

# April 2024



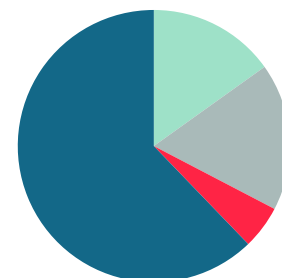
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	29	44	51.72%
Pending Listings	37	51	37.84%
New Listings	53	78	47.17%
Average List Price	236,957	246,143	3.88%
Average Sale Price	229,569	238,986	4.10%
Average Percent of Selling Price to List Price	98.36%	96.04%	-2.36%
Average Days on Market to Sale	48.69	42.91	-11.87%
End of Month Inventory	140	181	29.29%
Months Supply of Inventory	3.57	5.11	42.97%



■ Closed (15.12%)  
■ Pending (17.53%)  
■ Other OffMarket (5.15%)  
■ Active (62.20%)

**Absorption:** Last 12 months, an Average of **35** Sales/Month  
**Active Inventory** as of April 30, 2024 = **181**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2024 rose **29.29%** to 181 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 **5.11** 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 **4.10%** in April 2024 to \$238,986 versus the previous year at \$229,569.

#### Average Days on Market Shortens

The average number of **42.91** days that homes spent on the market before selling decreased by 5.78 days or **11.87%** in April 2024 compared to last year's same month at **48.69** DOM.

#### Sales Success for April 2024 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 78 New Listings in April 2024, up **47.17%** from last year at 53. Furthermore, there were 44 Closed Listings this month versus last year at 29, a **51.72%** increase.

Closed versus Listed trends yielded a **56.4%** ratio, up from previous year's, April 2023, at **54.7%**, a **3.09%** upswing. 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>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

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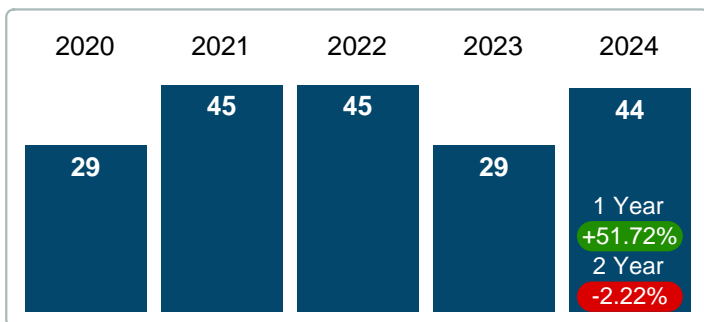
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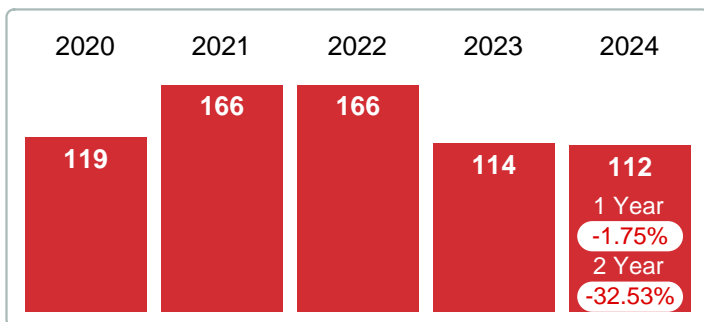
## CLOSED LISTINGS

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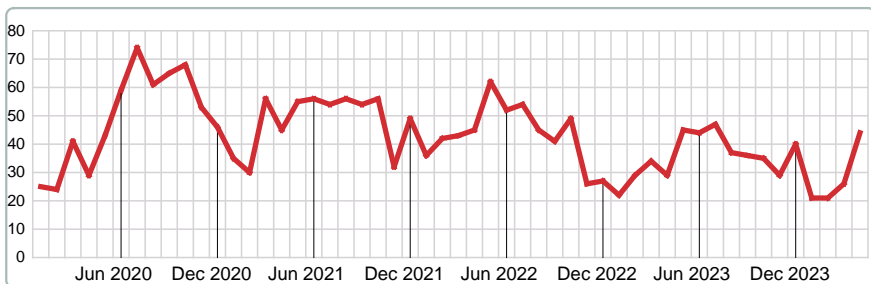
### APRIL



### YEAR TO DATE (YTD)

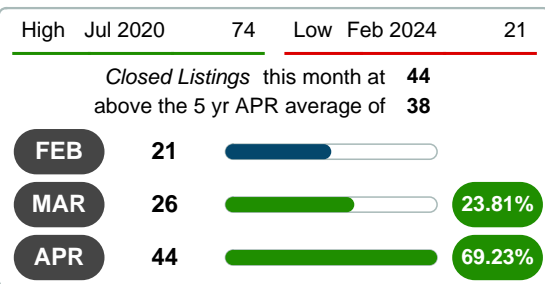


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 38



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.09%	68.3	4	0	0	0
\$100,001 - \$150,000	6	13.64%	52.5	2	3	1	0
\$150,001 - \$175,000	7	15.91%	33.1	2	5	0	0
\$175,001 - \$225,000	8	18.18%	26.6	0	6	2	0
\$225,001 - \$325,000	9	20.45%	67.9	1	5	3	0
\$325,001 - \$400,000	6	13.64%	37.5	0	4	2	0
\$400,001 and up	4	9.09%	4.8	0	1	3	0
<b>Total Closed Units</b>	<b>44</b>			<b>9</b>	<b>24</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,515,400</b>	<b>100%</b>	<b>42.9</b>	<b>1.04M</b>	<b>5.80M</b>	<b>3.68M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$238,986</b>			<b>\$115,378</b>	<b>\$241,504</b>	<b>\$334,627</b>	<b>\$0</b>

