

October 2023



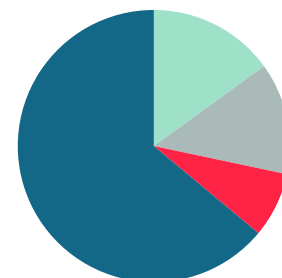
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	199,750	179,900	-9.94%
Median Sale Price	213,050	167,500	-21.38%
Median Percent of Selling Price to List Price	97.76%	96.00%	-1.80%
Median Days on Market to Sale	18.00	30.00	66.67%
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.

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 **21.38%** in October 2023 to \$167,500 versus the previous year at \$213,050.

Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 12.00 days or **66.67%** in October 2023 compared to last year's same month at **18.00** DOM.

Sales Success for October 2023 is Positive

Overall, with Median 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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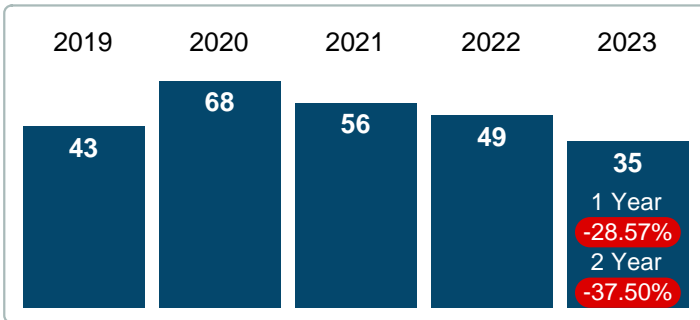
Area Delimited by County Of Cherokee - Residential Property Type



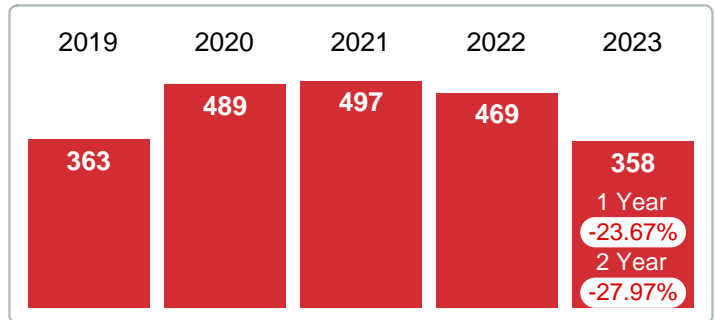
CLOSED LISTINGS

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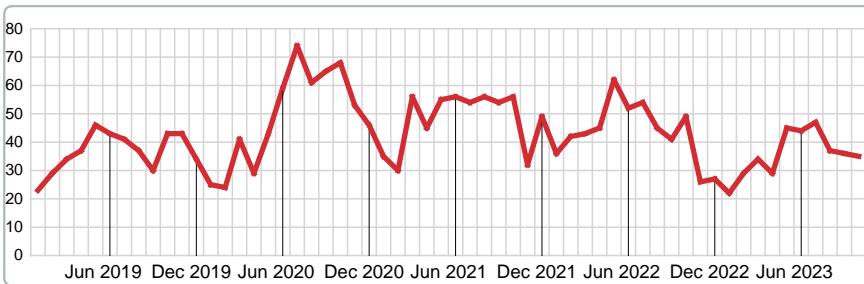
OCTOBER



YEAR TO DATE (YTD)

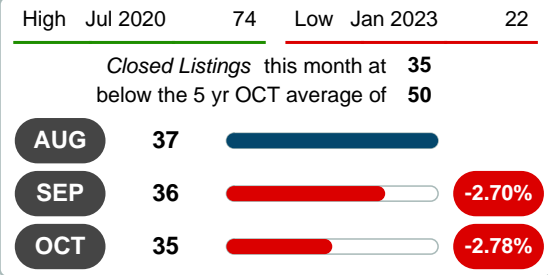


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	35.5	2	2	2	0
\$100,001 - \$150,000	5	14.29%	30.0	2	3	0	0
\$150,001 - \$200,000	9	25.71%	19.0	0	6	3	0
\$200,001 - \$250,000	7	20.00%	34.0	2	4	1	0
\$250,001 - \$275,000	2	5.71%	69.0	1	0	1	0
\$275,001 and up	6	17.14%	28.0	0	4	2	0
Total Closed Units	35			7	19	9	0
Total Closed Volume	6,685,150	100%	30.0	1.08M	3.85M	1.76M	0.00B
Median Closed Price	\$167,500			\$130,000	\$199,900	\$165,000	\$0

