

# September 2025



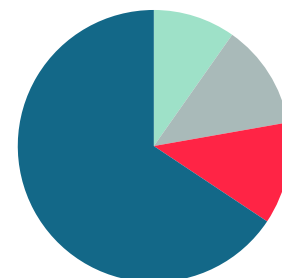
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 17, 2025 for MLS Technology Inc.

Compared Metrics	September		
	2024	2025	+/-%
Closed Listings	37	29	-21.62%
Pending Listings	34	37	8.82%
New Listings	50	69	38.00%
Average List Price	230,322	292,941	27.19%
Average Sale Price	218,730	282,028	28.94%
Average Percent of Selling Price to List Price	94.37%	97.40%	3.21%
Average Days on Market to Sale	56.59	42.41	-25.06%
End of Month Inventory	188	195	3.72%
Months Supply of Inventory	5.37	5.47	1.78%



- Closed (9.76%)
- Pending (12.46%)
- Other OffMarket (12.12%)
- Active (65.66%)

**Absorption:** Last 12 months, an Average of **36 Sales/Month**  
**Active Inventory** as of September 30, 2025 = **195**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2025 rose **3.72%** to 195 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **5.47** 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 **28.94%** in September 2025 to \$282,028 versus the previous year at \$218,730.

#### Average Days on Market Shortens

The average number of **42.41** days that homes spent on the market before selling decreased by 14.18 days or **25.06%** in September 2025 compared to last year's same month at **56.59** DOM.

#### Sales Success for September 2025 is Positive

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

There were 69 New Listings in September 2025, up **38.00%** from last year at 50. Furthermore, there were 29 Closed Listings this month versus last year at 37, a **-21.62%** decrease.

Closed versus Listed trends yielded a **42.0%** ratio, down from previous year's, September 2024, at **74.0%**, a **43.20%** 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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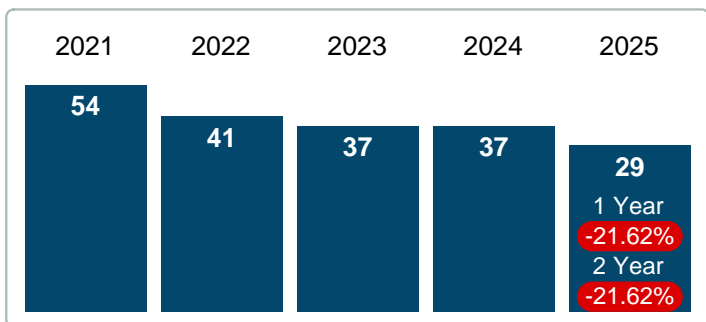
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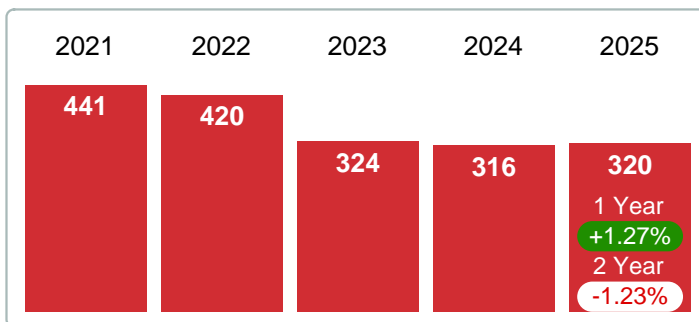
## CLOSED LISTINGS

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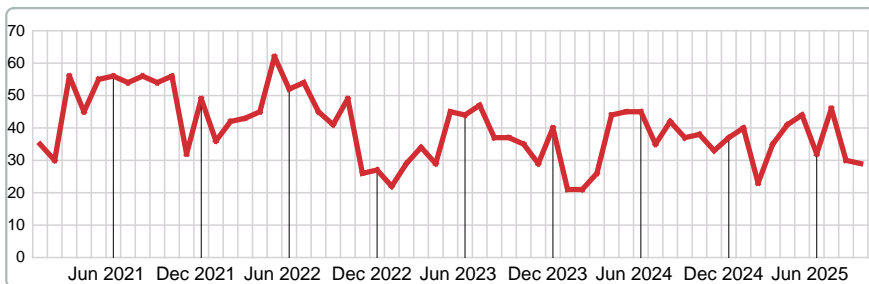
### SEPTEMBER



