

January 2024



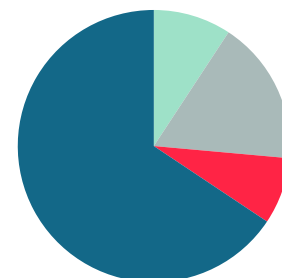
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	172,450	169,900	-1.48%
Median Sale Price	164,250	165,000	0.46%
Median Percent of Selling Price to List Price	97.22%	98.99%	1.82%
Median Days on Market to Sale	33.50	31.00	-7.46%
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.

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 **0.46%** in January 2024 to \$165,000 versus the previous year at \$164,250.

Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 2.50 days or **7.46%** in January 2024 compared to last year's same month at **33.50** DOM.

Sales Success for January 2024 is Positive

Overall, with Median 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.

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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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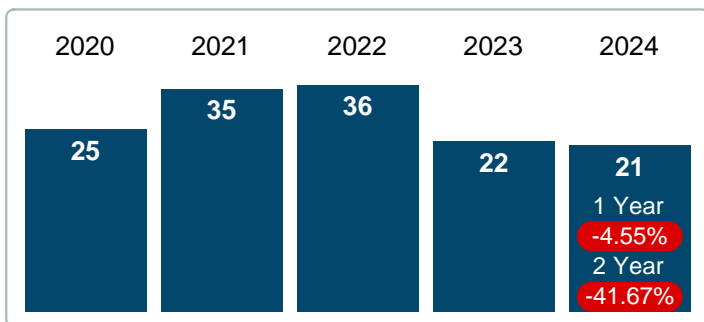
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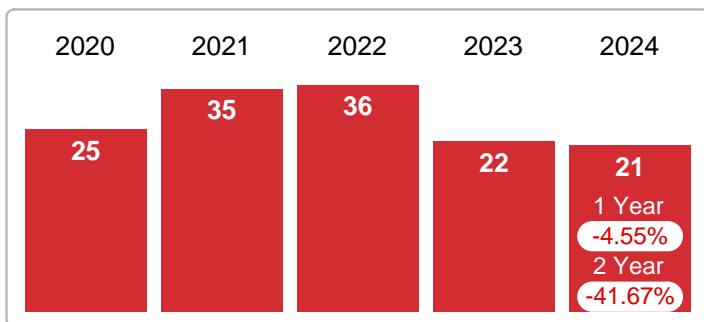
CLOSED LISTINGS

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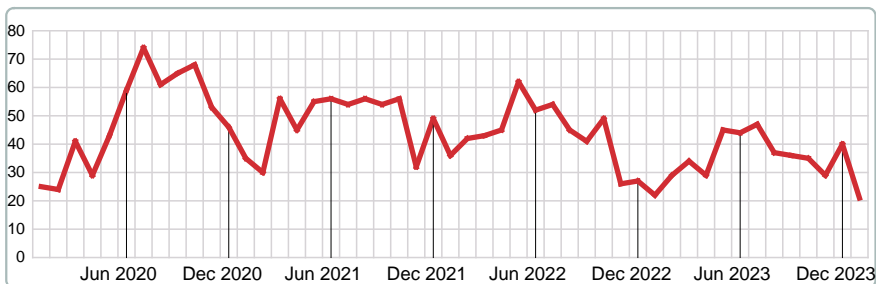
JANUARY



YEAR TO DATE (YTD)

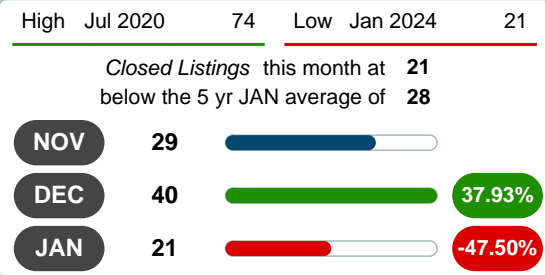


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	14.29%	43.0	2	1	0	0
\$75,001 - \$100,000	0	0.00%	43.0	0	0	0	0
\$100,001 - \$125,000	3	14.29%	26.0	1	2	0	0
\$125,001 - \$200,000	6	28.57%	28.5	2	4	0	0
\$200,001 - \$325,000	4	19.05%	45.0	0	3	1	0
\$325,001 - \$375,000	2	9.52%	66.5	0	0	1	1
\$375,001 and up	3	14.29%	6.0	1	2	0	0
Total Closed Units	21			6	12	2	1
Total Closed Volume	4,387,299	100%	31.0	886.50K	2.49M	635.00K	375.00K
Median Closed Price	\$165,000			\$125,000	\$159,750	\$317,500	\$375,000

