

## February 2023



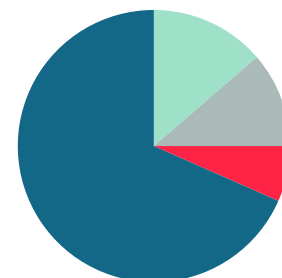
Area Delimited by County Of Cherokee - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	42	29	-30.95%
Pending Listings	35	24	-31.43%
New Listings	57	55	-3.51%
Average List Price	229,686	220,455	-4.02%
Average Sale Price	217,583	209,469	-3.73%
Average Percent of Selling Price to List Price	95.58%	95.07%	-0.53%
Average Days on Market to Sale	40.29	68.34	69.65%
End of Month Inventory	90	145	61.11%
Months Supply of Inventory	1.83	3.52	92.36%



■ Closed (13.68%)  
■ Pending (11.32%)  
■ Other OffMarket (6.60%)  
■ Active (68.40%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of February 28, 2023 = **145**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2023 rose **61.11%** to 145 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **3.52** 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 **3.73%** in February 2023 to \$209,469 versus the previous year at \$217,583.

##### Average Days on Market Lengthens

The average number of **68.34** days that homes spent on the market before selling increased by 28.06 days or **69.65%** in February 2023 compared to last year's same month at **40.29** DOM.

##### Sales Success for February 2023 is Positive

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

There were 55 New Listings in February 2023, down **3.51%** from last year at 57. Furthermore, there were 29 Closed Listings this month versus last year at 42, a **-30.95%** decrease.

Closed versus Listed trends yielded a **52.7%** ratio, down from previous year's, February 2022, at **73.7%**, a **28.44%** 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>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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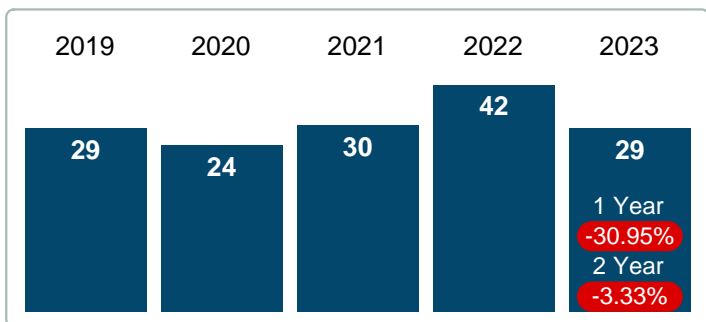
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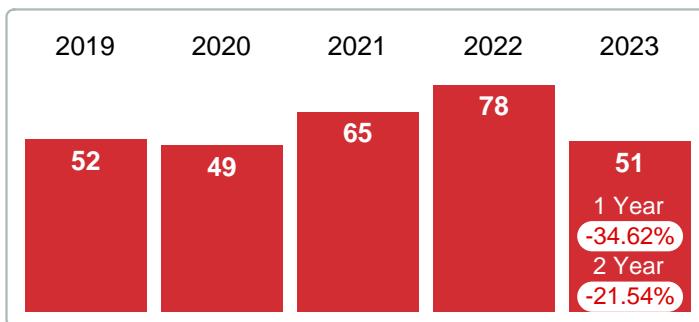
## CLOSED LISTINGS

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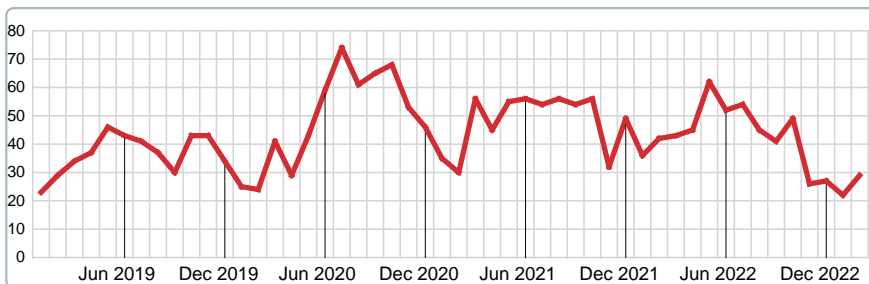
### FEBRUARY



### YEAR TO DATE (YTD)

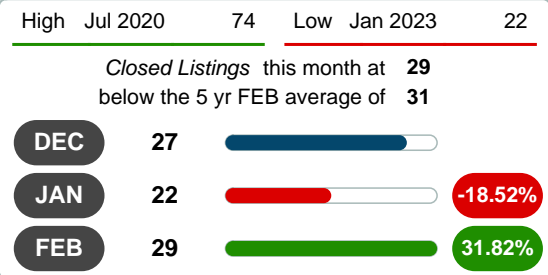


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 31



### 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	2	6.90%	130.0	1	1	0	0
\$75,001 - \$125,000	3	10.34%	23.0	0	3	0	0
\$125,001 - \$175,000	7	24.14%	40.6	2	4	1	0
\$175,001 - \$225,000	7	24.14%	77.4	2	4	1	0
\$225,001 - \$250,000	2	6.90%	127.5	0	1	1	0
\$250,001 - \$400,000	6	20.69%	62.8	1	3	2	0
\$400,001 and up	2	6.90%	97.5	0	1	0	1
<b>Total Closed Units</b>	<b>29</b>			<b>6</b>	<b>17</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,074,608</b>	<b>100%</b>	<b>68.3</b>	<b>1.09M</b>	<b>3.35M</b>	<b>1.15M</b>	<b>490.00K</b>
<b>Average Closed Price</b>	<b>\$209,469</b>			<b>\$181,481</b>	<b>\$196,806</b>	<b>\$230,004</b>	<b>\$490,000</b>

