

March 2023



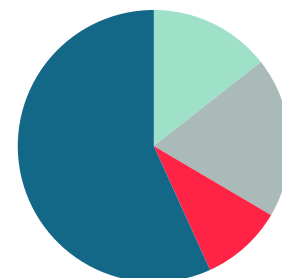
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	43	34	-20.93%
Pending Listings	48	45	-6.25%
New Listings	67	53	-20.90%
Average List Price	235,384	208,639	-11.36%
Average Sale Price	229,553	199,125	-13.26%
Average Percent of Selling Price to List Price	97.30%	95.76%	-1.58%
Average Days on Market to Sale	39.79	64.53	62.17%
End of Month Inventory	164	134	-18.29%
Months Supply of Inventory	3.40	3.31	-2.83%



■ Closed (14.41%)
■ Pending (19.07%)
■ Other OffMarket (9.75%)
■ Active (56.78%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of March 31, 2023 = **134**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **18.29%** to 134 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **3.31** 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 **13.26%** in March 2023 to \$199,125 versus the previous year at \$229,553.

Average Days on Market Lengthens

The average number of **64.53** days that homes spent on the market before selling increased by 24.74 days or **62.17%** in March 2023 compared to last year's same month at **39.79** DOM.

Sales Success for March 2023 is Positive

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

There were 53 New Listings in March 2023, down **20.90%** from last year at 67. Furthermore, there were 34 Closed Listings this month versus last year at 43, a **-20.93%** decrease.

Closed versus Listed trends yielded a **64.2%** ratio, down from previous year's, March 2022, at **64.2%**, a **0.04%** 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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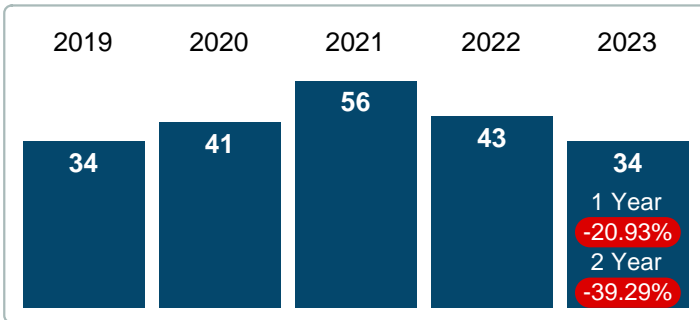
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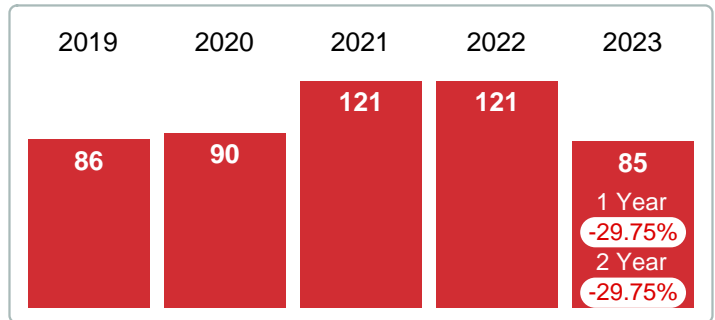
CLOSED LISTINGS

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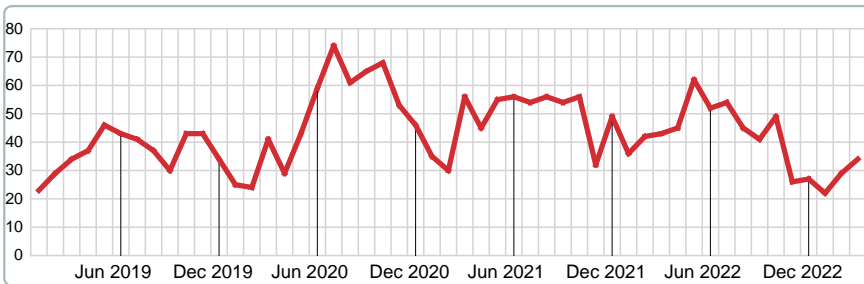
MARCH



YEAR TO DATE (YTD)

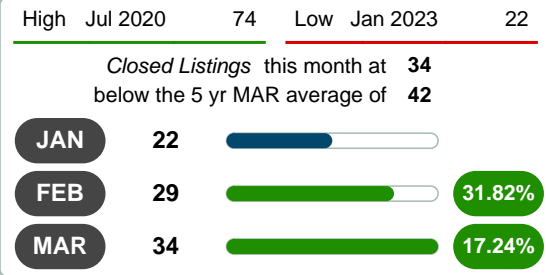


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	5	14.71%	82.2	2	3	0	0
\$125,001 - \$150,000	7	20.59%	45.4	1	5	1	0
\$150,001 - \$200,000	8	23.53%	54.1	0	6	2	0
\$200,001 - \$250,000	6	17.65%	68.2	0	5	1	0
\$250,001 - \$300,000	4	11.76%	71.5	1	2	1	0
\$300,001 and up	4	11.76%	84.3	0	2	1	1
Total Closed Units	34			4	23	6	1
Total Closed Volume	6,770,234	100%	64.5	574.00K	4.56M	1.33M	305.90K
Average Closed Price	\$199,125			\$143,500	\$198,083	\$222,406	\$305,900

