

March 2021



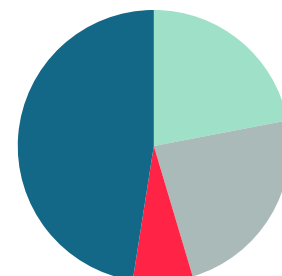
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	16	31	93.75%
Pending Listings	21	33	57.14%
New Listings	51	49	-3.92%
Average List Price	145,619	244,516	67.92%
Average Sale Price	136,347	237,163	73.94%
Average Percent of Selling Price to List Price	93.48%	96.52%	3.25%
Average Days on Market to Sale	63.94	46.45	-27.35%
End of Month Inventory	155	67	-56.77%
Months Supply of Inventory	7.82	2.84	-63.65%



■ Closed (21.99%)
■ Pending (23.40%)
■ Other OffMarket (7.09%)
■ Active (47.52%)

Absorption: Last 12 months, an Average of **24** Sales/Month
Active Inventory as of March 31, 2021 = **67**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **56.77%** to 67 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 **2.84** 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 **73.94%** in March 2021 to \$237,163 versus the previous year at \$136,347.

Average Days on Market Shortens

The average number of **46.45** days that homes spent on the market before selling decreased by 17.49 days or **27.35%** in March 2021 compared to last year's same month at **63.94** DOM.

Sales Success for March 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 49 New Listings in March 2021, down **3.92%** from last year at 51. Furthermore, there were 31 Closed Listings this month versus last year at 16, a **93.75%** increase.

Closed versus Listed trends yielded a **63.3%** ratio, up from previous year's, March 2020, at **31.4%**, a **101.66%** upswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2021



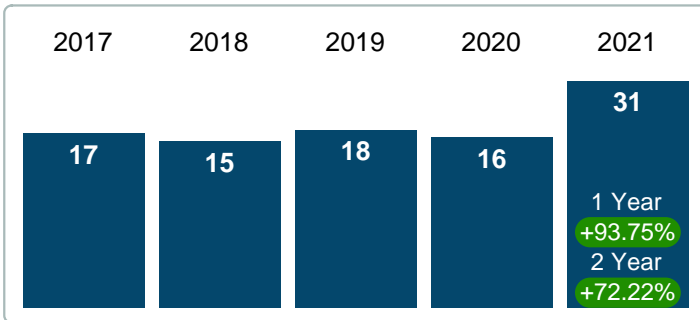
Area Delimited by County Of McIntosh - Residential Property Type



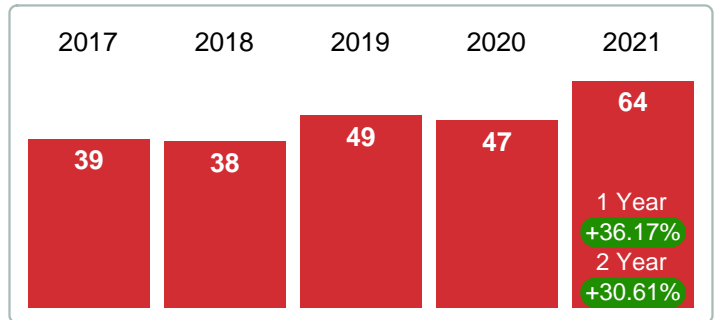
CLOSED LISTINGS

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

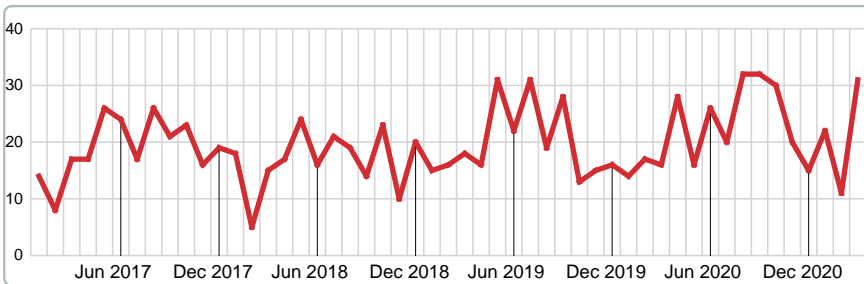
MARCH



YEAR TO DATE (YTD)

