

June 2023



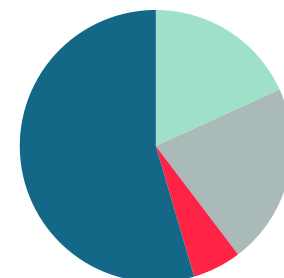
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	224,900	206,750	-8.07%
Median Sale Price	221,200	192,250	-13.09%
Median Percent of Selling Price to List Price	100.00%	98.55%	-1.45%
Median Days on Market to Sale	10.00	27.00	170.00%
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.

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 **13.09%** in June 2023 to \$192,250 versus the previous year at \$221,200.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 17.00 days or **170.00%** in June 2023 compared to last year's same month at **10.00** DOM.

Sales Success for June 2023 is Positive

Overall, with Median 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.

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

June 2023



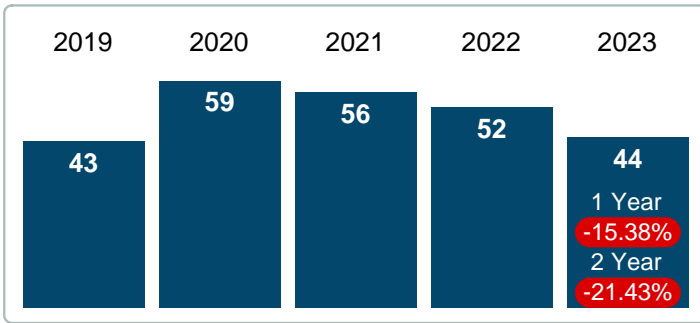
Area Delimited by County Of Cherokee - Residential Property Type



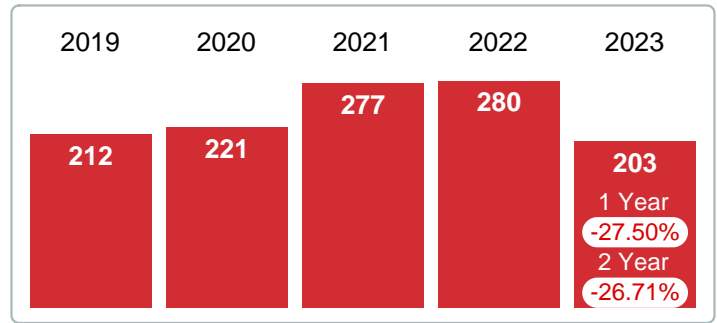
CLOSED LISTINGS

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

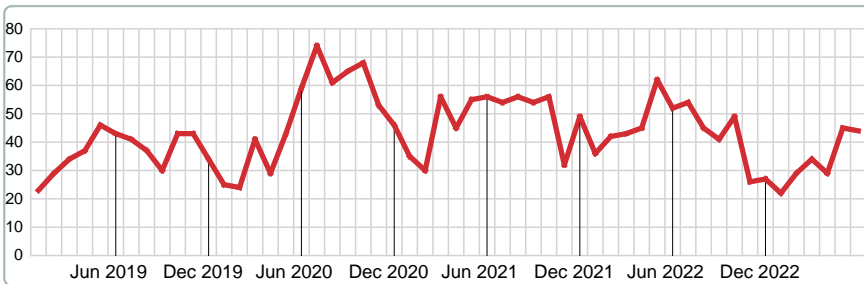
JUNE



YEAR TO DATE (YTD)

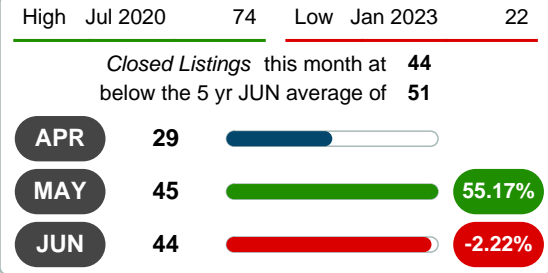


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	16.0	2	1	2	0
\$150,001 - \$175,000	10	22.73%	39.5	1	7	1	1
\$175,001 - \$225,000	7	15.91%	57.0	1	3	3	0
\$225,001 - \$275,000	9	20.45%	67.0	0	7	2	0
\$275,001 - \$325,000	5	11.36%	3.0	0	4	1	0
\$325,001 and up	5	11.36%	87.0	0	4	1	0
Total Closed Units	44			7	26	10	1
Total Closed Volume	9,824,250	100%	27.0	686.05K	6.31M	2.67M	165.00K
Median Closed Price	\$192,250			\$80,000	\$240,250	\$200,000	\$165,000

