

March 2024



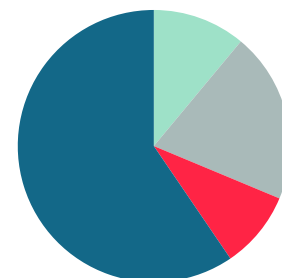
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	255,000	184,950	-27.47%
Median Sale Price	225,000	169,000	-24.89%
Median Percent of Selling Price to List Price	98.17%	95.21%	-3.01%
Median Days on Market to Sale	45.00	34.50	-23.33%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.89%** in March 2024 to \$169,000 versus the previous year at \$225,000.

Median Days on Market Shortens

The median number of **34.50** days that homes spent on the market before selling decreased by 10.50 days or **23.33%** in March 2024 compared to last year's same month at **45.00** DOM.

Sales Success for March 2024 is Positive

Overall, with Median 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.

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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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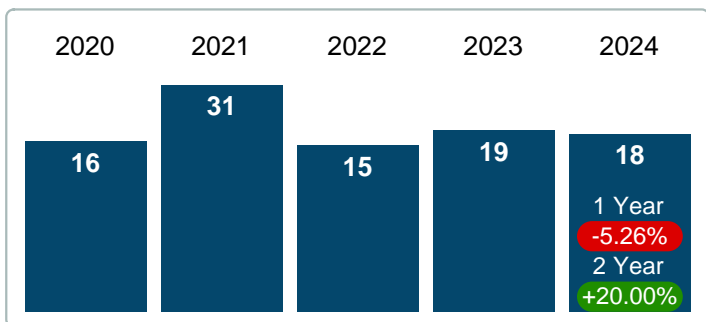
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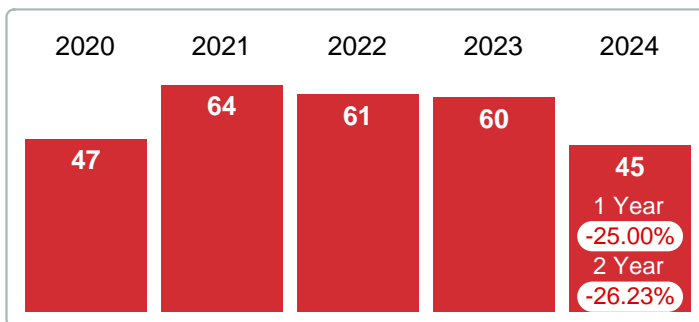
CLOSED LISTINGS

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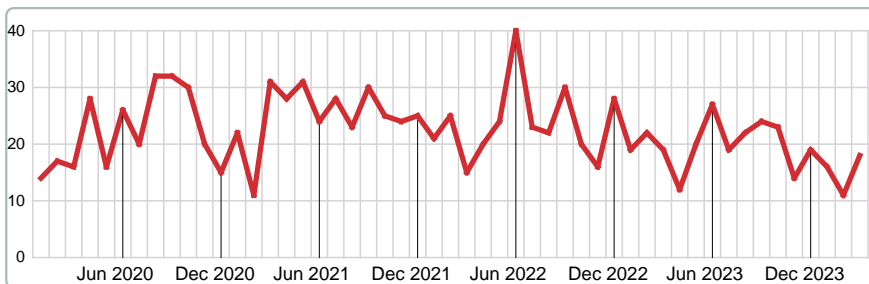
MARCH



YEAR TO DATE (YTD)

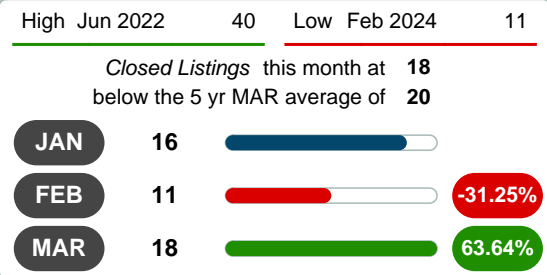


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	70.0	0	3	0	0
\$125,001 - \$200,000	5	27.78%	139.0	3	0	1	1
\$200,001 - \$200,000	0	0.00%	139.0	0	0	0	0
\$200,001 - \$375,000	5	27.78%	28.0	1	2	2	0
\$375,001 and up	2	11.11%	113.0	0	1	1	0
Total Closed Units	18			6	7	4	1
Total Closed Volume	3,390,119	100%	34.5	808.00K	1.35M	1.06M	173.00K
Median Closed Price	\$169,000			\$150,000	\$120,000	\$252,560	\$173,000

