

# September 2022



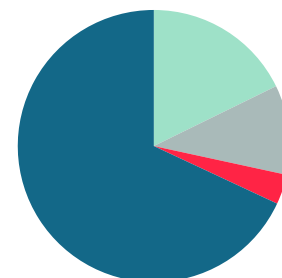
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	30	30	0.00%
Pending Listings	22	18	-18.18%
New Listings	47	35	-25.53%
Average List Price	261,930	239,853	-8.43%
Average Sale Price	251,068	229,667	-8.52%
Average Percent of Selling Price to List Price	93.71%	93.63%	-0.08%
Average Days on Market to Sale	36.27	53.70	48.07%
End of Month Inventory	103	115	11.65%
Months Supply of Inventory	4.22	4.69	11.27%



■ Closed (17.75%)  
■ Pending (10.65%)  
■ Other OffMarket (3.55%)  
■ Active (68.05%)

**Absorption:** Last 12 months, an Average of **25 Sales/Month**  
**Active Inventory** as of September 30, 2022 = **115**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 rose **11.65%** to 115 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 **4.69** 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 **8.52%** in September 2022 to \$229,667 versus the previous year at \$251,068.

#### Average Days on Market Lengthens

The average number of **53.70** days that homes spent on the market before selling increased by 17.43 days or **48.07%** in September 2022 compared to last year's same month at **36.27** DOM.

#### Sales Success for September 2022 is Positive

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

There were 35 New Listings in September 2022, down **25.53%** from last year at 47. Furthermore, there were 30 Closed Listings this month versus last year at 30, a **0.00%** decrease.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, September 2021, at **63.8%**, a **34.29%** upswing. 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

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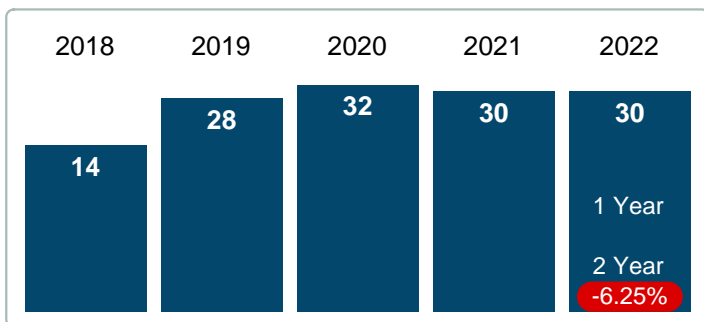
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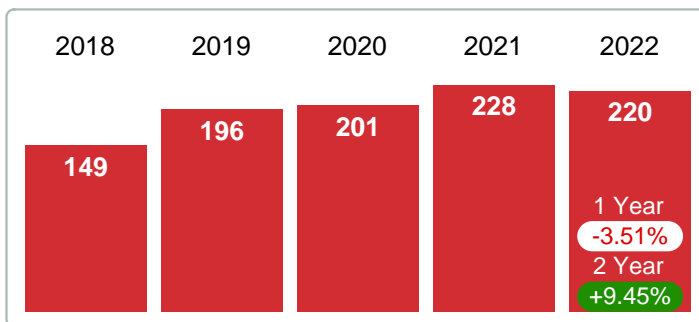
## CLOSED LISTINGS

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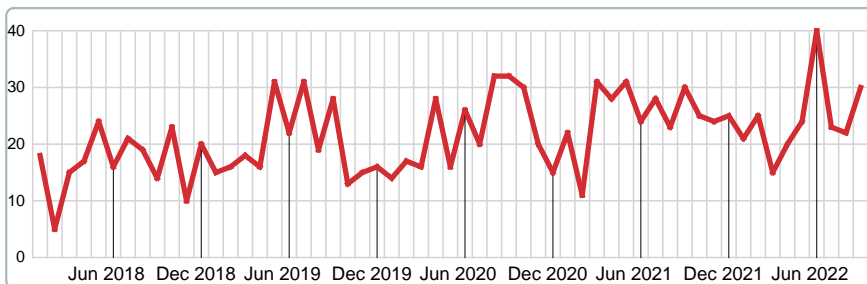
### SEPTEMBER



### YEAR TO DATE (YTD)

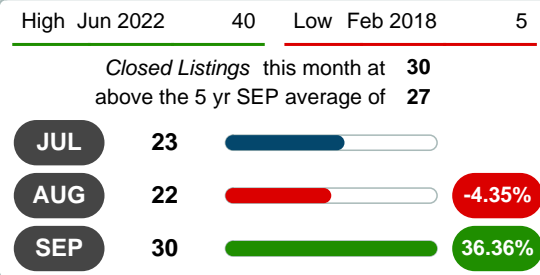


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 27



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	6.67%	54.5	1	1	0	0
\$75,001 - \$100,000	3	10.00%	50.3	3	0	0	0
\$100,001 - \$125,000	3	10.00%	27.0	1	2	0	0
\$125,001 - \$200,000	9	30.00%	30.8	2	6	1	0
\$200,001 - \$350,000	6	20.00%	97.0	2	2	2	0
\$350,001 - \$475,000	5	16.67%	59.8	0	1	4	0
\$475,001 and up	2	6.67%	56.0	0	1	1	0
<b>Total Closed Units</b>	<b>30</b>			<b>9</b>	<b>13</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,889,999</b>	<b>100%</b>	<b>53.7</b>	<b>1.36M</b>	<b>2.72M</b>	<b>2.82M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$229,667</b>			<b>\$150,833</b>	<b>\$209,038</b>	<b>\$351,875</b>	<b>\$0</b>

