

May 2023



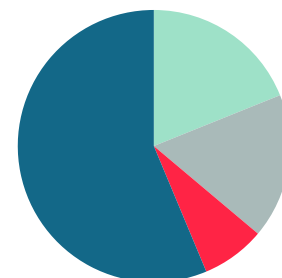
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	172,450	195,900	13.60%
Median Sale Price	176,000	185,000	5.11%
Median Percent of Selling Price to List Price	100.00%	98.22%	-1.78%
Median Days on Market to Sale	7.50	13.00	73.33%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.11%** in May 2023 to \$185,000 versus the previous year at \$176,000.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 5.50 days or **73.33%** in May 2023 compared to last year's same month at **7.50** DOM.

Sales Success for May 2023 is Positive

Overall, with Median 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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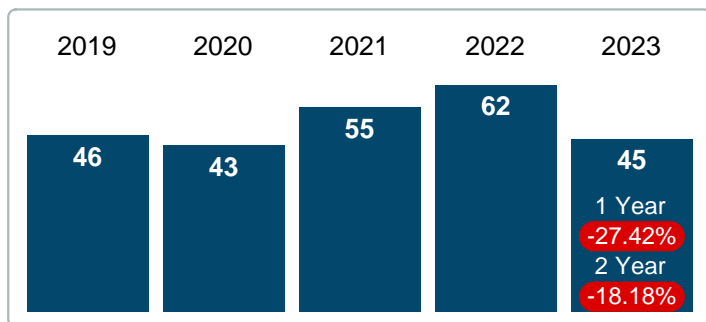
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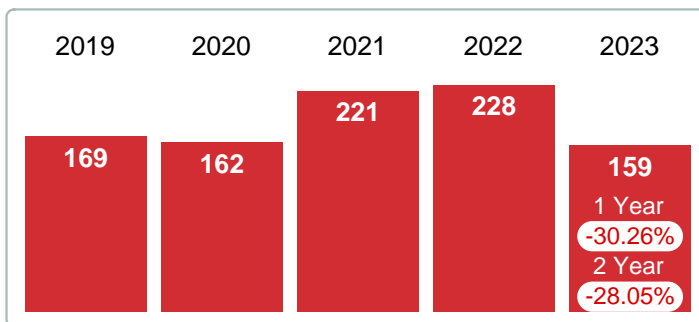
CLOSED LISTINGS

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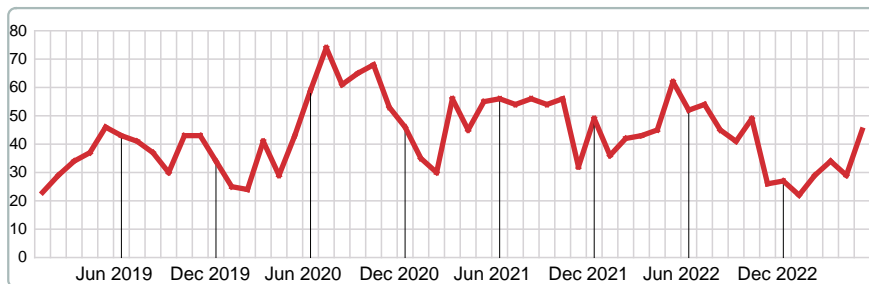
MAY



YEAR TO DATE (YTD)

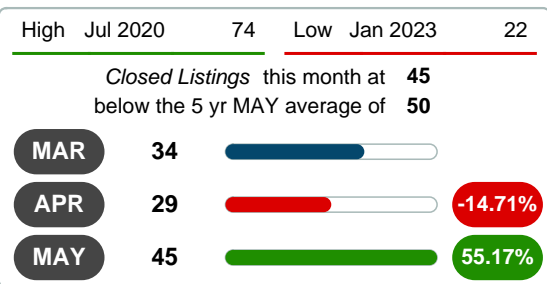


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	10.0	1	6	0	0
\$125,001 - \$150,000	6	13.33%	8.5	2	4	0	0
\$150,001 - \$250,000	14	31.11%	16.5	1	13	0	0
\$250,001 - \$275,000	4	8.89%	68.0	0	2	2	0
\$275,001 - \$375,000	8	17.78%	19.0	1	3	4	0
\$375,001 and up	4	8.89%	127.0	0	2	0	2
Total Closed Units	45			7	30	6	2
Total Closed Volume	10,083,920	100%	13.0	1.12M	5.86M	1.74M	1.36M
Median Closed Price	\$185,000			\$140,000	\$177,450	\$288,000	\$680,000