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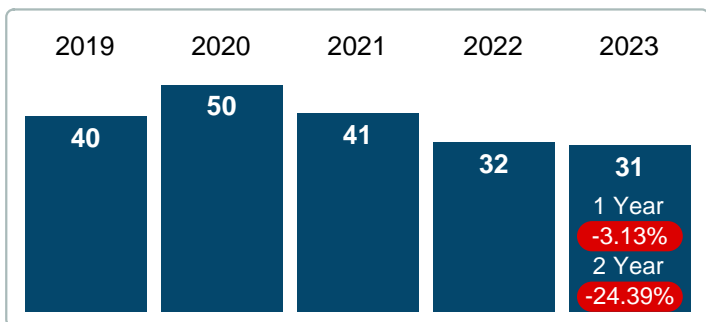
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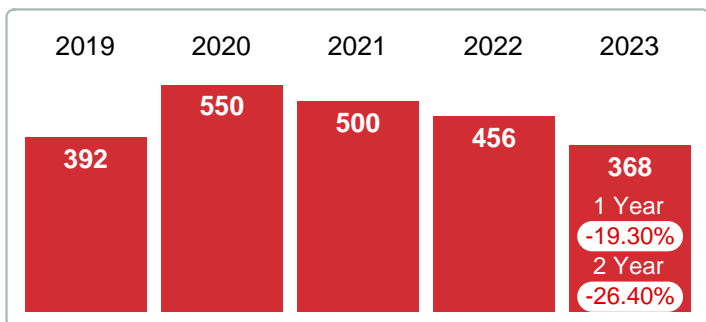
PENDING LISTINGS

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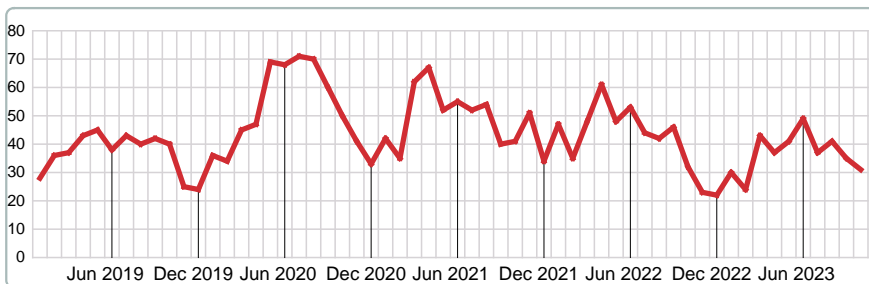
OCTOBER



YEAR TO DATE (YTD)

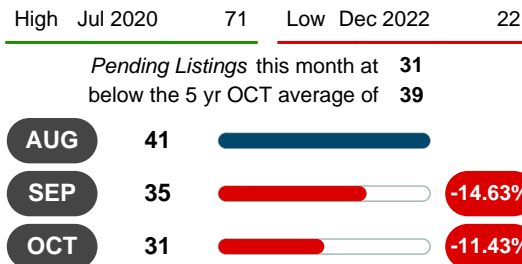


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	34.5	0	0	0	0
\$125,001 - \$200,000	8	25.81%	25.5	2	5	1	0
\$200,001 - \$250,000	7	22.58%	47.0	1	6	0	0
\$250,001 - \$275,000	6	19.35%	65.5	1	4	1	0
\$275,001 - \$325,000	4	12.90%	73.0	0	3	1	0
\$325,001 and up	4	12.90%	61.0	0	2	1	1
Total Pending Units	31			5	21	4	1
Total Pending Volume	8,307,750	100%	47.0	826.60K	5.94M	1.16M	386.30K
Median Listing Price	\$247,000			\$144,900	\$247,000	\$295,000	\$386,300

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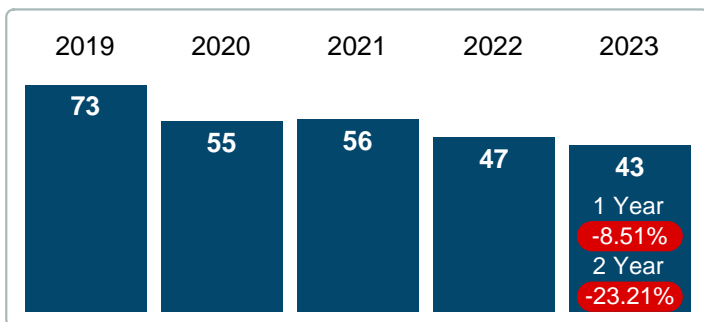
Area Delimited by County Of Cherokee - Residential Property Type



