

September 2022



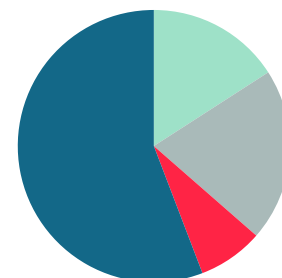
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2022 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	54	41	-24.07%
Pending Listings	40	53	32.50%
New Listings	51	61	19.61%
Average List Price	223,617	232,383	3.92%
Average Sale Price	219,055	226,669	3.48%
Average Percent of Selling Price to List Price	97.69%	97.56%	-0.13%
Average Days on Market to Sale	30.44	30.85	1.34%
End of Month Inventory	179	144	-19.55%
Months Supply of Inventory	3.53	3.10	-12.19%



■ Closed (15.89%)
■ Pending (20.54%)
■ Other OffMarket (7.75%)
■ Active (55.81%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of September 30, 2022 = **144**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **19.55%** to 144 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **3.10** 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 **3.48%** in September 2022 to \$226,669 versus the previous year at \$219,055.

Average Days on Market Lengthens

The average number of **30.85** days that homes spent on the market before selling increased by 0.41 days or **1.34%** in September 2022 compared to last year's same month at **30.44** DOM.

Sales Success for September 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 61 New Listings in September 2022, up **19.61%** from last year at 51. Furthermore, there were 41 Closed Listings this month versus last year at 54, a **-24.07%** decrease.

Closed versus Listed trends yielded a **67.2%** ratio, down from previous year's, September 2021, at **105.9%**, a **36.52%** downswing. This will certainly create pressure on a decreasing 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

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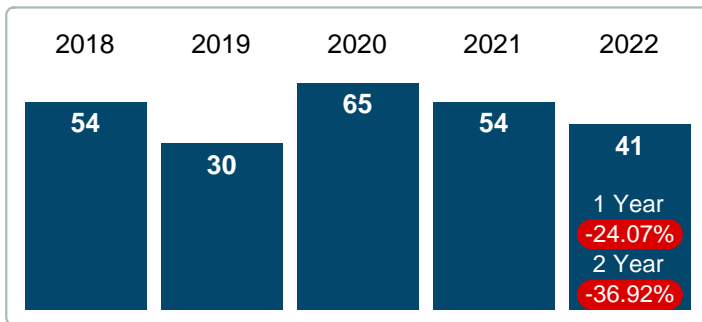
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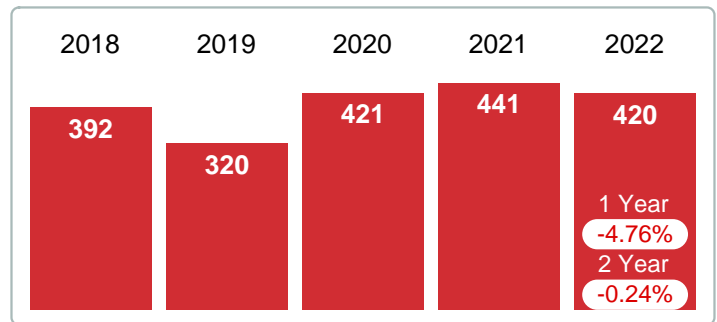
CLOSED LISTINGS

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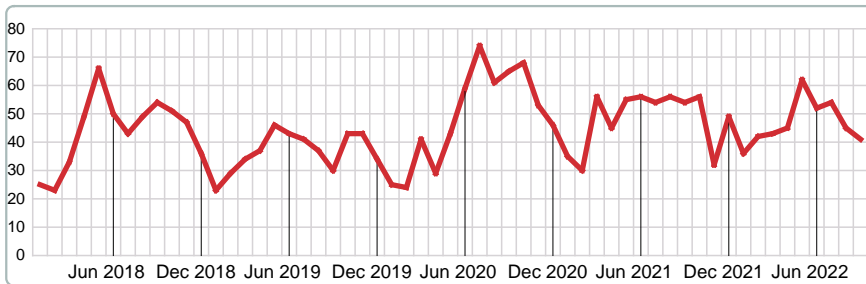
SEPTEMBER



YEAR TO DATE (YTD)

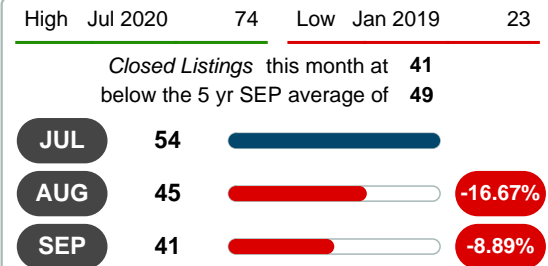


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.76%	28.8	2	1	1	0
\$100,001 - \$125,000	6	14.63%	31.0	2	4	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	15	36.59%	23.9	4	9	2	0
\$200,001 - \$300,000	6	14.63%	17.8	0	4	2	0
\$300,001 - \$375,000	5	12.20%	19.0	1	2	2	0
\$375,001 and up	5	12.20%	80.8	0	2	2	1
Total Closed Units	41			9	22	9	1
Total Closed Volume	9,293,447	100%	30.9	1.43M	4.43M	2.78M	660.00K
Average Closed Price	\$226,669			\$159,056	\$201,150	\$308,516	\$660,000

