

November 2023



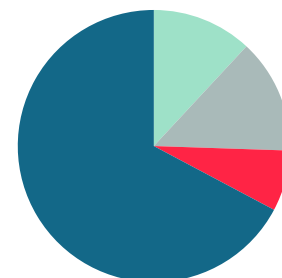
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	26	28	7.69%
Pending Listings	23	32	39.13%
New Listings	53	56	5.66%
Average List Price	268,991	265,339	-1.36%
Average Sale Price	252,781	256,207	1.36%
Average Percent of Selling Price to List Price	92.44%	96.86%	4.77%
Average Days on Market to Sale	57.62	73.64	27.82%
End of Month Inventory	157	158	0.64%
Months Supply of Inventory	3.46	4.59	32.56%



■ Closed (11.91%)
■ Pending (13.62%)
■ Other OffMarket (7.23%)
■ Active (67.23%)

Absorption: Last 12 months, an Average of **34** Sales/Month
Active Inventory as of November 30, 2023 = **158**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **0.64%** to 158 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 **4.59** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.36%** in November 2023 to \$256,207 versus the previous year at \$252,781.

Average Days on Market Lengthens

The average number of **73.64** days that homes spent on the market before selling increased by 16.03 days or **27.82%** in November 2023 compared to last year's same month at **57.62** DOM.

Sales Success for November 2023 is Positive

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

There were 56 New Listings in November 2023, up **5.66%** from last year at 53. Furthermore, there were 28 Closed Listings this month versus last year at 26, a **7.69%** increase.

Closed versus Listed trends yielded a **50.0%** ratio, up from previous year's, November 2022, at **49.1%**, a **1.92%** upswing. 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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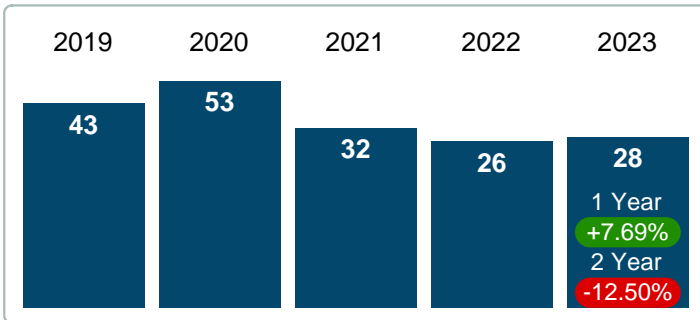
Area Delimited by County Of Cherokee - Residential Property Type



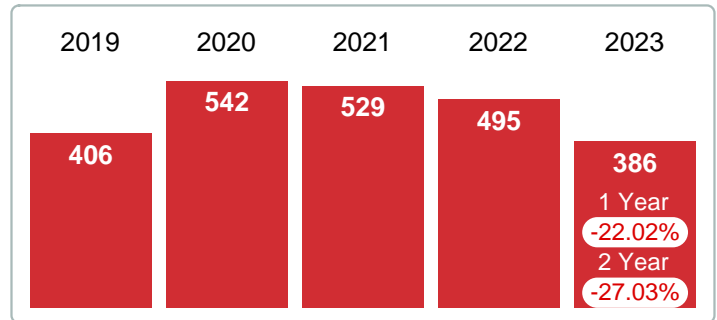
CLOSED LISTINGS

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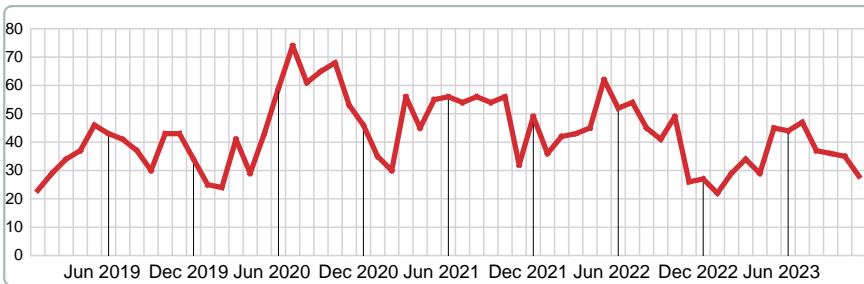
NOVEMBER



YEAR TO DATE (YTD)

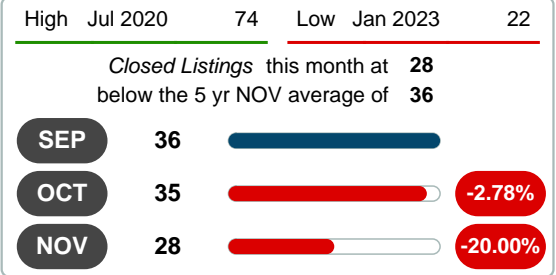


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 36



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	7.14%	52.5	0	2	0	0
\$125,001 - \$150,000	2	7.14%	62.0	1	0	1	0
\$150,001 - \$200,000	4	14.29%	39.8	1	3	0	0
\$200,001 - \$250,000	8	28.57%	59.9	1	7	0	0
\$250,001 - \$275,000	4	14.29%	113.0	0	3	1	0
\$275,001 - \$425,000	6	21.43%	108.0	0	3	3	0
\$425,001 and up	2	7.14%	47.5	0	1	0	1
Total Closed Units	28			3	19	5	1
Total Closed Volume	7,173,800	100%	73.6	529.50K	4.68M	1.44M	524.90K
Average Closed Price	\$256,207			\$176,500	\$246,442	\$287,400	\$524,900

