

September 2023



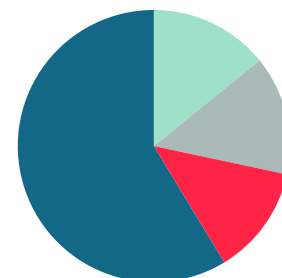
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	178,700	225,000	25.91%
Median Sale Price	178,700	221,375	23.88%
Median Percent of Selling Price to List Price	100.00%	98.07%	-1.93%
Median Days on Market to Sale	13.00	9.50	-26.92%
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.

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 **23.88%** in September 2023 to \$221,375 versus the previous year at \$178,700.

Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 3.50 days or **26.92%** in September 2023 compared to last year's same month at **13.00** DOM.

Sales Success for September 2023 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



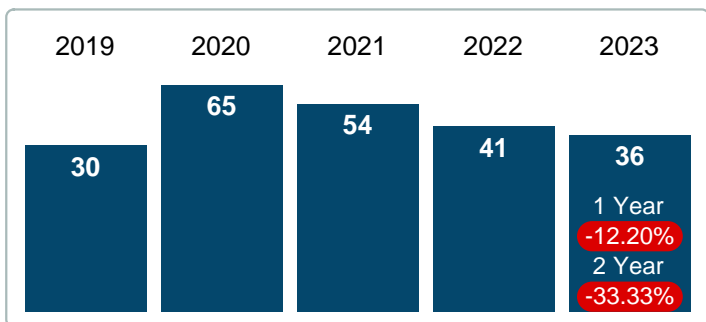
Area Delimited by County Of Cherokee - Residential Property Type



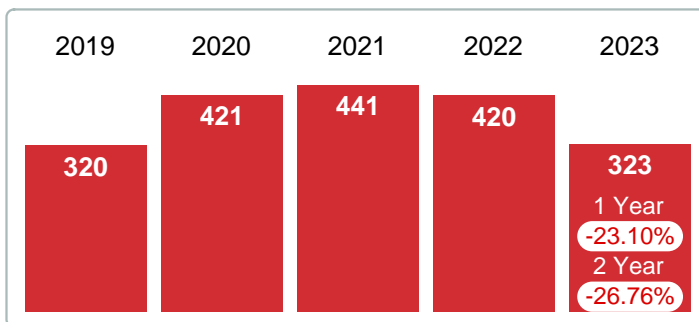
CLOSED LISTINGS

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

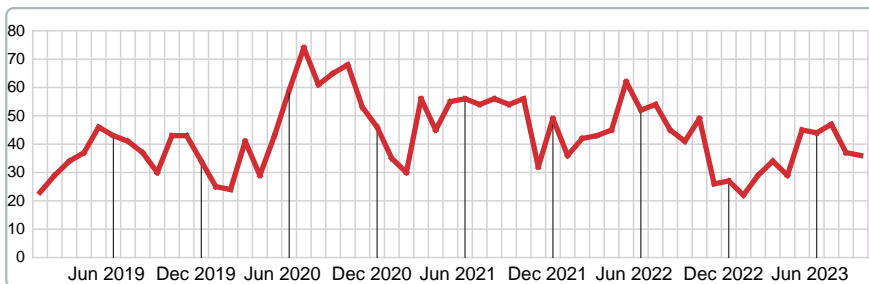
SEPTEMBER



YEAR TO DATE (YTD)

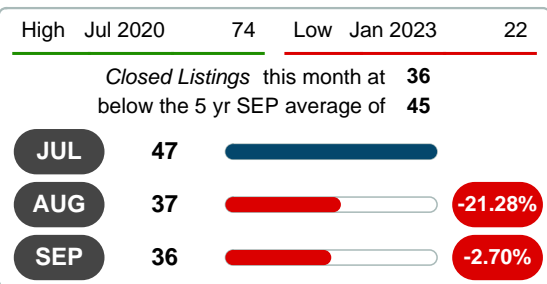


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.33%	6.0	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%	9.0	3	8	2	0
\$250,001 - \$275,000	4	11.11%	61.0	0	4	0	0
\$275,001 - \$325,000	5	13.89%	51.0	0	4	1	0
\$325,001 and up	4	11.11%	92.5	0	2	0	2
Total Closed Units	36			9	22	3	2
Total Closed Volume	8,058,685	100%	9.5	1.18M	5.33M	705.00K	850.00K
Median Closed Price	\$221,375			\$120,000	\$248,850	\$212,000	\$425,000

