

# July 2025



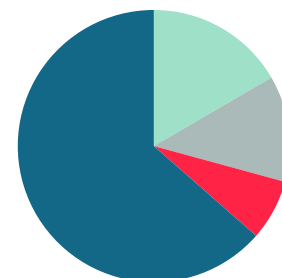
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2025 for MLS Technology Inc.

Compared Metrics	2024	July 2025	+/-%
Closed Listings	35	46	31.43%
Pending Listings	49	35	-28.57%
New Listings	55	59	7.27%
Average List Price	282,330	253,711	-10.14%
Average Sale Price	268,304	247,198	-7.87%
Average Percent of Selling Price to List Price	95.96%	96.96%	1.04%
Average Days on Market to Sale	61.14	53.48	-12.54%
End of Month Inventory	187	176	-5.88%
Months Supply of Inventory	5.42	4.70	-13.22%



■ Closed (16.61%)  
■ Pending (12.64%)  
■ Other OffMarket (7.22%)  
■ Active (63.54%)

**Absorption:** Last 12 months, an Average of **37** Sales/Month  
**Active Inventory** as of July 31, 2025 = **176**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2025 decreased **5.88%** to 176 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **4.70** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.87%** in July 2025 to \$247,198 versus the previous year at \$268,304.

#### Average Days on Market Shortens

The average number of **53.48** days that homes spent on the market before selling decreased by 7.66 days or **12.54%** in July 2025 compared to last year's same month at **61.14** DOM.

#### Sales Success for July 2025 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 59 New Listings in July 2025, up **7.27%** from last year at 55. Furthermore, there were 46 Closed Listings this month versus last year at 35, a **31.43%** increase.

Closed versus Listed trends yielded a **78.0%** ratio, up from previous year's, July 2024, at **63.6%**, a **22.52%** upswing. This will certainly create pressure on a decreasing 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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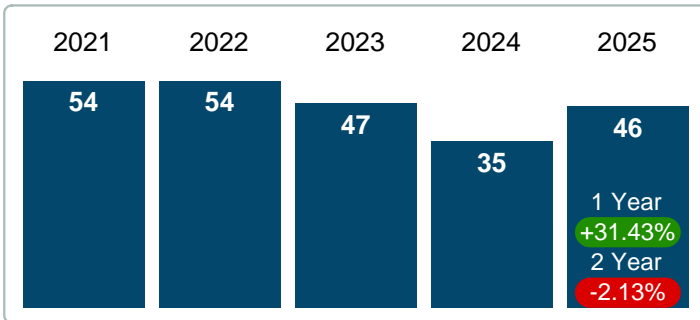
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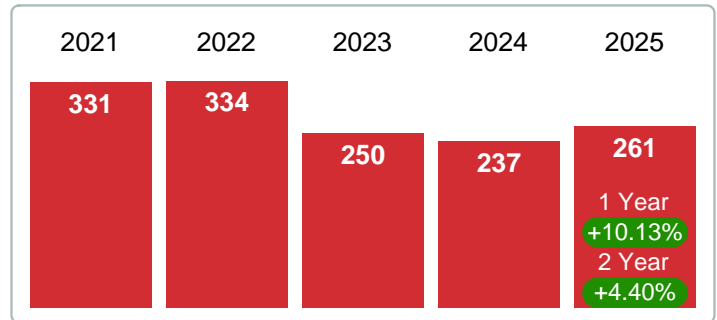
## CLOSED LISTINGS

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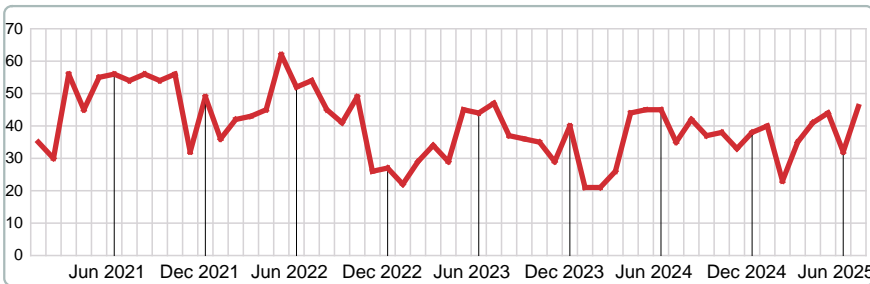
### JULY



