

July 2022



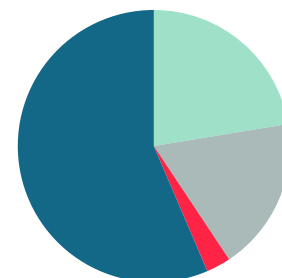
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	54	54	0.00%
Pending Listings	52	44	-15.38%
New Listings	58	72	24.14%
Average List Price	186,226	226,211	21.47%
Average Sale Price	185,830	219,034	17.87%
Average Percent of Selling Price to List Price	100.47%	97.21%	-3.25%
Average Days on Market to Sale	13.52	26.96	99.45%
End of Month Inventory	104	136	30.77%
Months Supply of Inventory	2.00	2.81	40.45%



■ Closed (22.41%)
■ Pending (18.26%)
■ Other OffMarket (2.90%)
■ Active (56.43%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of July 31, 2022 = **136**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **30.77%** to 136 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 **2.81** 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 **17.87%** in July 2022 to \$219,034 versus the previous year at \$185,830.

Average Days on Market Lengthens

The average number of **26.96** days that homes spent on the market before selling increased by 13.44 days or **99.45%** in July 2022 compared to last year's same month at **13.52** DOM.

Sales Success for July 2022 is Positive

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

There were 72 New Listings in July 2022, up **24.14%** from last year at 58. Furthermore, there were 54 Closed Listings this month versus last year at 54, a **0.00%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, down from previous year's, July 2021, at **93.1%**, a **19.44%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

July 2022



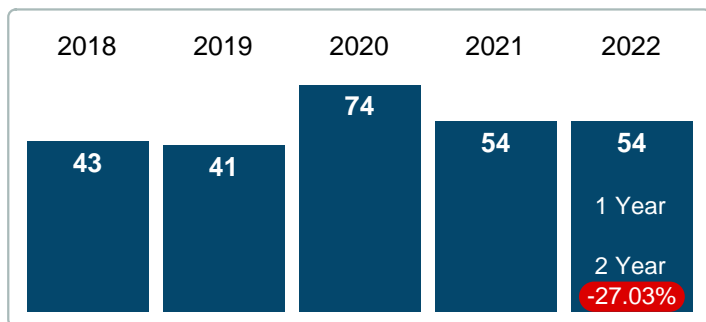
Area Delimited by County Of Cherokee - Residential Property Type



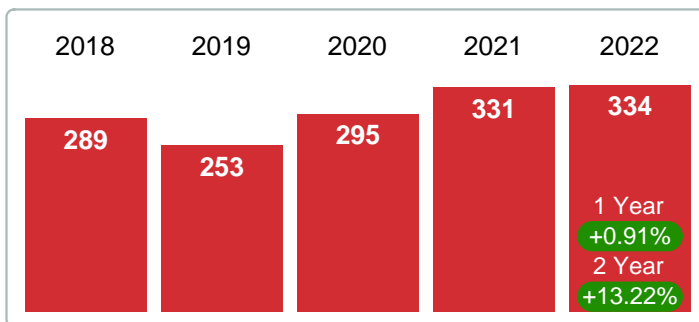
CLOSED LISTINGS

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

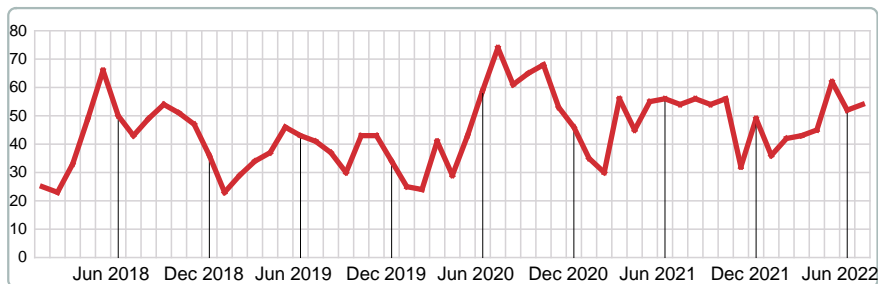
JULY



YEAR TO DATE (YTD)

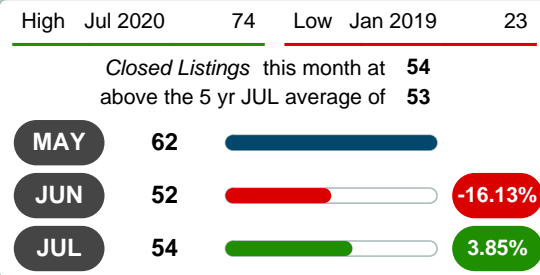


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



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	5	9.26%	31.6	4	1	0	0
\$75,001 - \$125,000	4	7.41%	16.5	2	2	0	0
\$125,001 - \$150,000	5	9.26%	19.4	4	0	0	1
\$150,001 - \$225,000	19	35.19%	26.9	1	14	4	0
\$225,001 - \$275,000	7	12.96%	20.1	1	6	0	0
\$275,001 - \$350,000	8	14.81%	24.5	0	5	3	0
\$350,001 and up	6	11.11%	47.7	0	1	3	2
Total Closed Units	54			12	29	10	3
Total Closed Volume	11,827,849	100%	27.0	1.39M	6.16M	2.94M	1.34M
Average Closed Price	\$219,034			\$115,988	\$212,586	\$293,600	\$445,000

