

# April 2023



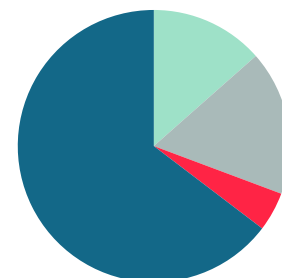
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	45	29	-35.56%
Pending Listings	61	37	-39.34%
New Listings	78	53	-32.05%
Average List Price	246,189	236,957	-3.75%
Average Sale Price	251,771	229,569	-8.82%
Average Percent of Selling Price to List Price	96.91%	98.36%	1.50%
Average Days on Market to Sale	31.73	48.69	53.43%
End of Month Inventory	105	139	32.38%
Months Supply of Inventory	2.18	3.55	62.80%



■ Closed (13.49%)  
■ Pending (17.21%)  
■ Other OffMarket (4.65%)  
■ Active (64.65%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of April 30, 2023 = **139**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 rose **32.38%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.55** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.82%** in April 2023 to \$229,569 versus the previous year at \$251,771.

#### Average Days on Market Lengthens

The average number of **48.69** days that homes spent on the market before selling increased by 16.96 days or **53.43%** in April 2023 compared to last year's same month at **31.73** DOM.

#### Sales Success for April 2023 is Positive

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

There were 53 New Listings in April 2023, down **32.05%** from last year at 78. Furthermore, there were 29 Closed Listings this month versus last year at 45, a **-35.56%** decrease.

Closed versus Listed trends yielded a **54.7%** ratio, down from previous year's, April 2022, at **57.7%**, a **5.16%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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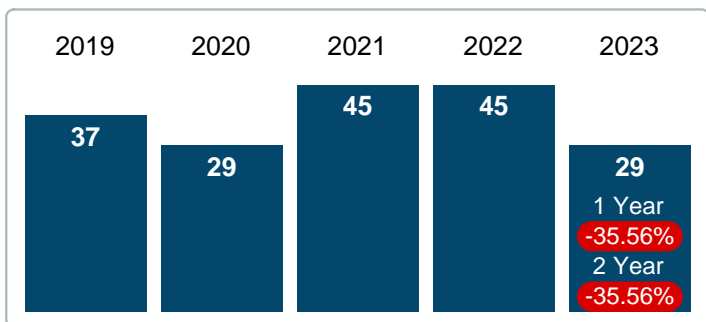
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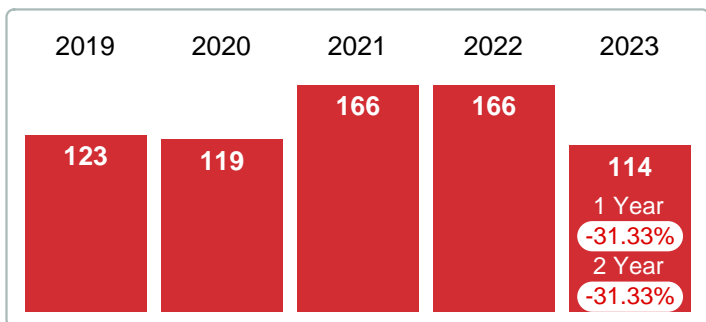
## CLOSED LISTINGS

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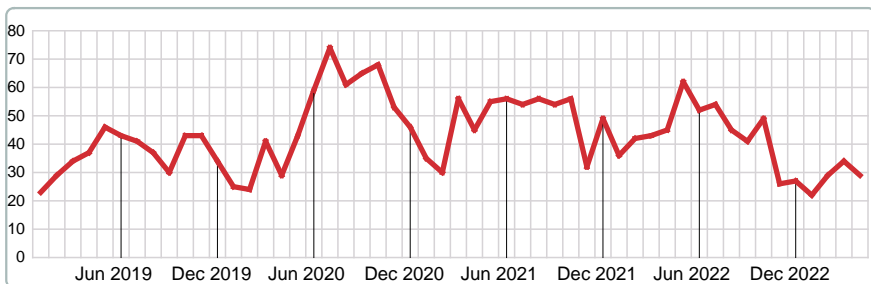
### APRIL



### YEAR TO DATE (YTD)

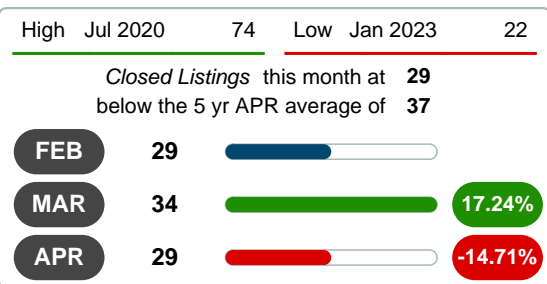


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	6.90%	11.5	1	1	0	0
\$100,001 - \$125,000	4	13.79%	34.0	1	3	0	0
\$125,001 - \$150,000	2	6.90%	110.5	0	2	0	0
\$150,001 - \$225,000	9	31.03%	55.8	1	8	0	0
\$225,001 - \$250,000	4	13.79%	38.8	0	1	3	0
\$250,001 - \$425,000	5	17.24%	47.6	0	3	2	0
\$425,001 and up	3	10.34%	45.7	0	2	1	0
<b>Total Closed Units</b>	<b>29</b>			<b>3</b>	<b>20</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,657,512</b>	<b>100%</b>	<b>48.7</b>	<b>368.00K</b>	<b>4.30M</b>	<b>1.99M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$229,569</b>			<b>\$122,667</b>	<b>\$215,126</b>	<b>\$331,167</b>	<b>\$0</b>

