

June 2022



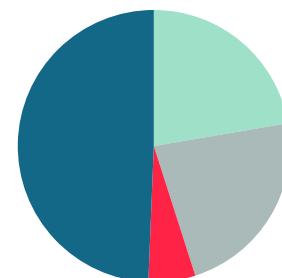
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	56	52	-7.14%
Pending Listings	55	53	-3.64%
New Listings	71	67	-5.63%
Average List Price	202,989	236,173	16.35%
Average Sale Price	198,786	230,776	16.09%
Average Percent of Selling Price to List Price	97.59%	97.56%	-0.03%
Average Days on Market to Sale	21.70	26.62	22.67%
End of Month Inventory	103	115	11.65%
Months Supply of Inventory	1.92	2.38	23.76%



■ Closed (22.32%)
■ Pending (22.75%)
■ Other OffMarket (5.58%)
■ Active (49.36%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of June 30, 2022 = **115**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **11.65%** to 115 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 **2.38** 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 **16.09%** in June 2022 to \$230,776 versus the previous year at \$198,786.

Average Days on Market Lengthens

The average number of **26.62** days that homes spent on the market before selling increased by 4.92 days or **22.67%** in June 2022 compared to last year's same month at **21.70** DOM.

Sales Success for June 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 67 New Listings in June 2022, down **5.63%** from last year at 71. Furthermore, there were 52 Closed Listings this month versus last year at 56, a **-7.14%** decrease.

Closed versus Listed trends yielded a **77.6%** ratio, down from previous year's, June 2021, at **78.9%**, a **1.60%** downswing. This will certainly create pressure on an increasing 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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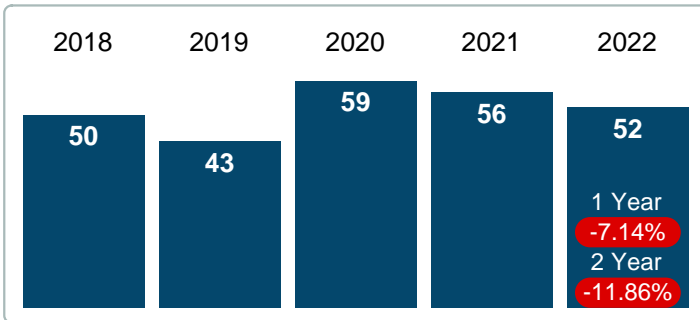
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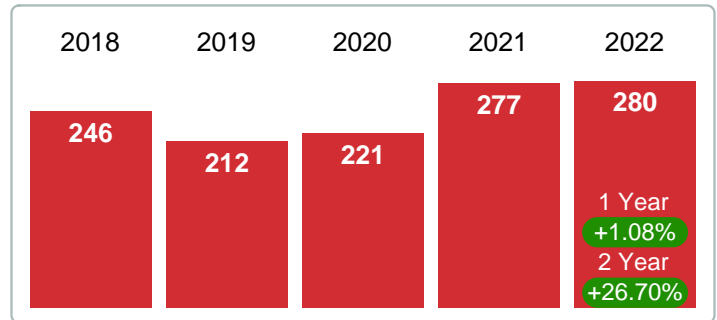
CLOSED LISTINGS

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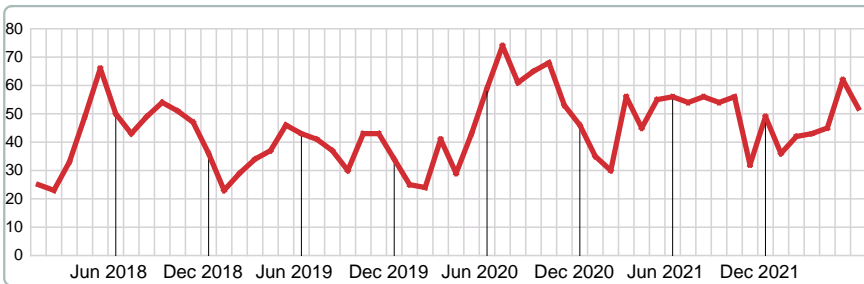
JUNE



YEAR TO DATE (YTD)

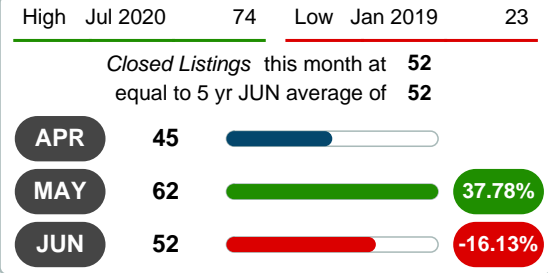


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 52



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	9.62%	57.4	0	5	0	0
\$75,001 - \$125,000	3	5.77%	11.0	2	0	0	1
\$125,001 - \$175,000	12	23.08%	11.3	2	10	0	0
\$175,001 - \$250,000	15	28.85%	21.7	1	13	1	0
\$250,001 - \$275,000	4	7.69%	22.3	0	3	1	0
\$275,001 - \$425,000	7	13.46%	37.9	0	4	3	0
\$425,001 and up	6	11.54%	41.3	1	4	0	1
Total Closed Units	52			6	39	5	2
Total Closed Volume	12,000,372	100%	26.6	1.15M	8.62M	1.41M	822.50K
Average Closed Price	\$230,776			\$191,583	\$220,935	\$282,380	\$411,250

