

January 2023



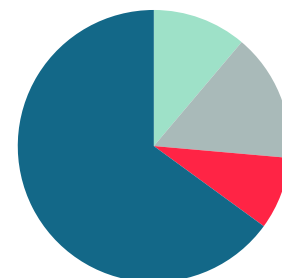
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	36	22	-38.89%
Pending Listings	47	30	-36.17%
New Listings	31	34	9.68%
Median List Price	194,250	172,450	-11.22%
Median Sale Price	187,500	164,250	-12.40%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%
Median Days on Market to Sale	19.00	33.50	76.32%
End of Month Inventory	82	128	56.10%
Months Supply of Inventory	1.70	3.02	77.91%



■ Closed (11.17%)
■ Pending (15.23%)
■ Other OffMarket (8.63%)
■ Active (64.97%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of January 31, 2023 = **128**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **56.10%** to 128 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **3.02** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **12.40%** in January 2023 to \$164,250 versus the previous year at \$187,500.

Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 14.50 days or **76.32%** in January 2023 compared to last year's same month at **19.00** DOM.

Sales Success for January 2023 is Positive

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

There were 34 New Listings in January 2023, up **9.68%** from last year at 31. Furthermore, there were 22 Closed Listings this month versus last year at 36, a **-38.89%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, down from previous year's, January 2022, at **116.1%**, a **44.28%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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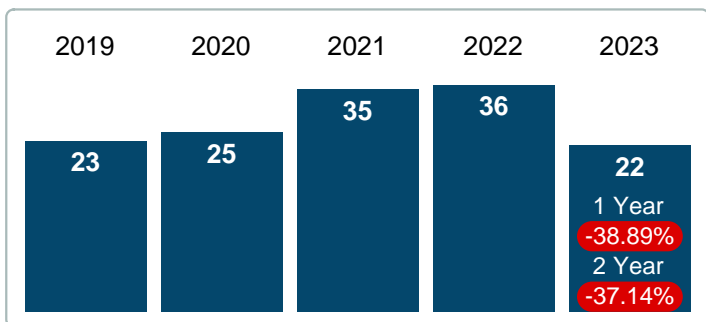
Area Delimited by County Of Cherokee - Residential Property Type



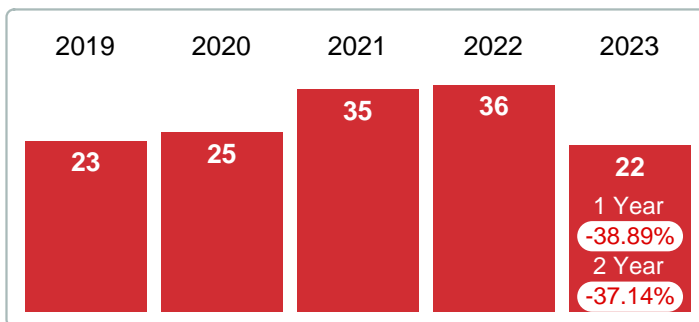
CLOSED LISTINGS

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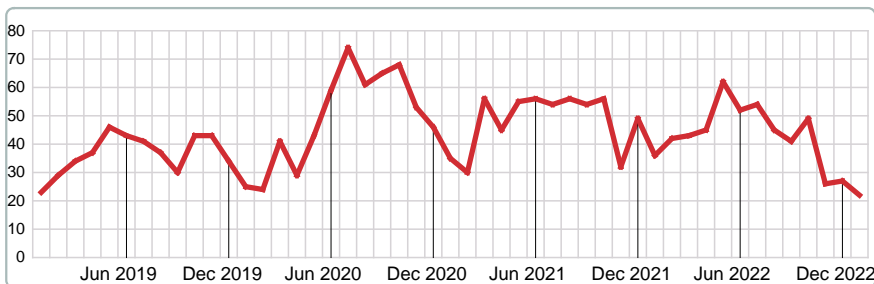
JANUARY



YEAR TO DATE (YTD)

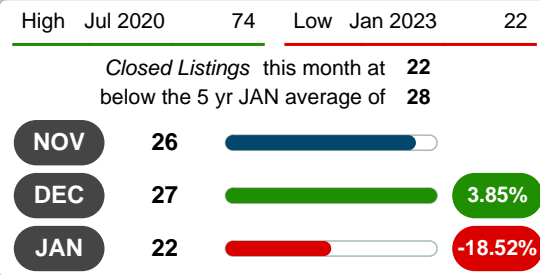


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	4.55%	14.0	1	0	0	0
\$50,001 - \$125,000	2	9.09%	70.0	0	2	0	0
\$125,001 - \$150,000	5	22.73%	47.0	1	3	1	0
\$150,001 - \$175,000	4	18.18%	30.0	1	1	2	0
\$175,001 - \$250,000	6	27.27%	55.5	0	4	1	1
\$250,001 - \$350,000	2	9.09%	21.0	0	1	1	0
\$350,001 and up	2	9.09%	62.5	1	1	0	0
Total Closed Units	22			4	12	5	1
Total Closed Volume	4,326,950	100%	33.5	784.50K	2.35M	974.60K	222.00K
Median Closed Price	\$164,250			\$151,000	\$169,750	\$168,500	\$222,000

