

# March 2021



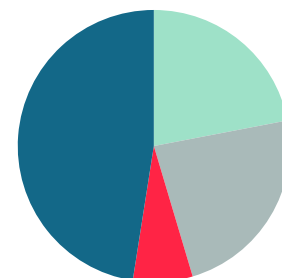
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	120,000	188,000	56.67%
Median Sale Price	108,500	188,000	73.27%
Median Percent of Selling Price to List Price	94.38%	100.00%	5.96%
Median Days on Market to Sale	41.00	18.00	-56.10%
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.

#### 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 **73.27%** in March 2021 to \$188,000 versus the previous year at \$108,500.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 23.00 days or **56.10%** in March 2021 compared to last year's same month at **41.00** DOM.

#### Sales Success for March 2021 is Positive

Overall, with Median 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

<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

# March 2021



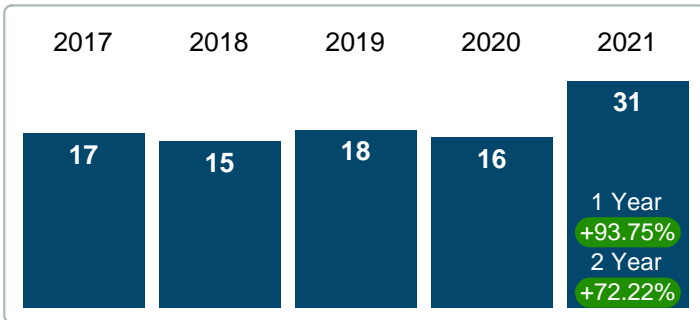
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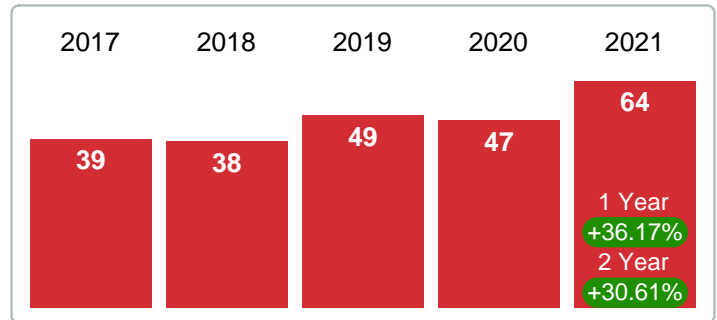
## CLOSED LISTINGS

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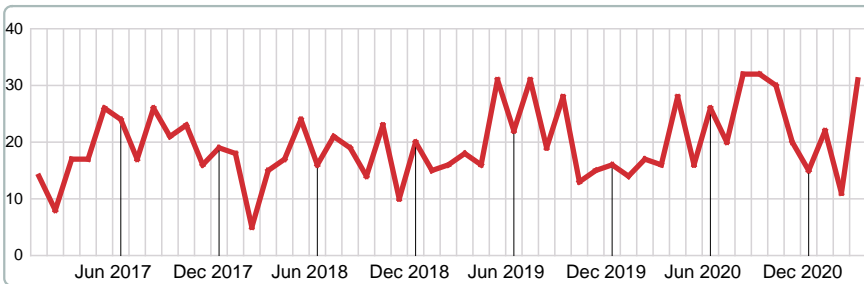
### MARCH



### YEAR TO DATE (YTD)

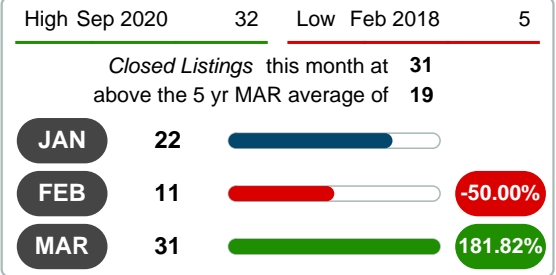


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 19



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	26.0	3	2	0	0
\$50,001 - \$125,000	6	19.35%	5.0	1	5	0	0
\$125,001 - \$200,000	6	19.35%	12.5	0	6	0	0
\$200,001 - \$375,000	5	16.13%	125.0	0	2	3	0
\$375,001 - \$550,000	6	19.35%	8.0	0	3	1	2
\$550,001 and up	3	9.68%	94.0	0	1	0	2
<b>Total Closed Units</b>	<b>31</b>			<b>4</b>	<b>19</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>7,352,049</b>	<b>100%</b>	<b>18.0</b>	<b>234.00K</b>	<b>3.68M</b>	<b>1.32M</b>	<b>2.12M</b>
<b>Median Closed Price</b>	<b>\$188,000</b>			<b>\$41,000</b>	<b>\$165,000</b>	<b>\$334,500</b>	<b>\$567,500</b>

