

November 2023



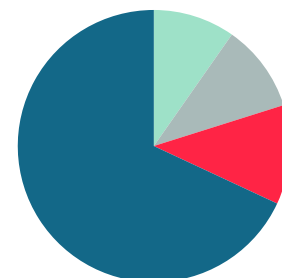
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	16	14	-12.50%
Pending Listings	21	15	-28.57%
New Listings	36	22	-38.89%
Average List Price	230,131	400,564	74.06%
Average Sale Price	225,297	402,700	78.74%
Average Percent of Selling Price to List Price	97.27%	98.61%	1.38%
Average Days on Market to Sale	53.94	44.07	-18.29%
End of Month Inventory	103	98	-4.85%
Months Supply of Inventory	4.40	4.72	7.37%



■ Closed (9.72%)
■ Pending (10.42%)
■ Other OffMarket (11.81%)
■ Active (68.06%)

Absorption: Last 12 months, an Average of **21** Sales/Month
Active Inventory as of November 30, 2023 = **98**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2023 decreased **4.85%** to 98 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 **4.72** 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 **78.74%** in November 2023 to \$402,700 versus the previous year at \$225,297.

Average Days on Market Shortens

The average number of **44.07** days that homes spent on the market before selling decreased by 9.87 days or **18.29%** in November 2023 compared to last year's same month at **53.94** DOM.

Sales Success for November 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 22 New Listings in November 2023, down **38.89%** from last year at 36. Furthermore, there were 14 Closed Listings this month versus last year at 16, a **-12.50%** decrease.

Closed versus Listed trends yielded a **63.6%** ratio, up from previous year's, November 2022, at **44.4%**, a **43.18%** upswing. This will certainly create pressure on a decreasing 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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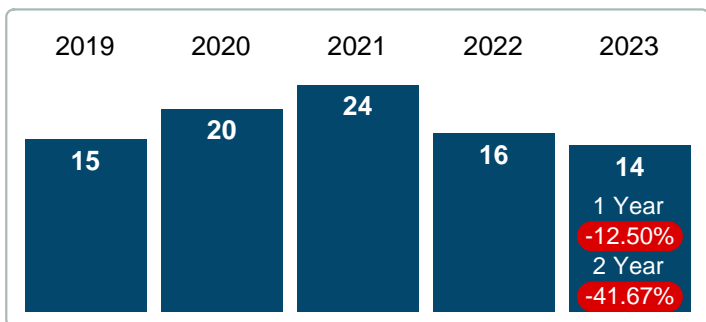
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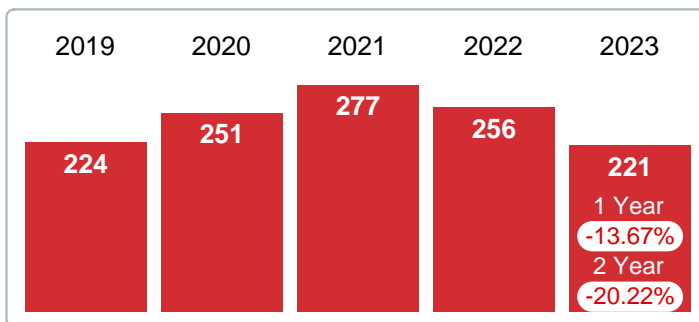
CLOSED LISTINGS

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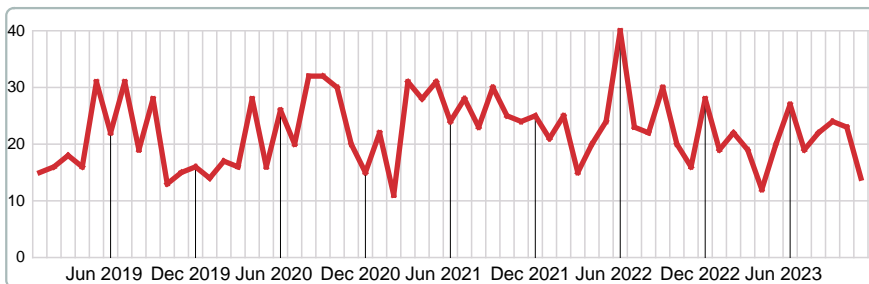
NOVEMBER



YEAR TO DATE (YTD)

