

# April 2023



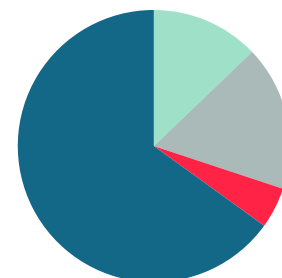
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	45	29	-35.56%
Pending Listings	61	39	-36.07%
New Listings	78	53	-32.05%
Median List Price	150,000	199,900	33.27%
Median Sale Price	157,000	199,900	27.32%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%
Median Days on Market to Sale	11.00	33.00	200.00%
End of Month Inventory	188	147	-21.81%
Months Supply of Inventory	3.90	3.75	-3.84%



■ Closed (12.83%)  
■ Pending (17.26%)  
■ Other OffMarket (4.87%)  
■ Active (65.04%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of April 30, 2023 = **147**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 decreased **21.81%** to 147 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.75** 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 **27.32%** in April 2023 to \$199,900 versus the previous year at \$157,000.

#### Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 22.00 days or **200.00%** in April 2023 compared to last year's same month at **11.00** DOM.

#### Sales Success for April 2023 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 April 2023, down **32.05%** from last year at 78. Furthermore, there were 29 Closed Listings this month versus last year at 45, a **-35.56%** decrease.

Closed versus Listed trends yielded a **54.7%** ratio, down from previous year's, April 2022, at **57.7%**, a **5.16%** downswing. This will certainly create pressure on a decreasing Monthly 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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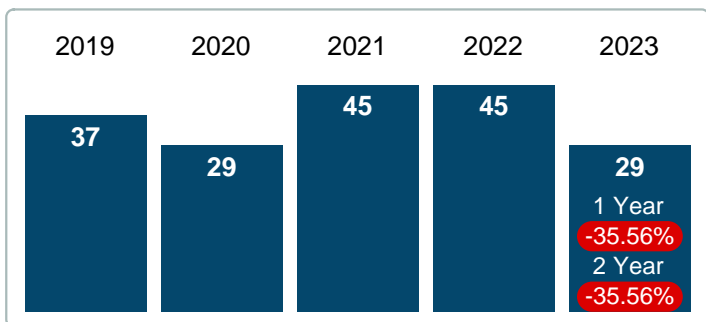
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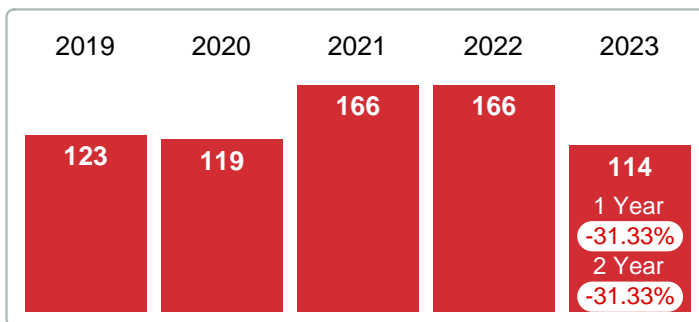
## CLOSED LISTINGS

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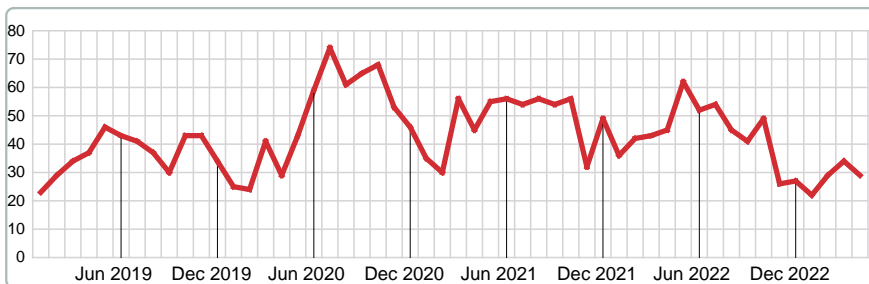
### APRIL



### YEAR TO DATE (YTD)

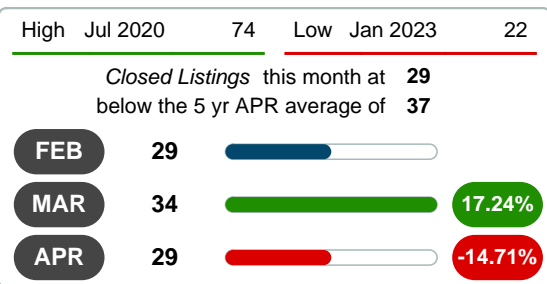


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	6.90%	11.5	1	1	0	0
\$100,001 - \$125,000	4	13.79%	35.0	1	3	0	0
\$125,001 - \$150,000	2	6.90%	110.5	0	2	0	0
\$150,001 - \$225,000	9	31.03%	33.0	1	8	0	0
\$225,001 - \$250,000	4	13.79%	37.0	0	1	3	0
\$250,001 - \$425,000	5	17.24%	8.0	0	3	2	0
\$425,001 and up	3	10.34%	16.0	0	2	1	0
<b>Total Closed Units</b>	<b>29</b>			<b>3</b>	<b>20</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,657,512</b>	<b>100%</b>	<b>33.0</b>	<b>368.00K</b>	<b>4.30M</b>	<b>1.99M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$199,900</b>			<b>\$107,000</b>	<b>\$191,200</b>	<b>\$257,500</b>	<b>\$0</b>

