

# November 2022



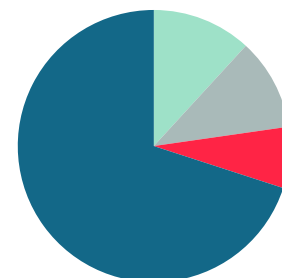
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	32	26	-18.75%
Pending Listings	51	24	-52.94%
New Listings	62	53	-14.52%
Average List Price	222,710	268,991	20.78%
Average Sale Price	218,791	252,781	15.54%
Average Percent of Selling Price to List Price	97.64%	92.44%	-5.32%
Average Days on Market to Sale	32.38	57.62	77.96%
End of Month Inventory	183	154	-15.85%
Months Supply of Inventory	3.82	3.40	-11.05%



■ Closed (11.82%)  
■ Pending (10.91%)  
■ Other OffMarket (7.27%)  
■ Active (70.00%)

**Absorption:** Last 12 months, an Average of **45** Sales/Month  
**Active Inventory** as of November 30, 2022 = **154**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 decreased **15.85%** to 154 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **3.40** 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 **15.54%** in November 2022 to \$252,781 versus the previous year at \$218,791.

#### Average Days on Market Lengthens

The average number of **57.62** days that homes spent on the market before selling increased by 25.24 days or **77.96%** in November 2022 compared to last year's same month at **32.38** DOM.

#### Sales Success for November 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 53 New Listings in November 2022, down **14.52%** from last year at 62. Furthermore, there were 26 Closed Listings this month versus last year at 32, a **-18.75%** decrease.

Closed versus Listed trends yielded a **49.1%** ratio, down from previous year's, November 2021, at **51.6%**, a **4.95%** downswing. 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>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

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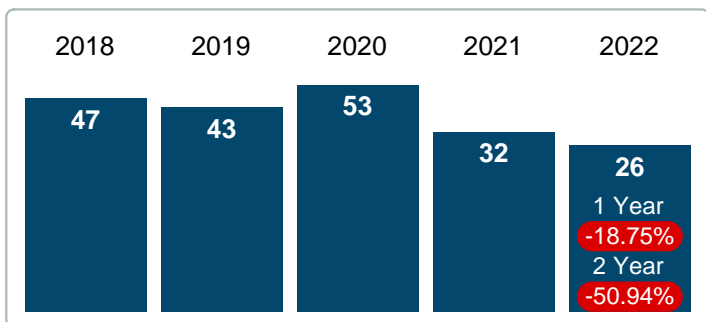
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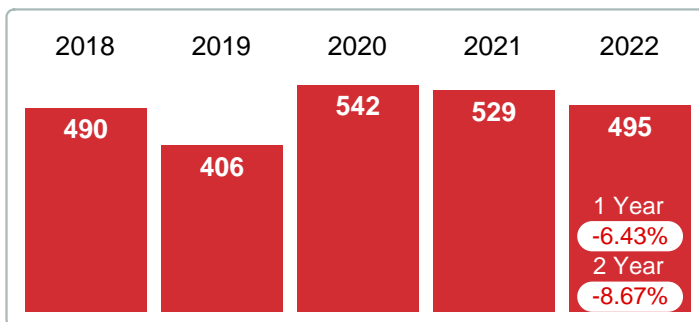
## CLOSED LISTINGS

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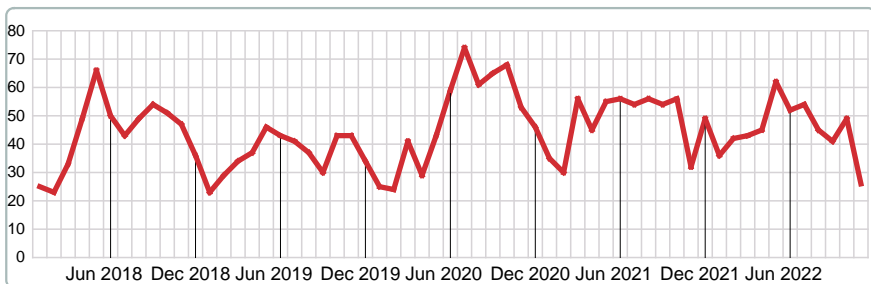
### NOVEMBER



### YEAR TO DATE (YTD)

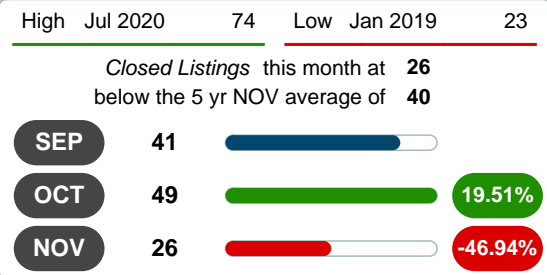


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.85%	14.0	0	1	0	0
\$25,001 - \$100,000	3	11.54%	32.0	2	1	0	0
\$100,001 - \$175,000	6	23.08%	111.5	4	2	0	0
\$175,001 - \$250,000	6	23.08%	32.3	0	5	1	0
\$250,001 - \$325,000	4	15.38%	17.5	0	4	0	0
\$325,001 - \$575,000	3	11.54%	74.3	0	2	1	0
\$575,001 and up	3	11.54%	77.3	0	2	1	0
<b>Total Closed Units</b>	<b>26</b>			<b>6</b>	<b>17</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,572,312</b>	<b>100%</b>	<b>57.6</b>	<b>639.50K</b>	<b>4.79M</b>	<b>1.15M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$252,781</b>			<b>\$106,583</b>	<b>\$281,554</b>	<b>\$382,133</b>	<b>\$0</b>

