

August 2024



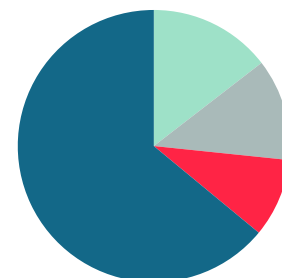
Area Delimited by County Of Cherokee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		+/-%
	2023	2024	
Closed Listings	37	42	13.51%
Pending Listings	40	35	-12.50%
New Listings	73	64	-12.33%
Average List Price	213,797	188,369	-11.89%
Average Sale Price	204,574	181,740	-11.16%
Average Percent of Selling Price to List Price	95.00%	95.87%	0.92%
Average Days on Market to Sale	49.51	42.57	-14.02%
End of Month Inventory	168	185	10.12%
Months Supply of Inventory	4.69	5.30	13.01%



■ Closed (14.53%)
■ Pending (12.11%)
■ Other OffMarket (9.34%)
■ Active (64.01%)

Absorption: Last 12 months, an Average of **35** Sales/Month
Active Inventory as of August 31, 2024 = **185**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2024 rose **10.12%** to 185 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 **5.30** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **11.16%** in August 2024 to \$181,740 versus the previous year at \$204,574.

Average Days on Market Shortens

The average number of **42.57** days that homes spent on the market before selling decreased by 6.94 days or **14.02%** in August 2024 compared to last year's same month at **49.51** DOM.

Sales Success for August 2024 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 64 New Listings in August 2024, down **12.33%** from last year at 73. Furthermore, there were 42 Closed Listings this month versus last year at 37, a **13.51%** increase.

Closed versus Listed trends yielded a **65.6%** ratio, up from previous year's, August 2023, at **50.7%**, a **29.48%** 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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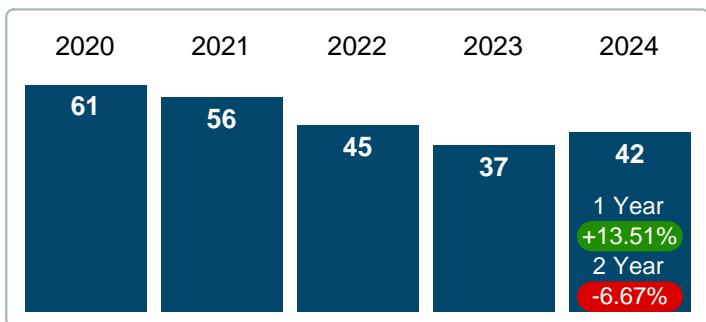
Area Delimited by County Of Cherokee - Residential Property Type



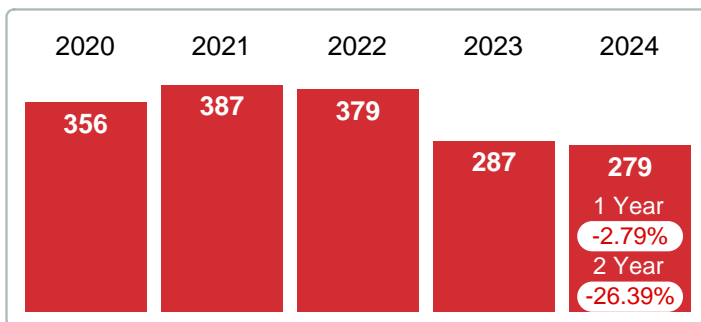
CLOSED LISTINGS

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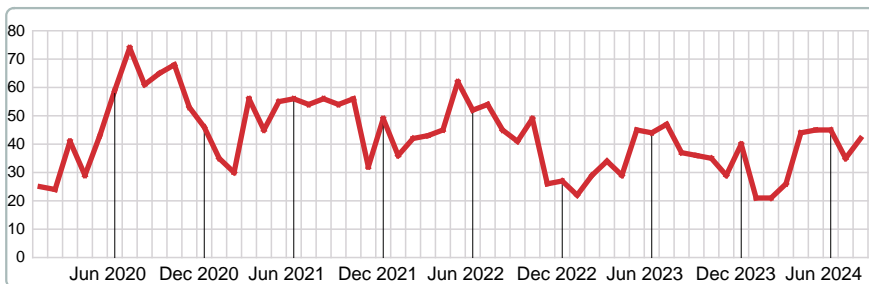
AUGUST



YEAR TO DATE (YTD)

