

# December 2024



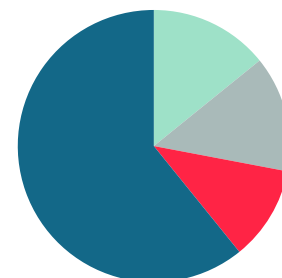
Area Delimited by County Of Cherokee - Residential Property Type



## 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%
Median List Price	173,900	203,000	16.73%
Median Sale Price	164,950	194,000	17.61%
Median Percent of Selling Price to List Price	95.51%	98.37%	3.00%
Median Days on Market to Sale	18.50	49.00	164.86%
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.

#### 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 **17.61%** in December 2024 to \$194,000 versus the previous year at \$164,950.

#### Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 30.50 days or **164.86%** in December 2024 compared to last year's same month at **18.50** DOM.

#### Sales Success for December 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 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>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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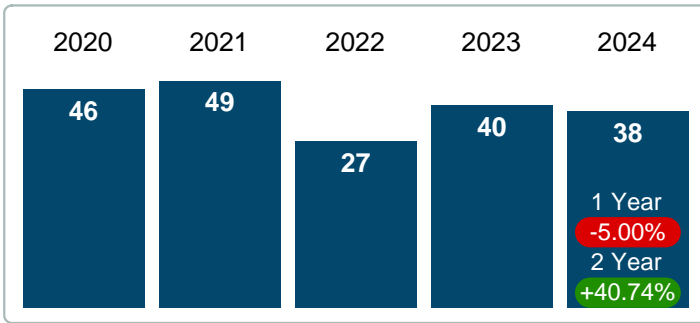
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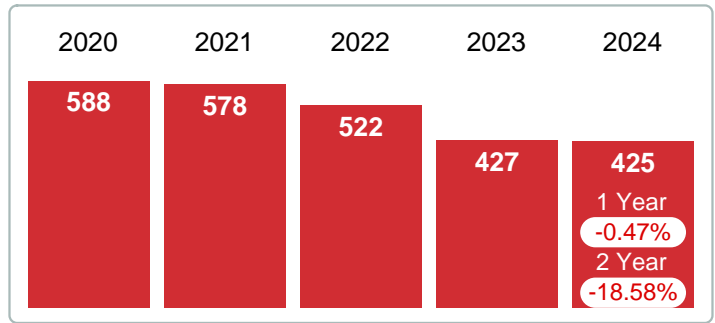
## CLOSED LISTINGS

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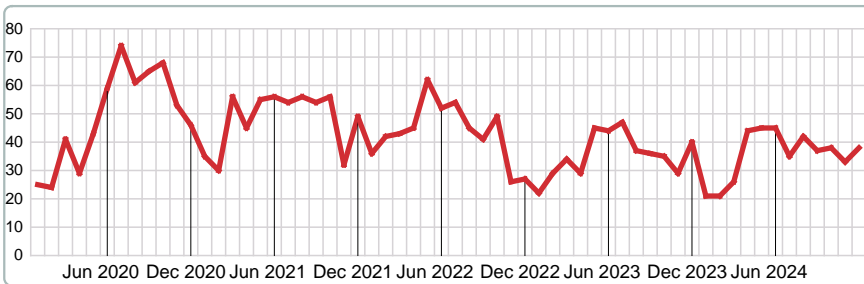
### DECEMBER



### YEAR TO DATE (YTD)

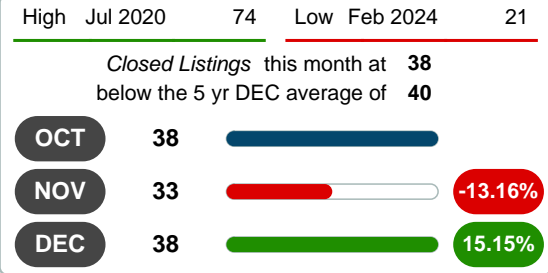


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	47.0	3	3	1	0
\$150,001 - \$175,000	6	15.79%	45.0	1	5	0	0
\$175,001 - \$250,000	9	23.68%	89.0	3	5	1	0
\$250,001 - \$275,000	3	7.89%	11.0	0	3	0	0
\$275,001 - \$425,000	8	21.05%	43.0	1	4	2	1
\$425,001 and up	4	10.53%	74.0	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>49.0</b>	<b>2.89M</b>	<b>5.06M</b>	<b>1.39M</b>	<b>294.90K</b>
<b>Median Closed Price</b>	<b>\$194,000</b>			<b>\$178,500</b>	<b>\$190,000</b>	<b>\$285,000</b>	<b>\$294,900</b>

