

October 2021



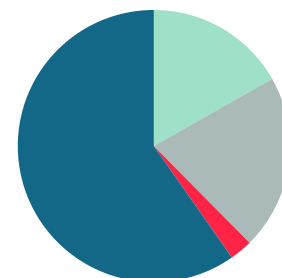
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	30	25	-16.67%
Pending Listings	20	31	55.00%
New Listings	36	21	-41.67%
Average List Price	186,813	205,576	10.04%
Average Sale Price	184,387	194,686	5.59%
Average Percent of Selling Price to List Price	96.94%	93.58%	-3.47%
Average Days on Market to Sale	71.43	39.48	-44.73%
End of Month Inventory	93	89	-4.30%
Months Supply of Inventory	4.26	3.71	-12.94%



■ Closed (16.78%)
■ Pending (20.81%)
■ Other OffMarket (2.68%)
■ Active (59.73%)

Absorption: Last 12 months, an Average of **24** Sales/Month
Active Inventory as of October 31, 2021 = **89**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **4.30%** to 89 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 **3.71** 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 **5.59%** in October 2021 to \$194,686 versus the previous year at \$184,387.

Average Days on Market Shortens

The average number of **39.48** days that homes spent on the market before selling decreased by 31.95 days or **44.73%** in October 2021 compared to last year's same month at **71.43** DOM.

Sales Success for October 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 21 New Listings in October 2021, down **41.67%** from last year at 36. Furthermore, there were 25 Closed Listings this month versus last year at 30, a **-16.67%** decrease.

Closed versus Listed trends yielded a **119.0%** ratio, up from previous year's, October 2020, at **83.3%**, a **42.86%** 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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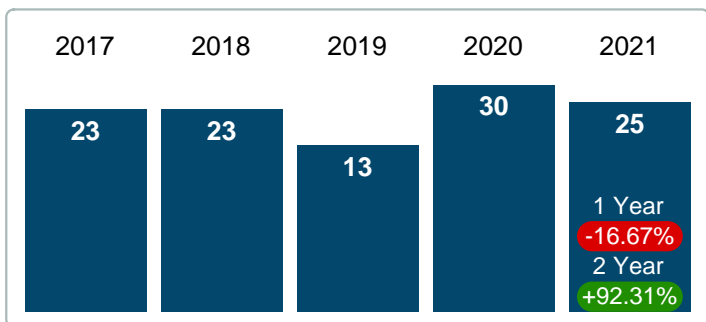
Area Delimited by County Of McIntosh - Residential Property Type



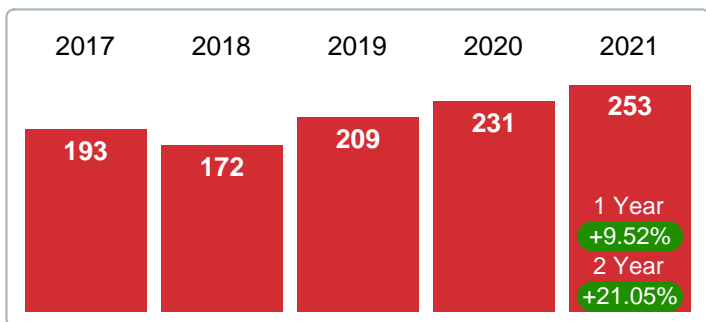
CLOSED LISTINGS

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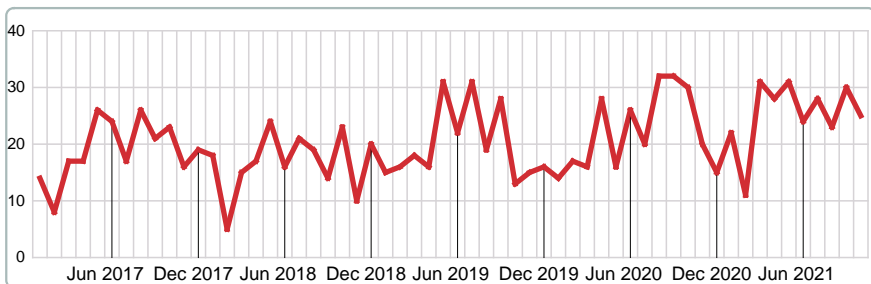
OCTOBER



YEAR TO DATE (YTD)

