

# December 2021



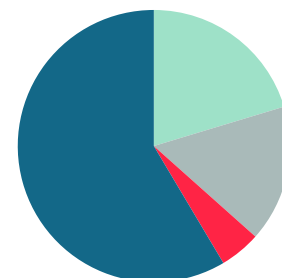
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	December 2021	+/-%
Closed Listings	15	25	66.67%
Pending Listings	16	20	25.00%
New Listings	12	23	91.67%
Average List Price	225,053	188,612	-16.19%
Average Sale Price	221,400	183,496	-17.12%
Average Percent of Selling Price to List Price	96.05%	96.02%	-0.03%
Average Days on Market to Sale	41.00	46.16	12.59%
End of Month Inventory	70	72	2.86%
Months Supply of Inventory	3.16	2.86	-9.40%



■ Closed (20.33%)  
■ Pending (16.26%)  
■ Other OffMarket (4.88%)  
■ Active (58.54%)

**Absorption:** Last 12 months, an Average of **25** Sales/Month  
**Active Inventory** as of December 31, 2021 = **72**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 rose **2.86%** to 72 existing homes available for sale. Over the last 12 months this area has had an average of 25 closed sales per month. This represents an unsold inventory index of **2.86** 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 **17.12%** in December 2021 to \$183,496 versus the previous year at \$221,400.

#### Average Days on Market Lengthens

The average number of **46.16** days that homes spent on the market before selling increased by 5.16 days or **12.59%** in December 2021 compared to last year's same month at **41.00** DOM.

#### Sales Success for December 2021 is Positive

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

There were 23 New Listings in December 2021, up **91.67%** from last year at 12. Furthermore, there were 25 Closed Listings this month versus last year at 15, a **66.67%** increase.

Closed versus Listed trends yielded a **108.7%** ratio, down from previous year's, December 2020, at **125.0%**, a **13.04%** 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

# December 2021



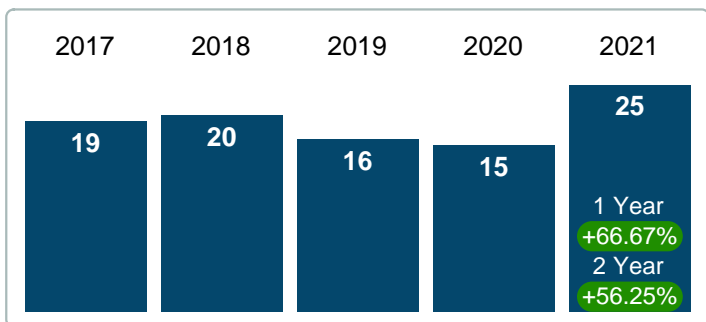
Area Delimited by County Of McIntosh - Residential Property Type



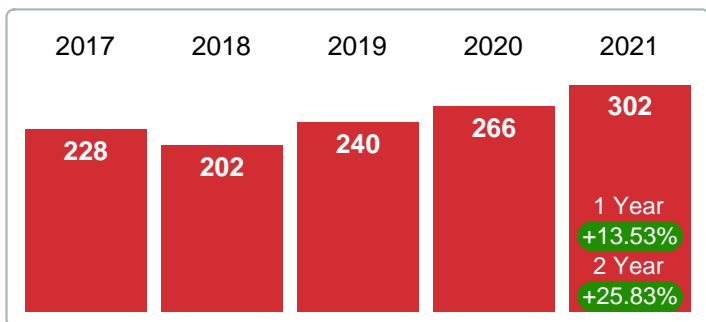
## CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

