

# November 2023



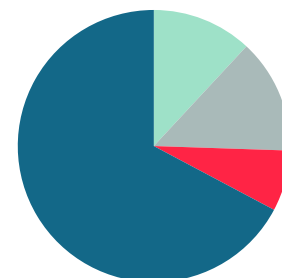
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	227,950	257,250	12.85%
Median Sale Price	220,500	245,000	11.11%
Median Percent of Selling Price to List Price	94.47%	98.14%	3.89%
Median Days on Market to Sale	33.50	55.00	64.18%
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.

#### 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 **11.11%** in November 2023 to \$245,000 versus the previous year at \$220,500.

#### Median Days on Market Lengthens

The median number of **55.00** days that homes spent on the market before selling increased by 21.50 days or **64.18%** in November 2023 compared to last year's same month at **33.50** DOM.

#### Sales Success for November 2023 is Positive

Overall, with Median 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.

### What's in this Issue

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

### 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

# November 2023



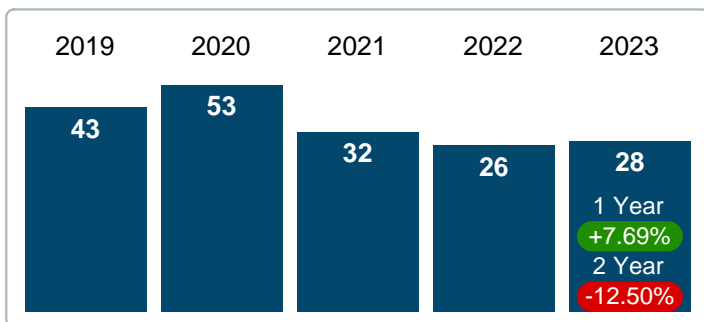
Area Delimited by County Of Cherokee - Residential Property Type



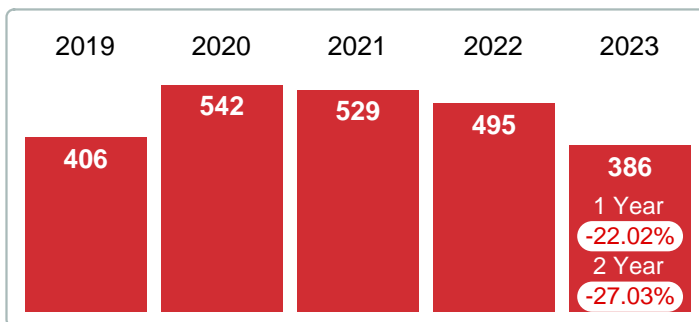
## CLOSED LISTINGS

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

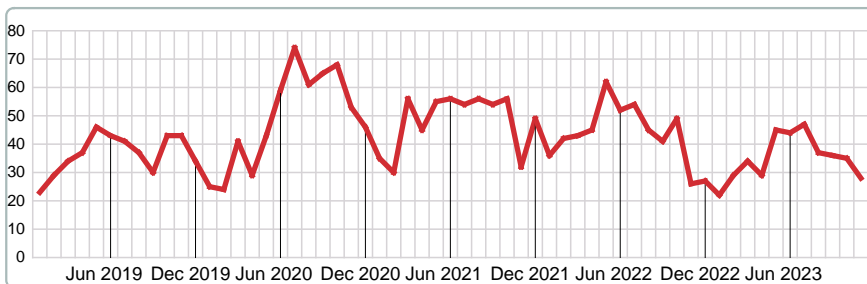
### NOVEMBER



### YEAR TO DATE (YTD)

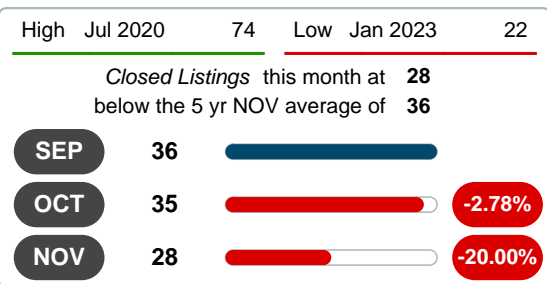


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 36



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	43.0	1	3	0	0
\$200,001 - \$250,000	8	28.57%	24.0	1	7	0	0
\$250,001 - \$275,000	4	14.29%	60.0	0	3	1	0
\$275,001 - \$425,000	6	21.43%	75.0	0	3	3	0
\$425,001 and up	2	7.14%	47.5	0	1	0	1
<b>Total Closed Units</b>	<b>28</b>			<b>3</b>	<b>19</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,173,800</b>	<b>100%</b>	<b>55.0</b>	<b>529.50K</b>	<b>4.68M</b>	<b>1.44M</b>	<b>524.90K</b>
<b>Median Closed Price</b>	<b>\$245,000</b>			<b>\$182,000</b>	<b>\$245,000</b>	<b>\$295,000</b>	<b>\$524,900</b>

