

July 2023



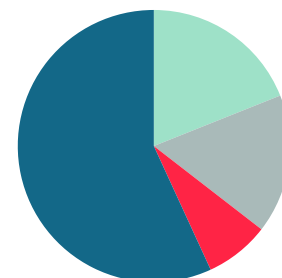
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	54	47	-12.96%
Pending Listings	44	41	-6.82%
New Listings	72	67	-6.94%
Average List Price	226,211	230,368	1.84%
Average Sale Price	219,034	223,688	2.12%
Average Percent of Selling Price to List Price	97.21%	97.05%	-0.16%
Average Days on Market to Sale	26.96	43.55	61.53%
End of Month Inventory	136	141	3.68%
Months Supply of Inventory	2.81	3.86	37.53%



■ Closed (18.95%)
■ Pending (16.53%)
■ Other OffMarket (7.66%)
■ Active (56.85%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of July 31, 2023 = **141**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **3.68%** to 141 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **3.86** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **2.12%** in July 2023 to \$223,688 versus the previous year at \$219,034.

Average Days on Market Lengthens

The average number of **43.55** days that homes spent on the market before selling increased by 16.59 days or **61.53%** in July 2023 compared to last year's same month at **26.96** DOM.

Sales Success for July 2023 is Positive

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

There were 67 New Listings in July 2023, down **6.94%** from last year at 72. Furthermore, there were 47 Closed Listings this month versus last year at 54, a **-12.96%** decrease.

Closed versus Listed trends yielded a **70.1%** ratio, down from previous year's, July 2022, at **75.0%**, a **6.47%** 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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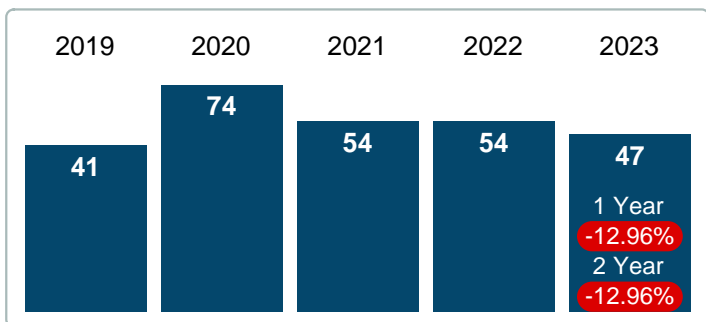
Area Delimited by County Of Cherokee - Residential Property Type



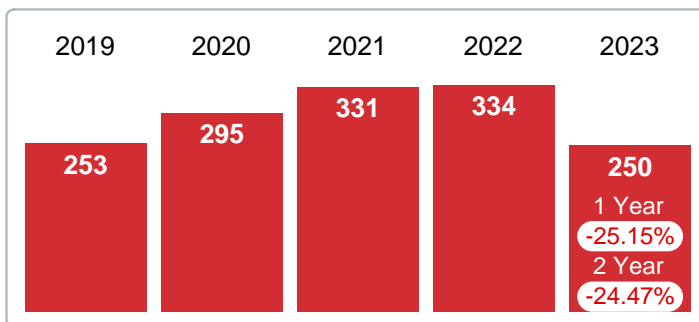
CLOSED LISTINGS

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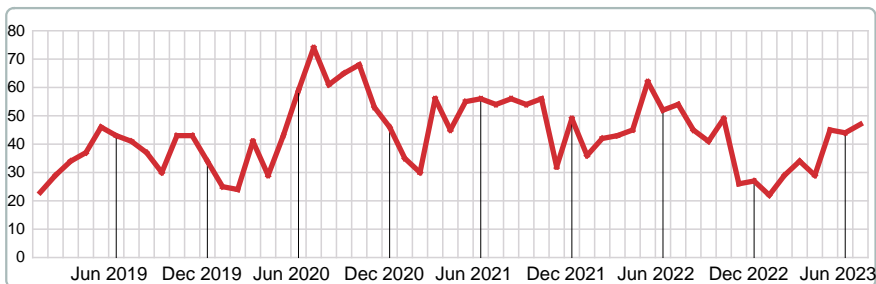
JULY



YEAR TO DATE (YTD)

