

# September 2022



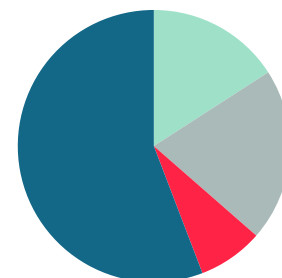
Area Delimited by County Of Cherokee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2022 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	54	41	-24.07%
Pending Listings	40	53	32.50%
New Listings	51	61	19.61%
Median List Price	179,700	178,700	-0.56%
Median Sale Price	180,100	178,700	-0.78%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	13.00	62.50%
End of Month Inventory	179	144	-19.55%
Months Supply of Inventory	3.53	3.10	-12.19%



■ Closed (15.89%)  
■ Pending (20.54%)  
■ Other OffMarket (7.75%)  
■ Active (55.81%)

**Absorption:** Last 12 months, an Average of **46** Sales/Month  
**Active Inventory** as of September 30, 2022 = **144**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 decreased **19.55%** to 144 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **3.10** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.78%** in September 2022 to \$178,700 versus the previous year at \$180,100.

#### Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 5.00 days or **62.50%** in September 2022 compared to last year's same month at **8.00** DOM.

#### Sales Success for September 2022 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 61 New Listings in September 2022, up **19.61%** from last year at 51. Furthermore, there were 41 Closed Listings this month versus last year at 54, a **-24.07%** decrease.

Closed versus Listed trends yielded a **67.2%** ratio, down from previous year's, September 2021, at **105.9%**, a **36.52%** downswing. 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>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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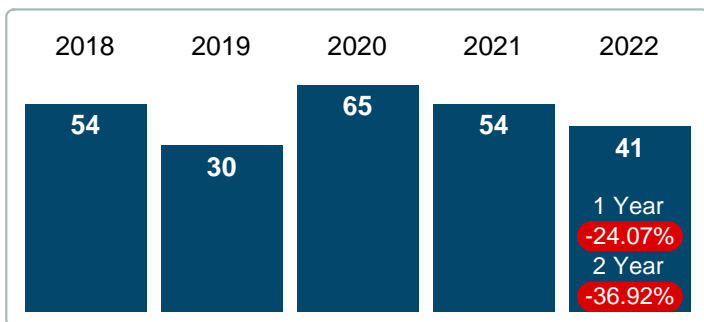
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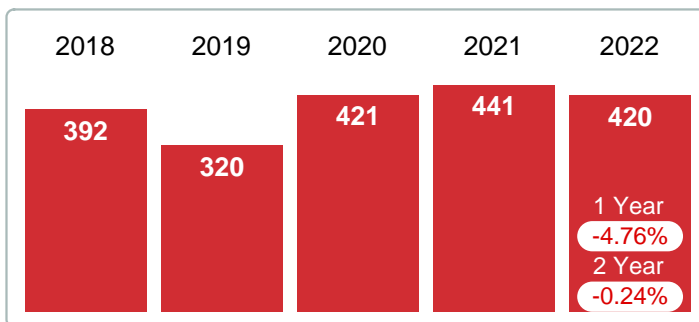
## CLOSED LISTINGS

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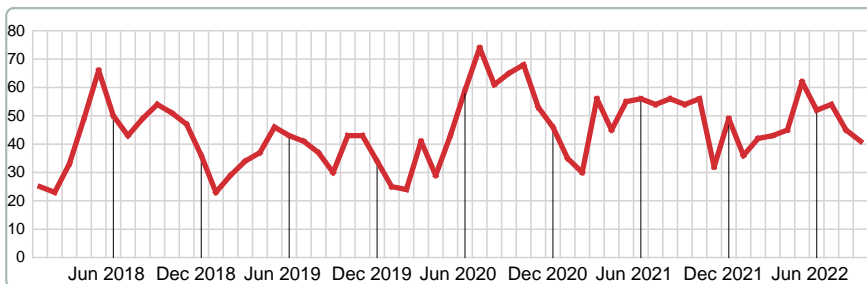
### SEPTEMBER



### YEAR TO DATE (YTD)

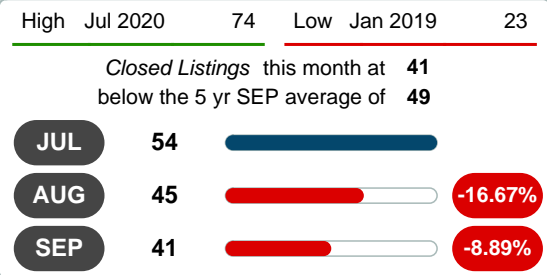


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.76%	28.0	2	1	1	0
\$100,001 - \$125,000	6	14.63%	30.0	2	4	0	0
\$125,001 - \$125,000	0	0.00%	30.0	0	0	0	0
\$125,001 - \$200,000	15	36.59%	13.0	4	9	2	0
\$200,001 - \$300,000	6	14.63%	11.0	0	4	2	0
\$300,001 - \$375,000	5	12.20%	12.0	1	2	2	0
\$375,001 and up	5	12.20%	14.0	0	2	2	1
<b>Total Closed Units</b>	<b>41</b>			<b>9</b>	<b>22</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,293,447</b>	<b>100%</b>	<b>13.0</b>	<b>1.43M</b>	<b>4.43M</b>	<b>2.78M</b>	<b>660.00K</b>
<b>Median Closed Price</b>	<b>\$178,700</b>			<b>\$146,500</b>	<b>\$169,850</b>	<b>\$274,700</b>	<b>\$660,000</b>

