

October 2023



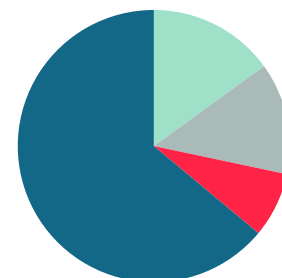
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	49	35	-28.57%
Pending Listings	32	31	-3.13%
New Listings	47	43	-8.51%
Average List Price	272,831	199,434	-26.90%
Average Sale Price	262,961	191,004	-27.36%
Average Percent of Selling Price to List Price	100.14%	94.46%	-5.68%
Average Days on Market to Sale	28.14	33.94	20.61%
End of Month Inventory	142	149	4.93%
Months Supply of Inventory	3.10	4.35	40.42%



■ Closed (15.02%)
■ Pending (13.30%)
■ Other OffMarket (7.73%)
■ Active (63.95%)

Absorption: Last 12 months, an Average of **34** Sales/Month
Active Inventory as of October 31, 2023 = **149**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **4.93%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 34 closed sales per month. This represents an unsold inventory index of **4.35** 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 **27.36%** in October 2023 to \$191,004 versus the previous year at \$262,961.

Average Days on Market Lengthens

The average number of **33.94** days that homes spent on the market before selling increased by 5.80 days or **20.61%** in October 2023 compared to last year's same month at **28.14** DOM.

Sales Success for October 2023 is Positive

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

There were 43 New Listings in October 2023, down **8.51%** from last year at 47. Furthermore, there were 35 Closed Listings this month versus last year at 49, a **-28.57%** decrease.

Closed versus Listed trends yielded a **81.4%** ratio, down from previous year's, October 2022, at **104.3%**, a **21.93%** 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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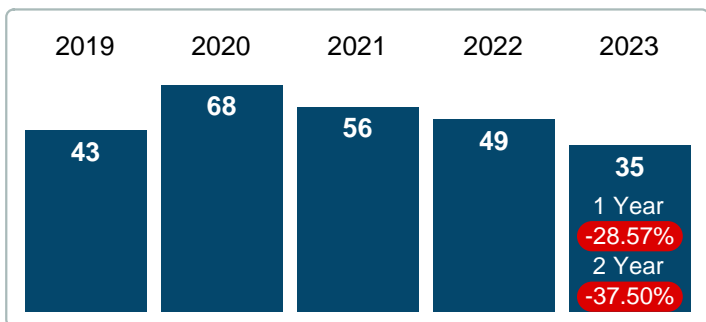
Area Delimited by County Of Cherokee - Residential Property Type



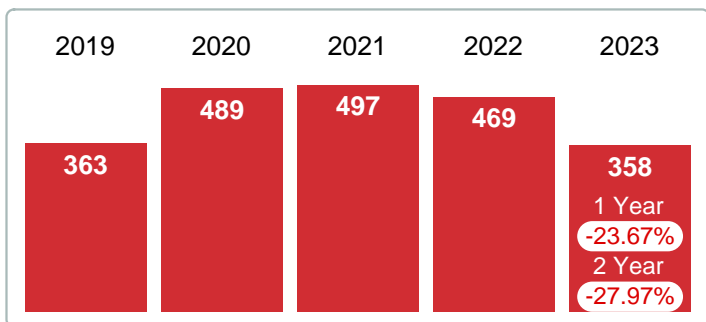
CLOSED LISTINGS

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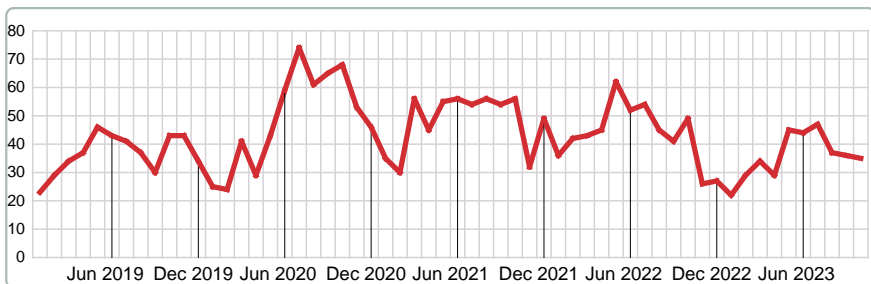
OCTOBER



YEAR TO DATE (YTD)