June 2022



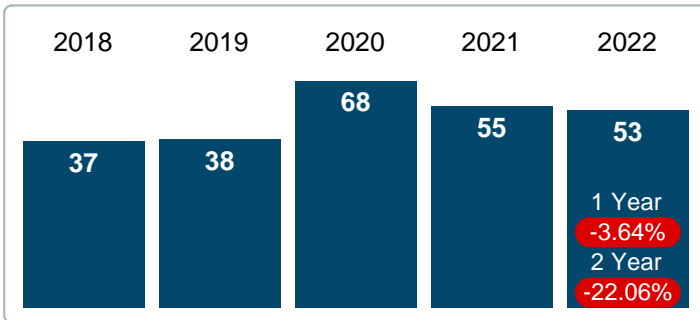
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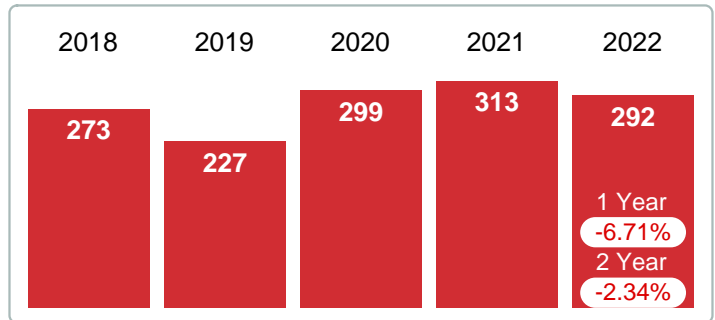
PENDING LISTINGS

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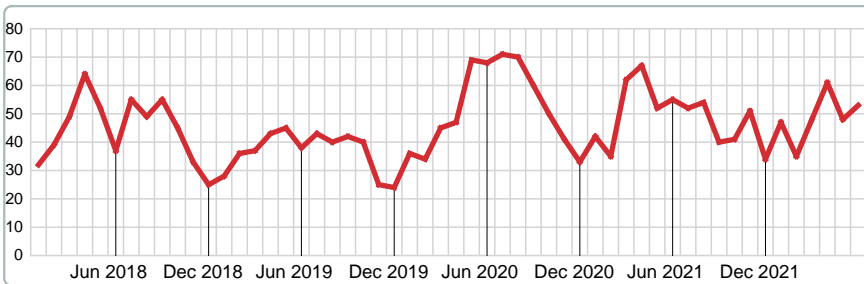
JUNE



YEAR TO DATE (YTD)

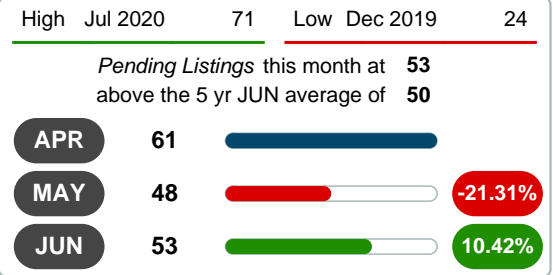


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 50



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	7.55%	8.0	2	2	0	0
\$75,001 - \$125,000	6	11.32%	26.0	2	4	0	0
\$125,001 - \$150,000	5	9.43%	15.0	3	2	0	0
\$150,001 - \$225,000	18	33.96%	28.1	1	13	3	1
\$225,001 - \$275,000	6	11.32%	32.7	1	5	0	0
\$275,001 - \$425,000	7	13.21%	40.4	0	2	4	1
\$425,001 and up	7	13.21%	41.6	0	4	3	0
Total Pending Units	53			9	32	10	2
Total Pending Volume	12,518,000	100%	29.6	1.14M	7.03M	3.83M	520.00K
Average Listing Price	\$239,240			\$126,478	\$219,788	\$382,650	\$260,000