### YEAR TO DATE (YTD)

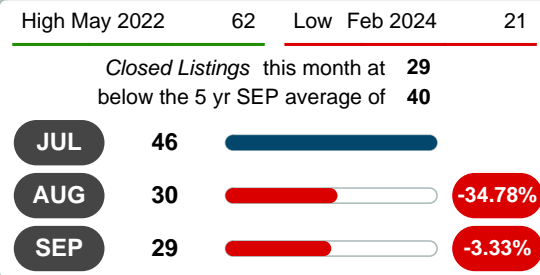


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP 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	3.45%	26.0	1	0	0	0
\$75,001 - \$150,000	4	13.79%	11.8	2	2	0	0
\$150,001 - \$225,000	5	17.24%	23.4	1	4	0	0
\$225,001 - \$275,000	6	20.69%	29.2	1	5	0	0
\$275,001 - \$300,000	3	10.34%	59.3	0	1	2	0
\$300,001 - \$400,000	6	20.69%	83.0	2	2	2	0
\$400,001 and up	4	13.79%	47.3	0	3	1	0
<b>Total Closed Units</b>	<b>29</b>			<b>7</b>	<b>17</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,178,798</b>	<b>100%</b>	<b>42.4</b>	<b>1.28M</b>	<b>5.26M</b>	<b>1.64M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$282,028</b>			<b>\$182,886</b>	<b>\$309,182</b>	<b>\$328,500</b>	<b>\$0</b>

# September 2025



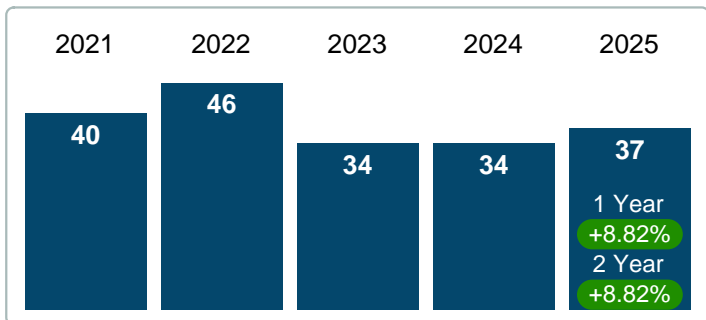
Area Delimited by County Of Cherokee - Residential Property Type



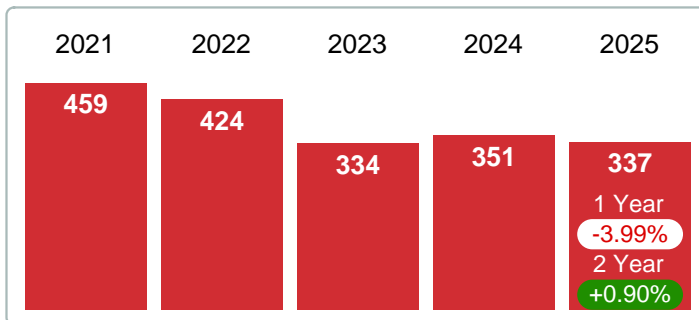
## PENDING LISTINGS

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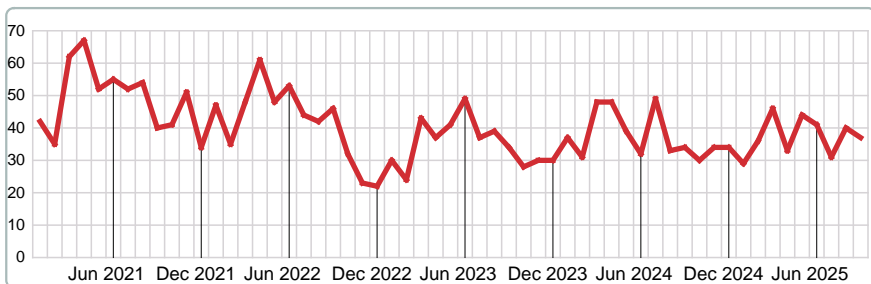
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 38

High Apr 2021 67 Low Dec 2022 22

Pending Listings this month at 37 below the 5 yr SEP average of 38



### 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	1	2.70%	0.0	0	1	0	0
\$100,001 - \$150,000	4	10.81%	74.8	4	0	0	0
\$150,001 - \$225,000	11	29.73%	42.8	1	8	2	0
\$225,001 - \$325,000	8	21.62%	145.8	1	6	1	0
\$325,001 - \$375,000	4	10.81%	78.0	2	1	1	0
\$375,001 - \$475,000	3	8.11%	40.3	0	0	2	1
\$475,001 and up	6	16.22%	142.5	0	3	1	2
<b>Total Pending Units</b>	<b>37</b>			<b>8</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>12,457,050</b>	<b>100%</b>	<b>87.1</b>	<b>1.63M</b>	<b>5.90M</b>	<b>2.39M</b>	<b>2.54M</b>
<b>Average Listing Price</b>	<b>\$336,677</b>			<b>\$203,913</b>	<b>\$310,497</b>	<b>\$340,986</b>	<b>\$846,467</b>