# April 2023



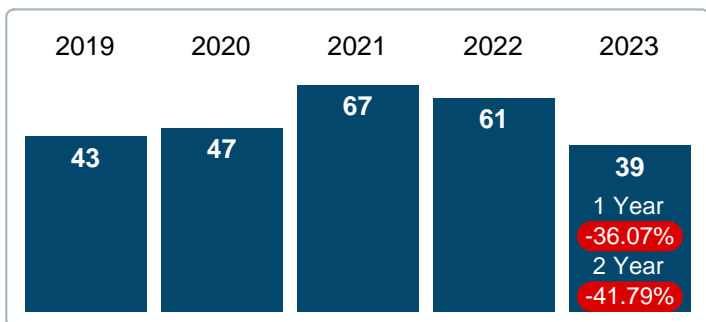
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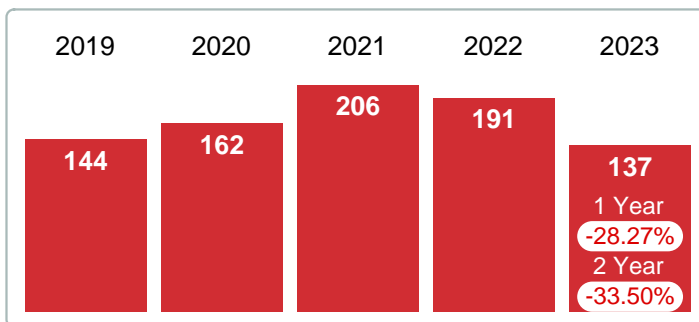
## PENDING LISTINGS

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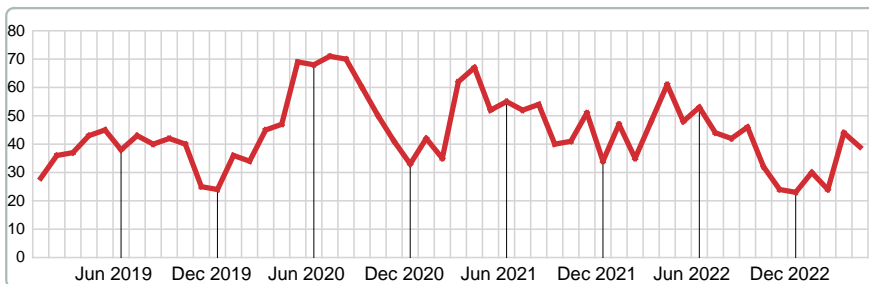
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### YEAR TO DATE (YTD)

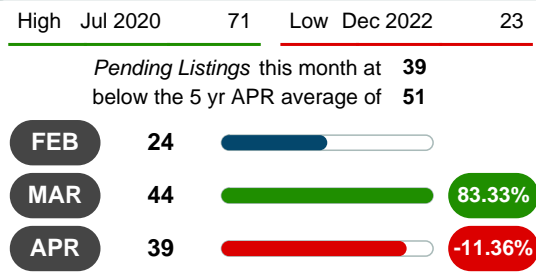


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 51



### 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	3	7.69%	8.0	2	1	0	0
\$75,001 - \$125,000	5	12.82%	11.0	2	3	0	0
\$125,001 - \$175,000	6	15.38%	5.0	2	2	2	0
\$175,001 - \$225,000	9	23.08%	49.0	0	8	1	0
\$225,001 - \$275,000	7	17.95%	12.0	1	4	2	0
\$275,001 - \$425,000	6	15.38%	9.5	0	4	2	0
\$425,001 and up	3	7.69%	87.0	0	1	1	1
<b>Total Pending Units</b>	<b>39</b>			<b>7</b>	<b>23</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,412,350</b>	<b>100%</b>	<b>17.0</b>	<b>863.90K</b>	<b>5.30M</b>	<b>2.42M</b>	<b>834.90K</b>
<b>Median Listing Price</b>	<b>\$195,900</b>			<b>\$120,000</b>	<b>\$195,900</b>	<b>\$252,450</b>	<b>\$834,900</b>

