

# November 2022



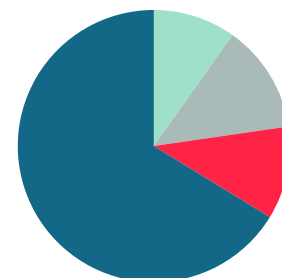
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	24	16	-33.33%
Pending Listings	19	21	10.53%
New Listings	17	36	111.76%
Average List Price	192,075	230,131	19.81%
Average Sale Price	187,750	225,297	20.00%
Average Percent of Selling Price to List Price	97.78%	97.27%	-0.53%
Average Days on Market to Sale	39.08	53.94	38.01%
End of Month Inventory	121	108	-10.74%
Months Supply of Inventory	4.97	4.61	-7.25%



■ Closed (9.82%)  
■ Pending (12.88%)  
■ Other OffMarket (11.04%)  
■ Active (66.26%)

**Absorption:** Last 12 months, an Average of **23** Sales/Month  
**Active Inventory** as of November 30, 2022 = **108**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 decreased **10.74%** to 108 existing homes available for sale. Over the last 12 months this area has had an average of 23 closed sales per month. This represents an unsold inventory index of **4.61** 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 **20.00%** in November 2022 to \$225,297 versus the previous year at \$187,750.

#### Average Days on Market Lengthens

The average number of **53.94** days that homes spent on the market before selling increased by 14.85 days or **38.01%** in November 2022 compared to last year's same month at **39.08** DOM.

#### Sales Success for November 2022 is Positive

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

There were 36 New Listings in November 2022, up **111.76%** from last year at 17. Furthermore, there were 16 Closed Listings this month versus last year at 24, a **-33.33%** decrease.

Closed versus Listed trends yielded a **44.4%** ratio, down from previous year's, November 2021, at **141.2%**, a **68.52%** downswing. 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>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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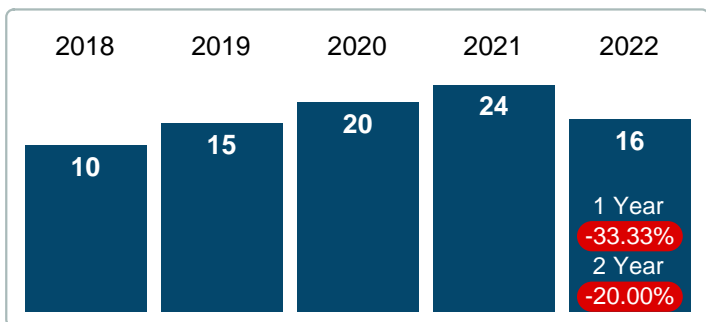
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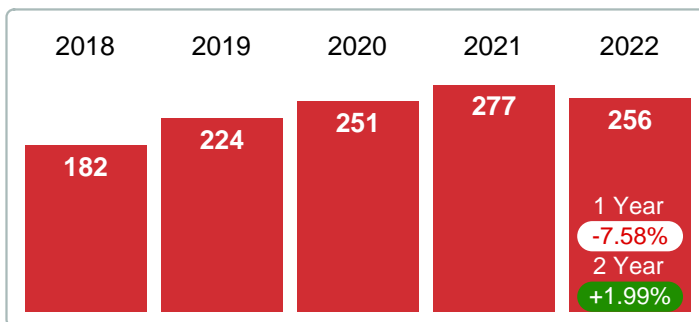
## CLOSED LISTINGS

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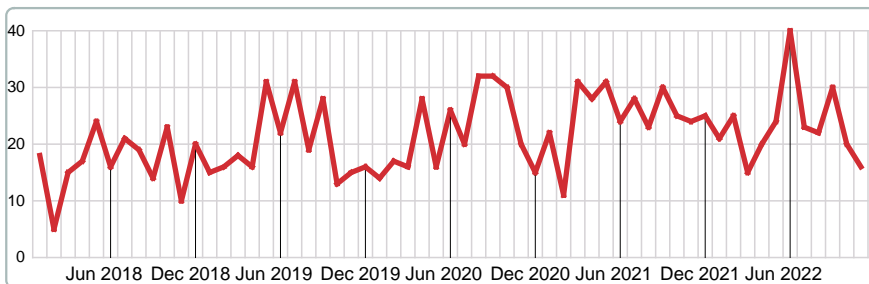
### NOVEMBER



