

# February 2024



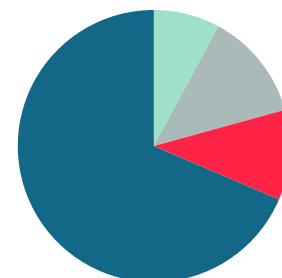
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	22	11	-50.00%
Pending Listings	13	18	38.46%
New Listings	31	29	-6.45%
Average List Price	266,389	219,718	-17.52%
Average Sale Price	250,669	211,909	-15.46%
Average Percent of Selling Price to List Price	91.62%	96.83%	5.69%
Average Days on Market to Sale	43.45	25.64	-41.00%
End of Month Inventory	93	96	3.23%
Months Supply of Inventory	4.00	5.10	27.43%



■ Closed (7.86%)  
■ Pending (12.86%)  
■ Other OffMarket (10.71%)  
■ Active (68.57%)

**Absorption:** Last 12 months, an Average of **19** Sales/Month  
**Active Inventory** as of February 29, 2024 = **96**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2024 rose **3.23%** to 96 existing homes available for sale. Over the last 12 months this area has had an average of 19 closed sales per month. This represents an unsold inventory index of **5.10** 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 **15.46%** in February 2024 to \$211,909 versus the previous year at \$250,669.

#### Average Days on Market Shortens

The average number of **25.64** days that homes spent on the market before selling decreased by 17.82 days or **41.00%** in February 2024 compared to last year's same month at **43.45** DOM.

#### Sales Success for February 2024 is Positive

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

There were 29 New Listings in February 2024, down **6.45%** from last year at 31. Furthermore, there were 11 Closed Listings this month versus last year at 22, a **-50.00%** decrease.

Closed versus Listed trends yielded a **37.9%** ratio, down from previous year's, February 2023, at **71.0%**, a **46.55%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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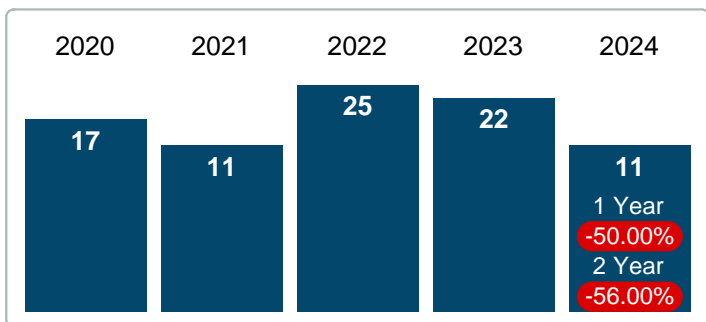
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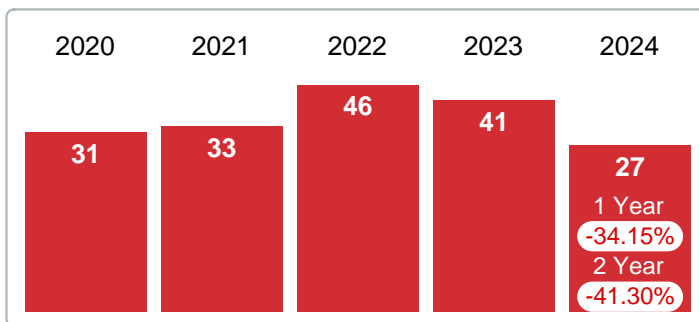
## CLOSED LISTINGS

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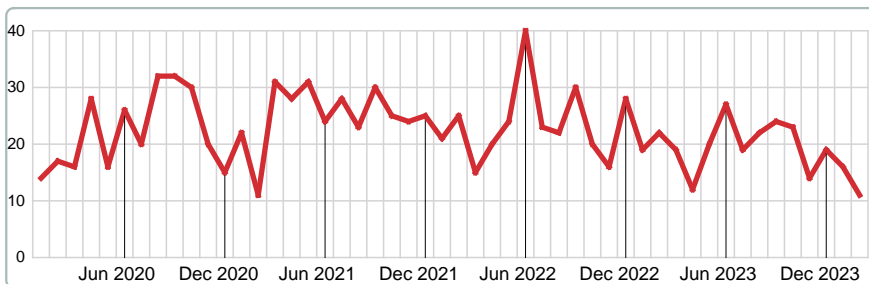
### FEBRUARY