May 2023



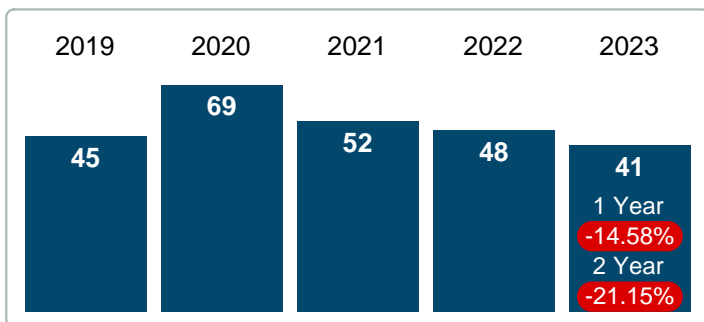
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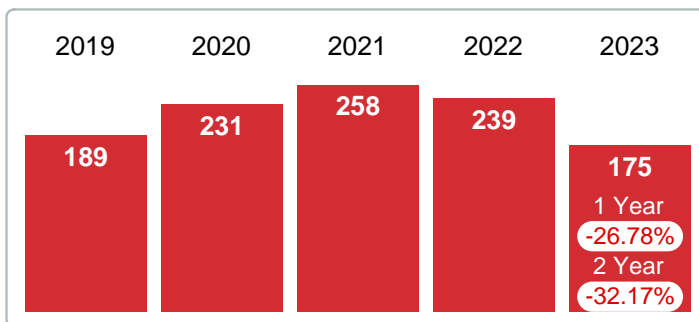
PENDING LISTINGS

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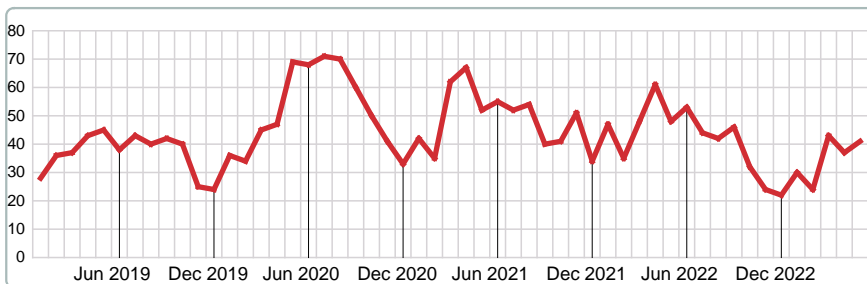
MAY



YEAR TO DATE (YTD)

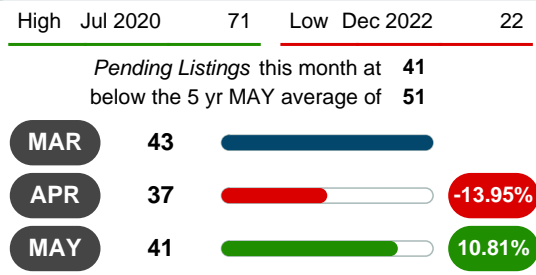


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	11.0	4	0	3	0
\$125,001 - \$150,000	6	14.63%	88.0	1	5	0	0
\$150,001 - \$200,000	9	21.95%	53.0	2	5	1	1
\$200,001 - \$275,000	8	19.51%	55.0	1	6	1	0
\$275,001 - \$325,000	4	9.76%	49.5	0	4	0	0
\$325,001 and up	5	12.20%	44.0	0	2	3	0
Total Pending Units	41			10	22	8	1
Total Pending Volume	8,151,888	100%	35.0	1.07M	5.08M	1.81M	185.00K
Median Listing Price	\$185,000			\$80,950	\$228,250	\$224,950	\$185,000

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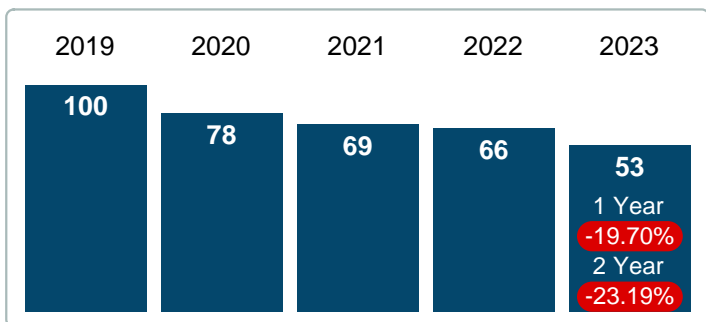
Area Delimited by County Of Cherokee - Residential Property Type



