

April 2024



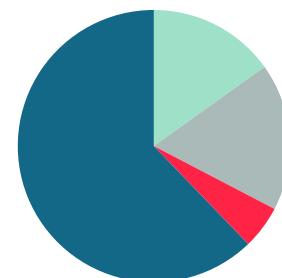
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	199,900	213,500	6.80%
Median Sale Price	199,900	203,750	1.93%
Median Percent of Selling Price to List Price	97.22%	98.06%	0.87%
Median Days on Market to Sale	33.00	23.00	-30.30%
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.

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 **1.93%** in April 2024 to \$203,750 versus the previous year at \$199,900.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 10.00 days or **30.30%** in April 2024 compared to last year's same month at **33.00** DOM.

Sales Success for April 2024 is Positive

Overall, with Median 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.

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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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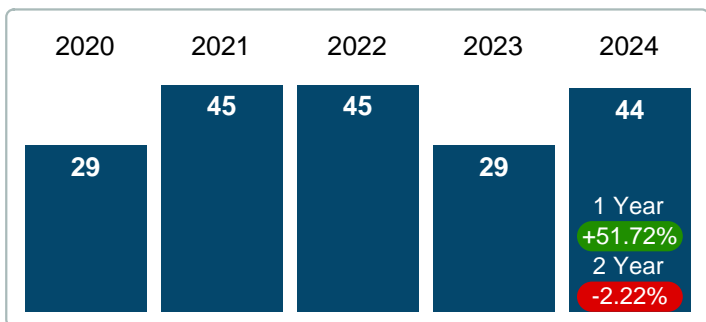
Area Delimited by County Of Cherokee - Residential Property Type



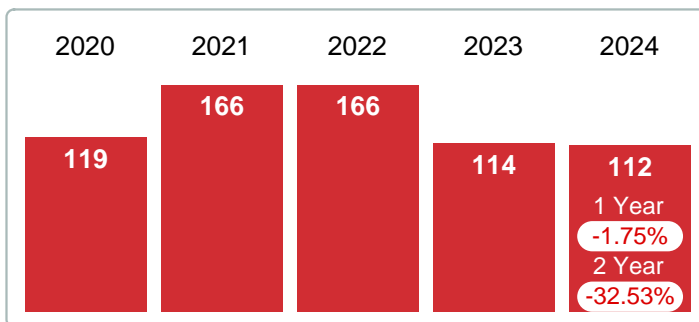
CLOSED LISTINGS

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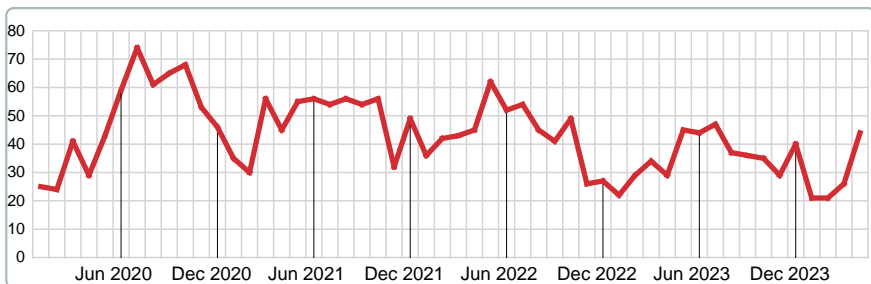
APRIL



YEAR TO DATE (YTD)

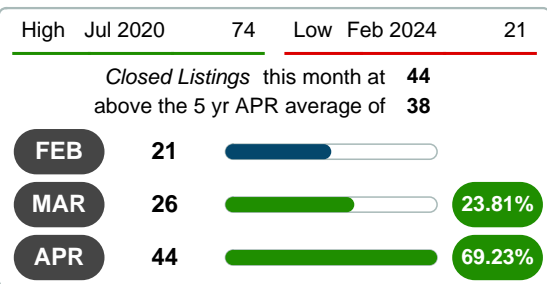


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.09%	24.0	4	0	0	0
\$100,001 - \$150,000	6	13.64%	31.5	2	3	1	0
\$150,001 - \$175,000	7	15.91%	16.0	2	5	0	0
\$175,001 - \$225,000	8	18.18%	12.0	0	6	2	0
\$225,001 - \$325,000	9	20.45%	53.0	1	5	3	0
\$325,001 - \$400,000	6	13.64%	19.0	0	4	2	0
\$400,001 and up	4	9.09%	3.5	0	1	3	0
Total Closed Units	44			9	24	11	0
Total Closed Volume	10,515,400	100%	23.0	1.04M	5.80M	3.68M	0.00B
Median Closed Price	\$203,750			\$101,500	\$213,850	\$285,000	\$0

