

# August 2024



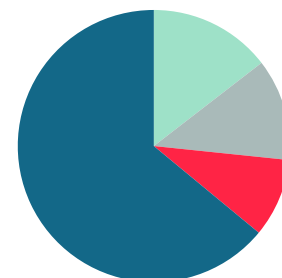
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	August 2024	+/-%
Closed Listings	37	42	13.51%
Pending Listings	40	35	-12.50%
New Listings	73	64	-12.33%
Median List Price	198,800	162,000	-18.51%
Median Sale Price	195,000	165,600	-15.08%
Median Percent of Selling Price to List Price	97.64%	97.88%	0.25%
Median Days on Market to Sale	29.00	24.50	-15.52%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.08%** in August 2024 to \$165,600 versus the previous year at \$195,000.

#### Median Days on Market Shortens

The median number of **24.50** days that homes spent on the market before selling decreased by 4.50 days or **15.52%** in August 2024 compared to last year's same month at **29.00** DOM.

#### Sales Success for August 2024 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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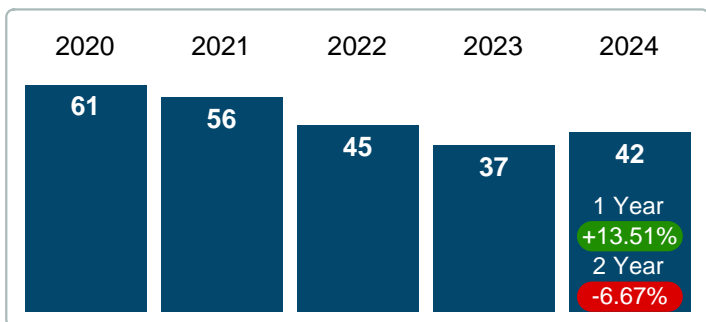
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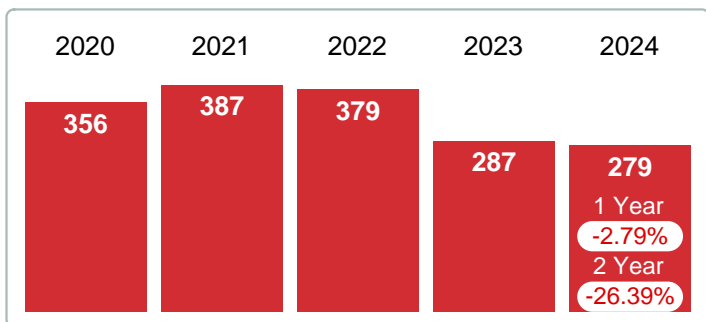
## CLOSED LISTINGS

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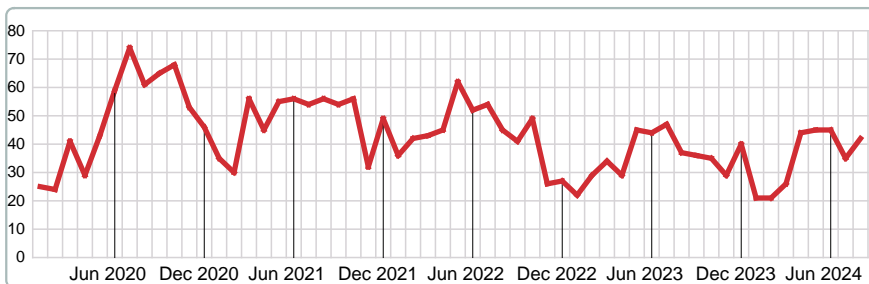
### AUGUST



### YEAR TO DATE (YTD)

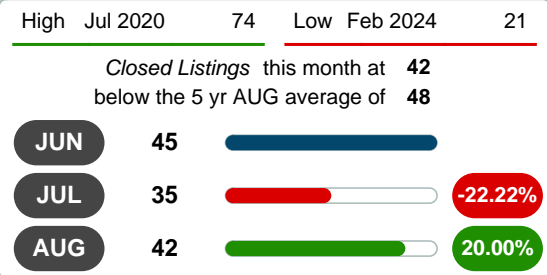


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 48



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	11.90%	23.0	3	2	0	0
\$75,001 - \$100,000	4	9.52%	31.5	3	1	0	0
\$100,001 - \$125,000	4	9.52%	5.0	3	1	0	0
\$125,001 - \$200,000	11	26.19%	39.0	4	6	1	0
\$200,001 - \$250,000	8	19.05%	43.0	2	3	2	1
\$250,001 - \$275,000	4	9.52%	21.5	3	0	1	0
\$275,001 and up	6	14.29%	9.5	0	4	2	0
<b>Total Closed Units</b>	<b>42</b>			<b>18</b>	<b>17</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,633,100</b>	<b>100%</b>	<b>24.5</b>	<b>2.68M</b>	<b>3.27M</b>	<b>1.45M</b>	<b>230.00K</b>
<b>Median Closed Price</b>	<b>\$165,600</b>			<b>\$137,500</b>	<b>\$164,200</b>	<b>\$238,950</b>	<b>\$230,000</b>

