

November 2022



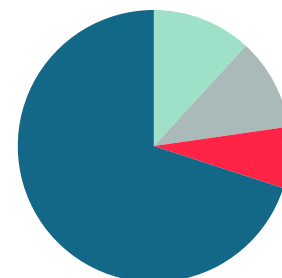
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	169,250	227,950	34.68%
Median Sale Price	168,750	220,500	30.67%
Median Percent of Selling Price to List Price	99.31%	94.47%	-4.88%
Median Days on Market to Sale	13.50	33.50	148.15%
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.

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 **30.67%** in November 2022 to \$220,500 versus the previous year at \$168,750.

Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 20.00 days or **148.15%** in November 2022 compared to last year's same month at **13.50** DOM.

Sales Success for November 2022 is Positive

Overall, with Median 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.

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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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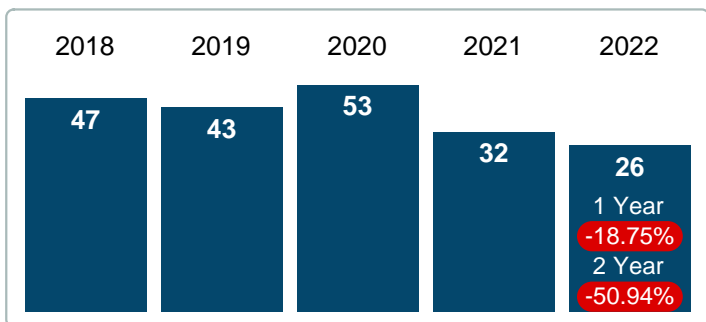
Area Delimited by County Of Cherokee - Residential Property Type



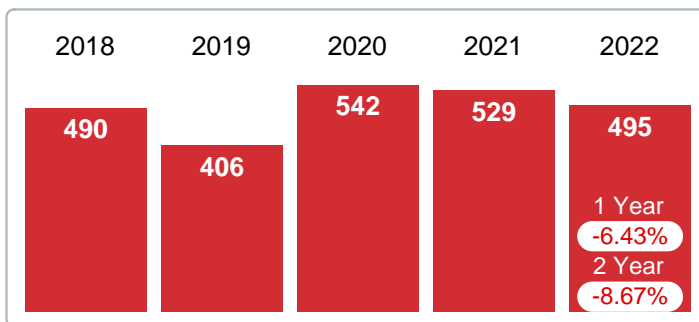
CLOSED LISTINGS

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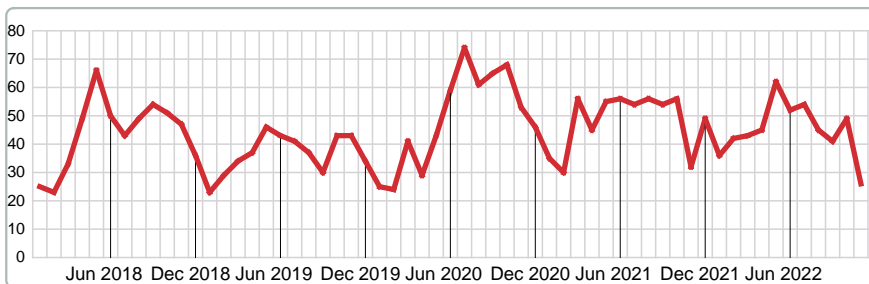
NOVEMBER



YEAR TO DATE (YTD)

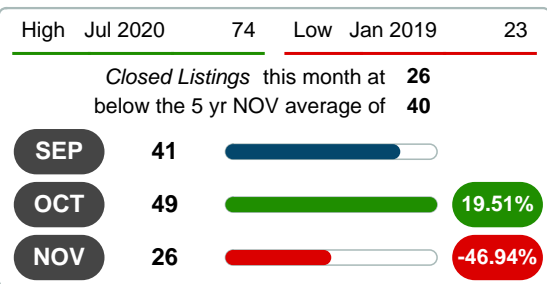


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	34.0	2	1	0	0
\$100,001 - \$175,000	6	23.08%	61.0	4	2	0	0
\$175,001 - \$250,000	6	23.08%	18.0	0	5	1	0
\$250,001 - \$325,000	4	15.38%	14.5	0	4	0	0
\$325,001 - \$575,000	3	11.54%	33.0	0	2	1	0
\$575,001 and up	3	11.54%	81.0	0	2	1	0
Total Closed Units	26			6	17	3	0
Total Closed Volume	6,572,312	100%	33.5	639.50K	4.79M	1.15M	0.00B
Median Closed Price	\$220,500			\$116,500	\$245,000	\$332,400	\$0

