

## February 2024



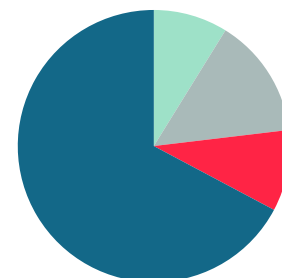
Area Delimited by County Of Cherokee - Residential Property Type



### 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%
Median List Price	215,000	247,500	15.12%
Median Sale Price	205,888	245,000	19.00%
Median Percent of Selling Price to List Price	94.83%	98.73%	4.12%
Median Days on Market to Sale	48.00	49.00	2.08%
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.

##### 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 **19.00%** in February 2024 to \$245,000 versus the previous year at \$205,888.

##### Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 1.00 days or **2.08%** in February 2024 compared to last year's same month at **48.00** DOM.

##### Sales Success for February 2024 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# February 2024



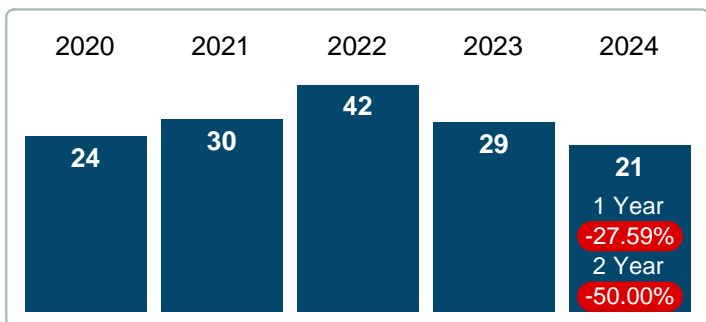
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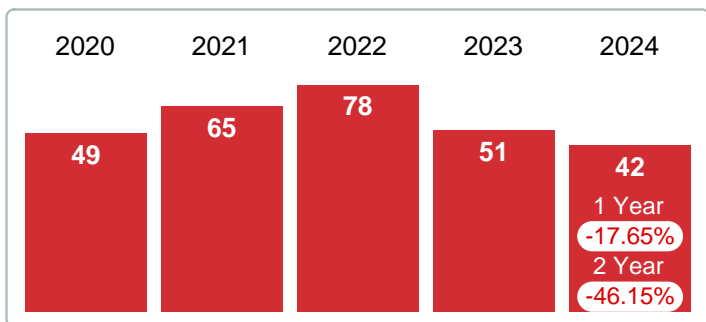
## CLOSED LISTINGS

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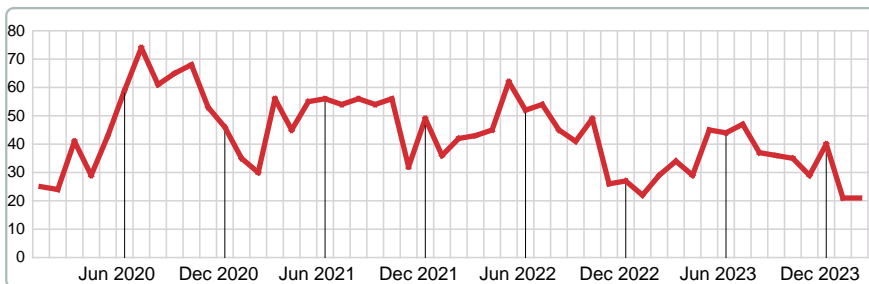
### FEBRUARY



### YEAR TO DATE (YTD)

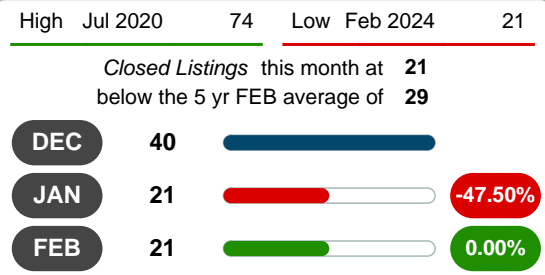


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<div style="width: 9.52%;"></div> 2	9.52%	65.0	0	2	0	0
\$50,001 - \$125,000	<div style="width: 9.52%;"></div> 2	9.52%	14.0	0	2	0	0
\$125,001 - \$150,000	<div style="width: 9.52%;"></div> 2	9.52%	1.5	0	2	0	0
\$150,001 - \$275,000	<div style="width: 33.33%;"></div> 7	33.33%	49.0	2	4	1	0
\$275,001 - \$300,000	<div style="width: 14.29%;"></div> 3	14.29%	51.0	0	0	3	0
\$300,001 - \$375,000	<div style="width: 9.52%;"></div> 2	9.52%	89.5	0	1	1	0
\$375,001 and up	<div style="width: 14.29%;"></div> 3	14.29%	118.0	0	1	1	1
<b>Total Closed Units</b>	<b>21</b>			<b>2</b>	<b>12</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,958,100</b>	<b>100%</b>	<b>49.0</b>	<b>354.50K</b>	<b>2.14M</b>	<b>2.09M</b>	<b>380.00K</b>
<b>Median Closed Price</b>	<b>\$245,000</b>			<b>\$177,250</b>	<b>\$157,950</b>	<b>\$282,500</b>	<b>\$380,000</b>

