

March 2023



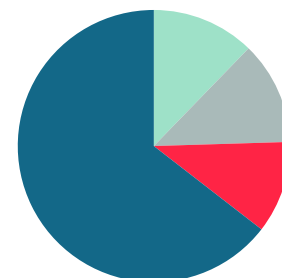
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	15	19	26.67%
Pending Listings	25	19	-24.00%
New Listings	35	42	20.00%
Average List Price	276,464	295,874	7.02%
Average Sale Price	267,300	281,384	5.27%
Average Percent of Selling Price to List Price	94.11%	95.41%	1.39%
Average Days on Market to Sale	69.67	60.89	-12.59%
End of Month Inventory	65	100	53.85%
Months Supply of Inventory	2.61	4.24	62.54%



■ Closed (12.26%)
■ Pending (12.26%)
■ Other OffMarket (10.97%)
■ Active (64.52%)

Absorption: Last 12 months, an Average of **24** Sales/Month
Active Inventory as of March 31, 2023 = **100**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **53.85%** to 100 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 **4.24** 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 **5.27%** in March 2023 to \$281,384 versus the previous year at \$267,300.

Average Days on Market Shortens

The average number of **60.89** days that homes spent on the market before selling decreased by 8.77 days or **12.59%** in March 2023 compared to last year's same month at **69.67** DOM.

Sales Success for March 2023 is Positive

Overall, with Average Prices going up 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 an increasing 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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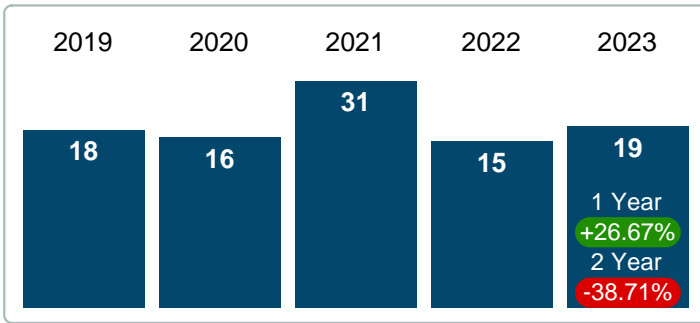
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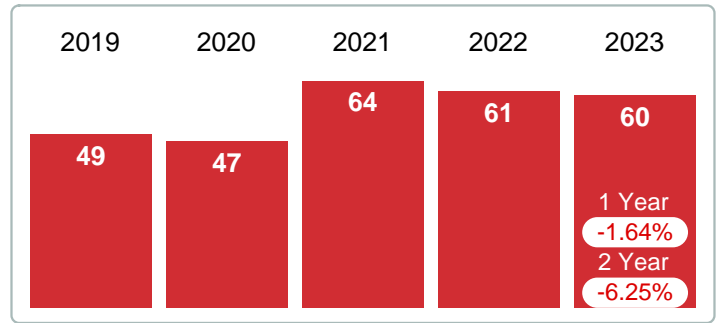
CLOSED LISTINGS

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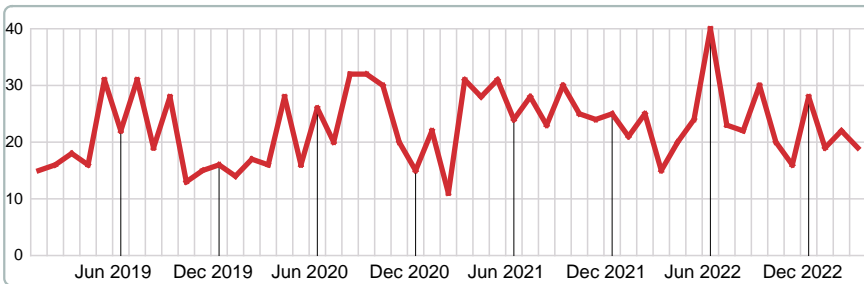
MARCH



YEAR TO DATE (YTD)

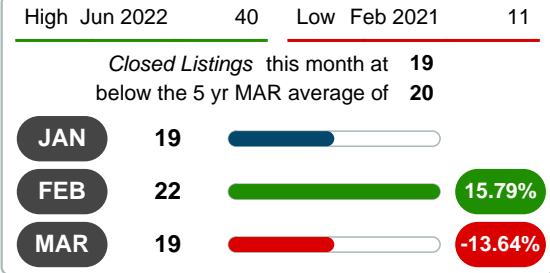


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	63.8	2	1	1	0
\$175,001 - \$250,000	4	21.05%	75.8	0	4	0	0
\$250,001 - \$425,000	4	21.05%	40.5	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%	60.9	854.90K	4.11M	377.00K	0.00B
Average Closed Price	\$281,384			\$170,980	\$342,867	\$188,500	\$0

