

# March 2022



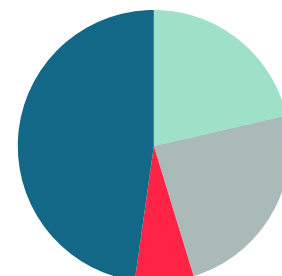
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	56	43	-23.21%
Pending Listings	62	48	-22.58%
New Listings	61	67	9.84%
Average List Price	194,609	235,384	20.95%
Average Sale Price	188,029	229,553	22.08%
Average Percent of Selling Price to List Price	96.06%	97.30%	1.29%
Average Days on Market to Sale	47.21	39.79	-15.72%
End of Month Inventory	87	96	10.34%
Months Supply of Inventory	1.69	1.99	18.17%



■ Closed (21.39%)  
■ Pending (23.88%)  
■ Other OffMarket (6.97%)  
■ Active (47.76%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of March 31, 2022 = **96**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **10.34%** to 96 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 **1.99** 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 **22.08%** in March 2022 to \$229,553 versus the previous year at \$188,029.

#### Average Days on Market Shortens

The average number of **39.79** days that homes spent on the market before selling decreased by 7.42 days or **15.72%** in March 2022 compared to last year's same month at **47.21** DOM.

#### Sales Success for March 2022 is Positive

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

There were 67 New Listings in March 2022, up **9.84%** from last year at 61. Furthermore, there were 43 Closed Listings this month versus last year at 56, a **-23.21%** decrease.

Closed versus Listed trends yielded a **64.2%** ratio, down from previous year's, March 2021, at **91.8%**, a **30.09%** downswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2022



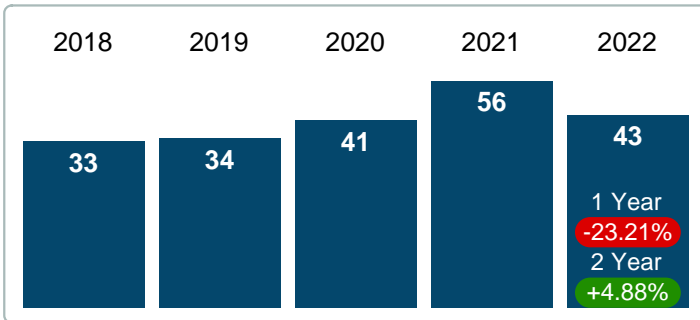
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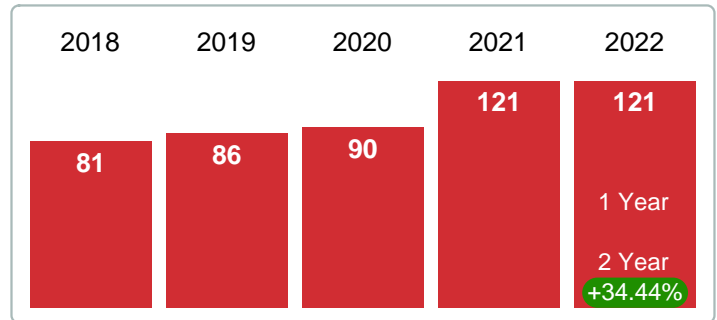
## CLOSED LISTINGS

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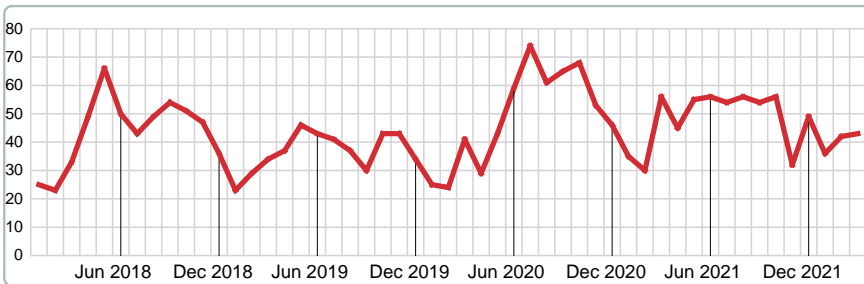
### MARCH



### YEAR TO DATE (YTD)

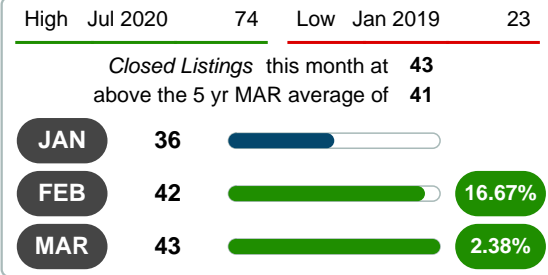


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### 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	2	4.65%	97.0	1	1	0	0
\$75,001 - \$100,000	5	11.63%	59.4	3	2	0	0
\$100,001 - \$150,000	8	18.60%	60.6	4	3	1	0
\$150,001 - \$200,000	5	11.63%	33.8	0	3	2	0
\$200,001 - \$250,000	12	27.91%	24.1	0	9	3	0
\$250,001 - \$375,000	7	16.28%	21.9	0	4	2	1
\$375,001 and up	4	9.30%	31.0	1	1	2	0
<b>Total Closed Units</b>	<b>43</b>			<b>9</b>	<b>23</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,870,772</b>	<b>100%</b>	<b>39.8</b>	<b>1.22M</b>	<b>5.22M</b>	<b>3.16M</b>	<b>278.00K</b>
<b>Average Closed Price</b>	<b>\$229,553</b>			<b>\$135,278</b>	<b>\$226,829</b>	<b>\$315,820</b>	<b>\$278,000</b>

