

October 2022



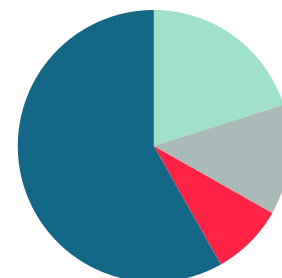
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	56	49	-12.50%
Pending Listings	41	32	-21.95%
New Listings	56	47	-16.07%
Average List Price	202,971	272,831	34.42%
Average Sale Price	197,624	262,961	33.06%
Average Percent of Selling Price to List Price	97.48%	100.14%	2.73%
Average Days on Market to Sale	29.61	28.14	-4.95%
End of Month Inventory	108	142	31.48%
Months Supply of Inventory	2.17	3.10	42.48%



■ Closed (20.08%)
■ Pending (13.11%)
■ Other OffMarket (8.61%)
■ Active (58.20%)

Absorption: Last 12 months, an Average of **46** Sales/Month
Active Inventory as of October 31, 2022 = **142**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **31.48%** to 142 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **3.10** 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 **33.06%** in October 2022 to \$262,961 versus the previous year at \$197,624.

Average Days on Market Shortens

The average number of **28.14** days that homes spent on the market before selling decreased by 1.46 days or **4.95%** in October 2022 compared to last year's same month at **29.61** DOM.

Sales Success for October 2022 is Positive

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

There were 47 New Listings in October 2022, down **16.07%** from last year at 56. Furthermore, there were 49 Closed Listings this month versus last year at 56, a **-12.50%** decrease.

Closed versus Listed trends yielded a **104.3%** ratio, up from previous year's, October 2021, at **100.0%**, a **4.26%** 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

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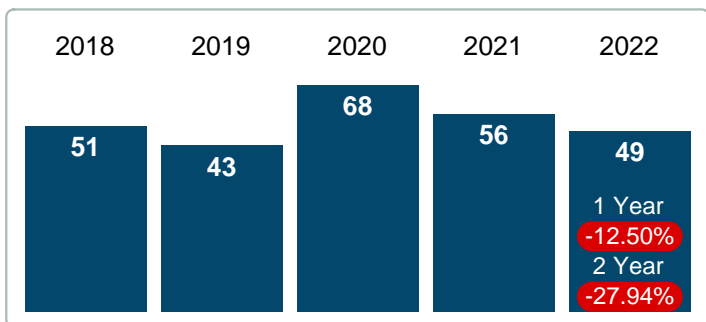
Area Delimited by County Of Cherokee - Residential Property Type



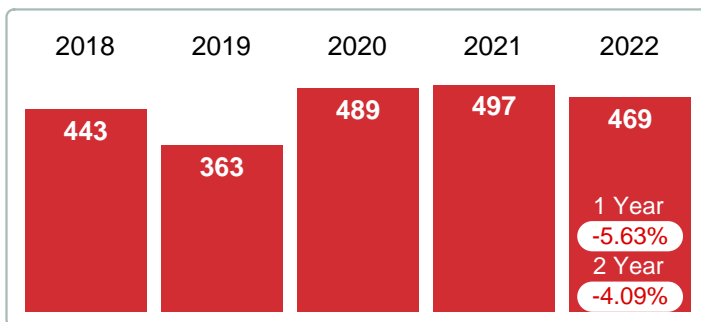
CLOSED LISTINGS

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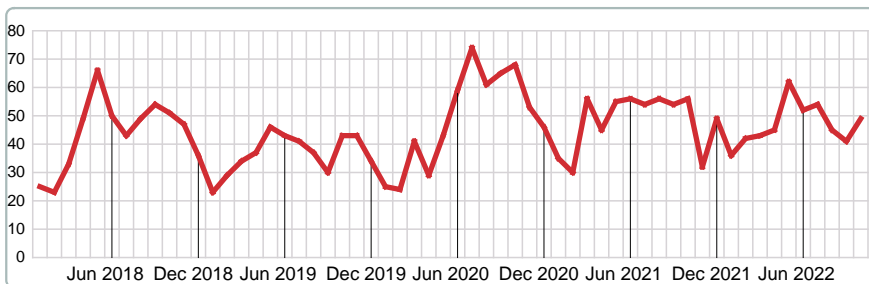
OCTOBER



YEAR TO DATE (YTD)