April 2024



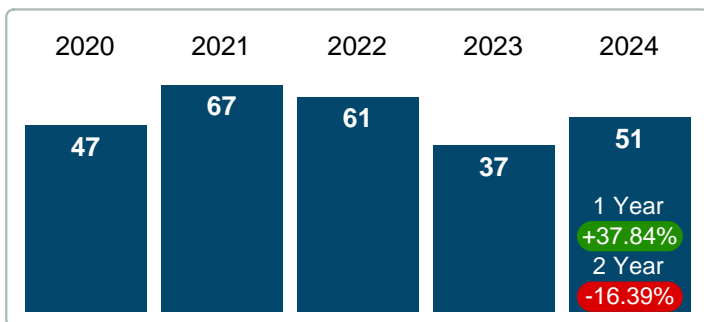
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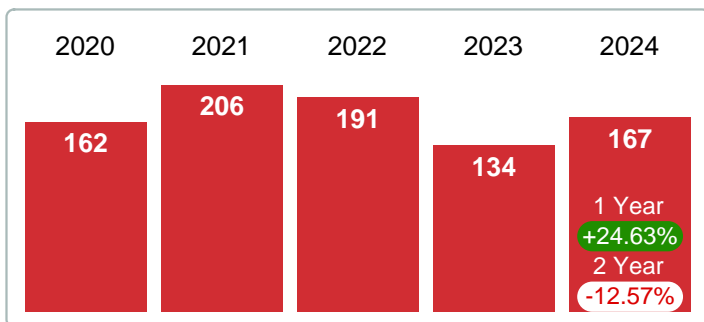
PENDING LISTINGS

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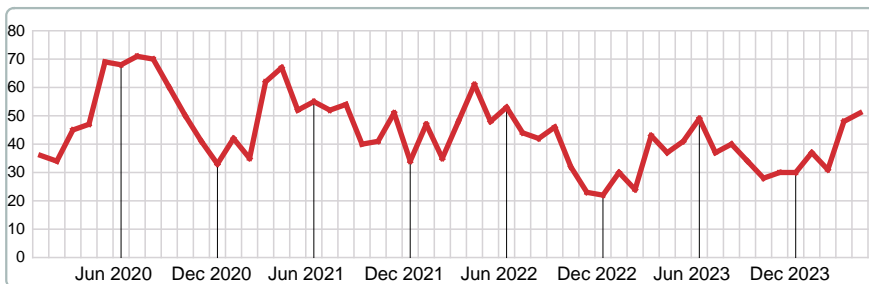
APRIL



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		%	MDOM	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%	35.0	5	4	0	0
\$150,001 - \$175,000	4	7.84%	41.0	1	2	1	0
\$175,001 - \$225,000	10	19.61%	33.0	1	7	2	0
\$225,001 - \$275,000	13	25.49%	17.0	0	12	1	0
\$275,001 - \$375,000	7	13.73%	48.0	0	5	2	0
\$375,001 and up	5	9.80%	20.0	0	1	4	0
Total Pending Units	51			8	32	11	0
Total Pending Volume	12,184,150	100%	26.0	906.10K	7.48M	3.79M	0.00B
Median Listing Price	\$219,000			\$105,950	\$227,000	\$279,900	\$0

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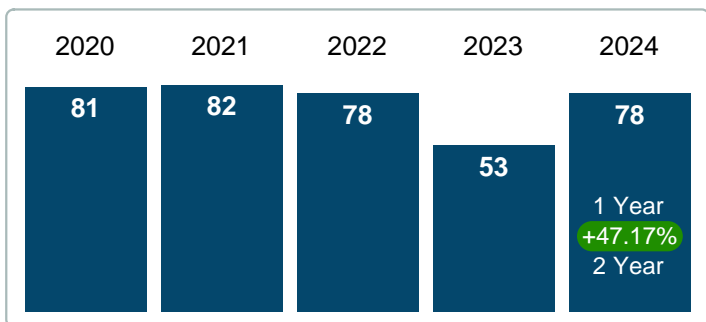
Area Delimited by County Of Cherokee - Residential Property Type



