

# July 2022



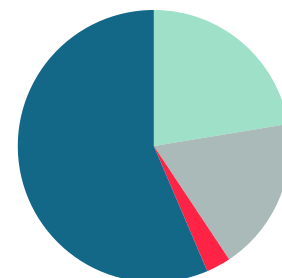
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	July 2022	+/-%
Closed Listings	54	54	0.00%
Pending Listings	52	44	-15.38%
New Listings	58	72	24.14%
Median List Price	169,900	204,950	20.63%
Median Sale Price	173,350	200,000	15.37%
Median Percent of Selling Price to List Price	100.00%	98.49%	-1.51%
Median Days on Market to Sale	6.50	13.00	100.00%
End of Month Inventory	104	136	30.77%
Months Supply of Inventory	2.00	2.81	40.45%



■ Closed (22.41%)  
■ Pending (18.26%)  
■ Other OffMarket (2.90%)  
■ Active (56.43%)

**Absorption:** Last 12 months, an Average of **48** Sales/Month  
**Active Inventory** as of July 31, 2022 = **136**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2022 rose **30.77%** to 136 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **2.81** 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 **15.37%** in July 2022 to \$200,000 versus the previous year at \$173,350.

#### Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 6.50 days or **100.00%** in July 2022 compared to last year's same month at **6.50** DOM.

#### Sales Success for July 2022 is Positive

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

There were 72 New Listings in July 2022, up **24.14%** from last year at 58. Furthermore, there were 54 Closed Listings this month versus last year at 54, a **0.00%** decrease.

Closed versus Listed trends yielded a **75.0%** ratio, down from previous year's, July 2021, at **93.1%**, a **19.44%** downswing. This will certainly create pressure on an increasing 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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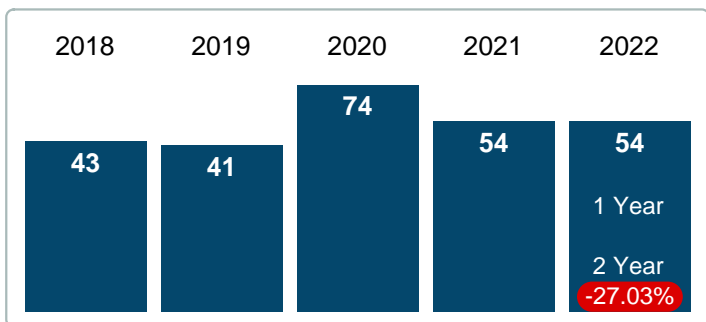
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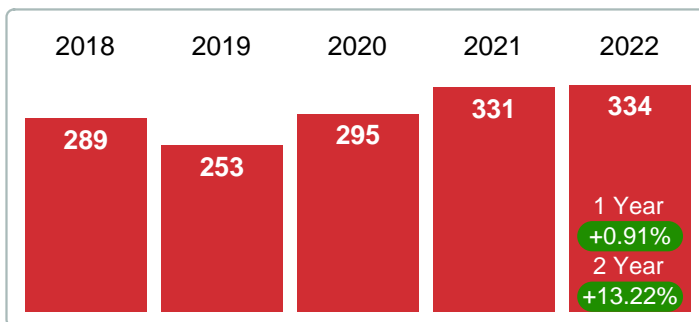
## CLOSED LISTINGS

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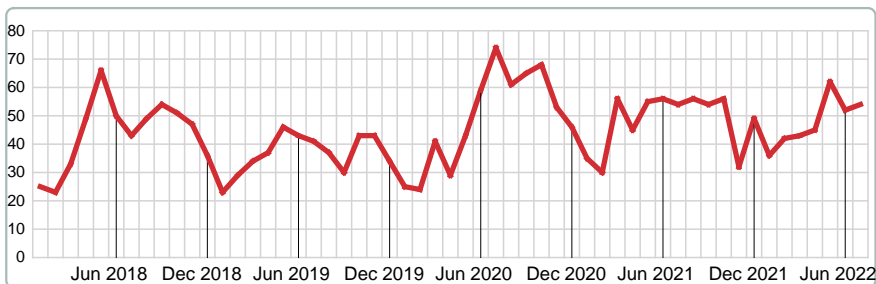
### JULY



### YEAR TO DATE (YTD)

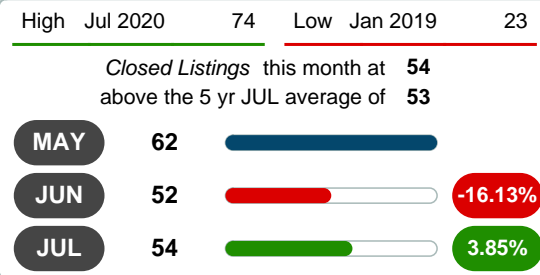


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.26%	13.0	4	1	0	0
\$75,001 - \$125,000	4	7.41%	5.5	2	2	0	0
\$125,001 - \$150,000	5	9.26%	25.0	4	0	0	1
\$150,001 - \$225,000	19	35.19%	18.0	1	14	4	0
\$225,001 - \$275,000	7	12.96%	8.0	1	6	0	0
\$275,001 - \$350,000	8	14.81%	5.0	0	5	3	0
\$350,001 and up	6	11.11%	11.5	0	1	3	2
<b>Total Closed Units</b>	<b>54</b>			<b>12</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>11,827,849</b>	<b>100%</b>	<b>13.0</b>	<b>1.39M</b>	<b>6.16M</b>	<b>2.94M</b>	<b>1.34M</b>
<b>Median Closed Price</b>	<b>\$200,000</b>			<b>\$111,625</b>	<b>\$212,500</b>	<b>\$313,200</b>	<b>\$550,000</b>

