

# May 2022



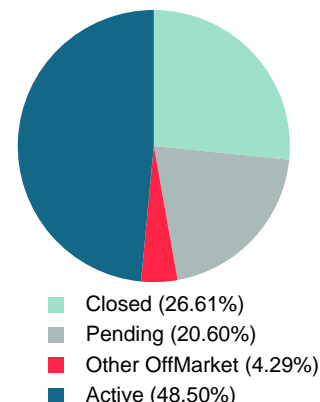
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	55	62	12.73%
Pending Listings	52	48	-7.69%
New Listings	69	66	-4.35%
Median List Price	169,900	172,450	1.50%
Median Sale Price	169,900	176,000	3.59%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	7.50	-37.50%
End of Month Inventory	96	113	17.71%
Months Supply of Inventory	1.78	2.32	30.18%



**Absorption:** Last 12 months, an Average of **49** Sales/Month  
**Active Inventory** as of May 31, 2022 = **113**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2022 rose **17.71%** to 113 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **2.32** 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 **3.59%** in May 2022 to \$176,000 versus the previous year at \$169,900.

#### Median Days on Market Shortens

The median number of **7.50** days that homes spent on the market before selling decreased by 4.50 days or **37.50%** in May 2022 compared to last year's same month at **12.00** DOM.

#### Sales Success for May 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 66 New Listings in May 2022, down **4.35%** from last year at 69. Furthermore, there were 62 Closed Listings this month versus last year at 55, a **12.73%** increase.

Closed versus Listed trends yielded a **93.9%** ratio, up from previous year's, May 2021, at **79.7%**, a **17.85%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# May 2022



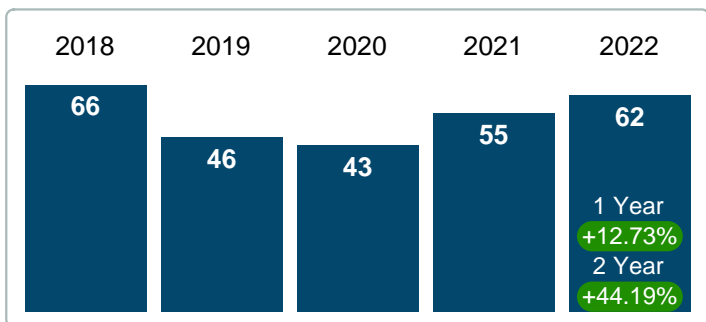
Area Delimited by County Of Cherokee - Residential Property Type



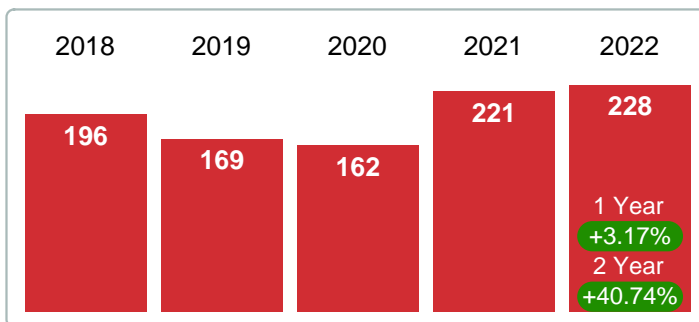
## CLOSED LISTINGS

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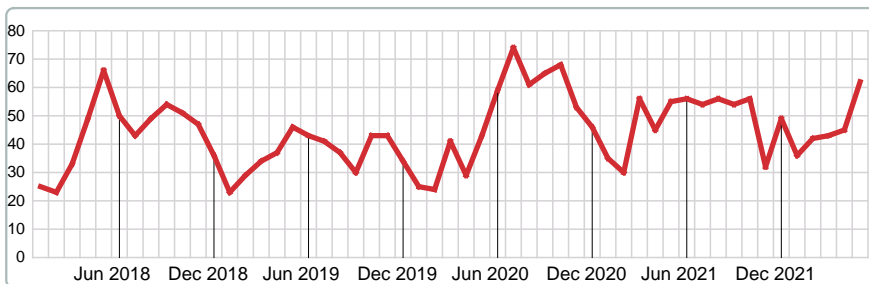
### MAY