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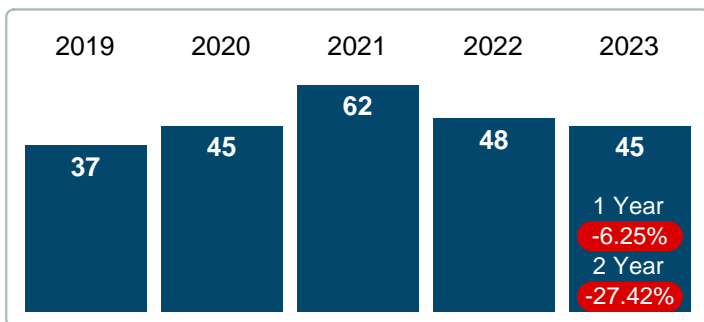
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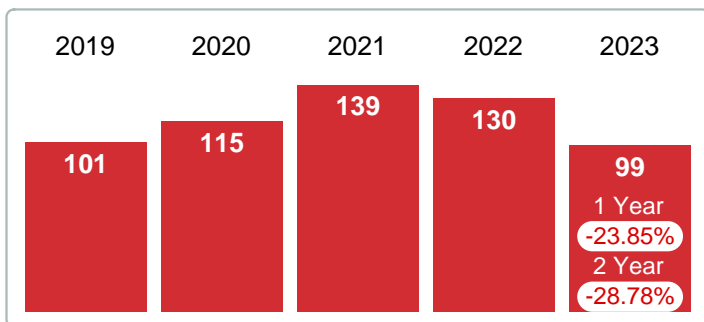
PENDING LISTINGS

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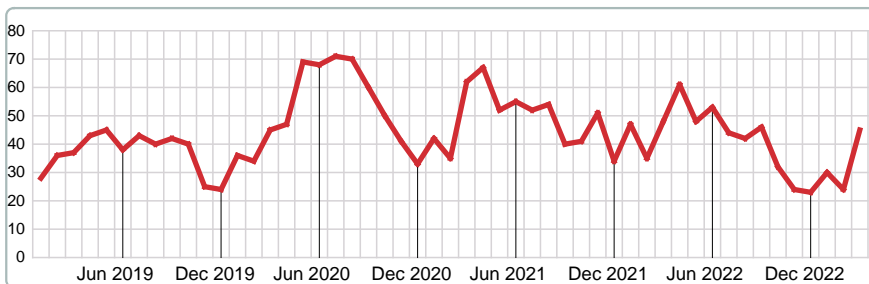
MARCH



YEAR TO DATE (YTD)

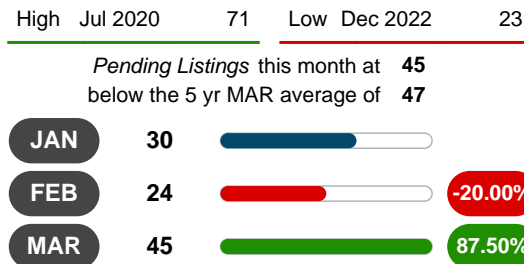


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.89%	9.8	2	2	0	0
\$100,001 - \$125,000	3	6.67%	33.0	1	2	0	0
\$125,001 - \$150,000	9	20.00%	48.9	2	6	1	0
\$150,001 - \$200,000	10	22.22%	73.4	1	9	0	0
\$200,001 - \$250,000	7	15.56%	24.6	0	5	2	0
\$250,001 - \$425,000	8	17.78%	51.4	0	2	6	0
\$425,001 and up	4	8.89%	84.0	1	2	0	1
Total Pending Units	45			7	28	9	1
Total Pending Volume	9,753,800	100%	43.5	1.12M	5.62M	2.39M	625.00K
Average Listing Price	\$168,350			\$159,343	\$200,721	\$265,911	\$625,000

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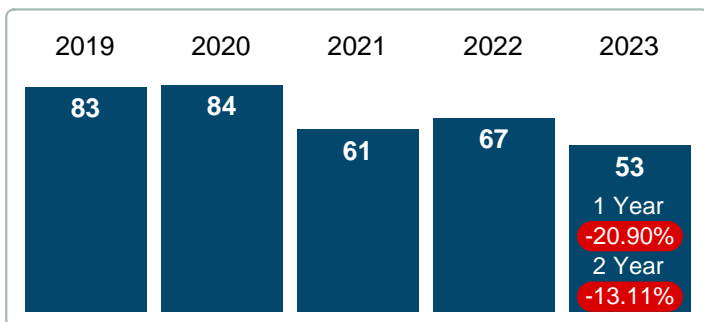
Area Delimited by County Of Cherokee - Residential Property Type



