

# November 2022



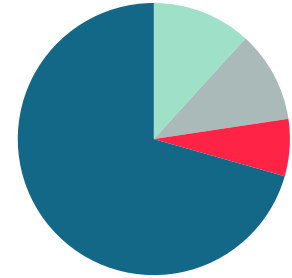
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	November 2022	+/-%
Closed Listings	32	26	-18.75%
Pending Listings	51	24	-52.94%
New Listings	62	53	-14.52%
Median List Price	169,250	227,950	34.68%
Median Sale Price	168,750	220,500	30.67%
Median Percent of Selling Price to List Price	99.31%	94.47%	-4.88%
Median Days on Market to Sale	13.50	33.50	148.15%
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.

#### 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 **30.67%** in November 2022 to \$220,500 versus the previous year at \$168,750.

#### Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 20.00 days or **148.15%** in November 2022 compared to last year's same month at **13.50** DOM.

#### Sales Success for November 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 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.

### 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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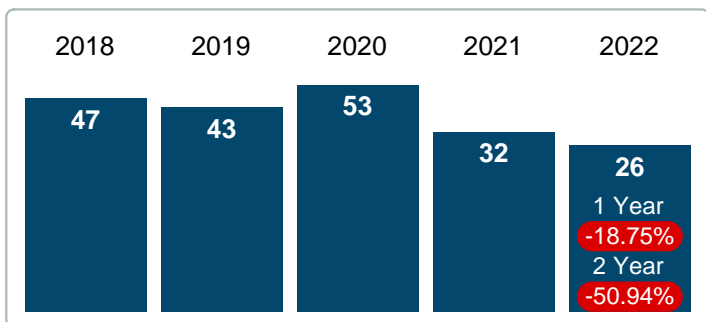
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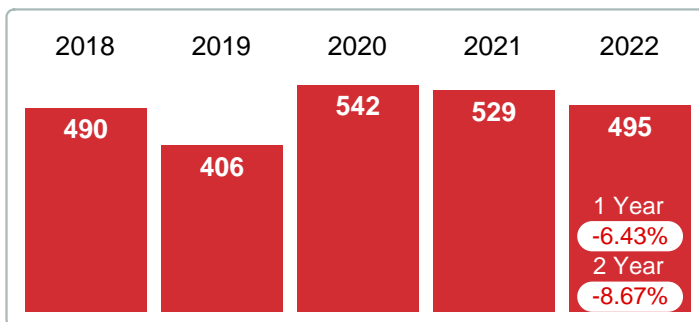
## CLOSED LISTINGS

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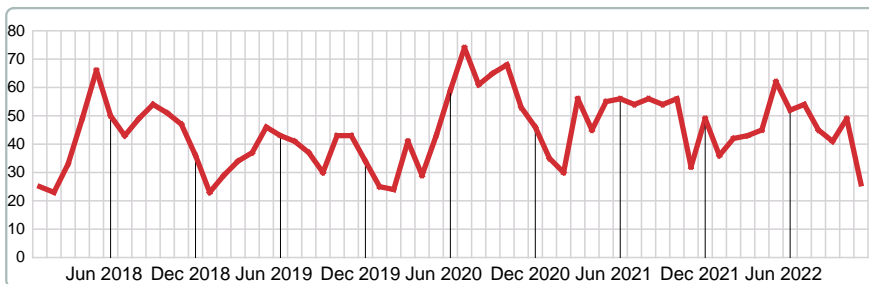
### NOVEMBER



### YEAR TO DATE (YTD)

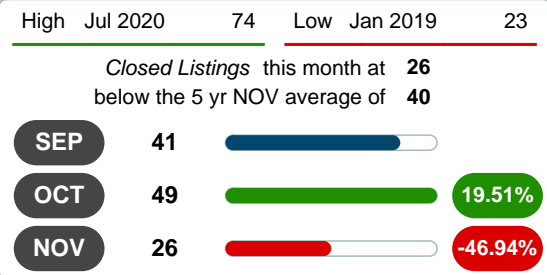


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	34.0	2	1	0	0
\$100,001 - \$175,000	6	23.08%	61.0	4	2	0	0
\$175,001 - \$250,000	6	23.08%	18.0	0	5	1	0
\$250,001 - \$325,000	4	15.38%	14.5	0	4	0	0
\$325,001 - \$575,000	3	11.54%	33.0	0	2	1	0
\$575,001 and up	3	11.54%	81.0	0	2	1	0
<b>Total Closed Units</b>	<b>26</b>			<b>6</b>	<b>17</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,572,312</b>	<b>100%</b>	<b>33.5</b>	<b>639.50K</b>	<b>4.79M</b>	<b>1.15M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$220,500</b>			<b>\$116,500</b>	<b>\$245,000</b>	<b>\$332,400</b>	<b>\$0</b>

