

November 2022



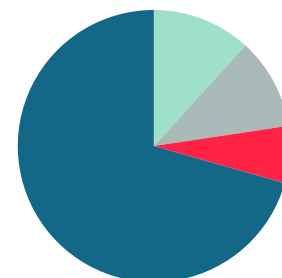
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	32	26	-18.75%
Pending Listings	51	24	-52.94%
New Listings	62	53	-14.52%
Average List Price	222,710	268,991	20.78%
Average Sale Price	218,791	252,781	15.54%
Average Percent of Selling Price to List Price	97.64%	92.44%	-5.32%
Average Days on Market to Sale	32.38	57.62	77.96%
End of Month Inventory	108	156	44.44%
Months Supply of Inventory	2.25	3.44	52.68%



■ Closed (11.76%)
■ Pending (10.86%)
■ Other OffMarket (6.79%)
■ Active (70.59%)

Absorption: Last 12 months, an Average of **45** Sales/Month
Active Inventory as of November 30, 2022 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **44.44%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 45 closed sales per month. This represents an unsold inventory index of **3.44** 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 **15.54%** in November 2022 to \$252,781 versus the previous year at \$218,791.

Average Days on Market Lengthens

The average number of **57.62** days that homes spent on the market before selling increased by 25.24 days or **77.96%** in November 2022 compared to last year's same month at **32.38** DOM.

Sales Success for November 2022 is Positive

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

There were 53 New Listings in November 2022, down **14.52%** from last year at 62. Furthermore, there were 26 Closed Listings this month versus last year at 32, a **-18.75%** decrease.

Closed versus Listed trends yielded a **49.1%** ratio, down from previous year's, November 2021, at **51.6%**, a **4.95%** downswing. 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

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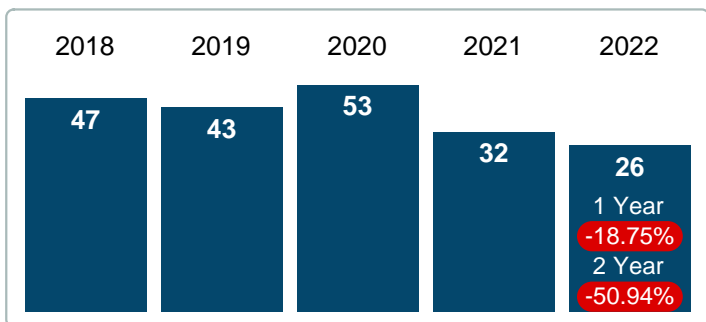
Area Delimited by County Of Cherokee - Residential Property Type



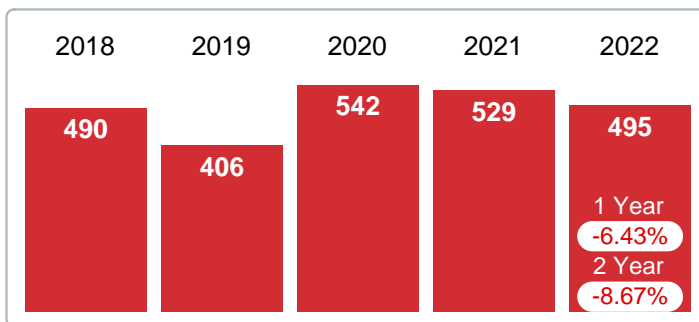
CLOSED LISTINGS

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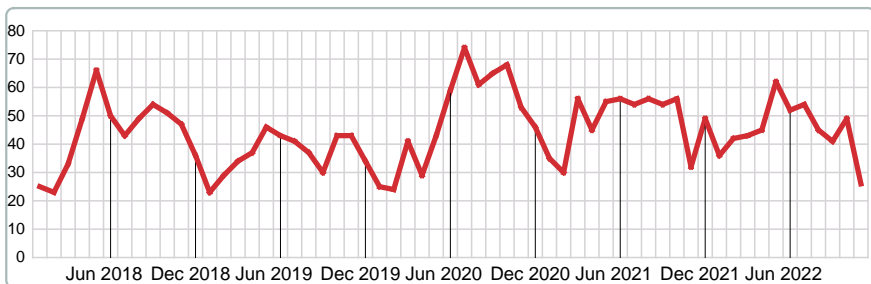
NOVEMBER



YEAR TO DATE (YTD)