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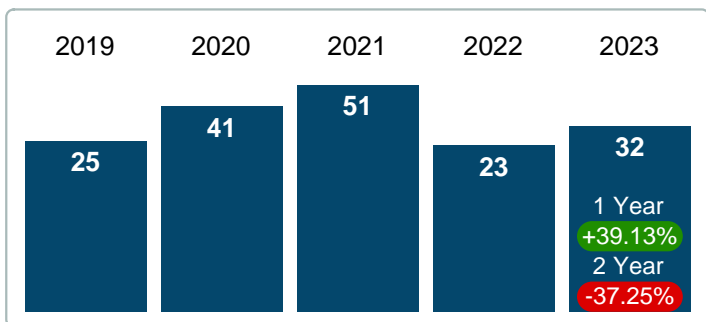
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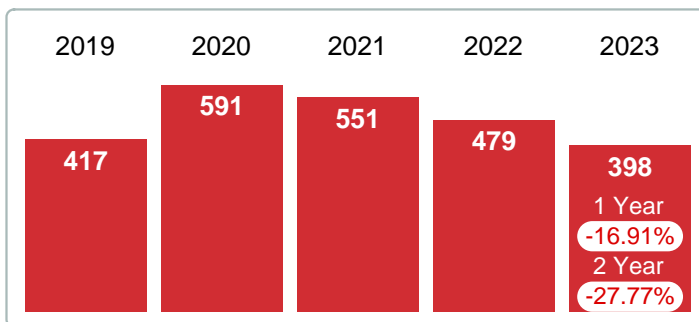
PENDING LISTINGS

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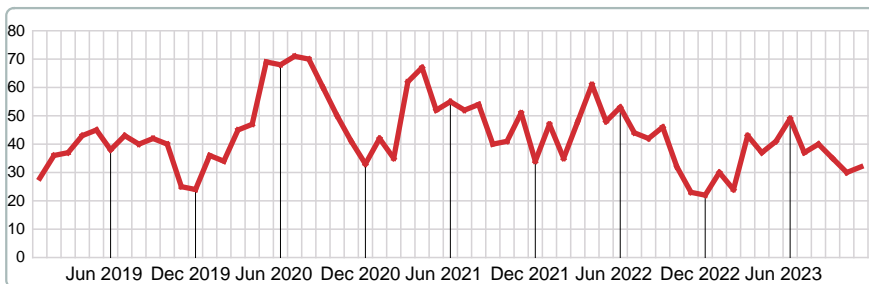
NOVEMBER



YEAR TO DATE (YTD)

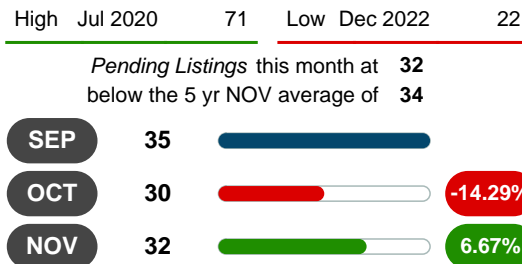


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 34



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	6.25%	84.0	2	0	0	0
\$75,001 - \$100,000	3	9.38%	36.3	1	2	0	0
\$100,001 - \$150,000	7	21.88%	37.6	5	2	0	0
\$150,001 - \$225,000	8	25.00%	38.9	0	7	1	0
\$225,001 - \$250,000	2	6.25%	57.0	0	1	0	1
\$250,001 - \$425,000	6	18.75%	107.7	0	5	1	0
\$425,001 and up	4	12.50%	28.3	1	3	0	0
Total Pending Units	32			9	20	2	1
Total Pending Volume	7,508,197	100%	169.7	1.24M	5.55M	482.50K	239.90K
Average Listing Price	\$238,333			\$137,633	\$277,355	\$241,250	\$239,900

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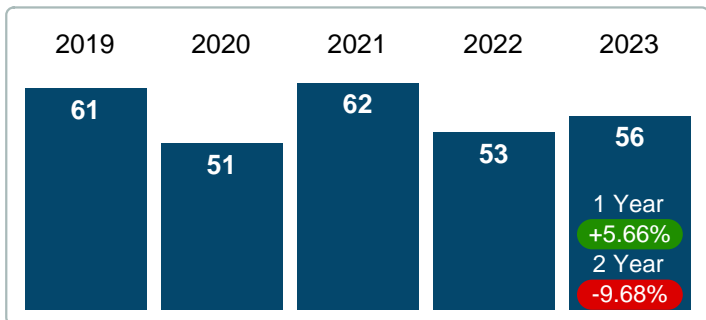
Area Delimited by County Of Cherokee - Residential Property Type



