

October 2022



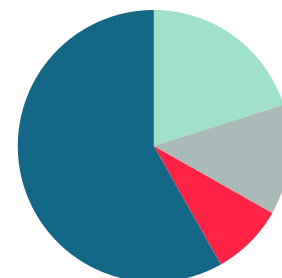
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	164,950	199,750	21.10%
Median Sale Price	159,250	213,050	33.78%
Median Percent of Selling Price to List Price	99.97%	97.76%	-2.21%
Median Days on Market to Sale	14.00	18.00	28.57%
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.

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 **33.78%** in October 2022 to \$213,050 versus the previous year at \$159,250.

Median Days on Market Lengthens

The median number of **18.00** days that homes spent on the market before selling increased by 4.00 days or **28.57%** in October 2022 compared to last year's same month at **14.00** DOM.

Sales Success for October 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 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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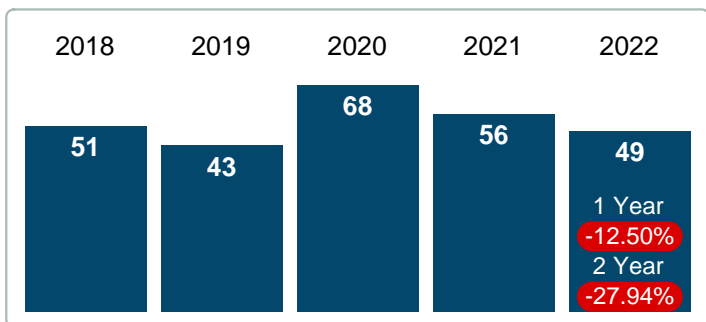
Area Delimited by County Of Cherokee - Residential Property Type



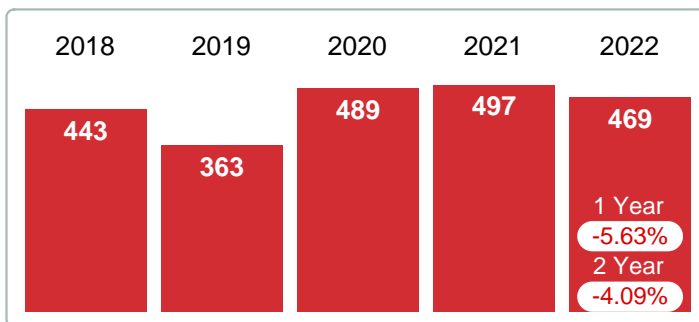
CLOSED LISTINGS

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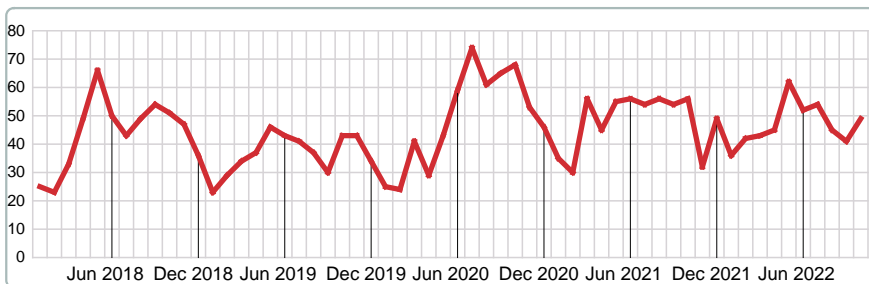
OCTOBER



YEAR TO DATE (YTD)

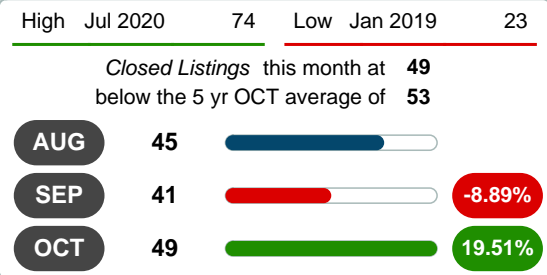


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.12%	82.0	0	3	0	0
\$75,001 - \$125,000	4	8.16%	6.0	2	2	0	0
\$125,001 - \$175,000	12	24.49%	20.5	2	7	2	1
\$175,001 - \$250,000	11	22.45%	17.0	1	8	0	2
\$250,001 - \$300,000	6	12.24%	20.0	0	4	2	0
\$300,001 - \$500,000	8	16.33%	13.0	0	2	5	1
\$500,001 and up	5	10.20%	19.0	1	3	1	0
Total Closed Units	49			6	29	10	4
Total Closed Volume	12,885,081	100%	18.0	1.90M	6.78M	3.28M	933.90K
Median Closed Price	\$213,050			\$149,000	\$193,500	\$312,500	\$207,500

