

September 2023



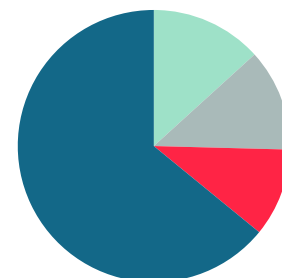
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	187,500	194,500	3.73%
Median Sale Price	181,000	180,850	-0.08%
Median Percent of Selling Price to List Price	96.70%	96.48%	-0.23%
Median Days on Market to Sale	32.00	37.50	17.19%
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.

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 **0.08%** in September 2023 to \$180,850 versus the previous year at \$181,000.

Median Days on Market Lengthens

The median number of **37.50** days that homes spent on the market before selling increased by 5.50 days or **17.19%** in September 2023 compared to last year's same month at **32.00** DOM.

Sales Success for September 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

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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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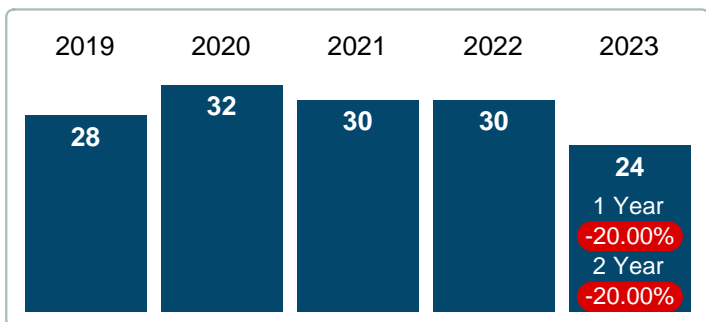
Area Delimited by County Of McIntosh - Residential Property Type



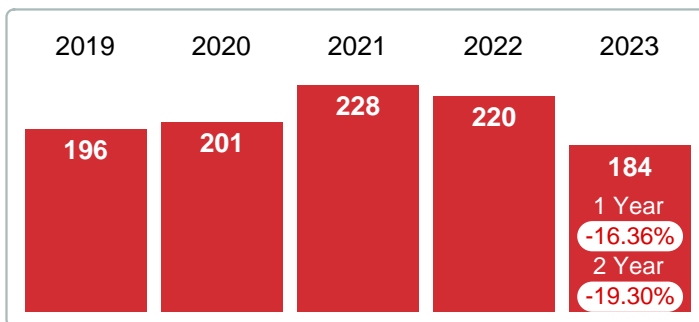
CLOSED LISTINGS

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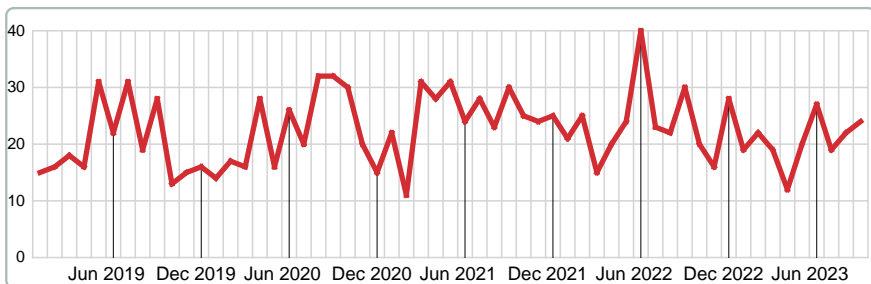
SEPTEMBER



YEAR TO DATE (YTD)

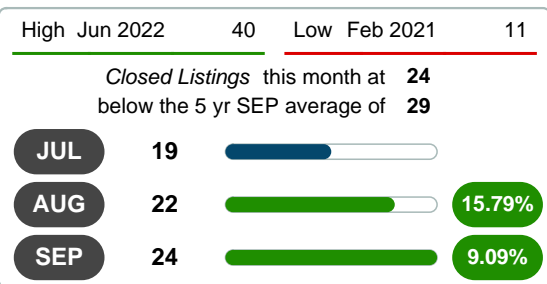


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	17.0	2	1	0	0
\$100,001 - \$150,000	5	20.83%	16.0	3	2	0	0
\$150,001 - \$250,000	5	20.83%	60.0	2	3	0	0
\$250,001 - \$300,000	2	8.33%	38.5	0	2	0	0
\$300,001 - \$475,000	3	12.50%	32.0	1	2	0	0
\$475,001 and up	4	16.67%	33.5	0	3	1	0
Total Closed Units	24			10	13	1	0
Total Closed Volume	5,744,249	100%	37.5	1.23M	4.02M	495.00K	0.00B
Median Closed Price	\$180,850			\$115,500	\$270,000	\$495,000	\$0

