

December 2023



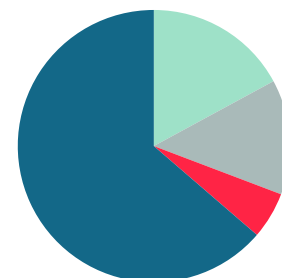
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	197,500	173,900	-11.95%
Median Sale Price	185,000	164,950	-10.84%
Median Percent of Selling Price to List Price	96.67%	95.51%	-1.20%
Median Days on Market to Sale	21.00	18.50	-11.90%
End of Month Inventory	142	149	4.93%
Months Supply of Inventory	3.26	4.19	28.27%



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.

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 **10.84%** in December 2023 to \$164,950 versus the previous year at \$185,000.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 2.50 days or **11.90%** in December 2023 compared to last year's same month at **21.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median 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.

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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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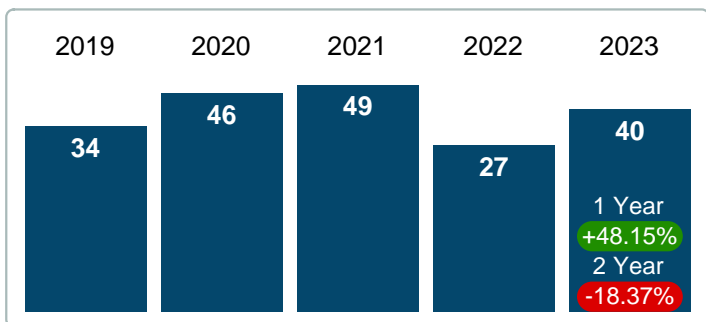
Area Delimited by County Of Cherokee - Residential Property Type



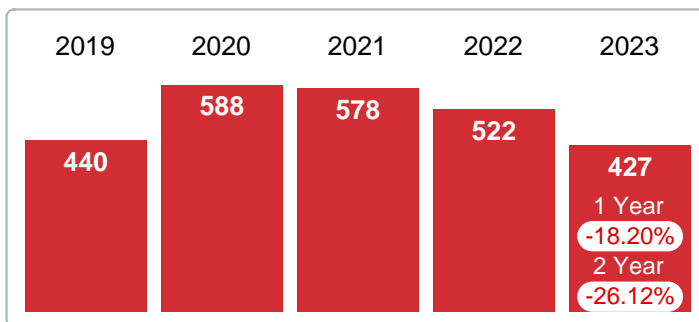
CLOSED LISTINGS

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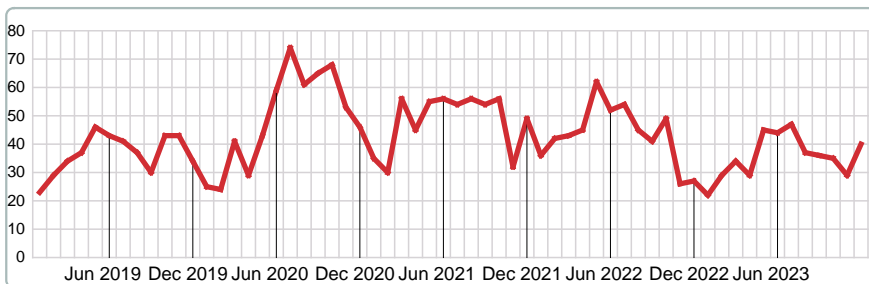
DECEMBER



YEAR TO DATE (YTD)

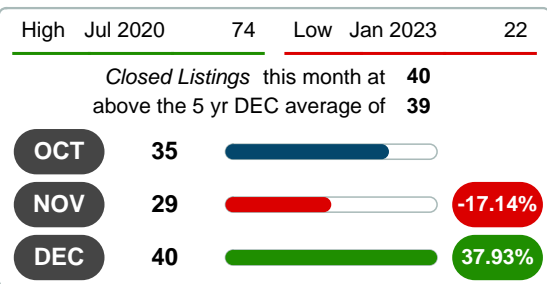


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	7.50%	13.0	3	0	0	0
\$75,001 - \$100,000	3	7.50%	31.0	1	2	0	0
\$100,001 - \$125,000	5	12.50%	114.0	3	2	0	0
\$125,001 - \$175,000	12	30.00%	18.5	3	9	0	0
\$175,001 - \$225,000	7	17.50%	22.0	0	4	2	1
\$225,001 - \$375,000	6	15.00%	8.5	1	4	1	0
\$375,001 and up	4	10.00%	17.0	0	3	1	0
Total Closed Units	40			11	24	4	1
Total Closed Volume	7,447,525	100%	18.5	1.21M	4.92M	1.09M	225.00K
Median Closed Price	\$164,950			\$109,900	\$174,000	\$234,500	\$225,000