October 2022



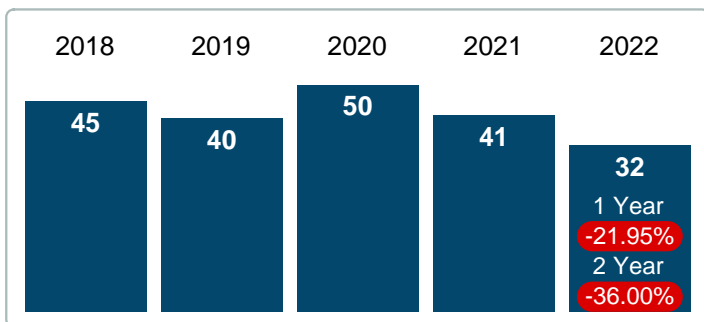
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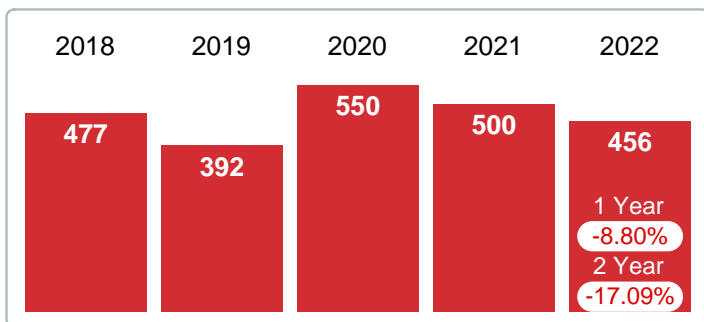
PENDING LISTINGS

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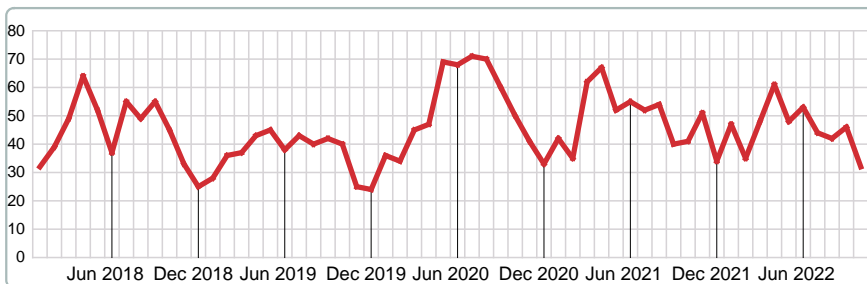
OCTOBER



YEAR TO DATE (YTD)

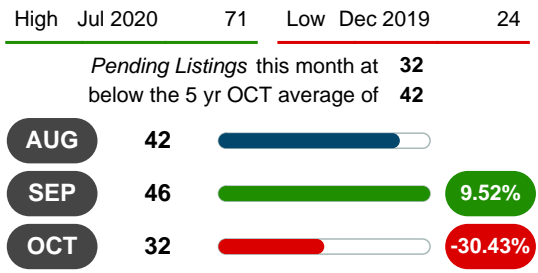


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	34.0	2	1	0	0
\$50,001 - \$75,000	2	6.25%	54.5	1	1	0	0
\$75,001 - \$150,000	6	18.75%	11.5	2	3	1	0
\$150,001 - \$225,000	8	25.00%	35.0	1	6	0	1
\$225,001 - \$325,000	5	15.63%	12.0	0	5	0	0
\$325,001 - \$375,000	3	9.38%	33.0	0	2	1	0
\$375,001 and up	5	15.63%	75.0	1	2	2	0
Total Pending Units	32			7	20	4	1
Total Pending Volume	8,313,999	100%	28.5	1.95M	4.65M	1.52M	199.75K
Median Listing Price	\$198,125			\$79,900	\$219,950	\$372,350	\$199,750

October 2022



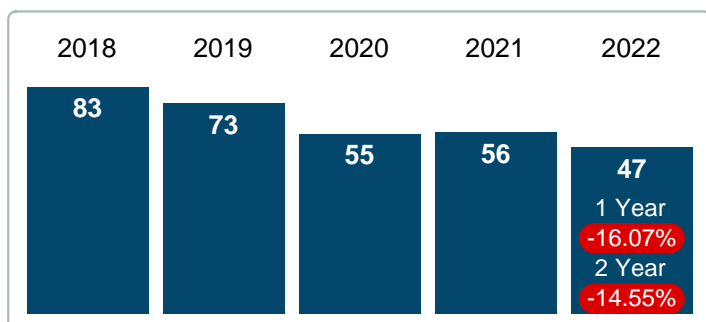
Area Delimited by County Of Cherokee - Residential Property Type



