

# September 2023



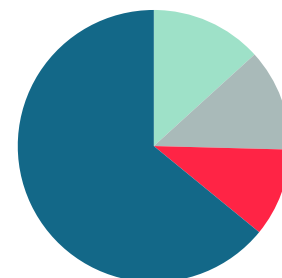
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	30	24	-20.00%
Pending Listings	18	22	22.22%
New Listings	35	23	-34.29%
Average List Price	239,853	248,296	3.52%
Average Sale Price	229,667	239,344	4.21%
Average Percent of Selling Price to List Price	93.63%	95.88%	2.41%
Average Days on Market to Sale	53.70	44.08	-17.91%
End of Month Inventory	115	116	0.87%
Months Supply of Inventory	4.69	5.61	19.58%



■ Closed (13.26%)  
■ Pending (12.15%)  
■ Other OffMarket (10.50%)  
■ Active (64.09%)

**Absorption:** Last 12 months, an Average of **21** Sales/Month  
**Active Inventory** as of September 30, 2023 = **116**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **0.87%** to 116 existing homes available for sale. Over the last 12 months this area has had an average of 21 closed sales per month. This represents an unsold inventory index of **5.61** 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 **4.21%** in September 2023 to \$239,344 versus the previous year at \$229,667.

#### Average Days on Market Shortens

The average number of **44.08** days that homes spent on the market before selling decreased by 9.62 days or **17.91%** in September 2023 compared to last year's same month at **53.70** DOM.

#### Sales Success for September 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 23 New Listings in September 2023, down **34.29%** from last year at 35. Furthermore, there were 24 Closed Listings this month versus last year at 30, a **-20.00%** decrease.

Closed versus Listed trends yielded a **104.3%** ratio, up from previous year's, September 2022, at **85.7%**, a **21.74%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# September 2023



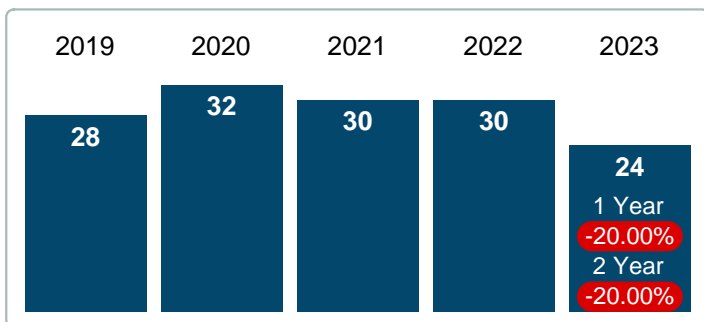
Area Delimited by County Of McIntosh - Residential Property Type



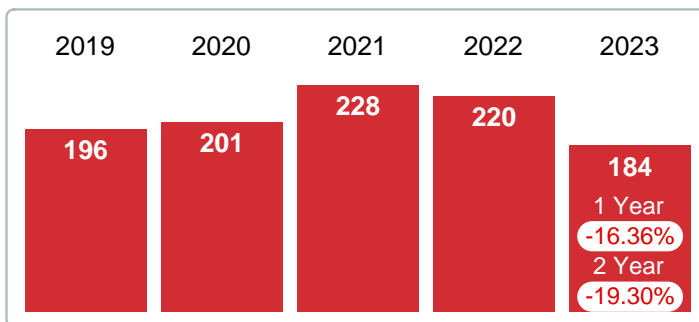
## CLOSED LISTINGS

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

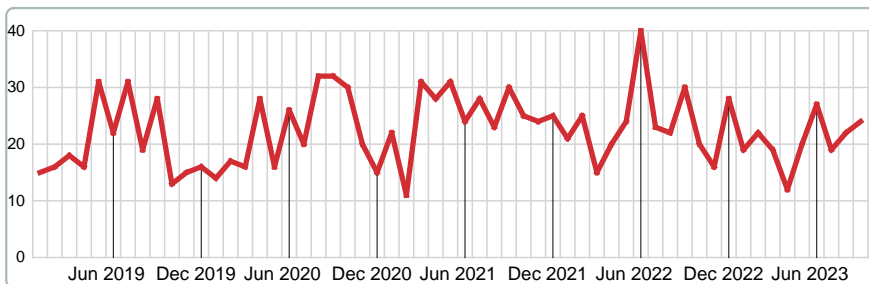
### SEPTEMBER



### YEAR TO DATE (YTD)

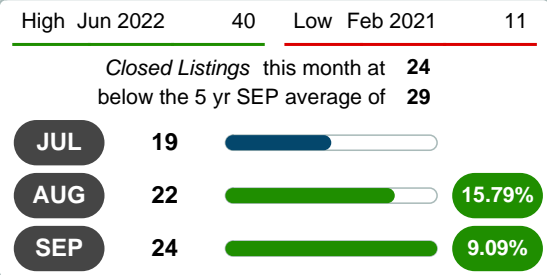


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 29



### 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	2	8.33%	26.0	2	0	0	0
\$50,001 - \$100,000	3	12.50%	30.7	2	1	0	0
\$100,001 - \$150,000	5	20.83%	46.2	3	2	0	0
\$150,001 - \$250,000	5	20.83%	65.8	2	3	0	0
\$250,001 - \$300,000	2	8.33%	38.5	0	2	0	0
\$300,001 - \$475,000	3	12.50%	35.7	1	2	0	0
\$475,001 and up	4	16.67%	42.5	0	3	1	0
<b>Total Closed Units</b>	<b>24</b>			<b>10</b>	<b>13</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,744,249</b>	<b>100%</b>	<b>44.1</b>	<b>1.23M</b>	<b>4.02M</b>	<b>495.00K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$239,344</b>			<b>\$123,400</b>	<b>\$308,865</b>	<b>\$495,000</b>	<b>\$0</b>

