

March 2023



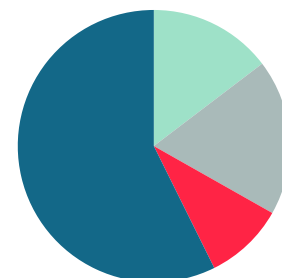
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	204,900	179,900	-12.20%
Median Sale Price	205,000	171,500	-16.34%
Median Percent of Selling Price to List Price	99.53%	97.02%	-2.52%
Median Days on Market to Sale	19.00	43.00	126.32%
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.

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 **16.34%** in March 2023 to \$171,500 versus the previous year at \$205,000.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 24.00 days or **126.32%** in March 2023 compared to last year's same month at **19.00** DOM.

Sales Success for March 2023 is Positive

Overall, with Median 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.

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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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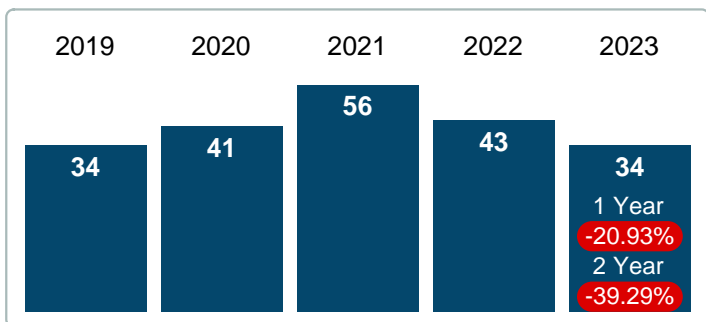
Area Delimited by County Of Cherokee - Residential Property Type



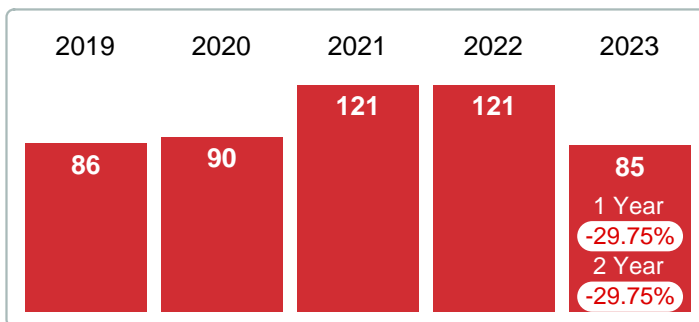
CLOSED LISTINGS

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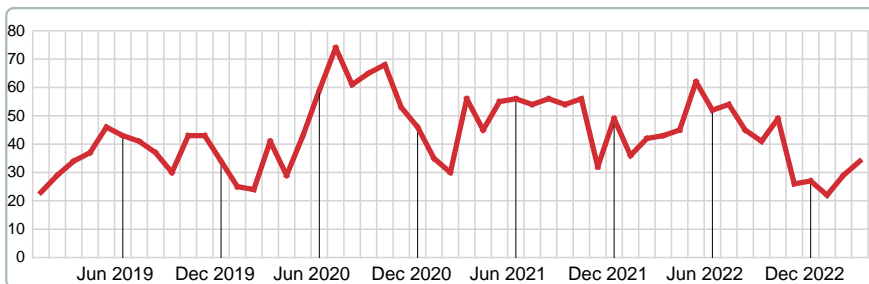
MARCH



YEAR TO DATE (YTD)

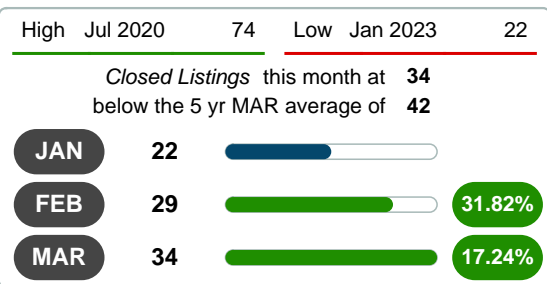


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	105.0	2	3	0	0
\$125,001 - \$150,000	7	20.59%	10.0	1	5	1	0
\$150,001 - \$200,000	8	23.53%	50.0	0	6	2	0
\$200,001 - \$250,000	6	17.65%	19.0	0	5	1	0
\$250,001 - \$300,000	4	11.76%	71.5	1	2	1	0
\$300,001 and up	4	11.76%	81.5	0	2	1	1
Total Closed Units	34			4	23	6	1
Total Closed Volume	6,770,234	100%	43.0	574.00K	4.56M	1.33M	305.90K
Median Closed Price	\$171,500			\$111,000	\$167,500	\$202,000	\$305,900

