

# December 2024



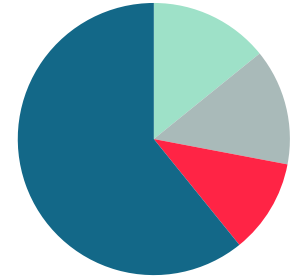
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 13, 2025 for MLS Technology Inc.

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	40	38	-5.00%
Pending Listings	30	37	23.33%
New Listings	37	45	21.62%
Average List Price	195,387	265,813	36.04%
Average Sale Price	186,188	253,458	36.13%
Average Percent of Selling Price to List Price	94.03%	96.46%	2.58%
Average Days on Market to Sale	40.28	62.97	56.36%
End of Month Inventory	153	163	6.54%
Months Supply of Inventory	4.30	4.60	7.04%



- Closed (14.18%)
- Pending (13.81%)
- Other OffMarket (11.19%)
- Active (60.82%)

**Absorption:** Last 12 months, an Average of **35** Sales/Month  
**Active Inventory** as of December 31, 2024 = **163**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2024 rose **6.54%** to 163 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 **4.60** 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 **36.13%** in December 2024 to \$253,458 versus the previous year at \$186,188.

#### Average Days on Market Lengthens

The average number of **62.97** days that homes spent on the market before selling increased by 22.70 days or **56.36%** in December 2024 compared to last year's same month at **40.28** DOM.

#### Sales Success for December 2024 is Positive

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

There were 45 New Listings in December 2024, up **21.62%** from last year at 37. Furthermore, there were 38 Closed Listings this month versus last year at 40, a **-5.00%** decrease.

Closed versus Listed trends yielded a **84.4%** ratio, down from previous year's, December 2023, at **108.1%**, a **21.89%** 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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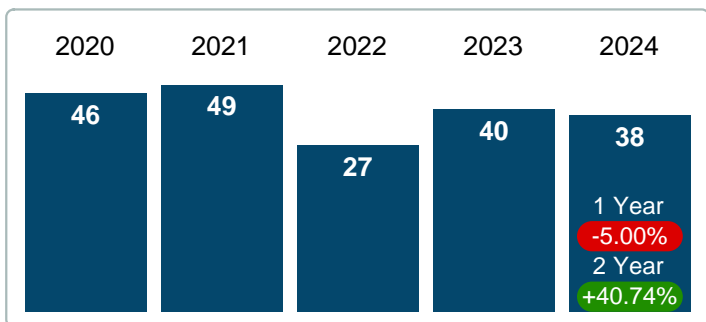
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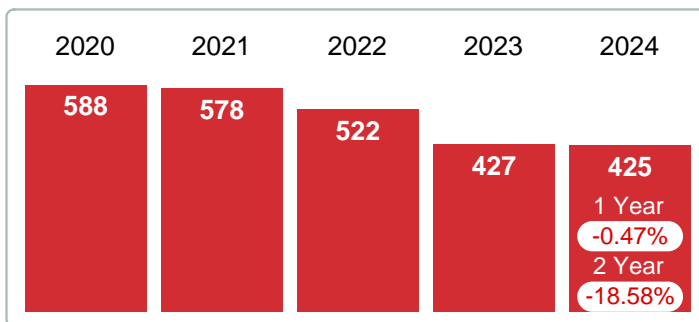
## CLOSED LISTINGS

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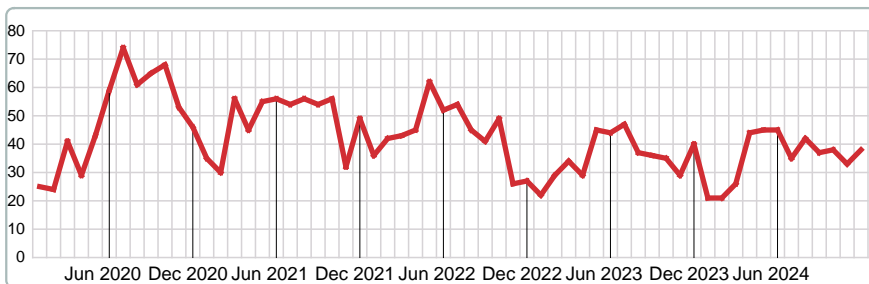
### DECEMBER



### YEAR TO DATE (YTD)

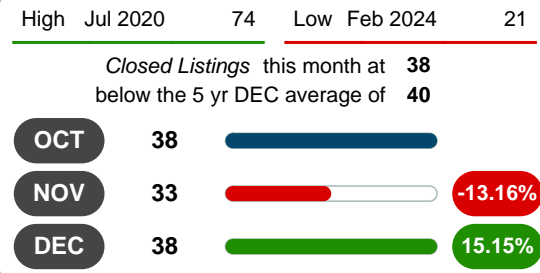


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 40



### 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	1	2.63%	55.0	0	1	0	0
\$75,001 - \$150,000	7	18.42%	59.3	3	3	1	0
\$150,001 - \$175,000	6	15.79%	40.2	1	5	0	0
\$175,001 - \$250,000	9	23.68%	73.2	3	5	1	0
\$250,001 - \$275,000	3	7.89%	36.7	0	3	0	0
\$275,001 - \$425,000	8	21.05%	80.0	1	4	2	1
\$425,001 and up	4	10.53%	68.3	1	2	1	0
<b>Total Closed Units</b>	<b>38</b>			<b>9</b>	<b>23</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,631,400</b>	<b>100%</b>	<b>63.0</b>	<b>2.89M</b>	<b>5.06M</b>	<b>1.39M</b>	<b>294.90K</b>
<b>Average Closed Price</b>	<b>\$253,458</b>			<b>\$321,611</b>	<b>\$219,804</b>	<b>\$277,300</b>	<b>\$294,900</b>