# April 2024



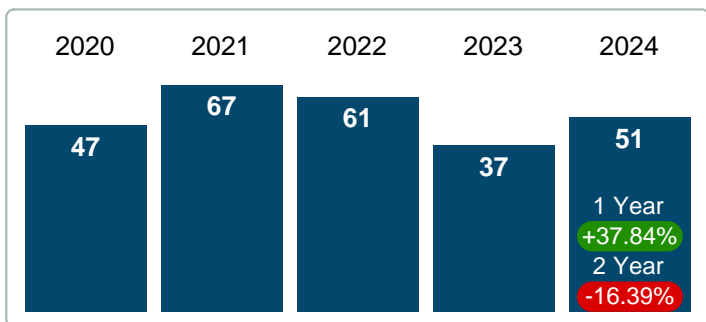
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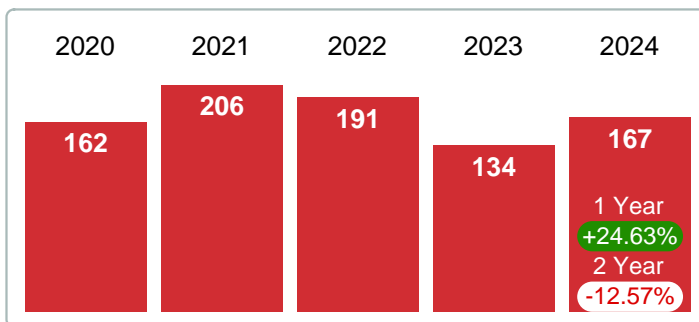
## PENDING LISTINGS

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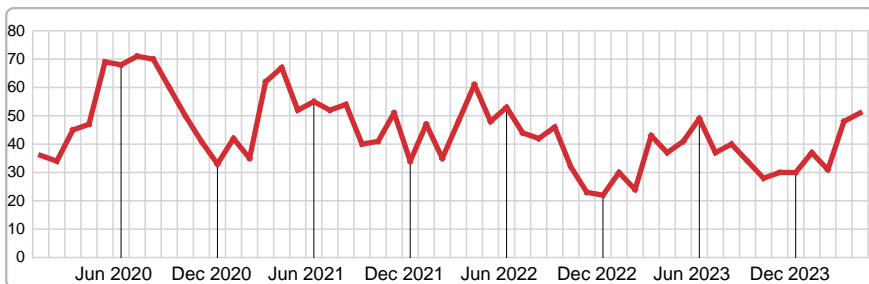
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 53

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 51 below the 5 yr APR average of 53

- FEB 31
- MAR 48 (54.84%)
- APR 51 (6.25%)

### 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	5.88%	15.0	1	1	1	0
\$75,001 - \$150,000	9	17.65%	70.7	5	4	0	0
\$150,001 - \$175,000	4	7.84%	43.8	1	2	1	0
\$175,001 - \$225,000	10	19.61%	53.2	1	7	2	0
\$225,001 - \$275,000	13	25.49%	53.6	0	12	1	0
\$275,001 - \$375,000	7	13.73%	70.0	0	5	2	0
\$375,001 and up	5	9.80%	51.2	0	1	4	0
<b>Total Pending Units</b>	<b>51</b>			<b>8</b>	<b>32</b>	<b>11</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,184,150</b>	<b>100%</b>	<b>45.5</b>	<b>906.10K</b>	<b>7.48M</b>	<b>3.79M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$269,950</b>			<b>\$113,263</b>	<b>\$233,886</b>	<b>\$344,882</b>	<b>\$0</b>