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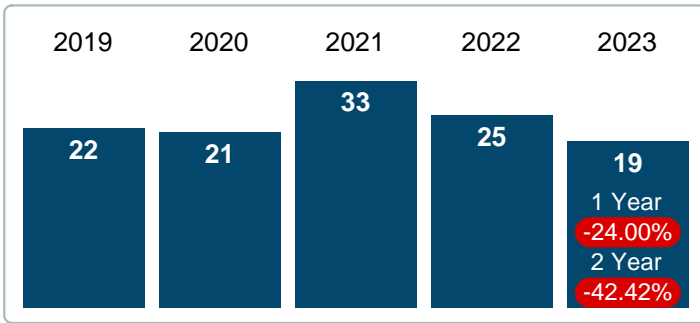
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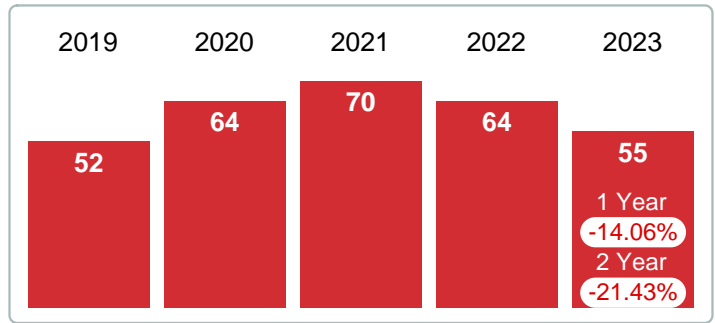
PENDING LISTINGS

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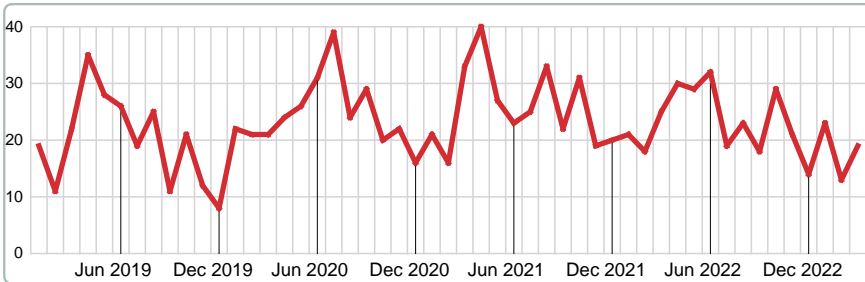
MARCH



YEAR TO DATE (YTD)

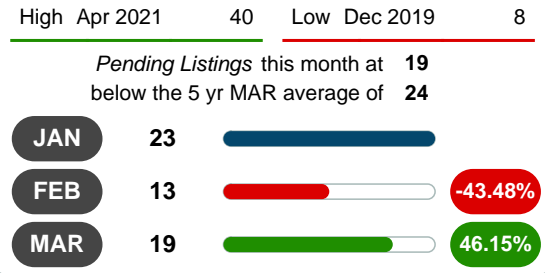


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 24



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	3	15.79%	10.7	2	1	0	0
\$75,001 - \$125,000	3	15.79%	63.0	2	1	0	0
\$125,001 - \$175,000	5	26.32%	27.0	2	2	1	0
\$175,001 - \$200,000	3	15.79%	110.0	0	2	1	0
\$200,001 - \$500,000	4	21.05%	73.8	0	3	0	1
\$500,001 and up	1	5.26%	5.0	0	1	0	0
Total Pending Units	19			6	10	2	1
Total Pending Volume	3,749,300	100%	54.3	649.50K	2.28M	319.90K	500.00K
Average Listing Price	\$205,294			\$108,250	\$227,990	\$159,950	\$500,000

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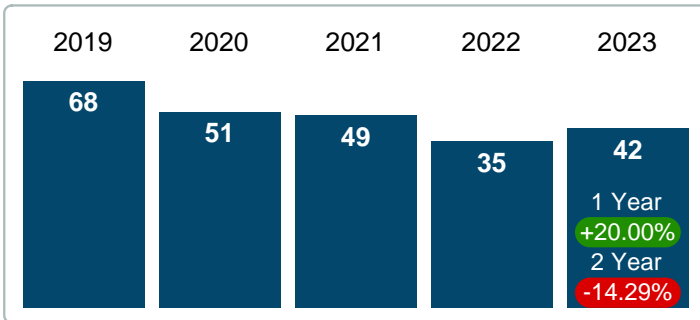
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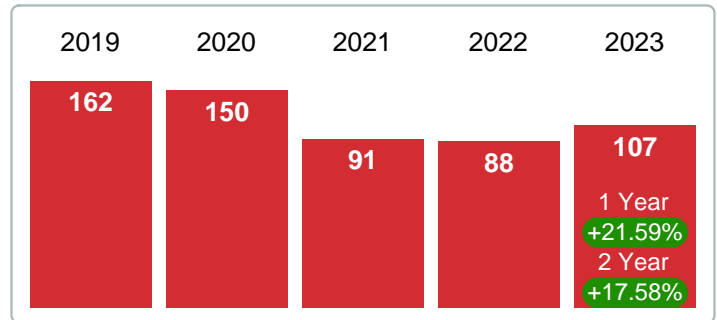
NEW LISTINGS

