

May 2023



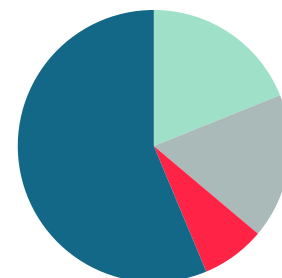
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	62	45	-27.42%
Pending Listings	48	41	-14.58%
New Listings	66	53	-19.70%
Average List Price	223,918	232,724	3.93%
Average Sale Price	221,189	224,087	1.31%
Average Percent of Selling Price to List Price	98.32%	96.51%	-1.84%
Average Days on Market to Sale	23.52	40.64	72.84%
End of Month Inventory	113	134	18.58%
Months Supply of Inventory	2.32	3.55	53.14%



■ Closed (18.91%)
■ Pending (17.23%)
■ Other OffMarket (7.56%)
■ Active (56.30%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of May 31, 2023 = **134**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **18.58%** to 134 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **3.55** 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 **1.31%** in May 2023 to \$224,087 versus the previous year at \$221,189.

Average Days on Market Lengthens

The average number of **40.64** days that homes spent on the market before selling increased by 17.13 days or **72.84%** in May 2023 compared to last year's same month at **23.52** DOM.

Sales Success for May 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 53 New Listings in May 2023, down **19.70%** from last year at 66. Furthermore, there were 45 Closed Listings this month versus last year at 62, a **-27.42%** decrease.

Closed versus Listed trends yielded a **84.9%** ratio, down from previous year's, May 2022, at **93.9%**, a **9.62%** 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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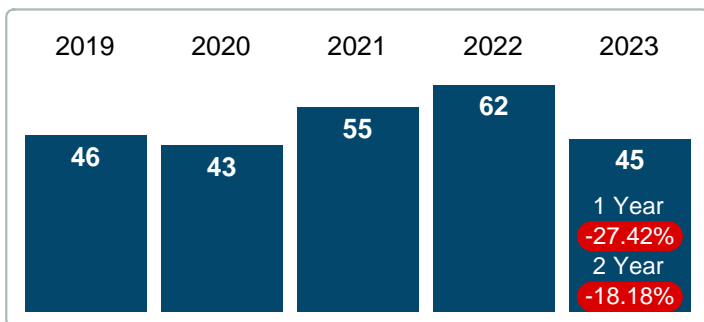
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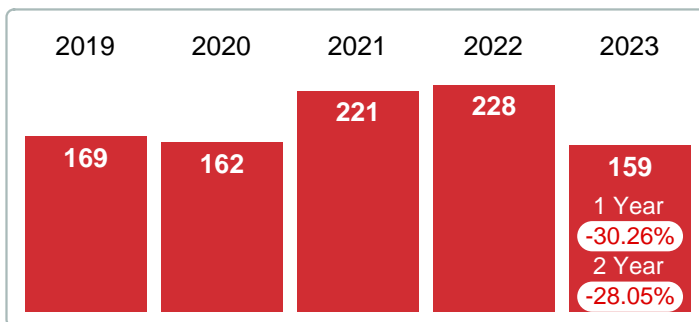
CLOSED LISTINGS

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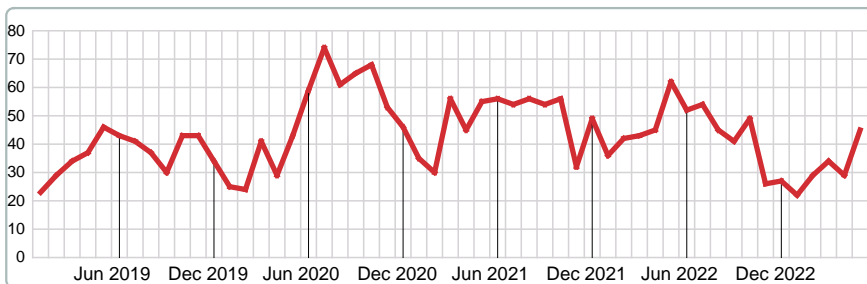
MAY



YEAR TO DATE (YTD)

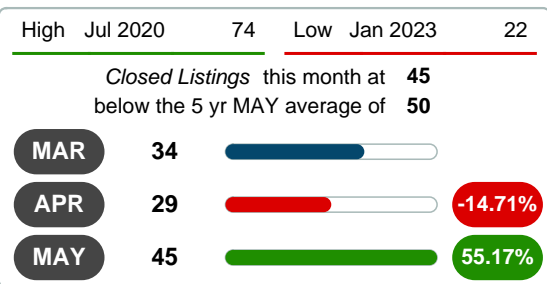


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 50



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	2	4.44%	76.0	2	0	0	0
\$75,001 - \$125,000	7	15.56%	13.6	1	6	0	0
\$125,001 - \$150,000	6	13.33%	9.0	2	4	0	0
\$150,001 - \$250,000	14	31.11%	30.4	1	13	0	0
\$250,001 - \$275,000	4	8.89%	76.3	0	2	2	0
\$275,001 - \$375,000	8	17.78%	40.6	1	3	4	0
\$375,001 and up	4	8.89%	118.0	0	2	0	2
Total Closed Units	45			7	30	6	2
Total Closed Volume	10,083,920	100%	40.6	1.12M	5.86M	1.74M	1.36M
Average Closed Price	\$224,087			\$159,593	\$195,395	\$290,820	\$680,000