# February 2023



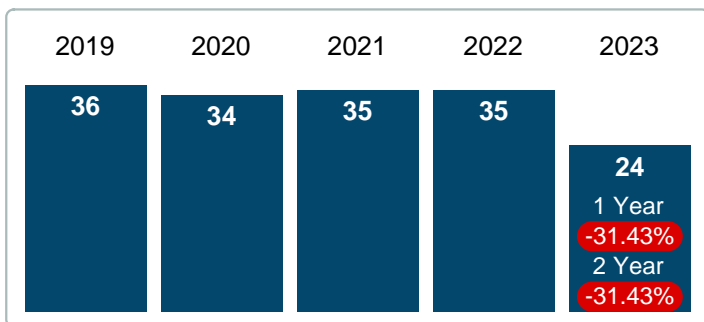
Area Delimited by County Of Cherokee - Residential Property Type



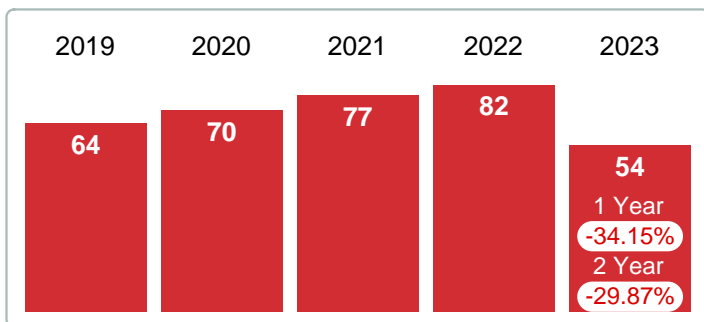
## PENDING LISTINGS

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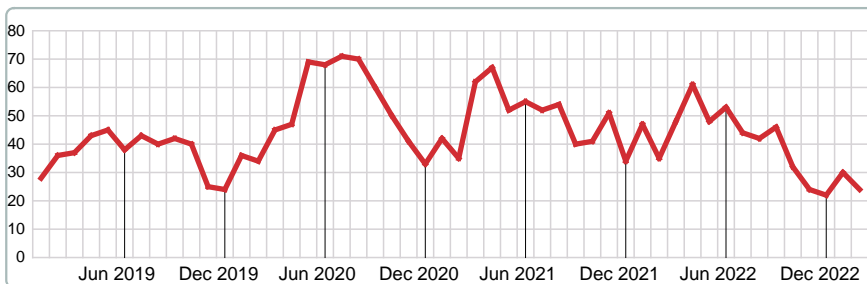
### FEBRUARY



### YEAR TO DATE (YTD)

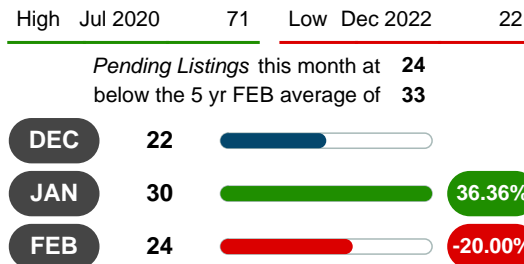


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 33



### 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	3	12.50%	95.0	2	1	0	0
\$100,001 - \$125,000	1	4.17%	114.0	0	1	0	0
\$125,001 - \$175,000	6	25.00%	37.5	0	6	0	0
\$175,001 - \$200,000	4	16.67%	40.5	0	4	0	0
\$200,001 - \$250,000	4	16.67%	66.8	0	4	0	0
\$250,001 - \$300,000	3	12.50%	84.0	1	2	0	0
\$300,001 and up	3	12.50%	78.7	0	3	0	0
<b>Total Pending Units</b>	<b>24</b>			<b>3</b>	<b>21</b>	<b>0</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,929,600</b>	<b>100%</b>	<b>64.2</b>	<b>470.00K</b>	<b>4.46M</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$205,400</b>			<b>\$156,667</b>	<b>\$212,362</b>	<b>\$0</b>	<b>\$0</b>