### YEAR TO DATE (YTD)

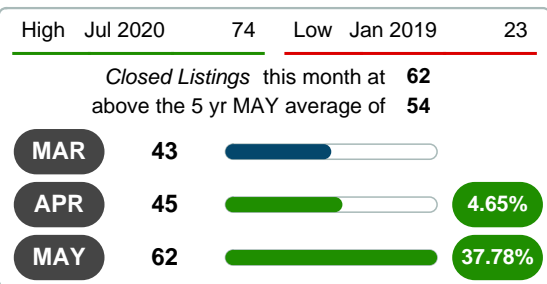


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 54



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	11.29%	6.0	5	2	0	0
\$75,001 - \$100,000	5	8.06%	3.0	2	2	1	0
\$100,001 - \$150,000	11	17.74%	11.0	5	5	1	0
\$150,001 - \$200,000	12	19.35%	4.5	1	9	1	1
\$200,001 - \$275,000	12	19.35%	7.0	1	9	1	1
\$275,001 - \$375,000	8	12.90%	10.5	0	3	4	1
\$375,001 and up	7	11.29%	8.0	0	2	3	2
<b>Total Closed Units</b>	<b>62</b>			<b>14</b>	<b>32</b>	<b>11</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>13,713,700</b>	<b>100%</b>	<b>7.5</b>	<b>1.45M</b>	<b>6.76M</b>	<b>3.44M</b>	<b>2.06M</b>
<b>Median Closed Price</b>	<b>\$176,000</b>			<b>\$107,250</b>	<b>\$190,000</b>	<b>\$287,500</b>	<b>\$365,000</b>

# May 2022



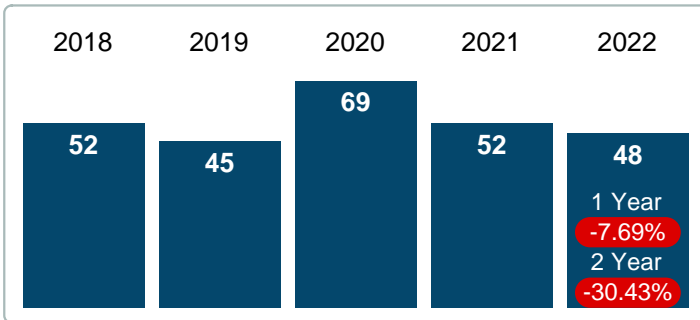
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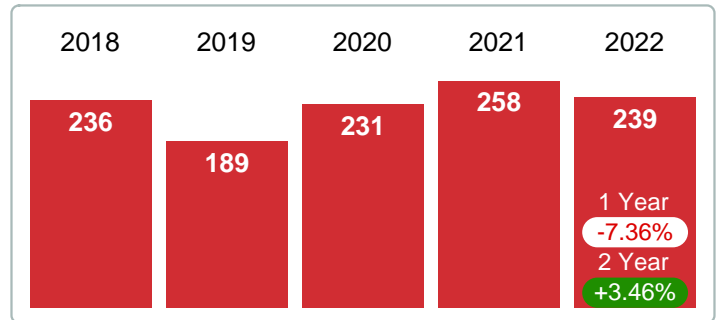
## PENDING LISTINGS

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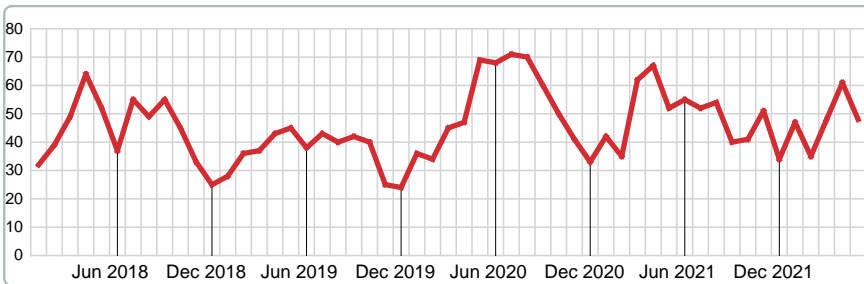
### MAY



### YEAR TO DATE (YTD)

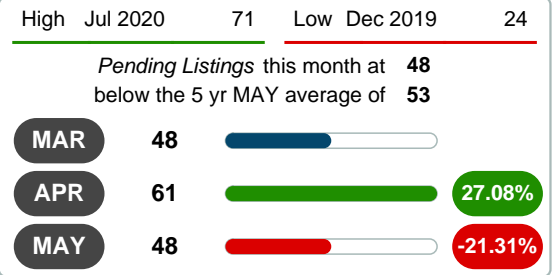


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 53



### 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	8.33%	35.0	3	1	0	0
\$75,001 - \$125,000	4	8.33%	9.5	1	2	0	1
\$125,001 - \$175,000	10	20.83%	7.5	3	7	0	0
\$175,001 - \$225,000	9	18.75%	7.0	1	8	0	0
\$225,001 - \$275,000	10	20.83%	16.5	0	8	2	0
\$275,001 - \$475,000	6	12.50%	3.0	0	2	4	0
\$475,001 and up	5	10.42%	60.0	1	1	2	1
<b>Total Pending Units</b>	<b>48</b>			<b>9</b>	<b>29</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,355,999</b>	<b>100%</b>	<b>13.0</b>	<b>1.52M</b>	<b>6.25M</b>	<b>2.73M</b>	<b>859.50K</b>
<b>Median Listing Price</b>	<b>\$219,900</b>			<b>\$139,900</b>	<b>\$219,900</b>	<b>\$294,000</b>	<b>\$429,750</b>