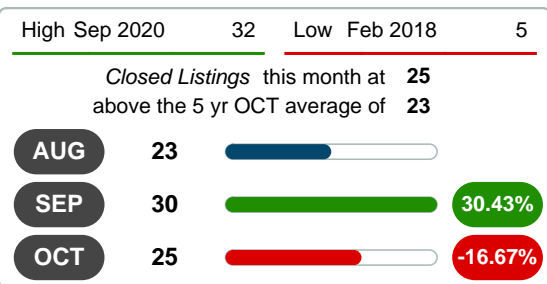


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 23



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	20.00%	52.8	4	1	0	0
\$50,001 - \$100,000	4	16.00%	54.5	2	2	0	0
\$100,001 - \$225,000	7	28.00%	30.4	2	5	0	0
\$225,001 - \$300,000	4	16.00%	16.3	0	3	1	0
\$300,001 - \$350,000	1	4.00%	47.0	0	1	0	0
\$350,001 and up	4	16.00%	45.0	0	3	1	0
Total Closed Units	25			8	15	2	0
Total Closed Volume	4,867,150	100%	39.5	703.50K	3.42M	745.00K	0.00B
Average Closed Price	\$194,686			\$87,938	\$227,910	\$372,500	\$0

October 2021



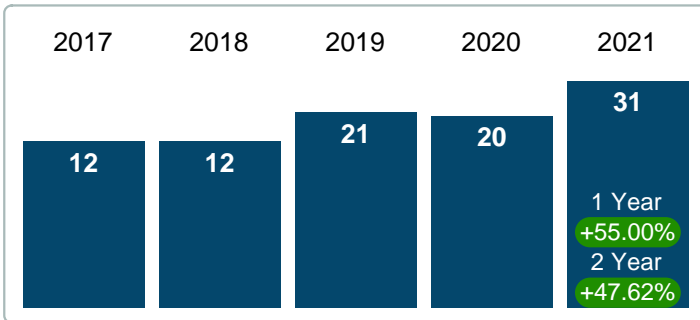
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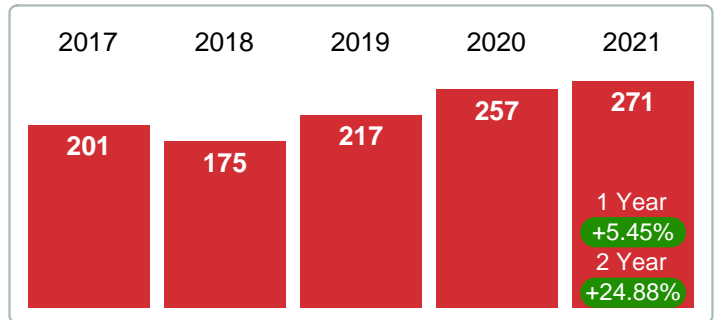
PENDING LISTINGS

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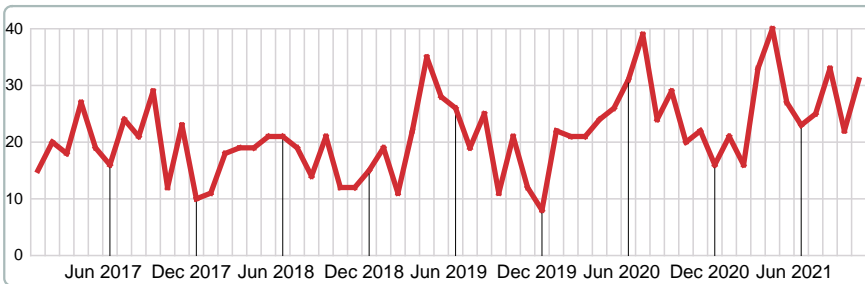
OCTOBER



YEAR TO DATE (YTD)

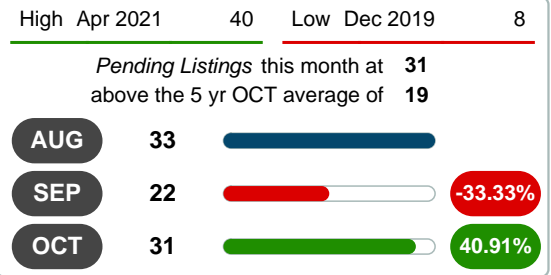


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 19



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	6.45%	81.0	1	1	0	0
\$75,001 - \$125,000	5	16.13%	68.0	3	1	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	11	35.48%	34.7	5	5	1	0
\$175,001 - \$225,000	6	19.35%	74.7	0	5	1	0
\$225,001 - \$250,000	2	6.45%	46.0	0	2	0	0
\$250,001 and up	5	16.13%	28.0	1	3	1	0
Total Pending Units	31			10	17	4	0
Total Pending Volume	5,653,700	100%	50.5	1.46M	3.49M	704.00K	0.00B
Average Listing Price	\$182,377			\$145,650	\$205,482	\$176,000	\$0

October 2021



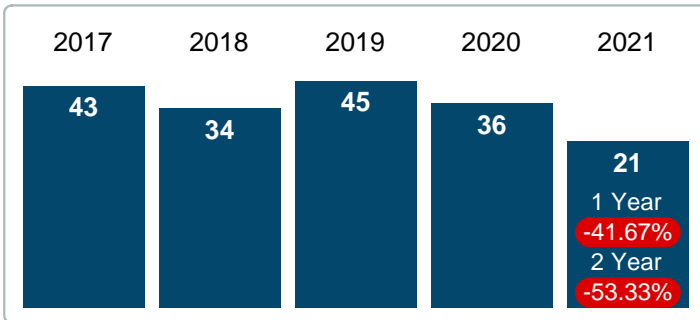
Area Delimited by County Of McIntosh - Residential Property Type



