

# November 2021



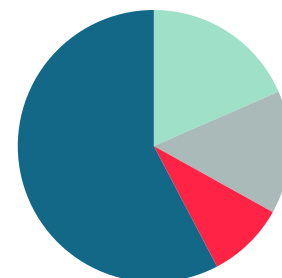
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	20	24	20.00%
Pending Listings	22	19	-13.64%
New Listings	23	17	-26.09%
Average List Price	215,335	192,075	-10.80%
Average Sale Price	202,650	187,750	-7.35%
Average Percent of Selling Price to List Price	94.30%	97.78%	3.69%
Average Days on Market to Sale	57.00	39.08	-31.43%
End of Month Inventory	81	75	-7.41%
Months Supply of Inventory	3.64	3.08	-15.33%



■ Closed (18.46%)  
■ Pending (14.62%)  
■ Other OffMarket (9.23%)  
■ Active (57.69%)

**Absorption:** Last 12 months, an Average of **24** Sales/Month  
**Active Inventory** as of November 30, 2021 = **75**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2021 decreased **7.41%** to 75 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 **3.08** 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 **7.35%** in November 2021 to \$187,750 versus the previous year at \$202,650.

#### Average Days on Market Shortens

The average number of **39.08** days that homes spent on the market before selling decreased by 17.92 days or **31.43%** in November 2021 compared to last year's same month at **57.00** DOM.

#### Sales Success for November 2021 is Positive

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

There were 17 New Listings in November 2021, down **26.09%** from last year at 23. Furthermore, there were 24 Closed Listings this month versus last year at 20, a **20.00%** increase.

Closed versus Listed trends yielded a **141.2%** ratio, up from previous year's, November 2020, at **87.0%**, a **62.35%** 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>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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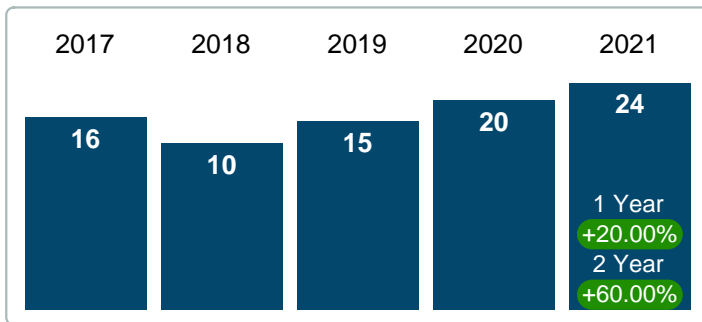
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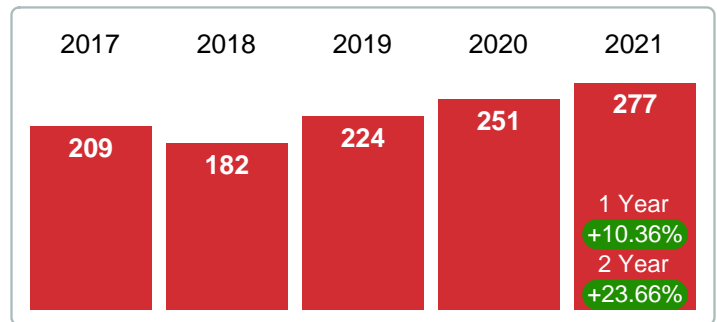
## CLOSED LISTINGS

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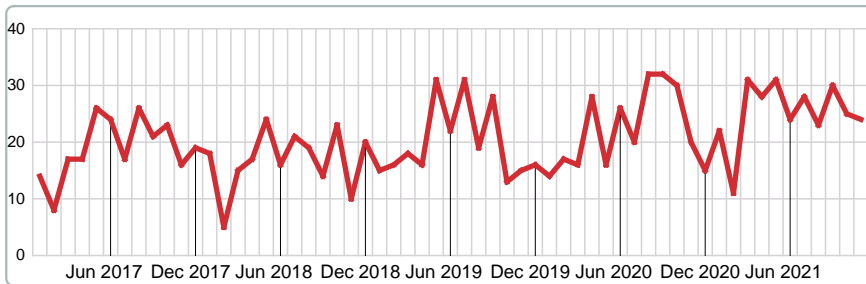
### NOVEMBER