# February 2024



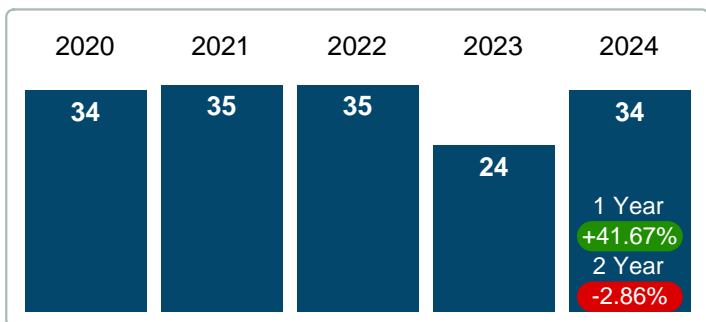
Area Delimited by County Of Cherokee - Residential Property Type



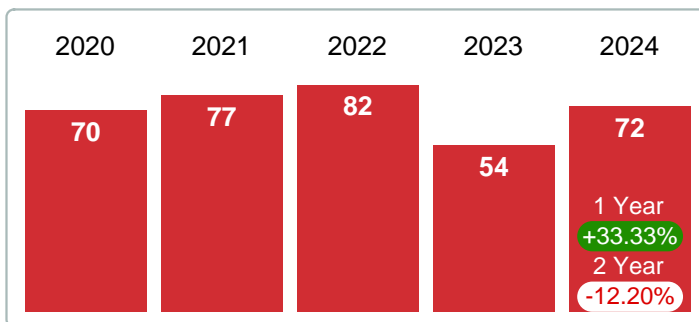
## PENDING LISTINGS

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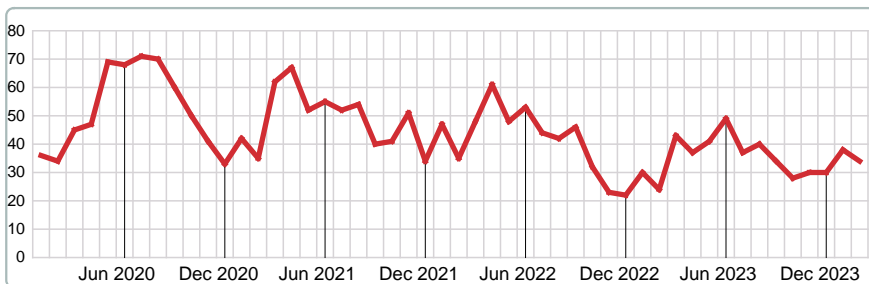
### FEBRUARY



### YEAR TO DATE (YTD)

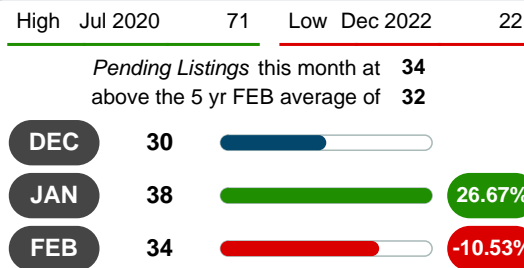


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 32



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.88%	0.5	1	1	0	0
\$50,001 - \$75,000	5	14.71%	19.0	1	4	0	0
\$75,001 - \$125,000	2	5.88%	13.5	1	1	0	0
\$125,001 - \$225,000	10	29.41%	12.0	2	6	2	0
\$225,001 - \$250,000	5	14.71%	24.0	0	4	1	0
\$250,001 - \$325,000	5	14.71%	40.0	1	3	1	0
\$325,001 and up	5	14.71%	16.0	0	3	2	0
<b>Total Pending Units</b>	<b>34</b>			<b>6</b>	<b>22</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,519,712</b>	<b>100%</b>	<b>21.5</b>	<b>705.51K</b>	<b>4.83M</b>	<b>1.98M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$194,950</b>			<b>\$110,450</b>	<b>\$215,000</b>	<b>\$267,450</b>	<b>\$0</b>