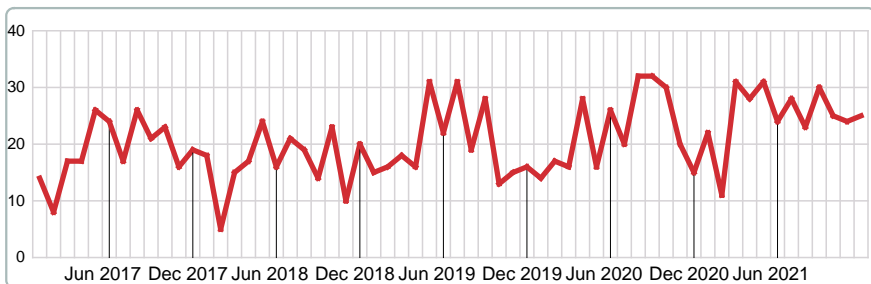
### DECEMBER



### YEAR TO DATE (YTD)

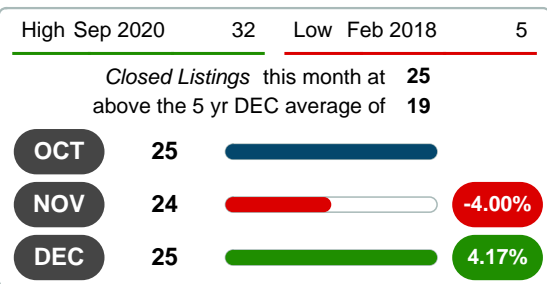


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 19



### 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	8.00%	100.5	2	0	0	0
\$50,001 - \$100,000	3	12.00%	71.0	2	1	0	0
\$100,001 - \$125,000	4	16.00%	45.0	3	1	0	0
\$125,001 - \$175,000	8	32.00%	35.1	4	4	0	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$375,000	6	24.00%	42.2	1	4	1	0
\$375,001 and up	2	8.00%	13.0	0	2	0	0
<b>Total Closed Units</b>	<b>25</b>			<b>12</b>	<b>12</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,587,400</b>	<b>100%</b>	<b>46.2</b>	<b>1.47M</b>	<b>2.93M</b>	<b>185.00K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$183,496</b>			<b>\$122,450</b>	<b>\$244,417</b>	<b>\$185,000</b>	<b>\$0</b>

# December 2021



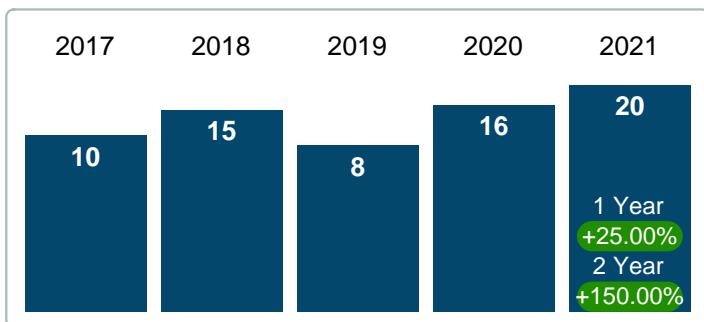
Area Delimited by County Of McIntosh - Residential Property Type



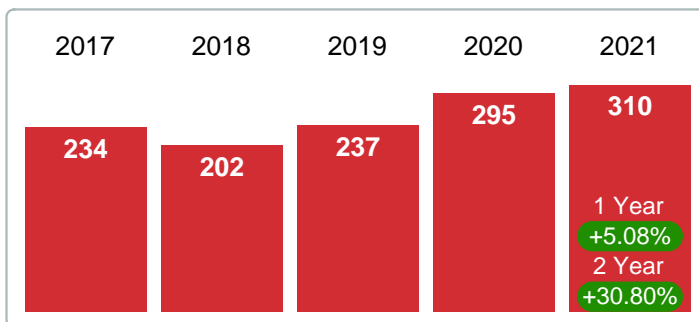
## PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

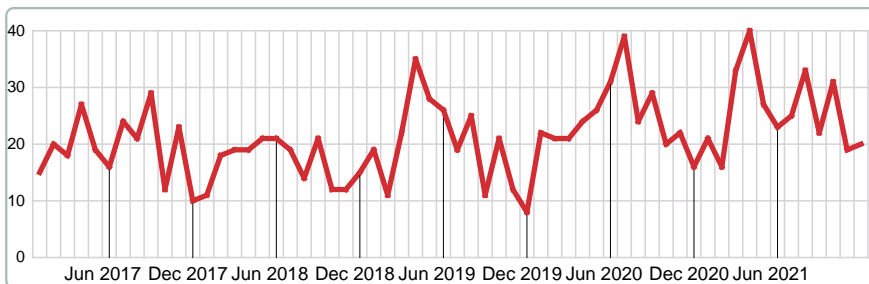
### DECEMBER



### YEAR TO DATE (YTD)

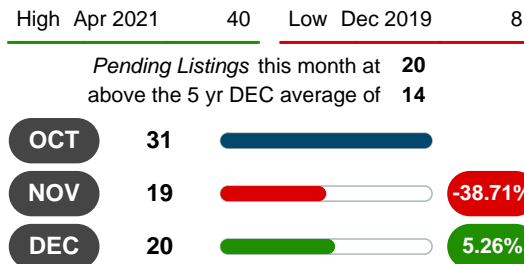


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 14



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	5.00%	181.0	1	0	0	0
\$50,001 - \$100,000	2	10.00%	102.0	1	1	0	0
\$100,001 - \$150,000	4	20.00%	53.0	1	3	0	0
\$150,001 - \$225,000	4	20.00%	66.0	0	4	0	0
\$225,001 - \$325,000	5	25.00%	124.8	0	4	1	0
\$325,001 - \$375,000	3	15.00%	85.0	0	3	0	0
\$375,001 and up	1	5.00%	25.0	0	1	0	0
<b>Total Pending Units</b>	<b>20</b>			<b>3</b>	<b>16</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,273,300</b>	<b>100%</b>	<b>88.3</b>	<b>224.40K</b>	<b>3.75M</b>	<b>300.00K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$213,665</b>			<b>\$74,800</b>	<b>\$234,306</b>	<b>\$300,000</b>	<b>\$0</b>

