

# August 2023



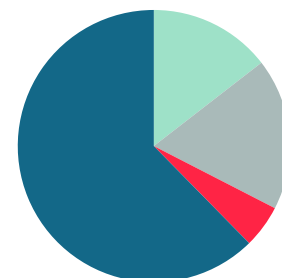
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	189,900	198,800	4.69%
Median Sale Price	195,700	195,000	-0.36%
Median Percent of Selling Price to List Price	98.46%	97.64%	-0.83%
Median Days on Market to Sale	9.00	29.00	222.22%
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.

#### 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 **0.36%** in August 2023 to \$195,000 versus the previous year at \$195,700.

#### Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 20.00 days or **222.22%** in August 2023 compared to last year's same month at **9.00** DOM.

#### Sales Success for August 2023 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# August 2023



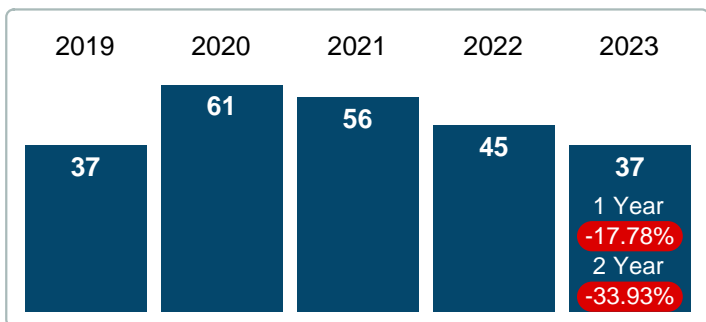
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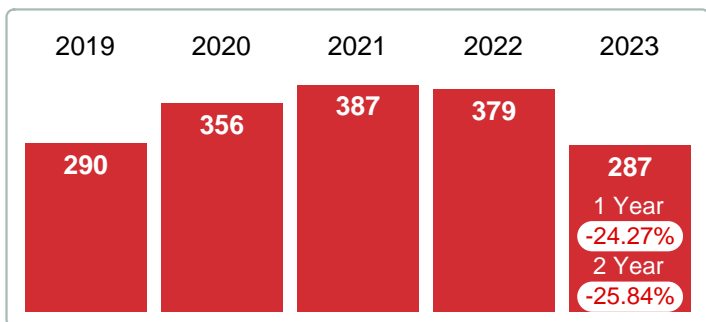
## CLOSED LISTINGS

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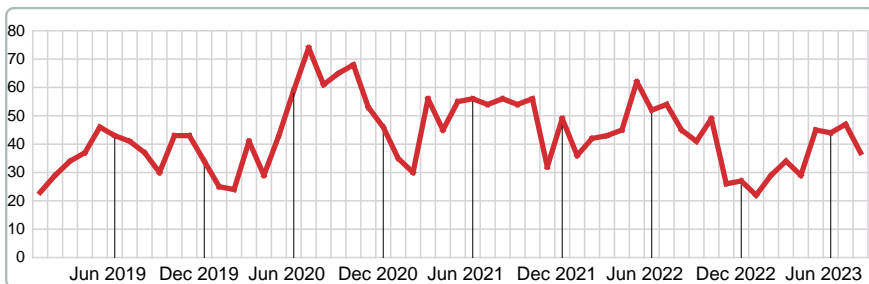
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 47

High Jul 2020 74 Low Jan 2023 22

Closed Listings this month at 37 below the 5 yr AUG average of 47

Month	Closed Listings	% Change
JUN	44	
JUL	47	6.82%
AUG	37	-21.28%

### 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	5.41%	68.5	1	1	0	0
\$75,001 - \$125,000	7	18.92%	10.0	2	5	0	0
\$125,001 - \$150,000	1	2.70%	106.0	1	0	0	0
\$150,001 - \$225,000	13	35.14%	18.0	1	10	2	0
\$225,001 - \$250,000	5	13.51%	21.0	0	5	0	0
\$250,001 - \$350,000	5	13.51%	70.0	0	5	0	0
\$350,001 and up	4	10.81%	59.0	0	2	2	0
<b>Total Closed Units</b>	<b>37</b>			<b>5</b>	<b>28</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,569,250</b>	<b>100%</b>	<b>29.0</b>	<b>565.60K</b>	<b>5.80M</b>	<b>1.21M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$195,000</b>			<b>\$125,000</b>	<b>\$203,750</b>	<b>\$290,000</b>	<b>\$0</b>