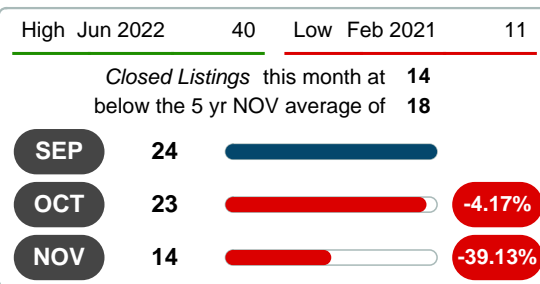


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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
\$150,000 and less	1	7.14%	1.0	1	0	0	0
\$150,001 - \$225,000	2	14.29%	42.5	1	1	0	0
\$225,001 - \$250,000	2	14.29%	43.0	1	1	0	0
\$250,001 - \$300,000	3	21.43%	36.3	1	2	0	0
\$300,001 - \$375,000	2	14.29%	71.5	1	0	1	0
\$375,001 - \$975,000	3	21.43%	61.7	1	0	2	0
\$975,001 and up	1	7.14%	8.0	0	0	1	0
Total Closed Units		14		6	4	4	0
Total Closed Volume		5,637,800	100%	1.48M	910.70K	3.24M	0.00B
Average Closed Price		\$402,700		\$247,183	\$227,675	\$811,000	\$0

November 2023



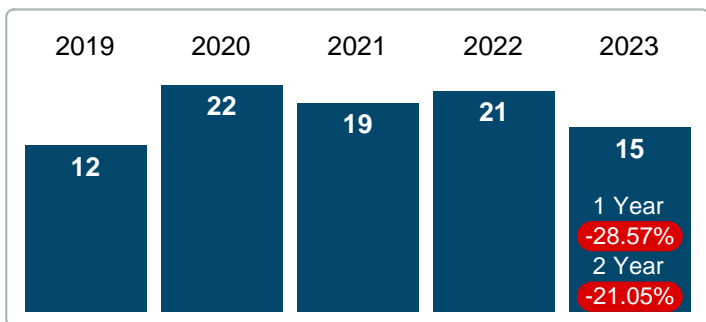
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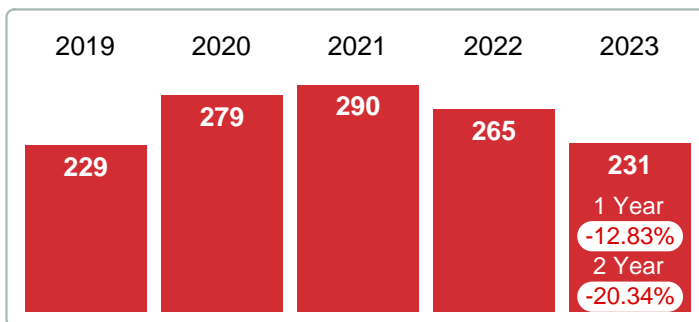
PENDING LISTINGS

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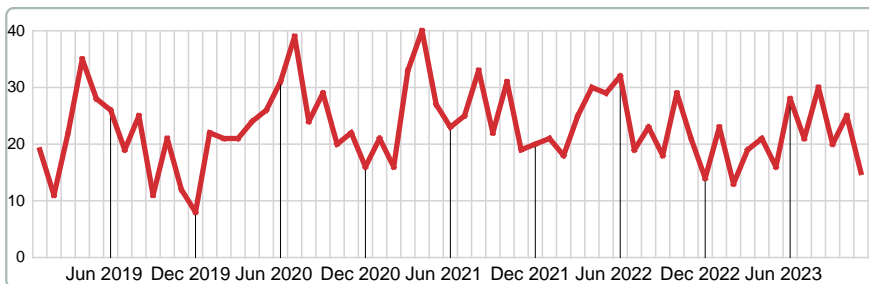
NOVEMBER



YEAR TO DATE (YTD)

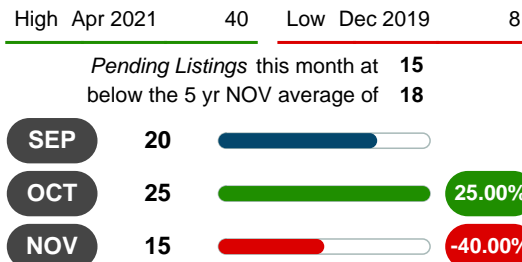


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 18



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	6.67%	22.0	0	1	0	0
\$125,001 - \$175,000	2	13.33%	15.5	2	0	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$250,000	5	33.33%	71.6	1	4	0	0
\$250,001 - \$350,000	4	26.67%	84.5	1	2	1	0
\$350,001 - \$525,000	1	6.67%	93.0	0	1	0	0
\$525,001 and up	2	13.33%	34.0	0	0	2	0
Total Pending Units	15			4	8	3	0
Total Pending Volume	4,086,999	100%	75.0	764.90K	1.81M	1.51M	0.00B
Average Listing Price	\$275,000			\$191,225	\$226,512	\$503,333	\$0

