

May 2021



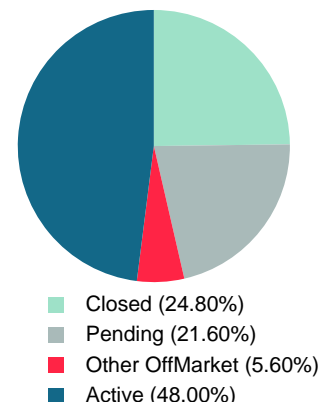
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	May 2021	+/-%
Closed Listings	16	31	93.75%
Pending Listings	26	27	3.85%
New Listings	34	42	23.53%
Average List Price	149,394	207,782	39.08%
Average Sale Price	140,728	201,336	43.07%
Average Percent of Selling Price to List Price	94.51%	96.43%	2.02%
Average Days on Market to Sale	70.00	51.61	-26.27%
End of Month Inventory	145	60	-58.62%
Months Supply of Inventory	7.40	2.42	-67.37%



Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of May 31, 2021 = **60**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **58.62%** to 60 existing homes available for sale. Over the last 12 months this area has had an average of 25 closed sales per month. This represents an unsold inventory index of **2.42** 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 **43.07%** in May 2021 to \$201,336 versus the previous year at \$140,728.

Average Days on Market Shortens

The average number of **51.61** days that homes spent on the market before selling decreased by 18.39 days or **26.27%** in May 2021 compared to last year's same month at **70.00** DOM.

Sales Success for May 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 42 New Listings in May 2021, up **23.53%** from last year at 34. Furthermore, there were 31 Closed Listings this month versus last year at 16, a **93.75%** increase.

Closed versus Listed trends yielded a **73.8%** ratio, up from previous year's, May 2020, at **47.1%**, a **56.85%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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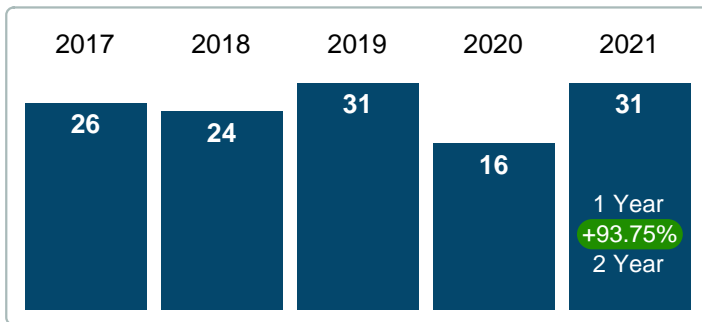
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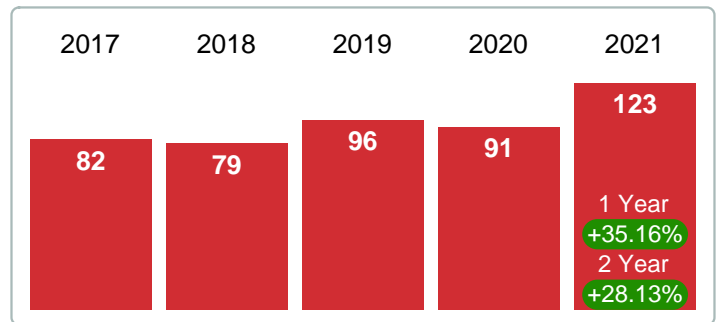
CLOSED LISTINGS

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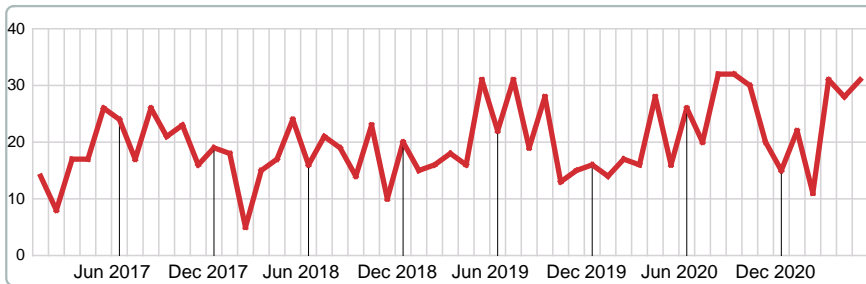
MAY



YEAR TO DATE (YTD)