# August 2024



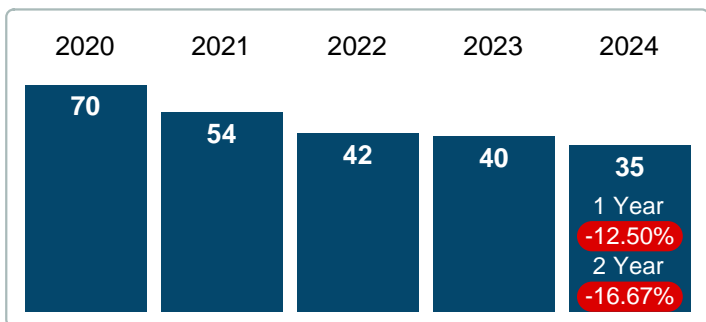
Area Delimited by County Of Cherokee - Residential Property Type



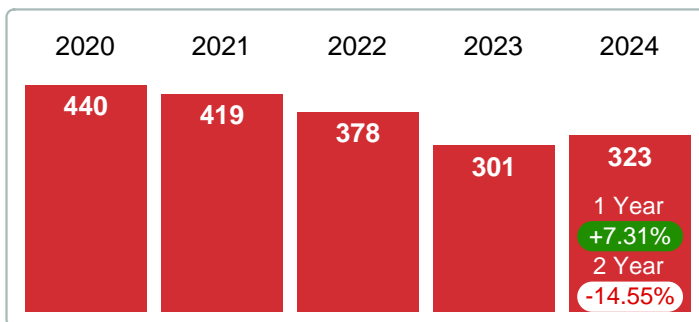
## PENDING LISTINGS

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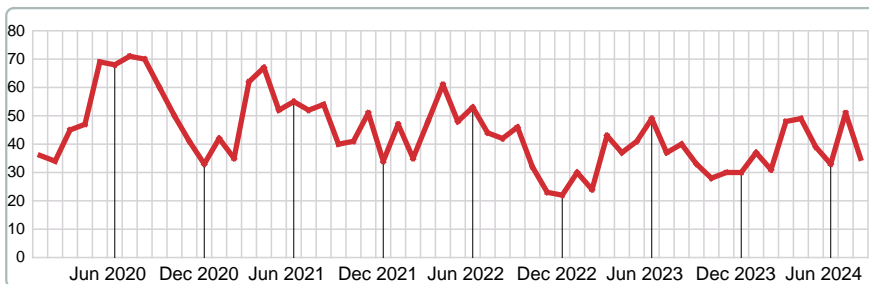
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

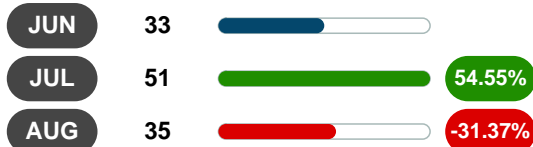


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.57%	17.0	1	1	1	0
\$100,001 - \$150,000	4	11.43%	14.5	1	2	0	1
\$150,001 - \$175,000	5	14.29%	10.0	1	3	1	0
\$175,001 - \$225,000	9	25.71%	57.0	0	5	4	0
\$225,001 - \$250,000	4	11.43%	77.0	1	2	1	0
\$250,001 - \$325,000	6	17.14%	61.0	0	3	3	0
\$325,001 and up	4	11.43%	85.5	0	2	1	1
<b>Total Pending Units</b>	<b>35</b>			<b>4</b>	<b>18</b>	<b>11</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,751,200</b>	<b>100%</b>	<b>41.0</b>	<b>615.90K</b>	<b>3.92M</b>	<b>2.60M</b>	<b>619.80K</b>
<b>Median Listing Price</b>	<b>\$199,000</b>			<b>\$157,450</b>	<b>\$199,950</b>	<b>\$212,000</b>	<b>\$309,900</b>