# September 2022



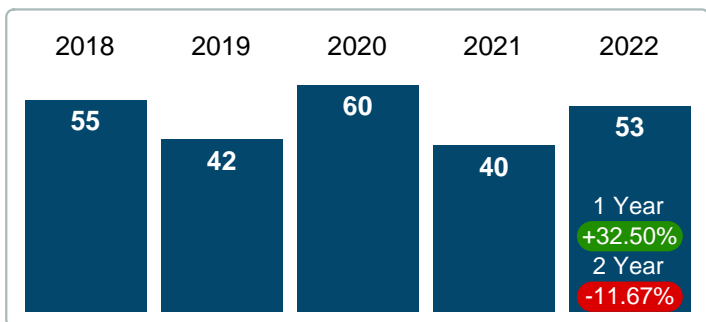
Area Delimited by County Of Cherokee - Residential Property Type



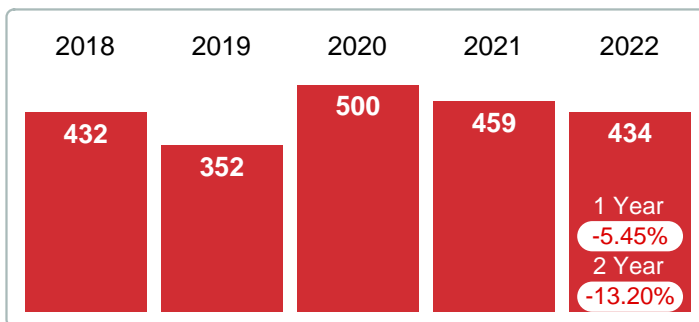
## PENDING LISTINGS

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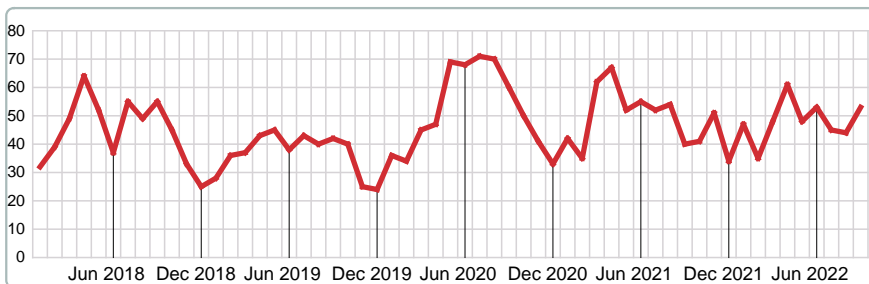
### SEPTEMBER



### YEAR TO DATE (YTD)

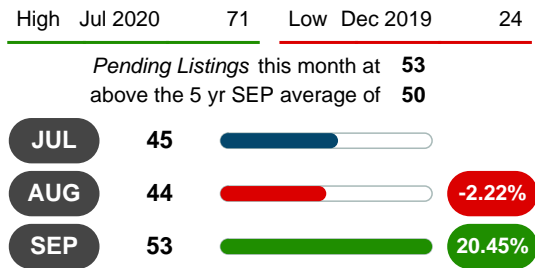


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 50



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.43%	38.0	2	3	0	0
\$100,001 - \$125,000	3	5.66%	11.0	1	2	0	0
\$125,001 - \$175,000	10	18.87%	52.5	1	5	3	1
\$175,001 - \$250,000	15	28.30%	28.0	2	11	1	1
\$250,001 - \$300,000	7	13.21%	12.0	0	6	1	0
\$300,001 - \$375,000	6	11.32%	19.0	0	3	3	0
\$375,001 and up	7	13.21%	49.0	0	4	2	1
<b>Total Pending Units</b>	<b>53</b>			<b>6</b>	<b>34</b>	<b>10</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>12,915,662</b>	<b>100%</b>	<b>28.0</b>	<b>752.60K</b>	<b>8.65M</b>	<b>2.79M</b>	<b>728.65K</b>
<b>Median Listing Price</b>	<b>\$199,750</b>			<b>\$129,950</b>	<b>\$207,450</b>	<b>\$299,950</b>	<b>\$199,750</b>

# September 2022



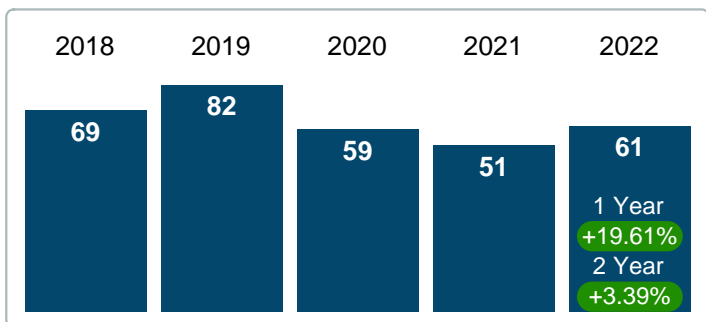
Area Delimited by County Of Cherokee - Residential Property Type



