

# November 2023



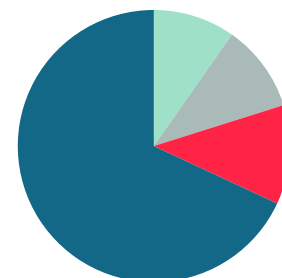
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	November 2023	+/-%
Closed Listings	16	14	-12.50%
Pending Listings	21	15	-28.57%
New Listings	36	22	-38.89%
Median List Price	199,450	278,500	39.63%
Median Sale Price	195,000	274,500	40.77%
Median Percent of Selling Price to List Price	97.46%	97.91%	0.46%
Median Days on Market to Sale	34.50	27.50	-20.29%
End of Month Inventory	103	98	-4.85%
Months Supply of Inventory	4.40	4.72	7.37%



■ Closed (9.72%)  
■ Pending (10.42%)  
■ Other OffMarket (11.81%)  
■ Active (68.06%)

**Absorption:** Last 12 months, an Average of **21** Sales/Month  
**Active Inventory** as of November 30, 2023 = **98**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2023 decreased **4.85%** to 98 existing homes available for sale. Over the last 12 months this area has had an average of 21 closed sales per month. This represents an unsold inventory index of **4.72** 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 **40.77%** in November 2023 to \$274,500 versus the previous year at \$195,000.

#### Median Days on Market Shortens

The median number of **27.50** days that homes spent on the market before selling decreased by 7.00 days or **20.29%** in November 2023 compared to last year's same month at **34.50** DOM.

#### Sales Success for November 2023 is Positive

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

There were 22 New Listings in November 2023, down **38.89%** from last year at 36. Furthermore, there were 14 Closed Listings this month versus last year at 16, a **-12.50%** decrease.

Closed versus Listed trends yielded a **63.6%** ratio, up from previous year's, November 2022, at **44.4%**, a **43.18%** 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>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

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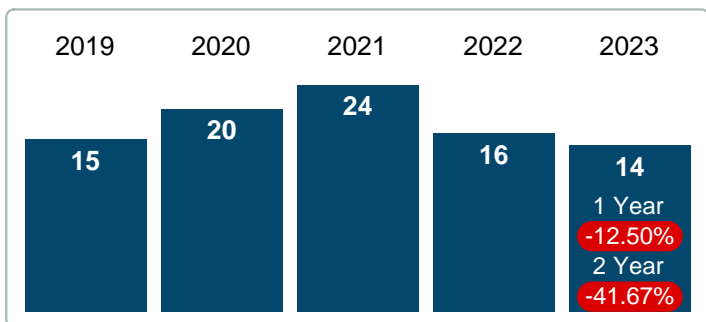
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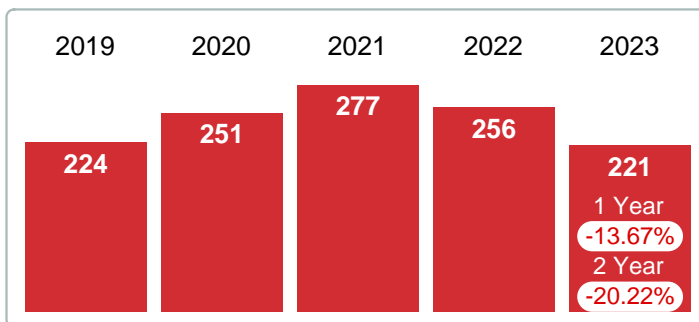
## CLOSED LISTINGS

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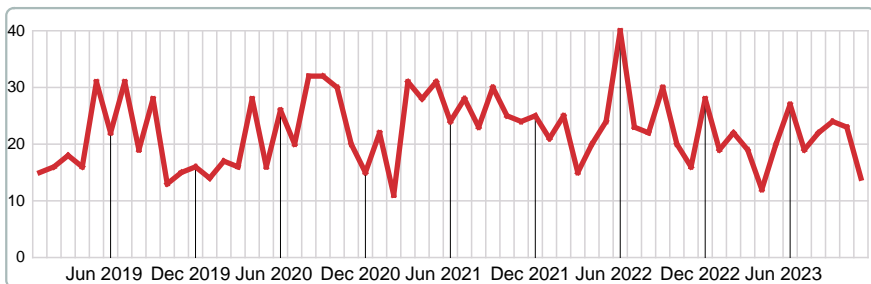
### NOVEMBER