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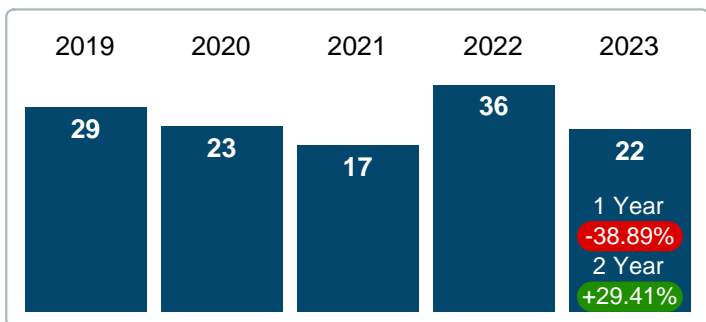
Area Delimited by County Of McIntosh - Residential Property Type



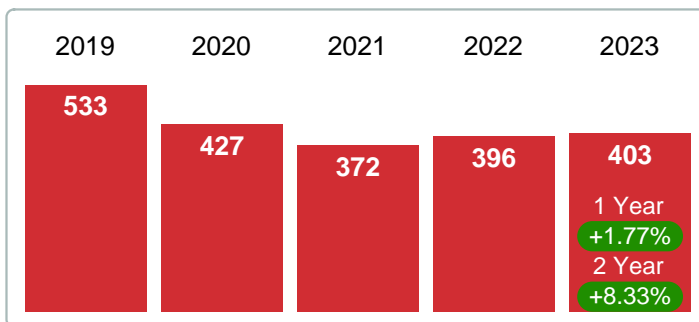
NEW LISTINGS

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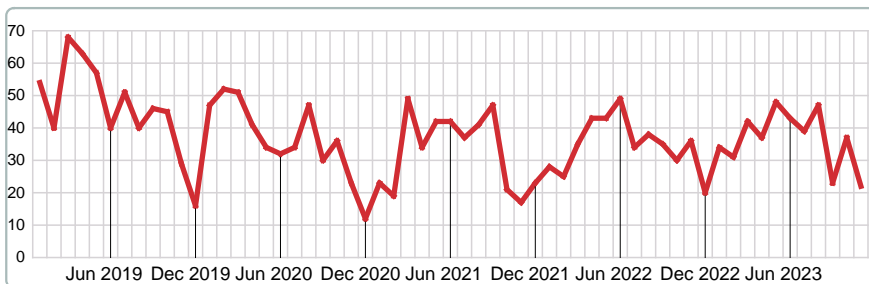
NOVEMBER



YEAR TO DATE (YTD)

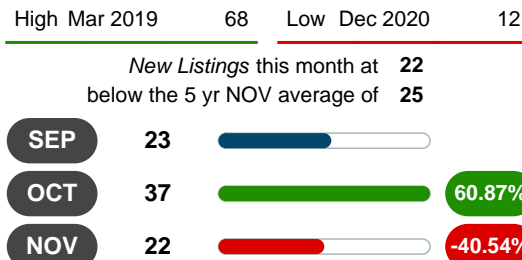


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 25



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$130,000 and less	4	18.18%	2	2	0	0
\$130,001 - \$150,000	1	4.55%	1	0	0	0
\$150,001 - \$190,000	2	9.09%	1	1	0	0
\$190,001 - \$330,000	6	27.27%	4	1	0	1
\$330,001 - \$450,000	5	22.73%	1	2	1	1
\$450,001 - \$660,000	2	9.09%	0	1	1	0
\$660,001 and up	2	9.09%	0	2	0	0
Total New Listed Units	22		9	9	2	2
Total New Listed Volume	7,040,400	100%	1.78M	3.58M	999.50K	684.00K
Average New Listed Listing Price	\$0		\$197,656	\$397,556	\$499,750	\$342,000

November 2023



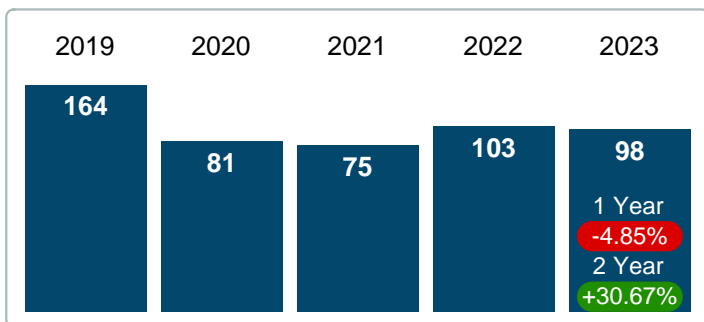
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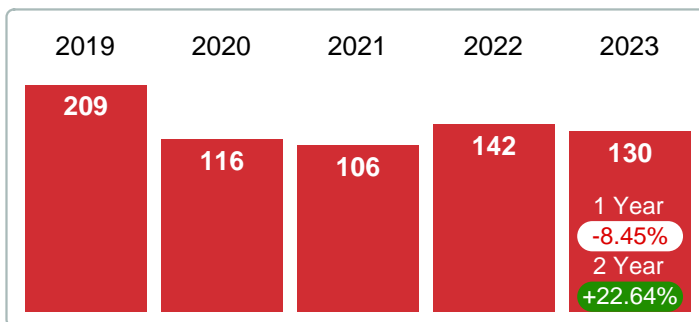
ACTIVE INVENTORY

