

# December 2022



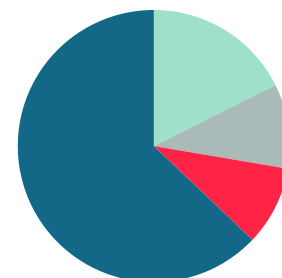
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	25	28	12.00%
Pending Listings	20	16	-20.00%
New Listings	23	20	-13.04%
Median List Price	159,900	197,000	23.20%
Median Sale Price	165,000	180,500	9.39%
Median Percent of Selling Price to List Price	100.00%	91.33%	-8.67%
Median Days on Market to Sale	30.00	31.50	5.00%
End of Month Inventory	113	100	-11.50%
Months Supply of Inventory	4.49	4.23	-5.90%



■ Closed (17.61%)  
■ Pending (10.06%)  
■ Other OffMarket (9.43%)  
■ Active (62.89%)

**Absorption:** Last 12 months, an Average of **24** Sales/Month  
**Active Inventory** as of December 31, 2022 = **100**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 decreased **11.50%** to 100 existing homes available for sale. Over the last 12 months this area has had an average of 24 closed sales per month. This represents an unsold inventory index of **4.23** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **9.39%** in December 2022 to \$180,500 versus the previous year at \$165,000.

#### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 1.50 days or **5.00%** in December 2022 compared to last year's same month at **30.00** DOM.

#### Sales Success for December 2022 is Positive

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

There were 20 New Listings in December 2022, down **13.04%** from last year at 23. Furthermore, there were 28 Closed Listings this month versus last year at 25, a **12.00%** increase.

Closed versus Listed trends yielded a **140.0%** ratio, up from previous year's, December 2021, at **108.7%**, a **28.80%** upswing. This will certainly create pressure on a decreasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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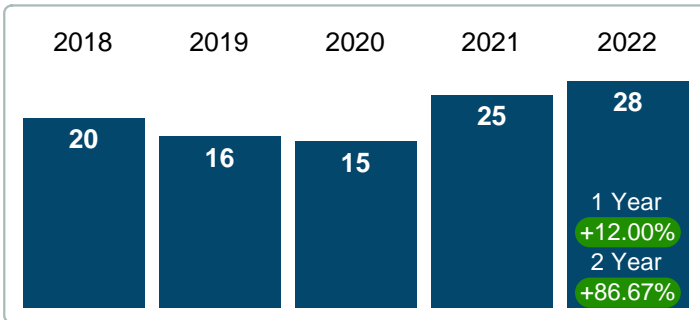
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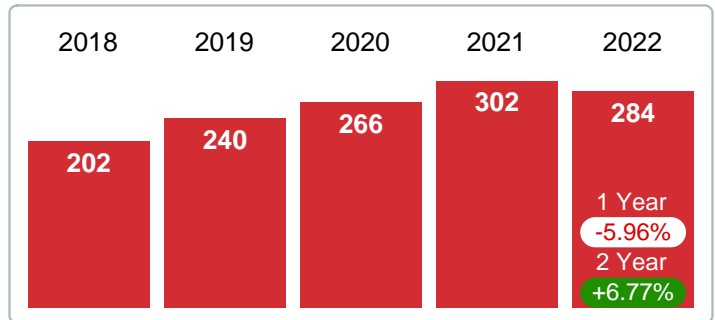
## CLOSED LISTINGS

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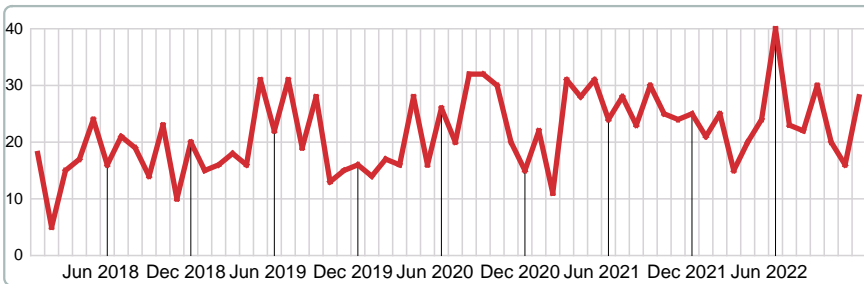
### DECEMBER