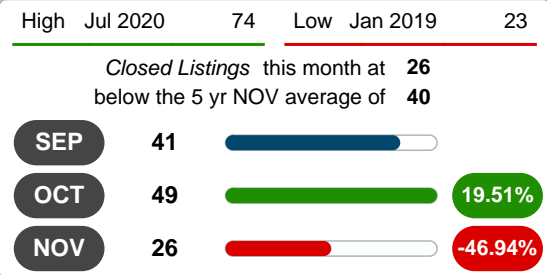


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.85%	14.0	0	1	0	0
\$25,001 - \$100,000	3	11.54%	32.0	2	1	0	0
\$100,001 - \$175,000	6	23.08%	111.5	4	2	0	0
\$175,001 - \$250,000	6	23.08%	32.3	0	5	1	0
\$250,001 - \$325,000	4	15.38%	17.5	0	4	0	0
\$325,001 - \$575,000	3	11.54%	74.3	0	2	1	0
\$575,001 and up	3	11.54%	77.3	0	2	1	0
Total Closed Units	26			6	17	3	0
Total Closed Volume	6,572,312	100%	57.6	639.50K	4.79M	1.15M	0.00B
Average Closed Price	\$252,781			\$106,583	\$281,554	\$382,133	\$0

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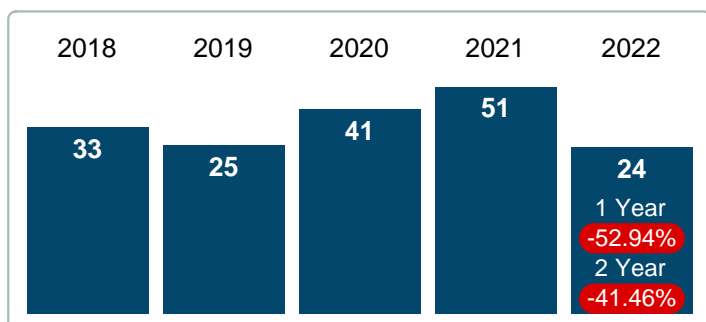
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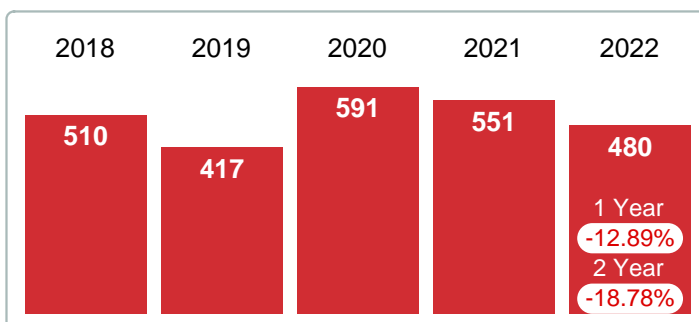
PENDING LISTINGS

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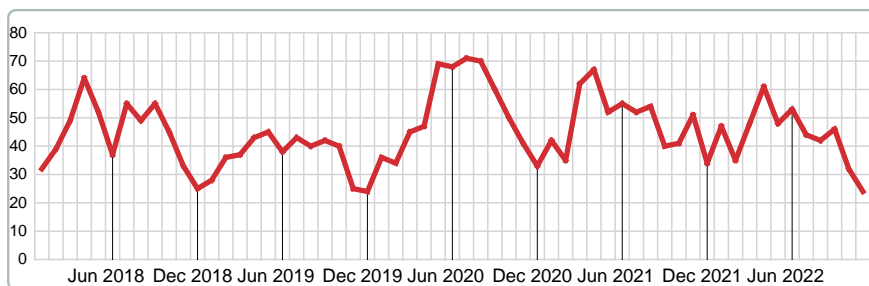
NOVEMBER



YEAR TO DATE (YTD)

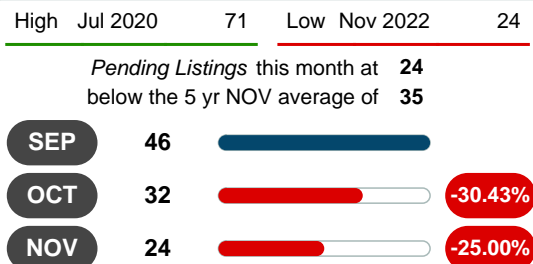


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 35



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	8.33%	10.5	2	0	0	0
\$75,001 - \$125,000	1	4.17%	0.0	0	1	0	0
\$125,001 - \$175,000	6	25.00%	68.3	2	2	2	0
\$175,001 - \$225,000	6	25.00%	72.3	1	4	1	0
\$225,001 - \$250,000	3	12.50%	161.7	0	2	1	0
\$250,001 - \$450,000	5	20.83%	21.6	0	2	2	1
\$450,001 and up	1	4.17%	181.0	0	0	1	0
Total Pending Units	24			5	11	7	1
Total Pending Volume	5,451,000	100%	71.1	657.90K	2.52M	1.86M	412.90K
Average Listing Price	\$227,435			\$131,580	\$229,345	\$265,343	\$412,900

