

September 2023



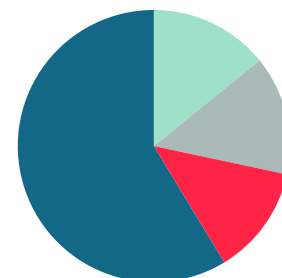
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	41	36	-12.20%
Pending Listings	46	36	-21.74%
New Listings	61	51	-16.39%
Average List Price	232,383	235,161	1.20%
Average Sale Price	226,669	223,852	-1.24%
Average Percent of Selling Price to List Price	97.56%	96.05%	-1.55%
Average Days on Market to Sale	30.85	45.36	47.02%
End of Month Inventory	148	149	0.68%
Months Supply of Inventory	3.19	4.21	31.94%



■ Closed (14.17%)
■ Pending (14.17%)
■ Other OffMarket (12.99%)
■ Active (58.66%)

Absorption: Last 12 months, an Average of **35 Sales/Month**
Active Inventory as of September 30, 2023 = **149**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **0.68%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **4.21** 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 **1.24%** in September 2023 to \$223,852 versus the previous year at \$226,669.

Average Days on Market Lengthens

The average number of **45.36** days that homes spent on the market before selling increased by 14.51 days or **47.02%** in September 2023 compared to last year's same month at **30.85** DOM.

Sales Success for September 2023 is Positive

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

There were 51 New Listings in September 2023, down **16.39%** from last year at 61. Furthermore, there were 36 Closed Listings this month versus last year at 41, a **-12.20%** decrease.

Closed versus Listed trends yielded a **70.6%** ratio, up from previous year's, September 2022, at **67.2%**, a **5.02%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

September 2023



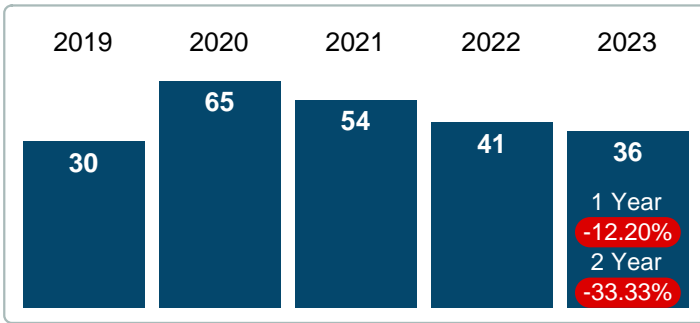
Area Delimited by County Of Cherokee - Residential Property Type



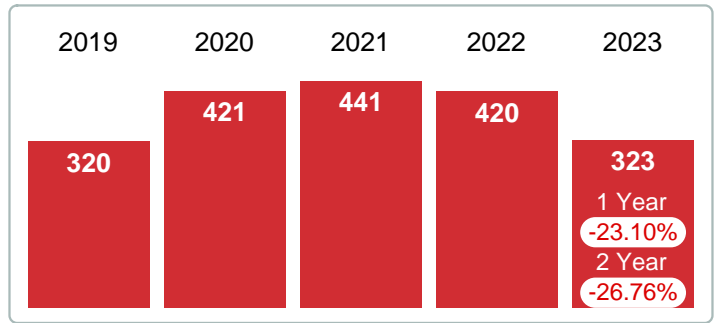
CLOSED LISTINGS

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

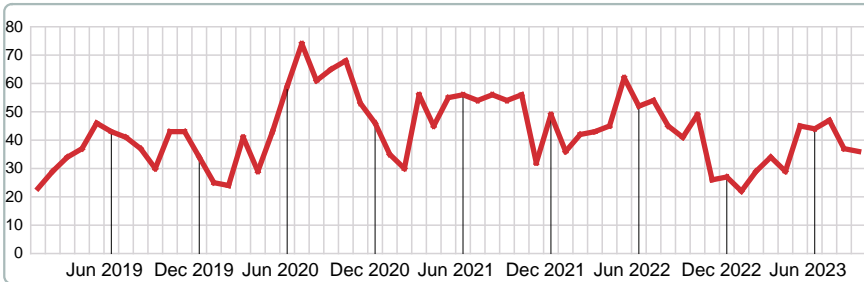
SEPTEMBER



YEAR TO DATE (YTD)

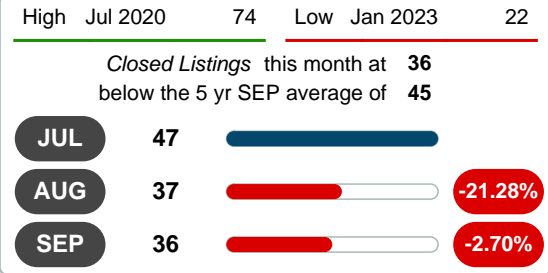


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.33%	4.7	3	0	0	0
\$100,001 - \$125,000	6	16.67%	13.5	3	3	0	0
\$125,001 - \$150,000	1	2.78%	3.0	0	1	0	0
\$150,001 - \$250,000	13	36.11%	18.1	3	8	2	0
\$250,001 - \$275,000	4	11.11%	91.8	0	4	0	0
\$275,001 - \$325,000	5	13.89%	97.2	0	4	1	0
\$325,001 and up	4	11.11%	111.8	0	2	0	2
Total Closed Units	36			9	22	3	2
Total Closed Volume	8,058,685	100%	45.4	1.18M	5.33M	705.00K	850.00K
Average Closed Price	\$223,852			\$130,833	\$242,099	\$235,000	\$425,000

