

# December 2022



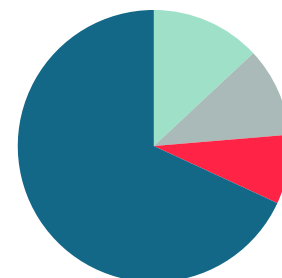
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	49	27	-44.90%
Pending Listings	34	22	-35.29%
New Listings	47	24	-48.94%
Average List Price	203,259	234,530	15.38%
Average Sale Price	203,771	224,776	10.31%
Average Percent of Selling Price to List Price	98.38%	95.52%	-2.90%
Average Days on Market to Sale	25.73	52.22	102.93%
End of Month Inventory	106	141	33.02%
Months Supply of Inventory	2.20	3.24	47.29%



■ Closed (13.04%)  
■ Pending (10.63%)  
■ Other OffMarket (8.21%)  
■ Active (68.12%)

**Absorption:** Last 12 months, an Average of **44** Sales/Month  
**Active Inventory** as of December 31, 2022 = **141**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 rose **33.02%** to 141 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **3.24** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.31%** in December 2022 to \$224,776 versus the previous year at \$203,771.

#### Average Days on Market Lengthens

The average number of **52.22** days that homes spent on the market before selling increased by 26.49 days or **102.93%** in December 2022 compared to last year's same month at **25.73** DOM.

#### Sales Success for December 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 24 New Listings in December 2022, down **48.94%** from last year at 47. Furthermore, there were 27 Closed Listings this month versus last year at 49, a **-44.90%** decrease.

Closed versus Listed trends yielded a **112.5%** ratio, up from previous year's, December 2021, at **104.3%**, a **7.91%** upswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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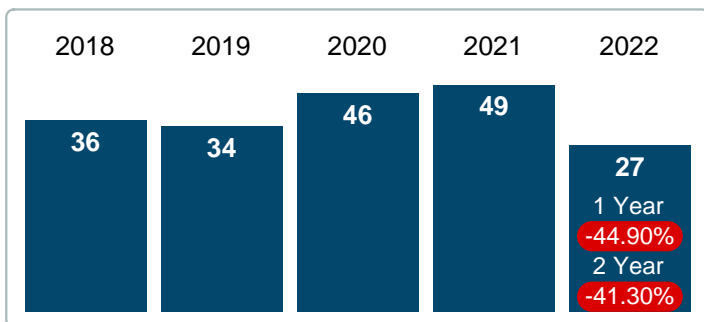
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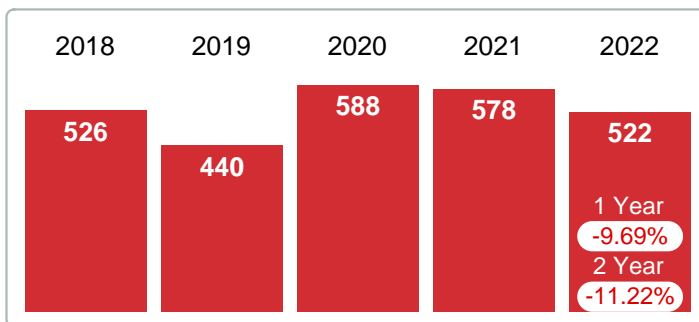
## CLOSED LISTINGS

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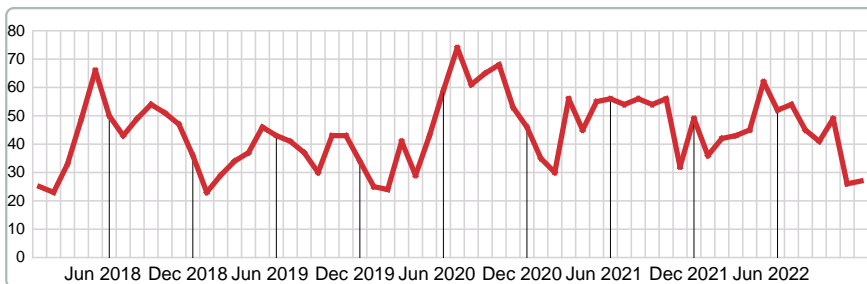
### DECEMBER



### YEAR TO DATE (YTD)

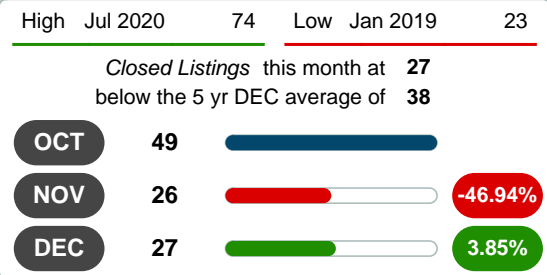


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 38



### 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	5	18.52%	27.4	4	1	0	0
\$125,001 - \$150,000	3	11.11%	33.7	0	1	2	0
\$150,001 - \$225,000	7	25.93%	62.3	0	6	1	0
\$225,001 - \$325,000	5	18.52%	86.2	0	3	2	0
\$325,001 - \$425,000	4	14.81%	31.8	0	1	2	1
\$425,001 and up	3	11.11%	59.3	0	2	1	0
<b>Total Closed Units</b>	<b>27</b>			<b>4</b>	<b>14</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,068,950</b>	<b>100%</b>	<b>52.2</b>	<b>282.50K</b>	<b>3.30M</b>	<b>2.09M</b>	<b>400.00K</b>
<b>Average Closed Price</b>	<b>\$224,776</b>			<b>\$70,625</b>	<b>\$235,657</b>	<b>\$260,906</b>	<b>\$400,000</b>

