

## February 2022



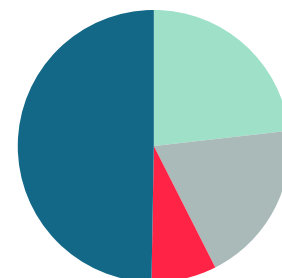
Area Delimited by County Of Cherokee - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	30	42	40.00%
Pending Listings	35	35	0.00%
New Listings	37	57	54.05%
Average List Price	214,980	229,686	6.84%
Average Sale Price	209,982	217,583	3.62%
Average Percent of Selling Price to List Price	97.57%	95.58%	-2.04%
Average Days on Market to Sale	57.97	40.29	-30.50%
End of Month Inventory	101	90	-10.89%
Months Supply of Inventory	2.01	1.83	-8.93%



■ Closed (23.20%)  
■ Pending (19.34%)  
■ Other OffMarket (7.73%)  
■ Active (49.72%)

**Absorption:** Last 12 months, an Average of **49** Sales/Month  
**Active Inventory** as of February 28, 2022 = **90**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2022 decreased **10.89%** to 90 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **1.83** 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 **3.62%** in February 2022 to \$217,583 versus the previous year at \$209,982.

##### Average Days on Market Shortens

The average number of **40.29** days that homes spent on the market before selling decreased by 17.68 days or **30.50%** in February 2022 compared to last year's same month at **57.97** DOM.

##### Sales Success for February 2022 is Positive

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

There were 57 New Listings in February 2022, up **54.05%** from last year at 37. Furthermore, there were 42 Closed Listings this month versus last year at 30, a **40.00%** increase.

Closed versus Listed trends yielded a **73.7%** ratio, down from previous year's, February 2021, at **81.1%**, a **9.12%** downswing. This will certainly create pressure on a decreasing Monthly 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

# February 2022



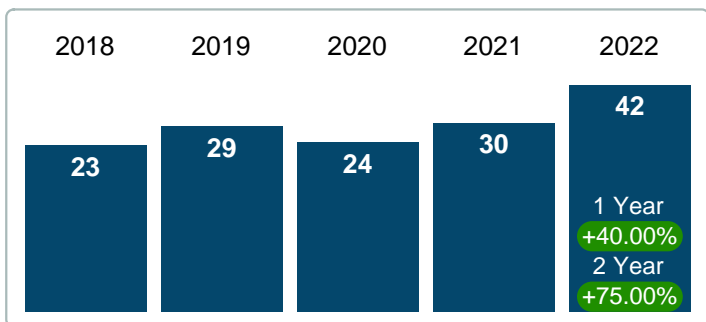
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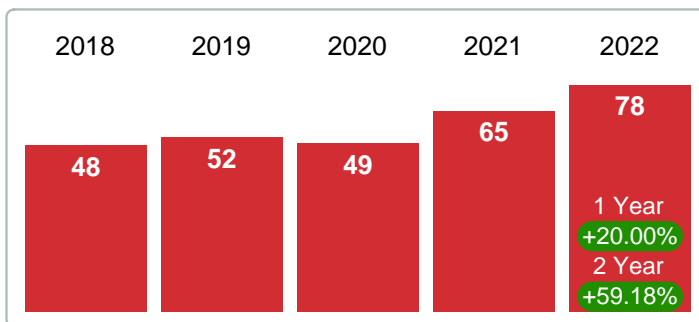
## CLOSED LISTINGS

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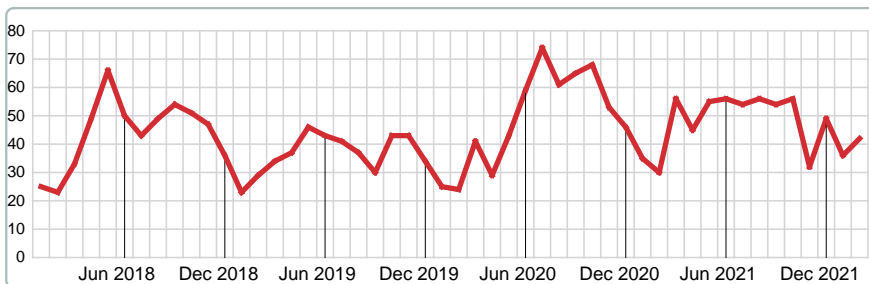
### FEBRUARY