September 2022



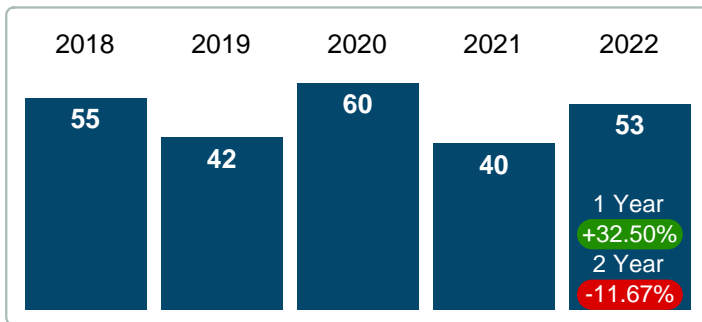
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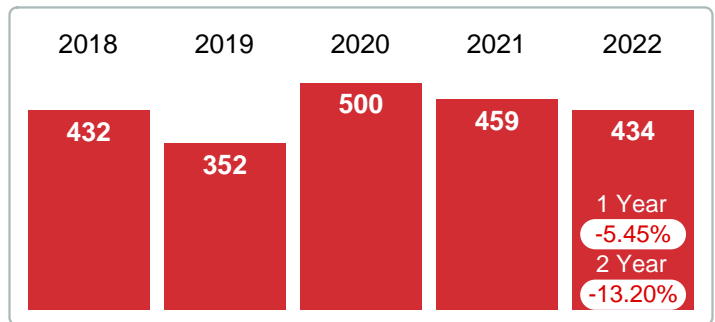
PENDING LISTINGS

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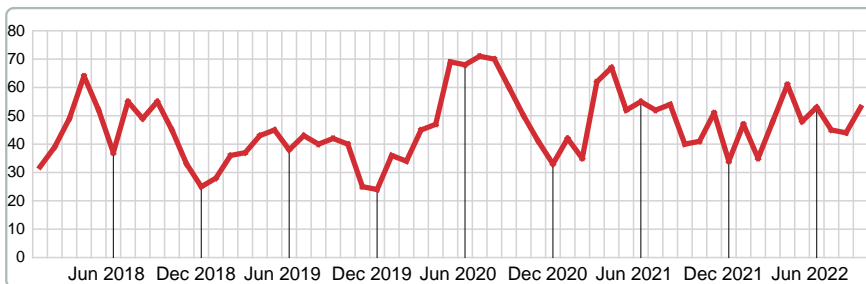
SEPTEMBER



YEAR TO DATE (YTD)

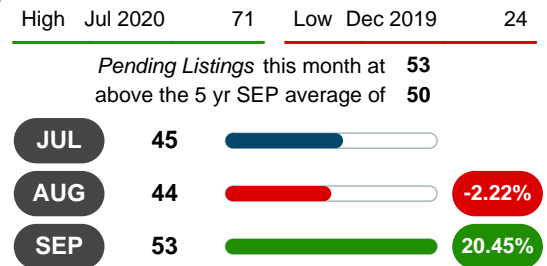


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$100,000 and less	5	9.43%	41.4	2	3	0	0
\$100,001 - \$125,000	3	5.66%	20.7	1	2	0	0
\$125,001 - \$175,000	10	18.87%	68.9	1	5	3	1
\$175,001 - \$250,000	15	28.30%	38.5	2	11	1	1
\$250,001 - \$300,000	7	13.21%	24.1	0	6	1	0
\$300,001 - \$375,000	6	11.32%	25.8	0	3	3	0
\$375,001 and up	7	13.21%	51.3	0	4	2	1
Total Pending Units	53			6	34	10	3
Total Pending Volume	12,915,662	100%	79.8	752.60K	8.65M	2.79M	728.65K
Average Listing Price	\$246,250			\$125,433	\$254,268	\$278,930	\$242,883

