

January 2023



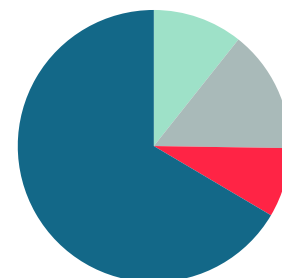
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	36	22	-38.89%
Pending Listings	47	30	-36.17%
New Listings	31	34	9.68%
Average List Price	214,285	207,368	-3.23%
Average Sale Price	213,489	196,680	-7.87%
Average Percent of Selling Price to List Price	98.53%	94.63%	-3.96%
Average Days on Market to Sale	26.78	45.36	69.41%
End of Month Inventory	153	137	-10.46%
Months Supply of Inventory	3.17	3.24	2.06%



■ Closed (10.68%)
■ Pending (14.56%)
■ Other OffMarket (8.25%)
■ Active (66.50%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of January 31, 2023 = **137**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **10.46%** to 137 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **3.24** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.87%** in January 2023 to \$196,680 versus the previous year at \$213,489.

Average Days on Market Lengthens

The average number of **45.36** days that homes spent on the market before selling increased by 18.59 days or **69.41%** in January 2023 compared to last year's same month at **26.78** DOM.

Sales Success for January 2023 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 34 New Listings in January 2023, up **9.68%** from last year at 31. Furthermore, there were 22 Closed Listings this month versus last year at 36, a **-38.89%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, down from previous year's, January 2022, at **116.1%**, a **44.28%** 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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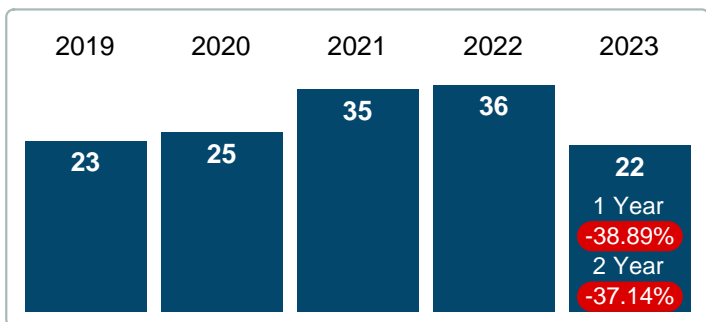
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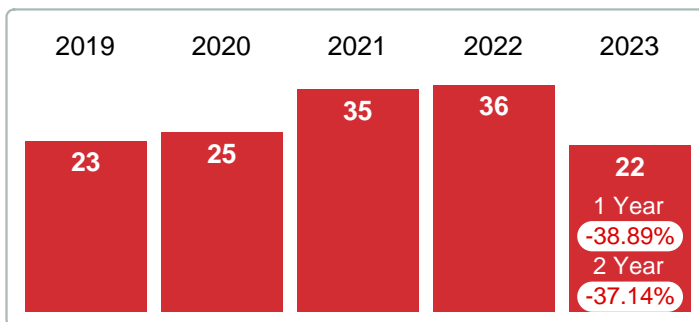
CLOSED LISTINGS

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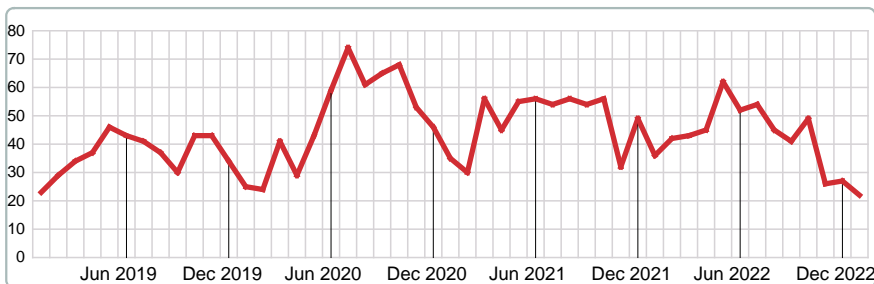
JANUARY



YEAR TO DATE (YTD)

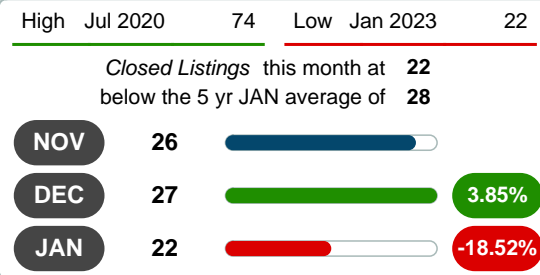


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	4.55%	14.0	1	0	0	0
\$50,001 - \$125,000	2	9.09%	70.0	0	2	0	0
\$125,001 - \$150,000	5	22.73%	50.0	1	3	1	0
\$150,001 - \$175,000	4	18.18%	27.0	1	1	2	0
\$175,001 - \$250,000	6	27.27%	53.2	0	4	1	1
\$250,001 - \$350,000	2	9.09%	21.0	0	1	1	0
\$350,001 and up	2	9.09%	62.5	1	1	0	0
Total Closed Units	22			4	12	5	1
Total Closed Volume	4,326,950			784.50K	2.35M	974.60K	222.00K
Average Closed Price	\$196,680			\$196,125	\$195,488	\$194,920	\$222,000