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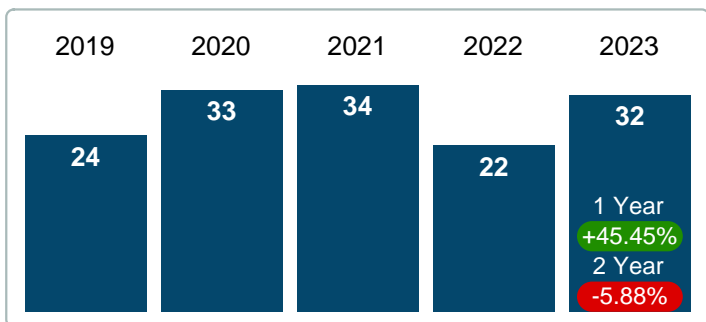
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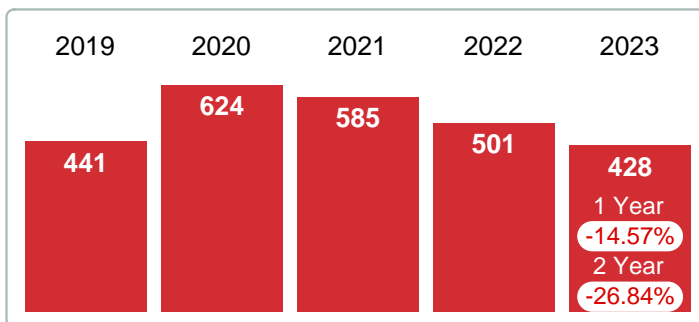
PENDING LISTINGS

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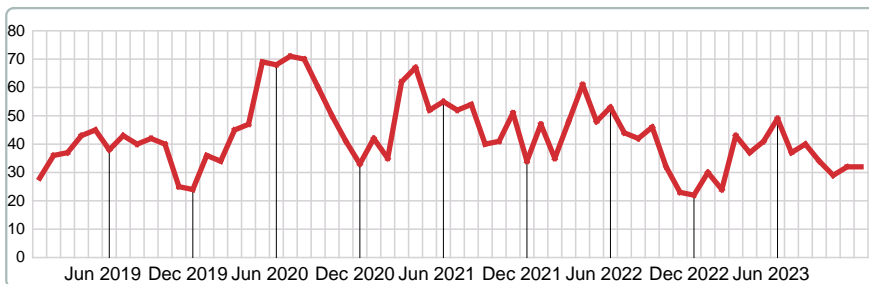
DECEMBER



YEAR TO DATE (YTD)

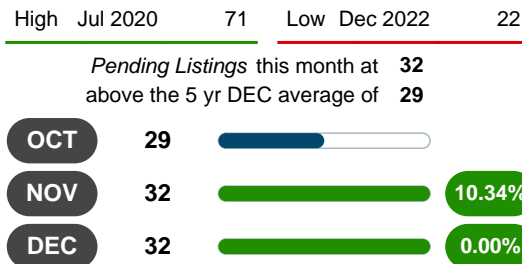


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	19.5	2	4	0	0
\$150,001 - \$150,000	0	0.00%	19.5	0	0	0	0
\$150,001 - \$300,000	11	34.38%	39.0	2	7	2	0
\$300,001 - \$375,000	5	15.63%	91.0	0	2	3	0
\$375,001 - \$425,000	6	18.75%	10.5	0	3	1	2
\$425,001 and up	2	6.25%	9.5	0	1	1	0
Total Pending Units	32			4	19	7	2
Total Pending Volume	8,285,300	100%	35.0	669.40K	4.35M	2.49M	776.30K
Median Listing Price	\$208,750			\$172,000	\$169,900	\$324,900	\$388,150

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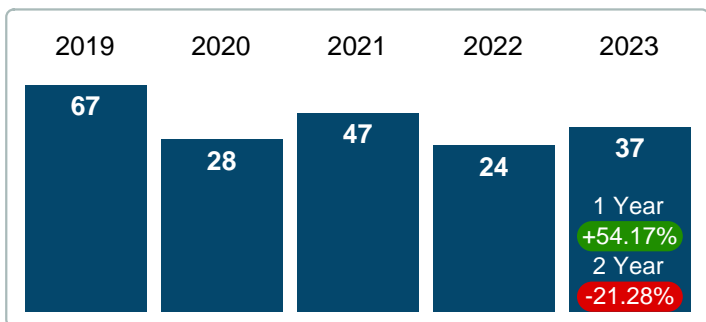
Area Delimited by County Of Cherokee - Residential Property Type