# February 2023



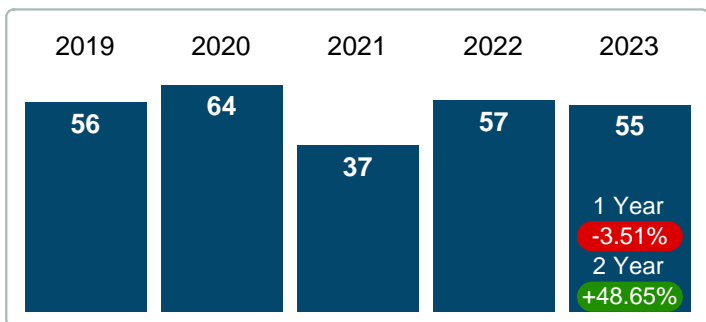
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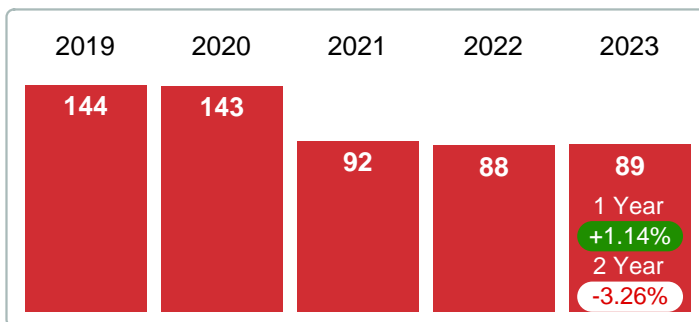
## NEW LISTINGS

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

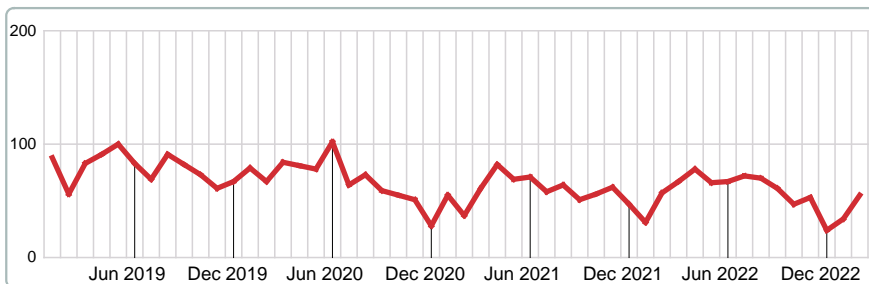
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

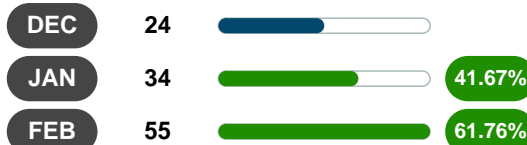


### 3 MONTHS

5 year FEB AVG = 54

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 55  
above the 5 yr FEB average of 54



### 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	5	9.09%	2	2	1	0
\$100,001 - \$125,000	4	7.27%	1	3	0	0
\$125,001 - \$150,000	8	14.55%	2	6	0	0
\$150,001 - \$225,000	15	27.27%	2	11	2	0
\$225,001 - \$250,000	8	14.55%	0	6	2	0
\$250,001 - \$325,000	9	16.36%	0	8	1	0
\$325,001 and up	6	10.91%	1	2	3	0
<b>Total New Listed Units</b>	<b>55</b>		<b>8</b>	<b>38</b>	<b>9</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,428,388</b>	<b>100%</b>	<b>1.37M</b>	<b>8.09M</b>	<b>2.96M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$211,573</b>		<b>\$171,225</b>	<b>\$212,992</b>	<b>\$329,433</b>	<b>\$0</b>

# February 2023



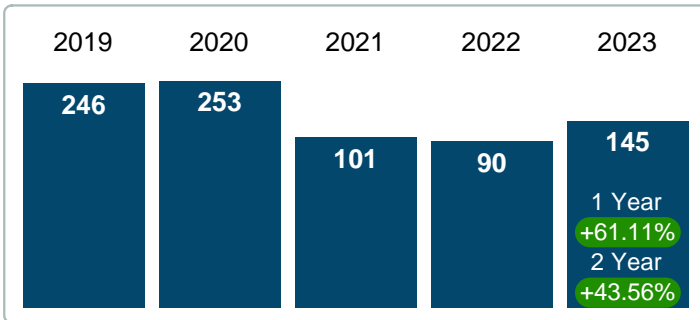
Area Delimited by County Of Cherokee - Residential Property Type



