

February 2024



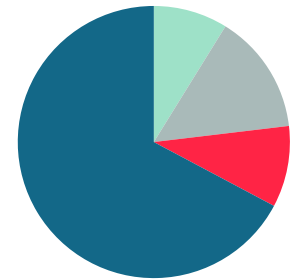
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	29	21	-27.59%
Pending Listings	24	34	41.67%
New Listings	55	66	20.00%
Average List Price	220,455	245,829	11.51%
Average Sale Price	209,469	236,100	12.71%
Average Percent of Selling Price to List Price	95.07%	97.07%	2.10%
Average Days on Market to Sale	68.34	57.67	-15.62%
End of Month Inventory	146	160	9.59%
Months Supply of Inventory	3.54	4.59	29.78%



■ Closed (8.82%)
■ Pending (14.29%)
■ Other OffMarket (9.66%)
■ Active (67.23%)

Absorption: Last 12 months, an Average of **35** Sales/Month
Active Inventory as of February 29, 2024 = **160**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2024 rose **9.59%** to 160 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **4.59** 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 **12.71%** in February 2024 to \$236,100 versus the previous year at \$209,469.

Average Days on Market Shortens

The average number of **57.67** days that homes spent on the market before selling decreased by 10.68 days or **15.62%** in February 2024 compared to last year's same month at **68.34** DOM.

Sales Success for February 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 66 New Listings in February 2024, up **20.00%** from last year at 55. Furthermore, there were 21 Closed Listings this month versus last year at 29, a **-27.59%** decrease.

Closed versus Listed trends yielded a **31.8%** ratio, down from previous year's, February 2023, at **52.7%**, a **39.66%** 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

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

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

February 2024



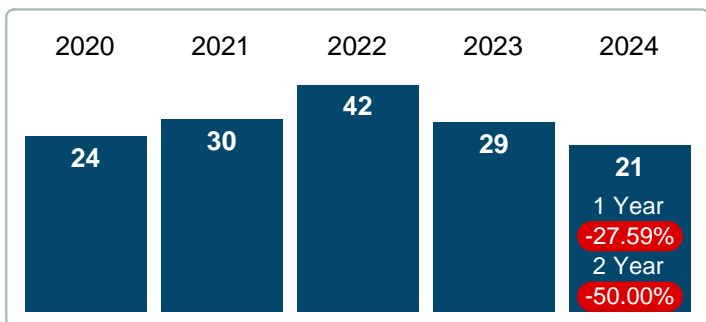
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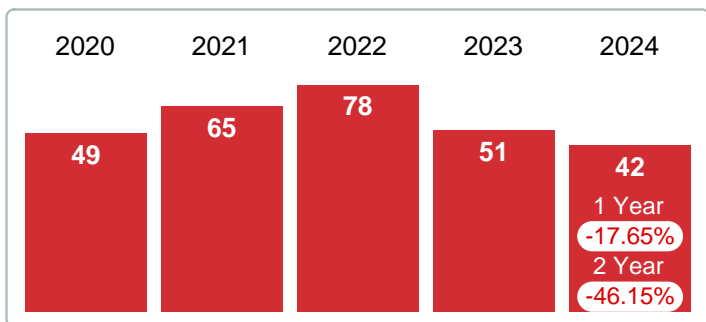
CLOSED LISTINGS

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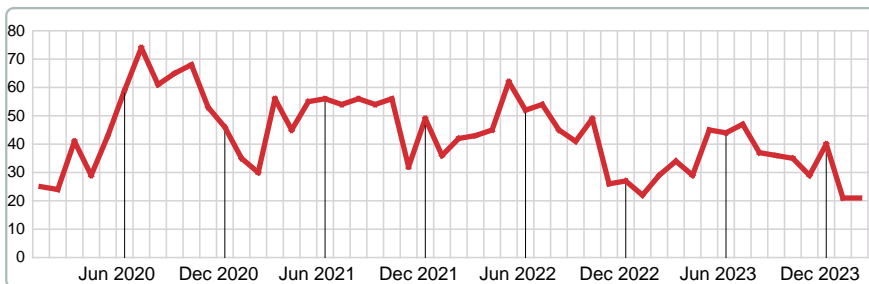
FEBRUARY



YEAR TO DATE (YTD)