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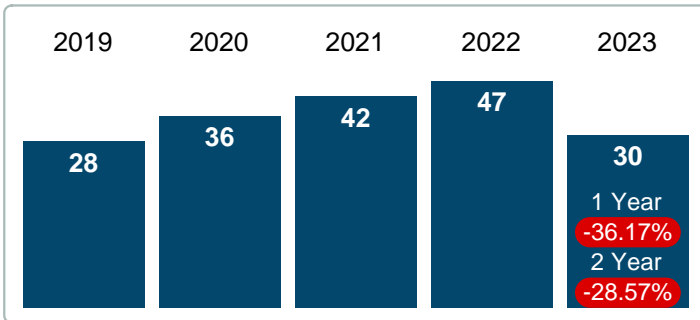
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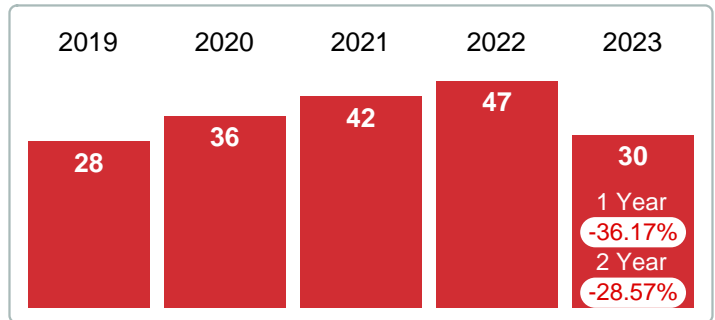
PENDING LISTINGS

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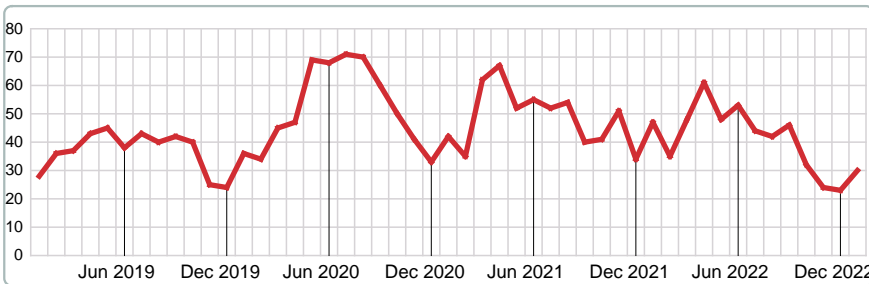
JANUARY



YEAR TO DATE (YTD)

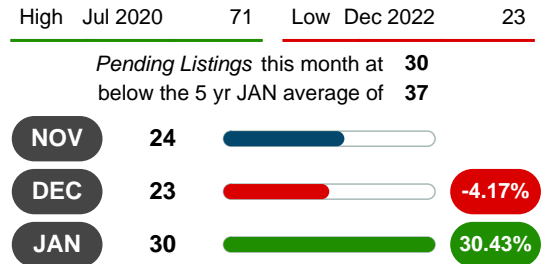


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	6.67%	134.0	1	1	0	0
\$75,001 - \$150,000	4	13.33%	26.3	0	4	0	0
\$150,001 - \$200,000	5	16.67%	66.2	1	2	2	0
\$200,001 - \$250,000	6	20.00%	98.0	2	4	0	0
\$250,001 - \$325,000	5	16.67%	81.6	0	3	2	0
\$325,001 - \$475,000	4	13.33%	83.3	0	2	1	1
\$475,001 and up	4	13.33%	116.5	0	2	1	1
Total Pending Units	30			4	18	6	2
Total Pending Volume	8,051,300	100%	116.0	684.90K	4.46M	2.07M	837.90K
Average Listing Price	\$449,900			\$171,225	\$247,789	\$344,717	\$418,950

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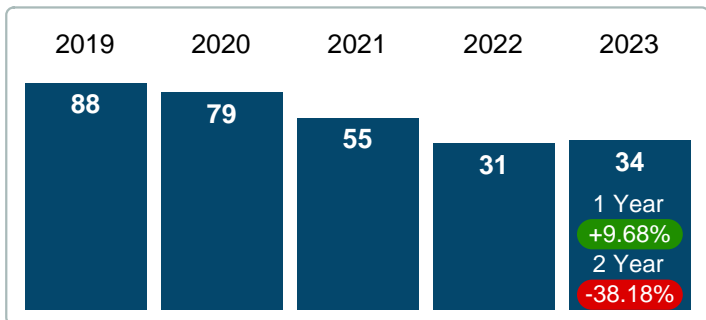
Area Delimited by County Of Cherokee - Residential Property Type



