

March 2023



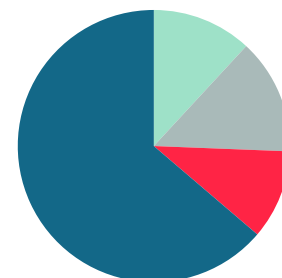
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	15	19	26.67%
Pending Listings	25	22	-12.00%
New Listings	35	42	20.00%
Median List Price	259,000	255,000	-1.54%
Median Sale Price	257,000	225,000	-12.45%
Median Percent of Selling Price to List Price	93.58%	98.17%	4.90%
Median Days on Market to Sale	58.00	45.00	-22.41%
End of Month Inventory	109	102	-6.42%
Months Supply of Inventory	4.37	4.33	-1.13%



■ Closed (11.88%)
■ Pending (13.75%)
■ Other OffMarket (10.62%)
■ Active (63.75%)

Absorption: Last 12 months, an Average of **24** Sales/Month
Active Inventory as of March 31, 2023 = **102**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **6.42%** to 102 existing homes available for sale. Over the last 12 months this area has had an average of 24 closed sales per month. This represents an unsold inventory index of **4.33** 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 **12.45%** in March 2023 to \$225,000 versus the previous year at \$257,000.

Median Days on Market Shortens

The median number of **45.00** days that homes spent on the market before selling decreased by 13.00 days or **22.41%** in March 2023 compared to last year's same month at **58.00** DOM.

Sales Success for March 2023 is Positive

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

There were 42 New Listings in March 2023, up **20.00%** from last year at 35. Furthermore, there were 19 Closed Listings this month versus last year at 15, a **26.67%** increase.

Closed versus Listed trends yielded a **45.2%** ratio, up from previous year's, March 2022, at **42.9%**, a **5.56%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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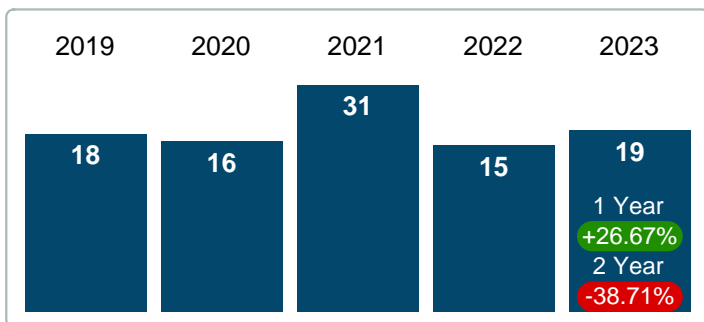
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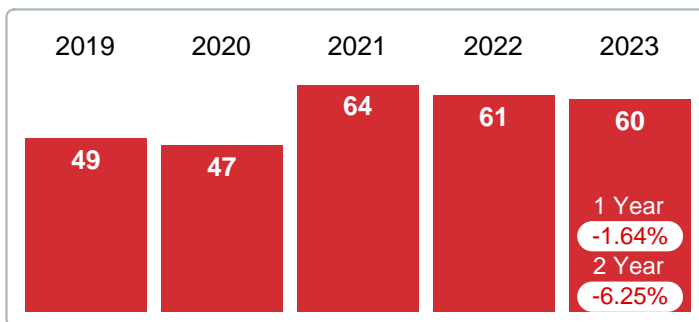
CLOSED LISTINGS

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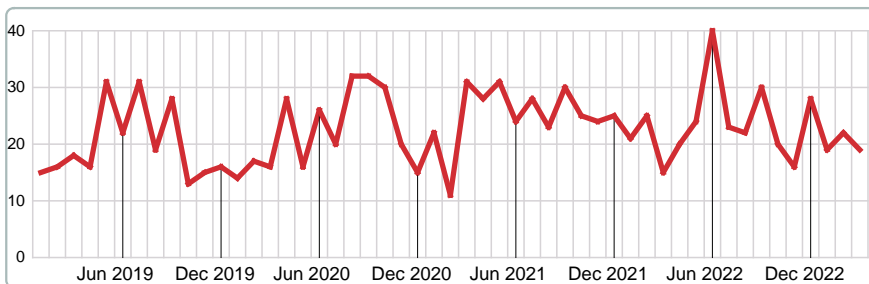
MARCH



YEAR TO DATE (YTD)

