

April 2023



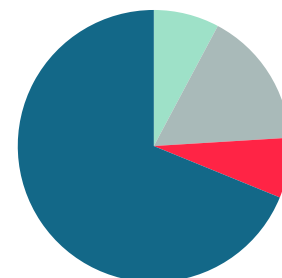
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	20	12	-40.00%
Pending Listings	30	25	-16.67%
New Listings	43	37	-13.95%
Average List Price	267,220	150,958	-43.51%
Average Sale Price	258,313	145,881	-43.53%
Average Percent of Selling Price to List Price	95.22%	95.28%	0.06%
Average Days on Market to Sale	56.35	34.67	-38.48%
End of Month Inventory	126	106	-15.87%
Months Supply of Inventory	5.20	4.63	-10.98%



■ Closed (7.79%)
■ Pending (16.23%)
■ Other OffMarket (7.14%)
■ Active (68.83%)

Absorption: Last 12 months, an Average of **23** Sales/Month
Active Inventory as of April 30, 2023 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **15.87%** to 106 existing homes available for sale. Over the last 12 months this area has had an average of 23 closed sales per month. This represents an unsold inventory index of **4.63** 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 **43.53%** in April 2023 to \$145,881 versus the previous year at \$258,313.

Average Days on Market Shortens

The average number of **34.67** days that homes spent on the market before selling decreased by 21.68 days or **38.48%** in April 2023 compared to last year's same month at **56.35** DOM.

Sales Success for April 2023 is Positive

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

There were 37 New Listings in April 2023, down **13.95%** from last year at 43. Furthermore, there were 12 Closed Listings this month versus last year at 20, a **-40.00%** decrease.

Closed versus Listed trends yielded a **32.4%** ratio, down from previous year's, April 2022, at **46.5%**, a **30.27%** downswing. This will certainly create pressure on a decreasing Monthly 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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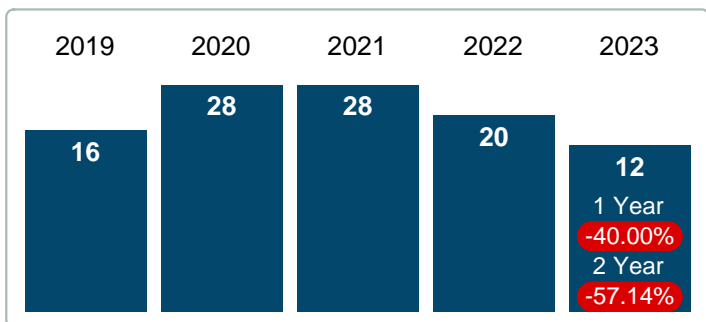
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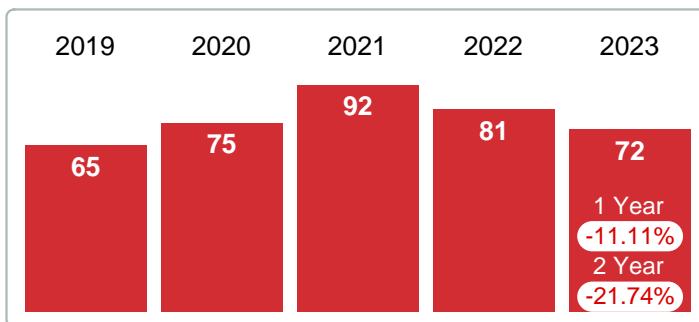
CLOSED LISTINGS

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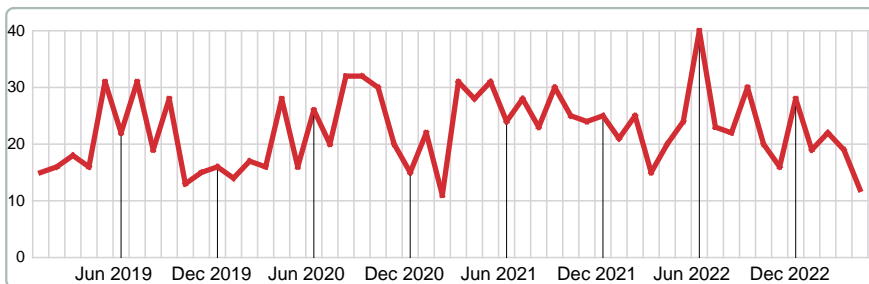
APRIL



YEAR TO DATE (YTD)

