

March 2024



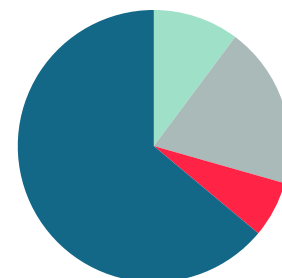
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	179,900	199,950	11.15%
Median Sale Price	171,500	174,750	1.90%
Median Percent of Selling Price to List Price	97.02%	96.13%	-0.92%
Median Days on Market to Sale	43.00	22.50	-47.67%
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.

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 **1.90%** in March 2024 to \$174,750 versus the previous year at \$171,500.

Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 20.50 days or **47.67%** in March 2024 compared to last year's same month at **43.00** DOM.

Sales Success for March 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 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.

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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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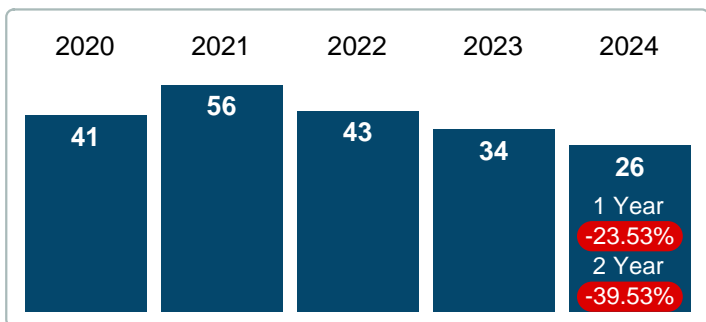
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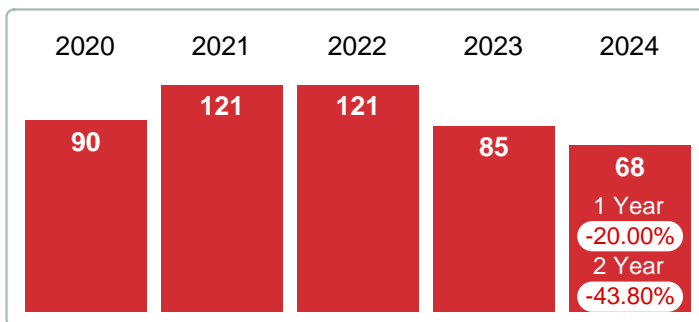
CLOSED LISTINGS

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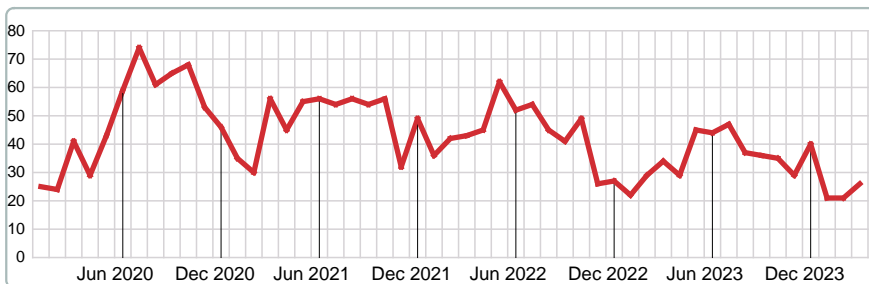
MARCH



YEAR TO DATE (YTD)

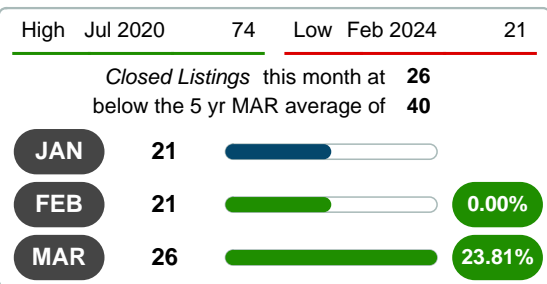


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	19.0	1	2	0	0
\$125,001 - \$150,000	4	15.38%	14.5	1	1	2	0
\$150,001 - \$225,000	7	26.92%	56.0	0	6	1	0
\$225,001 - \$300,000	4	15.38%	23.0	0	4	0	0
\$300,001 - \$475,000	3	11.54%	63.0	0	2	1	0
\$475,001 and up	3	11.54%	16.0	0	1	2	0
Total Closed Units	26			4	16	6	0
Total Closed Volume	6,153,400	100%	22.5	283.00K	3.86M	2.01M	0.00B
Median Closed Price	\$174,750			\$61,500	\$222,500	\$254,500	\$0