September 2023



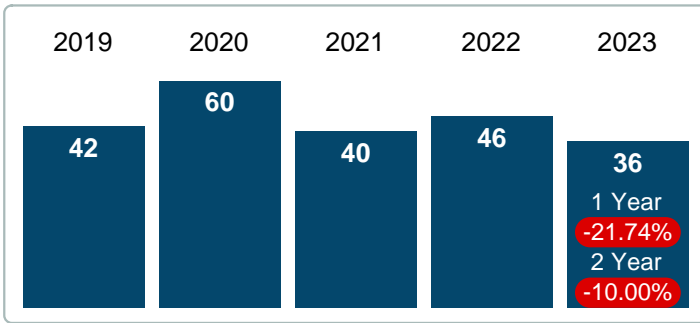
Area Delimited by County Of Cherokee - Residential Property Type



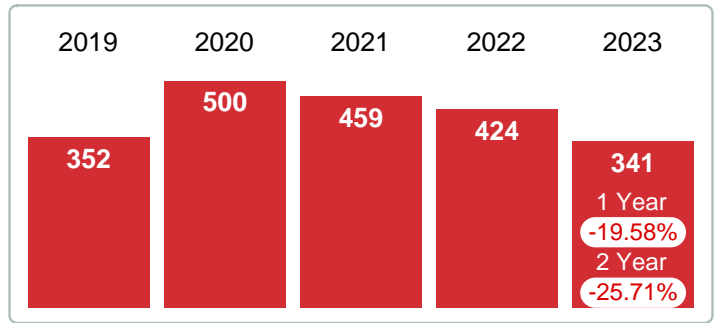
PENDING LISTINGS

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

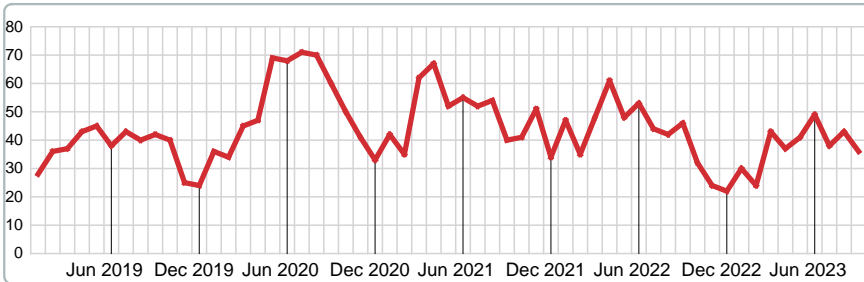
SEPTEMBER



YEAR TO DATE (YTD)

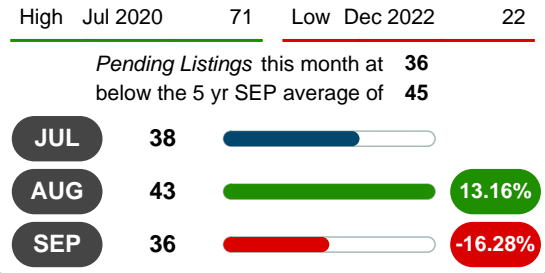


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.33%	49.7	1	1	1	0
\$100,001 - \$125,000	2	5.56%	19.0	1	1	0	0
\$125,001 - \$150,000	4	11.11%	58.8	1	3	0	0
\$150,001 - \$225,000	13	36.11%	31.0	2	9	2	0
\$225,001 - \$275,000	5	13.89%	38.4	0	2	2	1
\$275,001 - \$400,000	5	13.89%	55.4	1	2	2	0
\$400,001 and up	4	11.11%	48.3	0	3	0	1
Total Pending Units	36			6	21	7	2
Total Pending Volume	8,420,449	100%	17.5	1.02M	5.02M	1.62M	764.80K
Average Listing Price	\$193,200			\$169,817	\$238,883	\$231,457	\$382,400

September 2023



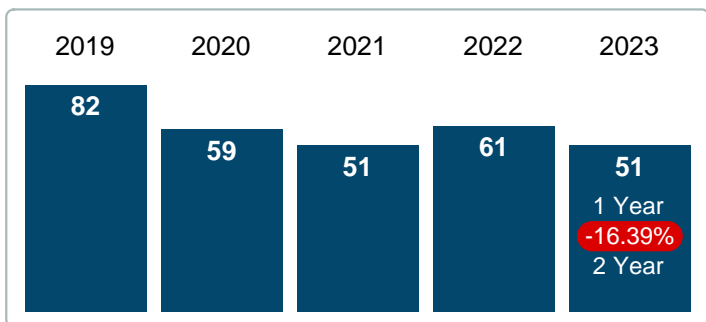
Area Delimited by County Of Cherokee - Residential Property Type



