

# March 2024



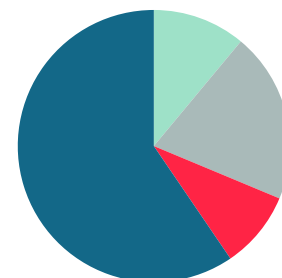
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	19	18	-5.26%
Pending Listings	19	33	73.68%
New Listings	42	47	11.90%
Average List Price	295,874	196,928	-33.44%
Average Sale Price	281,384	188,340	-33.07%
Average Percent of Selling Price to List Price	95.41%	133.99%	40.44%
Average Days on Market to Sale	60.89	59.83	-1.74%
End of Month Inventory	100	97	-3.00%
Months Supply of Inventory	4.24	5.17	22.00%



■ Closed (11.04%)  
■ Pending (20.25%)  
■ Other OffMarket (9.20%)  
■ Active (59.51%)

**Absorption:** Last 12 months, an Average of **19** Sales/Month  
**Active Inventory** as of March 31, 2024 = **97**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2024 decreased **3.00%** to 97 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 **5.17** 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 **33.07%** in March 2024 to \$188,340 versus the previous year at \$281,384.

#### Average Days on Market Shortens

The average number of **59.83** days that homes spent on the market before selling decreased by 1.06 days or **1.74%** in March 2024 compared to last year's same month at **60.89** DOM.

#### Sales Success for March 2024 is Positive

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

There were 47 New Listings in March 2024, up **11.90%** from last year at 42. Furthermore, there were 18 Closed Listings this month versus last year at 19, a **-5.26%** decrease.

Closed versus Listed trends yielded a **38.3%** ratio, down from previous year's, March 2023, at **45.2%**, a **15.34%** downswing. This will certainly create pressure on a decreasing Monthly 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

# March 2024



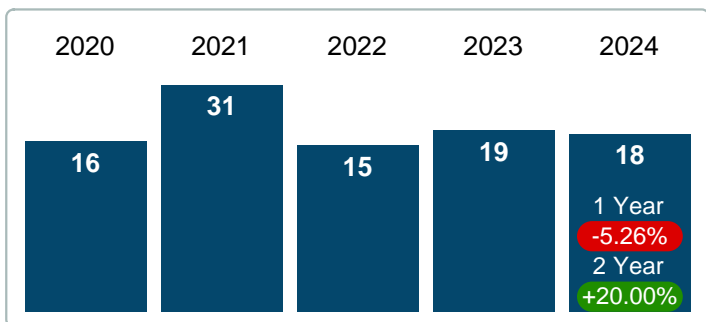
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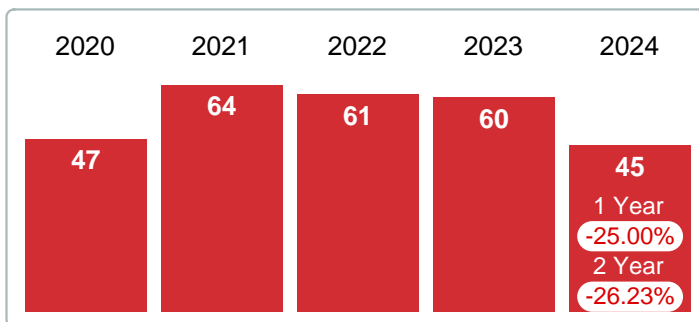
## CLOSED LISTINGS

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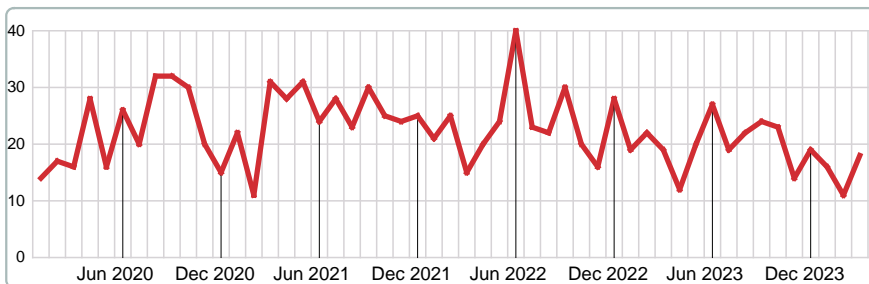
### MARCH