# November 2023



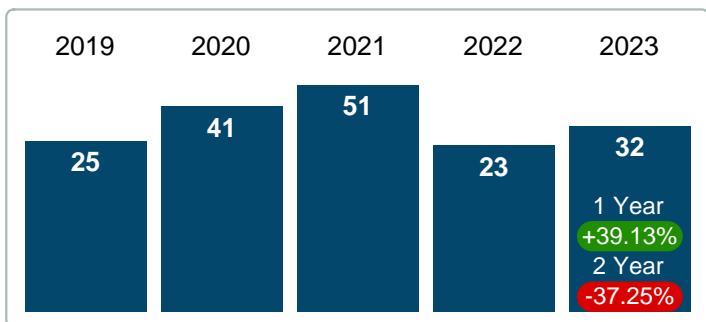
Area Delimited by County Of Cherokee - Residential Property Type



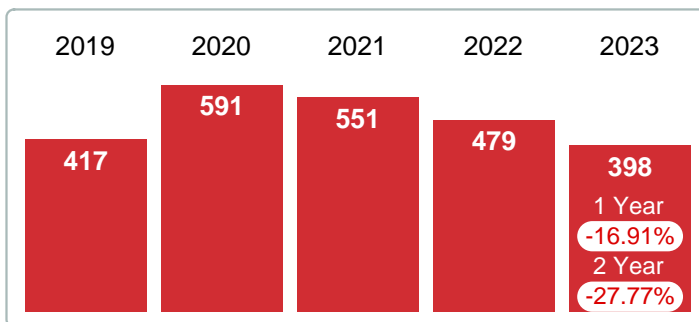
## PENDING LISTINGS

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

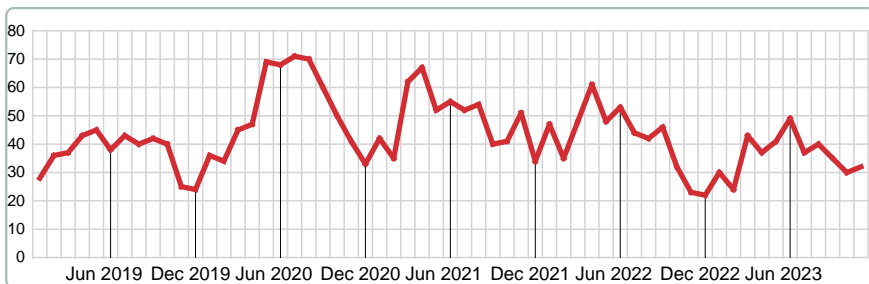
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 34

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at **32**  
below the 5 yr NOV average of **34**

- SEP 35
- OCT 30 (-14.29%)
- NOV 32 (6.67%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	41.0	1	2	0	0
\$100,001 - \$150,000	7	21.88%	17.0	5	2	0	0
\$150,001 - \$225,000	8	25.00%	26.5	0	7	1	0
\$225,001 - \$250,000	2	6.25%	57.0	0	1	0	1
\$250,001 - \$425,000	6	18.75%	84.0	0	5	1	0
\$425,001 and up	4	12.50%	34.5	1	3	0	0
<b>Total Pending Units</b>	<b>32</b>			<b>9</b>	<b>20</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,508,197</b>	<b>100%</b>	<b>32.0</b>	<b>1.24M</b>	<b>5.55M</b>	<b>482.50K</b>	<b>239.90K</b>
<b>Median Listing Price</b>	<b>\$190,000</b>			<b>\$109,900</b>	<b>\$220,000</b>	<b>\$241,250</b>	<b>\$239,900</b>

# November 2023



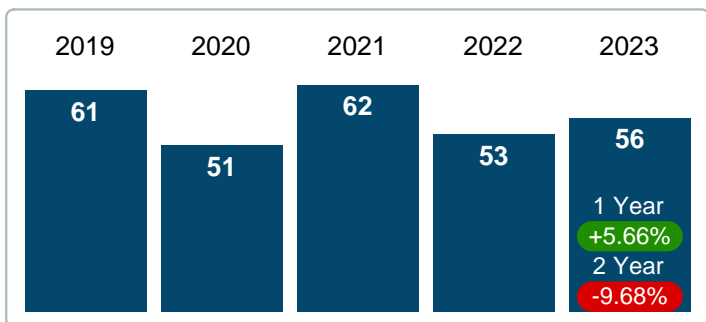
Area Delimited by County Of Cherokee - Residential Property Type



