

# June 2024



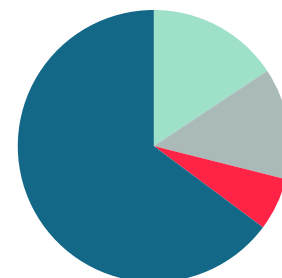
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	June 2024	+/-%
Closed Listings	44	45	2.27%
Pending Listings	49	38	-22.45%
New Listings	62	58	-6.45%
Average List Price	228,241	274,782	20.39%
Average Sale Price	223,278	256,491	14.88%
Average Percent of Selling Price to List Price	97.34%	96.97%	-0.38%
Average Days on Market to Sale	50.59	39.00	-22.91%
End of Month Inventory	136	186	36.76%
Months Supply of Inventory	3.67	5.24	42.86%



■ Closed (15.68%)  
■ Pending (13.24%)  
■ Other OffMarket (6.27%)  
■ Active (64.81%)

**Absorption:** Last 12 months, an Average of **36** Sales/Month  
**Active Inventory** as of June 30, 2024 = **186**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2024 rose **36.76%** to 186 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **5.24** 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 **14.88%** in June 2024 to \$256,491 versus the previous year at \$223,278.

#### Average Days on Market Shortens

The average number of **39.00** days that homes spent on the market before selling decreased by 11.59 days or **22.91%** in June 2024 compared to last year's same month at **50.59** DOM.

#### Sales Success for June 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 58 New Listings in June 2024, down **6.45%** from last year at 62. Furthermore, there were 45 Closed Listings this month versus last year at 44, a **2.27%** increase.

Closed versus Listed trends yielded a **77.6%** ratio, up from previous year's, June 2023, at **71.0%**, a **9.33%** 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

# June 2024



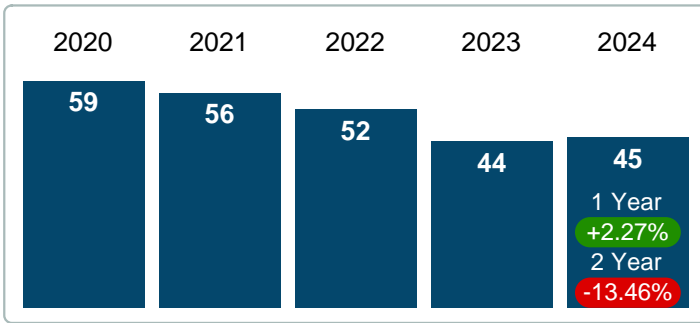
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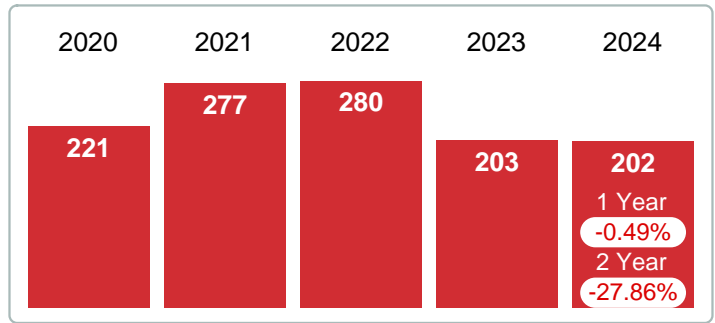
## CLOSED LISTINGS

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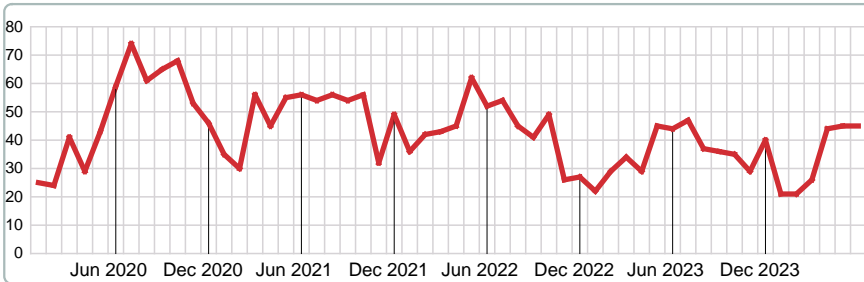
### JUNE



### YEAR TO DATE (YTD)

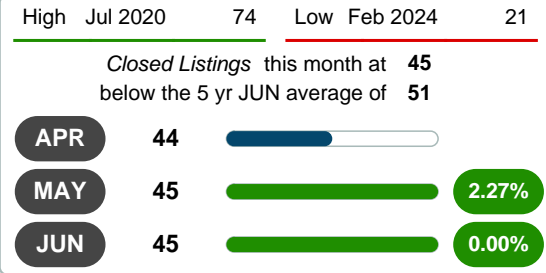


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	8.8	3	1	0	0
\$75,001 - \$125,000	5	11.11%	32.6	4	1	0	0
\$125,001 - \$150,000	3	6.67%	24.3	0	3	0	0
\$150,001 - \$250,000	17	37.78%	20.5	3	13	1	0
\$250,001 - \$250,000	0	0.00%	0.0	0	0	0	0
\$250,001 - \$425,000	11	24.44%	85.3	1	10	0	0
\$425,001 and up	5	11.11%	39.4	2	1	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>13</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,542,100</b>	<b>100%</b>	<b>39.0</b>	<b>3.58M</b>	<b>6.82M</b>	<b>1.14M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$256,491</b>			<b>\$275,685</b>	<b>\$235,231</b>	<b>\$378,833</b>	<b>\$0</b>