June 2023



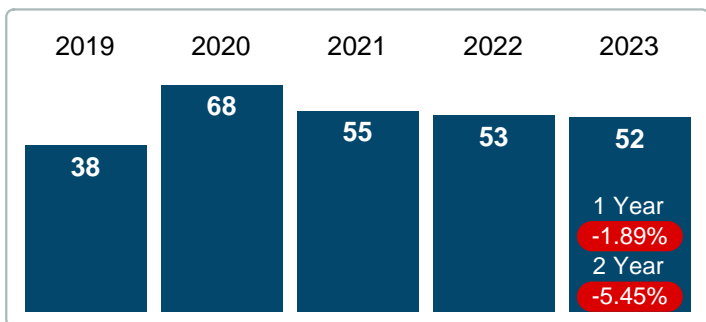
Area Delimited by County Of Cherokee - Residential Property Type



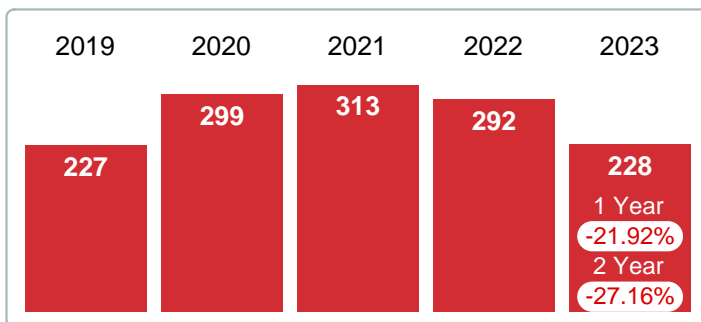
PENDING LISTINGS

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

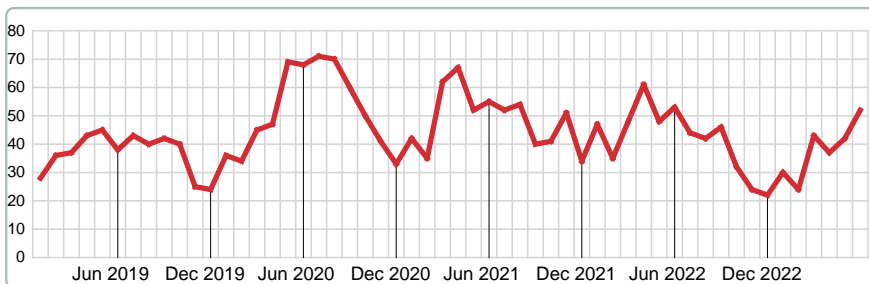
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

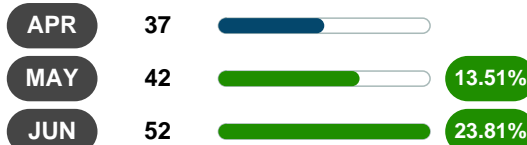


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.77%	85.0	3	0	0	0
\$75,001 - \$125,000	6	11.54%	6.0	3	3	0	0
\$125,001 - \$175,000	8	15.38%	7.5	4	2	2	0
\$175,001 - \$225,000	15	28.85%	26.0	1	11	3	0
\$225,001 - \$275,000	8	15.38%	63.5	0	7	1	0
\$275,001 - \$300,000	5	9.62%	29.0	0	4	1	0
\$300,001 and up	7	13.46%	48.0	0	4	1	2
Total Pending Units	52			11	31	8	2
Total Pending Volume	11,116,890	100%	23.5	1.31M	6.95M	1.87M	979.90K
Median Listing Price	\$199,995			\$125,000	\$220,000	\$225,000	\$489,950

June 2023



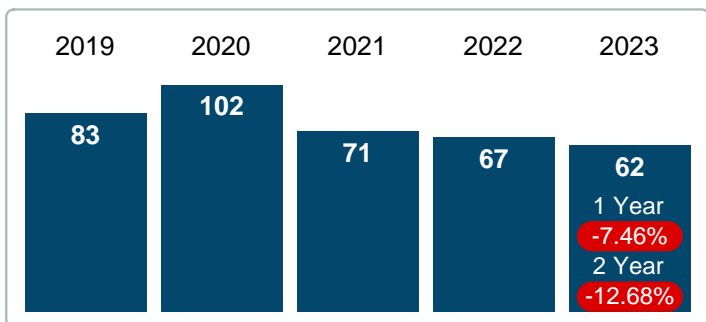
Area Delimited by County Of Cherokee - Residential Property Type



