

December 2022



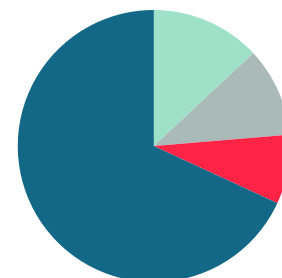
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	157,000	197,500	25.80%
Median Sale Price	159,900	185,000	15.70%
Median Percent of Selling Price to List Price	100.00%	96.67%	-3.33%
Median Days on Market to Sale	8.00	21.00	162.50%
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.

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 **15.70%** in December 2022 to \$185,000 versus the previous year at \$159,900.

Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 13.00 days or **162.50%** in December 2022 compared to last year's same month at **8.00** DOM.

Sales Success for December 2022 is Positive

Overall, with Median 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.

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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

December 2022



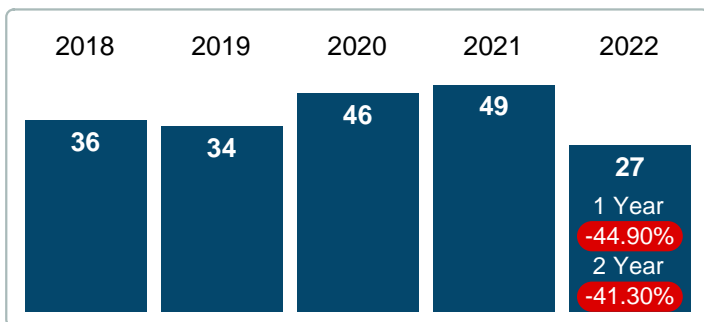
Area Delimited by County Of Cherokee - Residential Property Type



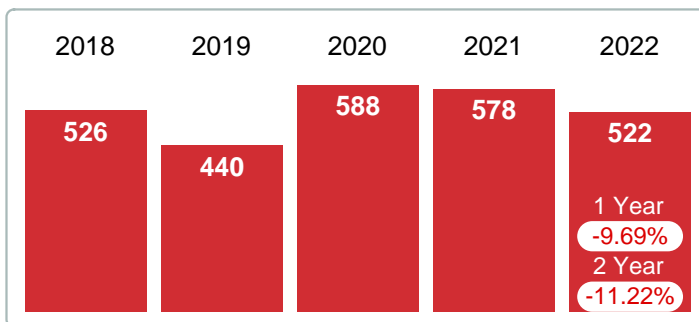
CLOSED LISTINGS

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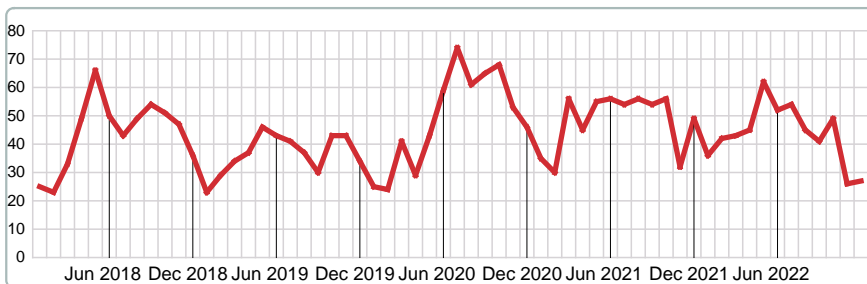
DECEMBER



YEAR TO DATE (YTD)

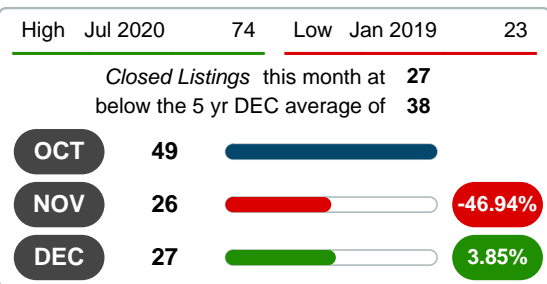


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	12.0	4	1	0	0
\$125,001 - \$150,000	3	11.11%	33.0	0	1	2	0
\$150,001 - \$225,000	7	25.93%	38.0	0	6	1	0
\$225,001 - \$325,000	5	18.52%	12.0	0	3	2	0
\$325,001 - \$425,000	4	14.81%	13.0	0	1	2	1
\$425,001 and up	3	11.11%	1.0	0	2	1	0
Total Closed Units	27			4	14	8	1
Total Closed Volume	6,068,950	100%	21.0	282.50K	3.30M	2.09M	400.00K
Median Closed Price	\$185,000			\$67,500	\$192,450	\$243,250	\$400,000

