

# December 2022



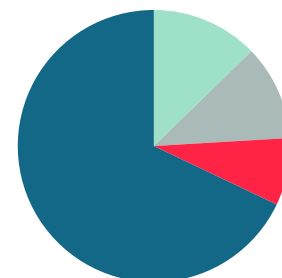
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	49	27	-44.90%
Pending Listings	34	24	-29.41%
New Listings	47	24	-48.94%
Median List Price	157,000	197,500	25.80%
Median Sale Price	159,900	185,000	15.70%
Median Percent of Selling Price to List Price	100.00%	96.67%	-3.33%
Median Days on Market to Sale	8.00	21.00	162.50%
End of Month Inventory	166	144	-13.25%
Months Supply of Inventory	3.45	3.31	-3.95%



■ Closed (12.74%)  
■ Pending (11.32%)  
■ Other OffMarket (8.02%)  
■ Active (67.92%)

**Absorption:** Last 12 months, an Average of **44** Sales/Month  
**Active Inventory** as of December 31, 2022 = **144**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 decreased **13.25%** to 144 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **3.31** 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 **15.70%** in December 2022 to \$185,000 versus the previous year at \$159,900.

#### Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 13.00 days or **162.50%** in December 2022 compared to last year's same month at **8.00** DOM.

#### Sales Success for December 2022 is Positive

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

There were 24 New Listings in December 2022, down **48.94%** from last year at 47. Furthermore, there were 27 Closed Listings this month versus last year at 49, a **-44.90%** decrease.

Closed versus Listed trends yielded a **112.5%** ratio, up from previous year's, December 2021, at **104.3%**, a **7.91%** upswing. This will certainly create pressure on a decreasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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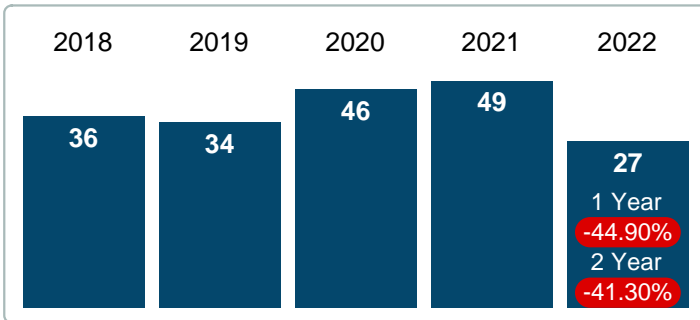
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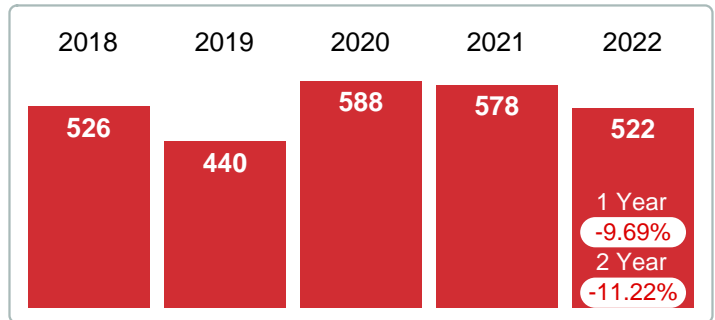
## CLOSED LISTINGS

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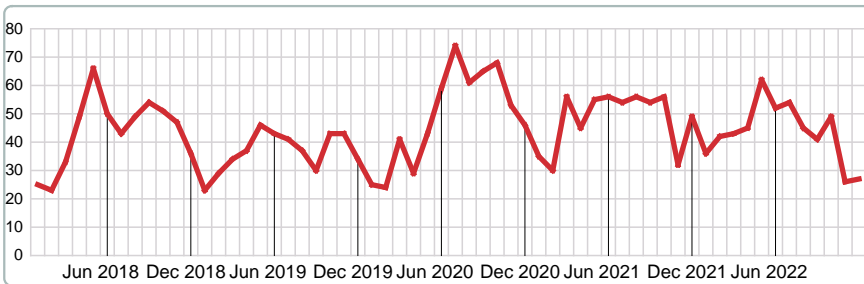
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

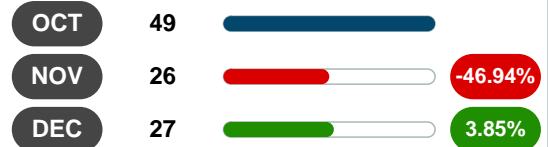


### 3 MONTHS

5 year DEC AVG = 38

High Jul 2020 74 Low Jan 2019 23

Closed Listings this month at 27  
below the 5 yr DEC average of 38



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	5	18.52%	12.0	4	1	0	0
\$125,001 - \$150,000	3	11.11%	33.0	0	1	2	0
\$150,001 - \$225,000	7	25.93%	38.0	0	6	1	0
\$225,001 - \$325,000	5	18.52%	12.0	0	3	2	0
\$325,001 - \$425,000	4	14.81%	13.0	0	1	2	1
\$425,001 and up	3	11.11%	1.0	0	2	1	0
<b>Total Closed Units</b>	<b>27</b>			<b>4</b>	<b>14</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,068,950</b>	<b>100%</b>	<b>21.0</b>	<b>282.50K</b>	<b>3.30M</b>	<b>2.09M</b>	<b>400.00K</b>
<b>Median Closed Price</b>	<b>\$185,000</b>			<b>\$67,500</b>	<b>\$192,450</b>	<b>\$243,250</b>	<b>\$400,000</b>