# April 2023



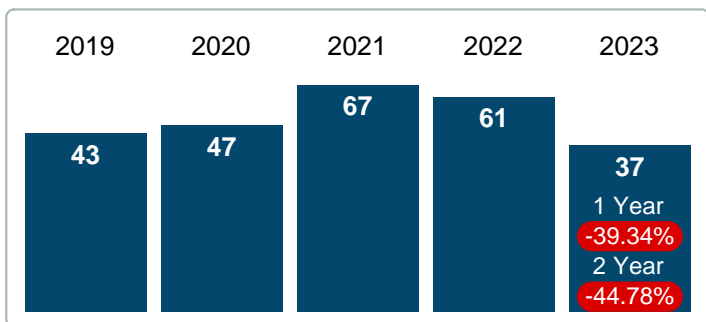
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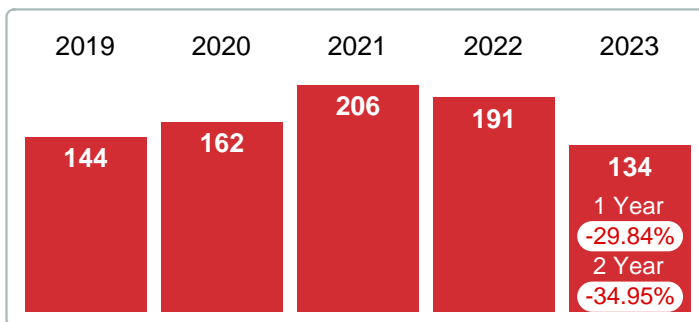
## PENDING LISTINGS

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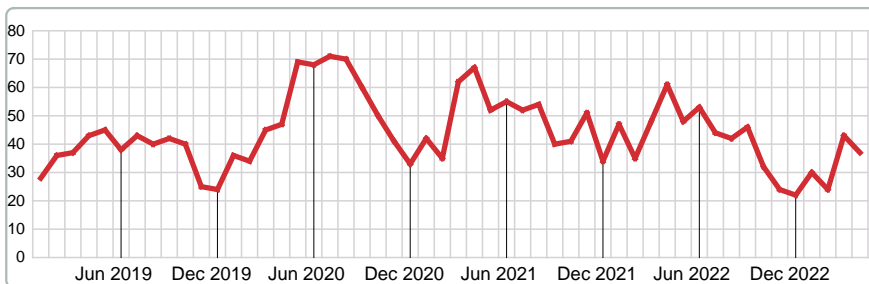
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### YEAR TO DATE (YTD)

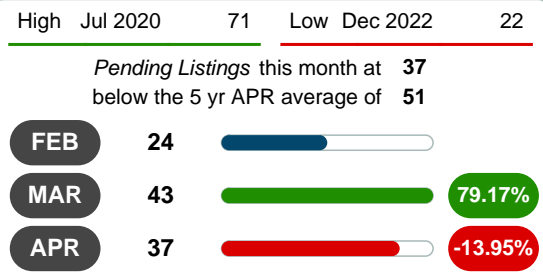


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 51



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	<b>3</b>	8.11%	12.3	1	2	0	0
\$100,001 - \$125,000	<b>3</b>	8.11%	18.3	1	2	0	0
\$125,001 - \$175,000	<b>6</b>	16.22%	12.3	2	2	2	0
\$175,001 - \$225,000	<b>9</b>	24.32%	78.4	0	8	1	0
\$225,001 - \$275,000	<b>7</b>	18.92%	39.9	1	4	2	0
\$275,001 - \$425,000	<b>6</b>	16.22%	39.3	0	4	2	0
\$425,001 and up	<b>3</b>	8.11%	112.3	0	1	1	1
<b>Total Pending Units</b>	<b>37</b>			<b>5</b>	<b>23</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,295,450</b>	<b>100%</b>	<b>46.6</b>	<b>747.00K</b>	<b>5.30M</b>	<b>2.42M</b>	<b>834.90K</b>
<b>Average Listing Price</b>	<b>\$251,228</b>			<b>\$149,400</b>	<b>\$230,337</b>	<b>\$301,975</b>	<b>\$834,900</b>