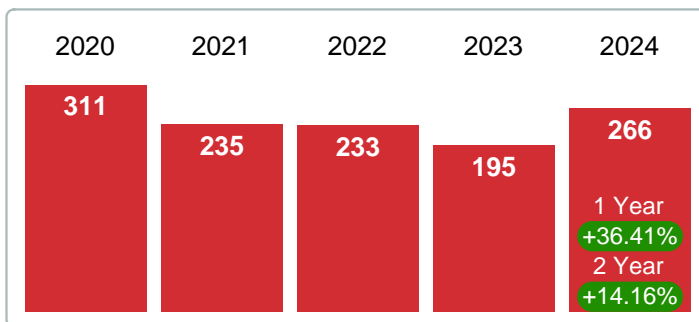
NEW LISTINGS

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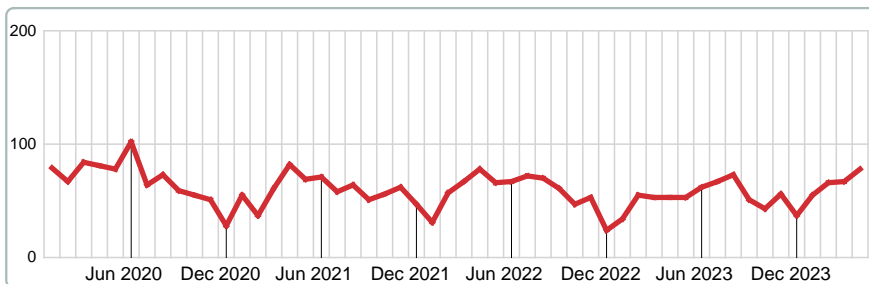
APRIL



YEAR TO DATE (YTD)

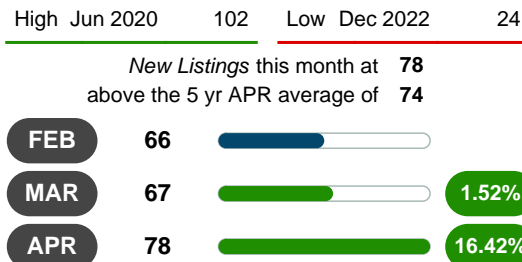


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	78		15	45	16	2
Total New Listed Volume	22,783,049	100%	5.00M	11.22M	4.79M	1.76M
Median New Listed Listing Price	\$227,000		\$253,000	\$227,000	\$217,500	\$879,950

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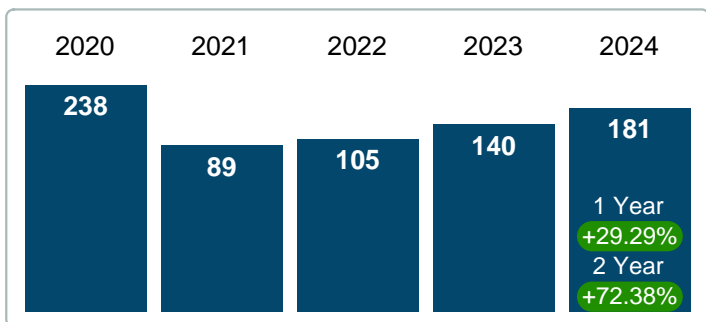
Area Delimited by County Of Cherokee - Residential Property Type



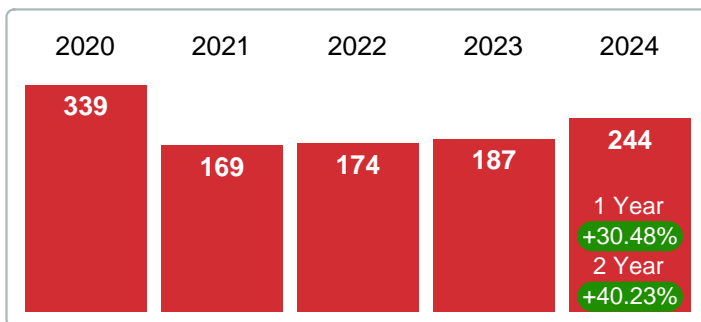
ACTIVE INVENTORY

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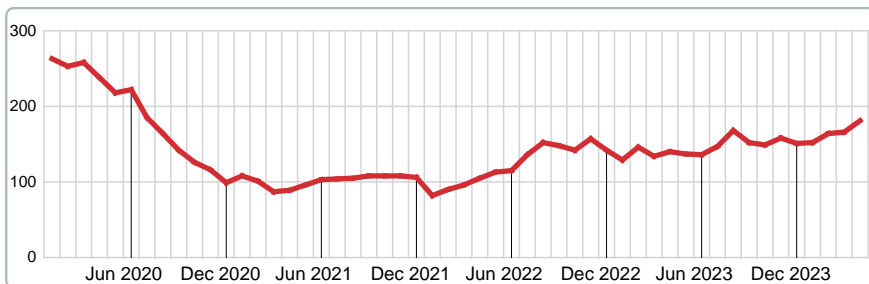
END OF APRIL