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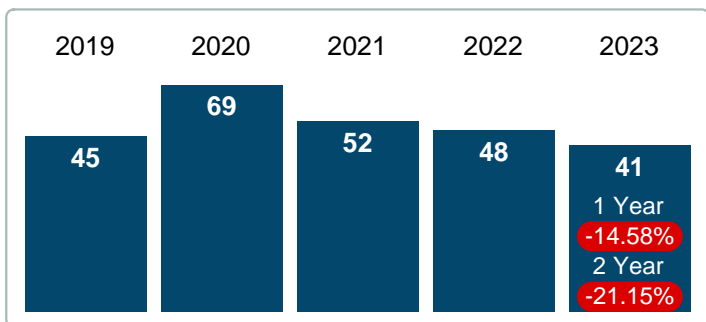
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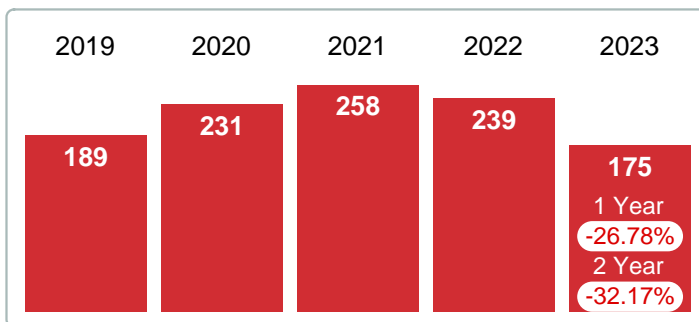
PENDING LISTINGS

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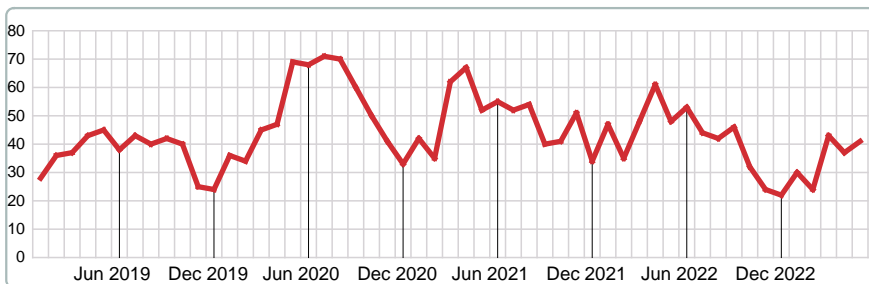
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 51

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 41 below the 5 yr MAY average of 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.88%	0.5	2	0	0	0
\$50,001 - \$125,000	7	17.07%	61.4	4	0	3	0
\$125,001 - \$150,000	6	14.63%	73.3	1	5	0	0
\$150,001 - \$200,000	9	21.95%	57.3	2	5	1	1
\$200,001 - \$275,000	8	19.51%	51.9	1	6	1	0
\$275,001 - \$325,000	4	9.76%	66.8	0	4	0	0
\$325,001 and up	5	12.20%	56.4	0	2	3	0
Total Pending Units	41			10	22	8	1
Total Pending Volume	8,151,888	100%	57.3	1.07M	5.08M	1.81M	185.00K
Average Listing Price	\$204,780			\$107,160	\$230,986	\$226,700	\$185,000

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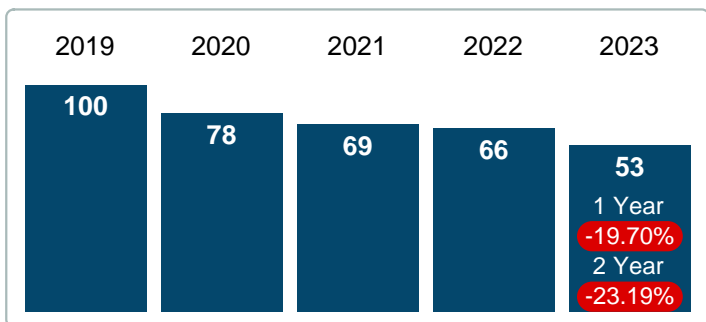
Area Delimited by County Of Cherokee - Residential Property Type



