

January 2023



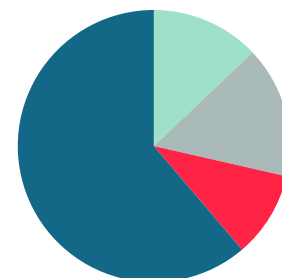
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

| Compared Metrics | 2022 | January 2023 | +/-% |
|--|---------|--------------|--------|
| Closed Listings | 21 | 19 | -9.52% |
| Pending Listings | 21 | 23 | 9.52% |
| New Listings | 28 | 34 | 21.43% |
| Average List Price | 193,943 | 244,963 | 26.31% |
| Average Sale Price | 181,452 | 223,753 | 23.31% |
| Average Percent of Selling Price to List Price | 93.08% | 92.08% | -1.08% |
| Average Days on Market to Sale | 38.76 | 48.11 | 24.10% |
| End of Month Inventory | 69 | 90 | 30.43% |
| Months Supply of Inventory | 2.75 | 3.83 | 39.22% |



■ Closed (12.93%)
■ Pending (15.65%)
■ Other OffMarket (10.20%)
■ Active (61.22%)

Absorption: Last 12 months, an Average of **24** Sales/Month
Active Inventory as of January 31, 2023 = **90**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **30.43%** to 90 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 **3.83** 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 **23.31%** in January 2023 to \$223,753 versus the previous year at \$181,452.

Average Days on Market Lengthens

The average number of **48.11** days that homes spent on the market before selling increased by 9.34 days or **24.10%** in January 2023 compared to last year's same month at **38.76** DOM.

Sales Success for January 2023 is Positive

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

There were 34 New Listings in January 2023, up **21.43%** from last year at 28. Furthermore, there were 19 Closed Listings this month versus last year at 21, a **-9.52%** decrease.

Closed versus Listed trends yielded a **55.9%** ratio, down from previous year's, January 2022, at **75.0%**, a **25.49%** 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

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| Average Sale Price at Closing | 9 |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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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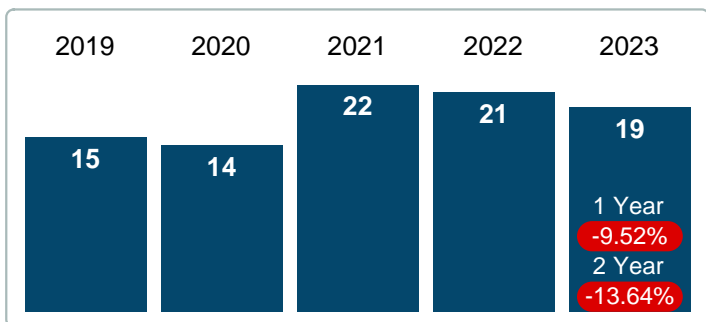
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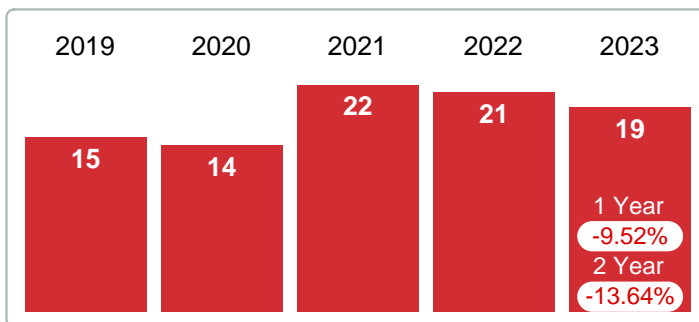
CLOSED LISTINGS

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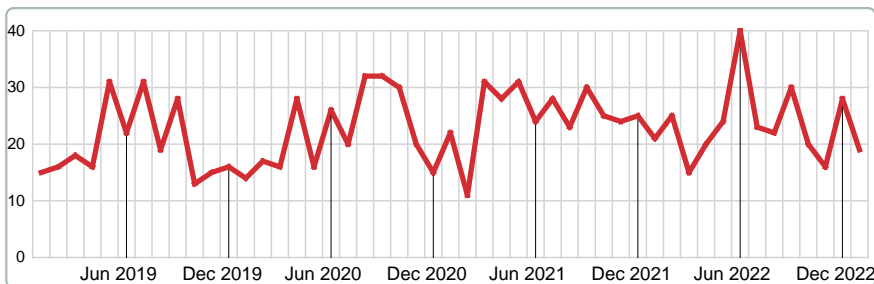
JANUARY



YEAR TO DATE (YTD)

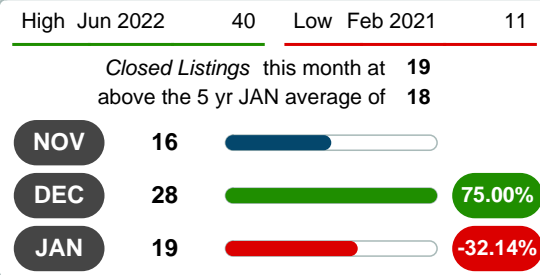


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 18



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 4 | 21.05% | 53.5 | 4 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 4 | 21.05% | 42.5 | 0 | 4 | 0 | 0 |
| \$175,001 - \$200,000 | 4 | 21.05% | 19.5 | 2 | 2 | 0 | 0 |
| \$200,001 - \$350,000 | 2 | 10.53% | 69.0 | 0 | 2 | 0 | 0 |
| \$350,001 - \$425,000 | 3 | 15.79% | 69.7 | 0 | 1 | 0 | 2 |
| \$425,001 and up | 2 | 10.53% | 52.5 | 0 | 0 | 2 | 0 |
| Total Closed Units | 19 | | | 6 | 9 | 2 | 2 |
| Total Closed Volume | 4,251,300 | 100% | 48.1 | 648.80K | 1.94M | 894.00K | 765.00K |
| Average Closed Price | \$223,753 | | | \$108,133 | \$215,944 | \$447,000 | \$382,500 |

