

August 2022



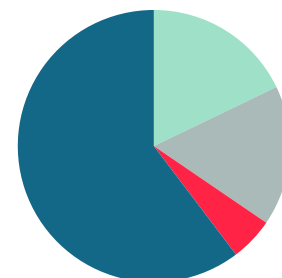
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	August 2022	+/-%
Closed Listings	56	45	-19.64%
Pending Listings	54	42	-22.22%
New Listings	64	70	9.38%
Median List Price	163,250	189,900	16.32%
Median Sale Price	166,000	195,700	17.89%
Median Percent of Selling Price to List Price	100.00%	98.46%	-1.54%
Median Days on Market to Sale	12.50	9.00	-28.00%
End of Month Inventory	105	152	44.76%
Months Supply of Inventory	2.04	3.20	57.21%



■ Closed (17.86%)
■ Pending (16.67%)
■ Other OffMarket (5.16%)
■ Active (60.32%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of August 31, 2022 = **152**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **44.76%** to 152 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 **3.20** 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 **17.89%** in August 2022 to \$195,700 versus the previous year at \$166,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 3.50 days or **28.00%** in August 2022 compared to last year's same month at **12.50** DOM.

Sales Success for August 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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 an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

August 2022



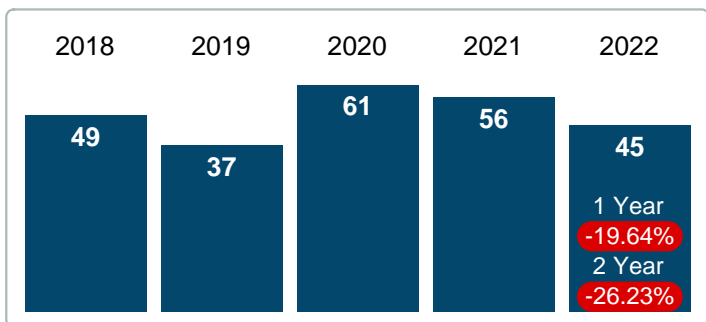
Area Delimited by County Of Cherokee - Residential Property Type



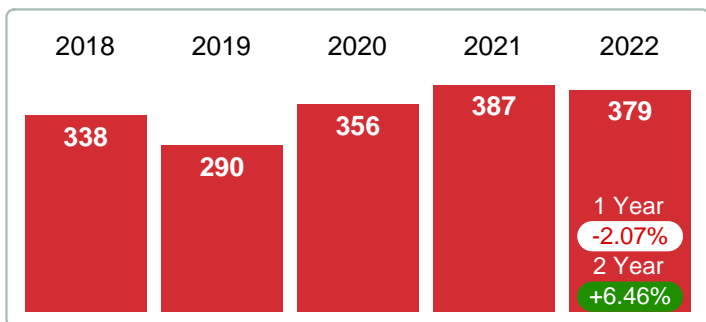
CLOSED LISTINGS

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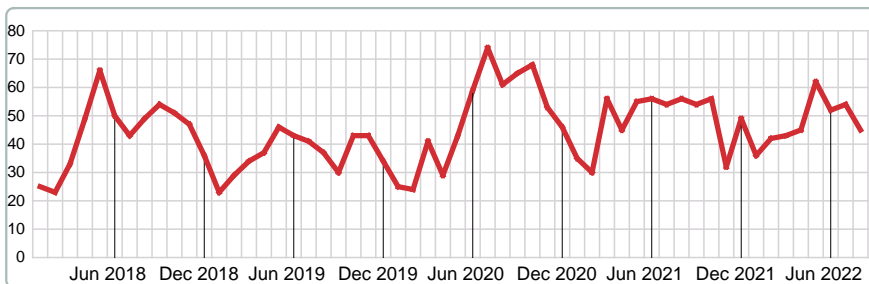
AUGUST



YEAR TO DATE (YTD)

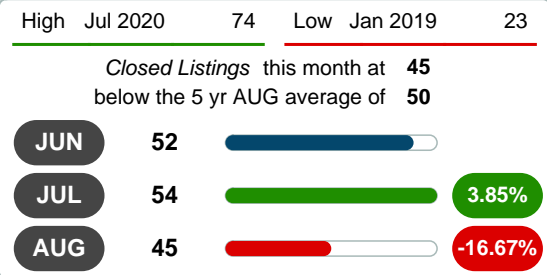


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	14.0	3	4	0	0
\$125,001 - \$150,000	7	15.56%	6.0	3	4	0	0
\$150,001 - \$225,000	10	22.22%	4.0	0	9	1	0
\$225,001 - \$300,000	8	17.78%	15.0	1	6	0	1
\$300,001 - \$600,000	6	13.33%	19.0	0	3	3	0
\$600,001 and up	5	11.11%	39.0	0	2	1	2
Total Closed Units	45			8	29	5	3
Total Closed Volume	11,682,390	100%	9.0	964.65K	6.77M	2.26M	1.69M
Median Closed Price	\$195,700			\$116,000	\$195,700	\$399,100	\$615,000