September 2023



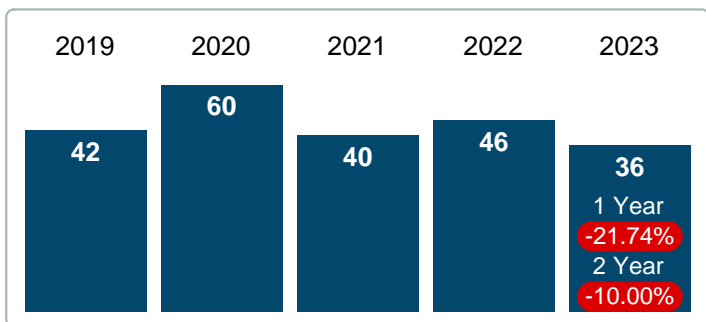
Area Delimited by County Of Cherokee - Residential Property Type



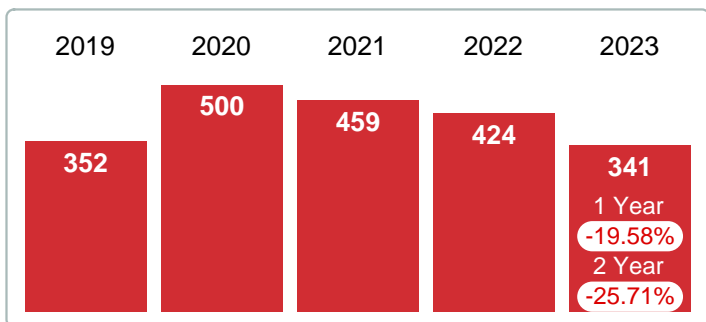
PENDING LISTINGS

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

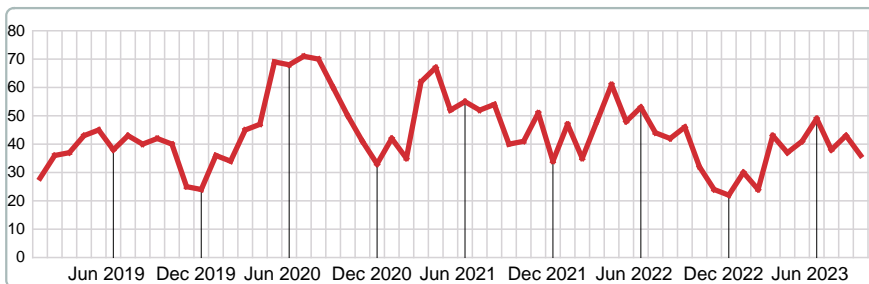
SEPTEMBER



YEAR TO DATE (YTD)

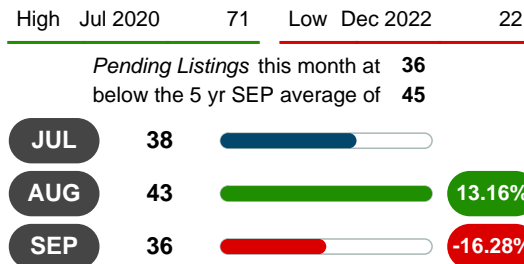


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.33%	65.0	1	1	1	0
\$100,001 - \$125,000	2	5.56%	19.0	1	1	0	0
\$125,001 - \$150,000	4	11.11%	34.0	1	3	0	0
\$150,001 - \$225,000	13	36.11%	32.0	2	9	2	0
\$225,001 - \$275,000	5	13.89%	35.0	0	2	2	1
\$275,001 - \$400,000	5	13.89%	68.0	1	2	2	0
\$400,001 and up	4	11.11%	49.0	0	3	0	1
Total Pending Units	36			6	21	7	2
Total Pending Volume	8,420,449	100%	34.5	1.02M	5.02M	1.62M	764.80K
Median Listing Price	\$209,950			\$167,000	\$199,900	\$250,000	\$382,400

September 2023



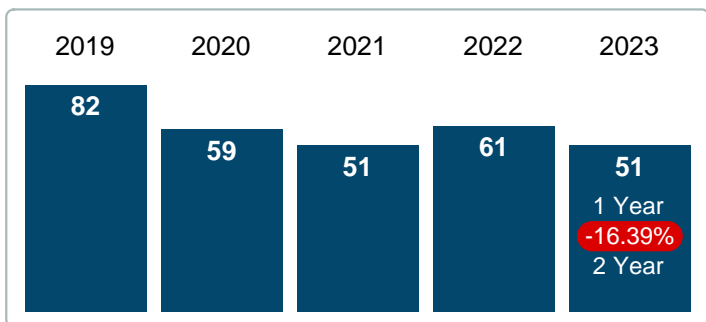
Area Delimited by County Of Cherokee - Residential Property Type