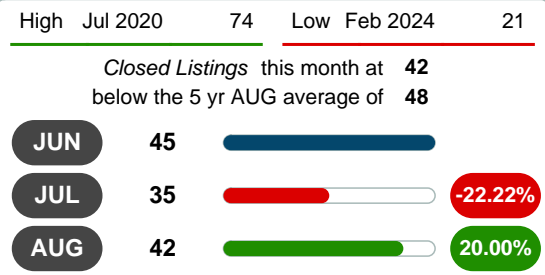


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 48



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	5	11.90%	35.4	3	2	0	0
\$75,001 - \$100,000	4	9.52%	35.5	3	1	0	0
\$100,001 - \$125,000	4	9.52%	25.3	3	1	0	0
\$125,001 - \$200,000	11	26.19%	61.1	4	6	1	0
\$200,001 - \$250,000	8	19.05%	35.1	2	3	2	1
\$250,001 - \$275,000	4	9.52%	35.5	3	0	1	0
\$275,001 and up	6	14.29%	45.5	0	4	2	0
Total Closed Units	42			18	17	6	1
Total Closed Volume	7,633,100	100%	42.6	2.68M	3.27M	1.45M	230.00K
Average Closed Price	\$181,740			\$149,022	\$192,524	\$241,300	\$230,000

August 2024



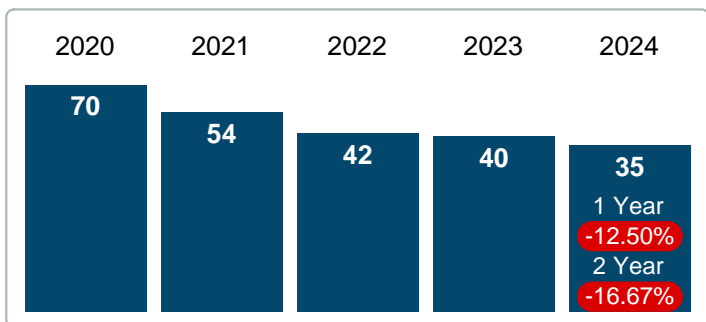
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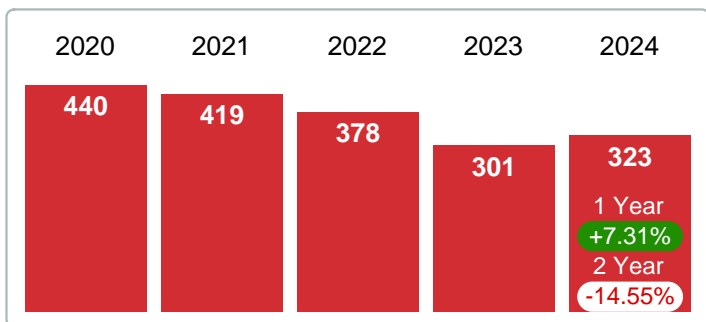
PENDING LISTINGS

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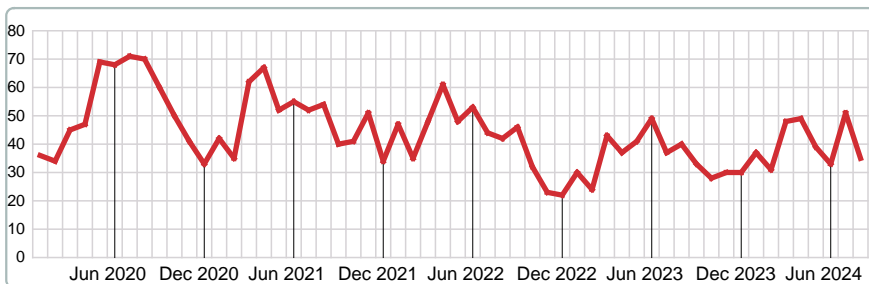
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

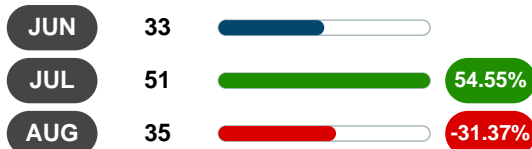


3 MONTHS

5 year AUG AVG = 48

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 35 below the 5 yr AUG average of 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.57%	48.0	1	1	1	0
\$100,001 - \$150,000	4	11.43%	42.8	1	2	0	1
\$150,001 - \$175,000	5	14.29%	32.6	1	3	1	0
\$175,001 - \$225,000	9	25.71%	54.9	0	5	4	0
\$225,001 - \$250,000	4	11.43%	87.3	1	2	1	0
\$250,001 - \$325,000	6	17.14%	71.3	0	3	3	0
\$325,001 and up	4	11.43%	82.0	0	2	1	1
Total Pending Units	35			4	18	11	2
Total Pending Volume	7,751,200	100%	35.3	615.90K	3.92M	2.60M	619.80K
Average Listing Price	\$153,933			\$153,975	\$217,756	\$235,991	\$309,900