### YEAR TO DATE (YTD)

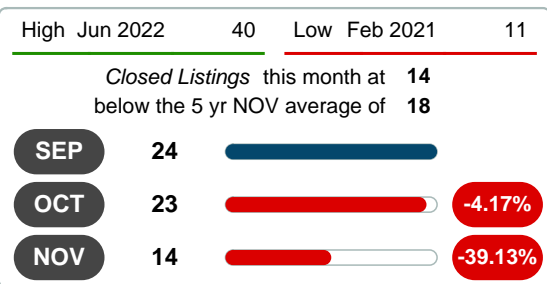


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 18



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	1	7.14%	1.0	1	0	0	0
\$150,001 - \$225,000	2	14.29%	42.5	1	1	0	0
\$225,001 - \$250,000	2	14.29%	43.0	1	1	0	0
\$250,001 - \$300,000	3	21.43%	23.0	1	2	0	0
\$300,001 - \$375,000	2	14.29%	71.5	1	0	1	0
\$375,001 - \$975,000	3	21.43%	46.0	1	0	2	0
\$975,001 and up	1	7.14%	8.0	0	0	1	0
<b>Total Closed Units</b>		<b>14</b>		<b>6</b>	<b>4</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,637,800</b>	<b>100%</b>	<b>1.48M</b>	<b>910.70K</b>	<b>3.24M</b>	<b>0.00B</b>
<b>Median Closed Price</b>		<b>\$274,500</b>		<b>\$265,000</b>	<b>\$245,000</b>	<b>\$702,500</b>	<b>\$0</b>

# November 2023



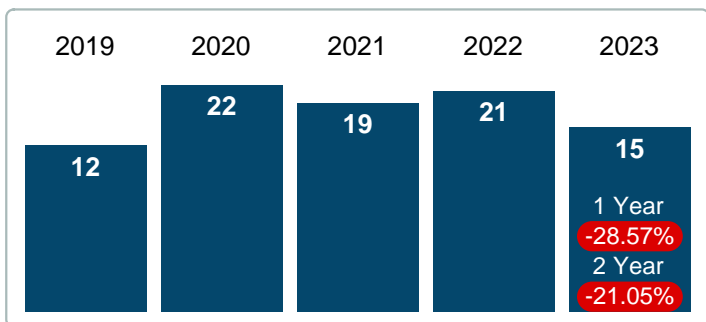
Area Delimited by County Of McIntosh - Residential Property Type



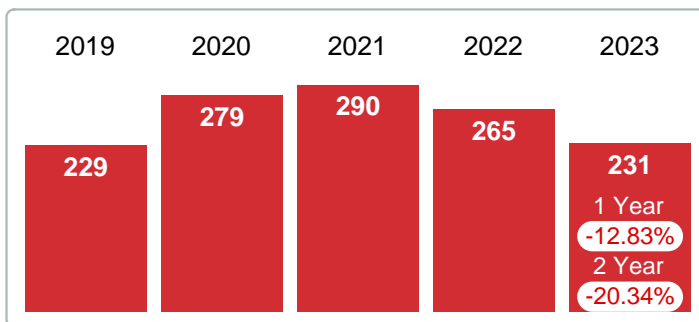
## PENDING LISTINGS

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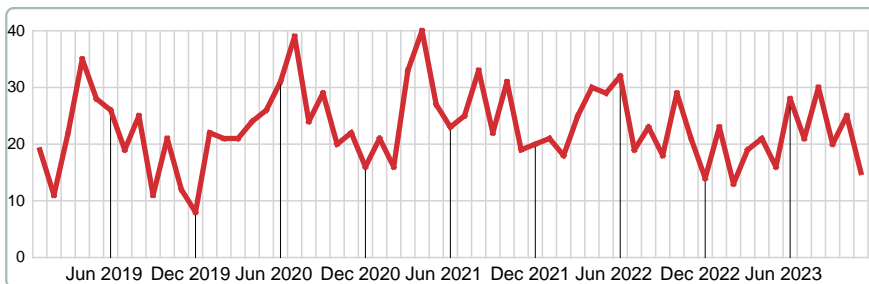
### NOVEMBER



### YEAR TO DATE (YTD)

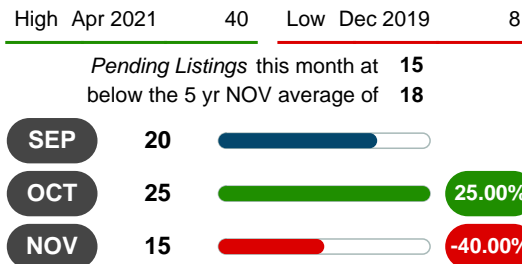


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 18



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	1	6.67%	22.0	0	1	0	0
\$125,001 - \$175,000	2	13.33%	15.5	2	0	0	0
\$175,001 - \$175,000	0	0.00%	15.5	0	0	0	0
\$175,001 - \$250,000	5	33.33%	70.0	1	4	0	0
\$250,001 - \$350,000	4	26.67%	91.5	1	2	1	0
\$350,001 - \$525,000	1	6.67%	93.0	0	1	0	0
\$525,001 and up	2	13.33%	34.0	0	0	2	0
<b>Total Pending Units</b>	<b>15</b>			<b>4</b>	<b>8</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,086,999</b>	<b>100%</b>	<b>62.0</b>	<b>764.90K</b>	<b>1.81M</b>	<b>1.51M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$239,999</b>			<b>\$179,950</b>	<b>\$222,500</b>	<b>\$535,000</b>	<b>\$0</b>