ACTIVE DURING APRIL

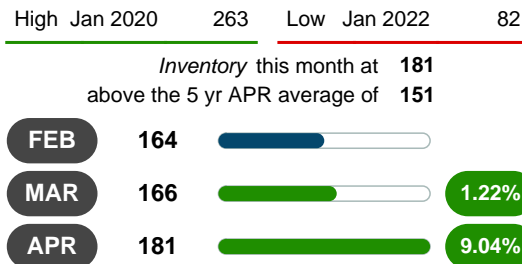


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 151



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	7.73%	25.5	7	6	1	0
\$125,001 - \$175,000	22	12.15%	42.0	5	14	3	0
\$175,001 - \$225,000	25	13.81%	33.0	3	14	8	0
\$225,001 - \$325,000	54	29.83%	67.0	4	41	8	1
\$325,001 - \$425,000	24	13.26%	68.5	4	7	11	2
\$425,001 - \$725,000	24	13.26%	64.0	2	10	6	6
\$725,001 and up	18	9.94%	50.0	4	5	7	2
Total Active Inventory by Units	181			29	97	44	11
Total Active Inventory by Volume	65,484,622	100%	55.0	10.45M	30.70M	17.77M	6.57M
Median Active Inventory Listing Price	\$275,000			\$225,000	\$259,000	\$340,950	\$475,000

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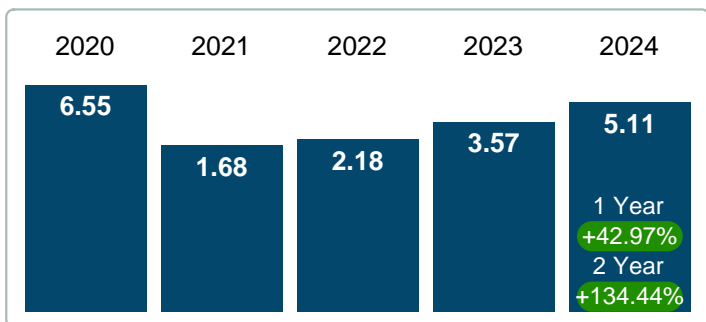
Area Delimited by County Of Cherokee - Residential Property Type



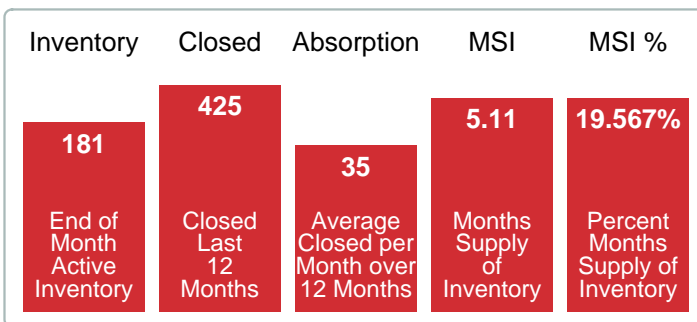
MONTHS SUPPLY of INVENTORY (MSI)

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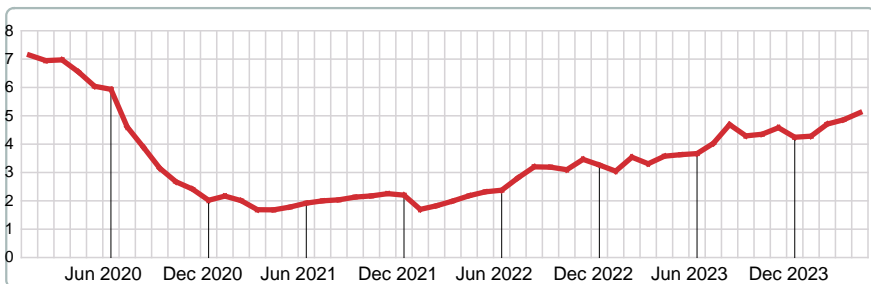
MSI FOR APRIL