# September 2022



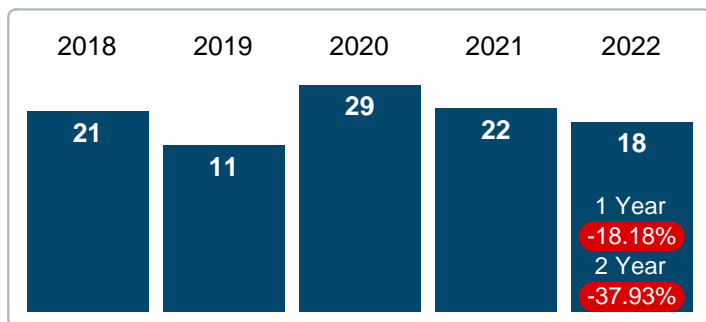
Area Delimited by County Of McIntosh - Residential Property Type



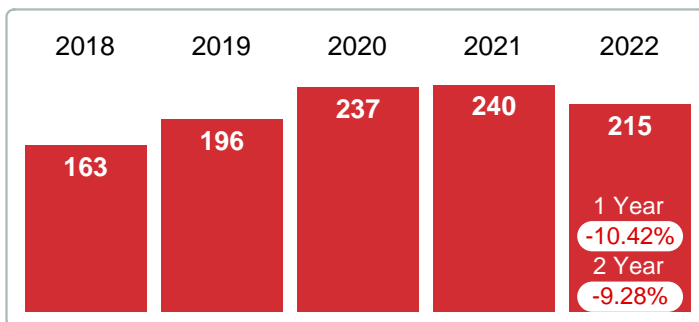
## PENDING LISTINGS

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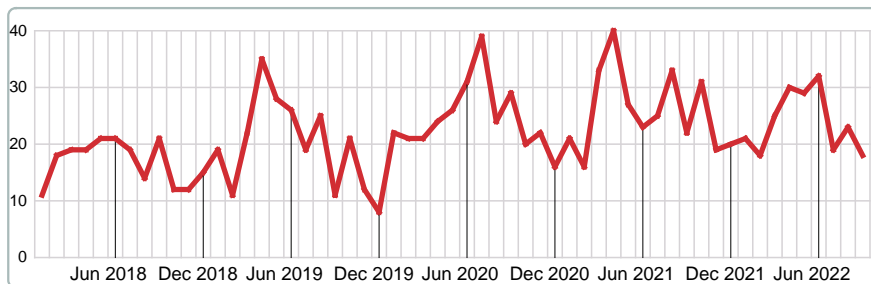
### SEPTEMBER



### YEAR TO DATE (YTD)

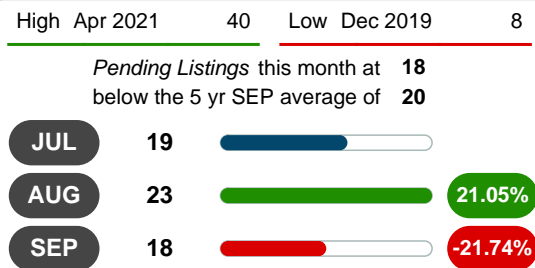


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 20



### 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	5.56%	21.0	1	0	0	0
\$50,001 - \$150,000	3	16.67%	27.3	0	3	0	0
\$150,001 - \$175,000	1	5.56%	73.0	0	1	0	0
\$175,001 - \$275,000	6	33.33%	45.0	2	3	1	0
\$275,001 - \$475,000	2	11.11%	82.5	0	2	0	0
\$475,001 - \$525,000	3	16.67%	27.3	0	3	0	0
\$525,001 and up	2	11.11%	45.0	0	0	1	1
<b>Total Pending Units</b>	<b>18</b>			<b>3</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,230,710</b>	<b>100%</b>	<b>43.5</b>	<b>449.00K</b>	<b>3.24M</b>	<b>996.11K</b>	<b>549.90K</b>
<b>Average Listing Price</b>	<b>\$290,595</b>			<b>\$149,667</b>	<b>\$269,642</b>	<b>\$498,056</b>	<b>\$549,900</b>