# November 2023



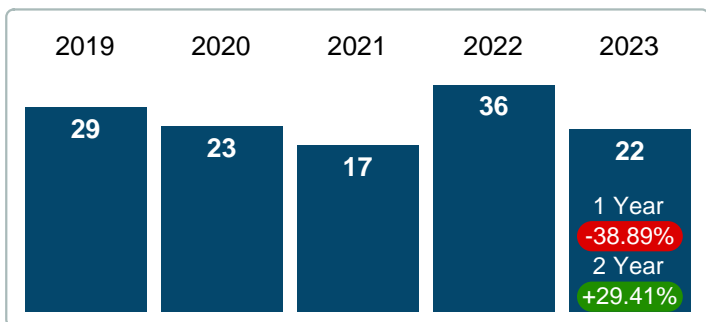
Area Delimited by County Of McIntosh - Residential Property Type



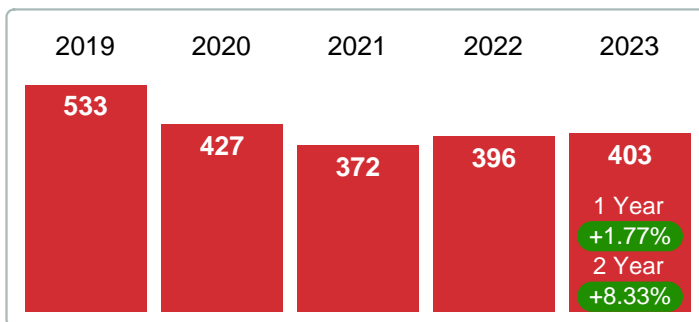
## NEW LISTINGS

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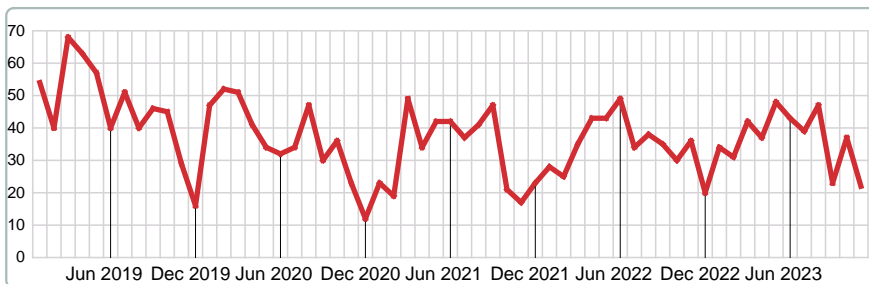
### NOVEMBER



### YEAR TO DATE (YTD)

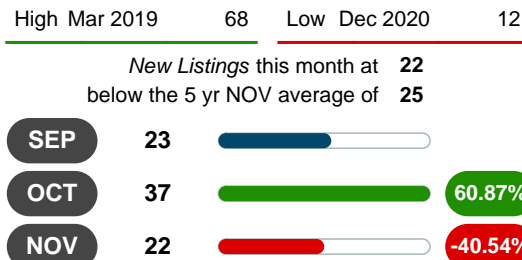


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 25



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	2	9.09%	1	1	0	0
\$125,001 - \$150,000	3	13.64%	2	1	0	0
\$150,001 - \$175,000	1	4.55%	0	1	0	0
\$175,001 - \$325,000	7	31.82%	5	1	0	1
\$325,001 - \$450,000	5	22.73%	1	2	1	1
\$450,001 - \$650,000	1	4.55%	0	0	1	0
\$650,001 and up	3	13.64%	0	3	0	0
<b>Total New Listed Units</b>	<b>22</b>		<b>9</b>	<b>9</b>	<b>2</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>7,040,400</b>	<b>100%</b>	<b>1.78M</b>	<b>3.58M</b>	<b>999.50K</b>	<b>684.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$232,500</b>		<b>\$199,000</b>	<b>\$439,000</b>	<b>\$499,750</b>	<b>\$342,000</b>

# November 2023



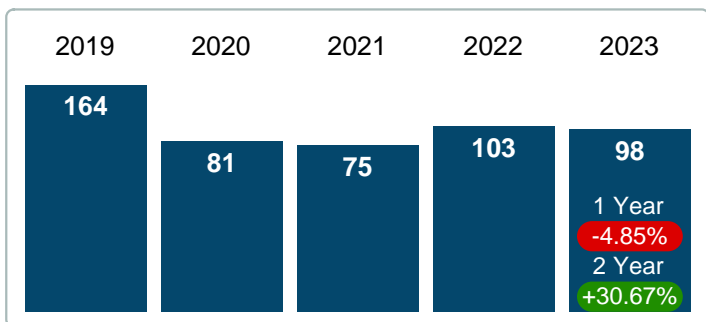
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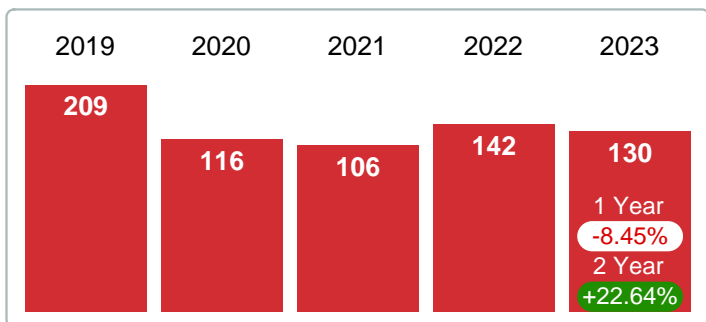
## ACTIVE INVENTORY