### YEAR TO DATE (YTD)

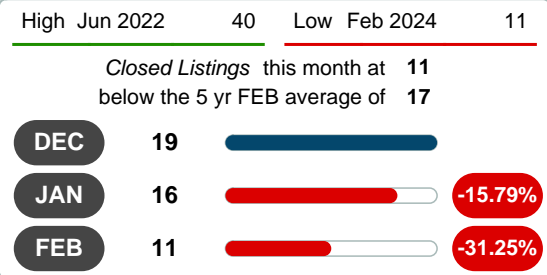


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 17



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	9.09%	20.0	0	0	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	4	36.36%	15.0	2	1	1	0
\$150,001 - \$175,000	2	18.18%	12.5	1	0	1	0
\$175,001 - \$375,000	1	9.09%	43.0	1	0	0	0
\$375,001 - \$375,000	0	0.00%	0.0	0	0	0	0
\$375,001 and up	3	27.27%	44.7	0	1	1	1
<b>Total Closed Units</b>	<b>11</b>			<b>4</b>	<b>2</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>2,331,000</b>	<b>100%</b>	<b>25.6</b>	<b>628.00K</b>	<b>530.00K</b>	<b>768.00K</b>	<b>405.00K</b>
<b>Average Closed Price</b>	<b>\$211,909</b>			<b>\$157,000</b>	<b>\$265,000</b>	<b>\$192,000</b>	<b>\$405,000</b>

# February 2024



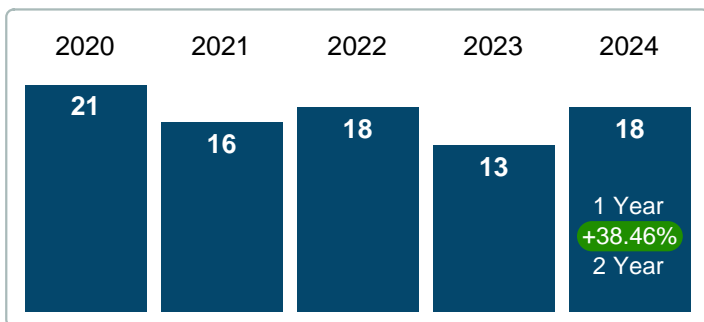
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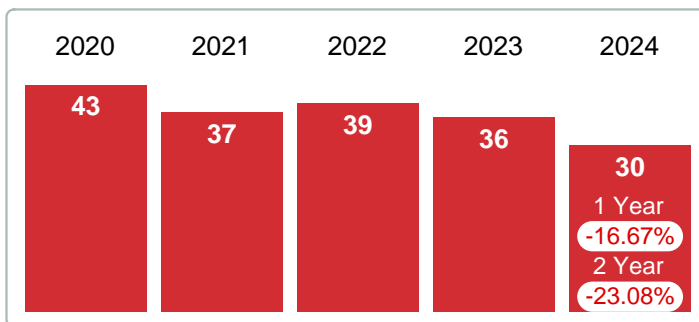
## PENDING LISTINGS

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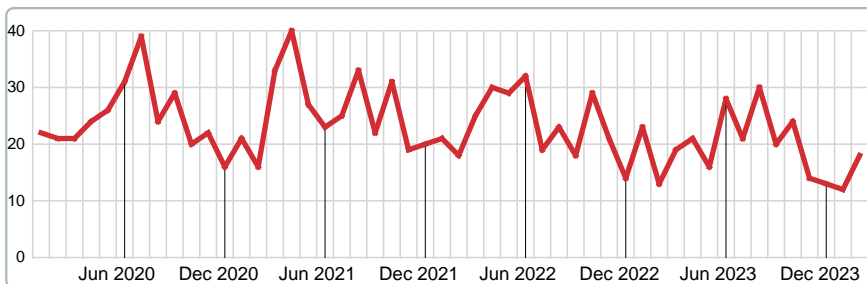
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 17

High Apr 2021 40 Low Jan 2024 12

Pending Listings this month at 18 above the 5 yr FEB average of 17

- DEC 13 (57.5%)
- JAN 12 (-7.69%)
- FEB 18 (50.00%)

### 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	1	5.56%	34.0	1	0	0	0
\$40,001 - \$100,000	4	22.22%	87.0	1	1	1	1
\$100,001 - \$110,000	2	11.11%	45.0	1	1	0	0
\$110,001 - \$190,000	4	22.22%	68.5	3	1	0	0
\$190,001 - \$250,000	2	11.11%	136.5	0	1	1	0
\$250,001 - \$390,000	3	16.67%	144.3	0	3	0	0
\$390,001 and up	2	11.11%	79.5	0	1	1	0
<b>Total Pending Units</b>	<b>18</b>			<b>6</b>	<b>8</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,020,699</b>	<b>100%</b>	<b>13.5</b>	<b>680.80K</b>	<b>2.60M</b>	<b>643.00K</b>	<b>100.00K</b>
<b>Average Listing Price</b>	<b>\$100,500</b>			<b>\$113,467</b>	<b>\$324,612</b>	<b>\$214,333</b>	<b>\$100,000</b>

