

# January 2022



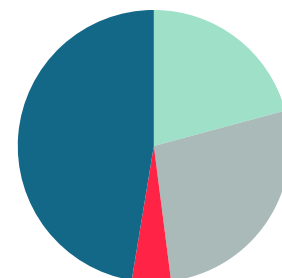
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	180,000	194,250	7.92%
Median Sale Price	173,500	187,500	8.07%
Median Percent of Selling Price to List Price	97.98%	100.00%	2.06%
Median Days on Market to Sale	30.00	19.00	-36.67%
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.

#### 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 **8.07%** in January 2022 to \$187,500 versus the previous year at \$173,500.

#### Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 11.00 days or **36.67%** in January 2022 compared to last year's same month at **30.00** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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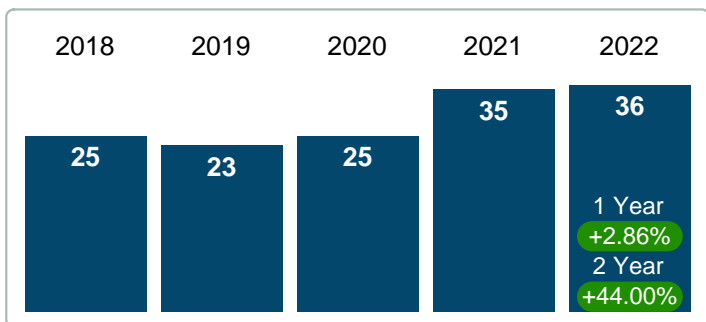
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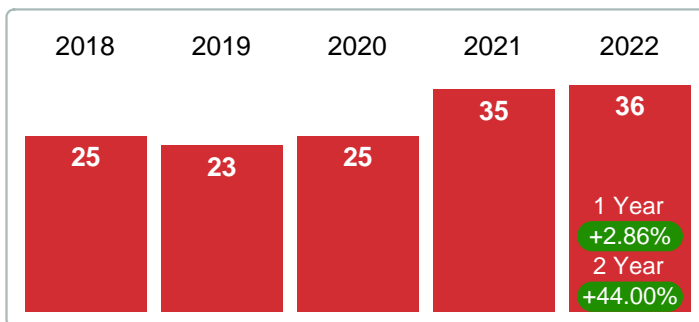
## CLOSED LISTINGS

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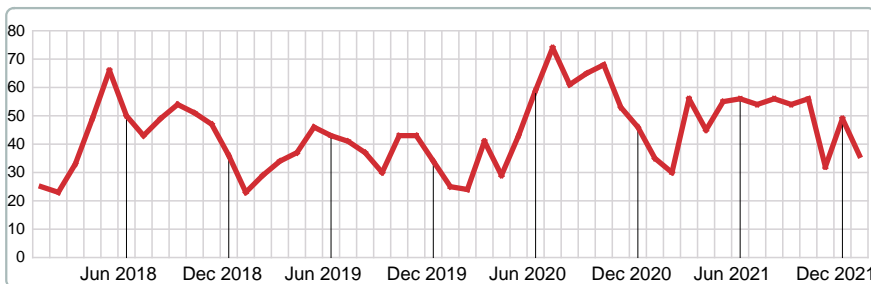
### JANUARY



### YEAR TO DATE (YTD)

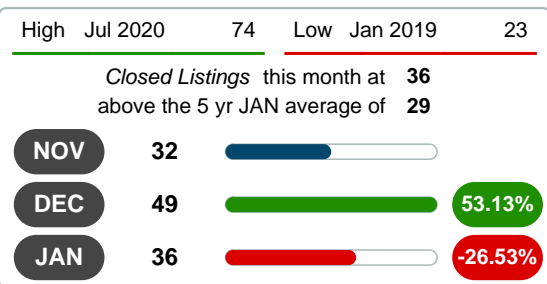


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 29



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.0	2	4	0	0
\$125,001 - \$150,000	3	8.33%	5.0	0	3	0	0
\$150,001 - \$250,000	12	33.33%	6.5	0	9	3	0
\$250,001 - \$275,000	5	13.89%	8.0	1	4	0	0
\$275,001 - \$400,000	4	11.11%	35.5	0	3	1	0
\$400,001 and up	4	11.11%	51.0	0	2	1	1
<b>Total Closed Units</b>	<b>36</b>			<b>4</b>	<b>26</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,685,590</b>	<b>100%</b>	<b>19.0</b>	<b>441.50K</b>	<b>5.24M</b>	<b>1.60M</b>	<b>407.00K</b>
<b>Median Closed Price</b>	<b>\$187,500</b>			<b>\$70,750</b>	<b>\$182,450</b>	<b>\$250,000</b>	<b>\$407,000</b>