# July 2022



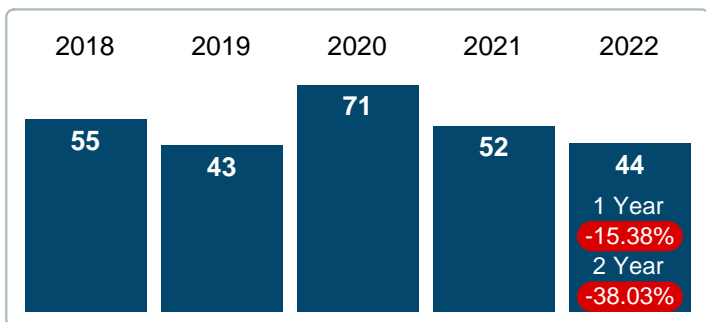
Area Delimited by County Of Cherokee - Residential Property Type



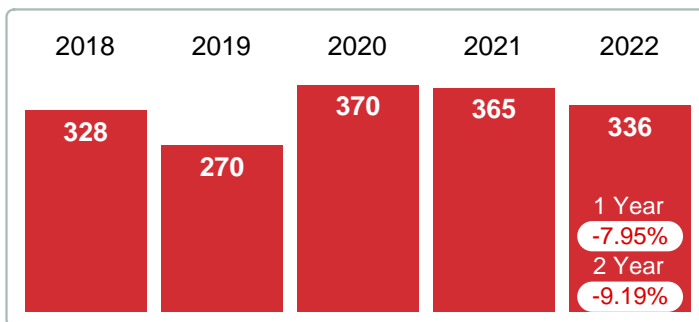
## PENDING LISTINGS

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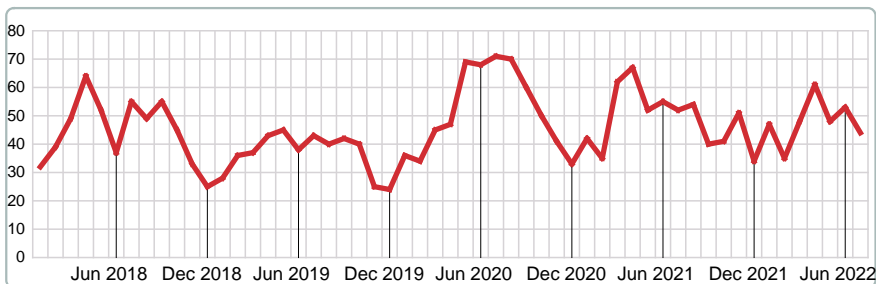
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 53

High Jul 2020 71 Low Dec 2019 24

Pending Listings this month at 44 below the 5 yr JUL average of 53

- MAY 48
- JUN 53 (10.42% above avg)
- JUL 44 (-16.98% below avg)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.09%	69.0	1	2	1	0
\$100,001 - \$125,000	5	11.36%	5.0	2	3	0	0
\$125,001 - \$150,000	7	15.91%	7.0	2	5	0	0
\$150,001 - \$225,000	8	18.18%	4.0	0	8	0	0
\$225,001 - \$300,000	8	18.18%	9.5	1	6	1	0
\$300,001 - \$625,000	7	15.91%	12.0	0	5	2	0
\$625,001 and up	5	11.36%	39.0	0	1	0	4
<b>Total Pending Units</b>	<b>44</b>			<b>6</b>	<b>30</b>	<b>4</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>11,607,880</b>	<b>100%</b>	<b>8.0</b>	<b>801.90K</b>	<b>6.92M</b>	<b>983.80K</b>	<b>2.91M</b>
<b>Median Listing Price</b>	<b>\$214,950</b>			<b>\$119,500</b>	<b>\$205,000</b>	<b>\$272,450</b>	<b>\$715,000</b>