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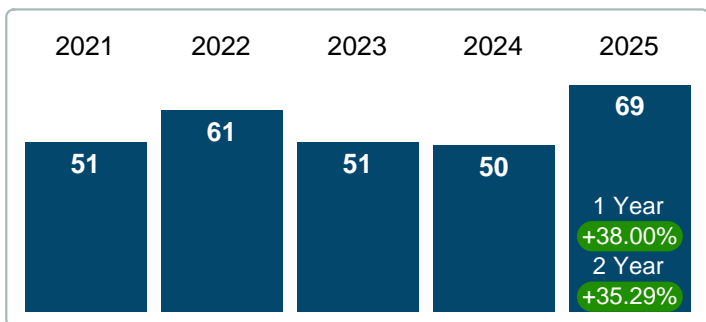
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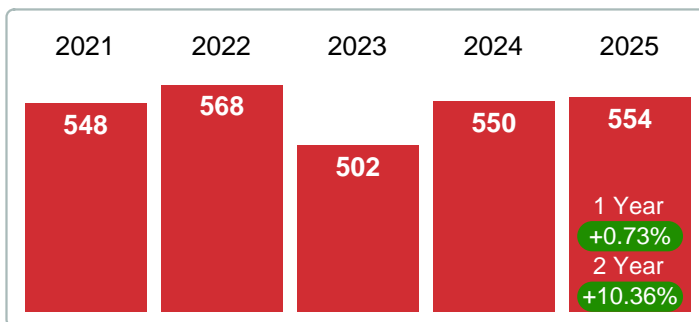
## NEW LISTINGS

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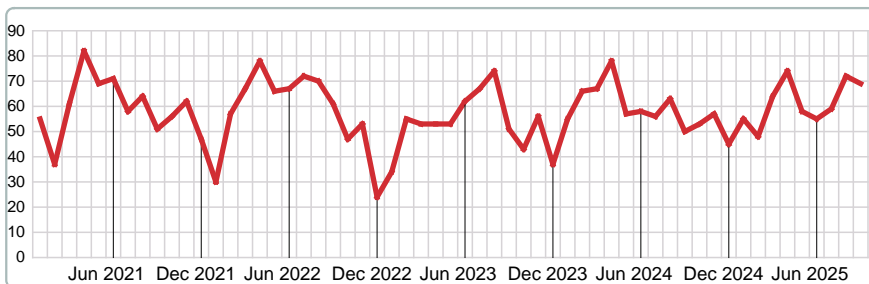
### SEPTEMBER



### YEAR TO DATE (YTD)

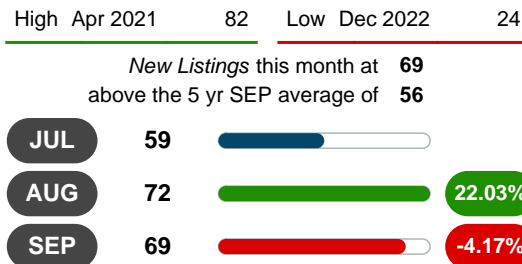


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 56



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	5.80%	0	4	0	0
\$75,001 - \$150,000	9	13.04%	7	2	0	0
\$150,001 - \$225,000	14	20.29%	2	11	1	0
\$225,001 - \$325,000	15	21.74%	2	8	5	0
\$325,001 - \$400,000	10	14.49%	2	3	5	0
\$400,001 - \$700,000	10	14.49%	0	4	5	1
\$700,001 and up	7	10.14%	1	1	3	2
<b>Total New Listed Units</b>	<b>69</b>		<b>14</b>	<b>33</b>	<b>19</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>32,228,100</b>	<b>100%</b>	<b>6.34M</b>	<b>12.32M</b>	<b>11.09M</b>	<b>2.47M</b>
<b>Average New Listed Listing Price</b>	<b>\$467,074</b>		<b>\$453,179</b>	<b>\$373,424</b>	<b>\$583,516</b>	<b>\$824,600</b>

# September 2025



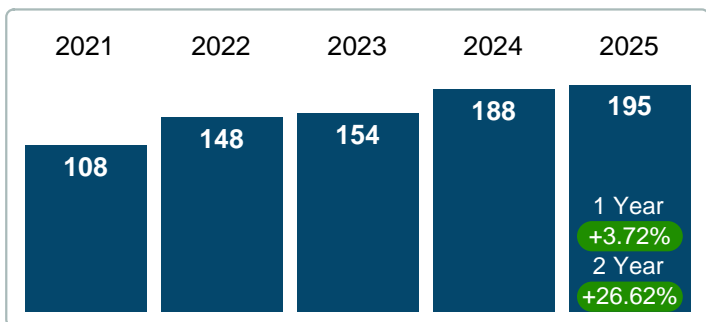
Area Delimited by County Of Cherokee - Residential Property Type