# March 2022



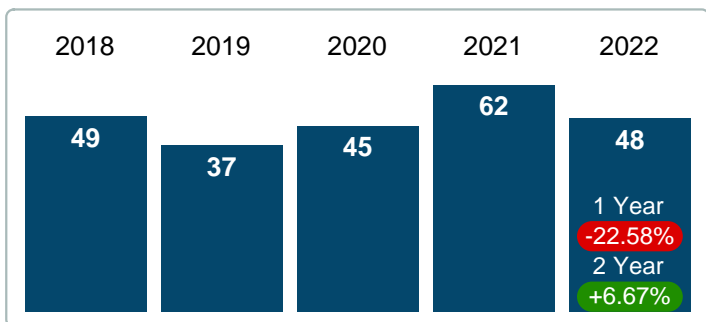
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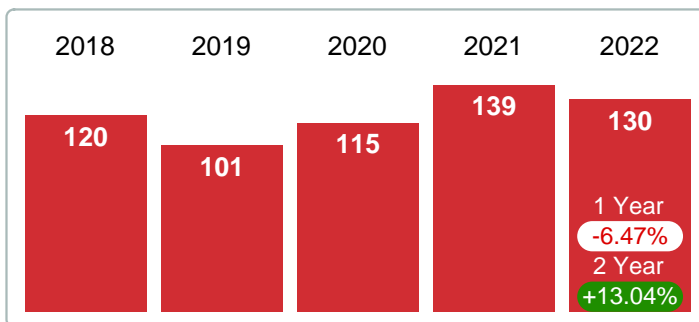
## PENDING LISTINGS

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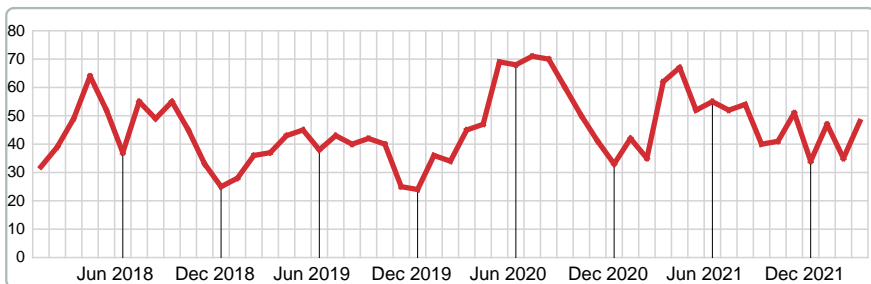
### MARCH



### YEAR TO DATE (YTD)

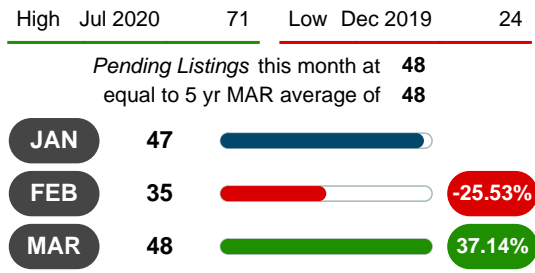


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 48



### 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	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	7	14.58%	22.9	4	3	0	0
\$125,001 - \$150,000	13	27.08%	48.0	3	6	3	1
\$150,001 - \$200,000	9	18.75%	10.3	2	6	1	0
\$200,001 - \$250,000	6	12.50%	53.5	0	6	0	0
\$250,001 - \$300,000	8	16.67%	36.8	0	6	2	0
\$300,001 and up	5	10.42%	29.0	0	4	0	1
<b>Total Pending Units</b>	<b>48</b>			<b>9</b>	<b>31</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,637,880</b>	<b>100%</b>	<b>34.7</b>	<b>1.16M</b>	<b>6.68M</b>	<b>1.16M</b>	<b>2.64M</b>
<b>Average Listing Price</b>	<b>\$239,423</b>			<b>\$129,238</b>	<b>\$215,410</b>	<b>\$192,856</b>	<b>\$1,319,950</b>