# December 2024



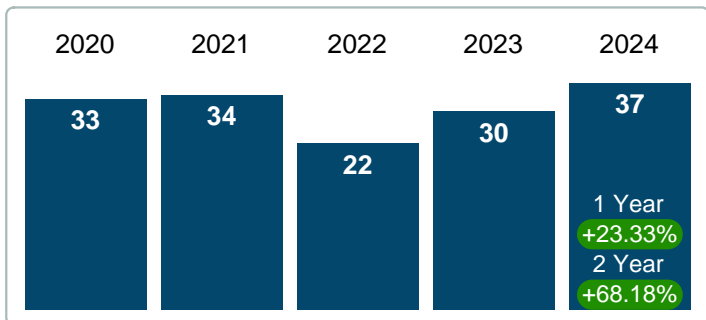
Area Delimited by County Of Cherokee - Residential Property Type



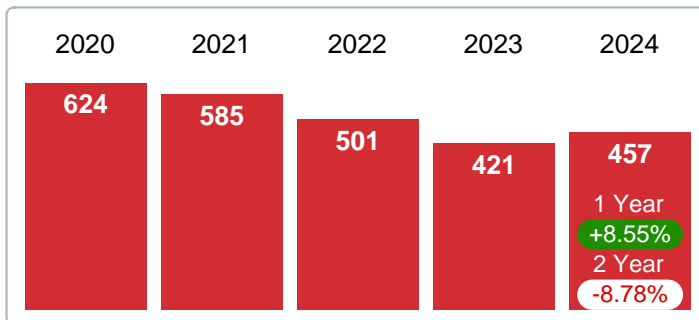
## PENDING LISTINGS

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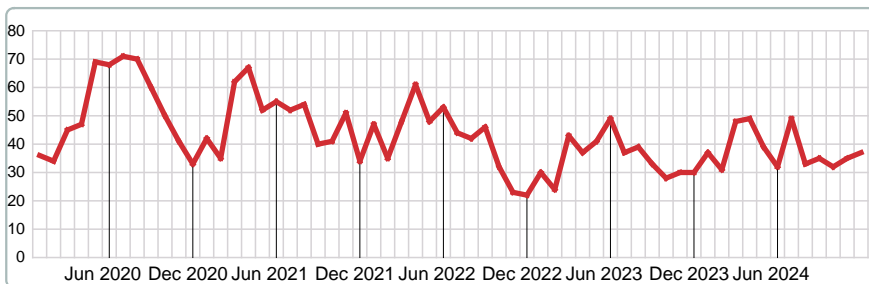
### DECEMBER



### YEAR TO DATE (YTD)

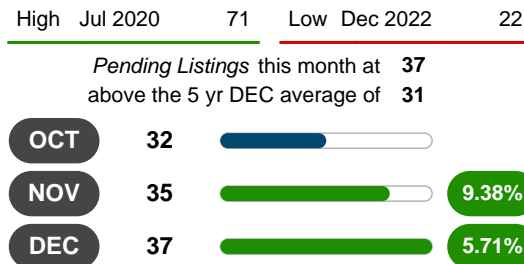


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 31



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.11%	58.0	1	2	0	0
\$75,001 - \$150,000	6	16.22%	49.5	2	4	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$250,000	14	37.84%	38.0	2	9	3	0
\$250,001 - \$325,000	5	13.51%	63.2	0	4	1	0
\$325,001 - \$525,000	6	16.22%	16.0	0	3	2	1
\$525,001 and up	3	8.11%	62.0	0	2	1	0
<b>Total Pending Units</b>	<b>37</b>			<b>5</b>	<b>24</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,659,900</b>	<b>100%</b>	<b>41.3</b>	<b>636.90K</b>	<b>7.12M</b>	<b>2.38M</b>	<b>525.00K</b>
<b>Average Listing Price</b>	<b>\$198,667</b>			<b>\$127,380</b>	<b>\$296,675</b>	<b>\$339,686</b>	<b>\$525,000</b>

