

August 2023



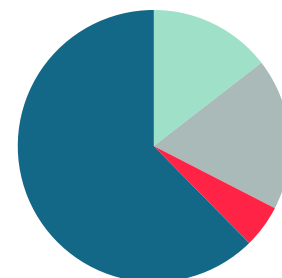
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	45	37	-17.78%
Pending Listings	42	46	9.52%
New Listings	70	73	4.29%
Average List Price	271,314	213,797	-21.20%
Average Sale Price	259,609	204,574	-21.20%
Average Percent of Selling Price to List Price	97.03%	95.00%	-2.10%
Average Days on Market to Sale	21.11	49.51	134.54%
End of Month Inventory	152	159	4.61%
Months Supply of Inventory	3.20	4.44	38.66%



■ Closed (14.51%)
■ Pending (18.04%)
■ Other OffMarket (5.10%)
■ Active (62.35%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of August 31, 2023 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **4.61%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **4.44** 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 **21.20%** in August 2023 to \$204,574 versus the previous year at \$259,609.

Average Days on Market Lengthens

The average number of **49.51** days that homes spent on the market before selling increased by 28.40 days or **134.54%** in August 2023 compared to last year's same month at **21.11** DOM.

Sales Success for August 2023 is Positive

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

There were 73 New Listings in August 2023, up **4.29%** from last year at 70. Furthermore, there were 37 Closed Listings this month versus last year at 45, a **-17.78%** decrease.

Closed versus Listed trends yielded a **50.7%** ratio, down from previous year's, August 2022, at **64.3%**, a **21.16%** 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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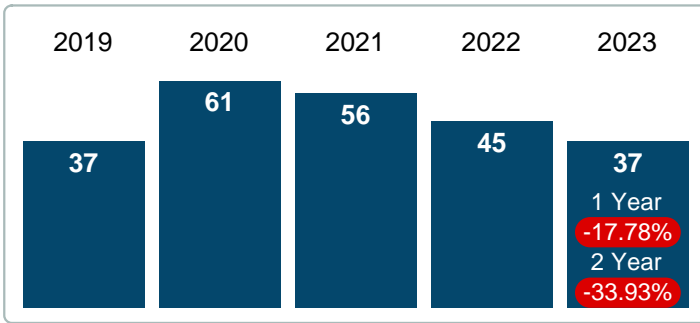
Area Delimited by County Of Cherokee - Residential Property Type



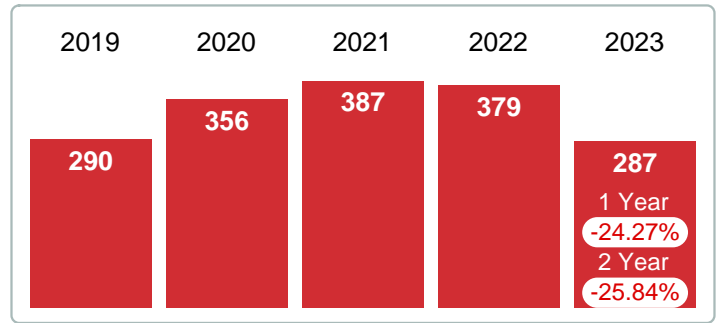
CLOSED LISTINGS

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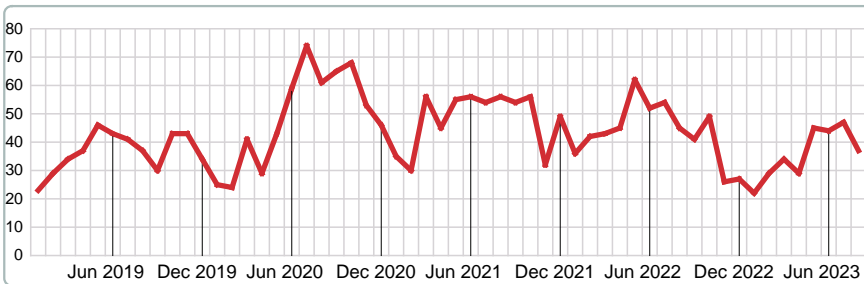
AUGUST



YEAR TO DATE (YTD)

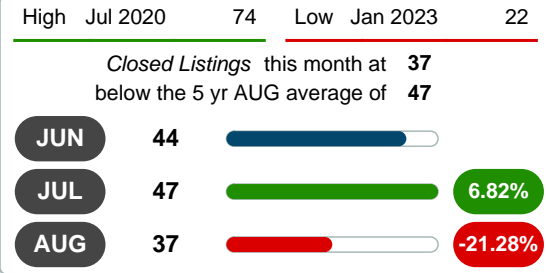


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 47



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	5.41%	68.5	1	1	0	0
\$75,001 - \$125,000	7	18.92%	36.9	2	5	0	0
\$125,001 - \$150,000	1	2.70%	106.0	1	0	0	0
\$150,001 - \$225,000	13	35.14%	32.9	1	10	2	0
\$225,001 - \$250,000	5	13.51%	21.4	0	5	0	0
\$250,001 - \$350,000	5	13.51%	66.0	0	5	0	0
\$350,001 and up	4	10.81%	116.5	0	2	2	0
Total Closed Units	37			5	28	4	0
Total Closed Volume	7,569,250	100%	49.5	565.60K	5.80M	1.21M	0.00B
Average Closed Price	\$204,574			\$113,120	\$207,023	\$301,750	\$0