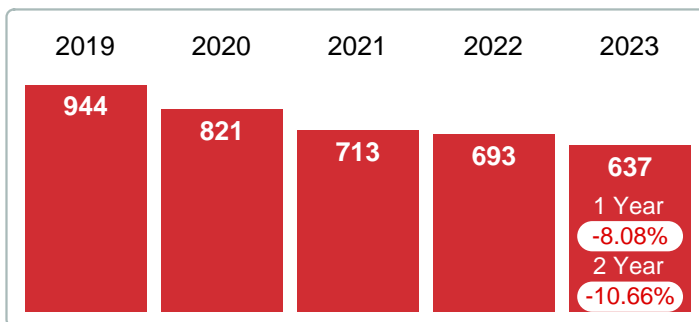
NEW LISTINGS

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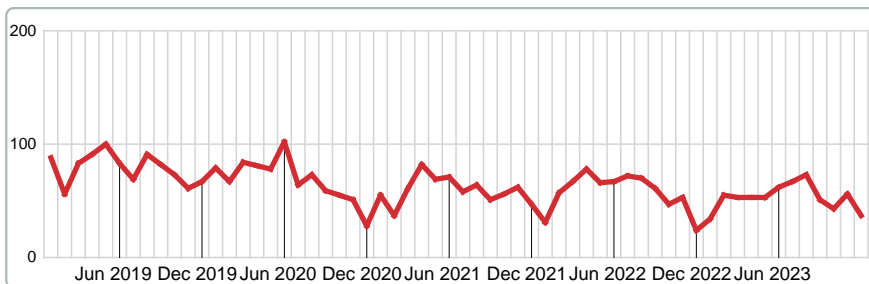
DECEMBER



YEAR TO DATE (YTD)

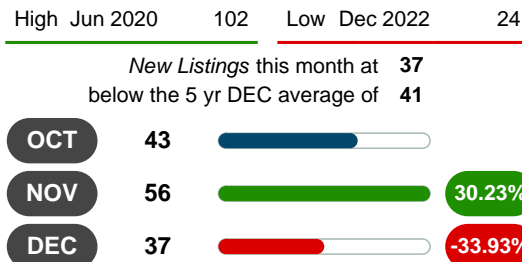


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 41



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
Total New Listed Units	37		6	23	8	0
Total New Listed Volume	10,327,698	100%	890.20K	6.69M	2.74M	0.00B
Median New Listed Listing Price	\$249,900		\$134,950	\$265,000	\$322,450	\$0

December 2023



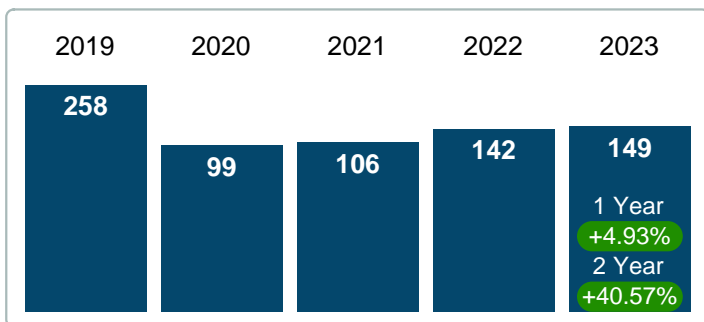
Area Delimited by County Of Cherokee - Residential Property Type