January 2024



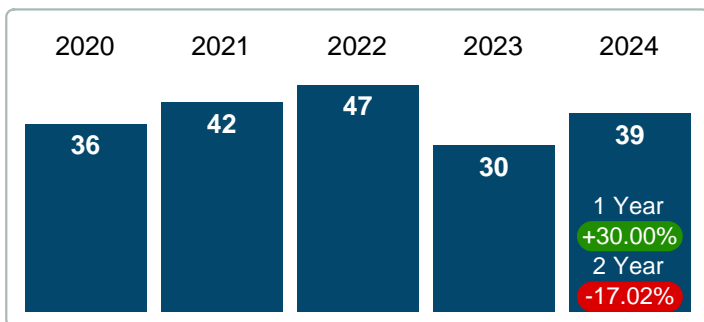
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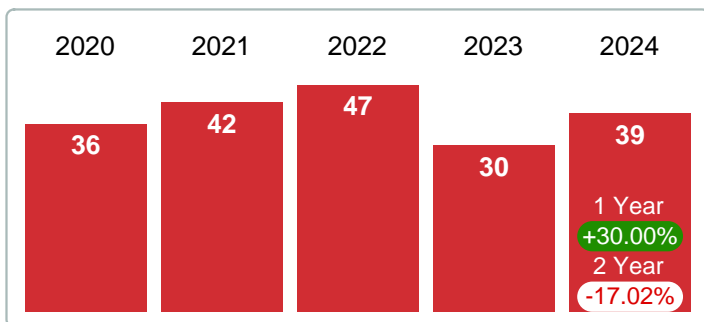
PENDING LISTINGS

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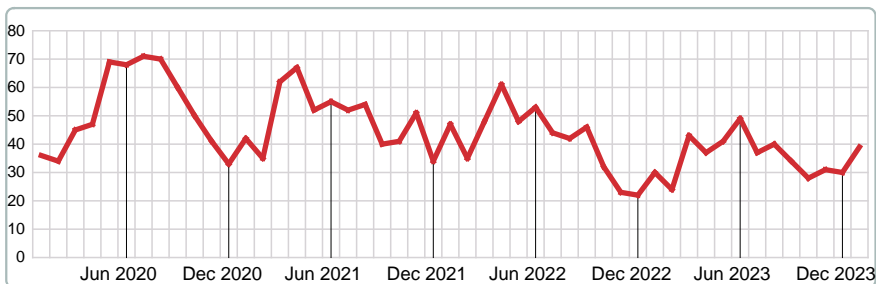
JANUARY



YEAR TO DATE (YTD)

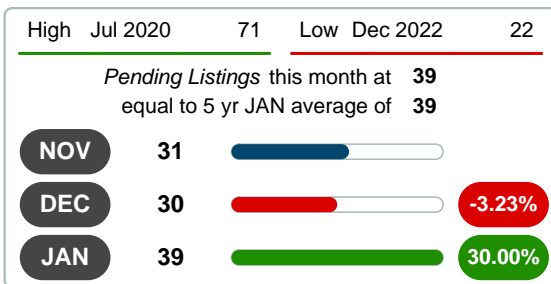


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	56.0	0	0	0	0
\$80,001 - \$150,000	20	51.28%	56.0	11	8	1	0
\$150,001 - \$230,000	6	15.38%	79.5	1	5	0	0
\$230,001 - \$300,000	6	15.38%	46.5	0	4	2	0
\$300,001 and up	3	7.69%	65.0	0	1	2	0
Total Pending Units	39			14	20	5	0
Total Pending Volume	6,758,389	100%	56.0	1.21M	3.78M	1.76M	0.00B
Median Listing Price	\$89,500			\$86,666	\$156,950	\$300,000	\$0

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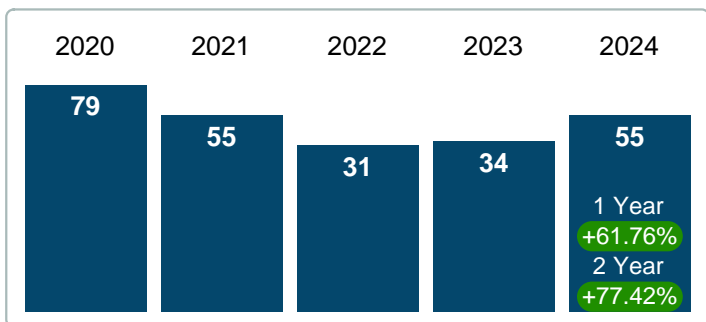
Area Delimited by County Of Cherokee - Residential Property Type