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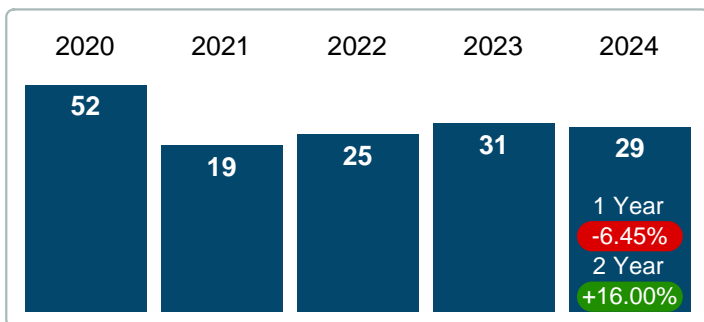
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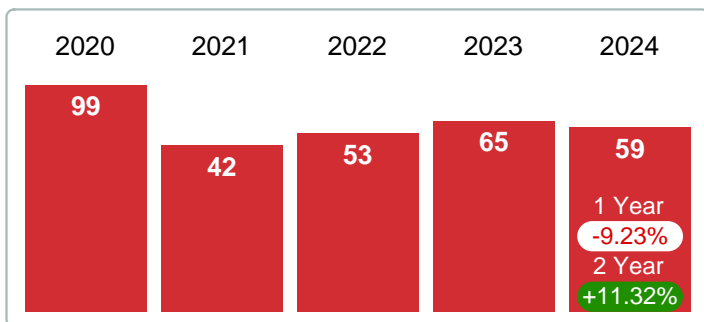
## NEW LISTINGS

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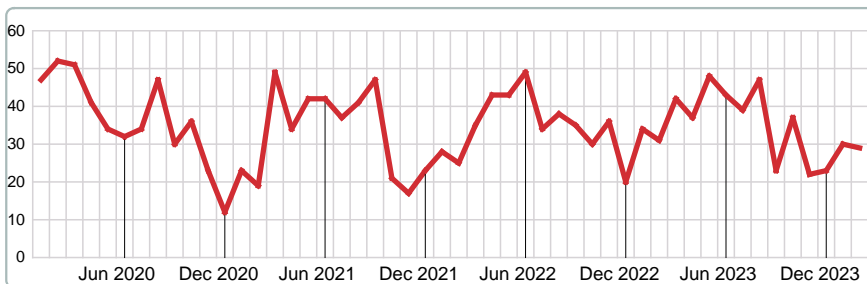
### FEBRUARY



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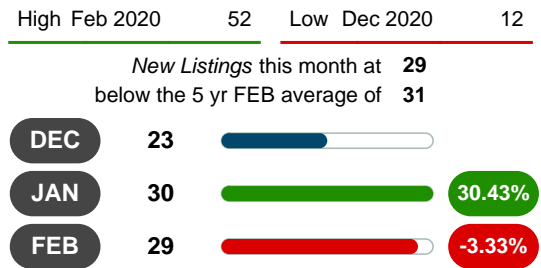


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 31



### 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	2	6.90%	2	0	0	0
\$90,001 - \$160,000	4	13.79%	2	1	1	0
\$160,001 - \$210,000	4	13.79%	2	2	0	0
\$210,001 - \$350,000	8	27.59%	3	5	0	0
\$350,001 - \$490,000	4	13.79%	0	3	1	0
\$490,001 - \$690,000	4	13.79%	0	2	2	0
\$690,001 and up	3	10.34%	0	1	2	0
<b>Total New Listed Units</b>	<b>29</b>		<b>9</b>	<b>14</b>	<b>6</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,568,299</b>	<b>100%</b>	<b>1.52M</b>	<b>4.82M</b>	<b>5.23M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$168,489</b>	<b>\$344,093</b>	<b>\$872,433</b>	<b>\$0</b>

# February 2024



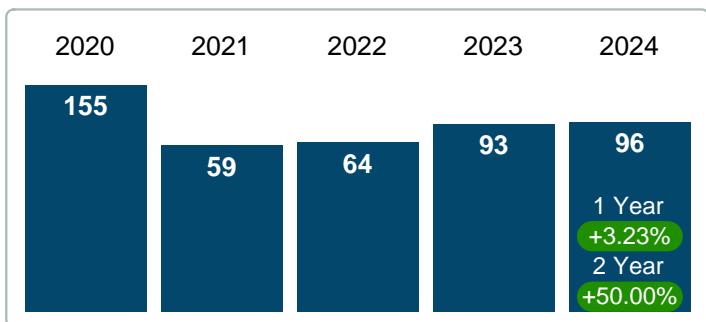
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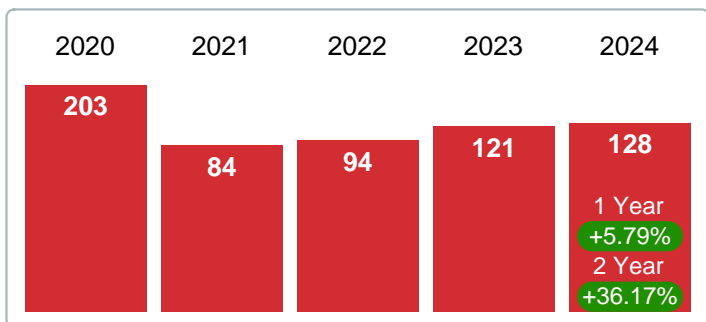
## ACTIVE INVENTORY