# June 2024



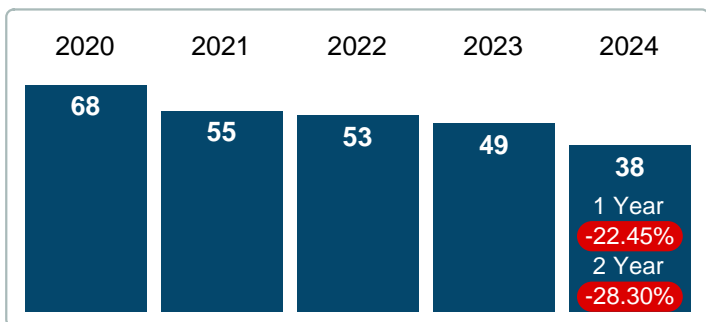
Area Delimited by County Of Cherokee - Residential Property Type



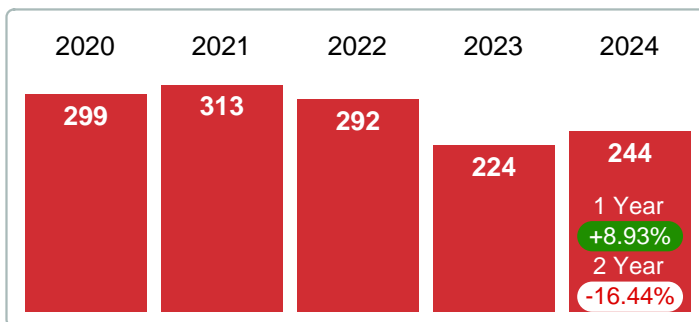
## PENDING LISTINGS

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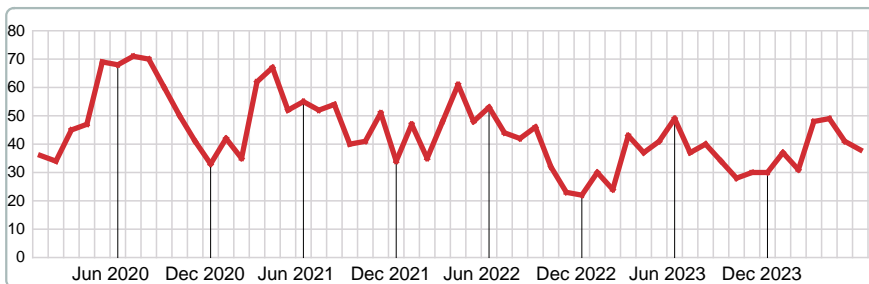
### JUNE



### YEAR TO DATE (YTD)

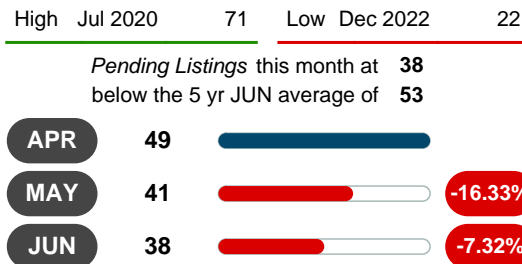


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 53



### 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	1	2.63%	0.0	0	1	0	0
\$75,001 - \$150,000	9	23.68%	53.3	4	3	2	0
\$150,001 - \$175,000	4	10.53%	58.3	2	2	0	0
\$175,001 - \$250,000	10	26.32%	65.9	0	7	2	1
\$250,001 - \$325,000	5	13.16%	89.0	0	5	0	0
\$325,001 - \$525,000	5	13.16%	49.4	1	1	3	0
\$525,001 and up	4	10.53%	63.0	0	2	2	0
<b>Total Pending Units</b>	<b>38</b>			<b>7</b>	<b>21</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,309,099</b>	<b>100%</b>	<b>15.7</b>	<b>1.24M</b>	<b>5.58M</b>	<b>3.24M</b>	<b>250.00K</b>
<b>Average Listing Price</b>	<b>\$180,000</b>			<b>\$177,671</b>	<b>\$265,476</b>	<b>\$360,044</b>	<b>\$250,000</b>