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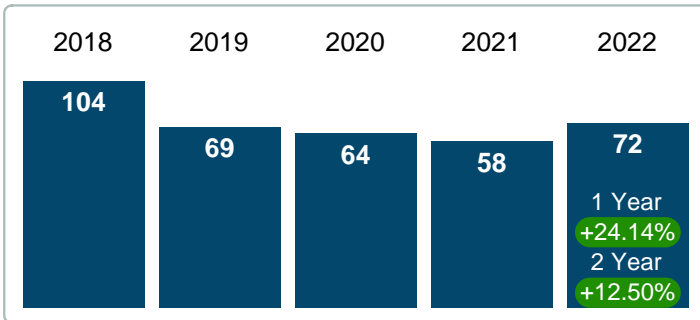
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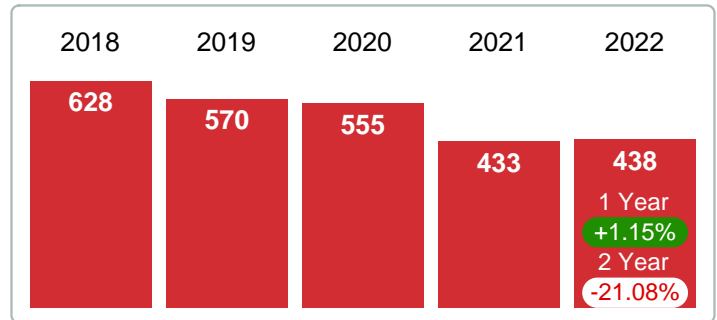
## NEW LISTINGS

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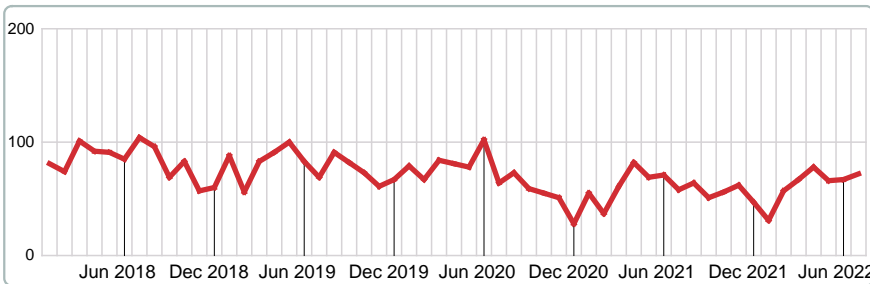
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

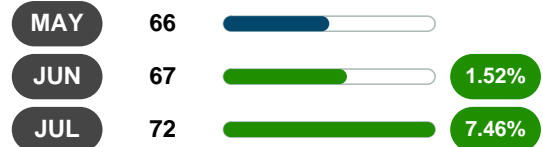


### 3 MONTHS

5 year JUL AVG = 73

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 72  
 below the 5 yr JUL average of 73



### 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	7	9.72%	4	3	0	0
\$100,001 - \$125,000	6	8.33%	2	3	1	0
\$125,001 - \$150,000	11	15.28%	2	9	0	0
\$150,001 - \$225,000	17	23.61%	3	13	0	1
\$225,001 - \$275,000	10	13.89%	2	5	2	1
\$275,001 - \$375,000	13	18.06%	2	8	3	0
\$375,001 and up	8	11.11%	1	2	4	1
<b>Total New Listed Units</b>	<b>72</b>		<b>16</b>	<b>43</b>	<b>10</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>17,716,750</b>	<b>100%</b>	<b>2.82M</b>	<b>9.14M</b>	<b>4.65M</b>	<b>1.10M</b>
<b>Median New Listed Listing Price</b>	<b>\$204,950</b>		<b>\$157,750</b>	<b>\$189,900</b>	<b>\$357,400</b>	<b>\$232,950</b>

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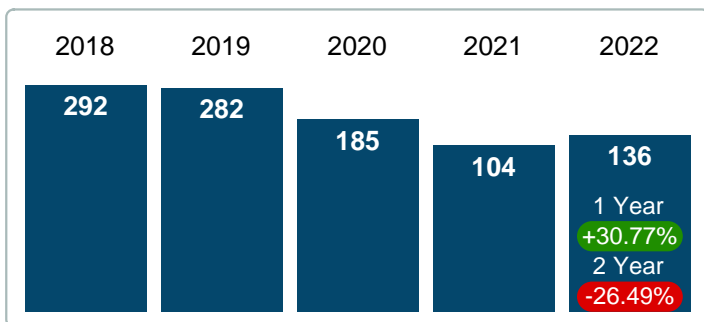
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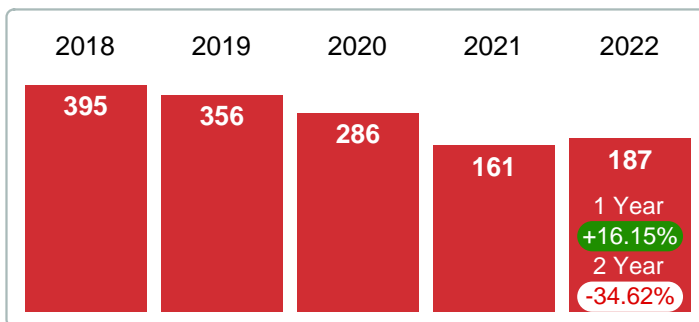
## ACTIVE INVENTORY