# December 2022



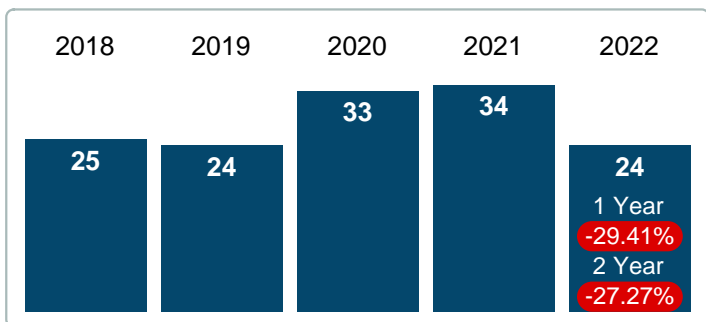
Area Delimited by County Of Cherokee - Residential Property Type



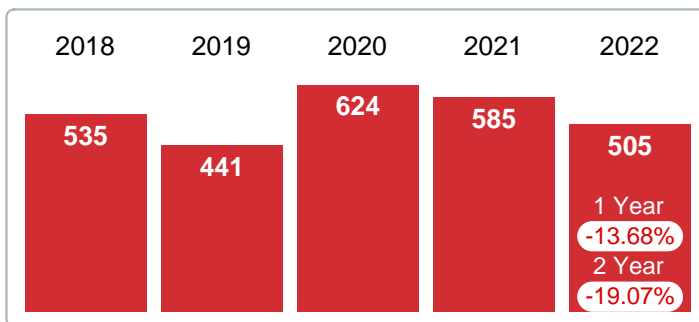
## PENDING LISTINGS

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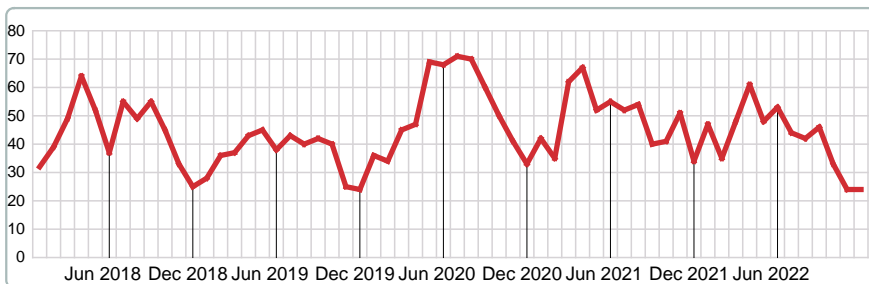
### DECEMBER



### YEAR TO DATE (YTD)

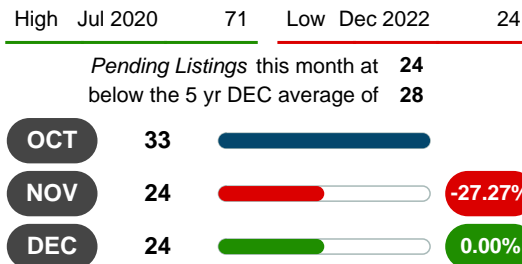


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 28



### 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	<b>2</b>	8.33%	73.5	1	1	0	0
\$75,001 - \$150,000	<b>3</b>	12.50%	53.0	0	2	1	0
\$150,001 - \$150,000	<b>0</b>	0.00%	53.0	0	0	0	0
\$150,001 - \$225,000	<b>10</b>	41.67%	25.5	1	6	3	0
\$225,001 - \$250,000	<b>3</b>	12.50%	73.0	0	2	1	0
\$250,001 - \$275,000	<b>1</b>	4.17%	2.0	0	0	0	1
\$275,001 and up	<b>5</b>	20.83%	78.0	2	1	1	1
<b>Total Pending Units</b>	<b>24</b>			<b>4</b>	<b>12</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>5,005,100</b>	<b>100%</b>	<b>35.0</b>	<b>985.60K</b>	<b>2.14M</b>	<b>1.23M</b>	<b>655.00K</b>
<b>Median Listing Price</b>	<b>\$181,200</b>			<b>\$231,950</b>	<b>\$169,800</b>	<b>\$188,700</b>	<b>\$327,500</b>