# March 2021



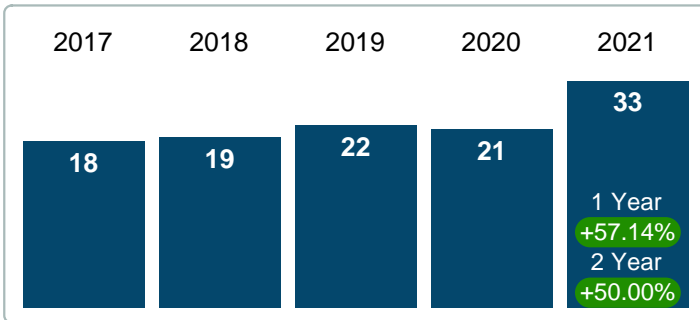
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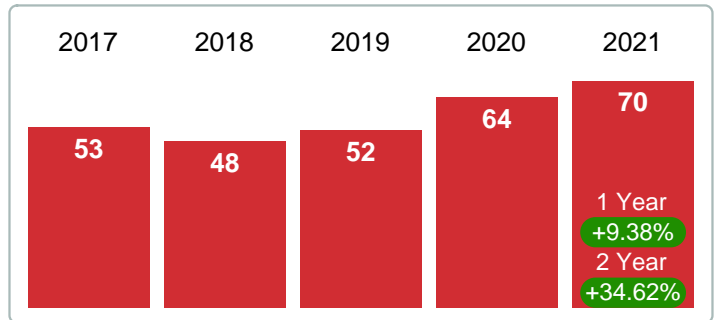
## PENDING LISTINGS

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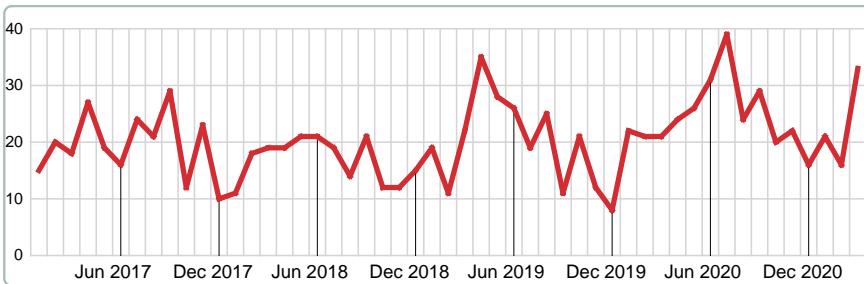
### MARCH



### YEAR TO DATE (YTD)

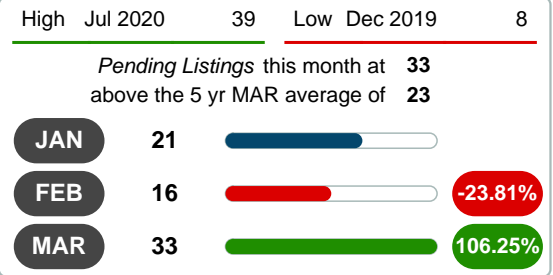


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 23



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.09%	77.0	2	1	0	0
\$50,001 - \$75,000	1	3.03%	42.0	1	0	0	0
\$75,001 - \$125,000	5	15.15%	12.0	1	4	0	0
\$125,001 - \$225,000	12	36.36%	14.0	3	7	2	0
\$225,001 - \$275,000	4	12.12%	6.5	0	3	0	1
\$275,001 - \$375,000	4	12.12%	3.5	0	3	1	0
\$375,001 and up	4	12.12%	29.5	0	3	1	0
<b>Total Pending Units</b>	<b>33</b>			<b>7</b>	<b>21</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,228,399</b>	<b>100%</b>	<b>8.0</b>	<b>744.80K</b>	<b>4.62M</b>	<b>1.60M</b>	<b>259.00K</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$99,900</b>	<b>\$175,000</b>	<b>\$249,200</b>	<b>\$259,000</b>