# December 2021



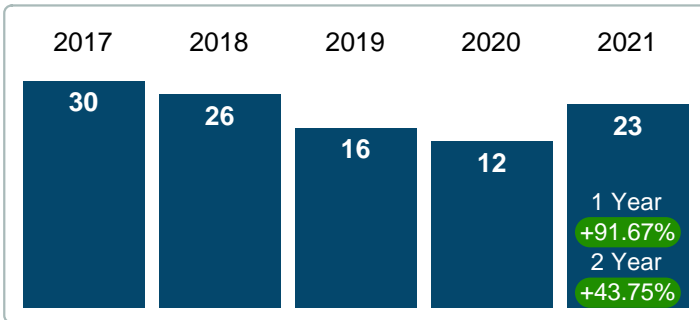
Area Delimited by County Of McIntosh - Residential Property Type



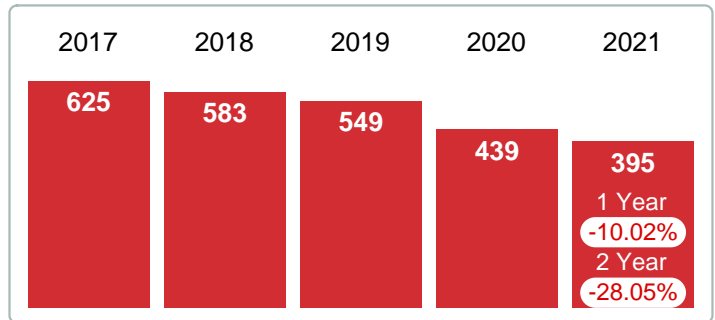
## NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

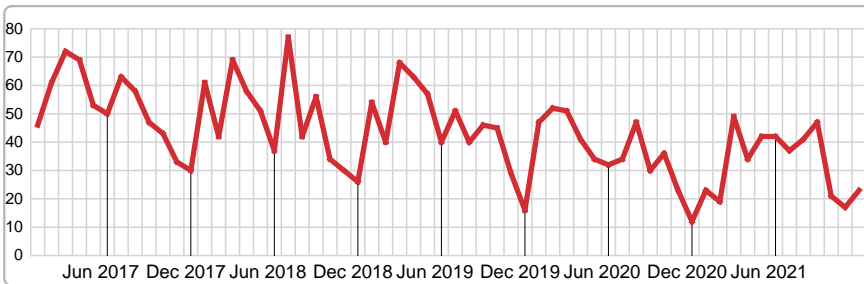
### DECEMBER



### YEAR TO DATE (YTD)

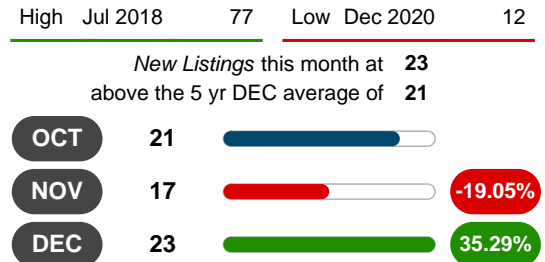


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 21



### 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	1	4.35%	1	0	0	0
\$100,001 - \$150,000	3	13.04%	1	2	0	0
\$150,001 - \$175,000	2	8.70%	0	2	0	0
\$175,001 - \$325,000	8	34.78%	2	5	1	0
\$325,001 - \$375,000	4	17.39%	0	2	2	0
\$375,001 - \$425,000	3	13.04%	0	2	1	0
\$425,001 and up	2	8.70%	1	1	0	0
<b>Total New Listed Units</b>	<b>23</b>		<b>5</b>	<b>14</b>	<b>4</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>6,197,100</b>	<b>100%</b>	<b>1.07M</b>	<b>3.77M</b>	<b>1.36M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$263,706</b>		<b>\$214,440</b>	<b>\$269,164</b>	<b>\$339,150</b>	<b>\$0</b>

# December 2021



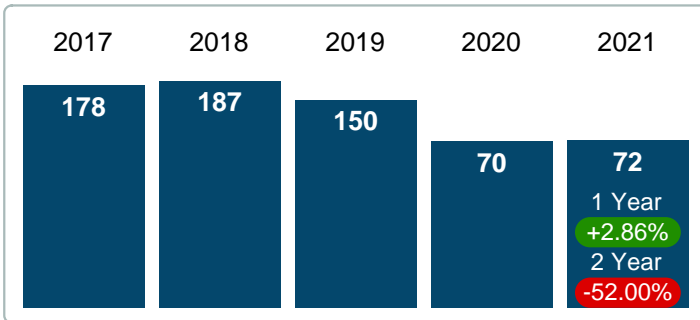
Area Delimited by County Of McIntosh - Residential Property Type



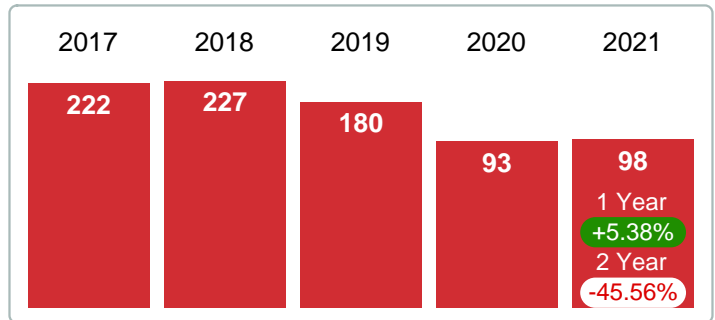
## ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