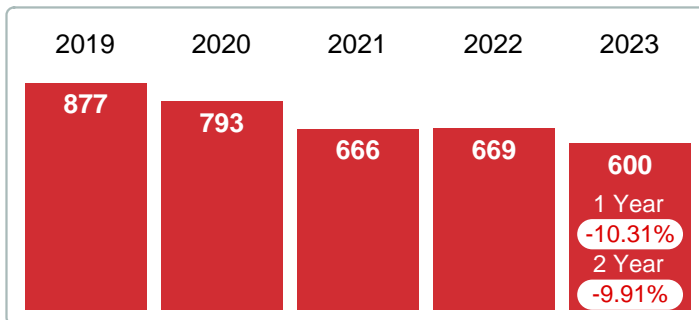
NEW LISTINGS

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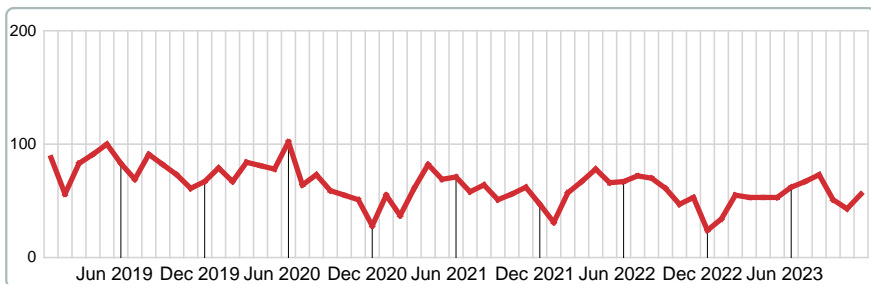
NOVEMBER



YEAR TO DATE (YTD)

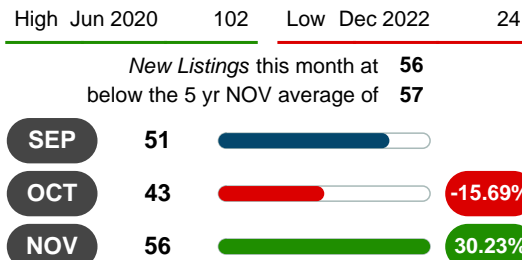


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	5	8.93%	3	2	0	0
\$80,001 - \$80,000	0	0.00%	0	0	0	0
\$80,001 - \$110,000	15	26.79%	10	5	0	0
\$110,001 - \$240,000	15	26.79%	2	12	1	0
\$240,001 - \$300,000	7	12.50%	1	4	2	0
\$300,001 - \$550,000	8	14.29%	0	6	1	1
\$550,001 and up	6	10.71%	1	1	4	0
Total New Listed Units	56		17	30	8	1
Total New Listed Volume	13,270,937	100%	2.06M	6.69M	4.13M	390.00K
Average New Listed Listing Price	\$0		\$121,386	\$222,968	\$516,044	\$390,000

November 2023



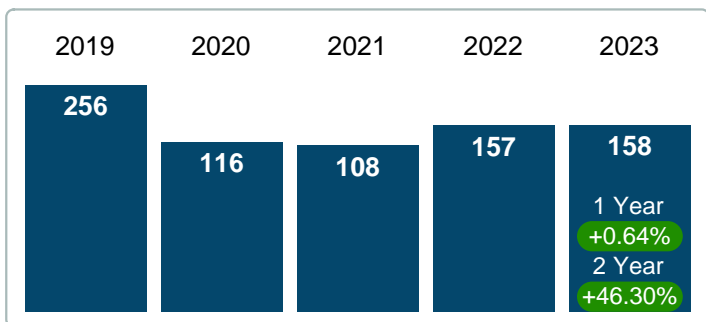
Area Delimited by County Of Cherokee - Residential Property Type