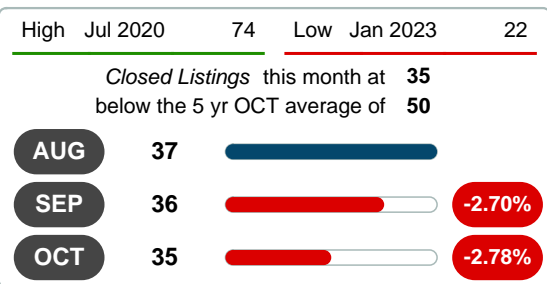


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	6	17.14%	33.2	2	2	2	0
\$100,001 - \$150,000	5	14.29%	28.2	2	3	0	0
\$150,001 - \$200,000	9	25.71%	28.3	0	6	3	0
\$200,001 - \$250,000	7	20.00%	33.6	2	4	1	0
\$250,001 - \$275,000	2	5.71%	69.0	1	0	1	0
\$275,001 and up	6	17.14%	36.7	0	4	2	0
Total Closed Units	35			7	19	9	0
Total Closed Volume	6,685,150	100%	33.9	1.08M	3.85M	1.76M	0.00B
Average Closed Price	\$191,004			\$153,800	\$202,374	\$195,939	\$0

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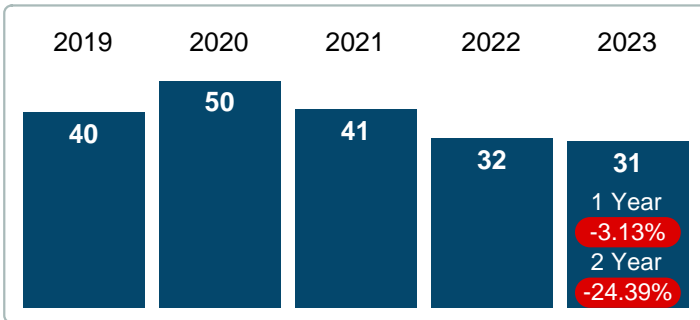
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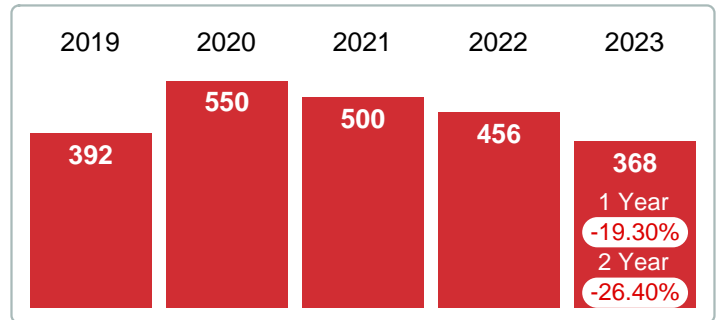
PENDING LISTINGS

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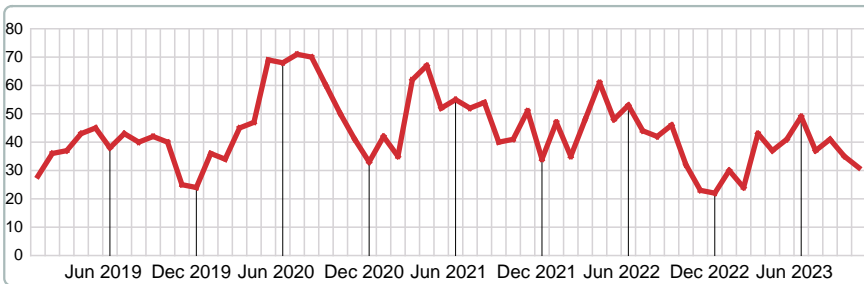
OCTOBER



YEAR TO DATE (YTD)

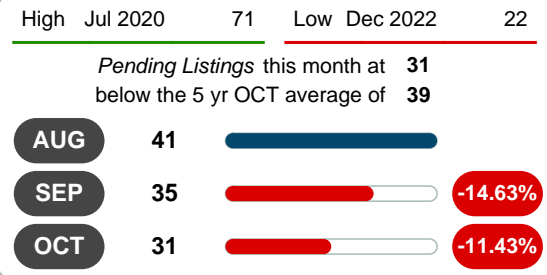


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	6.45%	34.5	1	1	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$200,000	8	25.81%	35.4	2	5	1	0
\$200,001 - \$250,000	7	22.58%	91.0	1	6	0	0
\$250,001 - \$275,000	6	19.35%	71.2	1	4	1	0
\$275,001 - \$325,000	4	12.90%	65.5	0	3	1	0
\$325,001 and up	4	12.90%	53.3	0	2	1	1
Total Pending Units	31			5	21	4	1
Total Pending Volume	8,307,750	100%	33.0	826.60K	5.94M	1.16M	386.30K
Average Listing Price	\$267,450			\$165,320	\$282,717	\$289,450	\$386,300