### YEAR TO DATE (YTD)

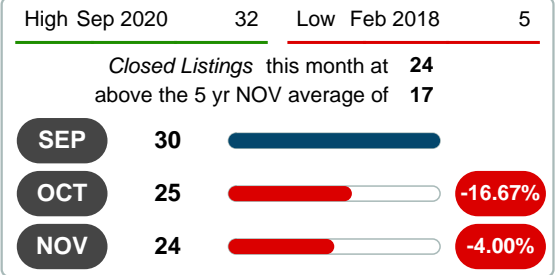


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$50,000 and less	1	4.17%	3.0	1	0	0	0
\$50,001 - \$75,000	3	12.50%	88.7	0	2	1	0
\$75,001 - \$150,000	5	20.83%	21.4	1	3	1	0
\$150,001 - \$225,000	6	25.00%	31.2	1	5	0	0
\$225,001 - \$250,000	2	8.33%	42.5	0	2	0	0
\$250,001 - \$300,000	4	16.67%	55.5	1	1	2	0
\$300,001 and up	3	12.50%	22.7	0	2	0	1
<b>Total Closed Units</b>	<b>24</b>			<b>4</b>	<b>15</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,506,000</b>	<b>100%</b>	<b>39.1</b>	<b>575.00K</b>	<b>2.84M</b>	<b>776.00K</b>	<b>320.00K</b>
<b>Average Closed Price</b>	<b>\$187,750</b>			<b>\$143,750</b>	<b>\$189,000</b>	<b>\$194,000</b>	<b>\$320,000</b>

# November 2021



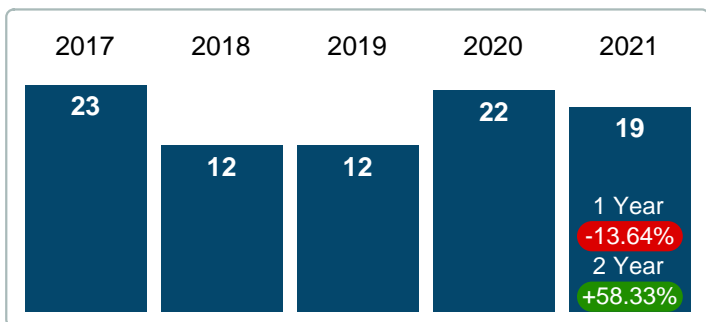
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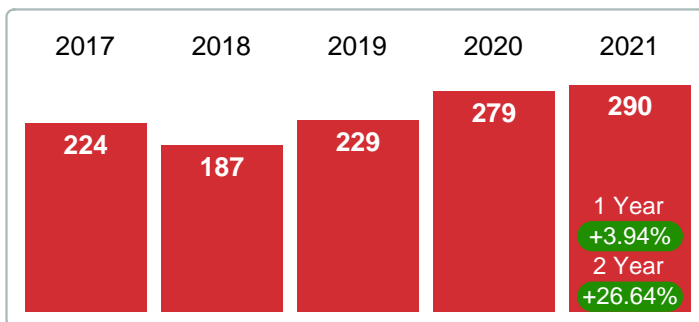
## PENDING LISTINGS

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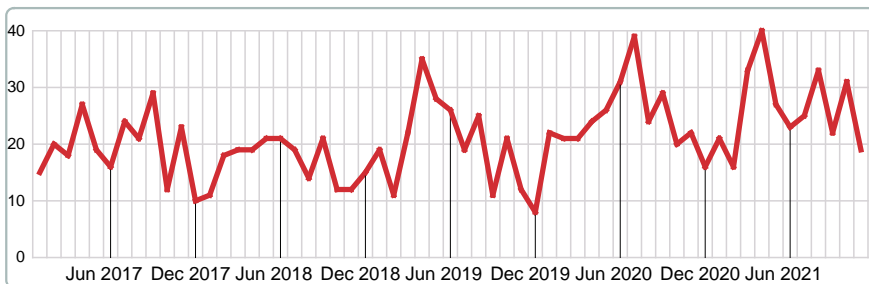
### NOVEMBER



### YEAR TO DATE (YTD)

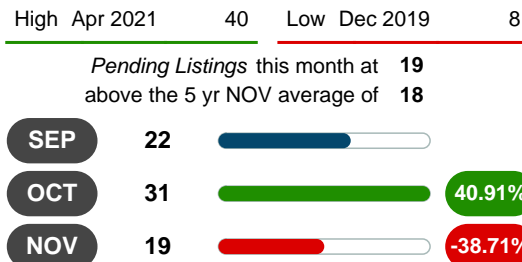


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 18



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	4	21.05%	117.0	2	2	0	0
\$100,001 - \$125,000	3	15.79%	15.0	2	1	0	0
\$125,001 - \$150,000	3	15.79%	20.7	2	1	0	0
\$150,001 - \$200,000	4	21.05%	29.0	1	2	1	0
\$200,001 - \$375,000	3	15.79%	9.0	2	1	0	0
\$375,001 and up	2	10.53%	96.0	0	1	0	1
<b>Total Pending Units</b>	<b>19</b>			<b>9</b>	<b>8</b>	<b>1</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>3,173,400</b>	<b>100%</b>	<b>47.9</b>	<b>1.24M</b>	<b>1.38M</b>	<b>158.00K</b>	<b>390.00K</b>
<b>Average Listing Price</b>	<b>\$167,021</b>			<b>\$137,989</b>	<b>\$172,938</b>	<b>\$158,000</b>	<b>\$390,000</b>