March 2024



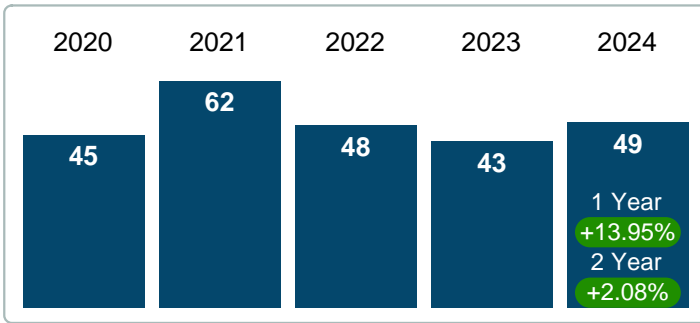
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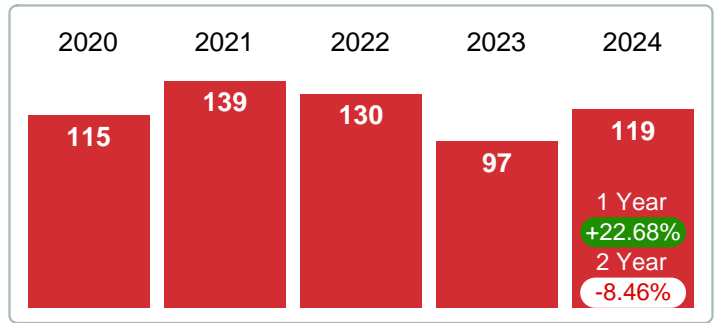
PENDING LISTINGS

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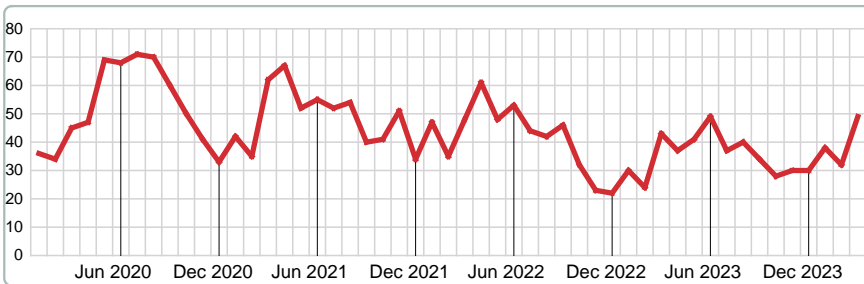
MARCH



YEAR TO DATE (YTD)

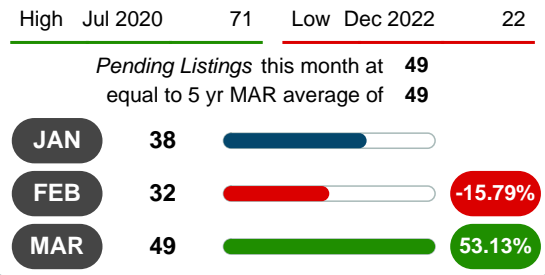


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.12%	39.0	2	1	0	0
\$75,001 - \$150,000	8	16.33%	9.0	5	3	0	0
\$150,001 - \$175,000	10	20.41%	8.0	2	6	1	1
\$175,001 - \$250,000	9	18.37%	35.0	1	7	1	0
\$250,001 - \$350,000	7	14.29%	60.0	0	5	2	0
\$350,001 - \$525,000	7	14.29%	9.0	0	4	3	0
\$525,001 and up	5	10.20%	144.0	1	0	3	1
Total Pending Units	49			11	26	10	2
Total Pending Volume	12,874,149	100%	28.0	1.79M	6.09M	4.10M	899.80K
Median Listing Price	\$196,400			\$115,500	\$206,700	\$380,000	\$449,900

March 2024



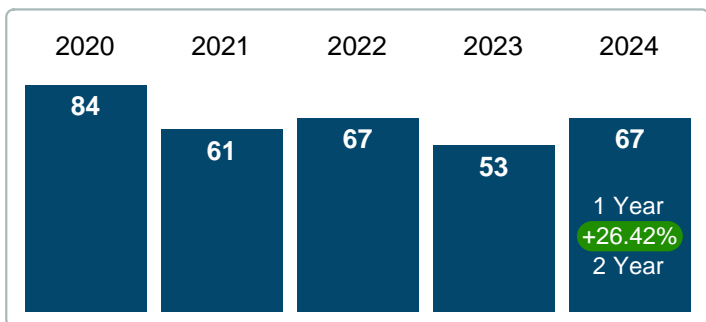
Area Delimited by County Of Cherokee - Residential Property Type



