

July 2024



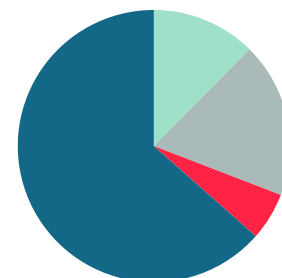
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	July 2024	+/-%
Closed Listings	47	35	-25.53%
Pending Listings	37	52	40.54%
New Listings	67	55	-17.91%
Average List Price	230,368	282,330	22.56%
Average Sale Price	223,688	268,304	19.95%
Average Percent of Selling Price to List Price	97.05%	95.96%	-1.12%
Average Days on Market to Sale	43.55	61.14	40.39%
End of Month Inventory	147	179	21.77%
Months Supply of Inventory	4.03	5.19	28.83%



■ Closed (12.41%)
■ Pending (18.44%)
■ Other OffMarket (5.67%)
■ Active (63.48%)

Absorption: Last 12 months, an Average of **35 Sales/Month**
Active Inventory as of July 31, 2024 = **179**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2024 rose **21.77%** to 179 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 **5.19** 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 **19.95%** in July 2024 to \$268,304 versus the previous year at \$223,688.

Average Days on Market Lengthens

The average number of **61.14** days that homes spent on the market before selling increased by 17.59 days or **40.39%** in July 2024 compared to last year's same month at **43.55** DOM.

Sales Success for July 2024 is Positive

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

There were 55 New Listings in July 2024, down **17.91%** from last year at 67. Furthermore, there were 35 Closed Listings this month versus last year at 47, a **-25.53%** decrease.

Closed versus Listed trends yielded a **63.6%** ratio, down from previous year's, July 2023, at **70.1%**, a **9.28%** downswing. 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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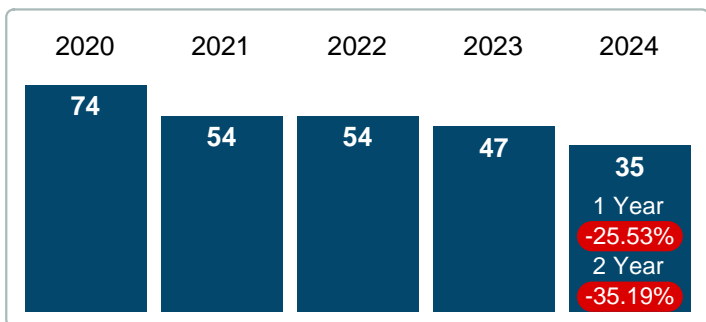
Area Delimited by County Of Cherokee - Residential Property Type



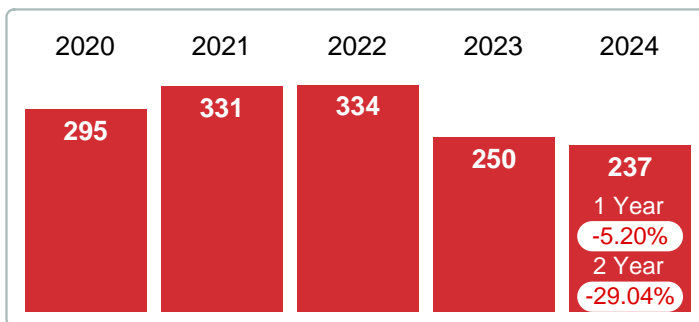
CLOSED LISTINGS

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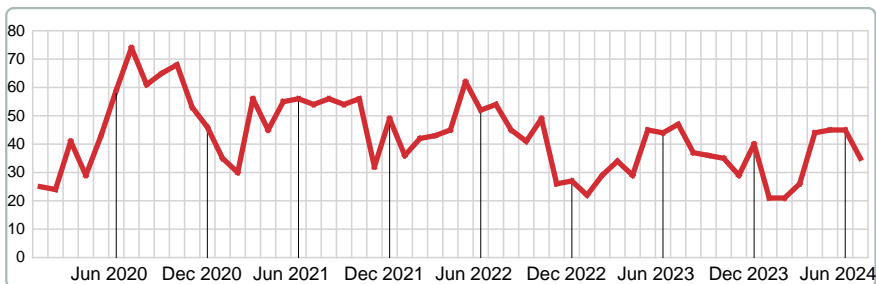
JULY



YEAR TO DATE (YTD)