# February 2024



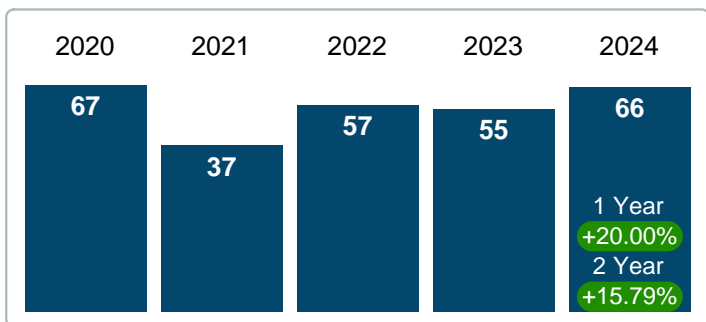
Area Delimited by County Of Cherokee - Residential Property Type



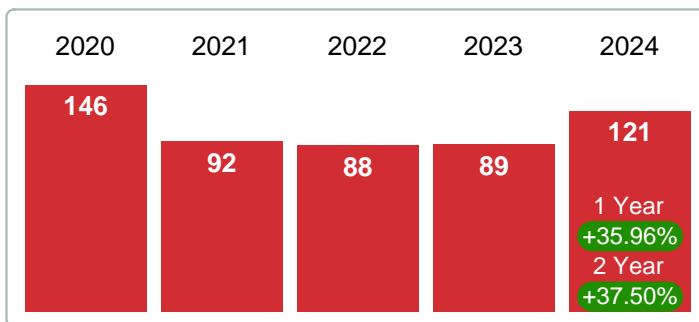
## NEW LISTINGS

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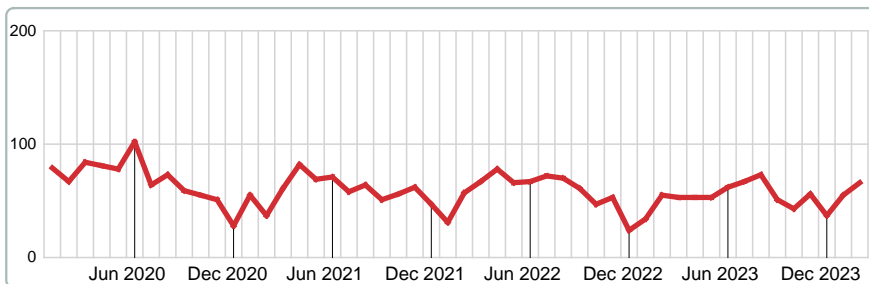
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

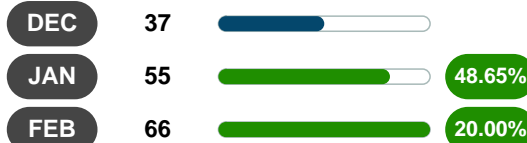


### 3 MONTHS

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
\$75,000 and less	5	7.58%	2	3	0	0
\$75,001 - \$125,000	6	9.09%	3	3	0	0
\$125,001 - \$150,000	8	12.12%	2	4	2	0
\$150,001 - \$275,000	22	33.33%	0	13	8	1
\$275,001 - \$400,000	13	19.70%	2	3	6	2
\$400,001 - \$525,000	6	9.09%	0	4	2	0
\$525,001 and up	6	9.09%	1	2	3	0
<b>Total New Listed Units</b>	<b>66</b>		<b>10</b>	<b>32</b>	<b>21</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,854,100</b>	<b>100%</b>	<b>2.13M</b>	<b>8.62M</b>	<b>7.16M</b>	<b>934.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$239,000</b>		<b>\$124,750</b>	<b>\$202,500</b>	<b>\$279,900</b>	<b>\$375,000</b>

# February 2024



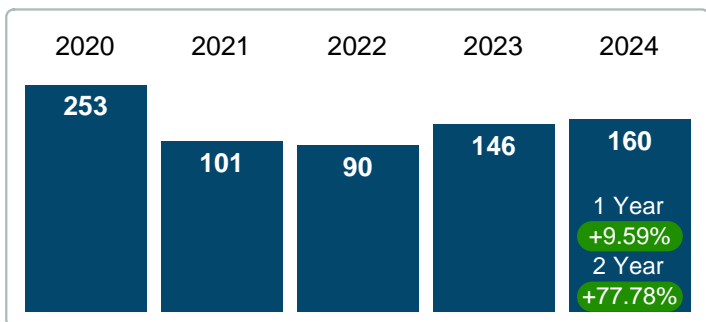
Area Delimited by County Of Cherokee - Residential Property Type