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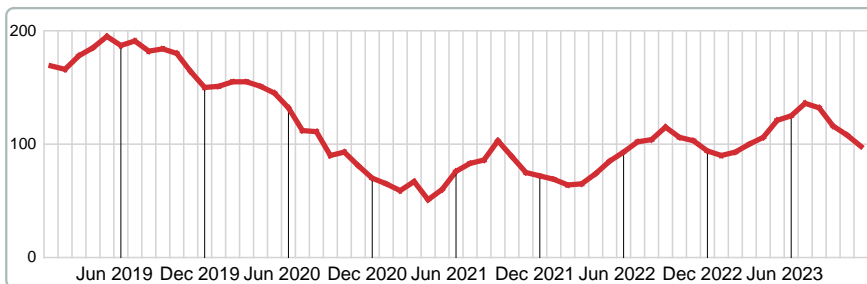
END OF NOVEMBER



ACTIVE DURING NOVEMBER

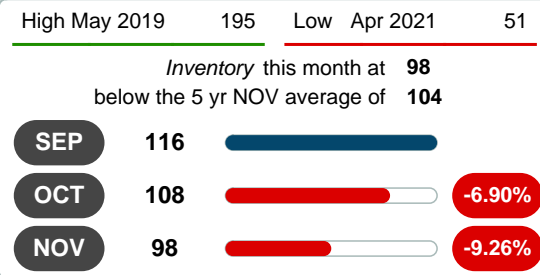


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 104



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	6	6.12%	99.5	2	4	0	0
\$100,001 - \$150,000	13	13.27%	71.8	5	8	0	0
\$150,001 - \$175,000	7	7.14%	71.4	3	3	1	0
\$175,001 - \$325,000	36	36.73%	95.4	12	18	5	1
\$325,001 - \$450,000	13	13.27%	76.8	1	7	4	1
\$450,001 - \$725,000	13	13.27%	66.8	1	7	5	0
\$725,001 and up	10	10.20%	141.4	0	4	5	1
Total Active Inventory by Units	98			24	51	20	3
Total Active Inventory by Volume	35,237,997	100%	89.2	4.66M	17.05M	11.87M	1.66M
Average Active Inventory Listing Price	\$359,571			\$194,163	\$334,382	\$593,280	\$553,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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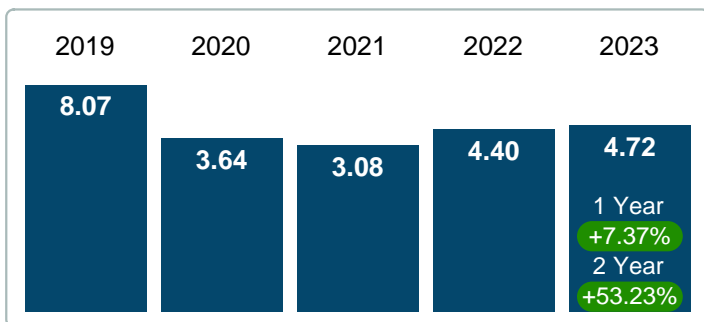
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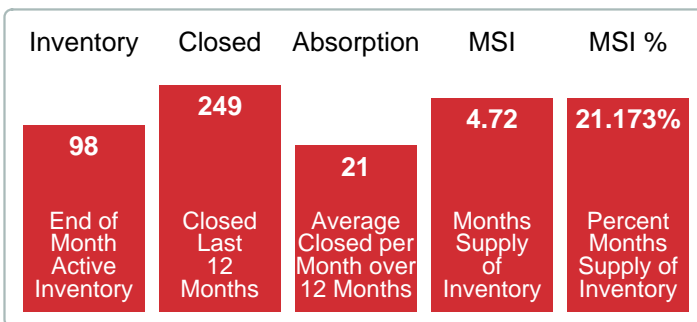
MONTHS SUPPLY of INVENTORY (MSI)

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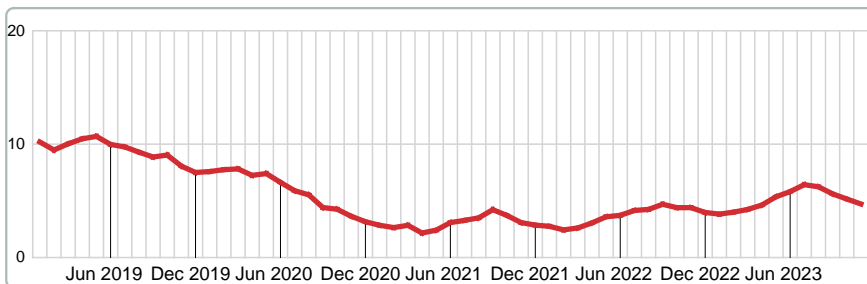
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.78

