

June 2023



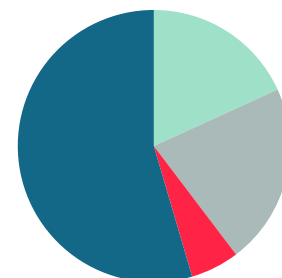
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	52	44	-15.38%
Pending Listings	53	52	-1.89%
New Listings	67	62	-7.46%
Average List Price	236,173	228,241	-3.36%
Average Sale Price	230,776	223,278	-3.25%
Average Percent of Selling Price to List Price	97.56%	97.34%	-0.22%
Average Days on Market to Sale	26.62	50.59	90.08%
End of Month Inventory	115	132	14.78%
Months Supply of Inventory	2.38	3.56	49.86%



■ Closed (18.18%)
■ Pending (21.49%)
■ Other OffMarket (5.79%)
■ Active (54.55%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of June 30, 2023 = **132**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **14.78%** to 132 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 **3.56** 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 **3.25%** in June 2023 to \$223,278 versus the previous year at \$230,776.

Average Days on Market Lengthens

The average number of **50.59** days that homes spent on the market before selling increased by 23.98 days or **90.08%** in June 2023 compared to last year's same month at **26.62** DOM.

Sales Success for June 2023 is Positive

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

There were 62 New Listings in June 2023, down **7.46%** from last year at 67. Furthermore, there were 44 Closed Listings this month versus last year at 52, a **-15.38%** decrease.

Closed versus Listed trends yielded a **71.0%** ratio, down from previous year's, June 2022, at **77.6%**, a **8.56%** 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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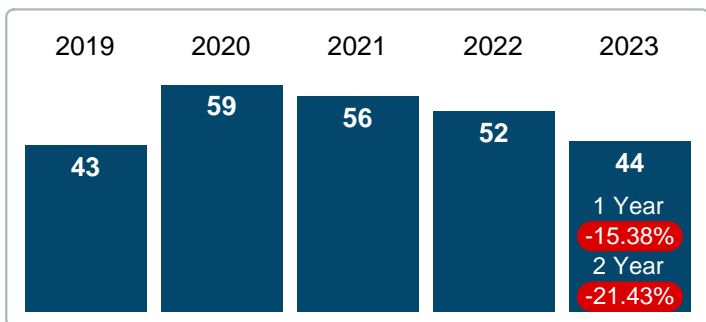
Area Delimited by County Of Cherokee - Residential Property Type



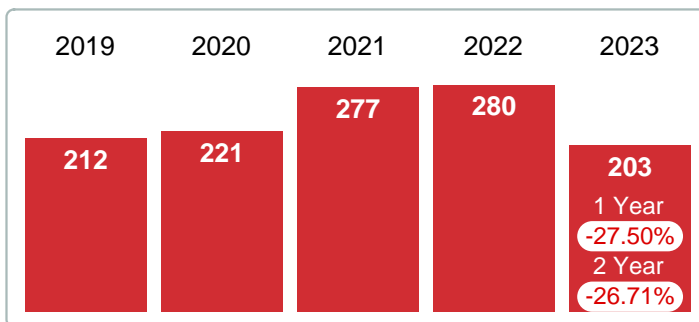
CLOSED LISTINGS

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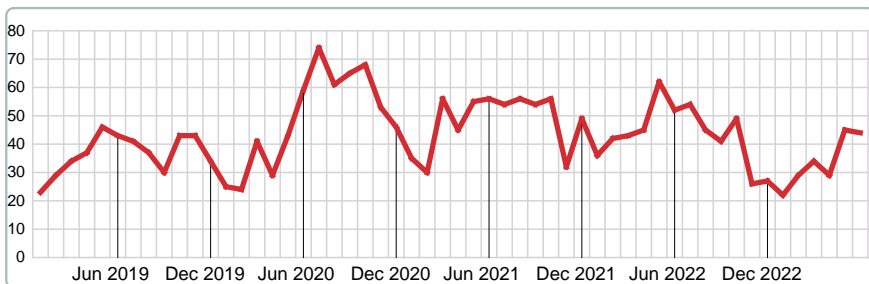
JUNE



YEAR TO DATE (YTD)