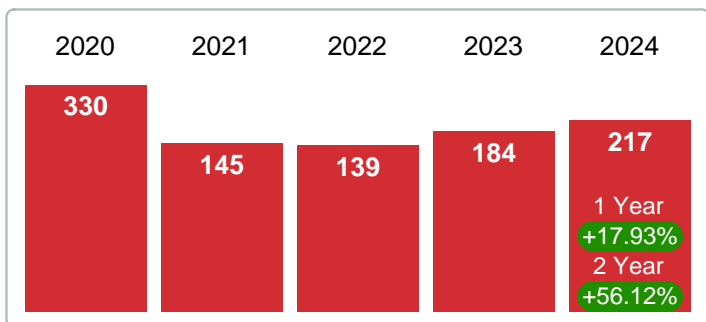
## ACTIVE INVENTORY

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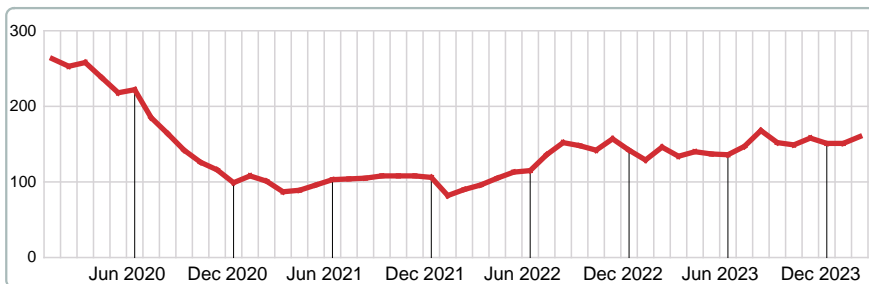
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

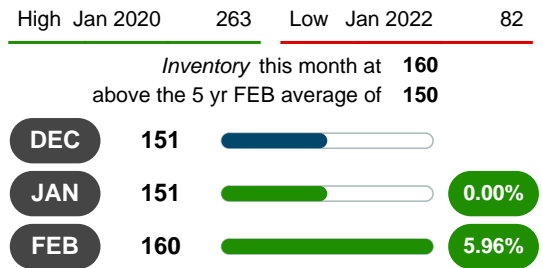


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 150



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	7.50%	84.5	7	4	1	0
\$100,001 - \$150,000	12	7.50%	16.5	5	6	1	0
\$150,001 - \$225,000	28	17.50%	36.0	4	19	4	1
\$225,001 - \$325,000	46	28.75%	60.5	3	36	7	0
\$325,001 - \$425,000	25	15.63%	31.0	3	9	10	3
\$425,001 - \$675,000	22	13.75%	63.0	2	10	8	2
\$675,001 and up	15	9.38%	122.0	1	5	6	3
<b>Total Active Inventory by Units</b>	<b>160</b>			<b>25</b>	<b>89</b>	<b>37</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>56,768,442</b>	<b>100%</b>	<b>52.0</b>	<b>7.17M</b>	<b>28.20M</b>	<b>16.15M</b>	<b>5.24M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$274,700</b>			<b>\$154,999</b>	<b>\$269,900</b>	<b>\$389,000</b>	<b>\$450,000</b>

# February 2024



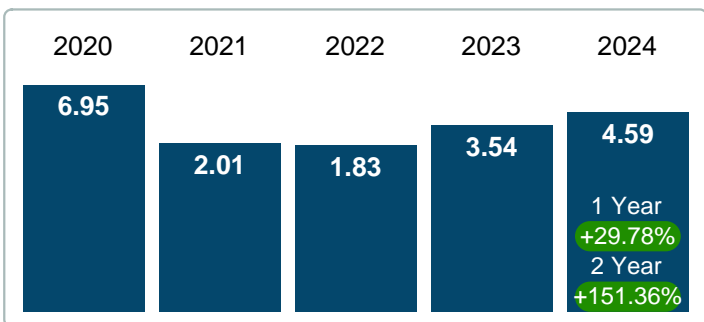
Area Delimited by County Of Cherokee - Residential Property Type



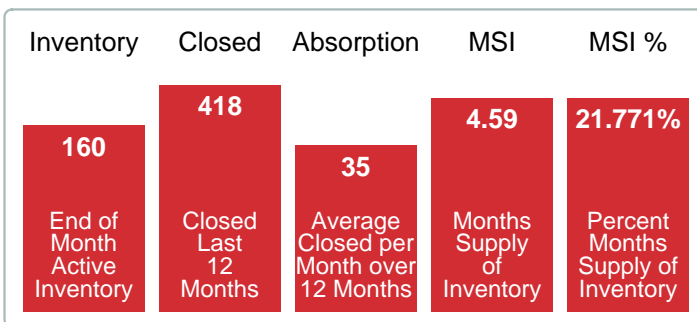
## MONTHS SUPPLY of INVENTORY (MSI)

