



September 2024

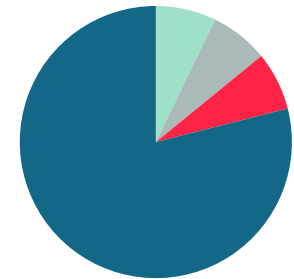
Area Delimited by County Of Cherokee



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%
Median List Price	125,000	144,000	15.20%
Median Sale Price	125,000	127,500	2.00%
Median Percent of Selling Price to List Price	99.32%	97.96%	-1.37%
Median Days on Market to Sale	19.00	30.50	60.53%
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.

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 **2.00%** in September 2024 to \$127,500 versus the previous year at \$125,000.

Median Days on Market Lengthens

The median number of **30.50** days that homes spent on the market before selling increased by 11.50 days or **60.53%** in September 2024 compared to last year's same month at **19.00** DOM.

Sales Success for September 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 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.

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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



September 2024

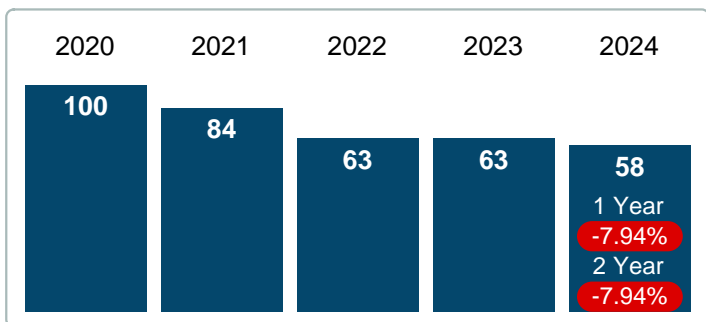
Area Delimited by County Of Cherokee



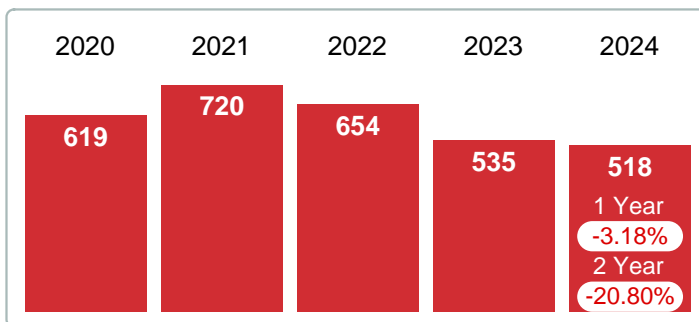
CLOSED LISTINGS

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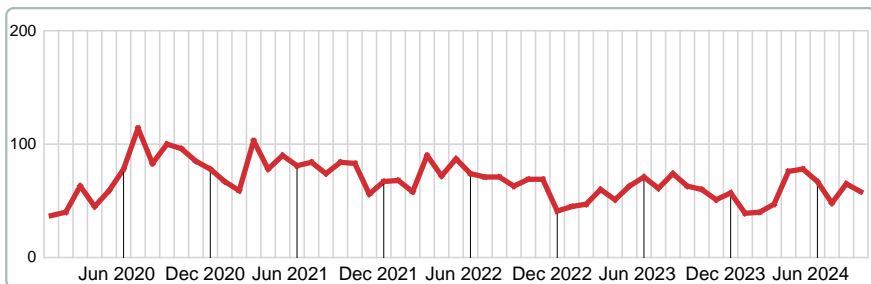
SEPTEMBER



YEAR TO DATE (YTD)

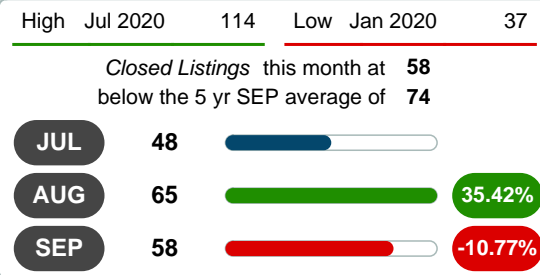


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	12	20.69%	31.5	12	0	0	0
\$30,001-\$60,000	7	12.07%	30.0	7	0	0	0
\$60,001-\$200,000	18	31.03%	28.0	7	6	5	0
\$200,001-\$240,000	8	13.79%	57.5	1	5	2	0
\$240,001-\$320,000	7	12.07%	30.0	1	4	2	0
\$320,001 and up	6	10.34%	21.5	1	3	2	0
Total Closed Units	58			29	18	11	0
Total Closed Volume	9,107,795	100%	30.5	1.78M	4.57M	2.75M	0.00B
Median Closed Price	\$127,500			\$45,000	\$233,500	\$209,000	\$0