INDICATORS FOR APRIL 2024

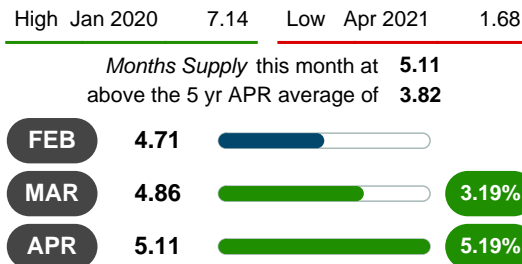


5 YEAR MARKET ACTIVITY TRENDS



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

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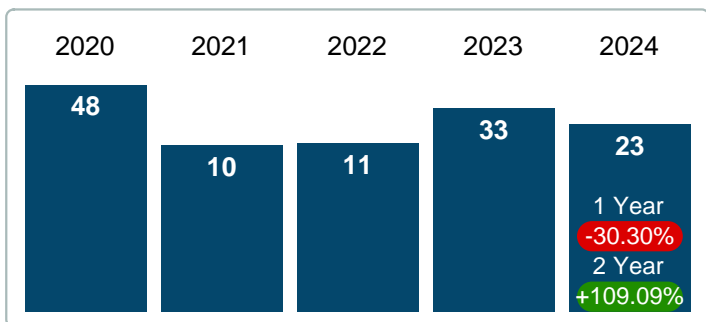
Area Delimited by County Of Cherokee - Residential Property Type



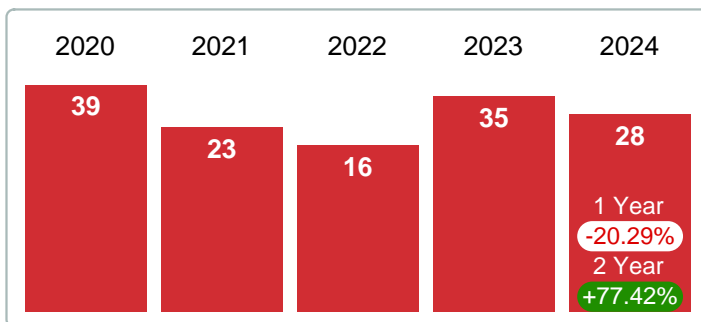
MEDIAN DAYS ON MARKET TO SALE

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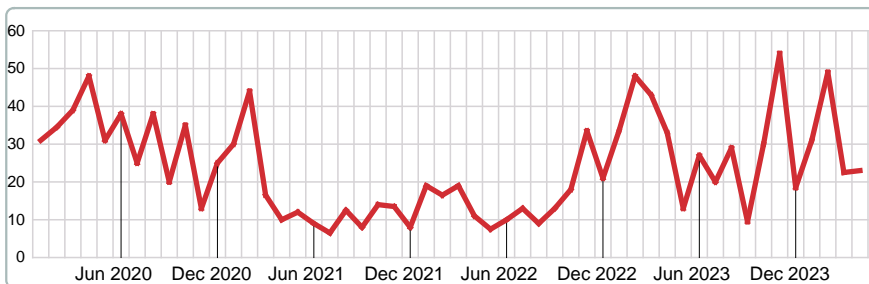
APRIL



YEAR TO DATE (YTD)

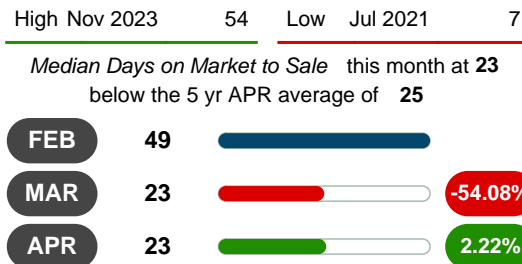


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 25



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
\$100,000 and less	9.09%	24	24	0	0	0
\$100,001 - \$150,000	13.64%	32	125	30	1	0
\$150,001 - \$175,000	15.91%	16	26	16	0	0
\$175,001 - \$225,000	18.18%	12	0	12	19	0
\$225,001 - \$325,000	20.45%	53	150	60	42	0
\$325,001 - \$400,000	13.64%	19	0	33	5	0
\$400,001 and up	9.09%	4	0	3	4	0
Median Closed DOM		23	48	29	4	0
Total Closed Units	100%	23.0	9	24	11	
Total Closed Volume		10,515,400	1.04M	5.80M	3.68M	0.00B

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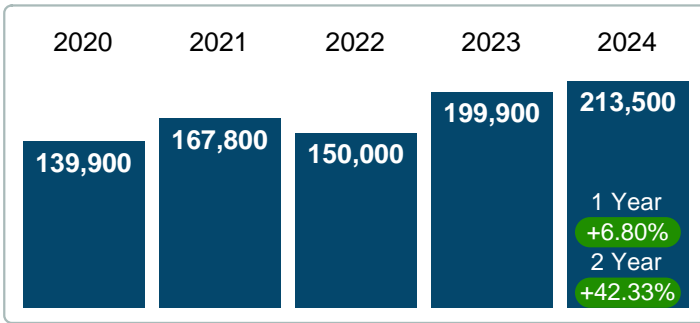
Area Delimited by County Of Cherokee - Residential Property Type