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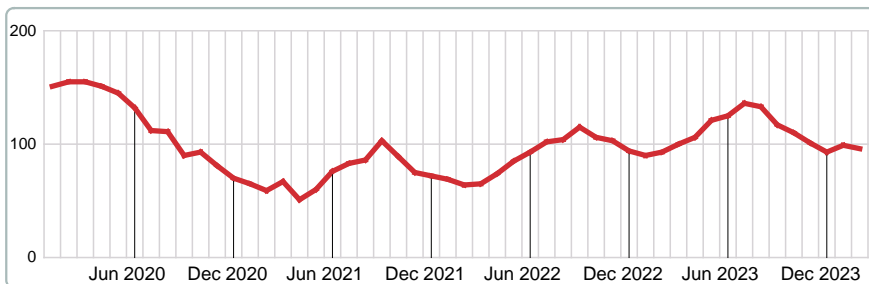
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

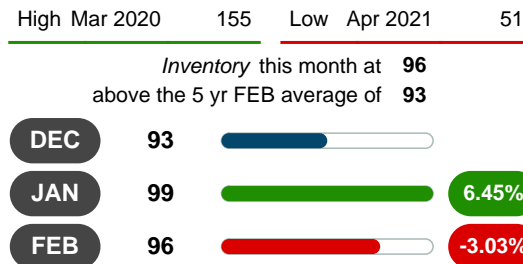


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 93



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.21%	81.0	4	1	0	0
\$75,001 - \$150,000	13	13.54%	80.9	6	7	0	0
\$150,001 - \$200,000	18	18.75%	92.2	7	9	2	0
\$200,001 - \$325,000	23	23.96%	58.7	5	16	2	0
\$325,001 - \$475,000	13	13.54%	87.3	1	8	4	0
\$475,001 - \$675,000	13	13.54%	69.7	0	7	4	2
\$675,001 and up	11	11.46%	135.0	0	3	7	1
<b>Total Active Inventory by Units</b>	<b>96</b>			<b>23</b>	<b>51</b>	<b>19</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>34,025,699</b>	<b>100%</b>	<b>83.3</b>	<b>3.60M</b>	<b>16.17M</b>	<b>12.36M</b>	<b>1.89M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$354,434</b>			<b>\$156,709</b>	<b>\$317,124</b>	<b>\$650,426</b>	<b>\$630,000</b>

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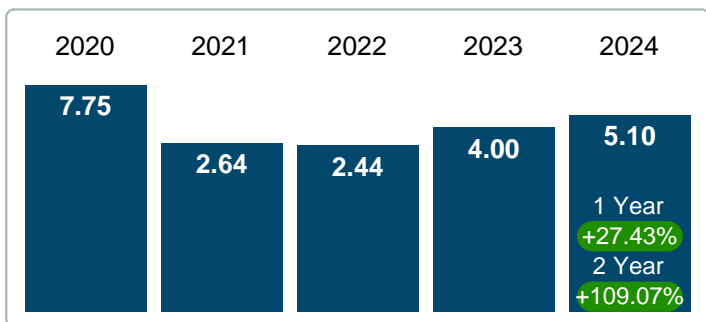
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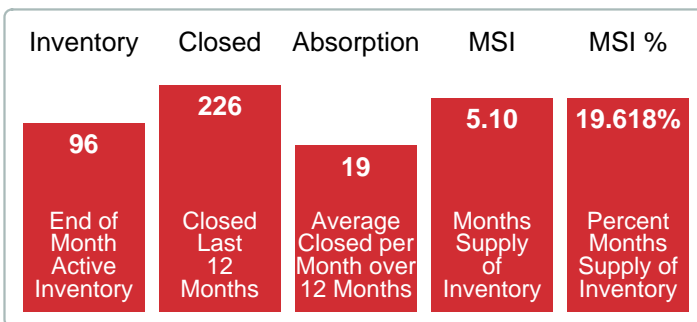
## MONTHS SUPPLY of INVENTORY (MSI)

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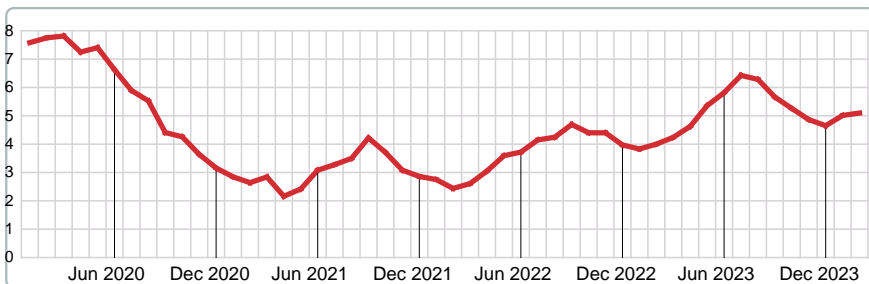
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024