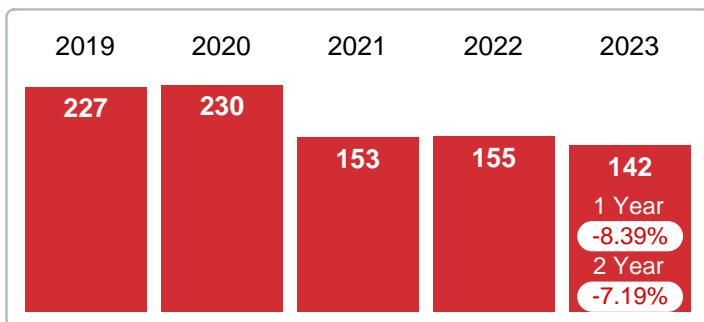
NEW LISTINGS

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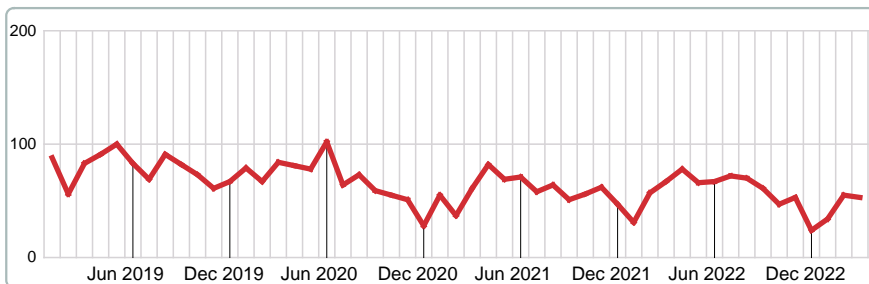
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

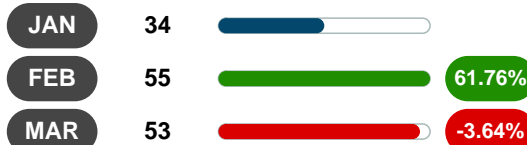


3 MONTHS

5 year MAR AVG = 70

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 53
below the 5 yr MAR average of 70



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	3	5.66%	3	0	0	0
\$80,001 - \$120,000	7	13.21%	3	4	0	0
\$120,001 - \$170,000	9	16.98%	4	5	0	0
\$170,001 - \$240,000	14	26.42%	2	10	1	1
\$240,001 - \$300,000	8	15.09%	0	5	3	0
\$300,001 - \$450,000	6	11.32%	0	4	1	1
\$450,001 and up	6	11.32%	0	4	1	1
Total New Listed Units	53		12	32	6	3
Total New Listed Volume	12,940,750	100%	1.40M	8.06M	2.09M	1.38M
Average New Listed Listing Price	\$0		\$116,983	\$251,955	\$348,265	\$461,600

March 2023



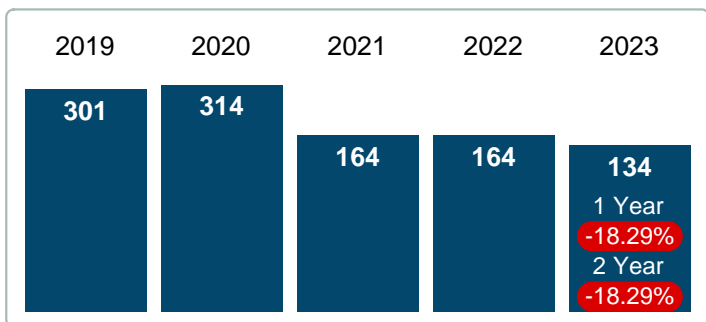
Area Delimited by County Of Cherokee - Residential Property Type