# September 2023



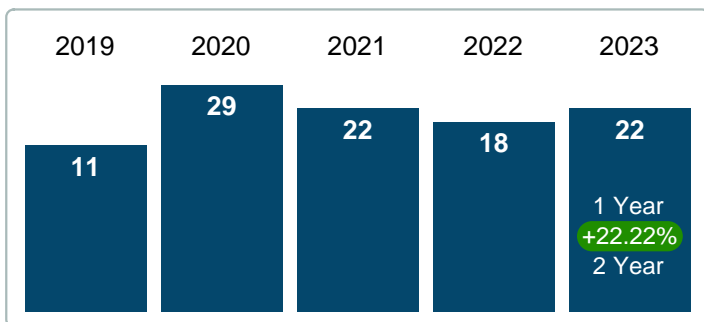
Area Delimited by County Of McIntosh - Residential Property Type



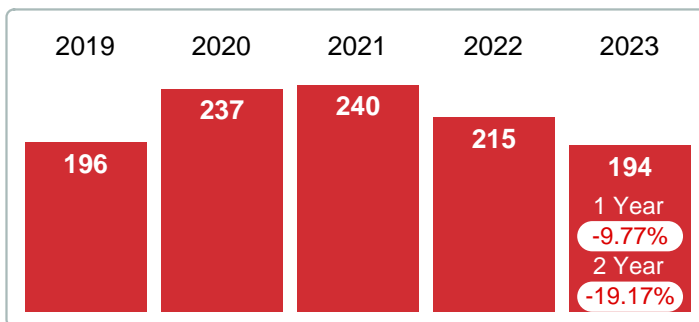
## PENDING LISTINGS

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

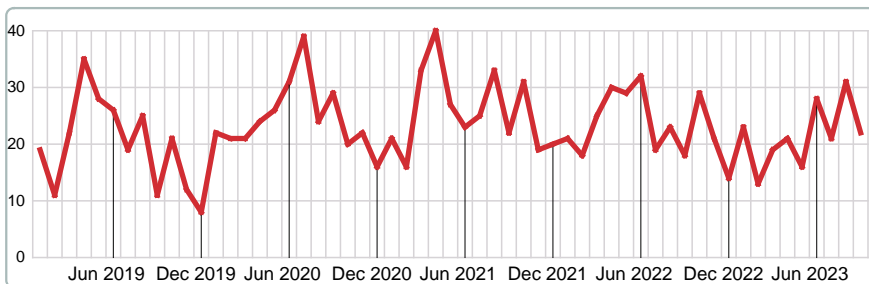
### SEPTEMBER



### YEAR TO DATE (YTD)

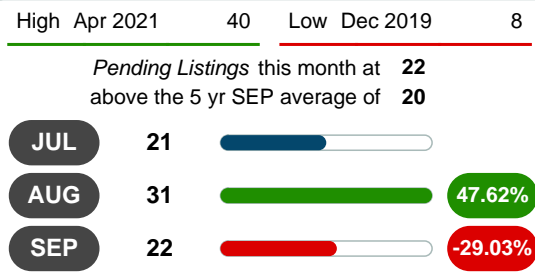


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 20



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	1	4.55%	1.0	1	0	0	0
\$60,001 - \$110,000	3	13.64%	77.3	1	1	1	0
\$110,001 - \$160,000	4	18.18%	86.8	1	3	0	0
\$160,001 - \$200,000	5	22.73%	23.2	3	2	0	0
\$200,001 - \$240,000	5	22.73%	86.4	1	4	0	0
\$240,001 - \$330,000	1	4.55%	87.0	0	1	0	0
\$330,001 and up	3	13.64%	118.3	0	2	1	0
<b>Total Pending Units</b>	<b>22</b>			<b>7</b>	<b>13</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,562,799</b>	<b>100%</b>	<b>41.0</b>	<b>953.00K</b>	<b>3.11M</b>	<b>504.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$105,000</b>			<b>\$136,143</b>	<b>\$238,908</b>	<b>\$252,000</b>	<b>\$0</b>