# November 2021



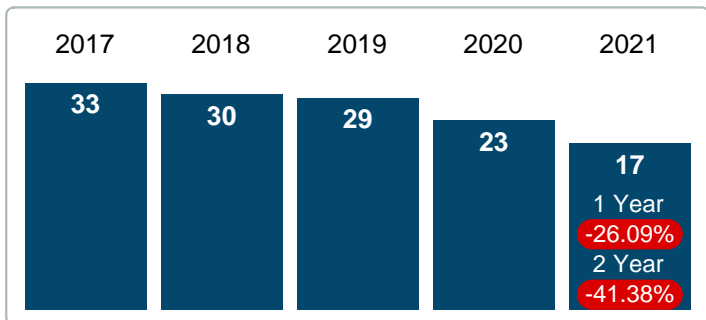
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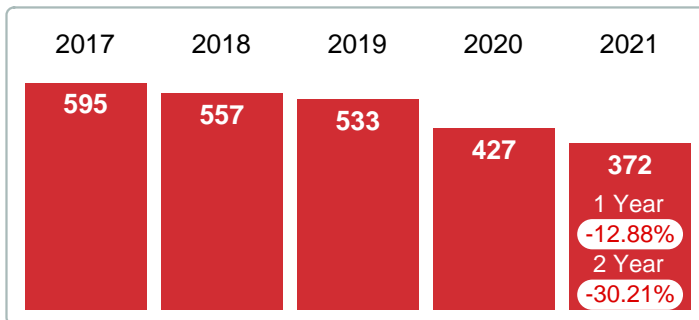
## NEW LISTINGS

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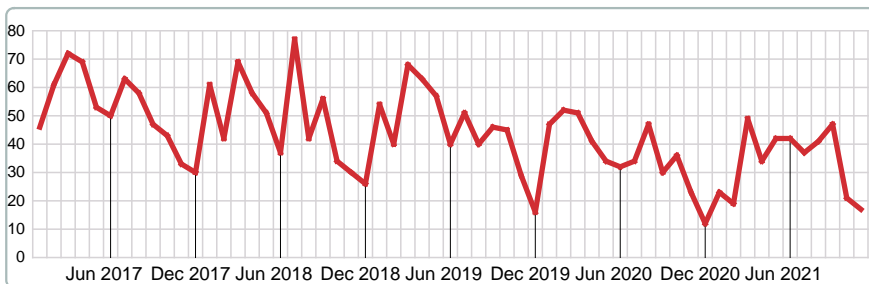
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 26

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 17  
below the 5 yr NOV average of 26



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	5.88%	1	0	0	0
\$50,001 - \$125,000	3	17.65%	2	1	0	0
\$125,001 - \$150,000	2	11.76%	1	1	0	0
\$150,001 - \$225,000	4	23.53%	0	3	1	0
\$225,001 - \$325,000	3	17.65%	2	1	0	0
\$325,001 - \$600,000	3	17.65%	0	2	0	1
\$600,001 and up	1	5.88%	0	1	0	0
<b>Total New Listed Units</b>	<b>17</b>		<b>6</b>	<b>9</b>	<b>1</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>4,180,900</b>	<b>100%</b>	<b>919.00K</b>	<b>2.75M</b>	<b>158.00K</b>	<b>349.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$245,067</b>		<b>\$153,167</b>	<b>\$306,000</b>	<b>\$158,000</b>	<b>\$349,900</b>

# November 2021



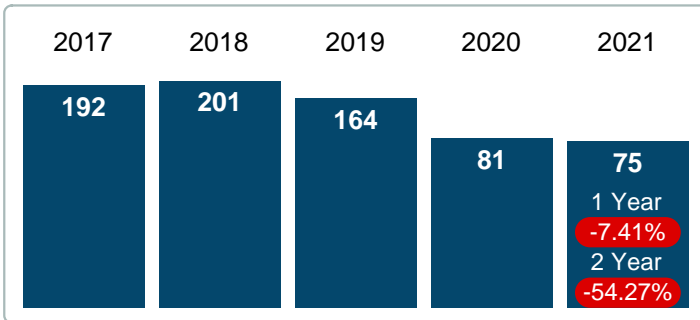
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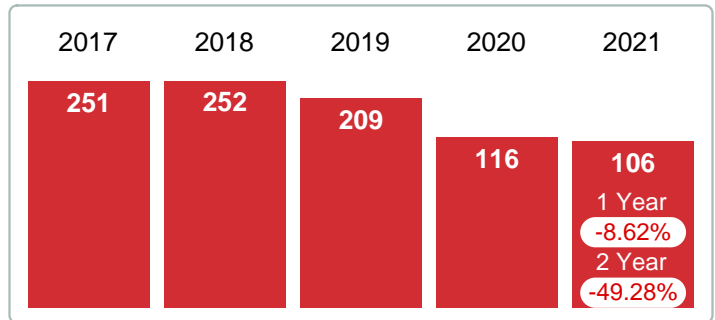
## ACTIVE INVENTORY