# December 2022



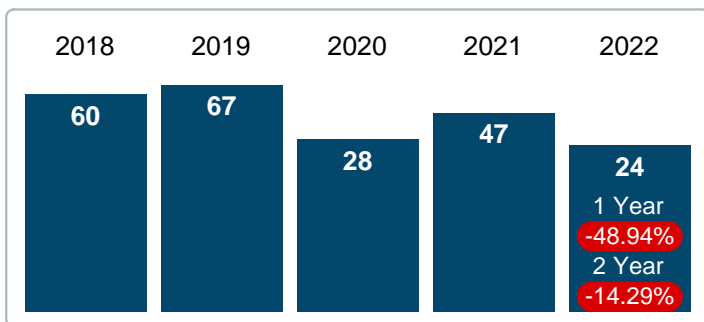
Area Delimited by County Of Cherokee - Residential Property Type



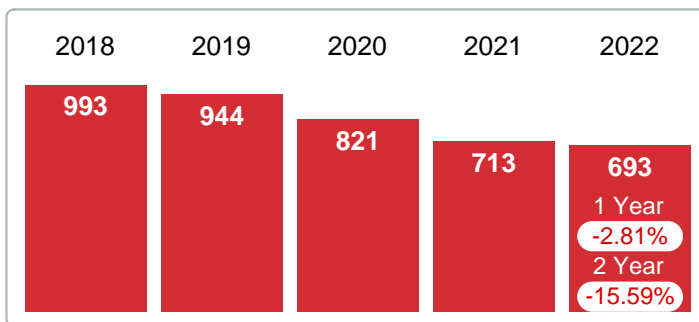
## NEW LISTINGS

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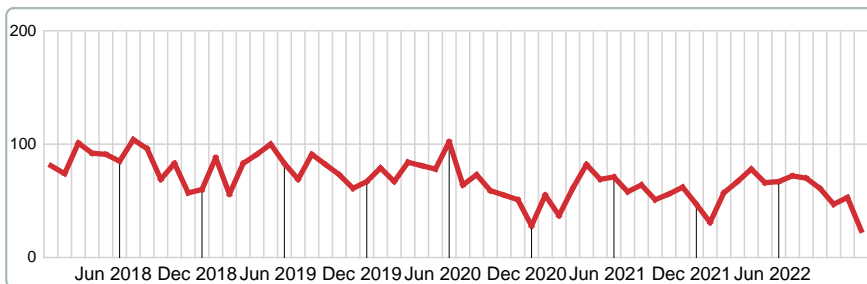
### DECEMBER



### YEAR TO DATE (YTD)

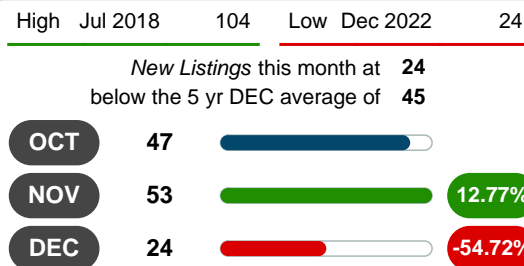


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 45



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	4.17%	0	1	0	0
\$125,001 - \$150,000	3	12.50%	1	2	0	0
\$150,001 - \$200,000	5	20.83%	2	2	1	0
\$200,001 - \$275,000	5	20.83%	0	3	1	1
\$275,001 - \$300,000	5	20.83%	0	1	4	0
\$300,001 - \$425,000	2	8.33%	0	2	0	0
\$425,001 and up	3	12.50%	1	1	1	0
<b>Total New Listed Units</b>	<b>24</b>		<b>4</b>	<b>12</b>	<b>7</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,520,900</b>	<b>100%</b>	<b>1.08M</b>	<b>4.10M</b>	<b>2.07M</b>	<b>265.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$262,450</b>		<b>\$174,500</b>	<b>\$231,800</b>	<b>\$293,500</b>	<b>\$265,000</b>

# December 2022



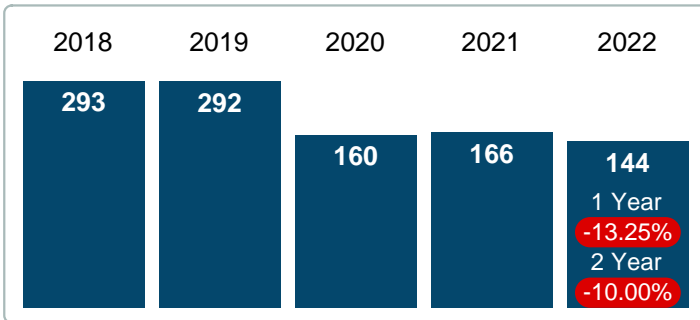
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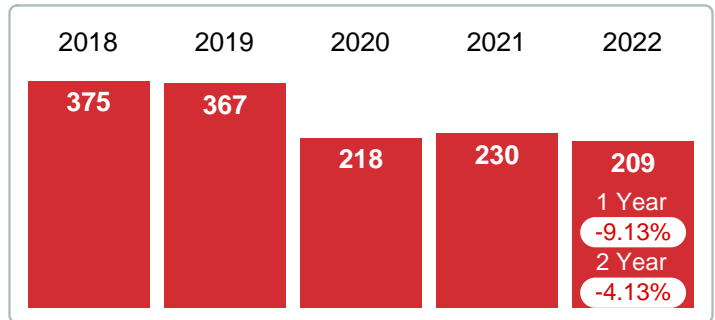
## ACTIVE INVENTORY