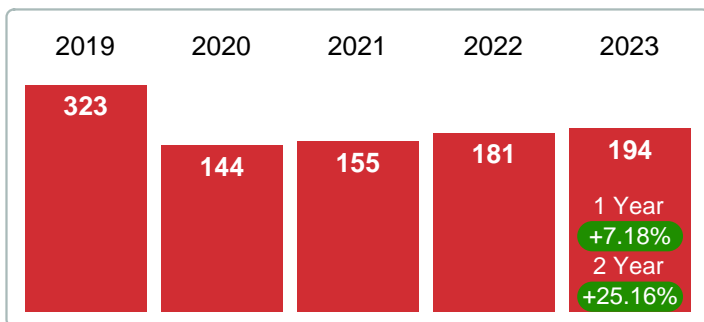
ACTIVE INVENTORY

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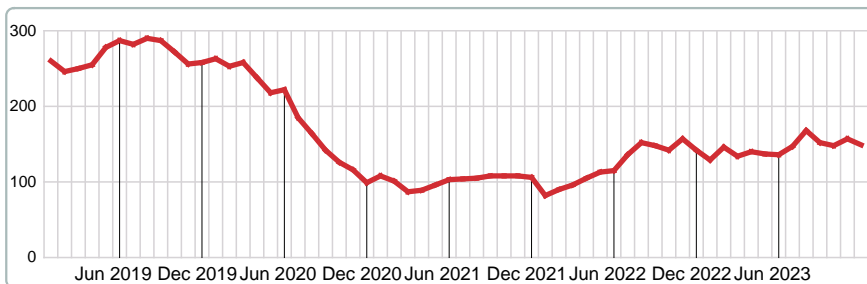
END OF DECEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	4.70%	62.0	4	3	0	0
\$75,001 - \$100,000	22	14.77%	39.0	15	7	0	0
\$100,001 - \$200,000	26	17.45%	80.5	7	15	3	1
\$200,001 - \$300,000	39	26.17%	58.0	3	27	9	0
\$300,001 - \$375,000	17	11.41%	92.0	2	11	3	1
\$375,001 - \$675,000	21	14.09%	89.0	2	9	9	1
\$675,001 and up	17	11.41%	104.0	1	5	8	3
Total Active Inventory by Units	149			34	77	32	6
Total Active Inventory by Volume	48,394,390	100%	75.0	7.32M	22.37M	14.67M	4.02M
Median Active Inventory Listing Price	\$257,000			\$99,950	\$264,900	\$392,950	\$617,400

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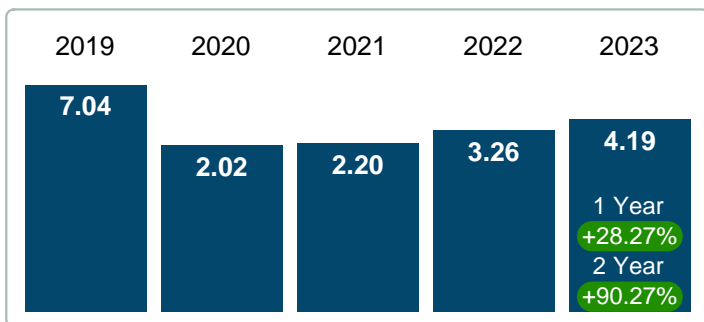
Area Delimited by County Of Cherokee - Residential Property Type



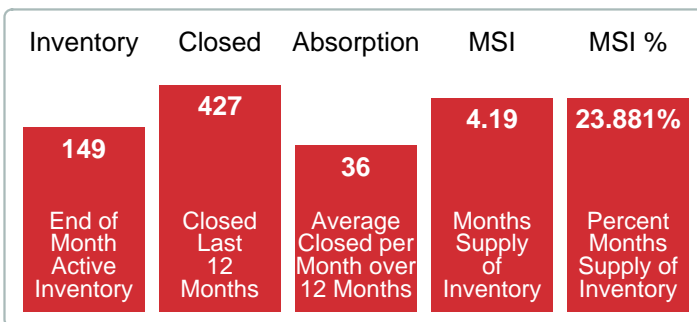
MONTHS SUPPLY of INVENTORY (MSI)

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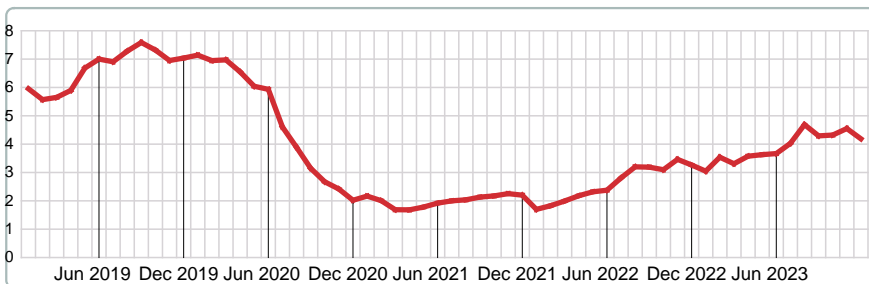
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.74

High Sep 2019 7.59 Low Apr 2021 1.68

Months Supply this month at **4.19**
above the 5 yr DEC average of **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			5.16	3.47	5.49	6.00
Total Active Inventory by Units	149	100%	4.19	34	77	32	6

