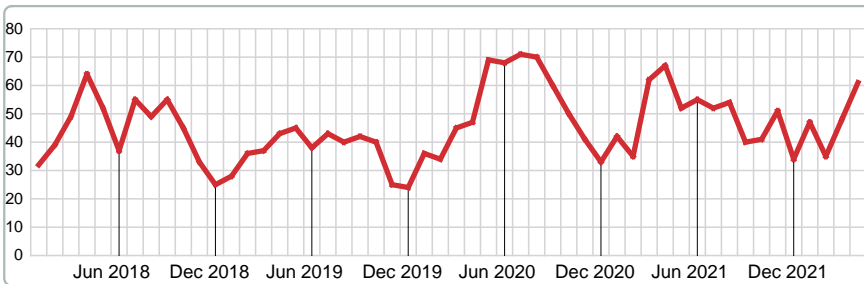
### APRIL



### YEAR TO DATE (YTD)

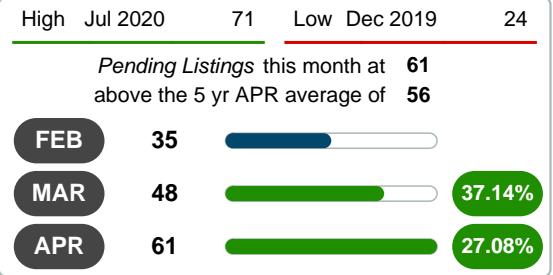


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 56



### 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	6	9.84%	38.3	4	2	0	0
\$75,001 - \$125,000	6	9.84%	23.0	3	3	0	0
\$125,001 - \$150,000	8	13.11%	29.1	2	6	0	0
\$150,001 - \$225,000	16	26.23%	12.6	1	13	1	1
\$225,001 - \$300,000	12	19.67%	24.4	0	7	5	0
\$300,001 - \$375,000	5	8.20%	32.8	0	4	1	0
\$375,001 and up	8	13.11%	53.0	0	3	2	3
<b>Total Pending Units</b>	<b>61</b>			<b>10</b>	<b>38</b>	<b>9</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>14,367,600</b>	<b>100%</b>	<b>27.6</b>	<b>1.04M</b>	<b>8.49M</b>	<b>2.95M</b>	<b>1.89M</b>
<b>Average Listing Price</b>	<b>\$235,534</b>			<b>\$103,700</b>	<b>\$223,447</b>	<b>\$327,411</b>	<b>\$473,225</b>

# April 2022



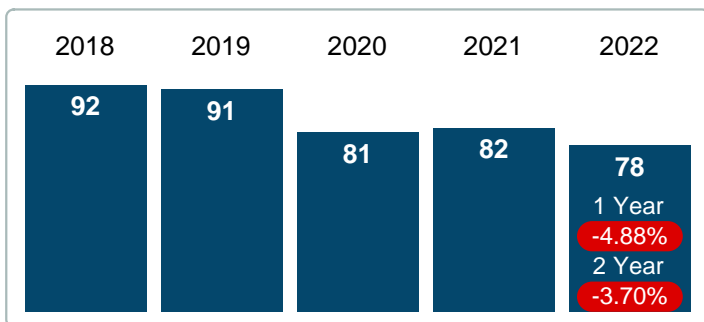
Area Delimited by County Of Cherokee - Residential Property Type