# March 2021



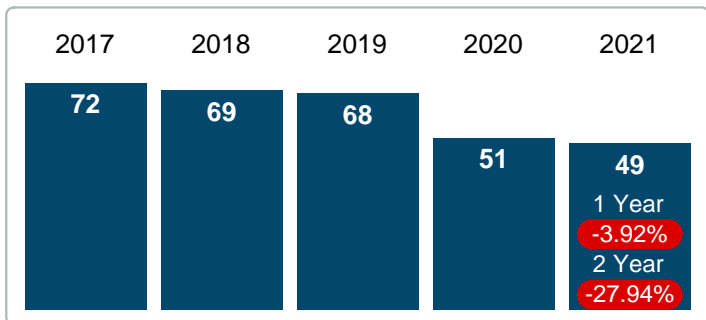
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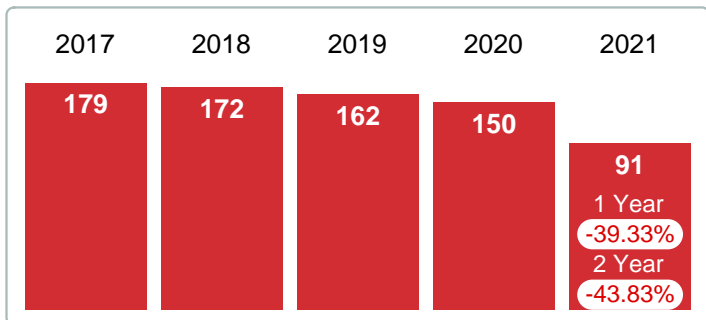
## NEW LISTINGS

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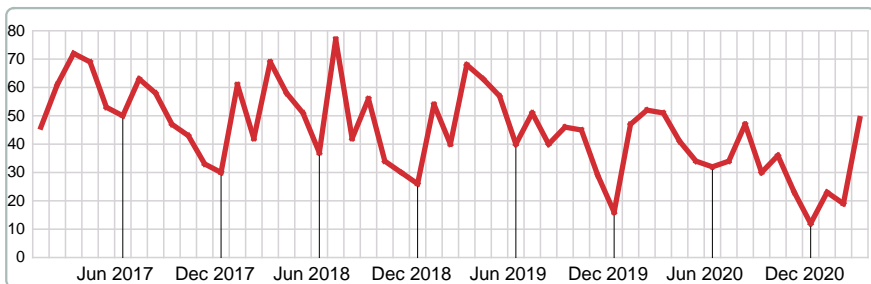
### MARCH



### YEAR TO DATE (YTD)

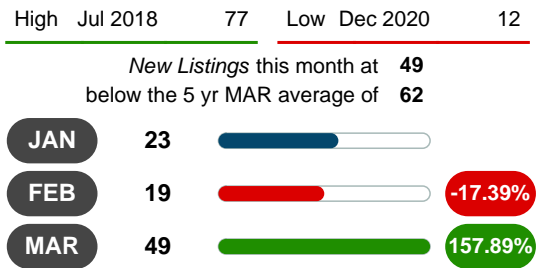


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 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
<b>Total New Listed Units</b>	<b>49</b>		<b>5</b>	<b>32</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,161,704</b>	<b>100%</b>	<b>499.90K</b>	<b>7.76M</b>	<b>2.43M</b>	<b>469.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$198,500</b>		<b>\$99,900</b>	<b>\$217,000</b>	<b>\$198,750</b>	<b>\$234,500</b>

# March 2021



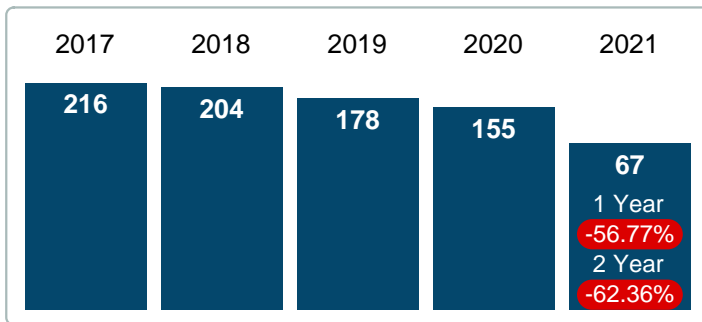
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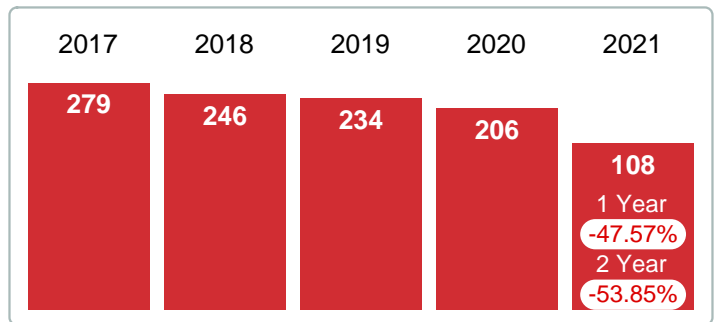
## ACTIVE INVENTORY