### YEAR TO DATE (YTD)

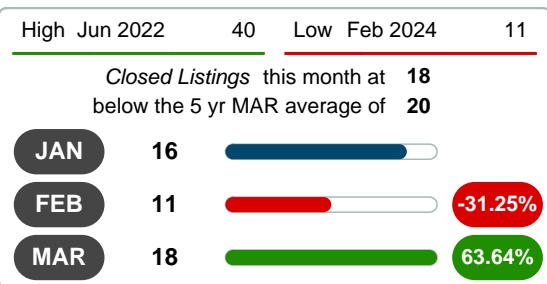


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 20



### 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	2	11.11%	18.5	1	1	0	0
\$50,001 - \$100,000	1	5.56%	52.0	1	0	0	0
\$100,001 - \$125,000	3	16.67%	53.7	0	3	0	0
\$125,001 - \$200,000	5	27.78%	96.2	3	0	1	1
\$200,001 - \$200,000	0	0.00%	0.0	0	0	0	0
\$200,001 - \$375,000	5	27.78%	24.0	1	2	2	0
\$375,001 and up	2	11.11%	113.0	0	1	1	0
<b>Total Closed Units</b>	<b>18</b>			<b>6</b>	<b>7</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>3,390,119</b>	<b>100%</b>	<b>59.8</b>	<b>808.00K</b>	<b>1.35M</b>	<b>1.06M</b>	<b>173.00K</b>
<b>Average Closed Price</b>	<b>\$188,340</b>			<b>\$134,667</b>	<b>\$193,429</b>	<b>\$263,780</b>	<b>\$173,000</b>

# March 2024



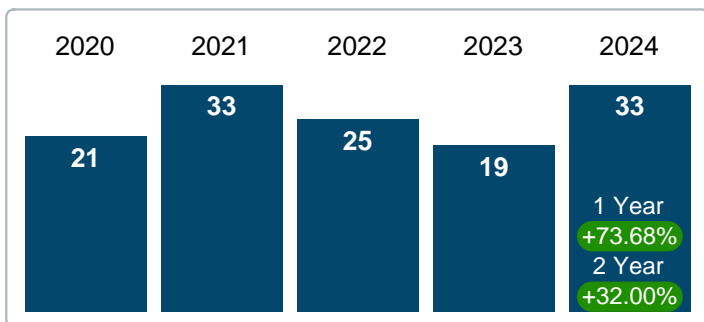
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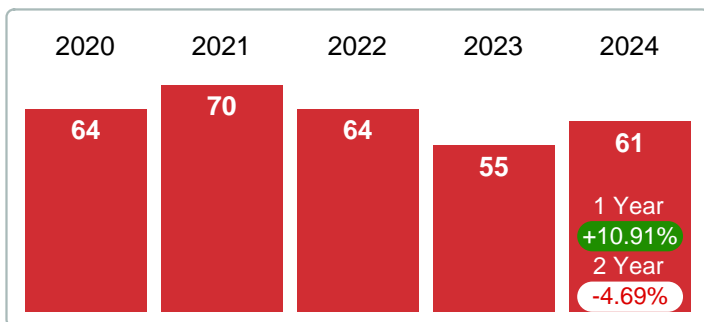
## PENDING LISTINGS

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

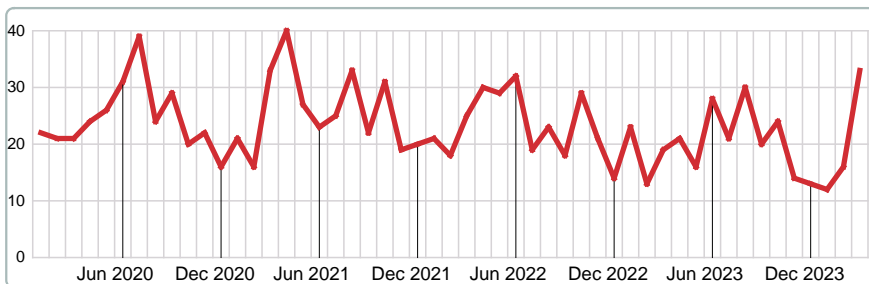
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 26

High Apr 2021 40 Low Jan 2024 12

Pending Listings this month at **33**  
above the 5 yr MAR average of **26**

- JAN 12
- FEB 16 (33.33%)
- MAR 33 (106.25%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	6.06%	79.5	1	1	0	0
\$100,001 - \$175,000	7	21.21%	42.4	5	2	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$325,000	12	36.36%	40.2	1	10	1	0
\$325,001 - \$400,000	5	15.15%	19.2	0	4	1	0
\$400,001 - \$525,000	4	12.12%	10.5	0	3	1	0
\$525,001 and up	3	9.09%	29.3	0	2	1	0
<b>Total Pending Units</b>	<b>33</b>			<b>7</b>	<b>22</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,005,800</b>	<b>100%</b>	<b>31.0</b>	<b>1.00M</b>	<b>7.17M</b>	<b>1.83M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$219,000</b>			<b>\$143,557</b>	<b>\$325,795</b>	<b>\$458,350</b>	<b>\$0</b>