July 2022



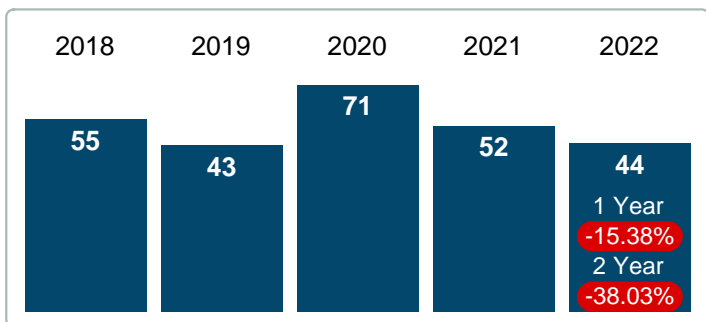
Area Delimited by County Of Cherokee - Residential Property Type



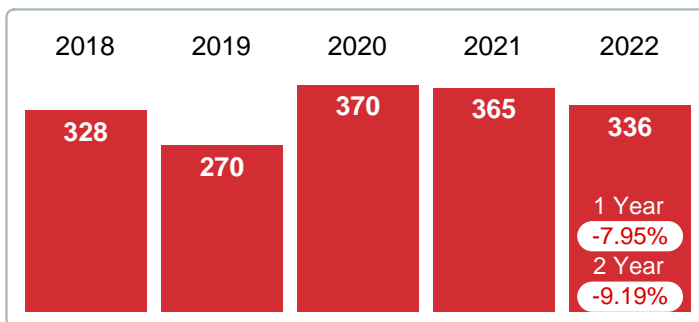
PENDING LISTINGS

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

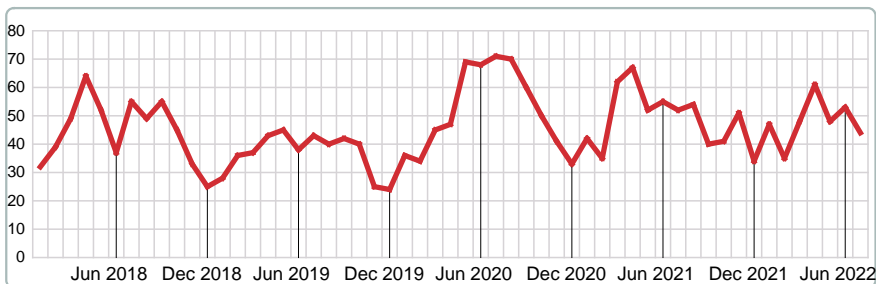
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53

High Jul 2020 71 Low Dec 2019 24

Pending Listings this month at 44 below the 5 yr JUL average of 53

- MAY 48
- JUN 53 (10.42% above avg)
- JUL 44 (-16.98% below avg)

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	4	9.09%	78.3	1	2	1	0
\$100,001 - \$125,000	5	11.36%	30.0	2	3	0	0
\$125,001 - \$150,000	7	15.91%	9.3	2	5	0	0
\$150,001 - \$225,000	8	18.18%	10.4	0	8	0	0
\$225,001 - \$300,000	8	18.18%	16.4	1	6	1	0
\$300,001 - \$625,000	7	15.91%	15.4	0	5	2	0
\$625,001 and up	5	11.36%	79.2	0	1	0	4
Total Pending Units	44			6	30	4	4
Total Pending Volume	11,607,880	100%	28.3	801.90K	6.92M	983.80K	2.91M
Average Listing Price	\$263,815			\$133,650	\$230,573	\$245,950	\$726,250

July 2022



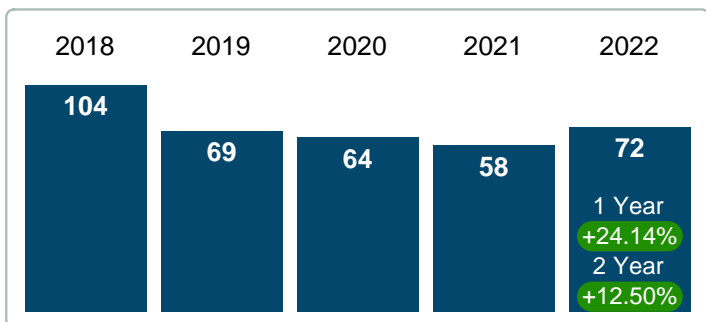
Area Delimited by County Of Cherokee - Residential Property Type



