

April 2023



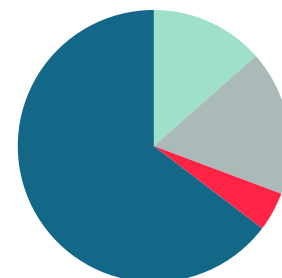
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	150,000	199,900	33.27%
Median Sale Price	157,000	199,900	27.32%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%
Median Days on Market to Sale	11.00	33.00	200.00%
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.

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 **27.32%** in April 2023 to \$199,900 versus the previous year at \$157,000.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 22.00 days or **200.00%** in April 2023 compared to last year's same month at **11.00** DOM.

Sales Success for April 2023 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 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.

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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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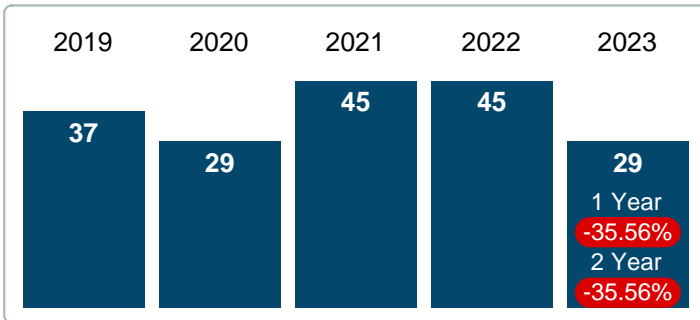
Area Delimited by County Of Cherokee - Residential Property Type



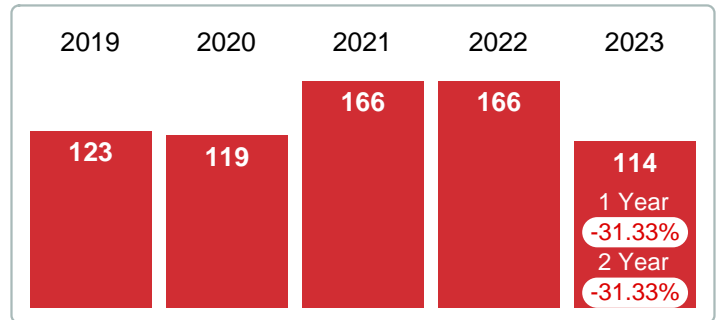
CLOSED LISTINGS

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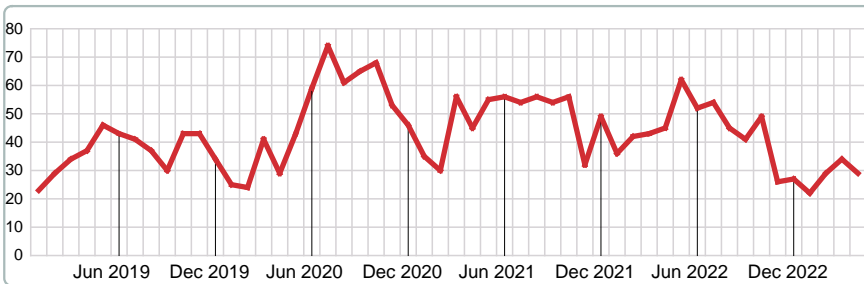
APRIL



YEAR TO DATE (YTD)

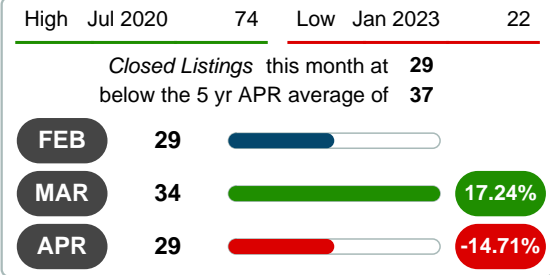


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	35.0	1	3	0	0
\$125,001 - \$150,000	2	6.90%	110.5	0	2	0	0
\$150,001 - \$225,000	9	31.03%	33.0	1	8	0	0
\$225,001 - \$250,000	4	13.79%	37.0	0	1	3	0
\$250,001 - \$425,000	5	17.24%	8.0	0	3	2	0
\$425,001 and up	3	10.34%	16.0	0	2	1	0
Total Closed Units	29			3	20	6	0
Total Closed Volume	6,657,512	100%	33.0	368.00K	4.30M	1.99M	0.00B
Median Closed Price	\$199,900			\$107,000	\$191,200	\$257,500	\$0

