

# January 2023



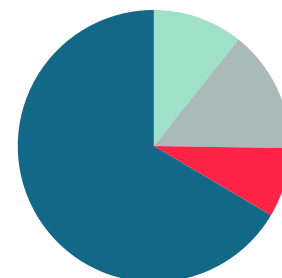
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	194,250	172,450	-11.22%
Median Sale Price	187,500	164,250	-12.40%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%
Median Days on Market to Sale	19.00	33.50	76.32%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **12.40%** in January 2023 to \$164,250 versus the previous year at \$187,500.

#### Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 14.50 days or **76.32%** in January 2023 compared to last year's same month at **19.00** DOM.

#### Sales Success for January 2023 is Positive

Overall, with Median 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.

### 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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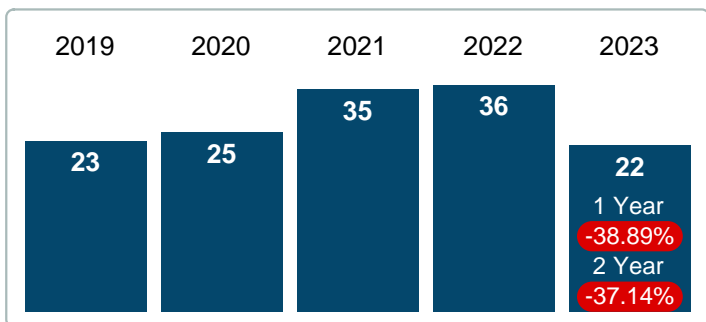
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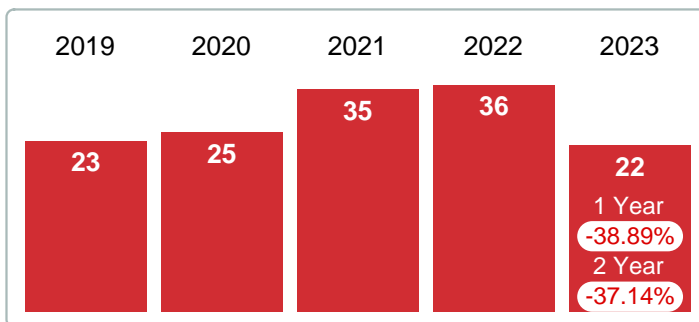
## CLOSED LISTINGS

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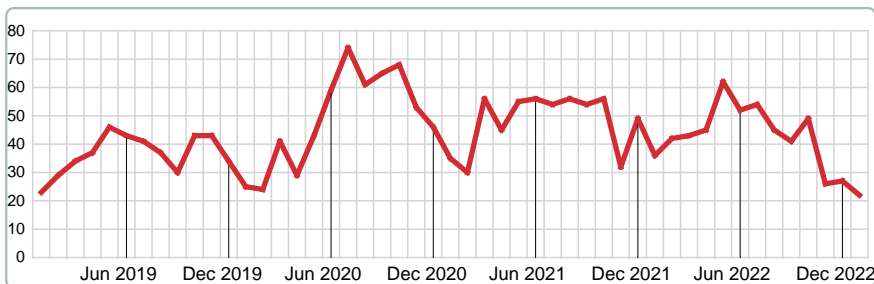
### JANUARY



### YEAR TO DATE (YTD)

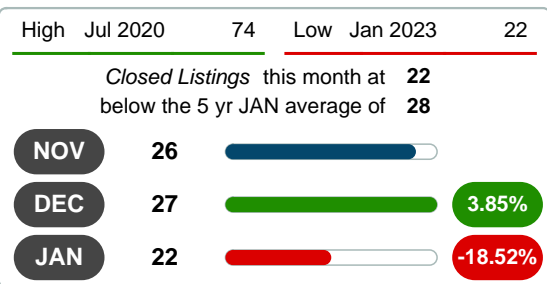


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 28



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	47.0	1	3	1	0
\$150,001 - \$175,000	4	18.18%	30.0	1	1	2	0
\$175,001 - \$250,000	6	27.27%	55.5	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
<b>Total Closed Units</b>	<b>22</b>			<b>4</b>	<b>12</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,326,950</b>	<b>100%</b>	<b>33.5</b>	<b>784.50K</b>	<b>2.35M</b>	<b>974.60K</b>	<b>222.00K</b>
<b>Median Closed Price</b>	<b>\$164,250</b>			<b>\$151,000</b>	<b>\$169,750</b>	<b>\$168,500</b>	<b>\$222,000</b>

