

July 2024



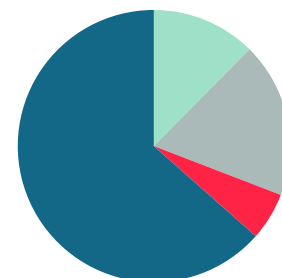
Area Delimited by County Of Cherokee - Residential Property Type



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%
Median List Price	208,000	214,900	3.32%
Median Sale Price	200,000	216,900	8.45%
Median Percent of Selling Price to List Price	98.36%	98.62%	0.26%
Median Days on Market to Sale	20.00	43.00	115.00%
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.

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 **8.45%** in July 2024 to \$216,900 versus the previous year at \$200,000.

Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 23.00 days or **115.00%** in July 2024 compared to last year's same month at **20.00** DOM.

Sales Success for July 2024 is Positive

Overall, with Median 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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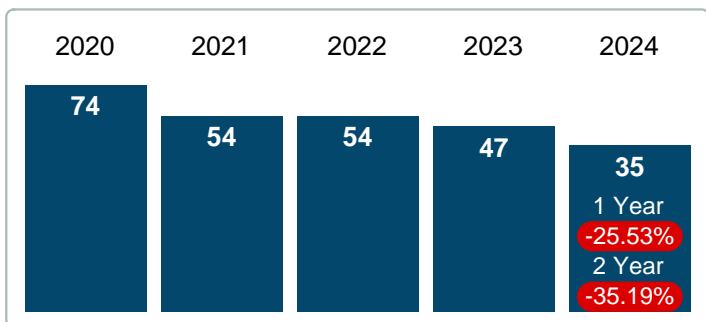
Area Delimited by County Of Cherokee - Residential Property Type



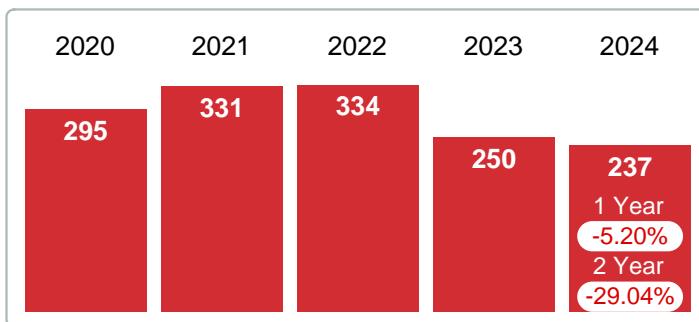
CLOSED LISTINGS

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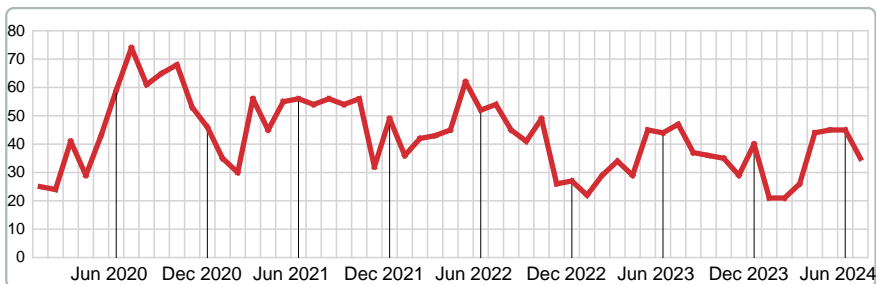
JULY



YEAR TO DATE (YTD)

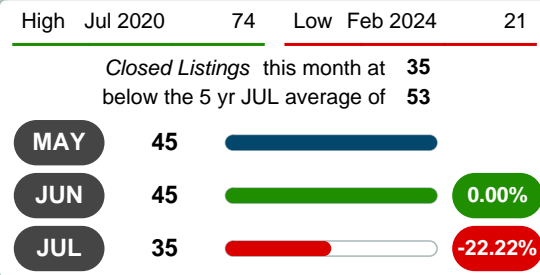


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.57%	4.0	0	3	0	0
\$75,001 - \$100,000	4	11.43%	27.5	2	1	1	0
\$100,001 - \$175,000	6	17.14%	30.0	3	2	1	0
\$175,001 - \$225,000	8	22.86%	34.5	0	7	1	0
\$225,001 - \$350,000	6	17.14%	65.0	1	4	1	0
\$350,001 - \$525,000	4	11.43%	53.0	0	0	4	0
\$525,001 and up	4	11.43%	113.0	0	2	2	0
Total Closed Units	35			6	19	10	0
Total Closed Volume	9,390,650	100%	43.0	912.00K	4.73M	3.75M	0.00B
Median Closed Price	\$216,900			\$115,000	\$216,900	\$365,000	\$0