March 2024



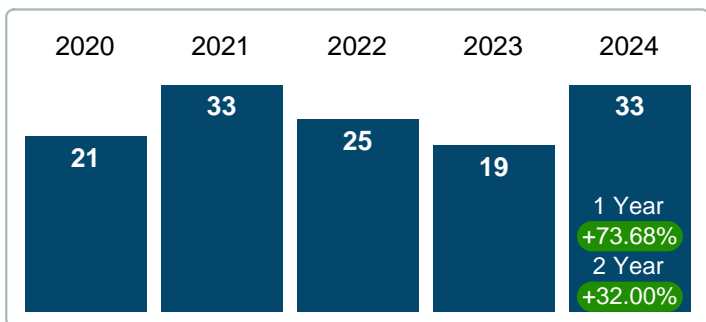
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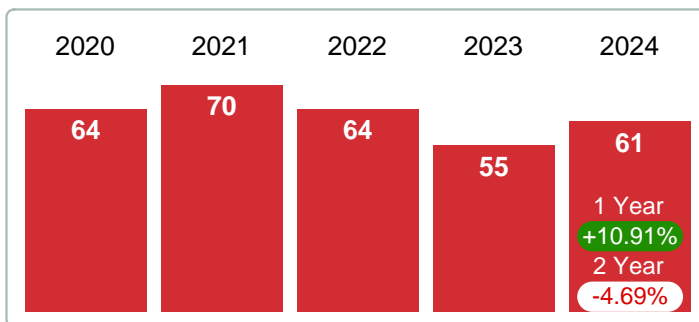
PENDING LISTINGS

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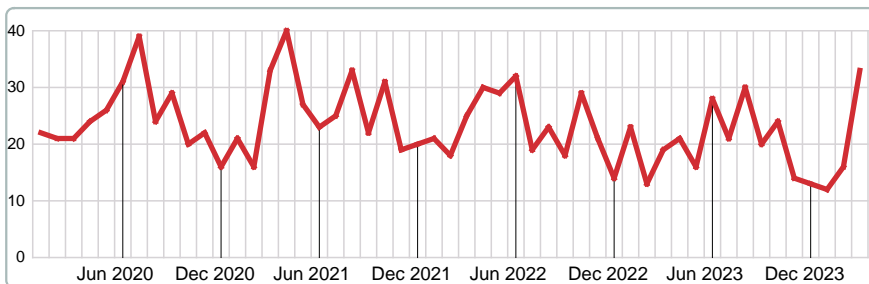
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

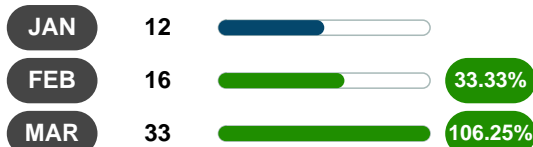


3 MONTHS

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	38.0	5	2	0	0
\$175,001 - \$175,000	0	0.00%	38.0	0	0	0	0
\$175,001 - \$325,000	12	36.36%	12.0	1	10	1	0
\$325,001 - \$400,000	5	15.15%	7.0	0	4	1	0
\$400,001 - \$525,000	4	12.12%	9.5	0	3	1	0
\$525,001 and up	3	9.09%	11.0	0	2	1	0
Total Pending Units	33			7	22	4	0
Total Pending Volume	10,005,800	100%	11.0	1.00M	7.17M	1.83M	0.00B
Median Listing Price	\$275,000			\$135,000	\$300,000	\$417,500	\$0

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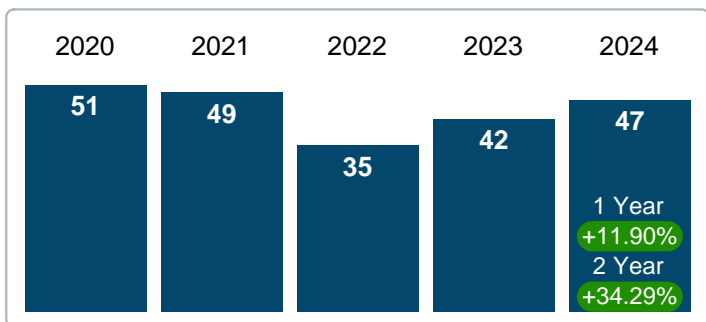
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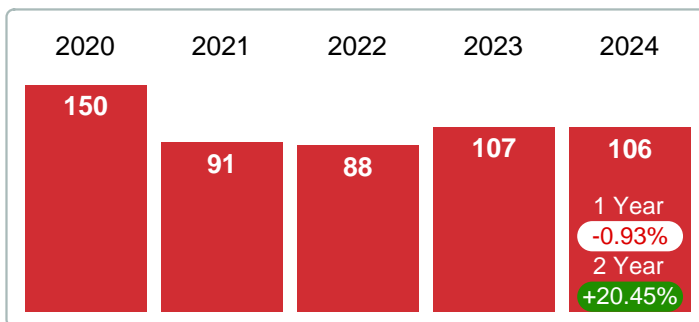
NEW LISTINGS