# November 2022



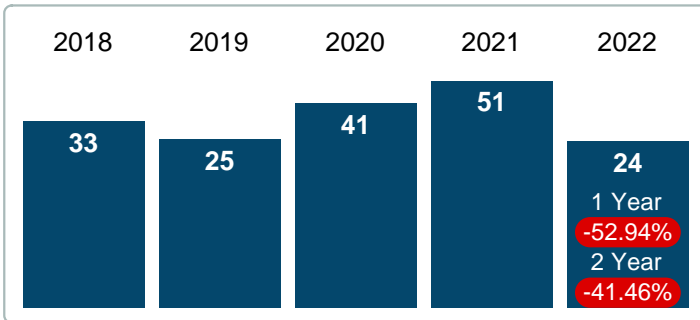
Area Delimited by County Of Cherokee - Residential Property Type



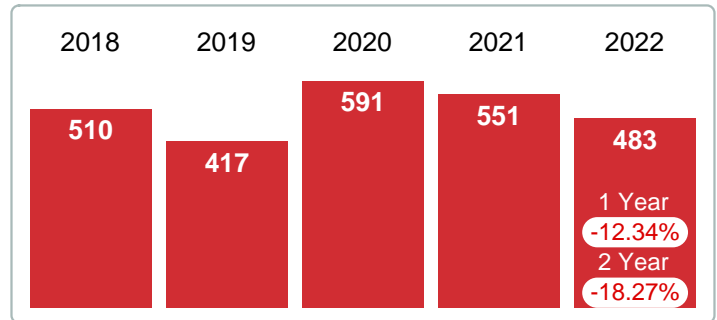
## PENDING LISTINGS

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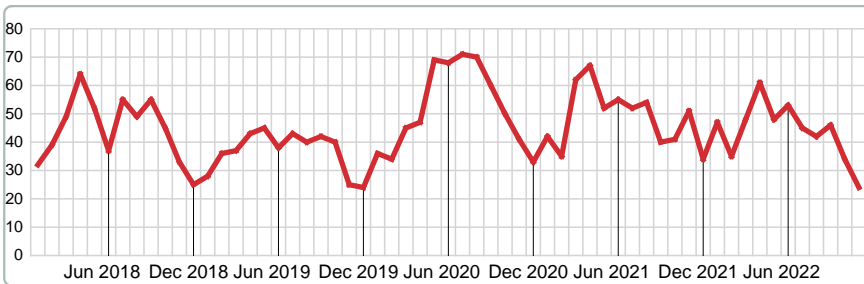
### NOVEMBER



### YEAR TO DATE (YTD)

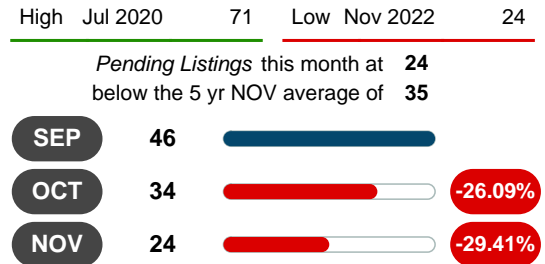


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	2	8.33%	10.5	2	0	0	0
\$90,001 - \$140,000	2	8.33%	52.5	0	2	0	0
\$140,001 - \$170,000	5	20.83%	61.0	2	1	2	0
\$170,001 - \$230,000	6	25.00%	72.3	1	4	1	0
\$230,001 - \$250,000	3	12.50%	161.7	0	2	1	0
\$250,001 - \$450,000	5	20.83%	21.6	0	2	2	1
\$450,001 and up	1	4.17%	181.0	0	0	1	0
<b>Total Pending Units</b>	<b>24</b>			<b>5</b>	<b>11</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,451,000</b>	<b>100%</b>	<b>110.0</b>	<b>657.90K</b>	<b>2.52M</b>	<b>1.86M</b>	<b>412.90K</b>
<b>Average Listing Price</b>	<b>\$125,950</b>			<b>\$131,580</b>	<b>\$229,345</b>	<b>\$265,343</b>	<b>\$412,900</b>

