

August 2022



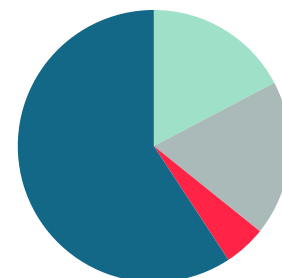
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	56	45	-19.64%
Pending Listings	54	48	-11.11%
New Listings	64	70	9.38%
Average List Price	204,806	271,314	32.47%
Average Sale Price	198,405	259,609	30.85%
Average Percent of Selling Price to List Price	97.22%	97.03%	-0.19%
Average Days on Market to Sale	18.18	21.11	16.13%
End of Month Inventory	191	154	-19.37%
Months Supply of Inventory	3.70	3.24	-12.44%



■ Closed (17.31%)
■ Pending (18.46%)
■ Other OffMarket (5.00%)
■ Active (59.23%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of August 31, 2022 = **154**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **19.37%** to 154 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 **3.24** 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 **30.85%** in August 2022 to \$259,609 versus the previous year at \$198,405.

Average Days on Market Lengthens

The average number of **21.11** days that homes spent on the market before selling increased by 2.93 days or **16.13%** in August 2022 compared to last year's same month at **18.18** DOM.

Sales Success for August 2022 is Positive

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

There were 70 New Listings in August 2022, up **9.38%** from last year at 64. Furthermore, there were 45 Closed Listings this month versus last year at 56, a **-19.64%** decrease.

Closed versus Listed trends yielded a **64.3%** ratio, down from previous year's, August 2021, at **87.5%**, a **26.53%** 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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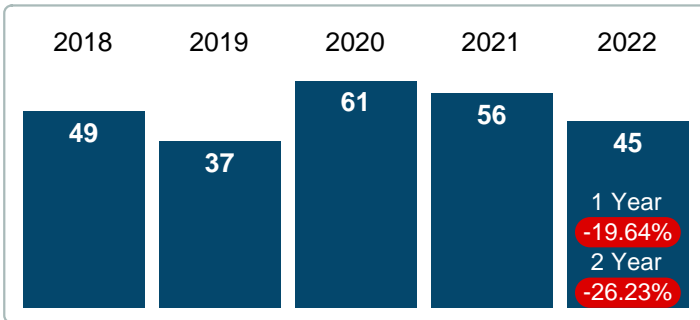
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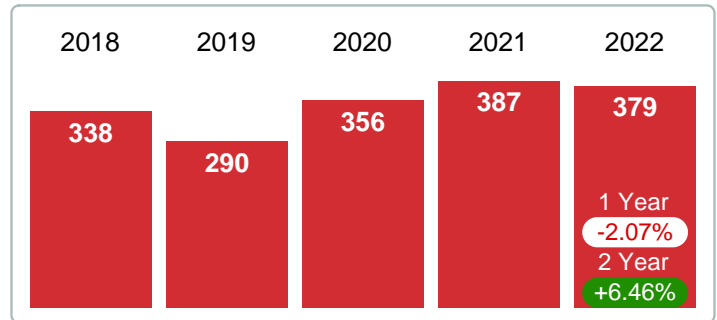
CLOSED LISTINGS

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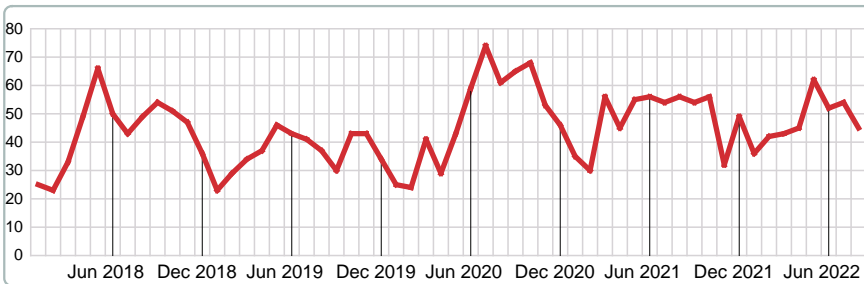
AUGUST



YEAR TO DATE (YTD)

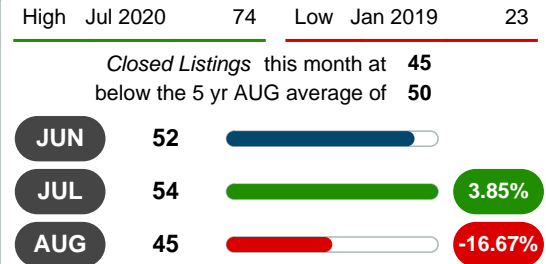


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50



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%	9.5	1	1	0	0
\$75,001 - \$125,000	7	15.56%	20.1	3	4	0	0
\$125,001 - \$150,000	7	15.56%	8.3	3	4	0	0
\$150,001 - \$225,000	10	22.22%	18.7	0	9	1	0
\$225,001 - \$300,000	8	17.78%	22.1	1	6	0	1
\$300,001 - \$600,000	6	13.33%	28.3	0	3	3	0
\$600,001 and up	5	11.11%	39.6	0	2	1	2
Total Closed Units	45			8	29	5	3
Total Closed Volume	11,682,390	100%	21.1	964.65K	6.77M	2.26M	1.69M
Average Closed Price	\$259,609			\$120,581	\$233,401	\$451,820	\$563,333