# December 2024



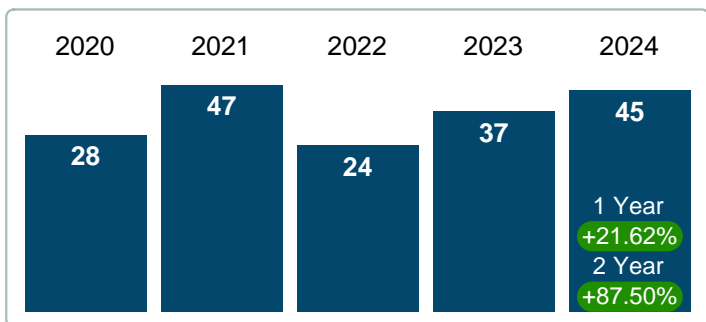
Area Delimited by County Of Cherokee - Residential Property Type



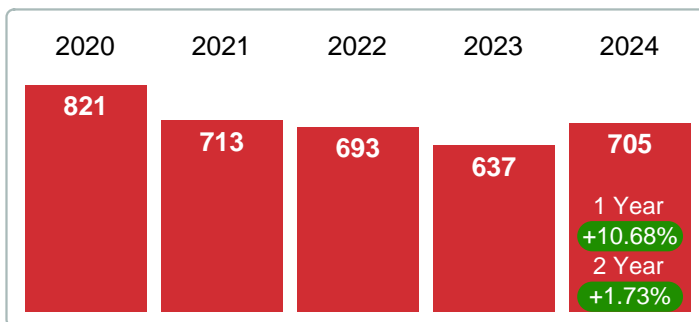
## NEW LISTINGS

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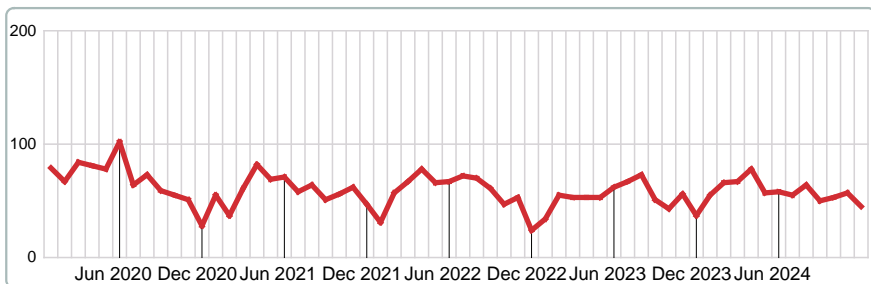
### DECEMBER



### YEAR TO DATE (YTD)

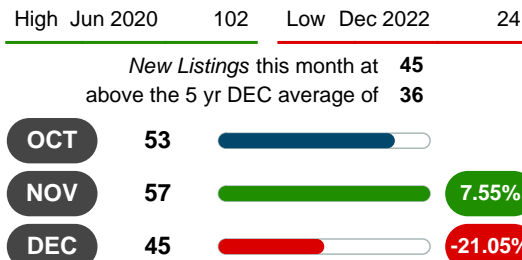


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 36



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$120,000 and less	4	8.89%	2	2	0	0
\$120,001 - \$160,000	5	11.11%	2	3	0	0
\$160,001 - \$180,000	9	20.00%	3	6	0	0
\$180,001 - \$270,000	9	20.00%	1	8	0	0
\$270,001 - \$350,000	8	17.78%	1	6	0	1
\$350,001 - \$460,000	4	8.89%	0	2	1	1
\$460,001 and up	6	13.33%	0	4	1	1
<b>Total New Listed Units</b>	<b>45</b>		<b>9</b>	<b>31</b>	<b>2</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>13,076,600</b>	<b>100%</b>	<b>1.46M</b>	<b>9.41M</b>	<b>927.80K</b>	<b>1.28M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$162,022</b>	<b>\$303,587</b>	<b>\$463,900</b>	<b>\$426,467</b>

# December 2024



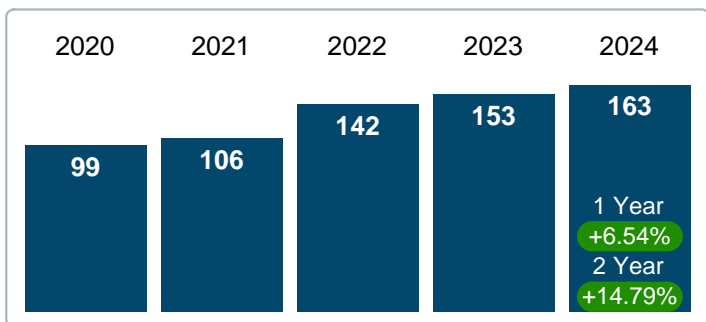
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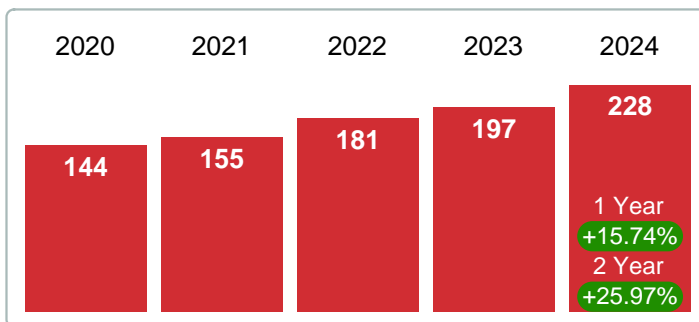
## ACTIVE INVENTORY

