

# March 2023



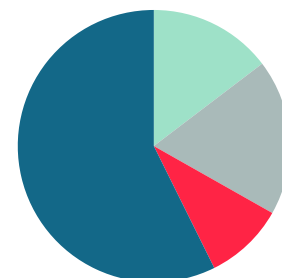
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	43	34	-20.93%
Pending Listings	48	43	-10.42%
New Listings	67	53	-20.90%
Average List Price	235,384	208,639	-11.36%
Average Sale Price	229,553	199,125	-13.26%
Average Percent of Selling Price to List Price	97.30%	95.76%	-1.58%
Average Days on Market to Sale	39.79	64.53	62.17%
End of Month Inventory	96	133	38.54%
Months Supply of Inventory	1.99	3.28	64.77%



■ Closed (14.66%)  
■ Pending (18.53%)  
■ Other OffMarket (9.48%)  
■ Active (57.33%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of March 31, 2023 = **133**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **38.54%** to 133 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 **3.28** 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 **13.26%** in March 2023 to \$199,125 versus the previous year at \$229,553.

#### Average Days on Market Lengthens

The average number of **64.53** days that homes spent on the market before selling increased by 24.74 days or **62.17%** in March 2023 compared to last year's same month at **39.79** DOM.

#### Sales Success for March 2023 is Positive

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

There were 53 New Listings in March 2023, down **20.90%** from last year at 67. Furthermore, there were 34 Closed Listings this month versus last year at 43, a **-20.93%** decrease.

Closed versus Listed trends yielded a **64.2%** ratio, down from previous year's, March 2022, at **64.2%**, a **0.04%** 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

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

### 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

# March 2023



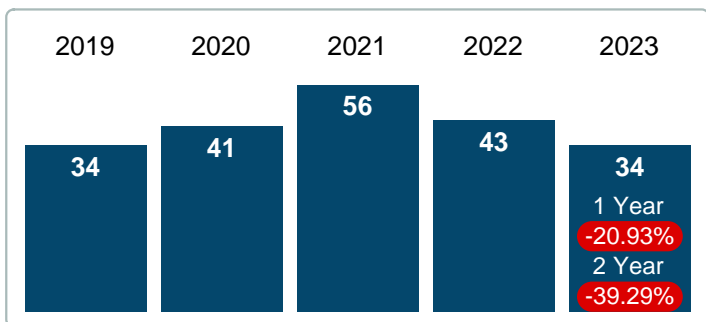
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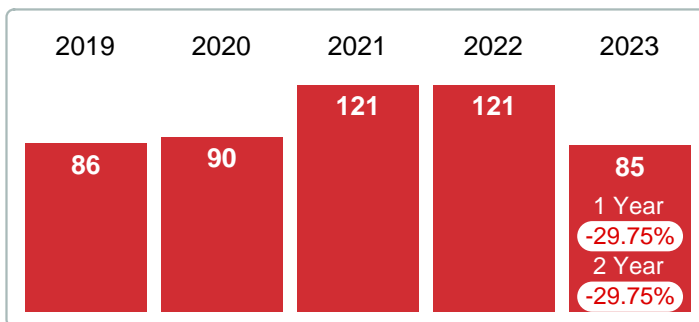
## CLOSED LISTINGS

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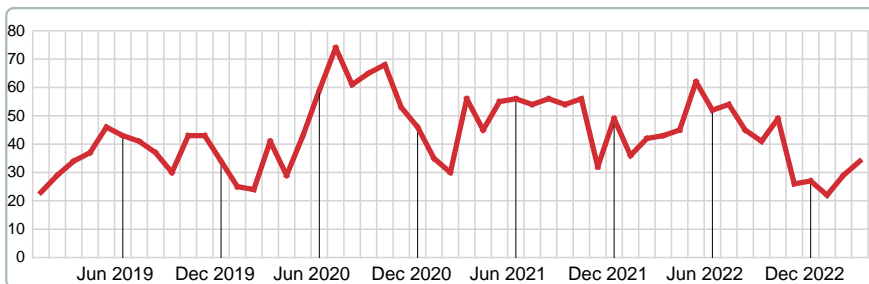
### MARCH