# September 2023



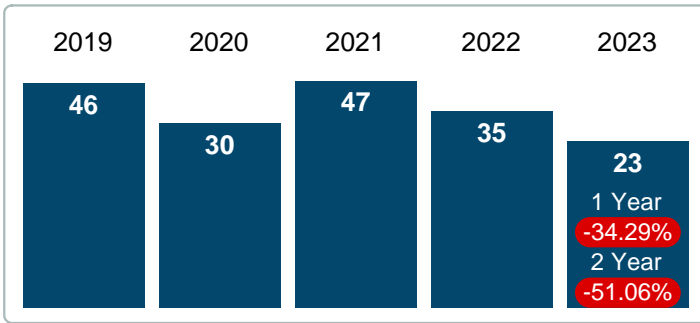
Area Delimited by County Of McIntosh - Residential Property Type



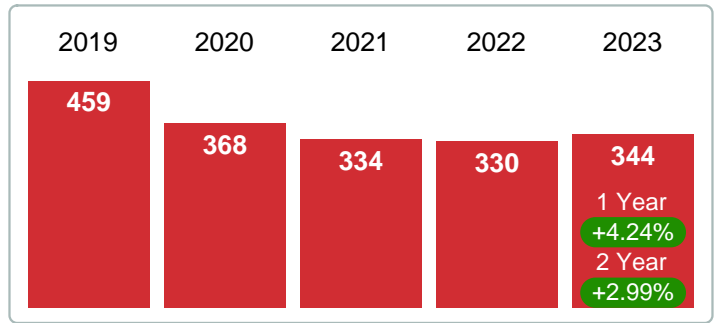
## NEW LISTINGS

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

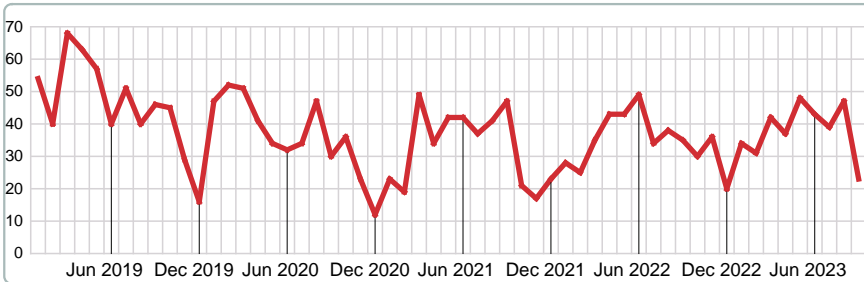
### SEPTEMBER



### YEAR TO DATE (YTD)

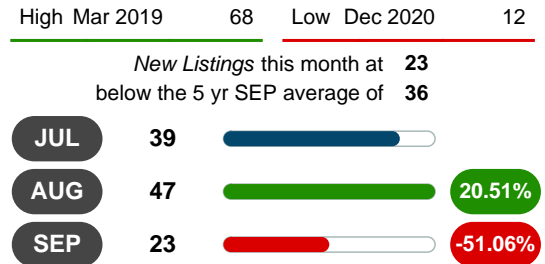


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 36



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	<b>2</b>	8.70%	2	0	0	0
\$70,001 - \$170,000	<b>3</b>	13.04%	1	2	0	0
\$170,001 - \$190,000	<b>2</b>	8.70%	2	0	0	0
\$190,001 - \$280,000	<b>7</b>	30.43%	3	1	3	0
\$280,001 - \$460,000	<b>3</b>	13.04%	1	1	1	0
\$460,001 - \$570,000	<b>3</b>	13.04%	1	2	0	0
\$570,001 and up	<b>3</b>	13.04%	0	1	2	0
<b>Total New Listed Units</b>	<b>23</b>		<b>10</b>	<b>7</b>	<b>6</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>6,890,200</b>	100%	<b>1.95M</b>	<b>2.43M</b>	<b>2.51M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$65,000</b>		<b>\$195,490</b>	<b>\$346,486</b>	<b>\$418,317</b>	<b>\$0</b>

# September 2023



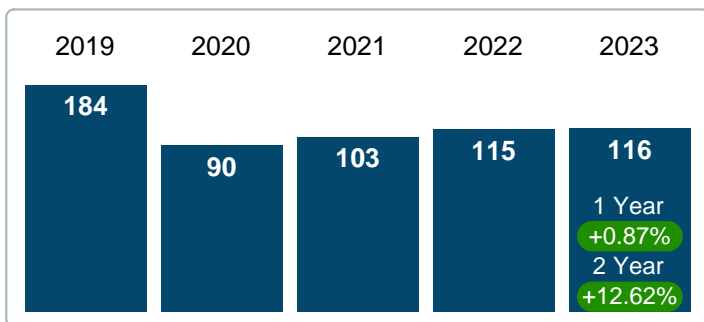
Area Delimited by County Of McIntosh - Residential Property Type