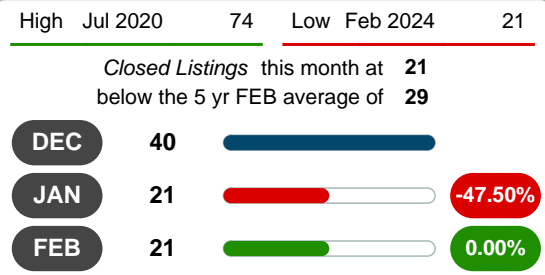


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<div style="width: 10%;">2</div>	9.52%	65.0	0	2	0	0
\$50,001 - \$125,000	<div style="width: 10%;">2</div>	9.52%	14.0	0	2	0	0
\$125,001 - \$150,000	<div style="width: 10%;">2</div>	9.52%	1.5	0	2	0	0
\$150,001 - \$275,000	<div style="width: 33%;">7</div>	33.33%	56.6	2	4	1	0
\$275,001 - \$300,000	<div style="width: 14%;">3</div>	14.29%	57.0	0	0	3	0
\$300,001 - \$375,000	<div style="width: 9%;">2</div>	9.52%	89.5	0	1	1	0
\$375,001 and up	<div style="width: 14%;">3</div>	14.29%	101.3	0	1	1	1
Total Closed Units	21			2	12	6	1
Total Closed Volume	4,958,100	100%	57.7	354.50K	2.14M	2.09M	380.00K
Average Closed Price	\$236,100			\$177,250	\$178,042	\$347,850	\$380,000

February 2024



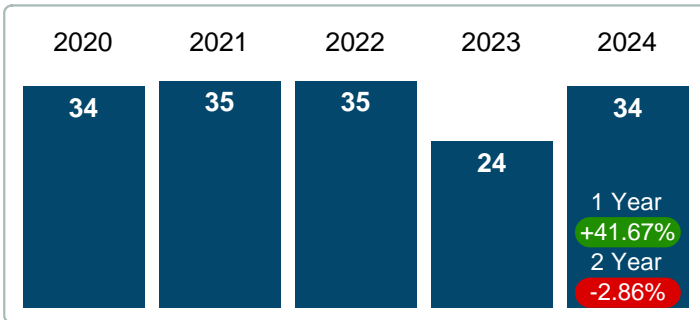
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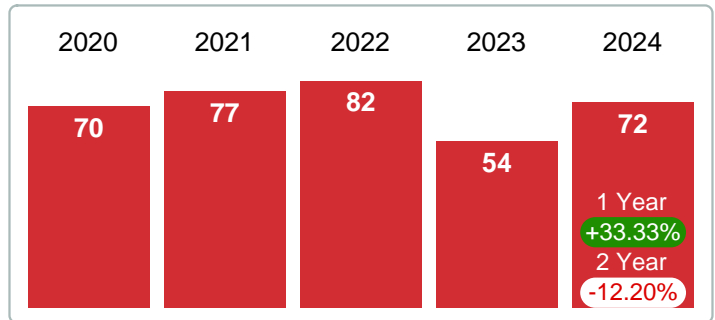
PENDING LISTINGS

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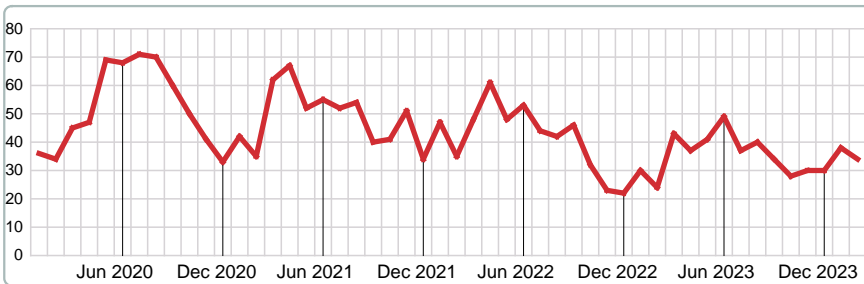
FEBRUARY



YEAR TO DATE (YTD)

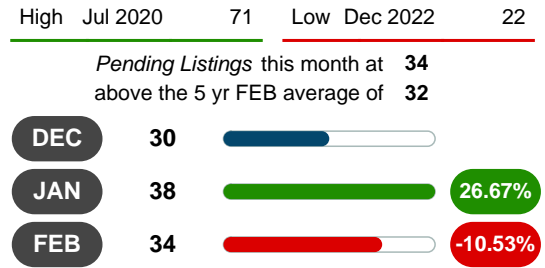


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	11.76%	5.3	2	2	0	0
\$60,001 - \$80,000	3	8.82%	23.3	0	3	0	0
\$80,001 - \$140,000	4	11.76%	55.0	3	1	0	0
\$140,001 - \$230,000	9	26.47%	67.7	0	7	2	0
\$230,001 - \$260,000	5	14.71%	31.2	0	4	1	0
\$260,001 - \$330,000	5	14.71%	65.4	1	3	1	0
\$330,001 and up	4	11.76%	21.0	0	2	2	0
Total Pending Units	34			6	22	6	0
Total Pending Volume	7,519,712	100%	24.3	705.51K	4.83M	1.98M	0.00B
Average Listing Price	\$144,950			\$117,585	\$219,627	\$330,400	\$0

February 2024



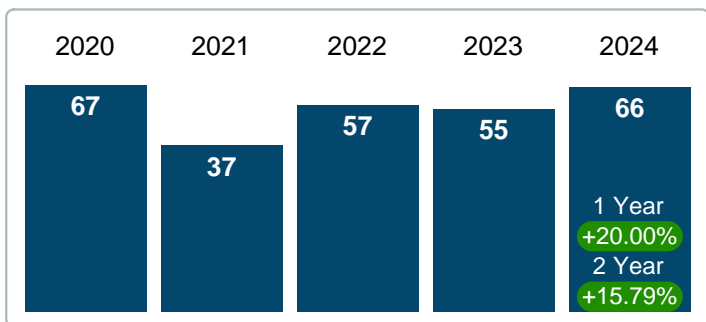
Area Delimited by County Of Cherokee - Residential Property Type