# December 2022



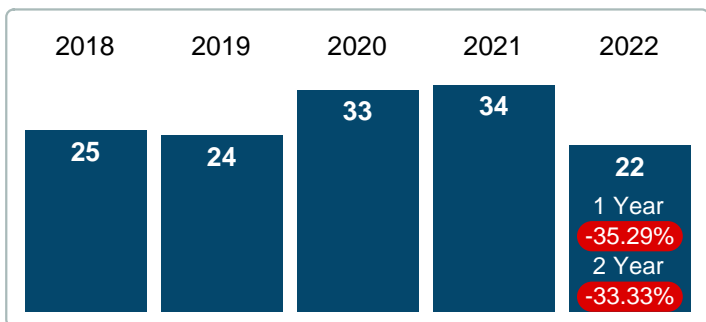
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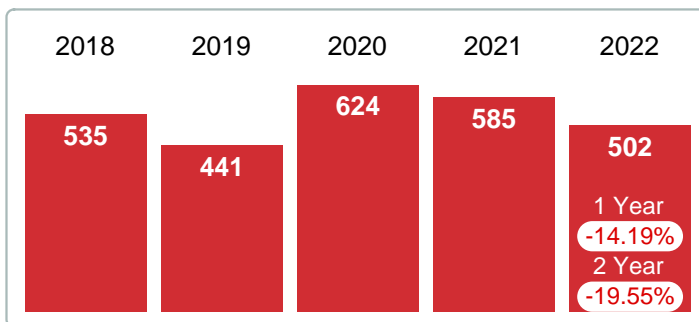
## PENDING LISTINGS

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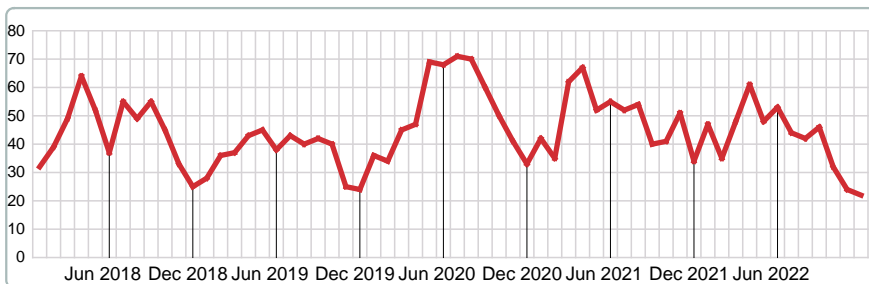
### DECEMBER



### YEAR TO DATE (YTD)

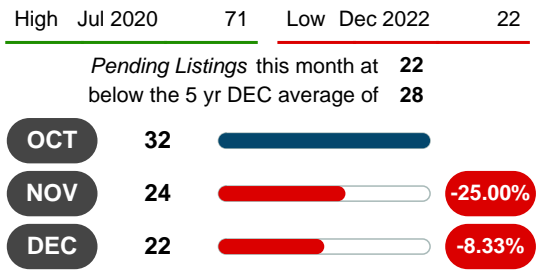


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 28



### 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	9.09%	73.5	1	1	0	0
\$75,001 - \$125,000	1	4.55%	53.0	0	1	0	0
\$125,001 - \$150,000	2	9.09%	73.0	0	1	1	0
\$150,001 - \$175,000	6	27.27%	19.2	1	4	1	0
\$175,001 - \$250,000	6	27.27%	43.2	0	3	3	0
\$250,001 - \$275,000	1	4.55%	2.0	0	0	0	1
\$275,001 and up	4	18.18%	87.0	2	1	1	0
<b>Total Pending Units</b>	<b>22</b>			<b>4</b>	<b>11</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,386,100</b>	<b>100%</b>	<b>48.6</b>	<b>985.60K</b>	<b>1.91M</b>	<b>1.23M</b>	<b>265.00K</b>
<b>Average Listing Price</b>	<b>\$199,368</b>			<b>\$246,400</b>	<b>\$173,418</b>	<b>\$204,650</b>	<b>\$265,000</b>