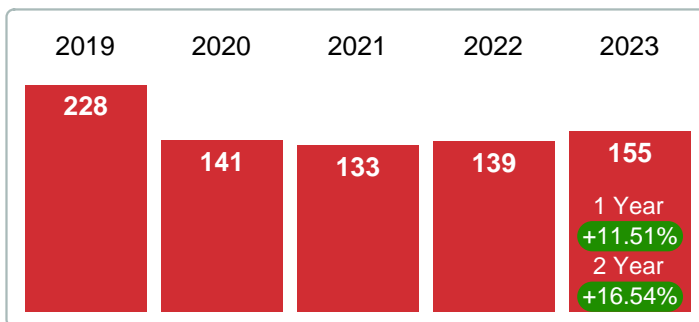
## ACTIVE INVENTORY

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

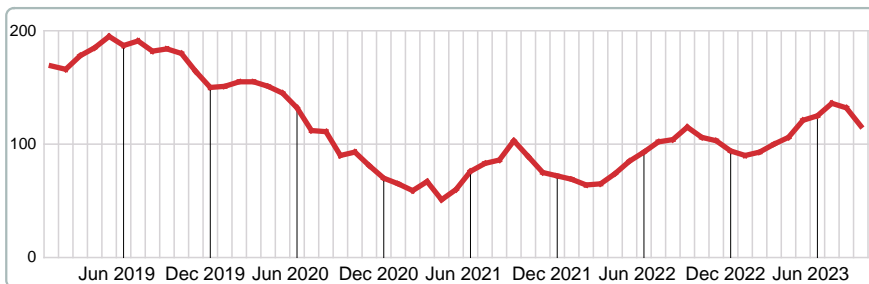
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

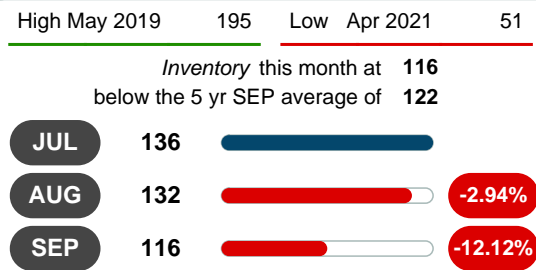


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 122



### 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	9	7.76%	59.1	5	3	1	0
\$100,001 - \$175,000	17	14.66%	90.1	6	10	1	0
\$175,001 - \$200,000	14	12.07%	58.4	7	4	3	0
\$200,001 - \$325,000	31	26.72%	85.9	8	19	3	1
\$325,001 - \$475,000	19	16.38%	96.4	2	8	6	3
\$475,001 - \$750,000	15	12.93%	95.1	0	12	3	0
\$750,001 and up	11	9.48%	116.0	1	2	6	2
<b>Total Active Inventory by Units</b>	<b>116</b>			<b>29</b>	<b>58</b>	<b>23</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>43,509,096</b>	<b>100%</b>	<b>86.9</b>	<b>6.90M</b>	<b>20.24M</b>	<b>13.18M</b>	<b>3.18M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$375,078</b>			<b>\$238,093</b>	<b>\$349,033</b>	<b>\$573,117</b>	<b>\$529,800</b>

# September 2023



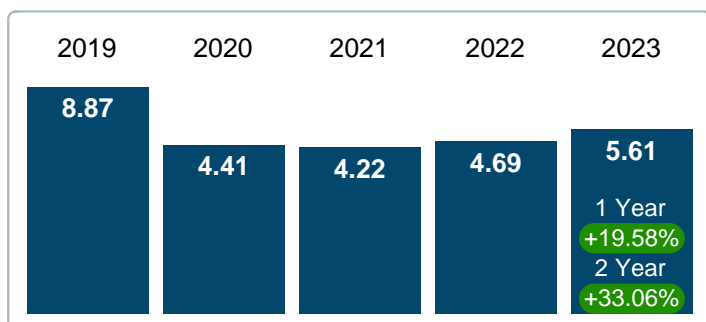
Area Delimited by County Of McIntosh - Residential Property Type



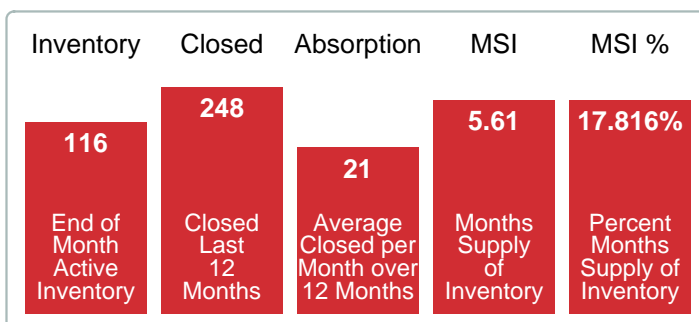
## MONTHS SUPPLY of INVENTORY (MSI)

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

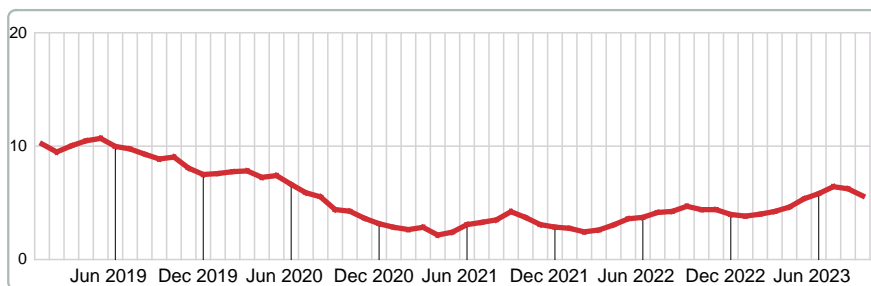
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS

