

January 2022



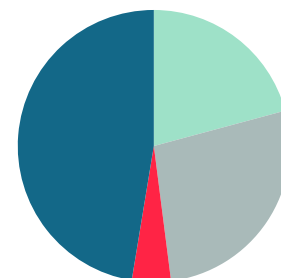
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	35	36	2.86%
Pending Listings	42	47	11.90%
New Listings	55	31	-43.64%
Average List Price	167,714	214,285	27.77%
Average Sale Price	165,317	213,489	29.14%
Average Percent of Selling Price to List Price	97.94%	98.53%	0.60%
Average Days on Market to Sale	48.66	26.78	-44.97%
End of Month Inventory	108	82	-24.07%
Months Supply of Inventory	2.17	1.70	-21.58%



■ Closed (20.81%)
■ Pending (27.17%)
■ Other OffMarket (4.62%)
■ Active (47.40%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of January 31, 2022 = **82**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **24.07%** to 82 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 **1.70** 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 **29.14%** in January 2022 to \$213,489 versus the previous year at \$165,317.

Average Days on Market Shortens

The average number of **26.78** days that homes spent on the market before selling decreased by 21.88 days or **44.97%** in January 2022 compared to last year's same month at **48.66** DOM.

Sales Success for January 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 31 New Listings in January 2022, down **43.64%** from last year at 55. Furthermore, there were 36 Closed Listings this month versus last year at 35, a **2.86%** increase.

Closed versus Listed trends yielded a **116.1%** ratio, up from previous year's, January 2021, at **63.6%**, a **82.49%** upswing. 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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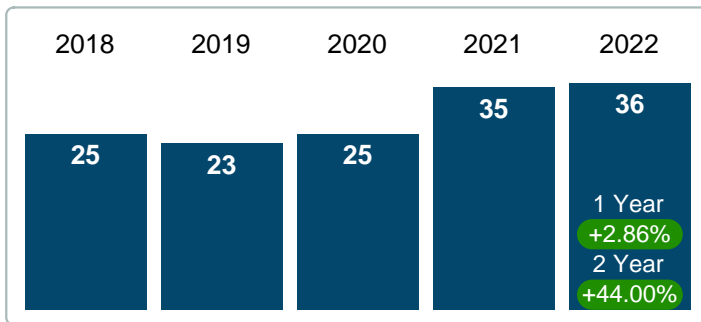
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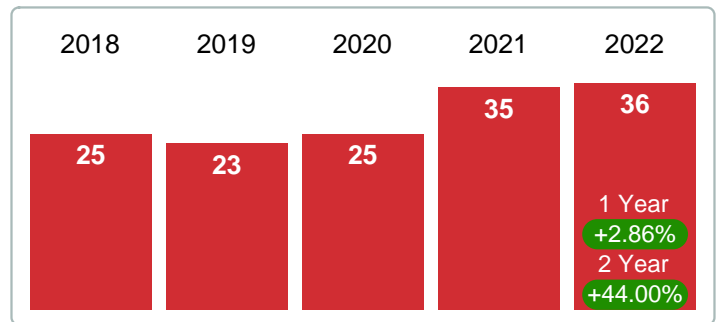
CLOSED LISTINGS

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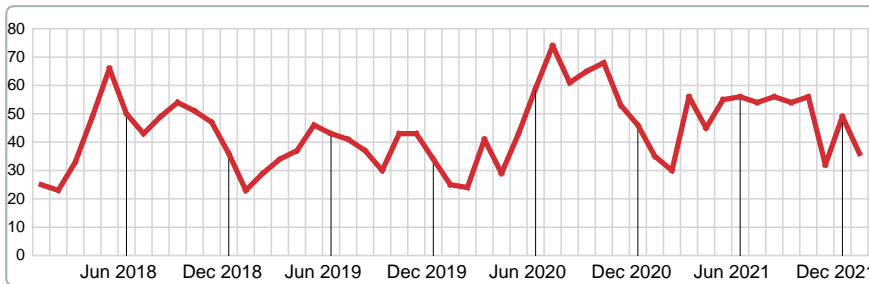
JANUARY



YEAR TO DATE (YTD)

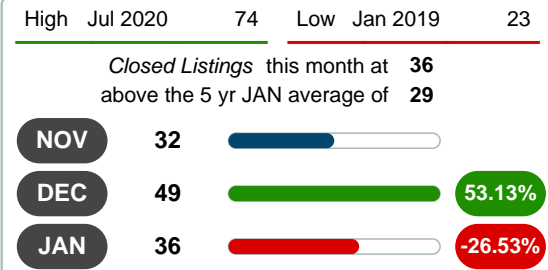


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.56%	25.0	1	1	0	0
\$50,001 - \$125,000	6	16.67%	36.8	2	4	0	0
\$125,001 - \$150,000	3	8.33%	4.3	0	3	0	0
\$150,001 - \$250,000	12	33.33%	18.0	0	9	3	0
\$250,001 - \$275,000	5	13.89%	14.8	1	4	0	0
\$275,001 - \$400,000	4	11.11%	43.8	0	3	1	0
\$400,001 and up	4	11.11%	53.8	0	2	1	1
Total Closed Units	36			4	26	5	1
Total Closed Volume	7,685,590	100%	26.8	441.50K	5.24M	1.60M	407.00K
Average Closed Price	\$213,489			\$110,375	\$201,361	\$320,340	\$407,000