# August 2024



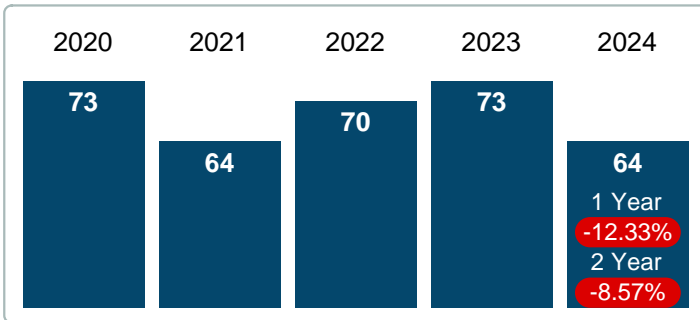
Area Delimited by County Of Cherokee - Residential Property Type



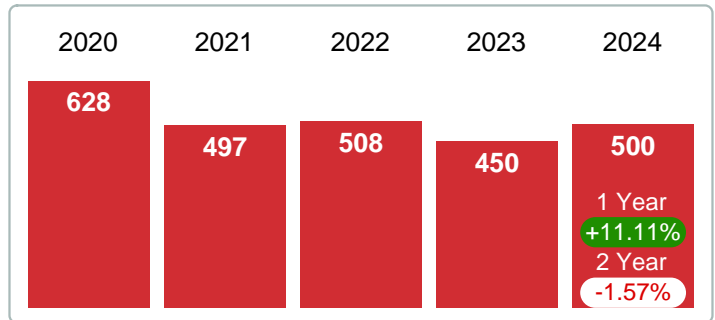
## NEW LISTINGS

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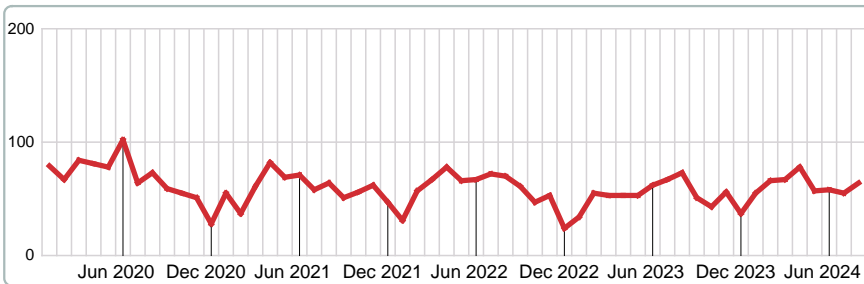
### AUGUST



### YEAR TO DATE (YTD)

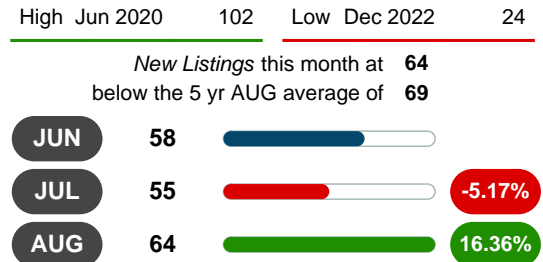


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 69



### 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	7.81%	3	2	0	0
\$100,001 - \$175,000	10	15.63%	6	4	0	0
\$175,001 - \$200,000	9	14.06%	5	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 - \$650,000	6	9.38%	0	2	4	0
\$650,001 and up	8	12.50%	2	3	3	0
<b>Total New Listed Units</b>	<b>64</b>		<b>21</b>	<b>28</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>21,708,048</b>	<b>100%</b>	<b>5.81M</b>	<b>8.93M</b>	<b>5.93M</b>	<b>1.04M</b>
<b>Median New Listed Listing Price</b>	<b>\$242,450</b>		<b>\$179,000</b>	<b>\$245,000</b>	<b>\$524,950</b>	<b>\$365,000</b>

# August 2024



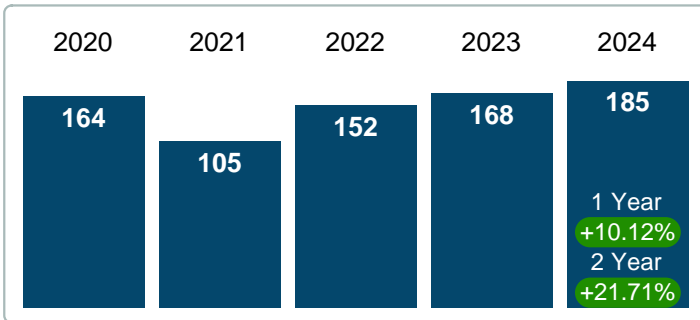
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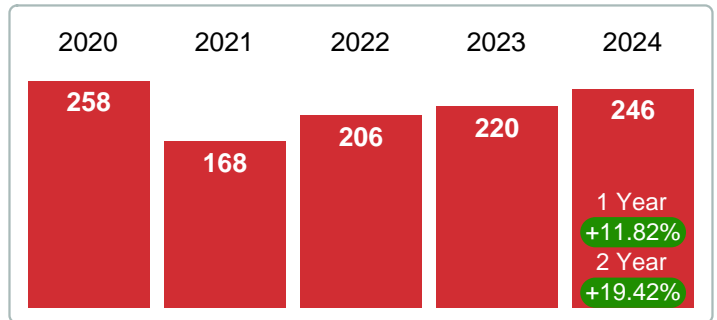
## ACTIVE INVENTORY