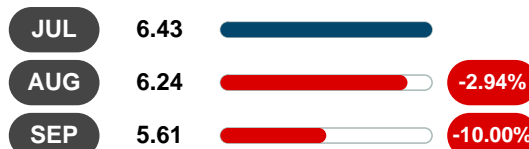


### 3 MONTHS

5 year SEP AVG = 5.56

High May 2019 10.68 | Low Apr 2021 2.16

Months Supply this month at **5.61**  
above the 5 yr SEP average of **5.56**



### 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	9	7.76%	2.12	2.22	1.57	12.00	0.00
\$100,001 - \$175,000	17	14.66%	3.64	2.67	4.44	6.00	0.00
\$175,001 - \$200,000	14	12.07%	6.46	12.00	3.43	7.20	0.00
\$200,001 - \$325,000	31	26.72%	5.81	10.67	5.56	3.27	4.00
\$325,001 - \$475,000	19	16.38%	8.77	8.00	8.00	9.00	12.00
\$475,001 - \$750,000	15	12.93%	8.57	0.00	11.08	7.20	0.00
\$750,001 and up	11	9.48%	33.00	0.00	12.00	72.00	24.00
Market Supply of Inventory (MSI)			5.61	4.70	5.27	8.36	8.00
Total Active Inventory by Units		100%	5.61	29	58	23	6

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# September 2023



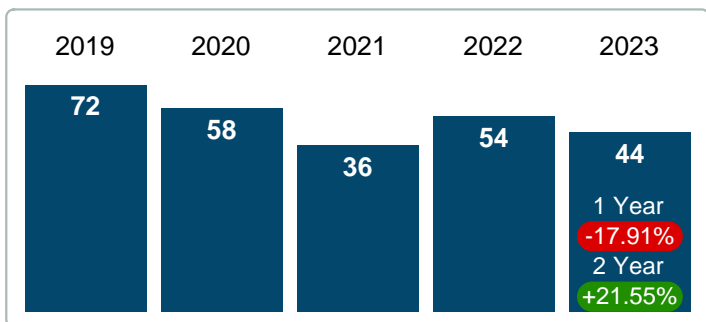
Area Delimited by County Of McIntosh - Residential Property Type



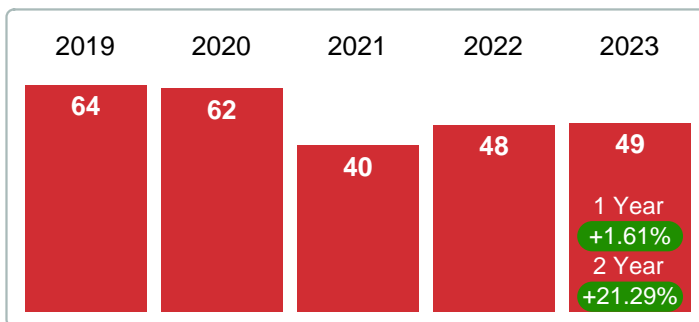
## AVERAGE DAYS ON MARKET TO SALE

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

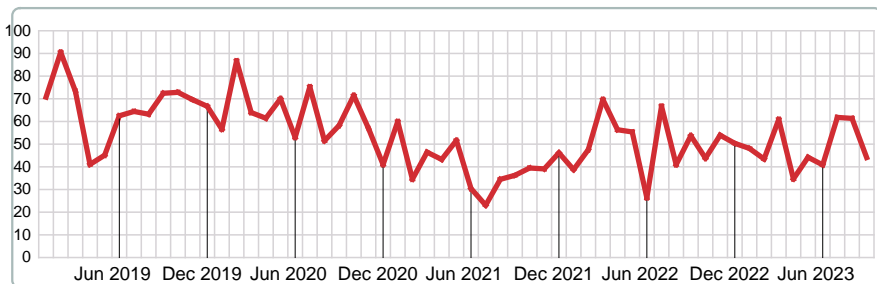
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

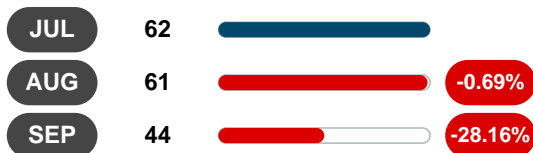


### 3 MONTHS

5 year SEP AVG = 53

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 44 below the 5 yr SEP average of 53



### 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	8.33%	26	26	0	0	0
\$50,001 - \$100,000	12.50%	31	38	17	0	0
\$100,001 - \$150,000	20.83%	46	48	43	0	0
\$150,001 - \$250,000	20.83%	66	31	89	0	0
\$250,001 - \$300,000	8.33%	39	0	39	0	0
\$300,001 - \$475,000	12.50%	36	12	48	0	0
\$475,001 and up	16.67%	43	0	36	63	0
<b>Average Closed DOM</b>		<b>44</b>	<b>35</b>	<b>50</b>	<b>63</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>10</b>	<b>13</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,744,249</b>	<b>1.23M</b>	<b>4.02M</b>	<b>495.00K</b>	<b>0.00B</b>



