

June 2024



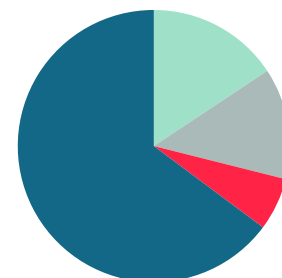
Area Delimited by County Of Cherokee - Residential Property Type



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% |
| Median List Price | 206,750 | 215,000 | 3.99% |
| Median Sale Price | 192,250 | 208,000 | 8.19% |
| Median Percent of Selling Price to List Price | 98.55% | 99.50% | 0.97% |
| Median Days on Market to Sale | 27.00 | 11.00 | -59.26% |
| 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.

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 **8.19%** in June 2024 to \$208,000 versus the previous year at \$192,250.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 16.00 days or **59.26%** in June 2024 compared to last year's same month at **27.00** DOM.

Sales Success for June 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 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 Monthly 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

June 2024



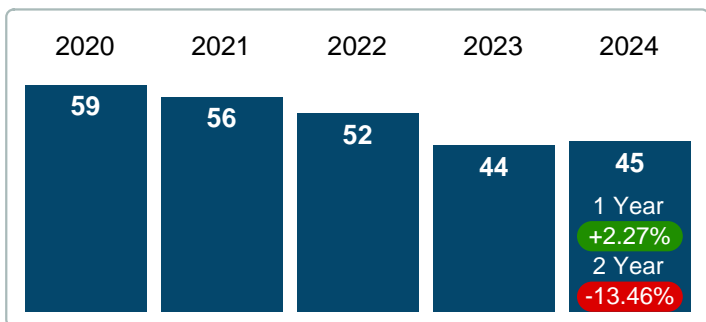
Area Delimited by County Of Cherokee - Residential Property Type



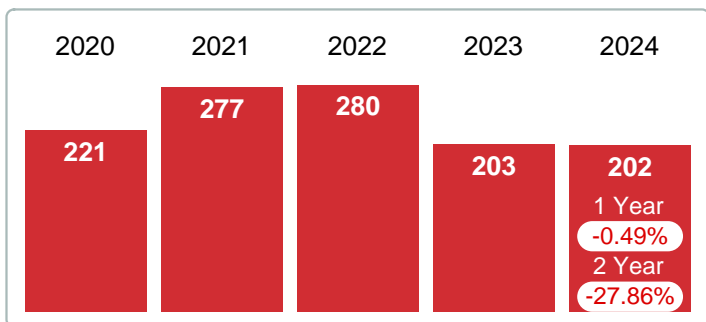
CLOSED LISTINGS

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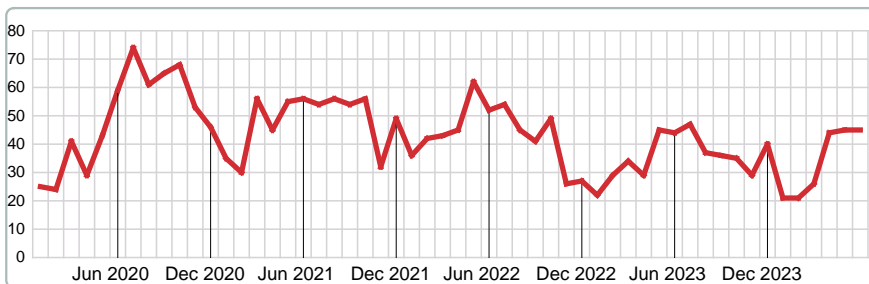
JUNE



YEAR TO DATE (YTD)

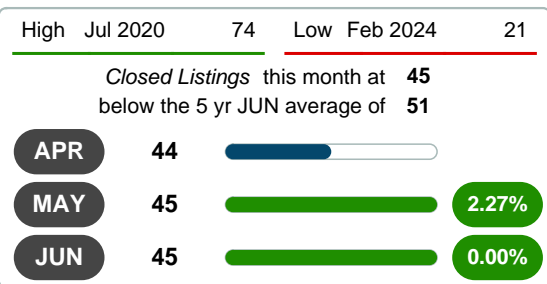


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 51



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$75,000 and less | 4 | 8.89% | 5.5 | 3 | 1 | 0 | 0 |
| \$75,001 - \$125,000 | 5 | 11.11% | 11.0 | 4 | 1 | 0 | 0 |
| \$125,001 - \$150,000 | 3 | 6.67% | 20.0 | 0 | 3 | 0 | 0 |
| \$150,001 - \$250,000 | 17 | 37.78% | 7.0 | 3 | 13 | 1 | 0 |
| \$250,001 - \$250,000 | 0 | 0.00% | 7.0 | 0 | 0 | 0 | 0 |
| \$250,001 - \$425,000 | 11 | 24.44% | 67.0 | 1 | 10 | 0 | 0 |
| \$425,001 and up | 5 | 11.11% | 20.0 | 2 | 1 | 2 | 0 |
| Total Closed Units | 45 | | | 13 | 29 | 3 | 0 |
| Total Closed Volume | 11,542,100 | 100% | 11.0 | 3.58M | 6.82M | 1.14M | 0.00B |
| Median Closed Price | \$208,000 | | | \$117,500 | \$229,900 | \$437,500 | \$0 |