### YEAR TO DATE (YTD)

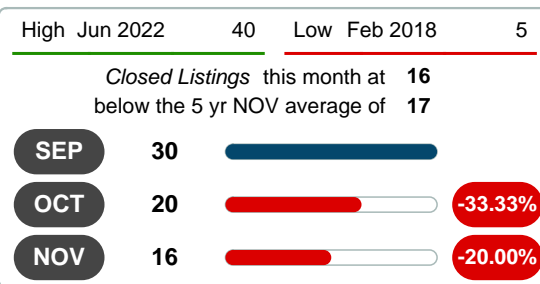


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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
\$100,000 and less	1	6.25%	11.0	0	1	0	0
\$100,001 - \$125,000	2	12.50%	97.0	1	1	0	0
\$125,001 - \$175,000	3	18.75%	12.7	2	1	0	0
\$175,001 - \$200,000	3	18.75%	72.0	1	2	0	0
\$200,001 - \$225,000	3	18.75%	36.0	1	2	0	0
\$225,001 - \$500,000	3	18.75%	87.0	0	2	1	0
\$500,001 and up	1	6.25%	35.0	0	0	1	0
<b>Total Closed Units</b>			16	5	9	2	0
<b>Total Closed Volume</b>		100%	3,604,754	811.25K	1.85M	948.00K	0.00B
<b>Average Closed Price</b>			\$225,297	\$162,251	\$205,056	\$474,000	\$0

# November 2022



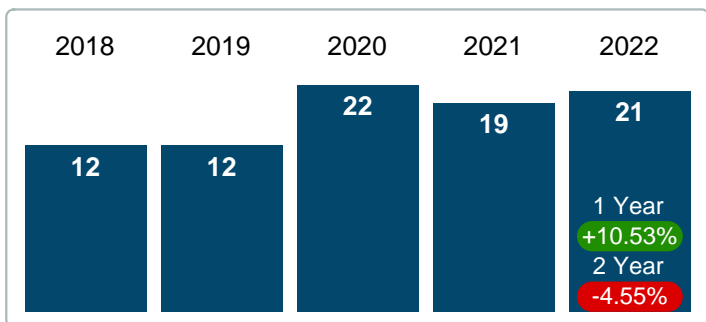
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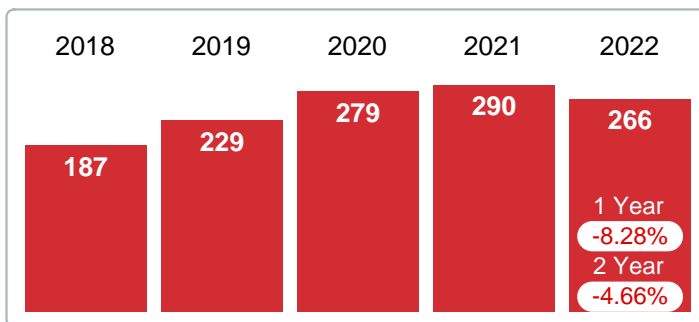
## PENDING LISTINGS

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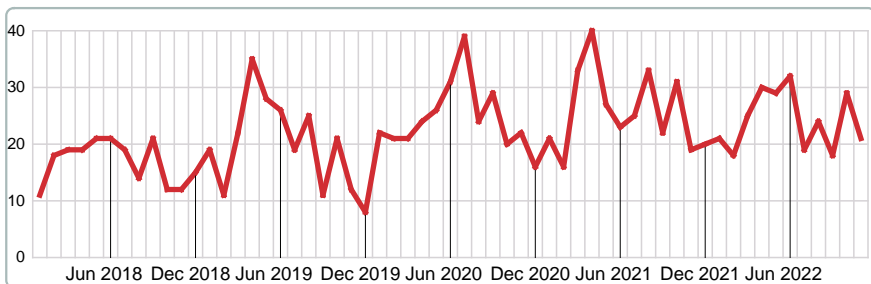
### NOVEMBER



### YEAR TO DATE (YTD)

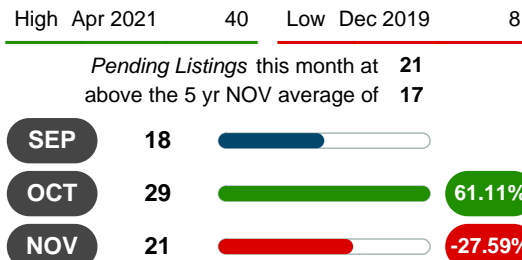


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 17



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	2	9.52%	77.5	0	2	0	0
\$80,001 - \$110,000	1	4.76%	22.0	0	1	0	0
\$110,001 - \$160,000	4	19.05%	32.8	2	2	0	0
\$160,001 - \$230,000	6	28.57%	25.8	3	2	1	0
\$230,001 - \$270,000	3	14.29%	31.3	3	0	0	0
\$270,001 - \$290,000	3	14.29%	46.0	0	3	0	0
\$290,001 and up	2	9.52%	109.5	0	2	0	0
<b>Total Pending Units</b>	<b>21</b>			<b>8</b>	<b>12</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,067,600</b>	<b>100%</b>	<b>0.0</b>	<b>1.55M</b>	<b>2.31M</b>	<b>207.70K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$0</b>			<b>\$193,613</b>	<b>\$192,583</b>	<b>\$207,700</b>	<b>\$0</b>