August 2022



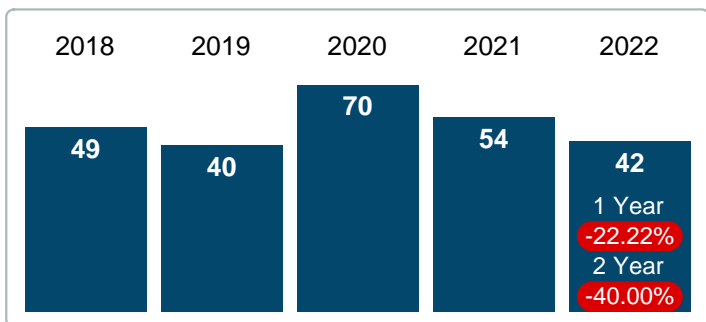
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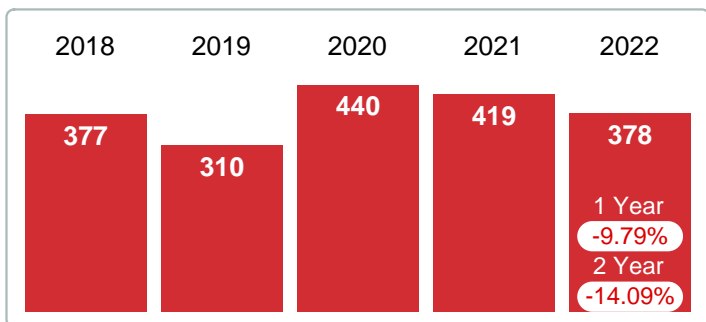
PENDING LISTINGS

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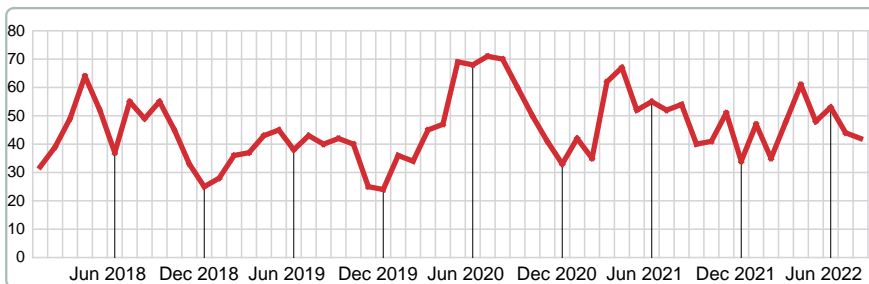
AUGUST



YEAR TO DATE (YTD)

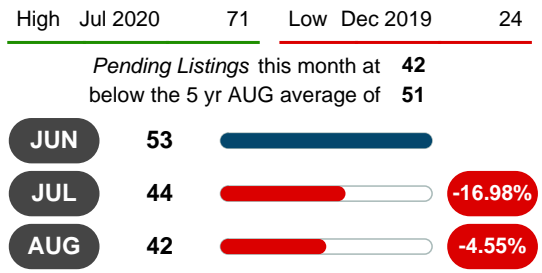


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 51



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	2.38%	0.0	1	0	0	0
\$75,001 - \$125,000	7	16.67%	14.0	3	4	0	0
\$125,001 - \$125,000	0	0.00%	14.0	0	0	0	0
\$125,001 - \$200,000	17	40.48%	12.0	7	9	1	0
\$200,001 - \$275,000	7	16.67%	24.0	0	3	3	1
\$275,001 - \$425,000	5	11.90%	21.0	1	2	2	0
\$425,001 and up	5	11.90%	10.0	0	2	3	0
Total Pending Units	42			12	20	9	1
Total Pending Volume	9,912,750	100%	13.5	1.96M	4.33M	3.40M	220.00K
Median Listing Price	\$175,450			\$147,500	\$154,450	\$282,900	\$220,000

August 2022



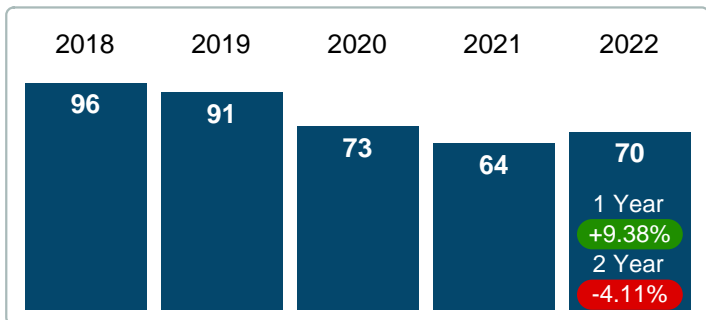
Area Delimited by County Of Cherokee - Residential Property Type