# April 2024



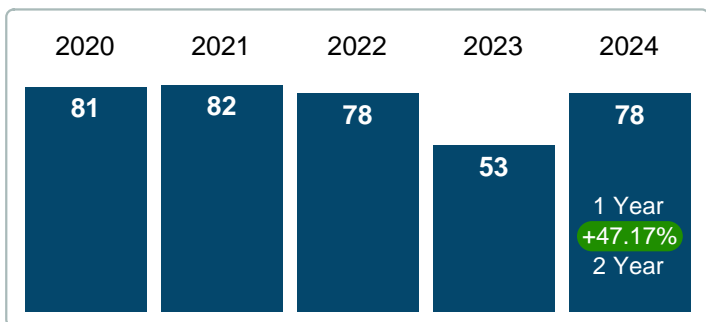
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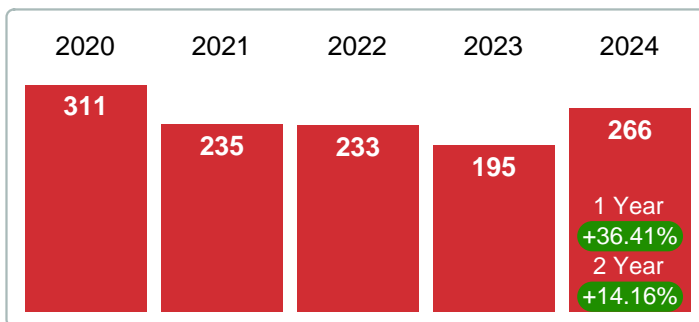
## NEW LISTINGS

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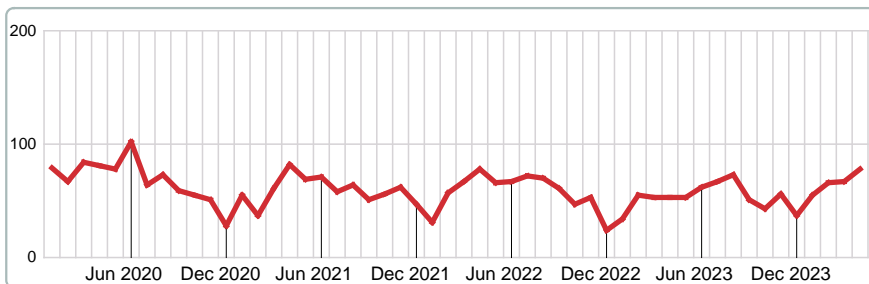
### APRIL



### YEAR TO DATE (YTD)

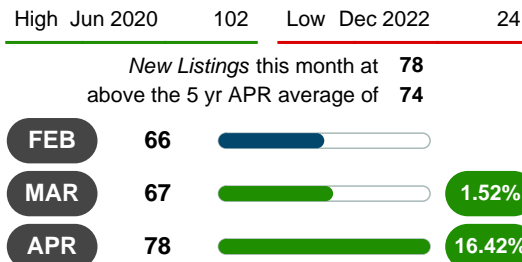


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 74



### 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	6	7.69%	1	3	2	0
\$100,001 - \$150,000	10	12.82%	5	5	0	0
\$150,001 - \$200,000	12	15.38%	1	7	4	0
\$200,001 - \$250,000	18	23.08%	0	15	3	0
\$250,001 - \$325,000	12	15.38%	2	9	1	0
\$325,001 - \$525,000	12	15.38%	3	3	5	1
\$525,001 and up	8	10.26%	3	3	1	1
<b>Total New Listed Units</b>	<b>78</b>		<b>15</b>	<b>45</b>	<b>16</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>22,783,049</b>	<b>100%</b>	<b>5.00M</b>	<b>11.22M</b>	<b>4.79M</b>	<b>1.76M</b>
<b>Average New Listed Listing Price</b>	<b>\$300,000</b>		<b>\$333,567</b>	<b>\$249,443</b>	<b>\$299,669</b>	<b>\$879,950</b>

# April 2024



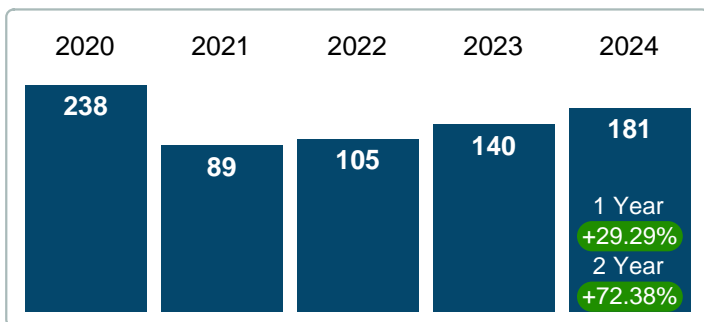
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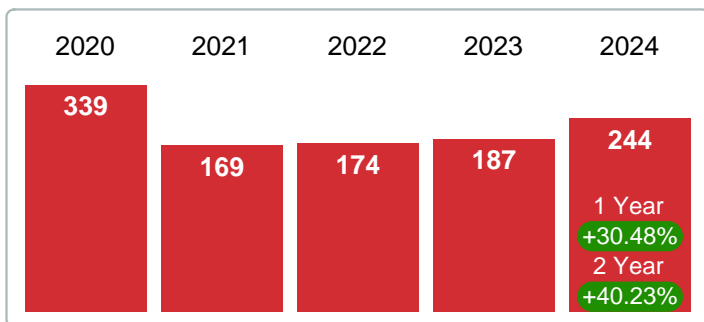
## ACTIVE INVENTORY