June 2022



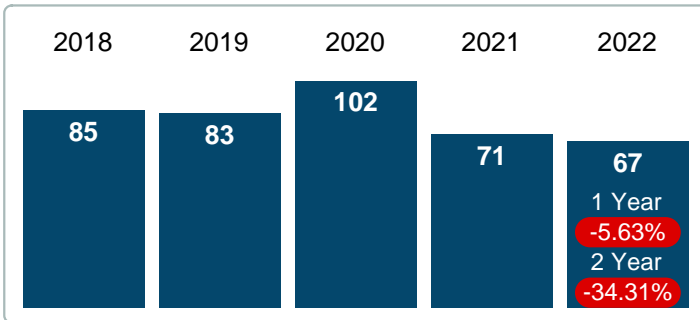
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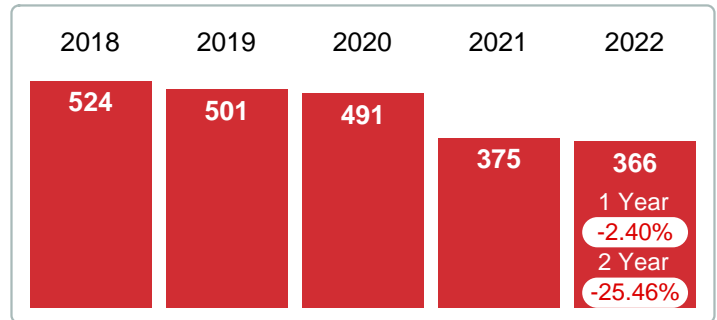
NEW LISTINGS

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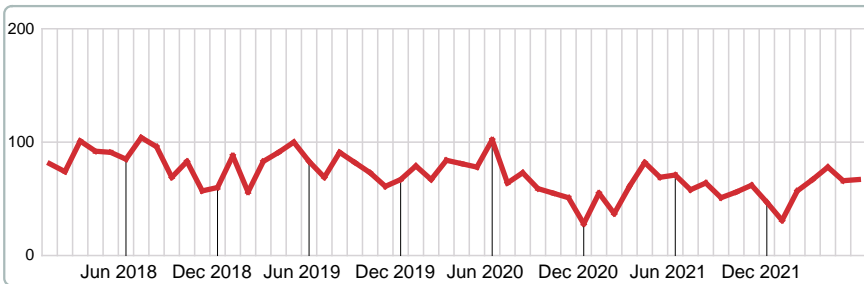
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YEAR TO DATE (YTD)

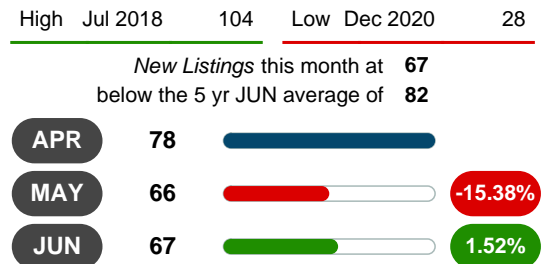


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 82



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	4.48%	1	2	0	0
\$75,001 - \$125,000	7	10.45%	2	5	0	0
\$125,001 - \$175,000	16	23.88%	5	10	1	0
\$175,001 - \$250,000	15	22.39%	2	9	4	0
\$250,001 - \$350,000	9	13.43%	0	6	3	0
\$350,001 - \$475,000	10	14.93%	0	3	6	1
\$475,001 and up	7	10.45%	0	4	2	1
Total New Listed Units	67		10	39	16	2
Total New Listed Volume	18,398,030	100%	1.42M	10.37M	5.40M	1.20M
Average New Listed Listing Price	\$245,052		\$142,270	\$265,853	\$337,634	\$602,450

June 2022



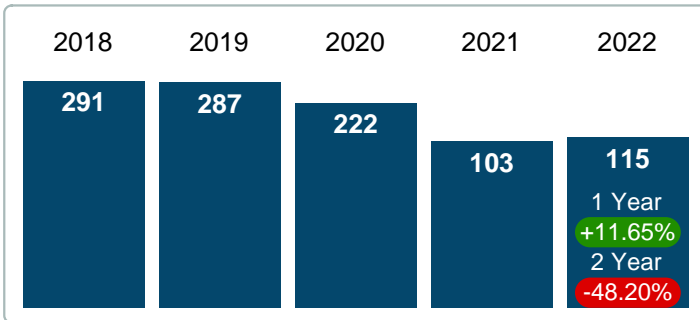
Area Delimited by County Of Cherokee - Residential Property Type