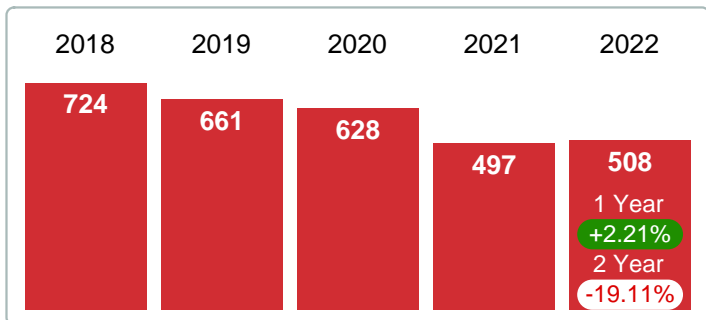
NEW LISTINGS

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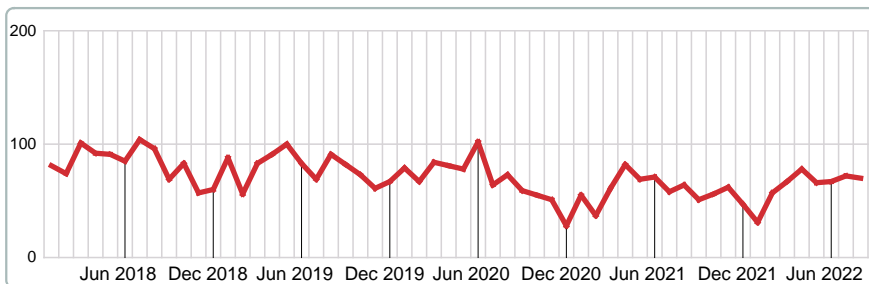
AUGUST



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
\$100,000 and less	6	8.57%	3	3	0	0
\$100,001 - \$125,000	4	5.71%	3	1	0	0
\$125,001 - \$175,000	14	20.00%	4	10	0	0
\$175,001 - \$225,000	19	27.14%	3	12	4	0
\$225,001 - \$350,000	13	18.57%	0	8	5	0
\$350,001 - \$600,000	7	10.00%	1	4	2	0
\$600,001 and up	7	10.00%	1	2	3	1
Total New Listed Units	70		15	40	14	1
Total New Listed Volume	19,534,651	100%	3.52M	9.87M	5.38M	759.90K
Median New Listed Listing Price	\$199,700		\$145,000	\$199,450	\$327,450	\$759,900

August 2022



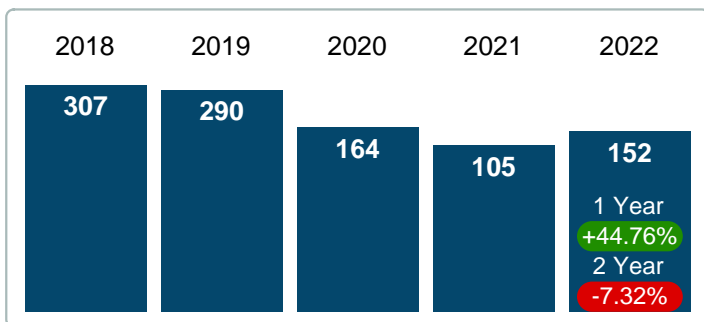
Area Delimited by County Of Cherokee - Residential Property Type



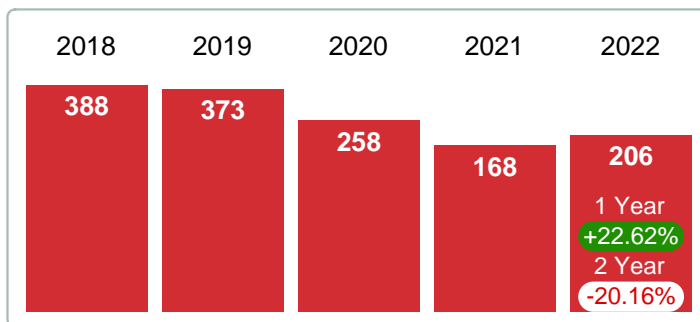
ACTIVE INVENTORY

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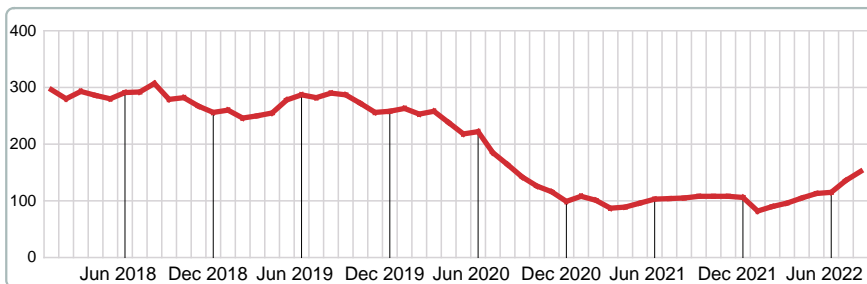
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 204

