

# January 2024



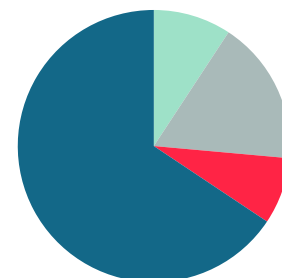
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	22	21	-4.55%
Pending Listings	30	39	30.00%
New Listings	34	55	61.76%
Average List Price	207,368	215,143	3.75%
Average Sale Price	196,680	208,919	6.22%
Average Percent of Selling Price to List Price	94.63%	95.83%	1.27%
Average Days on Market to Sale	45.36	41.52	-8.46%
End of Month Inventory	129	149	15.50%
Months Supply of Inventory	3.05	4.20	37.74%



■ Closed (9.25%)  
■ Pending (17.18%)  
■ Other OffMarket (7.93%)  
■ Active (65.64%)

**Absorption:** Last 12 months, an Average of **36** Sales/Month  
**Active Inventory** as of January 31, 2024 = **149**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2024 rose **15.50%** 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 **4.20** 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 **6.22%** in January 2024 to \$208,919 versus the previous year at \$196,680.

#### Average Days on Market Shortens

The average number of **41.52** days that homes spent on the market before selling decreased by 3.84 days or **8.46%** in January 2024 compared to last year's same month at **45.36** DOM.

#### Sales Success for January 2024 is Positive

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

There were 55 New Listings in January 2024, up **61.76%** from last year at 34. Furthermore, there were 21 Closed Listings this month versus last year at 22, a **-4.55%** decrease.

Closed versus Listed trends yielded a **38.2%** ratio, down from previous year's, January 2023, at **64.7%**, a **40.99%** 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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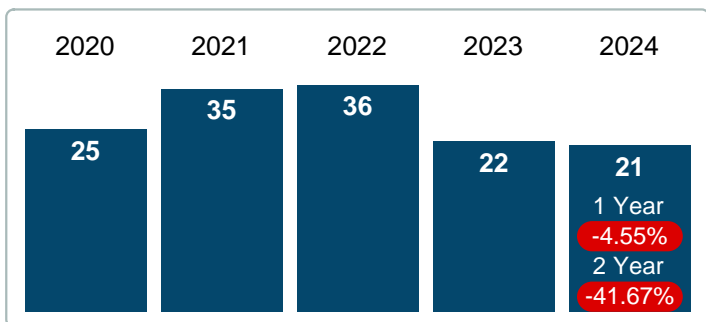
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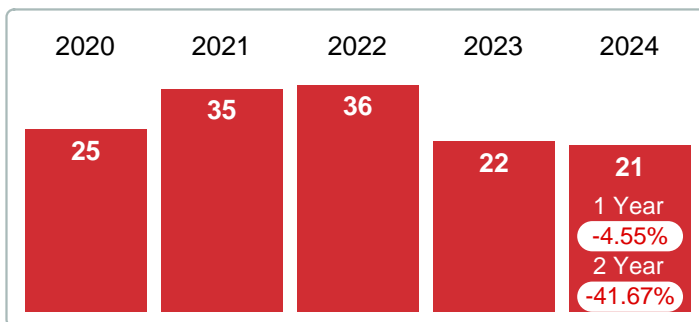
## CLOSED LISTINGS

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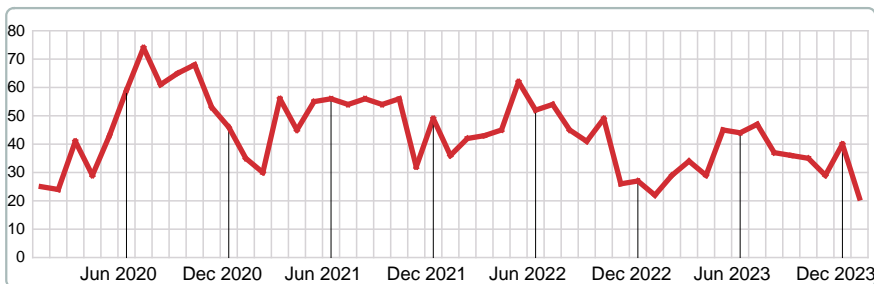
### JANUARY



### YEAR TO DATE (YTD)

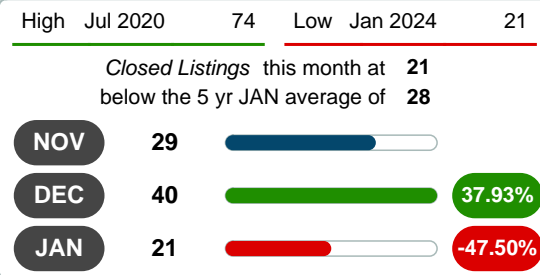


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 28



### 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	14.29%	64.0	2	1	0	0
\$75,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$125,000	3	14.29%	20.3	1	2	0	0
\$125,001 - \$200,000	6	28.57%	42.0	2	4	0	0
\$200,001 - \$325,000	4	19.05%	48.3	0	3	1	0
\$325,001 - \$375,000	2	9.52%	66.5	0	0	1	1
\$375,001 and up	3	14.29%	13.7	1	2	0	0
<b>Total Closed Units</b>	<b>21</b>			<b>6</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,387,299</b>	<b>100%</b>	<b>41.5</b>	<b>886.50K</b>	<b>2.49M</b>	<b>635.00K</b>	<b>375.00K</b>
<b>Average Closed Price</b>	<b>\$208,919</b>			<b>\$147,750</b>	<b>\$207,567</b>	<b>\$317,500</b>	<b>\$375,000</b>

