

October 2023



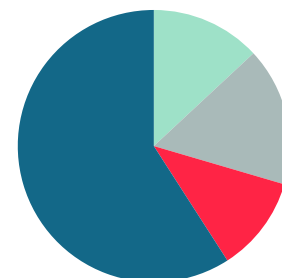
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	20	23	15.00%
Pending Listings	29	29	0.00%
New Listings	30	37	23.33%
Average List Price	229,160	206,209	-10.02%
Average Sale Price	214,238	195,130	-8.92%
Average Percent of Selling Price to List Price	92.84%	94.35%	1.62%
Average Days on Market to Sale	43.80	58.30	33.11%
End of Month Inventory	106	104	-1.89%
Months Supply of Inventory	4.40	4.97	12.97%



■ Closed (13.07%)
■ Pending (16.48%)
■ Other OffMarket (11.36%)
■ Active (59.09%)

Absorption: Last 12 months, an Average of **21** Sales/Month
Active Inventory as of October 31, 2023 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2023 decreased **1.89%** to 104 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 **4.97** 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 **8.92%** in October 2023 to \$195,130 versus the previous year at \$214,238.

Average Days on Market Lengthens

The average number of **58.30** days that homes spent on the market before selling increased by 14.50 days or **33.11%** in October 2023 compared to last year's same month at **43.80** DOM.

Sales Success for October 2023 is Positive

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

There were 37 New Listings in October 2023, up **23.33%** from last year at 30. Furthermore, there were 23 Closed Listings this month versus last year at 20, a **15.00%** increase.

Closed versus Listed trends yielded a **62.2%** ratio, down from previous year's, October 2022, at **66.7%**, a **6.76%** 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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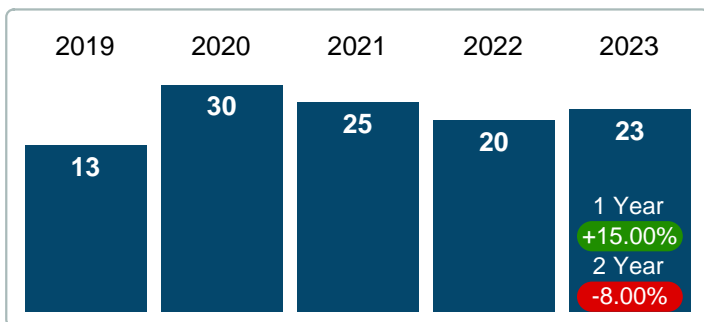
Area Delimited by County Of McIntosh - Residential Property Type



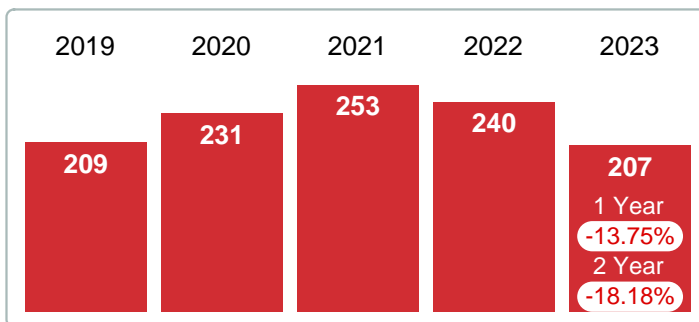
CLOSED LISTINGS

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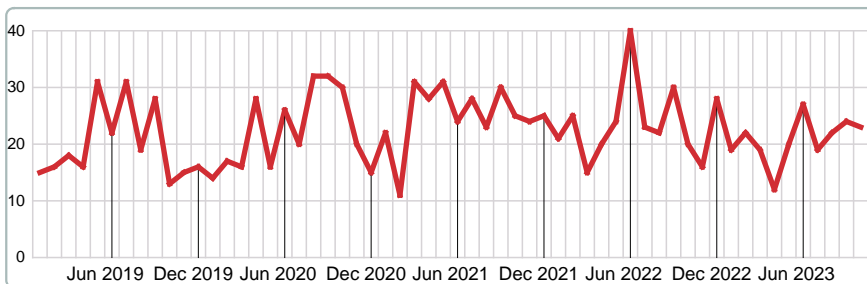
OCTOBER



YEAR TO DATE (YTD)

