

# March 2024



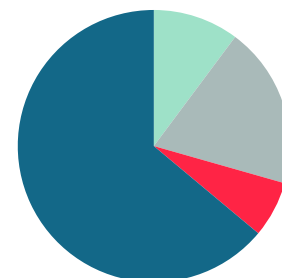
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	34	26	-23.53%
Pending Listings	43	49	13.95%
New Listings	53	67	26.42%
Average List Price	208,639	248,640	19.17%
Average Sale Price	199,125	236,669	18.85%
Average Percent of Selling Price to List Price	95.76%	93.16%	-2.71%
Average Days on Market to Sale	64.53	59.35	-8.03%
End of Month Inventory	134	163	21.64%
Months Supply of Inventory	3.31	4.77	44.19%



■ Closed (10.20%)  
■ Pending (19.22%)  
■ Other OffMarket (6.67%)  
■ Active (63.92%)

**Absorption:** Last 12 months, an Average of **34** Sales/Month  
**Active Inventory** as of March 31, 2024 = **163**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2024 rose **21.64%** to 163 existing homes available for sale. Over the last 12 months this area has had an average of 34 closed sales per month. This represents an unsold inventory index of **4.77** 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 **18.85%** in March 2024 to \$236,669 versus the previous year at \$199,125.

#### Average Days on Market Shortens

The average number of **59.35** days that homes spent on the market before selling decreased by 5.18 days or **8.03%** in March 2024 compared to last year's same month at **64.53** DOM.

#### Sales Success for March 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 67 New Listings in March 2024, up **26.42%** from last year at 53. Furthermore, there were 26 Closed Listings this month versus last year at 34, a **-23.53%** decrease.

Closed versus Listed trends yielded a **38.8%** ratio, down from previous year's, March 2023, at **64.2%**, a **39.51%** downswing. This will certainly create pressure on an increasing Monthly  $\frac{1}{2}$ 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

# March 2024



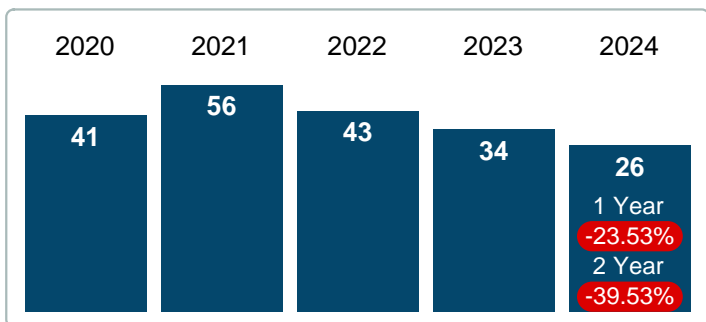
Area Delimited by County Of Cherokee - Residential Property Type