September 2024

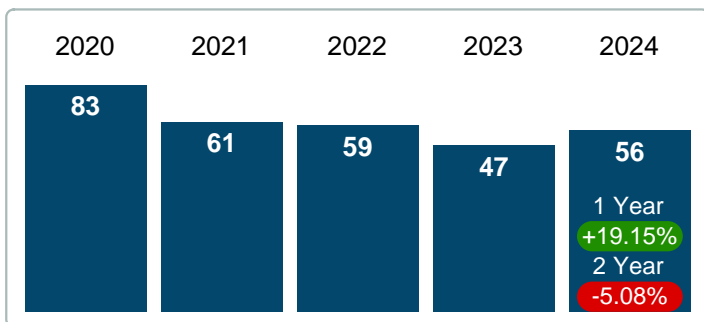
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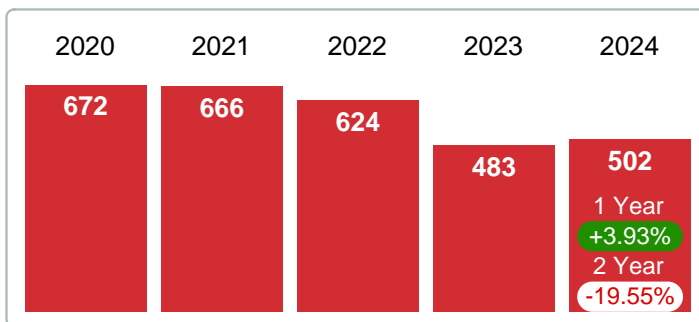
PENDING LISTINGS

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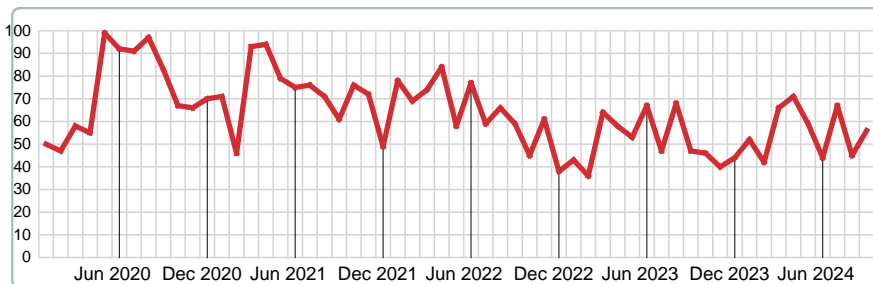
SEPTEMBER



YEAR TO DATE (YTD)

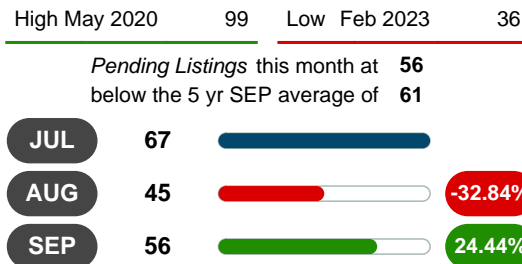


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.57%	2.5	2	0	0	0
\$25,001 - \$75,000	9	16.07%	30.0	8	1	0	0
\$75,001 - \$125,000	9	16.07%	18.0	8	1	0	0
\$125,001 - \$200,000	15	26.79%	33.0	7	7	1	0
\$200,001 - \$275,000	9	16.07%	54.0	2	6	0	1
\$275,001 - \$350,000	6	10.71%	69.5	0	2	4	0
\$350,001 and up	6	10.71%	30.0	1	3	1	1
Total Pending Units	56			28	20	6	2
Total Pending Volume	10,578,747	100%	32.5	3.22M	4.87M	1.82M	674.00K
Median Listing Price	\$172,400			\$97,000	\$221,000	\$318,750	\$337,000