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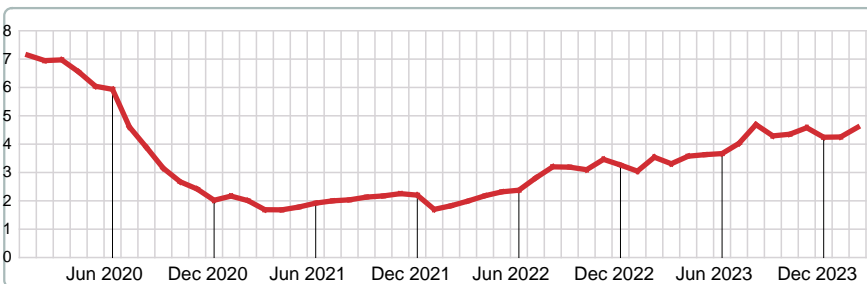
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024



### 5 YEAR MARKET ACTIVITY TRENDS

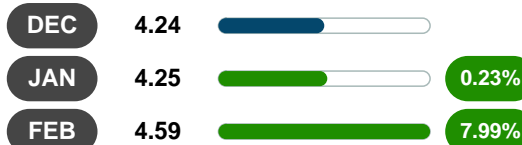


### 3 MONTHS

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



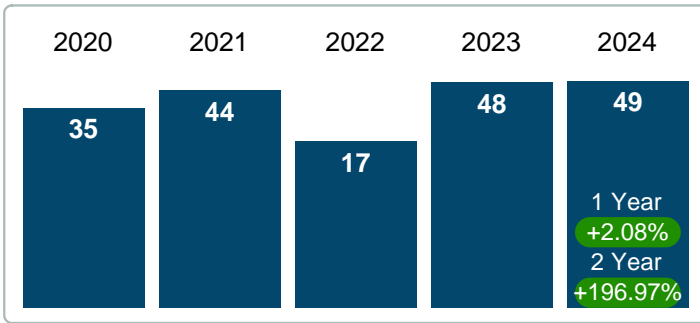
Area Delimited by County Of Cherokee - Residential Property Type



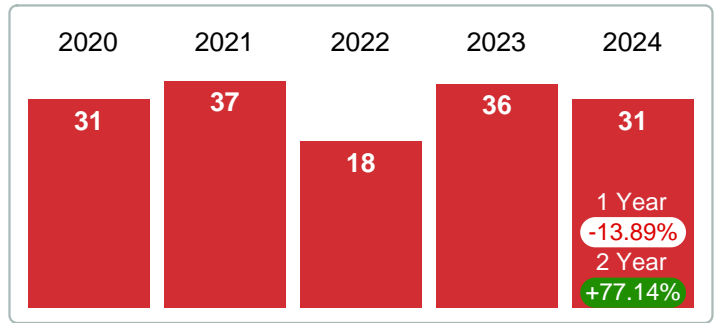
## MEDIAN DAYS ON MARKET TO SALE

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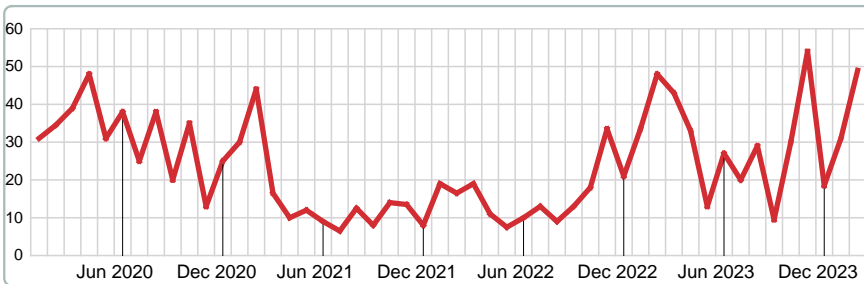
### FEBRUARY



### YEAR TO DATE (YTD)

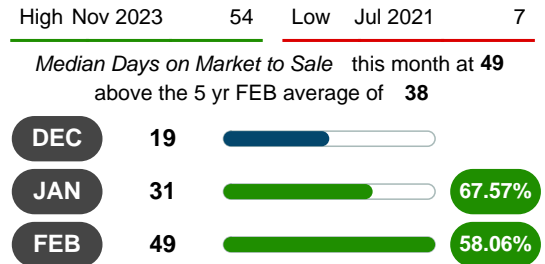


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 38



### 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
\$50,000 and less	2	9.52%	65	0	65	0	0
\$50,001 - \$125,000	2	9.52%	14	0	14	0	0
\$125,001 - \$150,000	2	9.52%	2	0	2	0	0
\$150,001 - \$275,000	7	33.33%	49	54	57	1	0
\$275,001 - \$300,000	3	14.29%	51	0	0	51	0
\$300,001 - \$375,000	2	9.52%	90	0	96	83	0
\$375,001 and up	3	14.29%	118	0	118	169	17
Median Closed DOM			49	54	38	67	17
Total Closed Units		100%	49.0	2	12	6	1
Total Closed Volume			4,958,100	354.50K	2.14M	2.09M	380.00K