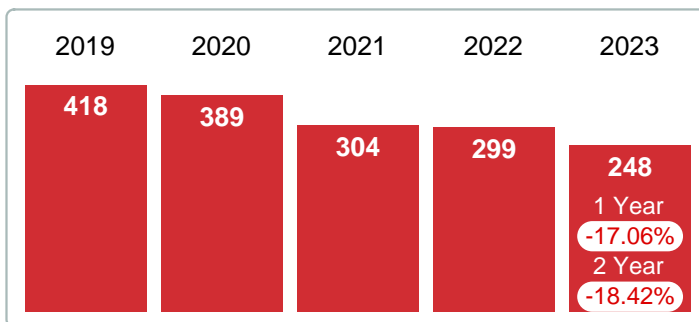
NEW LISTINGS

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

MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

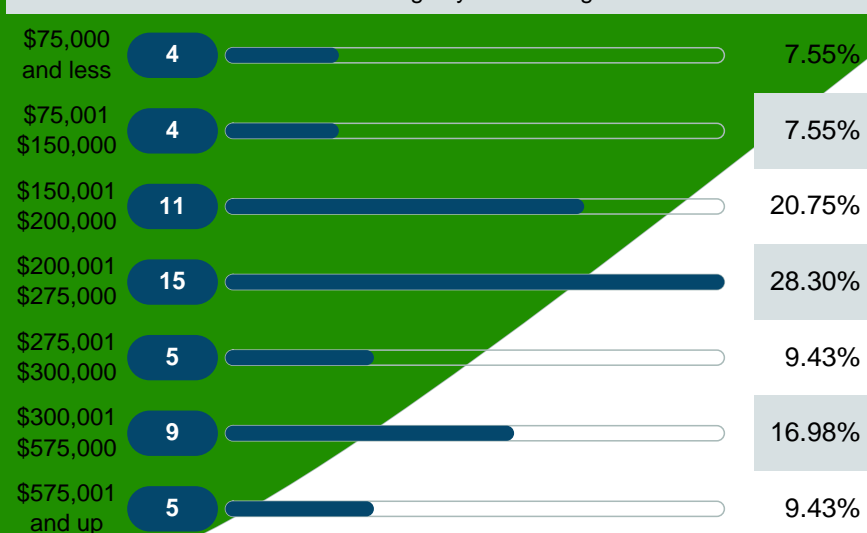
5 year MAY AVG = 73

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 53
 below the 5 yr MAY average of 73

Month	New Listings	Change
MAR	53	
APR	53	0.00%
MAY	53	0.00%

Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	0	0	0
\$75,001 - \$150,000	1	2	1	0
\$150,001 - \$200,000	1	8	2	0
\$200,001 - \$275,000	1	9	5	0
\$275,001 - \$300,000	1	3	1	0
\$300,001 - \$575,000	1	4	3	1
\$575,001 and up	0	2	3	0
Total	9	28	15	1
Total New Listed Volume	1.38M	7.53M	5.27M	575.00K
Average New Listed Listing Price	\$153,700	\$268,763	\$351,227	\$575,000

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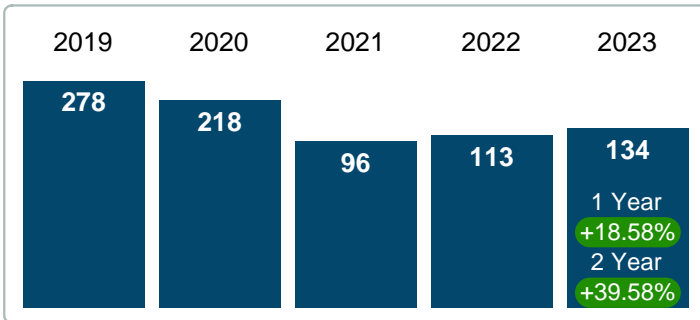
Area Delimited by County Of Cherokee - Residential Property Type



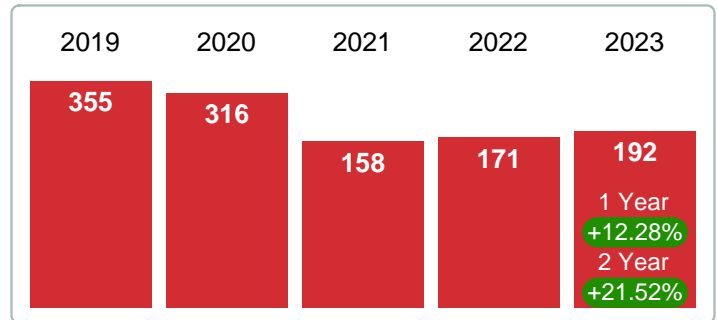
ACTIVE INVENTORY

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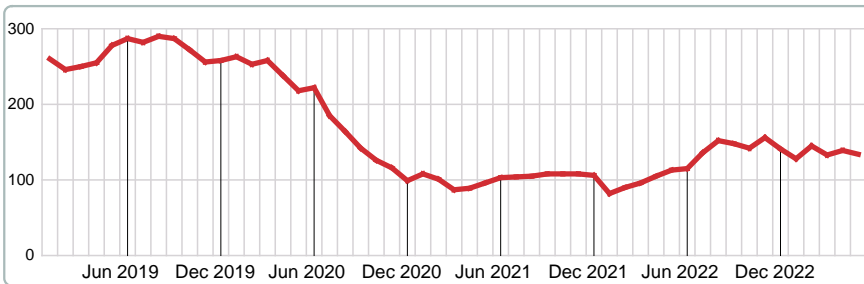
END OF MAY