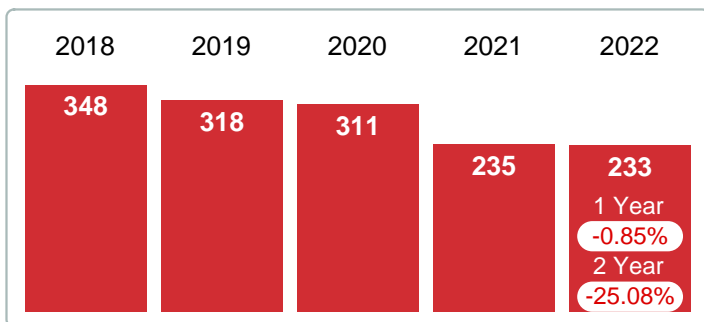
## NEW LISTINGS

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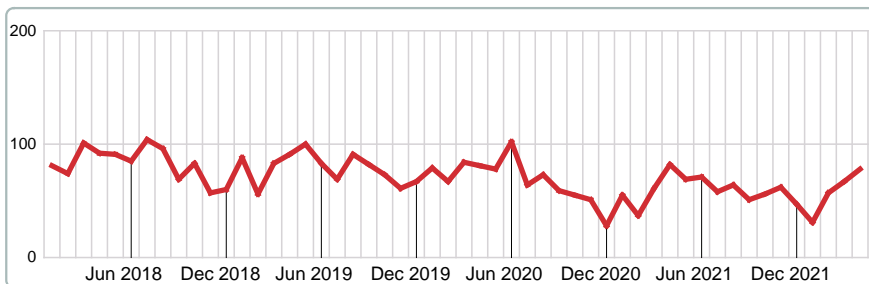
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

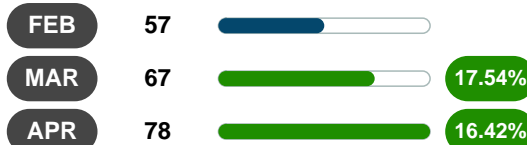


### 3 MONTHS

5 year APR AVG = 85

High Jul 2018 104 Low Dec 2020 28

New Listings this month at **78**  
 below the 5 yr APR average of **85**



### 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	6	7.69%	4	2	0	0
\$75,001 - \$100,000	8	10.26%	3	4	0	1
\$100,001 - \$150,000	11	14.10%	5	5	0	1
\$150,001 - \$225,000	19	24.36%	4	12	2	1
\$225,001 - \$300,000	16	20.51%	0	11	5	0
\$300,001 - \$525,000	11	14.10%	0	6	5	0
\$525,001 and up	7	8.97%	1	1	3	2
<b>Total New Listed Units</b>	<b>78</b>		<b>17</b>	<b>41</b>	<b>15</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,262,800</b>	<b>100%</b>	<b>2.37M</b>	<b>10.27M</b>	<b>5.77M</b>	<b>1.86M</b>
<b>Average New Listed Listing Price</b>	<b>\$238,248</b>		<b>\$139,241</b>	<b>\$250,434</b>	<b>\$384,773</b>	<b>\$371,260</b>

# April 2022



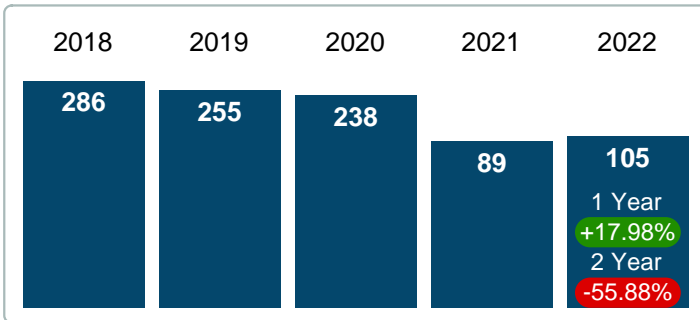
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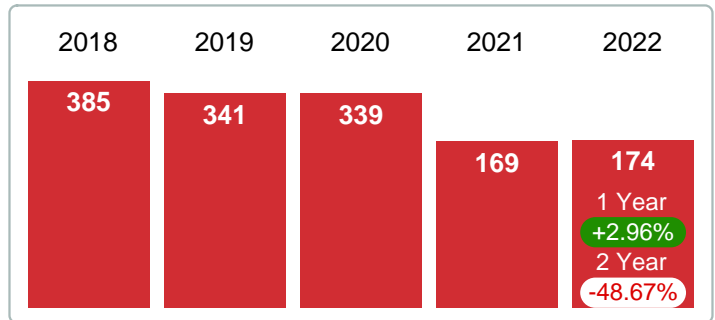
## ACTIVE INVENTORY