August 2022



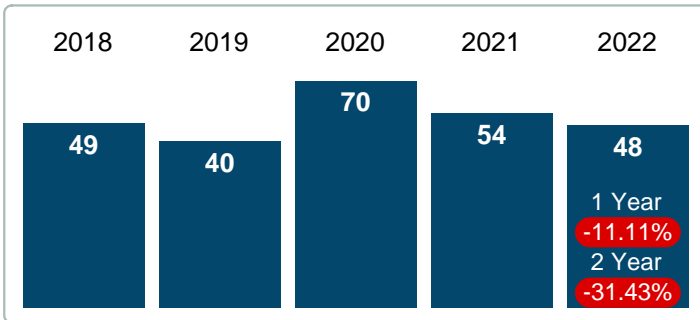
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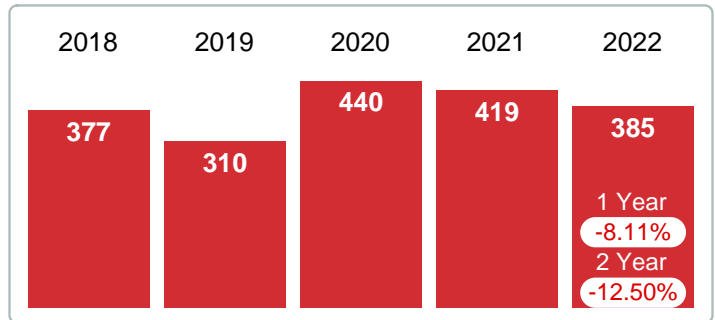
PENDING LISTINGS

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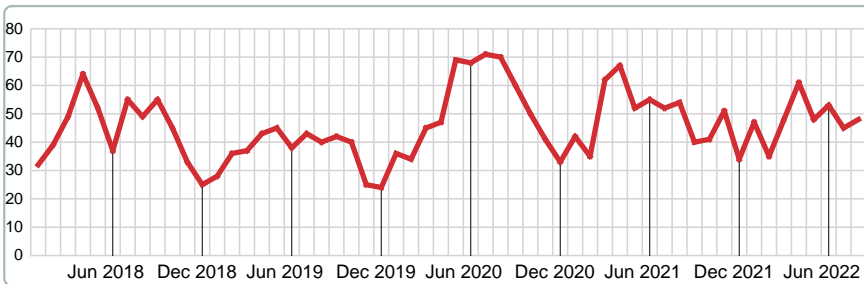
AUGUST



YEAR TO DATE (YTD)

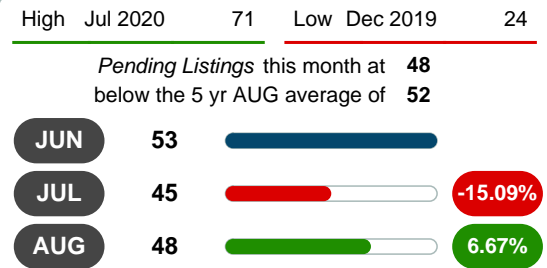


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	4	8.33%	52.0	2	2	0	0
\$90,001 - \$120,000	4	8.33%	23.3	2	2	0	0
\$120,001 - \$160,000	10	20.83%	42.8	4	6	0	0
\$160,001 - \$220,000	11	22.92%	28.3	4	4	2	1
\$220,001 - \$350,000	8	16.67%	32.9	0	5	3	0
\$350,001 - \$450,000	7	14.58%	30.7	1	4	2	0
\$450,001 and up	4	8.33%	13.5	0	1	3	0
Total Pending Units	48			13	24	10	1
Total Pending Volume	11,722,150	100%	7.0	2.04M	5.68M	3.78M	220.00K
Average Listing Price	\$111,950			\$157,169	\$236,567	\$378,135	\$220,000

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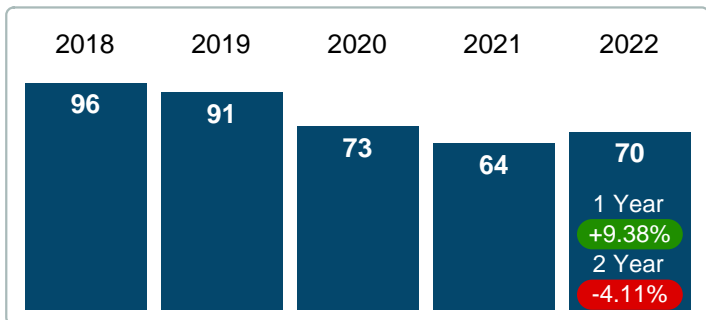
Area Delimited by County Of Cherokee - Residential Property Type