# March 2024



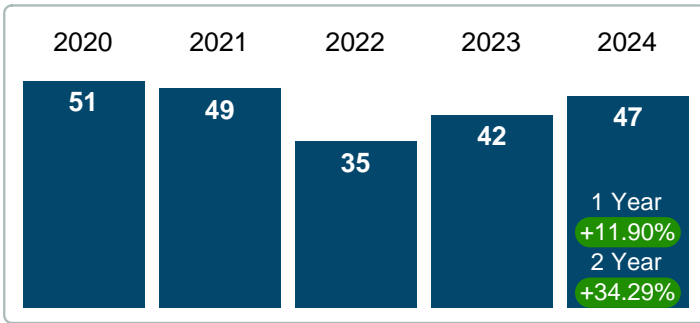
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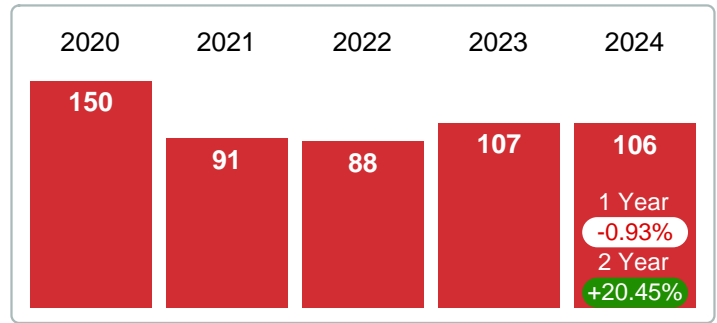
## NEW LISTINGS

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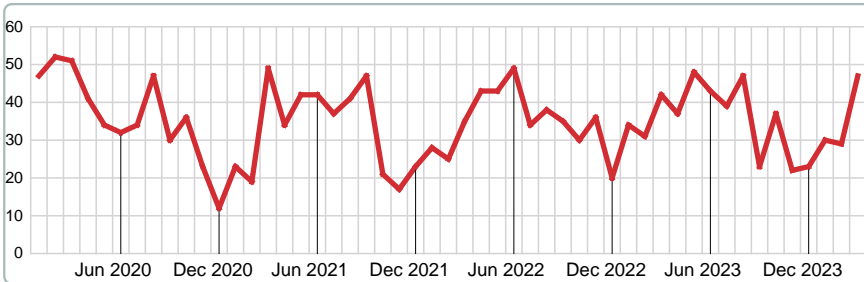
### MARCH



### YEAR TO DATE (YTD)

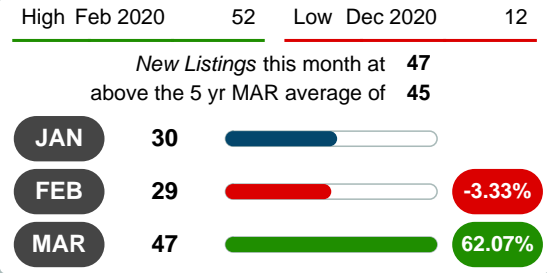


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 45



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	10.64%	1	4	0	0
\$100,001 - \$190,000	5	10.64%	3	2	0	0
\$190,001 - \$260,000	7	14.89%	1	5	1	0
\$260,001 - \$350,000	13	27.66%	2	10	1	0
\$350,001 - \$450,000	7	14.89%	0	5	2	0
\$450,001 - \$640,000	5	10.64%	0	2	3	0
\$640,001 and up	5	10.64%	0	3	1	1
<b>Total New Listed Units</b>	<b>47</b>		<b>7</b>	<b>31</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>16,863,100</b>	<b>100%</b>	<b>1.35M</b>	<b>10.98M</b>	<b>3.64M</b>	<b>899.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$192,257</b>	<b>\$354,065</b>	<b>\$455,288</b>	<b>\$899,000</b>

# March 2024



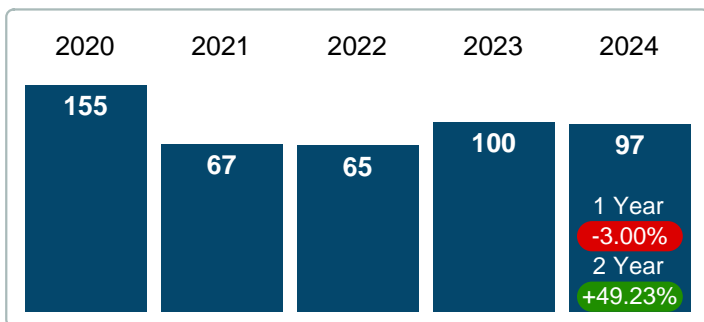
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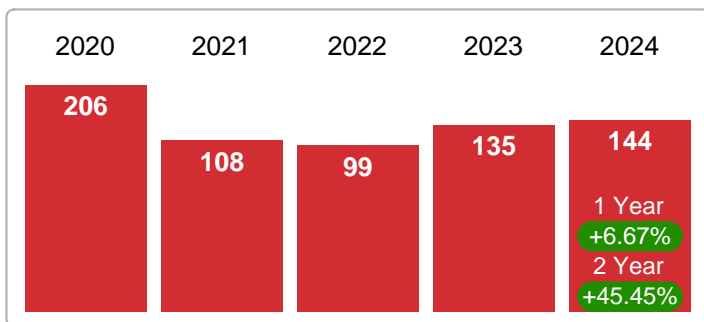
## ACTIVE INVENTORY