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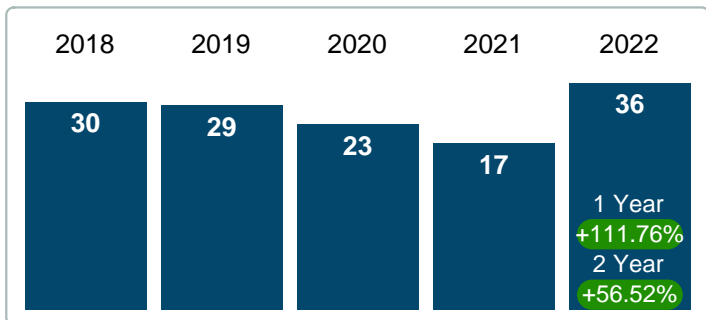
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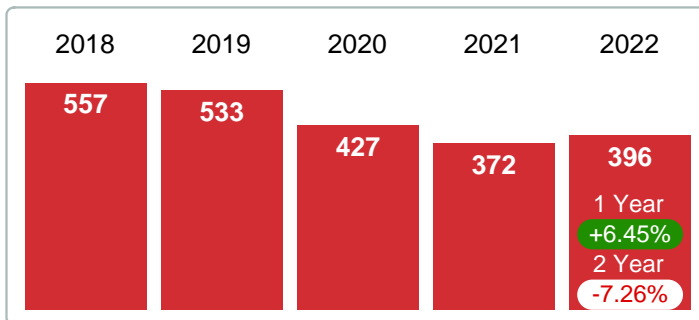
## NEW LISTINGS

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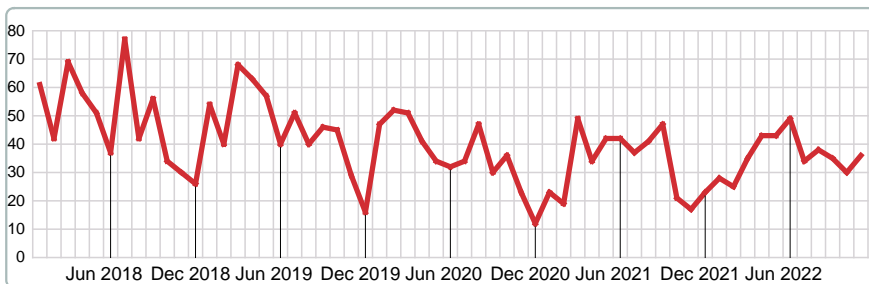
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 27

High Jul 2018 77 Low Dec 2020 12

New Listings this month at **36**  
above the 5 yr NOV average of **27**



### 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	3	8.33%	1	2	0	0
\$100,001 - \$170,000	5	13.89%	2	3	0	0
\$170,001 - \$210,000	6	16.67%	2	4	0	0
\$210,001 - \$280,000	8	22.22%	3	4	0	1
\$280,001 - \$420,000	5	13.89%	0	3	2	0
\$420,001 - \$670,000	5	13.89%	0	4	0	1
\$670,001 and up	4	11.11%	1	1	1	1
<b>Total New Listed Units</b>	<b>36</b>		<b>9</b>	<b>21</b>	<b>3</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,851,188</b>	<b>100%</b>	<b>4.46M</b>	<b>6.00M</b>	<b>3.01M</b>	<b>1.39M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$495,333</b>	<b>\$285,605</b>	<b>\$1,003,300</b>	<b>\$461,863</b>

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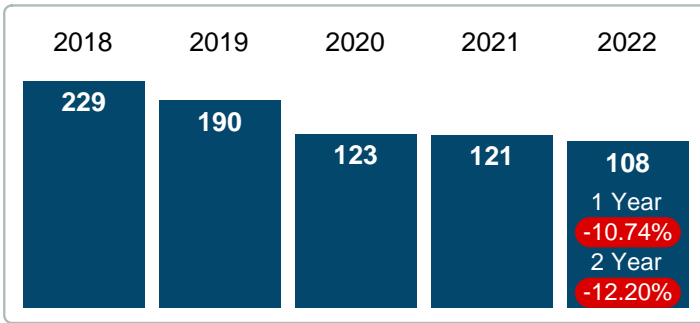
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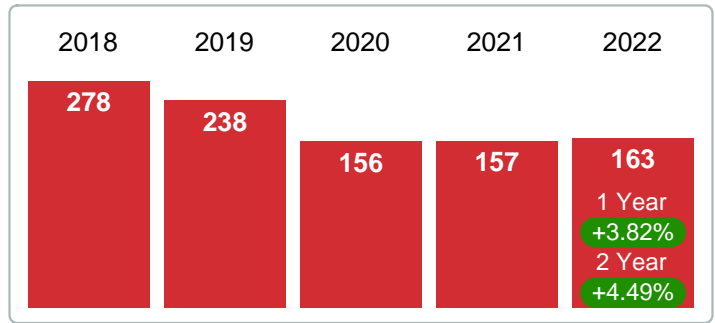
## ACTIVE INVENTORY