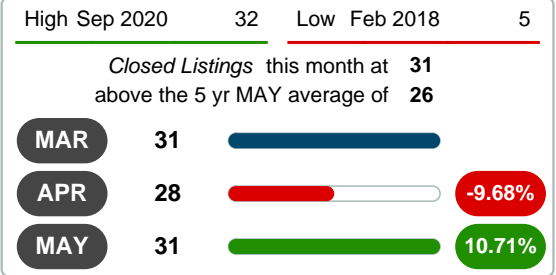


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 26



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	4	12.90%	72.3	2	2	0	0
\$50,001 - \$75,000	2	6.45%	69.5	1	1	0	0
\$75,001 - \$100,000	3	9.68%	33.7	1	2	0	0
\$100,001 - \$175,000	9	29.03%	51.6	3	5	1	0
\$175,001 - \$225,000	4	12.90%	19.3	1	2	1	0
\$225,001 - \$300,000	4	12.90%	5.3	0	3	1	0
\$300,001 and up	5	16.13%	101.8	0	2	2	1
Total Closed Units	31			8	17	5	1
Total Closed Volume	6,241,421	100%	51.6	829.43K	2.90M	2.19M	324.00K
Average Closed Price	\$201,336			\$103,678	\$170,764	\$437,000	\$324,000

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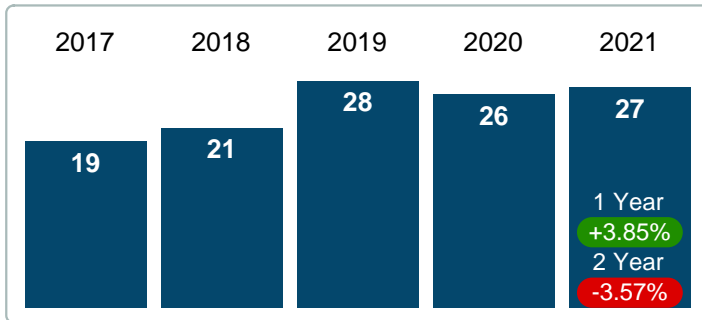
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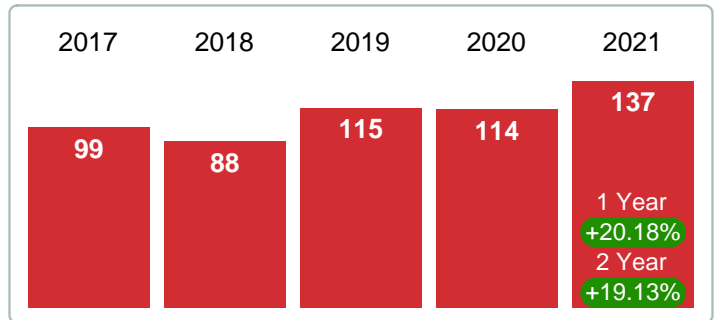
PENDING LISTINGS

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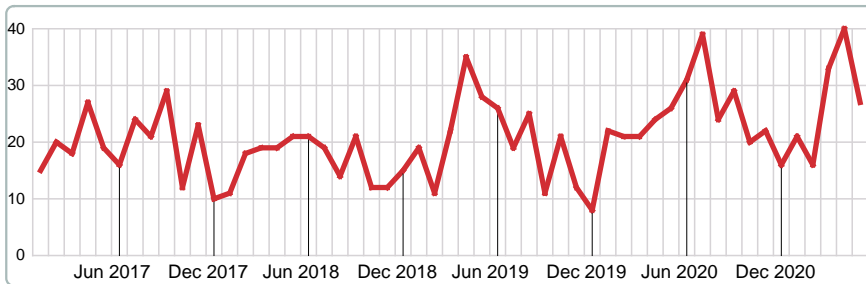
MAY



YEAR TO DATE (YTD)

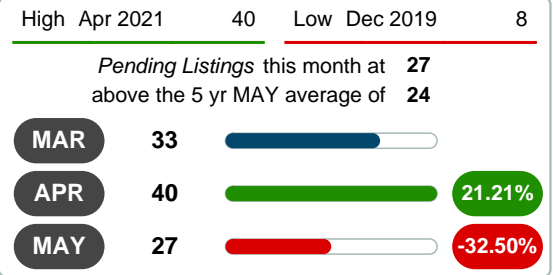


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 24



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	7.41%	1.0	2	0	0	0
\$75,001 - \$125,000	4	14.81%	22.3	1	3	0	0
\$125,001 - \$150,000	3	11.11%	43.0	2	1	0	0
\$150,001 - \$225,000	7	25.93%	53.0	0	4	3	0
\$225,001 - \$375,000	4	14.81%	24.5	0	3	1	0
\$375,001 - \$500,000	5	18.52%	26.0	0	4	0	1
\$500,001 and up	2	7.41%	10.5	0	1	1	0
Total Pending Units	27			5	16	5	1
Total Pending Volume	6,810,900	100%	25.8	469.50K	4.23M	1.71M	395.00K
Average Listing Price	\$255,654			\$93,900	\$264,588	\$342,600	\$395,000