### YEAR TO DATE (YTD)

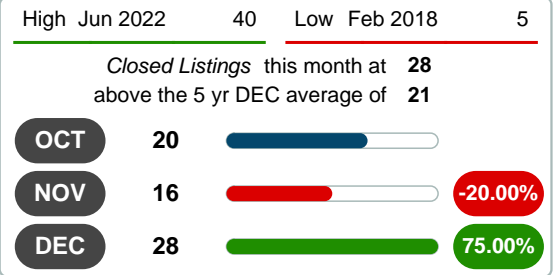


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 21



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	6	21.43%	36.5	4	2	0	0
\$75,001-\$125,000	2	7.14%	11.5	1	1	0	0
\$125,001-\$200,000	8	28.57%	29.5	6	2	0	0
\$200,001-\$275,000	5	17.86%	22.0	2	1	1	1
\$275,001-\$400,000	4	14.29%	51.5	0	2	2	0
\$400,001 and up	3	10.71%	62.0	0	1	1	1
<b>Total Closed Units</b>	<b>28</b>			<b>13</b>	<b>9</b>	<b>4</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>5,500,600</b>	<b>100%</b>	<b>31.5</b>	<b>1.56M</b>	<b>1.81M</b>	<b>1.51M</b>	<b>627.00K</b>
<b>Median Closed Price</b>	<b>\$180,500</b>			<b>\$130,000</b>	<b>\$189,500</b>	<b>\$310,000</b>	<b>\$313,500</b>

# December 2022



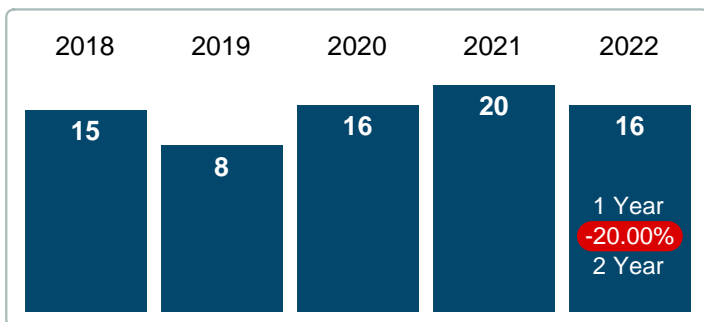
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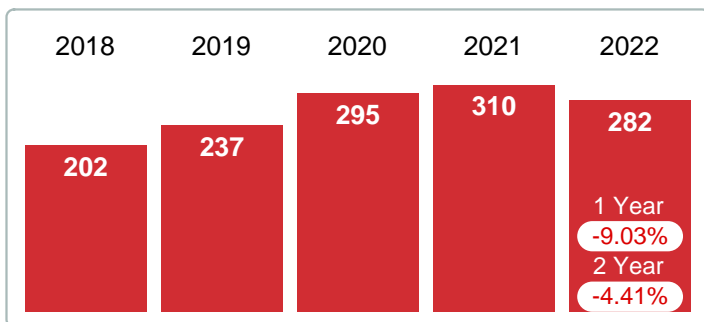
## PENDING LISTINGS

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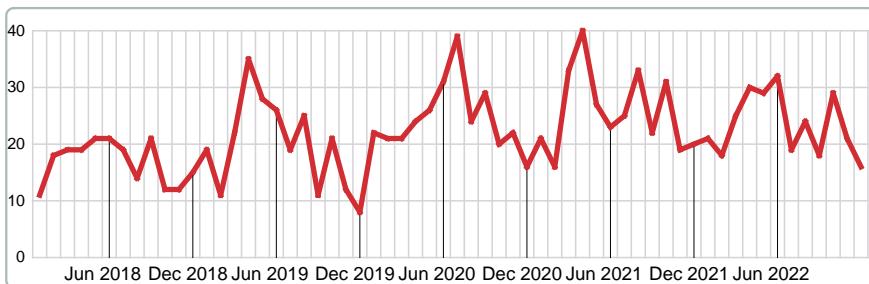
### DECEMBER



### YEAR TO DATE (YTD)

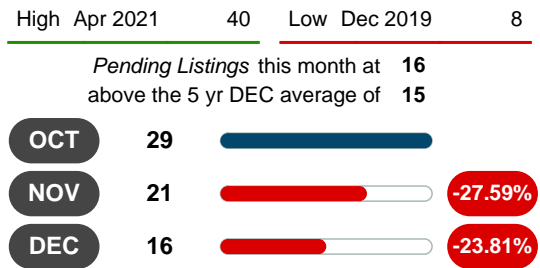


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 15



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	62.0	0	0	0	0
\$50,001 - \$75,000	3	18.75%	179.0	2	1	0	0
\$75,001 - \$175,000	2	12.50%	19.5	1	1	0	0
\$175,001 - \$400,000	5	31.25%	40.0	0	4	0	1
\$400,001 - \$450,000	2	12.50%	83.0	0	1	0	1
\$450,001 - \$750,000	3	18.75%	40.0	0	0	2	1
\$750,001 and up	1	6.25%	137.0	0	0	0	1
<b>Total Pending Units</b>	<b>16</b>			<b>3</b>	<b>7</b>	<b>2</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>5,103,155</b>	<b>100%</b>	<b>55.5</b>	<b>220.56K</b>	<b>1.71M</b>	<b>944.00K</b>	<b>2.22M</b>
<b>Median Listing Price</b>	<b>\$276,950</b>			<b>\$75,000</b>	<b>\$199,900</b>	<b>\$472,000</b>	<b>\$590,000</b>

