

October 2021



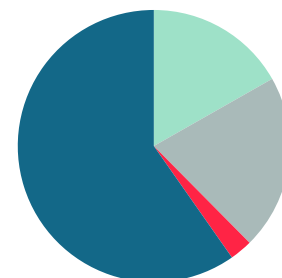
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	167,500	170,000	1.49%
Median Sale Price	162,450	165,000	1.57%
Median Percent of Selling Price to List Price	97.49%	96.00%	-1.53%
Median Days on Market to Sale	74.00	25.00	-66.22%
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.

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 **1.57%** in October 2021 to \$165,000 versus the previous year at \$162,450.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 49.00 days or **66.22%** in October 2021 compared to last year's same month at **74.00** DOM.

Sales Success for October 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 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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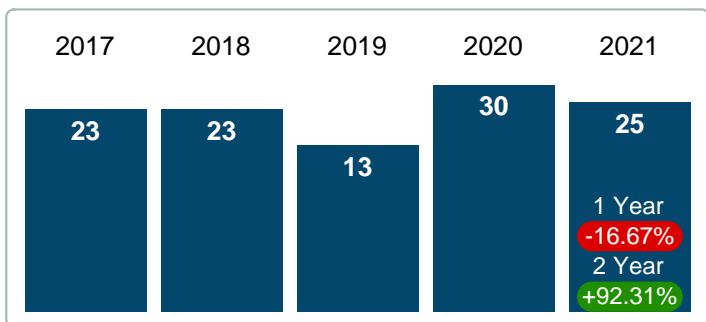
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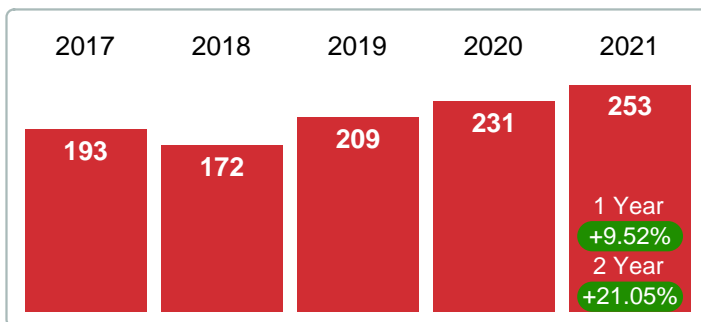
CLOSED LISTINGS

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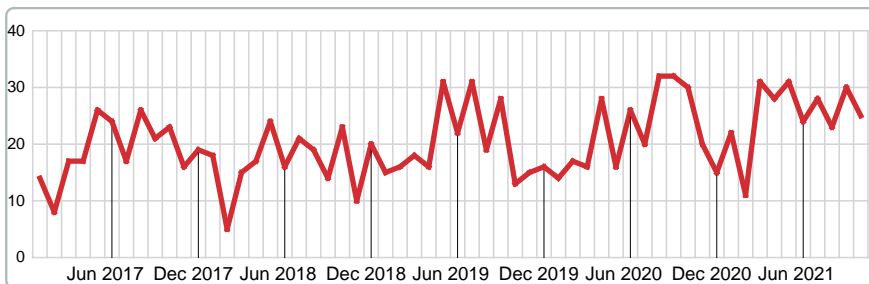
OCTOBER



YEAR TO DATE (YTD)

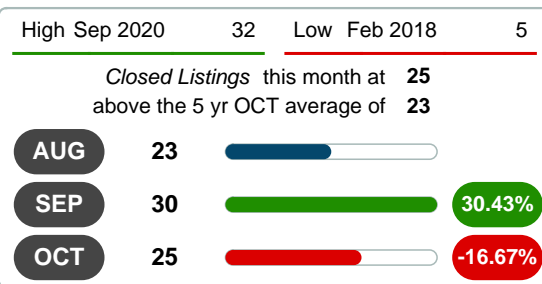


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	20.00%	52.0	4	1	0	0
\$50,001 - \$100,000	4	16.00%	44.5	2	2	0	0
\$100,001 - \$225,000	7	28.00%	19.0	2	5	0	0
\$225,001 - \$300,000	4	16.00%	13.0	0	3	1	0
\$300,001 - \$350,000	1	4.00%	47.0	0	1	0	0
\$350,001 and up	4	16.00%	21.0	0	3	1	0
Total Closed Units	25			8	15	2	0
Total Closed Volume	4,867,150	100%	25.0	703.50K	3.42M	745.00K	0.00B
Median Closed Price	\$165,000			\$59,000	\$190,000	\$372,500	\$0