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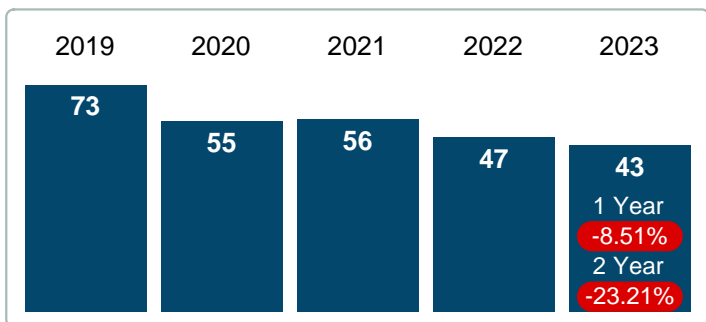
Area Delimited by County Of Cherokee - Residential Property Type



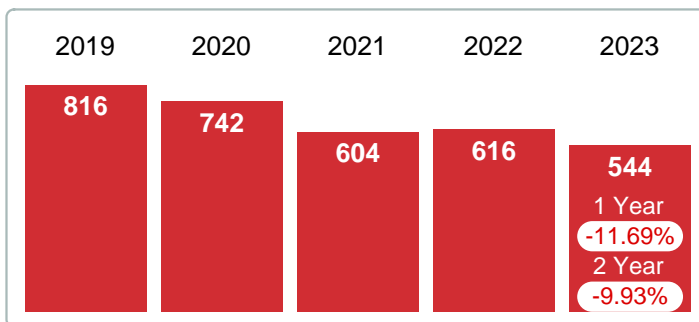
NEW LISTINGS

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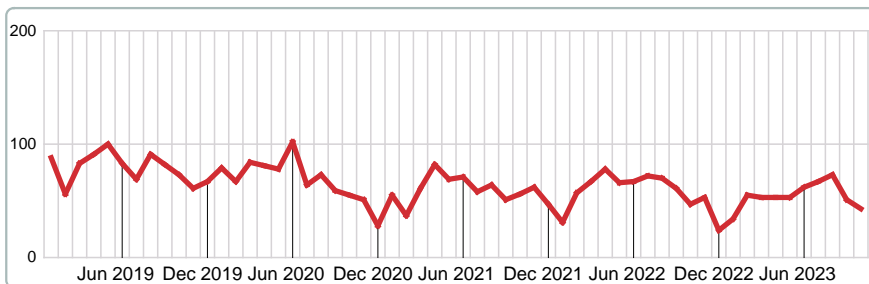
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 55

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 43
 below the 5 yr OCT average of 55



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	9.30%	1	3	0	0
\$100,001 - \$125,000	4	9.30%	3	1	0	0
\$125,001 - \$200,000	9	20.93%	2	6	1	0
\$200,001 - \$275,000	9	20.93%	0	8	1	0
\$275,001 - \$375,000	7	16.28%	1	2	4	0
\$375,001 - \$475,000	6	13.95%	1	3	2	0
\$475,001 and up	4	9.30%	0	1	0	3
Total New Listed Units	43		8	24	8	3
Total New Listed Volume	12,058,600	100%	1.49M	5.83M	2.51M	2.22M
Average New Listed Listing Price	\$209,900		\$186,338	\$243,113	\$313,675	\$741,267

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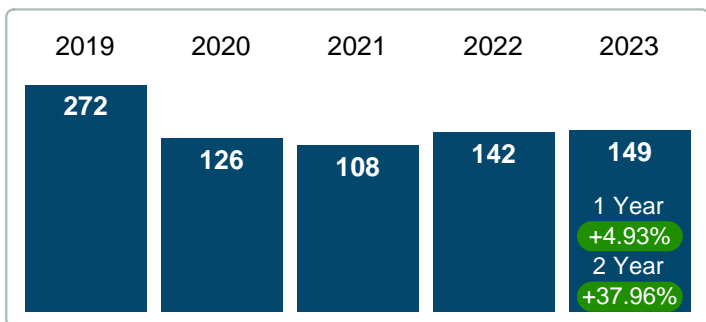
Area Delimited by County Of Cherokee - Residential Property Type



