

# September 2024

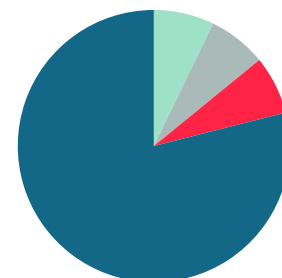
Area Delimited by County Of Cherokee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	63	58	-7.94%
Pending Listings	47	56	19.15%
New Listings	101	115	13.86%
Average List Price	153,314	165,684	8.07%
Average Sale Price	143,139	157,031	9.71%
Average Percent of Selling Price to List Price	95.22%	94.65%	-0.59%
Average Days on Market to Sale	55.03	51.07	-7.20%
End of Month Inventory	598	638	6.69%
Months Supply of Inventory	10.05	11.16	11.04%



■ Closed (7.18%)  
■ Pending (6.93%)  
■ Other OffMarket (6.93%)  
■ Active (78.96%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of September 30, 2024 = **638**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2024 rose **6.69%** to 638 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **11.16** 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 **9.71%** in September 2024 to \$157,031 versus the previous year at \$143,139.

#### Average Days on Market Shortens

The average number of **51.07** days that homes spent on the market before selling decreased by 3.96 days or **7.20%** in September 2024 compared to last year's same month at **55.03** DOM.

#### Sales Success for September 2024 is Positive

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

There were 115 New Listings in September 2024, up **13.86%** from last year at 101. Furthermore, there were 58 Closed Listings this month versus last year at 63, a **-7.94%** decrease.

Closed versus Listed trends yielded a **50.4%** ratio, down from previous year's, September 2023, at **62.4%**, a **19.14%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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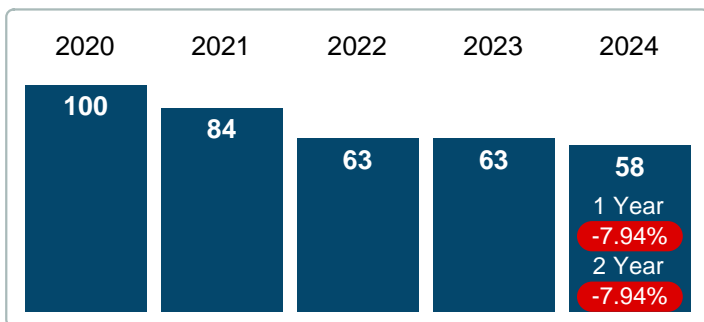
Area Delimited by County Of Cherokee



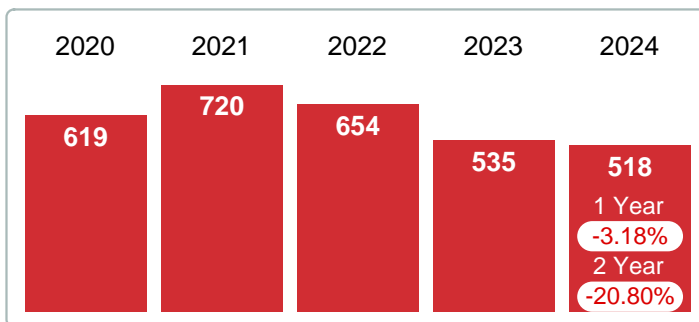
## CLOSED LISTINGS

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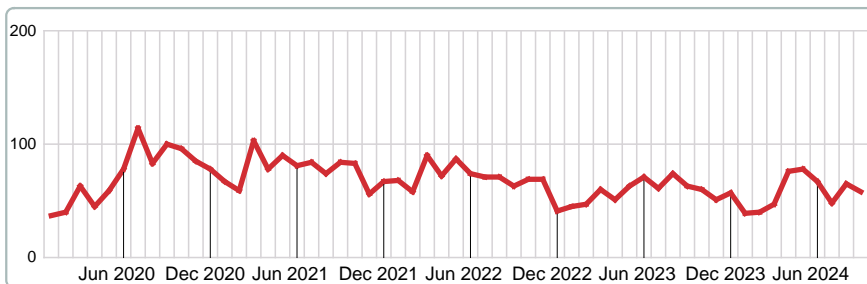
### SEPTEMBER



### YEAR TO DATE (YTD)

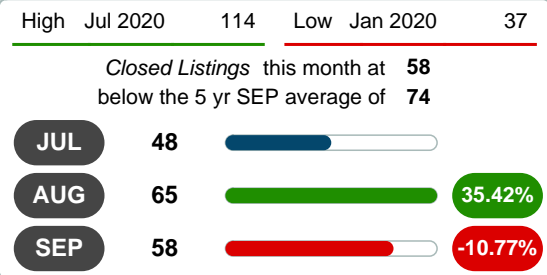


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 74



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	12	20.69%	31.2	12	0	0	0
\$25,001-\$50,000	6	10.34%	45.7	6	0	0	0
\$50,001-\$200,000	19	32.76%	57.4	8	6	5	0
\$200,001-\$225,000	4	6.90%	79.5	1	2	1	0
\$225,001-\$325,000	12	20.69%	60.4	1	8	3	0
\$325,001 and up	5	8.62%	36.0	1	2	2	0
<b>Total Closed Units</b>	<b>58</b>			<b>29</b>	<b>18</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,107,795</b>	<b>100%</b>	<b>51.1</b>	<b>1.78M</b>	<b>4.57M</b>	<b>2.75M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$157,031</b>			<b>\$61,527</b>	<b>\$253,917</b>	<b>\$250,273</b>	<b>\$0</b>