October 2021



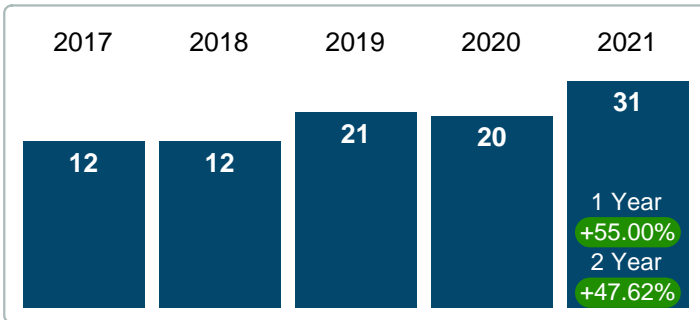
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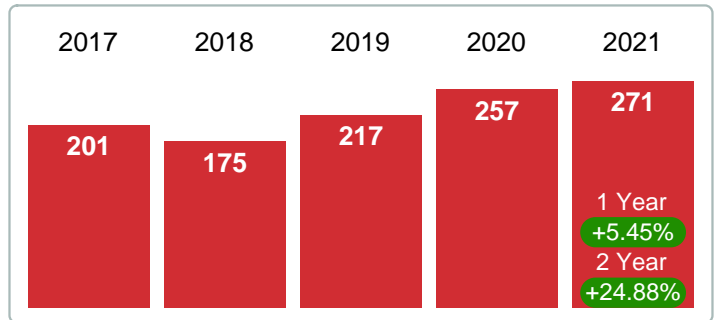
PENDING LISTINGS

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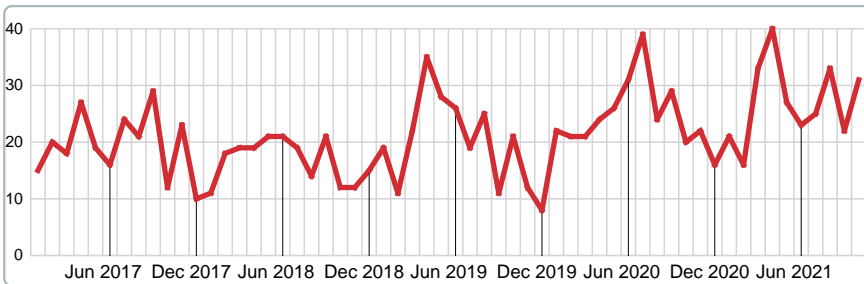
OCTOBER



YEAR TO DATE (YTD)

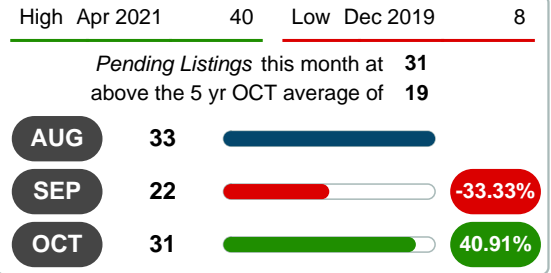


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 19



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	67.0	3	1	1	0
\$125,001 - \$125,000	0	0.00%	67.0	0	0	0	0
\$125,001 - \$175,000	11	35.48%	23.0	5	5	1	0
\$175,001 - \$225,000	6	19.35%	25.5	0	5	1	0
\$225,001 - \$250,000	2	6.45%	46.0	0	2	0	0
\$250,001 and up	5	16.13%	19.0	1	3	1	0
Total Pending Units	31			10	17	4	0
Total Pending Volume	5,653,700	100%	22.0	1.46M	3.49M	704.00K	0.00B
Median Listing Price	\$165,000			\$131,500	\$189,000	\$177,000	\$0

October 2021



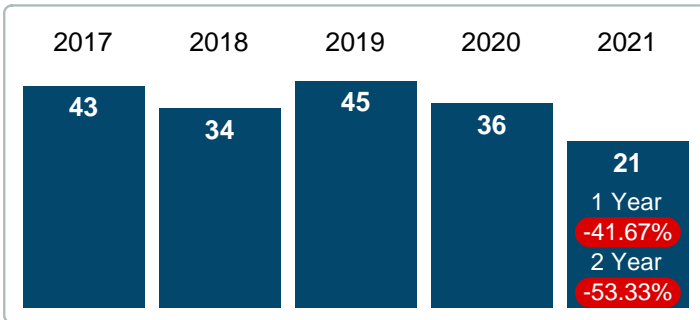
Area Delimited by County Of McIntosh - Residential Property Type