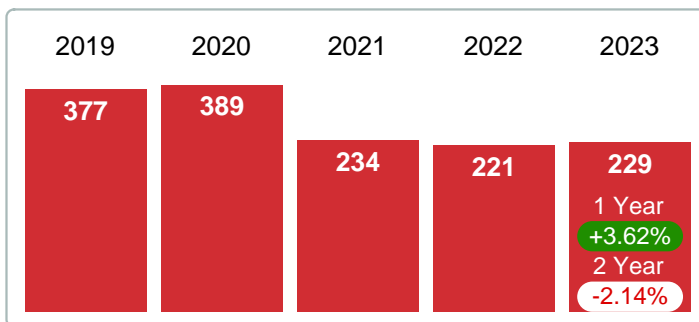
ACTIVE INVENTORY

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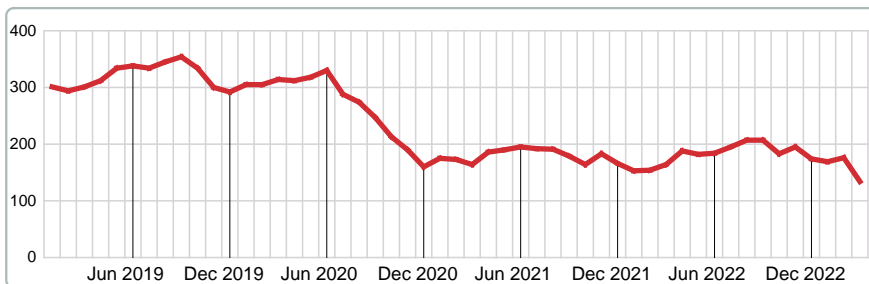
END OF MARCH



ACTIVE DURING MARCH

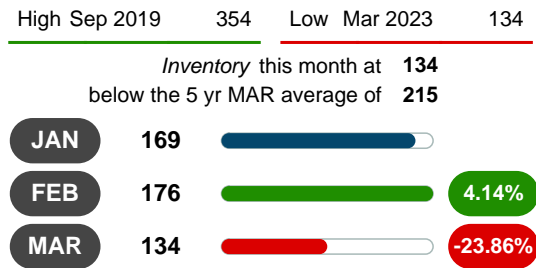


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 215



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	10	7.46%	59.5	6	3	1	0
\$100,001 - \$150,000	22	16.42%	63.0	9	13	0	0
\$150,001 - \$200,000	17	12.69%	62.9	1	12	3	1
\$200,001 - \$275,000	24	17.91%	65.1	1	18	5	0
\$275,001 - \$375,000	27	20.15%	91.5	0	20	5	2
\$375,001 - \$650,000	21	15.67%	119.2	1	11	7	2
\$650,001 and up	13	9.70%	143.5	1	4	6	2
Total Active Inventory by Units	134			19	81	27	7
Total Active Inventory by Volume	44,181,879	100%	85.5	3.82M	25.15M	11.87M	3.35M
Average Active Inventory Listing Price	\$329,716			\$200,942	\$310,475	\$439,570	\$478,157

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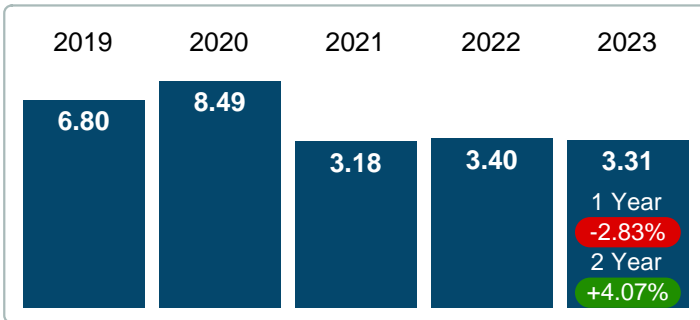
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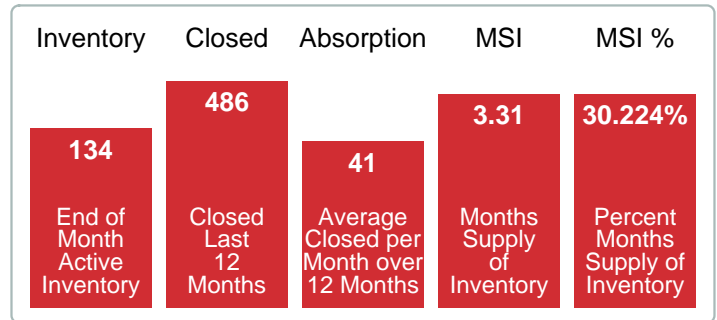
MONTHS SUPPLY of INVENTORY (MSI)

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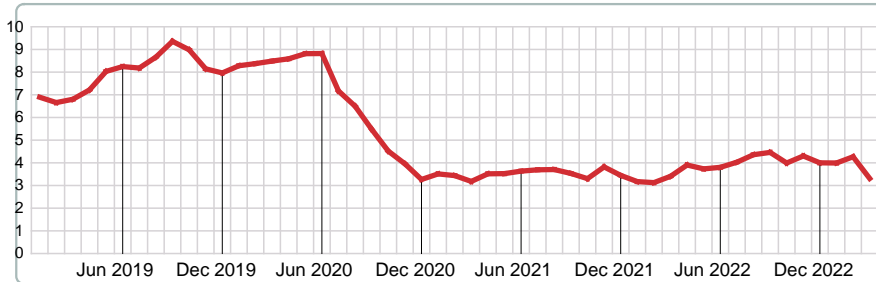
MSI FOR MARCH