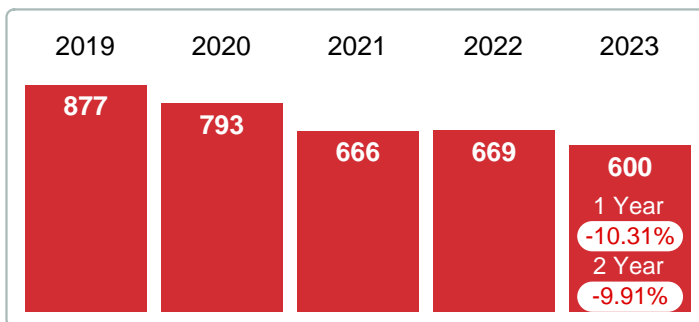
## NEW LISTINGS

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

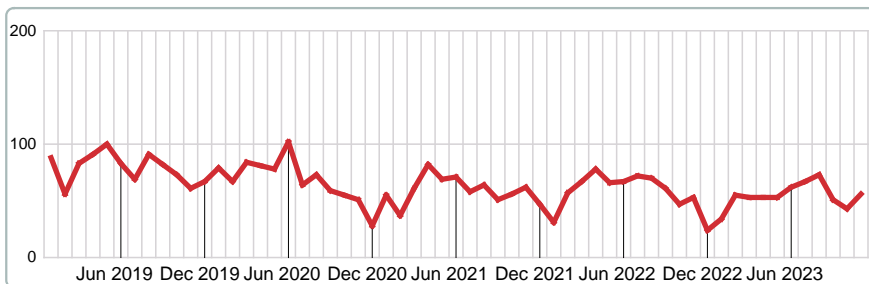
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 57

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 56  
below the 5 yr NOV average of 57



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.93%	3	2	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$100,000	15	26.79%	10	5	0	0
\$100,001 - \$225,000	13	23.21%	2	10	1	0
\$225,001 - \$300,000	9	16.07%	1	6	2	0
\$300,001 - \$550,000	8	14.29%	0	6	1	1
\$550,001 and up	6	10.71%	1	1	4	0
<b>Total New Listed Units</b>	<b>56</b>		<b>17</b>	<b>30</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>13,270,937</b>	<b>100%</b>	<b>2.06M</b>	<b>6.69M</b>	<b>4.13M</b>	<b>390.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$184,750</b>		<b>\$86,666</b>	<b>\$200,000</b>	<b>\$494,000</b>	<b>\$390,000</b>

# November 2023



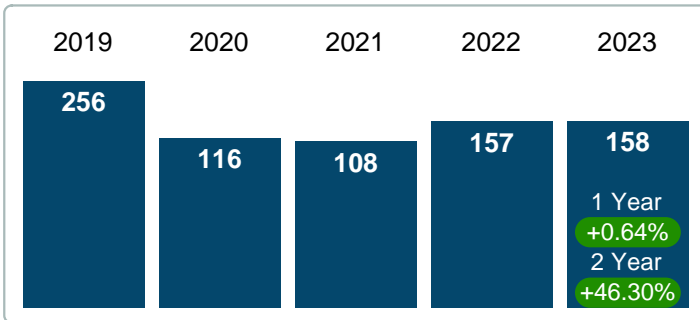
Area Delimited by County Of Cherokee - Residential Property Type