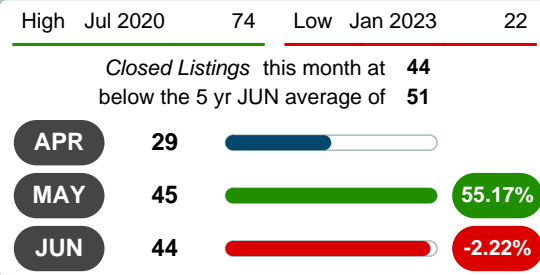


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 51



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	3	6.82%	2.0	3	0	0	0
\$75,001 - \$150,000	5	11.36%	31.8	2	1	2	0
\$150,001 - \$175,000	10	22.73%	47.3	1	7	1	1
\$175,001 - \$225,000	7	15.91%	63.0	1	3	3	0
\$225,001 - \$275,000	9	20.45%	71.0	0	7	2	0
\$275,001 - \$325,000	5	11.36%	15.0	0	4	1	0
\$325,001 and up	5	11.36%	86.6	0	4	1	0
Total Closed Units	44			7	26	10	1
Total Closed Volume	9,824,250	100%	50.6	686.05K	6.31M	2.67M	165.00K
Average Closed Price	\$223,278			\$98,007	\$242,508	\$266,800	\$165,000

June 2023



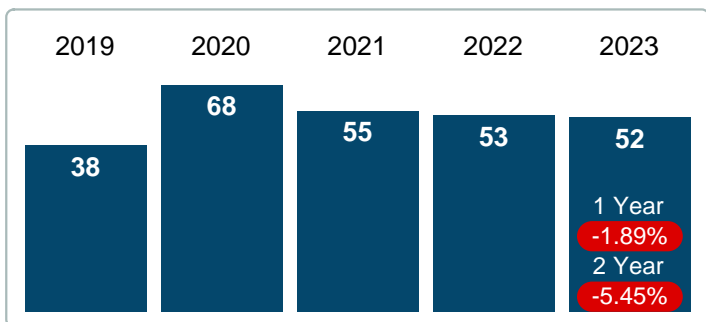
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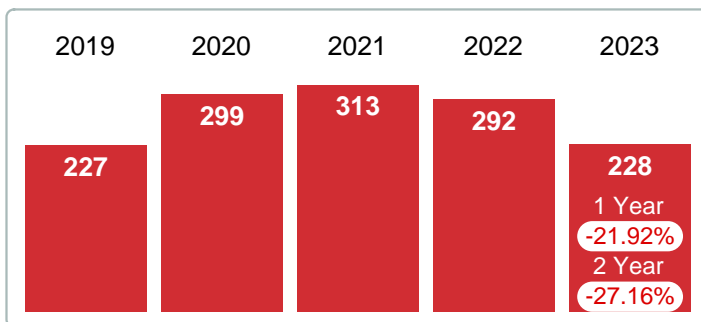
PENDING LISTINGS

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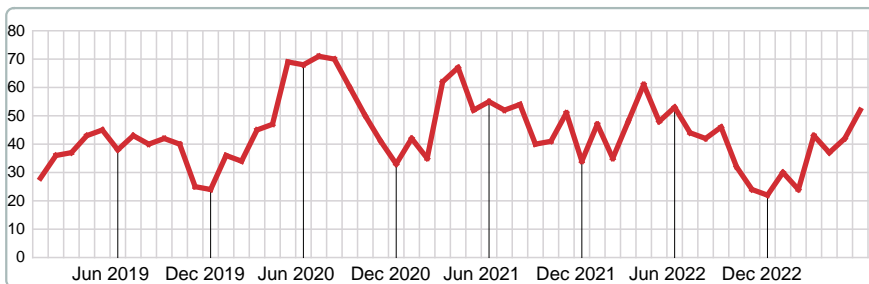
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

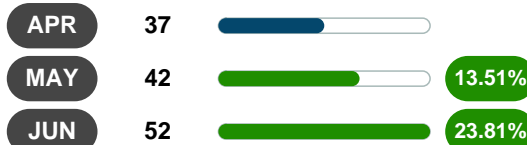


3 MONTHS

5 year JUN AVG = 53

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 52
below the 5 yr JUN average of 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.77%	68.3	3	0	0	0
\$75,001 - \$125,000	6	11.54%	18.3	3	3	0	0
\$125,001 - \$175,000	8	15.38%	19.9	4	2	2	0
\$175,001 - \$225,000	15	28.85%	51.7	1	11	3	0
\$225,001 - \$275,000	8	15.38%	60.8	0	7	1	0
\$275,001 - \$300,000	5	9.62%	58.6	0	4	1	0
\$300,001 and up	7	13.46%	39.7	0	4	1	2
Total Pending Units	52			11	31	8	2
Total Pending Volume	11,116,890	100%	38.4	1.31M	6.95M	1.87M	979.90K
Average Listing Price	\$237,414			\$119,236	\$224,268	\$234,136	\$489,950

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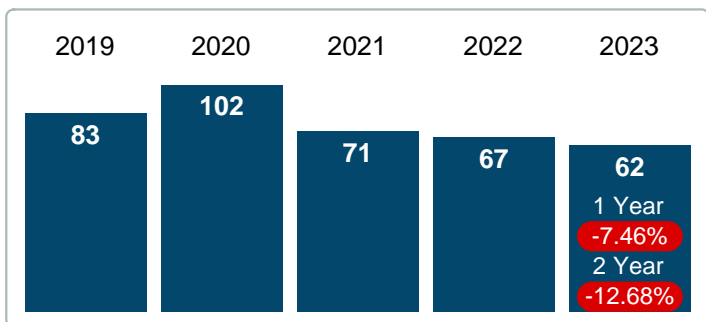
Area Delimited by County Of Cherokee - Residential Property Type