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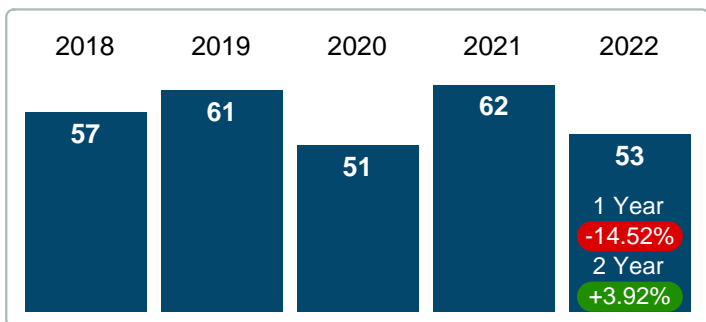
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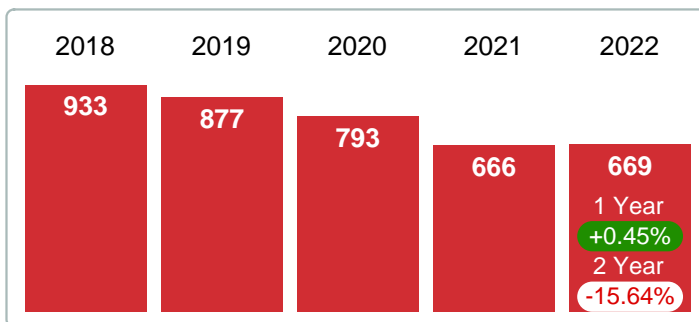
## NEW LISTINGS

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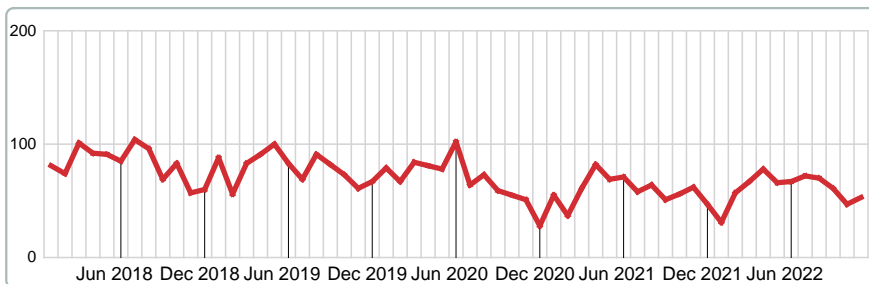
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 57

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 53  
below the 5 yr NOV average of 57



### 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	6	11.32%	4	2	0	0
\$100,001 - \$130,000	5	9.43%	1	3	1	0
\$130,001 - \$160,000	6	11.32%	1	5	0	0
\$160,001 - \$240,000	13	24.53%	1	9	3	0
\$240,001 - \$350,000	11	20.75%	1	7	3	0
\$350,001 - \$460,000	7	13.21%	0	4	0	3
\$460,001 and up	5	9.43%	2	3	0	0
<b>Total New Listed Units</b>	<b>53</b>		<b>10</b>	<b>33</b>	<b>7</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,096,400</b>	<b>100%</b>	<b>1.92M</b>	<b>9.46M</b>	<b>1.56M</b>	<b>1.16M</b>
<b>Average New Listed Listing Price</b>	<b>\$96,000</b>		<b>\$192,400</b>	<b>\$286,588</b>	<b>\$222,614</b>	<b>\$385,567</b>

# November 2022



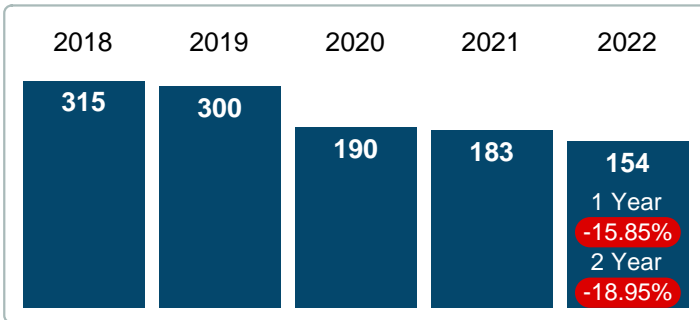
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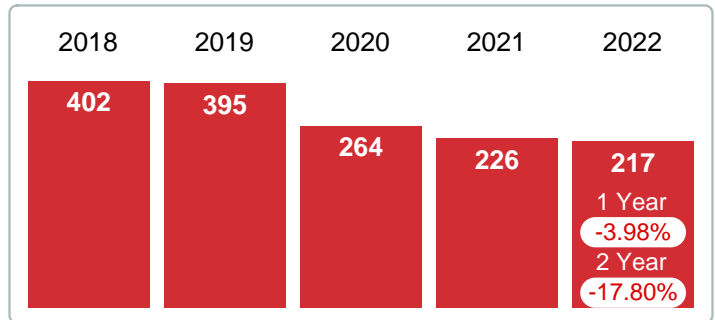
## ACTIVE INVENTORY

