

# April 2021



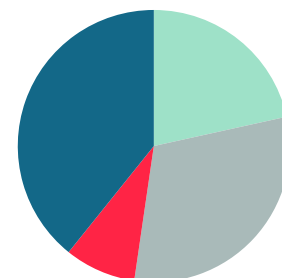
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	28	28	0.00%
Pending Listings	24	40	66.67%
New Listings	41	34	-17.07%
Average List Price	147,757	181,661	22.95%
Average Sale Price	141,446	175,229	23.88%
Average Percent of Selling Price to List Price	93.66%	95.61%	2.08%
Average Days on Market to Sale	61.43	43.25	-29.59%
End of Month Inventory	151	51	-66.23%
Months Supply of Inventory	7.25	2.16	-70.16%



■ Closed (21.54%)  
■ Pending (30.77%)  
■ Other OffMarket (8.46%)  
■ Active (39.23%)

**Absorption:** Last 12 months, an Average of **24** Sales/Month  
**Active Inventory** as of April 30, 2021 = **51**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **66.23%** to 51 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 **2.16** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **23.88%** in April 2021 to \$175,229 versus the previous year at \$141,446.

#### Average Days on Market Shortens

The average number of **43.25** days that homes spent on the market before selling decreased by 18.18 days or **29.59%** in April 2021 compared to last year's same month at **61.43** DOM.

#### Sales Success for April 2021 is Positive

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

There were 34 New Listings in April 2021, down **17.07%** from last year at 41. Furthermore, there were 28 Closed Listings this month versus last year at 28, a **0.00%** decrease.

Closed versus Listed trends yielded a **82.4%** ratio, up from previous year's, April 2020, at **68.3%**, a **20.59%** 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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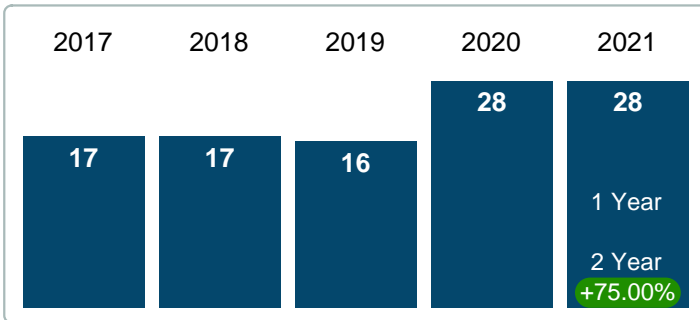
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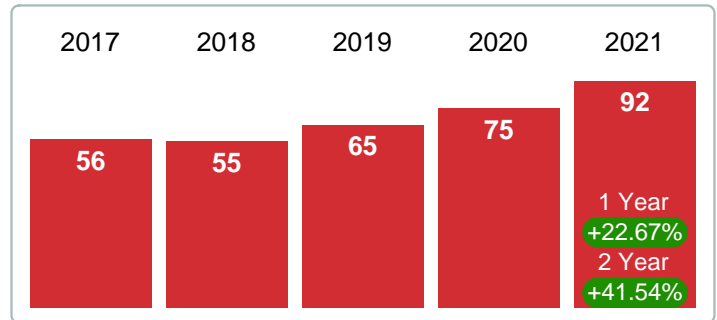
## CLOSED LISTINGS

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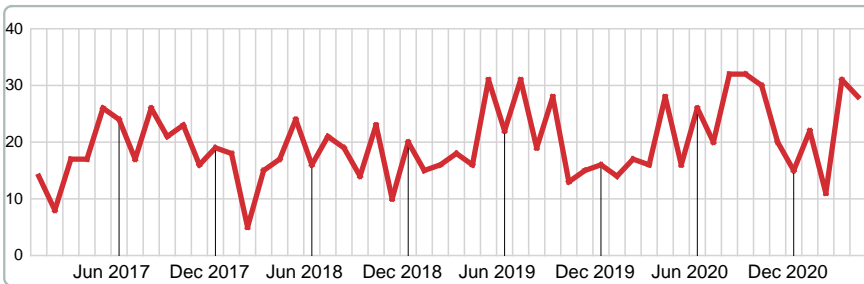
### APRIL



### YEAR TO DATE (YTD)

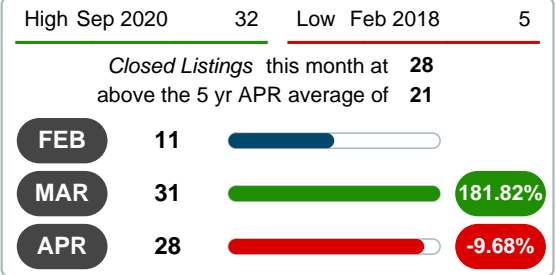


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 21



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	7.14%	13.5	1	1	0	0
\$25,001 - \$50,000	4	14.29%	2.5	4	0	0	0
\$50,001 - \$100,000	3	10.71%	22.3	1	2	0	0
\$100,001 - \$125,000	5	17.86%	44.0	1	3	1	0
\$125,001 - \$250,000	7	25.00%	48.0	2	4	1	0
\$250,001 - \$375,000	4	14.29%	59.3	0	2	2	0
\$375,001 and up	3	10.71%	104.7	0	2	1	0
<b>Total Closed Units</b>	<b>28</b>			<b>9</b>	<b>14</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,906,400</b>	<b>100%</b>	<b>43.3</b>	<b>606.90K</b>	<b>2.80M</b>	<b>1.50M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$175,229</b>			<b>\$67,433</b>	<b>\$200,321</b>	<b>\$299,000</b>	<b>\$0</b>