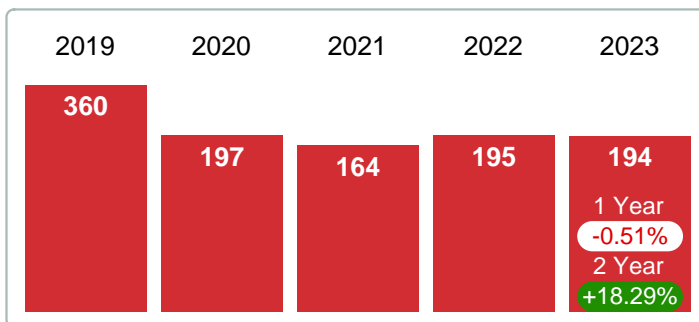
ACTIVE INVENTORY

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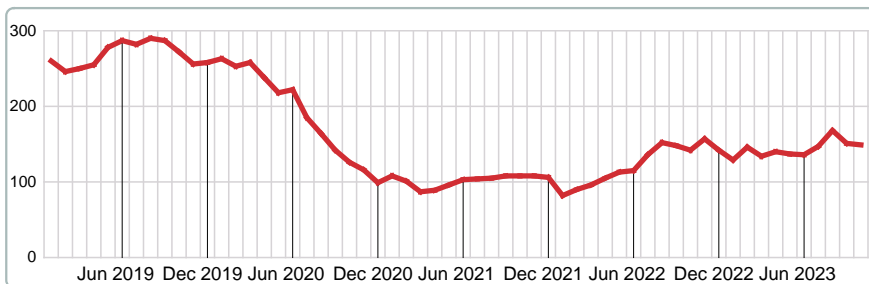
END OF OCTOBER



ACTIVE DURING OCTOBER

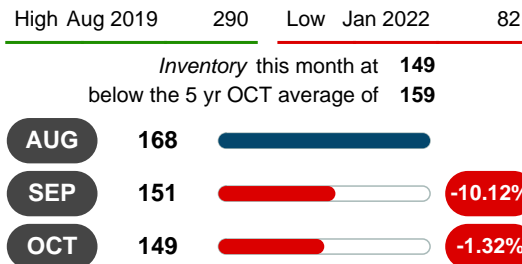


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 159



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	13	8.72%	60.8	6	7	0	0
\$100,001 - \$150,000	15	10.07%	69.1	10	5	0	0
\$150,001 - \$200,000	24	16.11%	84.5	3	16	3	2
\$200,001 - \$300,000	38	25.50%	94.6	5	22	10	1
\$300,001 - \$400,000	25	16.78%	61.3	2	12	9	2
\$400,001 - \$675,000	17	11.41%	72.4	2	8	6	1
\$675,001 and up	17	11.41%	77.0	1	8	5	3
Total Active Inventory by Units	149			29	78	33	9
Total Active Inventory by Volume	51,643,017	100%	77.3	7.29M	25.73M	13.74M	4.88M
Average Active Inventory Listing Price	\$346,597			\$251,247	\$329,910	\$416,364	\$542,656

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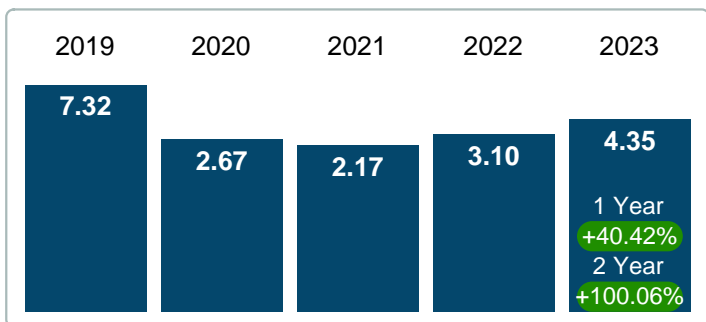
Area Delimited by County Of Cherokee - Residential Property Type



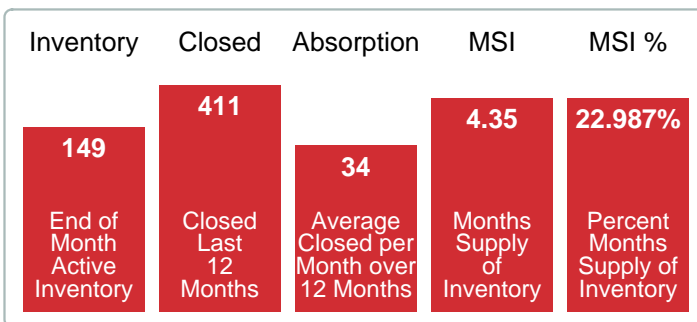
MONTHS SUPPLY of INVENTORY (MSI)

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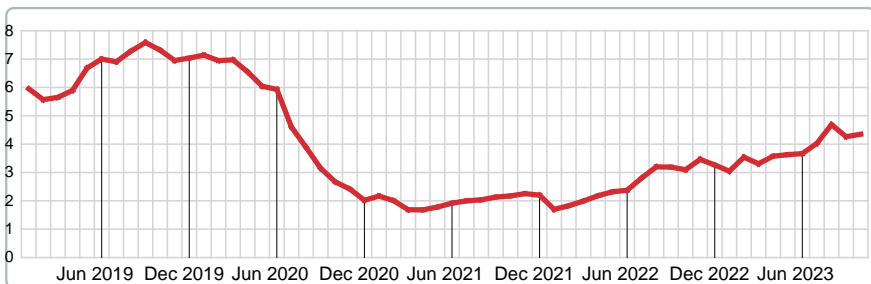
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