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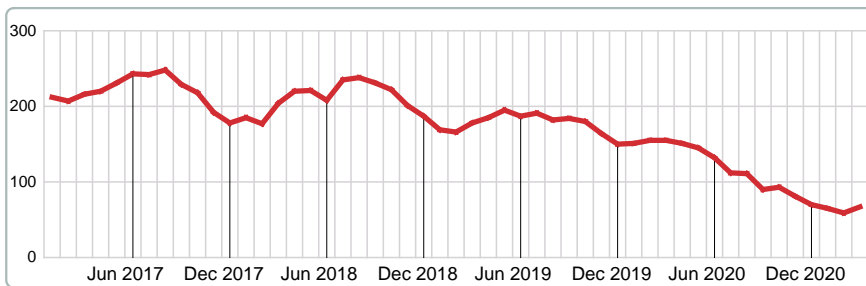
### END OF MARCH



### ACTIVE DURING MARCH

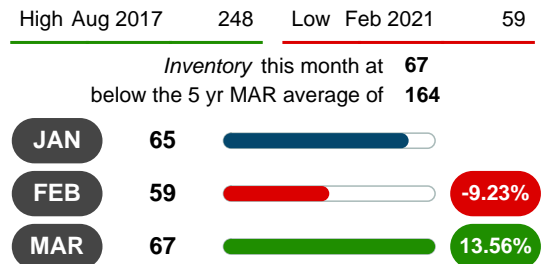


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 164



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.97%	96.5	3	1	0	0
\$50,001 - \$75,000	6	8.96%	102.5	3	3	0	0
\$75,001 - \$150,000	15	22.39%	56.0	3	10	2	0
\$150,001 - \$225,000	14	20.90%	24.0	1	6	6	1
\$225,001 - \$425,000	12	17.91%	23.0	0	9	3	0
\$425,001 - \$725,000	9	13.43%	57.0	0	4	4	1
\$725,001 and up	7	10.45%	125.0	0	3	3	1
<b>Total Active Inventory by Units</b>	<b>67</b>			<b>10</b>	<b>36</b>	<b>18</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>19,707,005</b>	<b>100%</b>	<b>51.0</b>	<b>849.30K</b>	<b>9.49M</b>	<b>6.80M</b>	<b>2.56M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$189,900</b>			<b>\$72,450</b>	<b>\$194,450</b>	<b>\$327,000</b>	<b>\$456,000</b>

# March 2021



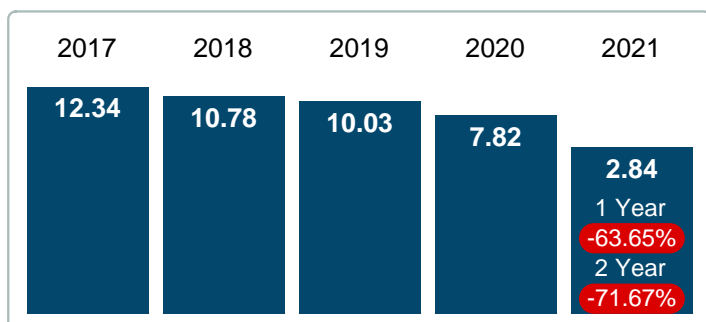
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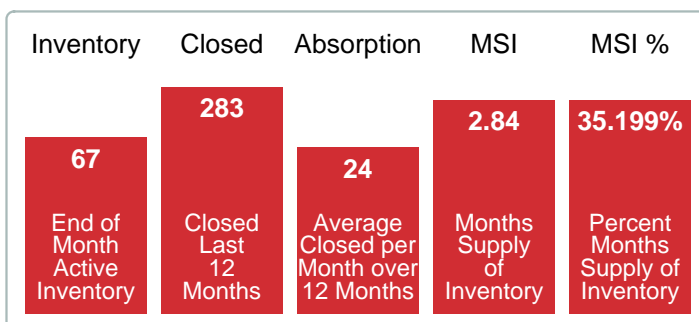
## MONTHS SUPPLY of INVENTORY (MSI)

