

# December 2023



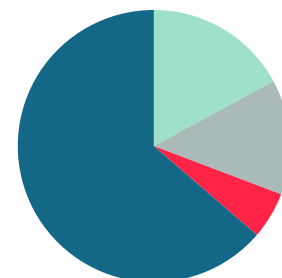
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	27	40	48.15%
Pending Listings	22	32	45.45%
New Listings	24	37	54.17%
Average List Price	234,530	195,387	-16.69%
Average Sale Price	224,776	186,188	-17.17%
Average Percent of Selling Price to List Price	95.52%	94.03%	-1.56%
Average Days on Market to Sale	52.22	40.28	-22.88%
End of Month Inventory	142	149	4.93%
Months Supply of Inventory	3.26	4.19	28.27%



■ Closed (17.09%)  
■ Pending (13.68%)  
■ Other OffMarket (5.56%)  
■ Active (63.68%)

**Absorption:** Last 12 months, an Average of **36** Sales/Month  
**Active Inventory** as of December 31, 2023 = **149**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2023 rose **4.93%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **4.19** 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 **17.17%** in December 2023 to \$186,188 versus the previous year at \$224,776.

#### Average Days on Market Shortens

The average number of **40.28** days that homes spent on the market before selling decreased by 11.95 days or **22.88%** in December 2023 compared to last year's same month at **52.22** DOM.

#### Sales Success for December 2023 is Positive

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

There were 37 New Listings in December 2023, up **54.17%** from last year at 24. Furthermore, there were 40 Closed Listings this month versus last year at 27, a **48.15%** increase.

Closed versus Listed trends yielded a **108.1%** ratio, down from previous year's, December 2022, at **112.5%**, a **3.90%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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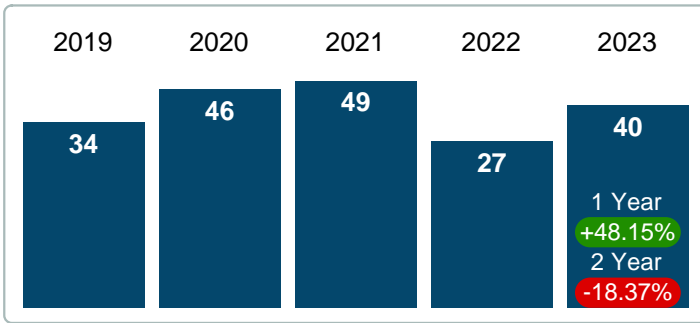
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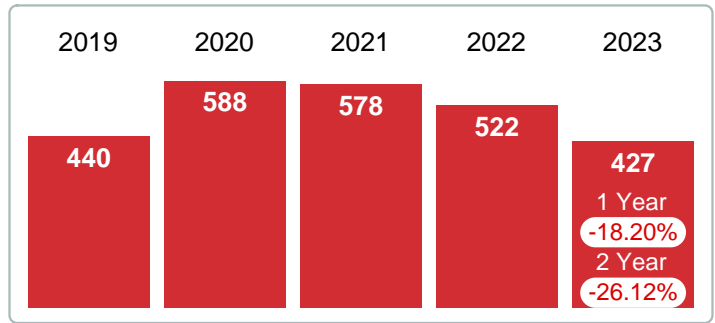
## CLOSED LISTINGS

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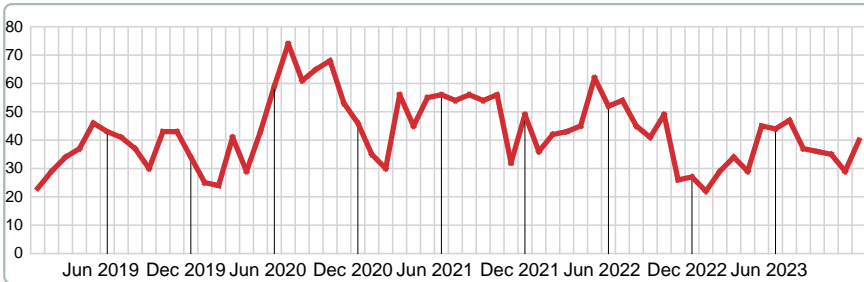
### DECEMBER



### YEAR TO DATE (YTD)

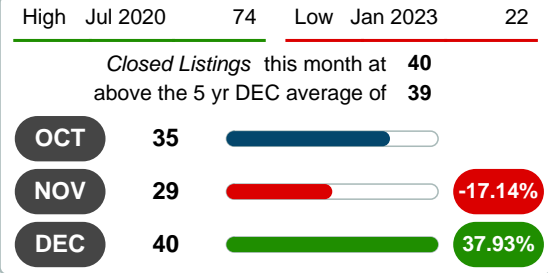


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	7.50%	60.3	3	0	0	0
\$75,001 - \$100,000	3	7.50%	27.3	1	2	0	0
\$100,001 - \$125,000	5	12.50%	90.2	3	2	0	0
\$125,001 - \$175,000	12	30.00%	33.7	3	9	0	0
\$175,001 - \$225,000	7	17.50%	24.9	0	4	2	1
\$225,001 - \$375,000	6	15.00%	32.2	1	4	1	0
\$375,001 and up	4	10.00%	31.5	0	3	1	0
<b>Total Closed Units</b>	<b>40</b>			<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,447,525</b>	<b>100%</b>	<b>40.3</b>	<b>1.21M</b>	<b>4.92M</b>	<b>1.09M</b>	<b>225.00K</b>
<b>Average Closed Price</b>	<b>\$186,188</b>			<b>\$110,300</b>	<b>\$205,009</b>	<b>\$272,250</b>	<b>\$225,000</b>