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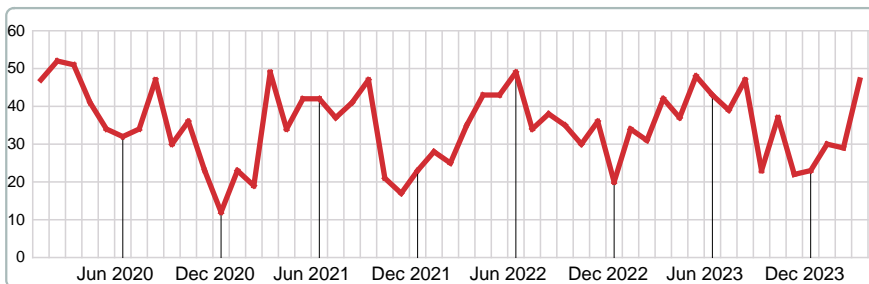
MARCH



YEAR TO DATE (YTD)

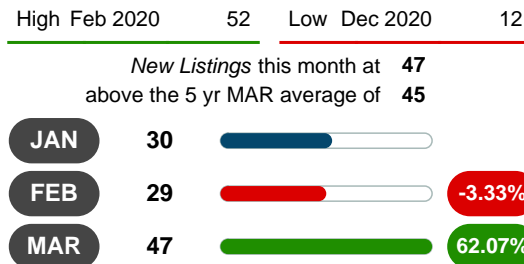


5 YEAR MARKET ACTIVITY TRENDS



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 - \$175,000	4	8.51%	3	1	0	0
\$175,001 - \$250,000	6	12.77%	1	4	1	0
\$250,001 - \$350,000	15	31.91%	2	12	1	0
\$350,001 - \$450,000	7	14.89%	0	5	2	0
\$450,001 - \$625,000	5	10.64%	0	2	3	0
\$625,001 and up	5	10.64%	0	3	1	1
Total New Listed Units	47		7	31	8	1
Total New Listed Volume	16,863,100	100%	1.35M	10.98M	3.64M	899.00K
Median New Listed Listing Price	\$295,000		\$159,900	\$285,000	\$474,500	\$899,000

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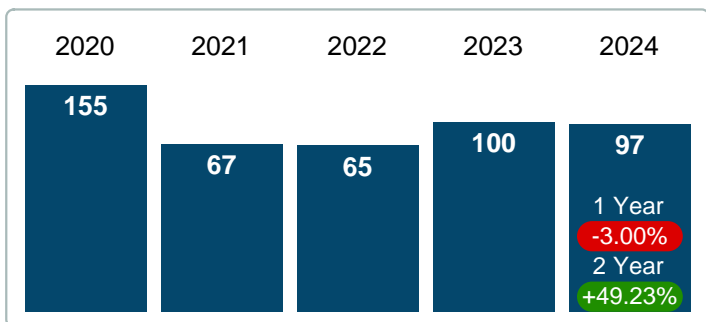
Area Delimited by County Of McIntosh - Residential Property Type