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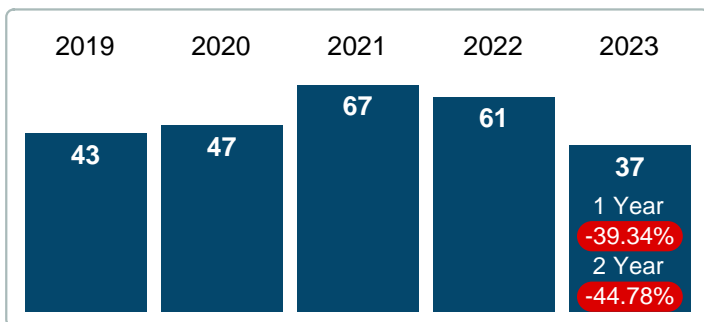
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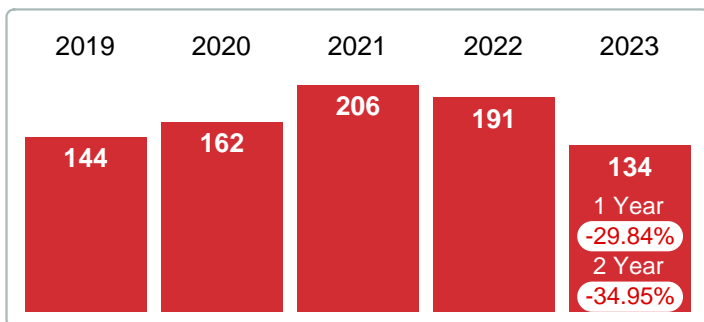
PENDING LISTINGS

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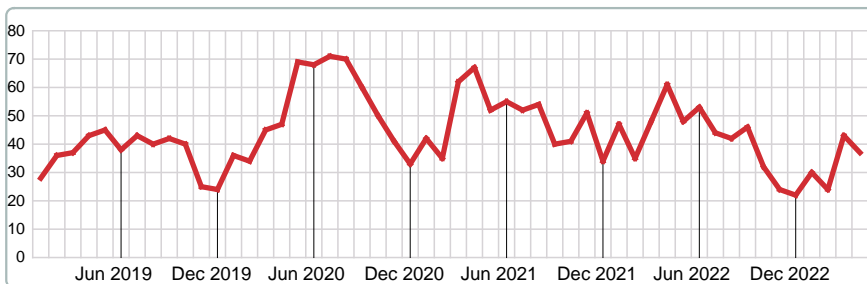
APRIL



YEAR TO DATE (YTD)

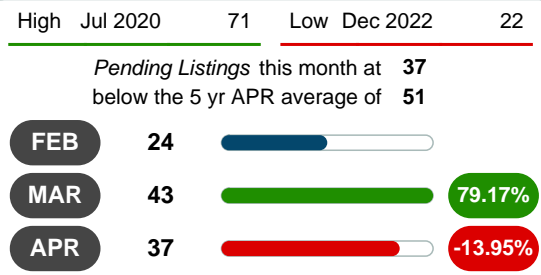


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.11%	11.0	1	2	0	0
\$100,001 - \$125,000	3	8.11%	7.0	1	2	0	0
\$125,001 - \$175,000	6	16.22%	5.0	2	2	2	0
\$175,001 - \$225,000	9	24.32%	49.0	0	8	1	0
\$225,001 - \$275,000	7	18.92%	12.0	1	4	2	0
\$275,001 - \$425,000	6	16.22%	9.5	0	4	2	0
\$425,001 and up	3	8.11%	87.0	0	1	1	1
Total Pending Units	37			5	23	8	1
Total Pending Volume	9,295,450	100%	17.0	747.00K	5.30M	2.42M	834.90K
Median Listing Price	\$199,900			\$142,000	\$195,900	\$252,450	\$834,900

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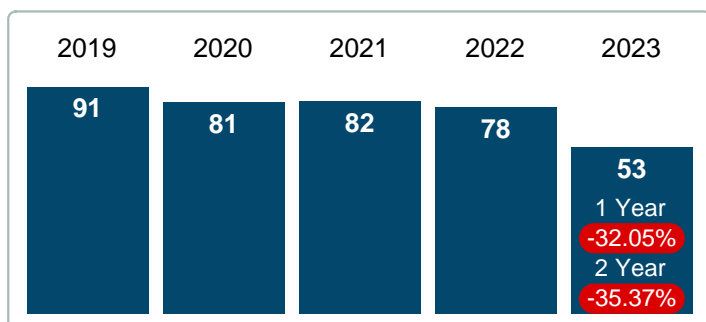
Area Delimited by County Of Cherokee - Residential Property Type