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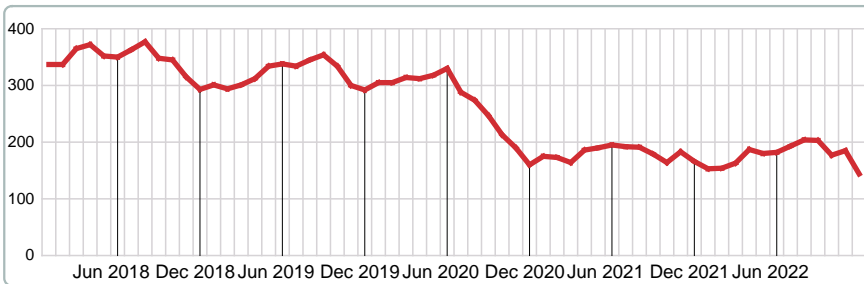
### END OF DECEMBER



### ACTIVE DURING DECEMBER

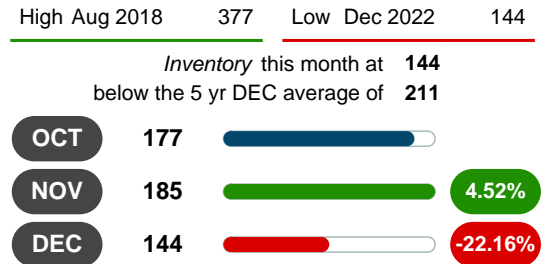


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 211



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	5.56%	96.5	3	5	0	0
\$100,001 - \$150,000	20	13.89%	63.0	8	11	1	0
\$150,001 - \$225,000	24	16.67%	72.5	5	15	4	0
\$225,001 - \$350,000	38	26.39%	61.0	2	23	12	1
\$350,001 - \$475,000	19	13.19%	107.0	1	10	5	3
\$475,001 - \$750,000	19	13.19%	102.0	3	7	7	2
\$750,001 and up	16	11.11%	114.0	1	5	7	3
<b>Total Active Inventory by Units</b>	<b>144</b>			<b>23</b>	<b>76</b>	<b>36</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>54,842,574</b>	<b>100%</b>	<b>86.0</b>	<b>6.07M</b>	<b>27.23M</b>	<b>16.53M</b>	<b>5.01M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$287,900</b>			<b>\$159,900</b>	<b>\$254,450</b>	<b>\$380,000</b>	<b>\$495,000</b>

# December 2022



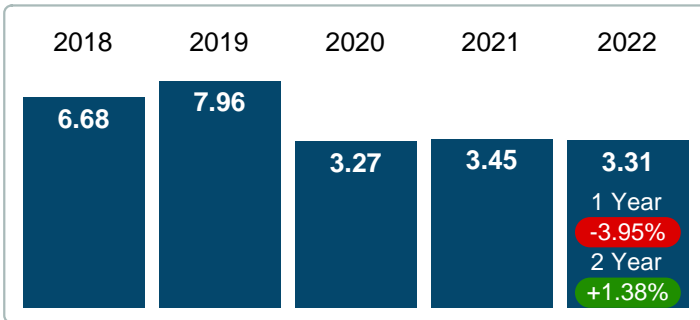
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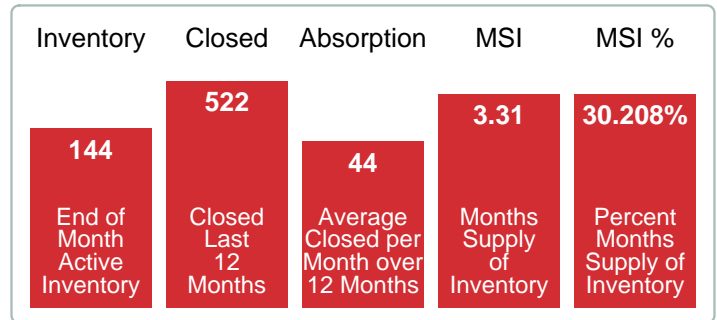
## MONTHS SUPPLY of INVENTORY (MSI)

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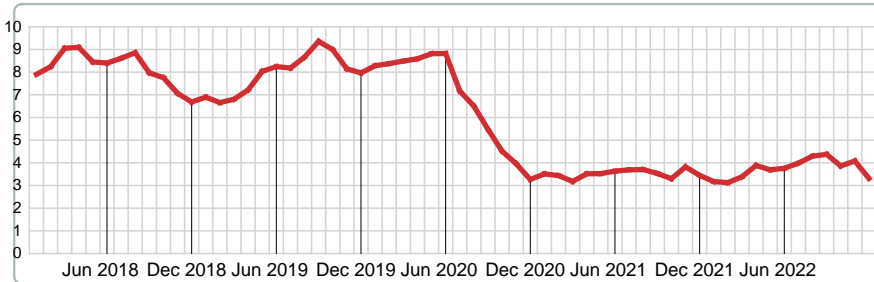
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