# September 2023



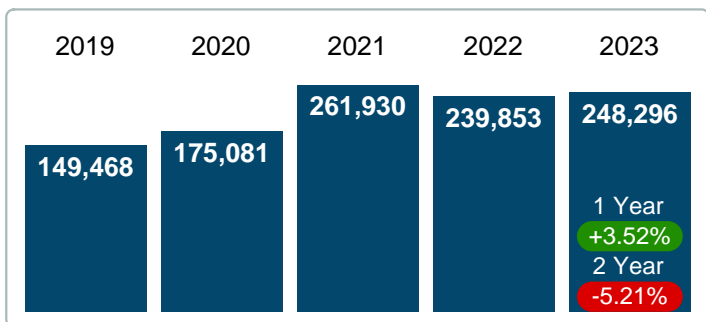
Area Delimited by County Of McIntosh - Residential Property Type



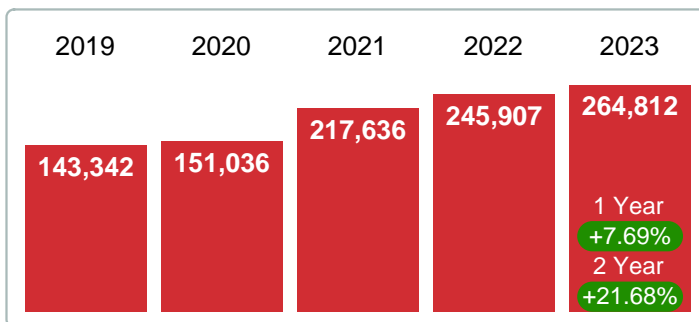
## AVERAGE LIST PRICE AT CLOSING

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

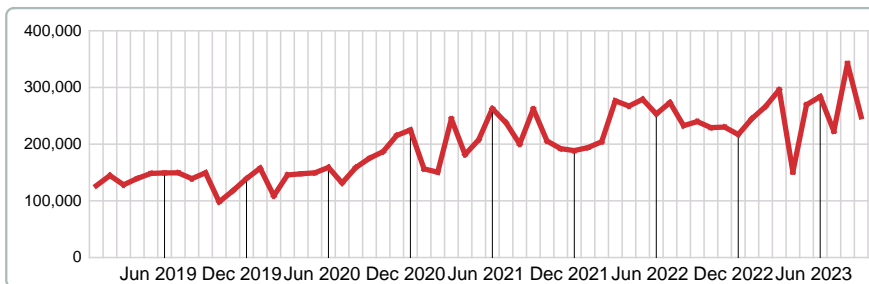
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

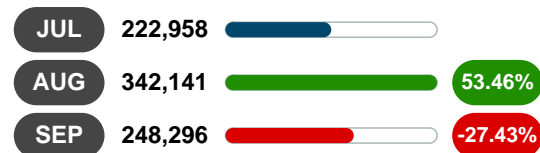


### 3 MONTHS

5 year SEP AVG = 214,926

High Aug 2023 342,141 Low Oct 2019 98,200

Average List Price at Closing this month at **248,296** above the 5 yr SEP average of **214,926**



### 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	8.33%	42,450	42,450	0	0	0
\$50,001 - \$100,000	12.50%	67,666	67,000	68,999	0	0
\$100,001 - \$150,000	16.67%	129,125	133,833	140,000	0	0
\$150,001 - \$250,000	25.00%	195,650	180,000	216,300	0	0
\$250,001 - \$300,000	8.33%	288,950	0	288,950	0	0
\$300,001 - \$475,000	12.50%	344,333	315,000	359,000	0	0
\$475,001 and up	16.67%	592,475	0	614,967	525,000	0
<b>Average List Price</b>		<b>248,296</b>	<b>129,540</b>	<b>318,361</b>	<b>525,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>248,296</b>	<b>10</b>	<b>13</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,959,099</b>	<b>1.30M</b>	<b>4.14M</b>	<b>525.00K</b>	<b>0.00B</b>



# September 2023



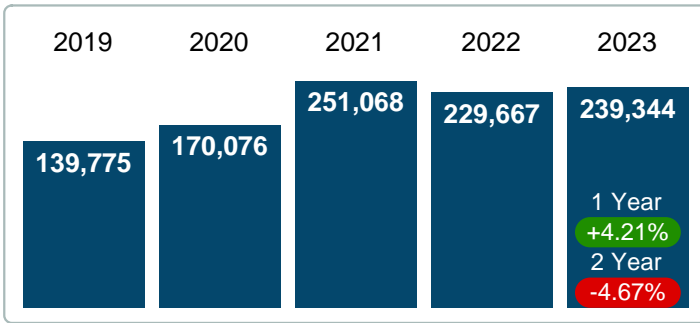
Area Delimited by County Of McIntosh - Residential Property Type