# April 2021



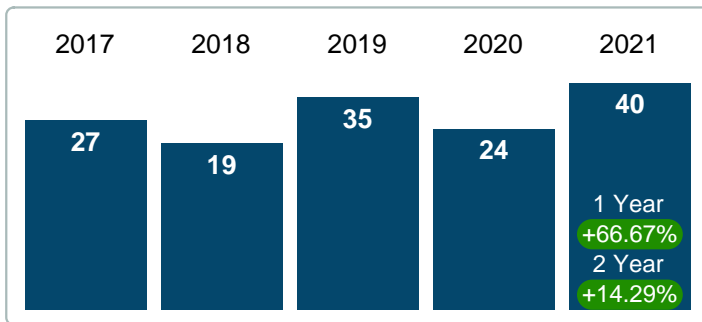
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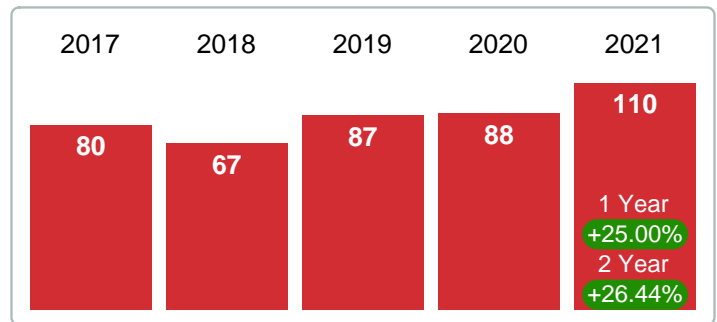
## PENDING LISTINGS

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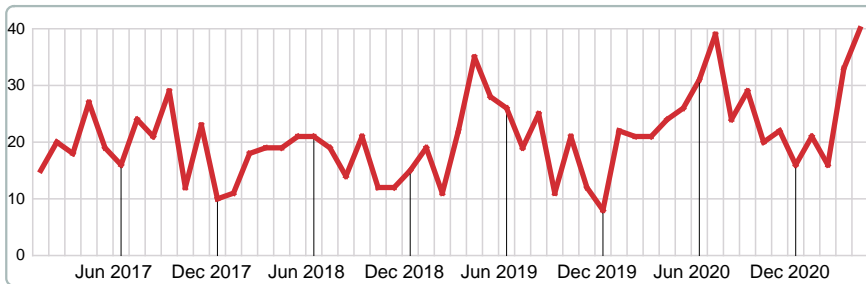
### APRIL



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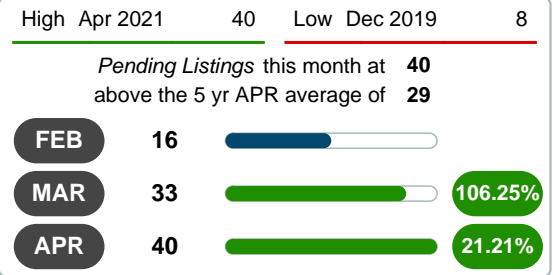


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 29



### 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	5	12.50%	63.4	4	1	0	0
\$50,001 - \$75,000	3	7.50%	53.7	2	1	0	0
\$75,001 - \$125,000	8	20.00%	64.0	2	5	1	0
\$125,001 - \$175,000	5	12.50%	53.0	3	2	0	0
\$175,001 - \$250,000	11	27.50%	22.6	1	7	3	0
\$250,001 - \$450,000	5	12.50%	96.6	0	1	3	1
\$450,001 and up	3	7.50%	81.0	0	1	1	1
<b>Total Pending Units</b>	<b>40</b>			<b>12</b>	<b>18</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,924,400</b>	<b>100%</b>	<b>56.7</b>	<b>1.01M</b>	<b>3.45M</b>	<b>2.66M</b>	<b>799.00K</b>
<b>Average Listing Price</b>	<b>\$196,779</b>			<b>\$84,492</b>	<b>\$191,511</b>	<b>\$333,038</b>	<b>\$399,500</b>