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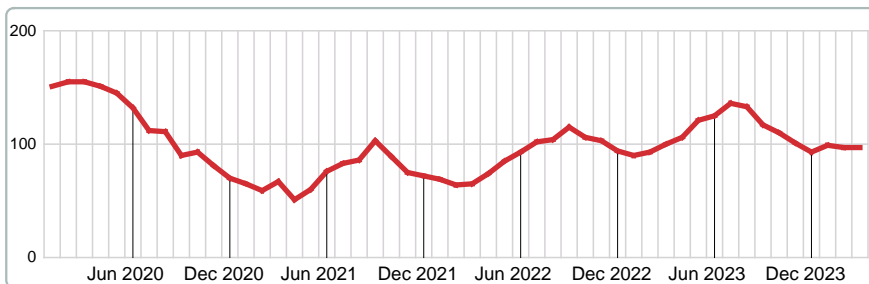
### END OF MARCH



### ACTIVE DURING MARCH

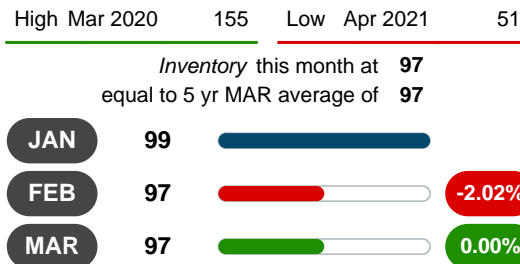


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 97



## 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	10	10.31%	52.8	5	5	0	0
\$100,001 - \$150,000	7	7.22%	92.6	4	3	0	0
\$150,001 - \$225,000	20	20.62%	93.0	5	12	3	0
\$225,001 - \$325,000	23	23.71%	70.0	5	15	3	0
\$325,001 - \$500,000	15	15.46%	67.5	1	9	4	1
\$500,001 - \$675,000	11	11.34%	47.6	0	5	5	1
\$675,001 and up	11	11.34%	127.9	0	3	6	2
<b>Total Active Inventory by Units</b>	<b>97</b>			<b>20</b>	<b>52</b>	<b>21</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>36,233,900</b>	<b>100%</b>	<b>78.2</b>	<b>3.42M</b>	<b>17.49M</b>	<b>12.56M</b>	<b>2.76M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$373,545</b>			<b>\$171,115</b>	<b>\$336,285</b>	<b>\$598,186</b>	<b>\$690,725</b>

# March 2024



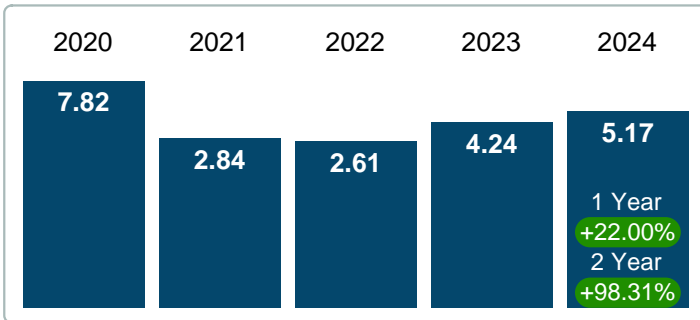
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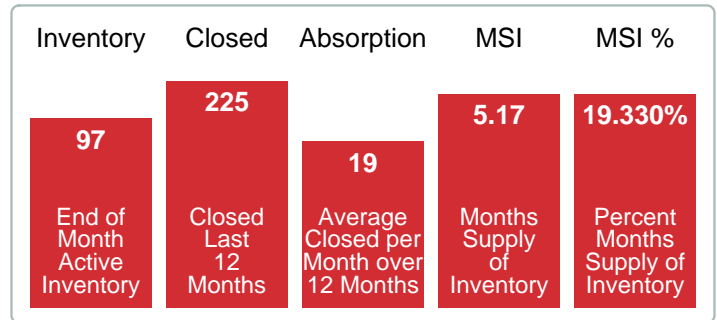
## MONTHS SUPPLY of INVENTORY (MSI)

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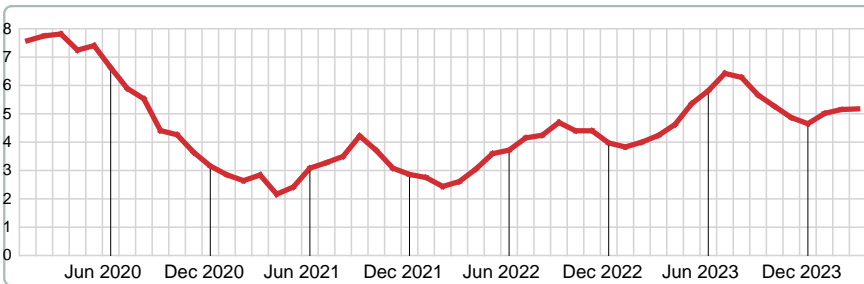
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024