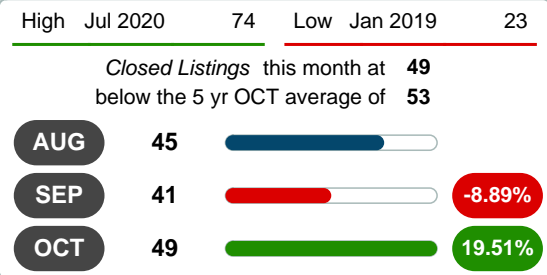


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.12%	61.7	0	3	0	0
\$75,001 - \$125,000	4	8.16%	12.8	2	2	0	0
\$125,001 - \$175,000	12	24.49%	37.1	2	7	2	1
\$175,001 - \$250,000	11	22.45%	16.4	1	8	0	2
\$250,001 - \$300,000	6	12.24%	25.0	0	4	2	0
\$300,001 - \$500,000	8	16.33%	22.8	0	2	5	1
\$500,001 and up	5	10.20%	37.2	1	3	1	0
Total Closed Units	49			6	29	10	4
Total Closed Volume	12,885,081	100%	28.1	1.90M	6.78M	3.28M	933.90K
Average Closed Price	\$262,961			\$316,333	\$233,644	\$327,750	\$233,475

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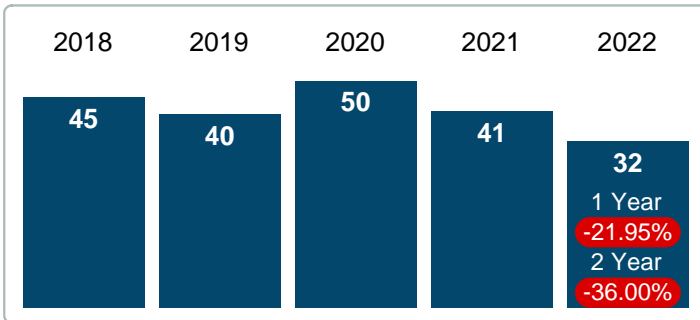
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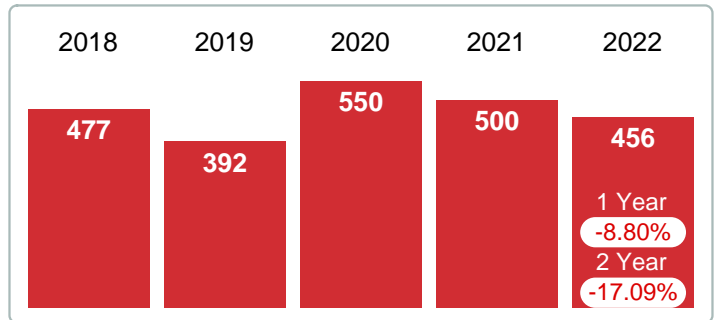
PENDING LISTINGS

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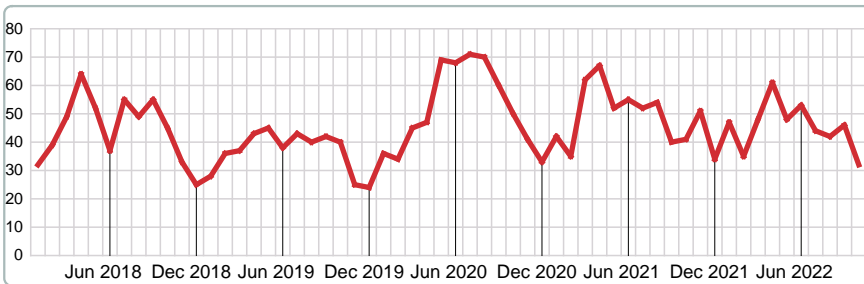
OCTOBER



YEAR TO DATE (YTD)

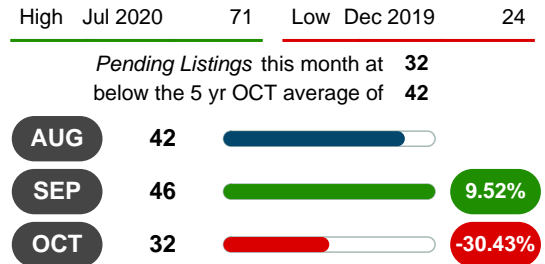


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	44.0	2	1	0	0
\$50,001 - \$75,000	2	6.25%	54.5	1	1	0	0
\$75,001 - \$150,000	6	18.75%	29.7	2	3	1	0
\$150,001 - \$225,000	8	25.00%	37.5	1	6	0	1
\$225,001 - \$325,000	5	15.63%	14.2	0	5	0	0
\$325,001 - \$375,000	3	9.38%	74.3	0	2	1	0
\$375,001 and up	5	15.63%	65.2	1	2	2	0
Total Pending Units	32			7	20	4	1
Total Pending Volume	8,313,999	100%	41.8	1.95M	4.65M	1.52M	199.75K
Average Listing Price	\$259,812			\$278,486	\$232,263	\$379,900	\$199,750