### YEAR TO DATE (YTD)

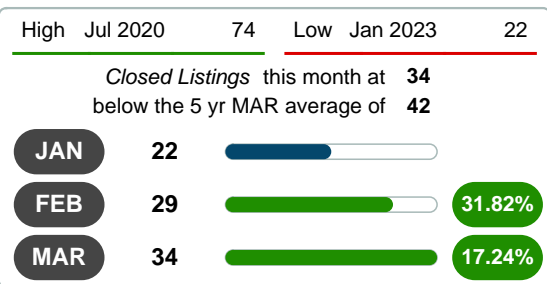


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 42



### 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	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	5	14.71%	82.2	2	3	0	0
\$125,001 - \$150,000	7	20.59%	45.4	1	5	1	0
\$150,001 - \$200,000	8	23.53%	54.1	0	6	2	0
\$200,001 - \$250,000	6	17.65%	68.2	0	5	1	0
\$250,001 - \$300,000	4	11.76%	71.5	1	2	1	0
\$300,001 and up	4	11.76%	84.3	0	2	1	1
<b>Total Closed Units</b>	<b>34</b>			<b>4</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,770,234</b>	<b>100%</b>	<b>64.5</b>	<b>574.00K</b>	<b>4.56M</b>	<b>1.33M</b>	<b>305.90K</b>
<b>Average Closed Price</b>	<b>\$199,125</b>			<b>\$143,500</b>	<b>\$198,083</b>	<b>\$222,406</b>	<b>\$305,900</b>

# March 2023



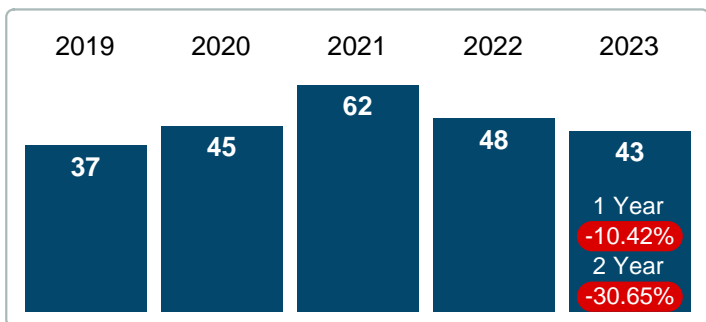
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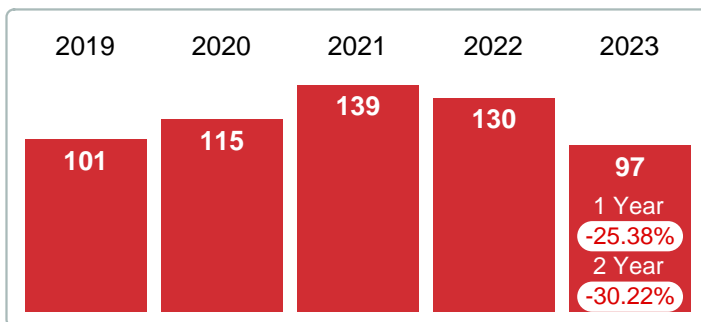
## PENDING LISTINGS

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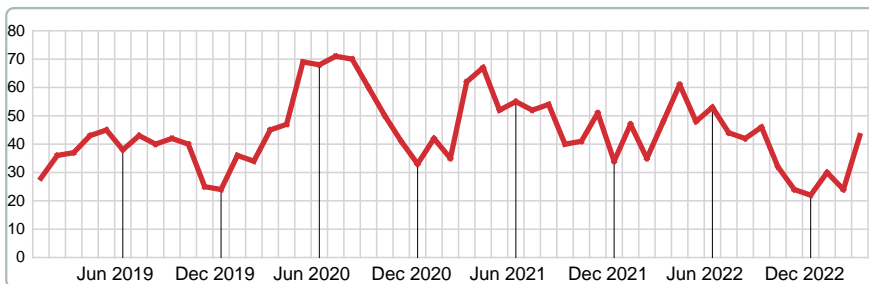
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 47

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at **43**  
below the 5 yr MAR average of **47**

- JAN 30
- FEB 24 (-20.00%)
- MAR 43 (79.17%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.30%	9.8	2	2	0	0
\$100,001 - \$125,000	3	6.98%	33.0	1	2	0	0
\$125,001 - \$150,000	9	20.93%	48.9	2	6	1	0
\$150,001 - \$200,000	9	20.93%	58.1	1	8	0	0
\$200,001 - \$250,000	6	13.95%	28.5	0	4	2	0
\$250,001 - \$425,000	8	18.60%	51.4	0	2	6	0
\$425,001 and up	4	9.30%	84.0	1	2	0	1
<b>Total Pending Units</b>	<b>43</b>			<b>7</b>	<b>26</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,353,900</b>	<b>100%</b>	<b>47.0</b>	<b>1.12M</b>	<b>5.22M</b>	<b>2.39M</b>	<b>625.00K</b>
<b>Average Listing Price</b>	<b>\$217,533</b>			<b>\$159,343</b>	<b>\$200,781</b>	<b>\$265,911</b>	<b>\$625,000</b>