January 2023



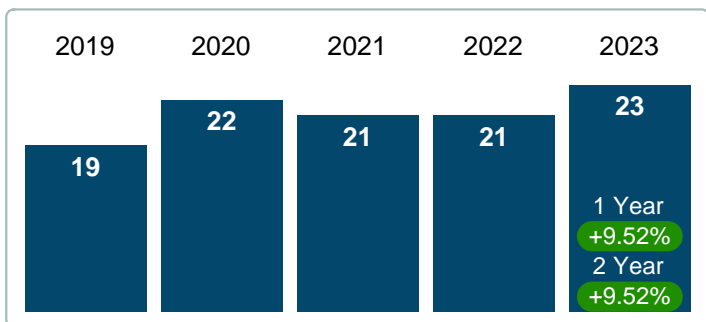
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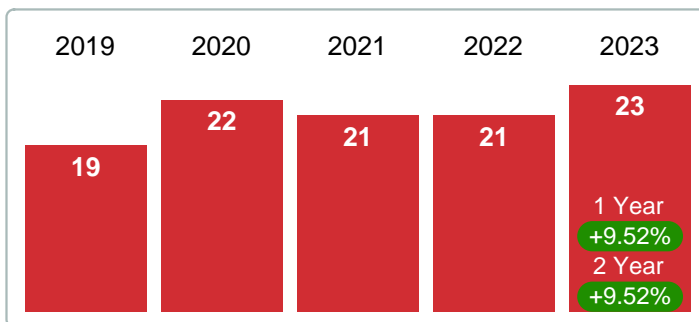
PENDING LISTINGS

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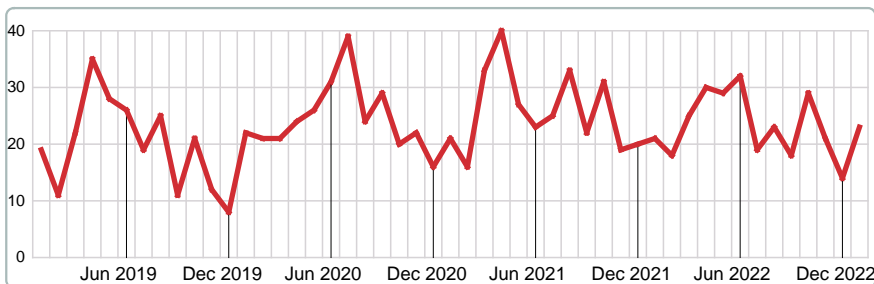
JANUARY



YEAR TO DATE (YTD)

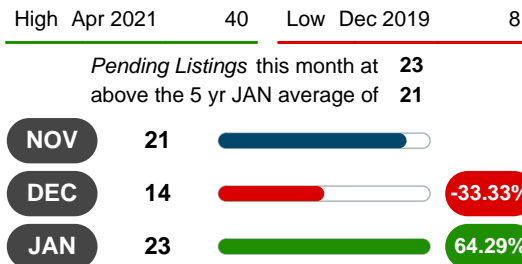


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 21



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 17.39% | 26.5 | 3 | 1 | 0 | 0 |
| \$75,001 - \$225,000 | 4 | 17.39% | 31.8 | 0 | 4 | 0 | 0 |
| \$225,001 - \$300,000 | 6 | 26.09% | 56.0 | 0 | 5 | 1 | 0 |
| \$300,001 - \$450,000 | 3 | 13.04% | 32.0 | 0 | 2 | 0 | 1 |
| \$450,001 - \$525,000 | 3 | 13.04% | 66.3 | 1 | 1 | 1 | 0 |
| \$525,001 and up | 3 | 13.04% | 12.3 | 0 | 3 | 0 | 0 |
| Total Pending Units | 23 | | | 4 | 16 | 2 | 1 |
| Total Pending Volume | 6,869,885 | 100% | 39.2 | 672.49K | 5.02M | 754.00K | 425.00K |
| Average Listing Price | \$298,691 | | | \$168,121 | \$313,650 | \$377,000 | \$425,000 |