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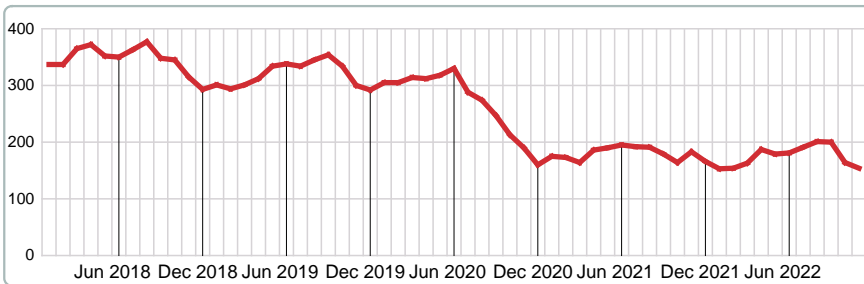
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

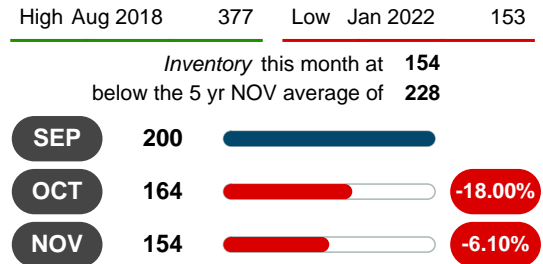


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 228



### 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	9	5.84%	72.6	3	6	0	0
\$100,001 - \$150,000	20	12.99%	61.6	7	10	3	0
\$150,001 - \$200,000	27	17.53%	70.3	4	16	7	0
\$200,001 - \$350,000	40	25.97%	71.1	5	24	10	1
\$350,001 - \$475,000	22	14.29%	78.9	2	10	7	3
\$475,001 - \$750,000	20	12.99%	80.9	3	7	8	2
\$750,001 and up	16	10.39%	101.8	1	5	7	3
<b>Total Active Inventory by Units</b>	<b>154</b>			<b>25</b>	<b>78</b>	<b>42</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>57,041,135</b>	<b>100%</b>	<b>75.4</b>	<b>6.91M</b>	<b>26.98M</b>	<b>18.14M</b>	<b>5.02M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$370,397</b>			<b>\$276,268</b>	<b>\$345,934</b>	<b>\$431,787</b>	<b>\$557,394</b>

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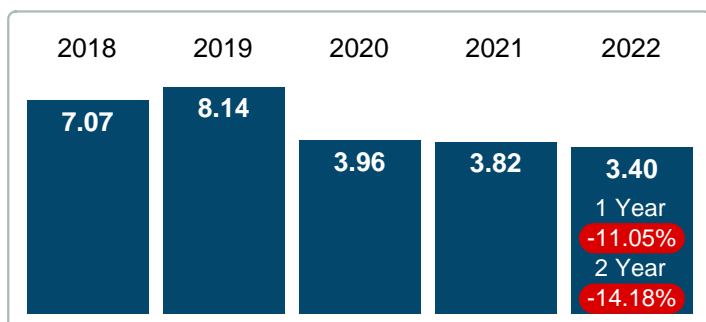
Area Delimited by County Of Cherokee - Residential Property Type



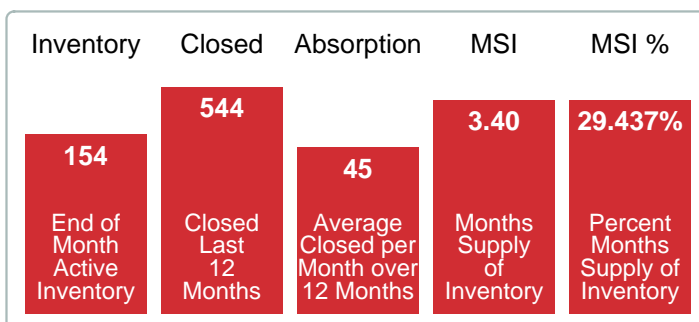
## MONTHS SUPPLY of INVENTORY (MSI)

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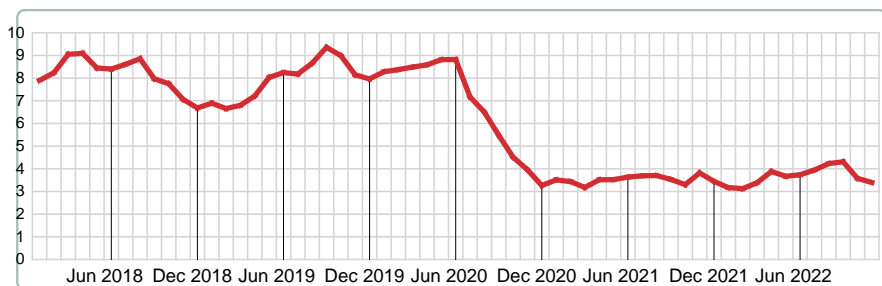
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