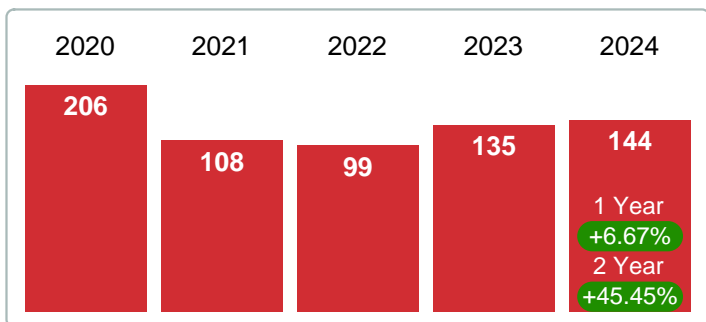
ACTIVE INVENTORY

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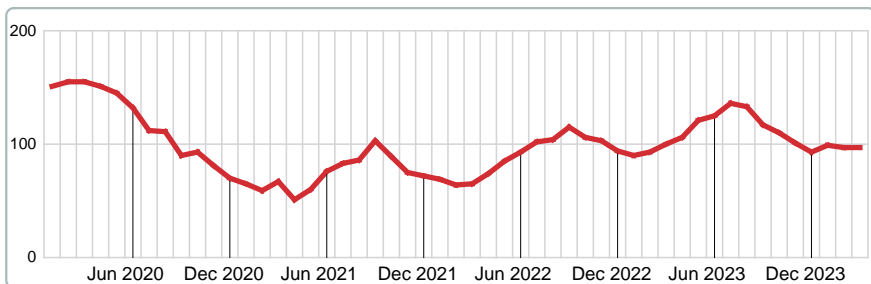
END OF MARCH



ACTIVE DURING MARCH

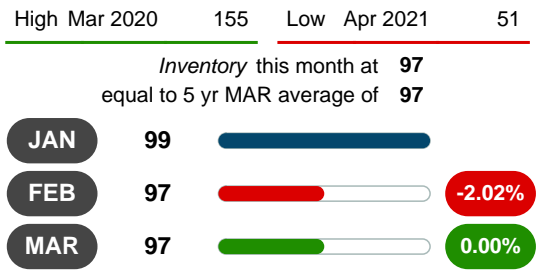


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$100,000 and less	10	10.31%	37.0	5	5	0	0	
\$100,001 - \$150,000	7	7.22%	90.0	4	3	0	0	
\$150,001 - \$225,000	20	20.62%	76.0	5	12	3	0	
\$225,001 - \$325,000	23	23.71%	55.0	5	15	3	0	
\$325,001 - \$500,000	15	15.46%	38.0	1	9	4	1	
\$500,001 - \$675,000	11	11.34%	37.0	0	5	5	1	
\$675,001 and up	11	11.34%	114.0	0	3	6	2	
Total Active Inventory by Units		97		20	52	21	4	
Total Active Inventory by Volume		36,233,900	100%	55.0	3.42M	17.49M	12.56M	2.76M
Median Active Inventory Listing Price		\$275,000			\$168,700	\$262,000	\$515,000	\$682,500

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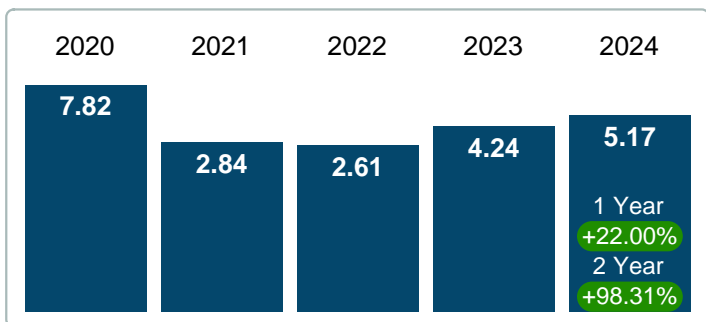
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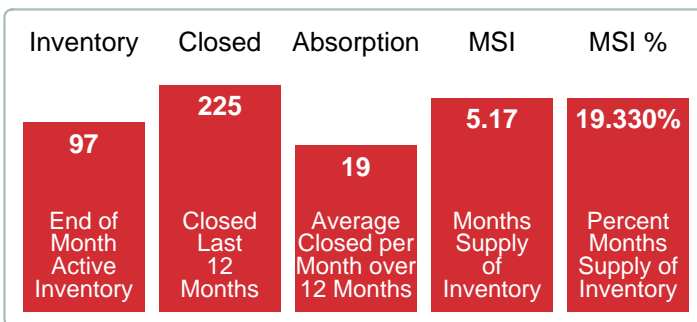
MONTHS SUPPLY of INVENTORY (MSI)

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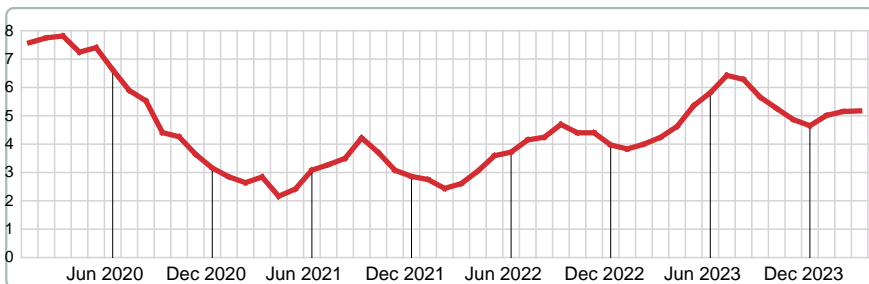
MSI FOR MARCH