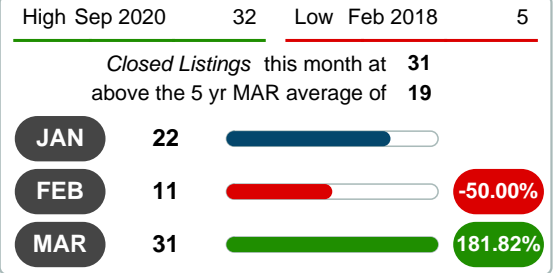


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 19



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	5	16.13%	25.2	3	2	0	0
\$50,001 - \$125,000	6	19.35%	22.2	1	5	0	0
\$125,001 - \$200,000	6	19.35%	24.0	0	6	0	0
\$200,001 - \$375,000	5	16.13%	96.4	0	2	3	0
\$375,001 - \$550,000	6	19.35%	48.8	0	3	1	2
\$550,001 and up	3	9.68%	87.3	0	1	0	2
Total Closed Units	31			4	19	4	4
Total Closed Volume	7,352,049	100%	46.5	234.00K	3.68M	1.32M	2.12M
Average Closed Price	\$237,163			\$58,500	\$193,692	\$329,125	\$530,350

March 2021



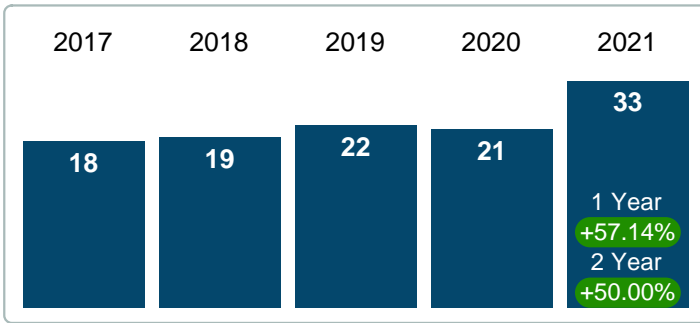
Area Delimited by County Of McIntosh - Residential Property Type



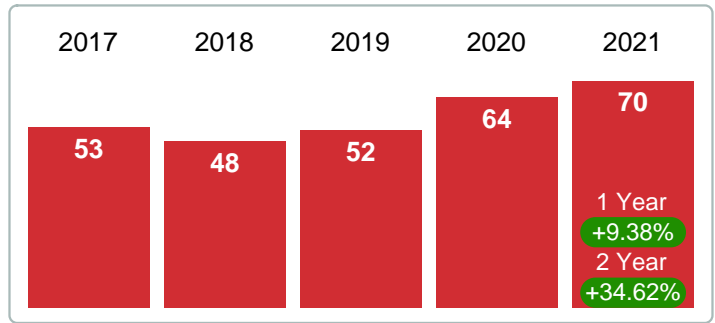
PENDING LISTINGS

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

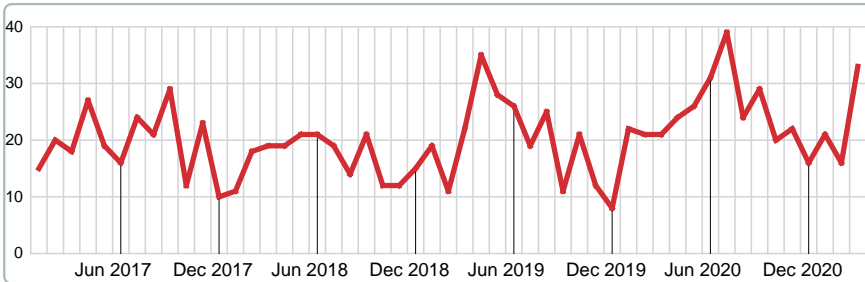
MARCH



YEAR TO DATE (YTD)

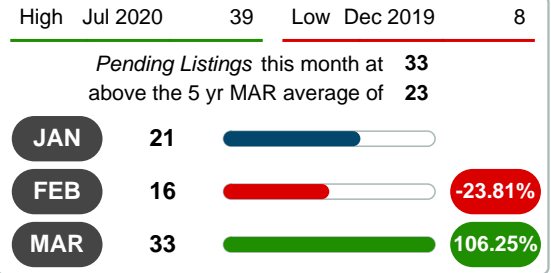


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 23



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	3	9.09%	74.0	2	1	0	0
\$50,001 - \$75,000	1	3.03%	42.0	1	0	0	0
\$75,001 - \$125,000	5	15.15%	47.2	1	4	0	0
\$125,001 - \$225,000	12	36.36%	50.4	3	7	2	0
\$225,001 - \$275,000	4	12.12%	10.5	0	3	0	1
\$275,001 - \$375,000	4	12.12%	4.8	0	3	1	0
\$375,001 and up	4	12.12%	77.0	0	3	1	0
Total Pending Units	33			7	21	4	1
Total Pending Volume	7,228,399	100%	39.4	744.80K	4.62M	1.60M	259.00K
Average Listing Price	\$200,110			\$106,400	\$220,105	\$400,600	\$259,000