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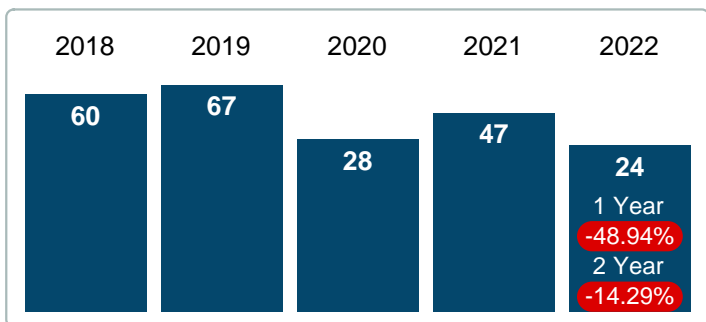
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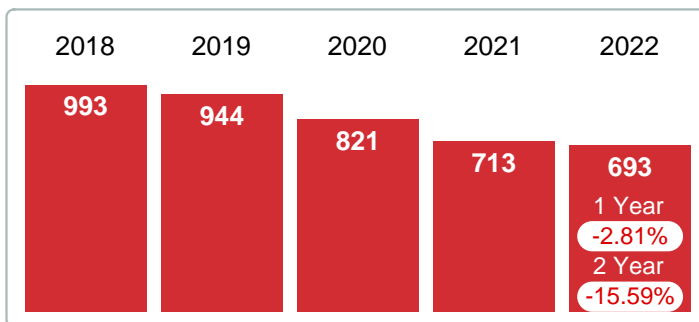
## NEW LISTINGS

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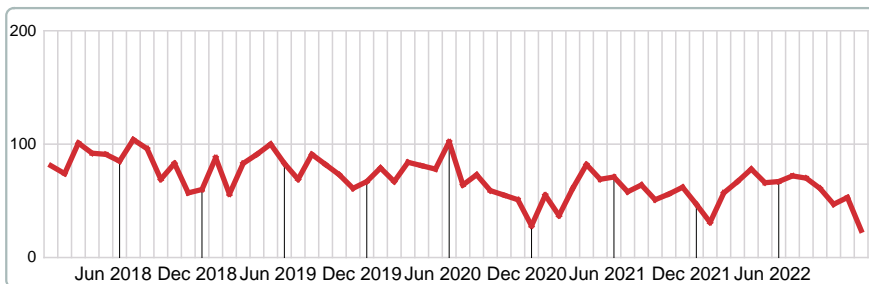
### DECEMBER



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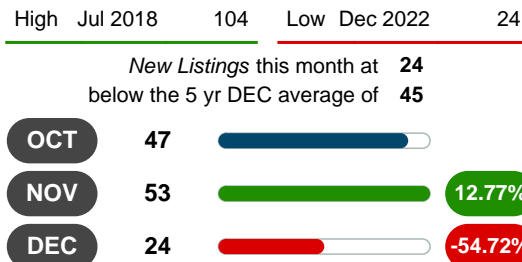


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 45



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	4.17%	0	1	0	0
\$125,001 - \$150,000	3	12.50%	1	2	0	0
\$150,001 - \$200,000	5	20.83%	2	2	1	0
\$200,001 - \$275,000	5	20.83%	0	3	1	1
\$275,001 - \$275,000	0	0.00%	0	0	0	0
\$275,001 - \$375,000	7	29.17%	0	3	4	0
\$375,001 and up	3	12.50%	1	1	1	0
<b>Total New Listed Units</b>	<b>24</b>		<b>4</b>	<b>12</b>	<b>7</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,240,799</b>	<b>100%</b>	<b>937.90K</b>	<b>4.03M</b>	<b>2.01M</b>	<b>265.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$219,500</b>		<b>\$234,475</b>	<b>\$335,433</b>	<b>\$287,528</b>	<b>\$265,000</b>

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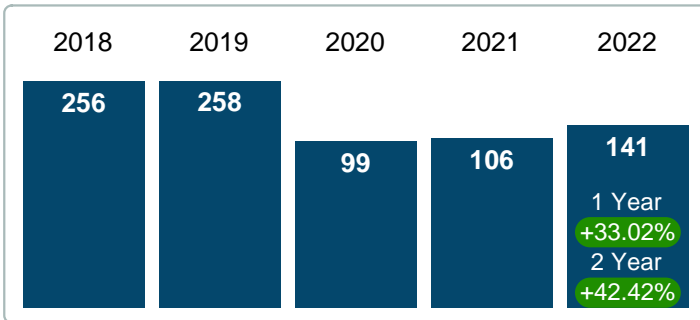
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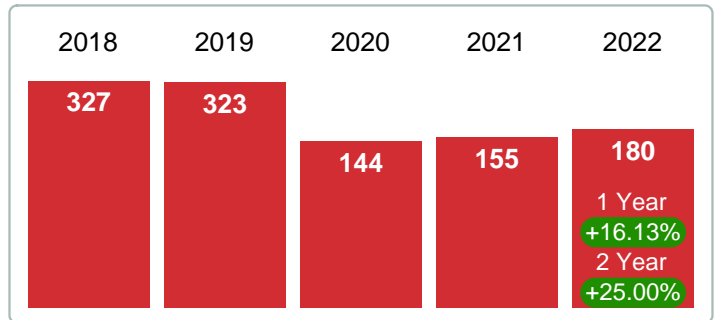
## ACTIVE INVENTORY