July 2024



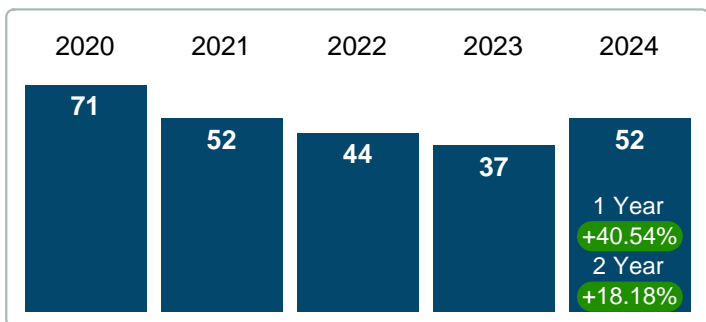
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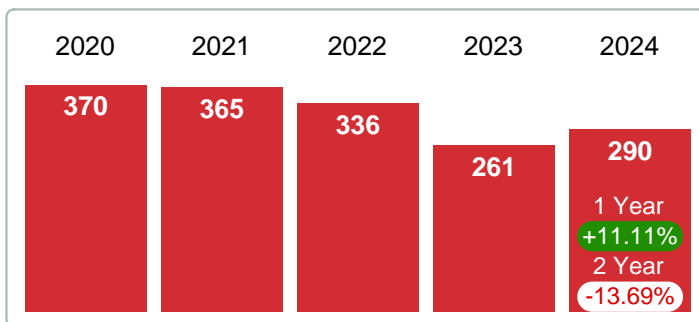
PENDING LISTINGS

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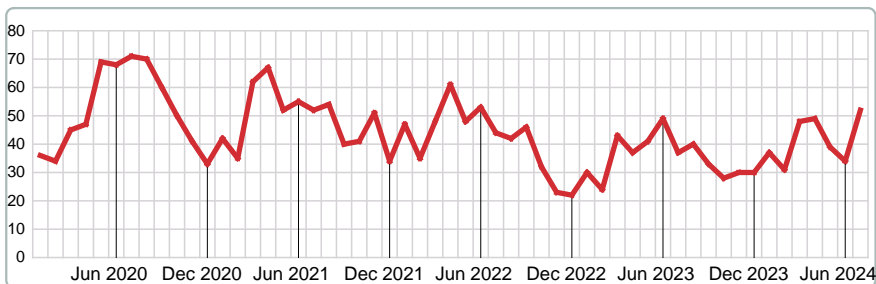
JULY



YEAR TO DATE (YTD)

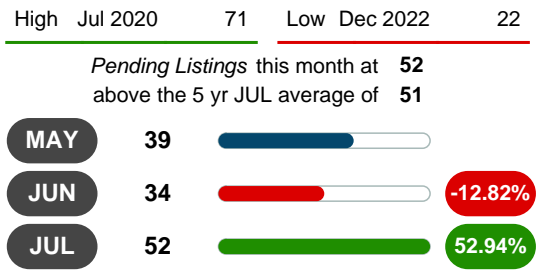


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 51



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	4	7.69%	18.0	3	1	0	0
\$75,001 - \$100,000	6	11.54%	57.0	4	2	0	0
\$100,001 - \$150,000	9	17.31%	9.0	5	2	2	0
\$150,001 - \$225,000	10	19.23%	53.0	5	3	2	0
\$225,001 - \$275,000	6	11.54%	16.5	1	3	1	1
\$275,001 - \$450,000	11	21.15%	21.0	2	5	4	0
\$450,001 and up	6	11.54%	24.5	0	3	3	0
Total Pending Units	52			20	19	12	1
Total Pending Volume	13,046,098	100%	24.5	3.03M	5.24M	4.53M	239.90K
Median Listing Price	\$215,000			\$140,000	\$239,000	\$292,000	\$239,900

July 2024



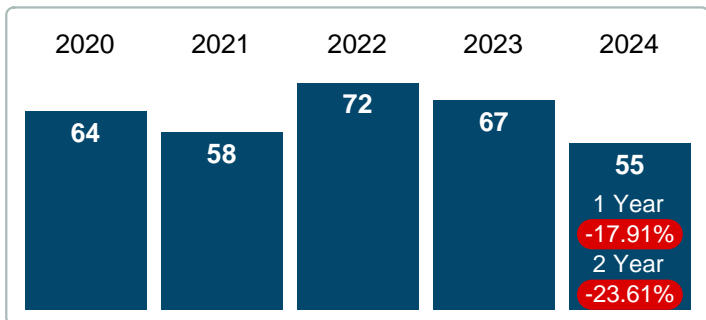
Area Delimited by County Of Cherokee - Residential Property Type