December 2022



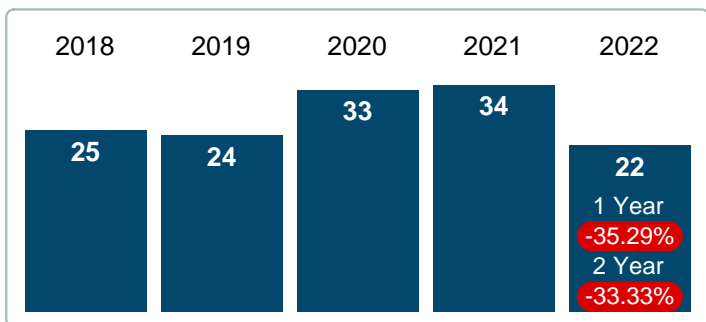
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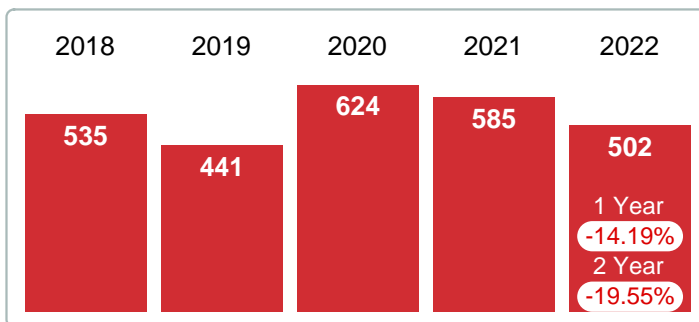
PENDING LISTINGS

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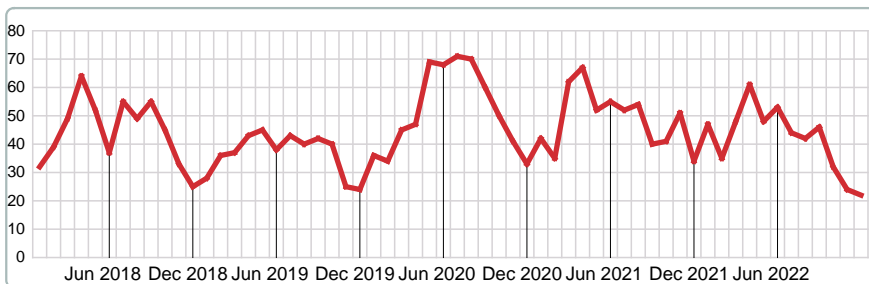
DECEMBER



YEAR TO DATE (YTD)

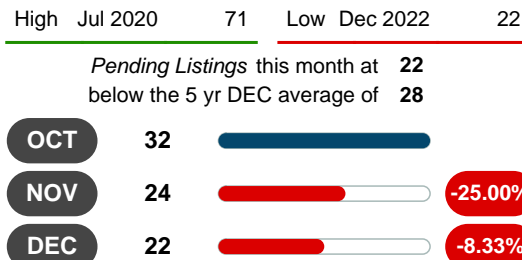


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	12.0	1	4	1	0
\$175,001 - \$250,000	6	27.27%	28.0	0	3	3	0
\$250,001 - \$275,000	1	4.55%	2.0	0	0	0	1
\$275,001 and up	4	18.18%	80.0	2	1	1	0
Total Pending Units	22			4	11	6	1
Total Pending Volume	4,386,100			985.60K	1.91M	1.23M	265.00K
Median Listing Price	\$174,900			\$231,950	\$169,700	\$188,700	\$265,000

December 2022



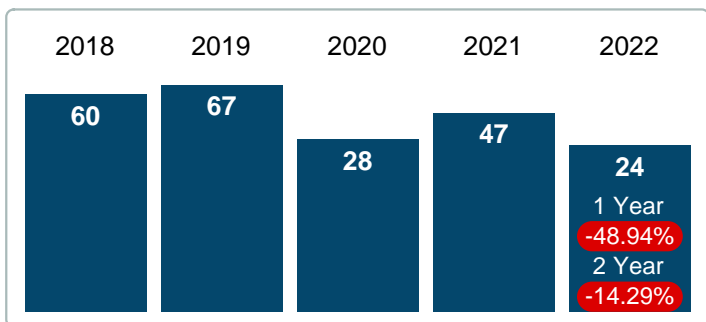
Area Delimited by County Of Cherokee - Residential Property Type