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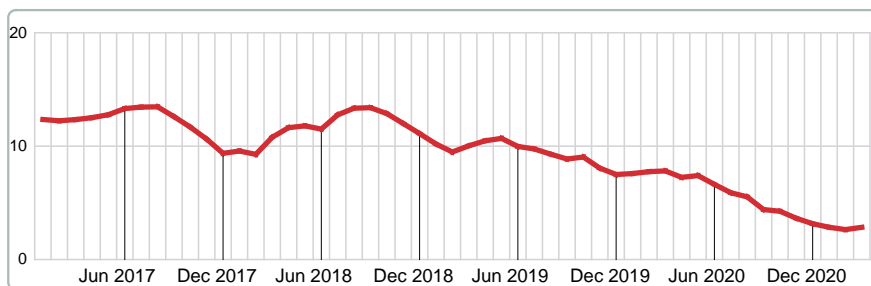
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS

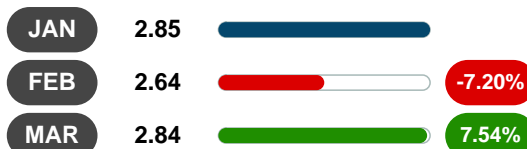


### 3 MONTHS

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



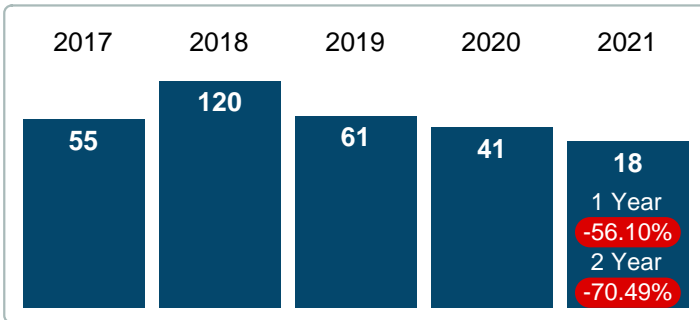
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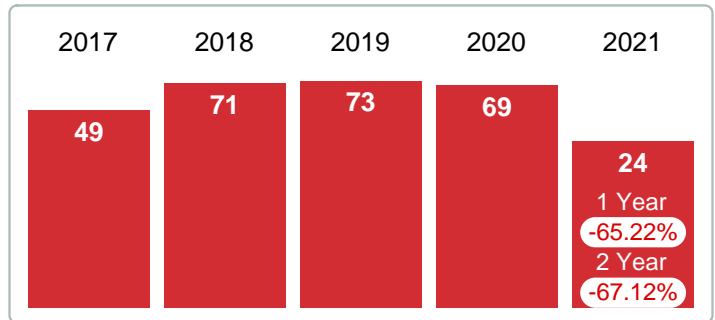
## MEDIAN DAYS ON MARKET TO SALE

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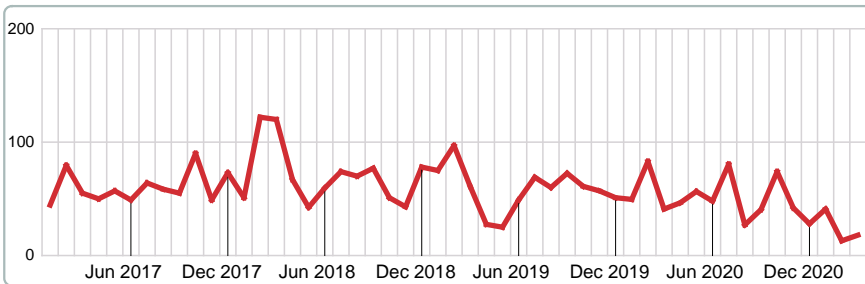
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 59

High Feb 2018 122 Low Feb 2021 13

Median Days on Market to Sale this month at 18 below the 5 yr MAR average of 59



### 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
\$25,000 and less	0.00%	125	0	0	0	0
\$25,001 - \$50,000	16.13%	26	11	41	0	0
\$50,001 - \$125,000	19.35%	5	5	5	0	0
\$125,001 - \$200,000	19.35%	13	0	13	0	0
\$200,001 - \$375,000	16.13%	125	0	48	129	0
\$375,001 - \$550,000	19.35%	8	0	5	2	137
\$550,001 and up	9.68%	94	0	94	0	84
<b>Median Closed DOM</b>		18	8	11	127	129
<b>Total Closed Units</b>	100%	18.0	4	19	4	4
<b>Total Closed Volume</b>		7,352,049	234.00K	3.68M	1.32M	2.12M