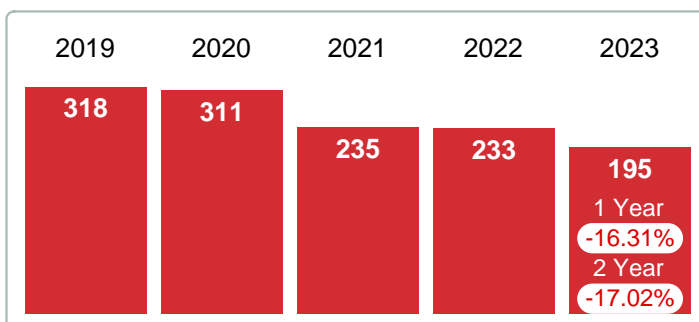
NEW LISTINGS

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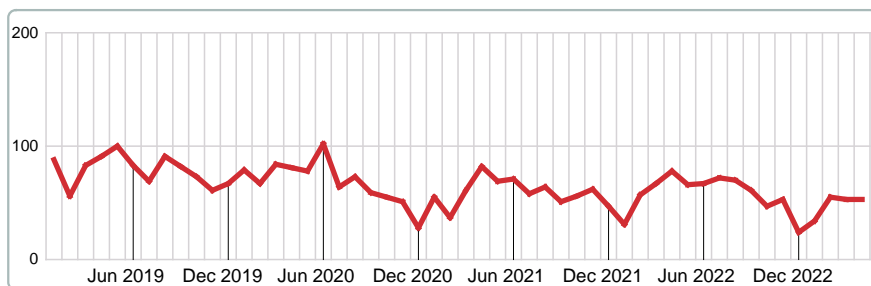
APRIL



YEAR TO DATE (YTD)

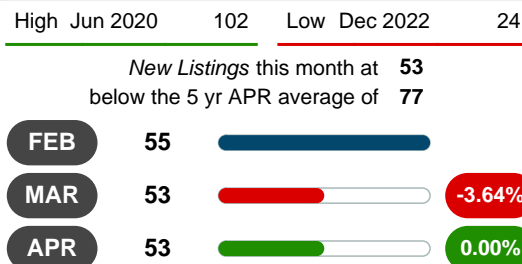


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	53		11	26	11	5
Total New Listed Volume	14,780,150	100%	1.71M	7.23M	2.77M	3.07M
Median New Listed Listing Price	\$249,900		\$147,800	\$269,850	\$239,900	\$499,900

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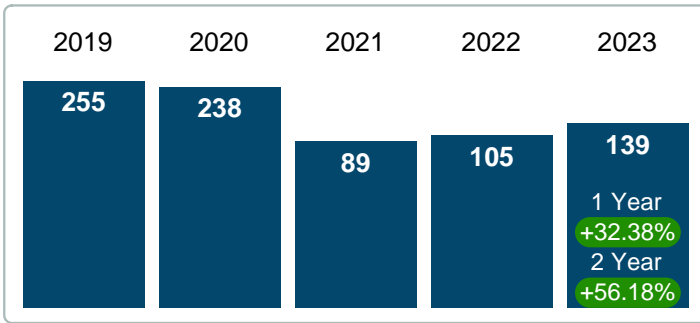
Area Delimited by County Of Cherokee - Residential Property Type



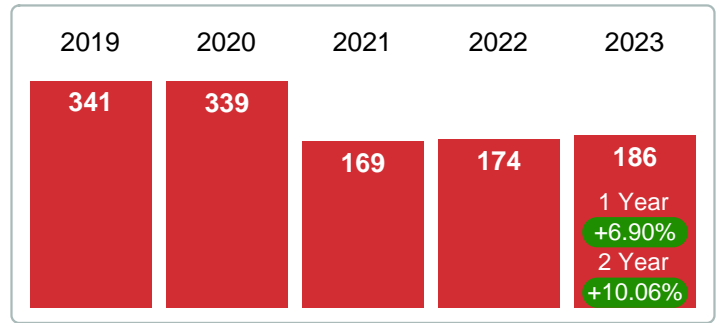
ACTIVE INVENTORY

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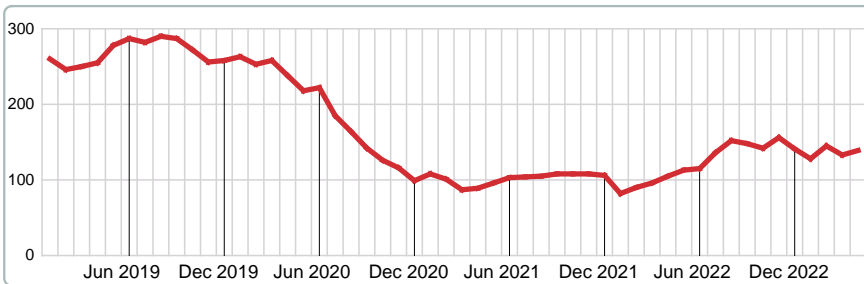
END OF APRIL