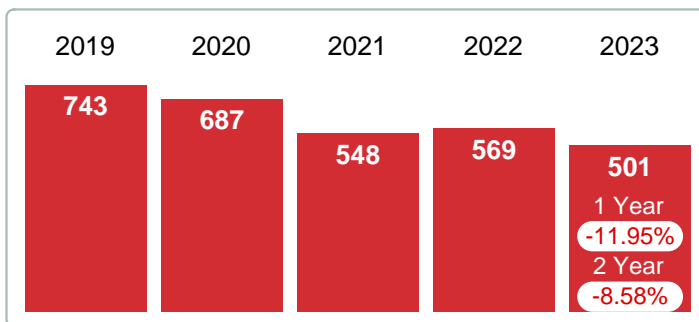
NEW LISTINGS

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

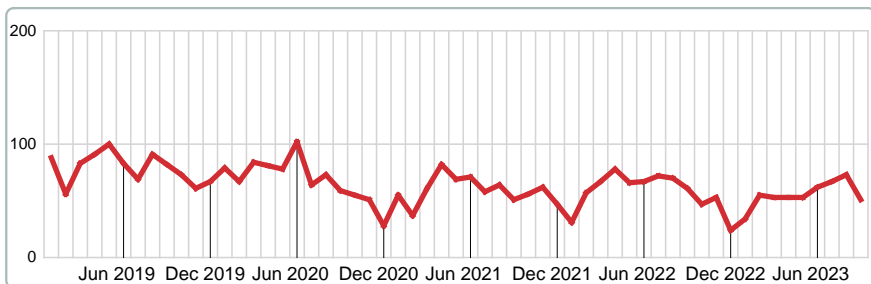
SEPTEMBER



YEAR TO DATE (YTD)

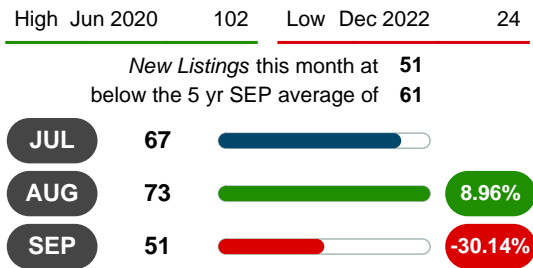


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 61



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	7.84%	4	0	0	0
\$100,001 - \$175,000	7	13.73%	2	5	0	0
\$175,001 - \$200,000	7	13.73%	0	5	2	0
\$200,001 - \$300,000	11	21.57%	1	10	0	0
\$300,001 - \$375,000	8	15.69%	1	4	2	1
\$375,001 - \$675,000	7	13.73%	0	3	2	2
\$675,001 and up	7	13.73%	0	3	4	0
Total New Listed Units	51		8	30	10	3
Total New Listed Volume	16,987,455	100%	1.17M	8.87M	5.67M	1.28M
Average New Listed Listing Price	\$204,933		\$146,325	\$295,682	\$567,020	\$425,400

September 2023



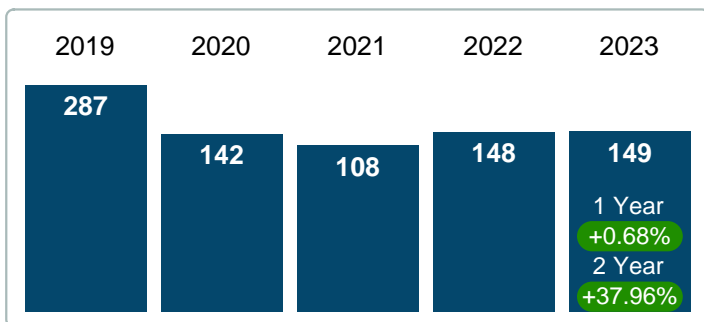
Area Delimited by County Of Cherokee - Residential Property Type



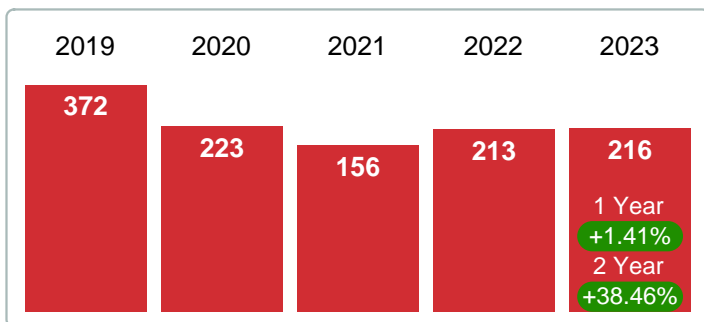
ACTIVE INVENTORY

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

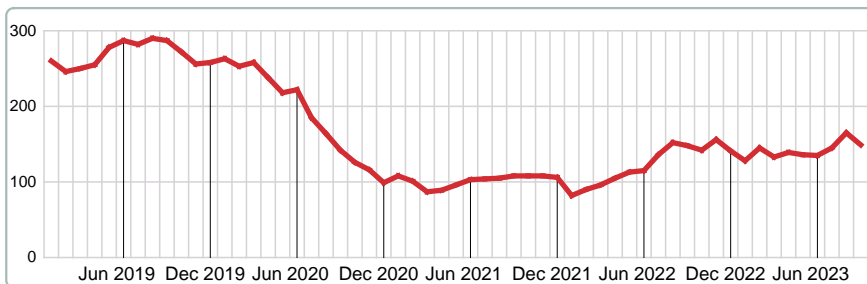
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