### YEAR TO DATE (YTD)

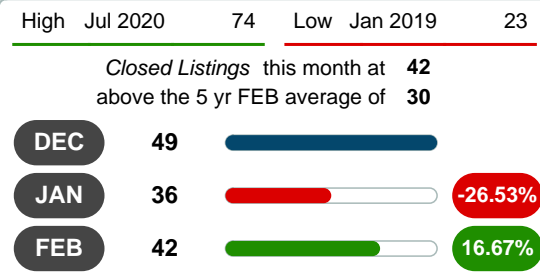


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 30



### 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	4	9.52%	76.3	1	3	0	0
\$75,001 - \$100,000	3	7.14%	5.0	1	2	0	0
\$100,001 - \$150,000	8	19.05%	20.6	1	7	0	0
\$150,001 - \$225,000	11	26.19%	46.3	0	8	2	1
\$225,001 - \$275,000	4	9.52%	17.5	0	2	1	1
\$275,001 - \$375,000	7	16.67%	37.0	1	2	3	1
\$375,001 and up	5	11.90%	73.8	0	0	4	1
<b>Total Closed Units</b>	<b>42</b>			<b>4</b>	<b>24</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>9,138,500</b>	<b>100%</b>	<b>40.3</b>	<b>581.40K</b>	<b>3.87M</b>	<b>3.49M</b>	<b>1.20M</b>
<b>Average Closed Price</b>	<b>\$217,583</b>			<b>\$145,350</b>	<b>\$161,242</b>	<b>\$349,230</b>	<b>\$298,750</b>

# February 2022



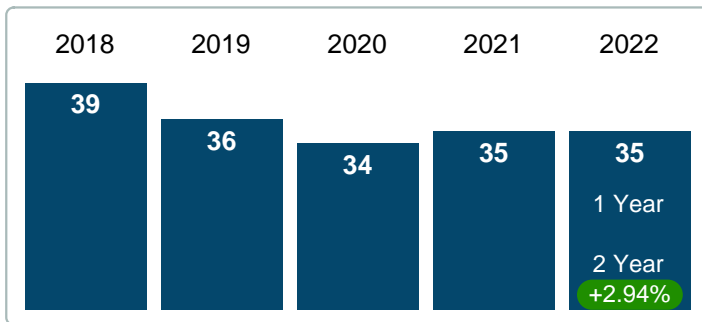
Area Delimited by County Of Cherokee - Residential Property Type



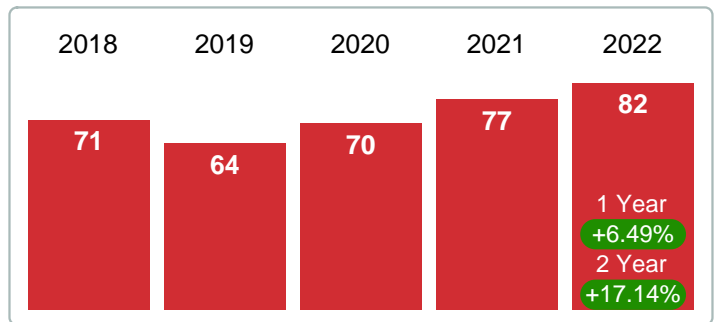
## PENDING LISTINGS

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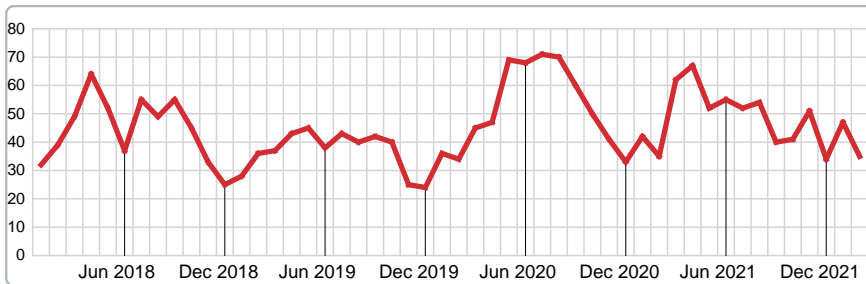
### FEBRUARY



### YEAR TO DATE (YTD)

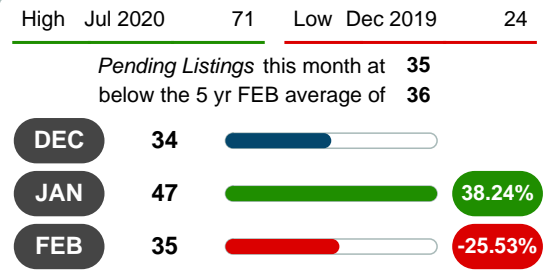


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 36



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	<b>2</b>	5.71%	37.0	1	1	0	0
\$100,001 - \$125,000	<b>4</b>	11.43%	54.0	1	2	1	0
\$125,001 - \$125,000	<b>0</b>	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	<b>12</b>	34.29%	30.6	1	9	2	0
\$200,001 - \$250,000	<b>8</b>	22.86%	29.0	0	6	2	0
\$250,001 - \$400,000	<b>5</b>	14.29%	7.6	0	3	2	0
\$400,001 and up	<b>4</b>	11.43%	100.8	1	0	2	1
<b>Total Pending Units</b>	<b>35</b>			<b>4</b>	<b>21</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,468,799</b>	100%	38.0	<b>759.70K</b>	<b>3.90M</b>	<b>3.17M</b>	<b>639.90K</b>
<b>Average Listing Price</b>	<b>\$241,966</b>			<b>\$189,925</b>	<b>\$185,848</b>	<b>\$351,822</b>	<b>\$639,900</b>