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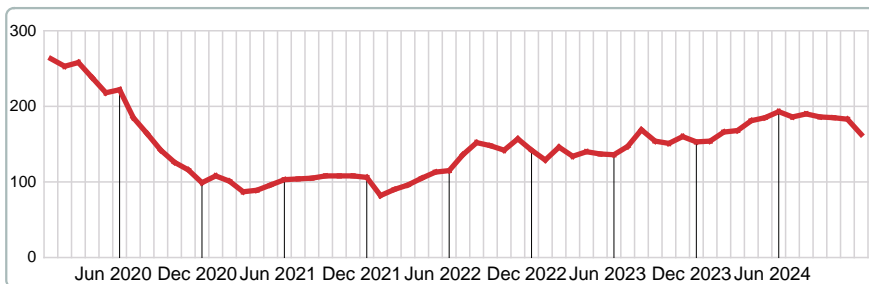
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 133

High Jan 2020 263 Low Jan 2022 82

Inventory this month at 163  
above the 5 yr DEC average of 133



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	16	9.82%	129.1	10	6	0	0
\$125,001 - \$150,000	14	8.59%	83.4	6	6	2	0
\$150,001 - \$200,000	25	15.34%	59.0	9	13	3	0
\$200,001 - \$325,000	42	25.77%	90.8	7	26	7	2
\$325,001 - \$450,000	27	16.56%	87.1	3	15	6	3
\$450,001 - \$675,000	20	12.27%	95.4	1	10	6	3
\$675,001 and up	19	11.66%	92.8	2	8	6	3
<b>Total Active Inventory by Units</b>	<b>163</b>			<b>38</b>	<b>84</b>	<b>30</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>62,363,522</b>	<b>100%</b>	<b>89.2</b>	<b>8.69M</b>	<b>33.48M</b>	<b>13.66M</b>	<b>6.53M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$382,598</b>			<b>\$228,713</b>	<b>\$398,544</b>	<b>\$455,397</b>	<b>\$593,895</b>

# December 2024



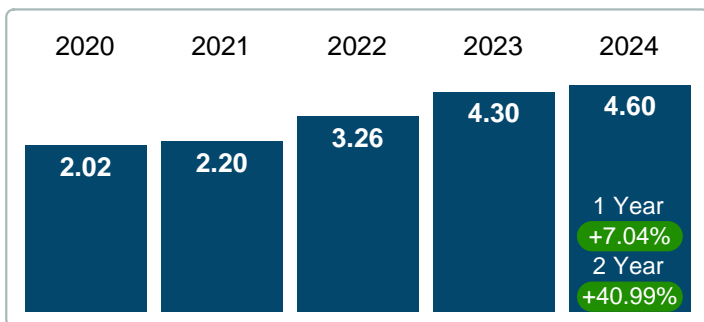
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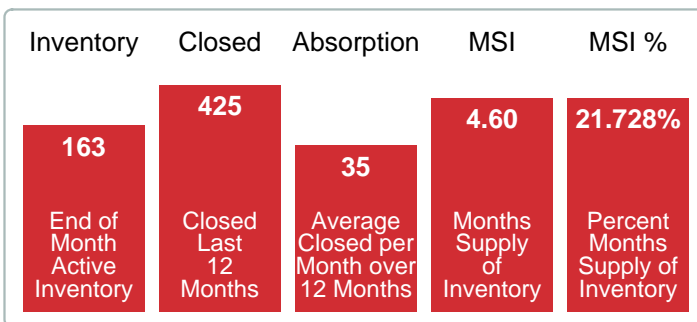
## MONTHS SUPPLY of INVENTORY (MSI)

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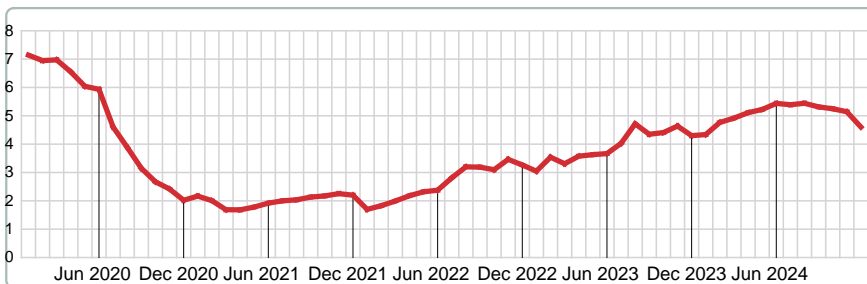
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2024