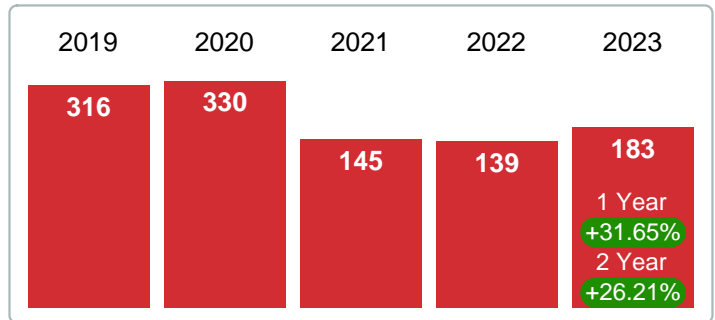
## ACTIVE INVENTORY

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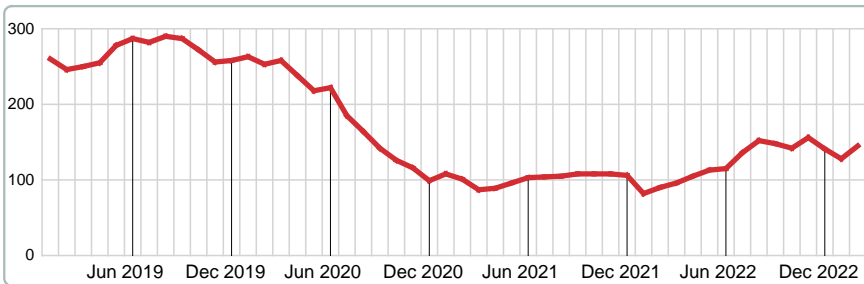
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

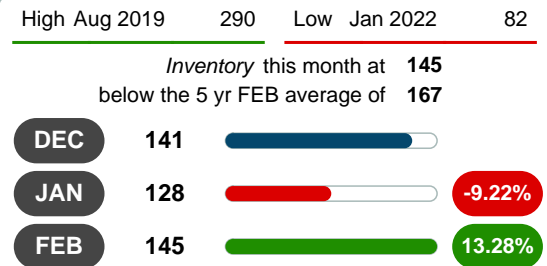


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 167



### 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	6.90%	61.8	5	4	1	0
\$100,001 - \$125,000	7	4.83%	33.3	3	4	0	0
\$125,001 - \$200,000	38	26.21%	73.9	8	26	4	0
\$200,001 - \$275,000	25	17.24%	51.9	0	18	7	0
\$275,001 - \$425,000	33	22.76%	88.0	0	19	11	3
\$425,001 - \$625,000	18	12.41%	118.1	4	8	5	1
\$625,001 and up	14	9.66%	141.1	2	3	8	1
<b>Total Active Inventory by Units</b>	<b>145</b>			<b>22</b>	<b>82</b>	<b>36</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>47,718,376</b>	<b>100%</b>	<b>82.5</b>	<b>6.57M</b>	<b>23.09M</b>	<b>15.50M</b>	<b>2.56M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$329,092</b>			<b>\$298,648</b>	<b>\$281,576</b>	<b>\$430,533</b>	<b>\$511,940</b>

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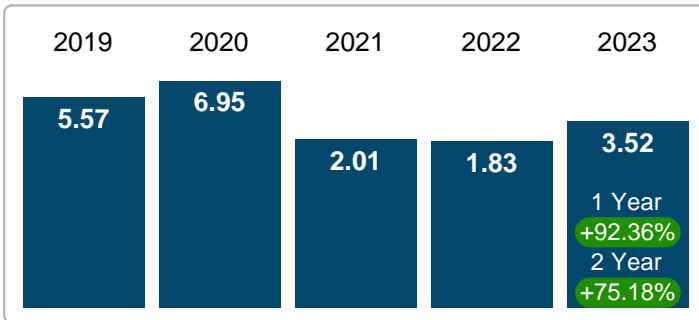
Area Delimited by County Of Cherokee - Residential Property Type



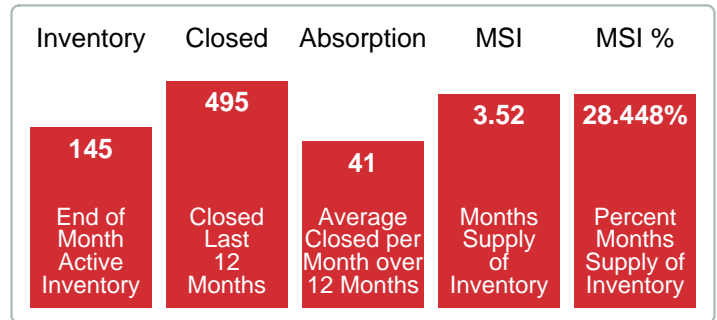
## MONTHS SUPPLY of INVENTORY (MSI)

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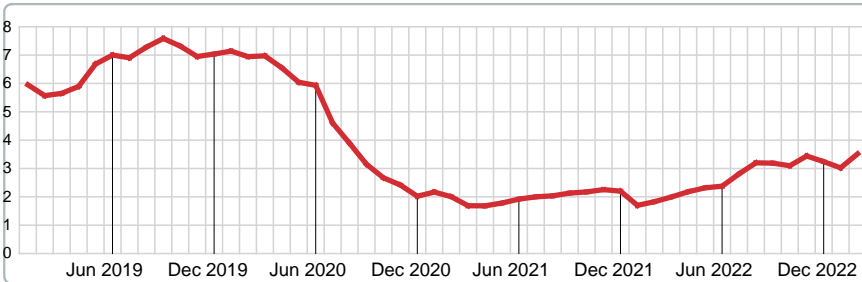
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