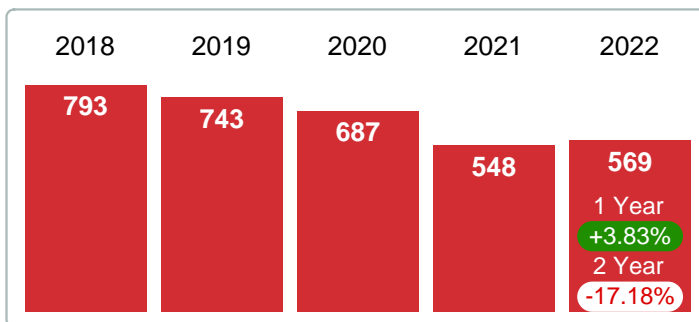
## NEW LISTINGS

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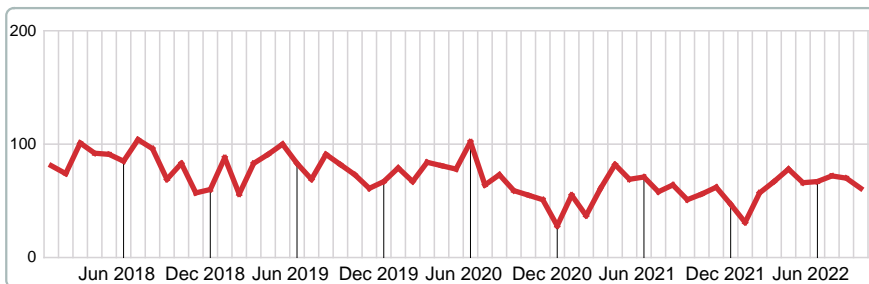
### SEPTEMBER



### YEAR TO DATE (YTD)

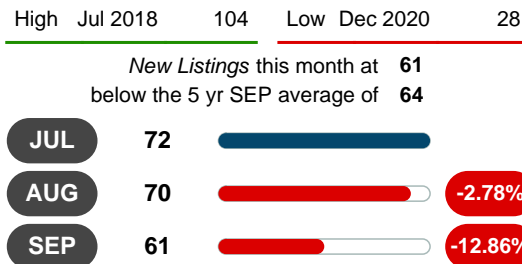


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 64



### 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	5	8.20%	1	3	1	0
\$100,001 - \$125,000	4	6.56%	0	4	0	0
\$125,001 - \$225,000	13	21.31%	2	6	4	1
\$225,001 - \$375,000	16	26.23%	0	9	7	0
\$375,001 - \$500,000	9	14.75%	0	3	4	2
\$500,001 - \$675,000	6	9.84%	2	2	2	0
\$675,001 and up	8	13.11%	0	1	6	1
<b>Total New Listed Units</b>	<b>61</b>		<b>5</b>	<b>28</b>	<b>24</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>22,067,650</b>	<b>100%</b>	<b>1.53M</b>	<b>7.45M</b>	<b>11.16M</b>	<b>1.93M</b>
<b>Median New Listed Listing Price</b>	<b>\$310,000</b>		<b>\$179,900</b>	<b>\$227,950</b>	<b>\$384,500</b>	<b>\$442,500</b>

# September 2022



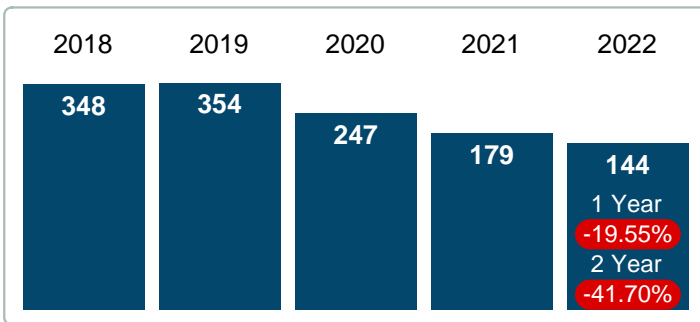
Area Delimited by County Of Cherokee - Residential Property Type