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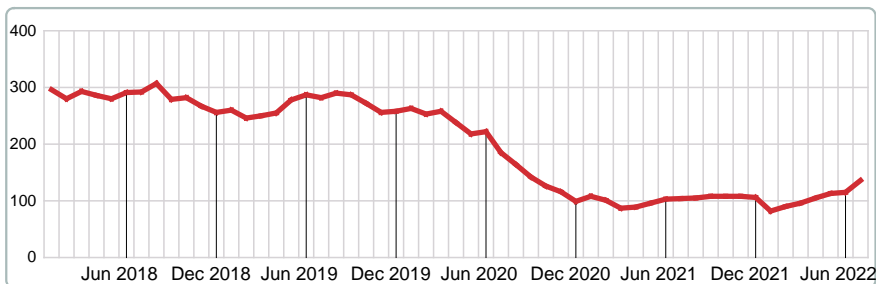
### END OF JULY



### ACTIVE DURING JULY

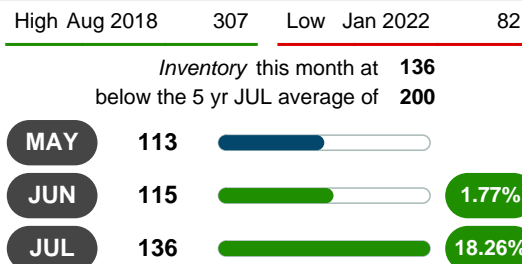


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 200



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	5.15%	67.0	4	3	0	0
\$75,001 - \$150,000	25	18.38%	32.0	9	13	2	1
\$150,001 - \$200,000	20	14.71%	34.5	7	11	2	0
\$200,001 - \$275,000	25	18.38%	45.0	5	10	8	2
\$275,001 - \$425,000	30	22.06%	59.5	4	15	9	2
\$425,001 - \$650,000	17	12.50%	88.0	2	7	8	0
\$650,001 and up	12	8.82%	97.0	1	4	7	0
<b>Total Active Inventory by Units</b>	<b>136</b>			<b>32</b>	<b>63</b>	<b>36</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>46,889,338</b>	<b>100%</b>	<b>49.5</b>	<b>7.57M</b>	<b>21.98M</b>	<b>15.95M</b>	<b>1.39M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$250,000</b>			<b>\$167,450</b>	<b>\$238,000</b>	<b>\$377,400</b>	<b>\$232,950</b>

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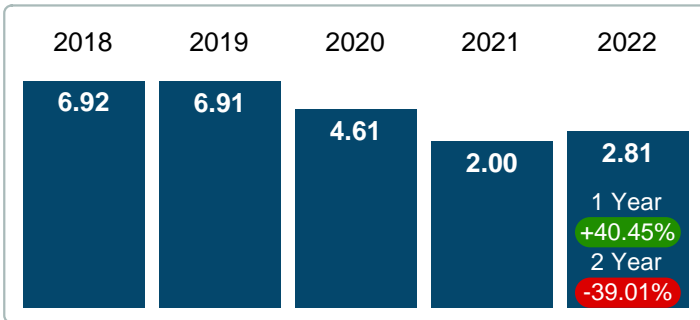
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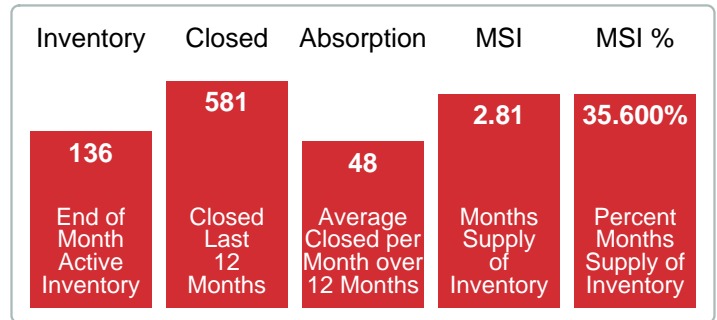
## MONTHS SUPPLY of INVENTORY (MSI)

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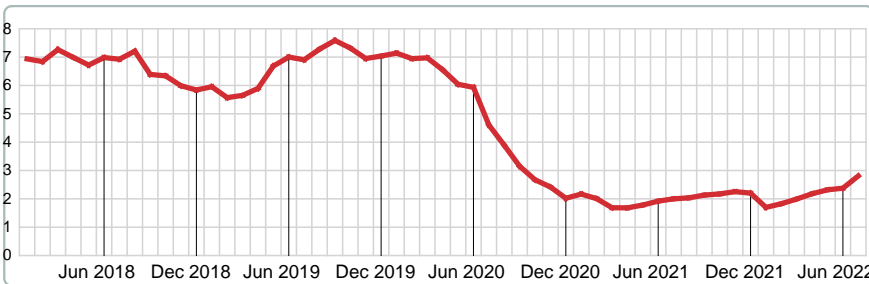
### MSI FOR JULY