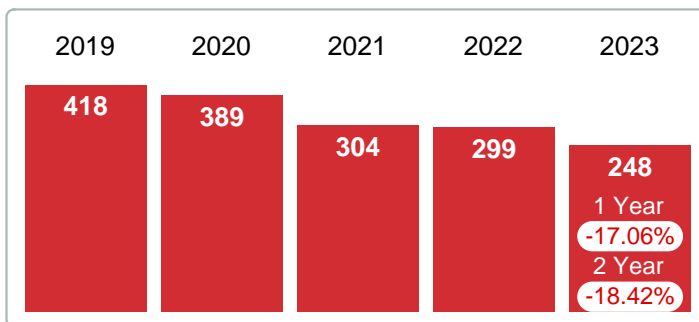
NEW LISTINGS

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

MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

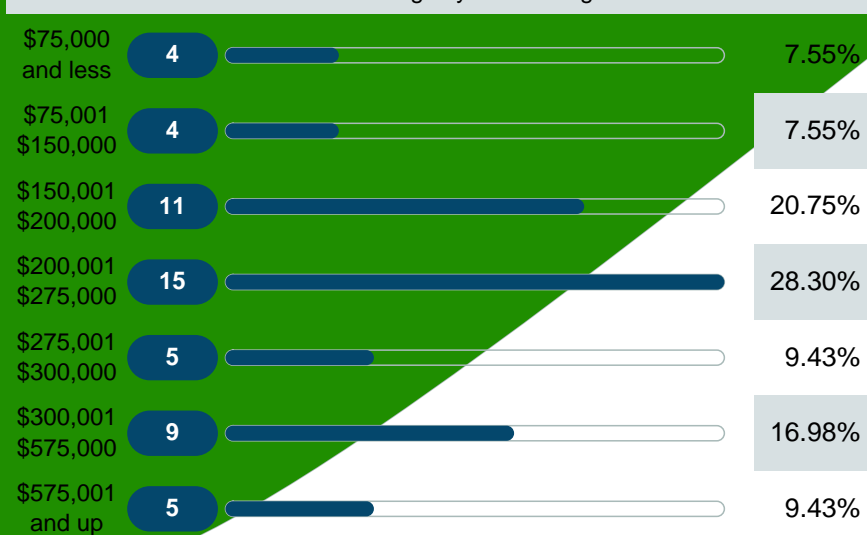
5 year MAY AVG = 73

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
Median New Listed Listing Price	\$92,000	\$241,450	\$260,000	\$575,000

Total New Listed Units	53	
Total New Listed Volume	14,752,055	100%
Median New Listed Listing Price	\$244,700	

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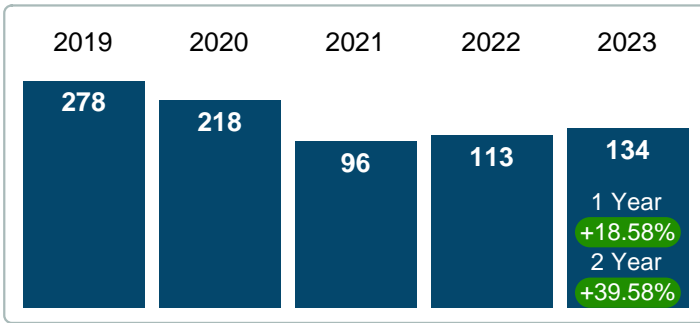
Area Delimited by County Of Cherokee - Residential Property Type



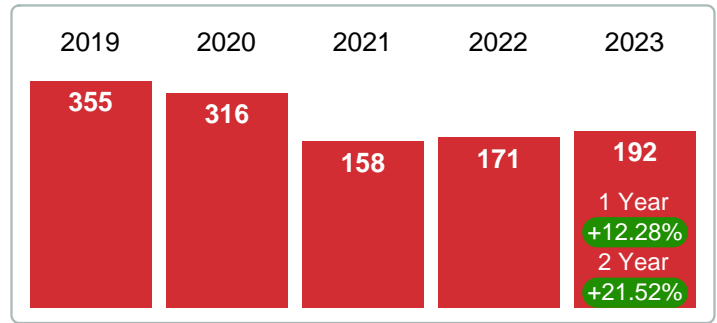
ACTIVE INVENTORY

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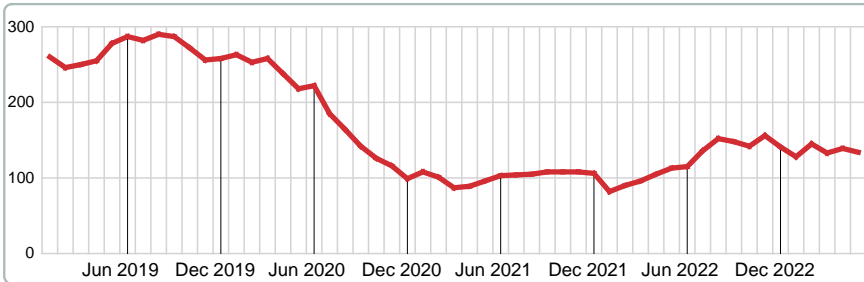
END OF MAY