September 2023



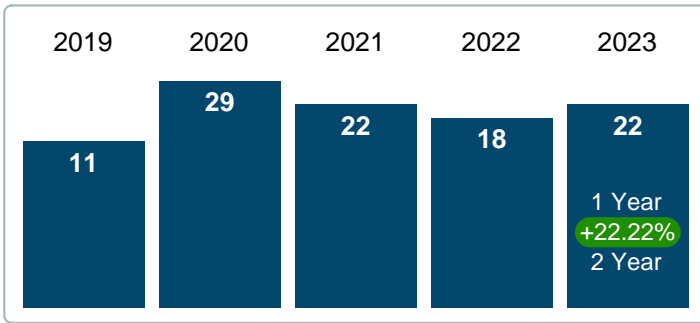
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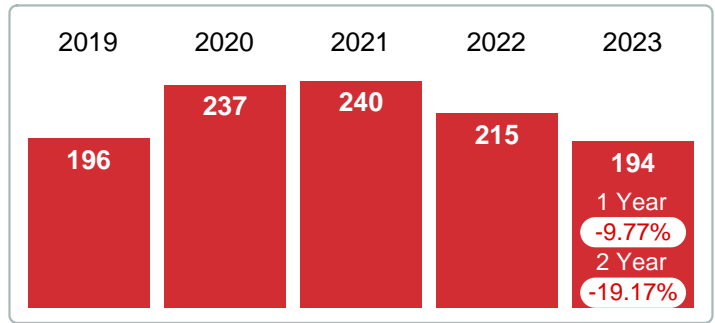
PENDING LISTINGS

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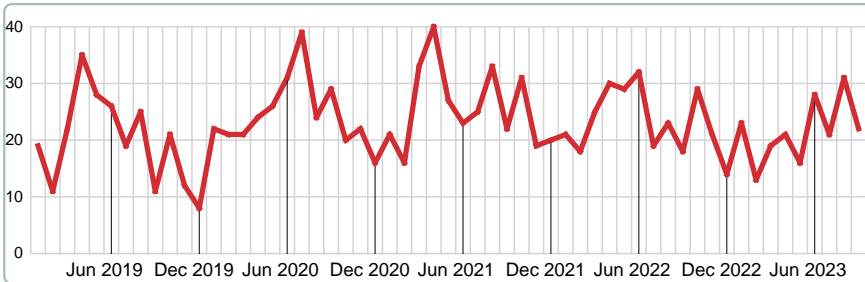
SEPTEMBER



YEAR TO DATE (YTD)

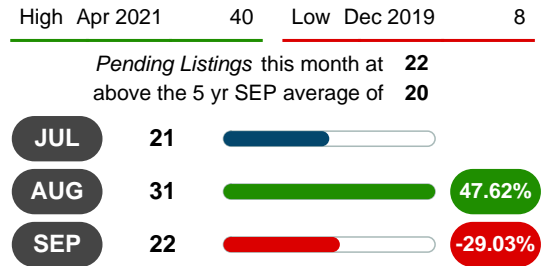


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 20



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	4.55%	1.0	1	0	0	0
\$50,001 - \$100,000	2	9.09%	55.5	1	0	1	0
\$100,001 - \$150,000	3	13.64%	78.0	1	2	0	0
\$150,001 - \$200,000	7	31.82%	27.0	3	4	0	0
\$200,001 - \$225,000	4	18.18%	43.5	1	3	0	0
\$225,001 - \$325,000	2	9.09%	134.0	0	2	0	0
\$325,001 and up	3	13.64%	129.0	0	2	1	0
Total Pending Units	22			7	13	2	0
Total Pending Volume	4,562,799	100%	47.0	953.00K	3.11M	504.00K	0.00B
Median Listing Price	\$189,450			\$165,000	\$215,000	\$252,000	\$0

September 2023



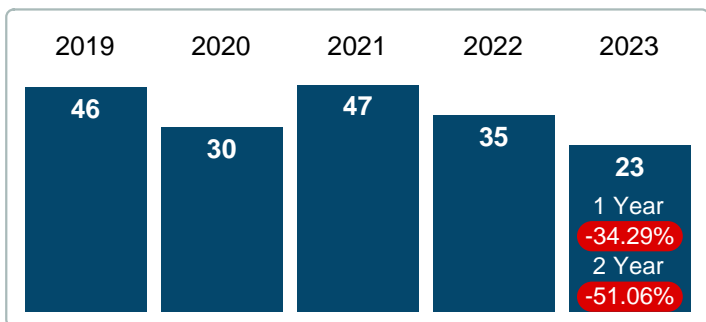
Area Delimited by County Of McIntosh - Residential Property Type