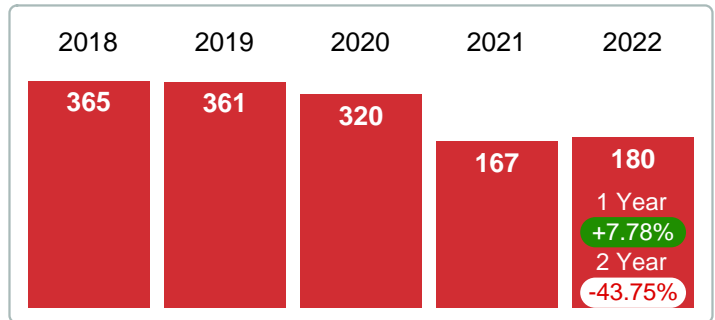
ACTIVE INVENTORY

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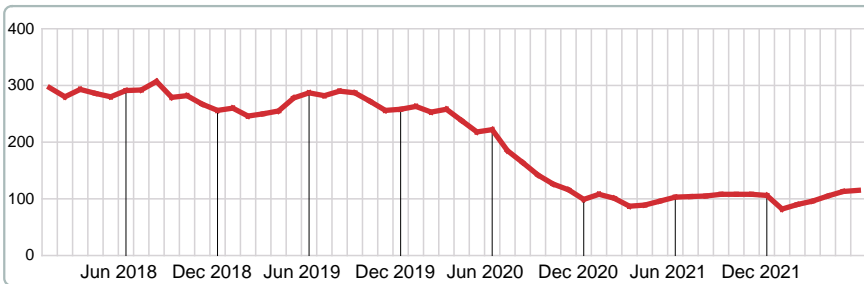
END OF JUNE



ACTIVE DURING JUNE

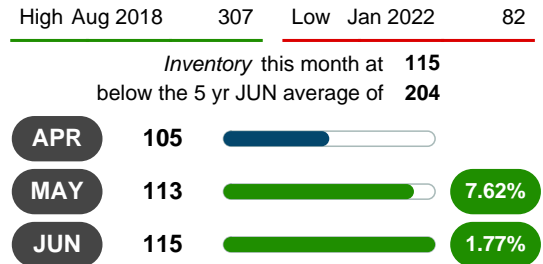


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 204



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	5.22%	85.8	2	4	0	0
\$75,001 - \$150,000	19	16.52%	56.2	8	8	2	1
\$150,001 - \$200,000	14	12.17%	46.6	5	7	2	0
\$200,001 - \$375,000	32	27.83%	65.6	5	15	12	0
\$375,001 - \$475,000	16	13.91%	70.8	2	8	4	2
\$475,001 - \$750,000	17	14.78%	114.4	1	7	6	3
\$750,001 and up	11	9.57%	104.1	2	4	4	1
Total Active Inventory by Units	115			25	53	30	7
Total Active Inventory by Volume	44,870,968	100%	74.4	7.94M	20.88M	12.28M	3.77M
Average Active Inventory Listing Price	\$390,182			\$317,580	\$393,896	\$409,440	\$538,829

June 2022



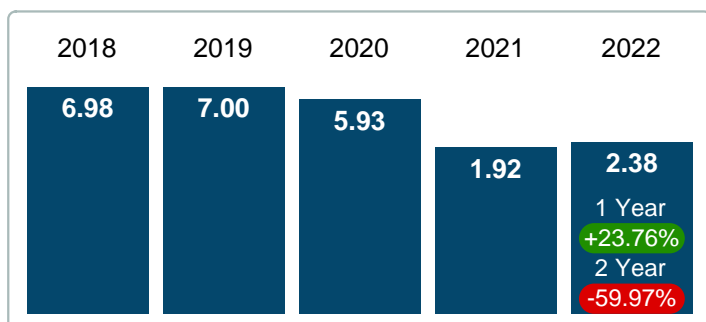
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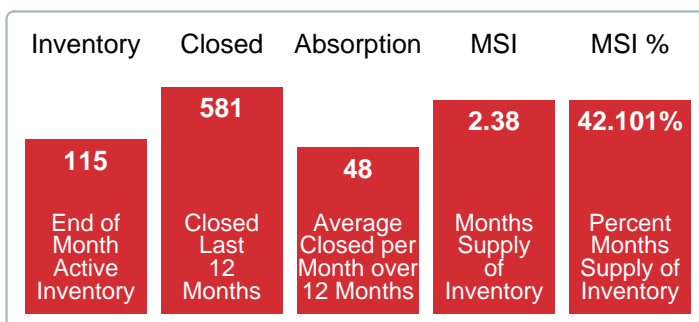
MONTHS SUPPLY of INVENTORY (MSI)

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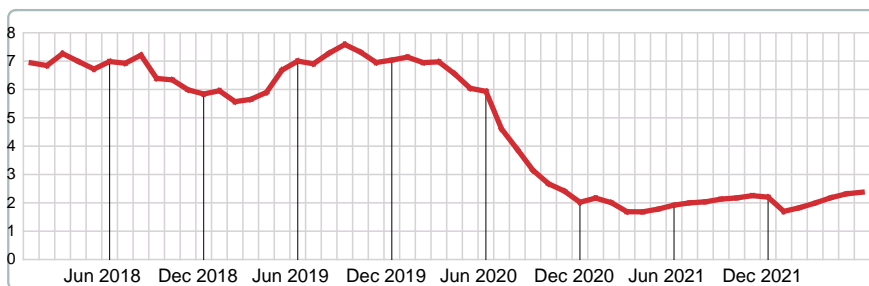
MSI FOR JUNE