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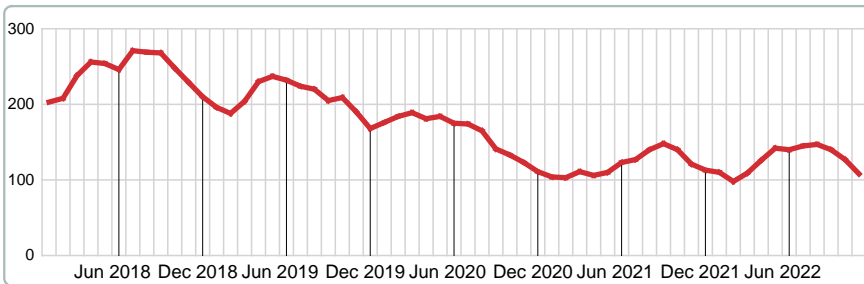
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

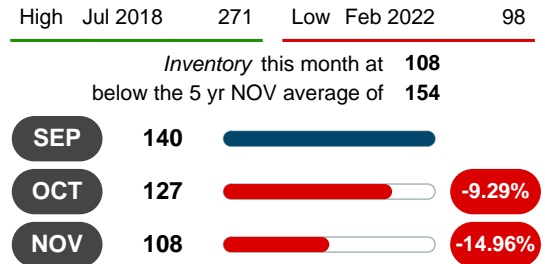


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 154



### 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	10	9.26%	103.4	6	3	1	0
\$75,001 - \$125,000	11	10.19%	626.1	5	6	0	0
\$125,001 - \$200,000	18	16.67%	81.9	4	12	2	0
\$200,001 - \$325,000	28	25.93%	69.2	6	15	5	2
\$325,001 - \$450,000	17	15.74%	85.1	1	9	5	2
\$450,001 - \$625,000	14	12.96%	83.2	1	8	4	1
\$625,001 and up	10	9.26%	69.2	2	2	2	4
<b>Total Active Inventory by Units</b>	<b>108</b>			<b>25</b>	<b>55</b>	<b>19</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>39,449,227</b>	<b>100%</b>	<b>135.5</b>	<b>8.58M</b>	<b>16.33M</b>	<b>9.41M</b>	<b>5.13M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$365,271</b>			<b>\$343,372</b>	<b>\$296,950</b>	<b>\$495,016</b>	<b>\$569,710</b>

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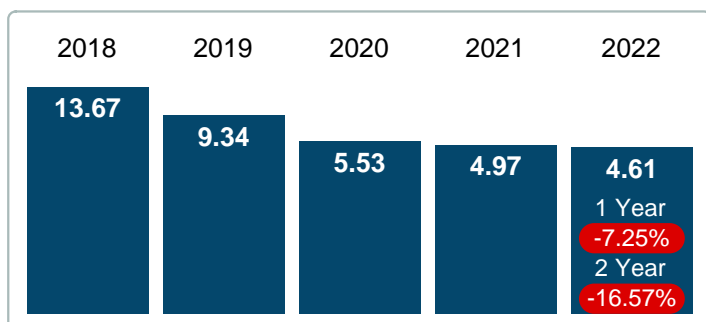
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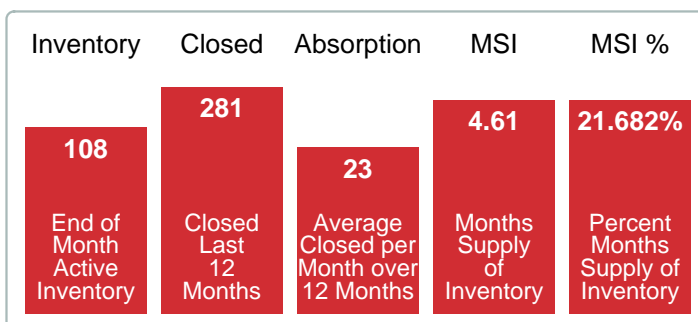
## MONTHS SUPPLY of INVENTORY (MSI)

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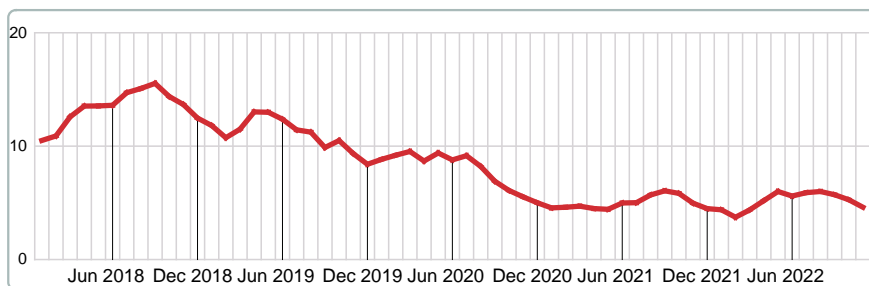
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