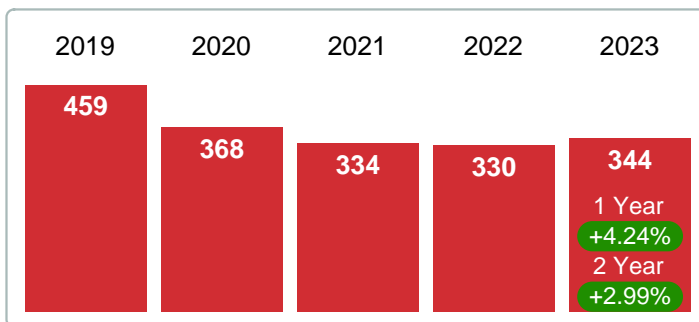
NEW LISTINGS

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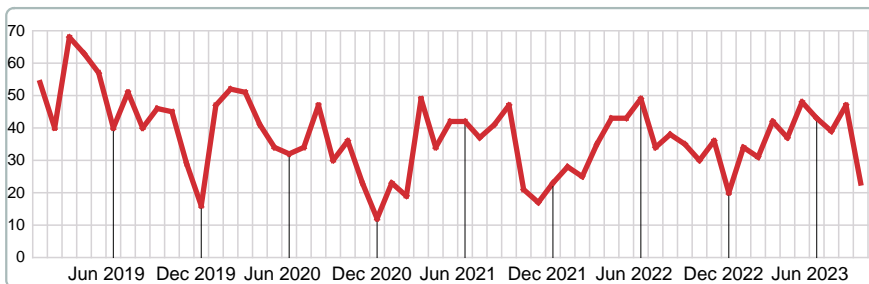
SEPTEMBER



YEAR TO DATE (YTD)

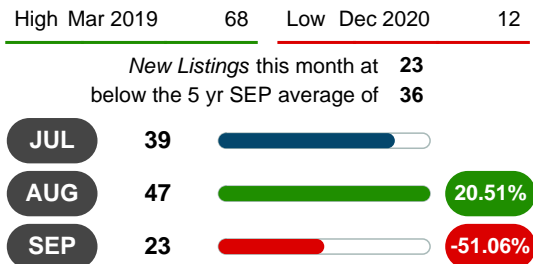


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	2	8.70%	2	0	0	0
\$75,001 - \$175,000	4	17.39%	2	2	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0
\$175,001 - \$275,000	7	30.43%	4	1	2	0
\$275,001 - \$450,000	4	17.39%	1	1	2	0
\$450,001 - \$575,000	4	17.39%	1	3	0	0
\$575,001 and up	2	8.70%	0	0	2	0
Total New Listed Units	23		10	7	6	0
Total New Listed Volume	6,890,200	100%	1.95M	2.43M	2.51M	0.00B
Median New Listed Listing Price	\$255,000		\$194,450	\$335,000	\$332,500	\$0

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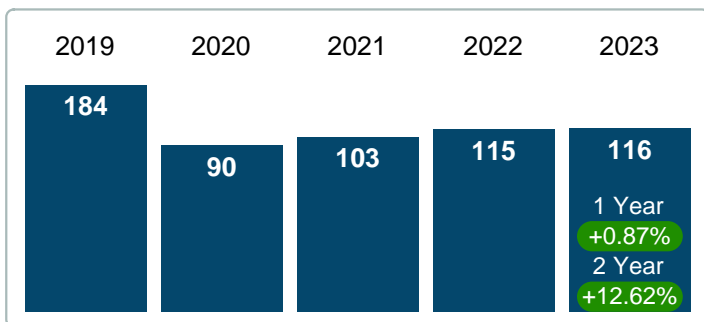
Area Delimited by County Of McIntosh - Residential Property Type