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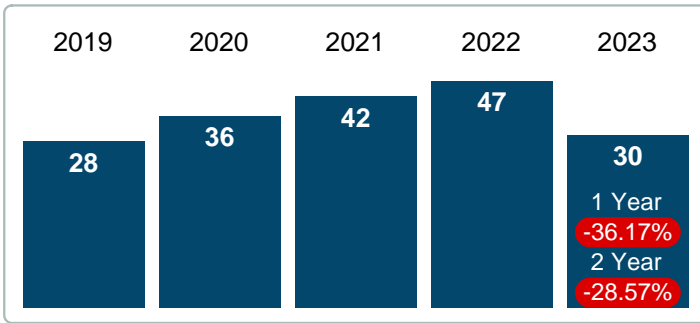
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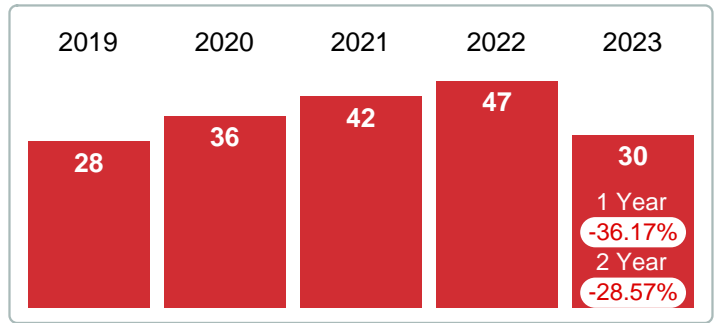
PENDING LISTINGS

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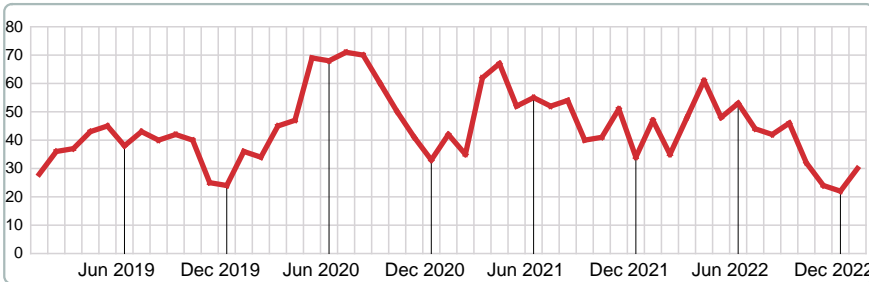
JANUARY



YEAR TO DATE (YTD)

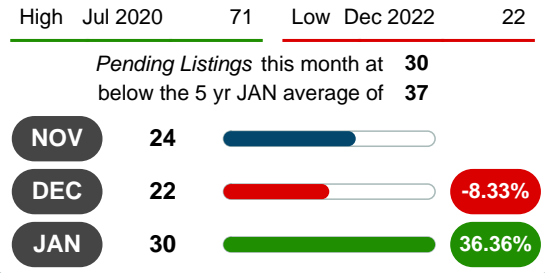


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	6.67%	134.0	1	1	0	0
\$75,001 - \$150,000	4	13.33%	27.5	0	4	0	0
\$150,001 - \$200,000	5	16.67%	74.0	1	2	2	0
\$200,001 - \$250,000	6	20.00%	75.5	2	4	0	0
\$250,001 - \$325,000	5	16.67%	36.0	0	3	2	0
\$325,001 - \$475,000	4	13.33%	81.5	0	2	1	1
\$475,001 and up	4	13.33%	116.5	0	2	1	1
Total Pending Units	30			4	18	6	2
Total Pending Volume	8,051,300	100%	64.5	684.90K	4.46M	2.07M	837.90K
Median Listing Price	\$235,250			\$187,500	\$228,750	\$284,250	\$418,950

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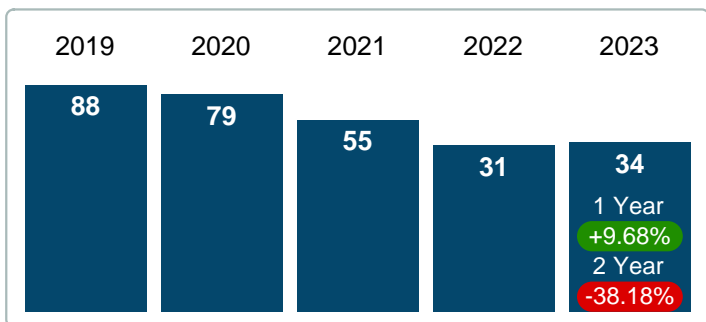
Area Delimited by County Of Cherokee - Residential Property Type