November 2022



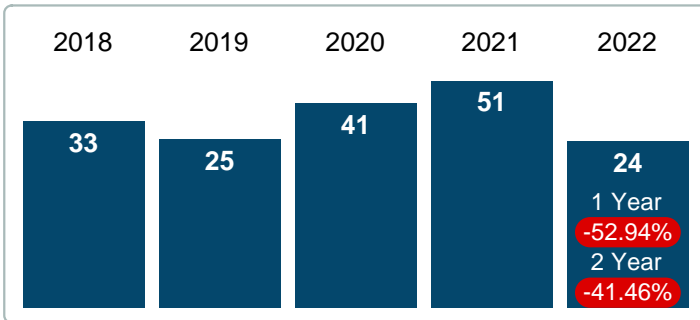
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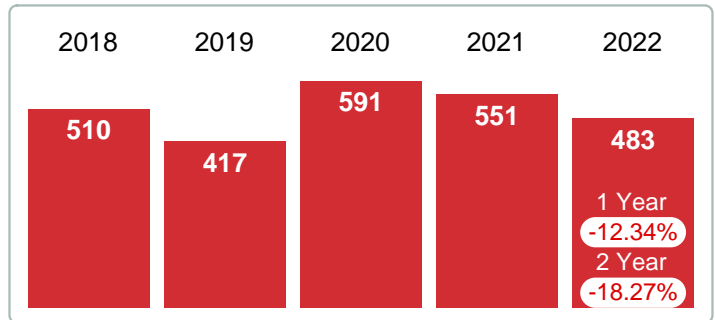
PENDING LISTINGS

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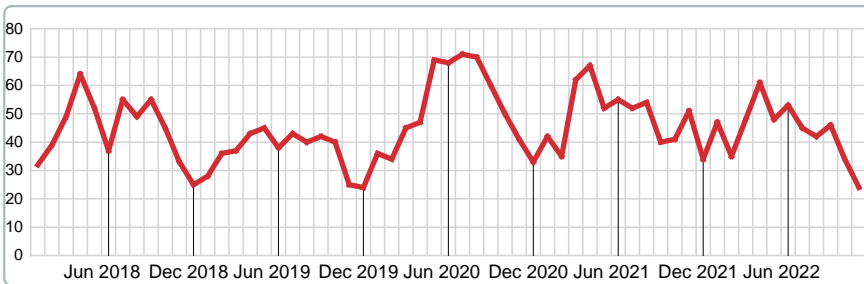
NOVEMBER



YEAR TO DATE (YTD)

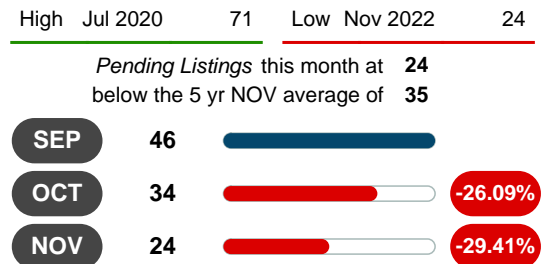


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	8.33%	10.5	2	0	0	0
\$75,001 - \$125,000	1	4.17%	0.0	0	1	0	0
\$125,001 - \$175,000	6	25.00%	36.0	2	2	2	0
\$175,001 - \$225,000	6	25.00%	73.5	1	4	1	0
\$225,001 - \$250,000	3	12.50%	120.0	0	2	1	0
\$250,001 - \$450,000	5	20.83%	0.0	0	2	2	1
\$450,001 and up	1	4.17%	181.0	0	0	1	0
Total Pending Units	24			5	11	7	1
Total Pending Volume	5,451,000	100%	36.0	657.90K	2.52M	1.86M	412.90K
Median Listing Price	\$199,450			\$142,000	\$199,000	\$250,000	\$412,900

November 2022



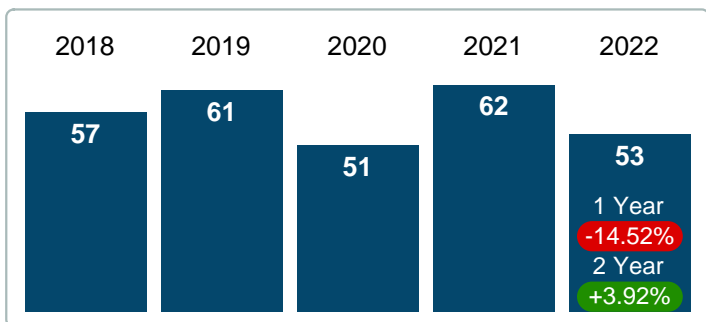
Area Delimited by County Of Cherokee - Residential Property Type