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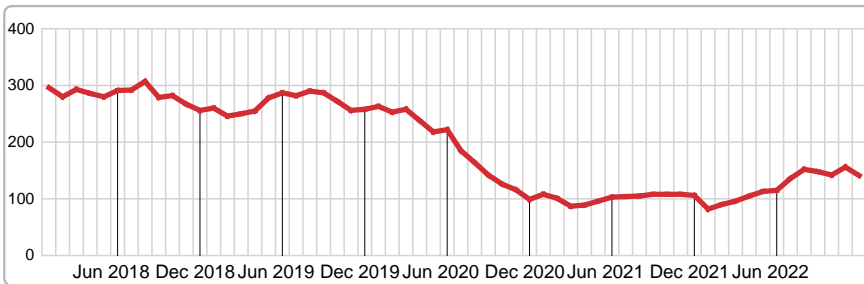
### END OF DECEMBER



### ACTIVE DURING DECEMBER

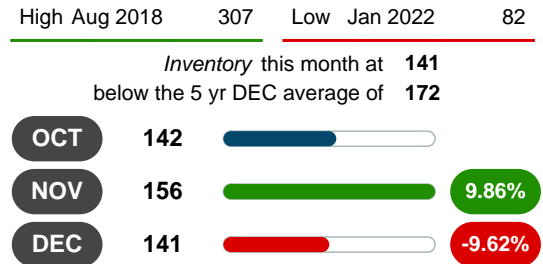


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 172



### 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	12	8.51%	92.9	5	6	1	0
\$100,001 - \$150,000	16	11.35%	81.1	6	9	1	0
\$150,001 - \$225,000	24	17.02%	95.2	5	15	4	0
\$225,001 - \$325,000	31	21.99%	75.9	2	18	10	1
\$325,001 - \$450,000	26	18.44%	88.7	2	13	7	4
\$450,001 - \$725,000	18	12.77%	106.3	2	8	6	2
\$725,001 and up	14	9.93%	130.1	2	3	7	2
<b>Total Active Inventory by Units</b>	<b>141</b>			<b>24</b>	<b>72</b>	<b>36</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>51,957,687</b>	<b>100%</b>	<b>92.8</b>	<b>7.17M</b>	<b>24.54M</b>	<b>15.85M</b>	<b>4.39M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$368,494</b>			<b>\$298,892</b>	<b>\$340,849</b>	<b>\$440,352</b>	<b>\$487,828</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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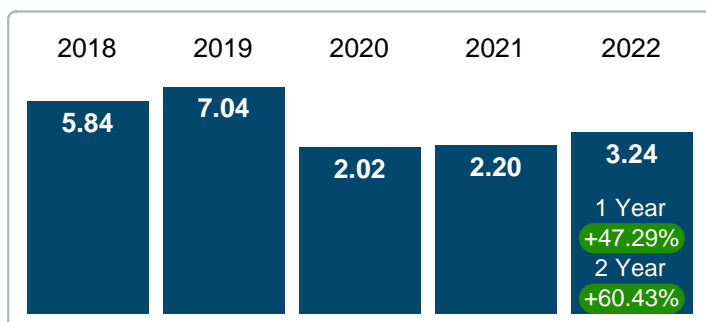
Area Delimited by County Of Cherokee - Residential Property Type



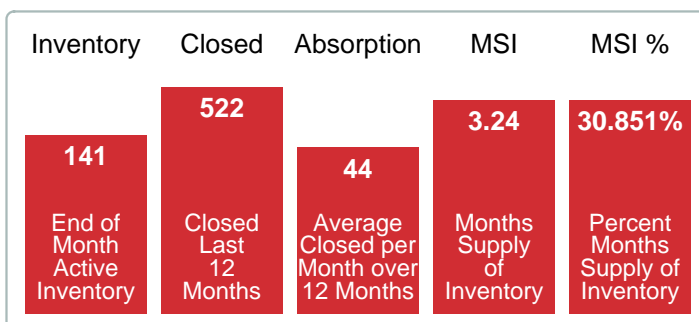
## MONTHS SUPPLY of INVENTORY (MSI)

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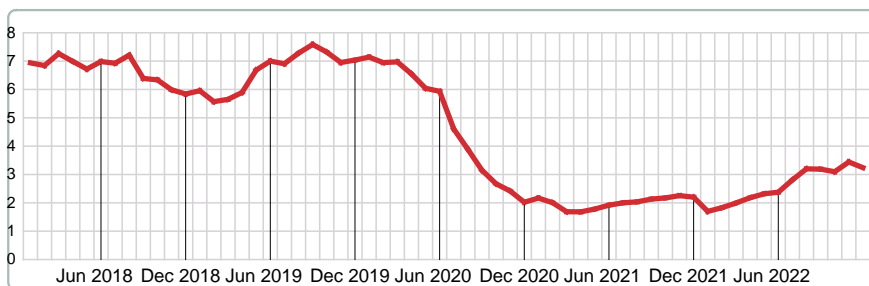
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