# December 2024



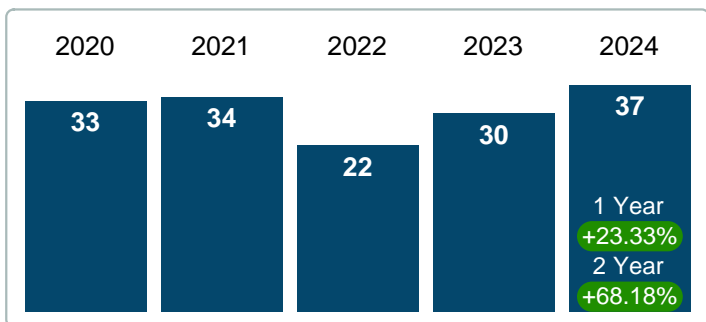
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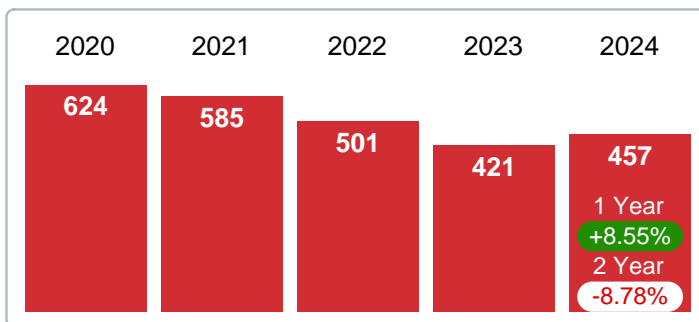
## PENDING LISTINGS

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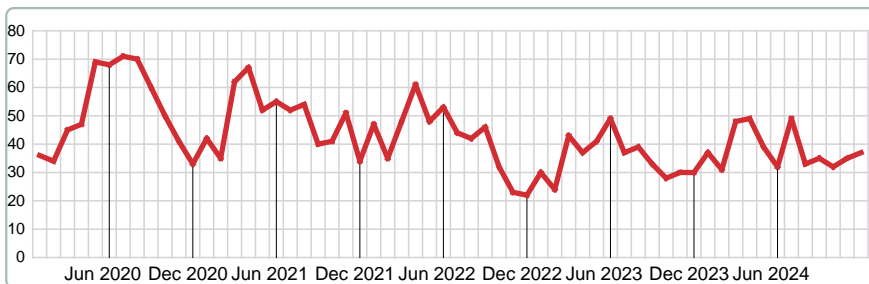
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

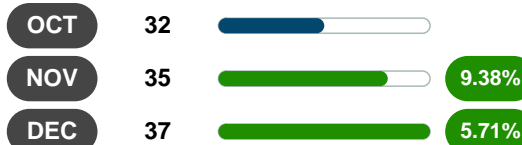


### 3 MONTHS

5 year DEC AVG = 31

High Jul 2020 71 Low Dec 2022 22

Pending Listings this month at 37 above the 5 yr DEC average of 31



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.11%	85.0	1	2	0	0
\$75,001 - \$150,000	6	16.22%	42.5	2	4	0	0
\$150,001 - \$150,000	0	0.00%	42.5	0	0	0	0
\$150,001 - \$250,000	14	37.84%	22.0	2	9	3	0
\$250,001 - \$325,000	5	13.51%	45.0	0	4	1	0
\$325,001 - \$525,000	6	16.22%	16.5	0	3	2	1
\$525,001 and up	3	8.11%	61.0	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>34.0</b>	<b>636.90K</b>	<b>7.12M</b>	<b>2.38M</b>	<b>525.00K</b>
<b>Median Listing Price</b>	<b>\$195,000</b>			<b>\$147,900</b>	<b>\$184,500</b>	<b>\$258,000</b>	<b>\$525,000</b>