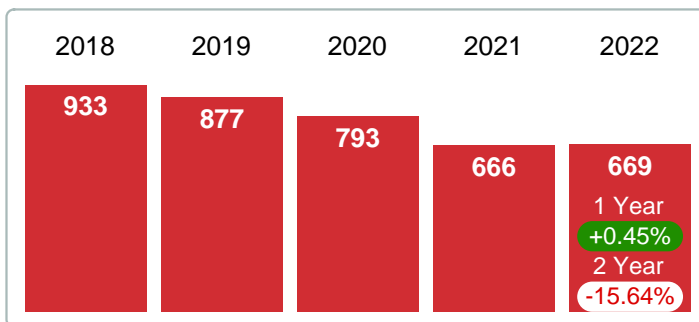
NEW LISTINGS

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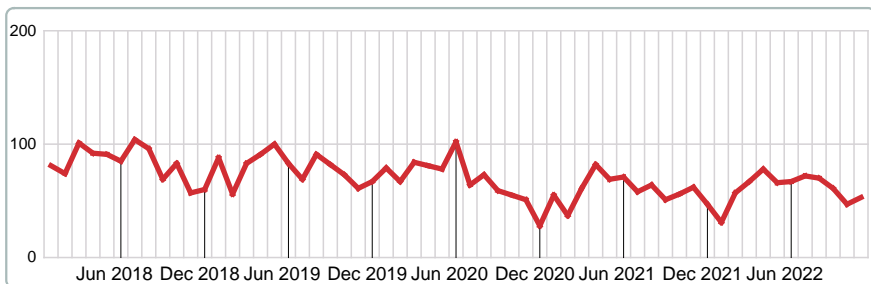
NOVEMBER



YEAR TO DATE (YTD)

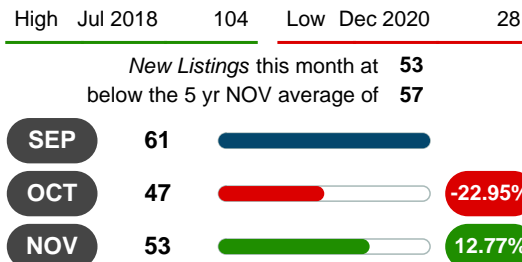


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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 - \$125,000	5	9.43%	1	3	1	0
\$125,001 - \$150,000	4	7.55%	1	3	0	0
\$150,001 - \$225,000	14	26.42%	1	10	3	0
\$225,001 - \$350,000	12	22.64%	1	8	3	0
\$350,001 - \$450,000	6	11.32%	0	3	0	3
\$450,001 and up	6	11.32%	2	4	0	0
Total New Listed Units	53		10	33	7	3
Total New Listed Volume	14,096,400	100%	1.92M	9.46M	1.56M	1.16M
Median New Listed Listing Price	\$205,900		\$126,250	\$210,000	\$199,900	\$389,900

November 2022



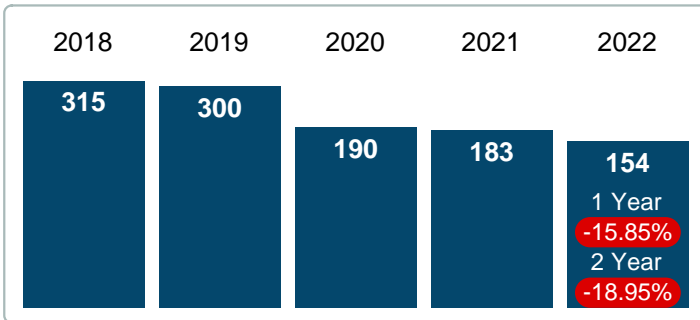
Area Delimited by County Of Cherokee - Residential Property Type