June 2024



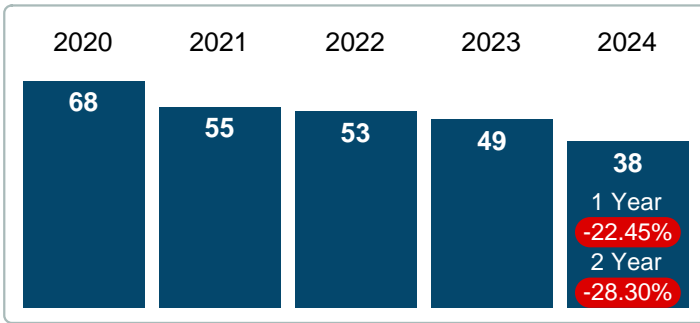
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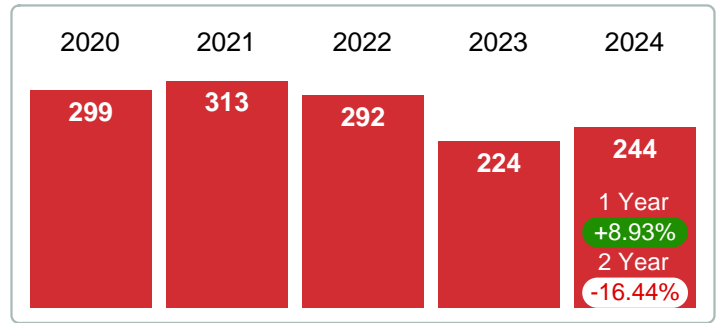
PENDING LISTINGS

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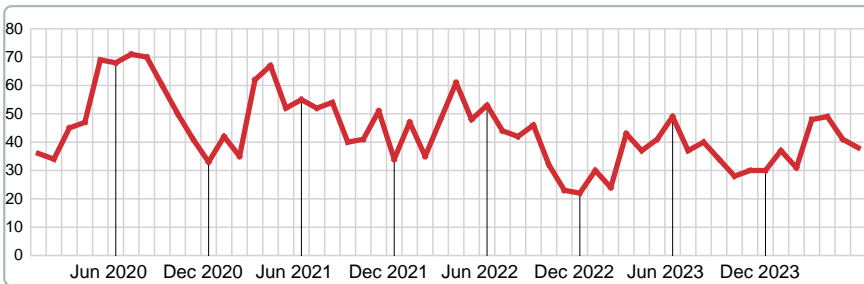
JUNE



YEAR TO DATE (YTD)

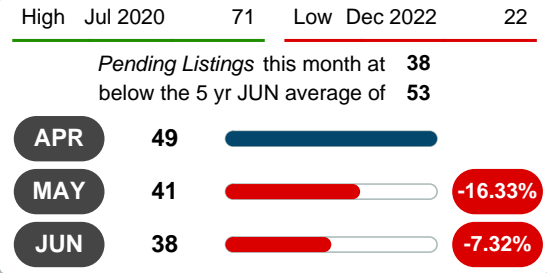


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 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% | 33.0 | 4 | 3 | 2 | 0 |
| \$150,001 - \$175,000 | 4 | 10.53% | 52.5 | 2 | 2 | 0 | 0 |
| \$175,001 - \$250,000 | 10 | 26.32% | 57.0 | 0 | 7 | 2 | 1 |
| \$250,001 - \$325,000 | 5 | 13.16% | 90.0 | 0 | 5 | 0 | 0 |
| \$325,001 - \$525,000 | 5 | 13.16% | 51.0 | 1 | 1 | 3 | 0 |
| \$525,001 and up | 4 | 10.53% | 54.5 | 0 | 2 | 2 | 0 |
| Total Pending Units | 38 | | | 7 | 21 | 9 | 1 |
| Total Pending Volume | 10,309,099 | 100% | 47.0 | 1.24M | 5.58M | 3.24M | 250.00K |
| Median Listing Price | \$214,950 | | | \$150,000 | \$227,500 | \$340,000 | \$250,000 |

June 2024



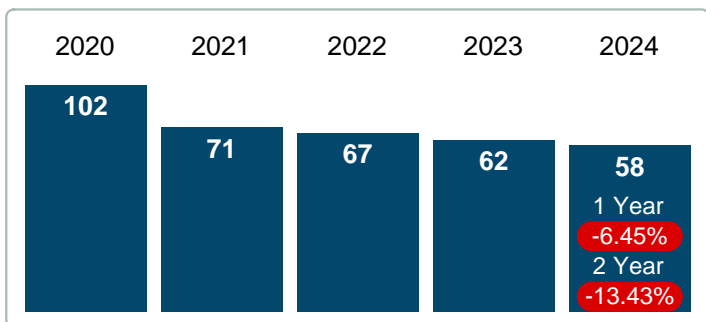
Area Delimited by County Of Cherokee - Residential Property Type