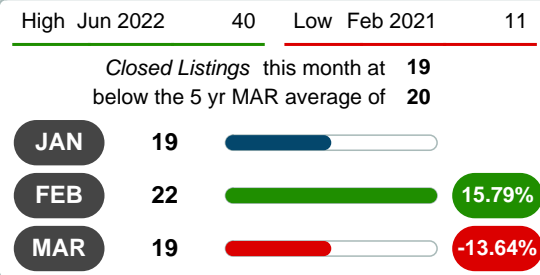


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20



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	5.26%	10.0	1	0	0	0
\$75,001 - \$100,000	2	10.53%	106.0	1	1	0	0
\$100,001 - \$175,000	4	21.05%	41.0	2	1	1	0
\$175,001 - \$250,000	4	21.05%	60.5	0	4	0	0
\$250,001 - \$425,000	4	21.05%	33.5	1	2	1	0
\$425,001 - \$575,000	2	10.53%	57.5	0	2	0	0
\$575,001 and up	2	10.53%	50.0	0	2	0	0
Total Closed Units	19			5	12	2	0
Total Closed Volume	5,346,300	100%	45.0	854.90K	4.11M	377.00K	0.00B
Median Closed Price	\$225,000			\$119,900	\$248,700	\$188,500	\$0

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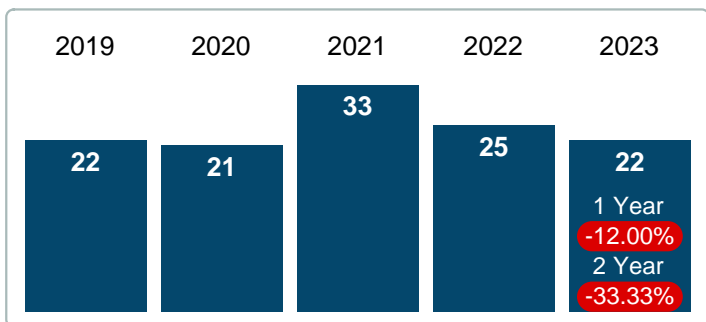
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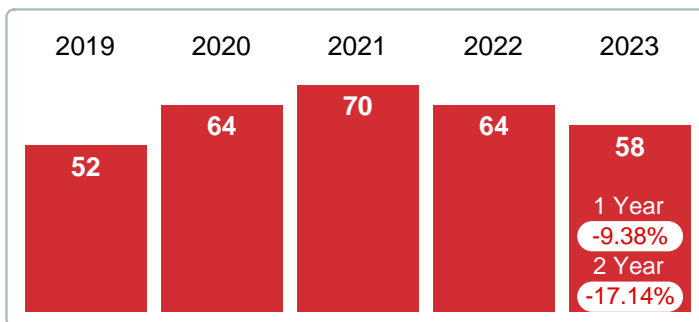
PENDING LISTINGS

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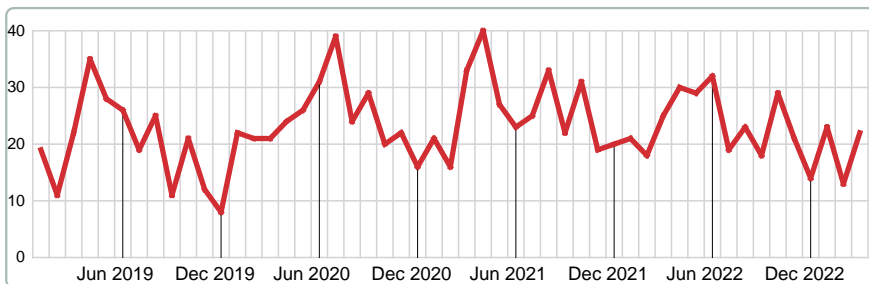
MARCH



YEAR TO DATE (YTD)

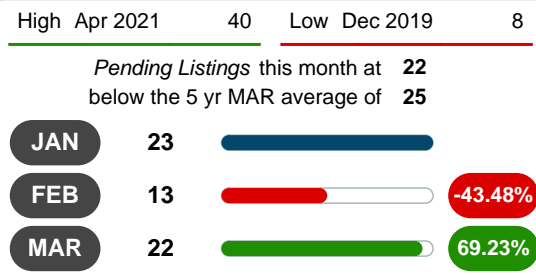


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 25



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	50.0	0	0	0	0
\$50,001 - \$75,000	3	13.64%	11.0	2	1	0	0
\$75,001 - \$150,000	5	22.73%	34.0	2	2	1	0
\$150,001 - \$175,000	4	18.18%	25.5	2	1	1	0
\$175,001 - \$225,000	5	22.73%	56.0	1	3	1	0
\$225,001 - \$375,000	3	13.64%	23.0	0	3	0	0
\$375,001 and up	2	9.09%	135.5	0	1	0	1
Total Pending Units	22			7	11	3	1
Total Pending Volume	4,386,200	100%	29.0	832.00K	2.56M	494.80K	500.00K
Median Listing Price	\$174,950			\$119,900	\$199,900	\$174,900	\$500,000