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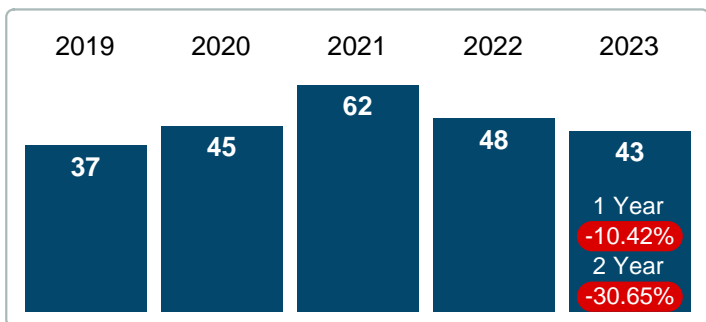
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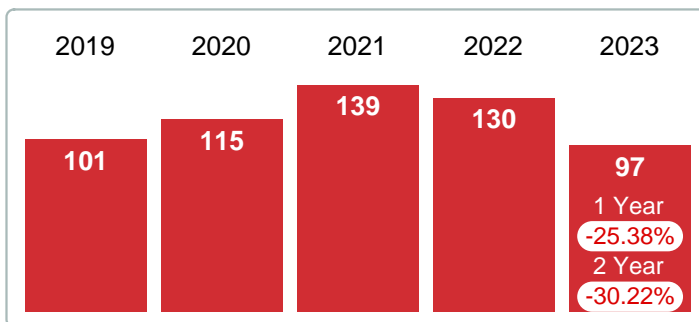
PENDING LISTINGS

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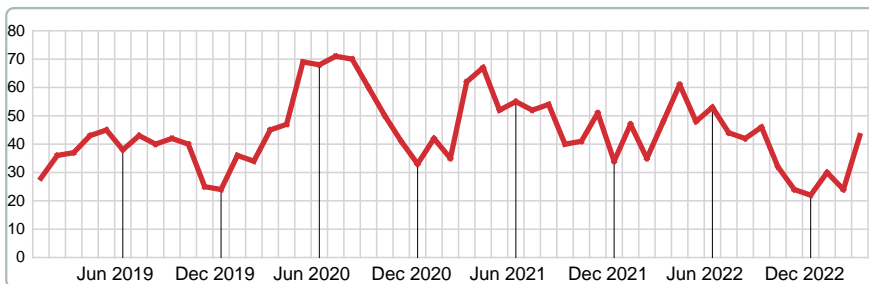
MARCH



YEAR TO DATE (YTD)

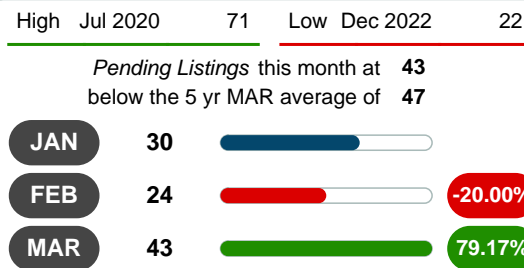


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.30%	7.5	2	2	0	0
\$100,001 - \$125,000	3	6.98%	24.0	1	2	0	0
\$125,001 - \$150,000	9	20.93%	10.0	2	6	1	0
\$150,001 - \$200,000	9	20.93%	21.0	1	8	0	0
\$200,001 - \$250,000	6	13.95%	36.5	0	4	2	0
\$250,001 - \$425,000	8	18.60%	30.5	0	2	6	0
\$425,001 and up	4	9.30%	81.0	1	2	0	1
Total Pending Units	43			7	26	9	1
Total Pending Volume	9,353,900	100%	23.0	1.12M	5.22M	2.39M	625.00K
Median Listing Price	\$180,000			\$129,500	\$175,450	\$265,600	\$625,000