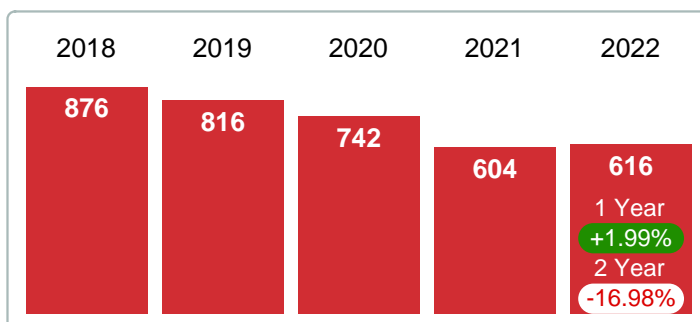
NEW LISTINGS

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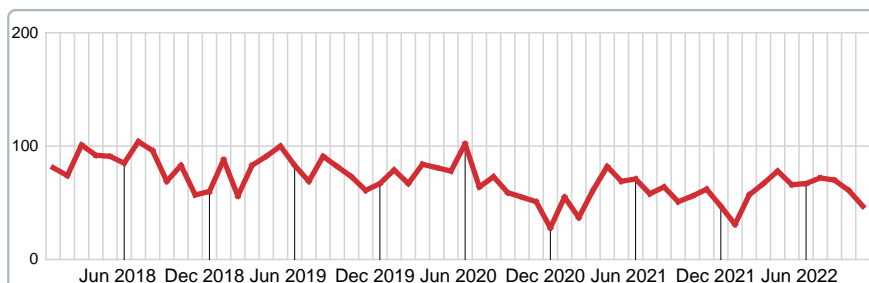
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

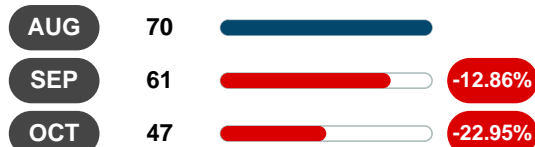


3 MONTHS

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
Median New Listed Listing Price	\$220,000		\$150,950	\$209,950	\$259,900	\$497,450

October 2022



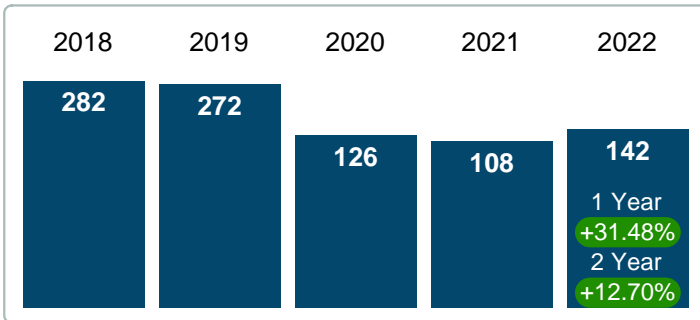
Area Delimited by County Of Cherokee - Residential Property Type



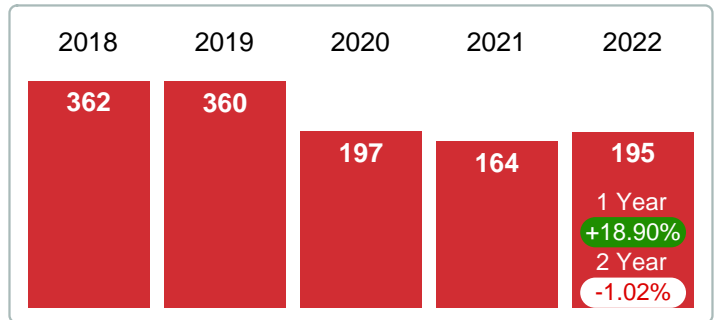
ACTIVE INVENTORY

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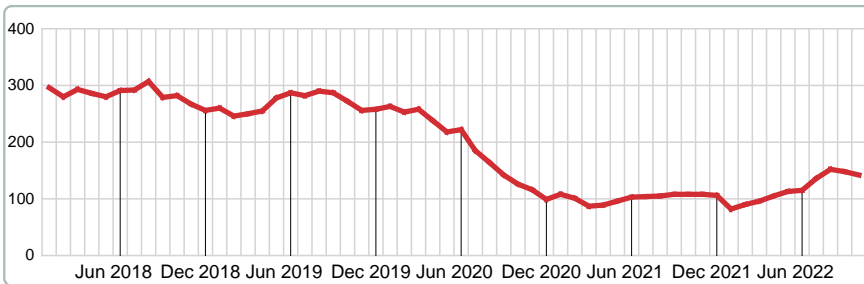
END OF OCTOBER