# November 2022



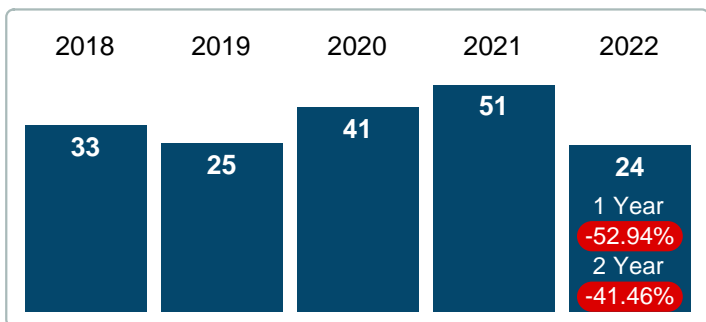
Area Delimited by County Of Cherokee - Residential Property Type



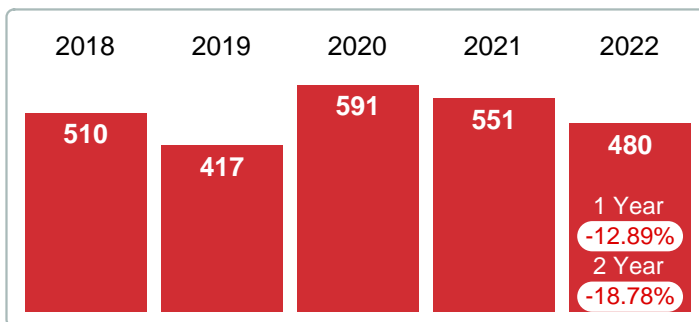
## PENDING LISTINGS

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

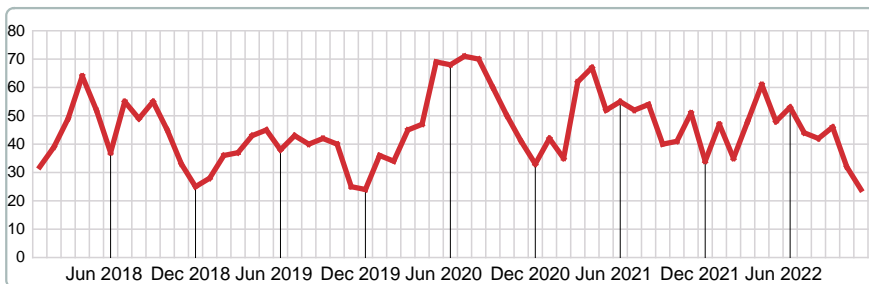
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35

High Jul 2020 71 Low Nov 2022 24

Pending Listings this month at 24 below the 5 yr NOV average of 35



### 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	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%	36.0	2	2	2	0
\$175,001 - \$225,000	6	25.00%	73.5	1	4	1	0
\$225,001 - \$250,000	3	12.50%	120.0	0	2	1	0
\$250,001 - \$450,000	5	20.83%	0.0	0	2	2	1
\$450,001 and up	1	4.17%	181.0	0	0	1	0
<b>Total Pending Units</b>	<b>24</b>			<b>5</b>	<b>11</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,451,000</b>	<b>100%</b>	<b>36.0</b>	<b>657.90K</b>	<b>2.52M</b>	<b>1.86M</b>	<b>412.90K</b>
<b>Median Listing Price</b>	<b>\$199,450</b>			<b>\$142,000</b>	<b>\$199,000</b>	<b>\$250,000</b>	<b>\$412,900</b>

# November 2022



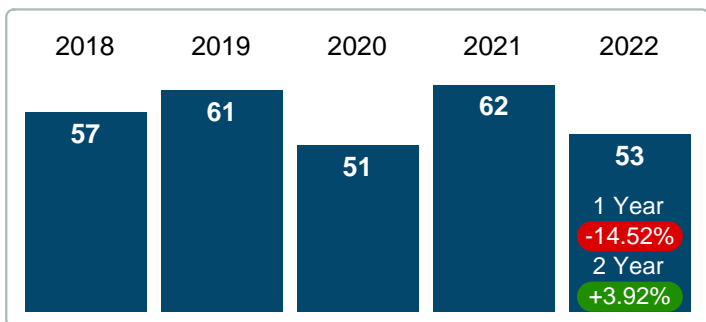
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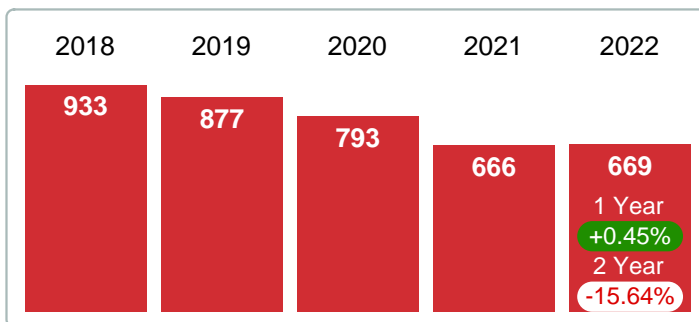
## NEW LISTINGS