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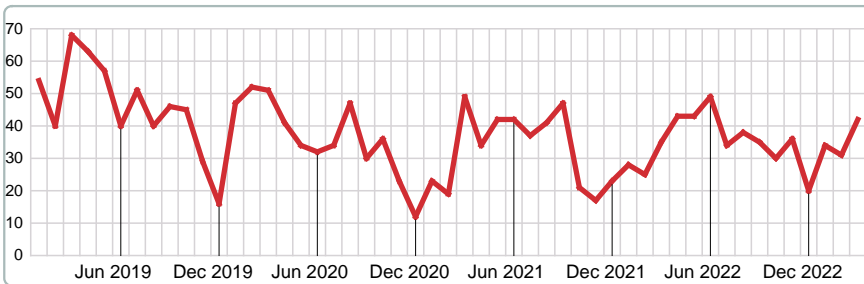
MARCH



YEAR TO DATE (YTD)

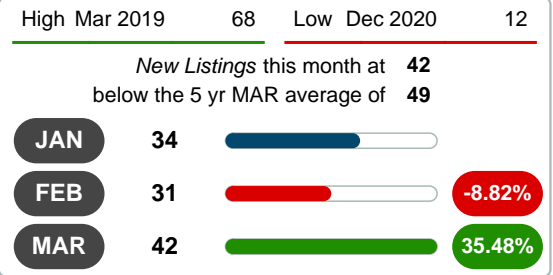


5 YEAR MARKET ACTIVITY TRENDS



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
\$50,000 and less	0	0.00%	0	0	0	0
\$50,001 - \$125,000	10	23.81%	6	4	0	0
\$125,001 - \$225,000	5	11.90%	1	4	0	0
\$225,001 - \$325,000	10	23.81%	4	5	1	0
\$325,001 - \$375,000	5	11.90%	1	3	1	0
\$375,001 - \$575,000	8	19.05%	0	7	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	12,867,800	100%	2.01M	7.80M	3.06M	0.00B
Average New Listed Listing Price	\$202,779		\$167,575	\$311,960	\$611,580	\$0

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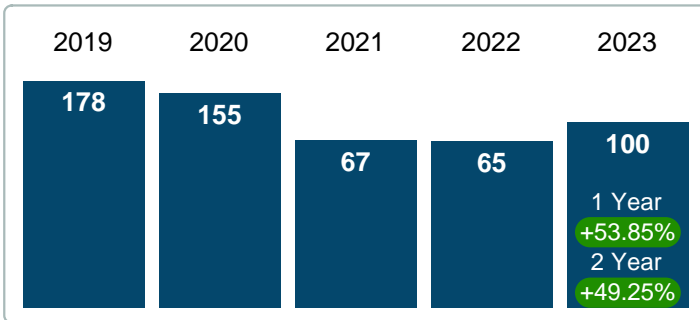
Area Delimited by County Of McIntosh - Residential Property Type