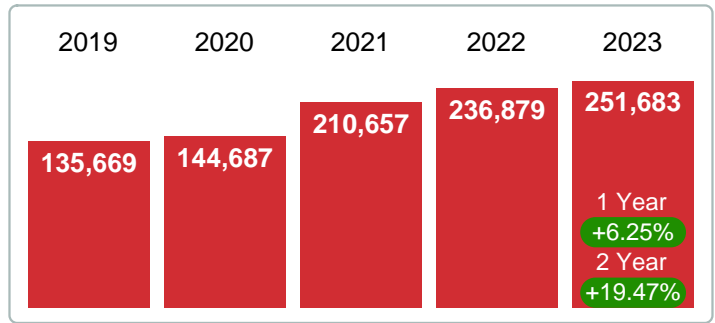
## AVERAGE SOLD PRICE AT CLOSING

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

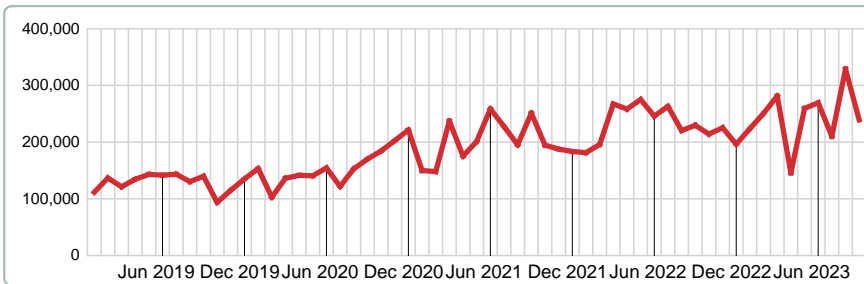
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

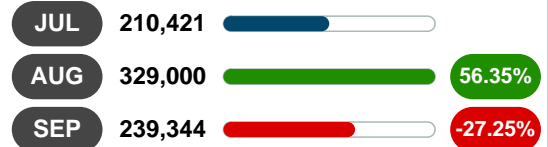


### 3 MONTHS

5 year SEP AVG = 205,986

High Aug 2023 329,000 Low Oct 2019 93,769

Average Sold Price at Closing this month at **239,344** above the 5 yr SEP average of **205,986**



## 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	8.33%	40,000	40,000	0	0	0
\$50,001 - \$100,000	12.50%	63,666	61,000	68,999	0	0
\$100,001 - \$150,000	20.83%	133,110	127,000	142,275	0	0
\$150,001 - \$250,000	20.83%	188,140	170,500	199,900	0	0
\$250,001 - \$300,000	8.33%	281,000	0	281,000	0	0
\$300,001 - \$475,000	12.50%	335,000	310,000	347,500	0	0
\$475,001 and up	16.67%	575,000	0	601,667	495,000	0
<b>Average Sold Price</b>		<b>239,344</b>	<b>123,400</b>	<b>308,865</b>	<b>495,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>239,344</b>	<b>10</b>	<b>13</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,744,249</b>	<b>1.23M</b>	<b>4.02M</b>	<b>495.00K</b>	<b>0.00B</b>

# September 2023



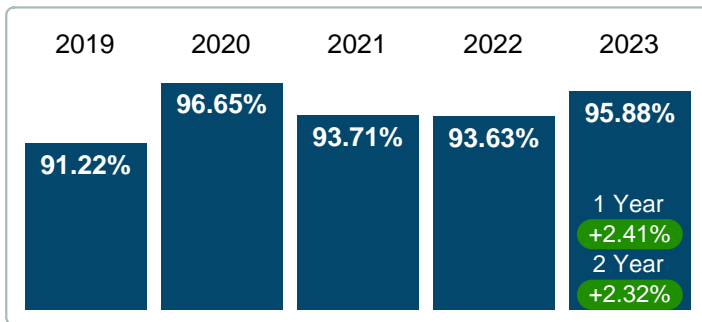
Area Delimited by County Of McIntosh - Residential Property Type



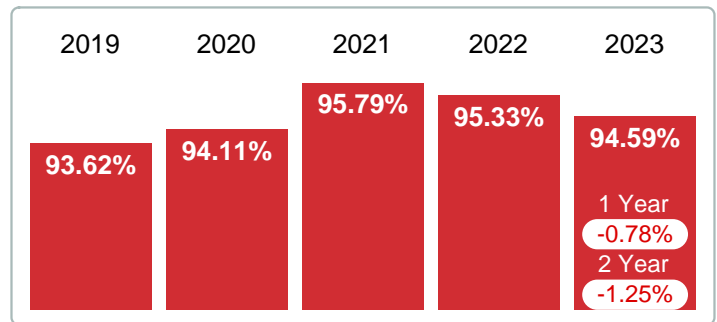
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

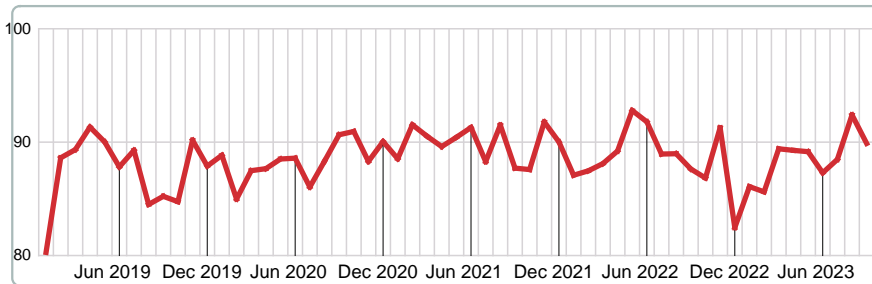
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