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

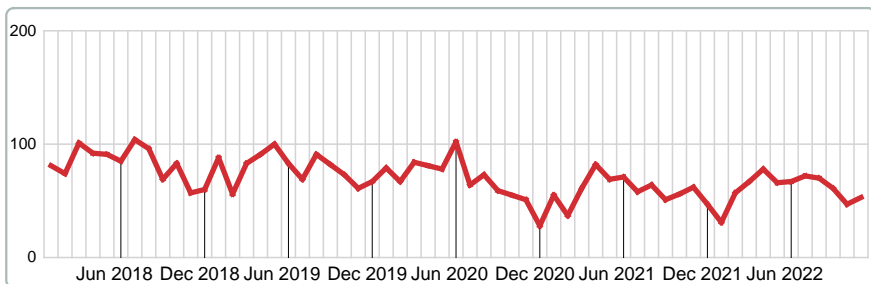
### NOVEMBER



### YEAR TO DATE (YTD)

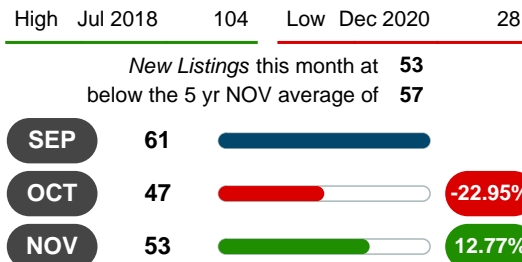


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>53</b>		<b>10</b>	<b>33</b>	<b>7</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>13,662,250</b>	<b>100%</b>	<b>1.92M</b>	<b>9.12M</b>	<b>1.50M</b>	<b>1.12M</b>
<b>Median New Listed Listing Price</b>	<b>\$199,900</b>		<b>\$126,250</b>	<b>\$210,000</b>	<b>\$199,900</b>	<b>\$364,900</b>

# November 2022



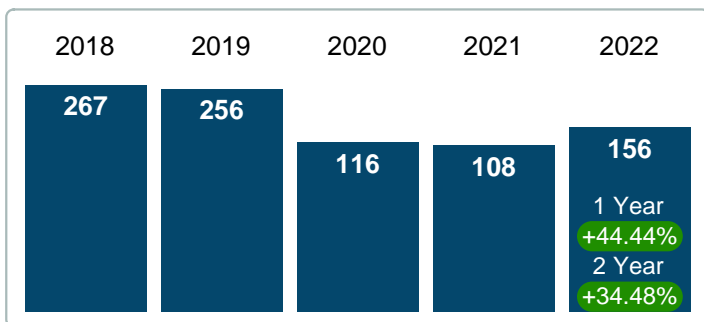
Area Delimited by County Of Cherokee - Residential Property Type



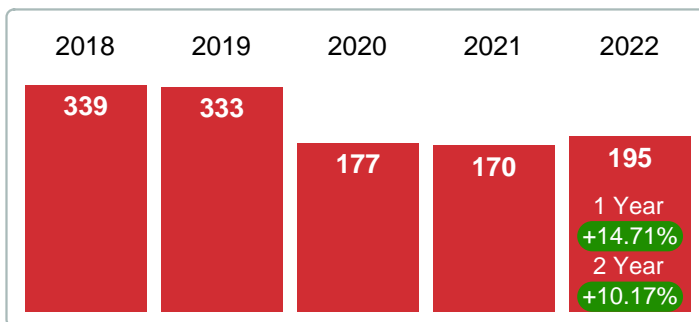
## ACTIVE INVENTORY

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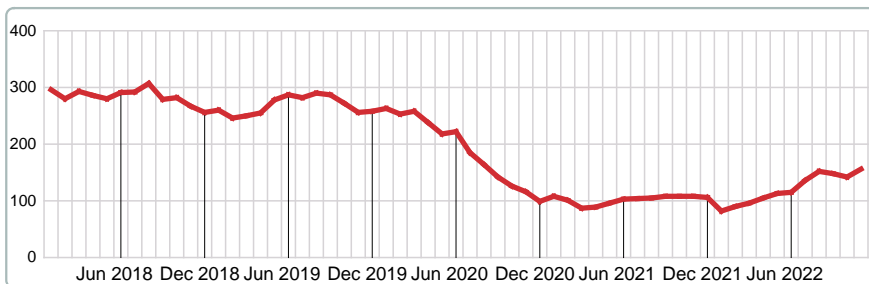
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