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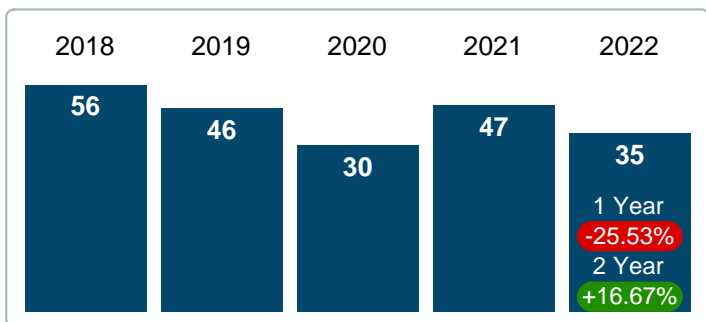
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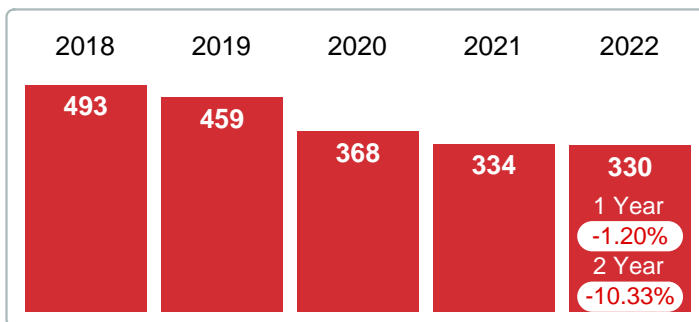
## NEW LISTINGS

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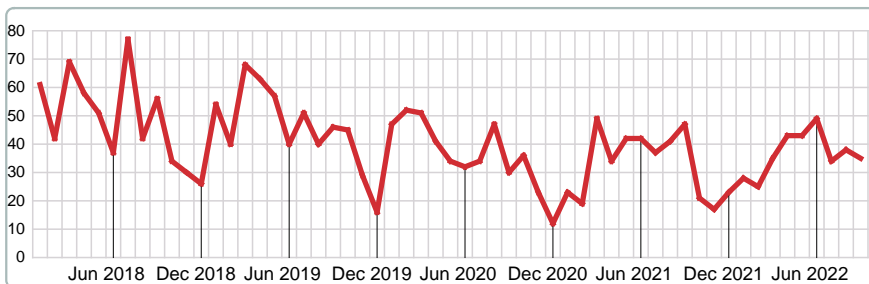
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 43

High Jul 2018 77 Low Dec 2020 12

New Listings this month at **35**  
below the 5 yr SEP average of **43**

- JUL 34
- AUG 38 **11.76%**
- SEP 35 **-7.89%**

### 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	3	8.57%	2	1	0	0
\$75,001 - \$125,000	4	11.43%	3	1	0	0
\$125,001 - \$175,000	5	14.29%	1	3	1	0
\$175,001 - \$350,000	11	31.43%	2	7	2	0
\$350,001 - \$450,000	5	14.29%	1	2	2	0
\$450,001 - \$525,000	3	8.57%	0	2	1	0
\$525,001 and up	4	11.43%	0	0	3	1
<b>Total New Listed Units</b>	<b>35</b>		<b>9</b>	<b>16</b>	<b>9</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,931,199</b>	<b>100%</b>	<b>1.51M</b>	<b>4.16M</b>	<b>4.58M</b>	<b>678.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$274,223</b>		<b>\$168,044</b>	<b>\$260,300</b>	<b>\$508,444</b>	<b>\$678,000</b>

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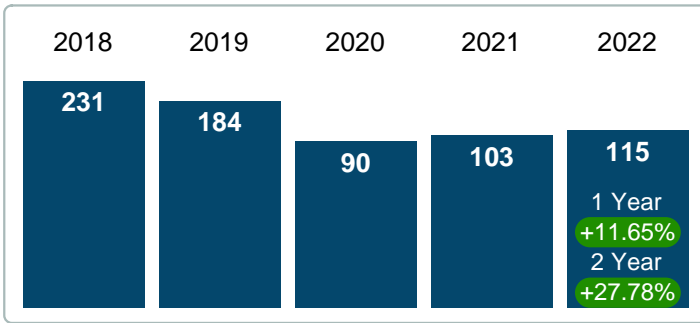
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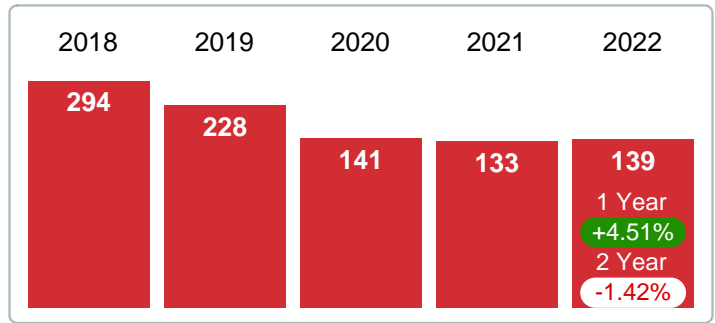
## ACTIVE INVENTORY