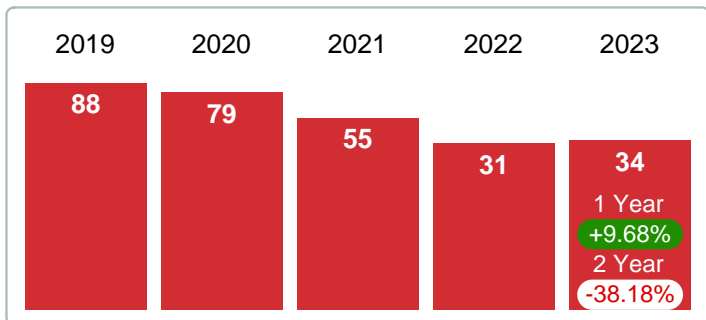
NEW LISTINGS

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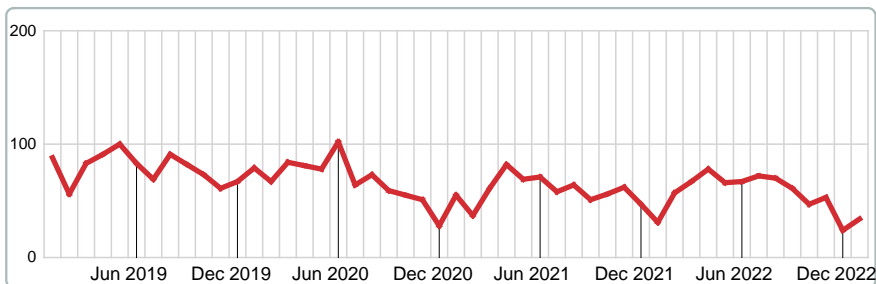
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

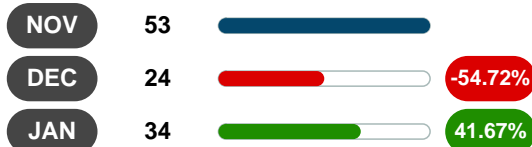


3 MONTHS

5 year JAN AVG = 57

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 34
below the 5 yr JAN 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
\$80,000 and less	2	5.88%	1	1	0	0
\$80,001 - \$120,000	5	14.71%	2	3	0	0
\$120,001 - \$160,000	5	14.71%	0	5	0	0
\$160,001 - \$280,000	9	26.47%	0	7	2	0
\$280,001 - \$330,000	5	14.71%	0	4	1	0
\$330,001 - \$390,000	2	5.88%	0	2	0	0
\$390,001 and up	6	17.65%	0	4	2	0
Total New Listed Units	34		3	26	5	0
Total New Listed Volume	8,340,701	100%	288.90K	6.13M	1.92M	0.00B
Average New Listed Listing Price	\$0		\$96,300	\$235,850	\$383,940	\$0

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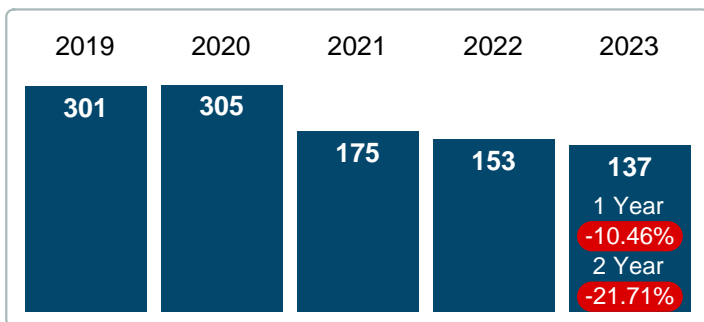
Area Delimited by County Of Cherokee - Residential Property Type



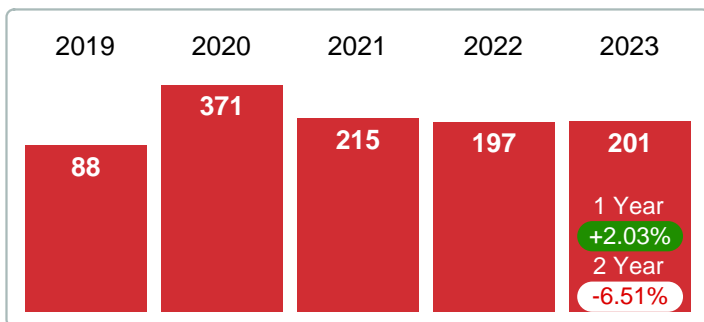
ACTIVE INVENTORY

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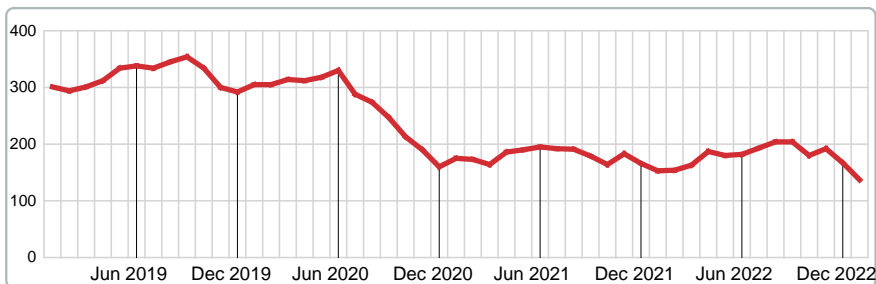
END OF JANUARY