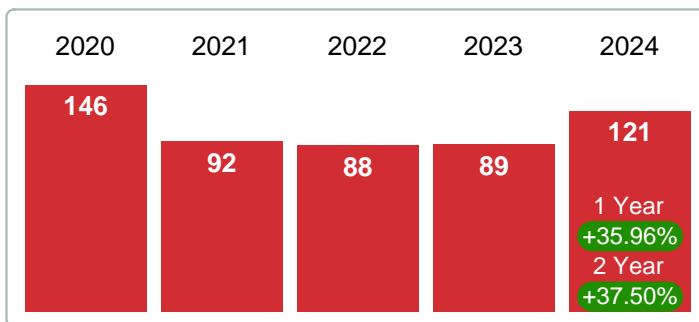
NEW LISTINGS

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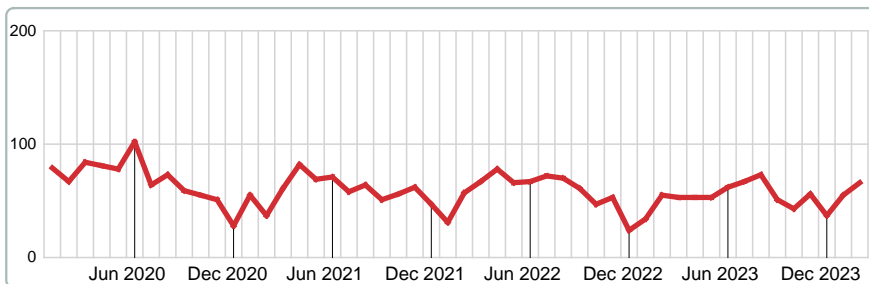
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

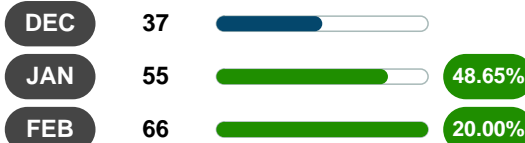


3 MONTHS

5 year FEB AVG = 56

High Jun 2020 102 Low Dec 2022 24

New Listings this month at **66**
above the 5 yr FEB average of **56**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	6	9.09%	3	3	0	0
\$90,001 - \$140,000	8	12.12%	4	4	0	0
\$140,001 - \$160,000	8	12.12%	0	4	3	1
\$160,001 - \$270,000	17	25.76%	0	10	7	0
\$270,001 - \$400,000	15	22.73%	2	5	6	2
\$400,001 - \$520,000	5	7.58%	0	4	1	0
\$520,001 and up	7	10.61%	1	2	4	0
Total New Listed Units	66		10	32	21	3
Total New Listed Volume	18,854,100	100%	2.13M	8.62M	7.16M	934.90K
Average New Listed Listing Price	\$124,975		\$213,430	\$269,472	\$341,038	\$311,633

February 2024



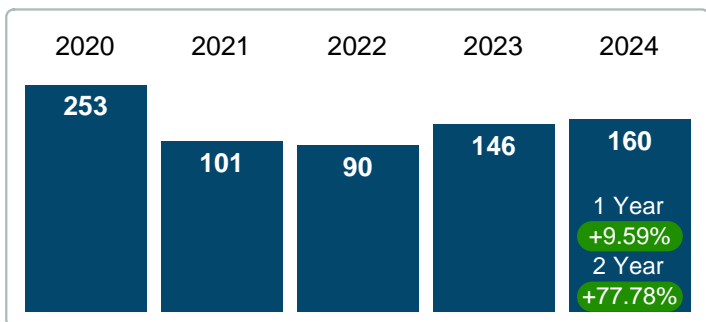
Area Delimited by County Of Cherokee - Residential Property Type