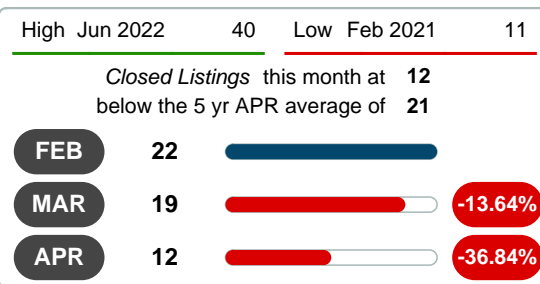


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 21



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	8.33%	11.0	0	1	0	0
\$70,001 - \$80,000	2	16.67%	76.5	1	1	0	0
\$80,001 - \$120,000	1	8.33%	14.0	0	0	1	0
\$120,001 - \$180,000	4	33.33%	38.0	1	1	2	0
\$180,001 - \$200,000	1	8.33%	56.0	0	1	0	0
\$200,001 - \$230,000	2	16.67%	3.5	0	2	0	0
\$230,001 and up	1	8.33%	23.0	0	0	1	0
Total Closed Units	12			2	6	4	0
Total Closed Volume	1,750,568	100%	34.7	227.90K	901.00K	621.67K	0.00B
Average Closed Price	\$145,881			\$113,950	\$150,167	\$155,417	\$0

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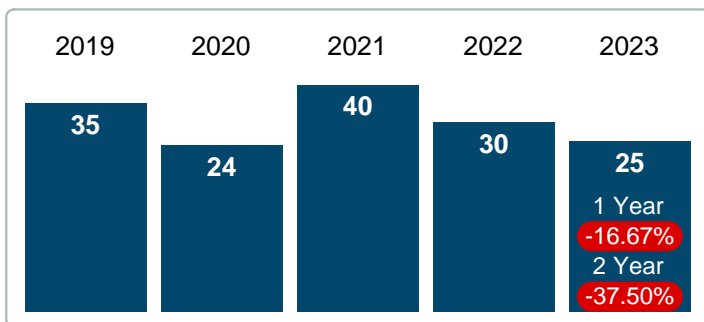
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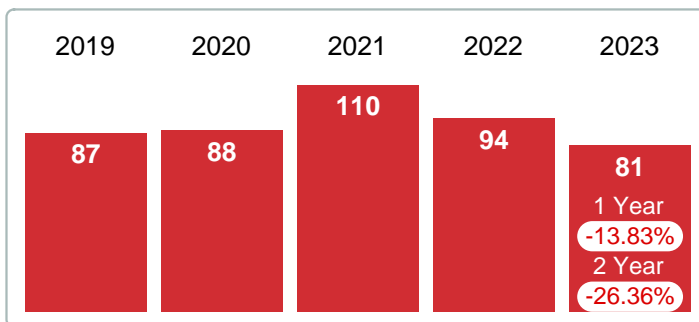
PENDING LISTINGS

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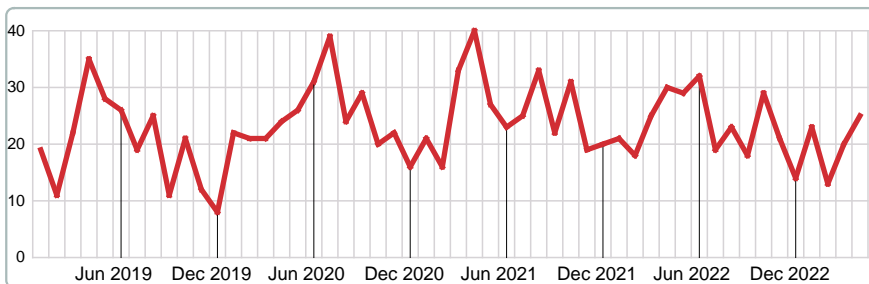
APRIL



YEAR TO DATE (YTD)

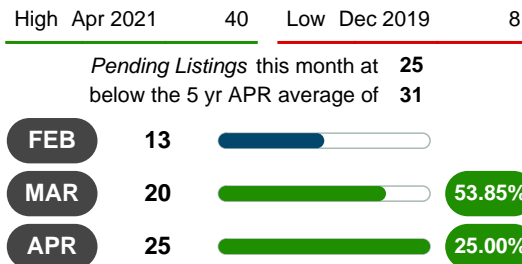


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 31



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	2	8.00%	39.5	1	1	0	0
\$70,001 - \$170,000	3	12.00%	71.7	1	2	0	0
\$170,001 - \$220,000	4	16.00%	13.3	0	2	2	0
\$220,001 - \$290,000	5	20.00%	28.2	1	3	1	0
\$290,001 - \$370,000	5	20.00%	31.0	2	2	1	0
\$370,001 - \$540,000	3	12.00%	53.7	0	3	0	0
\$540,001 and up	3	12.00%	62.0	0	2	1	0
Total Pending Units	25			5	15	5	0
Total Pending Volume	7,797,700	100%	0.0	966.50K	4.57M	2.26M	0.00B
Average Listing Price	\$0			\$193,300	\$304,953	\$451,380	\$0

