

December 2023



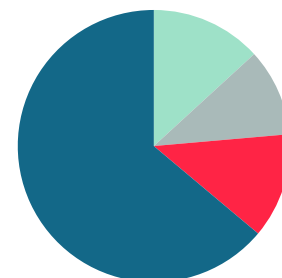
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	28	19	-32.14%
Pending Listings	14	15	7.14%
New Listings	20	23	15.00%
Average List Price	217,007	282,505	30.18%
Average Sale Price	196,450	264,539	34.66%
Average Percent of Selling Price to List Price	88.47%	92.00%	3.99%
Average Days on Market to Sale	50.36	53.84	6.92%
End of Month Inventory	94	92	-2.13%
Months Supply of Inventory	3.97	4.60	15.82%



■ Closed (13.19%)
■ Pending (10.42%)
■ Other OffMarket (12.50%)
■ Active (63.89%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of December 31, 2023 = **92**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2023 decreased **2.13%** to 92 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **4.60** 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 **34.66%** in December 2023 to \$264,539 versus the previous year at \$196,450.

Average Days on Market Lengthens

The average number of **53.84** days that homes spent on the market before selling increased by 3.49 days or **6.92%** in December 2023 compared to last year's same month at **50.36** DOM.

Sales Success for December 2023 is Positive

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

There were 23 New Listings in December 2023, up **15.00%** from last year at 20. Furthermore, there were 19 Closed Listings this month versus last year at 28, a **-32.14%** decrease.

Closed versus Listed trends yielded a **82.6%** ratio, down from previous year's, December 2022, at **140.0%**, a **40.99%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

December 2023



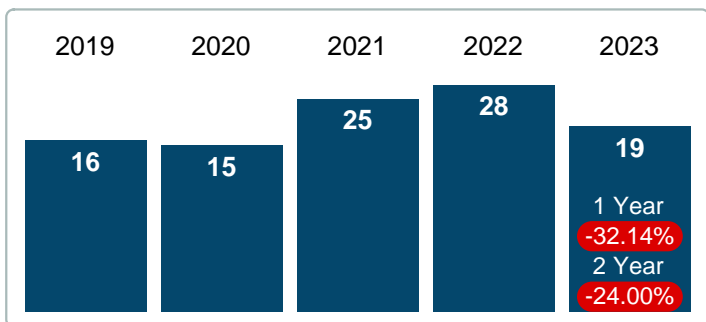
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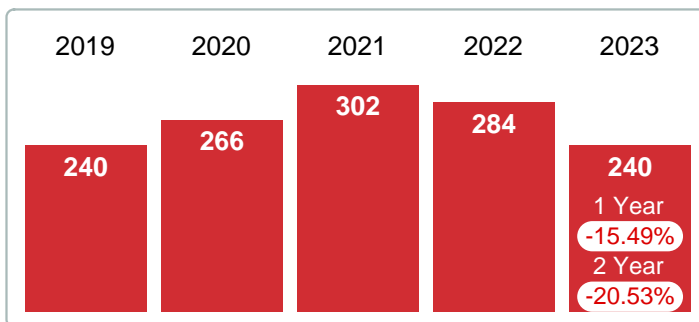
CLOSED LISTINGS

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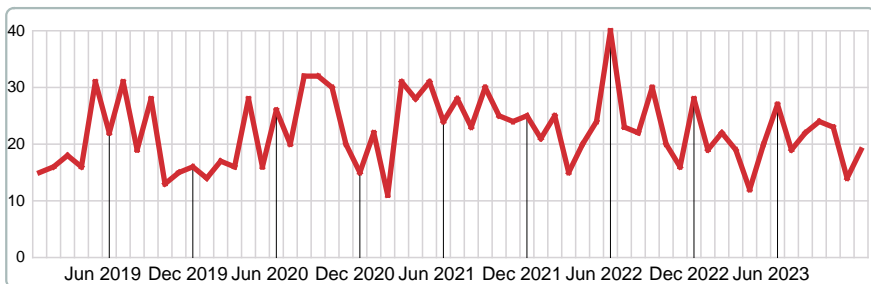
DECEMBER



YEAR TO DATE (YTD)

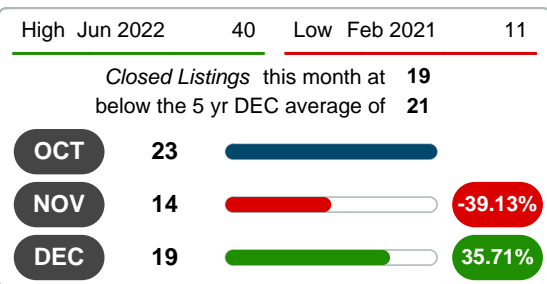


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 21



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%	1.0	1	0	0	0
\$75,001 - \$150,000	3	15.79%	35.7	2	1	0	0
\$150,001 - \$175,000	1	5.26%	132.0	1	0	0	0
\$175,001 - \$225,000	6	31.58%	60.7	2	3	0	1
\$225,001 - \$275,000	3	15.79%	57.7	0	3	0	0
\$275,001 - \$575,000	3	15.79%	33.3	0	0	3	0
\$575,001 and up	2	10.53%	73.0	0	0	1	1
Total Closed Units	19			6	7	4	2
Total Closed Volume	5,026,250	100%	53.8	830.00K	1.37M	1.93M	895.00K
Average Closed Price	\$264,539			\$138,333	\$195,393	\$483,375	\$447,500