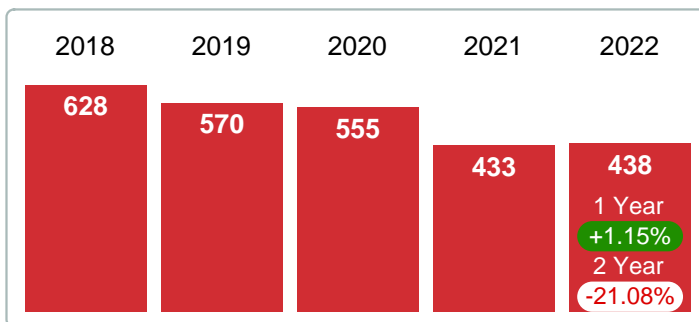
NEW LISTINGS

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

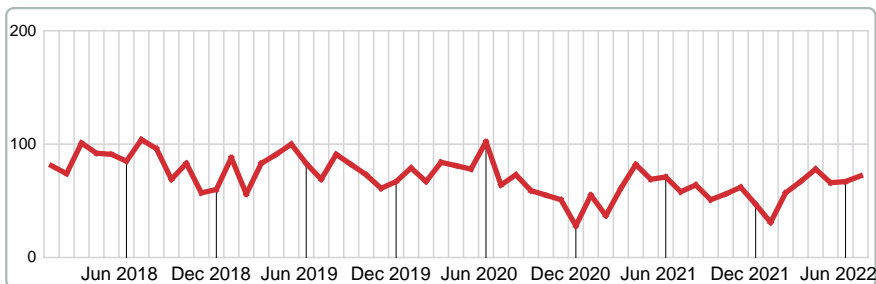
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 73

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 72 below the 5 yr JUL average of 73

Month	New Listings	% Change
MAY	66	
JUN	67	+1.52%
JUL	72	+7.46%

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	7	9.72%	4	3	0	0
\$100,001 - \$125,000	6	8.33%	2	3	1	0
\$125,001 - \$150,000	11	15.28%	2	9	0	0
\$150,001 - \$225,000	17	23.61%	3	13	0	1
\$225,001 - \$275,000	10	13.89%	2	5	2	1
\$275,001 - \$375,000	13	18.06%	2	8	3	0
\$375,001 and up	8	11.11%	1	2	4	1
Total New Listed Units	72		16	43	10	3
Total New Listed Volume	17,716,750	100%	2.82M	9.14M	4.65M	1.10M
Average New Listed Listing Price	\$219,289		\$176,244	\$212,658	\$464,960	\$367,650

July 2022



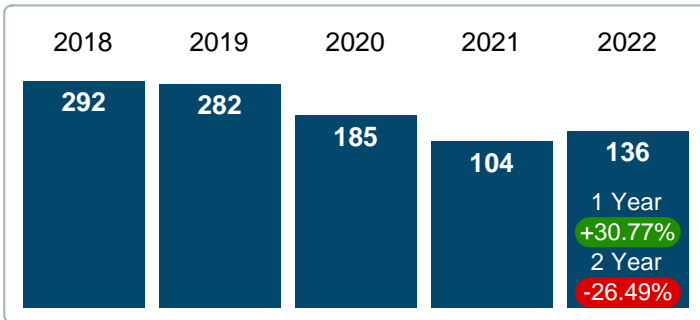
Area Delimited by County Of Cherokee - Residential Property Type