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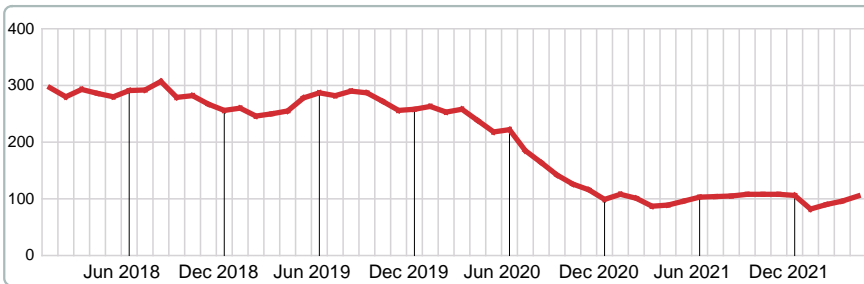
### END OF APRIL



### ACTIVE DURING APRIL

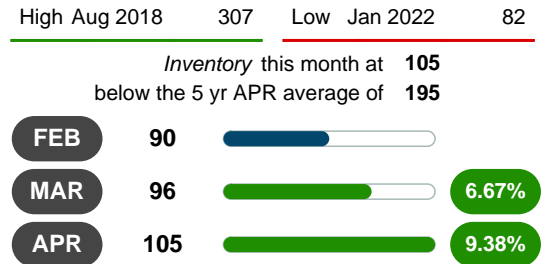


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 195



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	10.48%	32.5	4	7	0	0
\$100,001 - \$150,000	11	10.48%	48.1	7	2	1	1
\$150,001 - \$225,000	17	16.19%	58.7	4	10	3	0
\$225,001 - \$325,000	27	25.71%	61.0	3	17	7	0
\$325,001 - \$475,000	12	11.43%	56.5	1	5	5	1
\$475,001 - \$750,000	18	17.14%	96.5	2	5	8	3
\$750,001 and up	9	8.57%	140.4	1	4	3	1
<b>Total Active Inventory by Units</b>	<b>105</b>			<b>22</b>	<b>50</b>	<b>27</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>41,647,939</b>	<b>100%</b>	<b>68.7</b>	<b>6.10M</b>	<b>20.03M</b>	<b>12.26M</b>	<b>3.26M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$396,647</b>			<b>\$277,200</b>	<b>\$400,552</b>	<b>\$454,165</b>	<b>\$543,250</b>

# April 2022



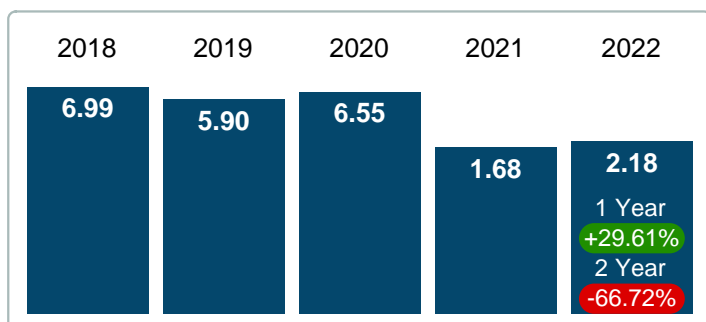
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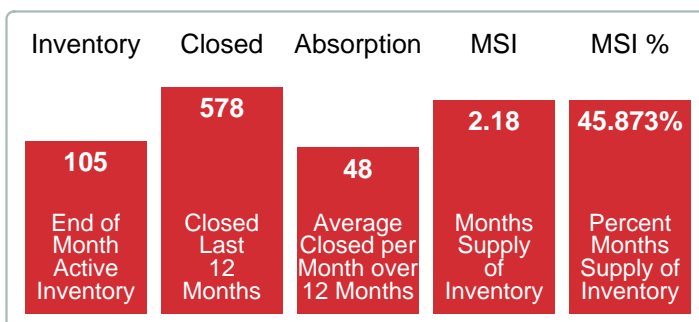
## MONTHS SUPPLY of INVENTORY (MSI)