# March 2022



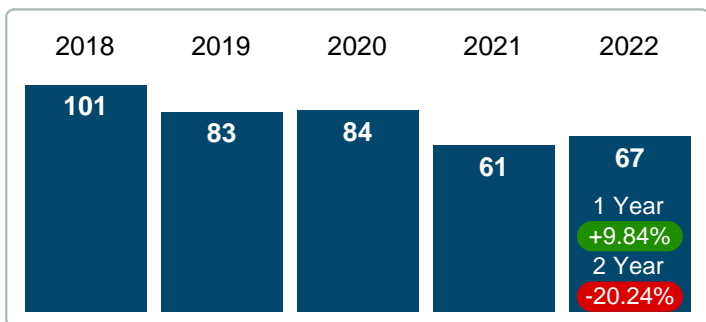
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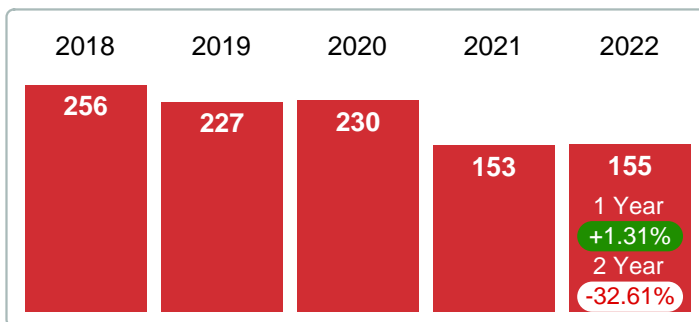
## NEW LISTINGS

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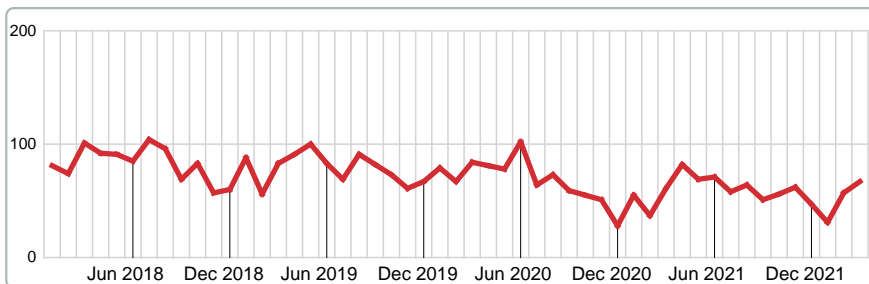
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

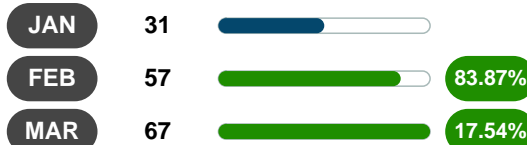


### 3 MONTHS

5 year MAR AVG = 79

High Jul 2018 104 Low Dec 2020 28

New Listings this month at **67**  
below the 5 yr MAR average of **79**



### 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%	2	1	0	0
\$75,001 - \$125,000	6	8.96%	3	3	0	0
\$125,001 - \$175,000	15	22.39%	6	6	2	1
\$175,001 - \$225,000	12	17.91%	1	10	1	0
\$225,001 - \$275,000	14	20.90%	0	12	2	0
\$275,001 - \$475,000	9	13.43%	0	4	4	1
\$475,001 and up	8	11.94%	2	3	3	0
<b>Total New Listed Units</b>	<b>67</b>		<b>14</b>	<b>39</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,729,901</b>	<b>100%</b>	<b>3.85M</b>	<b>9.31M</b>	<b>4.06M</b>	<b>499.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$228,420</b>		<b>\$275,253</b>	<b>\$238,815</b>	<b>\$338,555</b>	<b>\$249,950</b>

# March 2022



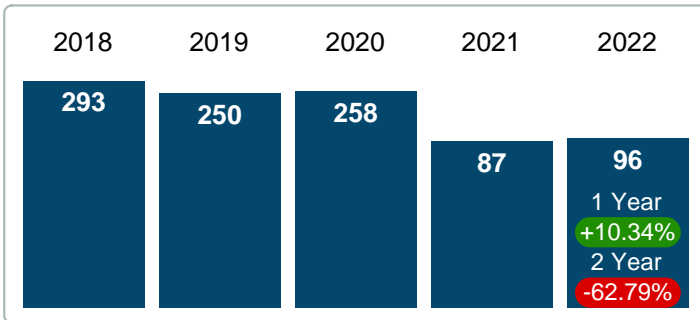
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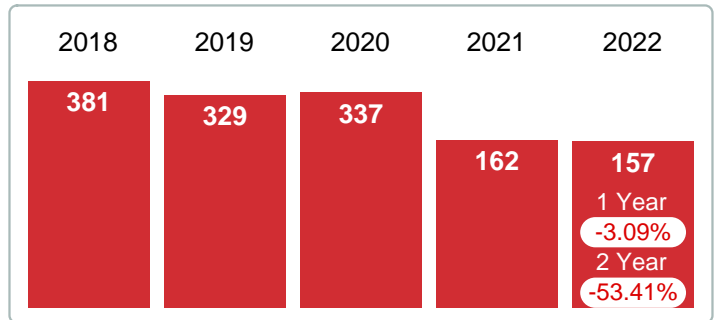
## ACTIVE INVENTORY