# February 2022



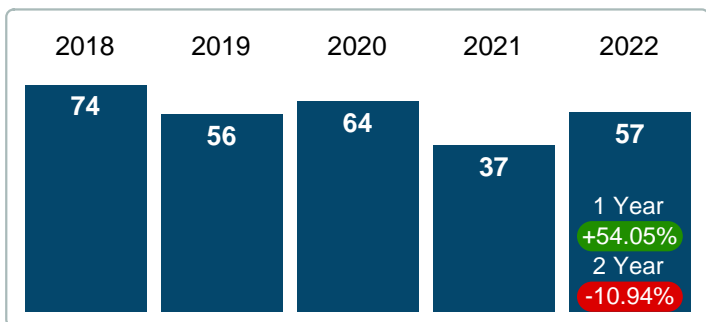
Area Delimited by County Of Cherokee - Residential Property Type



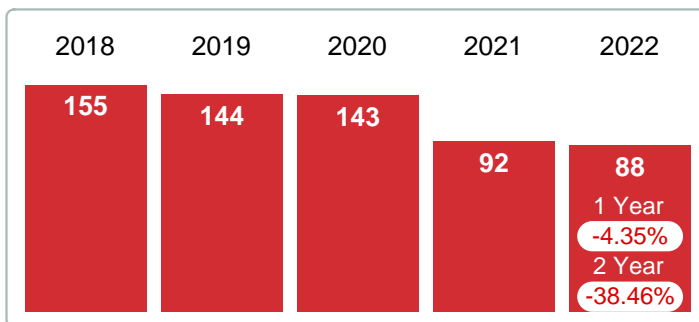
## NEW LISTINGS

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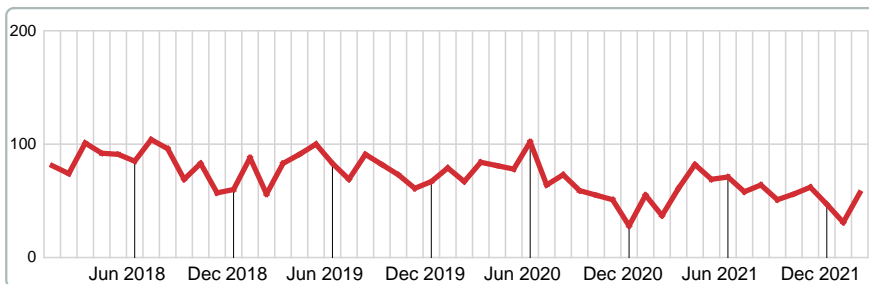
### FEBRUARY



### YEAR TO DATE (YTD)

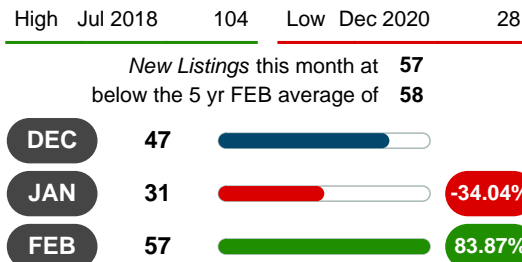


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 58



### 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	4	7.02%	2	2	0	0
\$100,001 - \$125,000	3	5.26%	1	2	0	0
\$125,001 - \$175,000	11	19.30%	2	7	2	0
\$175,001 - \$250,000	15	26.32%	1	11	3	0
\$250,001 - \$350,000	12	21.05%	1	8	3	0
\$350,001 - \$525,000	7	12.28%	0	3	4	0
\$525,001 and up	5	8.77%	0	1	3	1
<b>Total New Listed Units</b>	<b>57</b>		<b>7</b>	<b>34</b>	<b>15</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>17,946,117</b>	<b>100%</b>	<b>1.13M</b>	<b>10.25M</b>	<b>5.99M</b>	<b>575.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$221,848</b>		<b>\$161,186</b>	<b>\$301,491</b>	<b>\$399,476</b>	<b>\$575,000</b>

# February 2022



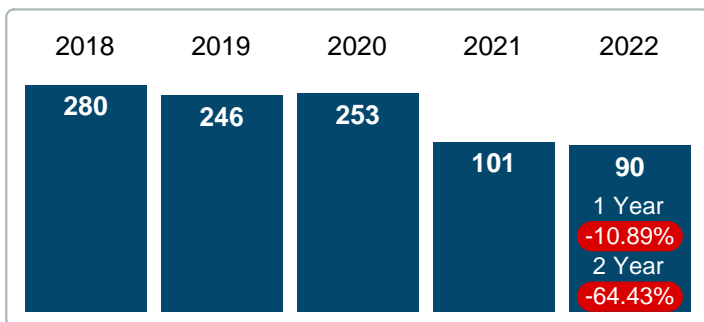
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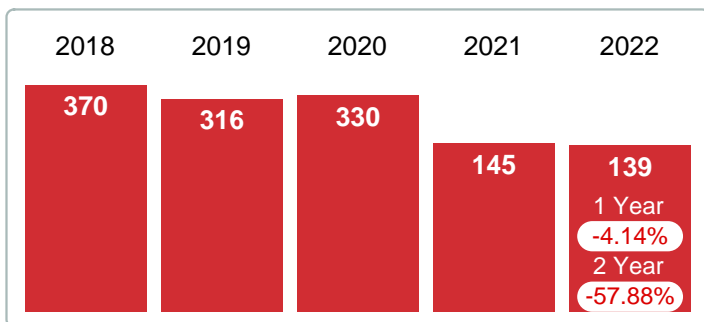
## ACTIVE INVENTORY