# September 2024

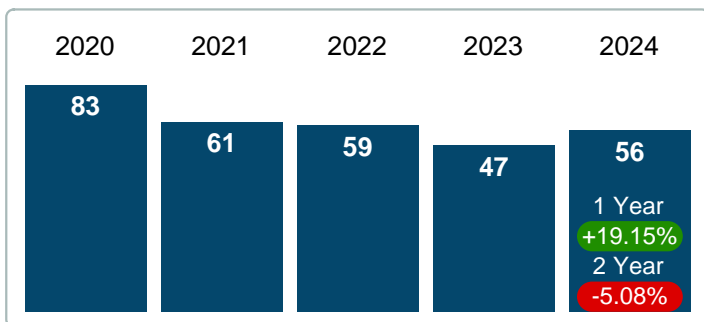
Area Delimited by County Of Cherokee



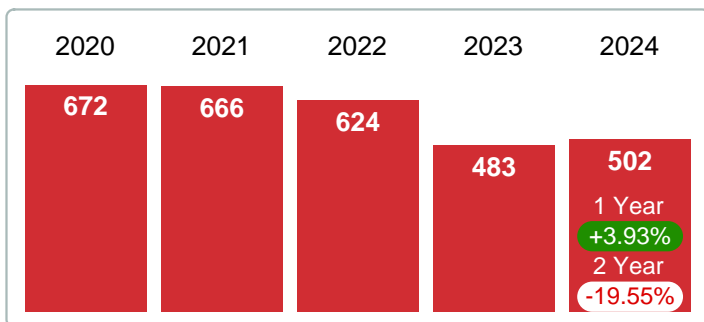
## PENDING LISTINGS

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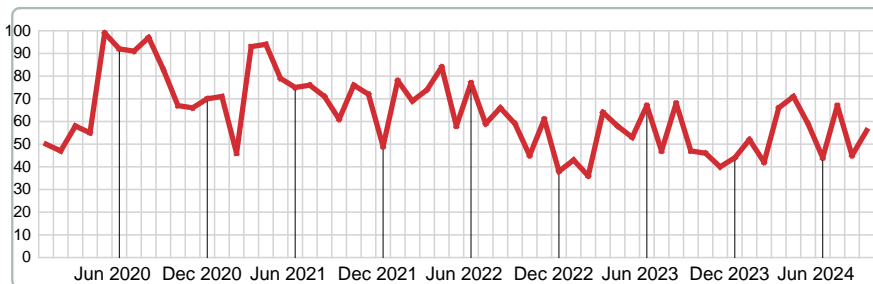
### SEPTEMBER



### YEAR TO DATE (YTD)

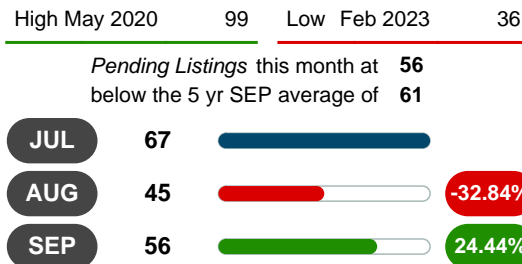


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.93%	55.8	5	0	0	0
\$40,001 - \$80,000	6	10.71%	94.7	5	1	0	0
\$80,001 - \$140,000	10	17.86%	48.2	9	1	0	0
\$140,001 - \$200,000	14	25.00%	56.4	6	7	1	0
\$200,001 - \$270,000	7	12.50%	39.4	2	4	0	1
\$270,001 - \$360,000	9	16.07%	110.1	0	5	4	0
\$360,001 and up	5	8.93%	28.6	1	2	1	1
<b>Total Pending Units</b>	<b>56</b>			<b>28</b>	<b>20</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,578,747</b>	<b>100%</b>	<b>11.2</b>	<b>3.22M</b>	<b>4.87M</b>	<b>1.82M</b>	<b>674.00K</b>
<b>Average Listing Price</b>	<b>\$108,980</b>			<b>\$114,861</b>	<b>\$243,617</b>	<b>\$302,717</b>	<b>\$337,000</b>