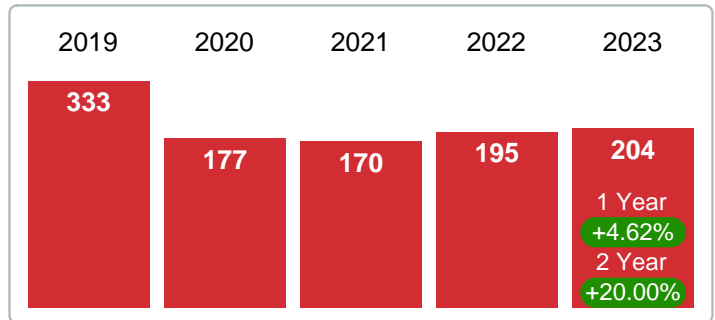
## ACTIVE INVENTORY

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

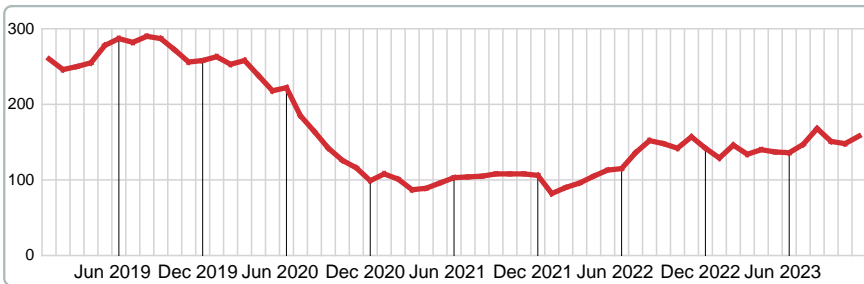
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

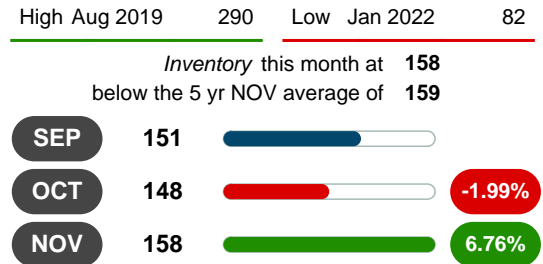


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 159



### 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	8	5.06%	25.5	4	4	0	0
\$75,001 - \$100,000	22	13.92%	8.0	14	8	0	0
\$100,001 - \$175,000	22	13.92%	81.5	5	15	2	0
\$175,001 - \$300,000	42	26.58%	60.5	5	26	9	2
\$300,001 - \$375,000	21	13.29%	76.0	2	12	6	1
\$375,001 - \$675,000	24	15.19%	87.5	2	10	9	3
\$675,001 and up	19	12.03%	79.0	1	7	8	3
<b>Total Active Inventory by Units</b>	<b>158</b>			<b>33</b>	<b>82</b>	<b>34</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>53,290,481</b>	<b>100%</b>	<b>66.0</b>	<b>7.25M</b>	<b>25.30M</b>	<b>15.70M</b>	<b>5.03M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$260,950</b>			<b>\$100,000</b>	<b>\$244,450</b>	<b>\$380,000</b>	<b>\$390,000</b>

# November 2023



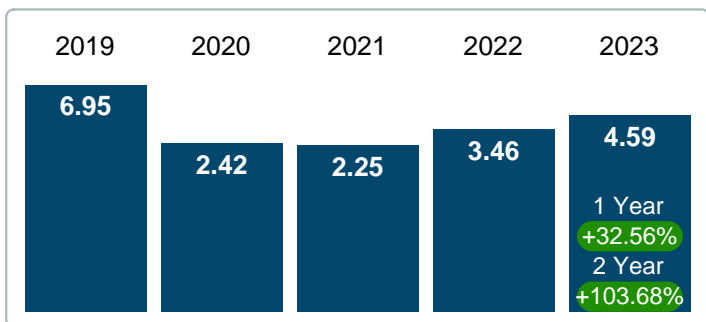
Area Delimited by County Of Cherokee - Residential Property Type



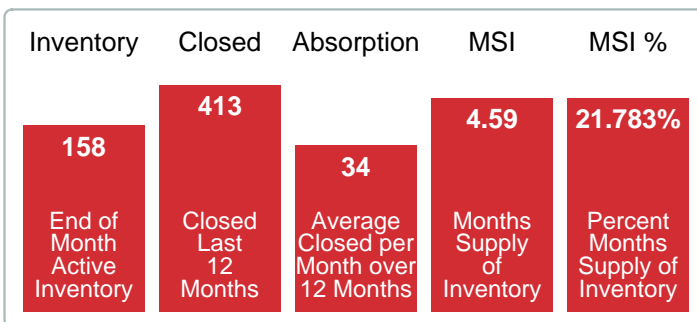
## MONTHS SUPPLY of INVENTORY (MSI)

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

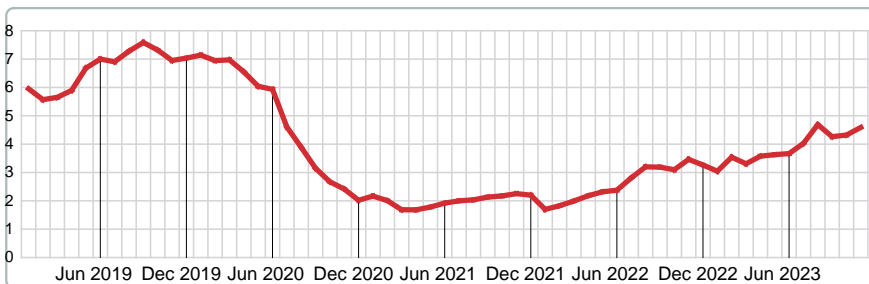
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023