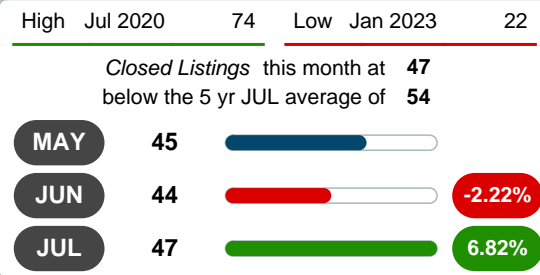


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	18.7	3	0	0	0
\$50,001 - \$125,000	5	10.64%	57.8	4	1	0	0
\$125,001 - \$175,000	9	19.15%	26.4	4	4	1	0
\$175,001 - \$225,000	10	21.28%	46.5	2	6	2	0
\$225,001 - \$300,000	11	23.40%	53.6	0	9	2	0
\$300,001 - \$400,000	6	12.77%	40.5	0	4	2	0
\$400,001 and up	3	6.38%	55.3	0	1	0	2
Total Closed Units	47			13	25	7	2
Total Closed Volume	10,513,330	100%	43.6	1.43M	6.20M	1.87M	1.00M
Average Closed Price	\$223,688			\$110,343	\$248,016	\$267,670	\$502,390

July 2023



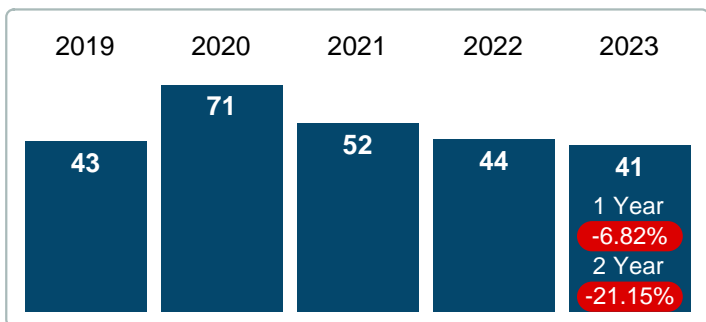
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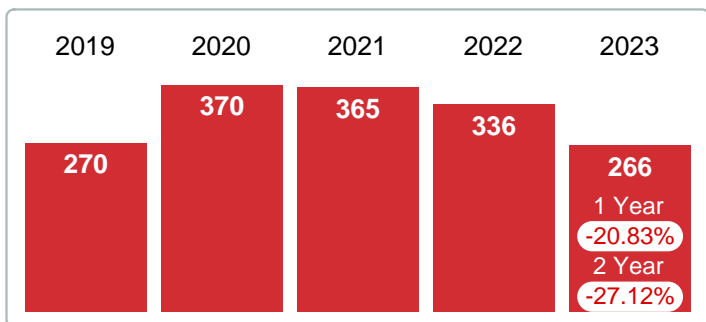
PENDING LISTINGS

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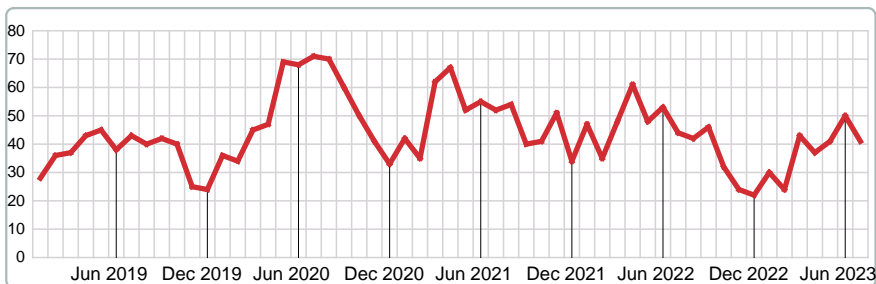
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 41 below the 5 yr JUL average of 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	6	14.63%	42.8	3	3	0	0
\$125,001 - \$150,000	2	4.88%	54.5	1	1	0	0
\$150,001 - \$200,000	6	14.63%	14.7	0	4	2	0
\$200,001 - \$225,000	4	9.76%	11.5	0	3	1	0
\$225,001 - \$300,000	14	34.15%	60.1	0	12	2	0
\$300,001 - \$375,000	3	7.32%	75.0	0	2	1	0
\$375,001 and up	6	14.63%	113.5	0	3	2	1
Total Pending Units	41			4	28	8	1
Total Pending Volume	9,976,300	100%	34.8	445.00K	6.80M	2.31M	419.00K
Average Listing Price	\$337,750			\$111,250	\$242,993	\$288,563	\$419,000

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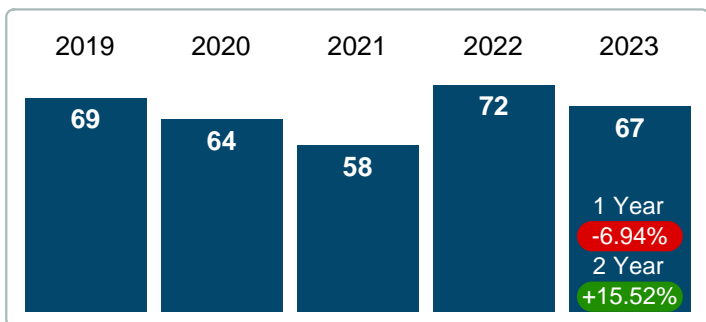
Area Delimited by County Of Cherokee - Residential Property Type