### YEAR TO DATE (YTD)

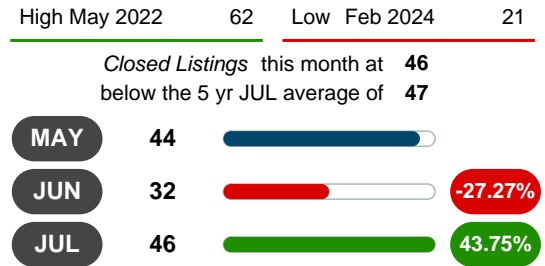


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 47



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	6.52%	92.0	2	1	0	0
\$100,001 - \$125,000	4	8.70%	16.3	2	2	0	0
\$125,001 - \$175,000	8	17.39%	84.6	6	2	0	0
\$175,001 - \$225,000	9	19.57%	39.2	2	6	1	0
\$225,001 - \$275,000	8	17.39%	17.0	2	5	0	1
\$275,001 - \$375,000	9	19.57%	56.3	0	4	4	1
\$375,001 and up	5	10.87%	89.2	0	2	3	0
<b>Total Closed Units</b>	<b>46</b>			<b>14</b>	<b>22</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,371,098</b>	<b>100%</b>	<b>53.5</b>	<b>2.14M</b>	<b>5.40M</b>	<b>3.31M</b>	<b>529.10K</b>
<b>Average Closed Price</b>	<b>\$247,198</b>			<b>\$152,714</b>	<b>\$245,318</b>	<b>\$413,375</b>	<b>\$264,550</b>

# July 2025



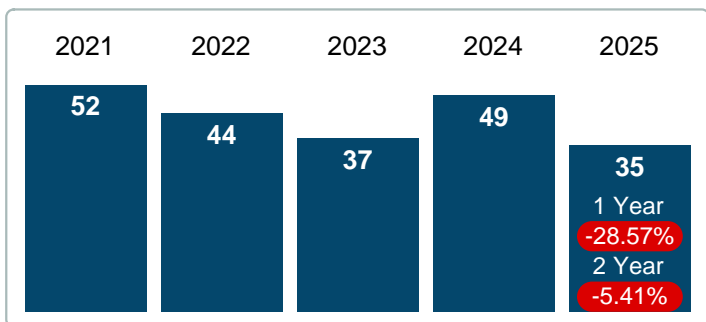
Area Delimited by County Of Cherokee - Residential Property Type



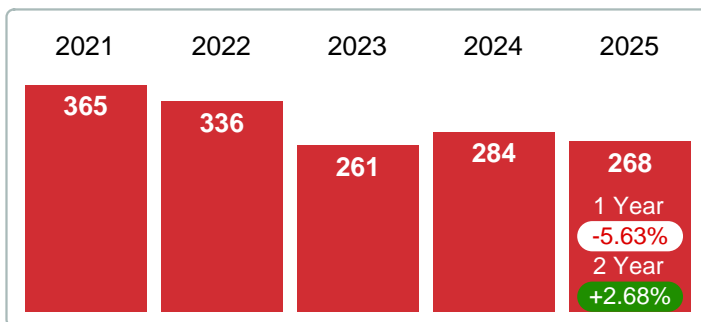
## PENDING LISTINGS

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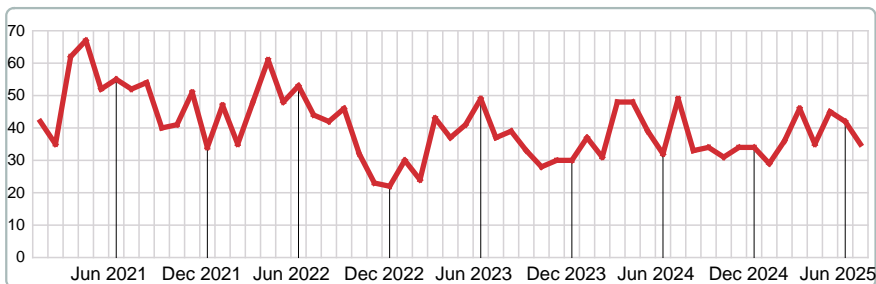
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

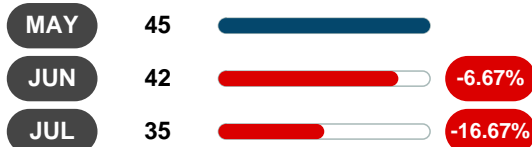


### 3 MONTHS

5 year JUL AVG = 43

High Apr 2021 67 Low Dec 2022 22

Pending Listings this month at 35 below the 5 yr JUL average of 43



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	5.71%	58.5	1	1	0	0
\$100,001 - \$200,000	4	11.43%	28.8	2	1	1	0
\$200,001 - \$250,000	8	22.86%	35.0	2	5	1	0
\$250,001 - \$275,000	5	14.29%	51.4	0	5	0	0
\$275,001 - \$300,000	8	22.86%	67.4	1	5	2	0
\$300,001 - \$400,000	3	8.57%	36.0	1	0	2	0
\$400,001 and up	5	14.29%	58.8	0	2	1	2
<b>Total Pending Units</b>	<b>35</b>			<b>7</b>	<b>19</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>9,710,998</b>	<b>100%</b>	<b>48.9</b>	<b>1.44M</b>	<b>5.11M</b>	<b>2.05M</b>	<b>1.12M</b>
<b>Average Listing Price</b>	<b>\$277,457</b>			<b>\$205,486</b>	<b>\$268,695</b>	<b>\$292,628</b>	<b>\$559,500</b>