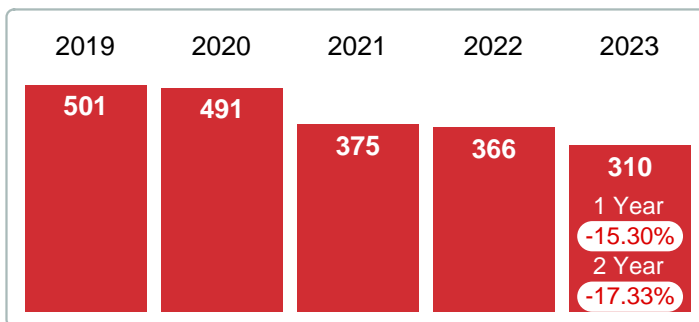
NEW LISTINGS

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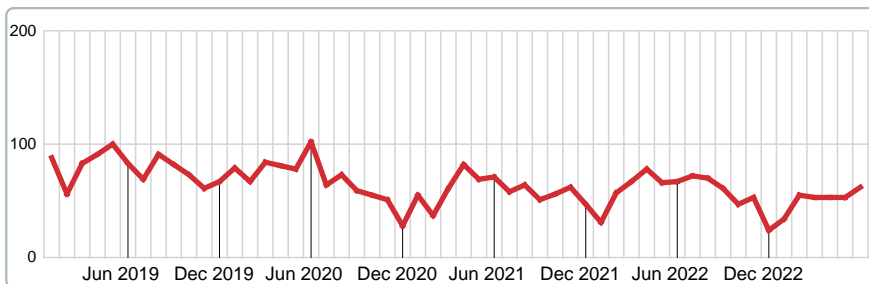
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

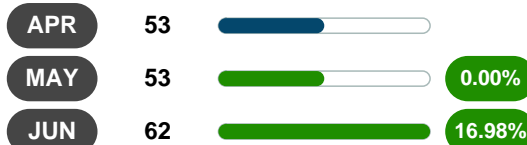


3 MONTHS

5 year JUN AVG = 77

High Jun 2020 102 Low Dec 2022 24

New Listings this month at **62**
 below the 5 yr JUN average of **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	6	9.68%	3	3	0	0
\$100,001 - \$150,000	9	14.52%	5	3	1	0
\$150,001 - \$175,000	8	12.90%	3	4	1	0
\$175,001 - \$225,000	13	20.97%	1	9	2	1
\$225,001 - \$275,000	7	11.29%	0	7	0	0
\$275,001 - \$400,000	13	20.97%	0	9	4	0
\$400,001 and up	6	9.68%	0	4	1	1
Total New Listed Units	62		12	39	9	2
Total New Listed Volume	16,791,450	100%	1.58M	11.73M	2.79M	686.90K
Average New Listed Listing Price	\$169,900		\$131,908	\$300,753	\$310,256	\$343,450

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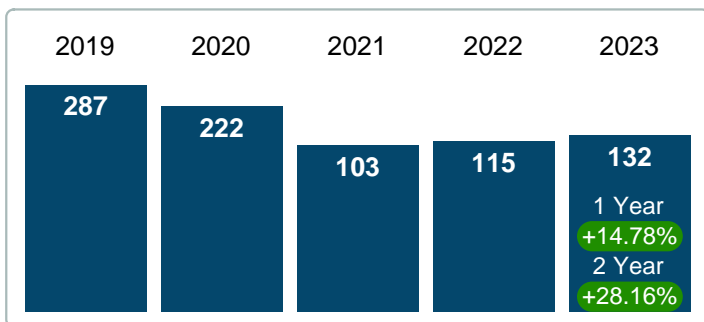
Area Delimited by County Of Cherokee - Residential Property Type