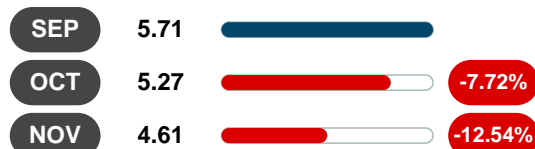


### 3 MONTHS

5 year NOV AVG = 7.63

High Sep 2018 15.54 Low Feb 2022 3.73

Months Supply this month at **4.61**  
below the 5 yr NOV average of **7.63**



### 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	10	9.26%	4.29	4.00	4.00	12.00	0.00
\$75,001 - \$125,000	11	10.19%	2.87	3.53	2.77	0.00	0.00
\$125,001 - \$200,000	18	16.67%	2.70	1.92	2.94	4.00	0.00
\$200,001 - \$325,000	28	25.93%	5.01	6.00	4.39	4.62	24.00
\$325,001 - \$450,000	17	15.74%	6.00	6.00	5.68	5.00	24.00
\$450,001 - \$625,000	14	12.96%	8.40	12.00	6.86	9.60	0.00
\$625,001 and up	10	9.26%	20.00	0.00	24.00	12.00	16.00
Market Supply of Inventory (MSI)			4.61	4.00	4.15	5.43	21.60
Total Active Inventory by Units		100%	4.61	25	55	19	9

# November 2022



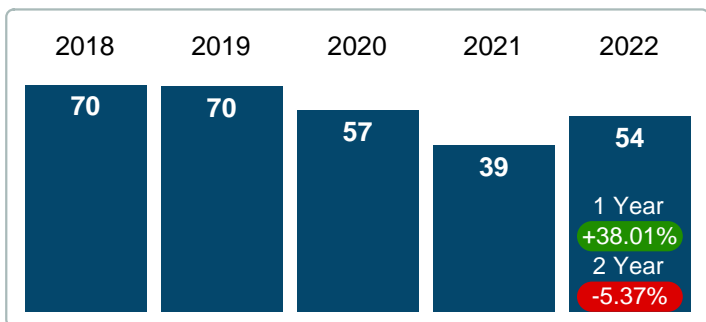
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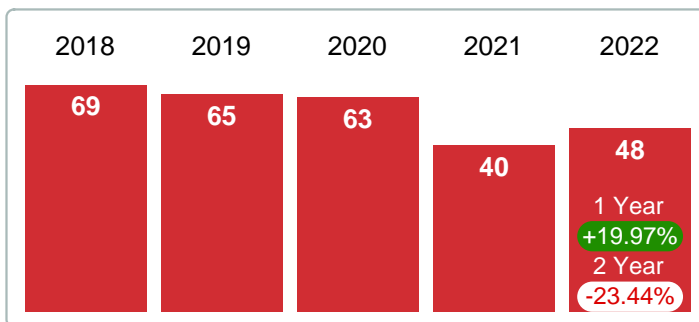
## AVERAGE DAYS ON MARKET TO SALE

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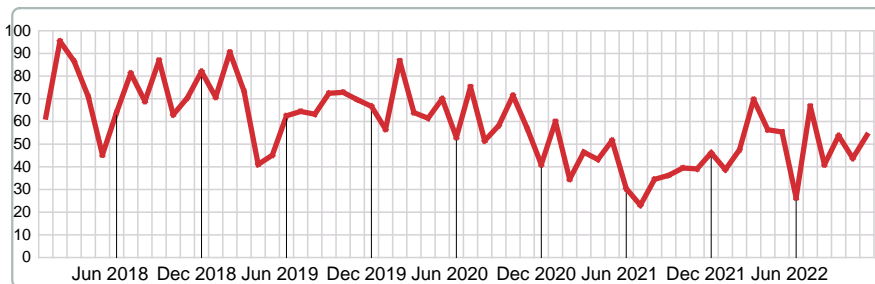
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 58

High Feb 2018 95 Low Jul 2021 23

Average Days on Market to Sale this month at 54 below the 5 yr NOV average of 58



### 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
\$100,000 and less	6.25%	11	0	11	0	0
\$100,001 - \$125,000	12.50%	97	132	62	0	0
\$125,001 - \$175,000	18.75%	13	15	8	0	0
\$175,001 - \$200,000	18.75%	72	105	56	0	0
\$200,001 - \$225,000	18.75%	36	5	52	0	0
\$225,001 - \$500,000	18.75%	87	0	77	107	0
\$500,001 and up	6.25%	35	0	0	35	0
<b>Average Closed DOM</b>		<b>54</b>	<b>54</b>	<b>50</b>	<b>71</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>54</b>	<b>5</b>	<b>9</b>	<b>2</b>	<b></b>
<b>Total Closed Volume</b>		<b>3,604,754</b>	<b>811.25K</b>	<b>1.85M</b>	<b>948.00K</b>	<b>0.00B</b>