INDICATORS FOR MARCH 2024

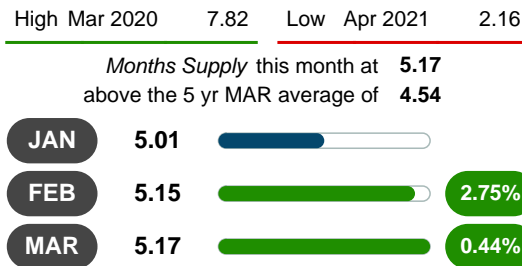


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.54



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

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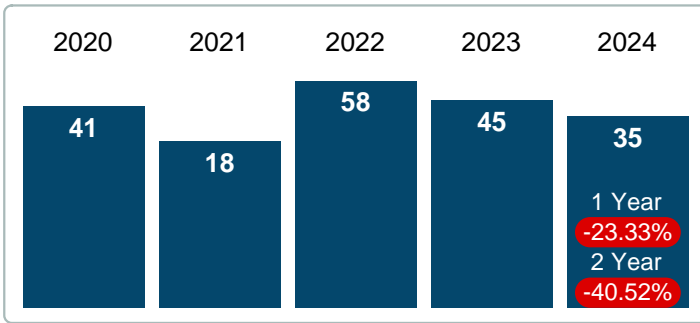
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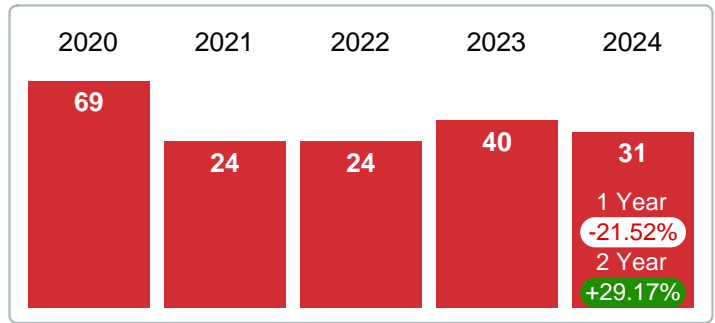
MEDIAN DAYS ON MARKET TO SALE

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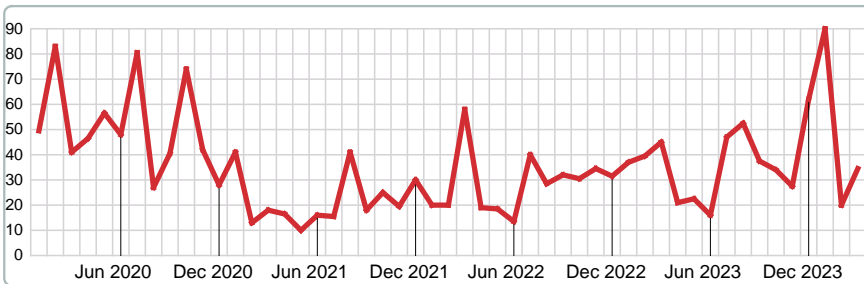
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 39

High Jan 2024 90 Low May 2021 10

Median Days on Market to Sale this month at 35 below the 5 yr MAR average of 39



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	11.11%	19	34	3	0	0
\$50,001 - \$100,000	1	5.56%	52	52	0	0	0
\$100,001 - \$125,000	3	16.67%	70	0	70	0	0
\$125,001 - \$200,000	5	27.78%	139	139	0	145	35
\$200,001 - \$200,000	0	0.00%	139	0	0	0	0
\$200,001 - \$375,000	5	27.78%	28	31	29	16	0
\$375,001 and up	2	11.11%	113	0	121	105	0
Median Closed DOM			35	43	29	62	35
Total Closed Units		100%	34.5	6	7	4	1
Total Closed Volume			3,390,119	808.00K	1.35M	1.06M	173.00K