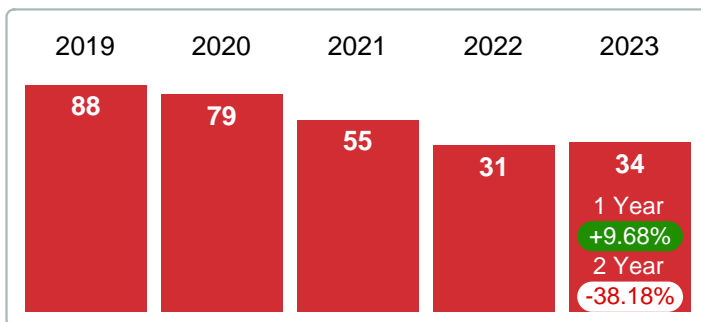
NEW LISTINGS

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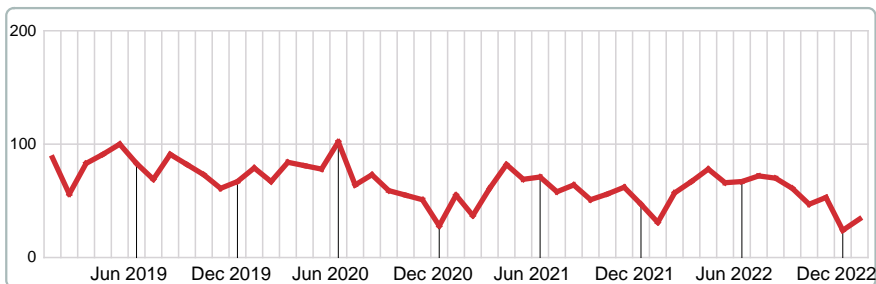
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

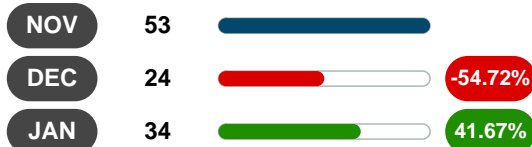


3 MONTHS

5 year JAN AVG = 57

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 34
below the 5 yr JAN average of 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	5.88%	1	1	0	0
\$75,001 - \$100,000	3	8.82%	1	2	0	0
\$100,001 - \$150,000	7	20.59%	1	6	0	0
\$150,001 - \$225,000	9	26.47%	0	7	2	0
\$225,001 - \$325,000	6	17.65%	0	6	0	0
\$325,001 - \$375,000	2	5.88%	0	1	1	0
\$375,001 and up	5	14.71%	0	3	2	0
Total New Listed Units	34		3	26	5	0
Total New Listed Volume	7,860,551	100%	263.15K	5.70M	1.89M	0.00B
Median New Listed Listing Price	\$187,500		\$84,900	\$187,500	\$329,900	\$0

January 2023



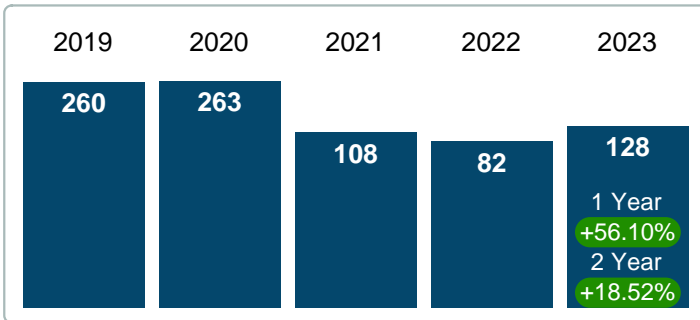
Area Delimited by County Of Cherokee - Residential Property Type