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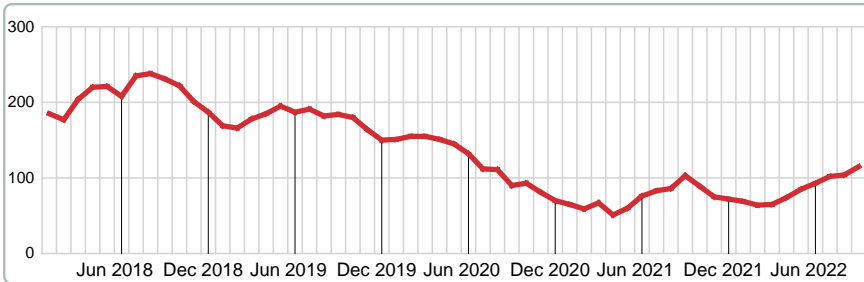
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

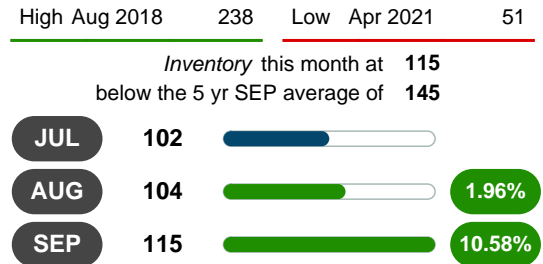


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 145



### 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	8.70%	94.3	8	2	0	0
\$75,001 - \$125,000	9	7.83%	43.0	4	5	0	0
\$125,001 - \$200,000	24	20.87%	62.3	6	16	2	0
\$200,001 - \$325,000	28	24.35%	79.2	6	16	5	1
\$325,001 - \$450,000	18	15.65%	74.6	1	10	6	1
\$450,001 - \$650,000	15	13.04%	77.3	1	7	6	1
\$650,001 and up	11	9.57%	89.1	1	2	3	5
<b>Total Active Inventory by Units</b>	<b>115</b>			<b>27</b>	<b>58</b>	<b>22</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>39,105,437</b>	<b>100%</b>	<b>74.1</b>	<b>5.89M</b>	<b>18.03M</b>	<b>9.63M</b>	<b>5.55M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$340,047</b>			<b>\$218,041</b>	<b>\$310,908</b>	<b>\$437,877</b>	<b>\$694,050</b>

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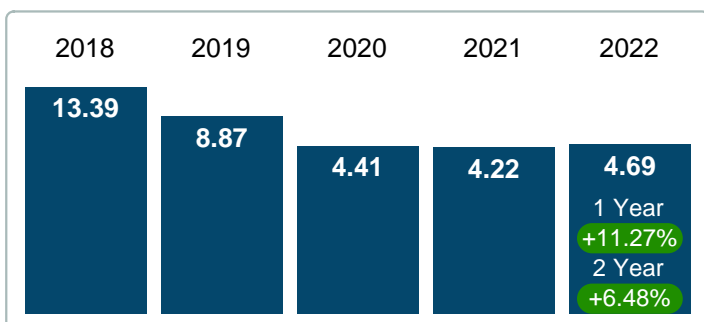
Area Delimited by County Of McIntosh - Residential Property Type



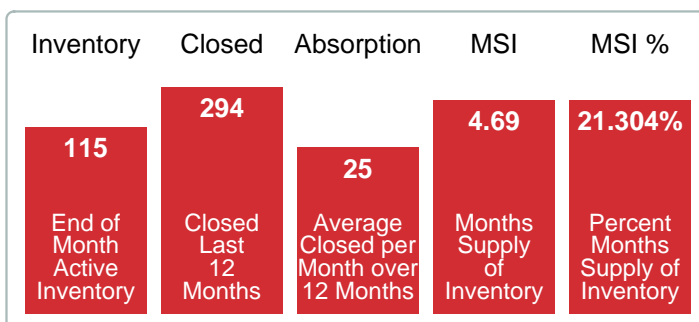
## MONTHS SUPPLY of INVENTORY (MSI)

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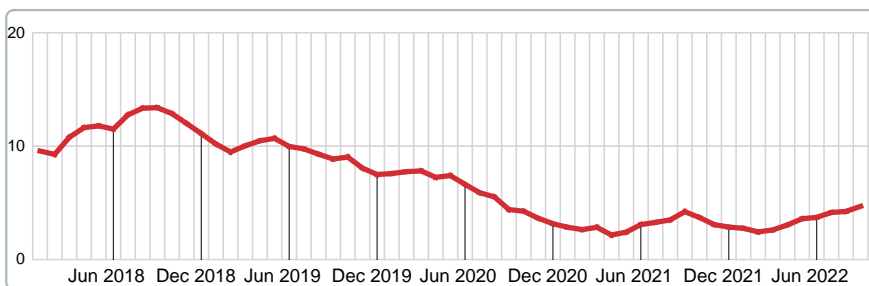
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

