

# January 2021



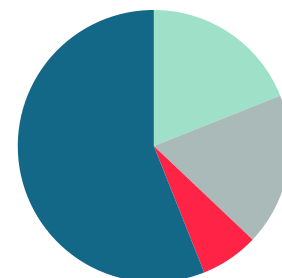
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	14	22	57.14%
Pending Listings	22	21	-4.55%
New Listings	47	23	-51.06%
Average List Price	157,629	156,302	-0.84%
Average Sale Price	153,386	149,973	-2.23%
Average Percent of Selling Price to List Price	94.84%	94.54%	-0.32%
Average Days on Market to Sale	56.57	59.95	5.98%
End of Month Inventory	151	65	-56.95%
Months Supply of Inventory	7.58	2.85	-62.45%



■ Closed (18.97%)  
■ Pending (18.10%)  
■ Other OffMarket (6.90%)  
■ Active (56.03%)

**Absorption:** Last 12 months, an Average of **23** Sales/Month  
**Active Inventory** as of January 31, 2021 = **65**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **56.95%** to 65 existing homes available for sale. Over the last 12 months this area has had an average of 23 closed sales per month. This represents an unsold inventory index of **2.85** 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 **2.23%** in January 2021 to \$149,973 versus the previous year at \$153,386.

#### Average Days on Market Lengthens

The average number of **59.95** days that homes spent on the market before selling increased by 3.38 days or **5.98%** in January 2021 compared to last year's same month at **56.57** DOM.

#### Sales Success for January 2021 is Positive

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

There were 23 New Listings in January 2021, down **51.06%** from last year at 47. Furthermore, there were 22 Closed Listings this month versus last year at 14, a **57.14%** increase.

Closed versus Listed trends yielded a **95.7%** ratio, up from previous year's, January 2020, at **29.8%**, a **221.12%** 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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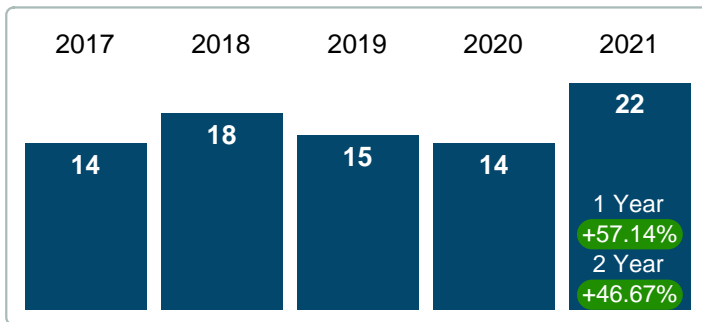
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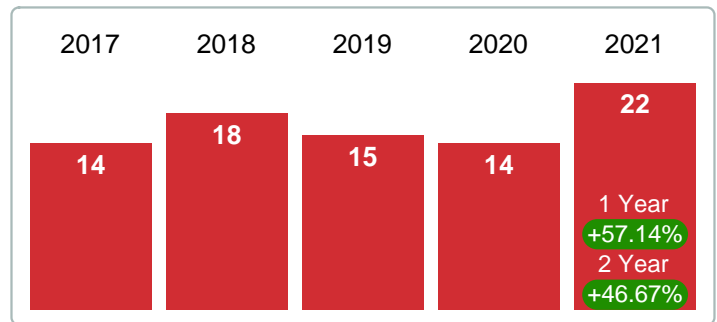
## CLOSED LISTINGS

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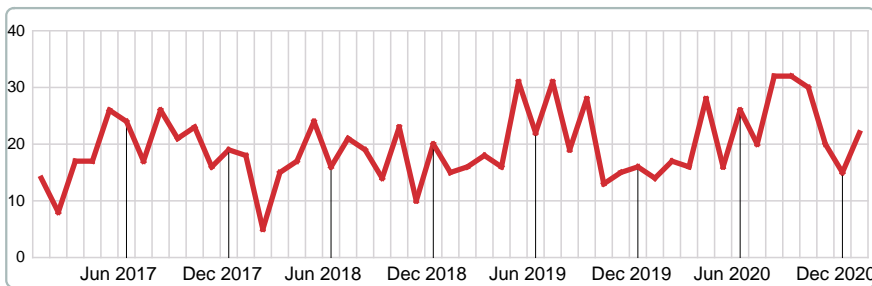
### JANUARY



### YEAR TO DATE (YTD)

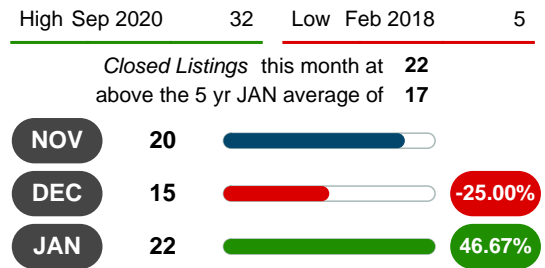


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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	3	13.64%	46.7	3	0	0	0
\$50,001 - \$70,000	1	4.55%	1.0	0	1	0	0
\$70,001 - \$110,000	4	18.18%	73.3	0	4	0	0
\$110,001 - \$160,000	6	27.27%	86.0	1	4	1	0
\$160,001 - \$230,000	3	13.64%	48.7	0	2	1	0
\$230,001 - \$250,000	3	13.64%	63.0	0	1	2	0
\$250,001 and up	2	9.09%	17.0	0	1	1	0
<b>Total Closed Units</b>	<b>22</b>			<b>4</b>	<b>13</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>3,299,400</b>	<b>100%</b>	<b>60.0</b>	<b>216.50K</b>	<b>1.90M</b>	<b>1.18M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$149,973</b>			<b>\$54,125</b>	<b>\$146,223</b>	<b>\$236,400</b>	<b>\$0</b>