# June 2024



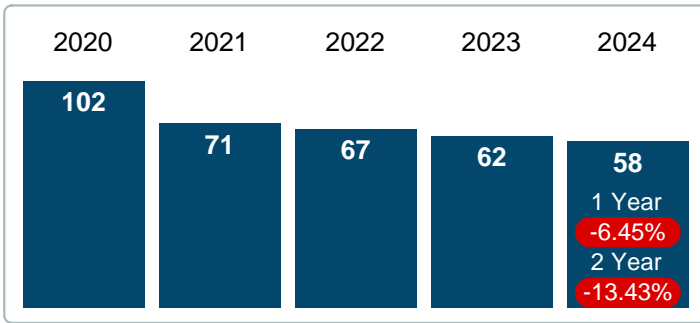
Area Delimited by County Of Cherokee - Residential Property Type



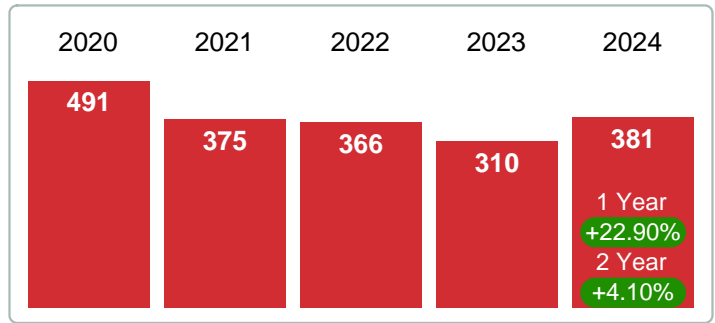
## NEW LISTINGS

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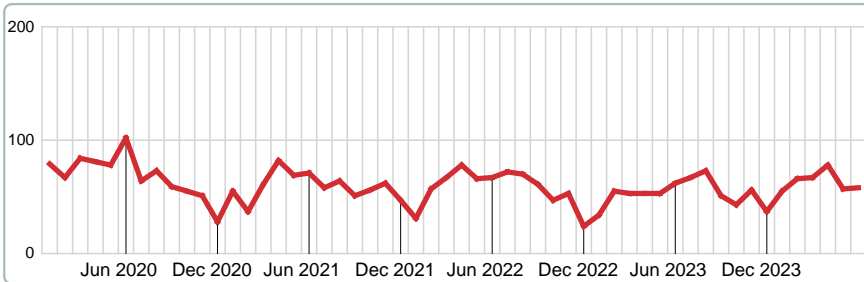
### JUNE



### YEAR TO DATE (YTD)

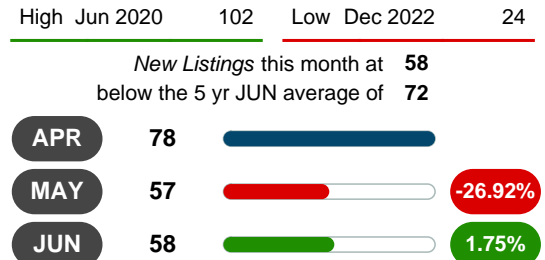


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 72



### 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	8.62%	4	1	0	0
\$100,001 - \$170,000	9	15.52%	5	4	0	0
\$170,001 - \$210,000	7	12.07%	3	3	1	0
\$210,001 - \$280,000	13	22.41%	3	7	2	1
\$280,001 - \$390,000	10	17.24%	1	5	4	0
\$390,001 - \$620,000	8	13.79%	1	2	3	2
\$620,001 and up	6	10.34%	0	4	2	0
<b>Total New Listed Units</b>	<b>58</b>		<b>17</b>	<b>26</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,942,799</b>	<b>100%</b>	<b>3.09M</b>	<b>9.61M</b>	<b>5.06M</b>	<b>1.18M</b>
<b>Average New Listed Listing Price</b>	<b>\$125,500</b>		<b>\$181,500</b>	<b>\$369,804</b>	<b>\$421,458</b>	<b>\$394,966</b>

# June 2024



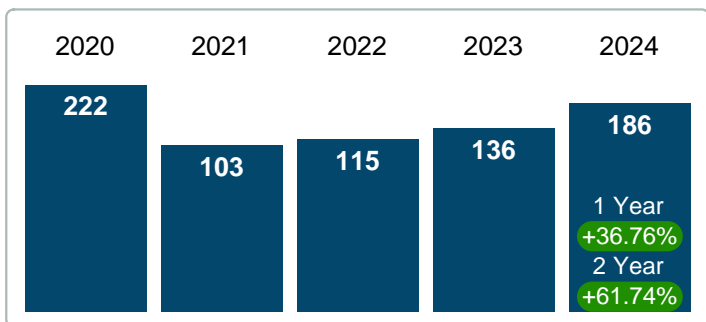
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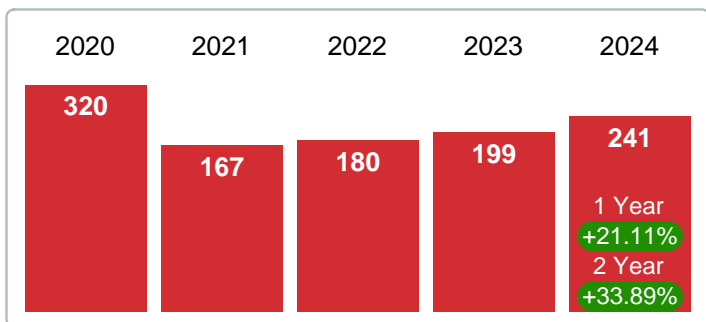
## ACTIVE INVENTORY