September 2022



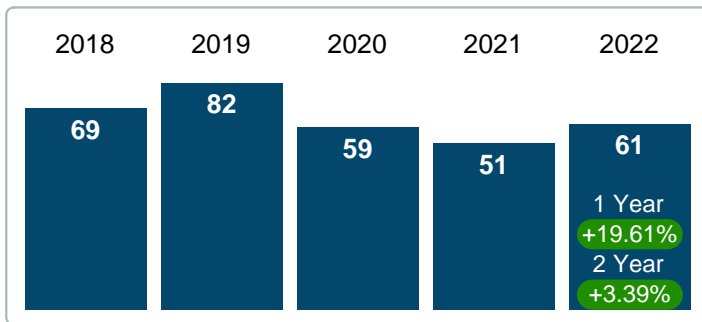
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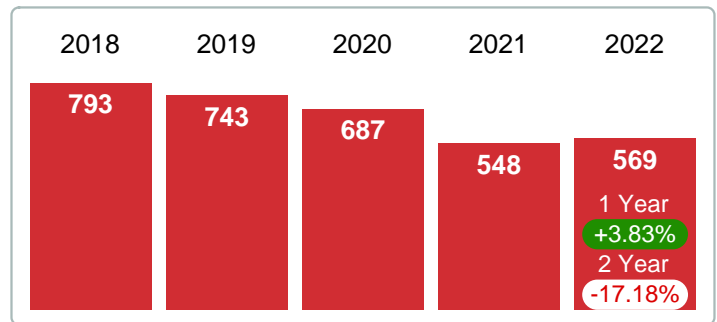
NEW LISTINGS

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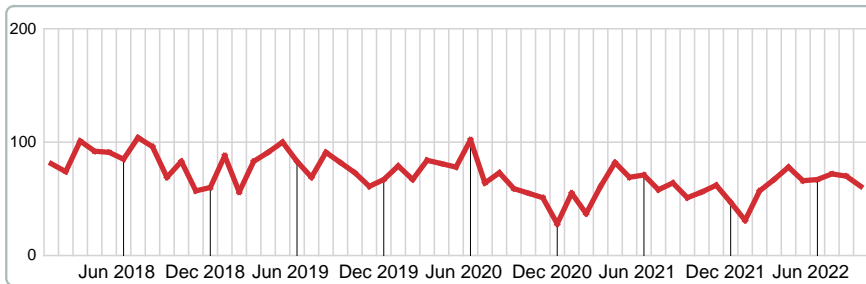
SEPTEMBER



YEAR TO DATE (YTD)

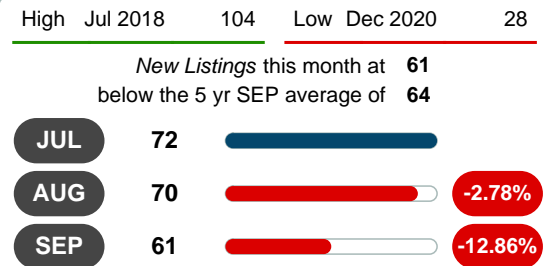


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 64



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	5	8.20%	1	3	1	0
\$100,001 - \$125,000	4	6.56%	0	4	0	0
\$125,001 - \$225,000	13	21.31%	2	6	4	1
\$225,001 - \$375,000	16	26.23%	0	9	7	0
\$375,001 - \$500,000	9	14.75%	0	3	4	2
\$500,001 - \$675,000	6	9.84%	2	2	2	0
\$675,001 and up	8	13.11%	0	1	6	1
Total New Listed Units	61		5	28	24	4
Total New Listed Volume	22,067,650	100%	1.53M	7.45M	11.16M	1.93M
Average New Listed Listing Price	\$295,000		\$305,680	\$265,968	\$464,896	\$483,663

September 2022



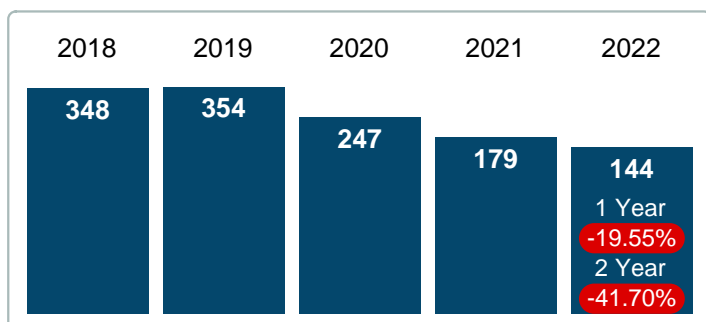
Area Delimited by County Of Cherokee - Residential Property Type