March 2024



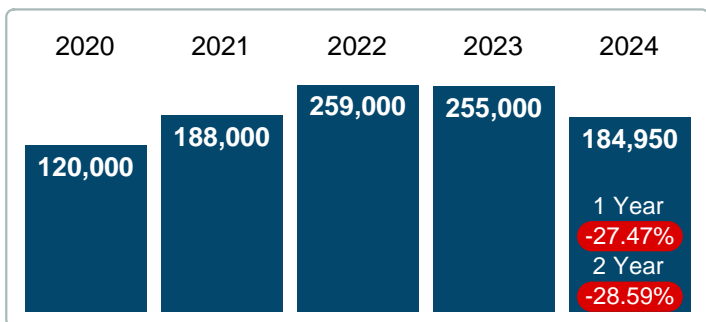
Area Delimited by County Of McIntosh - Residential Property Type



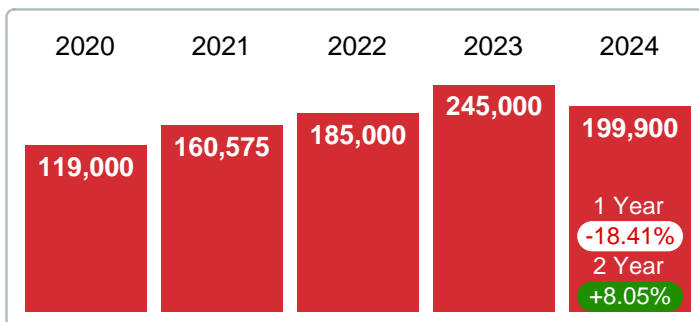
MEDIAN LIST PRICE AT CLOSING

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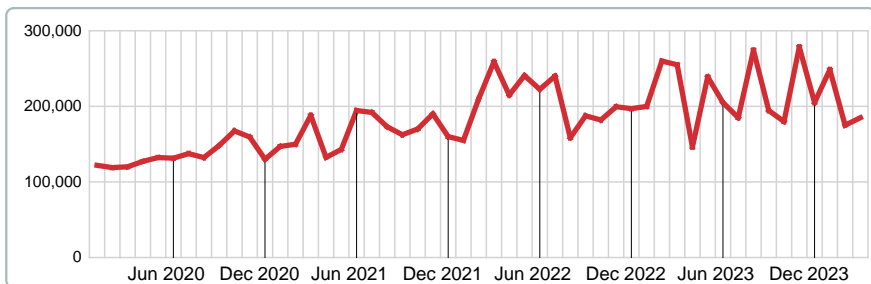
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 201,390

High Nov 2023 278,500 Low Feb 2020 119,000

Median List Price at Closing this month at **184,950**
below the 5 yr MAR average of **201,390**

- JAN: 248,500
- FEB: 175,000 (-29.58%)
- MAR: 184,950 (5.69%)

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5.56%	5,000	5,000	0	0	0
\$50,001 - \$100,000	11.11%	76,000	0	52,000	0	100,000
\$100,001 - \$125,000	16.67%	124,000	124,000	116,950	0	0
\$125,001 - \$200,000	27.78%	180,000	180,000	145,900	200,000	0
\$200,001 - \$200,000	0.00%	180,000	0	0	0	0
\$200,001 - \$375,000	27.78%	230,000	219,000	237,500	263,000	0
\$375,001 and up	11.11%	464,500	0	530,000	399,000	0
Median List Price		184,950	172,500	145,900	263,000	100,000
Total Closed Units	100%	184,950	6	7	4	1
Total Closed Volume		3,544,700	882.90K	1.44M	1.13M	100.00K

March 2024



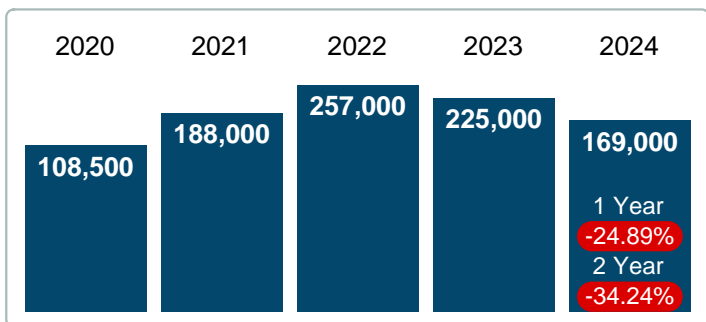
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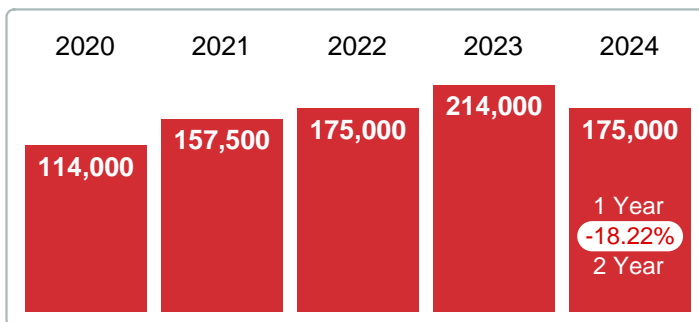
MEDIAN SOLD PRICE AT CLOSING