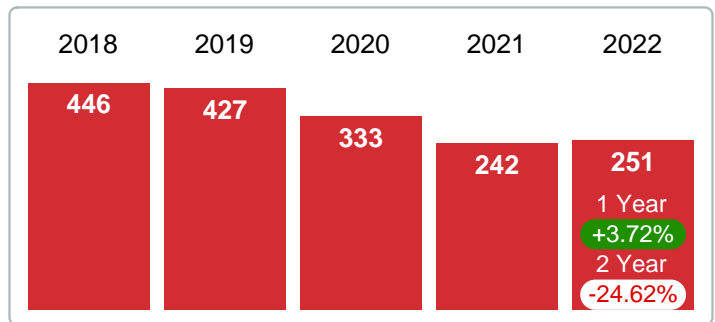
## ACTIVE INVENTORY

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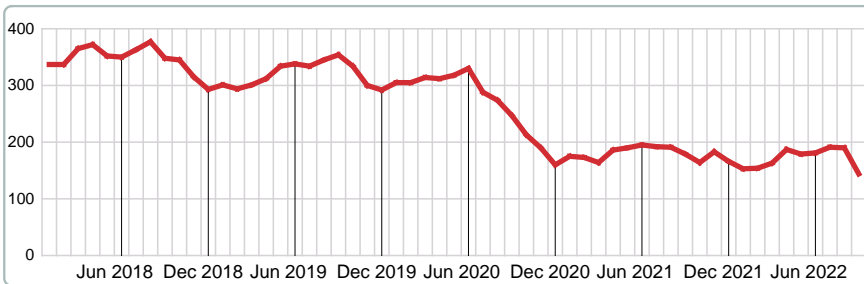
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

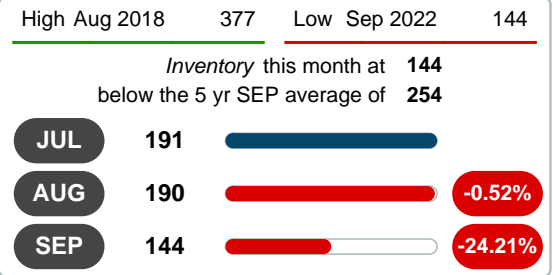


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 254



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	9.03%	56.0	6	6	1	0
\$100,001 - \$150,000	13	9.03%	57.0	4	7	2	0
\$150,001 - \$200,000	21	14.58%	77.0	5	13	3	0
\$200,001 - \$350,000	43	29.86%	57.0	4	23	15	1
\$350,001 - \$475,000	19	13.19%	57.0	1	9	7	2
\$475,001 - \$750,000	19	13.19%	28.0	2	8	8	1
\$750,001 and up	16	11.11%	54.5	2	4	8	2
<b>Total Active Inventory by Units</b>	<b>144</b>			<b>24</b>	<b>70</b>	<b>44</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>55,149,575</b>	<b>100%</b>	<b>56.5</b>	<b>7.27M</b>	<b>24.63M</b>	<b>20.10M</b>	<b>3.15M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$281,450</b>			<b>\$162,400</b>	<b>\$229,450</b>	<b>\$361,000</b>	<b>\$453,950</b>

# September 2022



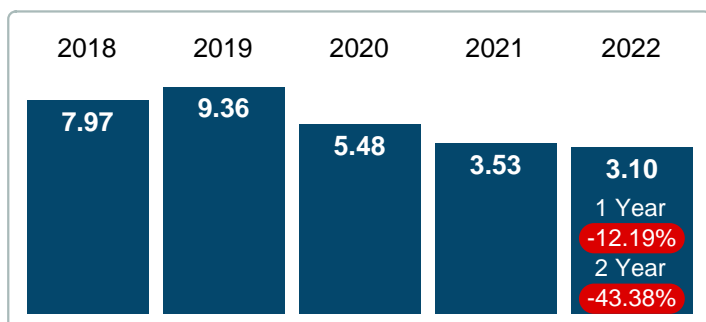
Area Delimited by County Of Cherokee - Residential Property Type



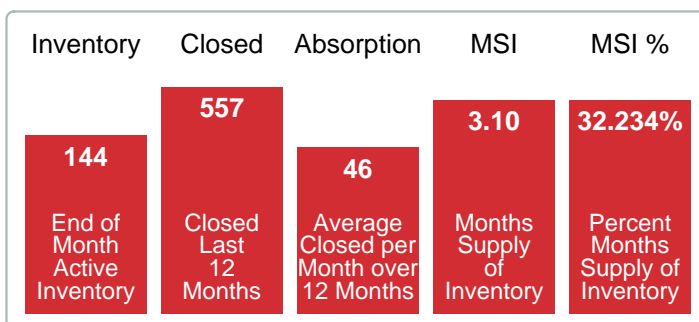
## MONTHS SUPPLY of INVENTORY (MSI)

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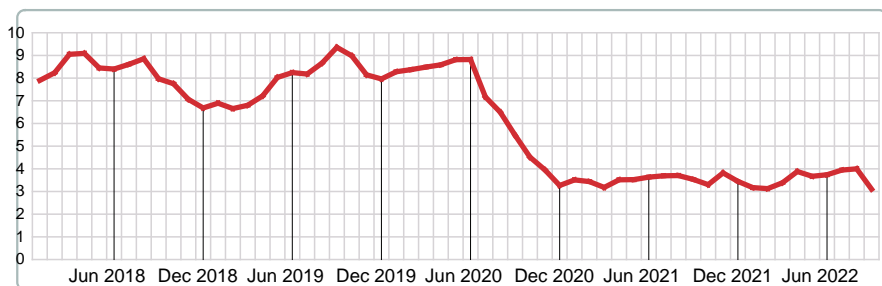
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