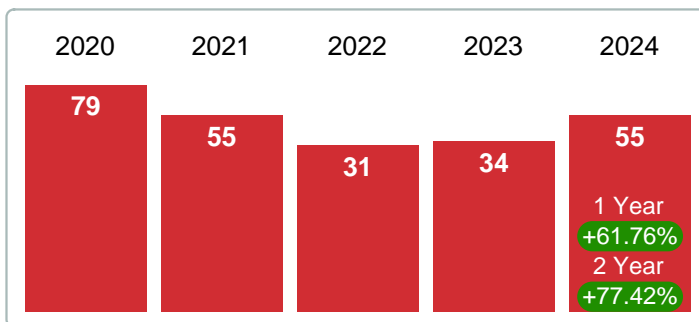
NEW LISTINGS

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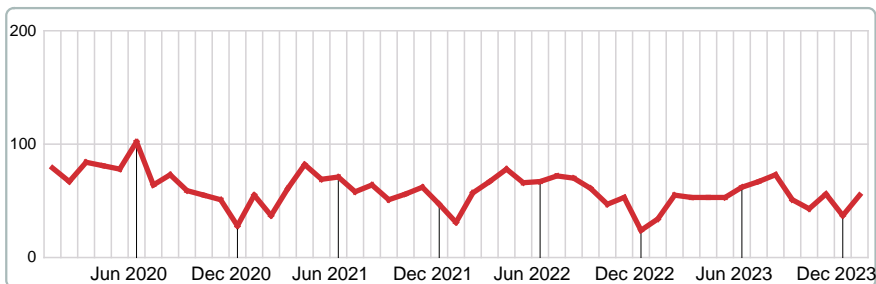
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 51

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 55
above the 5 yr JAN average of 51



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	6	10.91%	1	3	1	1
\$75,001 - \$150,000	5	9.09%	0	4	1	0
\$150,001 - \$225,000	9	16.36%	3	6	0	0
\$225,001 - \$275,000	14	25.45%	1	12	1	0
\$275,001 - \$350,000	8	14.55%	0	7	1	0
\$350,001 - \$575,000	7	12.73%	0	3	3	1
\$575,001 and up	6	10.91%	0	5	1	0
Total New Listed Units	55		5	40	8	2
Total New Listed Volume	18,721,707	100%	804.11K	14.62M	2.79M	500.00K
Median New Listed Listing Price	\$264,500		\$164,900	\$264,750	\$341,500	\$250,000

January 2024



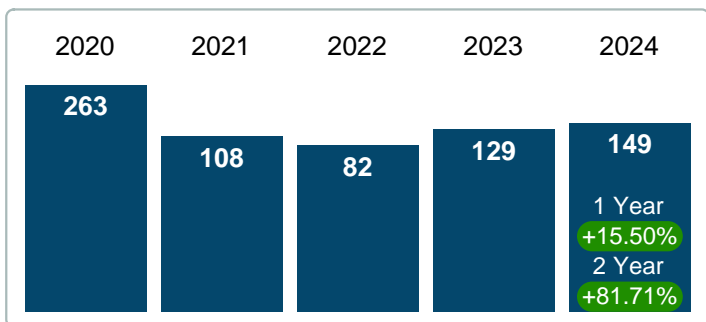
Area Delimited by County Of Cherokee - Residential Property Type



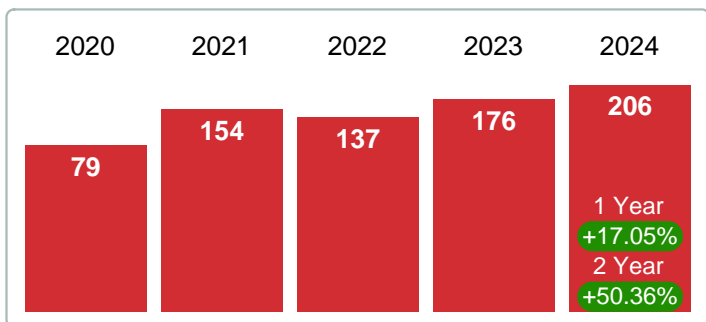
ACTIVE INVENTORY

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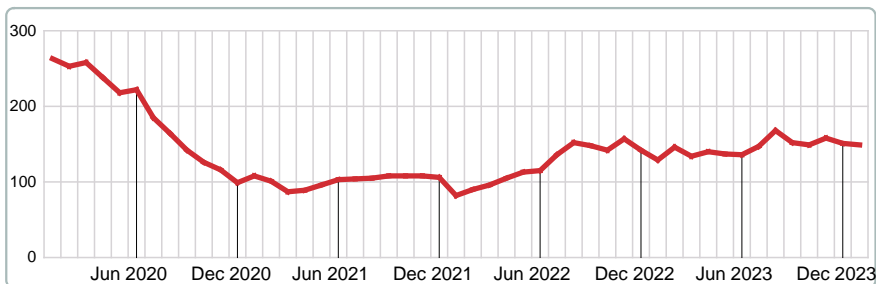
END OF JANUARY