INDICATORS FOR MARCH 2023

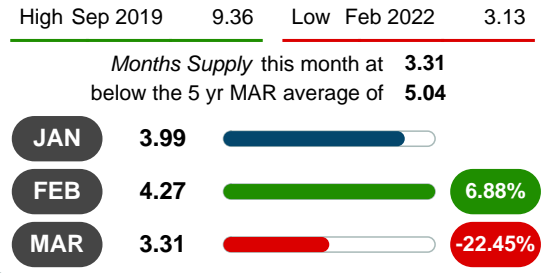


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.04



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	10	7.46%	1.74	2.40	1.00	6.00	0.00
\$100,001 - \$150,000	22	16.42%	2.75	3.48	2.94	0.00	0.00
\$150,001 - \$200,000	17	12.69%	2.15	0.92	2.12	3.27	4.00
\$200,001 - \$275,000	24	17.91%	2.67	1.71	2.81	3.00	0.00
\$275,001 - \$375,000	27	20.15%	5.14	0.00	7.27	2.40	8.00
\$375,001 - \$650,000	21	15.67%	5.86	6.00	5.74	7.00	4.00
\$650,001 and up	13	9.70%	13.00	12.00	12.00	36.00	4.80
Market Supply of Inventory (MSI)			3.31	2.65	3.31	3.95	3.50
Total Active Inventory by Units		100%	3.31	19	81	27	7

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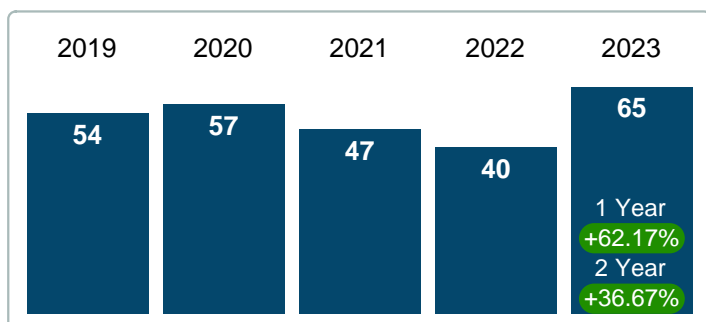
Area Delimited by County Of Cherokee - Residential Property Type



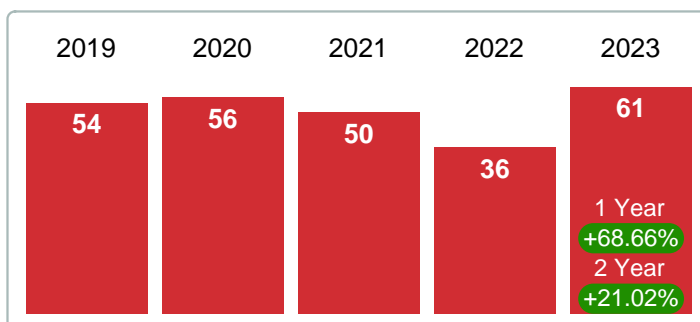
AVERAGE DAYS ON MARKET TO SALE

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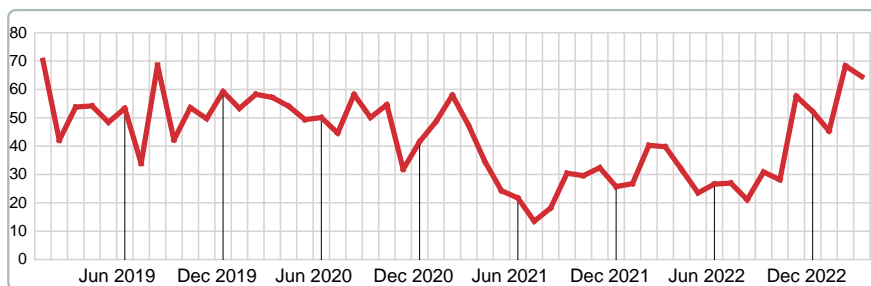
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

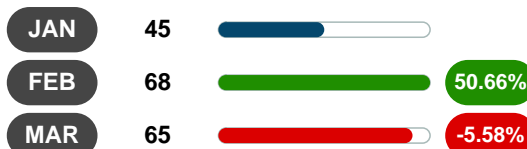


3 MONTHS

5 year MAR AVG = 53

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 65 above the 5 yr MAR average of 53



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
\$75,000 and less	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.71%	82	132	49	0	0
\$125,001 - \$150,000	20.59%	45	10	35	133	0
\$150,001 - \$200,000	23.53%	54	0	52	60	0
\$200,001 - \$250,000	17.65%	68	0	81	3	0
\$250,001 - \$300,000	11.76%	72	136	58	34	0
\$300,001 and up	11.76%	84	0	87	96	67
Average Closed DOM		65	102	58	64	67
Total Closed Units	100%	65	4	23	6	1
Total Closed Volume		6,770,234	574.00K	4.56M	1.33M	305.90K