January 2023



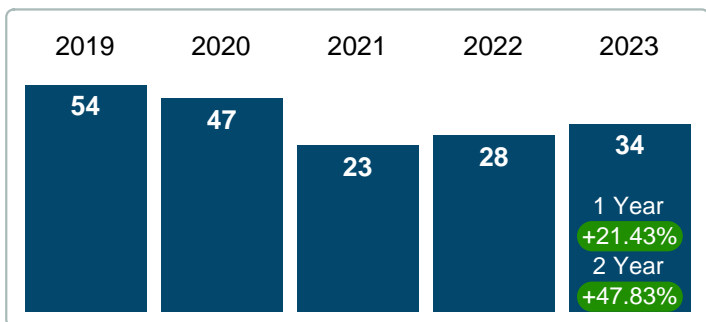
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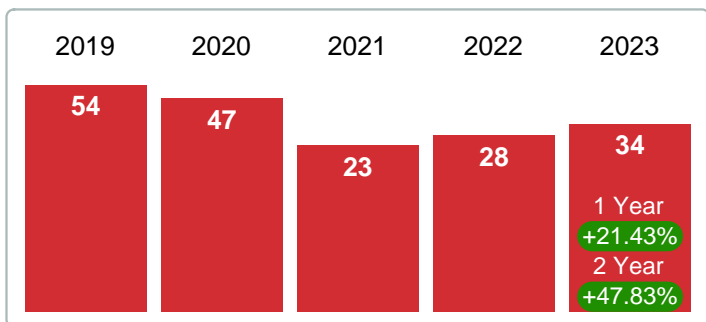
NEW LISTINGS

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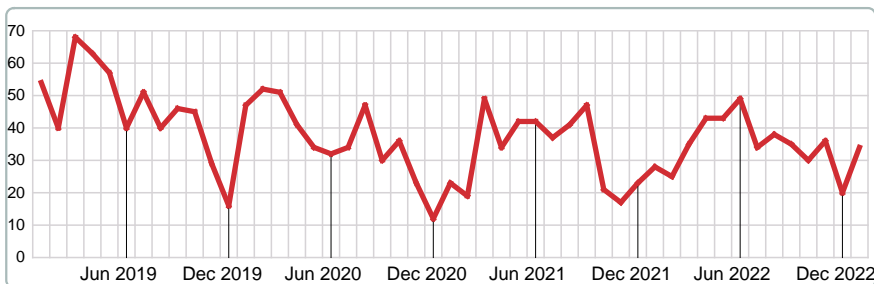
JANUARY



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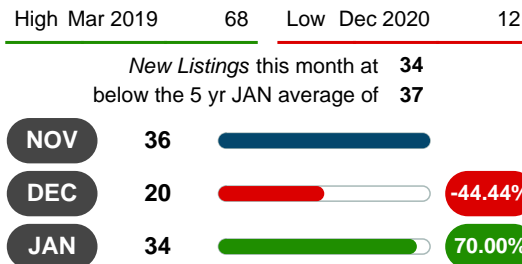


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 37



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 | 3 | 8.82% | 2 | 0 | 1 | 0 |
| \$75,001 - \$150,000 | 6 | 17.65% | 2 | 2 | 2 | 0 |
| \$150,001 - \$175,000 | 1 | 2.94% | 0 | 1 | 0 | 0 |
| \$175,001 - \$275,000 | 7 | 20.59% | 1 | 4 | 2 | 0 |
| \$275,001 - \$425,000 | 10 | 29.41% | 2 | 4 | 3 | 1 |
| \$425,001 - \$575,000 | 3 | 8.82% | 0 | 2 | 1 | 0 |
| \$575,001 and up | 4 | 11.76% | 0 | 2 | 1 | 1 |
| Total New Listed Units | 34 | | 7 | 15 | 10 | 2 |
| Total New Listed Volume | 12,560,324 | 100% | 1.35M | 4.99M | 4.82M | 1.40M |
| Average New Listed Listing Price | \$283,476 | | \$193,557 | \$332,368 | \$482,090 | \$699,500 |

January 2023



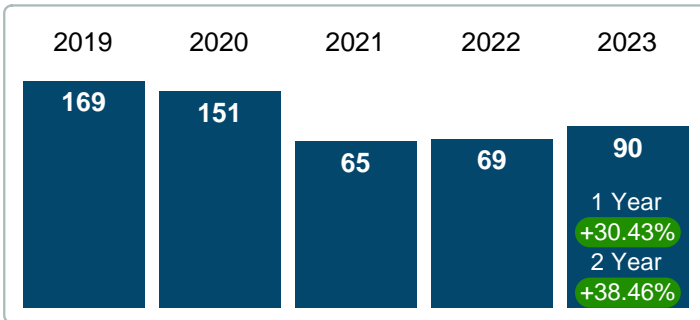
Area Delimited by County Of McIntosh - Residential Property Type



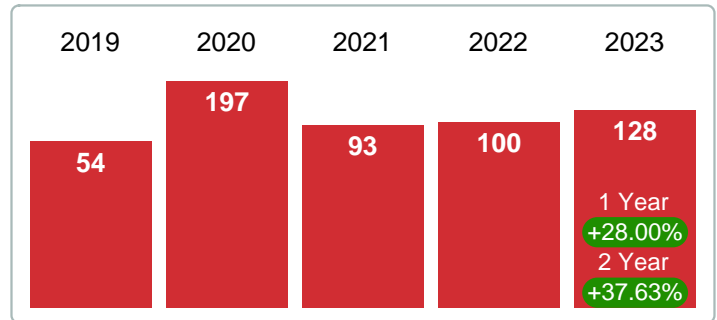
ACTIVE INVENTORY

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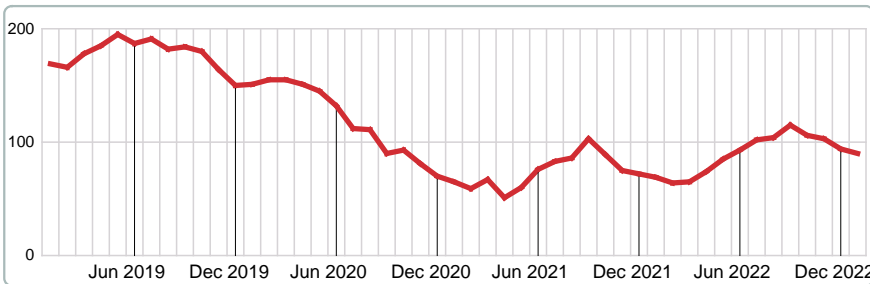
END OF JANUARY