# August 2023



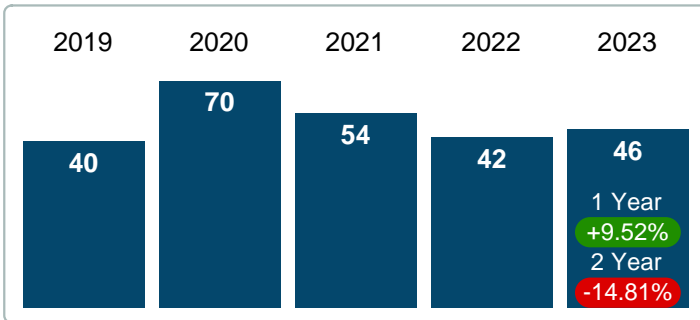
Area Delimited by County Of Cherokee - Residential Property Type



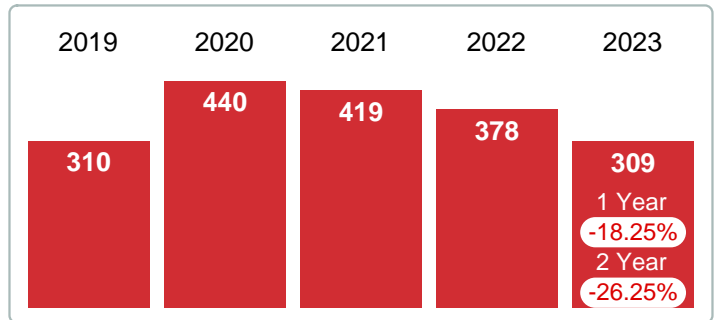
## PENDING LISTINGS

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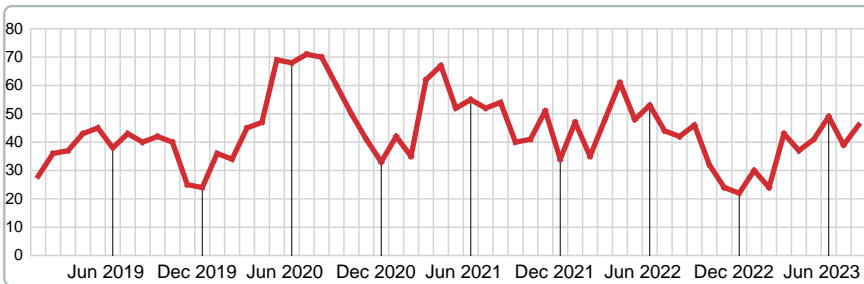
### AUGUST



### YEAR TO DATE (YTD)

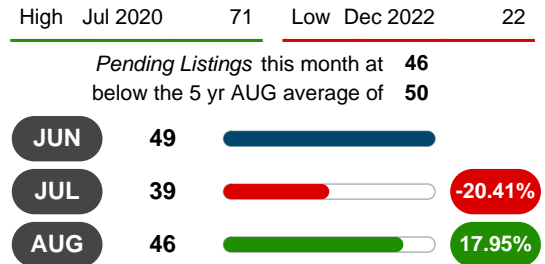


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 50



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.52%	6.0	3	0	0	0
\$75,001 - \$125,000	7	15.22%	23.0	2	5	0	0
\$125,001 - \$150,000	7	15.22%	30.0	2	4	1	0
\$150,001 - \$225,000	10	21.74%	23.0	4	4	2	0
\$225,001 - \$250,000	3	6.52%	15.0	1	2	0	0
\$250,001 - \$375,000	11	23.91%	103.0	0	7	3	1
\$375,001 and up	5	10.87%	18.0	1	3	0	1
<b>Total Pending Units</b>	<b>46</b>			<b>13</b>	<b>25</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>9,712,799</b>	<b>100%</b>	<b>20.0</b>	<b>1.93M</b>	<b>5.55M</b>	<b>1.32M</b>	<b>914.90K</b>
<b>Median Listing Price</b>	<b>\$184,200</b>			<b>\$134,999</b>	<b>\$198,800</b>	<b>\$217,450</b>	<b>\$457,450</b>

# August 2023



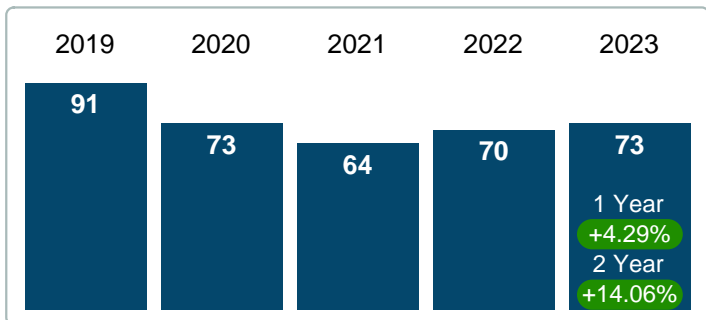
Area Delimited by County Of Cherokee - Residential Property Type