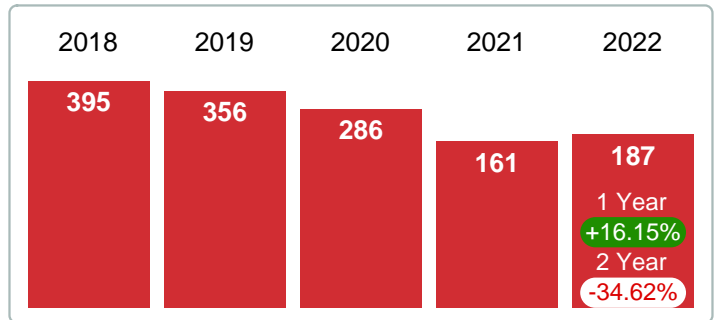
ACTIVE INVENTORY

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

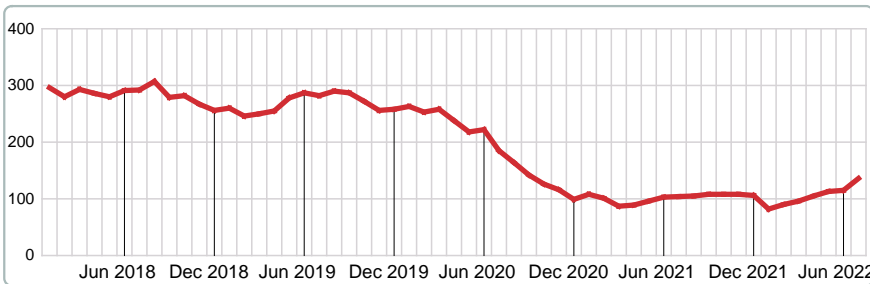
END OF JULY



ACTIVE DURING JULY

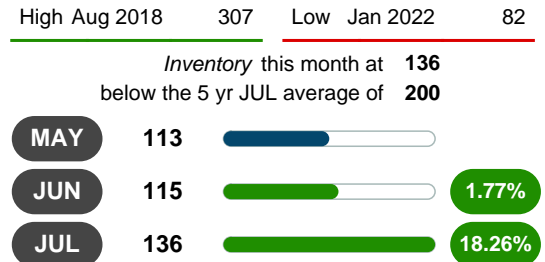


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 200



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	7	5.15%	67.7	4	3	0	0
\$75,001 - \$150,000	25	18.38%	57.0	9	13	2	1
\$150,001 - \$200,000	20	14.71%	40.1	7	11	2	0
\$200,001 - \$275,000	25	18.38%	75.8	5	10	8	2
\$275,001 - \$425,000	30	22.06%	71.4	4	15	9	2
\$425,001 - \$650,000	17	12.50%	109.5	2	7	8	0
\$650,001 and up	12	8.82%	138.3	1	4	7	0
Total Active Inventory by Units	136			32	63	36	5
Total Active Inventory by Volume	46,889,338	100%	75.4	7.57M	21.98M	15.95M	1.39M
Average Active Inventory Listing Price	\$344,775			\$236,516	\$348,843	\$443,028	\$278,950

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

July 2022



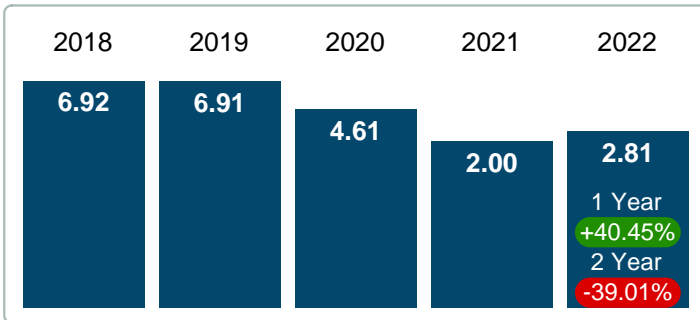
Area Delimited by County Of Cherokee - Residential Property Type



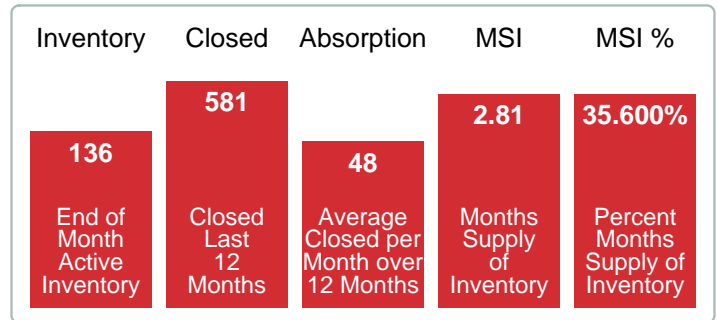
MONTHS SUPPLY of INVENTORY (MSI)