December 2023



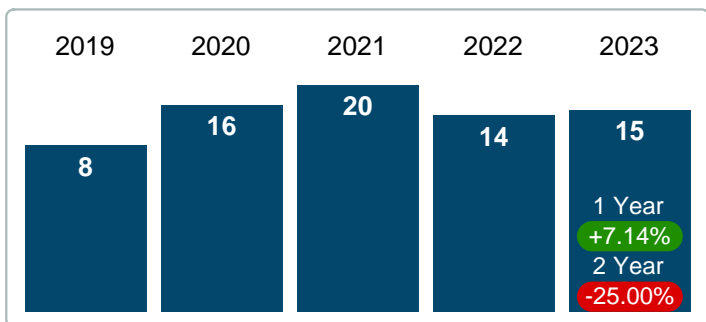
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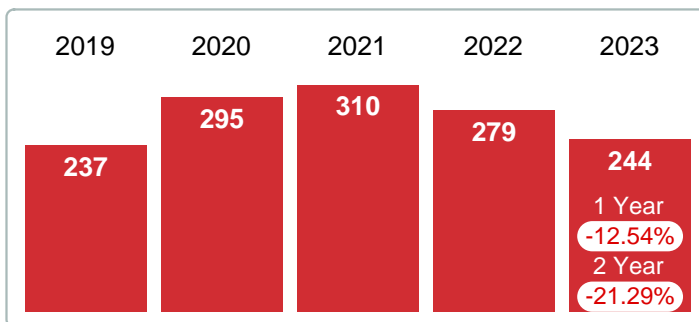
PENDING LISTINGS

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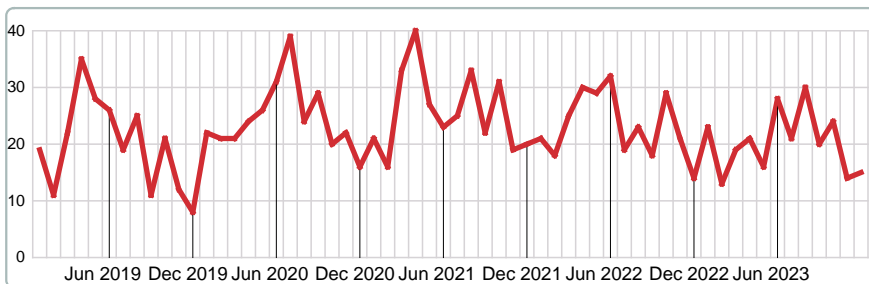
DECEMBER



YEAR TO DATE (YTD)

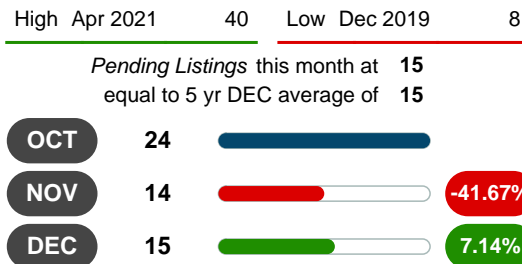


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 15



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	1	6.67%	10.0	1	0	0	0
\$150,001 - \$200,000	3	20.00%	24.0	1	1	1	0
\$200,001 - \$250,000	1	6.67%	102.0	1	0	0	0
\$250,001 - \$450,000	5	33.33%	58.6	0	1	3	1
\$450,001 - \$590,000	1	6.67%	87.0	1	0	0	0
\$590,001 - \$730,000	2	13.33%	71.5	0	0	1	1
\$730,001 and up	2	13.33%	18.5	0	2	0	0
Total Pending Units	15			4	4	5	2
Total Pending Volume	6,538,299	100%	0.0	1.03M	2.54M	1.92M	1.05M
Average Listing Price	\$0			\$256,375	\$634,975	\$384,780	\$524,500