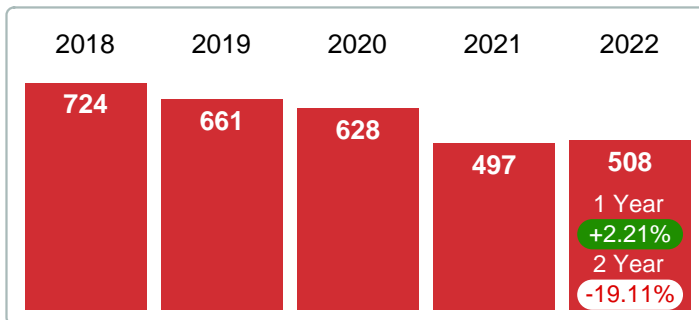
NEW LISTINGS

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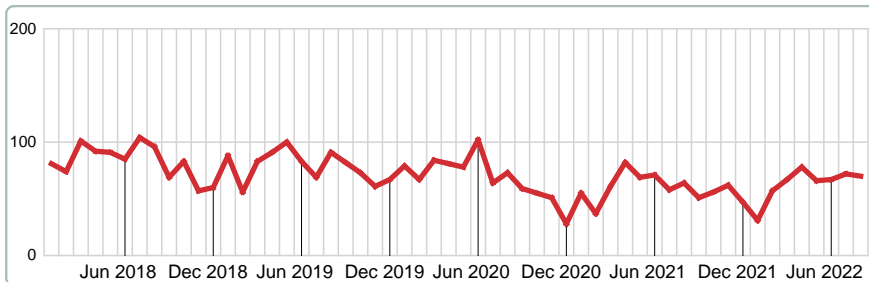
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 79

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 70
below the 5 yr AUG average of 79



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$120,000 and less	7	10.00%	4	3	0	0
\$120,001 - \$140,000	7	10.00%	3	4	0	0
\$140,001 - \$190,000	12	17.14%	4	8	0	0
\$190,001 - \$240,000	17	24.29%	1	13	3	0
\$240,001 - \$350,000	12	17.14%	0	6	6	0
\$350,001 - \$610,000	8	11.43%	1	5	2	0
\$610,001 and up	7	10.00%	1	2	3	1
Total New Listed Units	70		14	41	14	1
Total New Listed Volume	19,962,387	100%	3.34M	10.35M	5.51M	759.90K
Average New Listed Listing Price	\$129,900		\$238,750	\$252,367	\$393,782	\$759,900

August 2022



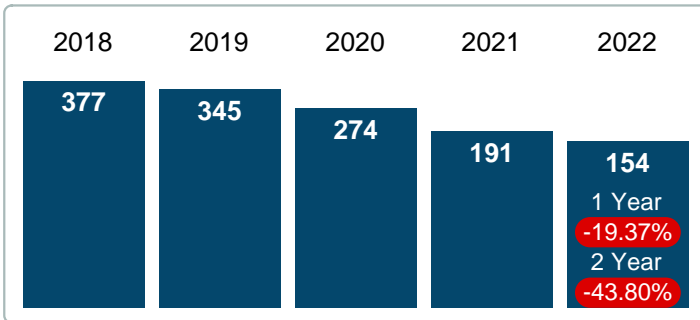
Area Delimited by County Of Cherokee - Residential Property Type



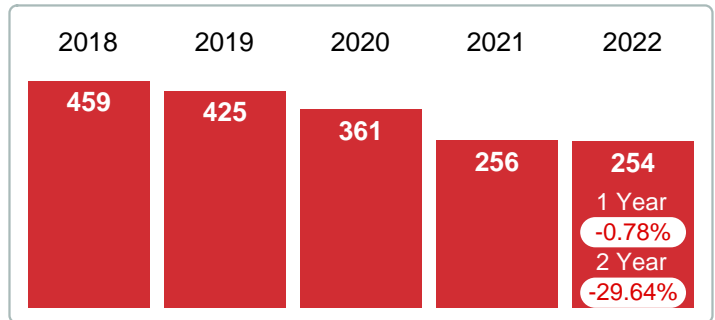
ACTIVE INVENTORY

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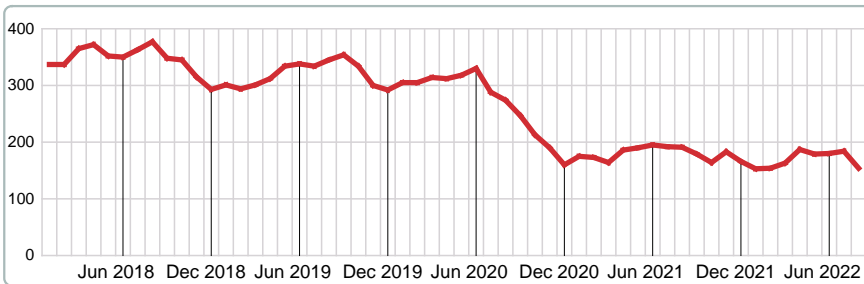
END OF AUGUST