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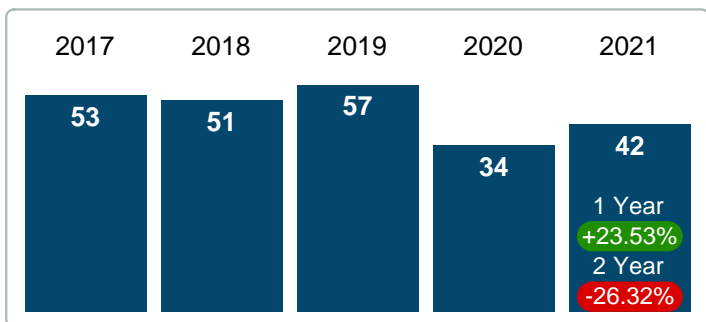
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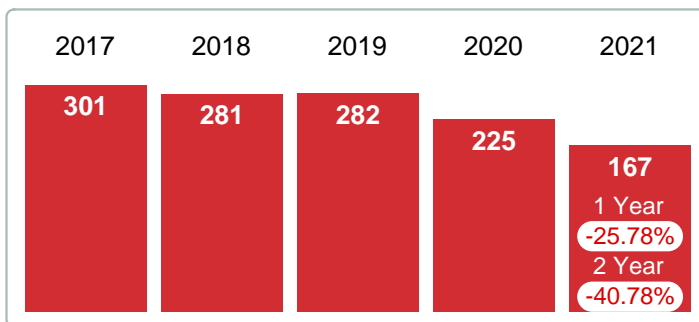
NEW LISTINGS

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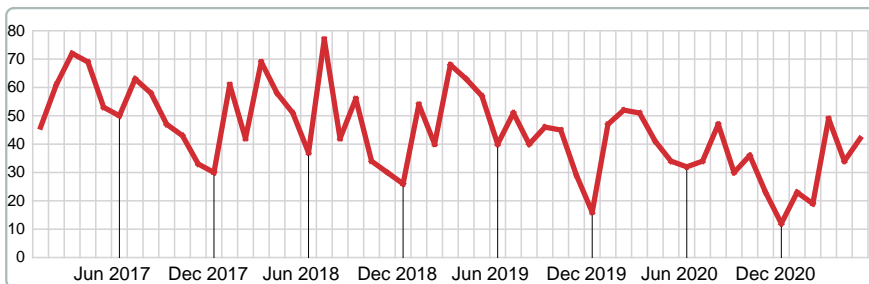
MAY



YEAR TO DATE (YTD)

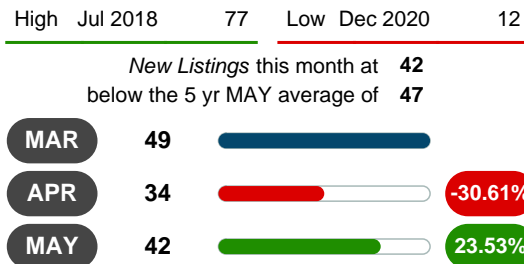


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 47



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.52%	3	1	0	0
\$50,001 - \$100,000	4	9.52%	1	2	1	0
\$100,001 - \$150,000	7	16.67%	3	3	1	0
\$150,001 - \$225,000	11	26.19%	0	9	2	0
\$225,001 - \$375,000	6	14.29%	1	4	1	0
\$375,001 - \$500,000	7	16.67%	0	4	2	1
\$500,001 and up	3	7.14%	0	1	2	0
Total New Listed Units	42		8	24	9	1
Total New Listed Volume	11,100,338	100%	833.40K	5.78M	4.10M	395.00K
Average New Listed Listing Price	\$224,501		\$104,175	\$240,631	\$455,199	\$395,000

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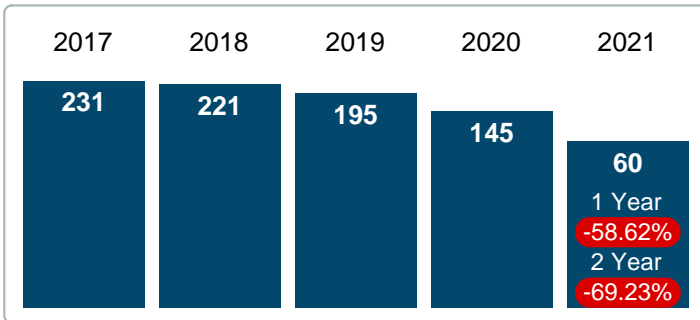
Area Delimited by County Of McIntosh - Residential Property Type