December 2023



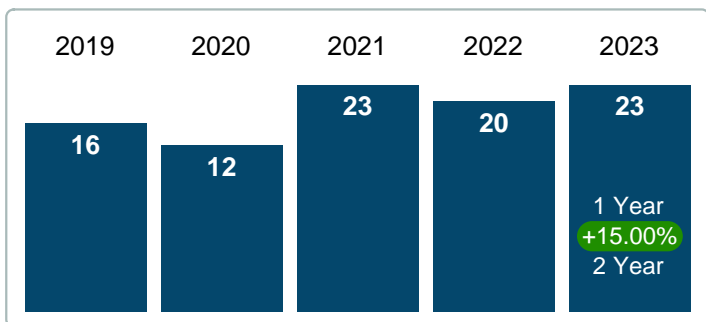
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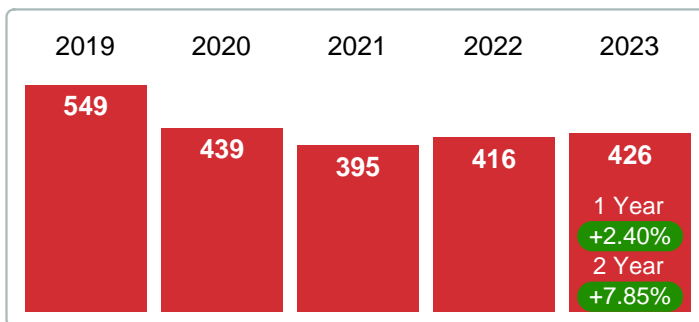
NEW LISTINGS

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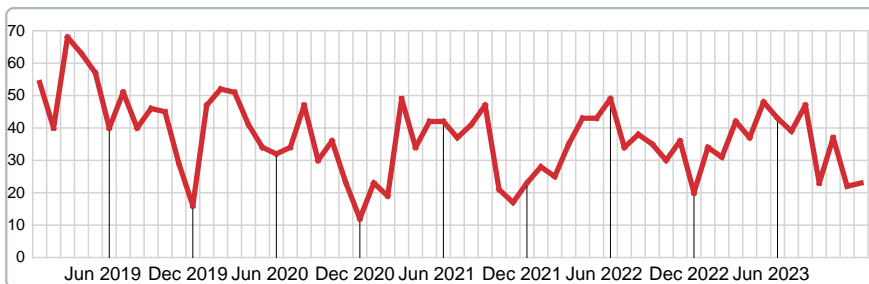
DECEMBER



YEAR TO DATE (YTD)

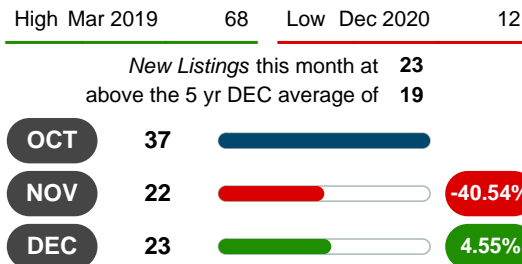


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 19



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	2	8.70%	2	0	0	0
\$130,001 - \$150,000	3	13.04%	1	2	0	0
\$150,001 - \$230,000	3	13.04%	1	1	1	0
\$230,001 - \$450,000	6	26.09%	0	4	2	0
\$450,001 - \$540,000	3	13.04%	0	3	0	0
\$540,001 - \$720,000	3	13.04%	0	0	1	2
\$720,001 and up	3	13.04%	0	1	1	1
Total New Listed Units	23		4	11	5	3
Total New Listed Volume	8,856,600	100%	465.50K	4.12M	2.34M	1.92M
Average New Listed Listing Price	\$0		\$116,375	\$374,745	\$468,800	\$641,633

December 2023



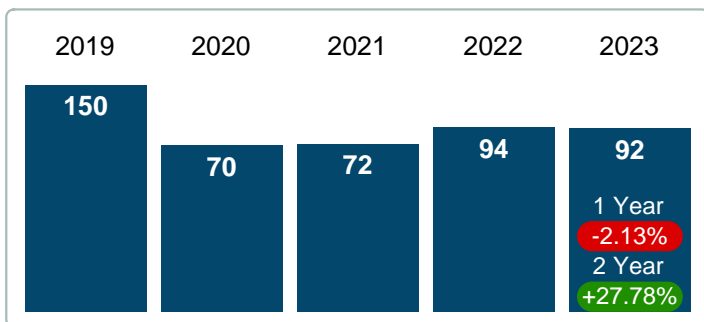
Area Delimited by County Of McIntosh - Residential Property Type