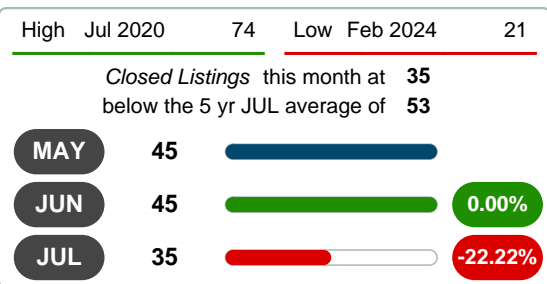


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



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	3	8.57%	48.0	0	3	0	0
\$75,001 - \$100,000	4	11.43%	42.8	2	1	1	0
\$100,001 - \$175,000	6	17.14%	48.2	3	2	1	0
\$175,001 - \$225,000	8	22.86%	58.4	0	7	1	0
\$225,001 - \$350,000	6	17.14%	66.7	1	4	1	0
\$350,001 - \$525,000	4	11.43%	67.8	0	0	4	0
\$525,001 and up	4	11.43%	99.5	0	2	2	0
Total Closed Units	35			6	19	10	0
Total Closed Volume	9,390,650	100%	61.1	912.00K	4.73M	3.75M	0.00B
Average Closed Price	\$268,304			\$152,000	\$248,729	\$375,280	\$0

July 2024



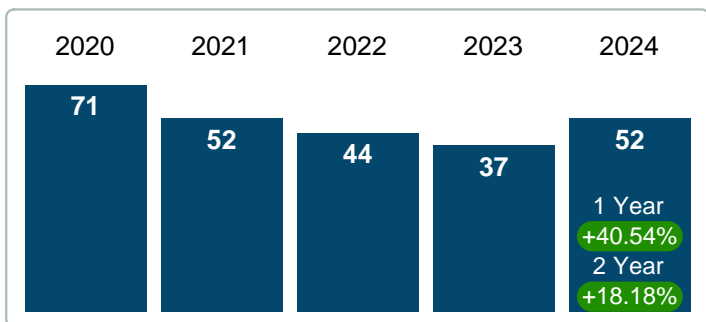
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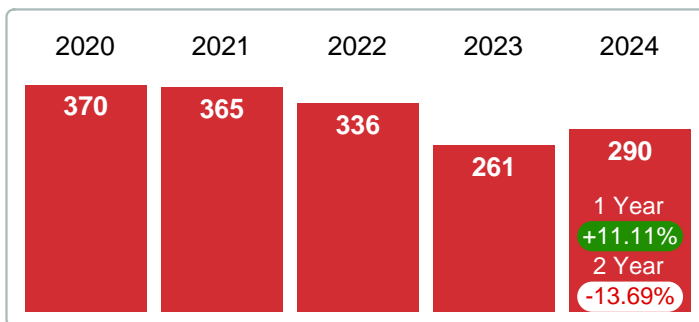
PENDING LISTINGS

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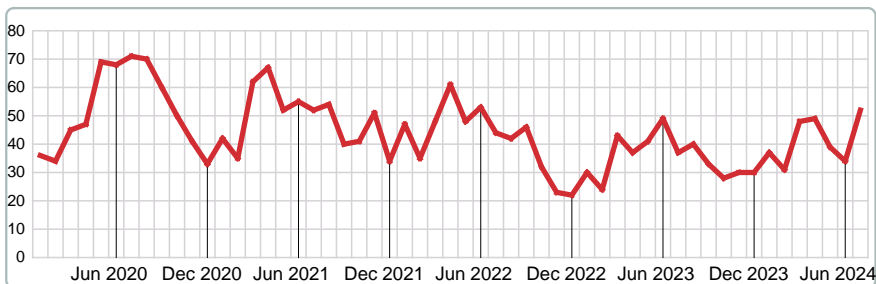
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 51

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 52 above the 5 yr JUL average of 51

- MAY 39
- JUN 34 (-12.82%)
- JUL 52 (52.94%)

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	4	7.69%	15.5	3	1	0	0
\$75,001 - \$100,000	6	11.54%	52.5	4	2	0	0
\$100,001 - \$150,000	9	17.31%	33.0	5	2	2	0
\$150,001 - \$225,000	10	19.23%	63.7	5	3	2	0
\$225,001 - \$275,000	6	11.54%	20.3	1	3	1	1
\$275,001 - \$450,000	11	21.15%	69.5	2	5	4	0
\$450,001 and up	6	11.54%	56.7	0	3	3	0
Total Pending Units	52			20	19	12	1
Total Pending Volume	13,046,098	100%	45.8	3.03M	5.24M	4.53M	239.90K
Average Listing Price	\$175,725			\$151,475	\$275,989	\$377,742	\$239,900