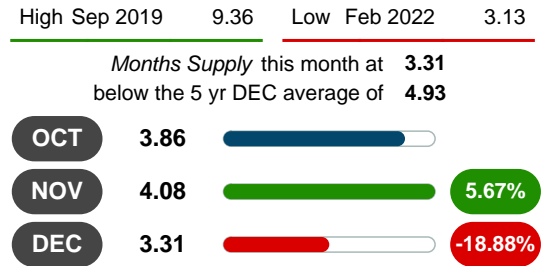


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.93



### 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	8	5.56%	1.20	1.03	1.43	0.00	0.00
\$100,001 - \$150,000	20	13.89%	2.45	2.91	2.44	1.33	0.00
\$150,001 - \$225,000	24	16.67%	2.03	4.62	1.68	2.82	0.00
\$225,001 - \$350,000	38	26.39%	3.62	6.00	3.41	3.89	3.00
\$350,001 - \$475,000	19	13.19%	6.16	6.00	7.50	4.62	6.00
\$475,001 - \$750,000	19	13.19%	7.13	36.00	7.00	7.00	3.43
\$750,001 and up	16	11.11%	27.43	12.00	20.00	84.00	18.00
Market Supply of Inventory (MSI)			3.31	3.10	2.90	4.75	4.00
Total Active Inventory by Units		100%	3.31	23	76	36	9

# December 2022



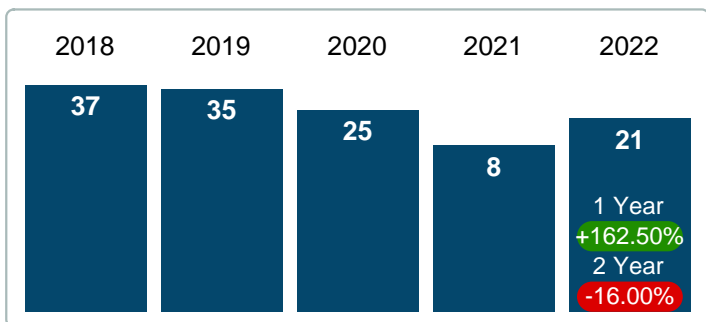
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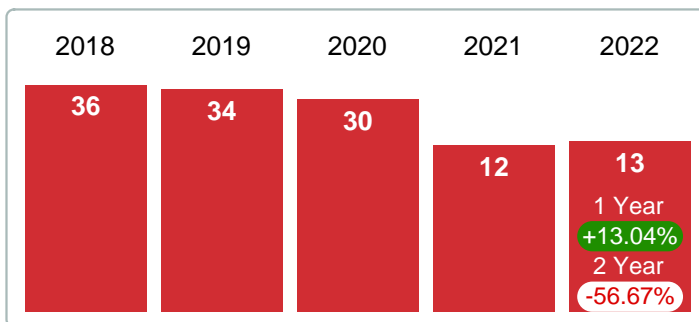
## MEDIAN DAYS ON MARKET TO SALE

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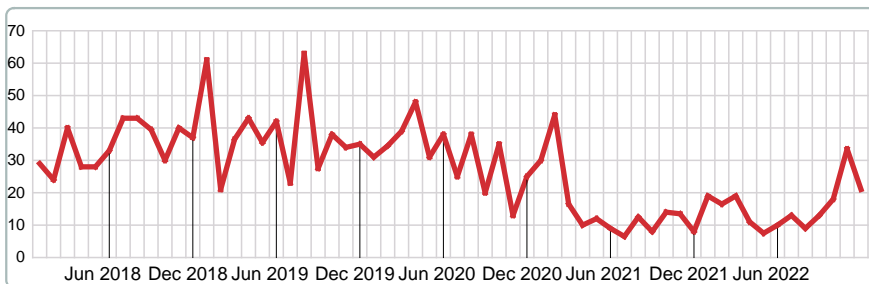
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 25

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 21 below the 5 yr DEC average of 25



### 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
\$50,000 and less	0.00%	114	0	0	0	0
\$50,001 - \$125,000	18.52%	12	14	5	0	0
\$125,001 - \$150,000	11.11%	33	0	39	31	0
\$150,001 - \$225,000	25.93%	38	0	34	98	0
\$225,001 - \$325,000	18.52%	12	0	12	148	0
\$325,001 - \$425,000	14.81%	13	0	15	56	1
\$425,001 and up	11.11%	1	0	1	176	0
Median Closed DOM		21	14	18	66	1
Total Closed Units	100%	27	4	14	8	1
Total Closed Volume		6,068,950	282.50K	3.30M	2.09M	400.00K