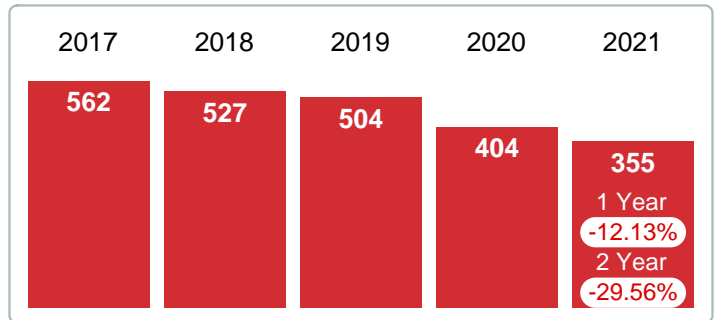
NEW LISTINGS

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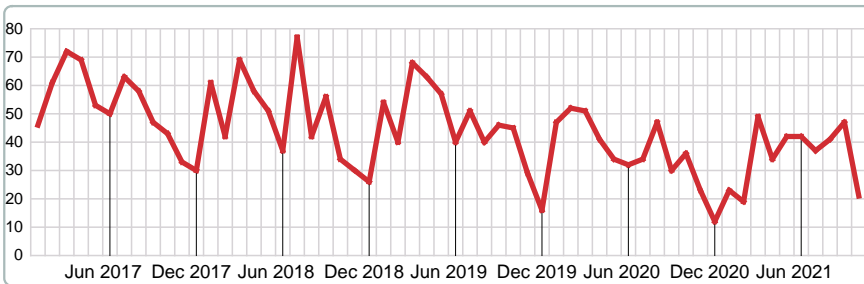
OCTOBER



YEAR TO DATE (YTD)

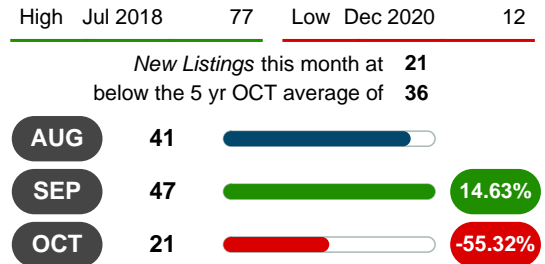


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$175,000		\$101,400	\$177,000	\$177,278	\$727,000

October 2021



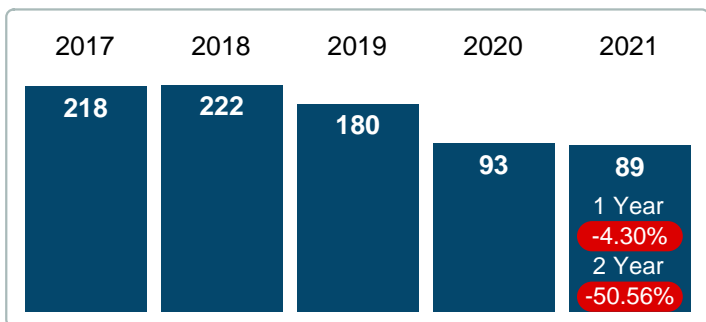
Area Delimited by County Of McIntosh - Residential Property Type