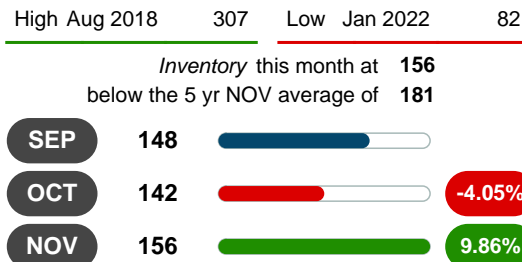


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 181



### 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	14	8.97%	51.5	6	7	1	0
\$100,001 - \$150,000	18	11.54%	59.0	5	11	2	0
\$150,001 - \$175,000	14	8.97%	61.0	3	10	1	0
\$175,001 - \$325,000	50	32.05%	50.0	7	27	15	1
\$325,001 - \$450,000	24	15.38%	65.5	1	12	7	4
\$450,001 - \$675,000	20	12.82%	77.0	4	7	7	2
\$675,001 and up	16	10.26%	90.0	2	4	8	2
<b>Total Active Inventory by Units</b>	<b>156</b>			<b>28</b>	<b>78</b>	<b>41</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>55,157,538</b>	<b>100%</b>	<b>69.5</b>	<b>8.49M</b>	<b>25.00M</b>	<b>17.28M</b>	<b>4.39M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$257,450</b>			<b>\$182,200</b>	<b>\$227,000</b>	<b>\$344,900</b>	<b>\$369,900</b>

# November 2022



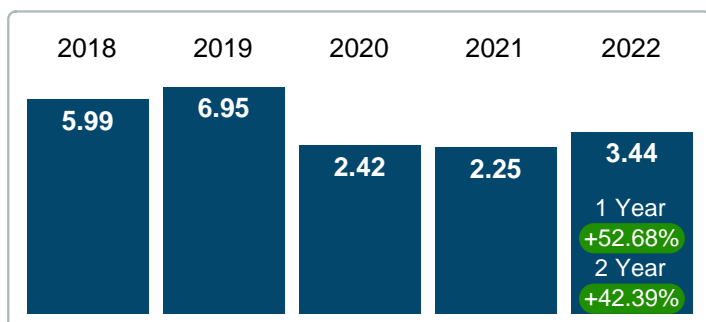
Area Delimited by County Of Cherokee - Residential Property Type



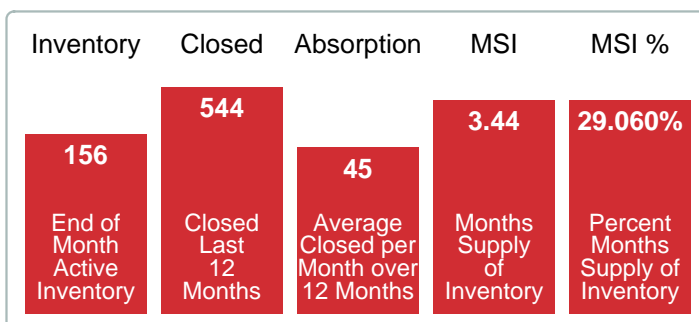
## MONTHS SUPPLY of INVENTORY (MSI)

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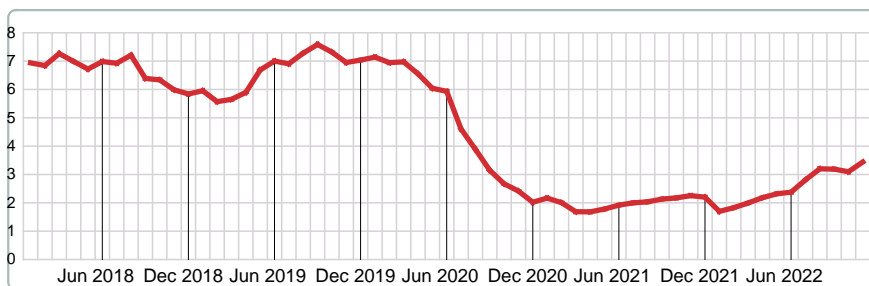
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