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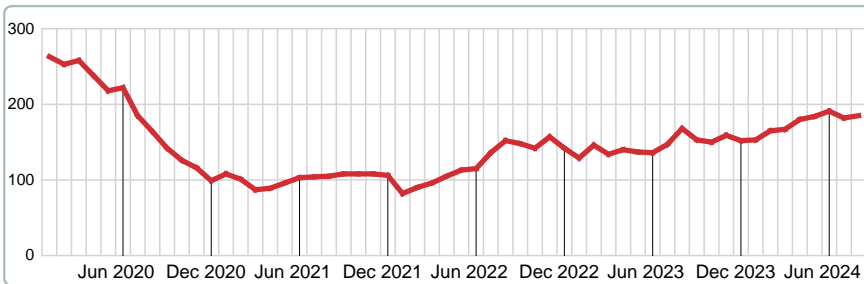
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 155

High Jan 2020: 263 | Low Jan 2022: 82

Inventory this month at **185**  
above the 5 yr AUG average of **155**

Month	Inventory	% Change
JUN	191	
JUL	182	-4.71%
AUG	185	1.65%

### 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	9.19%	38.0	11	6	0	0
\$100,001 - \$175,000	25	13.51%	84.0	14	9	2	0
\$175,001 - \$200,000	20	10.81%	74.0	9	8	3	0
\$200,001 - \$300,000	46	24.86%	63.0	7	26	11	2
\$300,001 - \$450,000	35	18.92%	78.0	4	19	7	5
\$450,001 - \$675,000	23	12.43%	82.0	1	11	8	3
\$675,001 and up	19	10.27%	85.0	3	7	6	3
<b>Total Active Inventory by Units</b>	<b>185</b>			<b>49</b>	<b>86</b>	<b>37</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>64,796,343</b>	<b>100%</b>	<b>74.0</b>	<b>11.86M</b>	<b>29.77M</b>	<b>15.81M</b>	<b>7.35M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$283,000</b>			<b>\$175,000</b>	<b>\$284,950</b>	<b>\$349,900</b>	<b>\$449,000</b>

# August 2024



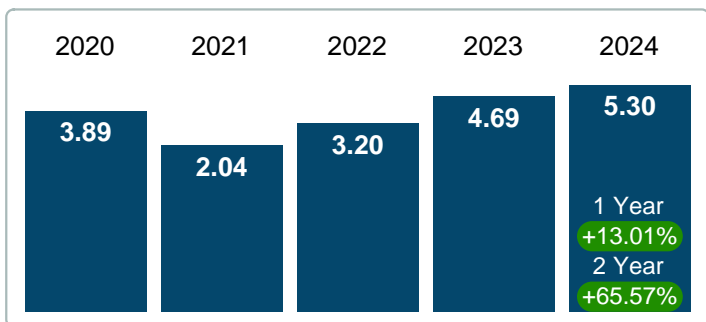
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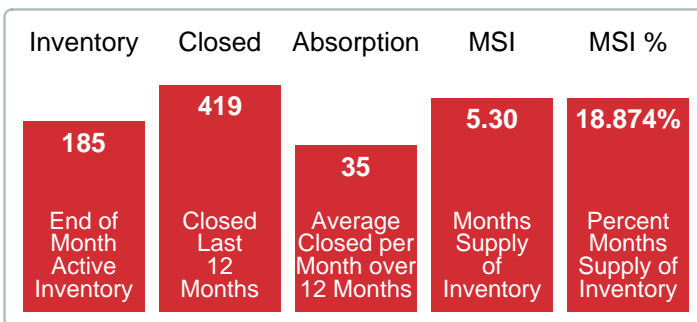
## MONTHS SUPPLY of INVENTORY (MSI)

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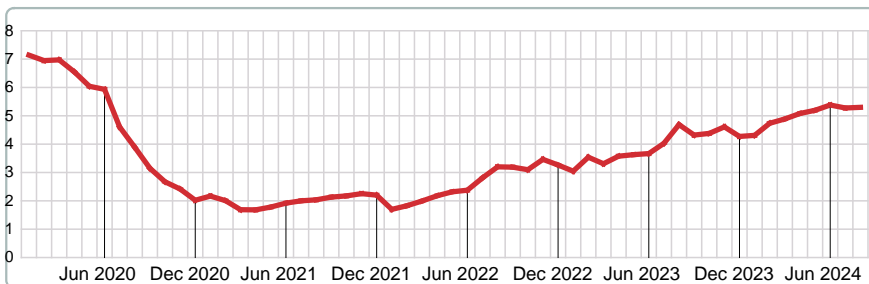
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2024