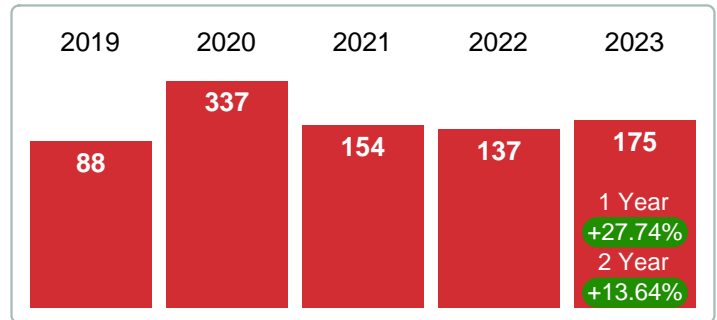
ACTIVE INVENTORY

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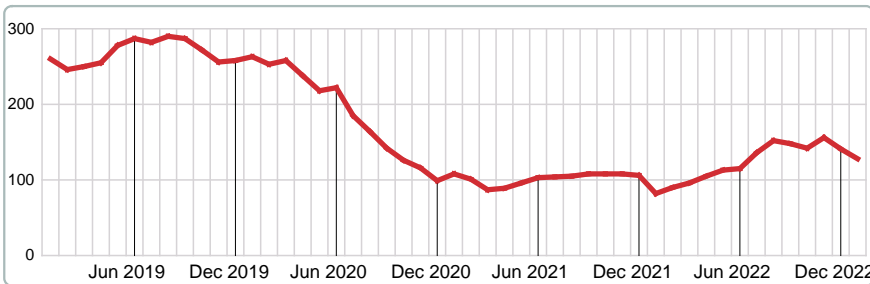
END OF JANUARY



ACTIVE DURING JANUARY

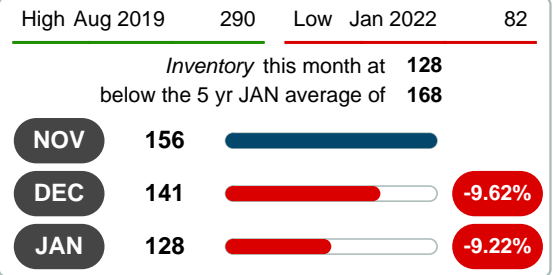


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 168



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	7.81%	83.5	6	3	1	0
\$100,001 - \$125,000	6	4.69%	90.0	3	3	0	0
\$125,001 - \$200,000	32	25.00%	76.0	6	22	4	0
\$200,001 - \$325,000	31	24.22%	78.0	1	21	9	0
\$325,001 - \$450,000	21	16.41%	87.0	1	10	7	3
\$450,001 - \$725,000	16	12.50%	130.0	2	7	6	1
\$725,001 and up	12	9.38%	145.0	2	3	5	2
Total Active Inventory by Units	128			21	69	32	6
Total Active Inventory by Volume	46,559,588	100%	88.5	6.20M	23.30M	13.73M	3.32M
Median Active Inventory Listing Price	\$277,450			\$142,000	\$247,000	\$351,450	\$497,450

January 2023



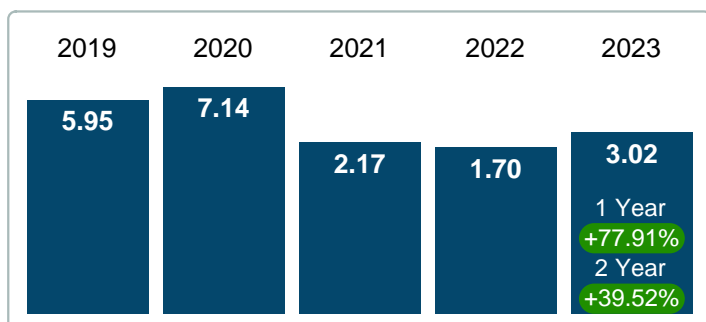
Area Delimited by County Of Cherokee - Residential Property Type



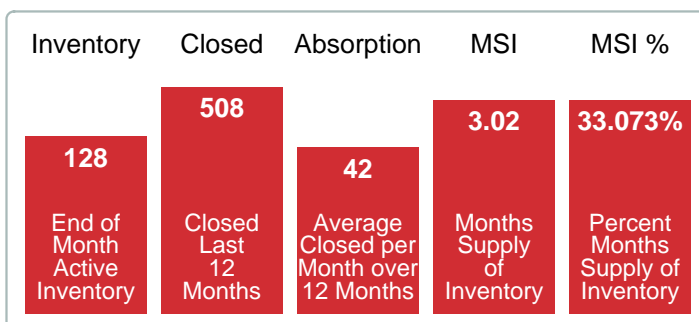
MONTHS SUPPLY of INVENTORY (MSI)

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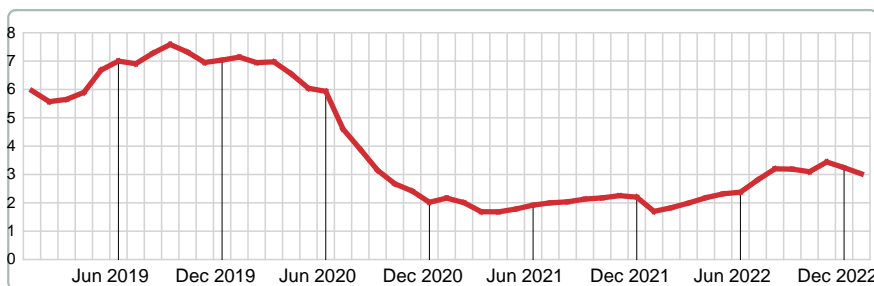
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