ACTIVE DURING JANUARY

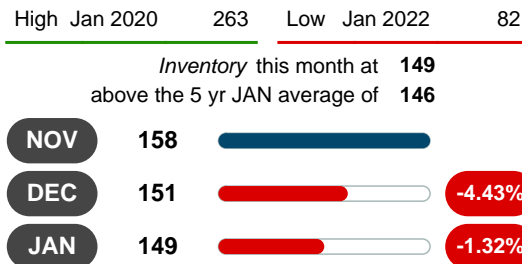


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	10.07%	63.0	7	6	1	1
\$100,001 - \$175,000	18	12.08%	88.0	7	11	0	0
\$175,001 - \$225,000	13	8.72%	72.0	2	9	2	0
\$225,001 - \$300,000	44	29.53%	47.5	3	35	6	0
\$300,001 - \$450,000	26	17.45%	69.0	2	16	6	2
\$450,001 - \$725,000	19	12.75%	96.0	2	9	7	1
\$725,001 and up	14	9.40%	102.0	1	4	6	3
Total Active Inventory by Units	149			24	90	28	7
Total Active Inventory by Volume	55,635,303	100%	72.0	6.77M	30.74M	13.77M	4.36M
Median Active Inventory Listing Price	\$272,900			\$164,950	\$269,000	\$412,000	\$494,900

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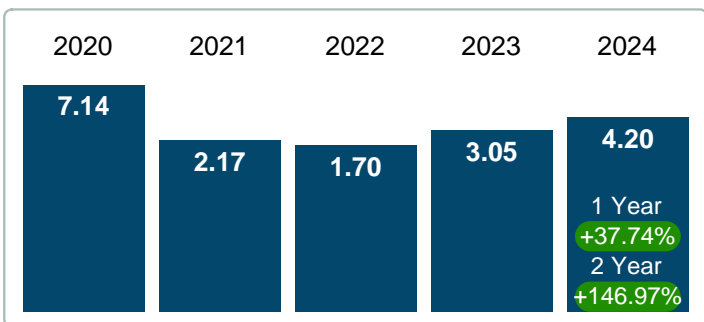
Area Delimited by County Of Cherokee - Residential Property Type



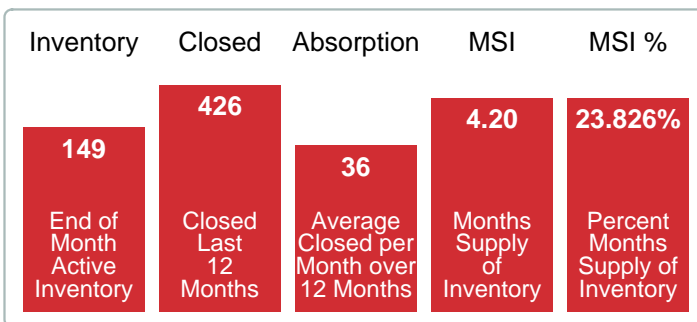
MONTHS SUPPLY of INVENTORY (MSI)

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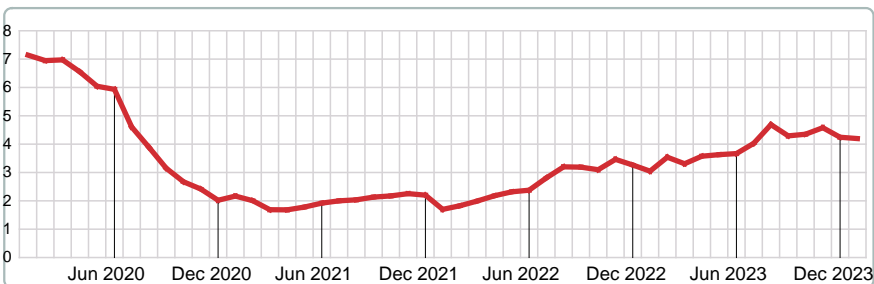
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