# July 2025



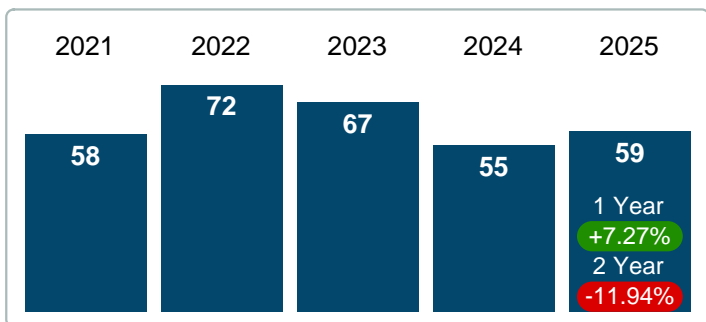
Area Delimited by County Of Cherokee - Residential Property Type



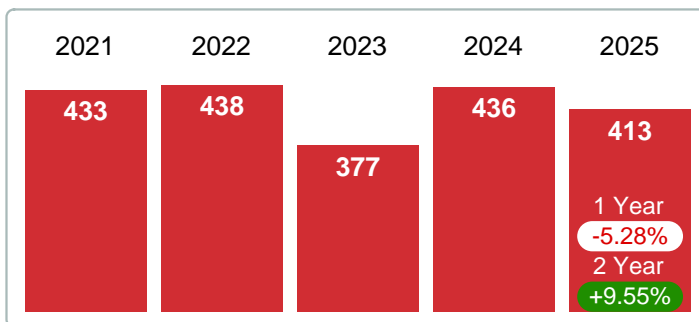
## NEW LISTINGS

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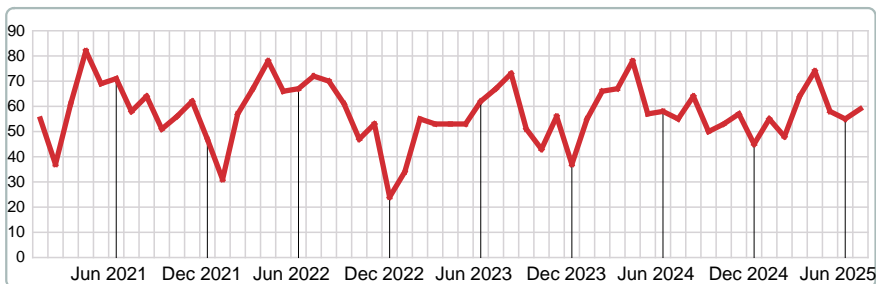
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 62

High Apr 2021 82 Low Dec 2022 24

New Listings this month at 59 below the 5 yr JUL average of 62

- MAY 58
- JUN 55 (-5.17%)
- JUL 59 (7.27%)

### 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	2	3.39%	2	0	0	0
\$100,001 - \$175,000	13	22.03%	5	6	2	0
\$175,001 - \$200,000	4	6.78%	1	2	1	0
\$200,001 - \$275,000	16	27.12%	2	10	4	0
\$275,001 - \$375,000	11	18.64%	1	5	5	0
\$375,001 - \$500,000	7	11.86%	1	3	3	0
\$500,001 and up	6	10.17%	0	4	1	1
<b>Total New Listed Units</b>	<b>59</b>		<b>12</b>	<b>30</b>	<b>16</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>16,706,200</b>	<b>100%</b>	<b>2.01M</b>	<b>8.60M</b>	<b>5.00M</b>	<b>1.10M</b>
<b>Average New Listed Listing Price</b>	<b>\$283,156</b>		<b>\$167,300</b>	<b>\$286,723</b>	<b>\$312,306</b>	<b>\$1,100,000</b>

# July 2025



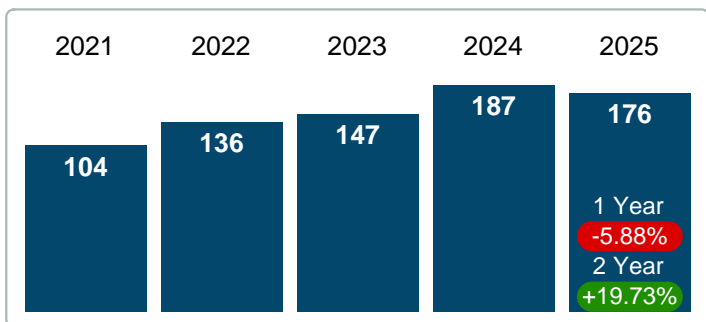
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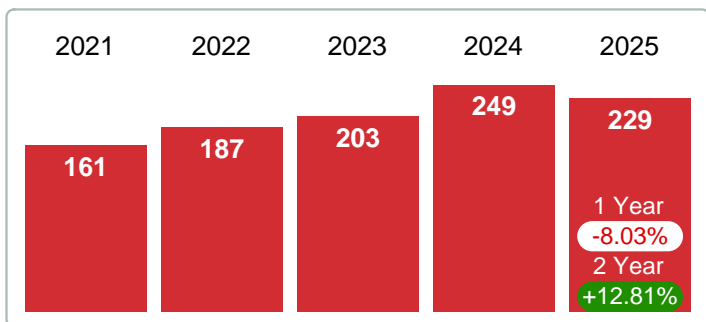
## ACTIVE INVENTORY

