

February 2023



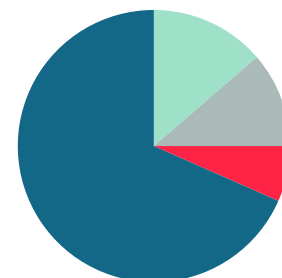
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	206,450	215,000	4.14%
Median Sale Price	201,000	205,888	2.43%
Median Percent of Selling Price to List Price	98.34%	94.83%	-3.57%
Median Days on Market to Sale	16.50	48.00	190.91%
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.

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 **2.43%** in February 2023 to \$205,888 versus the previous year at \$201,000.

Median Days on Market Lengthens

The median number of **48.00** days that homes spent on the market before selling increased by 31.50 days or **190.91%** in February 2023 compared to last year's same month at **16.50** DOM.

Sales Success for February 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 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

February 2023



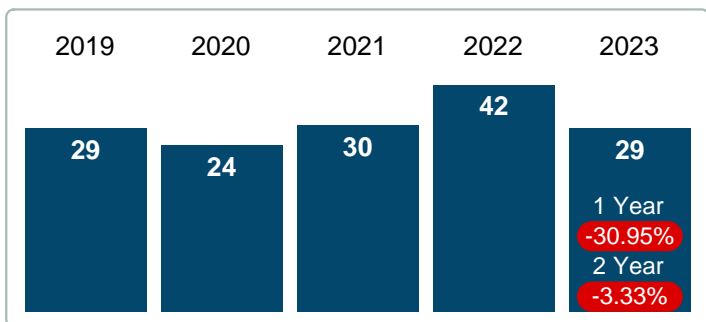
Area Delimited by County Of Cherokee - Residential Property Type



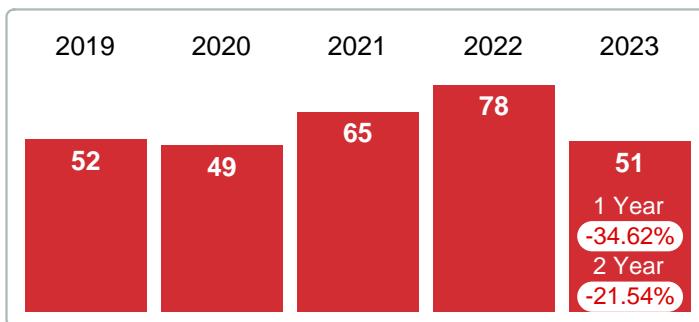
CLOSED LISTINGS

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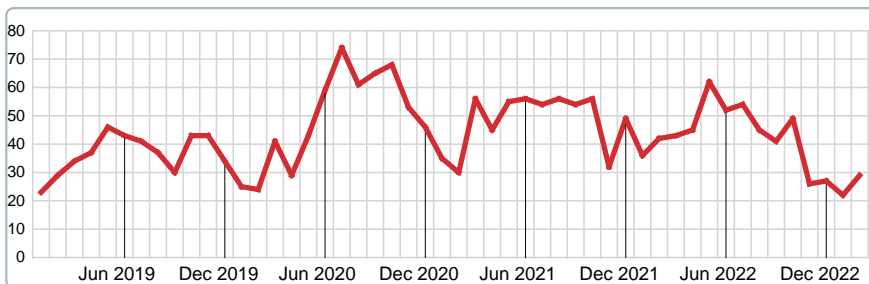
FEBRUARY



YEAR TO DATE (YTD)

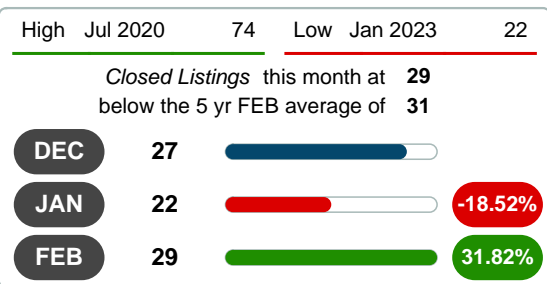


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 31



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	14.0	0	3	0	0
\$125,001 - \$175,000	7	24.14%	28.0	2	4	1	0
\$175,001 - \$225,000	7	24.14%	62.0	2	4	1	0
\$225,001 - \$250,000	2	6.90%	127.5	0	1	1	0
\$250,001 - \$400,000	6	20.69%	37.0	1	3	2	0
\$400,001 and up	2	6.90%	97.5	0	1	0	1
Total Closed Units	29			6	17	5	1
Total Closed Volume	6,074,608	100%	48.0	1.09M	3.35M	1.15M	490.00K
Median Closed Price	\$205,888			\$185,444	\$176,800	\$233,520	\$490,000