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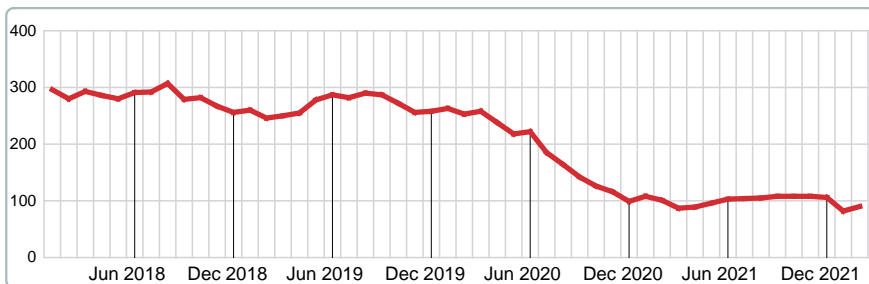
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

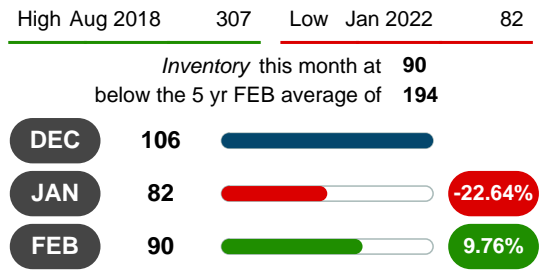


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 194



### 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	6	6.67%	39.0	1	5	0	0
\$75,001 - \$150,000	17	18.89%	70.1	5	9	3	0
\$150,001 - \$175,000	4	4.44%	42.8	1	2	1	0
\$175,001 - \$275,000	26	28.89%	72.2	3	18	5	0
\$275,001 - \$475,000	16	17.78%	50.8	2	10	3	1
\$475,001 - \$775,000	12	13.33%	111.5	0	4	4	4
\$775,001 and up	9	10.00%	154.3	1	4	2	2
<b>Total Active Inventory by Units</b>	<b>90</b>			<b>13</b>	<b>52</b>	<b>18</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>38,155,367</b>	<b>100%</b>	<b>77.9</b>	<b>5.14M</b>	<b>19.37M</b>	<b>7.36M</b>	<b>6.28M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$423,949</b>			<b>\$395,723</b>	<b>\$372,578</b>	<b>\$408,941</b>	<b>\$896,571</b>

# February 2022



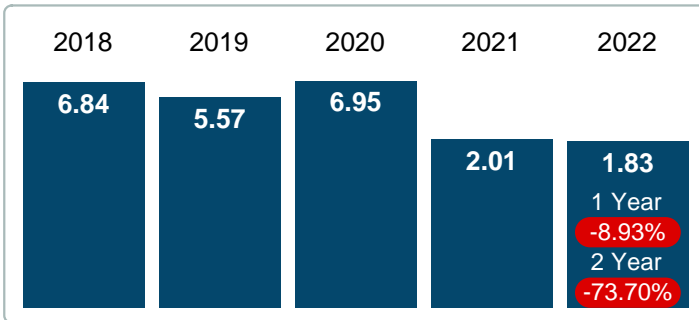
Area Delimited by County Of Cherokee - Residential Property Type



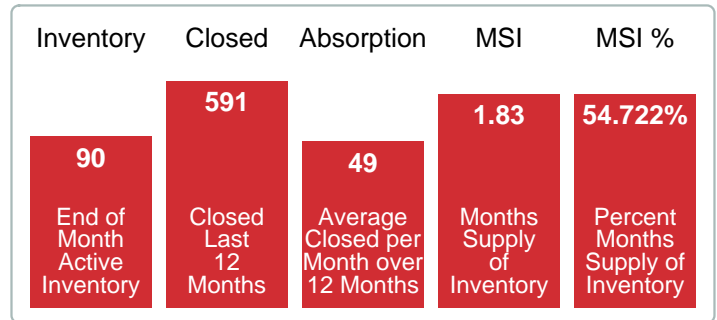
## MONTHS SUPPLY of INVENTORY (MSI)

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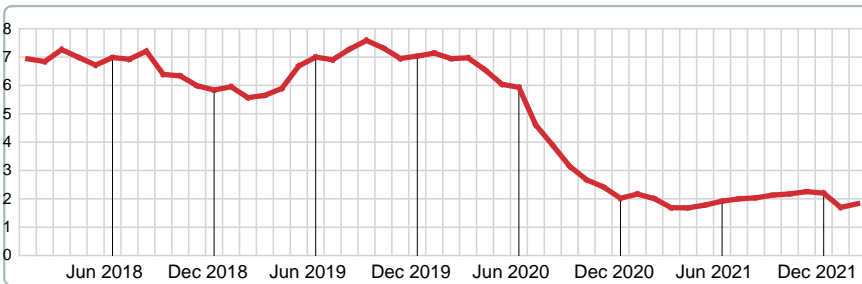
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022