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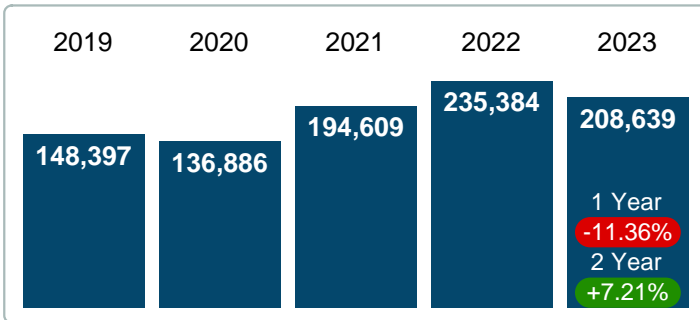
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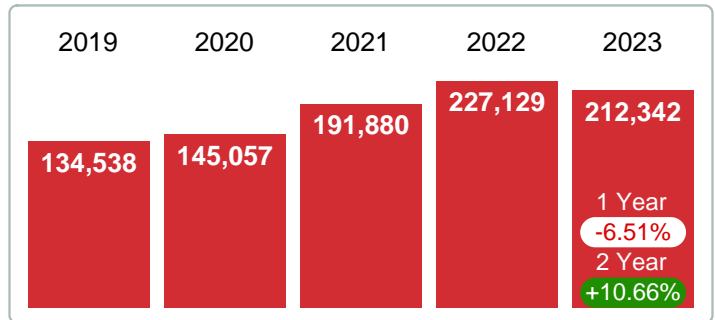
AVERAGE LIST PRICE AT CLOSING

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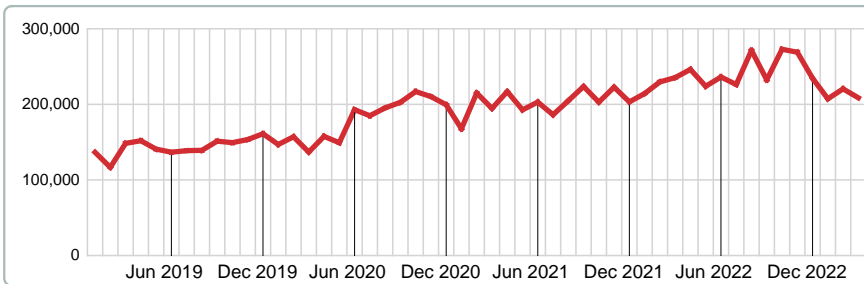
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

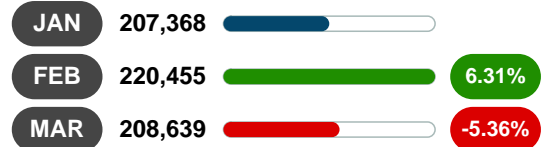


3 MONTHS

5 year MAR AVG = 184,783

High Oct 2022 272,831 Low Feb 2019 116,652

Average List Price at Closing this month at **208,639**
above the 5 yr MAR average of **184,783**



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
\$75,000 and less	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.71%	97,360	97,500	97,267	0	0
\$125,001 - \$150,000	17.65%	141,350	129,500	148,940	148,900	0
\$150,001 - \$200,000	26.47%	177,344	0	179,617	177,450	0
\$200,001 - \$250,000	14.71%	224,280	0	230,960	225,000	0
\$250,001 - \$300,000	14.71%	274,707	275,000	277,100	274,434	0
\$300,001 and up	11.76%	416,950	0	490,000	344,900	342,900
Average List Price		208,639	149,875	208,835	224,689	342,900
Total Closed Units	100%	208,639	4	23	6	1
Total Closed Volume		7,093,733	599.50K	4.80M	1.35M	342.90K

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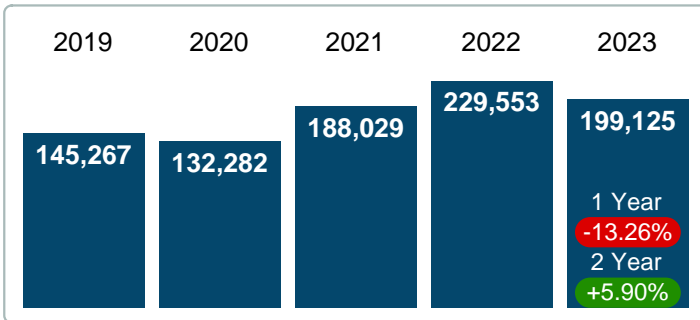
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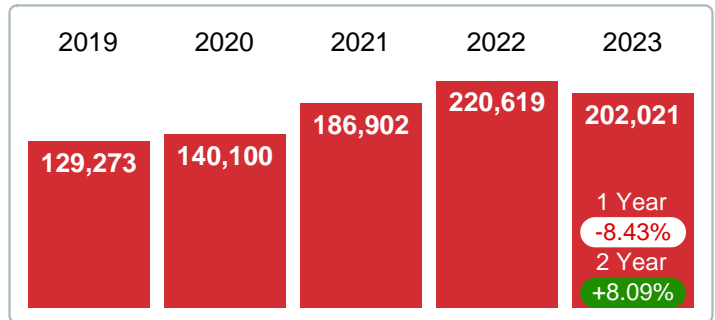
AVERAGE SOLD PRICE AT CLOSING