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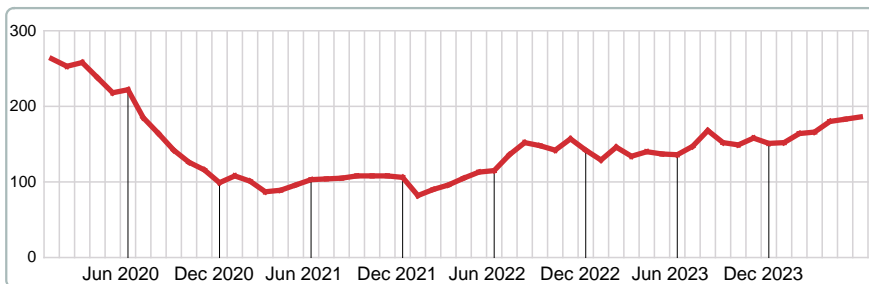
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 152

High Jan 2020 263 Low Jan 2022 82

Inventory this month at 186  
above the 5 yr JUN average of 152



### 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	18	9.68%	81.7	14	4	0	0
\$125,001 - \$175,000	21	11.29%	79.9	6	13	2	0
\$175,001 - \$225,000	30	16.13%	65.8	8	10	12	0
\$225,001 - \$325,000	47	25.27%	78.3	6	30	10	1
\$325,001 - \$450,000	28	15.05%	88.0	3	11	9	5
\$450,001 - \$675,000	24	12.90%	86.0	1	13	5	5
\$675,001 and up	18	9.68%	102.6	3	6	6	3
<b>Total Active Inventory by Units</b>	<b>186</b>			<b>41</b>	<b>87</b>	<b>44</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>64,732,790</b>	<b>100%</b>	<b>81.6</b>	<b>9.79M</b>	<b>29.76M</b>	<b>17.09M</b>	<b>8.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$348,026</b>			<b>\$238,761</b>	<b>\$342,044</b>	<b>\$388,354</b>	<b>\$578,446</b>

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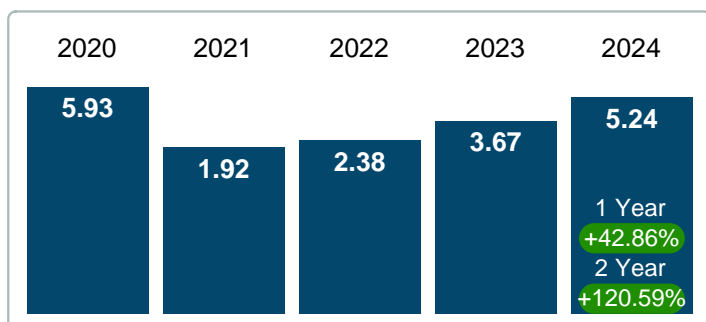
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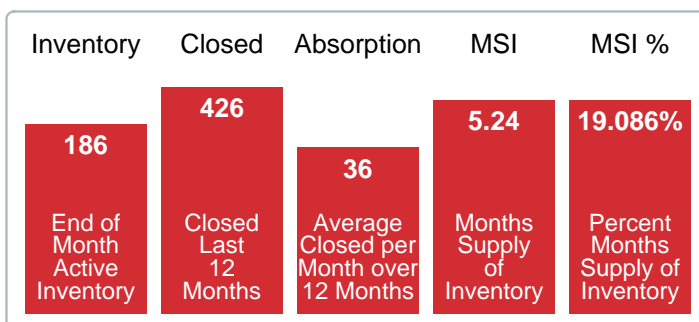
## MONTHS SUPPLY of INVENTORY (MSI)

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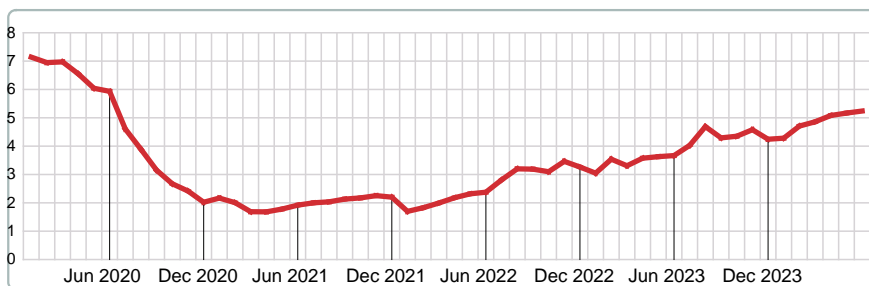
### MSI FOR JUNE