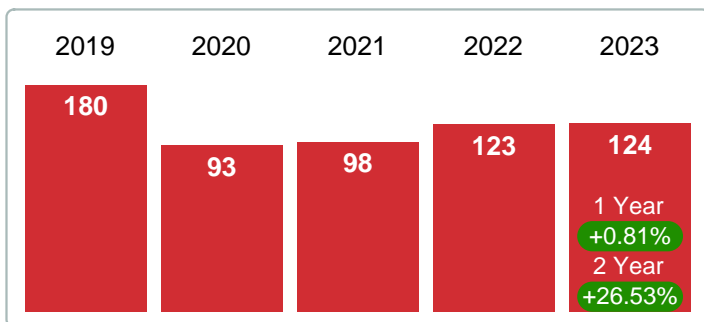
ACTIVE INVENTORY

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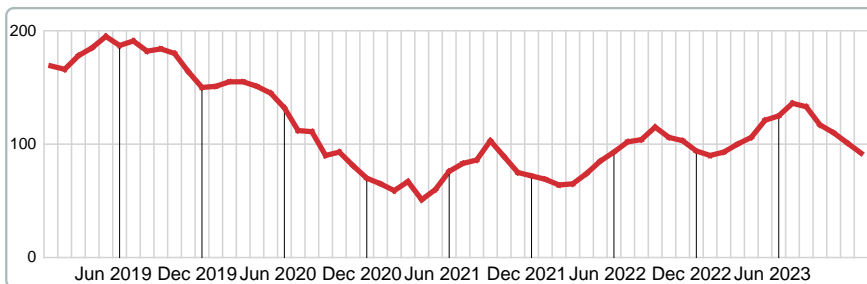
END OF DECEMBER



ACTIVE DURING DECEMBER

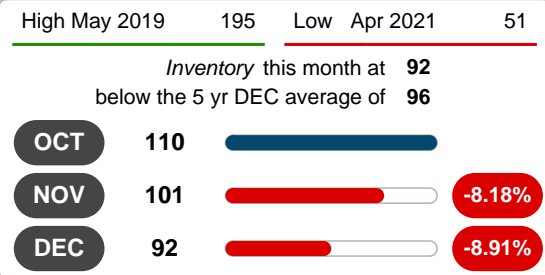


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 96



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	8	8.70%	119.6	3	4	1	0
\$100,001 - \$150,000	13	14.13%	63.8	5	8	0	0
\$150,001 - \$175,000	7	7.61%	98.0	5	1	1	0
\$175,001 - \$325,000	29	31.52%	104.8	8	18	3	0
\$325,001 - \$475,000	11	11.96%	96.5	1	5	5	0
\$475,001 - \$725,000	14	15.22%	61.9	0	9	3	2
\$725,001 and up	10	10.87%	161.1	0	3	6	1
Total Active Inventory by Units	92			22	48	19	3
Total Active Inventory by Volume	33,537,898	100%	98.4	3.67M	16.04M	11.58M	2.25M
Average Active Inventory Listing Price	\$364,542			\$167,041	\$334,112	\$609,247	\$749,967

December 2023



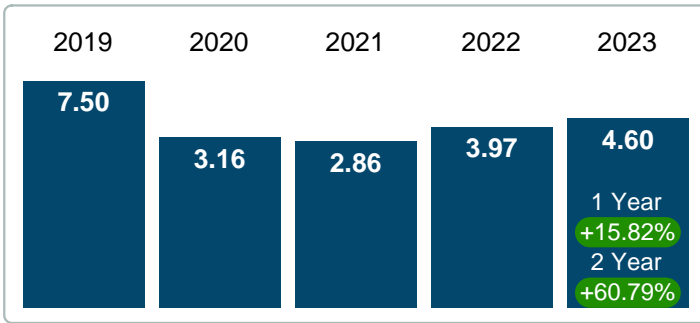
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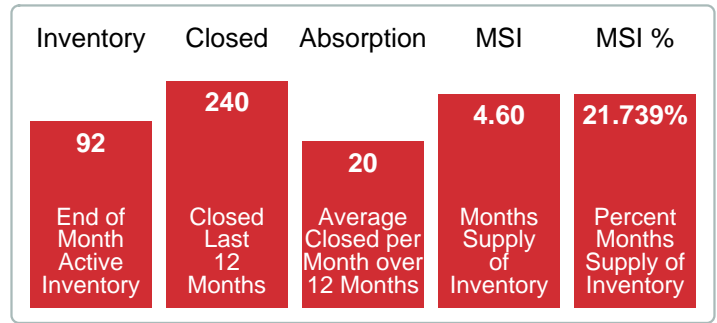
MONTHS SUPPLY of INVENTORY (MSI)

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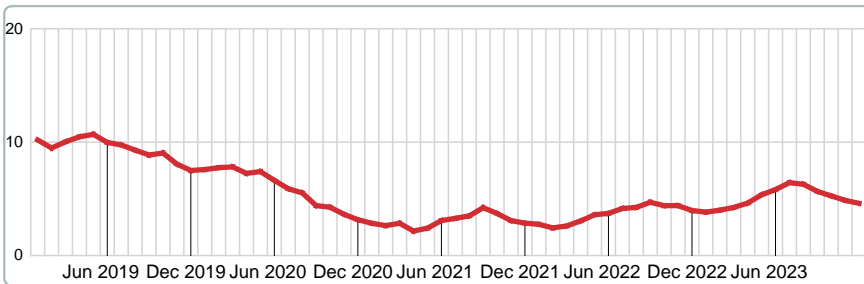
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