# November 2022



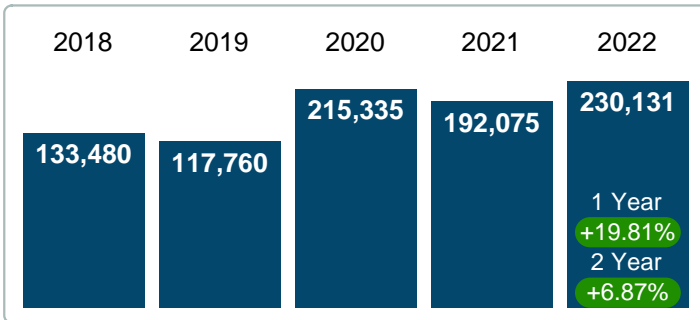
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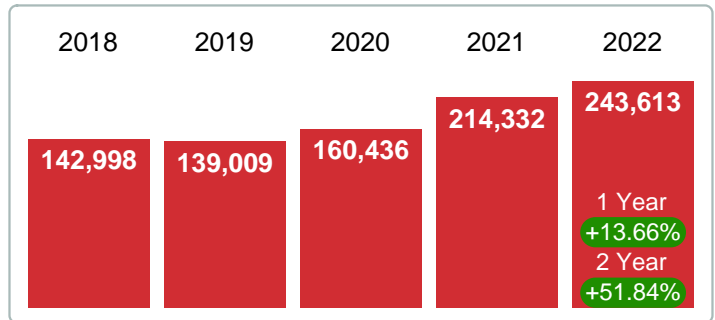
## AVERAGE LIST PRICE AT CLOSING

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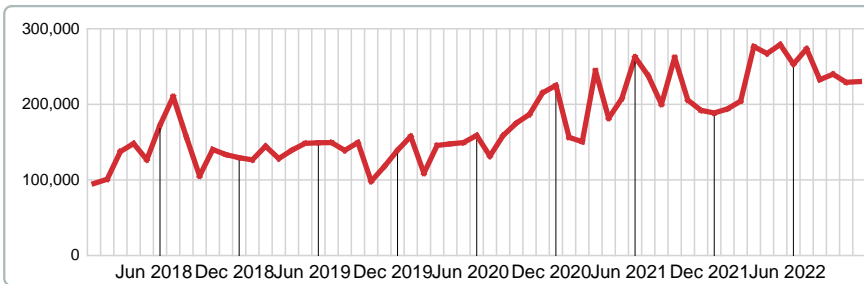
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

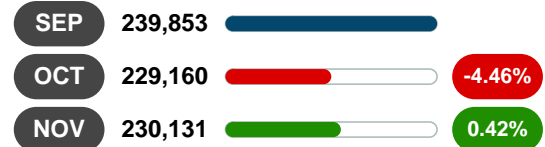


### 3 MONTHS

5 year NOV AVG = 177,756

High May 2022 279,096 Low Jan 2018 95,292

Average List Price at Closing this month at **230,131**  
above the 5 yr NOV average of **177,756**



### 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
\$100,000 and less	1	6.25%	69,500	0	69,500	0	0
\$100,001 - \$125,000	2	12.50%	120,400	124,900	115,900	0	0
\$125,001 - \$175,000	3	18.75%	139,000	143,750	129,500	0	0
\$175,001 - \$200,000	3	18.75%	196,300	190,000	202,000	0	0
\$200,001 - \$225,000	3	18.75%	213,333	225,000	204,950	0	0
\$225,001 - \$500,000	3	18.75%	399,633	0	374,950	449,000	0
\$500,001 and up	1	6.25%	527,000	0	0	527,000	0
Average List Price			230,131	165,480	208,744	488,000	0
Total Closed Units		100%	230,131	5	9	2	
Total Closed Volume			3,682,100	827.40K	1.88M	976.00K	0.00B



# November 2022



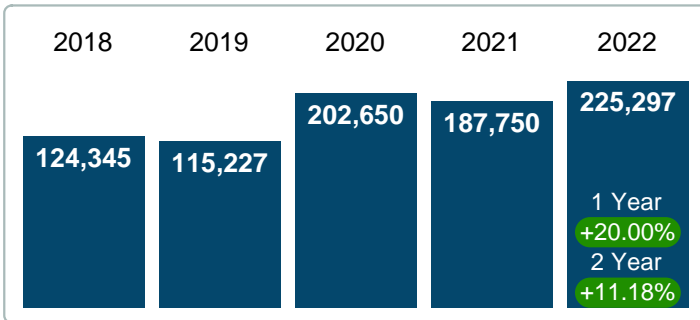
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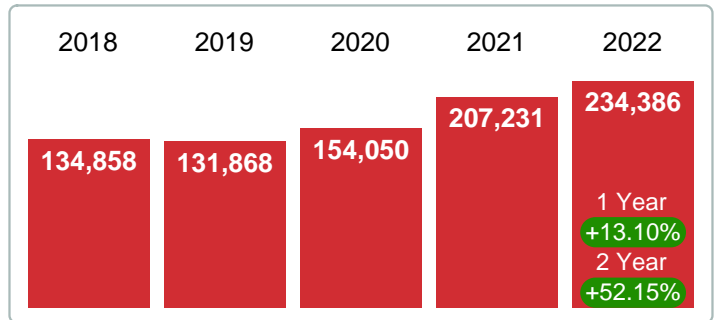
## AVERAGE SOLD PRICE AT CLOSING