# January 2024



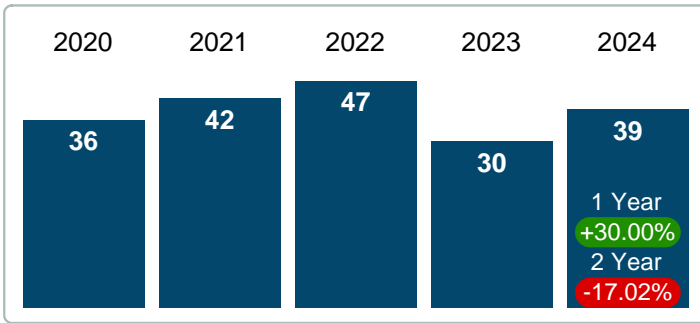
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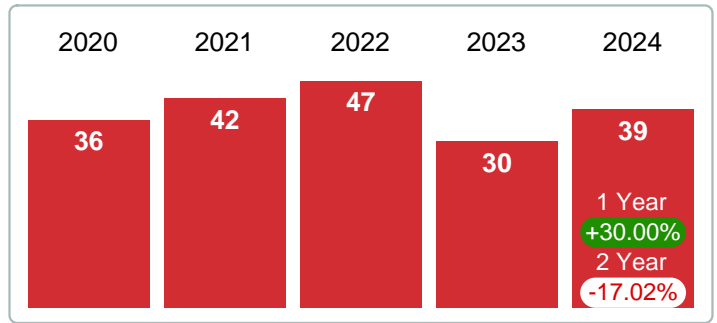
## PENDING LISTINGS

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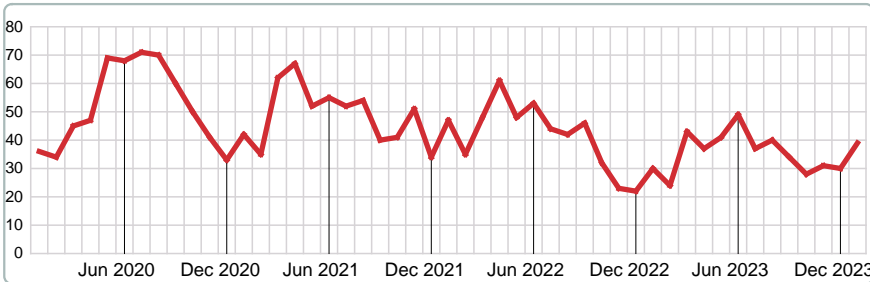
### JANUARY



### YEAR TO DATE (YTD)

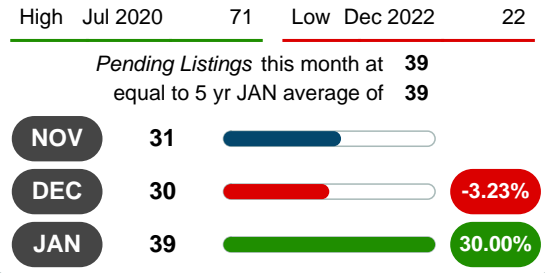


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	2	5.13%	58.5	1	1	0	0
\$70,001 - \$80,000	2	5.13%	56.0	1	1	0	0
\$80,001 - \$80,000	0	0.00%	0.0	0	0	0	0
\$80,001 - \$150,000	20	51.28%	51.5	11	8	1	0
\$150,001 - \$230,000	6	15.38%	84.3	1	5	0	0
\$230,001 - \$300,000	6	15.38%	37.3	0	4	2	0
\$300,001 and up	3	7.69%	78.3	0	1	2	0
<b>Total Pending Units</b>	<b>39</b>			<b>14</b>	<b>20</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,758,389</b>	<b>100%</b>	<b>63.7</b>	<b>1.21M</b>	<b>3.78M</b>	<b>1.76M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$61,500</b>			<b>\$86,476</b>	<b>\$189,241</b>	<b>\$352,580</b>	<b>\$0</b>