High Aug 2018 307 Low Jan 2022 82

Inventory this month at 152
below the 5 yr AUG average of 204



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	8.55%	49.0	7	6	0	0
\$100,001 - \$150,000	17	11.18%	36.0	5	9	2	1
\$150,001 - \$175,000	13	8.55%	50.0	5	8	0	0
\$175,001 - \$300,000	52	34.21%	43.5	7	32	12	1
\$300,001 - \$425,000	24	15.79%	80.0	1	13	8	2
\$425,001 - \$650,000	18	11.84%	78.5	2	9	7	0
\$650,001 and up	15	9.87%	92.0	2	4	8	1
Total Active Inventory by Units	152			29	81	37	5
Total Active Inventory by Volume	52,998,400	100%	50.5	7.74M	26.69M	16.63M	1.93M
Median Active Inventory Listing Price	\$249,500			\$164,900	\$219,500	\$337,500	\$379,900

August 2022



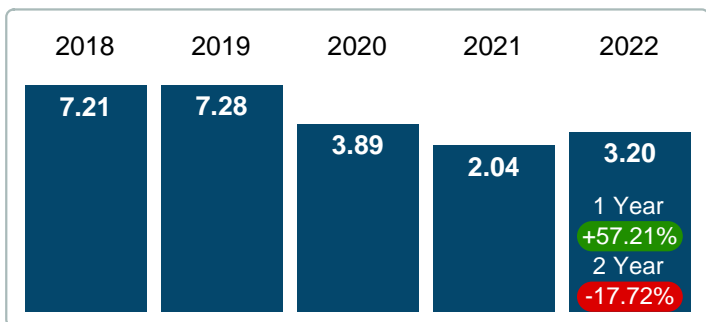
Area Delimited by County Of Cherokee - Residential Property Type



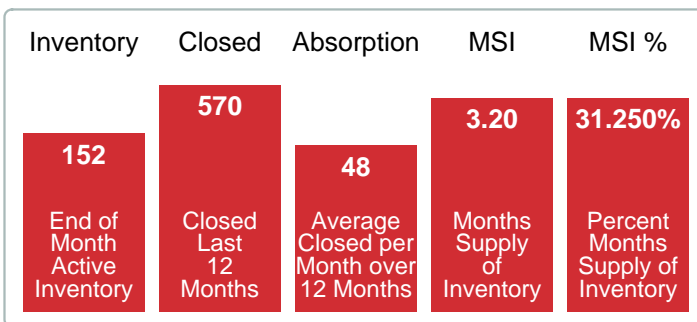
MONTHS SUPPLY of INVENTORY (MSI)

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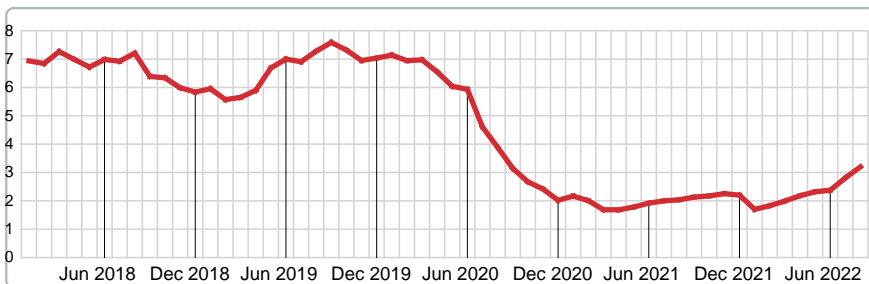
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