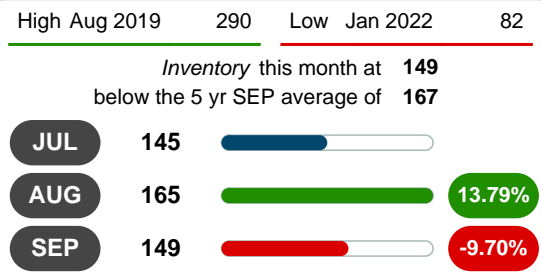


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 167



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	4.03%	72.0	3	3	0	0
\$75,001 - \$150,000	23	15.44%	52.2	12	10	1	0
\$150,001 - \$200,000	25	16.78%	75.8	4	16	3	2
\$200,001 - \$275,000	29	19.46%	84.6	7	17	5	0
\$275,001 - \$375,000	26	17.45%	69.1	2	17	6	1
\$375,001 - \$675,000	23	15.44%	81.8	1	9	11	2
\$675,001 and up	17	11.41%	62.4	1	8	6	2
Total Active Inventory by Units	149			30	80	32	7
Total Active Inventory by Volume	50,934,079	100%	71.9	7.40M	25.98M	13.89M	3.67M
Average Active Inventory Listing Price	\$341,839			\$246,812	\$324,717	\$433,950	\$523,714

September 2023



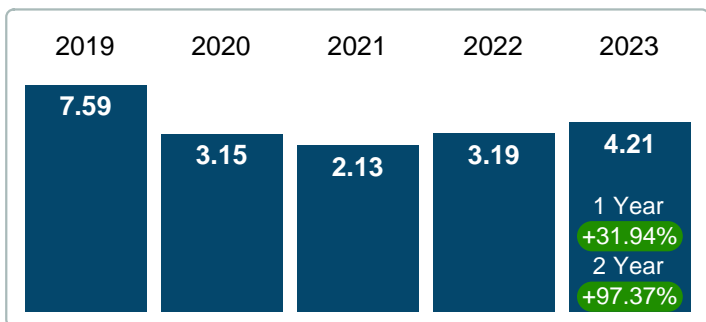
Area Delimited by County Of Cherokee - Residential Property Type



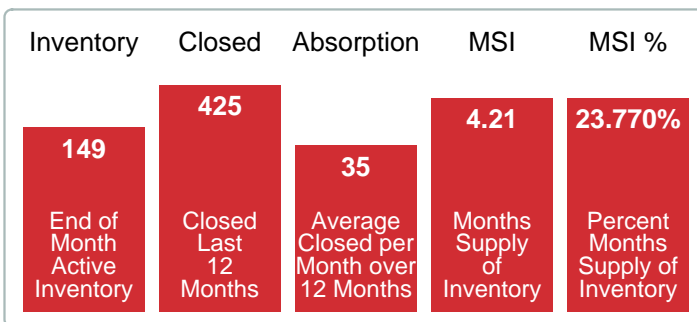
MONTHS SUPPLY of INVENTORY (MSI)

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

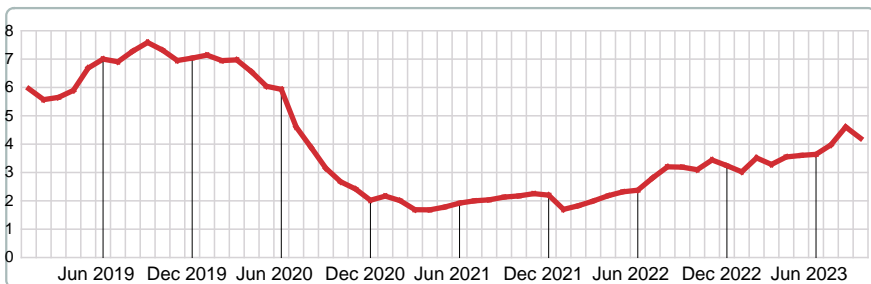
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