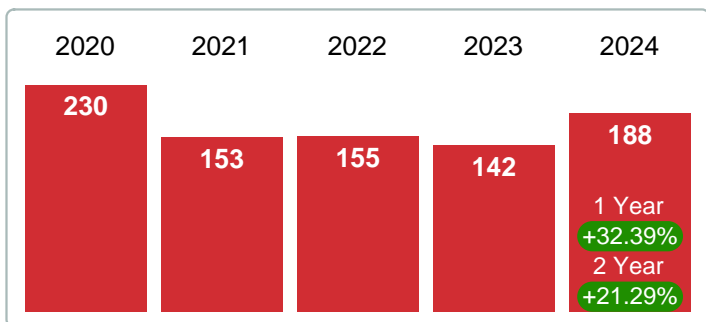
NEW LISTINGS

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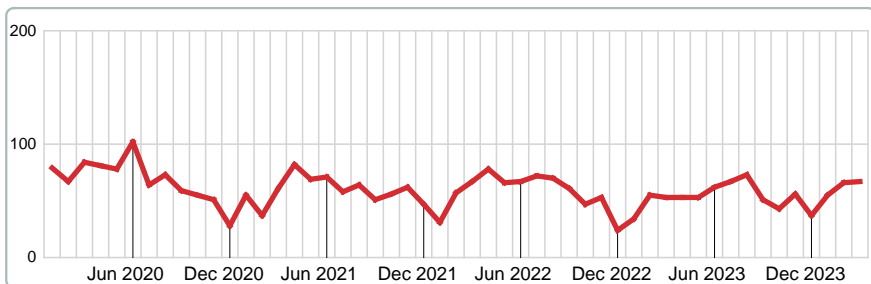
MARCH



YEAR TO DATE (YTD)

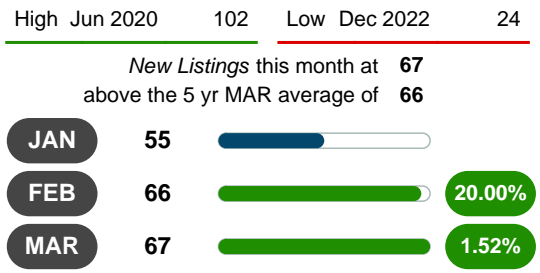


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	67		10	35	17	5
Total New Listed Volume	20,328,549	100%	1.52M	9.29M	6.82M	2.70M
Median New Listed Listing Price	\$230,000		\$144,700	\$225,000	\$360,000	\$495,000

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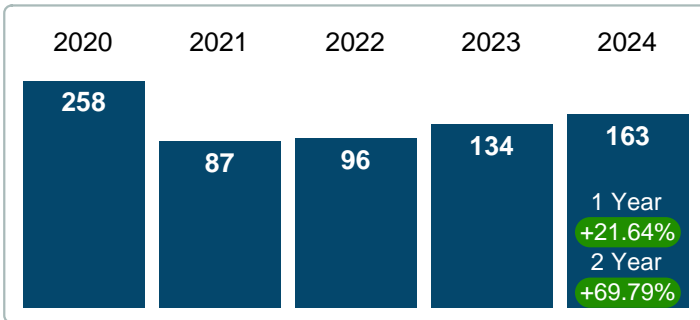
Area Delimited by County Of Cherokee - Residential Property Type