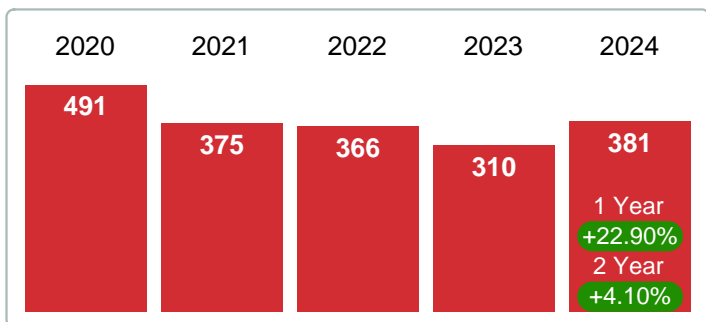
NEW LISTINGS

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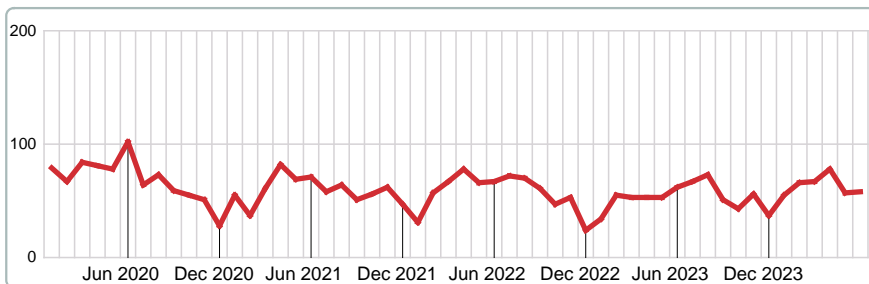
JUNE



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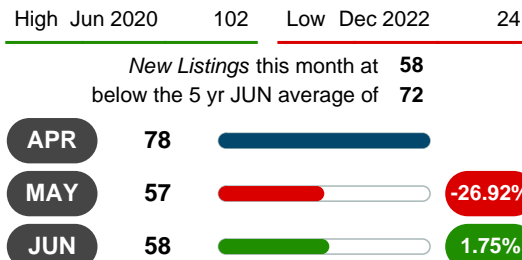


5 YEAR MARKET ACTIVITY TRENDS



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 - \$150,000 | 4 | 6.90% | 3 | 1 | 0 | 0 |
| \$150,001 - \$200,000 | 11 | 18.97% | 4 | 6 | 1 | 0 |
| \$200,001 - \$275,000 | 13 | 22.41% | 3 | 7 | 2 | 1 |
| \$275,001 - \$375,000 | 9 | 15.52% | 2 | 4 | 3 | 0 |
| \$375,001 - \$625,000 | 11 | 18.97% | 1 | 4 | 4 | 2 |
| \$625,001 and up | 5 | 8.62% | 0 | 3 | 2 | 0 |
| Total New Listed Units | 58 | | 17 | 26 | 12 | 3 |
| Total New Listed Volume | 18,942,799 | 100% | 3.09M | 9.61M | 5.06M | 1.18M |
| Median New Listed Listing Price | \$251,450 | | \$159,900 | \$259,000 | \$371,950 | \$395,000 |

June 2024



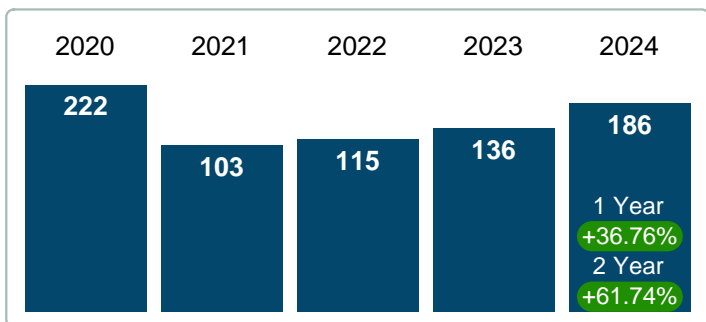
Area Delimited by County Of Cherokee - Residential Property Type