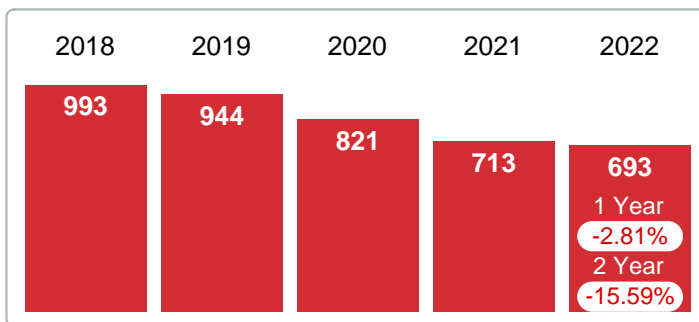
NEW LISTINGS

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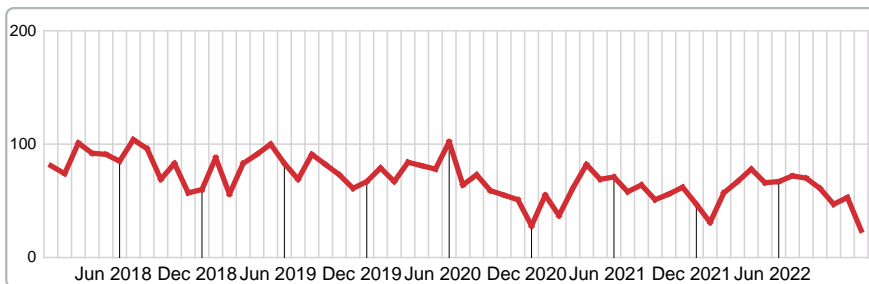
DECEMBER



YEAR TO DATE (YTD)

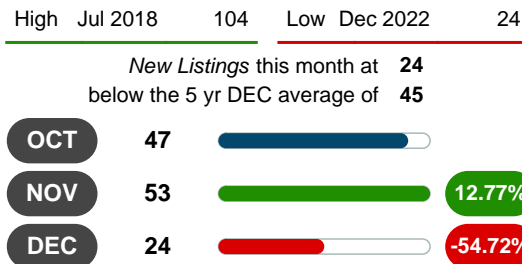


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	24		4	12	7	1
Total New Listed Volume	7,240,799	100%	937.90K	4.03M	2.01M	265.00K
Median New Listed Listing Price	\$262,450		\$174,500	\$229,900	\$289,900	\$265,000

December 2022



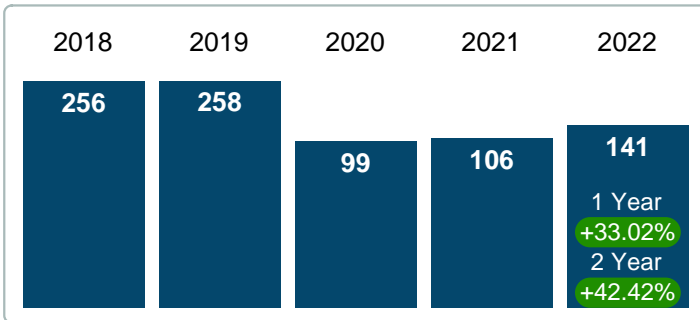
Area Delimited by County Of Cherokee - Residential Property Type



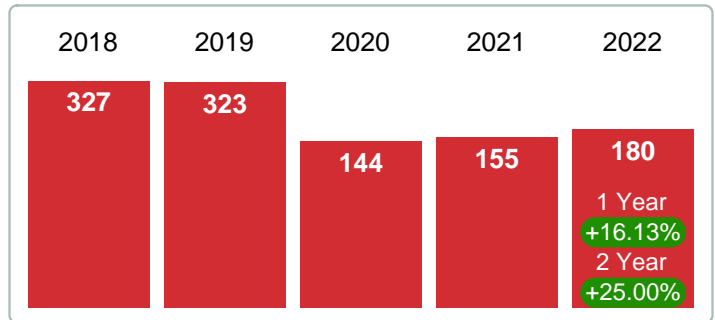
ACTIVE INVENTORY

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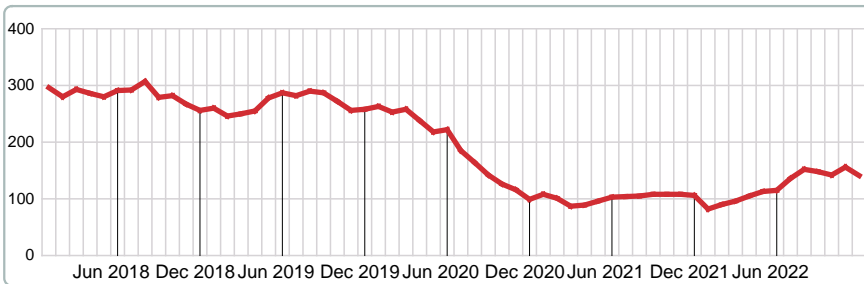
END OF DECEMBER