September 2024

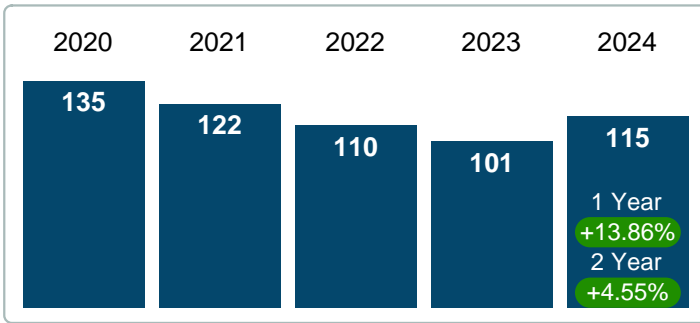
Area Delimited by County Of Cherokee



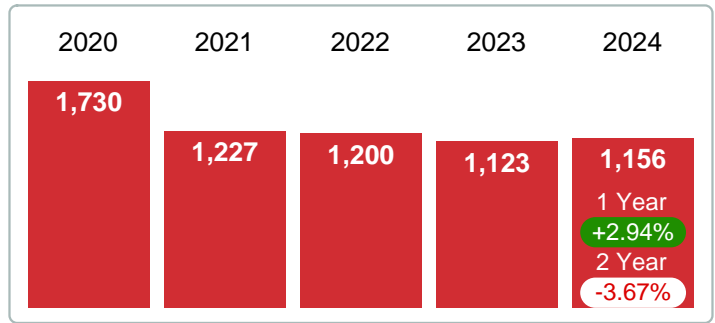
NEW LISTINGS

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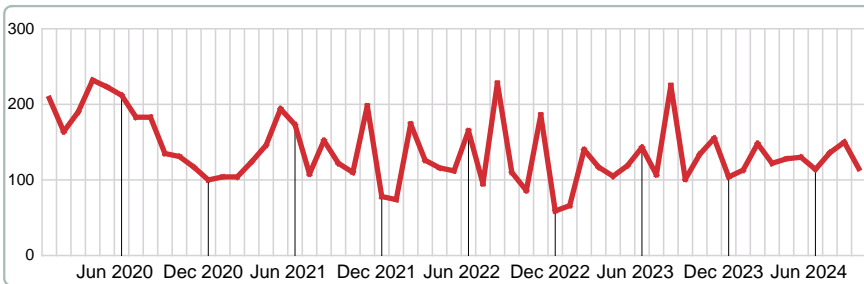
SEPTEMBER



YEAR TO DATE (YTD)

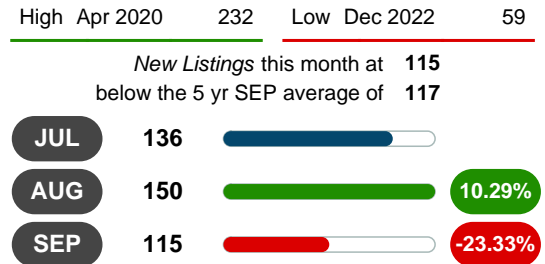


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	115		74	27	12	2
Total New Listed Volume	39,719,706	100%	20.14M	11.04M	6.90M	1.63M
Median New Listed Listing Price	\$150,000		\$69,900	\$203,000	\$356,000	\$817,400