# December 2024



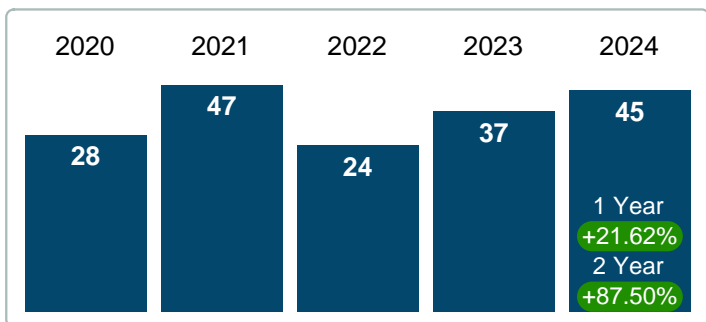
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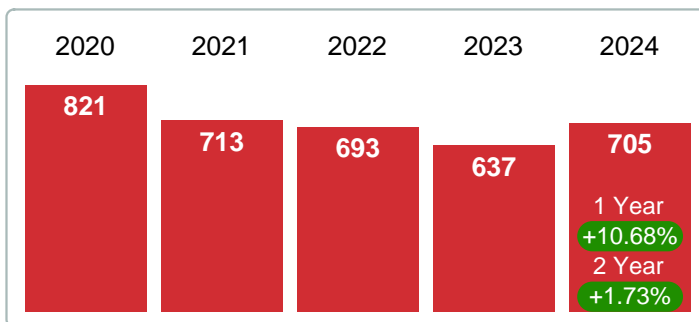
## NEW LISTINGS

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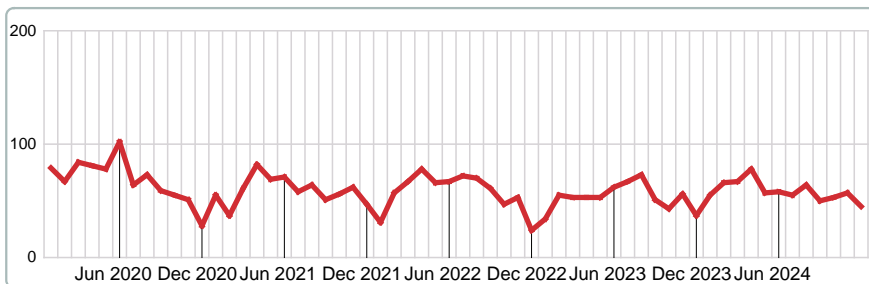
### DECEMBER



### YEAR TO DATE (YTD)

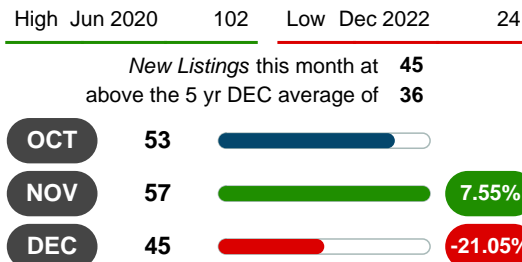


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$125,000 and less	5	11.11%	2	3	0	0
\$125,001 - \$150,000	3	6.67%	2	1	0	0
\$150,001 - \$175,000	7	15.56%	2	5	0	0
\$175,001 - \$275,000	12	26.67%	2	10	0	0
\$275,001 - \$350,000	8	17.78%	1	6	0	1
\$350,001 - \$450,000	3	6.67%	0	2	0	1
\$450,001 and up	7	15.56%	0	4	2	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>Median New Listed Listing Price</b>	<b>\$200,000</b>		<b>\$165,000</b>	<b>\$217,500</b>	<b>\$463,900</b>	<b>\$439,400</b>

# December 2024



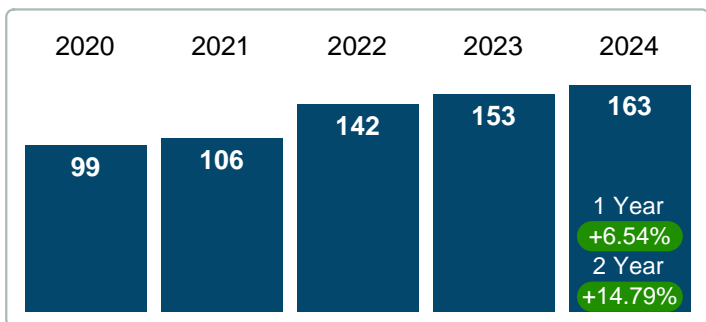
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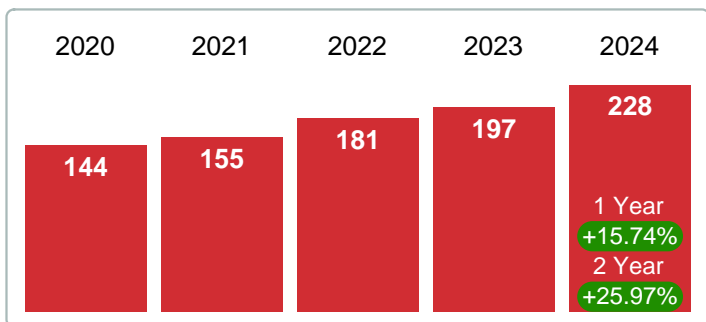
## ACTIVE INVENTORY