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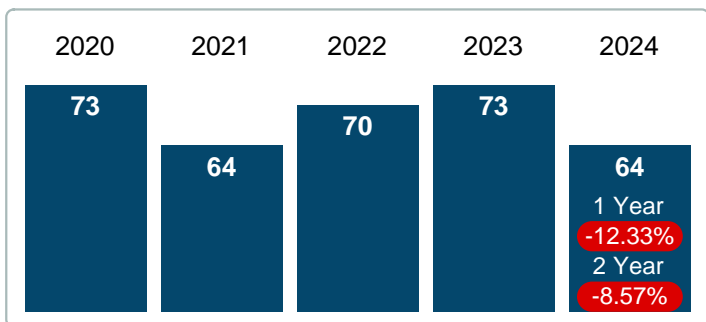
Area Delimited by County Of Cherokee - Residential Property Type



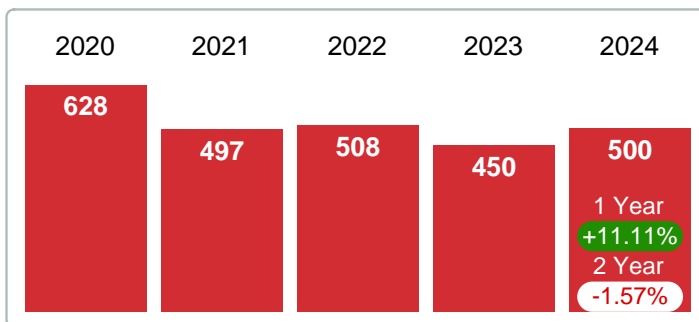
NEW LISTINGS

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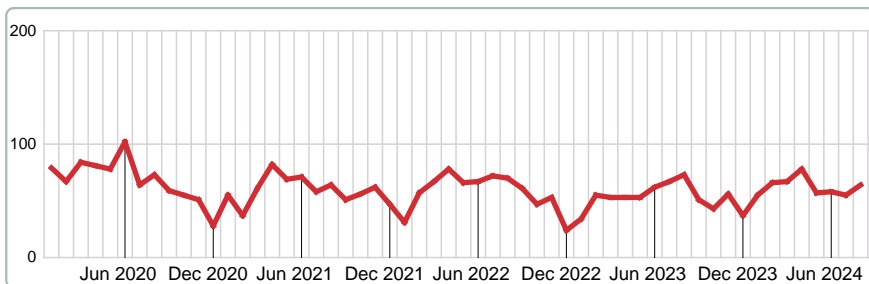
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 69

High Jun 2020 102 Low Dec 2022 24

New Listings this month at **64**
below the 5 yr AUG average of **69**

- JUN 58
- JUL 55 (-5.17%)
- AUG 64 (16.36%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$110,000 and less	6	9.38%	4	2	0	0
\$110,001 - \$170,000	7	10.94%	3	4	0	0
\$170,001 - \$200,000	11	17.19%	7	4	0	0
\$200,001 - \$300,000	17	26.56%	4	9	3	1
\$300,001 - \$450,000	9	14.06%	1	4	2	2
\$450,001 - \$660,000	7	10.94%	1	2	4	0
\$660,001 and up	7	10.94%	1	3	3	0
Total New Listed Units	64		21	28	12	3
Total New Listed Volume	21,708,048	100%	5.81M	8.93M	5.93M	1.04M
Average New Listed Listing Price	\$0		\$276,560	\$319,021	\$494,058	\$346,333

August 2024



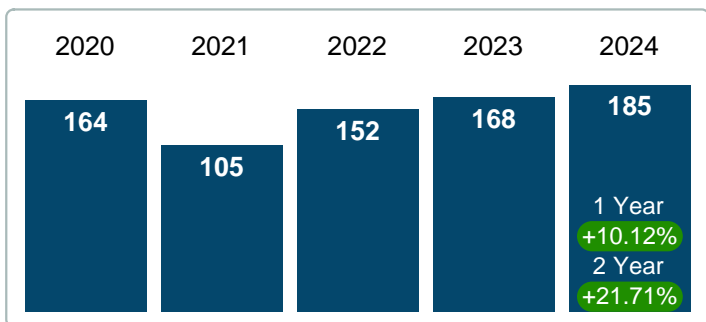
Area Delimited by County Of Cherokee - Residential Property Type