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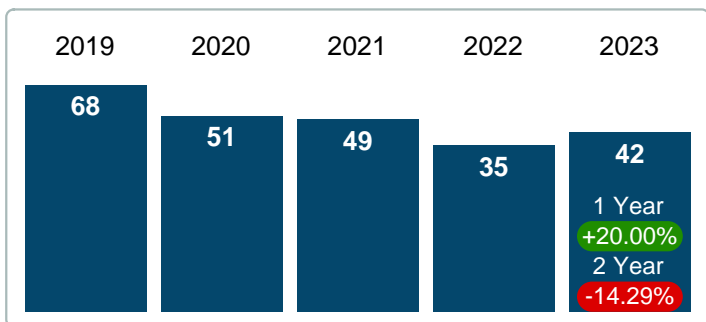
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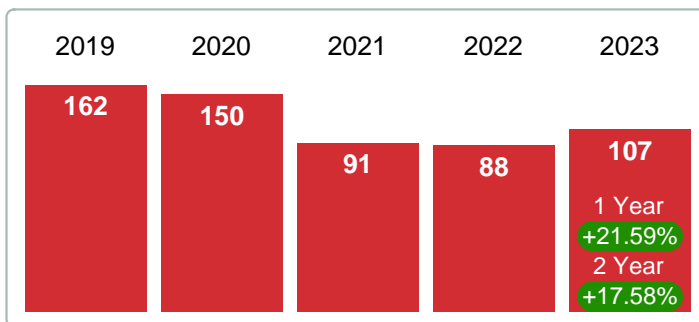
NEW LISTINGS

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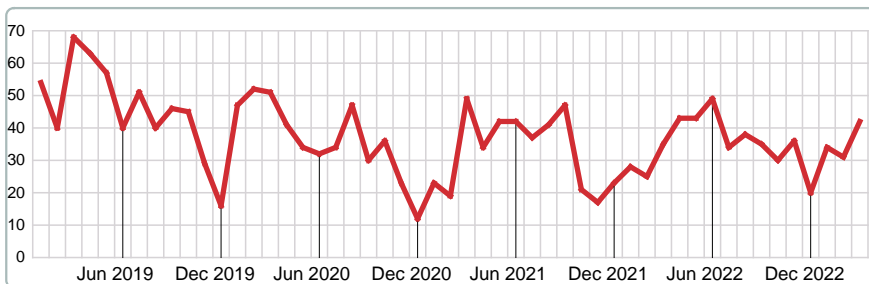
MARCH



YEAR TO DATE (YTD)

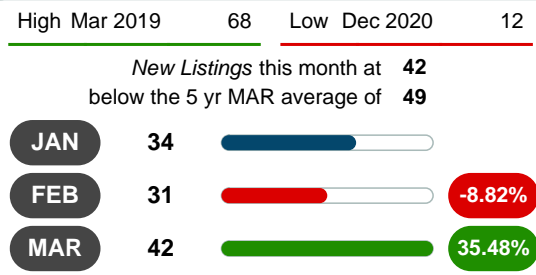


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 49



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	5	11.90%	3	2	0	0
\$75,001 - \$125,000	5	11.90%	3	2	0	0
\$125,001 - \$225,000	4	9.52%	1	3	0	0
\$225,001 - \$350,000	13	30.95%	4	7	2	0
\$350,001 - \$400,000	5	11.90%	1	4	0	0
\$400,001 - \$575,000	6	14.29%	0	5	1	0
\$575,001 and up	4	9.52%	0	2	2	0
Total New Listed Units	42		12	25	5	0
Total New Listed Volume	13,287,200	100%	2.09M	8.06M	3.14M	0.00B
Median New Listed Listing Price	\$271,250		\$146,500	\$300,000	\$575,000	\$0

March 2023



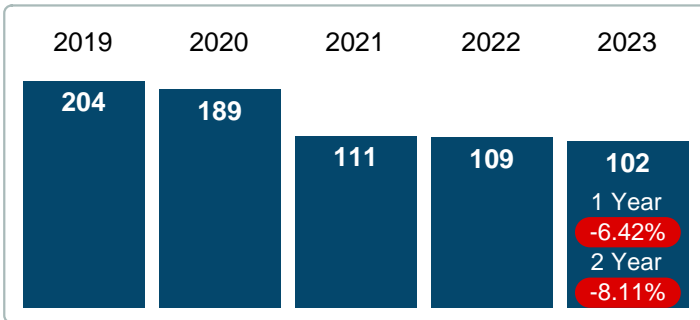
Area Delimited by County Of McIntosh - Residential Property Type