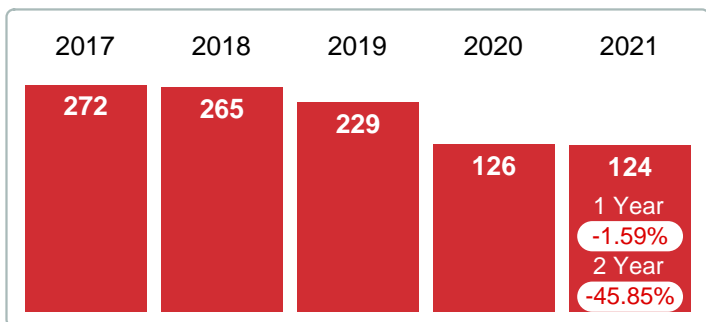
ACTIVE INVENTORY

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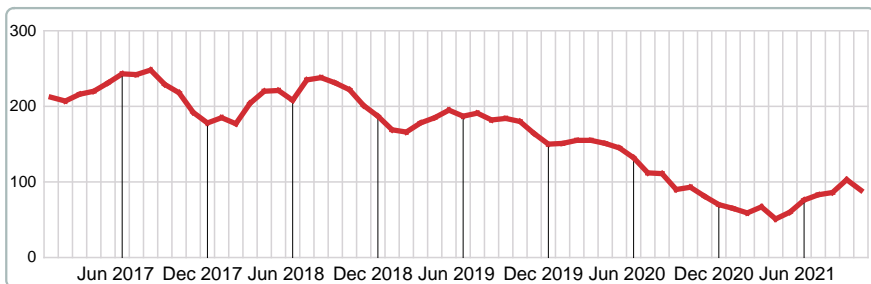
END OF OCTOBER



ACTIVE DURING OCTOBER

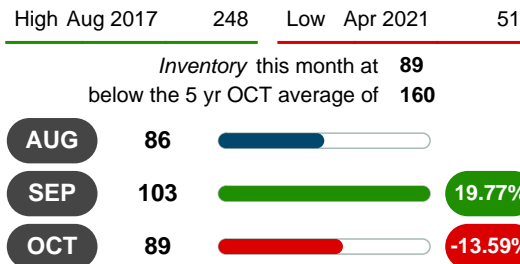


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 160



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	5.62%	73.0	3	2	0	0
\$50,001 - \$100,000	9	10.11%	80.0	5	3	1	0
\$100,001 - \$200,000	19	21.35%	45.0	3	15	1	0
\$200,001 - \$300,000	23	25.84%	90.0	4	15	3	1
\$300,001 - \$400,000	12	13.48%	81.0	2	5	3	2
\$400,001 - \$575,000	10	11.24%	104.0	0	6	3	1
\$575,001 and up	11	12.36%	90.0	0	5	4	2
Total Active Inventory by Units	89			17	51	15	6
Total Active Inventory by Volume	26,520,255	100%	74.0	2.55M	14.38M	6.75M	2.84M
Median Active Inventory Listing Price	\$230,000			\$110,000	\$229,900	\$399,900	\$470,000

October 2021



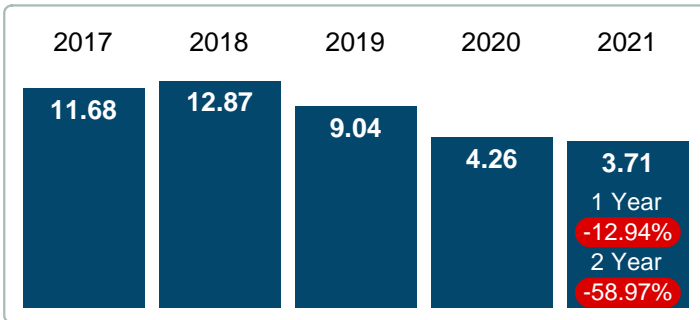
Area Delimited by County Of McIntosh - Residential Property Type



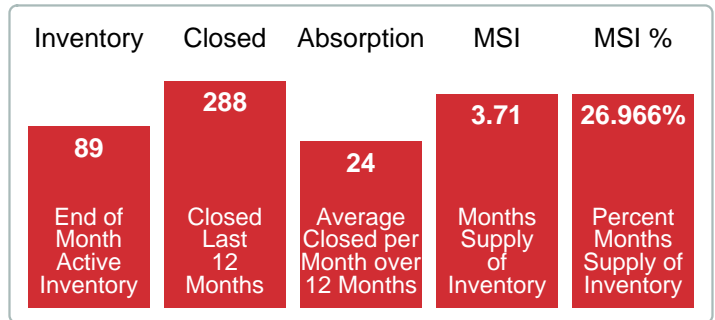
MONTHS SUPPLY of INVENTORY (MSI)

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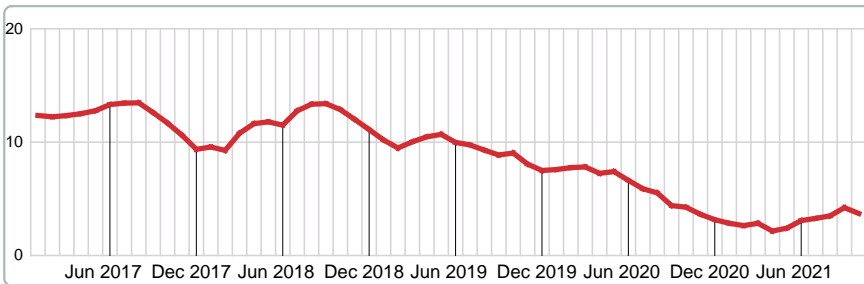
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021