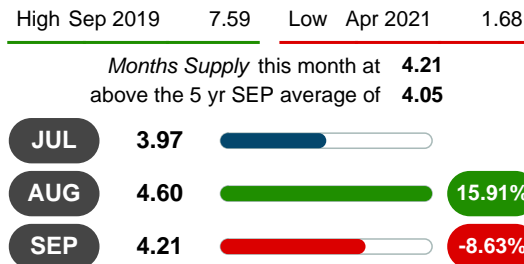


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.05



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
\$75,000 and less	6	4.03%	2.48	1.80	4.00	0.00	0.00
\$75,001 - \$150,000	23	15.44%	2.97	4.80	2.22	1.50	0.00
\$150,001 - \$200,000	25	16.78%	3.09	3.20	2.87	2.77	12.00
\$200,001 - \$275,000	29	19.46%	3.41	16.80	2.83	2.61	0.00
\$275,001 - \$375,000	26	17.45%	4.95	12.00	5.51	3.43	4.00
\$375,001 - \$675,000	23	15.44%	7.89	12.00	4.91	22.00	4.00
\$675,001 and up	17	11.41%	34.00	12.00	48.00	36.00	24.00
Market Supply of Inventory (MSI)	4.21			4.86	3.65	5.26	5.60
Total Active Inventory by Units	149	100%	4.21	30	80	32	7

September 2023



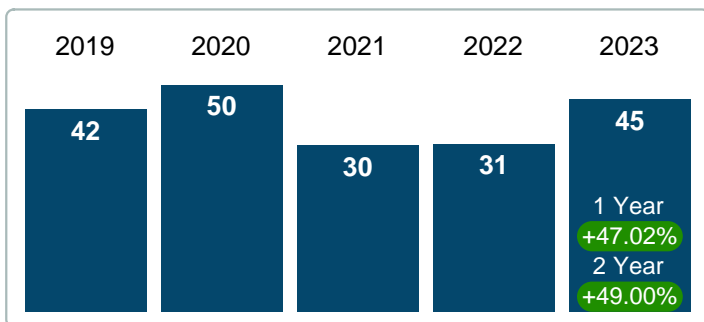
Area Delimited by County Of Cherokee - Residential Property Type



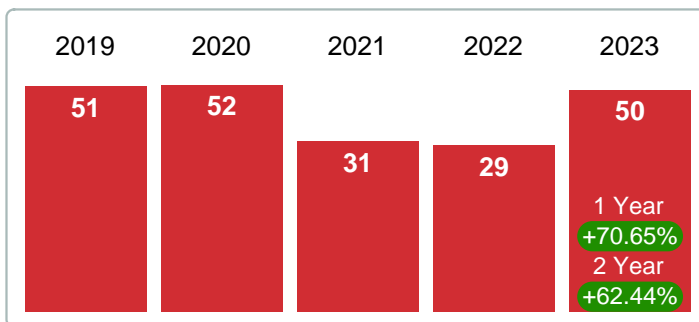
AVERAGE DAYS ON MARKET TO SALE

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

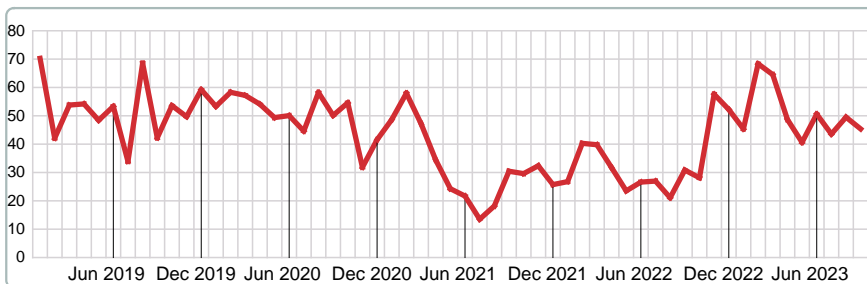
SEPTEMBER



YEAR TO DATE (YTD)

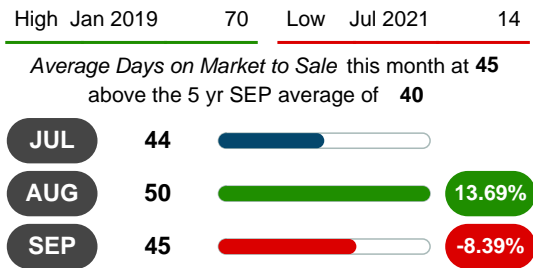


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 40



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
\$100,000 and less	8.33%	5	5	0	0	0
\$100,001 - \$125,000	16.67%	14	14	13	0	0
\$125,001 - \$150,000	2.78%	3	0	3	0	0
\$150,001 - \$250,000	36.11%	18	13	24	4	0
\$250,001 - \$275,000	11.11%	92	0	92	0	0
\$275,001 - \$325,000	13.89%	97	0	109	51	0
\$325,001 and up	11.11%	112	0	131	0	93
Average Closed DOM		45	11	59	20	93
Total Closed Units	100%	45	9	22	3	2
Total Closed Volume		8,058,685	1.18M	5.33M	705.00K	850.00K