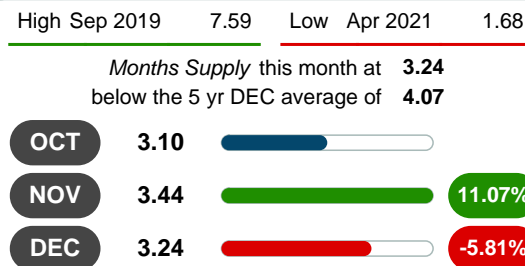


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.07



### 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	12	8.51%	1.80	1.71	1.71	6.00	0.00
\$100,001 - \$150,000	16	11.35%	1.96	2.18	2.00	1.33	0.00
\$150,001 - \$225,000	24	17.02%	2.03	4.62	1.68	2.82	0.00
\$225,001 - \$325,000	31	21.99%	3.23	6.00	2.81	4.00	3.00
\$325,001 - \$450,000	26	18.44%	7.09	12.00	8.67	4.67	8.00
\$450,001 - \$725,000	18	12.77%	6.35	24.00	7.38	5.54	3.43
\$725,001 and up	14	9.93%	18.67	24.00	9.00	42.00	12.00
Market Supply of Inventory (MSI)			3.24	3.24	2.74	4.75	4.00
Total Active Inventory by Units		100%	3.24	24	72	36	9

# December 2022



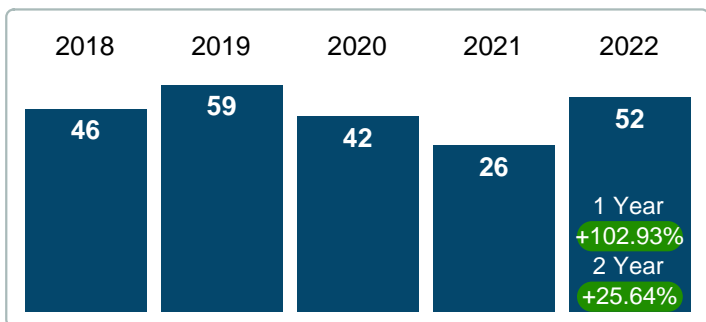
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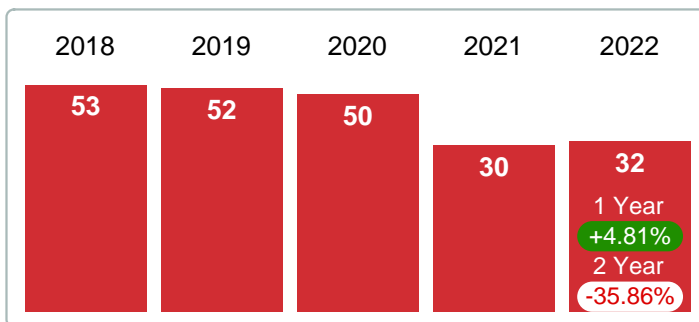
## AVERAGE DAYS ON MARKET TO SALE

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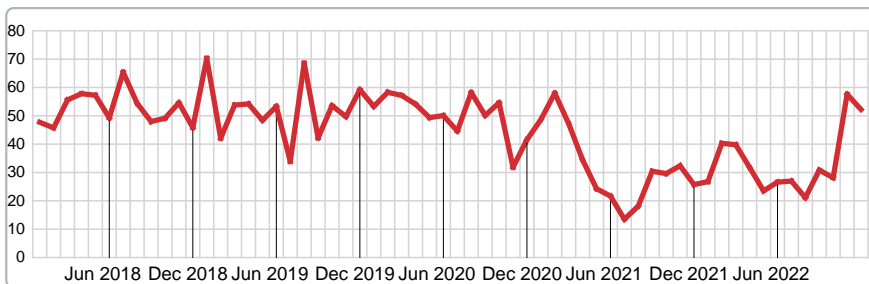
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 45

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 52 above the 5 yr DEC average of 45



### 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	0.00%	0	0	0	0	0
\$50,001 - \$125,000	18.52%	27	33	5	0	0
\$125,001 - \$150,000	11.11%	34	0	39	31	0
\$150,001 - \$225,000	25.93%	62	0	56	98	0
\$225,001 - \$325,000	18.52%	86	0	45	148	0
\$325,001 - \$425,000	14.81%	32	0	15	56	1
\$425,001 and up	11.11%	59	0	1	176	0
<b>Average Closed DOM</b>		<b>52</b>	<b>33</b>	<b>38</b>	<b>93</b>	<b>1</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>52</b>	<b>4</b>	<b>14</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,068,950</b>	<b>282.50K</b>	<b>3.30M</b>	<b>2.09M</b>	<b>400.00K</b>