March 2021



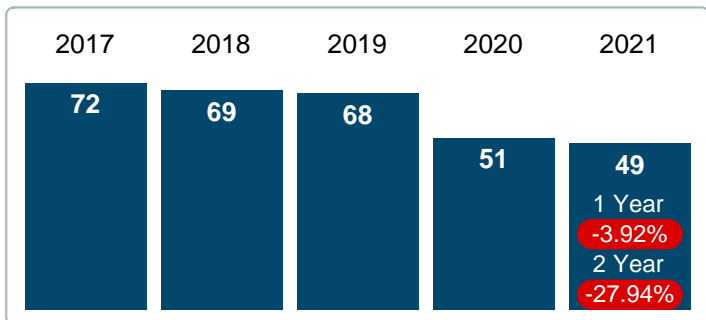
Area Delimited by County Of McIntosh - Residential Property Type



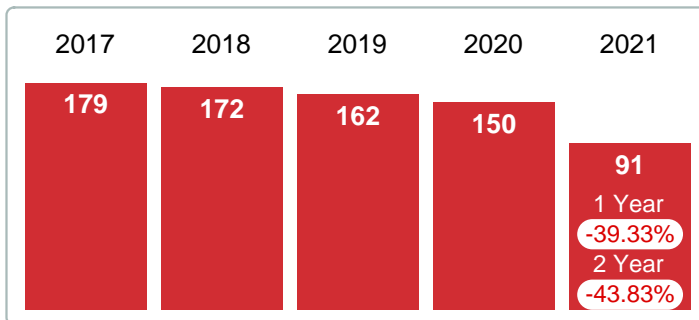
NEW LISTINGS

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

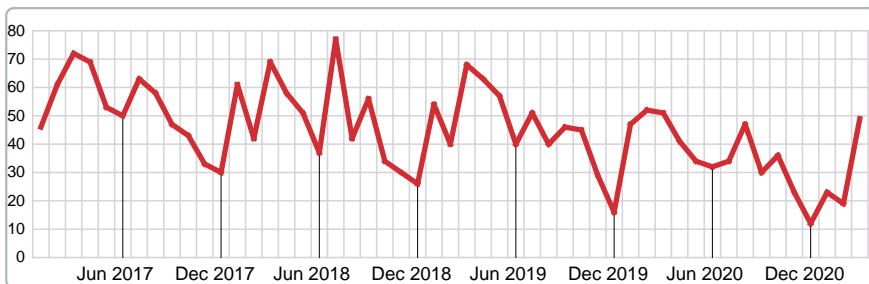
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 62

High Jul 2018 77 Low Dec 2020 12

New Listings this month at **49**
 below the 5 yr MAR average of **62**



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	6.12%	2	1	0	0
\$75,001 - \$100,000	8	16.33%	1	6	1	0
\$100,001 - \$175,000	8	16.33%	1	6	1	0
\$175,001 - \$225,000	10	20.41%	1	3	5	1
\$225,001 - \$300,000	7	14.29%	0	5	1	1
\$300,001 - \$400,000	7	14.29%	0	6	1	0
\$400,001 and up	6	12.24%	0	5	1	0
Total New Listed Units	49		5	32	10	2
Total New Listed Volume	11,161,704	100%	499.90K	7.76M	2.43M	469.00K
Average New Listed Listing Price	\$217,567		\$99,980	\$242,470	\$243,376	\$234,500

March 2021



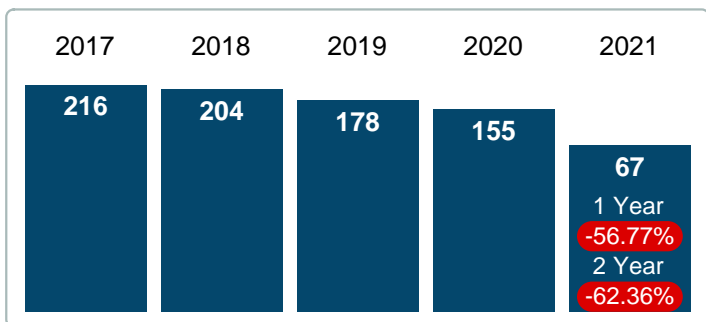
Area Delimited by County Of McIntosh - Residential Property Type