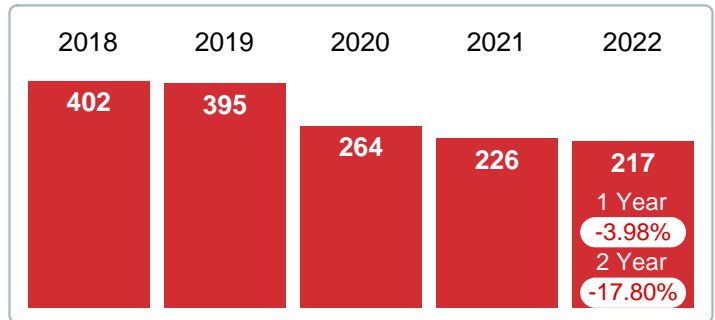
ACTIVE INVENTORY

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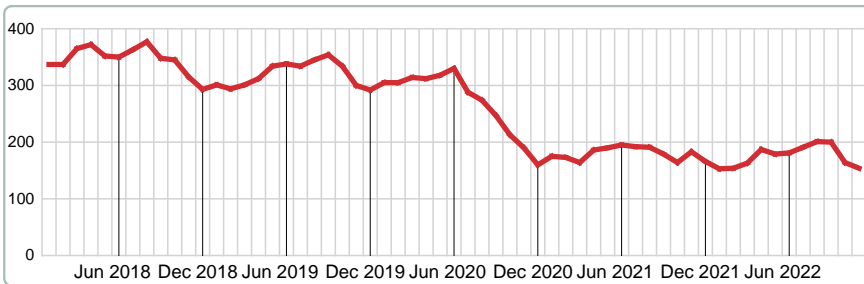
END OF NOVEMBER



ACTIVE DURING NOVEMBER

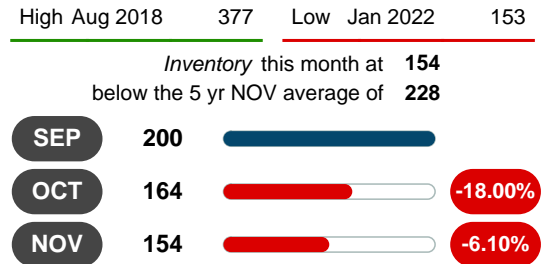


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 228



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	5.84%	61.0	3	6	0	0
\$100,001 - \$150,000	20	12.99%	44.5	7	10	3	0
\$150,001 - \$200,000	27	17.53%	51.0	4	16	7	0
\$200,001 - \$350,000	40	25.97%	47.5	5	24	10	1
\$350,001 - \$475,000	22	14.29%	71.0	2	10	7	3
\$475,001 - \$750,000	20	12.99%	77.0	3	7	8	2
\$750,001 and up	16	10.39%	87.0	1	5	7	3
Total Active Inventory by Units	154			25	78	42	9
Total Active Inventory by Volume	57,041,135	100%	65.5	6.91M	26.98M	18.14M	5.02M
Median Active Inventory Listing Price	\$269,900			\$164,900	\$233,500	\$370,000	\$495,000

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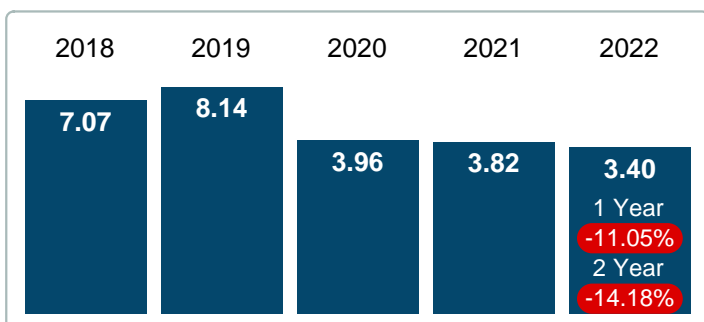
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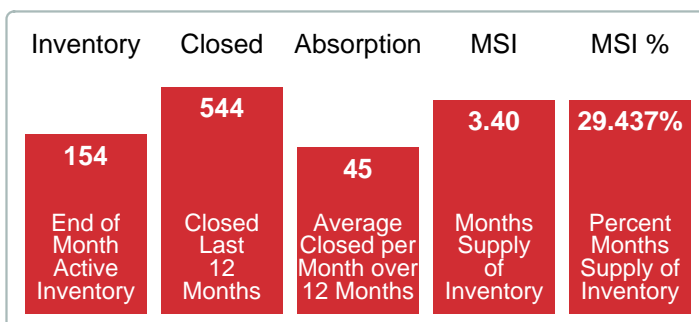
MONTHS SUPPLY of INVENTORY (MSI)

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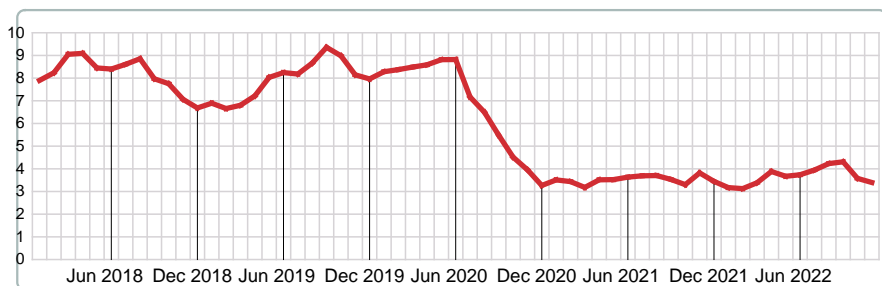
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

