

# January 2023



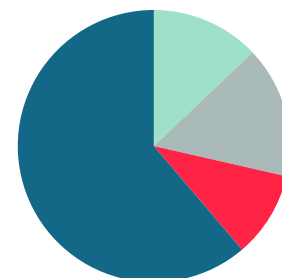
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	21	19	-9.52%
Pending Listings	21	23	9.52%
New Listings	28	34	21.43%
Median List Price	155,000	199,900	28.97%
Median Sale Price	148,000	187,000	26.35%
Median Percent of Selling Price to List Price	96.10%	93.81%	-2.38%
Median Days on Market to Sale	20.00	37.00	85.00%
End of Month Inventory	69	90	30.43%
Months Supply of Inventory	2.75	3.83	39.22%



■ Closed (12.93%)  
■ Pending (15.65%)  
■ Other OffMarket (10.20%)  
■ Active (61.22%)

**Absorption:** Last 12 months, an Average of **24** Sales/Month  
**Active Inventory** as of January 31, 2023 = **90**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 rose **30.43%** to 90 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 **3.83** 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 **26.35%** in January 2023 to \$187,000 versus the previous year at \$148,000.

#### Median Days on Market Lengthens

The median number of **37.00** days that homes spent on the market before selling increased by 17.00 days or **85.00%** in January 2023 compared to last year's same month at **20.00** DOM.

#### Sales Success for January 2023 is Positive

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

There were 34 New Listings in January 2023, up **21.43%** from last year at 28. Furthermore, there were 19 Closed Listings this month versus last year at 21, a **-9.52%** decrease.

Closed versus Listed trends yielded a **55.9%** ratio, down from previous year's, January 2022, at **75.0%**, a **25.49%** 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>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

# January 2023



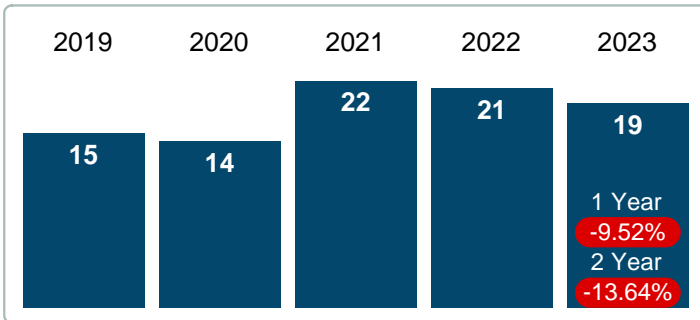
Area Delimited by County Of McIntosh - Residential Property Type



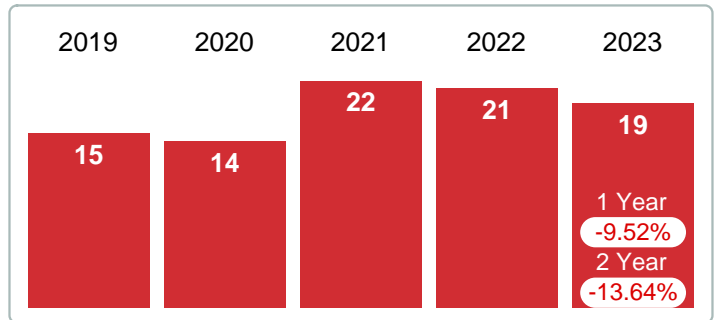
## CLOSED LISTINGS

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

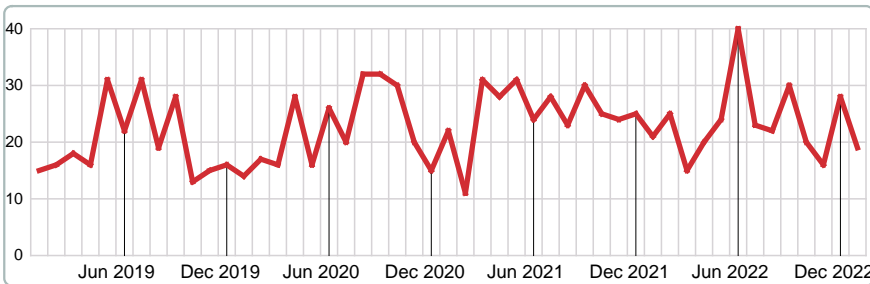
### JANUARY



### YEAR TO DATE (YTD)

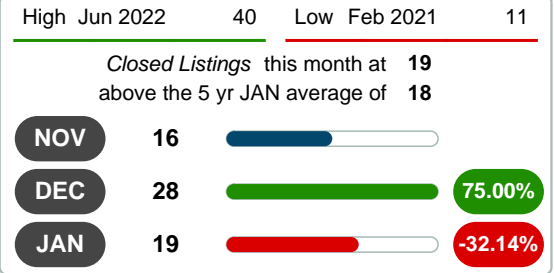


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 18



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	4	21.05%	30.5	4	0	0	0
\$125,001 - \$175,000	4	21.05%	48.0	0	4	0	0
\$175,001 - \$200,000	4	21.05%	14.5	2	2	0	0
\$200,001 - \$350,000	2	10.53%	69.0	0	2	0	0
\$350,001 - \$425,000	3	15.79%	43.0	0	1	0	2
\$425,001 and up	2	10.53%	52.5	0	0	2	0
<b>Total Closed Units</b>	<b>19</b>			<b>6</b>	<b>9</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>4,251,300</b>	<b>100%</b>	<b>37.0</b>	<b>648.80K</b>	<b>1.94M</b>	<b>894.00K</b>	<b>765.00K</b>
<b>Median Closed Price</b>	<b>\$187,000</b>			<b>\$80,400</b>	<b>\$187,000</b>	<b>\$447,000</b>	<b>\$382,500</b>