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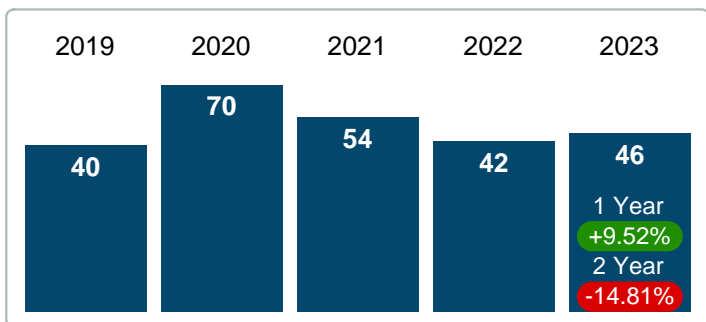
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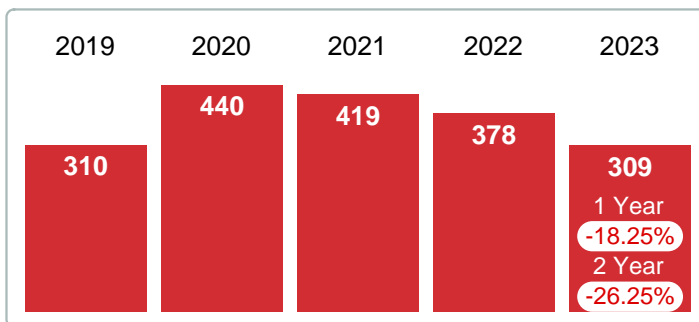
PENDING LISTINGS

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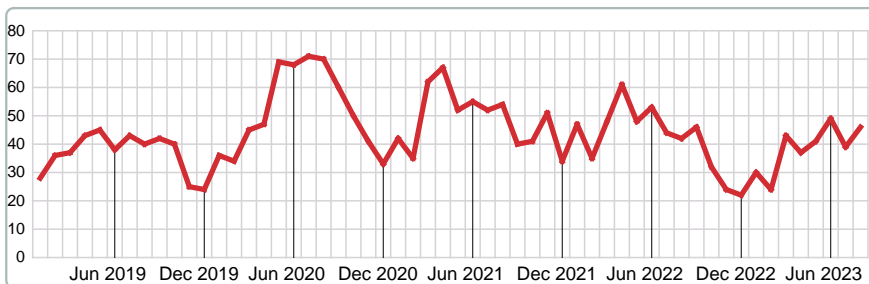
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 46
below the 5 yr AUG average of 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	6.3	3	0	0	0
\$75,001 - \$125,000	7	15.22%	30.9	2	5	0	0
\$125,001 - \$150,000	7	15.22%	32.6	2	4	1	0
\$150,001 - \$225,000	10	21.74%	44.9	4	4	2	0
\$225,001 - \$250,000	3	6.52%	37.7	1	2	0	0
\$250,001 - \$375,000	11	23.91%	106.5	0	7	3	1
\$375,001 and up	5	10.87%	72.0	1	3	0	1
Total Pending Units	46			13	25	6	2
Total Pending Volume	9,712,799	100%	54.3	1.93M	5.55M	1.32M	914.90K
Average Listing Price	\$164,200			\$148,231	\$221,888	\$220,617	\$457,450

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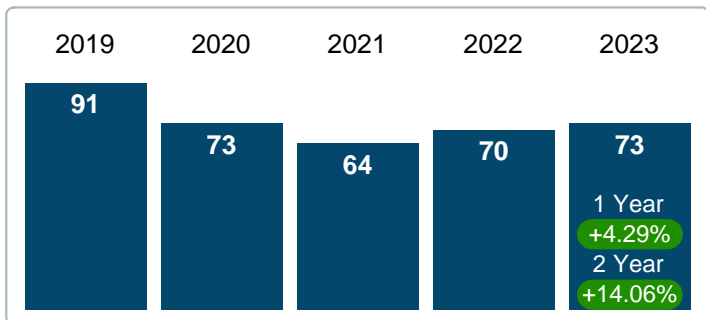
Area Delimited by County Of Cherokee - Residential Property Type