# January 2021



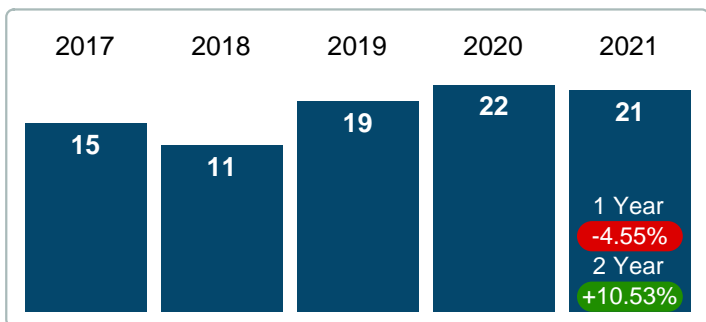
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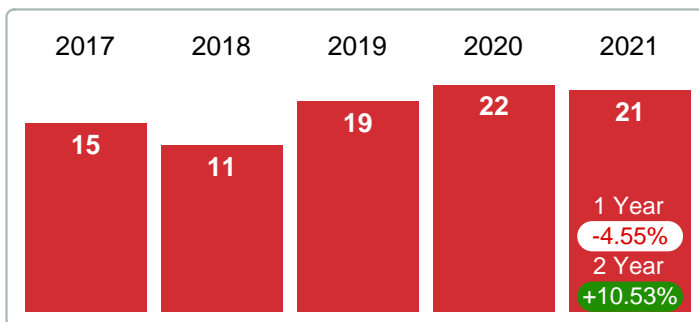
## PENDING LISTINGS

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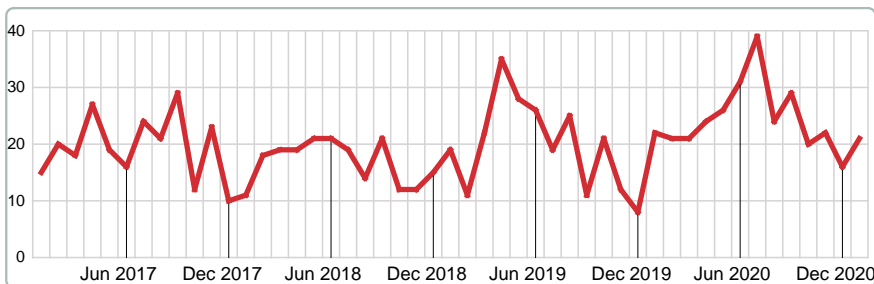
### JANUARY



### YEAR TO DATE (YTD)

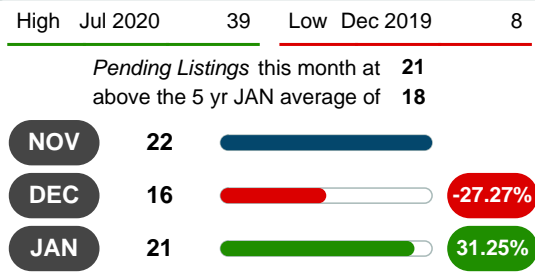


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN 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 - \$50,000	3	14.29%	28.7	1	2	0	0
\$50,001 - \$125,000	4	19.05%	5.5	1	3	0	0
\$125,001 - \$175,000	4	19.05%	45.0	0	3	1	0
\$175,001 - \$225,000	4	19.05%	32.8	0	4	0	0
\$225,001 - \$375,000	3	14.29%	119.3	0	2	1	0
\$375,001 and up	3	14.29%	163.0	0	0	1	2
<b>Total Pending Units</b>	<b>21</b>			<b>2</b>	<b>14</b>	<b>3</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>4,216,700</b>	<b>100%</b>	<b>62.3</b>	<b>92.00K</b>	<b>2.03M</b>	<b>1.10M</b>	<b>989.90K</b>
<b>Average Listing Price</b>	<b>\$209,185</b>			<b>\$46,000</b>	<b>\$145,057</b>	<b>\$368,000</b>	<b>\$494,950</b>