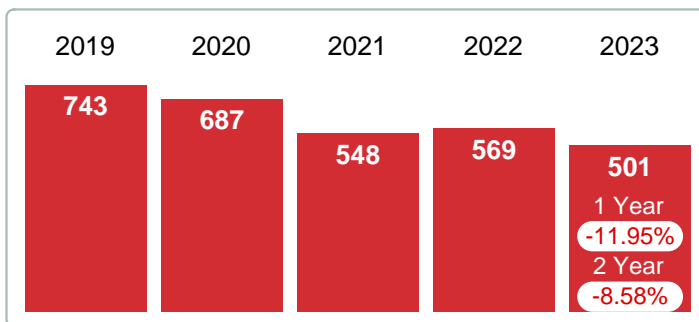
NEW LISTINGS

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

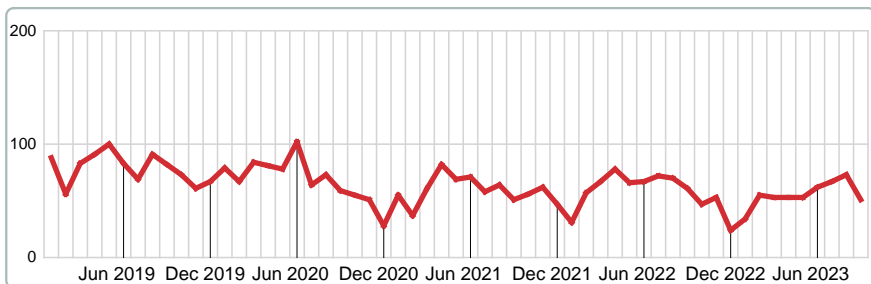
SEPTEMBER



YEAR TO DATE (YTD)

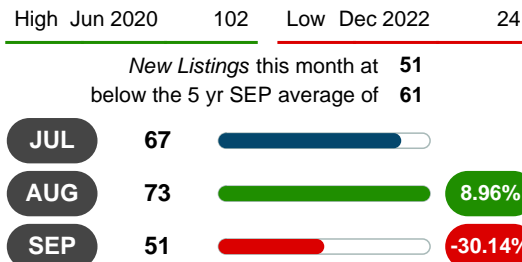


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$264,900		\$104,000	\$250,950	\$498,750	\$386,300

September 2023



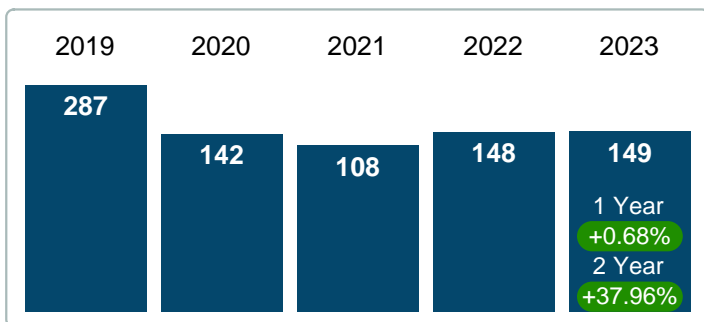
Area Delimited by County Of Cherokee - Residential Property Type



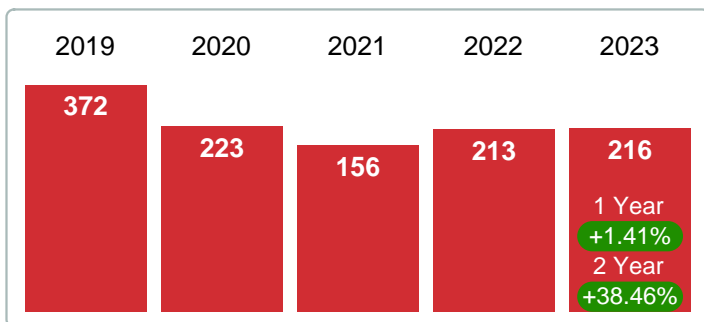
ACTIVE INVENTORY

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

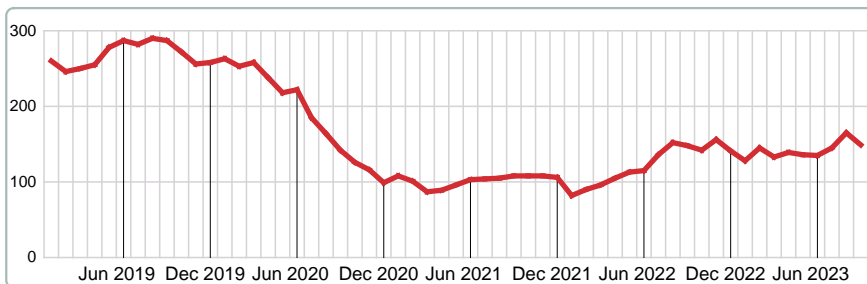
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