### 5 YEAR MARKET ACTIVITY TRENDS

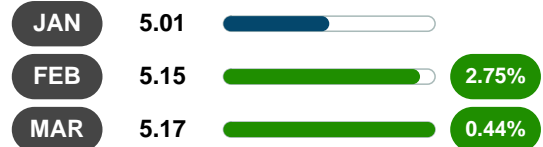


### 3 MONTHS

5 year MAR AVG = 4.54

High Mar 2020 7.82 Low Apr 2021 2.16

Months Supply this month at **5.17**  
above the 5 yr MAR average of **4.54**



### 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	10	10.31%	3.16	2.73	4.29	0.00	0.00
\$100,001 - \$150,000	7	7.22%	2.55	3.43	2.12	0.00	0.00
\$150,001 - \$225,000	20	20.62%	3.93	2.31	5.76	4.50	0.00
\$225,001 - \$325,000	23	23.71%	6.27	8.57	6.21	5.14	0.00
\$325,001 - \$500,000	15	15.46%	6.00	3.00	7.71	4.80	6.00
\$500,001 - \$675,000	11	11.34%	11.00	0.00	10.00	12.00	12.00
\$675,001 and up	11	11.34%	18.86	0.00	12.00	24.00	24.00
Market Supply of Inventory (MSI)			5.17	3.29	5.78	6.81	6.86
Total Active Inventory by Units		100%	5.17	20	52	21	4

# March 2024



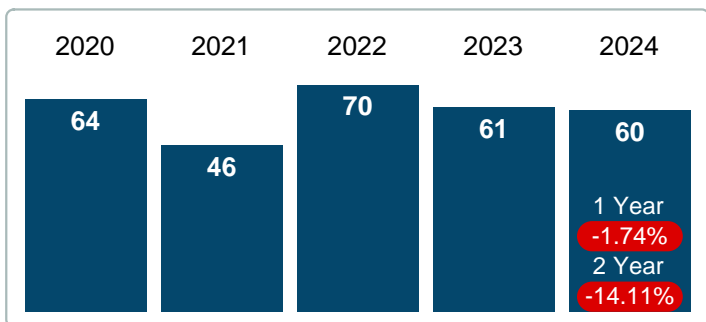
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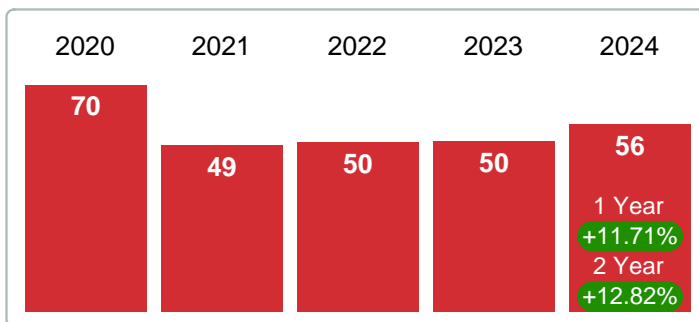
## AVERAGE DAYS ON MARKET TO SALE

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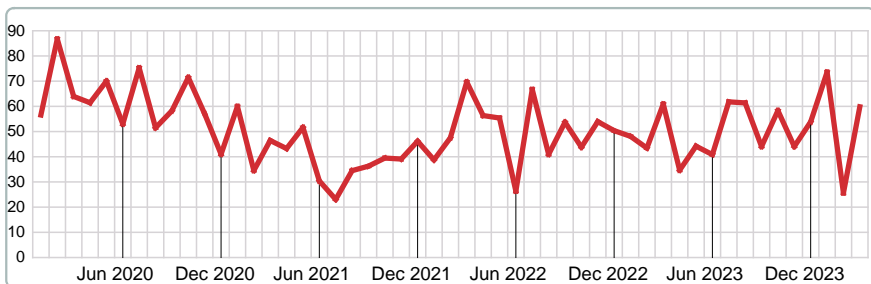
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 60

High Feb 2020 87 Low Jul 2021 23

Average Days on Market to Sale this month at 60 equal to 5 yr MAR average of 60



### 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	11.11%	19	34	3	0	0
\$50,001 - \$100,000	5.56%	52	52	0	0	0
\$100,001 - \$125,000	16.67%	54	0	54	0	0
\$125,001 - \$200,000	27.78%	96	100	0	145	35
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$375,000	27.78%	24	31	29	16	0
\$375,001 and up	11.11%	113	0	121	105	0
<b>Average Closed DOM</b>		<b>60</b>	<b>70</b>	<b>49</b>	<b>71</b>	<b>35</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>6</b>	<b>7</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,390,119</b>	<b>808.00K</b>	<b>1.35M</b>	<b>1.06M</b>	<b>173.00K</b>