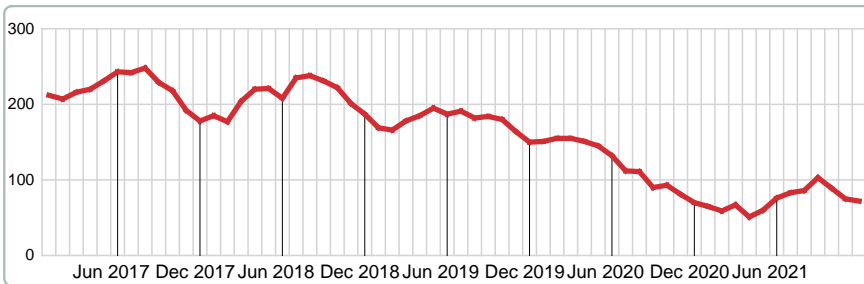
### END OF DECEMBER



### ACTIVE DURING DECEMBER

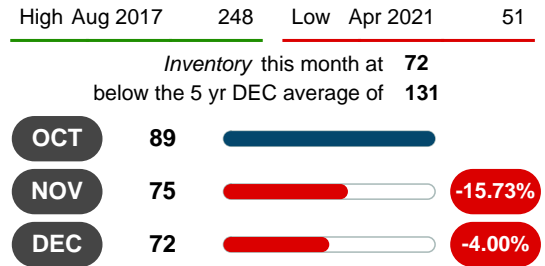


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 131



### 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	7	9.72%	94.6	4	3	0	0
\$75,001 - \$150,000	7	9.72%	108.0	1	5	1	0
\$150,001 - \$200,000	9	12.50%	58.1	1	7	1	0
\$200,001 - \$325,000	19	26.39%	112.0	5	10	3	1
\$325,001 - \$425,000	14	19.44%	86.4	1	6	5	2
\$425,001 - \$600,000	8	11.11%	107.8	1	5	2	0
\$600,001 and up	8	11.11%	131.8	0	4	2	2
<b>Total Active Inventory by Units</b>	<b>72</b>			<b>13</b>	<b>40</b>	<b>14</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>23,296,255</b>	<b>100%</b>	<b>99.9</b>	<b>2.49M</b>	<b>12.73M</b>	<b>5.82M</b>	<b>2.25M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$323,559</b>			<b>\$191,323</b>	<b>\$318,368</b>	<b>\$415,890</b>	<b>\$450,380</b>

# December 2021



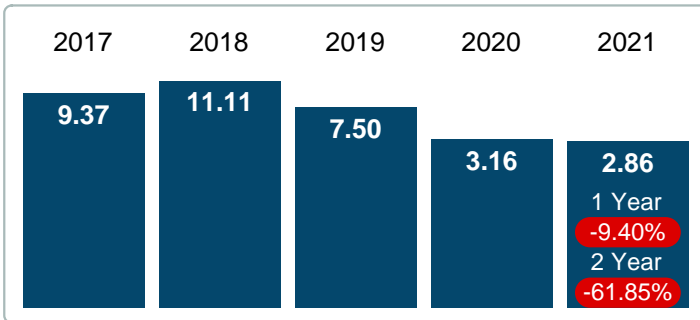
Area Delimited by County Of McIntosh - Residential Property Type



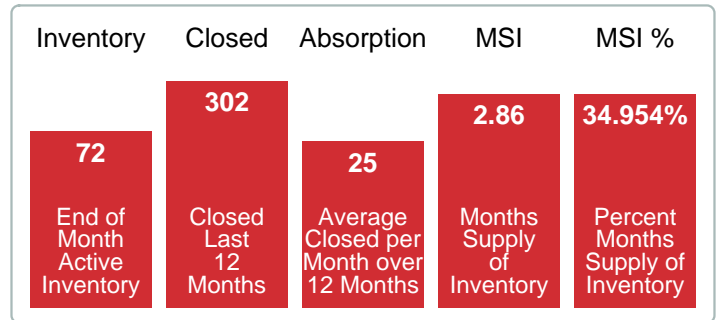
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

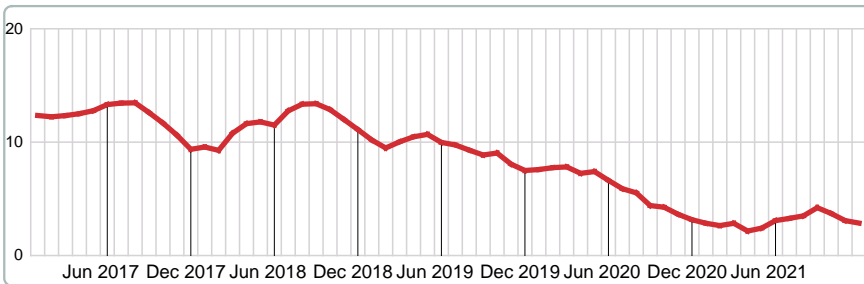
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