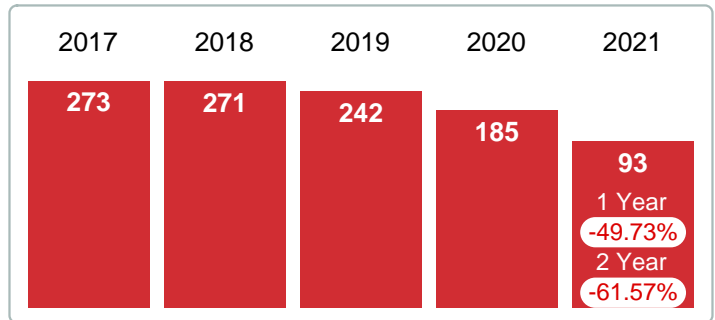
ACTIVE INVENTORY

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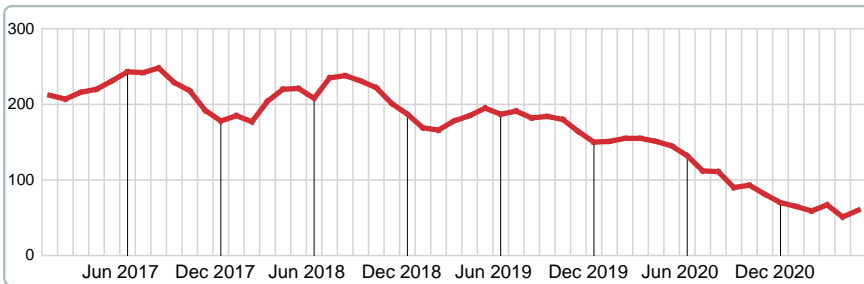
END OF MAY



ACTIVE DURING MAY

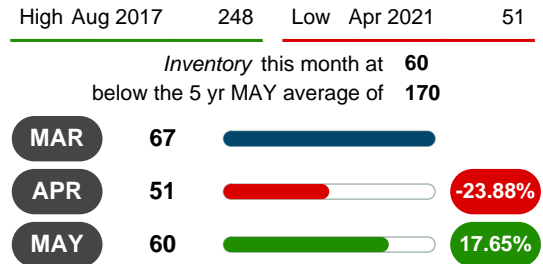


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 170



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	6	10.00%	55.8	4	2	0	0
\$50,001 - \$75,000	3	5.00%	33.0	1	2	0	0
\$75,001 - \$150,000	13	21.67%	55.1	3	7	3	0
\$150,001 - \$250,000	15	25.00%	38.4	0	12	2	1
\$250,001 - \$450,000	10	16.67%	55.3	1	6	3	0
\$450,001 - \$725,000	8	13.33%	46.8	0	3	2	3
\$725,001 and up	5	8.33%	90.0	0	2	2	1
Total Active Inventory by Units	60			9	34	12	5
Total Active Inventory by Volume	18,254,343	100%	51.7	879.30K	8.73M	4.97M	3.68M
Average Active Inventory Listing Price	\$304,239			\$97,700	\$256,641	\$414,520	\$735,000

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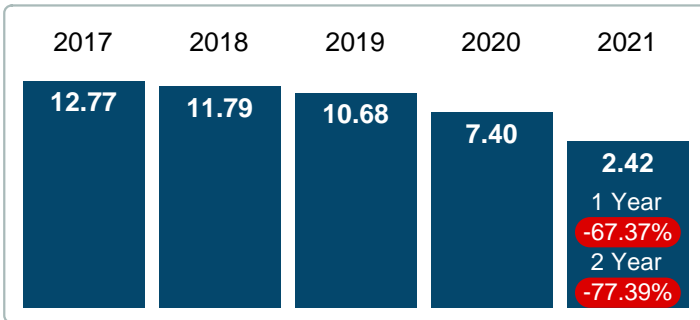
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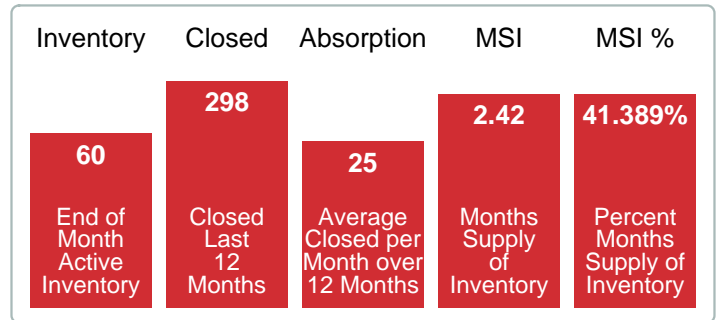
MONTHS SUPPLY of INVENTORY (MSI)

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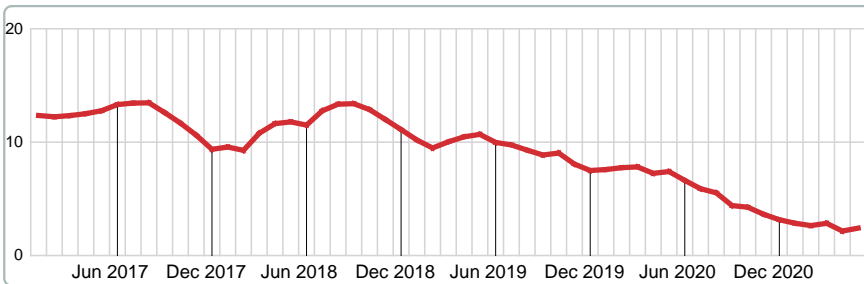
MSI FOR MAY