### INDICATORS FOR JUNE 2024



### 5 YEAR MARKET ACTIVITY TRENDS

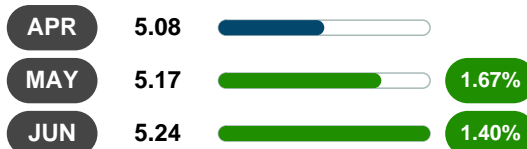


### 3 MONTHS

5 year JUN AVG = 3.83

High Jan 2020 7.14 Low Apr 2021 1.68

Months Supply this month at 5.24 above the 5 yr JUN average of 3.83



### 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	18	9.68%	2.40	3.36	1.30	0.00	0.00
\$125,001 - \$175,000	21	11.29%	2.80	3.79	2.64	2.18	0.00
\$175,001 - \$225,000	30	16.13%	5.37	8.73	2.73	13.09	0.00
\$225,001 - \$325,000	47	25.27%	4.99	14.40	4.19	5.45	0.00
\$325,001 - \$450,000	28	15.05%	7.81	36.00	5.50	7.71	15.00
\$450,001 - \$675,000	24	12.90%	18.00	12.00	26.00	10.00	20.00
\$675,001 and up	18	9.68%	30.86	36.00	24.00	36.00	36.00
Market Supply of Inventory (MSI)			5.24	5.59	4.03	7.65	16.80
Total Active Inventory by Units		100%	5.24	41	87	44	14

# June 2024



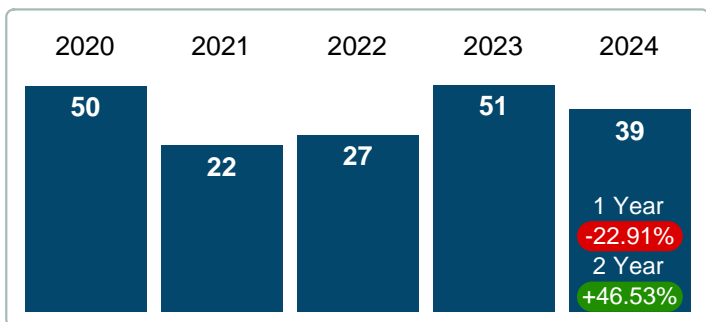
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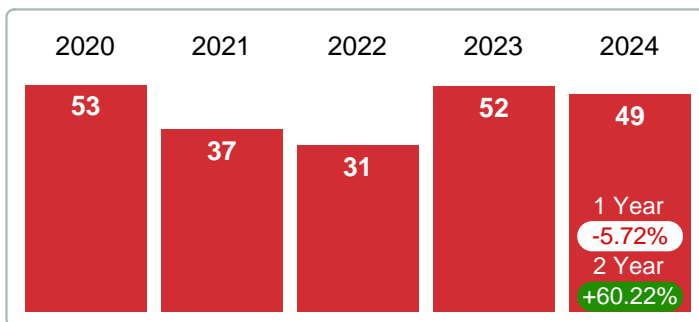
## AVERAGE DAYS ON MARKET TO SALE

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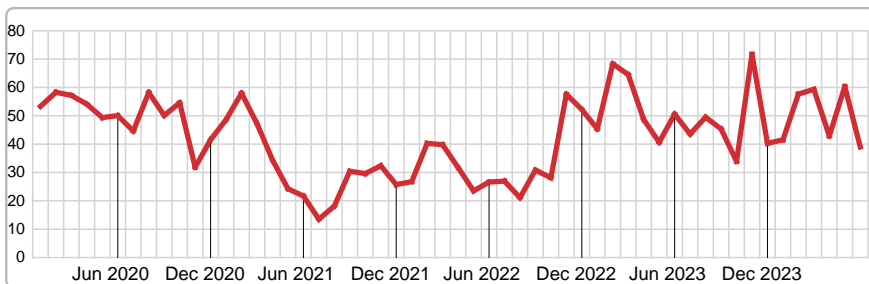
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 38

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 39 above the 5 yr JUN average of 38



### 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
\$75,000 and less	8.89%	9	11	1	0	0
\$75,001 - \$125,000	11.11%	33	38	13	0	0
\$125,001 - \$150,000	6.67%	24	0	24	0	0
\$150,001 - \$250,000	37.78%	21	23	17	64	0
\$250,001 - \$250,000	0.00%	0	0	0	0	0
\$250,001 - \$425,000	24.44%	85	6	93	0	0
\$425,001 and up	11.11%	39	74	22	14	0
<b>Average Closed DOM</b>		<b>39</b>	<b>31</b>	<b>43</b>	<b>30</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>13</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,542,100</b>	<b>3.58M</b>	<b>6.82M</b>	<b>1.14M</b>	<b>0.00B</b>