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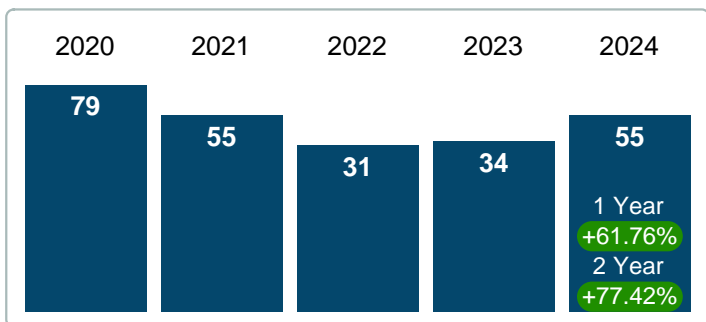
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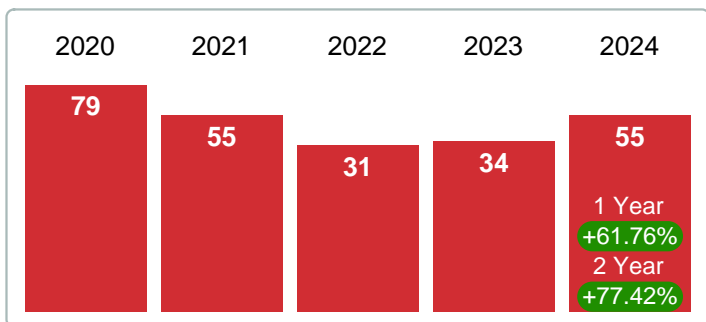
## NEW LISTINGS

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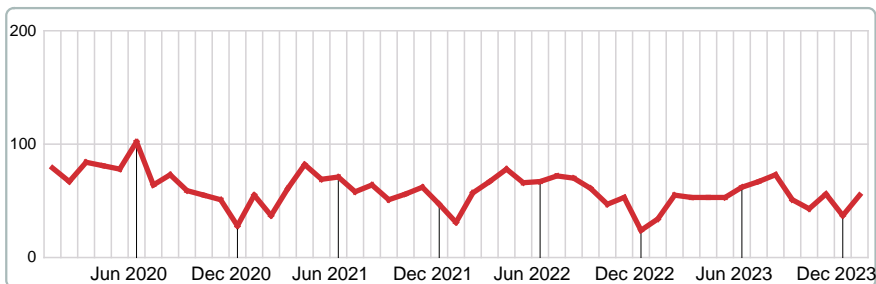
### JANUARY



### YEAR TO DATE (YTD)

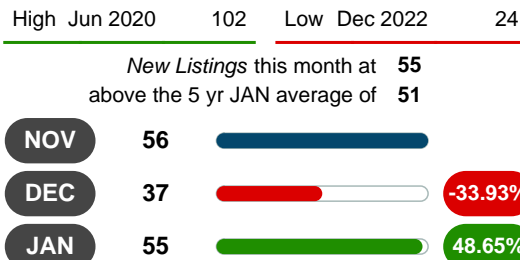


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 51



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	3	5.45%	1	0	1	1
\$70,001 - \$160,000	9	16.36%	1	7	1	0
\$160,001 - \$230,000	8	14.55%	2	6	0	0
\$230,001 - \$270,000	14	25.45%	1	12	1	0
\$270,001 - \$350,000	8	14.55%	0	7	1	0
\$350,001 - \$590,000	7	12.73%	0	3	3	1
\$590,001 and up	6	10.91%	0	5	1	0
<b>Total New Listed Units</b>	<b>55</b>		<b>5</b>	<b>40</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>18,721,707</b>	<b>100%</b>	<b>804.11K</b>	<b>14.62M</b>	<b>2.79M</b>	<b>500.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$75,000</b>		<b>\$160,822</b>	<b>\$365,582</b>	<b>\$349,288</b>	<b>\$250,000</b>

# January 2024



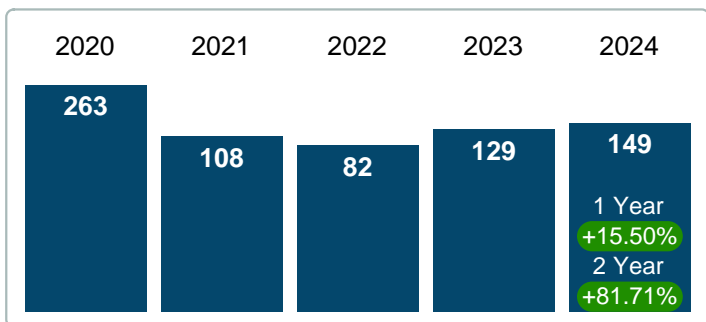
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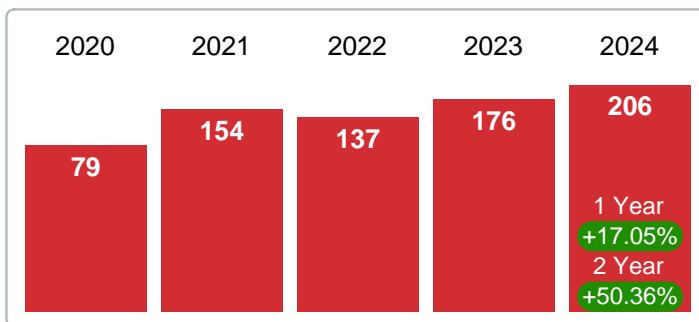
## ACTIVE INVENTORY