### INDICATORS FOR JULY 2022

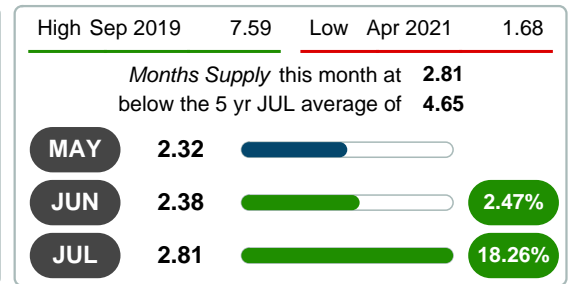


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 4.65



### 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
\$75,000 and less	7	5.15%	1.45	1.78	1.24	0.00	0.00
\$75,001 - \$150,000	25	18.38%	1.89	1.86	1.81	2.40	2.40
\$150,001 - \$200,000	20	14.71%	2.02	7.00	1.48	1.71	0.00
\$200,001 - \$275,000	25	18.38%	2.36	12.00	1.28	4.17	4.80
\$275,001 - \$425,000	30	22.06%	5.14	12.00	5.81	3.72	4.00
\$425,001 - \$650,000	17	12.50%	5.83	24.00	4.94	8.73	0.00
\$650,001 and up	12	8.82%	11.08	0.00	8.00	28.00	0.00
Market Supply of Inventory (MSI)			2.81	3.59	2.15	4.70	2.00
Total Active Inventory by Units		100%	2.81	32	63	36	5

# July 2022



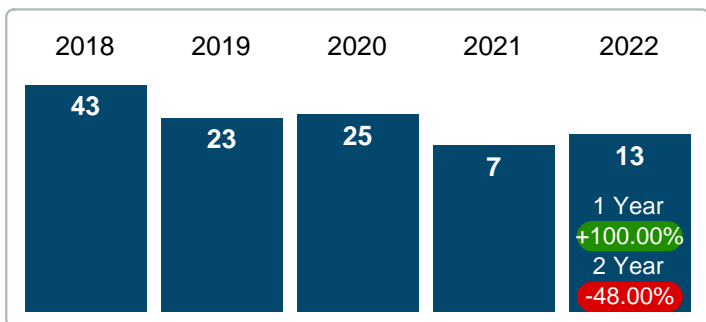
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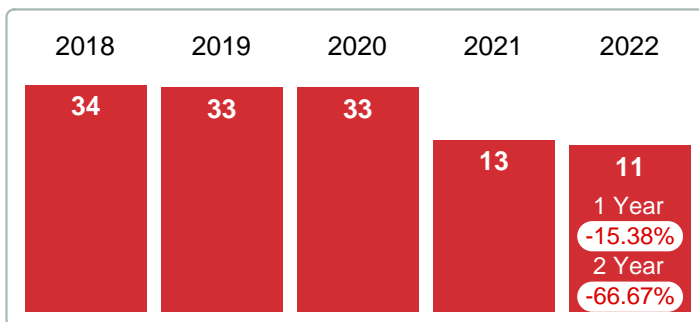
## MEDIAN DAYS ON MARKET TO SALE

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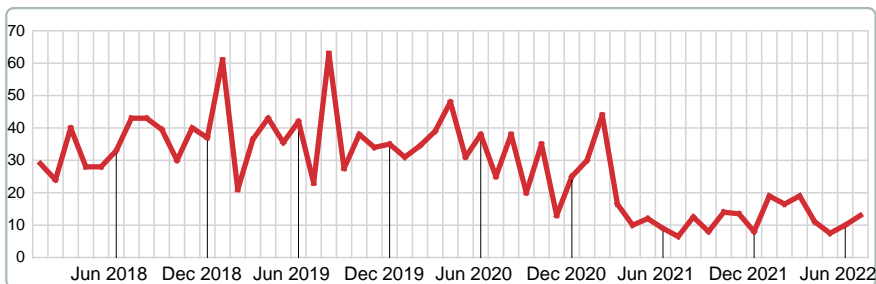
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

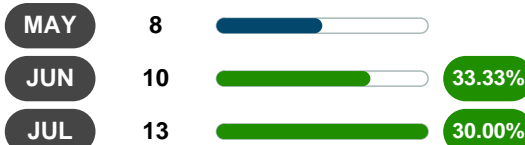


### 3 MONTHS

5 year JUL AVG = 22

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 13 below the 5 yr JUL average of 22



### 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
\$75,000 and less	9.26%	13	11	113	0	0
\$75,001 - \$125,000	7.41%	6	29	4	0	0
\$125,001 - \$150,000	9.26%	25	17	0	0	32
\$150,001 - \$225,000	35.19%	18	17	16	42	0
\$225,001 - \$275,000	12.96%	8	1	9	0	0
\$275,001 - \$350,000	14.81%	5	0	4	6	0
\$350,001 and up	11.11%	12	0	22	1	97
Median Closed DOM		13	11	9	29	32
Total Closed Units	100%	13.0	12	29	10	3
Total Closed Volume		11,827,849	1.39M	6.16M	2.94M	1.34M