January 2022



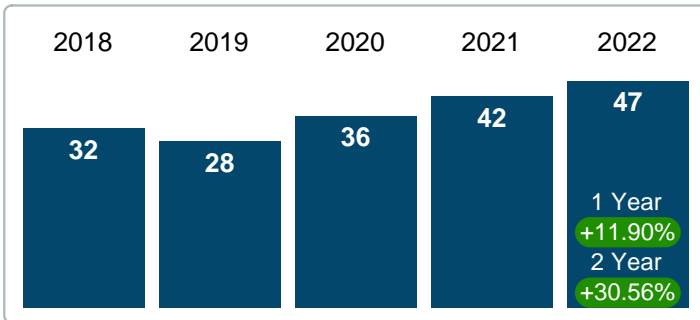
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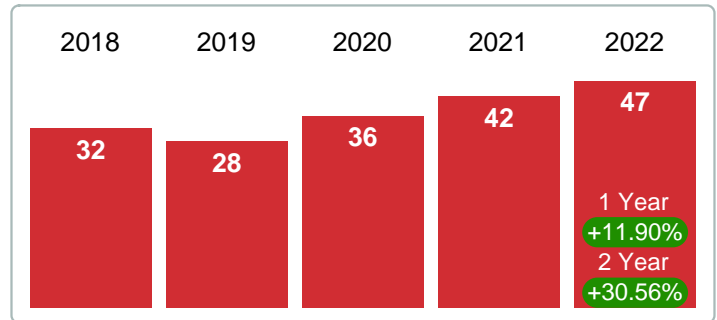
PENDING LISTINGS

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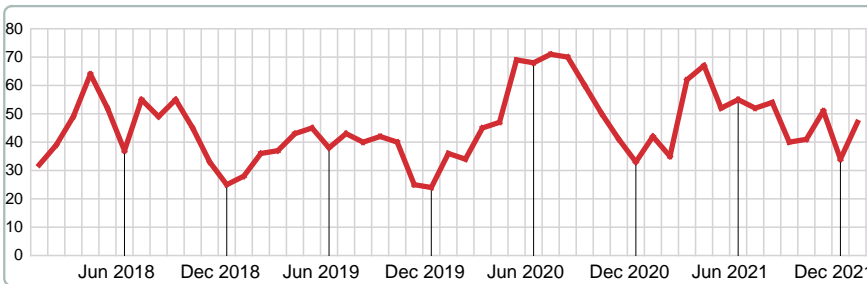
JANUARY



YEAR TO DATE (YTD)

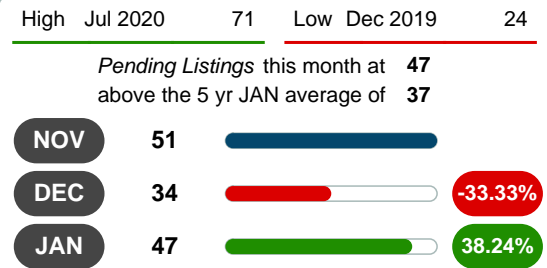


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



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	4	8.51%	94.3	1	3	0	0
\$75,001 - \$100,000	5	10.64%	115.2	1	4	0	0
\$100,001 - \$125,000	5	10.64%	44.6	3	2	0	0
\$125,001 - \$200,000	13	27.66%	61.1	3	7	2	1
\$200,001 - \$250,000	7	14.89%	68.1	0	7	0	0
\$250,001 - \$375,000	8	17.02%	29.4	1	3	3	1
\$375,001 and up	5	10.64%	81.2	0	2	2	1
Total Pending Units	47			9	28	7	3
Total Pending Volume	10,456,099	100%	65.7	1.21M	5.92M	2.34M	989.30K
Average Listing Price	\$222,470			\$134,678	\$211,321	\$333,957	\$329,767

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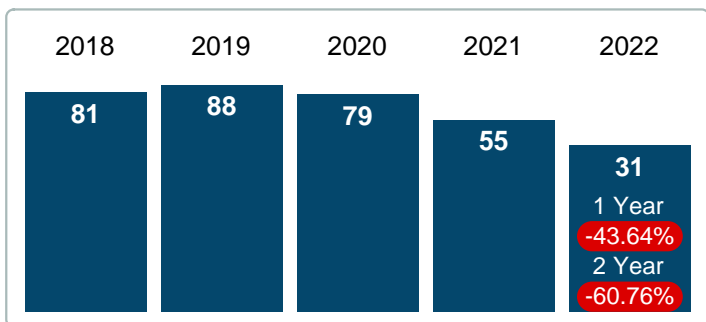
Area Delimited by County Of Cherokee - Residential Property Type