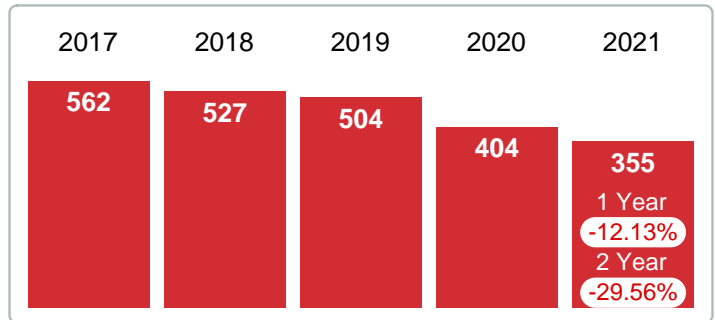
NEW LISTINGS

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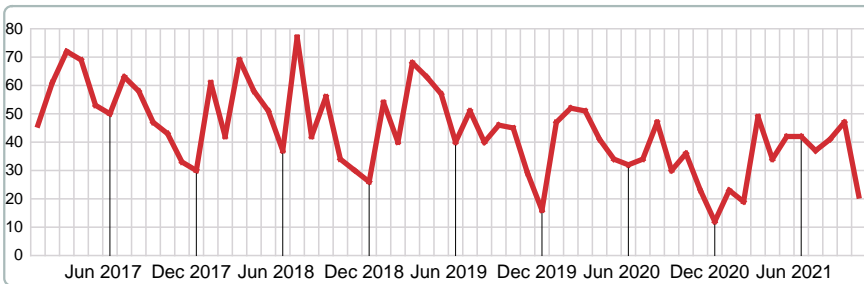
OCTOBER



YEAR TO DATE (YTD)

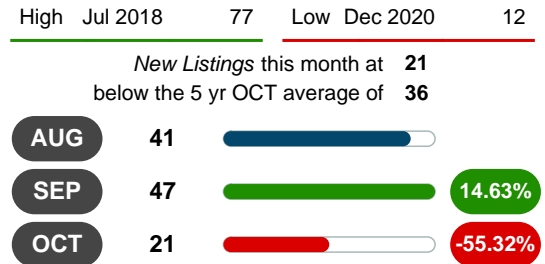


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



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	1	4.76%	0	1	0	0
\$50,001 - \$100,000	3	14.29%	2	0	1	0
\$100,001 - \$125,000	2	9.52%	0	2	0	0
\$125,001 - \$175,000	5	23.81%	1	4	0	0
\$175,001 - \$200,000	3	14.29%	0	3	0	0
\$200,001 - \$325,000	4	19.05%	1	2	1	0
\$325,001 and up	3	14.29%	0	2	0	1
Total New Listed Units	21		4	14	2	1
Total New Listed Volume	4,236,255	100%	477.30K	2.68M	354.56K	727.00K
Average New Listed Listing Price	\$178,859		\$119,325	\$191,243	\$177,278	\$727,000

October 2021



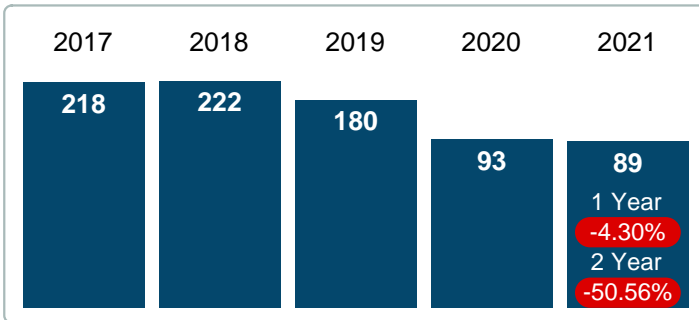
Area Delimited by County Of McIntosh - Residential Property Type