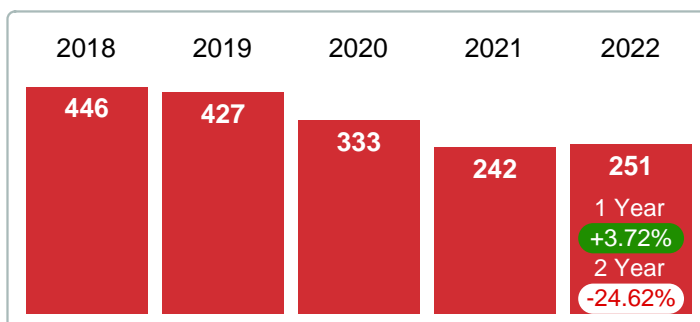
ACTIVE INVENTORY

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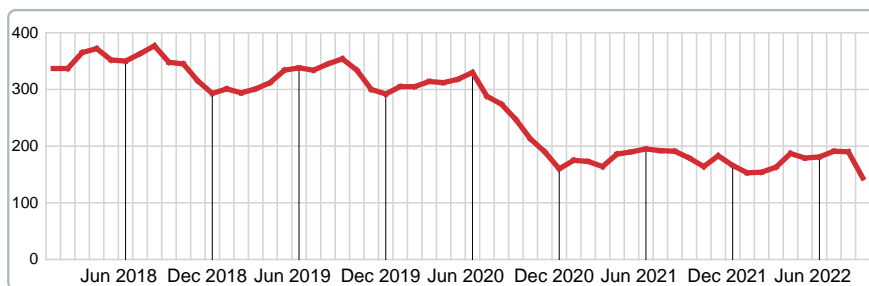
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

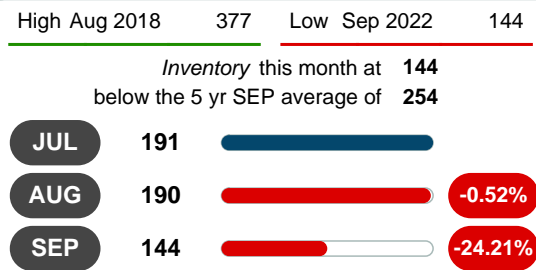


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 254



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	9.03%	68.8	6	6	1	0
\$100,001 - \$150,000	13	9.03%	60.7	4	7	2	0
\$150,001 - \$200,000	21	14.58%	78.9	5	13	3	0
\$200,001 - \$350,000	43	29.86%	77.5	4	23	15	1
\$350,001 - \$475,000	19	13.19%	67.1	1	9	7	2
\$475,001 - \$750,000	19	13.19%	57.4	2	8	8	1
\$750,001 and up	16	11.11%	76.7	2	4	8	2
Total Active Inventory by Units	144			24	70	44	6
Total Active Inventory by Volume	55,149,575	100%	71.3	7.27M	24.63M	20.10M	3.15M
Average Active Inventory Listing Price	\$382,983			\$302,938	\$351,849	\$456,789	\$525,158

September 2022



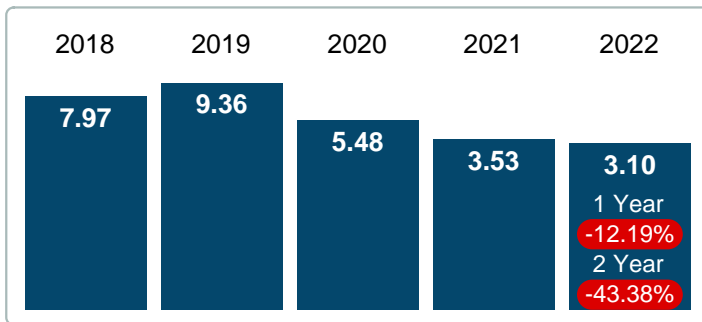
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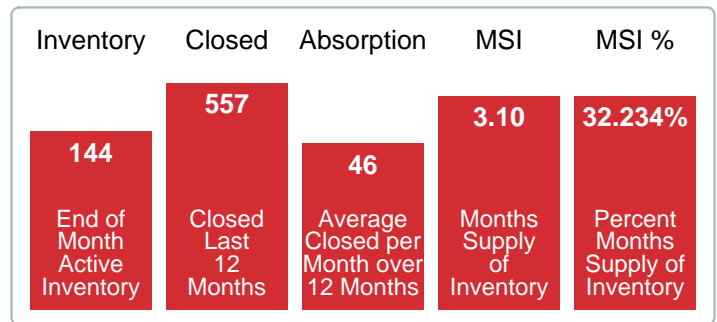
MONTHS SUPPLY of INVENTORY (MSI)

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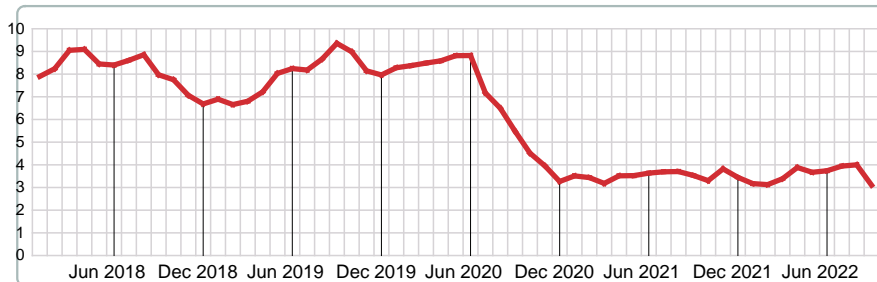
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