ACTIVE DURING OCTOBER

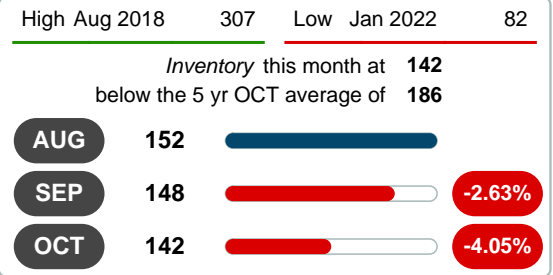


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 186



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	7.04%	53.5	4	6	0	0
\$100,001 - \$150,000	16	11.27%	73.5	4	9	3	0
\$150,001 - \$200,000	27	19.01%	69.0	5	17	5	0
\$200,001 - \$325,000	32	22.54%	91.5	8	14	9	1
\$325,001 - \$450,000	24	16.90%	52.0	1	10	10	3
\$450,001 - \$650,000	19	13.38%	52.0	2	7	8	2
\$650,001 and up	14	9.86%	68.5	2	2	8	2
Total Active Inventory by Units	142			26	65	43	8
Total Active Inventory by Volume	50,837,888	100%	63.5	7.87M	20.54M	18.33M	4.10M
Median Active Inventory Listing Price	\$259,900			\$207,250	\$219,000	\$349,000	\$453,950

October 2022



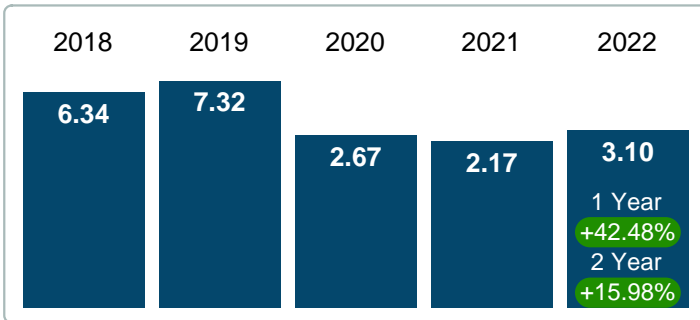
Area Delimited by County Of Cherokee - Residential Property Type



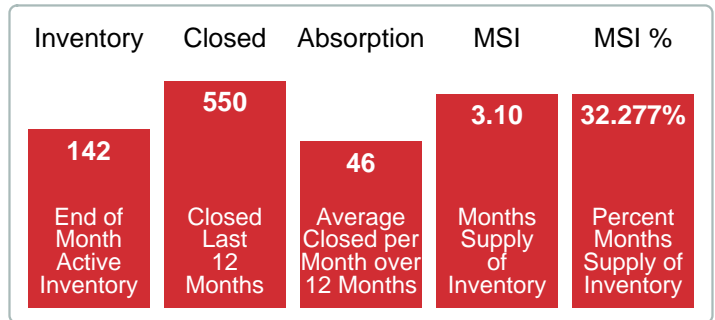
MONTHS SUPPLY of INVENTORY (MSI)

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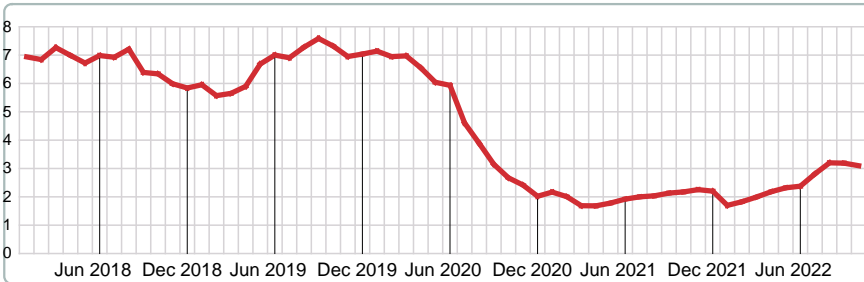
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