# July 2022



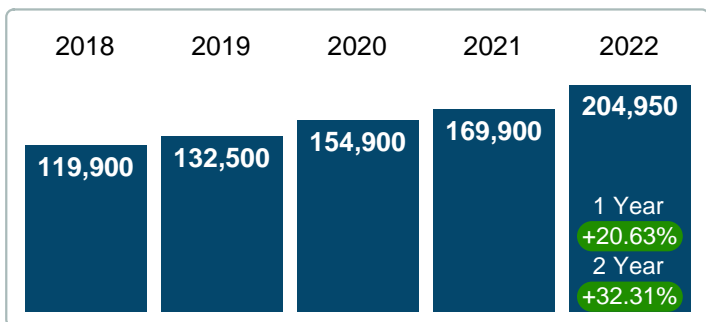
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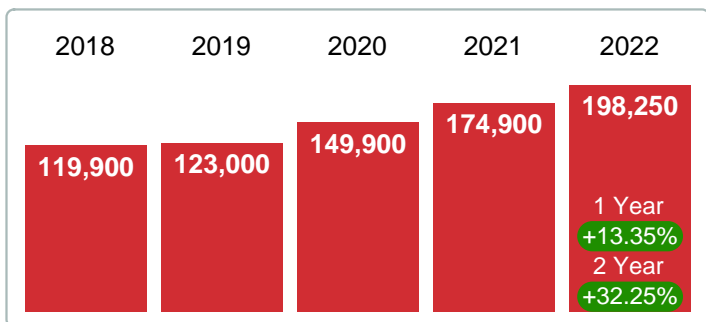
## MEDIAN LIST PRICE AT CLOSING

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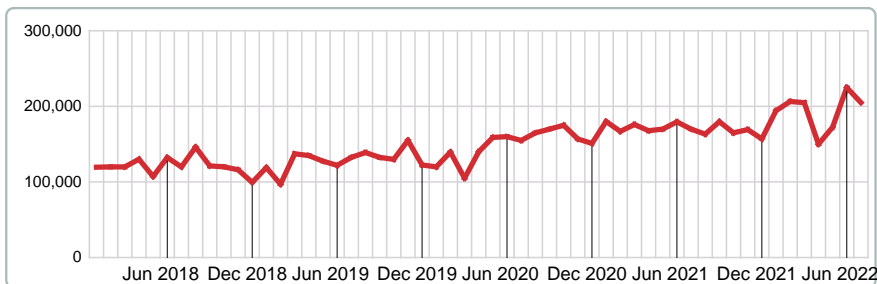
### JULY



### YEAR TO DATE (YTD)

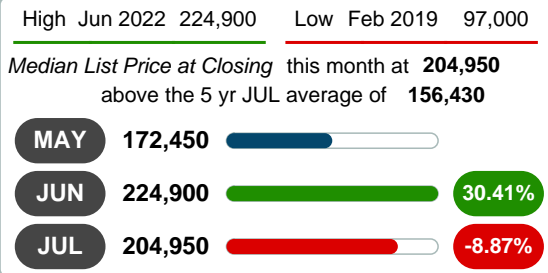


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 156,430



### 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
\$75,000 and less	9.26%	59,000	54,500	65,000	0	0
\$75,001 - \$125,000	7.41%	90,000	88,000	90,000	0	0
\$125,001 - \$150,000	7.41%	134,900	134,900	0	0	0
\$150,001 - \$225,000	33.33%	185,000	210,000	182,500	194,250	170,000
\$225,001 - \$275,000	16.67%	239,900	239,900	244,950	240,000	0
\$275,001 - \$350,000	12.96%	298,900	0	289,900	322,850	0
\$350,001 and up	12.96%	439,900	0	439,900	389,450	624,500
<b>Median List Price</b>		<b>204,950</b>	<b>114,450</b>	<b>219,900</b>	<b>322,850</b>	<b>599,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>204,950</b>	<b>12</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,215,400</b>	<b>1.40M</b>	<b>6.25M</b>	<b>3.15M</b>	<b>1.42M</b>



# July 2022



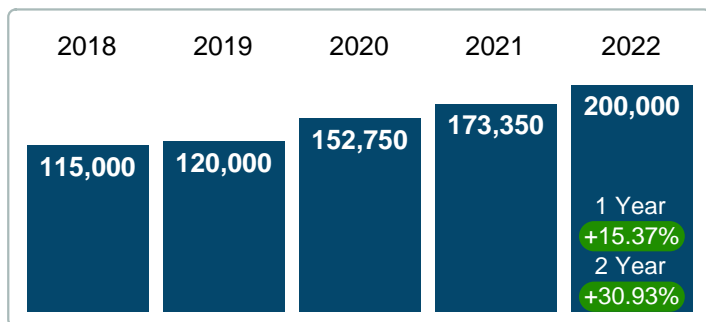
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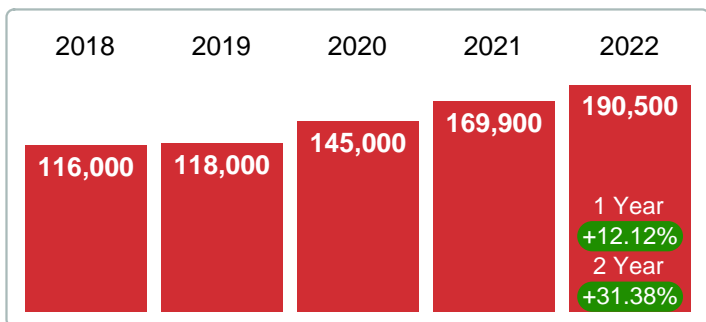
## MEDIAN SOLD PRICE AT CLOSING