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at 4.72 below the 5 yr NOV average of 4.78



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	6	6.12%	1.50	0.80	2.82	0.00	0.00
\$100,001 - \$150,000	13	13.27%	4.88	4.62	5.65	0.00	0.00
\$150,001 - \$175,000	7	7.14%	3.23	2.57	3.00	0.00	0.00
\$175,001 - \$325,000	36	36.73%	4.75	8.00	3.79	4.62	4.00
\$325,001 - \$450,000	13	13.27%	6.24	3.00	7.64	6.86	4.00
\$450,001 - \$725,000	13	13.27%	7.80	12.00	7.00	12.00	0.00
\$725,001 and up	10	10.20%	17.14	0.00	16.00	20.00	12.00
Market Supply of Inventory (MSI)			4.72	3.60	4.74	7.74	4.00
Total Active Inventory by Units		100%	4.72	24	51	20	3

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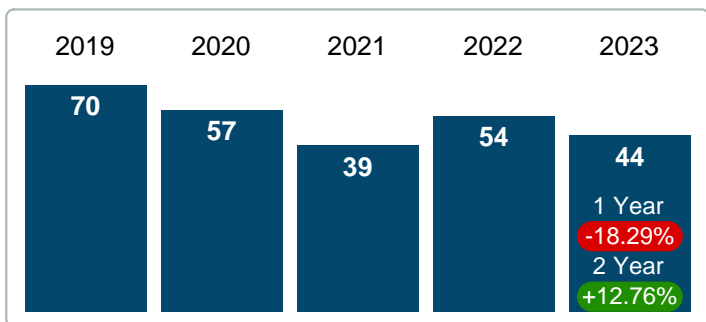
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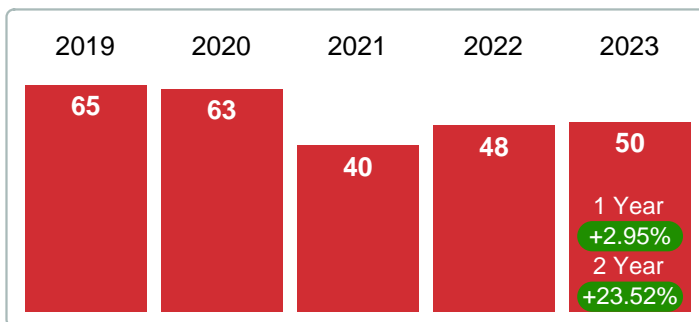
AVERAGE DAYS ON MARKET TO SALE

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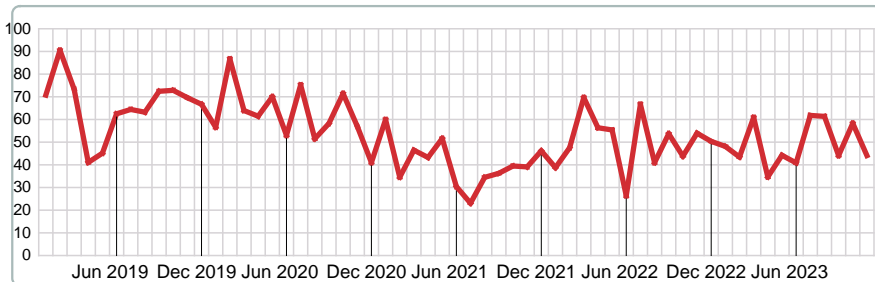
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 44 below the 5 yr NOV 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
\$150,000 and less	7.14%	1	1	0	0	0
\$150,001 - \$225,000	14.29%	43	13	72	0	0
\$225,001 - \$250,000	14.29%	43	75	11	0	0
\$250,001 - \$300,000	21.43%	36	23	43	0	0
\$300,001 - \$375,000	14.29%	72	3	0	140	0
\$375,001 - \$975,000	21.43%	62	32	0	77	0
\$975,001 and up	7.14%	8	0	0	8	0
Average Closed DOM		44	25	42	75	0
Total Closed Units	100%	44	6	4	4	
Total Closed Volume		5,637,800	1.48M	910.70K	3.24M	0.00B

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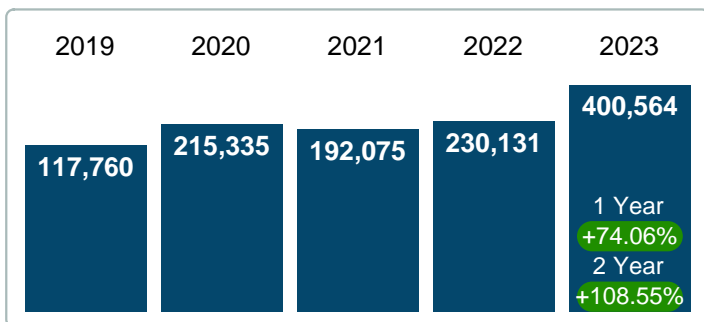
Area Delimited by County Of McIntosh - Residential Property Type