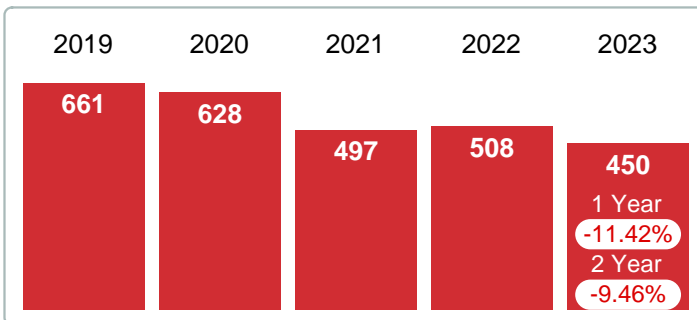
NEW LISTINGS

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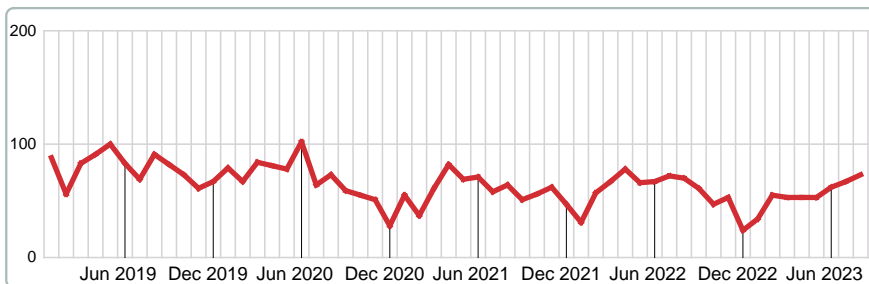
AUGUST



YEAR TO DATE (YTD)

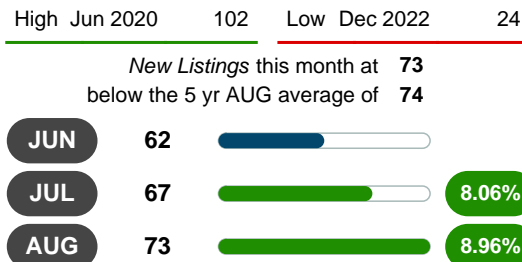


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	5	6.85%	3	2	0	0
\$90,001 - \$130,000	9	12.33%	2	7	0	0
\$130,001 - \$180,000	13	17.81%	3	9	1	0
\$180,001 - \$260,000	19	26.03%	6	7	5	1
\$260,001 - \$370,000	10	13.70%	0	8	2	0
\$370,001 - \$420,000	9	12.33%	1	6	2	0
\$420,001 and up	8	10.96%	1	3	4	0
Total New Listed Units	73		16	42	14	1
Total New Listed Volume	20,132,899	100%	3.24M	11.31M	5.34M	249.90K
Average New Listed Listing Price	\$92,000		\$202,294	\$269,257	\$381,250	\$249,900

August 2023



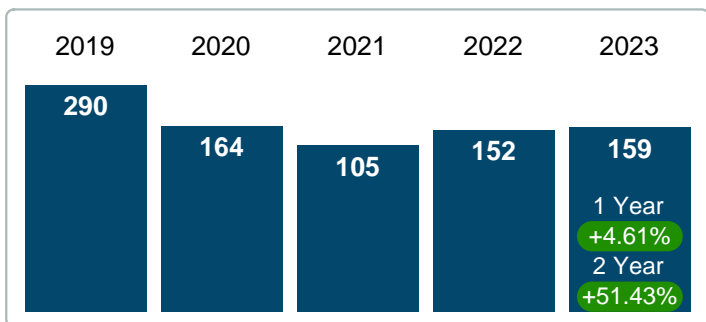
Area Delimited by County Of Cherokee - Residential Property Type



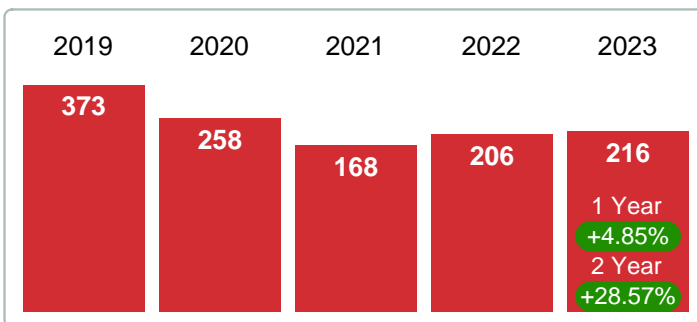
ACTIVE INVENTORY

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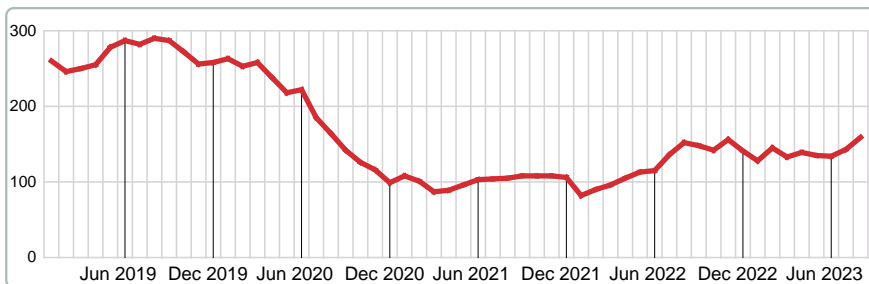
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 174