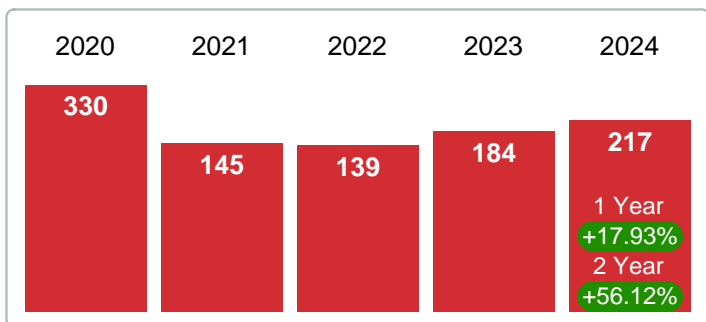
ACTIVE INVENTORY

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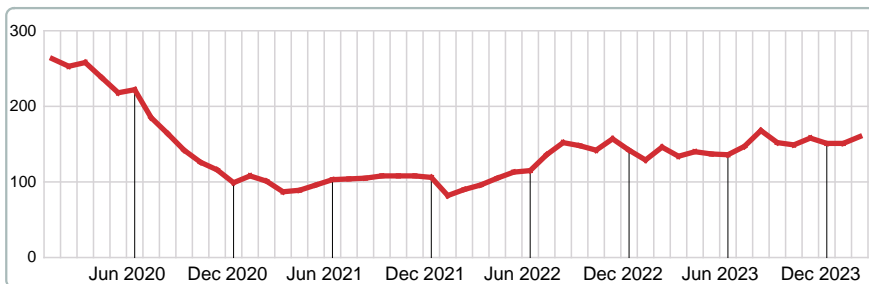
END OF FEBRUARY



ACTIVE DURING FEBRUARY

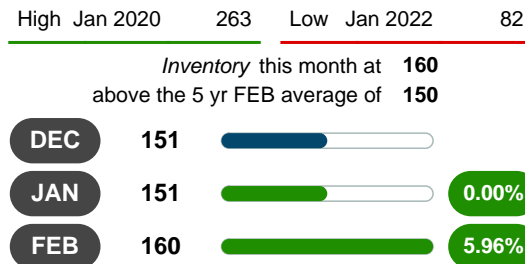


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 150



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	12	7.50%	92.0	7	4	1	0
\$100,001 - \$150,000	12	7.50%	61.9	5	6	1	0
\$150,001 - \$225,000	28	17.50%	52.4	4	19	4	1
\$225,001 - \$325,000	46	28.75%	73.5	3	36	7	0
\$325,001 - \$425,000	25	15.63%	68.3	3	9	10	3
\$425,001 - \$675,000	22	13.75%	73.8	2	10	8	2
\$675,001 and up	15	9.38%	123.4	1	5	6	3
Total Active Inventory by Units	160			25	89	37	9
Total Active Inventory by Volume	56,768,442	100%	74.2	7.17M	28.20M	16.15M	5.24M
Average Active Inventory Listing Price	\$354,803			\$286,900	\$316,848	\$436,562	\$582,633

February 2024



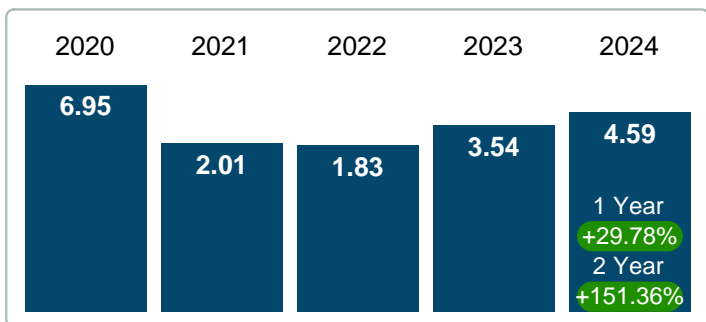
Area Delimited by County Of Cherokee - Residential Property Type



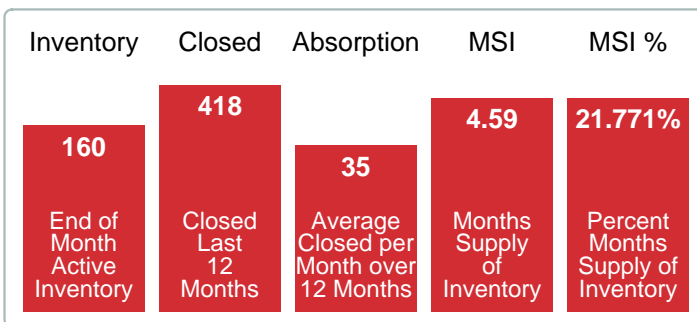
MONTHS SUPPLY of INVENTORY (MSI)

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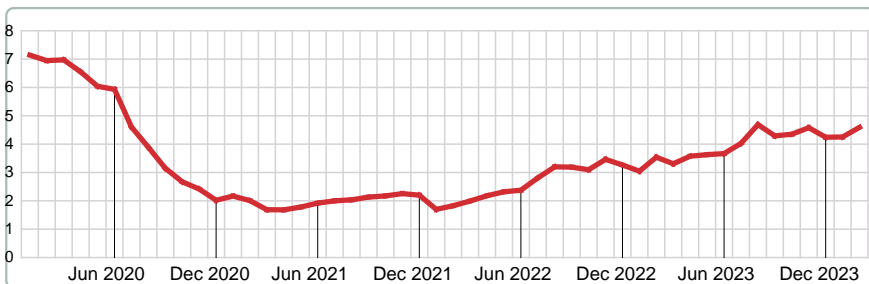
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024