ACTIVE DURING APRIL

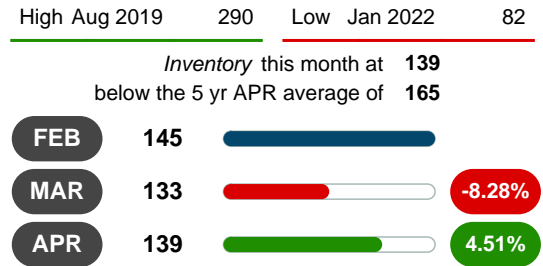


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 165



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	13	9.35%	62.0	7	5	1	0
\$100,001 - \$125,000	7	5.04%	61.0	4	2	1	0
\$125,001 - \$225,000	33	23.74%	54.0	11	16	5	1
\$225,001 - \$275,000	22	15.83%	69.0	0	19	3	0
\$275,001 - \$375,000	32	23.02%	84.0	1	22	5	4
\$375,001 - \$625,000	18	12.95%	84.0	1	8	7	2
\$625,001 and up	14	10.07%	140.5	1	5	5	3
Total Active Inventory by Units		139		25	77	27	10
Total Active Inventory by Volume		44,502,527	100%	4.82M	23.83M	10.70M	5.15M
Median Active Inventory Listing Price		\$259,900		\$142,000	\$260,000	\$329,900	\$392,000

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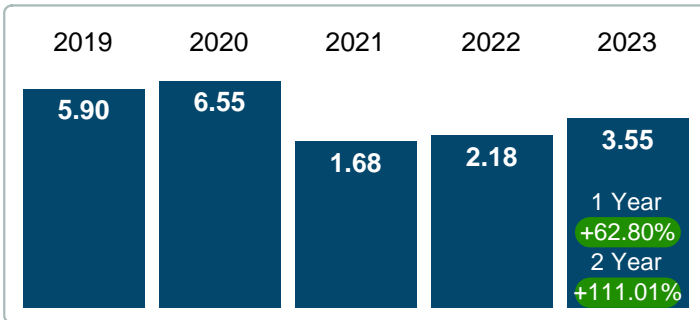
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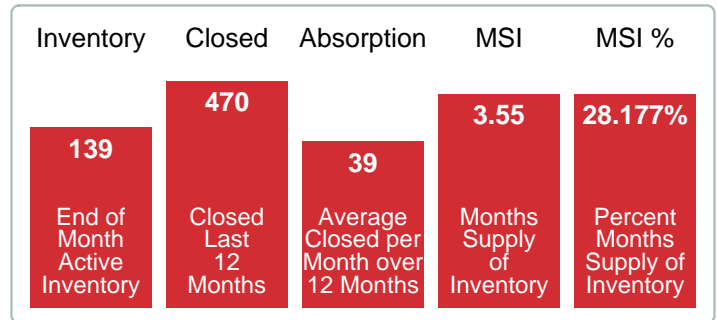
MONTHS SUPPLY of INVENTORY (MSI)

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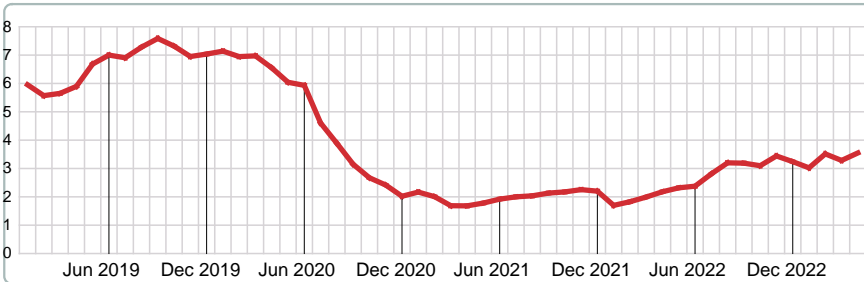
MSI FOR APRIL