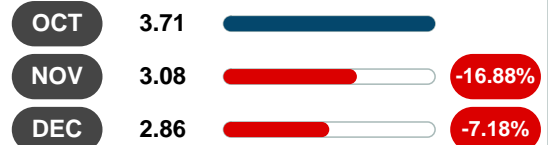


### 3 MONTHS

5 year DEC AVG = 6.80

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at **2.86**  
below the 5 yr DEC average of **6.80**



### 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	7	9.72%	1.42	1.33	1.64	0.00	0.00
\$75,001 - \$150,000	7	9.72%	1.02	0.50	1.18	1.71	0.00
\$150,001 - \$200,000	9	12.50%	2.12	3.00	2.27	1.20	0.00
\$200,001 - \$325,000	19	26.39%	3.80	10.00	3.33	2.57	3.00
\$325,001 - \$425,000	14	19.44%	7.64	6.00	6.55	8.57	12.00
\$425,001 - \$600,000	8	11.11%	4.80	0.00	6.67	4.00	0.00
\$600,001 and up	8	11.11%	12.00	0.00	12.00	8.00	24.00
Market Supply of Inventory (MSI)			2.86	2.17	2.82	3.50	5.00
Total Active Inventory by Units		100%	2.86	13	40	14	5

# December 2021



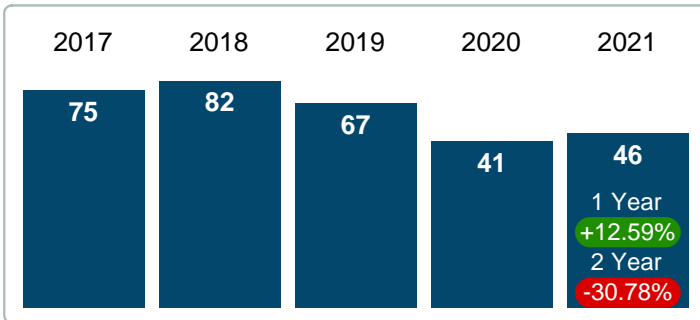
Area Delimited by County Of McIntosh - Residential Property Type



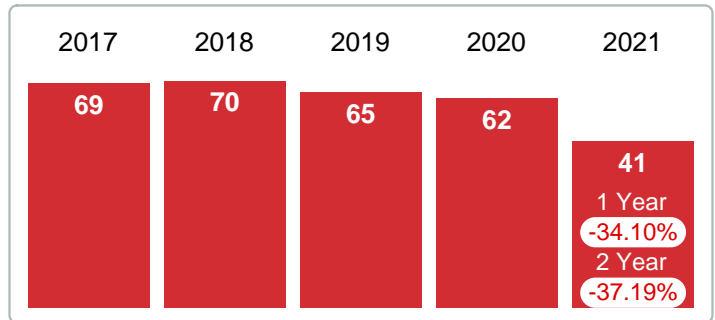
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

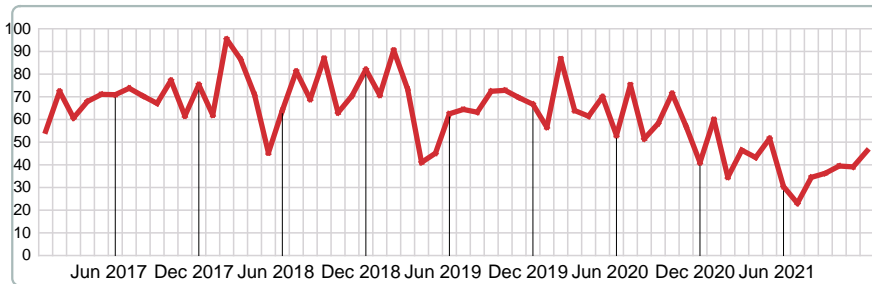
### DECEMBER



### YEAR TO DATE (YTD)

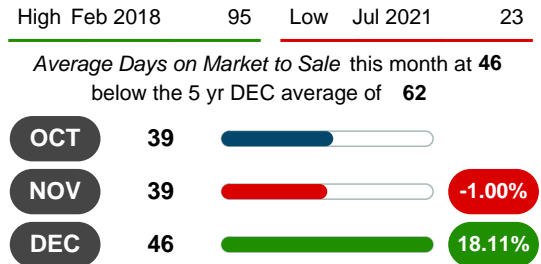


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### 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	8.00%	101	101	0	0	0
\$50,001 - \$100,000	12.00%	71	35	144	0	0
\$100,001 - \$125,000	16.00%	45	32	84	0	0
\$125,001 - \$175,000	32.00%	35	47	24	0	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$375,000	24.00%	42	19	27	128	0
\$375,001 and up	8.00%	13	0	13	0	0
<b>Average Closed DOM</b>		<b>46</b>	<b>48</b>	<b>38</b>	<b>128</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>46</b>	<b>12</b>	<b>12</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,587,400</b>	<b>1.47M</b>	<b>2.93M</b>	<b>185.00K</b>	<b>0.00B</b>