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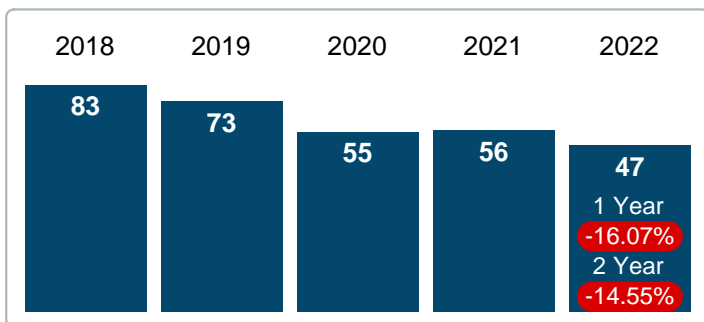
Area Delimited by County Of Cherokee - Residential Property Type



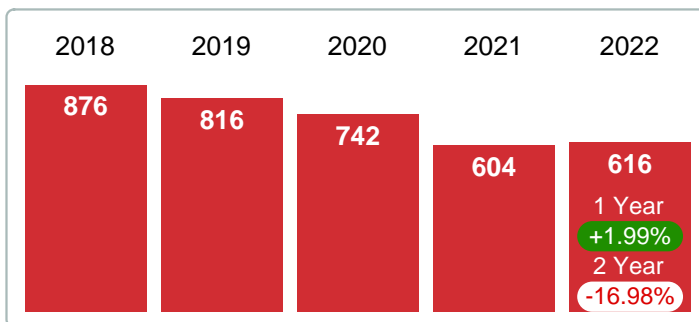
NEW LISTINGS

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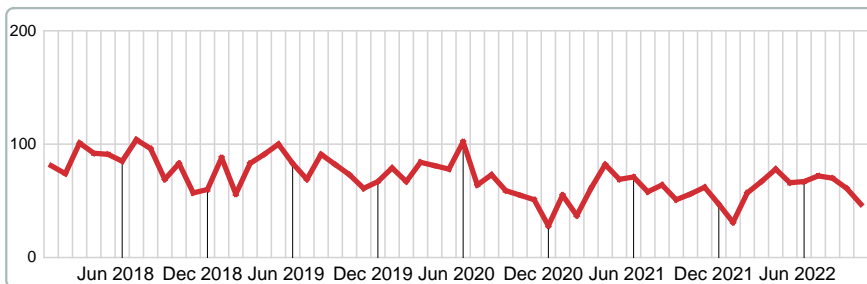
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 63

High Jul 2018 104 Low Dec 2020 28

New Listings this month at 47
below the 5 yr OCT average of 63



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	2	4.26%	0	2	0	0
\$75,001 - \$125,000	8	17.02%	4	4	0	0
\$125,001 - \$150,000	3	6.38%	2	0	1	0
\$150,001 - \$275,000	17	36.17%	5	7	5	0
\$275,001 - \$325,000	6	12.77%	0	5	1	0
\$325,001 - \$375,000	5	10.64%	0	3	1	1
\$375,001 and up	6	12.77%	1	1	3	1
Total New Listed Units	47		12	22	11	2
Total New Listed Volume	12,087,898	100%	3.06M	4.85M	3.19M	994.90K
Average New Listed Listing Price	\$213,306		\$255,067	\$220,232	\$289,736	\$497,450

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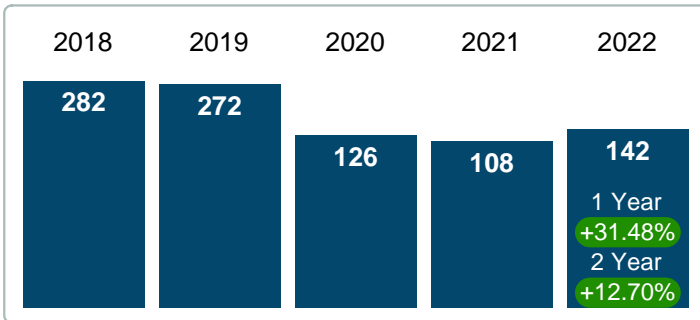
Area Delimited by County Of Cherokee - Residential Property Type



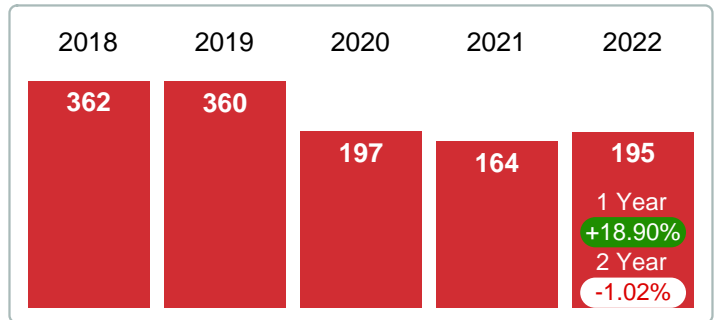
ACTIVE INVENTORY

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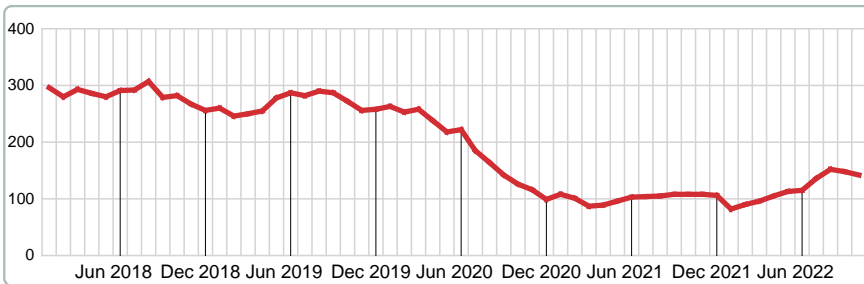
END OF OCTOBER