ACTIVE DURING MAY

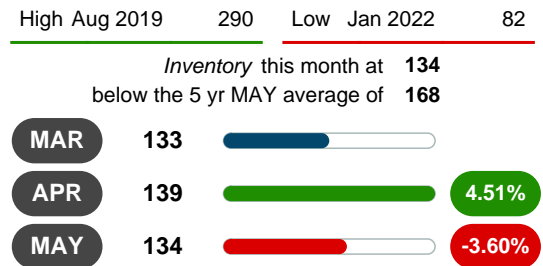


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 168



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	10	7.46%	70.9	6	4	0	0
\$100,001 - \$175,000	18	13.43%	76.0	9	6	3	0
\$175,001 - \$225,000	16	11.94%	55.4	2	10	4	0
\$225,001 - \$300,000	38	28.36%	68.5	3	26	9	0
\$300,001 - \$375,000	17	12.69%	99.7	0	12	2	3
\$375,001 - \$650,000	22	16.42%	101.5	1	7	10	4
\$650,001 and up	13	9.70%	98.7	0	6	5	2
Total Active Inventory by Units	134			21	71	33	9
Total Active Inventory by Volume	44,391,594	100%	80.4	3.24M	22.61M	13.36M	5.17M
Average Active Inventory Listing Price	\$331,281			\$154,464	\$318,488	\$404,894	\$574,856

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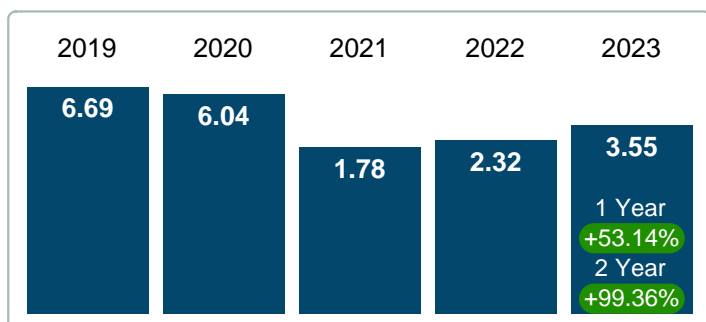
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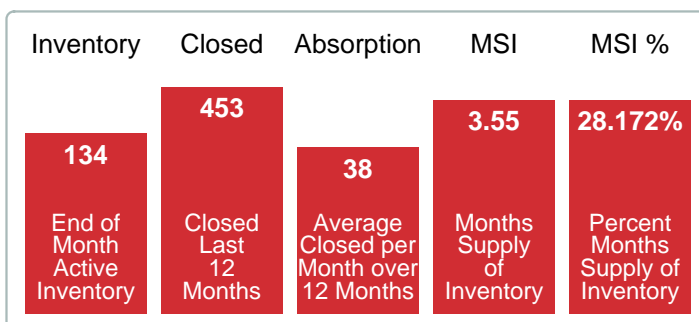
MONTHS SUPPLY of INVENTORY (MSI)

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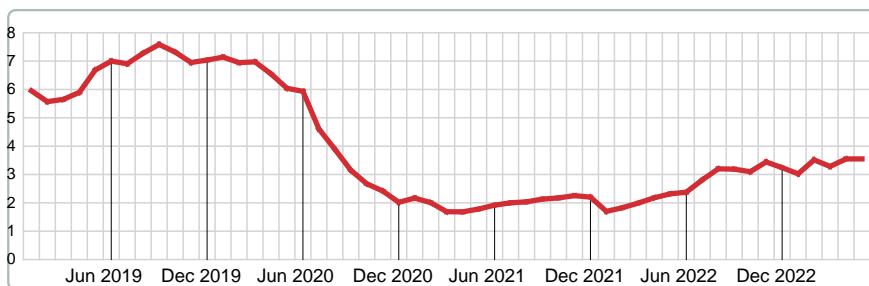
MSI FOR MAY