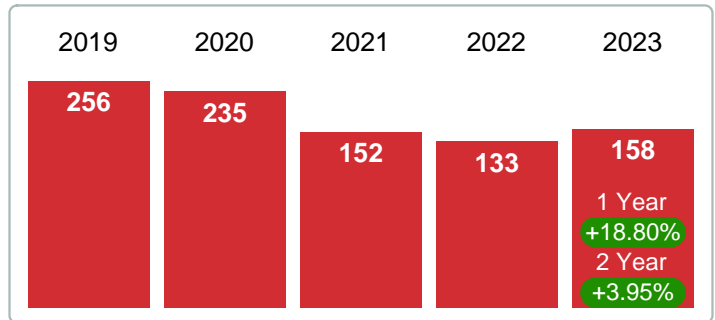
ACTIVE INVENTORY

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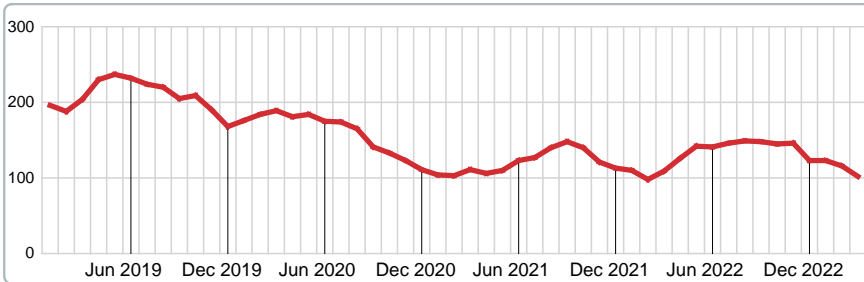
END OF MARCH



ACTIVE DURING MARCH

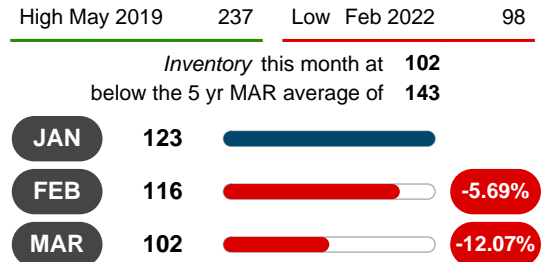


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 143



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	6.86%	18.0	5	1	1	0
\$75,001 - \$125,000	10	9.80%	107.0	4	5	1	0
\$125,001 - \$225,000	19	18.63%	88.0	5	13	0	1
\$225,001 - \$350,000	25	24.51%	49.0	5	13	6	1
\$350,001 - \$475,000	20	19.61%	67.5	2	12	6	0
\$475,001 - \$650,000	12	11.76%	51.0	0	8	4	0
\$650,001 and up	9	8.82%	52.0	0	2	4	3
Total Active Inventory by Units	102			21	54	22	5
Total Active Inventory by Volume	39,160,875	100%	57.0	3.63M	18.12M	14.16M	3.25M
Median Active Inventory Listing Price	\$299,450			\$150,000	\$309,500	\$445,000	\$750,000

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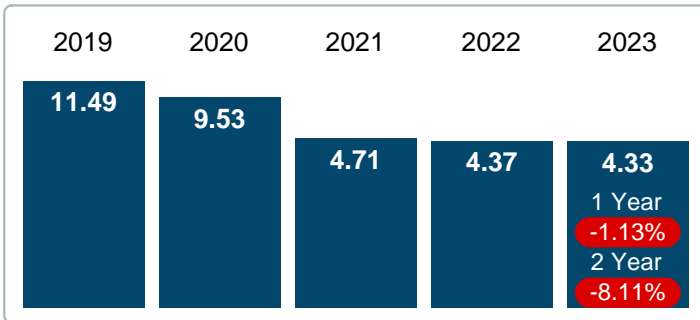
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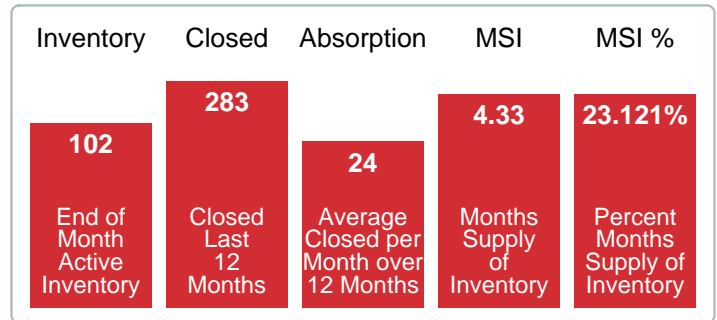
MONTHS SUPPLY of INVENTORY (MSI)

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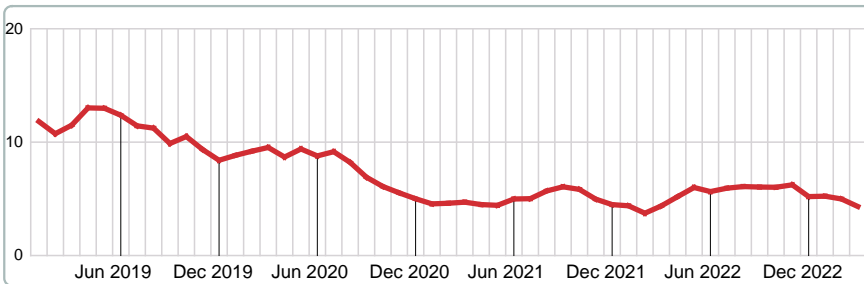
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS