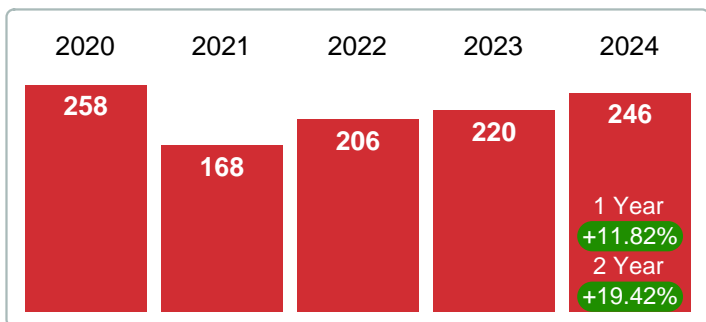
ACTIVE INVENTORY

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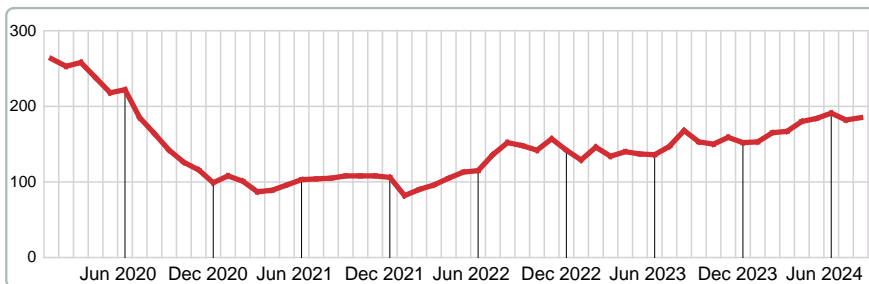
END OF AUGUST



ACTIVE DURING AUGUST

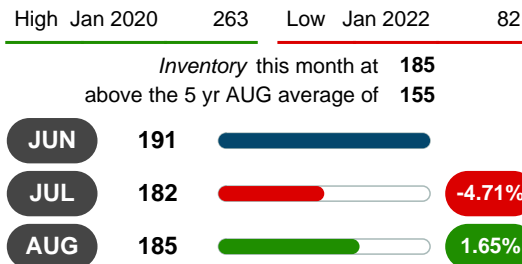


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 155



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	9.19%	57.8	11	6	0	0
\$100,001 - \$175,000	25	13.51%	75.5	14	9	2	0
\$175,001 - \$200,000	20	10.81%	72.6	9	8	3	0
\$200,001 - \$300,000	46	24.86%	78.0	7	26	11	2
\$300,001 - \$450,000	35	18.92%	100.5	4	19	7	5
\$450,001 - \$675,000	23	12.43%	82.3	1	11	8	3
\$675,001 and up	19	10.27%	112.1	3	7	6	3
Total Active Inventory by Units	185			49	86	37	13
Total Active Inventory by Volume	64,796,343	100%	83.5	11.86M	29.77M	15.81M	7.35M
Average Active Inventory Listing Price	\$350,251			\$242,046	\$346,188	\$427,284	\$565,727

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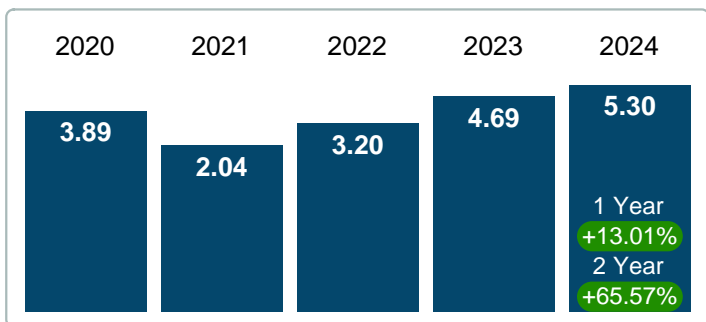
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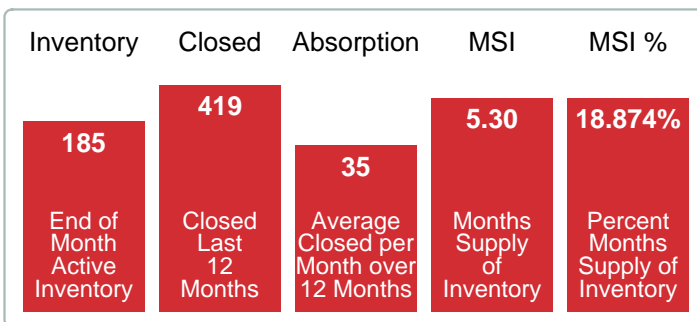
MONTHS SUPPLY of INVENTORY (MSI)

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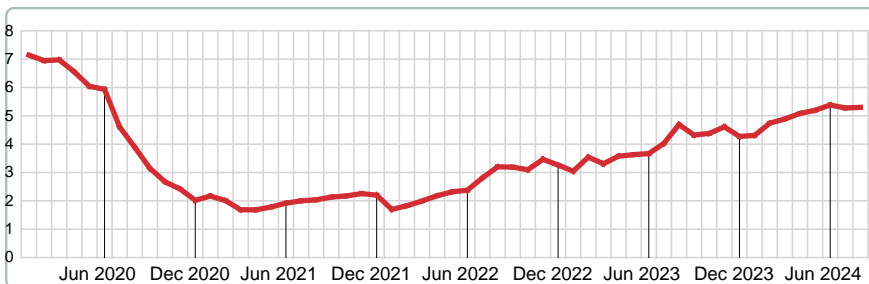
MSI FOR AUGUST