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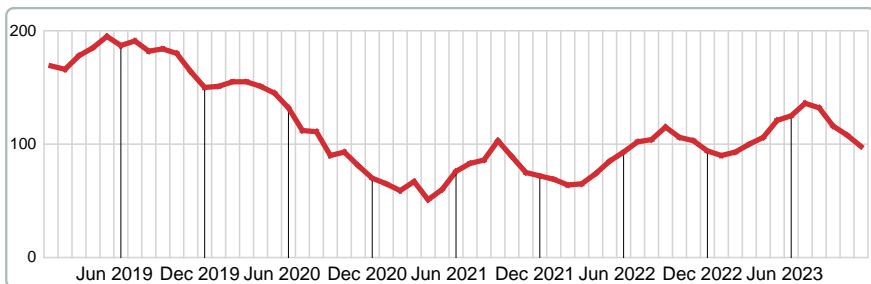
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

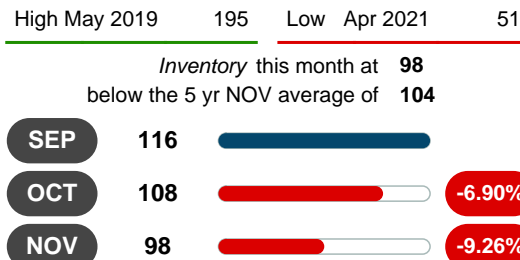


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 104



### 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	6	6.12%	96.5	2	4	0	0
\$100,001 - \$150,000	13	13.27%	55.0	5	8	0	0
\$150,001 - \$175,000	7	7.14%	54.0	3	3	1	0
\$175,001 - \$325,000	36	36.73%	90.0	12	18	5	1
\$325,001 - \$450,000	13	13.27%	41.0	1	7	4	1
\$450,001 - \$725,000	13	13.27%	62.0	1	7	5	0
\$725,001 and up	10	10.20%	150.5	0	4	5	1
<b>Total Active Inventory by Units</b>	<b>98</b>			<b>24</b>	<b>51</b>	<b>20</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>35,237,997</b>	<b>100%</b>	<b>79.0</b>	<b>4.66M</b>	<b>17.05M</b>	<b>11.87M</b>	<b>1.66M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,450</b>			<b>\$182,500</b>	<b>\$249,900</b>	<b>\$462,500</b>	<b>\$399,000</b>

# November 2023



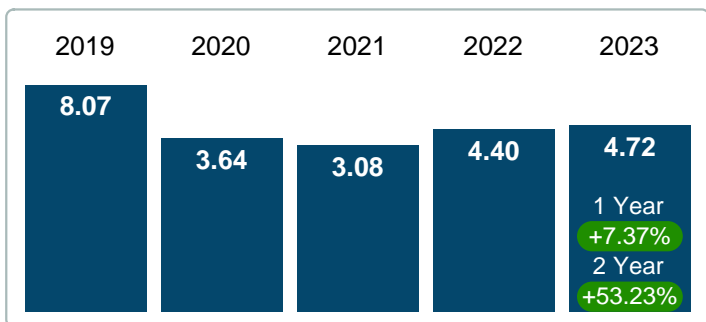
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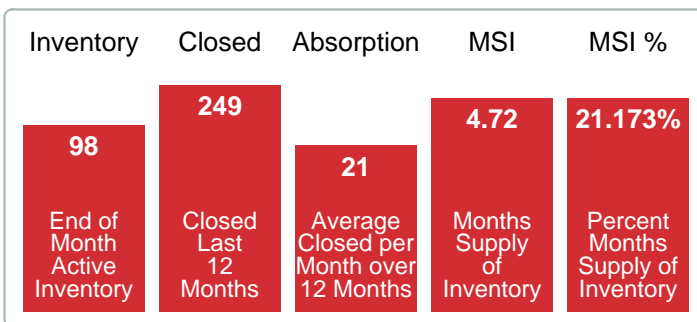
## MONTHS SUPPLY of INVENTORY (MSI)

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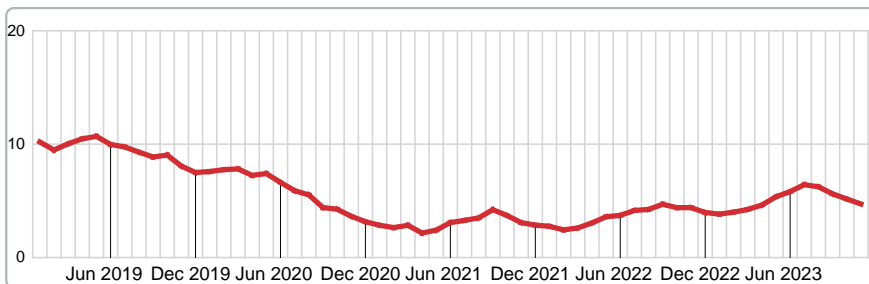
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS

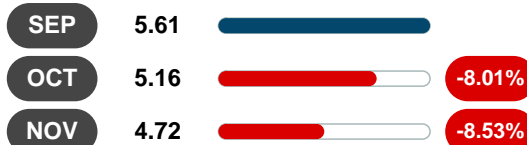


### 3 MONTHS

5 year NOV AVG = 4.78

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at 4.72 below the 5 yr NOV average of 4.78