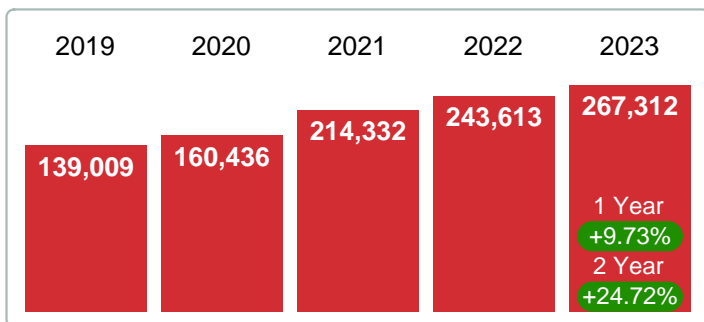
AVERAGE LIST PRICE AT CLOSING

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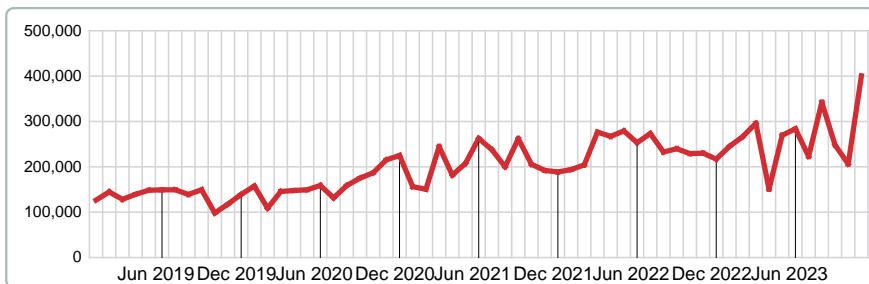
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

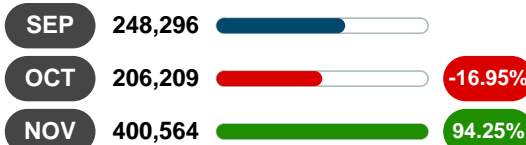


3 MONTHS

5 year NOV AVG = 231,173

High Nov 2023 400,564 Low Oct 2019 98,200

Average List Price at Closing this month at **400,564**
above the 5 yr NOV average of **231,173**



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
\$150,000 and less	7.14%	85,000	85,000	0	0	0
\$150,001 - \$225,000	14.29%	165,000	175,000	155,000	0	0
\$225,001 - \$250,000	7.14%	235,000	275,000	235,000	0	0
\$250,001 - \$300,000	35.71%	280,000	282,000	272,000	0	0
\$300,001 - \$375,000	7.14%	339,000	299,000	0	339,000	0
\$375,001 - \$975,000	14.29%	419,450	399,900	0	769,500	0
\$975,001 and up	14.29%	1,190,000	0	0	1,280,000	0
Average List Price		400,564	252,650	233,500	789,500	0
Total Closed Units	100%	400,564	6	4	4	0
Total Closed Volume		5,607,900	1.52M	934.00K	3.16M	0.00B

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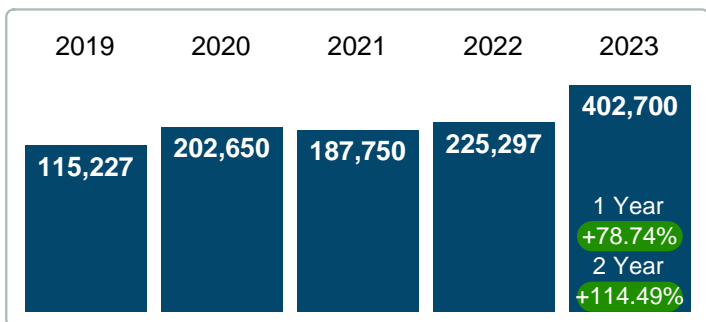
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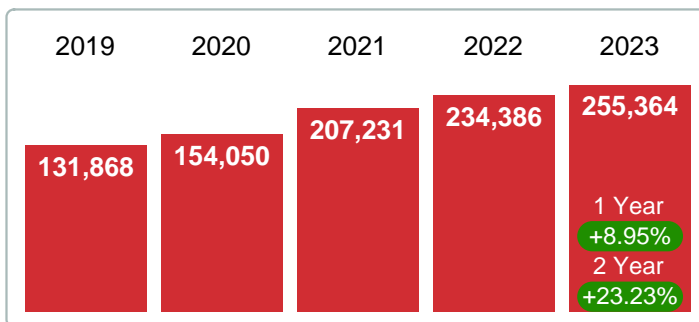
AVERAGE SOLD PRICE AT CLOSING