ACTIVE DURING DECEMBER

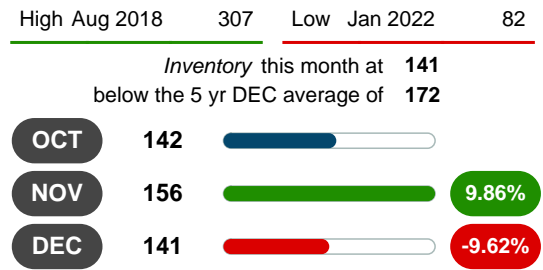


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 172



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	8.51%	82.5	5	6	1	0
\$100,001 - \$150,000	16	11.35%	63.0	6	9	1	0
\$150,001 - \$225,000	24	17.02%	81.5	5	15	4	0
\$225,001 - \$325,000	31	21.99%	54.0	2	18	10	1
\$325,001 - \$450,000	26	18.44%	87.5	2	13	7	4
\$450,001 - \$725,000	18	12.77%	104.5	2	8	6	2
\$725,001 and up	14	9.93%	118.0	2	3	7	2
Total Active Inventory by Units	141			24	72	36	9
Total Active Inventory by Volume	51,957,687	100%	85.0	7.17M	24.54M	15.85M	4.39M
Median Active Inventory Listing Price	\$275,000			\$159,950	\$247,750	\$358,950	\$369,900

December 2022



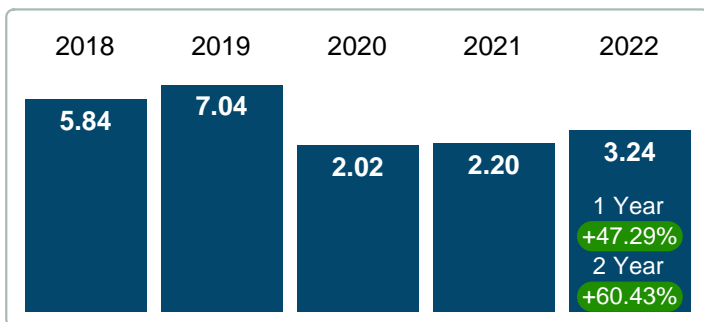
Area Delimited by County Of Cherokee - Residential Property Type



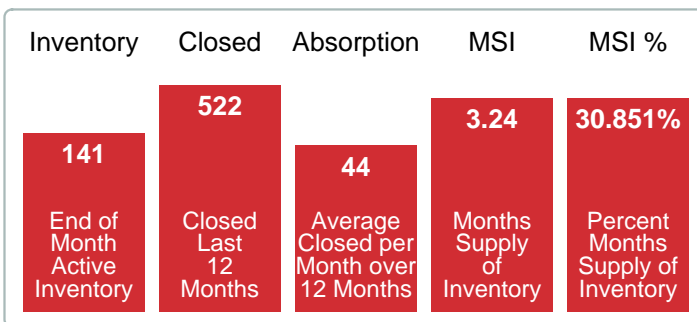
MONTHS SUPPLY of INVENTORY (MSI)

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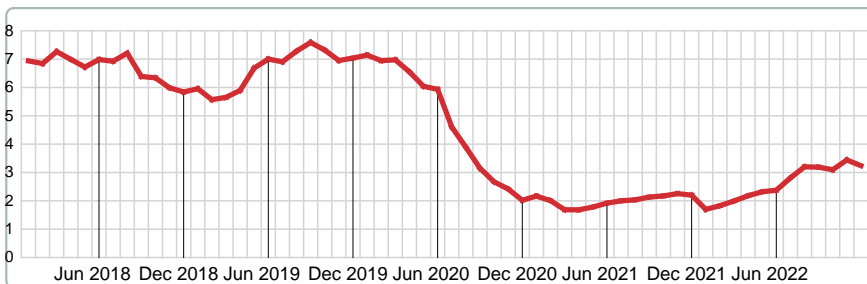
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