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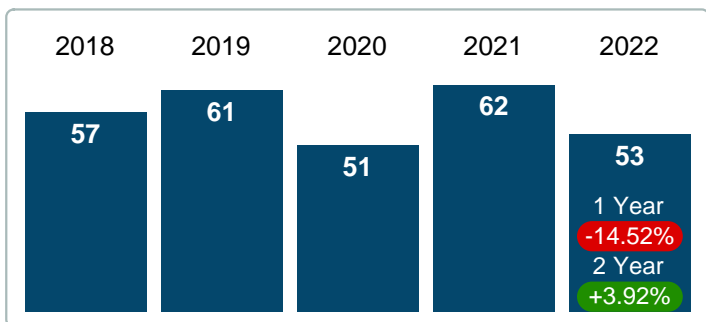
Area Delimited by County Of Cherokee - Residential Property Type



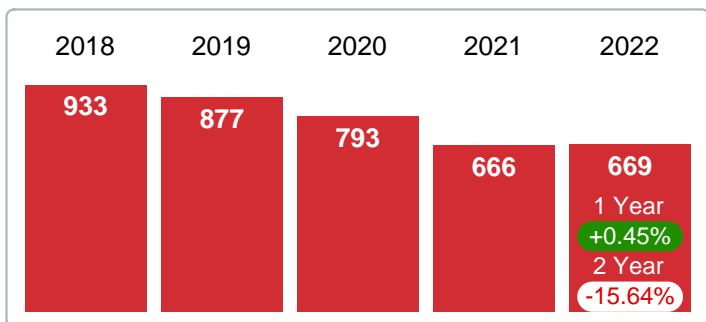
NEW LISTINGS

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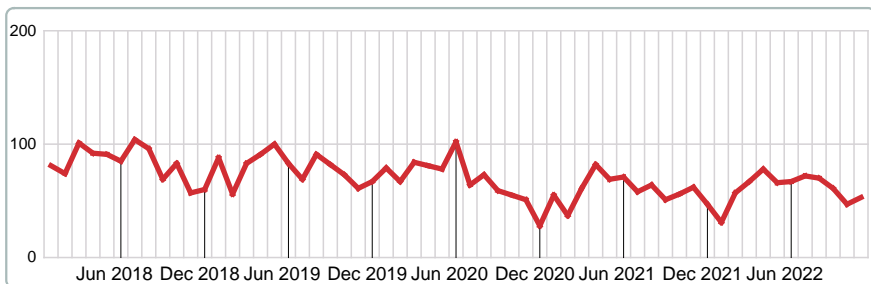
NOVEMBER



YEAR TO DATE (YTD)

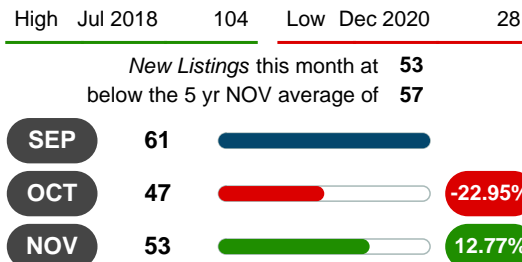


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.55%	3	1	0	0
\$75,001 - \$125,000	7	13.21%	2	4	1	0
\$125,001 - \$150,000	4	7.55%	1	3	0	0
\$150,001 - \$225,000	14	26.42%	1	10	3	0
\$225,001 - \$325,000	11	20.75%	1	7	3	0
\$325,001 - \$450,000	8	15.09%	0	5	0	3
\$450,001 and up	5	9.43%	2	3	0	0
Total New Listed Units	53		10	33	7	3
Total New Listed Volume	13,662,250	100%	1.92M	9.12M	1.50M	1.12M
Average New Listed Listing Price	\$234,810		\$192,400	\$276,374	\$213,886	\$373,567

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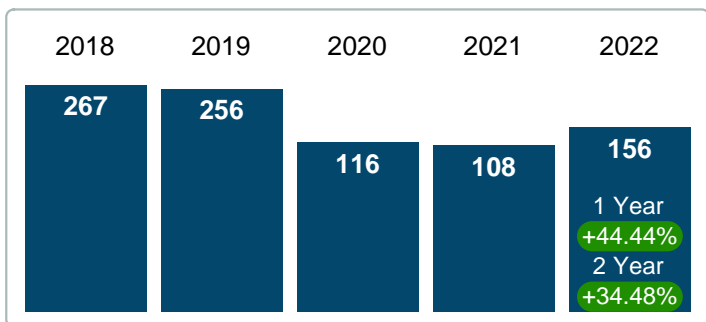
Area Delimited by County Of Cherokee - Residential Property Type