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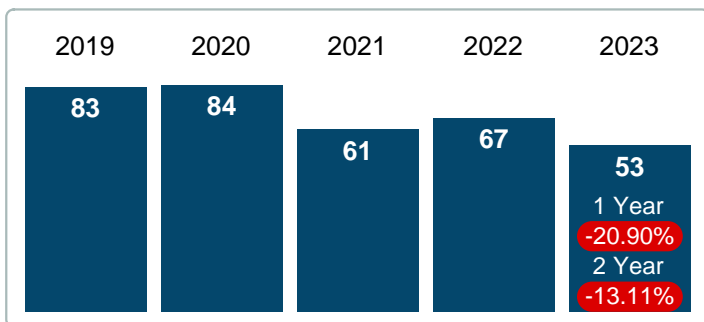
Area Delimited by County Of Cherokee - Residential Property Type



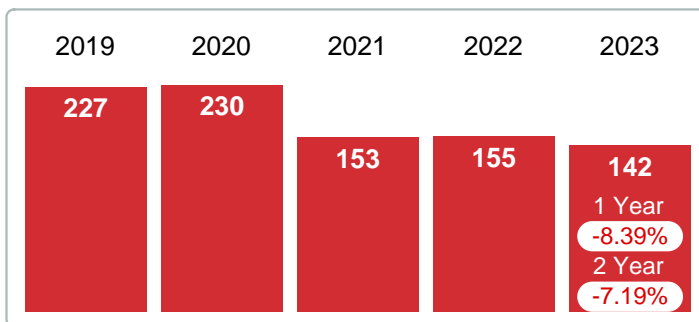
NEW LISTINGS

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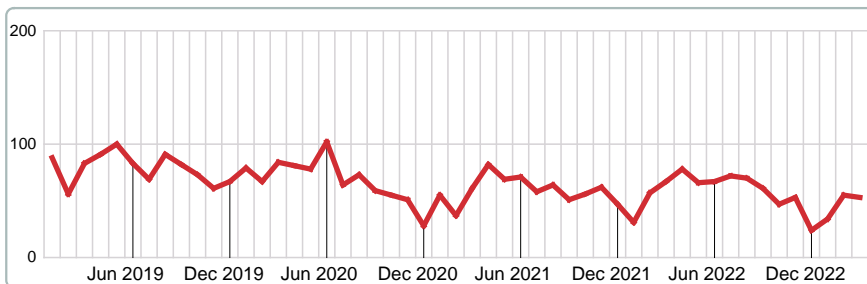
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 53
below the 5 yr MAR average of 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
Total New Listed Units	53		12	32	6	3
Total New Listed Volume	12,589,990	100%	1.38M	7.82M	2.04M	1.34M
Median New Listed Listing Price	\$199,900		\$116,200	\$214,700	\$257,450	\$419,000

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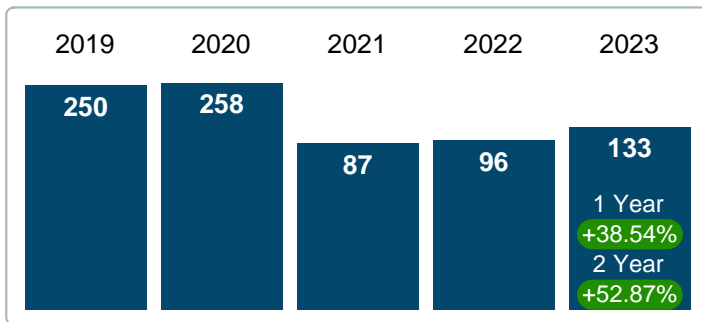
Area Delimited by County Of Cherokee - Residential Property Type



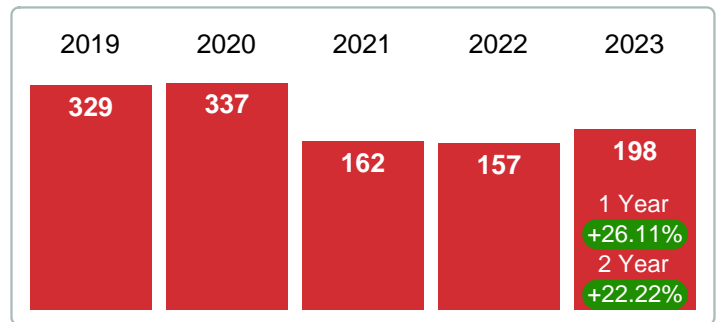
ACTIVE INVENTORY

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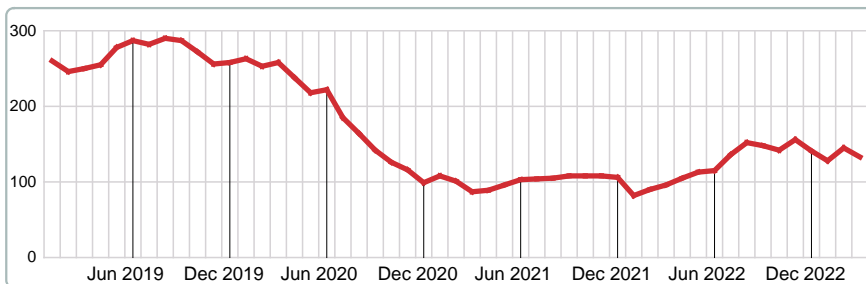
END OF MARCH