ACTIVE DURING MAY

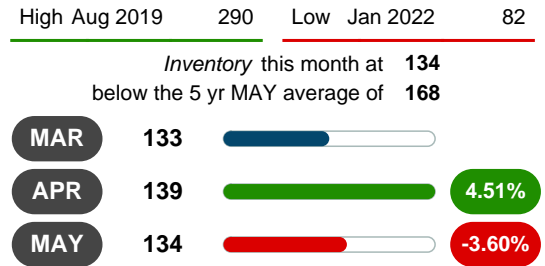


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 168



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	7.46%	77.5	6	4	0	0
\$100,001 - \$175,000	18	13.43%	67.0	9	6	3	0
\$175,001 - \$225,000	16	11.94%	57.5	2	10	4	0
\$225,001 - \$300,000	38	28.36%	50.5	3	26	9	0
\$300,001 - \$375,000	17	12.69%	78.0	0	12	2	3
\$375,001 - \$650,000	22	16.42%	62.5	1	7	10	4
\$650,001 and up	13	9.70%	72.0	0	6	5	2
Total Active Inventory by Units	134			21	71	33	9
Total Active Inventory by Volume	44,391,594	100%	61.0	3.24M	22.61M	13.36M	5.17M
Median Active Inventory Listing Price	\$267,200			\$129,900	\$264,500	\$329,900	\$499,900

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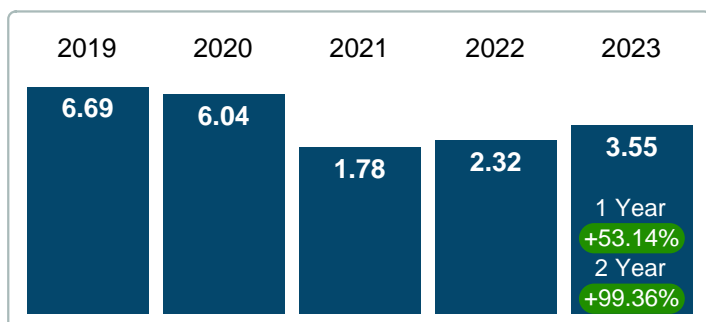
Area Delimited by County Of Cherokee - Residential Property Type



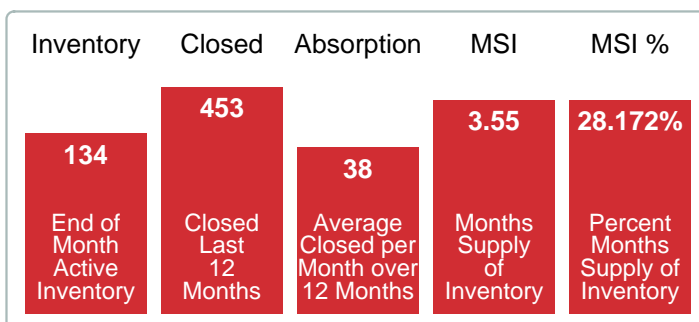
MONTHS SUPPLY of INVENTORY (MSI)

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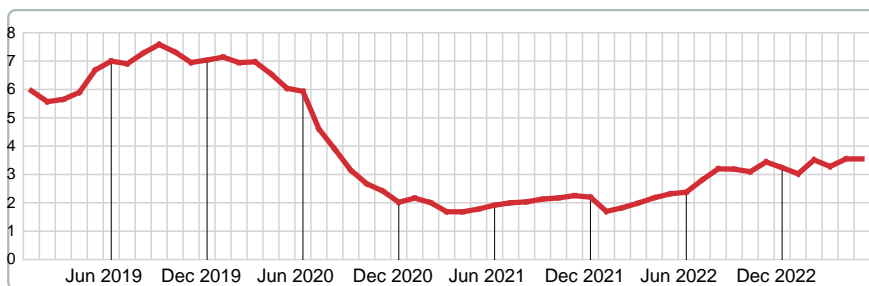
MSI FOR MAY



