

## February 2022



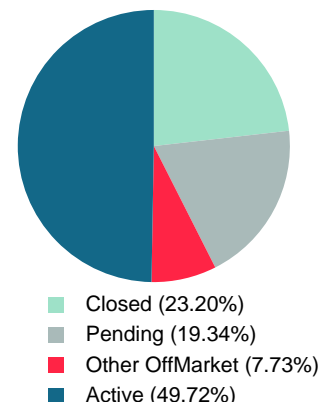
Area Delimited by County Of Cherokee - Residential Property Type



### 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%
Median List Price	166,950	206,450	23.66%
Median Sale Price	164,950	201,000	21.86%
Median Percent of Selling Price to List Price	98.44%	98.34%	-0.11%
Median Days on Market to Sale	44.00	16.50	-62.50%
End of Month Inventory	101	90	-10.89%
Months Supply of Inventory	2.01	1.83	-8.93%



**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.

##### 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 **21.86%** in February 2022 to \$201,000 versus the previous year at \$164,950.

##### Median Days on Market Shortens

The median number of **16.50** days that homes spent on the market before selling decreased by 27.50 days or **62.50%** in February 2022 compared to last year's same month at **44.00** DOM.

##### Sales Success for February 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 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.

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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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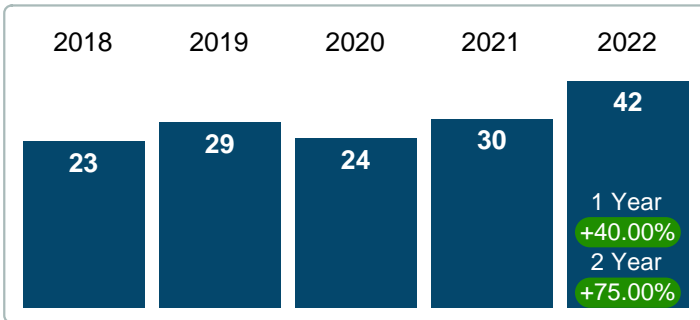
Area Delimited by County Of Cherokee - Residential Property Type



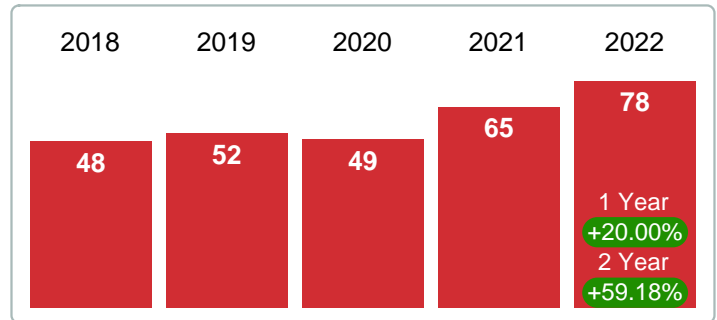
## CLOSED LISTINGS

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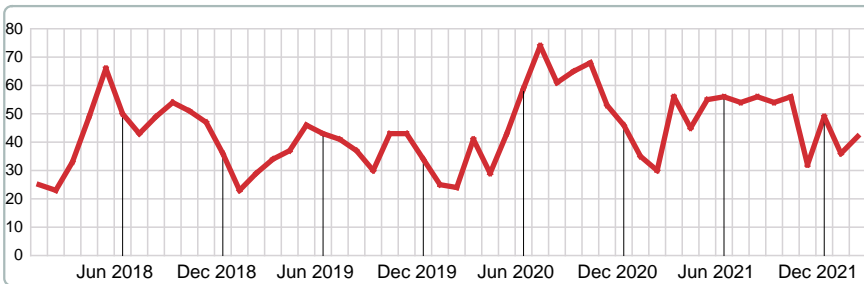
### FEBRUARY



### YEAR TO DATE (YTD)

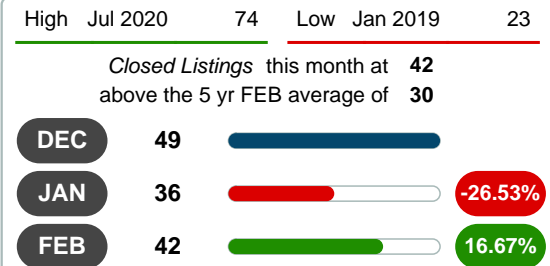


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 30



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	72.5	1	3	0	0
\$75,001 - \$100,000	3	7.14%	4.0	1	2	0	0
\$100,001 - \$150,000	8	19.05%	7.5	1	7	0	0
\$150,001 - \$225,000	11	26.19%	30.0	0	8	2	1
\$225,001 - \$275,000	4	9.52%	13.5	0	2	1	1
\$275,001 - \$375,000	7	16.67%	24.0	1	2	3	1
\$375,001 and up	5	11.90%	94.0	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>16.5</b>	<b>581.40K</b>	<b>3.87M</b>	<b>3.49M</b>	<b>1.20M</b>
<b>Median Closed Price</b>	<b>\$201,000</b>			<b>\$100,200</b>	<b>\$156,000</b>	<b>\$338,500</b>	<b>\$297,500</b>