INDICATORS FOR APRIL 2023

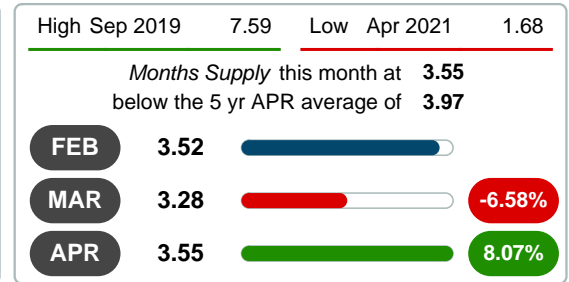


5 YEAR MARKET ACTIVITY TRENDS



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

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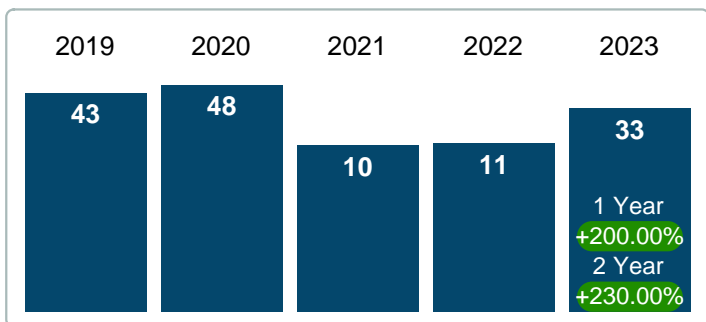
Area Delimited by County Of Cherokee - Residential Property Type



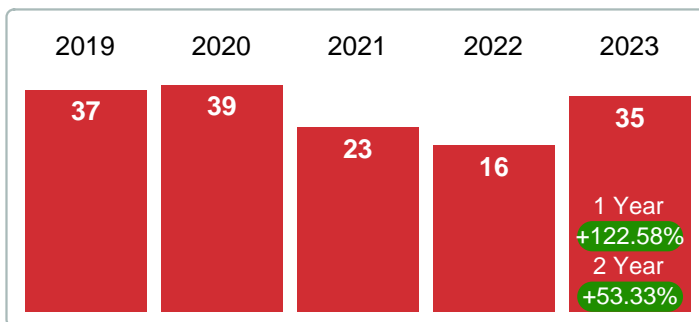
MEDIAN DAYS ON MARKET TO SALE

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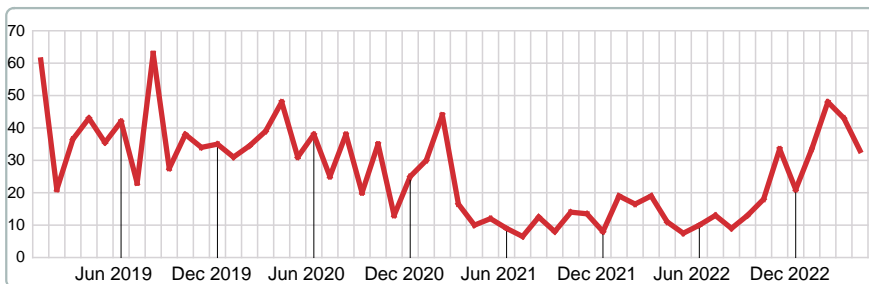
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

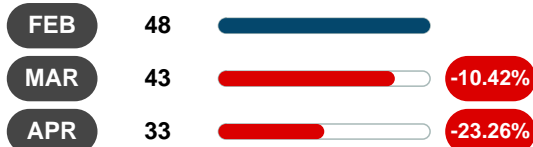


3 MONTHS

5 year APR AVG = 29

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 33 above the 5 yr APR average of 29



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
\$100,000 and less	6.90%	12	20	3	0	0
\$100,001 - \$125,000	13.79%	35	17	46	0	0
\$125,001 - \$150,000	6.90%	111	0	111	0	0
\$150,001 - \$225,000	31.03%	33	1	35	0	0
\$225,001 - \$250,000	13.79%	37	0	48	34	0
\$250,001 - \$425,000	17.24%	8	0	91	6	0
\$425,001 and up	10.34%	16	0	14	109	0
Median Closed DOM		33	17	41	34	0
Total Closed Units	100%	29	3	20	6	
Total Closed Volume		6,657,512	368.00K	4.30M	1.99M	0.00B