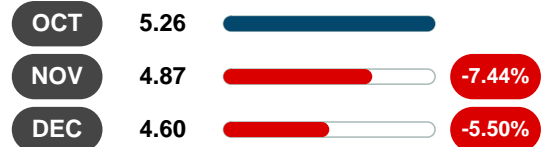


3 MONTHS

5 year DEC AVG = 4.42

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at **4.60**
above the 5 yr DEC average of **4.42**



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	8	8.70%	2.23	1.38	3.00	12.00	0.00
\$100,001 - \$150,000	13	14.13%	5.20	5.00	6.00	0.00	0.00
\$150,001 - \$175,000	7	7.61%	3.36	4.29	1.09	0.00	0.00
\$175,001 - \$325,000	29	31.52%	3.91	6.00	3.66	3.27	0.00
\$325,001 - \$475,000	11	11.96%	5.28	3.00	5.45	7.50	0.00
\$475,001 - \$725,000	14	15.22%	8.00	0.00	9.82	6.00	8.00
\$725,001 and up	10	10.87%	17.14	0.00	12.00	24.00	12.00
Market Supply of Inventory (MSI)			4.60	3.62	4.54	7.35	4.00
Total Active Inventory by Units		100%	4.60	22	48	19	3

December 2023



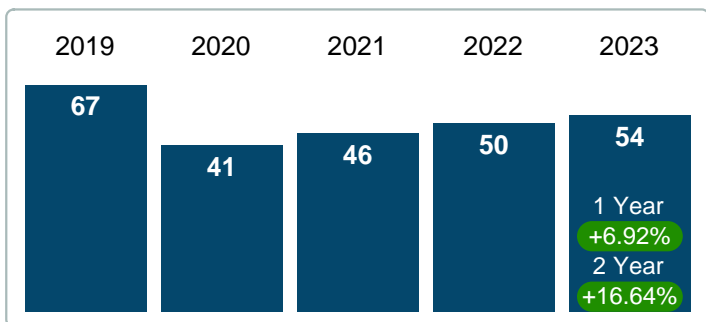
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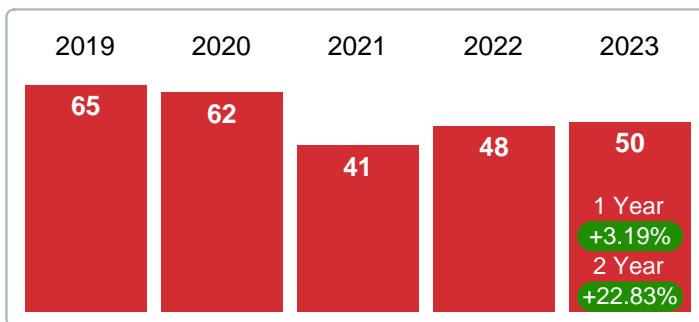
AVERAGE DAYS ON MARKET TO SALE

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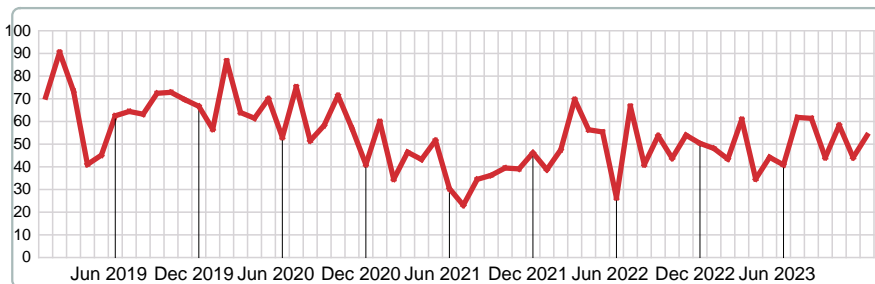
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 54 above the 5 yr DEC average of 52



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 1	5.26%	1	1	0	0	0
\$75,001 - \$150,000 3	15.79%	36	34	39	0	0
\$150,001 - \$175,000 1	5.26%	132	132	0	0	0
\$175,001 - \$225,000 6	31.58%	61	84	39	0	80
\$225,001 - \$275,000 3	15.79%	58	0	58	0	0
\$275,001 - \$575,000 3	15.79%	33	0	0	33	0
\$575,001 and up 2	10.53%	73	0	0	62	84
Average Closed DOM		54	61	47	41	82
Total Closed Units	100%	54	6	7	4	2
Total Closed Volume		5,026,250	830.00K	1.37M	1.93M	895.00K

December 2023



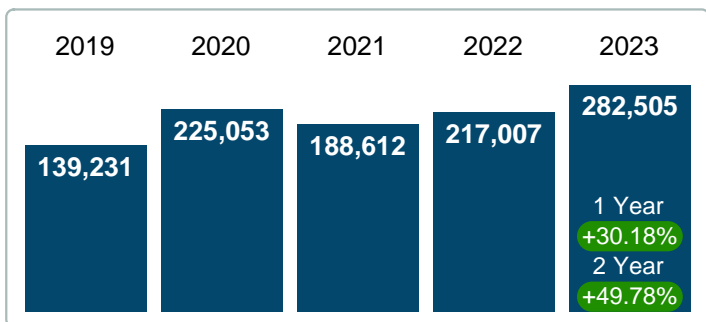
Area Delimited by County Of McIntosh - Residential Property Type