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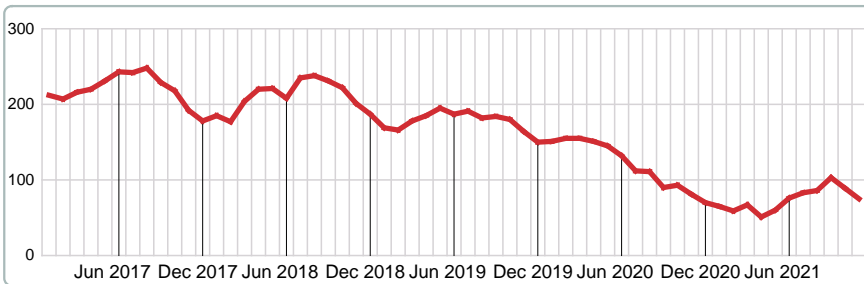
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

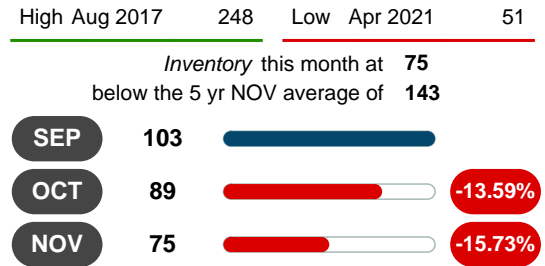


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 143



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.33%	100.0	2	2	0	0
\$50,001 - \$125,000	13	17.33%	91.4	6	6	1	0
\$125,001 - \$200,000	9	12.00%	51.9	0	8	1	0
\$200,001 - \$300,000	21	28.00%	122.6	4	13	3	1
\$300,001 - \$425,000	11	14.67%	114.4	1	5	3	2
\$425,001 - \$600,000	9	12.00%	110.2	0	5	3	1
\$600,001 and up	8	10.67%	100.8	0	4	2	2
<b>Total Active Inventory by Units</b>	<b>75</b>			<b>13</b>	<b>43</b>	<b>13</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>23,196,255</b>	<b>100%</b>	<b>102.5</b>	<b>1.82M</b>	<b>12.94M</b>	<b>5.63M</b>	<b>2.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$309,283</b>			<b>\$140,323</b>	<b>\$300,937</b>	<b>\$433,066</b>	<b>\$466,983</b>

# November 2021



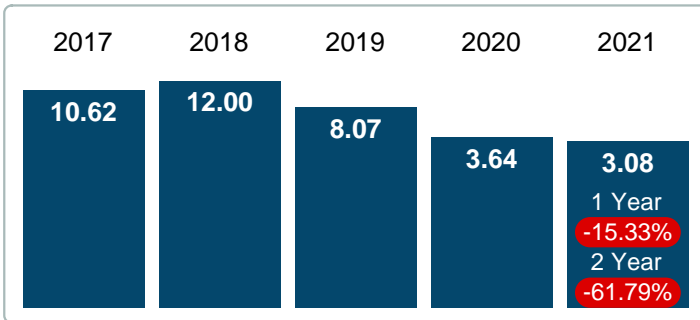
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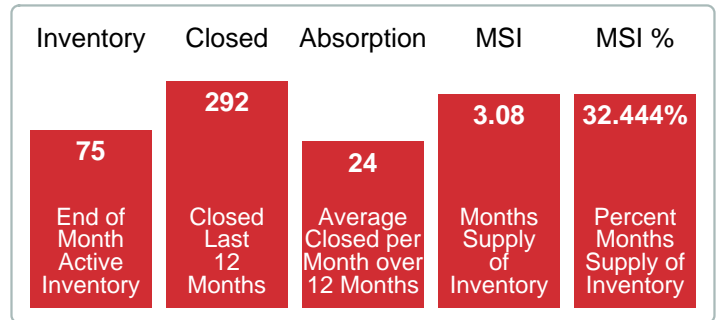
## MONTHS SUPPLY of INVENTORY (MSI)

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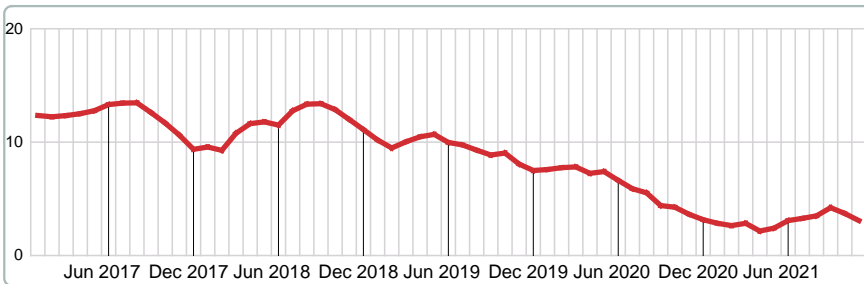
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

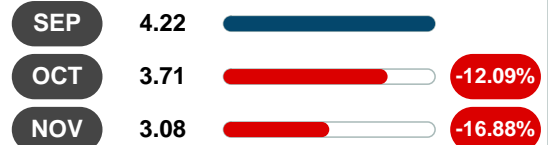


### 3 MONTHS

5 year NOV AVG = 7.48

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at **3.08**  
below the 5 yr NOV average of **7.48**