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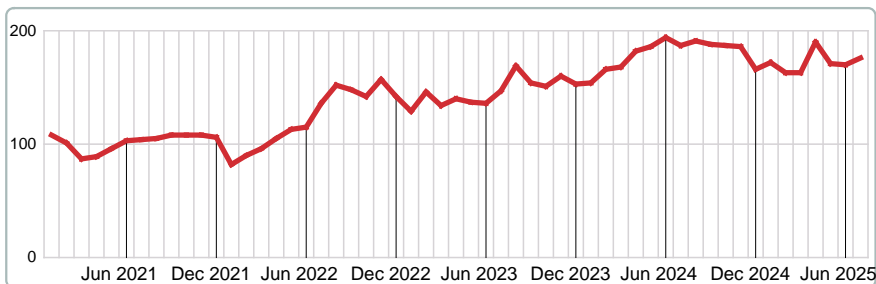
### END OF JULY



### ACTIVE DURING JULY

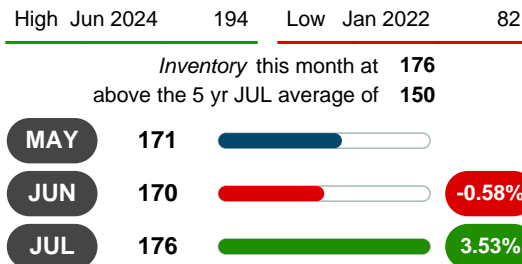


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 150



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	5.11%	126.2	5	4	0	0
\$100,001 - \$175,000	28	15.91%	50.2	14	12	2	0
\$175,001 - \$250,000	25	14.20%	50.0	5	13	7	0
\$250,001 - \$350,000	46	26.14%	107.1	7	20	18	1
\$350,001 - \$475,000	23	13.07%	92.5	3	12	7	1
\$475,001 - \$825,000	27	15.34%	90.0	2	11	11	3
\$825,001 and up	18	10.23%	144.6	1	3	5	9
<b>Total Active Inventory by Units</b>	<b>176</b>			<b>37</b>	<b>75</b>	<b>50</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>76,058,948</b>	<b>100%</b>	<b>90.2</b>	<b>8.55M</b>	<b>29.63M</b>	<b>24.62M</b>	<b>13.26M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$432,153</b>			<b>\$231,082</b>	<b>\$395,032</b>	<b>\$492,338</b>	<b>\$947,471</b>

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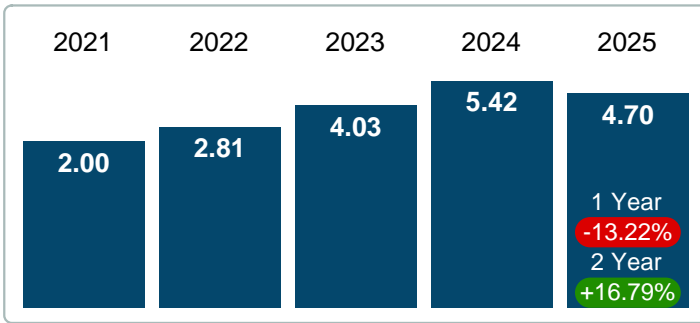
Area Delimited by County Of Cherokee - Residential Property Type



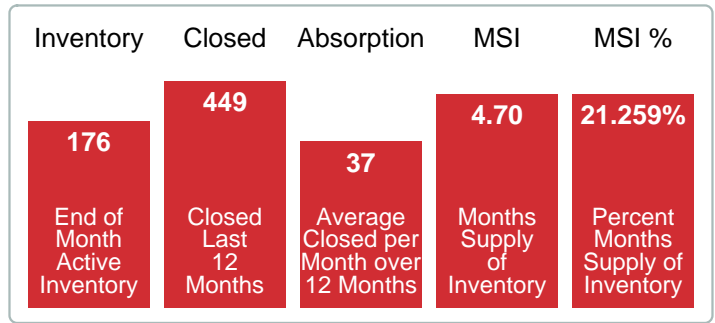
## MONTHS SUPPLY of INVENTORY (MSI)