# January 2021



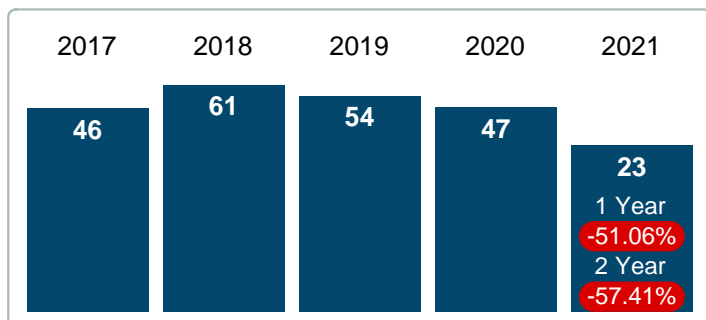
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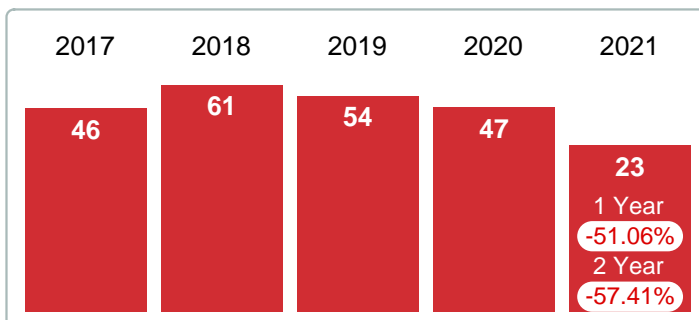
## NEW LISTINGS

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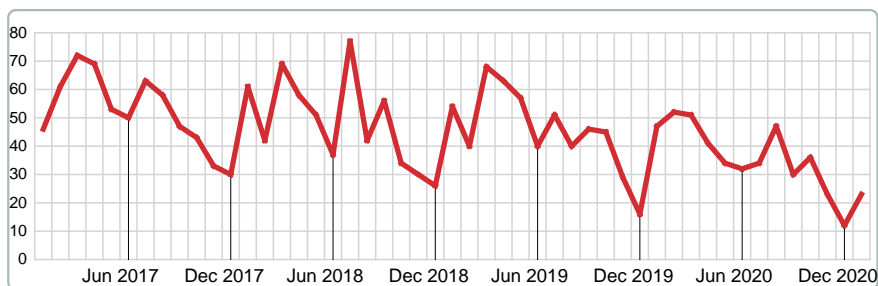
### JANUARY



### YEAR TO DATE (YTD)

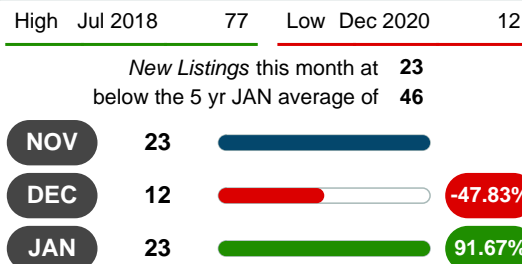


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 46



### 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	2	8.70%	2	0	0	0
\$50,001 - \$70,000	3	13.04%	2	1	0	0
\$70,001 - \$90,000	4	17.39%	0	4	0	0
\$90,001 - \$140,000	5	21.74%	2	1	2	0
\$140,001 - \$180,000	3	13.04%	1	2	0	0
\$180,001 - \$440,000	3	13.04%	0	3	0	0
\$440,001 and up	3	13.04%	0	0	3	0
<b>Total New Listed Units</b>	<b>23</b>		<b>7</b>	<b>11</b>	<b>5</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>3,656,800</b>	<b>100%</b>	<b>580.00K</b>	<b>1.49M</b>	<b>1.59M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$148,095</b>		<b>\$82,857</b>	<b>\$135,182</b>	<b>\$317,960</b>	<b>\$0</b>

# January 2021



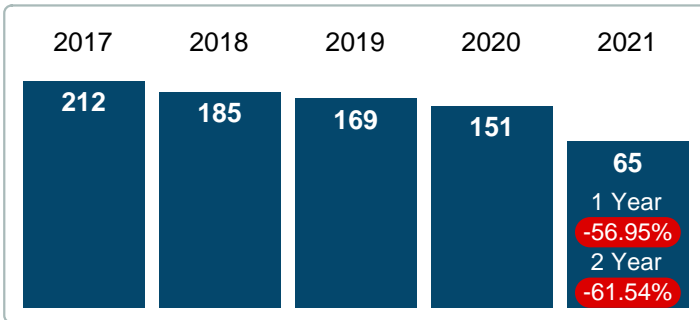
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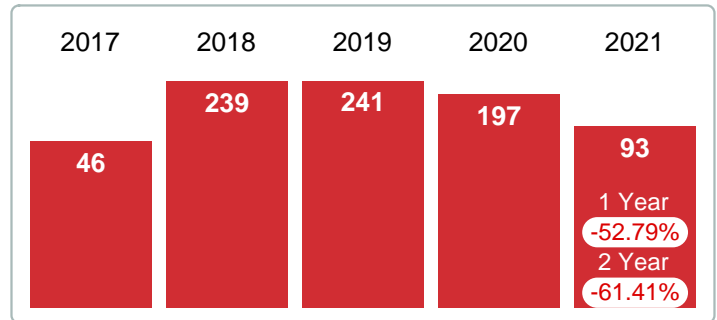
## ACTIVE INVENTORY