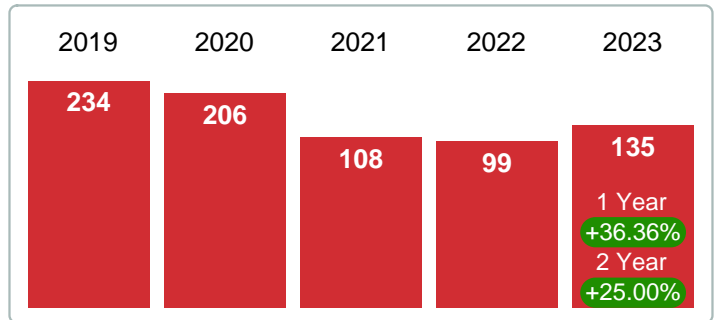
ACTIVE INVENTORY

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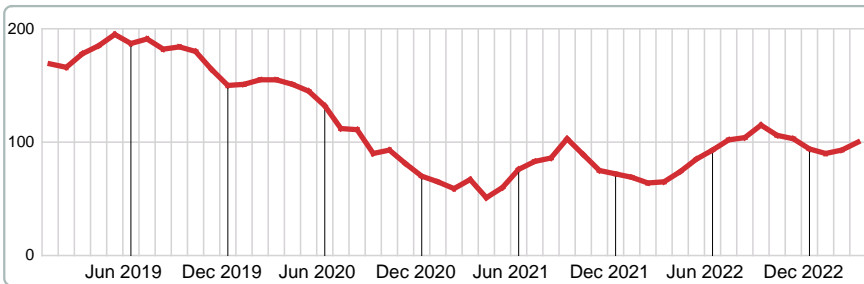
END OF MARCH



ACTIVE DURING MARCH

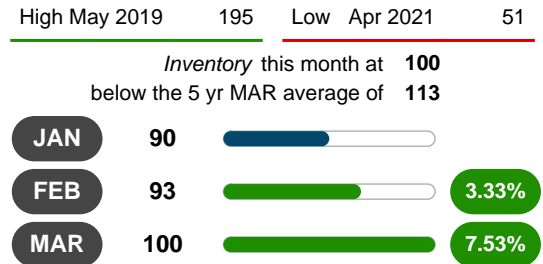


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 113



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	10	10.00%	44.9	6	3	1	0
\$100,001 - \$150,000	12	12.00%	93.3	4	8	0	0
\$150,001 - \$225,000	14	14.00%	75.4	4	7	2	1
\$225,001 - \$350,000	25	25.00%	53.9	5	14	5	1
\$350,001 - \$450,000	16	16.00%	68.6	2	9	5	0
\$450,001 - \$600,000	13	13.00%	99.7	0	8	5	0
\$600,001 and up	10	10.00%	75.6	0	3	4	3
Total Active Inventory by Units	100			21	52	22	5
Total Active Inventory by Volume	38,344,700	100%	71.2	3.61M	17.25M	14.35M	3.13M
Average Active Inventory Listing Price	\$383,447			\$172,110	\$331,821	\$652,191	\$625,500

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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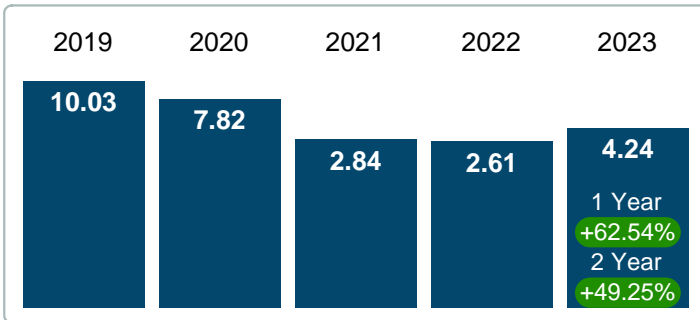
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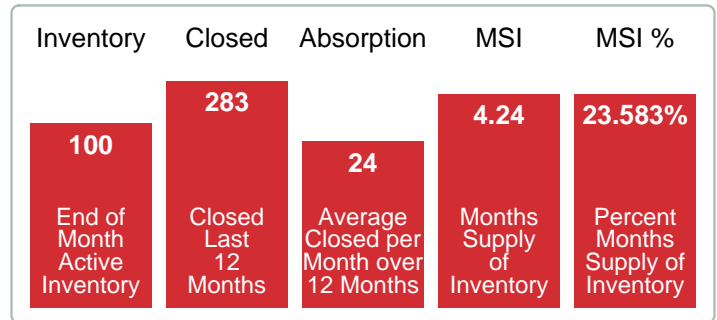
MONTHS SUPPLY of INVENTORY (MSI)

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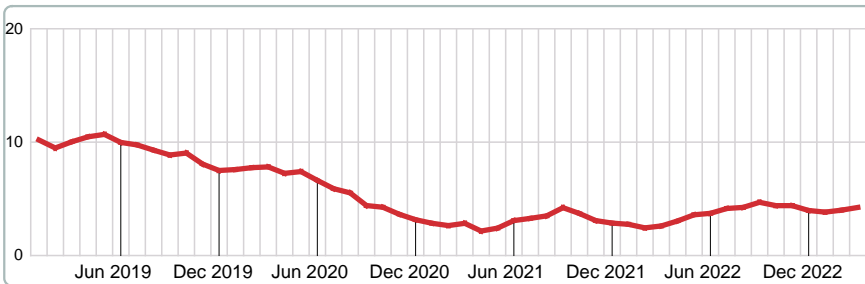
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS