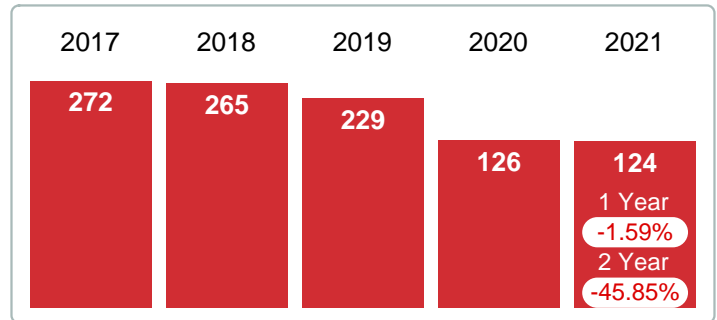
ACTIVE INVENTORY

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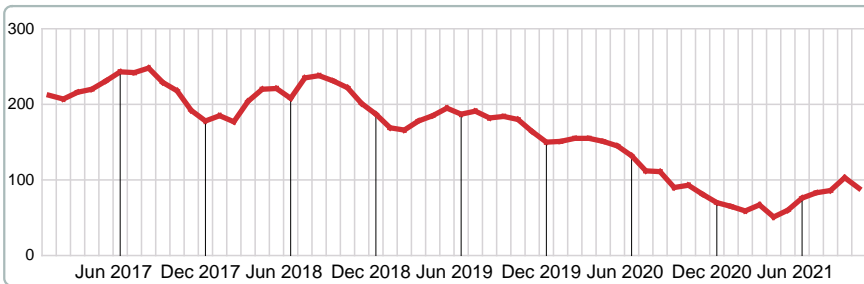
END OF OCTOBER



ACTIVE DURING OCTOBER

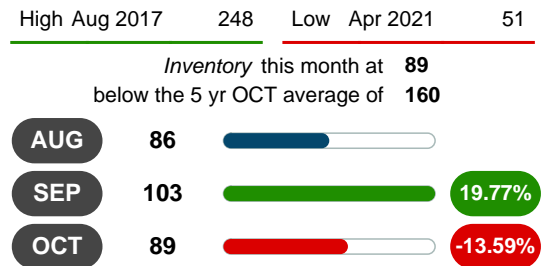


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 160



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	5	5.62%	87.4	3	2	0	0
\$50,001 - \$100,000	9	10.11%	82.7	5	3	1	0
\$100,001 - \$200,000	19	21.35%	49.8	3	15	1	0
\$200,001 - \$300,000	23	25.84%	98.8	4	15	3	1
\$300,001 - \$400,000	12	13.48%	92.0	2	5	3	2
\$400,001 - \$575,000	10	11.24%	89.8	0	6	3	1
\$575,001 and up	11	12.36%	91.1	0	5	4	2
Total Active Inventory by Units	89			17	51	15	6
Total Active Inventory by Volume	26,520,255	100%	83.2	2.55M	14.38M	6.75M	2.84M
Average Active Inventory Listing Price	\$297,980			\$149,771	\$281,908	\$450,324	\$473,667

October 2021



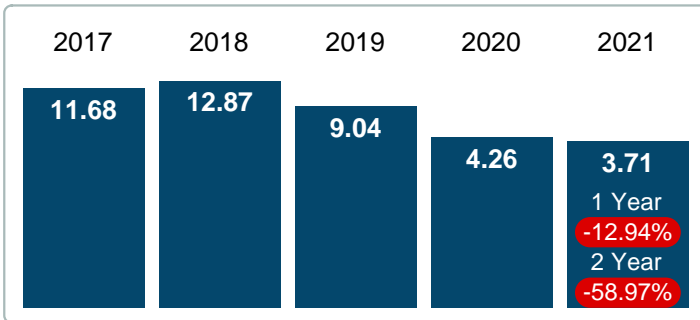
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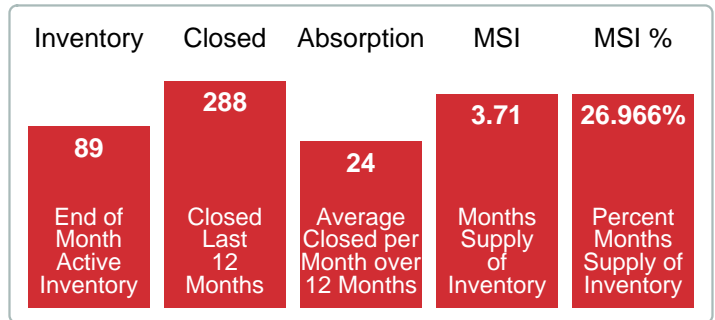
MONTHS SUPPLY of INVENTORY (MSI)

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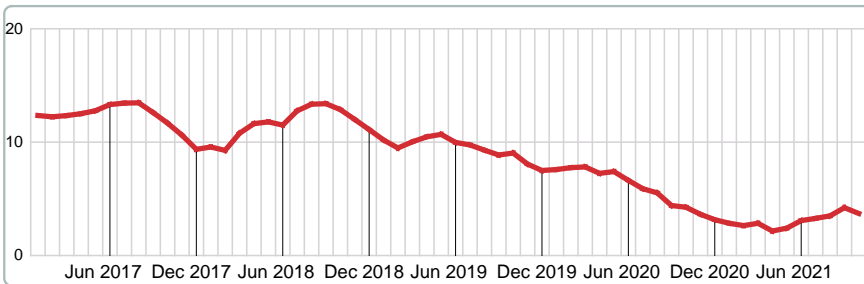
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