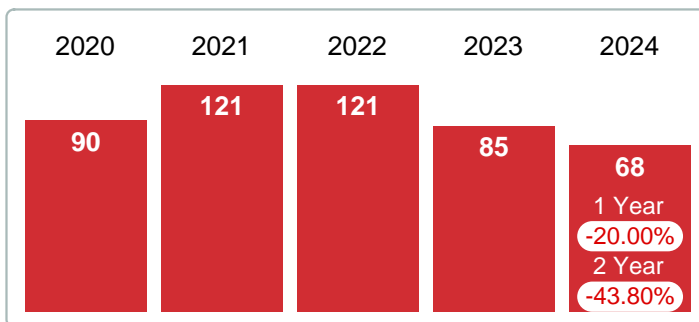
## CLOSED LISTINGS

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

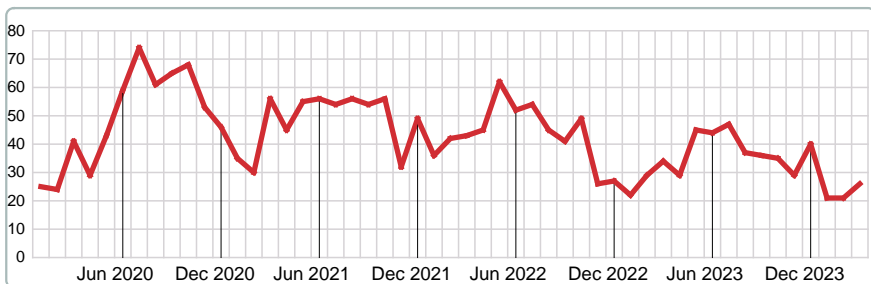
### MARCH



### YEAR TO DATE (YTD)

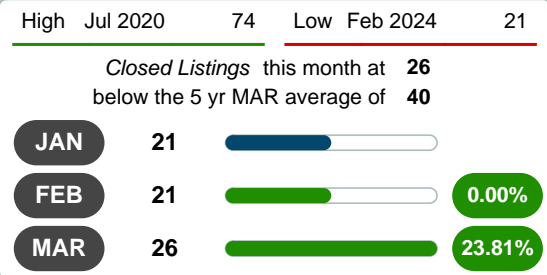


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 40



### 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	2	7.69%	10.0	2	0	0	0
\$50,001 - \$125,000	3	11.54%	20.7	1	2	0	0
\$125,001 - \$150,000	4	15.38%	67.5	1	1	2	0
\$150,001 - \$225,000	7	26.92%	89.7	0	6	1	0
\$225,001 - \$300,000	4	15.38%	49.3	0	4	0	0
\$300,001 - \$475,000	3	11.54%	61.3	0	2	1	0
\$475,001 and up	3	11.54%	60.7	0	1	2	0
<b>Total Closed Units</b>	<b>26</b>			<b>4</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,153,400</b>	<b>100%</b>	<b>59.3</b>	<b>283.00K</b>	<b>3.86M</b>	<b>2.01M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$236,669</b>			<b>\$70,750</b>	<b>\$241,088</b>	<b>\$335,500</b>	<b>\$0</b>

# March 2024



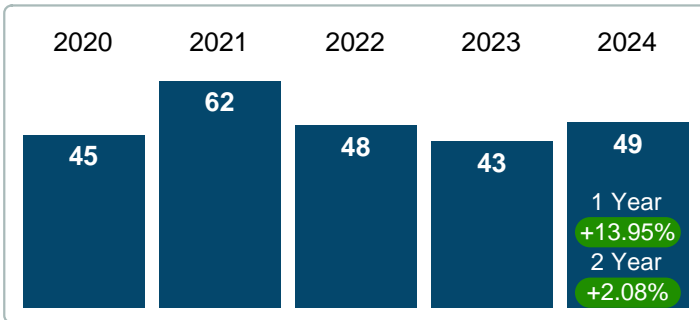
Area Delimited by County Of Cherokee - Residential Property Type



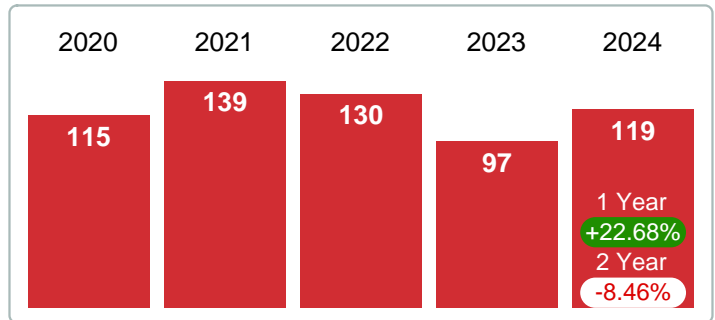
## PENDING LISTINGS

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

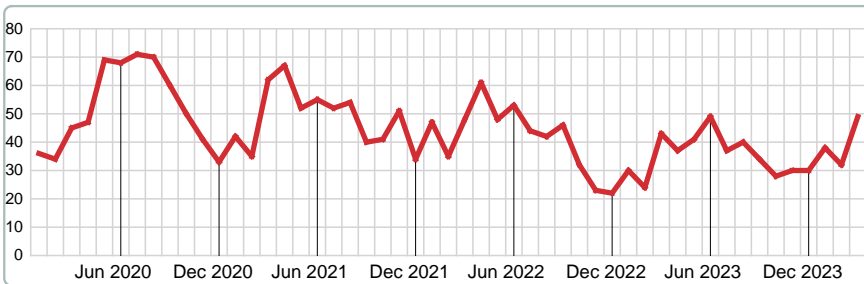
### MARCH



### YEAR TO DATE (YTD)

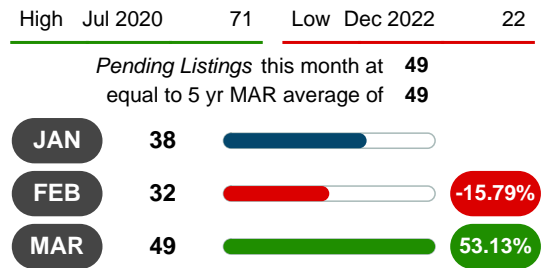


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.12%	90.7	2	1	0	0
\$75,001 - \$150,000	8	16.33%	19.6	5	3	0	0
\$150,001 - \$175,000	10	20.41%	16.9	2	6	1	1
\$175,001 - \$250,000	9	18.37%	68.0	1	7	1	0
\$250,001 - \$350,000	7	14.29%	71.0	0	5	2	0
\$350,001 - \$525,000	7	14.29%	31.7	0	4	3	0
\$525,001 and up	5	10.20%	122.2	1	0	3	1
<b>Total Pending Units</b>	<b>49</b>			<b>11</b>	<b>26</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,874,149</b>	<b>100%</b>	<b>54.5</b>	<b>1.79M</b>	<b>6.09M</b>	<b>4.10M</b>	<b>899.80K</b>
<b>Average Listing Price</b>	<b>\$317,142</b>			<b>\$162,614</b>	<b>\$234,223</b>	<b>\$409,580</b>	<b>\$449,900</b>