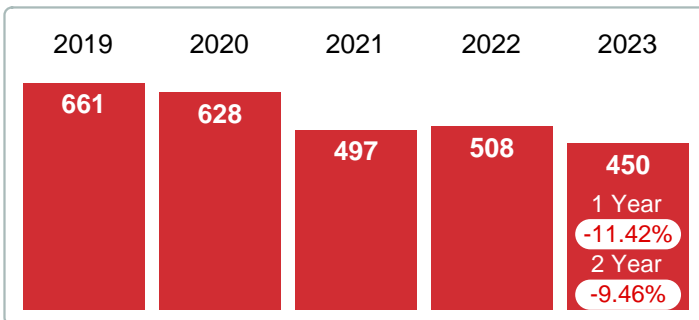
## NEW LISTINGS

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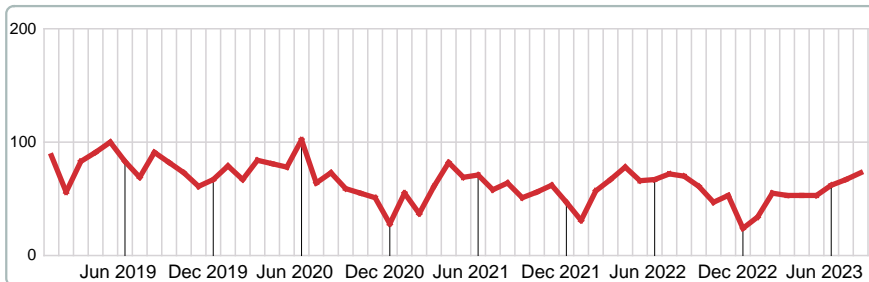
### AUGUST



### YEAR TO DATE (YTD)

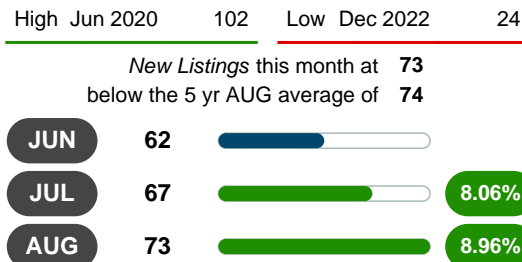


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$75,000 and less	3	4.11%	2	1	0	0
\$75,001 - \$125,000	9	12.33%	3	6	0	0
\$125,001 - \$175,000	15	20.55%	3	11	1	0
\$175,001 - \$250,000	16	21.92%	5	7	3	1
\$250,001 - \$375,000	15	20.55%	1	10	4	0
\$375,001 - \$425,000	8	10.96%	1	4	3	0
\$425,001 and up	7	9.59%	1	3	3	0
<b>Total New Listed Units</b>	<b>73</b>		<b>16</b>	<b>42</b>	<b>14</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>20,132,899</b>	<b>100%</b>	<b>3.24M</b>	<b>11.31M</b>	<b>5.34M</b>	<b>249.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$225,000</b>		<b>\$167,000</b>	<b>\$222,450</b>	<b>\$329,750</b>	<b>\$249,900</b>

# August 2023



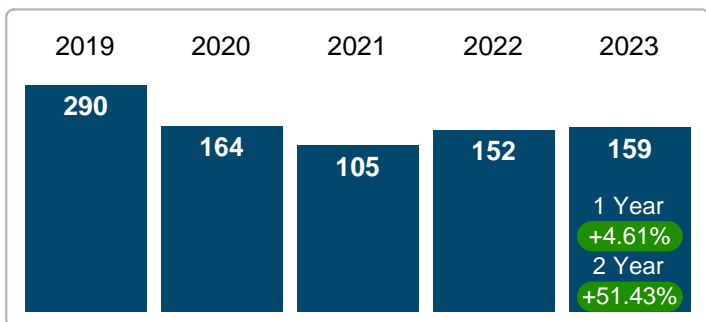
Area Delimited by County Of Cherokee - Residential Property Type