ACTIVE DURING OCTOBER

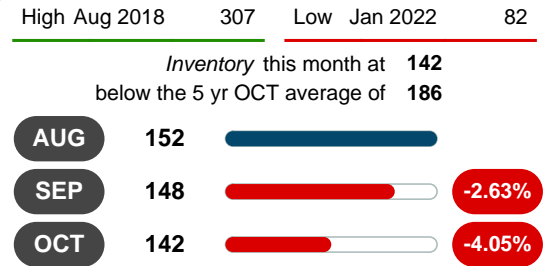


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 186



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	10	7.04%	74.1	4	6	0	0
\$100,001 - \$150,000	16	11.27%	69.7	4	9	3	0
\$150,001 - \$200,000	27	19.01%	80.8	5	17	5	0
\$200,001 - \$325,000	32	22.54%	90.7	8	14	9	1
\$325,001 - \$450,000	24	16.90%	65.6	1	10	10	3
\$450,001 - \$650,000	19	13.38%	75.5	2	7	8	2
\$650,001 and up	14	9.86%	88.9	2	2	8	2
Total Active Inventory by Units	142			26	65	43	8
Total Active Inventory by Volume	50,837,888	100%	78.8	7.87M	20.54M	18.33M	4.10M
Average Active Inventory Listing Price	\$358,013			\$302,819	\$315,948	\$426,336	\$511,944

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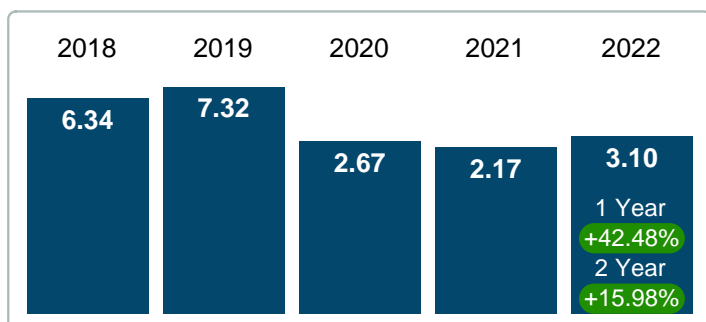
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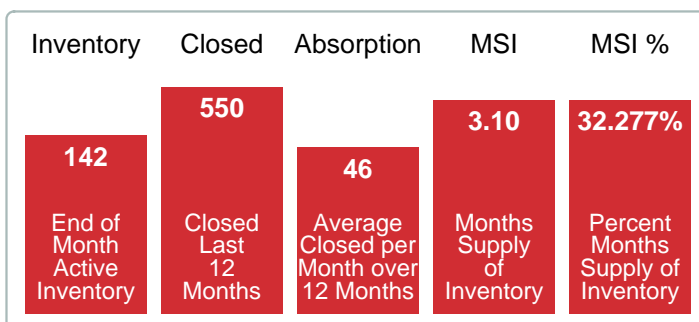
MONTHS SUPPLY of INVENTORY (MSI)

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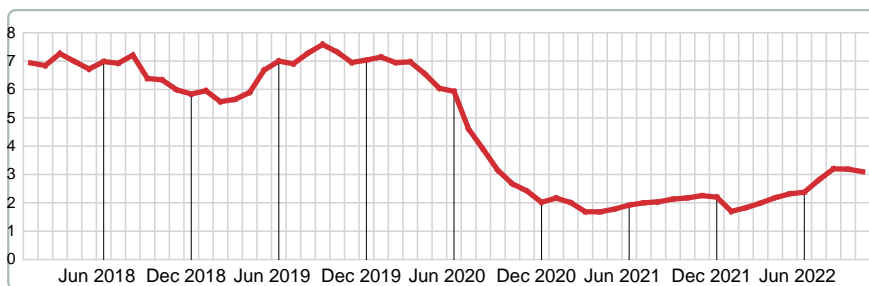
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