# December 2023



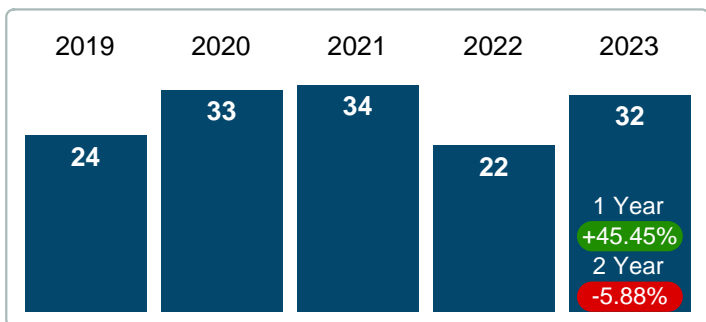
Area Delimited by County Of Cherokee - Residential Property Type



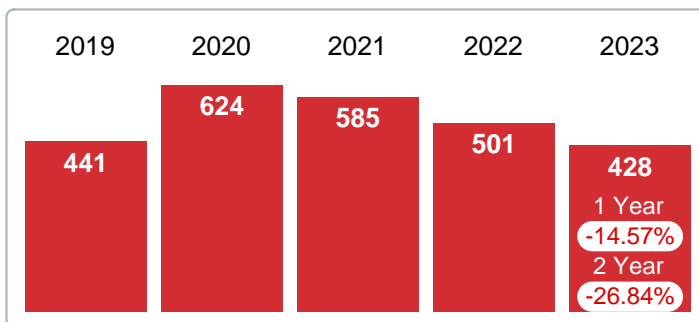
## PENDING LISTINGS

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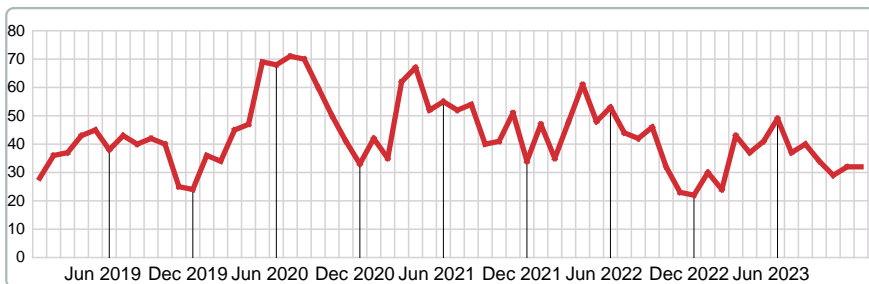
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 29

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at **32**  
above the 5 yr DEC average of **29**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	6.25%	77.5	0	2	0	0
\$100,001 - \$150,000	6	18.75%	54.0	2	4	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$300,000	11	34.38%	44.3	2	7	2	0
\$300,001 - \$375,000	5	15.63%	95.8	0	2	3	0
\$375,001 - \$425,000	6	18.75%	37.7	0	3	1	2
\$425,001 and up	2	6.25%	9.5	0	1	1	0
<b>Total Pending Units</b>	<b>32</b>			<b>4</b>	<b>19</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,285,300</b>	<b>100%</b>	<b>33.3</b>	<b>669.40K</b>	<b>4.35M</b>	<b>2.49M</b>	<b>776.30K</b>
<b>Average Listing Price</b>	<b>\$242,233</b>			<b>\$167,350</b>	<b>\$228,947</b>	<b>\$355,657</b>	<b>\$388,150</b>