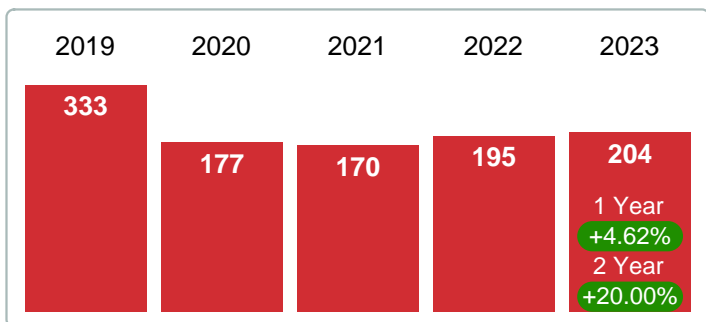
ACTIVE INVENTORY

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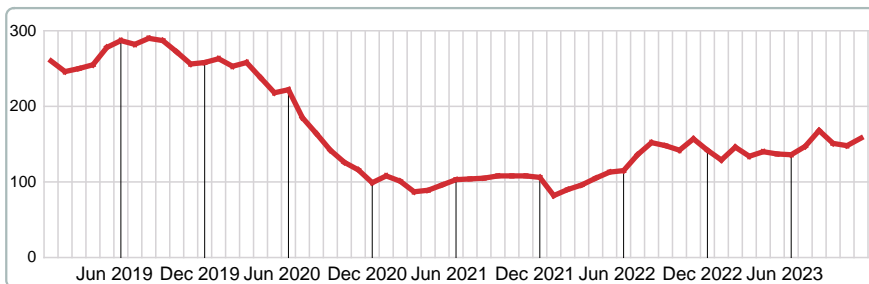
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 159

High Aug 2019 290 Low Jan 2022 82

Inventory this month at **158**
below the 5 yr NOV average of **159**



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	8	5.06%	46.1	4	4	0	0
\$75,001 - \$100,000	22	13.92%	36.1	14	8	0	0
\$100,001 - \$175,000	22	13.92%	82.1	5	15	2	0
\$175,001 - \$300,000	42	26.58%	79.7	5	26	9	2
\$300,001 - \$375,000	21	13.29%	77.1	2	12	6	1
\$375,001 - \$675,000	24	15.19%	91.7	2	10	9	3
\$675,001 and up	19	12.03%	83.3	1	7	8	3
Total Active Inventory by Units	158			33	82	34	9
Total Active Inventory by Volume	53,290,481	100%	74.2	7.25M	25.30M	15.70M	5.03M
Average Active Inventory Listing Price	\$337,282			\$219,671	\$308,583	\$461,869	\$559,333

November 2023



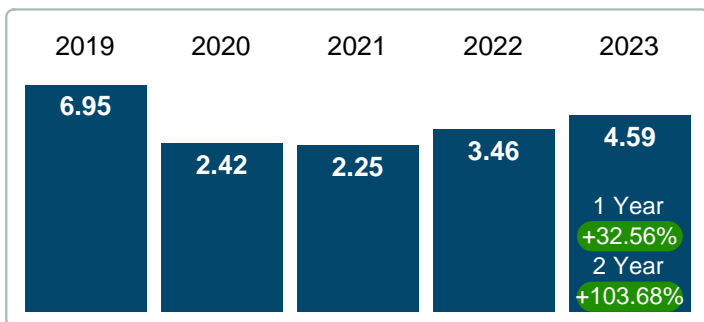
Area Delimited by County Of Cherokee - Residential Property Type



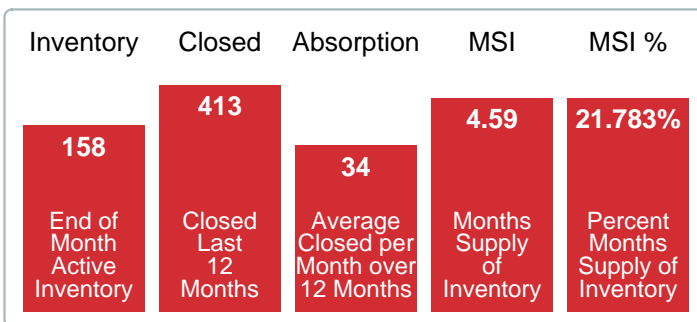
MONTHS SUPPLY of INVENTORY (MSI)

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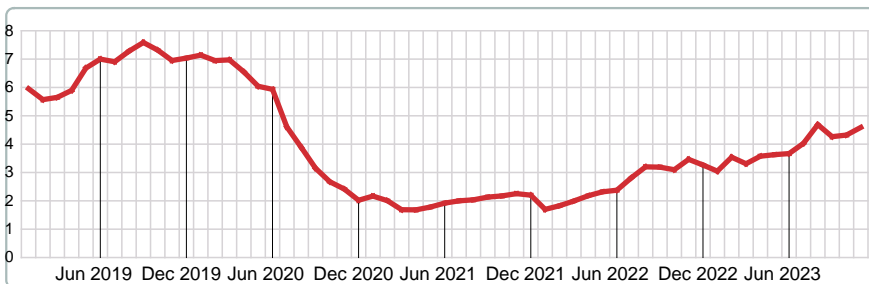
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

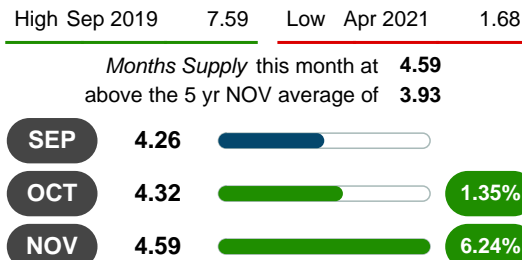


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.93



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	8	5.06%	3.31	2.40	6.00	0.00	0.00
\$75,001 - \$100,000	22	13.92%	11.48	21.00	6.86	0.00	0.00
\$100,001 - \$175,000	22	13.92%	2.16	2.22	2.37	1.33	0.00
\$175,001 - \$300,000	42	26.58%	2.95	4.00	2.64	2.92	24.00
\$300,001 - \$375,000	21	13.29%	8.40	24.00	9.00	6.55	6.00
\$375,001 - \$675,000	24	15.19%	8.23	24.00	5.22	27.00	5.14
\$675,001 and up	19	12.03%	76.00	0.00	0.00	48.00	36.00
Market Supply of Inventory (MSI)	4.59			5.50	3.86	5.51	9.00
Total Active Inventory by Units	158	100%	4.59	33	82	34	9