# January 2023



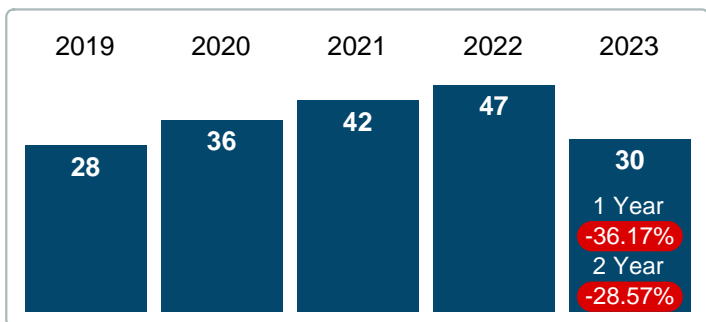
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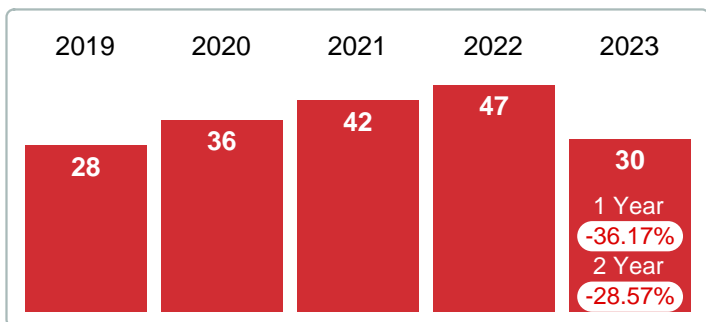
## PENDING LISTINGS

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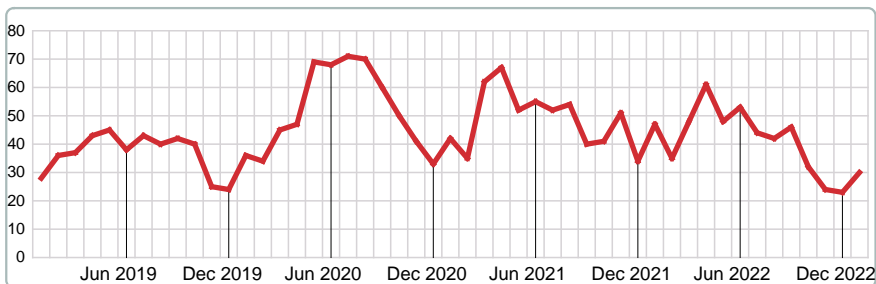
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 37

High Jul 2020 71 Low Dec 2022 23

Pending Listings this month at 30 below the 5 yr JAN average of 37

- NOV 24
- DEC 23 (-4.17%)
- JAN 30 (30.43%)

### 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	6.67%	134.0	1	1	0	0
\$75,001 - \$150,000	4	13.33%	27.5	0	4	0	0
\$150,001 - \$200,000	5	16.67%	74.0	1	2	2	0
\$200,001 - \$250,000	6	20.00%	75.5	2	4	0	0
\$250,001 - \$325,000	5	16.67%	36.0	0	3	2	0
\$325,001 - \$475,000	4	13.33%	81.5	0	2	1	1
\$475,001 and up	4	13.33%	116.5	0	2	1	1
<b>Total Pending Units</b>	<b>30</b>			<b>4</b>	<b>18</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,051,300</b>	<b>100%</b>	<b>64.5</b>	<b>684.90K</b>	<b>4.46M</b>	<b>2.07M</b>	<b>837.90K</b>
<b>Median Listing Price</b>	<b>\$235,250</b>			<b>\$187,500</b>	<b>\$228,750</b>	<b>\$284,250</b>	<b>\$418,950</b>

# January 2023



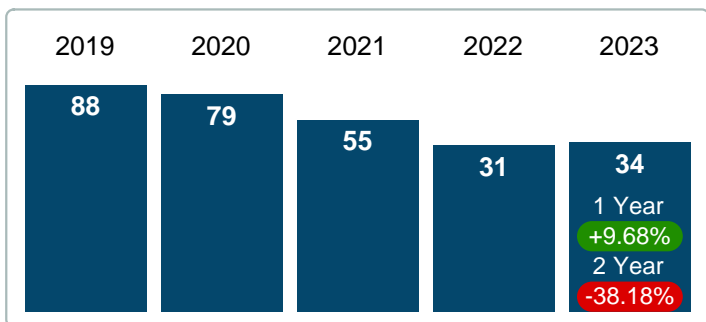
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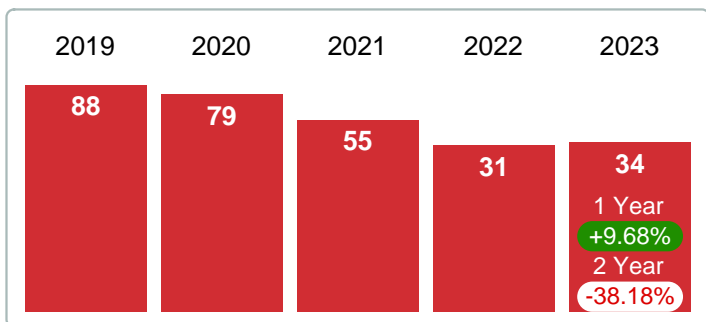
## NEW LISTINGS