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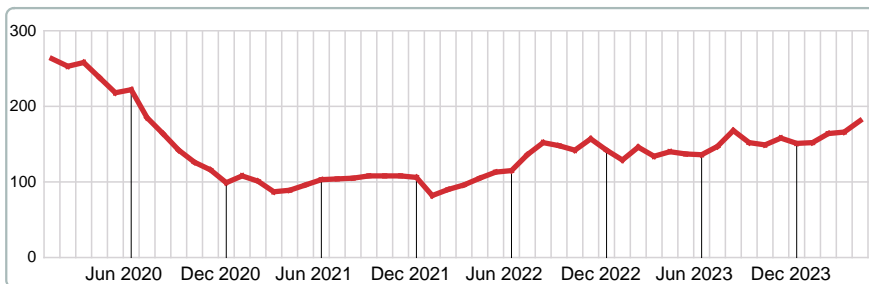
### END OF APRIL



### ACTIVE DURING APRIL

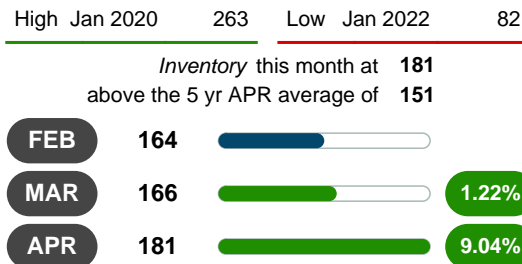


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 151



### 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	14	7.73%	76.6	7	6	1	0
\$125,001 - \$175,000	22	12.15%	59.0	5	14	3	0
\$175,001 - \$225,000	25	13.81%	58.3	3	14	8	0
\$225,001 - \$325,000	54	29.83%	74.0	4	41	8	1
\$325,001 - \$425,000	24	13.26%	71.7	4	7	11	2
\$425,001 - \$725,000	24	13.26%	75.0	2	10	6	6
\$725,001 and up	18	9.94%	82.0	4	5	7	2
<b>Total Active Inventory by Units</b>	<b>181</b>			<b>29</b>	<b>97</b>	<b>44</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>65,484,622</b>	<b>100%</b>	<b>70.8</b>	<b>10.45M</b>	<b>30.70M</b>	<b>17.77M</b>	<b>6.57M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$361,793</b>			<b>\$360,255</b>	<b>\$316,476</b>	<b>\$403,886</b>	<b>\$597,100</b>

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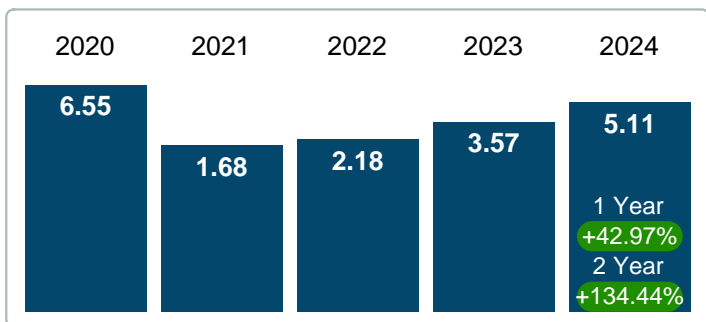
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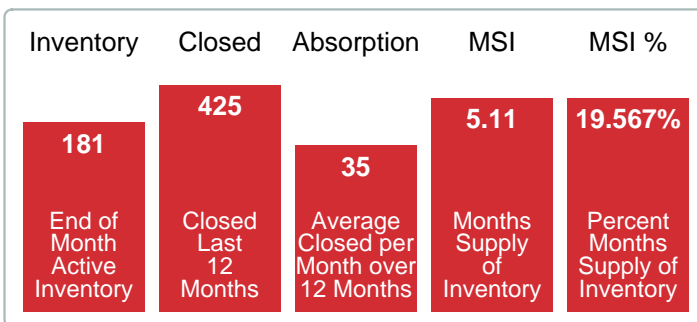
## MONTHS SUPPLY of INVENTORY (MSI)

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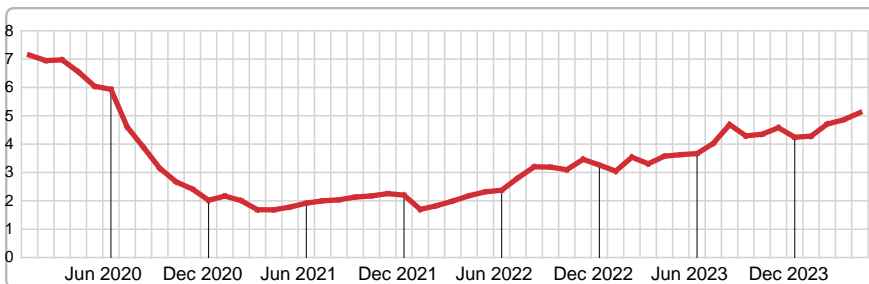
### MSI FOR APRIL