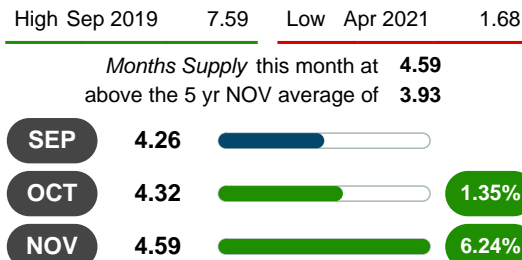


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	4.59	33	82	34	9

# November 2023



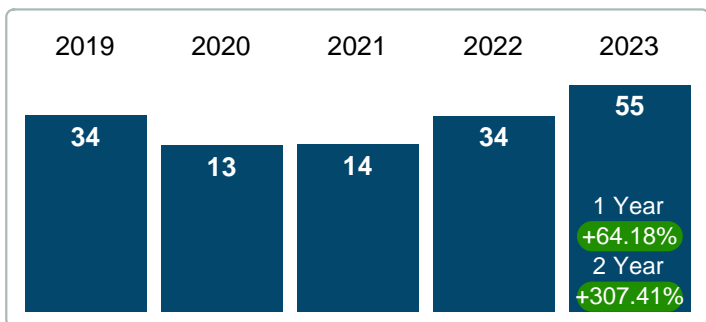
Area Delimited by County Of Cherokee - Residential Property Type



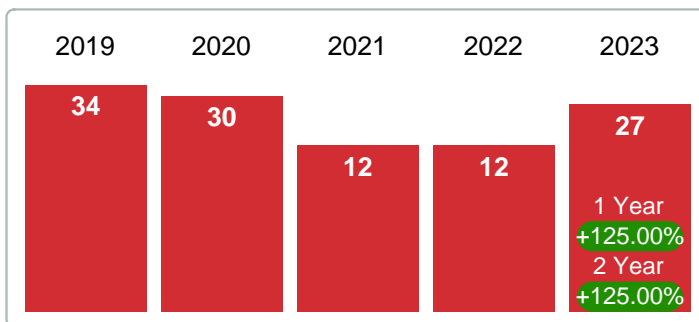
## MEDIAN DAYS ON MARKET TO SALE

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

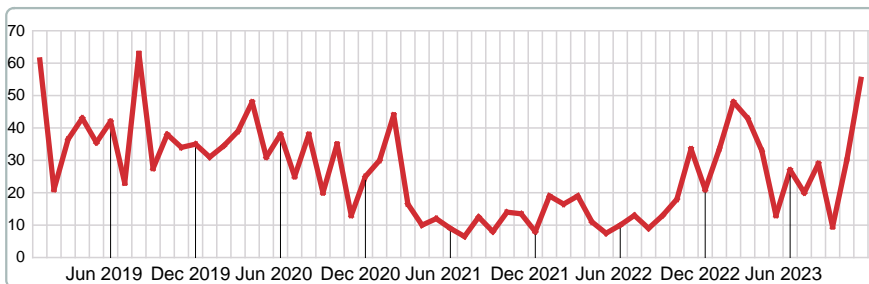
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

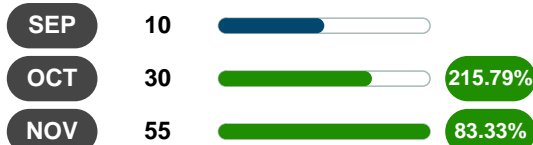


### 3 MONTHS

5 year NOV AVG = 30

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 55 above the 5 yr NOV average of 30



### 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
\$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%	43	32	54	0	0
\$200,001 - \$250,000	28.57%	24	98	21	0	0
\$250,001 - \$275,000	14.29%	60	0	18	102	0
\$275,001 - \$425,000	21.43%	75	0	82	68	0
\$425,001 and up	7.14%	48	0	91	0	4
Median Closed DOM		55	85	54	68	4
Total Closed Units	100%	55.0	3	19	5	1
Total Closed Volume		7,173,800	529.50K	4.68M	1.44M	524.90K

