

January 2024



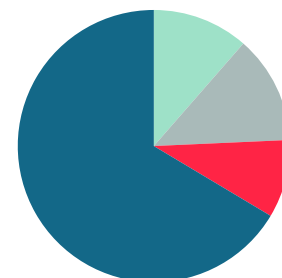
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	19	16	-15.79%
Pending Listings	23	18	-21.74%
New Listings	34	30	-11.76%
Average List Price	244,963	297,494	21.44%
Average Sale Price	223,753	279,678	24.99%
Average Percent of Selling Price to List Price	92.08%	92.38%	0.33%
Average Days on Market to Sale	48.11	73.56	52.92%
End of Month Inventory	90	93	3.33%
Months Supply of Inventory	3.83	4.71	22.95%



■ Closed (11.43%)
■ Pending (12.86%)
■ Other OffMarket (9.29%)
■ Active (66.43%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of January 31, 2024 = **93**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **3.33%** to 93 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 **4.71** 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 **24.99%** in January 2024 to \$279,678 versus the previous year at \$223,753.

Average Days on Market Lengthens

The average number of **73.56** days that homes spent on the market before selling increased by 25.46 days or **52.92%** in January 2024 compared to last year's same month at **48.11** DOM.

Sales Success for January 2024 is Positive

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

There were 30 New Listings in January 2024, down **11.76%** from last year at 34. Furthermore, there were 16 Closed Listings this month versus last year at 19, a **-15.79%** decrease.

Closed versus Listed trends yielded a **53.3%** ratio, down from previous year's, January 2023, at **55.9%**, a **4.56%** downswing. 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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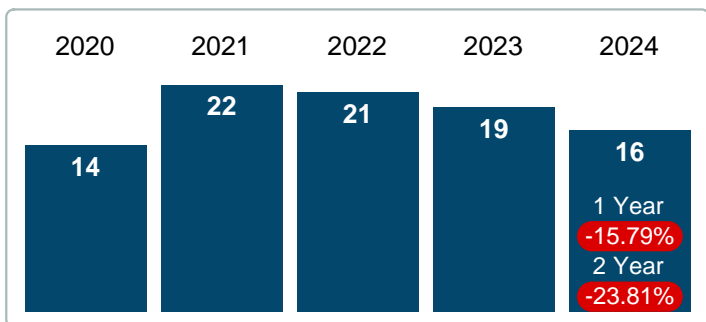
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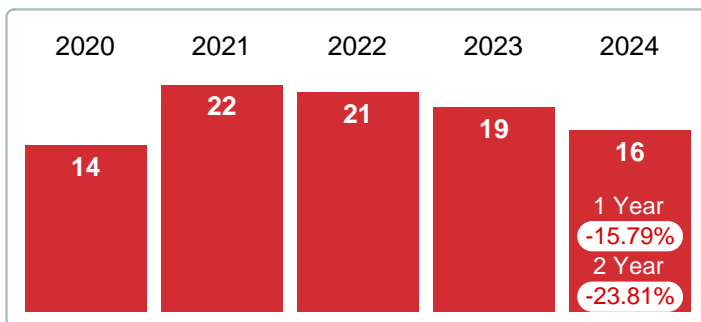
CLOSED LISTINGS

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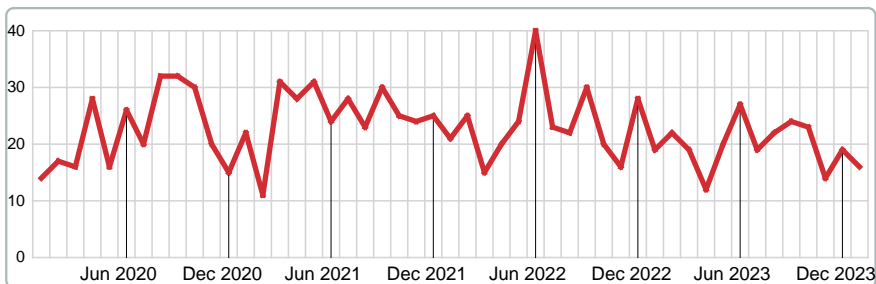
JANUARY



YEAR TO DATE (YTD)

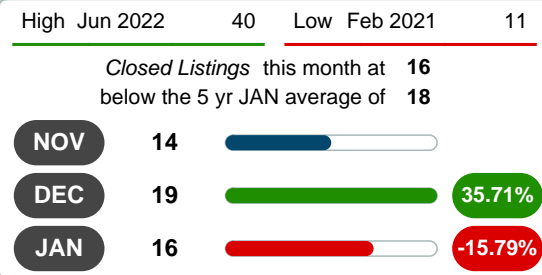


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$50,000 and less	1	6.25%	22.0	0	1	0	0
\$50,001 - \$150,000	3	18.75%	77.7	2	1	0	0
\$150,001 - \$175,000	1	6.25%	161.0	0	1	0	0
\$175,001 - \$325,000	5	31.25%	75.0	1	3	1	0
\$325,001 - \$400,000	3	18.75%	66.3	1	2	0	0
\$400,001 - \$575,000	1	6.25%	21.0	0	0	1	0
\$575,001 and up	2	12.50%	83.0	0	1	1	0
Total Closed Units	16			4	9	3	0
Total Closed Volume	4,474,850	100%	73.6	709.55K	2.49M	1.28M	0.00B
Average Closed Price	\$279,678			\$177,388	\$276,700	\$425,000	\$0