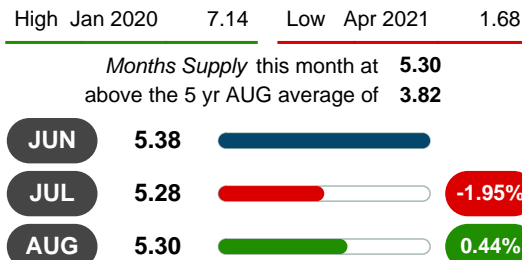


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.82



### 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



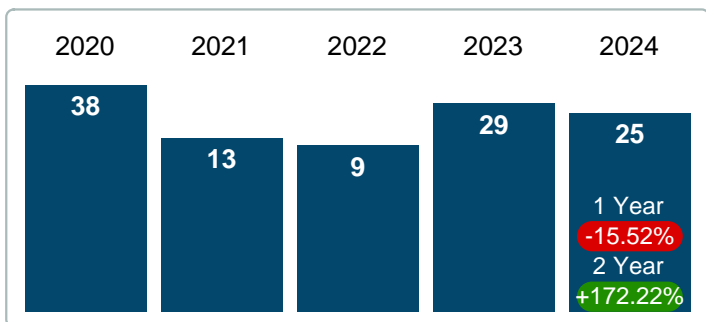
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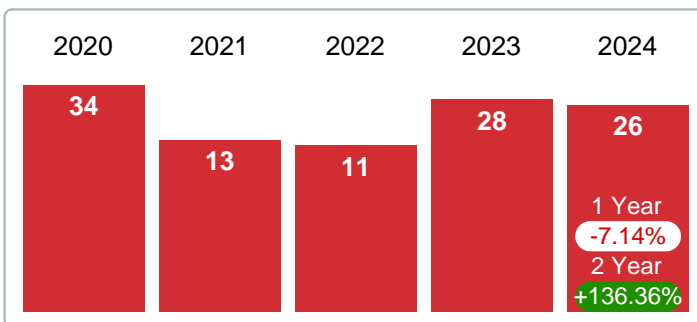
## MEDIAN DAYS ON MARKET TO SALE

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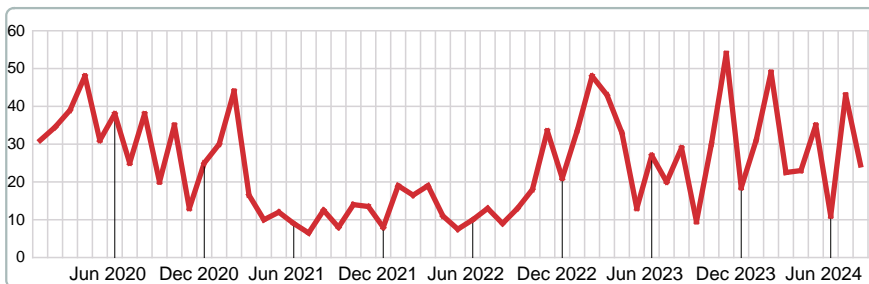
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 23

High Nov 2023 54 Low Jul 2021 7

Median Days on Market to Sale this month at 25 above the 5 yr AUG average of 23



### 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	11.90%	23	26	6	0	0
\$75,001 - \$100,000	9.52%	32	1	78	0	0
\$100,001 - \$125,000	9.52%	5	3	7	0	0
\$125,001 - \$200,000	26.19%	39	91	29	77	0
\$200,001 - \$250,000	19.05%	43	28	7	49	39
\$250,001 - \$275,000	9.52%	22	21	0	80	0
\$275,001 and up	14.29%	10	0	10	76	0
Median Closed DOM		25	23	13	64	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