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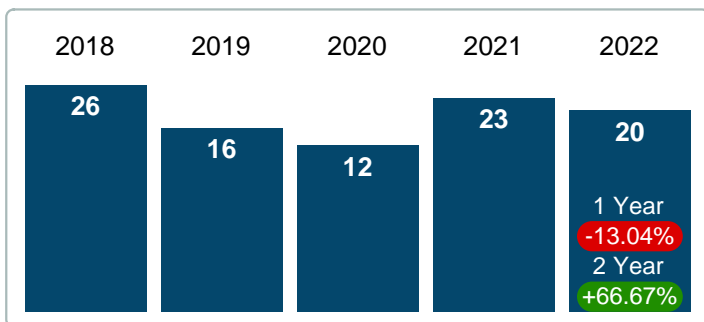
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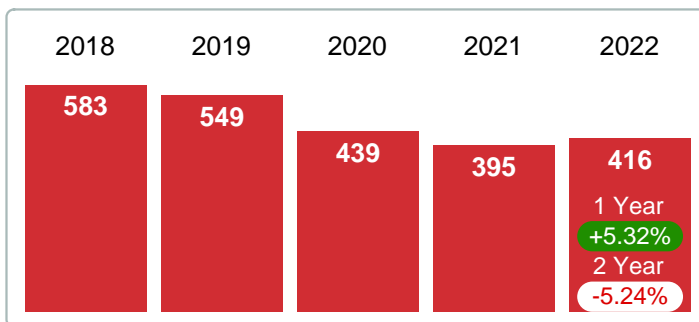
## NEW LISTINGS

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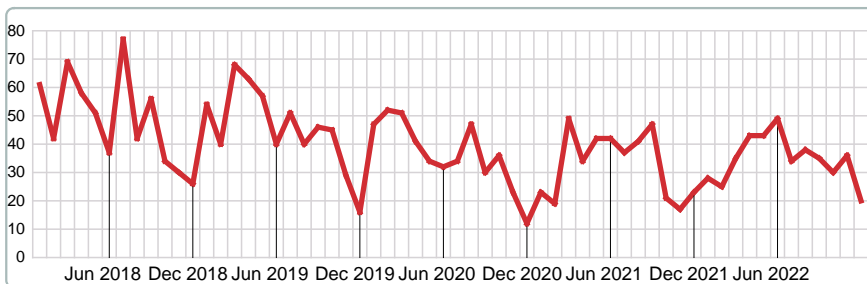
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 19

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 20  
above the 5 yr DEC average of 19



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	10.00%	1	1	0	0
\$75,001 - \$125,000	2	10.00%	1	1	0	0
\$125,001 - \$175,000	2	10.00%	0	1	1	0
\$175,001 - \$375,000	7	35.00%	1	5	1	0
\$375,001 - \$425,000	2	10.00%	1	0	1	0
\$425,001 - \$500,000	4	20.00%	1	1	2	0
\$500,001 and up	1	5.00%	0	1	0	0
<b>Total New Listed Units</b>	<b>20</b>		<b>5</b>	<b>10</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>6,423,355</b>	<b>100%</b>	<b>1.24M</b>	<b>3.52M</b>	<b>1.66M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$278,000</b>		<b>\$200,000</b>	<b>\$278,000</b>	<b>\$419,900</b>	<b>\$0</b>

# December 2022



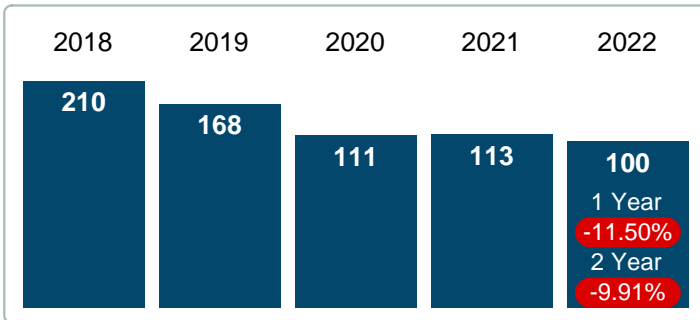
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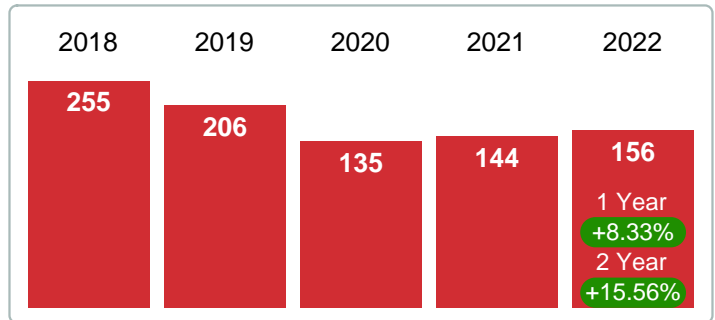
## ACTIVE INVENTORY