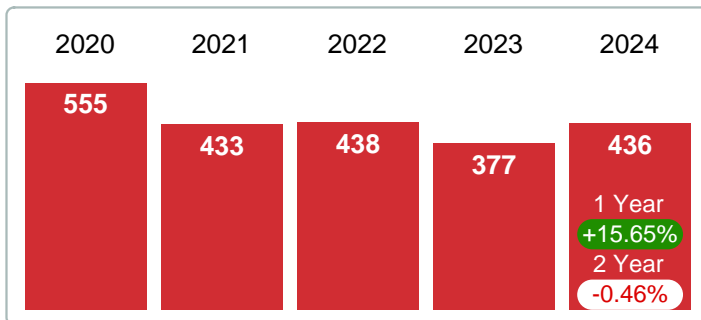
NEW LISTINGS

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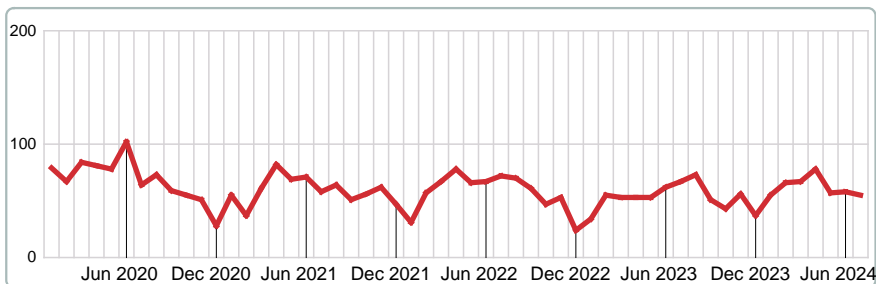
JULY



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 (Progress bar)
- JUN: 58 (Progress bar, +1.75%)
- JUL: 55 (Progress bar, -5.17%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.45%	2	1	0	0
\$50,001 - \$100,000	9	16.36%	5	4	0	0
\$100,001 - \$125,000	3	5.45%	2	1	0	0
\$125,001 - \$250,000	19	34.55%	6	7	5	1
\$250,001 - \$300,000	6	10.91%	1	3	1	1
\$300,001 - \$475,000	8	14.55%	0	6	2	0
\$475,001 and up	7	12.73%	1	3	3	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
Median New Listed Listing Price	\$199,000		\$115,000	\$245,000	\$299,900	\$222,400

July 2024



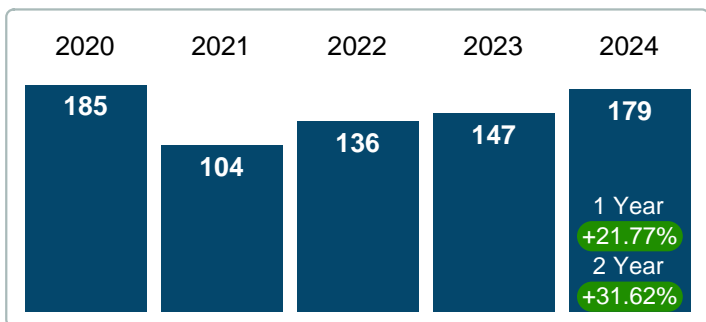
Area Delimited by County Of Cherokee - Residential Property Type