# April 2021



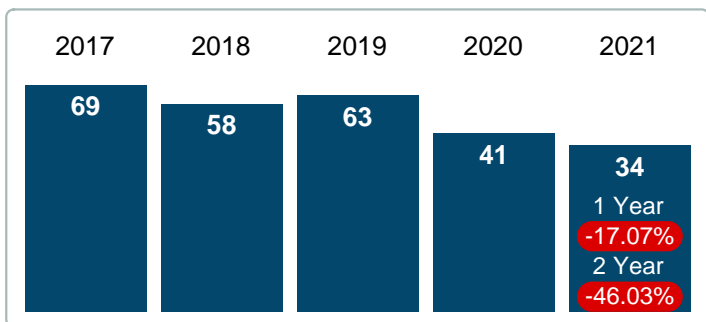
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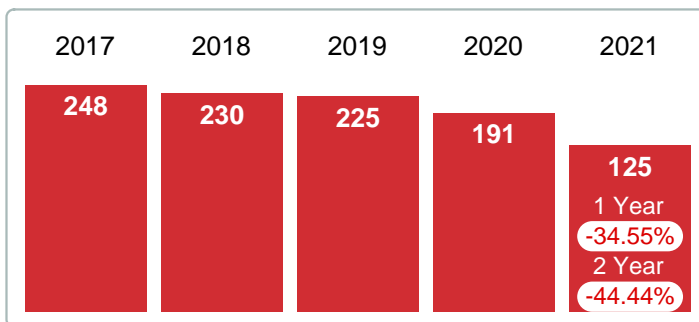
## NEW LISTINGS

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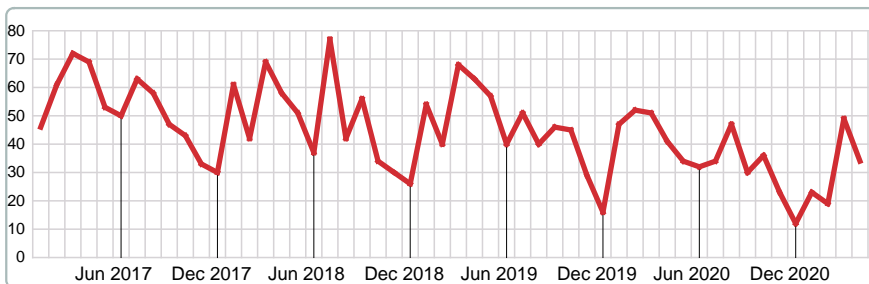
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

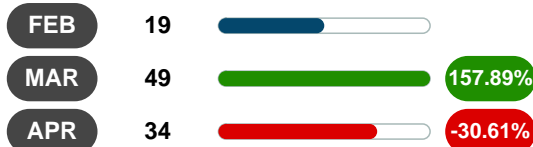


### 3 MONTHS

5 year APR AVG = 53

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 34  
below the 5 yr APR average of 53



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$75,000	6	17.65%	5	1	0	0
\$75,001 - \$125,000	4	11.76%	2	2	0	0
\$125,001 - \$250,000	12	35.29%	3	7	1	1
\$250,001 - \$350,000	5	14.71%	0	3	1	1
\$350,001 - \$475,000	4	11.76%	1	0	1	2
\$475,001 and up	3	8.82%	0	1	1	1
<b>Total New Listed Units</b>	<b>34</b>		<b>11</b>	<b>14</b>	<b>4</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>8,276,700</b>	<b>100%</b>	<b>1.27M</b>	<b>3.03M</b>	<b>1.80M</b>	<b>2.16M</b>
<b>Average New Listed Listing Price</b>	<b>\$222,007</b>		<b>\$115,900</b>	<b>\$216,736</b>	<b>\$451,125</b>	<b>\$432,600</b>

# April 2021



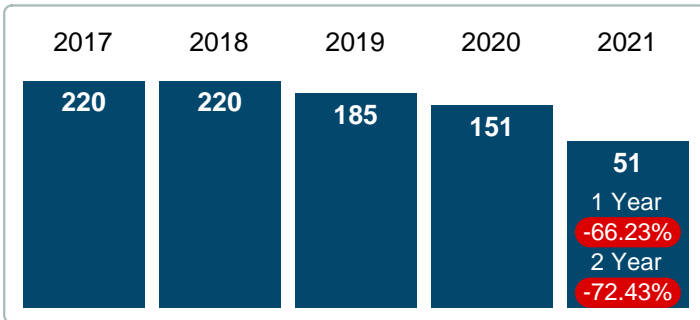
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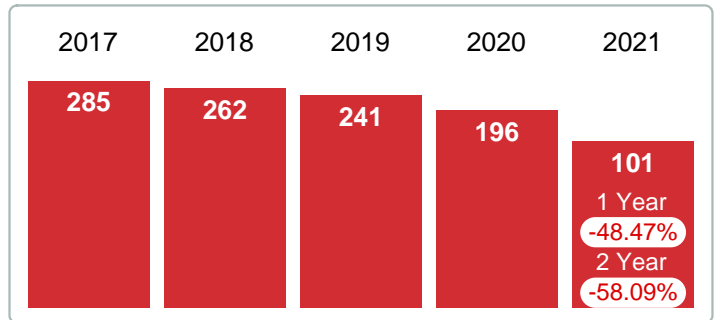
## ACTIVE INVENTORY