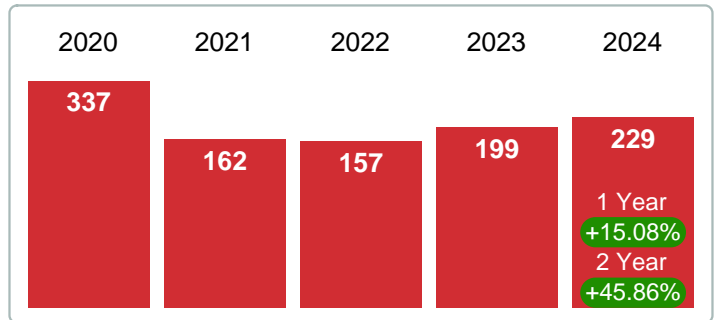
ACTIVE INVENTORY

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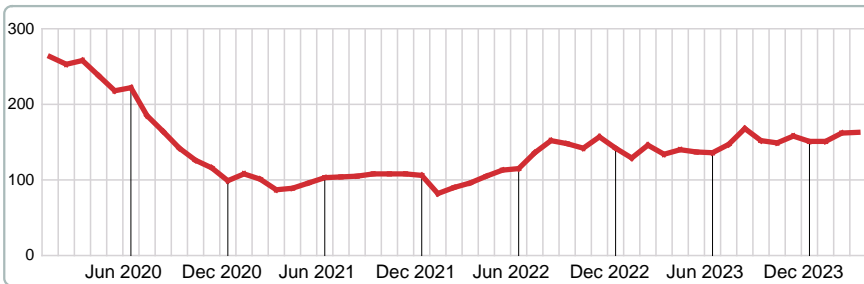
END OF MARCH



ACTIVE DURING MARCH

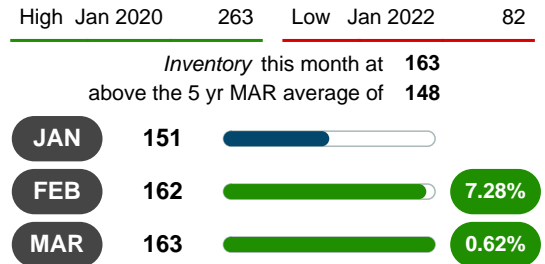


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 148



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	9.20%	63.0	8	6	1	0
\$125,001 - \$175,000	20	12.27%	38.0	5	12	3	0
\$175,001 - \$225,000	18	11.04%	50.0	2	11	5	0
\$225,001 - \$300,000	46	28.22%	74.0	3	36	7	0
\$300,001 - \$450,000	27	16.56%	58.0	3	10	10	4
\$450,001 - \$675,000	20	12.27%	38.0	1	9	7	3
\$675,001 and up	17	10.43%	83.0	1	5	7	4
Total Active Inventory by Units	163			23	89	40	11
Total Active Inventory by Volume	58,550,583	100%	54.0	6.55M	28.59M	16.83M	6.58M
Median Active Inventory Listing Price	\$274,900			\$159,000	\$268,500	\$358,950	\$475,000

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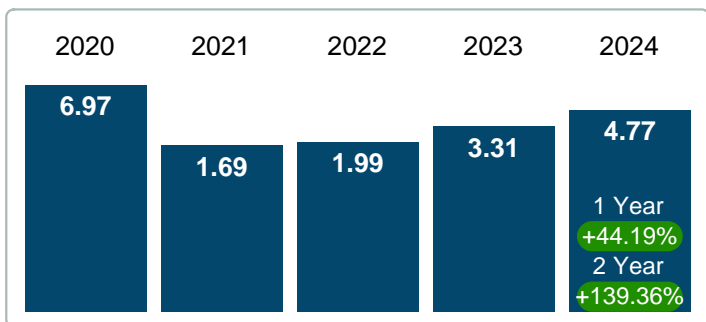
Area Delimited by County Of Cherokee - Residential Property Type



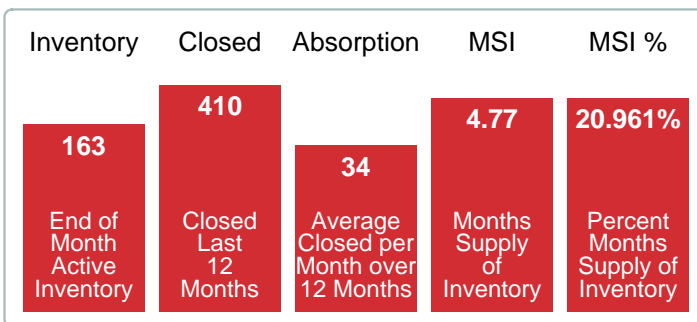
MONTHS SUPPLY of INVENTORY (MSI)

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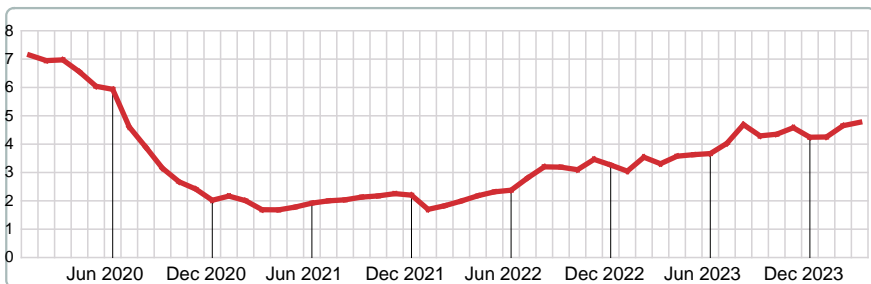
MSI FOR MARCH