# November 2023



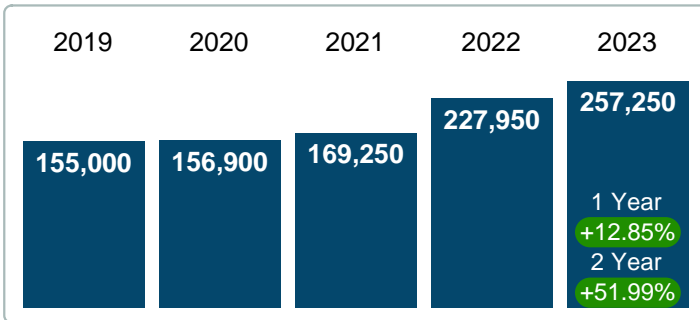
Area Delimited by County Of Cherokee - Residential Property Type



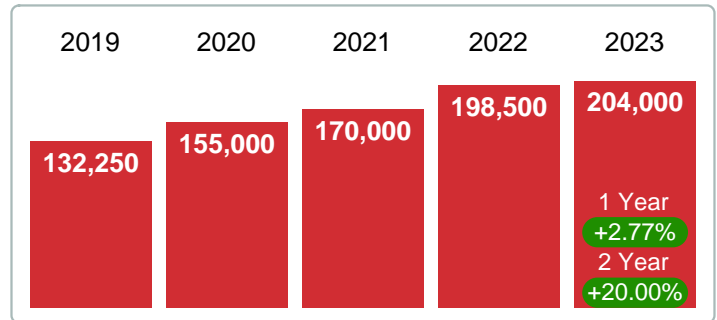
## MEDIAN LIST PRICE AT CLOSING

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

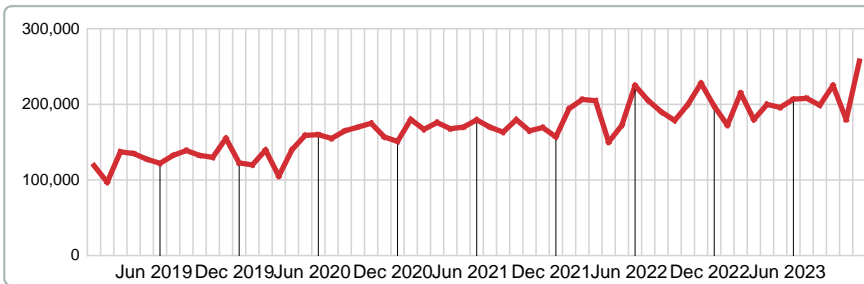
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 193,270

High Nov 2023 257,250 Low Feb 2019 97,000

Median List Price at Closing this month at **257,250**  
above the 5 yr NOV average of **193,270**



### 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
\$125,000 and less	2	7.14%	79,950	0	79,950	0	0
\$125,001 - \$150,000	2	7.14%	146,400	144,900	0	147,900	0
\$150,001 - \$200,000	4	14.29%	165,000	195,000	162,500	0	0
\$200,001 - \$250,000	5	17.86%	224,750	217,900	224,875	0	0
\$250,001 - \$275,000	7	25.00%	265,000	0	262,450	270,000	0
\$275,001 - \$425,000	5	17.86%	294,900	0	289,950	324,999	0
\$425,001 and up	3	10.71%	525,000	0	587,500	0	524,900
Median List Price			257,250	195,000	255,000	287,500	524,900
Total Closed Units		100%	257,250	3	19	5	1
Total Closed Volume			7,429,499	557.80K	4.90M	1.45M	524.90K



# November 2023



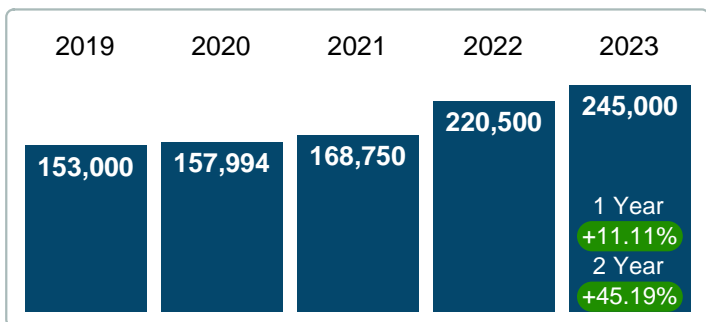
Area Delimited by County Of Cherokee - Residential Property Type