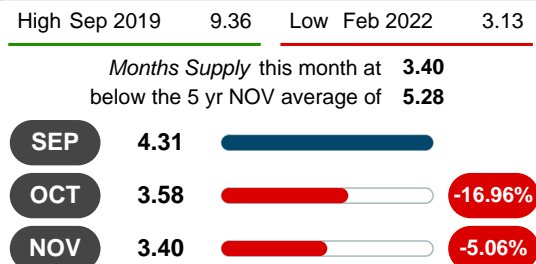


5 YEAR MARKET ACTIVITY TRENDS



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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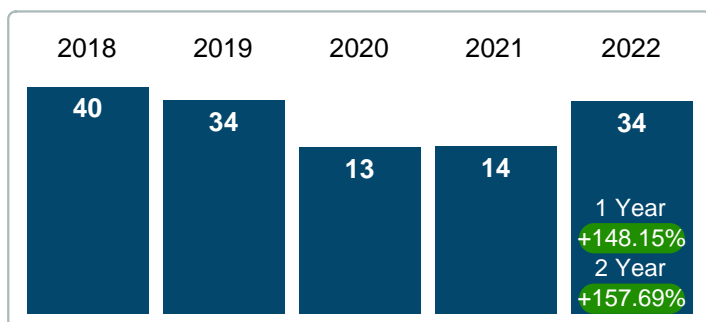
Area Delimited by County Of Cherokee - Residential Property Type



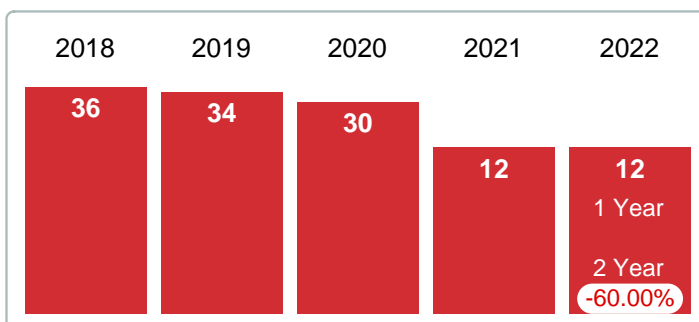
MEDIAN DAYS ON MARKET TO SALE

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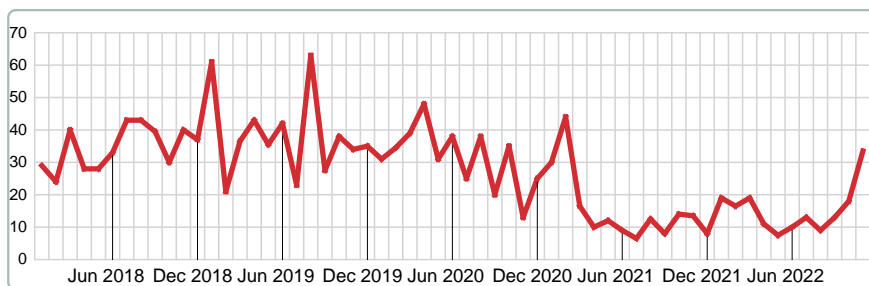
NOVEMBER



YEAR TO DATE (YTD)

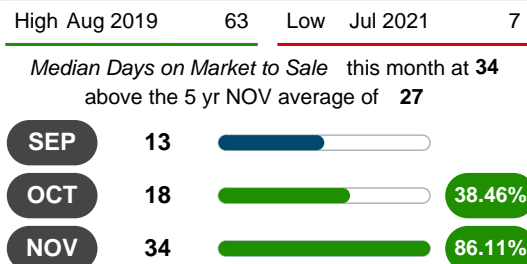


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 27



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
\$25,000 and less	3.85%	14	0	14	0	0
\$25,001 - \$100,000	11.54%	34	48	1	0	0
\$100,001 - \$175,000	23.08%	61	131	32	0	0
\$175,001 - \$250,000	23.08%	18	0	8	70	0
\$250,001 - \$325,000	15.38%	15	0	15	0	0
\$325,001 - \$575,000	11.54%	33	0	95	33	0
\$575,001 and up	11.54%	81	0	76	81	0
Median Closed DOM		34	64	23	70	0
Total Closed Units	100%	26	6	17	3	
Total Closed Volume		6,572,312	639.50K	4.79M	1.15M	0.00B