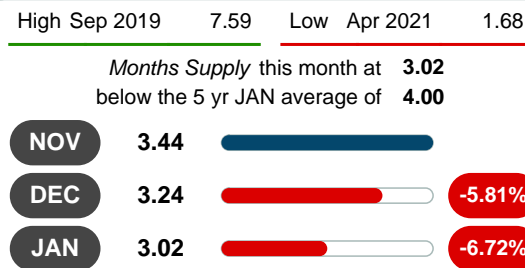


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.00



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	7.81%	1.60	2.18	0.92	6.00	0.00
\$100,001 - \$125,000	6	4.69%	2.25	2.40	2.40	0.00	0.00
\$125,001 - \$200,000	32	25.00%	2.40	2.32	2.54	2.53	0.00
\$200,001 - \$325,000	31	24.22%	2.38	2.40	2.31	3.00	0.00
\$325,001 - \$450,000	21	16.41%	5.73	4.00	6.67	4.67	7.20
\$450,001 - \$725,000	16	12.50%	6.00	24.00	7.00	6.00	1.71
\$725,001 and up	12	9.38%	16.00	24.00	9.00	30.00	12.00
Market Supply of Inventory (MSI)			3.02	2.83	2.75	4.22	2.67
Total Active Inventory by Units		100%	3.02	21	69	32	6

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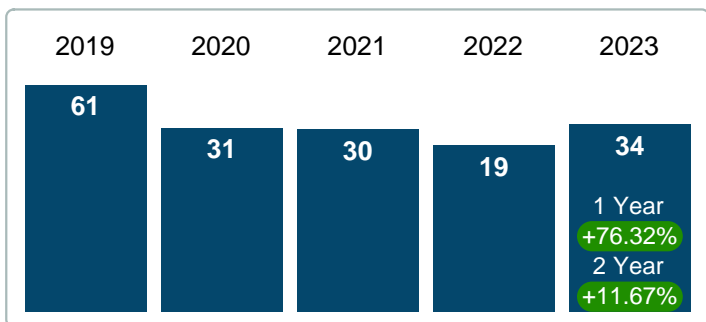
Area Delimited by County Of Cherokee - Residential Property Type



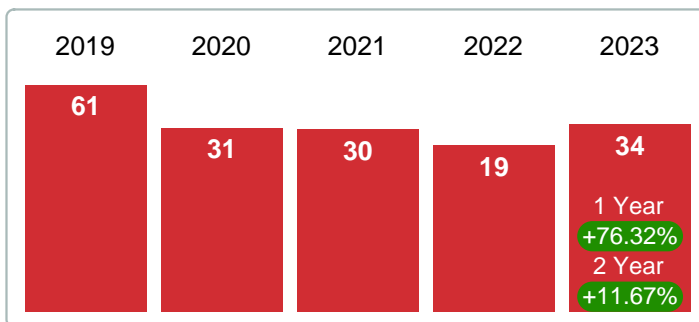
MEDIAN DAYS ON MARKET TO SALE

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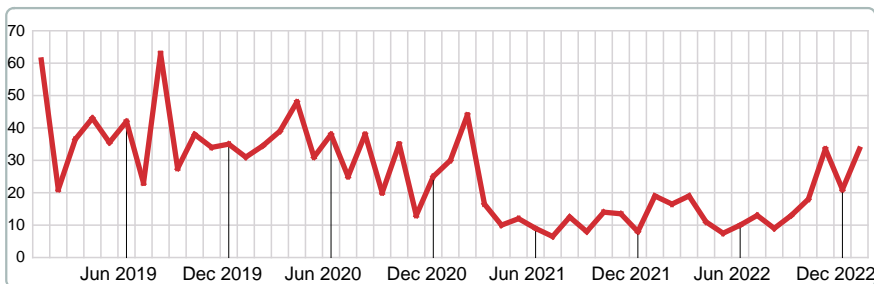
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 35

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 34 below the 5 yr JAN average of 35



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
\$50,000 and less	4.55%	14	14	0	0	0
\$50,001 - \$125,000	9.09%	70	0	70	0	0
\$125,001 - \$150,000	22.73%	47	33	47	59	0
\$150,001 - \$175,000	18.18%	30	41	31	18	0
\$175,001 - \$250,000	27.27%	56	0	56	98	2
\$250,001 - \$350,000	9.09%	21	0	34	8	0
\$350,001 and up	9.09%	63	9	116	0	0
Median Closed DOM		34	24	41	29	2
Total Closed Units	100%	33.5	4	12	5	1
Total Closed Volume		4,326,950	784.50K	2.35M	974.60K	222.00K