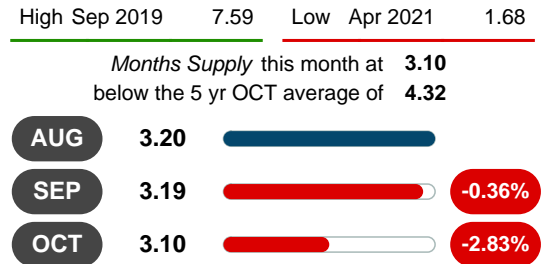


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.32



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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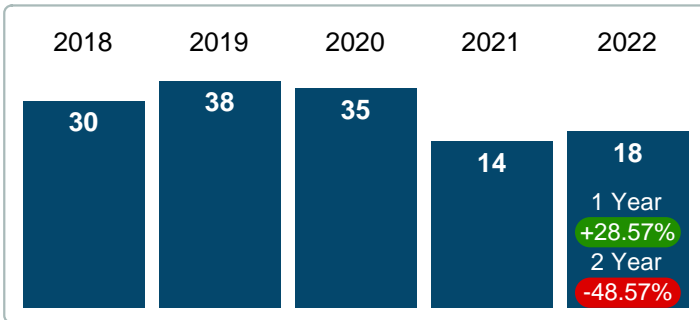
Area Delimited by County Of Cherokee - Residential Property Type



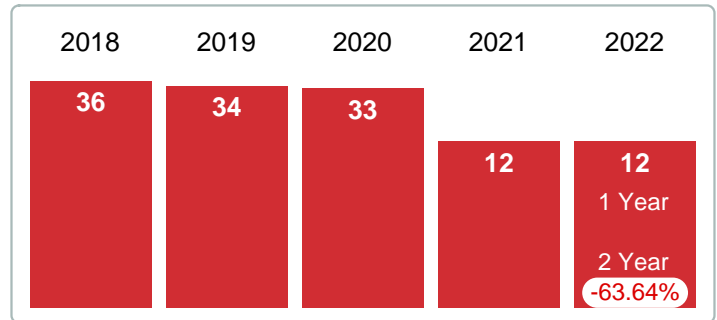
MEDIAN DAYS ON MARKET TO SALE

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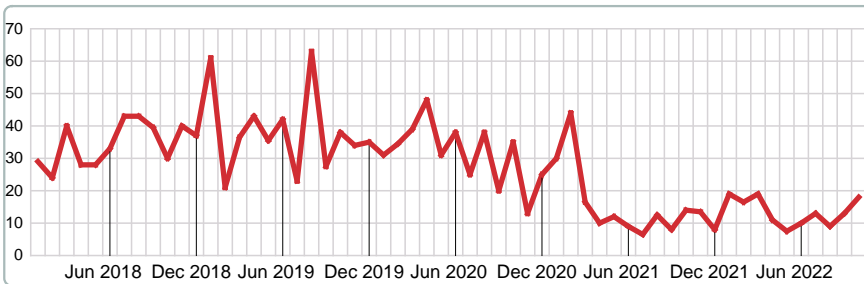
OCTOBER



YEAR TO DATE (YTD)

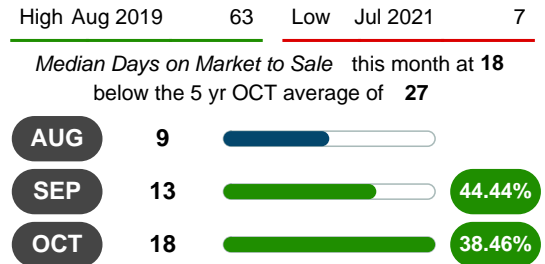


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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
\$75,000 and less	6.12%	82	0	82	0	0
\$75,001 - \$125,000	8.16%	6	22	4	0	0
\$125,001 - \$175,000	24.49%	21	53	9	25	128
\$175,001 - \$250,000	22.45%	17	18	15	0	14
\$250,001 - \$300,000	12.24%	20	0	17	44	0
\$300,001 - \$500,000	16.33%	13	0	6	15	78
\$500,001 and up	10.20%	19	127	10	25	0
Median Closed DOM		18	41	11	22	49
Total Closed Units	100%	18.0	6	29	10	4
Total Closed Volume		12,885,081	1.90M	6.78M	3.28M	933.90K

October 2022



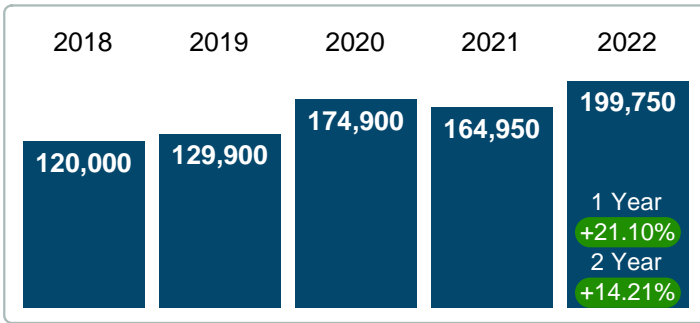
Area Delimited by County Of Cherokee - Residential Property Type