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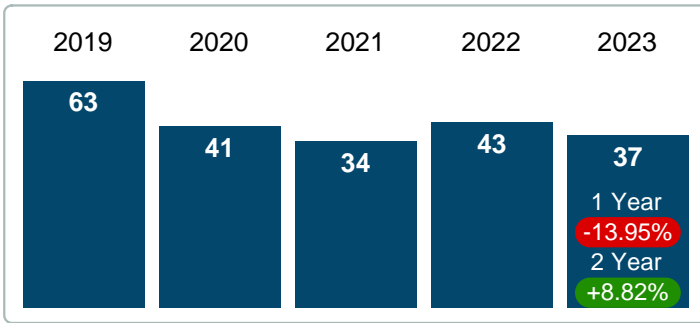
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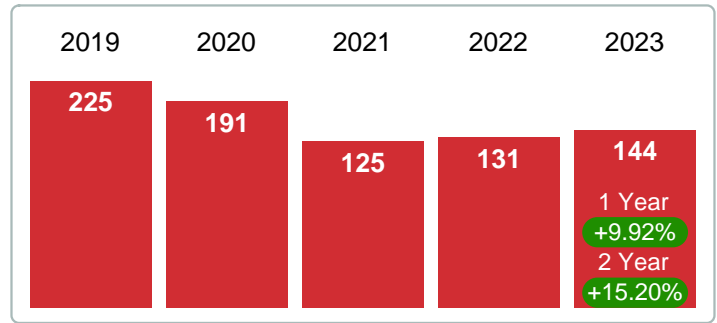
NEW LISTINGS

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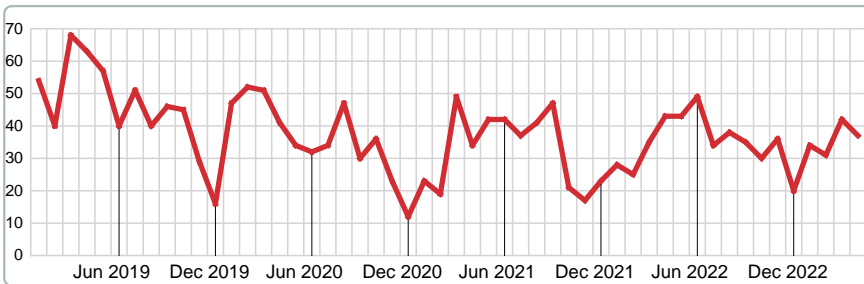
APRIL



YEAR TO DATE (YTD)

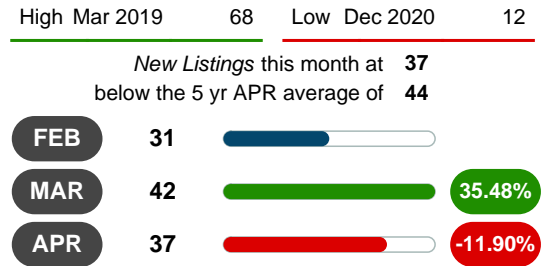


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$160,000 and less	3	8.11%	1	2	0	0
\$160,001 - \$220,000	5	13.51%	1	2	2	0
\$220,001 - \$240,000	5	13.51%	2	1	2	0
\$240,001 - \$320,000	9	24.32%	5	4	0	0
\$320,001 - \$440,000	6	16.22%	1	4	1	0
\$440,001 - \$540,000	5	13.51%	1	2	2	0
\$540,001 and up	4	10.81%	0	4	0	0
Total New Listed Units	37		11	19	7	0
Total New Listed Volume	12,573,499	100%	2.97M	7.41M	2.19M	0.00B
Average New Listed Listing Price	\$0		\$270,109	\$390,095	\$312,929	\$0

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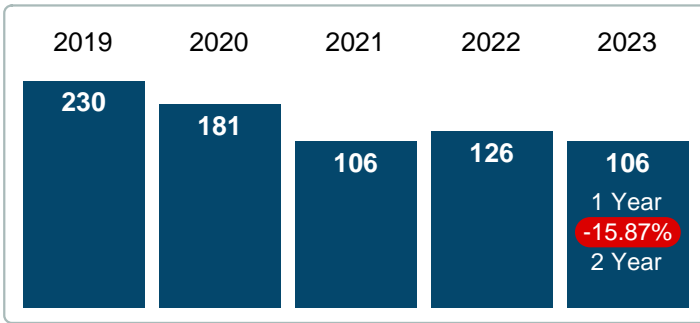
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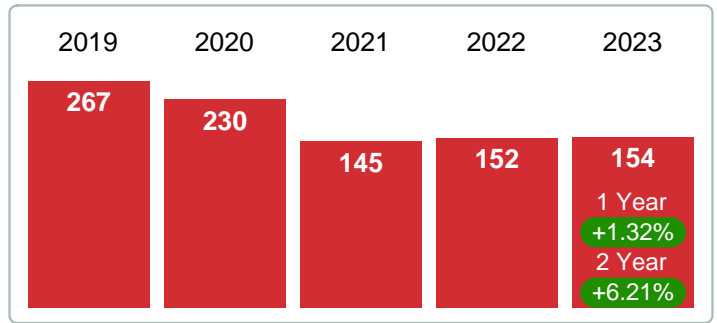
ACTIVE INVENTORY