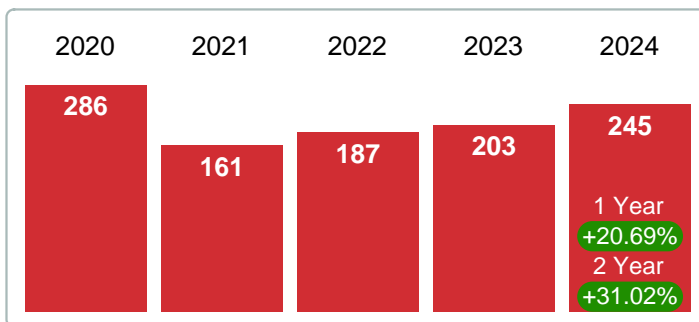
ACTIVE INVENTORY

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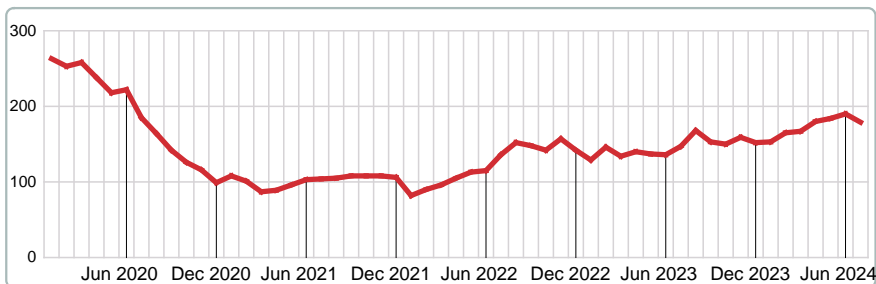
END OF JULY



ACTIVE DURING JULY

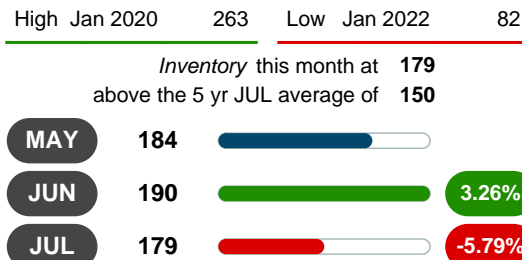


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 150



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	9.50%	49.0	10	6	1	0
\$100,001 - \$150,000	18	10.06%	69.5	9	8	0	1
\$150,001 - \$200,000	26	14.53%	83.0	6	11	9	0
\$200,001 - \$300,000	46	25.70%	95.0	6	26	12	2
\$300,001 - \$425,000	31	17.32%	103.0	2	18	8	3
\$425,001 - \$650,000	21	11.73%	73.0	2	10	4	5
\$650,001 and up	20	11.17%	107.5	4	7	4	5
Total Active Inventory by Units	179			39	86	38	16
Total Active Inventory by Volume	59,227,134	100%	86.0	9.29M	28.00M	13.41M	8.52M
Median Active Inventory Listing Price	\$275,000			\$151,000	\$277,500	\$287,450	\$459,450

July 2024



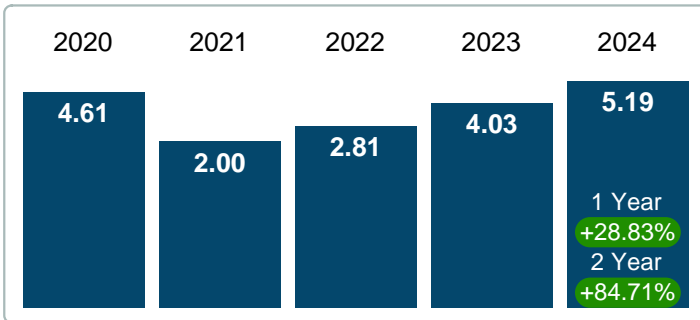
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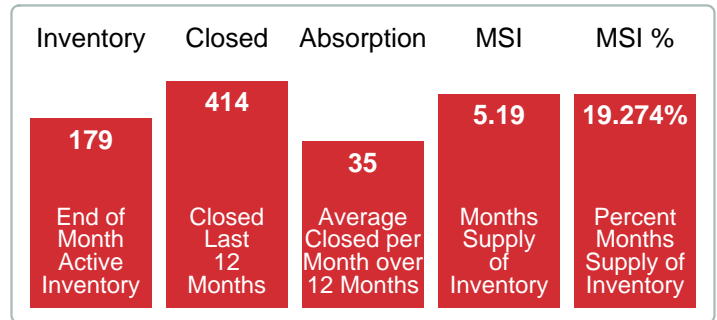
MONTHS SUPPLY of INVENTORY (MSI)

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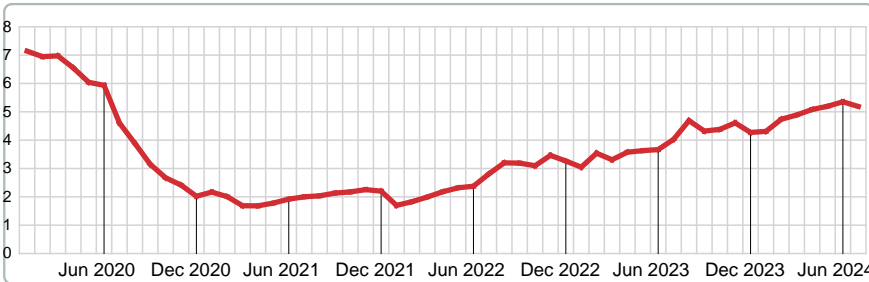
MSI FOR JULY