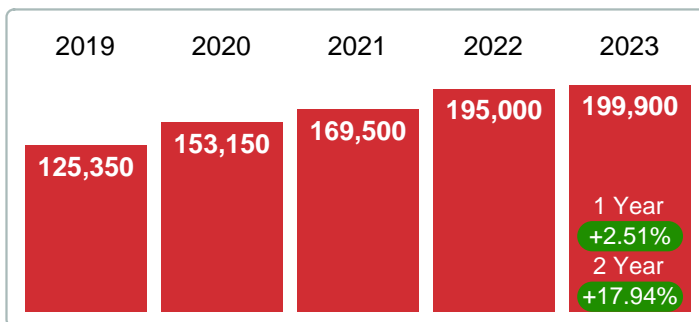
## MEDIAN SOLD PRICE AT CLOSING

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

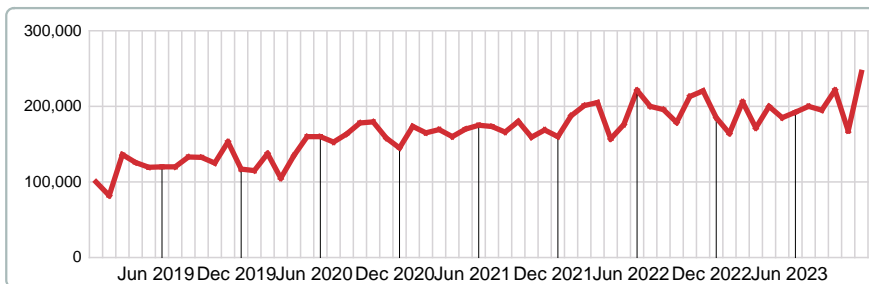
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

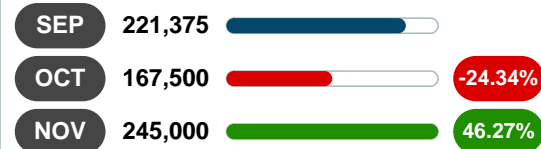


### 3 MONTHS

5 year NOV AVG = 189,049

High Nov 2023 245,000 Low Feb 2019 82,000

Median Sold Price at Closing this month at 245,000 above the 5 yr NOV average of 189,049



### 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
\$125,000 and less	2	7.14%	73,000	0	73,000	0	0
\$125,001 - \$150,000	2	7.14%	142,250	134,500	0	150,000	0
\$150,001 - \$200,000	4	14.29%	166,000	182,000	162,000	0	0
\$200,001 - \$250,000	8	28.57%	232,375	213,000	240,000	0	0
\$250,001 - \$275,000	4	14.29%	263,500	0	262,000	274,000	0
\$275,001 - \$425,000	6	21.43%	297,000	0	294,900	299,000	0
\$425,001 and up	2	7.14%	574,950	0	625,000	0	524,900
Median Sold Price			245,000	182,000	245,000	295,000	524,900
Total Closed Units		100%	245,000	3	19	5	1
Total Closed Volume			7,173,800	529.50K	4.68M	1.44M	524.90K

# November 2023



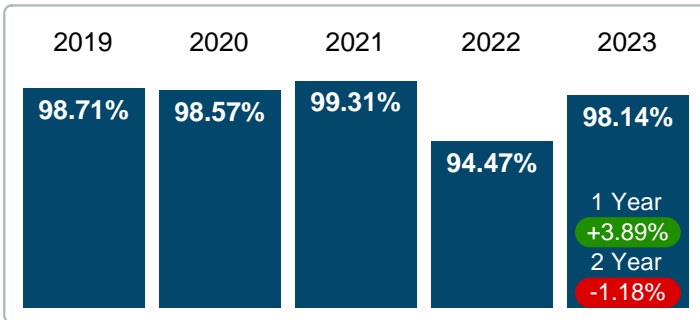
Area Delimited by County Of Cherokee - Residential Property Type



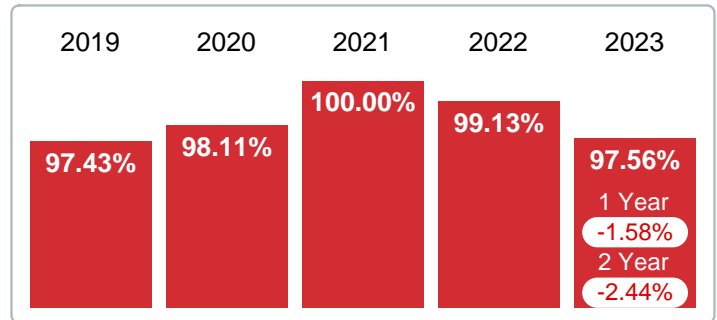
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