# March 2024



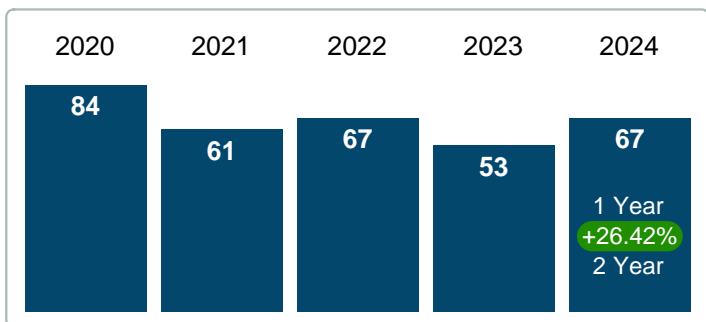
Area Delimited by County Of Cherokee - Residential Property Type



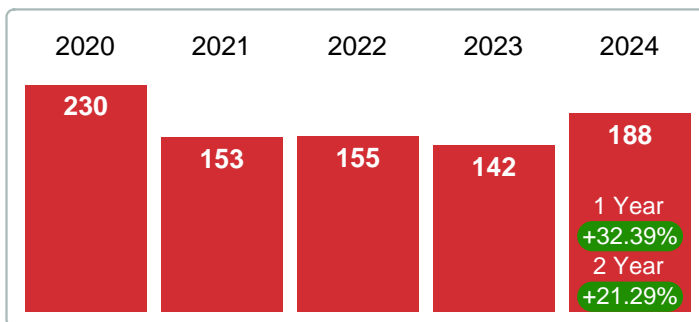
## NEW LISTINGS

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

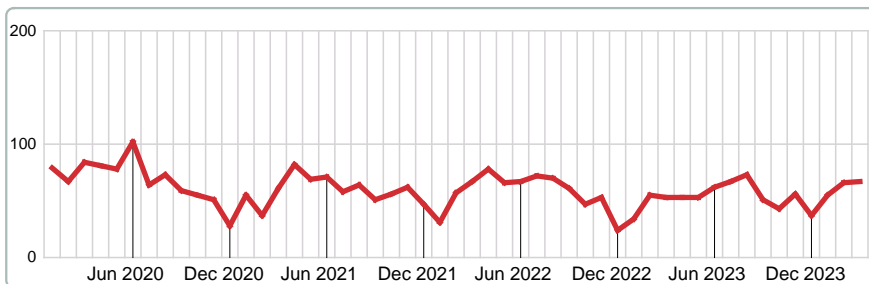
### MARCH



### YEAR TO DATE (YTD)

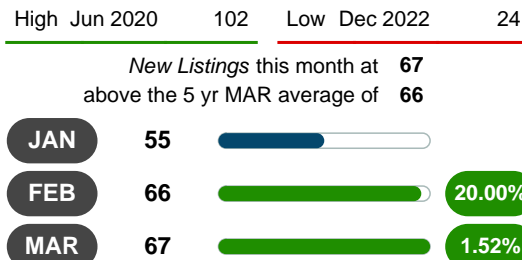


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 66



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	7.46%	3	2	0	0
\$100,001 - \$150,000	5	7.46%	2	3	0	0
\$150,001 - \$175,000	13	19.40%	3	8	2	0
\$175,001 - \$275,000	15	22.39%	1	11	3	0
\$275,001 - \$400,000	13	19.40%	1	6	5	1
\$400,001 - \$525,000	7	10.45%	0	4	1	2
\$525,001 and up	9	13.43%	0	1	6	2
<b>Total New Listed Units</b>	<b>67</b>		<b>10</b>	<b>35</b>	<b>17</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,328,549</b>	<b>100%</b>	<b>1.52M</b>	<b>9.29M</b>	<b>6.82M</b>	<b>2.70M</b>
<b>Average New Listed Listing Price</b>	<b>\$251,650</b>		<b>\$152,265</b>	<b>\$265,337</b>	<b>\$401,400</b>	<b>\$539,060</b>

# March 2024



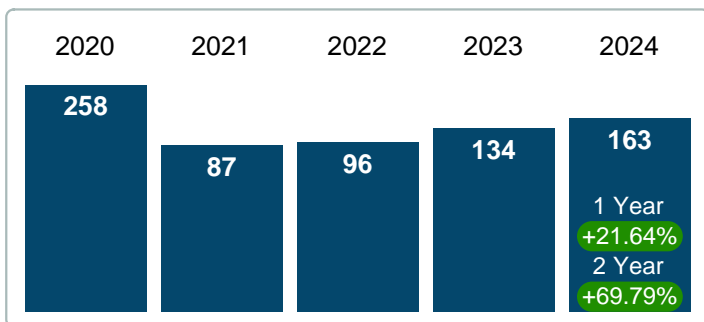
Area Delimited by County Of Cherokee - Residential Property Type