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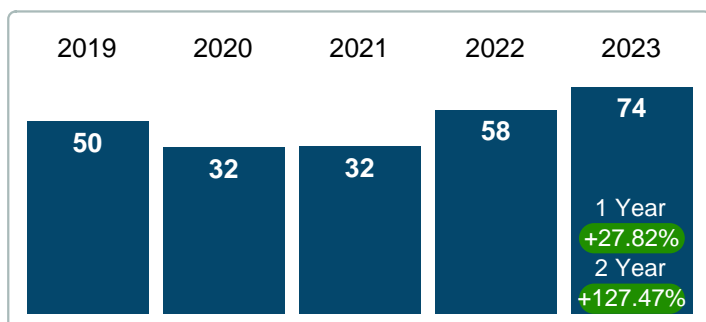
Area Delimited by County Of Cherokee - Residential Property Type



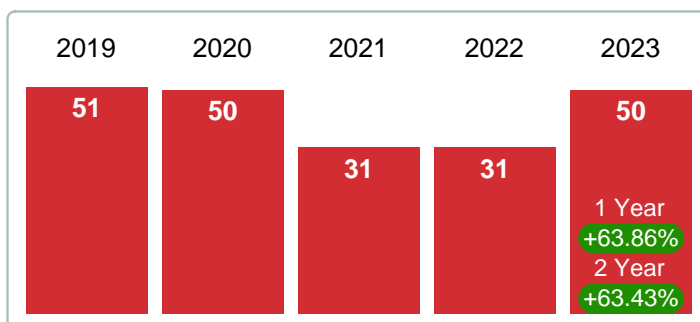
AVERAGE DAYS ON MARKET TO SALE

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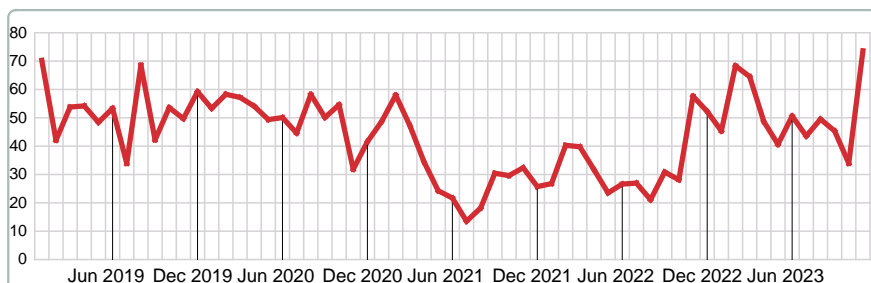
NOVEMBER



YEAR TO DATE (YTD)

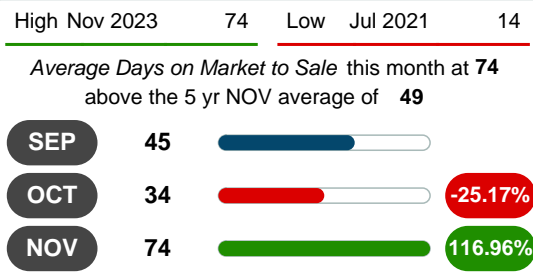


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



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
\$125,000 and less	7.14%	53	0	53	0	0
\$125,001 - \$150,000	7.14%	62	85	0	39	0
\$150,001 - \$200,000	14.29%	40	32	42	0	0
\$200,001 - \$250,000	28.57%	60	98	54	0	0
\$250,001 - \$275,000	14.29%	113	0	117	102	0
\$275,001 - \$425,000	21.43%	108	0	79	137	0
\$425,001 and up	7.14%	48	0	91	0	4
Average Closed DOM		74	72	68	110	4
Total Closed Units	100%	74	3	19	5	1
Total Closed Volume		7,173,800	529.50K	4.68M	1.44M	524.90K

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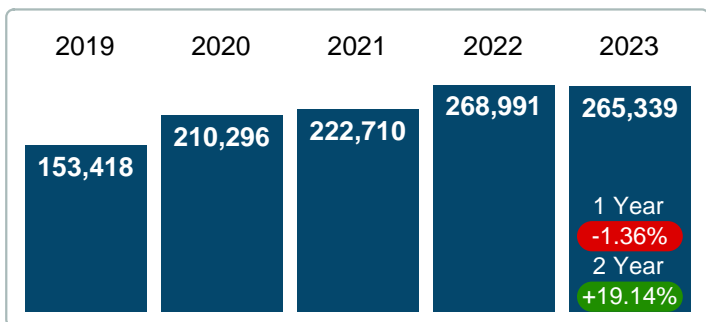
Area Delimited by County Of Cherokee - Residential Property Type