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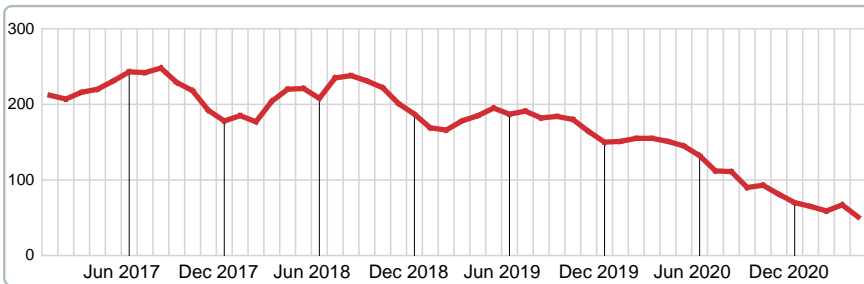
### END OF APRIL



### ACTIVE DURING APRIL

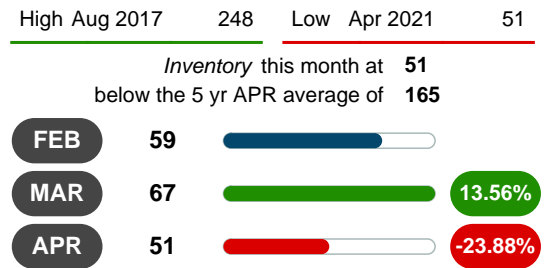


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 165



### 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	7.84%	47.3	3	1	0	0
\$50,001 - \$75,000	2	3.92%	99.5	1	1	0	0
\$75,001 - \$150,000	11	21.57%	53.8	3	7	1	0
\$150,001 - \$275,000	12	23.53%	46.9	0	7	3	2
\$275,001 - \$450,000	11	21.57%	43.2	1	7	3	0
\$450,001 - \$725,000	6	11.76%	55.2	0	2	1	3
\$725,001 and up	5	9.80%	103.6	0	2	2	1
<b>Total Active Inventory by Units</b>	<b>51</b>			<b>8</b>	<b>27</b>	<b>10</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>16,403,305</b>	<b>100%</b>	<b>56.2</b>	<b>1.04M</b>	<b>7.48M</b>	<b>3.96M</b>	<b>3.93M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$321,633</b>			<b>\$129,413</b>	<b>\$277,002</b>	<b>\$396,396</b>	<b>\$654,167</b>

# April 2021



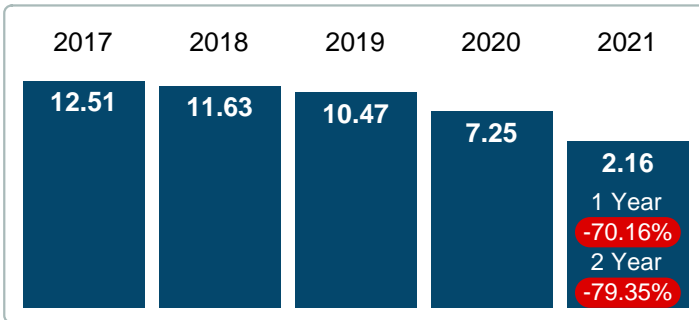
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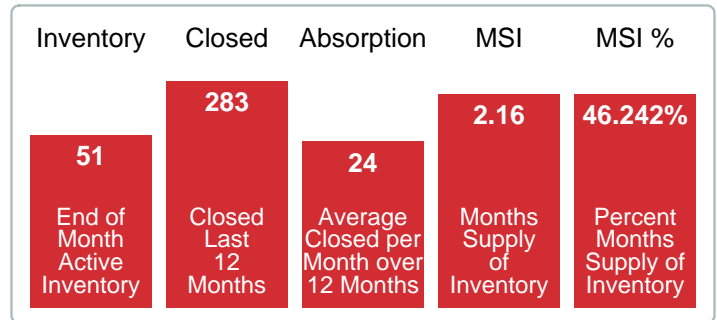
## MONTHS SUPPLY of INVENTORY (MSI)

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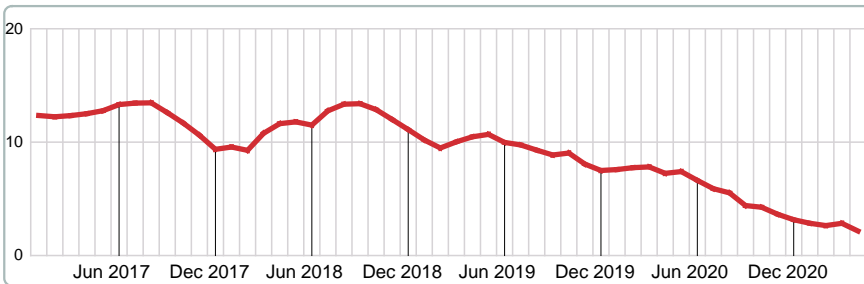
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