INDICATORS FOR JULY 2024

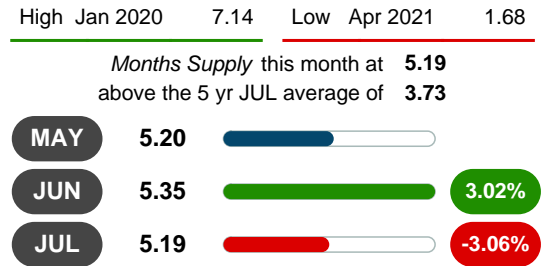


5 YEAR MARKET ACTIVITY TRENDS



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

July 2024



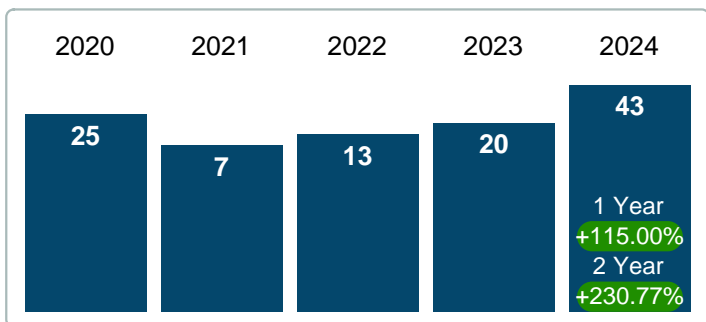
Area Delimited by County Of Cherokee - Residential Property Type



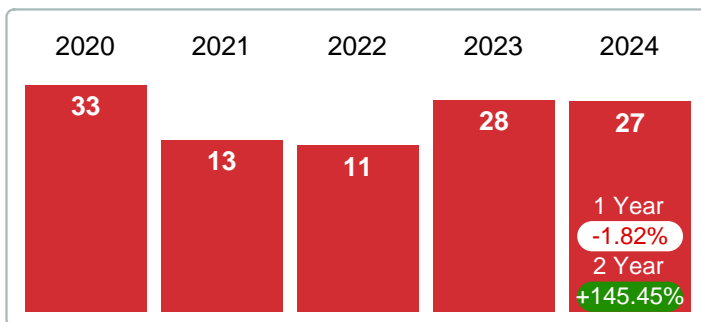
MEDIAN DAYS ON MARKET TO SALE

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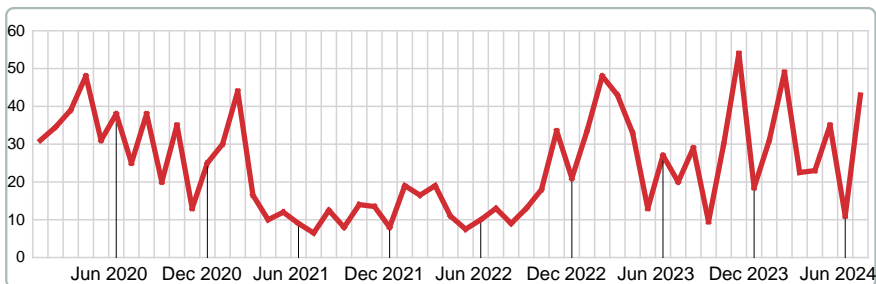
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 22

High Nov 2023 54 Low Jul 2021 7

Median Days on Market to Sale this month at 43 above the 5 yr JUL average of 22



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	3	8.57%	4	0	4	0	0
\$75,001 - \$100,000	4	11.43%	28	7	115	43	0
\$100,001 - \$175,000	6	17.14%	30	5	66	118	0
\$175,001 - \$225,000	8	22.86%	35	0	37	32	0
\$225,001 - \$350,000	6	17.14%	65	63	79	43	0
\$350,001 - \$525,000	4	11.43%	53	0	0	53	0
\$525,001 and up	4	11.43%	113	0	74	126	0
Median Closed DOM			43	9	67	68	0
Total Closed Units		100%	43.0	6	19	10	
Total Closed Volume			9,390,650	912.00K	4.73M	3.75M	0.00B