# December 2023



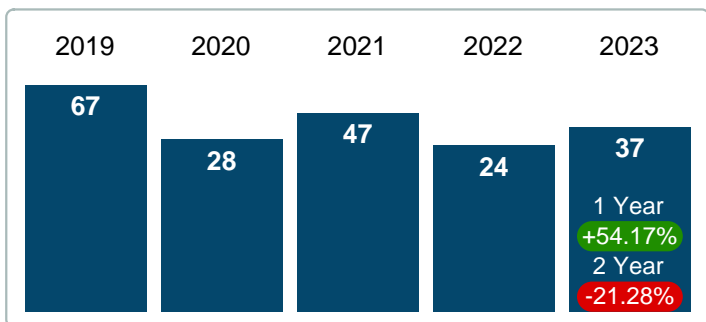
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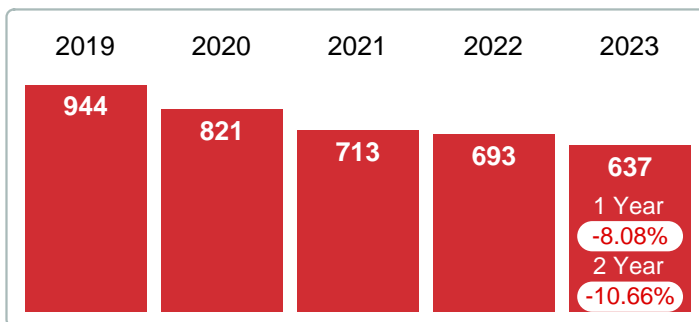
## NEW LISTINGS

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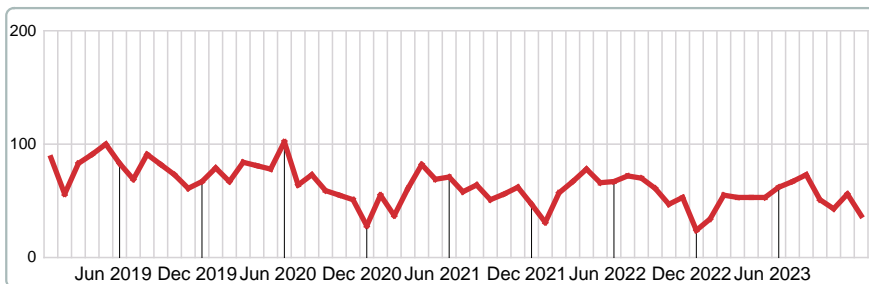
### DECEMBER



### YEAR TO DATE (YTD)

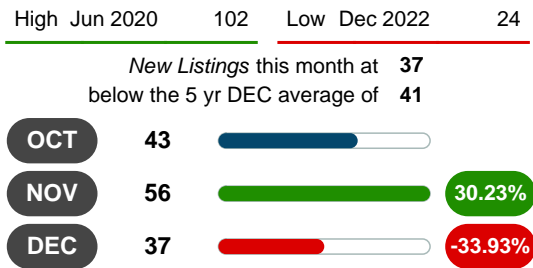


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 41



### 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	1	2.70%	1	0	0	0
\$100,001 - \$150,000	5	13.51%	3	2	0	0
\$150,001 - \$200,000	6	16.22%	1	5	0	0
\$200,001 - \$275,000	11	29.73%	1	7	3	0
\$275,001 - \$375,000	6	16.22%	0	4	2	0
\$375,001 - \$475,000	4	10.81%	0	2	2	0
\$475,001 and up	4	10.81%	0	3	1	0
<b>Total New Listed Units</b>	<b>37</b>		<b>6</b>	<b>23</b>	<b>8</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>10,327,698</b>	<b>100%</b>	<b>890.20K</b>	<b>6.69M</b>	<b>2.74M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$269,133</b>		<b>\$148,367</b>	<b>\$290,996</b>	<b>\$343,075</b>	<b>\$0</b>

# December 2023



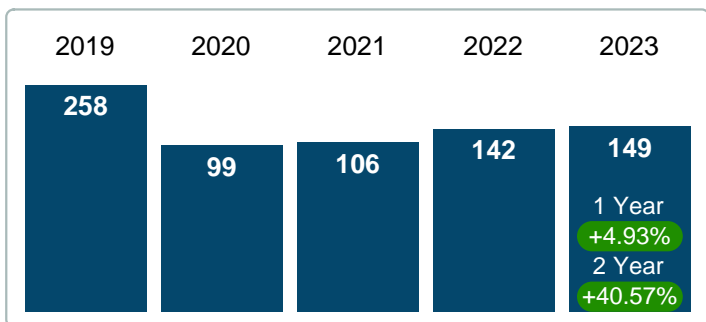
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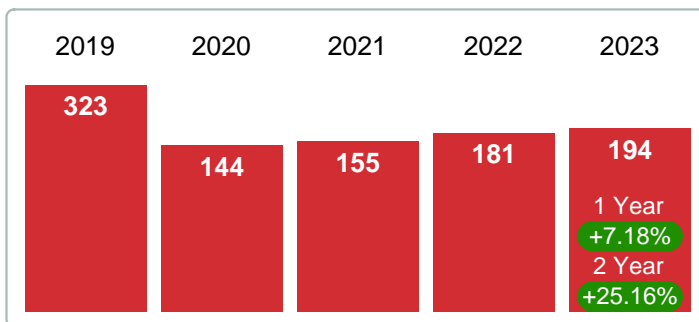
## ACTIVE INVENTORY