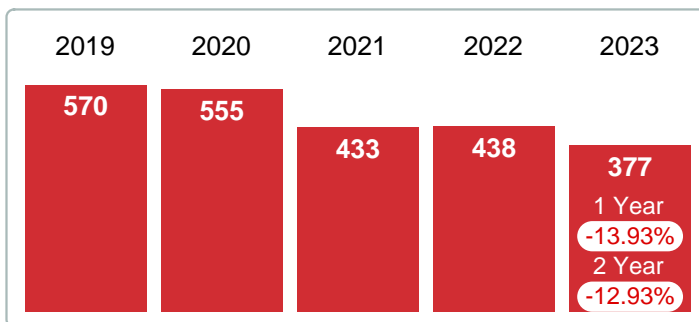
NEW LISTINGS

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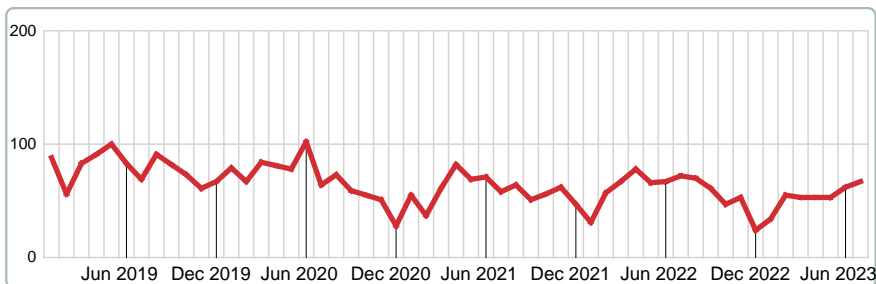
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 66

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 67
above the 5 yr JUL average of 66



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	3	4.48%	2	1	0	0
\$75,001 - \$125,000	10	14.93%	6	3	1	0
\$125,001 - \$175,000	13	19.40%	4	6	3	0
\$175,001 - \$225,000	11	16.42%	2	6	2	1
\$225,001 - \$300,000	12	17.91%	1	9	2	0
\$300,001 - \$475,000	10	14.93%	0	3	6	1
\$475,001 and up	8	11.94%	1	5	2	0
Total New Listed Units	67		16	33	16	2
Total New Listed Volume	19,228,198	100%	4.20M	9.37M	5.11M	549.00K
Average New Listed Listing Price	\$317,000		\$262,416	\$283,880	\$319,531	\$274,500

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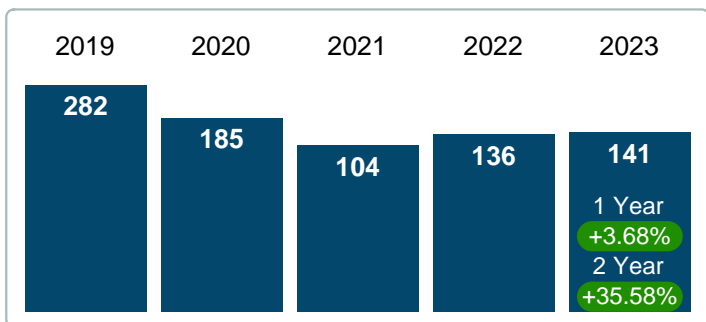
Area Delimited by County Of Cherokee - Residential Property Type



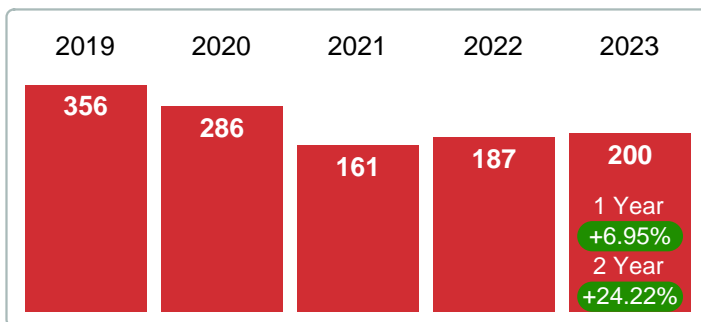
ACTIVE INVENTORY

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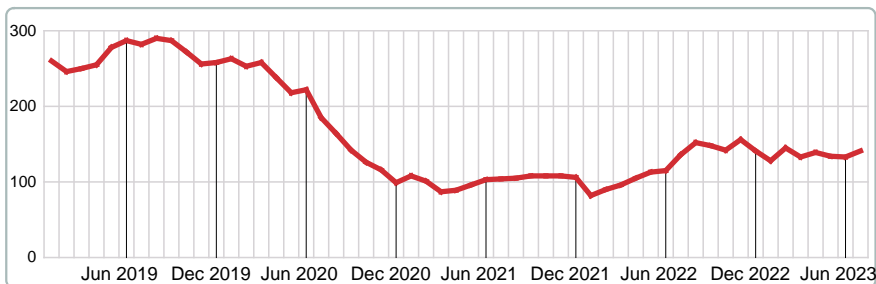
END OF JULY