July 2024



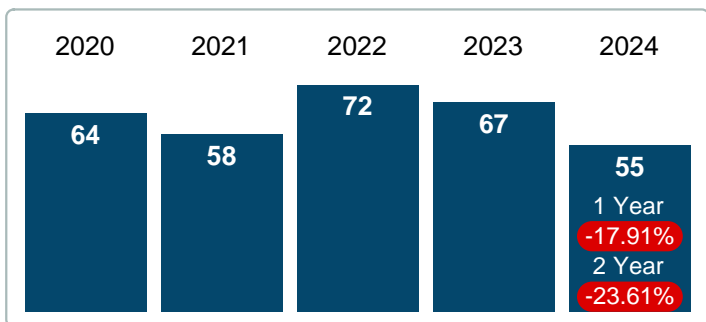
Area Delimited by County Of Cherokee - Residential Property Type



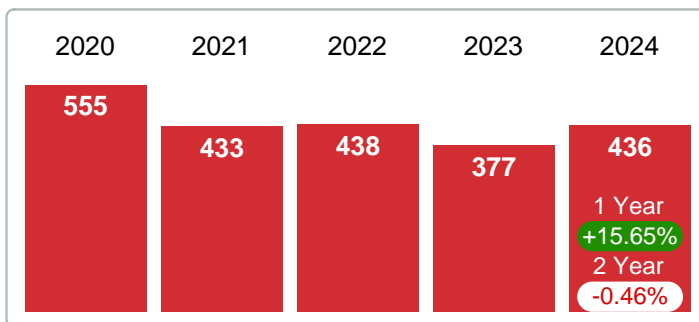
NEW LISTINGS

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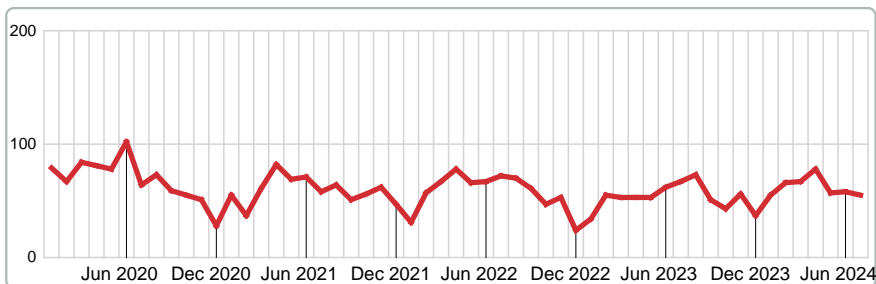
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63

High Jun 2020 102 Low Dec 2022 24

New Listings this month at 55
below the 5 yr JUL average of 63

- MAY 57
- JUN 58 (+1.75%)
- JUL 55 (-5.17%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	9.09%	2	3	0	0
\$70,001 - \$100,000	7	12.73%	5	2	0	0
\$100,001 - \$140,000	8	14.55%	5	3	0	0
\$140,001 - \$250,000	14	25.45%	3	5	5	1
\$250,001 - \$310,000	7	12.73%	1	4	1	1
\$310,001 - \$490,000	8	14.55%	0	5	3	0
\$490,001 and up	6	10.91%	1	3	2	0
Total New Listed Units	55		17	25	11	2
Total New Listed Volume	13,173,598	100%	2.51M	6.32M	3.89M	444.80K
Average New Listed Listing Price	\$112,500		\$147,900	\$252,788	\$354,073	\$222,400

July 2024



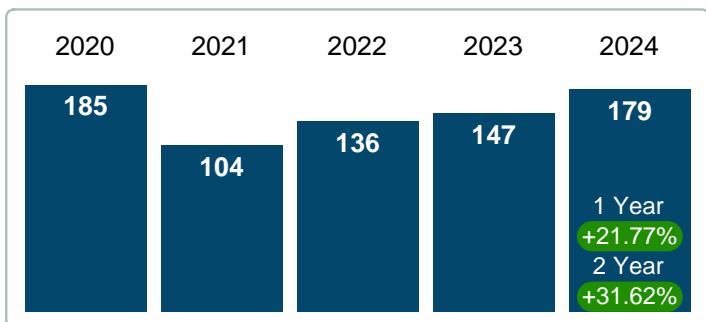
Area Delimited by County Of Cherokee - Residential Property Type