# May 2022



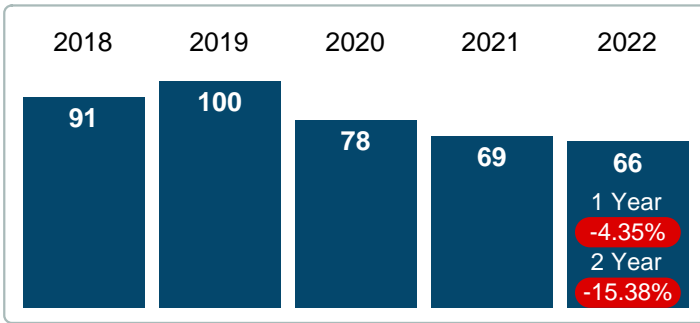
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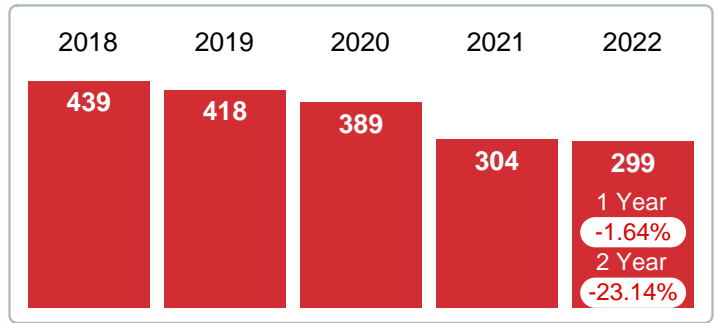
## NEW LISTINGS

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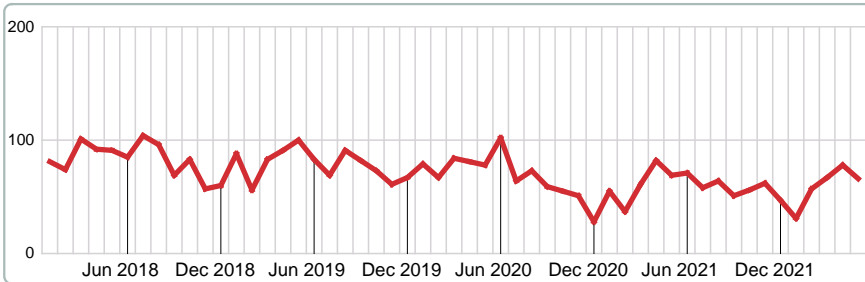
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

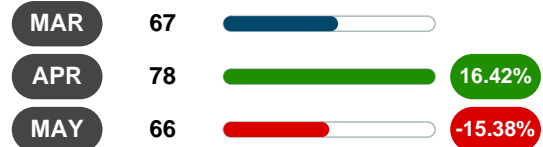


### 3 MONTHS

5 year MAY AVG = 81

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 66  
below the 5 yr MAY average of 81



### 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	5	7.58%	4	1	0	0
\$75,001 - \$125,000	4	6.06%	1	2	1	0
\$125,001 - \$175,000	16	24.24%	4	9	1	2
\$175,001 - \$275,000	15	22.73%	2	12	1	0
\$275,001 - \$400,000	10	15.15%	1	4	5	0
\$400,001 - \$525,000	9	13.64%	1	5	2	1
\$525,001 and up	7	10.61%	1	4	1	1
<b>Total New Listed Units</b>	<b>66</b>		<b>14</b>	<b>37</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,374,798</b>	<b>100%</b>	<b>3.67M</b>	<b>10.45M</b>	<b>3.77M</b>	<b>1.48M</b>
<b>Median New Listed Listing Price</b>	<b>\$222,400</b>		<b>\$152,400</b>	<b>\$219,900</b>	<b>\$305,900</b>	<b>\$291,450</b>

# May 2022



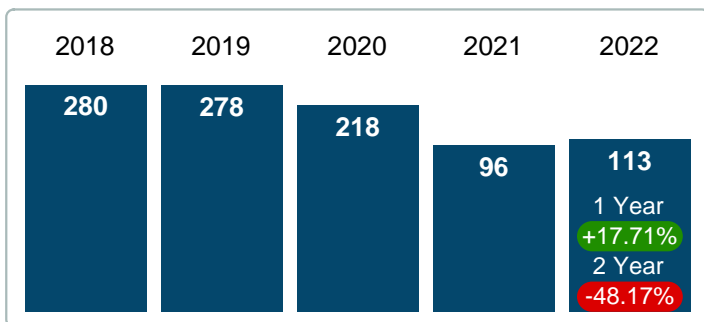
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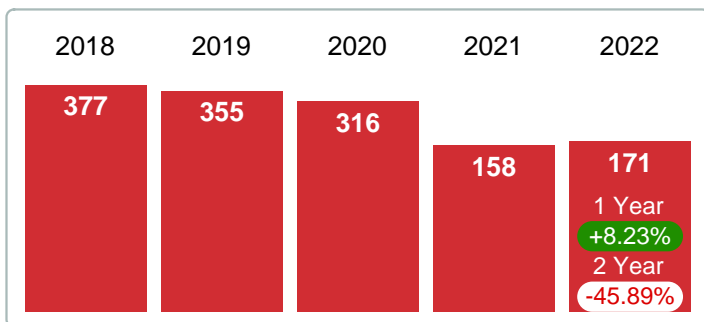
## ACTIVE INVENTORY