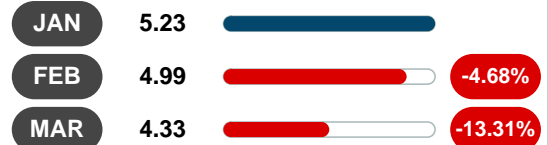


3 MONTHS

5 year MAR AVG = 6.89

High Apr 2019 13.02 Low Feb 2022 3.73

Months Supply this month at **4.33**
below the 5 yr MAR average of **6.89**



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
\$75,000 and less	7	6.86%	3.23	3.75	1.20	0.00	0.00
\$75,001 - \$125,000	10	9.80%	2.73	2.67	2.73	3.00	0.00
\$125,001 - \$225,000	19	18.63%	2.38	1.94	2.94	0.00	12.00
\$225,001 - \$350,000	25	24.51%	4.92	7.50	4.00	6.00	6.00
\$350,001 - \$475,000	20	19.61%	7.74	12.00	9.60	6.55	0.00
\$475,001 - \$650,000	12	11.76%	8.00	0.00	7.38	16.00	0.00
\$650,001 and up	9	8.82%	15.43	0.00	24.00	16.00	12.00
Market Supply of Inventory (MSI)			4.33	3.27	4.24	6.00	6.67
Total Active Inventory by Units		100%	4.33	21	54	22	5

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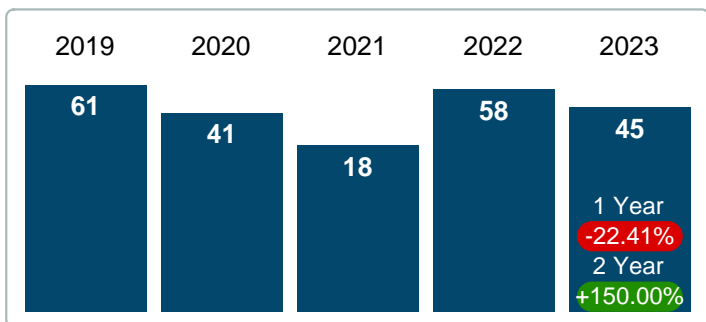
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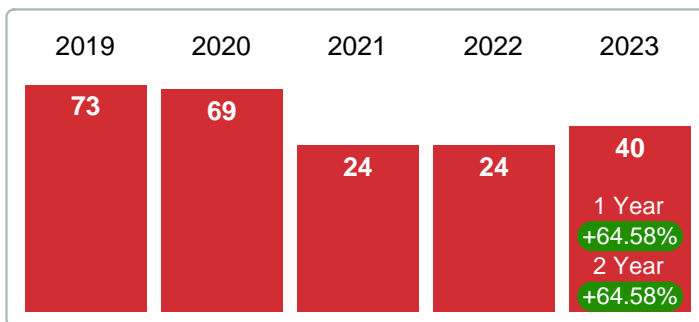
MEDIAN DAYS ON MARKET TO SALE

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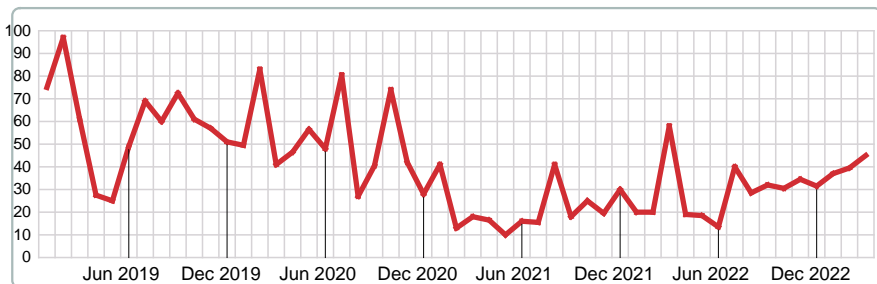
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

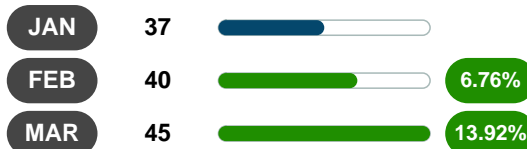


3 MONTHS

5 year MAR AVG = 45

High Feb 2019 97 Low May 2021 10

Median Days on Market to Sale this month at 45 equal to 5 yr MAR average of 45



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	5.26%	10	10	0	0	0
\$75,001 - \$100,000	10.53%	106	155	57	0	0
\$100,001 - \$175,000	21.05%	41	24	162	45	0
\$175,001 - \$250,000	21.05%	61	0	61	0	0
\$250,001 - \$425,000	21.05%	34	58	48	9	0
\$425,001 - \$575,000	10.53%	58	0	58	0	0
\$575,001 and up	10.53%	50	0	50	0	0
Median Closed DOM		45	37	73	27	0
Total Closed Units	100%	45.0	5	12	2	
Total Closed Volume		5,346,300	854.90K	4.11M	377.00K	0.00B