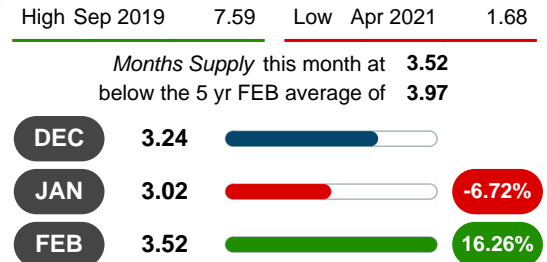


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB 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	10	6.90%	1.67	1.88	1.30	6.00	0.00
\$100,001 - \$125,000	7	4.83%	2.90	2.57	3.69	0.00	0.00
\$125,001 - \$200,000	38	26.21%	2.87	2.91	3.06	2.53	0.00
\$200,001 - \$275,000	25	17.24%	2.65	0.00	2.63	4.00	0.00
\$275,001 - \$425,000	33	22.76%	5.14	0.00	5.70	4.40	9.00
\$425,001 - \$625,000	18	12.41%	8.00	24.00	7.38	7.50	3.00
\$625,001 and up	14	9.66%	9.33	24.00	5.14	24.00	2.00
Market Supply of Inventory (MSI)			3.52	2.90	3.35	5.02	2.50
Total Active Inventory by Units		100%	3.52	22	82	36	5

# February 2023



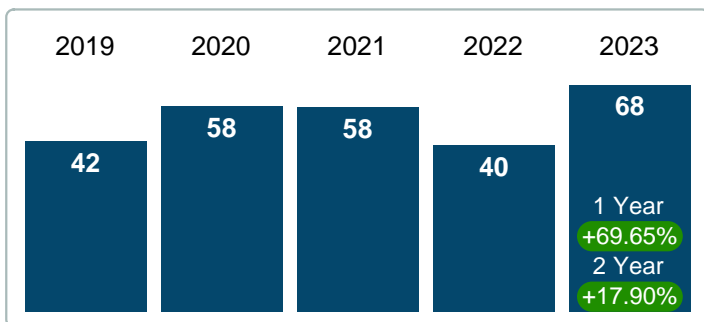
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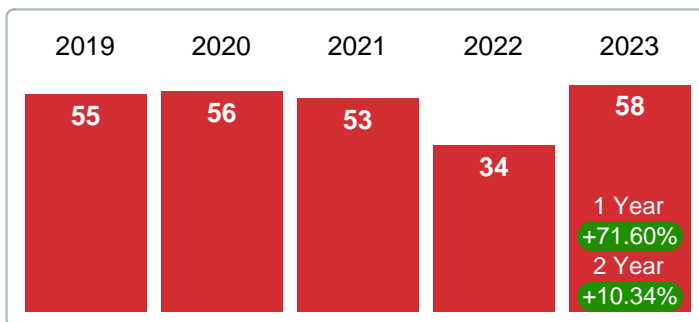
## AVERAGE DAYS ON MARKET TO SALE

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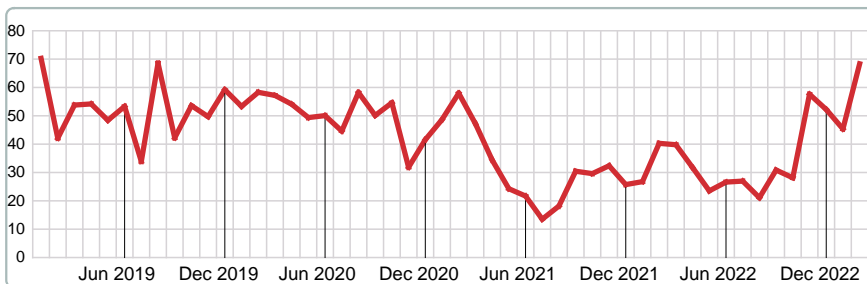
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 53

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 68 above the 5 yr FEB average of 53



### 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	2	6.90%	130	4	256	0	0
\$75,001 - \$125,000	3	10.34%	23	0	23	0	0
\$125,001 - \$175,000	7	24.14%	41	21	60	3	0
\$175,001 - \$225,000	7	24.14%	77	76	68	119	0
\$225,001 - \$250,000	2	6.90%	128	0	182	73	0
\$250,001 - \$400,000	6	20.69%	63	180	45	31	0
\$400,001 and up	2	6.90%	98	0	110	0	85
Average Closed DOM			68	63	74	51	85
Total Closed Units		100%	68	6	17	5	1
Total Closed Volume			6,074,608	1.09M	3.35M	1.15M	490.00K