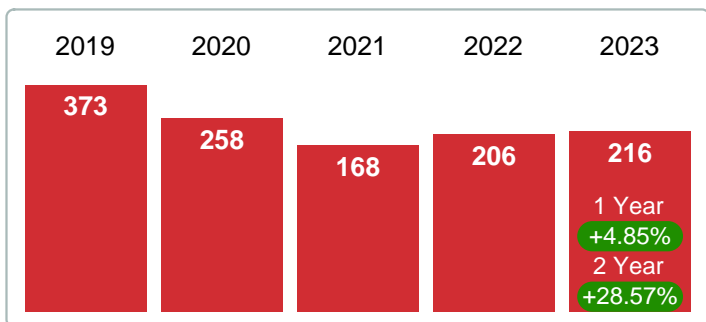
## ACTIVE INVENTORY

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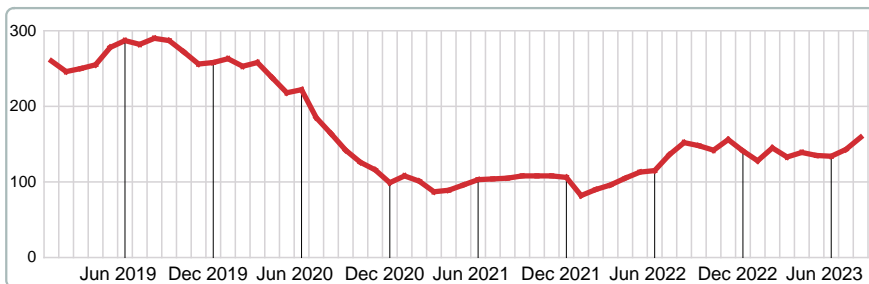
### END OF AUGUST



### ACTIVE DURING AUGUST

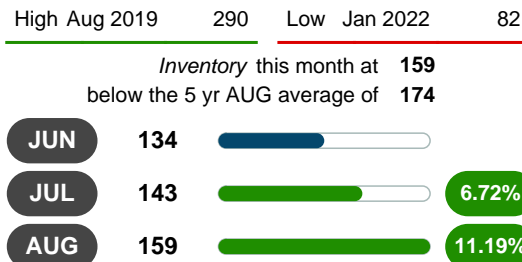


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 174



### 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	14	8.81%	36.0	5	8	1	0
\$100,001 - \$150,000	16	10.06%	35.5	9	6	1	0
\$150,001 - \$200,000	24	15.09%	43.0	3	16	3	2
\$200,001 - \$300,000	41	25.79%	43.0	10	21	9	1
\$300,001 - \$400,000	24	15.09%	47.0	0	13	9	2
\$400,001 - \$725,000	25	15.72%	62.0	2	12	10	1
\$725,001 and up	15	9.43%	92.0	1	7	5	2
<b>Total Active Inventory by Units</b>	<b>159</b>			<b>30</b>	<b>83</b>	<b>38</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>55,900,503</b>	<b>100%</b>	<b>45.0</b>	<b>7.84M</b>	<b>28.15M</b>	<b>16.03M</b>	<b>3.88M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$269,900</b>			<b>\$190,000</b>	<b>\$279,000</b>	<b>\$367,200</b>	<b>\$357,500</b>

# August 2023



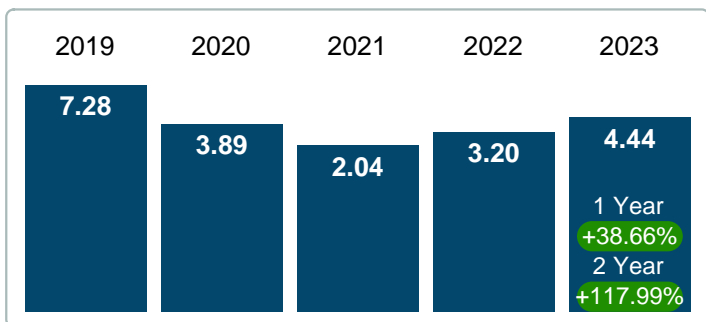
Area Delimited by County Of Cherokee - Residential Property Type



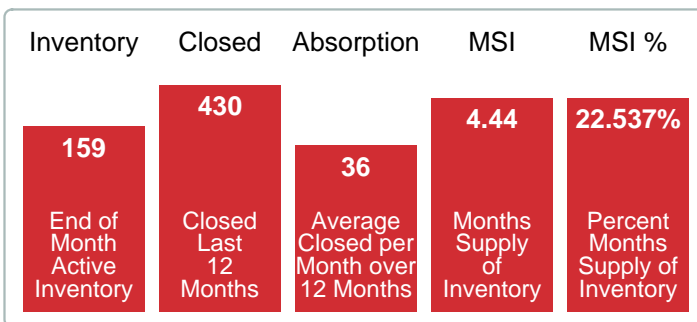
## MONTHS SUPPLY of INVENTORY (MSI)

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

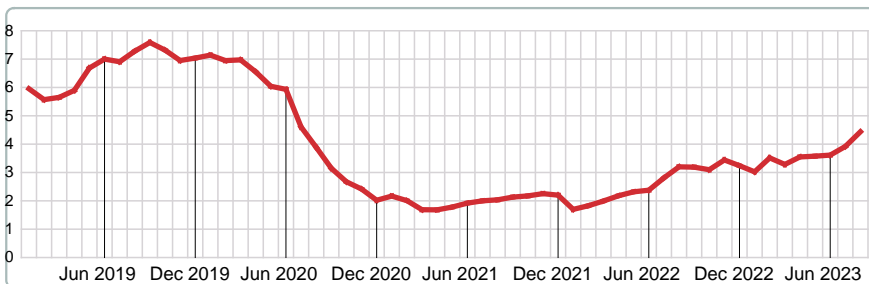
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023