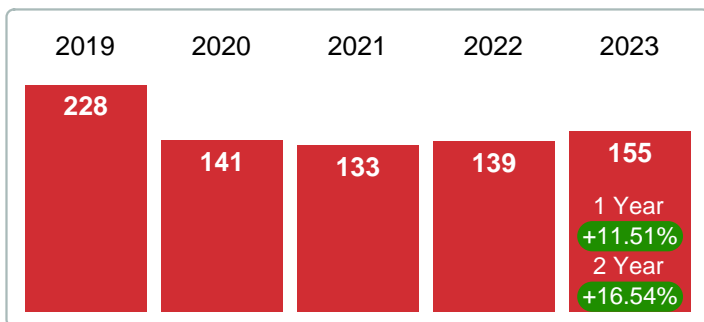
ACTIVE INVENTORY

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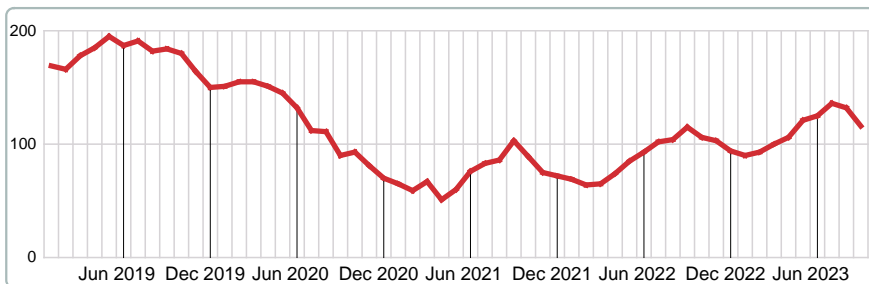
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

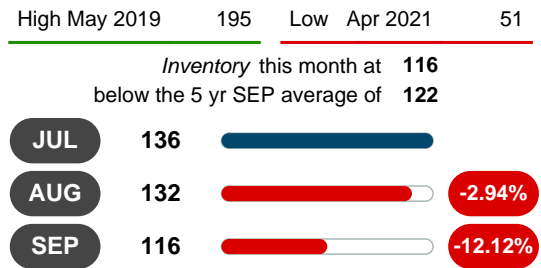


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 122



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.76%	66.0	5	3	1	0
\$100,001 - \$175,000	17	14.66%	79.0	6	10	1	0
\$175,001 - \$200,000	14	12.07%	48.5	7	4	3	0
\$200,001 - \$325,000	31	26.72%	66.0	8	19	3	1
\$325,001 - \$475,000	19	16.38%	95.0	2	8	6	3
\$475,001 - \$750,000	15	12.93%	72.0	0	12	3	0
\$750,001 and up	11	9.48%	134.0	1	2	6	2
Total Active Inventory by Units	116			29	58	23	6
Total Active Inventory by Volume	43,509,096	100%	72.5	6.90M	20.24M	13.18M	3.18M
Median Active Inventory Listing Price	\$267,450			\$199,900	\$272,500	\$450,000	\$354,950

September 2023



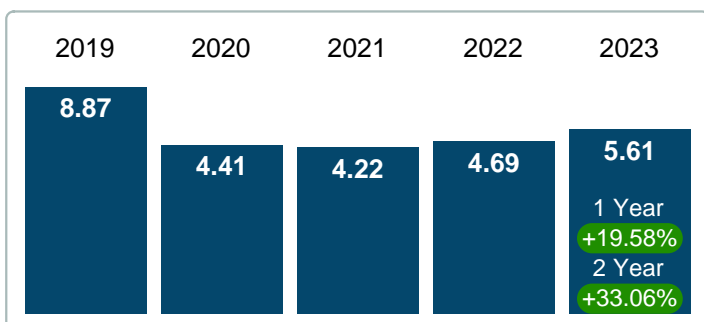
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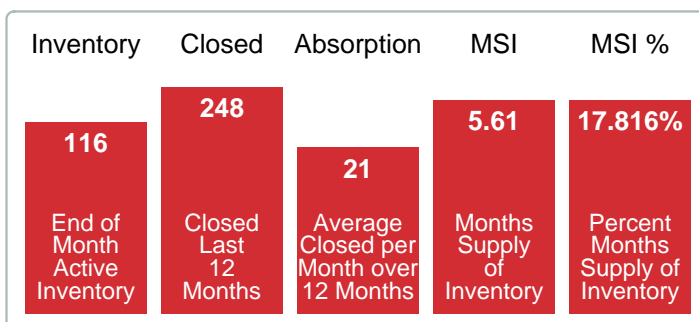
MONTHS SUPPLY of INVENTORY (MSI)

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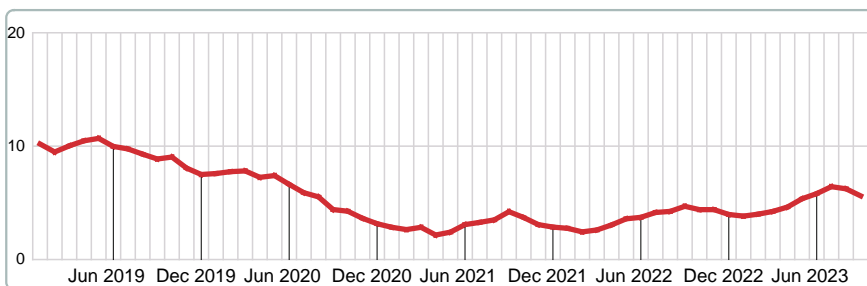
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