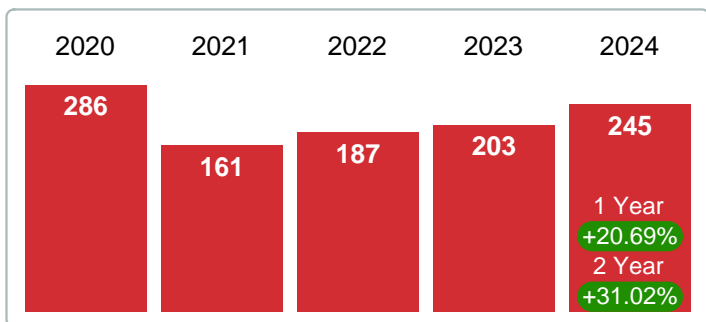
ACTIVE INVENTORY

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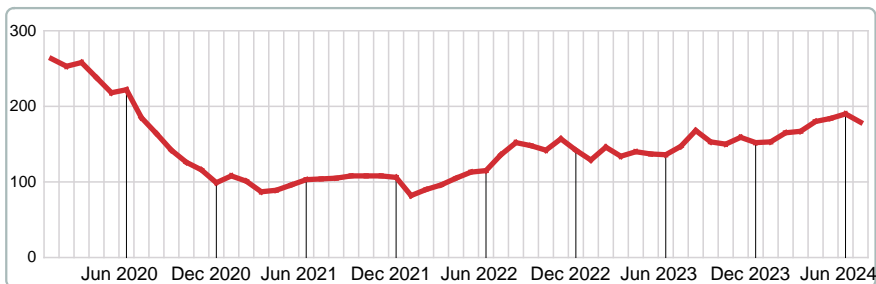
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 150

High Jan 2020 263 Low Jan 2022 82

Inventory this month at 179
above the 5 yr JUL average of 150



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	9.50%	78.1	10	6	1	0
\$100,001 - \$150,000	18	10.06%	84.5	9	8	0	1
\$150,001 - \$200,000	26	14.53%	79.5	6	11	9	0
\$200,001 - \$300,000	46	25.70%	94.2	6	26	12	2
\$300,001 - \$425,000	31	17.32%	99.8	2	18	8	3
\$425,001 - \$650,000	21	11.73%	90.1	2	10	4	5
\$650,001 and up	20	11.17%	130.9	4	7	4	5
Total Active Inventory by Units	179			39	86	38	16
Total Active Inventory by Volume	59,227,134	100%	94.2	9.29M	28.00M	13.41M	8.52M
Average Active Inventory Listing Price	\$330,878			\$238,259	\$325,638	\$352,921	\$532,447

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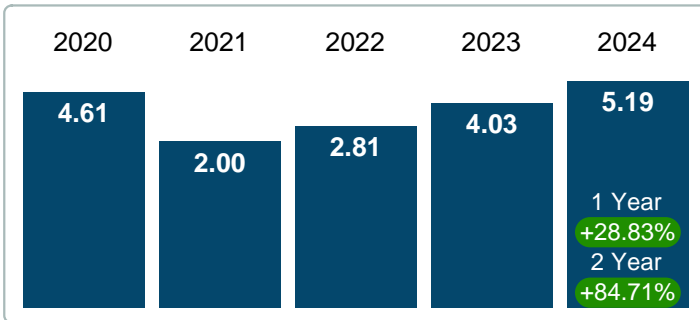
Area Delimited by County Of Cherokee - Residential Property Type



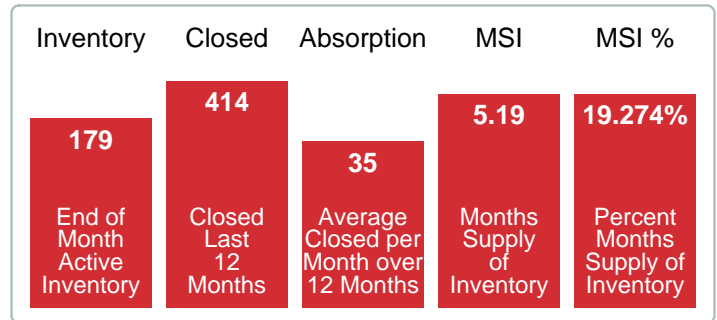
MONTHS SUPPLY of INVENTORY (MSI)

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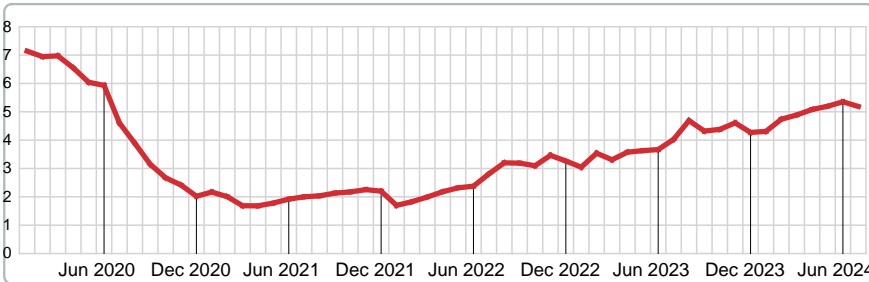
MSI FOR JULY