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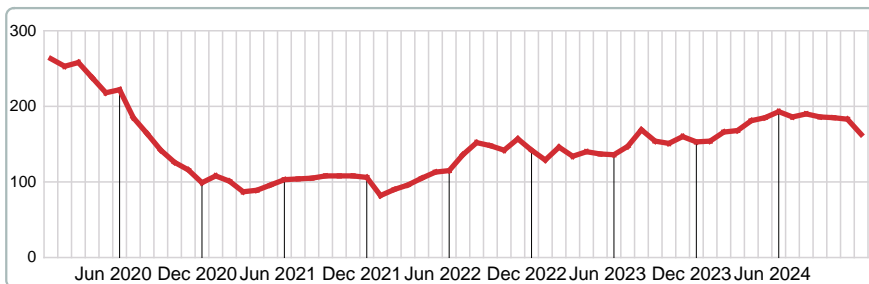
### END OF DECEMBER



### 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**

- OCT** 185
- NOV** 183 -1.08%
- DEC** 163 -10.93%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	16	9.82%	97.5	10	6	0	0
\$125,001 - \$150,000	14	8.59%	69.0	6	6	2	0
\$150,001 - \$200,000	25	15.34%	47.0	9	13	3	0
\$200,001 - \$325,000	42	25.77%	87.0	7	26	7	2
\$325,001 - \$450,000	27	16.56%	77.0	3	15	6	3
\$450,001 - \$675,000	20	12.27%	72.0	1	10	6	3
\$675,001 and up	19	11.66%	95.0	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>75.0</b>	<b>8.69M</b>	<b>33.48M</b>	<b>13.66M</b>	<b>6.53M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$280,000</b>			<b>\$169,500</b>	<b>\$279,950</b>	<b>\$349,950</b>	<b>\$499,900</b>

# December 2024



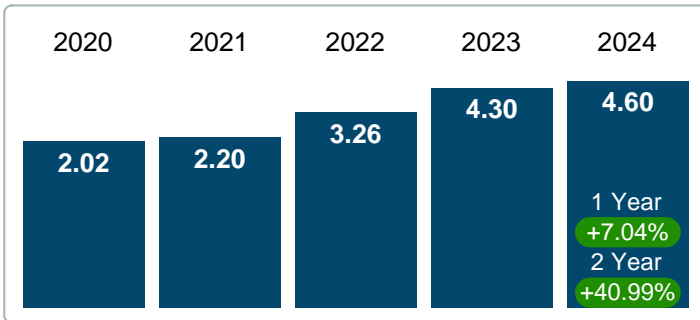
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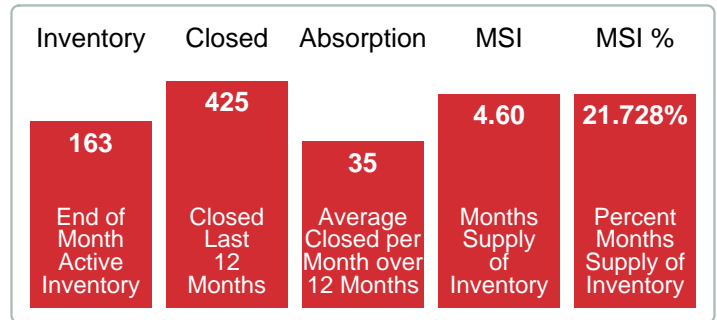
## MONTHS SUPPLY of INVENTORY (MSI)

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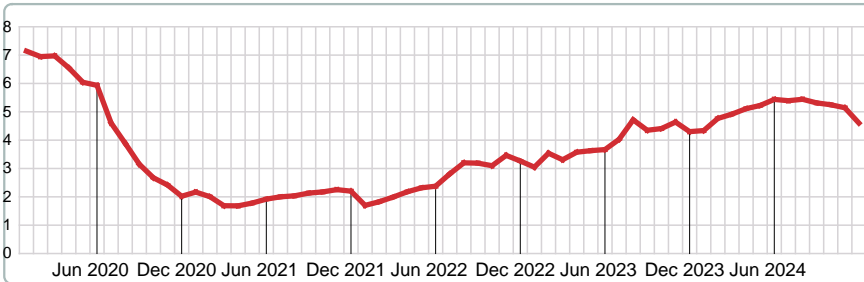
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2024