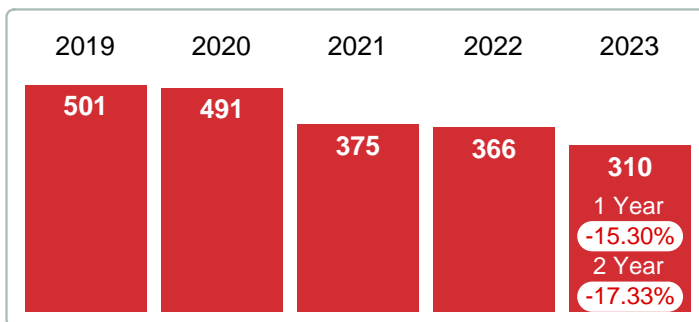
NEW LISTINGS

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

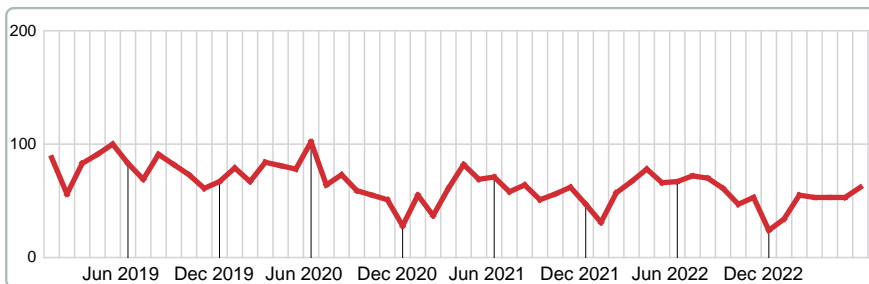
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

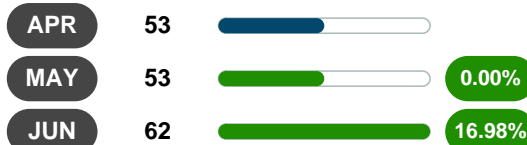


3 MONTHS

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
Median New Listed Listing Price	\$199,875		\$137,450	\$229,700	\$295,000	\$343,450

June 2023



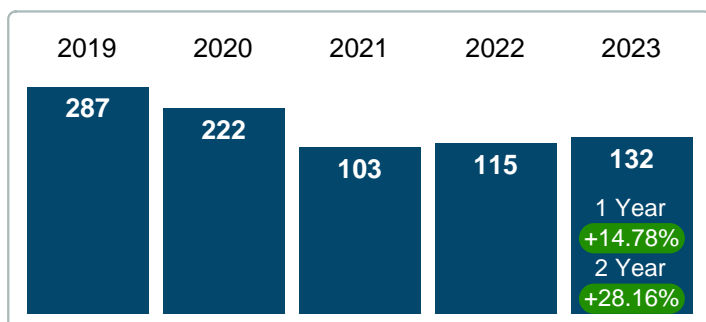
Area Delimited by County Of Cherokee - Residential Property Type