January 2024



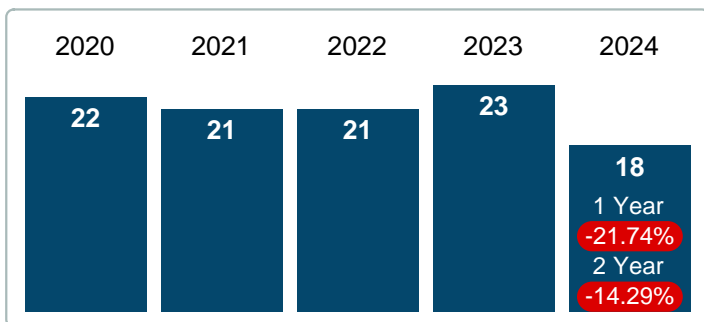
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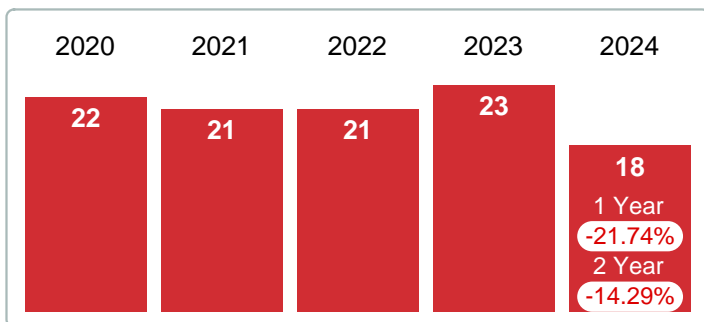
PENDING LISTINGS

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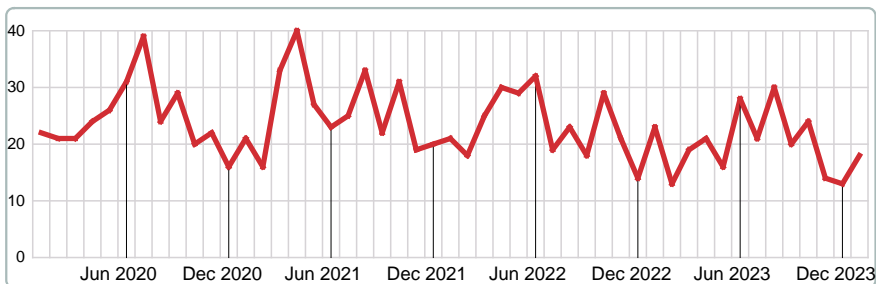
JANUARY



YEAR TO DATE (YTD)

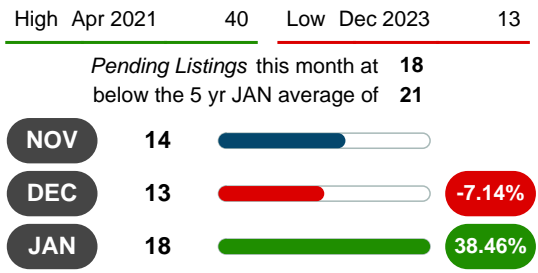


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 21



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	0	0.00%	0.0	0	0	0	0
\$40,001 - \$140,000	3	16.67%	41.3	0	2	1	0
\$140,001 - \$170,000	3	16.67%	50.3	1	2	0	0
\$170,001 - \$240,000	5	27.78%	48.8	3	1	1	0
\$240,001 - \$310,000	2	11.11%	37.0	1	1	0	0
\$310,001 - \$670,000	3	16.67%	102.7	0	1	2	0
\$670,001 and up	2	11.11%	158.0	0	1	1	0
Total Pending Units	18			5	8	5	0
Total Pending Volume	4,790,800	100%	0.0	945.00K	2.08M	1.77M	0.00B
Average Listing Price	\$0			\$189,000	\$259,488	\$353,980	\$0