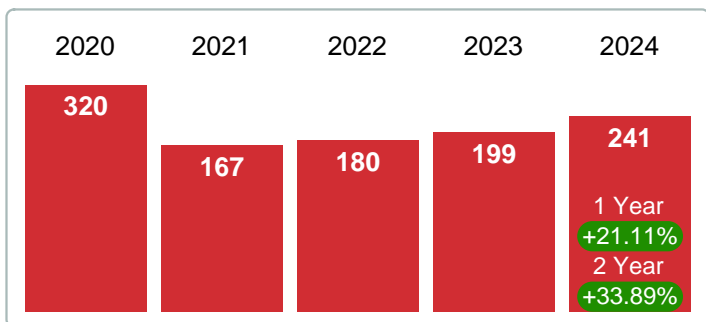
ACTIVE INVENTORY

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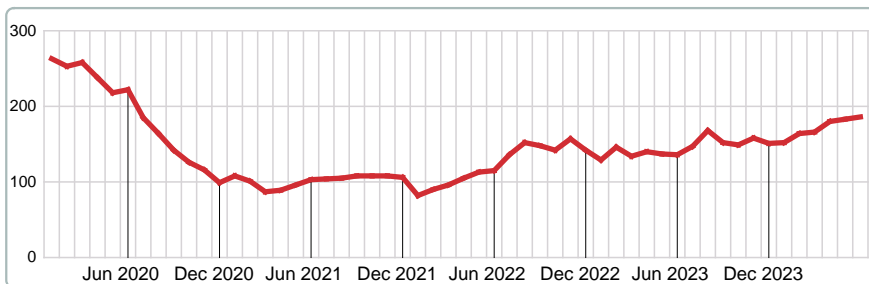
END OF JUNE



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$125,000 and less | 18 | 9.68% | 58.0 | 14 | 4 | 0 | 0 |
| \$125,001 - \$175,000 | 21 | 11.29% | 81.0 | 6 | 13 | 2 | 0 |
| \$175,001 - \$225,000 | 30 | 16.13% | 60.0 | 8 | 10 | 12 | 0 |
| \$225,001 - \$325,000 | 47 | 25.27% | 74.0 | 6 | 30 | 10 | 1 |
| \$325,001 - \$450,000 | 28 | 15.05% | 75.0 | 3 | 11 | 9 | 5 |
| \$450,001 - \$675,000 | 24 | 12.90% | 81.0 | 1 | 13 | 5 | 5 |
| \$675,001 and up | 18 | 9.68% | 76.5 | 3 | 6 | 6 | 3 |
| Total Active Inventory by Units | 186 | | | 41 | 87 | 44 | 14 |
| Total Active Inventory by Volume | 64,732,790 | 100% | 73.0 | 9.79M | 29.76M | 17.09M | 8.10M |
| Median Active Inventory Listing Price | \$280,000 | | | \$187,000 | \$284,900 | \$302,000 | \$482,450 |

June 2024



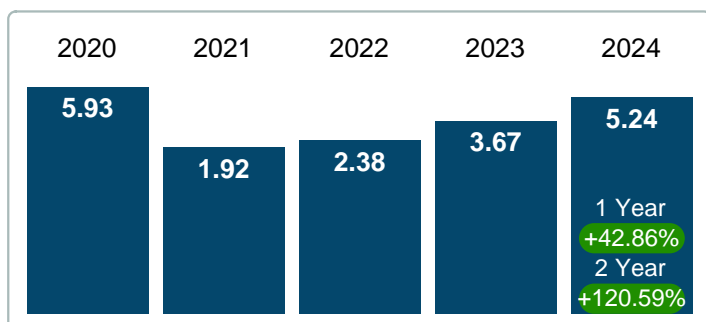
Area Delimited by County Of Cherokee - Residential Property Type



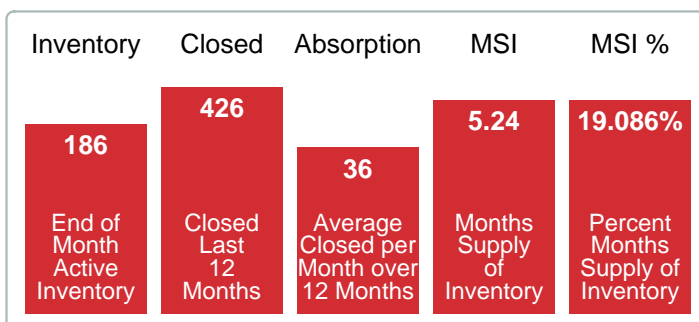
MONTHS SUPPLY of INVENTORY (MSI)

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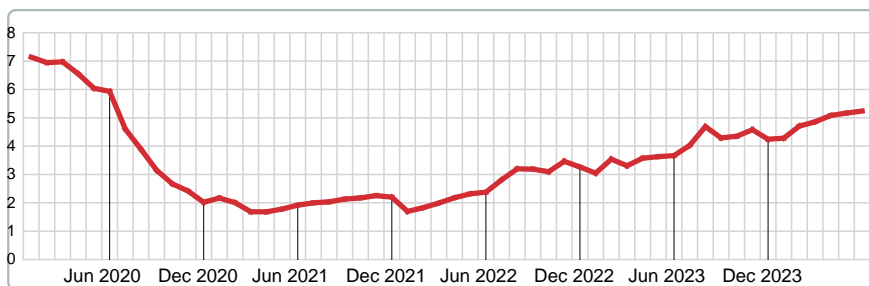
MSI FOR JUNE