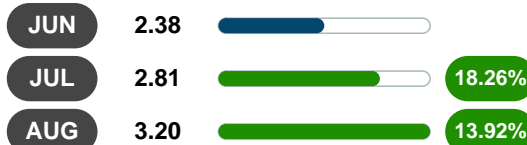


3 MONTHS

5 year AUG AVG = 4.72

High Sep 2019 7.59 Low Apr 2021 1.68

Months Supply this month at 3.20 below the 5 yr AUG average of 4.72



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	13	8.55%	1.58	1.87	1.47	0.00	0.00
\$100,001 - \$150,000	17	11.18%	1.82	1.54	1.71	3.43	4.00
\$150,001 - \$175,000	13	8.55%	2.60	15.00	2.18	0.00	0.00
\$175,001 - \$300,000	52	34.21%	3.03	9.33	2.51	4.11	1.33
\$300,001 - \$425,000	24	15.79%	6.86	6.00	9.75	4.80	6.00
\$425,001 - \$650,000	18	11.84%	6.00	24.00	6.75	7.00	0.00
\$650,001 and up	15	9.87%	12.00	0.00	8.00	24.00	2.40
Market Supply of Inventory (MSI)			3.20	3.48	2.80	4.83	1.94
Total Active Inventory by Units		100%	3.20	29	81	37	5

August 2022



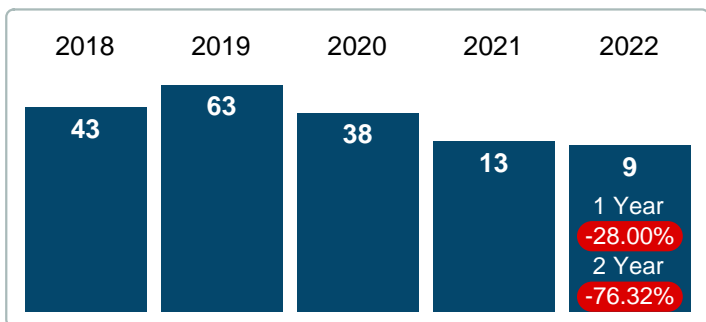
Area Delimited by County Of Cherokee - Residential Property Type



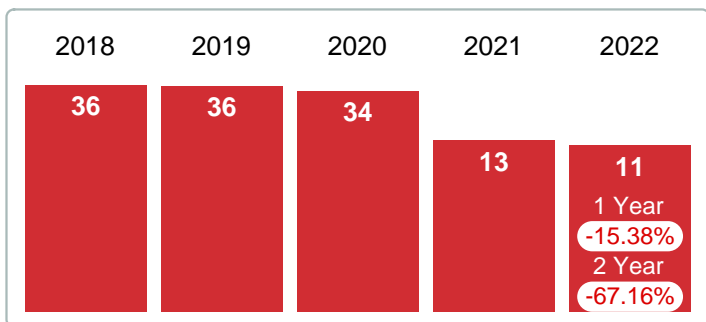
MEDIAN DAYS ON MARKET TO SALE

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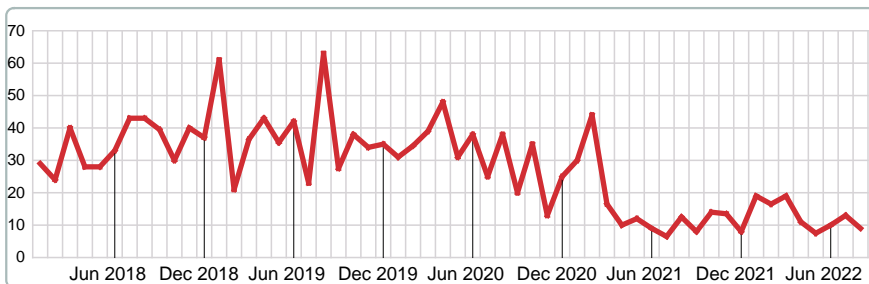
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

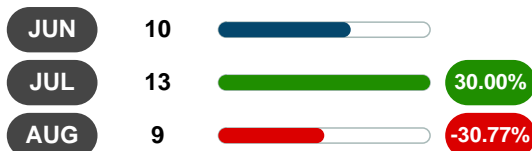


3 MONTHS

5 year AUG AVG = 33

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 9 below the 5 yr AUG average of 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	4.44%	10	13	6	0	0
\$75,001 - \$125,000	15.56%	14	17	10	0	0
\$125,001 - \$150,000	15.56%	6	5	7	0	0
\$150,001 - \$225,000	22.22%	4	0	4	126	0
\$225,001 - \$300,000	17.78%	15	19	8	0	99
\$300,001 - \$600,000	13.33%	19	0	26	9	0
\$600,001 and up	11.11%	39	0	23	46	54
Median Closed DOM		9	11	6	46	68
Total Closed Units	100%	9.0	8	29	5	3
Total Closed Volume		11,682,390	964.65K	6.77M	2.26M	1.69M