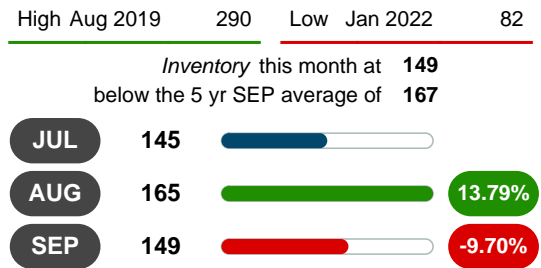


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 167



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	4.03%	74.5	3	3	0	0
\$75,001 - \$150,000	23	15.44%	47.0	12	10	1	0
\$150,001 - \$200,000	25	16.78%	68.0	4	16	3	2
\$200,001 - \$275,000	29	19.46%	52.0	7	17	5	0
\$275,001 - \$375,000	26	17.45%	56.0	2	17	6	1
\$375,001 - \$675,000	23	15.44%	61.0	1	9	11	2
\$675,001 and up	17	11.41%	43.0	1	8	6	2
Total Active Inventory by Units	149			30	80	32	7
Total Active Inventory by Volume	50,934,079	100%	59.0	7.40M	25.98M	13.89M	3.67M
Median Active Inventory Listing Price	\$259,500			\$153,450	\$257,250	\$382,950	\$386,300

September 2023



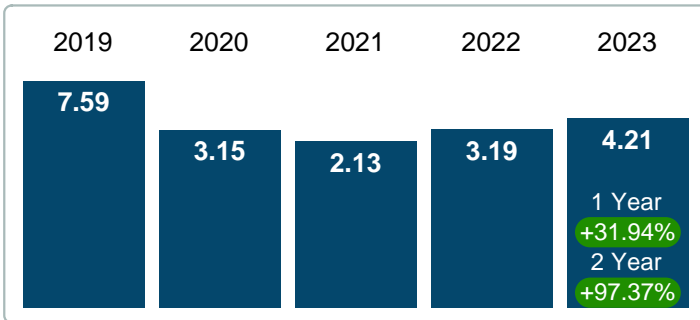
Area Delimited by County Of Cherokee - Residential Property Type



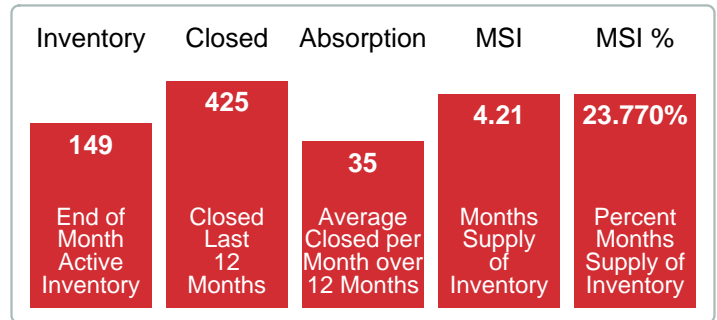
MONTHS SUPPLY of INVENTORY (MSI)

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

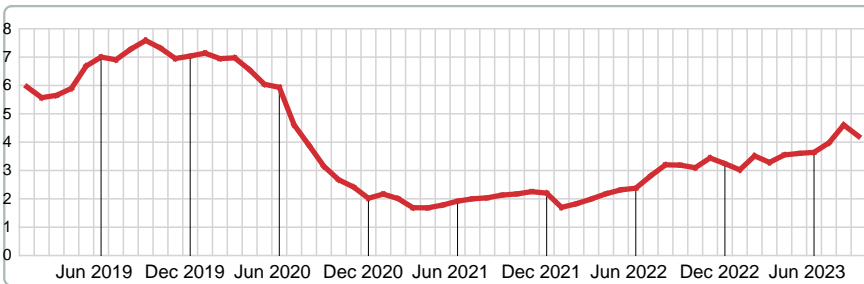
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