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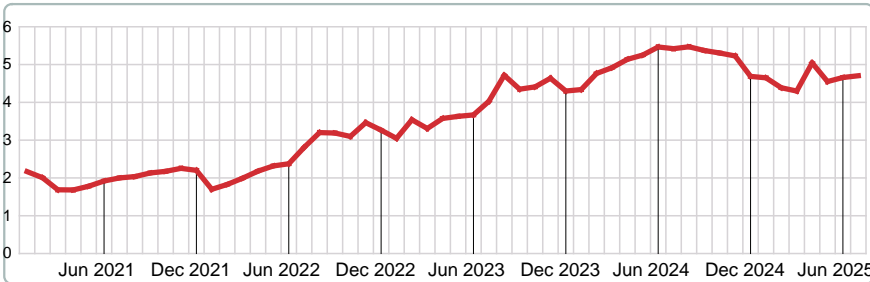
### MSI FOR JULY



### INDICATORS FOR JULY 2025



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.79

High Aug 2024 5.47 Low Apr 2021 1.68

Months Supply this month at **4.70**  
above the 5 yr JUL average of **3.79**



### 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	9	5.11%	1.59	1.40	2.09	0.00	0.00
\$100,001 - \$175,000	28	15.91%	2.82	4.20	2.06	3.00	0.00
\$175,001 - \$250,000	25	14.20%	2.75	2.86	2.64	3.23	0.00
\$250,001 - \$350,000	46	26.14%	6.81	10.50	4.44	14.40	3.00
\$350,001 - \$475,000	23	13.07%	6.42	12.00	5.76	7.64	3.00
\$475,001 - \$825,000	27	15.34%	14.09	12.00	13.20	14.67	18.00
\$825,001 and up	18	10.23%	36.00	12.00	18.00	30.00	108.00
Market Supply of Inventory (MSI)	4.70			3.76	3.70	8.22	11.20
Total Active Inventory by Units	176	100%	4.70	37	75	50	14

# July 2025



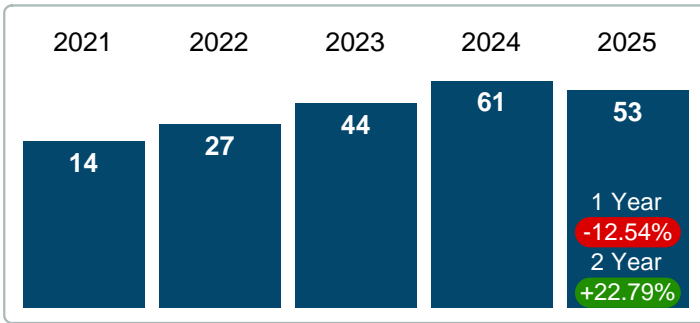
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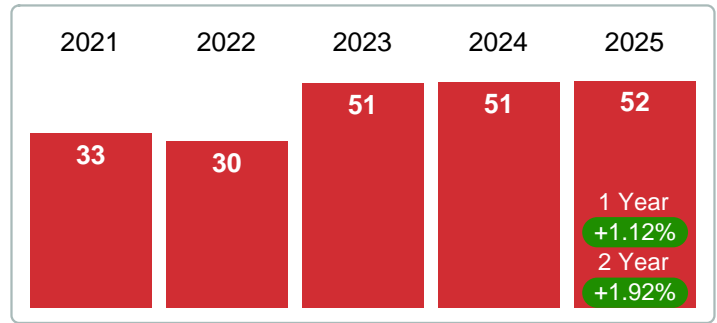
## AVERAGE DAYS ON MARKET TO SALE

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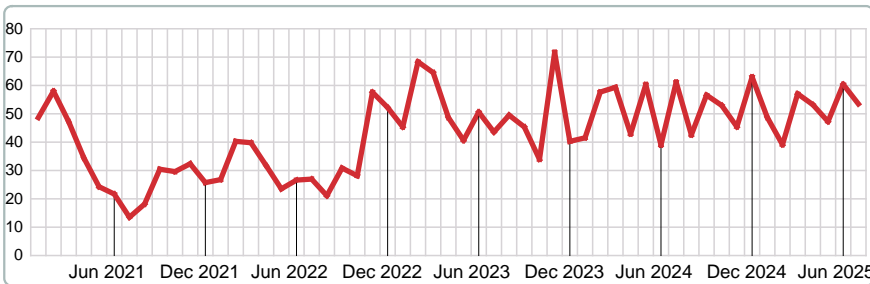
### JULY



### YEAR TO DATE (YTD)

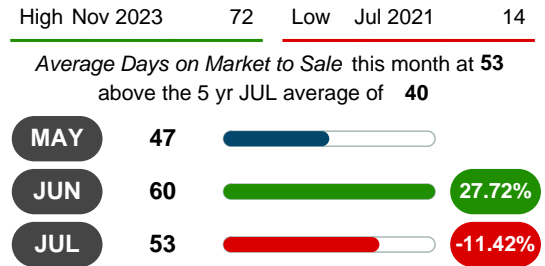


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 40



### 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
\$100,000 and less	6.52%	92	80	116	0	0
\$100,001 - \$125,000	8.70%	16	3	30	0	0
\$125,001 - \$175,000	17.39%	85	109	12	0	0
\$175,001 - \$225,000	19.57%	39	80	31	5	0
\$225,001 - \$275,000	17.39%	17	21	18	0	4
\$275,001 - \$375,000	19.57%	56	0	64	49	53
\$375,001 and up	10.87%	89	0	155	45	0
<b>Average Closed DOM</b>		<b>53</b>	<b>73</b>	<b>47</b>	<b>42</b>	<b>29</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>53</b>	<b>14</b>	<b>22</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,371,098</b>	<b>2.14M</b>	<b>5.40M</b>	<b>3.31M</b>	<b>529.10K</b>