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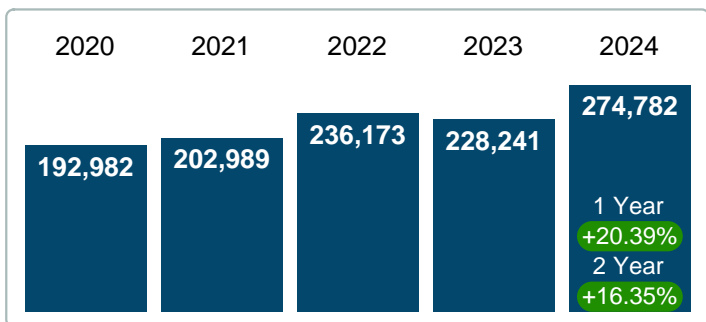
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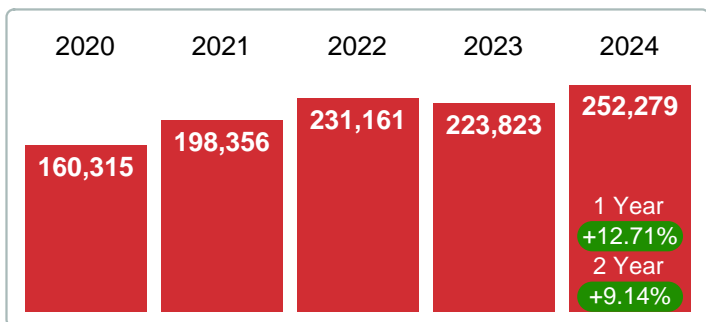
## AVERAGE LIST PRICE AT CLOSING

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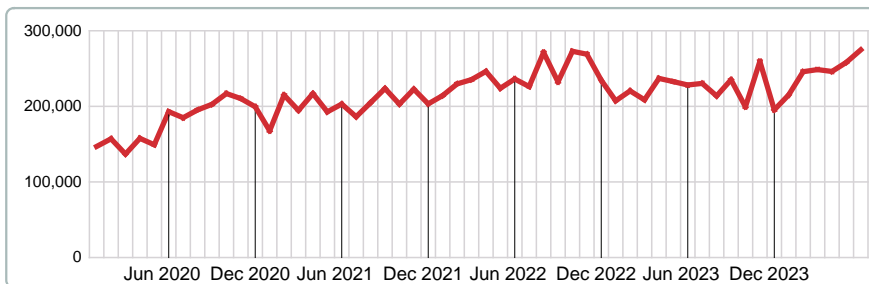
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 227,033

High Jun 2024 274,782    Low Mar 2020 136,886

Average List Price at Closing this month at **274,782**  
above the 5 yr JUN average of **227,033**

- APR 246,143
- MAY 258,218 4.91%
- JUN 274,782 6.41%

### 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	
\$75,000 and less	4	8.89%	52,850	47,467	69,000	0	
\$75,001 - \$125,000	5	11.11%	105,780	112,250	79,900	0	
\$125,001 - \$150,000	2	4.44%	133,750	0	149,333	0	
\$150,001 - \$250,000	18	40.00%	197,994	191,667	202,192	179,900	
\$250,001 - \$250,000	0	0.00%	0	0	0	0	
\$250,001 - \$425,000	10	22.22%	285,470	253,000	303,060	0	
\$425,001 and up	6	13.33%	823,133	1,362,500	795,000	494,950	
<b>Average List Price</b>		274,782		318,800	243,138	389,933	0
<b>Total Closed Units</b>		45	100%	274,782	13	29	3
<b>Total Closed Volume</b>		12,365,199		4.14M	7.05M	1.17M	0.00B



# June 2024



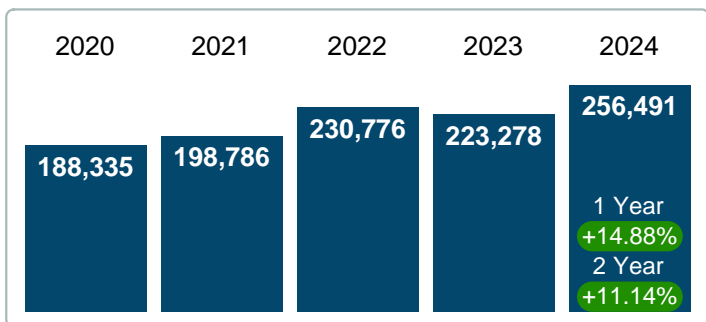
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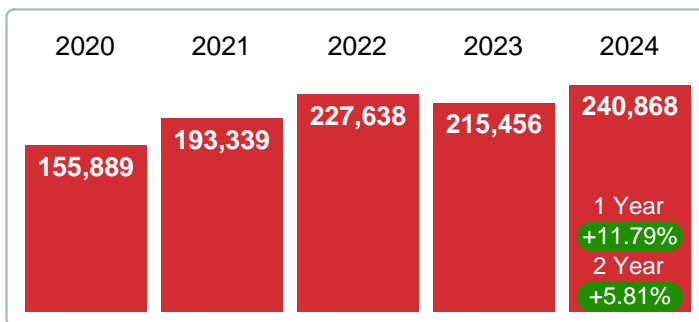
## AVERAGE SOLD PRICE AT CLOSING