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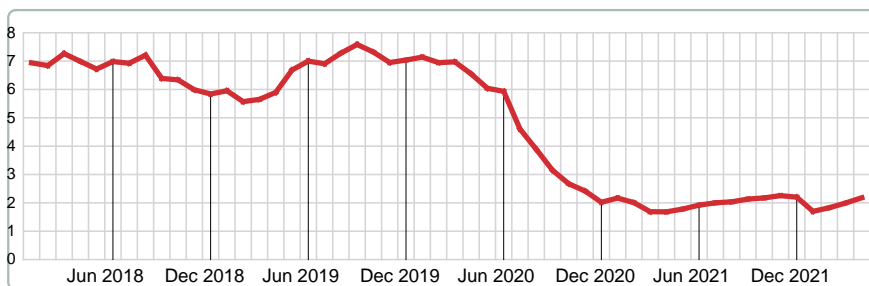
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022

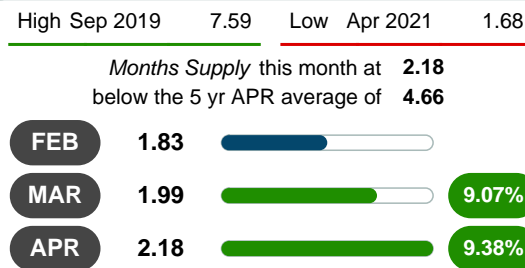


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.66



### 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
\$100,000 and less	11	10.48%	1.39	0.98	2.00	0.00	0.00
\$100,001 - \$150,000	11	10.48%	0.97	2.55	0.29	0.71	3.00
\$150,001 - \$225,000	17	16.19%	1.19	4.00	0.94	1.33	0.00
\$225,001 - \$325,000	27	25.71%	3.06	6.00	3.14	2.80	0.00
\$325,001 - \$475,000	12	11.43%	3.27	4.00	3.16	3.75	2.00
\$475,001 - \$750,000	18	17.14%	12.71	0.00	10.00	12.00	12.00
\$750,001 and up	9	8.57%	13.50	0.00	12.00	18.00	6.00
Market Supply of Inventory (MSI)			2.18	2.56	1.73	3.12	2.88
Total Active Inventory by Units		100%	2.18	22	50	27	6

# April 2022



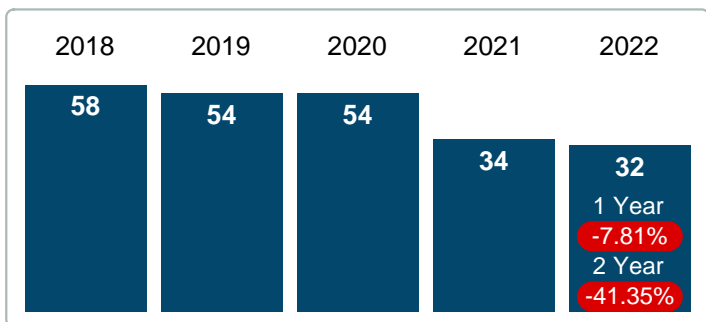
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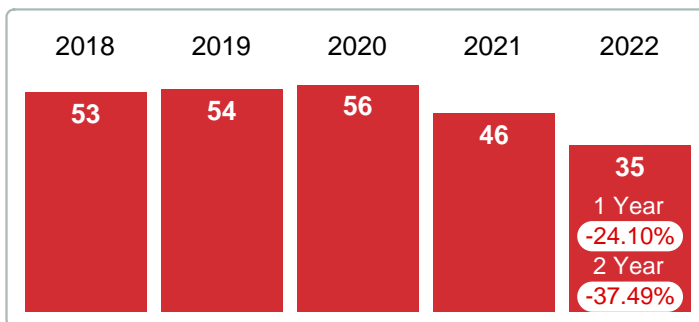
## AVERAGE DAYS ON MARKET TO SALE

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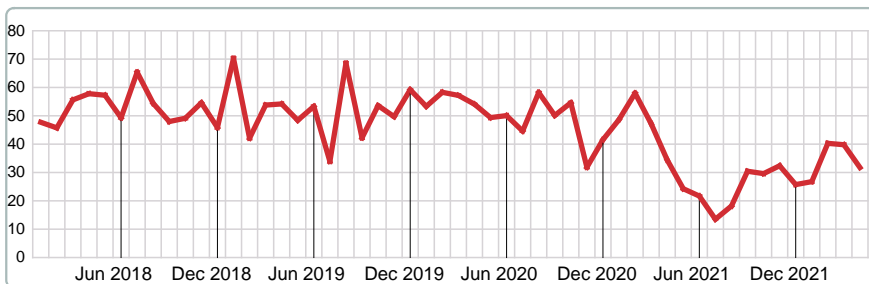
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