July 2024



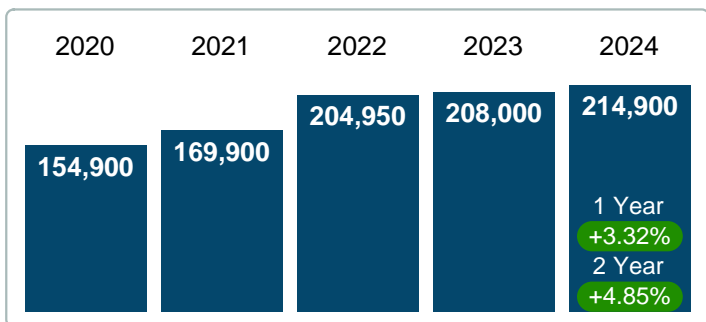
Area Delimited by County Of Cherokee - Residential Property Type



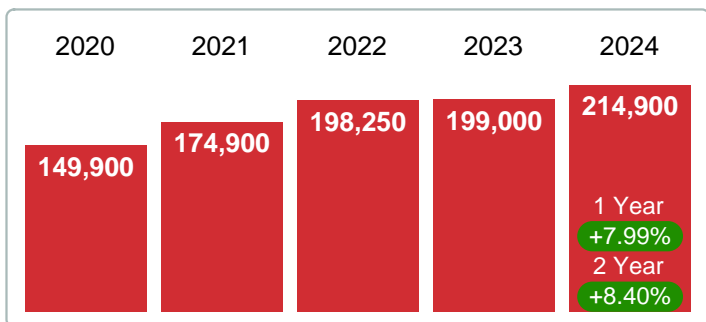
MEDIAN LIST PRICE AT CLOSING

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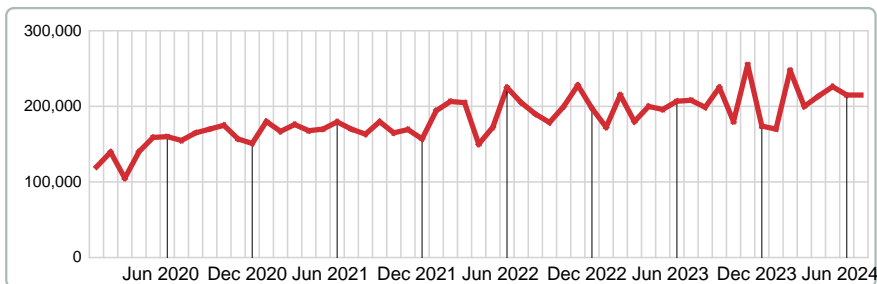
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 190,530

High Nov 2023 255,000 Low Mar 2020 105,000
 Median List Price at Closing this month at **214,900**
 above the 5 yr JUL average of **190,530**

MAY	226,000	
JUN	215,000	-4.87%
JUL	214,900	-0.05%

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	5.71%	71,975	0	71,975	0	0
\$75,001 - \$100,000	11.43%	82,000	84,000	86,250	79,000	0
\$100,001 - \$175,000	20.00%	150,000	127,450	161,750	150,000	0
\$175,001 - \$225,000	14.29%	198,500	0	206,700	177,900	0
\$225,001 - \$350,000	22.86%	270,950	0	262,000	329,999	0
\$350,001 - \$525,000	14.29%	408,000	429,900	0	398,500	0
\$525,001 and up	11.43%	714,250	0	844,950	714,250	0
Median List Price		214,900	127,450	214,900	379,500	0
Total Closed Units	100%	214,900	6	19	10	0
Total Closed Volume		9,881,547	1.03M	5.02M	3.83M	0.00B

July 2024



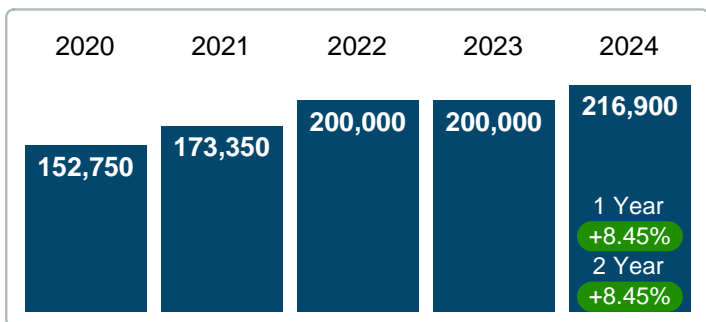
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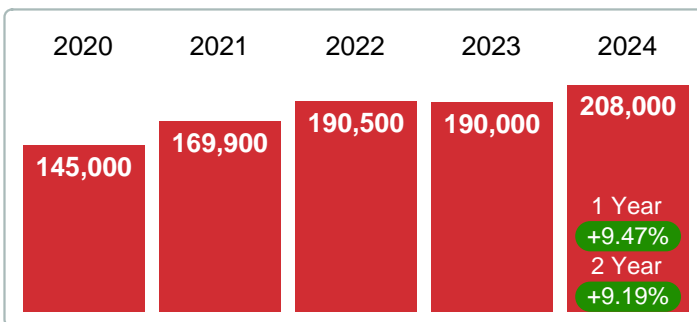
MEDIAN SOLD PRICE AT CLOSING