ACTIVE DURING AUGUST

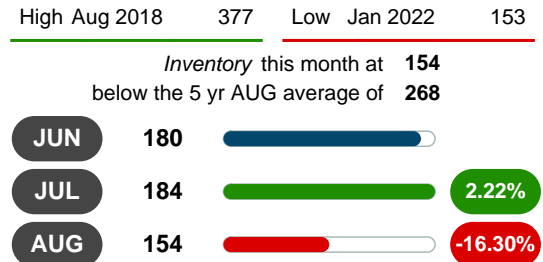


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 268



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	14	9.09%	51.1	7	7	0	0
\$100,001 - \$150,000	14	9.09%	68.9	4	8	2	0
\$150,001 - \$200,000	29	18.83%	50.7	6	21	1	1
\$200,001 - \$300,000	40	25.97%	68.4	5	21	13	1
\$300,001 - \$425,000	24	15.58%	82.2	1	13	8	2
\$425,001 - \$675,000	17	11.04%	95.5	2	8	7	0
\$675,001 and up	16	10.39%	151.6	2	4	8	2
Total Active Inventory by Units	154			27	82	39	6
Total Active Inventory by Volume	54,031,936	100%	77.3	7.59M	26.59M	17.21M	2.64M
Average Active Inventory Listing Price	\$350,857			\$281,230	\$324,219	\$441,387	\$439,783

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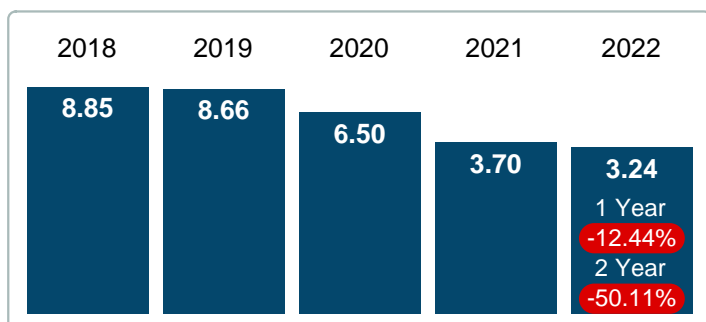
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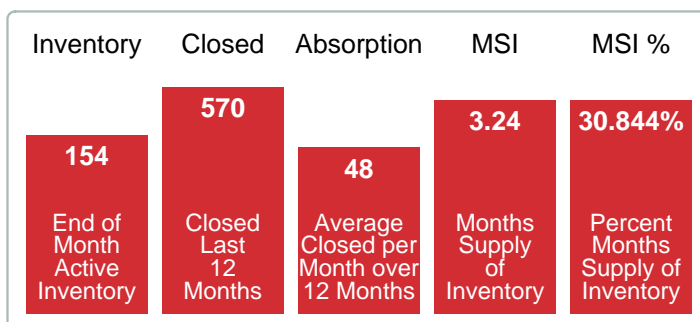
MONTHS SUPPLY of INVENTORY (MSI)

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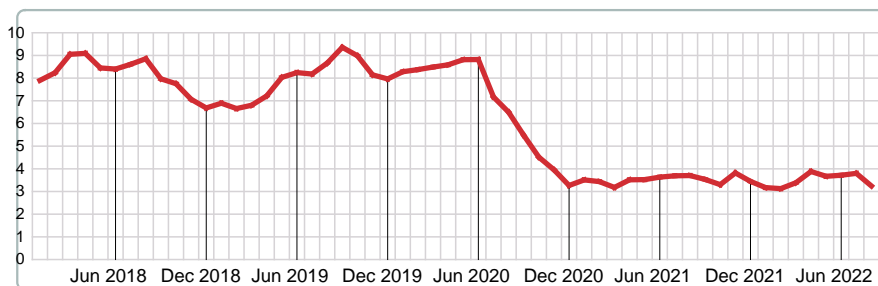
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