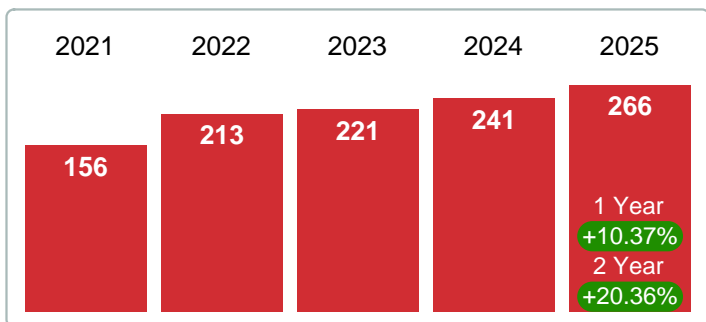
## ACTIVE INVENTORY

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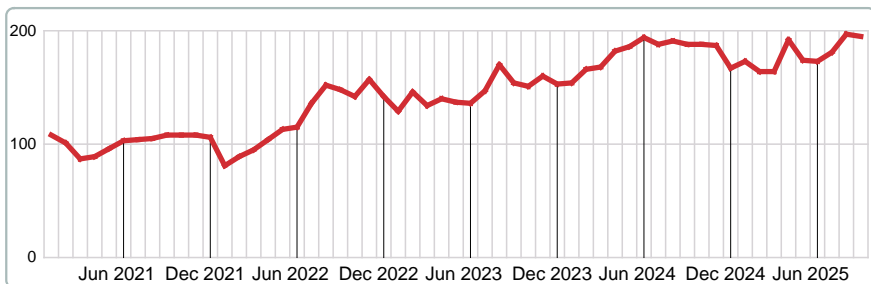
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

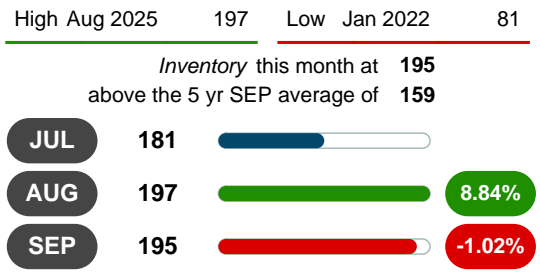


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 159



## 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	18	9.23%	84.9	6	12	0	0
\$100,001 - \$150,000	18	9.23%	70.6	10	7	1	0
\$150,001 - \$225,000	35	17.95%	54.5	9	18	8	0
\$225,001 - \$325,000	41	21.03%	89.4	5	21	15	0
\$325,001 - \$475,000	37	18.97%	80.0	3	17	14	3
\$475,001 - \$725,000	26	13.33%	87.7	1	10	10	5
\$725,001 and up	20	10.26%	84.1	3	4	7	6
<b>Total Active Inventory by Units</b>	<b>195</b>			<b>37</b>	<b>89</b>	<b>55</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>80,879,935</b>	<b>100%</b>	<b>78.4</b>	<b>13.13M</b>	<b>31.57M</b>	<b>26.41M</b>	<b>9.77M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$414,769</b>			<b>\$354,788</b>	<b>\$354,752</b>	<b>\$480,244</b>	<b>\$697,607</b>

# September 2025



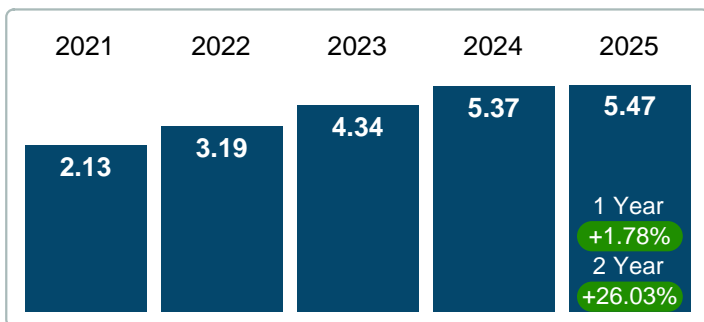
Area Delimited by County Of Cherokee - Residential Property Type



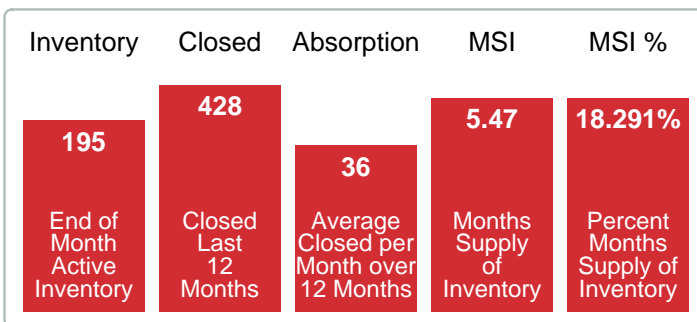
## MONTHS SUPPLY of INVENTORY (MSI)

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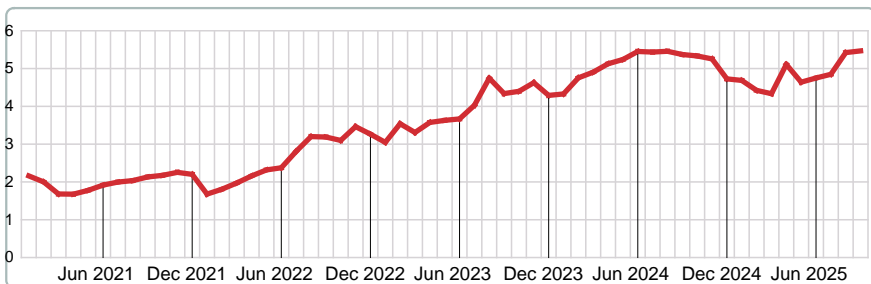
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2025