# January 2023



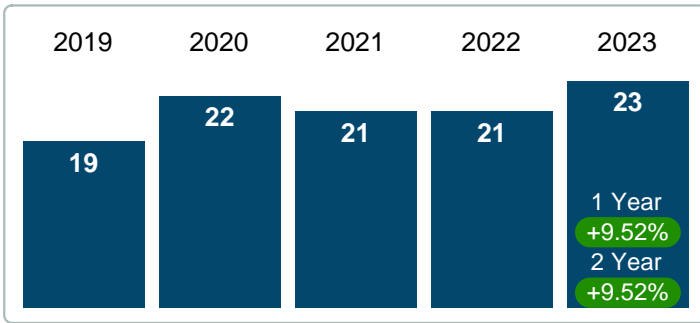
Area Delimited by County Of McIntosh - Residential Property Type



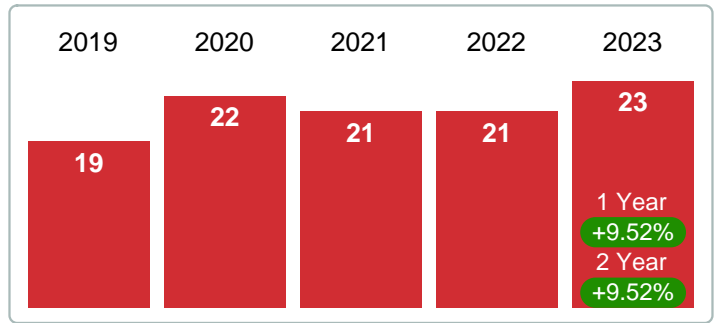
## PENDING LISTINGS

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

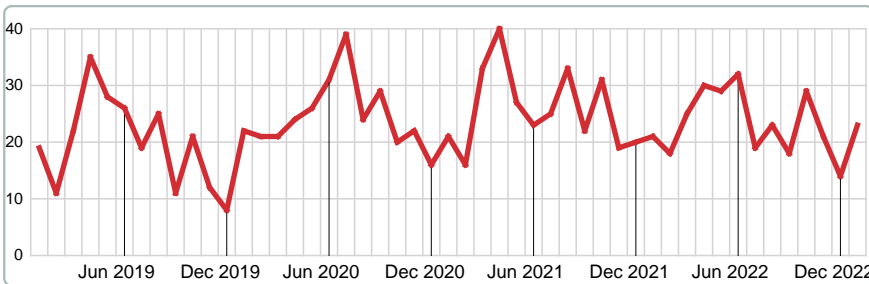
### JANUARY



### YEAR TO DATE (YTD)

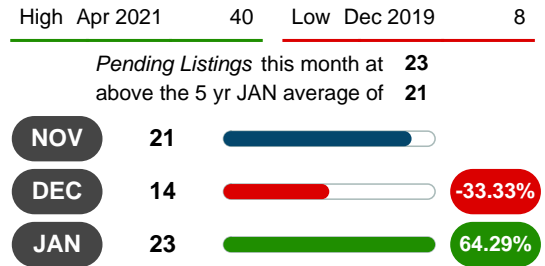


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 21



### 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%	52.5	0	0	0	0
\$50,001 - \$75,000	4	17.39%	23.0	3	1	0	0
\$75,001 - \$225,000	4	17.39%	35.0	0	4	0	0
\$225,001 - \$300,000	6	26.09%	49.0	0	5	1	0
\$300,001 - \$450,000	3	13.04%	26.0	0	2	0	1
\$450,001 - \$525,000	3	13.04%	88.0	1	1	1	0
\$525,001 and up	3	13.04%	8.0	0	3	0	0
<b>Total Pending Units</b>	<b>23</b>			<b>4</b>	<b>16</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,869,885</b>	<b>100%</b>	<b>29.0</b>	<b>672.49K</b>	<b>5.02M</b>	<b>754.00K</b>	<b>425.00K</b>
<b>Median Listing Price</b>	<b>\$285,000</b>			<b>\$58,743</b>	<b>\$287,000</b>	<b>\$377,000</b>	<b>\$425,000</b>