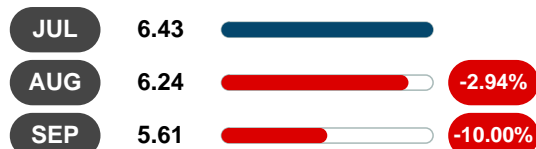


3 MONTHS

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

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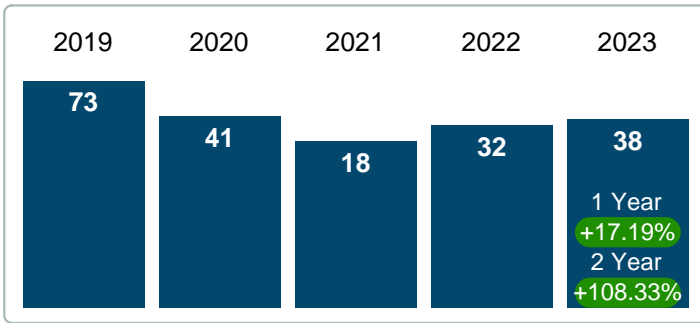
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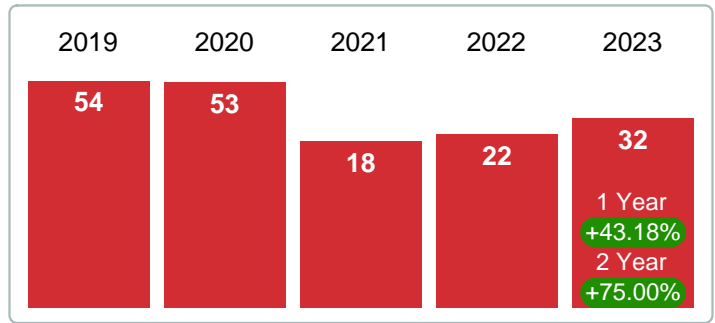
MEDIAN DAYS ON MARKET TO SALE

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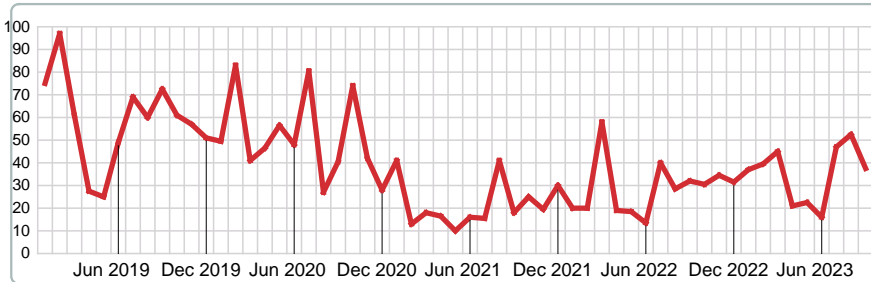
SEPTEMBER



YEAR TO DATE (YTD)

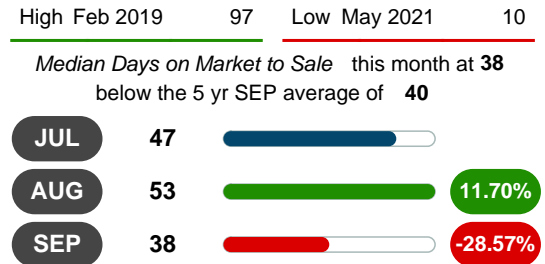


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 40



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
\$50,000 and less	8.33%	26	26	0	0	0
\$50,001 - \$100,000	12.50%	17	38	17	0	0
\$100,001 - \$150,000	20.83%	16	16	43	0	0
\$150,001 - \$250,000	20.83%	60	31	75	0	0
\$250,001 - \$300,000	8.33%	39	0	39	0	0
\$300,001 - \$475,000	12.50%	32	12	48	0	0
\$475,001 and up	16.67%	34	0	4	63	0
Median Closed DOM		38	14	53	63	0
Total Closed Units	100%	37.5	10	13	1	
Total Closed Volume		5,744,249	1.23M	4.02M	495.00K	0.00B