# December 2022



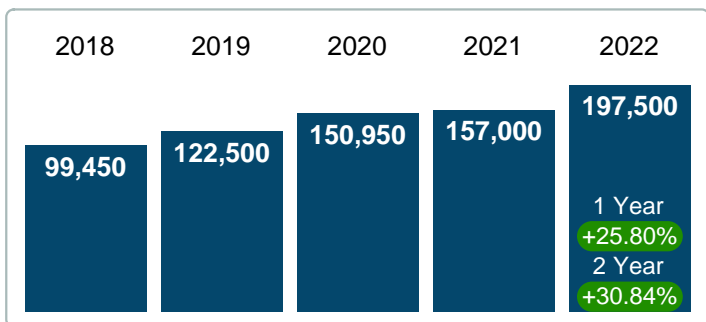
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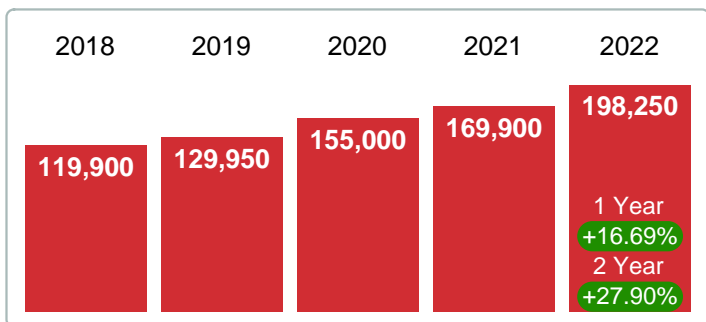
## MEDIAN LIST PRICE AT CLOSING

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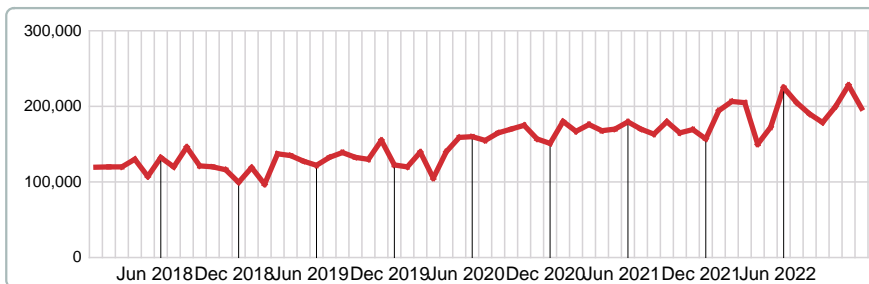
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

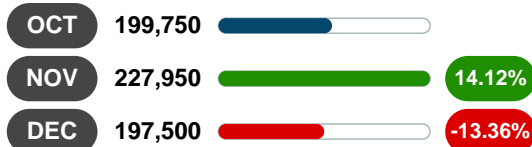


### 3 MONTHS

5 year DEC AVG = 145,480

High Nov 2022 227,950 Low Feb 2019 97,000

Median List Price at Closing this month at 197,500 above the 5 yr DEC average of 145,480



### 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
\$50,000 and less	0.00%	1	0	0	0	0
\$50,001 - \$125,000	18.52%	79,900	77,450	84,900	0	0
\$125,001 - \$150,000	7.41%	148,450	0	0	148,450	0
\$150,001 - \$225,000	29.63%	177,450	0	175,900	197,500	0
\$225,001 - \$325,000	18.52%	250,000	0	239,900	254,950	0
\$325,001 - \$425,000	14.81%	399,350	0	398,700	368,750	412,900
\$425,001 and up	11.11%	450,000	0	450,000	479,000	0
<b>Median List Price</b>		<b>197,500</b>	<b>77,450</b>	<b>198,200</b>	<b>254,950</b>	<b>412,900</b>
<b>Total Closed Units</b>		<b>27</b>	<b>4</b>	<b>14</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,332,299</b>	<b>304.90K</b>	<b>3.39M</b>	<b>2.22M</b>	<b>412.90K</b>



# December 2022



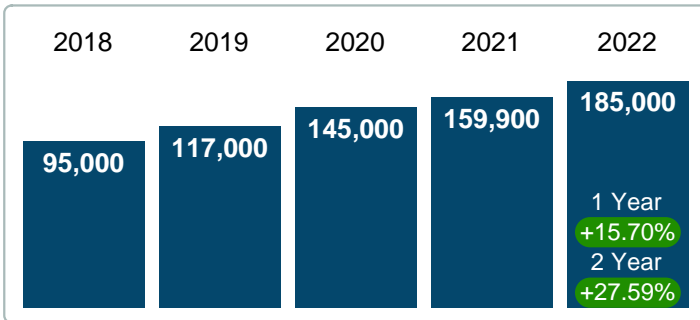
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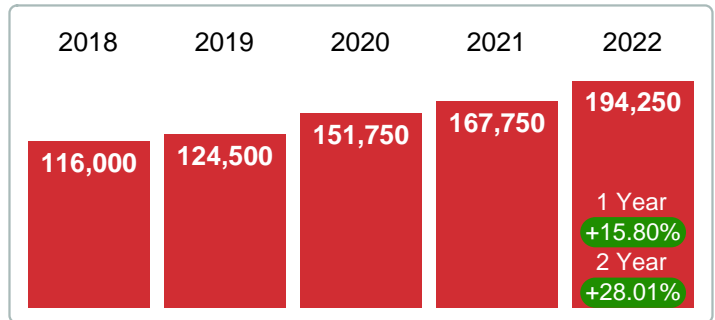
## MEDIAN SOLD PRICE AT CLOSING