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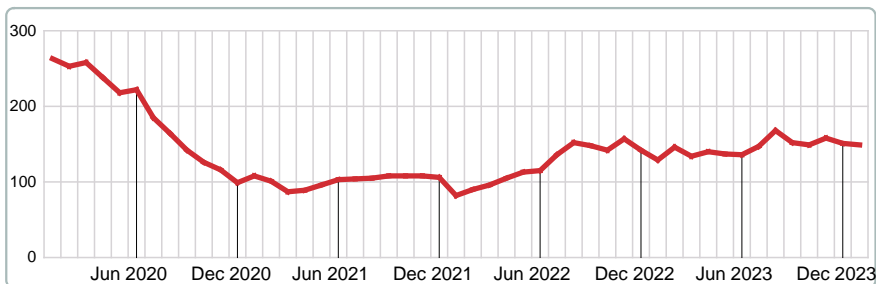
### END OF JANUARY



### ACTIVE DURING JANUARY

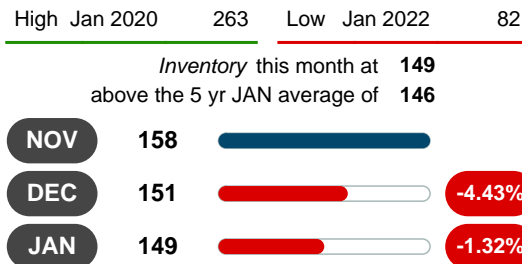


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 146



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	10.07%	78.5	7	6	1	1
\$100,001 - \$175,000	18	12.08%	100.6	7	11	0	0
\$175,001 - \$225,000	13	8.72%	75.3	2	9	2	0
\$225,001 - \$300,000	44	29.53%	61.1	3	35	6	0
\$300,001 - \$450,000	26	17.45%	81.0	2	16	6	2
\$450,001 - \$725,000	19	12.75%	110.5	2	9	7	1
\$725,001 and up	14	9.40%	108.1	1	4	6	3
<b>Total Active Inventory by Units</b>	<b>149</b>			<b>24</b>	<b>90</b>	<b>28</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>55,635,303</b>	<b>100%</b>	<b>83.0</b>	<b>6.77M</b>	<b>30.74M</b>	<b>13.77M</b>	<b>4.36M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$373,391</b>			<b>\$282,021</b>	<b>\$341,561</b>	<b>\$491,696</b>	<b>\$622,686</b>

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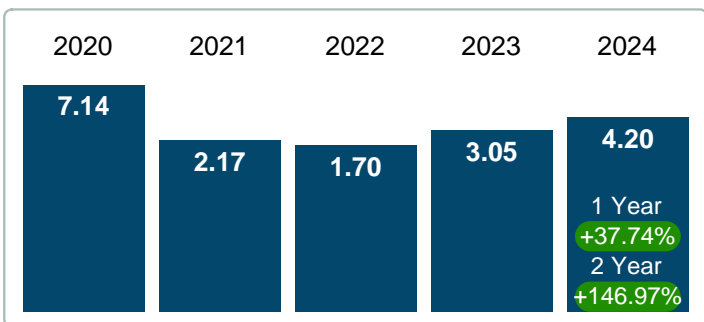
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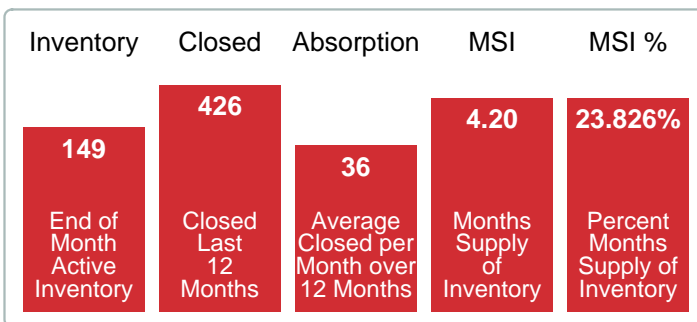
## MONTHS SUPPLY of INVENTORY (MSI)

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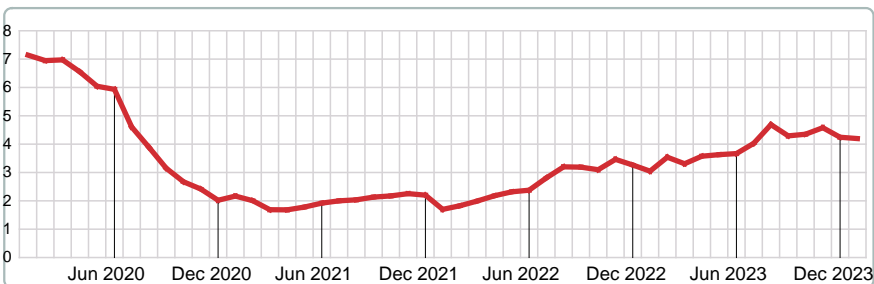
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2024