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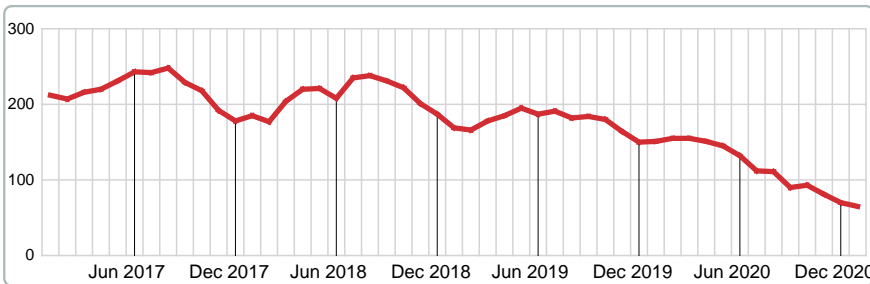
### END OF JANUARY



### ACTIVE DURING JANUARY

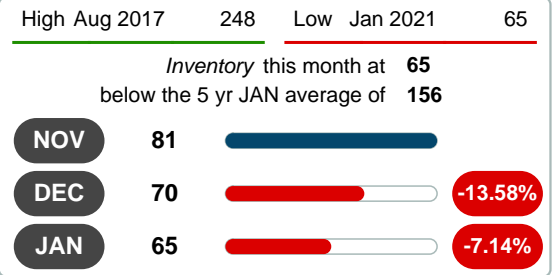


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 156



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.54%	121.0	1	0	0	0
\$25,001 - \$75,000	12	18.46%	95.1	7	5	0	0
\$75,001 - \$125,000	11	16.92%	69.0	3	6	2	0
\$125,001 - \$225,000	16	24.62%	106.1	3	11	2	0
\$225,001 - \$425,000	10	15.38%	110.2	0	5	5	0
\$425,001 - \$725,000	8	12.31%	87.3	0	2	4	2
\$725,001 and up	7	10.77%	95.7	0	3	3	1
<b>Total Active Inventory by Units</b>	<b>65</b>			<b>14</b>	<b>32</b>	<b>16</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>18,209,550</b>	<b>100%</b>	<b>95.2</b>	<b>1.20M</b>	<b>7.42M</b>	<b>6.64M</b>	<b>2.95M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$280,147</b>			<b>\$85,943</b>	<b>\$231,800</b>	<b>\$414,866</b>	<b>\$983,633</b>

# January 2021



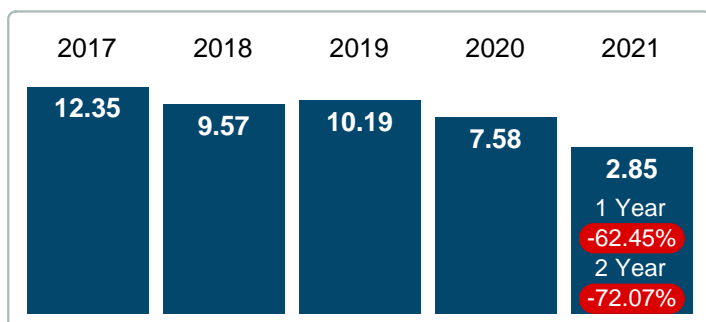
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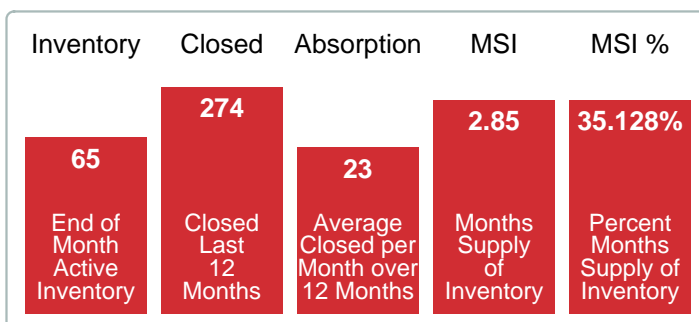
## MONTHS SUPPLY of INVENTORY (MSI)

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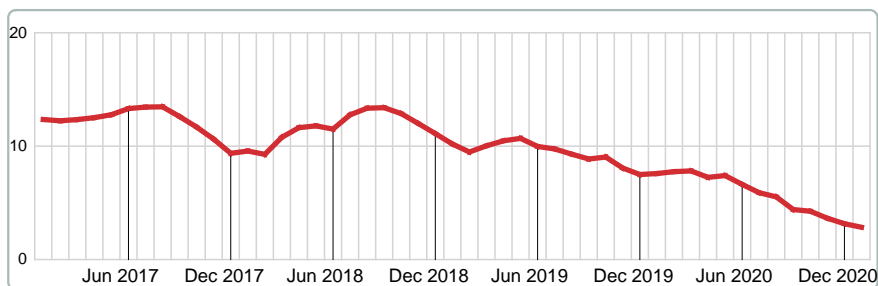
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