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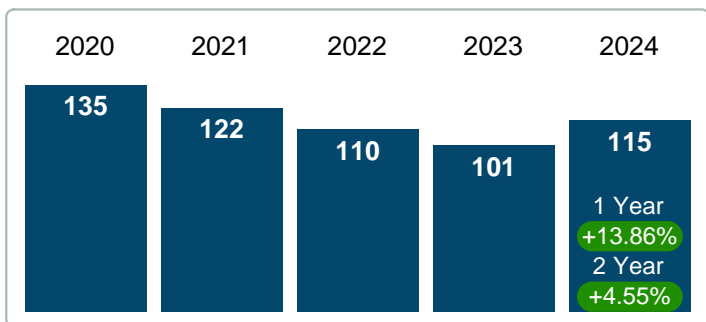
Area Delimited by County Of Cherokee



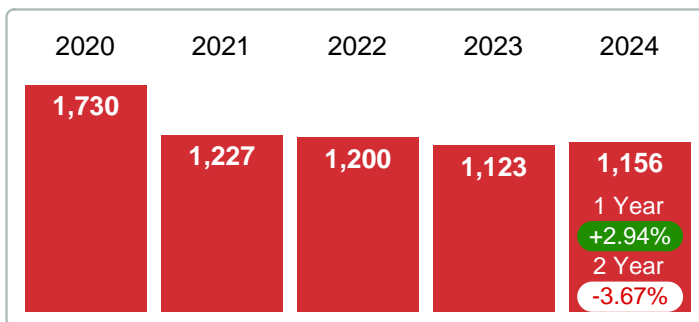
## NEW LISTINGS

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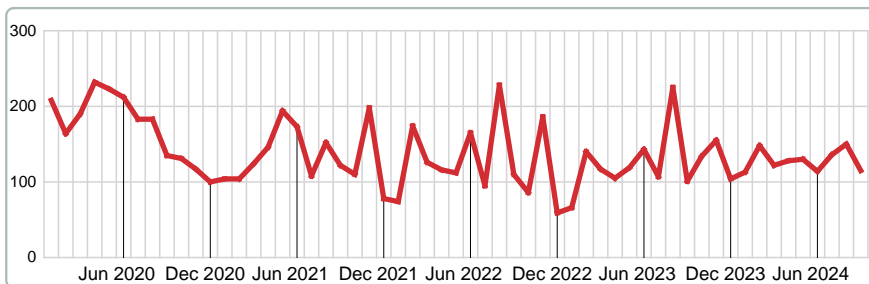
### SEPTEMBER



### YEAR TO DATE (YTD)

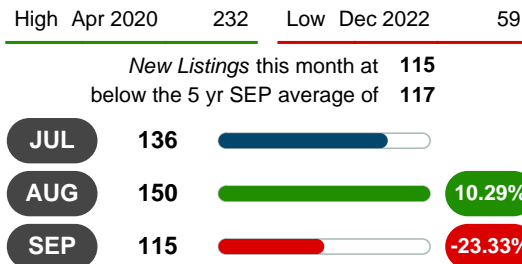


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 117



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	7	6.09%	6	1	0	0
\$10,001 - \$40,000	17	14.78%	17	0	0	0
\$40,001 - \$80,000	19	16.52%	17	2	0	0
\$80,001 - \$190,000	28	24.35%	18	9	1	0
\$190,001 - \$340,000	18	15.65%	6	9	3	0
\$340,001 - \$710,000	14	12.17%	5	5	3	1
\$710,001 and up	12	10.43%	5	1	5	1
<b>Total New Listed Units</b>	<b>115</b>		<b>74</b>	<b>27</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>39,719,706</b>	<b>100%</b>	<b>20.14M</b>	<b>11.04M</b>	<b>6.90M</b>	<b>1.63M</b>
<b>Average New Listed Listing Price</b>	<b>\$25,365</b>		<b>\$272,222</b>	<b>\$408,776</b>	<b>\$575,296</b>	<b>\$817,400</b>



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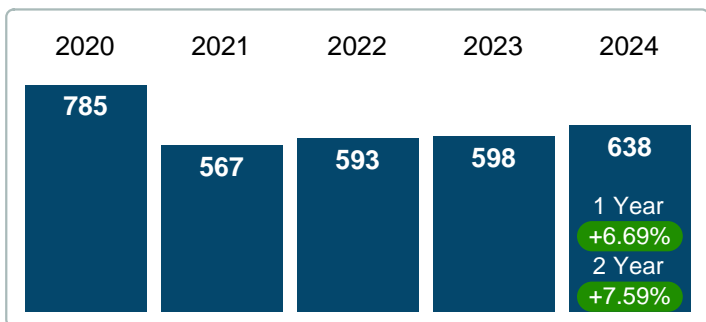
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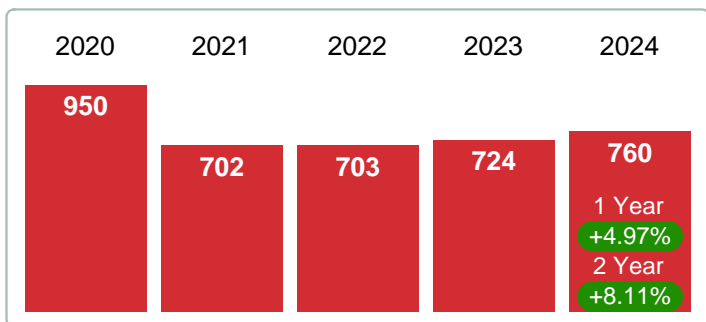
## ACTIVE INVENTORY