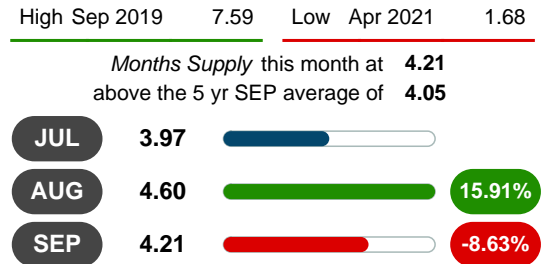


5 YEAR MARKET ACTIVITY TRENDS



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



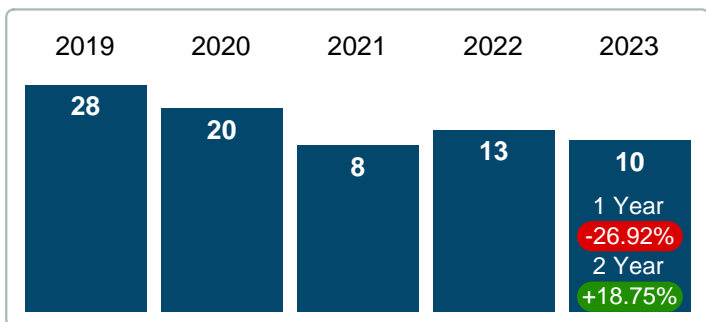
Area Delimited by County Of Cherokee - Residential Property Type



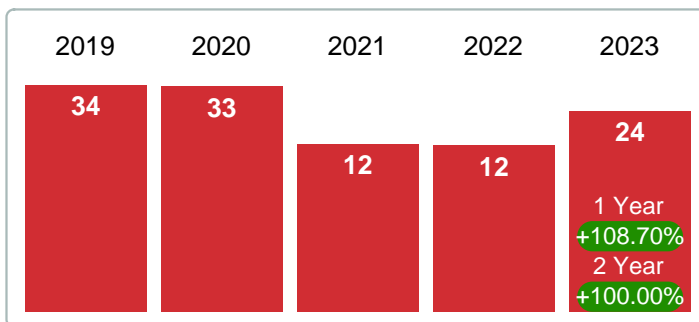
MEDIAN DAYS ON MARKET TO SALE

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

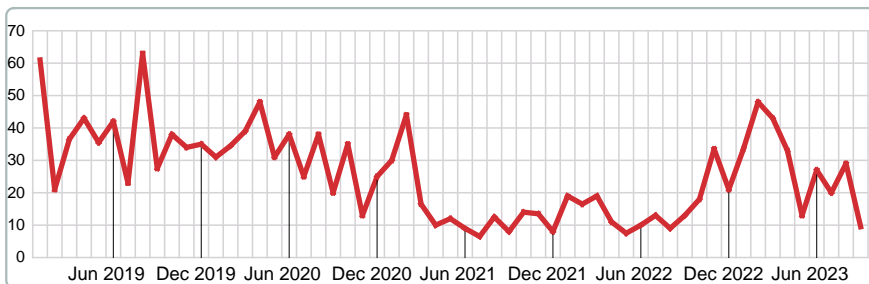
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

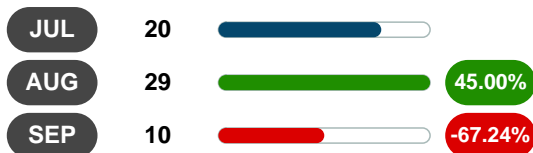


3 MONTHS

5 year SEP AVG = 16

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 10 below the 5 yr SEP average of 16



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
\$100,000 and less	8.33%	6	6	0	0	0
\$100,001 - \$125,000	16.67%	14	19	8	0	0
\$125,001 - \$150,000	2.78%	3	0	3	0	0
\$150,001 - \$250,000	36.11%	9	12	12	4	0
\$250,001 - \$275,000	11.11%	61	0	61	0	0
\$275,001 - \$325,000	13.89%	51	0	75	51	0
\$325,001 and up	11.11%	93	0	131	0	93
Median Closed DOM		10	6	10	5	93
Total Closed Units	100%	36	9	22	3	2
Total Closed Volume		8,058,685	1.18M	5.33M	705.00K	850.00K

September 2023



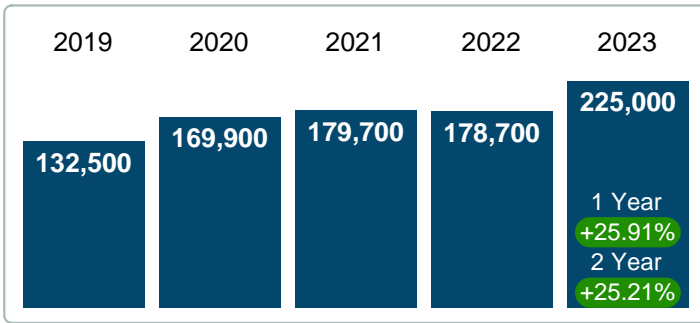
Area Delimited by County Of Cherokee - Residential Property Type