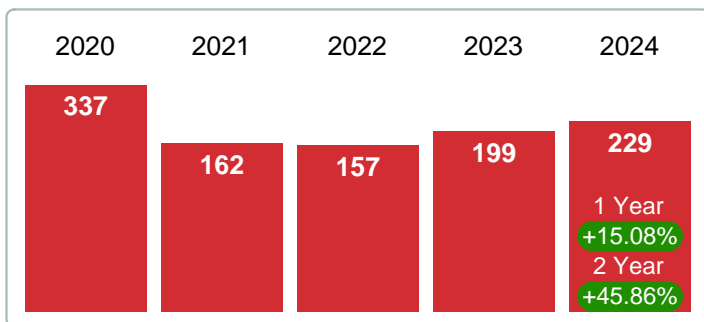
## ACTIVE INVENTORY

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

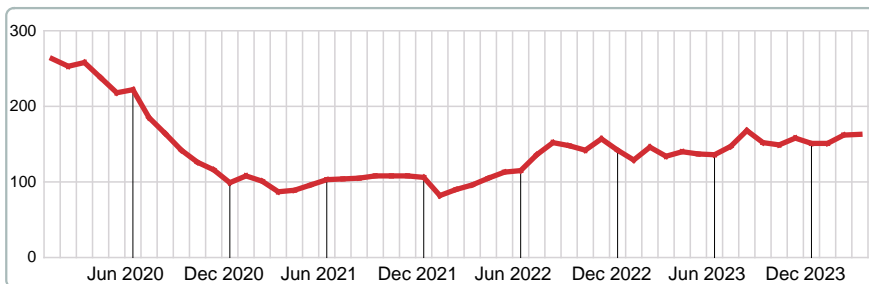
### END OF MARCH



### ACTIVE DURING MARCH

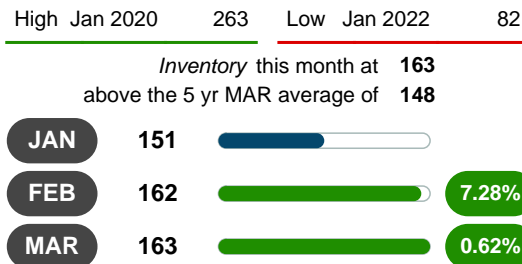


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 148



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	9.20%	97.3	8	6	1	0
\$125,001 - \$175,000	20	12.27%	56.6	5	12	3	0
\$175,001 - \$225,000	18	11.04%	61.8	2	11	5	0
\$225,001 - \$300,000	46	28.22%	72.8	3	36	7	0
\$300,001 - \$450,000	27	16.56%	74.4	3	10	10	4
\$450,001 - \$675,000	20	12.27%	59.5	1	9	7	3
\$675,001 and up	17	10.43%	107.9	1	5	7	4
<b>Total Active Inventory by Units</b>	<b>163</b>			<b>23</b>	<b>89</b>	<b>40</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>58,550,583</b>	<b>100%</b>	<b>74.2</b>	<b>6.55M</b>	<b>28.59M</b>	<b>16.83M</b>	<b>6.58M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$359,206</b>			<b>\$284,654</b>	<b>\$321,248</b>	<b>\$420,835</b>	<b>\$598,100</b>

# March 2024



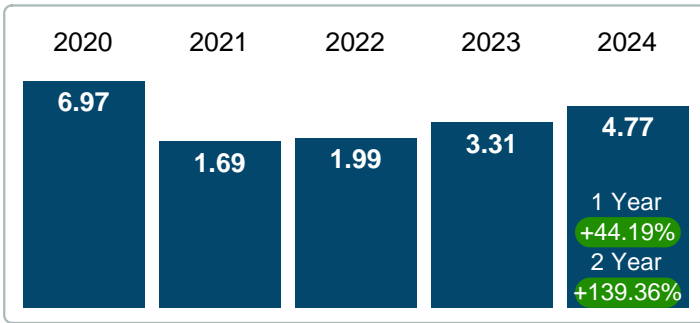
Area Delimited by County Of Cherokee - Residential Property Type



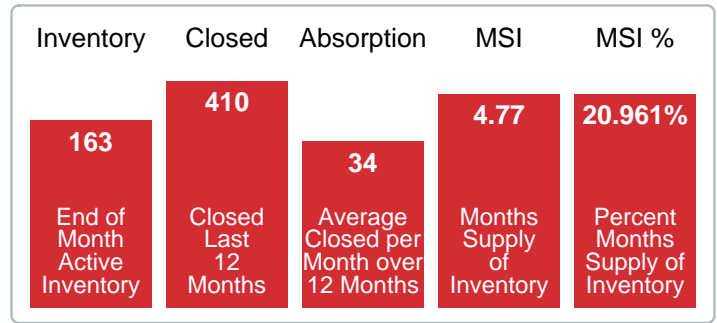
## MONTHS SUPPLY of INVENTORY (MSI)