# February 2022



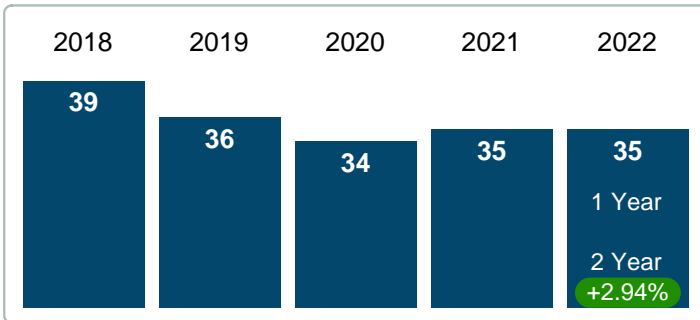
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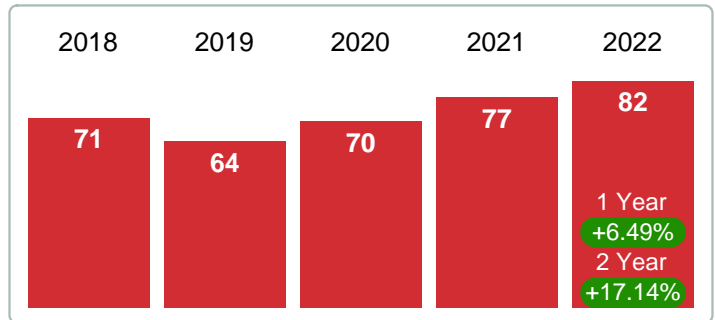
## PENDING LISTINGS

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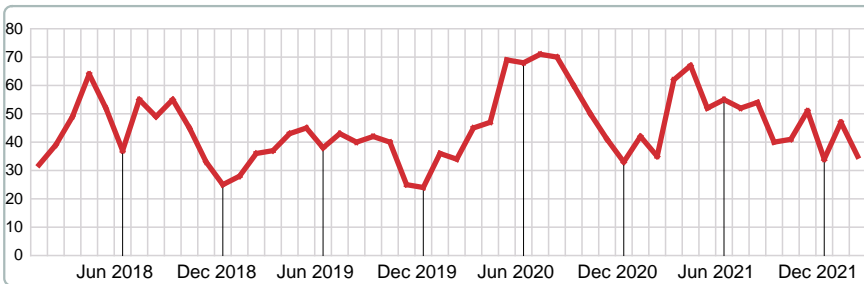
### FEBRUARY



### YEAR TO DATE (YTD)

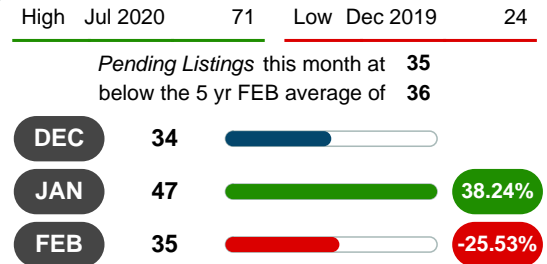


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 36



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	5.71%	37.0	1	1	0	0
\$100,001 - \$125,000	4	11.43%	8.5	1	2	1	0
\$125,001 - \$125,000	0	0.00%	8.5	0	0	0	0
\$125,001 - \$200,000	12	34.29%	14.0	1	9	2	0
\$200,001 - \$250,000	8	22.86%	8.0	0	6	2	0
\$250,001 - \$400,000	5	14.29%	7.0	0	3	2	0
\$400,001 and up	4	11.43%	59.0	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>	<b>100%</b>	<b>9.0</b>	<b>759.70K</b>	<b>3.90M</b>	<b>3.17M</b>	<b>639.90K</b>
<b>Median Listing Price</b>	<b>\$200,000</b>			<b>\$127,400</b>	<b>\$195,000</b>	<b>\$226,900</b>	<b>\$639,900</b>