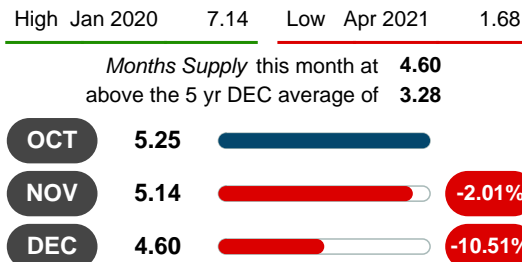


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.28



### 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
\$125,000 and less	16	9.82%	1.90	2.00	1.95	0.00	0.00
\$125,001 - \$150,000	14	8.59%	4.94	8.00	4.00	4.80	0.00
\$150,001 - \$200,000	25	15.34%	3.41	6.75	2.84	2.25	0.00
\$200,001 - \$325,000	42	25.77%	3.88	6.00	3.47	3.50	12.00
\$325,001 - \$450,000	27	16.56%	8.76	18.00	12.86	4.00	12.00
\$450,001 - \$675,000	20	12.27%	10.91	12.00	10.91	7.20	0.00
\$675,001 and up	19	11.66%	17.54	12.00	24.00	12.00	36.00
Market Supply of Inventory (MSI)	4.60			4.38	4.40	4.34	14.67
Total Active Inventory by Units	163	100%	4.60	38	84	30	11

# December 2024



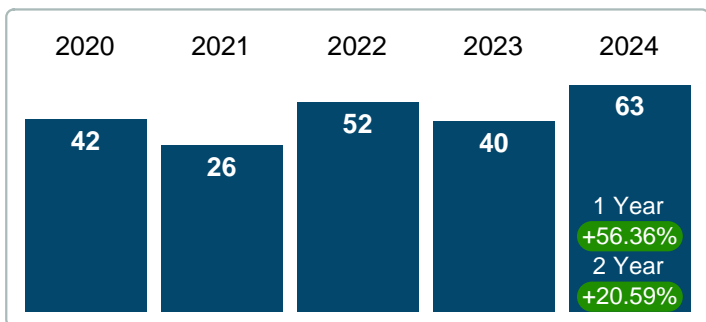
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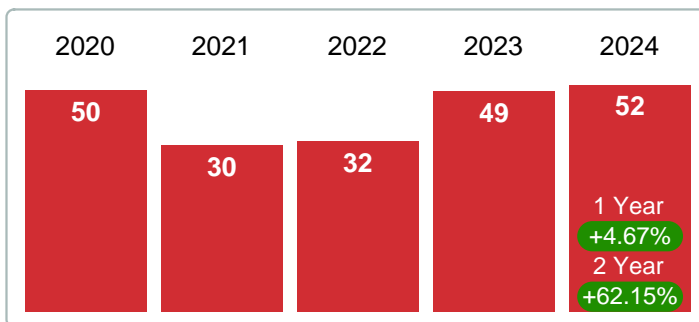
## AVERAGE DAYS ON MARKET TO SALE

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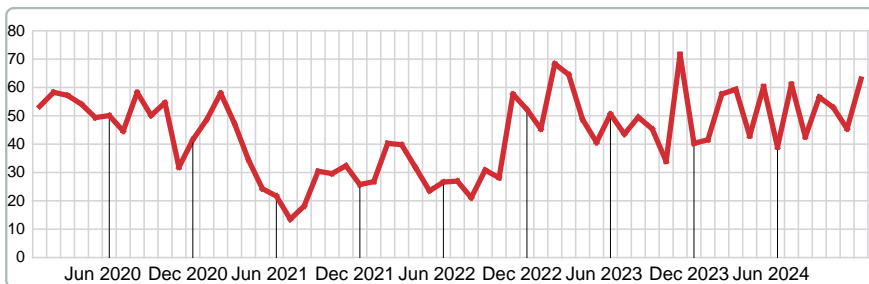
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

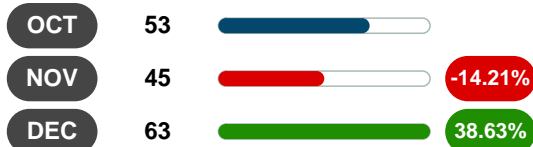


### 3 MONTHS

5 year DEC AVG = 45

High Nov 2023 72 Low Jul 2021 14

Average Days on Market to Sale this month at 63 above the 5 yr DEC average of 45



### 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	2.63%	55	0	55	0	0
\$75,001 - \$150,000	18.42%	59	89	40	30	0
\$150,001 - \$175,000	15.79%	40	51	38	0	0
\$175,001 - \$250,000	23.68%	73	69	51	198	0
\$250,001 - \$275,000	7.89%	37	0	37	0	0
\$275,001 - \$425,000	21.05%	80	7	111	44	102
\$425,001 and up	10.53%	68	107	37	93	0
<b>Average Closed DOM</b>		<b>63</b>	<b>71</b>	<b>54</b>	<b>82</b>	<b>102</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>63</b>	<b>9</b>	<b>23</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,631,400</b>	<b>2.89M</b>	<b>5.06M</b>	<b>1.39M</b>	<b>294.90K</b>