# December 2022



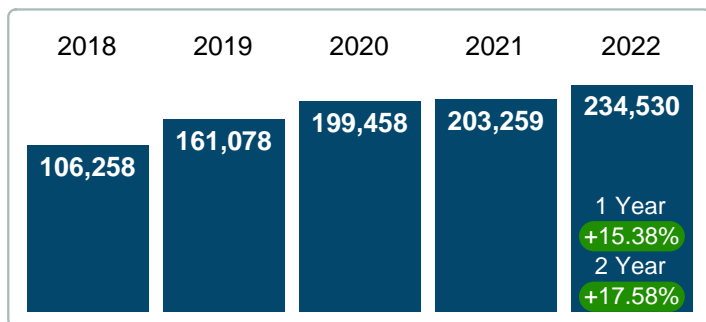
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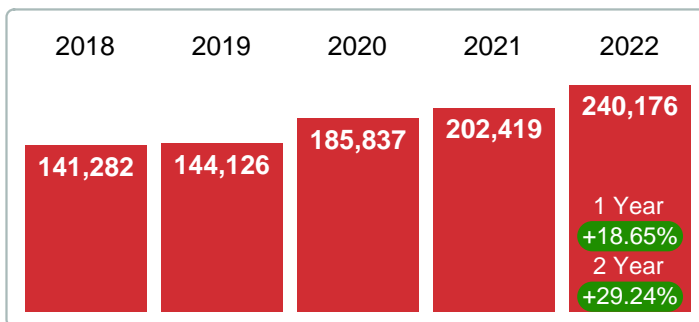
## AVERAGE LIST PRICE AT CLOSING

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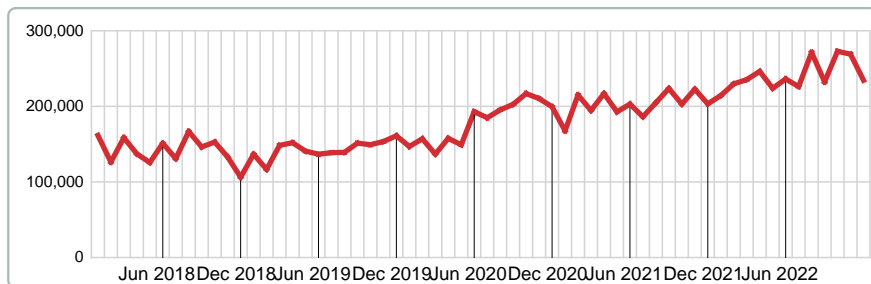
### DECEMBER



### YEAR TO DATE (YTD)

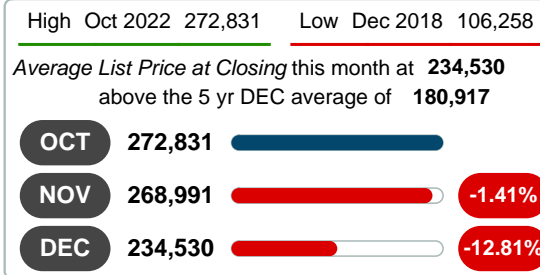


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 180,917



### 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	0.00%	0	0	0	0	0
\$50,001 - \$125,000	5	18.52%	77,960	76,225	84,900	0	0
\$125,001 - \$150,000	2	7.41%	148,450	0	154,000	148,450	0
\$150,001 - \$225,000	8	29.63%	178,850	0	179,883	197,500	0
\$225,001 - \$325,000	5	18.52%	257,340	0	258,933	254,950	0
\$325,001 - \$425,000	4	14.81%	387,275	0	398,700	368,750	412,900
\$425,001 and up	3	11.11%	459,667	0	450,000	479,000	0
<b>Average List Price</b>			<b>234,530</b>	<b>76,225</b>	<b>242,407</b>	<b>277,600</b>	<b>412,900</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>234,530</b>	<b>4</b>	<b>14</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>6,332,299</b>	<b>304.90K</b>	<b>3.39M</b>	<b>2.22M</b>	<b>412.90K</b>



# December 2022



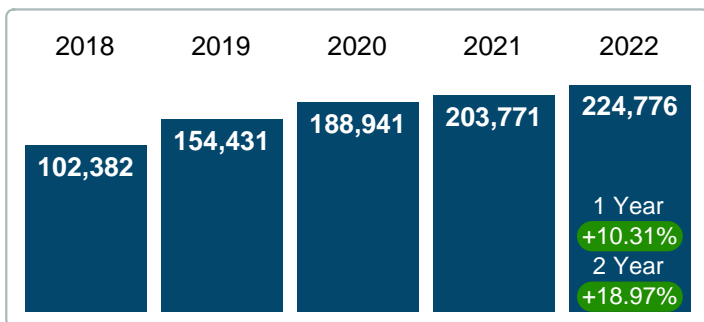
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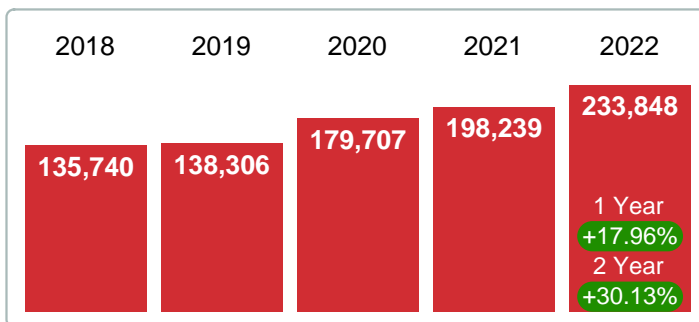
## AVERAGE SOLD PRICE AT CLOSING