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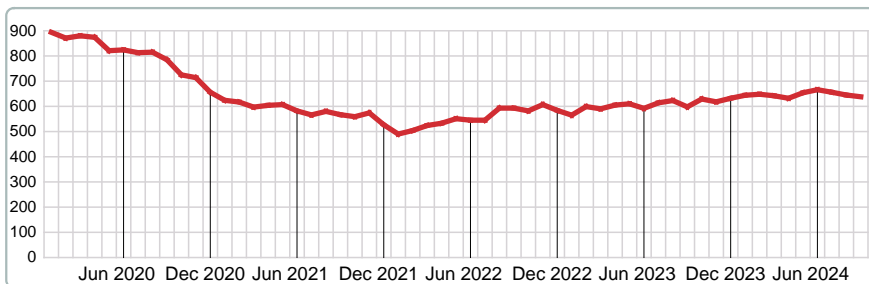
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 636

High Jan 2020 894 Low Jan 2022 490

Inventory this month at **638**  
above the 5 yr SEP average of **636**

- JUL 656
- AUG 645 -1.68%
- SEP 638 -1.09%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	61	9.56%	128.4	57	4	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	110	17.24%	116.8	109	1	0	0
\$50,001 - \$150,000	210	32.92%	172.9	199	10	1	0
\$150,001 - \$275,000	84	13.17%	109.2	48	25	11	0
\$275,001 - \$575,000	110	17.24%	110.0	52	35	18	5
\$575,001 and up	63	9.87%	110.1	33	11	13	6
Total Active Inventory by Units			638	498	86	43	11
Total Active Inventory by Volume			164,147,071	104.33M	32.31M	20.22M	7.29M
Average Active Inventory Listing Price			\$257,284	\$209,497	\$375,669	\$470,201	\$662,841



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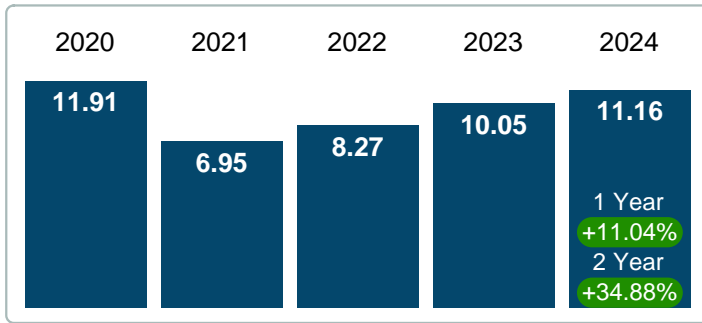
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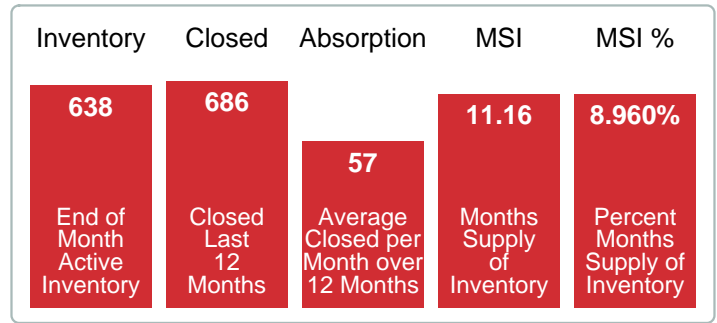
## MONTHS SUPPLY of INVENTORY (MSI)

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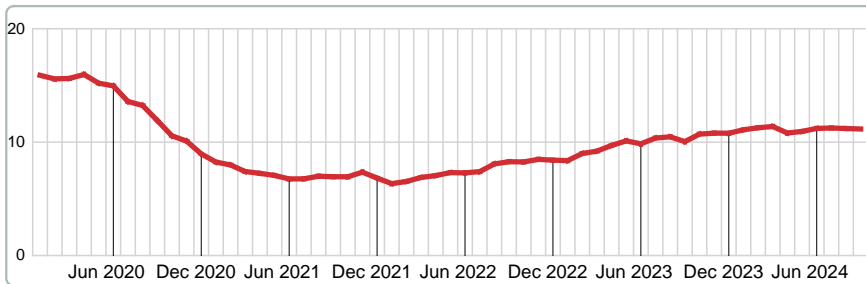
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2024