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

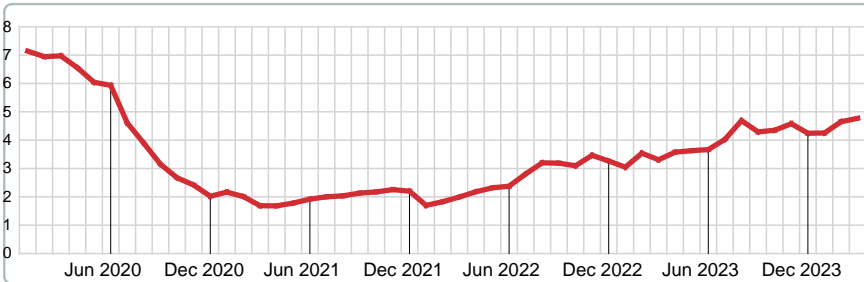
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024



### 5 YEAR MARKET ACTIVITY TRENDS

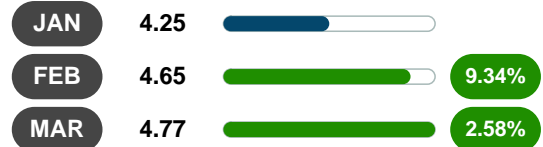


### 3 MONTHS

5 year MAR AVG = 3.75

High Jan 2020 7.14 Low Apr 2021 1.68

Months Supply this month at **4.77**  
above the 5 yr MAR average of **3.75**



### 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
\$125,000 and less	15	9.20%	2.09	2.29	1.76	4.00	0.00
\$125,001 - \$175,000	20	12.27%	2.61	3.16	2.40	3.00	0.00
\$175,001 - \$225,000	18	11.04%	3.27	2.40	2.87	6.67	0.00
\$225,001 - \$300,000	46	28.22%	5.94	9.00	6.65	3.50	0.00
\$300,001 - \$450,000	27	16.56%	5.89	18.00	3.43	8.57	12.00
\$450,001 - \$675,000	20	12.27%	18.46	0.00	18.00	28.00	9.00
\$675,001 and up	17	10.43%	40.80	0.00	60.00	28.00	48.00
Market Supply of Inventory (MSI)			4.77	3.58	4.20	7.06	12.00
Total Active Inventory by Units		100%	4.77	23	89	40	11

# March 2024



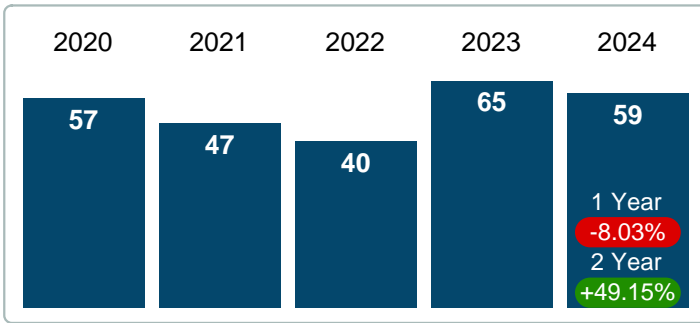
Area Delimited by County Of Cherokee - Residential Property Type



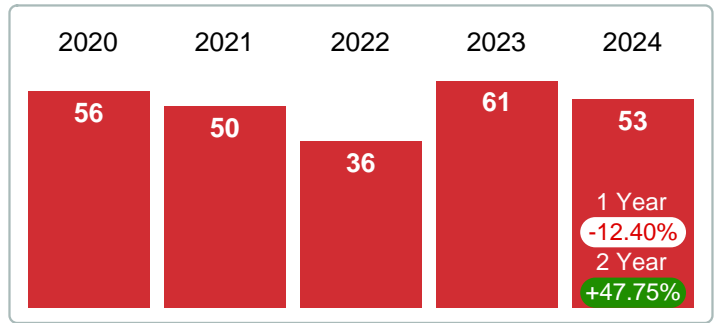
## AVERAGE DAYS ON MARKET TO SALE

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

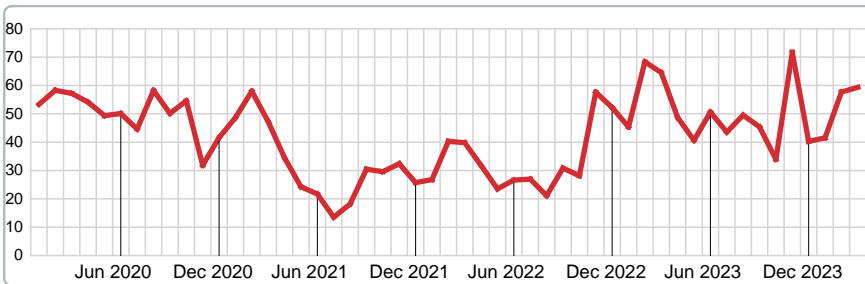
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

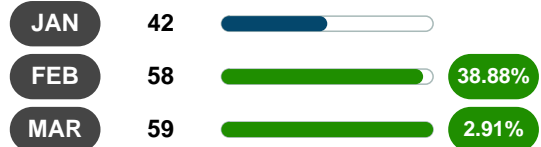


### 3 MONTHS

5 year MAR AVG = 54

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 59 above the 5 yr MAR average of 54