# February 2023



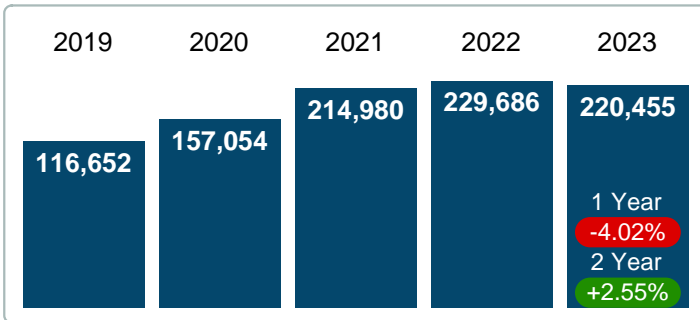
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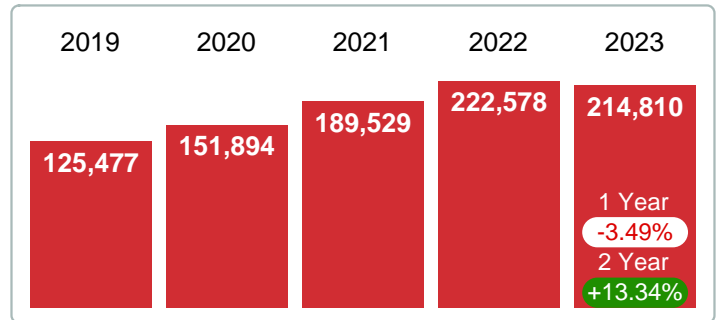
## AVERAGE LIST PRICE AT CLOSING

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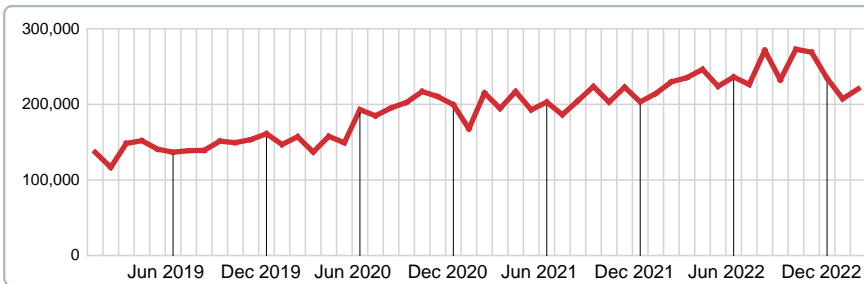
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

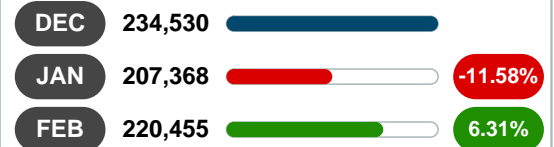


### 3 MONTHS

5 year FEB AVG = 187,765

High Oct 2022 272,831 Low Feb 2019 116,652

Average List Price at Closing this month at **220,455**  
above the 5 yr FEB average of **187,765**



### 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	6.90%	64,450	59,900	69,000	0	0
\$75,001 - \$125,000	13.79%	105,325	0	98,767	0	0
\$125,001 - \$175,000	20.69%	165,333	165,000	158,050	169,900	0
\$175,001 - \$225,000	17.24%	209,980	232,500	204,950	239,000	0
\$225,001 - \$250,000	13.79%	240,925	0	238,000	236,700	0
\$250,001 - \$400,000	17.24%	283,480	299,000	331,633	284,250	0
\$400,001 and up	10.34%	473,333	0	480,000	0	495,000
<b>Average List Price</b>		<b>220,455</b>	<b>192,317</b>	<b>207,659</b>	<b>242,820</b>	<b>495,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,455</b>	<b>6</b>	<b>17</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,393,201</b>	<b>1.15M</b>	<b>3.53M</b>	<b>1.21M</b>	<b>495.00K</b>



# February 2023



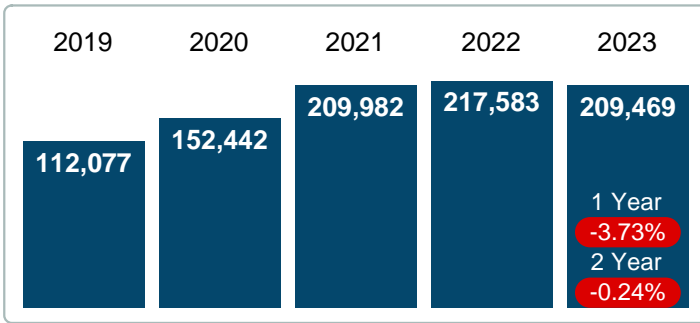
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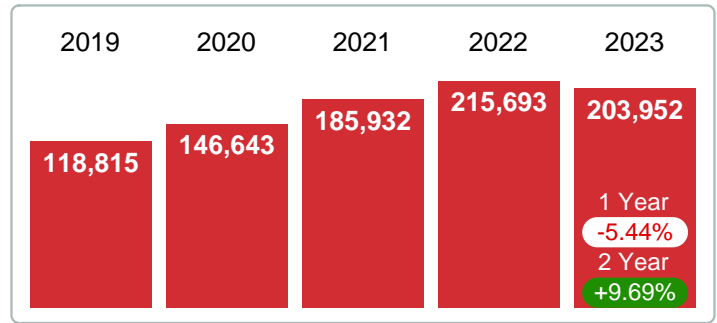
## AVERAGE SOLD PRICE AT CLOSING