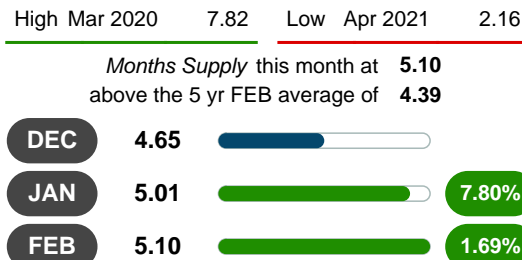


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.39



### 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
\$75,000 and less	5	5.21%	2.22	2.82	1.33	0.00	0.00
\$75,001 - \$150,000	13	13.54%	3.63	3.79	4.20	0.00	0.00
\$150,001 - \$200,000	18	18.75%	4.32	4.00	4.70	4.00	0.00
\$200,001 - \$325,000	23	23.96%	5.21	6.00	5.65	3.43	0.00
\$325,001 - \$475,000	13	13.54%	6.00	2.40	7.38	6.86	0.00
\$475,001 - \$675,000	13	13.54%	8.21	0.00	8.40	6.86	12.00
\$675,001 and up	11	11.46%	16.50	0.00	9.00	28.00	12.00
Market Supply of Inventory (MSI)			5.10	3.83	5.42	6.51	6.00
Total Active Inventory by Units		100%	5.10	23	51	19	3

# February 2024



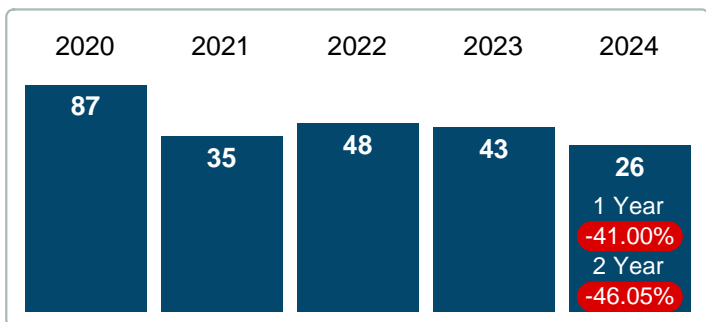
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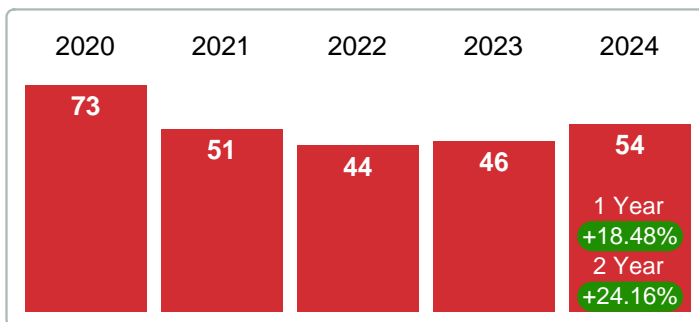
## AVERAGE DAYS ON MARKET TO SALE

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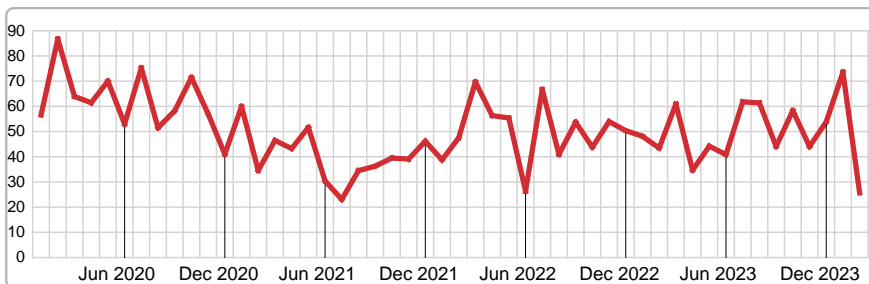
### FEBRUARY



### YEAR TO DATE (YTD)

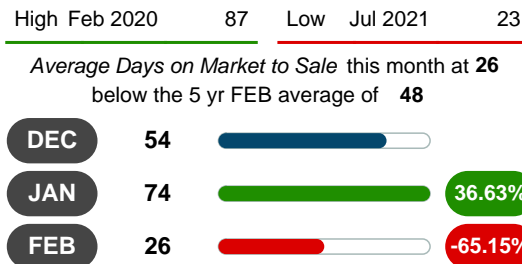


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48



### 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
\$125,000 and less	9.09%	20	0	0	20	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	36.36%	15	23	3	12	0
\$150,001 - \$175,000	18.18%	13	7	0	18	0
\$175,001 - \$375,000	9.09%	43	43	0	0	0
\$375,001 - \$375,000	0.00%	0	0	0	0	0
\$375,001 and up	27.27%	45	0	84	20	30
Average Closed DOM		26	24	44	18	30
Total Closed Units	100%	26	4	2	4	1
Total Closed Volume		2,331,000	628.00K	530.00K	768.00K	405.00K