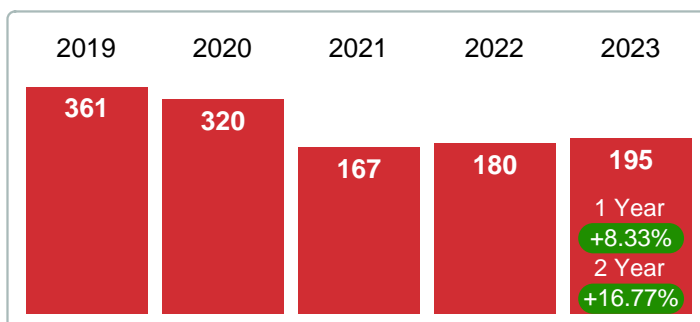
ACTIVE INVENTORY

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

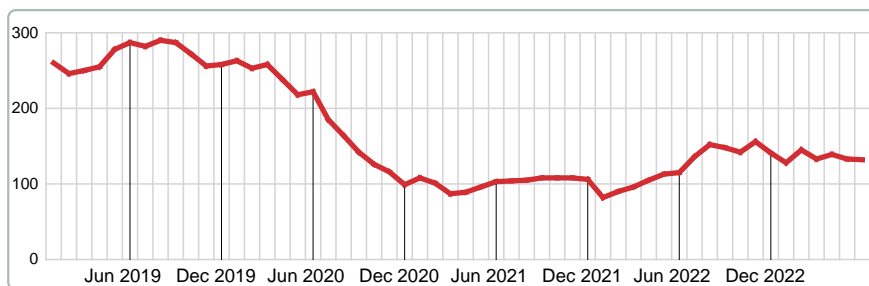
END OF JUNE



ACTIVE DURING JUNE

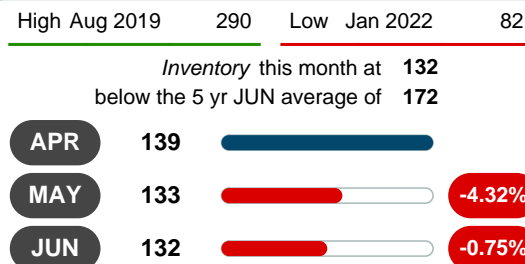


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 172



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	11.36%	83.0	7	8	0	0
\$125,001 - \$150,000	8	6.06%	89.0	4	3	1	0
\$150,001 - \$225,000	22	16.67%	31.0	5	11	5	1
\$225,001 - \$300,000	34	25.76%	47.0	2	25	7	0
\$300,001 - \$425,000	23	17.42%	90.0	0	12	7	4
\$425,001 - \$675,000	16	12.12%	68.0	1	8	4	3
\$675,001 and up	14	10.61%	63.0	0	7	5	2
Total Active Inventory by Units	132			19	74	29	10
Total Active Inventory by Volume	45,003,955	100%	57.5	3.14M	24.60M	11.97M	5.30M
Median Active Inventory Listing Price	\$277,450			\$150,000	\$267,450	\$350,000	\$454,450

June 2023



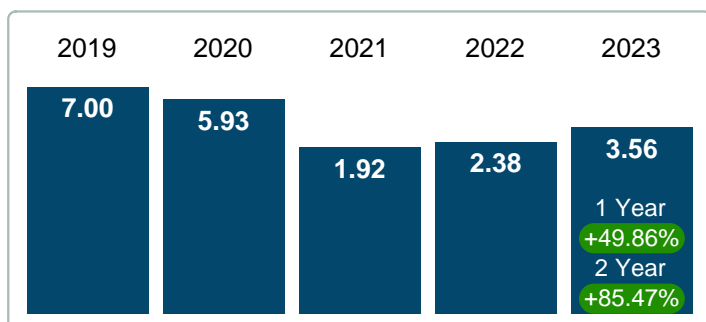
Area Delimited by County Of Cherokee - Residential Property Type



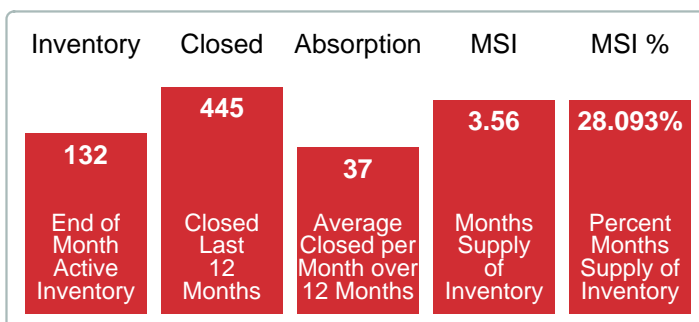
MONTHS SUPPLY of INVENTORY (MSI)