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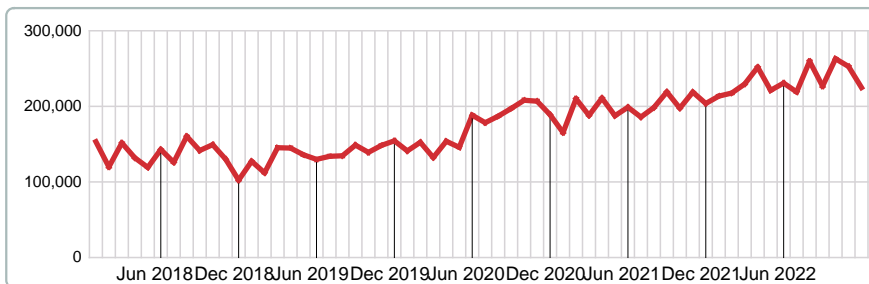
### DECEMBER



### YEAR TO DATE (YTD)

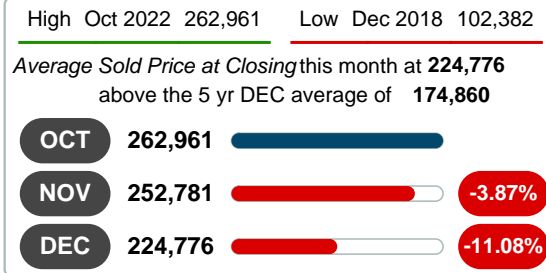


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 174,860



### 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	0.00%	0	0	0	0	0
\$50,001 - \$125,000	18.52%	72,100	70,625	78,000	0	0
\$125,001 - \$150,000	11.11%	143,167	0	145,000	142,250	0
\$150,001 - \$225,000	25.93%	175,614	0	174,050	185,000	0
\$225,001 - \$325,000	18.52%	251,680	0	257,300	243,250	0
\$325,001 - \$425,000	14.81%	362,813	0	375,000	338,125	400,000
\$425,001 and up	11.11%	446,667	0	442,500	455,000	0
<b>Average Sold Price</b>		<b>224,776</b>	<b>70,625</b>	<b>235,657</b>	<b>260,906</b>	<b>400,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>224,776</b>	<b>4</b>	<b>14</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,068,950</b>	<b>282.50K</b>	<b>3.30M</b>	<b>2.09M</b>	<b>400.00K</b>

# December 2022



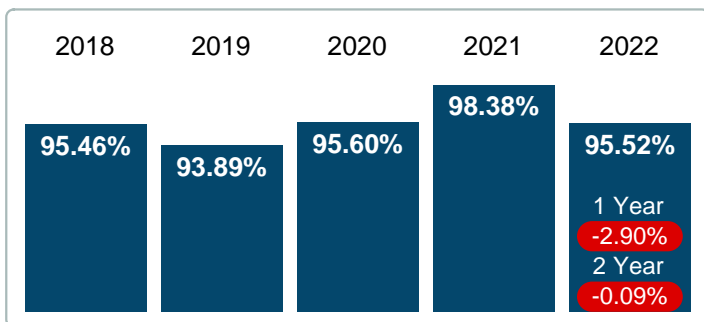
Area Delimited by County Of Cherokee - Residential Property Type



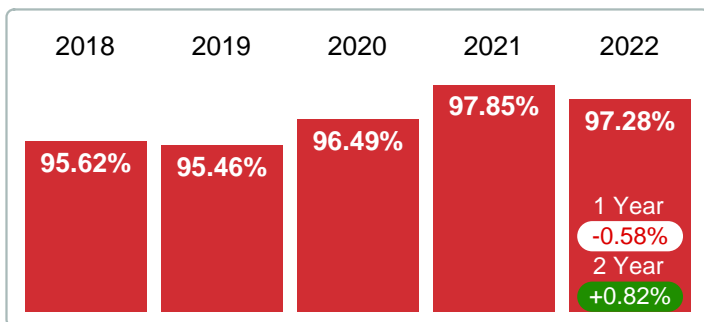
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

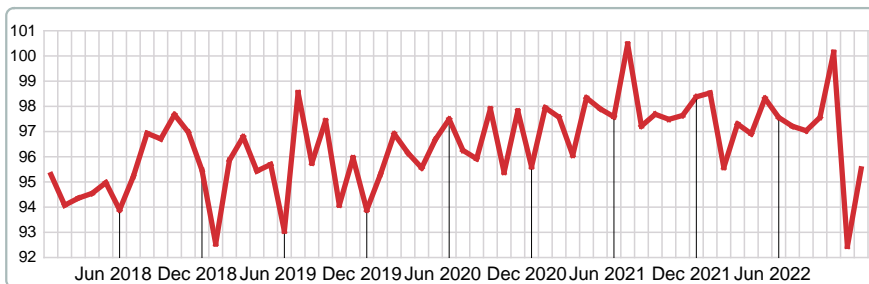
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