September 2024

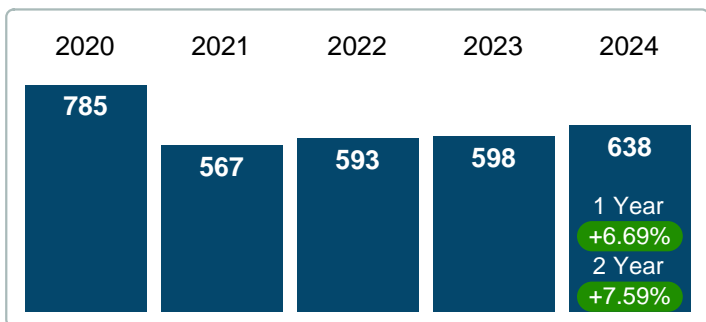
Area Delimited by County Of Cherokee



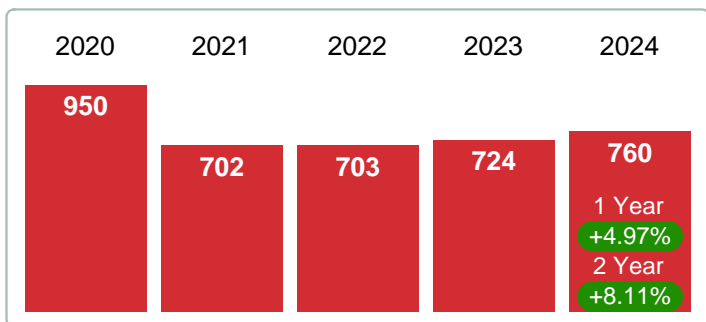
ACTIVE INVENTORY

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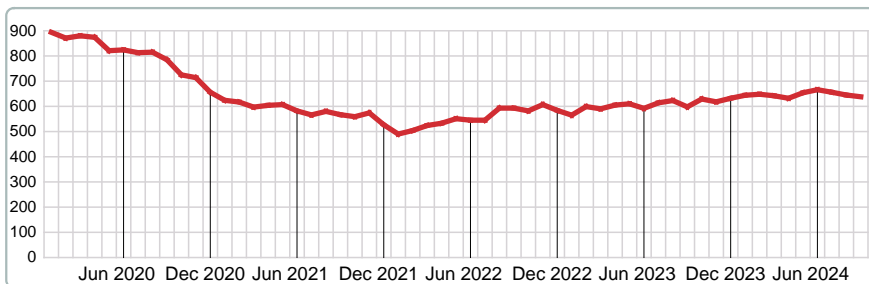
END OF SEPTEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	34	5.33%	59.0	30	4	0	0	
\$20,001 - \$40,000	89	13.95%	61.0	88	1	0	0	
\$40,001 - \$50,000	48	7.52%	116.0	48	0	0	0	
\$50,001 - \$170,000	226	35.42%	143.0	207	18	1	0	
\$170,001 - \$290,000	86	13.48%	104.5	51	24	11	0	
\$290,001 - \$570,000	91	14.26%	95.0	41	28	17	5	
\$570,001 and up	64	10.03%	74.0	33	11	14	6	
Total Active Inventory by Units		638		498	86	43	11	
Total Active Inventory by Volume		164,147,071	100%	108.0	104.33M	32.31M	20.22M	7.29M
Median Active Inventory Listing Price		\$81,375			\$63,900	\$279,950	\$350,000	\$649,900

September 2024



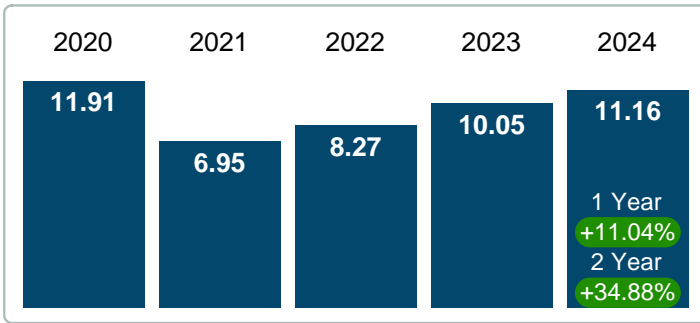
Area Delimited by County Of Cherokee



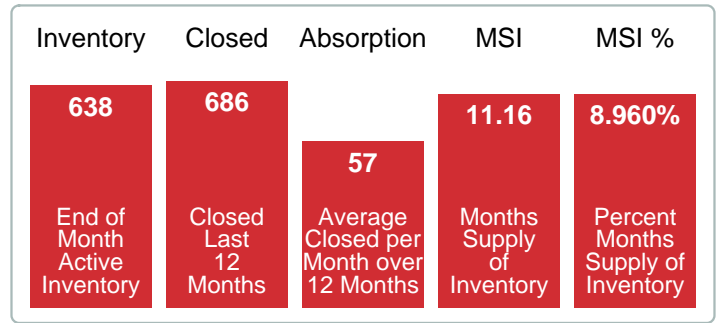
MONTHS SUPPLY of INVENTORY (MSI)

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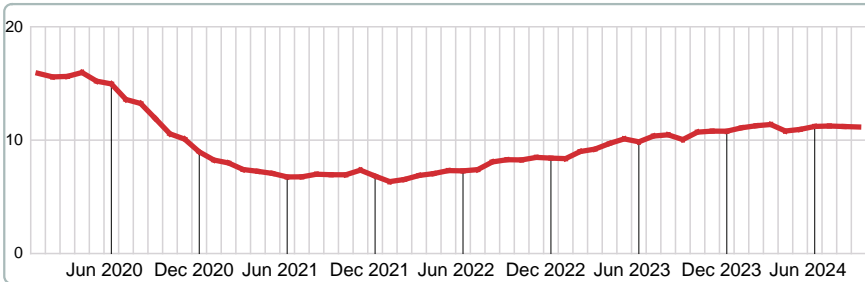
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