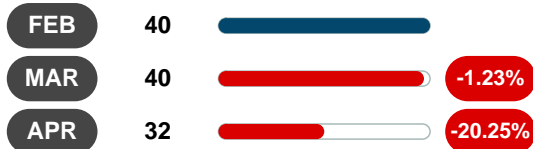


### 3 MONTHS

5 year APR AVG = 46

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 32 below the 5 yr APR average of 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	4.44%	40	0	40	0	0
\$75,001 - \$125,000	17.78%	45	46	30	101	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	40.00%	33	19	32	72	71
\$200,001 - \$225,000	8.89%	4	0	4	0	0
\$225,001 - \$275,000	17.78%	28	0	39	10	0
\$275,001 and up	11.11%	30	0	31	0	26
<b>Average Closed DOM</b>		<b>32</b>	<b>31</b>	<b>29</b>	<b>40</b>	<b>49</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32</b>	<b>7</b>	<b>31</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,329,699</b>	<b>896.40K</b>	<b>6.47M</b>	<b>975.50K</b>	<b>2.99M</b>

# April 2022



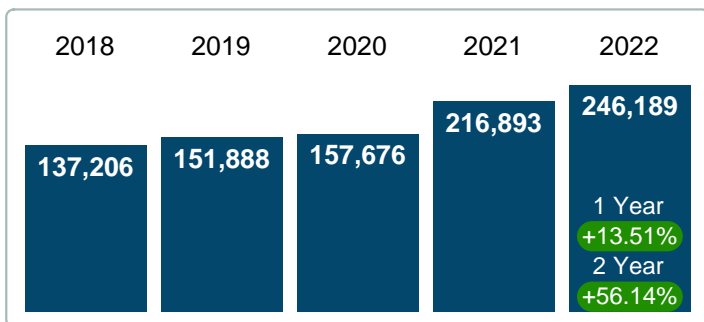
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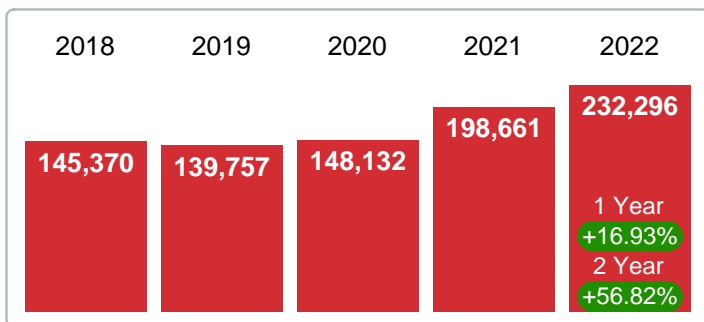
## AVERAGE LIST PRICE AT CLOSING

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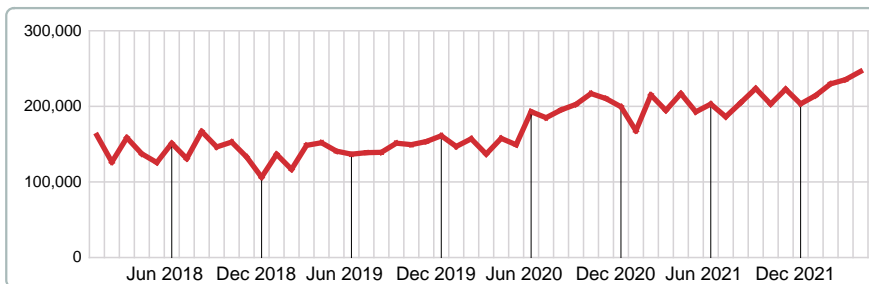
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 181,970

High Apr 2022 246,189    Low Dec 2018 106,258

Average List Price at Closing this month at **246,189**  
above the 5 yr APR average of **181,970**