# April 2023



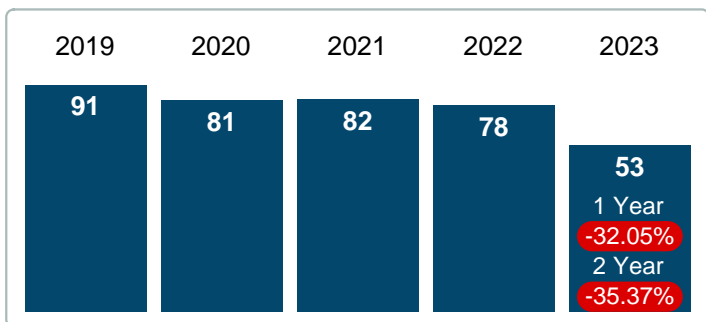
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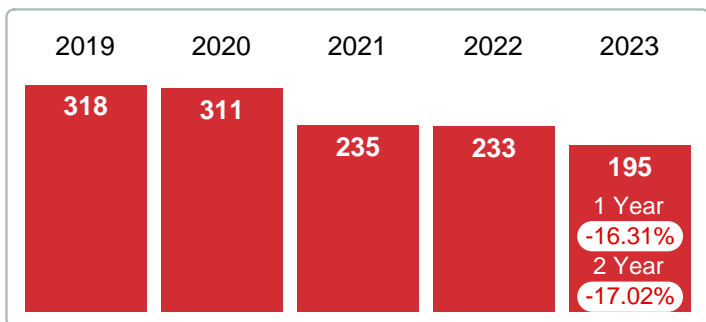
## NEW LISTINGS

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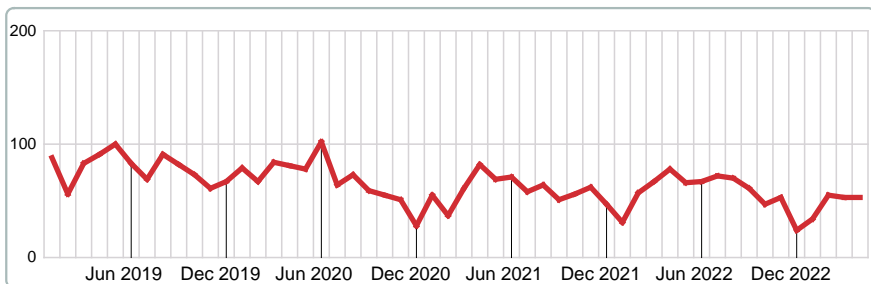
### APRIL



### YEAR TO DATE (YTD)

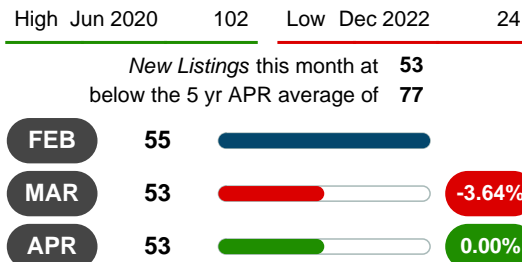


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 77



### 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	4	7.55%	2	2	0	0
\$100,001 - \$125,000	5	9.43%	2	2	1	0
\$125,001 - \$175,000	9	16.98%	4	3	2	0
\$175,001 - \$275,000	13	24.53%	2	7	4	0
\$275,001 - \$350,000	11	20.75%	1	6	2	2
\$350,001 - \$425,000	5	9.43%	0	3	2	0
\$425,001 and up	6	11.32%	0	3	0	3
<b>Total New Listed Units</b>	<b>53</b>		<b>11</b>	<b>26</b>	<b>11</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>14,780,150</b>	<b>100%</b>	<b>1.71M</b>	<b>7.23M</b>	<b>2.77M</b>	<b>3.07M</b>
<b>Average New Listed Listing Price</b>	<b>\$234,122</b>		<b>\$155,045</b>	<b>\$277,956</b>	<b>\$252,091</b>	<b>\$614,960</b>

# April 2023



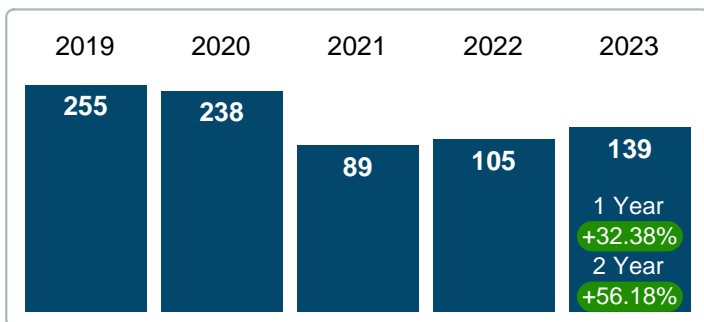
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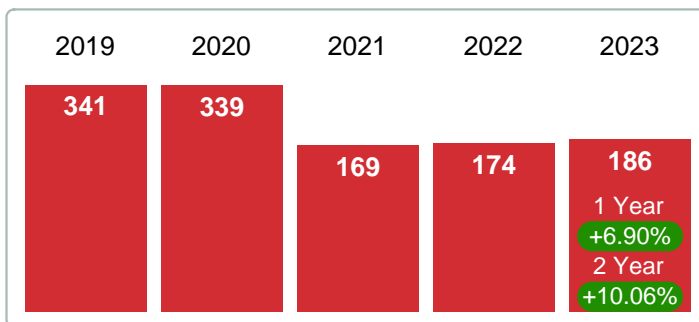
## ACTIVE INVENTORY