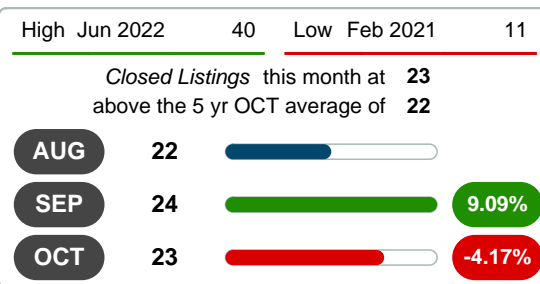


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	8.70%	7.5	2	0	0	0
\$100,001 - \$125,000	2	8.70%	28.0	1	1	0	0
\$125,001 - \$150,000	3	13.04%	56.3	0	3	0	0
\$150,001 - \$175,000	7	30.43%	52.0	3	4	0	0
\$175,001 - \$200,000	4	17.39%	43.3	1	3	0	0
\$200,001 - \$325,000	2	8.70%	129.0	0	2	0	0
\$325,001 and up	3	13.04%	102.0	0	2	1	0
Total Closed Units	23			7	15	1	0
Total Closed Volume	4,488,000	100%	58.3	913.00K	2.93M	649.00K	0.00B
Average Closed Price	\$195,130			\$130,429	\$195,067	\$649,000	\$0

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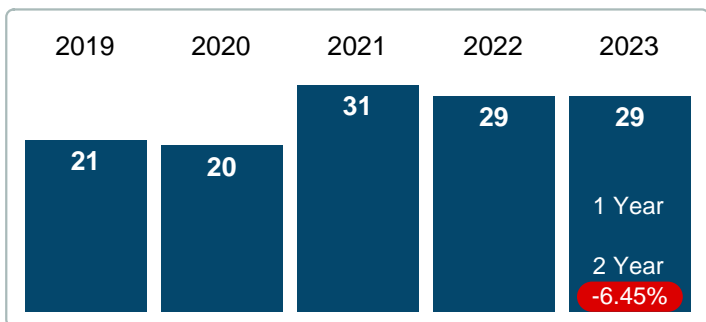
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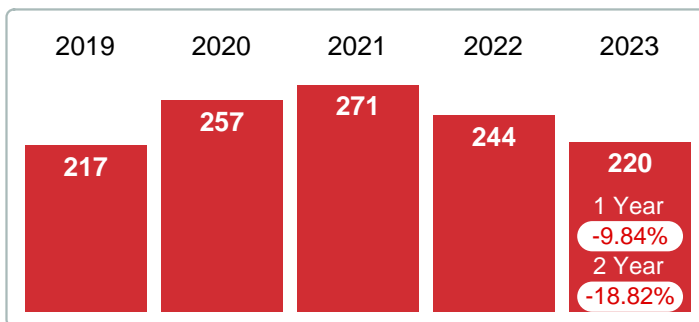
PENDING LISTINGS

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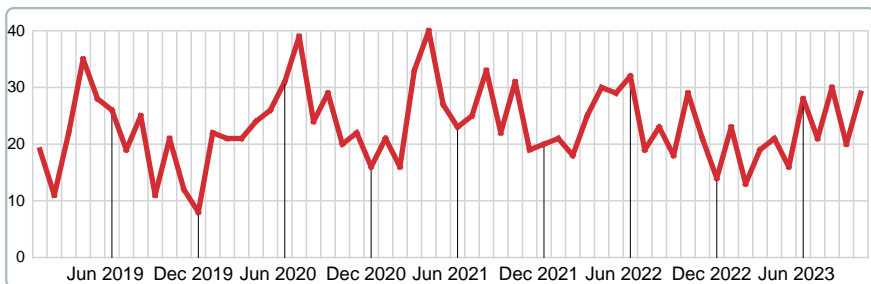
OCTOBER



YEAR TO DATE (YTD)

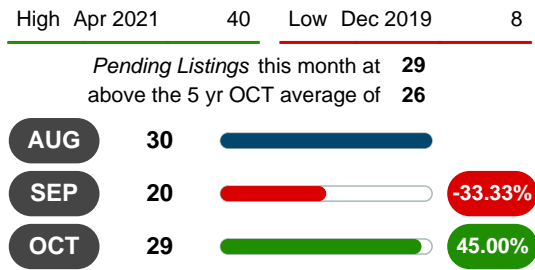


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 26



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	1	3.45%	91.0	0	0	1	0
\$50,001 - \$125,000	3	10.34%	99.0	1	2	0	0
\$125,001 - \$175,000	8	27.59%	73.5	4	3	1	0
\$175,001 - \$225,000	3	10.34%	43.0	2	1	0	0
\$225,001 - \$275,000	6	20.69%	66.0	0	5	0	1
\$275,001 - \$750,000	6	20.69%	46.0	3	2	0	1
\$750,001 and up	2	6.90%	57.5	0	0	2	0
Total Pending Units	29			10	13	4	2
Total Pending Volume	8,475,399	100%	67.0	2.10M	2.81M	2.57M	990.00K
Average Listing Price	\$150,950			\$210,370	\$216,369	\$642,225	\$495,000