August 2022



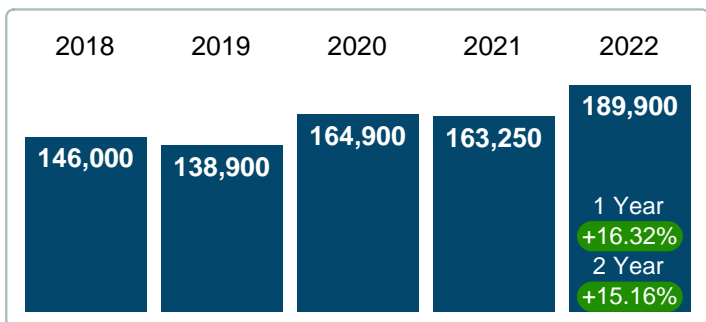
Area Delimited by County Of Cherokee - Residential Property Type



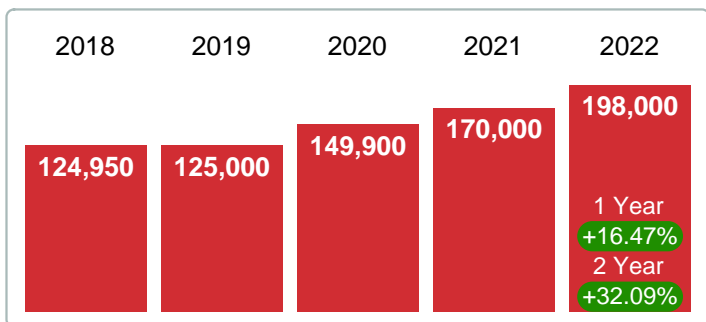
MEDIAN LIST PRICE AT CLOSING

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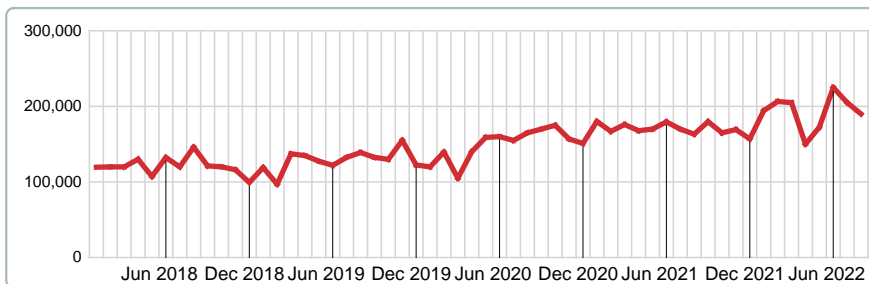
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

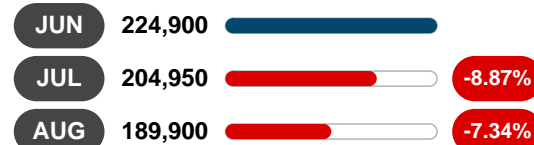


3 MONTHS

5 year AUG AVG = 160,590

High Jun 2022 224,900 Low Feb 2019 97,000

Median List Price at Closing this month at **189,900** above the 5 yr AUG average of **160,590**



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	6.67%	72,500	63,750	73,400	0	0
\$75,001 - \$125,000	15.56%	104,000	110,000	94,000	0	0
\$125,001 - \$150,000	15.56%	140,500	129,900	149,950	0	0
\$150,001 - \$225,000	20.00%	169,900	0	179,900	169,900	0
\$225,001 - \$300,000	15.56%	254,900	247,000	256,790	0	0
\$300,001 - \$600,000	13.33%	424,450	0	469,900	424,450	350,000
\$600,001 and up	13.33%	749,750	0	692,250	685,000	787,500
Median List Price		189,900	119,500	189,900	449,000	750,000
Total Closed Units	100%	189,900	8	29	5	3
Total Closed Volume		12,209,120	993.90K	6.90M	2.39M	1.93M

August 2022



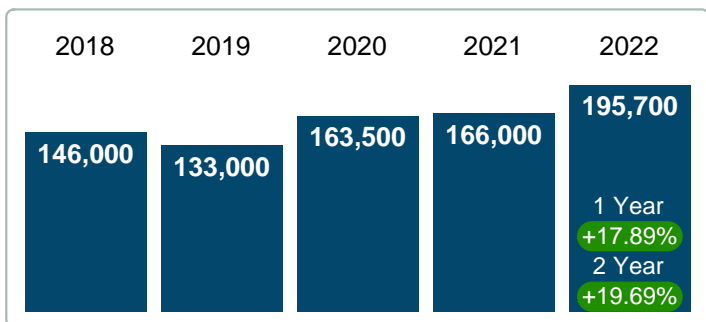
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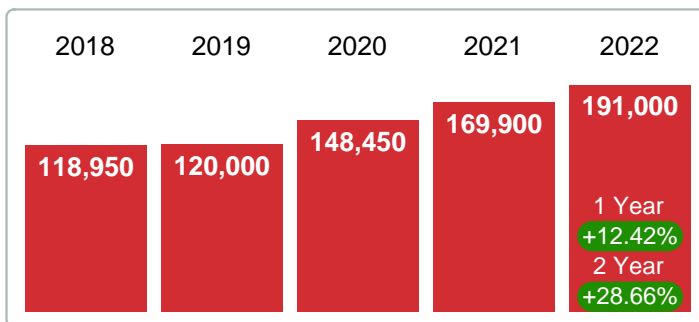
MEDIAN SOLD PRICE AT CLOSING