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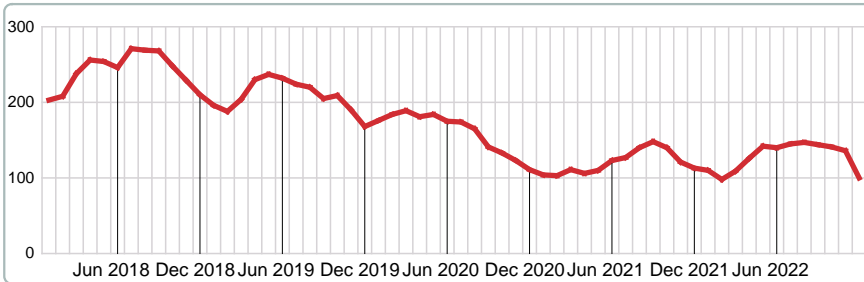
### END OF DECEMBER



### ACTIVE DURING DECEMBER

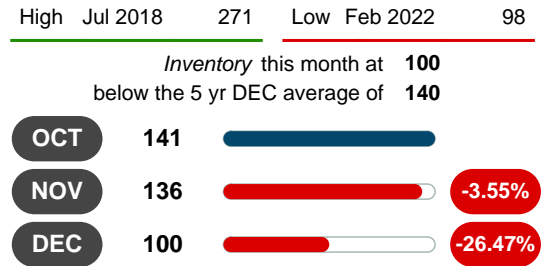


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 140



### 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	10.00%	54.5	5	5	0	0	
\$100,001 - \$125,000	8	8.00%	104.0	4	4	0	0	
\$125,001 - \$200,000	16	16.00%	80.5	3	10	3	0	
\$200,001 - \$325,000	30	30.00%	75.5	6	18	5	1	
\$325,001 - \$450,000	15	15.00%	66.0	2	7	4	2	
\$450,001 - \$625,000	12	12.00%	81.0	1	6	4	1	
\$625,001 and up	9	9.00%	68.0	2	3	2	2	
Total Active Inventory by Units		100		23	53	18	6	
Total Active Inventory by Volume		37,574,212	100%	72.0	8.77M	16.18M	9.29M	3.33M
Median Active Inventory Listing Price		\$269,500			\$200,000	\$265,000	\$380,000	\$504,500

# December 2022



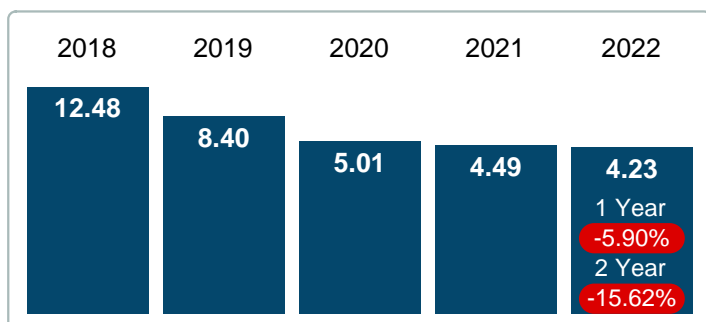
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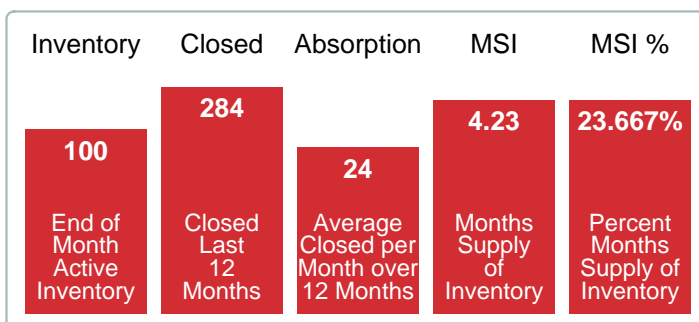
## MONTHS SUPPLY of INVENTORY (MSI)

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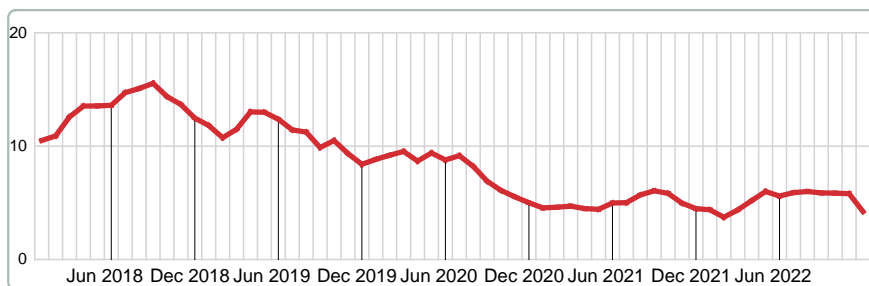
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