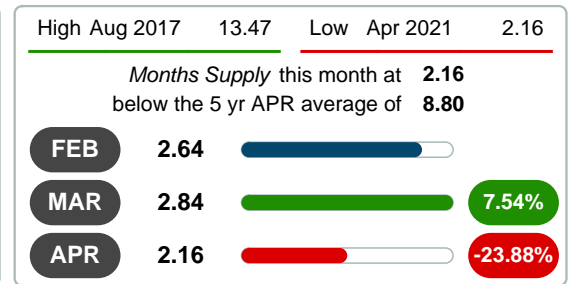


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 8.80



### 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
\$50,000 and less	4	7.84%	1.33	1.64	1.00	0.00	0.00
\$50,001 - \$75,000	2	3.92%	1.00	1.20	0.86	0.00	0.00
\$75,001 - \$150,000	11	21.57%	1.35	1.16	1.45	1.33	0.00
\$150,001 - \$275,000	12	23.53%	1.82	0.00	2.10	1.71	8.00
\$275,001 - \$450,000	11	21.57%	3.88	12.00	5.25	2.77	0.00
\$450,001 - \$725,000	6	11.76%	8.00	0.00	6.00	6.00	12.00
\$725,001 and up	5	9.80%	20.00	0.00	24.00	12.00	0.00
Market Supply of Inventory (MSI)			2.16	1.22	2.23	2.45	7.20
Total Active Inventory by Units		100%	2.16	8	27	10	6

# April 2021



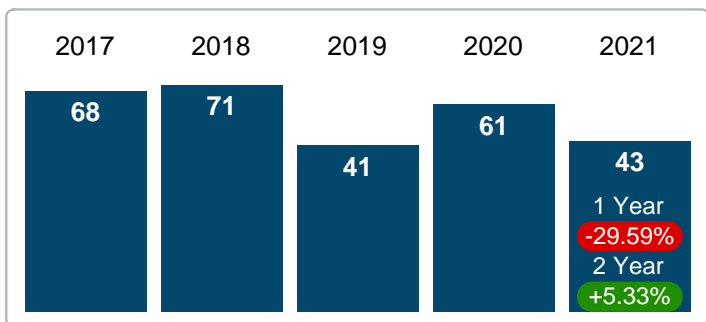
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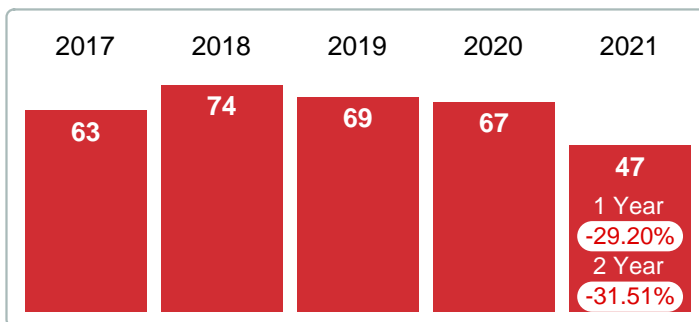
## AVERAGE DAYS ON MARKET TO SALE

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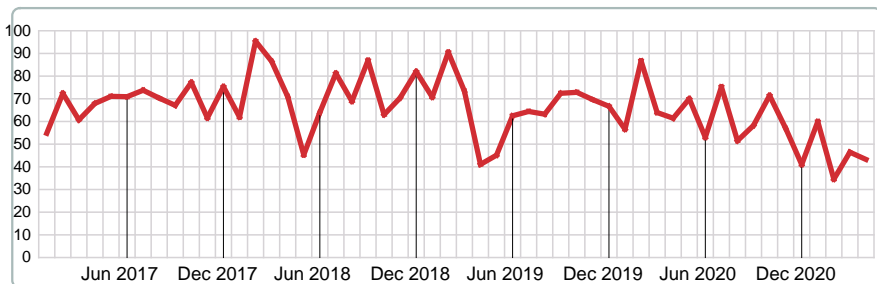
### APRIL



### YEAR TO DATE (YTD)

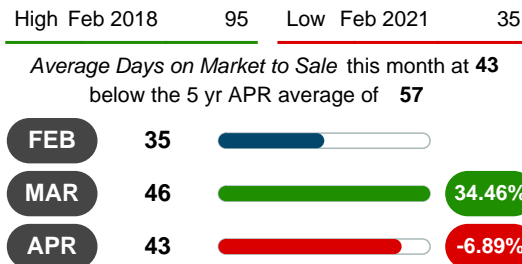


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 57



### 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
\$25,000 and less	2	7.14%	14	1	26	0	0
\$25,001 - \$50,000	4	14.29%	3	3	0	0	0
\$50,001 - \$100,000	3	10.71%	22	42	13	0	0
\$100,001 - \$125,000	5	17.86%	44	43	53	19	0
\$125,001 - \$250,000	7	25.00%	48	2	78	20	0
\$250,001 - \$375,000	4	14.29%	59	0	35	84	0
\$375,001 and up	3	10.71%	105	0	72	171	0
Average Closed DOM			43	11	52	76	0
Total Closed Units		100%	43	9	14	5	
Total Closed Volume			4,906,400	606.90K	2.80M	1.50M	0.00B