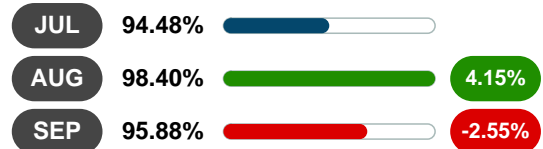


### 3 MONTHS

5 year SEP AVG = 94.22%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **95.88%** above the 5 yr SEP average of **94.22%**



### 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	2	8.33%	95.09%	95.09%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	12.50%	94.05%	91.08%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	5	20.83%	97.94%	95.44%	101.69%	0.00%	0.00%
\$150,001 - \$250,000	5	20.83%	93.07%	94.41%	92.18%	0.00%	0.00%
\$250,001 - \$300,000	2	8.33%	97.24%	0.00%	97.24%	0.00%	0.00%
\$300,001 - \$475,000	3	12.50%	97.44%	98.41%	96.96%	0.00%	0.00%
\$475,001 and up	4	16.67%	96.76%	0.00%	97.58%	94.29%	0.00%
Average Sold/List Ratio		95.90%		94.59%	97.00%	94.29%	0.00%
Total Closed Units		24	100%	10	13	1	
Total Closed Volume		5,744,249		1.23M	4.02M	495.00K	0.00B

# September 2023



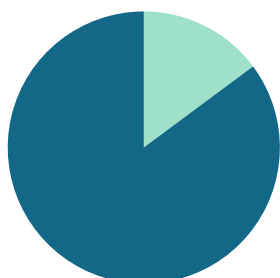
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

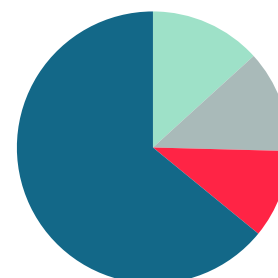


**Inventory**  
 New Listings  
**23 = 14.84%**  
 Start Inventory  
**132**  
 Total Inventory Units  
**155**  
 Volume  
**\$54,288,794**

### Market Activity

Closed Sales  
**24 = 13.26%**  
 Pending Sales  
**22 = 12.15%**  
 Other Off Market  
**19 = 10.50%**  
 Active Inventory  
**116 = 64.09%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	30	24	-20.00%	220	184	-16.36%
Pending Sales	18	22	22.22%	215	194	-9.77%
New Listings	35	23	-34.29%	330	344	4.24%
Average List Price	239,853	248,296	3.52%	245,907	264,812	7.69%
Average Sale Price	229,667	239,344	4.21%	236,879	251,683	6.25%
Average Percent of Selling Price to List Price	93.63%	95.88%	2.41%	95.33%	94.59%	-0.78%
Average Days on Market to Sale	53.70	44.08	-17.91%	48.20	48.98	1.61%
Monthly Inventory	115	116	0.87%	115	116	0.87%
Months Supply of Inventory	4.69	5.61	19.58%	4.69	5.61	19.58%

**Absorption:** Last 12 months, an Average of **21** Sales/Month

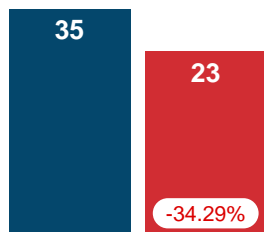
**Inventory** on September 30, 2023 = **116**

**2022** **2023**

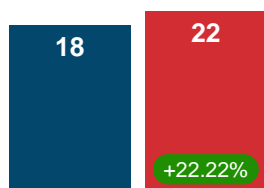
### SEPTEMBER MARKET

### AVERAGE PRICES

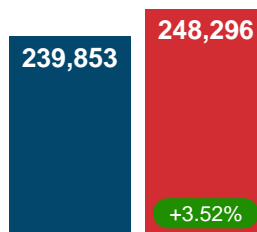
#### New Listings



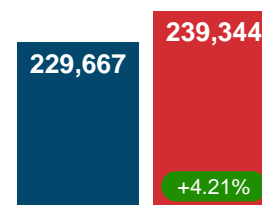
#### Pending Listings



#### List Price



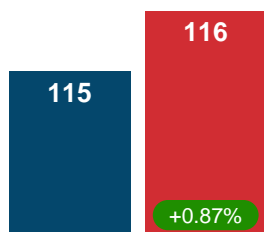
#### Sale Price



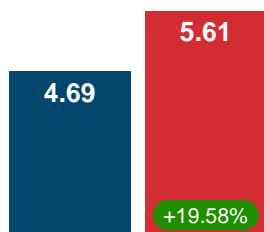
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

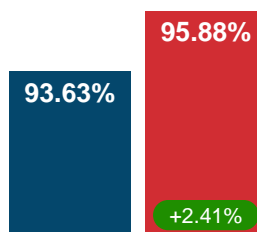
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