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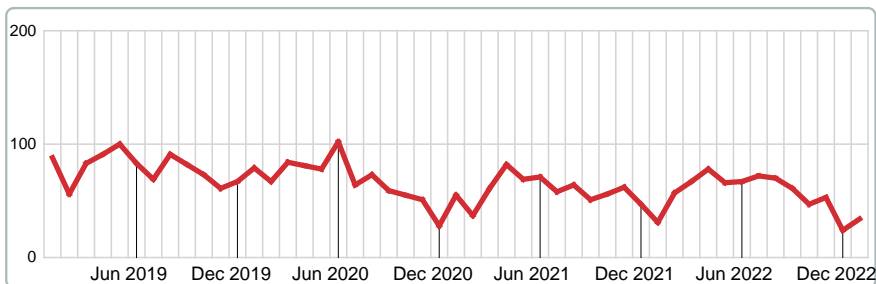
### JANUARY



### YEAR TO DATE (YTD)

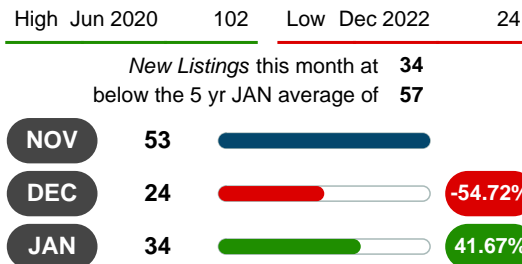


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 57



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	<div style="width: 5.88%;"></div> 2	5.88%	1	1	0	0
\$75,001 - \$100,000	<div style="width: 5.88%;"></div> 2	5.88%	0	2	0	0
\$100,001 - \$150,000	<div style="width: 23.53%;"></div> 8	23.53%	2	6	0	0
\$150,001 - \$275,000	<div style="width: 26.47%;"></div> 9	26.47%	0	7	2	0
\$275,001 - \$325,000	<div style="width: 11.76%;"></div> 4	11.76%	0	4	0	0
\$325,001 - \$375,000	<div style="width: 8.82%;"></div> 3	8.82%	0	2	1	0
\$375,001 and up	<div style="width: 17.65%;"></div> 6	17.65%	0	4	2	0
<b>Total New Listed Units</b>	<b>34</b>		<b>3</b>	<b>26</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>8,340,701</b>	<b>100%</b>	<b>288.90K</b>	<b>6.13M</b>	<b>1.92M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$204,451</b>		<b>\$110,000</b>	<b>\$204,451</b>	<b>\$329,900</b>	<b>\$0</b>

# January 2023



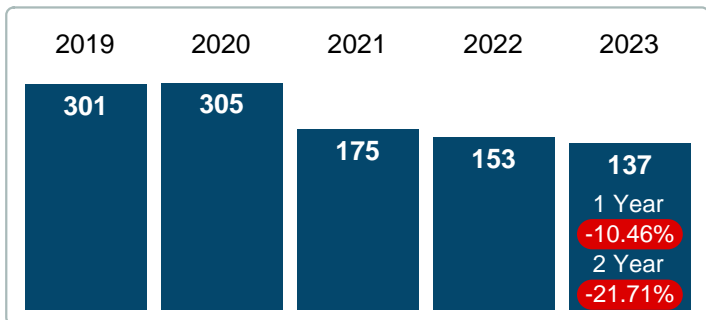
Area Delimited by County Of Cherokee - Residential Property Type