# April 2021



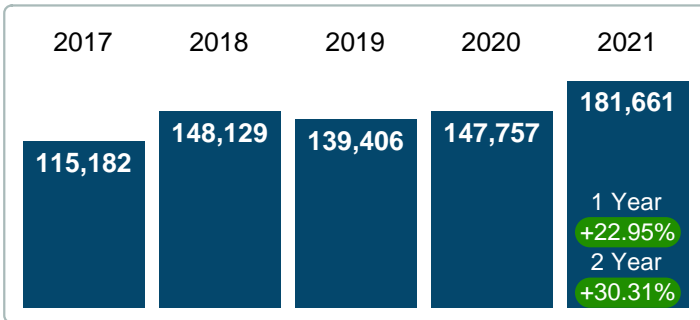
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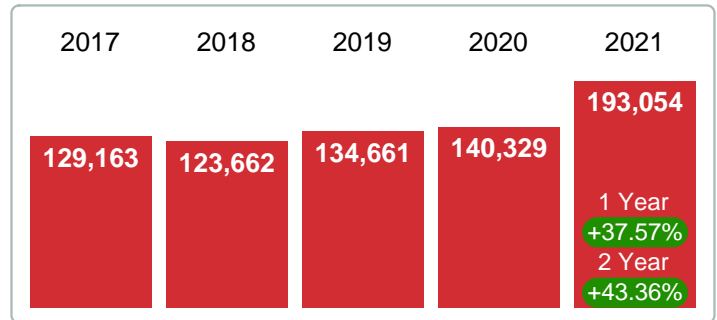
## AVERAGE LIST PRICE AT CLOSING

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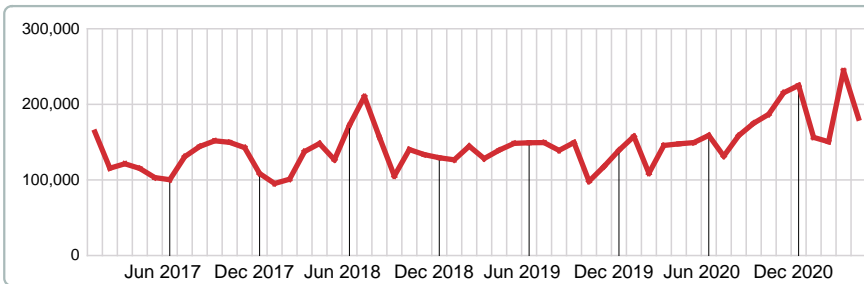
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

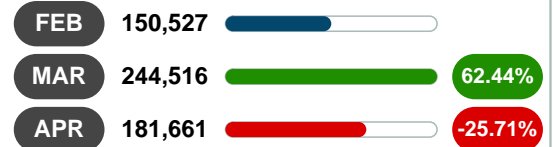


### 3 MONTHS

5 year APR AVG = 146,427

High Mar 2021 244,516 Low Jan 2018 95,292

Average List Price at Closing this month at **181,661** above the 5 yr APR average of **146,427**



### 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
\$25,000 and less	3.57%	15,000	15,000	35,000	0	0
\$25,001 - \$50,000	17.86%	38,980	39,975	0	0	0
\$50,001 - \$100,000	14.29%	85,100	59,900	93,250	0	0
\$100,001 - \$125,000	7.14%	112,500	144,000	111,000	115,000	0
\$125,001 - \$250,000	35.71%	159,440	132,500	155,725	184,000	0
\$250,001 - \$375,000	14.29%	334,475	0	286,250	332,450	0
\$375,001 and up	7.14%	689,450	0	564,950	599,000	0
<b>Average List Price</b>		<b>181,661</b>	<b>71,533</b>	<b>205,700</b>	<b>312,580</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>181,661</b>	<b>9</b>	<b>14</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,086,500</b>	<b>643.80K</b>	<b>2.88M</b>	<b>1.56M</b>	<b>0.00B</b>



# April 2021



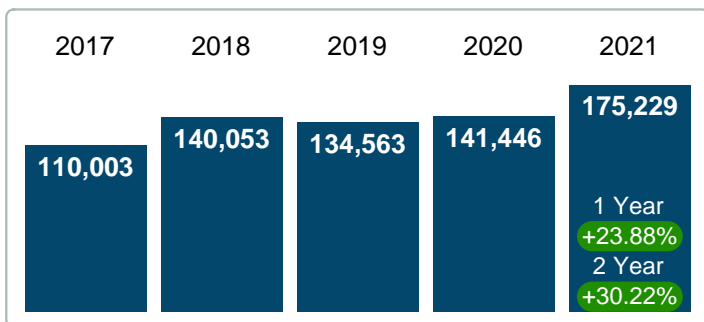
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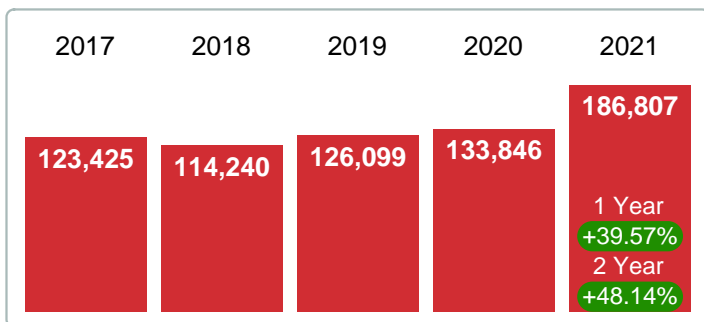
## AVERAGE SOLD PRICE AT CLOSING