ACTIVE DURING MARCH

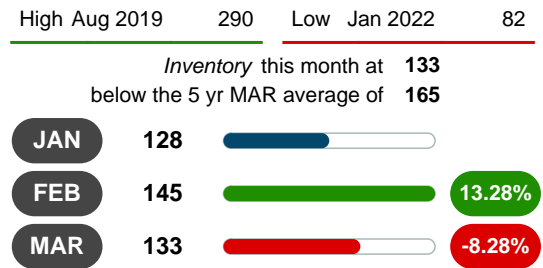


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 165



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	9.77%	32.0	7	5	1	0
\$100,001 - \$125,000	6	4.51%	42.5	3	3	0	0
\$125,001 - \$175,000	18	13.53%	47.5	6	10	2	0
\$175,001 - \$275,000	40	30.08%	42.0	3	30	6	1
\$275,001 - \$375,000	26	19.55%	104.5	0	18	5	3
\$375,001 - \$650,000	17	12.78%	109.0	1	8	7	1
\$650,001 and up	13	9.77%	141.0	2	4	5	2
Total Active Inventory by Units	133			22	78	26	7
Total Active Inventory by Volume	42,468,426	100%	58.0	5.39M	22.88M	10.92M	3.28M
Median Active Inventory Listing Price	\$249,000			\$135,950	\$248,000	\$329,900	\$369,900

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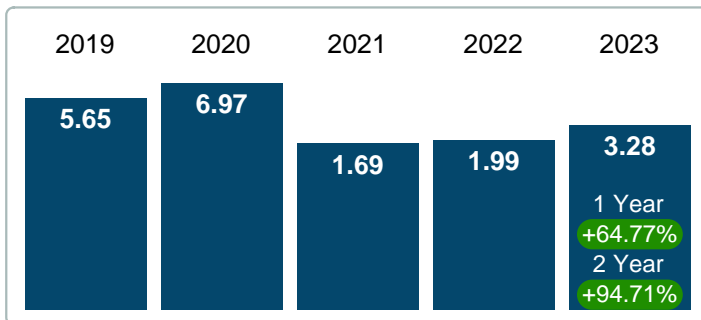
Area Delimited by County Of Cherokee - Residential Property Type



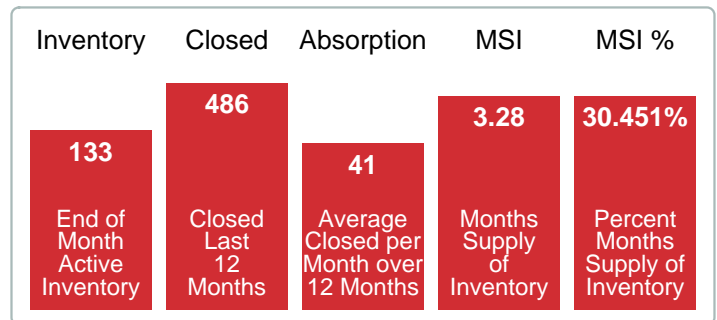
MONTHS SUPPLY of INVENTORY (MSI)

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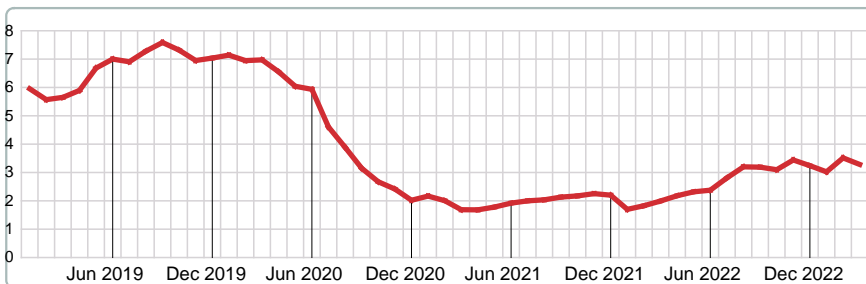
MSI FOR MARCH