INDICATORS FOR MARCH 2024



5 YEAR MARKET ACTIVITY TRENDS

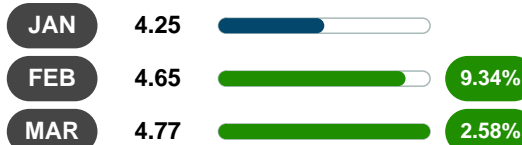


3 MONTHS

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

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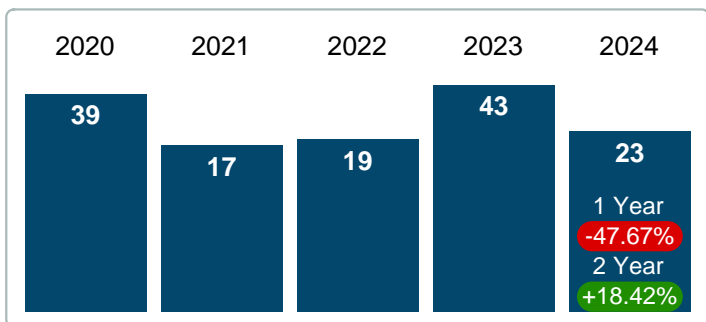
Area Delimited by County Of Cherokee - Residential Property Type



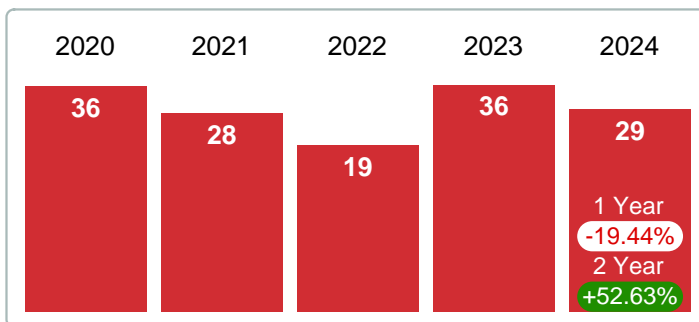
MEDIAN DAYS ON MARKET TO SALE

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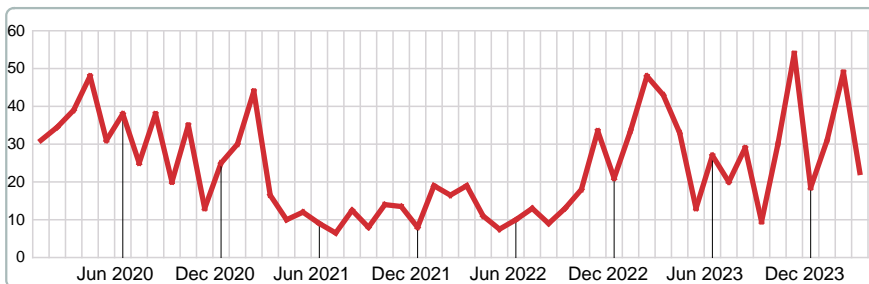
MARCH



YEAR TO DATE (YTD)

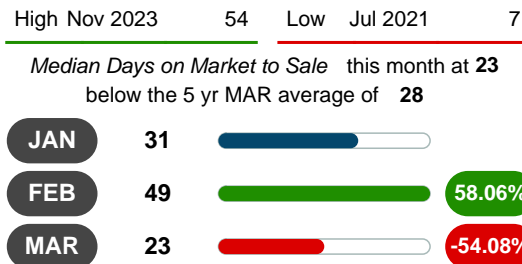


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 28



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	7.69%	10	10	0	0	0
\$50,001 - \$125,000	11.54%	19	1	31	0	0
\$125,001 - \$150,000	15.38%	15	1	240	15	0
\$150,001 - \$225,000	26.92%	56	0	79	15	0
\$225,001 - \$300,000	15.38%	23	0	23	0	0
\$300,001 - \$475,000	11.54%	63	0	69	47	0
\$475,001 and up	11.54%	16	0	16	83	0
Median Closed DOM		23	1	49	18	0
Total Closed Units	100%	22.5	4	16	6	
Total Closed Volume		6,153,400	283.00K	3.86M	2.01M	0.00B