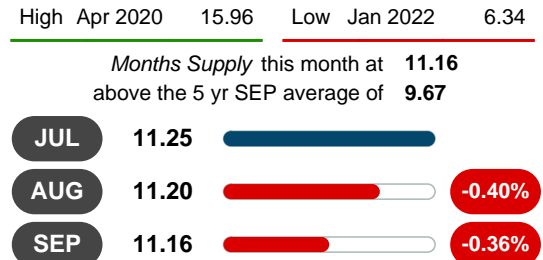


5 YEAR MARKET ACTIVITY TRENDS



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

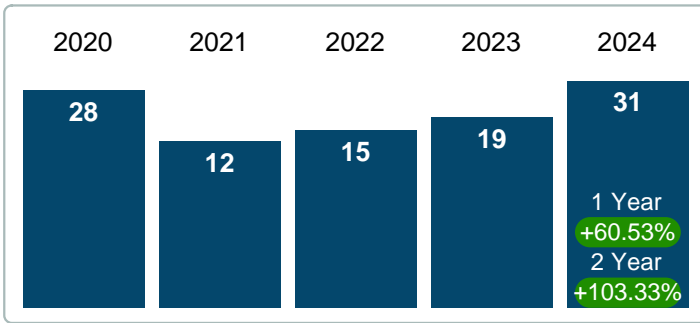
Area Delimited by County Of Cherokee



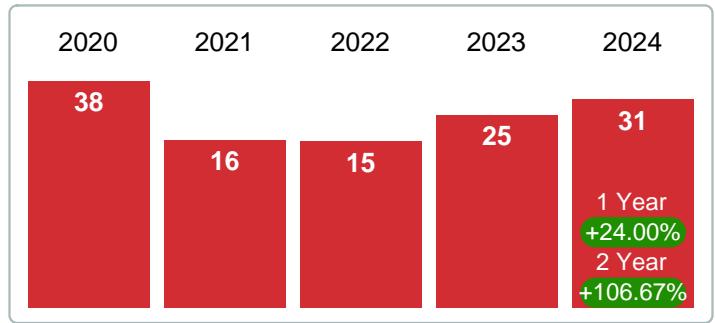
MEDIAN DAYS ON MARKET TO SALE

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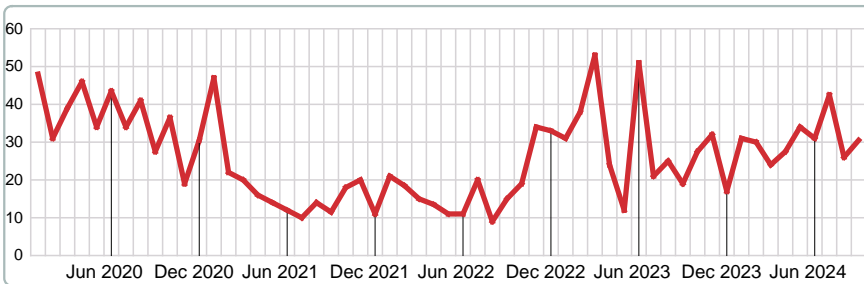
SEPTEMBER



YEAR TO DATE (YTD)

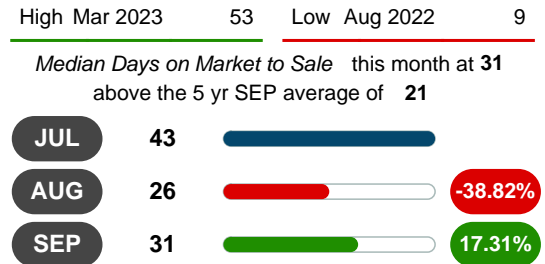


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 21



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
\$0 and less	0	0.00%	74	0	0	0	0
\$1-\$30,000	12	20.69%	32	32	0	0	0
\$30,001-\$60,000	7	12.07%	30	30	0	0	0
\$60,001-\$200,000	18	31.03%	28	15	4	57	0
\$200,001-\$240,000	8	13.79%	58	105	49	83	0
\$240,001-\$320,000	7	12.07%	30	29	30	123	0
\$320,001 and up	6	10.34%	22	27	63	9	0
Median Closed DOM			31	29	30	53	0
Total Closed Units		100%	58	29	18	11	
Total Closed Volume			9,107,795	1.78M	4.57M	2.75M	0.00B