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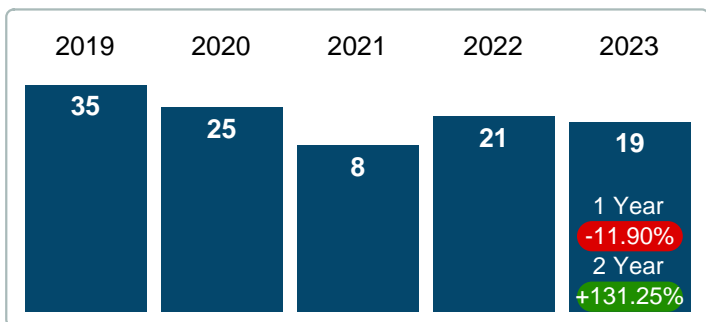
Area Delimited by County Of Cherokee - Residential Property Type



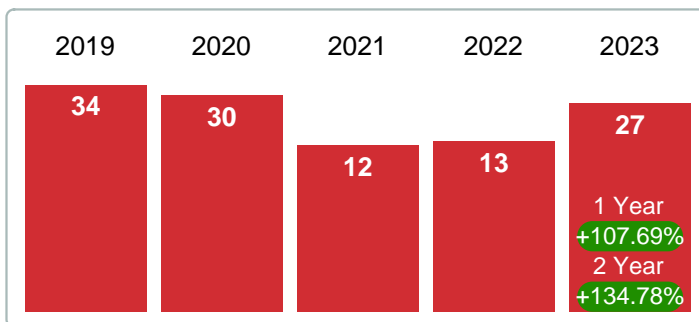
MEDIAN DAYS ON MARKET TO SALE

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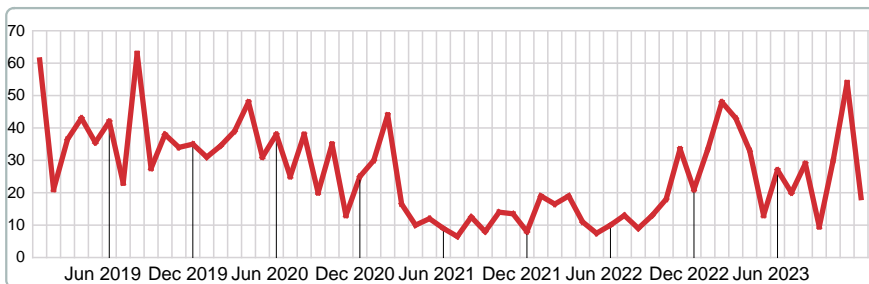
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

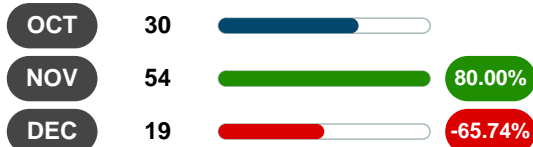


3 MONTHS

5 year DEC AVG = 22

High Aug 2019 63 Low Jul 2021 7

Median Days on Market to Sale this month at 19 below the 5 yr DEC average of 22



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
\$75,000 and less	7.50%	13	13	0	0	0
\$75,001 - \$100,000	7.50%	31	45	19	0	0
\$100,001 - \$125,000	12.50%	114	114	82	0	0
\$125,001 - \$175,000	30.00%	19	11	27	0	0
\$175,001 - \$225,000	17.50%	22	0	24	4	54
\$225,001 - \$375,000	15.00%	9	12	28	1	0
\$375,001 and up	10.00%	17	0	33	1	0
Median Closed DOM		19	13	27	1	54
Total Closed Units	100%	40	11	24	4	1
Total Closed Volume		7,447,525	1.21M	4.92M	1.09M	225.00K

December 2023



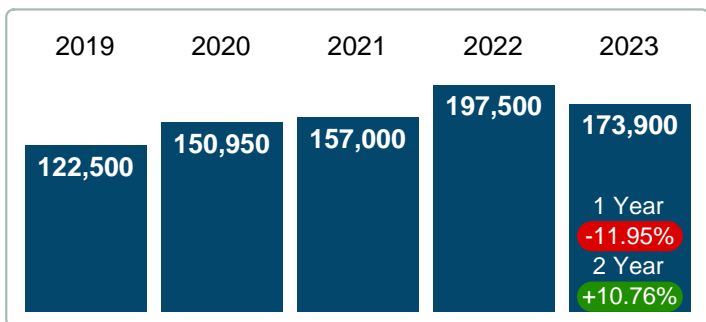
Area Delimited by County Of Cherokee - Residential Property Type