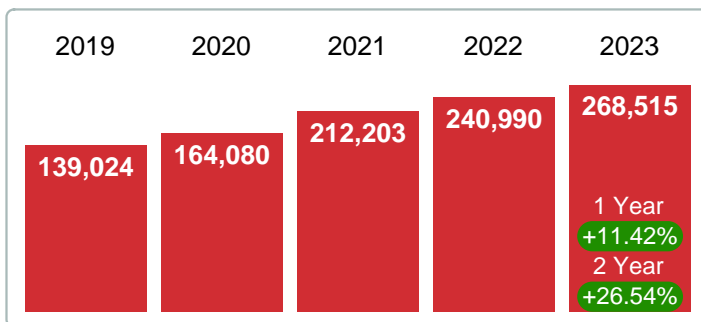
AVERAGE LIST PRICE AT CLOSING

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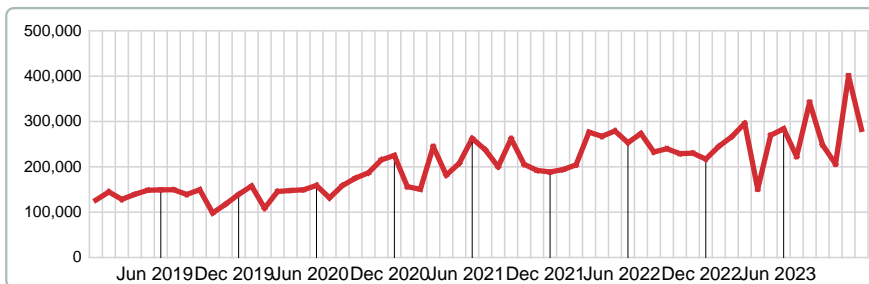
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

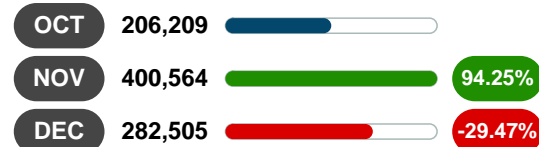


3 MONTHS

5 year DEC AVG = 210,482

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

Average List Price at Closing this month at **282,505** above the 5 yr DEC average of **210,482**



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%	25,000	25,000	0	0	0
\$75,001 - \$150,000	10.53%	130,000	160,000	130,000	0	0
\$150,001 - \$175,000	5.26%	169,900	169,900	0	0	0
\$175,001 - \$225,000	31.58%	194,133	202,450	189,967	0	240,000
\$225,001 - \$275,000	21.05%	247,225	0	249,633	0	0
\$275,001 - \$575,000	15.79%	461,333	0	0	461,333	0
\$575,001 and up	10.53%	687,500	0	0	625,000	750,000
Average List Price		282,505	153,300	206,971	502,250	495,000
Total Closed Units	100%	282,505	6	7	4	2
Total Closed Volume		5,367,599	919.80K	1.45M	2.01M	990.00K

December 2023



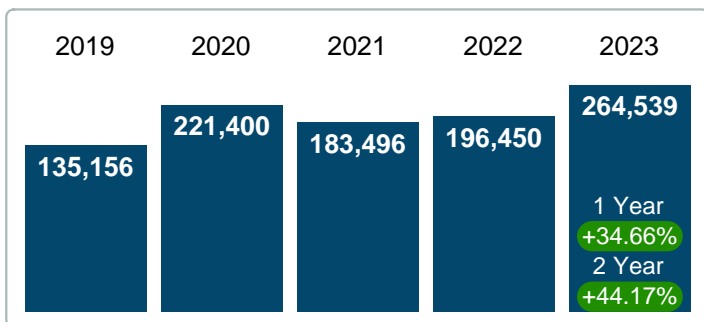
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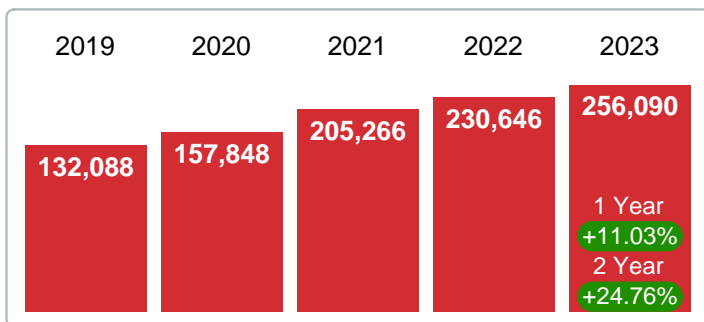
AVERAGE SOLD PRICE AT CLOSING