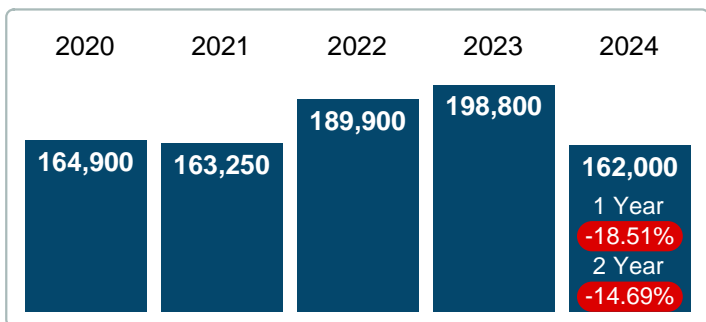
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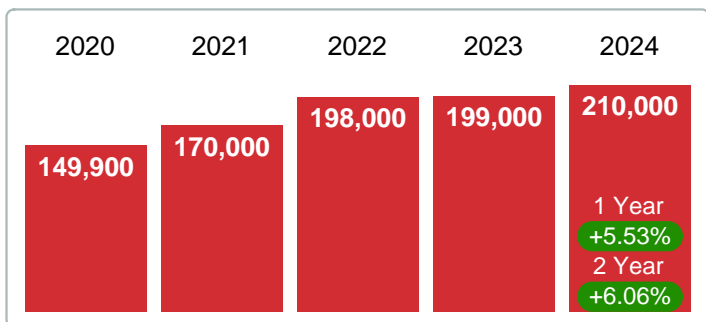
## MEDIAN LIST PRICE AT CLOSING

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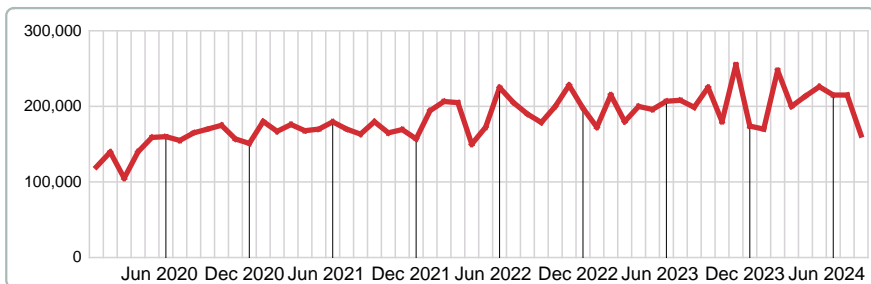
### AUGUST



### YEAR TO DATE (YTD)

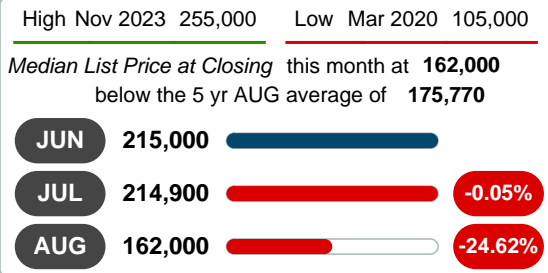


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 175,770



### 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	9.52%	64,950	67,450	64,950	0	0
\$75,001 - \$100,000	11.90%	89,000	86,500	100,000	0	0
\$100,001 - \$125,000	4.76%	113,500	105,000	122,000	0	0
\$125,001 - \$200,000	33.33%	159,900	159,900	154,900	185,000	0
\$200,001 - \$250,000	14.29%	218,950	218,950	245,000	215,000	239,900
\$250,001 - \$275,000	4.76%	269,950	270,000	0	269,900	0
\$275,001 and up	21.43%	299,500	289,750	319,900	292,450	0
<b>Median List Price</b>		<b>162,000</b>	<b>152,450</b>	<b>159,900</b>	<b>242,450</b>	<b>239,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>162,000</b>	<b>18</b>	<b>17</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,911,500</b>	<b>2.84M</b>	<b>3.36M</b>	<b>1.47M</b>	<b>239.90K</b>



# August 2024



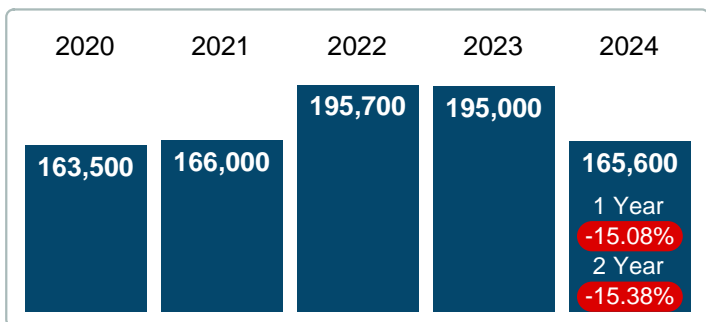
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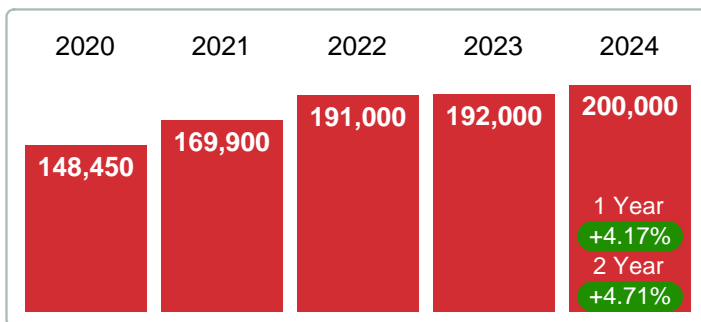
## MEDIAN SOLD PRICE AT CLOSING