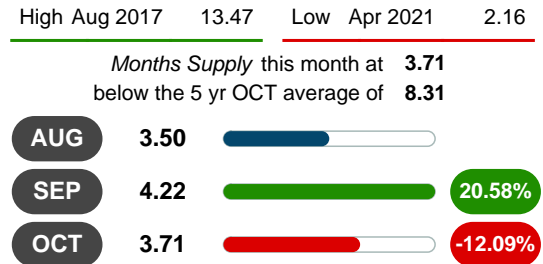


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 8.31



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	5	5.62%	1.54	1.38	1.85	0.00	0.00
\$50,001 - \$100,000	9	10.11%	2.63	4.62	1.38	6.00	0.00
\$100,001 - \$200,000	19	21.35%	2.28	1.80	2.73	0.86	0.00
\$200,001 - \$300,000	23	25.84%	6.13	6.00	7.83	3.00	6.00
\$300,001 - \$400,000	12	13.48%	4.97	24.00	4.62	3.27	6.00
\$400,001 - \$575,000	10	11.24%	5.22	0.00	6.00	4.50	4.00
\$575,001 and up	11	12.36%	12.00	0.00	15.00	12.00	8.00
Market Supply of Inventory (MSI)			3.71	3.00	3.90	3.53	6.00
Total Active Inventory by Units		100%	3.71	17	51	15	6

October 2021



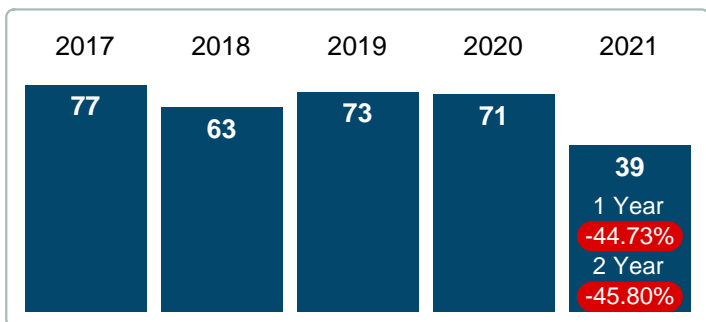
Area Delimited by County Of McIntosh - Residential Property Type



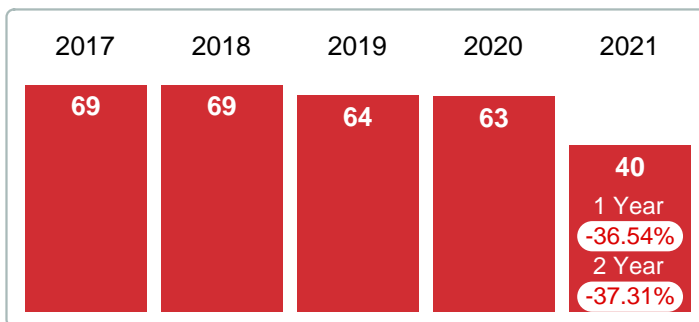
AVERAGE DAYS ON MARKET TO SALE

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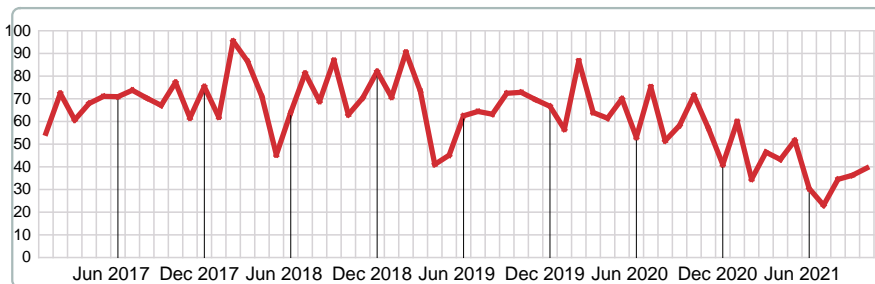
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

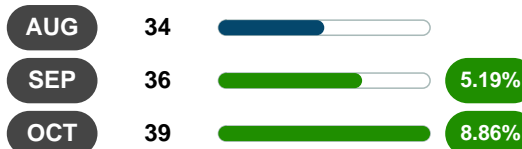


3 MONTHS

5 year OCT AVG = 65

High Feb 2018 95 Low Jul 2021 23

Average Days on Market to Sale this month at 39 below the 5 yr OCT average of 65



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	20.00%	53	61	19	0	0
\$50,001 - \$100,000	16.00%	55	3	106	0	0
\$100,001 - \$225,000	28.00%	30	13	37	0	0
\$225,001 - \$300,000	16.00%	16	0	21	3	0
\$300,001 - \$350,000	4.00%	47	0	47	0	0
\$350,001 and up	16.00%	45	0	59	3	0
Average Closed DOM		39	35	47	3	0
Total Closed Units	100%	39	8	15	2	
Total Closed Volume		4,867,150	703.50K	3.42M	745.00K	0.00B