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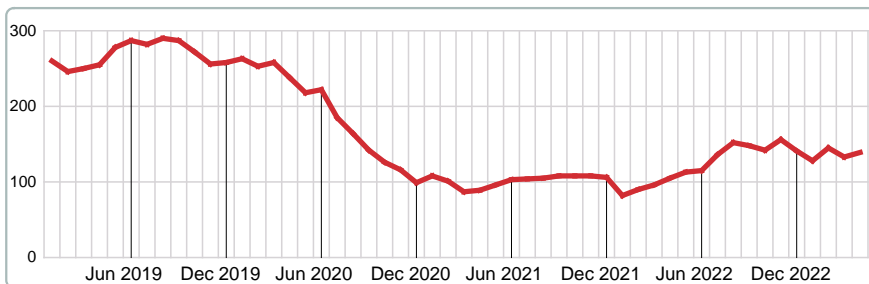
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 165

High Aug 2019 290 Low Jan 2022 82

Inventory this month at 139  
below the 5 yr APR average of 165



### 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	13	9.35%	79.3	7	5	1	0
\$100,001 - \$125,000	7	5.04%	69.9	4	2	1	0
\$125,001 - \$225,000	33	23.74%	66.8	11	16	5	1
\$225,001 - \$275,000	22	15.83%	76.8	0	19	3	0
\$275,001 - \$375,000	32	23.02%	101.9	1	22	5	4
\$375,001 - \$625,000	18	12.95%	89.9	1	8	7	2
\$625,001 and up	14	10.07%	140.1	1	5	5	3
<b>Total Active Inventory by Units</b>	<b>139</b>			<b>25</b>	<b>77</b>	<b>27</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>44,502,527</b>	<b>100%</b>	<b>88.2</b>	<b>4.82M</b>	<b>23.83M</b>	<b>10.70M</b>	<b>5.15M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$320,162</b>			<b>\$192,942</b>	<b>\$309,425</b>	<b>\$396,470</b>	<b>\$514,860</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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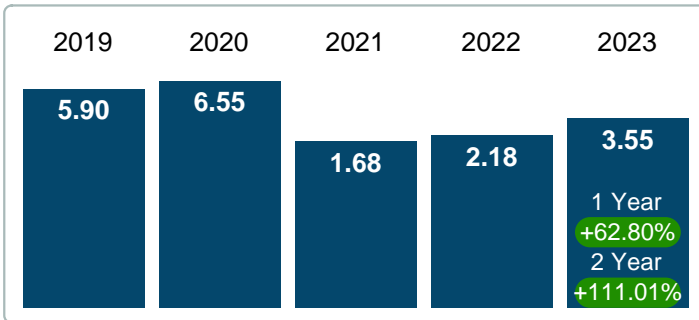
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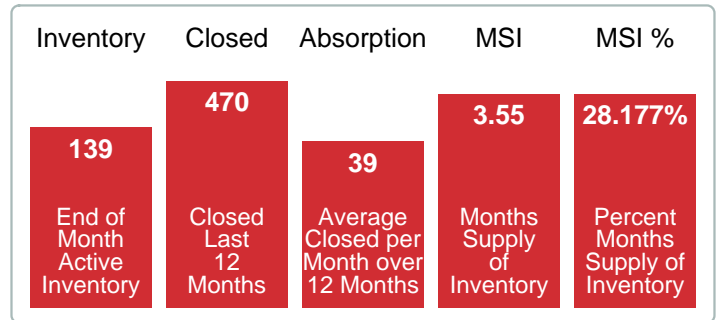
## MONTHS SUPPLY of INVENTORY (MSI)

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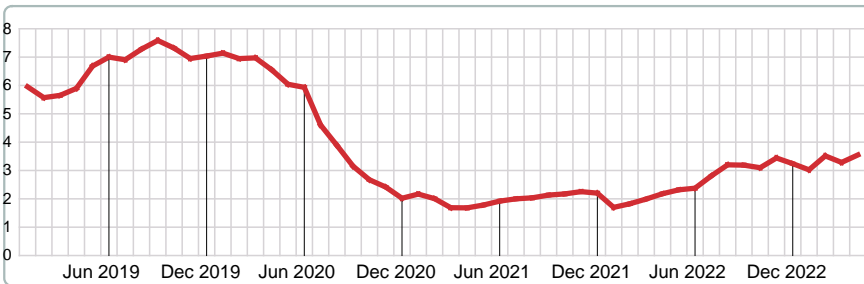
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