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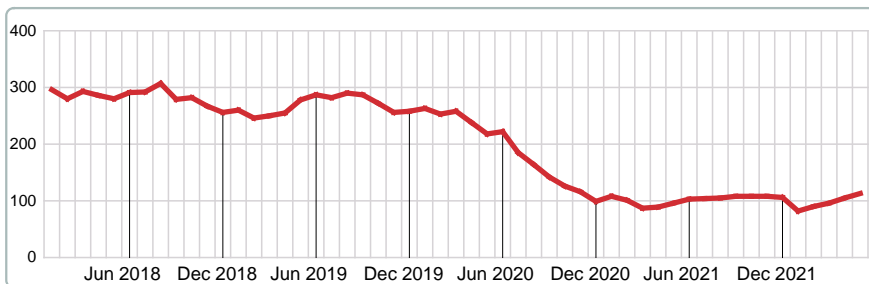
### END OF MAY



### ACTIVE DURING MAY

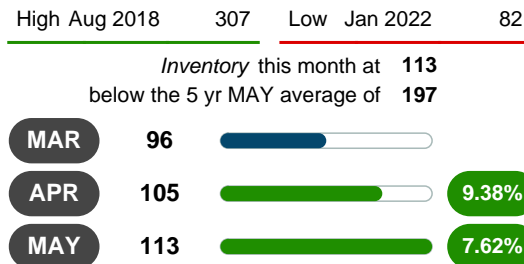


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 197



### 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	8	7.08%	41.5	3	5	0	0
\$75,001 - \$150,000	15	13.27%	39.0	8	4	2	1
\$150,001 - \$225,000	20	17.70%	27.5	5	10	4	1
\$225,001 - \$375,000	23	20.35%	48.0	4	11	7	1
\$375,001 - \$475,000	18	15.93%	44.5	2	9	6	1
\$475,001 - \$750,000	19	16.81%	60.0	1	8	7	3
\$750,001 and up	10	8.85%	93.5	2	4	4	0
<b>Total Active Inventory by Units</b>	<b>113</b>			<b>25</b>	<b>51</b>	<b>30</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>46,353,138</b>	<b>100%</b>	<b>43.0</b>	<b>7.81M</b>	<b>22.15M</b>	<b>13.31M</b>	<b>3.09M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$289,900</b>			<b>\$164,900</b>	<b>\$289,900</b>	<b>\$399,450</b>	<b>\$412,900</b>

# May 2022



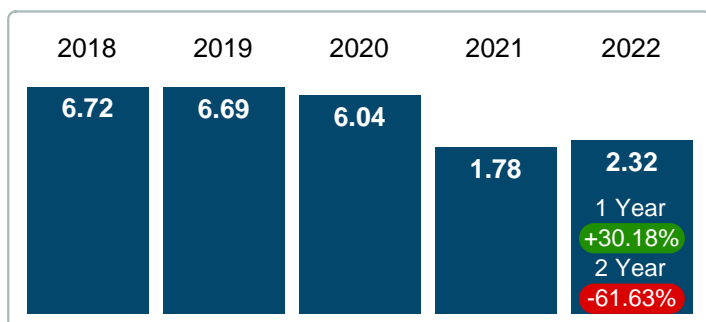
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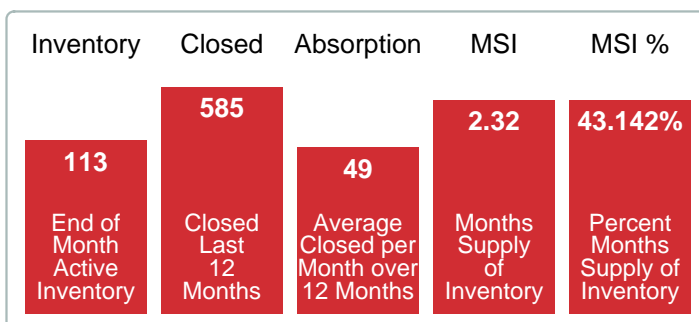
## MONTHS SUPPLY of INVENTORY (MSI)

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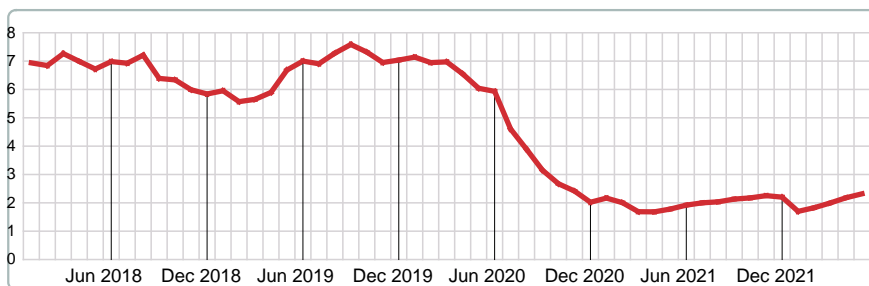
### MSI FOR MAY