# February 2022



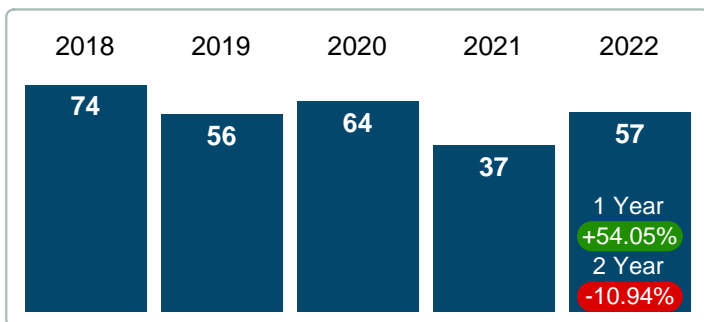
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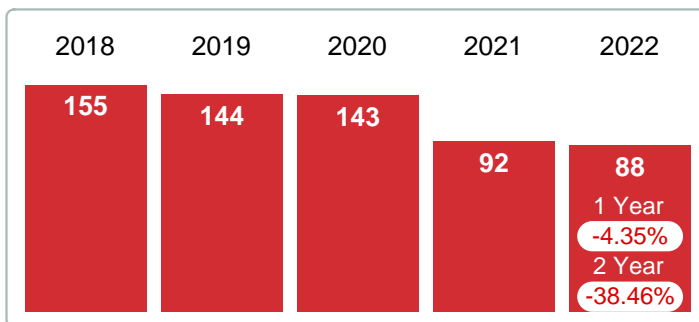
## NEW LISTINGS

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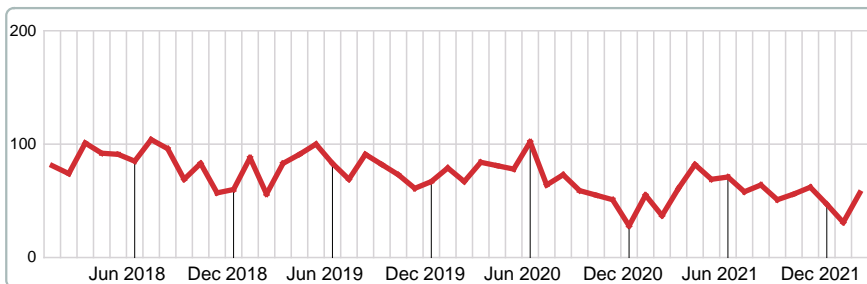
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 58

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 57  
below the 5 yr FEB average of 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>Median New Listed Listing Price</b>	<b>\$228,900</b>		<b>\$142,500</b>	<b>\$214,950</b>	<b>\$350,000</b>	<b>\$575,000</b>

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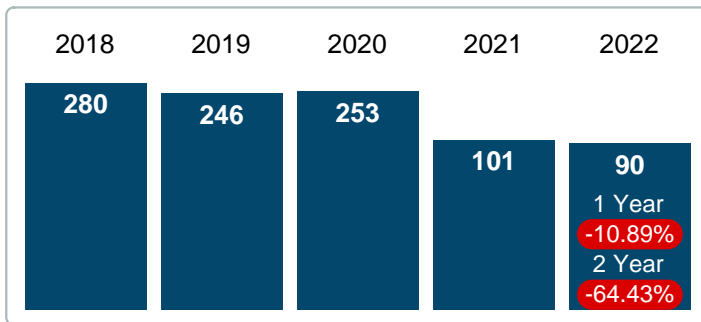
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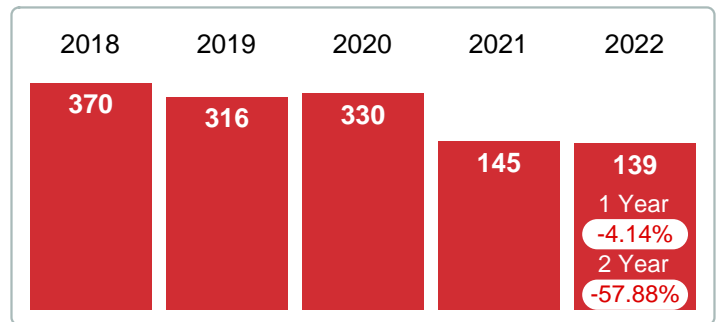
## ACTIVE INVENTORY