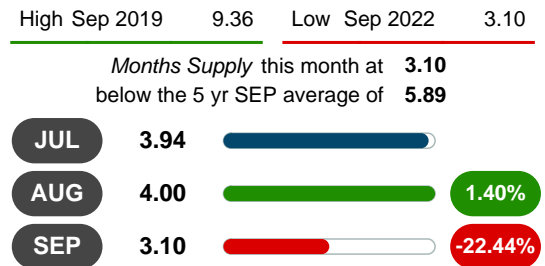


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.89



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
\$100,000 and less	13	9.03%	1.68	1.71	1.57	3.00	0.00
\$100,001 - \$150,000	13	9.03%	1.34	1.26	1.25	3.00	0.00
\$150,001 - \$200,000	21	14.58%	2.40	6.00	2.00	2.57	0.00
\$200,001 - \$350,000	43	29.86%	3.11	6.86	2.44	4.39	2.40
\$350,001 - \$475,000	19	13.19%	5.85	6.00	6.35	5.60	4.80
\$475,001 - \$750,000	19	13.19%	7.35	24.00	9.60	8.00	1.50
\$750,001 and up	16	11.11%	27.43	0.00	12.00	96.00	12.00
Market Supply of Inventory (MSI)			3.10	2.88	2.51	5.56	2.67
Total Active Inventory by Units		100%	3.10	24	70	44	6

September 2022



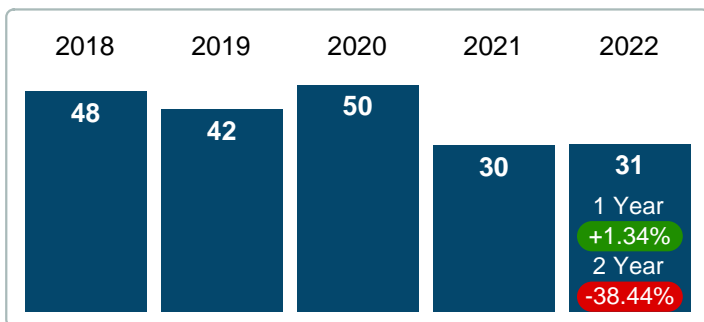
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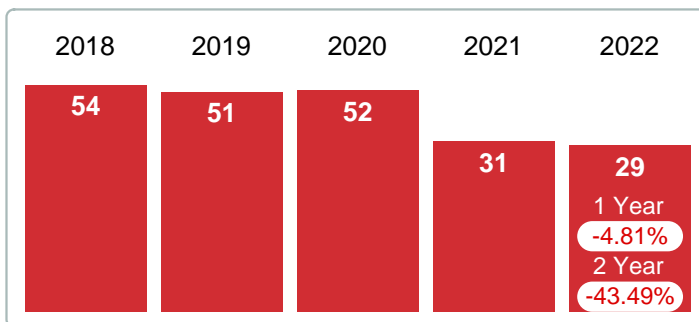
AVERAGE DAYS ON MARKET TO SALE

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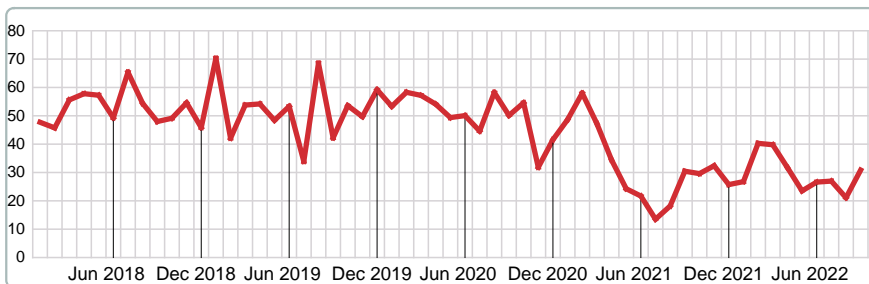
SEPTEMBER



YEAR TO DATE (YTD)

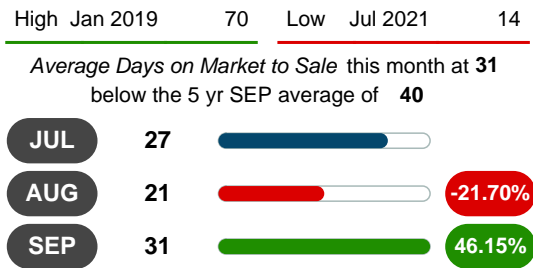


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$100,000 and less	9.76%	29	4	49	58	0
\$100,001 - \$125,000	14.63%	31	56	19	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	36.59%	24	11	14	94	0
\$200,001 - \$300,000	14.63%	18	0	7	40	0
\$300,001 - \$375,000	12.20%	19	7	31	14	0
\$375,001 and up	12.20%	81	0	53	12	274
Average Closed DOM		31	19	20	42	274
Total Closed Units	100%	31	9	22	9	1
Total Closed Volume		9,293,447	1.43M	4.43M	2.78M	660.00K