March 2023



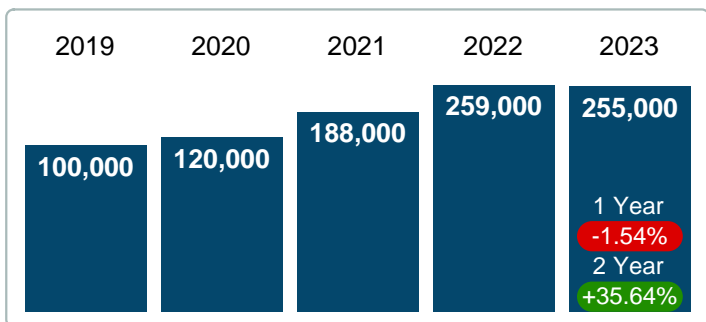
Area Delimited by County Of McIntosh - Residential Property Type



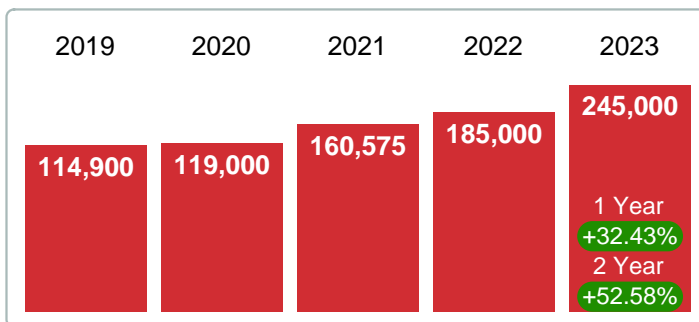
MEDIAN LIST PRICE AT CLOSING

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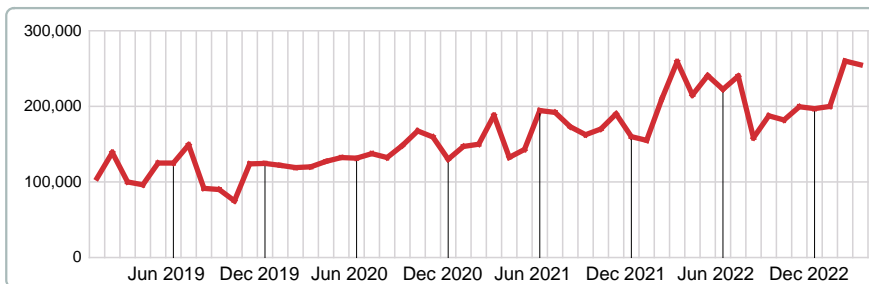
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

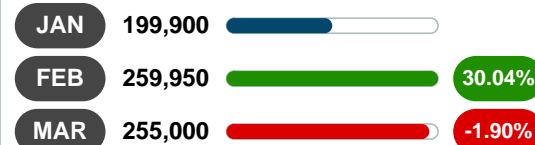


3 MONTHS

5 year MAR AVG = 184,400

High Feb 2023 259,950 Low Oct 2019 75,000

Median List Price at Closing this month at **255,000**
above the 5 yr MAR average of **184,400**



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	1	5.26%	55,000	55,000	0	0	0
\$75,001 - \$100,000	1	5.26%	99,000	0	99,000	0	0
\$100,001 - \$175,000	4	21.05%	120,000	120,000	0	120,000	0
\$175,001 - \$250,000	3	15.79%	210,000	0	210,000	0	0
\$250,001 - \$425,000	6	31.58%	287,000	399,000	274,500	285,000	0
\$425,001 - \$575,000	2	10.53%	510,000	0	510,000	0	0
\$575,001 and up	2	10.53%	699,900	0	699,900	0	0
Median List Price			255,000	120,000	274,500	202,500	0
Total Closed Units		100%	255,000	5	12	2	
Total Closed Volume				843.90K	4.37M	405.00K	0.00B

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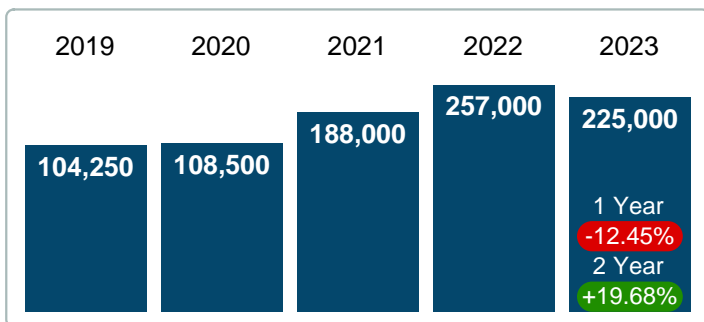
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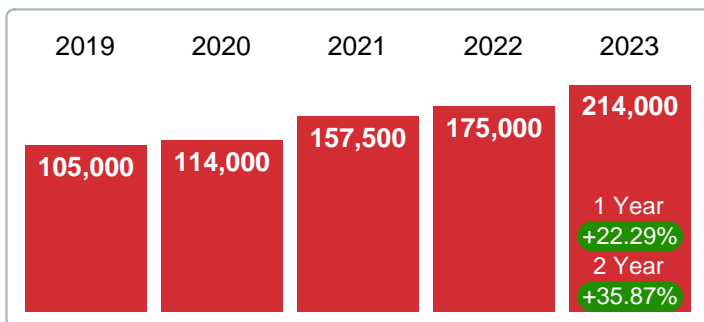
MEDIAN SOLD PRICE AT CLOSING