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

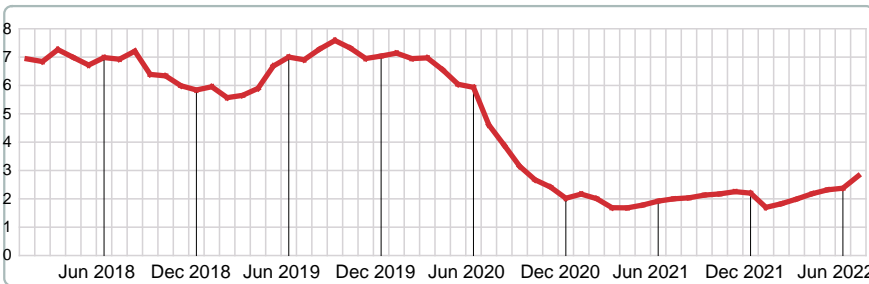
MSI FOR JULY



INDICATORS FOR JULY 2022

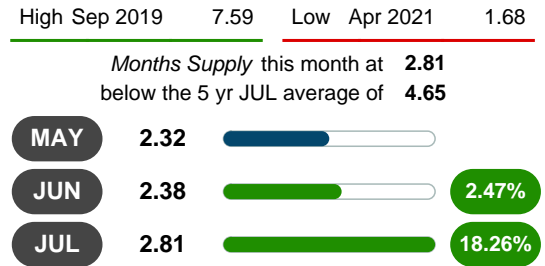


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.65



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	7	5.15%	1.45	1.78	1.24	0.00	0.00
\$75,001 - \$150,000	25	18.38%	1.89	1.86	1.81	2.40	2.40
\$150,001 - \$200,000	20	14.71%	2.02	7.00	1.48	1.71	0.00
\$200,001 - \$275,000	25	18.38%	2.36	12.00	1.28	4.17	4.80
\$275,001 - \$425,000	30	22.06%	5.14	12.00	5.81	3.72	4.00
\$425,001 - \$650,000	17	12.50%	5.83	24.00	4.94	8.73	0.00
\$650,001 and up	12	8.82%	11.08	0.00	8.00	28.00	0.00
Market Supply of Inventory (MSI)			2.81	3.59	2.15	4.70	2.00
Total Active Inventory by Units		100%	2.81	32	63	36	5

July 2022



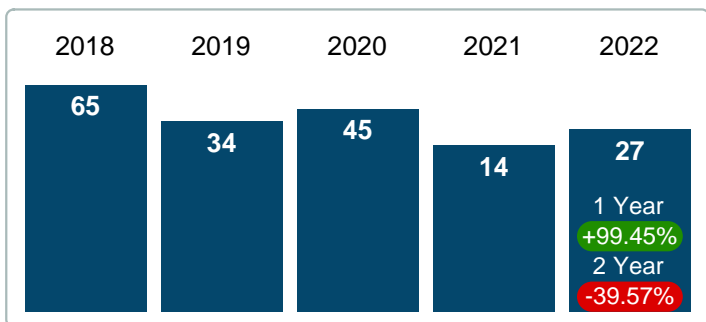
Area Delimited by County Of Cherokee - Residential Property Type



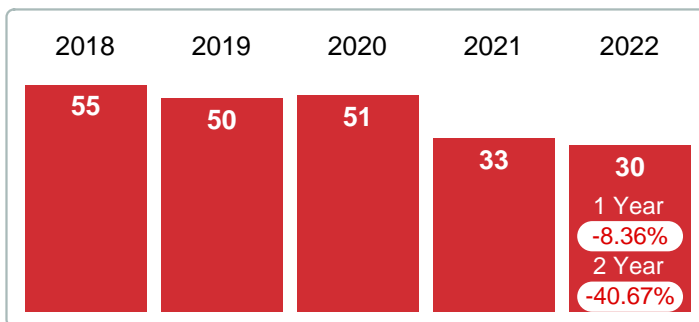
AVERAGE DAYS ON MARKET TO SALE

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

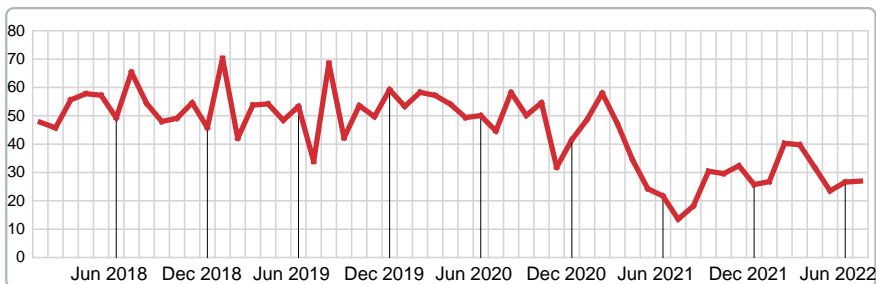
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

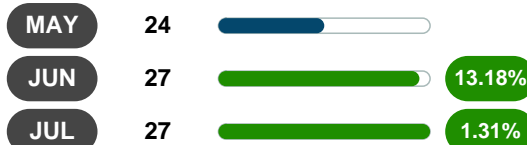


3 MONTHS

5 year JUL AVG = 37

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 27 below the 5 yr JUL average of 37



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	9.26%	32	11	113	0	0
\$75,001 - \$125,000	7.41%	17	29	4	0	0
\$125,001 - \$150,000	9.26%	19	16	0	0	32
\$150,001 - \$225,000	35.19%	27	17	24	41	0
\$225,001 - \$275,000	12.96%	20	1	23	0	0
\$275,001 - \$350,000	14.81%	25	0	14	42	0
\$350,001 and up	11.11%	48	0	22	23	97
Average Closed DOM		27				
Total Closed Units	100%	27	16	24	36	75
Total Closed Volume			1.39M	6.16M	2.94M	1.34M

July 2022



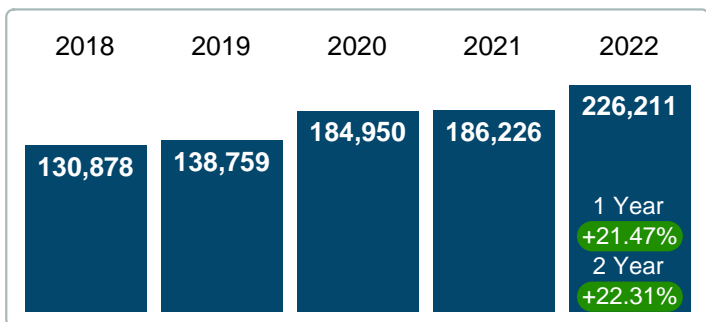
Area Delimited by County Of Cherokee - Residential Property Type