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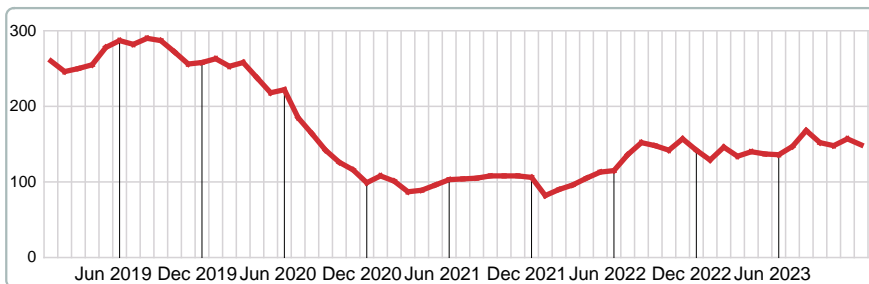
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 151

High Aug 2019 290 Low Jan 2022 82

Inventory this month at 149  
below the 5 yr DEC average of 151



### 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	7	4.70%	84.4	4	3	0	0
\$75,001 - \$100,000	22	14.77%	60.8	15	7	0	0
\$100,001 - \$200,000	26	17.45%	90.3	7	15	3	1
\$200,001 - \$300,000	39	26.17%	75.3	3	27	9	0
\$300,001 - \$375,000	17	11.41%	77.5	2	11	3	1
\$375,001 - \$675,000	21	14.09%	105.4	2	9	9	1
\$675,001 and up	17	11.41%	107.1	1	5	8	3
<b>Total Active Inventory by Units</b>	<b>149</b>			<b>34</b>	<b>77</b>	<b>32</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>48,394,390</b>	<b>100%</b>	<b>84.3</b>	<b>7.32M</b>	<b>22.37M</b>	<b>14.67M</b>	<b>4.02M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$324,795</b>			<b>\$215,366</b>	<b>\$290,578</b>	<b>\$458,523</b>	<b>\$670,783</b>

# December 2023



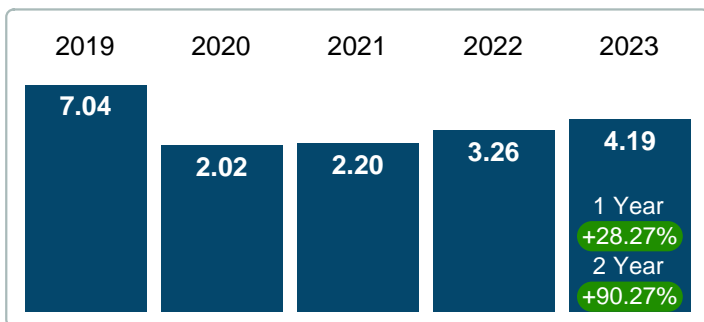
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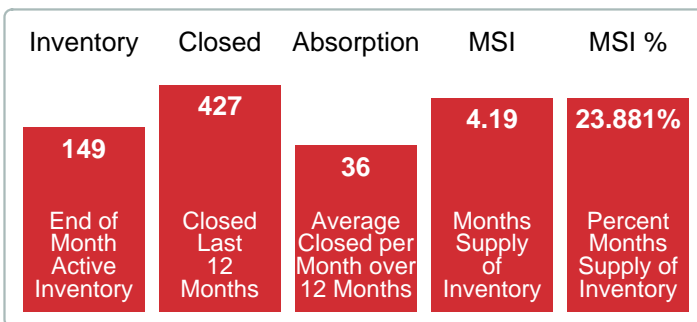
## MONTHS SUPPLY of INVENTORY (MSI)

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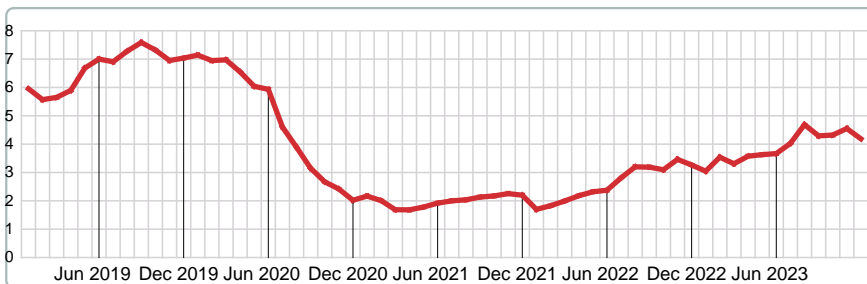
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2023

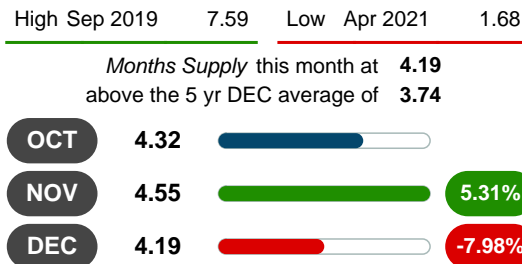


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.74



### 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	7	4.70%	2.80	2.40	4.00	0.00	0.00
\$75,001 - \$100,000	22	14.77%	11.00	22.50	5.60	0.00	0.00
\$100,001 - \$200,000	26	17.45%	1.80	2.21	1.61	1.64	12.00
\$200,001 - \$300,000	39	26.17%	3.52	3.27	3.64	3.48	0.00
\$300,001 - \$375,000	17	11.41%	7.03	24.00	7.76	4.00	6.00
\$375,001 - \$675,000	21	14.09%	7.20	24.00	4.50	27.00	2.00
\$675,001 and up	17	11.41%	68.00	0.00	0.00	48.00	36.00
Market Supply of Inventory (MSI)	4.19	100%	4.19	5.16	3.47	5.49	6.00
Total Active Inventory by Units	149			34	77	32	6