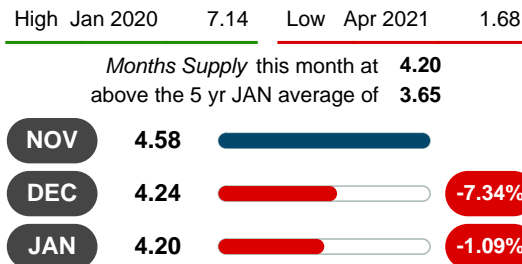


5 YEAR MARKET ACTIVITY TRENDS



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

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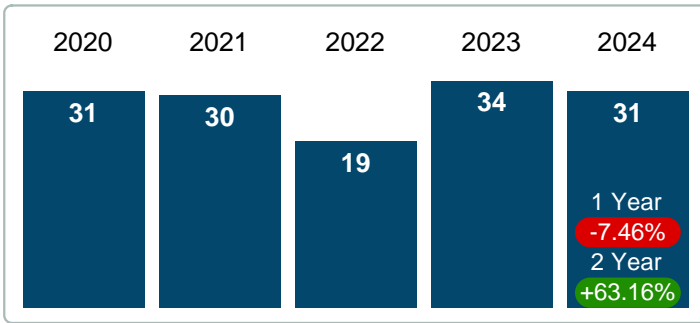
Area Delimited by County Of Cherokee - Residential Property Type



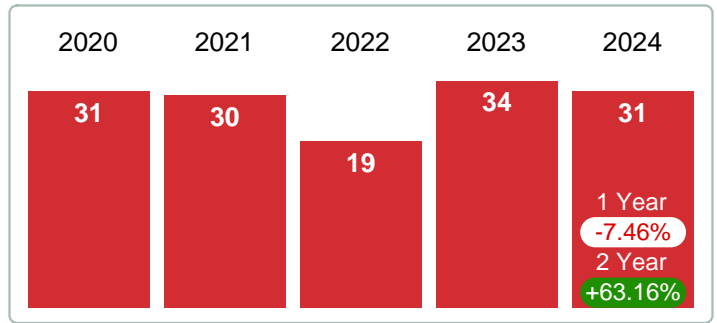
MEDIAN DAYS ON MARKET TO SALE

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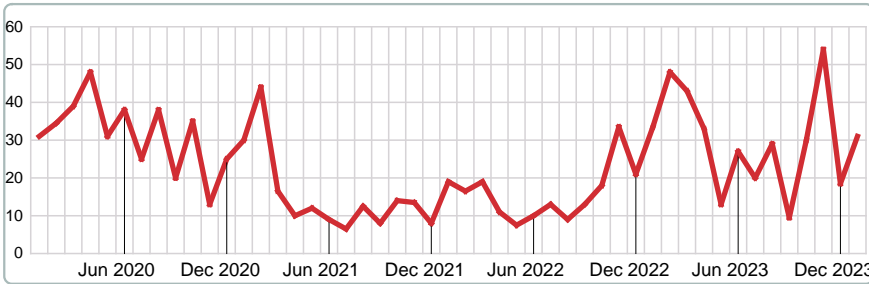
JANUARY



YEAR TO DATE (YTD)

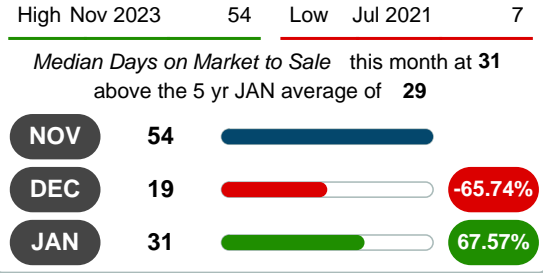


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



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	14.29%	43	96	1	0	0
\$75,001 - \$100,000	0.00%	43	0	0	0	0
\$100,001 - \$125,000	14.29%	26	4	29	0	0
\$125,001 - \$200,000	28.57%	29	73	29	0	0
\$200,001 - \$325,000	19.05%	45	0	20	91	0
\$325,001 - \$375,000	9.52%	67	0	0	46	87
\$375,001 and up	14.29%	6	31	5	0	0
Median Closed DOM		31	37	19	69	87
Total Closed Units	100%	21	6	12	2	1
Total Closed Volume		4,387,299	886.50K	2.49M	635.00K	375.00K

January 2024



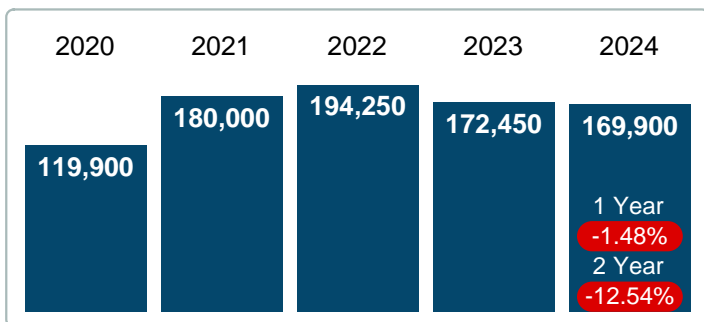
Area Delimited by County Of Cherokee - Residential Property Type