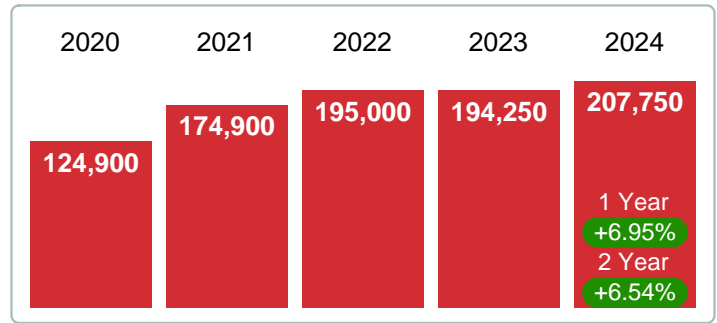
MEDIAN LIST PRICE AT CLOSING

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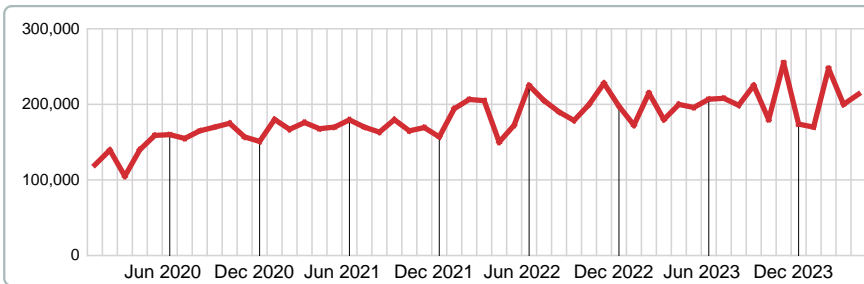
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

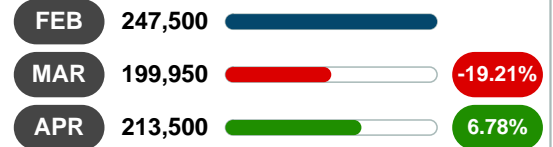


3 MONTHS

5 year APR AVG = 174,220

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

Median List Price at Closing this month at **213,500**
above the 5 yr APR average of **174,220**



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
\$100,000 and less	9.09%	80,500	80,500	0	0	0
\$100,001 - \$150,000	11.36%	125,000	125,200	125,000	0	0
\$150,001 - \$175,000	15.91%	159,900	164,700	159,000	170,000	0
\$175,001 - \$225,000	18.18%	198,150	0	199,900	184,900	0
\$225,001 - \$325,000	22.73%	266,950	232,500	273,250	279,900	0
\$325,001 - \$400,000	9.09%	372,500	0	360,000	380,000	0
\$400,001 and up	13.64%	437,700	0	440,400	435,000	0
Median List Price		213,500	115,500	218,500	285,000	0
Total Closed Units	100%	213,500	9	24	11	0
Total Closed Volume		10,830,299	1.12M	6.00M	3.71M	0.00B

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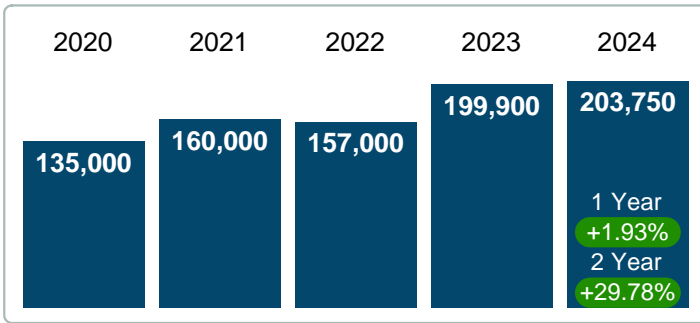
Area Delimited by County Of Cherokee - Residential Property Type