September 2023



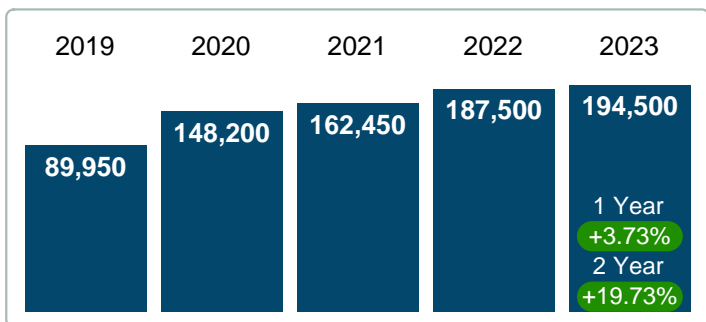
Area Delimited by County Of McIntosh - Residential Property Type



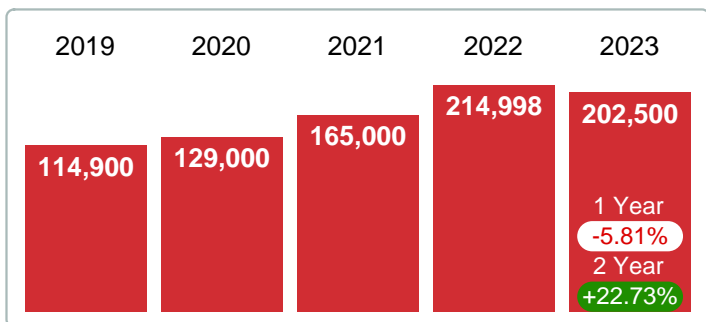
MEDIAN LIST PRICE AT CLOSING

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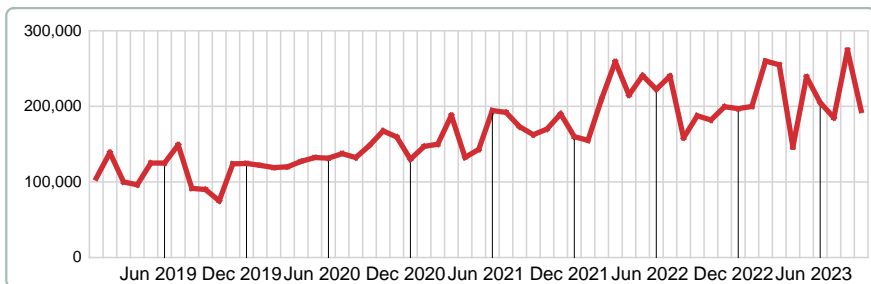
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

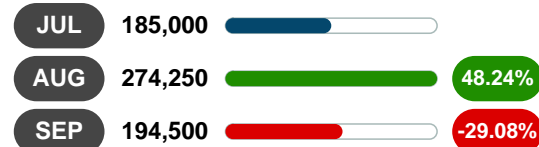


3 MONTHS

5 year SEP AVG = 156,520

High Aug 2023 274,250 Low Oct 2019 75,000

Median List Price at Closing this month at **194,500**
above the 5 yr SEP average of **156,520**



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
\$50,000 and less	8.33%	42,450	42,450	0	0	0
\$50,001 - \$100,000	12.50%	68,999	67,000	68,999	0	0
\$100,001 - \$150,000	16.67%	127,500	118,250	140,000	0	0
\$150,001 - \$250,000	25.00%	194,500	170,000	199,900	0	0
\$250,001 - \$300,000	8.33%	288,950	0	288,950	0	0
\$300,001 - \$475,000	12.50%	320,000	315,000	359,000	0	0
\$475,001 and up	16.67%	537,500	0	550,000	525,000	0
Median List Price		194,500	118,250	278,000	525,000	0
Total Closed Units		24	10	13	1	0
Total Closed Volume		5,959,099	1.30M	4.14M	525.00K	0.00B

September 2023



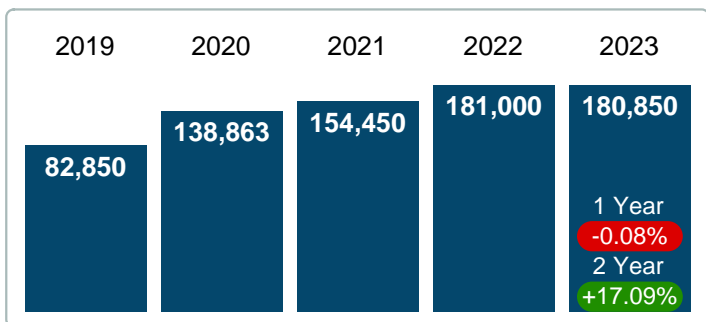
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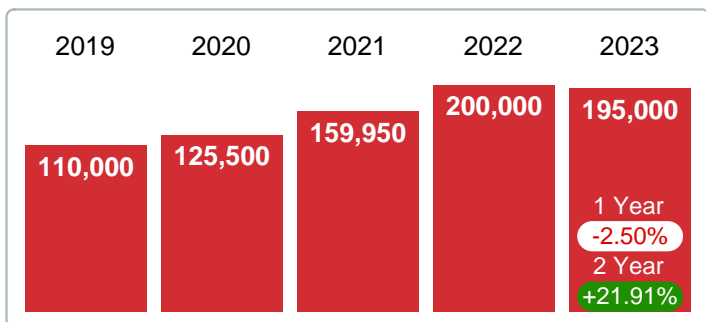
MEDIAN SOLD PRICE AT CLOSING