INDICATORS FOR JULY 2024

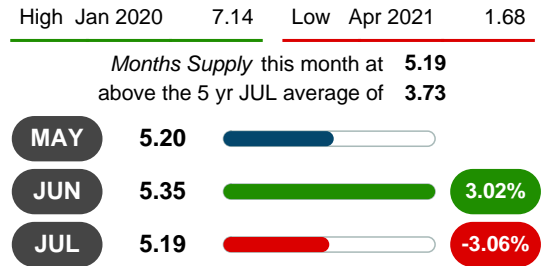


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.73



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
\$100,000 and less	17	9.50%	3.58	4.62	2.67	3.00	0.00
\$100,001 - \$150,000	18	10.06%	3.09	3.48	2.91	0.00	12.00
\$150,001 - \$200,000	26	14.53%	3.76	6.55	2.28	7.71	0.00
\$200,001 - \$300,000	46	25.70%	4.52	8.00	3.35	7.58	24.00
\$300,001 - \$425,000	31	17.32%	7.15	12.00	7.20	5.65	12.00
\$425,001 - \$650,000	21	11.73%	13.26	24.00	15.00	6.00	30.00
\$650,001 and up	20	11.17%	21.82	48.00	21.00	9.60	60.00
Market Supply of Inventory (MSI)			5.19	5.78	4.08	6.33	24.00
Total Active Inventory by Units		100%	5.19	39	86	38	16

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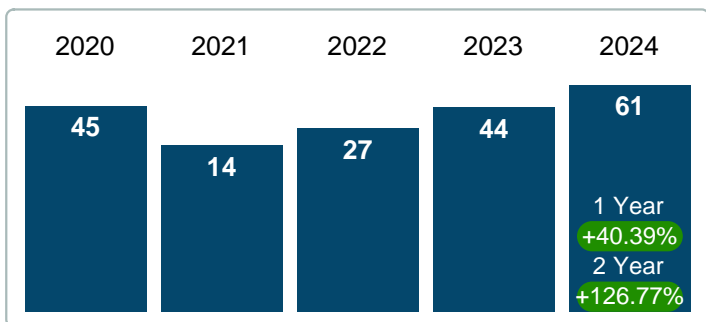
Area Delimited by County Of Cherokee - Residential Property Type



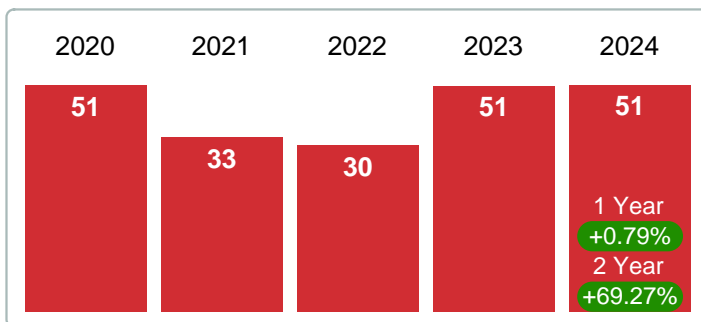
AVERAGE DAYS ON MARKET TO SALE

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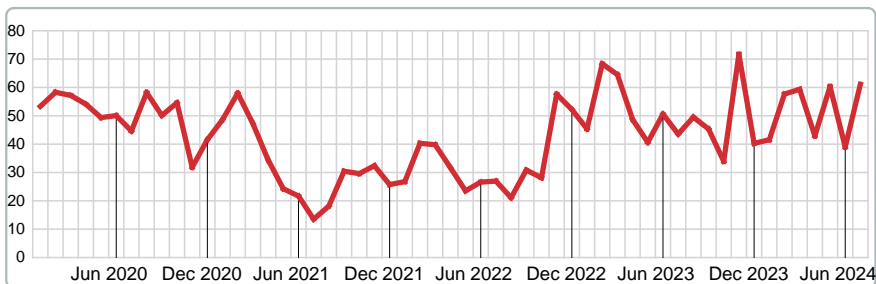
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 61 above the 5 yr JUL average of 38

- MAY 60
- JUN 39 (-35.34%)
- JUL 61 (56.78%)

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	8.57%	48	0	48	0	0
\$75,001 - \$100,000	11.43%	43	7	115	43	0
\$100,001 - \$175,000	17.14%	48	13	66	118	0
\$175,001 - \$225,000	22.86%	58	0	62	32	0
\$225,001 - \$350,000	17.14%	67	63	74	43	0
\$350,001 - \$525,000	11.43%	68	0	0	68	0
\$525,001 and up	11.43%	100	0	74	126	0
Average Closed DOM		61	19	67	76	0
Total Closed Units	100%	61	6	19	10	
Total Closed Volume		9,390,650	912.00K	4.73M	3.75M	0.00B