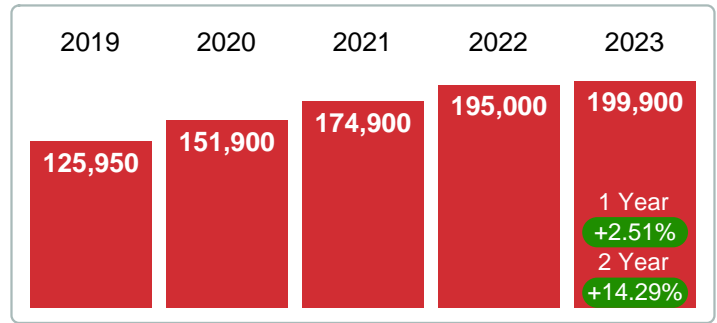
MEDIAN LIST PRICE AT CLOSING

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

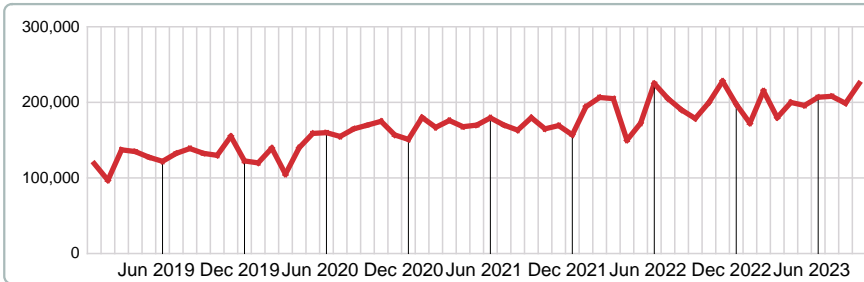
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

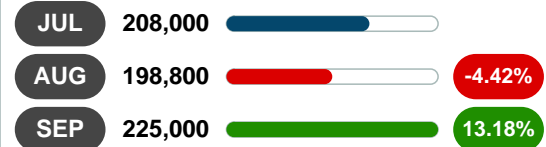


3 MONTHS

5 year SEP AVG = 177,160

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

Median List Price at Closing this month at **225,000**
above the 5 yr SEP average of **177,160**



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
\$100,000 and less	8.33%	74,500	67,250	100,000	0	0
\$100,001 - \$125,000	11.11%	125,000	113,250	125,000	0	0
\$125,001 - \$150,000	8.33%	134,999	131,350	143,500	0	0
\$150,001 - \$250,000	36.11%	215,000	177,450	225,000	195,000	0
\$250,001 - \$275,000	8.33%	264,900	0	264,900	0	0
\$275,001 - \$325,000	8.33%	309,000	0	309,000	0	0
\$325,001 and up	19.44%	391,000	410,000	391,000	350,000	457,450
Median List Price		225,000	127,700	248,250	215,000	457,450
Total Closed Units	100%	225,000	9	22	3	2
Total Closed Volume		8,465,799	1.39M	5.42M	740.00K	914.90K

September 2023



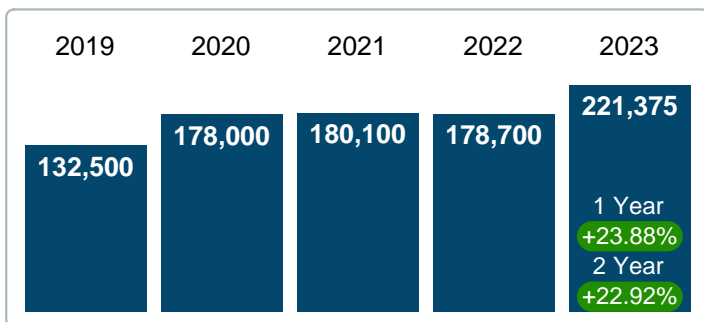
Area Delimited by County Of Cherokee - Residential Property Type