INDICATORS FOR MAY 2023

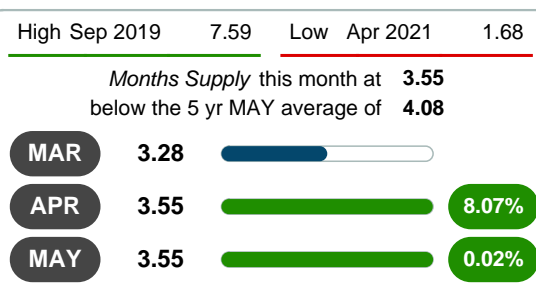


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.08



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	10	7.46%	2.03	2.88	1.50	0.00	0.00
\$100,001 - \$175,000	18	13.43%	1.58	3.27	0.82	2.57	0.00
\$175,001 - \$225,000	16	11.94%	2.40	3.43	2.00	4.80	0.00
\$225,001 - \$300,000	38	28.36%	5.36	7.20	5.57	4.70	0.00
\$300,001 - \$375,000	17	12.69%	5.10	0.00	8.00	1.33	18.00
\$375,001 - \$650,000	22	16.42%	6.29	6.00	3.36	13.33	8.00
\$650,001 and up	13	9.70%	15.60	0.00	36.00	20.00	6.00
Market Supply of Inventory (MSI)			3.55	3.36	3.03	5.08	5.68
Total Active Inventory by Units		100%	3.55	21	71	33	9

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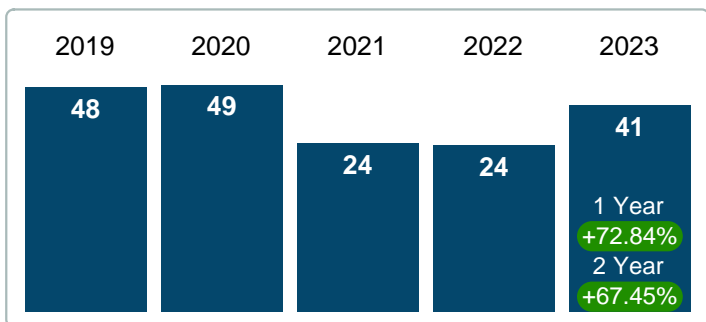
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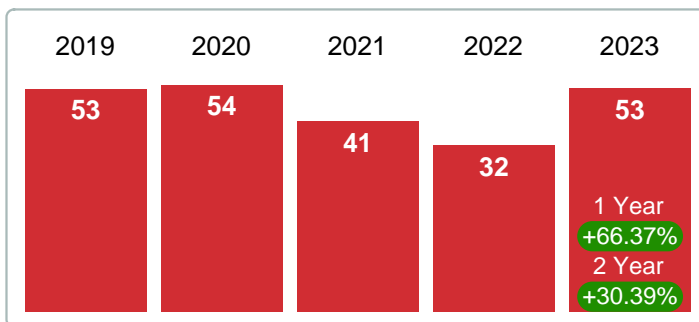
AVERAGE DAYS ON MARKET TO SALE

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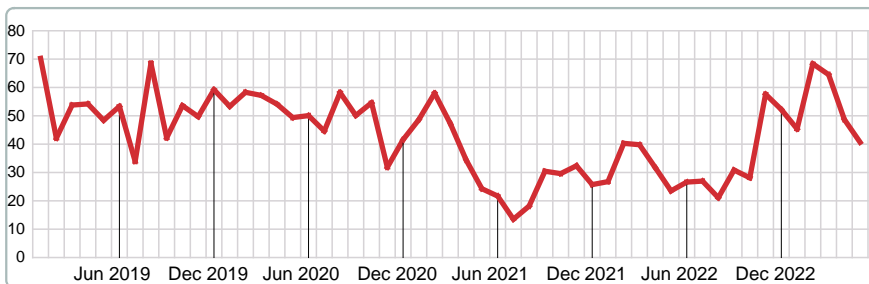
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

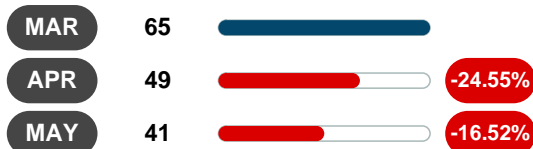


3 MONTHS

5 year MAY AVG = 37

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 41 above the 5 yr MAY average of 37



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	4.44%	76	76	0	0	0
\$75,001 - \$125,000	15.56%	14	5	15	0	0
\$125,001 - \$150,000	13.33%	9	12	8	0	0
\$150,001 - \$250,000	31.11%	30	11	32	0	0
\$250,001 - \$275,000	8.89%	76	0	10	143	0
\$275,001 - \$375,000	17.78%	41	23	6	71	0
\$375,001 and up	8.89%	118	0	47	0	189
Average Closed DOM		41	31	22	95	189
Total Closed Units	100%	45	7	30	6	2
Total Closed Volume		10,083,920	1.12M	5.86M	1.74M	1.36M