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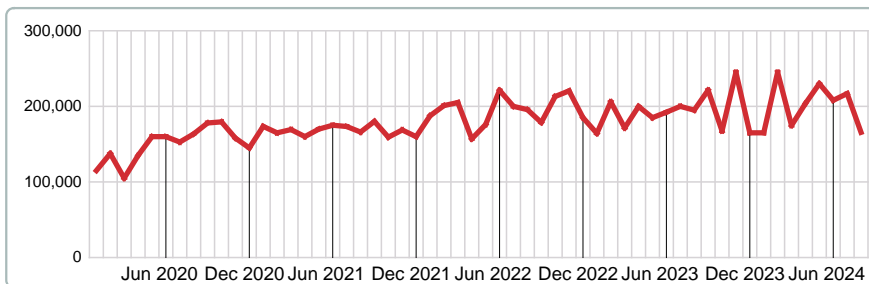
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

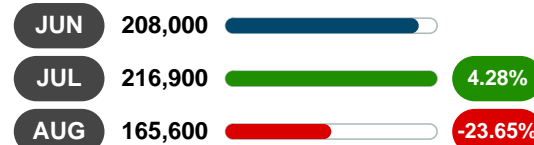


### 3 MONTHS

5 year AUG AVG = 177,160

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

Median Sold Price at Closing this month at **165,600**  
below the 5 yr AUG average of **177,160**



### 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	11.90%	64,000	75,000	59,500	0	0
\$75,001 - \$100,000	9.52%	83,000	84,000	82,000	0	0
\$100,001 - \$125,000	9.52%	120,000	120,000	120,000	0	0
\$125,001 - \$200,000	26.19%	155,500	155,250	154,450	180,000	0
\$200,001 - \$250,000	19.05%	213,000	210,500	245,000	206,500	230,000
\$250,001 - \$275,000	9.52%	271,400	272,900	0	269,900	0
\$275,001 and up	14.29%	309,900	0	337,450	292,450	0
<b>Median Sold Price</b>		<b>165,600</b>	<b>137,500</b>	<b>164,200</b>	<b>238,950</b>	<b>230,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,600</b>	<b>18</b>	<b>17</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,633,100</b>	<b>2.68M</b>	<b>3.27M</b>	<b>1.45M</b>	<b>230.00K</b>

# August 2024



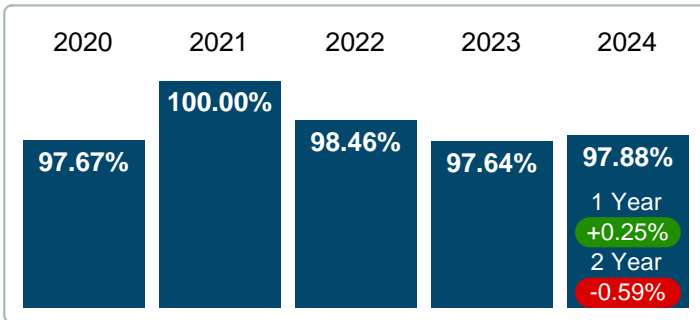
Area Delimited by County Of Cherokee - Residential Property Type



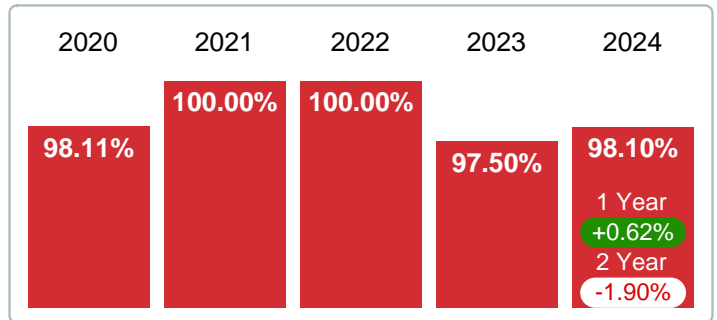
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