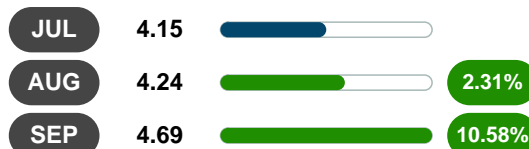


### 3 MONTHS

5 year SEP AVG = 7.12

High Sep 2018 13.39 Low Apr 2021 2.16

Months Supply this month at **4.69**  
below the 5 yr SEP average of **7.12**



### 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	8.70%	3.24	4.00	2.18	0.00	0.00
\$75,001 - \$125,000	9	7.83%	2.30	2.67	2.40	0.00	0.00
\$125,001 - \$200,000	24	20.87%	3.79	3.27	4.00	4.00	0.00
\$200,001 - \$325,000	28	24.35%	4.42	5.54	4.00	4.62	6.00
\$325,001 - \$450,000	18	15.65%	6.35	6.00	5.71	7.20	12.00
\$450,001 - \$650,000	15	13.04%	10.00	12.00	7.00	14.40	0.00
\$650,001 and up	11	9.57%	22.00	0.00	12.00	36.00	20.00
Market Supply of Inventory (MSI)			4.69	4.05	4.17	6.44	16.00
Total Active Inventory by Units		100%	4.69	27	58	22	8

# September 2022



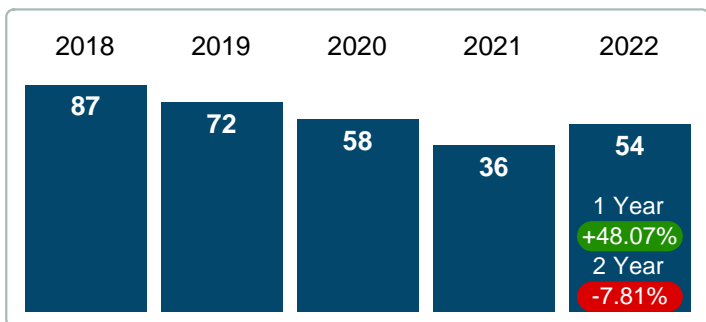
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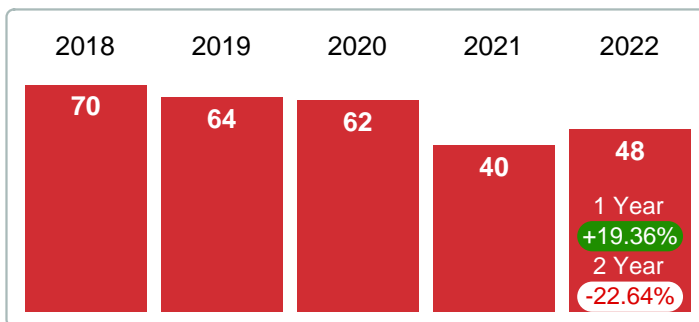
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 09, 2023 for MLS Technology Inc.

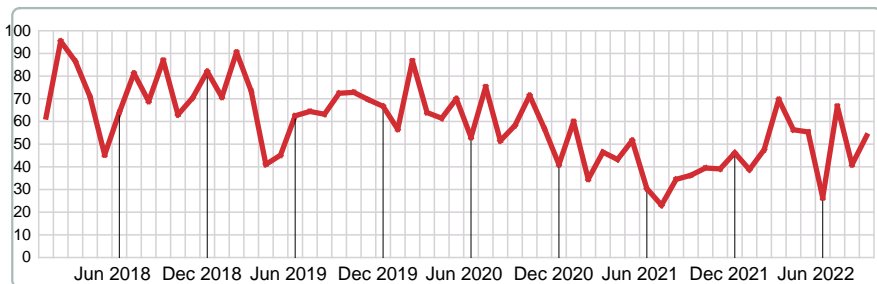
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 62

High Feb 2018 95 Low Jul 2021 23

Average Days on Market to Sale this month at 54 below the 5 yr SEP average of 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
\$75,000 and less	6.67%	55	26	83	0	0
\$75,001 - \$100,000	10.00%	50	50	0	0	0
\$100,001 - \$125,000	10.00%	27	37	22	0	0
\$125,001 - \$200,000	30.00%	31	41	32	1	0
\$200,001 - \$350,000	20.00%	97	23	38	230	0
\$350,001 - \$475,000	16.67%	60	0	19	70	0
\$475,001 and up	6.67%	56	0	2	110	0
<b>Average Closed DOM</b>		<b>54</b>	<b>38</b>	<b>32</b>	<b>106</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>54</b>	<b>9</b>	<b>13</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,889,999</b>	<b>1.36M</b>	<b>2.72M</b>	<b>2.82M</b>	<b>0.00B</b>