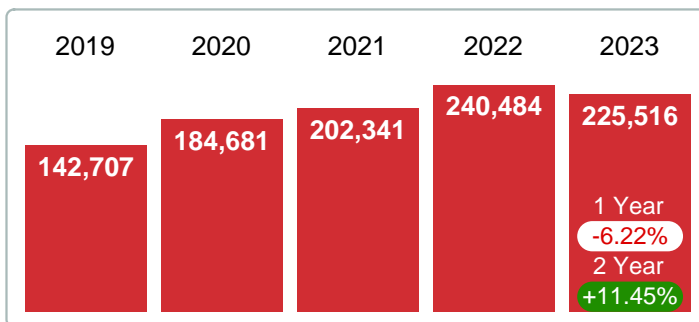
AVERAGE LIST PRICE AT CLOSING

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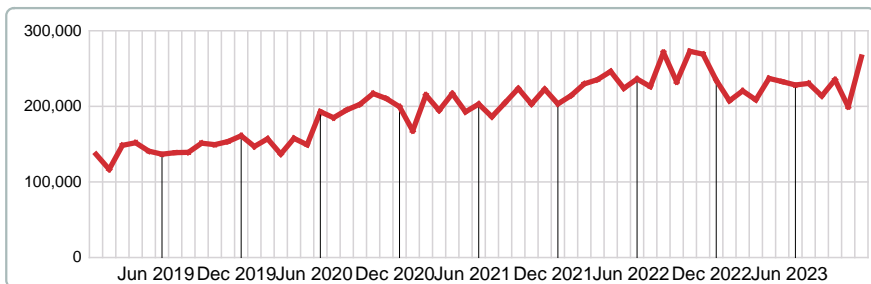
NOVEMBER



YEAR TO DATE (YTD)

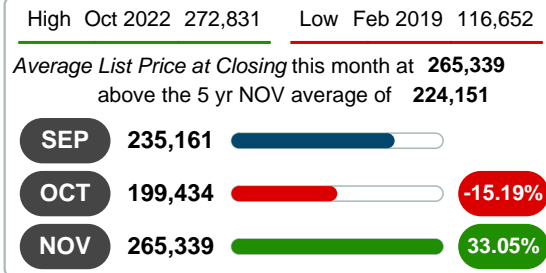


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 224,151



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
\$125,000 and less	<div style="width: 7.14%;"></div> 2	7.14%	79,950	0	79,950	0	0
\$125,001 - \$150,000	<div style="width: 7.14%;"></div> 2	7.14%	146,400	144,900	0	147,900	0
\$150,001 - \$200,000	<div style="width: 14.29%;"></div> 4	14.29%	170,725	195,000	162,633	0	0
\$200,001 - \$250,000	<div style="width: 17.86%;"></div> 5	17.86%	227,480	217,900	245,257	0	0
\$250,001 - \$275,000	<div style="width: 25.00%;"></div> 7	25.00%	263,471	0	259,000	270,000	0
\$275,001 - \$425,000	<div style="width: 17.86%;"></div> 5	17.86%	322,460	0	368,300	344,133	0
\$425,001 and up	<div style="width: 10.71%;"></div> 3	10.71%	566,633	0	650,000	0	524,900
Average List Price			265,339	185,933	257,711	290,060	524,900
Total Closed Units		100%	265,339	3	19	5	1
Total Closed Volume			7,429,499	557.80K	4.90M	1.45M	524.90K

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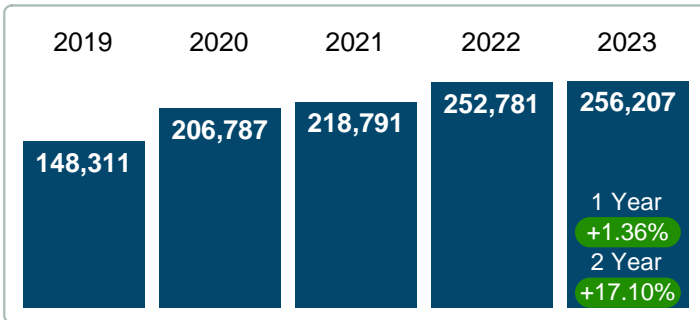
Area Delimited by County Of Cherokee - Residential Property Type