October 2023



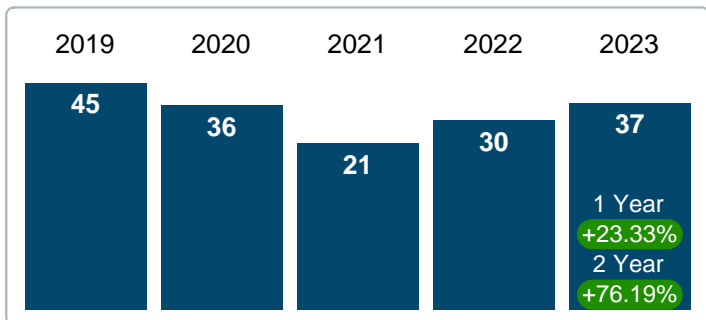
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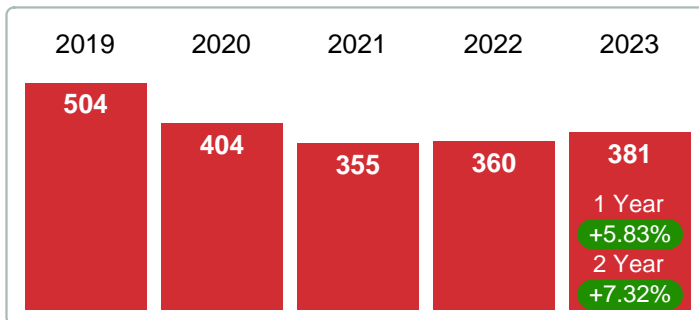
NEW LISTINGS

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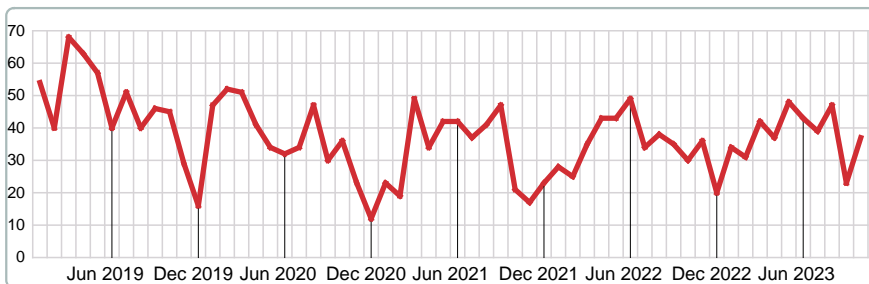
OCTOBER



YEAR TO DATE (YTD)

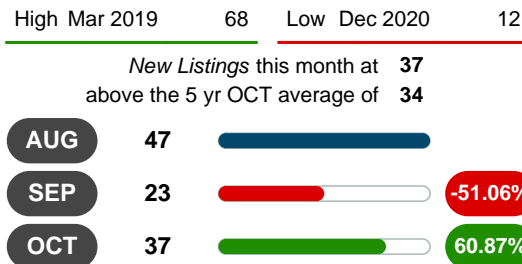


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$110,000 and less	3	8.11%	2	1	0	0
\$110,001 - \$150,000	5	13.51%	1	3	1	0
\$150,001 - \$170,000	4	10.81%	3	1	0	0
\$170,001 - \$270,000	12	32.43%	2	10	0	0
\$270,001 - \$360,000	5	13.51%	1	3	1	0
\$360,001 - \$690,000	4	10.81%	0	1	3	0
\$690,001 and up	4	10.81%	0	2	2	0
Total New Listed Units	37		9	21	7	0
Total New Listed Volume	11,736,499	100%	1.47M	6.44M	3.82M	0.00B
Average New Listed Listing Price	\$0		\$163,333	\$306,814	\$546,200	\$0

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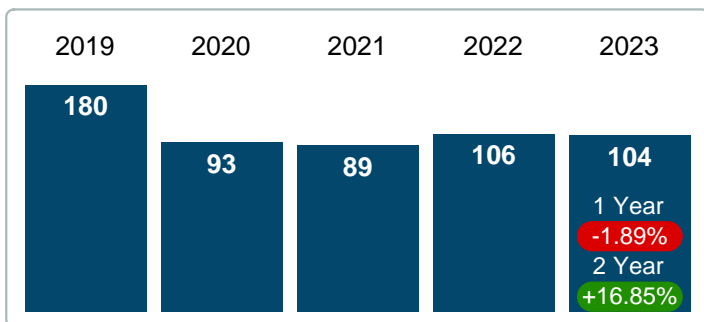
Area Delimited by County Of McIntosh - Residential Property Type