FEB	229,686	<div style="width: 80%;"></div>
MAR	235,384	<div style="width: 90%;"></div> 2.48%
APR	246,189	<div style="width: 100%;"></div> 4.59%

### 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 <b>1</b>	2.22%	52,000	0	65,950	0	0
\$75,001 - \$125,000 <b>6</b>	13.33%	98,900	123,233	104,550	150,000	0
\$125,001 - \$125,000 <b>0</b>	0.00%	0	0	0	0	0
\$125,001 - \$200,000 <b>22</b>	48.89%	153,441	135,225	156,458	148,000	184,900
\$200,001 - \$225,000 <b>3</b>	6.67%	218,233	0	213,675	0	0
\$225,001 - \$275,000 <b>6</b>	13.33%	246,583	0	255,000	278,133	0
\$275,001 and up <b>7</b>	15.56%	703,314	0	450,825	0	02,490,000
<b>Average List Price</b>		246,189	130,086	205,181	226,480	1,337,450
<b>Total Closed Units</b>	100%	246,189	7	31	5	2
<b>Total Closed Volume</b>		11,078,500	910.60K	6.36M	1.13M	2.67M



# April 2022



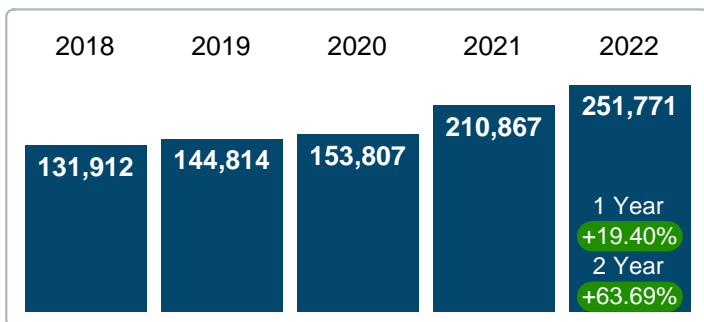
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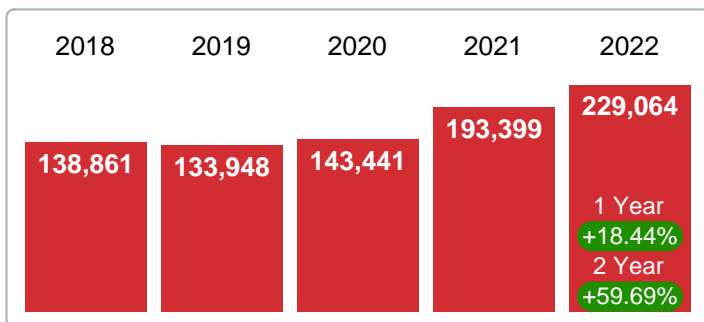
## AVERAGE SOLD PRICE AT CLOSING

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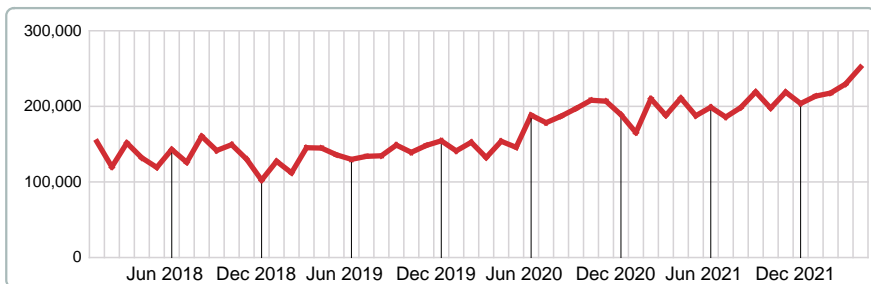
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

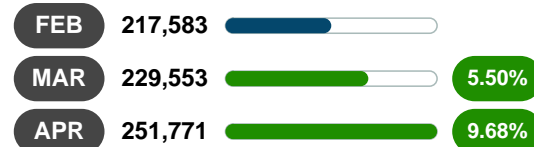


### 3 MONTHS

5 year APR AVG = 178,634

High Apr 2022 251,771 Low Dec 2018 102,382

Average Sold Price at Closing this month at **251,771** above the 5 yr APR average of **178,634**