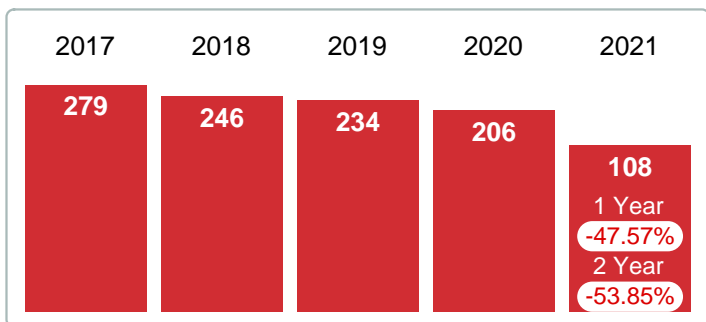
ACTIVE INVENTORY

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

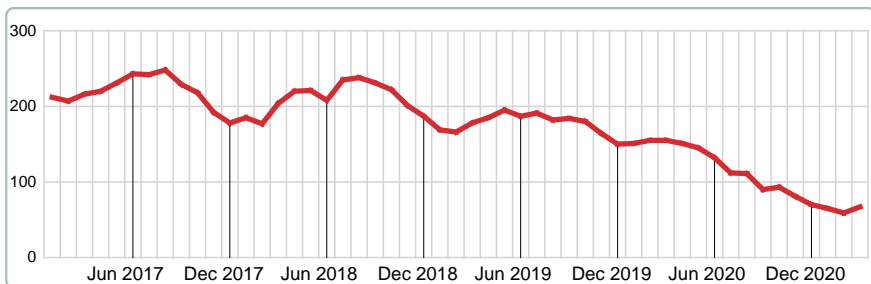
END OF MARCH



ACTIVE DURING MARCH

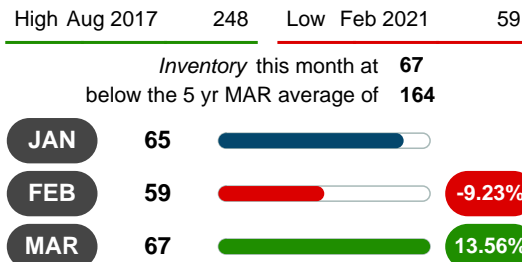


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 164



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	5.97%	100.0	3	1	0	0
\$50,001 - \$75,000	6	8.96%	108.5	3	3	0	0
\$75,001 - \$150,000	15	22.39%	71.7	3	10	2	0
\$150,001 - \$225,000	14	20.90%	44.6	1	6	6	1
\$225,001 - \$425,000	12	17.91%	58.1	0	9	3	0
\$425,001 - \$725,000	9	13.43%	72.3	0	4	4	1
\$725,001 and up	7	10.45%	109.3	0	3	3	1
Total Active Inventory by Units	67			10	36	18	3
Total Active Inventory by Volume	19,707,005	100%	72.6	849.30K	9.49M	6.80M	2.56M
Average Active Inventory Listing Price	\$294,134			\$84,930	\$263,721	\$377,931	\$853,667

March 2021



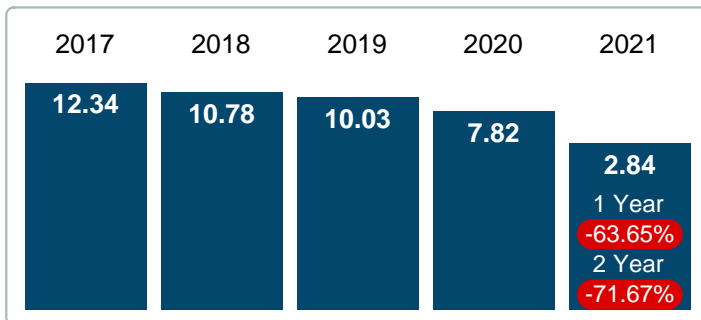
Area Delimited by County Of McIntosh - Residential Property Type



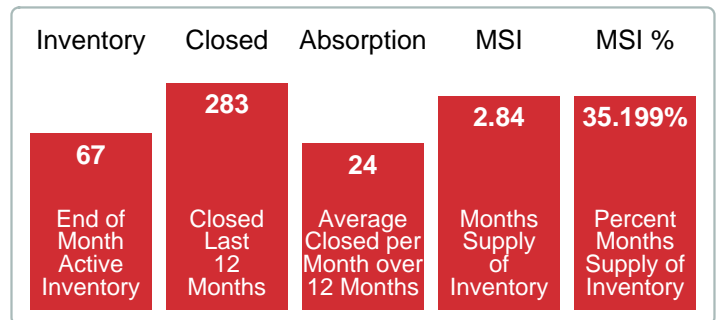
MONTHS SUPPLY of INVENTORY (MSI)

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

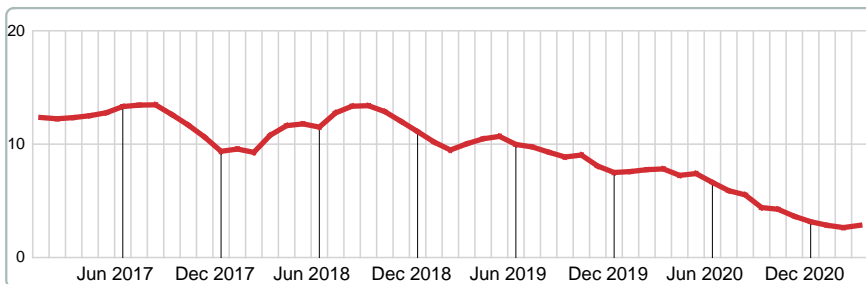
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 8.76