### INDICATORS FOR APRIL 2024

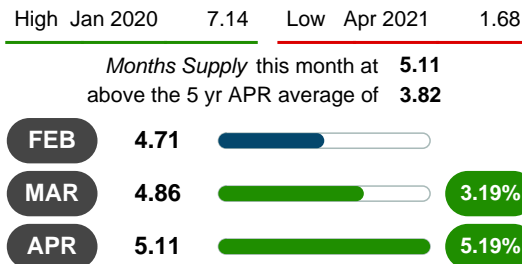


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.82



### 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	14	7.73%	1.91	1.83	1.85	4.00	0.00
\$125,001 - \$175,000	22	12.15%	2.75	3.00	2.71	2.77	0.00
\$175,001 - \$225,000	25	13.81%	4.41	3.60	3.65	8.73	0.00
\$225,001 - \$325,000	54	29.83%	5.89	9.60	6.31	3.56	0.00
\$325,001 - \$425,000	24	13.26%	6.86	24.00	3.50	11.00	6.00
\$425,001 - \$725,000	24	13.26%	18.00	0.00	15.00	18.00	18.00
\$725,001 and up	18	9.94%	43.20	0.00	60.00	28.00	24.00
Market Supply of Inventory (MSI)			5.11	4.19	4.51	7.23	12.00
Total Active Inventory by Units		100%	5.11	29	97	44	11

# April 2024



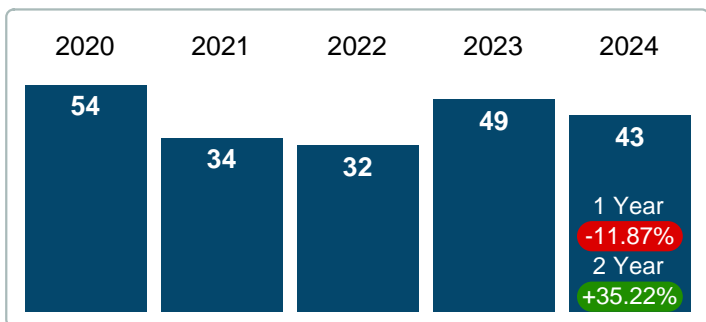
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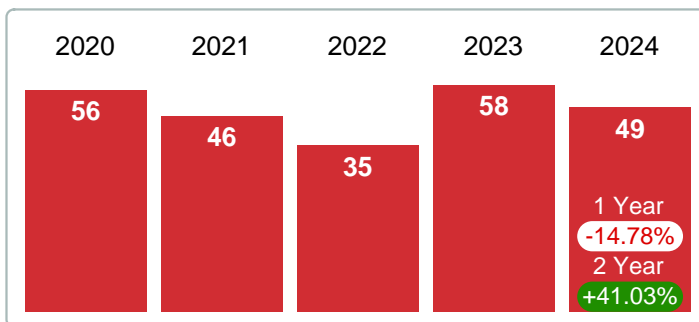
## AVERAGE DAYS ON MARKET TO SALE

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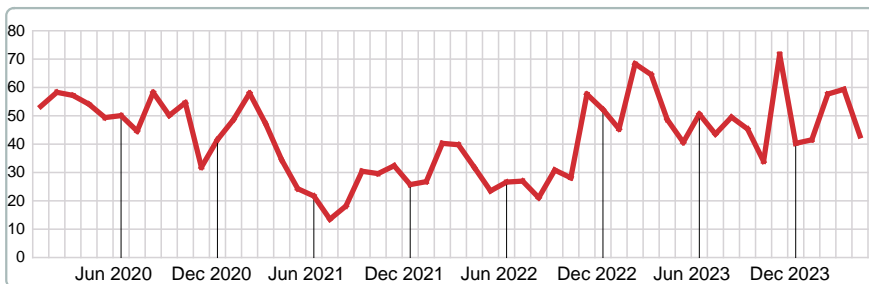
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 42

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 43 above the 5 yr APR average of 42

- FEB 58
- MAR 59 +2.91%
- APR 43 -27.70%

### 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
\$100,000 and less	9.09%	68	68	0	0	0
\$100,001 - \$150,000	13.64%	53	125	21	1	0
\$150,001 - \$175,000	15.91%	33	26	36	0	0
\$175,001 - \$225,000	18.18%	27	0	29	19	0
\$225,001 - \$325,000	20.45%	68	150	74	30	0
\$325,001 - \$400,000	13.64%	38	0	54	5	0
\$400,001 and up	9.09%	5	0	3	5	0
<b>Average Closed DOM</b>		<b>43</b>	<b>80</b>	<b>42</b>	<b>14</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>9</b>	<b>24</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,515,400</b>	<b>1.04M</b>	<b>5.80M</b>	<b>3.68M</b>	<b>0.00B</b>