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

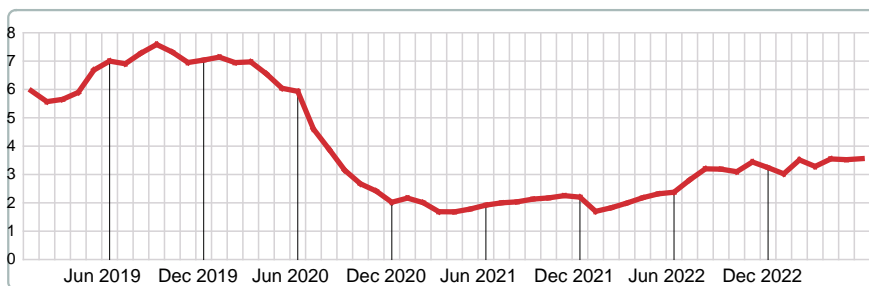
MSI FOR JUNE



INDICATORS FOR JUNE 2023

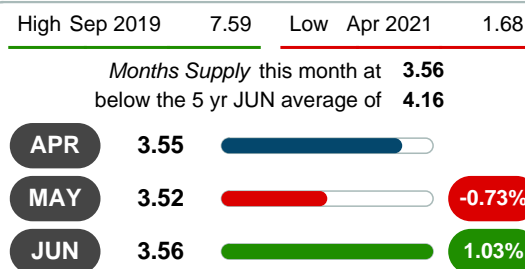


5 YEAR MARKET ACTIVITY TRENDS



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

June 2023



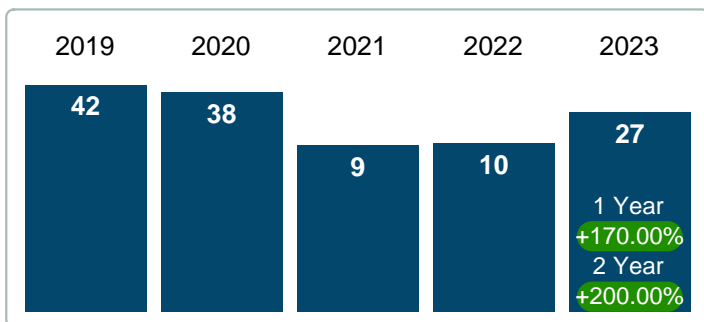
Area Delimited by County Of Cherokee - Residential Property Type



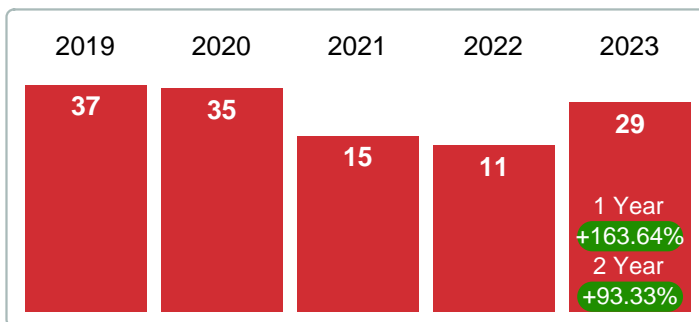
MEDIAN DAYS ON MARKET TO SALE

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

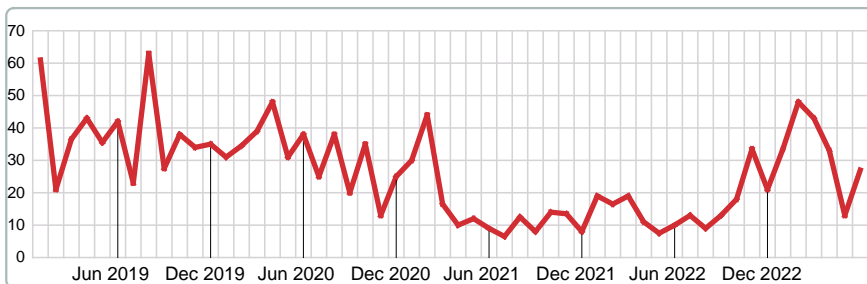
JUNE



YEAR TO DATE (YTD)

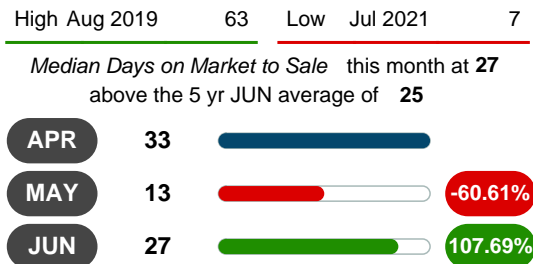


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 25



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	6.82%	2	2	0	0	0
\$75,001 - \$150,000	11.36%	16	20	107	7	0
\$150,001 - \$175,000	22.73%	40	65	26	3	53
\$175,001 - \$225,000	15.91%	57	79	11	57	0
\$225,001 - \$275,000	20.45%	67	0	67	75	0
\$275,001 - \$325,000	11.36%	3	0	12	1	0
\$325,001 and up	11.36%	87	0	96	87	0
Median Closed DOM		27				
Total Closed Units	100%	27.0	7	26	10	1
Total Closed Volume		9,824,250	686.05K	6.31M	2.67M	165.00K

June 2023



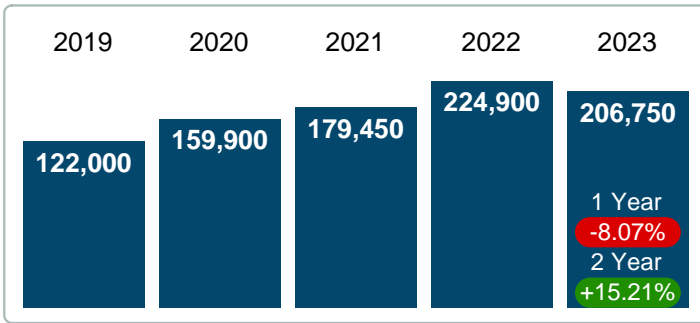
Area Delimited by County Of Cherokee - Residential Property Type