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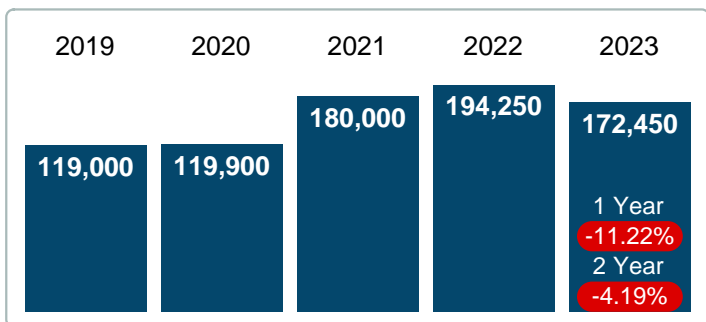
Area Delimited by County Of Cherokee - Residential Property Type



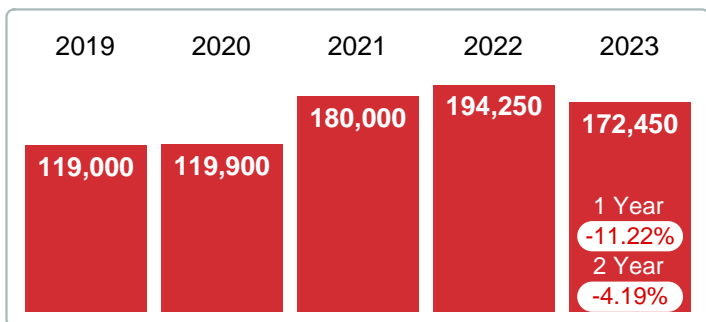
MEDIAN LIST PRICE AT CLOSING

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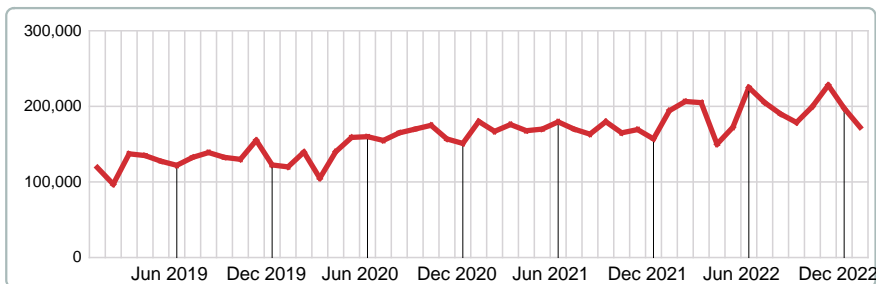
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

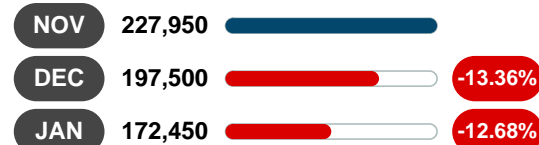


3 MONTHS

5 year JAN AVG = 157,120

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

Median List Price at Closing this month at 172,450 above the 5 yr JAN average of 157,120



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
\$50,000 and less	0.00%	63	0	0	0	0
\$50,001 - \$125,000	13.64%	74,900	52,700	74,950	0	0
\$125,001 - \$150,000	18.18%	140,950	142,000	134,950	144,500	0
\$150,001 - \$175,000	18.18%	162,450	164,900	159,750	165,000	0
\$175,001 - \$250,000	22.73%	199,000	0	199,000	199,450	0
\$250,001 - \$350,000	18.18%	297,200	0	322,500	299,400	265,000
\$350,001 and up	9.09%	459,450	469,000	449,900	0	0
Median List Price		172,450	153,450	171,250	179,900	265,000
Total Closed Units	100%	172,450	4	12	5	1
Total Closed Volume		4,562,100	828.60K	2.46M	1.01M	265.00K

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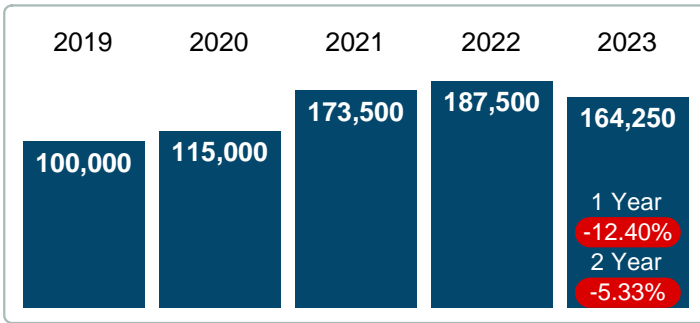
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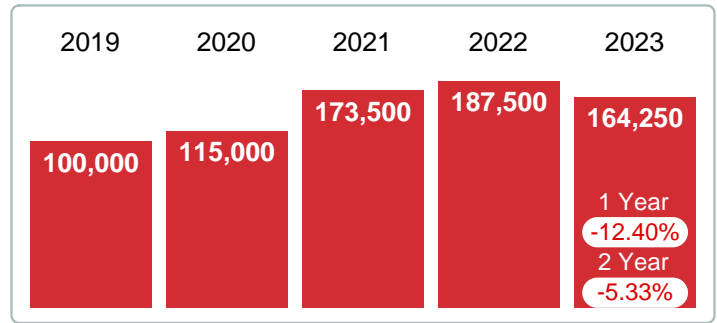
MEDIAN SOLD PRICE AT CLOSING