### 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	4.44%	49,000	0	49,000	0	0
\$75,001 - \$125,000	17.78%	101,425	106,167	95,725	110,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	40.00%	154,122	144,475	156,400	142,000	177,500
\$200,001 - \$225,000	8.89%	211,725	0	211,725	0	0
\$225,001 - \$275,000	17.78%	248,988	0	253,680	241,167	0
\$275,001 and up	11.11%	961,460	0	498,075	0	02,815,000
<b>Average Sold Price</b>		<b>251,771</b>	<b>128,057</b>	<b>208,558</b>	<b>195,100</b>	<b>1,496,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>251,771</b>	<b>7</b>	<b>31</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,329,699</b>	<b>896.40K</b>	<b>6.47M</b>	<b>975.50K</b>	<b>2.99M</b>

# April 2022



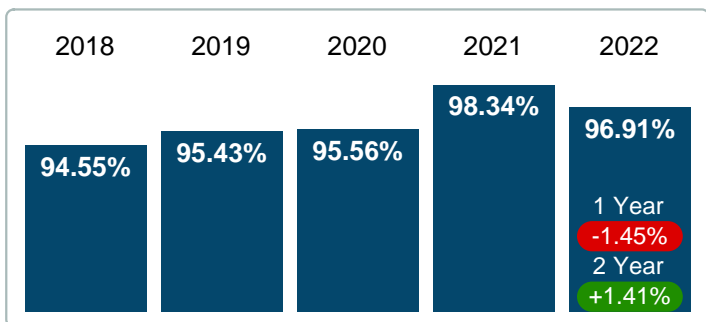
Area Delimited by County Of Cherokee - Residential Property Type



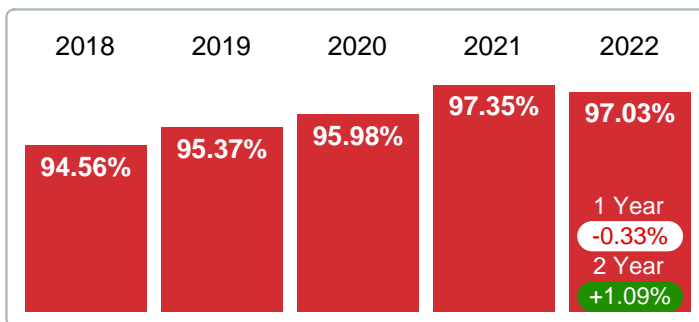
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

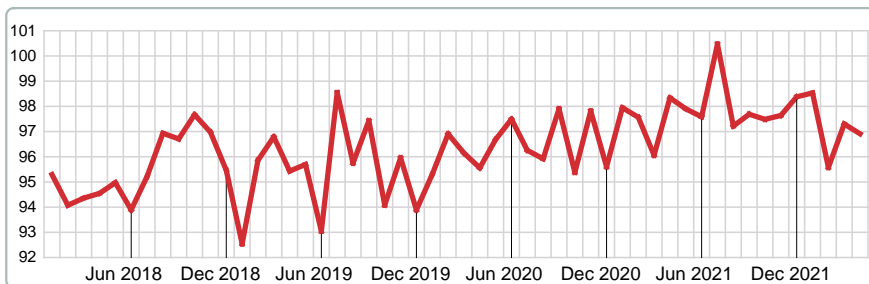
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

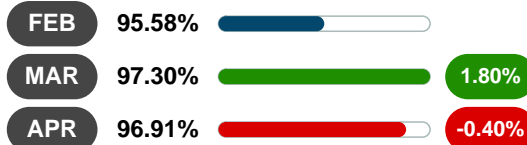


### 3 MONTHS

5 year APR AVG = 96.16%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **96.91%** above the 5 yr APR average of **96.16%**