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

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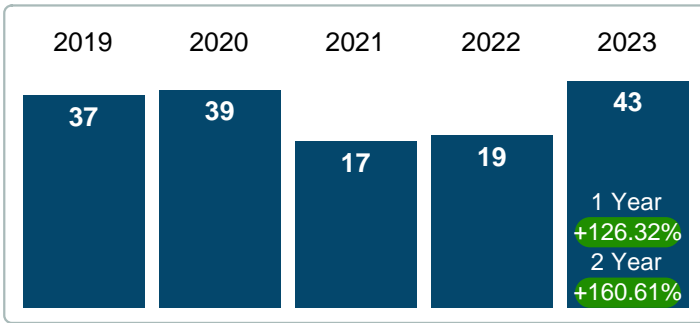
Area Delimited by County Of Cherokee - Residential Property Type



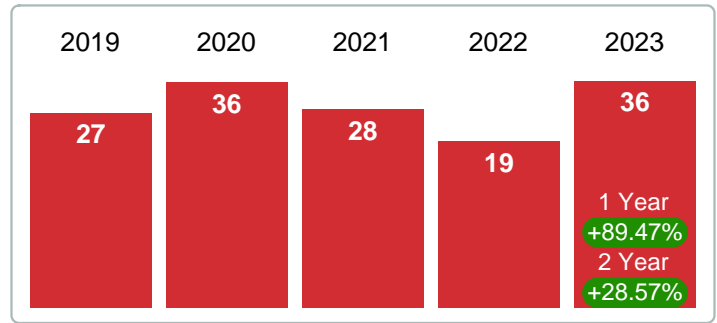
MEDIAN DAYS ON MARKET TO SALE

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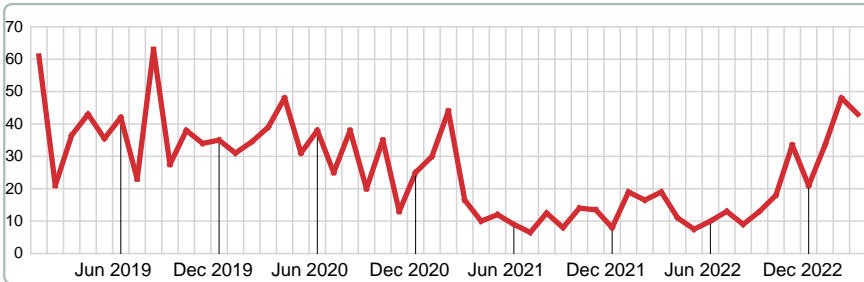
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 31

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 43 above the 5 yr MAR average of 31



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	0.00%	141	0	0	0	0
\$75,001 - \$125,000	14.71%	105	132	35	0	0
\$125,001 - \$150,000	20.59%	10	10	7	133	0
\$150,001 - \$200,000	23.53%	50	0	44	60	0
\$200,001 - \$250,000	17.65%	19	0	27	3	0
\$250,001 - \$300,000	11.76%	72	136	58	34	0
\$300,001 and up	11.76%	82	0	87	96	67
Median Closed DOM		43	132	27	65	67
Total Closed Units	100%	43.0	4	23	6	1
Total Closed Volume		6,770,234	574.00K	4.56M	1.33M	305.90K

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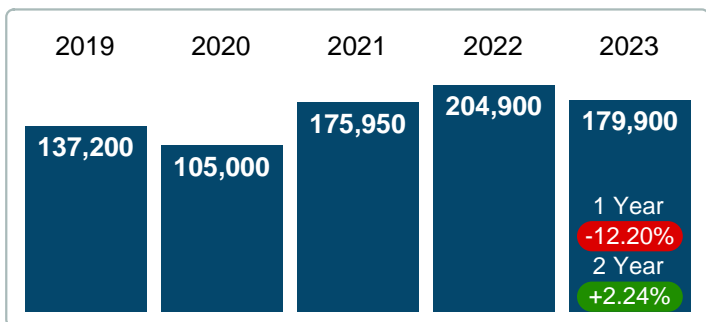
Area Delimited by County Of Cherokee - Residential Property Type