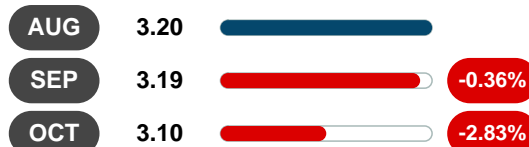


3 MONTHS

5 year OCT AVG = 4.32

High Sep 2019 7.59 Low Apr 2021 1.68

Months Supply this month at **3.10**
below the 5 yr OCT average of **4.32**



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	10	7.04%	1.35	1.30	1.53	0.00	0.00
\$100,001 - \$150,000	16	11.27%	1.76	1.33	1.77	4.50	0.00
\$150,001 - \$200,000	27	19.01%	3.12	5.45	2.58	6.00	0.00
\$200,001 - \$325,000	32	22.54%	2.40	16.00	1.54	2.77	2.00
\$325,001 - \$450,000	24	16.90%	6.70	6.00	7.50	6.32	6.00
\$450,001 - \$650,000	19	13.38%	7.86	24.00	7.00	8.73	4.80
\$650,001 and up	14	9.86%	10.50	24.00	3.43	32.00	4.80
Market Supply of Inventory (MSI)			3.10	3.32	2.36	5.49	3.10
Total Active Inventory by Units		100%	3.10	26	65	43	8

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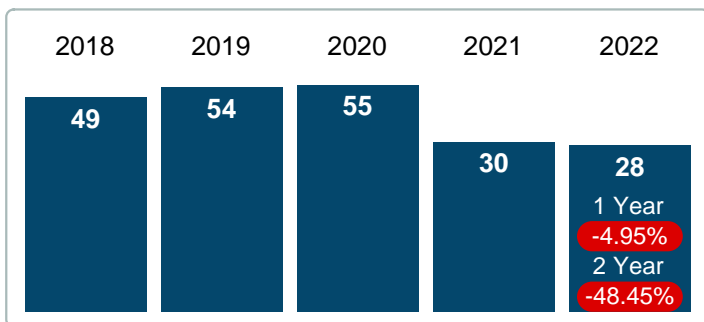
Area Delimited by County Of Cherokee - Residential Property Type



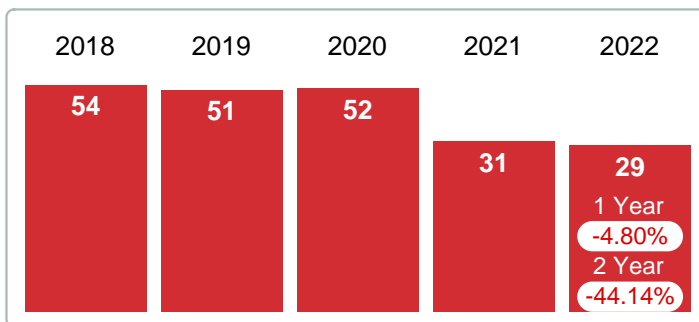
AVERAGE DAYS ON MARKET TO SALE

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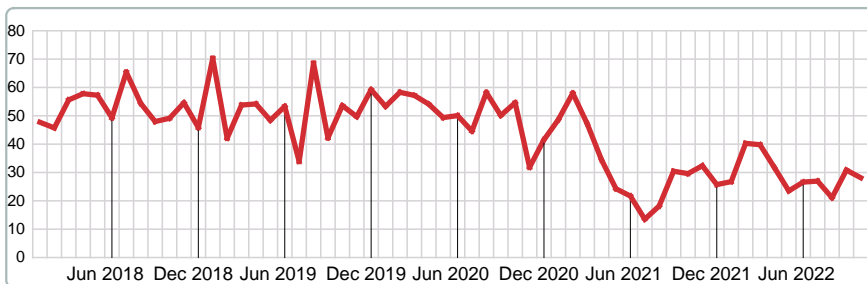
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 28 below the 5 yr OCT average of 43



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
\$75,000 and less	6.12%	62	0	62	0	0
\$75,001 - \$125,000	8.16%	13	22	4	0	0
\$125,001 - \$175,000	24.49%	37	53	23	25	128
\$175,001 - \$250,000	22.45%	16	18	17	0	14
\$250,001 - \$300,000	12.24%	25	0	16	44	0
\$300,001 - \$500,000	16.33%	23	0	6	18	78
\$500,001 and up	10.20%	37	127	11	25	0
Average Closed DOM		28	49	21	25	59
Total Closed Units	100%	28	6	29	10	4
Total Closed Volume		12,885,081	1.90M	6.78M	3.28M	933.90K

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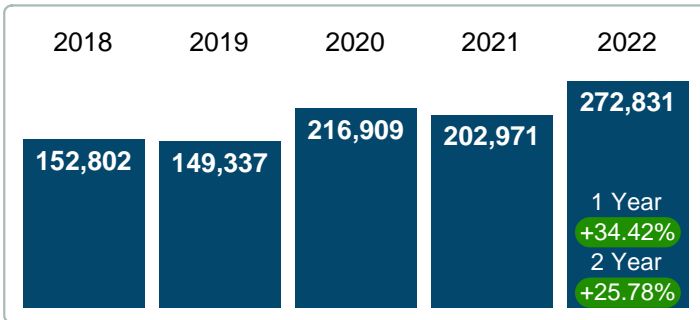
Area Delimited by County Of Cherokee - Residential Property Type