# April 2023



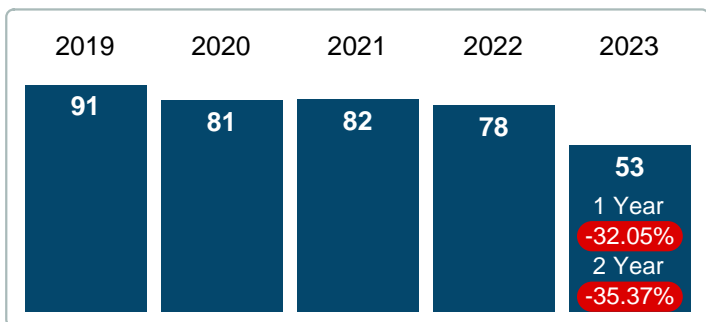
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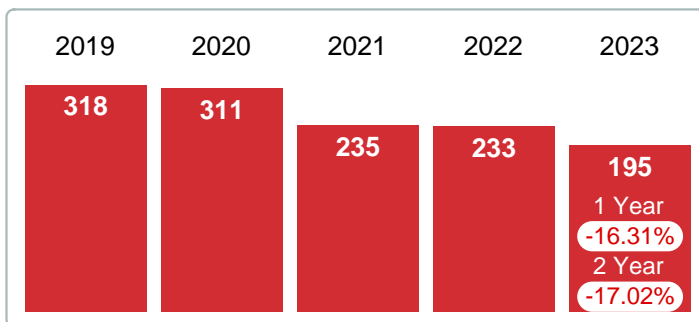
## NEW LISTINGS

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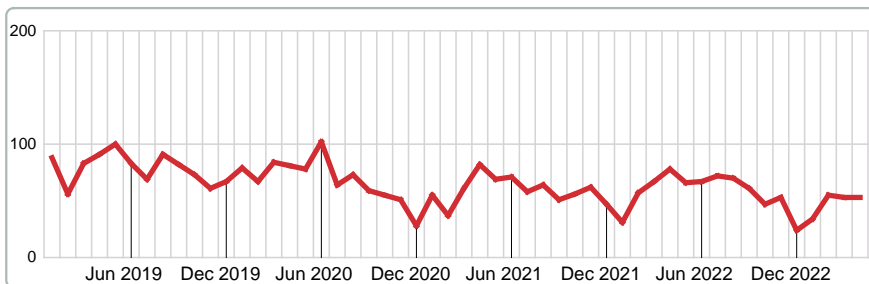
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 77

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 53  
 below the 5 yr APR average of 77



### 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	4	7.55%	2	2	0	0
\$100,001 - \$125,000	5	9.43%	2	2	1	0
\$125,001 - \$175,000	7	13.21%	3	2	2	0
\$175,001 - \$275,000	14	26.42%	3	7	4	0
\$275,001 - \$375,000	11	20.75%	1	7	2	1
\$375,001 - \$425,000	6	11.32%	0	3	2	1
\$425,001 and up	6	11.32%	1	3	0	2
<b>Total New Listed Units</b>	<b>53</b>		<b>12</b>	<b>26</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>15,150,850</b>	<b>100%</b>	<b>3.03M</b>	<b>7.40M</b>	<b>2.79M</b>	<b>1.92M</b>
<b>Median New Listed Listing Price</b>	<b>\$250,000</b>		<b>\$148,850</b>	<b>\$279,900</b>	<b>\$239,900</b>	<b>\$462,000</b>

# April 2023



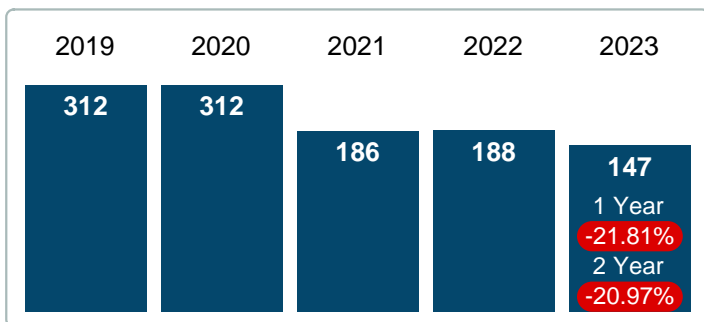
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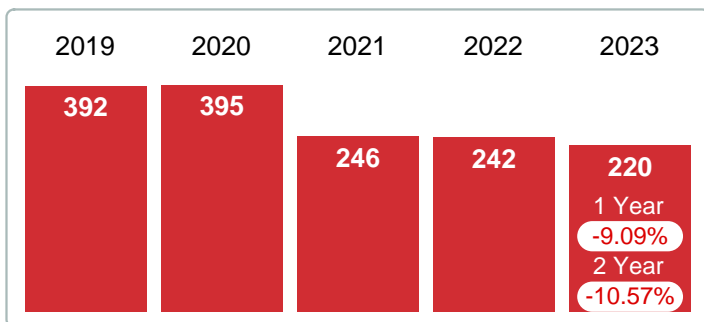
## ACTIVE INVENTORY