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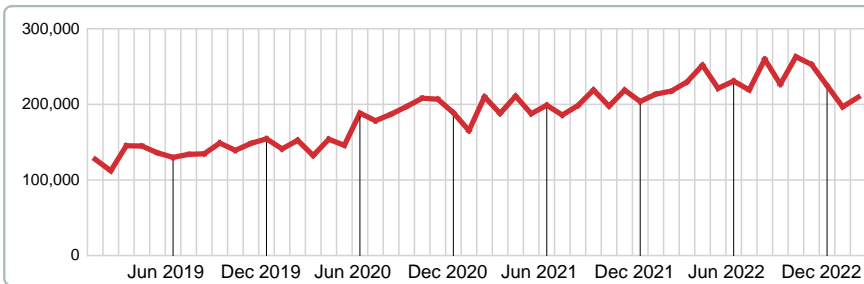
### FEBRUARY



### YEAR TO DATE (YTD)

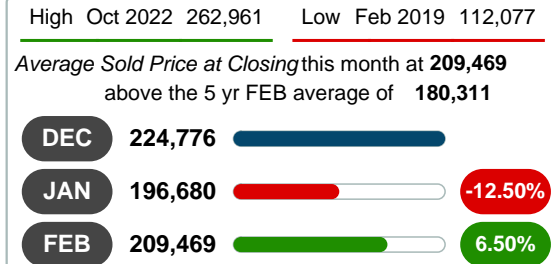


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 180,311



### 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	6.90%	56,500	53,000	60,000	0	0
\$75,001 - \$125,000	10.34%	91,633	0	91,633	0	0
\$125,001 - \$175,000	24.14%	156,571	157,500	155,250	160,000	0
\$175,001 - \$225,000	24.14%	203,670	215,444	196,700	208,000	0
\$225,001 - \$250,000	6.90%	240,760	0	248,000	233,520	0
\$250,001 - \$400,000	20.69%	295,583	290,000	311,667	274,250	0
\$400,001 and up	6.90%	455,000	0	420,000	0	490,000
<b>Average Sold Price</b>		<b>209,469</b>	<b>181,481</b>	<b>196,806</b>	<b>230,004</b>	<b>490,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>209,469</b>	<b>6</b>	<b>17</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,074,608</b>	<b>1.09M</b>	<b>3.35M</b>	<b>1.15M</b>	<b>490.00K</b>

# February 2023



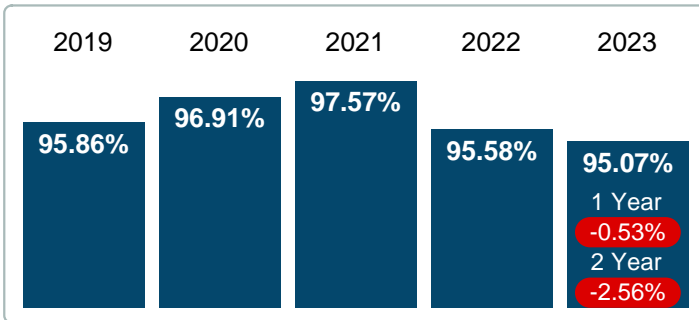
Area Delimited by County Of Cherokee - Residential Property Type



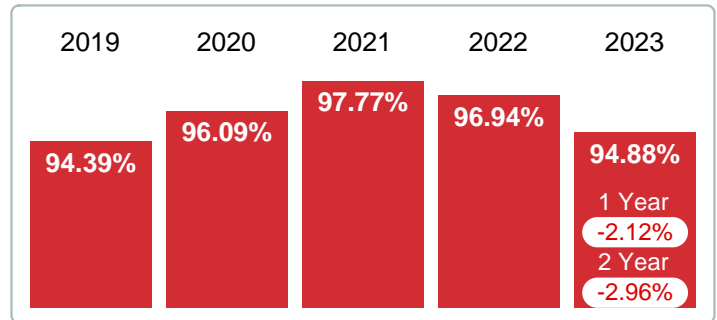
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

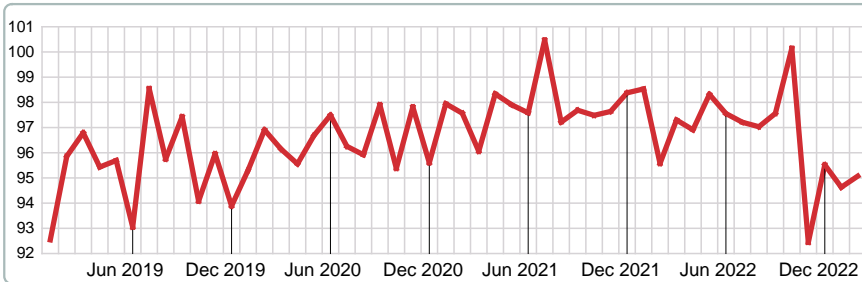
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