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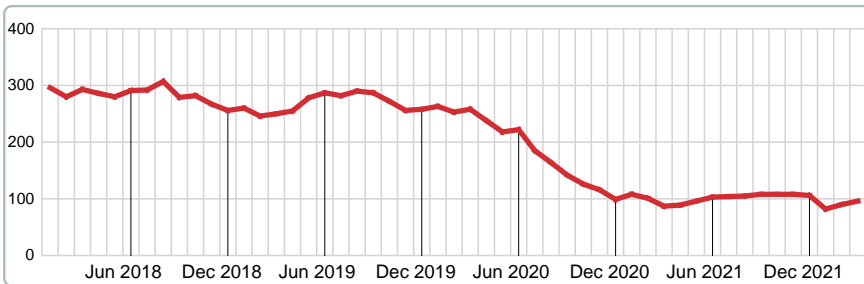
### END OF MARCH



### ACTIVE DURING MARCH

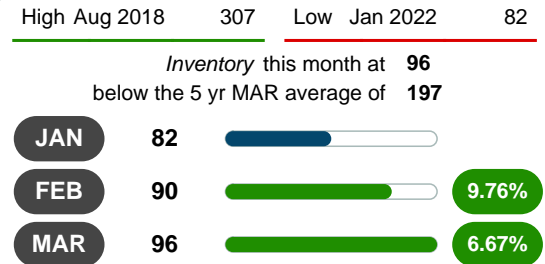


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 197



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	9.38%	50.4	2	7	0	0
\$125,001 - \$150,000	9	9.38%	45.6	6	2	1	0
\$150,001 - \$225,000	16	16.67%	56.2	1	13	2	0
\$225,001 - \$350,000	27	28.13%	60.6	3	17	6	1
\$350,001 - \$475,000	9	9.38%	48.9	1	3	4	1
\$475,001 - \$750,000	17	17.71%	101.1	1	6	6	4
\$750,001 and up	9	9.38%	151.0	1	4	3	1
<b>Total Active Inventory by Units</b>	<b>96</b>			<b>15</b>	<b>52</b>	<b>22</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>39,320,689</b>	<b>100%</b>	<b>72.0</b>	<b>4.77M</b>	<b>20.58M</b>	<b>9.84M</b>	<b>4.14M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$409,591</b>			<b>\$317,887</b>	<b>\$395,749</b>	<b>\$447,157</b>	<b>\$590,857</b>

# March 2022



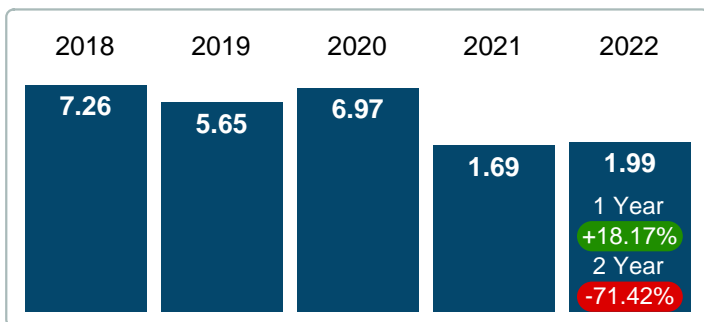
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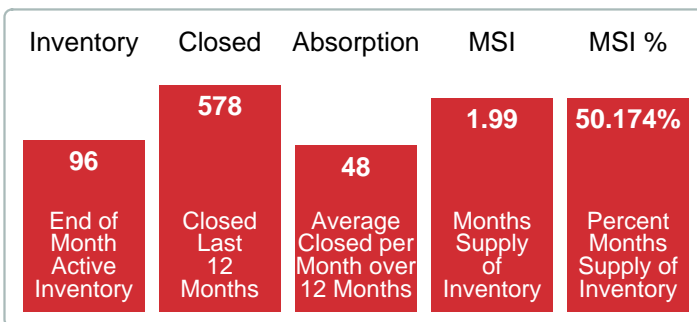
## MONTHS SUPPLY of INVENTORY (MSI)

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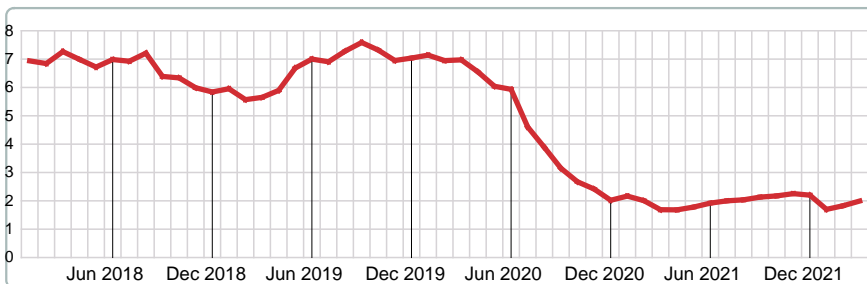
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