November 2022



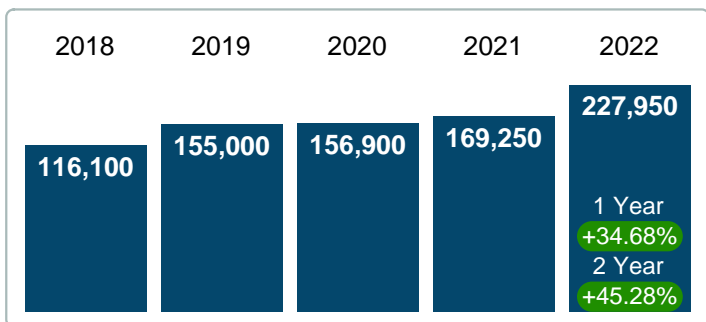
Area Delimited by County Of Cherokee - Residential Property Type



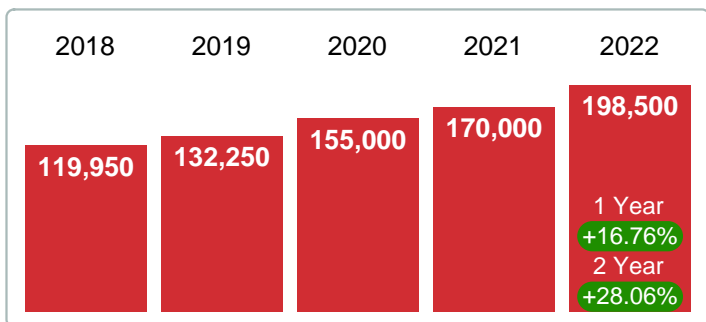
MEDIAN LIST PRICE AT CLOSING

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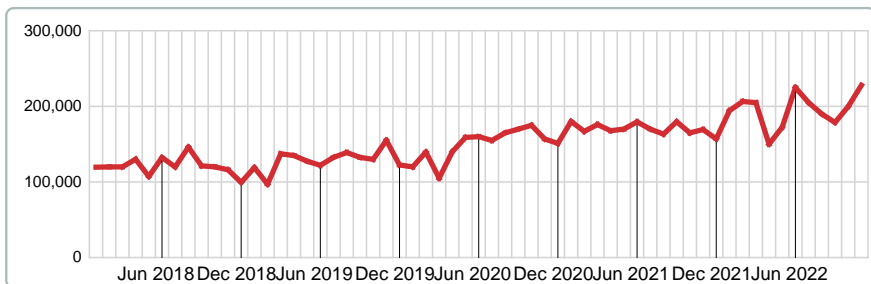
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

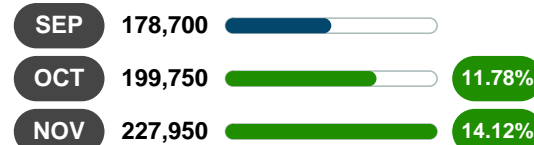


3 MONTHS

5 year NOV AVG = 165,040

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

Median List Price at Closing this month at 227,950 above the 5 yr NOV average of 165,040



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
\$25,000 and less	3.85%	20,800	0	20,800	0	0
\$25,001 - \$100,000	11.54%	54,000	42,750	96,000	0	0
\$100,001 - \$175,000	19.23%	155,900	155,900	141,475	0	0
\$175,001 - \$250,000	19.23%	220,000	179,900	226,000	220,000	0
\$250,001 - \$325,000	23.08%	299,900	0	299,900	0	0
\$325,001 - \$575,000	11.54%	349,900	0	362,450	344,700	0
\$575,001 and up	11.54%	650,000	0	749,700	625,000	0
Median List Price		227,950	152,950	275,000	344,700	0
Total Closed Units	100%	227,950	6	17	3	0
Total Closed Volume		6,993,762	746.30K	5.06M	1.19M	0.00B

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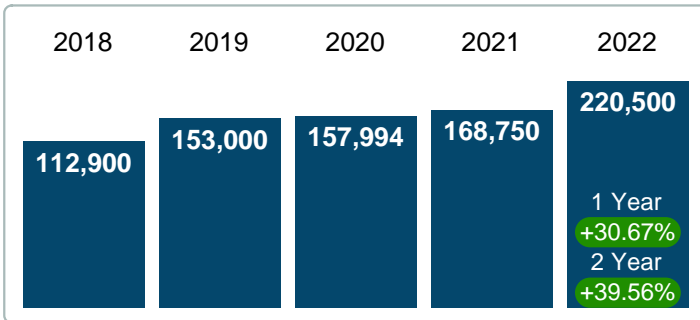
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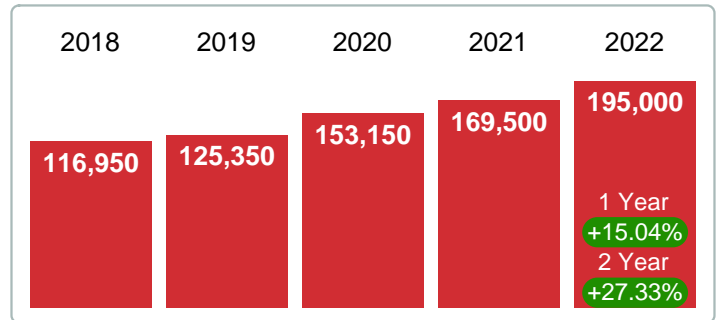
MEDIAN SOLD PRICE AT CLOSING