High Aug 2017 13.47 Low Feb 2021 2.64

Months Supply this month at 2.84 below the 5 yr MAR average of 8.76



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	5.97%	1.41	1.89	0.92	0.00	0.00
\$50,001 - \$75,000	6	8.96%	2.77	4.00	2.12	0.00	0.00
\$75,001 - \$150,000	15	22.39%	1.88	1.09	2.18	3.00	0.00
\$150,001 - \$225,000	14	20.90%	2.90	0.92	2.48	5.14	6.00
\$225,001 - \$425,000	12	17.91%	2.57	0.00	3.72	2.12	0.00
\$425,001 - \$725,000	9	13.43%	9.82	0.00	9.60	16.00	4.00
\$725,001 and up	7	10.45%	42.00	0.00	0.00	18.00	0.00
Market Supply of Inventory (MSI)			2.84	1.52	2.92	4.70	3.60
Total Active Inventory by Units		100%	2.84	10	36	18	3

March 2021



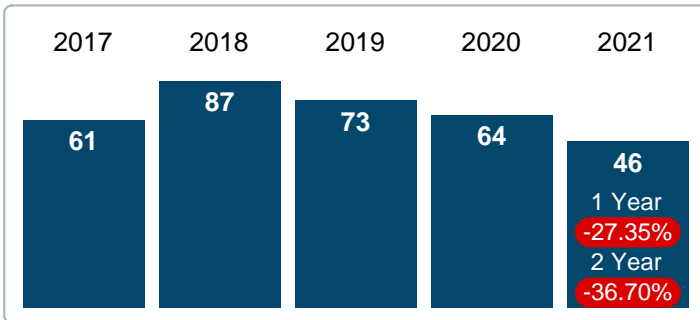
Area Delimited by County Of McIntosh - Residential Property Type



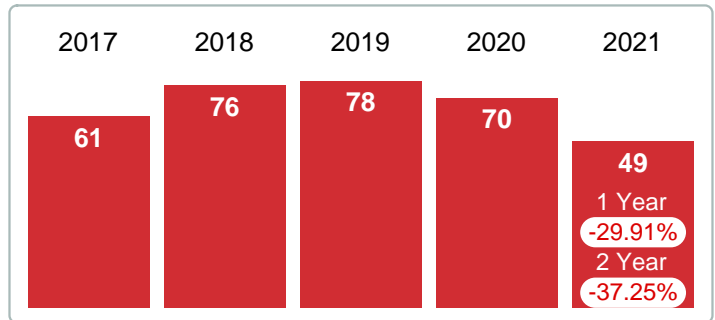
AVERAGE DAYS ON MARKET TO SALE

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

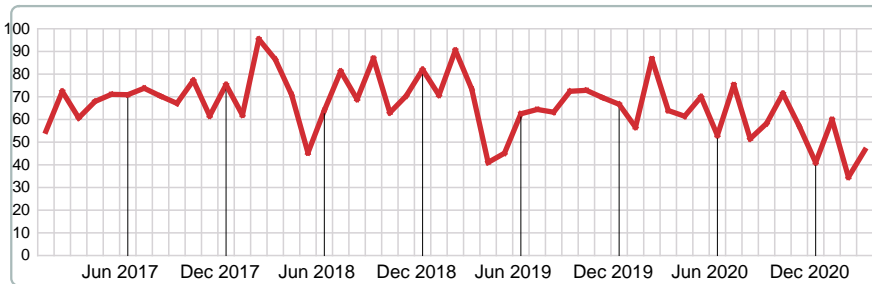
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66

High Feb 2018 95 Low Feb 2021 35

Average Days on Market to Sale this month at 46 below the 5 yr MAR average of 66



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	0.00%	0	0	0	0	0
\$25,001 - \$50,000	16.13%	25	15	41	0	0
\$50,001 - \$125,000	19.35%	22	5	26	0	0
\$125,001 - \$200,000	19.35%	24	0	24	0	0
\$200,001 - \$375,000	16.13%	96	0	48	129	0
\$375,001 - \$550,000	19.35%	49	0	6	2	137
\$550,001 and up	9.68%	87	0	94	0	84
Average Closed DOM		46	12	30	97	111
Total Closed Units	100%	46	4	19	4	4
Total Closed Volume		7,352,049	234.00K	3.68M	1.32M	2.12M