ACTIVE DURING JULY

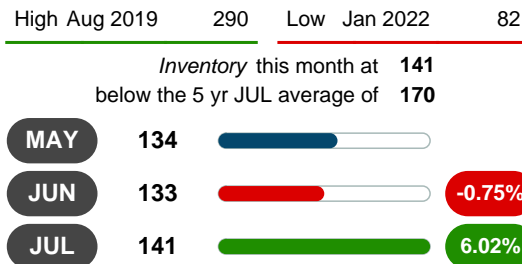


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 170



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	9.22%	53.8	5	7	1	0
\$100,001 - \$150,000	17	12.06%	49.8	9	7	1	0
\$150,001 - \$175,000	9	6.38%	41.6	3	3	3	0
\$175,001 - \$300,000	48	34.04%	68.3	9	28	9	2
\$300,001 - \$450,000	23	16.31%	88.7	1	10	9	3
\$450,001 - \$675,000	15	10.64%	118.1	0	10	3	2
\$675,001 and up	16	11.35%	114.2	1	7	6	2
Total Active Inventory by Units	141			28	72	32	9
Total Active Inventory by Volume	48,276,903	100%	76.9	6.64M	24.18M	12.90M	4.56M
Average Active Inventory Listing Price	\$342,389			\$237,162	\$335,841	\$403,128	\$506,189

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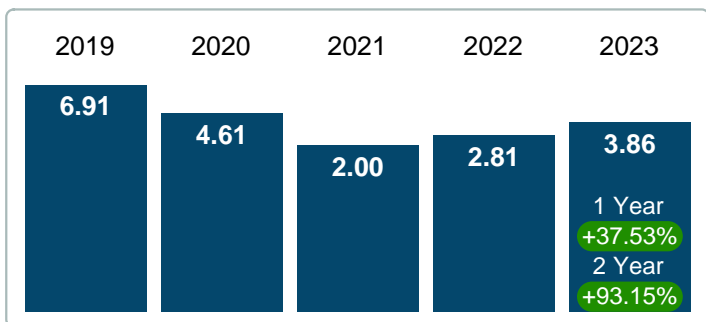
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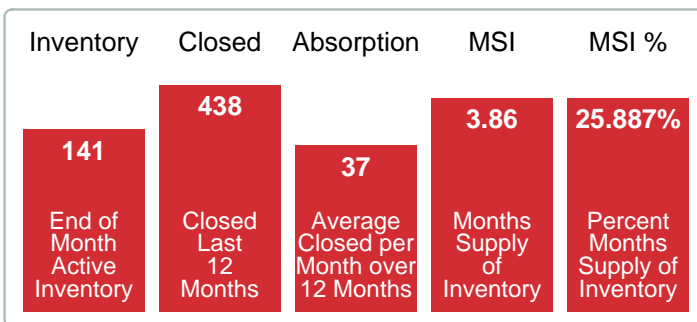
MONTHS SUPPLY of INVENTORY (MSI)

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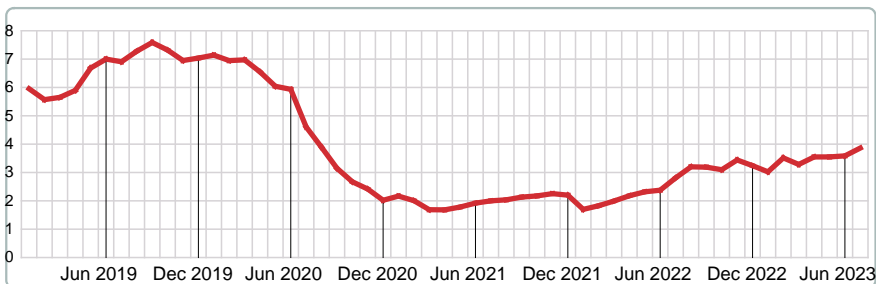
MSI FOR JULY