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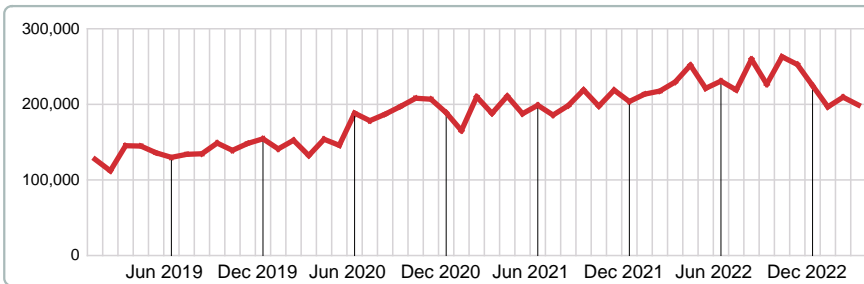
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

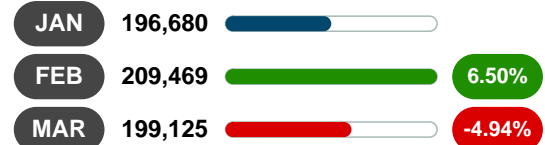


3 MONTHS

5 year MAR AVG = 178,851

High Oct 2022 262,961 | Low Feb 2019 112,077

Average Sold Price at Closing this month at **199,125**
above the 5 yr MAR average of **178,851**



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
\$75,000 and less	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.71%	92,380	93,500	91,633	0	0
\$125,001 - \$150,000	20.59%	138,214	127,000	138,500	148,000	0
\$150,001 - \$200,000	23.53%	170,125	0	169,667	171,500	0
\$200,001 - \$250,000	17.65%	223,333	0	223,000	225,000	0
\$250,001 - \$300,000	11.76%	271,234	260,000	275,250	274,434	0
\$300,001 and up	11.76%	388,725	0	452,500	344,000	305,900
Average Sold Price		199,125	143,500	198,083	222,406	305,900
Total Closed Units	100%	34	4	23	6	1
Total Closed Volume		6,770,234	574.00K	4.56M	1.33M	305.90K

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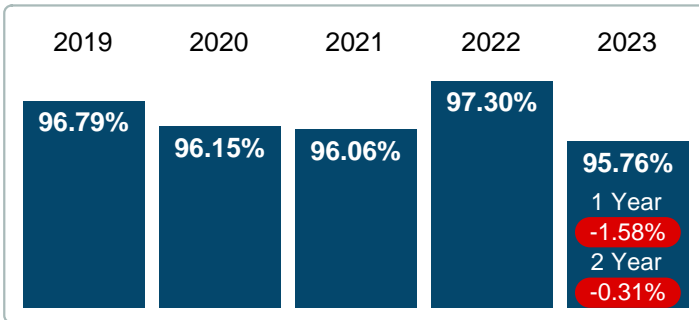
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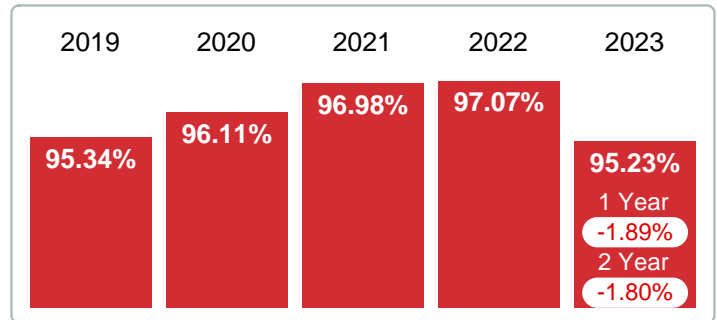
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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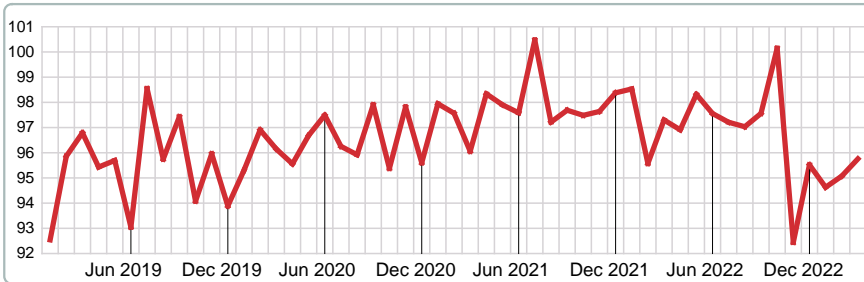
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