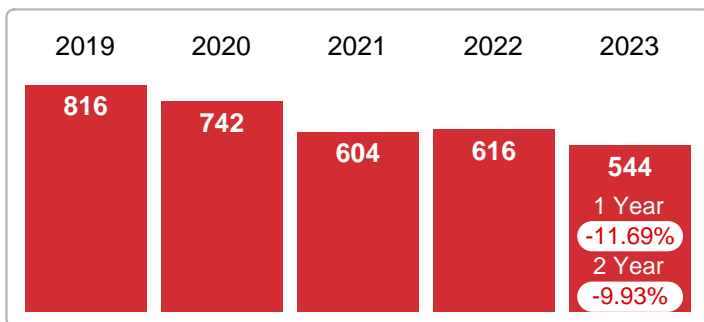
NEW LISTINGS

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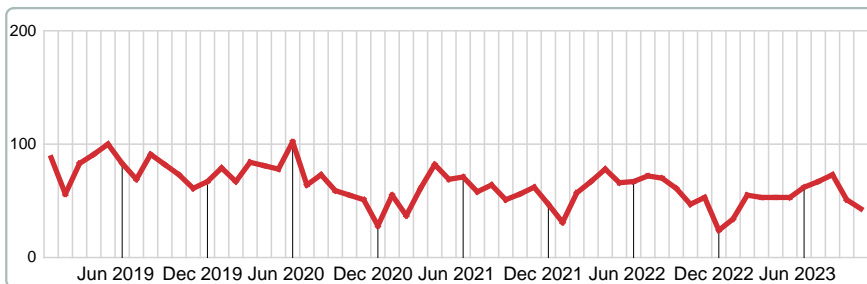
OCTOBER



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
Median New Listed Listing Price	\$236,600		\$124,950	\$225,000	\$307,450	\$739,900

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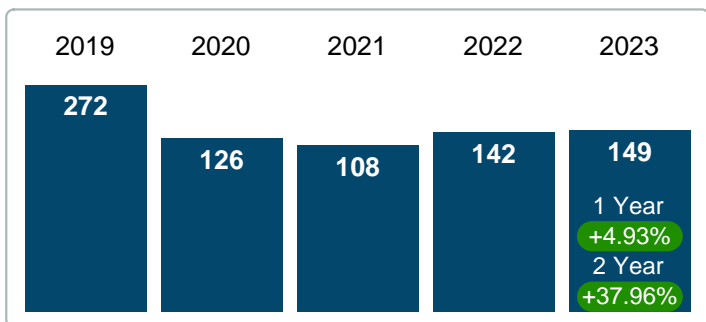
Area Delimited by County Of Cherokee - Residential Property Type



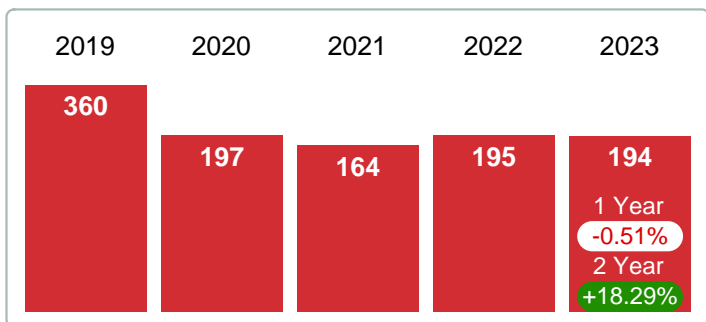
ACTIVE INVENTORY

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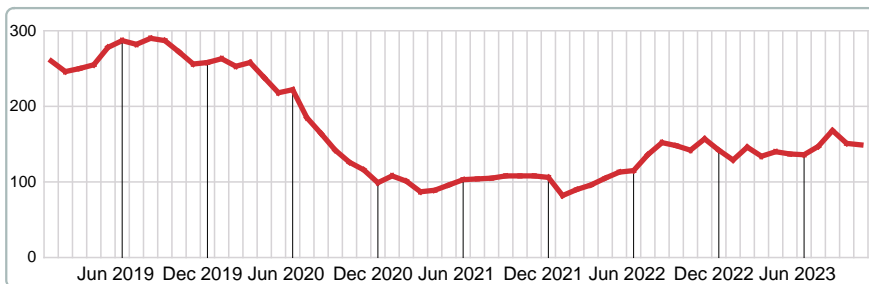
END OF OCTOBER