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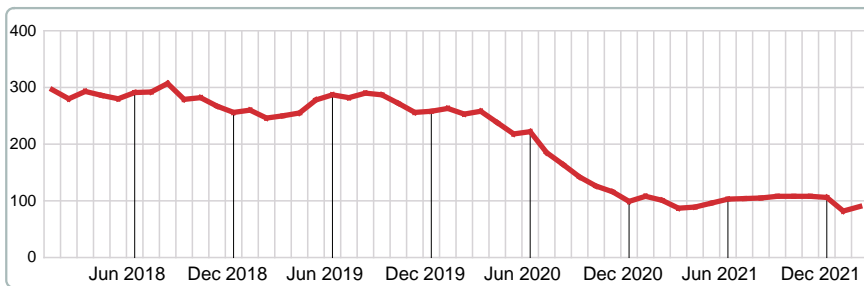
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

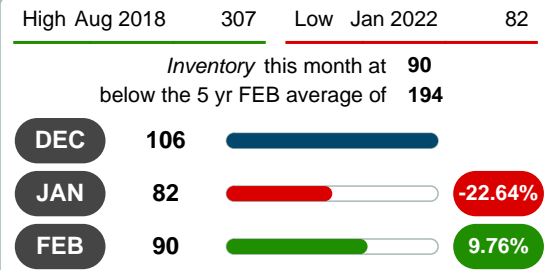


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 194



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	6.67%	42.0	1	5	0	0
\$75,001 - \$150,000	17	18.89%	62.0	5	9	3	0
\$150,001 - \$175,000	4	4.44%	12.5	1	2	1	0
\$175,001 - \$275,000	26	28.89%	29.5	3	18	5	0
\$275,001 - \$475,000	16	17.78%	33.0	2	10	3	1
\$475,001 - \$775,000	12	13.33%	115.5	0	4	4	4
\$775,001 and up	9	10.00%	161.0	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>61.5</b>	<b>5.14M</b>	<b>19.37M</b>	<b>7.36M</b>	<b>6.28M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,950</b>			<b>\$165,000</b>	<b>\$229,450</b>	<b>\$336,717</b>	<b>\$680,000</b>

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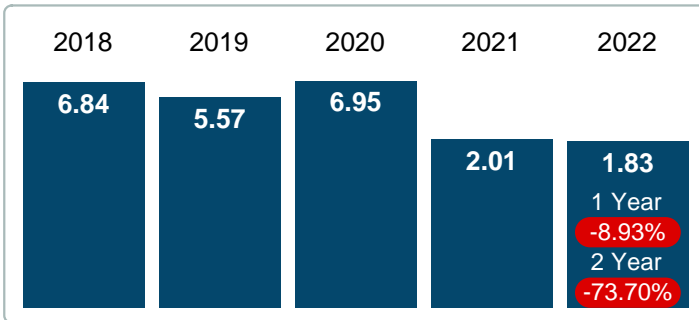
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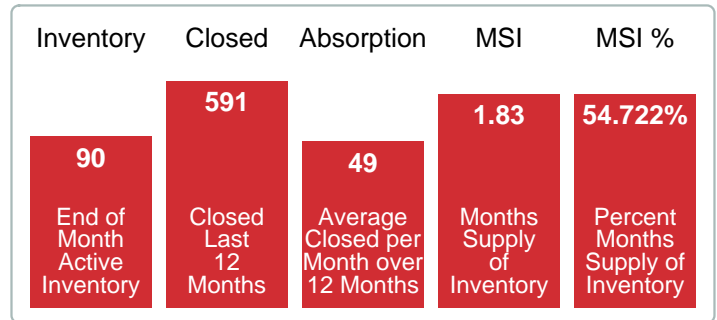
## MONTHS SUPPLY of INVENTORY (MSI)

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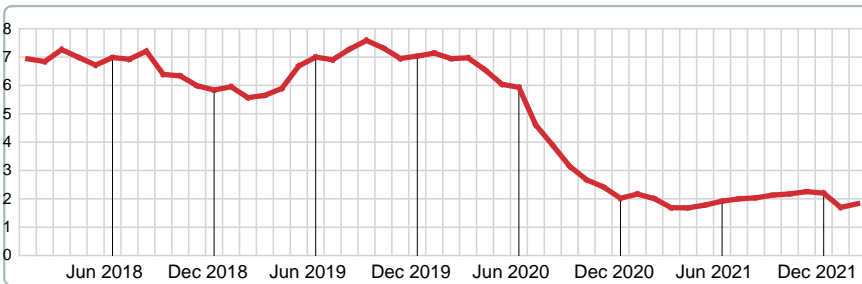
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022