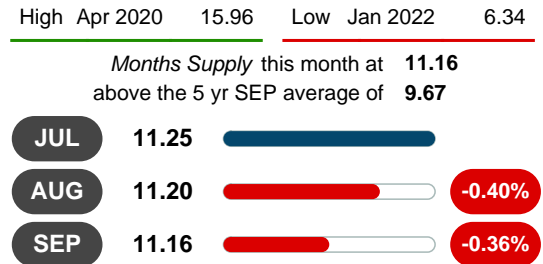


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 9.67



### 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
\$20,000 and less	34	5.33%	3.43	3.67	3.20	0.00	0.00
\$20,001 - \$40,000	89	13.95%	16.95	17.31	12.00	0.00	0.00
\$40,001 - \$50,000	48	7.52%	23.04	25.04	0.00	0.00	0.00
\$50,001 - \$170,000	226	35.42%	12.91	22.79	2.54	0.80	0.00
\$170,001 - \$290,000	86	13.48%	6.25	21.10	2.80	4.26	0.00
\$290,001 - \$570,000	91	14.26%	12.85	37.85	8.20	7.29	20.00
\$570,001 and up	64	10.03%	40.42	79.20	22.00	24.00	72.00
Market Supply of Inventory (MSI)			11.16	17.68	4.08	5.86	18.86
Total Active Inventory by Units		100%	11.16	498	86	43	11



# September 2024

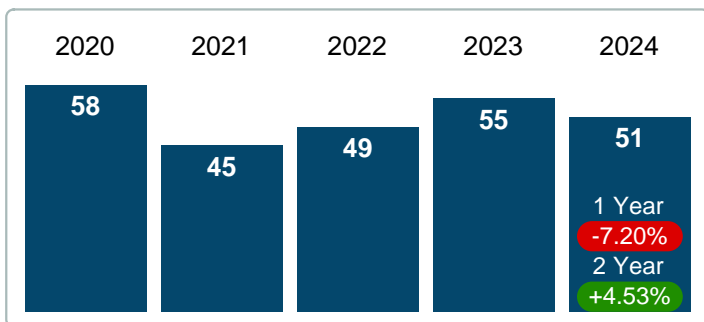
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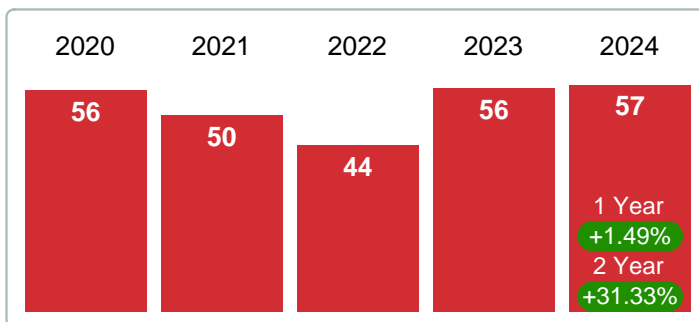
## AVERAGE DAYS ON MARKET TO SALE

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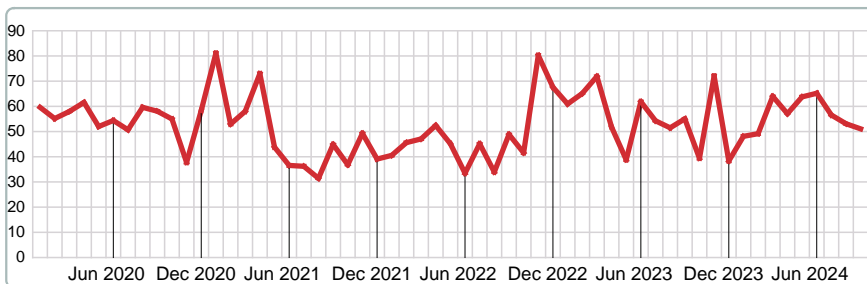
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 52

High Jan 2021 81 Low Aug 2021 31

Average Days on Market to Sale this month at 51 below the 5 yr SEP average of 52

Month	Value	% Change
JUL	57	
AUG	53	-6.14%
SEP	51	-3.81%

### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	20.69%	31	31	0	0	0
\$25,001-\$50,000	6	10.34%	46	46	0	0	0
\$50,001-\$200,000	19	32.76%	57	69	26	76	0
\$200,001-\$225,000	4	6.90%	80	105	101	11	0
\$225,001-\$325,000	12	20.69%	60	29	37	133	0
\$325,001 and up	5	8.62%	36	27	68	9	0
Average Closed DOM	51			47	44	73	0
Total Closed Units	58	100%	51	29	18	11	
Total Closed Volume	9,107,795			1.78M	4.57M	2.75M	0.00B