ACTIVE DURING JANUARY

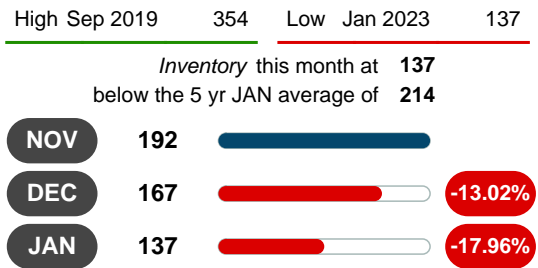


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 214



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	6.57%	121.7	4	4	1	0
\$100,001 - \$150,000	21	15.33%	74.9	8	12	1	0
\$150,001 - \$200,000	17	12.41%	86.4	3	11	3	0
\$200,001 - \$325,000	37	27.01%	97.0	2	25	10	0
\$325,001 - \$475,000	22	16.06%	78.6	0	12	8	2
\$475,001 - \$750,000	17	12.41%	128.0	3	7	6	1
\$750,001 and up	14	10.22%	138.5	1	5	5	3
Total Active Inventory by Units	137			21	76	34	6
Total Active Inventory by Volume	50,791,175	100%	99.0	5.32M	26.88M	14.69M	3.90M
Average Active Inventory Listing Price	\$370,739			\$253,257	\$353,748	\$432,035	\$649,783

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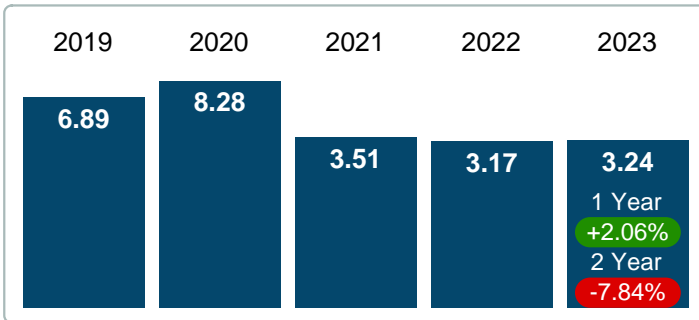
Area Delimited by County Of Cherokee - Residential Property Type



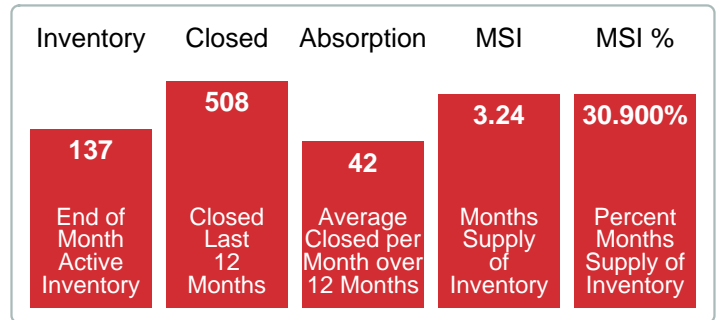
MONTHS SUPPLY of INVENTORY (MSI)

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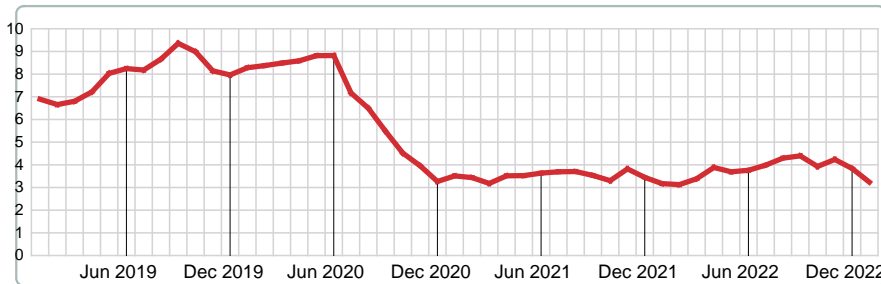
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