5 YEAR MARKET ACTIVITY TRENDS

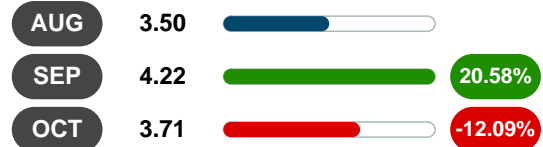


3 MONTHS

5 year OCT AVG = 8.31

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at 3.71 below the 5 yr OCT average of 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



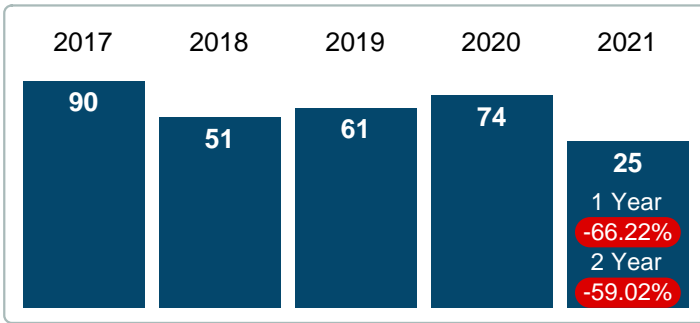
Area Delimited by County Of McIntosh - Residential Property Type



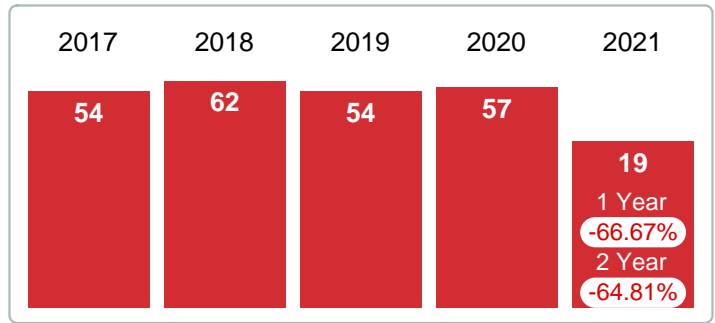
MEDIAN DAYS ON MARKET TO SALE

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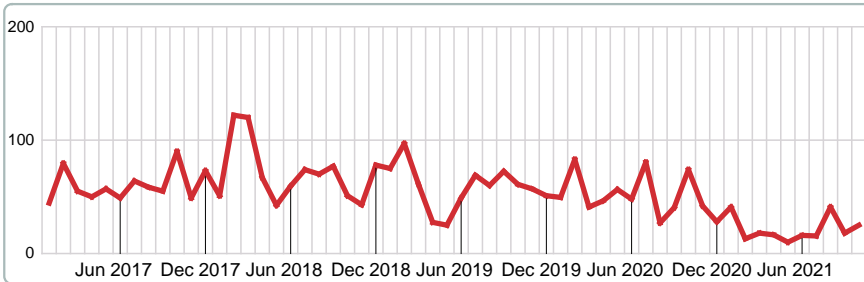
OCTOBER



YEAR TO DATE (YTD)

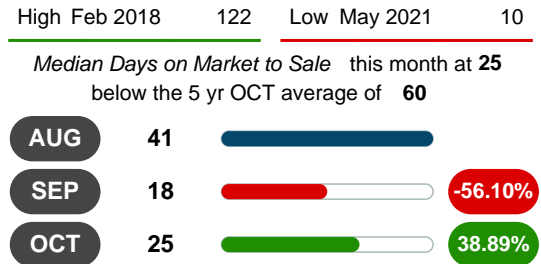


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 60



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	0.00%	90	0	0	0	0
\$25,001 - \$50,000	5	20.00%	52	64	19	0	0
\$50,001 - \$100,000	4	16.00%	45	3	106	0	0
\$100,001 - \$225,000	7	28.00%	19	13	19	0	0
\$225,001 - \$300,000	4	16.00%	13	0	15	3	0
\$300,001 - \$350,000	1	4.00%	47	0	47	0	0
\$350,001 and up	4	16.00%	21	0	37	3	0
Median Closed DOM			25	29	36	3	0
Total Closed Units		100%	25.0	8	15	2	
Total Closed Volume			4,867,150	703.50K	3.42M	745.00K	0.00B