# January 2022



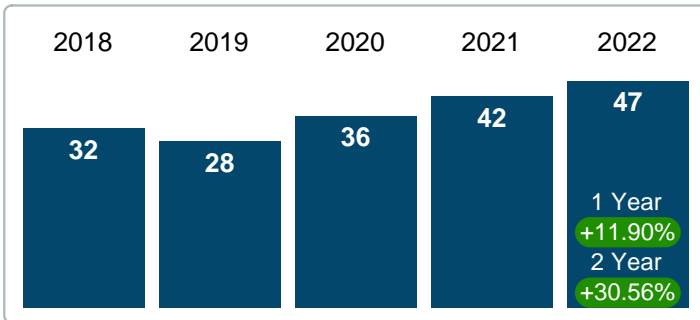
Area Delimited by County Of Cherokee - Residential Property Type



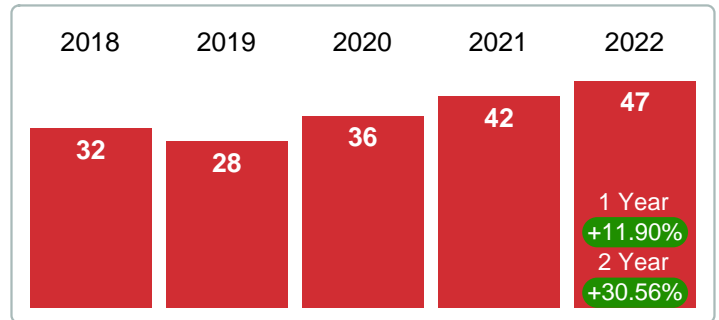
## PENDING LISTINGS

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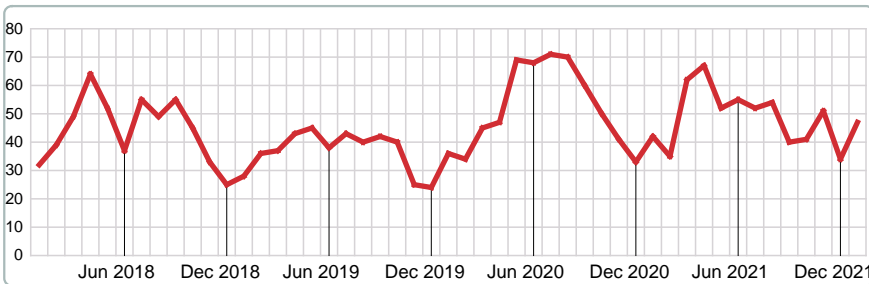
### JANUARY



### YEAR TO DATE (YTD)

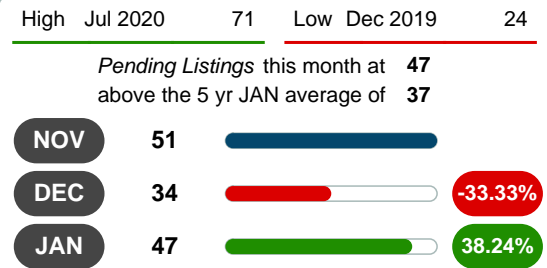


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 37



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.51%	87.5	1	3	0	0
\$75,001 - \$100,000	5	10.64%	112.0	1	4	0	0
\$100,001 - \$125,000	5	10.64%	22.0	3	2	0	0
\$125,001 - \$200,000	13	27.66%	62.0	3	7	2	1
\$200,001 - \$250,000	7	14.89%	64.0	0	7	0	0
\$250,001 - \$375,000	8	17.02%	17.0	1	3	3	1
\$375,001 and up	5	10.64%	94.0	0	2	2	1
<b>Total Pending Units</b>	<b>47</b>			<b>9</b>	<b>28</b>	<b>7</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,456,099</b>	<b>100%</b>	<b>55.0</b>	<b>1.21M</b>	<b>5.92M</b>	<b>2.34M</b>	<b>989.30K</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$120,000</b>	<b>\$177,450</b>	<b>\$299,000</b>	<b>\$374,500</b>