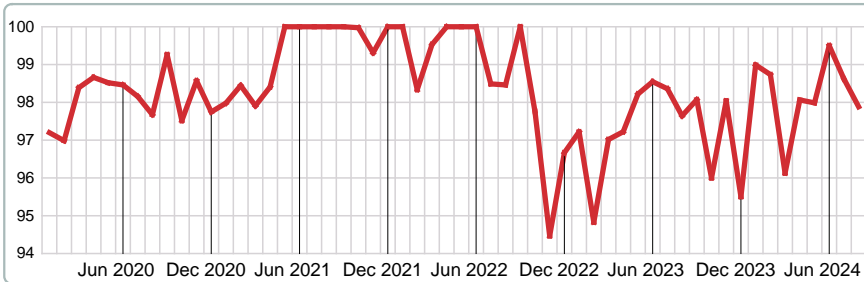
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

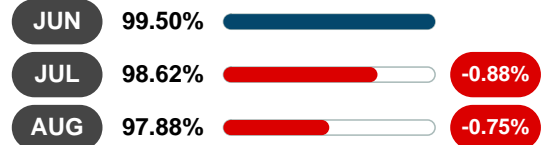


### 3 MONTHS

5 year AUG AVG = 98.33%

High Sep 2022 100.00% Low Nov 2022 94.47%

Median Sold/List Ratio this month at **97.88%**  
equal to 5 yr AUG average of **98.33%**



## 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	5	11.90%	91.56%	84.27%	91.61%	0.00%	0.00%
\$75,001 - \$100,000	4	9.52%	100.00%	100.00%	82.00%	0.00%	0.00%
\$100,001 - \$125,000	4	9.52%	95.11%	92.59%	98.36%	0.00%	0.00%
\$125,001 - \$200,000	11	26.19%	97.30%	95.34%	101.09%	97.30%	0.00%
\$200,001 - \$250,000	8	19.05%	98.37%	100.75%	100.00%	96.05%	95.87%
\$250,001 - \$275,000	4	9.52%	97.81%	97.46%	0.00%	100.00%	0.00%
\$275,001 and up	6	14.29%	100.00%	0.00%	99.15%	100.00%	0.00%
Median Sold/List Ratio		97.88%		97.36%	98.36%	98.65%	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



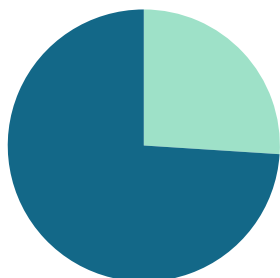
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

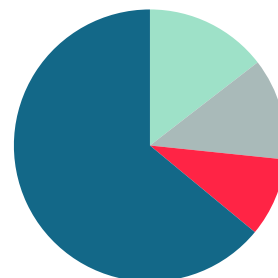


**Inventory**  
 New Listings  
**64 = 26.02%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**246**  
 Volume  
**\$81,281,682**

### 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%
Median List Price	198,800	162,000	-18.51%	199,000	210,000	5.53%
Median Sale Price	195,000	165,600	-15.08%	192,000	200,000	4.17%
Median Percent of Selling Price to List Price	97.64%	97.88%	0.25%	97.50%	98.10%	0.62%
Median Days on Market to Sale	29.00	24.50	-15.52%	28.00	26.00	-7.14%
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

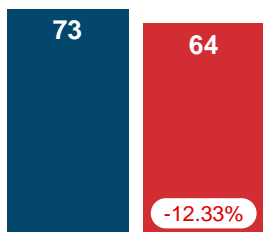
**Inventory** on August 31, 2024 = **185**

**2023** **2024**

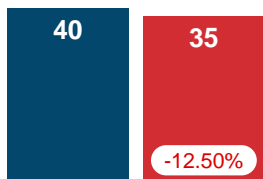
### AUGUST MARKET

### MEDIAN PRICES

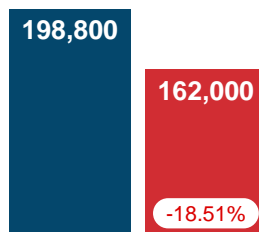
#### New Listings



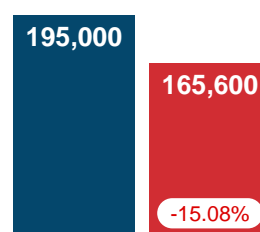
#### Pending Listings



#### List Price



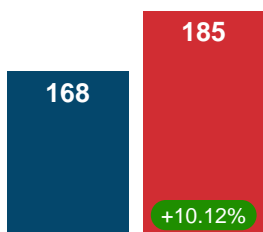
#### Sale Price



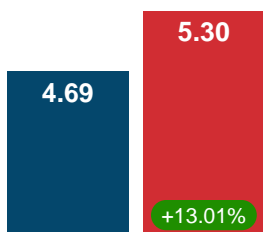
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

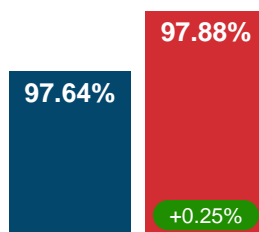
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