### 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	7.69%	10	10	0	0	0
\$50,001 - \$125,000	11.54%	21	1	31	0	0
\$125,001 - \$150,000	15.38%	68	1	240	15	0
\$150,001 - \$225,000	26.92%	90	0	102	15	0
\$225,001 - \$300,000	15.38%	49	0	49	0	0
\$300,001 - \$475,000	11.54%	61	0	69	47	0
\$475,001 and up	11.54%	61	0	16	83	0
<b>Average Closed DOM</b>		<b>59</b>	<b>6</b>	<b>79</b>	<b>43</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>59</b>	<b>4</b>	<b>16</b>	<b>6</b>	<b></b>
<b>Total Closed Volume</b>		<b>6,153,400</b>	<b>283.00K</b>	<b>3.86M</b>	<b>2.01M</b>	<b>0.00B</b>



# March 2024



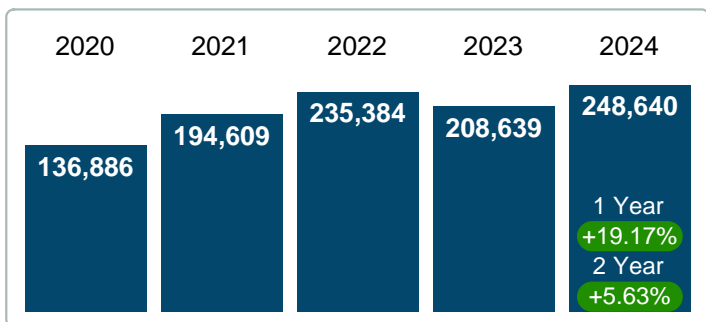
Area Delimited by County Of Cherokee - Residential Property Type



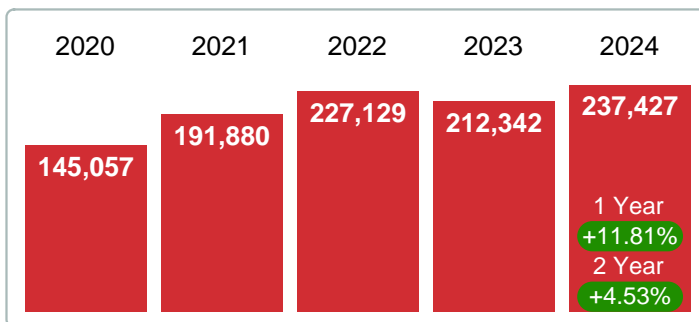
## AVERAGE LIST PRICE AT CLOSING

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

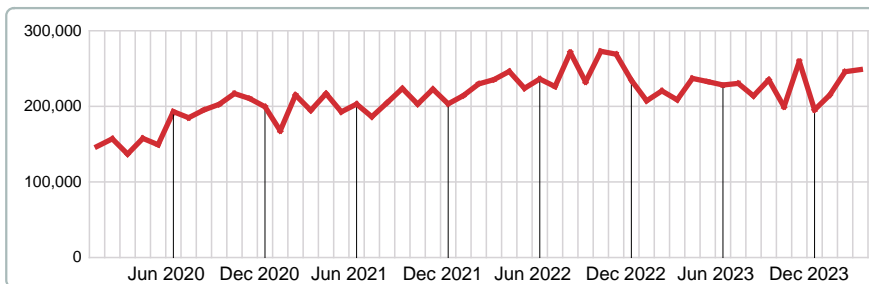
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 204,832

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

Average List Price at Closing this month at **248,640**  
above the 5 yr MAR average of **204,832**

- JAN 215,143
- FEB 245,829 **14.26%**
- MAR 248,640 **1.14%**

### 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	3.85%	34,900	43,450	0	0	0
\$50,001 - \$125,000	15.38%	72,863	89,950	74,750	0	0
\$125,001 - \$150,000	11.54%	137,500	135,000	154,900	138,750	0
\$150,001 - \$225,000	23.08%	177,117	0	201,617	159,000	0
\$225,001 - \$300,000	23.08%	242,217	0	248,100	0	0
\$300,001 - \$475,000	11.54%	340,000	0	327,500	365,000	0
\$475,001 and up	11.54%	729,933	0	899,900	644,950	0
<b>Average List Price</b>		<b>248,640</b>	<b>77,963</b>	<b>253,838</b>	<b>348,567</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>248,640</b>	<b>4</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,464,650</b>	<b>311.85K</b>	<b>4.06M</b>	<b>2.09M</b>	<b>0.00B</b>



# March 2024



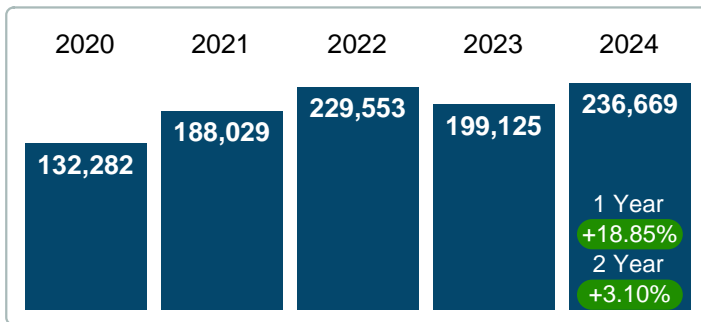
Area Delimited by County Of Cherokee - Residential Property Type