January 2024



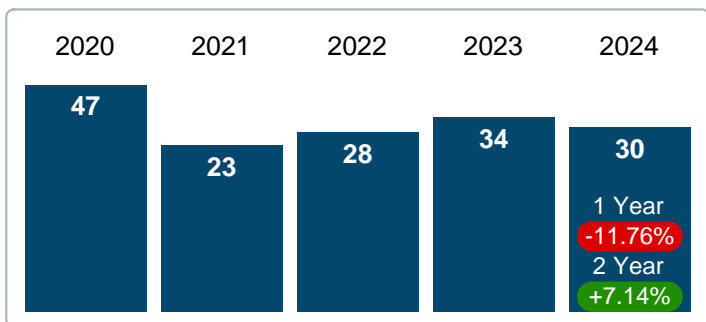
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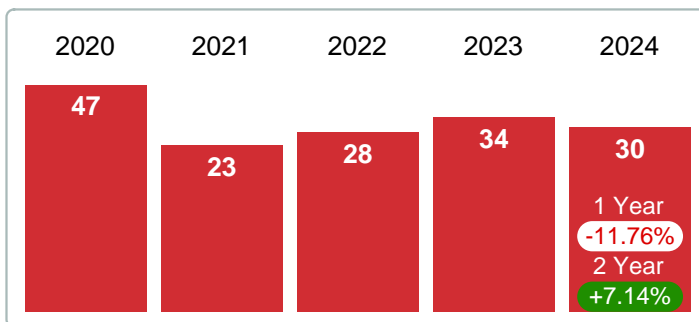
NEW LISTINGS

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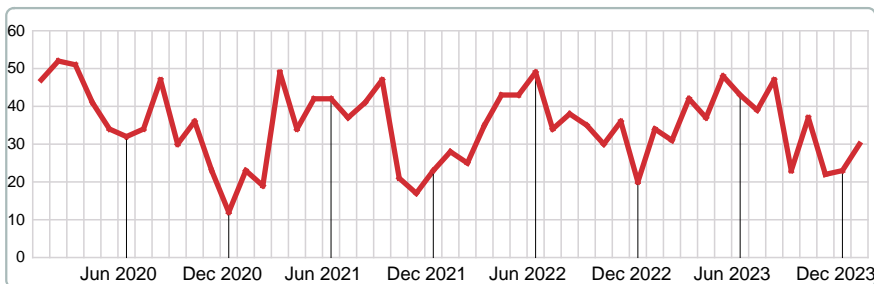
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 32

High Feb 2020 52 | Low Dec 2020 12

New Listings this month at **30**
below the 5 yr JAN average of **32**

- NOV: 22 (Progress bar)
- DEC: 23 (Progress bar, +4.55%)
- JAN: 30 (Progress bar, +30.43%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	3	10.00%	1	1	1	0
\$90,001 - \$120,000	4	13.33%	2	1	0	1
\$120,001 - \$150,000	3	10.00%	0	3	0	0
\$150,001 - \$210,000	7	23.33%	3	4	0	0
\$210,001 - \$240,000	5	16.67%	1	2	2	0
\$240,001 - \$310,000	5	16.67%	0	5	0	0
\$310,001 and up	3	10.00%	0	1	2	0
Total New Listed Units	30		7	17	5	1
Total New Listed Volume	5,739,700	100%	930.90K	3.44M	1.27M	100.00K
Average New Listed Listing Price	\$0		\$132,986	\$202,576	\$253,000	\$100,000

January 2024



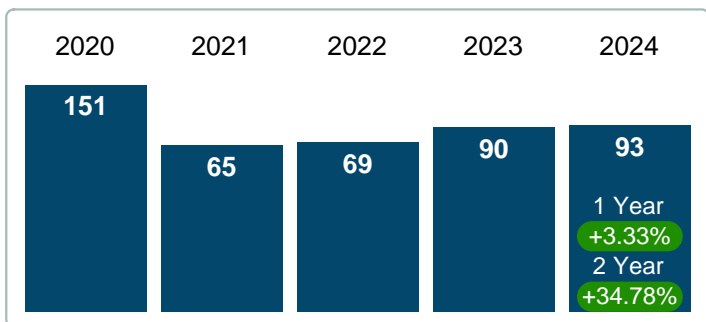
Area Delimited by County Of McIntosh - Residential Property Type



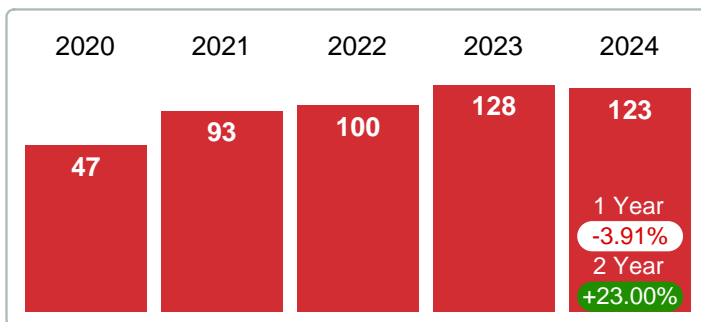
ACTIVE INVENTORY

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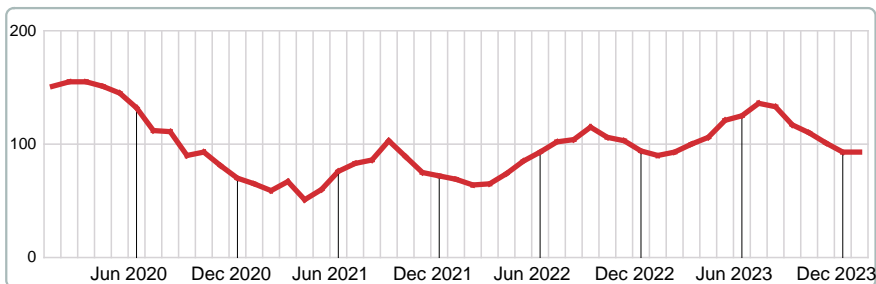
END OF JANUARY