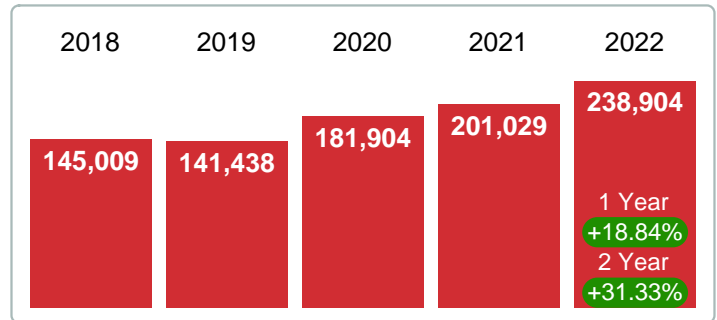
AVERAGE LIST PRICE AT CLOSING

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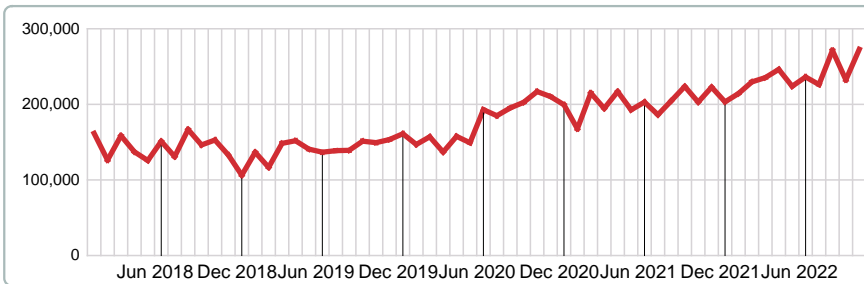
OCTOBER



YEAR TO DATE (YTD)

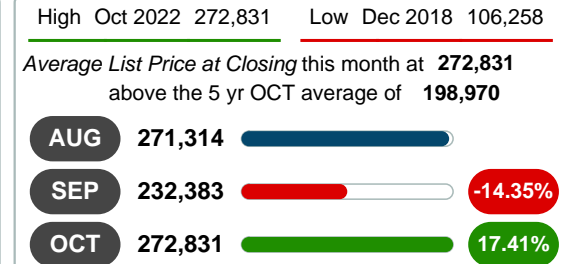


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 198,970



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
\$75,000 and less	0	0.00%	0	0	84,933	0	0
\$75,001 - \$125,000	8	16.33%	96,900	107,450	102,750	0	0
\$125,001 - \$175,000	11	22.45%	154,491	169,400	160,071	152,500	149,000
\$175,001 - \$250,000	13	26.53%	210,373	175,000	209,650	0	209,875
\$250,001 - \$300,000	4	8.16%	287,925	0	235,725	278,900	0
\$300,001 - \$500,000	8	16.33%	367,475	0	350,000	371,980	379,900
\$500,001 and up	5	10.20%	813,550	1,500,000	649,333	619,750	0
Average List Price			272,831	371,450	236,169	334,245	237,163
Total Closed Units		100%	272,831	6	29	10	4
Total Closed Volume				2.23M	6.85M	3.34M	948.65K

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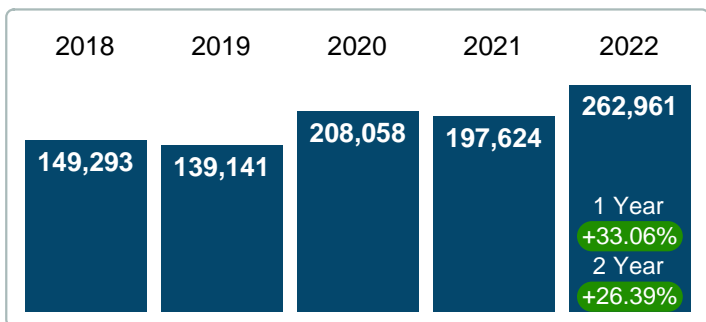
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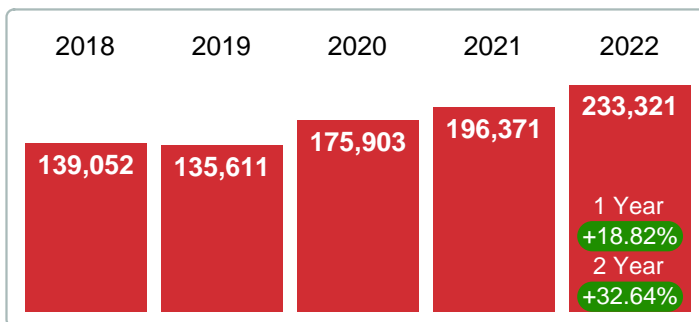
AVERAGE SOLD PRICE AT CLOSING