# March 2023



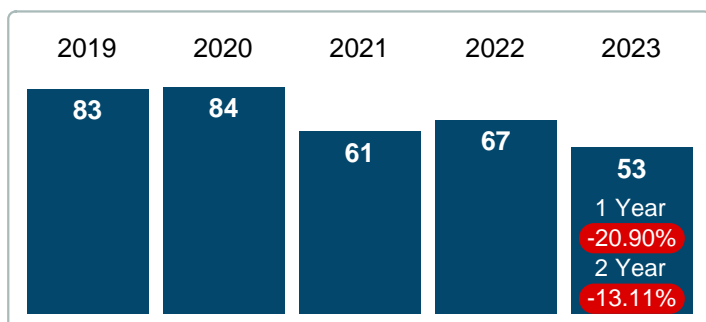
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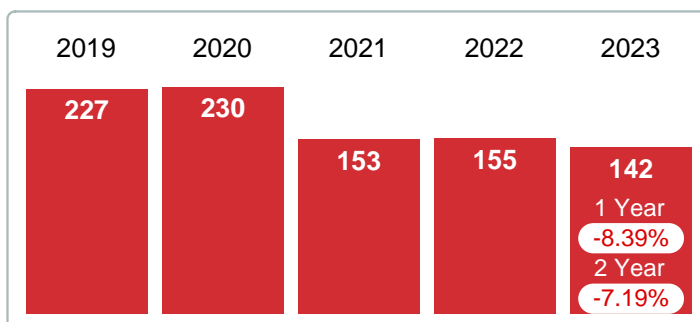
## NEW LISTINGS

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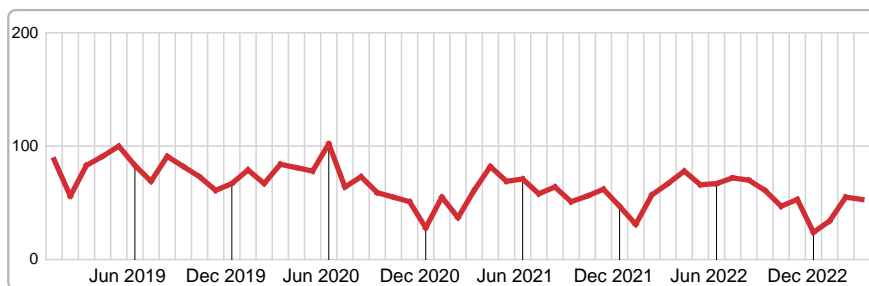
### MARCH



### YEAR TO DATE (YTD)

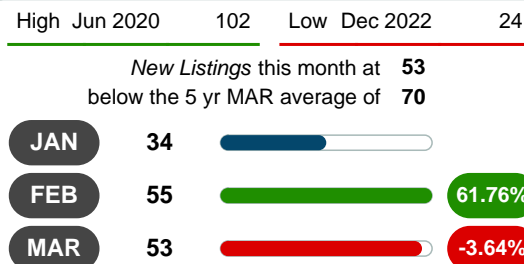


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 70



### 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	5.66%	3	0	0	0
\$75,001 - \$125,000	8	15.09%	3	5	0	0
\$125,001 - \$150,000	8	15.09%	4	4	0	0
\$150,001 - \$225,000	15	28.30%	2	10	2	1
\$225,001 - \$300,000	7	13.21%	0	5	2	0
\$300,001 - \$450,000	6	11.32%	0	4	1	1
\$450,001 and up	6	11.32%	0	4	1	1
<b>Total New Listed Units</b>	<b>53</b>		<b>12</b>	<b>32</b>	<b>6</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>12,589,990</b>	<b>100%</b>	<b>1.38M</b>	<b>7.82M</b>	<b>2.04M</b>	<b>1.34M</b>
<b>Average New Listed Listing Price</b>	<b>\$202,214</b>		<b>\$115,192</b>	<b>\$244,366</b>	<b>\$340,682</b>	<b>\$447,967</b>

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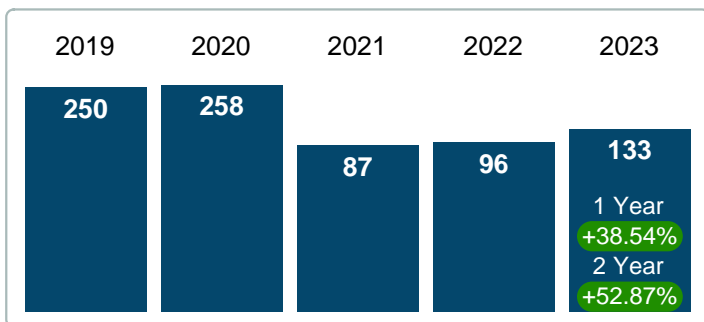
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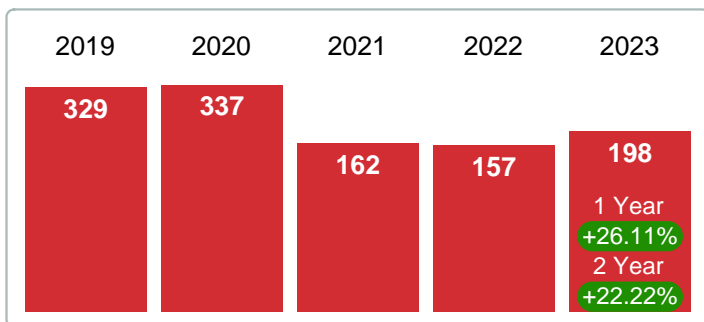
## ACTIVE INVENTORY