# January 2022



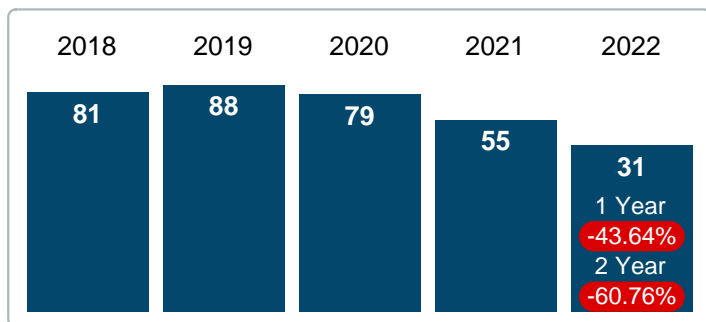
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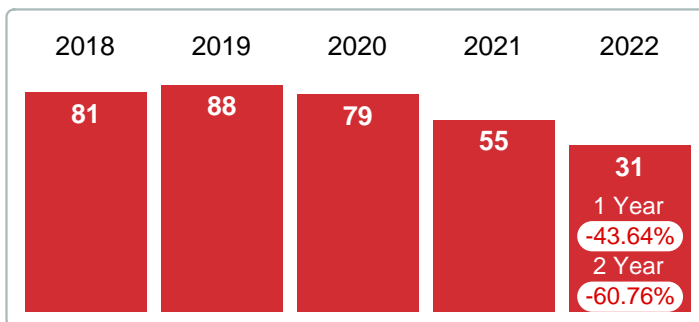
## NEW LISTINGS

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

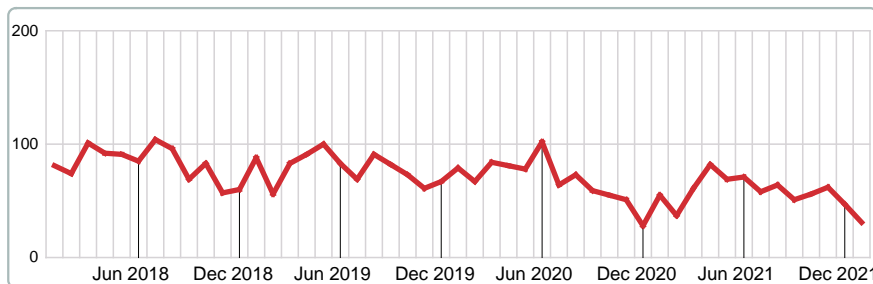
### JANUARY



### 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
<b>Total New Listed Units</b>	<b>31</b>		<b>4</b>	<b>22</b>	<b>3</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>7,302,100</b>	<b>100%</b>	<b>764.80K</b>	<b>4.54M</b>	<b>984.90K</b>	<b>1.01M</b>
<b>Median New Listed Listing Price</b>	<b>\$220,000</b>		<b>\$124,950</b>	<b>\$177,450</b>	<b>\$315,000</b>	<b>\$507,200</b>

# January 2022



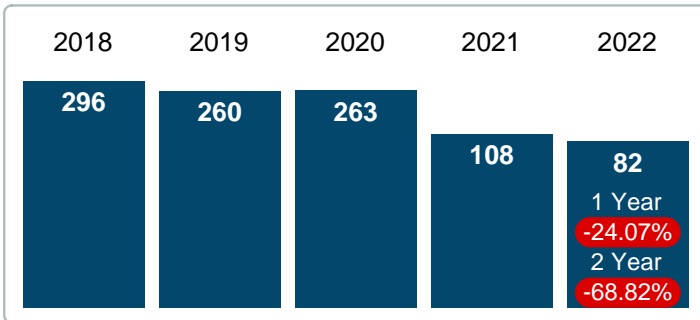
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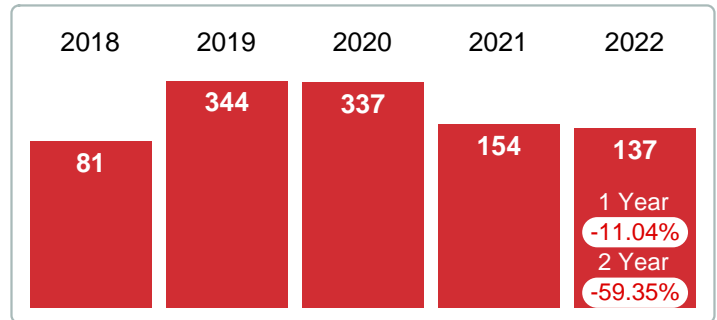
## ACTIVE INVENTORY