INDICATORS FOR JUNE 2024



5 YEAR MARKET ACTIVITY TRENDS

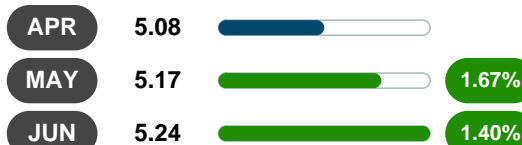


3 MONTHS

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



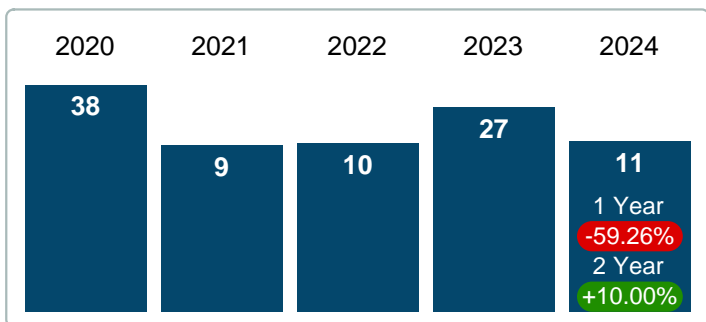
Area Delimited by County Of Cherokee - Residential Property Type



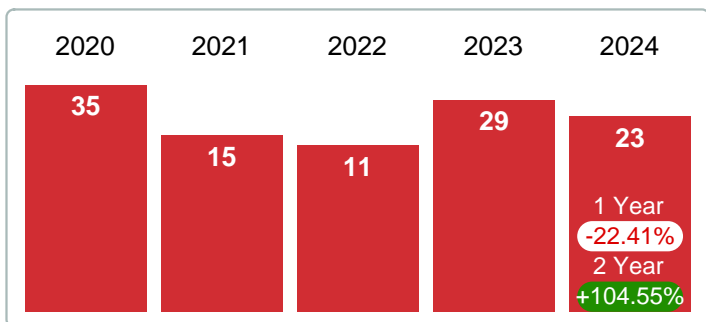
MEDIAN DAYS ON MARKET TO SALE

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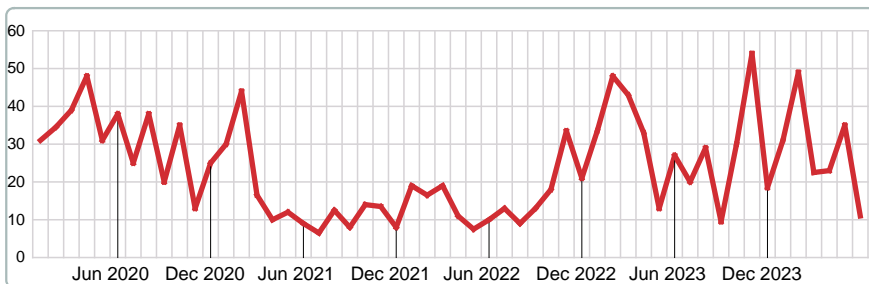
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

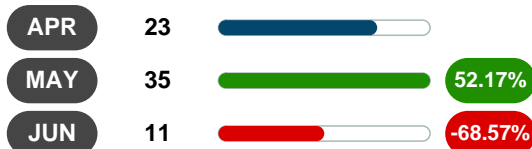


3 MONTHS

5 year JUN AVG = 19

High Nov 2023 54 Low Jul 2021 7

Median Days on Market to Sale this month at 11 below the 5 yr JUN average of 19



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 |
|--|--------|------------|----------|--------|--------|---------|
| \$75,000 and less | 8.89% | 6 | 10 | 1 | 0 | 0 |
| \$75,001 - \$125,000 | 11.11% | 11 | 9 | 13 | 0 | 0 |
| \$125,001 - \$150,000 | 6.67% | 20 | 0 | 20 | 0 | 0 |
| \$150,001 - \$250,000 | 37.78% | 7 | 7 | 7 | 64 | 0 |
| \$250,001 - \$250,000 | 0.00% | 7 | 0 | 0 | 0 | 0 |
| \$250,001 - \$425,000 | 24.44% | 67 | 6 | 78 | 0 | 0 |
| \$425,001 and up | 11.11% | 20 | 74 | 22 | 14 | 0 |
| Median Closed DOM | | 11 | 7 | 15 | 20 | 0 |
| Total Closed Units | 100% | 45 | 13 | 29 | 3 | |
| Total Closed Volume | | 11,542,100 | 3.58M | 6.82M | 1.14M | 0.00B |