# February 2024



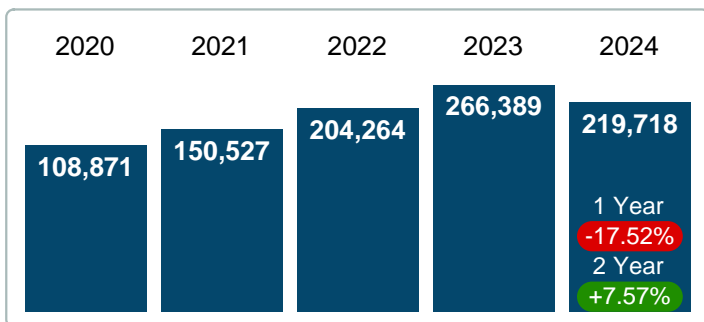
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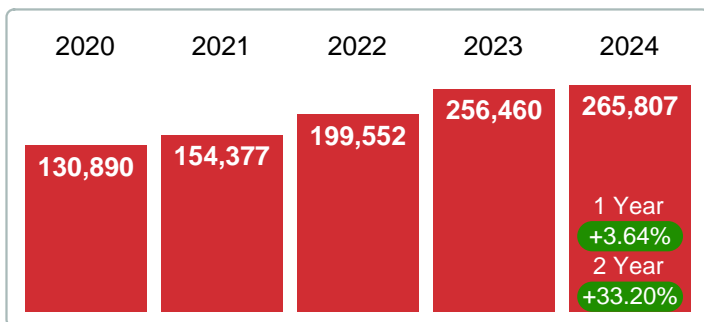
## AVERAGE LIST PRICE AT CLOSING

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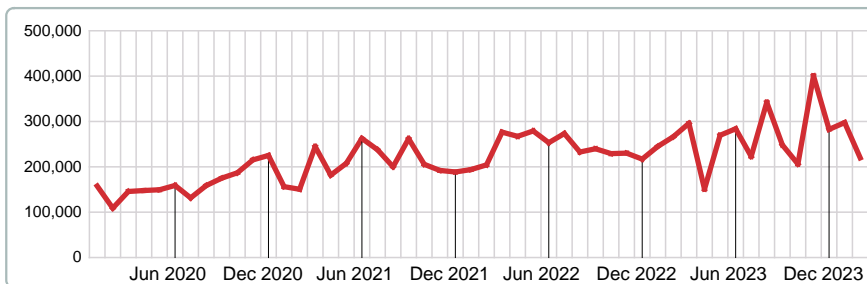
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

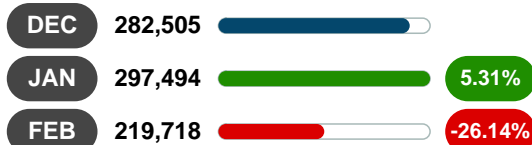


### 3 MONTHS

5 year FEB AVG = 189,954

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

Average List Price at Closing this month at **219,718**  
above the 5 yr FEB average of **189,954**



### 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
\$125,000 and less	9.09%	44,000	0	0	44,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	27.27%	145,967	162,000	149,000	139,900	0
\$150,001 - \$175,000	18.18%	166,000	157,000	0	200,000	0
\$175,001 - \$375,000	18.18%	192,500	185,000	0	0	0
\$375,001 - \$375,000	0.00%	0	0	0	0	0
\$375,001 and up	27.27%	406,000	0	399,999	419,000	399,000
<b>Average List Price</b>		<b>219,718</b>	<b>166,500</b>	<b>274,500</b>	<b>200,725</b>	<b>399,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>219,718</b>	<b>4</b>	<b>2</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>2,416,899</b>	<b>666.00K</b>	<b>549.00K</b>	<b>802.90K</b>	<b>399.00K</b>



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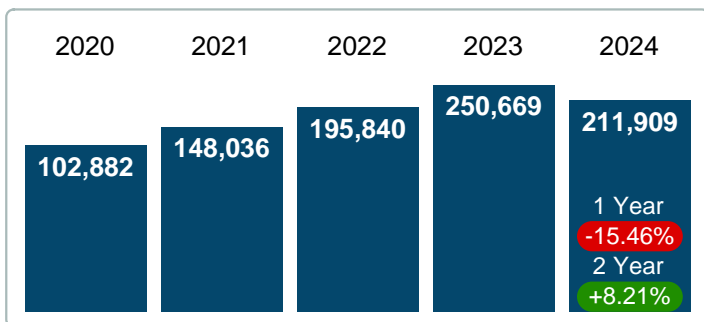
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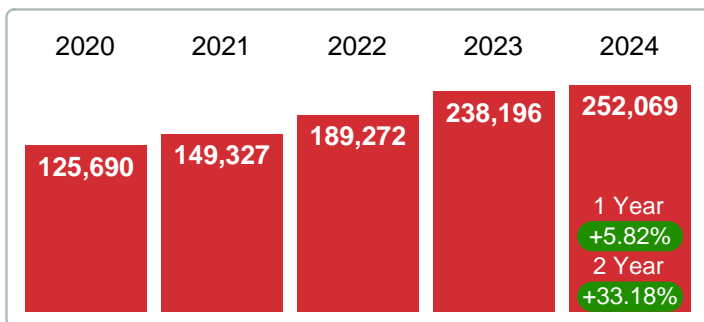
## AVERAGE SOLD PRICE AT CLOSING