ACTIVE DURING OCTOBER

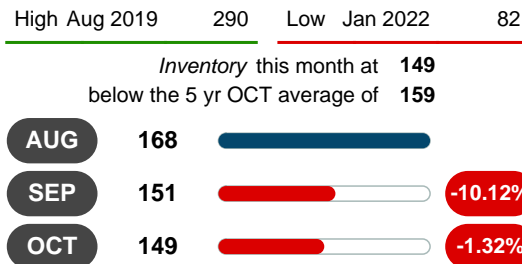


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 159



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	8.72%	64.0	6	7	0	0
\$100,001 - \$150,000	15	10.07%	71.0	10	5	0	0
\$150,001 - \$200,000	24	16.11%	85.0	3	16	3	2
\$200,001 - \$300,000	38	25.50%	81.5	5	22	10	1
\$300,001 - \$400,000	25	16.78%	52.0	2	12	9	2
\$400,001 - \$675,000	17	11.41%	74.0	2	8	6	1
\$675,001 and up	17	11.41%	62.0	1	8	5	3
Total Active Inventory by Units		149		29	78	33	9
Total Active Inventory by Volume		51,643,017	100%	7.29M	25.73M	13.74M	4.88M
Median Active Inventory Listing Price		\$265,000		\$134,900	\$259,763	\$339,500	\$386,300

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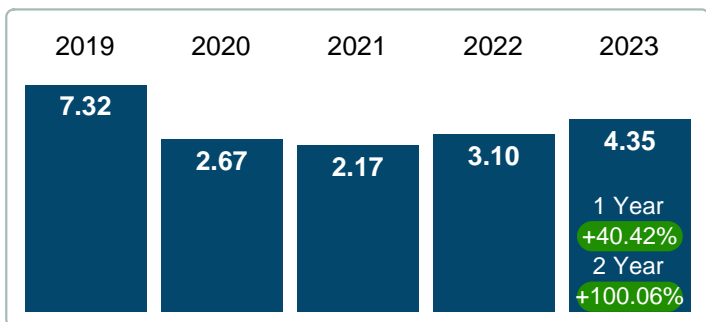
Area Delimited by County Of Cherokee - Residential Property Type



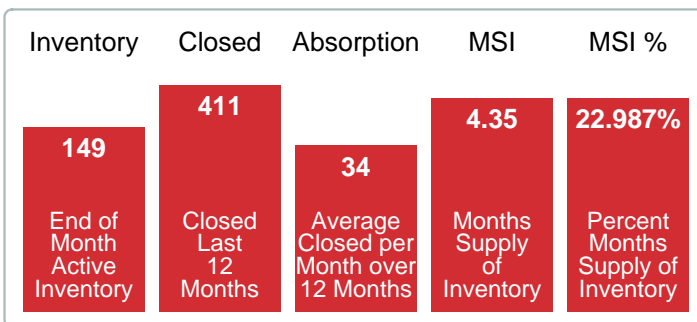
MONTHS SUPPLY of INVENTORY (MSI)

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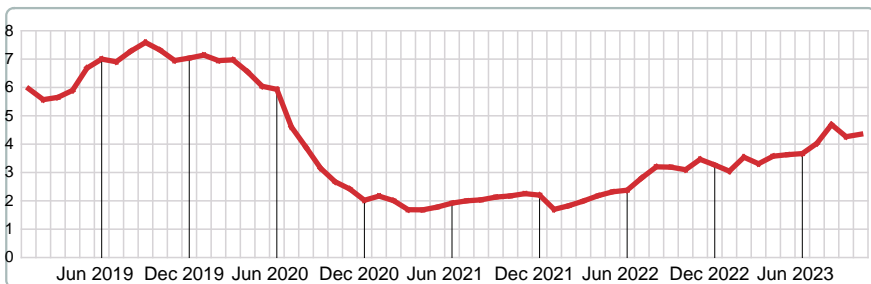
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