INDICATORS FOR MAY 2021

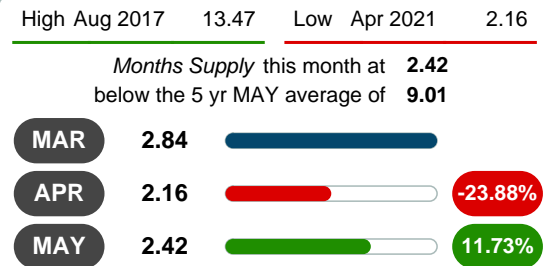


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 9.01



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	6	10.00%	2.06	2.29	1.85	0.00	0.00
\$50,001 - \$75,000	3	5.00%	1.38	1.09	1.60	0.00	0.00
\$75,001 - \$150,000	13	21.67%	1.50	1.09	1.35	4.00	0.00
\$150,001 - \$250,000	15	25.00%	2.37	0.00	3.79	1.14	6.00
\$250,001 - \$450,000	10	16.67%	2.79	12.00	3.13	2.40	0.00
\$450,001 - \$725,000	8	13.33%	10.67	0.00	9.00	12.00	12.00
\$725,001 and up	5	8.33%	12.00	0.00	24.00	6.00	0.00
Market Supply of Inventory (MSI)			2.42	1.33	2.62	2.77	6.67
Total Active Inventory by Units		100%	2.42	9	34	12	5

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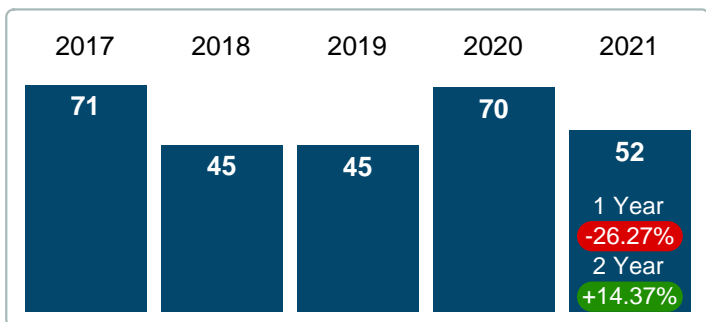
Area Delimited by County Of McIntosh - Residential Property Type



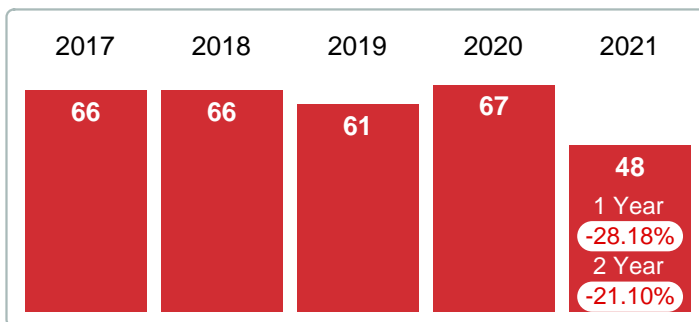
AVERAGE DAYS ON MARKET TO SALE

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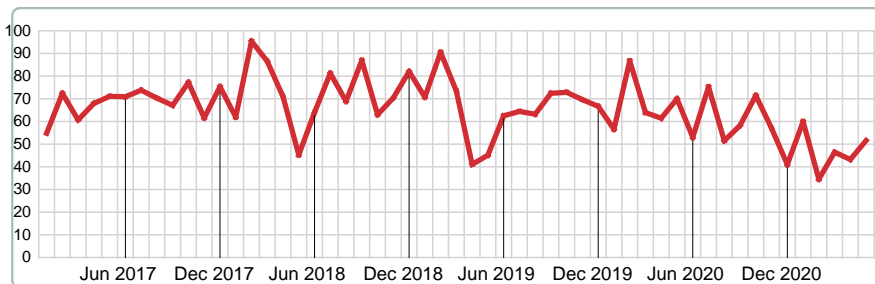
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 57

High Feb 2018 95 Low Feb 2021 35

Average Days on Market to Sale this month at 52 below the 5 yr MAY average of 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
\$50,000 and less	12.90%	72	39	106	0	0
\$50,001 - \$75,000	6.45%	70	64	75	0	0
\$75,001 - \$100,000	9.68%	34	3	49	0	0
\$100,001 - \$175,000	29.03%	52	67	39	66	0
\$175,001 - \$225,000	12.90%	19	62	7	1	0
\$225,001 - \$300,000	12.90%	5	0	4	10	0
\$300,001 and up	16.13%	102	0	127	126	4
Average Closed DOM		52	51	51	66	4
Total Closed Units	100%	52	8	17	5	1
Total Closed Volume		6,241,421	829.43K	2.90M	2.19M	324.00K