INDICATORS FOR MAY 2023

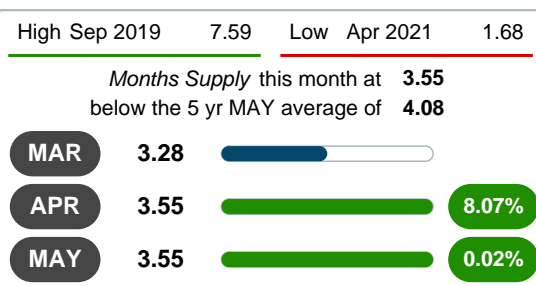


5 YEAR MARKET ACTIVITY TRENDS



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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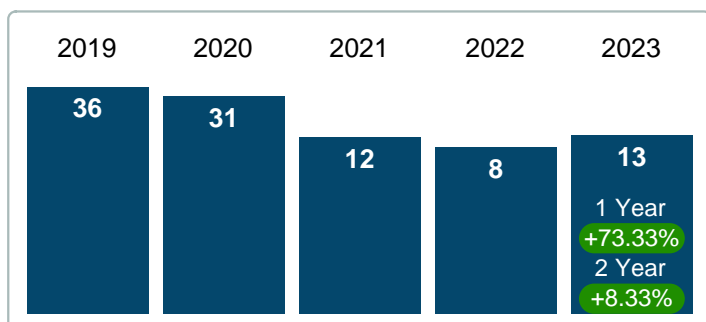
Area Delimited by County Of Cherokee - Residential Property Type



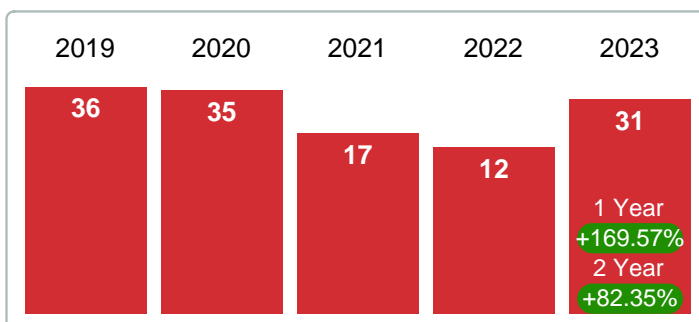
MEDIAN DAYS ON MARKET TO SALE

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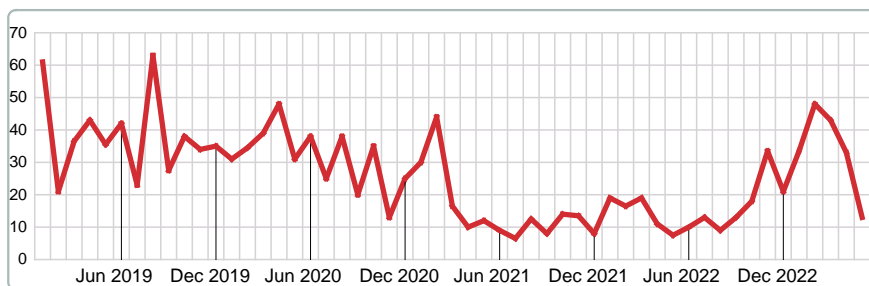
MAY



YEAR TO DATE (YTD)

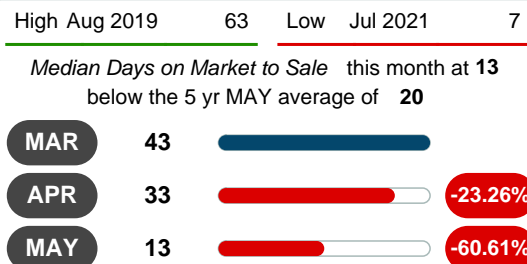


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 20



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	4.44%	76	76	0	0	0
\$75,001 - \$125,000	15.56%	10	5	11	0	0
\$125,001 - \$150,000	13.33%	9	12	9	0	0
\$150,001 - \$250,000	31.11%	17	11	20	0	0
\$250,001 - \$275,000	8.89%	68	0	10	143	0
\$275,001 - \$375,000	17.78%	19	23	1	68	0
\$375,001 and up	8.89%	127	0	47	0	189
Median Closed DOM		13				
Total Closed Units	100%	13.0	7	30	6	2
Total Closed Volume		10,083,920	1.12M	5.86M	1.74M	1.36M