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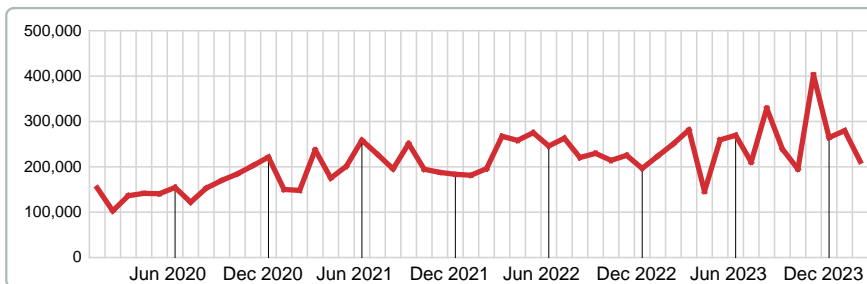
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

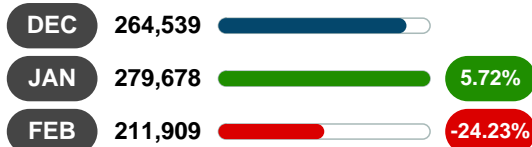


### 3 MONTHS

5 year FEB AVG = 181,867

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

Average Sold Price at Closing this month at **211,909** above the 5 yr FEB average of **181,867**



### 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
\$125,000 and less	9.09%	45,000	0	0	45,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	36.36%	146,000	144,500	145,000	150,000	0
\$150,001 - \$175,000	18.18%	164,500	154,000	0	175,000	0
\$175,001 - \$375,000	9.09%	185,000	185,000	0	0	0
\$375,001 - \$375,000	0.00%	0	0	0	0	0
\$375,001 and up	27.27%	396,000	0	385,000	398,000	405,000
<b>Average Sold Price</b>		<b>211,909</b>	<b>157,000</b>	<b>265,000</b>	<b>192,000</b>	<b>405,000</b>
<b>Total Closed Units</b>		<b>11</b>	<b>4</b>	<b>2</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>2,331,000</b>	<b>628.00K</b>	<b>530.00K</b>	<b>768.00K</b>	<b>405.00K</b>

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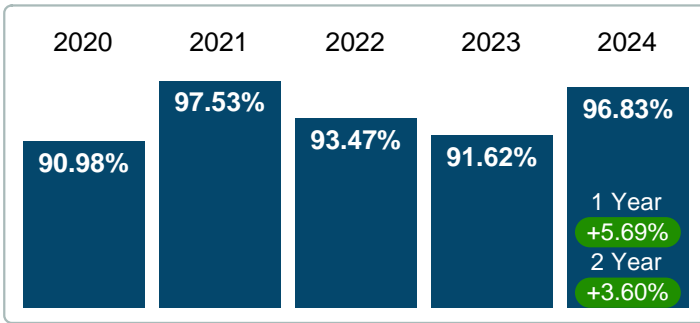
Area Delimited by County Of McIntosh - Residential Property Type



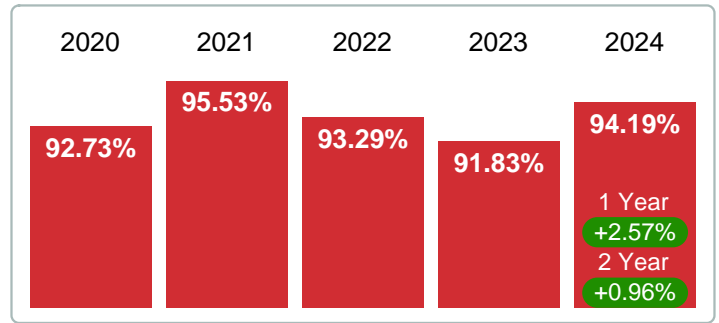
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

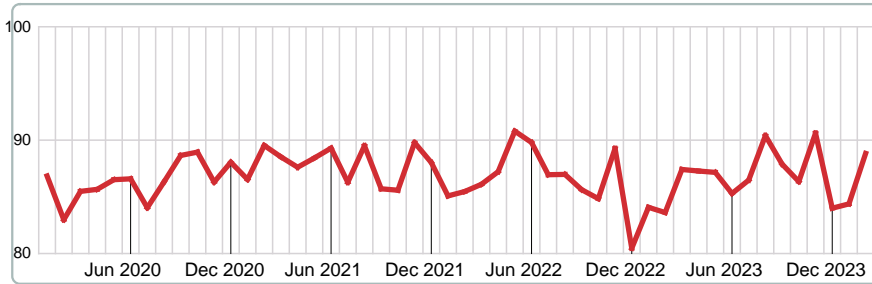
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