June 2024



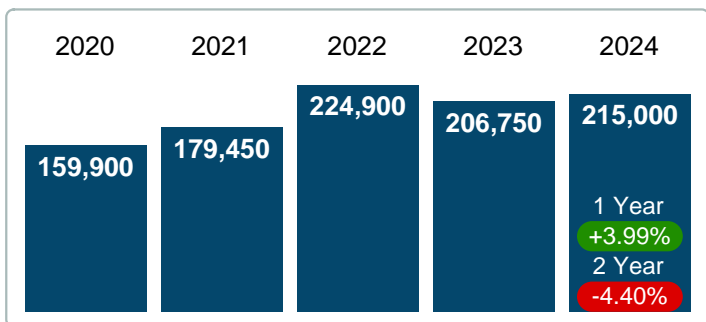
Area Delimited by County Of Cherokee - Residential Property Type



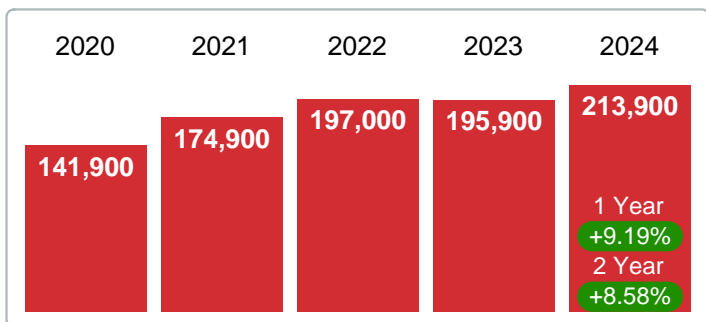
MEDIAN LIST PRICE AT CLOSING

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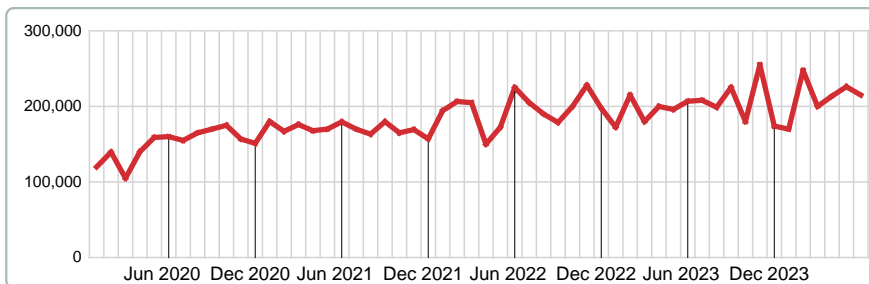
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

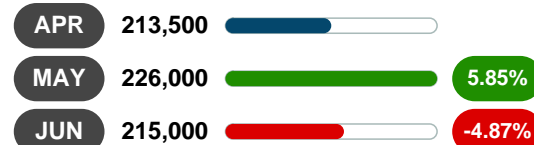


3 MONTHS

5 year JUN AVG = 197,200

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

Median List Price at Closing this month at **215,000**
above the 5 yr JUN average of **197,200**



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 |
|---|-------------|-------------------|----------------|----------------|----------------|--------------|
| \$75,000 and less | 8.89% | 54,700 | 49,500 | 69,000 | 0 | 0 |
| \$75,001 - \$125,000 | 11.11% | 112,500 | 113,750 | 79,900 | 0 | 0 |
| \$125,001 - \$150,000 | 4.44% | 133,750 | 0 | 133,750 | 0 | 0 |
| \$150,001 - \$250,000 | 40.00% | 196,000 | 210,000 | 198,500 | 179,900 | 0 |
| \$250,001 - \$250,000 | 0.00% | 196,000 | 0 | 0 | 0 | 0 |
| \$250,001 - \$425,000 | 22.22% | 273,900 | 253,000 | 274,900 | 0 | 0 |
| \$425,001 and up | 13.33% | 547,450 | 1,362,500 | 611,950 | 494,950 | 0 |
| Median List Price | | 215,000 | 117,500 | 227,000 | 445,000 | 0 |
| Total Closed Units | 100% | 215,000 | 13 | 29 | 3 | 0 |
| Total Closed Volume | | 12,365,199 | 4.14M | 7.05M | 1.17M | 0.00B |

June 2024



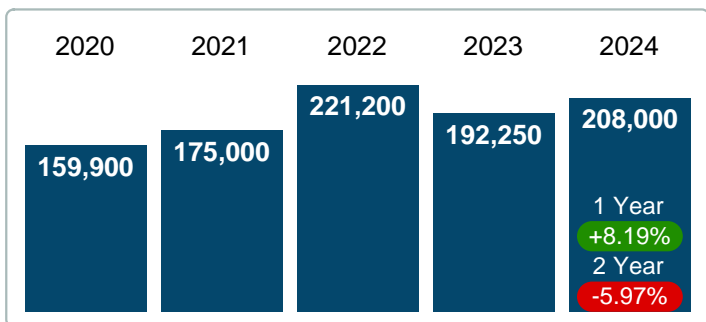
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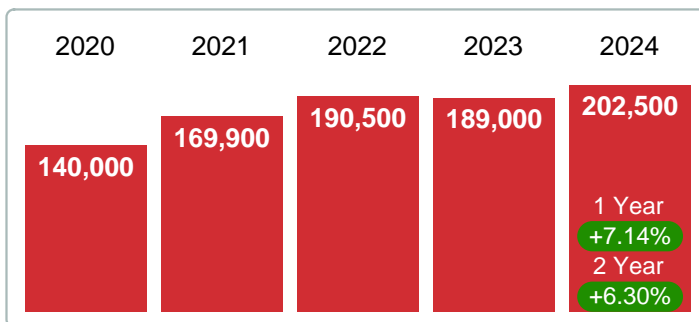
MEDIAN SOLD PRICE AT CLOSING