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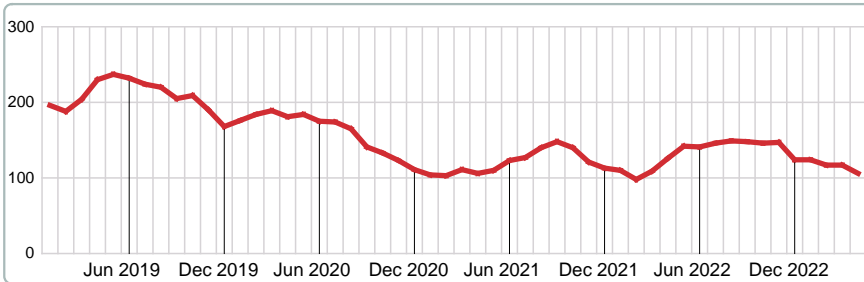
END OF APRIL



ACTIVE DURING APRIL

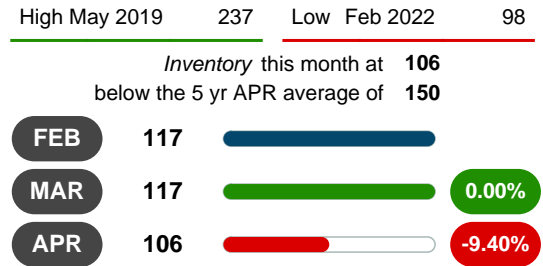


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 150



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	10.38%	686.4	6	5	0	0
\$125,001 - \$175,000	12	11.32%	74.9	3	8	1	0
\$175,001 - \$250,000	18	16.98%	81.7	6	8	3	1
\$250,001 - \$350,000	21	19.81%	58.3	6	13	1	1
\$350,001 - \$475,000	22	20.75%	89.0	3	11	8	0
\$475,001 - \$650,000	13	12.26%	81.5	0	9	4	0
\$650,001 and up	9	8.49%	86.0	0	3	3	3
Total Active Inventory by Units	106			24	57	20	5
Total Active Inventory by Volume	42,151,199	100%	140.9	5.28M	20.64M	13.10M	3.13M
Average Active Inventory Listing Price	\$397,653			\$219,983	\$362,170	\$655,020	\$625,500

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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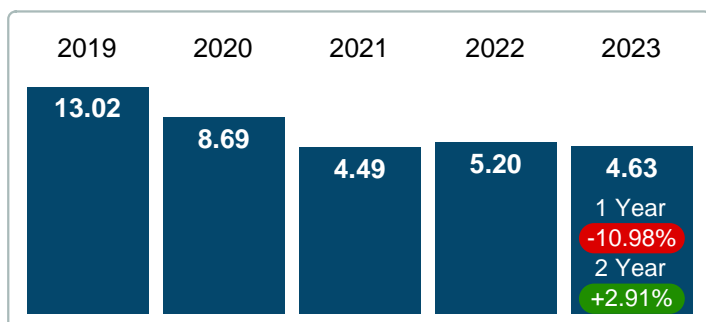
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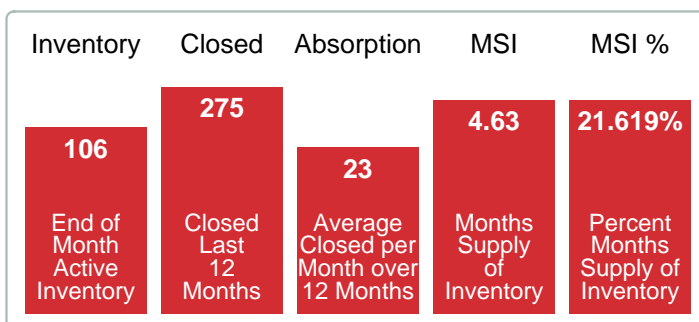
MONTHS SUPPLY of INVENTORY (MSI)

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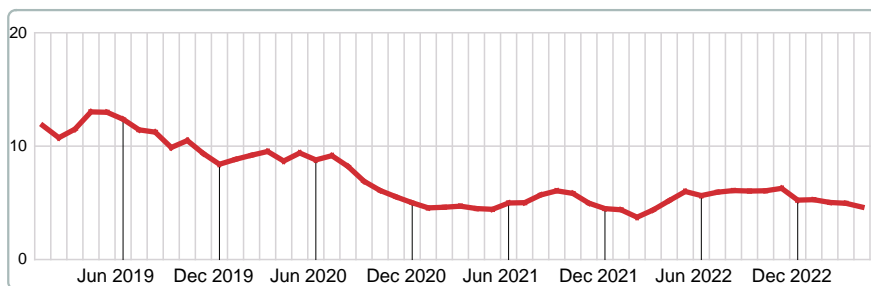
MSI FOR APRIL