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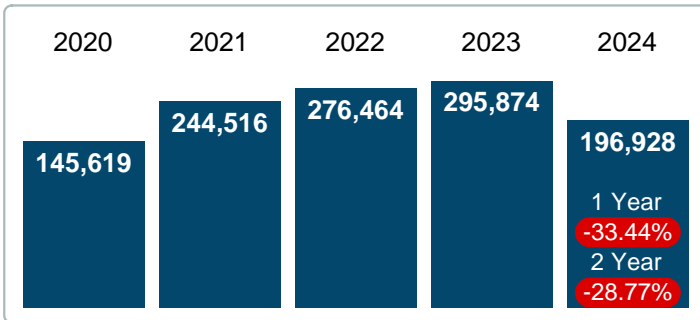
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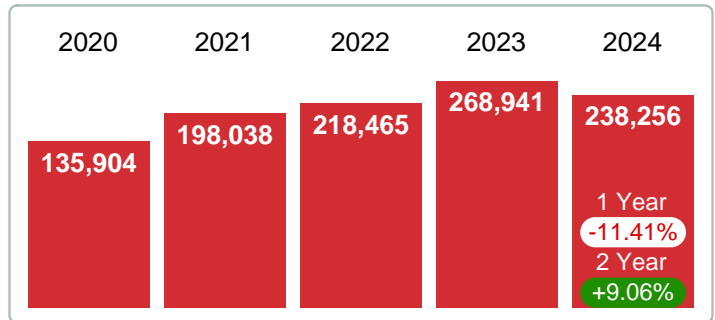
## AVERAGE LIST PRICE AT CLOSING

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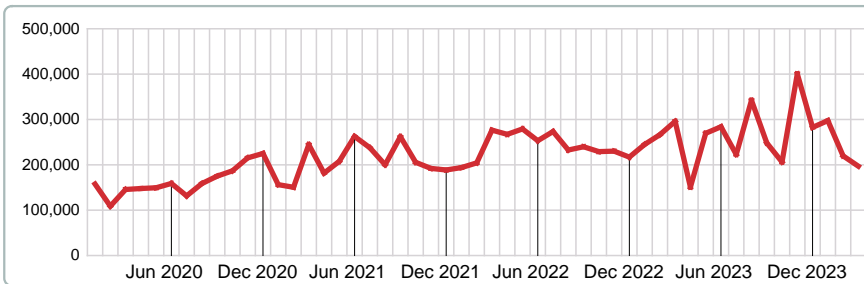
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

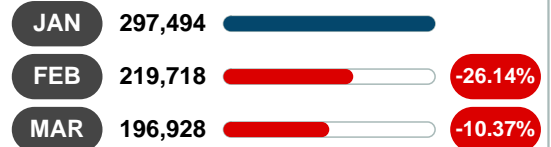


### 3 MONTHS

5 year MAR AVG = 231,880

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

Average List Price at Closing this month at **196,928**  
below the 5 yr MAR average of **231,880**



### 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	5.56%	5,000	5,000	52,000	0	0
\$50,001 - \$100,000	11.11%	76,000	124,000	0	0	0
\$100,001 - \$125,000	16.67%	119,300	0	126,600	0	0
\$125,001 - \$200,000	27.78%	176,160	178,300	0	200,000	100,000
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$375,000	27.78%	244,000	219,000	237,500	263,000	0
\$375,001 and up	11.11%	464,500	0	530,000	399,000	0
<b>Average List Price</b>		<b>196,928</b>	<b>147,150</b>	<b>205,257</b>	<b>281,250</b>	<b>100,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>196,928</b>	<b>6</b>	<b>7</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,544,700</b>	<b>882.90K</b>	<b>1.44M</b>	<b>1.13M</b>	<b>100.00K</b>



# March 2024



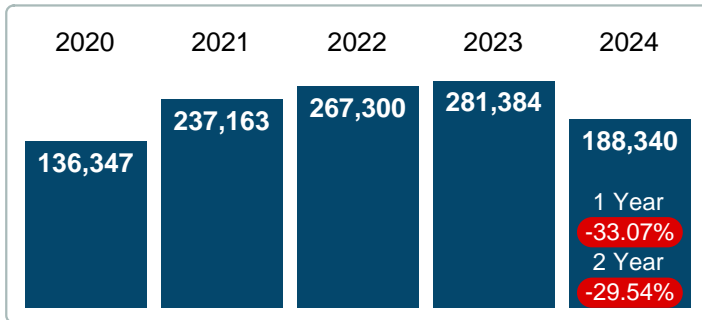
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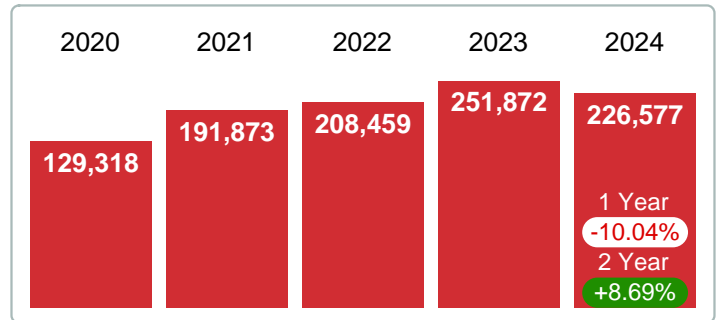
## AVERAGE SOLD PRICE AT CLOSING