March 2021



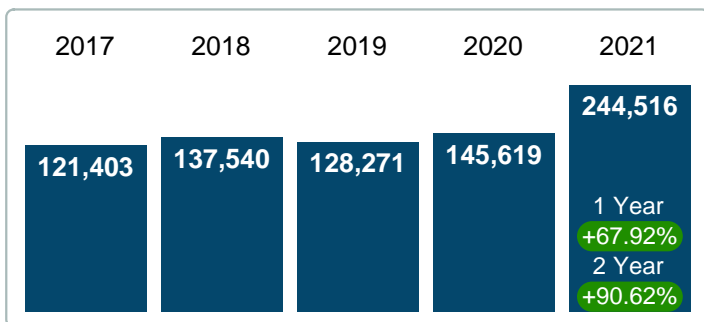
Area Delimited by County Of McIntosh - Residential Property Type



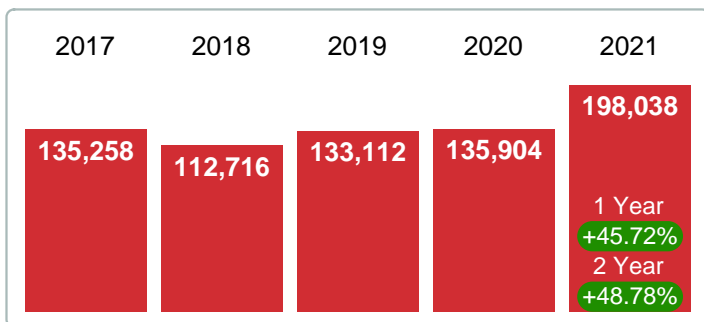
AVERAGE LIST PRICE AT CLOSING

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

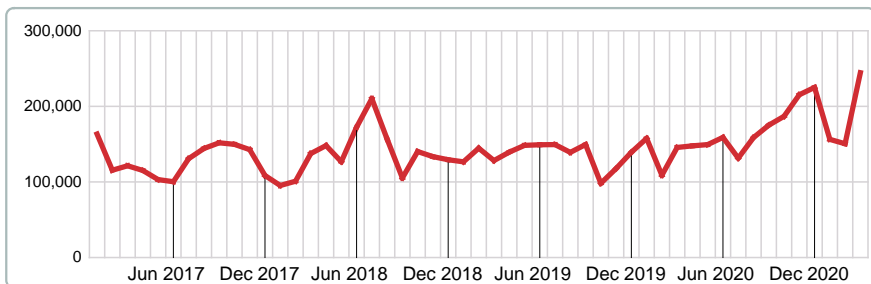
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 155,470

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

Average List Price at Closing this month at **244,516**
above the 5 yr MAR average of **155,470**

- JAN 156,302
- FEB 150,527 (-3.69%)
- MAR 244,516 (62.44%)

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	0.00%	0	0	0	0	0
\$25,001 - \$50,000	12.90%	39,875	42,000	46,250	0	0
\$50,001 - \$125,000	22.58%	81,629	125,000	77,480	0	0
\$125,001 - \$200,000	19.35%	171,750	0	171,750	0	0
\$200,001 - \$375,000	19.35%	283,317	0	223,750	300,800	0
\$375,001 - \$550,000	12.90%	406,225	0	378,333	449,900	494,950
\$550,001 and up	12.90%	623,450	0	699,000	0	597,450
Average List Price		244,516	62,750	199,574	338,075	546,200
Total Closed Units	100%	244,516	4	19	4	4
Total Closed Volume		7,579,999	251.00K	3.79M	1.35M	2.18M

March 2021



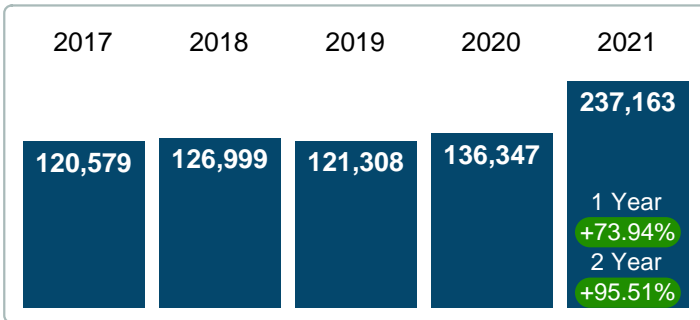
Area Delimited by County Of McIntosh - Residential Property Type