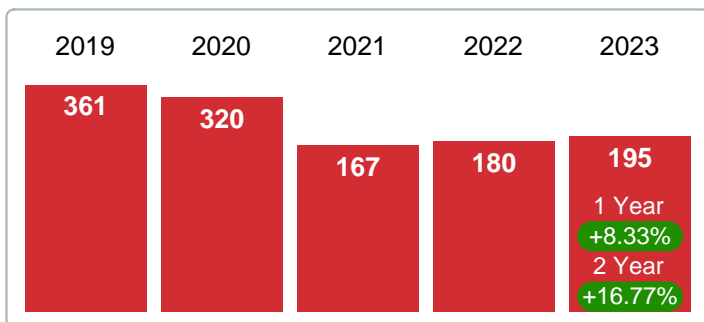
ACTIVE INVENTORY

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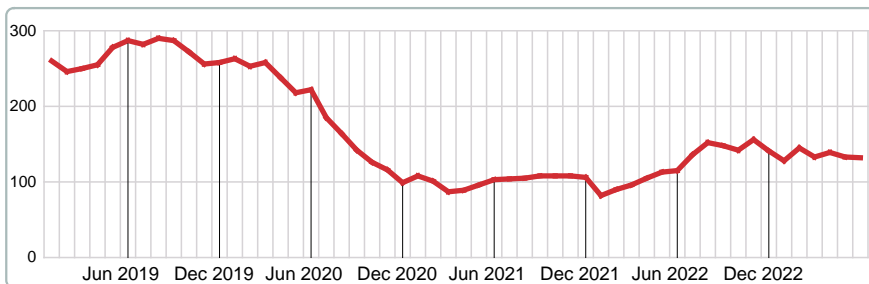
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 172

High Aug 2019 290 Low Jan 2022 82

Inventory this month at 132
below the 5 yr JUN average of 172



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	11.36%	80.4	7	8	0	0
\$125,001 - \$150,000	8	6.06%	79.5	4	3	1	0
\$150,001 - \$225,000	22	16.67%	39.8	5	11	5	1
\$225,001 - \$300,000	34	25.76%	71.0	2	25	7	0
\$300,001 - \$425,000	23	17.42%	107.0	0	12	7	4
\$425,001 - \$675,000	16	12.12%	123.2	1	8	4	3
\$675,001 and up	14	10.61%	100.8	0	7	5	2
Total Active Inventory by Units	132			19	74	29	10
Total Active Inventory by Volume	45,003,955	100%	83.1	3.14M	24.60M	11.97M	5.30M
Average Active Inventory Listing Price	\$340,939			\$165,392	\$332,368	\$412,779	\$529,570

June 2023



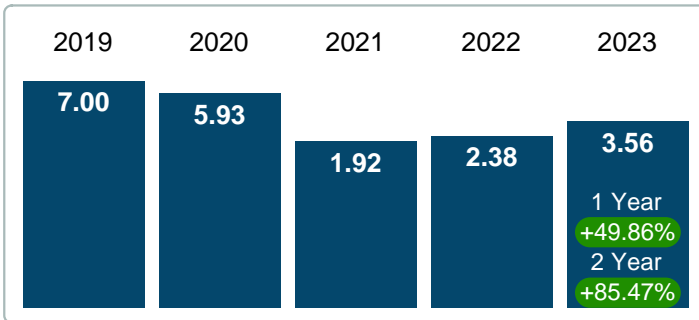
Area Delimited by County Of Cherokee - Residential Property Type



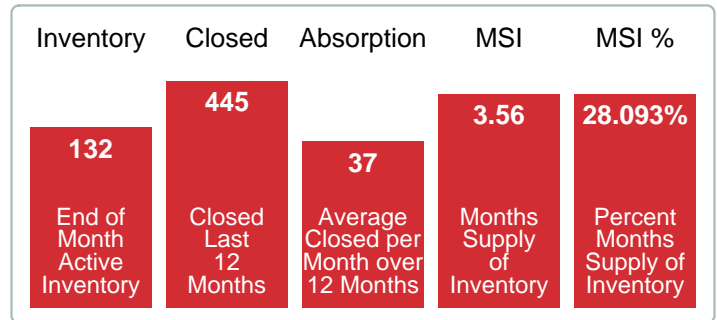
MONTHS SUPPLY of INVENTORY (MSI)

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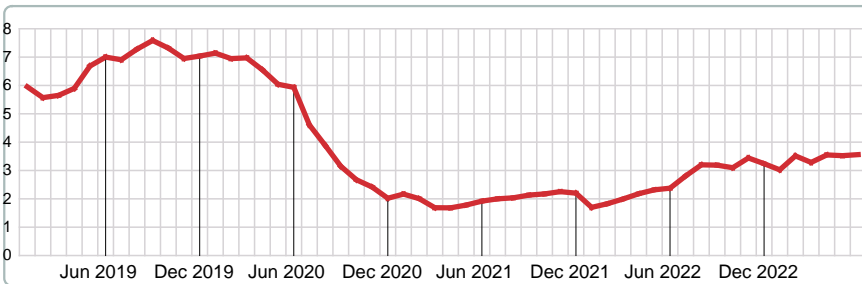
MSI FOR JUNE