ACTIVE DURING JANUARY

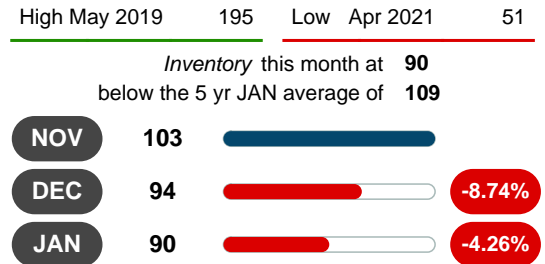


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 109



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 | 8 | 8.89% | 77.8 | 4 | 2 | 2 | 0 |
| \$100,001 - \$125,000 | 5 | 5.56% | 103.8 | 3 | 1 | 1 | 0 |
| \$125,001 - \$200,000 | 21 | 23.33% | 68.6 | 6 | 11 | 3 | 1 |
| \$200,001 - \$350,000 | 22 | 24.44% | 80.0 | 5 | 10 | 6 | 1 |
| \$350,001 - \$450,000 | 15 | 16.67% | 78.9 | 4 | 7 | 4 | 0 |
| \$450,001 - \$625,000 | 11 | 12.22% | 131.0 | 0 | 6 | 4 | 1 |
| \$625,001 and up | 8 | 8.89% | 90.3 | 0 | 2 | 3 | 3 |
| Total Active Inventory by Units | 90 | | | 22 | 39 | 23 | 6 |
| Total Active Inventory by Volume | 33,224,223 | 100% | 85.4 | 4.42M | 12.93M | 12.34M | 3.53M |
| Average Active Inventory Listing Price | \$369,158 | | | \$201,059 | \$331,529 | \$536,513 | \$588,583 |

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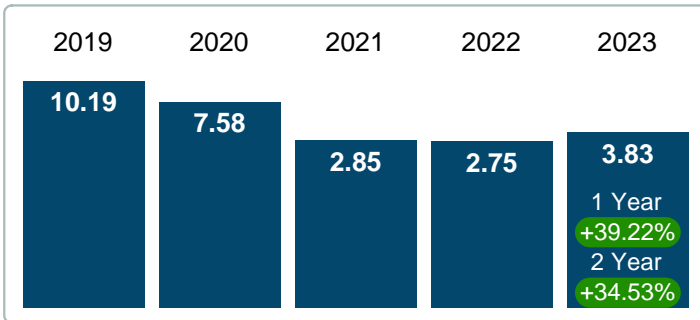
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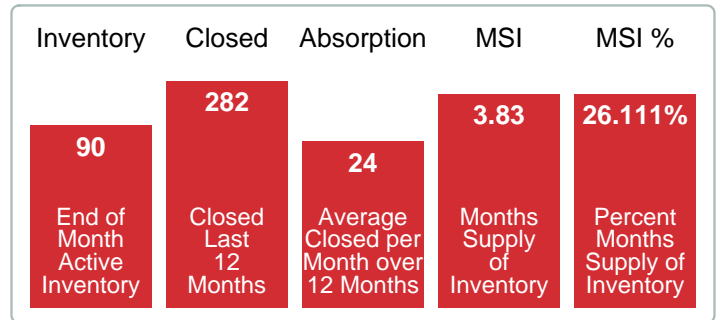
MONTHS SUPPLY of INVENTORY (MSI)

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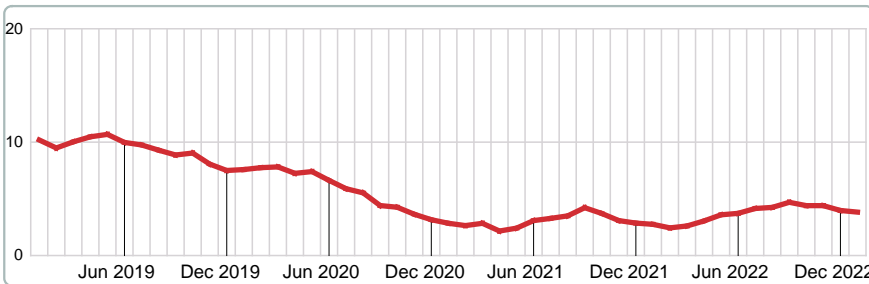
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