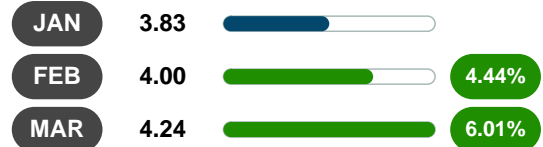


3 MONTHS

5 year MAR AVG = 5.51

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at 4.24 below the 5 yr MAR average of 5.51



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	10	10.00%	2.67	2.77	2.12	6.00	0.00
\$100,001 - \$150,000	12	12.00%	2.94	2.82	3.56	0.00	0.00
\$150,001 - \$225,000	14	14.00%	2.33	2.18	2.05	3.00	12.00
\$225,001 - \$350,000	25	25.00%	4.92	7.50	4.31	5.00	6.00
\$350,001 - \$450,000	16	16.00%	8.35	12.00	10.80	7.50	0.00
\$450,001 - \$600,000	13	13.00%	6.50	0.00	6.00	10.00	0.00
\$600,001 and up	10	10.00%	13.33	0.00	12.00	16.00	12.00
Market Supply of Inventory (MSI)	4.24			3.27	4.08	6.00	6.67
Total Active Inventory by Units	100	100%	4.24	21	52	22	5

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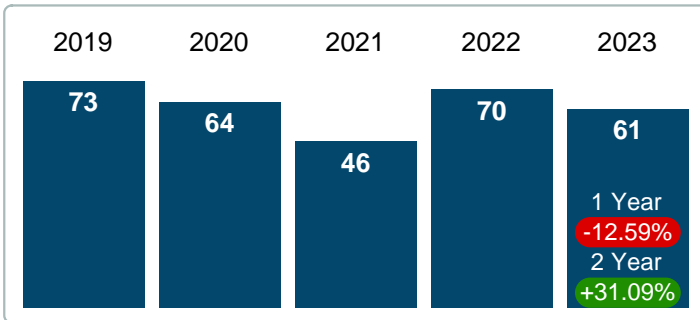
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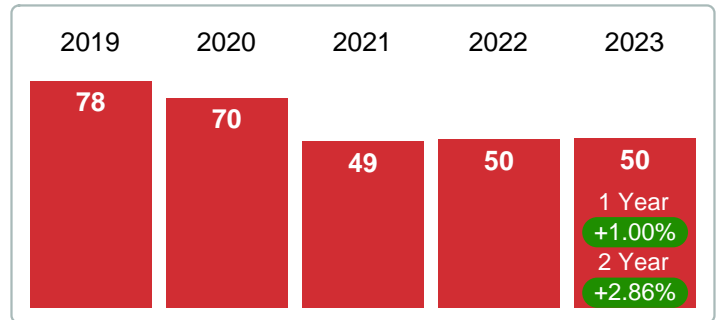
AVERAGE DAYS ON MARKET TO SALE

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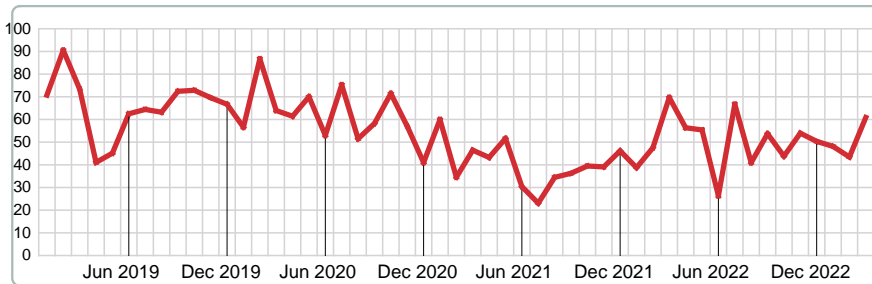
MARCH



YEAR TO DATE (YTD)

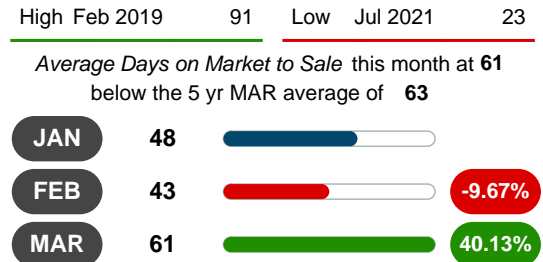


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 63



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
\$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%	64	24	162	45	0
\$175,001 - \$250,000	21.05%	76	0	76	0	0
\$250,001 - \$425,000	21.05%	41	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
Average Closed DOM		61	54	69	27	0
Total Closed Units	100%	61	5	12	2	
Total Closed Volume		5,346,300	854.90K	4.11M	377.00K	0.00B