# March 2021



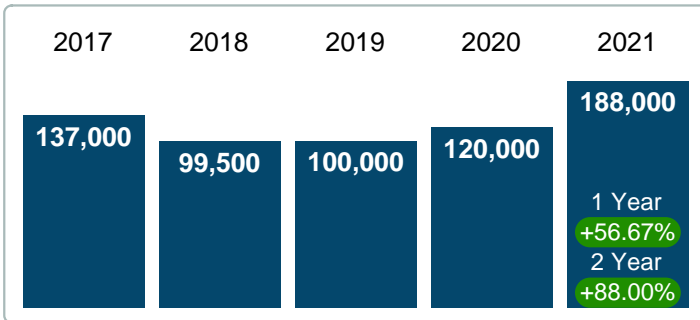
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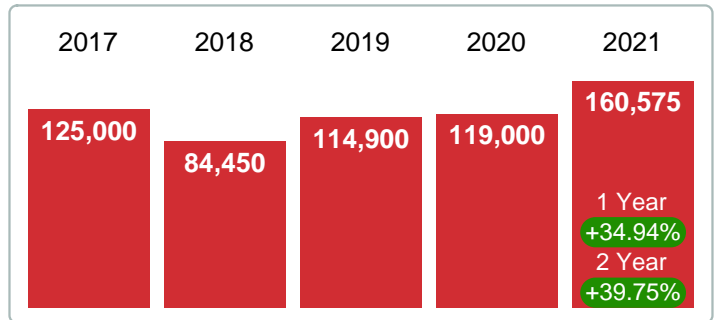
## MEDIAN LIST PRICE AT CLOSING

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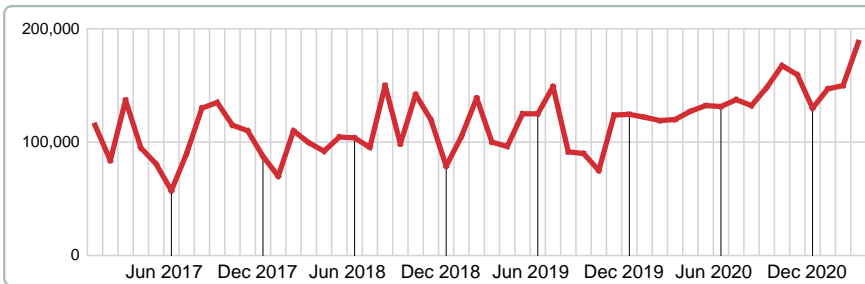
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

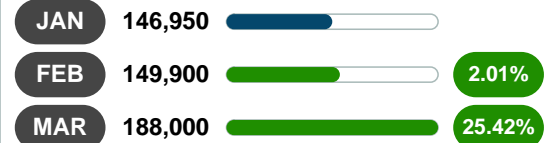


### 3 MONTHS

5 year MAR AVG = 128,900

High Mar 2021 188,000 Low Jun 2017 57,300

Median List Price at Closing this month at **188,000**  
above the 5 yr MAR average of **128,900**



### 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
\$25,000 and less	0	0.00%	94	0	0	0	0
\$25,001 - \$50,000	4	12.90%	40,000	33,500	46,250	0	0
\$50,001 - \$125,000	7	22.58%	75,000	92,000	75,000	0	0
\$125,001 - \$200,000	6	19.35%	180,000	0	180,000	0	0
\$200,001 - \$375,000	6	19.35%	283,750	0	232,500	335,000	0
\$375,001 - \$550,000	4	12.90%	392,500	0	392,500	449,900	390,000
\$550,001 and up	4	12.90%	599,900	0	699,000	0	599,900
Median List Price			188,000	47,000	175,000	342,450	597,450
Total Closed Units		100%	188,000	4	19	4	4
Total Closed Volume			7,579,999	251.00K	3.79M	1.35M	2.18M



# March 2021



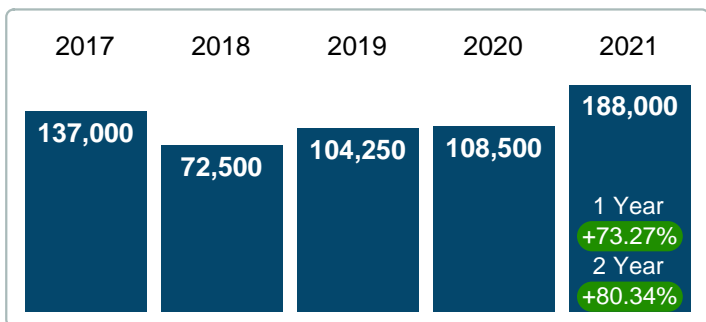
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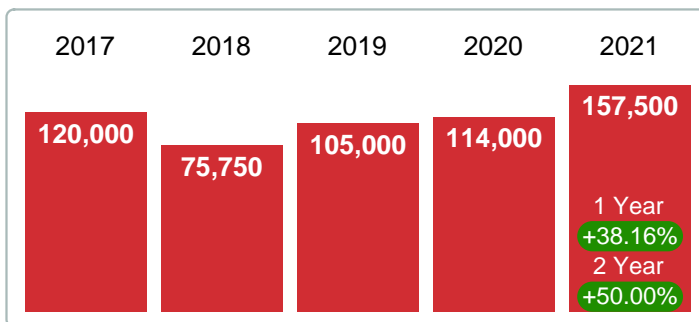
## MEDIAN SOLD PRICE AT CLOSING