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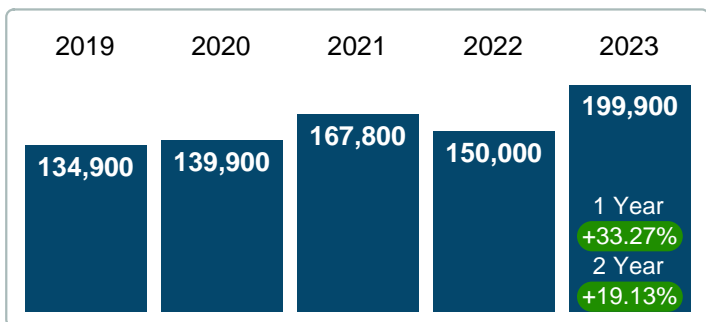
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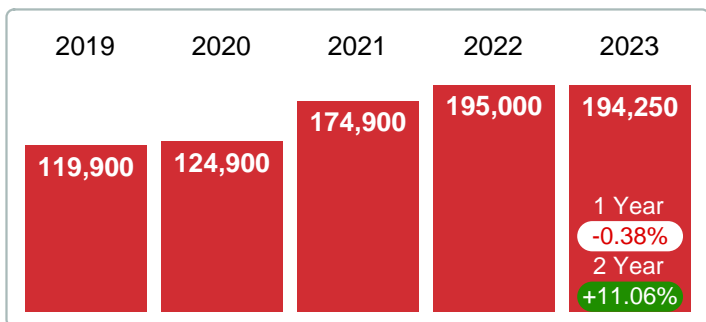
MEDIAN LIST PRICE AT CLOSING

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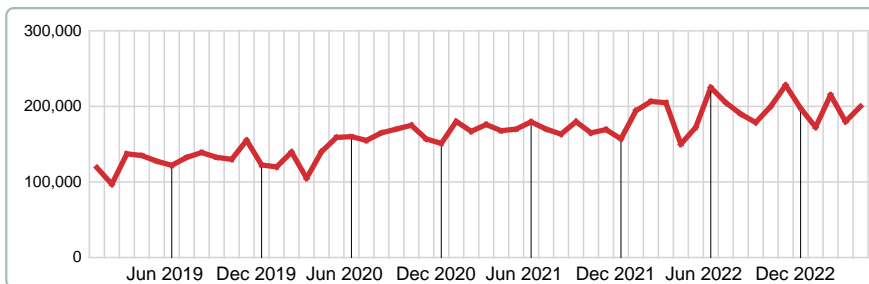
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

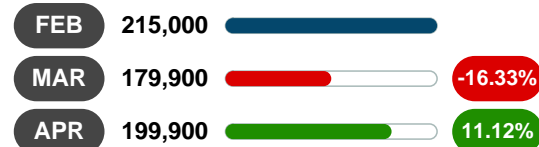


3 MONTHS

5 year APR AVG = 158,500

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

Median List Price at Closing this month at **199,900**
above the 5 yr APR average of **158,500**



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
\$100,000 and less	6.90%	78,175	98,500	57,850	0	0
\$100,001 - \$125,000	10.34%	120,000	102,500	122,450	0	0
\$125,001 - \$150,000	13.79%	145,500	150,000	144,000	0	0
\$150,001 - \$225,000	27.59%	199,450	0	199,450	0	0
\$225,001 - \$250,000	13.79%	245,000	0	244,200	245,000	0
\$250,001 - \$425,000	17.24%	301,700	0	335,800	265,600	0
\$425,001 and up	10.34%	507,000	0	483,250	800,000	0
Median List Price		199,900	102,500	199,450	265,300	0
Total Closed Units	100%	199,900	3	20	6	0
Total Closed Volume		6,871,750	351.00K	4.40M	2.13M	0.00B

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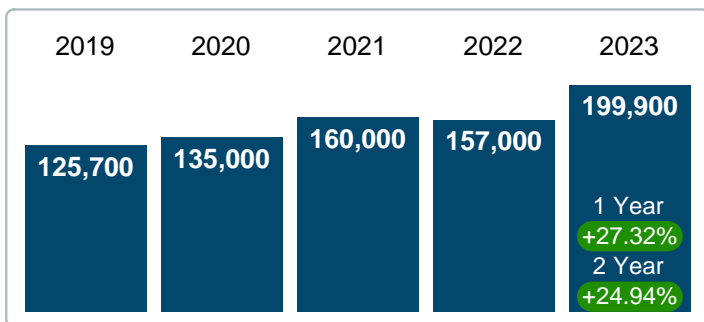
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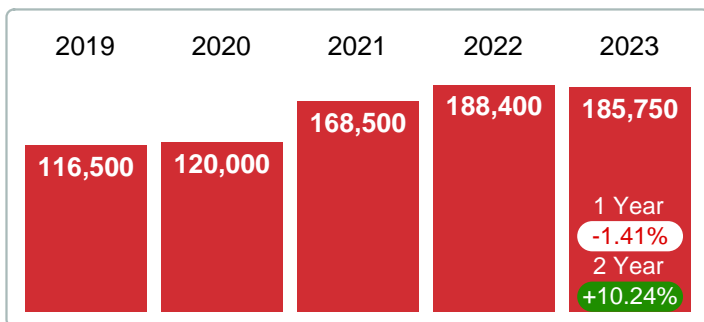
MEDIAN SOLD PRICE AT CLOSING