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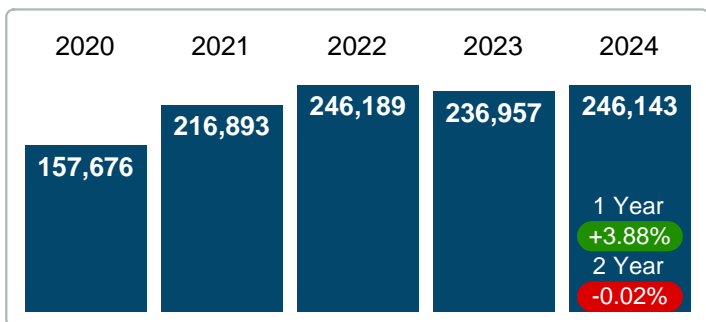
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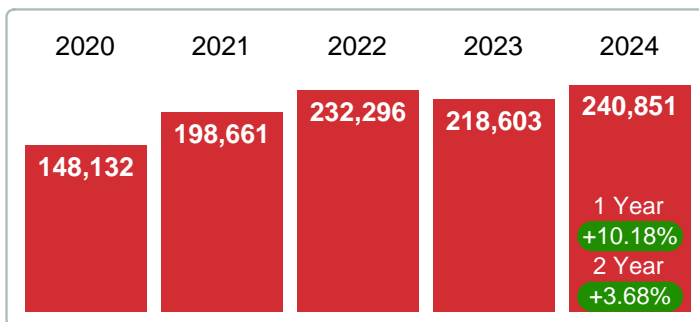
## AVERAGE LIST PRICE AT CLOSING

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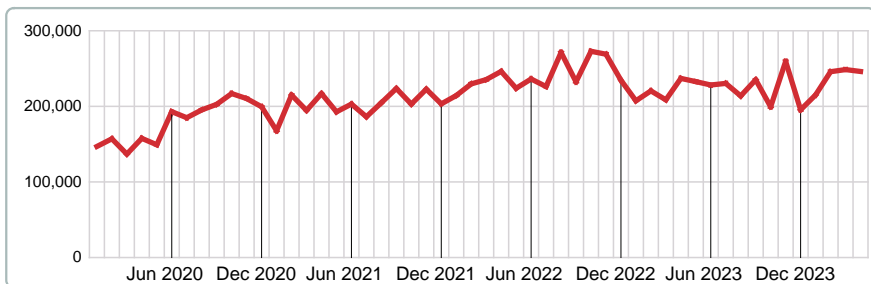
### APRIL



### YEAR TO DATE (YTD)

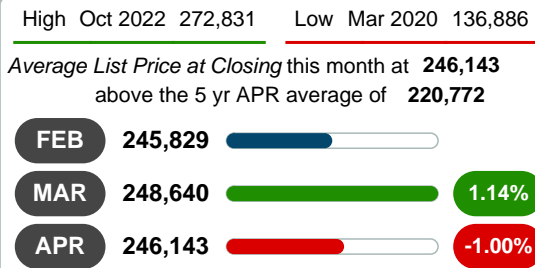


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 220,772



### 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
\$100,000 and less	9.09%	77,600	77,600	0	0	0
\$100,001 - \$150,000	11.36%	128,080	125,200	130,000	165,000	0
\$150,001 - \$175,000	15.91%	163,329	164,700	170,740	0	0
\$175,001 - \$225,000	18.18%	199,762	0	210,567	179,950	0
\$225,001 - \$325,000	22.73%	268,570	232,500	282,080	270,933	0
\$325,001 - \$400,000	9.09%	370,000	0	395,100	380,000	0
\$400,001 and up	13.64%	495,400	0	499,000	537,667	0
<b>Average List Price</b>		<b>246,143</b>	<b>124,744</b>	<b>249,871</b>	<b>337,336</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>246,143</b>	<b>9</b>	<b>24</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,830,299</b>	<b>1.12M</b>	<b>6.00M</b>	<b>3.71M</b>	<b>0.00B</b>



# April 2024



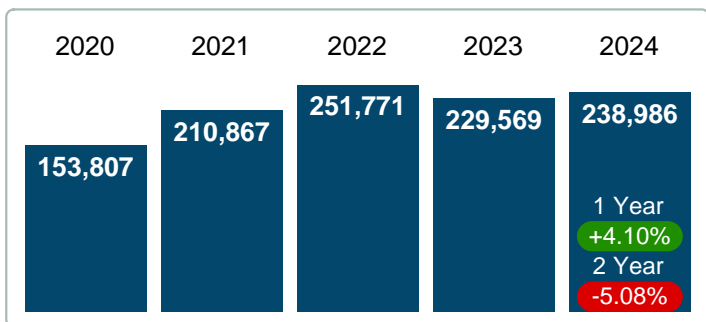
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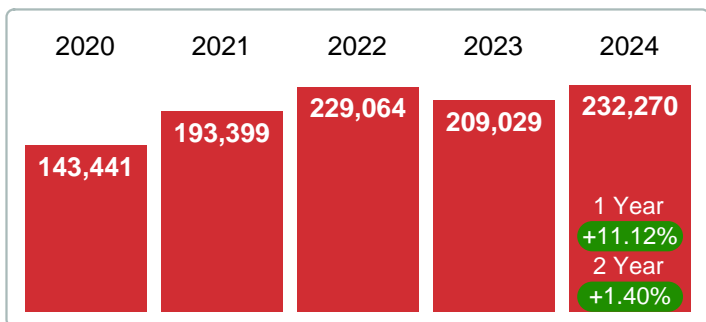
## AVERAGE SOLD PRICE AT CLOSING