### INDICATORS FOR MAY 2022

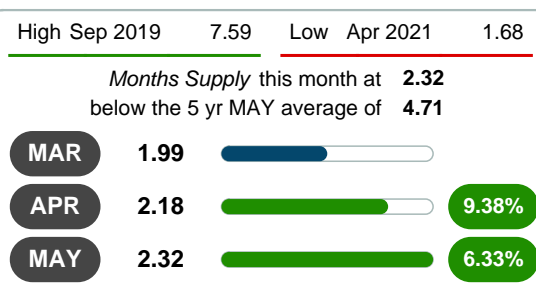


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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
\$75,000 and less	8	7.08%	1.63	1.13	2.40	0.00	0.00
\$75,001 - \$150,000	15	13.27%	1.06	1.75	0.51	1.41	3.00
\$150,001 - \$225,000	20	17.70%	1.40	4.29	0.93	2.09	2.00
\$225,001 - \$375,000	23	20.35%	2.19	6.86	1.78	2.33	1.33
\$375,001 - \$475,000	18	15.93%	7.71	24.00	8.31	7.20	3.00
\$475,001 - \$750,000	19	16.81%	10.36	0.00	12.00	9.33	7.20
\$750,001 and up	10	8.85%	15.00	0.00	12.00	24.00	0.00
Market Supply of Inventory (MSI)			2.32	2.75	1.76	3.64	2.80
Total Active Inventory by Units		100%	2.32	25	51	30	7

# May 2022



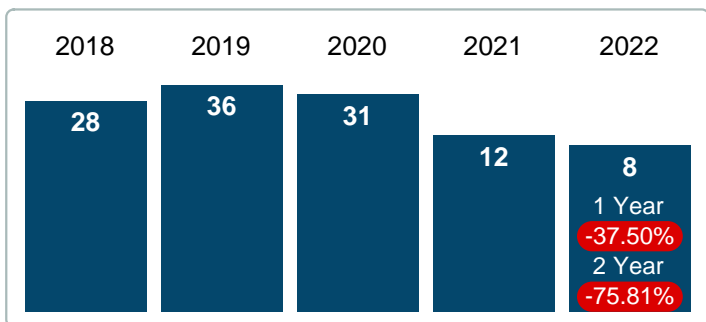
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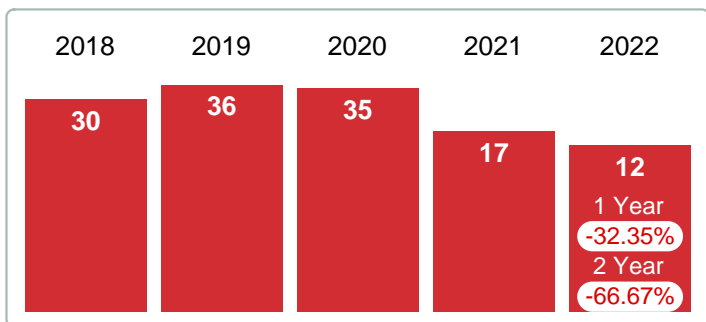
## MEDIAN DAYS ON MARKET TO SALE

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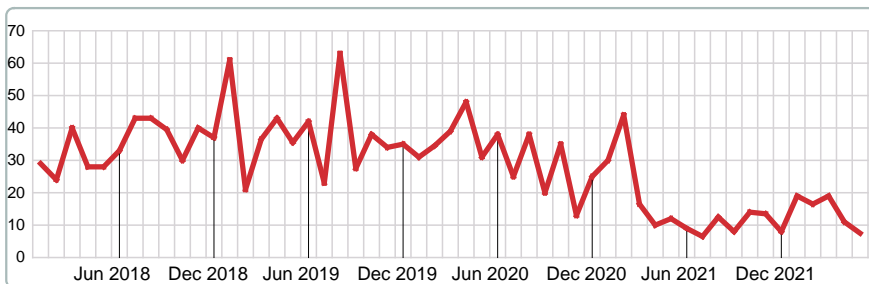
### MAY



### YEAR TO DATE (YTD)

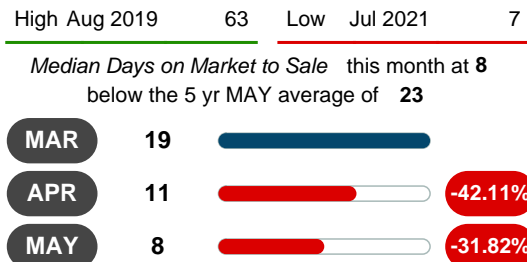


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 23



### 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
\$75,000 and less	11.29%	6	6	62	0	0
\$75,001 - \$100,000	8.06%	3	2	3	14	0
\$100,001 - \$150,000	17.74%	11	6	11	12	0
\$150,001 - \$200,000	19.35%	5	13	5	2	3
\$200,001 - \$275,000	19.35%	7	4	8	12	2
\$275,001 - \$375,000	12.90%	11	0	8	13	116
\$375,001 and up	11.29%	8	0	20	7	25
Median Closed DOM		8	6	8	12	5
Total Closed Units	100%	62	14	32	11	5
Total Closed Volume		13,713,700	1.45M	6.76M	3.44M	2.06M