February 2023



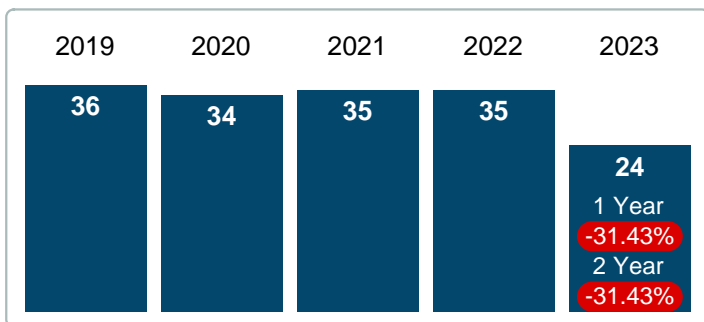
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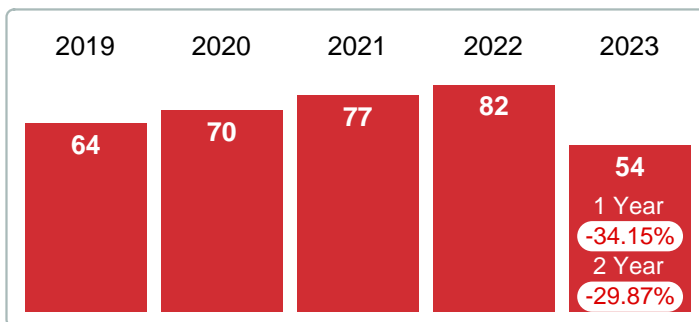
PENDING LISTINGS

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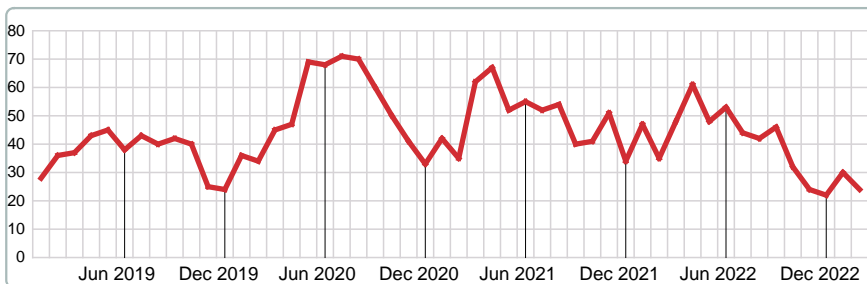
FEBRUARY



YEAR TO DATE (YTD)

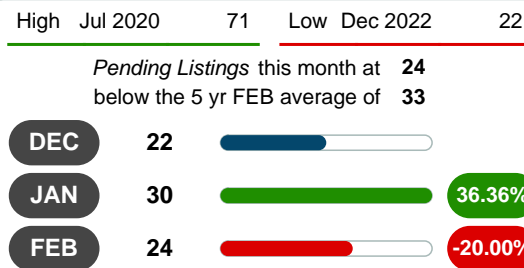


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	12.50%	129.0	2	1	0	0
\$100,001 - \$125,000	1	4.17%	114.0	0	1	0	0
\$125,001 - \$175,000	6	25.00%	7.0	0	6	0	0
\$175,001 - \$200,000	4	16.67%	23.0	0	4	0	0
\$200,001 - \$250,000	4	16.67%	87.5	0	4	0	0
\$250,001 - \$300,000	3	12.50%	109.0	1	2	0	0
\$300,001 and up	3	12.50%	98.0	0	3	0	0
Total Pending Units	24			3	21	0	0
Total Pending Volume	4,929,600	100%	60.0	470.00K	4.46M	0.00B	0.00B
Median Listing Price	\$189,200			\$100,000	\$198,500	\$0	\$0