INDICATORS FOR APRIL 2023

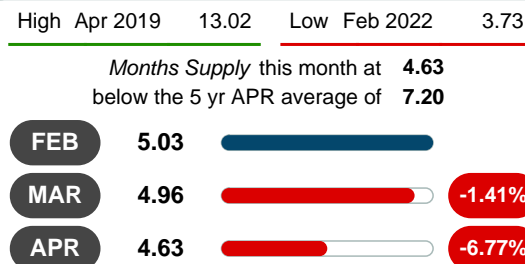


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 7.20



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
\$125,000 and less	11	10.38%	1.86	2.18	1.82	0.00	0.00
\$125,001 - \$175,000	12	11.32%	3.13	2.00	3.84	4.00	0.00
\$175,001 - \$250,000	18	16.98%	3.27	5.54	2.46	3.00	6.00
\$250,001 - \$350,000	21	19.81%	6.15	14.40	6.00	1.33	12.00
\$350,001 - \$475,000	22	20.75%	9.43	18.00	10.15	9.60	0.00
\$475,001 - \$650,000	13	12.26%	9.75	0.00	9.00	24.00	0.00
\$650,001 and up	9	8.49%	15.43	0.00	36.00	12.00	12.00
Market Supply of Inventory (MSI)			4.63	3.95	4.59	5.45	6.67
Total Active Inventory by Units		100%	4.63	24	57	20	5

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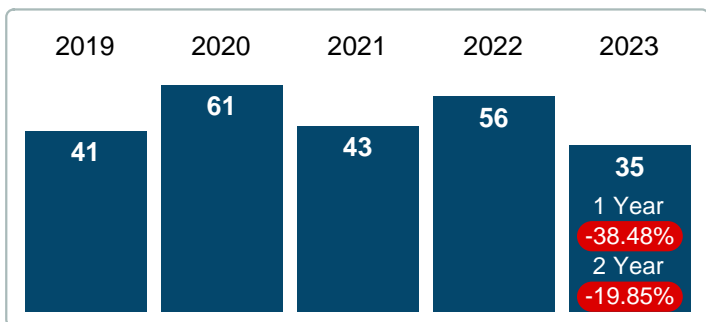
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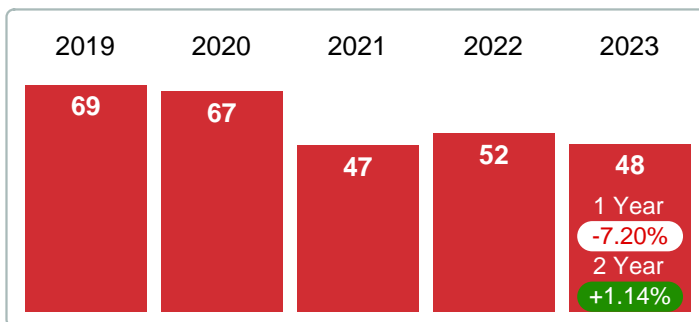
AVERAGE DAYS ON MARKET TO SALE

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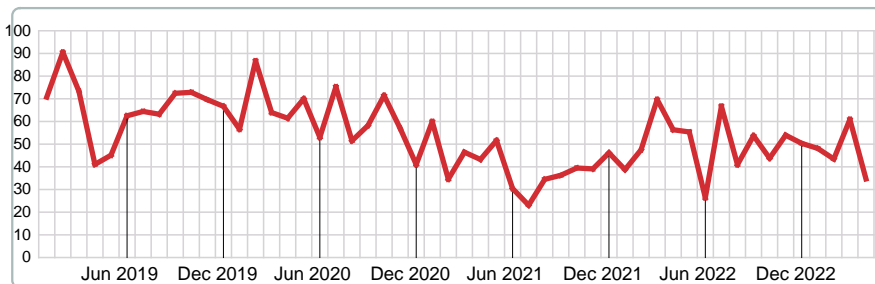
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

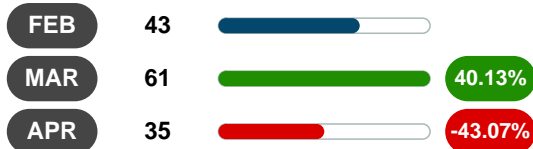


3 MONTHS

5 year APR AVG = 47

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 35 below the 5 yr APR average of 47



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
\$70,000 and less	8.33%	11	0	11	0	0
\$70,001 - \$80,000	16.67%	77	105	48	0	0
\$80,001 - \$120,000	8.33%	14	0	0	14	0
\$120,001 - \$180,000	33.33%	38	5	19	64	0
\$180,001 - \$200,000	8.33%	56	0	56	0	0
\$200,001 - \$230,000	16.67%	4	0	4	0	0
\$230,001 and up	8.33%	23	0	0	23	0
Average Closed DOM		35	55	24	41	0
Total Closed Units	100%	35	2	6	4	0
Total Closed Volume		1,750,568	227.90K	901.00K	621.67K	0.00B