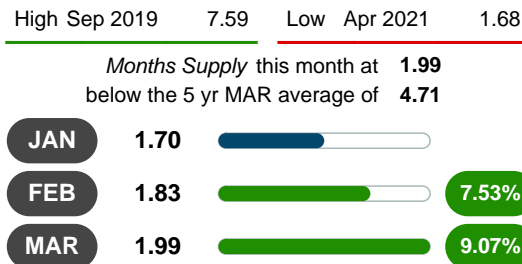


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4.71



### 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
\$125,000 and less	9	9.38%	0.70	0.33	1.17	0.00	0.00
\$125,001 - \$150,000	9	9.38%	1.48	6.55	0.51	1.00	0.00
\$150,001 - \$225,000	16	16.67%	1.09	1.09	1.17	0.86	0.00
\$225,001 - \$350,000	27	28.13%	2.92	5.14	3.09	2.25	2.00
\$350,001 - \$475,000	9	9.38%	2.92	6.00	2.25	3.43	2.40
\$475,001 - \$750,000	17	17.71%	10.74	0.00	10.29	8.00	16.00
\$750,001 and up	9	9.38%	15.43	0.00	16.00	12.00	12.00
Market Supply of Inventory (MSI)			1.99	1.73	1.81	2.49	3.50
Total Active Inventory by Units		100%	1.99	15	52	22	7

# March 2022



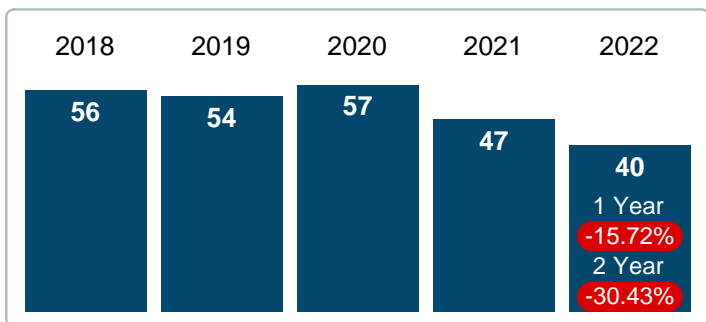
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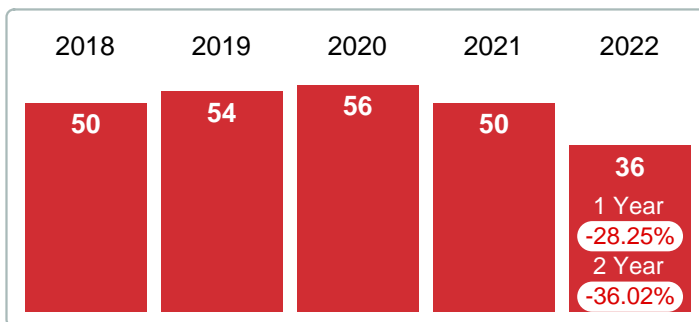
## AVERAGE DAYS ON MARKET TO SALE

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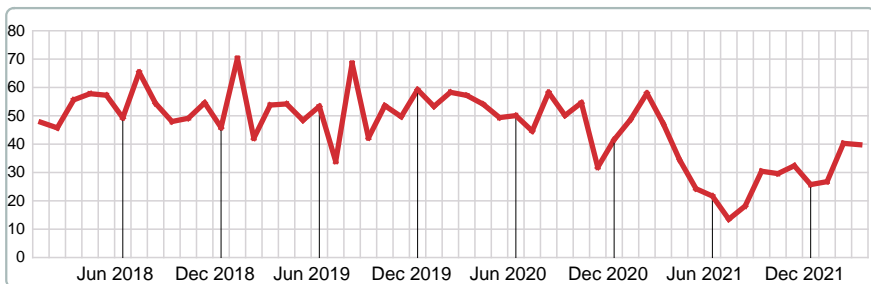
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

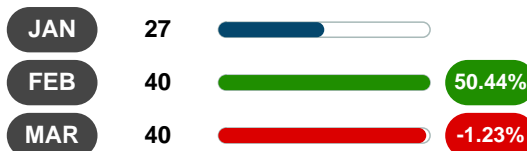


### 3 MONTHS

5 year MAR AVG = 51

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 40 below the 5 yr MAR average of 51



### 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	4.65%	97	189	5	0	0		
\$75,001 - \$100,000	11.63%	59	50	73	0	0		
\$100,001 - \$150,000	18.60%	61	28	78	138	0		
\$150,001 - \$200,000	11.63%	34	0	36	31	0		
\$200,001 - \$250,000	27.91%	24	0	22	30	0		
\$250,001 - \$375,000	16.28%	22	0	9	58	4		
\$375,001 and up	9.30%	31	60	2	31	0		
<b>Average Closed DOM</b>		<b>40</b>		<b>57</b>	<b>32</b>	<b>47</b>	<b>4</b>	
<b>Total Closed Units</b>		<b>43</b>	<b>100%</b>	<b>40</b>	<b>9</b>	<b>23</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,870,772</b>		<b>1.22M</b>	<b>5.22M</b>	<b>3.16M</b>	<b>278.00K</b>	