# January 2023



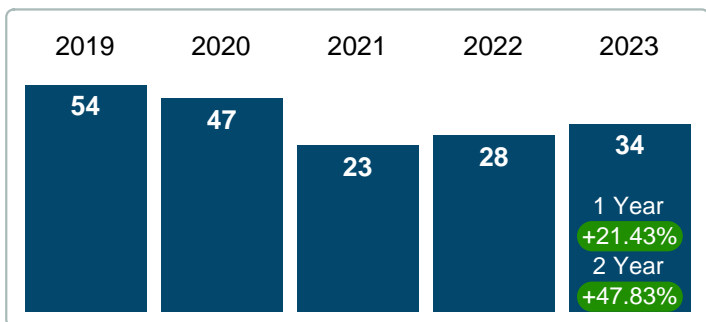
Area Delimited by County Of McIntosh - Residential Property Type



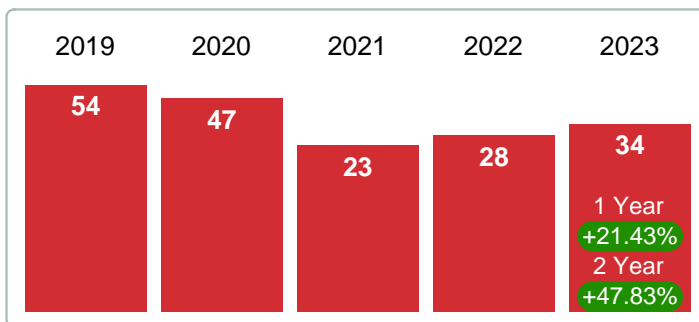
## NEW LISTINGS

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

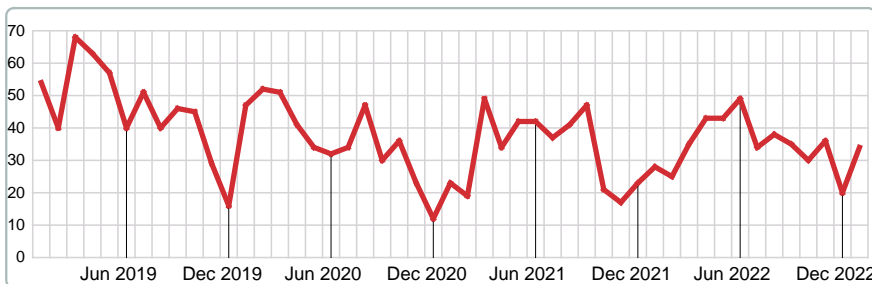
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 37

High Mar 2019 68 Low Dec 2020 12

New Listings this month at 34  
below the 5 yr JAN average of 37



### 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	8.82%	2	0	1	0
\$75,001 - \$150,000	6	17.65%	2	2	2	0
\$150,001 - \$175,000	1	2.94%	0	1	0	0
\$175,001 - \$275,000	7	20.59%	1	4	2	0
\$275,001 - \$425,000	10	29.41%	2	4	3	1
\$425,001 - \$575,000	3	8.82%	0	2	1	0
\$575,001 and up	4	11.76%	0	2	1	1
<b>Total New Listed Units</b>	<b>34</b>		<b>7</b>	<b>15</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>12,560,324</b>	<b>100%</b>	<b>1.35M</b>	<b>4.99M</b>	<b>4.82M</b>	<b>1.40M</b>
<b>Median New Listed Listing Price</b>	<b>\$270,000</b>		<b>\$150,000</b>	<b>\$290,000</b>	<b>\$262,500</b>	<b>\$699,500</b>

# January 2023



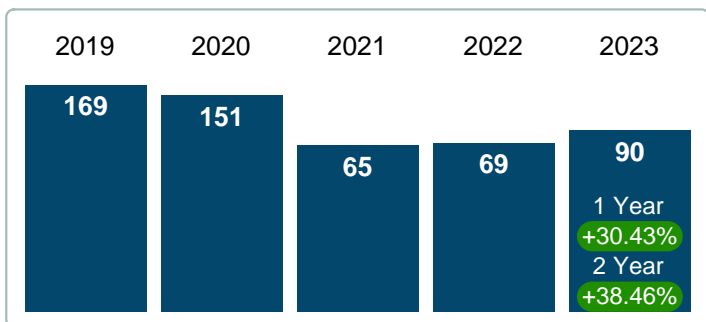
Area Delimited by County Of McIntosh - Residential Property Type