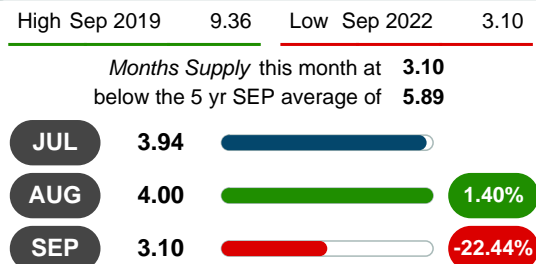


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 5.89



### 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	13	9.03%	1.68	1.71	1.57	3.00	0.00
\$100,001 - \$150,000	13	9.03%	1.34	1.26	1.25	3.00	0.00
\$150,001 - \$200,000	21	14.58%	2.40	6.00	2.00	2.57	0.00
\$200,001 - \$350,000	43	29.86%	3.11	6.86	2.44	4.39	2.40
\$350,001 - \$475,000	19	13.19%	5.85	6.00	6.35	5.60	4.80
\$475,001 - \$750,000	19	13.19%	7.35	24.00	9.60	8.00	1.50
\$750,001 and up	16	11.11%	27.43	0.00	12.00	96.00	12.00
Market Supply of Inventory (MSI)			3.10	2.88	2.51	5.56	2.67
Total Active Inventory by Units		100%	3.10	24	70	44	6

# September 2022



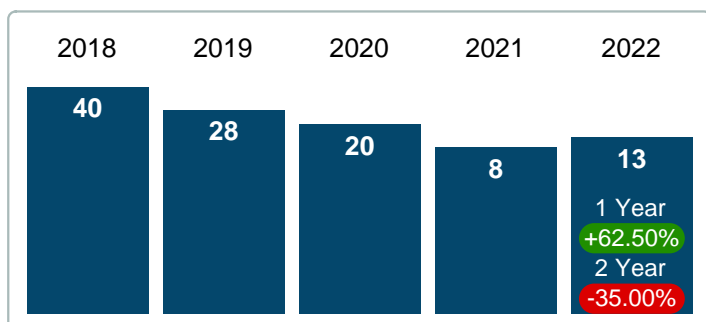
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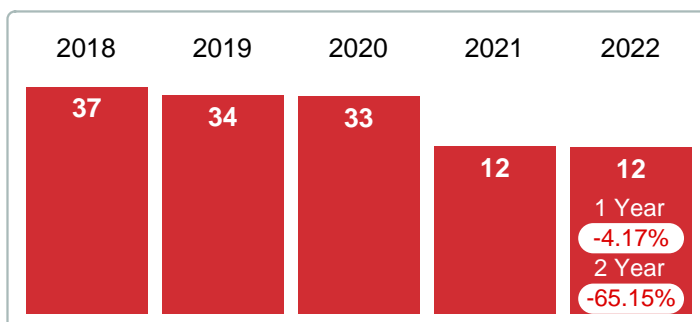
## MEDIAN DAYS ON MARKET TO SALE

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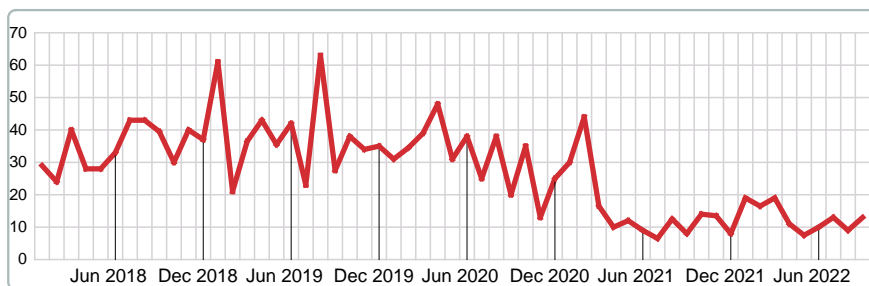
### SEPTEMBER



### YEAR TO DATE (YTD)

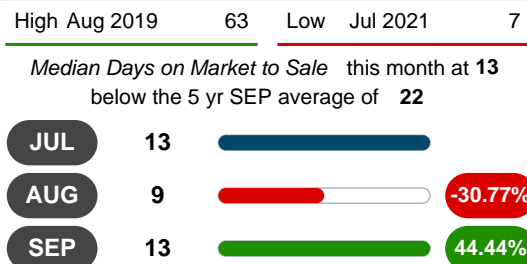


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 22



### 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
\$100,000 and less	9.76%	28	4	49	58	0
\$100,001 - \$125,000	14.63%	30	56	13	0	0
\$125,001 - \$125,000	0.00%	30	0	0	0	0
\$125,001 - \$200,000	36.59%	13	5	13	94	0
\$200,001 - \$300,000	14.63%	11	0	2	40	0
\$300,001 - \$375,000	12.20%	12	7	31	14	0
\$375,001 and up	12.20%	14	0	53	12	274
Median Closed DOM		13	7	13	21	274
Total Closed Units	100%	41	9	22	9	1
Total Closed Volume		9,293,447	1.43M	4.43M	2.78M	660.00K