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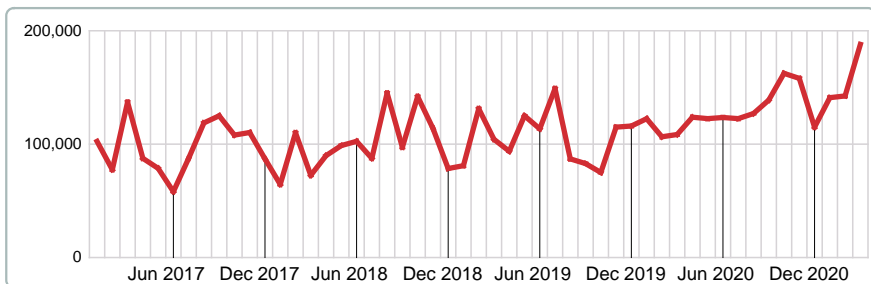
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 122,050

High Mar 2021 188,000    Low Jun 2017 58,125

Median Sold Price at Closing this month at **188,000**  
above the 5 yr MAR average of **122,050**

JAN	141,000	
FEB	142,500	1.06%
MAR	188,000	31.93%

### 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
\$25,000 and less	0	0.00%	599,900	0	0	0	0
\$25,001 - \$50,000	5	16.13%	35,000	32,000	40,000	0	0
\$50,001 - \$125,000	6	19.35%	77,750	125,000	75,500	0	0
\$125,001 - \$200,000	6	19.35%	175,000	0	175,000	0	0
\$200,001 - \$375,000	5	16.13%	215,000	0	210,000	329,000	0
\$375,001 - \$550,000	6	19.35%	398,000	0	389,999	432,500	468,250
\$550,001 and up	3	9.68%	599,900	0	600,000	0	592,450
Median Sold Price			188,000	41,000	165,000	334,500	567,500
Total Closed Units		100%	188,000	4	19	4	4
Total Closed Volume			7,352,049	234.00K	3.68M	1.32M	2.12M

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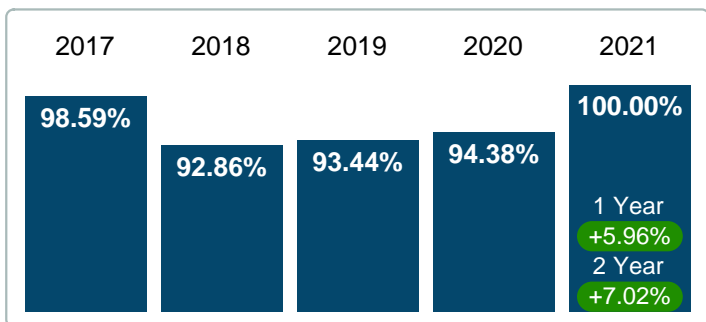
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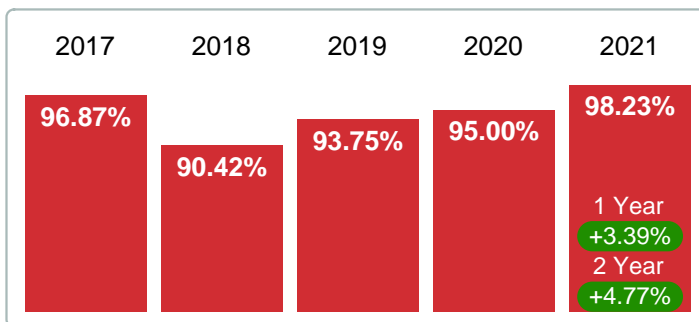
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