ACTIVE DURING JANUARY

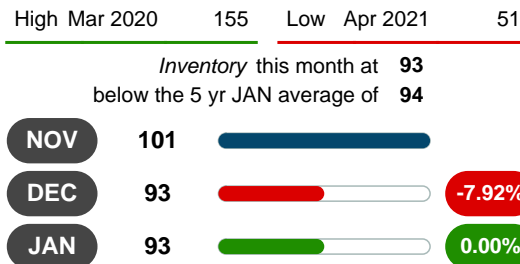


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 94



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	8.60%	72.5	4	2	1	1
\$100,001 - \$150,000	13	13.98%	68.4	5	8	0	0
\$150,001 - \$175,000	8	8.60%	78.8	4	3	1	0
\$175,001 - \$275,000	29	31.18%	98.4	6	20	3	0
\$275,001 - \$475,000	15	16.13%	93.7	1	9	5	0
\$475,001 - \$675,000	10	10.75%	91.6	0	6	2	2
\$675,001 and up	10	10.75%	144.6	0	3	5	2
Total Active Inventory by Units	93			20	51	17	5
Total Active Inventory by Volume	29,963,299	100%	93.8	3.02M	16.03M	7.91M	3.00M
Average Active Inventory Listing Price	\$322,186			\$151,215	\$314,269	\$465,376	\$599,980

January 2024



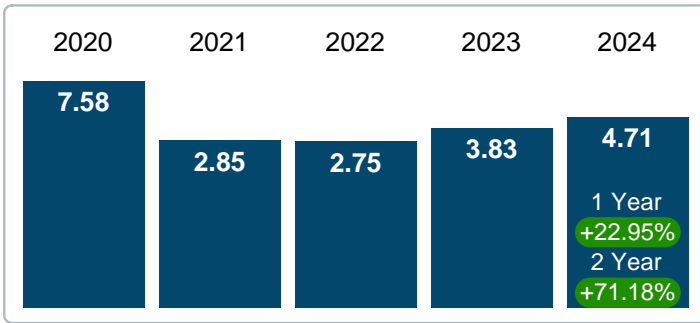
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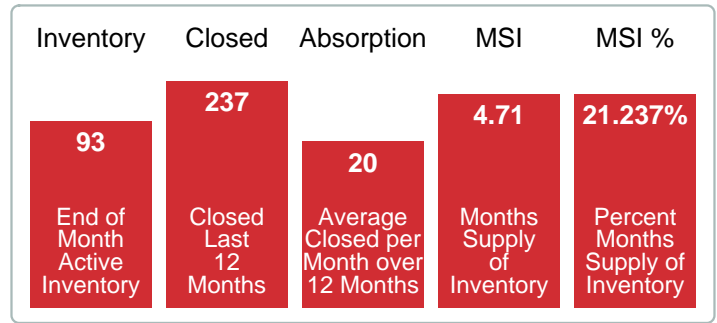
MONTHS SUPPLY of INVENTORY (MSI)

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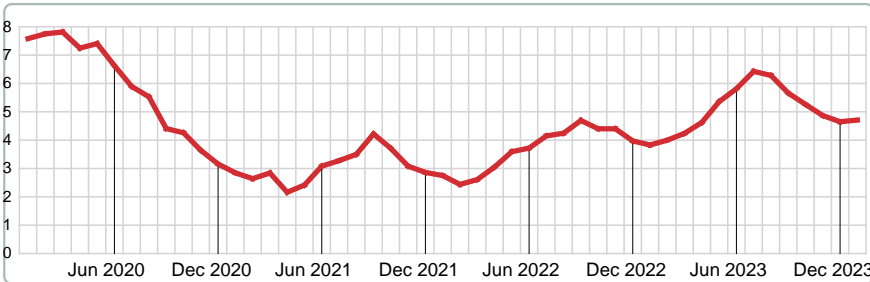
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