# December 2023



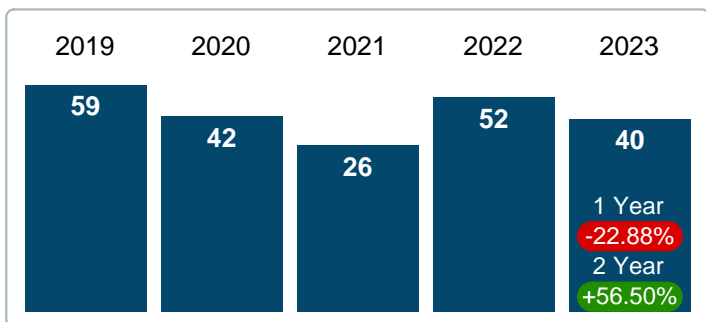
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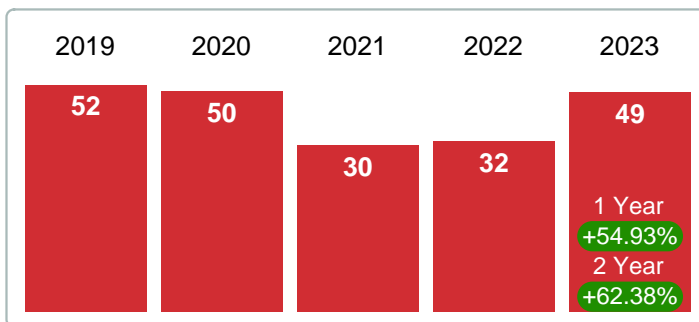
## AVERAGE DAYS ON MARKET TO SALE

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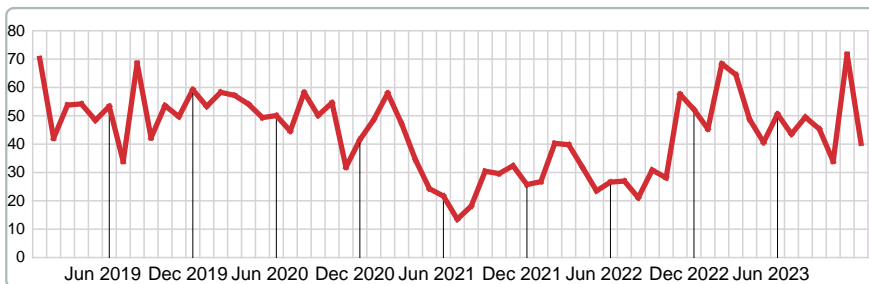
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

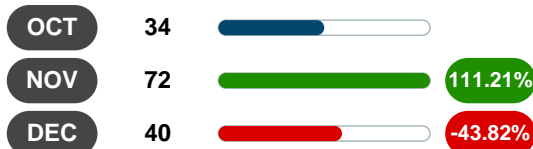


### 3 MONTHS

5 year DEC AVG = 44

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 40 below the 5 yr DEC average of 44



### 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
\$75,000 and less	7.50%	60	60	0	0	0
\$75,001 - \$100,000	7.50%	27	45	19	0	0
\$100,001 - \$125,000	12.50%	90	96	82	0	0
\$125,001 - \$175,000	30.00%	34	11	41	0	0
\$175,001 - \$225,000	17.50%	25	0	28	4	54
\$225,001 - \$375,000	15.00%	32	12	45	1	0
\$375,001 and up	10.00%	32	0	42	1	0
<b>Average Closed DOM</b>		<b>40</b>	<b>51</b>	<b>41</b>	<b>2</b>	<b>54</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>40</b>	<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,447,525</b>	<b>1.21M</b>	<b>4.92M</b>	<b>1.09M</b>	<b>225.00K</b>