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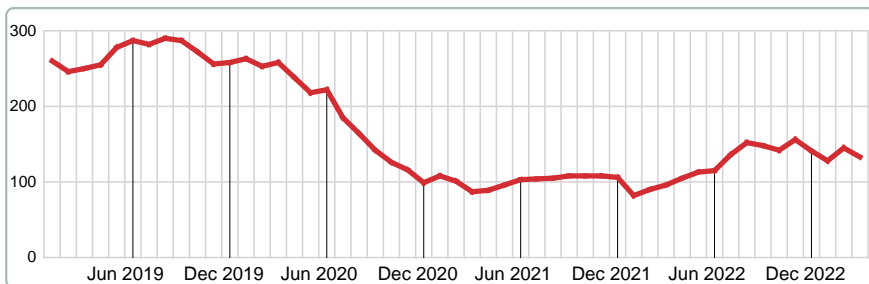
### END OF MARCH



### ACTIVE DURING MARCH

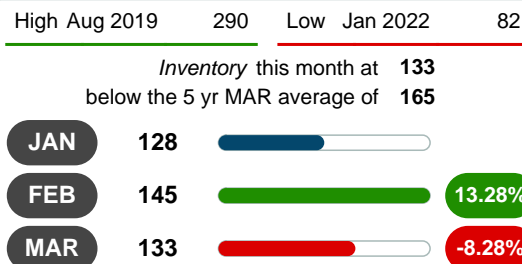


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 165



### 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	9.77%	55.6	7	5	1	0
\$100,001 - \$125,000	6	4.51%	58.8	3	3	0	0
\$125,001 - \$175,000	18	13.53%	70.2	6	10	2	0
\$175,001 - \$275,000	40	30.08%	59.4	3	30	6	1
\$275,001 - \$375,000	26	19.55%	107.2	0	18	5	3
\$375,001 - \$650,000	17	12.78%	111.2	1	8	7	1
\$650,001 and up	13	9.77%	139.7	2	4	5	2
<b>Total Active Inventory by Units</b>	<b>133</b>			<b>22</b>	<b>78</b>	<b>26</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>42,468,426</b>	<b>100%</b>	<b>84.3</b>	<b>5.39M</b>	<b>22.88M</b>	<b>10.92M</b>	<b>3.28M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$319,311</b>			<b>\$245,016</b>	<b>\$293,386</b>	<b>\$419,823</b>	<b>\$468,371</b>

# March 2023



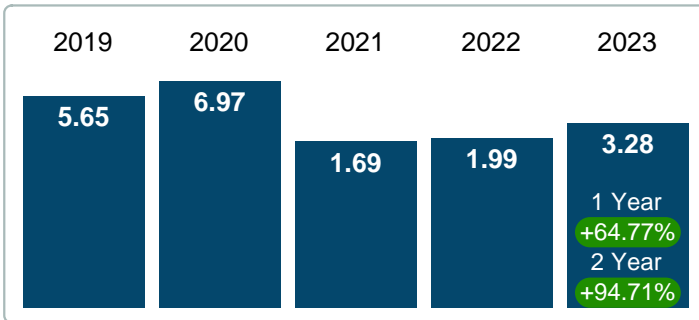
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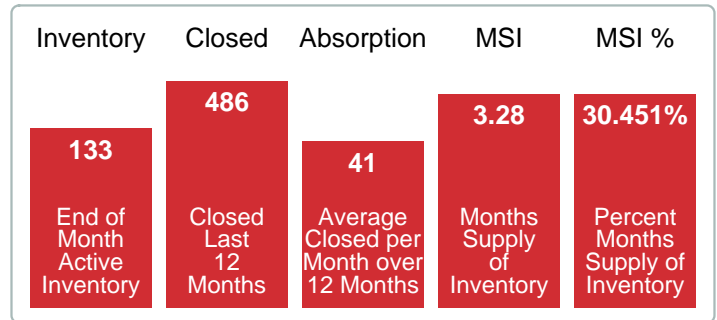
## MONTHS SUPPLY of INVENTORY (MSI)

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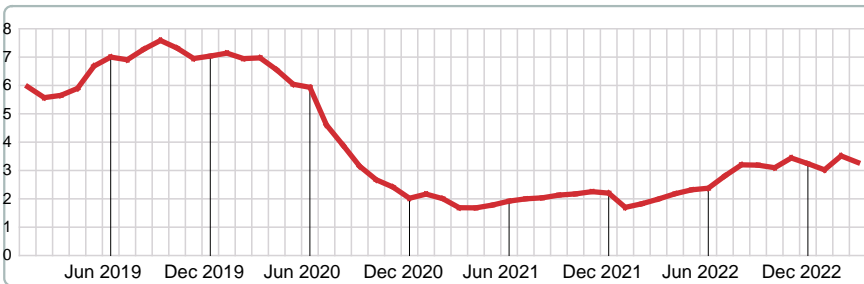
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.92