# February 2024



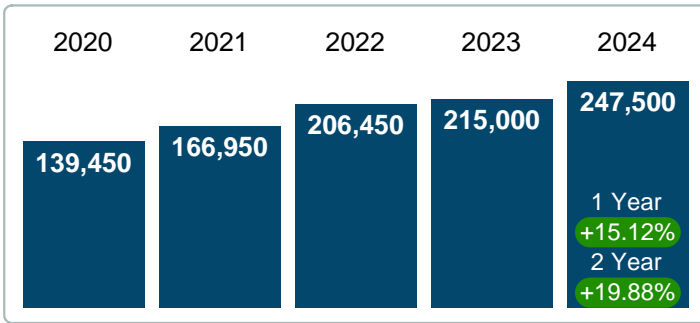
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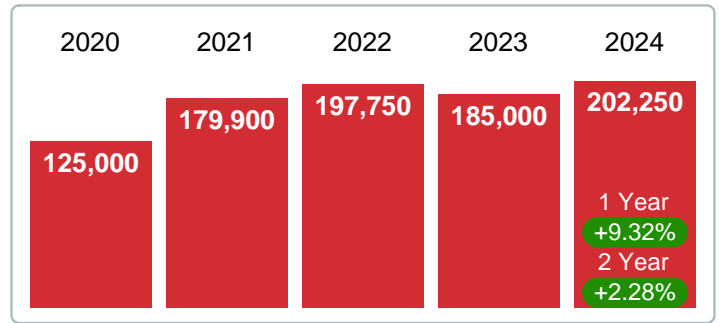
## MEDIAN LIST PRICE AT CLOSING

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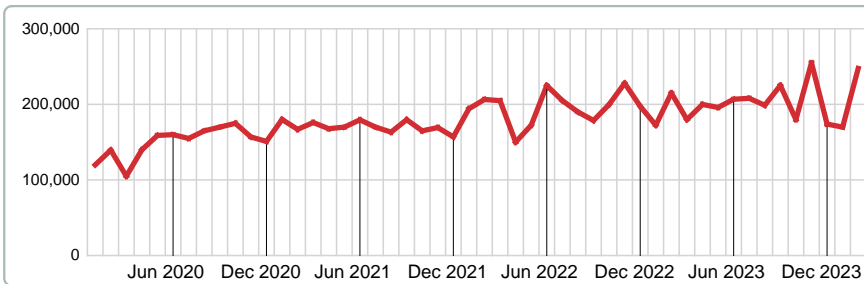
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

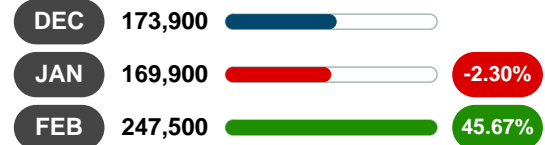


### 3 MONTHS

5 year FEB AVG = 195,070

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

Median List Price at Closing this month at **247,500**  
above the 5 yr FEB average of **195,070**



### 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
\$50,000 and less	1	4.76%	30,000	0	30,000	0	0
\$50,001 - \$125,000	3	14.29%	70,000	0	70,000	0	0
\$125,001 - \$150,000	2	9.52%	149,900	0	149,900	0	0
\$150,001 - \$275,000	6	28.57%	199,000	179,250	199,000	250,000	0
\$275,001 - \$300,000	3	14.29%	284,900	0	279,900	292,450	0
\$300,001 - \$375,000	2	9.52%	334,950	0	350,000	319,900	0
\$375,001 and up	4	19.05%	392,500	0	395,000	542,500	390,000
Median List Price			247,500	179,250	156,950	309,950	390,000
Total Closed Units		100%	247,500	2	12	6	1
Total Closed Volume			5,162,400	358.50K	2.17M	2.24M	390.00K