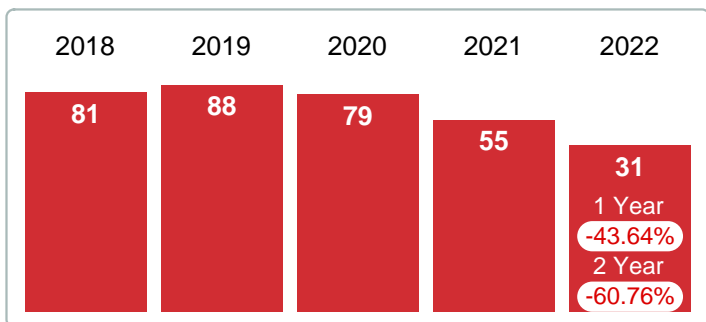
NEW LISTINGS

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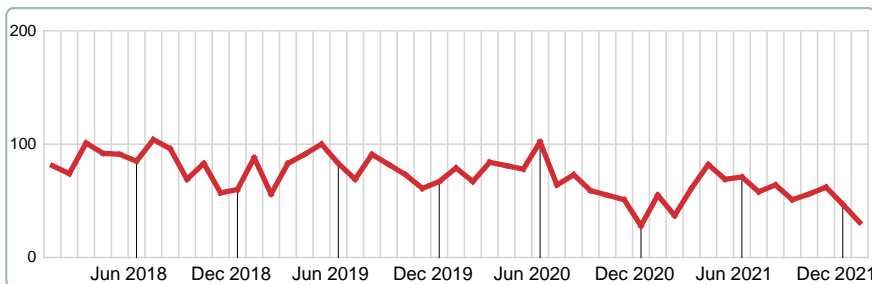
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 67

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 31
below the 5 yr JAN average of 67



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	3	9.68%	0	3	0	0
\$75,001 - \$100,000	3	9.68%	1	2	0	0
\$100,001 - \$125,000	2	6.45%	1	1	0	0
\$125,001 - \$225,000	10	32.26%	1	9	0	0
\$225,001 - \$300,000	6	19.35%	0	5	1	0
\$300,001 - \$400,000	3	9.68%	0	1	1	1
\$400,001 and up	4	12.90%	1	1	1	1
Total New Listed Units	31		4	22	3	2
Total New Listed Volume	7,302,100	100%	764.80K	4.54M	984.90K	1.01M
Average New Listed Listing Price	\$232,196		\$191,200	\$206,273	\$328,300	\$507,200

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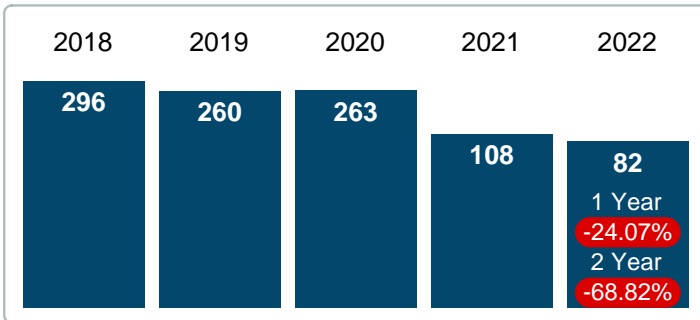
Area Delimited by County Of Cherokee - Residential Property Type



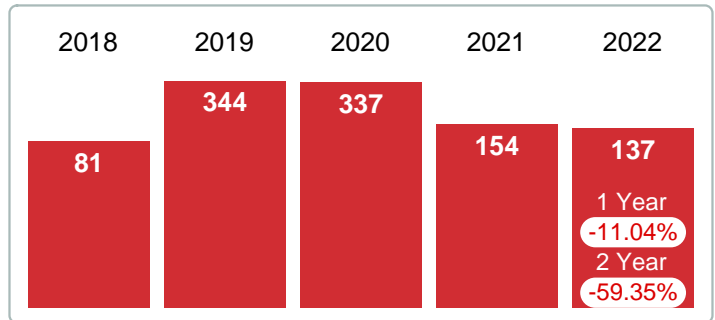
ACTIVE INVENTORY

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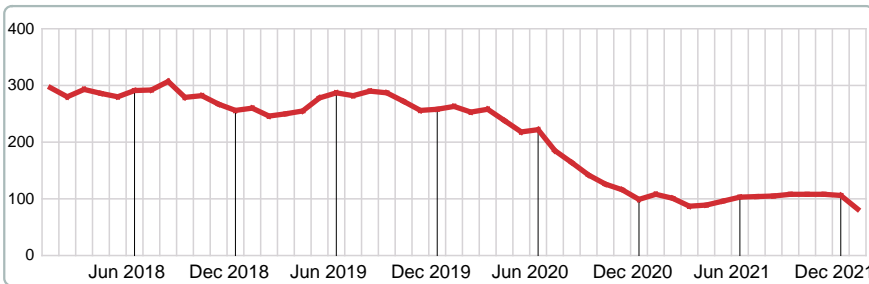
END OF JANUARY