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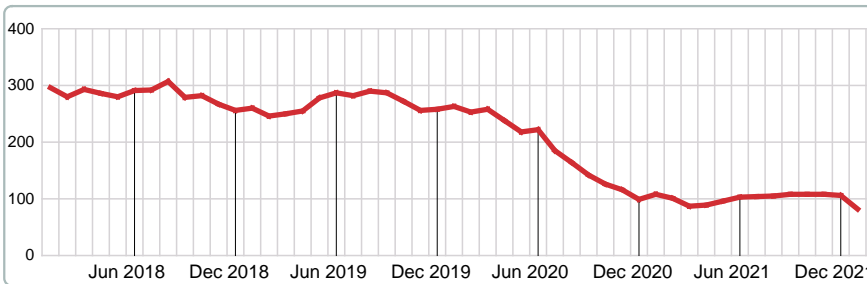
### END OF JANUARY



### ACTIVE DURING JANUARY

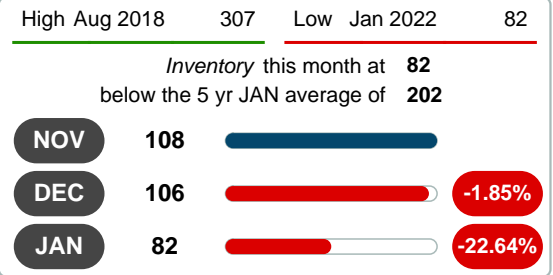


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 202



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.10%	33.0	2	3	0	0
\$75,001 - \$125,000	8	9.76%	47.5	1	6	1	0
\$125,001 - \$150,000	15	18.29%	56.0	4	9	2	0
\$150,001 - \$275,000	23	28.05%	81.0	2	13	7	1
\$275,001 - \$575,000	12	14.63%	46.5	3	6	2	1
\$575,001 - \$775,000	10	12.20%	127.5	0	4	2	4
\$775,001 and up	9	10.98%	145.0	1	3	3	2
<b>Total Active Inventory by Units</b>	<b>82</b>			<b>13</b>	<b>44</b>	<b>17</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>33,012,339</b>	<b>100%</b>	<b>72.0</b>	<b>5.06M</b>	<b>14.39M</b>	<b>7.05M</b>	<b>6.51M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$224,750</b>			<b>\$150,000</b>	<b>\$207,375</b>	<b>\$250,000</b>	<b>\$659,950</b>

# January 2022



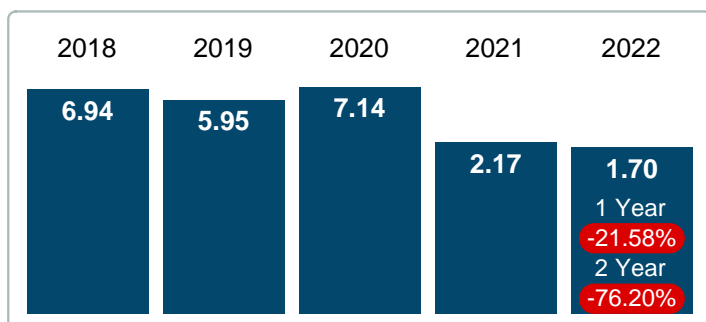
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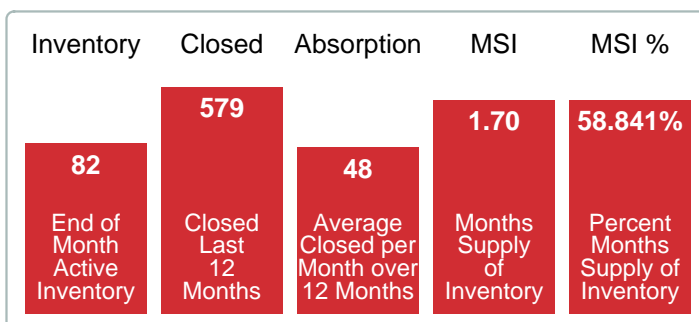
## MONTHS SUPPLY of INVENTORY (MSI)

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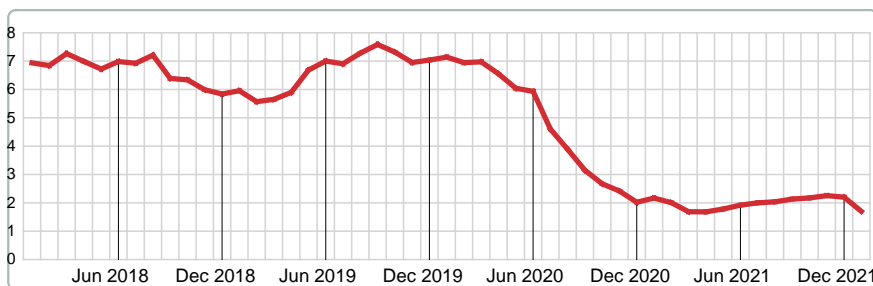
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