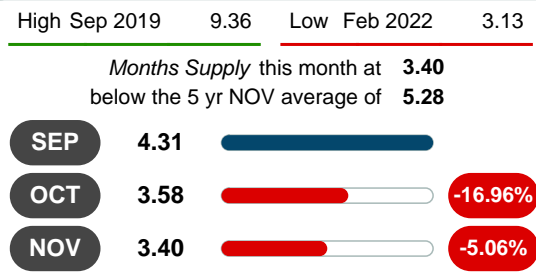


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 5.28



### 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	9	5.84%	1.23	0.97	1.57	0.00	0.00
\$100,001 - \$150,000	20	12.99%	2.26	2.33	2.07	4.50	0.00
\$150,001 - \$200,000	27	17.53%	3.34	3.69	2.74	8.40	0.00
\$200,001 - \$350,000	40	25.97%	2.76	10.00	2.46	2.67	2.00
\$350,001 - \$475,000	22	14.29%	6.95	12.00	7.06	6.46	6.00
\$475,001 - \$750,000	20	12.99%	7.27	36.00	6.46	8.00	3.43
\$750,001 and up	16	10.39%	24.00	12.00	15.00	84.00	18.00
Market Supply of Inventory (MSI)			3.40	3.13	2.88	5.42	3.60
Total Active Inventory by Units		100%	3.40	25	78	42	9

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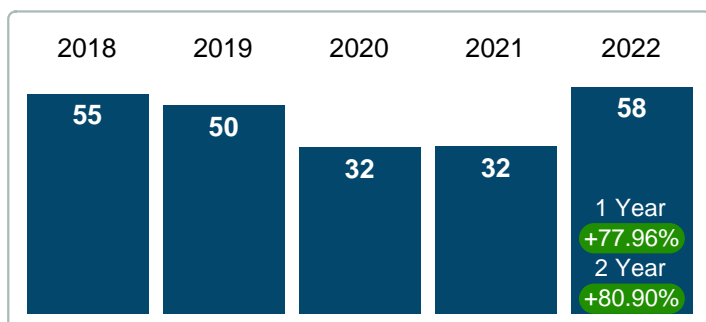
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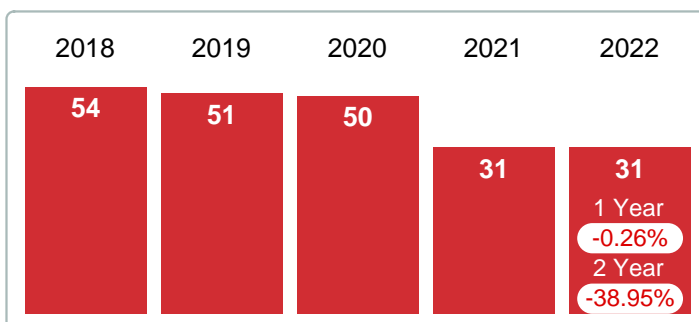
## AVERAGE DAYS ON MARKET TO SALE

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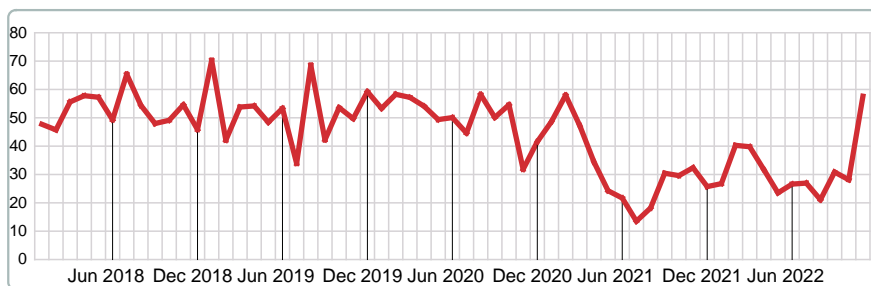
### NOVEMBER



### YEAR TO DATE (YTD)

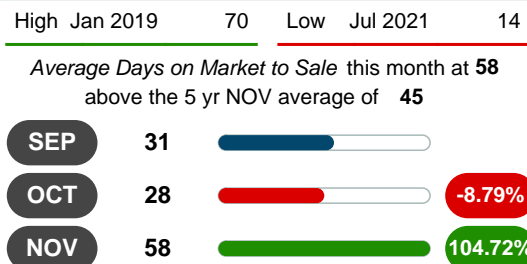


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45



### 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
\$25,000 and less	3.85%	14	0	14	0	0
\$25,001 - \$100,000	11.54%	32	48	1	0	0
\$100,001 - \$175,000	23.08%	112	151	32	0	0
\$175,001 - \$250,000	23.08%	32	0	25	70	0
\$250,001 - \$325,000	15.38%	18	0	18	0	0
\$325,001 - \$575,000	11.54%	74	0	95	33	0
\$575,001 and up	11.54%	77	0	76	81	0
<b>Average Closed DOM</b>		<b>58</b>	<b>117</b>	<b>36</b>	<b>61</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>58</b>	<b>6</b>	<b>17</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,572,312</b>	<b>639.50K</b>	<b>4.79M</b>	<b>1.15M</b>	<b>0.00B</b>