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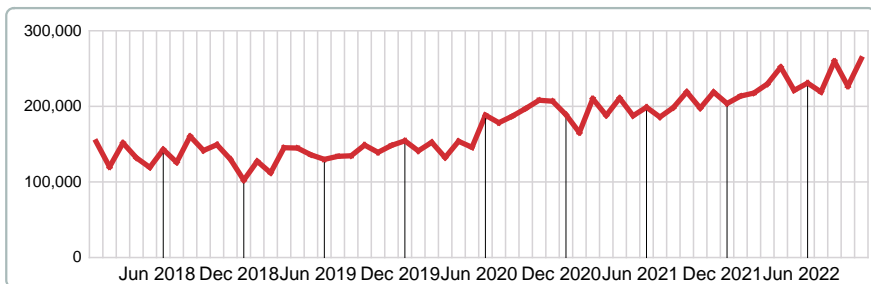
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

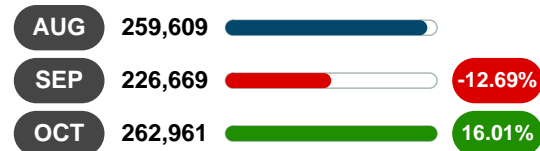


3 MONTHS

5 year OCT AVG = 191,415

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

Average Sold Price at Closing this month at **262,961** above the 5 yr OCT average of **191,415**



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
\$75,000 and less	6.12%	73,333	0	73,333	0	0
\$75,001 - \$125,000	8.16%	102,500	100,000	105,000	0	0
\$125,001 - \$175,000	24.49%	150,698	149,000	152,340	147,500	149,000
\$175,001 - \$250,000	22.45%	205,532	200,000	205,731	0	207,500
\$250,001 - \$300,000	12.24%	278,333	0	280,000	275,000	0
\$300,001 - \$500,000	16.33%	359,050	0	345,000	362,500	369,900
\$500,001 and up	10.20%	728,690	1,200,000	607,817	620,000	0
Average Sold Price		262,961	316,333	233,644	327,750	233,475
Total Closed Units	100%	262,961	6	29	10	4
Total Closed Volume		12,885,081	1.90M	6.78M	3.28M	933.90K

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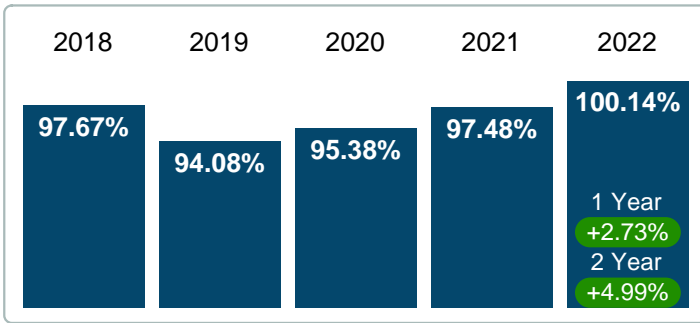
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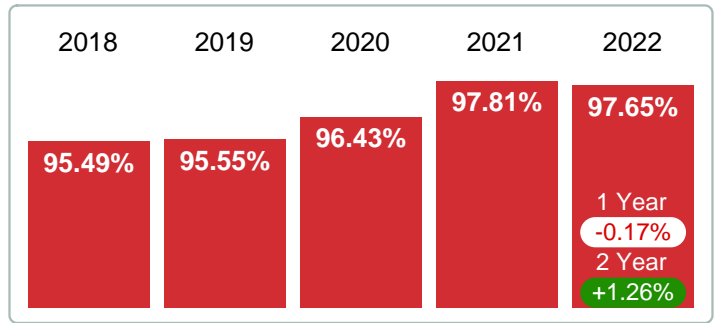
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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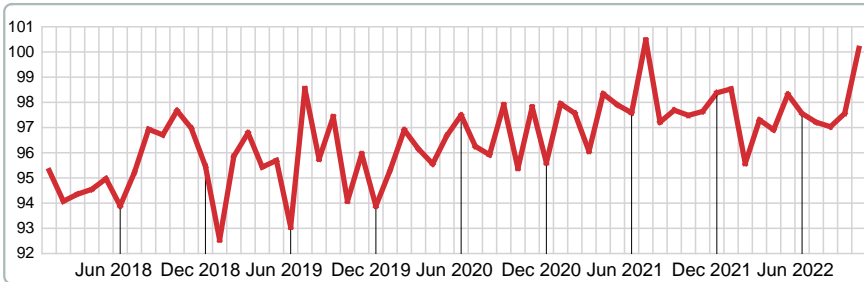
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