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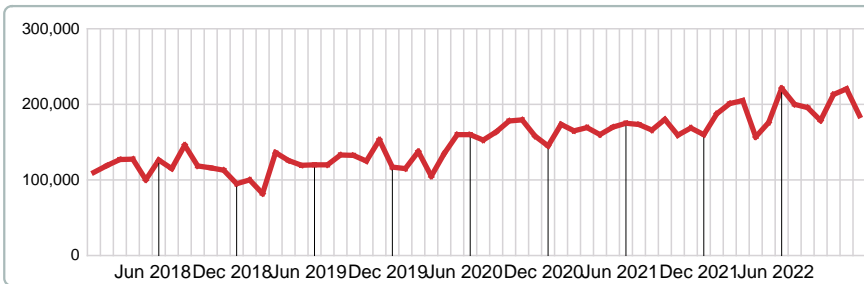
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

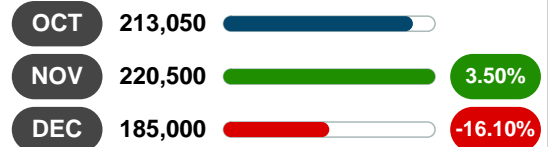


### 3 MONTHS

5 year DEC AVG = 140,380

High Jun 2022 221,200 Low Feb 2019 82,000

Median Sold Price at Closing this month at **185,000** above the 5 yr DEC average of **140,380**



### 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
\$50,000 and less	0	0.00%	450,000	0	0	0	0
\$50,001 - \$125,000	5	18.52%	70,000	67,500	78,000	0	0
\$125,001 - \$150,000	3	11.11%	145,000	0	145,000	142,250	0
\$150,001 - \$225,000	7	25.93%	173,900	0	170,200	185,000	0
\$225,001 - \$325,000	5	18.52%	238,000	0	238,000	243,250	0
\$325,001 - \$425,000	4	14.81%	360,000	0	375,000	338,125	400,000
\$425,001 and up	3	11.11%	450,000	0	442,500	455,000	0
Median Sold Price			185,000	67,500	192,450	243,250	400,000
Total Closed Units		100%	185,000	4	14	8	1
Total Closed Volume			6,068,950	282.50K	3.30M	2.09M	400.00K

# December 2022



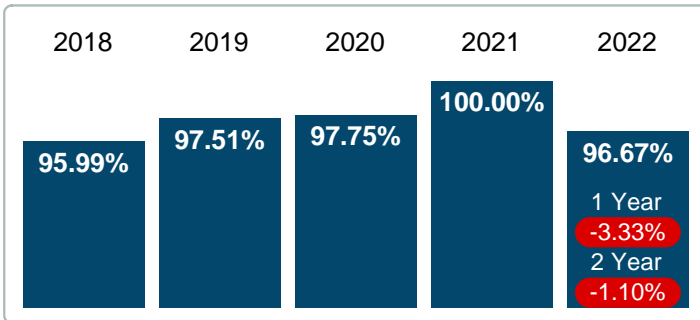
Area Delimited by County Of Cherokee - Residential Property Type



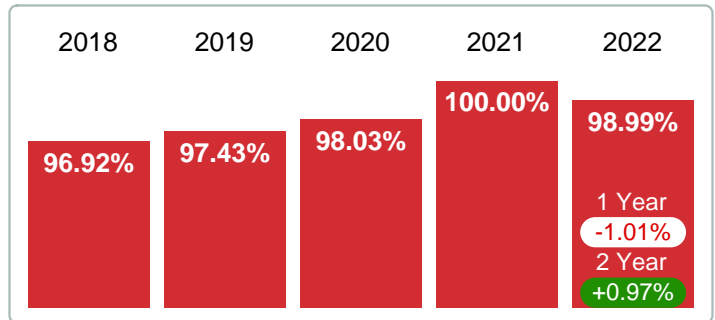
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2023 for MLS Technology Inc.

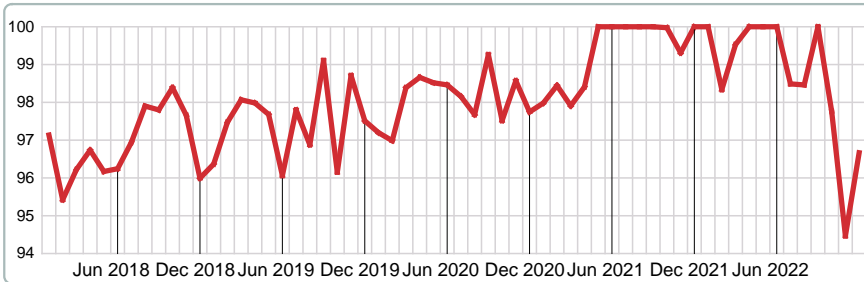
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