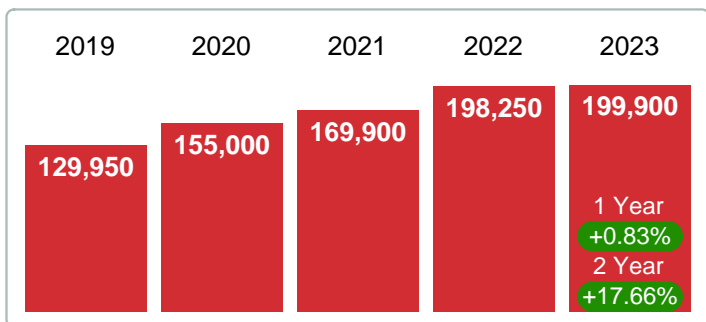
MEDIAN LIST PRICE AT CLOSING

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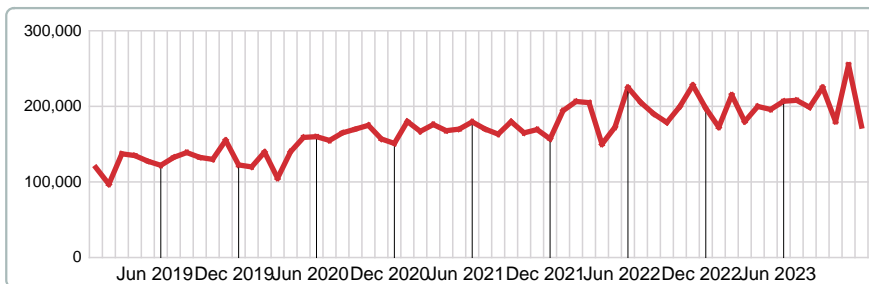
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

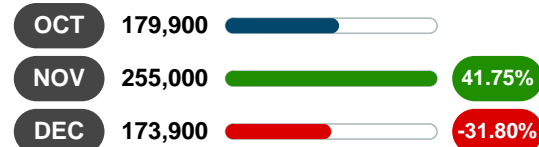


3 MONTHS

5 year DEC AVG = 160,370

High Nov 2023 255,000 Low Feb 2019 97,000

Median List Price at Closing this month at **173,900** above the 5 yr DEC average of **160,370**



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
\$75,000 and less	7.50%	59,000	59,000	0	0	0
\$75,001 - \$100,000	5.00%	89,500	95,000	84,000	0	0
\$100,001 - \$125,000	12.50%	119,900	110,000	120,000	0	0
\$125,001 - \$175,000	25.00%	147,100	144,400	149,900	0	0
\$175,001 - \$225,000	20.00%	195,000	0	190,000	200,000	0
\$225,001 - \$375,000	22.50%	275,500	264,900	292,700	279,900	239,900
\$375,001 and up	7.50%	425,000	0	437,500	425,000	0
Median List Price		173,900	110,000	182,000	242,450	239,900
Total Closed Units	100%	173,900	11	24	4	1
Total Closed Volume		7,815,499	1.29M	5.18M	1.10M	239.90K

December 2023



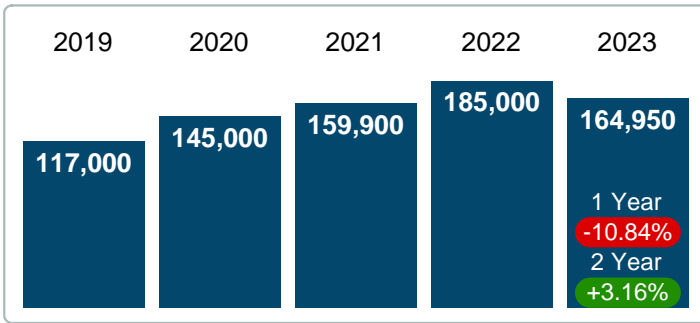
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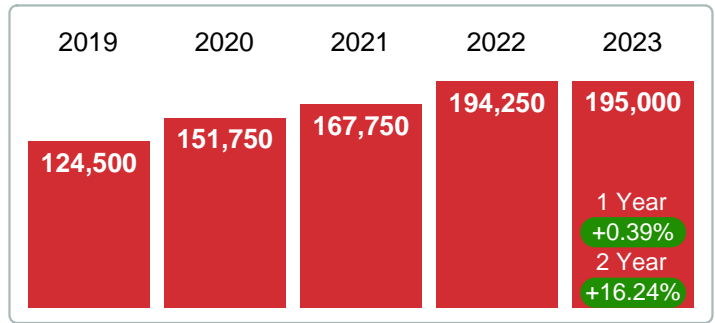
MEDIAN SOLD PRICE AT CLOSING