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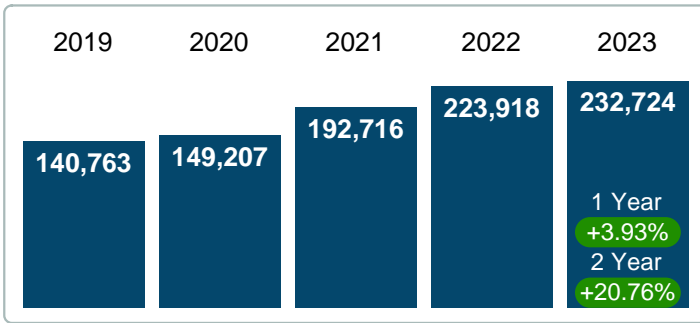
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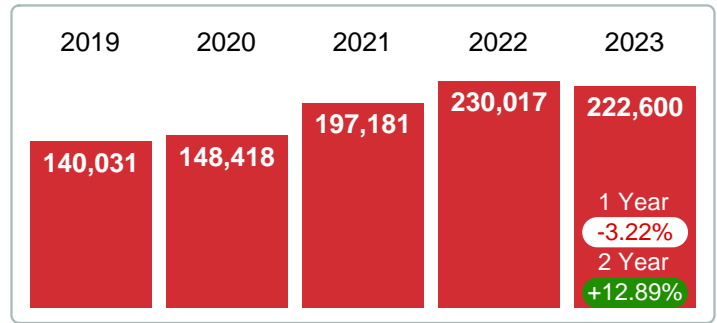
AVERAGE LIST PRICE AT CLOSING

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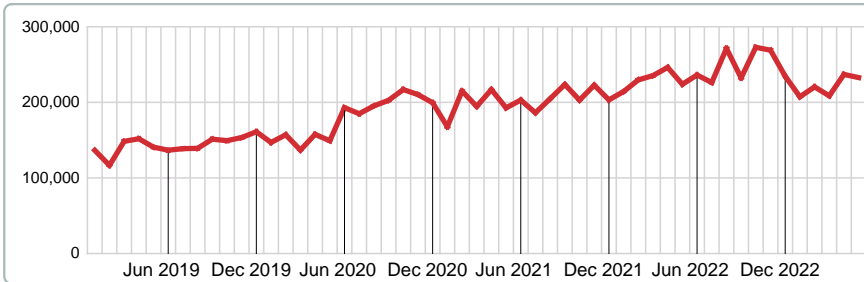
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

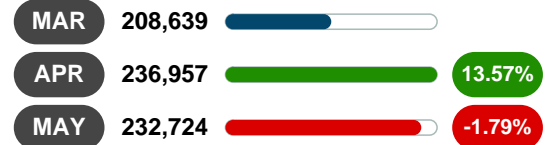


3 MONTHS

5 year MAY AVG = 187,866

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

Average List Price at Closing this month at **232,724** above the 5 yr MAY average of **187,866**



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	4.44%	47,450	47,450	0	0	0
\$75,001 - \$125,000	13.33%	103,917	120,000	107,183	0	0
\$125,001 - \$150,000	15.56%	138,486	143,500	135,700	0	0
\$150,001 - \$250,000	33.33%	203,433	250,000	196,654	0	0
\$250,001 - \$275,000	6.67%	266,567	0	257,400	264,950	0
\$275,001 - \$375,000	15.56%	317,114	429,900	309,967	322,475	0
\$375,001 and up	11.11%	542,760	0	412,000	0	729,950
Average List Price		232,724	168,829	200,370	303,300	729,950
Total Closed Units	100%	232,724	7	30	6	2
Total Closed Volume		10,472,600	1.18M	6.01M	1.82M	1.46M

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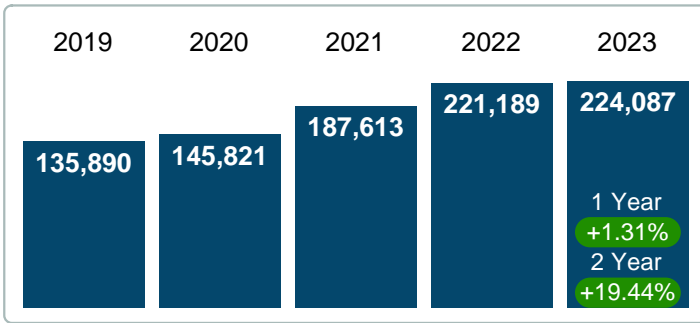
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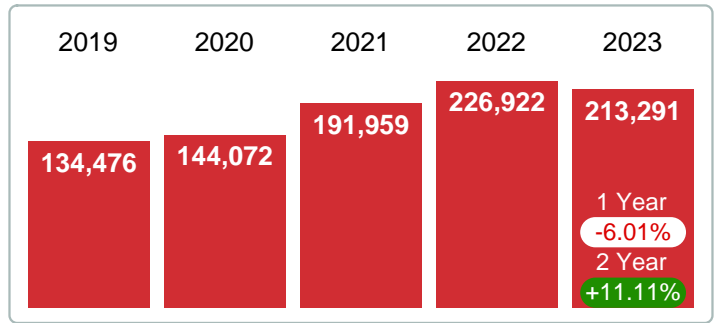
AVERAGE SOLD PRICE AT CLOSING