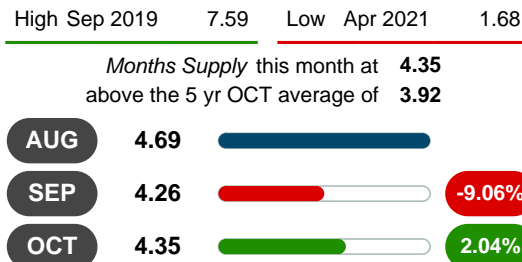


5 YEAR MARKET ACTIVITY TRENDS



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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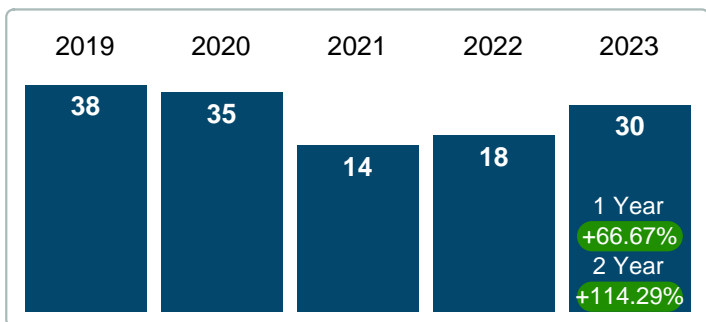
Area Delimited by County Of Cherokee - Residential Property Type



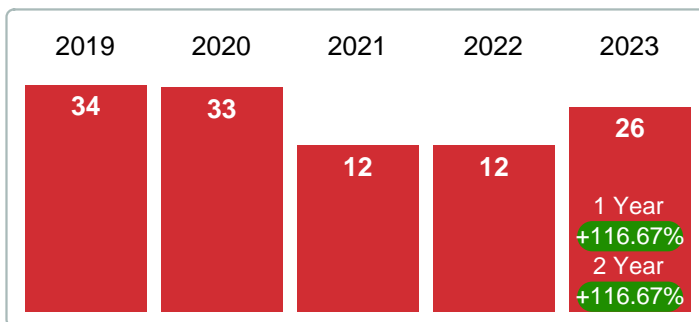
MEDIAN DAYS ON MARKET TO SALE

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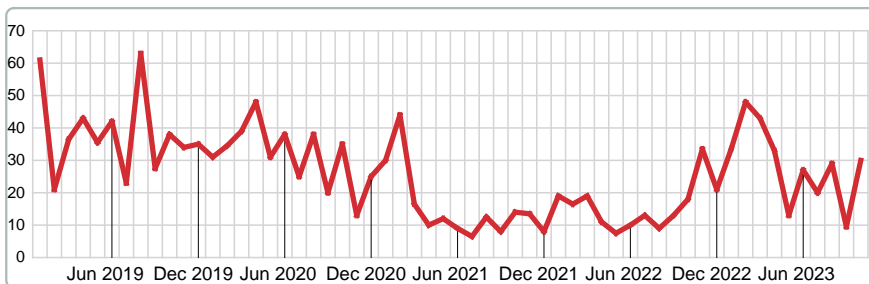
OCTOBER



YEAR TO DATE (YTD)

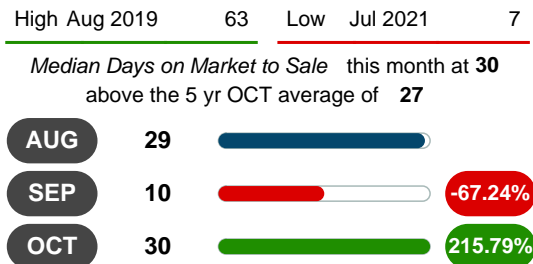


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 27



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
\$50,000 and less	0.00%	62	0	0	0	0
\$50,001 - \$100,000	17.14%	36	17	46	38	0
\$100,001 - \$150,000	14.29%	30	30	30	0	0
\$150,001 - \$200,000	25.71%	19	0	15	39	0
\$200,001 - \$250,000	20.00%	34	36	30	28	0
\$250,001 - \$275,000	5.71%	69	117	0	21	0
\$275,001 and up	17.14%	28	0	28	34	0
Median Closed DOM		30	34	30	28	0
Total Closed Units	100%	35	7	19	9	0
Total Closed Volume		6,685,150	1.08M	3.85M	1.76M	0.00B

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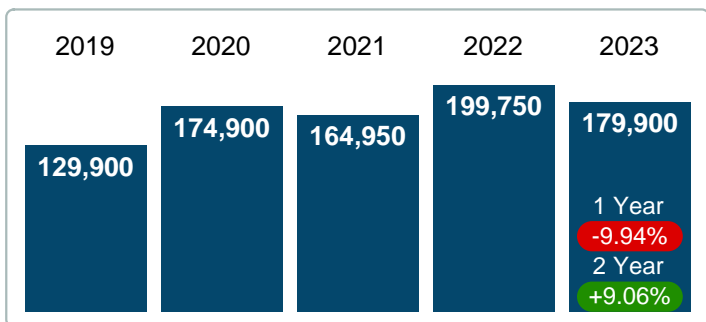
Area Delimited by County Of Cherokee - Residential Property Type