September 2022



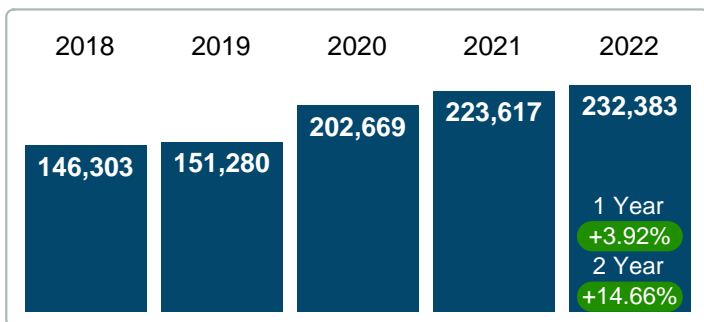
Area Delimited by County Of Cherokee - Residential Property Type



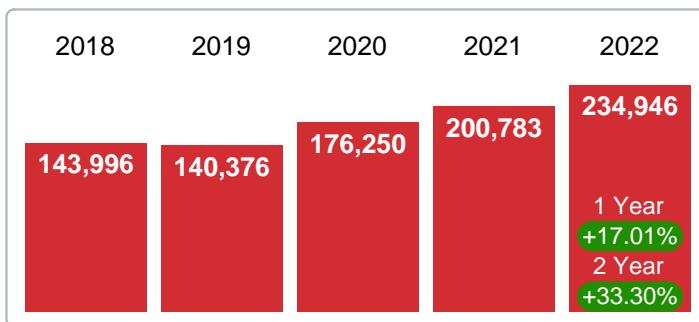
AVERAGE LIST PRICE AT CLOSING

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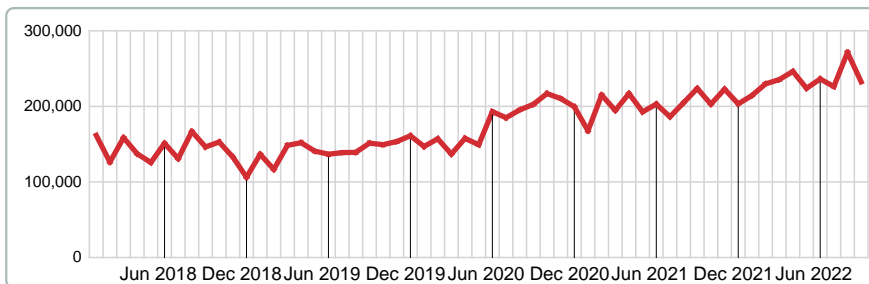
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

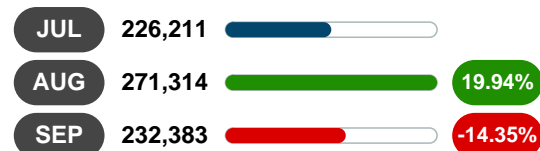


3 MONTHS

5 year SEP AVG = 191,250

High Aug 2022 271,314 Low Dec 2018 106,258

Average List Price at Closing this month at **232,383** above the 5 yr SEP average of **191,250**



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
\$100,000 and less	9.76%	78,975	78,500	79,900	79,000	0
\$100,001 - \$125,000	9.76%	116,650	115,000	123,325	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	41.46%	159,571	173,100	161,422	160,450	0
\$200,001 - \$300,000	14.63%	244,950	0	242,425	244,950	0
\$300,001 - \$375,000	9.76%	338,700	424,000	345,000	332,400	0
\$375,001 and up	14.63%	534,667	0	432,500	619,500	680,000
Average List Price		232,383	167,044	206,850	310,400	680,000
Total Closed Units	100%	232,383	9	22	9	1
Total Closed Volume		9,527,700	1.50M	4.55M	2.79M	680.00K

September 2022



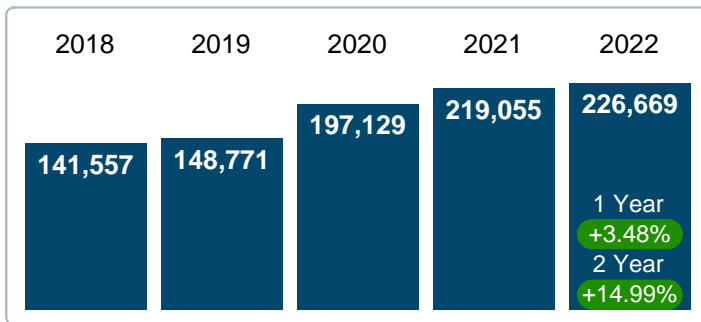
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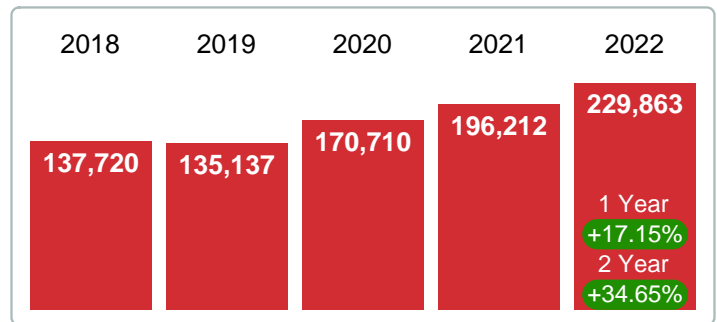
AVERAGE SOLD PRICE AT CLOSING