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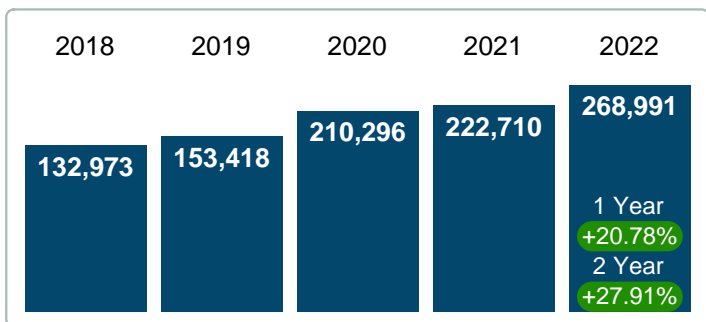
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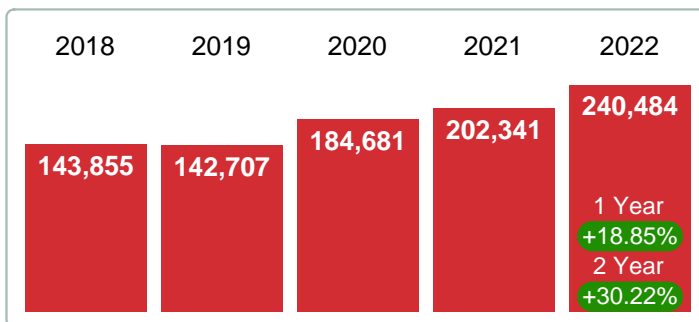
## AVERAGE LIST PRICE AT CLOSING

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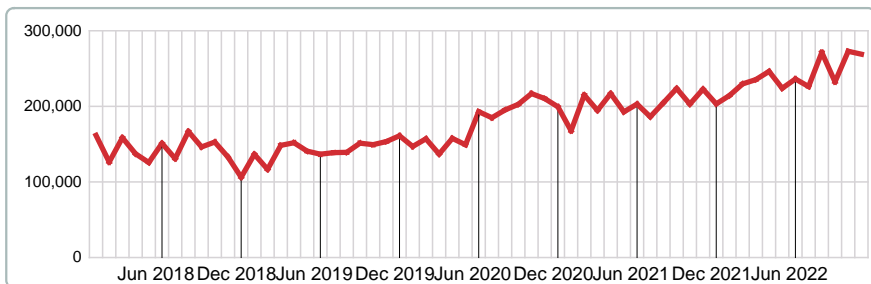
### NOVEMBER



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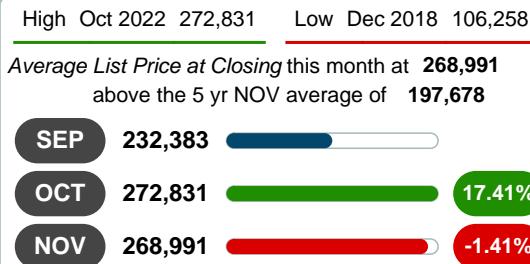


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 197,678



### 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
\$25,000 and less	1	3.85%	20,800	0	20,800	0	0
\$25,001 - \$100,000	3	11.54%	60,500	42,750	96,000	0	0
\$100,001 - \$175,000	5	19.23%	152,770	165,200	141,475	0	0
\$175,001 - \$250,000	5	19.23%	215,160	0	242,160	220,000	0
\$250,001 - \$325,000	6	23.08%	292,969	0	305,728	0	0
\$325,001 - \$575,000	3	11.54%	356,533	0	362,450	344,700	0
\$575,001 and up	3	11.54%	708,133	0	749,700	625,000	0
Average List Price			268,991	124,383	297,515	396,567	0
Total Closed Units		100%	268,991	6	17	3	
Total Closed Volume			6,993,762	746.30K	5.06M	1.19M	0.00B



# November 2022



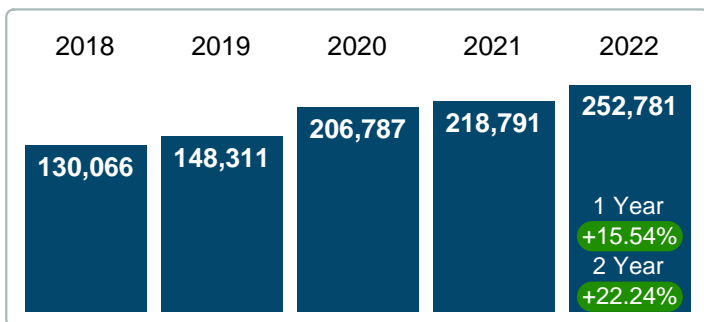
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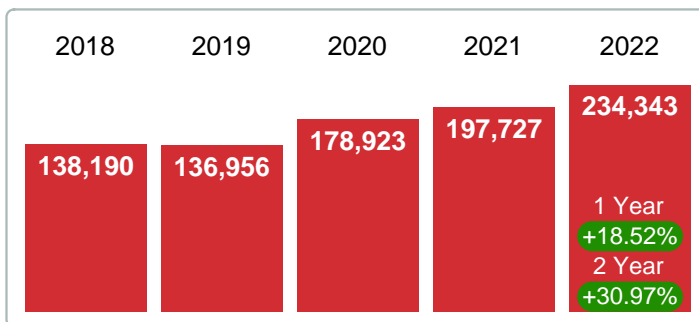
## AVERAGE SOLD PRICE AT CLOSING