February 2023



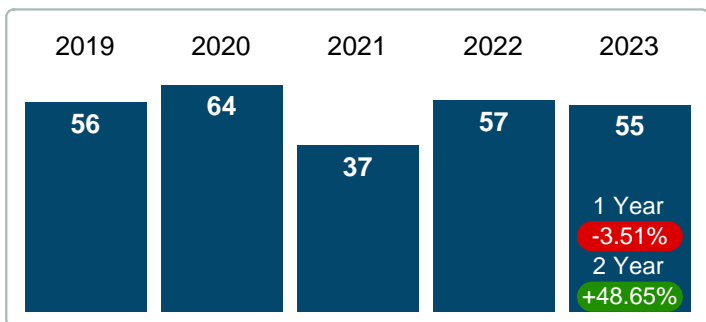
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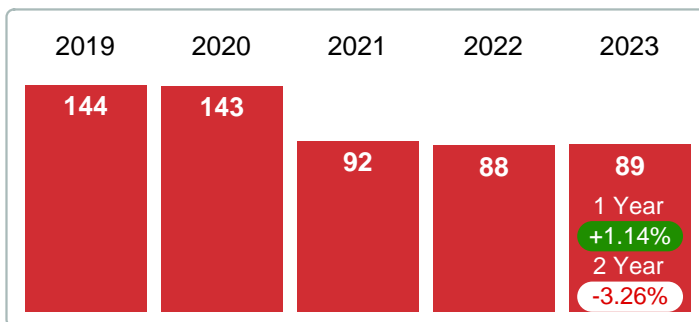
NEW LISTINGS

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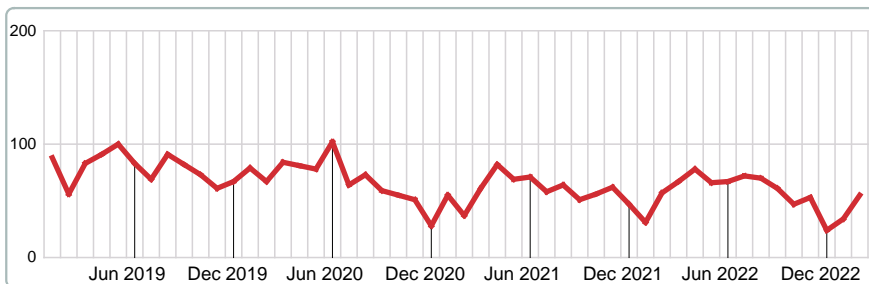
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

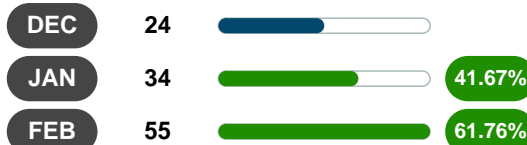


3 MONTHS

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
Total New Listed Units	55		8	38	9	0
Total New Listed Volume	12,428,388	100%	1.37M	8.09M	2.96M	0.00B
Median New Listed Listing Price	\$200,000		\$135,750	\$206,900	\$245,000	\$0

February 2023



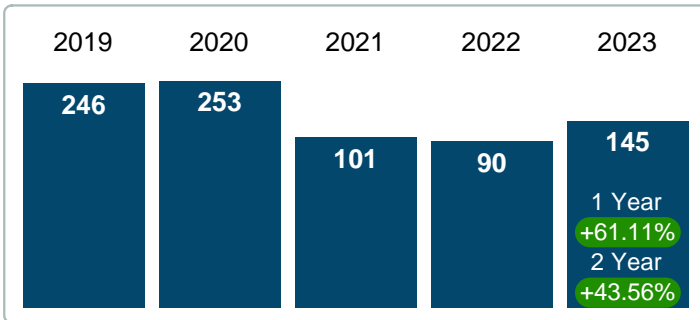
Area Delimited by County Of Cherokee - Residential Property Type



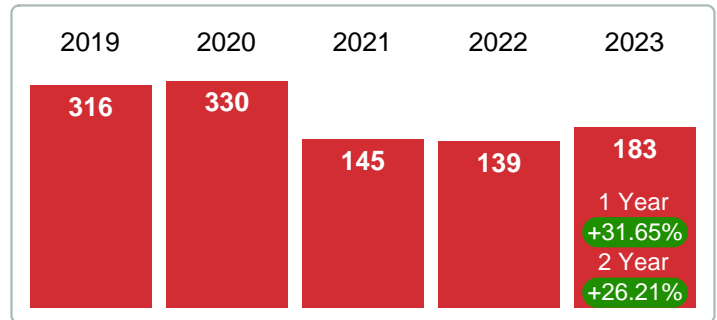
ACTIVE INVENTORY

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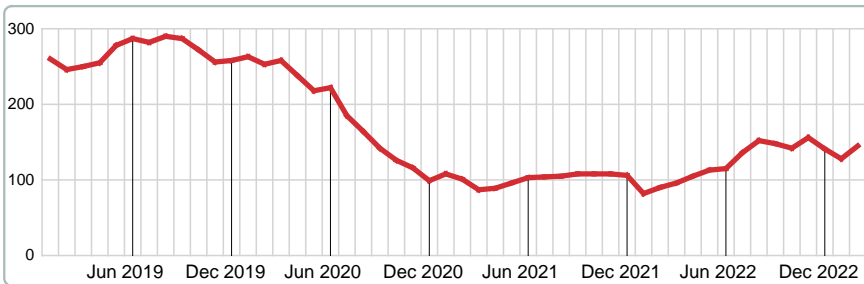
END OF FEBRUARY