# December 2021



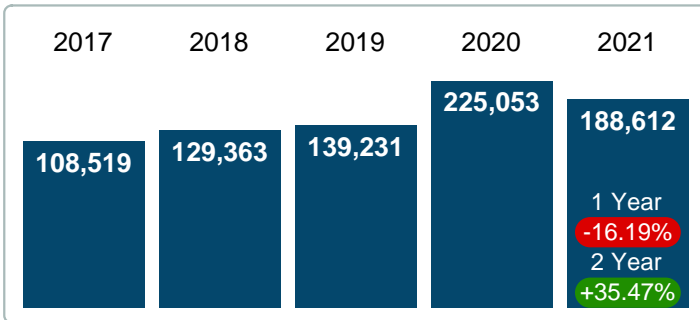
Area Delimited by County Of McIntosh - Residential Property Type



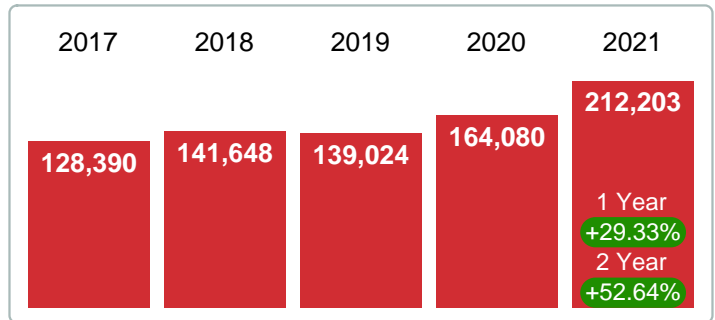
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

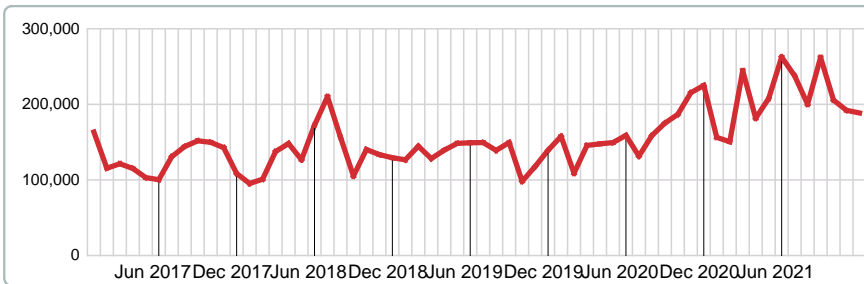
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

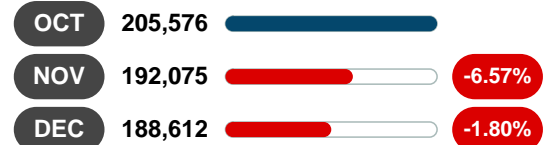


### 3 MONTHS

5 year DEC AVG = 158,156

High Jun 2021 262,525 Low Jan 2018 95,292

Average List Price at Closing this month at **188,612**  
above the 5 yr DEC average of **158,156**



### 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	2	8.00%	40,500	40,500	0	0	0
\$50,001 - \$100,000	3	12.00%	71,500	72,250	70,000	0	0
\$100,001 - \$125,000	2	8.00%	114,500	123,167	125,000	0	0
\$125,001 - \$175,000	9	36.00%	148,656	140,725	174,625	0	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$375,000	6	24.00%	214,483	399,000	224,725	199,000	0
\$375,001 and up	3	12.00%	522,000	0	583,500	0	0
Average List Price			188,612	129,742	246,617	199,000	0
Total Closed Units		100%	188,612	12	12	1	
Total Closed Volume			4,715,300	1.56M	2.96M	199.00K	0.00B



# December 2021



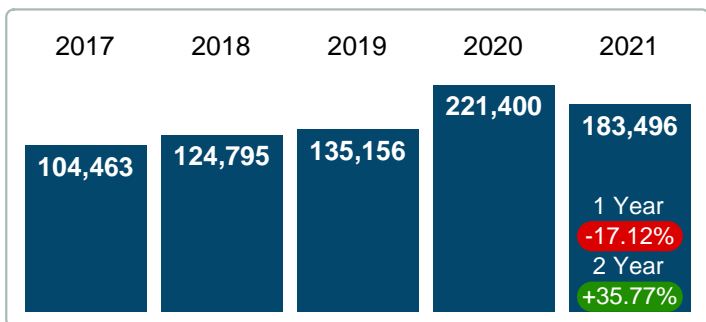
Area Delimited by County Of McIntosh - Residential Property Type