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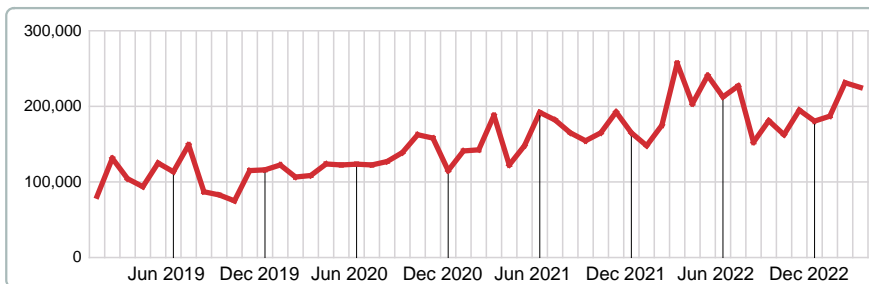
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

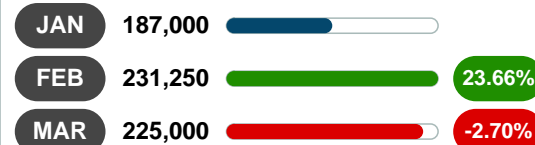


3 MONTHS

5 year MAR AVG = 176,550

High Mar 2022 257,000 Low Oct 2019 75,000

Median Sold Price at Closing this month at **225,000** above the 5 yr MAR average of **176,550**



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	5.26%	66,000	66,000	0	0	0
\$75,001 - \$100,000	10.53%	99,500	100,000	99,000	0	0
\$100,001 - \$175,000	21.05%	124,950	136,950	130,000	117,000	0
\$175,001 - \$250,000	21.05%	217,500	0	217,500	0	0
\$250,001 - \$425,000	21.05%	337,500	415,000	342,500	260,000	0
\$425,001 - \$575,000	10.53%	496,500	0	496,500	0	0
\$575,001 and up	10.53%	670,000	0	670,000	0	0
Median Sold Price		225,000	119,900	248,700	188,500	0
Total Closed Units	100%	225,000	5	12	2	0
Total Closed Volume		5,346,300	854.90K	4.11M	377.00K	0.00B

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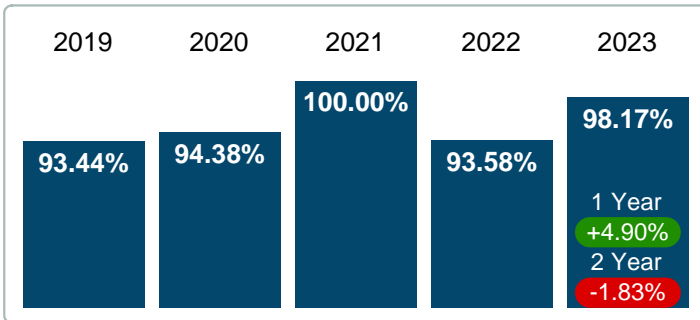
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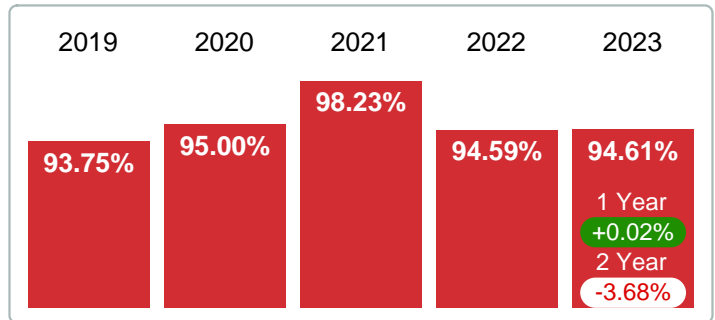
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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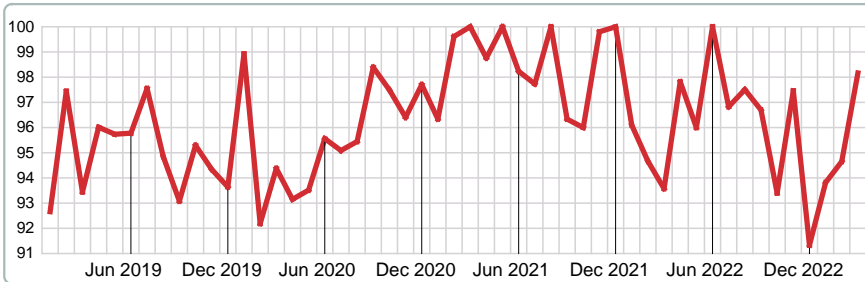
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