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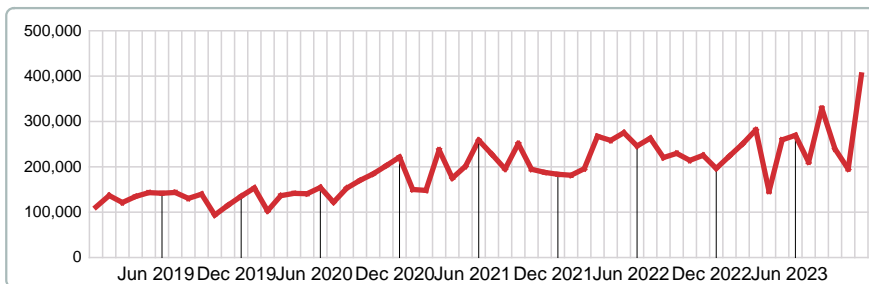
NOVEMBER



YEAR TO DATE (YTD)

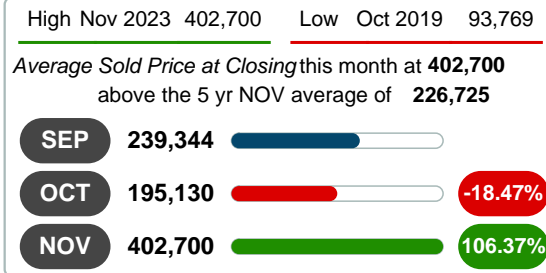


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 226,725



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
\$150,000 and less	7.14%	83,000	83,000	0	0	0
\$150,001 - \$225,000	14.29%	160,850	170,000	151,700	0	0
\$225,001 - \$250,000	14.29%	242,500	250,000	235,000	0	0
\$250,001 - \$300,000	21.43%	268,000	280,000	262,000	0	0
\$300,001 - \$375,000	14.29%	324,500	310,000	0	339,000	0
\$375,001 - \$975,000	21.43%	598,367	390,100	0	702,500	0
\$975,001 and up	7.14%	1,500,000	0	0	0	1,500,000
Average Sold Price		402,700	247,183	227,675	811,000	0
Total Closed Units		14	6	4	4	0
Total Closed Volume		5,637,800	1.48M	910.70K	3.24M	0.00B

November 2023



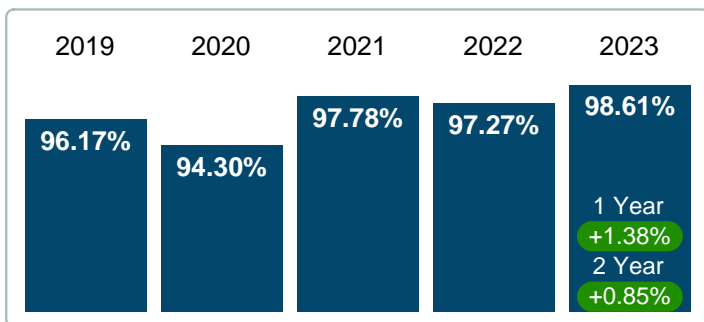
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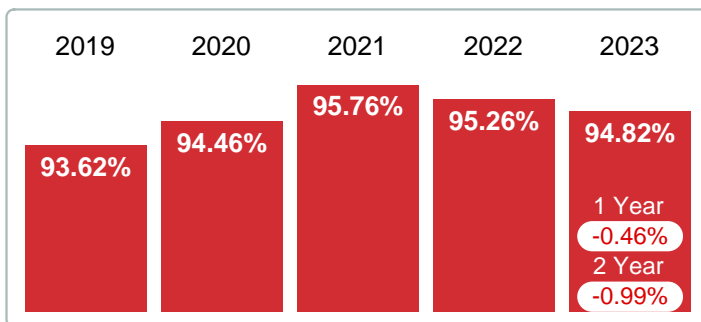
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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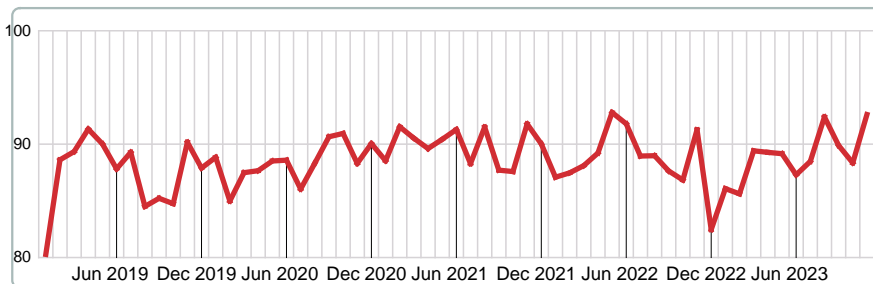
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