ACTIVE DURING JANUARY

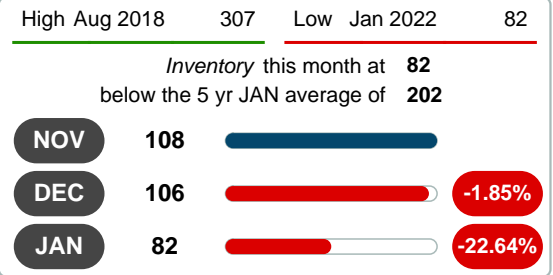


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 202



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	5	6.10%	48.2	2	3	0	0
\$75,001 - \$125,000	8	9.76%	71.4	1	6	1	0
\$125,001 - \$150,000	15	18.29%	70.5	4	9	2	0
\$150,001 - \$275,000	23	28.05%	91.6	2	13	7	1
\$275,001 - \$575,000	12	14.63%	52.0	3	6	2	1
\$575,001 - \$775,000	10	12.20%	133.8	0	4	2	4
\$775,001 and up	9	10.98%	157.1	1	3	3	2
Total Active Inventory by Units	82			13	44	17	8
Total Active Inventory by Volume	33,012,339	100%	89.7	5.06M	14.39M	7.05M	6.51M
Average Active Inventory Listing Price	\$402,590			\$389,269	\$326,998	\$414,890	\$813,850

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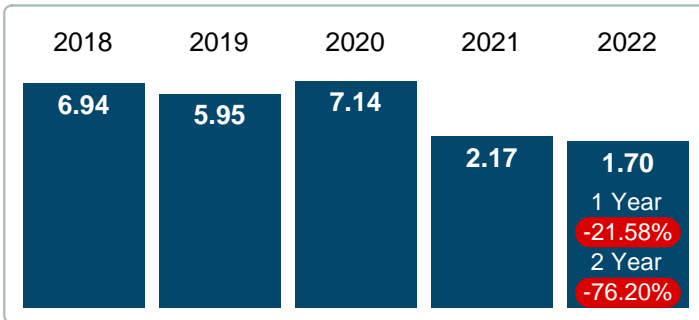
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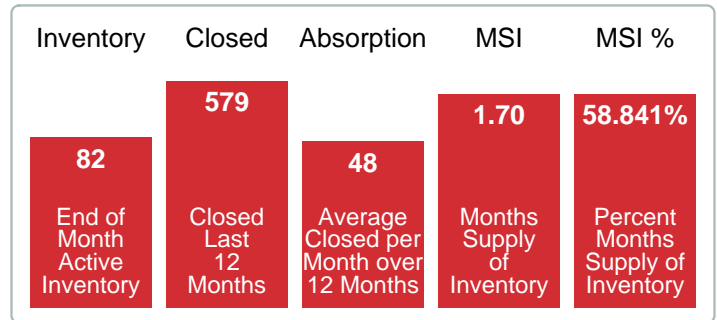
MONTHS SUPPLY of INVENTORY (MSI)

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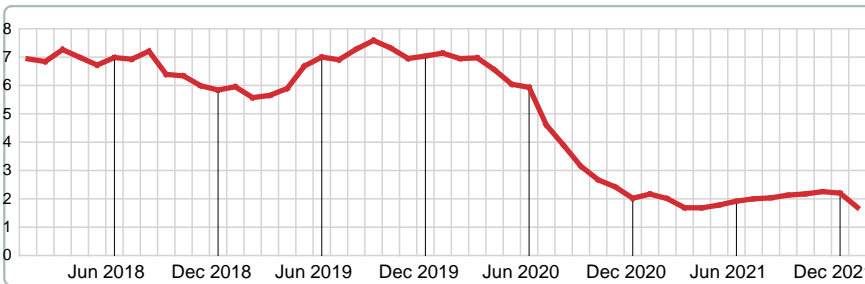
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

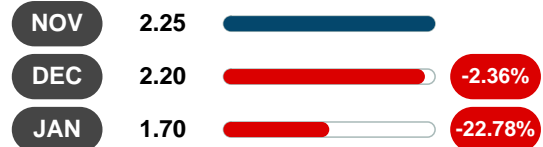


3 MONTHS

5 year JAN AVG = 4.78

High Sep 2019 7.59 Low Apr 2021 1.68

Months Supply this month at 1.70 below the 5 yr JAN average of 4.78



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	5	6.10%	0.97	0.67	1.57	0.00	0.00
\$75,001 - \$125,000	8	9.76%	1.01	0.32	1.47	2.00	0.00
\$125,001 - \$150,000	15	18.29%	2.40	4.36	2.25	1.85	0.00
\$150,001 - \$275,000	23	28.05%	1.15	1.60	0.87	2.10	2.00
\$275,001 - \$575,000	12	14.63%	1.57	7.20	1.50	0.75	1.71
\$575,001 - \$775,000	10	12.20%	12.00	0.00	12.00	6.00	24.00
\$775,001 and up	9	10.98%	27.00	0.00	18.00	36.00	24.00
Market Supply of Inventory (MSI)			1.70	1.49	1.49	2.06	4.57
Total Active Inventory by Units		100%	1.70	13	44	17	8