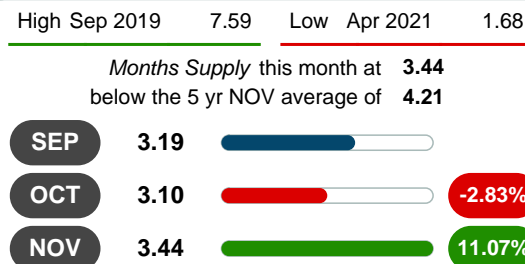


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# November 2022



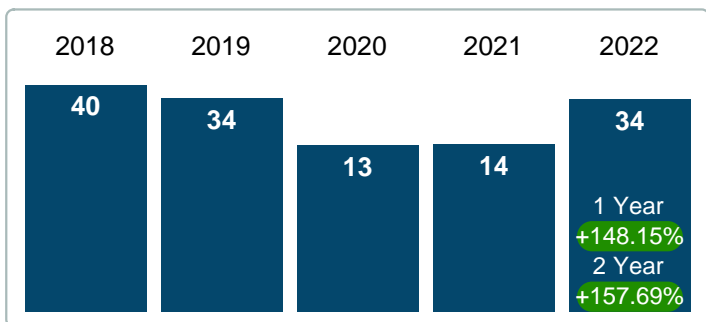
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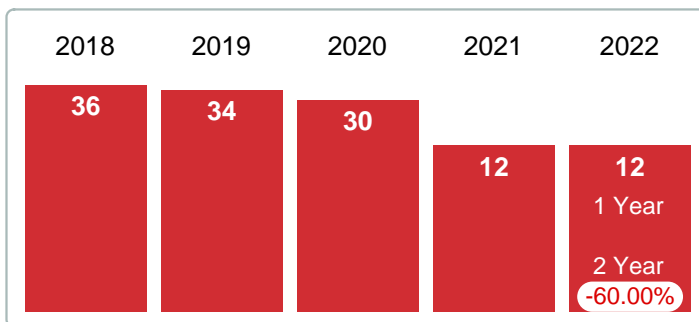
## MEDIAN DAYS ON MARKET TO SALE

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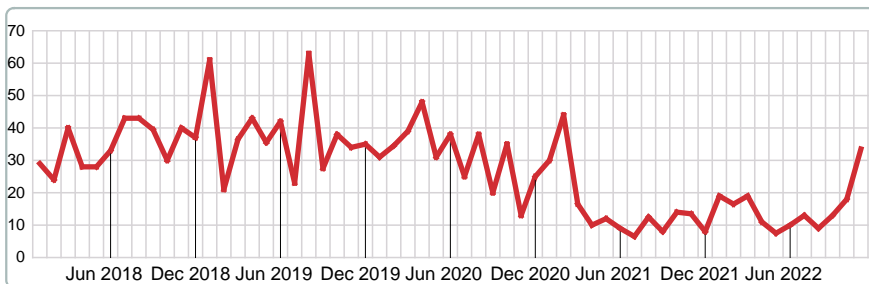
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

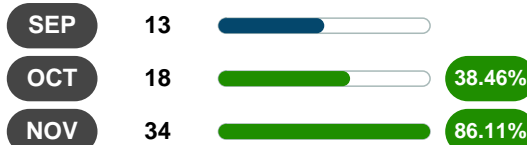


### 3 MONTHS

5 year NOV AVG = 27

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 34 above the 5 yr NOV average of 27



### 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
\$25,000 and less	3.85%	14	0	14	0	0
\$25,001 - \$100,000	11.54%	34	48	1	0	0
\$100,001 - \$175,000	23.08%	61	131	32	0	0
\$175,001 - \$250,000	23.08%	18	0	8	70	0
\$250,001 - \$325,000	15.38%	15	0	15	0	0
\$325,001 - \$575,000	11.54%	33	0	95	33	0
\$575,001 and up	11.54%	81	0	76	81	0
<b>Median Closed DOM</b>		<b>34</b>	<b>64</b>	<b>23</b>	<b>70</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>33.5</b>	<b>6</b>	<b>17</b>	<b>3</b>	<b></b>
<b>Total Closed Volume</b>		<b>6,572,312</b>	<b>639.50K</b>	<b>4.79M</b>	<b>1.15M</b>	<b>0.00B</b>