High Aug 2019 290 Low Jan 2022 82

Inventory this month at 159
below the 5 yr AUG average of 174

Month	Inventory	% Change
JUN	134	
JUL	143	6.72%
AUG	159	11.19%

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	14	8.81%	42.5	5	8	1	0
\$100,001 - \$150,000	16	10.06%	54.0	9	6	1	0
\$150,001 - \$200,000	24	15.09%	51.9	3	16	3	2
\$200,001 - \$300,000	41	25.79%	69.8	10	21	9	1
\$300,001 - \$400,000	24	15.09%	83.0	0	13	9	2
\$400,001 - \$725,000	25	15.72%	111.6	2	12	10	1
\$725,001 and up	15	9.43%	100.1	1	7	5	2
Total Active Inventory by Units	159			30	83	38	8
Total Active Inventory by Volume	55,900,503	100%	74.5	7.84M	28.15M	16.03M	3.88M
Average Active Inventory Listing Price	\$351,575			\$261,188	\$339,212	\$421,782	\$485,325

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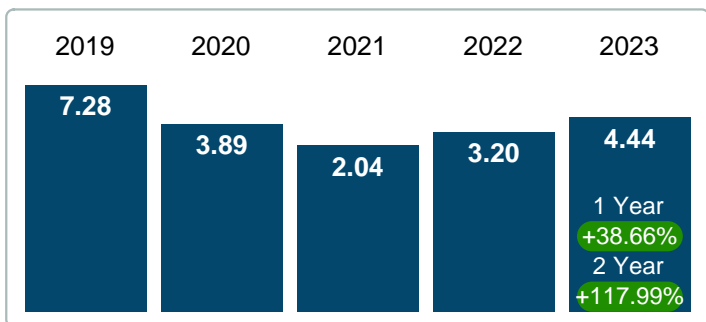
Area Delimited by County Of Cherokee - Residential Property Type



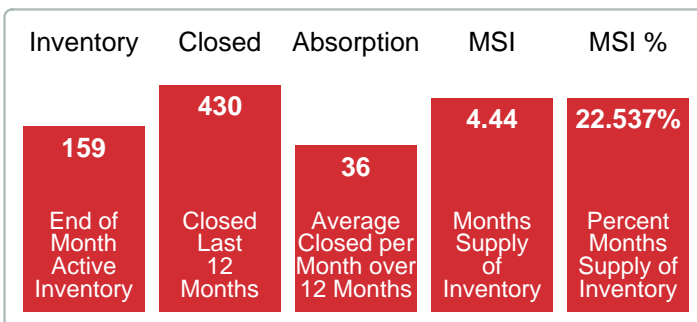
MONTHS SUPPLY of INVENTORY (MSI)

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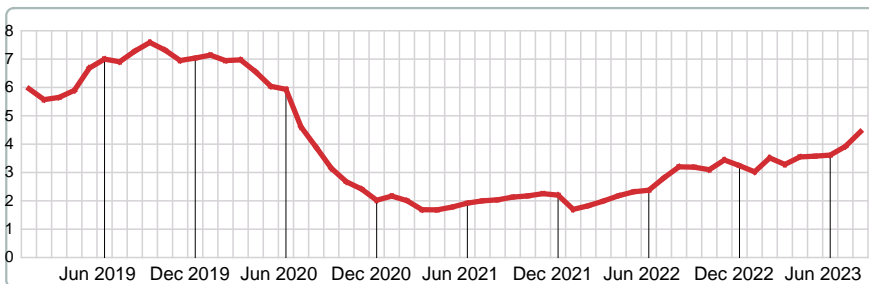
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