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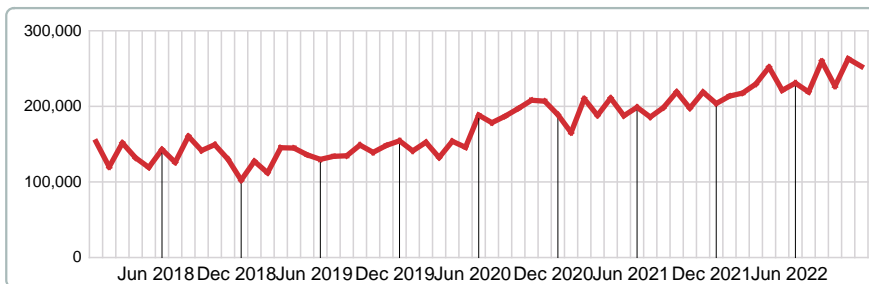
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

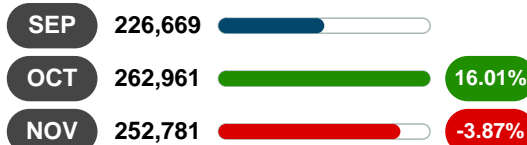


### 3 MONTHS

5 year NOV AVG = 191,347

High Oct 2022 262,961 | Low Dec 2018 102,382

Average Sold Price at Closing this month at **252,781**  
above the 5 yr NOV average of **191,347**



### 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
\$25,000 and less	3.85%	18,750	0	18,750	0	0
\$25,001 - \$100,000	11.54%	55,833	35,750	96,000	0	0
\$100,001 - \$175,000	23.08%	134,875	142,000	120,625	0	0
\$175,001 - \$250,000	23.08%	226,667	0	229,200	214,000	0
\$250,001 - \$325,000	15.38%	296,853	0	296,853	0	0
\$325,001 - \$575,000	11.54%	344,133	0	350,000	332,400	0
\$575,001 and up	11.54%	665,667	0	698,500	600,000	0
<b>Average Sold Price</b>		<b>252,781</b>	<b>106,583</b>	<b>281,554</b>	<b>382,133</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>252,781</b>	<b>6</b>	<b>17</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,572,312</b>	<b>639.50K</b>	<b>4.79M</b>	<b>1.15M</b>	<b>0.00B</b>

# November 2022



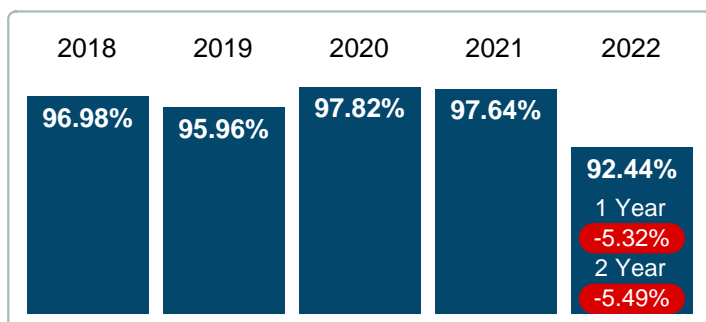
Area Delimited by County Of Cherokee - Residential Property Type



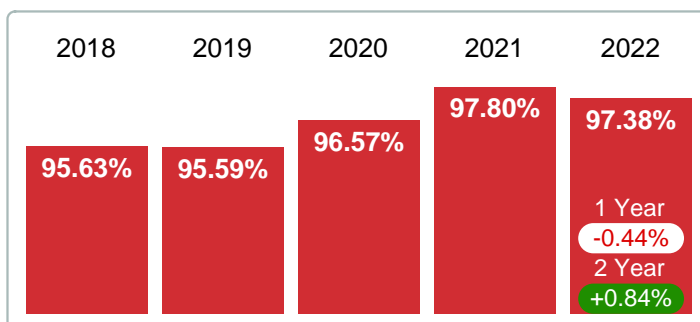
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 12, 2022 for MLS Technology Inc.

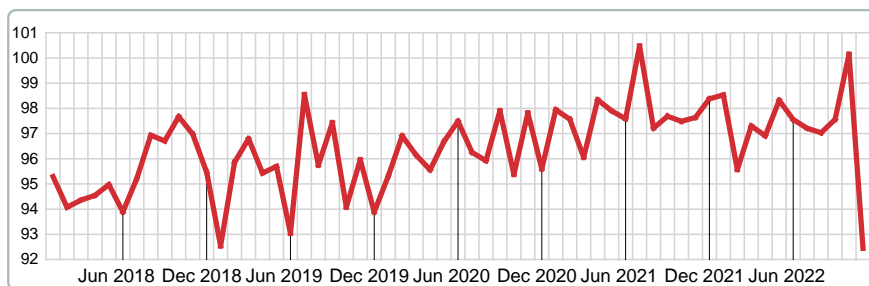
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