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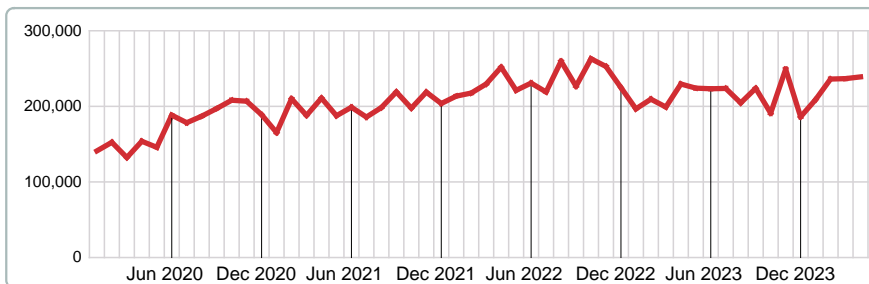
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

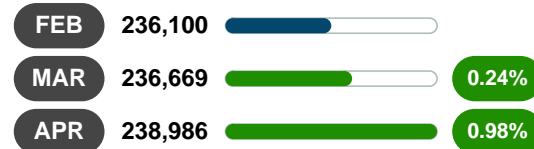


### 3 MONTHS

5 year APR AVG = 217,000

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

Average Sold Price at Closing this month at **238,986** above the 5 yr APR average of **217,000**



### 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
\$100,000 and less	9.09%	66,000	66,000	0	0	0
\$100,001 - \$150,000	13.64%	124,917	111,250	125,667	150,000	0
\$150,001 - \$175,000	15.91%	165,771	159,700	168,200	0	0
\$175,001 - \$225,000	18.18%	198,275	0	204,700	179,000	0
\$225,001 - \$325,000	20.45%	267,056	232,500	273,000	268,667	0
\$325,001 - \$400,000	13.64%	375,817	0	373,725	380,000	0
\$400,001 and up	9.09%	524,225	0	490,000	535,633	0
<b>Average Sold Price</b>		<b>238,986</b>	<b>115,378</b>	<b>241,504</b>	<b>334,627</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>238,986</b>	<b>9</b>	<b>24</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,515,400</b>	<b>1.04M</b>	<b>5.80M</b>	<b>3.68M</b>	<b>0.00B</b>

# April 2024



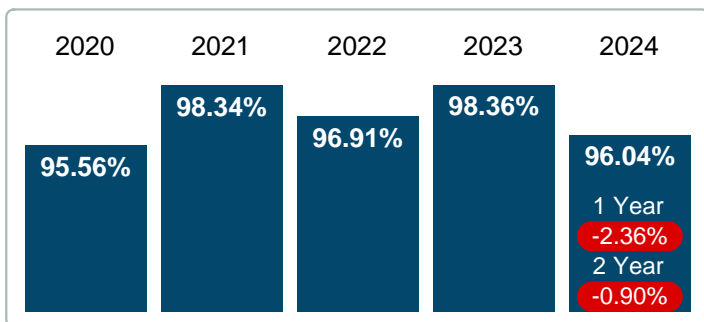
Area Delimited by County Of Cherokee - Residential Property Type



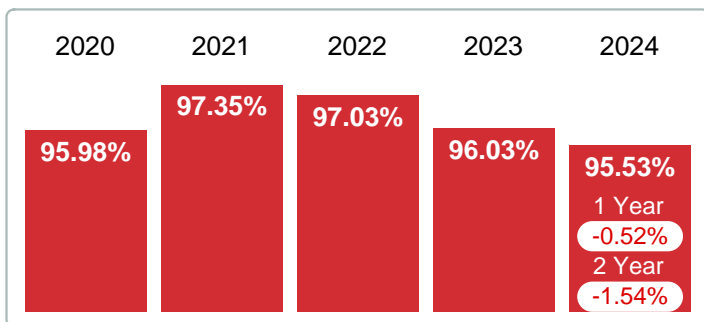
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 13, 2024 for MLS Technology Inc.

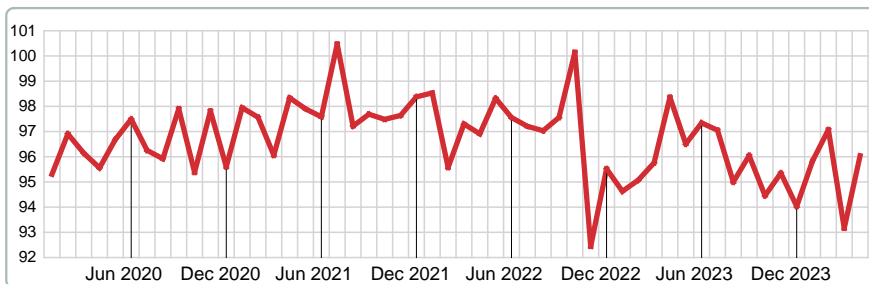
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