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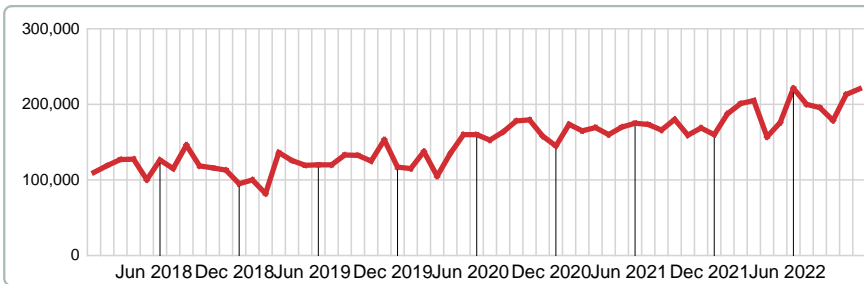
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

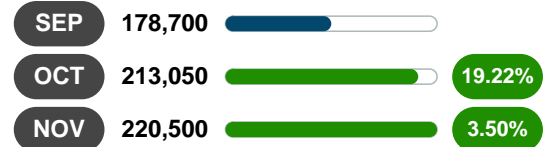


3 MONTHS

5 year NOV AVG = 162,629

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

Median Sold Price at Closing this month at **220,500**
above the 5 yr NOV average of **162,629**



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
\$25,000 and less	1	3.85%	18,750	0	18,750	0	0
\$25,001 - \$100,000	3	11.54%	45,000	35,750	96,000	0	0
\$100,001 - \$175,000	6	23.08%	121,000	139,000	120,625	0	0
\$175,001 - \$250,000	6	23.08%	220,500	0	226,000	214,000	0
\$250,001 - \$325,000	4	15.38%	304,600	0	304,600	0	0
\$325,001 - \$575,000	3	11.54%	345,000	0	350,000	332,400	0
\$575,001 and up	3	11.54%	600,000	0	698,500	600,000	0
Median Sold Price			220,500	116,500	245,000	332,400	0
Total Closed Units		100%	220,500	6	17	3	
Total Closed Volume			6,572,312	639.50K	4.79M	1.15M	0.00B

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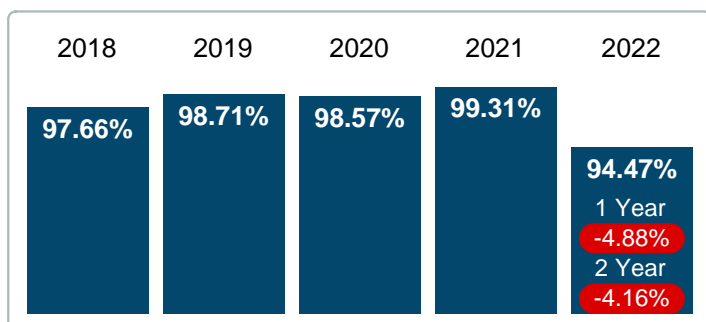
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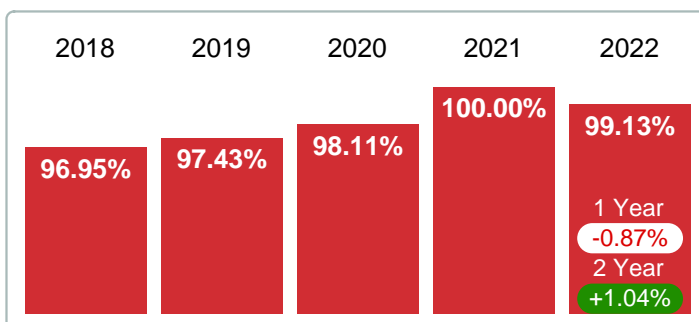
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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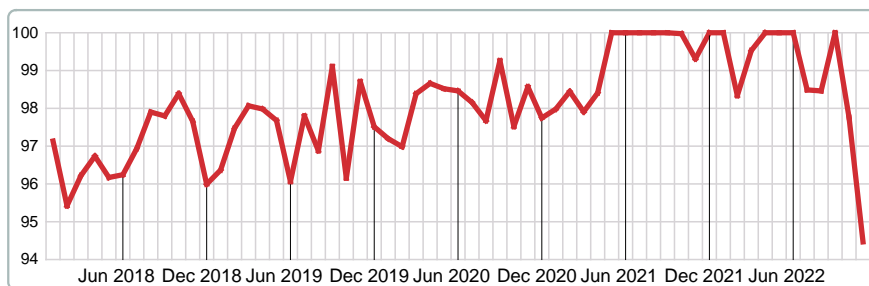
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