# February 2024



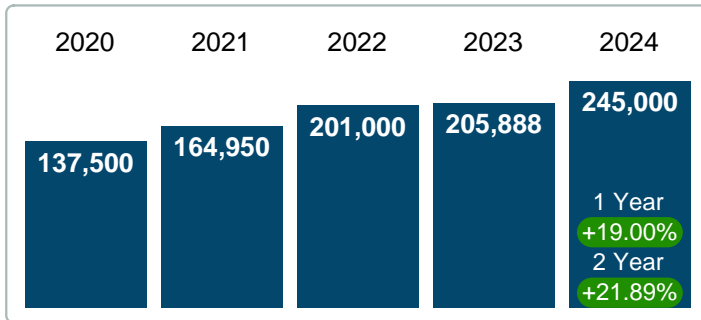
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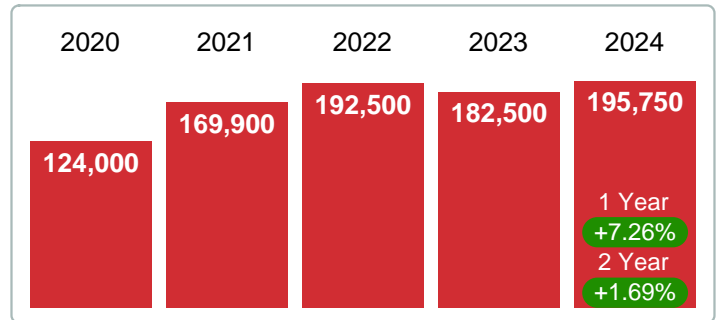
## MEDIAN SOLD PRICE AT CLOSING

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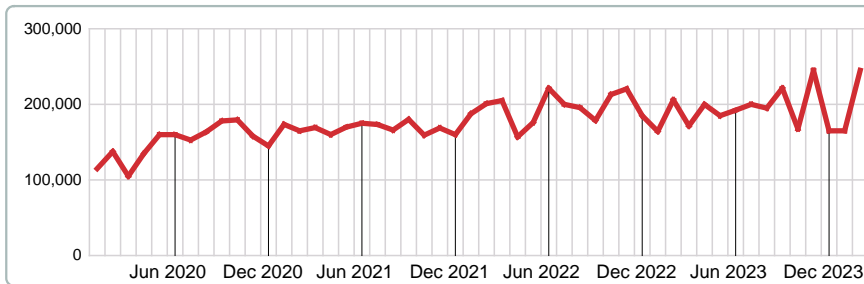
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

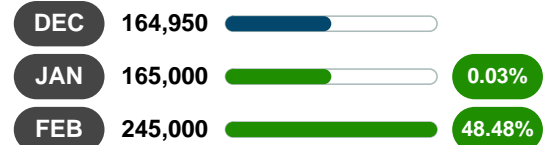


### 3 MONTHS

5 year FEB AVG = 190,868

High Feb 2024 245,000 Low Mar 2020 105,000

Median Sold Price at Closing this month at **245,000**  
above the 5 yr FEB average of **190,868**



### 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
\$50,000 and less	2	9.52%	40,000	0	40,000	0	0
\$50,001 - \$125,000	2	9.52%	80,050	0	80,050	0	0
\$125,001 - \$150,000	2	9.52%	147,450	0	147,450	0	0
\$150,001 - \$275,000	7	33.33%	195,000	177,250	212,750	250,000	0
\$275,001 - \$300,000	3	14.29%	280,000	0	0	280,000	0
\$300,001 - \$375,000	2	9.52%	333,550	0	350,000	317,100	0
\$375,001 and up	3	14.29%	390,000	0	390,000	675,000	380,000
Median Sold Price			245,000	177,250	157,950	282,500	380,000
Total Closed Units		100%	245,000	2	12	6	1
Total Closed Volume			4,958,100	354.50K	2.14M	2.09M	380.00K

# February 2024



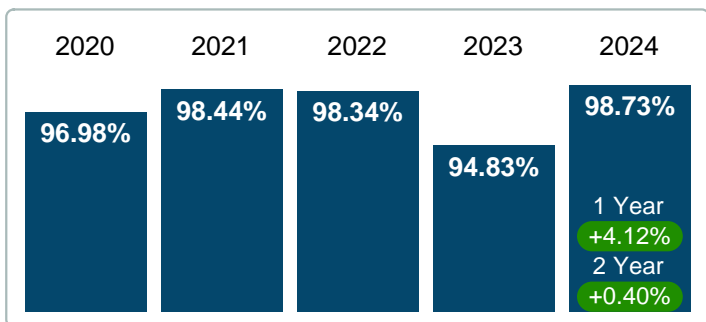
Area Delimited by County Of Cherokee - Residential Property Type



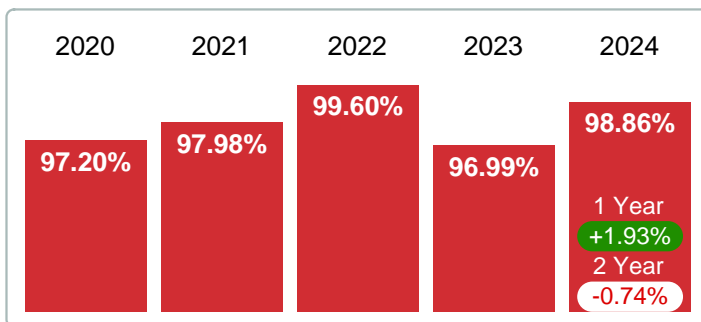
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