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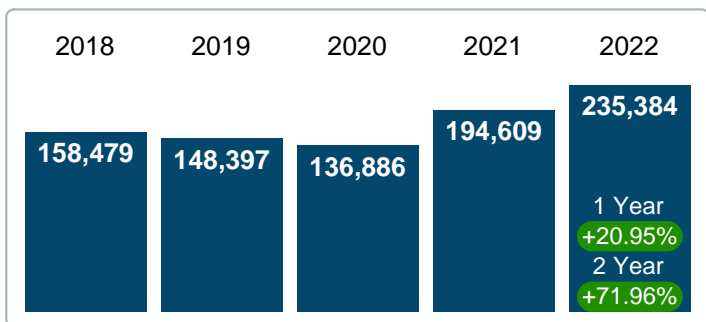
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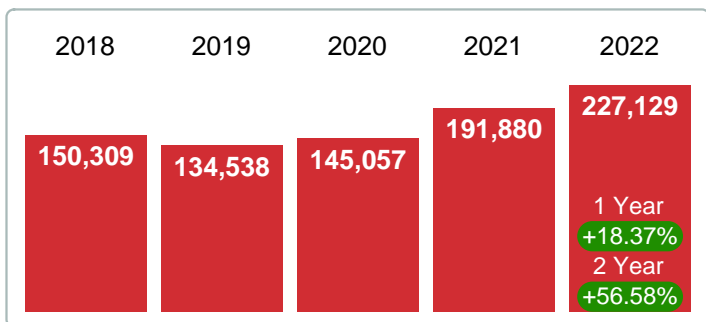
## AVERAGE LIST PRICE AT CLOSING

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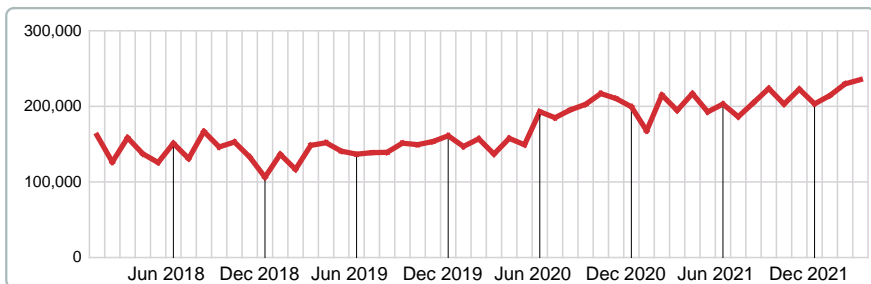
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 174,751

High Mar 2022 235,384    Low Dec 2018 106,258

Average List Price at Closing this month at **235,384**  
above the 5 yr MAR average of **174,751**

- JAN 214,285
- FEB 229,686 7.19%
- MAR 235,384 2.48%

### 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	2	4.65%	64,450	54,900	74,000	0	0
\$75,001 - \$100,000	4	9.30%	89,800	90,933	95,700	0	0
\$100,001 - \$150,000	9	20.93%	128,022	132,450	132,467	119,999	0
\$150,001 - \$200,000	6	13.95%	184,833	0	193,433	164,950	0
\$200,001 - \$250,000	10	23.26%	226,220	0	226,356	226,233	0
\$250,001 - \$375,000	8	18.60%	291,888	0	299,075	307,000	269,900
\$375,001 and up	4	9.30%	693,725	420,000	880,000	737,450	0
Average List Price			235,384	141,944	232,896	321,750	269,900
Total Closed Units		100%	235,384	9	23	10	1
Total Closed Volume			10,121,499	1.28M	5.36M	3.22M	269.90K



# March 2022



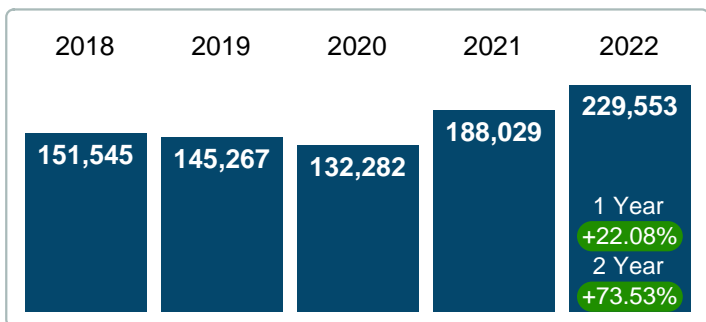
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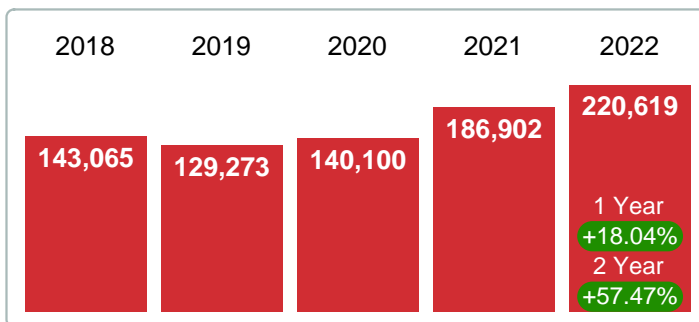
## AVERAGE SOLD PRICE AT CLOSING