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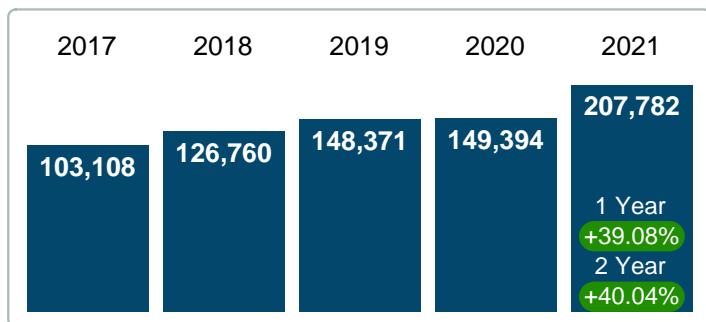
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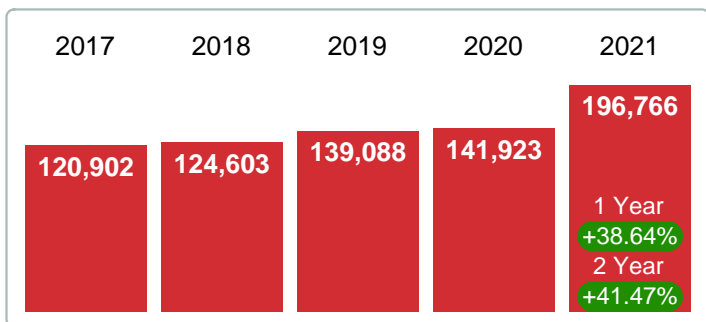
AVERAGE LIST PRICE AT CLOSING

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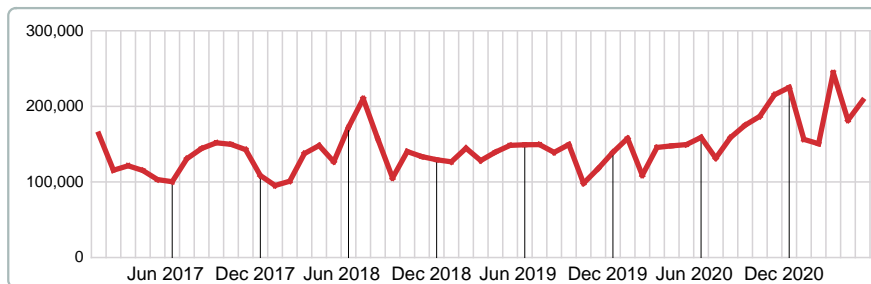
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

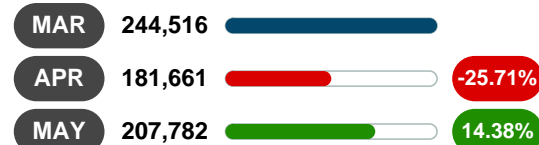


3 MONTHS

5 year MAY AVG = 147,083

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

Average List Price at Closing this month at **207,782** above the 5 yr MAY average of **147,083**



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	12.90%	37,825	33,250	42,400	0	0
\$50,001 - \$75,000	3.23%	72,500	78,500	72,500	0	0
\$75,001 - \$100,000	12.90%	88,100	140,000	87,000	0	0
\$100,001 - \$175,000	29.03%	137,544	129,933	136,600	125,000	0
\$175,001 - \$225,000	9.68%	204,467	225,000	219,450	198,500	0
\$225,001 - \$300,000	16.13%	241,600	0	243,000	230,000	0
\$300,001 and up	16.13%	561,150	0	385,000	855,875	324,000
Average List Price		207,782	112,475	173,659	453,050	324,000
Total Closed Units	100%	207,782	8	17	5	1
Total Closed Volume		6,441,250	899.80K	2.95M	2.27M	324.00K

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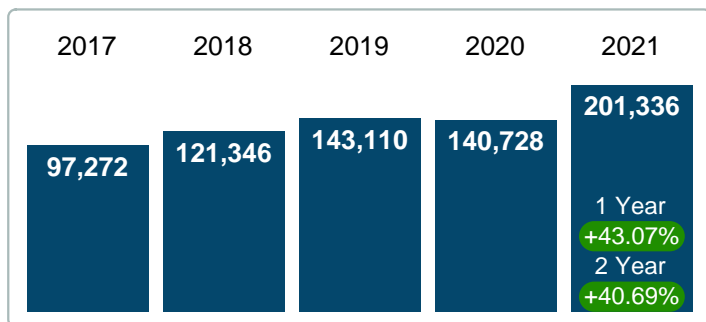
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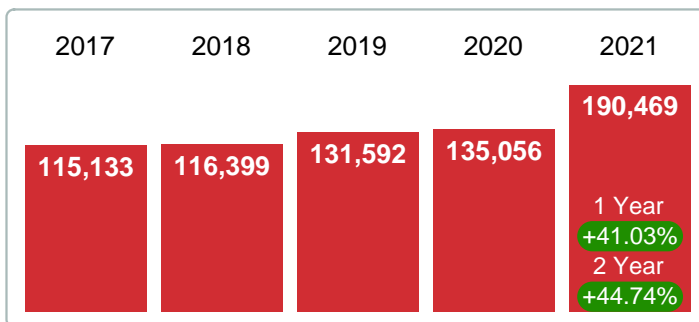
AVERAGE SOLD PRICE AT CLOSING