INDICATORS FOR JULY 2023

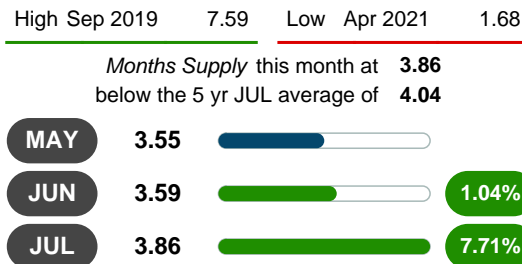


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.04



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	9.22%	2.89	2.07	3.50	12.00	0.00
\$100,001 - \$150,000	17	12.06%	2.52	4.70	1.75	1.33	0.00
\$150,001 - \$175,000	9	6.38%	2.00	4.00	1.00	4.50	0.00
\$175,001 - \$300,000	48	34.04%	3.62	9.00	3.08	3.18	6.00
\$300,001 - \$450,000	23	16.31%	4.68	4.00	3.53	6.00	9.00
\$450,001 - \$675,000	15	10.64%	8.18	0.00	10.91	6.00	4.80
\$675,001 and up	16	11.35%	21.33	12.00	42.00	18.00	12.00
Market Supply of Inventory (MSI)			3.86	4.36	3.27	4.80	6.35
Total Active Inventory by Units		100%	3.86	28	72	32	9

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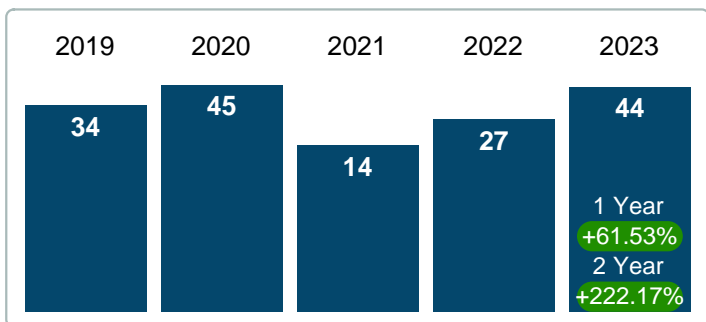
Area Delimited by County Of Cherokee - Residential Property Type



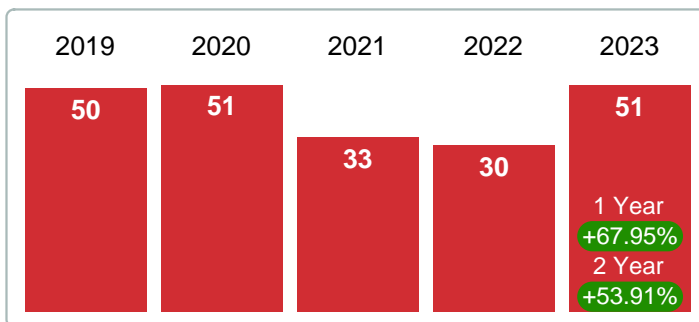
AVERAGE DAYS ON MARKET TO SALE

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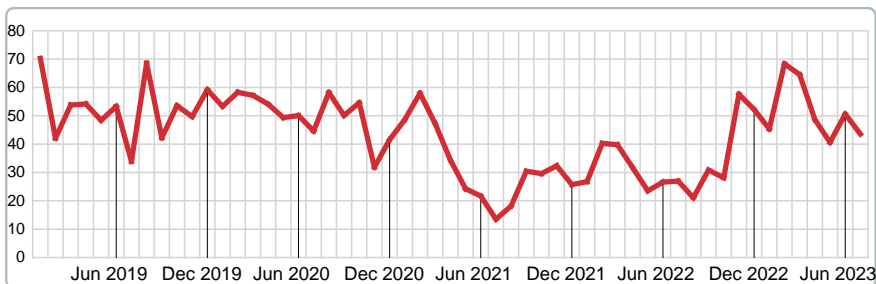
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 33

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 44 above the 5 yr JUL average of 33



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
\$50,000 and less	6.38%	19	19	0	0	0
\$50,001 - \$125,000	10.64%	58	72	3	0	0
\$125,001 - \$175,000	19.15%	26	15	36	35	0
\$175,001 - \$225,000	21.28%	47	71	27	80	0
\$225,001 - \$300,000	23.40%	54	0	57	39	0
\$300,001 - \$400,000	12.77%	41	0	49	24	0
\$400,001 and up	6.38%	55	0	1	0	83
Average Closed DOM		44	42	41	46	83
Total Closed Units	100%	44	13	25	7	2
Total Closed Volume		10,513,330	1.43M	6.20M	1.87M	1.00M

July 2023



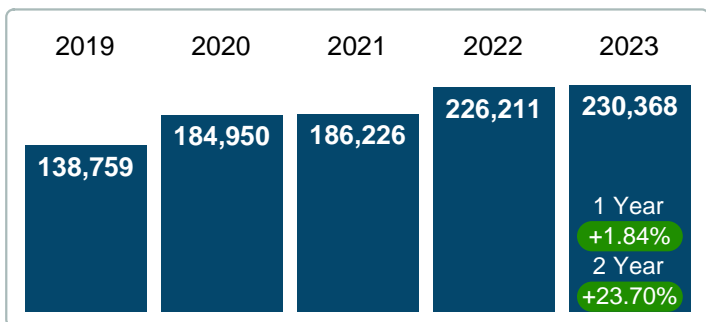
Area Delimited by County Of Cherokee - Residential Property Type