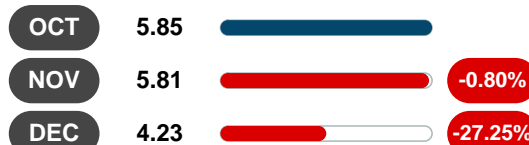


### 3 MONTHS

5 year DEC AVG = 6.92

High Sep 2018 15.54 Low Feb 2022 3.73

Months Supply this month at **4.23**  
below the 5 yr DEC average of **6.92**



### 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	10.00%	2.67	2.31	3.75	0.00	0.00
\$100,001 - \$125,000	8	8.00%	3.43	6.86	2.40	0.00	0.00
\$125,001 - \$200,000	16	16.00%	2.53	1.33	2.73	7.20	0.00
\$200,001 - \$325,000	30	30.00%	4.80	5.14	5.02	3.75	6.00
\$325,001 - \$450,000	15	15.00%	5.29	24.00	4.42	4.00	12.00
\$450,001 - \$625,000	12	12.00%	7.20	12.00	5.14	9.60	0.00
\$625,001 and up	9	9.00%	18.00	0.00	0.00	8.00	8.00
Market Supply of Inventory (MSI)			4.23	3.63	4.08	4.80	10.29
Total Active Inventory by Units		100%	4.23	23	53	18	6

# December 2022



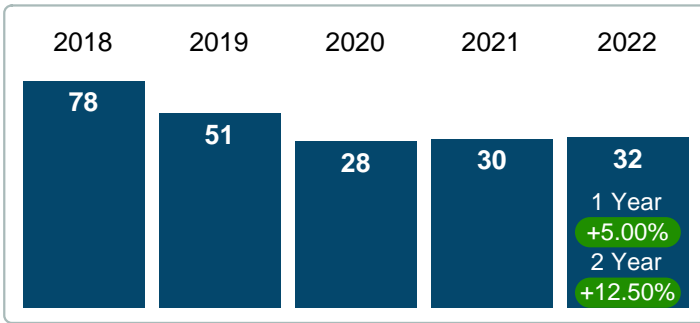
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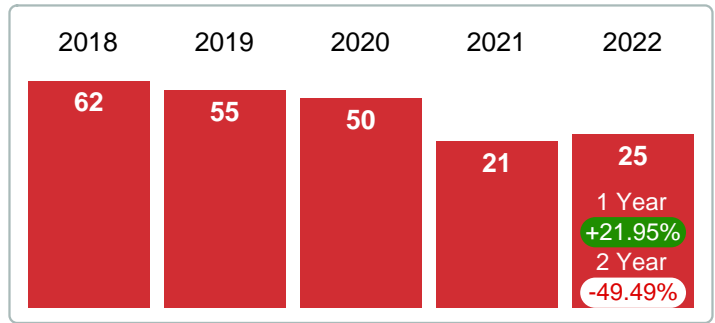
## MEDIAN DAYS ON MARKET TO SALE

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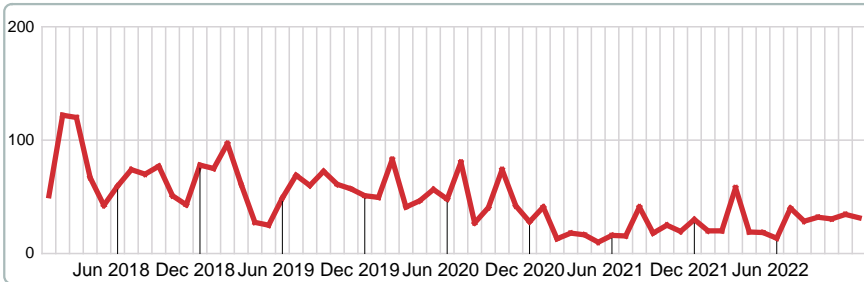
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 44

High Feb 2018 122 Low May 2021 10

Median Days on Market to Sale this month at 32 below the 5 yr DEC average of 44



### 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
\$0 and less	0	0.00%	68	0	0	0	0
\$1-\$75,000	6	21.43%	37	37	78	0	0
\$75,001-\$125,000	2	7.14%	12	16	7	0	0
\$125,001-\$200,000	8	28.57%	30	37	27	0	0
\$200,001-\$275,000	5	17.86%	22	5	82	22	117
\$275,001-\$400,000	4	14.29%	52	0	38	80	0
\$400,001 and up	3	10.71%	62	0	80	35	62
Median Closed DOM			32	21	34	32	90
Total Closed Units		100%	28	13	9	4	2
Total Closed Volume			5,500,600	1.56M	1.81M	1.51M	627.00K