### 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	6	6.12%	1.50	0.80	2.82	0.00	0.00
\$100,001 - \$150,000	13	13.27%	4.88	4.62	5.65	0.00	0.00
\$150,001 - \$175,000	7	7.14%	3.23	2.57	3.00	0.00	0.00
\$175,001 - \$325,000	36	36.73%	4.75	8.00	3.79	4.62	4.00
\$325,001 - \$450,000	13	13.27%	6.24	3.00	7.64	6.86	4.00
\$450,001 - \$725,000	13	13.27%	7.80	12.00	7.00	12.00	0.00
\$725,001 and up	10	10.20%	17.14	0.00	16.00	20.00	12.00
Market Supply of Inventory (MSI)			4.72	3.60	4.74	7.74	4.00
Total Active Inventory by Units		100%	4.72	24	51	20	3

# November 2023



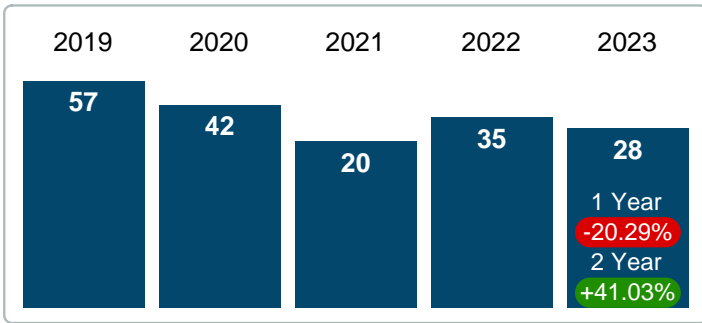
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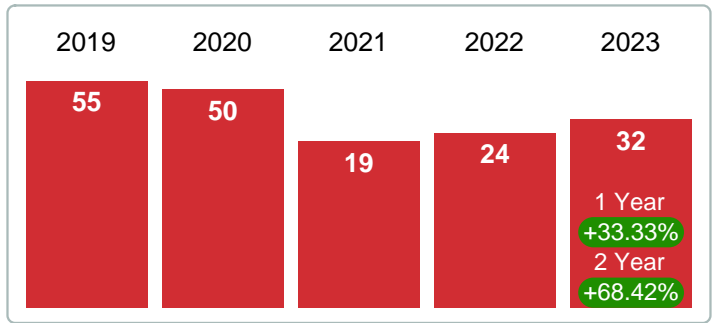
## MEDIAN DAYS ON MARKET TO SALE

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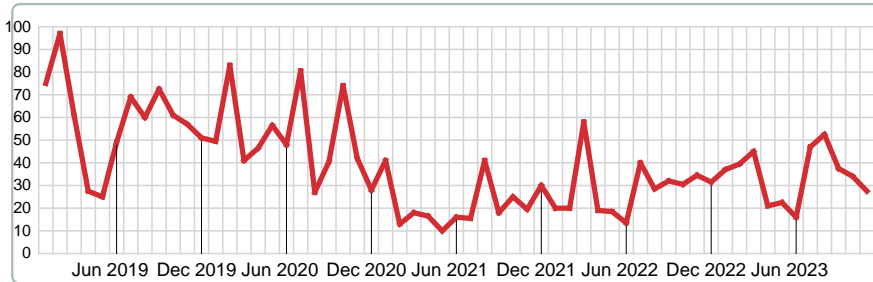
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

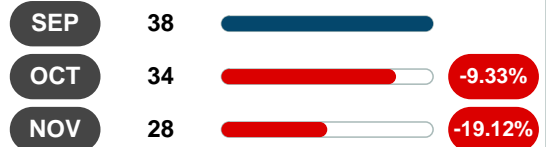


### 3 MONTHS

5 year NOV AVG = 36

High Feb 2019 97 Low May 2021 10

Median Days on Market to Sale this month at 28 below the 5 yr NOV average of 36



### 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
\$150,000 and less	7.14%	1	1	0	0	0
\$150,001 - \$225,000	14.29%	43	13	72	0	0
\$225,001 - \$250,000	14.29%	43	75	11	0	0
\$250,001 - \$300,000	21.43%	23	23	43	0	0
\$300,001 - \$375,000	14.29%	72	3	0	140	0
\$375,001 - \$975,000	21.43%	46	32	0	77	0
\$975,001 and up	7.14%	8	0	0	8	0
Median Closed DOM		28	18	42	77	0
Total Closed Units	100%	27.5	6	4	4	
Total Closed Volume		5,637,800	1.48M	910.70K	3.24M	0.00B