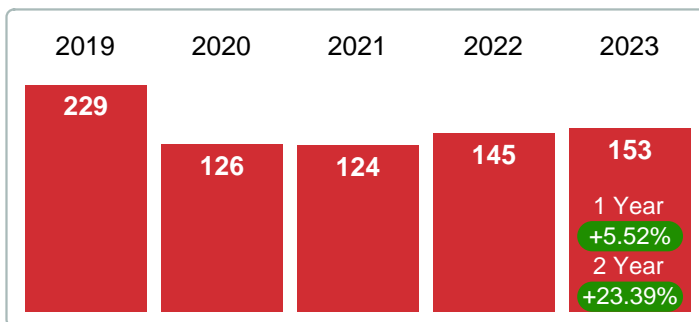
ACTIVE INVENTORY

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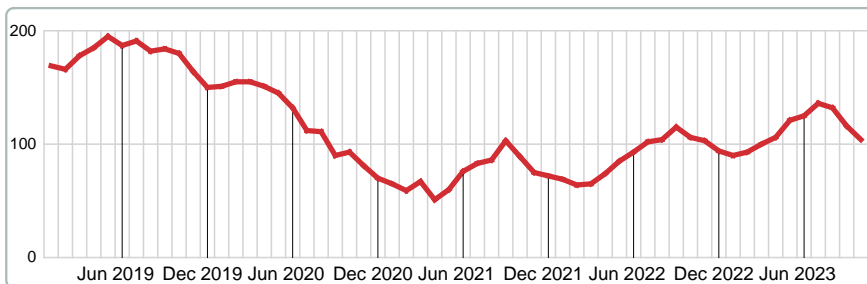
END OF OCTOBER



ACTIVE DURING OCTOBER

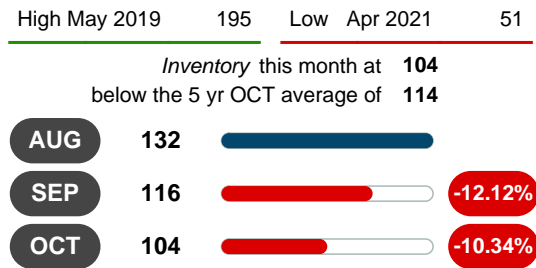


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 114



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	10	9.62%	68.1	4	6	0	0
\$125,001 - \$150,000	9	8.65%	89.2	3	6	0	0
\$150,001 - \$200,000	21	20.19%	68.1	9	8	4	0
\$200,001 - \$325,000	26	25.00%	80.1	5	18	3	0
\$325,001 - \$475,000	15	14.42%	101.5	1	6	6	2
\$475,001 - \$675,000	12	11.54%	83.3	0	8	4	0
\$675,001 and up	11	10.58%	121.2	0	4	6	1
Total Active Inventory by Units	104			22	56	23	3
Total Active Inventory by Volume	37,437,995	100%	85.1	4.14M	18.33M	13.19M	1.78M
Average Active Inventory Listing Price	\$359,981			\$188,136	\$327,236	\$573,435	\$594,933

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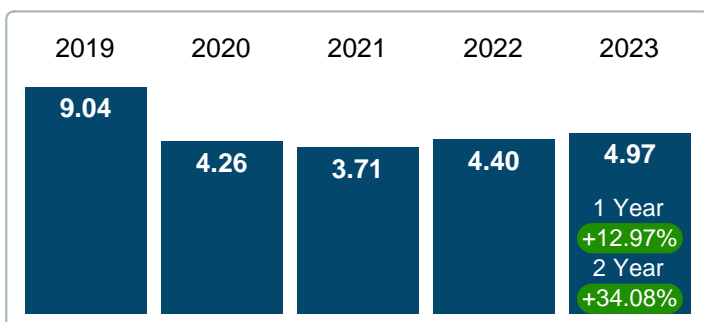
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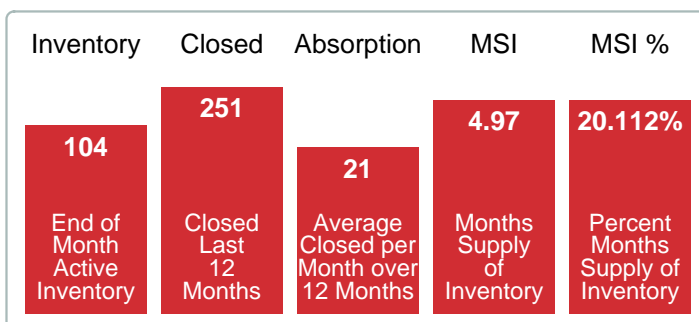
MONTHS SUPPLY of INVENTORY (MSI)

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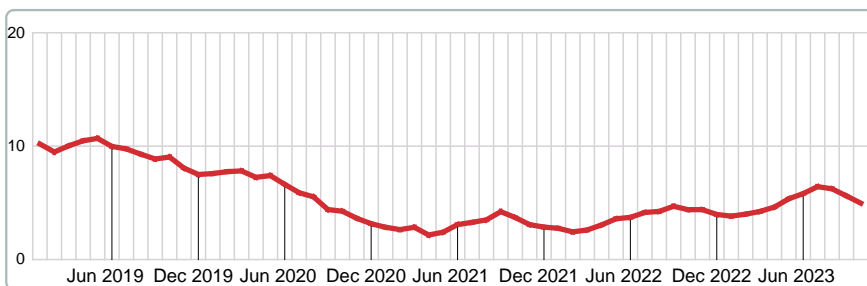
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023