High Sep 2019 7.59 Low Apr 2021 1.68

Months Supply this month at **3.28**  
below the 5 yr MAR average of **3.92**



### 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	9.77%	2.26	2.80	1.67	6.00	0.00
\$100,001 - \$125,000	6	4.51%	2.77	3.00	2.77	0.00	0.00
\$125,001 - \$175,000	18	13.53%	1.73	2.57	1.56	1.41	0.00
\$175,001 - \$275,000	40	30.08%	3.24	3.27	3.33	3.13	2.00
\$275,001 - \$375,000	26	19.55%	4.95	0.00	6.55	2.40	12.00
\$375,001 - \$650,000	17	12.78%	4.74	6.00	4.17	7.00	2.00
\$650,001 and up	13	9.77%	13.00	24.00	12.00	30.00	4.80
Market Supply of Inventory (MSI)			3.28	3.07	3.18	3.80	3.50
Total Active Inventory by Units		100%	3.28	22	78	26	7

# March 2023



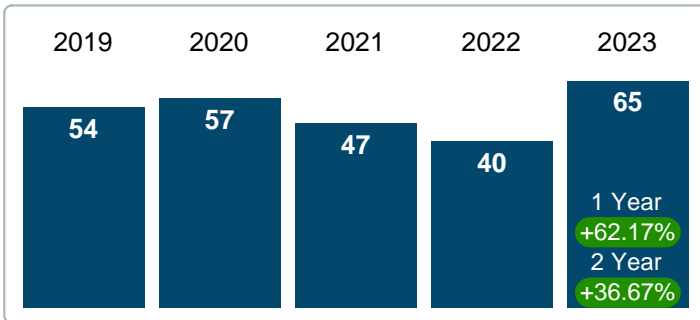
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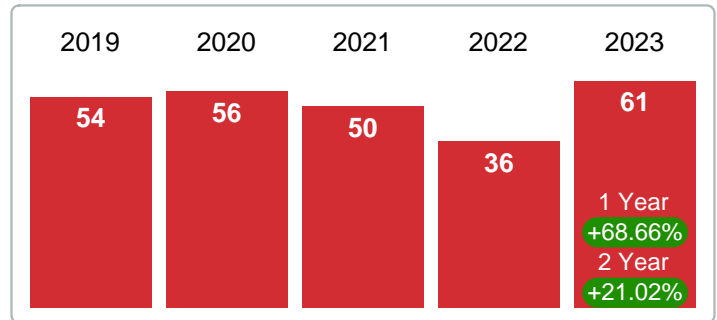
## AVERAGE DAYS ON MARKET TO SALE

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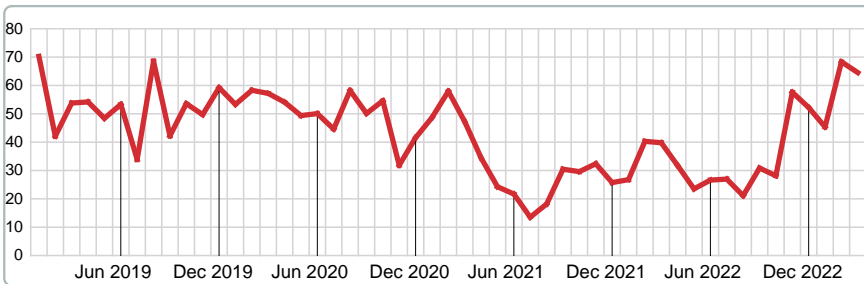
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

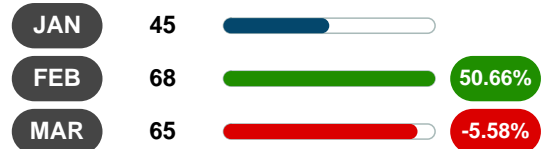


### 3 MONTHS

5 year MAR AVG = 53

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 65 above the 5 yr MAR average of 53



### 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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.71%	82	132	49	0	0
\$125,001 - \$150,000	20.59%	45	10	35	133	0
\$150,001 - \$200,000	23.53%	54	0	52	60	0
\$200,001 - \$250,000	17.65%	68	0	81	3	0
\$250,001 - \$300,000	11.76%	72	136	58	34	0
\$300,001 and up	11.76%	84	0	87	96	67
<b>Average Closed DOM</b>		<b>65</b>	<b>102</b>	<b>58</b>	<b>64</b>	<b>67</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>65</b>	<b>4</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,770,234</b>	<b>574.00K</b>	<b>4.56M</b>	<b>1.33M</b>	<b>305.90K</b>