5 YEAR MARKET ACTIVITY TRENDS

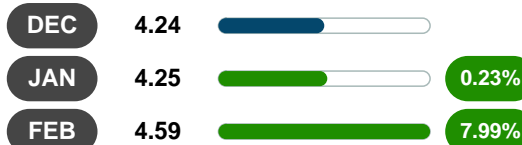


3 MONTHS

5 year FEB AVG = 3.78

High Jan 2020 7.14 Low Apr 2021 1.68

Months Supply this month at **4.59**
above the 5 yr FEB average of **3.78**



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	12	7.50%	2.67	3.00	2.00	6.00	0.00
\$100,001 - \$150,000	12	7.50%	2.00	2.31	1.71	3.00	0.00
\$150,001 - \$225,000	28	17.50%	2.67	3.00	2.56	2.53	6.00
\$225,001 - \$325,000	46	28.75%	4.97	7.20	5.76	2.80	0.00
\$325,001 - \$425,000	25	15.63%	8.33	18.00	5.14	13.33	9.00
\$425,001 - \$675,000	22	13.75%	16.50	0.00	12.00	48.00	6.00
\$675,001 and up	15	9.38%	60.00	0.00	0.00	36.00	36.00
Market Supply of Inventory (MSI)			4.59	3.90	4.09	6.53	9.00
Total Active Inventory by Units		100%	4.59	25	89	37	9

February 2024



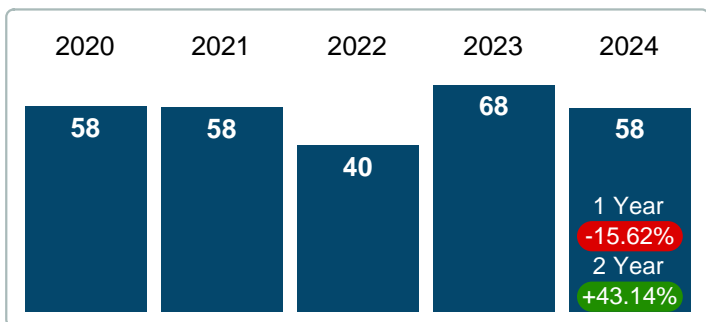
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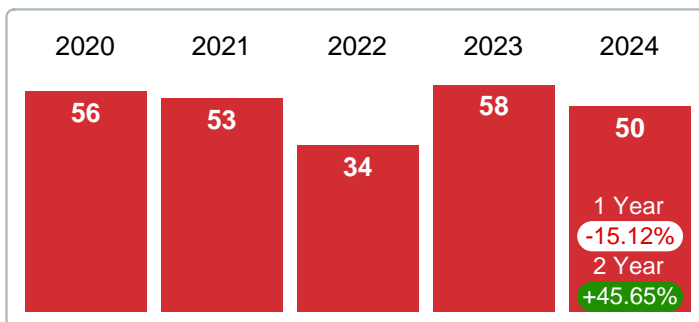
AVERAGE DAYS ON MARKET TO SALE

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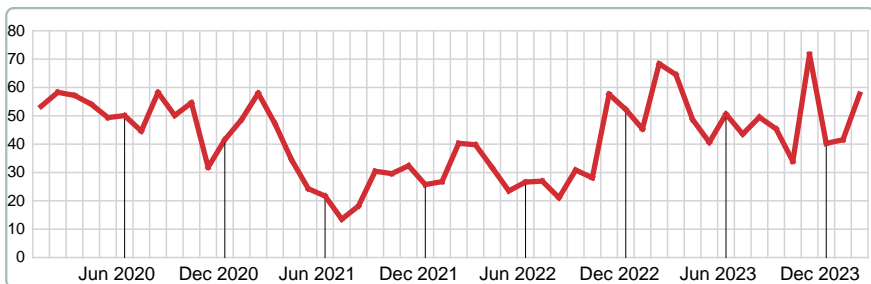
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

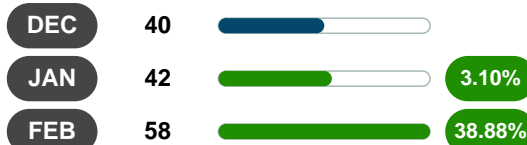


3 MONTHS

5 year FEB AVG = 57

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 58 above the 5 yr FEB average of 57



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
\$50,000 and less	<div style="width: 2%;"></div> 2	9.52%	65	0	65	0	0
\$50,001 - \$125,000	<div style="width: 2%;"></div> 2	9.52%	14	0	14	0	0
\$125,001 - \$150,000	<div style="width: 2%;"></div> 2	9.52%	2	0	2	0	0
\$150,001 - \$275,000	<div style="width: 7%;"></div> 7	33.33%	57	54	72	1	0
\$275,001 - \$300,000	<div style="width: 3%;"></div> 3	14.29%	57	0	0	57	0
\$300,001 - \$375,000	<div style="width: 2%;"></div> 2	9.52%	90	0	96	83	0
\$375,001 and up	<div style="width: 3%;"></div> 3	14.29%	101	0	118	169	17
Average Closed DOM			58	54	55	71	17
Total Closed Units		100%	58	2	12	6	1
Total Closed Volume			4,958,100	354.50K	2.14M	2.09M	380.00K