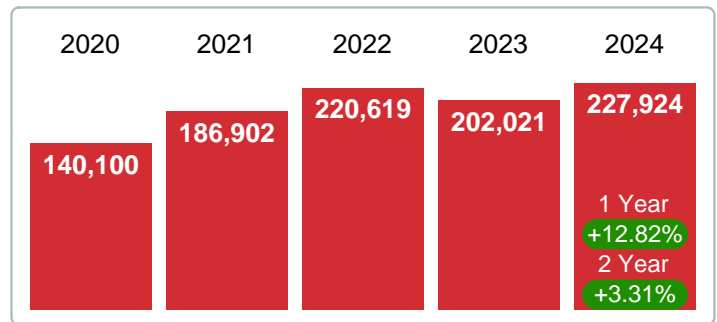
## AVERAGE SOLD PRICE AT CLOSING

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

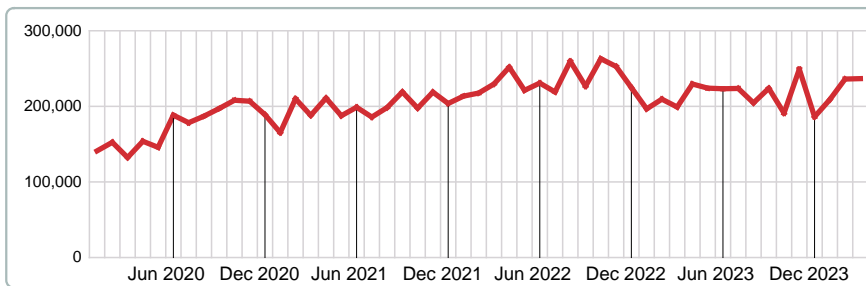
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

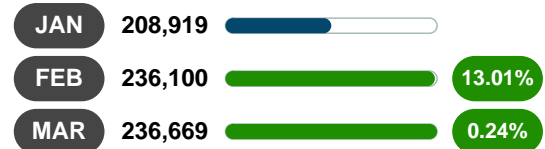


### 3 MONTHS

5 year MAR AVG = 197,131

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

Average Sold Price at Closing this month at **236,669** above the 5 yr MAR average of **197,131**



### 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	7.69%	32,500	32,500	0	0	0
\$50,001 - \$125,000	11.54%	70,167	83,000	63,750	0	0
\$125,001 - \$150,000	15.38%	133,625	135,000	127,000	136,250	0
\$150,001 - \$225,000	26.92%	183,357	0	187,417	159,000	0
\$225,001 - \$300,000	15.38%	246,350	0	246,350	0	0
\$300,001 - \$475,000	11.54%	331,000	0	321,500	350,000	0
\$475,001 and up	11.54%	693,833	0	850,000	615,750	0
<b>Average Sold Price</b>		<b>236,669</b>	<b>70,750</b>	<b>241,088</b>	<b>335,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>4</b>	<b>16</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,153,400</b>	<b>283.00K</b>	<b>3.86M</b>	<b>2.01M</b>	<b>0.00B</b>

# March 2024



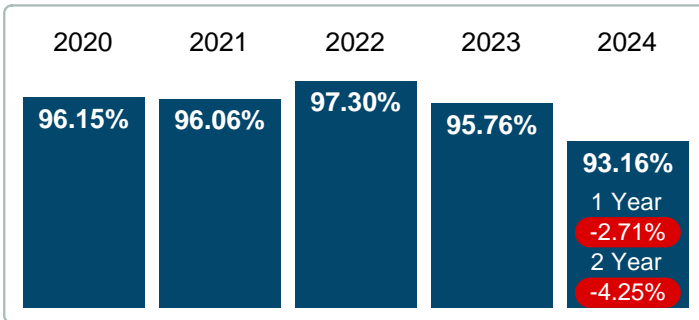
Area Delimited by County Of Cherokee - Residential Property Type



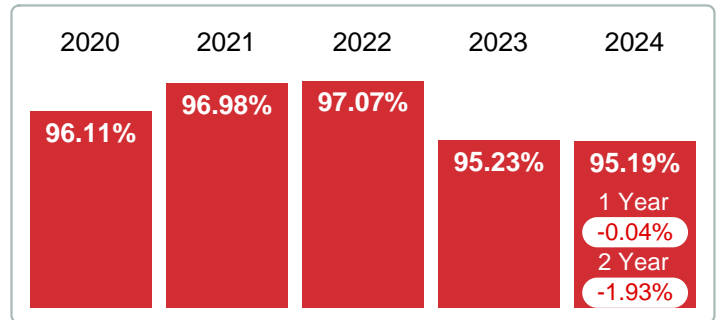
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