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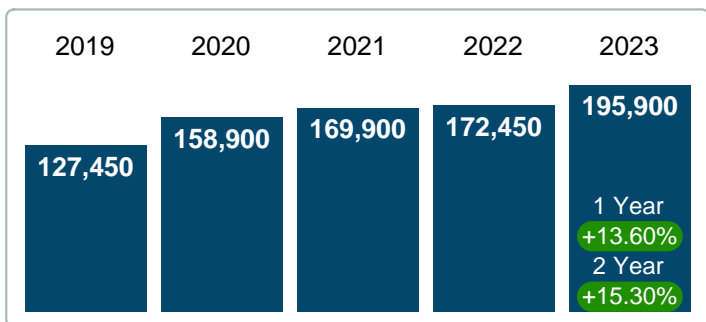
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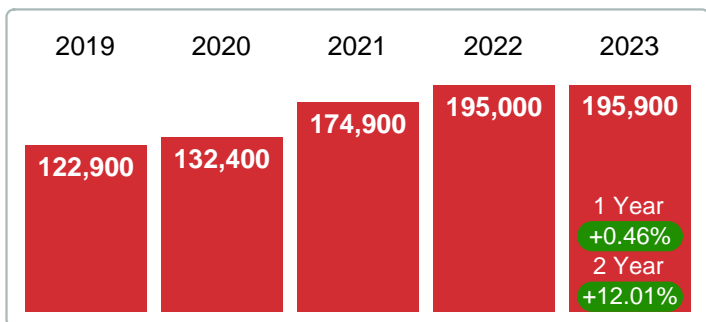
MEDIAN LIST PRICE AT CLOSING

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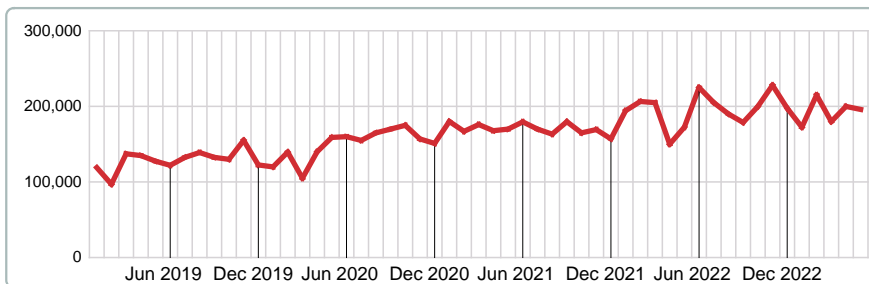
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

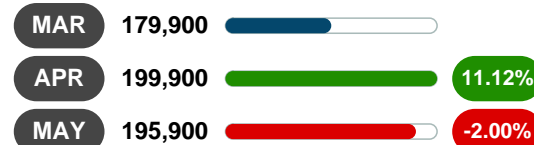


3 MONTHS

5 year MAY AVG = 164,920

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

Median List Price at Closing this month at **195,900** above the 5 yr MAY average of **164,920**



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	4.44%	47,450	47,450	0	0	0
\$75,001 - \$125,000	13.33%	105,950	120,000	95,000	0	0
\$125,001 - \$150,000	15.56%	139,000	143,500	136,900	0	0
\$150,001 - \$250,000	33.33%	195,900	250,000	192,450	0	0
\$250,001 - \$275,000	6.67%	269,800	0	269,800	264,950	0
\$275,001 - \$375,000	15.56%	315,000	0	315,000	319,450	0
\$375,001 and up	11.11%	429,900	429,900	412,000	0	729,950
Median List Price		195,900	142,000	184,250	300,000	729,950
Total Closed Units	100%	195,900	7	30	6	2
Total Closed Volume		10,472,600	1.18M	6.01M	1.82M	1.46M

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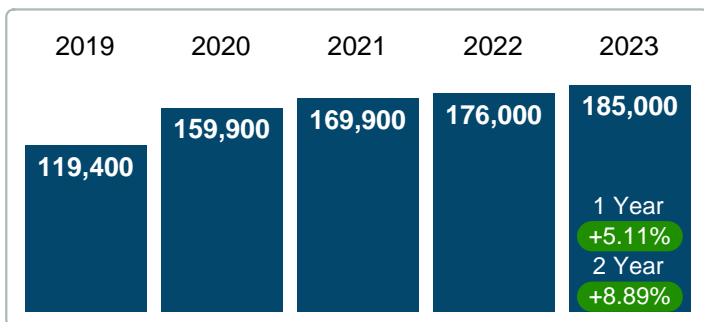
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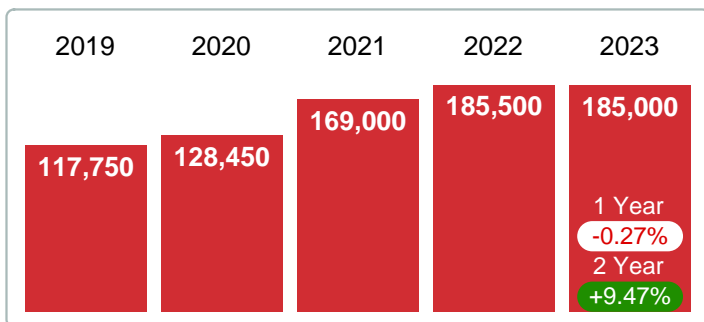
MEDIAN SOLD PRICE AT CLOSING