### 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
\$50,000 and less	4	5.33%	1.26	0.89	2.18	0.00	0.00
\$50,001 - \$125,000	13	17.33%	2.14	4.00	1.44	2.40	0.00
\$125,001 - \$200,000	9	12.00%	1.54	0.00	2.09	1.00	0.00
\$200,001 - \$300,000	21	28.00%	4.94	6.86	5.57	2.57	6.00
\$300,001 - \$425,000	11	14.67%	4.13	12.00	3.16	4.50	6.00
\$425,001 - \$600,000	9	12.00%	5.40	0.00	7.50	5.14	2.40
\$600,001 and up	8	10.67%	12.00	0.00	16.00	6.00	24.00
Market Supply of Inventory (MSI)			3.08	2.40	3.13	3.12	6.00
Total Active Inventory by Units		100%	3.08	13	43	13	6

# November 2021



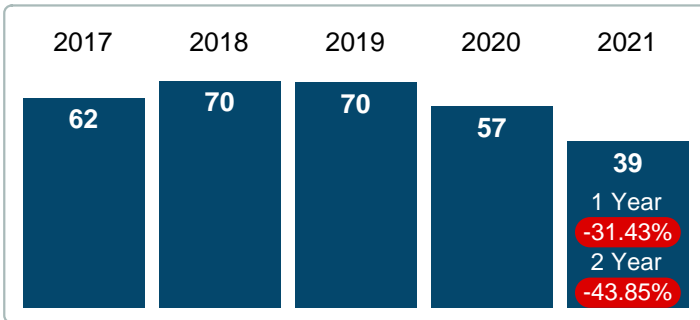
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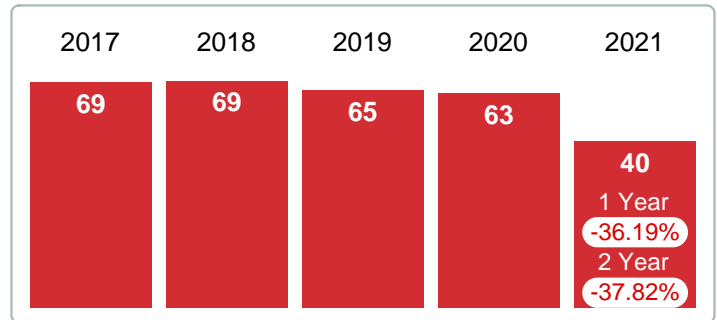
## AVERAGE DAYS ON MARKET TO SALE

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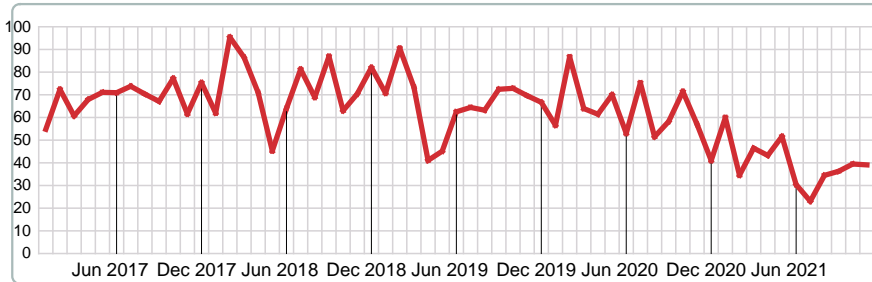
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 60

High Feb 2018 95 Low Jul 2021 23

Average Days on Market to Sale this month at 39 below the 5 yr NOV 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	4.17%	3	3	0	0	0
\$50,001 - \$75,000	12.50%	89	0	59	149	0
\$75,001 - \$150,000	20.83%	21	14	15	49	0
\$150,001 - \$225,000	25.00%	31	78	22	0	0
\$225,001 - \$250,000	8.33%	43	0	43	0	0
\$250,001 - \$300,000	16.67%	56	1	7	107	0
\$300,001 and up	12.50%	23	0	2	0	64
<b>Average Closed DOM</b>		<b>39</b>	<b>24</b>	<b>24</b>	<b>103</b>	<b>64</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>39</b>	<b>4</b>	<b>15</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,506,000</b>	<b>575.00K</b>	<b>2.84M</b>	<b>776.00K</b>	<b>320.00K</b>