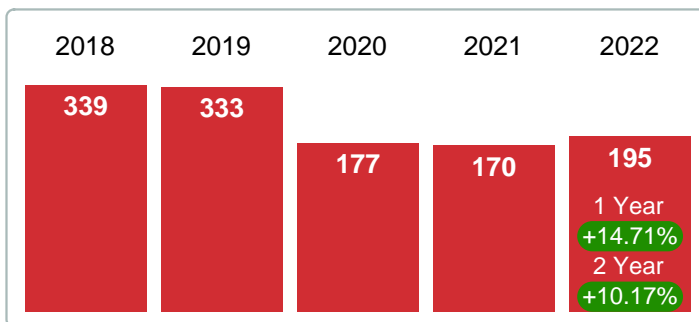
ACTIVE INVENTORY

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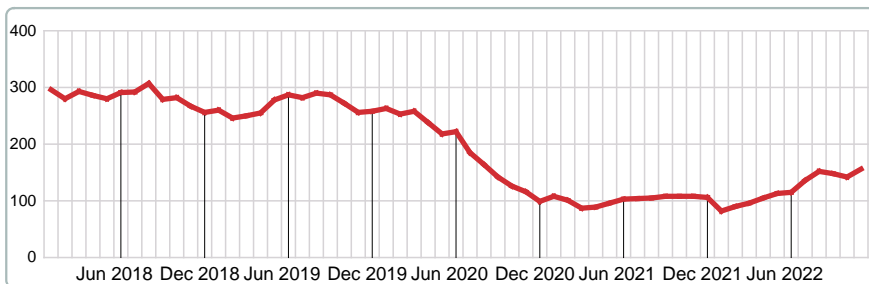
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 181

High Aug 2018 307 Low Jan 2022 82

Inventory this month at 156
below the 5 yr NOV average of 181



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	14	8.97%	66.4	6	7	1	0
\$100,001 - \$150,000	18	11.54%	72.7	5	11	2	0
\$150,001 - \$175,000	14	8.97%	80.9	3	10	1	0
\$175,001 - \$325,000	50	32.05%	69.8	7	27	15	1
\$325,001 - \$450,000	24	15.38%	70.6	1	12	7	4
\$450,001 - \$675,000	20	12.82%	84.5	4	7	7	2
\$675,001 and up	16	10.26%	105.3	2	4	8	2
Total Active Inventory by Units	156			28	78	41	9
Total Active Inventory by Volume	55,157,538	100%	76.5	8.49M	25.00M	17.28M	4.39M
Average Active Inventory Listing Price	\$353,574			\$303,054	\$320,556	\$421,420	\$487,828

November 2022



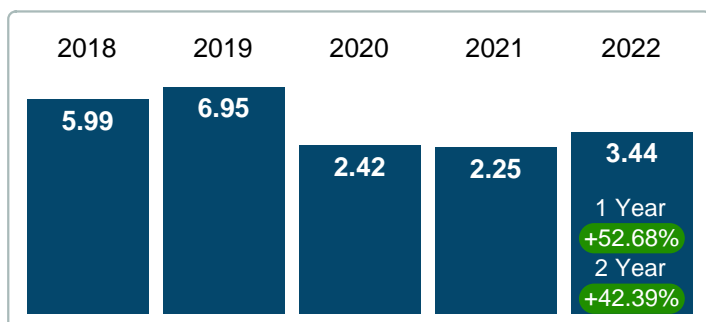
Area Delimited by County Of Cherokee - Residential Property Type



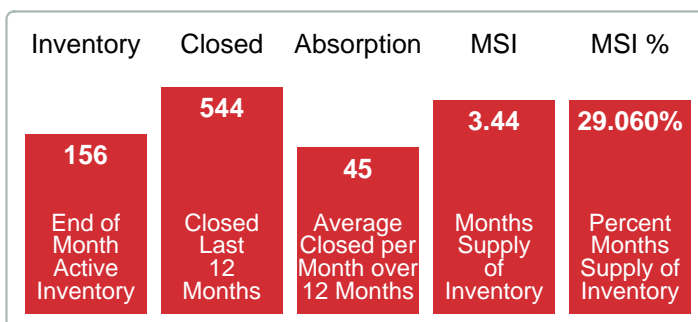
MONTHS SUPPLY of INVENTORY (MSI)

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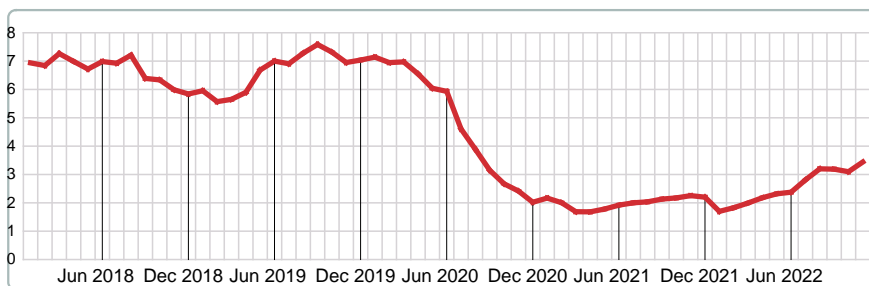
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