5 YEAR MARKET ACTIVITY TRENDS

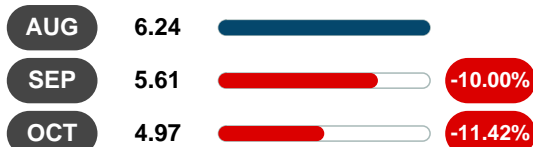


3 MONTHS

5 year OCT AVG = 5.28

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at **4.97**
below the 5 yr OCT average of **5.28**



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	10	9.62%	1.97	1.33	3.13	0.00	0.00
\$125,001 - \$150,000	9	8.65%	4.70	4.50	5.14	0.00	0.00
\$150,001 - \$200,000	21	20.19%	4.58	4.91	3.43	9.60	0.00
\$200,001 - \$325,000	26	25.00%	5.03	6.67	5.14	4.50	0.00
\$325,001 - \$475,000	15	14.42%	7.20	4.00	6.00	10.29	8.00
\$475,001 - \$675,000	12	11.54%	8.00	0.00	8.00	12.00	0.00
\$675,001 and up	11	10.58%	18.86	0.00	16.00	36.00	6.00
Market Supply of Inventory (MSI)			4.97	3.34	5.01	9.52	4.00
Total Active Inventory by Units		100%	4.97	22	56	23	3

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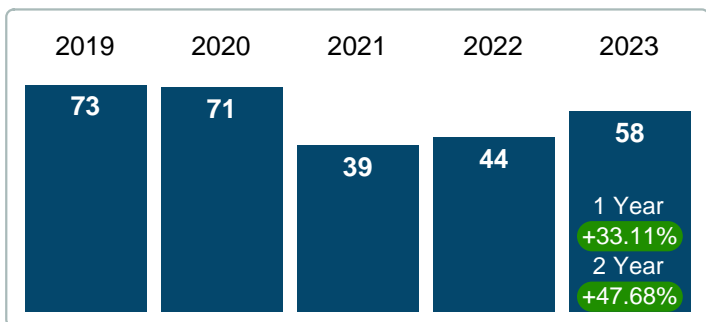
Area Delimited by County Of McIntosh - Residential Property Type



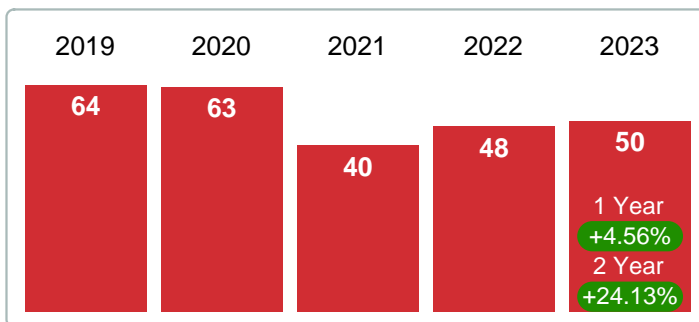
AVERAGE DAYS ON MARKET TO SALE

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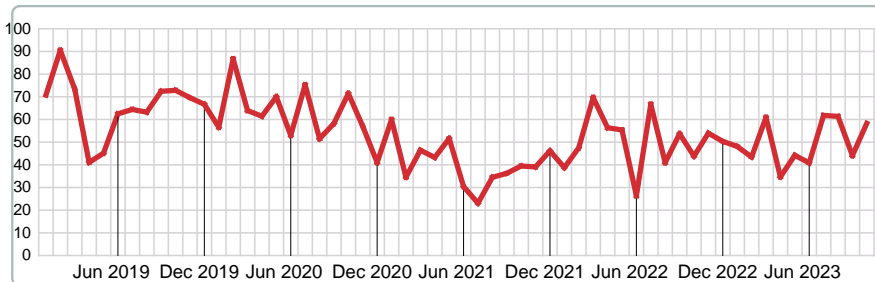
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

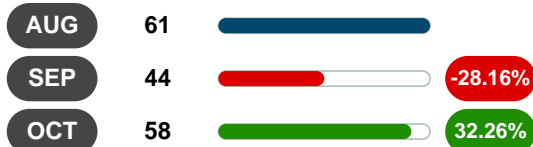


3 MONTHS

5 year OCT AVG = 57

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 58 above the 5 yr OCT average of 57



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
\$100,000 and less	8.70%	8	8	0	0	0
\$100,001 - \$125,000	8.70%	28	23	33	0	0
\$125,001 - \$150,000	13.04%	56	0	56	0	0
\$150,001 - \$175,000	30.43%	52	40	61	0	0
\$175,001 - \$200,000	17.39%	43	3	57	0	0
\$200,001 - \$325,000	8.70%	129	0	129	0	0
\$325,001 and up	13.04%	102	0	150	7	0
Average Closed DOM		58	23	78	7	0
Total Closed Units	100%	58	7	15	1	1
Total Closed Volume		4,488,000	913.00K	2.93M	649.00K	0.00B