# November 2022



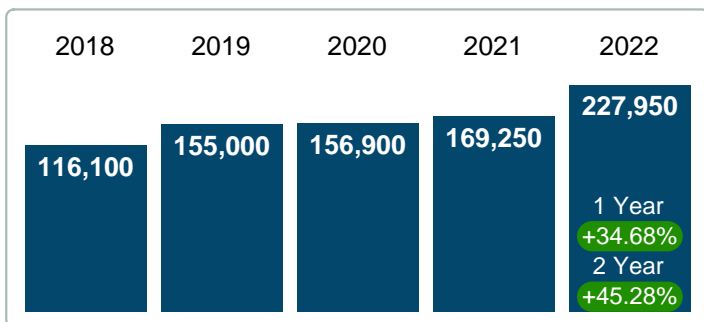
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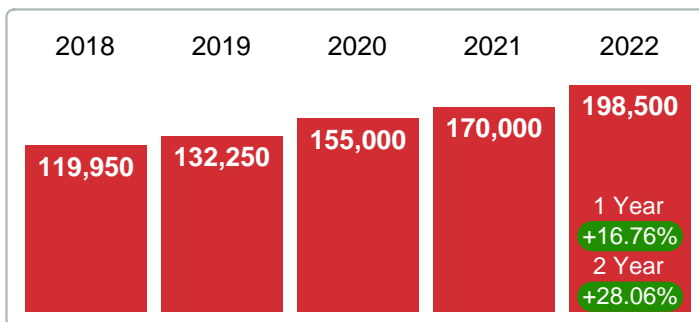
## MEDIAN LIST PRICE AT CLOSING

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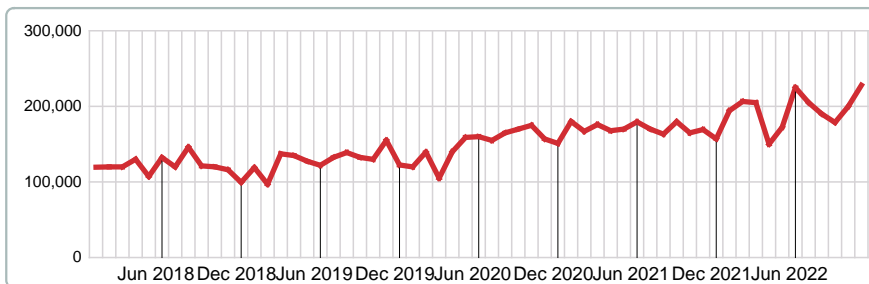
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 165,040

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

Median List Price at Closing this month at **227,950**  
above the 5 yr NOV average of **165,040**

SEP	178,700	
OCT	199,750	11.78%
NOV	227,950	14.12%

### 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
\$25,000 and less	3.85%	20,800	0	20,800	0	0
\$25,001 - \$100,000	11.54%	54,000	42,750	96,000	0	0
\$100,001 - \$175,000	19.23%	155,900	155,900	141,475	0	0
\$175,001 - \$250,000	19.23%	220,000	179,900	226,000	220,000	0
\$250,001 - \$325,000	23.08%	299,900	0	299,900	0	0
\$325,001 - \$575,000	11.54%	349,900	0	362,450	344,700	0
\$575,001 and up	11.54%	650,000	0	749,700	625,000	0
Median List Price		227,950	152,950	275,000	344,700	0
Total Closed Units	100%	227,950	6	17	3	
Total Closed Volume		6,993,762	746.30K	5.06M	1.19M	0.00B



# November 2022



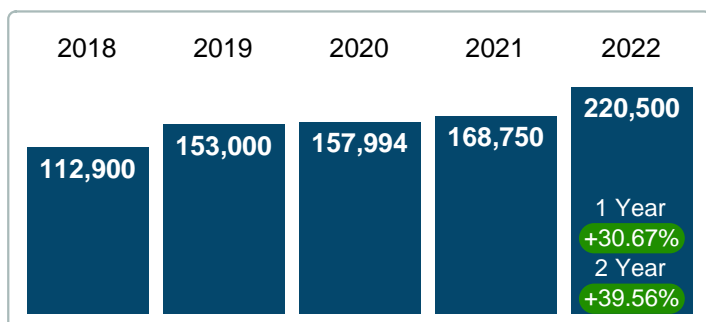
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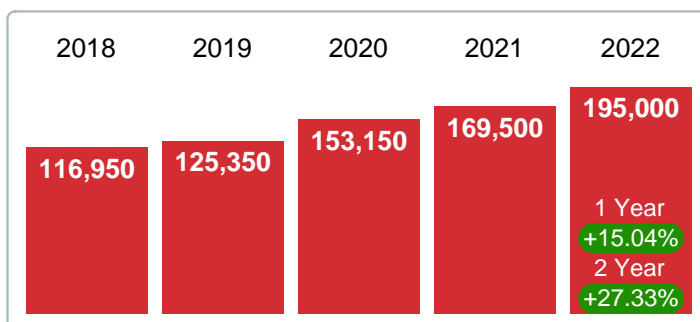
## MEDIAN SOLD PRICE AT CLOSING