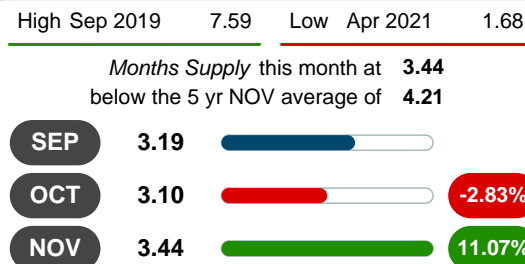


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.21



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	14	8.97%	1.91	1.95	1.83	3.00	0.00
\$100,001 - \$150,000	18	11.54%	2.04	1.67	2.28	3.00	0.00
\$150,001 - \$175,000	14	8.97%	3.23	4.50	3.24	2.00	0.00
\$175,001 - \$325,000	50	32.05%	2.87	7.64	2.22	4.19	1.33
\$325,001 - \$450,000	24	15.38%	6.55	6.00	8.00	4.67	8.00
\$450,001 - \$675,000	20	12.82%	7.74	48.00	6.00	7.64	4.80
\$675,001 and up	16	10.26%	13.71	24.00	8.00	32.00	6.00
Market Supply of Inventory (MSI)			3.44	3.50	2.88	5.29	3.60
Total Active Inventory by Units		100%	3.44	28	78	41	9

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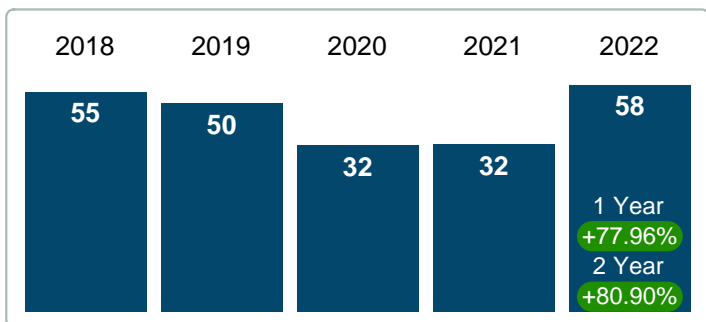
Area Delimited by County Of Cherokee - Residential Property Type



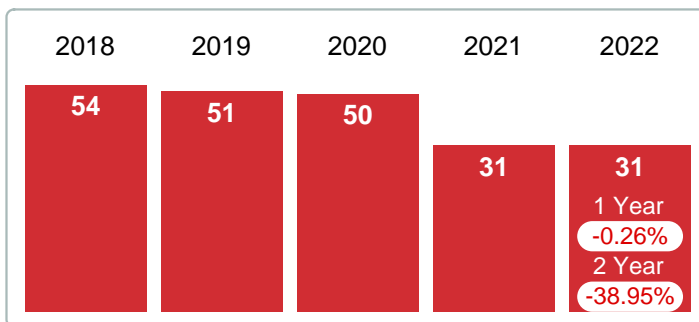
AVERAGE DAYS ON MARKET TO SALE

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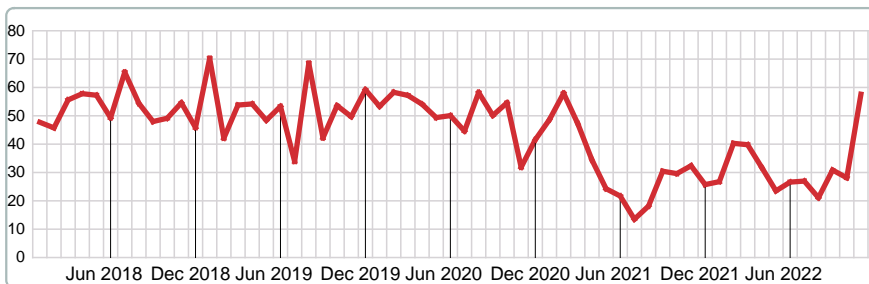
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 58 above the 5 yr NOV 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
\$25,000 and less	1	3.85%	14	0	14	0	0
\$25,001 - \$100,000	3	11.54%	32	48	1	0	0
\$100,001 - \$175,000	6	23.08%	112	151	32	0	0
\$175,001 - \$250,000	6	23.08%	32	0	25	70	0
\$250,001 - \$325,000	4	15.38%	18	0	18	0	0
\$325,001 - \$575,000	3	11.54%	74	0	95	33	0
\$575,001 and up	3	11.54%	77	0	76	81	0
Average Closed DOM	58			117	36	61	0
Total Closed Units	26			6	17	3	
Total Closed Volume	6,572,312			639.50K	4.79M	1.15M	0.00B

November 2022



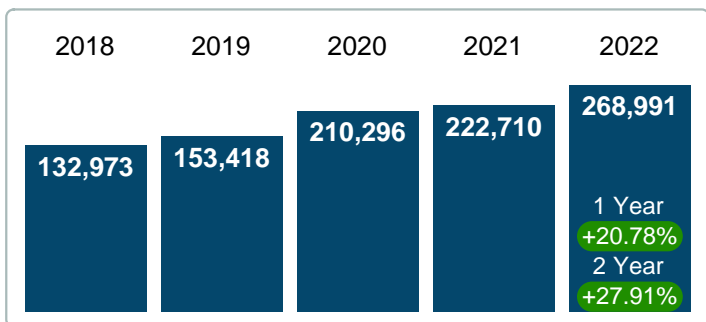
Area Delimited by County Of Cherokee - Residential Property Type