February 2024



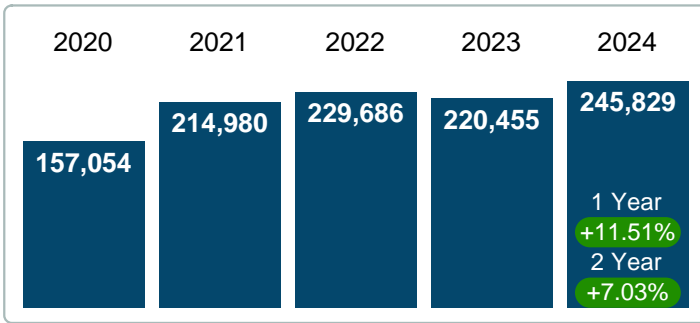
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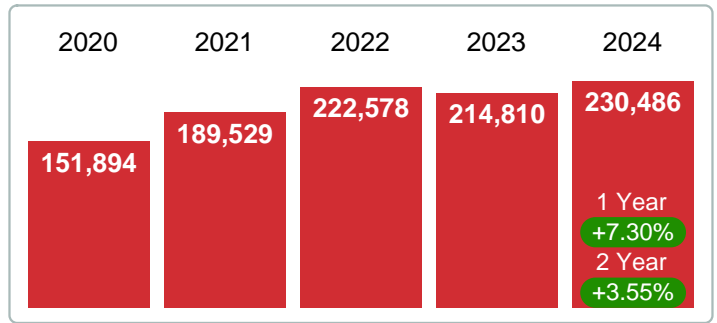
AVERAGE LIST PRICE AT CLOSING

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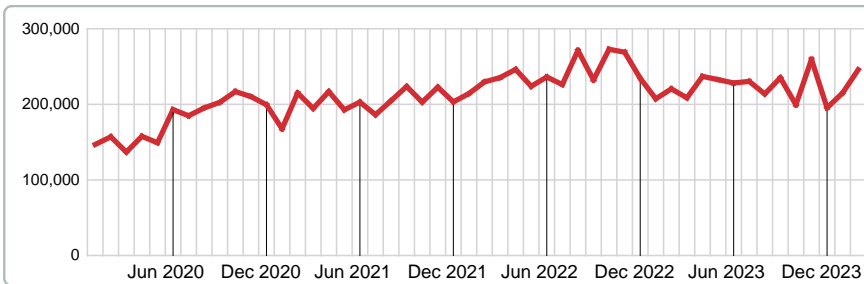
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

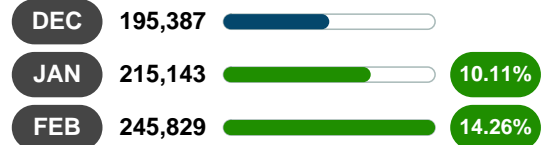


3 MONTHS

5 year FEB AVG = 213,601

High Oct 2022 272,831 Low Mar 2020 136,886

Average List Price at Closing this month at **245,829**
above the 5 yr FEB average of **213,601**



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
\$50,000 and less	1	4.76%	30,000	0	42,000	0	0
\$50,001 - \$125,000	3	14.29%	69,633	0	77,450	0	0
\$125,001 - \$150,000	2	9.52%	149,900	0	149,900	0	0
\$150,001 - \$275,000	6	28.57%	203,167	179,250	222,600	250,000	0
\$275,001 - \$300,000	3	14.29%	288,267	0	0	323,633	0
\$300,001 - \$375,000	2	9.52%	334,950	0	350,000	319,900	0
\$375,001 and up	4	19.05%	467,500	0	395,000	699,000	390,000
Average List Price			245,829	179,250	181,175	373,300	390,000
Total Closed Units		100%	245,829	2	12	6	1
Total Closed Volume			5,162,400	358.50K	2.17M	2.24M	390.00K

February 2024



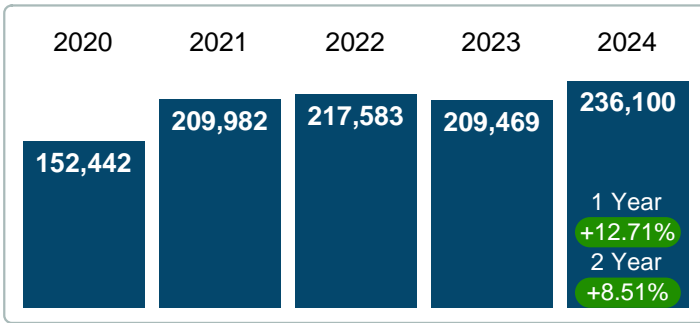
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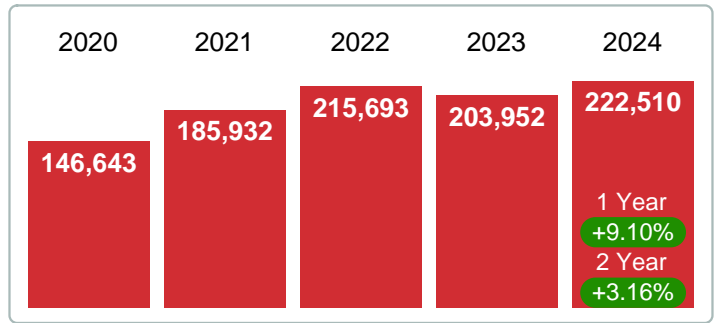
AVERAGE SOLD PRICE AT CLOSING