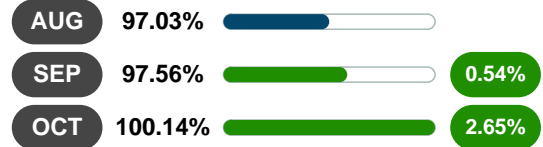


3 MONTHS

5 year OCT AVG = 96.95%

High Jul 2021 100.47% Low Jan 2019 92.54%

Average Sold/List Ratio this month at **100.14%**
above the 5 yr OCT average of **96.95%**



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
\$75,000 and less	3	6.12%	86.66%	0.00%	86.66%	0.00%	0.00%
\$75,001 - \$125,000	4	8.16%	97.63%	93.27%	101.98%	0.00%	0.00%
\$125,001 - \$175,000	12	24.49%	94.93%	88.91%	95.38%	96.88%	100.00%
\$175,001 - \$250,000	11	22.45%	99.75%	114.29%	98.18%	0.00%	98.76%
\$250,001 - \$300,000	6	12.24%	129.94%	0.00%	145.62%	98.60%	0.00%
\$300,001 - \$500,000	8	16.33%	97.56%	0.00%	98.57%	97.20%	97.37%
\$500,001 and up	5	10.20%	91.98%	80.00%	93.29%	100.04%	0.00%
Average Sold/List Ratio		100.10%		93.11%	102.64%	97.70%	98.72%
Total Closed Units		49	100%	6	29	10	4
Total Closed Volume		12,885,081		1.90M	6.78M	3.28M	933.90K

October 2022



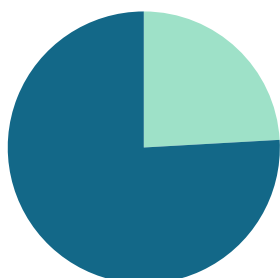
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

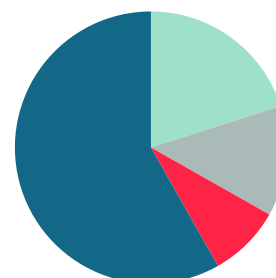


Inventory
 New Listings
47 = 24.10%
 Start Inventory
148
 Total Inventory Units
195
 Volume
\$65,940,637

Market Activity

Closed Sales
49 = 20.08%
 Pending Sales
32 = 13.11%
 Other Off Market
21 = 8.61%
 Active Inventory
142 = 58.20%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	49	-12.50%	497	469	-5.63%
Pending Sales	41	32	-21.95%	500	456	-8.80%
New Listings	56	47	-16.07%	604	616	1.99%
Average List Price	202,971	272,831	34.42%	201,029	238,904	18.84%
Average Sale Price	197,624	262,961	33.06%	196,371	233,321	18.82%
Average Percent of Selling Price to List Price	97.48%	100.14%	2.73%	97.81%	97.65%	-0.17%
Average Days on Market to Sale	29.61	28.14	-4.95%	30.65	29.18	-4.80%
Monthly Inventory	108	142	31.48%	108	142	31.48%
Months Supply of Inventory	2.17	3.10	42.48%	2.17	3.10	42.48%

Absorption: Last 12 months, an Average of **46** Sales/Month

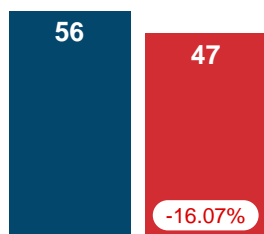
Inventory on October 31, 2022 = **142**

2021 **2022**

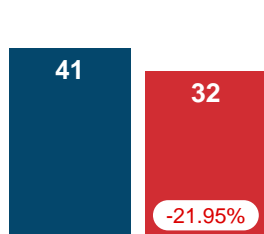
OCTOBER MARKET

AVERAGE PRICES

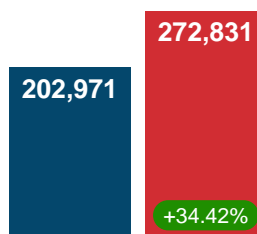
New Listings



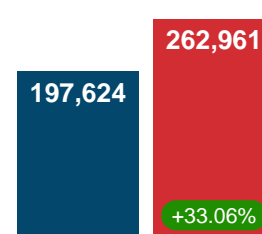
Pending Listings



List Price



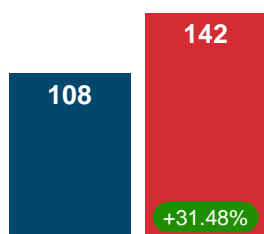
Sale Price



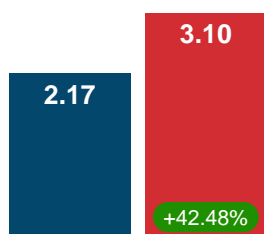
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

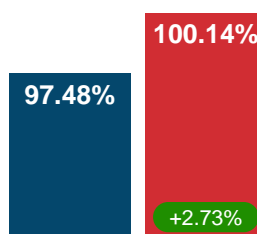
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