September 2024

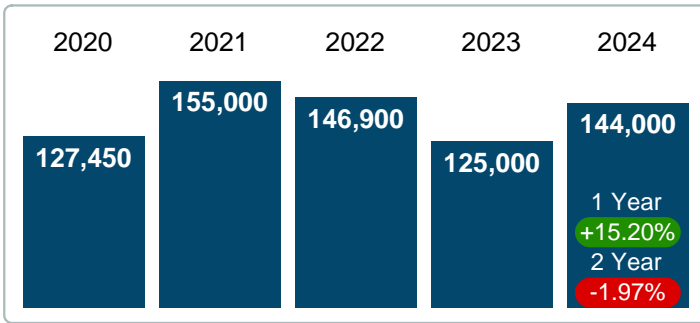
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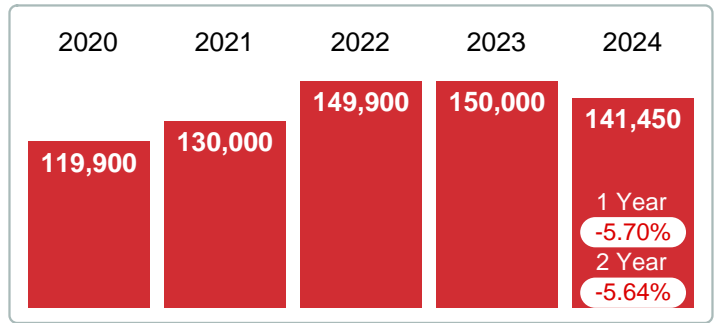
MEDIAN LIST PRICE AT CLOSING

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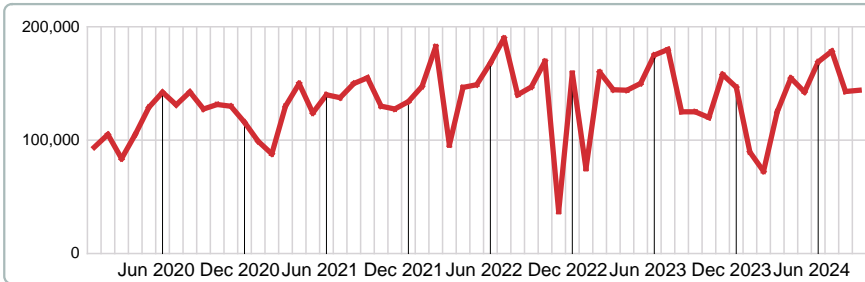
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

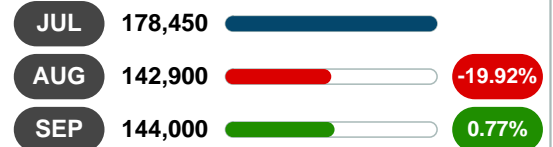


3 MONTHS

5 year SEP AVG = 139,670

High Jul 2022 189,900 Low Nov 2022 37,000

Median List Price at Closing this month at **144,000**
 above the 5 yr SEP average of **139,670**



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
\$0 and less	0	0.00%	22	0	0	0	0
\$1-\$30,000	12	20.69%	700	700	0	0	0
\$30,001-\$60,000	6	10.34%	47,500	47,500	0	0	0
\$60,001-\$200,000	17	29.31%	110,000	79,450	157,000	157,750	0
\$200,001-\$240,000	9	15.52%	235,000	0	233,950	239,999	0
\$240,001-\$320,000	7	12.07%	299,000	282,000	259,900	307,000	0
\$320,001 and up	7	12.07%	399,000	349,000	432,000	484,000	0
Median List Price			144,000	45,000	237,500	239,999	0
Total Closed Units		100%	144,000	29	18	11	
Total Closed Volume			9,609,694	1.95M	4.79M	2.87M	0.00B