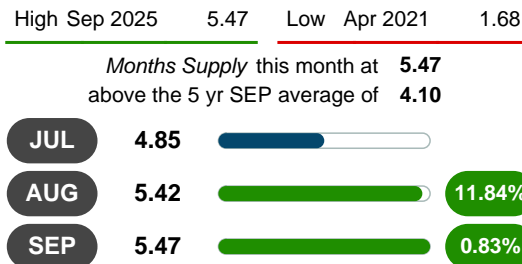


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 4.10



### 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	18	9.23%	3.72	2.12	6.55	0.00	0.00
\$100,001 - \$150,000	18	9.23%	3.93	5.22	3.11	3.00	0.00
\$150,001 - \$225,000	35	17.95%	3.41	4.15	2.81	5.05	0.00
\$225,001 - \$325,000	41	21.03%	4.73	4.29	3.50	13.85	0.00
\$325,001 - \$475,000	37	18.97%	7.93	12.00	6.58	9.33	9.00
\$475,001 - \$725,000	26	13.33%	14.86	6.00	10.00	24.00	30.00
\$725,001 and up	20	10.26%	21.82	36.00	16.00	14.00	72.00
Market Supply of Inventory (MSI)			5.47	4.31	4.38	9.85	12.00
Total Active Inventory by Units		100%	5.47	37	89	55	14

# September 2025



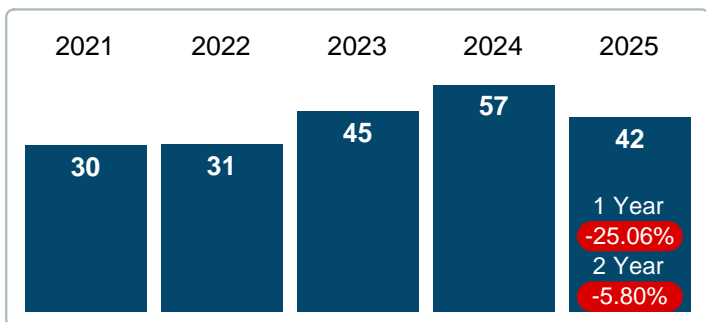
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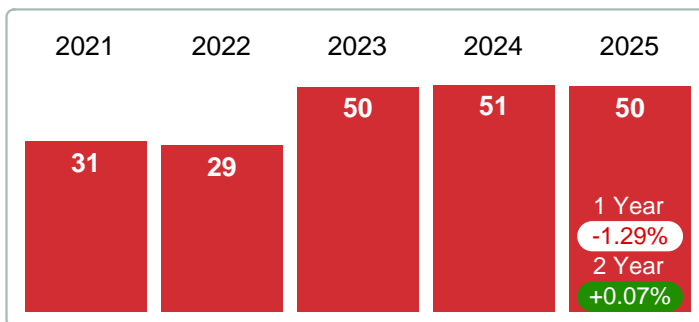
## AVERAGE DAYS ON MARKET TO SALE

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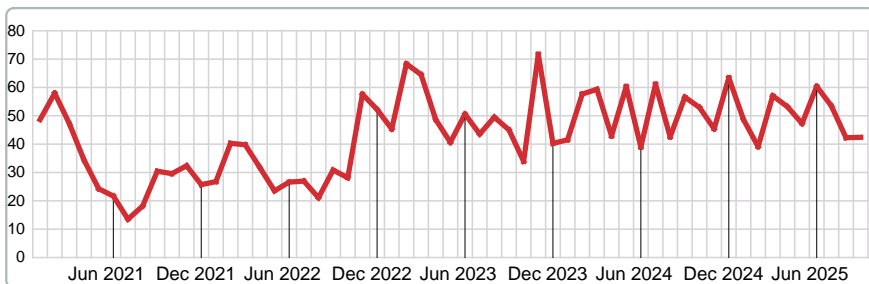
### SEPTEMBER



### YEAR TO DATE (YTD)

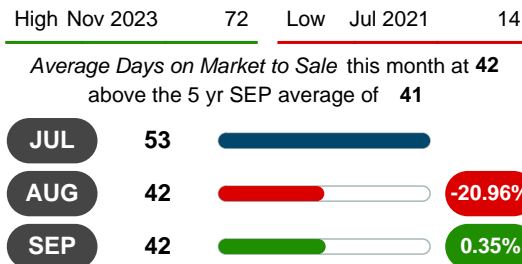


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 41



### 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	3.45%	26	26	0	0	0
\$75,001 - \$150,000	13.79%	12	20	4	0	0
\$150,001 - \$225,000	17.24%	23	8	27	0	0
\$225,001 - \$275,000	20.69%	29	57	24	0	0
\$275,001 - \$300,000	10.34%	59	0	33	73	0
\$300,001 - \$400,000	20.69%	83	44	99	107	0
\$400,001 and up	13.79%	47	0	61	6	0
<b>Average Closed DOM</b>		<b>42</b>	<b>31</b>	<b>38</b>	<b>73</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>7</b>	<b>17</b>	<b>5</b>	<b></b>
<b>Total Closed Volume</b>		<b>8,178,798</b>	<b>1.28M</b>	<b>5.26M</b>	<b>1.64M</b>	<b>0.00B</b>