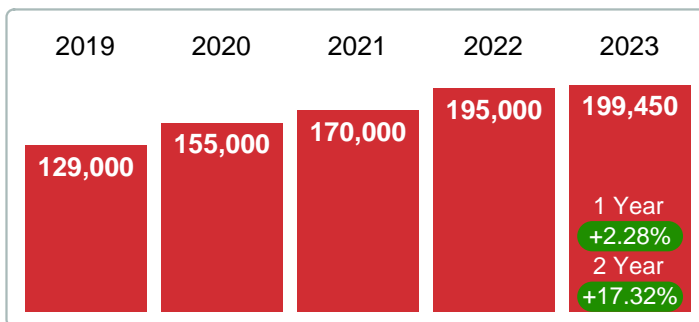
MEDIAN LIST PRICE AT CLOSING

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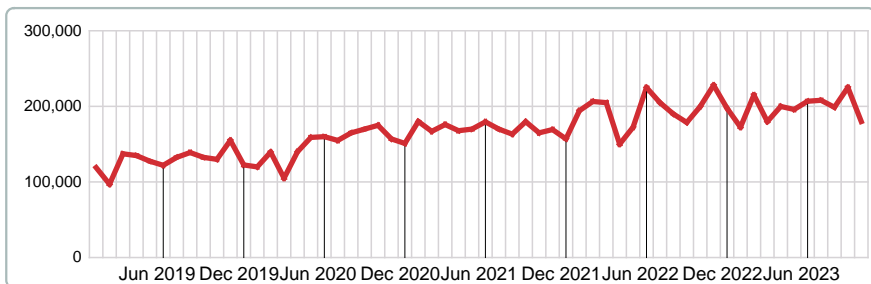
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

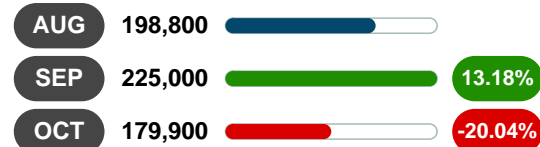


3 MONTHS

5 year OCT AVG = 169,880

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

Median List Price at Closing this month at **179,900**
above the 5 yr OCT average of **169,880**



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
\$50,000 and less	0.00%	28	0	0	0	0
\$50,001 - \$100,000	17.14%	82,450	65,550	81,500	87,450	0
\$100,001 - \$150,000	17.14%	139,450	131,950	139,950	0	0
\$150,001 - \$200,000	20.00%	169,000	0	165,750	175,000	0
\$200,001 - \$250,000	22.86%	227,000	227,000	225,000	250,000	0
\$250,001 - \$275,000	2.86%	255,700	0	0	255,700	0
\$275,001 and up	20.00%	320,000	283,800	357,000	335,000	0
Median List Price		179,900	139,000	199,900	179,900	0
Total Closed Units	100%	179,900	7	19	9	0
Total Closed Volume		6,980,200	1.13M	3.98M	1.87M	0.00B

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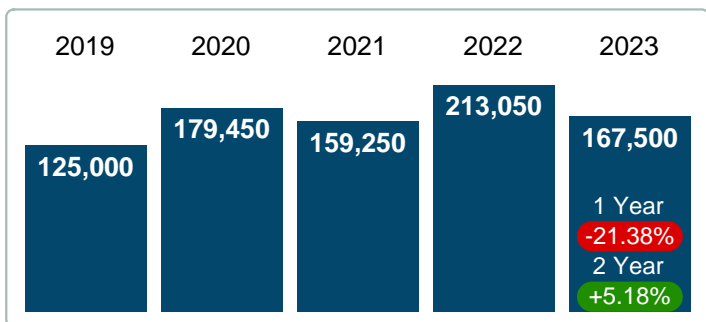
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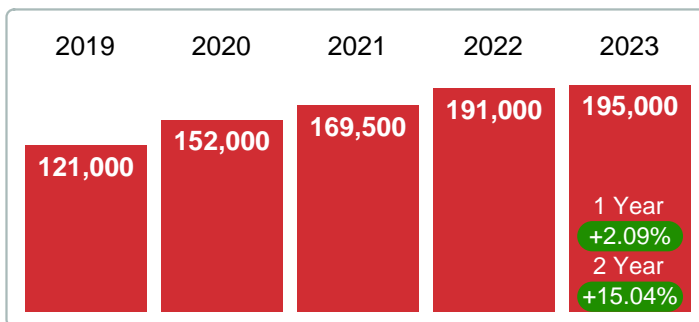
MEDIAN SOLD PRICE AT CLOSING