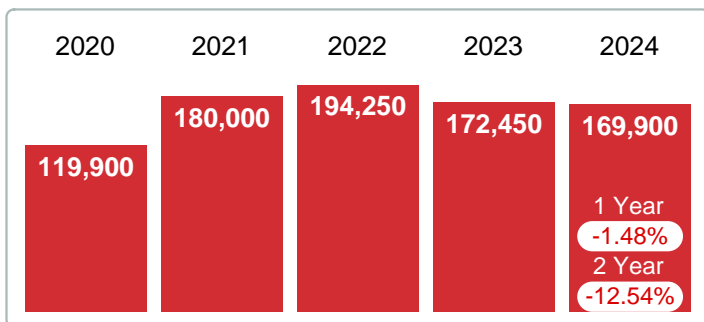
MEDIAN LIST PRICE AT CLOSING

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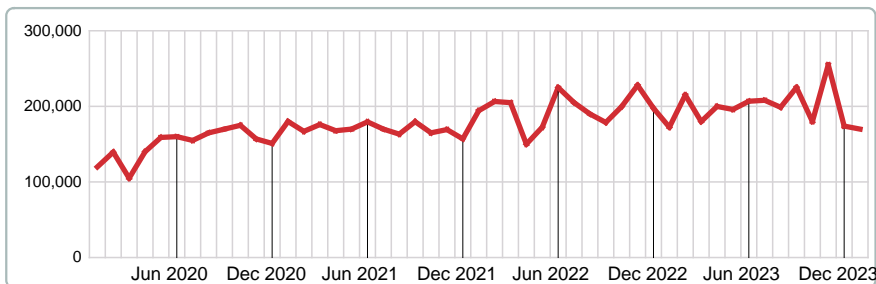
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

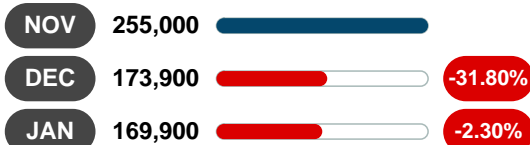


3 MONTHS

5 year JAN AVG = 167,300

High Nov 2023 255,000 | Low Mar 2020 105,000

Median List Price at Closing this month at **169,900**
above the 5 yr JAN average of **167,300**



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	3	14.29%	75,000	20,000	75,000	0	0
\$75,001 - \$100,000	1	4.76%	89,500	89,500	0	0	0
\$100,001 - \$125,000	2	9.52%	110,500	105,000	116,000	0	0
\$125,001 - \$200,000	5	23.81%	154,900	145,000	158,200	0	0
\$200,001 - \$325,000	5	23.81%	214,999	205,500	214,999	324,900	0
\$325,001 - \$375,000	1	4.76%	335,000	0	0	335,000	0
\$375,001 and up	4	19.05%	417,250	427,000	451,250	0	386,300
Median List Price			169,900	125,000	165,700	329,950	386,300
Total Closed Units		100%	169,900	6	12	2	1
Total Closed Volume			4,517,999	992.00K	2.48M	659.90K	386.30K

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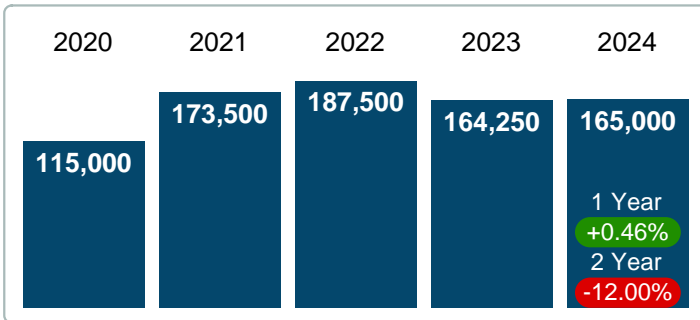
Area Delimited by County Of Cherokee - Residential Property Type