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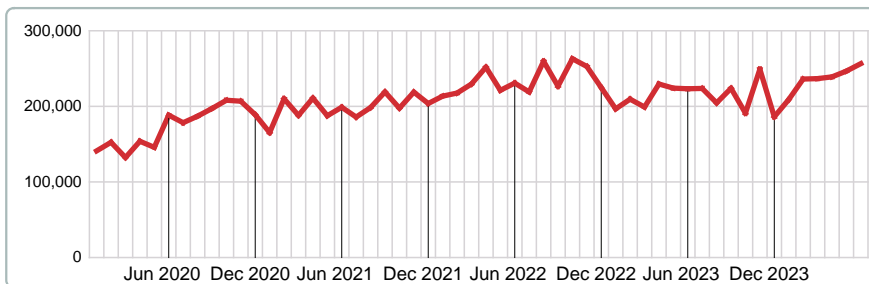
### JUNE



### YEAR TO DATE (YTD)

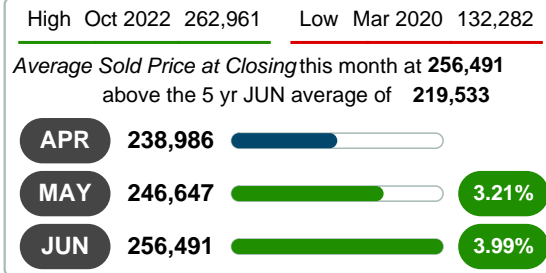


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 219,533



### 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
\$75,000 and less	8.89%	51,975	47,467	65,500	0	0
\$75,001 - \$125,000	11.11%	104,300	110,375	80,000	0	0
\$125,001 - \$150,000	6.67%	137,000	0	137,000	0	0
\$150,001 - \$250,000	37.78%	195,200	185,667	198,646	179,000	0
\$250,001 - \$250,000	0.00%	0	0	0	0	0
\$250,001 - \$425,000	24.44%	291,891	253,000	295,780	0	0
\$425,001 and up	11.11%	774,500	1,095,000	725,000	478,750	0
<b>Average Sold Price</b>		<b>256,491</b>	<b>275,685</b>	<b>235,231</b>	<b>378,833</b>	<b>0</b>
<b>Total Closed Units</b>	100%	<b>256,491</b>	<b>13</b>	<b>29</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,542,100</b>	<b>3.58M</b>	<b>6.82M</b>	<b>1.14M</b>	<b>0.00B</b>

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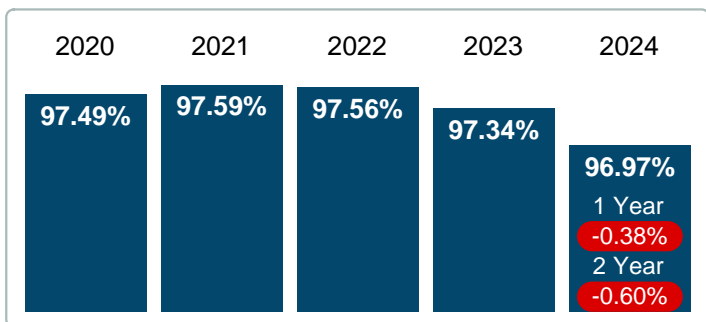
Area Delimited by County Of Cherokee - Residential Property Type



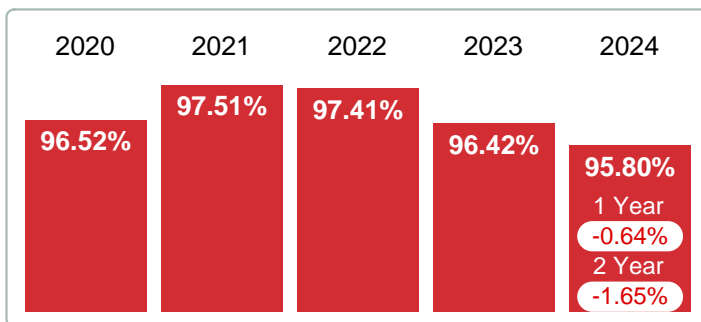
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

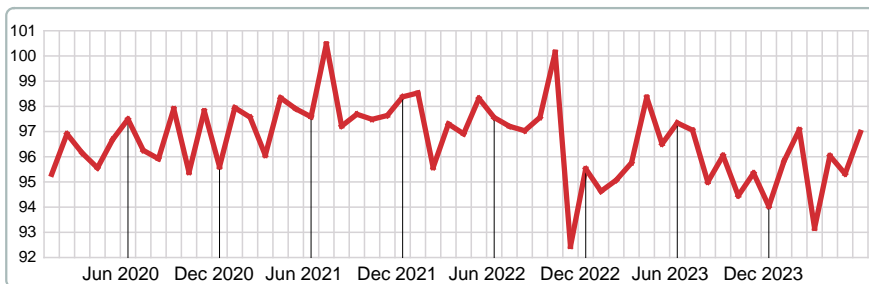
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