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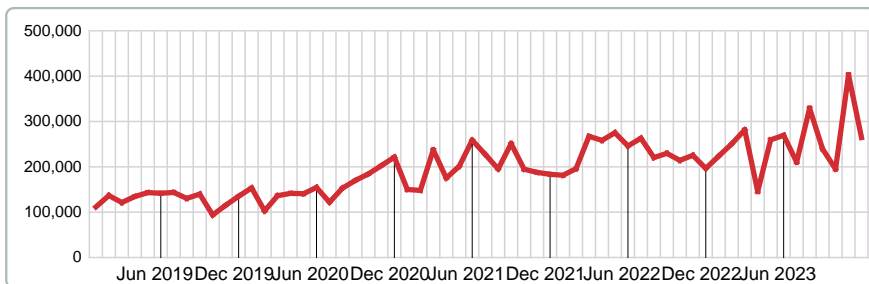
DECEMBER



YEAR TO DATE (YTD)

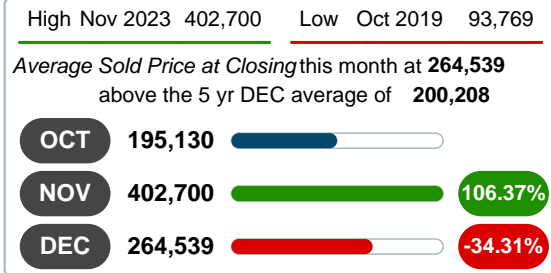


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 200,208



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%	20,000	20,000	0	0	0
\$75,001 - \$150,000	15.79%	110,983	125,000	82,950	0	0
\$150,001 - \$175,000	5.26%	160,000	160,000	0	0	0
\$175,001 - \$225,000	31.58%	197,483	200,000	188,300	0	220,000
\$225,001 - \$275,000	15.79%	239,967	0	239,967	0	0
\$275,001 - \$575,000	15.79%	446,167	0	0	446,167	0
\$575,001 and up	10.53%	635,000	0	0	595,000	675,000
Average Sold Price		264,539	138,333	195,393	483,375	447,500
Total Closed Units	100%	264,539	6	7	4	2
Total Closed Volume		5,026,250	830.00K	1.37M	1.93M	895.00K

December 2023



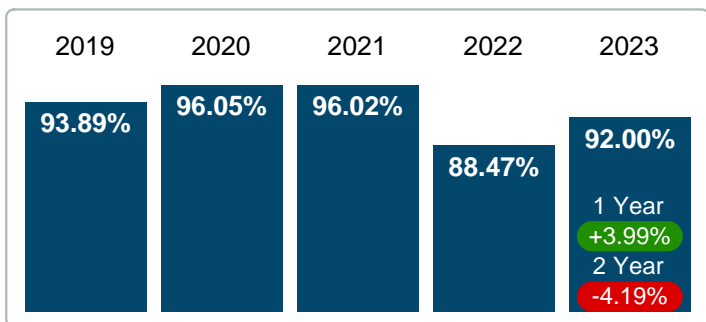
Area Delimited by County Of McIntosh - Residential Property Type



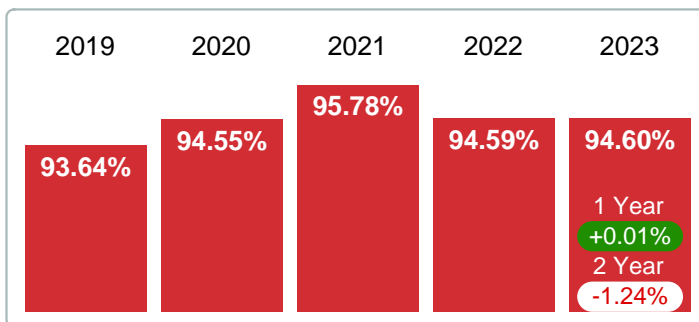
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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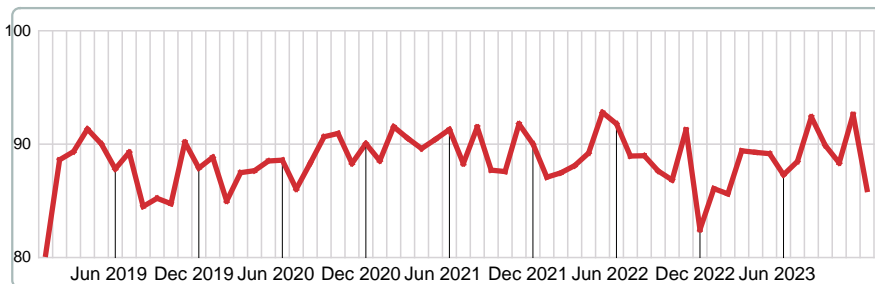
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