# September 2024

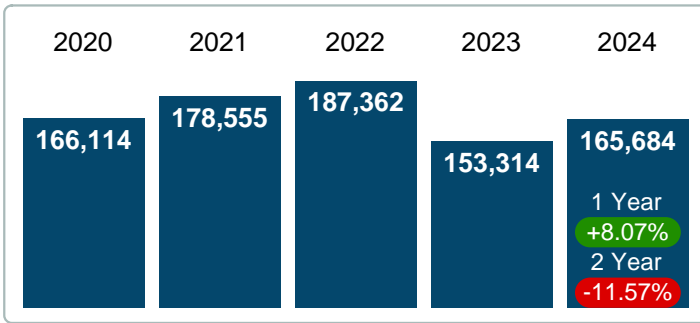
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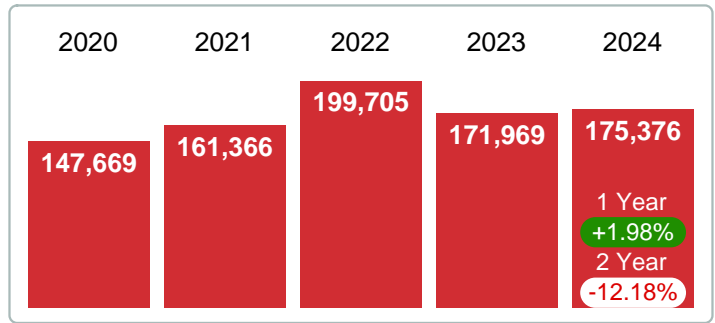
## AVERAGE LIST PRICE AT CLOSING

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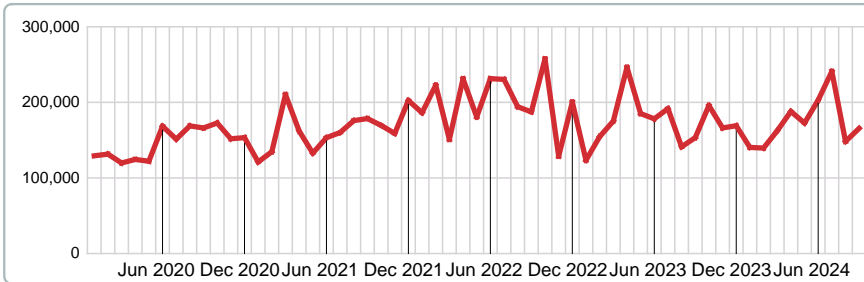
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

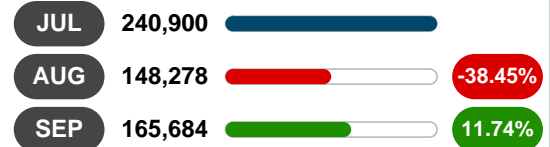


### 3 MONTHS

5 year SEP AVG = 170,206

High Oct 2022 257,475 Low Mar 2020 119,823

Average List Price at Closing this month at **165,684**  
below the 5 yr SEP average of **170,206**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	20.69%	2,075	2,075	0	0	0
\$25,001-\$50,000	4	6.90%	44,250	48,833	0	0	0
\$50,001-\$200,000	19	32.76%	112,526	90,200	155,150	161,300	0
\$200,001-\$225,000	3	5.17%	215,667	245,000	222,500	239,999	0
\$225,001-\$325,000	13	22.41%	263,831	319,000	282,850	284,667	0
\$325,001 and up	7	12.07%	456,143	349,000	575,000	484,000	0
<b>Average List Price</b>			<b>165,684</b>	<b>67,327</b>	<b>266,039</b>	<b>260,773</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>165,684</b>	<b>29</b>	<b>18</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>				<b>1.95M</b>	<b>4.79M</b>	<b>2.87M</b>	<b>0.00B</b>





# September 2024

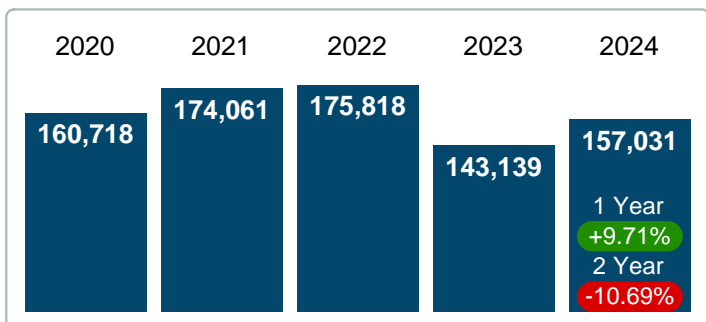
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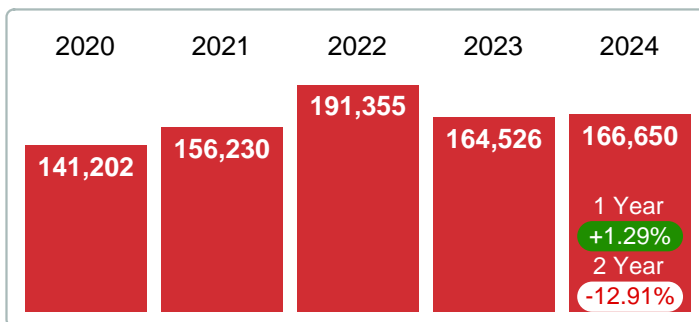
## AVERAGE SOLD PRICE AT CLOSING