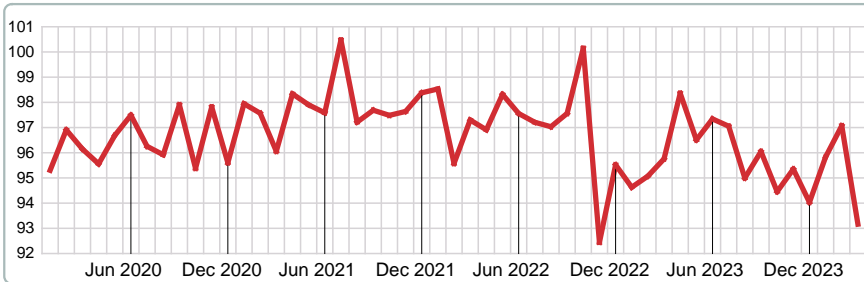
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

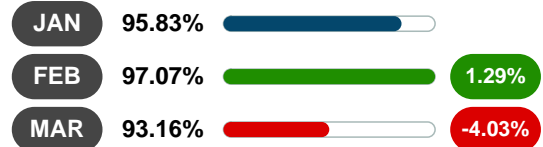


### 3 MONTHS

5 year MAR AVG = 95.69%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **93.16%**  
below the 5 yr MAR average of **95.69%**



## 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	7.69%	74.28%	74.28%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	3	11.54%	87.65%	92.27%	85.34%	0.00%	0.00%
\$125,001 - \$150,000	4	15.38%	94.65%	100.00%	81.99%	98.31%	0.00%
\$150,001 - \$225,000	7	26.92%	94.01%	0.00%	93.02%	100.00%	0.00%
\$225,001 - \$300,000	4	15.38%	99.30%	0.00%	99.30%	0.00%	0.00%
\$300,001 - \$475,000	3	11.54%	97.42%	0.00%	98.18%	95.89%	0.00%
\$475,001 and up	3	11.54%	94.87%	0.00%	94.45%	95.07%	0.00%
Average Sold/List Ratio		93.20%		85.21%	93.67%	97.11%	0.00%
Total Closed Units		26	100%	4	16	6	
Total Closed Volume		6,153,400		283.00K	3.86M	2.01M	0.00B

# March 2024



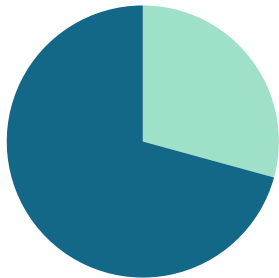
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

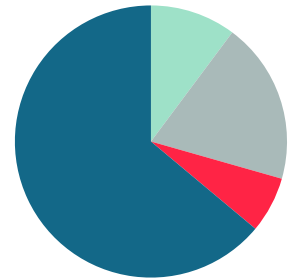


**Inventory**  
 New Listings  
**67 = 29.26%**  
 Start Inventory  
**162**  
 Total Inventory Units  
**229**  
 Volume  
**\$76,788,332**

### Market Activity

Closed Sales  
**26 = 10.20%**  
 Pending Sales  
**49 = 19.22%**  
 Other Off Market  
**17 = 6.67%**  
 Active Inventory  
**163 = 63.92%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	34	26	-23.53%	85	68	-20.00%
Pending Sales	43	49	13.95%	97	119	22.68%
New Listings	53	67	26.42%	142	188	32.39%
Average List Price	208,639	248,640	19.17%	212,342	237,427	11.81%
Average Sale Price	199,125	236,669	18.85%	202,021	227,924	12.82%
Average Percent of Selling Price to List Price	95.76%	93.16%	-2.71%	95.23%	95.19%	-0.04%
Average Days on Market to Sale	64.53	59.35	-8.03%	60.87	53.32	-12.40%
Monthly Inventory	134	163	21.64%	134	163	21.64%
Months Supply of Inventory	3.31	4.77	44.19%	3.31	4.77	44.19%

**Absorption:** Last 12 months, an Average of **34** Sales/Month

**Inventory** on March 31, 2024 = **163**

**2023** **2024**

### MARCH MARKET

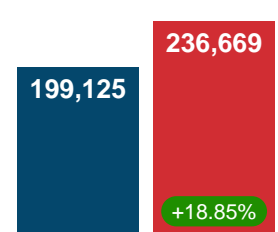
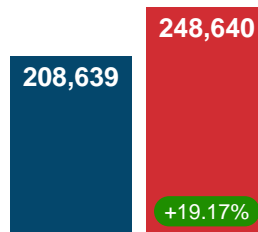
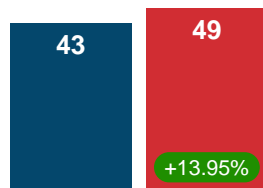
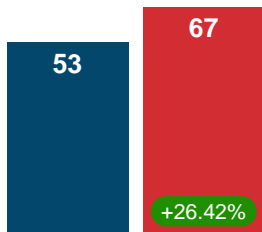
### AVERAGE PRICES

#### 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