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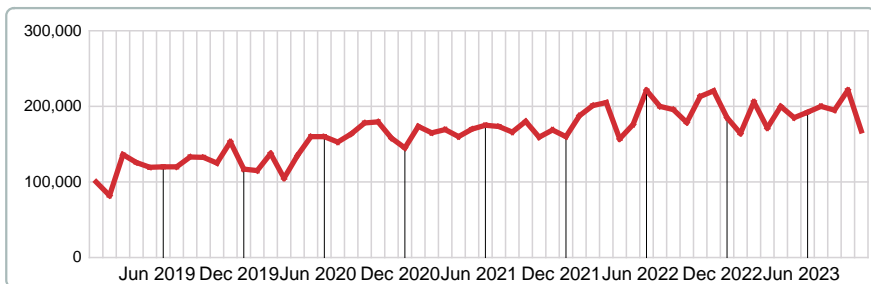
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

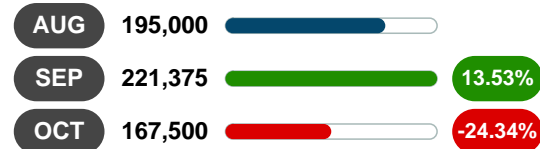


3 MONTHS

5 year OCT AVG = 168,850

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

Median Sold Price at Closing this month at 167,500 below the 5 yr OCT average of 168,850



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
\$50,000 and less	0.00%	320,000	0	0	0	0
\$50,001 - \$100,000	17.14%	65,000	63,100	65,000	67,725	0
\$100,001 - \$150,000	14.29%	124,900	127,450	117,500	0	0
\$150,001 - \$200,000	25.71%	165,000	0	163,750	165,000	0
\$200,001 - \$250,000	20.00%	225,000	218,750	236,450	240,000	0
\$250,001 - \$275,000	5.71%	258,750	258,000	0	259,500	0
\$275,001 and up	17.14%	321,250	0	348,750	320,000	0
Median Sold Price		167,500	130,000	199,900	165,000	0
Total Closed Units	100%	167,500	7	19	9	
Total Closed Volume		6,685,150	1.08M	3.85M	1.76M	0.00B

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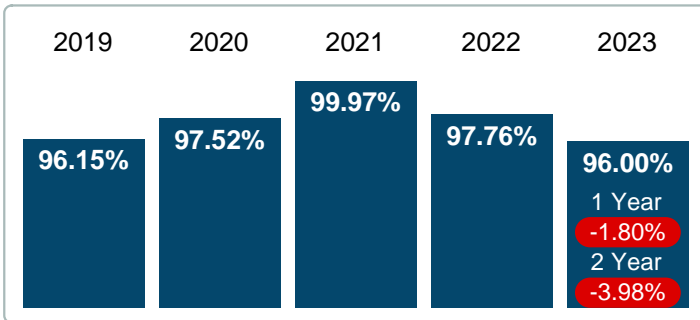
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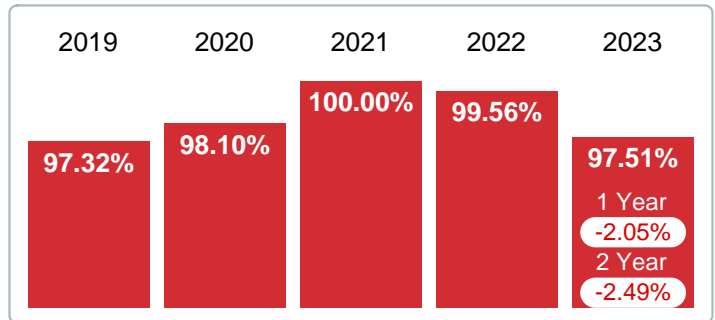
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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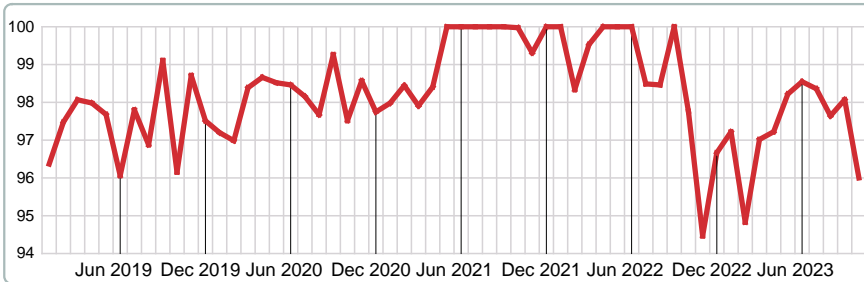
OCTOBER