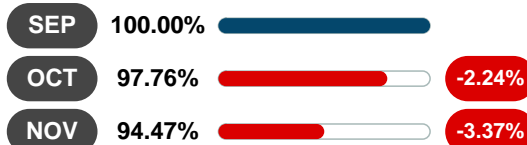


3 MONTHS

5 year NOV AVG = 97.74%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **94.47%**
below the 5 yr NOV average of **97.74%**



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
\$25,000 and less	1	3.85%	90.14%	0.00%	90.14%	0.00%	0.00%
\$25,001 - \$100,000	3	11.54%	84.13%	83.73%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	6	23.08%	83.80%	83.80%	86.43%	0.00%	0.00%
\$175,001 - \$250,000	6	23.08%	95.77%	0.00%	94.27%	97.27%	0.00%
\$250,001 - \$325,000	4	15.38%	99.90%	0.00%	99.90%	0.00%	0.00%
\$325,001 - \$575,000	3	11.54%	96.43%	0.00%	96.63%	96.43%	0.00%
\$575,001 and up	3	11.54%	94.18%	0.00%	93.02%	96.00%	0.00%
Median Sold/List Ratio		94.47%		83.73%	94.67%	96.43%	0.00%
Total Closed Units		26	100%	94.47%	6	17	3
Total Closed Volume		6,572,312			639.50K	4.79M	1.15M
					0.00B		

November 2022



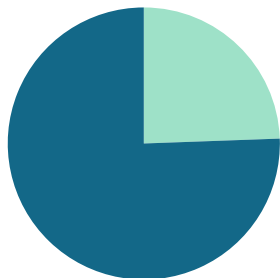
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

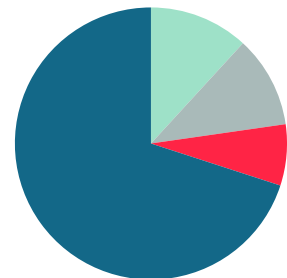


Inventory
 New Listings
53 = 24.42%
 Start Inventory
164
 Total Inventory Units
217
 Volume
\$73,182,385

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%
Median List Price	169,250	227,950	34.68%	170,000	198,500	16.76%
Median Sale Price	168,750	220,500	30.67%	169,500	195,000	15.04%
Median Percent of Selling Price to List Price	99.31%	94.47%	-4.88%	100.00%	99.13%	-0.87%
Median Days on Market to Sale	13.50	33.50	148.15%	12.00	12.00	0.00%
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

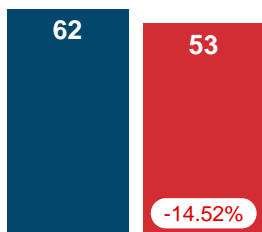
Inventory on November 30, 2022 = **154**

2021 **2022**

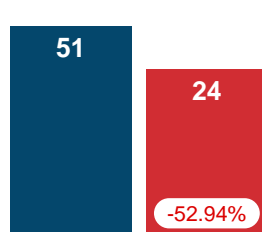
NOVEMBER MARKET

MEDIAN PRICES

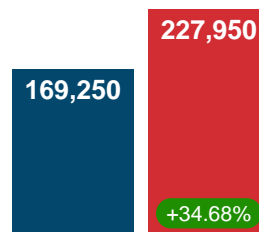
New Listings



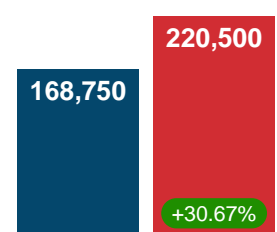
Pending Listings



List Price



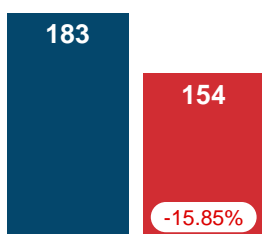
Sale Price



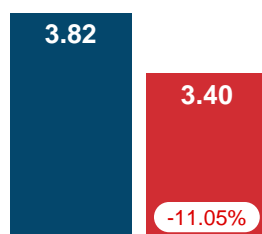
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

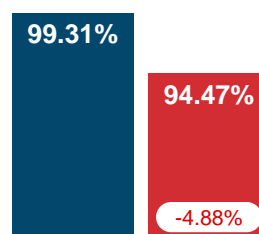
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