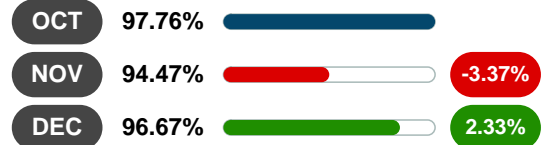


### 3 MONTHS

5 year DEC AVG = 97.58%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **96.67%**  
 below the 5 yr DEC average of **97.58%**



### 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
\$50,000 and less	0	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	5	18.52%	91.87%	93.80%	91.87%	0.00%	0.00%
\$125,001 - \$150,000	3	11.11%	94.16%	0.00%	94.16%	95.80%	0.00%
\$150,001 - \$225,000	7	25.93%	94.67%	0.00%	97.34%	93.67%	0.00%
\$225,001 - \$325,000	5	18.52%	98.69%	0.00%	100.00%	95.35%	0.00%
\$325,001 - \$425,000	4	14.81%	95.47%	0.00%	94.06%	92.20%	96.88%
\$425,001 and up	3	11.11%	96.67%	0.00%	98.33%	94.99%	0.00%
Median Sold/List Ratio		96.67%		93.80%	97.31%	94.33%	96.88%
Total Closed Units		27	100%	4	14	8	1
Total Closed Volume		6,068,950		282.50K	3.30M	2.09M	400.00K

# December 2022



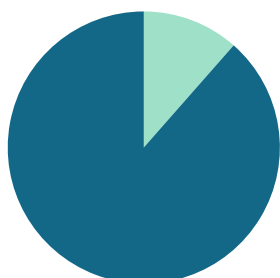
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

### INVENTORY

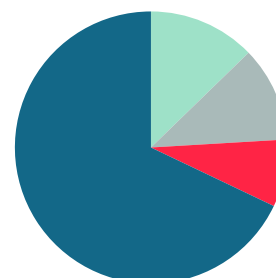


**Inventory**  
 New Listings  
**24 = 11.48%**  
 Start Inventory  
**185**  
 Total Inventory Units  
**209**  
 Volume  
**\$71,425,335**

### Market Activity

Closed Sales  
**27 = 12.74%**  
 Pending Sales  
**24 = 11.32%**  
 Other Off Market  
**17 = 8.02%**  
 Active Inventory  
**144 = 67.92%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	49	27	-44.90%	578	522	-9.69%
Pending Sales	34	24	-29.41%	585	505	-13.68%
New Listings	47	24	-48.94%	713	693	-2.81%
Median List Price	157,000	197,500	25.80%	169,900	198,250	16.69%
Median Sale Price	159,900	185,000	15.70%	167,750	194,250	15.80%
Median Percent of Selling Price to List Price	100.00%	96.67%	-3.33%	100.00%	98.99%	-1.01%
Median Days on Market to Sale	8.00	21.00	162.50%	11.50	13.00	13.04%
Monthly Inventory	166	144	-13.25%	166	144	-13.25%
Months Supply of Inventory	3.45	3.31	-3.95%	3.45	3.31	-3.95%

**Absorption:** Last 12 months, an Average of **44** Sales/Month

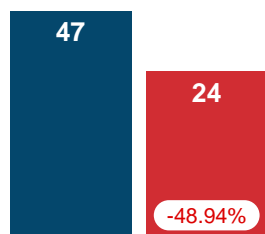
**Inventory** on December 31, 2022 = **144**

**2021** **2022**

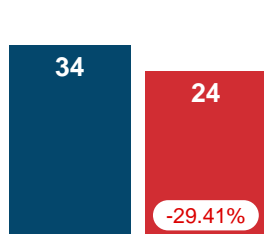
### DECEMBER MARKET

### MEDIAN PRICES

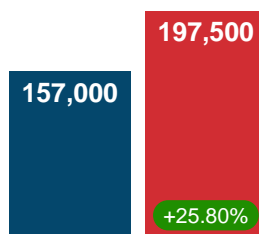
#### New Listings



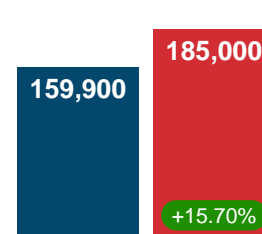
#### Pending Listings



#### List Price



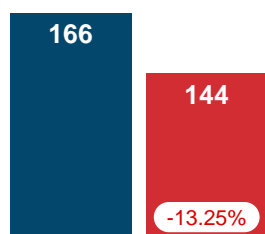
#### Sale Price



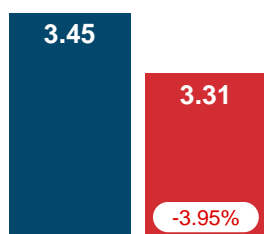
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

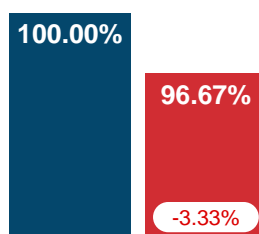
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