INDICATORS FOR JUNE 2022

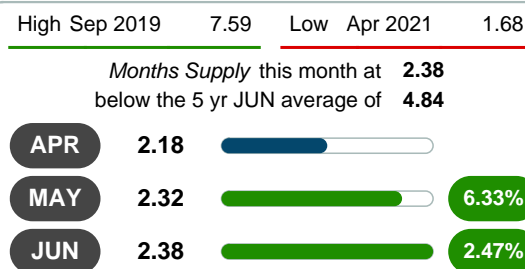


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4.84



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	5.22%	1.20	0.86	1.60	0.00	0.00
\$75,001 - \$150,000	19	16.52%	1.39	1.75	1.04	1.85	3.00
\$150,001 - \$200,000	14	12.17%	1.38	4.62	0.91	1.85	0.00
\$200,001 - \$375,000	32	27.83%	2.22	8.57	1.55	3.60	0.00
\$375,001 - \$475,000	16	13.91%	6.86	24.00	6.40	5.33	8.00
\$475,001 - \$750,000	17	14.78%	7.85	12.00	7.64	8.00	7.20
\$750,001 and up	11	9.57%	16.50	0.00	12.00	24.00	6.00
Market Supply of Inventory (MSI)			2.38	2.86	1.77	4.09	3.00
Total Active Inventory by Units		100%	2.38	25	53	30	7

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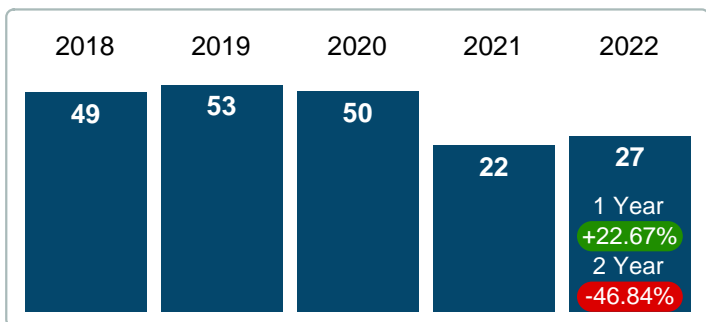
Area Delimited by County Of Cherokee - Residential Property Type



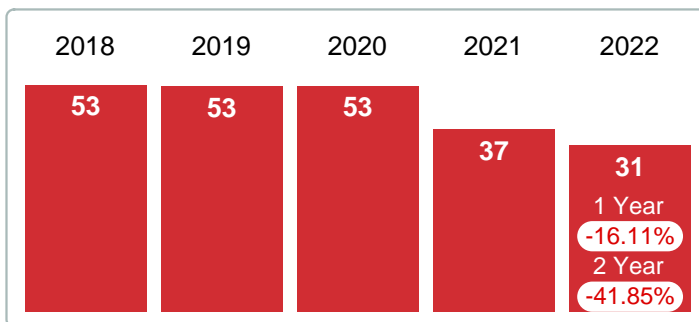
AVERAGE DAYS ON MARKET TO SALE

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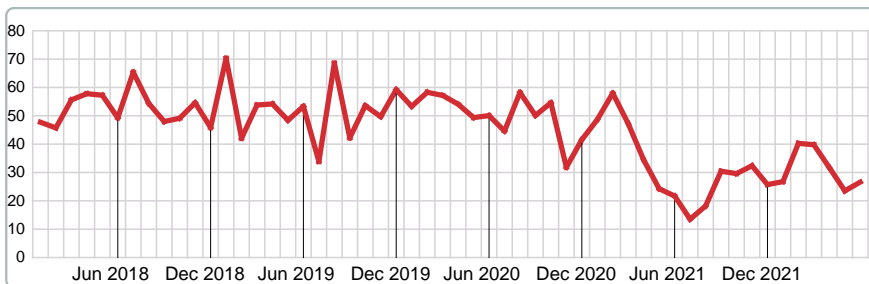
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

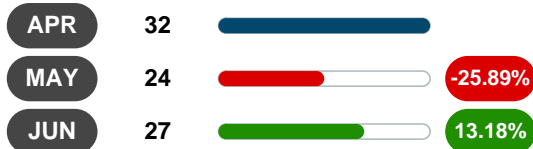


3 MONTHS

5 year JUN AVG = 40

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 27 below the 5 yr JUN average of 40



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	9.62%	57	0	57	0	0
\$75,001 - \$125,000	5.77%	11	9	0	0	16
\$125,001 - \$175,000	23.08%	11	16	11	0	0
\$175,001 - \$250,000	28.85%	22	1	24	8	0
\$250,001 - \$275,000	7.69%	22	0	29	1	0
\$275,001 - \$425,000	13.46%	38	0	43	31	0
\$425,001 and up	11.54%	41	60	34	0	53
Average Closed DOM		27	18	28	21	35
Total Closed Units	100%	27	6	39	5	2
Total Closed Volume		12,000,372	1.15M	8.62M	1.41M	822.50K