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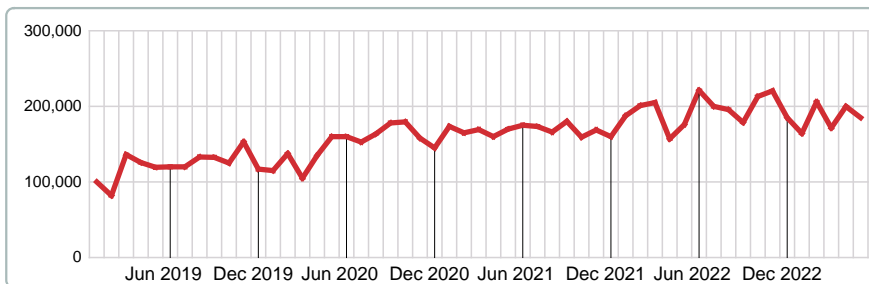
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

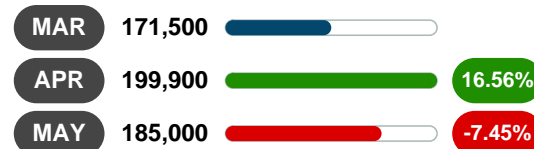


3 MONTHS

5 year MAY AVG = 162,040

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

Median Sold Price at Closing this month at **185,000** above the 5 yr MAY average of **162,040**



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	4.44%	44,075	44,075	0	0	0
\$75,001 - \$125,000	15.56%	100,000	120,000	96,250	0	0
\$125,001 - \$150,000	13.33%	140,000	142,000	135,000	0	0
\$150,001 - \$250,000	31.11%	182,750	250,000	180,500	0	0
\$250,001 - \$275,000	8.89%	255,000	0	259,375	254,000	0
\$275,001 - \$375,000	17.78%	309,250	375,000	315,000	297,250	0
\$375,001 and up	8.89%	497,500	0	400,000	0	680,000
Median Sold Price		185,000	140,000	177,450	288,000	680,000
Total Closed Units	100%	185,000	7	30	6	2
Total Closed Volume		10,083,920	1.12M	5.86M	1.74M	1.36M

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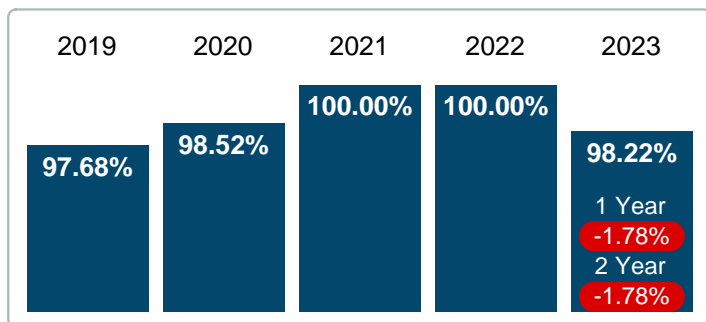
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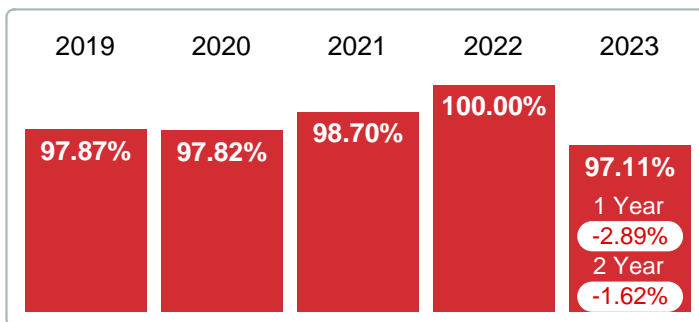
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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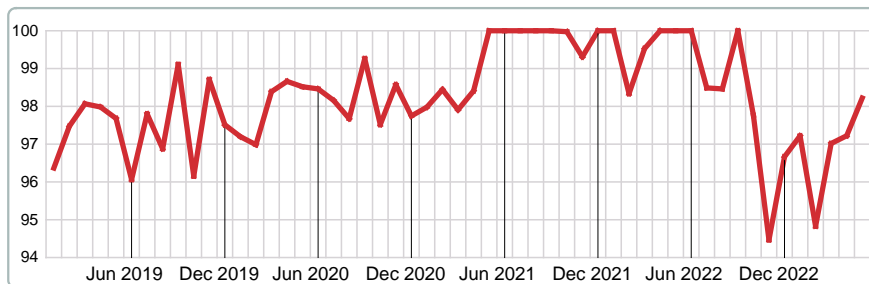
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