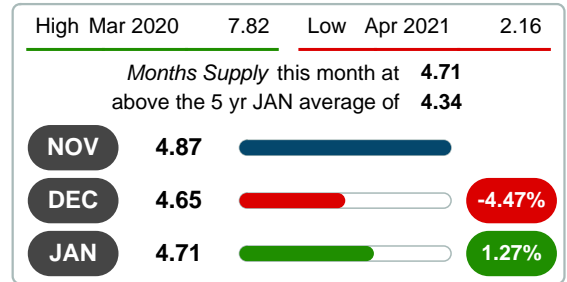


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.34



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	8.60%	2.29	2.00	1.41	12.00	0.00
\$100,001 - \$150,000	13	13.98%	5.20	5.00	6.00	0.00	0.00
\$150,001 - \$175,000	8	8.60%	4.17	3.43	4.00	0.00	0.00
\$175,001 - \$275,000	29	31.18%	5.27	7.20	5.45	3.60	0.00
\$275,001 - \$475,000	15	16.13%	3.91	1.20	4.15	6.67	0.00
\$475,001 - \$675,000	10	10.75%	5.71	0.00	6.55	3.43	12.00
\$675,001 and up	10	10.75%	13.33	0.00	9.00	20.00	12.00
Market Supply of Inventory (MSI)			4.71	3.38	4.82	6.38	8.57
Total Active Inventory by Units		100%	4.71	20	51	17	5

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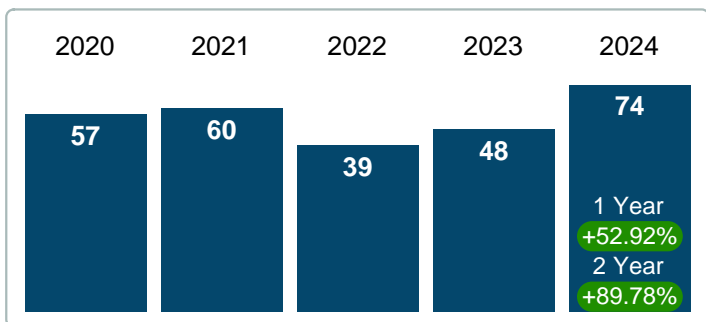
Area Delimited by County Of McIntosh - Residential Property Type



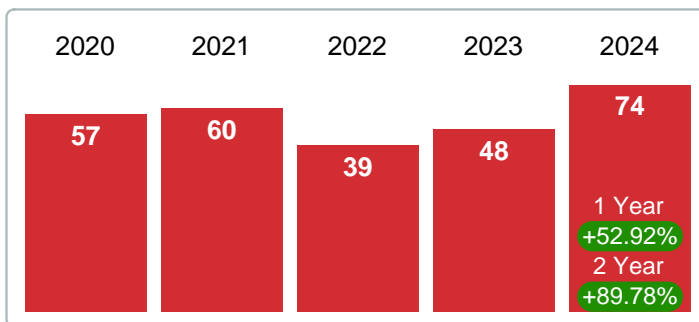
AVERAGE DAYS ON MARKET TO SALE

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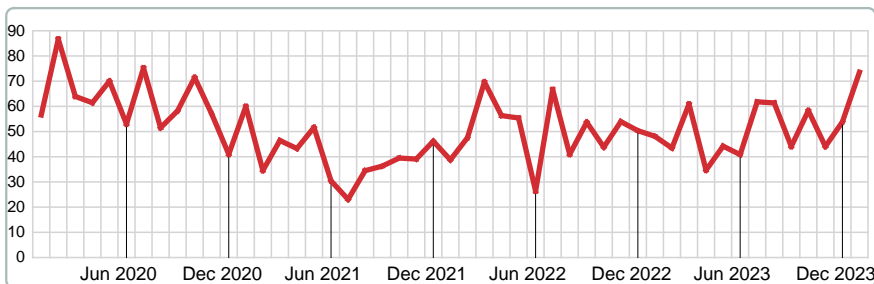
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

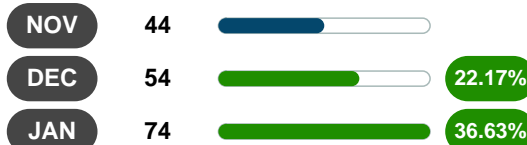


3 MONTHS

5 year JAN AVG = 55

High Feb 2020 87 Low Jul 2021 23

Average Days on Market to Sale this month at 74 above the 5 yr JAN average of 55



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	6.25%	22	0	22	0	0
\$50,001 - \$150,000	18.75%	78	111	11	0	0
\$150,001 - \$175,000	6.25%	161	0	161	0	0
\$175,001 - \$325,000	31.25%	75	102	57	103	0
\$325,001 - \$400,000	18.75%	66	87	56	0	0
\$400,001 - \$575,000	6.25%	21	0	0	21	0
\$575,001 and up	12.50%	83	0	31	135	0
Average Closed DOM		74	103	56	86	0
Total Closed Units	100%	16	4	9	3	0
Total Closed Volume		4,474,850	709.55K	2.49M	1.28M	0.00B