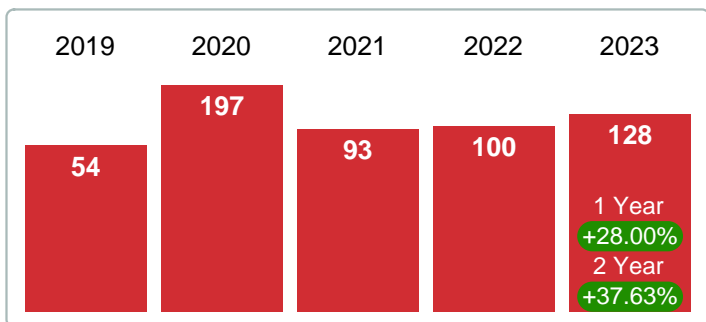
## ACTIVE INVENTORY

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

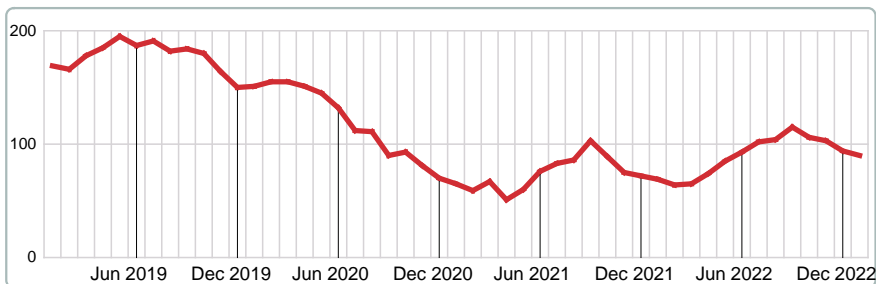
### END OF JANUARY



### ACTIVE DURING JANUARY

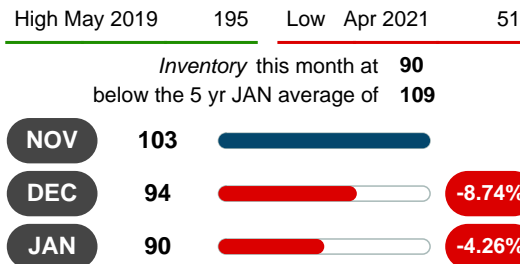


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 109



## 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	8	8.89%	97.0	4	2	2	0
\$100,001 - \$125,000	5	5.56%	123.0	3	1	1	0
\$125,001 - \$200,000	21	23.33%	75.0	6	11	3	1
\$200,001 - \$350,000	22	24.44%	84.5	5	10	6	1
\$350,001 - \$450,000	15	16.67%	58.0	4	7	4	0
\$450,001 - \$625,000	11	12.22%	99.0	0	6	4	1
\$625,001 and up	8	8.89%	80.0	0	2	3	3
<b>Total Active Inventory by Units</b>	<b>90</b>			<b>22</b>	<b>39</b>	<b>23</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>33,224,223</b>	<b>100%</b>	<b>84.0</b>	<b>4.42M</b>	<b>12.93M</b>	<b>12.34M</b>	<b>3.53M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$270,000</b>			<b>\$167,500</b>	<b>\$265,000</b>	<b>\$340,000</b>	<b>\$589,000</b>

# January 2023



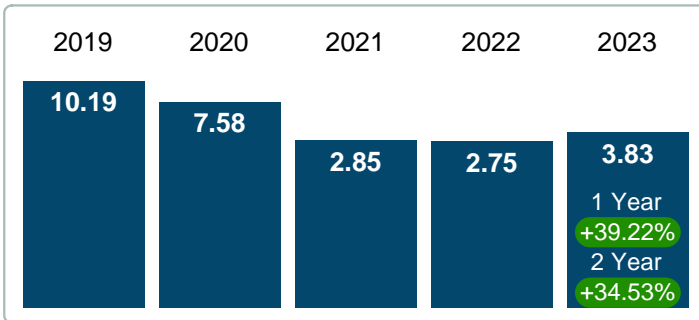
Area Delimited by County Of McIntosh - Residential Property Type



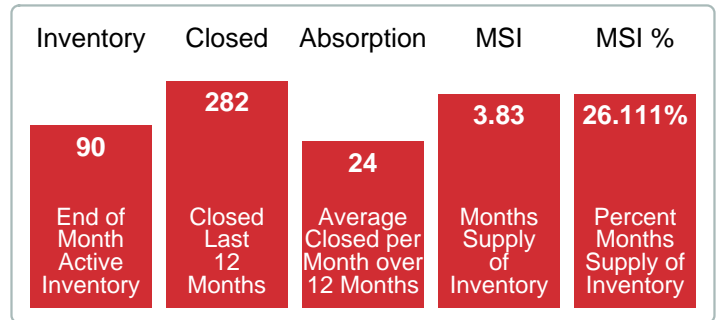
## MONTHS SUPPLY of INVENTORY (MSI)

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

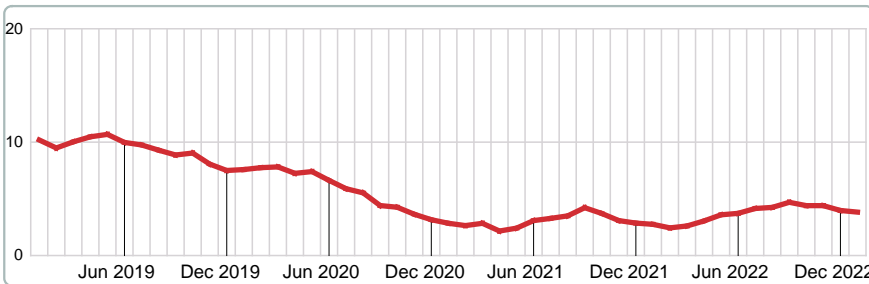
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