ACTIVE DURING FEBRUARY

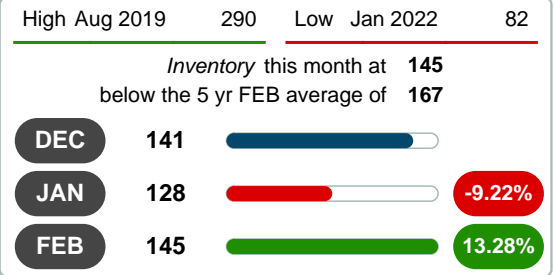


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 167



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	6.90%	31.5	5	4	1	0
\$100,001 - \$125,000	7	4.83%	16.0	3	4	0	0
\$125,001 - \$200,000	38	26.21%	50.5	8	26	4	0
\$200,001 - \$275,000	25	17.24%	21.0	0	18	7	0
\$275,001 - \$425,000	33	22.76%	81.0	0	19	11	3
\$425,001 - \$625,000	18	12.41%	129.0	4	8	5	1
\$625,001 and up	14	9.66%	166.0	2	3	8	1
Total Active Inventory by Units	145			22	82	36	5
Total Active Inventory by Volume	47,718,376	100%	80.0	6.57M	23.09M	15.50M	2.56M
Median Active Inventory Listing Price	\$249,900			\$142,250	\$238,700	\$344,950	\$369,900

February 2023



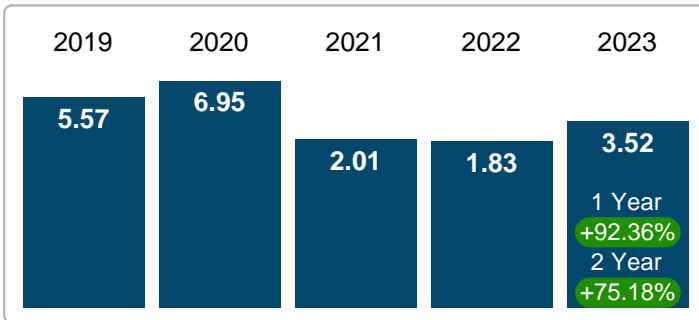
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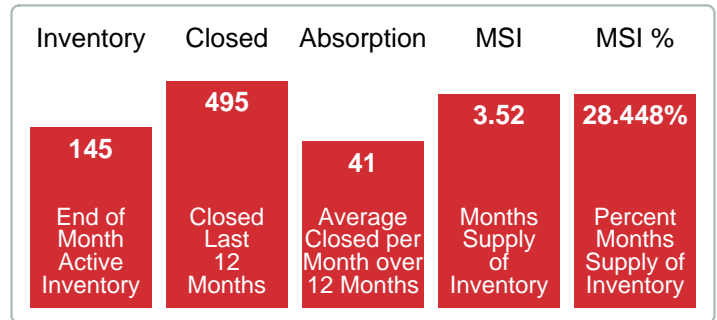
MONTHS SUPPLY of INVENTORY (MSI)

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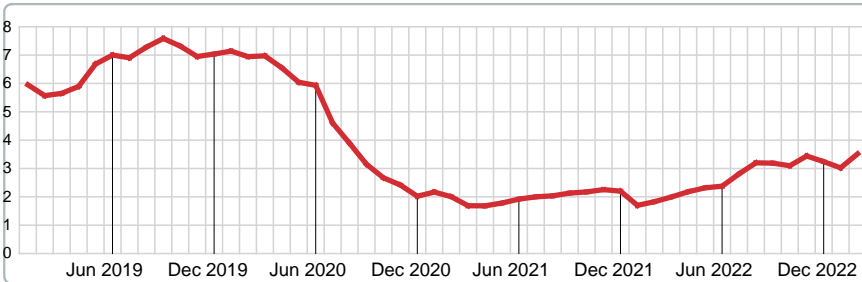
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