# December 2024



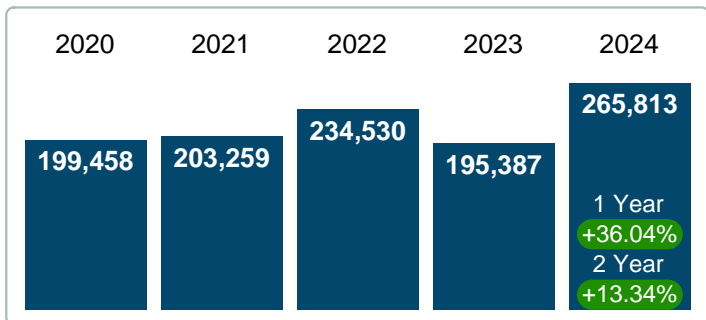
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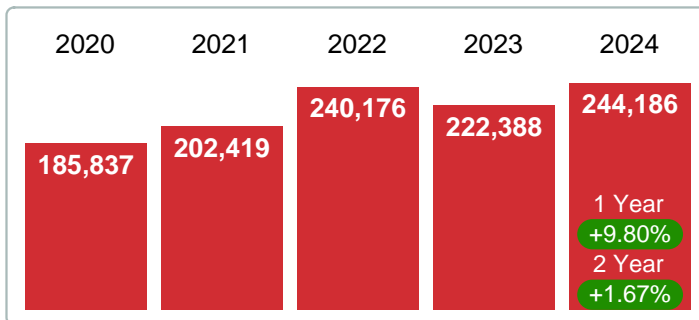
## AVERAGE LIST PRICE AT CLOSING

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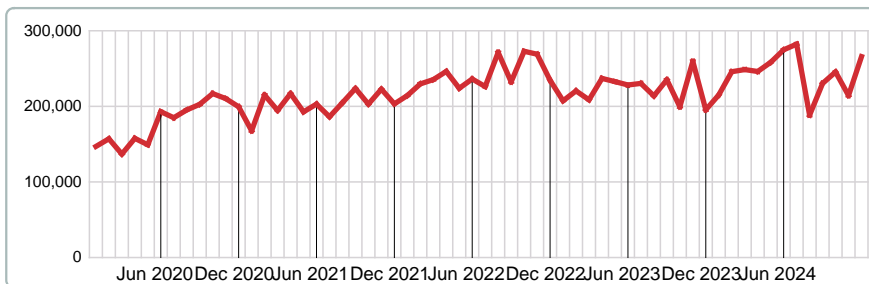
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 219,689

High Jul 2024 282,330 Low Mar 2020 136,886  
 Average List Price at Closing this month at **265,813**  
 above the 5 yr DEC average of **219,689**

- OCT** 245,504
- NOV** 214,354 (-12.69%)
- DEC** 265,813 (24.01%)

### 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	0	0.00%	0	120,000	0	0	
\$75,001 - \$150,000	8	21.05%	107,463	112,633	98,967	104,900	
\$150,001 - \$175,000	5	13.16%	169,980	174,900	175,680	0	
\$175,001 - \$250,000	10	26.32%	204,480	205,000	208,080	186,000	
\$250,001 - \$275,000	2	5.26%	271,000	0	278,667	0	
\$275,001 - \$425,000	9	23.68%	295,522	285,000	289,075	314,750	
\$425,001 and up	4	10.53%	786,200	1,700,000	472,450	499,900	
<b>Average List Price</b>		<b>265,813</b>		<b>345,867</b>	<b>229,257</b>	<b>284,060</b>	<b>294,900</b>
<b>Total Closed Units</b>		<b>38</b>	<b>100%</b>	<b>265,813</b>	<b>9</b>	<b>23</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>10,100,900</b>			<b>3.11M</b>	<b>5.27M</b>	<b>1.42M</b>



# December 2024



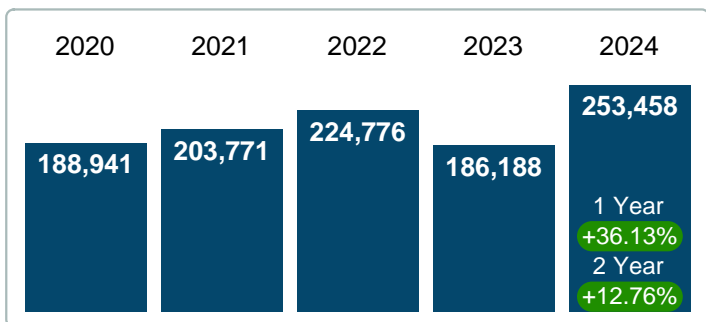
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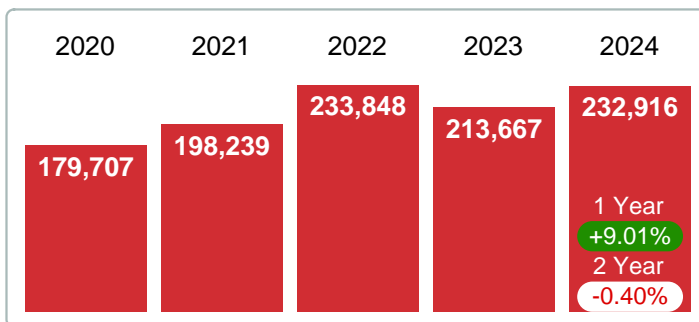
## AVERAGE SOLD PRICE AT CLOSING