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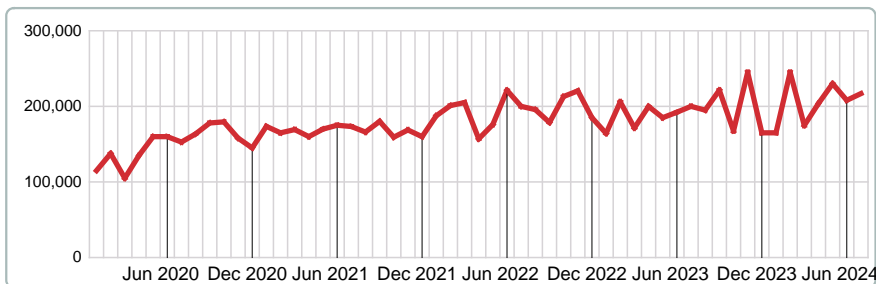
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 188,600

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

Median Sold Price at Closing this month at **216,900**
above the 5 yr JUL average of **188,600**

- MAY 230,000
- JUN 208,000 -9.57%
- JUL 216,900 4.28%

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	8.57%	75,000	0	75,000	0	0
\$75,001 - \$100,000	11.43%	88,000	91,000	94,000	77,000	0
\$100,001 - \$175,000	17.14%	150,000	125,000	163,500	150,000	0
\$175,001 - \$225,000	22.86%	215,950	0	216,900	177,900	0
\$225,001 - \$350,000	17.14%	322,000	350,000	279,500	349,900	0
\$350,001 - \$525,000	11.43%	391,500	0	0	391,500	0
\$525,001 and up	11.43%	692,500	0	751,225	692,500	0
Median Sold Price		216,900	115,000	216,900	365,000	0
Total Closed Units	100%	216,900	6	19	10	
Total Closed Volume		9,390,650	912.00K	4.73M	3.75M	0.00B

July 2024



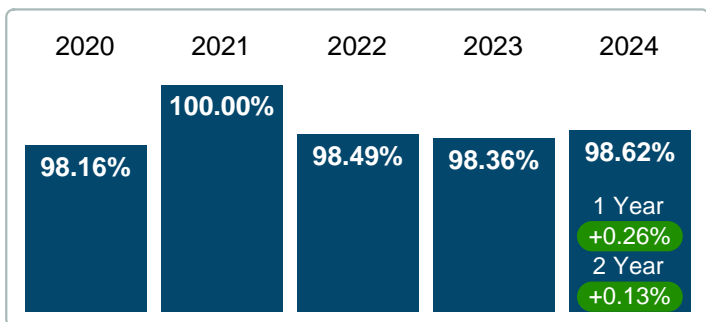
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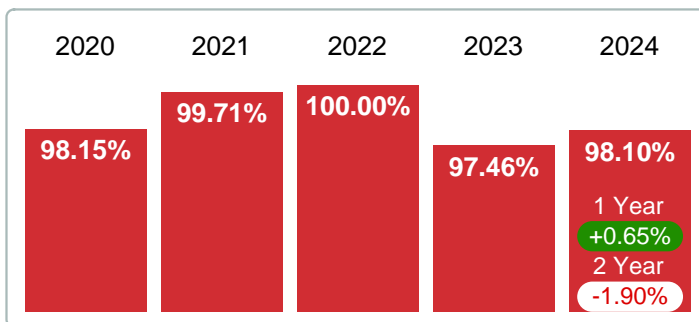
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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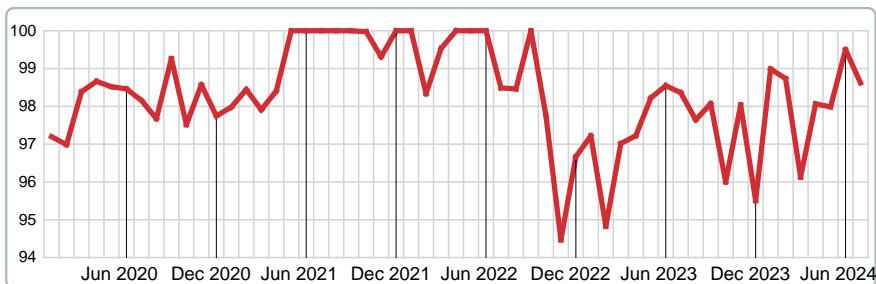
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