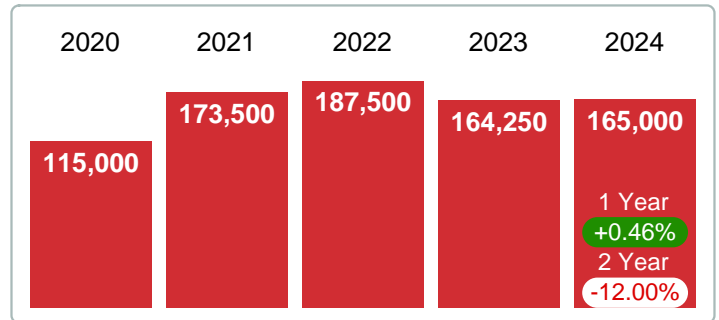
MEDIAN SOLD PRICE AT CLOSING

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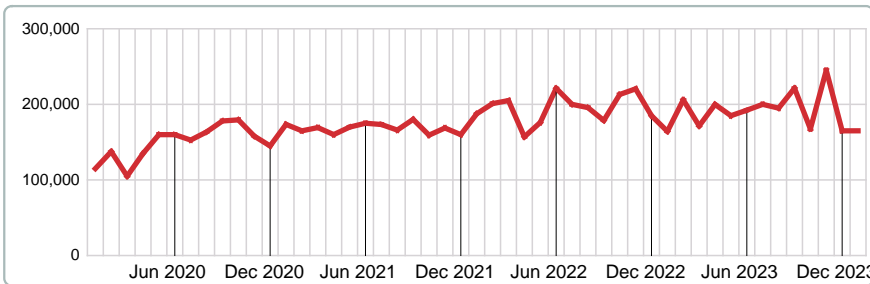
JANUARY



YEAR TO DATE (YTD)

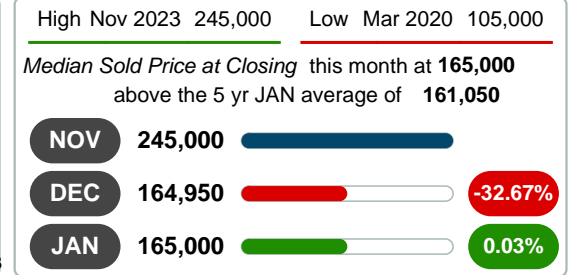


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 161,050



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	14.29%	50,000	30,000	75,000	0	0
\$75,001 - \$100,000	0.00%	50,000	0	0	0	0
\$100,001 - \$125,000	14.29%	114,000	110,000	115,000	0	0
\$125,001 - \$200,000	28.57%	147,250	168,250	147,250	0	0
\$200,001 - \$325,000	19.05%	237,750	0	216,499	300,000	0
\$325,001 - \$375,000	9.52%	355,000	0	0	335,000	375,000
\$375,001 and up	14.29%	420,000	380,000	455,000	0	0
Median Sold Price		165,000	125,000	159,750	317,500	375,000
Total Closed Units		21	6	12	2	1
Total Closed Volume		4,387,299	886.50K	2.49M	635.00K	375.00K

January 2024



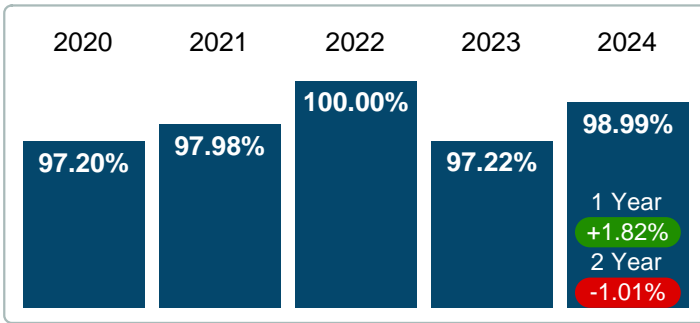
Area Delimited by County Of Cherokee - Residential Property Type



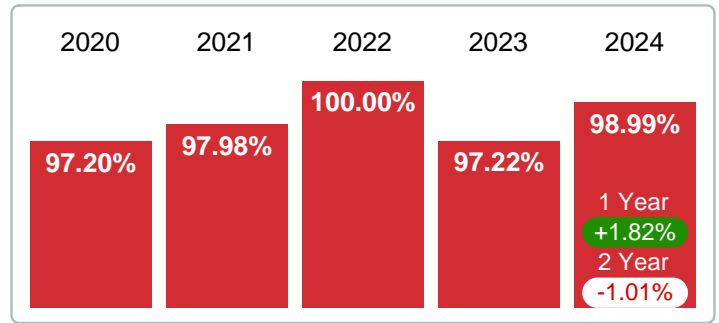
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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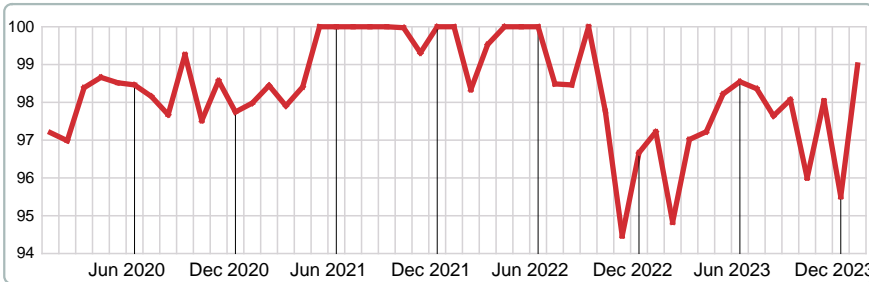
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