INDICATORS FOR JUNE 2023

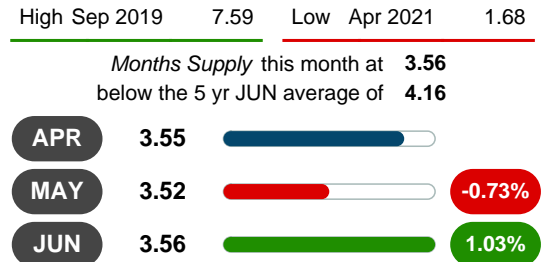


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4.16



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
\$125,000 and less	15	11.36%	2.17	2.21	2.23	0.00	0.00
\$125,001 - \$150,000	8	6.06%	1.81	3.43	1.24	1.50	0.00
\$150,001 - \$225,000	22	16.67%	1.94	4.00	1.38	2.86	3.00
\$225,001 - \$300,000	34	25.76%	4.92	4.80	5.36	4.00	0.00
\$300,001 - \$425,000	23	17.42%	5.11	0.00	5.14	4.00	16.00
\$425,001 - \$675,000	16	12.12%	7.11	12.00	6.86	8.00	6.00
\$675,001 and up	14	10.61%	18.67	0.00	42.00	15.00	12.00
Market Supply of Inventory (MSI)			3.56	3.00	3.31	4.19	6.67
Total Active Inventory by Units		100%	3.56	19	74	29	10

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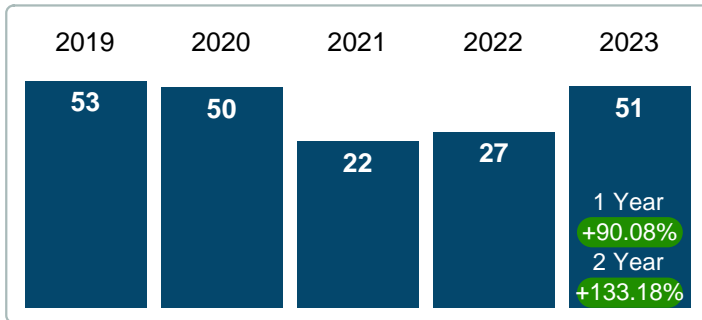
Area Delimited by County Of Cherokee - Residential Property Type



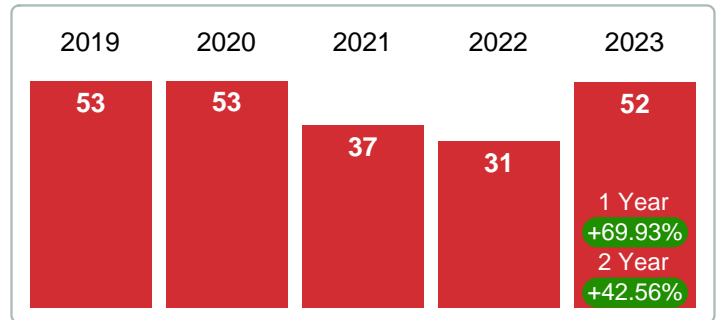
AVERAGE DAYS ON MARKET TO SALE

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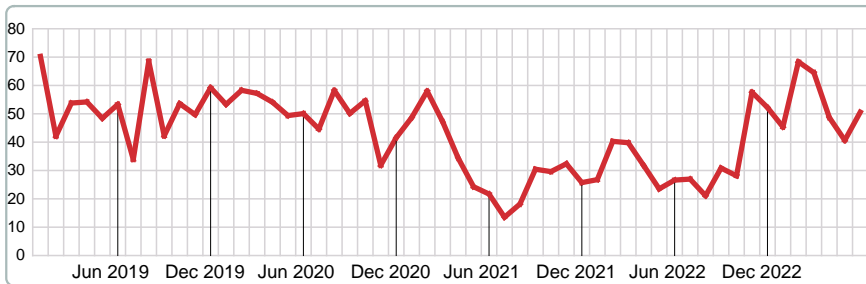
JUNE



YEAR TO DATE (YTD)

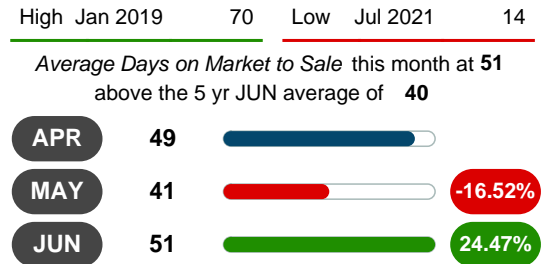


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 40



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	6.82%	2	2	0	0	0
\$75,001 - \$150,000	11.36%	32	20	107	7	0
\$150,001 - \$175,000	22.73%	47	65	50	3	53
\$175,001 - \$225,000	15.91%	63	79	72	49	0
\$225,001 - \$275,000	20.45%	71	0	70	75	0
\$275,001 - \$325,000	11.36%	15	0	19	1	0
\$325,001 and up	11.36%	87	0	87	87	0
Average Closed DOM		51	27	61	40	53
Total Closed Units	100%	51	7	26	10	1
Total Closed Volume		9,824,250	686.05K	6.31M	2.67M	165.00K