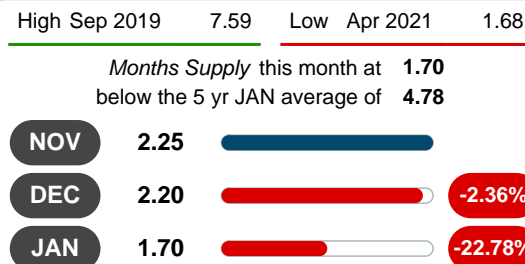


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 4.78



### 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

# January 2022



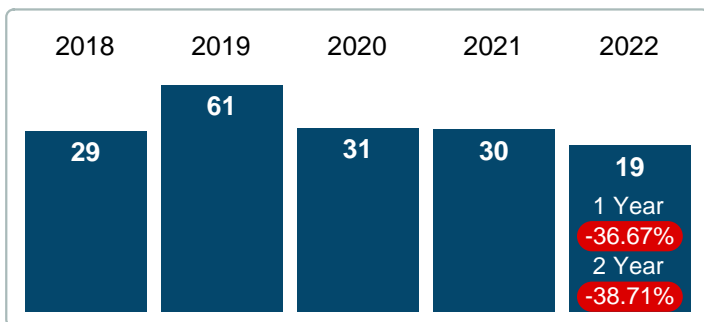
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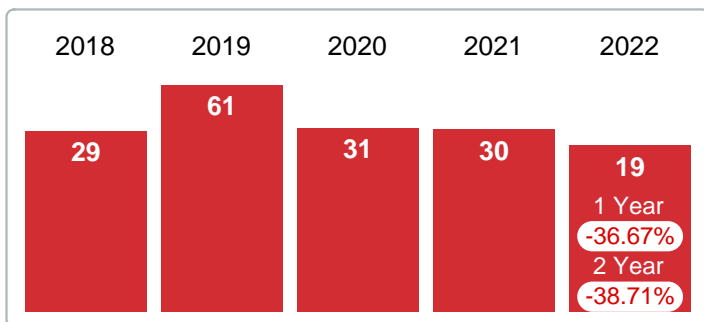
## MEDIAN DAYS ON MARKET TO SALE

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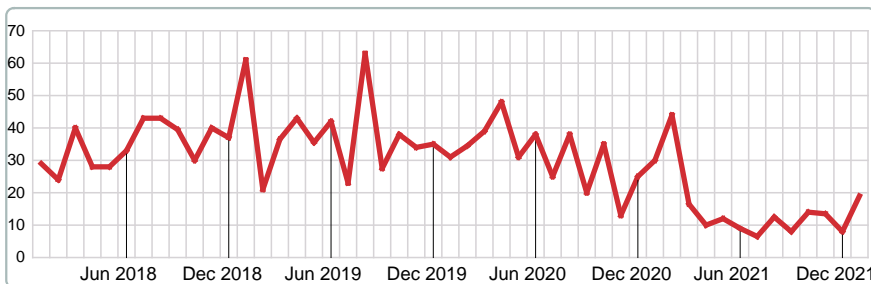
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 34

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 19 below the 5 yr JAN average of 34

- NOV 14
- DEC 8 (-40.74%)
- JAN 19 (137.50%)

### 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
\$50,000 and less	5.56%	25	27	23	0	0
\$50,001 - \$125,000	16.67%	25	20	46	0	0
\$125,001 - \$150,000	8.33%	5	0	5	0	0
\$150,001 - \$250,000	33.33%	7	0	6	24	0
\$250,001 - \$275,000	13.89%	8	18	7	0	0
\$275,001 - \$400,000	11.11%	36	0	20	51	0
\$400,001 and up	11.11%	51	0	40	61	74
Median Closed DOM		19	23	8	51	74
Total Closed Units	100%	36	4	26	5	1
Total Closed Volume		7,685,590	441.50K	5.24M	1.60M	407.00K