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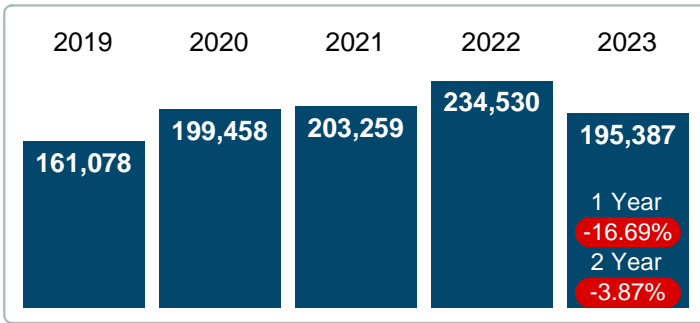
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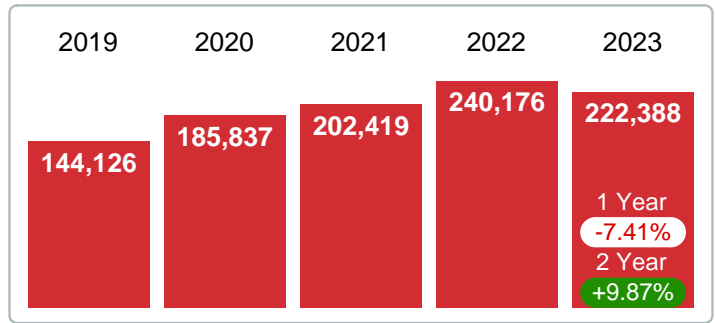
## AVERAGE LIST PRICE AT CLOSING

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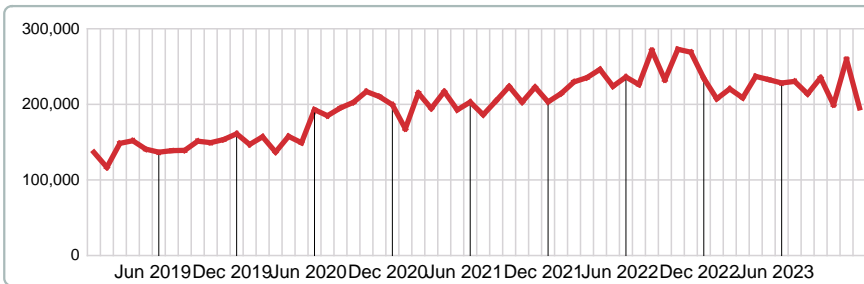
### DECEMBER



### YEAR TO DATE (YTD)

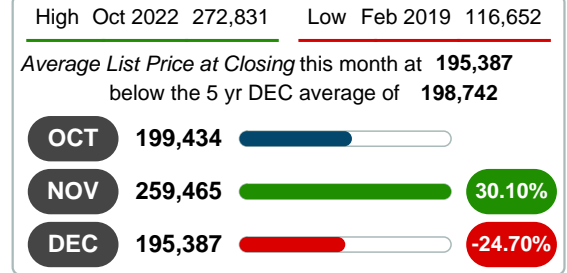


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 198,742



### 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
\$75,000 and less	7.50%	52,966	52,966	0	0	0
\$75,001 - \$100,000	5.00%	89,500	95,000	102,000	0	0
\$100,001 - \$125,000	12.50%	115,960	113,267	124,000	0	0
\$125,001 - \$175,000	25.00%	146,600	143,933	162,678	0	0
\$175,001 - \$225,000	20.00%	195,238	0	208,500	200,000	239,900
\$225,001 - \$375,000	22.50%	285,544	264,900	301,325	279,900	0
\$375,001 and up	7.50%	433,333	0	408,300	425,000	0
<b>Average List Price</b>		<b>195,387</b>	<b>117,309</b>	<b>215,846</b>	<b>276,225</b>	<b>239,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>195,387</b>	<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,815,499</b>	<b>1.29M</b>	<b>5.18M</b>	<b>1.10M</b>	<b>239.90K</b>



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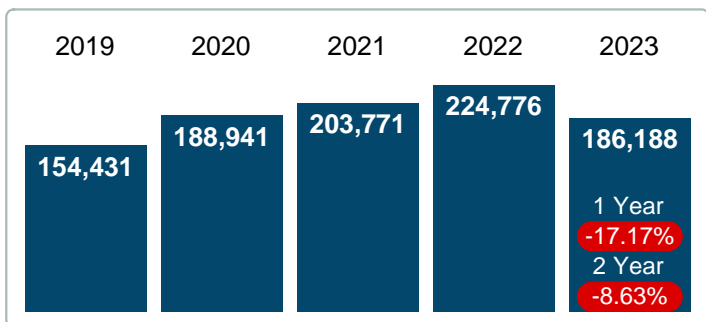
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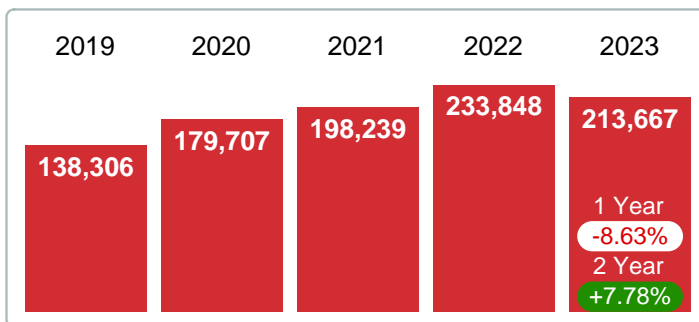
## AVERAGE SOLD PRICE AT CLOSING