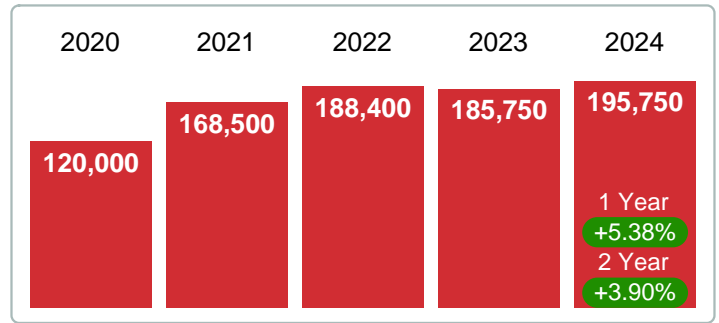
MEDIAN SOLD PRICE AT CLOSING

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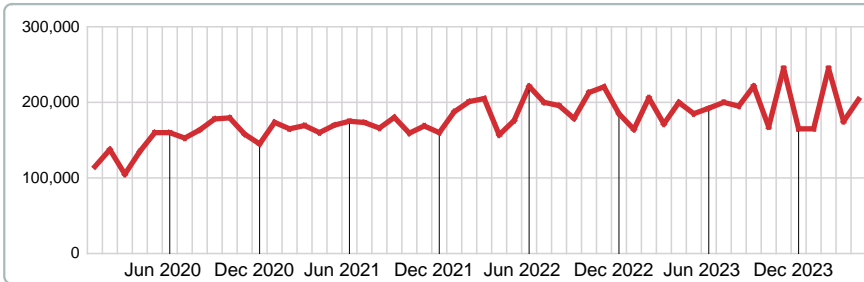
APRIL



YEAR TO DATE (YTD)

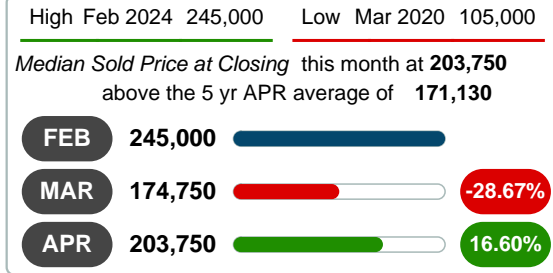


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 171,130



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
\$100,000 and less	9.09%	67,500	67,500	0	0	0
\$100,001 - \$150,000	13.64%	118,000	111,250	115,000	150,000	0
\$150,001 - \$175,000	15.91%	165,000	159,700	173,000	0	0
\$175,001 - \$225,000	18.18%	195,250	0	203,750	179,000	0
\$225,001 - \$325,000	20.45%	275,000	232,500	275,000	285,000	0
\$325,001 - \$400,000	13.64%	382,450	0	382,450	380,000	0
\$400,001 and up	9.09%	459,950	0	490,000	429,900	0
Median Sold Price		203,750	101,500	213,850	285,000	0
Total Closed Units	100%	203,750	9	24	11	
Total Closed Volume		10,515,400	1.04M	5.80M	3.68M	0.00B

April 2024



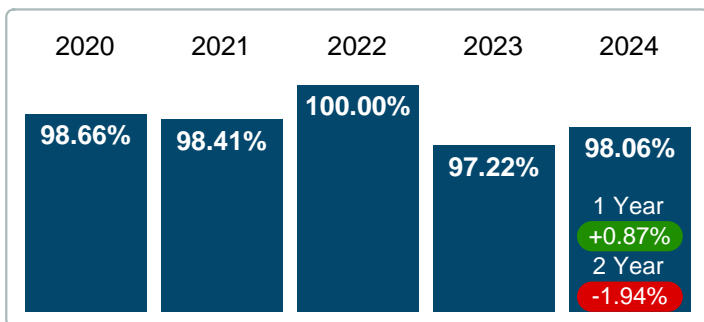
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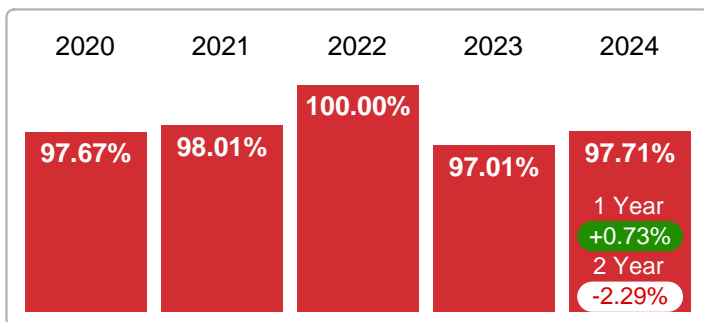
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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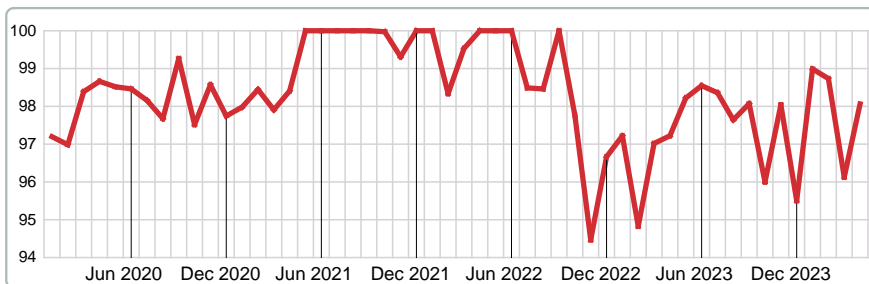
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