October 2021



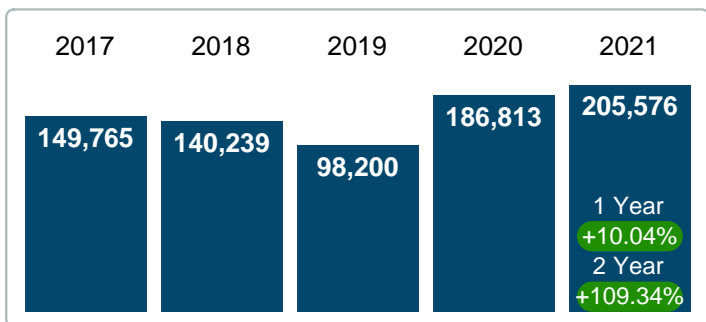
Area Delimited by County Of McIntosh - Residential Property Type



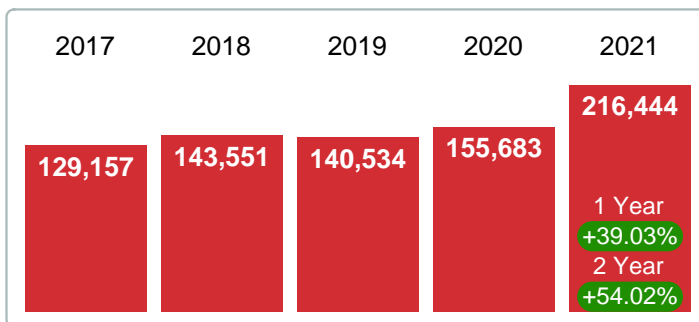
AVERAGE LIST PRICE AT CLOSING

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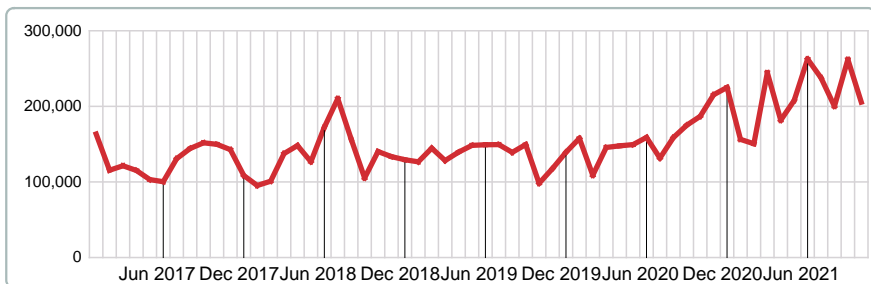
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

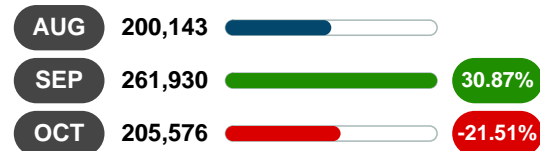


3 MONTHS

5 year OCT AVG = 156,119

High Jun 2021 262,525 Low Jan 2018 95,292

Average List Price at Closing this month at **205,576**
above the 5 yr OCT average of **156,119**



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	0.00%	0	0	0	0	0
\$25,001 - \$50,000	5	20.00%	43,800	46,000	35,000	0	0
\$50,001 - \$100,000	4	16.00%	71,875	78,750	65,000	0	0
\$100,001 - \$225,000	6	24.00%	157,167	209,950	154,600	0	0
\$225,001 - \$300,000	5	20.00%	266,180	0	295,667	270,000	0
\$300,001 - \$350,000	0	0.00%	0	0	299,000	0	0
\$350,001 and up	5	20.00%	471,800	0	519,667	425,000	0
Average List Price			205,576	95,175	245,533	347,500	0
Total Closed Units		100%	205,576	8	15	2	
Total Closed Volume			5,139,400	761.40K	3.68M	695.00K	0.00B

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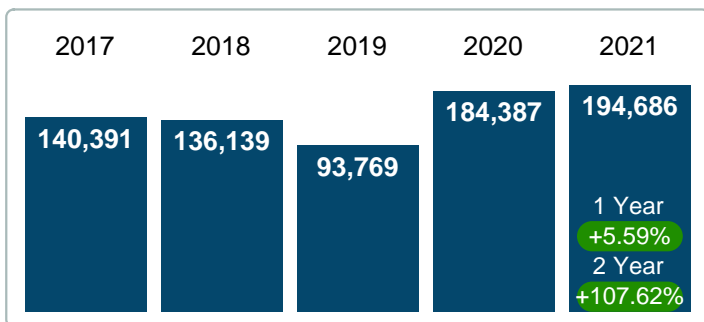
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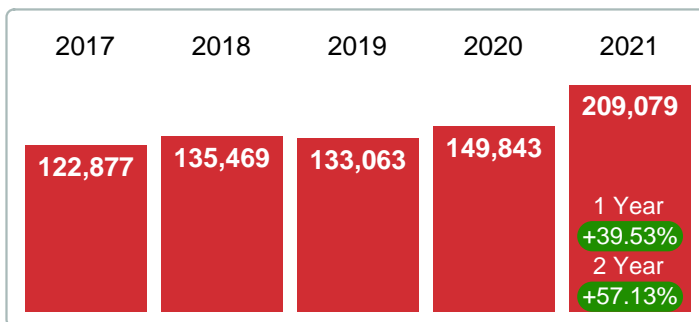
AVERAGE SOLD PRICE AT CLOSING