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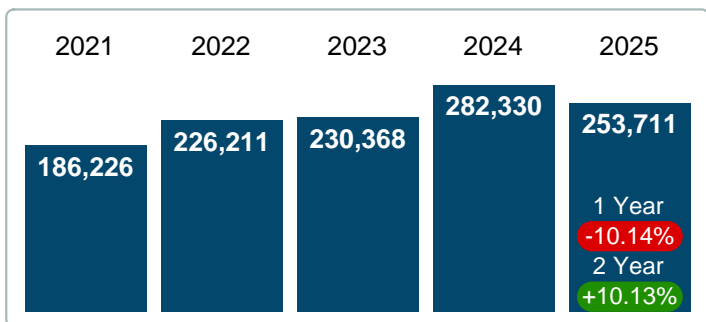
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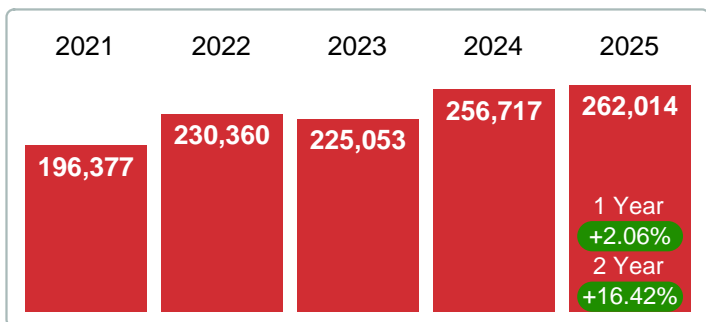
## AVERAGE LIST PRICE AT CLOSING

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### JULY



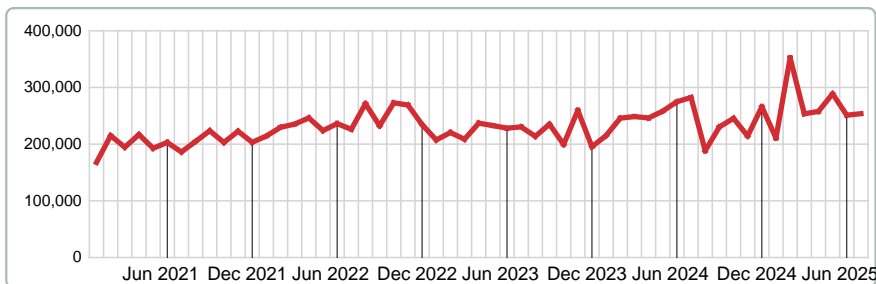
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

### 3 MONTHS

5 year JUL AVG = 235,769



High Feb 2025 352,187    Low Jan 2021 167,714

Average List Price at Closing this month at **253,711**  
above the 5 yr JUL average of **235,769**

- MAY 288,751
- JUN 251,075 (-13.05%)
- JUL 253,711 (1.05%)

### 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
\$100,000 and less	2	4.35%	75,000	92,450	85,000	0	0
\$100,001 - \$125,000	5	10.87%	116,840	112,450	119,700	0	0
\$125,001 - \$175,000	6	13.04%	149,733	160,400	167,450	0	0
\$175,001 - \$225,000	8	17.39%	195,913	207,500	208,883	195,000	0
\$225,001 - \$275,000	11	23.91%	241,909	244,900	249,960	0	226,500
\$275,001 - \$375,000	10	21.74%	321,940	0	315,000	323,850	289,000
\$375,001 and up	4	8.70%	647,600	0	550,500	621,467	0
Average List Price			253,711	162,643	251,064	419,350	257,750
Total Closed Units		100%	253,711	14	22	8	2
Total Closed Volume			11,670,698	2.28M	5.52M	3.35M	515.50K