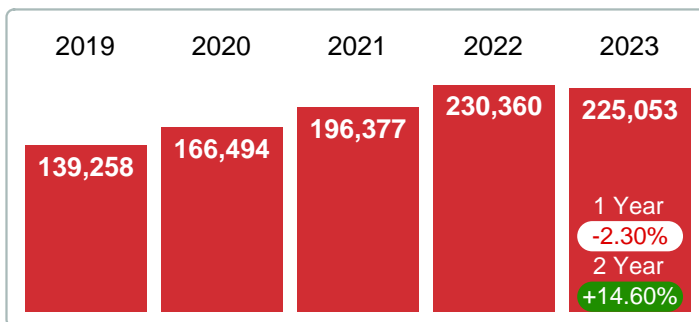
AVERAGE LIST PRICE AT CLOSING

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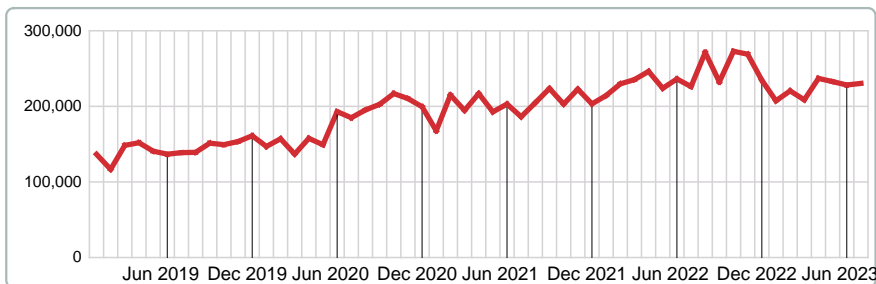
JULY



YEAR TO DATE (YTD)

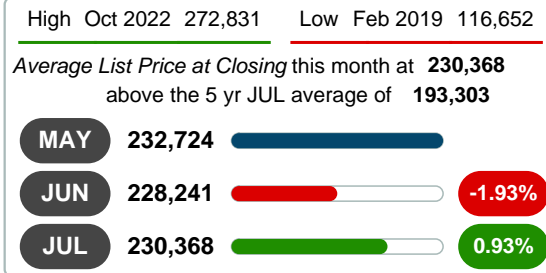


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 193,303



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
\$50,000 and less	3	6.38%	36,300	0	0	0
\$50,001 - \$125,000	4	8.51%	90,575	124,500	0	0
\$125,001 - \$175,000	8	17.02%	153,700	157,325	169,900	0
\$175,001 - \$225,000	12	25.53%	204,000	197,817	212,495	0
\$225,001 - \$300,000	10	21.28%	0	263,500	274,400	0
\$300,001 - \$400,000	5	10.64%	0	399,875	364,450	0
\$400,001 and up	5	10.64%	0	500,000	0	524,500
Average List Price		230,368	114,923	256,468	267,513	524,500
Total Closed Units		47	13	25	7	2
Total Closed Volume		10,827,290	1.49M	6.41M	1.87M	1.05M

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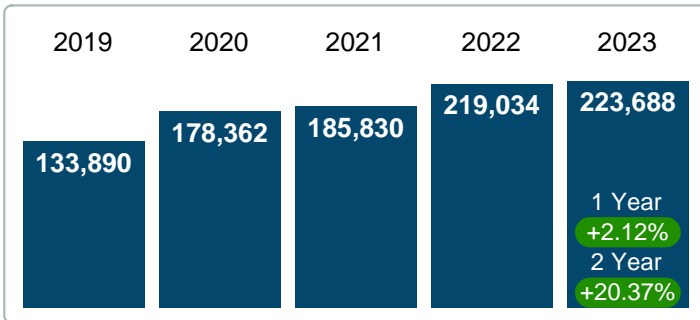
Area Delimited by County Of Cherokee - Residential Property Type