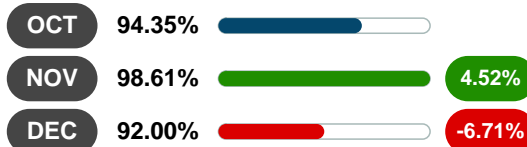


3 MONTHS

5 year DEC AVG = 93.29%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **92.00%**
below the 5 yr DEC average of **93.29%**



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%	80.00%	80.00%	0.00%	0.00%	0.00%	
\$75,001 - \$150,000	3	15.79%	75.66%	81.58%	63.81%	0.00%	0.00%	
\$150,001 - \$175,000	1	5.26%	94.17%	94.17%	0.00%	0.00%	0.00%	
\$175,001 - \$225,000	6	31.58%	97.82%	98.84%	99.19%	0.00%	91.67%	
\$225,001 - \$275,000	3	15.79%	96.07%	0.00%	96.07%	0.00%	0.00%	
\$275,001 - \$575,000	3	15.79%	95.50%	0.00%	0.00%	95.50%	0.00%	
\$575,001 and up	2	10.53%	92.60%	0.00%	0.00%	95.20%	90.00%	
Average Sold/List Ratio		92.00%		89.17%	92.80%	95.43%	90.83%	
Total Closed Units		19	100%	92.00%	6	7	4	2
Total Closed Volume		5,026,250			830.00K	1.37M	1.93M	895.00K

December 2023



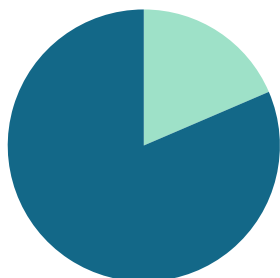
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

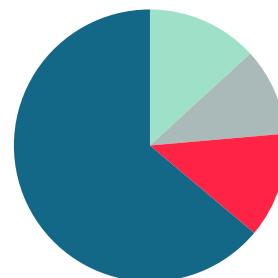


Inventory
 New Listings
23 = 18.55%
 Start Inventory
101
 Total Inventory Units
124
 Volume
\$44,366,696

Market Activity

Closed Sales
19 = 13.19%
 Pending Sales
15 = 10.42%
 Other Off Market
18 = 12.50%
 Active Inventory
92 = 63.89%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	28	19	-32.14%	284	240	-15.49%
Pending Sales	14	15	7.14%	279	244	-12.54%
New Listings	20	23	15.00%	416	426	2.40%
Average List Price	217,007	282,505	30.18%	240,990	268,515	11.42%
Average Sale Price	196,450	264,539	34.66%	230,646	256,090	11.03%
Average Percent of Selling Price to List Price	88.47%	92.00%	3.99%	94.59%	94.60%	0.01%
Average Days on Market to Sale	50.36	53.84	6.92%	48.43	49.97	3.19%
Monthly Inventory	94	92	-2.13%	94	92	-2.13%
Months Supply of Inventory	3.97	4.60	15.82%	3.97	4.60	15.82%

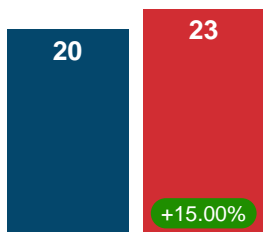
Absorption: Last 12 months, an Average of **20** Sales/Month

Inventory on December 31, 2023 = **92** 2022 2023

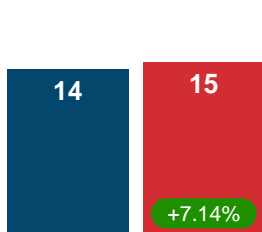
DECEMBER MARKET

AVERAGE PRICES

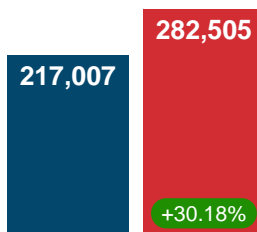
New Listings



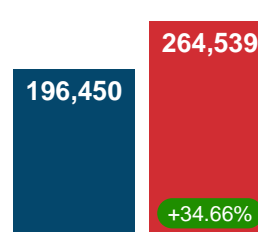
Pending Listings



List Price



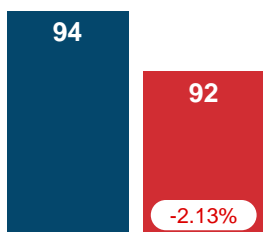
Sale Price



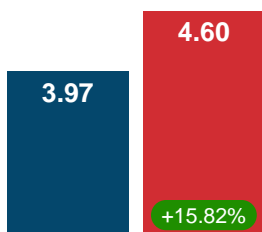
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

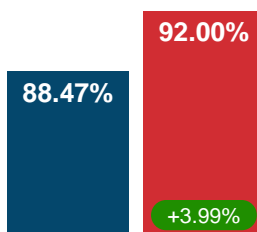
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