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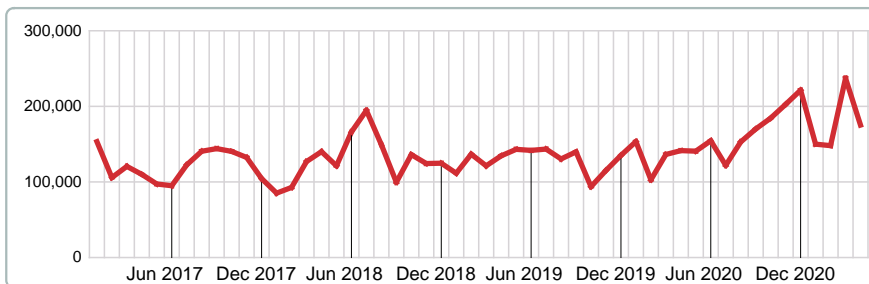
### APRIL



### YEAR TO DATE (YTD)

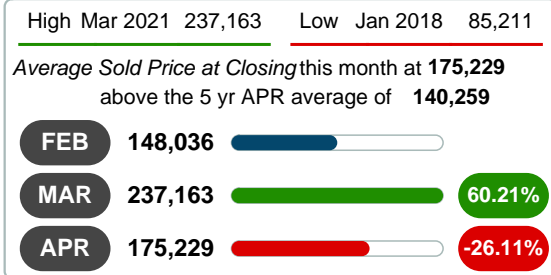


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 140,259



### 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
\$25,000 and less	7.14%	18,500	12,000	25,000	0	0
\$25,001 - \$50,000	14.29%	39,975	39,975	0	0	0
\$50,001 - \$100,000	10.71%	79,333	55,000	91,500	0	0
\$100,001 - \$125,000	17.86%	111,700	112,500	111,667	111,000	0
\$125,001 - \$250,000	25.00%	145,214	133,750	141,250	184,000	0
\$250,001 - \$375,000	14.29%	304,750	0	284,500	325,000	0
\$375,001 and up	10.71%	559,167	0	563,750	550,000	0
<b>Average Sold Price</b>		<b>175,229</b>	<b>67,433</b>	<b>200,321</b>	<b>299,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>175,229</b>	<b>9</b>	<b>14</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,906,400</b>	<b>606.90K</b>	<b>2.80M</b>	<b>1.50M</b>	<b>0.00B</b>

# April 2021



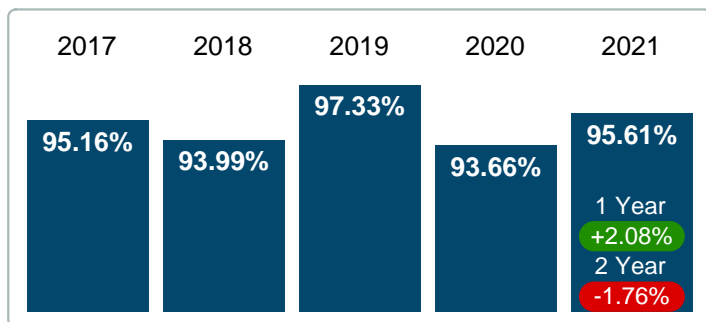
Area Delimited by County Of McIntosh - Residential Property Type



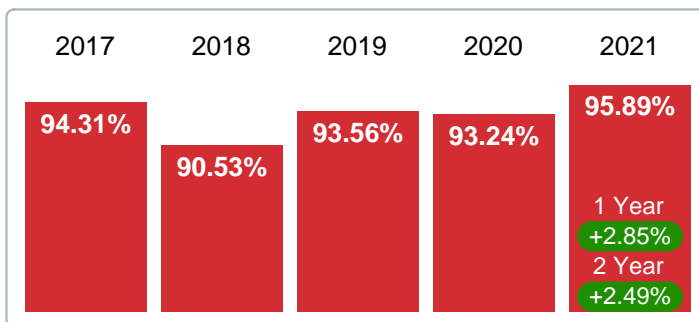
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

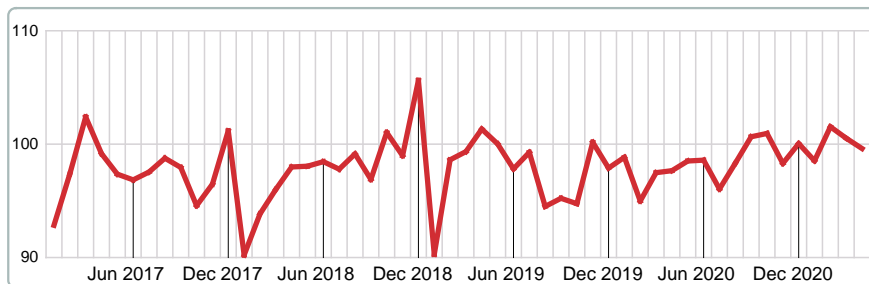
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