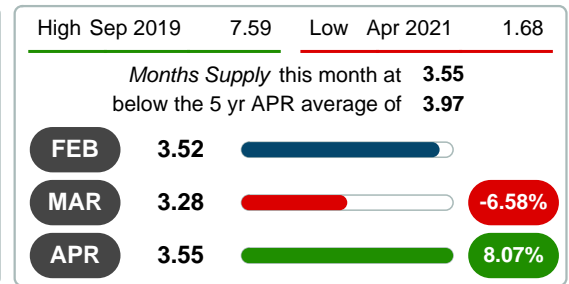


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.97



### 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	13	9.35%	2.40	2.80	1.88	6.00	0.00
\$100,001 - \$125,000	7	5.04%	3.23	4.36	1.60	0.00	0.00
\$125,001 - \$225,000	33	23.74%	2.00	4.00	1.44	2.31	2.00
\$225,001 - \$275,000	22	15.83%	4.26	0.00	5.30	2.57	0.00
\$275,001 - \$375,000	32	23.02%	6.00	6.00	8.00	2.31	16.00
\$375,001 - \$625,000	18	12.95%	5.27	6.00	4.36	7.00	4.80
\$625,001 and up	14	10.07%	12.00	12.00	12.00	20.00	7.20
Market Supply of Inventory (MSI)			3.55	3.66	3.27	3.90	5.45
Total Active Inventory by Units		100%	3.55	25	77	27	10

# April 2023



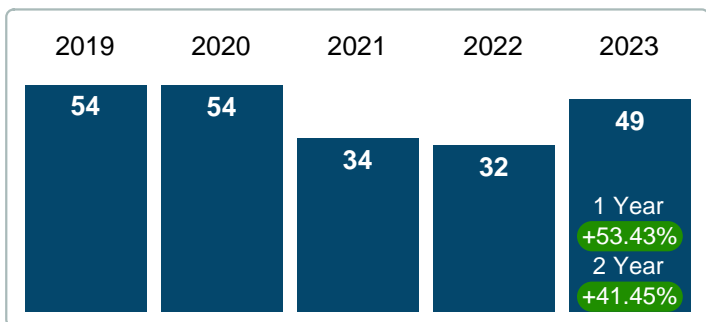
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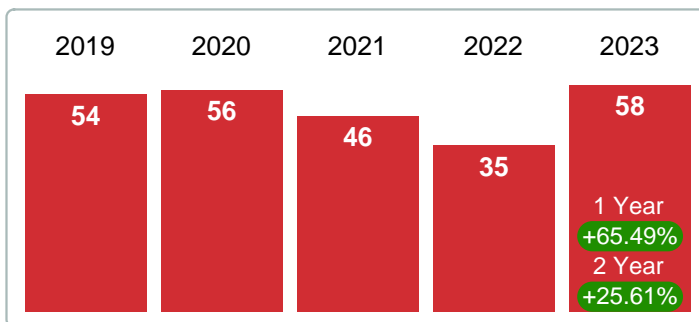
## AVERAGE DAYS ON MARKET TO SALE

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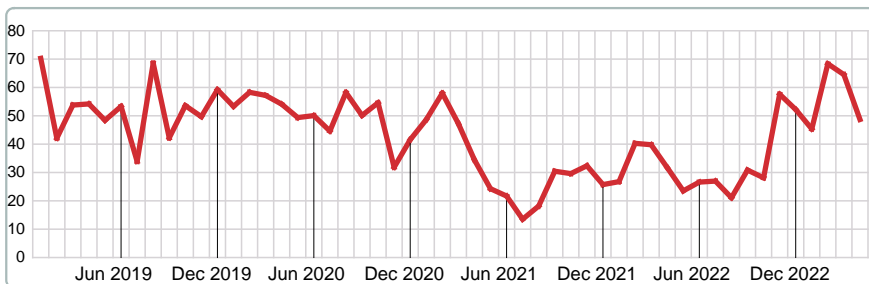
### APRIL



### YEAR TO DATE (YTD)

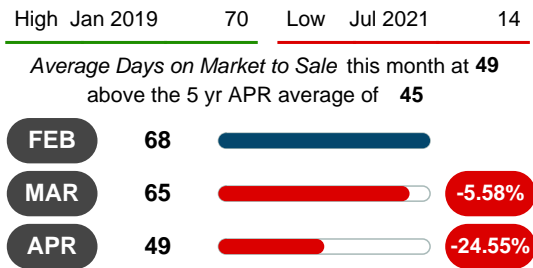


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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
\$100,000 and less	6.90%	12	20	3	0	0
\$100,001 - \$125,000	13.79%	34	17	40	0	0
\$125,001 - \$150,000	6.90%	111	0	111	0	0
\$150,001 - \$225,000	31.03%	56	1	63	0	0
\$225,001 - \$250,000	13.79%	39	0	48	36	0
\$250,001 - \$425,000	17.24%	48	0	76	6	0
\$425,001 and up	10.34%	46	0	14	109	0
<b>Average Closed DOM</b>		<b>49</b>	<b>13</b>	<b>57</b>	<b>38</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>49</b>	<b>3</b>	<b>20</b>	<b>6</b>	<b></b>
<b>Total Closed Volume</b>		<b>6,657,512</b>	<b>368.00K</b>	<b>4.30M</b>	<b>1.99M</b>	<b>0.00B</b>