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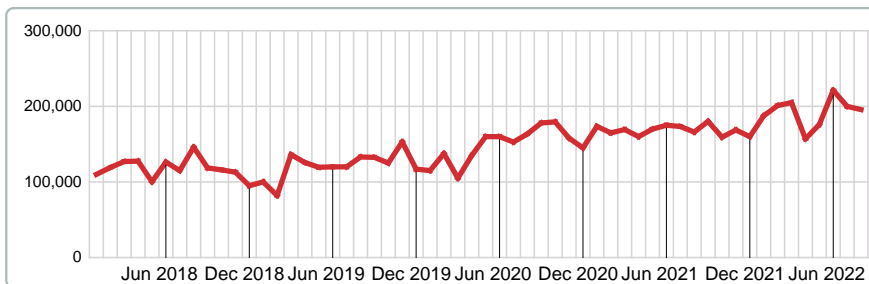
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 160,840

High Jun 2022 221,200 Low Feb 2019 82,000

Median Sold Price at Closing this month at 195,700 above the 5 yr AUG average of 160,840



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	4.44%	58,750	46,000	71,500	0	0
\$75,001 - \$125,000	15.56%	91,000	101,750	87,875	0	0
\$125,001 - \$150,000	15.56%	135,000	129,900	140,000	0	0
\$150,001 - \$225,000	22.22%	172,700	0	180,400	160,000	0
\$225,001 - \$300,000	17.78%	252,450	240,000	256,500	0	250,000
\$300,001 - \$600,000	13.33%	427,050	0	455,000	399,100	0
\$600,001 and up	11.11%	650,000	0	642,500	750,000	720,000
Median Sold Price		195,700	116,000	195,700	399,100	615,000
Total Closed Units		45	8	29	5	3
Total Closed Volume		11,682,390	964.65K	6.77M	2.26M	1.69M

August 2022



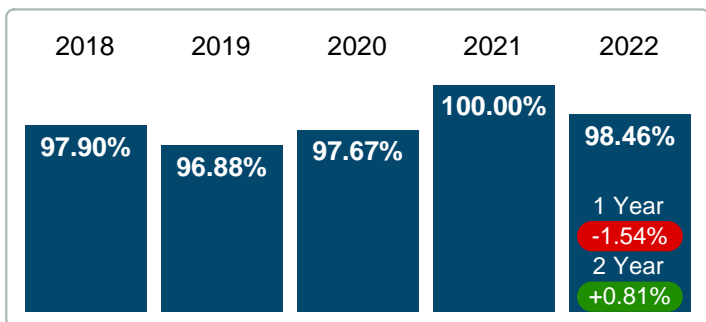
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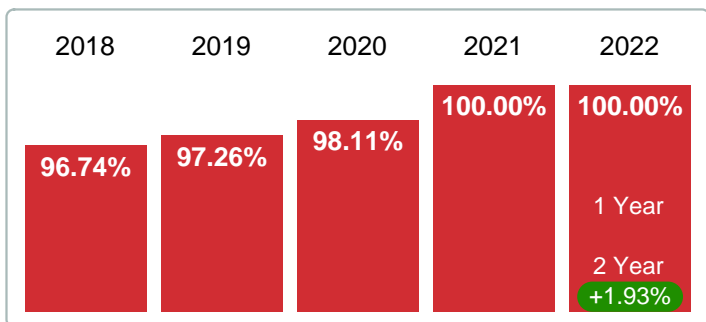
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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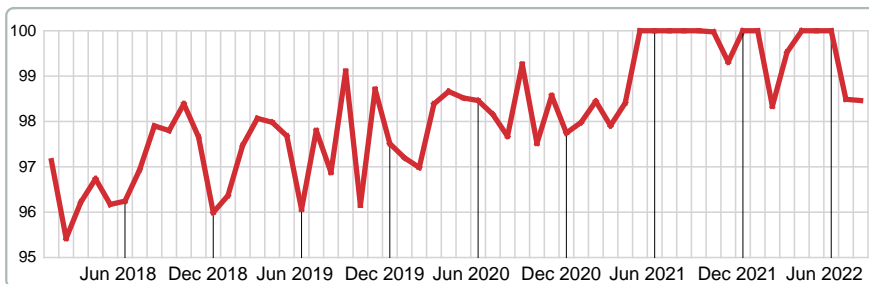
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