June 2022



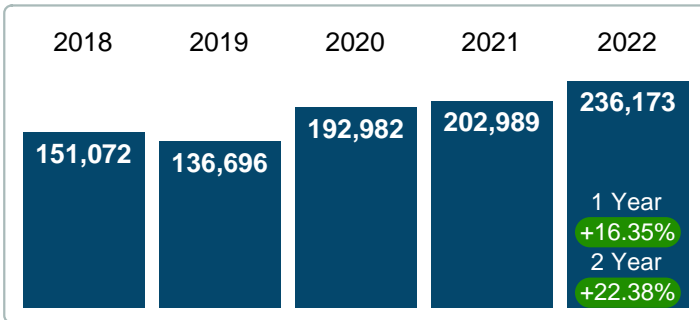
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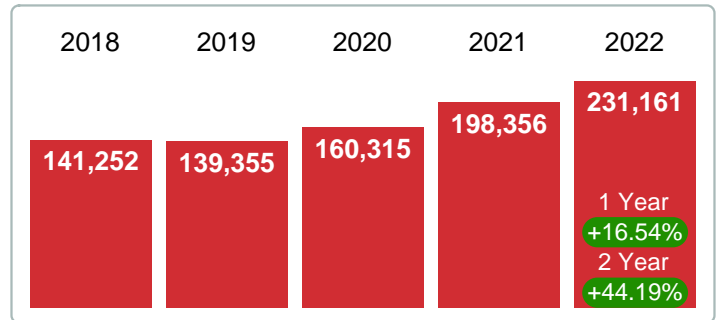
AVERAGE LIST PRICE AT CLOSING

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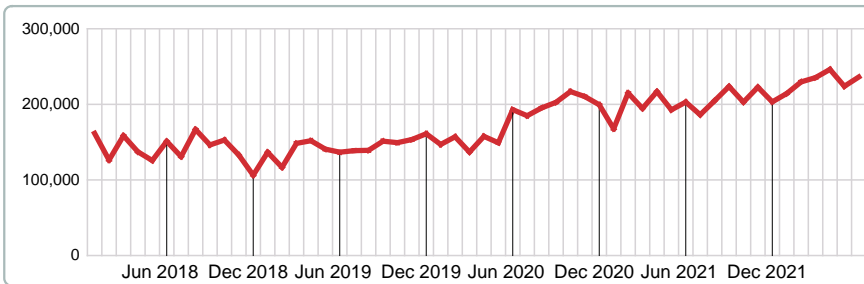
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

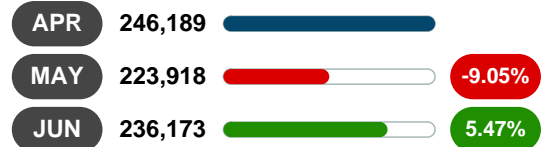


3 MONTHS

5 year JUN AVG = 183,982

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

Average List Price at Closing this month at **236,173** above the 5 yr JUN average of **183,982**



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	9.62%	37,420	0	37,420	0	0
\$75,001 - \$125,000	5.77%	101,167	97,000	0	0	109,500
\$125,001 - \$175,000	21.15%	149,564	158,750	151,320	0	0
\$175,001 - \$250,000	30.77%	221,325	219,900	223,923	239,900	0
\$250,001 - \$275,000	11.54%	263,567	0	264,167	258,900	0
\$275,001 - \$425,000	9.62%	328,580	0	329,975	279,300	0
\$425,001 and up	11.54%	563,283	608,200	505,375	0	750,000
Average List Price		236,173	223,267	224,236	267,340	429,750
Total Closed Units	100%	236,173	6	39	5	2
Total Closed Volume		12,280,999	1.34M	8.75M	1.34M	859.50K

June 2022



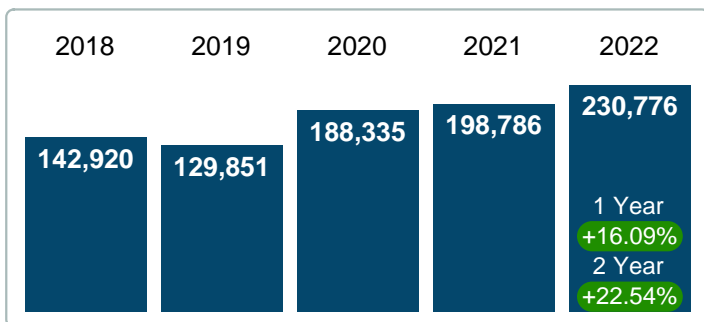
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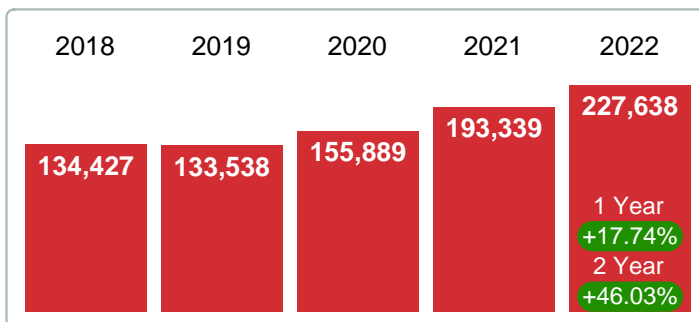
AVERAGE SOLD PRICE AT CLOSING