July 2024



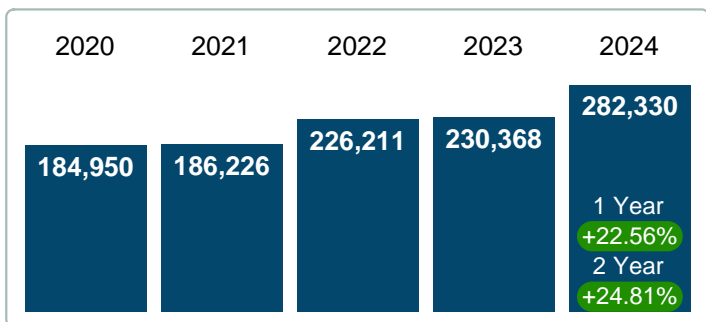
Area Delimited by County Of Cherokee - Residential Property Type



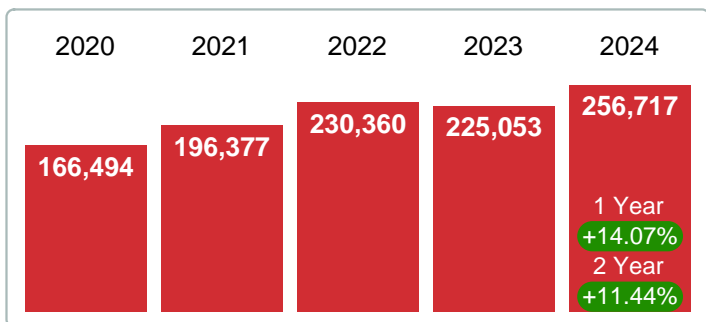
AVERAGE LIST PRICE AT CLOSING

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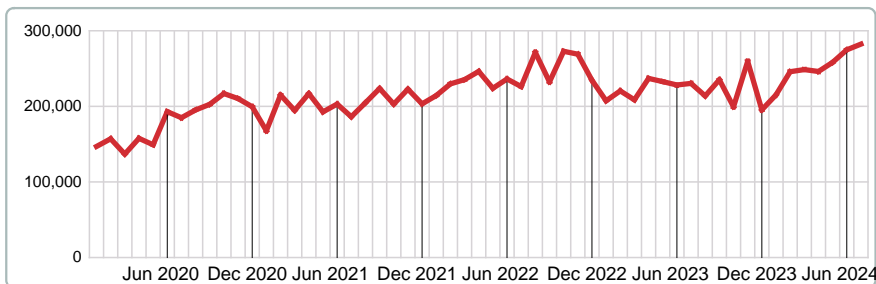
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 222,017

High Jul 2024 282,330 Low Mar 2020 136,886
 Average List Price at Closing this month at **282,330**
 above the 5 yr JUL average of **222,017**

- MAY 258,218
- JUN 274,782 6.41%
- JUL 282,330 2.75%

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	5.71%	71,975	0	74,650	0	0
\$75,001 - \$100,000	11.43%	83,875	95,950	92,500	79,000	0
\$100,001 - \$175,000	20.00%	140,900	134,967	161,750	150,000	0
\$175,001 - \$225,000	14.29%	197,040	0	224,100	177,900	0
\$225,001 - \$350,000	22.86%	276,912	429,900	280,975	329,999	0
\$350,001 - \$525,000	14.29%	419,380	0	0	416,750	0
\$525,001 and up	11.43%	779,600	0	844,950	714,250	0
Average List Price		282,330	171,117	264,339	383,240	0
Total Closed Units	100%	282,330	6	19	10	0
Total Closed Volume		9,881,547	1.03M	5.02M	3.83M	0.00B

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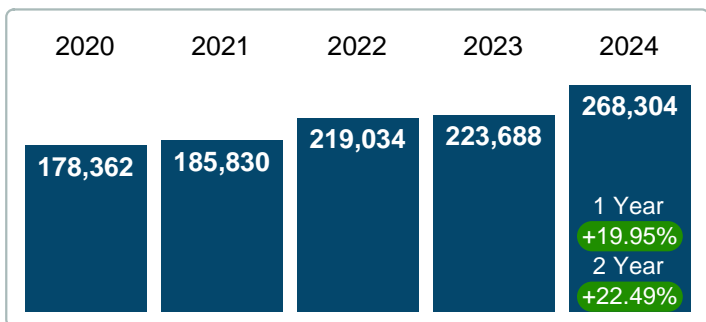
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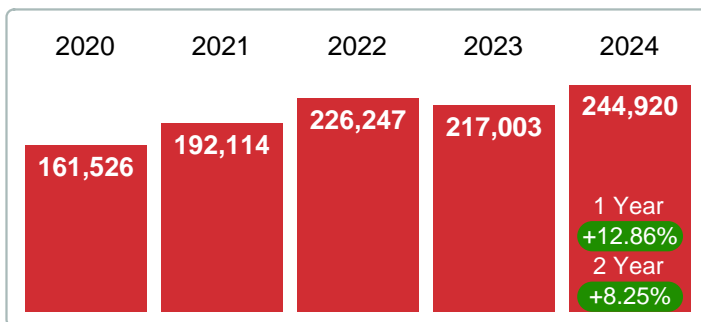
AVERAGE SOLD PRICE AT CLOSING

