

Market Trends Residential Homes

*Cherokee, Clay & Graham
Counties*



2022 vs 2021

Residential	2022	2021	+/-
New Listings	1382	1418	2.60%
Pending Sales	950	997	4%
Pending Sales Volume	\$260,272,740	\$270,800,820	4.05%
Closed Sales	1042	1228	17.85%
Median Sales Price	\$287,700	\$250,000	-13.10%
Average Sales Price	\$336,102	\$294,655	-12.33%
Closed Sales Volume	\$350,218,756	\$361,837,158	3.32%
Percent of List Price Received	97.18%	98.13%	0.95%
Average Days On Market	100	114	14.00%
Months Supply Of Inventory	1.51	1.39	-7.95%
Available Inventory	1574	1706	8.39%
Absorption Rate	0.66	0.72	

4th Quarter 2022

Residential	2022	2021	+/-
New Listings	227	283	24.67%
Pending Sales	192	232	20%
Pending Sales Volume	\$29,778,000	\$65,990,170	121.61%
Closed Sales	212	314	48.11%
Median Sales Price	\$281,500	\$260,000	-7.64%
Average Sales Price	\$321,219	\$306,328	-12.33%
Closed Sales Volume	\$68,098,484	\$96,187,095	41.25%
Percent of List Price Received	96.03%	98.13%	2.10%
Average Days On Market	111	110	-0.90%
Months Supply Of Inventory	2.61	1.76	-32.57%
Available Inventory	554	553	-0.18%
Absorption Rate	0.38	0.57	