### 5 YEAR MARKET ACTIVITY TRENDS

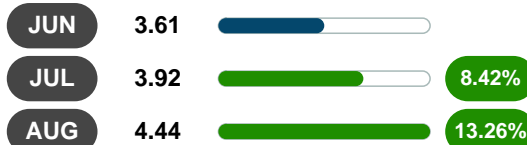


### 3 MONTHS

5 year AUG AVG = 4.17

High Sep 2019 7.59 Low Apr 2021 1.68

Months Supply this month at **4.44**  
above the 5 yr AUG average of **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

# August 2023



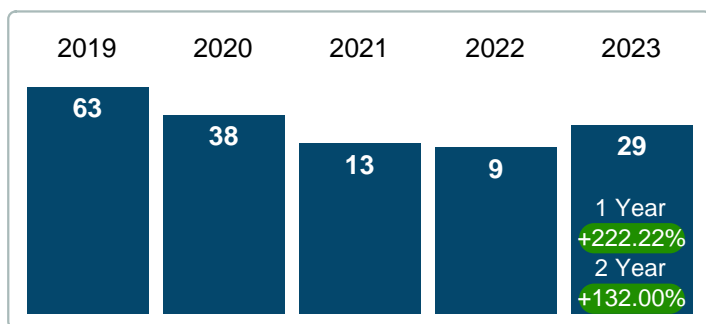
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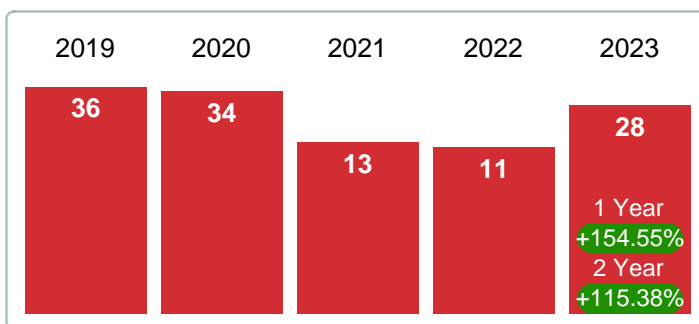
## MEDIAN DAYS ON MARKET TO SALE

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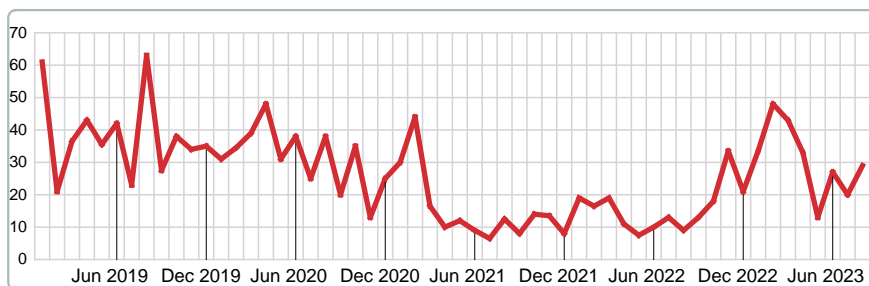
### AUGUST



### YEAR TO DATE (YTD)

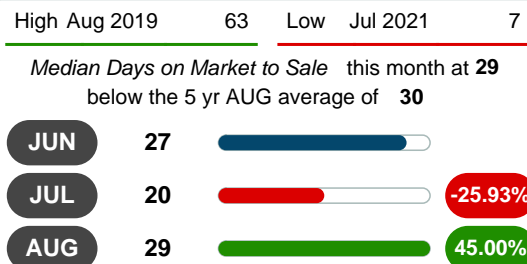


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 30



### 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	5.41%	69	57	80	0	0
\$75,001 - \$125,000	18.92%	10	10	62	0	0
\$125,001 - \$150,000	2.70%	106	106	0	0	0
\$150,001 - \$225,000	35.14%	18	20	15	40	0
\$225,001 - \$250,000	13.51%	21	0	21	0	0
\$250,001 - \$350,000	13.51%	70	0	70	0	0
\$350,001 and up	10.81%	59	0	47	187	0
<b>Median Closed DOM</b>		<b>29</b>	<b>20</b>	<b>28</b>	<b>64</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>29.0</b>	<b>5</b>	<b>28</b>	<b>4</b>	<b></b>
<b>Total Closed Volume</b>		<b>7,569,250</b>	<b>565.60K</b>	<b>5.80M</b>	<b>1.21M</b>	<b>0.00B</b>