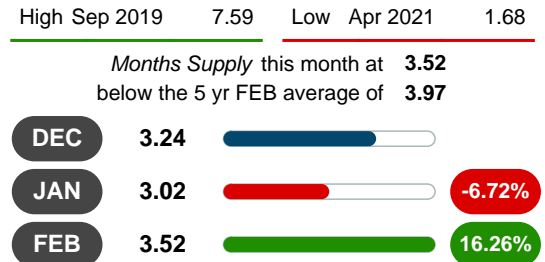


5 YEAR MARKET ACTIVITY TRENDS



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



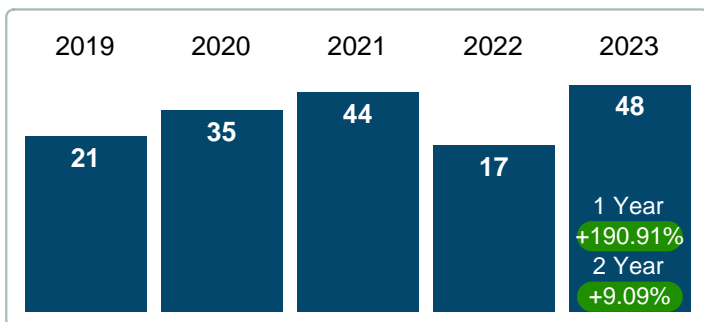
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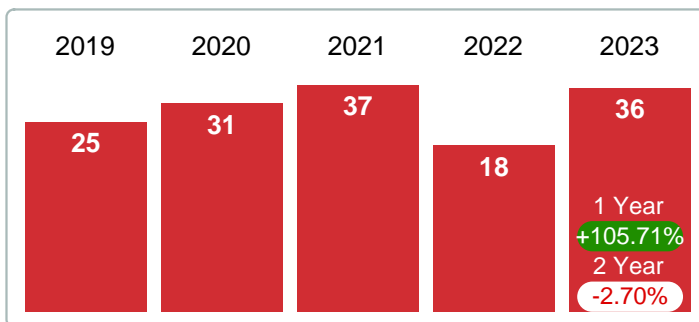
MEDIAN DAYS ON MARKET TO SALE

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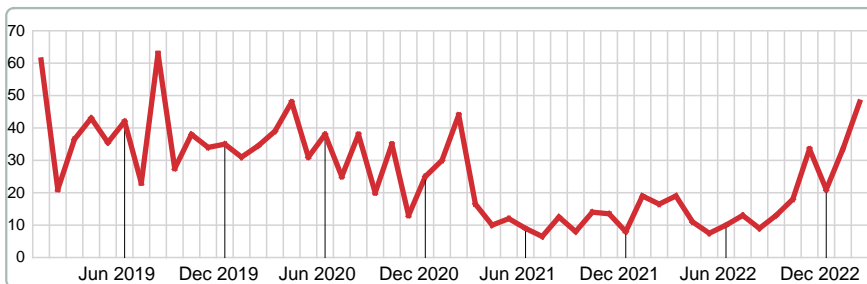
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

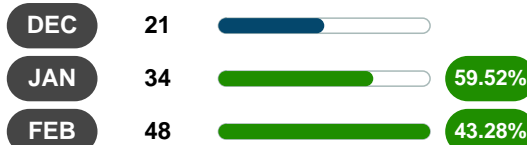


3 MONTHS

5 year FEB AVG = 33

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 48 above the 5 yr FEB average of 33



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	6.90%	130	4	256	0	0
\$75,001 - \$125,000	10.34%	14	0	14	0	0
\$125,001 - \$175,000	24.14%	28	21	61	3	0
\$175,001 - \$225,000	24.14%	62	76	15	119	0
\$225,001 - \$250,000	6.90%	128	0	182	73	0
\$250,001 - \$400,000	20.69%	37	180	36	31	0
\$400,001 and up	6.90%	98	0	110	0	85
Median Closed DOM		48	45	48	38	85
Total Closed Units	100%	48.0	6	17	5	1
Total Closed Volume		6,074,608	1.09M	3.35M	1.15M	490.00K

February 2023



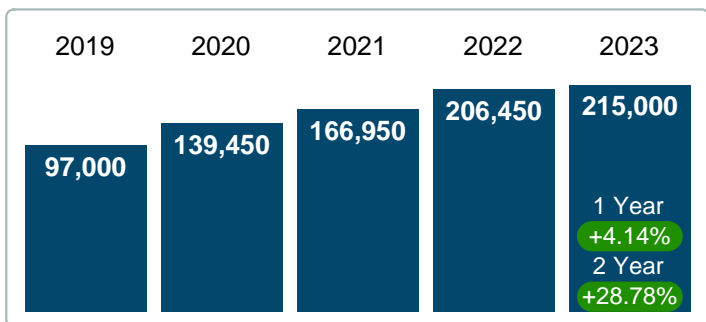
Area Delimited by County Of Cherokee - Residential Property Type