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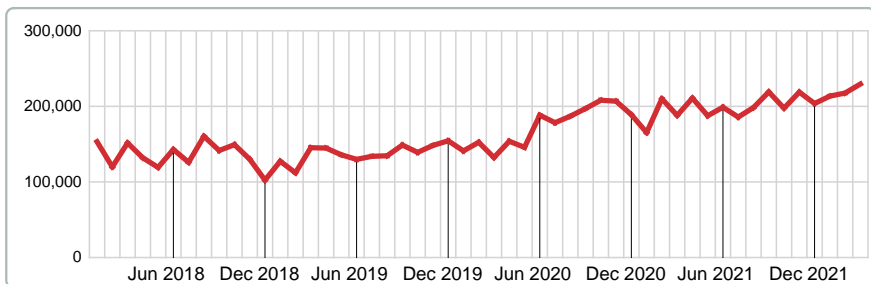
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

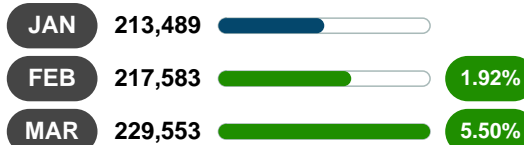


### 3 MONTHS

5 year MAR AVG = 169,335

High Mar 2022 229,553 Low Dec 2018 102,382

Average Sold Price at Closing this month at **229,553** above the 5 yr MAR average of **169,335**



### 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	4.65%	60,000	46,000	74,000	0	0
\$75,001 - \$100,000	11.63%	87,200	86,000	89,000	0	0
\$100,001 - \$150,000	18.60%	124,500	128,375	126,500	103,000	0
\$150,001 - \$200,000	11.63%	178,540	0	185,100	168,700	0
\$200,001 - \$250,000	27.91%	224,064	0	224,530	222,667	0
\$250,001 - \$375,000	16.28%	301,057	0	302,375	309,950	278,000
\$375,001 and up	9.30%	657,475	400,000	800,000	714,950	0
<b>Average Sold Price</b>		<b>229,553</b>	<b>135,278</b>	<b>226,829</b>	<b>315,820</b>	<b>278,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,553</b>	<b>9</b>	<b>23</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,870,772</b>	<b>1.22M</b>	<b>5.22M</b>	<b>3.16M</b>	<b>278.00K</b>

# March 2022



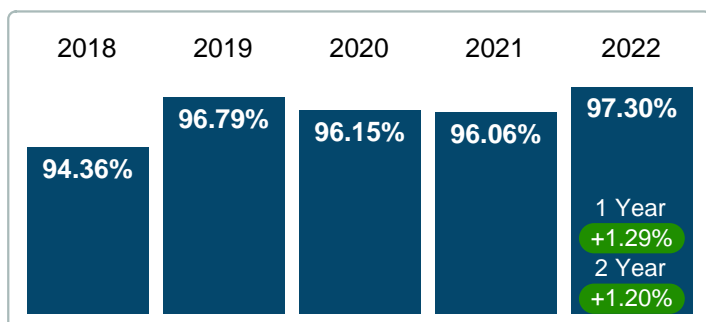
Area Delimited by County Of Cherokee - Residential Property Type



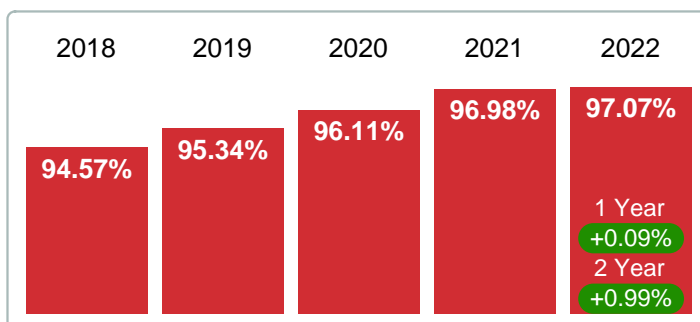
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

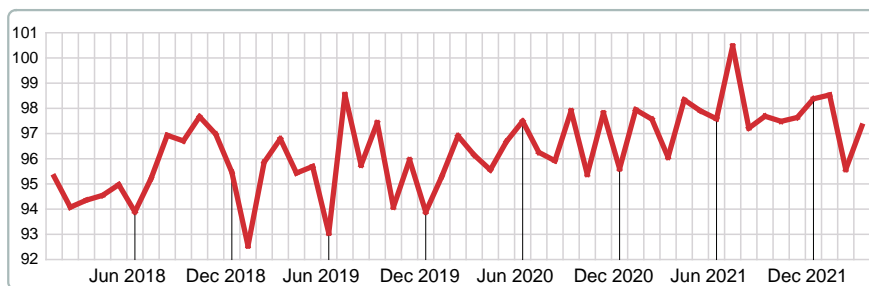
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