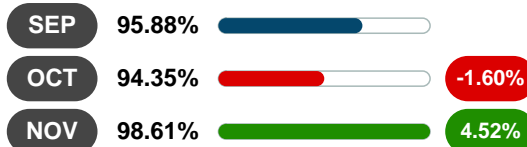


3 MONTHS

5 year NOV AVG = 96.83%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **98.61%** above the 5 yr NOV average of **96.83%**



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
\$150,000 and less	1	7.14%	97.65%	97.65%	0.00%	0.00%	0.00%
\$150,001 - \$225,000	2	14.29%	97.51%	97.14%	97.87%	0.00%	0.00%
\$225,001 - \$250,000	2	14.29%	95.45%	90.91%	100.00%	0.00%	0.00%
\$250,001 - \$300,000	3	21.43%	97.34%	99.29%	96.36%	0.00%	0.00%
\$300,001 - \$375,000	2	14.29%	101.84%	103.68%	0.00%	100.00%	0.00%
\$375,001 - \$975,000	3	21.43%	94.71%	97.55%	0.00%	93.29%	0.00%
\$975,001 and up	1	7.14%	117.19%	0.00%	0.00%	117.19%	0.00%
Average Sold/List Ratio		98.60%		97.70%	97.65%	100.94%	0.00%
Total Closed Units		14	100%	6	4	4	
Total Closed Volume		5,637,800		1.48M	910.70K	3.24M	0.00B

November 2023



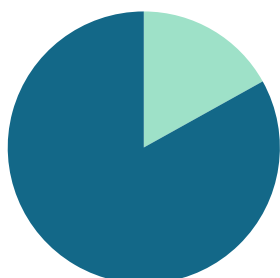
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

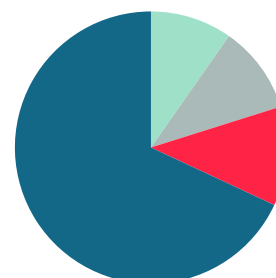


Inventory
 New Listings
22 = 16.92%
 Start Inventory
108
 Total Inventory Units
130
 Volume
\$44,988,496

Market Activity

Closed Sales
14 = 9.72%
 Pending Sales
15 = 10.42%
 Other Off Market
17 = 11.81%
 Active Inventory
98 = 68.06%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	16	14	-12.50%	256	221	-13.67%
Pending Sales	21	15	-28.57%	265	231	-12.83%
New Listings	36	22	-38.89%	396	403	1.77%
Average List Price	230,131	400,564	74.06%	243,613	267,312	9.73%
Average Sale Price	225,297	402,700	78.74%	234,386	255,364	8.95%
Average Percent of Selling Price to List Price	97.27%	98.61%	1.38%	95.26%	94.82%	-0.46%
Average Days on Market to Sale	53.94	44.07	-18.29%	48.21	49.64	2.95%
Monthly Inventory	103	98	-4.85%	103	98	-4.85%
Months Supply of Inventory	4.40	4.72	7.37%	4.40	4.72	7.37%

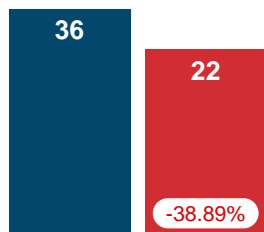
Absorption: Last 12 months, an Average of **21** Sales/Month

Inventory on November 30, 2023 = **98** 2022 2023

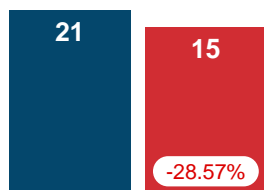
NOVEMBER MARKET

AVERAGE PRICES

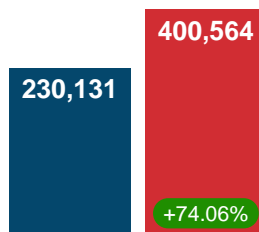
New Listings



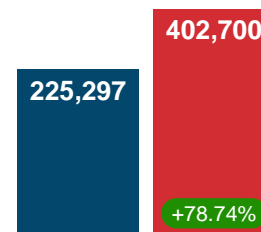
Pending Listings



List Price



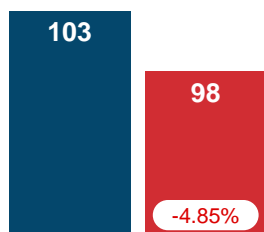
Sale Price



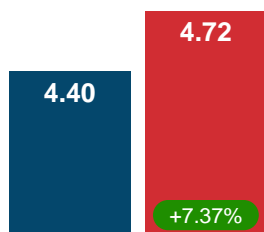
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

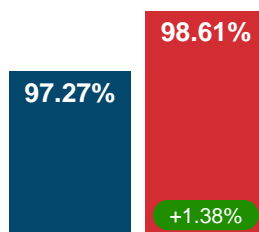
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