INDICATORS FOR AUGUST 2024



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.82

High Jan 2020 7.14 Low Apr 2021 1.68

Months Supply this month at 5.30
above the 5 yr AUG average of 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
\$100,000 and less	17	9.19%	3.40	4.26	2.88	0.00	0.00
\$100,001 - \$175,000	25	13.51%	2.42	4.20	1.48	2.40	0.00
\$175,001 - \$200,000	20	10.81%	8.00	21.60	6.00	4.00	0.00
\$200,001 - \$300,000	46	24.86%	4.42	6.00	3.63	5.74	12.00
\$300,001 - \$450,000	35	18.92%	7.64	24.00	7.13	4.67	20.00
\$450,001 - \$675,000	23	12.43%	18.40	12.00	22.00	16.00	18.00
\$675,001 and up	19	10.27%	22.80	36.00	21.00	18.00	36.00
Market Supply of Inventory (MSI)			5.30	6.26	4.26	6.00	17.33
Total Active Inventory by Units		100%	5.30	49	86	37	13

August 2024



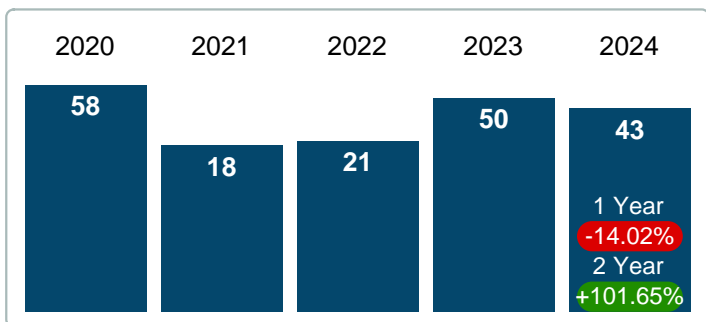
Area Delimited by County Of Cherokee - Residential Property Type



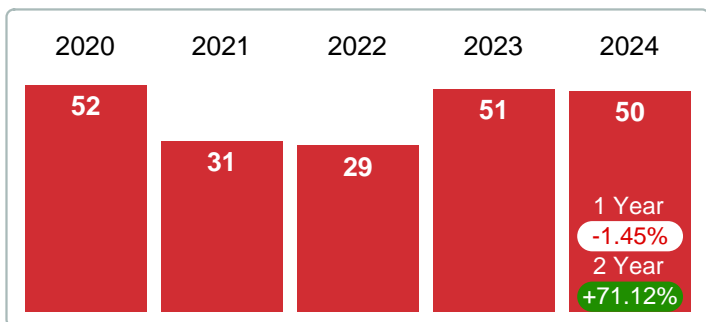
AVERAGE DAYS ON MARKET TO SALE

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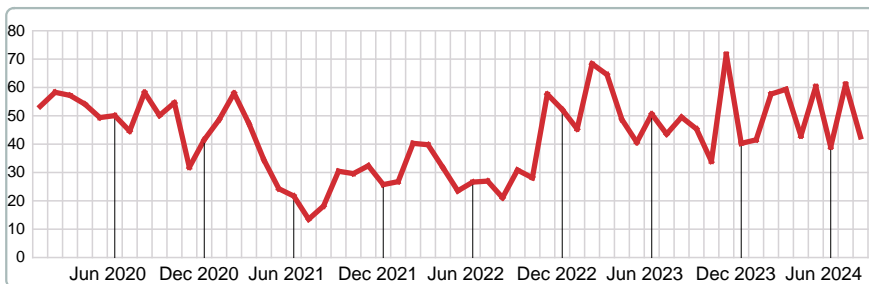
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 43 above the 5 yr AUG average of 38

- JUN 39
- JUL 61 (56.78%)
- AUG 43 (-30.37%)

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	11.90%	35	55	6	0	0
\$75,001 - \$100,000	9.52%	36	21	78	0	0
\$100,001 - \$125,000	9.52%	25	31	7	0	0
\$125,001 - \$200,000	26.19%	61	89	40	77	0
\$200,001 - \$250,000	19.05%	35	28	30	49	39
\$250,001 - \$275,000	9.52%	36	21	0	80	0
\$275,001 and up	14.29%	46	0	31	76	0
Average Closed DOM		43	44	32	68	39
Total Closed Units	100%	42	18	17	6	1
Total Closed Volume		7,633,100	2.68M	3.27M	1.45M	230.00K