# May 2022



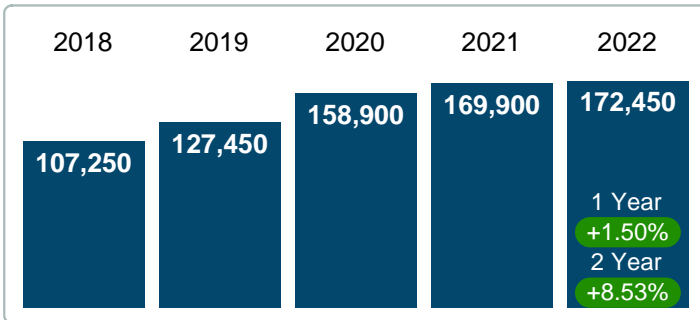
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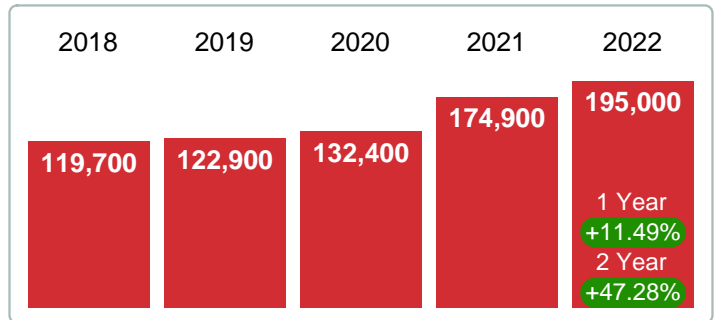
## MEDIAN LIST PRICE AT CLOSING

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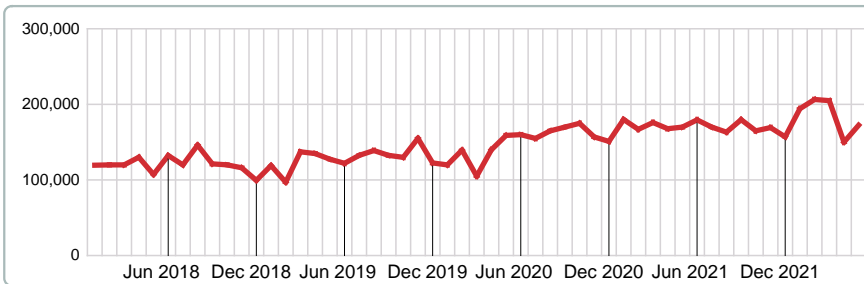
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 147,190

High Feb 2022 206,450 Low Feb 2019 97,000

Median List Price at Closing this month at **172,450**  
above the 5 yr MAY average of **147,190**



### 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
\$75,000 and less	5	8.06%	55,000	55,000	0	0	0
\$75,001 - \$100,000	5	8.06%	90,000	97,446	90,000	0	0
\$100,001 - \$150,000	15	24.19%	143,000	135,000	143,750	120,000	149,900
\$150,001 - \$200,000	10	16.13%	167,400	179,900	169,900	164,800	0
\$200,001 - \$275,000	13	20.97%	239,900	0	239,900	264,900	219,900
\$275,001 - \$375,000	6	9.68%	299,450	0	326,950	294,950	0
\$375,001 and up	8	12.90%	575,000	0	584,950	525,000	639,900
Median List Price			172,450	111,500	196,500	289,900	387,000
Total Closed Units		100%	172,450	14	32	11	5
Total Closed Volume			13,882,896	1.47M	6.86M	3.47M	2.08M



# May 2022



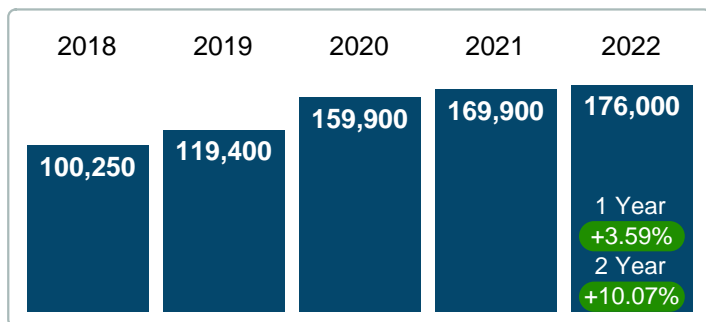
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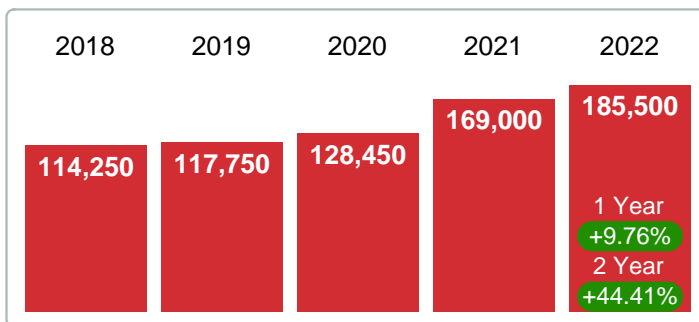
## MEDIAN SOLD PRICE AT CLOSING