# September 2022



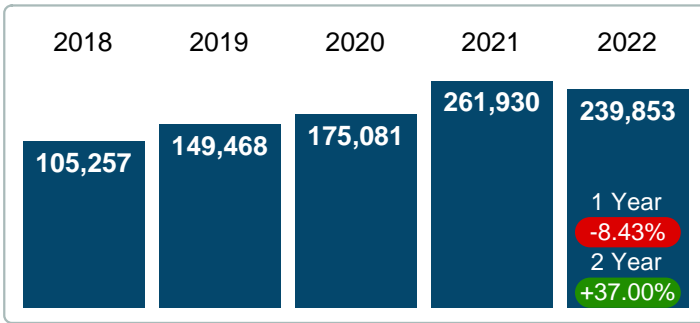
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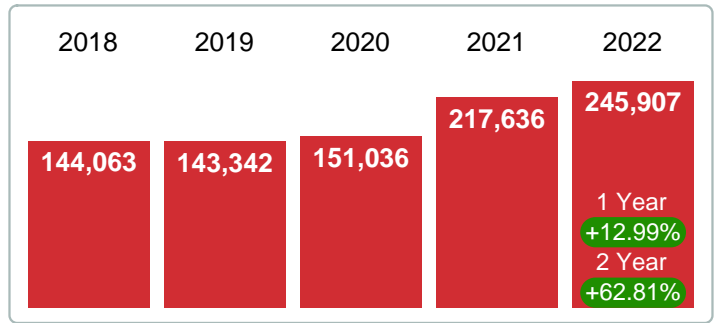
## AVERAGE LIST PRICE AT CLOSING

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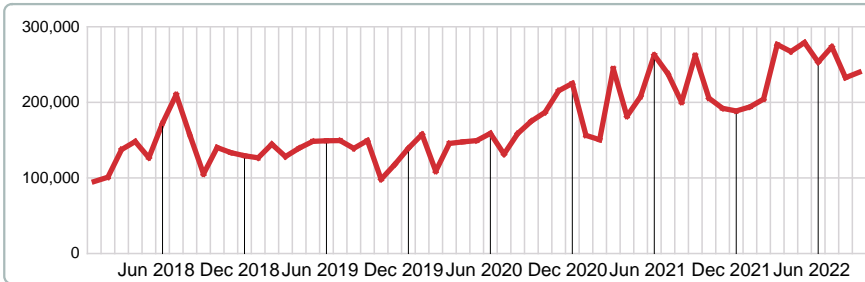
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

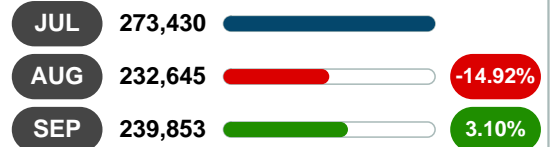


### 3 MONTHS

5 year SEP AVG = 186,318

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

Average List Price at Closing this month at **239,853** above the 5 yr SEP average of **186,318**



### 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
\$75,000 and less	6.67%	57,000	49,500	64,500	0	0
\$75,001 - \$100,000	3.33%	95,000	109,833	0	0	0
\$100,001 - \$125,000	13.33%	118,350	120,000	134,950	0	0
\$125,001 - \$200,000	36.67%	165,155	168,950	157,300	185,000	0
\$200,001 - \$350,000	13.33%	282,125	294,500	264,250	304,500	0
\$350,001 - \$475,000	20.00%	409,667	0	475,000	396,000	0
\$475,001 and up	6.67%	555,000	0	525,000	585,000	0
<b>Average List Price</b>		<b>239,853</b>	<b>158,433</b>	<b>215,900</b>	<b>370,375</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>239,853</b>	<b>9</b>	<b>13</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,195,599</b>	<b>1.43M</b>	<b>2.81M</b>	<b>2.96M</b>	<b>0.00B</b>



# September 2022



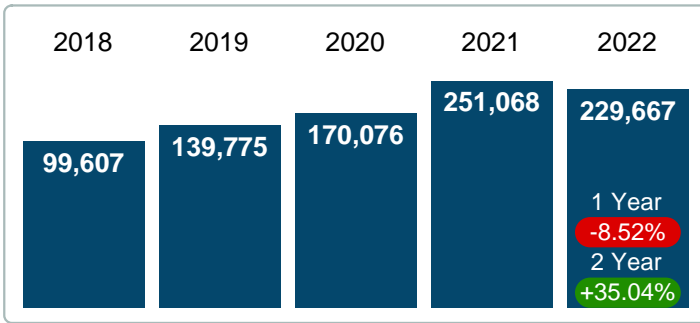
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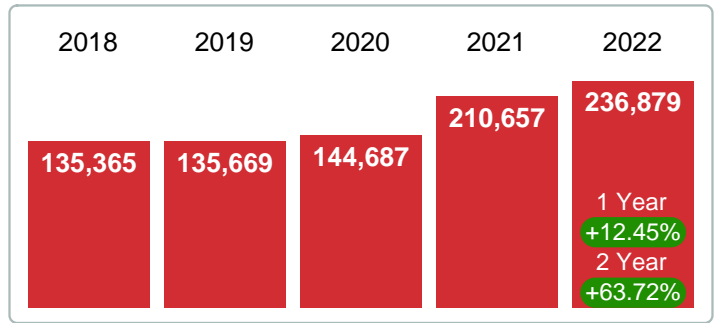
## AVERAGE SOLD PRICE AT CLOSING