# November 2023



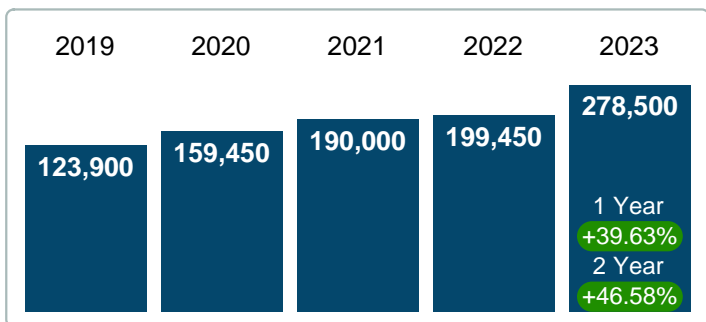
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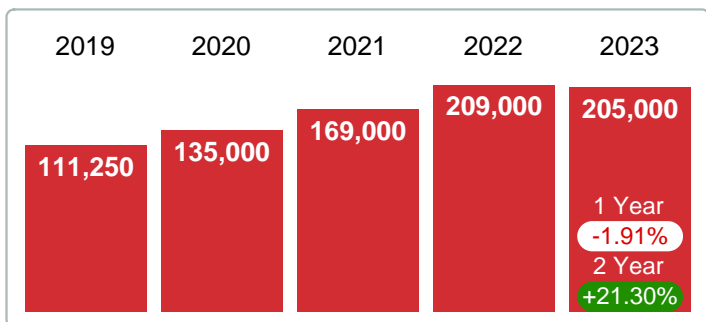
## MEDIAN LIST PRICE AT CLOSING

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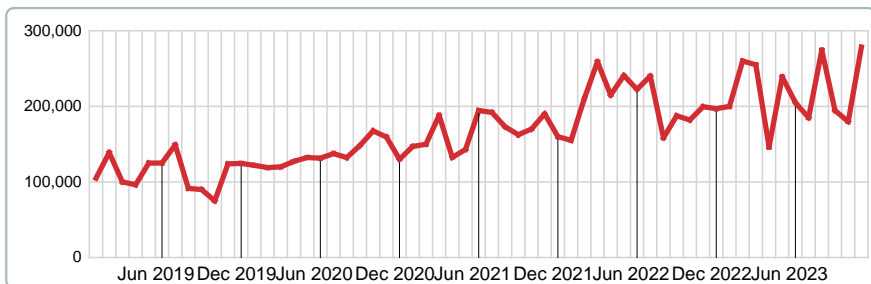
### NOVEMBER



### YEAR TO DATE (YTD)

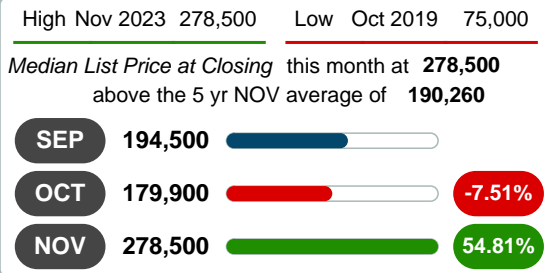


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 190,260



### 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
\$150,000 and less	1	7.14%	85,000	85,000	0	0	0
\$150,001 - \$225,000	2	14.29%	165,000	175,000	155,000	0	0
\$225,001 - \$250,000	1	7.14%	235,000	0	235,000	0	0
\$250,001 - \$300,000	5	35.71%	275,000	282,000	272,000	0	0
\$300,001 - \$375,000	1	7.14%	339,000	0	0	339,000	0
\$375,001 - \$975,000	2	14.29%	419,450	399,900	0	439,000	0
\$975,001 and up	2	14.29%	1,190,000	0	0	1,190,000	0
Median List Price			278,500	278,500	252,000	769,500	0
Total Closed Units		100%	278,500	6	4	4	
Total Closed Volume			5,607,900	1.52M	934.00K	3.16M	0.00B



# November 2023



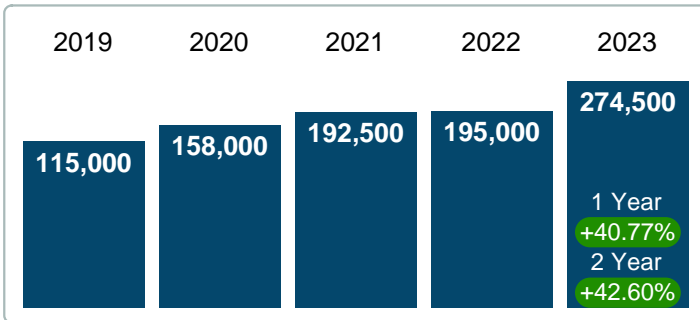
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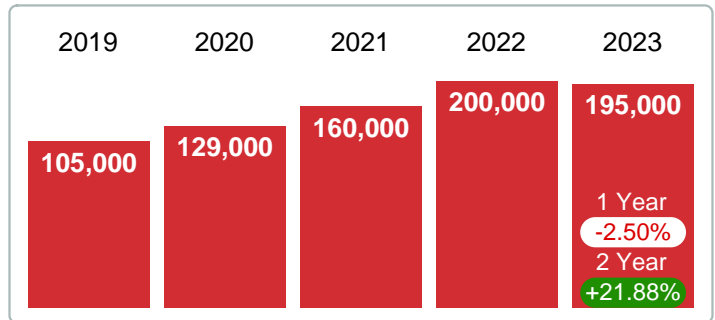
## MEDIAN SOLD PRICE AT CLOSING