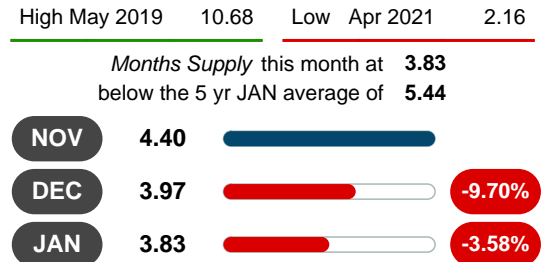


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.44



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 | 8 | 8.89% | 2.09 | 1.66 | 1.71 | 8.00 | 0.00 |
| \$100,001 - \$125,000 | 5 | 5.56% | 2.40 | 5.14 | 0.71 | 12.00 | 0.00 |
| \$125,001 - \$200,000 | 21 | 23.33% | 3.41 | 2.67 | 3.00 | 12.00 | 0.00 |
| \$200,001 - \$350,000 | 22 | 24.44% | 3.18 | 4.29 | 2.61 | 3.43 | 6.00 |
| \$350,001 - \$450,000 | 15 | 16.67% | 6.67 | 48.00 | 5.60 | 6.00 | 0.00 |
| \$450,001 - \$625,000 | 11 | 12.22% | 6.29 | 0.00 | 5.14 | 8.00 | 0.00 |
| \$625,001 and up | 8 | 8.89% | 16.00 | 0.00 | 0.00 | 12.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 3.83 | 3.34 | 3.12 | 6.13 | 9.00 |
| Total Active Inventory by Units | | 100% | 3.83 | 22 | 39 | 23 | 6 |

January 2023



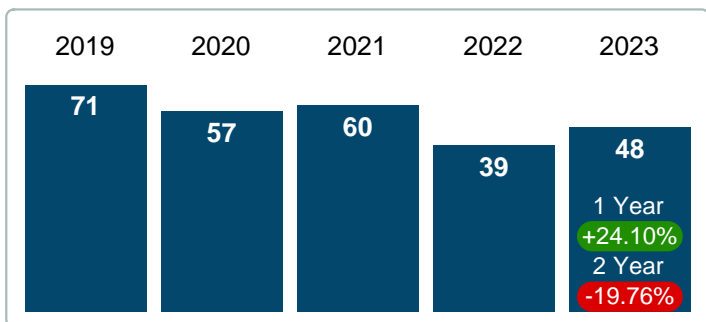
Area Delimited by County Of McIntosh - Residential Property Type



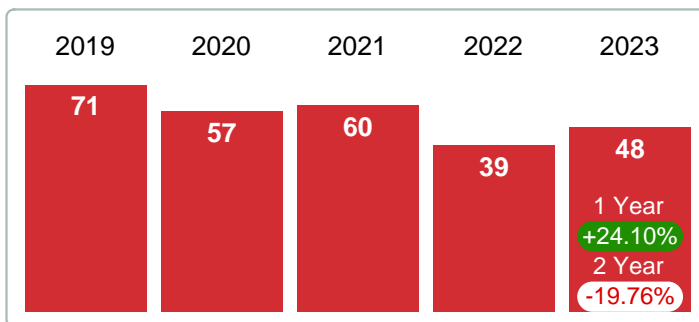
AVERAGE DAYS ON MARKET TO SALE

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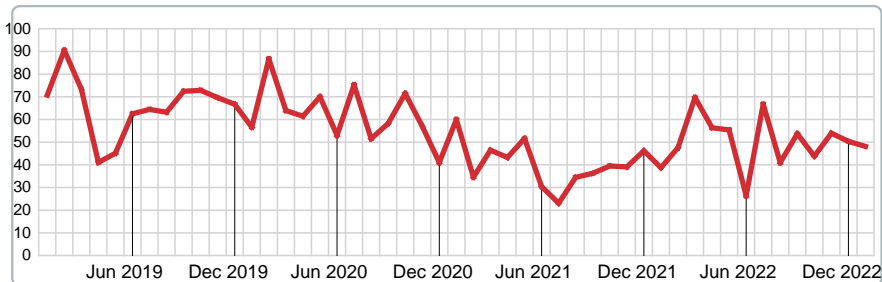
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

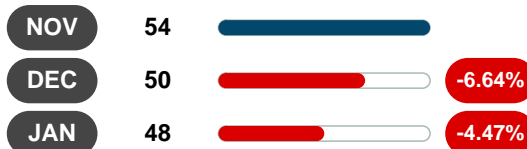


3 MONTHS

5 year JAN AVG = 55

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 48 below the 5 yr JAN average of 55



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 |
|---|-------------|------------------|----------------|--------------|----------------|----------------|
| \$50,000 and less | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 21.05% | 54 | 54 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 21.05% | 43 | 0 | 43 | 0 | 0 |
| \$175,001 - \$200,000 | 21.05% | 20 | 28 | 12 | 0 | 0 |
| \$200,001 - \$350,000 | 10.53% | 69 | 0 | 69 | 0 | 0 |
| \$350,001 - \$425,000 | 15.79% | 70 | 0 | 31 | 0 | 89 |
| \$425,001 and up | 10.53% | 53 | 0 | 0 | 53 | 0 |
| Average Closed DOM | | 48 | 45 | 40 | 53 | 89 |
| Total Closed Units | 100% | 48 | 6 | 9 | 2 | 2 |
| Total Closed Volume | | 4,251,300 | 648.80K | 1.94M | 894.00K | 765.00K |