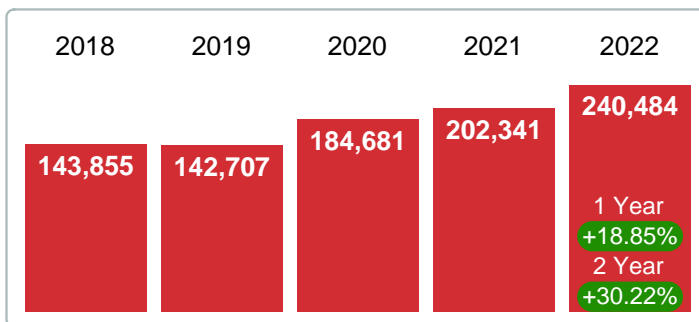
AVERAGE LIST PRICE AT CLOSING

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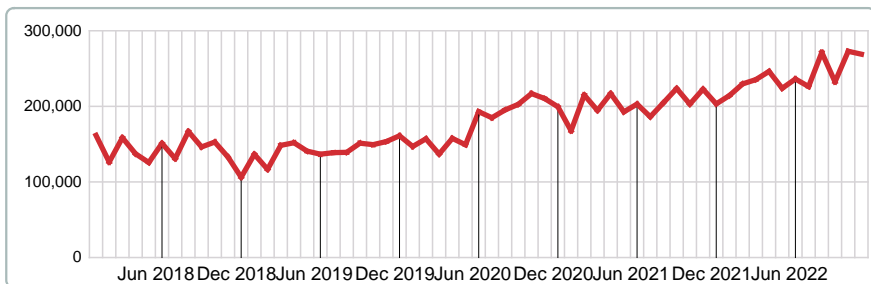
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

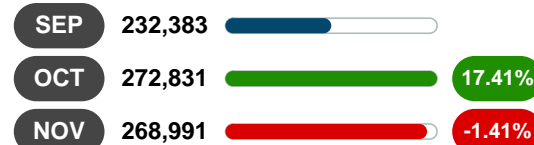


3 MONTHS

5 year NOV AVG = 197,678

High Oct 2022 272,831 Low Dec 2018 106,258

Average List Price at Closing this month at **268,991** above the 5 yr NOV average of **197,678**



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
\$25,000 and less	1	3.85%	20,800	0	20,800	0	0
\$25,001 - \$100,000	3	11.54%	60,500	42,750	96,000	0	0
\$100,001 - \$175,000	5	19.23%	152,770	165,200	141,475	0	0
\$175,001 - \$250,000	5	19.23%	215,160	0	242,160	220,000	0
\$250,001 - \$325,000	6	23.08%	292,969	0	305,728	0	0
\$325,001 - \$575,000	3	11.54%	356,533	0	362,450	344,700	0
\$575,001 and up	3	11.54%	708,133	0	749,700	625,000	0
Average List Price			268,991	124,383	297,515	396,567	0
Total Closed Units		100%	268,991	6	17	3	
Total Closed Volume			6,993,762	746.30K	5.06M	1.19M	0.00B

November 2022



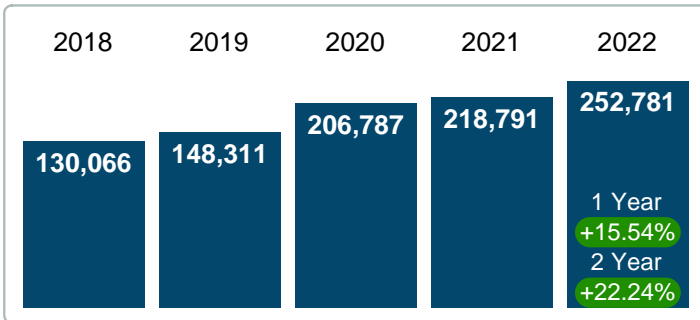
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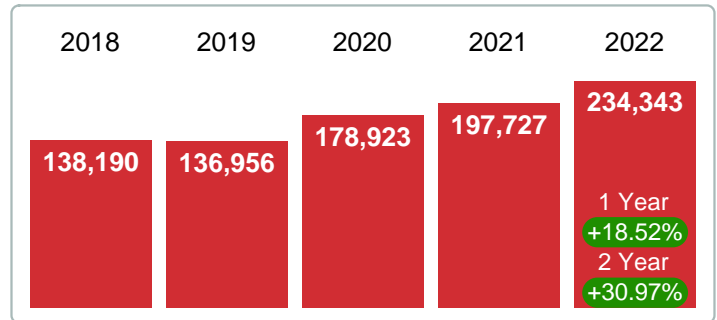
AVERAGE SOLD PRICE AT CLOSING