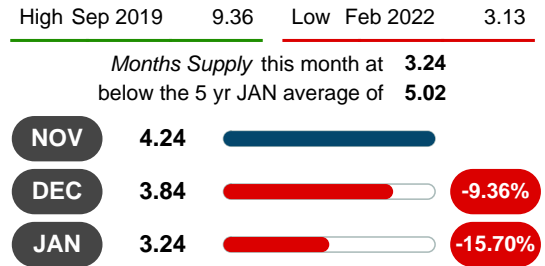


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.02



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	6.57%	1.44	1.45	1.23	6.00	0.00
\$100,001 - \$150,000	21	15.33%	2.52	2.82	2.67	1.20	0.00
\$150,001 - \$200,000	17	12.41%	2.22	3.00	2.03	3.27	0.00
\$200,001 - \$325,000	37	27.01%	2.85	4.80	2.75	3.33	0.00
\$325,001 - \$475,000	22	16.06%	5.62	0.00	7.58	4.80	4.80
\$475,001 - \$750,000	17	12.41%	6.58	36.00	7.00	6.55	1.71
\$750,001 and up	14	10.22%	24.00	12.00	20.00	60.00	18.00
Market Supply of Inventory (MSI)			3.24	2.83	3.03	4.48	2.67
Total Active Inventory by Units		100%	3.24	21	76	34	6

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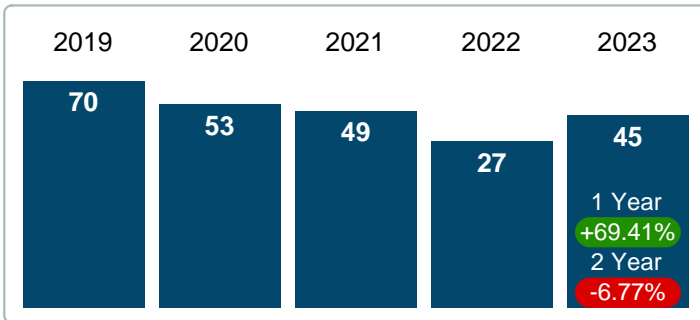
Area Delimited by County Of Cherokee - Residential Property Type



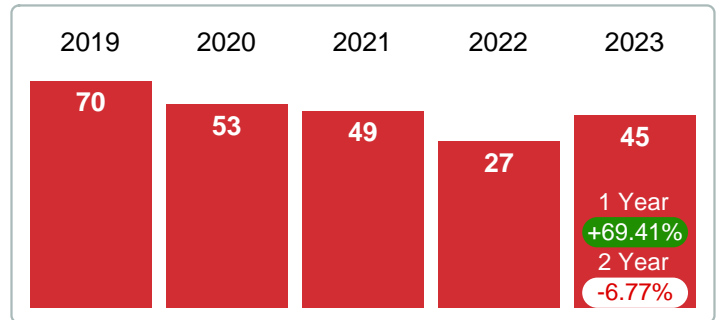
AVERAGE DAYS ON MARKET TO SALE

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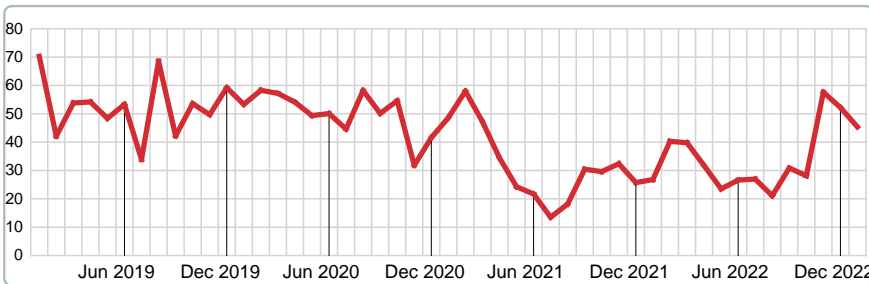
JANUARY



YEAR TO DATE (YTD)

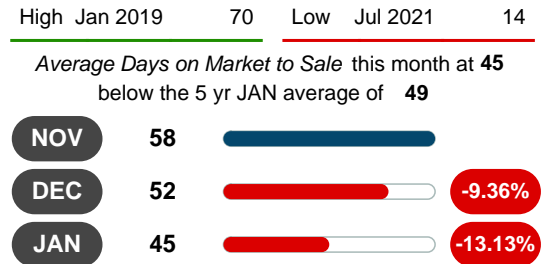


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



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
\$50,000 and less	4.55%	14	14	0	0	0
\$50,001 - \$125,000	9.09%	70	0	70	0	0
\$125,001 - \$150,000	22.73%	50	33	53	59	0
\$150,001 - \$175,000	18.18%	27	41	31	18	0
\$175,001 - \$250,000	27.27%	53	0	55	98	2
\$250,001 - \$350,000	9.09%	21	0	34	8	0
\$350,001 and up	9.09%	63	9	116	0	0
Average Closed DOM		45	24	58	40	2
Total Closed Units	100%	45	4	12	5	1
Total Closed Volume		4,326,950	784.50K	2.35M	974.60K	222.00K