September 2023



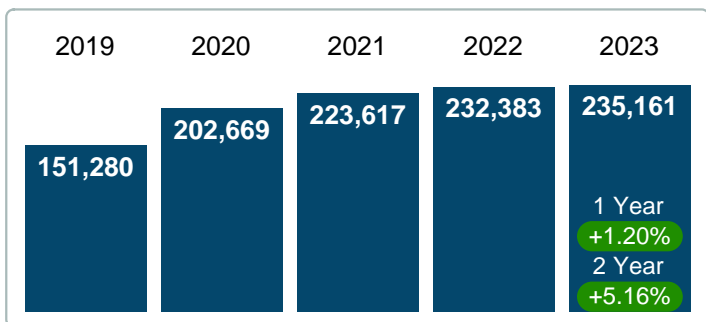
Area Delimited by County Of Cherokee - Residential Property Type



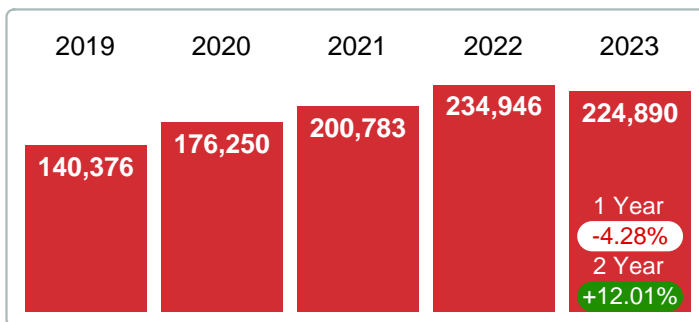
AVERAGE LIST PRICE AT CLOSING

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

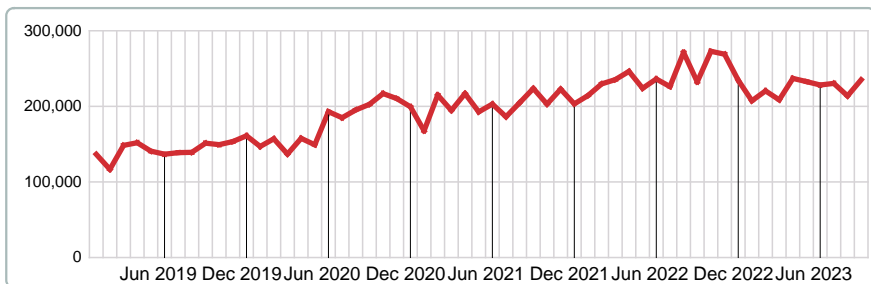
SEPTEMBER



YEAR TO DATE (YTD)

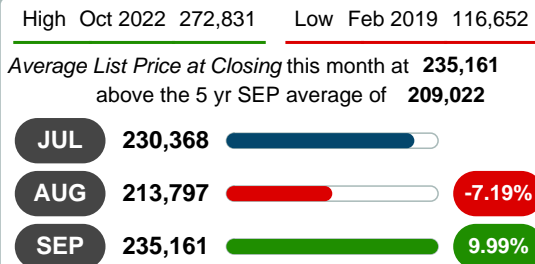


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 209,022



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
\$100,000 and less	3	8.33%	78,167	78,667	0	0	0
\$100,001 - \$125,000	4	11.11%	119,125	129,233	116,667	0	0
\$125,001 - \$150,000	3	8.33%	135,400	0	143,500	0	0
\$150,001 - \$250,000	13	36.11%	207,700	254,967	213,525	195,000	0
\$250,001 - \$275,000	3	8.33%	263,267	0	259,200	0	0
\$275,001 - \$325,000	3	8.33%	301,267	0	310,700	350,000	0
\$325,001 and up	7	19.44%	422,129	0	470,500	0	457,450
Average List Price			235,161	154,289	246,468	246,667	457,450
Total Closed Units		100%	235,161	9	22	3	2
Total Closed Volume			8,465,799	1.39M	5.42M	740.00K	914.90K

September 2023



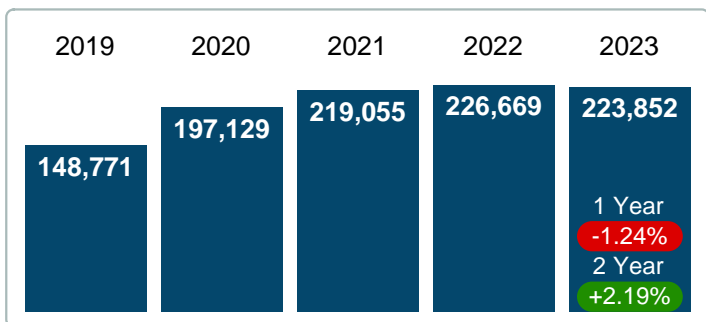
Area Delimited by County Of Cherokee - Residential Property Type