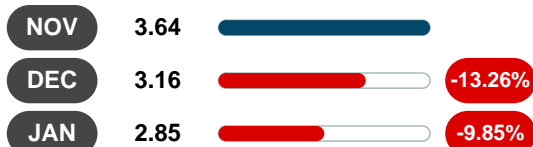


### 3 MONTHS

5 year JAN AVG = 8.51

High Aug 2017 13.47 Low Jan 2021 2.85

Months Supply this month at 2.85 below the 5 yr JAN average of 8.51



### 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
\$25,000 and less	1	1.54%	1.71	4.00	0.00	0.00	0.00
\$25,001 - \$75,000	12	18.46%	2.44	3.36	2.00	0.00	0.00
\$75,001 - \$125,000	11	16.92%	2.06	1.50	1.95	8.00	0.00
\$125,001 - \$225,000	16	24.62%	2.29	1.71	3.22	1.20	0.00
\$225,001 - \$425,000	10	15.38%	2.31	0.00	2.31	3.75	0.00
\$425,001 - \$725,000	8	12.31%	16.00	0.00	6.00	24.00	0.00
\$725,001 and up	7	10.77%	42.00	0.00	0.00	18.00	0.00
Market Supply of Inventory (MSI)			2.85	2.15	2.70	4.09	5.14
Total Active Inventory by Units		100%	2.85	14	32	16	3

# January 2021



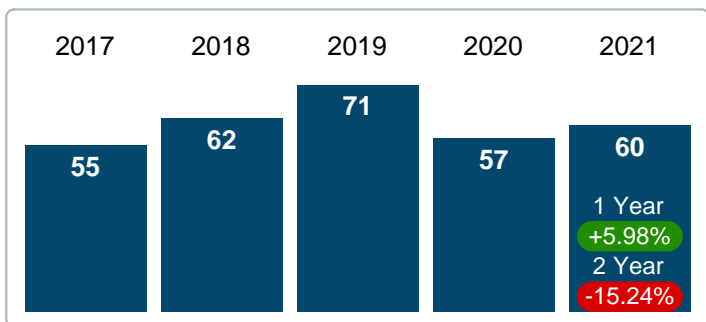
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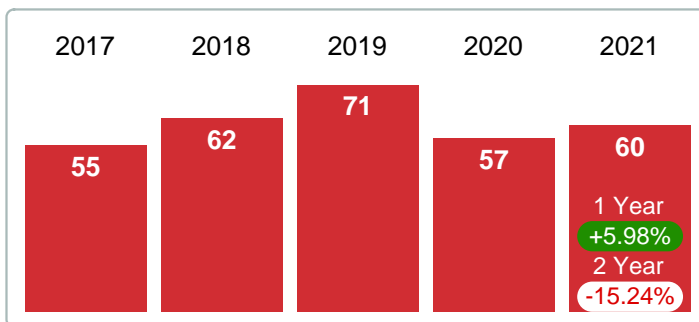
## AVERAGE DAYS ON MARKET TO SALE

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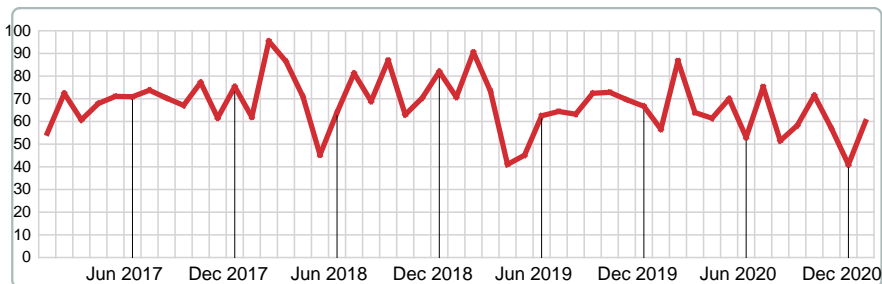
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61

High Feb 2018 95 Low Dec 2020 41

Average Days on Market to Sale this month at 60 below the 5 yr JAN average of 61



### 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	13.64%	47	47	0	0	0
\$50,001 - \$70,000	4.55%	1	0	1	0	0
\$70,001 - \$110,000	18.18%	73	0	73	0	0
\$110,001 - \$160,000	27.27%	86	4	85	174	0
\$160,001 - \$230,000	13.64%	49	0	73	1	0
\$230,001 - \$250,000	13.64%	63	0	1	94	0
\$250,001 and up	9.09%	17	0	21	13	0
<b>Average Closed DOM</b>		<b>60</b>	<b>36</b>	<b>61</b>	<b>75</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>60</b>	<b>4</b>	<b>13</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,299,400</b>	<b>216.50K</b>	<b>1.90M</b>	<b>1.18M</b>	<b>0.00B</b>