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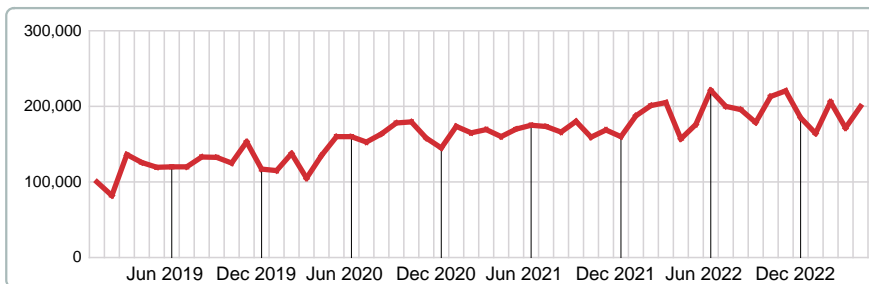
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

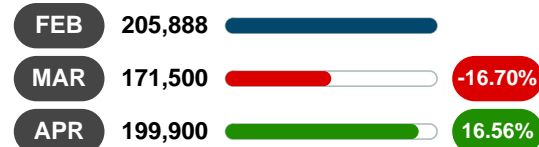


3 MONTHS

5 year APR AVG = 155,520

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

Median Sold Price at Closing this month at 199,900 above the 5 yr APR average of 155,520



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
\$100,000 and less	2	6.90%	79,306	96,000	62,612	0	0
\$100,001 - \$125,000	4	13.79%	116,000	107,000	117,000	0	0
\$125,001 - \$150,000	2	6.90%	142,500	0	142,500	0	0
\$150,001 - \$225,000	9	31.03%	190,000	165,000	191,200	0	0
\$225,001 - \$250,000	4	13.79%	235,000	0	232,500	235,000	0
\$250,001 - \$425,000	5	17.24%	301,700	0	301,700	283,500	0
\$425,001 and up	3	10.34%	482,000	0	463,500	700,000	0
Median Sold Price			199,900	107,000	191,200	257,500	0
Total Closed Units		100%	199,900	3	20	6	
Total Closed Volume			6,657,512	368.00K	4.30M	1.99M	0.00B

April 2023



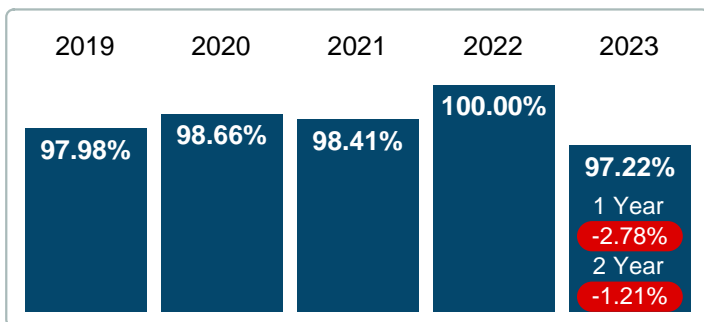
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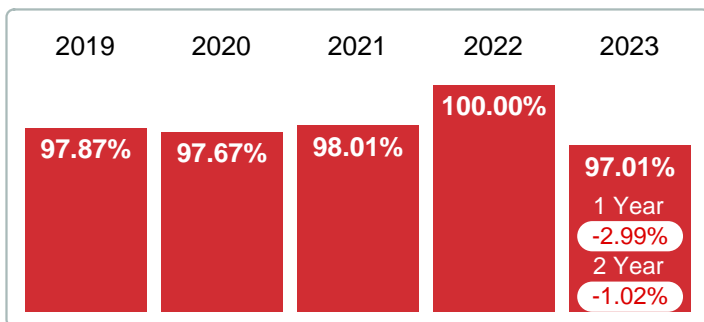
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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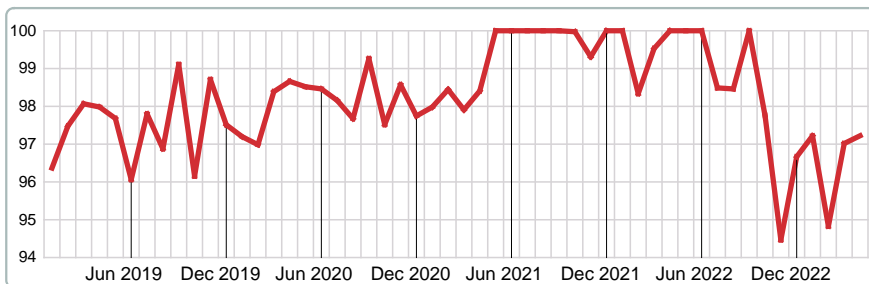
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