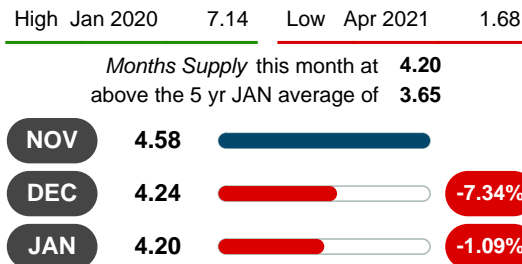


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.65



### 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	15	10.07%	3.33	2.90	3.13	6.00	0.00
\$100,001 - \$175,000	18	12.08%	1.65	2.55	1.57	0.00	0.00
\$175,001 - \$225,000	13	8.72%	2.05	2.18	2.08	2.00	0.00
\$225,001 - \$300,000	44	29.53%	5.50	6.00	6.36	3.00	0.00
\$300,001 - \$450,000	26	17.45%	5.89	12.00	5.65	5.54	6.00
\$450,001 - \$725,000	19	12.75%	16.29	0.00	15.43	42.00	2.40
\$725,001 and up	14	9.40%	84.00	0.00	0.00	72.00	36.00
Market Supply of Inventory (MSI)			4.20	3.56	4.06	5.01	7.00
Total Active Inventory by Units		100%	4.20	24	90	28	7

# January 2024



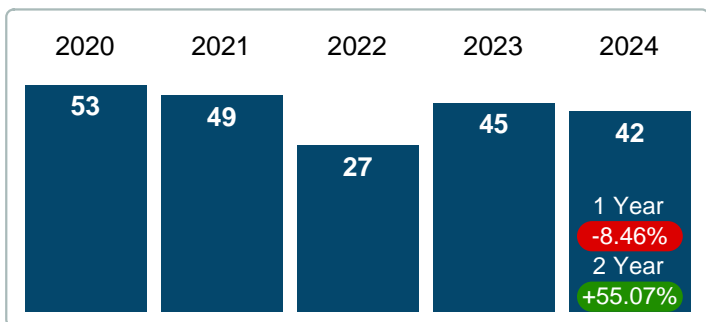
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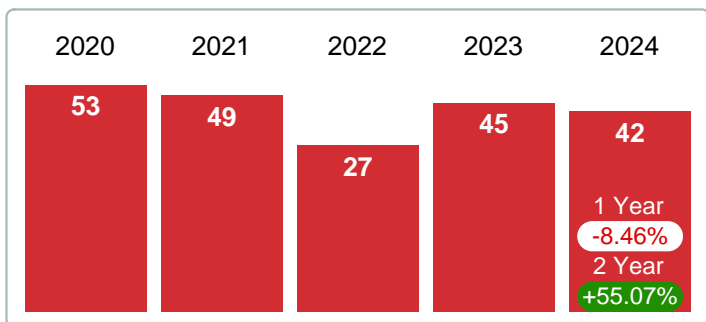
## AVERAGE DAYS ON MARKET TO SALE

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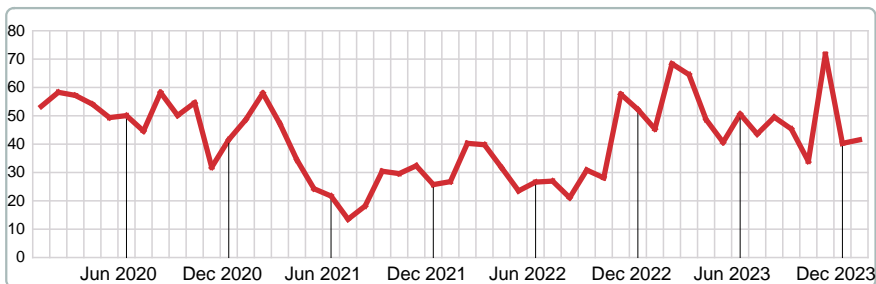
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

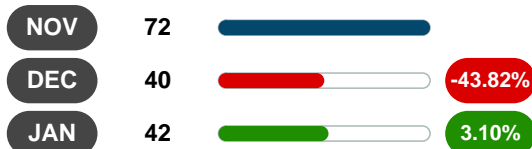


### 3 MONTHS

5 year JAN AVG = 43

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 42 below the 5 yr JAN average of 43



### 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	14.29%	64	96	1	0	0
\$75,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$125,000	14.29%	20	4	29	0	0
\$125,001 - \$200,000	28.57%	42	73	27	0	0
\$200,001 - \$325,000	19.05%	48	0	34	91	0
\$325,001 - \$375,000	9.52%	67	0	0	46	87
\$375,001 and up	14.29%	14	31	5	0	0
<b>Average Closed DOM</b>		<b>42</b>	<b>62</b>	<b>23</b>	<b>69</b>	<b>87</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>6</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,387,299</b>	<b>886.50K</b>	<b>2.49M</b>	<b>635.00K</b>	<b>375.00K</b>