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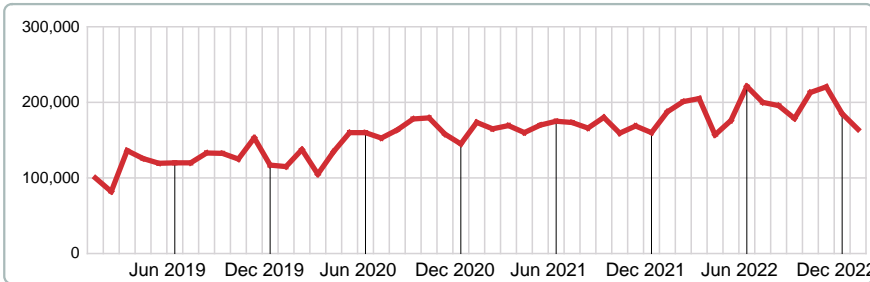
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

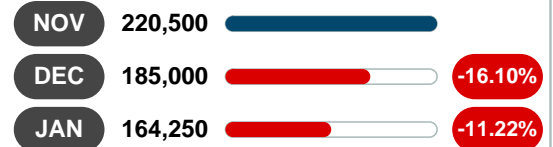


3 MONTHS

5 year JAN AVG = 148,050

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

Median Sold Price at Closing this month at 164,250 above the 5 yr JAN average of 148,050



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
\$50,000 and less	4.55%	37,500	37,500	0	0	0
\$50,001 - \$125,000	9.09%	73,000	0	73,000	0	0
\$125,001 - \$150,000	22.73%	136,600	142,000	135,850	136,600	0
\$150,001 - \$175,000	18.18%	159,500	160,000	157,000	163,750	0
\$175,001 - \$250,000	27.27%	220,500	0	212,500	219,000	222,000
\$250,001 - \$350,000	9.09%	320,750	0	350,000	291,500	0
\$350,001 and up	9.09%	435,000	445,000	425,000	0	0
Median Sold Price		164,250	151,000	169,750	168,500	222,000
Total Closed Units	100%	164,250	4	12	5	1
Total Closed Volume		4,326,950	784.50K	2.35M	974.60K	222.00K

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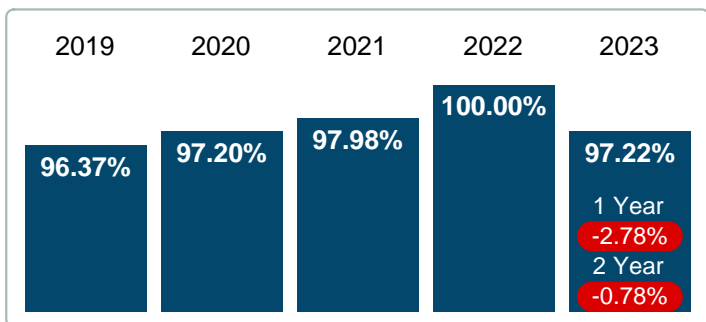
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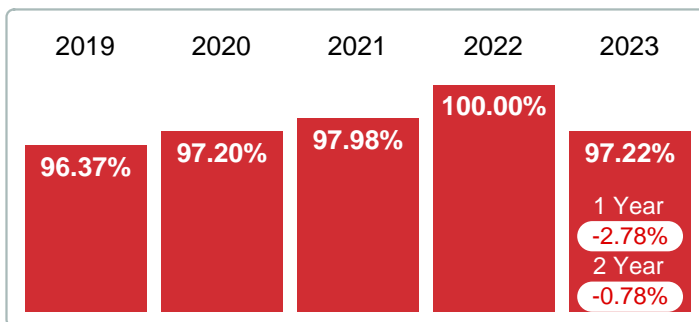
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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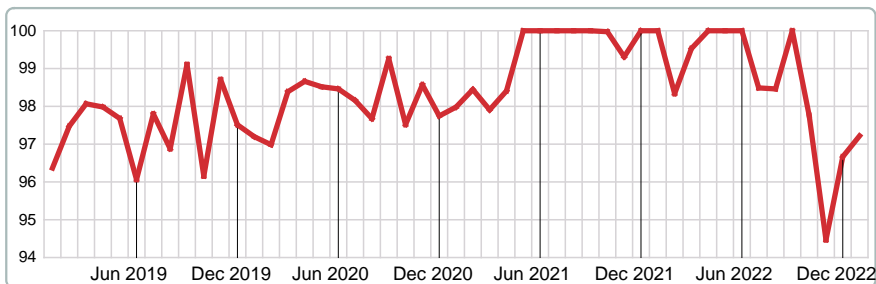
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