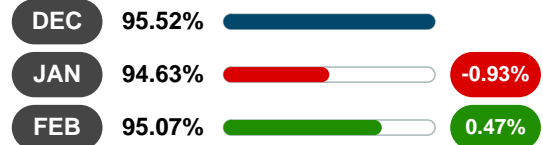


### 3 MONTHS

5 year FEB AVG = 96.20%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.07%**  
below the 5 yr FEB average of **96.20%**



## 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	2	6.90%	87.72%	88.48%	86.96%	0.00%	0.00%	
\$75,001 - \$125,000	3	10.34%	93.35%	0.00%	93.35%	0.00%	0.00%	
\$125,001 - \$175,000	7	24.14%	96.96%	95.40%	98.44%	94.17%	0.00%	
\$175,001 - \$225,000	7	24.14%	94.15%	92.88%	96.56%	87.03%	0.00%	
\$225,001 - \$250,000	2	6.90%	101.43%	0.00%	104.20%	98.66%	0.00%	
\$250,001 - \$400,000	6	20.69%	95.75%	96.99%	94.92%	96.36%	0.00%	
\$400,001 and up	2	6.90%	93.24%	0.00%	87.50%	0.00%	98.99%	
Average Sold/List Ratio		95.10%		93.67%	95.50%	94.52%	98.99%	
Total Closed Units		29	100%	95.10%	6	17	5	1
Total Closed Volume		6,074,608			1.09M	3.35M	1.15M	490.00K

# February 2023



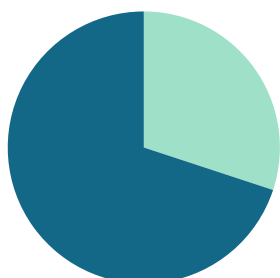
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

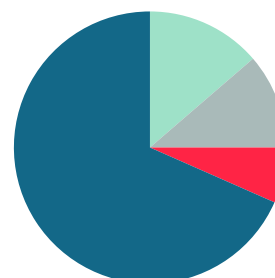


**Inventory**  
 New Listings  
**55 = 30.05%**  
 Start Inventory  
**128**  
 Total Inventory Units  
**183**  
 Volume  
**\$58,987,976**

### Market Activity

Closed Sales  
**29 = 13.68%**  
 Pending Sales  
**24 = 11.32%**  
 Other Off Market  
**14 = 6.60%**  
 Active Inventory  
**145 = 68.40%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	42	29	-30.95%	78	51	-34.62%
Pending Sales	35	24	-31.43%	82	54	-34.15%
New Listings	57	55	-3.51%	88	89	1.14%
Average List Price	229,686	220,455	-4.02%	222,578	214,810	-3.49%
Average Sale Price	217,583	209,469	-3.73%	215,693	203,952	-5.44%
Average Percent of Selling Price to List Price	95.58%	95.07%	-0.53%	96.94%	94.88%	-2.12%
Average Days on Market to Sale	40.29	68.34	69.65%	34.05	58.43	71.60%
Monthly Inventory	90	145	61.11%	90	145	61.11%
Months Supply of Inventory	1.83	3.52	92.36%	1.83	3.52	92.36%

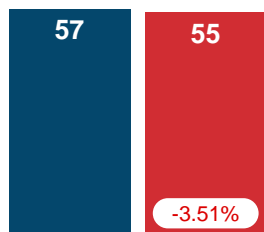
**Absorption:** Last 12 months, an Average of **41** Sales/Month

**Inventory** on February 28, 2023 = **145** 2022 2023

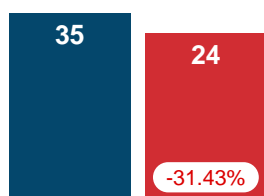
### FEBRUARY MARKET

### AVERAGE PRICES

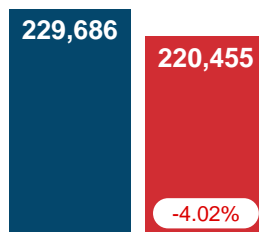
#### New Listings



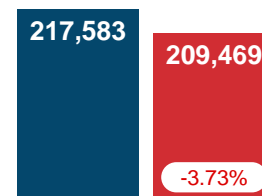
#### Pending Listings



#### List Price



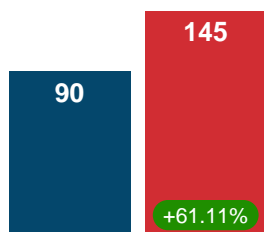
#### Sale Price



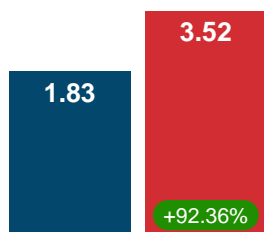
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

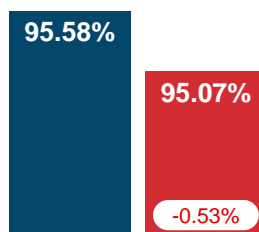
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