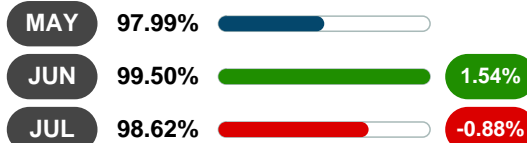


3 MONTHS

5 year JUL AVG = 98.73%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **98.62%**
equal to 5 yr JUL average of **98.73%**



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	<div style="width: 8.57%;"></div> 3	8.57%	93.75%	0.00%	93.75%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 11.43%;"></div> 4	11.43%	97.54%	95.15%	101.62%	97.47%	0.00%
\$100,001 - \$175,000	<div style="width: 17.14%;"></div> 6	17.14%	100.00%	100.00%	101.14%	100.00%	0.00%
\$175,001 - \$225,000	<div style="width: 22.86%;"></div> 8	22.86%	100.02%	0.00%	100.05%	100.00%	0.00%
\$225,001 - \$350,000	<div style="width: 17.14%;"></div> 6	17.14%	96.66%	81.41%	96.66%	106.03%	0.00%
\$350,001 - \$525,000	<div style="width: 11.43%;"></div> 4	11.43%	96.17%	0.00%	0.00%	96.17%	0.00%
\$525,001 and up	<div style="width: 11.43%;"></div> 4	11.43%	96.26%	0.00%	91.48%	97.02%	0.00%
Median Sold/List Ratio		98.62%		95.15%	99.70%	98.73%	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



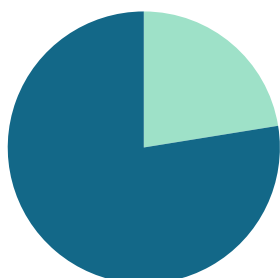
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

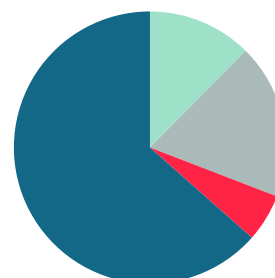


Inventory
 New Listings
55 = 22.45%
 Start Inventory
190
 Total Inventory Units
245
 Volume
\$77,567,388

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%
Median List Price	208,000	214,900	3.32%	199,000	214,900	7.99%
Median Sale Price	200,000	216,900	8.45%	190,000	208,000	9.47%
Median Percent of Selling Price to List Price	98.36%	98.62%	0.26%	97.46%	98.10%	0.65%
Median Days on Market to Sale	20.00	43.00	115.00%	27.50	27.00	-1.82%
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

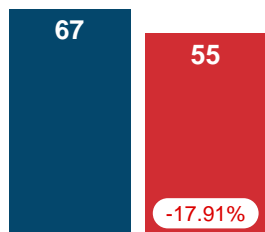
Inventory on July 31, 2024 = **179**

2023 **2024**

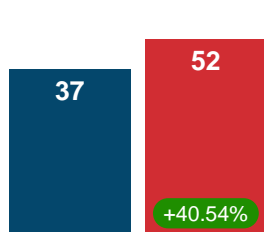
JULY MARKET

MEDIAN PRICES

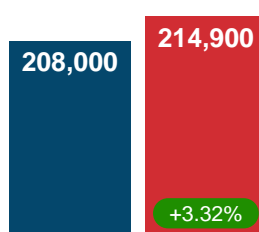
New Listings



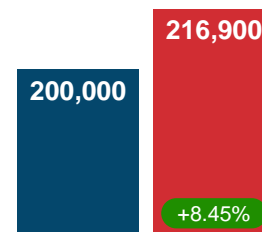
Pending Listings



List Price



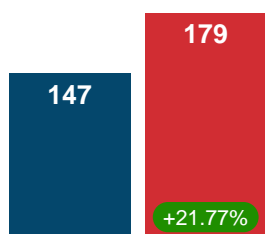
Sale Price



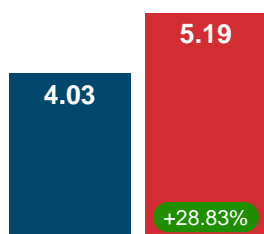
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

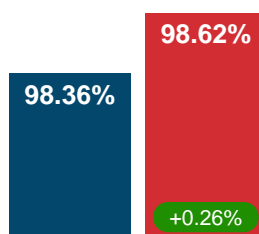
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