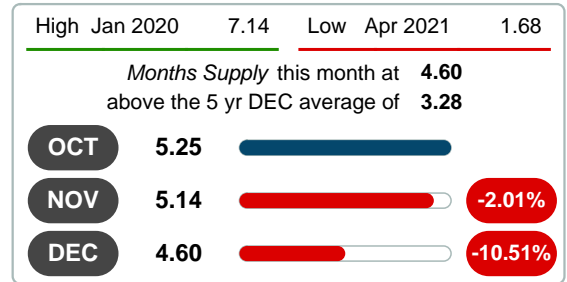


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	100%	4.60	4.38	4.40	4.34	14.67
Total Active Inventory by Units	163			38	84	30	11

# December 2024



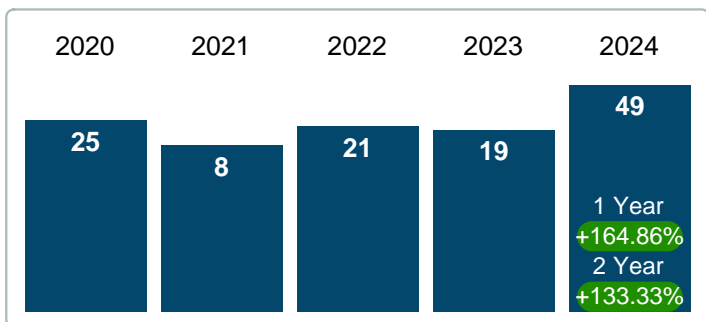
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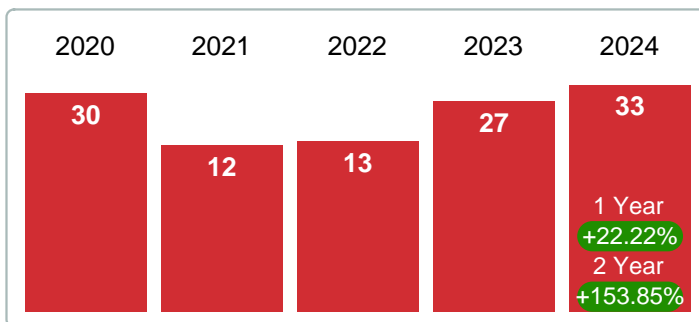
## MEDIAN DAYS ON MARKET TO SALE

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### DECEMBER



### YEAR TO DATE (YTD)

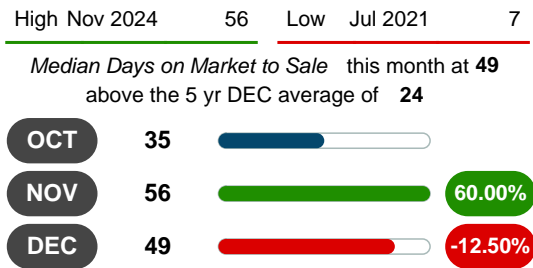


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 24



### 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	1	2.63%	55	0	55	0	0
\$75,001 - \$150,000	7	18.42%	47	104	43	30	0
\$150,001 - \$175,000	6	15.79%	45	51	39	0	0
\$175,001 - \$250,000	9	23.68%	89	97	8	198	0
\$250,001 - \$275,000	3	7.89%	11	0	11	0	0
\$275,001 - \$425,000	8	21.05%	43	7	43	44	102
\$425,001 and up	4	10.53%	74	107	37	93	0
Median Closed DOM			49	97	43	73	102
Total Closed Units		100%	49.0	9	23	5	1
Total Closed Volume			9,631,400	2.89M	5.06M	1.39M	294.90K

# December 2024



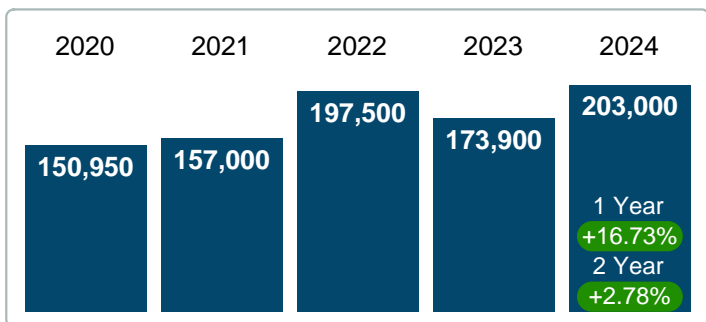
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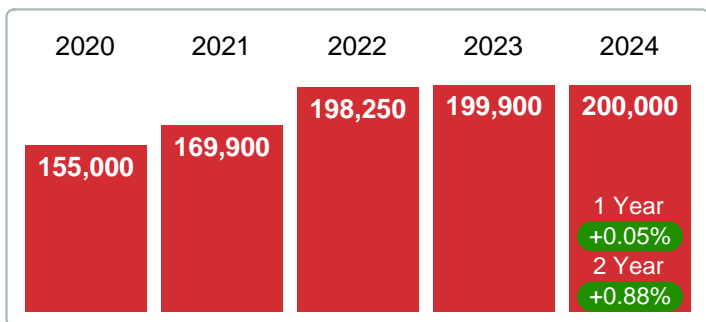
## MEDIAN LIST PRICE AT CLOSING