October 2023



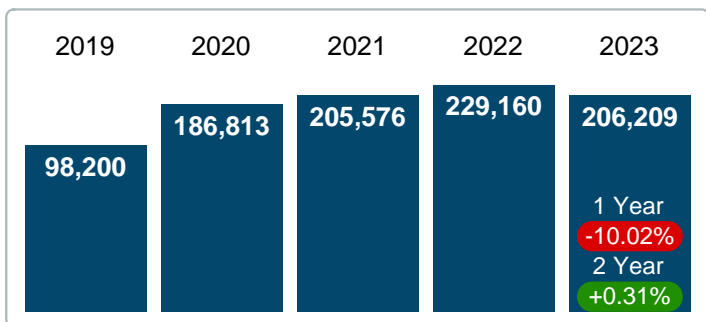
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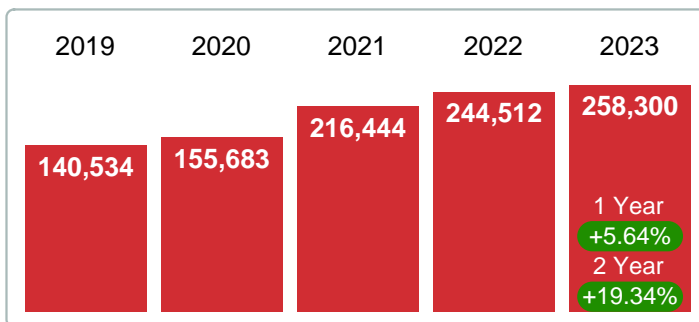
AVERAGE LIST PRICE AT CLOSING

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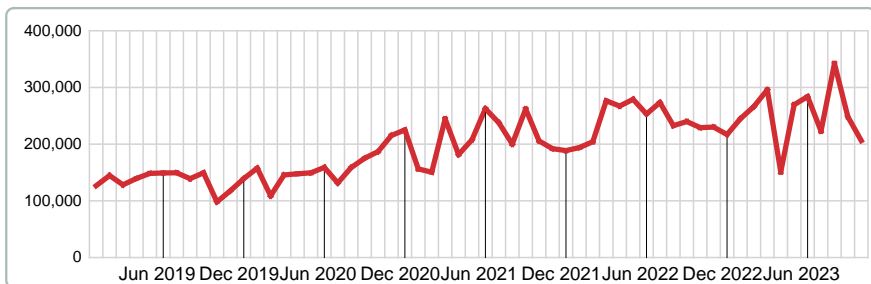
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

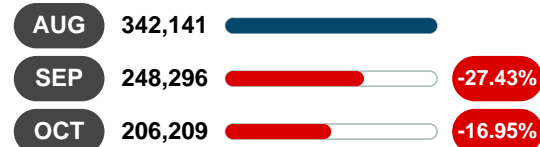


3 MONTHS

5 year OCT AVG = 185,192

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

Average List Price at Closing this month at **206,209**
above the 5 yr OCT average of **185,192**



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
\$100,000 and less	2	8.70%	61,500	61,500	0	0	0
\$100,001 - \$125,000	2	8.70%	119,000	119,000	119,000	0	0
\$125,001 - \$150,000	2	8.70%	146,000	0	154,000	0	0
\$150,001 - \$175,000	5	21.74%	166,400	174,300	186,750	0	0
\$175,001 - \$200,000	4	17.39%	189,700	199,000	200,633	0	0
\$200,001 - \$325,000	5	21.74%	228,000	0	245,000	0	0
\$325,001 and up	3	13.04%	453,000	0	345,000	669,000	0
Average List Price			206,209	137,700	207,327	669,000	0
Total Closed Units		100%	206,209	7	15	1	
Total Closed Volume			4,742,799	963.90K	3.11M	669.00K	0.00B

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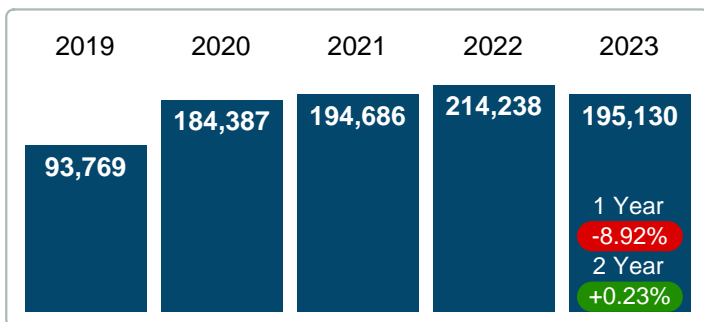
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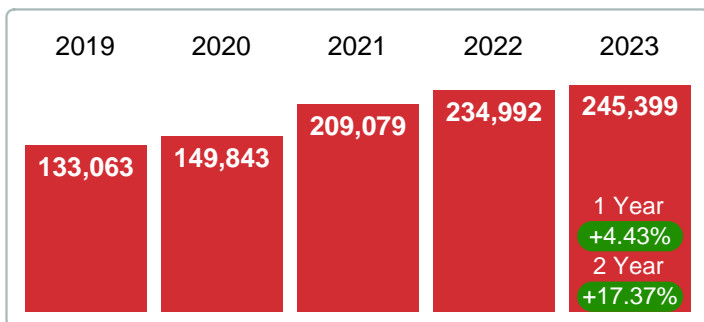
AVERAGE SOLD PRICE AT CLOSING