# March 2023



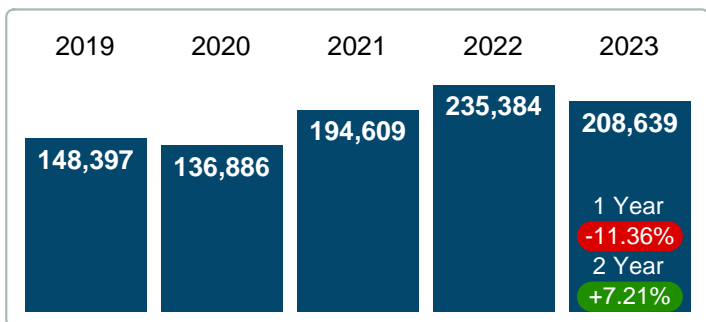
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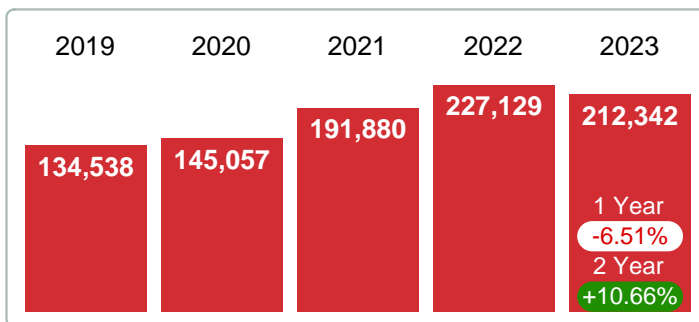
## AVERAGE LIST PRICE AT CLOSING

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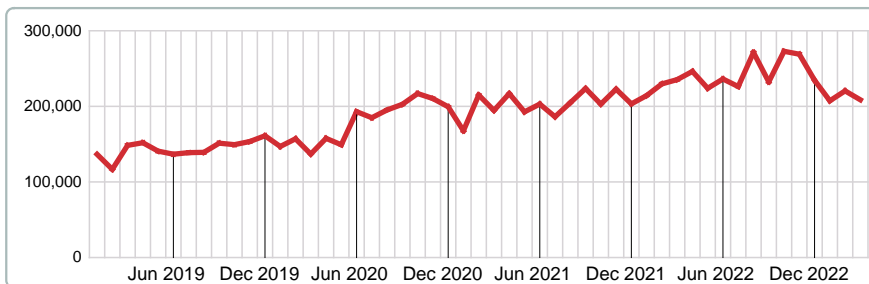
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 184,783

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

Average List Price at Closing this month at **208,639**  
above the 5 yr MAR average of **184,783**

- JAN 207,368
- FEB 220,455 (+6.31%)
- MAR 208,639 (-5.36%)

### 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	0	0.00%	0	0	0	0	
\$75,001 - \$125,000	5	14.71%	97,360	97,500	97,267	0	
\$125,001 - \$150,000	6	17.65%	141,350	129,500	148,940	148,900	
\$150,001 - \$200,000	9	26.47%	177,344	0	179,617	177,450	
\$200,001 - \$250,000	5	14.71%	224,280	0	230,960	225,000	
\$250,001 - \$300,000	5	14.71%	274,707	275,000	277,100	274,434	
\$300,001 and up	4	11.76%	416,950	0	490,000	344,900	
<b>Average List Price</b>		<b>208,639</b>		<b>149,875</b>	<b>208,835</b>	<b>224,689</b>	<b>342,900</b>
<b>Total Closed Units</b>		<b>34</b>	<b>100%</b>	<b>208,639</b>	<b>4</b>	<b>23</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>7,093,733</b>		<b>599.50K</b>	<b>4.80M</b>	<b>1.35M</b>	<b>342.90K</b>



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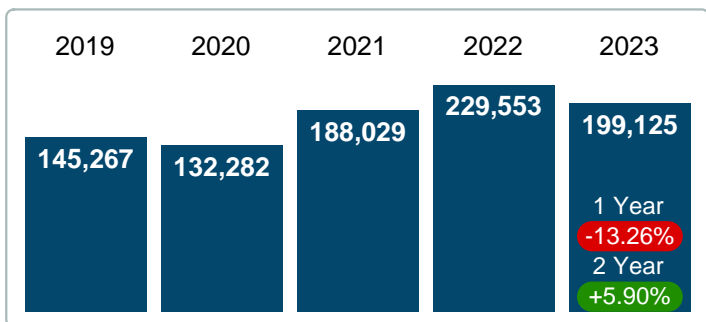
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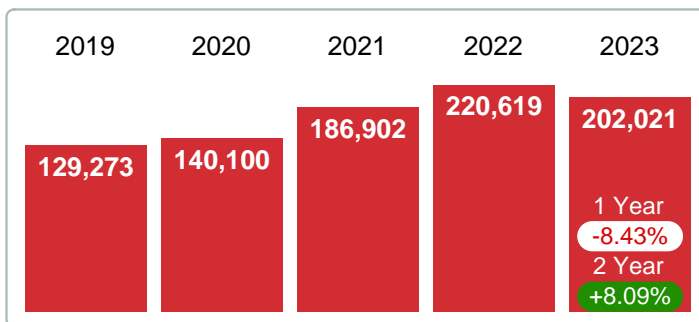
## AVERAGE SOLD PRICE AT CLOSING