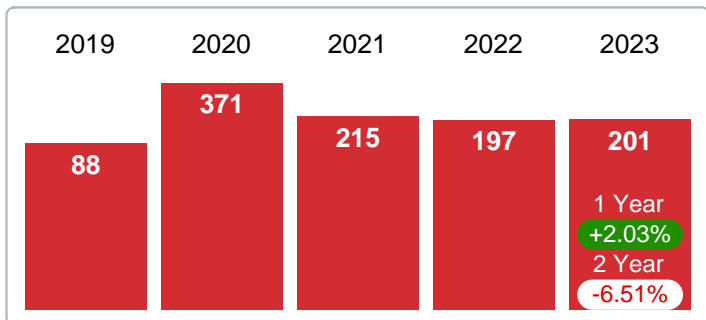
## ACTIVE INVENTORY

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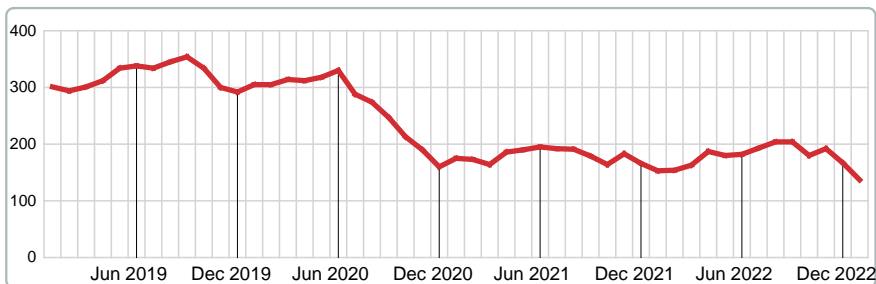
### END OF JANUARY



### ACTIVE DURING JANUARY

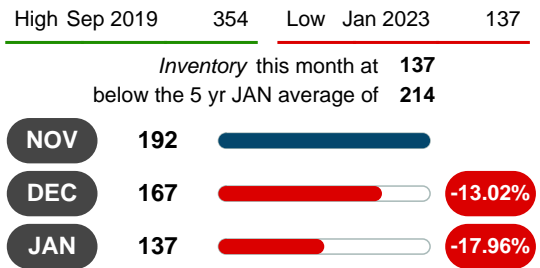


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 214



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	6.57%	84.0	4	4	1	0
\$100,001 - \$150,000	21	15.33%	75.0	8	12	1	0
\$150,001 - \$200,000	17	12.41%	90.0	3	11	3	0
\$200,001 - \$325,000	37	27.01%	78.0	2	25	10	0
\$325,001 - \$475,000	22	16.06%	77.0	0	12	8	2
\$475,001 - \$750,000	17	12.41%	133.0	3	7	6	1
\$750,001 and up	14	10.22%	141.0	1	5	5	3
<b>Total Active Inventory by Units</b>	<b>137</b>			<b>21</b>	<b>76</b>	<b>34</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>50,791,175</b>	<b>100%</b>	<b>90.0</b>	<b>5.32M</b>	<b>26.88M</b>	<b>14.69M</b>	<b>3.90M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$275,000</b>			<b>\$142,000</b>	<b>\$248,500</b>	<b>\$355,250</b>	<b>\$692,450</b>

# January 2023



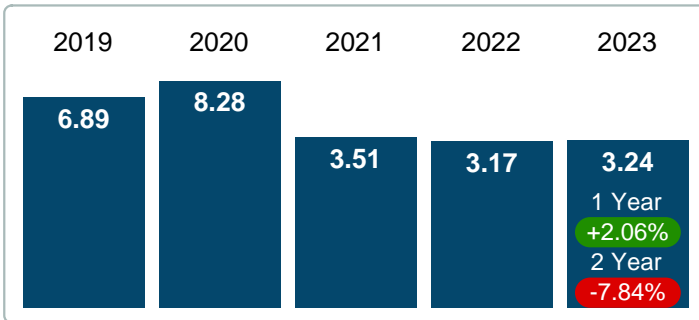
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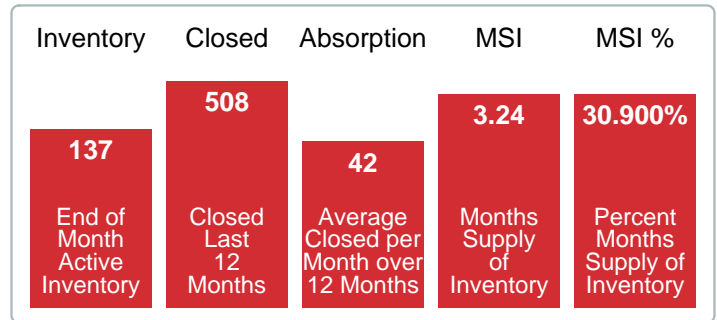
## MONTHS SUPPLY of INVENTORY (MSI)

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

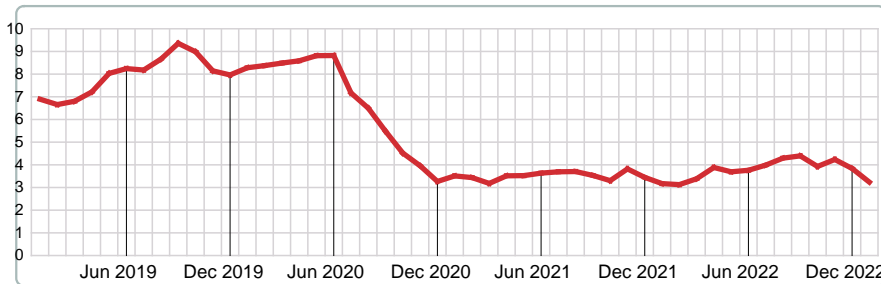
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