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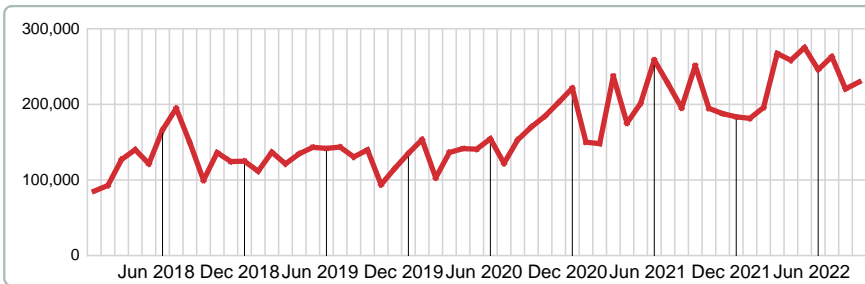
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

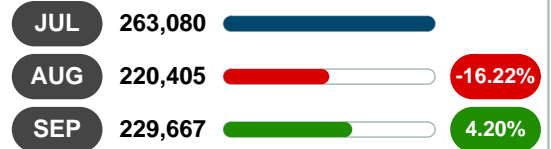


### 3 MONTHS

5 year SEP AVG = 178,039

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

Average Sold Price at Closing this month at **229,667** above the 5 yr SEP average of **178,039**



### 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
\$75,000 and less	6.67%	41,500	48,000	35,000	0	0
\$75,001 - \$100,000	10.00%	90,333	90,333	0	0	0
\$100,001 - \$125,000	10.00%	117,833	122,500	115,500	0	0
\$125,001 - \$200,000	30.00%	155,944	166,500	154,250	145,000	0
\$200,001 - \$350,000	20.00%	278,167	291,500	263,000	280,000	0
\$350,001 - \$475,000	16.67%	404,000	0	475,000	386,250	0
\$475,001 and up	6.67%	545,000	0	525,000	565,000	0
<b>Average Sold Price</b>		<b>229,667</b>	<b>150,833</b>	<b>209,038</b>	<b>351,875</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,667</b>	<b>9</b>	<b>13</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,889,999</b>	<b>1.36M</b>	<b>2.72M</b>	<b>2.82M</b>	<b>0.00B</b>

# September 2022



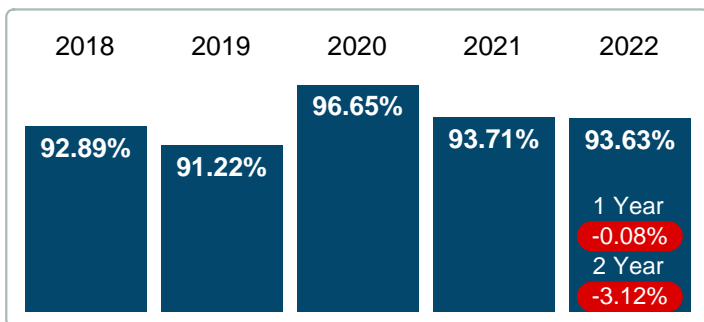
Area Delimited by County Of McIntosh - Residential Property Type



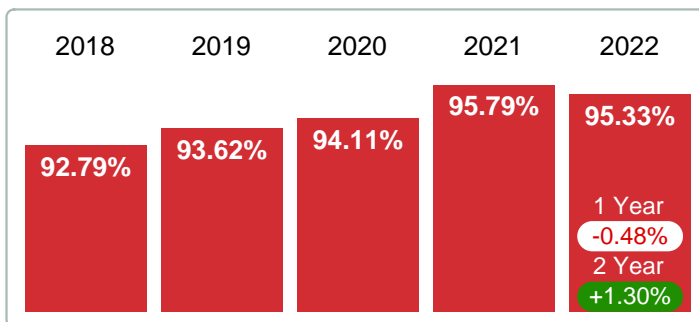
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

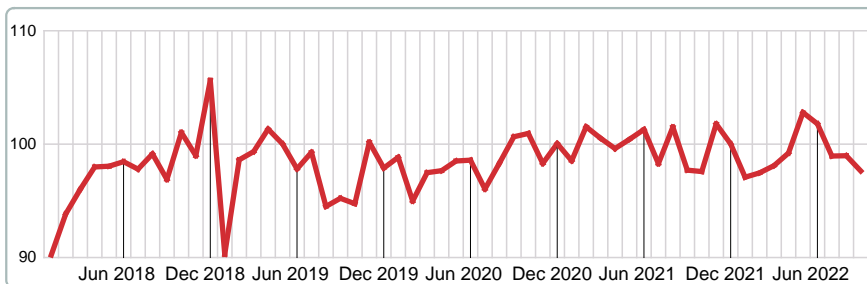
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