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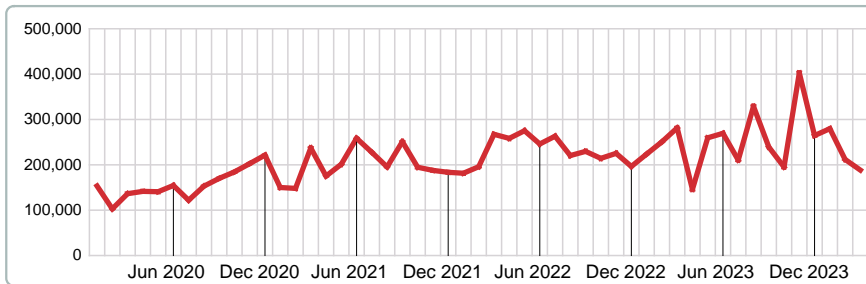
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

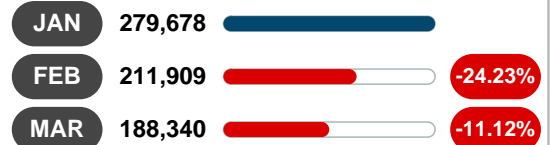


### 3 MONTHS

5 year MAR AVG = 222,107

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

Average Sold Price at Closing this month at **188,340**  
below the 5 yr MAR average of **222,107**



### 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	11.11%	44,500	39,000	50,000	0	0
\$50,001 - \$100,000	5.56%	75,000	75,000	0	0	0
\$100,001 - \$125,000	16.67%	116,333	0	116,333	0	0
\$125,001 - \$200,000	27.78%	162,600	158,333	0	165,000	173,000
\$200,001 - \$200,000	0.00%	0	0	0	0	0
\$200,001 - \$375,000	27.78%	235,824	219,000	227,500	252,560	0
\$375,001 and up	11.11%	442,500	0	500,000	385,000	0
<b>Average Sold Price</b>		<b>188,340</b>	<b>134,667</b>	<b>193,429</b>	<b>263,780</b>	<b>173,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,340</b>	<b>6</b>	<b>7</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,390,119</b>	<b>808.00K</b>	<b>1.35M</b>	<b>1.06M</b>	<b>173.00K</b>

# March 2024



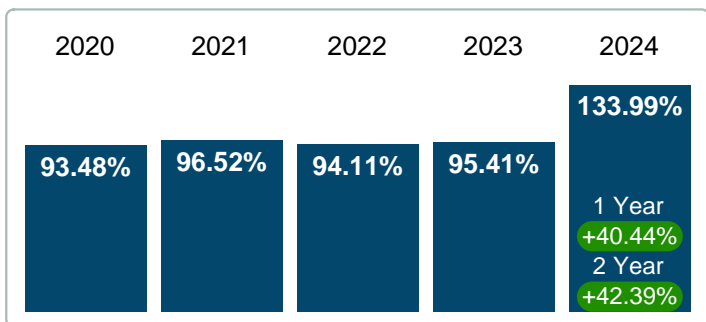
Area Delimited by County Of McIntosh - Residential Property Type



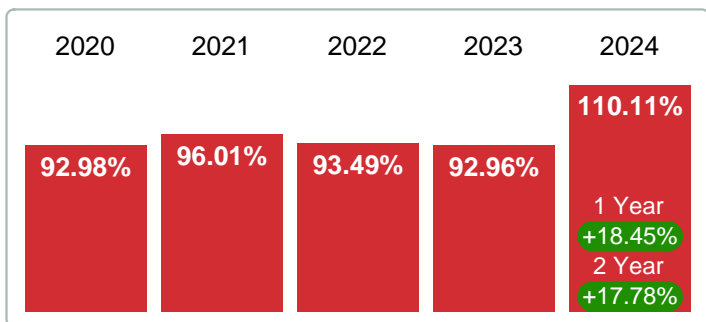
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

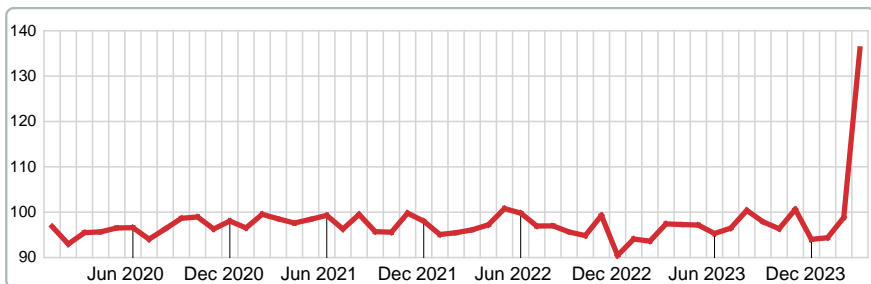
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