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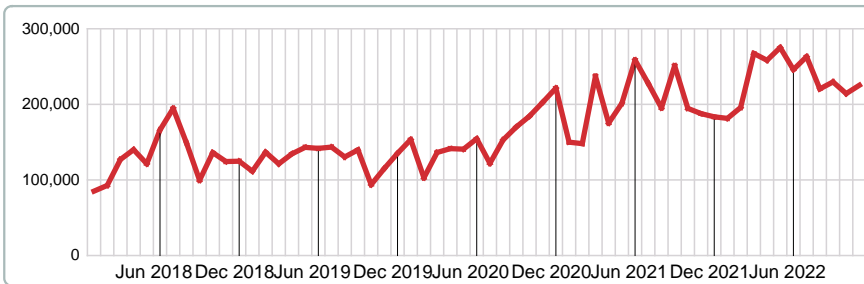
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

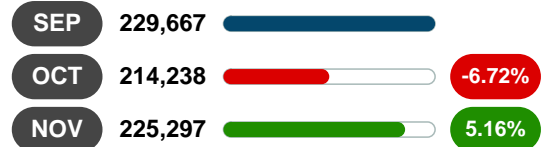


### 3 MONTHS

5 year NOV AVG = 171,054

High May 2022 275,146 Low Jan 2018 85,211

Average Sold Price at Closing this month at **225,297** above the 5 yr NOV average of **171,054**



### 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
\$100,000 and less	6.25%	61,500	0	61,500	0	0
\$100,001 - \$125,000	12.50%	109,000	115,000	103,000	0	0
\$125,001 - \$175,000	18.75%	140,418	147,627	126,000	0	0
\$175,001 - \$200,000	18.75%	188,667	176,000	195,000	0	0
\$200,001 - \$225,000	18.75%	216,667	225,000	212,500	0	0
\$225,001 - \$500,000	18.75%	391,000	0	370,000	433,000	0
\$500,001 and up	6.25%	515,000	0	0	515,000	0
<b>Average Sold Price</b>		<b>225,297</b>	<b>162,251</b>	<b>205,056</b>	<b>474,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,297</b>	<b>5</b>	<b>9</b>	<b>2</b>	<b></b>
<b>Total Closed Volume</b>		<b>3,604,754</b>	<b>811.25K</b>	<b>1.85M</b>	<b>948.00K</b>	<b>0.00B</b>

# November 2022



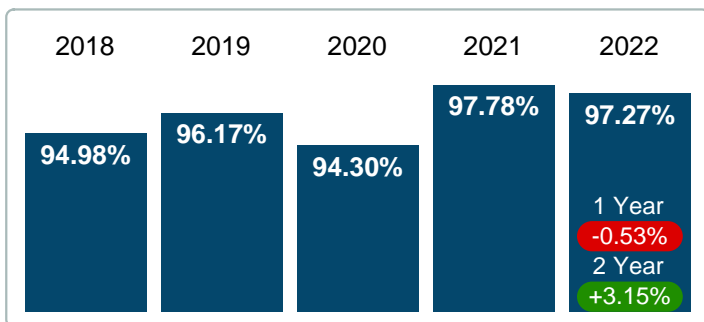
Area Delimited by County Of McIntosh - Residential Property Type



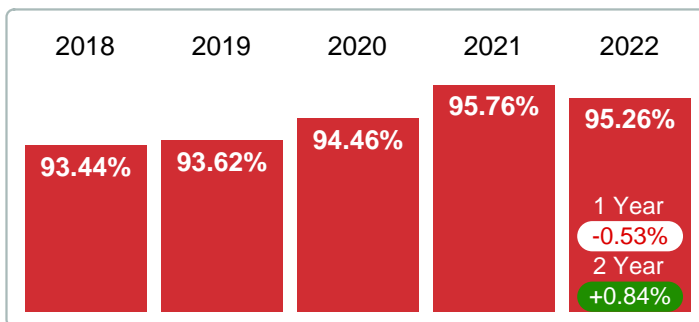
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 12, 2022 for MLS Technology Inc.

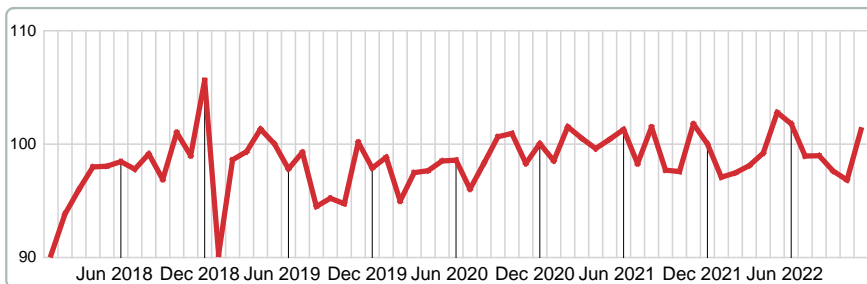
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