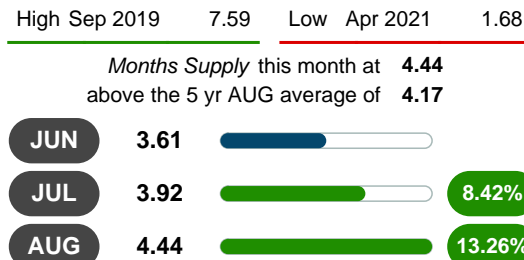


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.17



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	14	8.81%	3.11	2.14	3.84	12.00	0.00
\$100,001 - \$150,000	16	10.06%	2.56	5.14	1.64	1.33	0.00
\$150,001 - \$200,000	24	15.09%	2.91	2.25	2.82	2.77	12.00
\$200,001 - \$300,000	41	25.79%	4.17	24.00	3.11	3.60	6.00
\$300,001 - \$400,000	24	15.09%	5.76	0.00	5.57	6.35	8.00
\$400,001 - \$725,000	25	15.72%	10.34	24.00	9.60	15.00	2.40
\$725,001 and up	15	9.43%	36.00	12.00	42.00	60.00	24.00
Market Supply of Inventory (MSI)			4.44	4.86	3.79	5.77	6.86
Total Active Inventory by Units		100%	4.44	30	83	38	8

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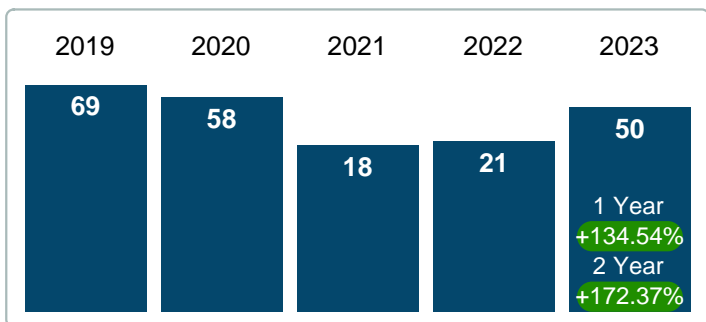
Area Delimited by County Of Cherokee - Residential Property Type



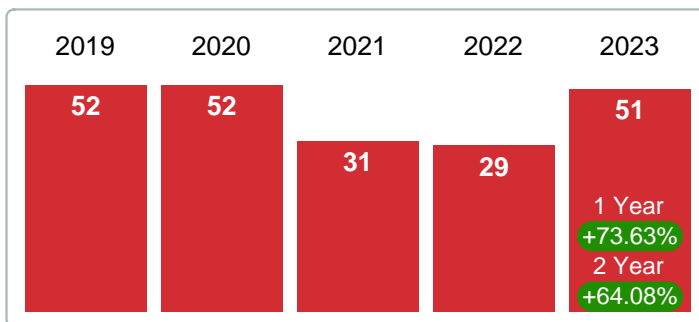
AVERAGE DAYS ON MARKET TO SALE

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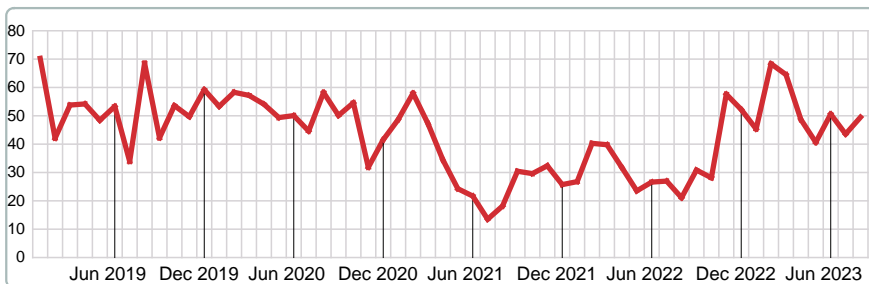
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43

High Jan 2019 70 Low Jul 2021 14

Average Days on Market to Sale this month at 50 above the 5 yr AUG average of 43



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	5.41%	69	57	80	0	0
\$75,001 - \$125,000	18.92%	37	10	48	0	0
\$125,001 - \$150,000	2.70%	106	106	0	0	0
\$150,001 - \$225,000	35.14%	33	20	33	40	0
\$225,001 - \$250,000	13.51%	21	0	21	0	0
\$250,001 - \$350,000	13.51%	66	0	66	0	0
\$350,001 and up	10.81%	117	0	47	187	0
Average Closed DOM		50	40	42	113	0
Total Closed Units	100%	50	5	28	4	0
Total Closed Volume		7,569,250	565.60K	5.80M	1.21M	0.00B

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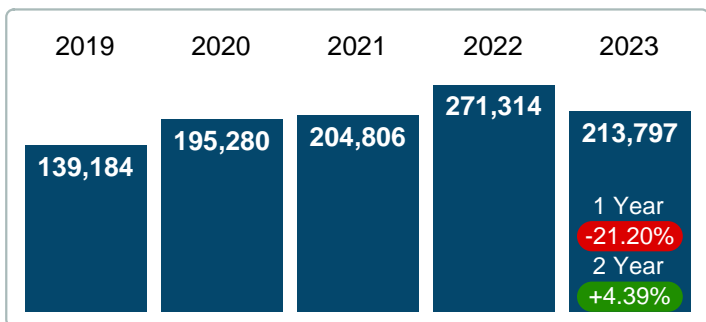
Area Delimited by County Of Cherokee - Residential Property Type