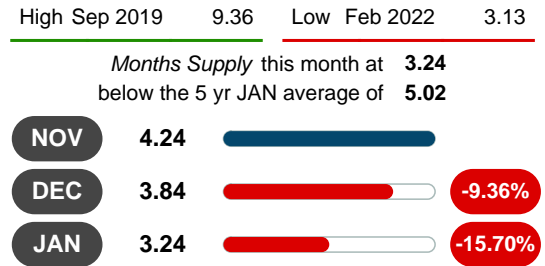


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2023



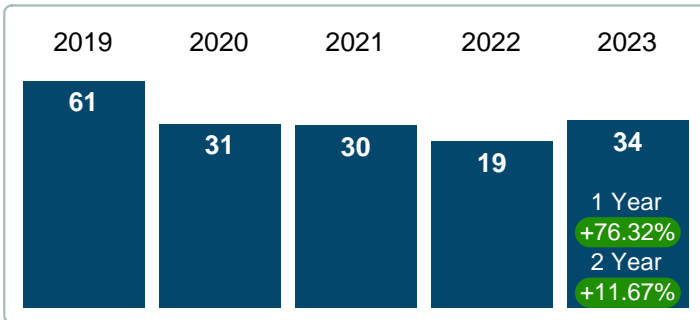
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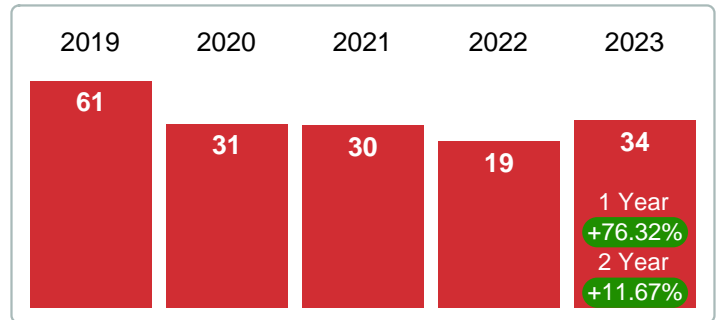
## MEDIAN DAYS ON MARKET TO SALE

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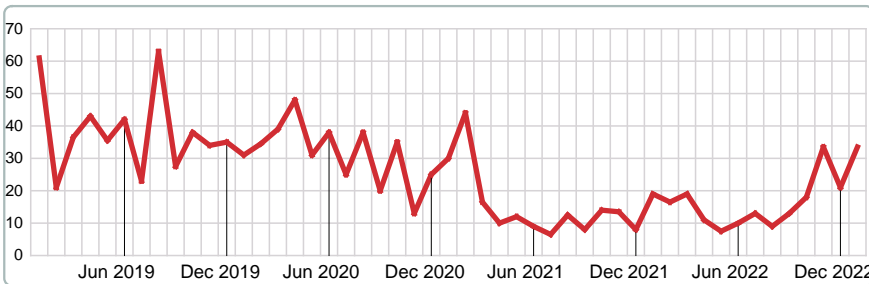
### JANUARY



### YEAR TO DATE (YTD)

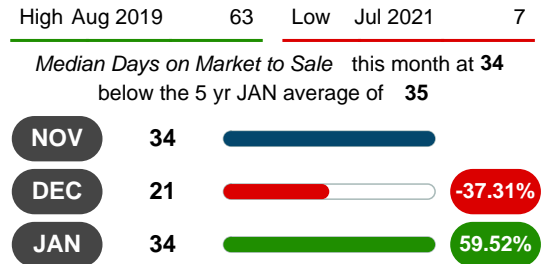


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 35



### 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	1	4.55%	14	14	0	0	0
\$50,001 - \$125,000	2	9.09%	70	0	70	0	0
\$125,001 - \$150,000	5	22.73%	47	33	47	59	0
\$150,001 - \$175,000	4	18.18%	30	41	31	18	0
\$175,001 - \$250,000	6	27.27%	56	0	56	98	2
\$250,001 - \$350,000	2	9.09%	21	0	34	8	0
\$350,001 and up	2	9.09%	63	9	116	0	0
Median Closed DOM			34	24	41	29	2
Total Closed Units		100%	33.5	4	12	5	1
Total Closed Volume			4,326,950	784.50K	2.35M	974.60K	222.00K