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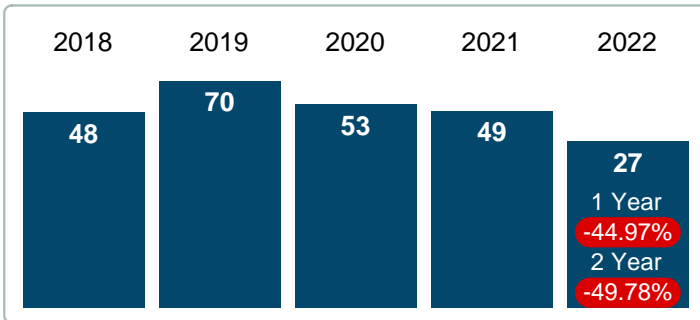
Area Delimited by County Of Cherokee - Residential Property Type



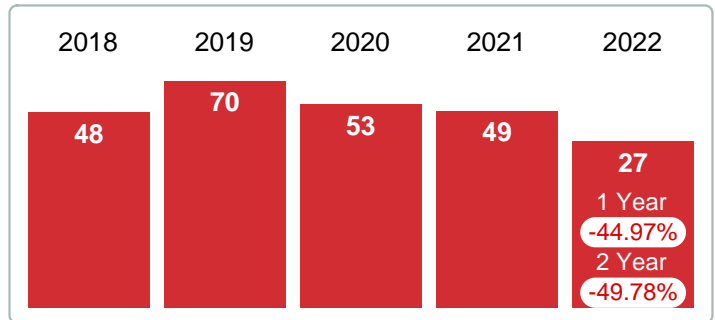
AVERAGE DAYS ON MARKET TO SALE

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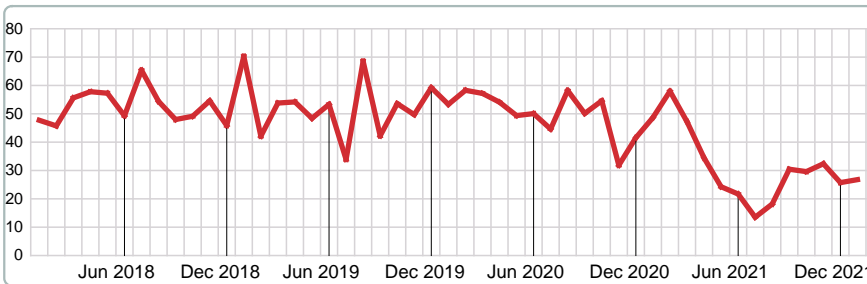
JANUARY



YEAR TO DATE (YTD)

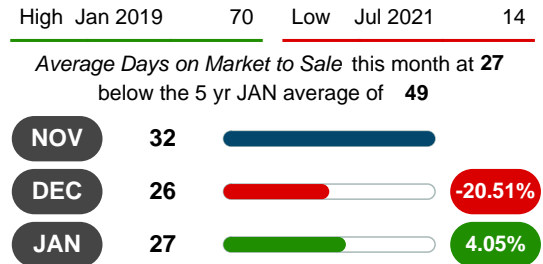


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
\$50,000 and less	5.56%	25	27	23	0	0
\$50,001 - \$125,000	16.67%	37	20	45	0	0
\$125,001 - \$150,000	8.33%	4	0	4	0	0
\$150,001 - \$250,000	33.33%	18	0	9	44	0
\$250,001 - \$275,000	13.89%	15	18	14	0	0
\$275,001 - \$400,000	11.11%	44	0	41	51	0
\$400,001 and up	11.11%	54	0	40	61	74
Average Closed DOM		27				
Total Closed Units	100%	27	4	26	5	1
Total Closed Volume		7,685,590	441.50K	5.24M	1.60M	407.00K

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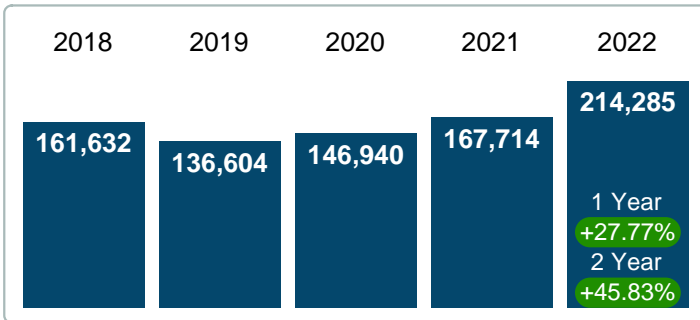
Area Delimited by County Of Cherokee - Residential Property Type