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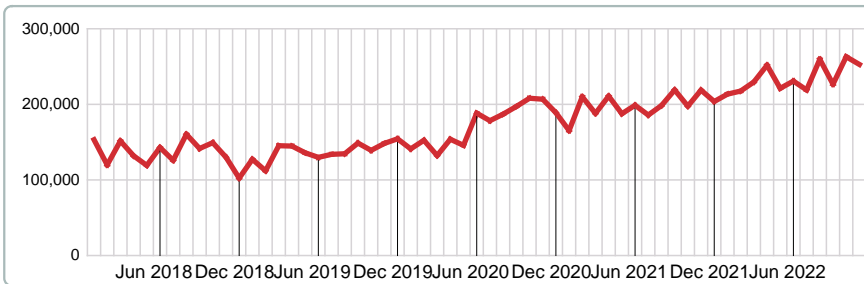
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

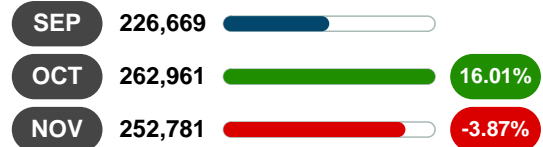


3 MONTHS

5 year NOV AVG = 191,347

High Oct 2022 262,961 | Low Dec 2018 102,382

Average Sold Price at Closing this month at **252,781**
above the 5 yr NOV average of **191,347**



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
\$25,000 and less	3.85%	18,750	0	18,750	0	0
\$25,001 - \$100,000	11.54%	55,833	35,750	96,000	0	0
\$100,001 - \$175,000	23.08%	134,875	142,000	120,625	0	0
\$175,001 - \$250,000	23.08%	226,667	0	229,200	214,000	0
\$250,001 - \$325,000	15.38%	296,853	0	296,853	0	0
\$325,001 - \$575,000	11.54%	344,133	0	350,000	332,400	0
\$575,001 and up	11.54%	665,667	0	698,500	600,000	0
Average Sold Price		252,781	106,583	281,554	382,133	0
Total Closed Units	100%	252,781	6	17	3	0
Total Closed Volume		6,572,312	639.50K	4.79M	1.15M	0.00B

November 2022



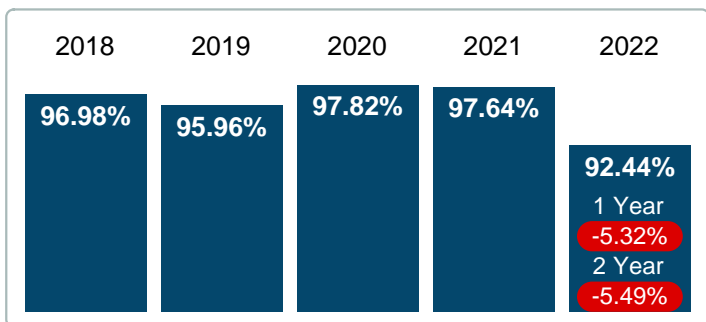
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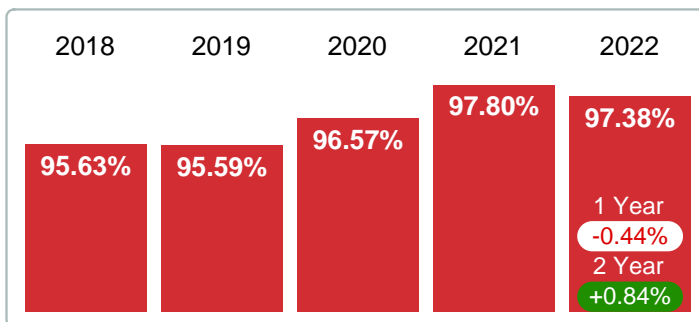
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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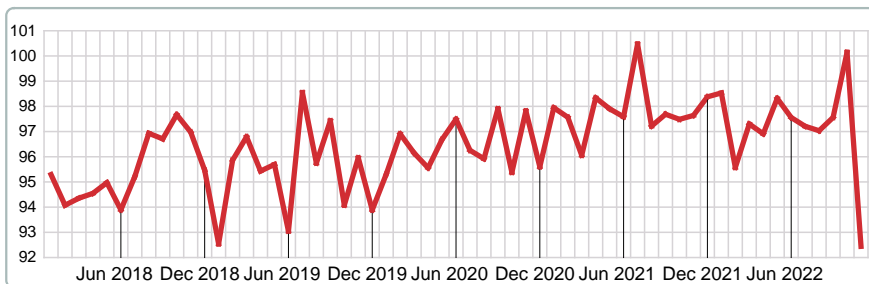
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