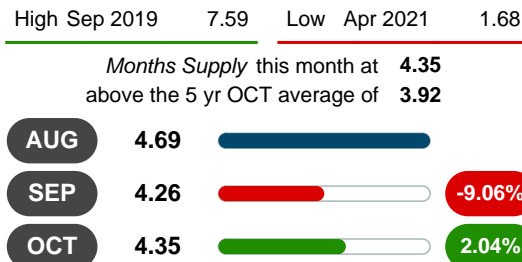


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.92



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	13	8.72%	2.89	2.40	3.82	0.00	0.00
\$100,001 - \$150,000	15	10.07%	2.77	5.71	1.58	0.00	0.00
\$150,001 - \$200,000	24	16.11%	3.00	2.77	2.91	2.25	24.00
\$200,001 - \$300,000	38	25.50%	3.68	6.67	3.14	4.00	12.00
\$300,001 - \$400,000	25	16.78%	6.67	24.00	5.14	8.31	8.00
\$400,001 - \$675,000	17	11.41%	8.87	24.00	6.86	24.00	2.40
\$675,001 and up	17	11.41%	51.00	0.00	96.00	30.00	36.00
Market Supply of Inventory (MSI)			4.35	4.64	3.70	5.50	9.82
Total Active Inventory by Units		100%	4.35	29	78	33	9

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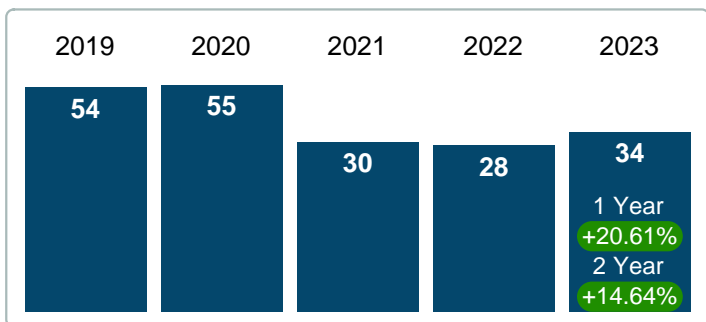
Area Delimited by County Of Cherokee - Residential Property Type



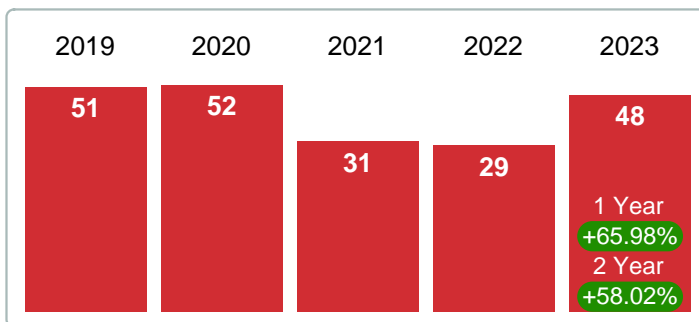
AVERAGE DAYS ON MARKET TO SALE

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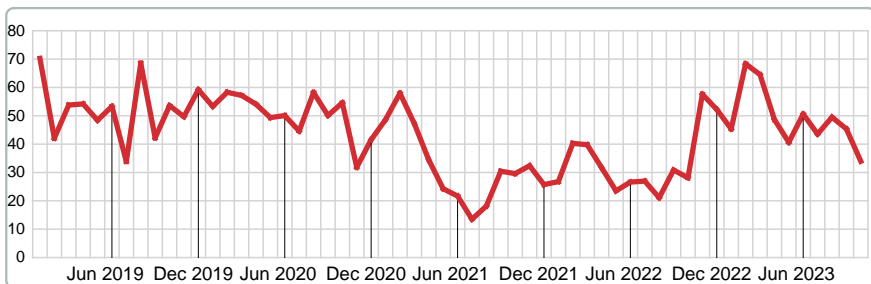
OCTOBER



YEAR TO DATE (YTD)

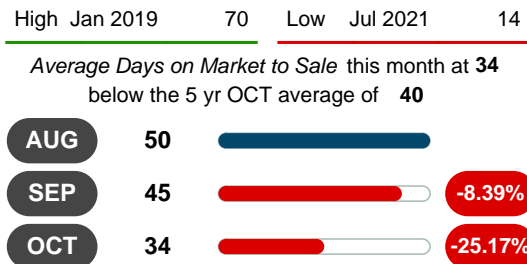


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$100,000	17.14%	33	17	46	38	0
\$100,001 - \$150,000	14.29%	28	30	27	0	0
\$150,001 - \$200,000	25.71%	28	0	25	36	0
\$200,001 - \$250,000	20.00%	34	36	34	28	0
\$250,001 - \$275,000	5.71%	69	117	0	21	0
\$275,001 and up	17.14%	37	0	38	34	0
Average Closed DOM		34	40	32	33	0
Total Closed Units	100%	34	7	19	9	0
Total Closed Volume		6,685,150	1.08M	3.85M	1.76M	0.00B