October 2021



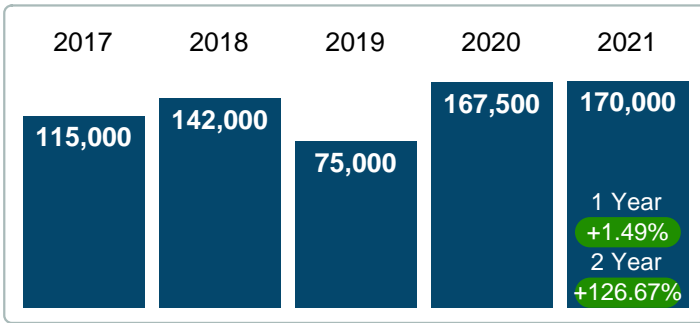
Area Delimited by County Of McIntosh - Residential Property Type



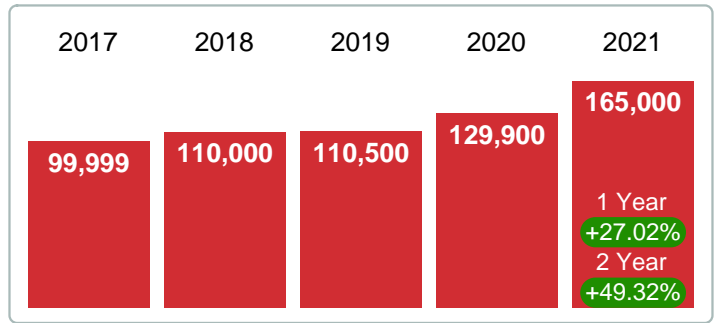
MEDIAN LIST PRICE AT CLOSING

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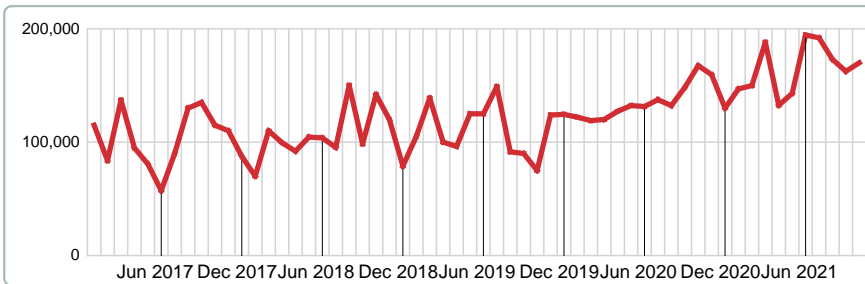
OCTOBER



YEAR TO DATE (YTD)

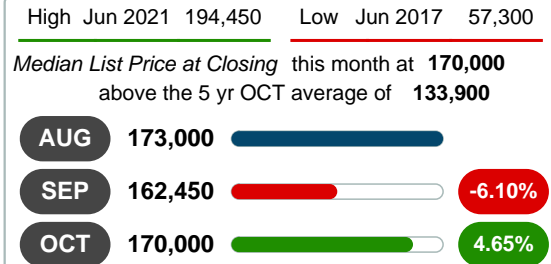


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 133,900



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%	21	0	0	0	0
\$25,001 - \$50,000	5	20.00%	45,000	45,000	35,000	0	0
\$50,001 - \$100,000	4	16.00%	72,500	78,750	65,000	0	0
\$100,001 - \$225,000	6	24.00%	154,500	170,000	139,000	0	0
\$225,001 - \$300,000	5	20.00%	268,000	249,900	268,000	270,000	0
\$300,001 - \$350,000	0	0.00%	268,000	0	0	0	0
\$350,001 and up	5	20.00%	420,000	0	405,000	425,000	0
Median List Price			170,000	62,500	225,000	347,500	0
Total Closed Units		100%	170,000	8	15	2	
Total Closed Volume			5,139,400	761.40K	3.68M	695.00K	0.00B