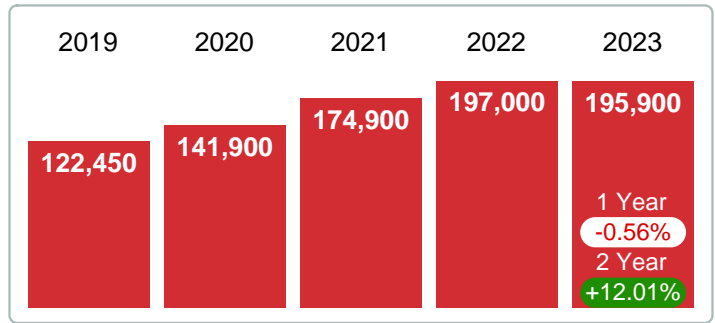
MEDIAN LIST PRICE AT CLOSING

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

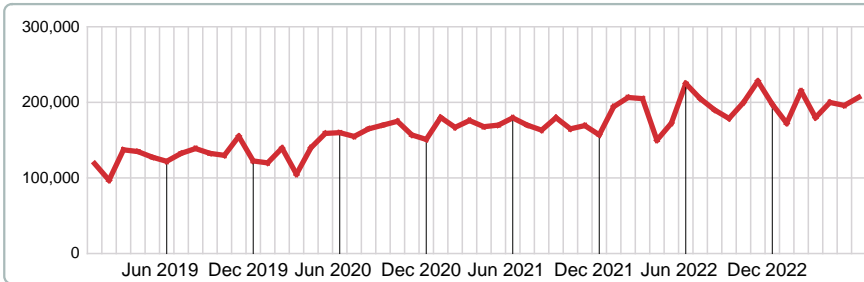
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

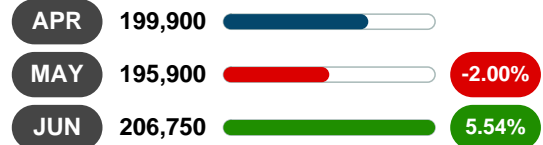


3 MONTHS

5 year JUN AVG = 178,600

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

Median List Price at Closing this month at **206,750**
above the 5 yr JUN average of **178,600**



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	6.82%	54,900	54,900	0	0	0
\$75,001 - \$150,000	13.64%	122,200	91,000	139,700	132,200	0
\$150,001 - \$175,000	13.64%	169,000	175,000	169,000	157,000	0
\$175,001 - \$225,000	22.73%	187,000	189,000	179,900	225,000	185,000
\$225,001 - \$275,000	18.18%	252,250	0	249,900	265,000	0
\$275,001 - \$325,000	15.91%	299,000	0	299,000	302,000	0
\$325,001 and up	9.09%	457,500	0	450,000	775,000	0
Median List Price		206,750	90,000	243,850	225,000	185,000
Total Closed Units	100%	206,750	7	26	10	1
Total Closed Volume		10,042,588	708.80K	6.45M	2.70M	185.00K

June 2023



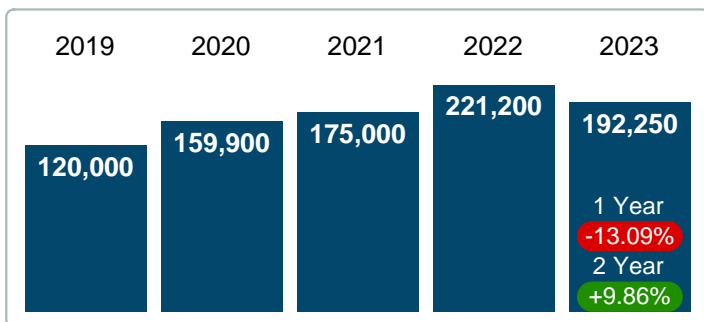
Area Delimited by County Of Cherokee - Residential Property Type