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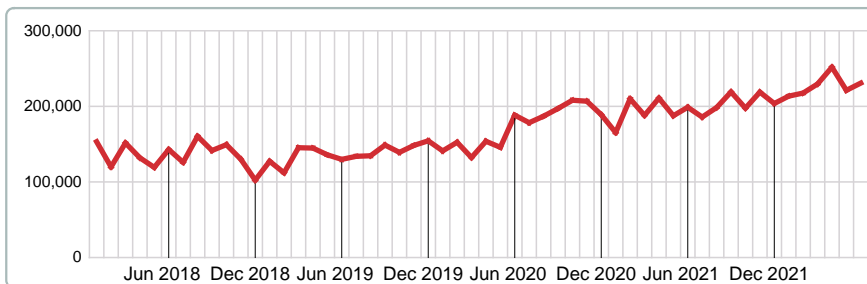
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

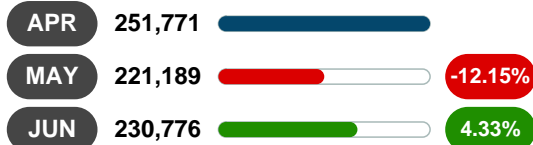


3 MONTHS

5 year JUN AVG = 178,134

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

Average Sold Price at Closing this month at **230,776**
above the 5 yr JUN average of **178,134**



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	9.62%	33,100	0	33,100	0	0
\$75,001 - \$125,000	5.77%	94,500	93,000	0	0	97,500
\$125,001 - \$175,000	23.08%	147,083	136,250	149,250	0	0
\$175,001 - \$250,000	28.85%	221,600	191,000	221,769	250,000	0
\$250,001 - \$275,000	7.69%	261,975	0	263,000	258,900	0
\$275,001 - \$425,000	13.46%	314,250	0	324,188	301,000	0
\$425,001 and up	11.54%	535,787	500,000	497,431	0	725,000
Average Sold Price		230,776	191,583	220,935	282,380	411,250
Total Closed Units	100%	230,776	6	39	5	2
Total Closed Volume		12,000,372	1.15M	8.62M	1.41M	822.50K

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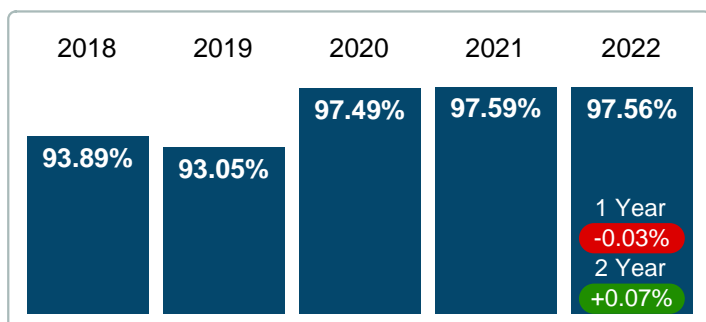
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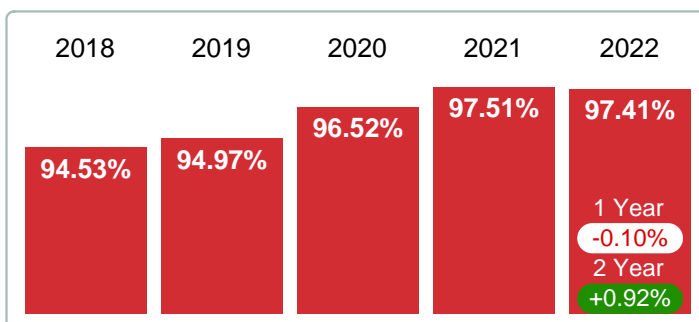
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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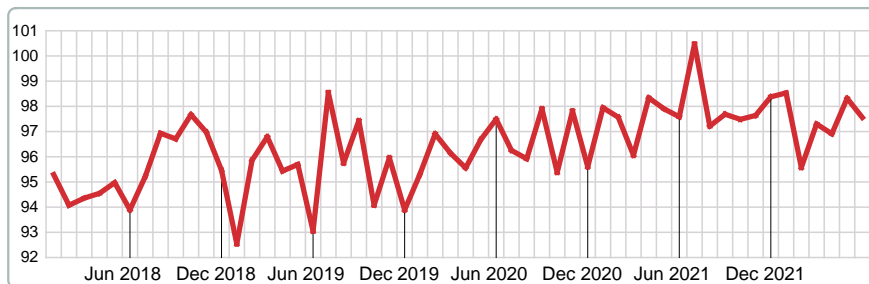
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