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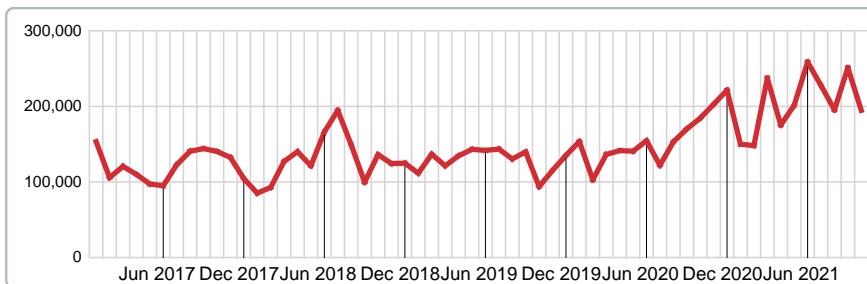
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

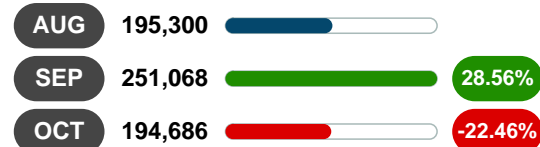


3 MONTHS

5 year OCT AVG = 149,874

High Jun 2021 258,600 Low Jan 2018 85,211

Average Sold Price at Closing this month at **194,686** above the 5 yr OCT average of **149,874**



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	20.00%	38,200	40,250	30,000	0	0
\$50,001 - \$100,000	16.00%	68,925	76,250	61,600	0	0
\$100,001 - \$225,000	28.00%	156,850	195,000	141,590	0	0
\$225,001 - \$300,000	16.00%	272,500	0	273,333	270,000	0
\$300,001 - \$350,000	4.00%	305,000	0	305,000	0	0
\$350,001 and up	16.00%	476,875	0	477,500	475,000	0
Average Sold Price		194,686	87,938	227,910	372,500	0
Total Closed Units	100%	194,686	8	15	2	
Total Closed Volume		4,867,150	703.50K	3.42M	745.00K	0.00B

October 2021



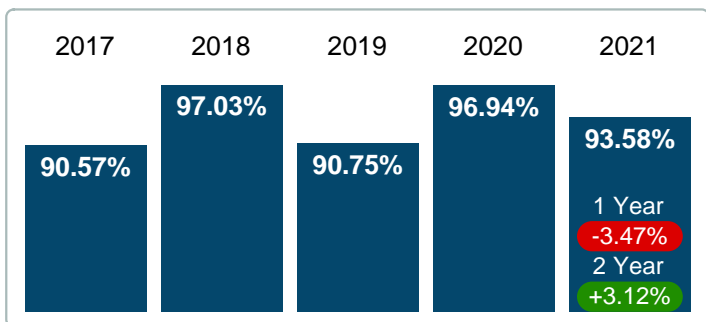
Area Delimited by County Of McIntosh - Residential Property Type



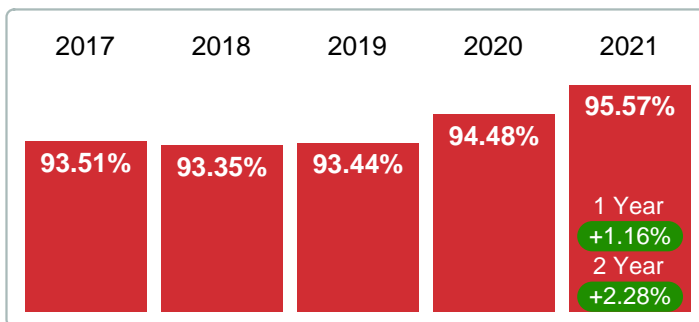
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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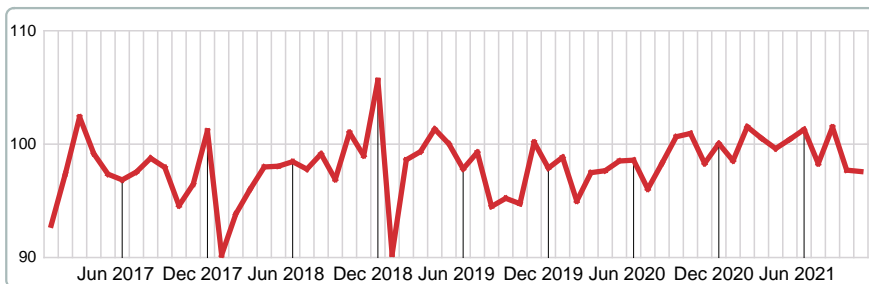
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