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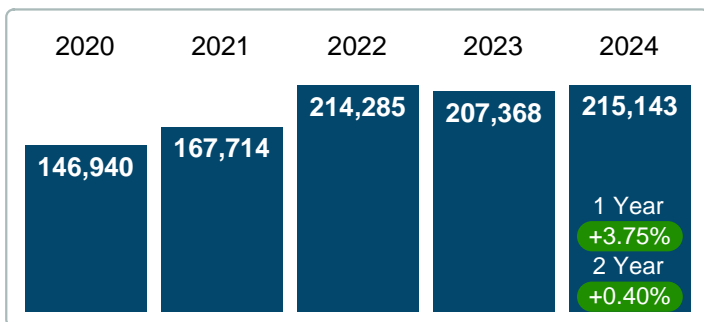
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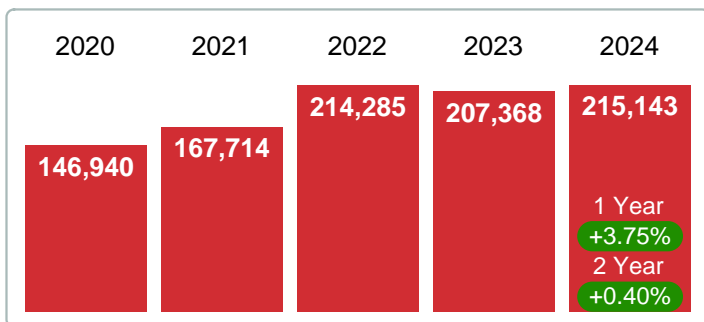
## AVERAGE LIST PRICE AT CLOSING

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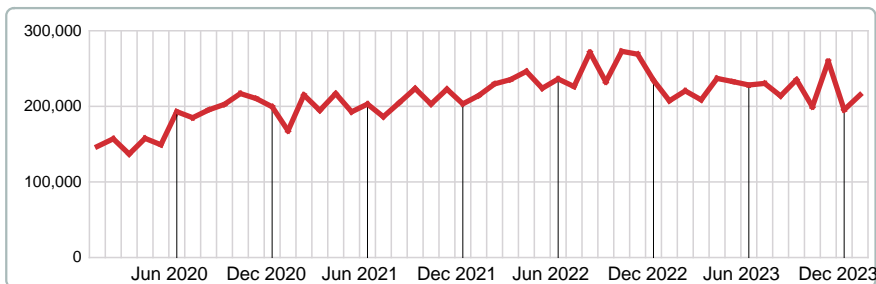
### JANUARY



### YEAR TO DATE (YTD)

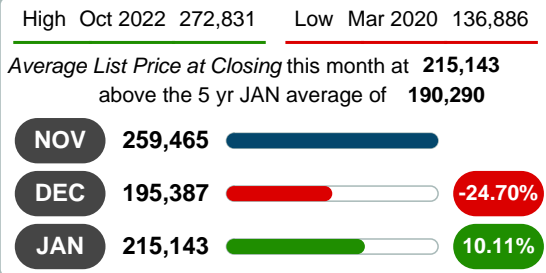


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 190,290



### 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	3	14.29%	56,667	54,750	75,000	0	0
\$75,001 - \$100,000	1	4.76%	89,500	0	0	0	0
\$100,001 - \$125,000	2	9.52%	110,500	105,000	95,500	0	0
\$125,001 - \$200,000	5	23.81%	154,060	175,250	156,325	0	0
\$200,001 - \$325,000	5	23.81%	243,280	0	228,666	324,900	0
\$325,001 - \$375,000	1	4.76%	335,000	0	0	335,000	386,300
\$375,001 and up	4	19.05%	428,950	427,000	451,250	0	0
<b>Average List Price</b>			<b>215,143</b>	<b>165,333</b>	<b>206,650</b>	<b>329,950</b>	<b>386,300</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>215,143</b>	<b>6</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>4,517,999</b>	<b>992.00K</b>	<b>2.48M</b>	<b>659.90K</b>	<b>386.30K</b>



# January 2024



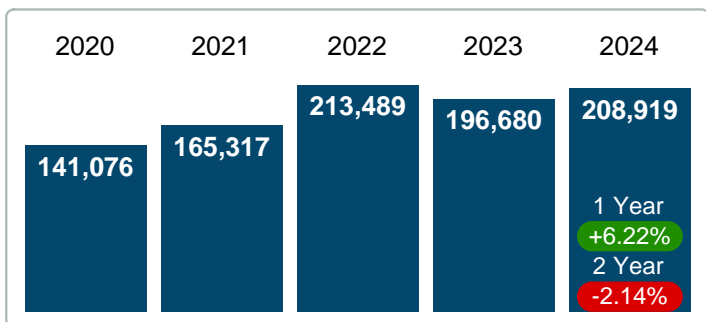
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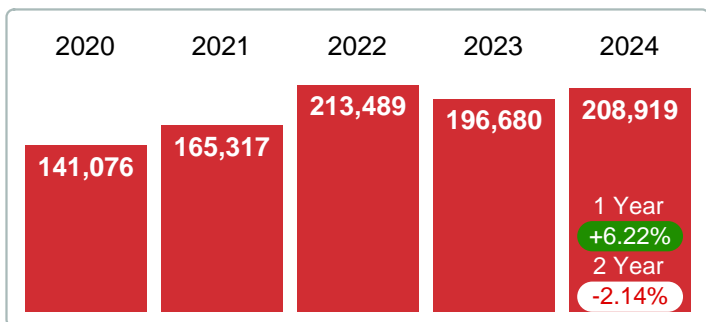
## AVERAGE SOLD PRICE AT CLOSING