# September 2025



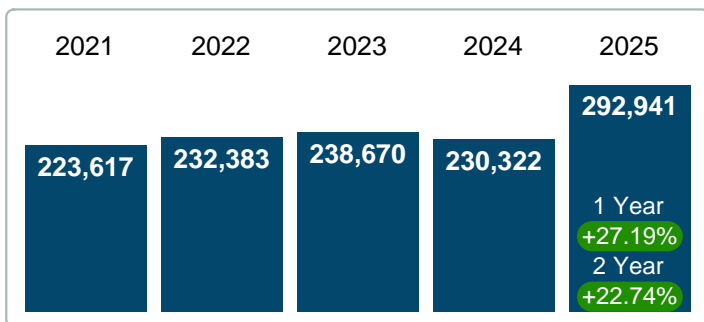
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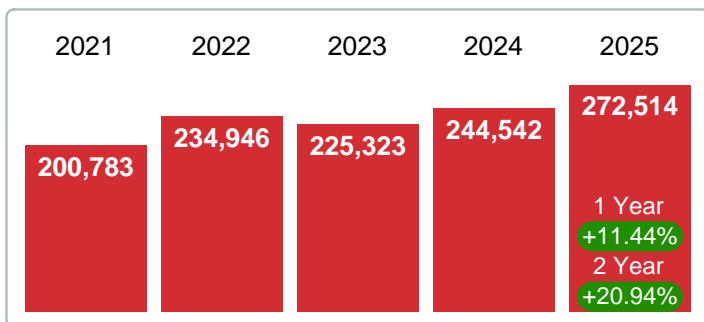
## AVERAGE LIST PRICE AT CLOSING

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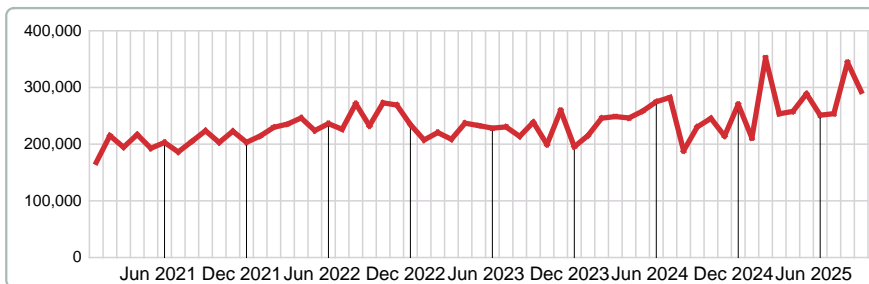
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 243,587

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

Average List Price at Closing this month at **292,941**  
above the 5 yr SEP average of **243,587**

- JUL** 253,711
- AUG** 344,117 **+35.63%**
- SEP** 292,941 **-14.87%**

### 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	6.90%	63,700	52,500	0	0	0
\$75,001 - \$150,000	10.34%	114,833	99,700	110,000	0	0
\$150,001 - \$225,000	13.79%	180,750	170,000	195,500	0	0
\$225,001 - \$275,000	24.14%	244,557	250,000	246,580	0	0
\$275,001 - \$300,000	10.34%	290,000	0	295,000	287,500	0
\$300,001 - \$400,000	20.69%	326,667	314,500	332,500	333,000	0
\$400,001 and up	13.79%	689,625	0	774,667	434,500	0
<b>Average List Price</b>		<b>292,941</b>	<b>185,843</b>	<b>324,641</b>	<b>335,100</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>292,941</b>	<b>7</b>	<b>17</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,495,299</b>	<b>1.30M</b>	<b>5.52M</b>	<b>1.68M</b>	<b>0.00B</b>

# September 2025



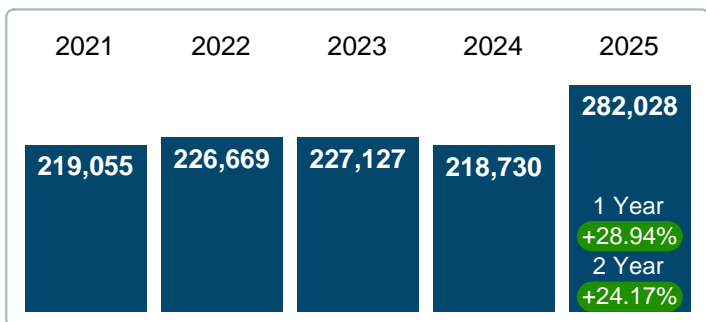
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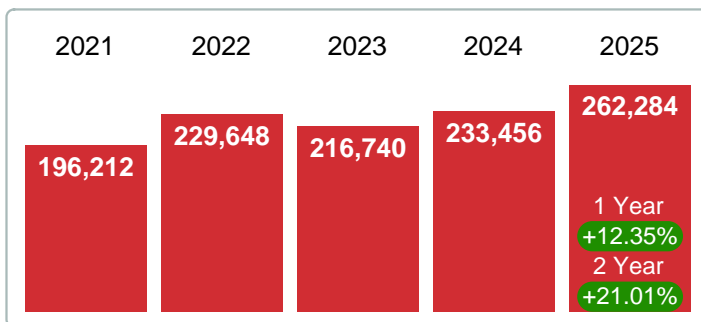
## AVERAGE SOLD PRICE AT CLOSING