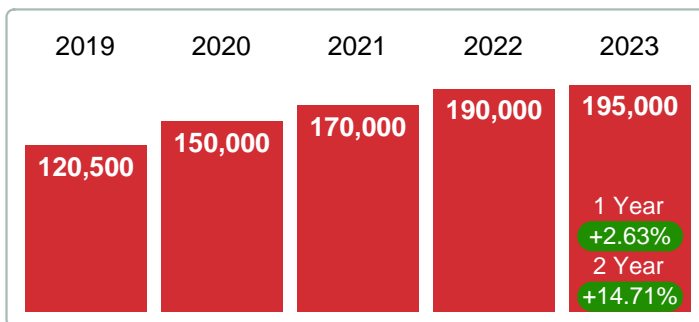
MEDIAN SOLD PRICE AT CLOSING

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

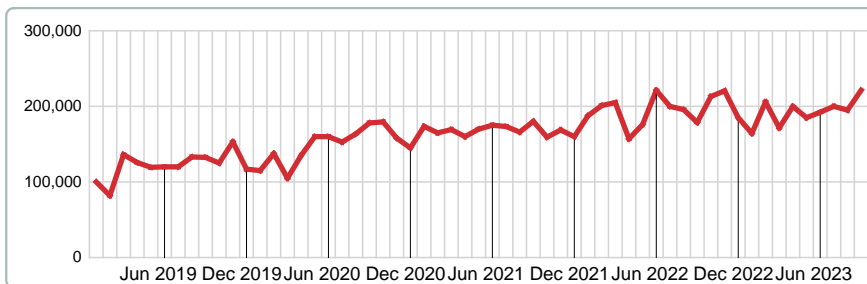
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 178,135

High Sep 2023 221,375 Low Feb 2019 82,000

Median Sold Price at Closing this month at **221,375**
above the 5 yr SEP average of **178,135**

- JUL** 200,000 ▬
- AUG** 195,000 ▬ **-2.50%**
- SEP** 221,375 ▬ **13.53%**

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
\$100,000 and less	3	8.33%	68,000	68,000	0	0	0
\$100,001 - \$125,000	6	16.67%	122,500	120,000	125,000	0	0
\$125,001 - \$150,000	1	2.78%	140,000	0	140,000	0	0
\$150,001 - \$250,000	13	36.11%	212,000	195,000	221,375	190,000	0
\$250,001 - \$275,000	4	11.11%	259,900	0	259,900	0	0
\$275,001 - \$325,000	5	13.89%	305,000	0	305,000	325,000	0
\$325,001 and up	4	11.11%	448,000	0	450,500	0	425,000
Median Sold Price			221,375	120,000	248,850	212,000	425,000
Total Closed Units		100%	221,375	9	22	3	2
Total Closed Volume			8,058,685	1.18M	5.33M	705.00K	850.00K

September 2023



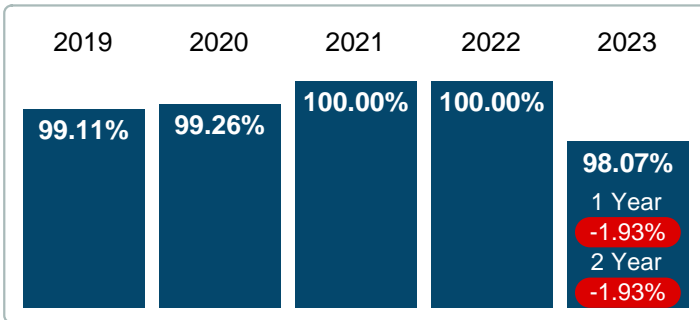
Area Delimited by County Of Cherokee - Residential Property Type



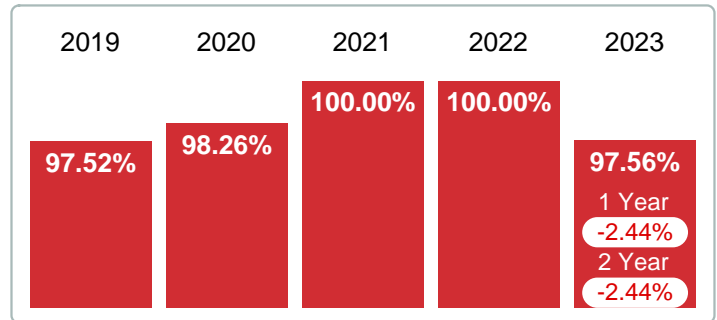
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

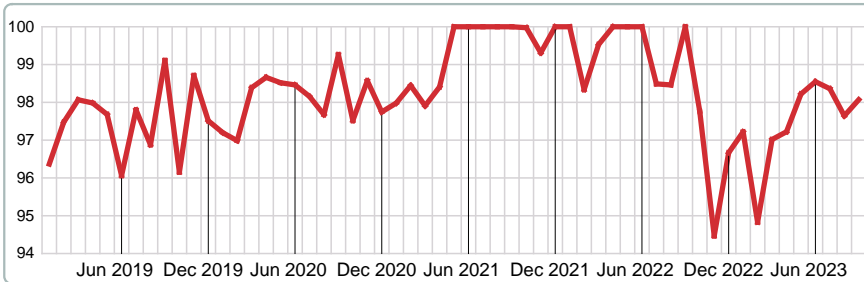
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