June 2023



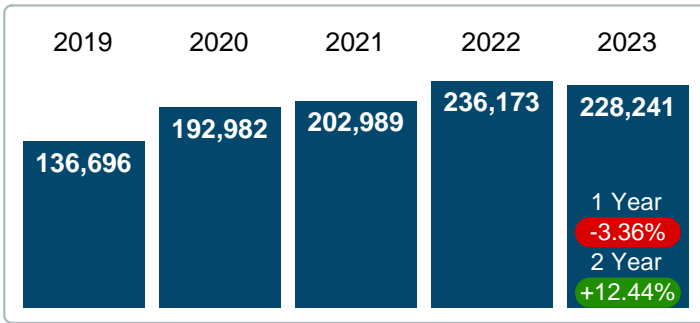
Area Delimited by County Of Cherokee - Residential Property Type



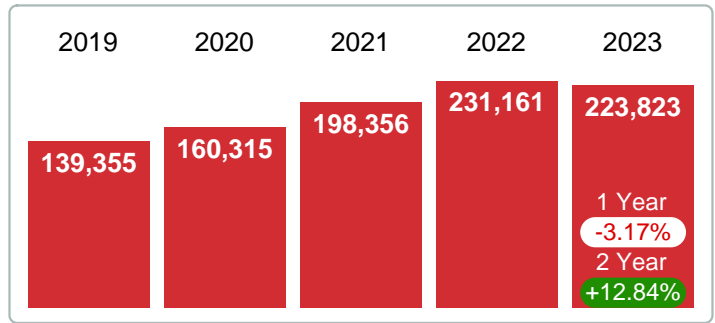
AVERAGE LIST PRICE AT CLOSING

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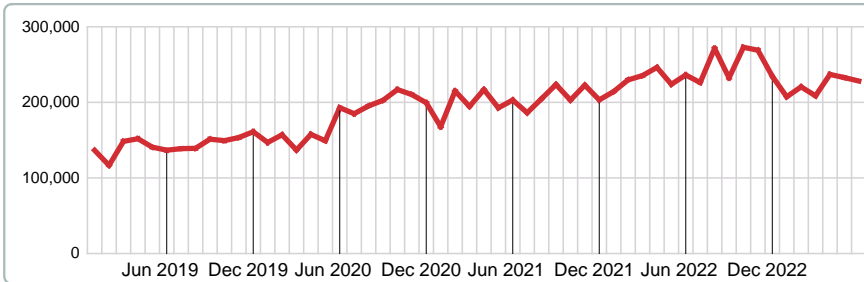
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

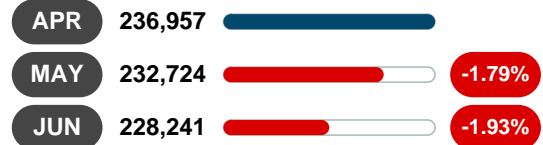


3 MONTHS

5 year JUN AVG = 199,416

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

Average List Price at Closing this month at **228,241**
above the 5 yr JUN average of **199,416**



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	6.82%	54,267	54,267	0	0	0
\$75,001 - \$150,000	13.64%	120,967	91,000	129,900	132,200	0
\$150,001 - \$175,000	13.64%	167,483	175,000	168,757	157,000	185,000
\$175,001 - \$225,000	22.73%	196,120	189,000	197,800	211,633	0
\$225,001 - \$275,000	18.18%	255,013	0	254,300	275,000	0
\$275,001 - \$325,000	15.91%	301,113	0	293,450	319,000	0
\$325,001 and up	9.09%	510,000	0	397,497	775,000	0
Average List Price		228,241	101,257	248,019	270,030	185,000
Total Closed Units	100%	228,241	7	26	10	1
Total Closed Volume		10,042,588	708.80K	6.45M	2.70M	185.00K

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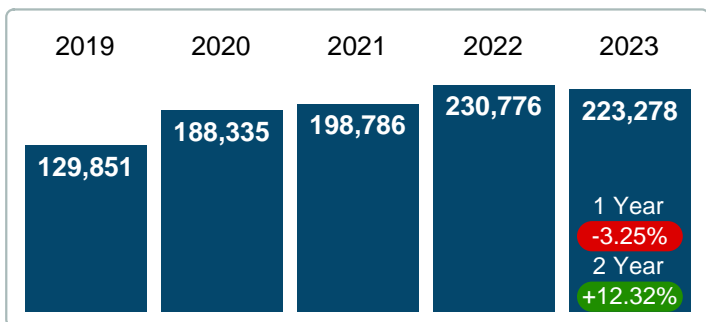
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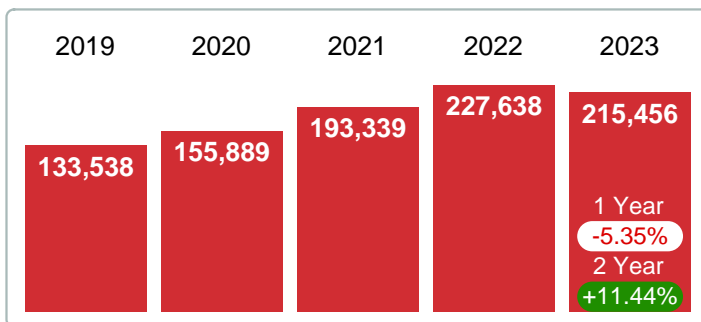
AVERAGE SOLD PRICE AT CLOSING