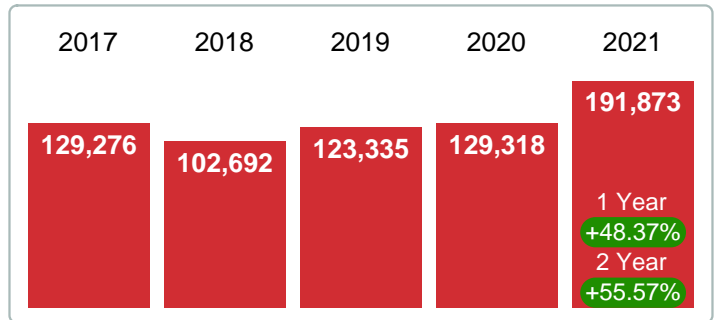
AVERAGE SOLD PRICE AT CLOSING

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

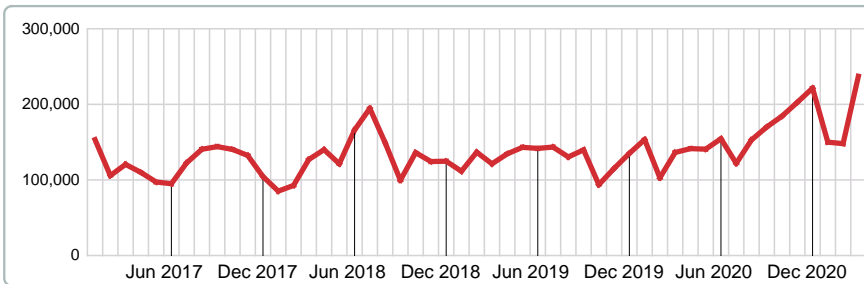
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

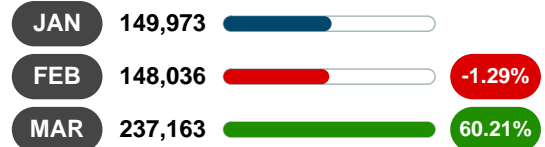


3 MONTHS

5 year MAR AVG = 148,479

High Mar 2021 237,163 Low Jan 2018 85,211

Average Sold Price at Closing this month at **237,163**
 above the 5 yr MAR average of **148,479**



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	0.00%	0	0	0	0	0
\$25,001 - \$50,000	16.13%	37,800	36,333	40,000	0	0
\$50,001 - \$125,000	19.35%	85,483	125,000	77,580	0	0
\$125,001 - \$200,000	19.35%	169,375	0	169,375	0	0
\$200,001 - \$375,000	16.13%	260,800	0	210,000	294,667	0
\$375,001 - \$550,000	19.35%	424,167	0	392,000	432,500	468,250
\$550,001 and up	9.68%	594,967	0	600,000	0	592,450
Average Sold Price		237,163	58,500	193,692	329,125	530,350
Total Closed Units	100%	237,163	4	19	4	4
Total Closed Volume		7,352,049	234.00K	3.68M	1.32M	2.12M

March 2021



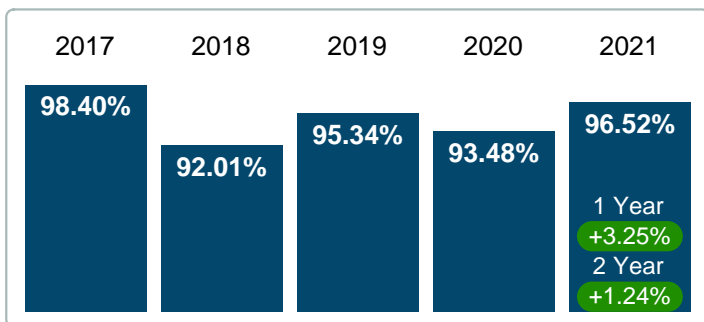
Area Delimited by County Of McIntosh - Residential Property Type



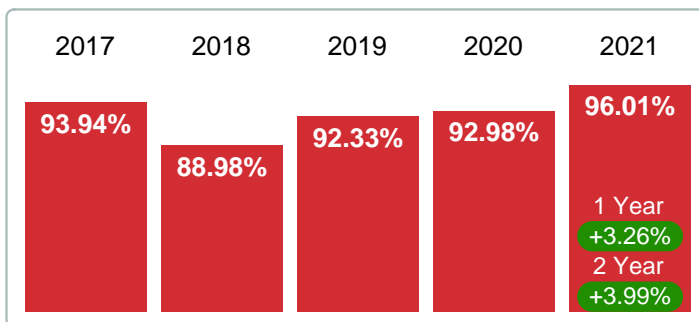
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

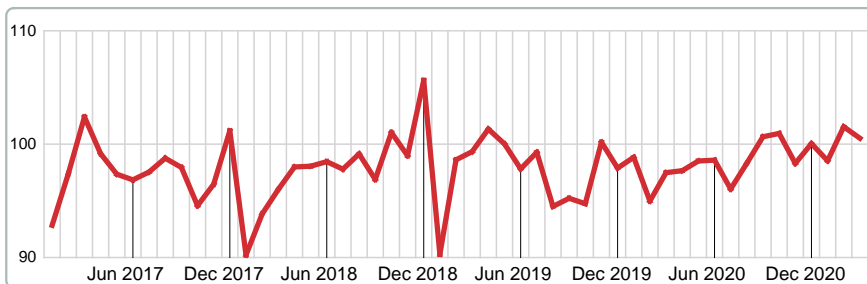
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