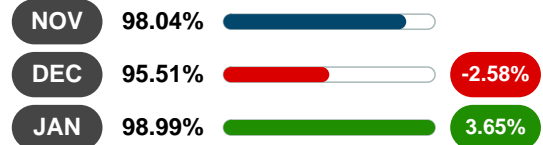


3 MONTHS

5 year JAN AVG = 98.28%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.99%** above the 5 yr JAN average of **98.28%**



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	<div style="width: 14.29%;"></div> 3	14.29%	55.87%	52.93%	100.00%	0.00%	0.00%	
\$75,001 - \$100,000	<div style="width: 0%;"></div> 0	0.00%	55.87%	0.00%	0.00%	0.00%	0.00%	
\$100,001 - \$125,000	<div style="width: 14.29%;"></div> 3	14.29%	104.76%	104.76%	126.00%	0.00%	0.00%	
\$125,001 - \$200,000	<div style="width: 28.57%;"></div> 6	28.57%	96.09%	96.09%	95.32%	0.00%	0.00%	
\$200,001 - \$325,000	<div style="width: 19.05%;"></div> 4	19.05%	99.72%	0.00%	100.00%	92.34%	0.00%	
\$325,001 - \$375,000	<div style="width: 9.52%;"></div> 2	9.52%	98.54%	0.00%	0.00%	100.00%	97.07%	
\$375,001 and up	<div style="width: 14.29%;"></div> 3	14.29%	98.99%	88.99%	101.03%	0.00%	0.00%	
Median Sold/List Ratio		98.99%		92.31%	99.87%	96.17%	97.07%	
Total Closed Units		21	100%	98.99%	6	12	2	1
Total Closed Volume		4,387,299			886.50K	2.49M	635.00K	375.00K

January 2024



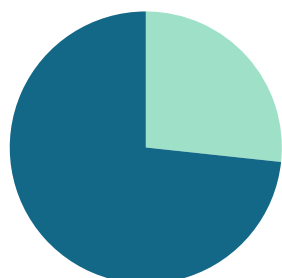
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

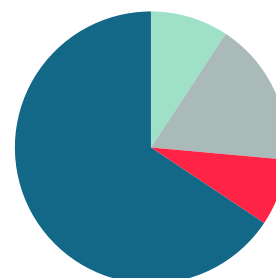


Inventory
 New Listings
55 = 26.70%
 Start Inventory
151
 Total Inventory Units
206
 Volume
\$67,713,947

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%
Median List Price	172,450	169,900	-1.48%	172,450	169,900	-1.48%
Median Sale Price	164,250	165,000	0.46%	164,250	165,000	0.46%
Median Percent of Selling Price to List Price	97.22%	98.99%	1.82%	97.22%	98.99%	1.82%
Median Days on Market to Sale	33.50	31.00	-7.46%	33.50	31.00	-7.46%
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

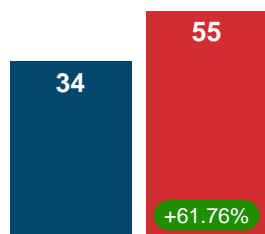
Inventory on January 31, 2024 = **149**

2023 **2024**

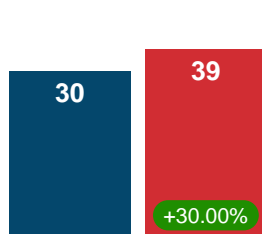
JANUARY MARKET

MEDIAN PRICES

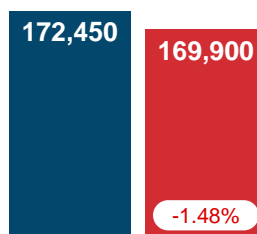
New Listings



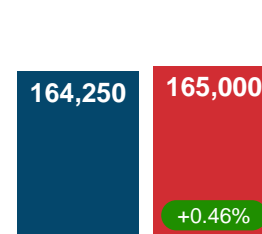
Pending Listings



List Price



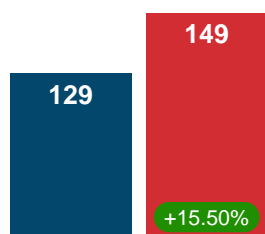
Sale Price



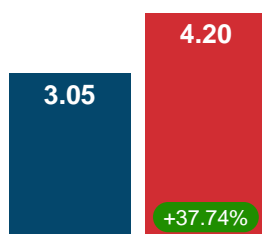
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

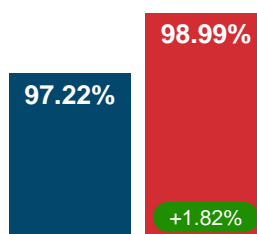
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