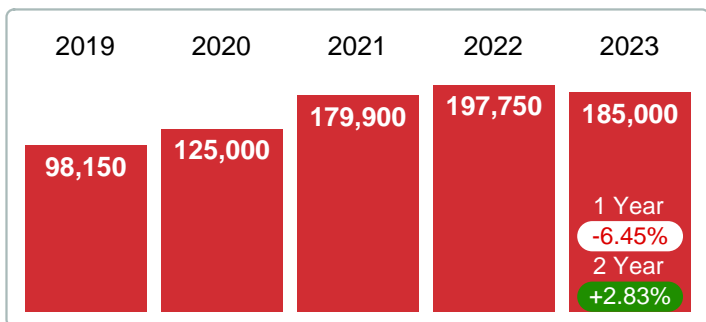
MEDIAN LIST PRICE AT CLOSING

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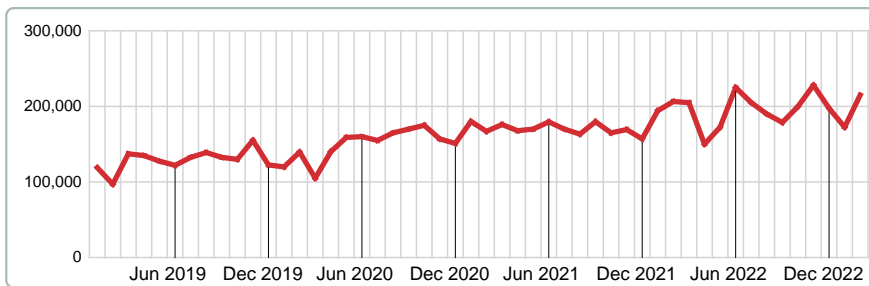
FEBRUARY



YEAR TO DATE (YTD)

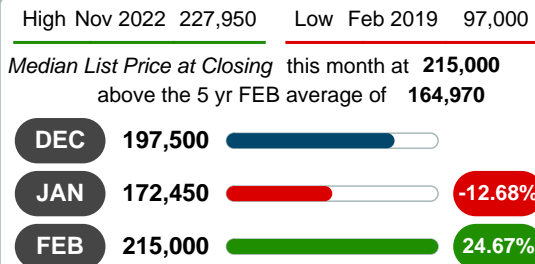


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 164,970



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	2	6.90%	64,450	59,900	69,000	0	0
\$75,001 - \$125,000	4	13.79%	104,900	0	104,900	0	0
\$125,001 - \$175,000	6	20.69%	169,800	165,000	169,700	169,900	0
\$175,001 - \$225,000	5	17.24%	215,000	215,000	212,451	0	0
\$225,001 - \$250,000	4	13.79%	238,500	250,000	238,000	237,850	0
\$250,001 - \$400,000	5	17.24%	290,000	299,000	274,950	284,250	0
\$400,001 and up	3	10.34%	480,000	0	462,500	0	495,000
Median List Price			215,000	192,500	185,000	239,000	495,000
Total Closed Units		100%	215,000	6	17	5	1
Total Closed Volume			6,393,201	1.15M	3.53M	1.21M	495.00K

February 2023



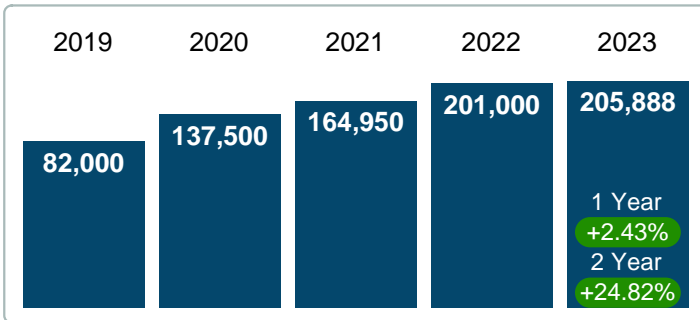
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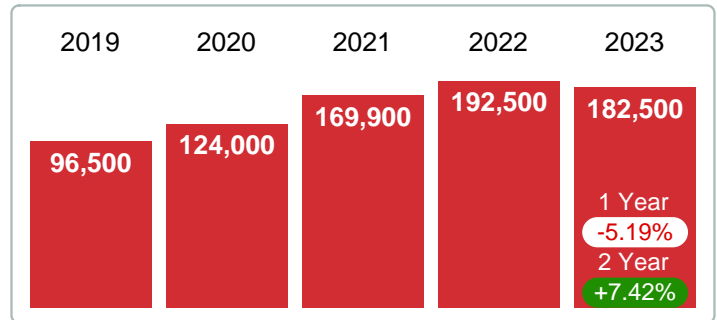
MEDIAN SOLD PRICE AT CLOSING