# April 2023



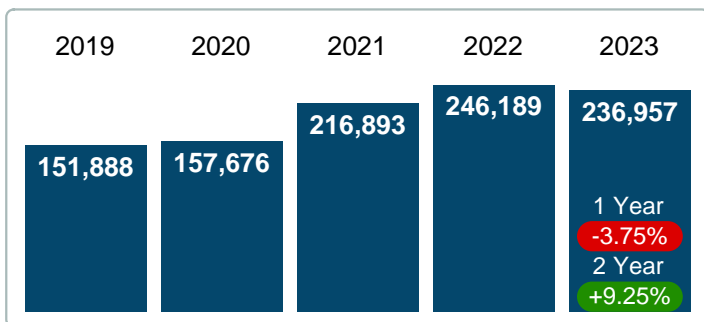
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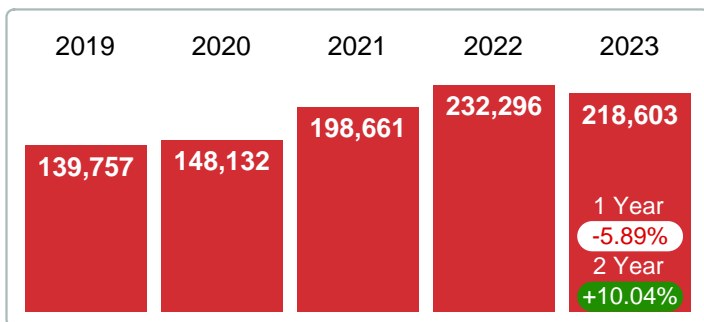
## AVERAGE LIST PRICE AT CLOSING

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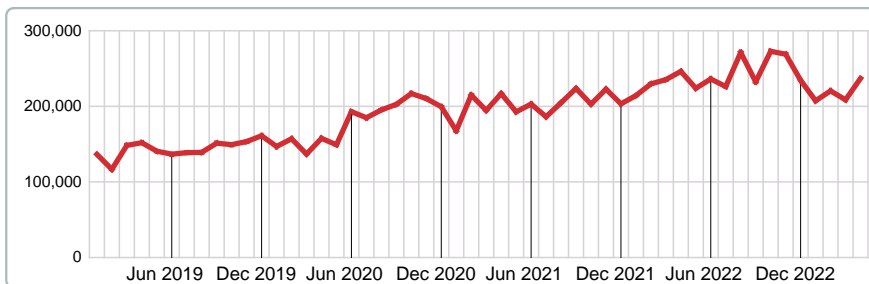
### APRIL



### YEAR TO DATE (YTD)

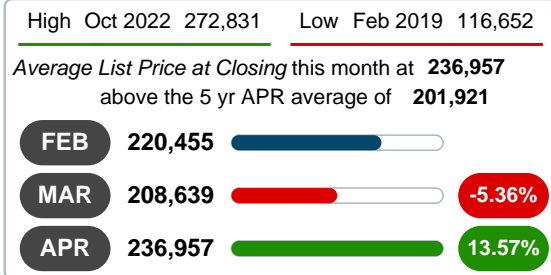


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 201,921



### 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
\$100,000 and less	2	6.90%	78,175	98,500	57,850	0	0
\$100,001 - \$125,000	3	10.34%	115,800	102,500	123,600	0	0
\$125,001 - \$150,000	4	13.79%	141,725	0	145,500	0	0
\$150,001 - \$225,000	8	27.59%	193,663	150,000	193,663	0	0
\$225,001 - \$250,000	4	13.79%	244,600	0	239,900	251,867	0
\$250,001 - \$425,000	5	17.24%	301,380	0	306,700	284,850	0
\$425,001 and up	3	10.34%	588,833	0	483,250	800,000	0
Average List Price			236,957	117,000	219,773	354,217	0
Total Closed Units		100%	236,957	3	20	6	
Total Closed Volume			6,871,750	351.00K	4.40M	2.13M	0.00B



# April 2023



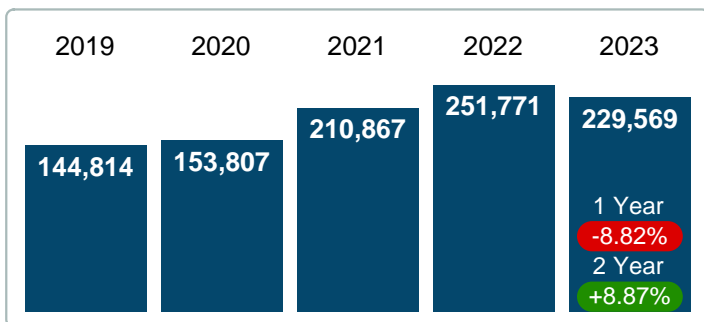
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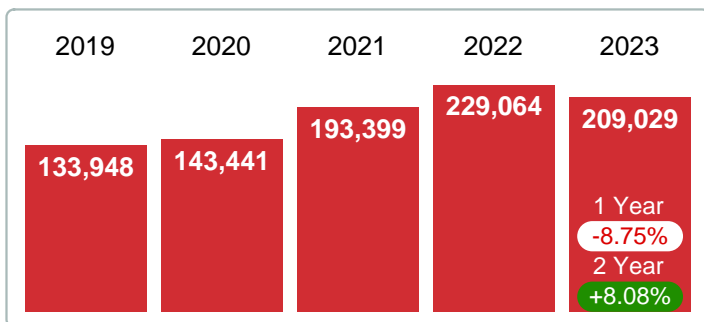
## AVERAGE SOLD PRICE AT CLOSING