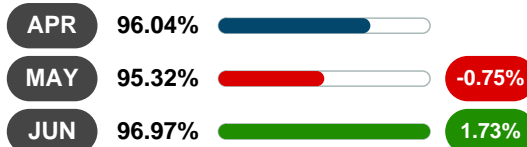


### 3 MONTHS

5 year JUN AVG = 97.39%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **96.97%** equal to 5 yr JUN average of **97.39%**



### 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
\$75,000 and less	4	8.89%	98.73%	100.00%	94.93%	0.00%	0.00%
\$75,001 - \$125,000	5	11.11%	98.69%	98.33%	100.13%	0.00%	0.00%
\$125,001 - \$150,000	3	6.67%	92.77%	0.00%	92.77%	0.00%	0.00%
\$150,001 - \$250,000	17	37.78%	98.02%	97.14%	98.11%	99.50%	0.00%
\$250,001 - \$250,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$250,001 - \$425,000	11	24.44%	98.03%	100.00%	97.84%	0.00%	0.00%
\$425,001 and up	5	11.11%	90.44%	83.63%	91.19%	96.87%	0.00%
Average Sold/List Ratio		97.00%		96.31%	97.19%	97.75%	0.00%
Total Closed Units		45	100%	13	29	3	
Total Closed Volume		11,542,100		3.58M	6.82M	1.14M	0.00B

# June 2024



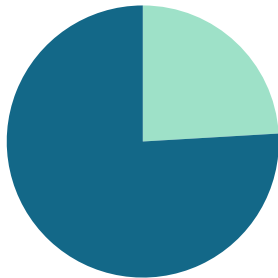
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

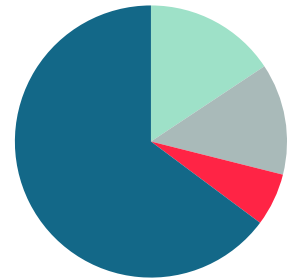


**Inventory**  
 New Listings  
**58 = 24.07%**  
 Start Inventory  
**183**  
 Total Inventory Units  
**241**  
 Volume  
**\$81,935,276**

### Market Activity

Closed Sales  
**45 = 15.68%**  
 Pending Sales  
**38 = 13.24%**  
 Other Off Market  
**18 = 6.27%**  
 Active Inventory  
**186 = 64.81%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	44	45	2.27%	203	202	-0.49%
Pending Sales	49	38	-22.45%	224	244	8.93%
New Listings	62	58	-6.45%	310	381	22.90%
Average List Price	228,241	274,782	20.39%	223,823	252,279	12.71%
Average Sale Price	223,278	256,491	14.88%	215,456	240,868	11.79%
Average Percent of Selling Price to List Price	97.34%	96.97%	-0.38%	96.42%	95.80%	-0.64%
Average Days on Market to Sale	50.59	39.00	-22.91%	52.42	49.42	-5.72%
Monthly Inventory	136	186	36.76%	136	186	36.76%
Months Supply of Inventory	3.67	5.24	42.86%	3.67	5.24	42.86%

**Absorption:** Last 12 months, an Average of **36** Sales/Month

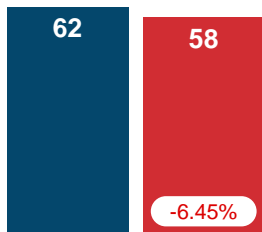
**Inventory** on June 30, 2024 = **186**

**2023** **2024**

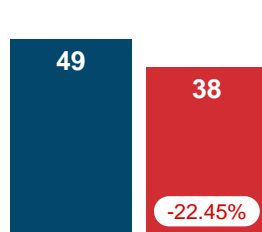
### JUNE MARKET

### AVERAGE PRICES

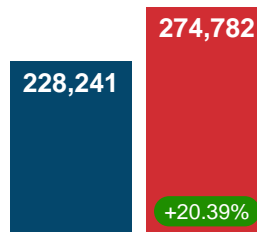
#### New Listings



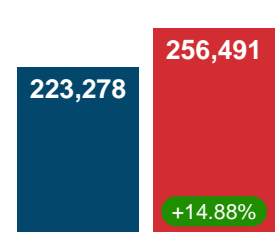
#### Pending Listings



#### List Price



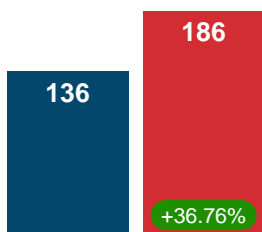
#### Sale Price



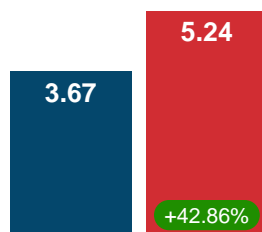
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

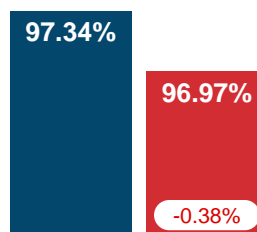
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