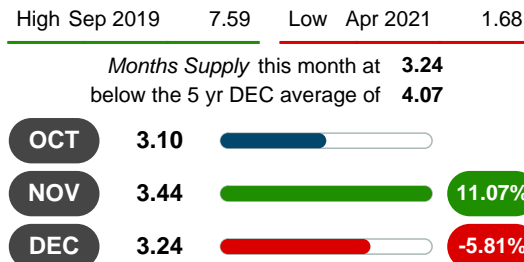


5 YEAR MARKET ACTIVITY TRENDS



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	141		100%	24	72	36	9

December 2022



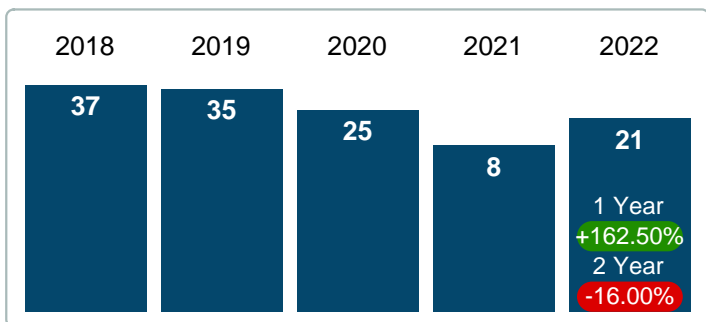
Area Delimited by County Of Cherokee - Residential Property Type



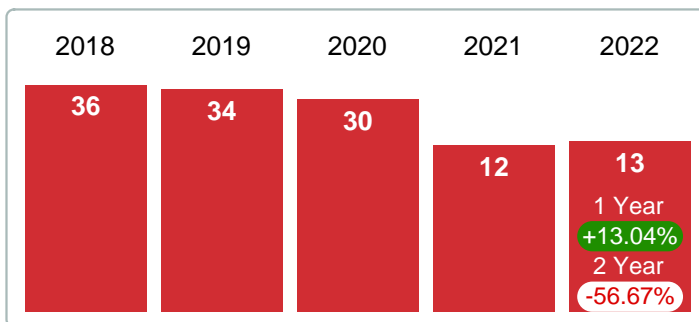
MEDIAN DAYS ON MARKET TO SALE

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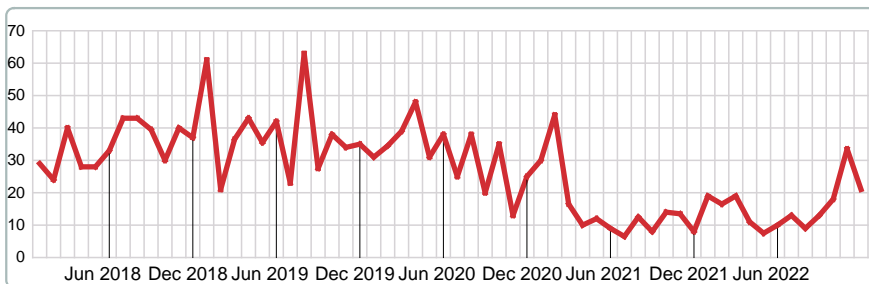
DECEMBER



YEAR TO DATE (YTD)

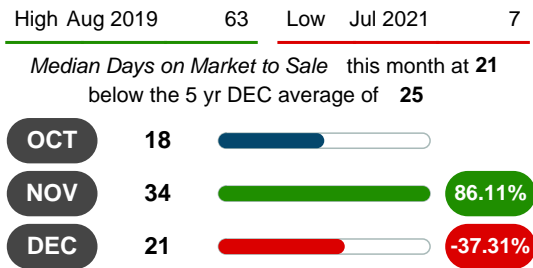


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 25



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	0.00%	118	0	0	0	0
\$50,001 - \$125,000	18.52%	12	14	5	0	0
\$125,001 - \$150,000	11.11%	33	0	39	31	0
\$150,001 - \$225,000	25.93%	38	0	34	98	0
\$225,001 - \$325,000	18.52%	12	0	12	148	0
\$325,001 - \$425,000	14.81%	13	0	15	56	1
\$425,001 and up	11.11%	1	0	1	176	0
Median Closed DOM		21	14	18	66	1
Total Closed Units	100%	27	4	14	8	1
Total Closed Volume		6,068,950	282.50K	3.30M	2.09M	400.00K

December 2022



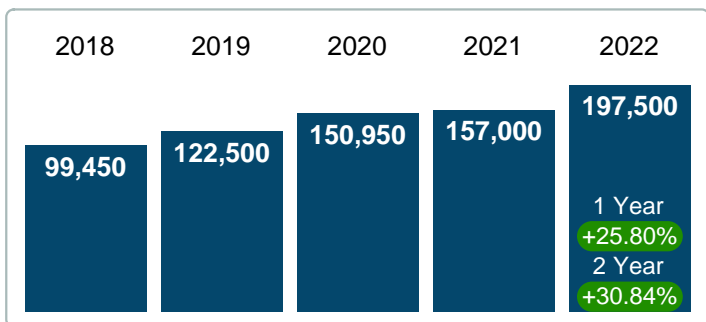
Area Delimited by County Of Cherokee - Residential Property Type