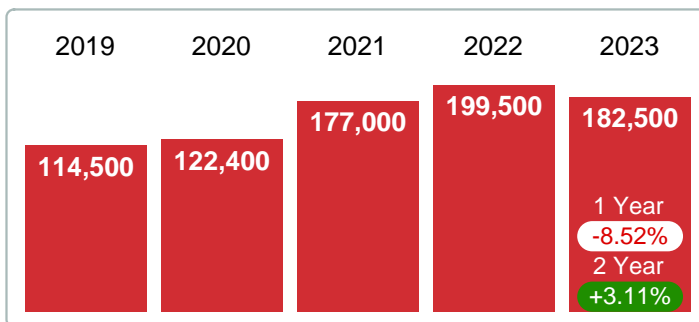
MEDIAN LIST PRICE AT CLOSING

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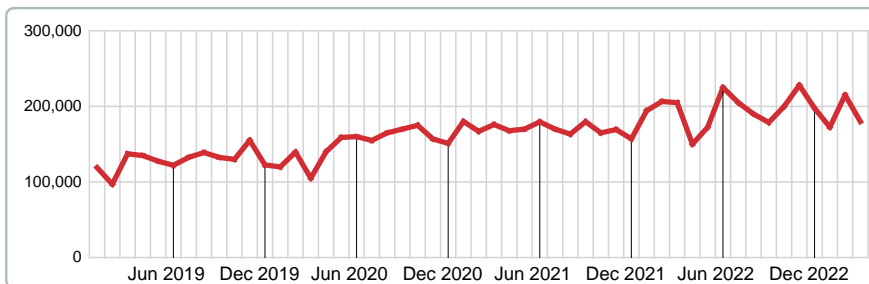
MARCH



YEAR TO DATE (YTD)

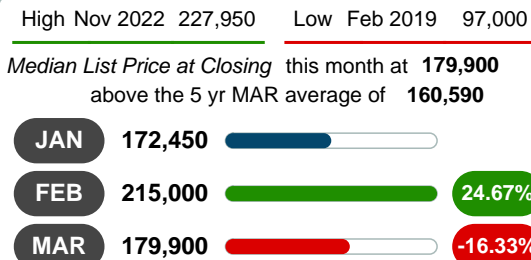


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 160,590



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	0	0.00%	82	0	0	0	
\$75,001 - \$125,000	5	14.71%	95,000	97,500	88,900	0	
\$125,001 - \$150,000	6	17.65%	139,950	129,500	139,950	148,900	
\$150,001 - \$200,000	9	26.47%	178,000	0	178,000	177,450	
\$200,001 - \$250,000	5	14.71%	225,000	0	226,950	225,000	
\$250,001 - \$300,000	5	14.71%	274,434	275,000	269,900	274,434	
\$300,001 and up	4	11.76%	344,950	0	490,000	344,900	
Median List Price		179,900		114,750	179,900	207,500	342,900
Total Closed Units		34		4	23	6	1
Total Closed Volume		7,093,733		599.50K	4.80M	1.35M	342.90K

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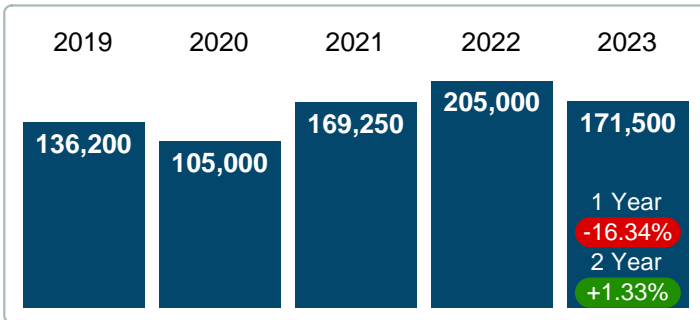
Area Delimited by County Of Cherokee - Residential Property Type