# January 2022



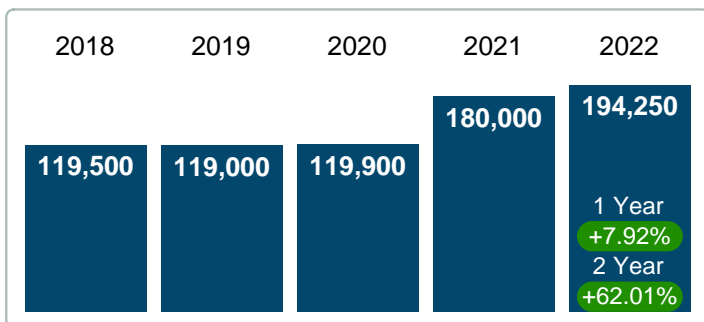
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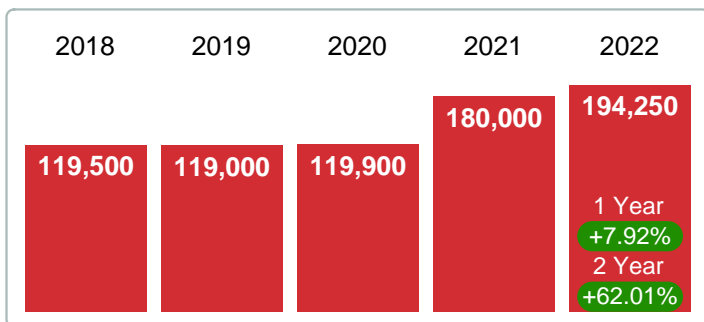
## MEDIAN LIST PRICE AT CLOSING

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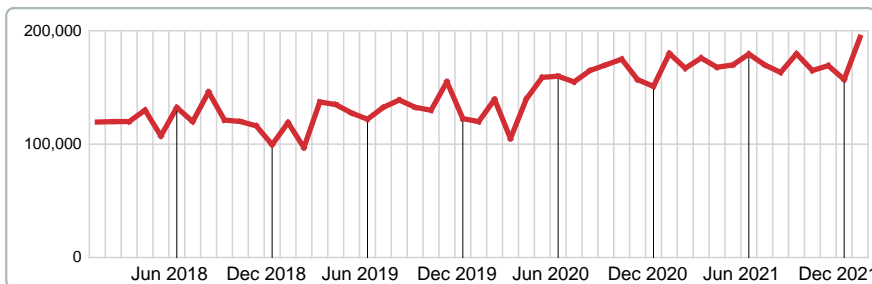
### JANUARY



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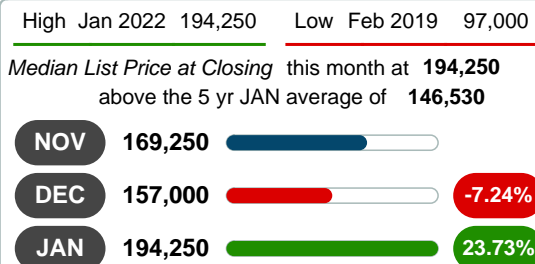


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 146,530



### 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
\$50,000 and less	2	5.56%	38,700	29,500	47,900	0	0
\$50,001 - \$125,000	6	16.67%	76,250	68,500	81,200	0	0
\$125,001 - \$150,000	5	13.89%	141,900	0	141,900	0	0
\$150,001 - \$250,000	10	27.78%	194,250	205,000	185,000	214,250	0
\$250,001 - \$275,000	6	16.67%	259,950	0	259,900	260,000	0
\$275,001 - \$400,000	3	8.33%	325,000	0	360,000	298,350	0
\$400,001 and up	4	11.11%	449,750	0	449,750	635,000	419,900
Median List Price			194,250	68,500	184,950	260,000	419,900
Total Closed Units		100%	194,250	4	26	5	1
Total Closed Volume			7,714,265	371.50K	5.30M	1.62M	419.90K



# January 2022



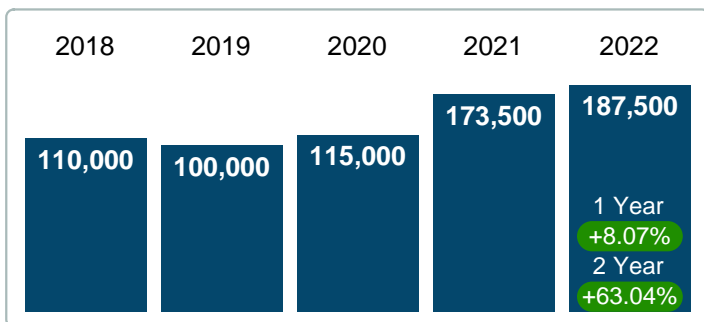
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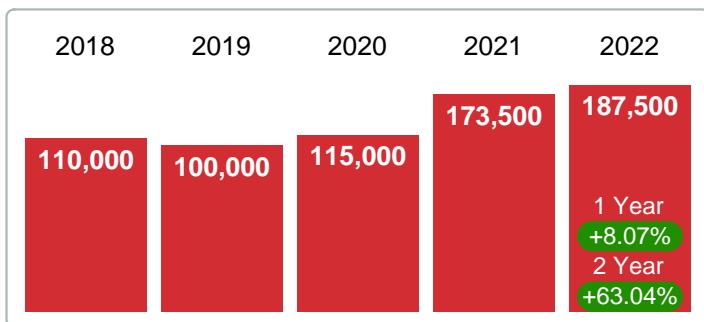
## MEDIAN SOLD PRICE AT CLOSING