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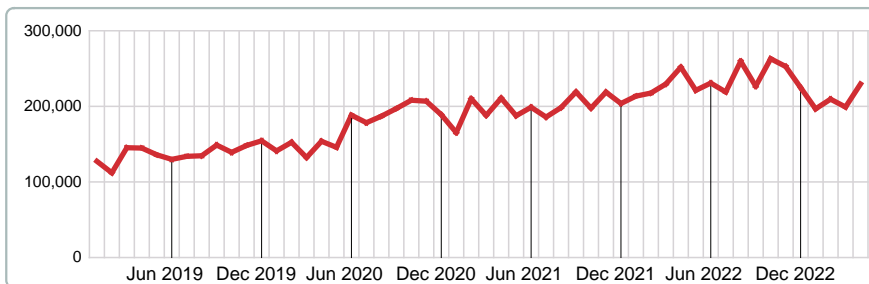
### APRIL



### YEAR TO DATE (YTD)

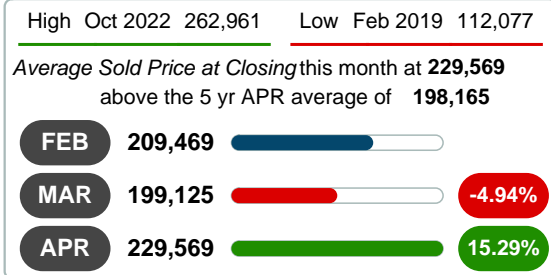


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 198,165



### 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
\$100,000 and less	2	6.90%	79,306	96,000	62,612	0	0
\$100,001 - \$125,000	4	13.79%	115,250	107,000	118,000	0	0
\$125,001 - \$150,000	2	6.90%	142,500	0	142,500	0	0
\$150,001 - \$225,000	9	31.03%	188,533	165,000	191,475	0	0
\$225,001 - \$250,000	4	13.79%	238,125	0	232,500	240,000	0
\$250,001 - \$425,000	5	17.24%	295,320	0	303,200	283,500	0
\$425,001 and up	3	10.34%	542,333	0	463,500	700,000	0
<b>Average Sold Price</b>			<b>229,569</b>	<b>122,667</b>	<b>215,126</b>	<b>331,167</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>229,569</b>	<b>3</b>	<b>20</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>6,657,512</b>	<b>368.00K</b>	<b>4.30M</b>	<b>1.99M</b>	<b>0.00B</b>

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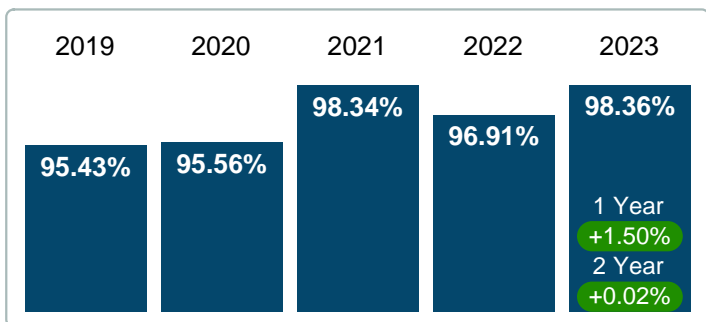
Area Delimited by County Of Cherokee - Residential Property Type



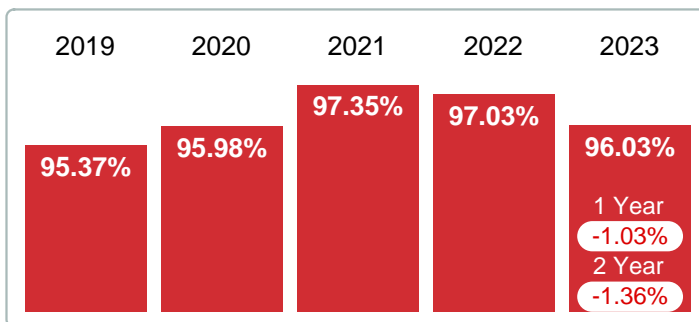
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

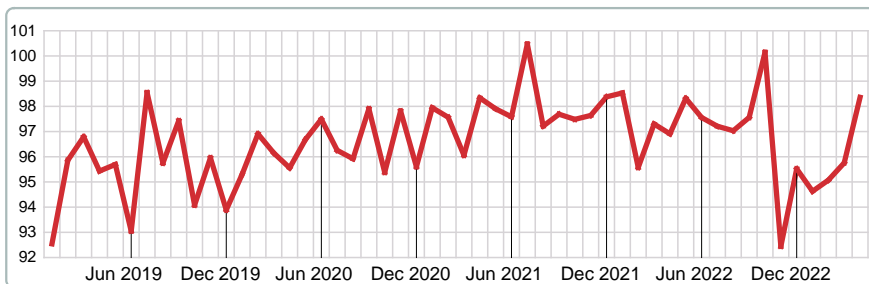
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