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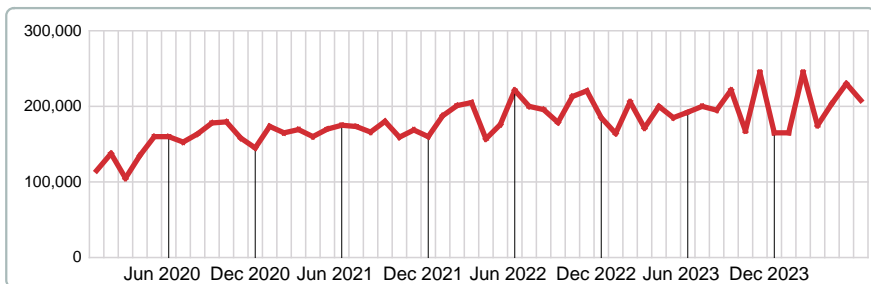
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

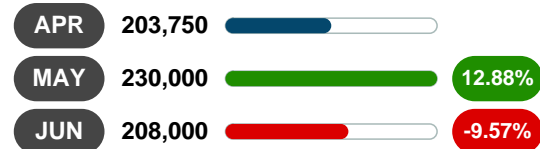


3 MONTHS

5 year JUN AVG = 191,270

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

Median Sold Price at Closing this month at **208,000** above the 5 yr JUN average of **191,270**



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 |
|---|--------|------------|-----------|---------|---------|---------|
| \$75,000 and less | 8.89% | 54,700 | 49,500 | 65,500 | 0 | 0 |
| \$75,001 - \$125,000 | 11.11% | 105,000 | 110,000 | 80,000 | 0 | 0 |
| \$125,001 - \$150,000 | 6.67% | 135,000 | 0 | 135,000 | 0 | 0 |
| \$150,001 - \$250,000 | 37.78% | 192,000 | 192,000 | 200,000 | 179,000 | 0 |
| \$250,001 - \$250,000 | 0.00% | 192,000 | 0 | 0 | 0 | 0 |
| \$250,001 - \$425,000 | 24.44% | 272,900 | 253,000 | 274,450 | 0 | 0 |
| \$425,001 and up | 11.11% | 520,000 | 1,095,000 | 725,000 | 478,750 | 0 |
| Median Sold Price | | 208,000 | 117,500 | 229,900 | 437,500 | 0 |
| Total Closed Units | 100% | 208,000 | 13 | 29 | 3 | |
| Total Closed Volume | | 11,542,100 | 3.58M | 6.82M | 1.14M | 0.00B |

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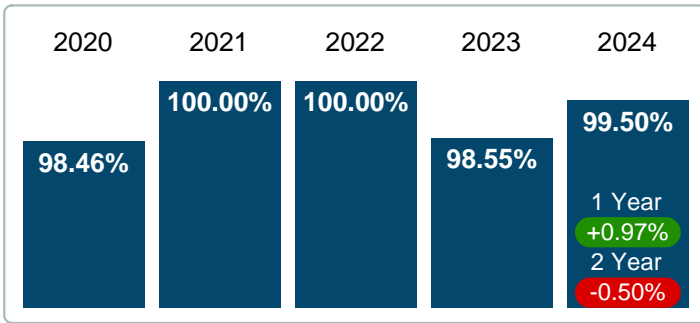
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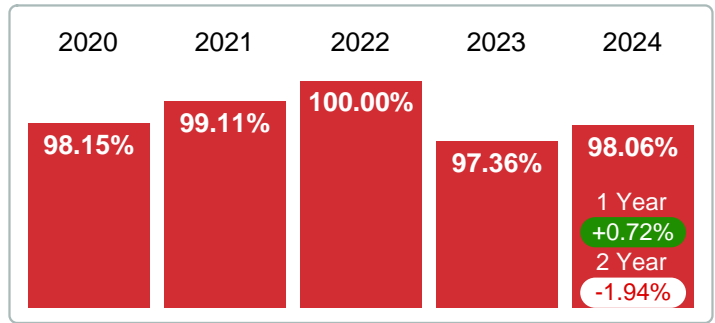
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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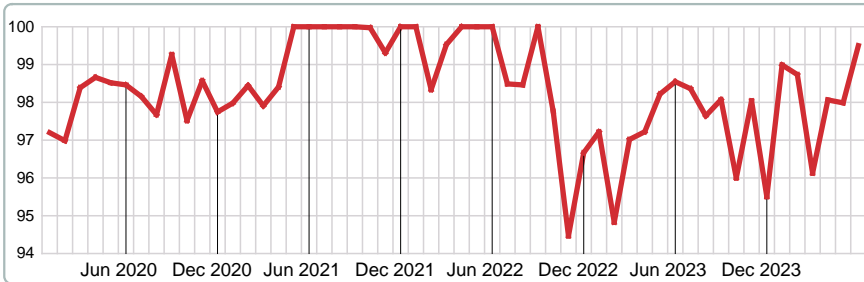
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.30%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **99.50%**
equal to 5 yr JUN average of **99.30%**