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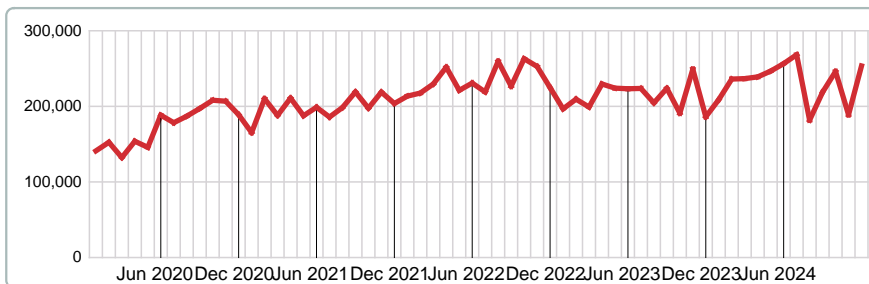
### DECEMBER



### YEAR TO DATE (YTD)

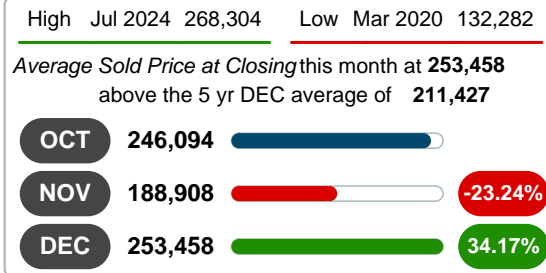


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 211,427



### 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	1	2.63%	75,000	0	75,000	0	0
\$75,001 - \$150,000	7	18.42%	104,143	108,333	97,833	110,500	0
\$150,001 - \$175,000	6	15.79%	167,750	173,000	166,700	0	0
\$175,001 - \$250,000	9	23.68%	200,544	203,833	201,480	186,000	0
\$250,001 - \$275,000	3	7.89%	264,433	0	264,433	0	0
\$275,001 - \$425,000	8	21.05%	292,838	285,000	286,950	307,500	294,900
\$425,001 and up	4	10.53%	720,000	1,500,000	452,500	475,000	0
Average Sold Price			253,458	321,611	219,804	277,300	294,900
Total Closed Units		100%	253,458	9	23	5	1
Total Closed Volume			9,631,400	2.89M	5.06M	1.39M	294.90K

# December 2024



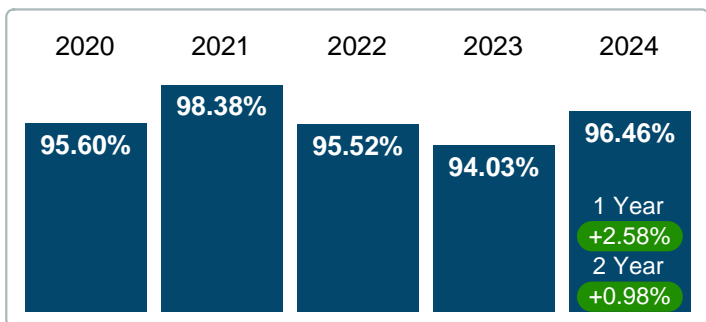
Area Delimited by County Of Cherokee - Residential Property Type



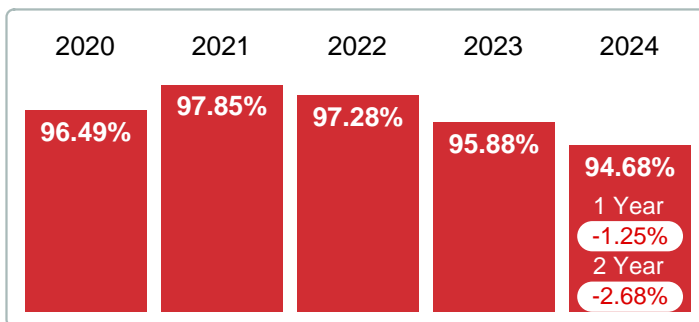
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 13, 2025 for MLS Technology Inc.

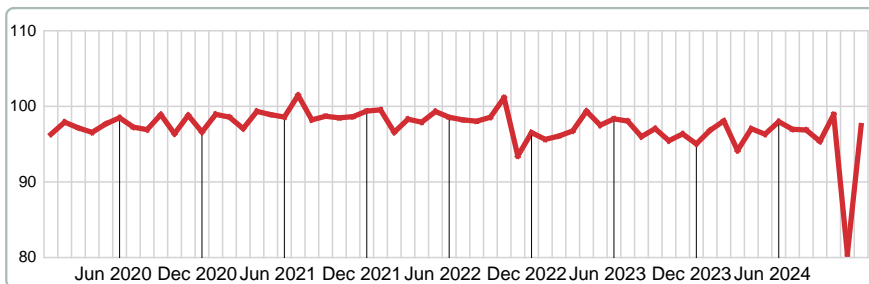
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