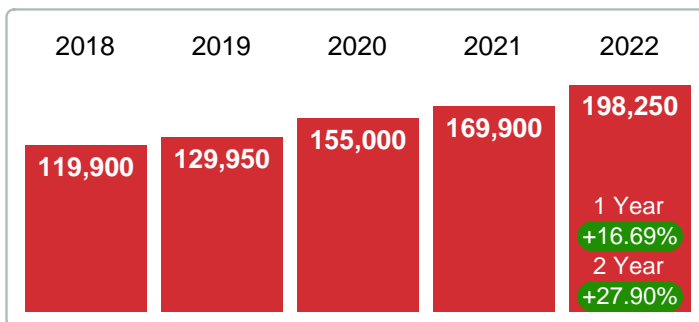
MEDIAN LIST PRICE AT CLOSING

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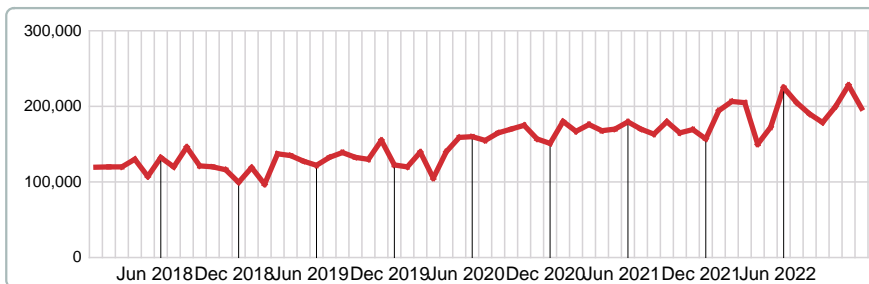
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

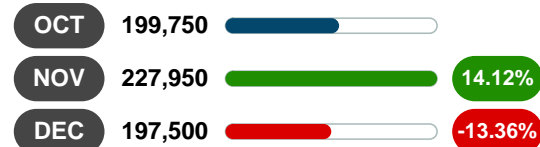


3 MONTHS

5 year DEC AVG = 145,480

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

Median List Price at Closing this month at 197,500 above the 5 yr DEC average of 145,480



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%	1	0	0	0	0
\$50,001 - \$125,000	18.52%	79,900	77,450	84,900	0	0
\$125,001 - \$150,000	7.41%	148,450	0	0	148,450	0
\$150,001 - \$225,000	29.63%	177,450	0	175,900	197,500	0
\$225,001 - \$325,000	18.52%	250,000	0	239,900	254,950	0
\$325,001 - \$425,000	14.81%	399,350	0	398,700	368,750	412,900
\$425,001 and up	11.11%	450,000	0	450,000	479,000	0
Median List Price		197,500	77,450	198,200	254,950	412,900
Total Closed Units	100%	197,500	4	14	8	1
Total Closed Volume		6,332,299	304.90K	3.39M	2.22M	412.90K

December 2022



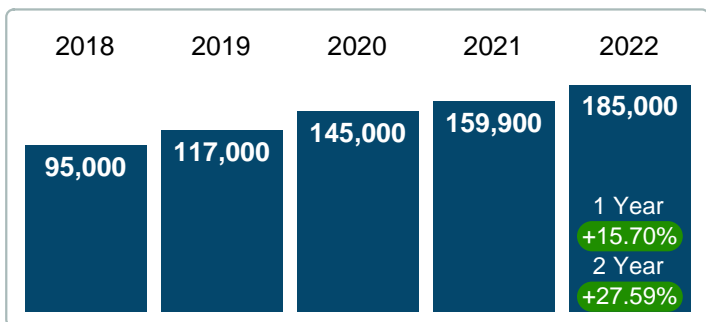
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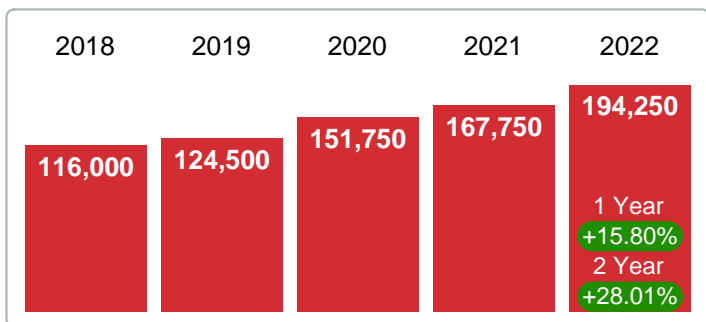
MEDIAN SOLD PRICE AT CLOSING