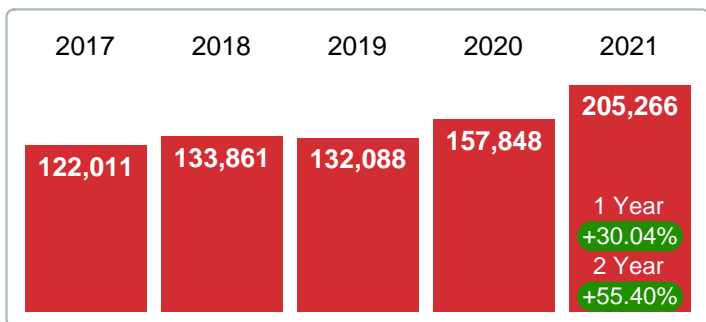
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

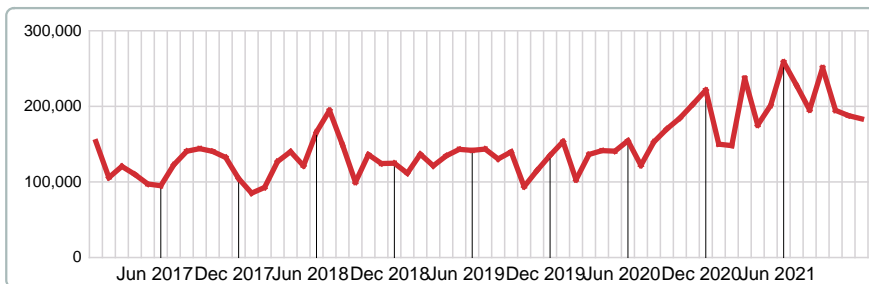
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

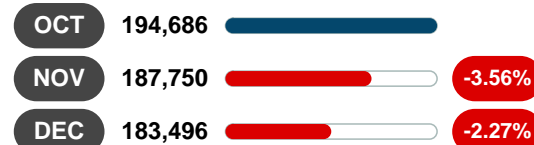


### 3 MONTHS

5 year DEC AVG = 153,862

High Jun 2021 258,600 Low Jan 2018 85,211

Average Sold Price at Closing this month at **183,496**  
above the 5 yr DEC average of **153,862**



### 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	8.00%	35,000	35,000	0	0	0
\$50,001 - \$100,000	12.00%	66,167	64,250	70,000	0	0
\$100,001 - \$125,000	16.00%	111,875	107,500	125,000	0	0
\$125,001 - \$175,000	32.00%	157,238	143,350	171,125	0	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$375,000	24.00%	242,333	375,000	223,500	185,000	0
\$375,001 and up	8.00%	579,750	0	579,750	0	0
<b>Average Sold Price</b>		<b>183,496</b>	<b>122,450</b>	<b>244,417</b>	<b>185,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>183,496</b>	<b>12</b>	<b>12</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,587,400</b>	<b>1.47M</b>	<b>2.93M</b>	<b>185.00K</b>	<b>0.00B</b>

# December 2021



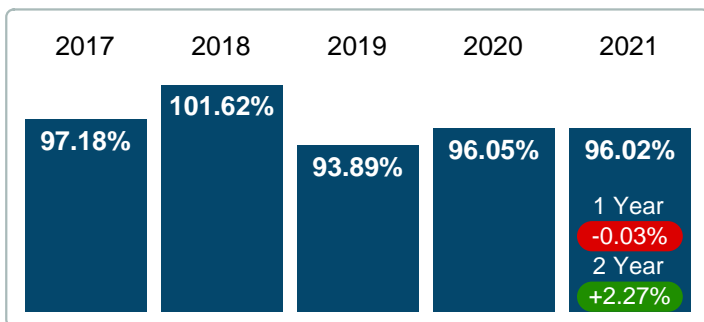
Area Delimited by County Of McIntosh - Residential Property Type



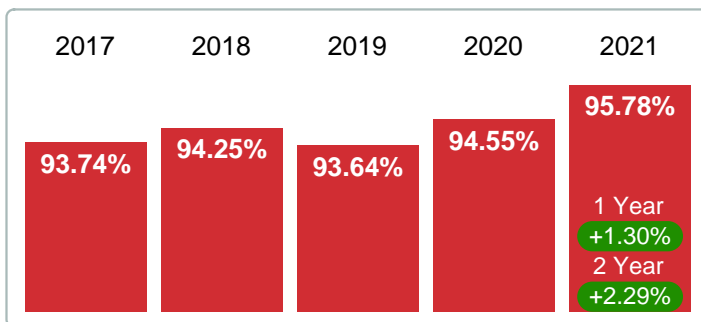
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

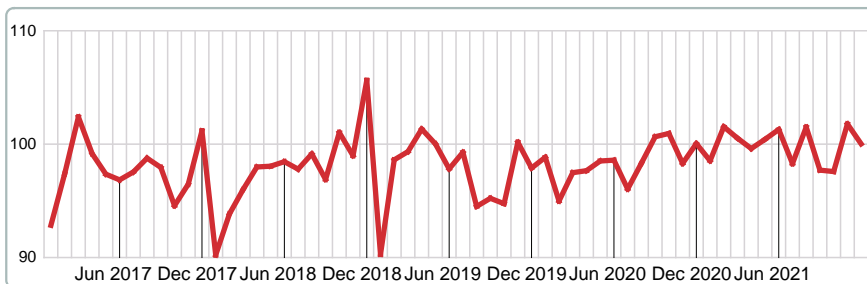
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