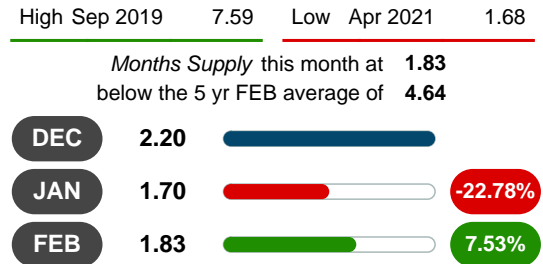


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.64



### 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	6	6.67%	1.16	0.33	2.50	0.00	0.00
\$75,001 - \$150,000	17	18.89%	1.19	1.20	1.09	2.00	0.00
\$150,001 - \$175,000	4	4.44%	0.68	2.00	0.45	1.09	0.00
\$175,001 - \$275,000	26	28.89%	1.77	4.00	1.66	1.94	0.00
\$275,001 - \$475,000	16	17.78%	2.21	4.80	2.93	1.09	1.50
\$475,001 - \$775,000	12	13.33%	7.58	0.00	6.86	5.33	16.00
\$775,001 and up	9	10.00%	27.00	0.00	24.00	24.00	24.00
Market Supply of Inventory (MSI)			1.83	1.47	1.75	2.06	3.50
Total Active Inventory by Units		100%	1.83	13	52	18	7

# February 2022



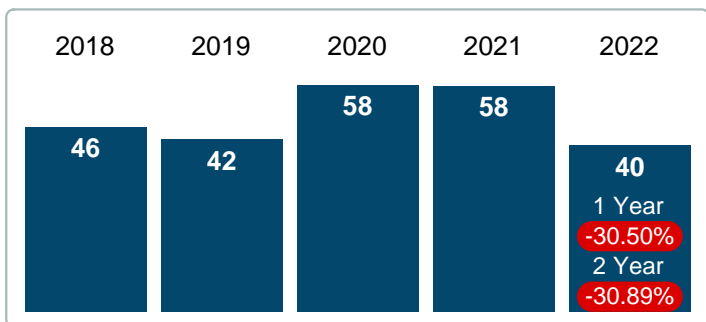
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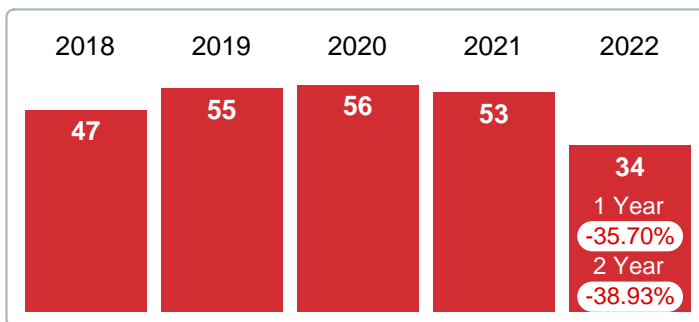
## AVERAGE DAYS ON MARKET TO SALE

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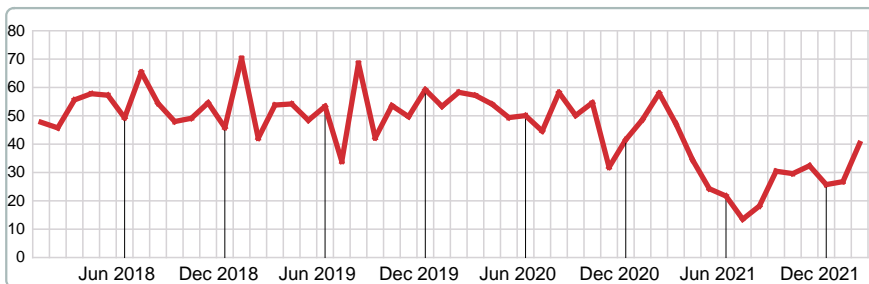
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

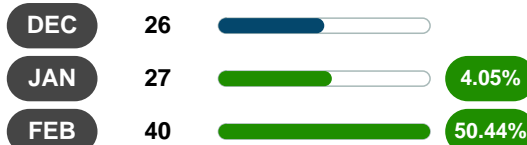


### 3 MONTHS

5 year FEB AVG = 49

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 40 below the 5 yr FEB average of 49



### 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	9.52%	76	97	69	0	0
\$75,001 - \$100,000	7.14%	5	10	3	0	0
\$100,001 - \$150,000	19.05%	21	3	23	0	0
\$150,001 - \$225,000	26.19%	46	0	55	27	16
\$225,001 - \$275,000	9.52%	18	0	22	5	22
\$275,001 - \$375,000	16.67%	37	15	88	21	6
\$375,001 and up	11.90%	74	0	0	69	94
Average Closed DOM		40	31	43	40	35
Total Closed Units	100%	42	4	24	10	4
Total Closed Volume		9,138,500	581.40K	3.87M	3.49M	1.20M