January 2023



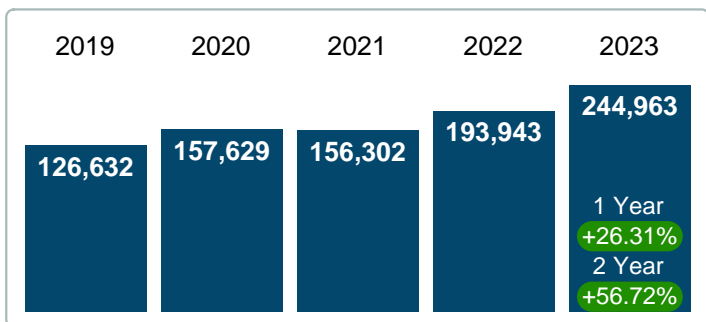
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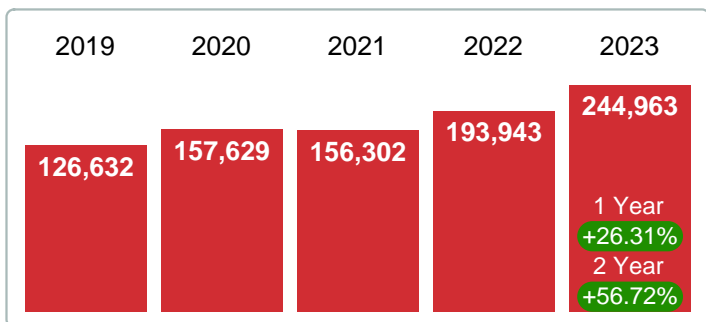
AVERAGE LIST PRICE AT CLOSING

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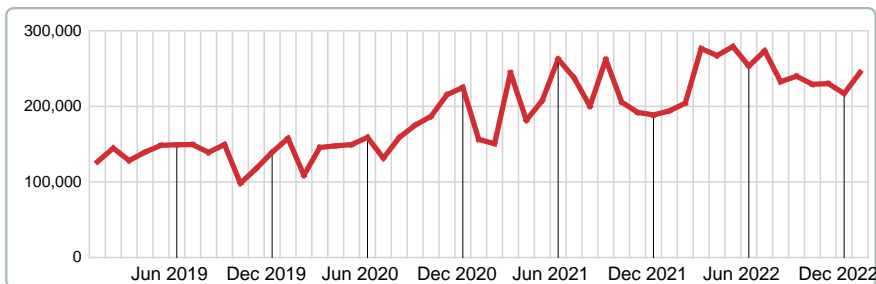
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

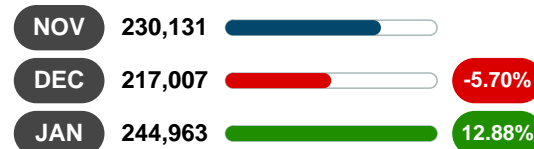


3 MONTHS

5 year JAN AVG = 175,894

High May 2022 279,096 Low Oct 2019 98,200

Average List Price at Closing this month at **244,963**
above the 5 yr JAN average of **175,894**



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 |
|--|---|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 4 | 21.05% | 78,125 | 78,125 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 3 | 15.79% | 150,000 | 0 | 159,500 | 0 | 0 |
| \$175,001 - \$200,000 | 3 | 15.79% | 190,967 | 212,500 | 242,450 | 0 | 0 |
| \$200,001 - \$350,000 | 4 | 21.05% | 272,500 | 0 | 282,500 | 0 | 0 |
| \$350,001 - \$425,000 | 2 | 10.53% | 422,450 | 0 | 419,900 | 0 | 427,500 |
| \$425,001 and up | 3 | 15.79% | 461,333 | 0 | 0 | 477,000 | 0 |
| Average List Price | | | 244,963 | 122,917 | 234,200 | 477,000 | 427,500 |
| Total Closed Units | | 100% | 244,963 | 6 | 9 | 2 | 2 |
| Total Closed Volume | | | 4,654,300 | 737.50K | 2.11M | 954.00K | 855.00K |

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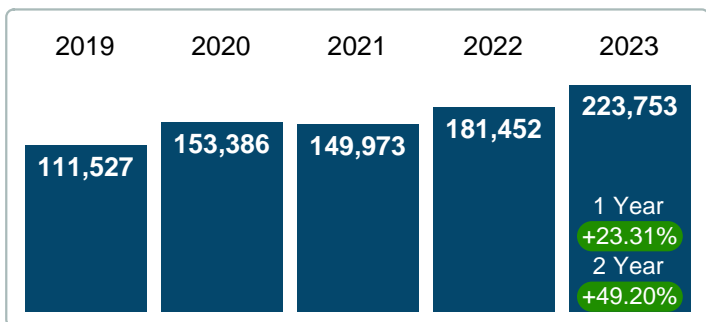
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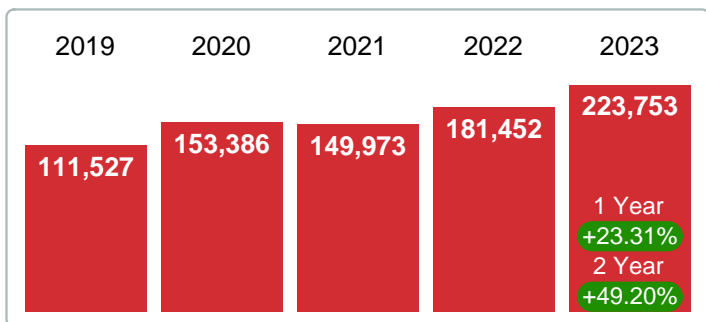
AVERAGE SOLD PRICE AT CLOSING