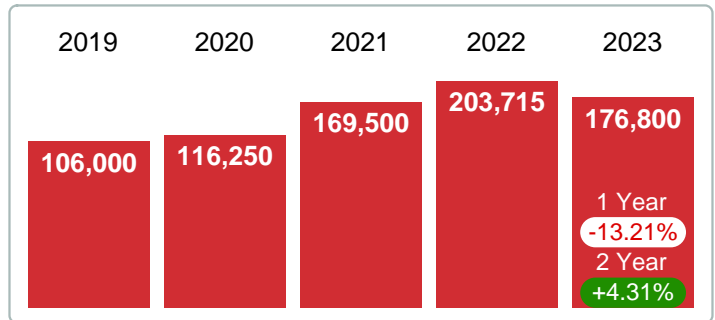
MEDIAN SOLD PRICE AT CLOSING

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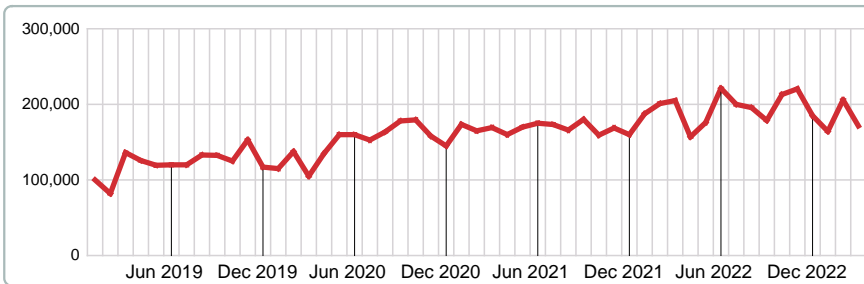
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

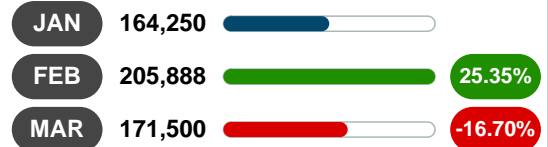


3 MONTHS

5 year MAR AVG = 157,390

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

Median Sold Price at Closing this month at 171,500 above the 5 yr MAR average of 157,390



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	0.00%	344,950	0	0	0	0
\$75,001 - \$125,000	14.71%	92,000	93,500	84,900	0	0
\$125,001 - \$150,000	20.59%	137,000	127,000	137,000	148,000	0
\$150,001 - \$200,000	23.53%	166,250	0	166,250	171,500	0
\$200,001 - \$250,000	17.65%	225,000	0	225,000	225,000	0
\$250,001 - \$300,000	11.76%	267,217	260,000	275,250	274,434	0
\$300,001 and up	11.76%	334,500	0	452,500	344,000	305,900
Median Sold Price		171,500	111,000	167,500	202,000	305,900
Total Closed Units		34	4	23	6	1
Total Closed Volume		6,770,234	574.00K	4.56M	1.33M	305.90K

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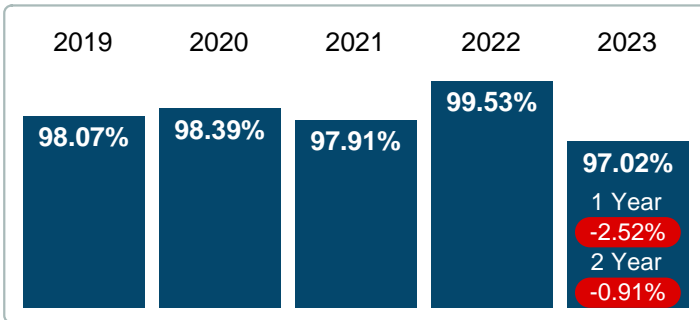
Area Delimited by County Of Cherokee - Residential Property Type



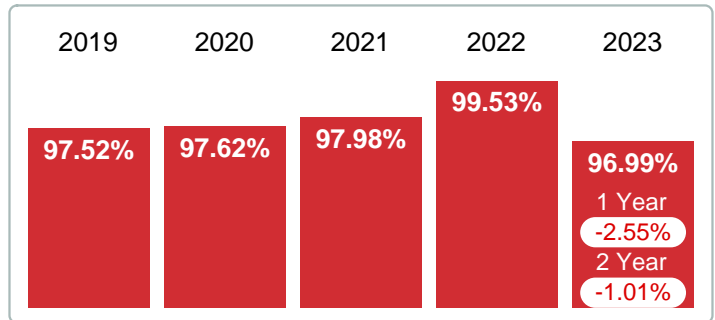
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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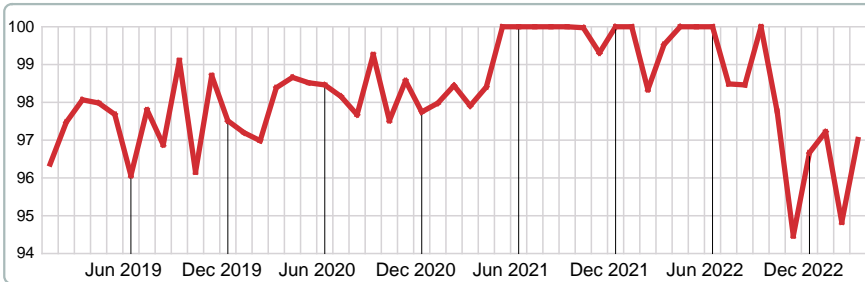
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