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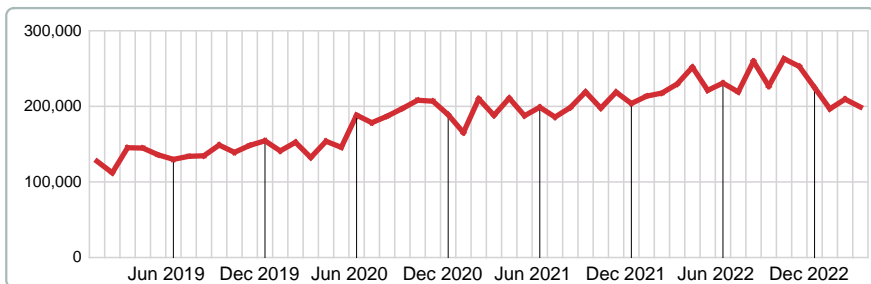
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 178,851

High Oct 2022 262,961 | Low Feb 2019 112,077

Average Sold Price at Closing this month at **199,125** above the 5 yr MAR average of **178,851**

- JAN: 196,680
- FEB: 209,469 (+6.50%)
- MAR: 199,125 (-4.94%)

### 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	0.00%	0	0	0	0	0
\$75,001 - \$125,000	14.71%	92,380	93,500	91,633	0	0
\$125,001 - \$150,000	20.59%	138,214	127,000	138,500	148,000	0
\$150,001 - \$200,000	23.53%	170,125	0	169,667	171,500	0
\$200,001 - \$250,000	17.65%	223,333	0	223,000	225,000	0
\$250,001 - \$300,000	11.76%	271,234	260,000	275,250	274,434	0
\$300,001 and up	11.76%	388,725	0	452,500	344,000	305,900
<b>Average Sold Price</b>		<b>199,125</b>	<b>143,500</b>	<b>198,083</b>	<b>222,406</b>	<b>305,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,125</b>	<b>4</b>	<b>23</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,770,234</b>	<b>574.00K</b>	<b>4.56M</b>	<b>1.33M</b>	<b>305.90K</b>

# March 2023



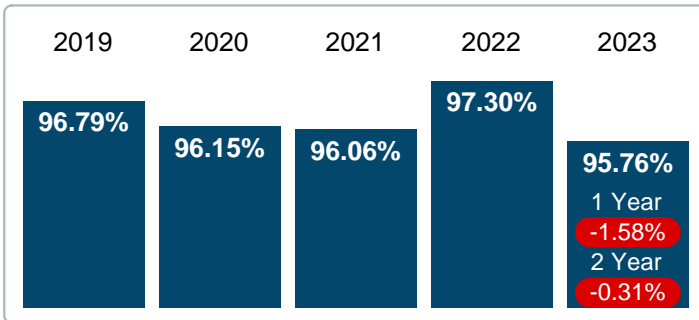
Area Delimited by County Of Cherokee - Residential Property Type



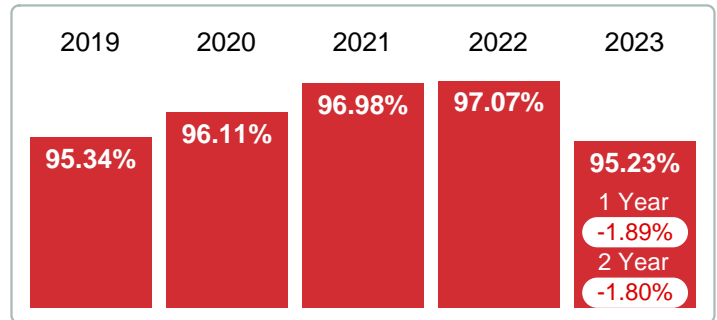
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

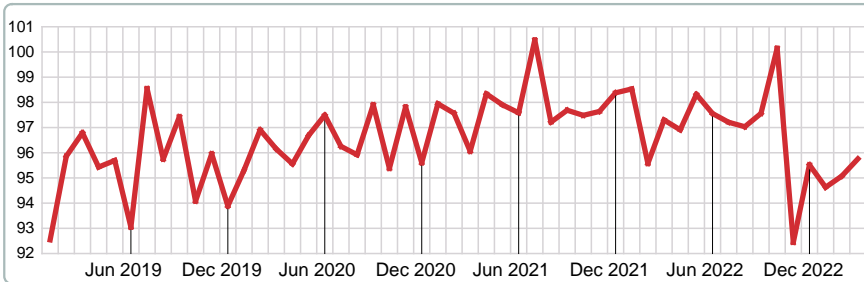
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