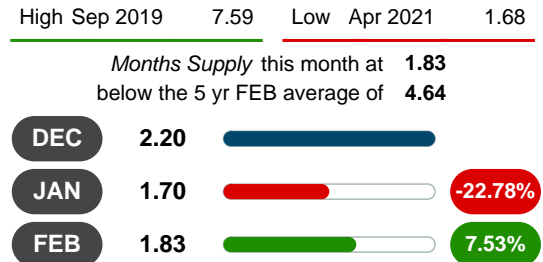


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



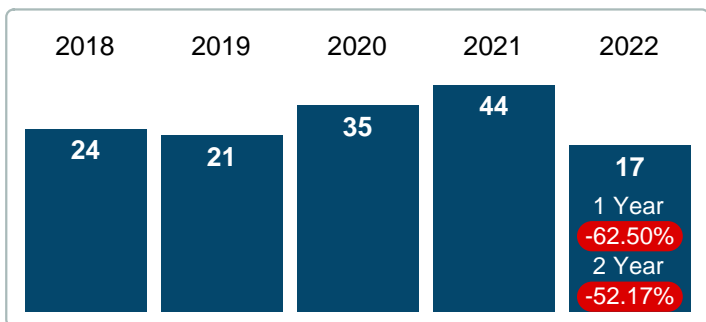
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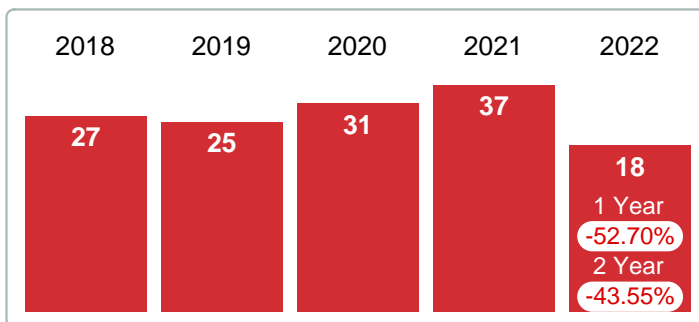
## MEDIAN DAYS ON MARKET TO SALE

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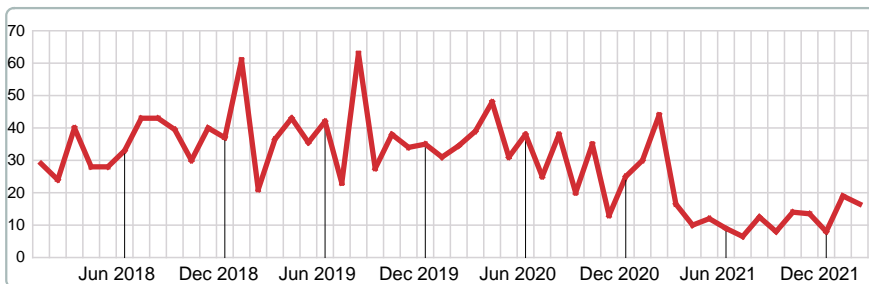
### FEBRUARY



### YEAR TO DATE (YTD)

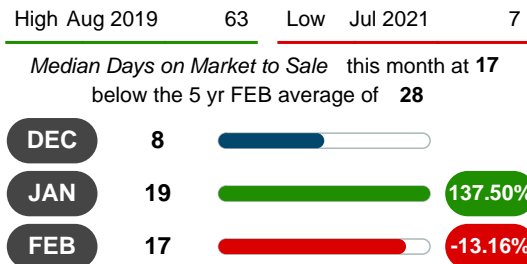


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 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
\$75,000 and less	9.52%	73	97	48	0	0
\$75,001 - \$100,000	7.14%	4	10	3	0	0
\$100,001 - \$150,000	19.05%	8	3	12	0	0
\$150,001 - \$225,000	26.19%	30	0	35	27	16
\$225,001 - \$275,000	9.52%	14	0	22	5	22
\$275,001 - \$375,000	16.67%	24	15	88	24	6
\$375,001 and up	11.90%	94	0	0	65	94
Median Closed DOM		17	13	24	17	19
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