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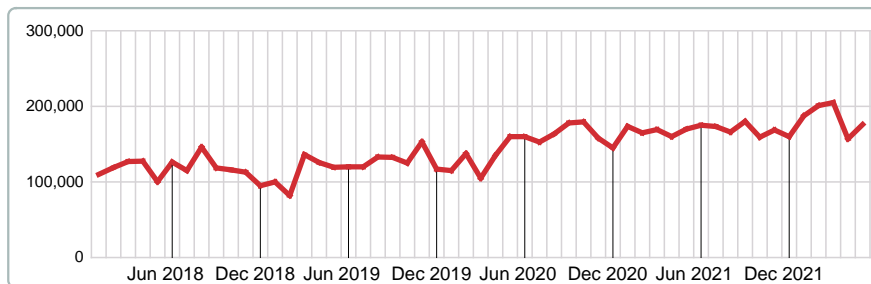
### MAY



### YEAR TO DATE (YTD)

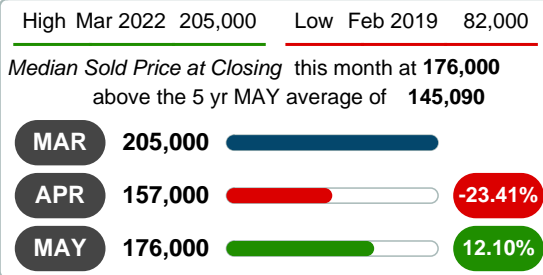


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 145,090



### 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
\$75,000 and less	7	11.29%	57,000	55,000	72,500	0	0
\$75,001 - \$100,000	5	8.06%	91,000	93,250	90,500	93,000	0
\$100,001 - \$150,000	11	17.74%	140,000	145,000	140,000	132,500	0
\$150,001 - \$200,000	12	19.35%	165,000	159,900	165,000	167,000	158,000
\$200,001 - \$275,000	12	19.35%	232,250	207,000	237,500	264,900	227,000
\$275,001 - \$375,000	8	12.90%	301,950	0	298,900	296,250	365,000
\$375,001 and up	7	11.29%	625,000	0	576,250	515,000	655,850
Median Sold Price			176,000	107,250	190,000	287,500	365,000
Total Closed Units		100%	176,000	14	32	11	5
Total Closed Volume			13,713,700	1.45M	6.76M	3.44M	2.06M

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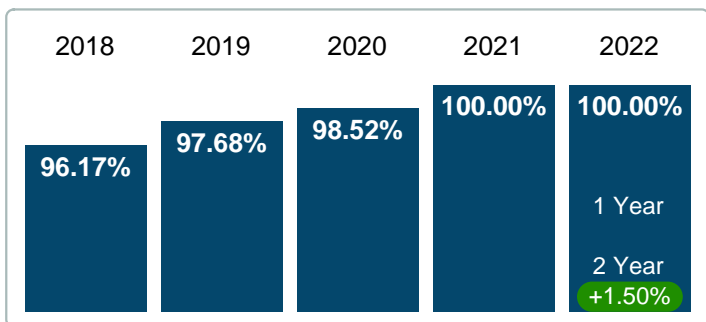
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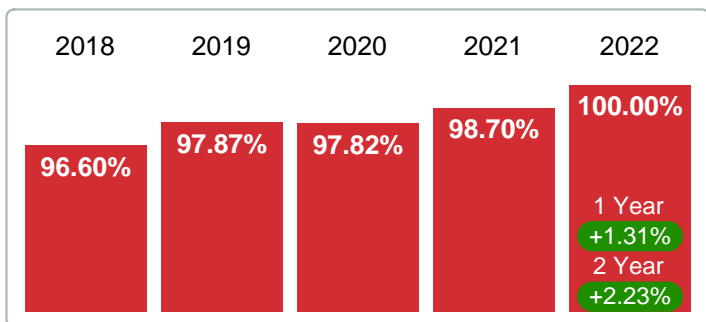
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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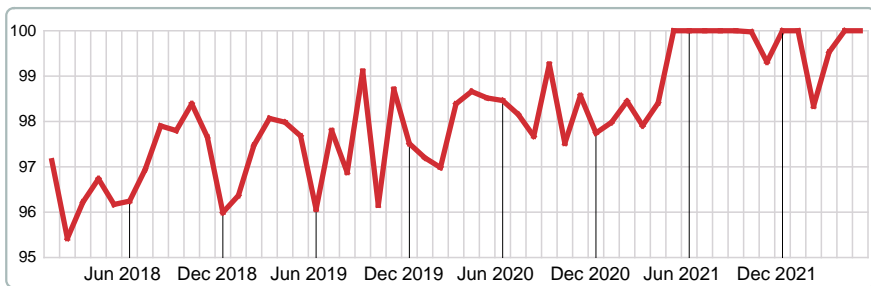
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