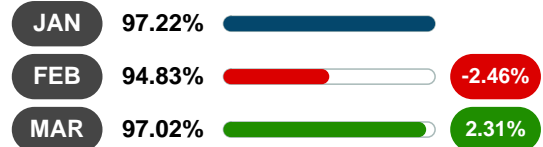


3 MONTHS

5 year MAR AVG = 98.18%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.02%**
 below the 5 yr MAR average of **98.18%**



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	0	0.00%	94.50%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	5	14.71%	93.22%	96.00%	93.22%	0.00%	0.00%
\$125,001 - \$150,000	7	20.59%	97.93%	98.07%	97.06%	99.40%	0.00%
\$150,001 - \$200,000	8	23.53%	95.59%	0.00%	94.34%	96.83%	0.00%
\$200,001 - \$250,000	6	17.65%	98.39%	0.00%	96.77%	100.00%	0.00%
\$250,001 - \$300,000	4	11.76%	99.27%	94.55%	99.27%	100.00%	0.00%
\$300,001 and up	4	11.76%	92.77%	0.00%	92.77%	99.74%	89.21%
Median Sold/List Ratio		97.02%		96.31%	96.77%	99.60%	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

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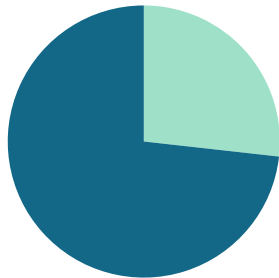
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

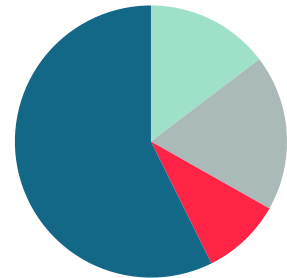


Inventory
 New Listings
53 = 26.77%
 Start Inventory
145
 Total Inventory Units
198
 Volume
\$60,308,366

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%
Median List Price	204,900	179,900	-12.20%	199,500	182,500	-8.52%
Median Sale Price	205,000	171,500	-16.34%	203,715	176,800	-13.21%
Median Percent of Selling Price to List Price	99.53%	97.02%	-2.52%	99.53%	96.99%	-2.55%
Median Days on Market to Sale	19.00	43.00	126.32%	19.00	36.00	89.47%
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

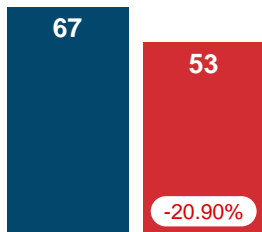
Inventory on March 31, 2023 = **133**

2022 **2023**

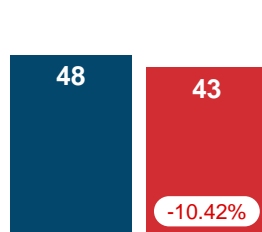
MARCH MARKET

MEDIAN PRICES

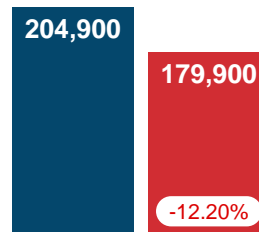
New Listings



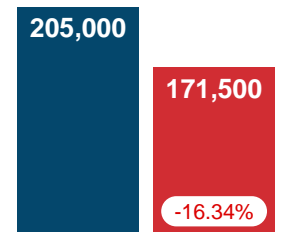
Pending Listings



List Price



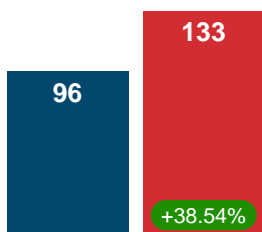
Sale Price



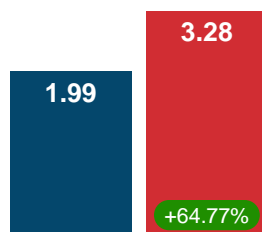
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

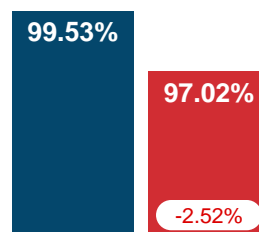
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