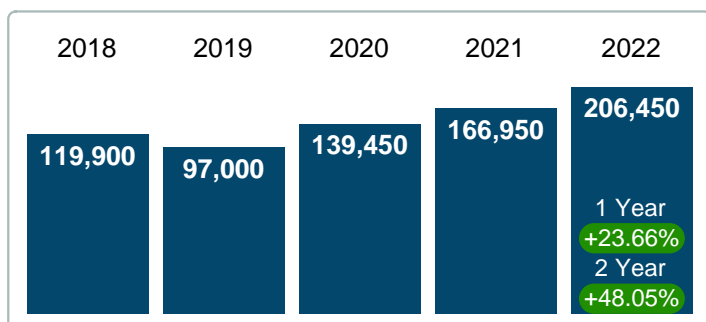
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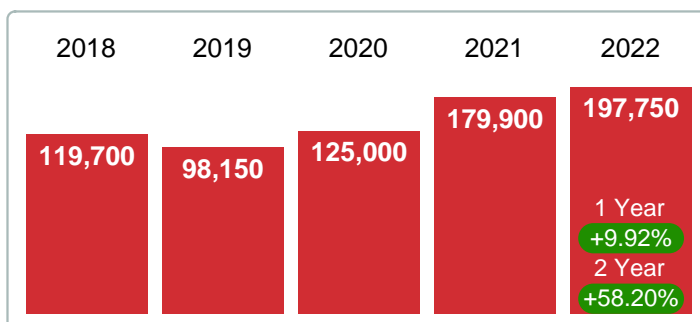
## MEDIAN LIST PRICE AT CLOSING

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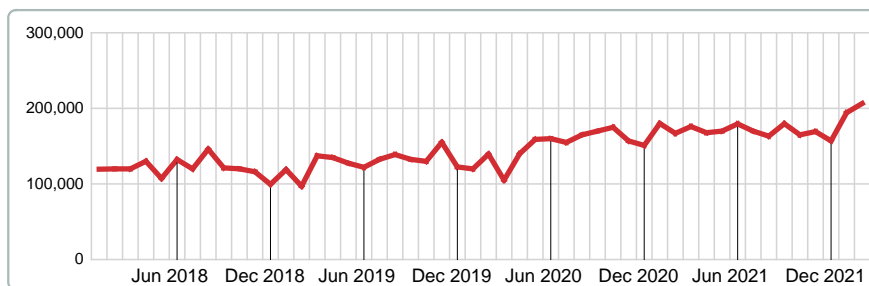
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 145,950

High Feb 2022 206,450    Low Feb 2019 97,000

Median List Price at Closing this month at **206,450**  
above the 5 yr FEB average of **145,950**

- DEC 157,000
- JAN 194,250 **23.73%**
- FEB 206,450 **6.28%**

### 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	3	7.14%	42,000	0	42,000	0	0
\$75,001 - \$100,000	3	7.14%	82,500	79,250	84,400	0	0
\$100,001 - \$150,000	8	19.05%	122,500	120,000	125,000	0	0
\$150,001 - \$225,000	10	23.81%	190,000	0	190,500	179,900	195,000
\$225,001 - \$275,000	6	14.29%	249,950	0	259,900	239,950	250,000
\$275,001 - \$375,000	7	16.67%	315,000	325,000	292,450	315,000	374,500
\$375,001 and up	5	11.90%	449,500	0	0	461,750	429,900
Median List Price			206,450	101,250	158,900	333,500	312,250
Total Closed Units		100%	206,450	4	24	10	4
Total Closed Volume			9,646,798	603.50K	4.01M	3.78M	1.25M



# February 2022



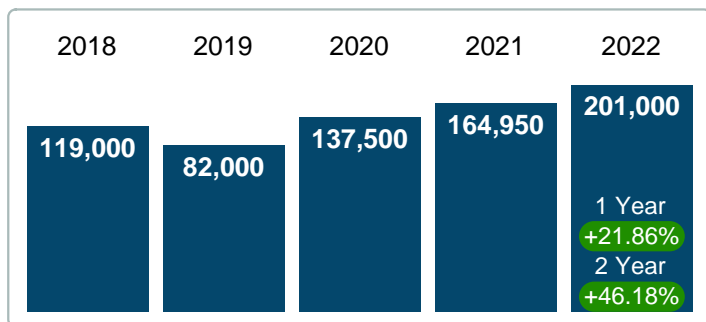
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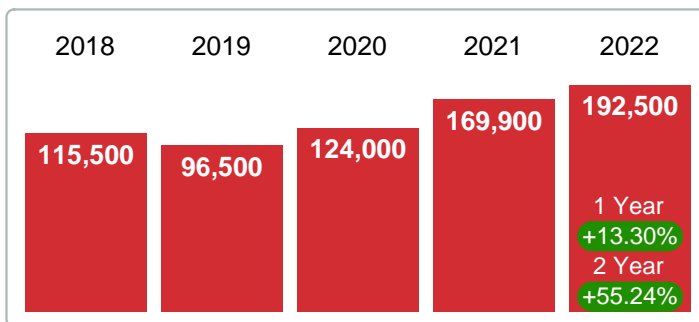
## MEDIAN SOLD PRICE AT CLOSING