March 2023



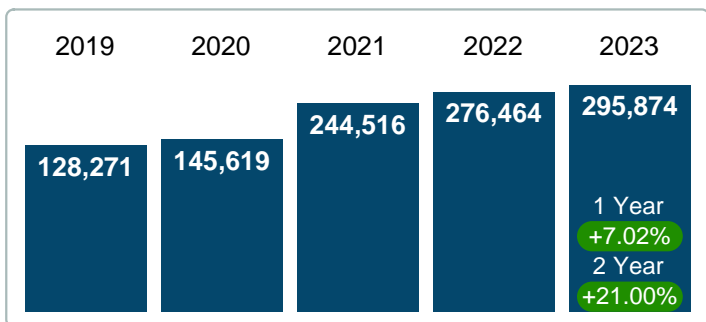
Area Delimited by County Of McIntosh - Residential Property Type



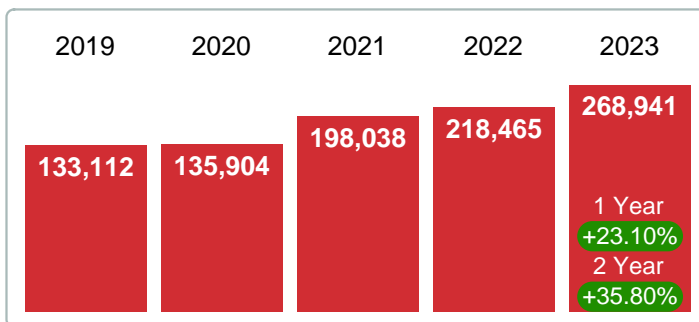
AVERAGE LIST PRICE AT CLOSING

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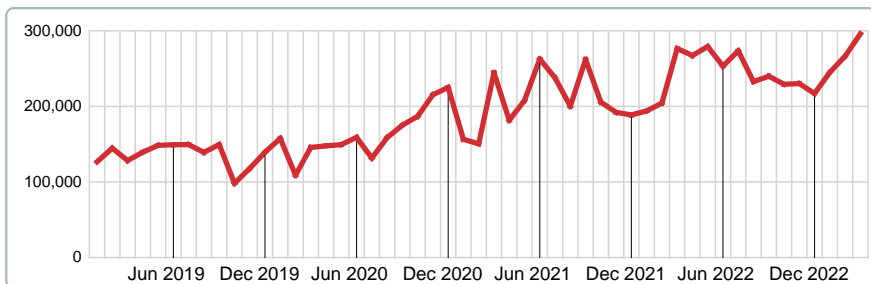
MARCH



YEAR TO DATE (YTD)

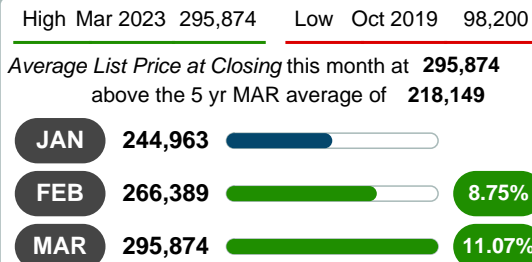


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 218,149



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	5.26%	55,000	55,000	0	0	0
\$75,001 - \$100,000	5.26%	99,000	120,000	99,000	0	0
\$100,001 - \$175,000	21.05%	127,475	134,950	210,000	120,000	0
\$175,001 - \$250,000	15.79%	208,300	0	232,475	0	0
\$250,001 - \$425,000	31.58%	318,833	399,000	357,000	285,000	0
\$425,001 - \$575,000	10.53%	510,000	0	510,000	0	0
\$575,001 and up	10.53%	699,900	0	699,900	0	0
Average List Price		295,874	168,780	364,392	202,500	0
Total Closed Units	100%	295,874	5	12	2	0
Total Closed Volume		5,621,600	843.90K	4.37M	405.00K	0.00B

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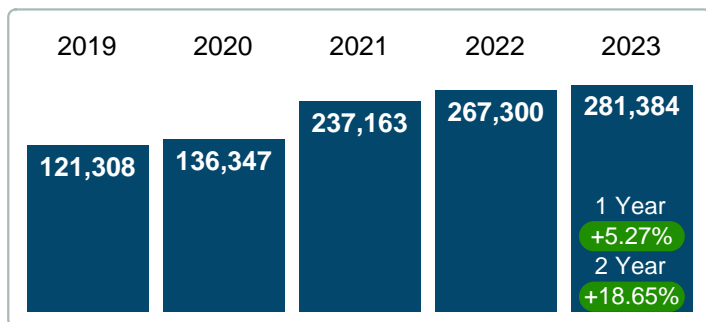
Area Delimited by County Of McIntosh - Residential Property Type