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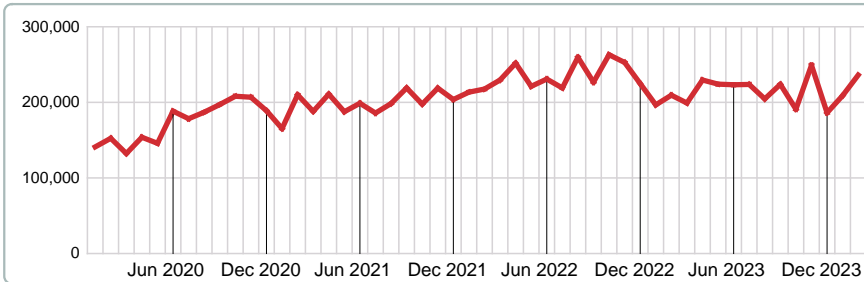
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

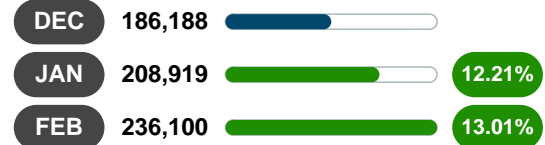


3 MONTHS

5 year FEB AVG = 205,115

High Oct 2022 262,961 Low Mar 2020 132,282

Average Sold Price at Closing this month at **236,100** above the 5 yr FEB average of **205,115**



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
\$50,000 and less	9.52%	40,000	0	40,000	0	0
\$50,001 - \$125,000	9.52%	80,050	0	80,050	0	0
\$125,001 - \$150,000	9.52%	147,450	0	147,450	0	0
\$150,001 - \$275,000	33.33%	209,429	177,250	215,375	250,000	0
\$275,001 - \$300,000	14.29%	281,667	0	0	281,667	0
\$300,001 - \$375,000	9.52%	333,550	0	350,000	317,100	0
\$375,001 and up	14.29%	481,667	0	390,000	675,000	380,000
Average Sold Price		236,100	177,250	178,042	347,850	380,000
Total Closed Units	100%	21	2	12	6	1
Total Closed Volume		4,958,100	354.50K	2.14M	2.09M	380.00K

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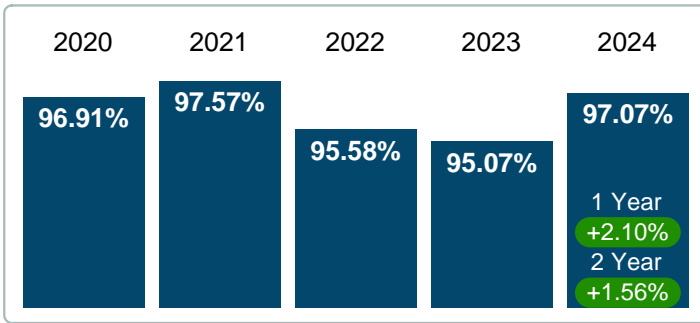
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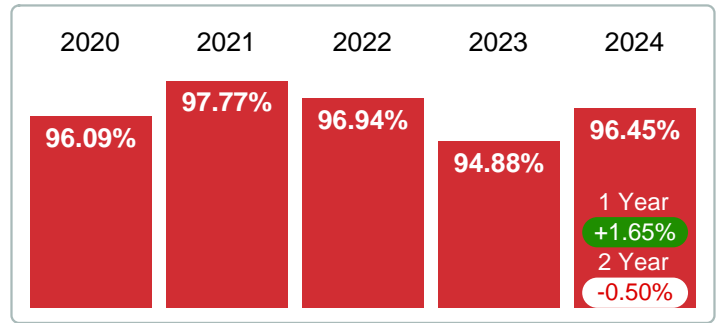
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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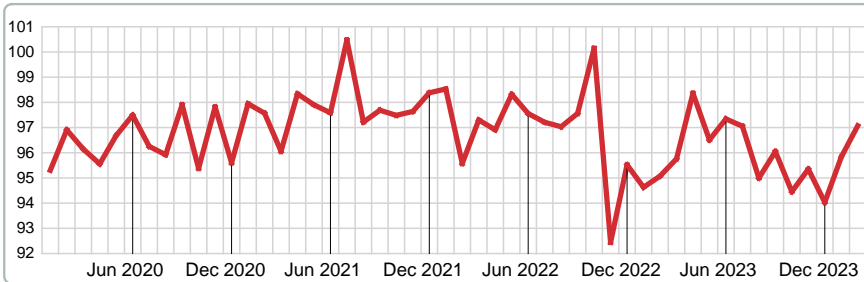
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