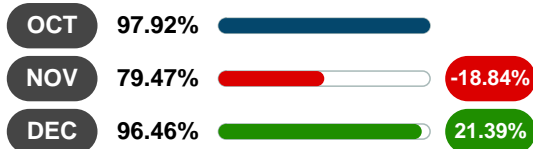


### 3 MONTHS

5 year DEC AVG = 96.00%

High Jul 2021 100.47% Low Nov 2024 79.47%

Average Sold/List Ratio this month at **96.46%** equal to 5 yr DEC average of **96.00%**



### 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	1	2.63%	62.50%	0.00%	62.50%	0.00%	0.00%
\$75,001 - \$150,000	7	18.42%	98.66%	96.50%	98.58%	105.34%	0.00%
\$150,001 - \$175,000	6	15.79%	95.69%	98.91%	95.05%	0.00%	0.00%
\$175,001 - \$250,000	9	23.68%	98.43%	99.92%	97.22%	100.00%	0.00%
\$250,001 - \$275,000	3	7.89%	94.94%	0.00%	94.94%	0.00%	0.00%
\$275,001 - \$425,000	8	21.05%	99.04%	100.00%	99.25%	97.64%	100.00%
\$425,001 and up	4	10.53%	93.82%	88.24%	96.01%	95.02%	0.00%
Average Sold/List Ratio		96.50%		97.38%	95.37%	99.13%	100.00%
Total Closed Units		38	100%	9	23	5	1
Total Closed Volume		9,631,400		2.89M	5.06M	1.39M	294.90K

# December 2024



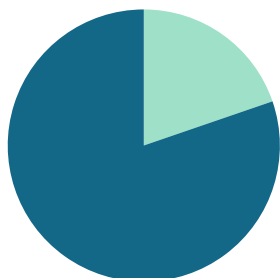
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 13, 2025 for MLS Technology Inc.

### INVENTORY

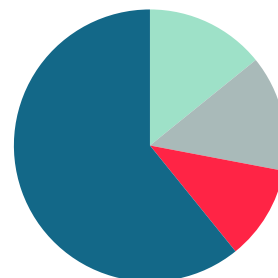


**Inventory**  
 New Listings  
**45 = 19.74%**  
 Start Inventory  
**183**  
 Total Inventory Units  
**228**  
 Volume  
**\$85,584,822**

### Market Activity

Closed Sales  
**38 = 14.18%**  
 Pending Sales  
**37 = 13.81%**  
 Other Off Market  
**30 = 11.19%**  
 Active Inventory  
**163 = 60.82%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	40	38	-5.00%	427	425	-0.47%
Pending Sales	30	37	23.33%	421	457	8.55%
New Listings	37	45	21.62%	637	705	10.68%
Average List Price	195,387	265,813	36.04%	222,388	244,186	9.80%
Average Sale Price	186,188	253,458	36.13%	213,667	232,916	9.01%
Average Percent of Selling Price to List Price	94.03%	96.46%	2.58%	95.88%	94.68%	-1.25%
Average Days on Market to Sale	40.28	62.97	56.36%	49.25	51.55	4.67%
Monthly Inventory	153	163	6.54%	153	163	6.54%
Months Supply of Inventory	4.30	4.60	7.04%	4.30	4.60	7.04%

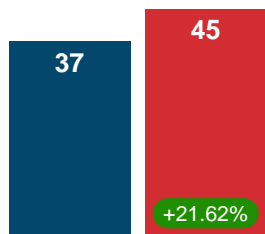
**Absorption:** Last 12 months, an Average of **35** Sales/Month

**Inventory** on December 31, 2024 = **163** 2023 2024

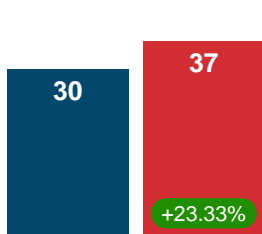
### DECEMBER MARKET

### AVERAGE PRICES

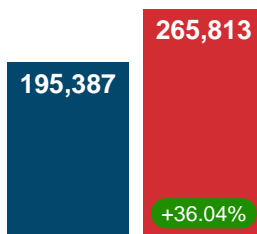
#### New Listings



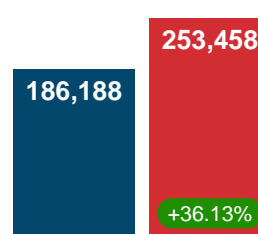
#### Pending Listings



#### List Price



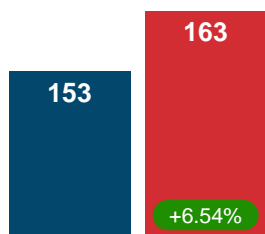
#### Sale Price



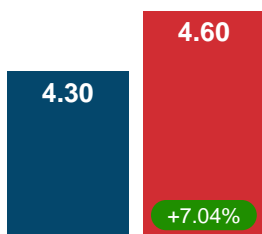
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

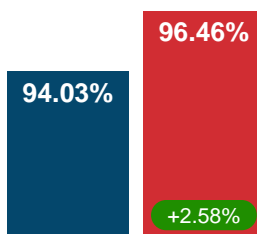
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