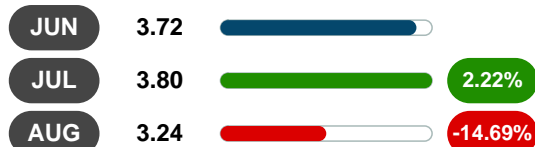


3 MONTHS

5 year AUG AVG = 6.19

High Sep 2019 9.36 Low Feb 2022 3.13

Months Supply this month at **3.24**
below the 5 yr AUG average of **6.19**



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	14	9.09%	1.70	1.87	1.71	0.00	0.00
\$100,001 - \$150,000	14	9.09%	1.50	1.23	1.52	3.43	0.00
\$150,001 - \$200,000	29	18.83%	3.16	10.29	2.96	0.86	3.00
\$200,001 - \$300,000	40	25.97%	3.08	10.00	2.25	5.03	1.71
\$300,001 - \$425,000	24	15.58%	6.86	6.00	9.75	4.80	6.00
\$425,001 - \$675,000	17	11.04%	5.51	24.00	5.65	7.00	0.00
\$675,001 and up	16	10.39%	13.71	0.00	9.60	24.00	4.80
Market Supply of Inventory (MSI)			3.24	3.24	2.84	5.09	2.32
Total Active Inventory by Units		100%	3.24	27	82	39	6

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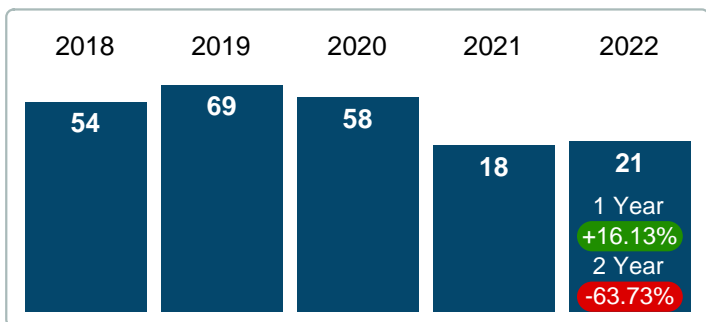
Area Delimited by County Of Cherokee - Residential Property Type



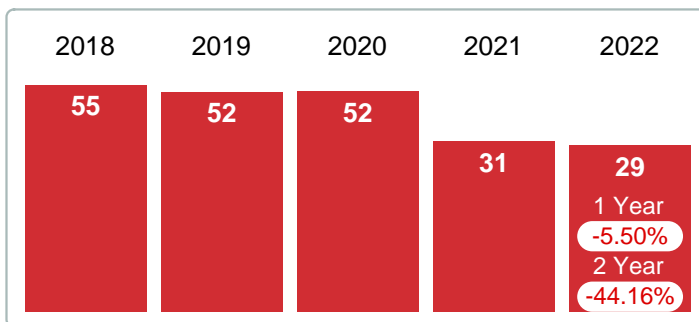
AVERAGE DAYS ON MARKET TO SALE

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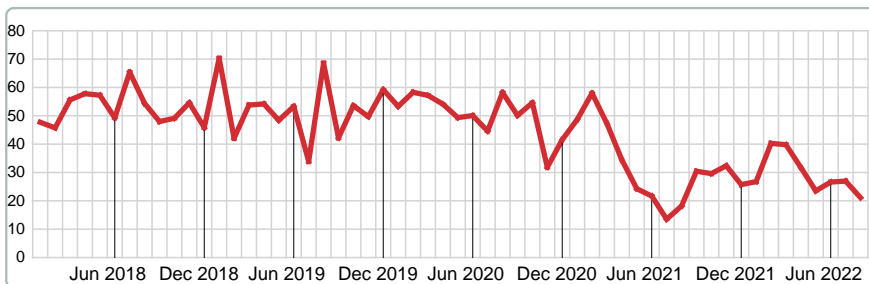
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

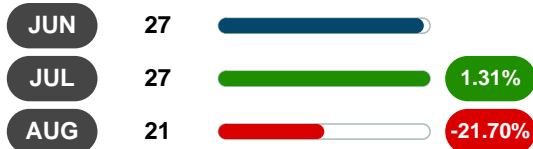


3 MONTHS

5 year AUG AVG = 44

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 21 below the 5 yr AUG average of 44



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%	10	13	6	0	0
\$75,001 - \$125,000	15.56%	20	15	24	0	0
\$125,001 - \$150,000	15.56%	8	5	11	0	0
\$150,001 - \$225,000	22.22%	19	0	7	126	0
\$225,001 - \$300,000	17.78%	22	19	10	0	99
\$300,001 - \$600,000	13.33%	28	0	29	28	0
\$600,001 and up	11.11%	40	0	23	46	54
Average Closed DOM		21				
Total Closed Units	100%	21	8	29	5	3
Total Closed Volume		11,682,390	964.65K	6.77M	2.26M	1.69M

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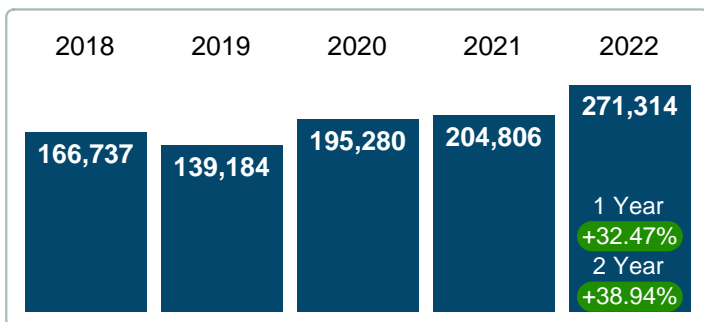
Area Delimited by County Of Cherokee - Residential Property Type