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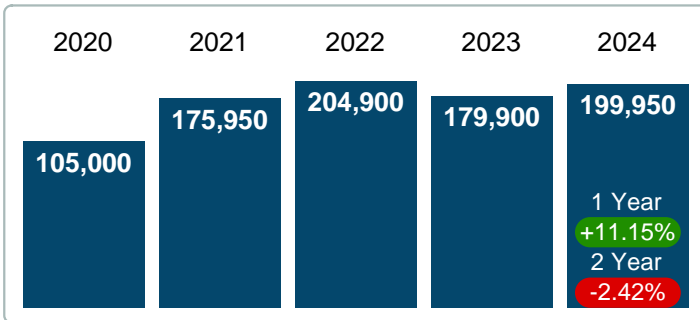
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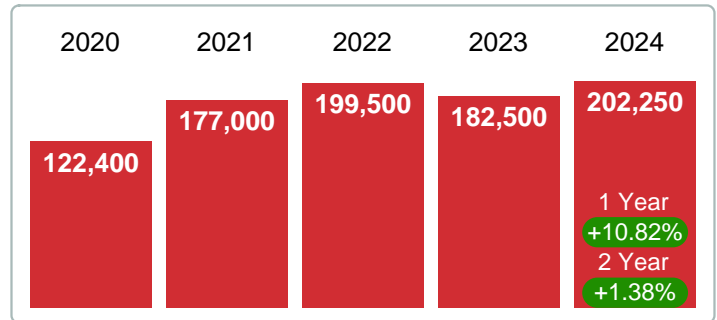
MEDIAN LIST PRICE AT CLOSING

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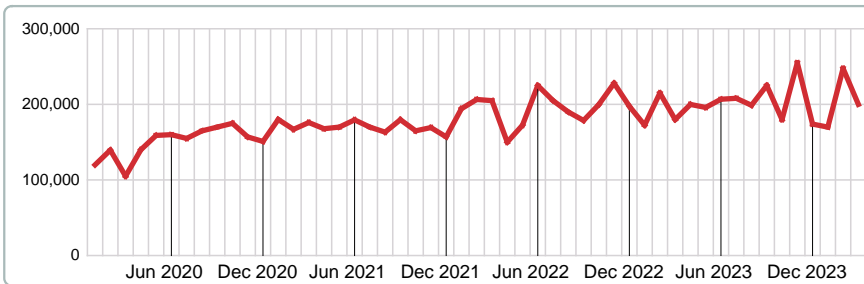
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 173,140

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

Median List Price at Closing this month at **199,950** above the 5 yr MAR average of **173,140**



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	3.85%	34,900	34,900	0	0	0
\$50,001 - \$125,000	15.38%	74,750	70,975	74,750	0	0
\$125,001 - \$150,000	11.54%	135,000	135,000	0	138,750	0
\$150,001 - \$225,000	23.08%	174,450	0	179,900	159,000	0
\$225,001 - \$300,000	23.08%	237,000	0	237,000	0	0
\$300,001 - \$475,000	11.54%	330,000	0	327,500	365,000	0
\$475,001 and up	11.54%	759,900	0	899,900	644,950	0
Median List Price		199,950	70,975	227,450	262,000	0
Total Closed Units	100%	199,950	4	16	6	0
Total Closed Volume		6,464,650	311.85K	4.06M	2.09M	0.00B

March 2024



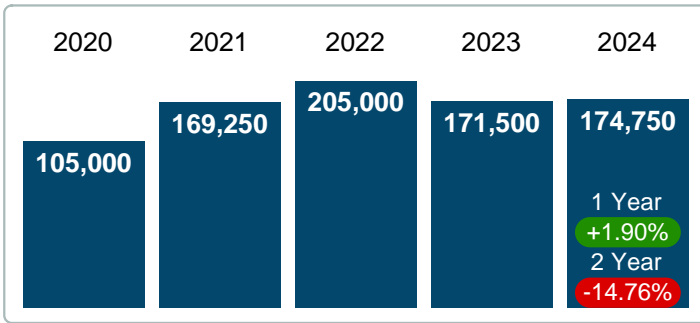
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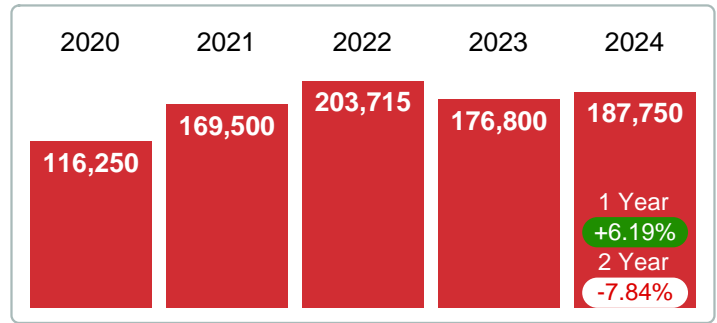
MEDIAN SOLD PRICE AT CLOSING