# February 2022



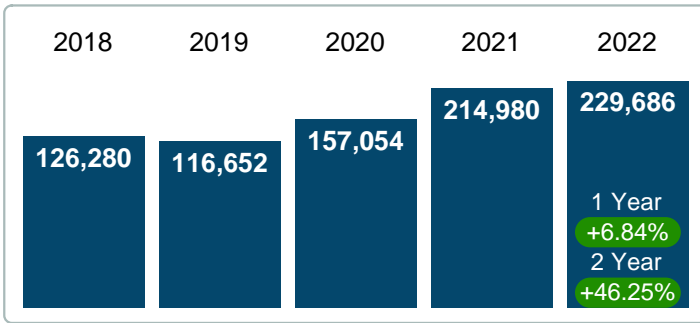
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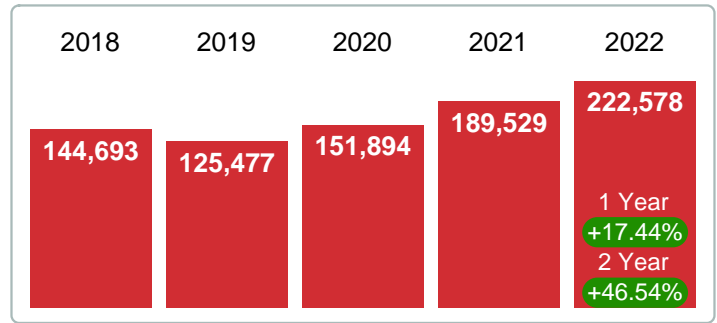
## AVERAGE LIST PRICE AT CLOSING

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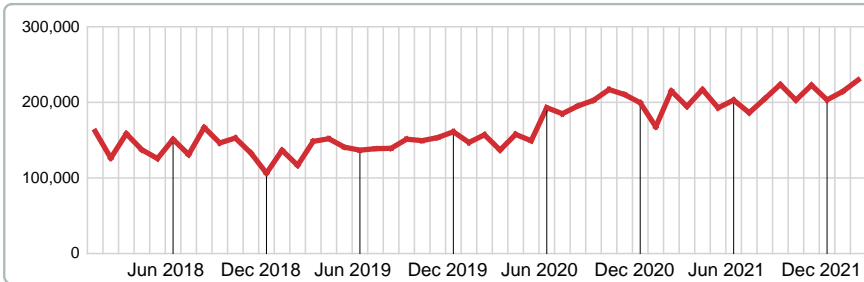
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

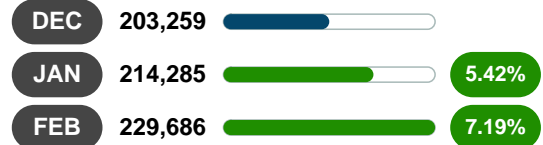


### 3 MONTHS

5 year FEB AVG = 168,930

High Feb 2022 229,686 Low Dec 2018 106,258

Average List Price at Closing this month at **229,686**  
above the 5 yr FEB average of **168,930**



### 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	7.14%	49,600	82,500	49,600	0	0
\$75,001 - \$100,000	7.14%	80,967	76,000	97,200	0	0
\$100,001 - \$150,000	19.05%	128,612	120,000	136,971	0	0
\$150,001 - \$225,000	23.81%	189,690	0	200,888	214,900	195,000
\$225,001 - \$275,000	14.29%	249,117	0	259,900	229,999	250,000
\$275,001 - \$375,000	16.67%	321,486	325,000	292,450	322,000	374,500
\$375,001 and up	11.90%	516,840	0	0	538,575	429,900
<b>Average List Price</b>		<b>229,686</b>	<b>150,875</b>	<b>167,242</b>	<b>378,010</b>	<b>312,350</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,686</b>	<b>4</b>	<b>24</b>	<b>10</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,646,798</b>	<b>603.50K</b>	<b>4.01M</b>	<b>3.78M</b>	<b>1.25M</b>



# February 2022



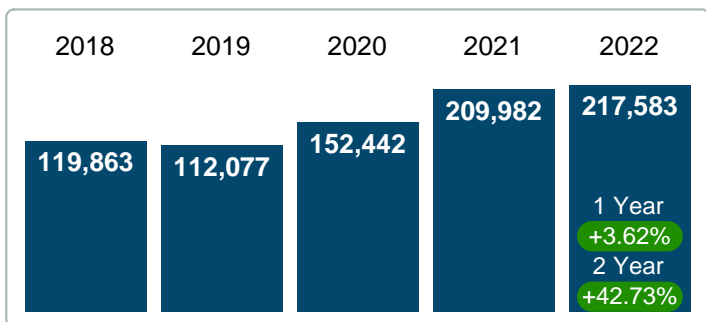
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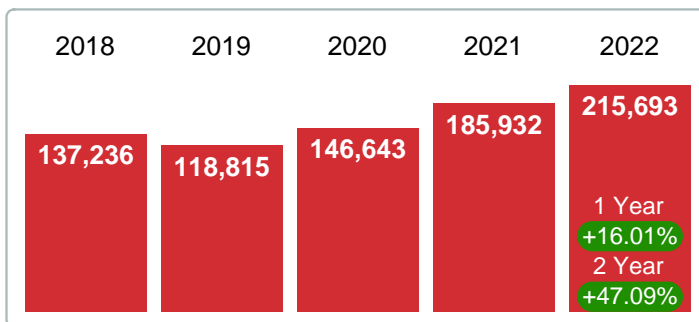
## AVERAGE SOLD PRICE AT CLOSING