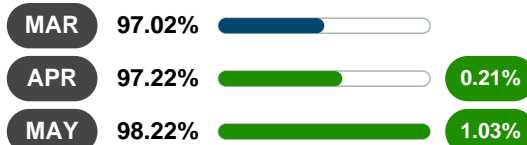


3 MONTHS

5 year MAY AVG = 98.88%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.22%**
below the 5 yr MAY average of **98.88%**



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	<div style="width: 4.44%;"></div> 2	4.44%	88.75%	88.75%	0.00%	0.00%	0.00%	
\$75,001 - \$125,000	<div style="width: 15.56%;"></div> 7	15.56%	100.00%	100.00%	97.15%	0.00%	0.00%	
\$125,001 - \$150,000	<div style="width: 13.33%;"></div> 6	13.33%	100.70%	98.98%	101.13%	0.00%	0.00%	
\$150,001 - \$250,000	<div style="width: 31.11%;"></div> 14	31.11%	98.16%	100.00%	96.31%	0.00%	0.00%	
\$250,001 - \$275,000	<div style="width: 8.89%;"></div> 4	8.89%	97.55%	0.00%	100.92%	95.89%	0.00%	
\$275,001 - \$375,000	<div style="width: 17.78%;"></div> 8	17.78%	99.64%	87.23%	100.00%	98.75%	0.00%	
\$375,001 and up	<div style="width: 8.89%;"></div> 4	8.89%	94.63%	0.00%	97.03%	0.00%	93.01%	
Median Sold/List Ratio		98.22%		97.50%	100.00%	97.78%	93.01%	
Total Closed Units		45	100%	98.22%	7	30	6	2
Total Closed Volume		10,083,920			1.12M	5.86M	1.74M	1.36M

May 2023



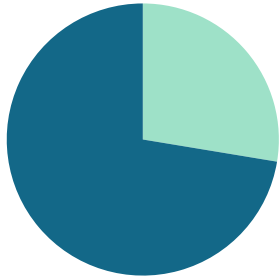
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

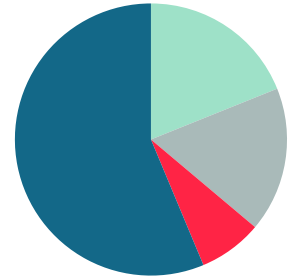


Inventory
 New Listings
53 = 27.60%
 Start Inventory
139
 Total Inventory Units
192
 Volume
\$59,254,582

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%
Median List Price	172,450	195,900	13.60%	195,000	195,900	0.46%
Median Sale Price	176,000	185,000	5.11%	185,500	185,000	-0.27%
Median Percent of Selling Price to List Price	100.00%	98.22%	-1.78%	100.00%	97.11%	-2.89%
Median Days on Market to Sale	7.50	13.00	73.33%	11.50	31.00	169.57%
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

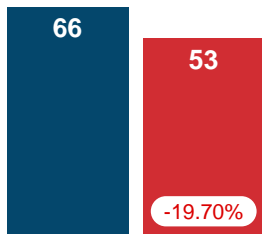
Inventory on May 31, 2023 = **134**

2022 **2023**

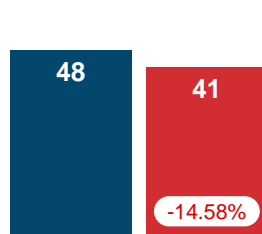
MAY MARKET

MEDIAN PRICES

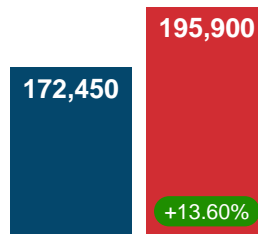
New Listings



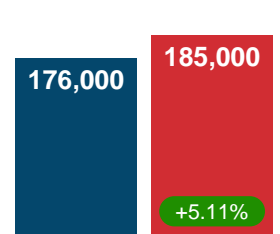
Pending Listings



List Price



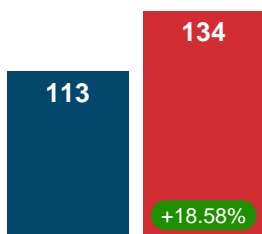
Sale Price



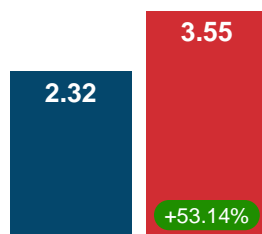
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

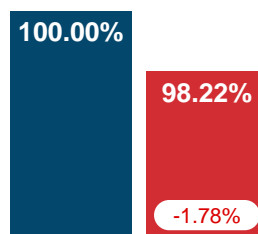
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