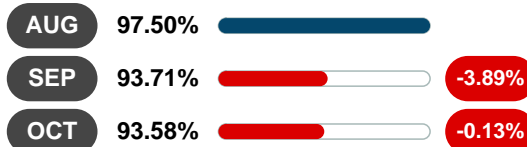


3 MONTHS

5 year OCT AVG = 93.78%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **93.58%**
equal to 5 yr OCT average of **93.78%**



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	20.00%	86.95%	87.26%	85.71%	0.00%	0.00%
\$50,001 - \$100,000	4	16.00%	95.67%	96.67%	94.67%	0.00%	0.00%
\$100,001 - \$225,000	7	28.00%	92.95%	93.55%	92.71%	0.00%	0.00%
\$225,001 - \$300,000	4	16.00%	95.80%	0.00%	94.40%	100.00%	0.00%
\$300,001 - \$350,000	1	4.00%	102.01%	0.00%	102.01%	0.00%	0.00%
\$350,001 and up	4	16.00%	96.58%	0.00%	91.52%	111.76%	0.00%
Average Sold/List Ratio		93.60%		91.18%	93.22%	105.88%	0.00%
Total Closed Units		25	100%	8	15	2	
Total Closed Volume		4,867,150		703.50K	3.42M	745.00K	0.00B

October 2021



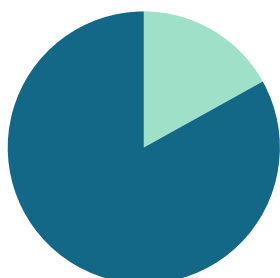
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

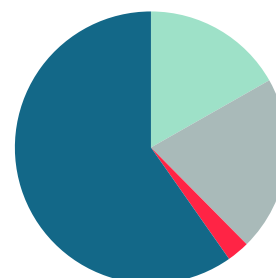


Inventory
 New Listings
21 = 16.94%
 Start Inventory
103
 Total Inventory Units
124
 Volume
\$32,810,455

Market Activity

Closed Sales
25 = 16.78%
 Pending Sales
31 = 20.81%
 Other Off Market
4 = 2.68%
 Active Inventory
89 = 59.73%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	30	25	-16.67%	231	253	9.52%
Pending Sales	20	31	55.00%	257	271	5.45%
New Listings	36	21	-41.67%	404	355	-12.13%
Average List Price	186,813	205,576	10.04%	155,683	216,444	39.03%
Average Sale Price	184,387	194,686	5.59%	149,843	209,079	39.53%
Average Percent of Selling Price to List Price	96.94%	93.58%	-3.47%	94.48%	95.57%	1.16%
Average Days on Market to Sale	71.43	39.48	-44.73%	63.49	40.29	-36.54%
Monthly Inventory	93	89	-4.30%	93	89	-4.30%
Months Supply of Inventory	4.26	3.71	-12.94%	4.26	3.71	-12.94%

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

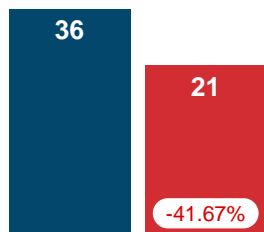
Inventory on October 31, 2021 = **89**

2020 **2021**

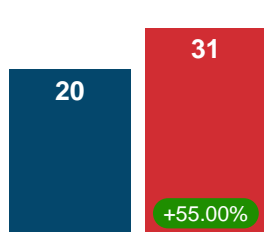
OCTOBER MARKET

AVERAGE PRICES

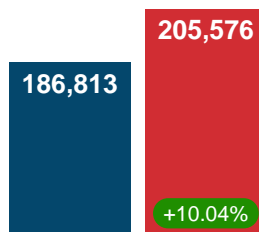
New Listings



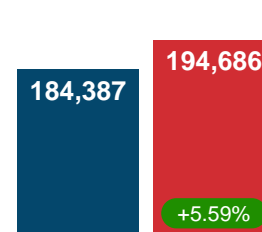
Pending Listings



List Price



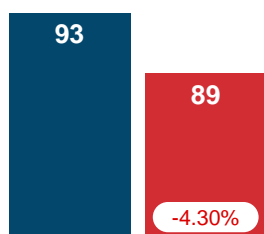
Sale Price



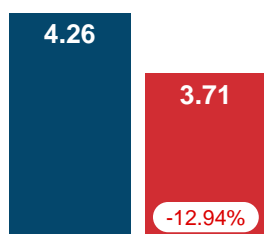
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

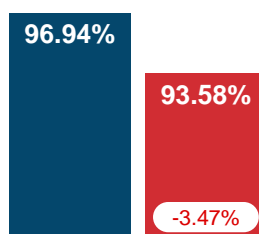
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