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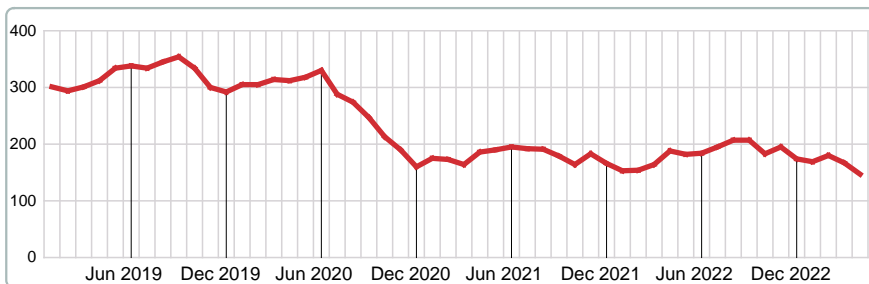
### END OF APRIL



### ACTIVE DURING APRIL

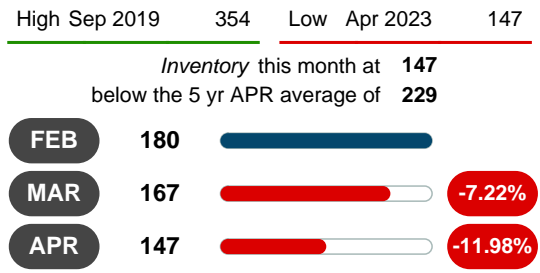


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 229



### 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	11	7.48%	62.0	4	6	1	0
\$100,001 - \$150,000	23	15.65%	61.0	10	12	1	0
\$150,001 - \$225,000	20	13.61%	55.5	4	11	4	1
\$225,001 - \$300,000	37	25.17%	75.0	1	29	7	0
\$300,001 - \$375,000	19	12.93%	79.0	0	12	5	2
\$375,001 - \$625,000	22	14.97%	84.0	2	9	6	5
\$625,001 and up	15	10.20%	151.0	2	5	6	2
Total Active Inventory by Units			147	23	84	30	10
Total Active Inventory by Volume			47,950,117	6.18M	25.40M	11.68M	4.69M
Median Active Inventory Listing Price			\$269,900	\$147,500	\$264,200	\$327,200	\$424,450

# April 2023



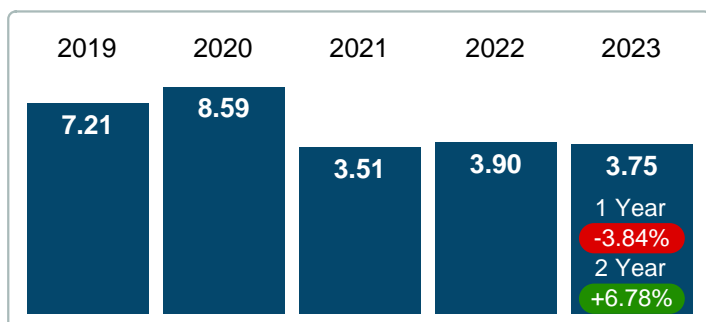
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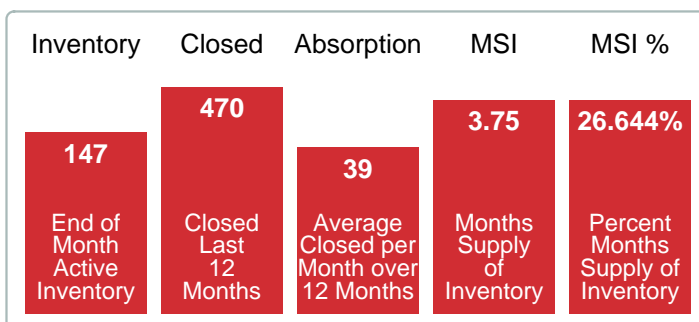
## MONTHS SUPPLY of INVENTORY (MSI)

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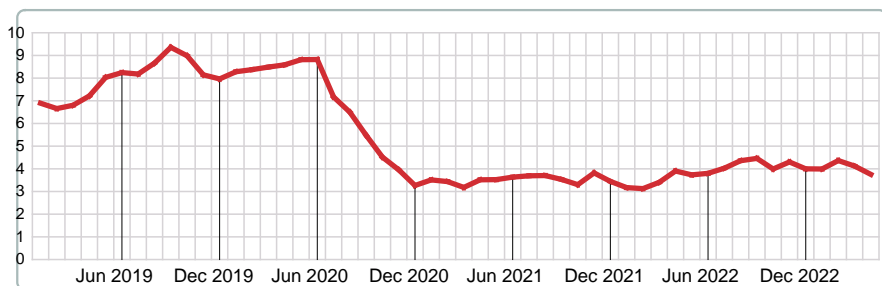
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