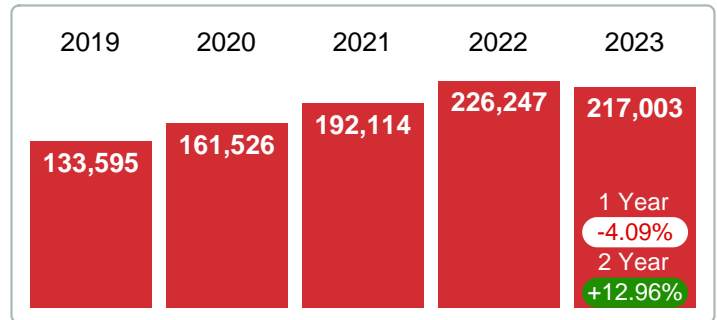
AVERAGE SOLD PRICE AT CLOSING

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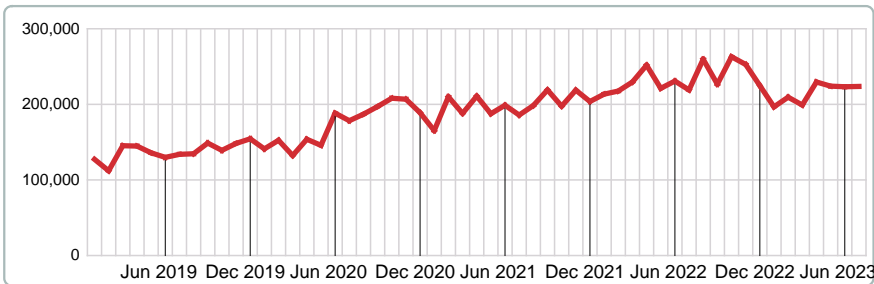
JULY



YEAR TO DATE (YTD)

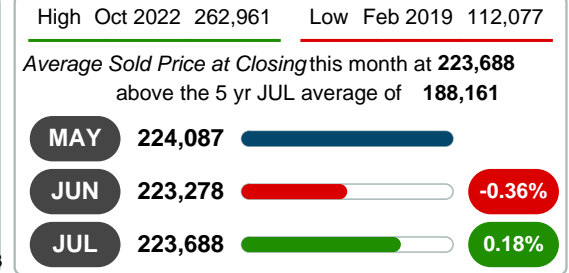


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 188,161



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
\$50,000 and less	6.38%	33,333	33,333	0	0	0
\$50,001 - \$125,000	10.64%	92,912	84,890	125,000	0	0
\$125,001 - \$175,000	19.15%	153,456	151,225	151,575	169,900	0
\$175,001 - \$225,000	21.28%	197,649	195,000	193,583	212,495	0
\$225,001 - \$300,000	23.40%	260,000	0	256,678	274,950	0
\$300,001 - \$400,000	12.77%	371,067	0	374,375	364,450	0
\$400,001 and up	6.38%	501,593	0	500,000	0	502,390
Average Sold Price		223,688	110,343	248,016	267,670	502,390
Total Closed Units	100%	223,688	13	25	7	2
Total Closed Volume		10,513,330	1.43M	6.20M	1.87M	1.00M

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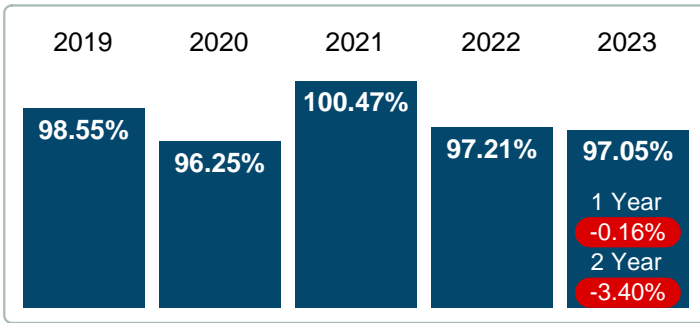
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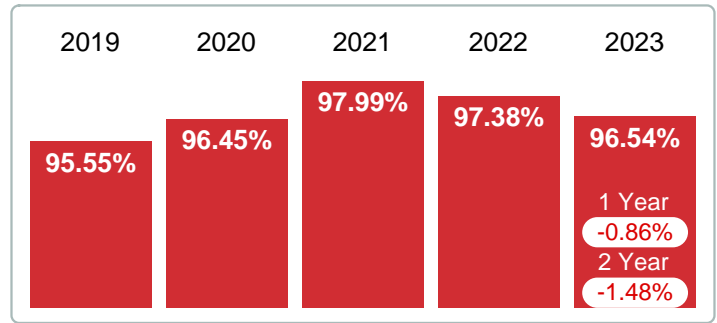
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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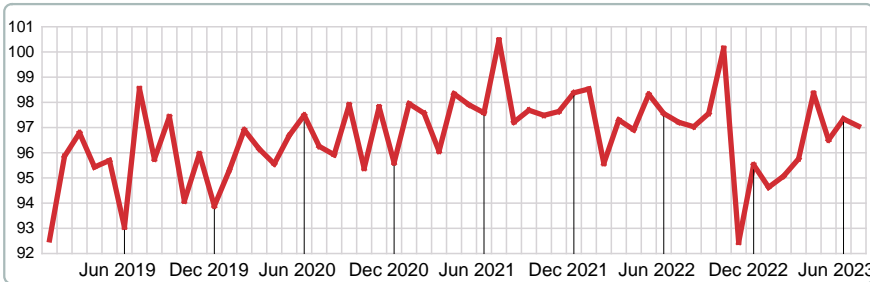
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