# January 2021



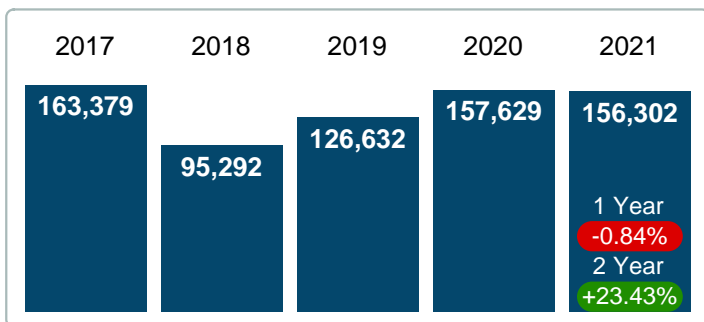
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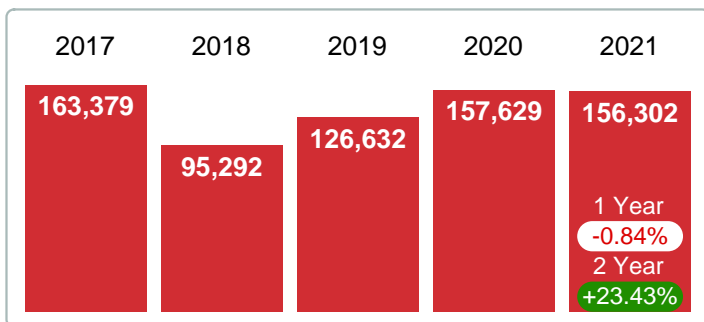
## AVERAGE LIST PRICE AT CLOSING

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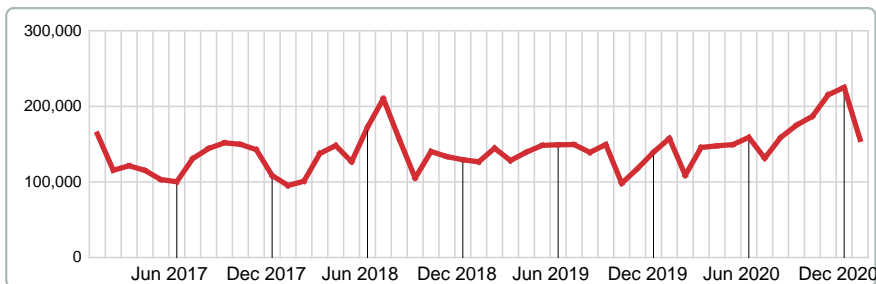
### JANUARY



### YEAR TO DATE (YTD)

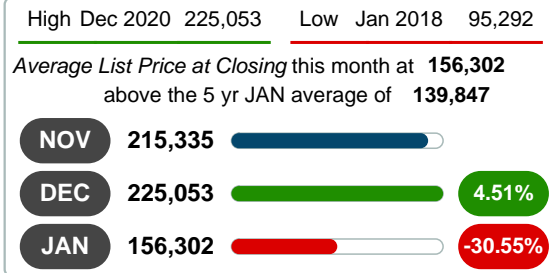


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 139,847



### 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	9.09%	24,450	34,633	0	0	0
\$50,001 - \$75,000	9.09%	56,500	0	68,500	0	0
\$75,001 - \$100,000	18.18%	86,600	0	89,133	0	0
\$100,001 - \$150,000	13.64%	125,933	125,000	126,400	0	0
\$150,001 - \$225,000	13.64%	160,050	0	160,125	199,450	0
\$225,001 - \$250,000	22.73%	238,700	0	239,833	249,950	0
\$250,001 and up	13.64%	292,967	0	265,000	349,000	0
<b>Average List Price</b>		<b>156,302</b>	<b>57,225</b>	<b>150,919</b>	<b>249,560</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,302</b>	<b>4</b>	<b>13</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,438,650</b>	<b>228.90K</b>	<b>1.96M</b>	<b>1.25M</b>	<b>0.00B</b>



# January 2021



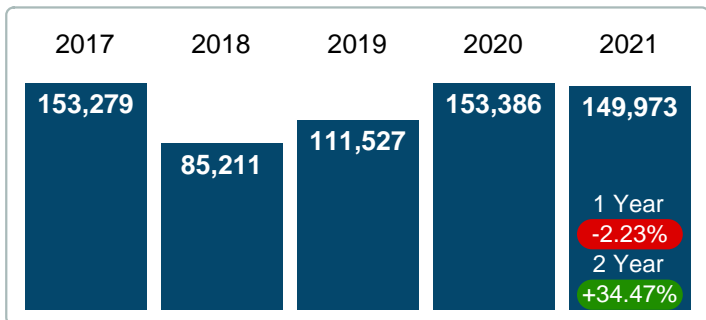
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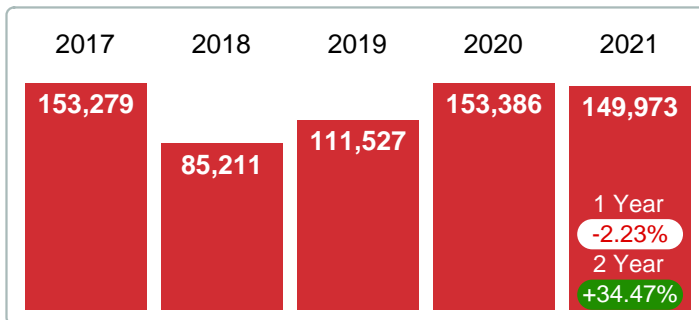
## AVERAGE SOLD PRICE AT CLOSING