September 2024

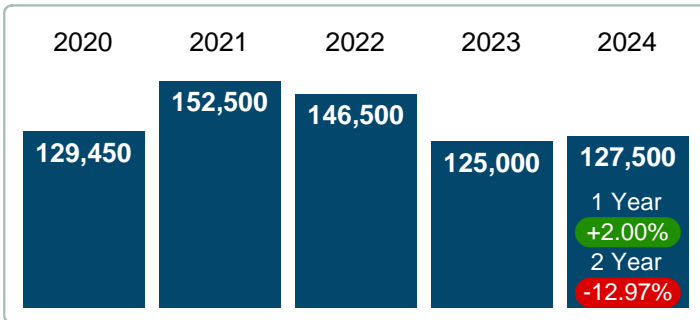
Area Delimited by County Of Cherokee



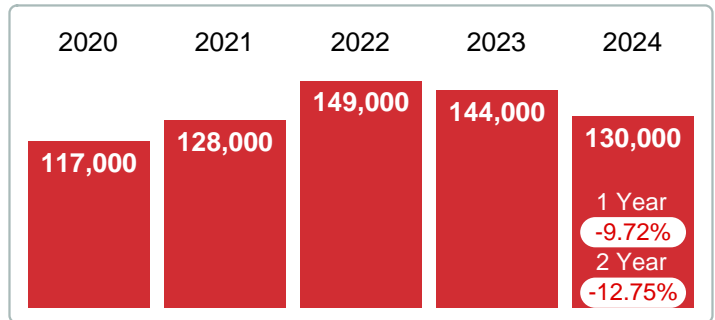
MEDIAN SOLD PRICE AT CLOSING

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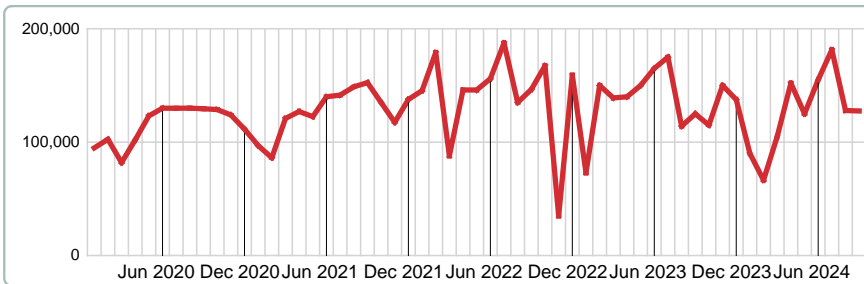
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

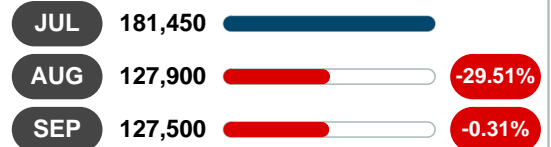


3 MONTHS

5 year SEP AVG = 136,190

High Jul 2022 187,500 Low Nov 2022 35,000

Median Sold Price at Closing this month at 127,500 below the 5 yr SEP average of 136,190



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
\$0 and less	0	0.00%	399,000	0	0	0	0
\$1-\$30,000	12	20.69%	700	700	0	0	0
\$30,001-\$60,000	7	12.07%	50,000	50,000	0	0	0
\$60,001-\$200,000	18	31.03%	121,250	67,900	138,500	169,500	0
\$200,001-\$240,000	8	13.79%	228,500	210,000	232,000	224,500	0
\$240,001-\$320,000	7	12.07%	300,000	300,000	284,500	295,000	0
\$320,001 and up	6	10.34%	422,500	344,000	465,000	465,000	0
Median Sold Price			127,500	45,000	233,500	209,000	0
Total Closed Units		100%	127,500	29	18	11	
Total Closed Volume			9,107,795	1.78M	4.57M	2.75M	0.00B

September 2024



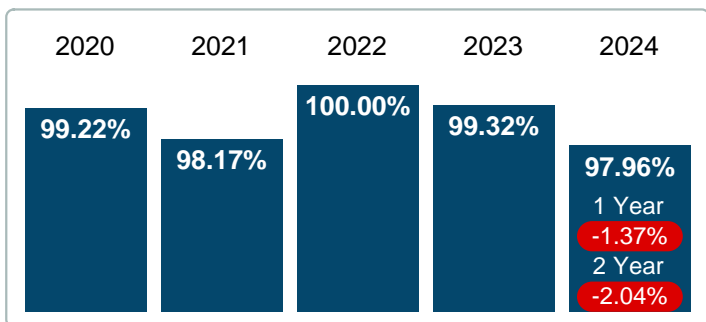
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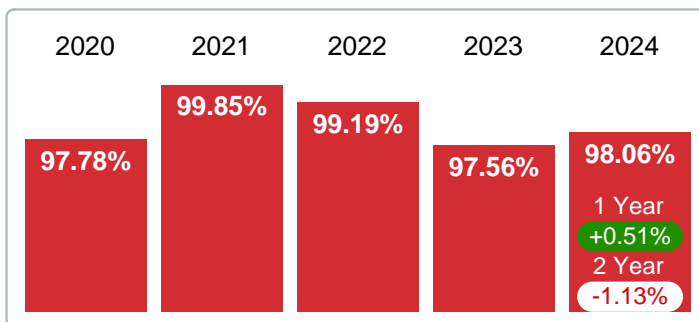
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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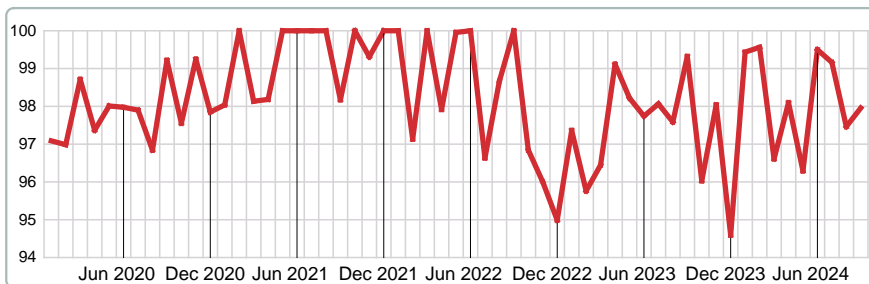
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