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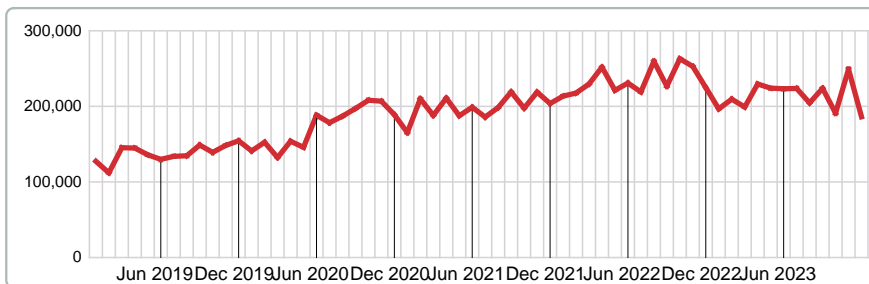
### DECEMBER



### YEAR TO DATE (YTD)

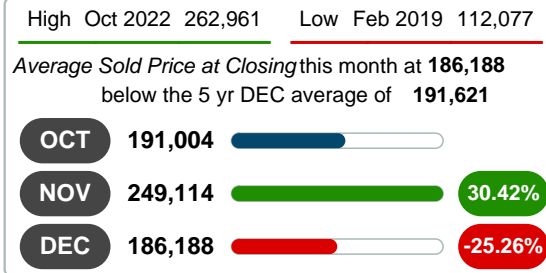


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 191,621



### 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
\$75,000 and less	7.50%	47,000	47,000	0	0	0
\$75,001 - \$100,000	7.50%	83,067	80,000	84,600	0	0
\$100,001 - \$125,000	12.50%	108,980	111,633	105,000	0	0
\$125,001 - \$175,000	30.00%	149,710	140,800	152,681	0	0
\$175,001 - \$225,000	17.50%	199,714	0	195,750	195,000	225,000
\$225,001 - \$375,000	15.00%	275,483	235,000	285,975	274,000	0
\$375,001 and up	10.00%	416,250	0	413,333	425,000	0
<b>Average Sold Price</b>		<b>186,188</b>	<b>110,300</b>	<b>205,009</b>	<b>272,250</b>	<b>225,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>186,188</b>	<b>11</b>	<b>24</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,447,525</b>	<b>1.21M</b>	<b>4.92M</b>	<b>1.09M</b>	<b>225.00K</b>

# December 2023



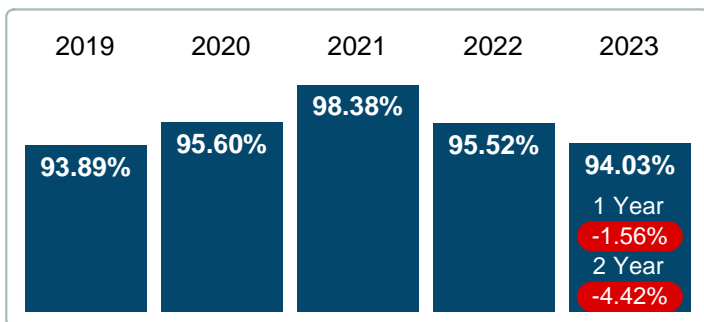
Area Delimited by County Of Cherokee - Residential Property Type



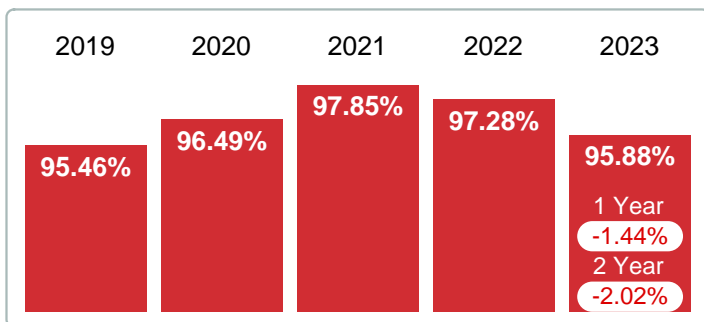
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2024 for MLS Technology Inc.

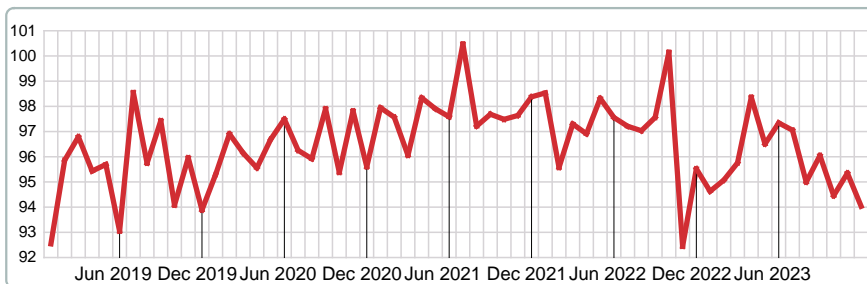
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