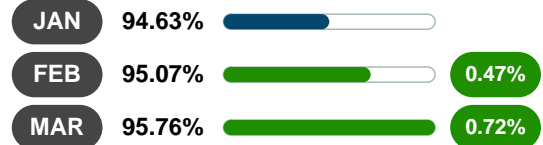


### 3 MONTHS

5 year MAR AVG = 96.41%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.76%**  
equal to 5 yr MAR average of **96.41%**



### 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	5	14.71%	95.04%	96.00%	94.40%	0.00%	0.00%
\$125,001 - \$150,000	7	20.59%	95.18%	98.07%	93.76%	99.40%	0.00%
\$150,001 - \$200,000	8	23.53%	95.23%	0.00%	94.70%	96.83%	0.00%
\$200,001 - \$250,000	6	17.65%	97.48%	0.00%	96.98%	100.00%	0.00%
\$250,001 - \$300,000	4	11.76%	98.27%	94.55%	99.27%	100.00%	0.00%
\$300,001 and up	4	11.76%	93.62%	0.00%	92.77%	99.74%	89.21%
Average Sold/List Ratio		95.80%		96.15%	95.18%	98.80%	89.21%
Total Closed Units		34	100%	4	23	6	1
Total Closed Volume		6,770,234		574.00K	4.56M	1.33M	305.90K

# March 2023



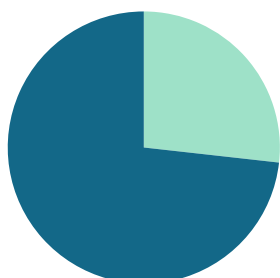
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

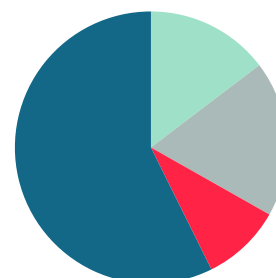


**Inventory**  
 New Listings  
**53 = 26.77%**  
 Start Inventory  
**145**  
 Total Inventory Units  
**198**  
 Volume  
**\$60,308,366**

### Market Activity

Closed Sales  
**34 = 14.66%**  
 Pending Sales  
**43 = 18.53%**  
 Other Off Market  
**22 = 9.48%**  
 Active Inventory  
**133 = 57.33%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	43	34	-20.93%	121	85	-29.75%
Pending Sales	48	43	-10.42%	130	97	-25.38%
New Listings	67	53	-20.90%	155	142	-8.39%
Average List Price	235,384	208,639	-11.36%	227,129	212,342	-6.51%
Average Sale Price	229,553	199,125	-13.26%	220,619	202,021	-8.43%
Average Percent of Selling Price to List Price	97.30%	95.76%	-1.58%	97.07%	95.23%	-1.89%
Average Days on Market to Sale	39.79	64.53	62.17%	36.09	60.87	68.66%
Monthly Inventory	96	133	38.54%	96	133	38.54%
Months Supply of Inventory	1.99	3.28	64.77%	1.99	3.28	64.77%

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

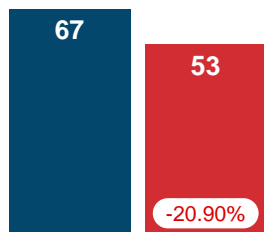
**Inventory** on March 31, 2023 = **133**

**2022** **2023**

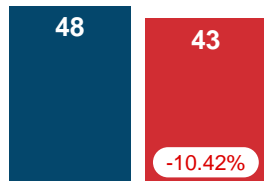
### MARCH MARKET

### AVERAGE PRICES

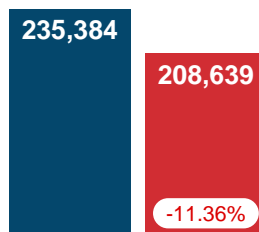
#### New Listings



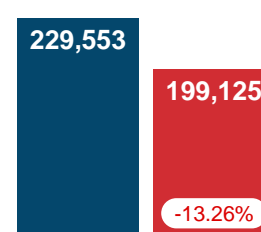
#### Pending Listings



#### List Price



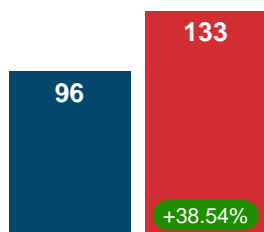
#### Sale Price



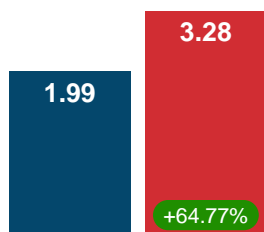
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

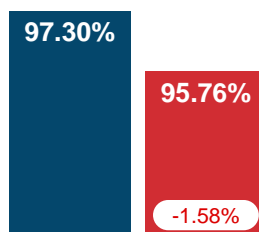
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