January 2023



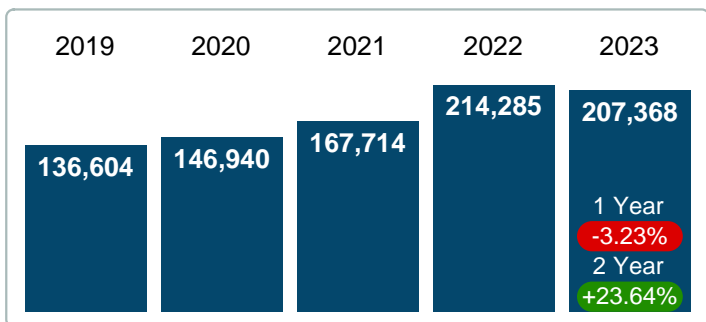
Area Delimited by County Of Cherokee - Residential Property Type



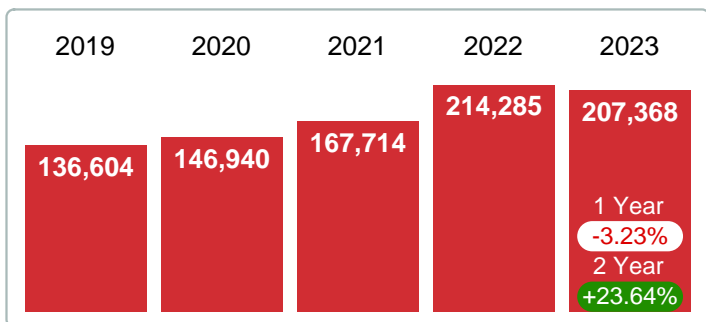
AVERAGE LIST PRICE AT CLOSING

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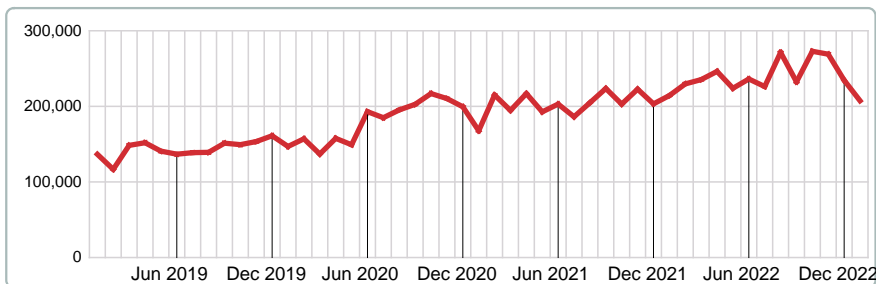
JANUARY



YEAR TO DATE (YTD)

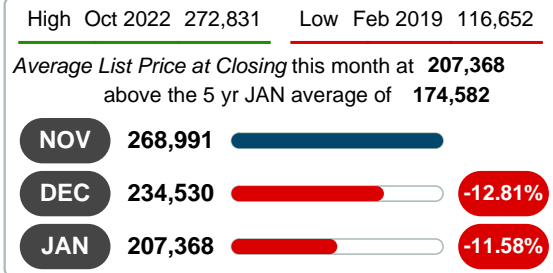


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 174,582



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
\$50,000 and less	0.00%	0	52,700	0	0	0
\$50,001 - \$125,000	13.64%	67,533	0	74,950	0	0
\$125,001 - \$150,000	18.18%	139,100	142,000	143,300	144,500	0
\$150,001 - \$175,000	18.18%	162,350	164,900	159,500	172,450	0
\$175,001 - \$250,000	22.73%	205,080	0	230,375	219,000	265,000
\$250,001 - \$350,000	18.18%	302,350	0	350,000	299,400	0
\$350,001 and up	9.09%	459,450	469,000	449,900	0	0
Average List Price		207,368	207,150	205,058	201,560	265,000
Total Closed Units	100%	207,368	4	12	5	1
Total Closed Volume		4,562,100	828.60K	2.46M	1.01M	265.00K

January 2023



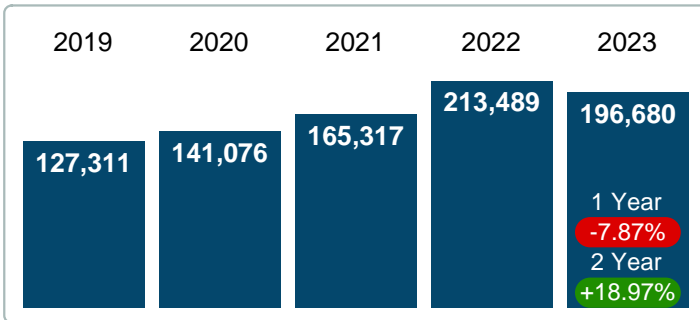
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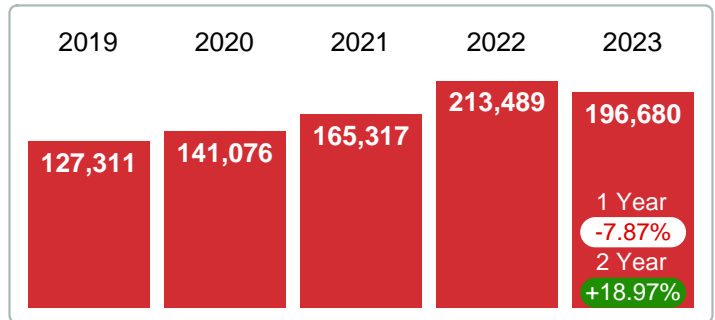
AVERAGE SOLD PRICE AT CLOSING