# January 2023



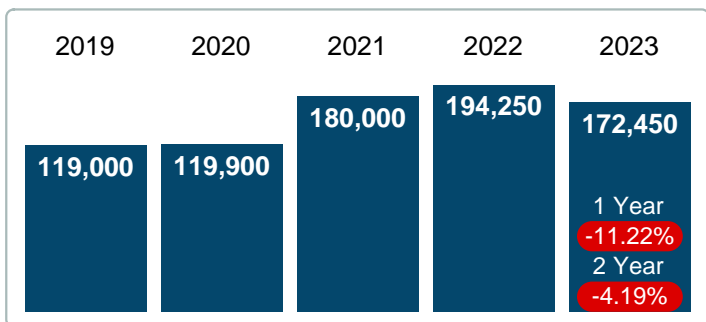
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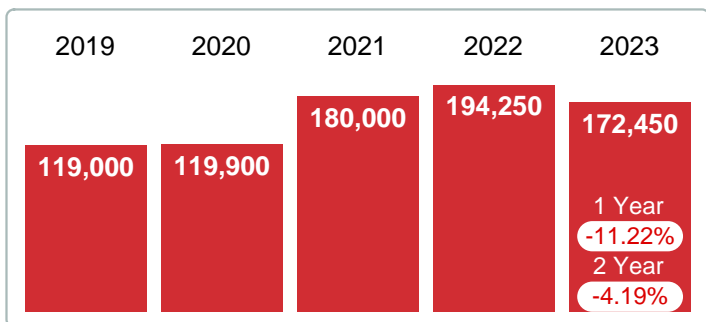
## MEDIAN LIST PRICE AT CLOSING

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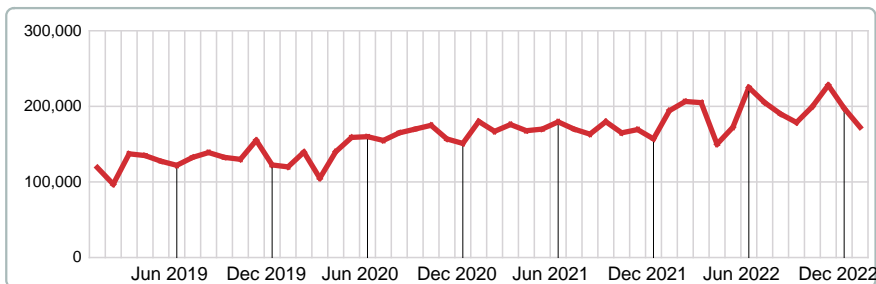
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

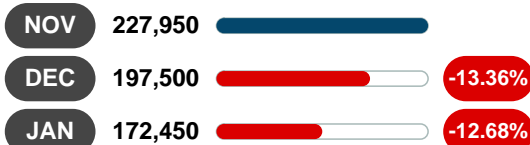


### 3 MONTHS

5 year JAN AVG = 157,120

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

Median List Price at Closing this month at 172,450 above the 5 yr JAN average of 157,120



### 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%	63	0	0	0	0
\$50,001 - \$125,000	13.64%	74,900	52,700	74,950	0	0
\$125,001 - \$150,000	18.18%	140,950	142,000	134,950	144,500	0
\$150,001 - \$175,000	18.18%	162,450	164,900	159,750	165,000	0
\$175,001 - \$250,000	22.73%	199,000	0	199,000	199,450	0
\$250,001 - \$350,000	18.18%	297,200	0	322,500	299,400	265,000
\$350,001 and up	9.09%	459,450	469,000	449,900	0	0
<b>Median List Price</b>		<b>172,450</b>	<b>153,450</b>	<b>171,250</b>	<b>179,900</b>	<b>265,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>172,450</b>	<b>4</b>	<b>12</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,562,100</b>	<b>828.60K</b>	<b>2.46M</b>	<b>1.01M</b>	<b>265.00K</b>



# January 2023



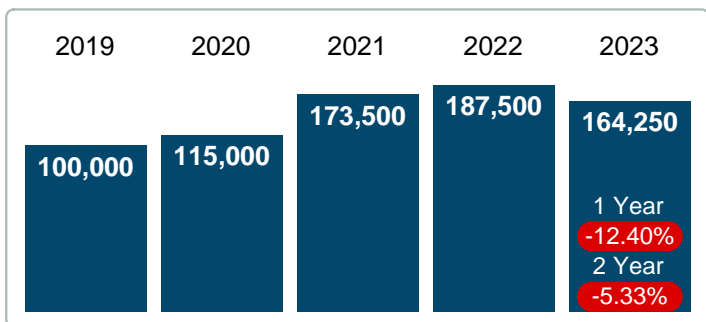
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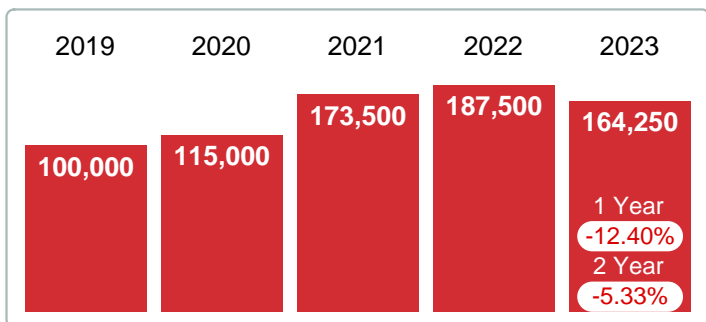
## MEDIAN SOLD PRICE AT CLOSING