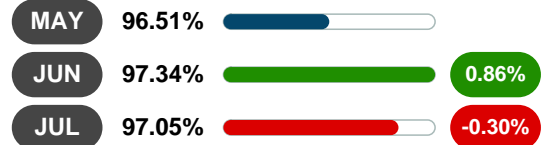


3 MONTHS

5 year JUL AVG = 97.91%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **97.05%**
below the 5 yr JUL average of **97.91%**



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
\$50,000 and less	3	6.38%	93.20%	93.20%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	5	10.64%	95.46%	94.23%	100.40%	0.00%	0.00%
\$125,001 - \$175,000	9	19.15%	97.89%	98.45%	96.80%	100.00%	0.00%
\$175,001 - \$225,000	10	21.28%	97.89%	95.58%	97.96%	100.00%	0.00%
\$225,001 - \$300,000	11	23.40%	98.07%	0.00%	97.60%	100.18%	0.00%
\$300,001 - \$400,000	6	12.77%	95.68%	0.00%	93.52%	100.00%	0.00%
\$400,001 and up	3	6.38%	97.28%	0.00%	100.00%	0.00%	95.92%
Average Sold/List Ratio		97.10%		95.50%	97.11%	100.05%	95.92%
Total Closed Units		47	100%	13	25	7	2
Total Closed Volume		10,513,330		1.43M	6.20M	1.87M	1.00M

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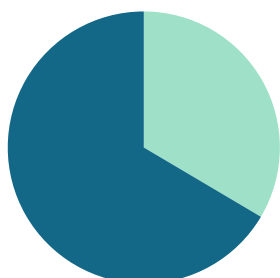
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

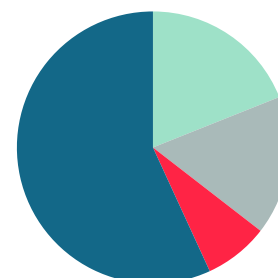


Inventory
 New Listings
67 = 33.50%
 Start Inventory
133
 Total Inventory Units
200
 Volume
\$64,171,953

Market Activity

Closed Sales
47 = 18.95%
 Pending Sales
41 = 16.53%
 Other Off Market
19 = 7.66%
 Active Inventory
141 = 56.85%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	54	47	-12.96%	334	250	-25.15%
Pending Sales	44	41	-6.82%	336	266	-20.83%
New Listings	72	67	-6.94%	438	377	-13.93%
Average List Price	226,211	230,368	1.84%	230,360	225,053	-2.30%
Average Sale Price	219,034	223,688	2.12%	226,247	217,003	-4.09%
Average Percent of Selling Price to List Price	97.21%	97.05%	-0.16%	97.38%	96.54%	-0.86%
Average Days on Market to Sale	26.96	43.55	61.53%	30.22	50.75	67.95%
Monthly Inventory	136	141	3.68%	136	141	3.68%
Months Supply of Inventory	2.81	3.86	37.53%	2.81	3.86	37.53%

Absorption: Last 12 months, an Average of **37** Sales/Month

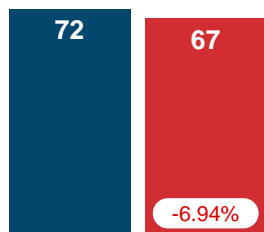
Inventory on July 31, 2023 = **141**

2022 **2023**

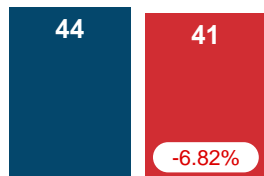
JULY MARKET

AVERAGE PRICES

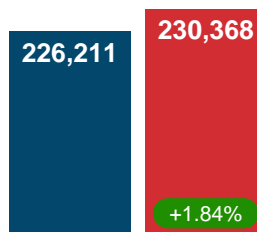
New Listings



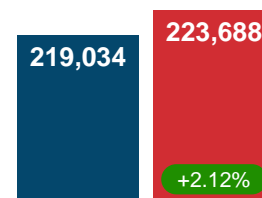
Pending Listings



List Price



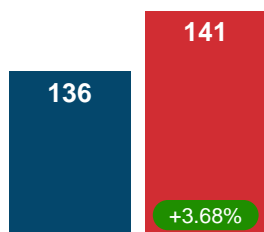
Sale Price



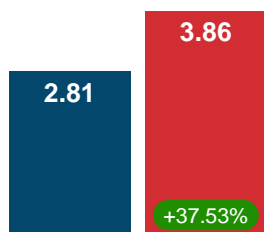
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

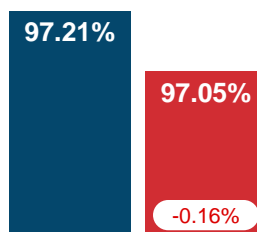
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