### 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	2	4.44%	72.41%	0.00%	72.41%	0.00%	0.00%
\$75,001 - \$125,000	8	17.78%	87.23%	86.23%	91.46%	73.33%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$200,000	18	40.00%	101.20%	107.20%	100.07%	95.95%	96.00%
\$200,001 - \$225,000	4	8.89%	99.14%	0.00%	99.14%	0.00%	0.00%
\$225,001 - \$275,000	8	17.78%	95.83%	0.00%	99.53%	89.65%	0.00%
\$275,001 and up	5	11.11%	106.70%	0.00%	105.11%	0.00%	113.05%
Average Sold/List Ratio		96.90%		98.21%	97.62%	87.65%	104.53%
Total Closed Units		45	100%	7	31	5	2
Total Closed Volume		11,329,699		896.40K	6.47M	975.50K	2.99M

# April 2022



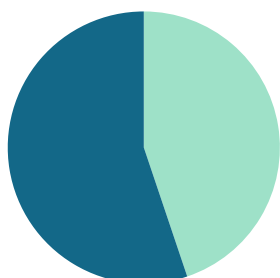
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

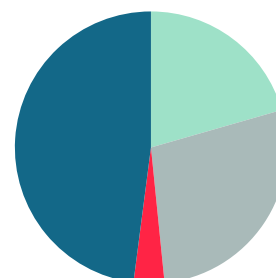


**Inventory**  
 New Listings  
**78 = 44.83%**  
 Start Inventory  
**96**  
 Total Inventory Units  
**174**  
 Volume  
**\$59,583,489**

### Market Activity

Closed Sales  
**45 = 20.55%**  
 Pending Sales  
**61 = 27.85%**  
 Other Off Market  
**8 = 3.65%**  
 Active Inventory  
**105 = 47.95%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	45	45	0.00%	166	166	0.00%
Pending Sales	67	61	-8.96%	206	191	-7.28%
New Listings	82	78	-4.88%	235	233	-0.85%
Average List Price	216,893	246,189	13.51%	198,661	232,296	16.93%
Average Sale Price	210,867	251,771	19.40%	193,399	229,064	18.44%
Average Percent of Selling Price to List Price	98.34%	96.91%	-1.45%	97.35%	97.03%	-0.33%
Average Days on Market to Sale	34.42	31.73	-7.81%	45.99	34.91	-24.10%
Monthly Inventory	89	105	17.98%	89	105	17.98%
Months Supply of Inventory	1.68	2.18	29.61%	1.68	2.18	29.61%

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

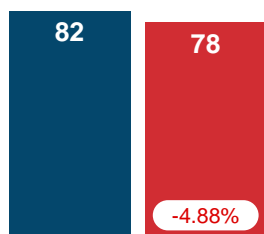
**Inventory** on April 30, 2022 = **105**

**2021** **2022**

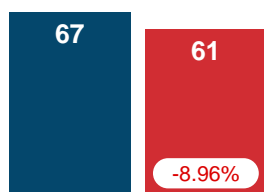
### APRIL MARKET

### AVERAGE PRICES

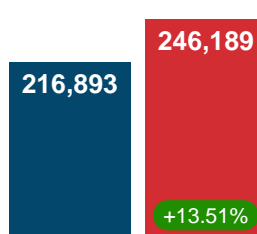
#### New Listings



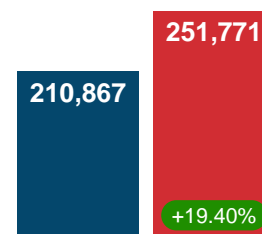
#### Pending Listings



#### List Price



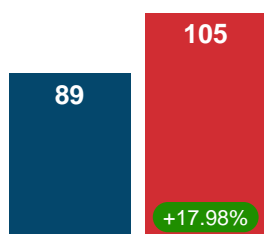
#### Sale Price



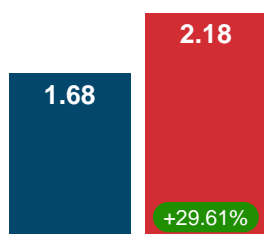
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

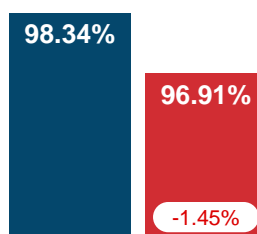
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