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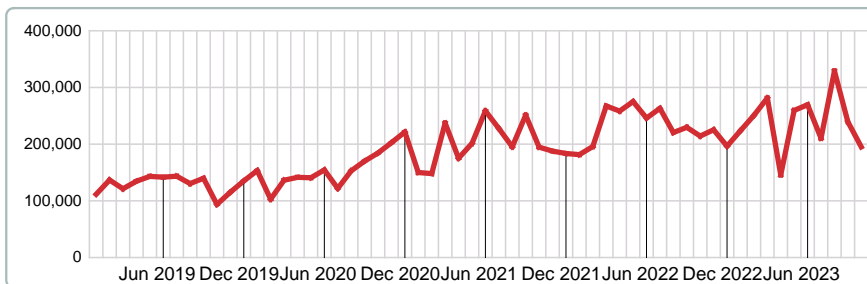
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

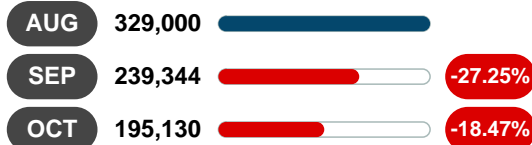


3 MONTHS

5 year OCT AVG = 176,442

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

Average Sold Price at Closing this month at 195,130 above the 5 yr OCT average of 176,442



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
\$100,000 and less	8.70%	57,000	57,000	0	0	0
\$100,001 - \$125,000	8.70%	112,500	119,000	106,000	0	0
\$125,001 - \$150,000	13.04%	144,000	0	144,000	0	0
\$150,001 - \$175,000	30.43%	163,714	163,333	164,000	0	0
\$175,001 - \$200,000	17.39%	192,000	190,000	192,667	0	0
\$200,001 - \$325,000	8.70%	242,000	0	242,000	0	0
\$325,001 and up	13.04%	439,667	0	335,000	649,000	0
Average Sold Price		195,130	130,429	195,067	649,000	0
Total Closed Units	100%	195,130	7	15	1	0
Total Closed Volume		4,488,000	913.00K	2.93M	649.00K	0.00B

October 2023



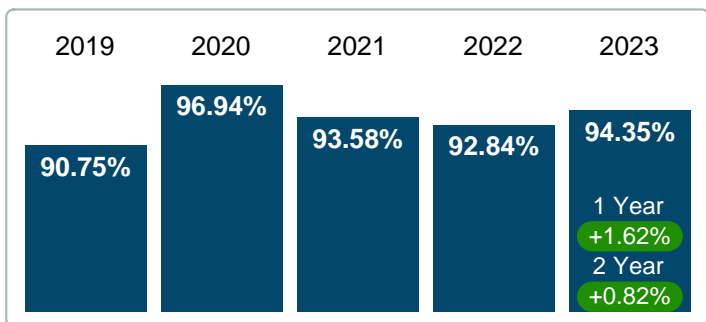
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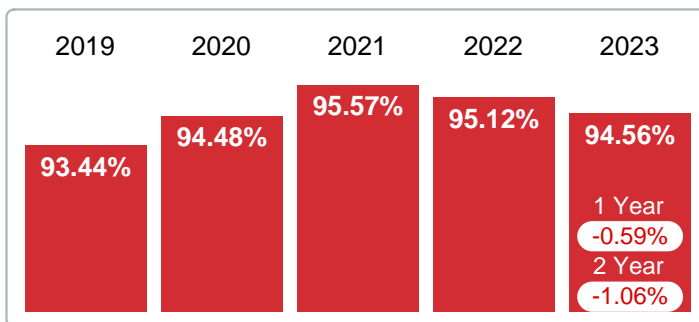
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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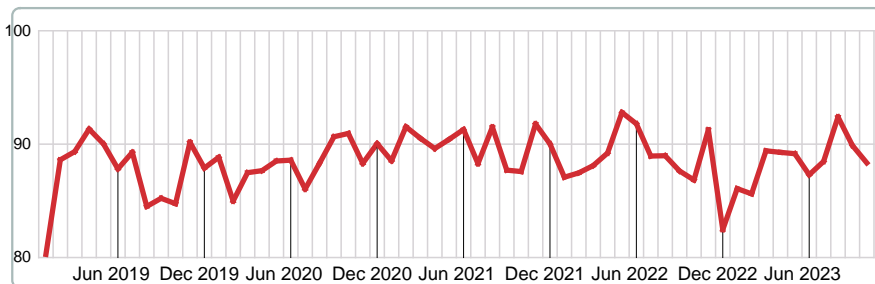
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