August 2024



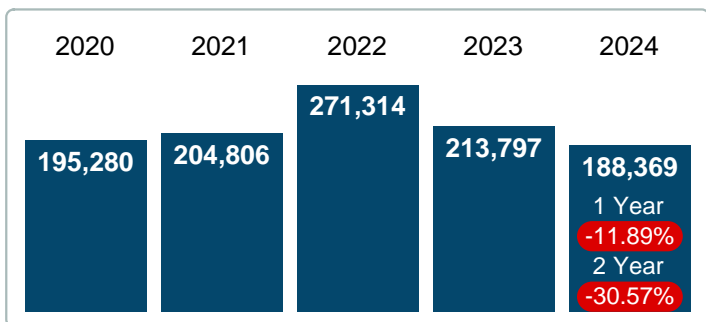
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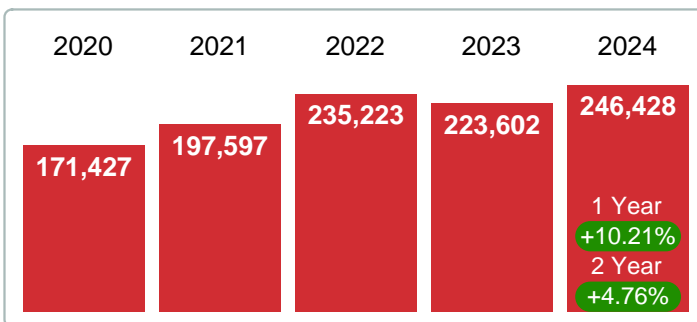
AVERAGE LIST PRICE AT CLOSING

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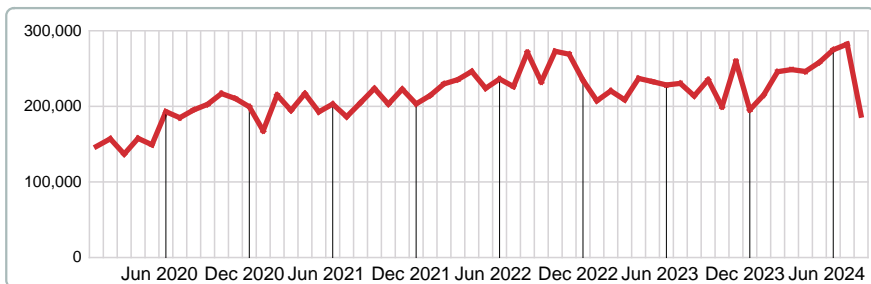
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 214,713

High Jul 2024 282,330 | Low Mar 2020 136,886

Average List Price at Closing this month at **188,369**
 below the 5 yr AUG average of **214,713**

JUN	274,782	
JUL	282,330	+2.75%
AUG	188,369	-33.28%

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	9.52%	66,200	74,633	64,950	0	0
\$75,001 - \$100,000	11.90%	90,900	88,500	100,000	0	0
\$100,001 - \$125,000	4.76%	113,500	128,333	122,000	0	0
\$125,001 - \$200,000	33.33%	160,743	174,925	150,950	185,000	0
\$200,001 - \$250,000	14.29%	225,467	209,000	247,967	215,000	239,900
\$250,001 - \$275,000	4.76%	269,950	283,167	0	269,900	0
\$275,001 and up	21.43%	313,567	0	339,675	292,450	0
Average List Price		188,369	157,867	197,659	244,967	239,900
Total Closed Units	100%	188,369	18	17	6	1
Total Closed Volume		7,911,500	2.84M	3.36M	1.47M	239.90K

August 2024



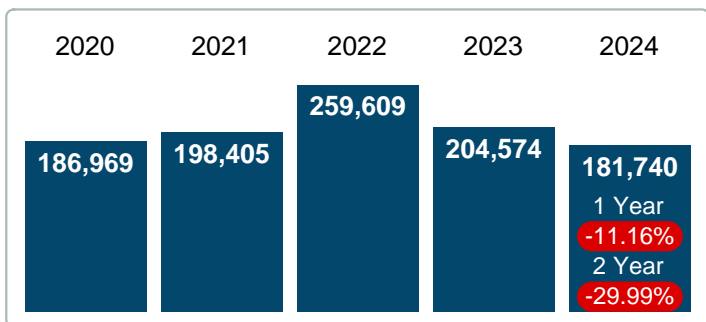
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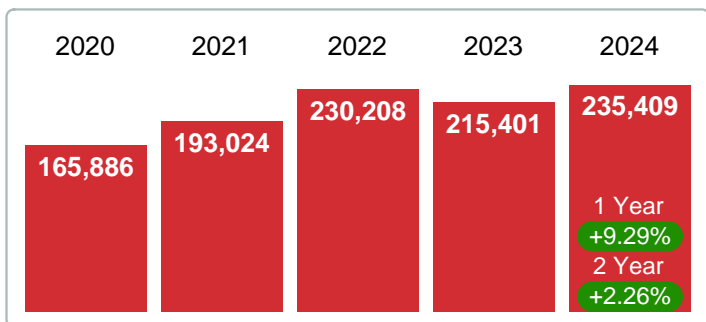
AVERAGE SOLD PRICE AT CLOSING