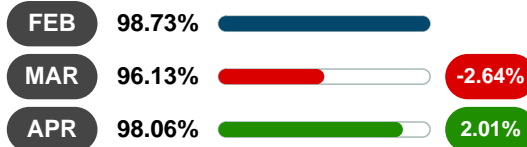


3 MONTHS

5 year APR AVG = 98.47%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.06%**
equal to 5 yr APR average of **98.47%**



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
\$100,000 and less	4	9.09%	81.49%	81.49%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	6	13.64%	90.30%	88.79%	95.83%	90.91%	0.00%
\$150,001 - \$175,000	7	15.91%	96.72%	97.14%	96.72%	0.00%	0.00%
\$175,001 - \$225,000	8	18.18%	98.61%	0.00%	98.61%	99.53%	0.00%
\$225,001 - \$325,000	9	20.45%	98.10%	100.00%	98.03%	100.00%	0.00%
\$325,001 - \$400,000	6	13.64%	98.70%	0.00%	95.73%	100.00%	0.00%
\$400,001 and up	4	9.09%	99.08%	0.00%	98.20%	99.34%	0.00%
Median Sold/List Ratio		98.06%		89.70%	97.72%	100.00%	0.00%
Total Closed Units		44	100%	9	24	11	
Total Closed Volume		10,515,400		1.04M	5.80M	3.68M	0.00B

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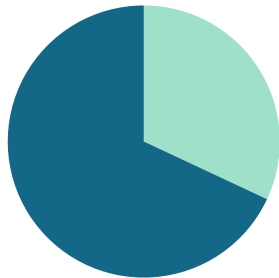
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

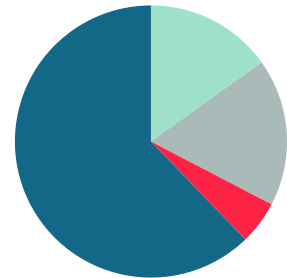


Inventory
 New Listings
78 = 31.97%
 Start Inventory
166
 Total Inventory Units
244
 Volume
\$81,096,872

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%
Median List Price	199,900	213,500	6.80%	194,250	207,750	6.95%
Median Sale Price	199,900	203,750	1.93%	185,750	195,750	5.38%
Median Percent of Selling Price to List Price	97.22%	98.06%	0.87%	97.01%	97.71%	0.73%
Median Days on Market to Sale	33.00	23.00	-30.30%	34.50	27.50	-20.29%
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

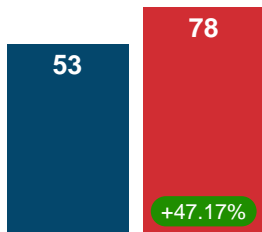
Inventory on April 30, 2024 = **181**

2023 **2024**

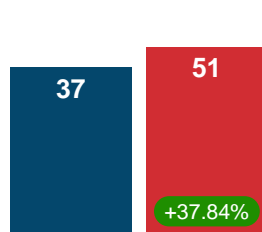
APRIL MARKET

MEDIAN PRICES

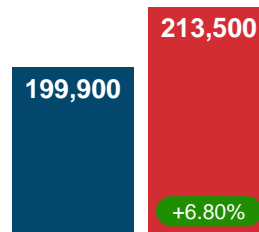
New Listings



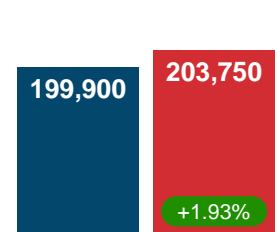
Pending Listings



List Price



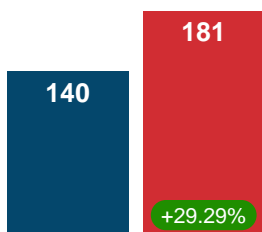
Sale Price



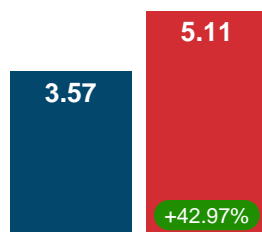
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

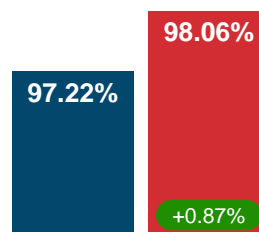
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