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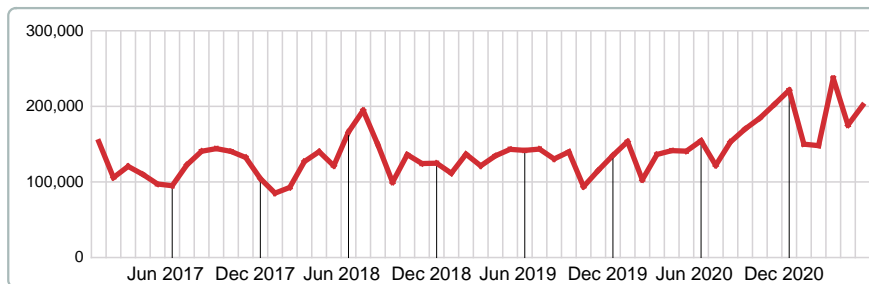
MAY



YEAR TO DATE (YTD)

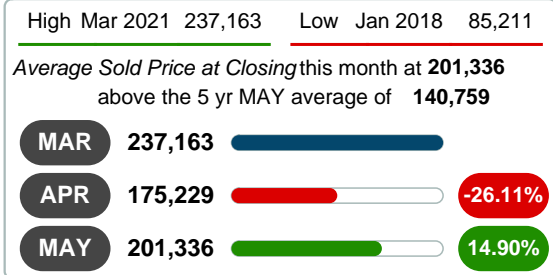


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 140,759



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	12.90%	34,350	26,250	42,450	0	0
\$50,001 - \$75,000	6.45%	70,000	70,000	70,000	0	0
\$75,001 - \$100,000	9.68%	83,333	89,000	80,500	0	0
\$100,001 - \$175,000	29.03%	133,658	130,975	138,600	117,000	0
\$175,001 - \$225,000	12.90%	205,774	225,000	200,048	198,000	0
\$225,001 - \$300,000	12.90%	241,000	0	244,667	230,000	0
\$300,001 and up	16.13%	544,800	0	380,000	820,000	324,000
Average Sold Price		201,336	103,678	170,764	437,000	324,000
Total Closed Units	100%	201,336	8	17	5	1
Total Closed Volume		6,241,421	829.43K	2.90M	2.19M	324.00K

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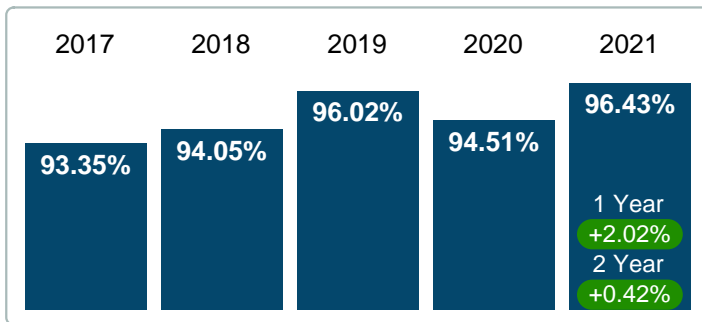
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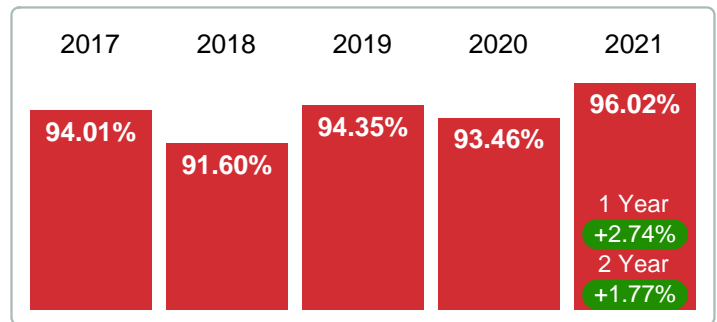
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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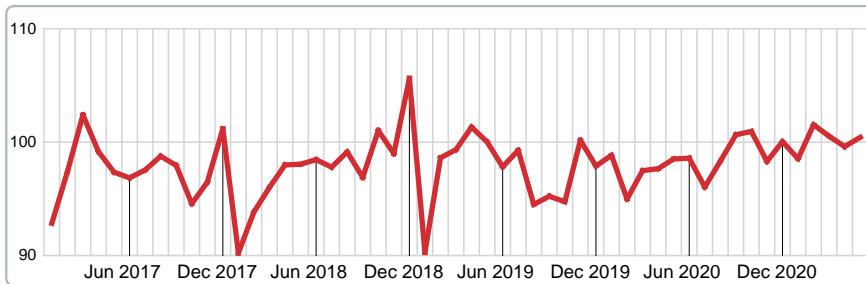
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