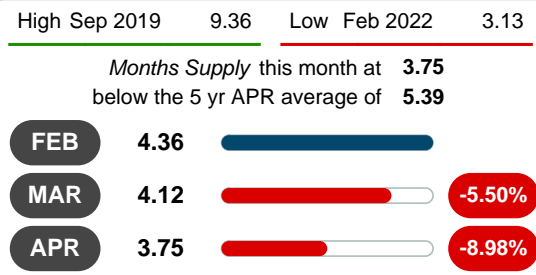


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.39



### 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	11	7.48%	2.03	1.60	2.25	6.00	0.00
\$100,001 - \$150,000	23	15.65%	3.17	4.29	2.94	1.50	0.00
\$150,001 - \$225,000	20	13.61%	1.75	3.00	1.33	2.67	3.00
\$225,001 - \$300,000	37	25.17%	5.10	3.00	5.90	3.82	0.00
\$300,001 - \$375,000	19	12.93%	5.85	0.00	8.47	3.33	8.00
\$375,001 - \$625,000	22	14.97%	6.44	12.00	4.91	6.00	12.00
\$625,001 and up	15	10.20%	12.86	24.00	12.00	24.00	4.80
Market Supply of Inventory (MSI)			3.75	3.37	3.56	4.34	5.45
Total Active Inventory by Units		100%	3.75	23	84	30	10

# April 2023



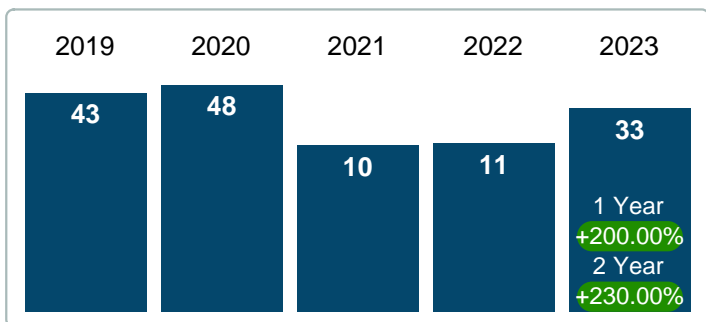
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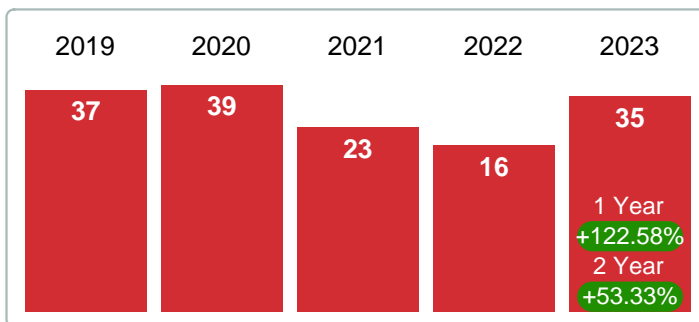
## MEDIAN DAYS ON MARKET TO SALE

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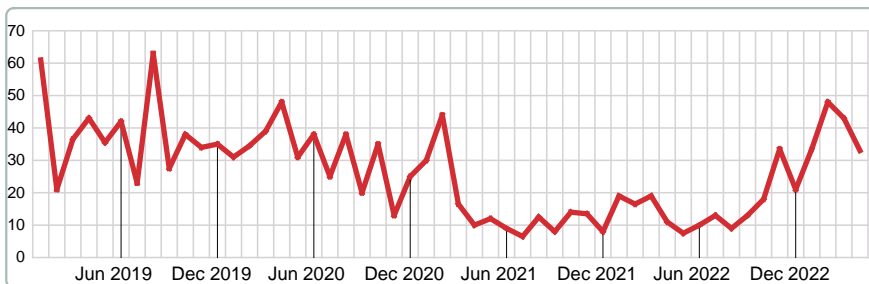
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

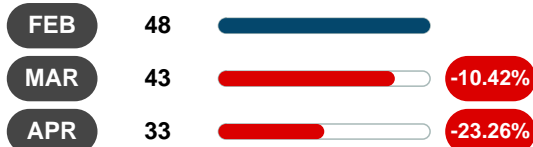


### 3 MONTHS

5 year APR AVG = 29

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 33 above the 5 yr APR average of 29



### 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
\$100,000 and less	6.90%	12	20	3	0	0
\$100,001 - \$125,000	13.79%	35	17	46	0	0
\$125,001 - \$150,000	6.90%	111	0	111	0	0
\$150,001 - \$225,000	31.03%	33	1	35	0	0
\$225,001 - \$250,000	13.79%	37	0	48	34	0
\$250,001 - \$425,000	17.24%	8	0	91	6	0
\$425,001 and up	10.34%	16	0	14	109	0
Median Closed DOM		33	17	41	34	0
Total Closed Units	100%	29	3	20	6	
Total Closed Volume		6,657,512	368.00K	4.30M	1.99M	0.00B