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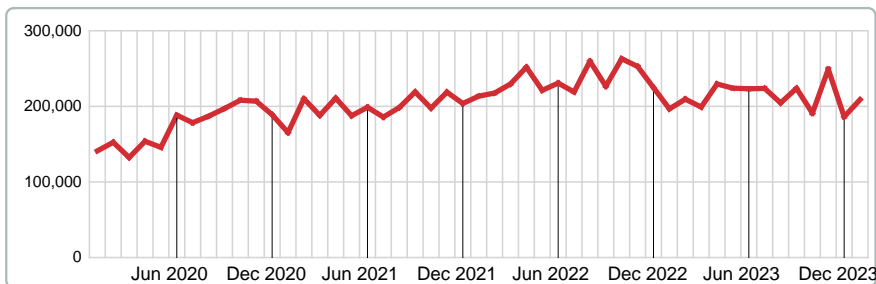
### JANUARY



### YEAR TO DATE (YTD)

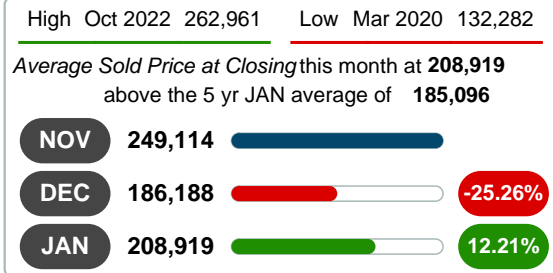


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 185,096



### 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	14.29%	45,000	30,000	75,000	0	0
\$75,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$125,000	14.29%	113,333	110,000	115,000	0	0
\$125,001 - \$200,000	28.57%	154,333	168,250	147,375	0	0
\$200,001 - \$325,000	19.05%	246,575	0	228,766	300,000	0
\$325,001 - \$375,000	9.52%	355,000	0	0	335,000	375,000
\$375,001 and up	14.29%	430,000	380,000	455,000	0	0
<b>Average Sold Price</b>		<b>208,919</b>	<b>147,750</b>	<b>207,567</b>	<b>317,500</b>	<b>375,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>208,919</b>	<b>6</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,387,299</b>	<b>886.50K</b>	<b>2.49M</b>	<b>635.00K</b>	<b>375.00K</b>

# January 2024



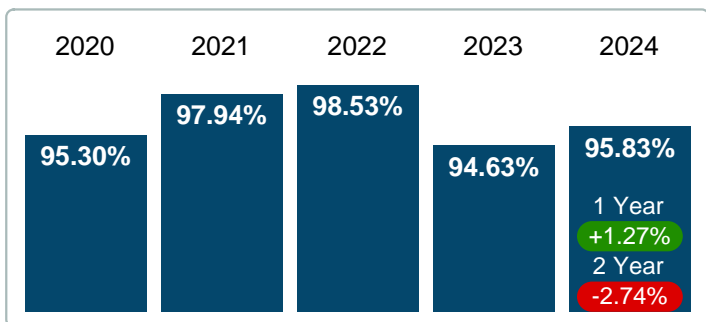
Area Delimited by County Of Cherokee - Residential Property Type



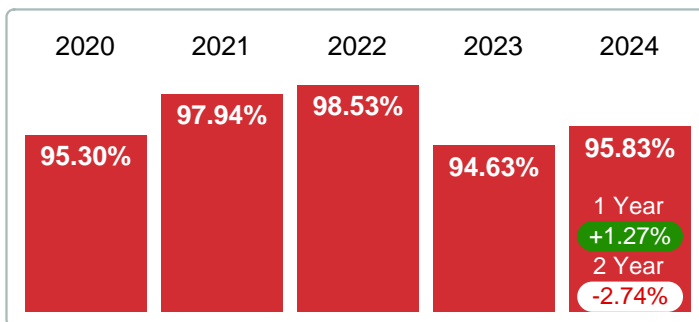
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 12, 2024 for MLS Technology Inc.