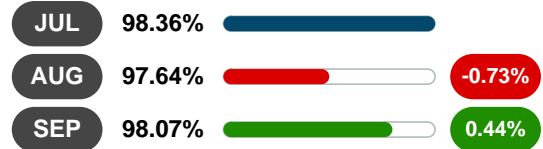


3 MONTHS

5 year SEP AVG = 99.29%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.07%**
below the 5 yr SEP average of **99.29%**



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	
\$100,000 and less	3	8.33%	91.28%	91.28%	0.00%	0.00%	0.00%	
\$100,001 - \$125,000	6	16.67%	98.94%	88.89%	100.00%	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%	99.32%	99.44%	99.66%	97.30%	0.00%	
\$250,001 - \$275,000	4	11.11%	100.19%	0.00%	100.19%	0.00%	0.00%	
\$275,001 - \$325,000	5	13.89%	98.42%	0.00%	99.21%	92.86%	0.00%	
\$325,001 and up	4	11.11%	95.81%	0.00%	95.81%	0.00%	93.76%	
Median Sold/List Ratio		98.07%		91.28%	100.00%	96.00%	93.76%	
Total Closed Units		36	100%	98.07%	9	22	3	2
Total Closed Volume		8,058,685			1.18M	5.33M	705.00K	850.00K

September 2023



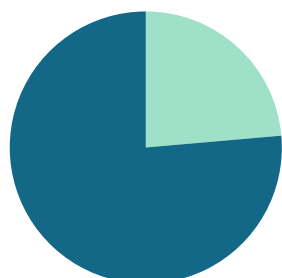
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

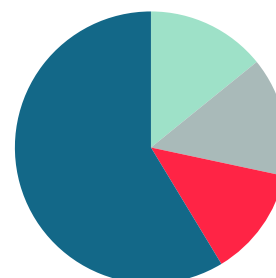
- New Listings **51 = 23.61%**
- Start Inventory **165**
- Total Inventory Units **216**
- Volume **\$73,153,433**

Market Activity

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%
Median List Price	178,700	225,000	25.91%	195,000	199,900	2.51%
Median Sale Price	178,700	221,375	23.88%	190,000	195,000	2.63%
Median Percent of Selling Price to List Price	100.00%	98.07%	-1.93%	100.00%	97.56%	-2.44%
Median Days on Market to Sale	13.00	9.50	-26.92%	11.50	24.00	108.70%
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

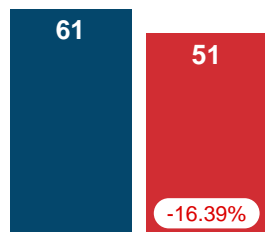
Inventory on September 30, 2023 = **149**

2022 **2023**

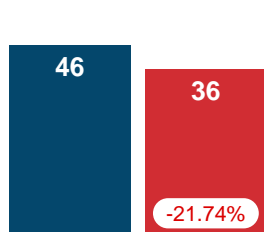
SEPTEMBER MARKET

MEDIAN PRICES

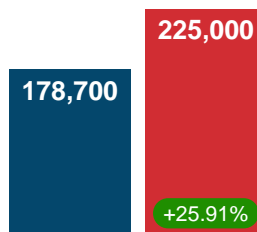
New Listings



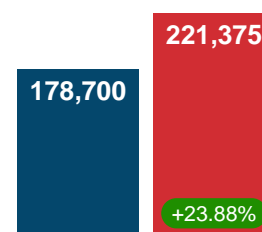
Pending Listings



List Price



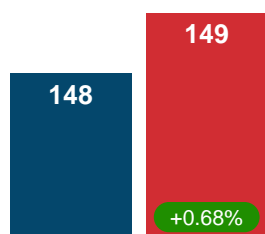
Sale Price



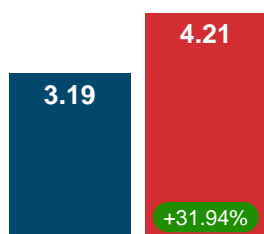
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

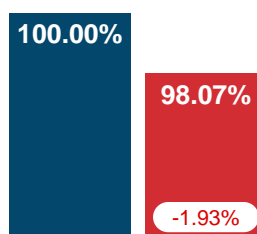
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