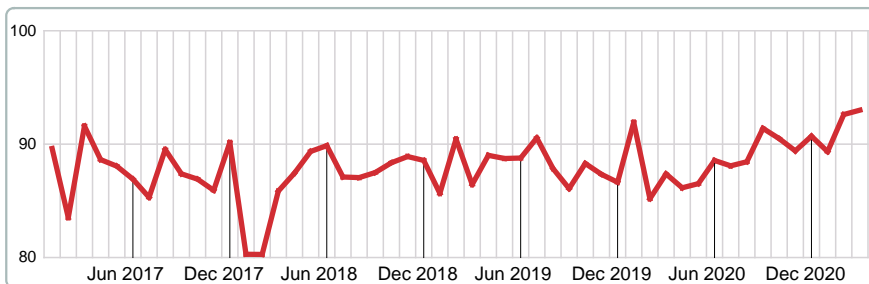
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

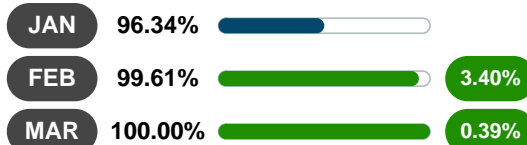


### 3 MONTHS

5 year MAR AVG = 95.85%

High Mar 2021 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **95.85%**



### 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
\$25,000 and less	0	0.00%	59.90%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	16.13%	84.75%	84.75%	86.84%	0.00%	0.00%
\$50,001 - \$125,000	6	19.35%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	6	19.35%	100.00%	0.00%	100.00%	0.00%	0.00%
\$200,001 - \$375,000	5	16.13%	97.67%	0.00%	94.00%	98.85%	0.00%
\$375,001 - \$550,000	6	19.35%	99.55%	0.00%	102.78%	96.13%	95.39%
\$550,001 and up	3	9.68%	98.32%	0.00%	85.84%	0.00%	99.16%
Median Sold/List Ratio		100.00%		92.37%	100.00%	97.49%	98.71%
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



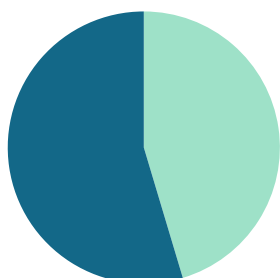
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

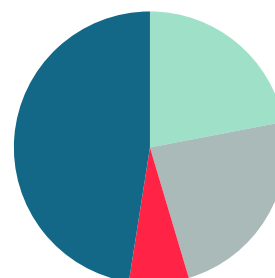


**Inventory**  
 New Listings  
**49 = 45.37%**  
 Start Inventory  
**59**  
 Total Inventory Units  
**108**  
 Volume  
**\$27,707,904**

### 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%
Median List Price	120,000	188,000	56.67%	119,000	160,575	34.94%
Median Sale Price	108,500	188,000	73.27%	114,000	157,500	38.16%
Median Percent of Selling Price to List Price	94.38%	100.00%	5.96%	95.00%	98.23%	3.39%
Median Days on Market to Sale	41.00	18.00	-56.10%	69.00	24.00	-65.22%
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

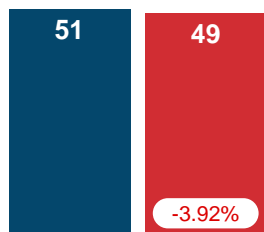
**Inventory** on March 31, 2021 = **67**

**2020** **2021**

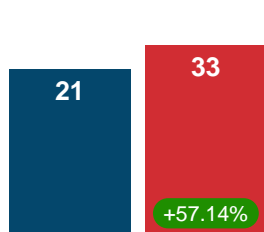
### MARCH MARKET

### MEDIAN PRICES

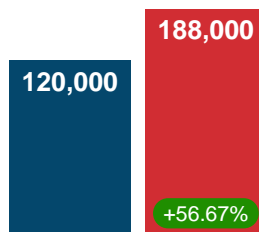
#### New Listings



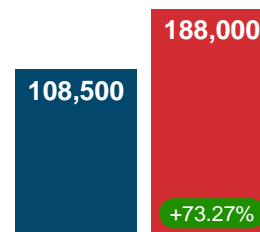
#### Pending Listings



#### List Price



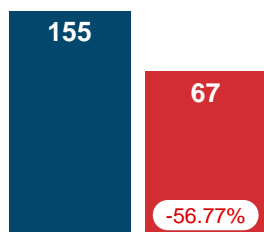
#### Sale Price



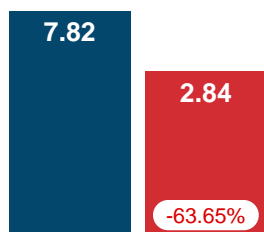
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

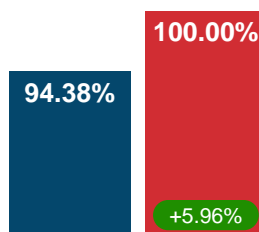
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