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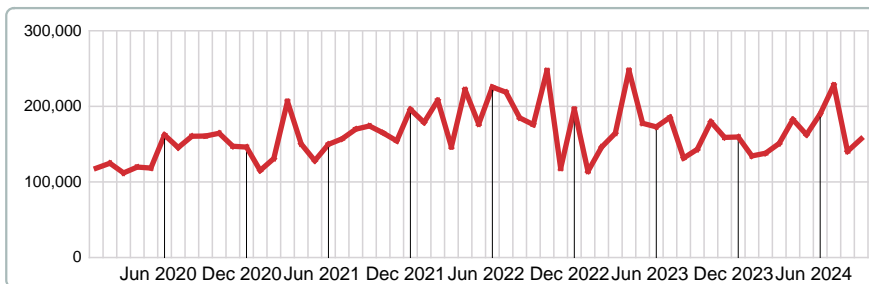
### SEPTEMBER



### YEAR TO DATE (YTD)

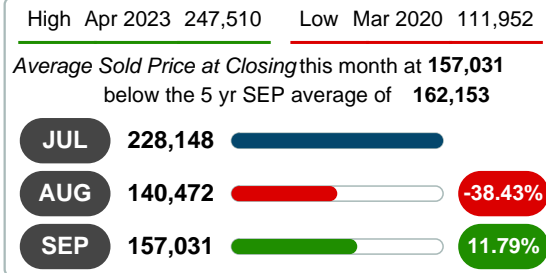


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 162,153



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	20.69%	1,908	1,908	0	0	0
\$25,001-\$50,000	6	10.34%	43,333	43,333	0	0	0
\$50,001-\$200,000	19	32.76%	120,311	80,925	142,417	156,800	0
\$200,001-\$225,000	4	6.90%	213,500	210,000	217,500	209,000	0
\$225,001-\$325,000	12	20.69%	275,500	300,000	272,000	276,667	0
\$325,001 and up	5	8.62%	475,800	344,000	552,500	465,000	0
<b>Average Sold Price</b>			<b>157,031</b>	<b>61,527</b>	<b>253,917</b>	<b>250,273</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>157,031</b>	<b>29</b>	<b>18</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>9,107,795</b>	<b>1.78M</b>	<b>4.57M</b>	<b>2.75M</b>	<b>0.00B</b>

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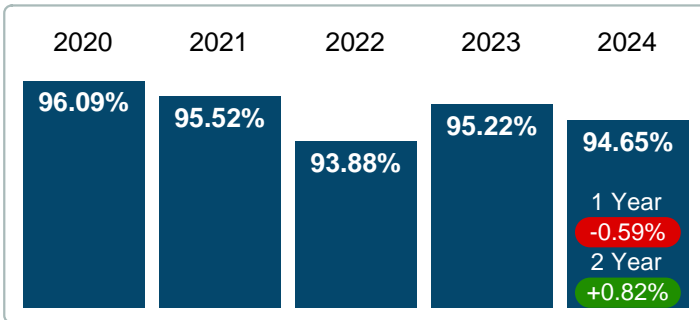
Area Delimited by County Of Cherokee



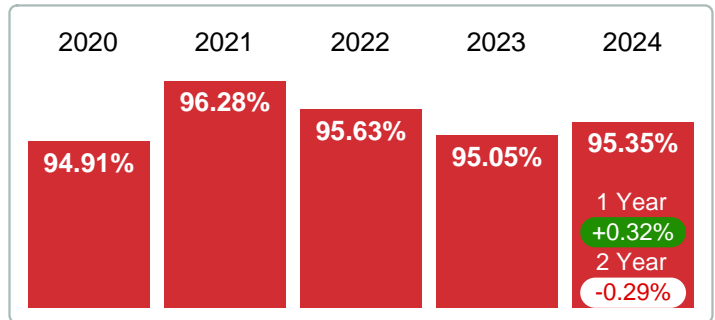
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

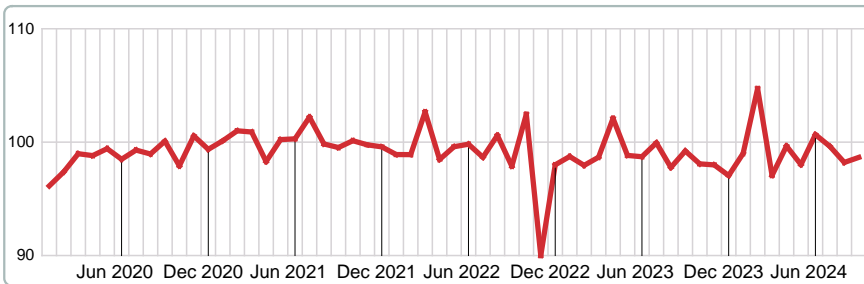
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