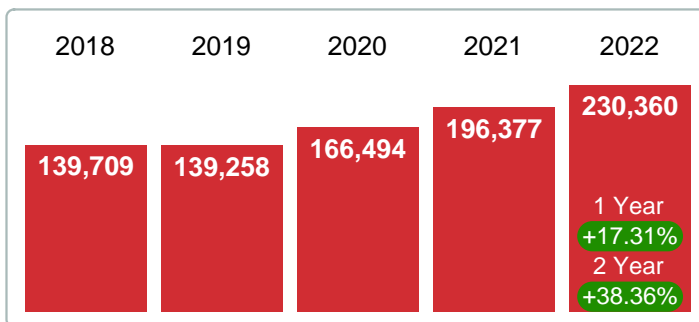
AVERAGE LIST PRICE AT CLOSING

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

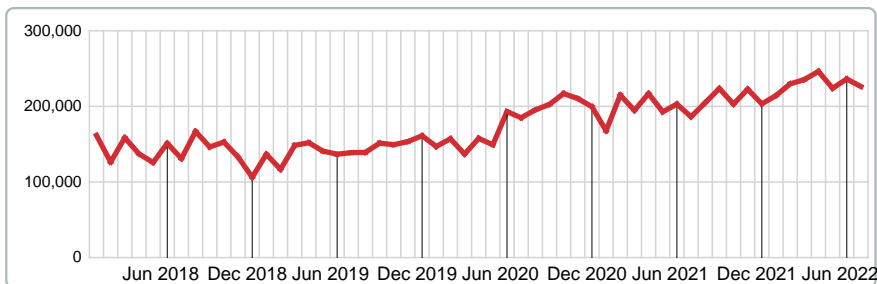
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

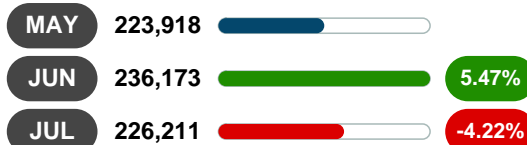


3 MONTHS

5 year JUL AVG = 173,405

High Apr 2022 246,189 Low Dec 2018 106,258

Average List Price at Closing this month at **226,211** above the 5 yr JUL average of **173,405**



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	9.26%	59,780	58,475	65,000	0	0
\$75,001 - \$125,000	7.41%	89,000	88,000	90,000	0	0
\$125,001 - \$150,000	7.41%	135,350	135,350	0	0	170,000
\$150,001 - \$225,000	33.33%	187,272	210,000	185,886	217,125	0
\$225,001 - \$275,000	16.67%	242,711	239,900	244,083	0	0
\$275,001 - \$350,000	12.96%	305,871	0	299,080	348,233	0
\$350,001 and up	12.96%	474,671	0	439,900	411,600	624,500
Average List Price		226,211	116,767	215,421	314,800	473,000
Total Closed Units	100%	226,211	12	29	10	3
Total Closed Volume		12,215,400	1.40M	6.25M	3.15M	1.42M

July 2022



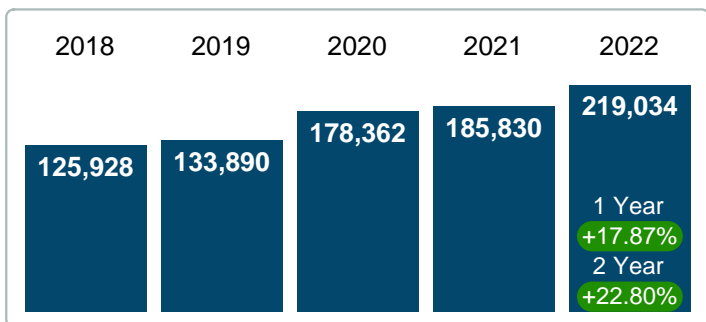
Area Delimited by County Of Cherokee - Residential Property Type