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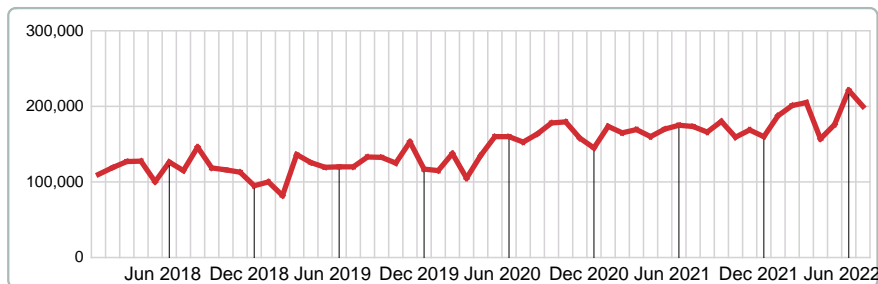
### JULY



### YEAR TO DATE (YTD)

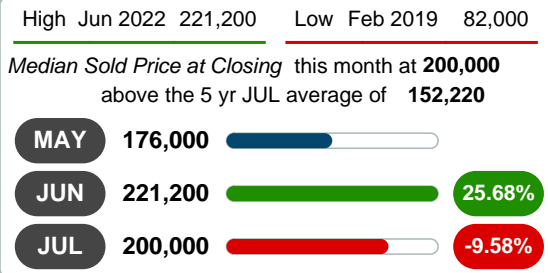


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 152,220



### 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
\$75,000 and less	5	9.26%	55,000	52,000	60,000	0	0
\$75,001 - \$125,000	4	7.41%	88,750	87,000	88,750	0	0
\$125,001 - \$150,000	5	9.26%	135,000	135,000	0	0	150,000
\$150,001 - \$225,000	19	35.19%	185,000	215,000	180,000	200,000	0
\$225,001 - \$275,000	7	12.96%	240,000	239,900	245,900	0	0
\$275,001 - \$350,000	8	14.81%	296,950	0	285,000	327,500	0
\$350,001 and up	6	11.11%	429,950	0	439,900	385,000	592,500
Median Sold Price			200,000	111,625	212,500	313,200	550,000
Total Closed Units		100%	200,000	12	29	10	3
Total Closed Volume			11,827,849	1.39M	6.16M	2.94M	1.34M

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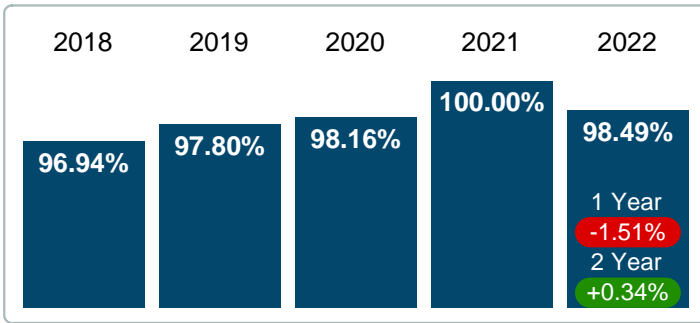
Area Delimited by County Of Cherokee - Residential Property Type



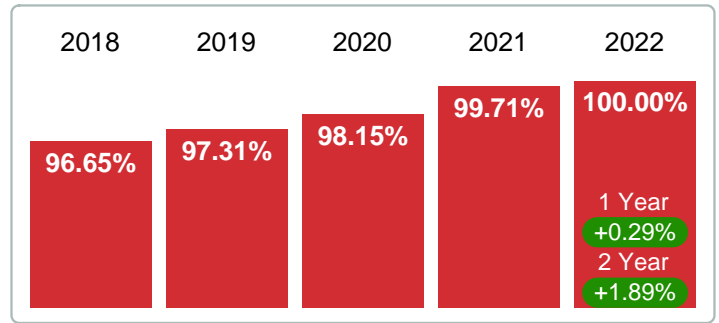
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

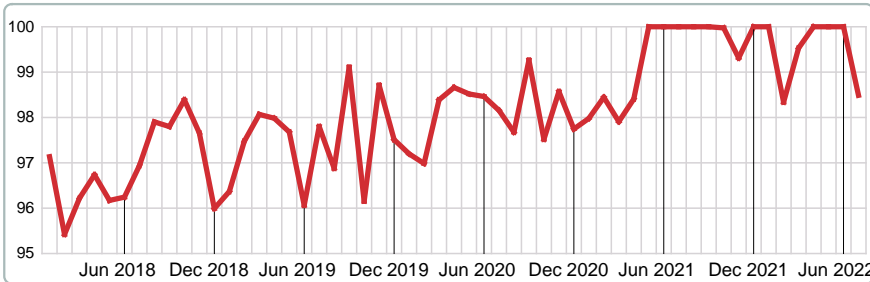
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