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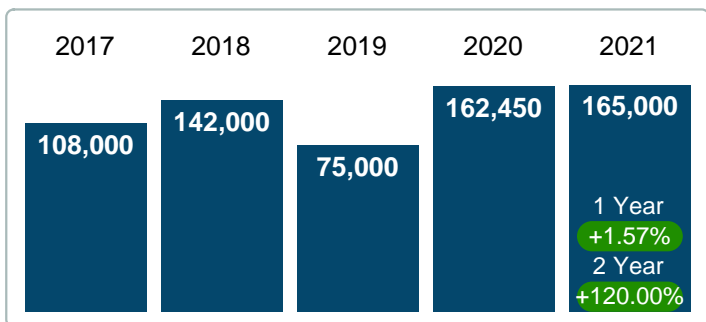
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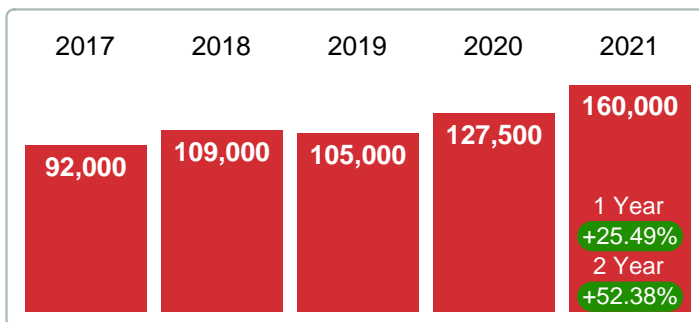
MEDIAN SOLD PRICE AT CLOSING

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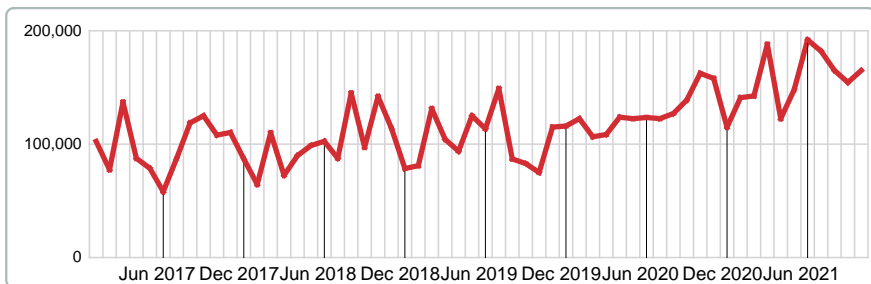
OCTOBER



YEAR TO DATE (YTD)

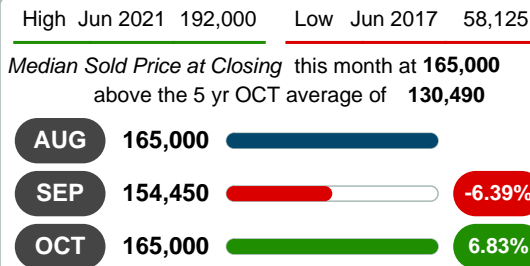


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 130,490



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%	420,000	0	0	0	0
\$25,001 - \$50,000	5	20.00%	38,000	41,500	30,000	0	0
\$50,001 - \$100,000	4	16.00%	68,600	76,250	61,600	0	0
\$100,001 - \$225,000	7	28.00%	165,000	195,000	115,000	0	0
\$225,001 - \$300,000	4	16.00%	270,000	0	270,000	270,000	0
\$300,001 - \$350,000	1	4.00%	305,000	0	305,000	0	0
\$350,001 and up	4	16.00%	421,250	0	367,500	475,000	0
Median Sold Price			165,000	59,000	190,000	372,500	0
Total Closed Units		100%	165,000	8	15	2	
Total Closed Volume			4,867,150	703.50K	3.42M	745.00K	0.00B