# April 2023



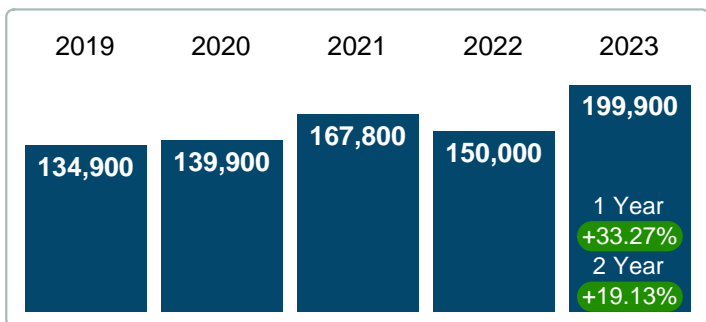
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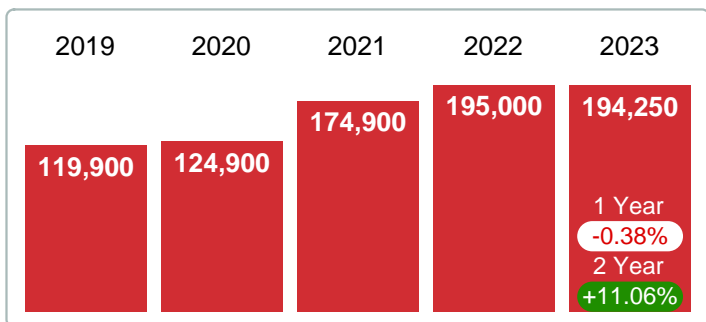
## MEDIAN LIST PRICE AT CLOSING

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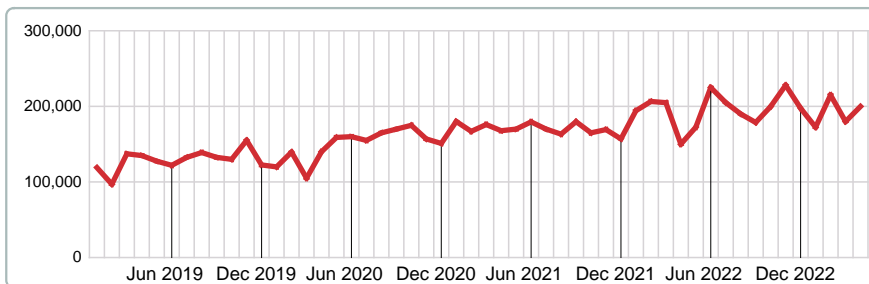
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

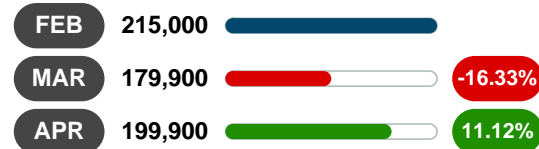


### 3 MONTHS

5 year APR AVG = 158,500

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

Median List Price at Closing this month at **199,900** above the 5 yr APR average of **158,500**



### 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
\$100,000 and less	6.90%	78,175	98,500	57,850	0	0
\$100,001 - \$125,000	10.34%	120,000	102,500	122,450	0	0
\$125,001 - \$150,000	13.79%	145,500	150,000	144,000	0	0
\$150,001 - \$225,000	27.59%	199,450	0	199,450	0	0
\$225,001 - \$250,000	13.79%	245,000	0	244,200	245,000	0
\$250,001 - \$425,000	17.24%	301,700	0	335,800	265,600	0
\$425,001 and up	10.34%	507,000	0	483,250	800,000	0
<b>Median List Price</b>		<b>199,900</b>	<b>102,500</b>	<b>199,450</b>	<b>265,300</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,900</b>	<b>3</b>	<b>20</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,871,750</b>	<b>351.00K</b>	<b>4.40M</b>	<b>2.13M</b>	<b>0.00B</b>



# April 2023



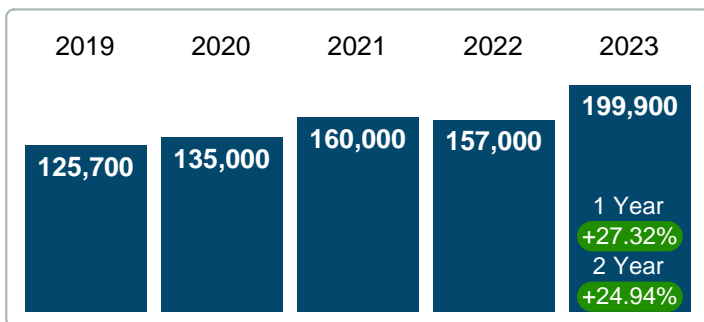
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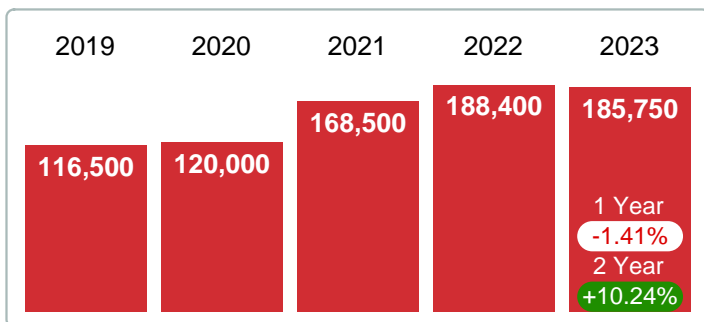
## MEDIAN SOLD PRICE AT CLOSING