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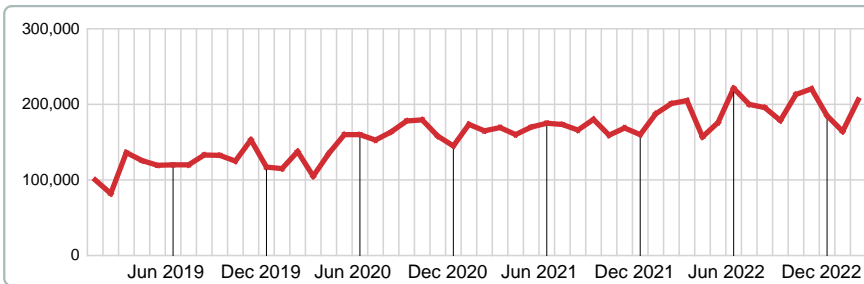
FEBRUARY



YEAR TO DATE (YTD)

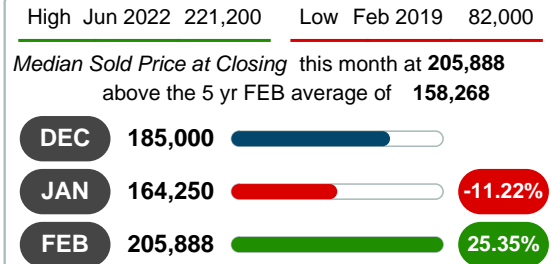


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 158,268



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	6.90%	56,500	53,000	60,000	0	0
\$75,001 - \$125,000	10.34%	89,900	0	89,900	0	0
\$125,001 - \$175,000	24.14%	160,000	157,500	159,500	160,000	0
\$175,001 - \$225,000	24.14%	208,000	215,444	199,500	208,000	0
\$225,001 - \$250,000	6.90%	240,760	0	248,000	233,520	0
\$250,001 - \$400,000	20.69%	282,500	290,000	275,000	274,250	0
\$400,001 and up	6.90%	455,000	0	420,000	0	490,000
Median Sold Price		205,888	185,444	176,800	233,520	490,000
Total Closed Units	100%	205,888	6	17	5	1
Total Closed Volume		6,074,608	1.09M	3.35M	1.15M	490.00K

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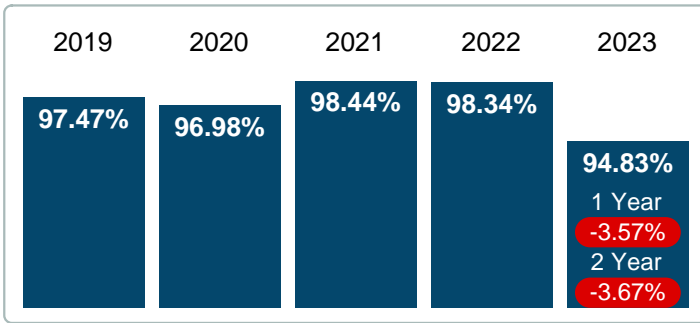
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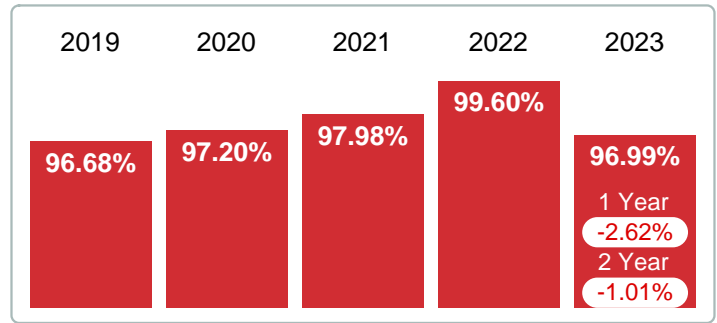
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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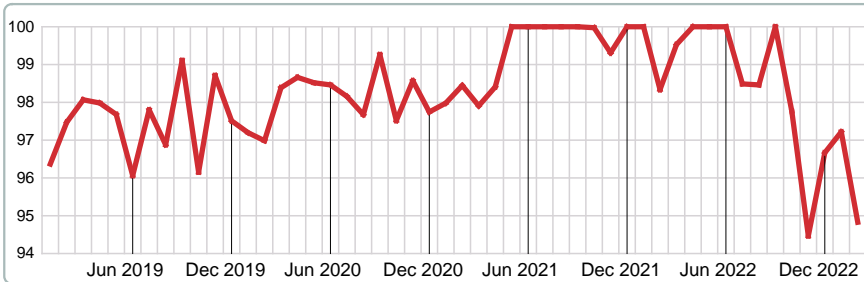
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