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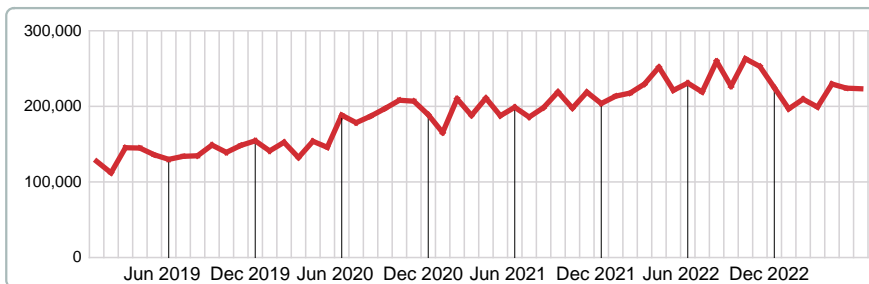
JUNE



YEAR TO DATE (YTD)

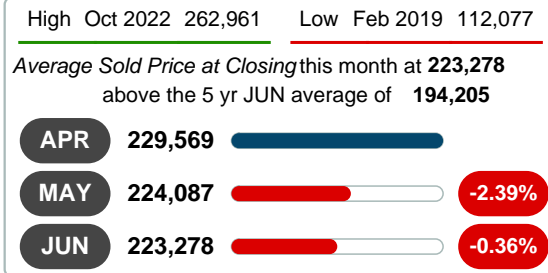


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 194,205



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	6.82%	55,183	55,183	0	0	0
\$75,001 - \$150,000	11.36%	106,420	84,000	115,000	124,550	0
\$150,001 - \$175,000	22.73%	165,800	165,000	166,857	160,000	165,000
\$175,001 - \$225,000	15.91%	193,971	187,500	195,133	194,967	0
\$225,001 - \$275,000	20.45%	247,156	0	246,343	250,000	0
\$275,001 - \$325,000	11.36%	299,280	0	294,350	319,000	0
\$325,001 and up	11.36%	478,000	0	383,750	855,000	0
Average Sold Price		223,278	98,007	242,508	266,800	165,000
Total Closed Units	100%	223,278	7	26	10	1
Total Closed Volume		9,824,250	686.05K	6.31M	2.67M	165.00K

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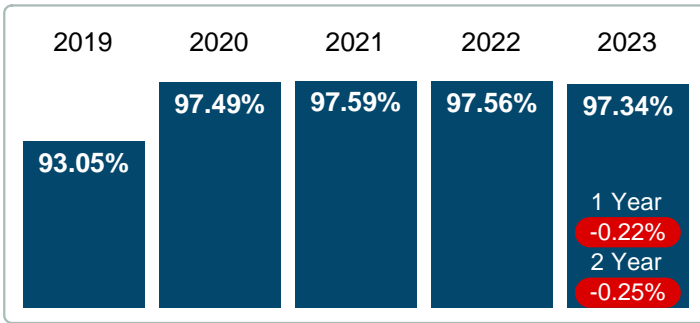
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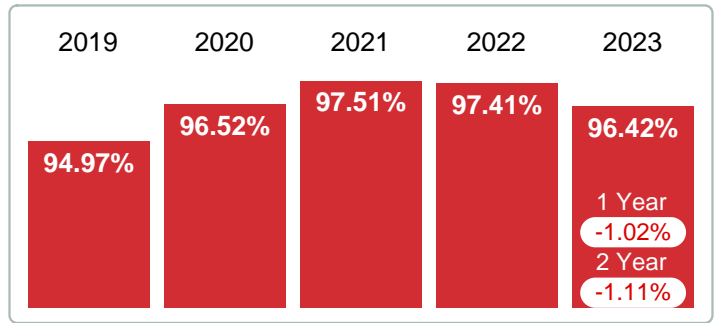
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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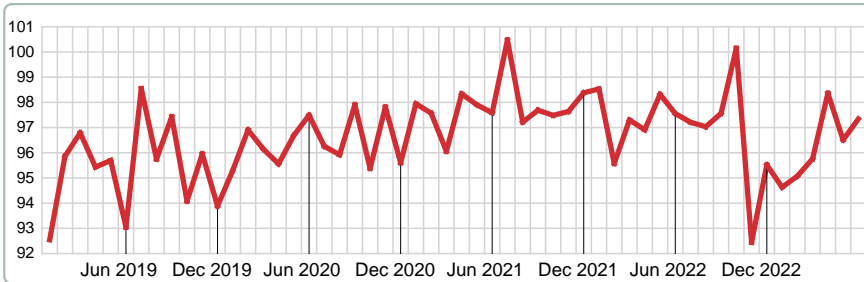
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 96.60%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **97.34%**
equal to 5 yr JUN average of **96.60%**