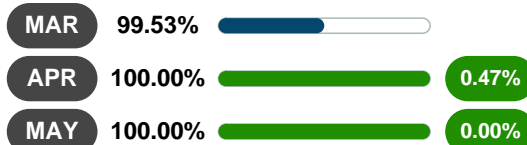


### 3 MONTHS

5 year MAY AVG = 98.47%

High May 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.47%**



## 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
\$75,000 and less	7	11.29%	95.38%	99.13%	79.12%	0.00%	0.00%
\$75,001 - \$100,000	5	8.06%	91.98%	91.66%	100.56%	84.55%	0.00%
\$100,001 - \$150,000	11	17.74%	98.40%	100.00%	93.44%	101.92%	0.00%
\$150,001 - \$200,000	12	19.35%	100.67%	100.00%	100.00%	101.33%	105.40%
\$200,001 - \$275,000	12	19.35%	100.00%	103.55%	100.00%	100.00%	103.23%
\$275,001 - \$375,000	8	12.90%	100.00%	0.00%	101.41%	99.59%	94.32%
\$375,001 and up	7	11.29%	99.96%	0.00%	98.26%	100.00%	98.81%
Median Sold/List Ratio		100.00%		99.57%	100.00%	100.00%	99.96%
Total Closed Units		62	100%	14	32	11	5
Total Closed Volume		13,713,700		1.45M	6.76M	3.44M	2.06M

# May 2022



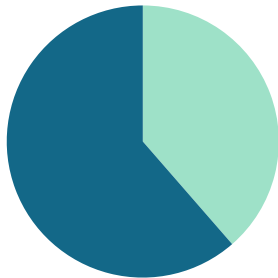
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

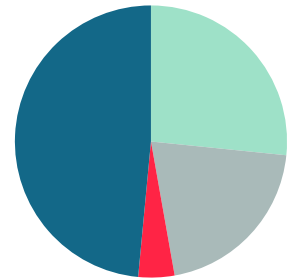


**Inventory**  
 New Listings  
**66 = 38.60%**  
 Start Inventory  
**105**  
 Total Inventory Units  
**171**  
 Volume  
**\$61,022,737**

### Market Activity

Closed Sales  
**62 = 26.61%**  
 Pending Sales  
**48 = 20.60%**  
 Other Off Market  
**10 = 4.29%**  
 Active Inventory  
**113 = 48.50%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	55	62	12.73%	221	228	3.17%
Pending Sales	52	48	-7.69%	258	239	-7.36%
New Listings	69	66	-4.35%	304	299	-1.64%
Median List Price	169,900	172,450	1.50%	174,900	195,000	11.49%
Median Sale Price	169,900	176,000	3.59%	169,000	185,500	9.76%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.70%	100.00%	1.31%
Median Days on Market to Sale	12.00	7.50	-37.50%	17.00	11.50	-32.35%
Monthly Inventory	96	113	17.71%	96	113	17.71%
Months Supply of Inventory	1.78	2.32	30.18%	1.78	2.32	30.18%

**Absorption:** Last 12 months, an Average of **49** Sales/Month

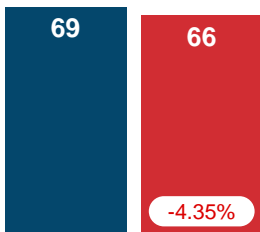
**Inventory** on May 31, 2022 = **113**

**2021** **2022**

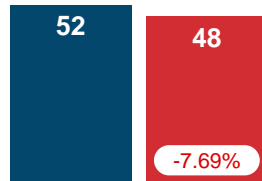
### MAY MARKET

### MEDIAN PRICES

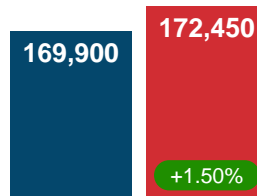
#### New Listings



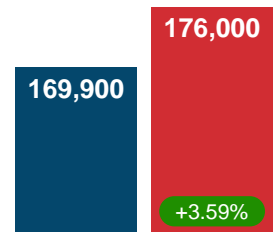
#### Pending Listings



#### List Price



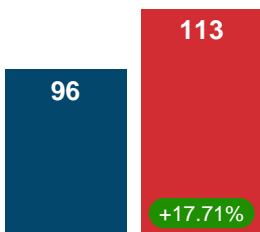
#### Sale Price



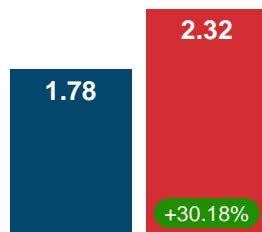
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