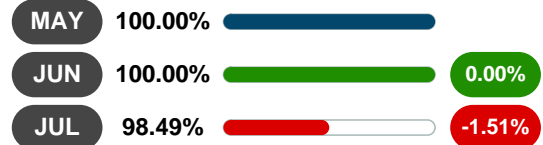


### 3 MONTHS

5 year JUL AVG = 98.28%

High Jun 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **98.49%**  
equal to 5 yr JUL average of **98.28%**



### 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
\$75,000 and less	5	9.26%	93.22%	95.61%	92.31%	0.00%	0.00%
\$75,001 - \$125,000	4	7.41%	98.53%	99.32%	98.53%	0.00%	0.00%
\$125,001 - \$150,000	5	9.26%	97.96%	98.98%	0.00%	0.00%	88.24%
\$150,001 - \$225,000	19	35.19%	98.67%	102.38%	100.00%	90.53%	0.00%
\$225,001 - \$275,000	7	12.96%	100.00%	100.00%	100.00%	0.00%	0.00%
\$275,001 - \$350,000	8	14.81%	99.15%	0.00%	98.31%	100.00%	0.00%
\$350,001 and up	6	11.11%	96.89%	0.00%	100.00%	96.08%	94.76%
Median Sold/List Ratio		98.49%		98.33%	100.00%	93.03%	91.82%
Total Closed Units		54	100%	12	29	10	3
Total Closed Volume		11,827,849		1.39M	6.16M	2.94M	1.34M

# July 2022



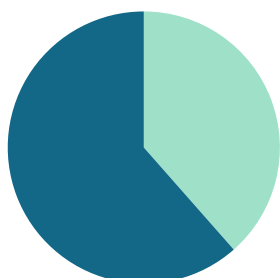
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

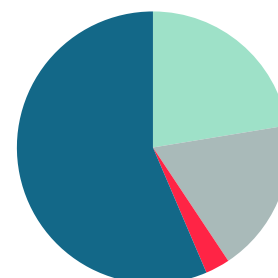


**Inventory**  
 New Listings  
**72 = 38.50%**  
 Start Inventory  
**115**  
 Total Inventory Units  
**187**  
 Volume  
**\$62,587,718**

### Market Activity

Closed Sales  
**54 = 22.41%**  
 Pending Sales  
**44 = 18.26%**  
 Other Off Market  
**7 = 2.90%**  
 Active Inventory  
**136 = 56.43%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	54	0.00%	331	334	0.91%
Pending Sales	52	44	-15.38%	365	336	-7.95%
New Listings	58	72	24.14%	433	438	1.15%
Median List Price	169,900	204,950	20.63%	174,900	198,250	13.35%
Median Sale Price	173,350	200,000	15.37%	169,900	190,500	12.12%
Median Percent of Selling Price to List Price	100.00%	98.49%	-1.51%	99.71%	100.00%	0.29%
Median Days on Market to Sale	6.50	13.00	100.00%	13.00	11.00	-15.38%
Monthly Inventory	104	136	30.77%	104	136	30.77%
Months Supply of Inventory	2.00	2.81	40.45%	2.00	2.81	40.45%

**Absorption:** Last 12 months, an Average of **48** Sales/Month

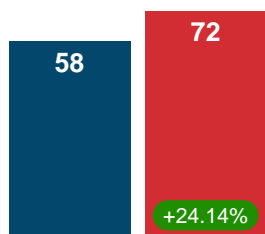
**Inventory** on July 31, 2022 = **136**

**2021** **2022**

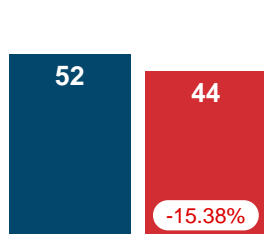
### JULY MARKET

### MEDIAN PRICES

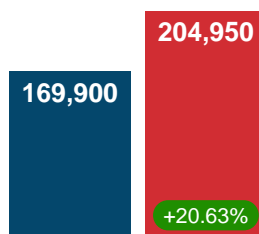
#### New Listings



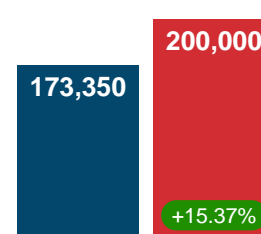
#### Pending Listings



#### List Price



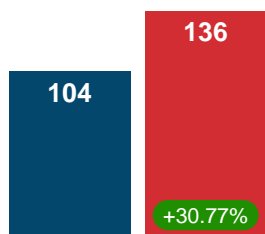
#### Sale Price



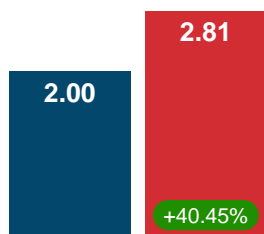
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

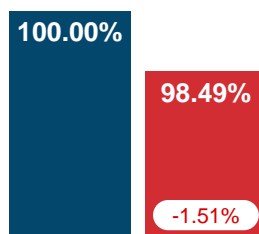
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