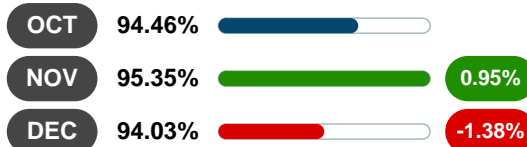


### 3 MONTHS

5 year DEC AVG = 95.48%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **94.03%**  
below the 5 yr DEC average of **95.48%**



### 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
\$75,000 and less	3	7.50%	87.89%	87.89%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	3	7.50%	85.21%	84.21%	85.71%	0.00%	0.00%
\$100,001 - \$125,000	5	12.50%	93.01%	98.51%	84.77%	0.00%	0.00%
\$125,001 - \$175,000	12	30.00%	95.02%	97.76%	94.11%	0.00%	0.00%
\$175,001 - \$225,000	7	17.50%	95.03%	0.00%	94.07%	97.56%	93.79%
\$225,001 - \$375,000	6	15.00%	94.33%	88.71%	94.84%	97.89%	0.00%
\$375,001 and up	4	10.00%	101.40%	0.00%	101.86%	100.00%	0.00%
Average Sold/List Ratio		94.00%		93.22%	93.71%	98.25%	93.79%
Total Closed Units		40	100%	11	24	4	1
Total Closed Volume		7,447,525		1.21M	4.92M	1.09M	225.00K

# December 2023



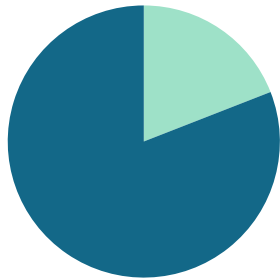
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

### INVENTORY

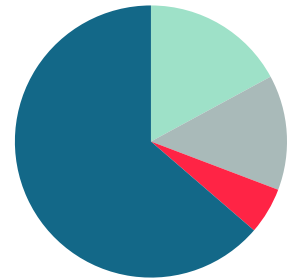


**Inventory**  
 New Listings  
**37 = 19.07%**  
 Start Inventory  
**157**  
 Total Inventory Units  
**194**  
 Volume  
**\$63,190,289**

### Market Activity

Closed Sales  
**40 = 17.09%**  
 Pending Sales  
**32 = 13.68%**  
 Other Off Market  
**13 = 5.56%**  
 Active Inventory  
**149 = 63.68%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	27	40	48.15%	522	427	-18.20%
Pending Sales	22	32	45.45%	501	428	-14.57%
New Listings	24	37	54.17%	693	637	-8.08%
Average List Price	234,530	195,387	-16.69%	240,176	222,388	-7.41%
Average Sale Price	224,776	186,188	-17.17%	233,848	213,667	-8.63%
Average Percent of Selling Price to List Price	95.52%	94.03%	-1.56%	97.28%	95.88%	-1.44%
Average Days on Market to Sale	52.22	40.28	-22.88%	31.79	49.25	54.93%
Monthly Inventory	142	149	4.93%	142	149	4.93%
Months Supply of Inventory	3.26	4.19	28.27%	3.26	4.19	28.27%

**Absorption:** Last 12 months, an Average of **36** Sales/Month

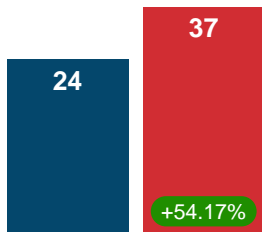
**Inventory** on December 31, 2023 = **149**

**2022** **2023**

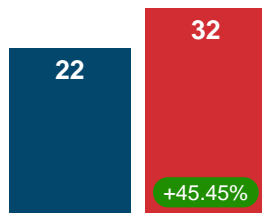
### DECEMBER MARKET

### AVERAGE PRICES

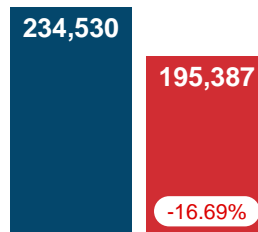
#### New Listings



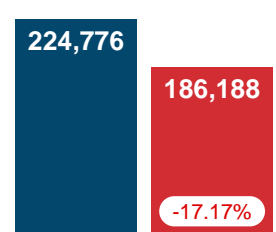
#### Pending Listings



#### List Price



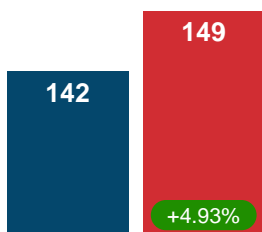
#### Sale Price



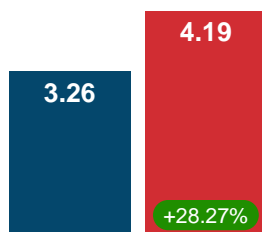
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

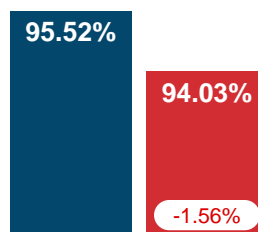
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