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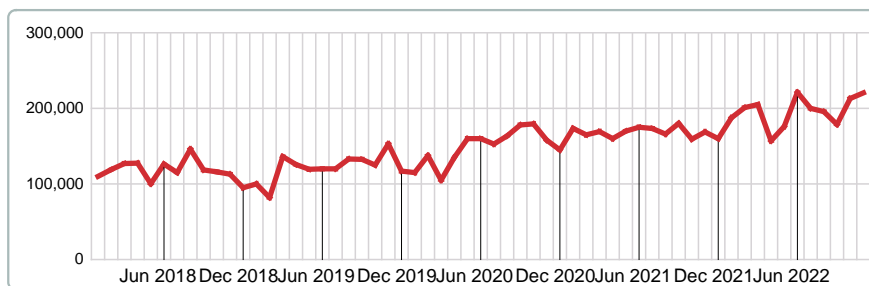
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 162,629

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

Median Sold Price at Closing this month at **220,500**  
above the 5 yr NOV average of **162,629**

SEP	178,700	<div style="width: 70%;"></div>
OCT	213,050	<div style="width: 95%;"></div> 19.22%
NOV	220,500	<div style="width: 100%;"></div> 3.50%

### 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
\$25,000 and less	<div style="width: 4%;"></div> 1	3.85%	18,750	0	18,750	0	0
\$25,001 - \$100,000	<div style="width: 12%;"></div> 3	11.54%	45,000	35,750	96,000	0	0
\$100,001 - \$175,000	<div style="width: 24%;"></div> 6	23.08%	121,000	139,000	120,625	0	0
\$175,001 - \$250,000	<div style="width: 24%;"></div> 6	23.08%	220,500	0	226,000	214,000	0
\$250,001 - \$325,000	<div style="width: 16%;"></div> 4	15.38%	304,600	0	304,600	0	0
\$325,001 - \$575,000	<div style="width: 12%;"></div> 3	11.54%	345,000	0	350,000	332,400	0
\$575,001 and up	<div style="width: 12%;"></div> 3	11.54%	600,000	0	698,500	600,000	0
Median Sold Price			220,500	116,500	245,000	332,400	0
Total Closed Units		100%	220,500	6	17	3	
Total Closed Volume			6,572,312	639.50K	4.79M	1.15M	0.00B

# November 2022



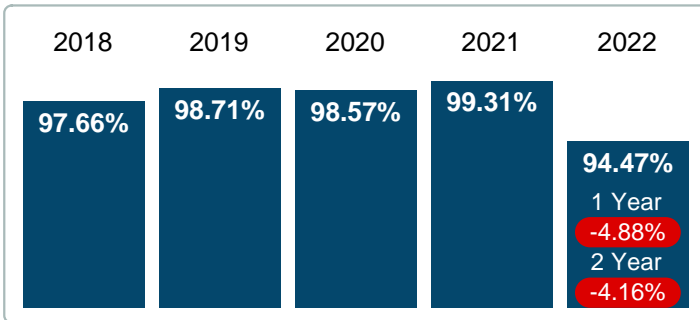
Area Delimited by County Of Cherokee - Residential Property Type



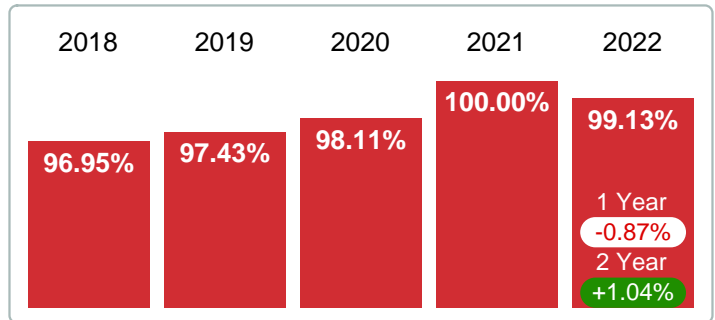
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