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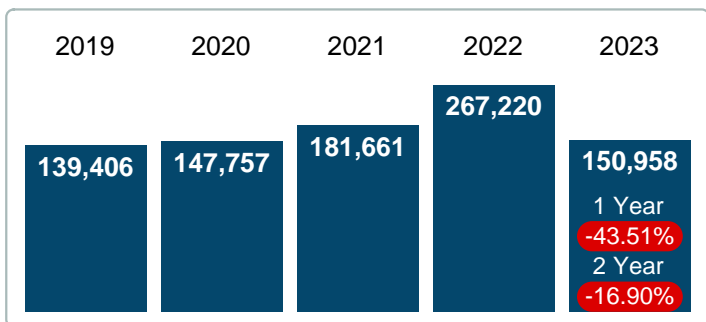
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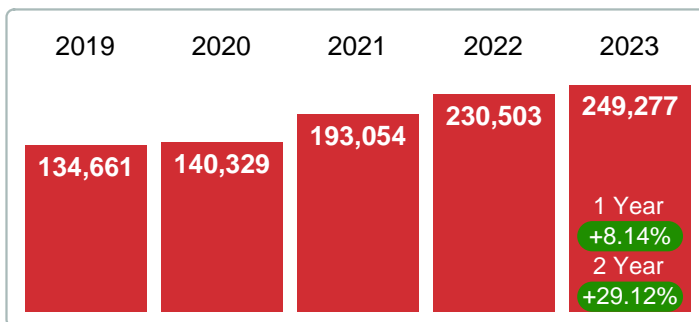
AVERAGE LIST PRICE AT CLOSING

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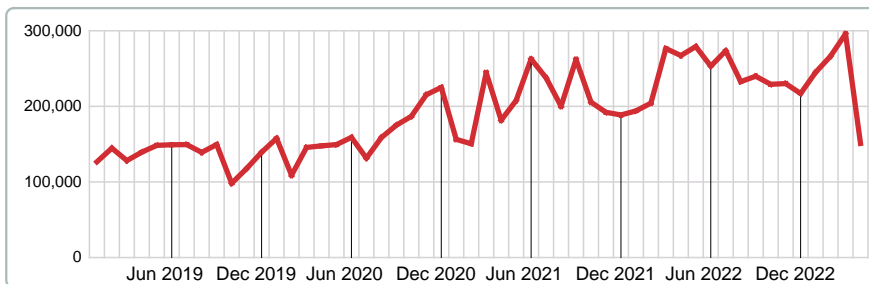
APRIL



YEAR TO DATE (YTD)

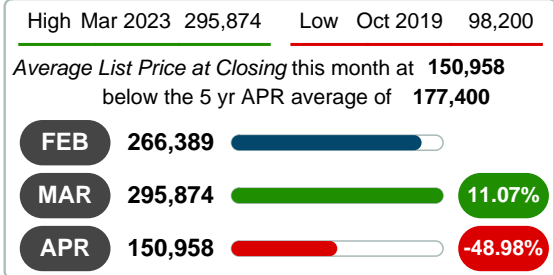


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 177,400



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	8.33%	60,000	80,000	60,000	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	25.00%	88,000	0	89,000	95,000	0
\$125,001 - \$175,000	25.00%	141,500	152,600	132,000	139,900	0
\$175,001 - \$200,000	16.67%	187,500	0	195,000	180,000	0
\$200,001 - \$225,000	8.33%	209,000	0	209,000	0	0
\$225,001 and up	16.67%	239,500	0	239,000	240,000	0
Average List Price		150,958	116,300	154,000	163,725	0
Total Closed Units	100%	150,958	2	6	4	0
Total Closed Volume		1,811,500	232.60K	924.00K	654.90K	0.00B

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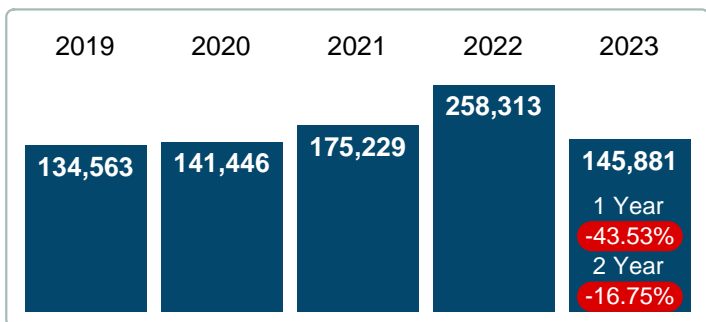
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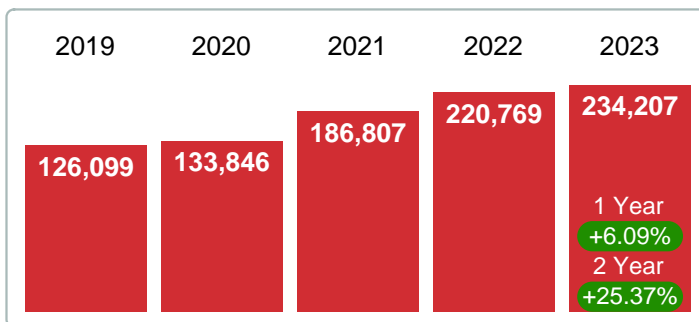
AVERAGE SOLD PRICE AT CLOSING