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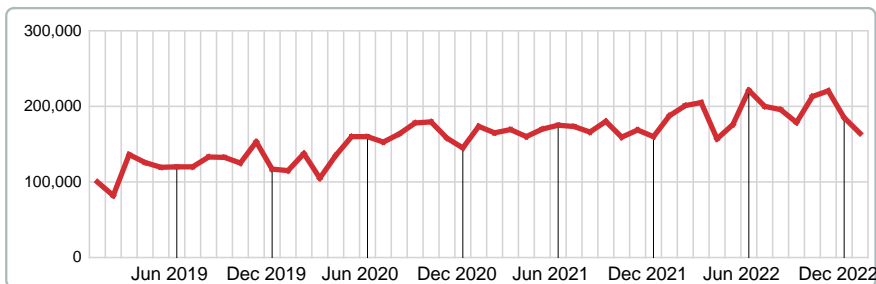
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

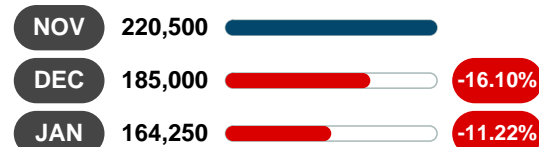


### 3 MONTHS

5 year JAN AVG = 148,050

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

Median Sold Price at Closing this month at 164,250 above the 5 yr JAN average of 148,050



### 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	4.55%	37,500	37,500	0	0	0
\$50,001 - \$125,000	9.09%	73,000	0	73,000	0	0
\$125,001 - \$150,000	22.73%	136,600	142,000	135,850	136,600	0
\$150,001 - \$175,000	18.18%	159,500	160,000	157,000	163,750	0
\$175,001 - \$250,000	27.27%	220,500	0	212,500	219,000	222,000
\$250,001 - \$350,000	9.09%	320,750	0	350,000	291,500	0
\$350,001 and up	9.09%	435,000	445,000	425,000	0	0
<b>Median Sold Price</b>		<b>164,250</b>	<b>151,000</b>	<b>169,750</b>	<b>168,500</b>	<b>222,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>164,250</b>	<b>4</b>	<b>12</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,326,950</b>	<b>784.50K</b>	<b>2.35M</b>	<b>974.60K</b>	<b>222.00K</b>

# January 2023



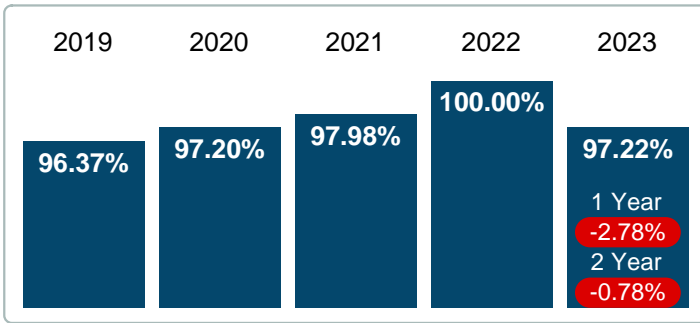
Area Delimited by County Of Cherokee - Residential Property Type



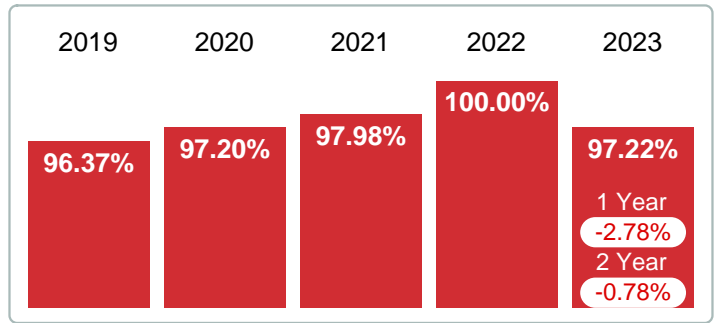
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

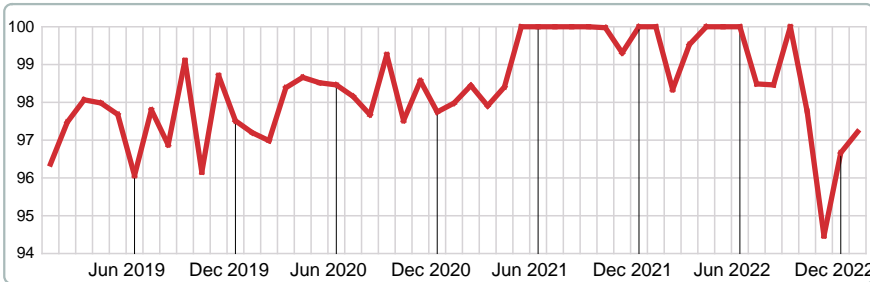
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