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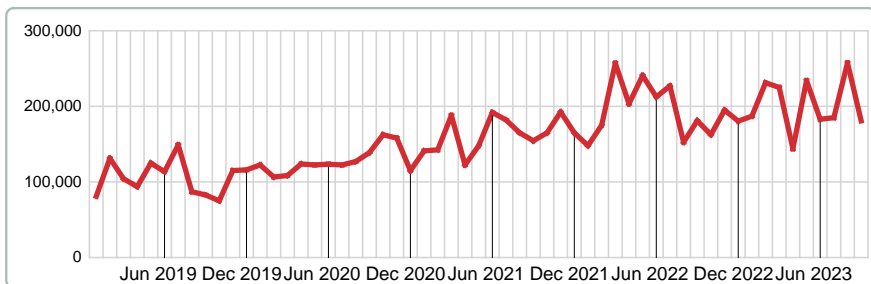
SEPTEMBER



YEAR TO DATE (YTD)

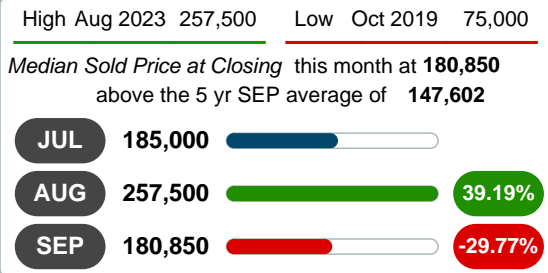


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147,602



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
\$50,000 and less	8.33%	40,000	40,000	0	0	0
\$50,001 - \$100,000	12.50%	62,000	61,000	68,999	0	0
\$100,001 - \$150,000	20.83%	139,550	116,000	142,275	0	0
\$150,001 - \$250,000	20.83%	183,700	170,500	183,700	0	0
\$250,001 - \$300,000	8.33%	281,000	0	281,000	0	0
\$300,001 - \$475,000	12.50%	315,000	310,000	347,500	0	0
\$475,001 and up	16.67%	502,500	0	510,000	495,000	0
Median Sold Price		180,850	115,500	270,000	495,000	0
Total Closed Units	100%	180,850	10	13	1	0
Total Closed Volume		5,744,249	1.23M	4.02M	495.00K	0.00B

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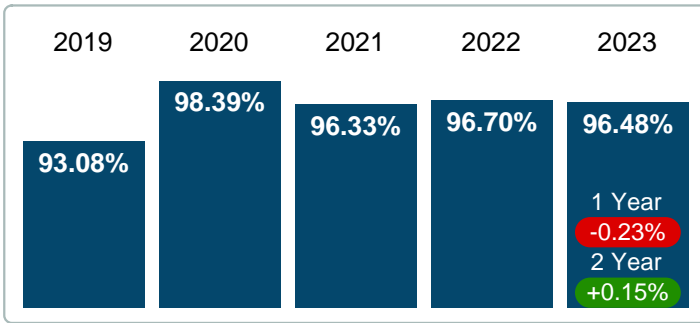
Area Delimited by County Of McIntosh - Residential Property Type



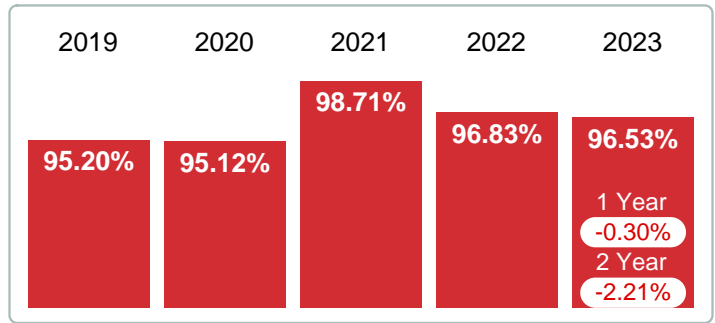
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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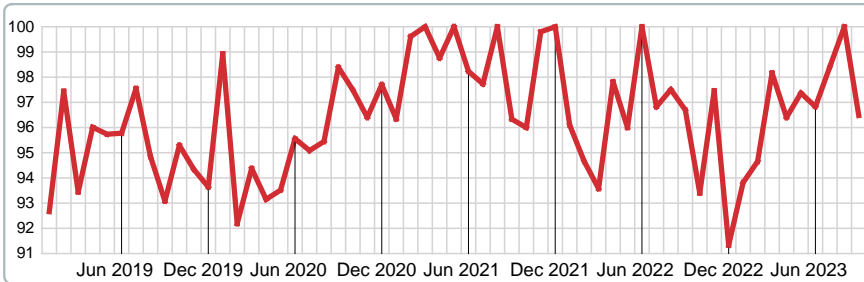
SEPTEMBER