# August 2023



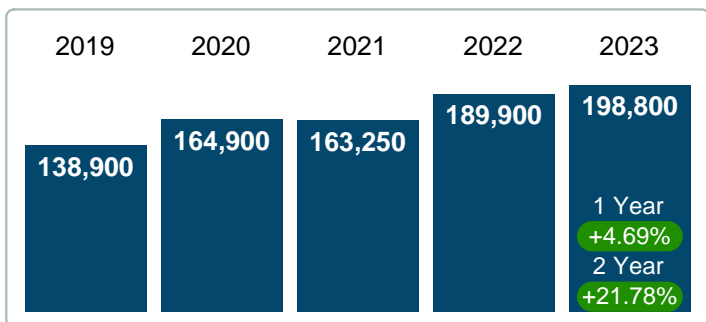
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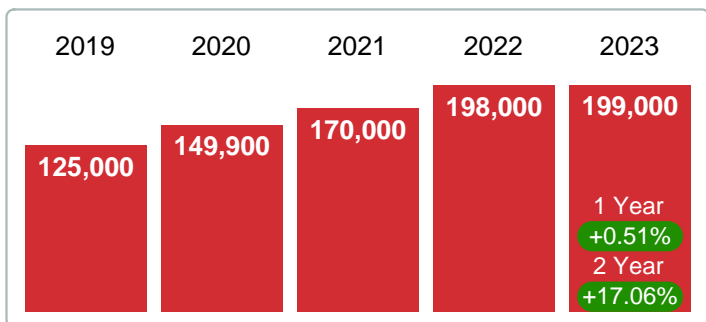
## MEDIAN LIST PRICE AT CLOSING

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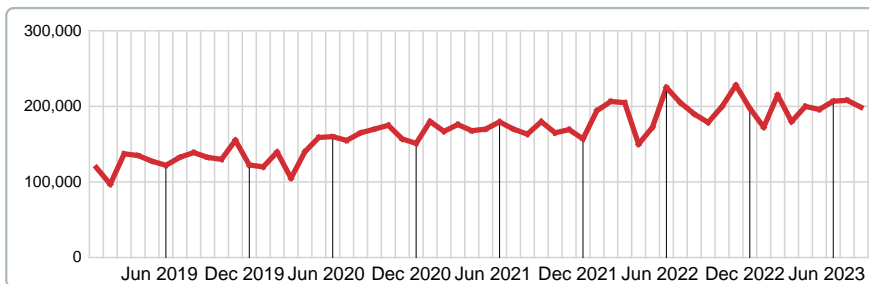
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

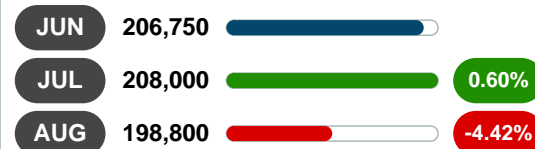


### 3 MONTHS

5 year AUG AVG = 171,150

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

Median List Price at Closing this month at **198,800**  
 above the 5 yr AUG average of **171,150**



### 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	2.70%	45,000	45,000	0	0	0
\$75,001 - \$125,000	18.92%	92,000	117,250	87,000	0	0
\$125,001 - \$150,000	5.41%	139,750	150,000	129,500	0	0
\$150,001 - \$225,000	29.73%	184,900	155,000	188,500	174,500	0
\$225,001 - \$250,000	18.92%	245,000	0	246,450	238,700	0
\$250,001 - \$350,000	10.81%	274,900	0	274,900	0	0
\$350,001 and up	13.51%	385,000	0	385,000	427,400	0
<b>Median List Price</b>		<b>198,800</b>	<b>125,000</b>	<b>214,500</b>	<b>309,300</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,800</b>	<b>5</b>	<b>28</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,910,500</b>	<b>584.50K</b>	<b>6.06M</b>	<b>1.27M</b>	<b>0.00B</b>



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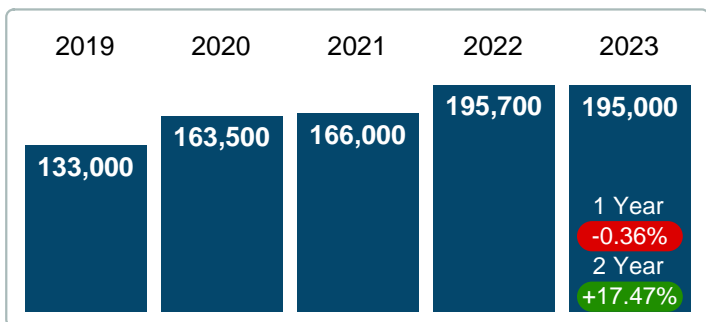
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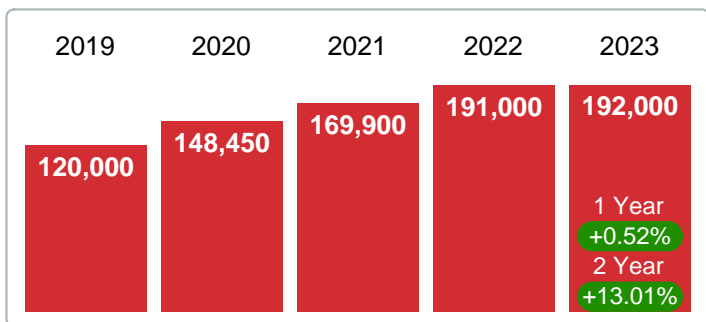
## MEDIAN SOLD PRICE AT CLOSING