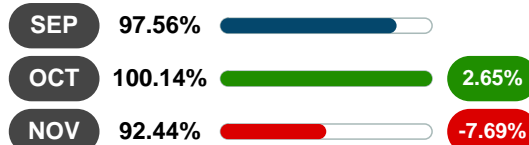


### 3 MONTHS

5 year NOV AVG = 96.17%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **92.44%**  
below the 5 yr NOV average of **96.17%**



### 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
\$25,000 and less	1	3.85%	90.14%	0.00%	90.14%	0.00%	0.00%
\$25,001 - \$100,000	3	11.54%	89.15%	83.73%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	6	23.08%	85.71%	85.34%	86.43%	0.00%	0.00%
\$175,001 - \$250,000	6	23.08%	95.31%	0.00%	94.92%	97.27%	0.00%
\$250,001 - \$325,000	4	15.38%	97.02%	0.00%	97.02%	0.00%	0.00%
\$325,001 - \$575,000	3	11.54%	96.57%	0.00%	96.63%	96.43%	0.00%
\$575,001 and up	3	11.54%	94.01%	0.00%	93.02%	96.00%	0.00%
<b>Average Sold/List Ratio</b>		<b>92.40%</b>		<b>84.81%</b>	<b>94.41%</b>	<b>96.57%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>26</b>	<b>100%</b>	<b>6</b>	<b>17</b>	<b>3</b>	
<b>Total Closed Volume</b>		<b>6,572,312</b>		<b>639.50K</b>	<b>4.79M</b>	<b>1.15M</b>	<b>0.00B</b>

# November 2022



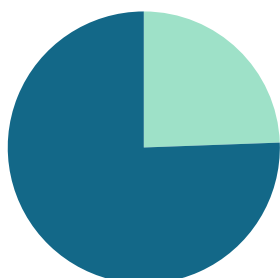
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

### INVENTORY

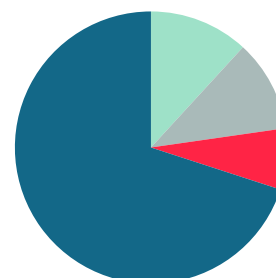


**Inventory**  
 New Listings  
**53 = 24.42%**  
 Start Inventory  
**164**  
 Total Inventory Units  
**217**  
 Volume  
**\$73,182,385**

### Market Activity

Closed Sales  
**26 = 11.82%**  
 Pending Sales  
**24 = 10.91%**  
 Other Off Market  
**16 = 7.27%**  
 Active Inventory  
**154 = 70.00%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	32	26	-18.75%	529	495	-6.43%
Pending Sales	51	24	-52.94%	551	483	-12.34%
New Listings	62	53	-14.52%	666	669	0.45%
Average List Price	222,710	268,991	20.78%	202,341	240,484	18.85%
Average Sale Price	218,791	252,781	15.54%	197,727	234,343	18.52%
Average Percent of Selling Price to List Price	97.64%	92.44%	-5.32%	97.80%	97.38%	-0.44%
Average Days on Market to Sale	32.38	57.62	77.96%	30.76	30.68	-0.26%
Monthly Inventory	183	154	-15.85%	183	154	-15.85%
Months Supply of Inventory	3.82	3.40	-11.05%	3.82	3.40	-11.05%

**Absorption:** Last 12 months, an Average of **45** Sales/Month

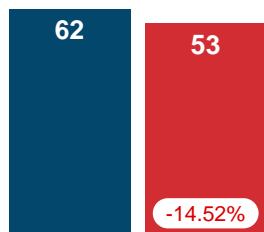
**Inventory** on November 30, 2022 = **154**

**2021** **2022**

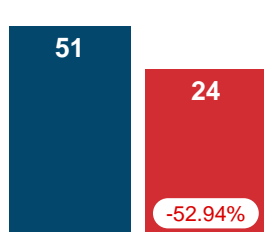
### NOVEMBER MARKET

### AVERAGE PRICES

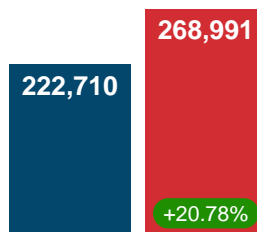
#### New Listings



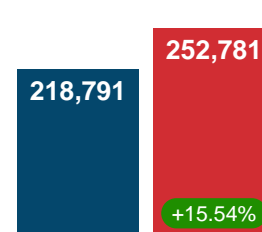
#### Pending Listings



#### List Price



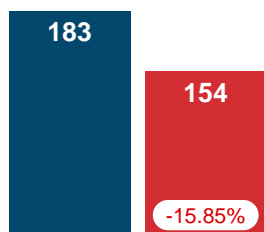
#### Sale Price



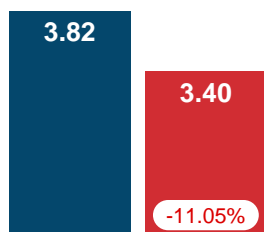
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

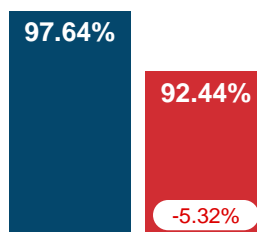
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