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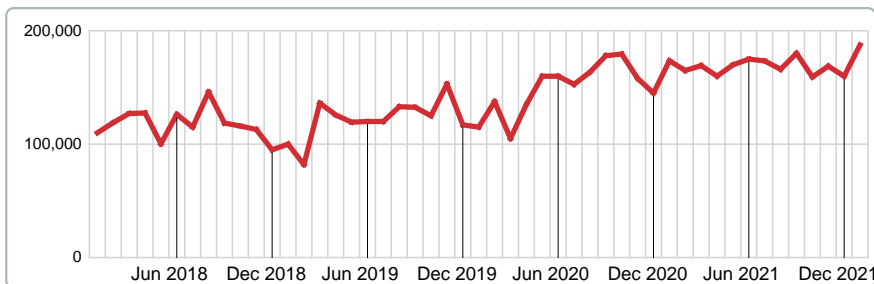
### JANUARY



### YEAR TO DATE (YTD)

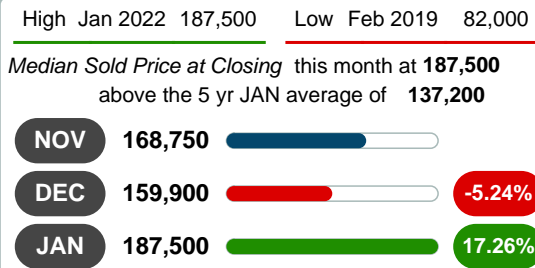


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 137,200



### 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
\$50,000 and less	2	5.56%	31,000	25,000	37,000	0	0
\$50,001 - \$125,000	6	16.67%	68,500	70,750	68,500	0	0
\$125,001 - \$150,000	3	8.33%	140,000	0	140,000	0	0
\$150,001 - \$250,000	12	33.33%	184,950	0	180,000	235,000	0
\$250,001 - \$275,000	5	13.89%	258,000	275,000	256,950	0	0
\$275,001 - \$400,000	4	11.11%	306,800	0	315,250	298,350	0
\$400,001 and up	4	11.11%	447,500	0	447,500	628,350	407,000
Median Sold Price			187,500	70,750	182,450	250,000	407,000
Total Closed Units		100%	187,500	4	26	5	1
Total Closed Volume			7,685,590	441.50K	5.24M	1.60M	407.00K

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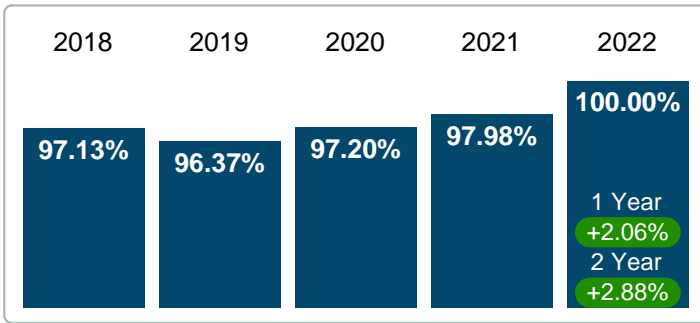
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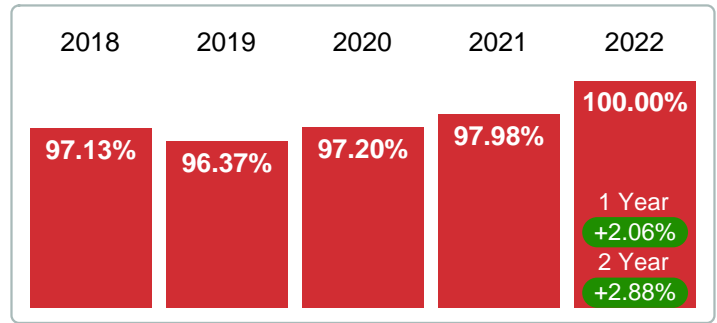
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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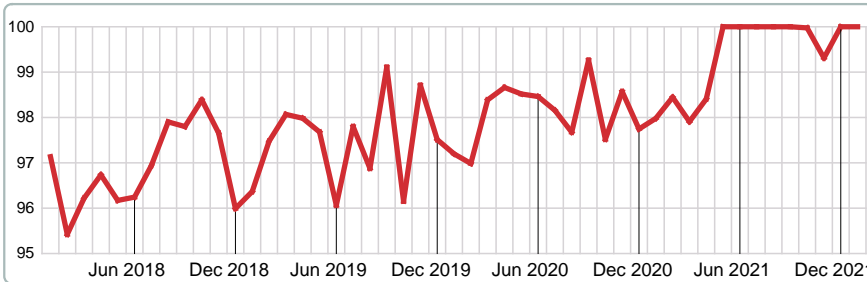
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