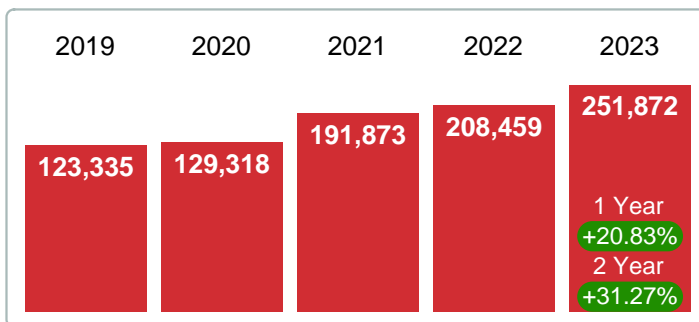
AVERAGE SOLD PRICE AT CLOSING

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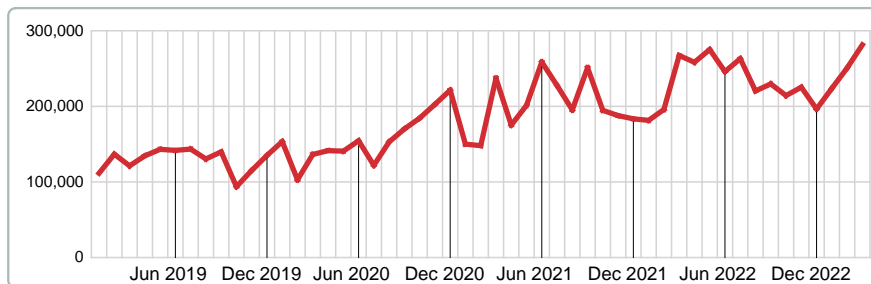
MARCH



YEAR TO DATE (YTD)

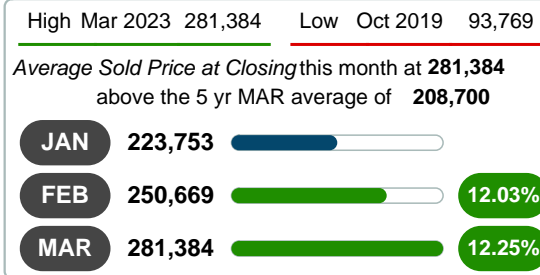


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 208,700



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
\$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%	130,225	136,950	130,000	117,000	0
\$175,001 - \$250,000	21.05%	216,850	0	216,850	0	0
\$250,001 - \$425,000	21.05%	340,000	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
Average Sold Price		281,384	170,980	342,867	188,500	0
Total Closed Units	100%	281,384	5	12	2	0
Total Closed Volume		5,346,300	854.90K	4.11M	377.00K	0.00B

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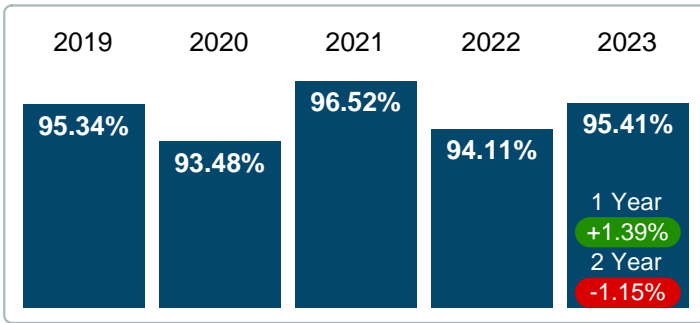
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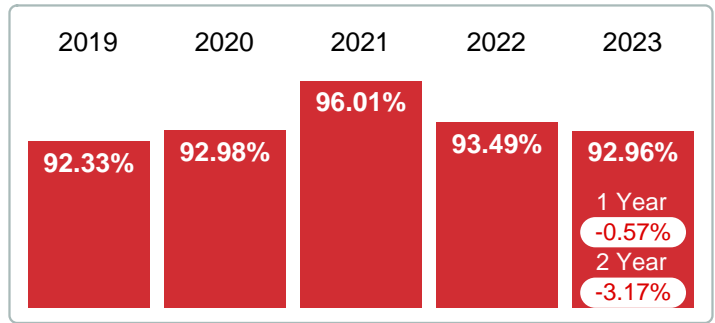
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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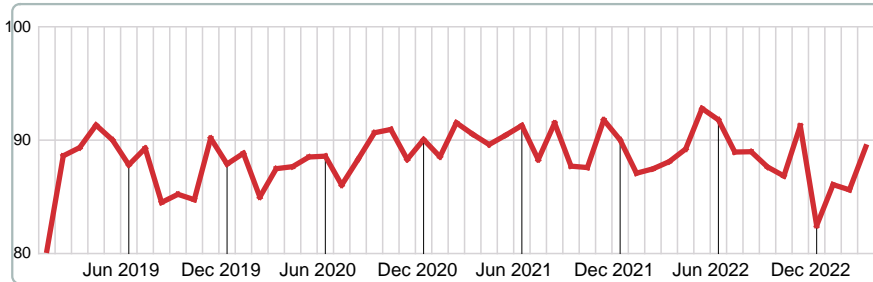
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