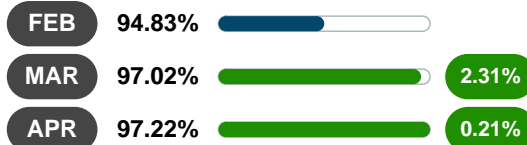


3 MONTHS

5 year APR AVG = 98.45%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.22%**
below the 5 yr APR average of **98.45%**



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
\$100,000 and less	2	6.90%	102.85%	97.46%	108.23%	0.00%	0.00%
\$100,001 - \$125,000	4	13.79%	96.37%	104.39%	95.83%	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%	100.00%	110.00%	100.00%	0.00%	0.00%
\$225,001 - \$250,000	4	13.79%	95.92%	0.00%	96.92%	95.92%	0.00%
\$250,001 - \$425,000	5	17.24%	100.00%	0.00%	100.00%	99.56%	0.00%
\$425,001 and up	3	10.34%	95.07%	0.00%	95.96%	87.50%	0.00%
Median Sold/List Ratio		97.22%		104.39%	97.07%	95.92%	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



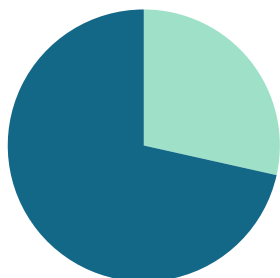
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

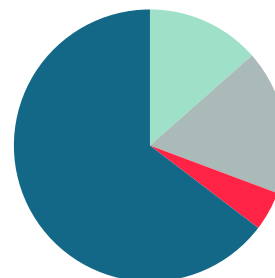


Inventory
 New Listings
53 = 28.49%
 Start Inventory
133
 Total Inventory Units
186
 Volume
\$57,248,576

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%
Median List Price	150,000	199,900	33.27%	195,000	194,250	-0.38%
Median Sale Price	157,000	199,900	27.32%	188,400	185,750	-1.41%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%	100.00%	97.01%	-2.99%
Median Days on Market to Sale	11.00	33.00	200.00%	15.50	34.50	122.58%
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

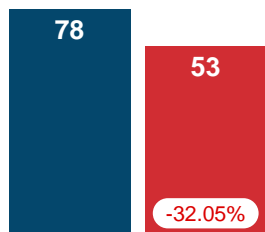
Inventory on April 30, 2023 = **139**

2022 **2023**

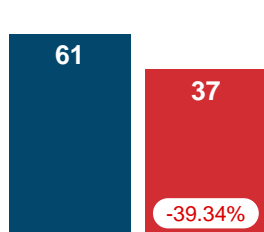
APRIL MARKET

MEDIAN PRICES

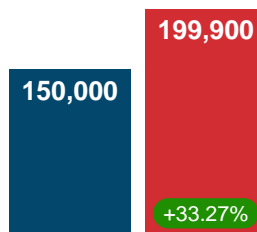
New Listings



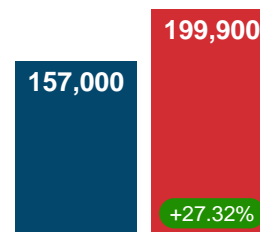
Pending Listings



List Price



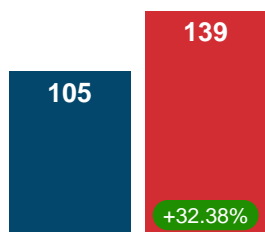
Sale Price



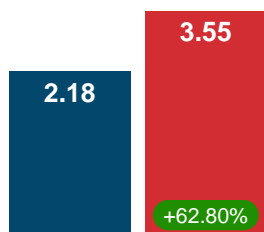
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

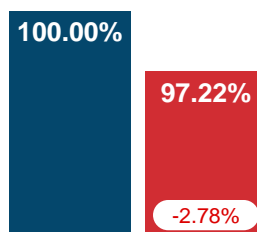
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