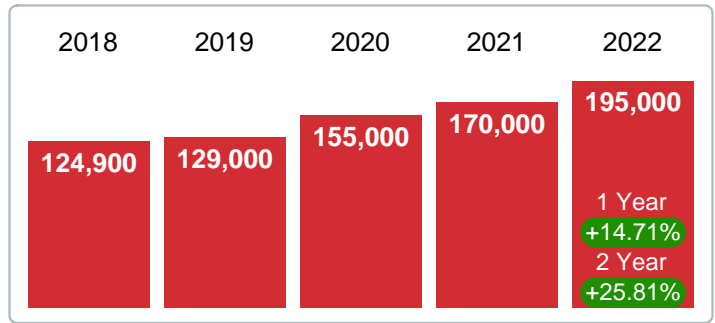
MEDIAN LIST PRICE AT CLOSING

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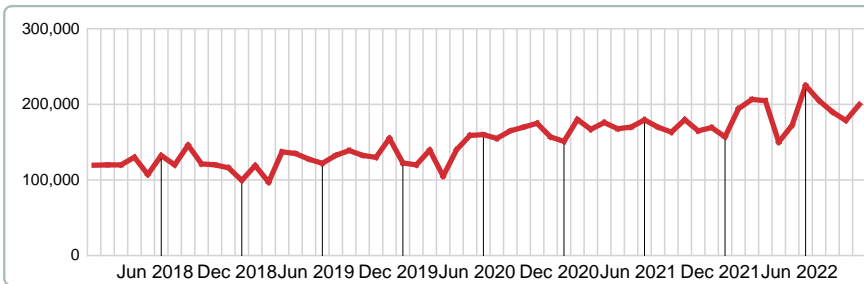
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

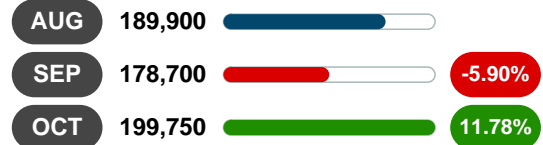


3 MONTHS

5 year OCT AVG = 157,900

High Jun 2022 224,900 Low Feb 2019 97,000

Median List Price at Closing this month at **199,750**
above the 5 yr OCT average of **157,900**



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	0.00%	19	0	0	0	0
\$75,001 - \$125,000	16.33%	94,700	107,450	94,700	0	0
\$125,001 - \$175,000	22.45%	150,000	157,450	151,500	152,500	149,000
\$175,001 - \$250,000	26.53%	219,500	198,900	219,700	0	209,875
\$250,001 - \$300,000	8.16%	288,900	0	296,950	278,900	0
\$300,001 - \$500,000	16.33%	350,000	0	350,000	335,000	379,900
\$500,001 and up	10.20%	649,000	1,500,000	649,000	619,750	0
Median List Price		199,750	157,450	190,000	327,450	209,875
Total Closed Units	100%	199,750	6	29	10	4
Total Closed Volume		13,368,700	2.23M	6.85M	3.34M	948.65K

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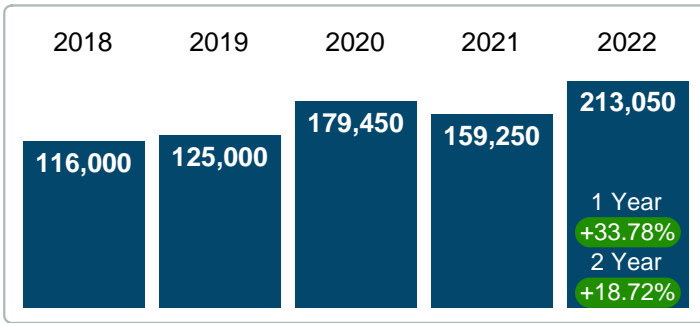
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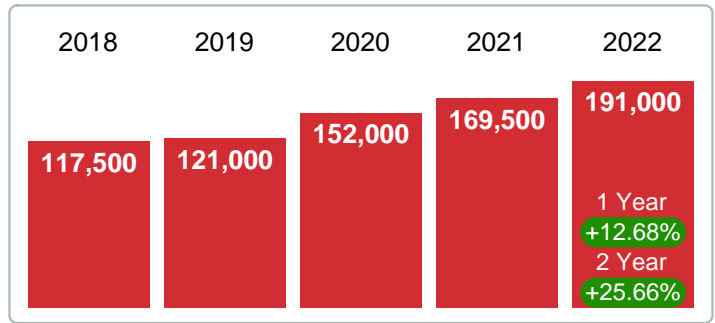
MEDIAN SOLD PRICE AT CLOSING