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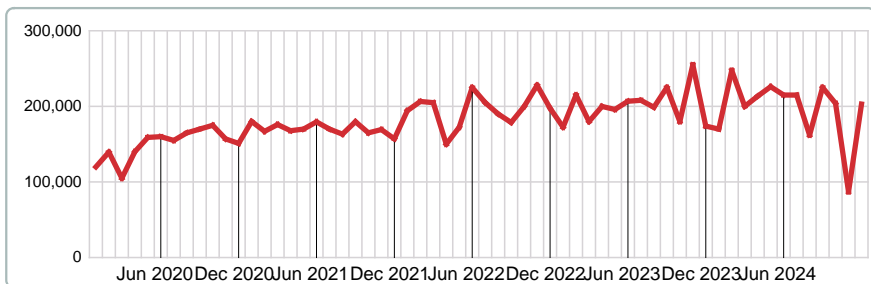
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 176,470

High Nov 2023 255,000    Low Nov 2024 87,000

Median List Price at Closing this month at **203,000**  
above the 5 yr DEC average of **176,470**

OCT	203,950	
NOV	87,000	-57.34%
DEC	203,000	133.33%

### 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	0	0.00%	74	0	0	0	
\$75,001 - \$150,000	8	21.05%	104,950	105,000	105,500	104,900	
\$150,001 - \$175,000	5	13.16%	170,000	174,950	165,000	0	
\$175,001 - \$250,000	10	26.32%	194,950	220,000	189,900	186,000	
\$250,001 - \$275,000	2	5.26%	271,000	0	271,000	0	
\$275,001 - \$425,000	9	23.68%	294,000	285,000	284,500	314,750	
\$425,001 and up	4	10.53%	499,900	1,700,000	472,450	499,900	
Median List Price		203,000		175,000	206,000	294,500	
Total Closed Units		38	100%	203,000	9	23	5
Total Closed Volume		10,100,900			3.11M	5.27M	1.42M



# December 2024



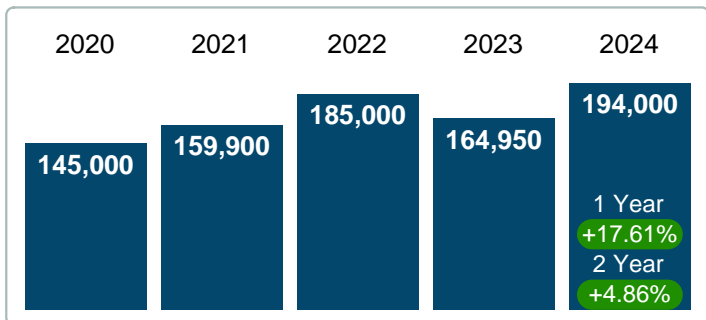
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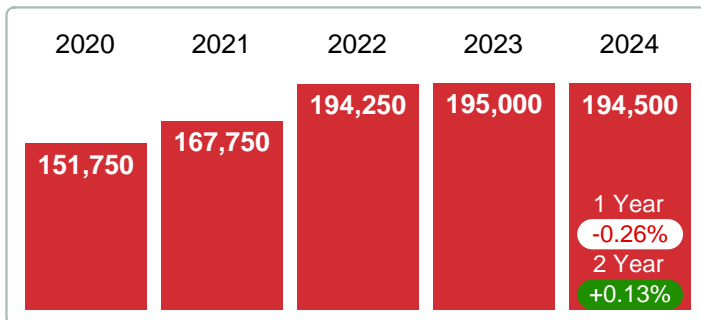
## MEDIAN SOLD PRICE AT CLOSING