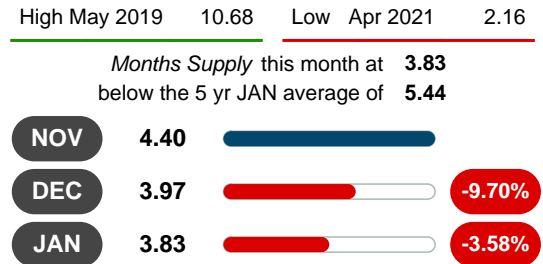


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 5.44



### 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	8	8.89%	2.09	1.66	1.71	8.00	0.00
\$100,001 - \$125,000	5	5.56%	2.40	5.14	0.71	12.00	0.00
\$125,001 - \$200,000	21	23.33%	3.41	2.67	3.00	12.00	0.00
\$200,001 - \$350,000	22	24.44%	3.18	4.29	2.61	3.43	6.00
\$350,001 - \$450,000	15	16.67%	6.67	48.00	5.60	6.00	0.00
\$450,001 - \$625,000	11	12.22%	6.29	0.00	5.14	8.00	0.00
\$625,001 and up	8	8.89%	16.00	0.00	0.00	12.00	12.00
Market Supply of Inventory (MSI)			3.83	3.34	3.12	6.13	9.00
Total Active Inventory by Units		100%	3.83	22	39	23	6

# January 2023



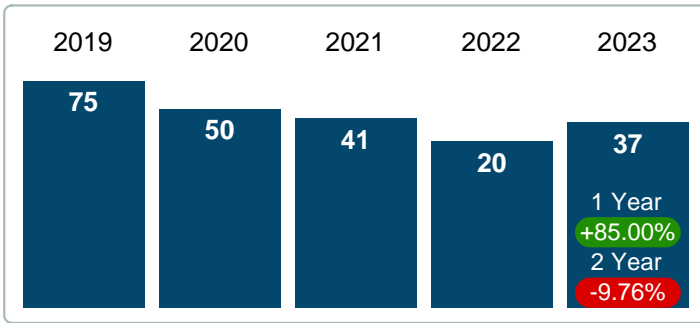
Area Delimited by County Of McIntosh - Residential Property Type



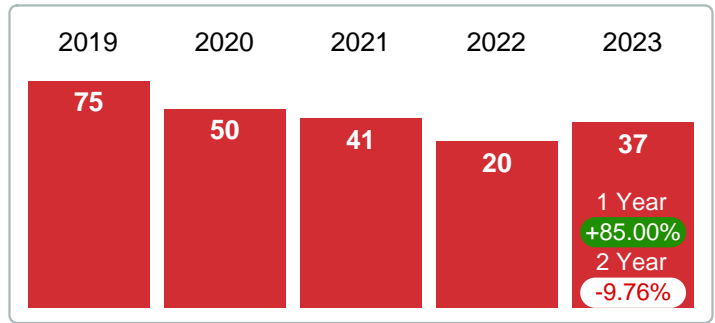
## MEDIAN DAYS ON MARKET TO SALE

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

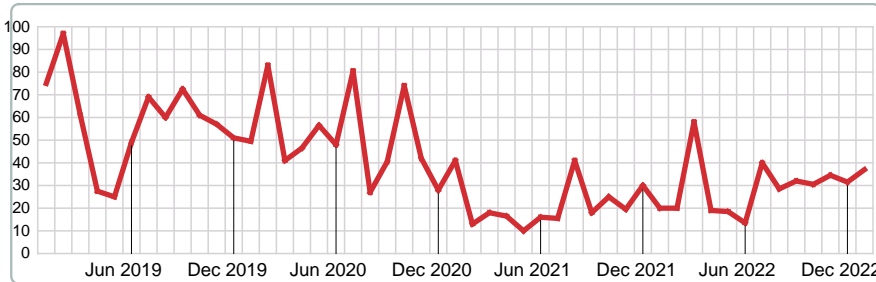
### JANUARY



### YEAR TO DATE (YTD)

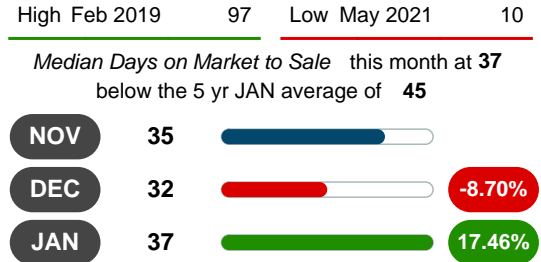


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 45



### 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
\$50,000 and less	0	0.00%	80	0	0	0	0
\$50,001 - \$125,000	4	21.05%	31	31	0	0	0
\$125,001 - \$175,000	4	21.05%	48	0	48	0	0
\$175,001 - \$200,000	4	21.05%	15	28	12	0	0
\$200,001 - \$350,000	2	10.53%	69	0	69	0	0
\$350,001 - \$425,000	3	15.79%	43	0	31	0	89
\$425,001 and up	2	10.53%	53	0	0	53	0
Median Closed DOM			37	31	31	53	89
Total Closed Units		100%	37.0	6	9	2	2
Total Closed Volume			4,251,300	648.80K	1.94M	894.00K	765.00K