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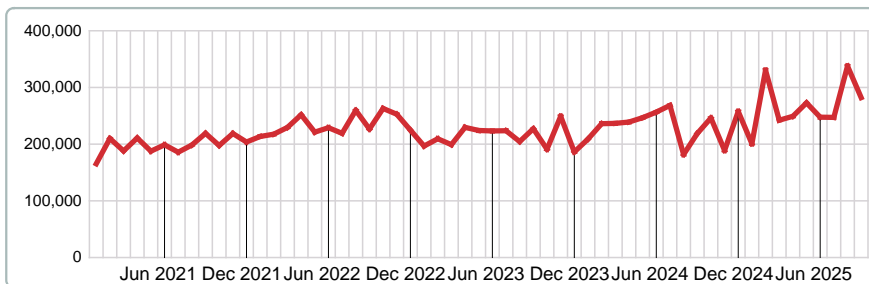
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

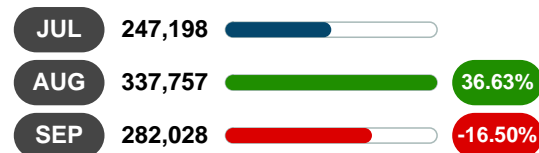


### 3 MONTHS

5 year SEP AVG = 234,722

High Aug 2025 337,757 Low Jan 2021 165,317

Average Sold Price at Closing this month at **282,028** above the 5 yr SEP average of **234,722**



### 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	3.45%	45,000	45,000	0	0	0
\$75,001 - \$150,000	13.79%	107,500	105,000	110,000	0	0
\$150,001 - \$225,000	17.24%	186,460	157,300	193,750	0	0
\$225,001 - \$275,000	20.69%	243,683	245,000	243,420	0	0
\$275,001 - \$300,000	10.34%	287,500	0	292,500	285,000	0
\$300,001 - \$400,000	20.69%	317,983	311,450	316,250	326,250	0
\$400,001 and up	13.79%	634,750	0	706,333	420,000	0
<b>Average Sold Price</b>		<b>282,028</b>	<b>182,886</b>	<b>309,182</b>	<b>328,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>282,028</b>	<b>7</b>	<b>17</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,178,798</b>	<b>1.28M</b>	<b>5.26M</b>	<b>1.64M</b>	<b>0.00B</b>

# September 2025



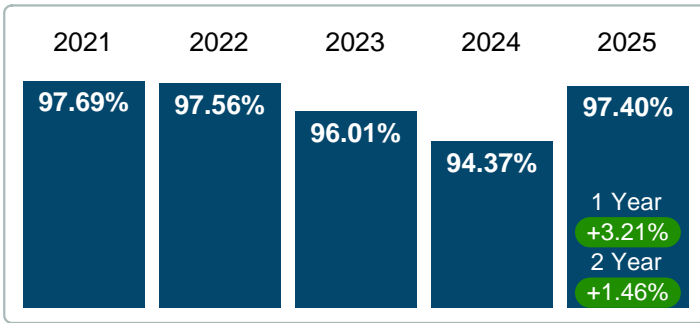
Area Delimited by County Of Cherokee - Residential Property Type



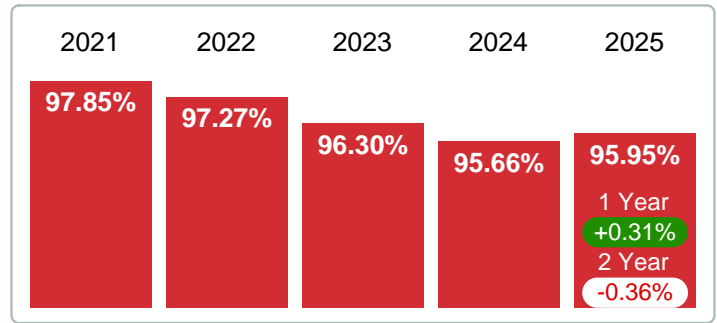
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 17, 2025 for MLS Technology Inc.