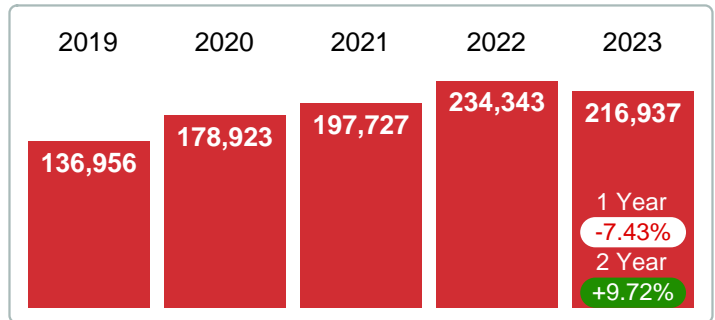
AVERAGE SOLD PRICE AT CLOSING

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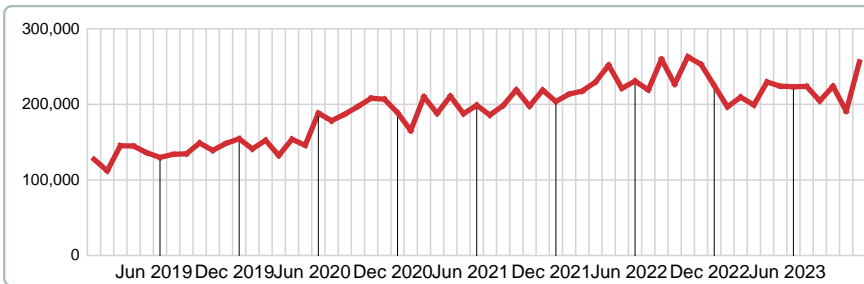
NOVEMBER



YEAR TO DATE (YTD)

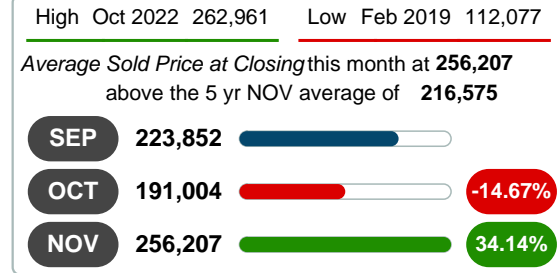


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 216,575



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
\$125,000 and less	7.14%	73,000	0	73,000	0	0
\$125,001 - \$150,000	7.14%	142,250	134,500	0	150,000	0
\$150,001 - \$200,000	14.29%	167,000	182,000	162,000	0	0
\$200,001 - \$250,000	28.57%	232,563	213,000	235,357	0	0
\$250,001 - \$275,000	14.29%	263,000	0	259,333	274,000	0
\$275,001 - \$425,000	21.43%	335,483	0	333,300	337,667	0
\$425,001 and up	7.14%	574,950	0	625,000	0	524,900
Average Sold Price		256,207	176,500	246,442	287,400	524,900
Total Closed Units	100%	256,207	3	19	5	1
Total Closed Volume		7,173,800	529.50K	4.68M	1.44M	524.90K

November 2023



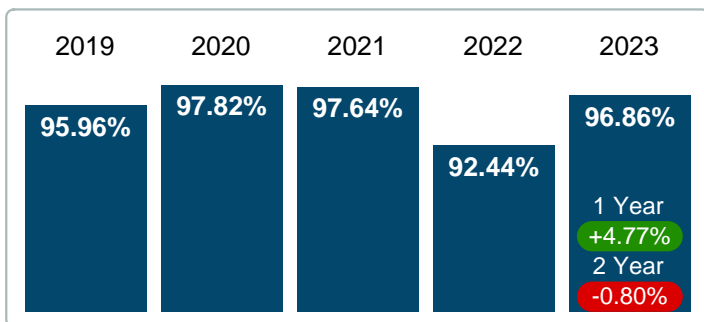
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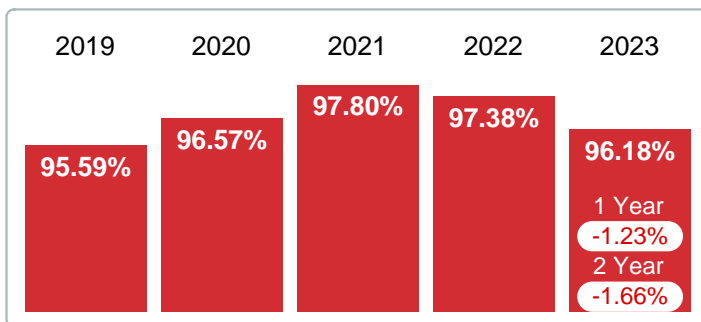
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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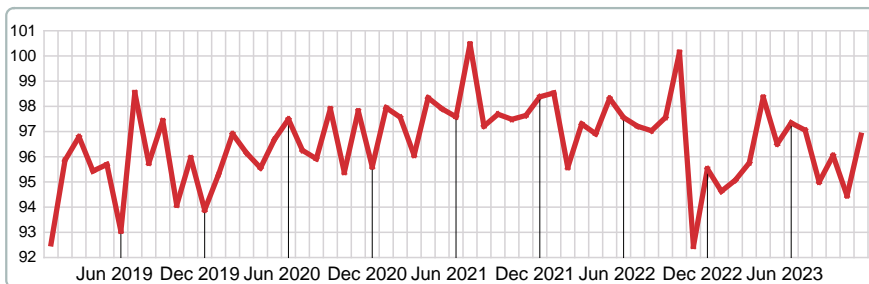
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