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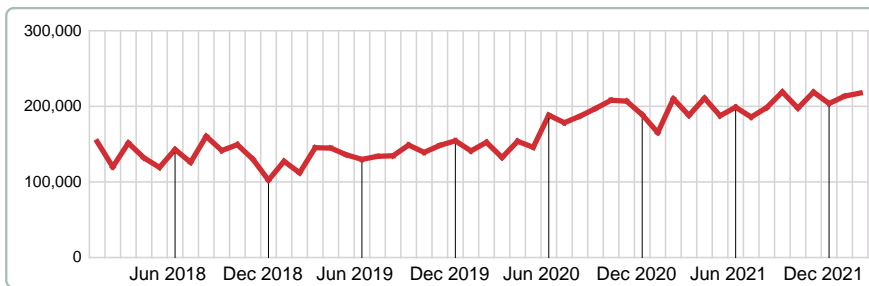
### FEBRUARY



### YEAR TO DATE (YTD)

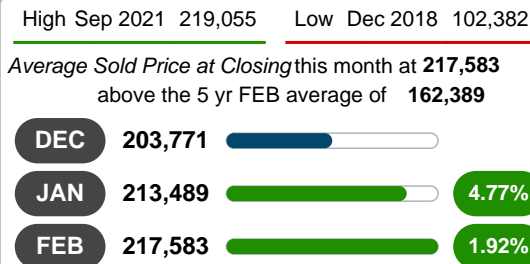


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 162,389



### 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 <b>4</b>	9.52%	51,000	75,000	43,000	0	0
\$75,001 - \$100,000 <b>3</b>	7.14%	82,683	77,900	85,075	0	0
\$100,001 - \$150,000 <b>8</b>	19.05%	132,294	122,500	133,693	0	0
\$150,001 - \$225,000 <b>11</b>	26.19%	195,436	0	195,850	194,000	195,000
\$225,001 - \$275,000 <b>4</b>	9.52%	243,500	0	253,000	233,000	235,000
\$275,001 - \$375,000 <b>7</b>	16.67%	312,857	306,000	281,000	320,667	360,000
\$375,001 and up <b>5</b>	11.90%	462,860	0	0	477,325	405,000
<b>Average Sold Price</b>		217,583	145,350	161,242	349,230	298,750
<b>Total Closed Units</b>		42	4	24	10	4
<b>Total Closed Volume</b>		9,138,500	581.40K	3.87M	3.49M	1.20M

# February 2022



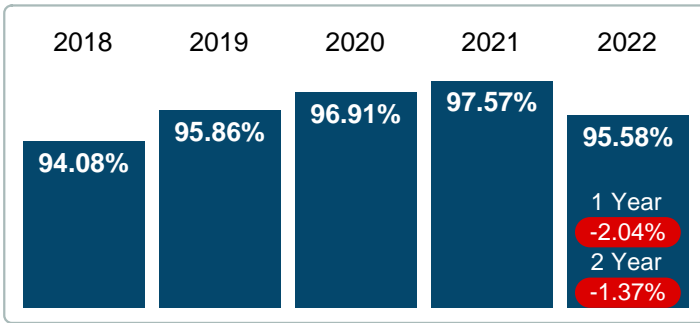
Area Delimited by County Of Cherokee - Residential Property Type



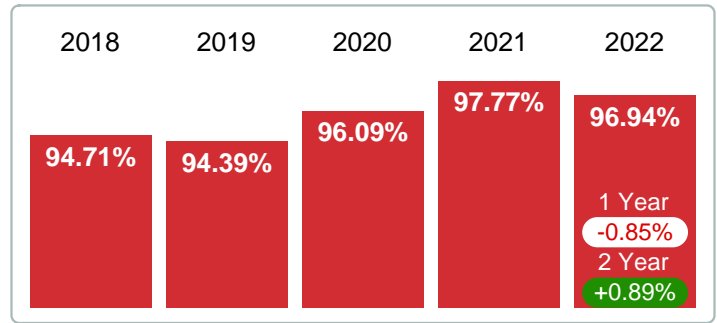
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

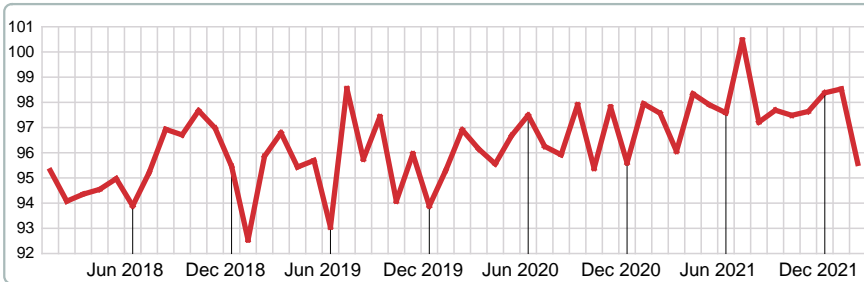
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