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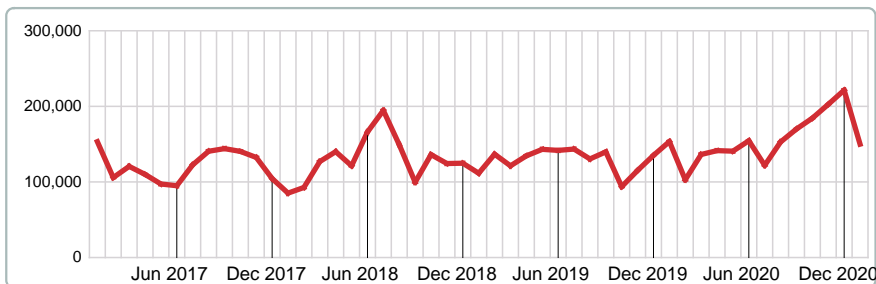
### JANUARY



### YEAR TO DATE (YTD)

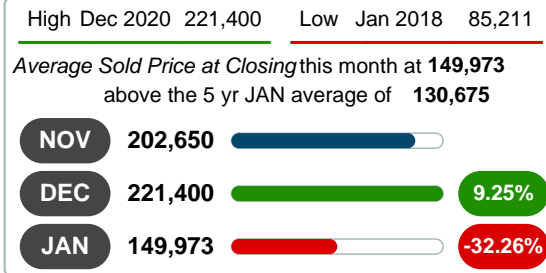


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 130,675



### 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	13.64%	29,833	29,833	0	0	0
\$50,001 - \$70,000	4.55%	58,000	0	58,000	0	0
\$70,001 - \$110,000	18.18%	80,350	0	80,350	0	0
\$110,001 - \$160,000	27.27%	140,167	127,000	139,750	155,000	0
\$160,001 - \$230,000	13.64%	222,500	0	228,750	210,000	0
\$230,001 - \$250,000	13.64%	242,333	0	245,000	241,000	0
\$250,001 and up	9.09%	297,500	0	260,000	335,000	0
<b>Average Sold Price</b>		<b>149,973</b>	<b>54,125</b>	<b>146,223</b>	<b>236,400</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,973</b>	<b>4</b>	<b>13</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>3,299,400</b>	<b>216.50K</b>	<b>1.90M</b>	<b>1.18M</b>	<b>0.00B</b>

# January 2021



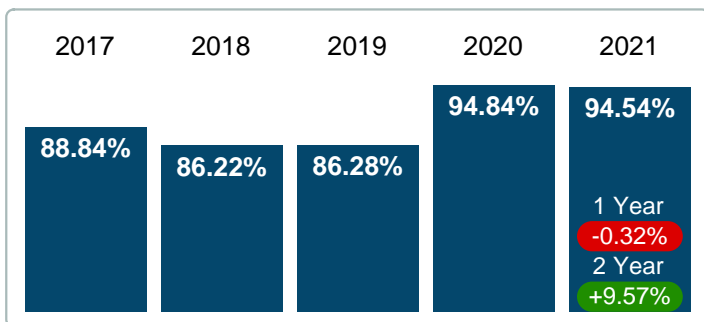
Area Delimited by County Of McIntosh - Residential Property Type



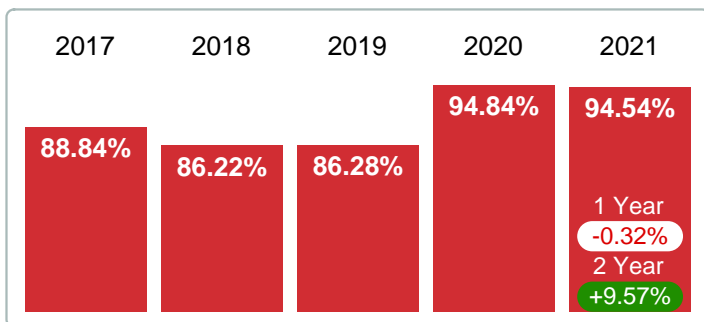
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

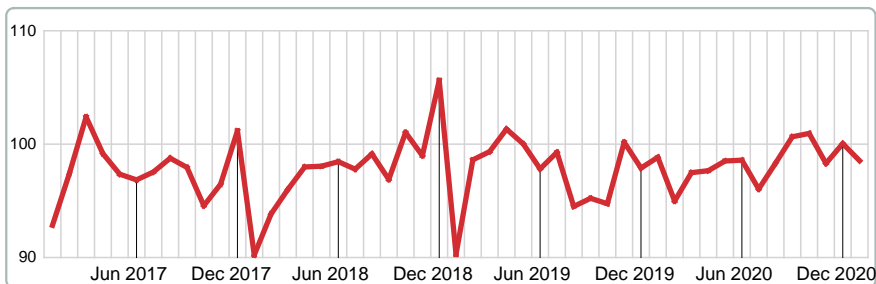
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