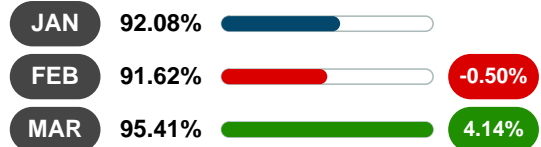


3 MONTHS

5 year MAR AVG = 94.97%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **95.41%** equal to 5 yr MAR average of **94.97%**



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
\$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%	90.52%	101.33%	61.90%	97.50%	0.00%
\$175,001 - \$250,000	4	21.05%	94.21%	0.00%	94.21%	0.00%	0.00%
\$250,001 - \$425,000	4	21.05%	96.30%	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%
Average Sold/List Ratio		95.40%		102.00%	92.84%	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



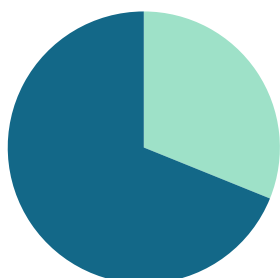
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

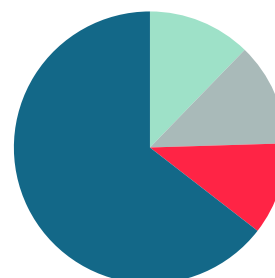


Inventory
 New Listings
42 = 31.11%
 Start Inventory
93
 Total Inventory Units
135
 Volume
\$48,525,898

Market Activity

Closed Sales
19 = 12.26%
 Pending Sales
19 = 12.26%
 Other Off Market
17 = 10.97%
 Active Inventory
100 = 64.52%

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	19	-24.00%	64	55	-14.06%
New Listings	35	42	20.00%	88	107	21.59%
Average List Price	276,464	295,874	7.02%	218,465	268,941	23.10%
Average Sale Price	267,300	281,384	5.27%	208,459	251,872	20.83%
Average Percent of Selling Price to List Price	94.11%	95.41%	1.39%	93.49%	92.96%	-0.57%
Average Days on Market to Sale	69.67	60.89	-12.59%	49.95	50.45	1.00%
Monthly Inventory	65	100	53.85%	65	100	53.85%
Months Supply of Inventory	2.61	4.24	62.54%	2.61	4.24	62.54%

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

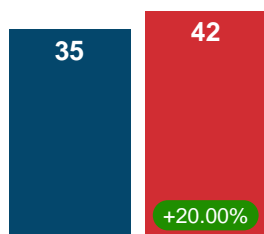
Inventory on March 31, 2023 = **100**

2022 **2023**

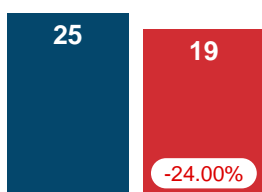
MARCH MARKET

AVERAGE PRICES

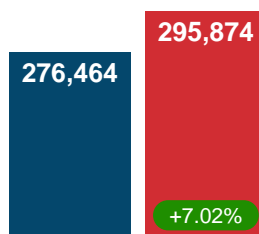
New Listings



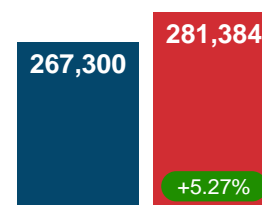
Pending Listings



List Price



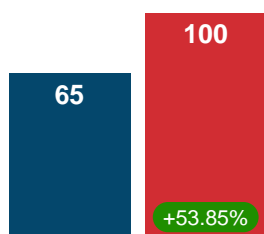
Sale Price



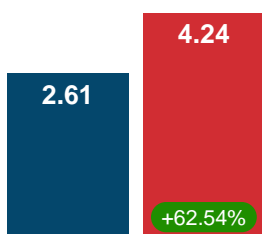
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

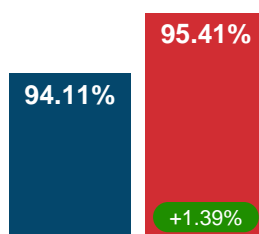
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