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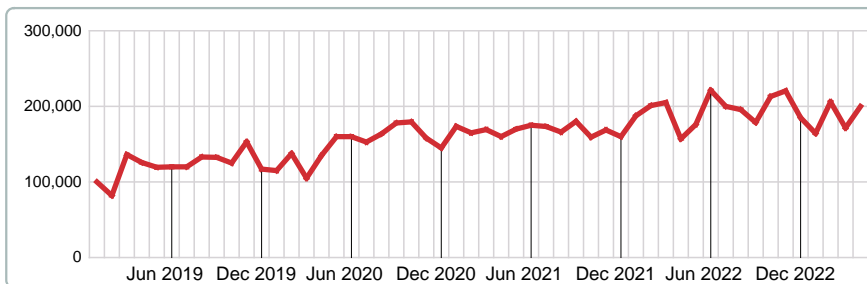
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

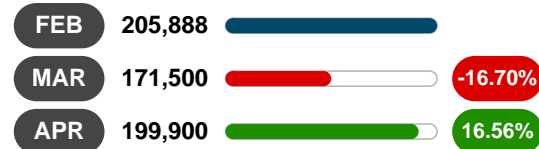


### 3 MONTHS

5 year APR AVG = 155,520

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

Median Sold Price at Closing this month at **199,900** above the 5 yr APR average of **155,520**



### 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
\$100,000 and less	6.90%	79,306	96,000	62,612	0	0
\$100,001 - \$125,000	13.79%	116,000	107,000	117,000	0	0
\$125,001 - \$150,000	6.90%	142,500	0	142,500	0	0
\$150,001 - \$225,000	31.03%	190,000	165,000	191,200	0	0
\$225,001 - \$250,000	13.79%	235,000	0	232,500	235,000	0
\$250,001 - \$425,000	17.24%	301,700	0	301,700	283,500	0
\$425,001 and up	10.34%	482,000	0	463,500	700,000	0
<b>Median Sold Price</b>		<b>199,900</b>	<b>107,000</b>	<b>191,200</b>	<b>257,500</b>	<b>0</b>
<b>Total Closed Units</b>		<b>29</b>	<b>3</b>	<b>20</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,657,512</b>	<b>368.00K</b>	<b>4.30M</b>	<b>1.99M</b>	<b>0.00B</b>

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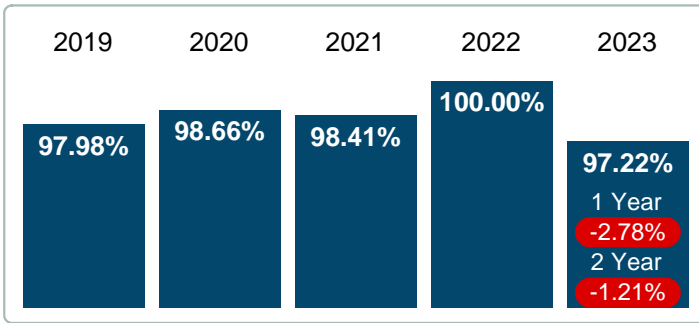
Area Delimited by County Of Cherokee - Residential Property Type



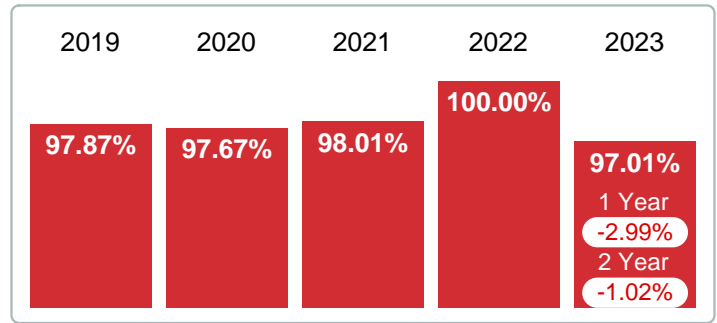
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

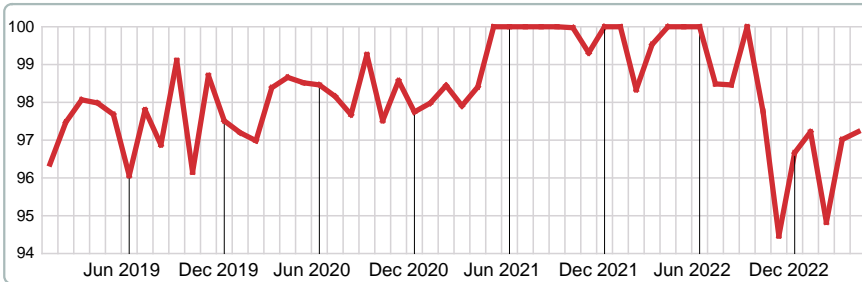
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