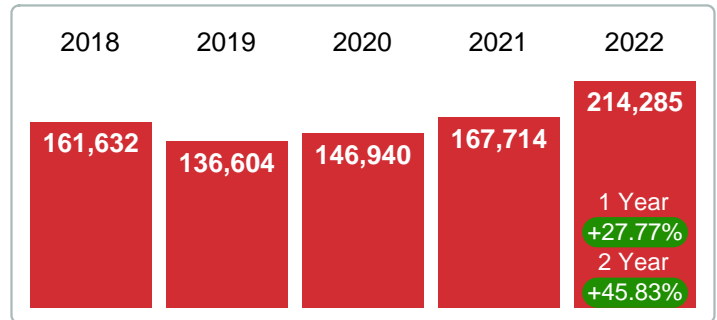
AVERAGE LIST PRICE AT CLOSING

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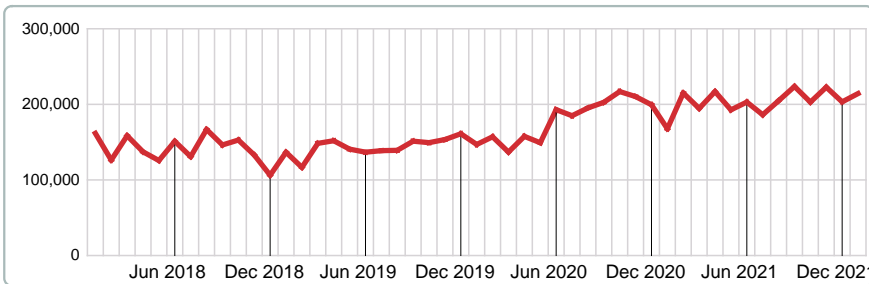
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

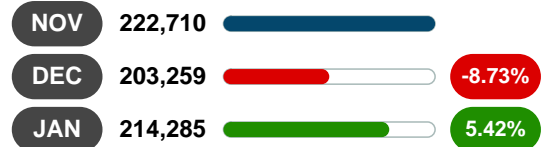


3 MONTHS

5 year JAN AVG = 165,435

High Sep 2021 223,617 Low Dec 2018 106,258

Average List Price at Closing this month at **214,285**
above the 5 yr JAN average of **165,435**



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	
\$50,000 and less	2	5.56%	38,700	29,500	47,900	0	
\$50,001 - \$125,000	6	16.67%	75,217	68,500	78,575	0	
\$125,001 - \$150,000	5	13.89%	141,900	0	139,900	0	
\$150,001 - \$250,000	10	27.78%	193,502	0	176,813	229,500	
\$250,001 - \$275,000	6	16.67%	261,383	205,000	259,600	0	
\$275,001 - \$400,000	3	8.33%	339,450	0	329,967	298,350	
\$400,001 and up	4	11.11%	488,600	0	449,750	635,000	
Average List Price		214,285		92,875	203,885	324,370	419,900
Total Closed Units		36	100%	214,285	4	26	5
Total Closed Volume		7,714,265		371.50K	5.30M	1.62M	419.90K

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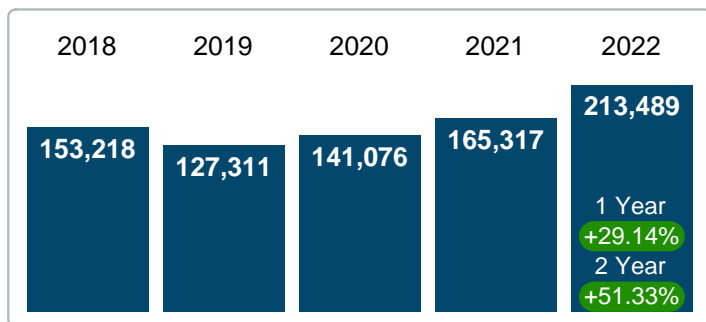
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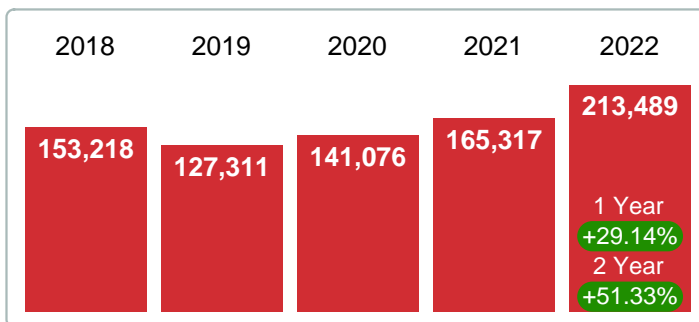
AVERAGE SOLD PRICE AT CLOSING