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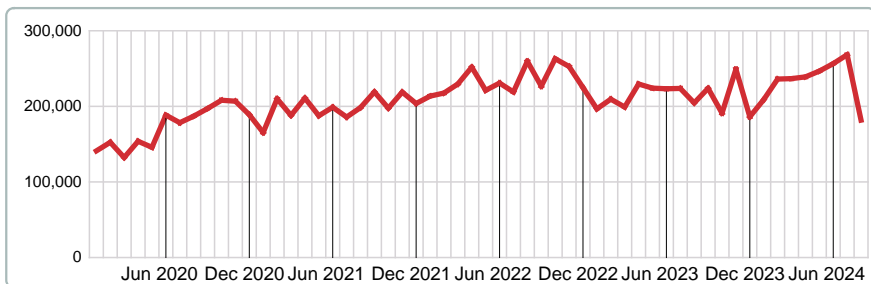
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

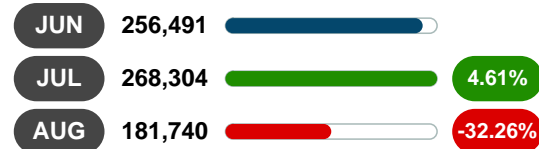


3 MONTHS

5 year AUG AVG = 206,260

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

Average Sold Price at Closing this month at 181,740 below the 5 yr AUG average of 206,260



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	11.90%	63,800	66,667	59,500	0	0
\$75,001 - \$100,000	9.52%	86,875	88,500	82,000	0	0
\$100,001 - \$125,000	9.52%	116,875	115,833	120,000	0	0
\$125,001 - \$200,000	26.19%	156,364	158,875	150,750	180,000	0
\$200,001 - \$250,000	19.05%	220,188	210,500	232,500	206,500	230,000
\$250,001 - \$275,000	9.52%	270,700	270,967	0	269,900	0
\$275,001 and up	14.29%	322,467	0	337,475	292,450	0
Average Sold Price		181,740	149,022	192,524	241,300	230,000
Total Closed Units	100%	181,740	18	17	6	1
Total Closed Volume		7,633,100	2.68M	3.27M	1.45M	230.00K

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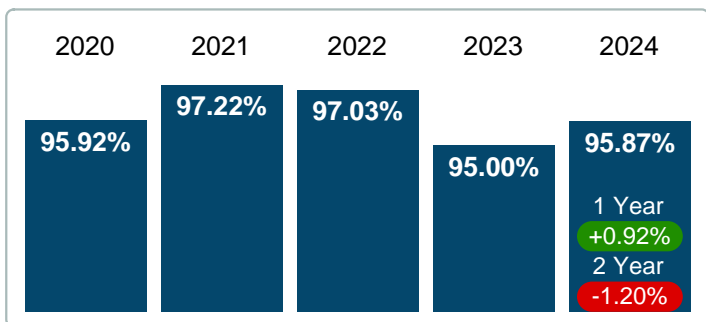
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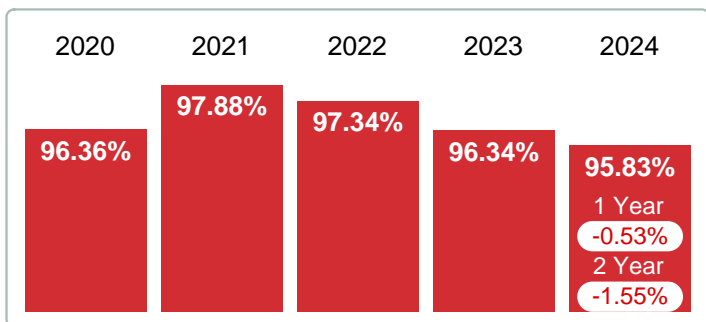
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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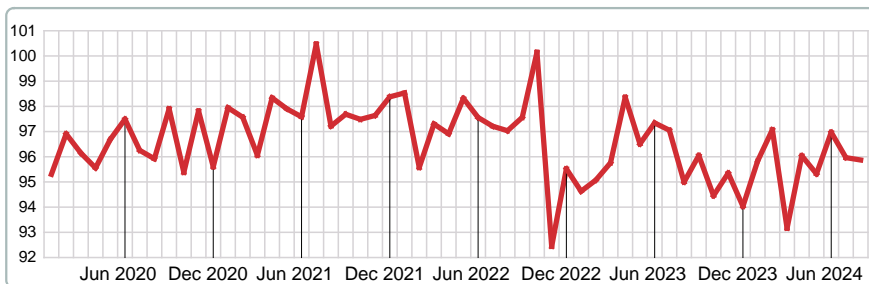
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