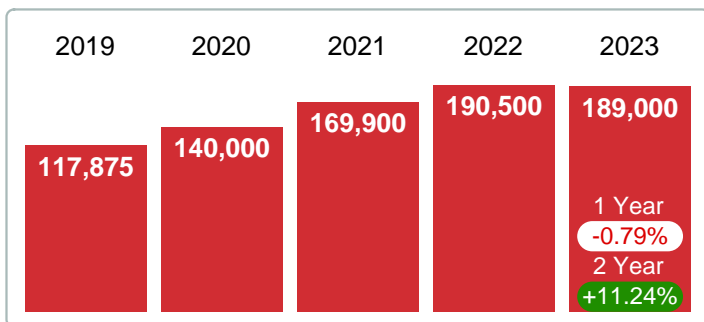
MEDIAN SOLD PRICE AT CLOSING

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

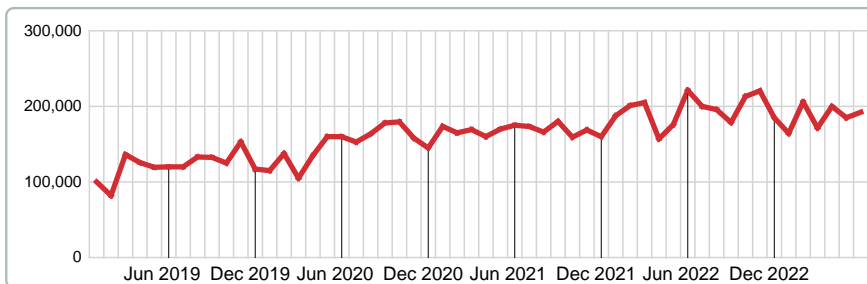
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

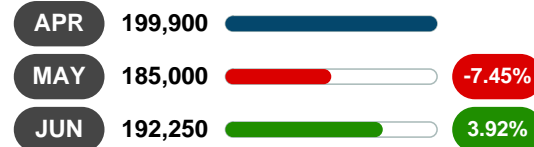


3 MONTHS

5 year JUN AVG = 173,670

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

Median Sold Price at Closing this month at 192,250 above the 5 yr JUN average of 173,670



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	6.82%	57,500	57,500	0	0	0
\$75,001 - \$150,000	11.36%	114,500	84,000	115,000	124,500	0
\$150,001 - \$175,000	22.73%	165,000	165,000	166,000	160,000	165,000
\$175,001 - \$225,000	15.91%	189,500	187,500	189,500	195,000	0
\$225,001 - \$275,000	20.45%	245,000	0	245,000	250,000	0
\$275,001 - \$325,000	11.36%	299,000	0	296,250	319,000	0
\$325,001 and up	11.36%	400,000	0	375,000	855,000	0
Median Sold Price		192,250	80,000	240,250	200,000	165,000
Total Closed Units	100%	192,250	7	26	10	1
Total Closed Volume		9,824,250	686.05K	6.31M	2.67M	165.00K

June 2023



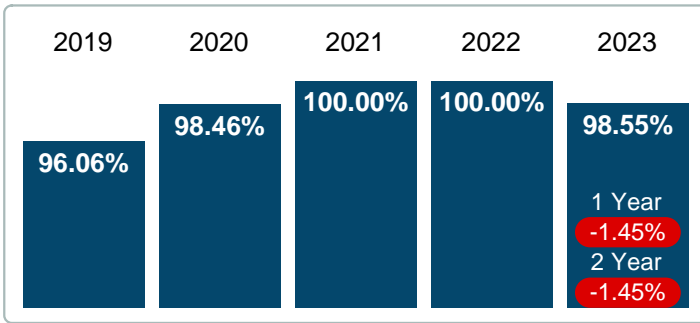
Area Delimited by County Of Cherokee - Residential Property Type



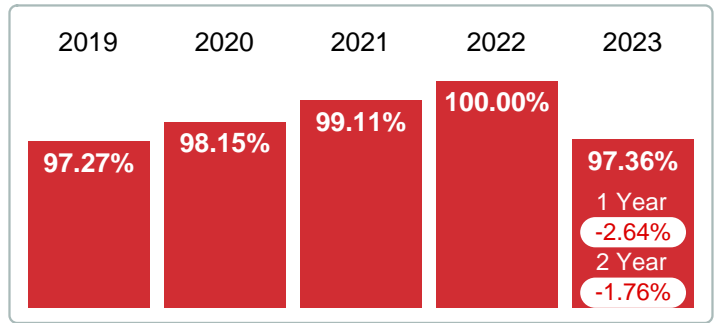
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