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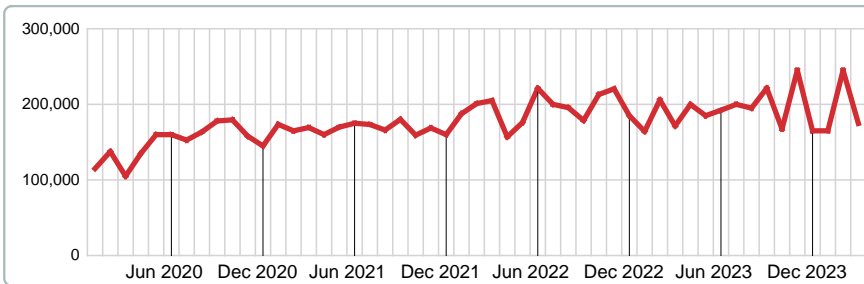
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

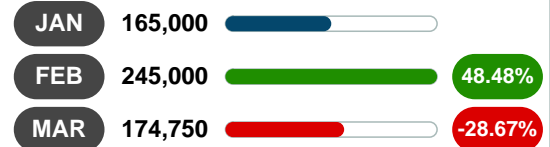


3 MONTHS

5 year MAR AVG = 165,100

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

Median Sold Price at Closing this month at 174,750 above the 5 yr MAR average of 165,100



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	7.69%	32,500	32,500	0	0	0
\$50,001 - \$125,000	11.54%	75,000	83,000	63,750	0	0
\$125,001 - \$150,000	15.38%	132,500	135,000	127,000	136,250	0
\$150,001 - \$225,000	26.92%	174,500	0	174,750	159,000	0
\$225,001 - \$300,000	15.38%	249,450	0	249,450	0	0
\$300,001 - \$475,000	11.54%	325,000	0	321,500	350,000	0
\$475,001 and up	11.54%	739,500	0	850,000	615,750	0
Median Sold Price		174,750	61,500	222,500	254,500	0
Total Closed Units	100%	174,750	4	16	6	
Total Closed Volume		6,153,400	283.00K	3.86M	2.01M	0.00B

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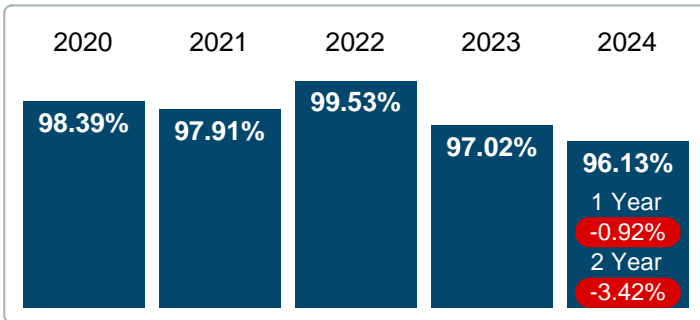
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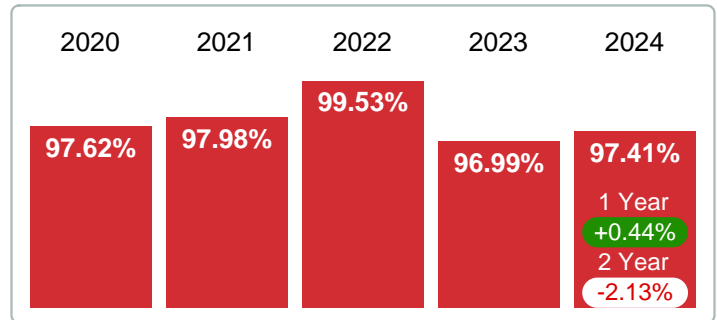
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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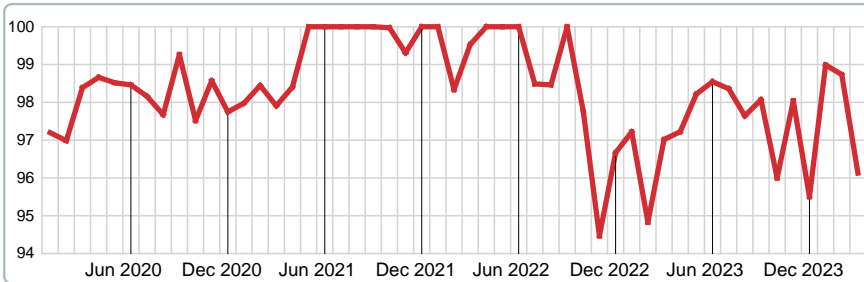
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