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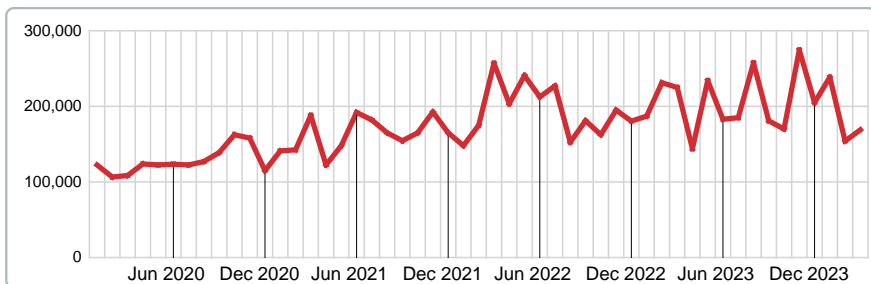
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

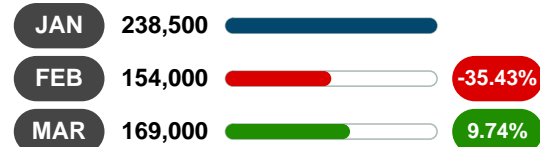


3 MONTHS

5 year MAR AVG = 189,500

High Nov 2023 274,500 Low Feb 2020 106,500

Median Sold Price at Closing this month at 169,000 below the 5 yr MAR average of 189,500



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M 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%	120,000	0	120,000	0	0
\$125,001 - \$200,000	27.78%	165,000	160,000	0	165,000	173,000
\$200,001 - \$200,000	0.00%	165,000	0	0	0	0
\$200,001 - \$375,000	27.78%	219,000	219,000	227,500	252,560	0
\$375,001 and up	11.11%	442,500	0	500,000	385,000	0
Median Sold Price		169,000	150,000	120,000	252,560	173,000
Total Closed Units	100%	18	6	7	4	1
Total Closed Volume		3,390,119	808.00K	1.35M	1.06M	173.00K

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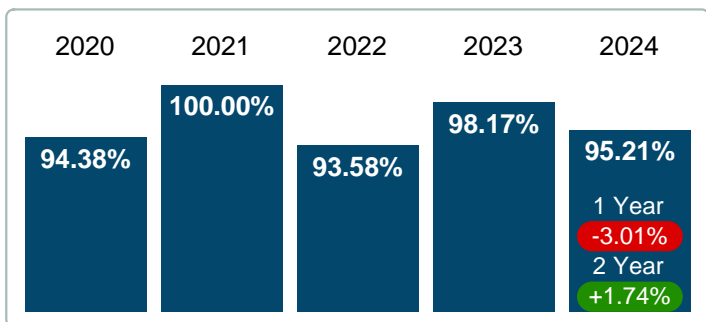
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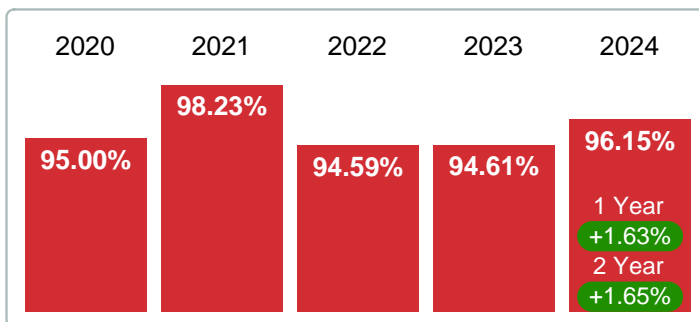
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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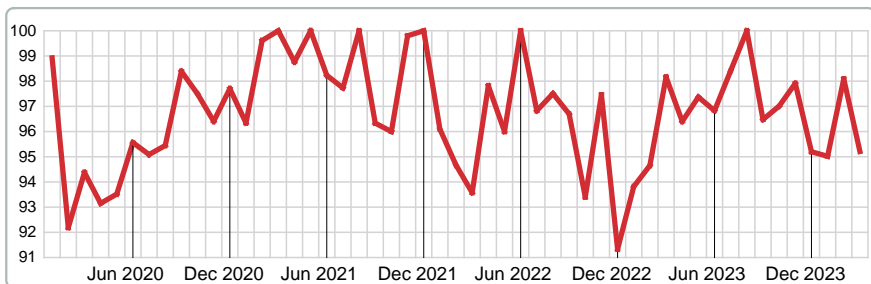
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