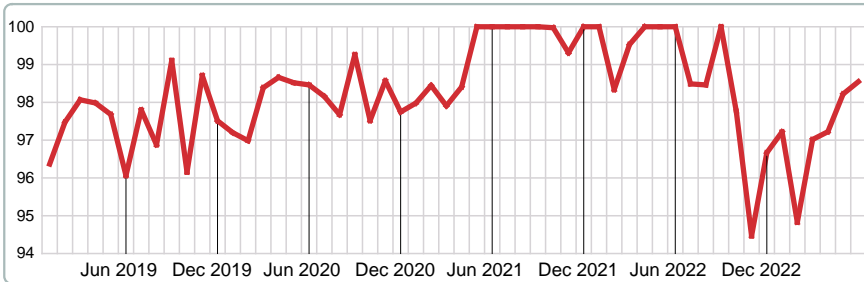
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

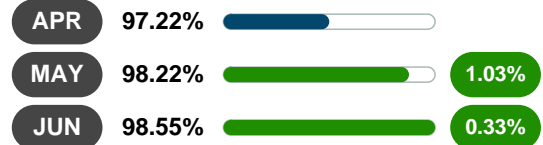


3 MONTHS

5 year JUN AVG = 98.61%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.55%**
equal to 5 yr JUN average of **98.61%**



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	3	6.82%	100.31%	100.31%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	5	11.36%	89.79%	92.27%	88.53%	94.90%	0.00%
\$150,001 - \$175,000	10	22.73%	97.35%	94.29%	97.77%	101.91%	89.19%
\$175,001 - \$225,000	7	15.91%	99.21%	99.21%	100.00%	91.11%	0.00%
\$225,001 - \$275,000	9	20.45%	96.42%	0.00%	96.42%	91.16%	0.00%
\$275,001 - \$325,000	5	11.36%	100.00%	0.00%	100.62%	100.00%	0.00%
\$325,001 and up	5	11.36%	100.00%	0.00%	98.92%	110.32%	0.00%
Median Sold/List Ratio		98.55%		99.21%	98.41%	99.06%	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



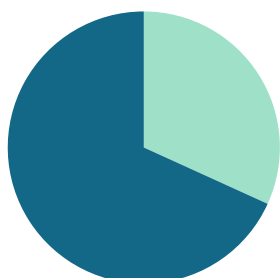
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

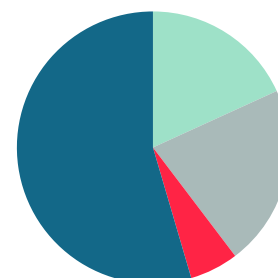


Inventory
 New Listings
62 = 31.79%
 Start Inventory
133
 Total Inventory Units
195
 Volume
\$61,136,744

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%
Median List Price	224,900	206,750	-8.07%	197,000	195,900	-0.56%
Median Sale Price	221,200	192,250	-13.09%	190,500	189,000	-0.79%
Median Percent of Selling Price to List Price	100.00%	98.55%	-1.45%	100.00%	97.36%	-2.64%
Median Days on Market to Sale	10.00	27.00	170.00%	11.00	29.00	163.64%
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

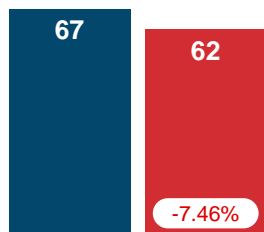
Inventory on June 30, 2023 = **132**

2022 **2023**

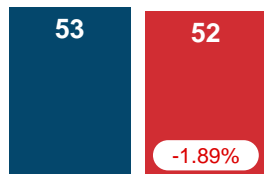
JUNE MARKET

MEDIAN PRICES

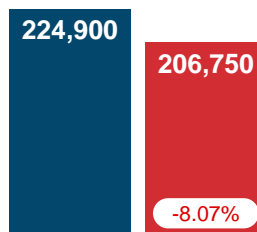
New Listings



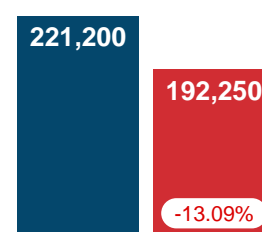
Pending Listings



List Price



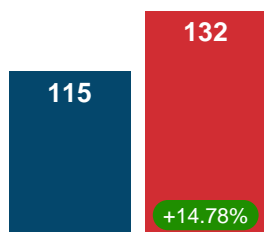
Sale Price



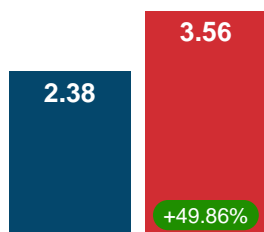
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

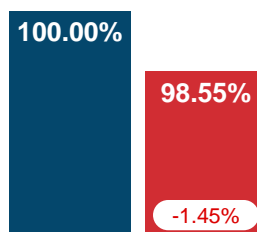
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