January 2024



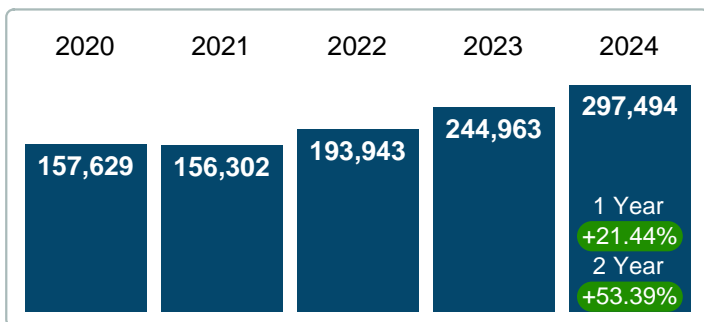
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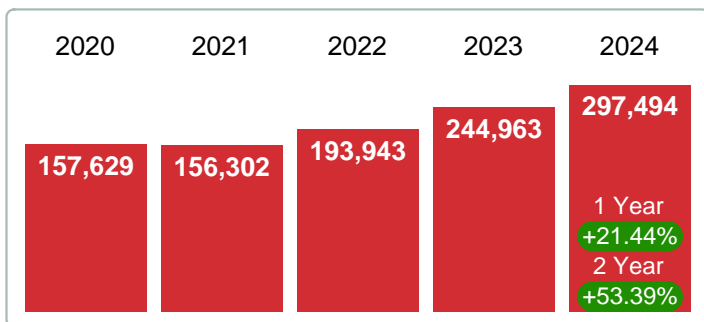
AVERAGE LIST PRICE AT CLOSING

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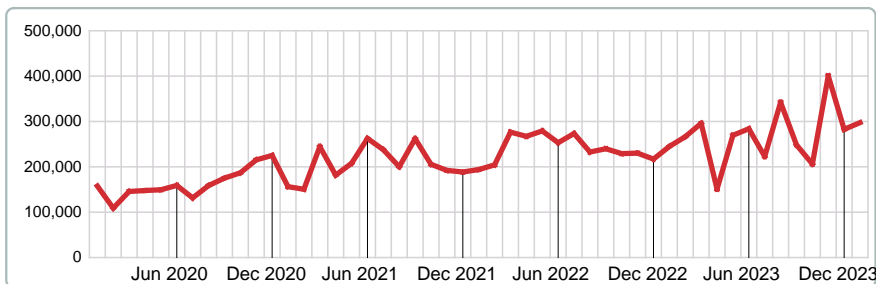
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

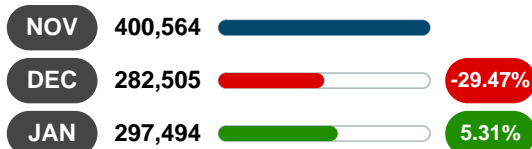


3 MONTHS

5 year JAN AVG = 210,066

High Nov 2023 400,564 Low Feb 2020 108,871

Average List Price at Closing this month at **297,494**
above the 5 yr JAN average of **210,066**



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	6.25%	37,300	0	37,300	0	0
\$50,001 - \$150,000	12.50%	72,250	72,250	154,900	0	0
\$150,001 - \$175,000	6.25%	154,900	0	195,000	0	0
\$175,001 - \$325,000	37.50%	232,817	235,000	237,300	255,000	0
\$325,001 - \$400,000	6.25%	359,900	456,500	392,450	0	0
\$400,001 - \$575,000	18.75%	443,833	0	0	450,000	0
\$575,001 and up	12.50%	667,450	0	735,000	599,900	0
Average List Price		297,494	209,000	291,000	434,967	0
Total Closed Units	100%	297,494	4	9	3	0
Total Closed Volume		4,759,900	836.00K	2.62M	1.30M	0.00B

January 2024



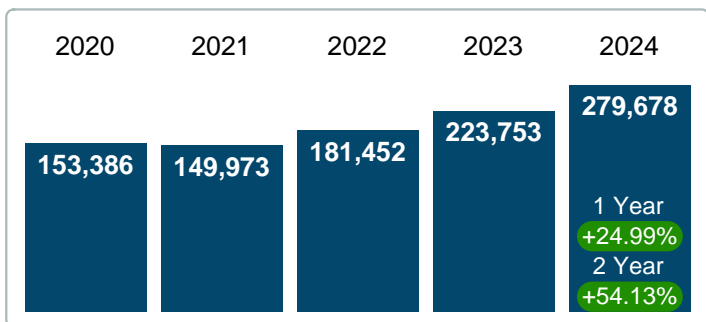
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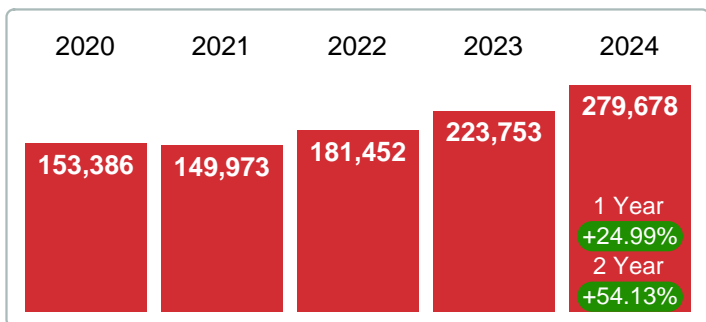
AVERAGE SOLD PRICE AT CLOSING