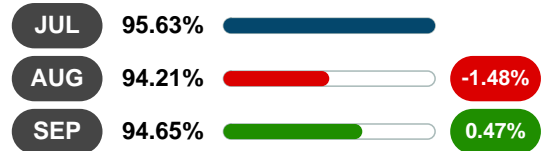


### 3 MONTHS

5 year SEP AVG = 95.07%

High Feb 2024 100.72% Low Nov 2022 86.00%

Average Sold/List Ratio this month at **94.65%**  
 equal to 5 yr SEP average of **95.07%**



## 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	12	20.69%	98.89%	98.89%	0.00%	0.00%	0.00%
\$25,001-\$50,000	6	10.34%	88.74%	88.74%	0.00%	0.00%	0.00%
\$50,001-\$200,000	19	32.76%	92.47%	88.73%	92.91%	97.93%	0.00%
\$200,001-\$225,000	4	6.90%	92.14%	85.71%	97.87%	87.08%	0.00%
\$225,001-\$325,000	12	20.69%	96.85%	94.04%	97.01%	97.35%	0.00%
\$325,001 and up	5	8.62%	96.64%	98.57%	96.35%	95.95%	0.00%
Average Sold/List Ratio		94.70%		93.35%	95.67%	96.43%	0.00%
Total Closed Units		58	100%	29	18	11	
Total Closed Volume		9,107,795		1.78M	4.57M	2.75M	0.00B

# September 2024



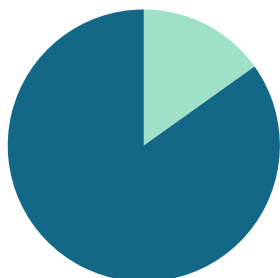
Area Delimited by County Of Cherokee



## MARKET SUMMARY

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

### INVENTORY

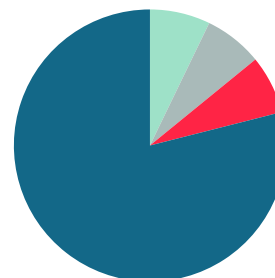


**Inventory**  
 New Listings  
**115 = 15.13%**  
 Start Inventory  
**645**  
 Total Inventory Units  
**760**  
 Volume  
**\$194,689,800**

### Market Activity

Closed Sales  
**58 = 7.18%**  
 Pending Sales  
**56 = 6.93%**  
 Other Off Market  
**56 = 6.93%**  
 Active Inventory  
**638 = 78.96%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	63	58	-7.94%	535	518	-3.18%
Pending Sales	47	56	19.15%	483	502	3.93%
New Listings	101	115	13.86%	1,123	1,156	2.94%
Average List Price	153,314	165,684	8.07%	171,969	175,376	1.98%
Average Sale Price	143,139	157,031	9.71%	164,526	166,650	1.29%
Average Percent of Selling Price to List Price	95.22%	94.65%	-0.59%	95.05%	95.35%	0.32%
Average Days on Market to Sale	55.03	51.07	-7.20%	56.41	57.25	1.49%
Monthly Inventory	598	638	6.69%	598	638	6.69%
Months Supply of Inventory	10.05	11.16	11.04%	10.05	11.16	11.04%

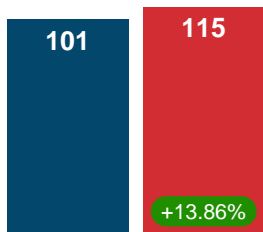
**Absorption:** Last 12 months, an Average of **57** Sales/Month

**Inventory** on September 30, 2024 = **638** 2023 2024

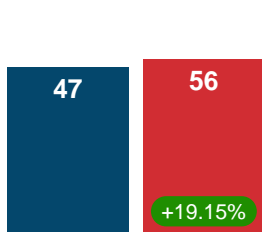
### SEPTEMBER MARKET

### AVERAGE PRICES

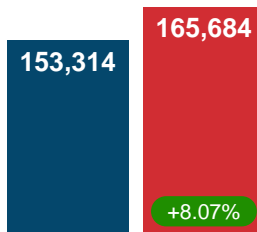
#### New Listings



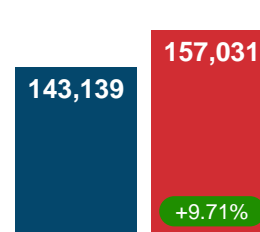
#### Pending Listings



#### List Price



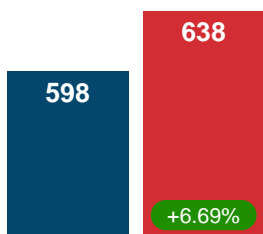
#### Sale Price



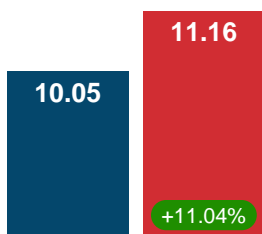
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

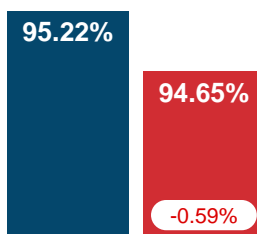
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