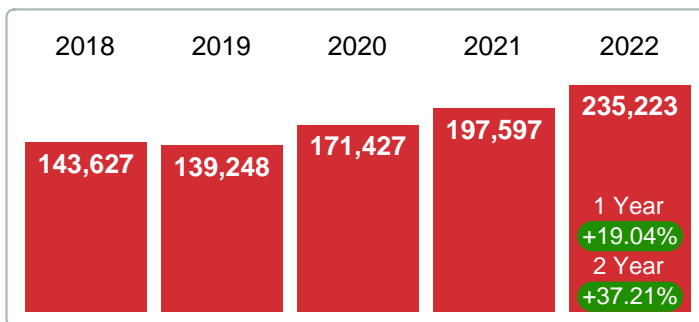
AVERAGE LIST PRICE AT CLOSING

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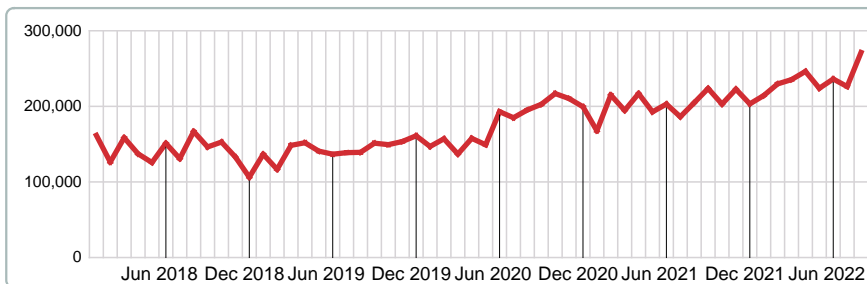
AUGUST



YEAR TO DATE (YTD)

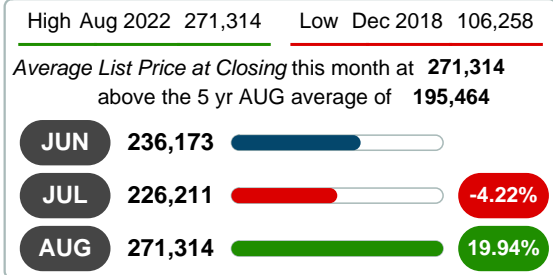


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 195,464



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	6.67%	66,967	55,000	73,400	0	0
\$75,001 - \$125,000	15.56%	102,357	97,500	94,125	0	0
\$125,001 - \$150,000	15.56%	141,329	133,133	139,975	0	0
\$150,001 - \$225,000	20.00%	184,222	0	182,011	169,900	0
\$225,001 - \$300,000	15.56%	255,160	247,000	256,520	0	350,000
\$300,001 - \$600,000	13.33%	421,467	0	443,300	489,633	0
\$600,001 and up	13.33%	721,583	0	692,250	750,000	787,500
Average List Price		271,314	124,238	237,980	477,760	641,667
Total Closed Units	100%	271,314	8	29	5	3
Total Closed Volume		12,209,120	993.90K	6.90M	2.39M	1.93M

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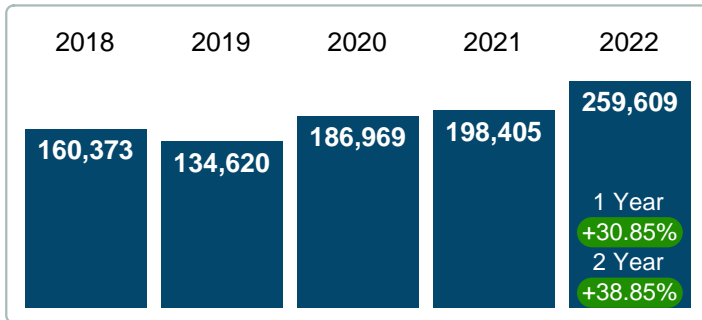
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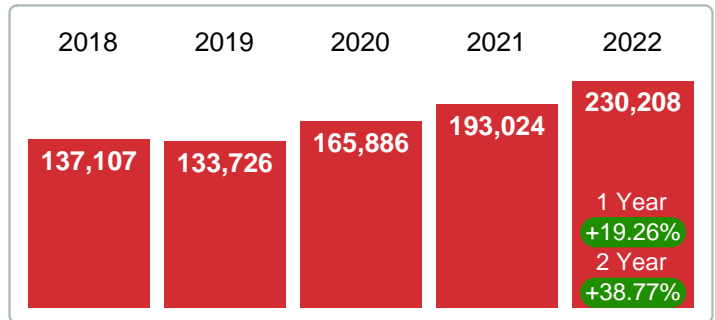
AVERAGE SOLD PRICE AT CLOSING