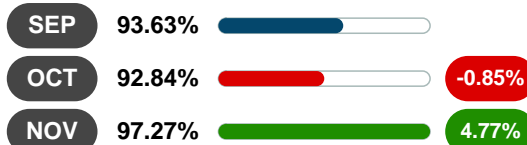


### 3 MONTHS

5 year NOV AVG = 96.10%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **97.27%**  
above the 5 yr NOV average of **96.10%**



### 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
\$100,000 and less	1	6.25%	88.49%	0.00%	88.49%	0.00%	0.00%
\$100,001 - \$125,000	2	12.50%	90.47%	92.07%	88.87%	0.00%	0.00%
\$125,001 - \$175,000	3	18.75%	101.05%	102.93%	97.30%	0.00%	0.00%
\$175,001 - \$200,000	3	18.75%	95.27%	92.63%	96.59%	0.00%	0.00%
\$200,001 - \$225,000	3	18.75%	102.56%	100.00%	103.84%	0.00%	0.00%
\$225,001 - \$500,000	3	18.75%	97.49%	0.00%	98.02%	96.44%	0.00%
\$500,001 and up	1	6.25%	97.72%	0.00%	0.00%	97.72%	0.00%
Average Sold/List Ratio			97.30%	98.11%	96.84%	97.08%	0.00%
Total Closed Units		100%	97.30%	5	9	2	
Total Closed Volume				811.25K	1.85M	948.00K	0.00B

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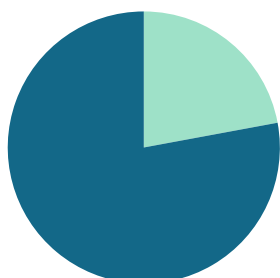
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

### INVENTORY



**Inventory**

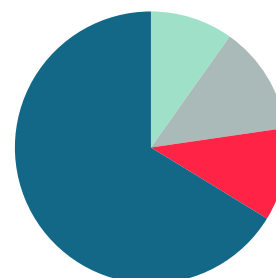
- New Listings **36 = 22.09%**
- Start Inventory **127**
- Total Inventory Units **163**
- Volume **\$55,224,027**

### Market Activity

**Market Activity**

- Closed Sales **16 = 9.82%**
- Pending Sales **21 = 12.88%**
- Other Off Market **18 = 11.04%**
- Active Inventory **108 = 66.26%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	24	16	-33.33%	277	256	-7.58%
Pending Sales	19	21	10.53%	290	266	-8.28%
New Listings	17	36	111.76%	372	396	6.45%
Average List Price	192,075	230,131	19.81%	214,332	243,613	13.66%
Average Sale Price	187,750	225,297	20.00%	207,231	234,386	13.10%
Average Percent of Selling Price to List Price	97.78%	97.27%	-0.53%	95.76%	95.26%	-0.53%
Average Days on Market to Sale	39.08	53.94	38.01%	40.19	48.21	19.97%
Monthly Inventory	121	108	-10.74%	121	108	-10.74%
Months Supply of Inventory	4.97	4.61	-7.25%	4.97	4.61	-7.25%

**Absorption:** Last 12 months, an Average of **23** Sales/Month

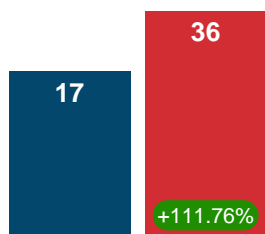
**Inventory** on November 30, 2022 = **108**

**2021** **2022**

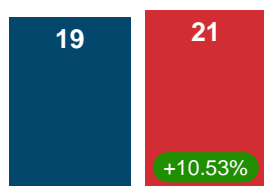
### NOVEMBER MARKET

### AVERAGE PRICES

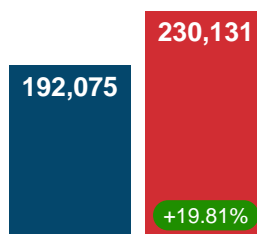
#### New Listings



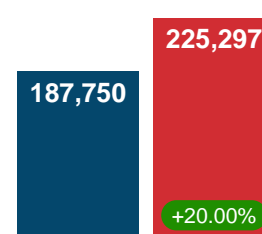
#### Pending Listings



#### List Price



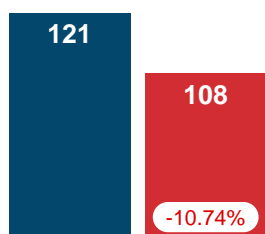
#### Sale Price



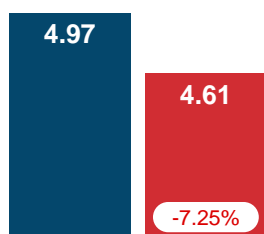
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

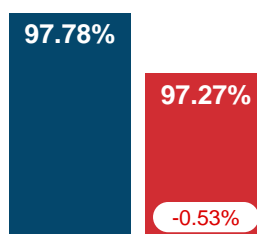
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