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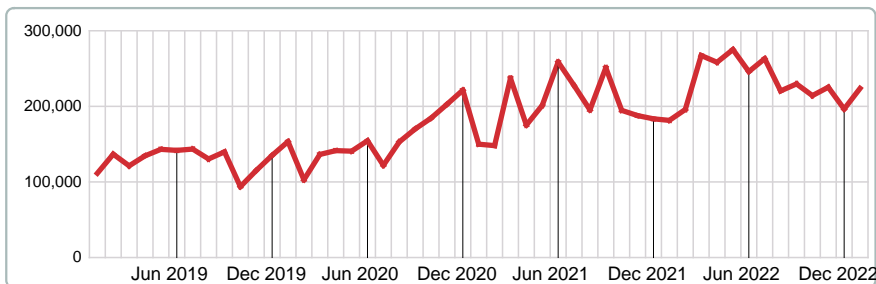
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 164,018

High May 2022 275,146 Low Oct 2019 93,769

Average Sold Price at Closing this month at **223,753**
above the 5 yr JAN average of **164,018**

- NOV 225,297
- DEC 196,450 (-12.80%)
- JAN 223,753 (13.90%)

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 |
|--|-------------|------------------|----------------|----------------|----------------|----------------|
| \$50,000 and less | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$125,000 | 21.05% | 68,450 | 68,450 | 0 | 0 | 0 |
| \$125,001 - \$175,000 | 21.05% | 156,625 | 0 | 156,625 | 0 | 0 |
| \$175,001 - \$200,000 | 21.05% | 190,500 | 187,500 | 193,500 | 0 | 0 |
| \$200,001 - \$350,000 | 10.53% | 262,500 | 0 | 262,500 | 0 | 0 |
| \$350,001 - \$425,000 | 15.79% | 390,000 | 0 | 405,000 | 0 | 382,500 |
| \$425,001 and up | 10.53% | 447,000 | 0 | 0 | 447,000 | 0 |
| Average Sold Price | | 223,753 | 108,133 | 215,944 | 447,000 | 382,500 |
| Total Closed Units | 100% | 223,753 | 6 | 9 | 2 | 2 |
| Total Closed Volume | | 4,251,300 | 648.80K | 1.94M | 894.00K | 765.00K |

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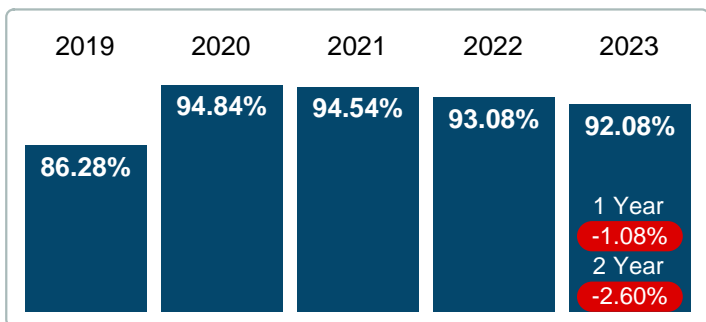
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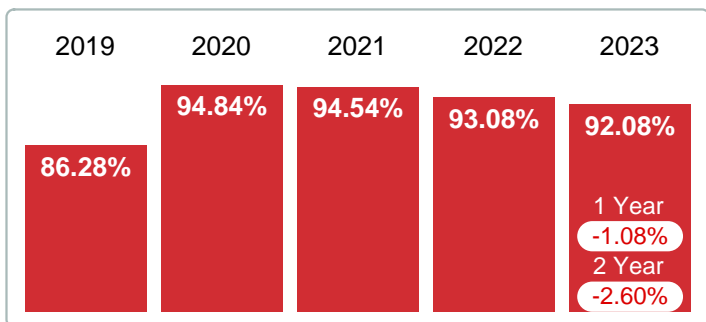
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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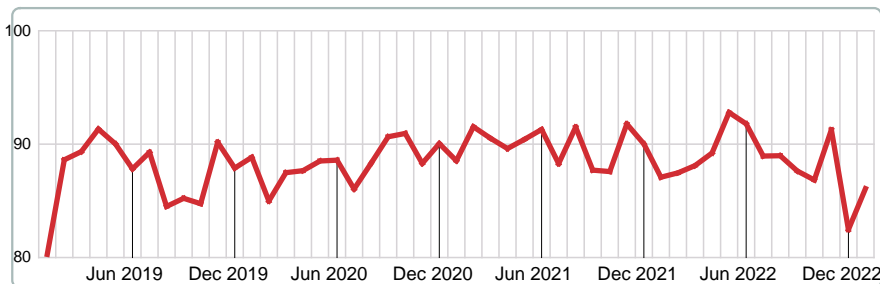
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