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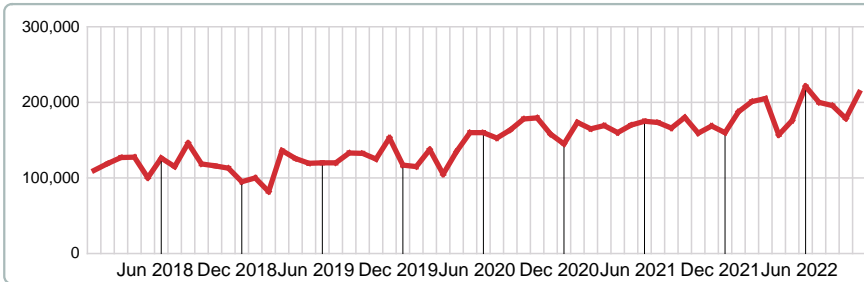
OCTOBER



YEAR TO DATE (YTD)

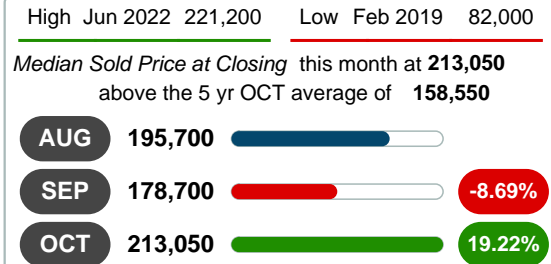


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 158,550



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	3	6.12%	75,000	0	75,000	0	0
\$75,001 - \$125,000	4	8.16%	105,000	100,000	105,000	0	0
\$125,001 - \$175,000	12	24.49%	150,000	149,000	154,501	147,500	149,000
\$175,001 - \$250,000	11	22.45%	213,050	200,000	214,525	0	207,500
\$250,001 - \$300,000	6	12.24%	282,500	0	287,500	275,000	0
\$300,001 - \$500,000	8	16.33%	345,000	0	345,000	327,500	369,900
\$500,001 and up	5	10.20%	620,000	1,200,000	571,450	620,000	0
Median Sold Price			213,050	149,000	193,500	312,500	207,500
Total Closed Units		100%	213,050	6	29	10	4
Total Closed Volume			12,885,081	1.90M	6.78M	3.28M	933.90K

October 2022



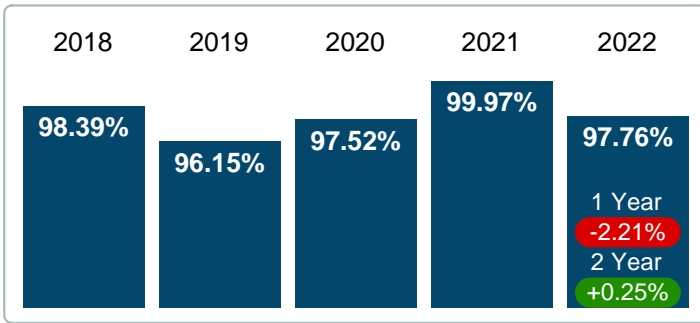
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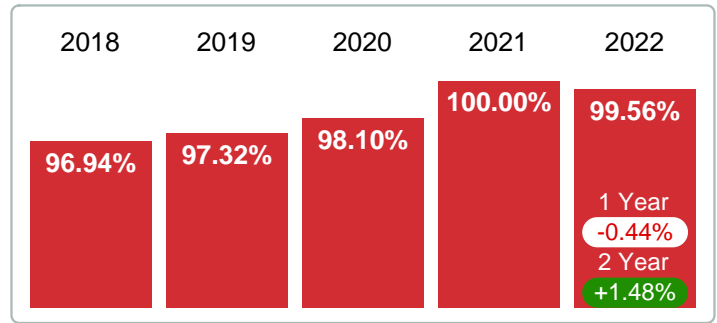
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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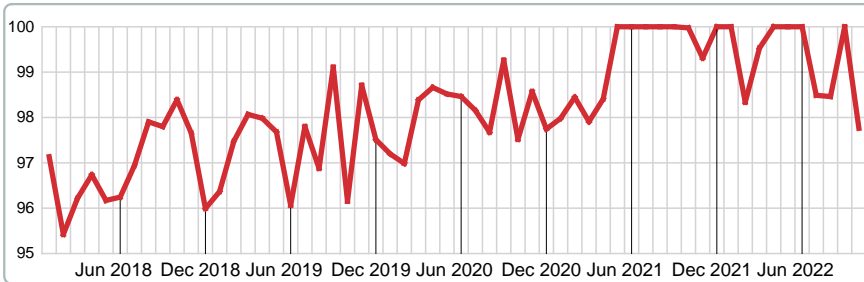
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