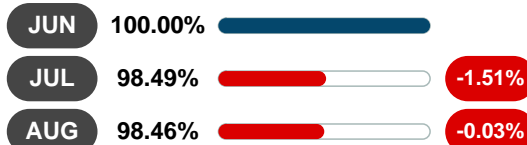


3 MONTHS

5 year AUG AVG = 98.18%

High Jun 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **98.46%**
 equal to 5 yr AUG average of **98.18%**



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	2	4.44%	90.52%	83.64%	97.41%	0.00%	0.00%	
\$75,001 - \$125,000	7	15.56%	94.69%	93.64%	95.75%	0.00%	0.00%	
\$125,001 - \$150,000	7	15.56%	100.00%	100.00%	98.37%	0.00%	0.00%	
\$150,001 - \$225,000	10	22.22%	100.00%	0.00%	100.00%	94.17%	0.00%	
\$225,001 - \$300,000	8	17.78%	99.43%	97.17%	99.89%	0.00%	71.43%	
\$300,001 - \$600,000	6	13.33%	97.11%	0.00%	97.39%	96.77%	0.00%	
\$600,001 and up	5	11.11%	100.00%	0.00%	93.36%	100.00%	91.00%	
Median Sold/List Ratio		98.46%		97.69%	99.08%	96.77%	82.00%	
Total Closed Units		45	100%	98.46%	8	29	5	3
Total Closed Volume		11,682,390			964.65K	6.77M	2.26M	1.69M

August 2022



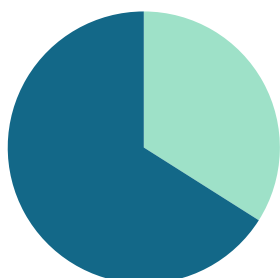
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

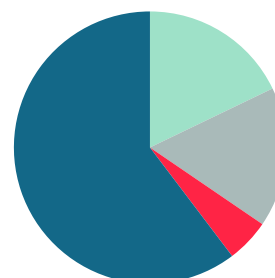


Inventory
 New Listings
70 = 33.98%
 Start Inventory
136
 Total Inventory Units
206
 Volume
\$66,423,989

Market Activity

Closed Sales
45 = 17.86%
 Pending Sales
42 = 16.67%
 Other Off Market
13 = 5.16%
 Active Inventory
152 = 60.32%

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	42	-22.22%	419	378	-9.79%
New Listings	64	70	9.38%	497	508	2.21%
Median List Price	163,250	189,900	16.32%	170,000	198,000	16.47%
Median Sale Price	166,000	195,700	17.89%	169,900	191,000	12.42%
Median Percent of Selling Price to List Price	100.00%	98.46%	-1.54%	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.50	9.00	-28.00%	13.00	11.00	-15.38%
Monthly Inventory	105	152	44.76%	105	152	44.76%
Months Supply of Inventory	2.04	3.20	57.21%	2.04	3.20	57.21%

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

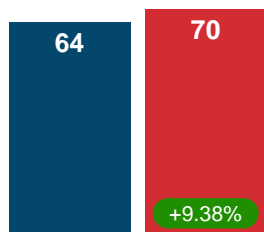
Inventory on August 31, 2022 = **152**

2021 **2022**

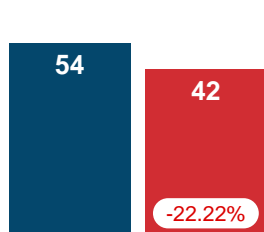
AUGUST MARKET

MEDIAN PRICES

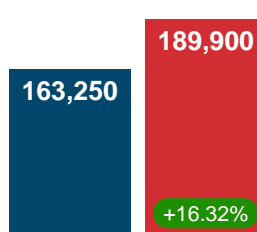
New Listings



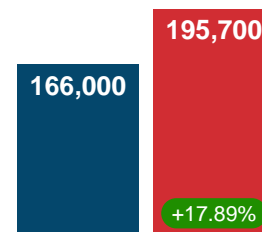
Pending Listings



List Price



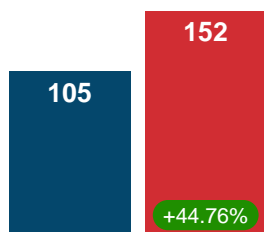
Sale Price



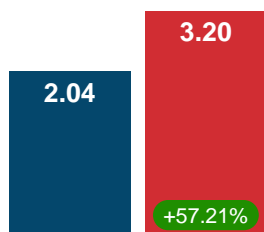
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

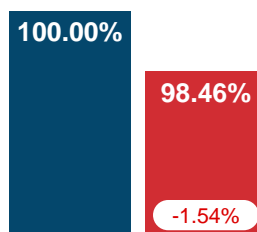
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