# January 2023



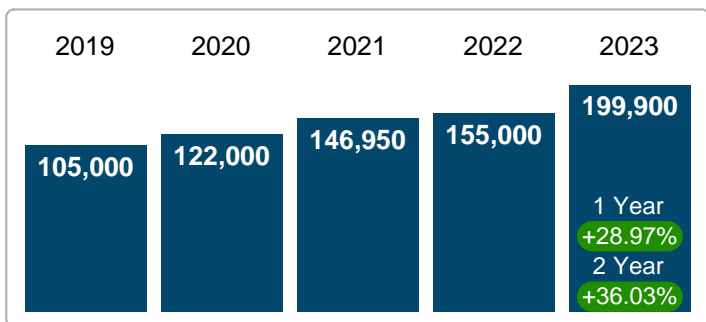
Area Delimited by County Of McIntosh - Residential Property Type



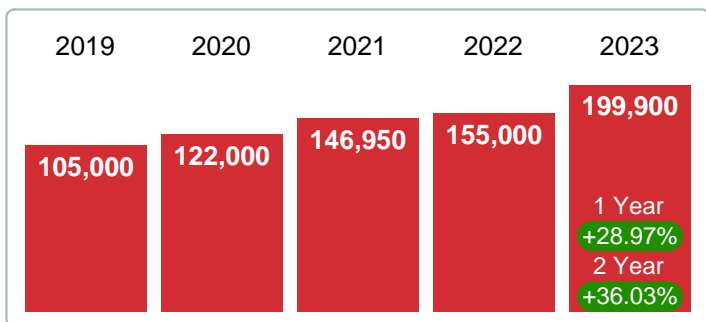
## MEDIAN LIST PRICE AT CLOSING

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

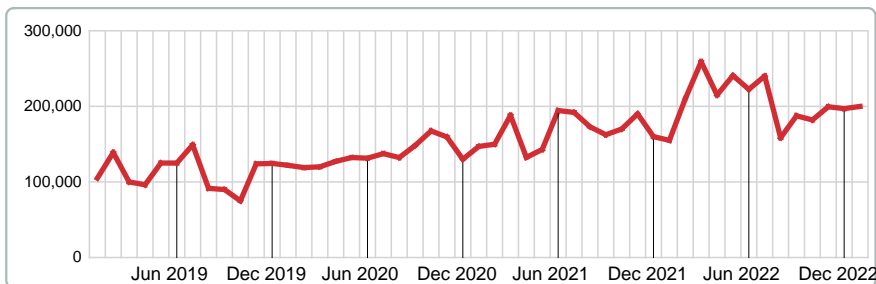
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

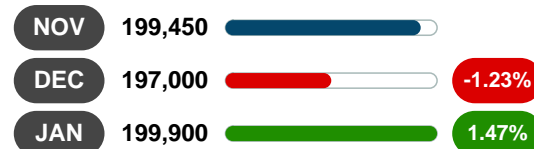


### 3 MONTHS

5 year JAN AVG = 145,770

High Mar 2022 259,000 Low Oct 2019 75,000

Median List Price at Closing this month at **199,900**  
above the 5 yr JAN average of **145,770**



### 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
\$50,000 and less	0	0.00%	53	0	0	0	0
\$50,001 - \$125,000	4	21.05%	68,000	68,000	0	0	0
\$125,001 - \$175,000	3	15.79%	150,000	0	150,000	0	0
\$175,001 - \$200,000	3	15.79%	188,000	185,000	193,950	0	0
\$200,001 - \$350,000	4	21.05%	280,000	240,000	285,000	0	0
\$350,001 - \$425,000	2	10.53%	422,450	0	419,900	0	425,000
\$425,001 and up	3	15.79%	469,000	0	0	477,000	430,000
Median List Price			199,900	97,000	199,900	477,000	427,500
Total Closed Units		100%	199,900	6	9	2	2
Total Closed Volume			4,654,300	737.50K	2.11M	954.00K	855.00K



# January 2023



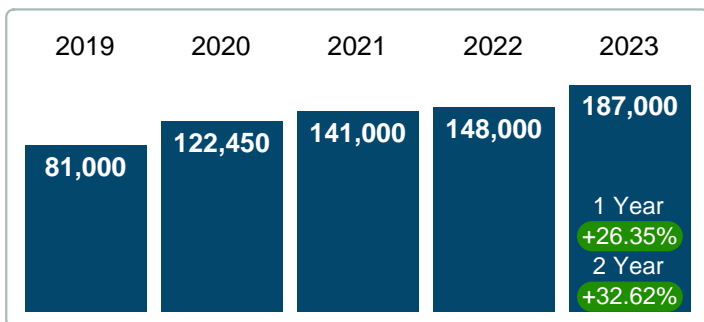
Area Delimited by County Of McIntosh - Residential Property Type