# September 2022



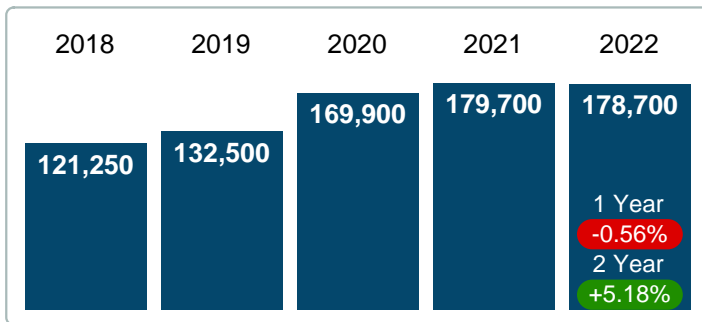
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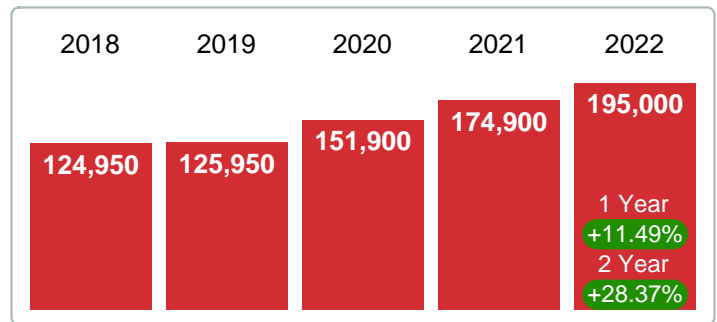
## MEDIAN LIST PRICE AT CLOSING

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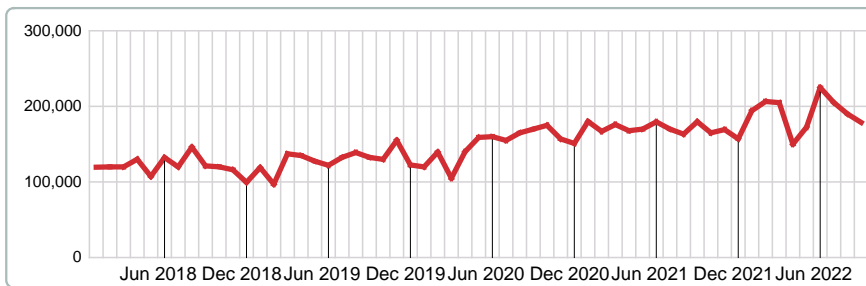
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

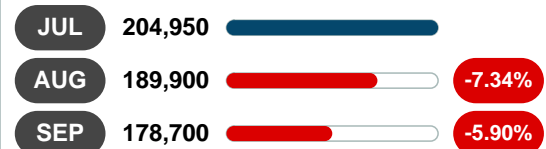


### 3 MONTHS

5 year SEP AVG = 156,410

High Jun 2022 224,900 Low Feb 2019 97,000

Median List Price at Closing this month at **178,700**  
 above the 5 yr SEP average of **156,410**



### 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
\$100,000 and less	9.76%	79,450	78,500	79,900	79,000	0
\$100,001 - \$125,000	9.76%	118,300	115,000	118,300	0	0
\$125,001 - \$125,000	0.00%	118,300	0	0	0	0
\$125,001 - \$200,000	41.46%	149,000	178,750	146,900	160,450	0
\$200,001 - \$300,000	14.63%	237,400	0	237,400	244,950	0
\$300,001 - \$375,000	9.76%	339,950	0	345,000	332,400	0
\$375,001 and up	14.63%	490,000	424,000	432,500	619,500	680,000
<b>Median List Price</b>		<b>178,700</b>	<b>145,000</b>	<b>170,350</b>	<b>270,000</b>	<b>680,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>178,700</b>	<b>9</b>	<b>22</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,527,700</b>	<b>1.50M</b>	<b>4.55M</b>	<b>2.79M</b>	<b>680.00K</b>



# September 2022



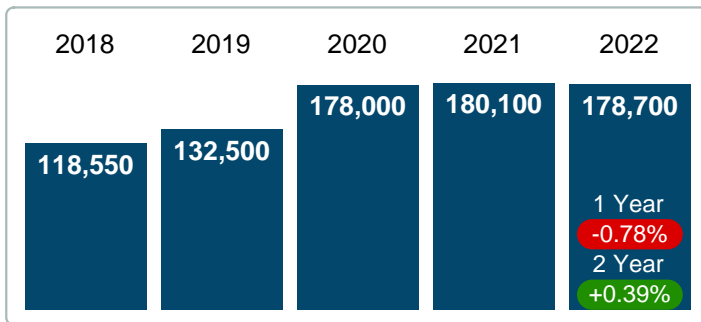
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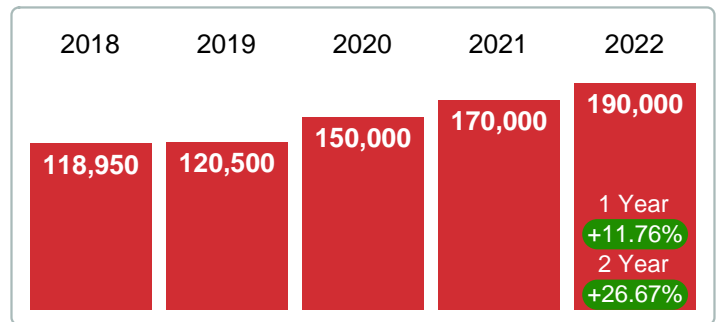
## MEDIAN SOLD PRICE AT CLOSING