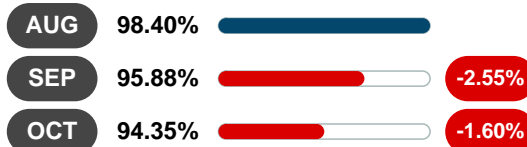


3 MONTHS

5 year OCT AVG = 93.69%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **94.35%**
equal to 5 yr OCT average of **93.69%**



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
\$100,000 and less	2	8.70%	93.34%	93.34%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	2	8.70%	94.54%	100.00%	89.08%	0.00%	0.00%
\$125,001 - \$150,000	3	13.04%	94.12%	0.00%	94.12%	0.00%	0.00%
\$150,001 - \$175,000	7	30.43%	91.12%	93.82%	89.09%	0.00%	0.00%
\$175,001 - \$200,000	4	17.39%	96.27%	95.48%	96.53%	0.00%	0.00%
\$200,001 - \$325,000	2	8.70%	98.80%	0.00%	98.80%	0.00%	0.00%
\$325,001 and up	3	13.04%	97.13%	0.00%	97.18%	97.01%	0.00%
Average Sold/List Ratio		94.30%		94.80%	93.96%	97.01%	0.00%
Total Closed Units		23	100%	7	15	1	
Total Closed Volume		4,488,000		913.00K	2.93M	649.00K	0.00B

October 2023



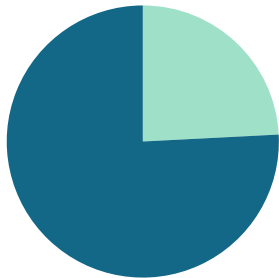
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

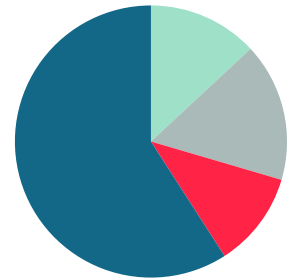


Inventory
 New Listings
37 = 24.18%
 Start Inventory
116
 Total Inventory Units
153
 Volume
\$54,726,694

Market Activity

Closed Sales
23 = 13.07%
 Pending Sales
29 = 16.48%
 Other Off Market
20 = 11.36%
 Active Inventory
104 = 59.09%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	20	23	15.00%	240	207	-13.75%
Pending Sales	29	29	0.00%	244	220	-9.84%
New Listings	30	37	23.33%	360	381	5.83%
Average List Price	229,160	206,209	-10.02%	244,512	258,300	5.64%
Average Sale Price	214,238	195,130	-8.92%	234,992	245,399	4.43%
Average Percent of Selling Price to List Price	92.84%	94.35%	1.62%	95.12%	94.56%	-0.59%
Average Days on Market to Sale	43.80	58.30	33.11%	47.83	50.01	4.56%
Monthly Inventory	106	104	-1.89%	106	104	-1.89%
Months Supply of Inventory	4.40	4.97	12.97%	4.40	4.97	12.97%

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

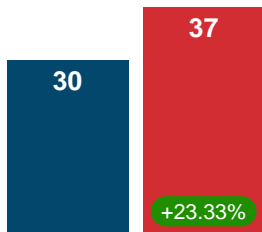
Inventory on October 31, 2023 = **104**

2022 **2023**

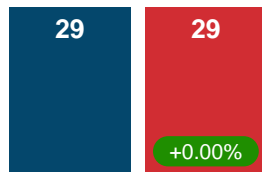
OCTOBER MARKET

AVERAGE PRICES

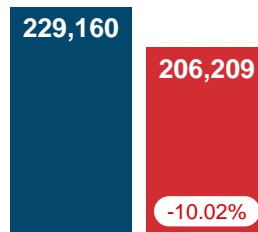
New Listings



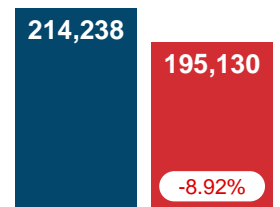
Pending Listings



List Price



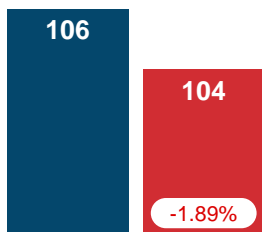
Sale Price



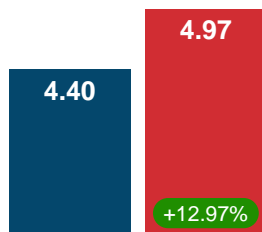
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

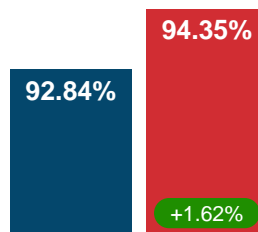
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