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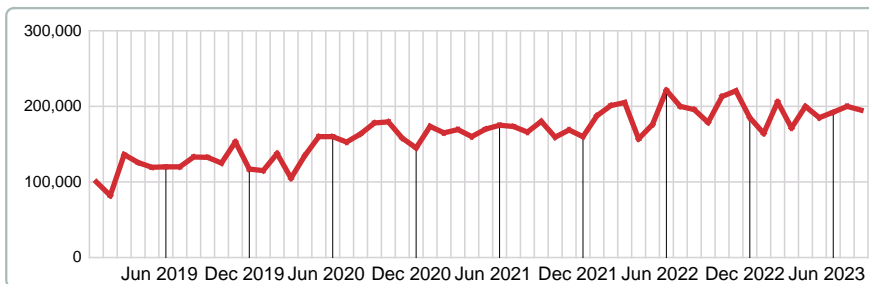
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

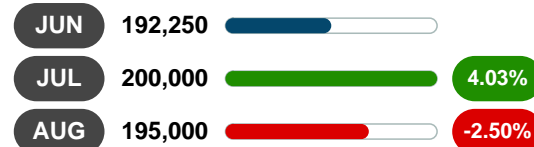


### 3 MONTHS

5 year AUG AVG = 170,640

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

Median Sold Price at Closing this month at 195,000 above the 5 yr AUG average of 170,640



### 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	5.41%	52,500	35,000	70,000	0	0
\$75,001 - \$125,000	18.92%	92,000	118,050	80,000	0	0
\$125,001 - \$150,000	2.70%	142,000	142,000	0	0	0
\$150,001 - \$225,000	35.14%	184,900	152,500	189,950	197,250	0
\$225,001 - \$250,000	13.51%	245,000	0	245,000	0	0
\$250,001 - \$350,000	13.51%	270,000	0	270,000	0	0
\$350,001 and up	10.81%	394,400	0	392,150	406,250	0
<b>Median Sold Price</b>		<b>195,000</b>	<b>125,000</b>	<b>203,750</b>	<b>290,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>37</b>	<b>5</b>	<b>28</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,569,250</b>	<b>565.60K</b>	<b>5.80M</b>	<b>1.21M</b>	<b>0.00B</b>

# August 2023



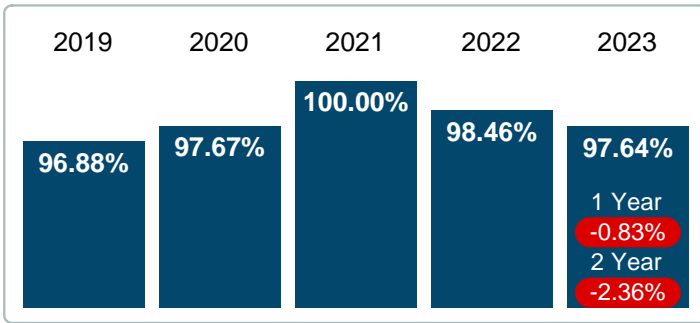
Area Delimited by County Of Cherokee - Residential Property Type



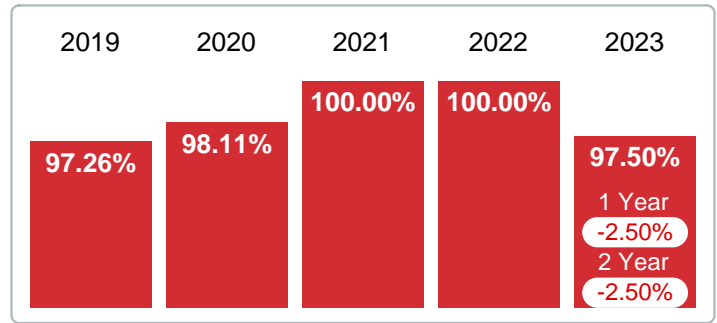
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