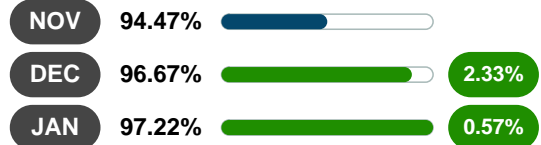


### 3 MONTHS

5 year JAN AVG = 97.75%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.22%**  
below the 5 yr JAN average of **97.75%**



### 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	<div style="width: 4.55%;"></div> 1	4.55%	71.16%	71.16%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	<div style="width: 9.09%;"></div> 2	9.09%	97.40%	0.00%	97.40%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 22.73%;"></div> 5	22.73%	97.11%	100.00%	97.11%	94.53%	0.00%
\$150,001 - \$175,000	<div style="width: 18.18%;"></div> 4	18.18%	96.70%	97.03%	98.43%	95.01%	0.00%
\$175,001 - \$250,000	<div style="width: 27.27%;"></div> 6	27.27%	98.99%	0.00%	98.99%	100.00%	83.77%
\$250,001 - \$350,000	<div style="width: 9.09%;"></div> 2	9.09%	98.68%	0.00%	100.00%	97.36%	0.00%
\$350,001 and up	<div style="width: 9.09%;"></div> 2	9.09%	94.67%	94.88%	94.47%	0.00%	0.00%
Median Sold/List Ratio		97.22%		95.96%	97.73%	96.36%	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



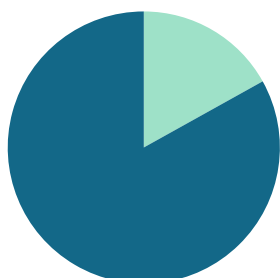
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

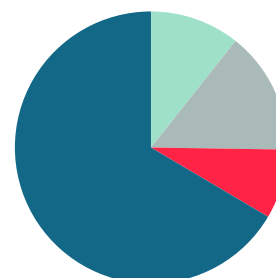


**Inventory**  
 New Listings  
**34 = 16.92%**  
 Start Inventory  
**167**  
 Total Inventory Units  
**201**  
 Volume  
**\$67,094,525**

### 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%
Median List Price	194,250	172,450	-11.22%	194,250	172,450	-11.22%
Median Sale Price	187,500	164,250	-12.40%	187,500	164,250	-12.40%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%	100.00%	97.22%	-2.78%
Median Days on Market to Sale	19.00	33.50	76.32%	19.00	33.50	76.32%
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

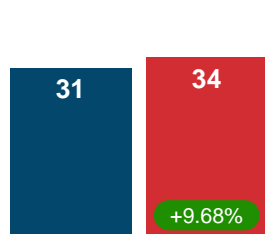
**Inventory** on January 31, 2023 = **137**

**2022** **2023**

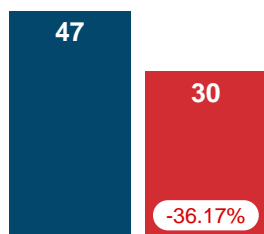
### JANUARY MARKET

### MEDIAN PRICES

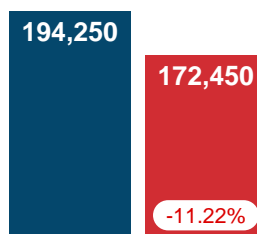
#### New Listings



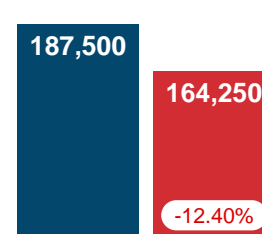
#### Pending Listings



#### List Price



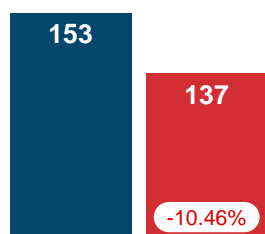
#### Sale Price



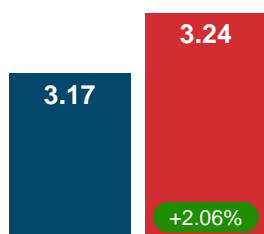
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

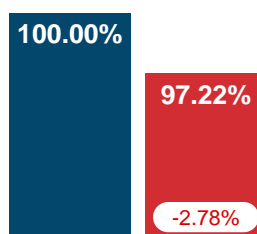
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