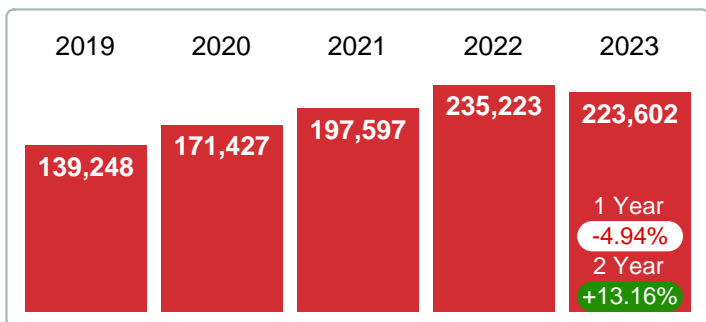
AVERAGE LIST PRICE AT CLOSING

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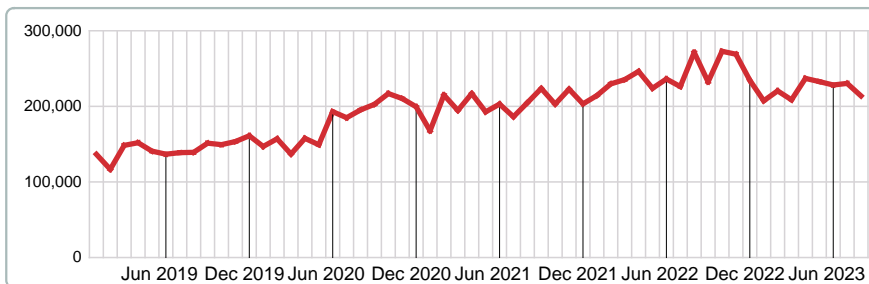
AUGUST



YEAR TO DATE (YTD)

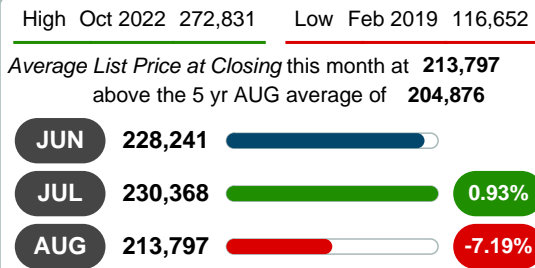


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 204,876



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	1	2.70%	45,000	45,000	87,000	0	0
\$75,001 - \$125,000	7	18.92%	99,929	117,250	101,500	0	0
\$125,001 - \$150,000	2	5.41%	139,750	150,000	0	0	0
\$150,001 - \$225,000	11	29.73%	186,291	155,000	194,660	206,600	0
\$225,001 - \$250,000	7	18.92%	241,186	0	244,540	0	0
\$250,001 - \$350,000	4	10.81%	279,175	0	300,340	0	0
\$350,001 and up	5	13.51%	406,460	0	396,250	427,400	0
Average List Price			213,797	116,900	216,357	317,000	0
Total Closed Units		100%	213,797	5	28	4	
Total Closed Volume			7,910,500	584.50K	6.06M	1.27M	0.00B

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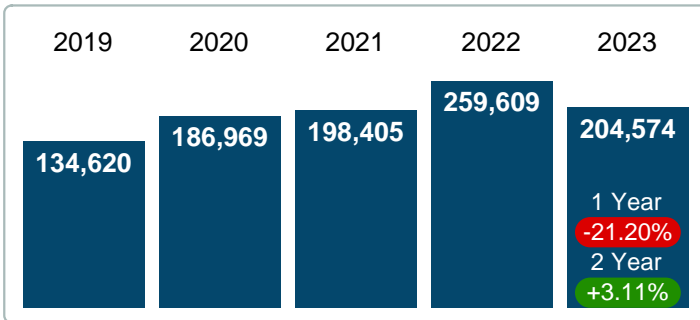
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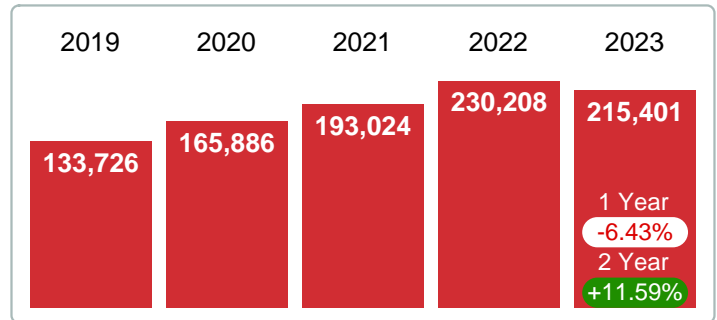
AVERAGE SOLD PRICE AT CLOSING