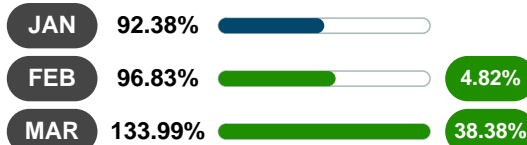


### 3 MONTHS

5 year MAR AVG = 102.70%

High Mar 2024 133.99% Low Dec 2022 88.47%

Average Sold/List Ratio this month at **133.99%** above the 5 yr MAR average of **102.70%**



### 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	2	11.11%	438.08%	780.00%	96.15%	0.00%	0.00%
\$50,001 - \$100,000	1	5.56%	60.48%	60.48%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	3	16.67%	92.77%	0.00%	92.77%	0.00%	0.00%
\$125,001 - \$200,000	5	27.78%	104.28%	88.63%	0.00%	82.50%	173.00%
\$200,001 - \$200,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$200,001 - \$375,000	5	27.78%	96.94%	100.00%	95.72%	96.64%	0.00%
\$375,001 and up	2	11.11%	95.42%	0.00%	94.34%	96.49%	0.00%
Average Sold/List Ratio		134.00%		201.06%	94.32%	93.07%	173.00%
Total Closed Units		18	100%	6	7	4	1
Total Closed Volume		3,390,119		808.00K	1.35M	1.06M	173.00K

# March 2024



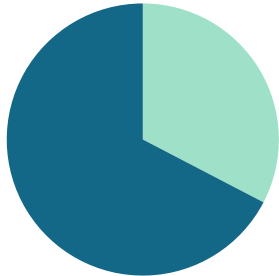
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

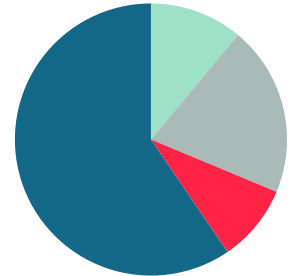


**Inventory**  
 New Listings  
**47 = 32.64%**  
 Start Inventory  
**97**  
 Total Inventory Units  
**144**  
 Volume  
**\$50,969,200**

### Market Activity

Closed Sales  
**18 = 11.04%**  
 Pending Sales  
**33 = 20.25%**  
 Other Off Market  
**15 = 9.20%**  
 Active Inventory  
**97 = 59.51%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	19	18	-5.26%	60	45	-25.00%
Pending Sales	19	33	73.68%	55	61	10.91%
New Listings	42	47	11.90%	107	106	-0.93%
Average List Price	295,874	196,928	-33.44%	268,941	238,256	-11.41%
Average Sale Price	281,384	188,340	-33.07%	251,872	226,577	-10.04%
Average Percent of Selling Price to List Price	95.41%	133.99%	40.44%	92.96%	110.11%	18.45%
Average Days on Market to Sale	60.89	59.83	-1.74%	50.45	56.36	11.71%
Monthly Inventory	100	97	-3.00%	100	97	-3.00%
Months Supply of Inventory	4.24	5.17	22.00%	4.24	5.17	22.00%

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

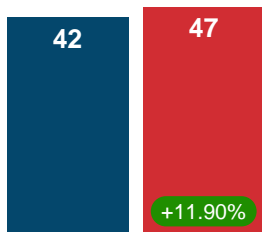
**Inventory** on March 31, 2024 = **97**

**2023** **2024**

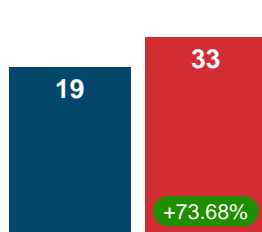
### MARCH MARKET

### AVERAGE PRICES

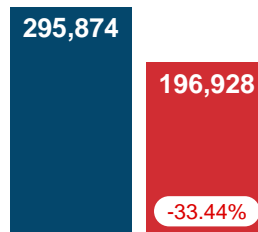
#### New Listings



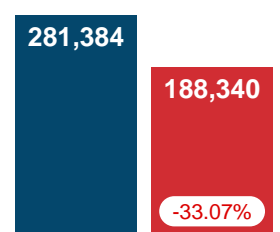
#### Pending Listings



#### List Price



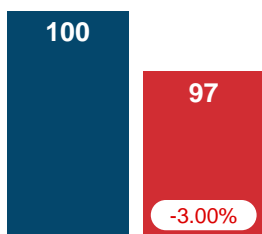
#### Sale Price



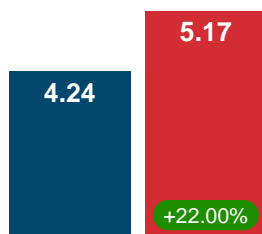
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

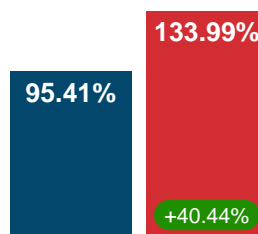
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