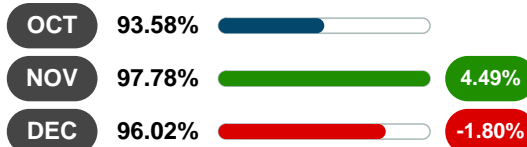


### 3 MONTHS

5 year DEC AVG = 96.95%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.02%**  
below the 5 yr DEC average of **96.95%**



### 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	8.00%	87.02%	87.02%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	12.00%	92.89%	89.33%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	4	16.00%	91.29%	88.39%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	8	32.00%	99.99%	101.80%	98.17%	0.00%	0.00%
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$375,000	6	24.00%	97.42%	93.98%	99.39%	92.96%	0.00%
\$375,001 and up	2	8.00%	99.15%	0.00%	99.15%	0.00%	0.00%
Average Sold/List Ratio		96.00%		93.25%	99.05%	92.96%	0.00%
Total Closed Units		25	100%	12	12	1	
Total Closed Volume		4,587,400		1.47M	2.93M	185.00K	0.00B

# December 2021



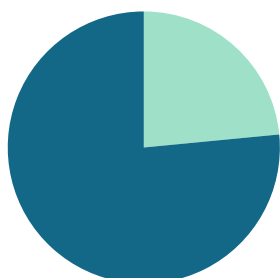
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

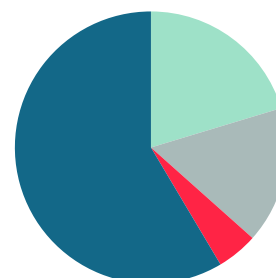


**Inventory**  
 New Listings  
**23 = 23.47%**  
 Start Inventory  
**75**  
 Total Inventory Units  
**98**  
 Volume  
**\$29,393,355**

### Market Activity

Closed Sales  
**25 = 20.33%**  
 Pending Sales  
**20 = 16.26%**  
 Other Off Market  
**6 = 4.88%**  
 Active Inventory  
**72 = 58.54%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	15	25	66.67%	266	302	13.53%
Pending Sales	16	20	25.00%	295	310	5.08%
New Listings	12	23	91.67%	439	395	-10.02%
Average List Price	225,053	188,612	-16.19%	164,080	212,203	29.33%
Average Sale Price	221,400	183,496	-17.12%	157,848	205,266	30.04%
Average Percent of Selling Price to List Price	96.05%	96.02%	-0.03%	94.55%	95.78%	1.30%
Average Days on Market to Sale	41.00	46.16	12.59%	61.74	40.68	-34.10%
Monthly Inventory	70	72	2.86%	70	72	2.86%
Months Supply of Inventory	3.16	2.86	-9.40%	3.16	2.86	-9.40%

**Absorption:** Last 12 months, an Average of **25** Sales/Month

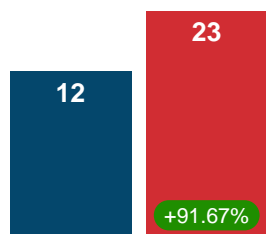
**Inventory** on December 31, 2021 = **72**

**2020** **2021**

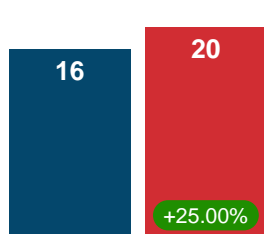
### DECEMBER MARKET

### AVERAGE PRICES

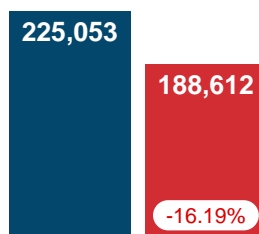
#### New Listings



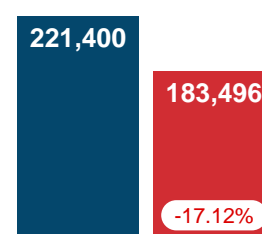
#### Pending Listings



#### List Price



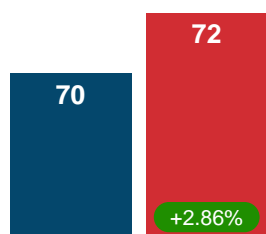
#### Sale Price



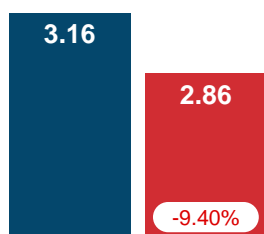
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

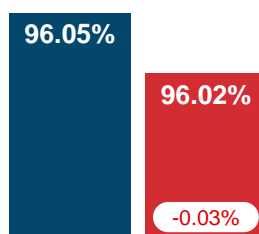
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