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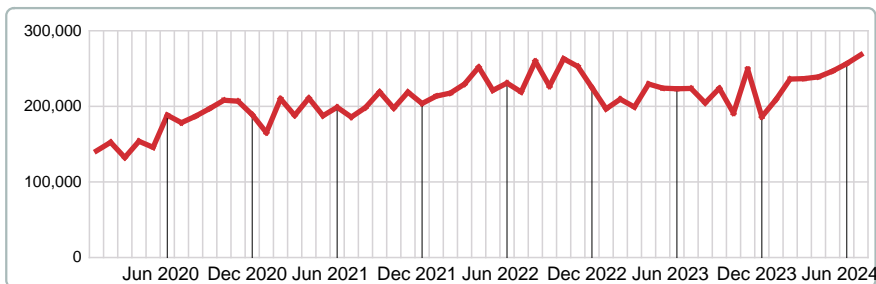
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 215,044

High Jul 2024 268,304 Low Mar 2020 132,282

Average Sold Price at Closing this month at **268,304** above the 5 yr JUL average of **215,044**

MAY	246,647	<div style="width: 80%;"></div>
JUN	256,491	<div style="width: 90%;"></div> 3.99%
JUL	268,304	<div style="width: 100%;"></div> 4.61%

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 3	8.57%	66,667	0	66,667	0	0
\$75,001 - \$100,000 4	11.43%	88,250	91,000	94,000	77,000	0
\$100,001 - \$175,000 6	17.14%	142,833	126,667	163,500	150,000	0
\$175,001 - \$225,000 8	22.86%	207,038	0	211,200	177,900	0
\$225,001 - \$350,000 6	17.14%	303,983	350,000	281,000	349,900	0
\$350,001 - \$525,000 4	11.43%	403,250	0	0	403,250	0
\$525,001 and up 4	11.43%	721,863	0	751,225	692,500	0
Average Sold Price		268,304	152,000	248,729	375,280	0
Total Closed Units		35	6	19	10	
Total Closed Volume		9,390,650	912.00K	4.73M	3.75M	0.00B

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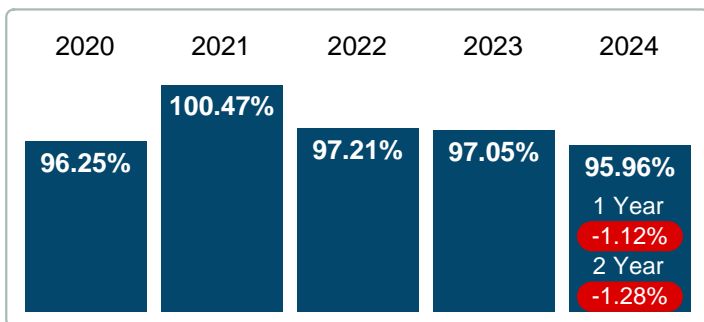
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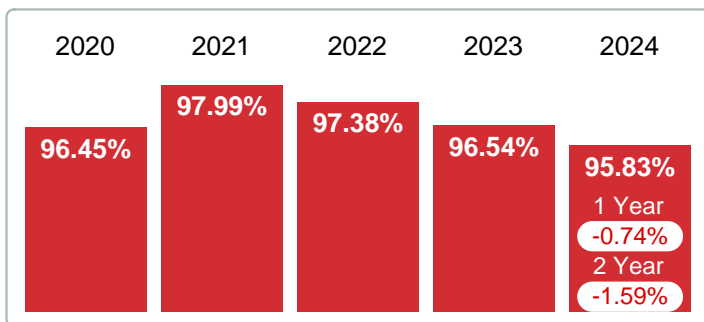
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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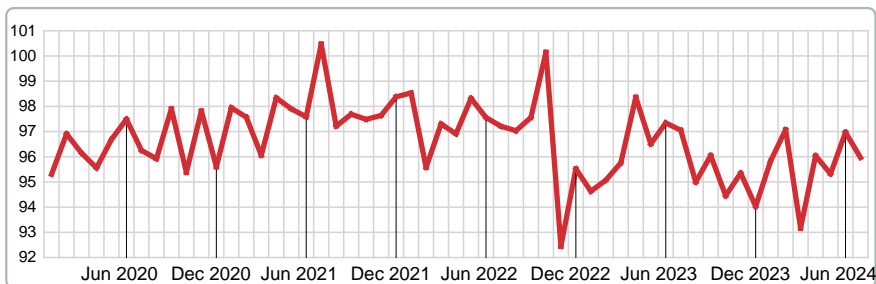
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