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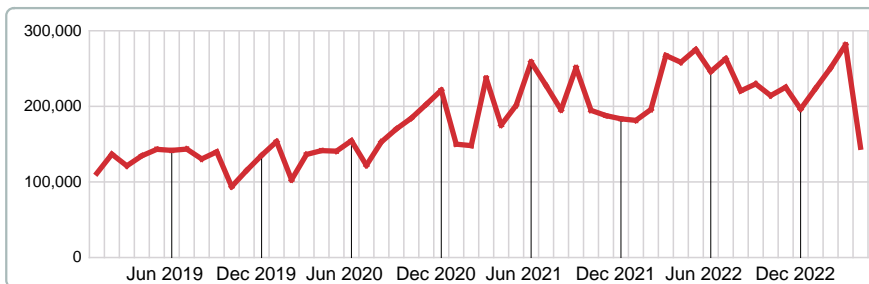
APRIL



YEAR TO DATE (YTD)

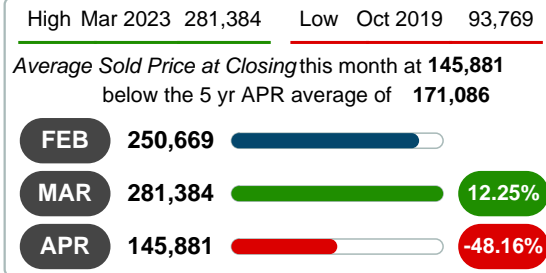


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 171,086



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
\$70,000 and less	8.33%	52,000	0	52,000	0	0
\$70,001 - \$80,000	16.67%	77,500	75,000	80,000	0	0
\$80,001 - \$120,000	8.33%	82,000	0	0	82,000	0
\$120,001 - \$180,000	33.33%	148,950	152,900	135,000	153,950	0
\$180,001 - \$200,000	8.33%	195,000	0	195,000	0	0
\$200,001 - \$230,000	16.67%	219,500	0	219,500	0	0
\$230,001 and up	8.33%	231,768	0	0	231,768	0
Average Sold Price		145,881	113,950	150,167	155,417	0
Total Closed Units	100%	145,881	2	6	4	0
Total Closed Volume		1,750,568	227.90K	901.00K	621.67K	0.00B

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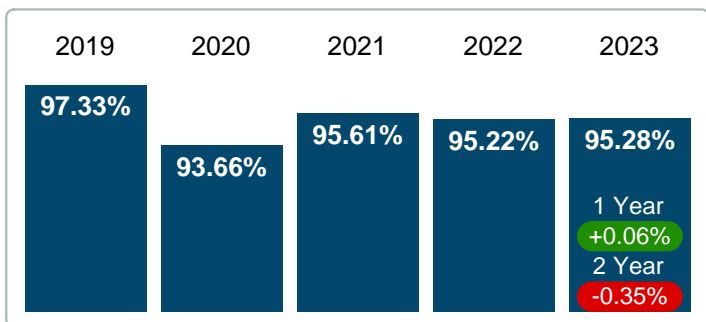
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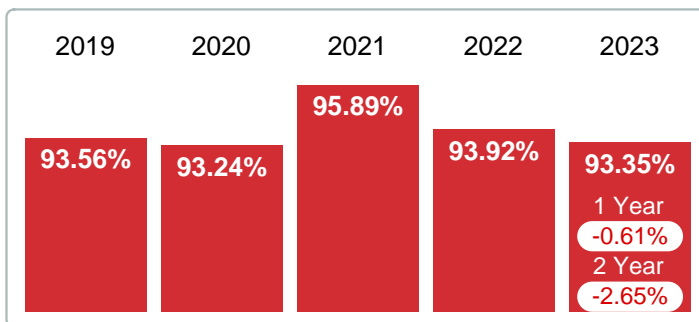
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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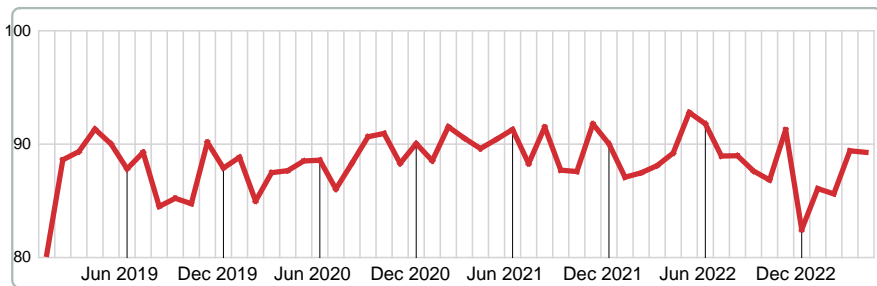
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