# December 2022



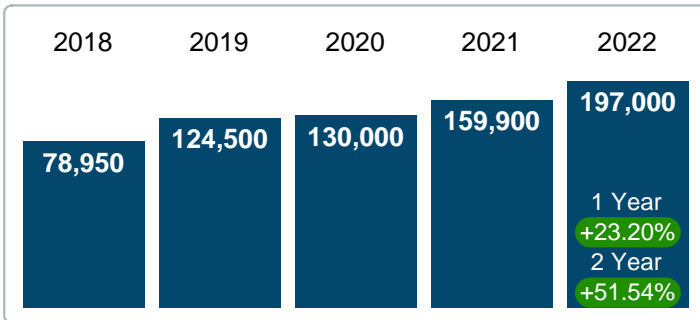
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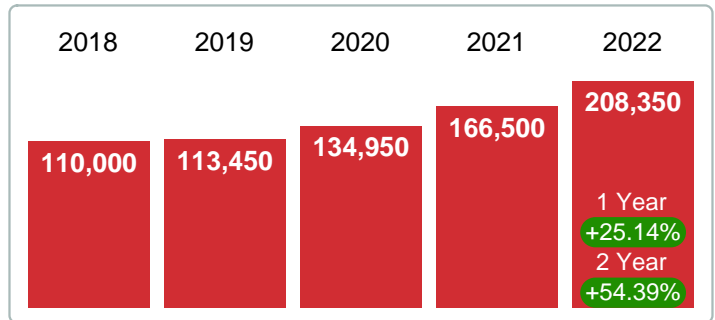
## MEDIAN LIST PRICE AT CLOSING

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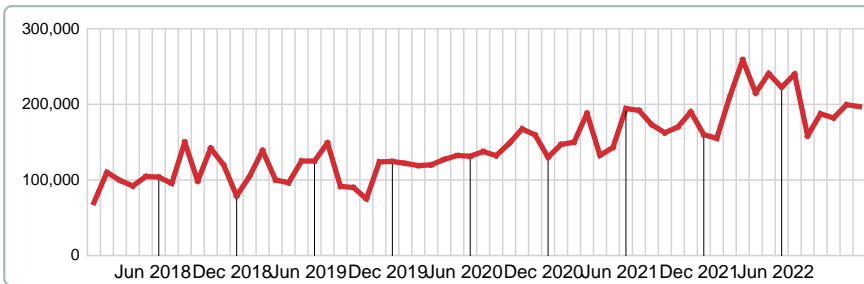
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

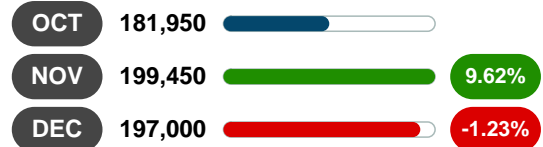


### 3 MONTHS

5 year DEC AVG = 138,070

High Mar 2022 259,000 Low Jan 2018 70,000

Median List Price at Closing this month at **197,000**  
above the 5 yr DEC average of **138,070**



### 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
\$0 and less	0	0.00%	62	0	0	0	0
\$1-\$75,000	6	21.43%	31,000	23,450	35,000	0	0
\$75,001-\$125,000	2	7.14%	112,500	115,000	110,000	0	0
\$125,001-\$200,000	7	25.00%	169,900	150,000	187,500	0	0
\$200,001-\$275,000	6	21.43%	234,250	239,000	275,000	207,700	229,500
\$275,001-\$400,000	4	14.29%	322,000	0	322,500	322,000	0
\$400,001 and up	3	10.71%	559,000	0	559,000	680,000	549,900
Median List Price			197,000	139,500	199,999	322,000	389,700
Total Closed Units		100%	197,000	13	9	4	2
Total Closed Volume			6,076,199	1.73M	2.03M	1.53M	779.40K



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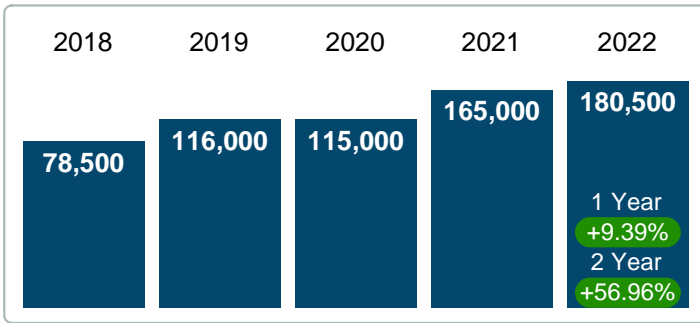
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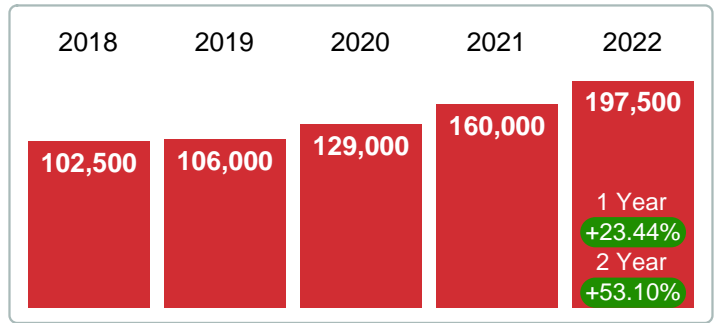
## MEDIAN SOLD PRICE AT CLOSING