# November 2021



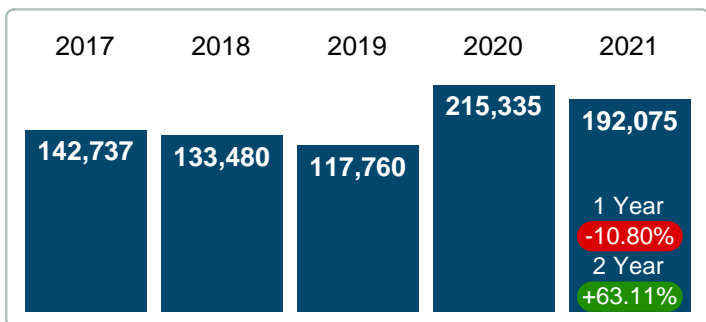
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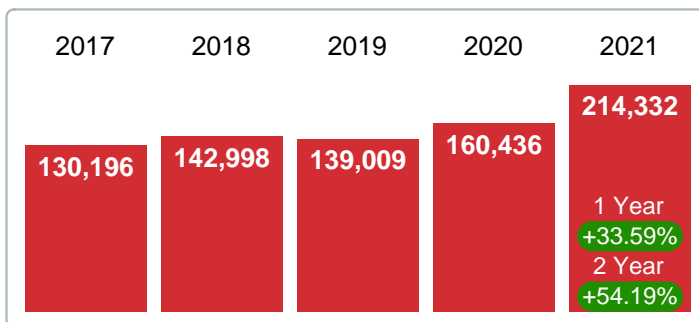
## AVERAGE LIST PRICE AT CLOSING

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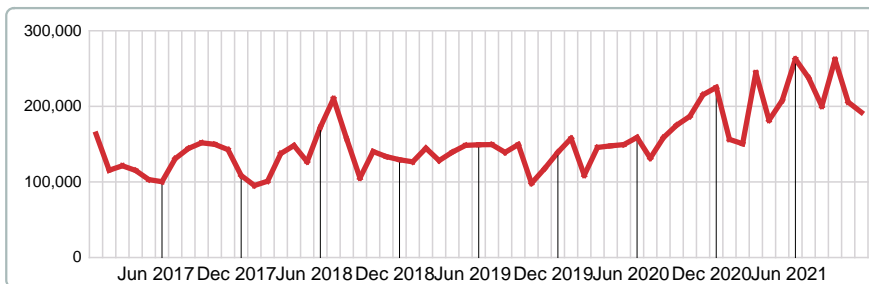
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

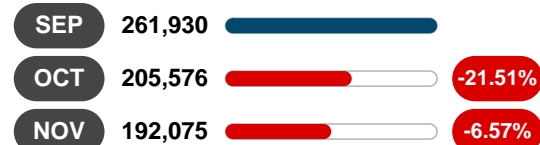


### 3 MONTHS

5 year NOV AVG = 160,277

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

Average List Price at Closing this month at **192,075**  
above the 5 yr NOV average of **160,277**



### 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	4.17%	35,000	35,000	0	0	0
\$50,001 - \$75,000	8.33%	57,500	0	57,500	80,000	0
\$75,001 - \$150,000	25.00%	106,650	120,000	108,300	115,000	0
\$150,001 - \$225,000	25.00%	194,483	165,000	200,380	0	0
\$225,001 - \$250,000	12.50%	243,000	0	239,500	0	0
\$250,001 - \$300,000	4.17%	260,000	260,000	250,000	320,000	0
\$300,001 and up	20.83%	332,800	0	337,000	0	350,000
<b>Average List Price</b>		<b>192,075</b>	<b>145,000</b>	<b>189,653</b>	<b>208,750</b>	<b>350,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>192,075</b>	<b>4</b>	<b>15</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,609,800</b>	<b>580.00K</b>	<b>2.84M</b>	<b>835.00K</b>	<b>350.00K</b>



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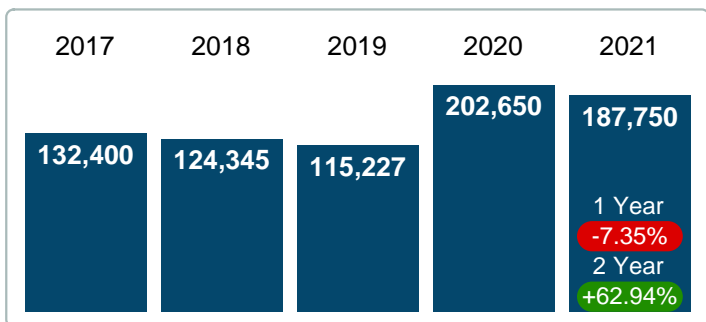
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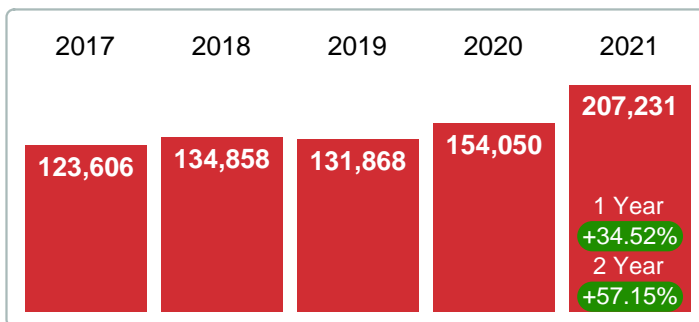
## AVERAGE SOLD PRICE AT CLOSING