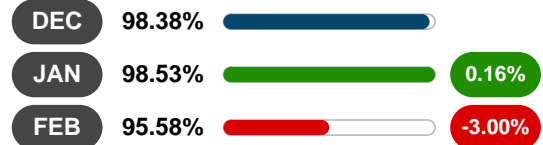


### 3 MONTHS

5 year FEB AVG = 96.00%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **95.58%**  
equal to 5 yr FEB average of **96.00%**



### 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	4	9.52%	86.96%	90.91%	85.64%	0.00%	0.00%
\$75,001 - \$100,000	3	7.14%	93.55%	102.50%	89.08%	0.00%	0.00%
\$100,001 - \$150,000	8	19.05%	98.16%	102.08%	97.60%	0.00%	0.00%
\$150,001 - \$225,000	11	26.19%	96.91%	0.00%	97.88%	91.49%	100.00%
\$225,001 - \$275,000	4	9.52%	97.50%	0.00%	97.35%	101.30%	94.00%
\$275,001 - \$375,000	7	16.67%	97.28%	94.15%	96.18%	99.44%	96.13%
\$375,001 and up	5	11.90%	92.69%	0.00%	0.00%	92.31%	94.21%
Average Sold/List Ratio		95.60%		97.41%	95.35%	95.19%	96.08%
Total Closed Units		42	100%	4	24	10	4
Total Closed Volume		9,138,500		581.40K	3.87M	3.49M	1.20M

# February 2022



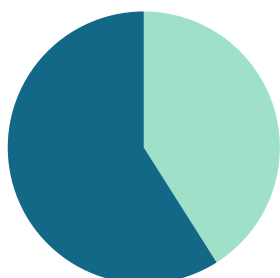
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

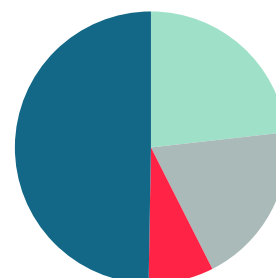


**Inventory**  
 New Listings  
**57 = 41.01%**  
 Start Inventory  
**82**  
 Total Inventory Units  
**139**  
 Volume  
**\$50,958,456**

### Market Activity

Closed Sales  
**42 = 23.20%**  
 Pending Sales  
**35 = 19.34%**  
 Other Off Market  
**14 = 7.73%**  
 Active Inventory  
**90 = 49.72%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	30	42	40.00%	65	78	20.00%
Pending Sales	35	35	0.00%	77	82	6.49%
New Listings	37	57	54.05%	92	88	-4.35%
Average List Price	214,980	229,686	6.84%	189,529	222,578	17.44%
Average Sale Price	209,982	217,583	3.62%	185,932	215,693	16.01%
Average Percent of Selling Price to List Price	97.57%	95.58%	-2.04%	97.77%	96.94%	-0.85%
Average Days on Market to Sale	57.97	40.29	-30.50%	52.95	34.05	-35.70%
Monthly Inventory	101	90	-10.89%	101	90	-10.89%
Months Supply of Inventory	2.01	1.83	-8.93%	2.01	1.83	-8.93%

**Absorption:** Last 12 months, an Average of **49** Sales/Month

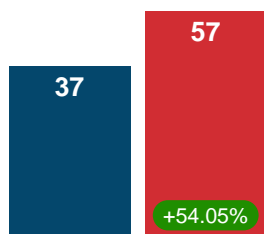
**Inventory** on February 28, 2022 = **90**

**2021** **2022**

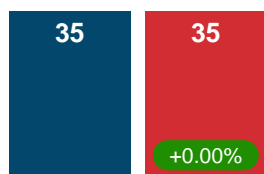
### FEBRUARY MARKET

### AVERAGE PRICES

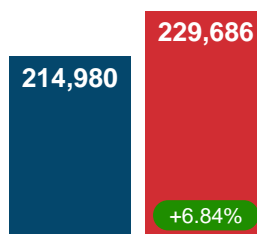
#### New Listings



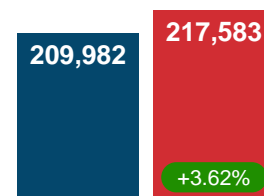
#### Pending Listings



#### List Price



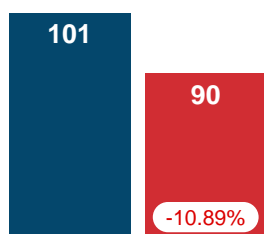
#### Sale Price



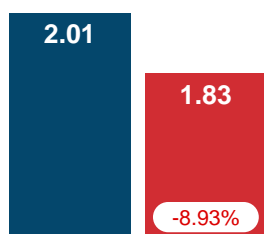
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

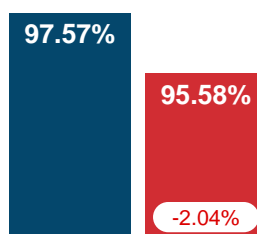
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