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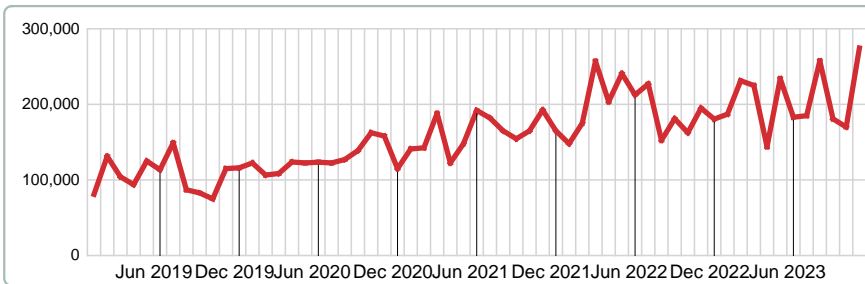
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

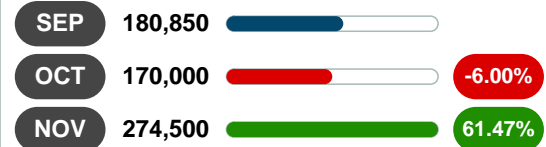


### 3 MONTHS

5 year NOV AVG = 187,000

High Nov 2023 274,500 Low Oct 2019 75,000

Median Sold Price at Closing this month at 274,500 above the 5 yr NOV average of 187,000



### 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
\$150,000 and less	7.14%	83,000	83,000	0	0	0
\$150,001 - \$225,000	14.29%	160,850	170,000	151,700	0	0
\$225,001 - \$250,000	14.29%	242,500	250,000	235,000	0	0
\$250,001 - \$300,000	21.43%	269,000	280,000	262,000	0	0
\$300,001 - \$375,000	14.29%	324,500	310,000	0	339,000	0
\$375,001 - \$975,000	21.43%	430,000	390,100	0	702,500	0
\$975,001 and up	7.14%	1,500,000	0	0	0	0
<b>Median Sold Price</b>		<b>274,500</b>	<b>265,000</b>	<b>245,000</b>	<b>702,500</b>	<b>0</b>
<b>Total Closed Units</b>		<b>14</b>	<b>6</b>	<b>4</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,637,800</b>	<b>1.48M</b>	<b>910.70K</b>	<b>3.24M</b>	<b>0.00B</b>

# November 2023



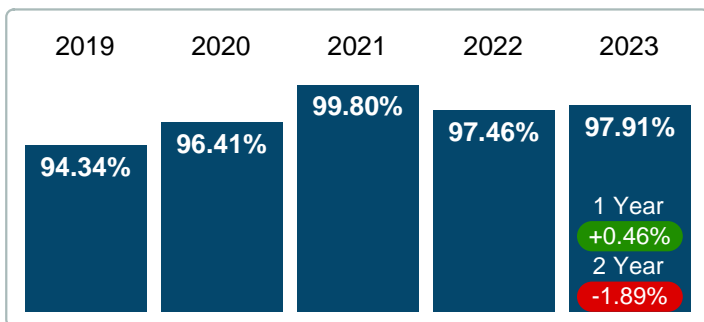
Area Delimited by County Of McIntosh - Residential Property Type



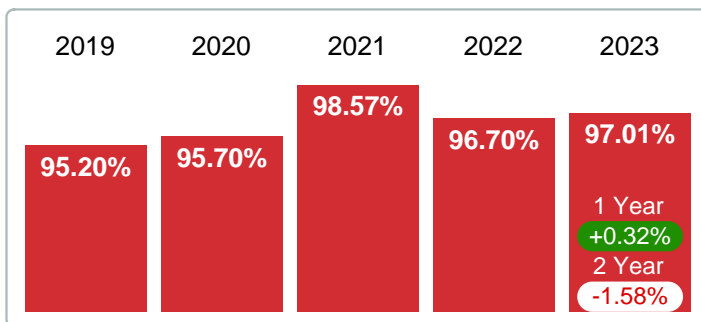
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2023 for MLS Technology Inc.

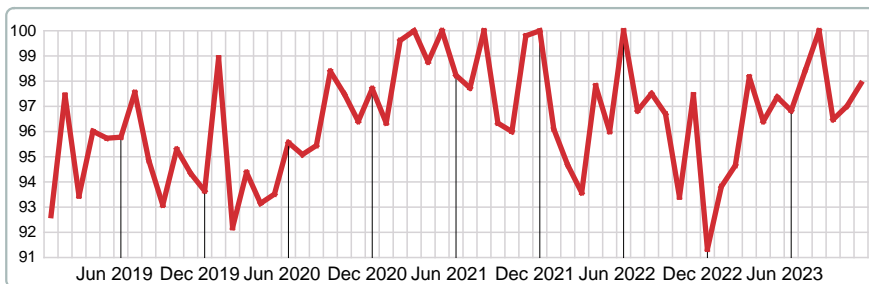
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

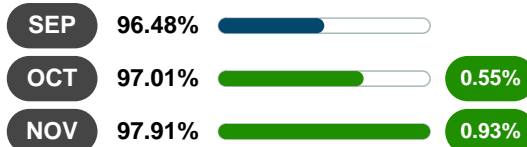


### 3 MONTHS

5 year NOV AVG = 97.18%

High Aug 2023 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **97.91%**  
above the 5 yr NOV average of **97.18%**