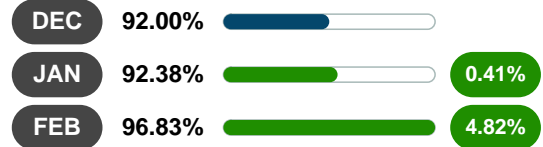


### 3 MONTHS

5 year FEB AVG = 94.09%

High May 2022 98.79% Low Dec 2022 88.47%

Average Sold/List Ratio this month at **96.83%**  
above the 5 yr FEB average of **94.09%**



## 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
\$125,000 and less	1	9.09%	102.27%	0.00%	0.00%	102.27%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	4	36.36%	96.13%	90.00%	97.32%	107.22%	0.00%
\$150,001 - \$175,000	2	18.18%	92.79%	98.09%	0.00%	87.50%	0.00%
\$175,001 - \$375,000	1	9.09%	100.00%	100.00%	0.00%	0.00%	0.00%
\$375,001 - \$375,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$375,001 and up	3	27.27%	97.58%	0.00%	96.25%	94.99%	101.50%
Average Sold/List Ratio		96.80%		94.52%	96.78%	98.00%	101.50%
Total Closed Units		11	100%	4	2	4	1
Total Closed Volume		2,331,000		628.00K	530.00K	768.00K	405.00K

# February 2024



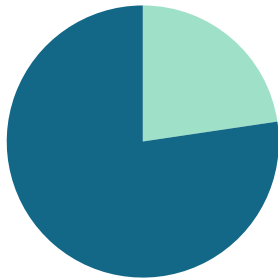
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

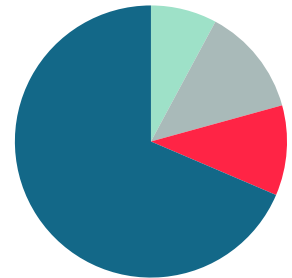


**Inventory**  
 New Listings  
**29 = 22.66%**  
 Start Inventory  
**99**  
 Total Inventory Units  
**128**  
 Volume  
**\$42,999,198**

### Market Activity

Closed Sales  
**11 = 7.86%**  
 Pending Sales  
**18 = 12.86%**  
 Other Off Market  
**15 = 10.71%**  
 Active Inventory  
**96 = 68.57%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	22	11	-50.00%	41	27	-34.15%
Pending Sales	13	18	38.46%	36	30	-16.67%
New Listings	31	29	-6.45%	65	59	-9.23%
Average List Price	266,389	219,718	-17.52%	256,460	265,807	3.64%
Average Sale Price	250,669	211,909	-15.46%	238,196	252,069	5.82%
Average Percent of Selling Price to List Price	91.62%	96.83%	5.69%	91.83%	94.19%	2.57%
Average Days on Market to Sale	43.45	25.64	-41.00%	45.61	54.04	18.48%
Monthly Inventory	93	96	3.23%	93	96	3.23%
Months Supply of Inventory	4.00	5.10	27.43%	4.00	5.10	27.43%

**Absorption:** Last 12 months, an Average of **19** Sales/Month

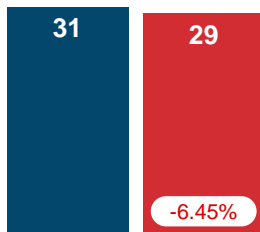
**Inventory** on February 29, 2024 = **96**

**2023** **2024**

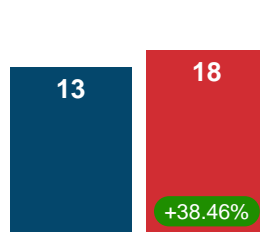
### FEBRUARY MARKET

### AVERAGE PRICES

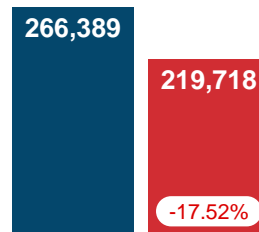
#### New Listings



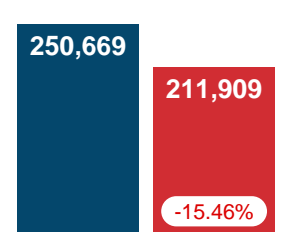
#### Pending Listings



#### List Price



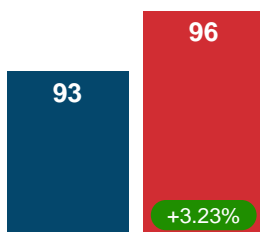
#### Sale Price



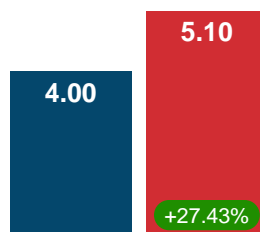
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

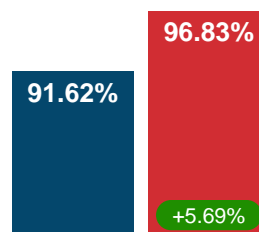
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