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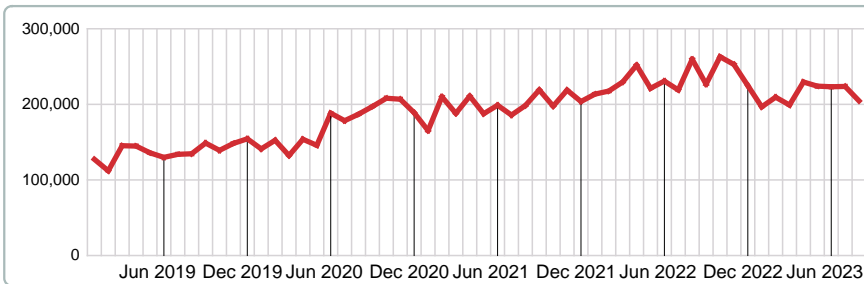
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

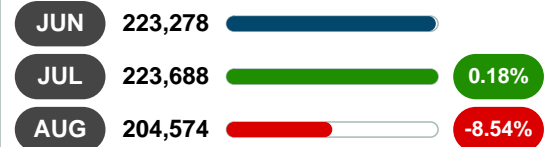


3 MONTHS

5 year AUG AVG = 196,835

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

Average Sold Price at Closing this month at **204,574** above the 5 yr AUG average of **196,835**



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	5.41%	52,500	35,000	70,000	0	0
\$75,001 - \$125,000	18.92%	97,443	118,050	89,200	0	0
\$125,001 - \$150,000	2.70%	142,000	142,000	0	0	0
\$150,001 - \$225,000	35.14%	186,492	152,500	187,740	197,250	0
\$225,001 - \$250,000	13.51%	243,010	0	243,010	0	0
\$250,001 - \$350,000	13.51%	280,780	0	280,780	0	0
\$350,001 and up	10.81%	399,200	0	392,150	406,250	0
Average Sold Price		204,574	113,120	207,023	301,750	0
Total Closed Units	100%	204,574	5	28	4	0
Total Closed Volume		7,569,250	565.60K	5.80M	1.21M	0.00B

August 2023



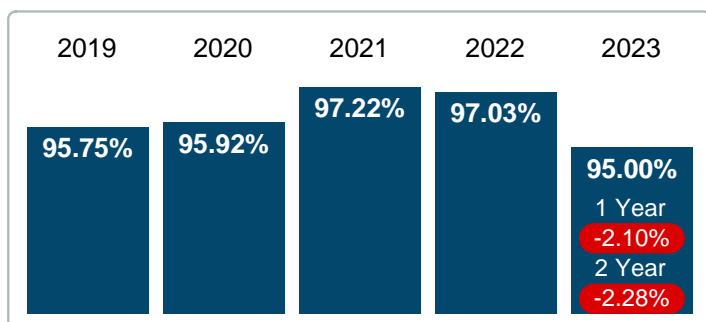
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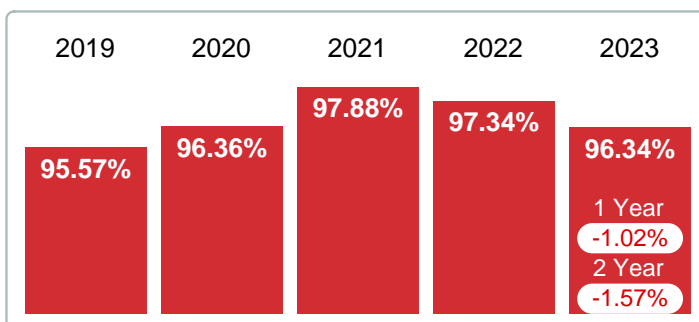
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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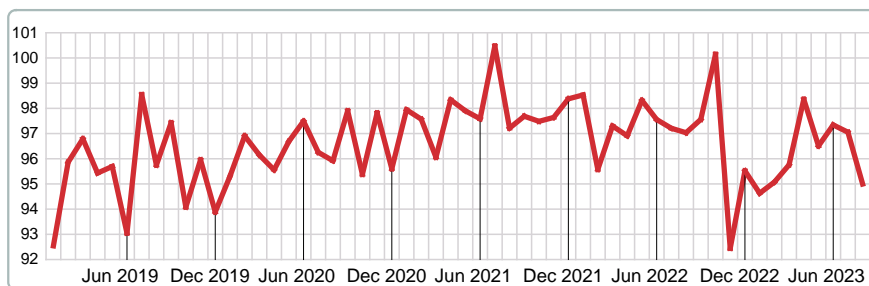
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