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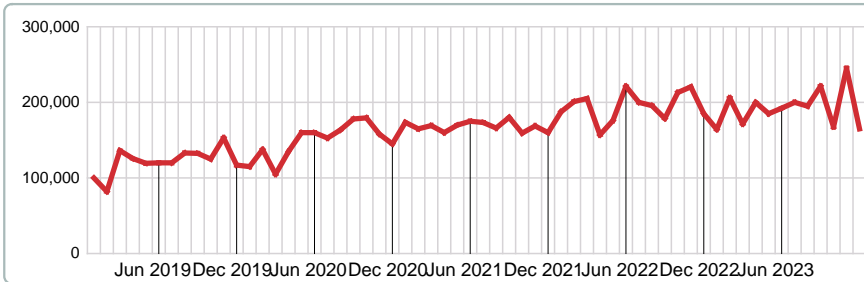
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 154,370

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

Median Sold Price at Closing this month at **164,950** above the 5 yr DEC average of **154,370**



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
\$75,000 and less	7.50%	50,000	50,000	0	0	0
\$75,001 - \$100,000	7.50%	84,000	80,000	84,600	0	0
\$100,001 - \$125,000	12.50%	105,000	109,900	105,000	0	0
\$125,001 - \$175,000	30.00%	146,250	145,000	148,725	0	0
\$175,001 - \$225,000	17.50%	195,000	0	190,000	195,000	225,000
\$225,001 - \$375,000	15.00%	269,500	235,000	283,950	274,000	0
\$375,001 and up	10.00%	425,000	0	425,000	425,000	0
Median Sold Price		164,950	109,900	174,000	234,500	225,000
Total Closed Units	100%	40	11	24	4	1
Total Closed Volume		7,447,525	1.21M	4.92M	1.09M	225.00K

December 2023



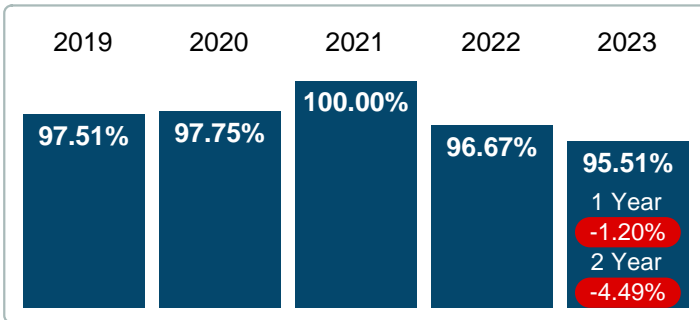
Area Delimited by County Of Cherokee - Residential Property Type



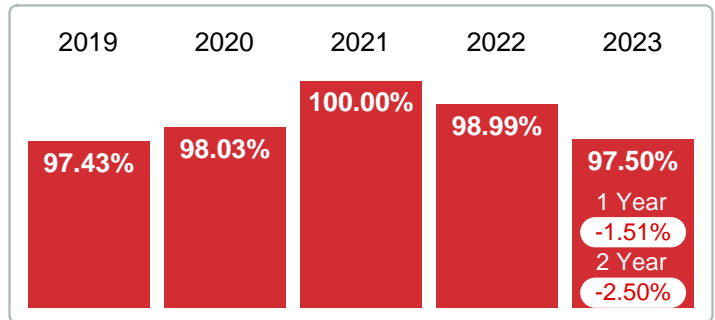
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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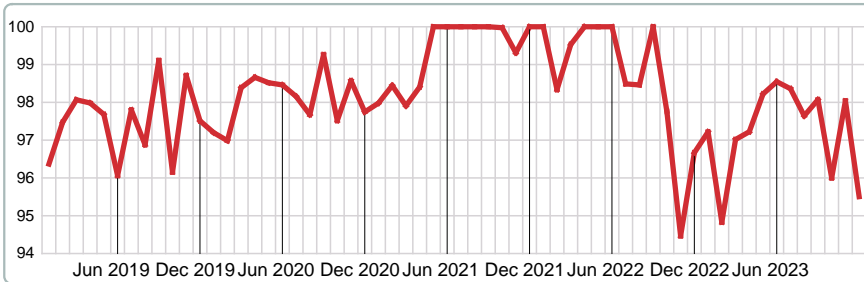
DECEMBER