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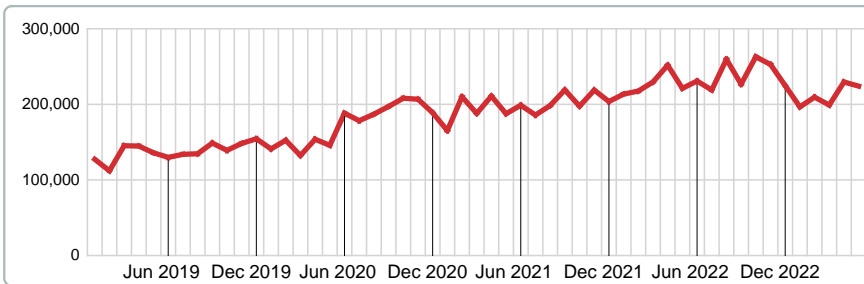
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

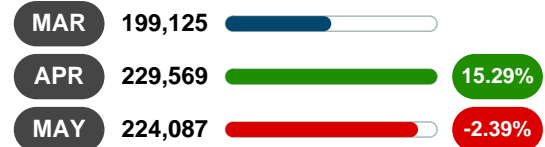


3 MONTHS

5 year MAY AVG = 182,920

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

Average Sold Price at Closing this month at **224,087** above the 5 yr MAY average of **182,920**



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	4.44%	44,075	44,075	0	0	0
\$75,001 - \$125,000	15.56%	101,786	120,000	98,750	0	0
\$125,001 - \$150,000	13.33%	138,833	142,000	137,250	0	0
\$150,001 - \$250,000	31.11%	194,407	250,000	190,131	0	0
\$250,001 - \$275,000	8.89%	256,688	0	259,375	254,000	0
\$275,001 - \$375,000	17.78%	317,728	375,000	309,967	309,230	0
\$375,001 and up	8.89%	540,000	0	400,000	0	680,000
Average Sold Price		224,087	159,593	195,395	290,820	680,000
Total Closed Units	100%	224,087	7	30	6	2
Total Closed Volume		10,083,920	1.12M	5.86M	1.74M	1.36M

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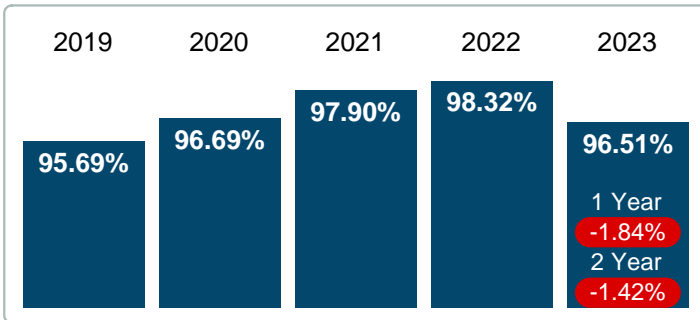
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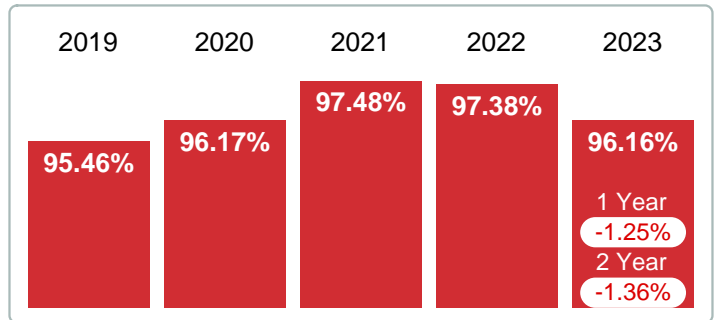
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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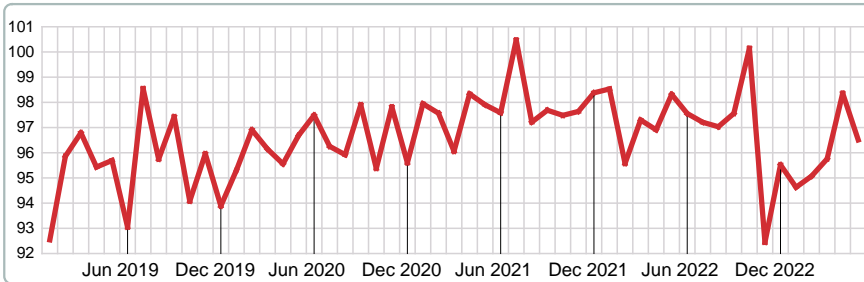
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