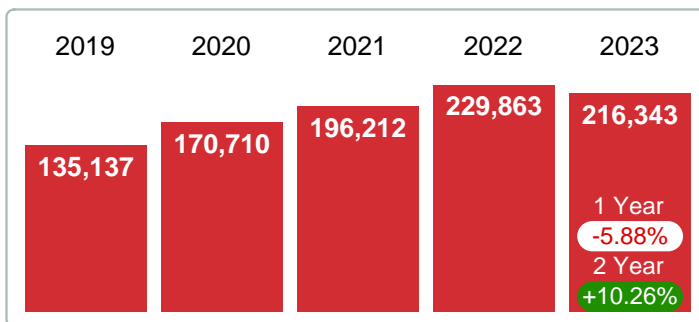
AVERAGE SOLD PRICE AT CLOSING

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

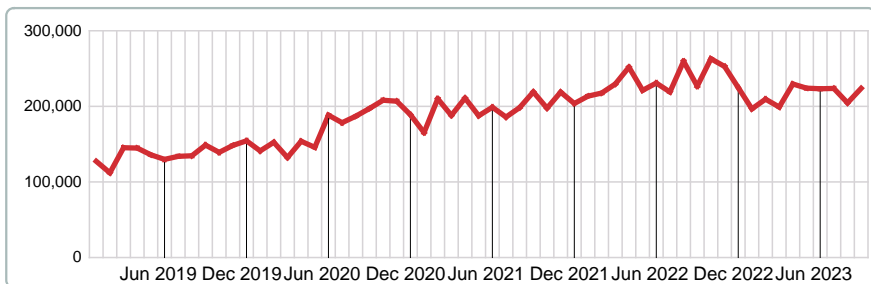
SEPTEMBER



YEAR TO DATE (YTD)

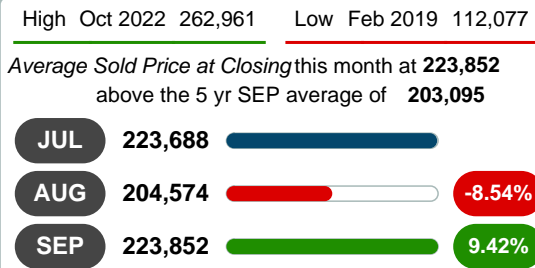


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 203,095



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
\$100,000 and less	8.33%	72,667	72,667	0	0	0
\$100,001 - \$125,000	16.67%	118,417	118,500	118,333	0	0
\$125,001 - \$150,000	2.78%	140,000	0	140,000	0	0
\$150,001 - \$250,000	36.11%	205,599	201,333	211,098	190,000	0
\$250,001 - \$275,000	11.11%	259,375	0	259,375	0	0
\$275,001 - \$325,000	13.89%	305,780	0	300,975	325,000	0
\$325,001 and up	11.11%	437,750	0	450,500	0	425,000
Average Sold Price		223,852	130,833	242,099	235,000	425,000
Total Closed Units	100%	223,852	9	22	3	2
Total Closed Volume		8,058,685	1.18M	5.33M	705.00K	850.00K

September 2023



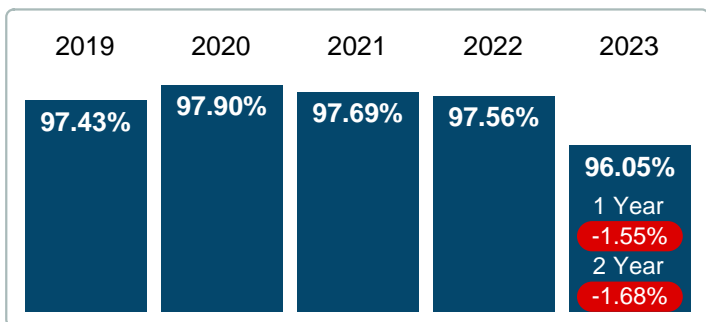
Area Delimited by County Of Cherokee - Residential Property Type



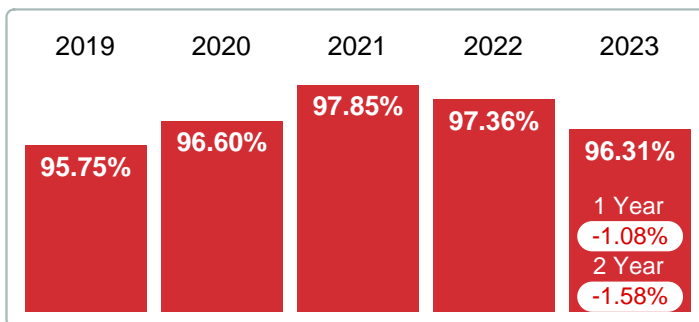
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

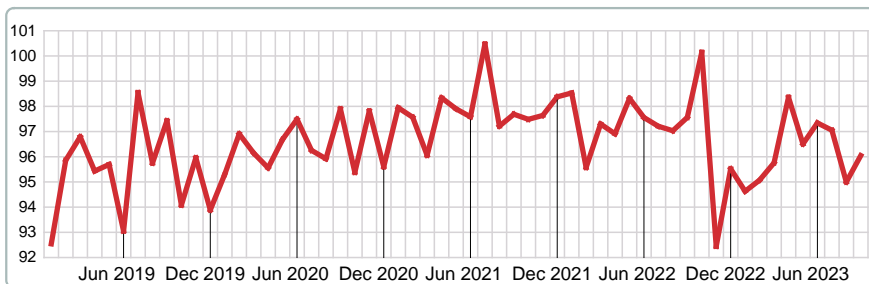
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