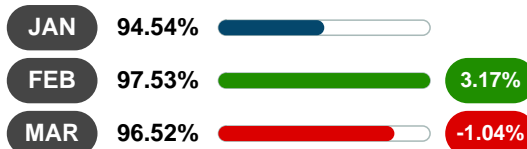


3 MONTHS

5 year MAR AVG = 95.15%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.52%** above the 5 yr MAR 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	16.13%	87.11%	87.30%	86.84%	0.00%	0.00%
\$50,001 - \$125,000	6	19.35%	99.94%	100.00%	99.93%	0.00%	0.00%
\$125,001 - \$200,000	6	19.35%	98.69%	0.00%	98.69%	0.00%	0.00%
\$200,001 - \$375,000	5	16.13%	96.47%	0.00%	94.00%	98.12%	0.00%
\$375,001 - \$550,000	6	19.35%	99.71%	0.00%	103.79%	96.13%	95.39%
\$550,001 and up	3	9.68%	94.72%	0.00%	85.84%	0.00%	99.16%
Average Sold/List Ratio		96.50%		90.47%	97.40%	97.63%	97.28%
Total Closed Units		31	100%	4	19	4	4
Total Closed Volume		7,352,049		234.00K	3.68M	1.32M	2.12M

March 2021



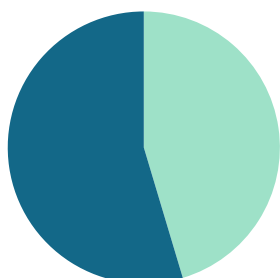
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

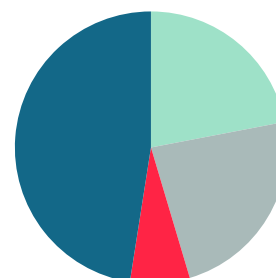


Inventory
 New Listings
49 = 45.37%
 Start Inventory
59
 Total Inventory Units
108
 Volume
\$27,707,904

Market Activity

Closed Sales
31 = 21.99%
 Pending Sales
33 = 23.40%
 Other Off Market
10 = 7.09%
 Active Inventory
67 = 47.52%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	16	31	93.75%	47	64	36.17%
Pending Sales	21	33	57.14%	64	70	9.38%
New Listings	51	49	-3.92%	150	91	-39.33%
Average List Price	145,619	244,516	67.92%	135,904	198,038	45.72%
Average Sale Price	136,347	237,163	73.94%	129,318	191,873	48.37%
Average Percent of Selling Price to List Price	93.48%	96.52%	3.25%	92.98%	96.01%	3.26%
Average Days on Market to Sale	63.94	46.45	-27.35%	69.98	49.05	-29.91%
Monthly Inventory	155	67	-56.77%	155	67	-56.77%
Months Supply of Inventory	7.82	2.84	-63.65%	7.82	2.84	-63.65%

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

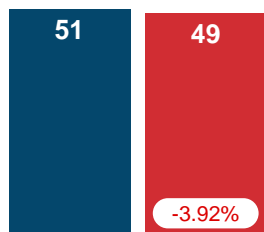
Inventory on March 31, 2021 = **67**

2020 **2021**

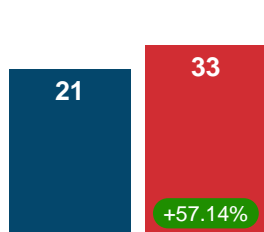
MARCH MARKET

AVERAGE PRICES

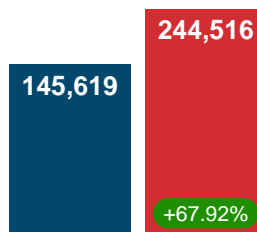
New Listings



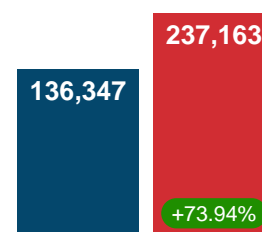
Pending Listings



List Price



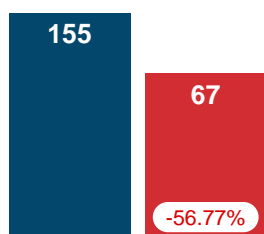
Sale Price



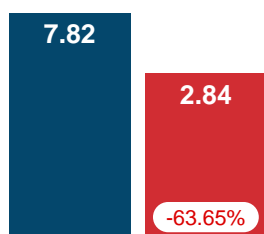
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

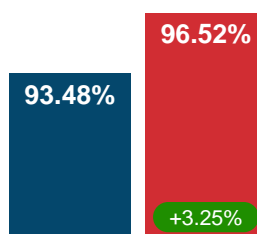
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