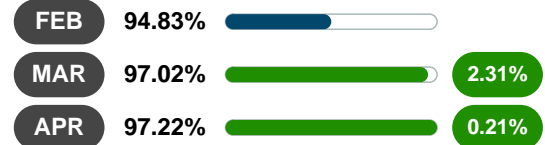


### 3 MONTHS

5 year APR AVG = 98.45%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.22%**  
below the 5 yr APR average of **98.45%**



### 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
\$100,000 and less	2	6.90%	102.85%	97.46%	108.23%	0.00%	0.00%
\$100,001 - \$125,000	4	13.79%	96.37%	104.39%	95.83%	0.00%	0.00%
\$125,001 - \$150,000	2	6.90%	97.93%	0.00%	97.93%	0.00%	0.00%
\$150,001 - \$225,000	9	31.03%	100.00%	110.00%	100.00%	0.00%	0.00%
\$225,001 - \$250,000	4	13.79%	95.92%	0.00%	96.92%	95.92%	0.00%
\$250,001 - \$425,000	5	17.24%	100.00%	0.00%	100.00%	99.56%	0.00%
\$425,001 and up	3	10.34%	95.07%	0.00%	95.96%	87.50%	0.00%
Median Sold/List Ratio		97.22%		104.39%	97.07%	95.92%	0.00%
Total Closed Units		29	100%	3	20	6	
Total Closed Volume		6,657,512		368.00K	4.30M	1.99M	0.00B

# April 2023



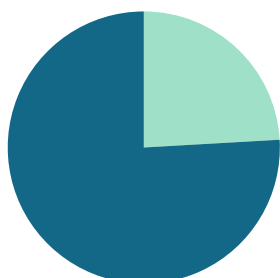
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

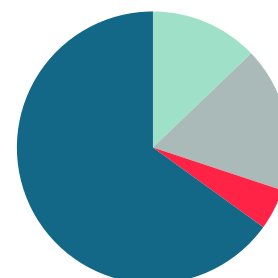


**Inventory**  
 New Listings  
**53 = 24.09%**  
 Start Inventory  
**167**  
 Total Inventory Units  
**220**  
 Volume  
**\$66,322,266**

### Market Activity

Closed Sales  
**29 = 12.83%**  
 Pending Sales  
**39 = 17.26%**  
 Other Off Market  
**11 = 4.87%**  
 Active Inventory  
**147 = 65.04%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	45	29	-35.56%	166	114	-31.33%
Pending Sales	61	39	-36.07%	191	137	-28.27%
New Listings	78	53	-32.05%	233	195	-16.31%
Median List Price	150,000	199,900	33.27%	195,000	194,250	-0.38%
Median Sale Price	157,000	199,900	27.32%	188,400	185,750	-1.41%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%	100.00%	97.01%	-2.99%
Median Days on Market to Sale	11.00	33.00	200.00%	15.50	34.50	122.58%
Monthly Inventory	188	147	-21.81%	188	147	-21.81%
Months Supply of Inventory	3.90	3.75	-3.84%	3.90	3.75	-3.84%

**Absorption:** Last 12 months, an Average of **39** Sales/Month

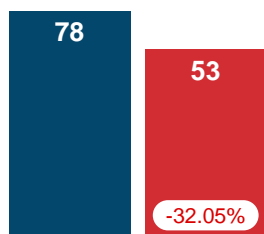
**Inventory** on April 30, 2023 = **147**

**2022** **2023**

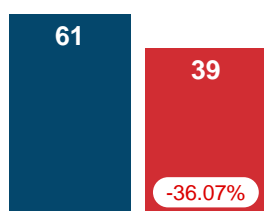
### APRIL MARKET

### MEDIAN PRICES

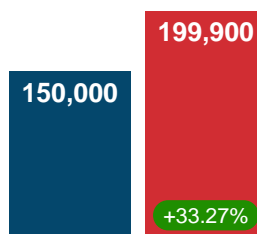
#### New Listings



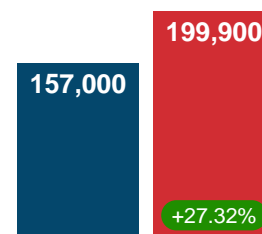
#### Pending Listings



#### List Price



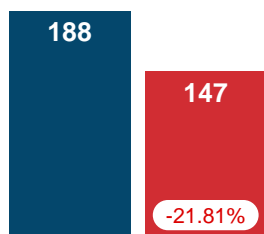
#### Sale Price



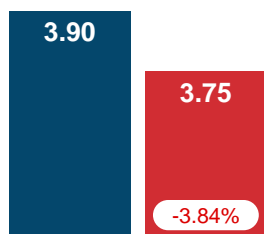
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

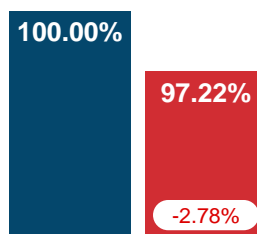
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