# July 2025



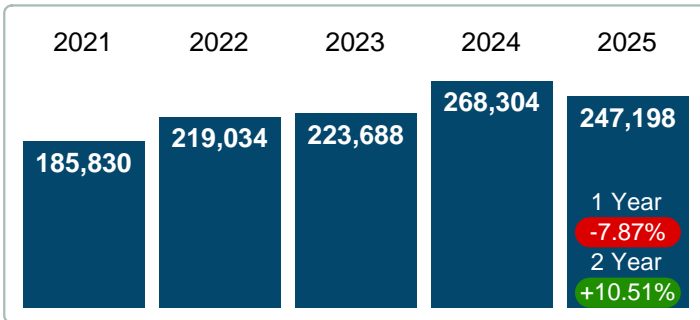
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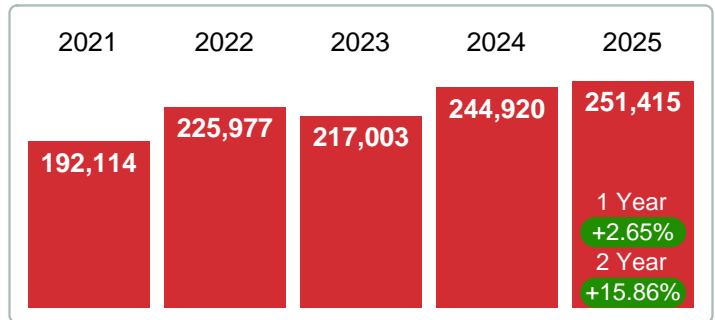
## AVERAGE SOLD PRICE AT CLOSING

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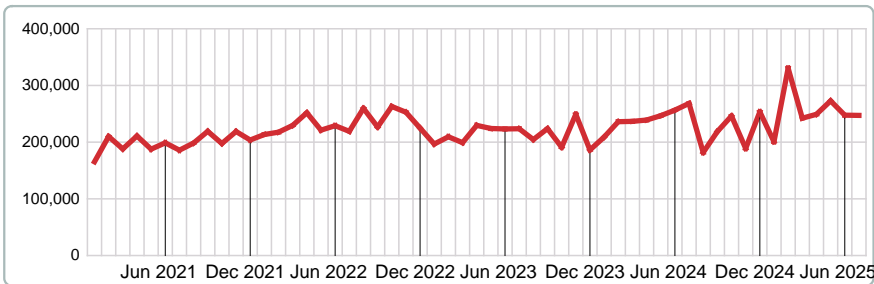
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

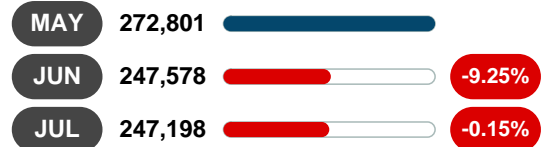


### 3 MONTHS

5 year JUL AVG = 228,811

High Feb 2025 330,446 Low Jan 2021 165,317

Average Sold Price at Closing this month at **247,198**  
above the 5 yr JUL average of **228,811**



### 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
\$100,000 and less	6.52%	78,267	79,400	76,000	0	0
\$100,001 - \$125,000	8.70%	113,725	110,000	117,450	0	0
\$125,001 - \$175,000	17.39%	150,425	150,150	151,250	0	0
\$175,001 - \$225,000	19.57%	200,422	187,950	206,650	188,000	0
\$225,001 - \$275,000	17.39%	246,913	241,200	250,560	0	240,100
\$275,001 - \$375,000	19.57%	313,778	0	313,250	320,500	289,000
\$375,001 and up	10.87%	574,980	0	518,950	612,333	0
<b>Average Sold Price</b>		<b>247,198</b>	<b>152,714</b>	<b>245,318</b>	<b>413,375</b>	<b>264,550</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>247,198</b>	<b>14</b>	<b>22</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,371,098</b>	<b>2.14M</b>	<b>5.40M</b>	<b>3.31M</b>	<b>529.10K</b>

# July 2025



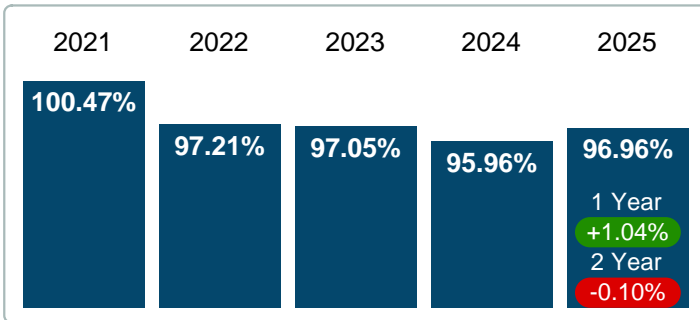
Area Delimited by County Of Cherokee - Residential Property Type



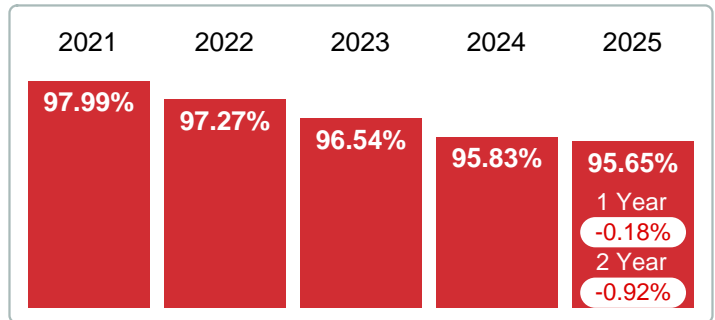
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2025 for MLS Technology Inc.