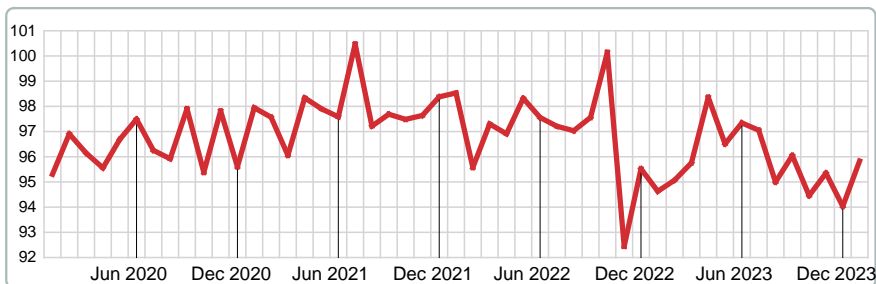
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

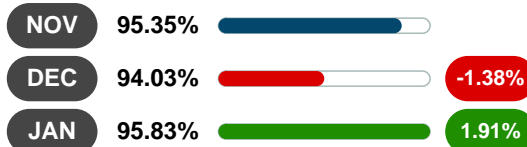


### 3 MONTHS

5 year JAN AVG = 96.45%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.83%** equal to 5 yr JAN average of **96.45%**



### 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	14.29%	68.62%	52.93%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	3	14.29%	118.92%	104.76%	126.00%	0.00%	0.00%
\$125,001 - \$200,000	6	28.57%	94.87%	96.09%	94.27%	0.00%	0.00%
\$200,001 - \$325,000	4	19.05%	98.12%	0.00%	100.04%	92.34%	0.00%
\$325,001 - \$375,000	2	9.52%	98.54%	0.00%	0.00%	100.00%	97.07%
\$375,001 and up	3	14.29%	97.02%	88.99%	101.03%	0.00%	0.00%
Average Sold/List Ratio		95.80%		81.97%	102.60%	96.17%	97.07%
Total Closed Units		21	100%	6	12	2	1
Total Closed Volume		4,387,299		886.50K	2.49M	635.00K	375.00K

# January 2024



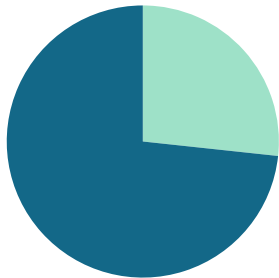
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

### INVENTORY

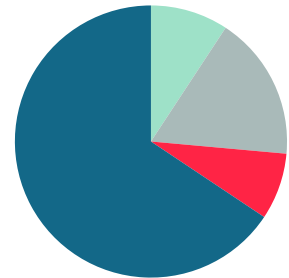


**Inventory**  
 New Listings  
**55 = 26.70%**  
 Start Inventory  
**151**  
 Total Inventory Units  
**206**  
 Volume  
**\$67,713,947**

### Market Activity

Closed Sales  
**21 = 9.25%**  
 Pending Sales  
**39 = 17.18%**  
 Other Off Market  
**18 = 7.93%**  
 Active Inventory  
**149 = 65.64%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	22	21	-4.55%	22	21	-4.55%
Pending Sales	30	39	30.00%	30	39	30.00%
New Listings	34	55	61.76%	34	55	61.76%
Average List Price	207,368	215,143	3.75%	207,368	215,143	3.75%
Average Sale Price	196,680	208,919	6.22%	196,680	208,919	6.22%
Average Percent of Selling Price to List Price	94.63%	95.83%	1.27%	94.63%	95.83%	1.27%
Average Days on Market to Sale	45.36	41.52	-8.46%	45.36	41.52	-8.46%
Monthly Inventory	129	149	15.50%	129	149	15.50%
Months Supply of Inventory	3.05	4.20	37.74%	3.05	4.20	37.74%

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

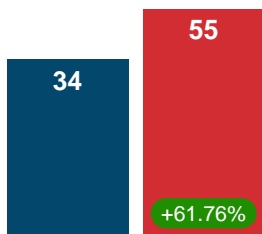
**Inventory** on January 31, 2024 = **149**

**2023** **2024**

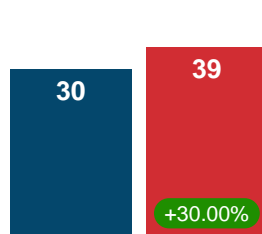
### JANUARY MARKET

### AVERAGE PRICES

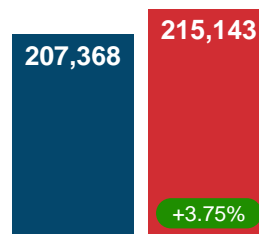
#### New Listings



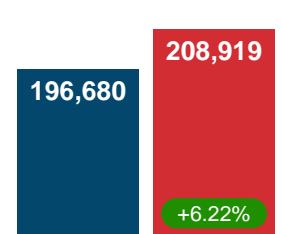
#### Pending Listings



#### List Price



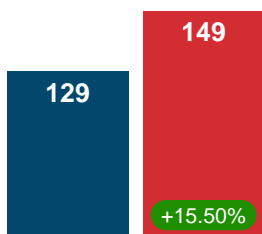
#### Sale Price



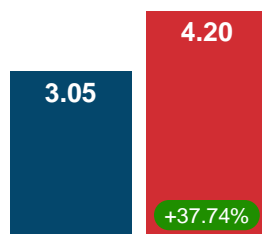
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

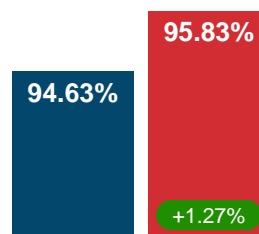
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