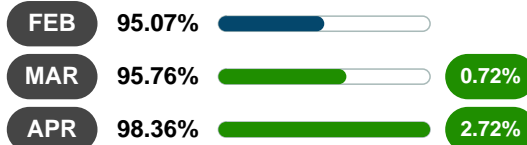


### 3 MONTHS

5 year APR AVG = 96.92%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **98.36%**  
above the 5 yr APR average of **96.92%**



## 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
\$100,000 and less	2	6.90%	102.85%	97.46%	108.23%	0.00%	0.00%
\$100,001 - \$125,000	4	13.79%	97.70%	104.39%	95.47%	0.00%	0.00%
\$125,001 - \$150,000	2	6.90%	97.93%	0.00%	97.93%	0.00%	0.00%
\$150,001 - \$225,000	9	31.03%	100.07%	110.00%	98.83%	0.00%	0.00%
\$225,001 - \$250,000	4	13.79%	95.72%	0.00%	96.92%	95.32%	0.00%
\$250,001 - \$425,000	5	17.24%	99.42%	0.00%	99.34%	99.56%	0.00%
\$425,001 and up	3	10.34%	93.14%	0.00%	95.96%	87.50%	0.00%
Average Sold/List Ratio		98.40%		103.95%	98.40%	95.43%	0.00%
Total Closed Units		29	100%	3	20	6	
Total Closed Volume		6,657,512		368.00K	4.30M	1.99M	0.00B

# April 2023



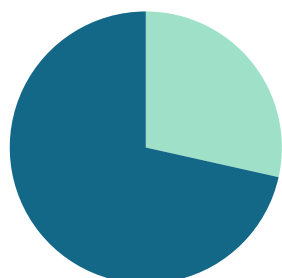
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

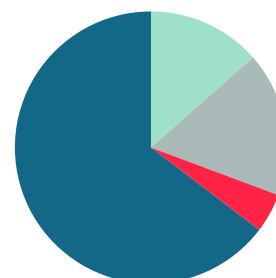


**Inventory**  
 New Listings  
**53 = 28.49%**  
 Start Inventory  
**133**  
 Total Inventory Units  
**186**  
 Volume  
**\$57,248,576**

### Market Activity

Closed Sales  
**29 = 13.49%**  
 Pending Sales  
**37 = 17.21%**  
 Other Off Market  
**10 = 4.65%**  
 Active Inventory  
**139 = 64.65%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	45	29	-35.56%	166	114	-31.33%
Pending Sales	61	37	-39.34%	191	134	-29.84%
New Listings	78	53	-32.05%	233	195	-16.31%
Average List Price	246,189	236,957	-3.75%	232,296	218,603	-5.89%
Average Sale Price	251,771	229,569	-8.82%	229,064	209,029	-8.75%
Average Percent of Selling Price to List Price	96.91%	98.36%	1.50%	97.03%	96.03%	-1.03%
Average Days on Market to Sale	31.73	48.69	53.43%	34.91	57.77	65.49%
Monthly Inventory	105	139	32.38%	105	139	32.38%
Months Supply of Inventory	2.18	3.55	62.80%	2.18	3.55	62.80%

**Absorption:** Last 12 months, an Average of **39** Sales/Month

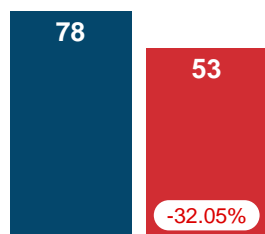
**Inventory** on April 30, 2023 = **139**

**2022** **2023**

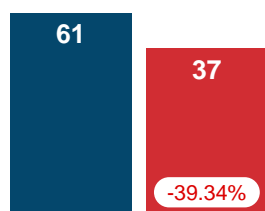
### APRIL MARKET

### AVERAGE PRICES

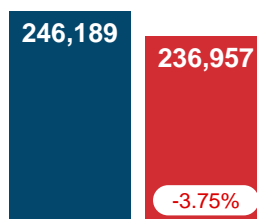
#### New Listings



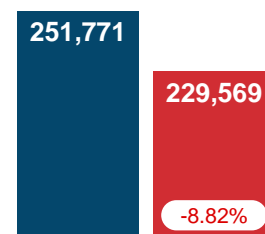
#### Pending Listings



#### List Price



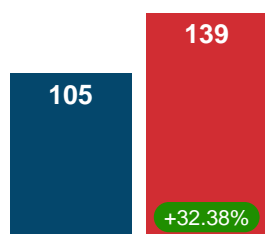
#### Sale Price



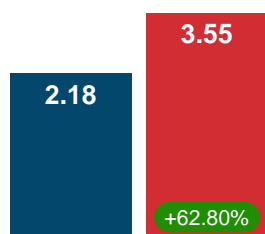
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

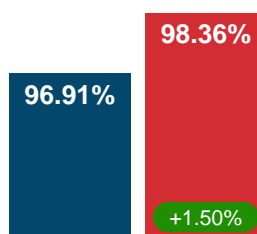
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