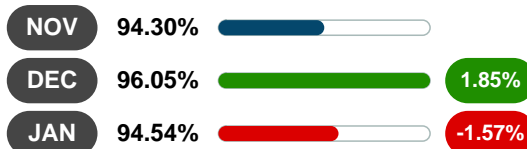


### 3 MONTHS

5 year JAN AVG = 90.14%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.54%**  
above the 5 yr JAN average of **90.14%**



### 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	3	13.64%	84.08%	84.08%	0.00%	0.00%	0.00%
\$50,001 - \$70,000	1	4.55%	100.00%	0.00%	100.00%	0.00%	0.00%
\$70,001 - \$110,000	4	18.18%	92.91%	0.00%	92.91%	0.00%	0.00%
\$110,001 - \$160,000	6	27.27%	97.96%	101.60%	97.30%	96.94%	0.00%
\$160,001 - \$230,000	3	13.64%	93.64%	0.00%	96.53%	87.87%	0.00%
\$230,001 - \$250,000	3	13.64%	97.70%	0.00%	100.00%	96.55%	0.00%
\$250,001 and up	2	9.09%	97.05%	0.00%	98.11%	95.99%	0.00%
<b>Average Sold/List Ratio</b>		<b>94.50%</b>		<b>88.46%</b>	<b>96.31%</b>	<b>94.78%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>22</b>	<b>100%</b>	<b>4</b>	<b>13</b>	<b>5</b>	
<b>Total Closed Volume</b>		<b>3,299,400</b>		<b>216.50K</b>	<b>1.90M</b>	<b>1.18M</b>	<b>0.00B</b>

# January 2021



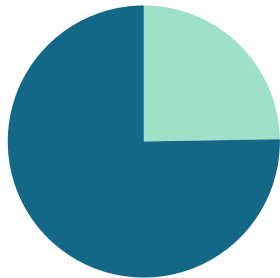
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

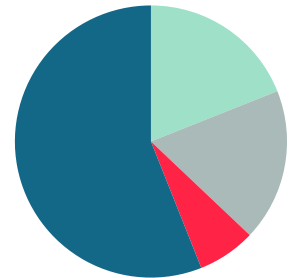


**Inventory**  
 New Listings  
**23 = 24.73%**  
 Start Inventory  
**70**  
 Total Inventory Units  
**93**  
 Volume  
**\$24,639,550**

### Market Activity

Closed Sales  
**22 = 18.97%**  
 Pending Sales  
**21 = 18.10%**  
 Other Off Market  
**8 = 6.90%**  
 Active Inventory  
**65 = 56.03%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	14	22	57.14%	14	22	57.14%
Pending Sales	22	21	-4.55%	22	21	-4.55%
New Listings	47	23	-51.06%	47	23	-51.06%
Average List Price	157,629	156,302	-0.84%	157,629	156,302	-0.84%
Average Sale Price	153,386	149,973	-2.23%	153,386	149,973	-2.23%
Average Percent of Selling Price to List Price	94.84%	94.54%	-0.32%	94.84%	94.54%	-0.32%
Average Days on Market to Sale	56.57	59.95	5.98%	56.57	59.95	5.98%
Monthly Inventory	151	65	-56.95%	151	65	-56.95%
Months Supply of Inventory	7.58	2.85	-62.45%	7.58	2.85	-62.45%

**Absorption:** Last 12 months, an Average of **23** Sales/Month

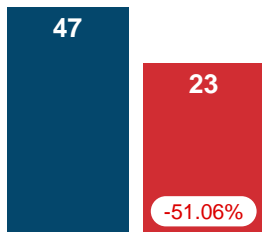
**Inventory** on January 31, 2021 = **65**

**2020** **2021**

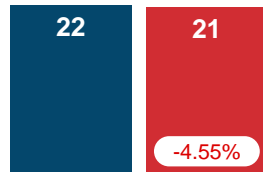
### JANUARY MARKET

### AVERAGE PRICES

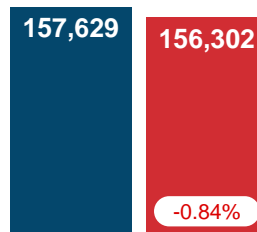
#### New Listings



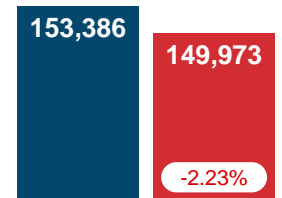
#### Pending Listings



#### List Price



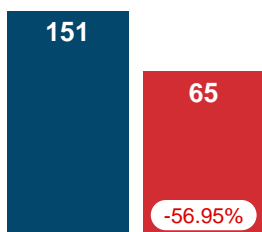
#### Sale Price



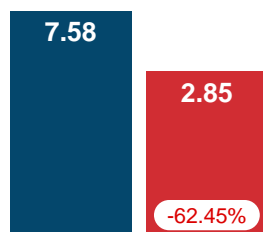
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

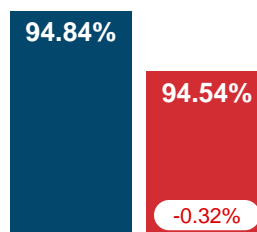
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