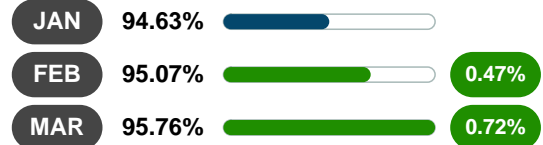


3 MONTHS

5 year MAR AVG = 96.41%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.76%**
equal to 5 yr MAR average of **96.41%**



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
\$75,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	5	14.71%	95.04%	96.00%	94.40%	0.00%	0.00%
\$125,001 - \$150,000	7	20.59%	95.18%	98.07%	93.76%	99.40%	0.00%
\$150,001 - \$200,000	8	23.53%	95.23%	0.00%	94.70%	96.83%	0.00%
\$200,001 - \$250,000	6	17.65%	97.48%	0.00%	96.98%	100.00%	0.00%
\$250,001 - \$300,000	4	11.76%	98.27%	94.55%	99.27%	100.00%	0.00%
\$300,001 and up	4	11.76%	93.62%	0.00%	92.77%	99.74%	89.21%
Average Sold/List Ratio		95.80%		96.15%	95.18%	98.80%	89.21%
Total Closed Units		34	100%	4	23	6	1
Total Closed Volume		6,770,234		574.00K	4.56M	1.33M	305.90K

March 2023



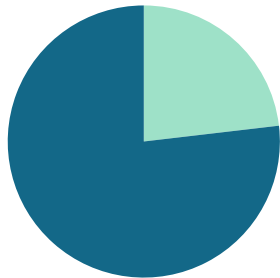
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

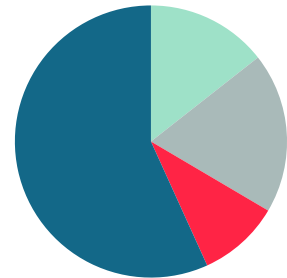


Inventory
 New Listings
53 = 23.14%
 Start Inventory
176
 Total Inventory Units
229
 Volume
\$68,454,252

Market Activity

Closed Sales
34 = 14.41%
 Pending Sales
45 = 19.07%
 Other Off Market
23 = 9.75%
 Active Inventory
134 = 56.78%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	43	34	-20.93%	121	85	-29.75%
Pending Sales	48	45	-6.25%	130	99	-23.85%
New Listings	67	53	-20.90%	155	142	-8.39%
Average List Price	235,384	208,639	-11.36%	227,129	212,342	-6.51%
Average Sale Price	229,553	199,125	-13.26%	220,619	202,021	-8.43%
Average Percent of Selling Price to List Price	97.30%	95.76%	-1.58%	97.07%	95.23%	-1.89%
Average Days on Market to Sale	39.79	64.53	62.17%	36.09	60.87	68.66%
Monthly Inventory	164	134	-18.29%	164	134	-18.29%
Months Supply of Inventory	3.40	3.31	-2.83%	3.40	3.31	-2.83%

Absorption: Last 12 months, an Average of **41** Sales/Month

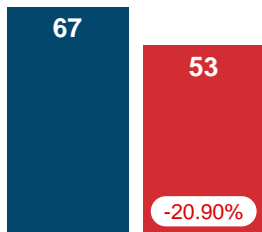
Inventory on March 31, 2023 = **134**

2022 **2023**

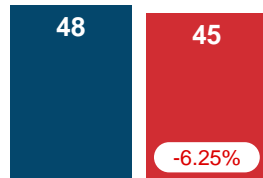
MARCH MARKET

AVERAGE PRICES

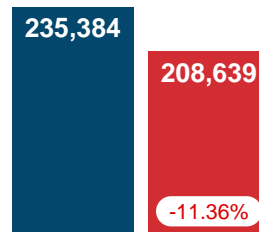
New Listings



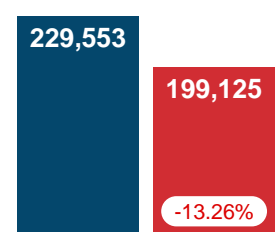
Pending Listings



List Price



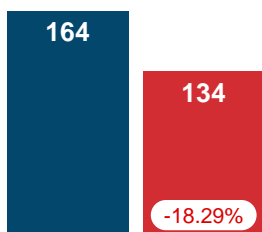
Sale Price



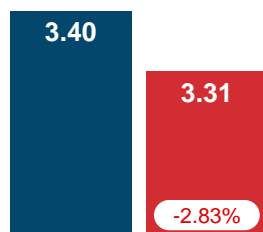
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

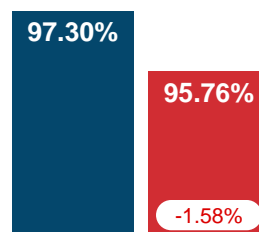
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