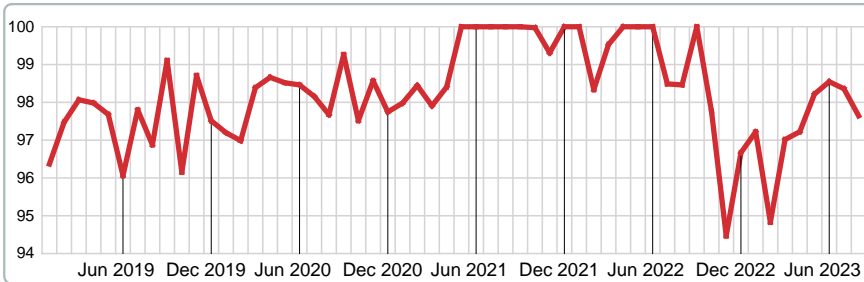
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

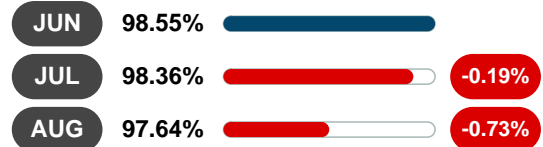


### 3 MONTHS

5 year AUG AVG = 98.13%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.64%**  
equal to 5 yr AUG average of **98.13%**



### 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	2	5.41%	79.12%	77.78%	80.46%	0.00%	0.00%
\$75,001 - \$125,000	7	18.92%	100.00%	100.73%	97.53%	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%	98.39%	98.39%	98.63%	96.08%	0.00%
\$225,001 - \$250,000	5	13.51%	100.00%	0.00%	100.00%	0.00%	0.00%
\$250,001 - \$350,000	5	13.51%	96.29%	0.00%	96.29%	0.00%	0.00%
\$350,001 and up	4	10.81%	96.70%	0.00%	99.06%	95.02%	0.00%
Median Sold/List Ratio		97.64%		98.39%	97.87%	95.02%	0.00%
Total Closed Units		37	100%	5	28	4	
Total Closed Volume		7,569,250		565.60K	5.80M	1.21M	0.00B

# August 2023



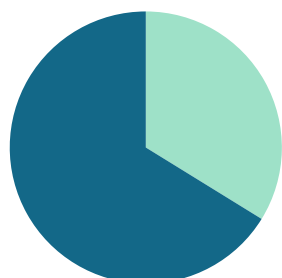
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

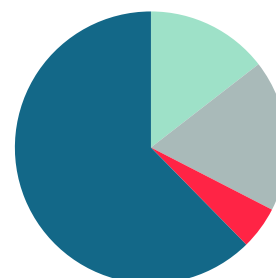


**Inventory**  
 New Listings  
**73 = 33.80%**  
 Start Inventory  
**143**  
 Total Inventory Units  
**216**  
 Volume  
**\$68,369,402**

### 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%
Median List Price	189,900	198,800	4.69%	198,000	199,000	0.51%
Median Sale Price	195,700	195,000	-0.36%	191,000	192,000	0.52%
Median Percent of Selling Price to List Price	98.46%	97.64%	-0.83%	100.00%	97.50%	-2.50%
Median Days on Market to Sale	9.00	29.00	222.22%	11.00	28.00	154.55%
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

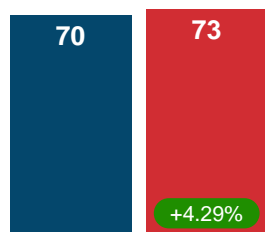
**Inventory** on August 31, 2023 = **159**

**2022** **2023**

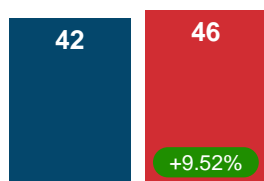
### AUGUST MARKET

### MEDIAN PRICES

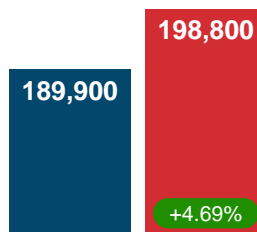
#### New Listings



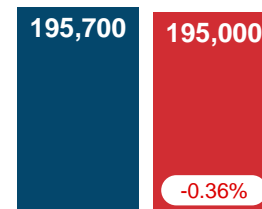
#### Pending Listings



#### List Price



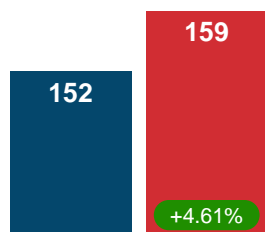
#### Sale Price



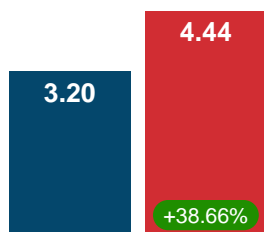
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

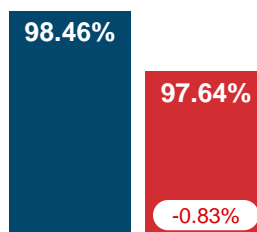
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