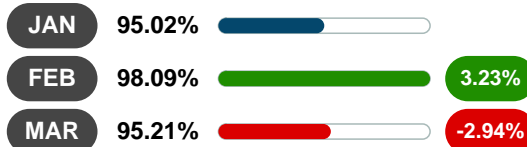


3 MONTHS

5 year MAR AVG = 96.26%

High Aug 2023 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **95.21%**
below the 5 yr MAR average of **96.26%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	96.08%	0.00%	96.08%	0.00%	0.00%	
\$125,001 - \$200,000	5	27.78%	88.89%	88.89%	0.00%	82.50%	173.00%	
\$200,001 - \$200,000	0	0.00%	88.89%	0.00%	0.00%	0.00%	0.00%	
\$200,001 - \$375,000	5	27.78%	97.96%	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%	
Median Sold/List Ratio		95.21%		90.52%	96.08%	94.89%	173.00%	
Total Closed Units		18	100%	95.21%	6	7	4	1
Total Closed Volume		3,390,119			808.00K	1.35M	1.06M	173.00K

March 2024



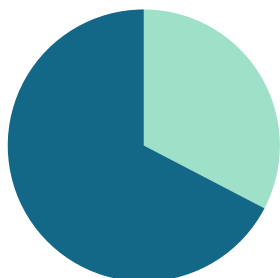
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

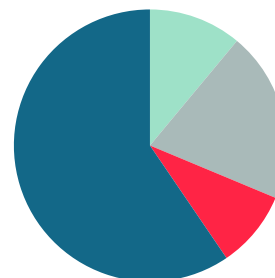


Inventory
 New Listings
47 = 32.64%
 Start Inventory
97
 Total Inventory Units
144
 Volume
\$50,969,200

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%
Median List Price	255,000	184,950	-27.47%	245,000	199,900	-18.41%
Median Sale Price	225,000	169,000	-24.89%	214,000	175,000	-18.22%
Median Percent of Selling Price to List Price	98.17%	95.21%	-3.01%	94.61%	96.15%	1.63%
Median Days on Market to Sale	45.00	34.50	-23.33%	39.50	31.00	-21.52%
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

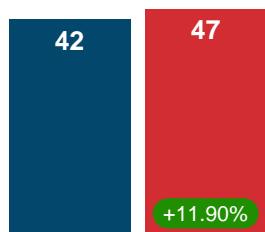
Inventory on March 31, 2024 = **97**

2023 **2024**

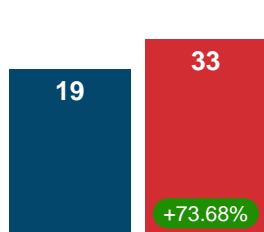
MARCH MARKET

MEDIAN PRICES

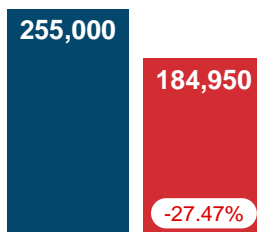
New Listings



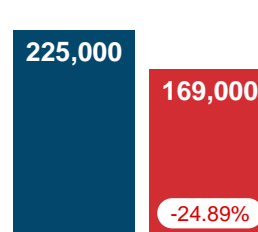
Pending Listings



List Price



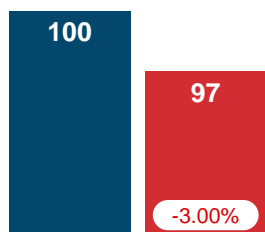
Sale Price



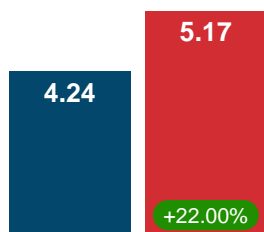
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

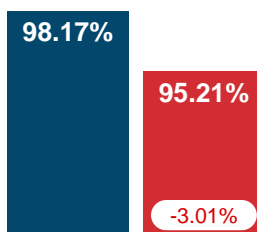
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