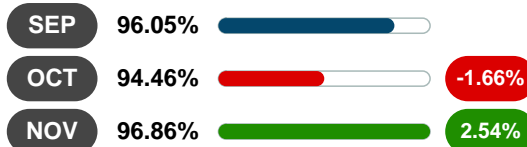


3 MONTHS

5 year NOV AVG = 96.14%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **96.86%** above the 5 yr NOV average of **96.14%**



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	
\$125,000 and less	2	7.14%	91.36%	0.00%	91.36%	0.00%	0.00%	
\$125,001 - \$150,000	2	7.14%	97.12%	92.82%	0.00%	101.42%	0.00%	
\$150,001 - \$200,000	4	14.29%	98.01%	93.33%	99.57%	0.00%	0.00%	
\$200,001 - \$250,000	8	28.57%	96.39%	97.75%	96.19%	0.00%	0.00%	
\$250,001 - \$275,000	4	14.29%	100.49%	0.00%	100.16%	101.48%	0.00%	
\$275,001 - \$425,000	6	21.43%	95.63%	0.00%	93.07%	98.19%	0.00%	
\$425,001 and up	2	7.14%	98.08%	0.00%	96.15%	0.00%	100.00%	
Average Sold/List Ratio		96.90%		94.64%	96.35%	99.49%	100.00%	
Total Closed Units		28	100%	96.90%	3	19	5	1
Total Closed Volume		7,173,800			529.50K	4.68M	1.44M	524.90K

November 2023



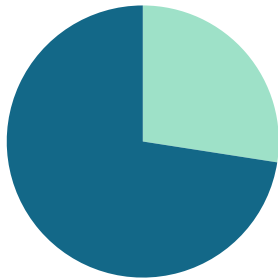
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

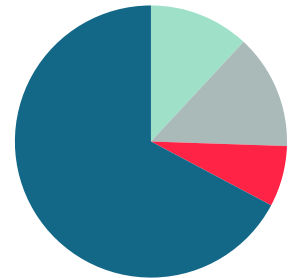


Inventory
 New Listings
56 = 27.45%
 Start Inventory
148
 Total Inventory Units
204
 Volume
\$64,254,103

Market Activity

Closed Sales
28 = 11.91%
 Pending Sales
32 = 13.62%
 Other Off Market
17 = 7.23%
 Active Inventory
158 = 67.23%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	26	28	7.69%	495	386	-22.02%
Pending Sales	23	32	39.13%	479	398	-16.91%
New Listings	53	56	5.66%	669	600	-10.31%
Average List Price	268,991	265,339	-1.36%	240,484	225,516	-6.22%
Average Sale Price	252,781	256,207	1.36%	234,343	216,937	-7.43%
Average Percent of Selling Price to List Price	92.44%	96.86%	4.77%	97.38%	96.18%	-1.23%
Average Days on Market to Sale	57.62	73.64	27.82%	30.68	50.27	63.86%
Monthly Inventory	157	158	0.64%	157	158	0.64%
Months Supply of Inventory	3.46	4.59	32.56%	3.46	4.59	32.56%

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

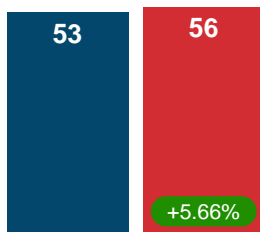
Inventory on November 30, 2023 = **158**

2022 **2023**

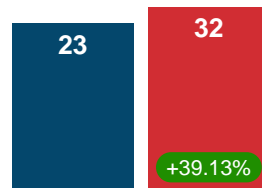
NOVEMBER MARKET

AVERAGE PRICES

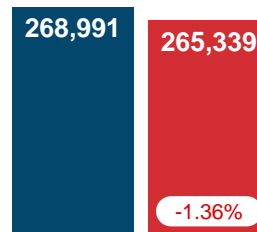
New Listings



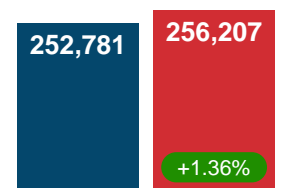
Pending Listings



List Price



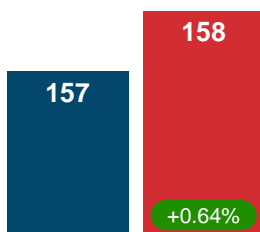
Sale Price



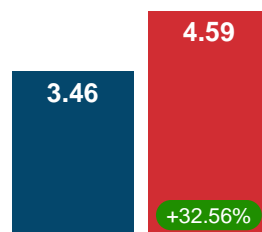
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

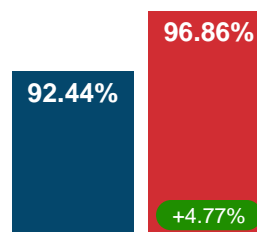
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