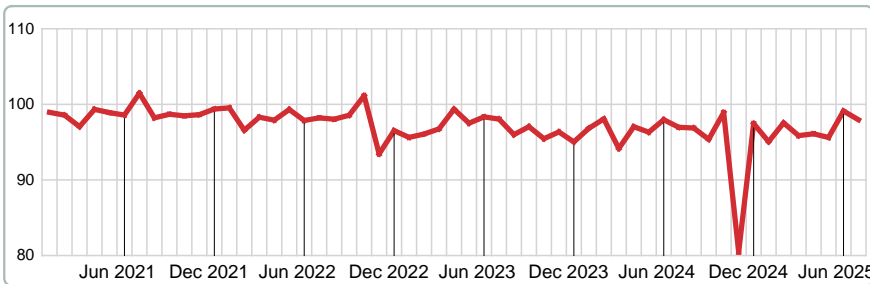
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 97.53%

High Jul 2021 100.47% Low Nov 2024 79.47%

Average Sold/List Ratio this month at **96.96%** below the 5 yr JUL average of **97.53%**



### 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
\$100,000 and less	3	6.52%	88.04%	87.35%	89.41%	0.00%	0.00%
\$100,001 - \$125,000	4	8.70%	98.04%	97.96%	98.12%	0.00%	0.00%
\$125,001 - \$175,000	8	17.39%	93.49%	94.44%	90.61%	0.00%	0.00%
\$175,001 - \$225,000	9	19.57%	97.14%	91.15%	99.27%	96.41%	0.00%
\$225,001 - \$275,000	8	17.39%	100.52%	98.46%	100.24%	0.00%	106.00%
\$275,001 - \$375,000	9	19.57%	99.26%	0.00%	99.42%	98.91%	100.00%
\$375,001 and up	5	10.87%	96.85%	0.00%	94.34%	98.52%	0.00%
Average Sold/List Ratio		97.00%		94.04%	97.73%	98.45%	103.00%
Total Closed Units		46	100%	14	22	8	2
Total Closed Volume		11,371,098		2.14M	5.40M	3.31M	529.10K

# July 2025



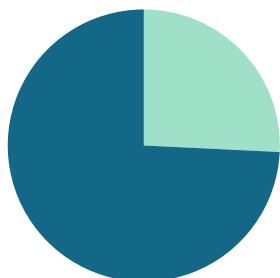
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2025 for MLS Technology Inc.

### INVENTORY

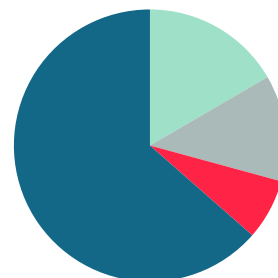


**Inventory**  
 New Listings  
**59 = 25.76%**  
 Start Inventory  
**170**  
 Total Inventory Units  
**229**  
 Volume  
**\$90,569,147**

### Market Activity

Closed Sales  
**46 = 16.61%**  
 Pending Sales  
**35 = 12.64%**  
 Other Off Market  
**20 = 7.22%**  
 Active Inventory  
**176 = 63.54%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	35	46	31.43%	237	261	10.13%
Pending Sales	49	35	-28.57%	284	268	-5.63%
New Listings	55	59	7.27%	436	413	-5.28%
Average List Price	282,330	253,711	-10.14%	256,717	262,014	2.06%
Average Sale Price	268,304	247,198	-7.87%	244,920	251,415	2.65%
Average Percent of Selling Price to List Price	95.96%	96.96%	1.04%	95.83%	95.65%	-0.18%
Average Days on Market to Sale	61.14	53.48	-12.54%	51.15	51.72	1.12%
Monthly Inventory	187	176	-5.88%	187	176	-5.88%
Months Supply of Inventory	5.42	4.70	-13.22%	5.42	4.70	-13.22%

**Absorption:** Last 12 months, an Average of **37** Sales/Month

**Inventory** on July 31, 2025 = **176**

**2024** **2025**

### JULY MARKET

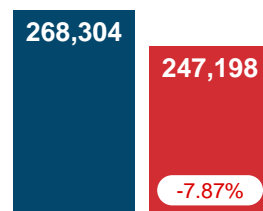
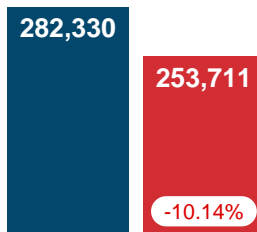
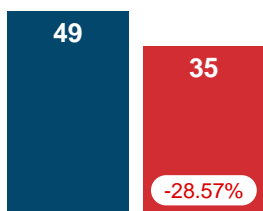
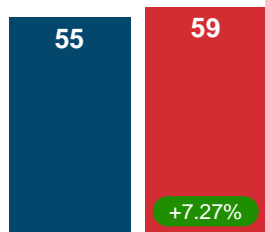
### AVERAGE PRICES

#### 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