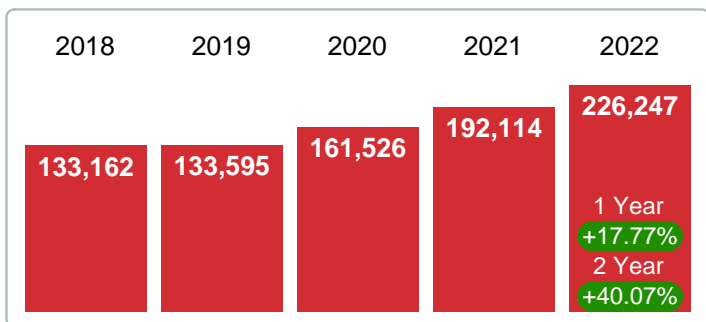
AVERAGE SOLD PRICE AT CLOSING

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

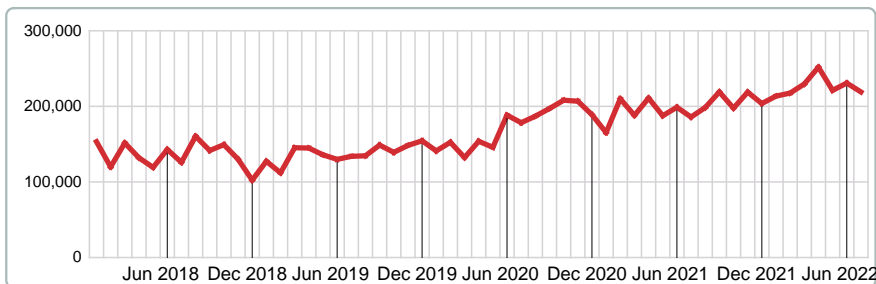
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

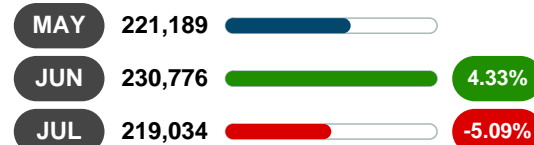


3 MONTHS

5 year JUL AVG = 168,609

High Apr 2022 251,771 Low Dec 2018 102,382

Average Sold Price at Closing this month at **219,034** above the 5 yr JUL average of **168,609**



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	9.26%	56,600	55,750	60,000	0	0
\$75,001 - \$125,000	7.41%	87,875	87,000	88,750	0	0
\$125,001 - \$150,000	9.26%	137,990	134,988	0	0	150,000
\$150,001 - \$225,000	35.19%	187,684	215,000	182,729	198,200	0
\$225,001 - \$275,000	12.96%	243,043	239,900	243,567	0	0
\$275,001 - \$350,000	14.81%	305,150	0	293,600	324,400	0
\$350,001 and up	11.11%	465,817	0	439,900	390,000	592,500
Average Sold Price		219,034	115,988	212,586	293,600	445,000
Total Closed Units	100%	219,034	12	29	10	3
Total Closed Volume		11,827,849	1.39M	6.16M	2.94M	1.34M

July 2022



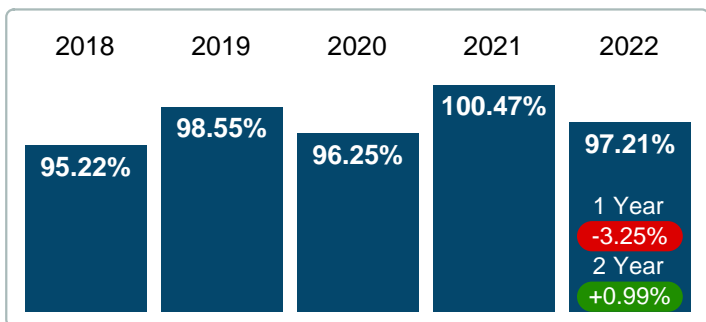
Area Delimited by County Of Cherokee - Residential Property Type



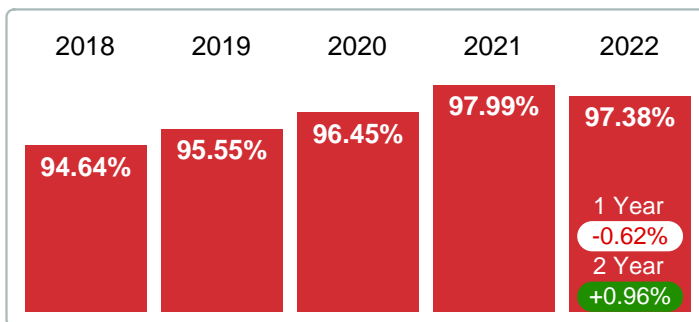
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

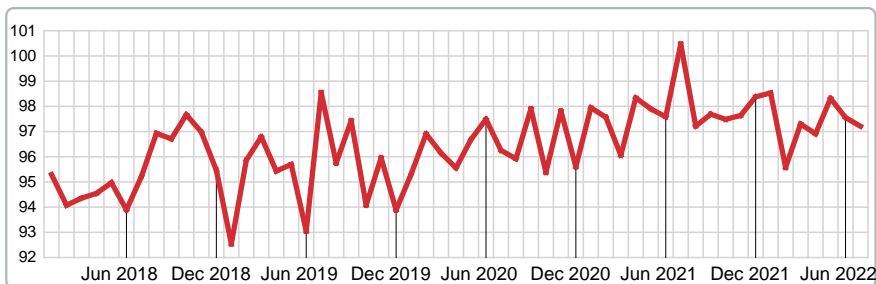
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