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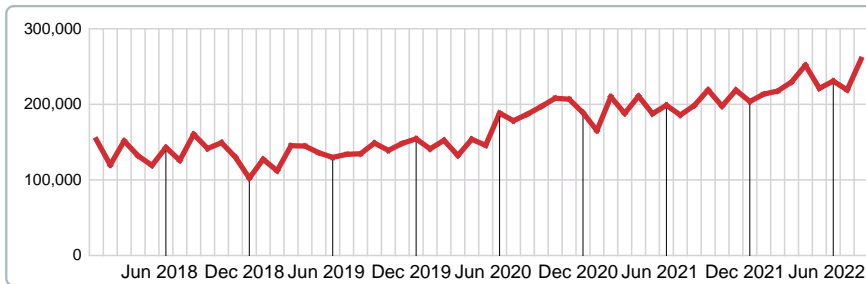
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

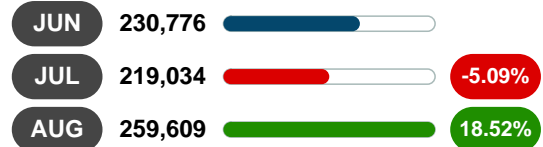


3 MONTHS

5 year AUG AVG = 187,995

High Aug 2022 259,609 Low Dec 2018 102,382

Average Sold Price at Closing this month at **259,609** above the 5 yr AUG average of **187,995**



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%	58,750	46,000	71,500	0	0
\$75,001 - \$125,000	15.56%	91,929	93,917	90,438	0	0
\$125,001 - \$150,000	15.56%	136,700	132,300	140,000	0	0
\$150,001 - \$225,000	22.22%	181,400	0	183,778	160,000	0
\$225,001 - \$300,000	17.78%	254,205	240,000	257,273	0	250,000
\$300,001 - \$600,000	13.33%	440,308	0	430,917	449,700	0
\$600,001 and up	11.11%	695,000	0	642,500	750,000	720,000
Average Sold Price		259,609	120,581	233,401	451,820	563,333
Total Closed Units	100%	259,609	8	29	5	3
Total Closed Volume		11,682,390	964.65K	6.77M	2.26M	1.69M

August 2022



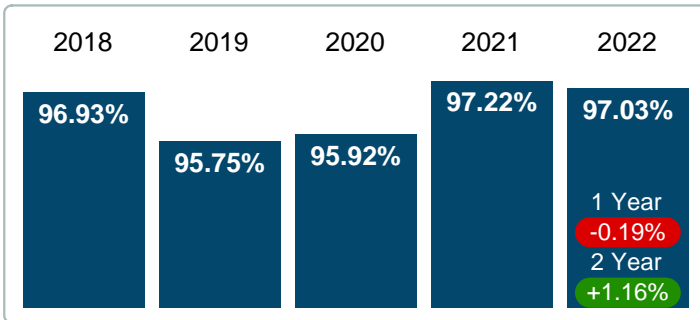
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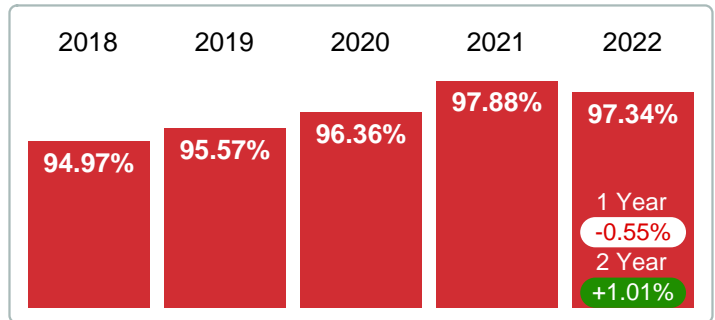
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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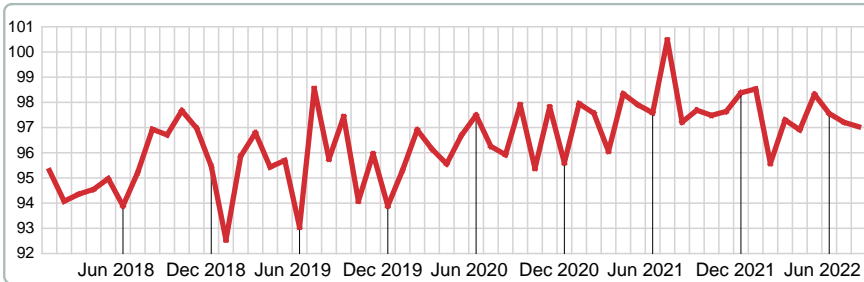
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