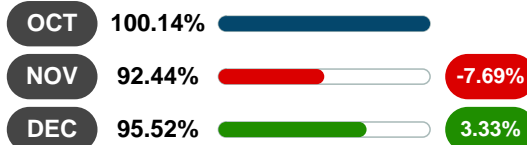


### 3 MONTHS

5 year DEC AVG = 95.77%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.52%** equal to 5 yr DEC average of **95.77%**



### 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	5	18.52%	92.56%	92.74%	91.87%	0.00%	0.00%
\$125,001 - \$150,000	3	11.11%	95.25%	0.00%	94.16%	95.80%	0.00%
\$150,001 - \$225,000	7	25.93%	96.41%	0.00%	96.86%	93.67%	0.00%
\$225,001 - \$325,000	5	18.52%	97.73%	0.00%	99.32%	95.35%	0.00%
\$325,001 - \$425,000	4	14.81%	93.83%	0.00%	94.06%	92.20%	96.88%
\$425,001 and up	3	11.11%	97.22%	0.00%	98.33%	94.99%	0.00%
Average Sold/List Ratio		95.50%		92.74%	96.85%	94.42%	96.88%
Total Closed Units		27	100%	4	14	8	1
Total Closed Volume		6,068,950		282.50K	3.30M	2.09M	400.00K

# December 2022



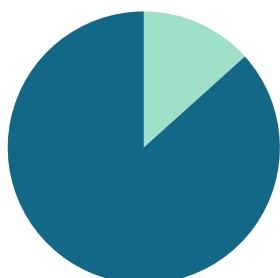
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

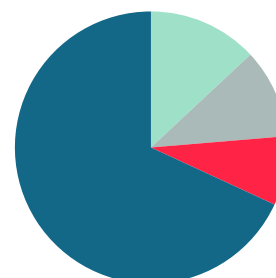


**Inventory**  
 New Listings  
**24 = 13.33%**  
 Start Inventory  
**156**  
 Total Inventory Units  
**180**  
 Volume  
**\$62,398,337**

### Market Activity

Closed Sales  
**27 = 13.04%**  
 Pending Sales  
**22 = 10.63%**  
 Other Off Market  
**17 = 8.21%**  
 Active Inventory  
**141 = 68.12%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	49	27	-44.90%	578	522	-9.69%
Pending Sales	34	22	-35.29%	585	502	-14.19%
New Listings	47	24	-48.94%	713	693	-2.81%
Average List Price	203,259	234,530	15.38%	202,419	240,176	18.65%
Average Sale Price	203,771	224,776	10.31%	198,239	233,848	17.96%
Average Percent of Selling Price to List Price	98.38%	95.52%	-2.90%	97.85%	97.28%	-0.58%
Average Days on Market to Sale	25.73	52.22	102.93%	30.33	31.79	4.81%
Monthly Inventory	106	141	33.02%	106	141	33.02%
Months Supply of Inventory	2.20	3.24	47.29%	2.20	3.24	47.29%

**Absorption:** Last 12 months, an Average of **44** Sales/Month

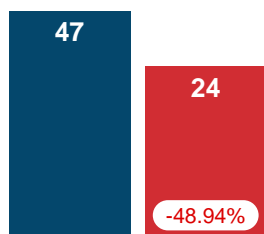
**Inventory** on December 31, 2022 = **141**

**2021** **2022**

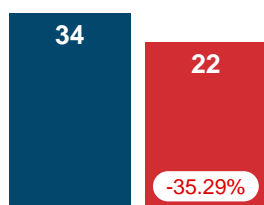
### DECEMBER MARKET

### AVERAGE PRICES

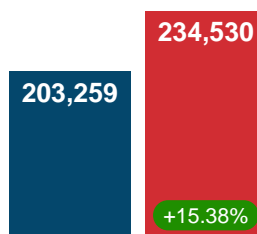
#### New Listings



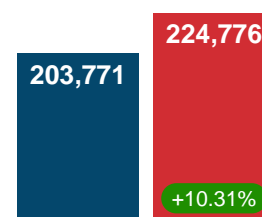
#### Pending Listings



#### List Price



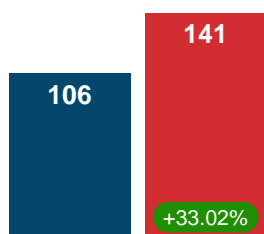
#### Sale Price



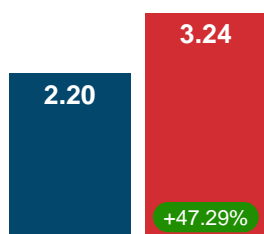
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

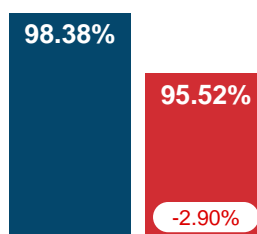
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