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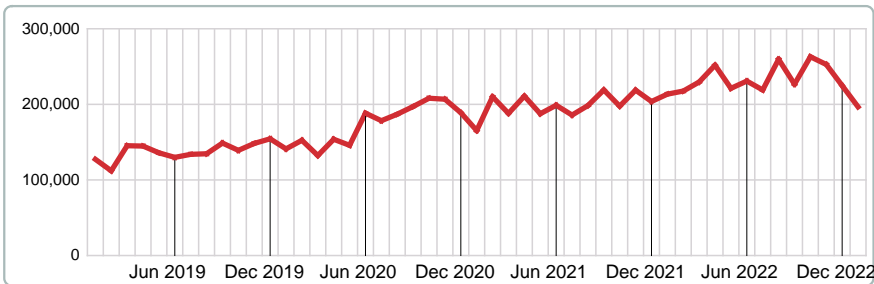
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YEAR TO DATE (YTD)

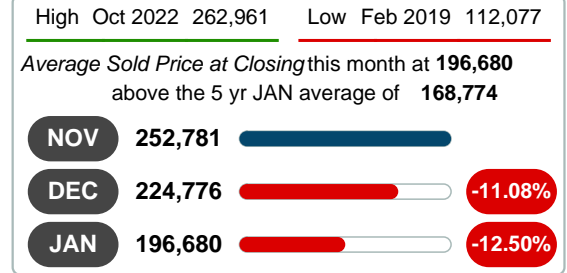


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 168,774



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
\$50,000 and less	1	4.55%	37,500	37,500	0	0	0
\$50,001 - \$125,000	2	9.09%	73,000	0	73,000	0	0
\$125,001 - \$150,000	5	22.73%	137,790	142,000	136,783	136,600	0
\$150,001 - \$175,000	4	18.18%	161,125	160,000	157,000	163,750	0
\$175,001 - \$250,000	6	27.27%	216,417	0	214,375	219,000	222,000
\$250,001 - \$350,000	2	9.09%	320,750	0	350,000	291,500	0
\$350,001 and up	2	9.09%	435,000	445,000	425,000	0	0
Average Sold Price			196,680	196,125	195,488	194,920	222,000
Total Closed Units		100%	196,680	4	12	5	1
Total Closed Volume			4,326,950	784.50K	2.35M	974.60K	222.00K

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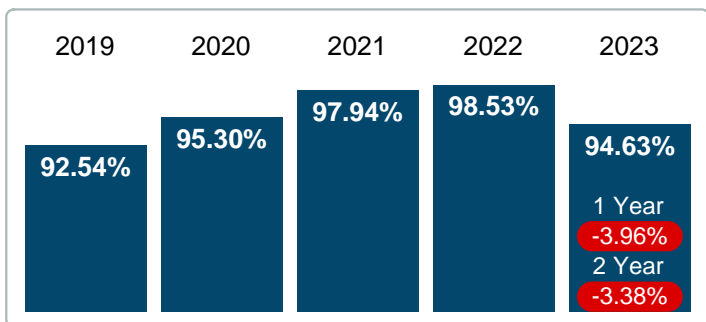
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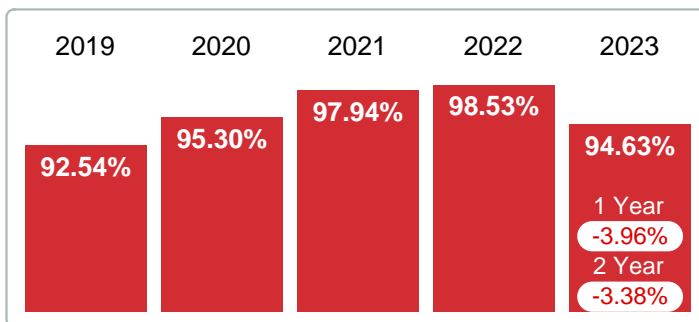
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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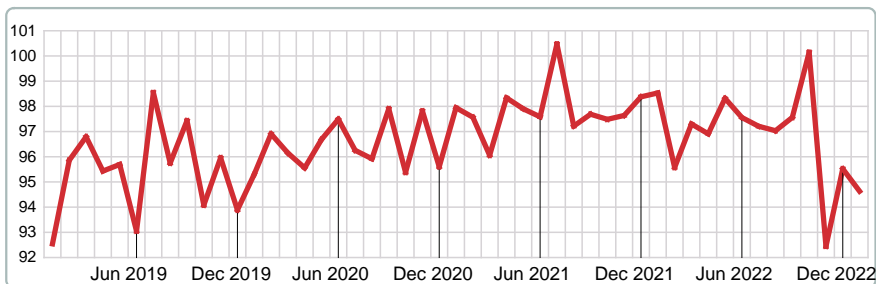
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