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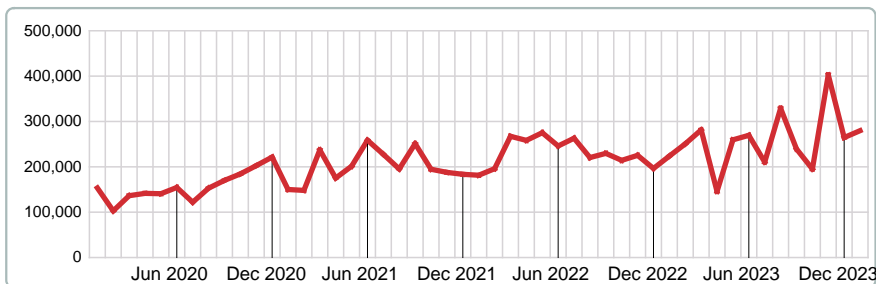
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

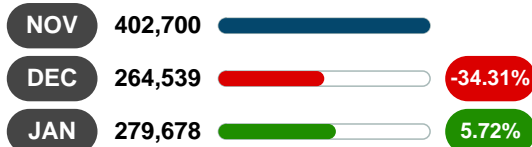


3 MONTHS

5 year JAN AVG = 197,648

High Nov 2023 402,700 Low Feb 2020 102,882

Average Sold Price at Closing this month at **279,678**
above the 5 yr JAN average of **197,648**



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	6.25%	33,500	0	33,500	0	0
\$50,001 - \$150,000	18.75%	89,500	59,250	150,000	0	0
\$150,001 - \$175,000	6.25%	175,000	0	175,000	0	0
\$175,001 - \$325,000	31.25%	223,590	191,050	225,633	250,000	0
\$325,001 - \$400,000	18.75%	383,300	400,000	374,950	0	0
\$400,001 - \$575,000	6.25%	435,000	0	0	435,000	0
\$575,001 and up	12.50%	647,500	0	705,000	590,000	0
Average Sold Price		279,678	177,388	276,700	425,000	0
Total Closed Units	100%	279,678	4	9	3	
Total Closed Volume		4,474,850	709.55K	2.49M	1.28M	0.00B

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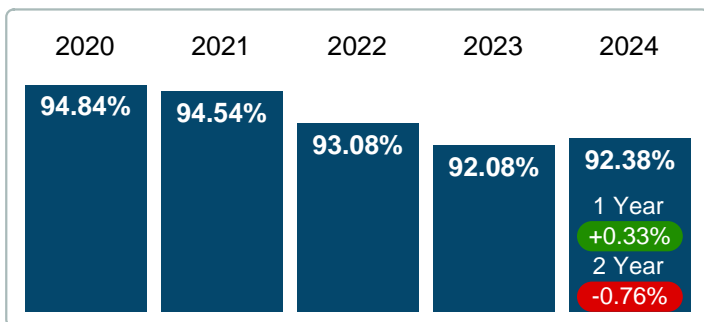
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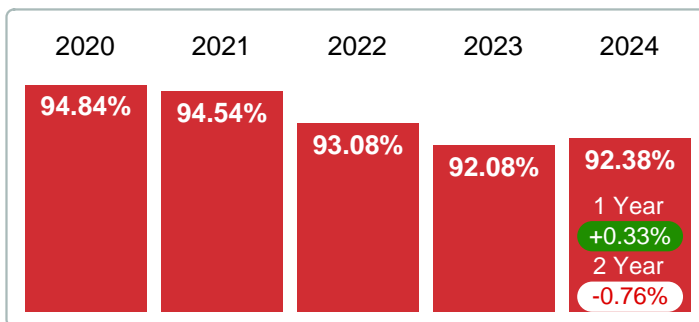
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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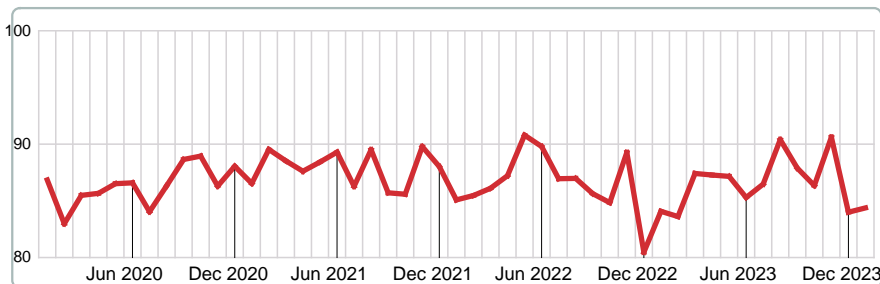
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