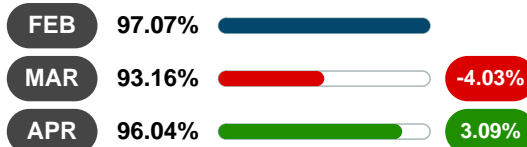


### 3 MONTHS

5 year APR AVG = 97.04%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **96.04%** below the 5 yr APR average of **97.04%**



### 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
\$100,000 and less	4	9.09%	84.08%	84.08%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	6	13.64%	92.89%	88.79%	96.29%	90.91%	0.00%
\$150,001 - \$175,000	7	15.91%	98.59%	97.14%	99.17%	0.00%	0.00%
\$175,001 - \$225,000	8	18.18%	97.87%	0.00%	97.31%	99.53%	0.00%
\$225,001 - \$325,000	9	20.45%	97.96%	100.00%	96.93%	99.01%	0.00%
\$325,001 - \$400,000	6	13.64%	96.66%	0.00%	95.00%	100.00%	0.00%
\$400,001 and up	4	9.09%	99.33%	0.00%	98.20%	99.71%	0.00%
Average Sold/List Ratio		96.00%		89.80%	97.14%	98.74%	0.00%
Total Closed Units		44	100%	96.00%	9	24	11
Total Closed Volume		10,515,400			1.04M	5.80M	3.68M

# April 2024



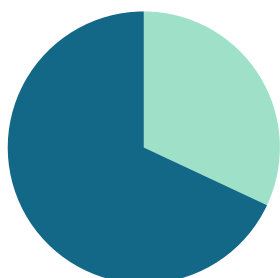
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

### INVENTORY

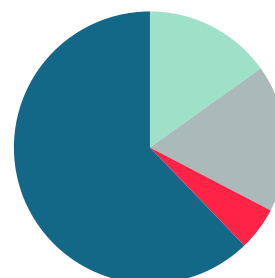


**Inventory**  
 New Listings  
**78 = 31.97%**  
 Start Inventory  
**166**  
 Total Inventory Units  
**244**  
 Volume  
**\$81,096,872**

### Market Activity

Closed Sales  
**44 = 15.12%**  
 Pending Sales  
**51 = 17.53%**  
 Other Off Market  
**15 = 5.15%**  
 Active Inventory  
**181 = 62.20%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	29	44	51.72%	114	112	-1.75%
Pending Sales	37	51	37.84%	134	167	24.63%
New Listings	53	78	47.17%	195	266	36.41%
Average List Price	236,957	246,143	3.88%	218,603	240,851	10.18%
Average Sale Price	229,569	238,986	4.10%	209,029	232,270	11.12%
Average Percent of Selling Price to List Price	98.36%	96.04%	-2.36%	96.03%	95.53%	-0.52%
Average Days on Market to Sale	48.69	42.91	-11.87%	57.77	49.23	-14.78%
Monthly Inventory	140	181	29.29%	140	181	29.29%
Months Supply of Inventory	3.57	5.11	42.97%	3.57	5.11	42.97%

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

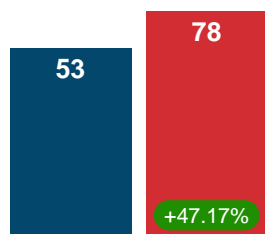
**Inventory** on April 30, 2024 = **181**

**2023** **2024**

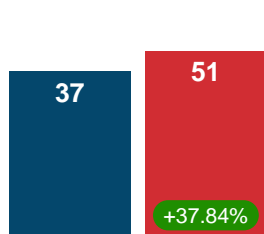
### APRIL MARKET

### AVERAGE PRICES

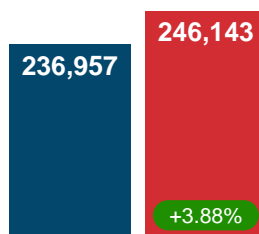
#### New Listings



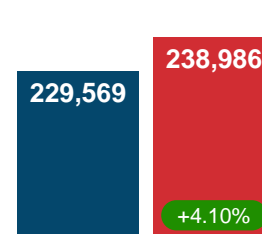
#### Pending Listings



#### List Price



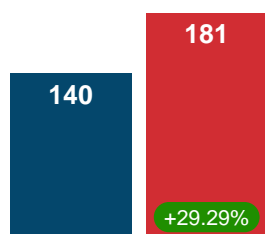
#### Sale Price



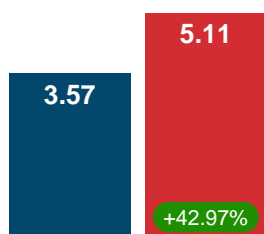
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

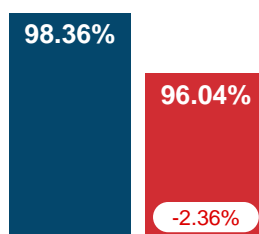
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