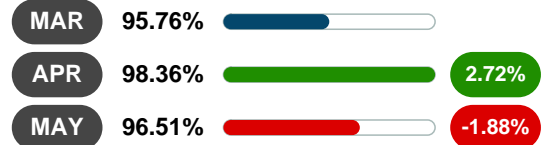


3 MONTHS

5 year MAY AVG = 97.02%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **96.51%**
equal to 5 yr MAY average of **97.02%**



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	2	4.44%	88.75%	88.75%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	7	15.56%	94.47%	100.00%	93.54%	0.00%	0.00%
\$125,001 - \$150,000	6	13.33%	100.71%	98.98%	101.57%	0.00%	0.00%
\$150,001 - \$250,000	14	31.11%	96.79%	100.00%	96.54%	0.00%	0.00%
\$250,001 - \$275,000	4	8.89%	98.41%	0.00%	100.92%	95.89%	0.00%
\$275,001 - \$375,000	8	17.78%	96.39%	87.23%	100.00%	95.97%	0.00%
\$375,001 and up	4	8.89%	95.02%	0.00%	97.03%	0.00%	93.01%
Average Sold/List Ratio		96.50%		94.67%	97.28%	95.95%	93.01%
Total Closed Units		45	100%	7	30	6	2
Total Closed Volume		10,083,920		1.12M	5.86M	1.74M	1.36M

May 2023



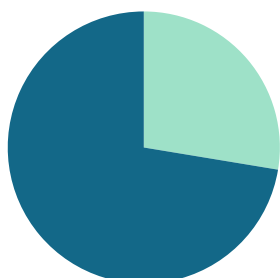
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

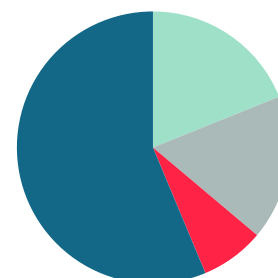


Inventory
 New Listings
53 = 27.60%
 Start Inventory
139
 Total Inventory Units
192
 Volume
\$59,254,582

Market Activity

Closed Sales
45 = 18.91%
 Pending Sales
41 = 17.23%
 Other Off Market
18 = 7.56%
 Active Inventory
134 = 56.30%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	62	45	-27.42%	228	159	-30.26%
Pending Sales	48	41	-14.58%	239	175	-26.78%
New Listings	66	53	-19.70%	299	248	-17.06%
Average List Price	223,918	232,724	3.93%	230,017	222,600	-3.22%
Average Sale Price	221,189	224,087	1.31%	226,922	213,291	-6.01%
Average Percent of Selling Price to List Price	98.32%	96.51%	-1.84%	97.38%	96.16%	-1.25%
Average Days on Market to Sale	23.52	40.64	72.84%	31.81	52.92	66.37%
Monthly Inventory	113	134	18.58%	113	134	18.58%
Months Supply of Inventory	2.32	3.55	53.14%	2.32	3.55	53.14%

Absorption: Last 12 months, an Average of **38** Sales/Month

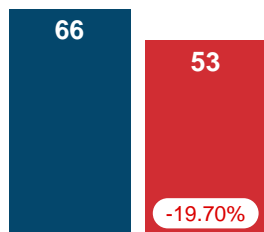
Inventory on May 31, 2023 = **134**

2022 **2023**

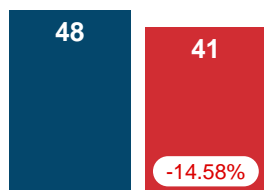
MAY MARKET

AVERAGE PRICES

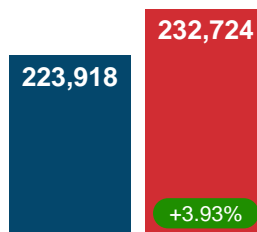
New Listings



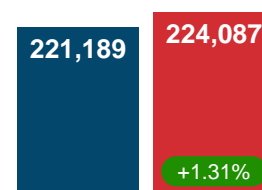
Pending Listings



List Price



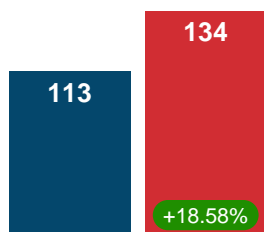
Sale Price



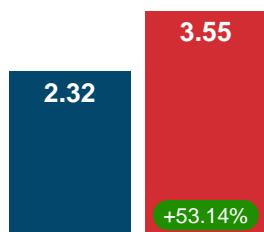
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

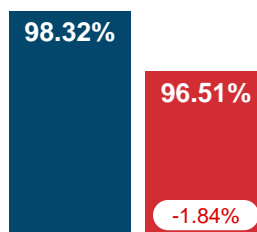
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