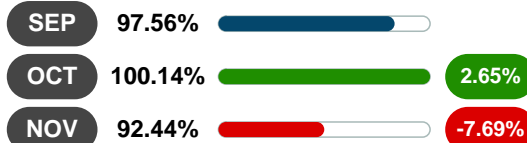


3 MONTHS

5 year NOV AVG = 96.17%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **92.44%**
below the 5 yr NOV average of **96.17%**



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
\$25,000 and less	1	3.85%	90.14%	0.00%	90.14%	0.00%	0.00%
\$25,001 - \$100,000	3	11.54%	89.15%	83.73%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	6	23.08%	85.71%	85.34%	86.43%	0.00%	0.00%
\$175,001 - \$250,000	6	23.08%	95.31%	0.00%	94.92%	97.27%	0.00%
\$250,001 - \$325,000	4	15.38%	97.02%	0.00%	97.02%	0.00%	0.00%
\$325,001 - \$575,000	3	11.54%	96.57%	0.00%	96.63%	96.43%	0.00%
\$575,001 and up	3	11.54%	94.01%	0.00%	93.02%	96.00%	0.00%
Average Sold/List Ratio		92.40%		84.81%	94.41%	96.57%	0.00%
Total Closed Units		26	100%	6	17	3	
Total Closed Volume		6,572,312		639.50K	4.79M	1.15M	0.00B

November 2022



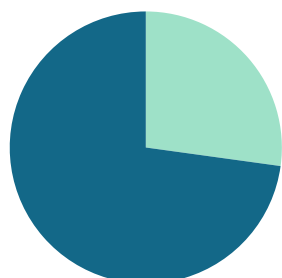
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

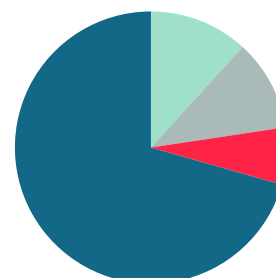


Inventory
 New Listings
53 = 27.18%
 Start Inventory
142
 Total Inventory Units
195
 Volume
\$64,500,138

Market Activity

Closed Sales
26 = 11.76%
 Pending Sales
24 = 10.86%
 Other Off Market
15 = 6.79%
 Active Inventory
156 = 70.59%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	32	26	-18.75%	529	495	-6.43%
Pending Sales	51	24	-52.94%	551	480	-12.89%
New Listings	62	53	-14.52%	666	669	0.45%
Average List Price	222,710	268,991	20.78%	202,341	240,484	18.85%
Average Sale Price	218,791	252,781	15.54%	197,727	234,343	18.52%
Average Percent of Selling Price to List Price	97.64%	92.44%	-5.32%	97.80%	97.38%	-0.44%
Average Days on Market to Sale	32.38	57.62	77.96%	30.76	30.68	-0.26%
Monthly Inventory	108	156	44.44%	108	156	44.44%
Months Supply of Inventory	2.25	3.44	52.68%	2.25	3.44	52.68%

Absorption: Last 12 months, an Average of **45** Sales/Month

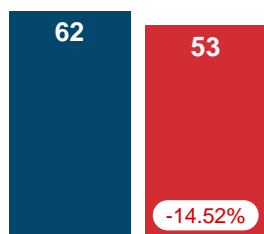
Inventory on November 30, 2022 = **156**

2021 **2022**

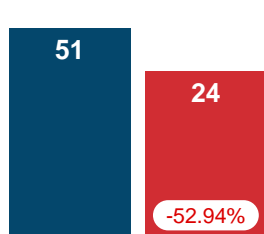
NOVEMBER MARKET

AVERAGE PRICES

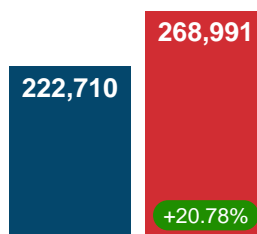
New Listings



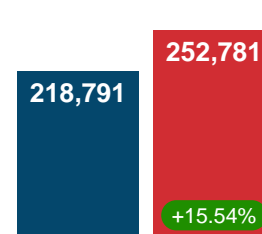
Pending Listings



List Price



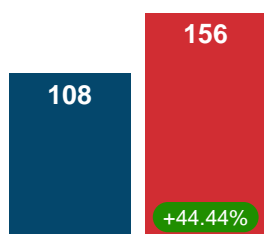
Sale Price



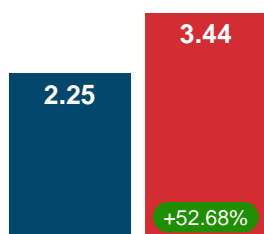
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

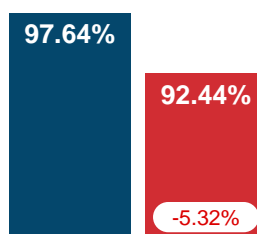
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