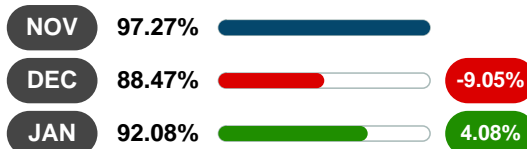


3 MONTHS

5 year JAN AVG = 92.16%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **92.08%** equal to 5 yr JAN average of **92.16%**



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 |
|--|---|------------------|-------------|----------------|---------------|----------------|----------------|
| \$50,000 and less | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$50,001 - \$125,000 | 4 | 21.05% | 90.12% | 90.12% | 0.00% | 0.00% | 0.00% |
| \$125,001 - \$175,000 | 4 | 21.05% | 98.89% | 0.00% | 98.89% | 0.00% | 0.00% |
| \$175,001 - \$200,000 | 4 | 21.05% | 86.21% | 89.58% | 82.83% | 0.00% | 0.00% |
| \$200,001 - \$350,000 | 2 | 10.53% | 92.87% | 0.00% | 92.87% | 0.00% | 0.00% |
| \$350,001 - \$425,000 | 3 | 15.79% | 91.82% | 0.00% | 96.45% | 0.00% | 89.50% |
| \$425,001 and up | 2 | 10.53% | 93.71% | 0.00% | 0.00% | 93.71% | 0.00% |
| Average Sold/List Ratio | | 92.10% | | 89.94% | 93.71% | 93.71% | 89.50% |
| Total Closed Units | | 19 | 100% | 6 | 9 | 2 | 2 |
| Total Closed Volume | | 4,251,300 | | 648.80K | 1.94M | 894.00K | 765.00K |

January 2023



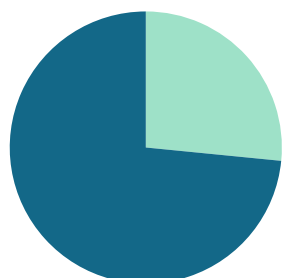
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

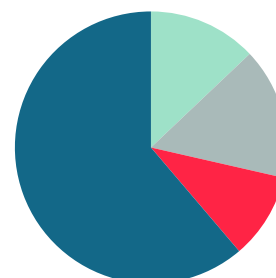


Inventory
 New Listings
34 = 26.56%
 Start Inventory
94
 Total Inventory Units
128
 Volume
\$48,764,248

Market Activity

Closed Sales
19 = 12.93%
 Pending Sales
23 = 15.65%
 Other Off Market
15 = 10.20%
 Active Inventory
90 = 61.22%

MARKET ACTIVITY



| Compared Metrics | January | | | Year to Date | | |
|--|---------|---------|--------|--------------|---------|--------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 21 | 19 | -9.52% | 21 | 19 | -9.52% |
| Pending Sales | 21 | 23 | 9.52% | 21 | 23 | 9.52% |
| New Listings | 28 | 34 | 21.43% | 28 | 34 | 21.43% |
| Average List Price | 193,943 | 244,963 | 26.31% | 193,943 | 244,963 | 26.31% |
| Average Sale Price | 181,452 | 223,753 | 23.31% | 181,452 | 223,753 | 23.31% |
| Average Percent of Selling Price to List Price | 93.08% | 92.08% | -1.08% | 93.08% | 92.08% | -1.08% |
| Average Days on Market to Sale | 38.76 | 48.11 | 24.10% | 38.76 | 48.11 | 24.10% |
| Monthly Inventory | 69 | 90 | 30.43% | 69 | 90 | 30.43% |
| Months Supply of Inventory | 2.75 | 3.83 | 39.22% | 2.75 | 3.83 | 39.22% |

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

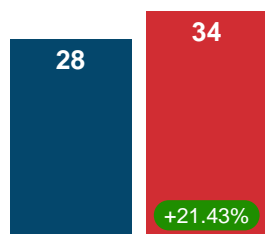
Inventory on January 31, 2023 = **90**

2022 **2023**

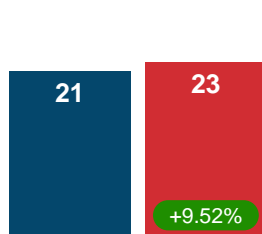
JANUARY MARKET

AVERAGE PRICES

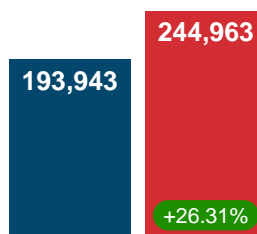
New Listings



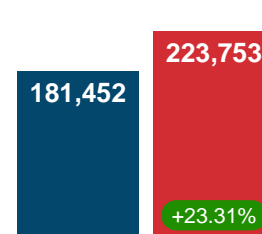
Pending Listings



List Price



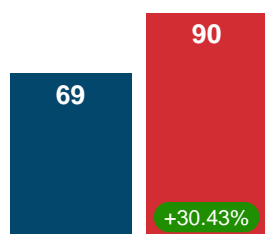
Sale Price



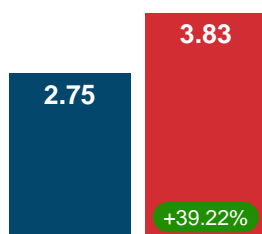
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

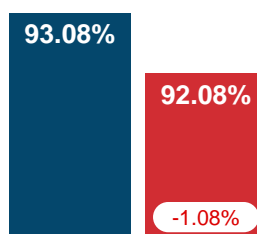
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