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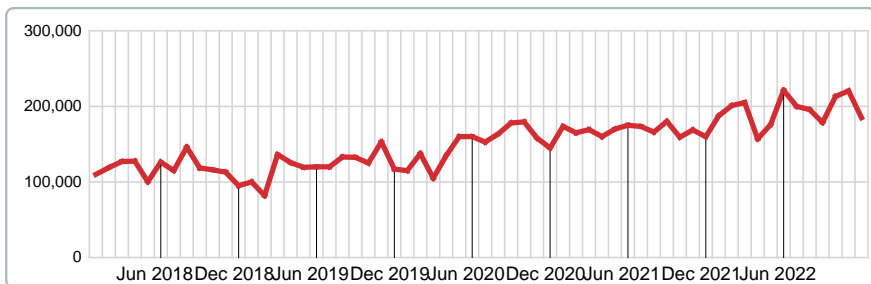
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

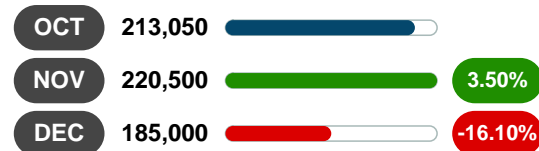


3 MONTHS

5 year DEC AVG = 140,380

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

Median Sold Price at Closing this month at **185,000** above the 5 yr DEC average of **140,380**



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	0	0.00%	450,000	0	0	0	0
\$50,001 - \$125,000	5	18.52%	70,000	67,500	78,000	0	0
\$125,001 - \$150,000	3	11.11%	145,000	0	145,000	142,250	0
\$150,001 - \$225,000	7	25.93%	173,900	0	170,200	185,000	0
\$225,001 - \$325,000	5	18.52%	238,000	0	238,000	243,250	0
\$325,001 - \$425,000	4	14.81%	360,000	0	375,000	338,125	400,000
\$425,001 and up	3	11.11%	450,000	0	442,500	455,000	0
Median Sold Price			185,000	67,500	192,450	243,250	400,000
Total Closed Units		100%	185,000	4	14	8	1
Total Closed Volume			6,068,950	282.50K	3.30M	2.09M	400.00K

December 2022



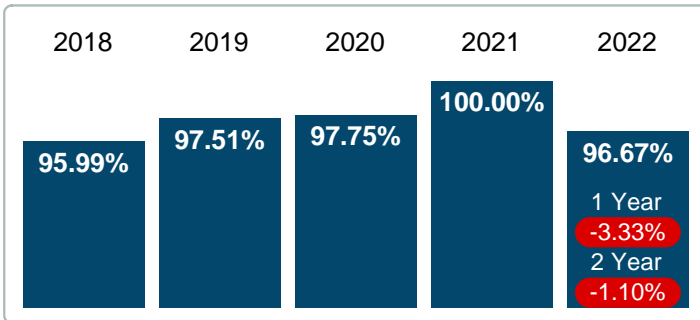
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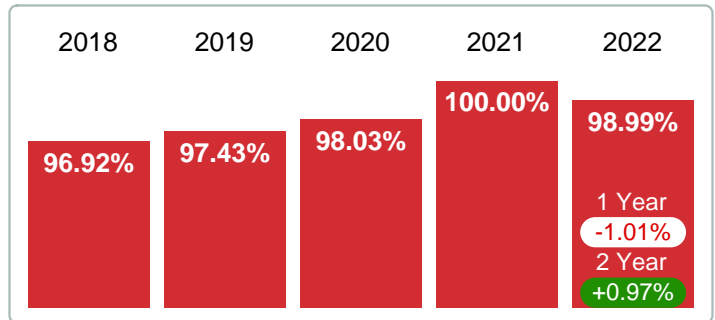
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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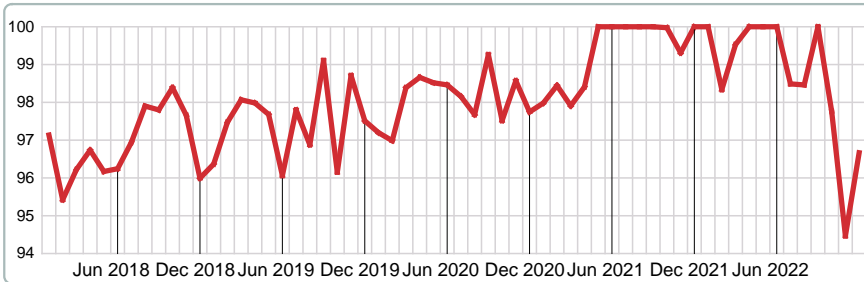
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