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	3	6.82%	101.68%	101.68%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	5	11.36%	92.57%	92.27%	88.53%	94.90%	0.00%
\$150,001 - \$175,000	10	22.73%	98.02%	94.29%	99.25%	101.91%	89.19%
\$175,001 - \$225,000	7	15.91%	96.23%	99.21%	98.88%	92.59%	0.00%
\$225,001 - \$275,000	9	20.45%	95.69%	0.00%	96.98%	91.16%	0.00%
\$275,001 - \$325,000	5	11.36%	100.31%	0.00%	100.38%	100.00%	0.00%
\$325,001 and up	5	11.36%	99.72%	0.00%	97.07%	110.32%	0.00%
Average Sold/List Ratio		97.30%		97.58%	98.02%	96.21%	89.19%
Total Closed Units		44	100%	7	26	10	1
Total Closed Volume		9,824,250		686.05K	6.31M	2.67M	165.00K

June 2023



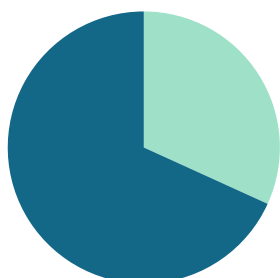
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

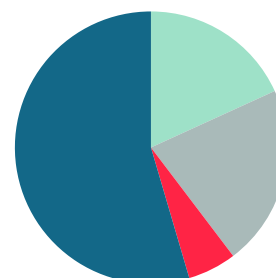


Inventory
 New Listings
62 = 31.79%
 Start Inventory
133
 Total Inventory Units
195
 Volume
\$61,136,744

Market Activity

Closed Sales
44 = 18.18%
 Pending Sales
52 = 21.49%
 Other Off Market
14 = 5.79%
 Active Inventory
132 = 54.55%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	52	44	-15.38%	280	203	-27.50%
Pending Sales	53	52	-1.89%	292	228	-21.92%
New Listings	67	62	-7.46%	366	310	-15.30%
Average List Price	236,173	228,241	-3.36%	231,161	223,823	-3.17%
Average Sale Price	230,776	223,278	-3.25%	227,638	215,456	-5.35%
Average Percent of Selling Price to List Price	97.56%	97.34%	-0.22%	97.41%	96.42%	-1.02%
Average Days on Market to Sale	26.62	50.59	90.08%	30.85	52.42	69.93%
Monthly Inventory	115	132	14.78%	115	132	14.78%
Months Supply of Inventory	2.38	3.56	49.86%	2.38	3.56	49.86%

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

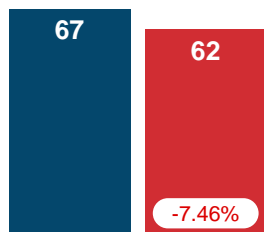
Inventory on June 30, 2023 = **132**

2022 **2023**

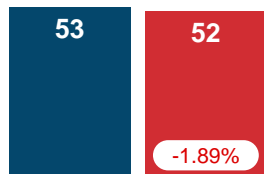
JUNE MARKET

AVERAGE PRICES

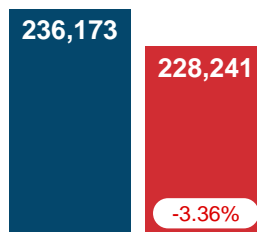
New Listings



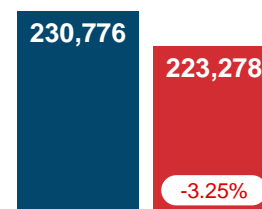
Pending Listings



List Price



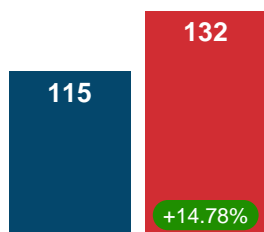
Sale Price



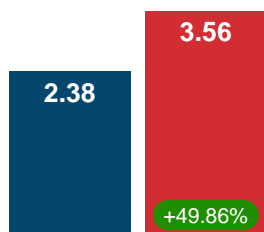
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

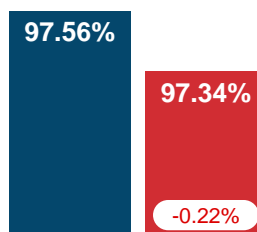
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