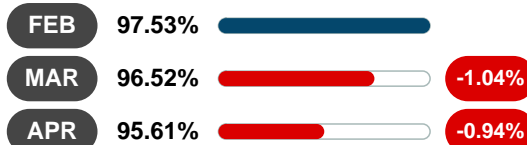


### 3 MONTHS

5 year APR AVG = 95.15%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **95.61%**  
above the 5 yr APR average of **95.15%**



### 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
\$25,000 and less	2	7.14%	75.71%	80.00%	71.43%	0.00%	0.00%
\$25,001 - \$50,000	4	14.29%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	10.71%	96.06%	91.82%	98.19%	0.00%	0.00%
\$100,001 - \$125,000	5	17.86%	96.01%	78.13%	101.80%	96.52%	0.00%
\$125,001 - \$250,000	7	25.00%	95.29%	100.93%	91.30%	100.00%	0.00%
\$250,001 - \$375,000	4	14.29%	98.59%	0.00%	99.66%	97.52%	0.00%
\$375,001 and up	3	10.71%	98.67%	0.00%	102.09%	91.82%	0.00%
Average Sold/List Ratio		95.60%		94.64%	95.85%	96.67%	0.00%
Total Closed Units		28	100%	9	14	5	
Total Closed Volume		4,906,400		606.90K	2.80M	1.50M	0.00B

# April 2021



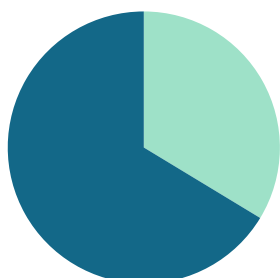
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

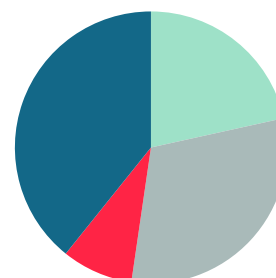


**Inventory**  
 New Listings  
**34 = 33.66%**  
 Start Inventory  
**67**  
 Total Inventory Units  
**101**  
 Volume  
**\$27,983,705**

### Market Activity

Closed Sales  
**28 = 21.54%**  
 Pending Sales  
**40 = 30.77%**  
 Other Off Market  
**11 = 8.46%**  
 Active Inventory  
**51 = 39.23%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	28	28	0.00%	75	92	22.67%
Pending Sales	24	40	66.67%	88	110	25.00%
New Listings	41	34	-17.07%	191	125	-34.55%
Average List Price	147,757	181,661	22.95%	140,329	193,054	37.57%
Average Sale Price	141,446	175,229	23.88%	133,846	186,807	39.57%
Average Percent of Selling Price to List Price	93.66%	95.61%	2.08%	93.24%	95.89%	2.85%
Average Days on Market to Sale	61.43	43.25	-29.59%	66.79	47.28	-29.20%
Monthly Inventory	151	51	-66.23%	151	51	-66.23%
Months Supply of Inventory	7.25	2.16	-70.16%	7.25	2.16	-70.16%

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

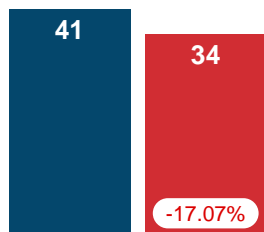
**Inventory** on April 30, 2021 = **51**

**2020** **2021**

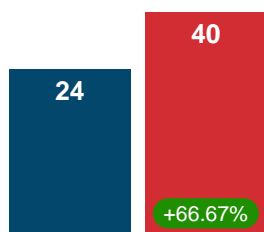
### APRIL MARKET

### AVERAGE PRICES

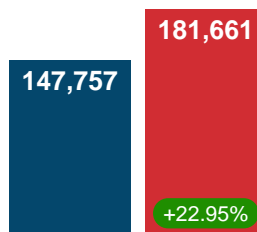
#### New Listings



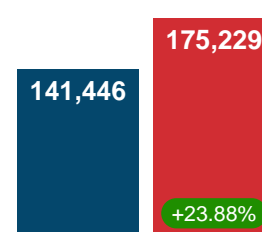
#### Pending Listings



#### List Price



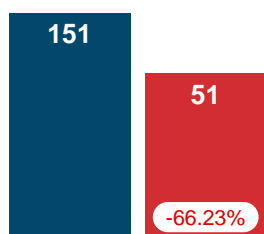
#### Sale Price



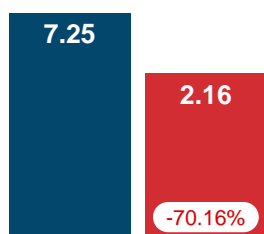
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

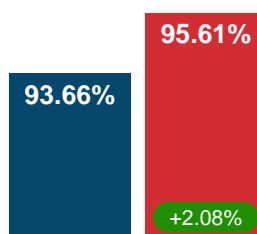
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