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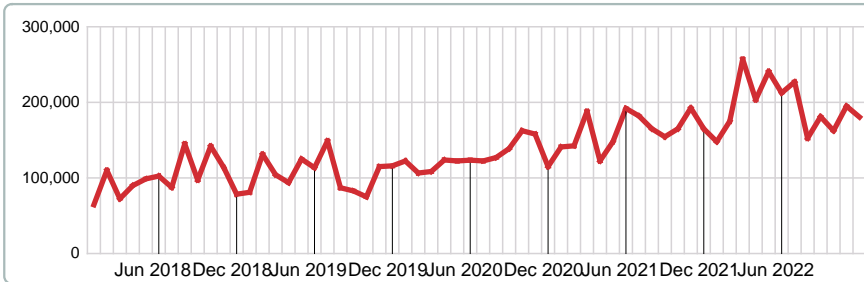
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

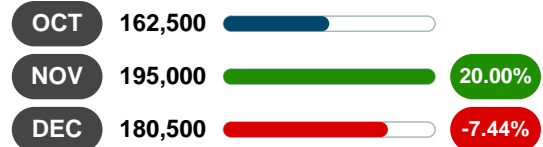


### 3 MONTHS

5 year DEC AVG = 131,000

High Mar 2022 257,000 Low Jan 2018 64,500

Median Sold Price at Closing this month at **180,500** above the 5 yr DEC average of **131,000**



### 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
\$0 and less	0	0.00%	559,000	0	0	0	0
\$1-\$75,000	6	21.43%	20,000	16,500	22,500	0	0
\$75,001-\$125,000	2	7.14%	103,500	92,000	115,000	0	0
\$125,001-\$200,000	8	28.57%	162,500	153,750	174,750	0	0
\$200,001-\$275,000	5	17.86%	210,000	219,500	250,000	207,700	207,000
\$275,001-\$400,000	4	14.29%	307,500	0	305,000	310,000	0
\$400,001 and up	3	10.71%	440,000	0	440,000	680,000	420,000
Median Sold Price			180,500	130,000	189,500	310,000	313,500
Total Closed Units		100%	180,500	13	9	4	2
Total Closed Volume			5,500,600	1.56M	1.81M	1.51M	627.00K

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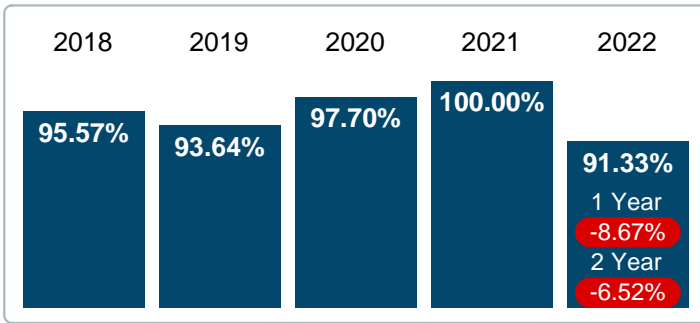
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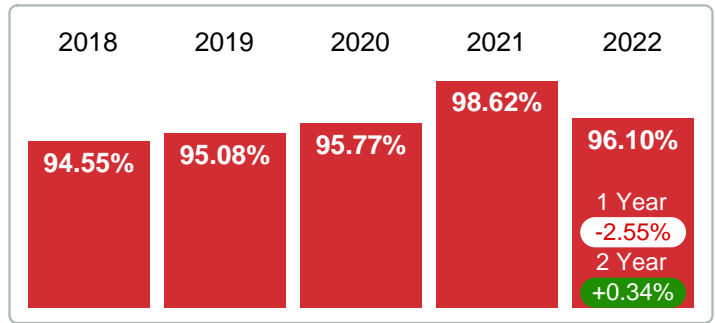
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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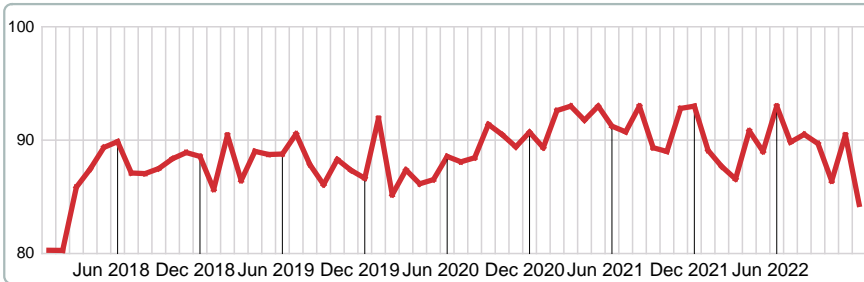
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