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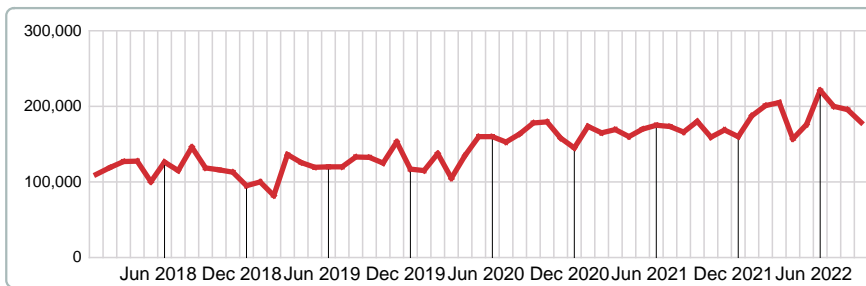
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

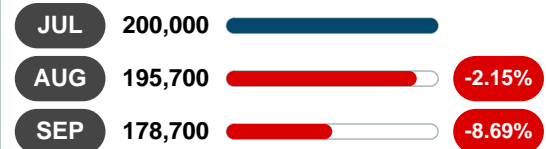


### 3 MONTHS

5 year SEP AVG = 157,570

High Jun 2022 221,200 Low Feb 2019 82,000

Median Sold Price at Closing this month at **178,700**  
 above the 5 yr SEP average of **157,570**



### 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
\$100,000 and less	4	9.76%	65,000	78,500	65,000	65,000	0
\$100,001 - \$125,000	6	14.63%	120,500	110,000	124,650	0	0
\$125,001 - \$125,000	0	0.00%	120,500	0	0	0	0
\$125,001 - \$200,000	15	36.59%	161,000	179,000	150,000	156,274	0
\$200,001 - \$300,000	6	14.63%	236,950	0	236,950	240,850	0
\$300,001 - \$375,000	5	12.20%	325,000	360,000	320,000	338,200	0
\$375,001 and up	5	12.20%	540,000	0	410,000	620,500	660,000
Median Sold Price			178,700	146,500	169,850	274,700	660,000
Total Closed Units		100%	41	9	22	9	1
Total Closed Volume			9,293,447	1.43M	4.43M	2.78M	660.00K

# September 2022



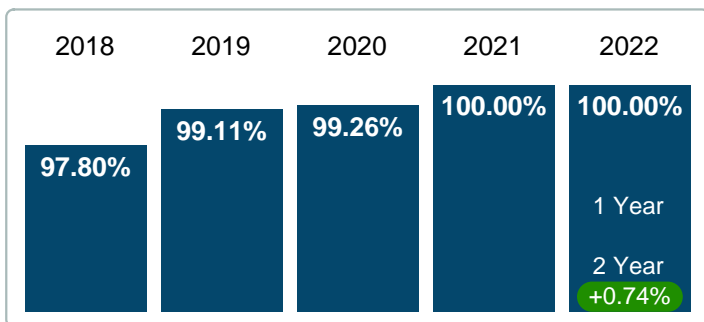
Area Delimited by County Of Cherokee - Residential Property Type



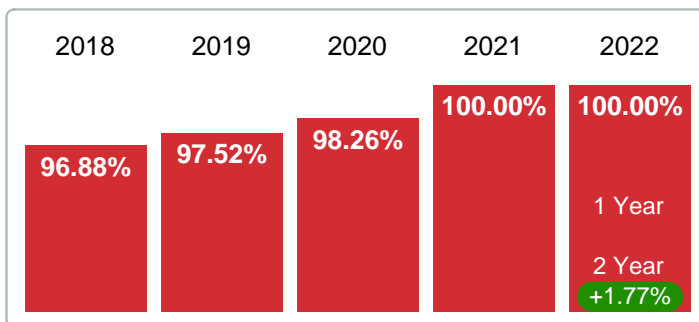
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2022 for MLS Technology Inc.