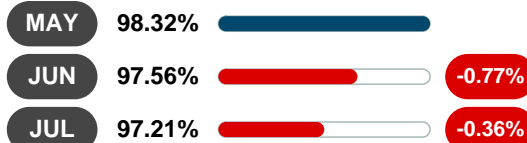


3 MONTHS

5 year JUL AVG = 97.54%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.21%**
below the 5 yr JUL average of **97.54%**



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	5	9.26%	94.48%	95.02%	92.31%	0.00%	0.00%
\$75,001 - \$125,000	4	7.41%	98.92%	99.32%	98.53%	0.00%	0.00%
\$125,001 - \$150,000	5	9.26%	97.49%	99.80%	0.00%	0.00%	88.24%
\$150,001 - \$225,000	19	35.19%	97.05%	102.38%	98.30%	91.37%	0.00%
\$225,001 - \$275,000	7	12.96%	99.86%	100.00%	99.84%	0.00%	0.00%
\$275,001 - \$350,000	8	14.81%	96.68%	0.00%	98.27%	94.03%	0.00%
\$350,001 and up	6	11.11%	96.24%	0.00%	100.00%	95.97%	94.76%
Average Sold/List Ratio		97.20%		98.36%	98.48%	93.54%	92.58%
Total Closed Units		54	100%	12	29	10	3
Total Closed Volume		11,827,849		1.39M	6.16M	2.94M	1.34M

July 2022



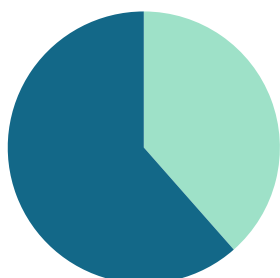
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

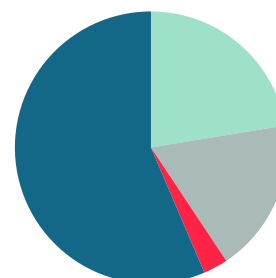


Inventory
 New Listings
72 = 38.50%
 Start Inventory
115
 Total Inventory Units
187
 Volume
\$62,587,718

Market Activity

Closed Sales
54 = 22.41%
 Pending Sales
44 = 18.26%
 Other Off Market
7 = 2.90%
 Active Inventory
136 = 56.43%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	54	0.00%	331	334	0.91%
Pending Sales	52	44	-15.38%	365	336	-7.95%
New Listings	58	72	24.14%	433	438	1.15%
Average List Price	186,226	226,211	21.47%	196,377	230,360	17.31%
Average Sale Price	185,830	219,034	17.87%	192,114	226,247	17.77%
Average Percent of Selling Price to List Price	100.47%	97.21%	-3.25%	97.99%	97.38%	-0.62%
Average Days on Market to Sale	13.52	26.96	99.45%	32.98	30.22	-8.36%
Monthly Inventory	104	136	30.77%	104	136	30.77%
Months Supply of Inventory	2.00	2.81	40.45%	2.00	2.81	40.45%

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

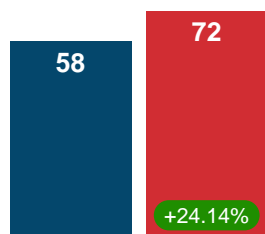
Inventory on July 31, 2022 = **136**

2021 **2022**

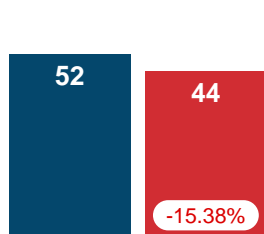
JULY MARKET

AVERAGE PRICES

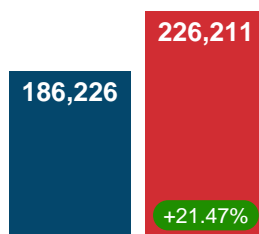
New Listings



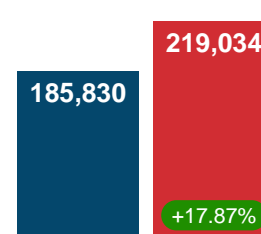
Pending Listings



List Price



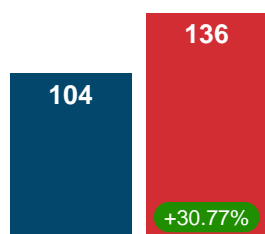
Sale Price



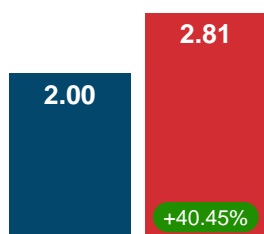
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

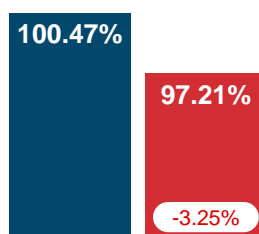
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