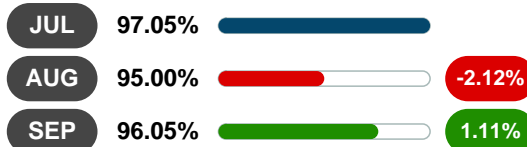


3 MONTHS

5 year SEP AVG = 97.33%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **96.05%**
below the 5 yr SEP average of **97.33%**



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	
\$100,000 and less	3	8.33%	91.16%	91.16%	0.00%	0.00%	0.00%	
\$100,001 - \$125,000	6	16.67%	96.70%	91.73%	101.67%	0.00%	0.00%	
\$125,001 - \$150,000	1	2.78%	97.56%	0.00%	97.56%	0.00%	0.00%	
\$150,001 - \$250,000	13	36.11%	95.82%	86.80%	98.84%	97.30%	0.00%	
\$250,001 - \$275,000	4	11.11%	100.10%	0.00%	100.10%	0.00%	0.00%	
\$275,001 - \$325,000	5	13.89%	96.25%	0.00%	97.10%	92.86%	0.00%	
\$325,001 and up	4	11.11%	94.79%	0.00%	95.81%	0.00%	93.76%	
Average Sold/List Ratio		96.00%		89.90%	98.80%	95.82%	93.76%	
Total Closed Units		36	100%	96.00%	9	22	3	2
Total Closed Volume		8,058,685			1.18M	5.33M	705.00K	850.00K

September 2023



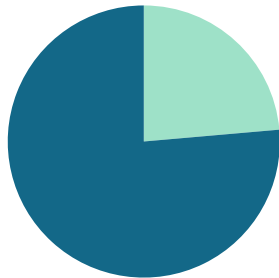
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

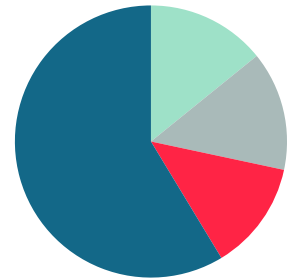


Inventory
 New Listings
51 = 23.61%
 Start Inventory
165
 Total Inventory Units
216
 Volume
\$73,153,433

Market Activity

Closed Sales
36 = 14.17%
 Pending Sales
36 = 14.17%
 Other Off Market
33 = 12.99%
 Active Inventory
149 = 58.66%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	41	36	-12.20%	420	323	-23.10%
Pending Sales	46	36	-21.74%	424	341	-19.58%
New Listings	61	51	-16.39%	569	501	-11.95%
Average List Price	232,383	235,161	1.20%	234,946	224,890	-4.28%
Average Sale Price	226,669	223,852	-1.24%	229,863	216,343	-5.88%
Average Percent of Selling Price to List Price	97.56%	96.05%	-1.55%	97.36%	96.31%	-1.08%
Average Days on Market to Sale	30.85	45.36	47.02%	29.30	50.01	70.65%
Monthly Inventory	148	149	0.68%	148	149	0.68%
Months Supply of Inventory	3.19	4.21	31.94%	3.19	4.21	31.94%

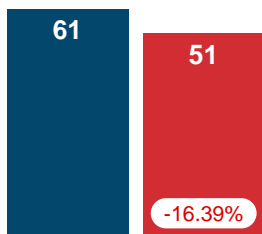
Absorption: Last 12 months, an Average of **35** Sales/Month

Inventory on September 30, 2023 = **149** 2022 2023

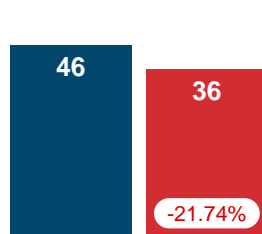
SEPTEMBER MARKET

AVERAGE PRICES

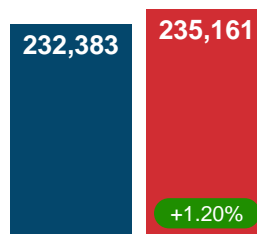
New Listings



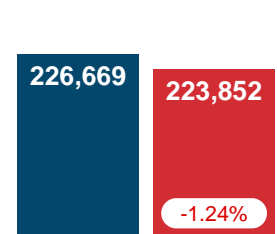
Pending Listings



List Price



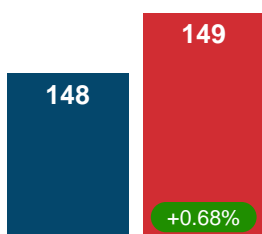
Sale Price



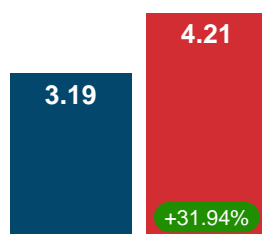
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

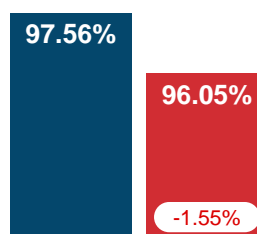
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