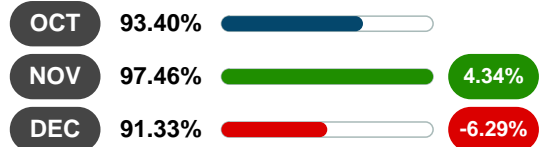


### 3 MONTHS

5 year DEC AVG = 95.65%

High Jun 2022 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **91.33%**  
 below the 5 yr DEC average of **95.65%**



### 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
\$0 and less	0	0.00%	40.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	6	21.43%	68.84%	76.13%	64.14%	0.00%	0.00%
\$75,001-\$125,000	2	7.14%	92.27%	80.00%	104.55%	0.00%	0.00%
\$125,001-\$200,000	8	28.57%	93.97%	94.09%	93.09%	0.00%	0.00%
\$200,001-\$275,000	5	17.86%	90.91%	88.92%	90.91%	100.00%	90.20%
\$275,001-\$400,000	4	14.29%	96.29%	0.00%	95.00%	96.29%	0.00%
\$400,001 and up	3	10.71%	78.71%	0.00%	78.71%	100.00%	76.38%
Median Sold/List Ratio		91.33%		91.24%	90.91%	98.39%	83.29%
Total Closed Units		28	100%	13	9	4	2
Total Closed Volume		5,500,600		1.56M	1.81M	1.51M	627.00K

# December 2022



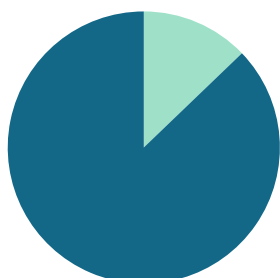
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

### INVENTORY

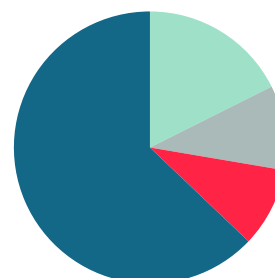


**Inventory**  
 New Listings  
**20 = 12.82%**  
 Start Inventory  
**136**  
 Total Inventory Units  
**156**  
 Volume  
**\$51,661,366**

### Market Activity

Closed Sales  
**28 = 17.61%**  
 Pending Sales  
**16 = 10.06%**  
 Other Off Market  
**15 = 9.43%**  
 Active Inventory  
**100 = 62.89%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	25	28	12.00%	302	284	-5.96%
Pending Sales	20	16	-20.00%	310	282	-9.03%
New Listings	23	20	-13.04%	395	416	5.32%
Median List Price	159,900	197,000	23.20%	166,500	208,350	25.14%
Median Sale Price	165,000	180,500	9.39%	160,000	197,500	23.44%
Median Percent of Selling Price to List Price	100.00%	91.33%	-8.67%	98.62%	96.10%	-2.55%
Median Days on Market to Sale	30.00	31.50	5.00%	20.50	25.00	21.95%
Monthly Inventory	113	100	-11.50%	113	100	-11.50%
Months Supply of Inventory	4.49	4.23	-5.90%	4.49	4.23	-5.90%

**Absorption:** Last 12 months, an Average of **24** Sales/Month

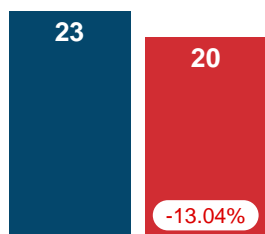
**Inventory** on December 31, 2022 = **100**

**2021** **2022**

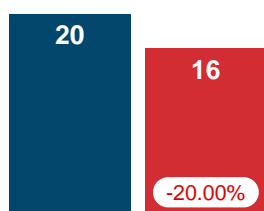
### DECEMBER MARKET

### MEDIAN PRICES

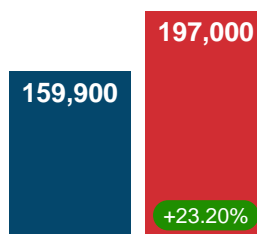
#### New Listings



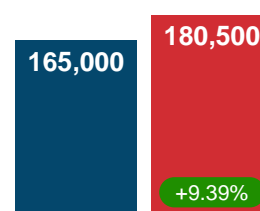
#### Pending Listings



#### List Price



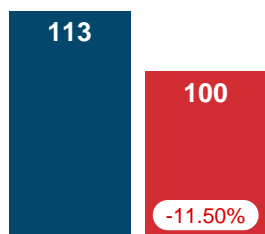
#### Sale Price



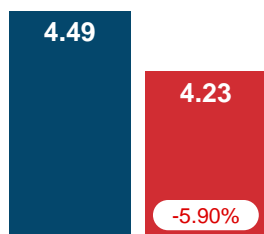
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

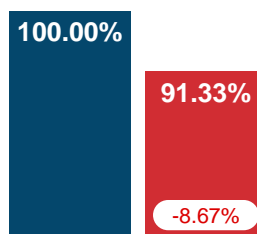
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