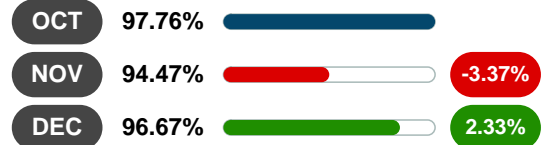


3 MONTHS

5 year DEC AVG = 97.58%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **96.67%**
 below the 5 yr DEC average of **97.58%**



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	0	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	5	18.52%	91.87%	93.80%	91.87%	0.00%	0.00%
\$125,001 - \$150,000	3	11.11%	94.16%	0.00%	94.16%	95.80%	0.00%
\$150,001 - \$225,000	7	25.93%	94.67%	0.00%	97.34%	93.67%	0.00%
\$225,001 - \$325,000	5	18.52%	98.69%	0.00%	100.00%	95.35%	0.00%
\$325,001 - \$425,000	4	14.81%	95.47%	0.00%	94.06%	92.20%	96.88%
\$425,001 and up	3	11.11%	96.67%	0.00%	98.33%	94.99%	0.00%
Median Sold/List Ratio		96.67%		93.80%	97.31%	94.33%	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



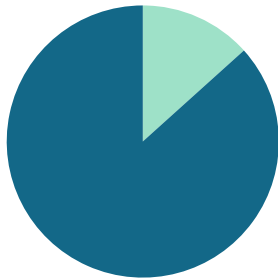
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

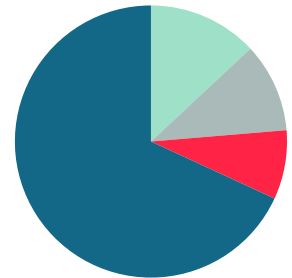


Inventory
 New Listings
24 = 13.33%
 Start Inventory
156
 Total Inventory Units
180
 Volume
\$62,398,337

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%
Median List Price	157,000	197,500	25.80%	169,900	198,250	16.69%
Median Sale Price	159,900	185,000	15.70%	167,750	194,250	15.80%
Median Percent of Selling Price to List Price	100.00%	96.67%	-3.33%	100.00%	98.99%	-1.01%
Median Days on Market to Sale	8.00	21.00	162.50%	11.50	13.00	13.04%
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

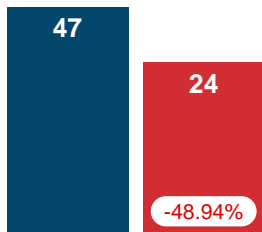
Inventory on December 31, 2022 = **141**

2021 **2022**

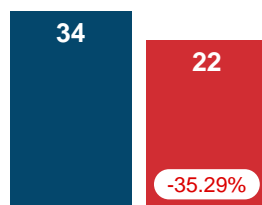
DECEMBER MARKET

MEDIAN PRICES

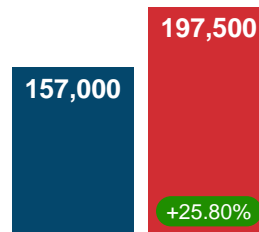
New Listings



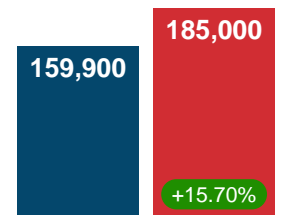
Pending Listings



List Price



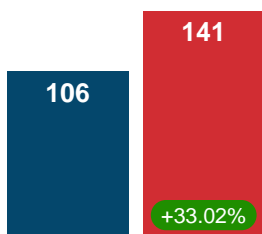
Sale Price



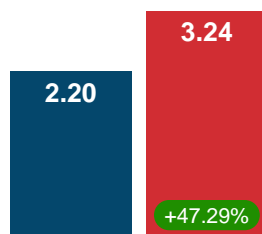
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

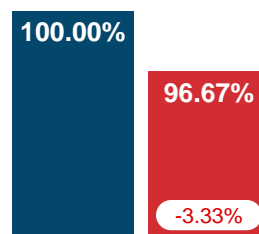
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