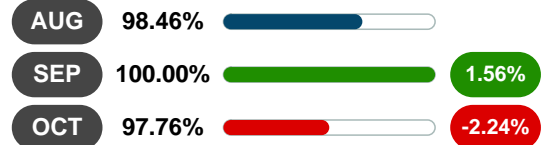


3 MONTHS

5 year OCT AVG = 97.96%

High Sep 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **97.76%**
equal to 5 yr OCT average of **97.96%**



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	3	6.12%	88.24%	0.00%	88.24%	0.00%	0.00%	
\$75,001 - \$125,000	4	8.16%	95.01%	93.27%	101.98%	0.00%	0.00%	
\$125,001 - \$175,000	12	24.49%	96.55%	88.91%	98.75%	96.88%	100.00%	
\$175,001 - \$250,000	11	22.45%	99.72%	114.29%	98.97%	0.00%	98.76%	
\$250,001 - \$300,000	6	12.24%	98.66%	0.00%	99.57%	98.60%	0.00%	
\$300,001 - \$500,000	8	16.33%	97.37%	0.00%	98.57%	97.37%	97.37%	
\$500,001 and up	5	10.20%	93.14%	80.00%	93.14%	100.04%	0.00%	
Median Sold/List Ratio		97.76%		93.18%	98.33%	97.99%	98.68%	
Total Closed Units		49	100%	97.76%	6	29	10	4
Total Closed Volume		12,885,081			1.90M	6.78M	3.28M	933.90K

October 2022



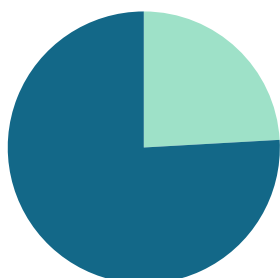
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

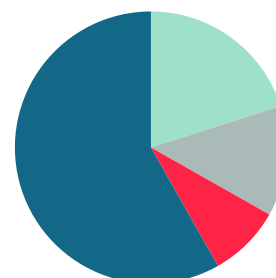


Inventory
 New Listings
47 = 24.10%
 Start Inventory
148
 Total Inventory Units
195
 Volume
\$65,940,637

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%
Median List Price	164,950	199,750	21.10%	170,000	195,000	14.71%
Median Sale Price	159,250	213,050	33.78%	169,500	191,000	12.68%
Median Percent of Selling Price to List Price	99.97%	97.76%	-2.21%	100.00%	99.56%	-0.44%
Median Days on Market to Sale	14.00	18.00	28.57%	12.00	12.00	0.00%
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

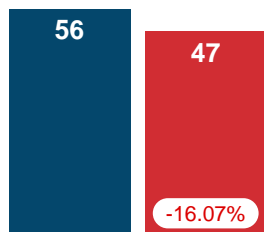
Inventory on October 31, 2022 = **142**

2021 **2022**

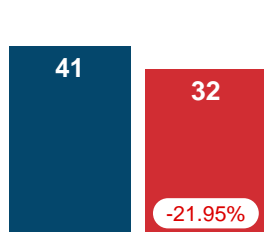
OCTOBER MARKET

MEDIAN PRICES

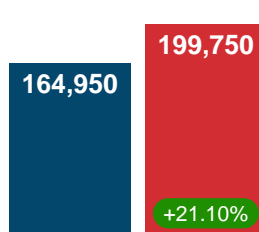
New Listings



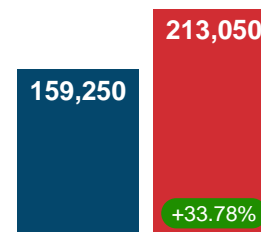
Pending Listings



List Price



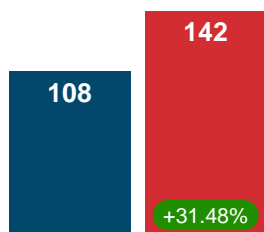
Sale Price



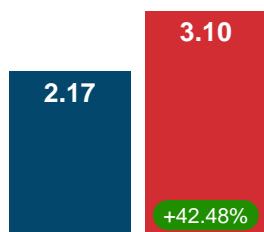
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

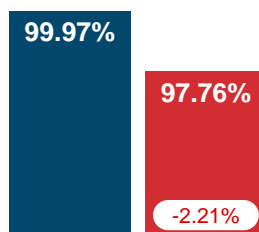
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