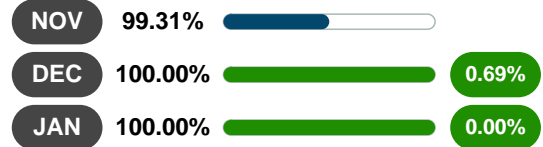


### 3 MONTHS

5 year JAN AVG = 97.74%

High Jan 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JAN average of **97.74%**



### 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
\$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%	96.45%	103.00%	90.62%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 8.33%;"></div> 3	8.33%	97.33%	0.00%	97.33%	0.00%	0.00%
\$150,001 - \$250,000	<div style="width: 33.33%;"></div> 12	33.33%	100.00%	0.00%	100.00%	98.12%	0.00%
\$250,001 - \$275,000	<div style="width: 13.89%;"></div> 5	13.89%	100.04%	134.15%	100.02%	0.00%	0.00%
\$275,001 - \$400,000	<div style="width: 11.11%;"></div> 4	11.11%	100.00%	0.00%	100.00%	100.00%	0.00%
\$400,001 and up	<div style="width: 11.11%;"></div> 4	11.11%	99.00%	0.00%	99.53%	98.95%	96.93%
Median Sold/List Ratio		100.00%		103.00%	100.00%	98.95%	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



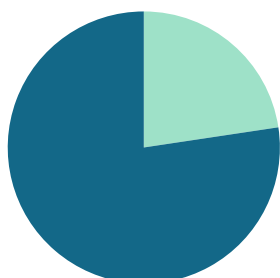
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

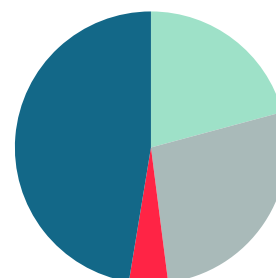


**Inventory**  
 New Listings  
**31 = 22.63%**  
 Start Inventory  
**106**  
 Total Inventory Units  
**137**  
 Volume  
**\$48,127,338**

### 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%
Median List Price	180,000	194,250	7.92%	180,000	194,250	7.92%
Median Sale Price	173,500	187,500	8.07%	173,500	187,500	8.07%
Median Percent of Selling Price to List Price	97.98%	100.00%	2.06%	97.98%	100.00%	2.06%
Median Days on Market to Sale	30.00	19.00	-36.67%	30.00	19.00	-36.67%
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

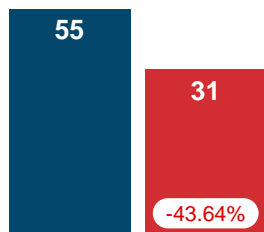
**Inventory** on January 31, 2022 = **82**

**2021** **2022**

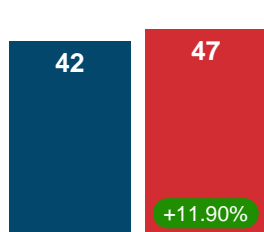
### JANUARY MARKET

### MEDIAN PRICES

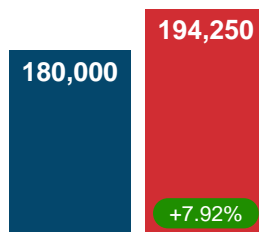
#### New Listings



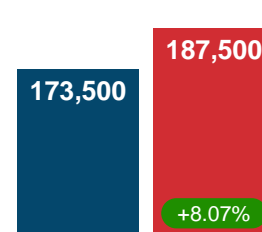
#### Pending Listings



#### List Price



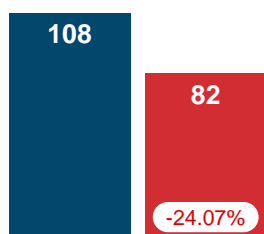
#### Sale Price



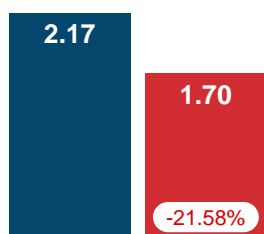
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

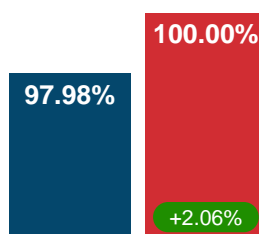
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