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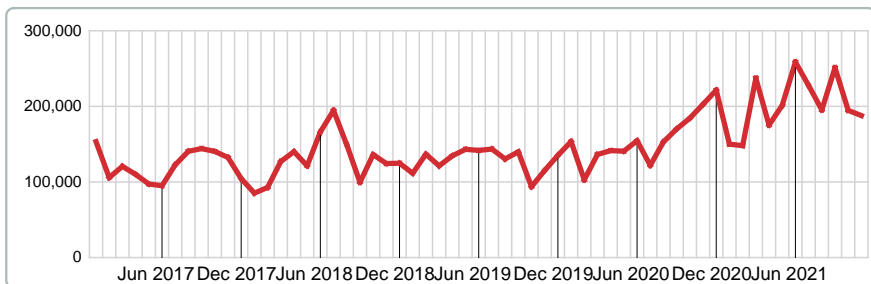
### NOVEMBER



### YEAR TO DATE (YTD)

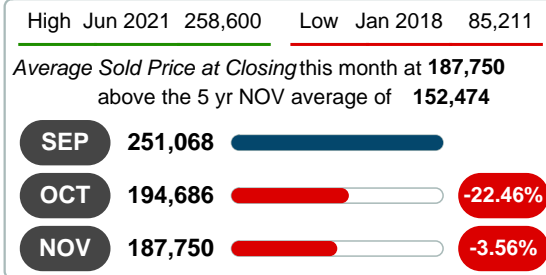


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 152,474



### 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	4.17%	35,000	35,000	0	0	0
\$50,001 - \$75,000	12.50%	62,000	0	56,000	74,000	0
\$75,001 - \$150,000	20.83%	108,200	115,000	103,667	115,000	0
\$150,001 - \$225,000	25.00%	192,833	165,000	198,400	0	0
\$225,001 - \$250,000	8.33%	242,500	0	242,500	0	0
\$250,001 - \$300,000	16.67%	276,750	260,000	260,000	293,500	0
\$300,001 and up	12.50%	331,667	0	337,500	0	320,000
<b>Average Sold Price</b>		<b>187,750</b>	<b>143,750</b>	<b>189,000</b>	<b>194,000</b>	<b>320,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,750</b>	<b>4</b>	<b>15</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,506,000</b>	<b>575.00K</b>	<b>2.84M</b>	<b>776.00K</b>	<b>320.00K</b>

# November 2021



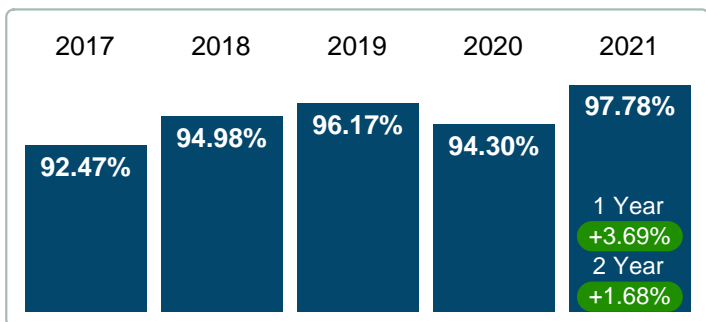
Area Delimited by County Of McIntosh - Residential Property Type



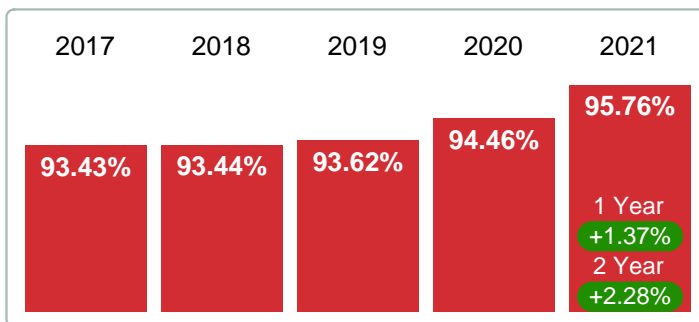
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

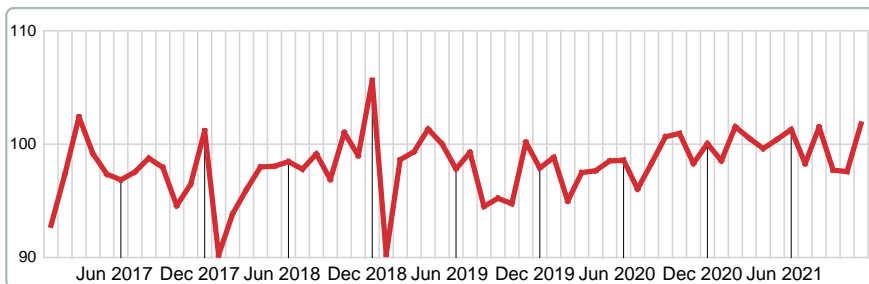
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

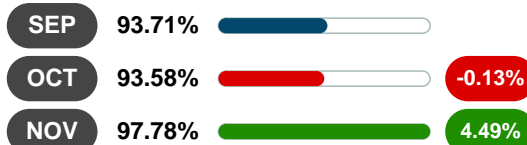


### 3 MONTHS

5 year NOV AVG = 95.14%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **97.78%**  
above the 5 yr NOV average of **95.14%**