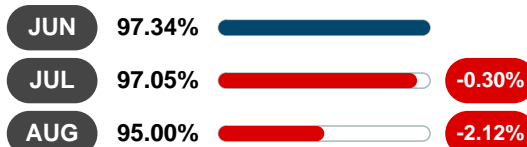


3 MONTHS

5 year AUG AVG = 96.18%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.00%**
below the 5 yr AUG average of **96.18%**



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	5.41%	79.12%	77.78%	80.46%	0.00%	0.00%
\$75,001 - \$125,000	7	18.92%	93.11%	100.73%	90.06%	0.00%	0.00%
\$125,001 - \$150,000	1	2.70%	94.67%	94.67%	0.00%	0.00%	0.00%
\$150,001 - \$225,000	13	35.14%	96.51%	98.39%	96.41%	96.08%	0.00%
\$225,001 - \$250,000	5	13.51%	99.38%	0.00%	99.38%	0.00%	0.00%
\$250,001 - \$350,000	5	13.51%	94.10%	0.00%	94.10%	0.00%	0.00%
\$350,001 and up	4	10.81%	97.04%	0.00%	99.06%	95.02%	0.00%
Average Sold/List Ratio		95.00%		94.46%	95.01%	95.55%	0.00%
Total Closed Units		37	100%	5	28	4	
Total Closed Volume		7,569,250		565.60K	5.80M	1.21M	0.00B

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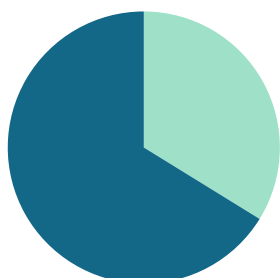
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

INVENTORY

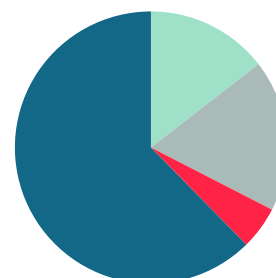


Inventory
 New Listings
73 = 33.80%
 Start Inventory
143
 Total Inventory Units
216
 Volume
\$68,369,402

Market Activity

Closed Sales
37 = 14.51%
 Pending Sales
46 = 18.04%
 Other Off Market
13 = 5.10%
 Active Inventory
159 = 62.35%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	45	37	-17.78%	379	287	-24.27%
Pending Sales	42	46	9.52%	378	309	-18.25%
New Listings	70	73	4.29%	508	450	-11.42%
Average List Price	271,314	213,797	-21.20%	235,223	223,602	-4.94%
Average Sale Price	259,609	204,574	-21.20%	230,208	215,401	-6.43%
Average Percent of Selling Price to List Price	97.03%	95.00%	-2.10%	97.34%	96.34%	-1.02%
Average Days on Market to Sale	21.11	49.51	134.54%	29.14	50.59	73.63%
Monthly Inventory	152	159	4.61%	152	159	4.61%
Months Supply of Inventory	3.20	4.44	38.66%	3.20	4.44	38.66%

Absorption: Last 12 months, an Average of **36** Sales/Month

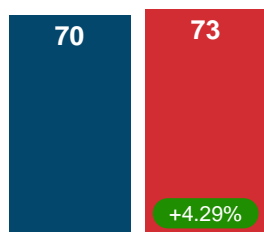
Inventory on August 31, 2023 = **159**

2022 **2023**

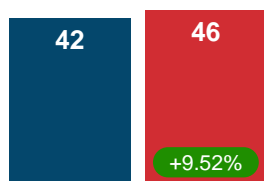
AUGUST MARKET

AVERAGE PRICES

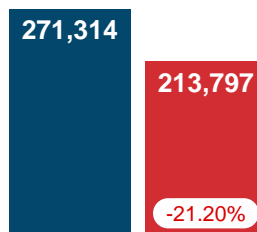
New Listings



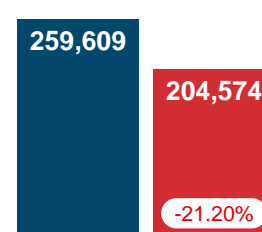
Pending Listings



List Price



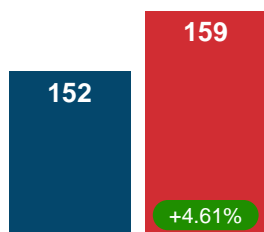
Sale Price



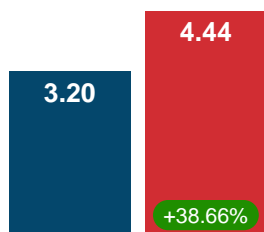
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

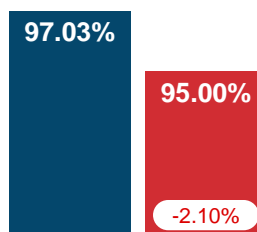
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