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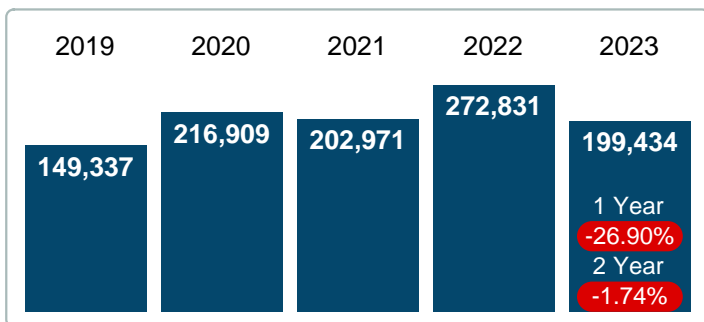
Area Delimited by County Of Cherokee - Residential Property Type



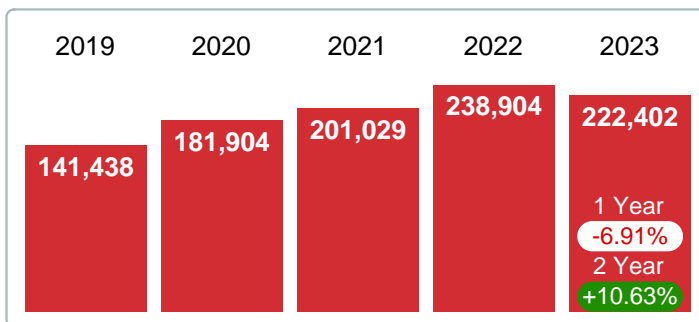
AVERAGE LIST PRICE AT CLOSING

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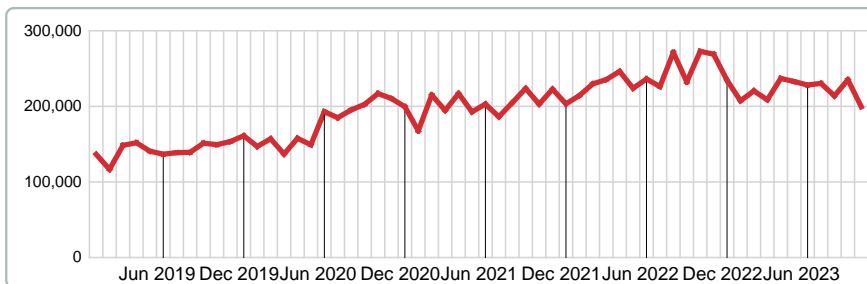
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 208,296

High Oct 2022 272,831 Low Feb 2019 116,652

Average List Price at Closing this month at **199,434**
below the 5 yr OCT average of **208,296**

Month	Price	Change
AUG	213,797	
SEP	235,161	9.99%
OCT	199,434	-15.19%

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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$100,000	17.14%	78,167	65,550	81,500	87,450	0
\$100,001 - \$150,000	17.14%	136,283	131,950	136,600	0	0
\$150,001 - \$200,000	20.00%	173,043	0	175,900	173,300	0
\$200,001 - \$250,000	22.86%	232,350	227,000	233,700	250,000	0
\$250,001 - \$275,000	2.86%	255,700	283,800	0	255,700	0
\$275,001 and up	20.00%	338,243	0	353,475	335,000	0
Average List Price		199,434	161,829	209,311	207,833	0
Total Closed Units	100%	199,434	7	19	9	0
Total Closed Volume		6,980,200	1.13M	3.98M	1.87M	0.00B

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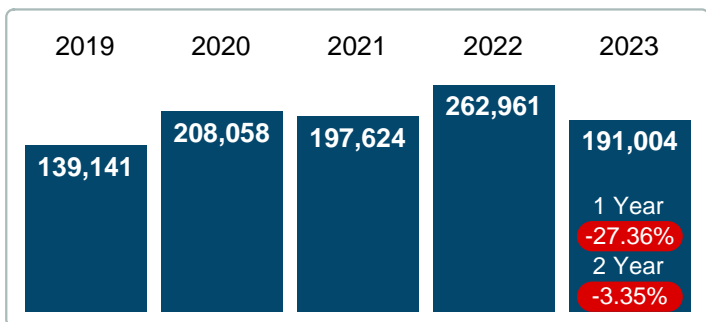
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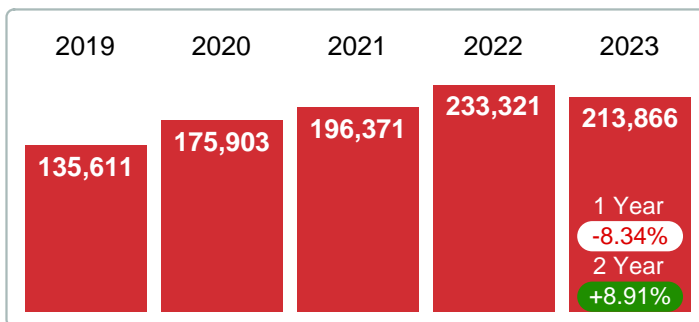
AVERAGE SOLD PRICE AT CLOSING