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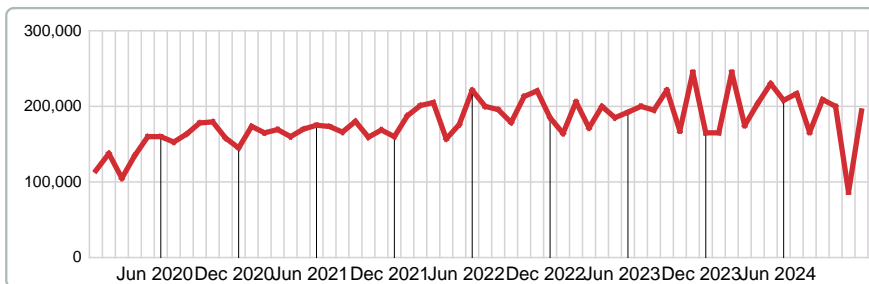
### DECEMBER



### YEAR TO DATE (YTD)

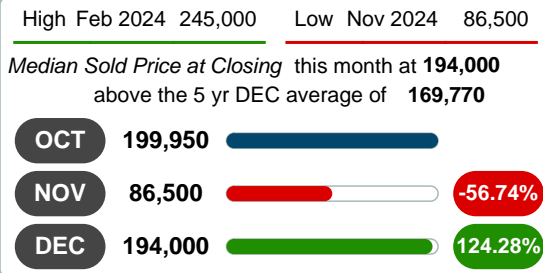


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 169,770



### 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	1	2.63%	75,000	0	75,000	0	0
\$75,001 - \$150,000	7	18.42%	100,000	100,000	91,000	110,500	0
\$150,001 - \$175,000	6	15.79%	169,750	173,000	167,000	0	0
\$175,001 - \$250,000	9	23.68%	190,000	208,000	190,000	186,000	0
\$250,001 - \$275,000	3	7.89%	260,000	0	260,000	0	0
\$275,001 - \$425,000	8	21.05%	285,000	285,000	279,900	307,500	294,900
\$425,001 and up	4	10.53%	467,500	1,500,000	452,500	475,000	0
Median Sold Price			194,000	178,500	190,000	285,000	294,900
Total Closed Units		100%	194,000	9	23	5	1
Total Closed Volume			9,631,400	2.89M	5.06M	1.39M	294.90K

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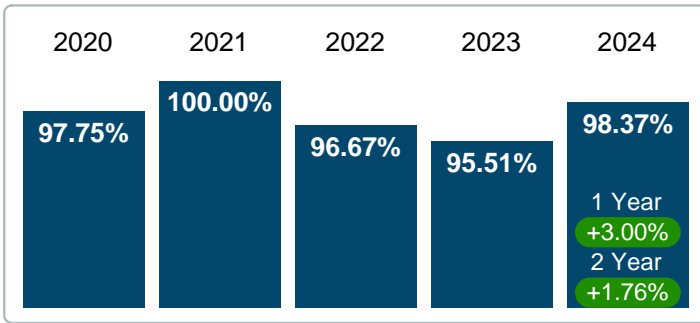
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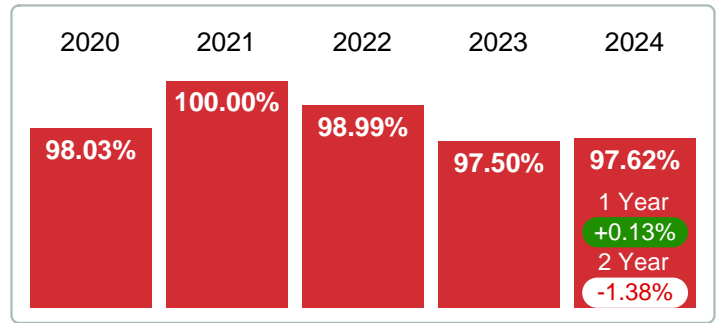
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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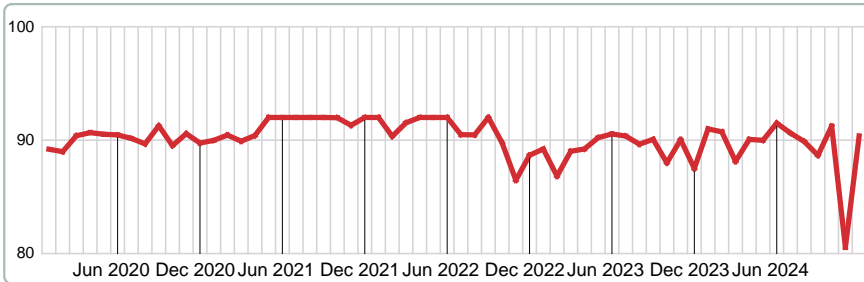
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 97.66%