### 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	<div style="width: 4.17%;"></div> 1	4.17%	100.00%	100.00%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	<div style="width: 12.50%;"></div> 3	12.50%	95.68%	0.00%	97.27%	92.50%	0.00%	
\$75,001 - \$150,000	<div style="width: 20.83%;"></div> 5	20.83%	96.08%	95.83%	94.85%	100.00%	0.00%	
\$150,001 - \$225,000	<div style="width: 25.00%;"></div> 6	25.00%	99.51%	100.00%	99.41%	0.00%	0.00%	
\$225,001 - \$250,000	<div style="width: 8.33%;"></div> 2	8.33%	101.25%	0.00%	101.25%	0.00%	0.00%	
\$250,001 - \$300,000	<div style="width: 16.67%;"></div> 4	16.67%	96.89%	100.00%	104.00%	91.77%	0.00%	
\$300,001 and up	<div style="width: 12.50%;"></div> 3	12.50%	97.41%	0.00%	100.41%	0.00%	91.43%	
Average Sold/List Ratio		97.80%		98.96%	98.90%	94.01%	91.43%	
Total Closed Units		24	100%	97.80%	4	15	4	1
Total Closed Volume		4,506,000			575.00K	2.84M	776.00K	320.00K



Area Delimited by County Of McIntosh - Residential Property Type

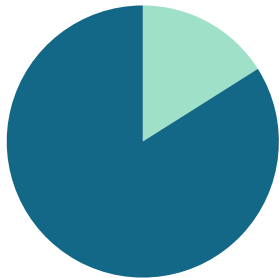


# November 2021

## MARKET SUMMARY

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

### INVENTORY

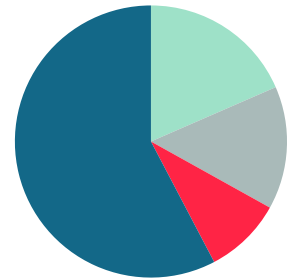


**Inventory**  
 New Listings  
**17 = 16.04%**  
 Start Inventory  
**89**  
 Total Inventory Units  
**106**  
 Volume  
**\$30,701,155**

### Market Activity

Closed Sales  
**24 = 18.46%**  
 Pending Sales  
**19 = 14.62%**  
 Other Off Market  
**12 = 9.23%**  
 Active Inventory  
**75 = 57.69%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	20	24	20.00%	251	277	10.36%
Pending Sales	22	19	-13.64%	279	290	3.94%
New Listings	23	17	-26.09%	427	372	-12.88%
Average List Price	215,335	192,075	-10.80%	160,436	214,332	33.59%
Average Sale Price	202,650	187,750	-7.35%	154,050	207,231	34.52%
Average Percent of Selling Price to List Price	94.30%	97.78%	3.69%	94.46%	95.76%	1.37%
Average Days on Market to Sale	57.00	39.08	-31.43%	62.98	40.19	-36.19%
Monthly Inventory	81	75	-7.41%	81	75	-7.41%
Months Supply of Inventory	3.64	3.08	-15.33%	3.64	3.08	-15.33%

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

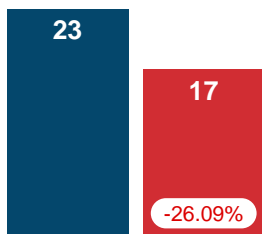
**Inventory** on November 30, 2021 = **75**

**2020** **2021**

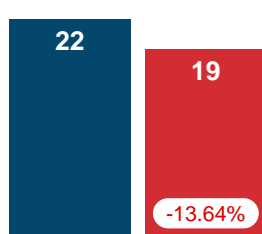
### NOVEMBER MARKET

### AVERAGE PRICES

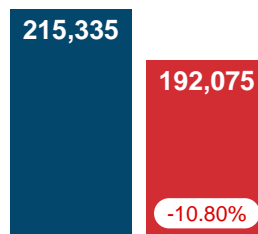
#### New Listings



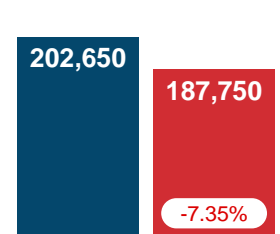
#### Pending Listings



#### List Price



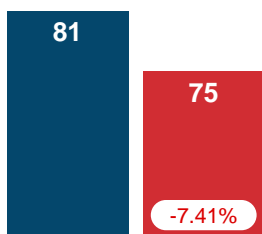
#### Sale Price



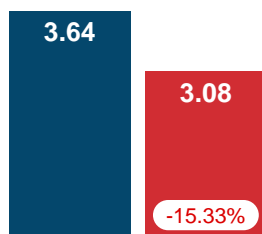
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

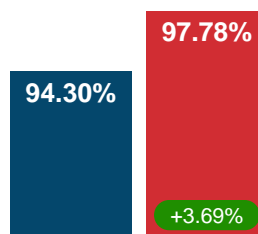
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