YEAR TO DATE (YTD)

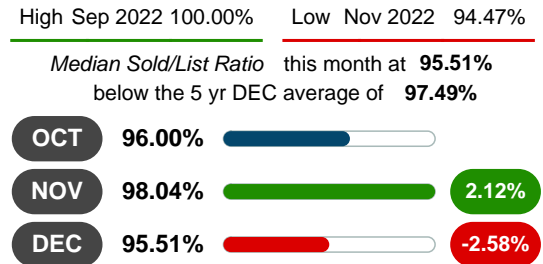


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 97.49%



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	
\$75,000 and less	3	7.50%	84.75%	84.75%	0.00%	0.00%	0.00%	
\$75,001 - \$100,000	3	7.50%	84.21%	84.21%	85.71%	0.00%	0.00%	
\$100,001 - \$125,000	5	12.50%	95.45%	100.00%	84.77%	0.00%	0.00%	
\$125,001 - \$175,000	12	30.00%	95.92%	100.00%	94.59%	0.00%	0.00%	
\$175,001 - \$225,000	7	17.50%	95.12%	0.00%	93.70%	97.56%	93.79%	
\$225,001 - \$375,000	6	15.00%	95.25%	88.71%	95.25%	97.89%	0.00%	
\$375,001 and up	4	10.00%	100.00%	0.00%	100.00%	100.00%	0.00%	
Median Sold/List Ratio		95.51%		95.45%	95.08%	98.95%	93.79%	
Total Closed Units		40	100%	95.51%	11	24	4	1
Total Closed Volume		7,447,525			1.21M	4.92M	1.09M	225.00K

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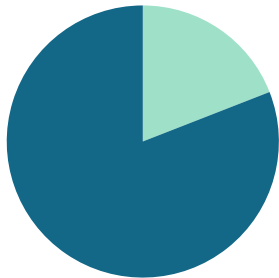
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

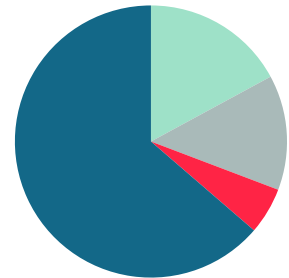


Inventory
 New Listings
37 = 19.07%
 Start Inventory
157
 Total Inventory Units
194
 Volume
\$63,190,289

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%
Median List Price	197,500	173,900	-11.95%	198,250	199,900	0.83%
Median Sale Price	185,000	164,950	-10.84%	194,250	195,000	0.39%
Median Percent of Selling Price to List Price	96.67%	95.51%	-1.20%	98.99%	97.50%	-1.51%
Median Days on Market to Sale	21.00	18.50	-11.90%	13.00	27.00	107.69%
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

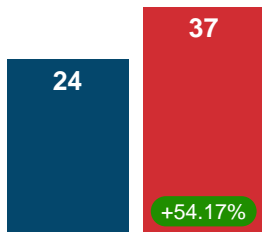
Inventory on December 31, 2023 = **149**

2022 **2023**

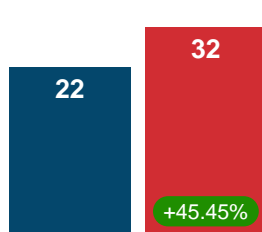
DECEMBER MARKET

MEDIAN PRICES

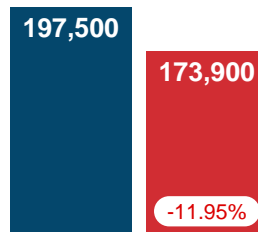
New Listings



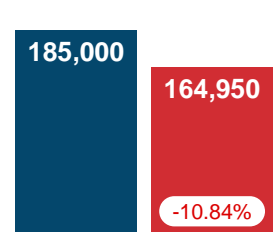
Pending Listings



List Price



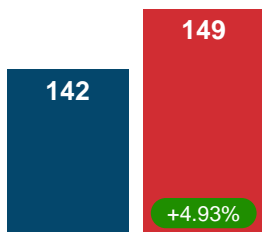
Sale Price



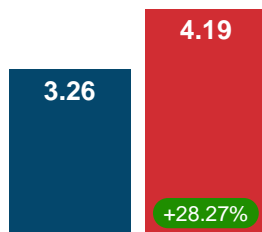
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

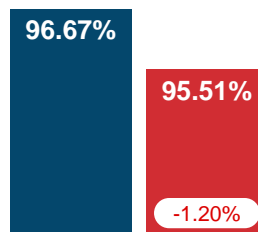
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