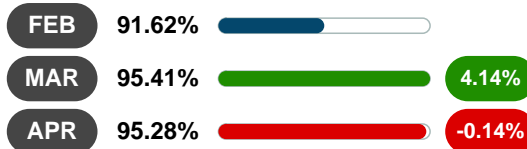


3 MONTHS

5 year APR AVG = 95.42%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **95.28%** equal to 5 yr APR average of **95.42%**



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
\$70,000 and less	1	8.33%	86.67%	0.00%	86.67%	0.00%	0.00%
\$70,001 - \$80,000	2	16.67%	91.82%	93.75%	89.89%	0.00%	0.00%
\$80,001 - \$120,000	1	8.33%	86.32%	0.00%	0.00%	86.32%	0.00%
\$120,001 - \$180,000	4	33.33%	98.47%	100.20%	102.27%	95.71%	0.00%
\$180,001 - \$200,000	1	8.33%	100.00%	0.00%	100.00%	0.00%	0.00%
\$200,001 - \$230,000	2	16.67%	98.12%	0.00%	98.12%	0.00%	0.00%
\$230,001 and up	1	8.33%	96.57%	0.00%	0.00%	96.57%	0.00%
Average Sold/List Ratio		95.30%		96.97%	95.84%	93.58%	0.00%
Total Closed Units		12	100%	2	6	4	
Total Closed Volume		1,750,568		227.90K	901.00K	621.67K	0.00B

April 2023



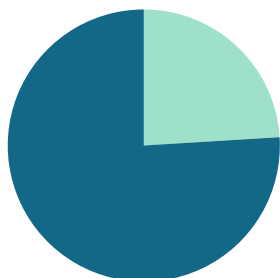
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

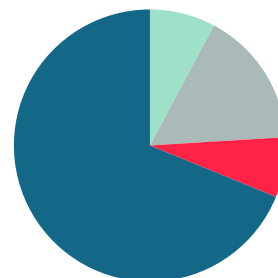


Inventory
 New Listings
37 = 24.03%
 Start Inventory
117
 Total Inventory Units
154
 Volume
\$54,263,399

Market Activity

Closed Sales
12 = 7.79%
 Pending Sales
25 = 16.23%
 Other Off Market
11 = 7.14%
 Active Inventory
106 = 68.83%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	20	12	-40.00%	81	72	-11.11%
Pending Sales	30	25	-16.67%	94	81	-13.83%
New Listings	43	37	-13.95%	131	144	9.92%
Average List Price	267,220	150,958	-43.51%	230,503	249,277	8.14%
Average Sale Price	258,313	145,881	-43.53%	220,769	234,207	6.09%
Average Percent of Selling Price to List Price	95.22%	95.28%	0.06%	93.92%	93.35%	-0.61%
Average Days on Market to Sale	56.35	34.67	-38.48%	51.53	47.82	-7.20%
Monthly Inventory	126	106	-15.87%	126	106	-15.87%
Months Supply of Inventory	5.20	4.63	-10.98%	5.20	4.63	-10.98%

Absorption: Last 12 months, an Average of **23** Sales/Month

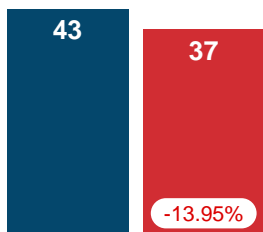
Inventory on April 30, 2023 = **106**

2022 **2023**

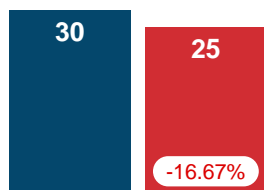
APRIL MARKET

AVERAGE PRICES

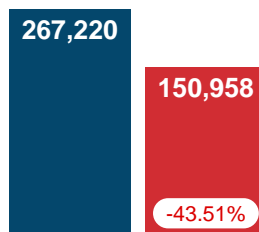
New Listings



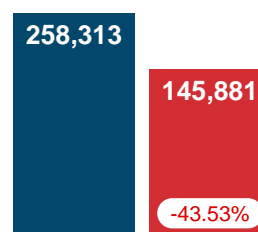
Pending Listings



List Price



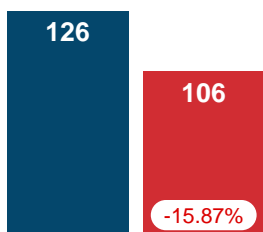
Sale Price



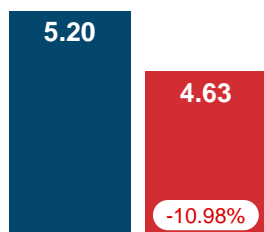
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

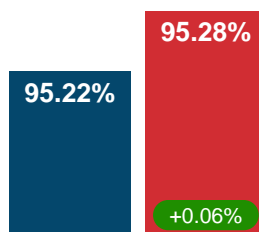
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