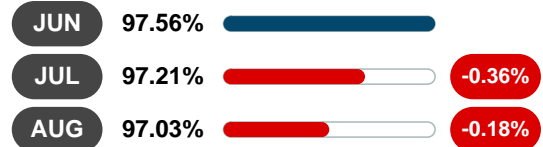


3 MONTHS

5 year AUG AVG = 96.57%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.03%**
equal to 5 yr AUG average of **96.57%**



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%	90.52%	83.64%	97.41%	0.00%	0.00%	
\$75,001 - \$125,000	7	15.56%	96.57%	97.45%	95.91%	0.00%	0.00%	
\$125,001 - \$150,000	7	15.56%	99.96%	99.41%	100.37%	0.00%	0.00%	
\$150,001 - \$225,000	10	22.22%	100.50%	0.00%	101.20%	94.17%	0.00%	
\$225,001 - \$300,000	8	17.78%	96.23%	97.17%	100.20%	0.00%	71.43%	
\$300,001 - \$600,000	6	13.33%	94.37%	0.00%	97.22%	91.51%	0.00%	
\$600,001 and up	5	11.11%	93.74%	0.00%	93.36%	100.00%	91.00%	
Average Sold/List Ratio		97.00%		96.42%	99.07%	93.74%	84.48%	
Total Closed Units		45	100%	97.00%	8	29	5	3
Total Closed Volume		11,682,390			964.65K	6.77M	2.26M	1.69M

August 2022



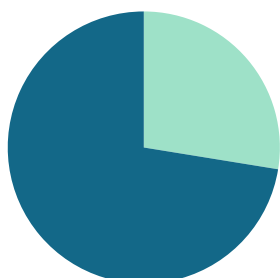
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

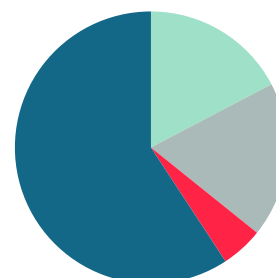


Inventory
 New Listings
70 = 27.56%
 Start Inventory
184
 Total Inventory Units
254
 Volume
\$80,789,945

Market Activity

Closed Sales
45 = 17.31%
 Pending Sales
48 = 18.46%
 Other Off Market
13 = 5.00%
 Active Inventory
154 = 59.23%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	45	-19.64%	387	379	-2.07%
Pending Sales	54	48	-11.11%	419	385	-8.11%
New Listings	64	70	9.38%	497	508	2.21%
Average List Price	204,806	271,314	32.47%	197,597	235,223	19.04%
Average Sale Price	198,405	259,609	30.85%	193,024	230,208	19.26%
Average Percent of Selling Price to List Price	97.22%	97.03%	-0.19%	97.88%	97.34%	-0.55%
Average Days on Market to Sale	18.18	21.11	16.13%	30.83	29.14	-5.50%
Monthly Inventory	191	154	-19.37%	191	154	-19.37%
Months Supply of Inventory	3.70	3.24	-12.44%	3.70	3.24	-12.44%

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

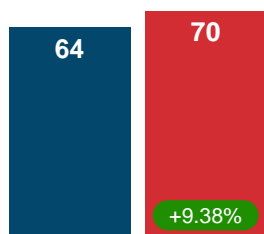
Inventory on August 31, 2022 = **154**

2021 **2022**

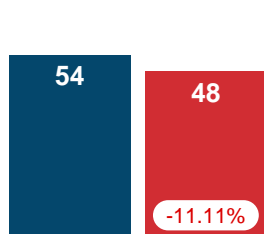
AUGUST MARKET

AVERAGE PRICES

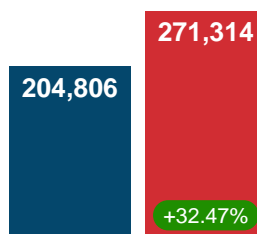
New Listings



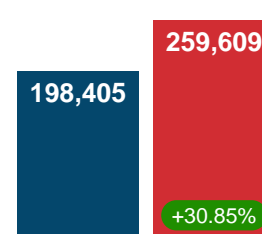
Pending Listings



List Price



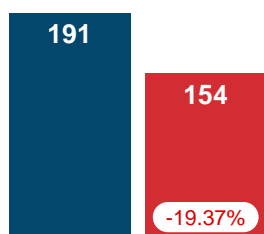
Sale Price



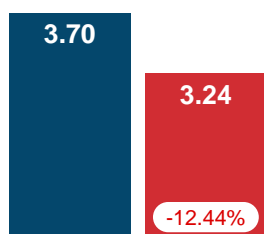
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

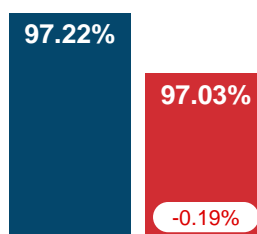
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