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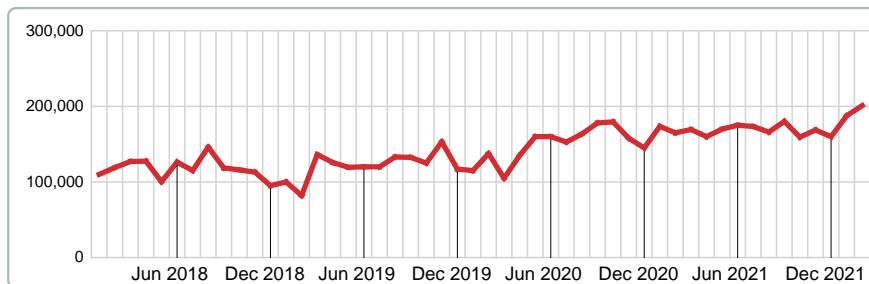
### FEBRUARY



### YEAR TO DATE (YTD)

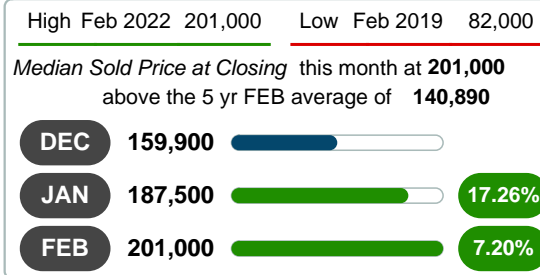


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 140,890



### 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	<div style="width: 10%;"></div> 4	9.52%	47,500	75,000	35,000	0	0
\$75,001 - \$100,000	<div style="width: 15%;"></div> 3	7.14%	85,000	77,900	85,075	0	0
\$100,001 - \$150,000	<div style="width: 30%;"></div> 8	19.05%	134,750	122,500	145,500	0	0
\$150,001 - \$225,000	<div style="width: 45%;"></div> 11	26.19%	195,000	0	196,500	194,000	195,000
\$225,001 - \$275,000	<div style="width: 25%;"></div> 4	9.52%	243,500	0	253,000	233,000	235,000
\$275,001 - \$375,000	<div style="width: 35%;"></div> 7	16.67%	306,000	306,000	281,000	320,000	360,000
\$375,001 and up	<div style="width: 20%;"></div> 5	11.90%	449,500	0	0	454,750	405,000
Median Sold Price			201,000	100,200	156,000	338,500	297,500
Total Closed Units		100%	201,000	4	24	10	4
Total Closed Volume			9,138,500	581.40K	3.87M	3.49M	1.20M

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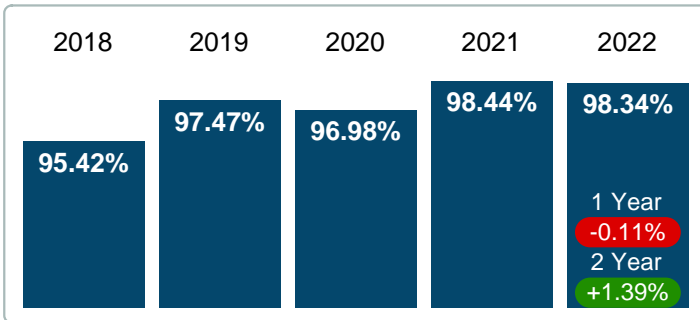
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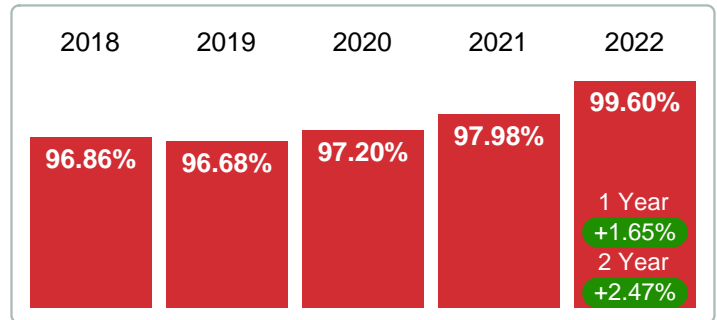
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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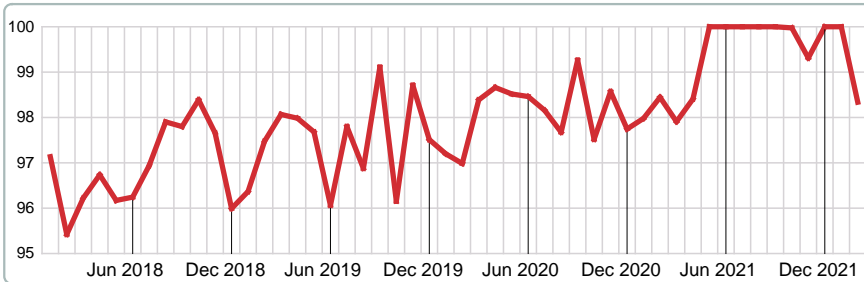
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