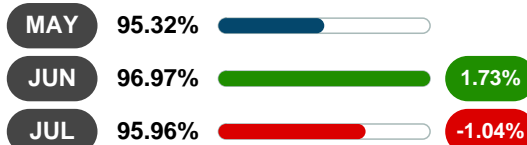


3 MONTHS

5 year JUL AVG = 97.39%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.96%** below the 5 yr JUL 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	3	8.57%	88.76%	0.00%	88.76%	0.00%	0.00%
\$75,001 - \$100,000	4	11.43%	97.35%	95.15%	101.62%	97.47%	0.00%
\$100,001 - \$175,000	6	17.14%	97.19%	93.61%	101.14%	100.00%	0.00%
\$175,001 - \$225,000	8	22.86%	95.90%	0.00%	95.31%	100.00%	0.00%
\$225,001 - \$350,000	6	17.14%	98.07%	81.41%	100.25%	106.03%	0.00%
\$350,001 - \$525,000	4	11.43%	96.84%	0.00%	0.00%	96.84%	0.00%
\$525,001 and up	4	11.43%	94.25%	0.00%	91.48%	97.02%	0.00%
Average Sold/List Ratio		96.00%		92.09%	95.86%	98.49%	0.00%
Total Closed Units		35	100%	6	19	10	
Total Closed Volume		9,390,650		912.00K	4.73M	3.75M	0.00B

July 2024



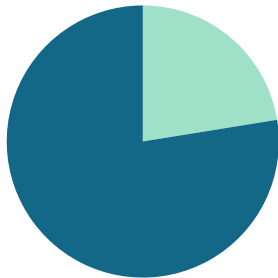
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 12, 2024 for MLS Technology Inc.

INVENTORY

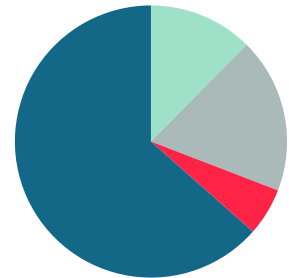


Inventory
 New Listings
55 = 22.45%
 Start Inventory
190
 Total Inventory Units
245
 Volume
\$77,567,388

Market Activity

Closed Sales
35 = 12.41%
 Pending Sales
52 = 18.44%
 Other Off Market
16 = 5.67%
 Active Inventory
179 = 63.48%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	47	35	-25.53%	250	237	-5.20%
Pending Sales	37	52	40.54%	261	290	11.11%
New Listings	67	55	-17.91%	377	436	15.65%
Average List Price	230,368	282,330	22.56%	225,053	256,717	14.07%
Average Sale Price	223,688	268,304	19.95%	217,003	244,920	12.86%
Average Percent of Selling Price to List Price	97.05%	95.96%	-1.12%	96.54%	95.83%	-0.74%
Average Days on Market to Sale	43.55	61.14	40.39%	50.75	51.15	0.79%
Monthly Inventory	147	179	21.77%	147	179	21.77%
Months Supply of Inventory	4.03	5.19	28.83%	4.03	5.19	28.83%

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

Inventory on July 31, 2024 = **179**

2023 **2024**

JULY MARKET

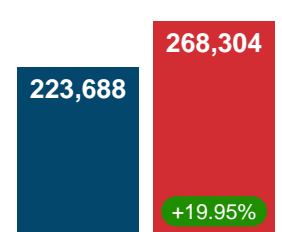
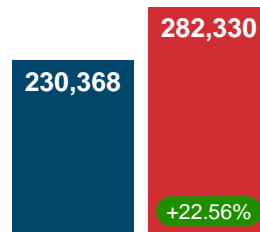
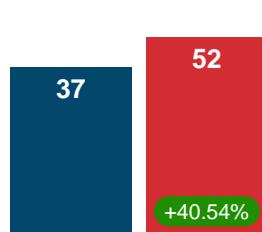
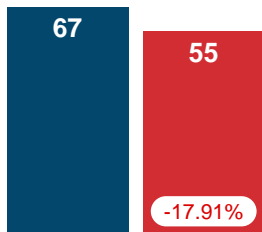
AVERAGE PRICES

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