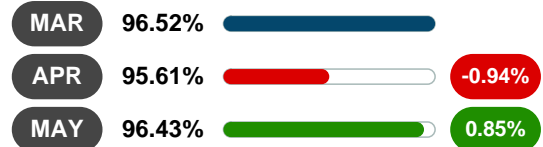


3 MONTHS

5 year MAY AVG = 94.87%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.43%** above the 5 yr MAY average of **94.87%**



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	4	12.90%	92.91%	85.71%	100.10%	0.00%	0.00%
\$50,001 - \$75,000	2	6.45%	92.86%	89.17%	96.55%	0.00%	0.00%
\$75,001 - \$100,000	3	9.68%	82.86%	63.57%	92.50%	0.00%	0.00%
\$100,001 - \$175,000	9	29.03%	100.59%	101.27%	101.58%	93.60%	0.00%
\$175,001 - \$225,000	4	12.90%	96.20%	100.00%	92.53%	99.75%	0.00%
\$225,001 - \$300,000	4	12.90%	100.51%	0.00%	100.68%	100.00%	0.00%
\$300,001 and up	5	16.13%	98.22%	0.00%	99.21%	96.35%	100.00%
Average Sold/List Ratio		96.40%		91.00%	98.54%	97.21%	100.00%
Total Closed Units		31	100%	8	17	5	1
Total Closed Volume		6,241,421		829.43K	2.90M	2.19M	324.00K

May 2021



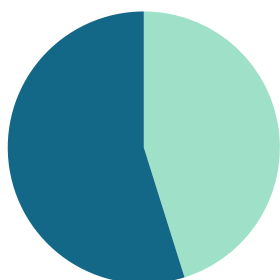
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

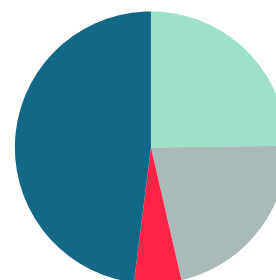


Inventory
 New Listings
42 = 45.16%
 Start Inventory
51
 Total Inventory Units
93
 Volume
\$27,503,643

Market Activity

Closed Sales
31 = 24.80%
 Pending Sales
27 = 21.60%
 Other Off Market
7 = 5.60%
 Active Inventory
60 = 48.00%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	16	31	93.75%	91	123	35.16%
Pending Sales	26	27	3.85%	114	137	20.18%
New Listings	34	42	23.53%	225	167	-25.78%
Average List Price	149,394	207,782	39.08%	141,923	196,766	38.64%
Average Sale Price	140,728	201,336	43.07%	135,056	190,469	41.03%
Average Percent of Selling Price to List Price	94.51%	96.43%	2.02%	93.46%	96.02%	2.74%
Average Days on Market to Sale	70.00	51.61	-26.27%	67.35	48.37	-28.18%
Monthly Inventory	145	60	-58.62%	145	60	-58.62%
Months Supply of Inventory	7.40	2.42	-67.37%	7.40	2.42	-67.37%

Absorption: Last 12 months, an Average of **25** Sales/Month

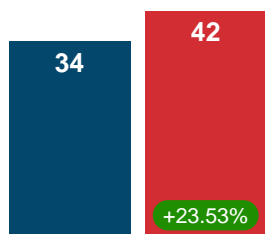
Inventory on May 31, 2021 = **60**

2020 **2021**

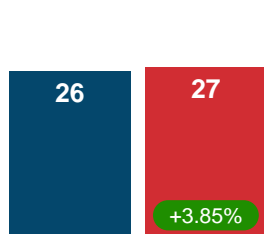
MAY MARKET

AVERAGE PRICES

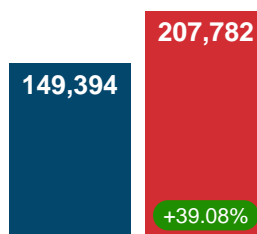
New Listings



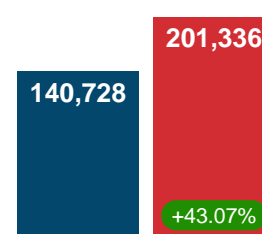
Pending Listings



List Price



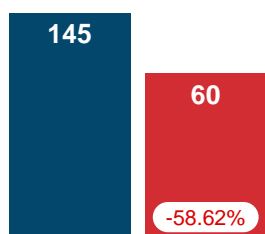
Sale Price



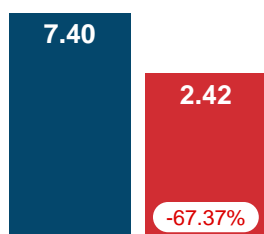
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

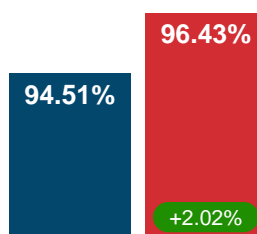
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