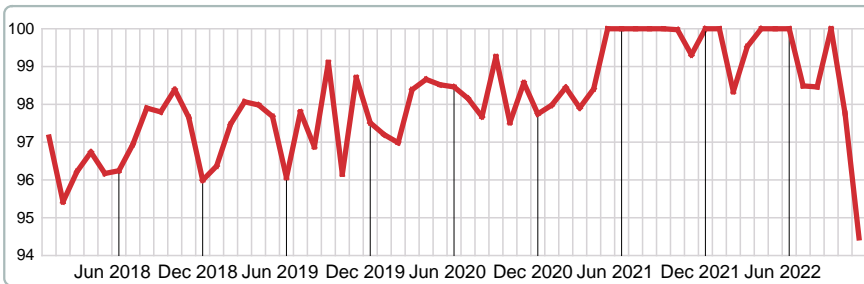
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

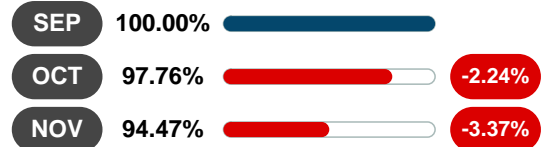


### 3 MONTHS

5 year NOV AVG = 97.74%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **94.47%**  
below the 5 yr NOV average of **97.74%**



### 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
\$25,000 and less	1	3.85%	90.14%	0.00%	90.14%	0.00%	0.00%
\$25,001 - \$100,000	3	11.54%	84.13%	83.73%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	6	23.08%	83.80%	83.80%	86.43%	0.00%	0.00%
\$175,001 - \$250,000	6	23.08%	95.77%	0.00%	94.27%	97.27%	0.00%
\$250,001 - \$325,000	4	15.38%	99.90%	0.00%	99.90%	0.00%	0.00%
\$325,001 - \$575,000	3	11.54%	96.43%	0.00%	96.63%	96.43%	0.00%
\$575,001 and up	3	11.54%	94.18%	0.00%	93.02%	96.00%	0.00%
Median Sold/List Ratio		94.47%		83.73%	94.67%	96.43%	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



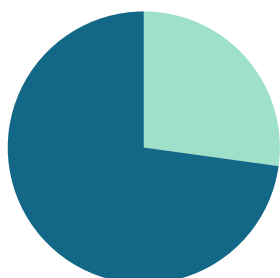
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



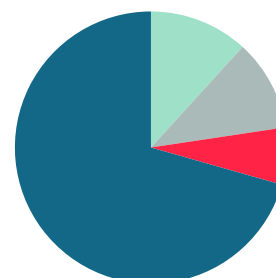
**Inventory**

- 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%
Median List Price	169,250	227,950	34.68%	170,000	198,500	16.76%
Median Sale Price	168,750	220,500	30.67%	169,500	195,000	15.04%
Median Percent of Selling Price to List Price	99.31%	94.47%	-4.88%	100.00%	99.13%	-0.87%
Median Days on Market to Sale	13.50	33.50	148.15%	12.00	12.00	0.00%
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

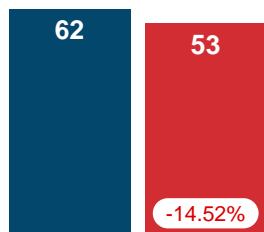
**Inventory** on November 30, 2022 = **156**

**2021** **2022**

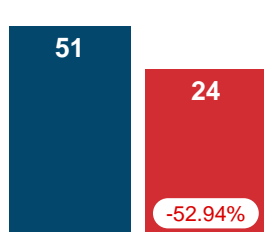
### NOVEMBER MARKET

### MEDIAN PRICES

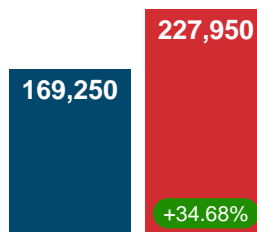
#### New Listings



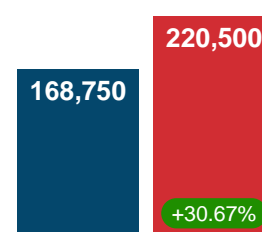
#### Pending Listings



#### List Price



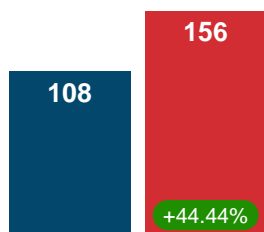
#### Sale Price



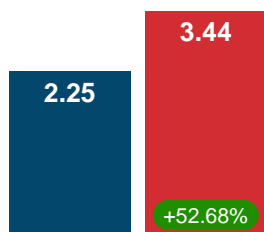
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

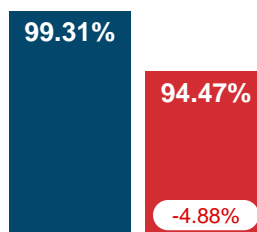
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