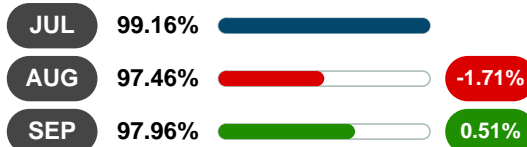


3 MONTHS

5 year SEP AVG = 98.93%

High Sep 2022 100.00% Low Dec 2023 94.59%

Median Sold/List Ratio this month at **97.96%**
below the 5 yr SEP average of **98.93%**



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
\$0 and less	0	0.00%	22,500.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	12	20.69%	100.00%	100.00%	0.00%	0.00%	0.00%
\$30,001-\$60,000	7	12.07%	86.49%	86.49%	0.00%	0.00%	0.00%
\$60,001-\$200,000	18	31.03%	95.60%	92.86%	95.21%	100.00%	0.00%
\$200,001-\$240,000	8	13.79%	98.77%	85.71%	99.61%	93.54%	0.00%
\$240,001-\$320,000	7	12.07%	98.11%	94.04%	99.25%	96.03%	0.00%
\$320,001 and up	6	10.34%	96.55%	98.57%	96.44%	95.95%	0.00%
Median Sold/List Ratio		97.96%		98.00%	97.91%	98.41%	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

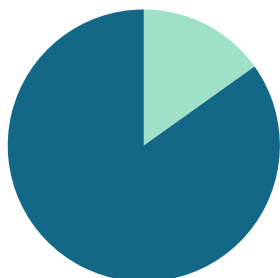
Area Delimited by County Of Cherokee



MARKET SUMMARY

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

INVENTORY

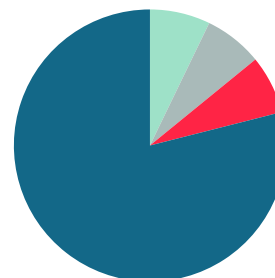


Inventory
 New Listings
115 = 15.13%
 Start Inventory
645
 Total Inventory Units
760
 Volume
\$194,689,800

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%
Median List Price	125,000	144,000	15.20%	150,000	141,450	-5.70%
Median Sale Price	125,000	127,500	2.00%	144,000	130,000	-9.72%
Median Percent of Selling Price to List Price	99.32%	97.96%	-1.37%	97.56%	98.06%	0.51%
Median Days on Market to Sale	19.00	30.50	60.53%	25.00	31.00	24.00%
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%

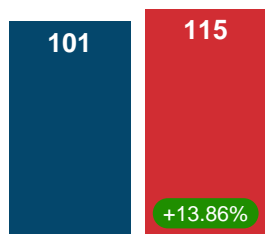
Absorption: Last 12 months, an Average of **57** Sales/Month

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

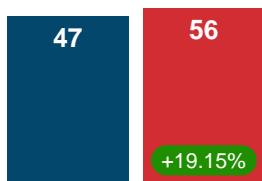
SEPTEMBER MARKET

MEDIAN PRICES

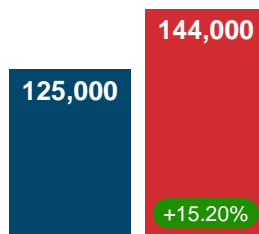
New Listings



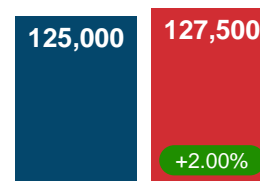
Pending Listings



List Price



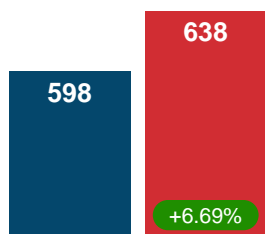
Sale Price



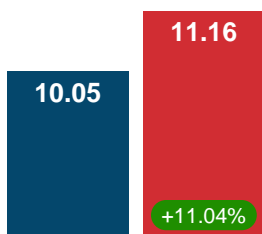
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

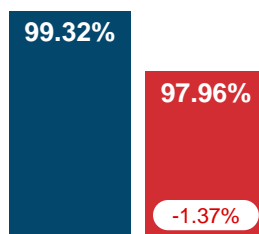
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