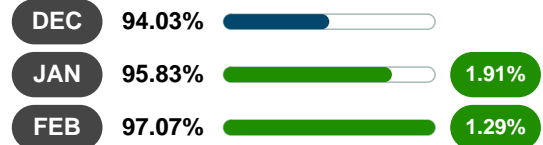


3 MONTHS

5 year FEB AVG = 96.44%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **97.07%**
above the 5 yr FEB average of **96.44%**



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
\$50,000 and less	2	9.52%	96.30%	0.00%	96.30%	0.00%	0.00%
\$50,001 - \$125,000	2	9.52%	103.06%	0.00%	103.06%	0.00%	0.00%
\$125,001 - \$150,000	2	9.52%	98.37%	0.00%	98.37%	0.00%	0.00%
\$150,001 - \$275,000	7	33.33%	97.91%	98.99%	96.84%	100.00%	0.00%
\$275,001 - \$300,000	3	14.29%	88.61%	0.00%	0.00%	88.61%	0.00%
\$300,001 - \$375,000	2	9.52%	99.56%	0.00%	100.00%	99.12%	0.00%
\$375,001 and up	3	14.29%	97.58%	0.00%	98.73%	96.57%	97.44%
Average Sold/List Ratio		97.10%		98.99%	98.46%	93.59%	97.44%
Total Closed Units		21	100%	2	12	6	1
Total Closed Volume		4,958,100		354.50K	2.14M	2.09M	380.00K

February 2024



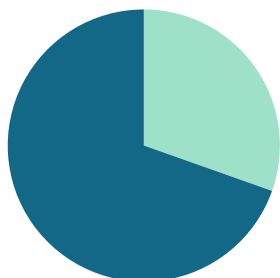
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

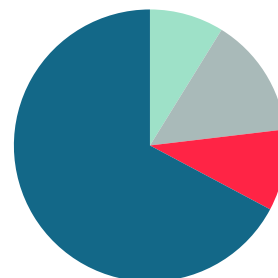
- New Listings **66 = 30.41%**
- Start Inventory **151**
- Total Inventory Units **217**
- Volume **\$74,637,954**

Market Activity

Market Activity

- Closed Sales **21 = 8.82%**
- Pending Sales **34 = 14.29%**
- Other Off Market **23 = 9.66%**
- Active Inventory **160 = 67.23%**

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	29	21	-27.59%	51	42	-17.65%
Pending Sales	24	34	41.67%	54	72	33.33%
New Listings	55	66	20.00%	89	121	35.96%
Average List Price	220,455	245,829	11.51%	214,810	230,486	7.30%
Average Sale Price	209,469	236,100	12.71%	203,952	222,510	9.10%
Average Percent of Selling Price to List Price	95.07%	97.07%	2.10%	94.88%	96.45%	1.65%
Average Days on Market to Sale	68.34	57.67	-15.62%	58.43	49.60	-15.12%
Monthly Inventory	146	160	9.59%	146	160	9.59%
Months Supply of Inventory	3.54	4.59	29.78%	3.54	4.59	29.78%

Absorption: Last 12 months, an Average of **35** Sales/Month

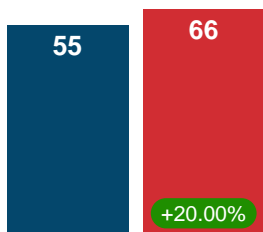
Inventory on February 29, 2024 = **160**

2023 **2024**

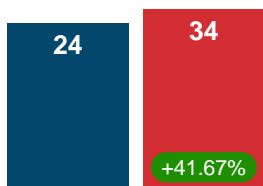
FEBRUARY MARKET

AVERAGE PRICES

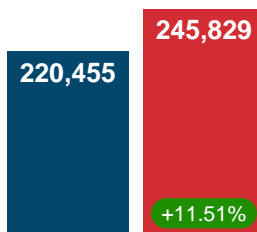
New Listings



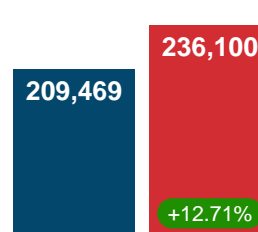
Pending Listings



List Price



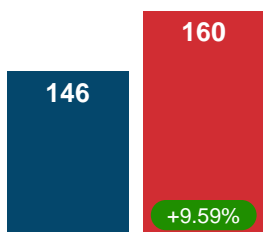
Sale Price



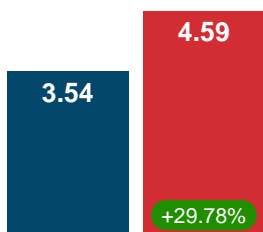
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

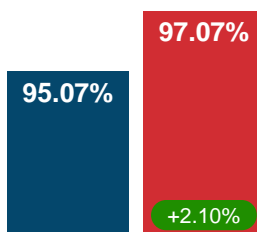
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