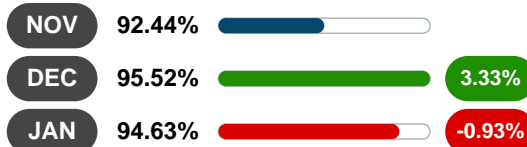


3 MONTHS

5 year JAN AVG = 95.79%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **94.63%** below the 5 yr JAN average of **95.79%**



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
\$50,000 and less	1	4.55%	71.16%	71.16%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	2	9.09%	97.40%	0.00%	97.40%	0.00%	0.00%
\$125,001 - \$150,000	5	22.73%	96.39%	100.00%	95.81%	94.53%	0.00%
\$150,001 - \$175,000	4	18.18%	96.37%	97.03%	98.43%	95.01%	0.00%
\$175,001 - \$250,000	6	27.27%	93.63%	0.00%	94.50%	100.00%	83.77%
\$250,001 - \$350,000	2	9.09%	98.68%	0.00%	100.00%	97.36%	0.00%
\$350,001 and up	2	9.09%	94.67%	94.88%	94.47%	0.00%	0.00%
Average Sold/List Ratio		94.60%		90.77%	96.09%	96.38%	83.77%
Total Closed Units		22	100%	4	12	5	1
Total Closed Volume		4,326,950		784.50K	2.35M	974.60K	222.00K

January 2023



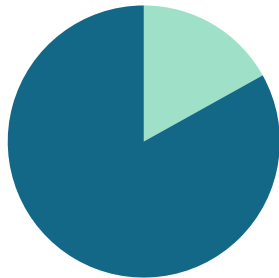
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

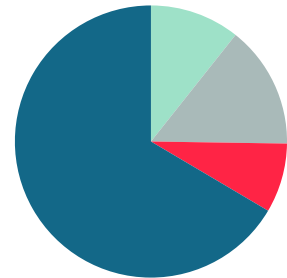


Inventory
 New Listings
34 = 16.92%
 Start Inventory
167
 Total Inventory Units
201
 Volume
\$67,094,525

Market Activity

Closed Sales
22 = 10.68%
 Pending Sales
30 = 14.56%
 Other Off Market
17 = 8.25%
 Active Inventory
137 = 66.50%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	36	22	-38.89%	36	22	-38.89%
Pending Sales	47	30	-36.17%	47	30	-36.17%
New Listings	31	34	9.68%	31	34	9.68%
Average List Price	214,285	207,368	-3.23%	214,285	207,368	-3.23%
Average Sale Price	213,489	196,680	-7.87%	213,489	196,680	-7.87%
Average Percent of Selling Price to List Price	98.53%	94.63%	-3.96%	98.53%	94.63%	-3.96%
Average Days on Market to Sale	26.78	45.36	69.41%	26.78	45.36	69.41%
Monthly Inventory	153	137	-10.46%	153	137	-10.46%
Months Supply of Inventory	3.17	3.24	2.06%	3.17	3.24	2.06%

Absorption: Last 12 months, an Average of **42** Sales/Month

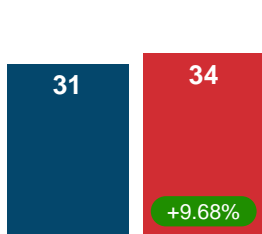
Inventory on January 31, 2023 = **137**

2022 **2023**

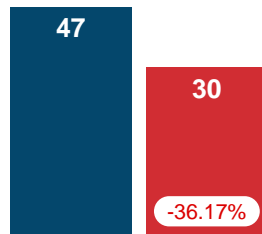
JANUARY MARKET

AVERAGE PRICES

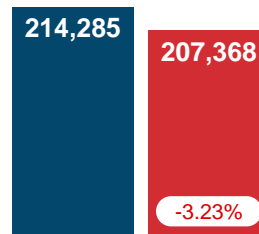
New Listings



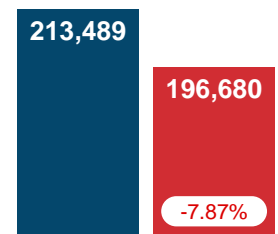
Pending Listings



List Price



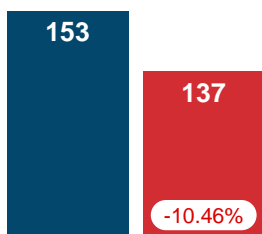
Sale Price



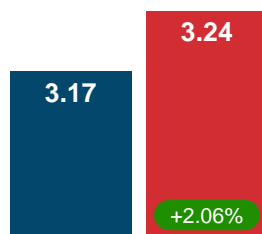
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

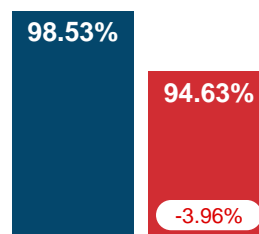
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