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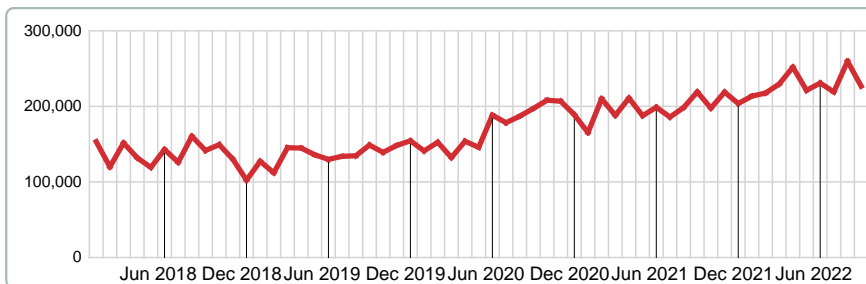
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

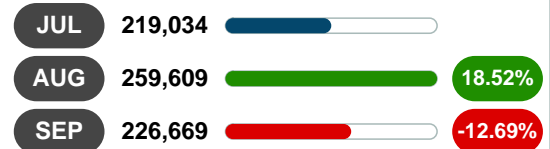


3 MONTHS

5 year SEP AVG = 186,636

High Aug 2022 259,609 Low Dec 2018 102,382

Average Sold Price at Closing this month at **226,669** above the 5 yr SEP average of **186,636**



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
\$100,000 and less	9.76%	71,750	78,500	65,000	65,000	0
\$100,001 - \$125,000	14.63%	118,500	110,000	122,750	0	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$200,000	36.59%	162,630	173,625	159,156	156,274	0
\$200,001 - \$300,000	14.63%	243,100	0	244,225	240,850	0
\$300,001 - \$375,000	12.20%	335,280	360,000	320,000	338,200	0
\$375,001 and up	12.20%	544,200	0	410,000	620,500	660,000
Average Sold Price		226,669	159,056	201,150	308,516	660,000
Total Closed Units	100%	226,669	9	22	9	1
Total Closed Volume		9,293,447	1.43M	4.43M	2.78M	660.00K

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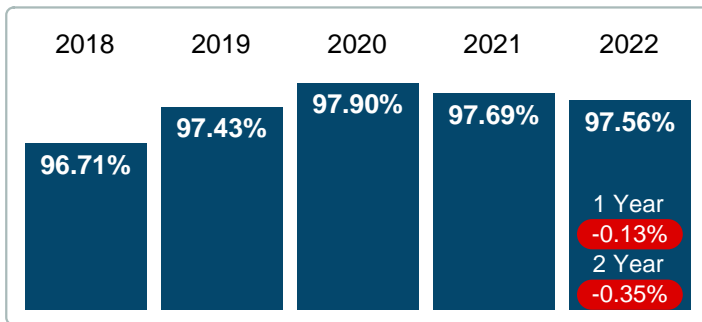
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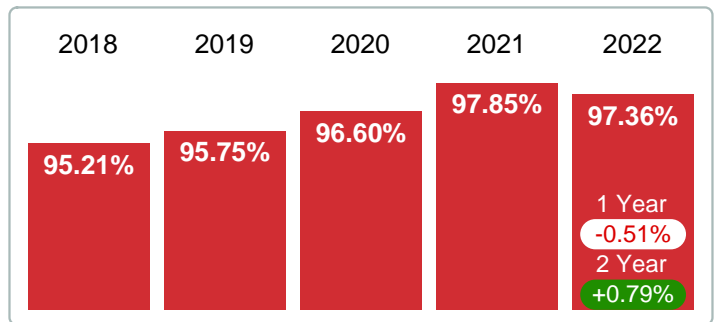
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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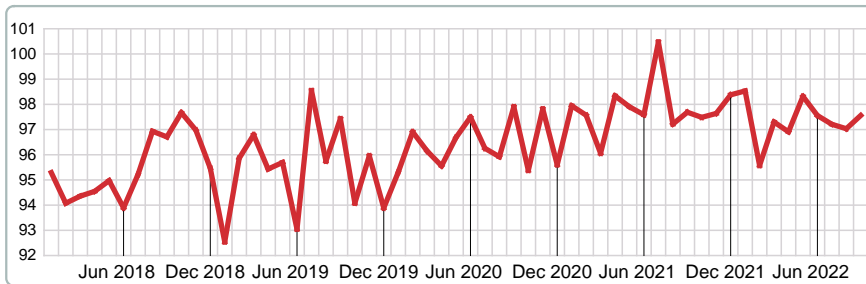
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