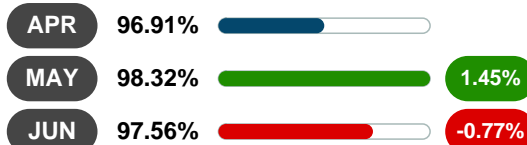


3 MONTHS

5 year JUN AVG = 95.91%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.56%**
above the 5 yr JUN average of **95.91%**



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	9.62%	91.15%	0.00%	91.15%	0.00%	0.00%	
\$75,001 - \$125,000	3	5.77%	93.12%	95.16%	0.00%	0.00%	89.04%	
\$125,001 - \$175,000	12	23.08%	96.88%	87.84%	98.68%	0.00%	0.00%	
\$175,001 - \$250,000	15	28.85%	98.78%	86.86%	99.28%	104.21%	0.00%	
\$250,001 - \$275,000	4	7.69%	99.69%	0.00%	99.59%	100.00%	0.00%	
\$275,001 - \$425,000	7	13.46%	103.24%	0.00%	99.00%	108.90%	0.00%	
\$425,001 and up	6	11.54%	95.37%	82.21%	98.33%	0.00%	96.67%	
Average Sold/List Ratio		97.60%		89.18%	97.98%	106.18%	92.85%	
Total Closed Units		52	100%	97.60%	6	39	5	2
Total Closed Volume		12,000,372			1.15M	8.62M	1.41M	822.50K

June 2022



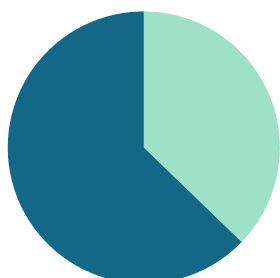
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

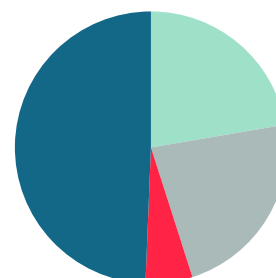


Inventory
 New Listings
67 = 37.22%
 Start Inventory
113
 Total Inventory Units
180
 Volume
\$64,751,168

Market Activity

Closed Sales
52 = 22.32%
 Pending Sales
53 = 22.75%
 Other Off Market
13 = 5.58%
 Active Inventory
115 = 49.36%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	52	-7.14%	277	280	1.08%
Pending Sales	55	53	-3.64%	313	292	-6.71%
New Listings	71	67	-5.63%	375	366	-2.40%
Average List Price	202,989	236,173	16.35%	198,356	231,161	16.54%
Average Sale Price	198,786	230,776	16.09%	193,339	227,638	17.74%
Average Percent of Selling Price to List Price	97.59%	97.56%	-0.03%	97.51%	97.41%	-0.10%
Average Days on Market to Sale	21.70	26.62	22.67%	36.77	30.85	-16.11%
Monthly Inventory	103	115	11.65%	103	115	11.65%
Months Supply of Inventory	1.92	2.38	23.76%	1.92	2.38	23.76%

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

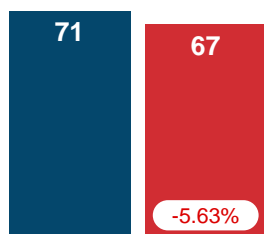
Inventory on June 30, 2022 = **115**

2021 **2022**

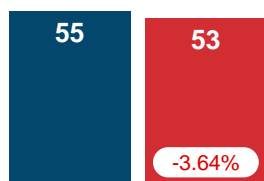
JUNE MARKET

AVERAGE PRICES

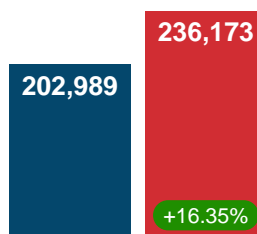
New Listings



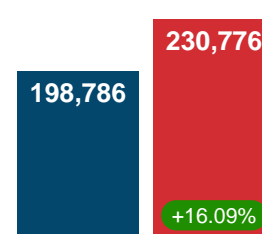
Pending Listings



List Price



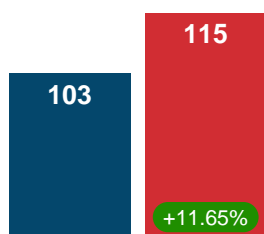
Sale Price



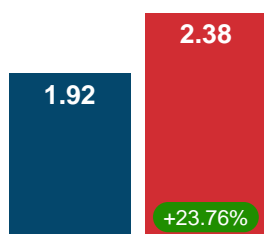
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

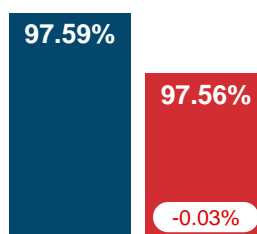
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