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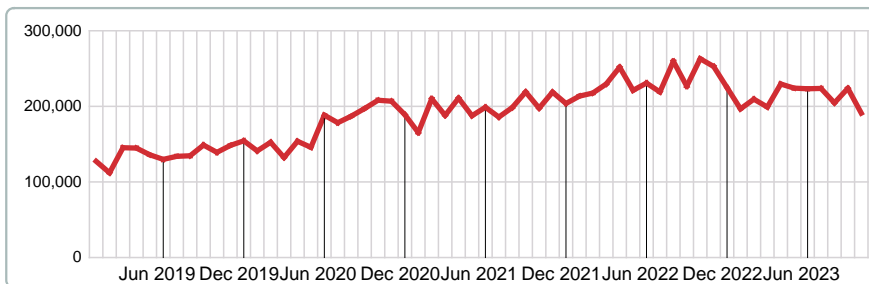
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 199,758

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

Average Sold Price at Closing this month at **191,004**
below the 5 yr OCT average of **199,758**

- AUG** 204,574
- SEP** 223,852 (+9.42%)
- OCT** 191,004 (-14.67%)

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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$100,000	17.14%	65,275	63,100	65,000	67,725	0
\$100,001 - \$150,000	14.29%	124,460	127,450	122,467	0	0
\$150,001 - \$200,000	25.71%	169,267	0	172,483	162,833	0
\$200,001 - \$250,000	20.00%	230,043	218,750	233,200	240,000	0
\$250,001 - \$275,000	5.71%	258,750	258,000	0	259,500	0
\$275,001 and up	17.14%	336,667	0	345,000	320,000	0
Average Sold Price		191,004	153,800	202,374	195,939	0
Total Closed Units	100%	191,004	7	19	9	
Total Closed Volume		6,685,150	1.08M	3.85M	1.76M	0.00B

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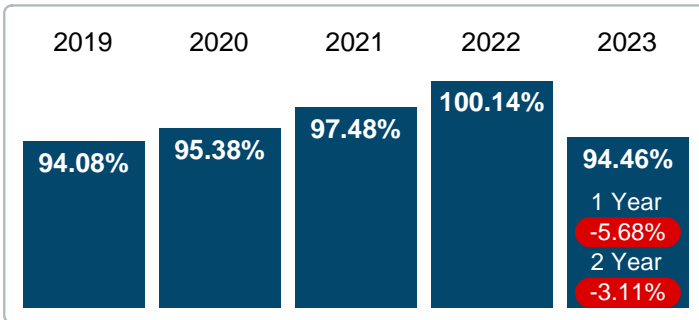
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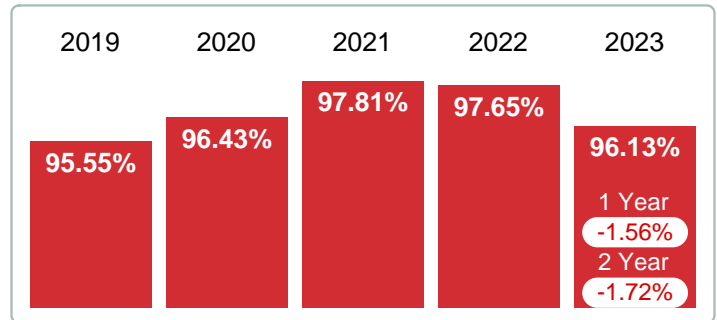
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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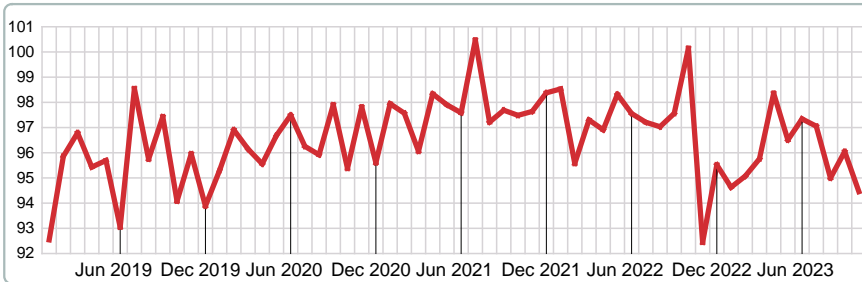
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