YEAR TO DATE (YTD)

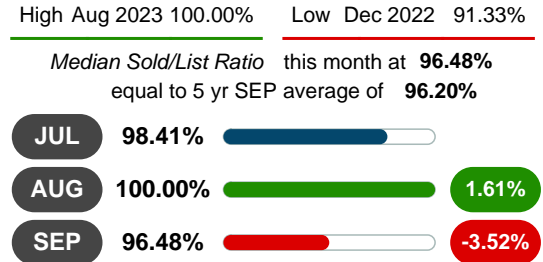


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 96.20%



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
\$50,000 and less	2	8.33%	95.09%	95.09%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	12.50%	92.31%	91.08%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	5	20.83%	99.57%	95.83%	101.69%	0.00%	0.00%
\$150,001 - \$250,000	5	20.83%	91.90%	94.41%	91.90%	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%	98.41%	98.41%	96.96%	0.00%	0.00%
\$475,001 and up	4	16.67%	97.14%	0.00%	100.00%	94.29%	0.00%
Median Sold/List Ratio		96.48%		94.07%	97.37%	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



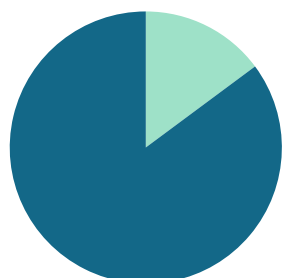
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

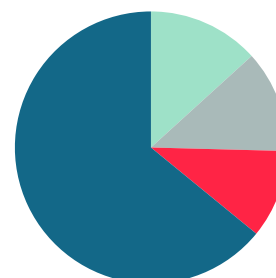


Inventory
 New Listings
23 = 14.84%
 Start Inventory
132
 Total Inventory Units
155
 Volume
\$54,288,794

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%
Median List Price	187,500	194,500	3.73%	214,998	202,500	-5.81%
Median Sale Price	181,000	180,850	-0.08%	200,000	195,000	-2.50%
Median Percent of Selling Price to List Price	96.70%	96.48%	-0.23%	96.83%	96.53%	-0.30%
Median Days on Market to Sale	32.00	37.50	17.19%	22.00	31.50	43.18%
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

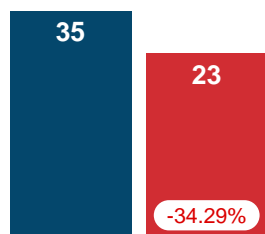
Inventory on September 30, 2023 = **116**

2022 **2023**

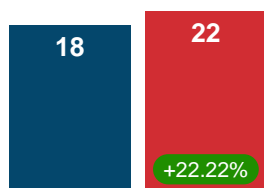
SEPTEMBER MARKET

MEDIAN PRICES

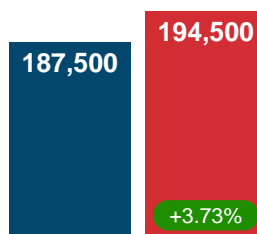
New Listings



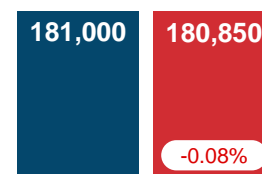
Pending Listings



List Price



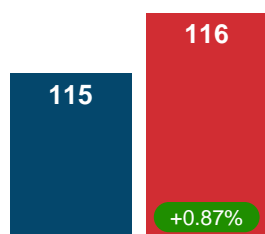
Sale Price



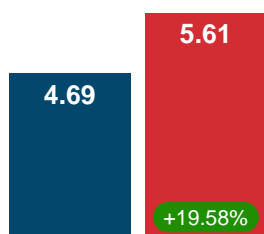
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

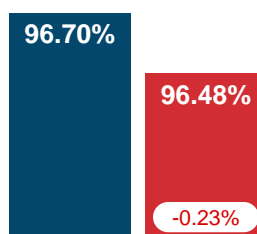
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