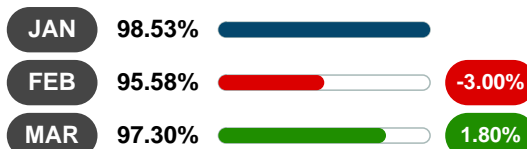


### 3 MONTHS

5 year MAR AVG = 96.13%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.30%**  
above the 5 yr MAR average of **96.13%**



### 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	2	4.65%	91.89%	83.79%	100.00%	0.00%	0.00%	
\$75,001 - \$100,000	5	11.63%	94.20%	95.03%	92.96%	0.00%	0.00%	
\$100,001 - \$150,000	8	18.60%	94.98%	96.76%	95.66%	85.83%	0.00%	
\$150,001 - \$200,000	5	11.63%	98.32%	0.00%	95.73%	102.21%	0.00%	
\$200,001 - \$250,000	12	27.91%	99.19%	0.00%	99.32%	98.79%	0.00%	
\$250,001 - \$375,000	7	16.28%	101.14%	0.00%	100.77%	100.94%	103.00%	
\$375,001 and up	4	9.30%	94.87%	95.24%	90.91%	96.67%	0.00%	
Average Sold/List Ratio		97.30%		94.57%	97.74%	98.19%	103.00%	
Total Closed Units		43	100%	97.30%	9	23	10	1
Total Closed Volume		9,870,772			1.22M	5.22M	3.16M	278.00K

# March 2022



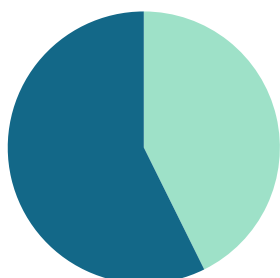
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

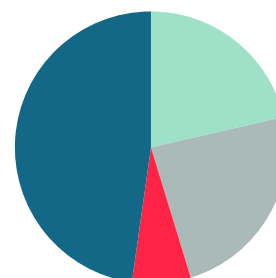


**Inventory**  
 New Listings  
**67 = 42.68%**  
 Start Inventory  
**90**  
 Total Inventory Units  
**157**  
 Volume  
**\$55,885,268**

### Market Activity

Closed Sales  
**43 = 21.39%**  
 Pending Sales  
**48 = 23.88%**  
 Other Off Market  
**14 = 6.97%**  
 Active Inventory  
**96 = 47.76%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	43	-23.21%	121	121	0.00%
Pending Sales	62	48	-22.58%	139	130	-6.47%
New Listings	61	67	9.84%	153	155	1.31%
Average List Price	194,609	235,384	20.95%	191,880	227,129	18.37%
Average Sale Price	188,029	229,553	22.08%	186,902	220,619	18.04%
Average Percent of Selling Price to List Price	96.06%	97.30%	1.29%	96.98%	97.07%	0.09%
Average Days on Market to Sale	47.21	39.79	-15.72%	50.30	36.09	-28.25%
Monthly Inventory	87	96	10.34%	87	96	10.34%
Months Supply of Inventory	1.69	1.99	18.17%	1.69	1.99	18.17%

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

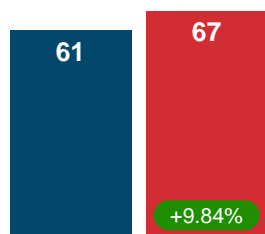
**Inventory** on March 31, 2022 = **96**

**2021** **2022**

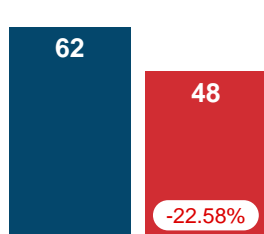
### MARCH MARKET

### AVERAGE PRICES

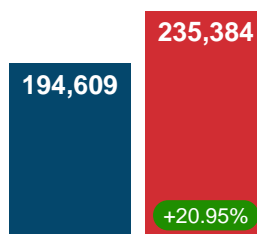
#### New Listings



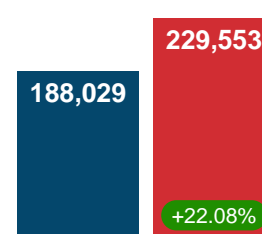
#### Pending Listings



#### List Price



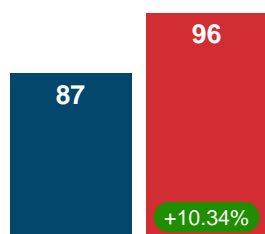
#### Sale Price



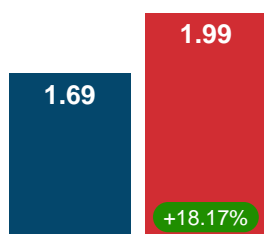
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

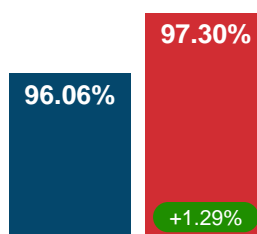
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