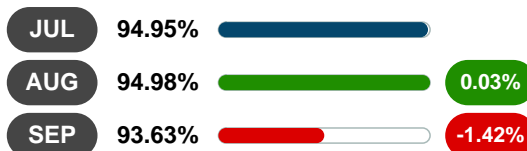


### 3 MONTHS

5 year SEP AVG = 93.62%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **93.63%** equal to 5 yr SEP average of **93.62%**



### 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
\$75,000 and less	2	6.67%	75.62%	96.97%	54.26%	0.00%	0.00%
\$75,001 - \$100,000	3	10.00%	82.40%	82.40%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	3	10.00%	91.15%	102.08%	85.69%	0.00%	0.00%
\$125,001 - \$200,000	9	30.00%	95.98%	97.97%	98.25%	78.38%	0.00%
\$200,001 - \$350,000	6	20.00%	97.76%	99.00%	100.42%	93.86%	0.00%
\$350,001 - \$475,000	5	16.67%	98.03%	0.00%	100.00%	97.54%	0.00%
\$475,001 and up	2	6.67%	98.29%	0.00%	100.00%	96.58%	0.00%
Average Sold/List Ratio		93.60%		93.35%	93.54%	94.10%	0.00%
Total Closed Units		30	100%	9	13	8	
Total Closed Volume		6,889,999		1.36M	2.72M	2.82M	0.00B

# September 2022



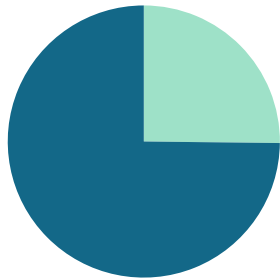
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

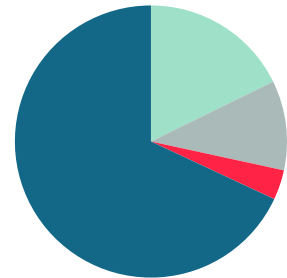


**Inventory**  
 New Listings  
**35 = 25.18%**  
 Start Inventory  
**104**  
 Total Inventory Units  
**139**  
 Volume  
**\$46,777,647**

### Market Activity

Closed Sales  
**30 = 17.75%**  
 Pending Sales  
**18 = 10.65%**  
 Other Off Market  
**6 = 3.55%**  
 Active Inventory  
**115 = 68.05%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	30	30	0.00%	228	220	-3.51%
Pending Sales	22	18	-18.18%	240	215	-10.42%
New Listings	47	35	-25.53%	334	330	-1.20%
Average List Price	261,930	239,853	-8.43%	217,636	245,907	12.99%
Average Sale Price	251,068	229,667	-8.52%	210,657	236,879	12.45%
Average Percent of Selling Price to List Price	93.71%	93.63%	-0.08%	95.79%	95.33%	-0.48%
Average Days on Market to Sale	36.27	53.70	48.07%	40.38	48.20	19.36%
Monthly Inventory	103	115	11.65%	103	115	11.65%
Months Supply of Inventory	4.22	4.69	11.27%	4.22	4.69	11.27%

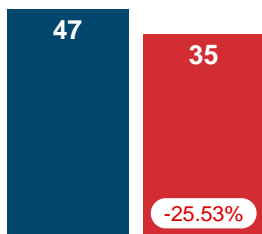
**Absorption:** Last 12 months, an Average of **25** Sales/Month

**Inventory** on September 30, 2022 = **115** 2021 2022

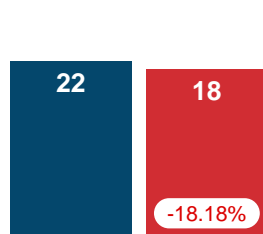
### SEPTEMBER MARKET

### AVERAGE PRICES

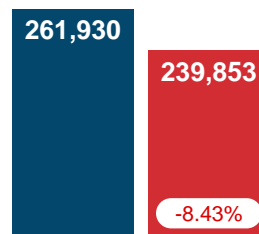
#### New Listings



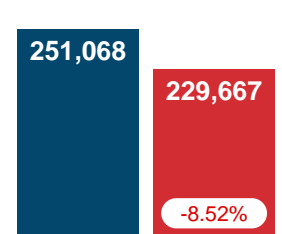
#### Pending Listings



#### List Price



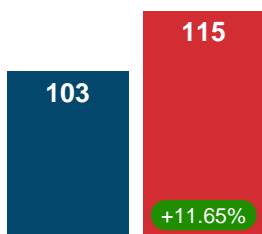
#### Sale Price



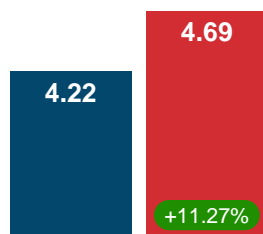
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

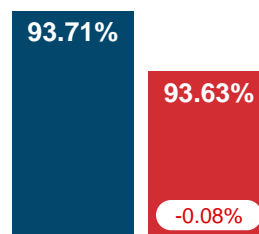
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