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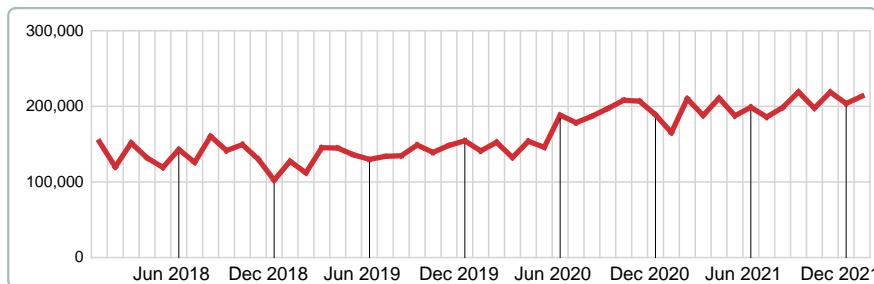
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

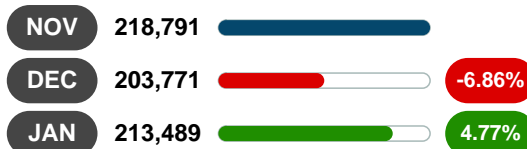


3 MONTHS

5 year JAN AVG = 160,082

High Sep 2021 219,055 Low Dec 2018 102,382

Average Sold Price at Closing this month at **213,489** above the 5 yr JAN average of **160,082**



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
\$50,000 and less	5.56%	31,000	25,000	37,000	0	0
\$50,001 - \$125,000	16.67%	69,417	70,750	68,750	0	0
\$125,001 - \$150,000	8.33%	140,967	0	140,967	0	0
\$150,001 - \$250,000	33.33%	188,462	0	176,282	225,000	0
\$250,001 - \$275,000	13.89%	260,760	275,000	257,200	0	0
\$275,001 - \$400,000	11.11%	322,125	0	330,050	298,350	0
\$400,001 and up	11.11%	482,588	0	447,500	628,350	407,000
Average Sold Price		213,489	110,375	201,361	320,340	407,000
Total Closed Units	100%	213,489	4	26	5	1
Total Closed Volume		7,685,590	441.50K	5.24M	1.60M	407.00K

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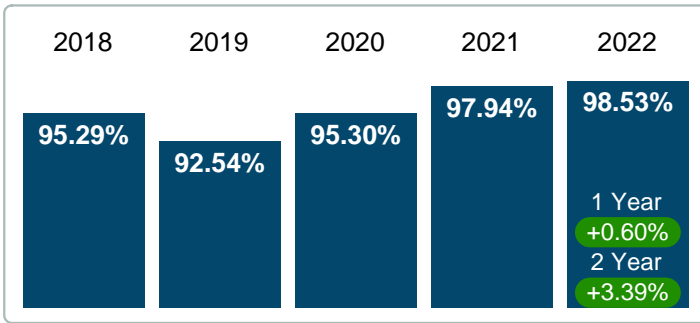
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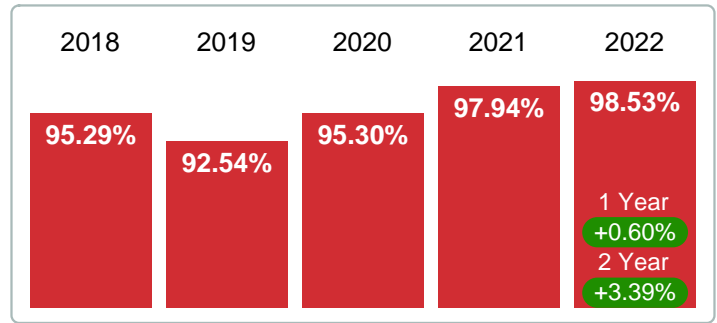
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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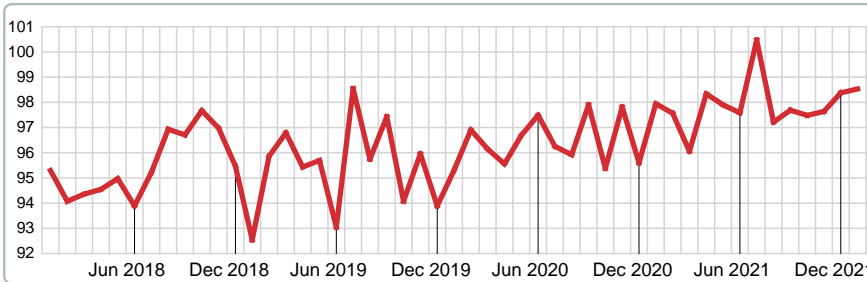
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