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 |
|--|----|------------|---------|----------|---------|--------|---------|
| \$75,000 and less | 4 | 8.89% | 100.00% | 100.00% | 94.93% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 5 | 11.11% | 100.00% | 100.00% | 100.13% | 0.00% | 0.00% |
| \$125,001 - \$150,000 | 3 | 6.67% | 93.33% | 0.00% | 93.33% | 0.00% | 0.00% |
| \$150,001 - \$250,000 | 17 | 37.78% | 100.00% | 100.00% | 100.00% | 99.50% | 0.00% |
| \$250,001 - \$250,000 | 0 | 0.00% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$250,001 - \$425,000 | 11 | 24.44% | 99.21% | 100.00% | 97.99% | 0.00% | 0.00% |
| \$425,001 and up | 5 | 11.11% | 91.19% | 83.63% | 91.19% | 96.87% | 0.00% |
| Median Sold/List Ratio | | 99.50% | | 100.00% | 97.86% | 98.31% | 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



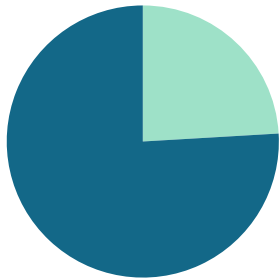
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

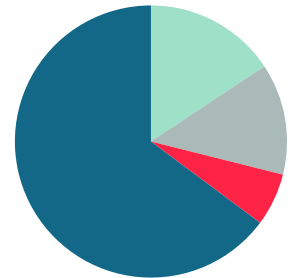


Inventory
 New Listings
58 = 24.07%
 Start Inventory
183
 Total Inventory Units
241
 Volume
\$81,935,276

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% |
| Median List Price | 206,750 | 215,000 | 3.99% | 195,900 | 213,900 | 9.19% |
| Median Sale Price | 192,250 | 208,000 | 8.19% | 189,000 | 202,500 | 7.14% |
| Median Percent of Selling Price to List Price | 98.55% | 99.50% | 0.97% | 97.36% | 98.06% | 0.72% |
| Median Days on Market to Sale | 27.00 | 11.00 | -59.26% | 29.00 | 22.50 | -22.41% |
| 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

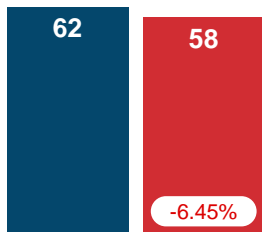
Inventory on June 30, 2024 = **186**

2023 **2024**

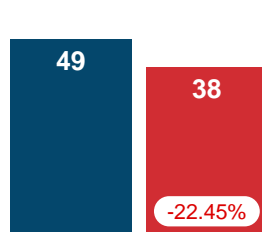
JUNE MARKET

MEDIAN PRICES

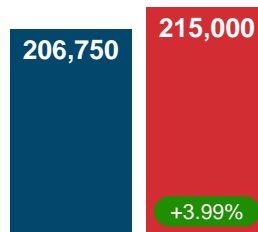
New Listings



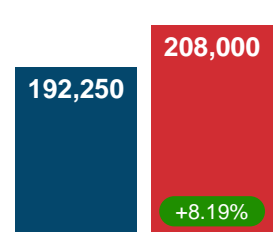
Pending Listings



List Price



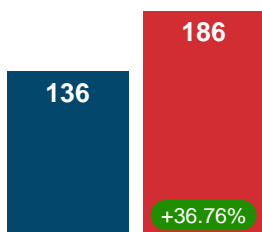
Sale Price



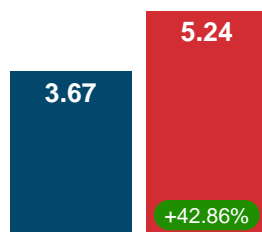
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

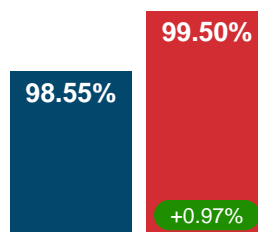
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