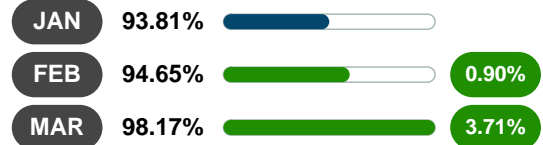


3 MONTHS

5 year MAR AVG = 95.91%

High Jun 2022 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **98.17%**
above the 5 yr MAR average of **95.91%**



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	1	5.26%	120.00%	120.00%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	2	10.53%	91.67%	83.33%	100.00%	0.00%	0.00%
\$100,001 - \$175,000	4	21.05%	98.75%	101.33%	61.90%	97.50%	0.00%
\$175,001 - \$250,000	4	21.05%	93.27%	0.00%	93.27%	0.00%	0.00%
\$250,001 - \$425,000	4	21.05%	95.61%	104.01%	94.98%	91.23%	0.00%
\$425,001 - \$575,000	2	10.53%	97.29%	0.00%	97.29%	0.00%	0.00%
\$575,001 and up	2	10.53%	95.40%	0.00%	95.40%	0.00%	0.00%
Median Sold/List Ratio		98.17%		102.67%	97.29%	94.36%	0.00%
Total Closed Units		19	100%	5	12	2	
Total Closed Volume		5,346,300		854.90K	4.11M	377.00K	0.00B

March 2023



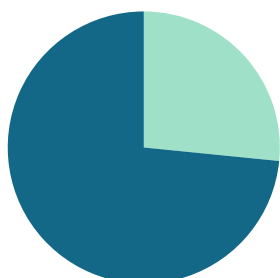
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

INVENTORY

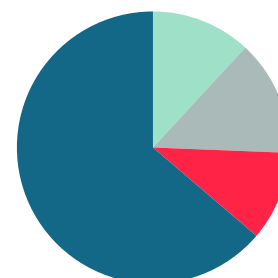


Inventory
 New Listings
42 = 26.58%
 Start Inventory
116
 Total Inventory Units
158
 Volume
\$55,480,673

Market Activity

Closed Sales
19 = 11.88%
 Pending Sales
22 = 13.75%
 Other Off Market
17 = 10.63%
 Active Inventory
102 = 63.75%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	15	19	26.67%	61	60	-1.64%
Pending Sales	25	22	-12.00%	64	58	-9.38%
New Listings	35	42	20.00%	88	107	21.59%
Median List Price	259,000	255,000	-1.54%	185,000	245,000	32.43%
Median Sale Price	257,000	225,000	-12.45%	175,000	214,000	22.29%
Median Percent of Selling Price to List Price	93.58%	98.17%	4.90%	94.59%	94.61%	0.02%
Median Days on Market to Sale	58.00	45.00	-22.41%	24.00	39.50	64.58%
Monthly Inventory	109	102	-6.42%	109	102	-6.42%
Months Supply of Inventory	4.37	4.33	-1.13%	4.37	4.33	-1.13%

Absorption: Last 12 months, an Average of **24** Sales/Month

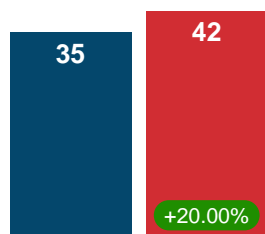
Inventory on March 31, 2023 = **102**

2022 **2023**

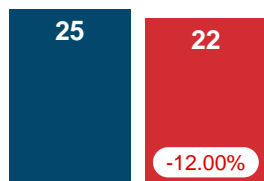
MARCH MARKET

MEDIAN PRICES

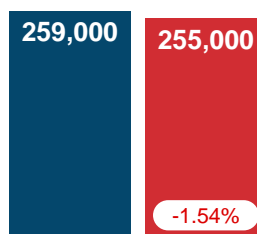
New Listings



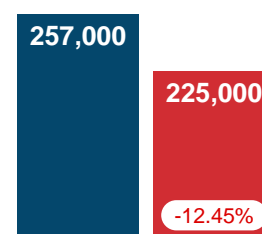
Pending Listings



List Price



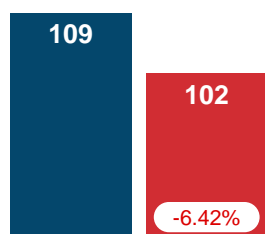
Sale Price



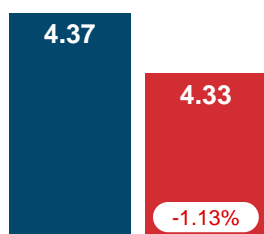
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

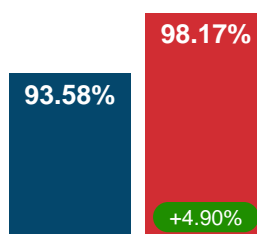
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