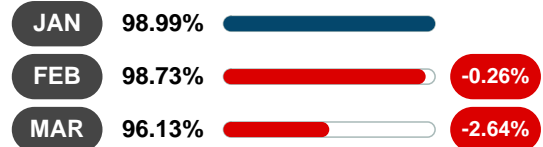


3 MONTHS

5 year MAR AVG = 97.79%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **96.13%**
below the 5 yr MAR average of **97.79%**



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	7.69%	74.28%	74.28%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	3	11.54%	92.27%	92.27%	85.34%	0.00%	0.00%
\$125,001 - \$150,000	4	15.38%	98.31%	100.00%	81.99%	98.31%	0.00%
\$150,001 - \$225,000	7	26.92%	94.67%	0.00%	94.63%	100.00%	0.00%
\$225,001 - \$300,000	4	15.38%	99.45%	0.00%	99.45%	0.00%	0.00%
\$300,001 - \$475,000	3	11.54%	96.36%	0.00%	98.18%	95.89%	0.00%
\$475,001 and up	3	11.54%	94.45%	0.00%	94.45%	95.07%	0.00%
Median Sold/List Ratio		96.13%		84.60%	96.05%	96.96%	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



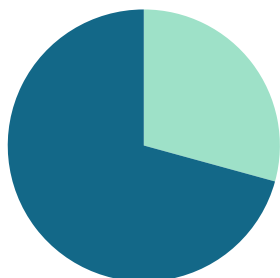
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

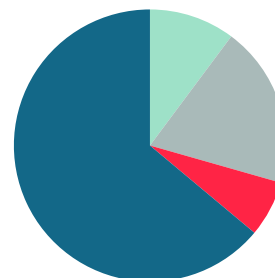


Inventory
 New Listings
67 = 29.26%
 Start Inventory
162
 Total Inventory Units
229
 Volume
\$76,788,332

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%
Median List Price	179,900	199,950	11.15%	182,500	202,250	10.82%
Median Sale Price	171,500	174,750	1.90%	176,800	187,750	6.19%
Median Percent of Selling Price to List Price	97.02%	96.13%	-0.92%	96.99%	97.41%	0.44%
Median Days on Market to Sale	43.00	22.50	-47.67%	36.00	29.00	-19.44%
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

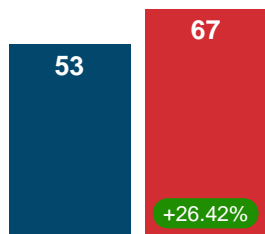
Inventory on March 31, 2024 = **163**

2023 **2024**

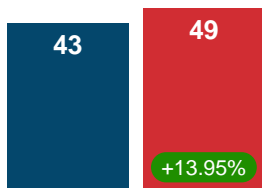
MARCH MARKET

MEDIAN PRICES

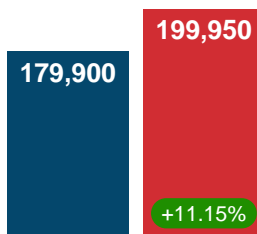
New Listings



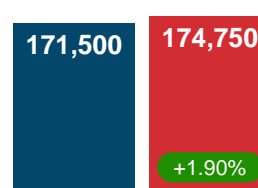
Pending Listings



List Price



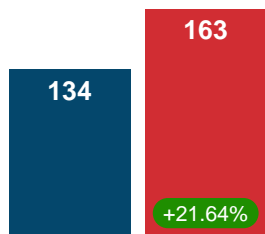
Sale Price



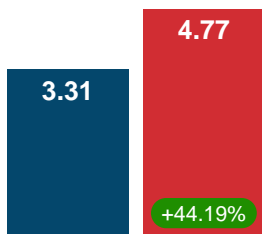
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

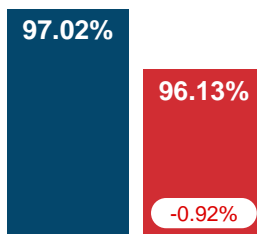
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