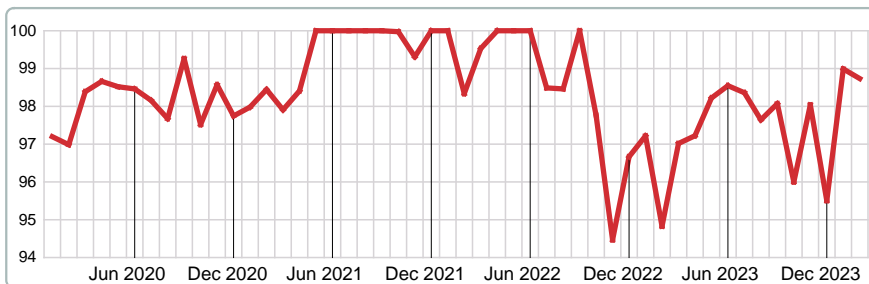
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

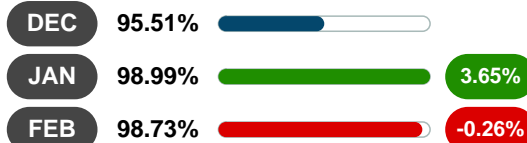


### 3 MONTHS

5 year FEB AVG = 97.47%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.73%**  
above the 5 yr FEB average of **97.47%**



### 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
\$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%	98.99%	98.99%	97.73%	100.00%	0.00%
\$275,001 - \$300,000	3	14.29%	95.00%	0.00%	0.00%	95.00%	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%	97.44%	0.00%	98.73%	96.57%	97.44%
Median Sold/List Ratio		98.73%		98.99%	99.49%	97.42%	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



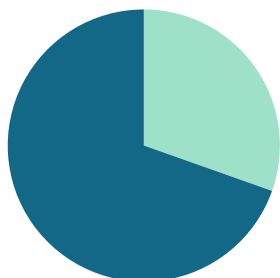
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

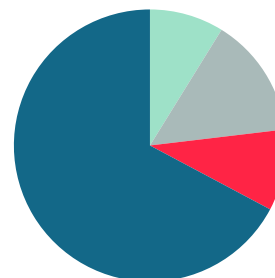


**Inventory**  
 New Listings  
**66 = 30.41%**  
 Start Inventory  
**151**  
 Total Inventory Units  
**217**  
 Volume  
**\$74,637,954**

### Market Activity

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%
Median List Price	215,000	247,500	15.12%	185,000	202,250	9.32%
Median Sale Price	205,888	245,000	19.00%	182,500	195,750	7.26%
Median Percent of Selling Price to List Price	94.83%	98.73%	4.12%	96.99%	98.86%	1.93%
Median Days on Market to Sale	48.00	49.00	2.08%	36.00	31.00	-13.89%
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%

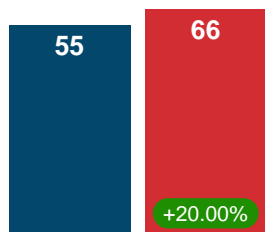
**Absorption:** Last 12 months, an Average of **35** Sales/Month

**Inventory** on February 29, 2024 = **160** 2023 2024

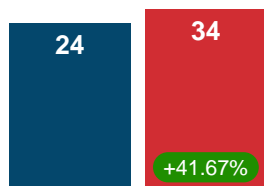
### FEBRUARY MARKET

### MEDIAN PRICES

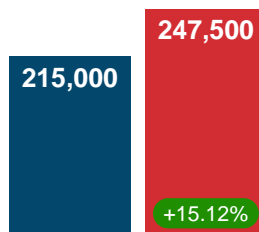
#### New Listings



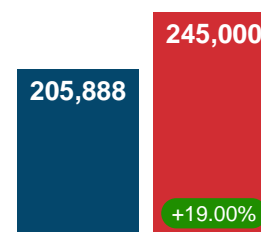
#### Pending Listings



#### List Price



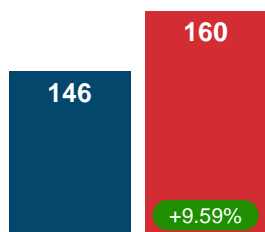
#### Sale Price



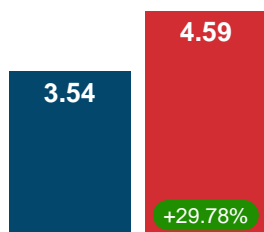
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

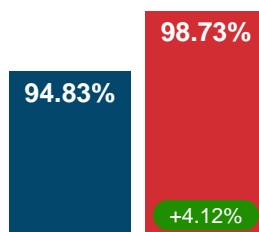
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