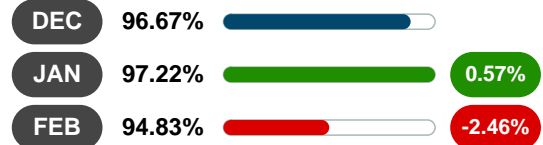


3 MONTHS

5 year FEB AVG = 97.21%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **94.83%**
below the 5 yr FEB average of **97.21%**



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	2	6.90%	87.72%	88.48%	86.96%	0.00%	0.00%
\$75,001 - \$125,000	3	10.34%	92.49%	0.00%	92.49%	0.00%	0.00%
\$125,001 - \$175,000	7	24.14%	94.59%	95.40%	98.10%	94.17%	0.00%
\$175,001 - \$225,000	7	24.14%	95.76%	92.88%	99.10%	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%	95.91%	96.99%	94.83%	96.36%	0.00%
\$400,001 and up	2	6.90%	93.24%	0.00%	87.50%	0.00%	98.99%
Median Sold/List Ratio		94.83%		94.76%	94.83%	94.17%	98.99%
Total Closed Units		29	100%	6	17	5	1
Total Closed Volume		6,074,608		1.09M	3.35M	1.15M	490.00K

February 2023



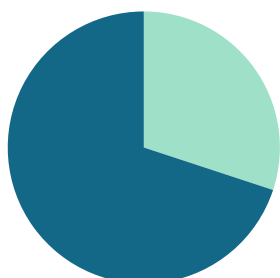
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

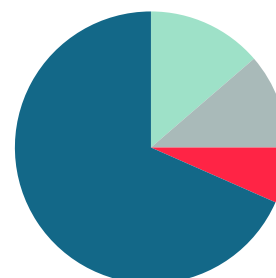


Inventory
 New Listings
55 = 30.05%
 Start Inventory
128
 Total Inventory Units
183
 Volume
\$58,987,976

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%
Median List Price	206,450	215,000	4.14%	197,750	185,000	-6.45%
Median Sale Price	201,000	205,888	2.43%	192,500	182,500	-5.19%
Median Percent of Selling Price to List Price	98.34%	94.83%	-3.57%	99.60%	96.99%	-2.62%
Median Days on Market to Sale	16.50	48.00	190.91%	17.50	36.00	105.71%
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%

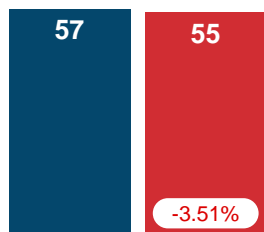
Absorption: Last 12 months, an Average of **41** Sales/Month

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

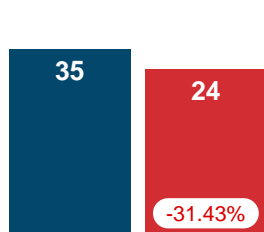
FEBRUARY MARKET

MEDIAN PRICES

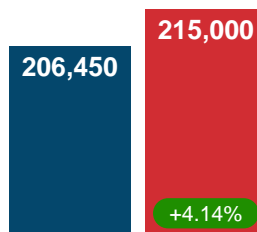
New Listings



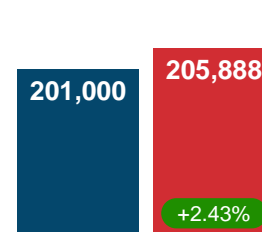
Pending Listings



List Price



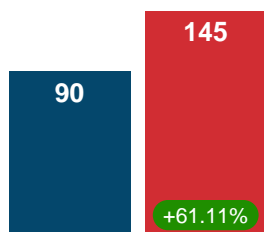
Sale Price



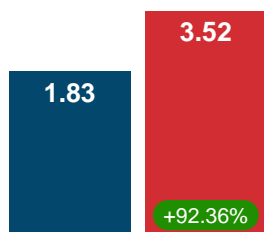
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

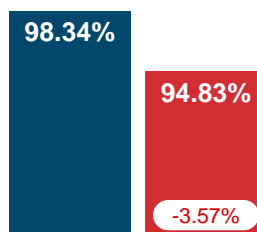
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