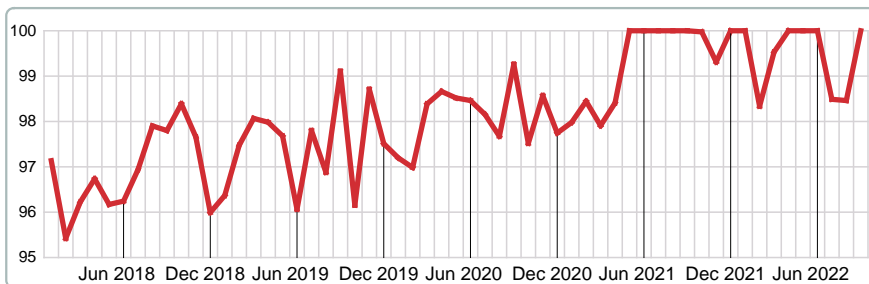
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

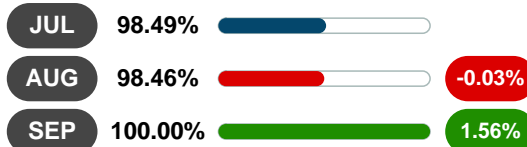


### 3 MONTHS

5 year SEP AVG = 99.23%

High Sep 2022 100.00% Low Feb 2018 95.42%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.23%**



### 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
\$100,000 and less	4	9.76%	91.14%	100.00%	81.35%	82.28%	0.00%
\$100,001 - \$125,000	6	14.63%	99.01%	95.83%	99.01%	0.00%	0.00%
\$125,001 - \$125,000	0	0.00%	99.01%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$200,000	15	36.59%	100.00%	100.16%	100.00%	97.63%	0.00%
\$200,001 - \$300,000	6	14.63%	100.02%	0.00%	100.02%	97.94%	0.00%
\$300,001 - \$375,000	5	12.20%	99.46%	84.91%	93.15%	101.91%	0.00%
\$375,001 and up	5	12.20%	97.06%	0.00%	94.77%	100.14%	97.06%
Median Sold/List Ratio		100.00%		100.00%	99.78%	100.00%	97.06%
Total Closed Units		41	100%	9	22	9	1
Total Closed Volume		9,293,447		1.43M	4.43M	2.78M	660.00K

# September 2022



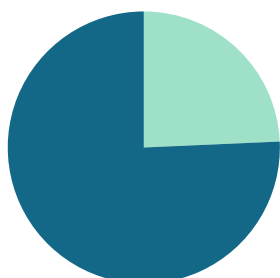
Area Delimited by County Of Cherokee - Residential Property Type



## MARKET SUMMARY

Report produced on Oct 11, 2022 for MLS Technology Inc.

### INVENTORY

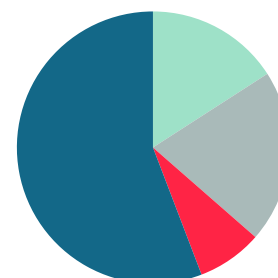


**Inventory**  
 New Listings  
**61 = 24.30%**  
 Start Inventory  
**190**  
 Total Inventory Units  
**251**  
 Volume  
**\$84,880,736**

### Market Activity

Closed Sales  
**41 = 15.89%**  
 Pending Sales  
**53 = 20.54%**  
 Other Off Market  
**20 = 7.75%**  
 Active Inventory  
**144 = 55.81%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	41	-24.07%	441	420	-4.76%
Pending Sales	40	53	32.50%	459	434	-5.45%
New Listings	51	61	19.61%	548	569	3.83%
Median List Price	179,700	178,700	-0.56%	174,900	195,000	11.49%
Median Sale Price	180,100	178,700	-0.78%	170,000	190,000	11.76%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	13.00	62.50%	12.00	11.50	-4.17%
Monthly Inventory	179	144	-19.55%	179	144	-19.55%
Months Supply of Inventory	3.53	3.10	-12.19%	3.53	3.10	-12.19%

**Absorption:** Last 12 months, an Average of **46** Sales/Month

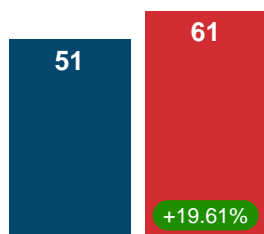
**Inventory** on September 30, 2022 = **144**

**2021** **2022**

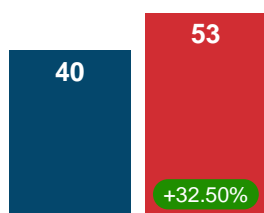
### SEPTEMBER MARKET

### MEDIAN PRICES

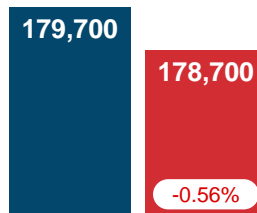
#### New Listings



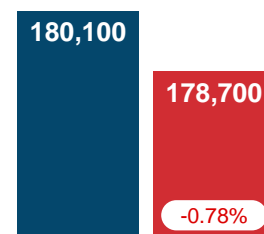
#### Pending Listings



#### List Price



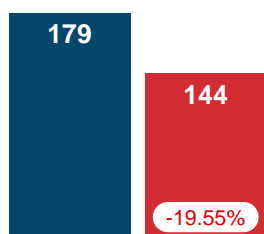
#### Sale Price



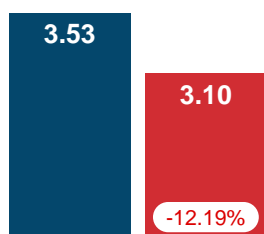
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