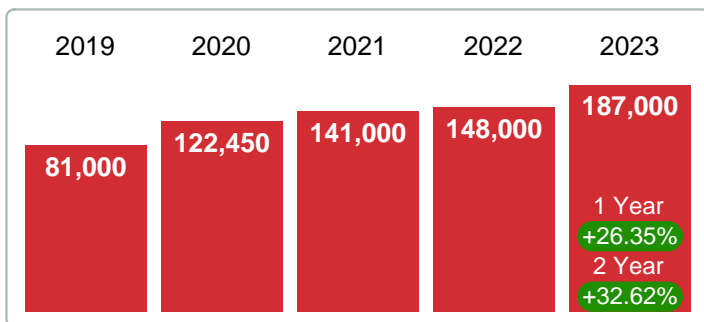
## MEDIAN SOLD PRICE AT CLOSING

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

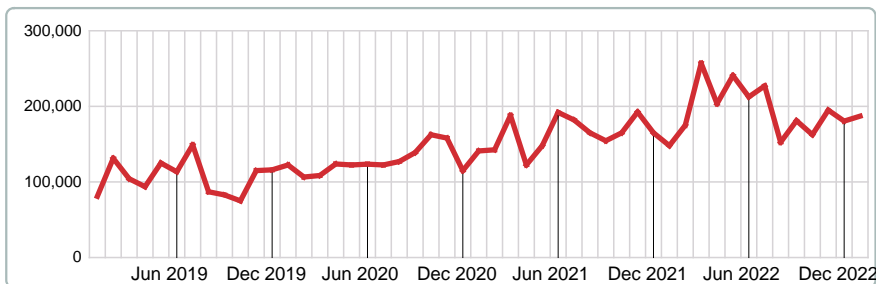
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

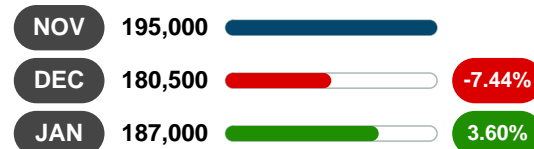


### 3 MONTHS

5 year JAN AVG = 135,890

High Mar 2022 257,000 Low Oct 2019 75,000

Median Sold Price at Closing this month at **187,000** above the 5 yr JAN average of **135,890**



### 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
\$50,000 and less	0.00%	469,000	0	0	0	0
\$50,001 - \$125,000	21.05%	65,900	65,900	0	0	0
\$125,001 - \$175,000	21.05%	153,250	0	153,250	0	0
\$175,001 - \$200,000	21.05%	188,500	187,500	193,500	0	0
\$200,001 - \$350,000	10.53%	262,500	0	262,500	0	0
\$350,001 - \$425,000	15.79%	400,000	0	405,000	0	382,500
\$425,001 and up	10.53%	447,000	0	0	447,000	0
<b>Median Sold Price</b>		<b>187,000</b>	<b>80,400</b>	<b>187,000</b>	<b>447,000</b>	<b>382,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,000</b>	<b>6</b>	<b>9</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>4,251,300</b>	<b>648.80K</b>	<b>1.94M</b>	<b>894.00K</b>	<b>765.00K</b>

# January 2023



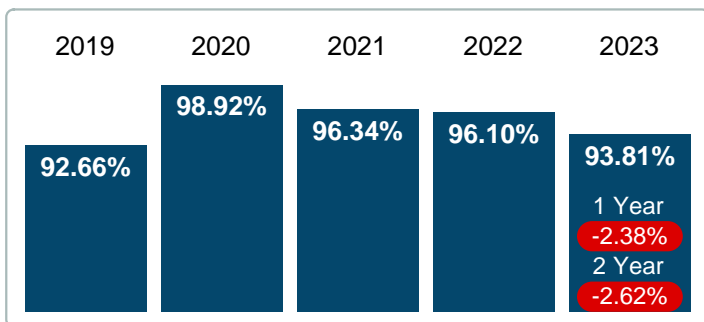
Area Delimited by County Of McIntosh - Residential Property Type



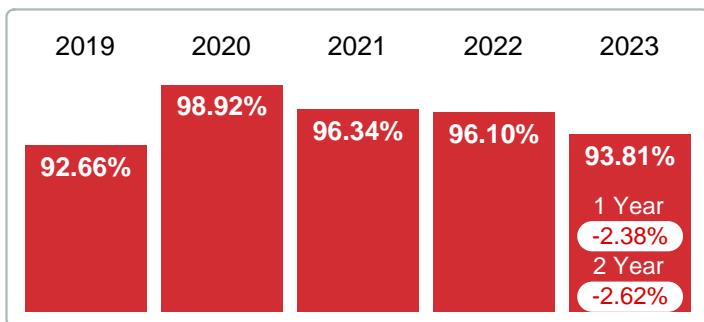
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

### JANUARY



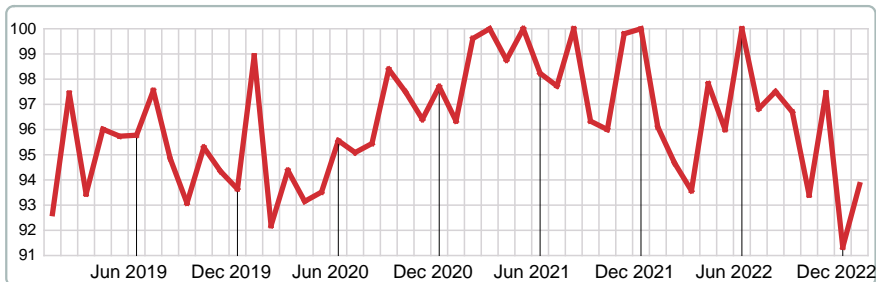
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