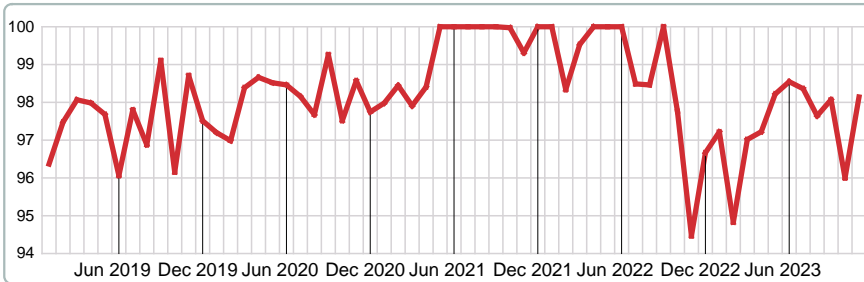
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

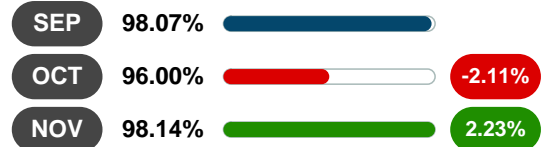


### 3 MONTHS

5 year NOV AVG = 97.84%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.14%**  
equal to 5 yr NOV average of **97.84%**



## 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
\$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%	98.61%	93.33%	99.69%	0.00%	0.00%
\$200,001 - \$250,000	8	28.57%	97.76%	97.75%	97.78%	0.00%	0.00%
\$250,001 - \$275,000	4	14.29%	100.74%	0.00%	100.00%	101.48%	0.00%
\$275,001 - \$425,000	6	21.43%	99.02%	0.00%	98.25%	99.79%	0.00%
\$425,001 and up	2	7.14%	98.08%	0.00%	96.15%	0.00%	100.00%
Median Sold/List Ratio		98.14%		93.33%	98.04%	101.42%	100.00%
Total Closed Units		28	100%	3	19	5	1
Total Closed Volume		7,173,800		529.50K	4.68M	1.44M	524.90K

# November 2023



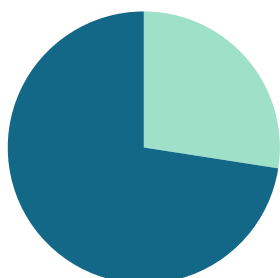
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



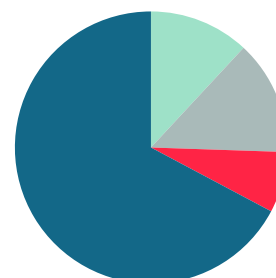
**Inventory**

- 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%
Median List Price	227,950	257,250	12.85%	198,500	204,000	2.77%
Median Sale Price	220,500	245,000	11.11%	195,000	199,900	2.51%
Median Percent of Selling Price to List Price	94.47%	98.14%	3.89%	99.13%	97.56%	-1.58%
Median Days on Market to Sale	33.50	55.00	64.18%	12.00	27.00	125.00%
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

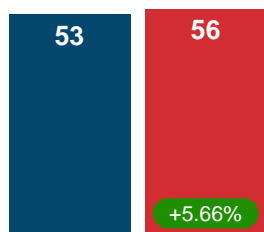
**Inventory** on November 30, 2023 = **158**

**2022** **2023**

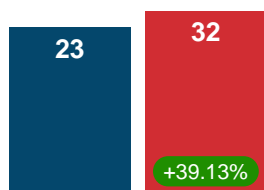
### NOVEMBER MARKET

### MEDIAN PRICES

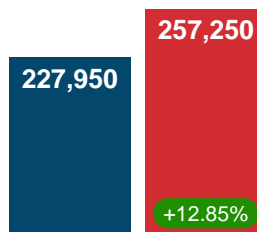
#### New Listings



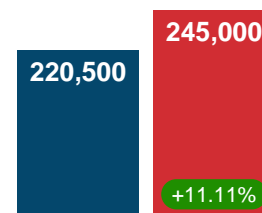
#### Pending Listings



#### List Price



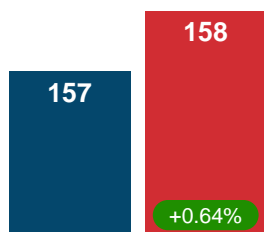
#### Sale Price



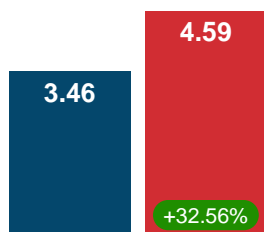
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

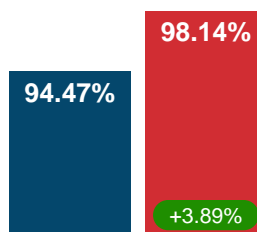
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