YEAR TO DATE (YTD)

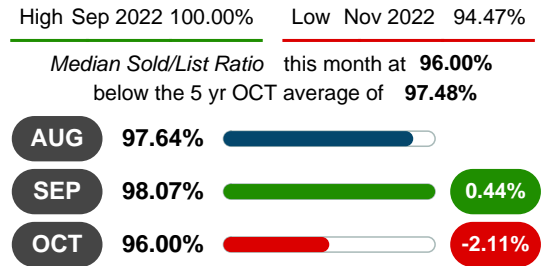


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 97.48%



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
\$50,000 and less	0	0.00%	92.12%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	17.14%	91.41%	96.93%	80.76%	77.10%	0.00%
\$100,001 - \$150,000	5	14.29%	93.53%	96.76%	88.53%	0.00%	0.00%
\$150,001 - \$200,000	9	25.71%	96.06%	0.00%	100.00%	94.29%	0.00%
\$200,001 - \$250,000	7	20.00%	100.00%	96.40%	100.00%	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%	96.64%	0.00%	96.64%	95.38%	0.00%
Median Sold/List Ratio		96.00%		93.87%	97.56%	94.29%	0.00%
Total Closed Units		35	100%	7	19	9	
Total Closed Volume		6,685,150		1.08M	3.85M	1.76M	0.00B

October 2023



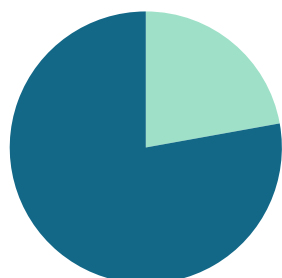
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

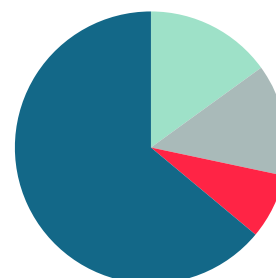


Inventory
 New Listings
43 = 22.16%
 Start Inventory
151
 Total Inventory Units
194
 Volume
\$63,189,817

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%
Median List Price	199,750	179,900	-9.94%	195,000	199,450	2.28%
Median Sale Price	213,050	167,500	-21.38%	191,000	195,000	2.09%
Median Percent of Selling Price to List Price	97.76%	96.00%	-1.80%	99.56%	97.51%	-2.05%
Median Days on Market to Sale	18.00	30.00	66.67%	12.00	26.00	116.67%
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

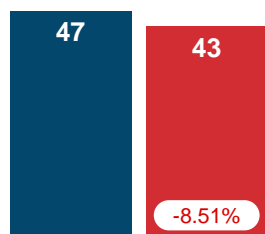
Inventory on October 31, 2023 = **149**

2022 **2023**

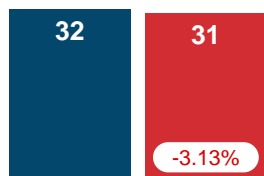
OCTOBER MARKET

MEDIAN PRICES

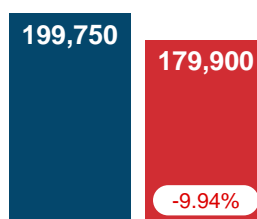
New Listings



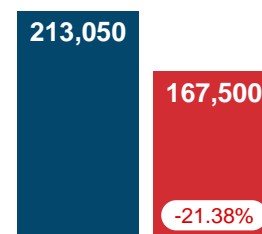
Pending Listings



List Price



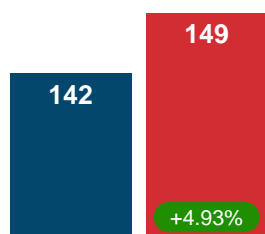
Sale Price



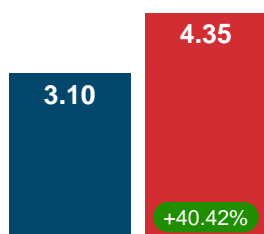
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

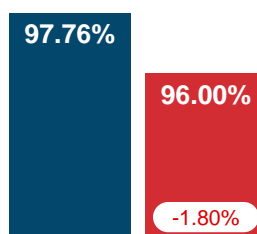
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