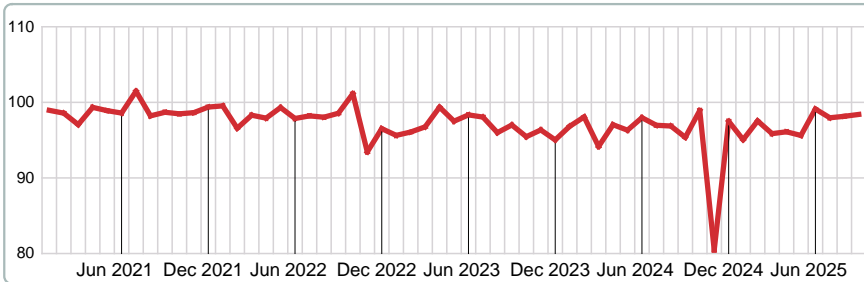
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

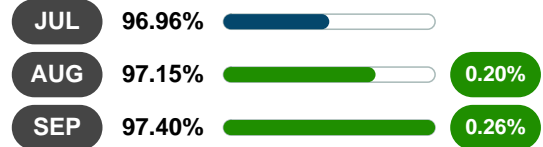


### 3 MONTHS

5 year SEP AVG = 96.61%

High Jul 2021 100.47% Low Nov 2024 79.47%

Average Sold/List Ratio this month at **97.40%** equal to 5 yr SEP average of **96.61%**



## 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	3.45%	85.71%	85.71%	0.00%	0.00%	0.00%	
\$75,001 - \$150,000	4	13.79%	102.54%	105.08%	100.00%	0.00%	0.00%	
\$150,001 - \$225,000	5	17.24%	97.87%	92.53%	99.20%	0.00%	0.00%	
\$225,001 - \$275,000	6	20.69%	98.66%	98.00%	98.79%	0.00%	0.00%	
\$275,001 - \$300,000	3	10.34%	99.15%	0.00%	99.15%	99.15%	0.00%	
\$300,001 - \$400,000	6	20.69%	97.41%	99.05%	95.22%	97.96%	0.00%	
\$400,001 and up	4	13.79%	91.40%	0.00%	89.65%	96.66%	0.00%	
Average Sold/List Ratio		97.40%		97.79%	97.02%	98.18%	0.00%	
Total Closed Units		29	100%	97.40%	7	17	5	
Total Closed Volume		8,178,798			1.28M	5.26M	1.64M	0.00B

# September 2025



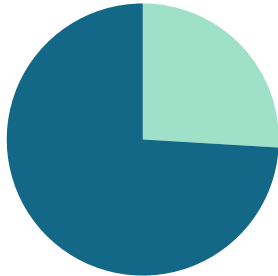
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Oct 17, 2025 for MLS Technology Inc.

### INVENTORY



**Inventory**

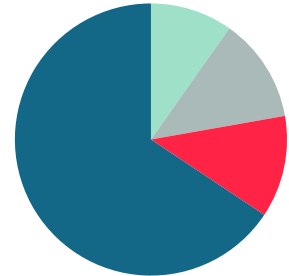
- New Listings **69 = 25.94%**
- Start Inventory **197**
- Total Inventory Units **266**
- Volume **\$115,303,685**

### Market Activity

**Market Activity**

- Closed Sales **29 = 9.76%**
- Pending Sales **37 = 12.46%**
- Other Off Market **36 = 12.12%**
- Active Inventory **195 = 65.66%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2024	2025	+/-%	2024	2025	+/-%
Closed Sales	37	29	-21.62%	316	320	1.27%
Pending Sales	34	37	8.82%	351	337	-3.99%
New Listings	50	69	38.00%	550	554	0.73%
Average List Price	230,322	292,941	27.19%	244,542	272,514	11.44%
Average Sale Price	218,730	282,028	28.94%	233,456	262,284	12.35%
Average Percent of Selling Price to List Price	94.37%	97.40%	3.21%	95.66%	95.95%	0.31%
Average Days on Market to Sale	56.59	42.41	-25.06%	50.65	49.99	-1.29%
Monthly Inventory	188	195	3.72%	188	195	3.72%
Months Supply of Inventory	5.37	5.47	1.78%	5.37	5.47	1.78%

**Absorption:** Last 12 months, an Average of **36** Sales/Month

**Inventory** on September 30, 2025 = **195** 2024 2025

### SEPTEMBER MARKET

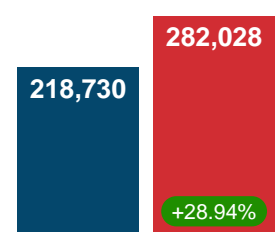
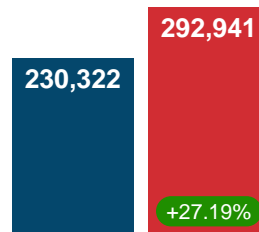
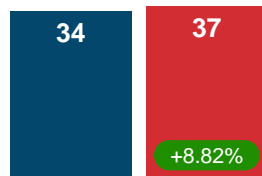
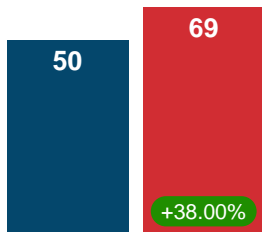
### AVERAGE PRICES

#### 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