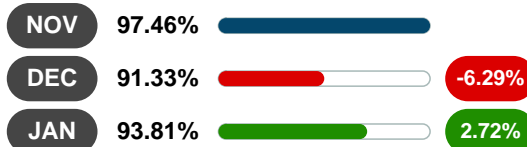
### 3 MONTHS

5 year JAN AVG = 95.57%



High Jun 2022 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **93.81%**  
below the 5 yr JAN average of **95.57%**



### 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	
\$50,000 and less	0	0.00%	47.00%	0.00%	0.00%	0.00%	0.00%	
\$50,001 - \$125,000	4	21.05%	92.42%	92.42%	0.00%	0.00%	0.00%	
\$125,001 - \$175,000	4	21.05%	97.71%	0.00%	97.71%	0.00%	0.00%	
\$175,001 - \$200,000	4	21.05%	89.58%	89.58%	82.83%	0.00%	0.00%	
\$200,001 - \$350,000	2	10.53%	92.87%	0.00%	92.87%	0.00%	0.00%	
\$350,001 - \$425,000	3	15.79%	94.12%	0.00%	96.45%	0.00%	89.50%	
\$425,001 and up	2	10.53%	93.71%	0.00%	0.00%	93.71%	0.00%	
Median Sold/List Ratio		93.81%		92.42%	94.83%	93.71%	89.50%	
Total Closed Units		19	100%	93.81%	6	9	2	2
Total Closed Volume		4,251,300			648.80K	1.94M	894.00K	765.00K

# January 2023



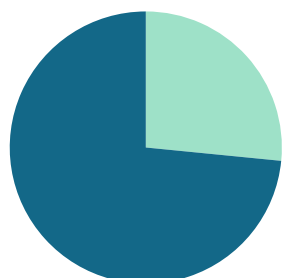
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

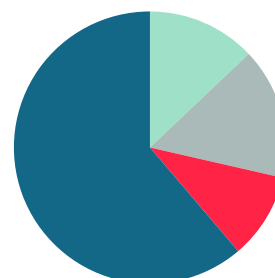


**Inventory**  
 New Listings  
**34 = 26.56%**  
 Start Inventory  
**94**  
 Total Inventory Units  
**128**  
 Volume  
**\$48,764,248**

### Market Activity

Closed Sales  
**19 = 12.93%**  
 Pending Sales  
**23 = 15.65%**  
 Other Off Market  
**15 = 10.20%**  
 Active Inventory  
**90 = 61.22%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	21	19	-9.52%	21	19	-9.52%
Pending Sales	21	23	9.52%	21	23	9.52%
New Listings	28	34	21.43%	28	34	21.43%
Median List Price	155,000	199,900	28.97%	155,000	199,900	28.97%
Median Sale Price	148,000	187,000	26.35%	148,000	187,000	26.35%
Median Percent of Selling Price to List Price	96.10%	93.81%	-2.38%	96.10%	93.81%	-2.38%
Median Days on Market to Sale	20.00	37.00	85.00%	20.00	37.00	85.00%
Monthly Inventory	69	90	30.43%	69	90	30.43%
Months Supply of Inventory	2.75	3.83	39.22%	2.75	3.83	39.22%

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

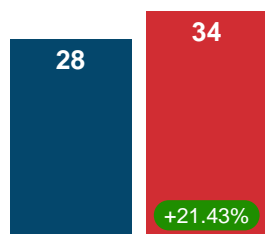
**Inventory** on January 31, 2023 = **90**

**2022** **2023**

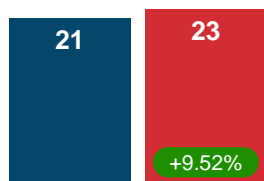
### JANUARY MARKET

### MEDIAN PRICES

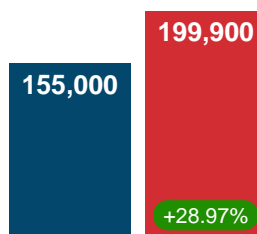
#### New Listings



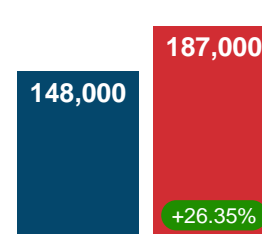
#### Pending Listings



#### List Price



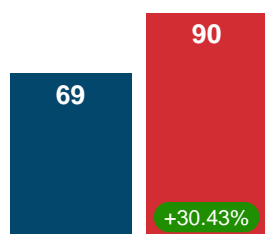
#### Sale Price



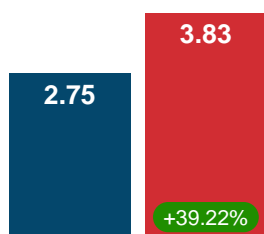
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

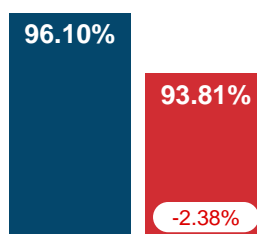
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