### 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	
\$150,000 and less	<div style="width: 7.14%;"></div> 1	7.14%	97.65%	97.65%	0.00%	0.00%	0.00%	
\$150,001 - \$225,000	<div style="width: 14.29%;"></div> 2	14.29%	97.51%	97.14%	97.87%	0.00%	0.00%	
\$225,001 - \$250,000	<div style="width: 14.29%;"></div> 2	14.29%	95.45%	90.91%	100.00%	0.00%	0.00%	
\$250,001 - \$300,000	<div style="width: 21.43%;"></div> 3	21.43%	99.29%	99.29%	96.36%	0.00%	0.00%	
\$300,001 - \$375,000	<div style="width: 14.29%;"></div> 2	14.29%	101.84%	103.68%	0.00%	100.00%	0.00%	
\$375,001 - \$975,000	<div style="width: 21.43%;"></div> 3	21.43%	97.55%	97.55%	0.00%	93.29%	0.00%	
\$975,001 and up	<div style="width: 7.14%;"></div> 1	7.14%	117.19%	0.00%	0.00%	117.19%	0.00%	
Median Sold/List Ratio		97.91%		97.60%	98.94%	98.97%	0.00%	
Total Closed Units		14	100%	97.91%	6	4	4	
Total Closed Volume		5,637,800			1.48M	910.70K	3.24M	0.00B

# November 2023



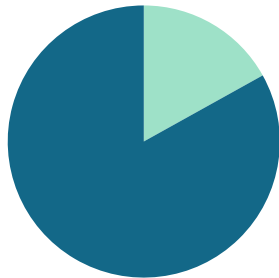
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 11, 2023 for MLS Technology Inc.

### INVENTORY

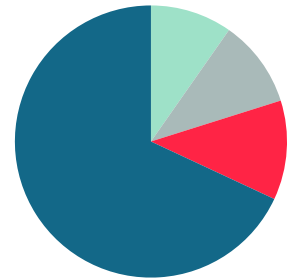


**Inventory**  
 New Listings  
**22 = 16.92%**  
 Start Inventory  
**108**  
 Total Inventory Units  
**130**  
 Volume  
**\$44,988,496**

### Market Activity

Closed Sales  
**14 = 9.72%**  
 Pending Sales  
**15 = 10.42%**  
 Other Off Market  
**17 = 11.81%**  
 Active Inventory  
**98 = 68.06%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	16	14	-12.50%	256	221	-13.67%
Pending Sales	21	15	-28.57%	265	231	-12.83%
New Listings	36	22	-38.89%	396	403	1.77%
Median List Price	199,450	278,500	39.63%	209,000	205,000	-1.91%
Median Sale Price	195,000	274,500	40.77%	200,000	195,000	-2.50%
Median Percent of Selling Price to List Price	97.46%	97.91%	0.46%	96.70%	97.01%	0.32%
Median Days on Market to Sale	34.50	27.50	-20.29%	24.00	32.00	33.33%
Monthly Inventory	103	98	-4.85%	103	98	-4.85%
Months Supply of Inventory	4.40	4.72	7.37%	4.40	4.72	7.37%

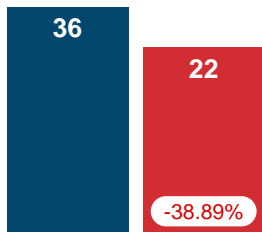
**Absorption:** Last 12 months, an Average of **21** Sales/Month

**Inventory** on November 30, 2023 = **98** 2022 2023

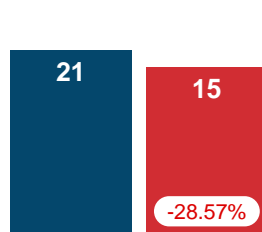
### NOVEMBER MARKET

### MEDIAN PRICES

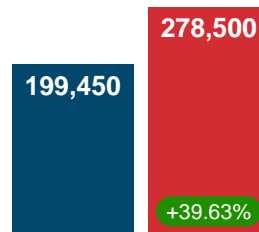
#### New Listings



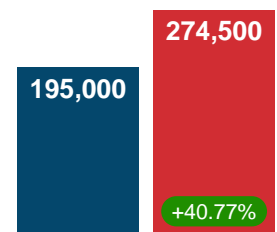
#### Pending Listings



#### List Price



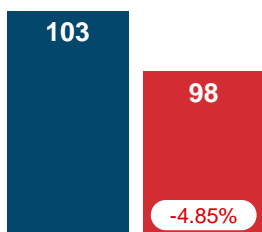
#### Sale Price



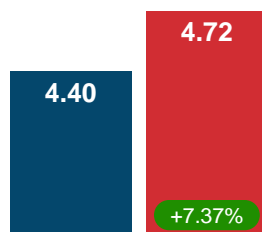
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

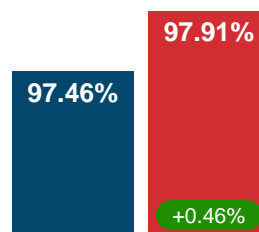
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