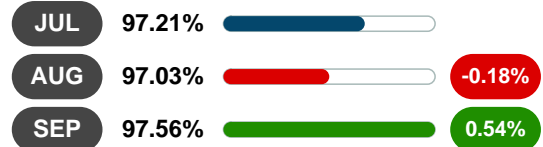


3 MONTHS

5 year SEP AVG = 97.46%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **97.56%**
above the 5 yr SEP average of **97.46%**



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	
\$100,000 and less	4	9.76%	90.91%	100.00%	81.35%	82.28%	0.00%	
\$100,001 - \$125,000	6	14.63%	98.36%	95.83%	99.63%	0.00%	0.00%	
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$125,001 - \$200,000	15	36.59%	98.98%	100.34%	98.69%	97.63%	0.00%	
\$200,001 - \$300,000	6	14.63%	99.92%	0.00%	100.91%	97.94%	0.00%	
\$300,001 - \$375,000	5	12.20%	95.01%	84.91%	93.15%	101.91%	0.00%	
\$375,001 and up	5	12.20%	97.38%	0.00%	94.77%	100.14%	97.06%	
Average Sold/List Ratio		97.60%		97.55%	97.61%	97.50%	97.06%	
Total Closed Units		41	100%	97.60%	9	22	9	1
Total Closed Volume		9,293,447			1.43M	4.43M	2.78M	660.00K

September 2022



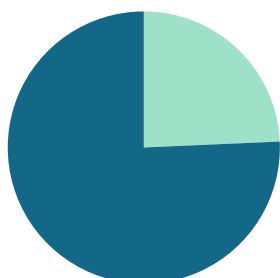
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Oct 11, 2022 for MLS Technology Inc.

INVENTORY

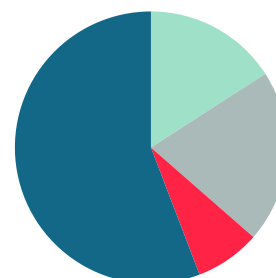


Inventory
 New Listings
61 = 24.30%
 Start Inventory
190
 Total Inventory Units
251
 Volume
\$84,880,736

Market Activity

Closed Sales
41 = 15.89%
 Pending Sales
53 = 20.54%
 Other Off Market
20 = 7.75%
 Active Inventory
144 = 55.81%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	41	-24.07%	441	420	-4.76%
Pending Sales	40	53	32.50%	459	434	-5.45%
New Listings	51	61	19.61%	548	569	3.83%
Average List Price	223,617	232,383	3.92%	200,783	234,946	17.01%
Average Sale Price	219,055	226,669	3.48%	196,212	229,863	17.15%
Average Percent of Selling Price to List Price	97.69%	97.56%	-0.13%	97.85%	97.36%	-0.51%
Average Days on Market to Sale	30.44	30.85	1.34%	30.79	29.30	-4.81%
Monthly Inventory	179	144	-19.55%	179	144	-19.55%
Months Supply of Inventory	3.53	3.10	-12.19%	3.53	3.10	-12.19%

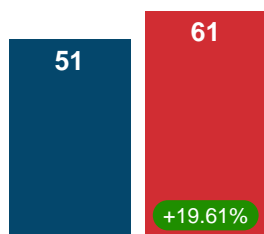
Absorption: Last 12 months, an Average of **46** Sales/Month

Inventory on September 30, 2022 = **144** 2021 2022

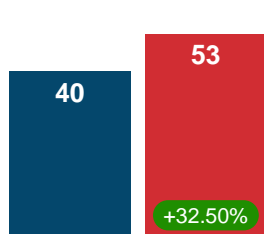
SEPTEMBER MARKET

AVERAGE PRICES

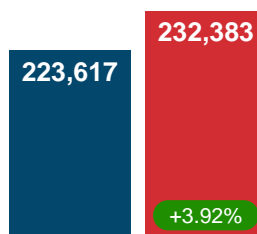
New Listings



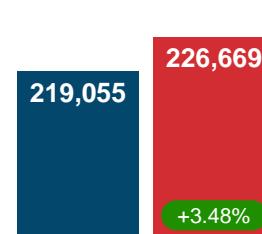
Pending Listings



List Price



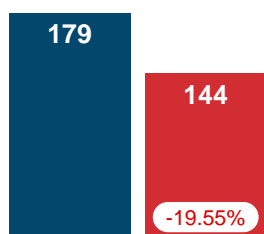
Sale Price



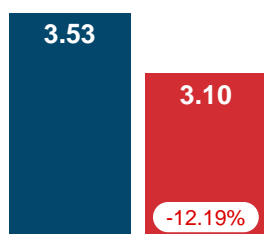
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

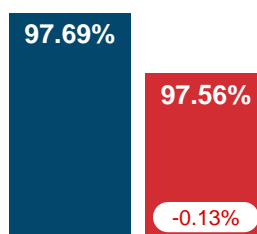
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