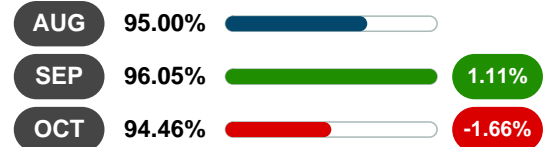


3 MONTHS

5 year OCT AVG = 96.31%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **94.46%**
below the 5 yr OCT average of **96.31%**



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
\$50,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	17.14%	84.93%	96.93%	80.76%	77.10%	0.00%
\$100,001 - \$150,000	5	14.29%	92.48%	96.76%	89.63%	0.00%	0.00%
\$150,001 - \$200,000	9	25.71%	97.07%	0.00%	98.60%	94.02%	0.00%
\$200,001 - \$250,000	7	20.00%	98.27%	96.40%	99.78%	96.00%	0.00%
\$250,001 - \$275,000	2	5.71%	96.20%	90.91%	0.00%	101.49%	0.00%
\$275,001 and up	6	17.14%	96.67%	0.00%	97.31%	95.38%	0.00%
Average Sold/List Ratio		94.50%		95.87%	95.28%	91.61%	0.00%
Total Closed Units		35	100%	7	19	9	
Total Closed Volume		6,685,150		1.08M	3.85M	1.76M	0.00B

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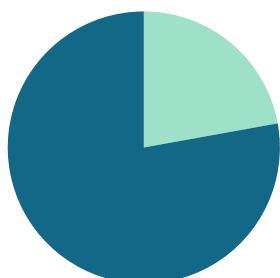
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

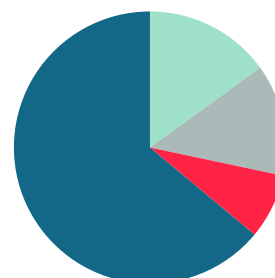


Inventory
 New Listings
43 = 22.16%
 Start Inventory
151
 Total Inventory Units
194
 Volume
\$63,189,817

Market Activity

Closed Sales
35 = 15.02%
 Pending Sales
31 = 13.30%
 Other Off Market
18 = 7.73%
 Active Inventory
149 = 63.95%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	49	35	-28.57%	469	358	-23.67%
Pending Sales	32	31	-3.13%	456	368	-19.30%
New Listings	47	43	-8.51%	616	544	-11.69%
Average List Price	272,831	199,434	-26.90%	238,904	222,402	-6.91%
Average Sale Price	262,961	191,004	-27.36%	233,321	213,866	-8.34%
Average Percent of Selling Price to List Price	100.14%	94.46%	-5.68%	97.65%	96.13%	-1.56%
Average Days on Market to Sale	28.14	33.94	20.61%	29.18	48.44	65.98%
Monthly Inventory	142	149	4.93%	142	149	4.93%
Months Supply of Inventory	3.10	4.35	40.42%	3.10	4.35	40.42%

Absorption: Last 12 months, an Average of **34** Sales/Month

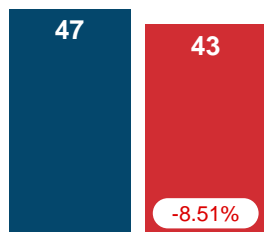
Inventory on October 31, 2023 = **149**

2022 **2023**

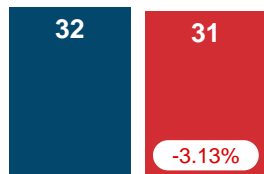
OCTOBER MARKET

AVERAGE PRICES

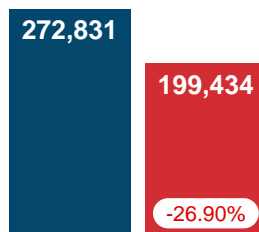
New Listings



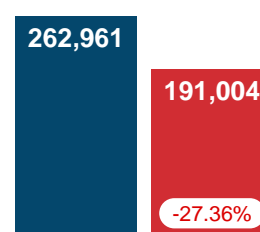
Pending Listings



List Price



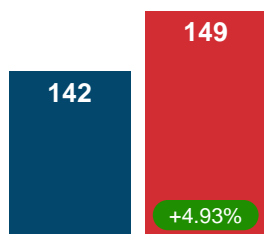
Sale Price



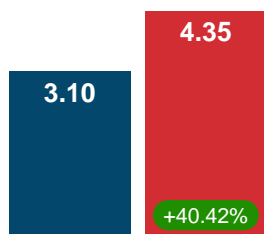
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

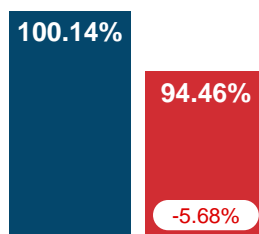
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