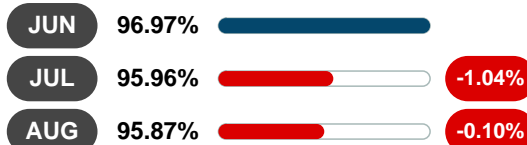


3 MONTHS

5 year AUG AVG = 96.21%

High Jul 2021 100.47% Low Nov 2022 92.44%

Average Sold/List Ratio this month at **95.87%** equal to 5 yr AUG average of **96.21%**



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	5	11.90%	90.19%	89.25%	91.61%	0.00%	0.00%
\$75,001 - \$100,000	4	9.52%	95.50%	100.00%	82.00%	0.00%	0.00%
\$100,001 - \$125,000	4	9.52%	92.83%	90.99%	98.36%	0.00%	0.00%
\$125,001 - \$200,000	11	26.19%	96.63%	91.88%	99.68%	97.30%	0.00%
\$200,001 - \$250,000	8	19.05%	96.80%	100.75%	94.97%	96.05%	95.87%
\$250,001 - \$275,000	4	9.52%	96.86%	95.81%	0.00%	100.00%	0.00%
\$275,001 and up	6	14.29%	99.59%	0.00%	99.39%	100.00%	0.00%
Average Sold/List Ratio		95.90%		94.29%	96.71%	98.23%	95.87%
Total Closed Units		42	100%	18	17	6	1
Total Closed Volume		7,633,100		2.68M	3.27M	1.45M	230.00K

August 2024



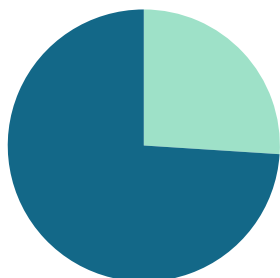
Area Delimited by County Of Cherokee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

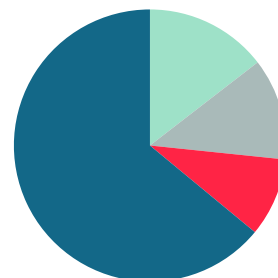


Inventory
 New Listings
64 = 26.02%
 Start Inventory
182
 Total Inventory Units
246
 Volume
\$81,281,682

Market Activity

Closed Sales
42 = 14.53%
 Pending Sales
35 = 12.11%
 Other Off Market
27 = 9.34%
 Active Inventory
185 = 64.01%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	37	42	13.51%	287	279	-2.79%
Pending Sales	40	35	-12.50%	301	323	7.31%
New Listings	73	64	-12.33%	450	500	11.11%
Average List Price	213,797	188,369	-11.89%	223,602	246,428	10.21%
Average Sale Price	204,574	181,740	-11.16%	215,401	235,409	9.29%
Average Percent of Selling Price to List Price	95.00%	95.87%	0.92%	96.34%	95.83%	-0.53%
Average Days on Market to Sale	49.51	42.57	-14.02%	50.59	49.86	-1.45%
Monthly Inventory	168	185	10.12%	168	185	10.12%
Months Supply of Inventory	4.69	5.30	13.01%	4.69	5.30	13.01%

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

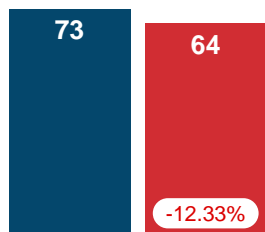
Inventory on August 31, 2024 = **185**

2023 **2024**

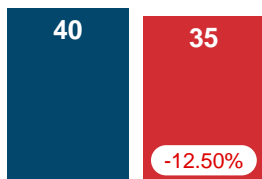
AUGUST MARKET

AVERAGE PRICES

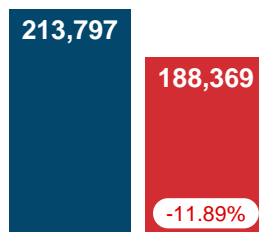
New Listings



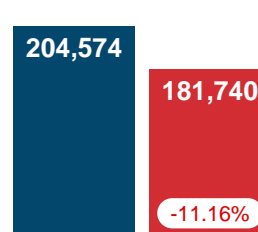
Pending Listings



List Price



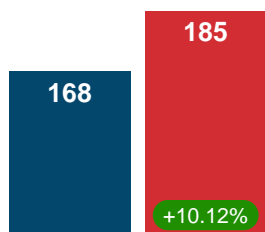
Sale Price



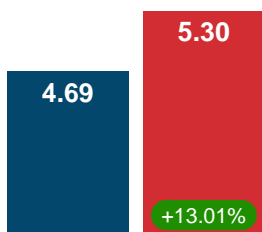
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

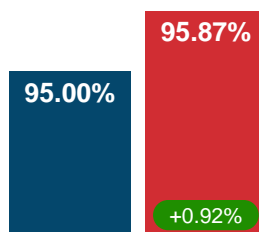
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