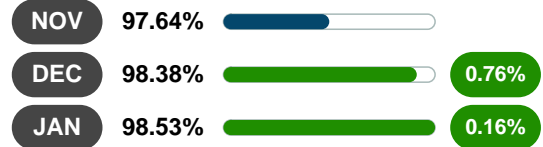


3 MONTHS

5 year JAN AVG = 95.92%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **98.53%**
above the 5 yr JAN average of **95.92%**



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
\$50,000 and less	<div style="width: 5.56%;"></div> 2	5.56%	81.00%	84.75%	77.24%	0.00%	0.00%
\$50,001 - \$125,000	<div style="width: 16.67%;"></div> 6	16.67%	93.29%	103.00%	88.43%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 8.33%;"></div> 3	8.33%	101.11%	0.00%	101.11%	0.00%	0.00%
\$150,001 - \$250,000	<div style="width: 33.33%;"></div> 12	33.33%	99.66%	0.00%	100.12%	98.27%	0.00%
\$250,001 - \$275,000	<div style="width: 13.89%;"></div> 5	13.89%	106.12%	134.15%	99.11%	0.00%	0.00%
\$275,001 - \$400,000	<div style="width: 11.11%;"></div> 4	11.11%	100.18%	0.00%	100.24%	100.00%	0.00%
\$400,001 and up	<div style="width: 11.11%;"></div> 4	11.11%	98.73%	0.00%	99.53%	98.95%	96.93%
Average Sold/List Ratio		98.50%		106.22%	97.37%	98.75%	96.93%
Total Closed Units		36	100%	4	26	5	1
Total Closed Volume		7,685,590		441.50K	5.24M	1.60M	407.00K

January 2022



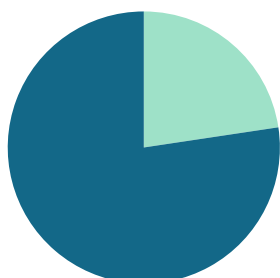
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

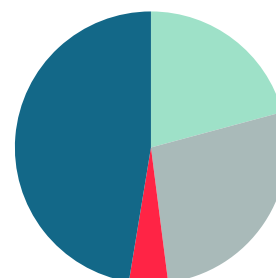


Inventory
 New Listings
31 = 22.63%
 Start Inventory
106
 Total Inventory Units
137
 Volume
\$48,127,338

Market Activity

Closed Sales
36 = 20.81%
 Pending Sales
47 = 27.17%
 Other Off Market
8 = 4.62%
 Active Inventory
82 = 47.40%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	35	36	2.86%	35	36	2.86%
Pending Sales	42	47	11.90%	42	47	11.90%
New Listings	55	31	-43.64%	55	31	-43.64%
Average List Price	167,714	214,285	27.77%	167,714	214,285	27.77%
Average Sale Price	165,317	213,489	29.14%	165,317	213,489	29.14%
Average Percent of Selling Price to List Price	97.94%	98.53%	0.60%	97.94%	98.53%	0.60%
Average Days on Market to Sale	48.66	26.78	-44.97%	48.66	26.78	-44.97%
Monthly Inventory	108	82	-24.07%	108	82	-24.07%
Months Supply of Inventory	2.17	1.70	-21.58%	2.17	1.70	-21.58%

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

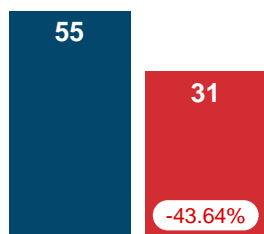
Inventory on January 31, 2022 = **82**

2021 **2022**

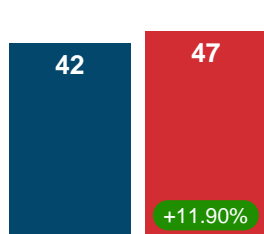
JANUARY MARKET

AVERAGE PRICES

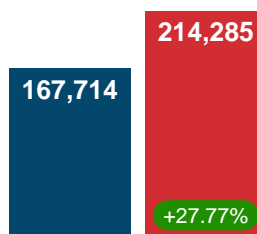
New Listings



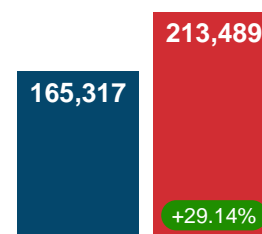
Pending Listings



List Price



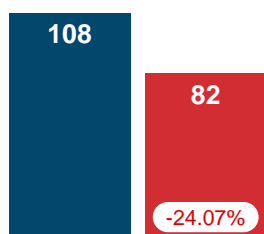
Sale Price



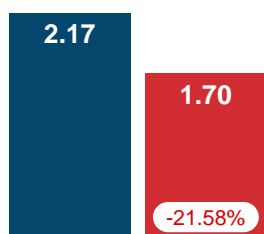
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

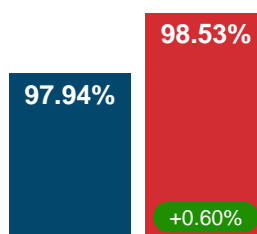
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