High Sep 2022 100.00% Low Nov 2024 88.55%

Median Sold/List Ratio this month at **98.37%**  
equal to 5 yr DEC average of **97.66%**



### 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	<div style="width: 2.63%;"></div> 1	2.63%	62.50%	0.00%	62.50%	0.00%	0.00%
\$75,001 - \$150,000	<div style="width: 18.42%;"></div> 7	18.42%	100.00%	95.24%	100.00%	105.34%	0.00%
\$150,001 - \$175,000	<div style="width: 15.79%;"></div> 6	15.79%	95.78%	98.91%	93.33%	0.00%	0.00%
\$175,001 - \$250,000	<div style="width: 23.68%;"></div> 9	23.68%	100.00%	102.00%	100.00%	100.00%	0.00%
\$250,001 - \$275,000	<div style="width: 7.89%;"></div> 3	7.89%	94.55%	0.00%	94.55%	0.00%	0.00%
\$275,001 - \$425,000	<div style="width: 21.05%;"></div> 8	21.05%	100.00%	100.00%	100.00%	97.64%	100.00%
\$425,001 and up	<div style="width: 10.53%;"></div> 4	10.53%	93.52%	88.24%	96.01%	95.02%	0.00%
Median Sold/List Ratio	98.37%			98.91%	97.01%	98.51%	100.00%
Total Closed Units	38	100%	98.37%	9	23	5	1
Total Closed Volume	9,631,400			2.89M	5.06M	1.39M	294.90K

# December 2024



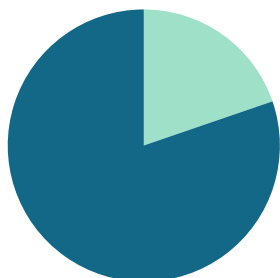
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

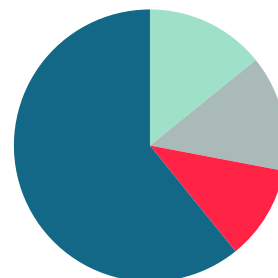


**Inventory**  
 New Listings  
**45 = 19.74%**  
 Start Inventory  
**183**  
 Total Inventory Units  
**228**  
 Volume  
**\$85,584,822**

### 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%
Median List Price	173,900	203,000	16.73%	199,900	200,000	0.05%
Median Sale Price	164,950	194,000	17.61%	195,000	194,500	-0.26%
Median Percent of Selling Price to List Price	95.51%	98.37%	3.00%	97.50%	97.62%	0.13%
Median Days on Market to Sale	18.50	49.00	164.86%	27.00	33.00	22.22%
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

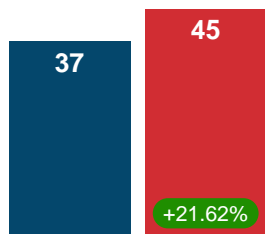
**Inventory** on December 31, 2024 = **163**

**2023** **2024**

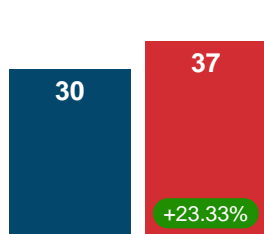
### DECEMBER MARKET

### MEDIAN PRICES

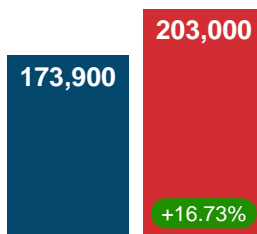
#### New Listings



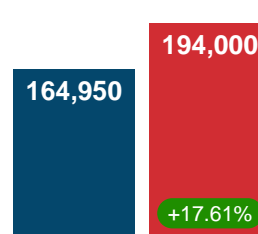
#### Pending Listings



#### List Price



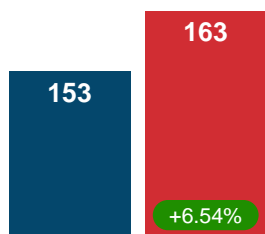
#### Sale Price



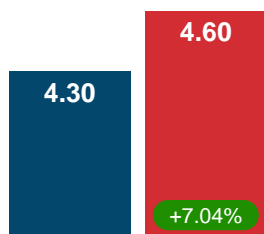
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

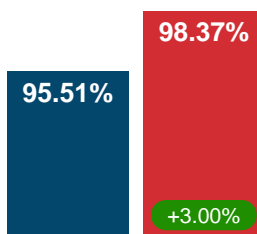
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