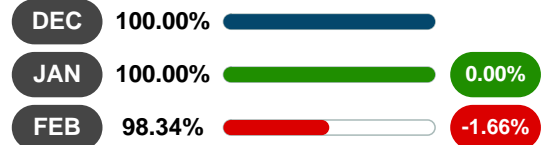


### 3 MONTHS

5 year FEB AVG = 97.33%

High Jan 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **98.34%**  
above the 5 yr FEB average of **97.33%**



### 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	4	9.52%	87.12%	90.91%	83.33%	0.00%	0.00%
\$75,001 - \$100,000	3	7.14%	100.89%	102.50%	89.08%	0.00%	0.00%
\$100,001 - \$150,000	8	19.05%	100.00%	102.08%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	11	26.19%	100.00%	0.00%	100.00%	91.49%	100.00%
\$225,001 - \$275,000	4	9.52%	97.35%	0.00%	97.35%	101.30%	94.00%
\$275,001 - \$375,000	7	16.67%	96.13%	94.15%	96.18%	101.42%	96.13%
\$375,001 and up	5	11.90%	97.05%	0.00%	0.00%	98.52%	94.21%
Median Sold/List Ratio		98.34%		98.12%	98.46%	99.47%	95.17%
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



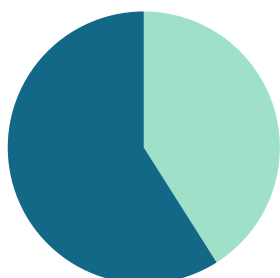
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

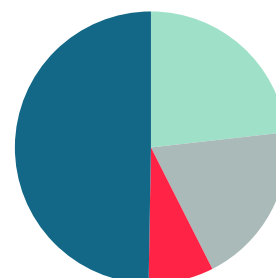


**Inventory**  
 New Listings  
**57 = 41.01%**  
 Start Inventory  
**82**  
 Total Inventory Units  
**139**  
 Volume  
**\$50,958,456**

### 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%
Median List Price	166,950	206,450	23.66%	179,900	197,750	9.92%
Median Sale Price	164,950	201,000	21.86%	169,900	192,500	13.30%
Median Percent of Selling Price to List Price	98.44%	98.34%	-0.11%	97.98%	99.60%	1.65%
Median Days on Market to Sale	44.00	16.50	-62.50%	37.00	17.50	-52.70%
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

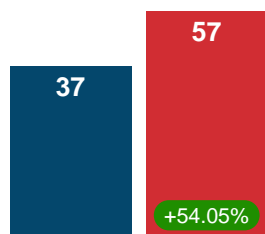
**Inventory** on February 28, 2022 = **90**

**2021** **2022**

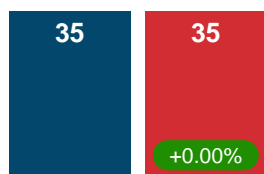
### FEBRUARY MARKET

### MEDIAN PRICES

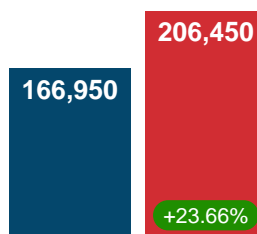
#### New Listings



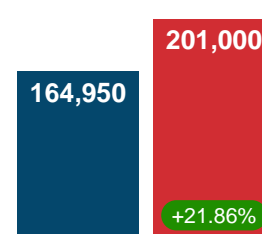
#### Pending Listings



#### List Price



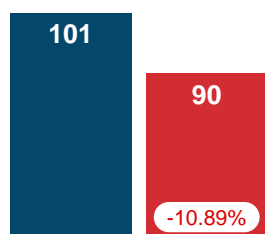
#### Sale Price



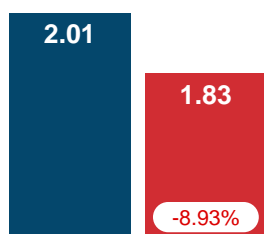
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

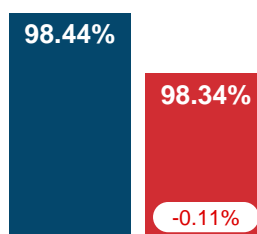
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