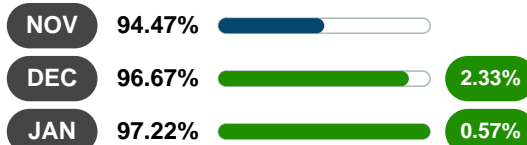


3 MONTHS

5 year JAN AVG = 97.75%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.22%**
below the 5 yr JAN average of **97.75%**



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
\$50,000 and less	1	4.55%	71.16%	71.16%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	2	9.09%	97.40%	0.00%	97.40%	0.00%	0.00%
\$125,001 - \$150,000	5	22.73%	97.11%	100.00%	97.11%	94.53%	0.00%
\$150,001 - \$175,000	4	18.18%	96.70%	97.03%	98.43%	95.01%	0.00%
\$175,001 - \$250,000	6	27.27%	98.99%	0.00%	98.99%	100.00%	83.77%
\$250,001 - \$350,000	2	9.09%	98.68%	0.00%	100.00%	97.36%	0.00%
\$350,001 and up	2	9.09%	94.67%	94.88%	94.47%	0.00%	0.00%
Median Sold/List Ratio		97.22%		95.96%	97.73%	96.36%	83.77%
Total Closed Units		22	100%	4	12	5	1
Total Closed Volume		4,326,950		784.50K	2.35M	974.60K	222.00K

January 2023



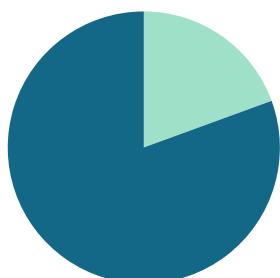
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

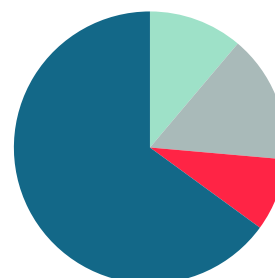


Inventory
 New Listings
34 = 19.43%
 Start Inventory
141
 Total Inventory Units
175
 Volume
\$59,818,238

Market Activity

Closed Sales
22 = 11.17%
 Pending Sales
30 = 15.23%
 Other Off Market
17 = 8.63%
 Active Inventory
128 = 64.97%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	36	22	-38.89%	36	22	-38.89%
Pending Sales	47	30	-36.17%	47	30	-36.17%
New Listings	31	34	9.68%	31	34	9.68%
Median List Price	194,250	172,450	-11.22%	194,250	172,450	-11.22%
Median Sale Price	187,500	164,250	-12.40%	187,500	164,250	-12.40%
Median Percent of Selling Price to List Price	100.00%	97.22%	-2.78%	100.00%	97.22%	-2.78%
Median Days on Market to Sale	19.00	33.50	76.32%	19.00	33.50	76.32%
Monthly Inventory	82	128	56.10%	82	128	56.10%
Months Supply of Inventory	1.70	3.02	77.91%	1.70	3.02	77.91%

Absorption: Last 12 months, an Average of **42** Sales/Month

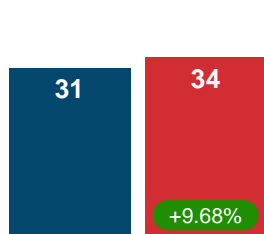
Inventory on January 31, 2023 = **128**

2022 **2023**

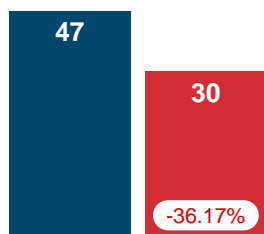
JANUARY MARKET

MEDIAN PRICES

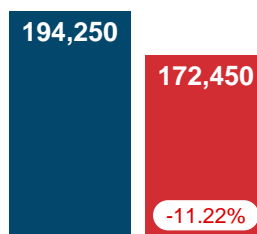
New Listings



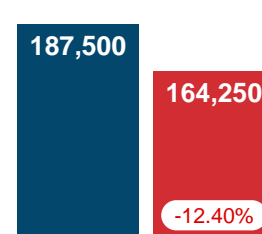
Pending Listings



List Price



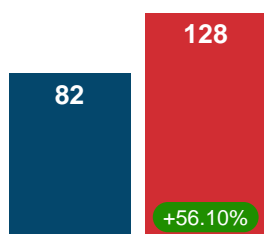
Sale Price



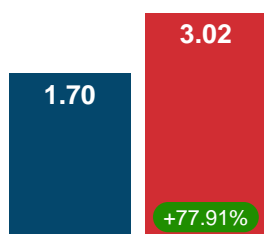
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

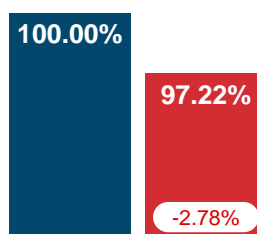
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