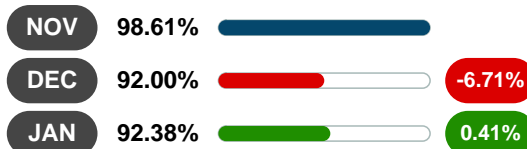


3 MONTHS

5 year JAN AVG = 93.38%

High May 2022 98.79% Low Dec 2022 88.47%

Average Sold/List Ratio this month at **92.38%** below the 5 yr JAN average of **93.38%**



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	1	6.25%	89.81%	0.00%	89.81%	0.00%	0.00%
\$50,001 - \$150,000	3	18.75%	87.40%	82.68%	96.84%	0.00%	0.00%
\$150,001 - \$175,000	1	6.25%	89.74%	0.00%	89.74%	0.00%	0.00%
\$175,001 - \$325,000	5	31.25%	93.27%	81.30%	95.68%	98.04%	0.00%
\$325,001 - \$400,000	3	18.75%	92.99%	87.62%	95.67%	0.00%	0.00%
\$400,001 - \$575,000	1	6.25%	96.67%	0.00%	0.00%	96.67%	0.00%
\$575,001 and up	2	12.50%	97.13%	0.00%	95.92%	98.35%	0.00%
Average Sold/List Ratio		92.40%		83.57%	94.52%	97.69%	0.00%
Total Closed Units		16	100%	4	9	3	
Total Closed Volume		4,474,850		709.55K	2.49M	1.28M	0.00B

January 2024



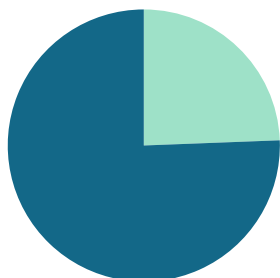
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

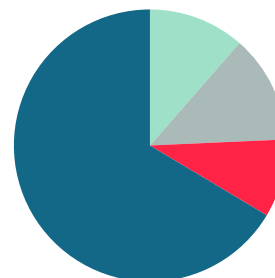


Inventory
 New Listings
30 = 24.39%
 Start Inventory
93
 Total Inventory Units
123
 Volume
\$39,777,698

Market Activity

Closed Sales
16 = 11.43%
 Pending Sales
18 = 12.86%
 Other Off Market
13 = 9.29%
 Active Inventory
93 = 66.43%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	19	16	-15.79%	19	16	-15.79%
Pending Sales	23	18	-21.74%	23	18	-21.74%
New Listings	34	30	-11.76%	34	30	-11.76%
Average List Price	244,963	297,494	21.44%	244,963	297,494	21.44%
Average Sale Price	223,753	279,678	24.99%	223,753	279,678	24.99%
Average Percent of Selling Price to List Price	92.08%	92.38%	0.33%	92.08%	92.38%	0.33%
Average Days on Market to Sale	48.11	73.56	52.92%	48.11	73.56	52.92%
Monthly Inventory	90	93	3.33%	90	93	3.33%
Months Supply of Inventory	3.83	4.71	22.95%	3.83	4.71	22.95%

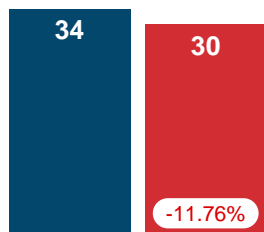
Absorption: Last 12 months, an Average of **20** Sales/Month

Inventory on January 31, 2024 = **93** 2023 2024

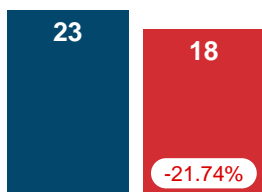
JANUARY MARKET

AVERAGE PRICES

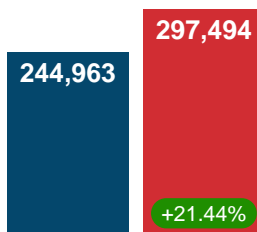
New Listings



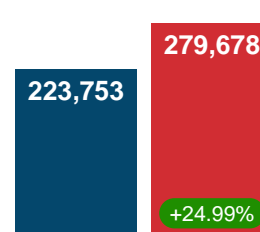
Pending Listings



List Price



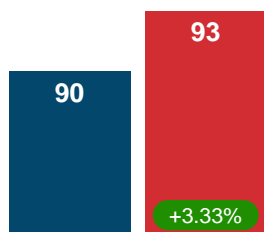
Sale Price



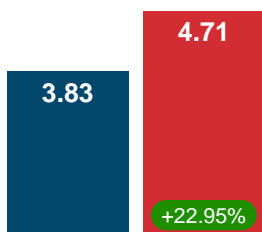
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

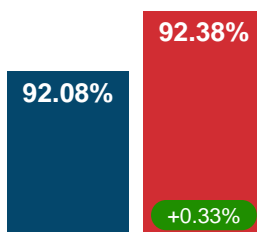
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