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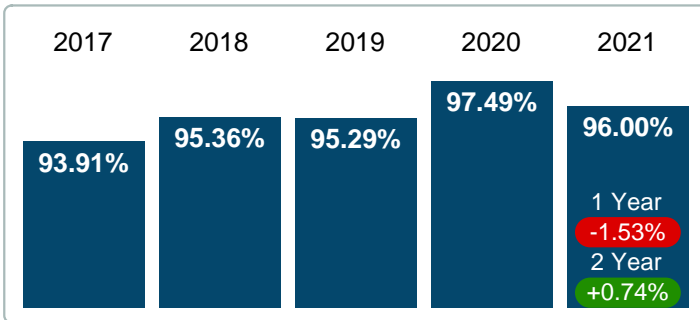
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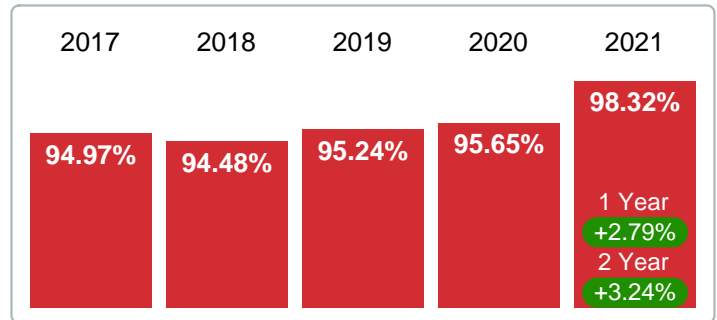
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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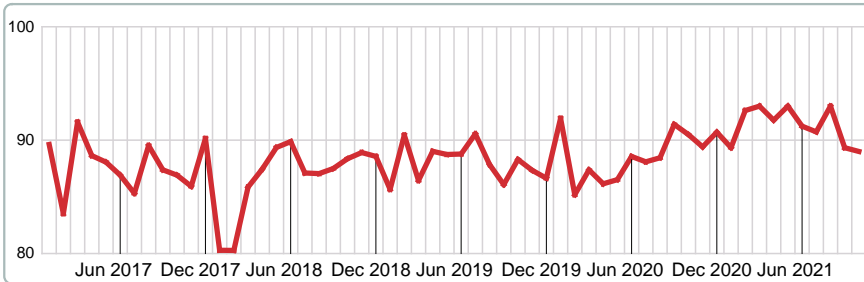
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

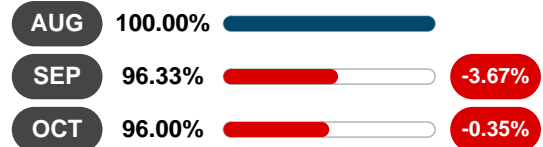


3 MONTHS

5 year OCT AVG = 95.61%

High Aug 2021 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **96.00%**
equal to 5 yr OCT average of **95.61%**



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%	21.250.00%	0.00%	0.00%	0.00%	0.00%	
\$25,001 - \$50,000	5	20.00%	86.36%	91.18%	85.71%	0.00%	0.00%	
\$50,001 - \$100,000	4	16.00%	94.67%	96.67%	94.67%	0.00%	0.00%	
\$100,001 - \$225,000	7	28.00%	97.06%	93.55%	97.28%	0.00%	0.00%	
\$225,001 - \$300,000	4	16.00%	100.37%	0.00%	100.75%	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%	93.52%	0.00%	93.46%	111.76%	0.00%	
Median Sold/List Ratio		96.00%		94.67%	93.59%	105.88%	0.00%	
Total Closed Units		25	100%	96.00%	8	15	2	
Total Closed Volume		4,867,150			703.50K	3.42M	745.00K	0.00B

October 2021



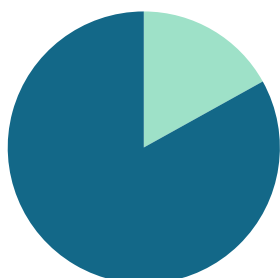
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

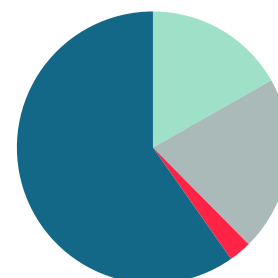


Inventory
 New Listings
21 = 16.94%
 Start Inventory
103
 Total Inventory Units
124
 Volume
\$32,810,455

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%
Median List Price	167,500	170,000	1.49%	129,900	165,000	27.02%
Median Sale Price	162,450	165,000	1.57%	127,500	160,000	25.49%
Median Percent of Selling Price to List Price	97.49%	96.00%	-1.53%	95.65%	98.32%	2.79%
Median Days on Market to Sale	74.00	25.00	-66.22%	57.00	19.00	-66.67%
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

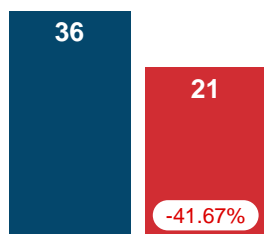
Inventory on October 31, 2021 = **89**

2020 **2021**

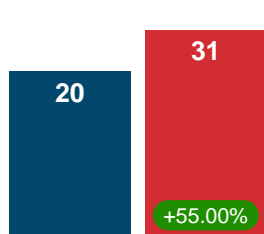
OCTOBER MARKET

MEDIAN PRICES

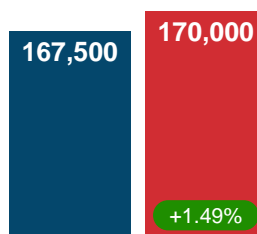
New Listings



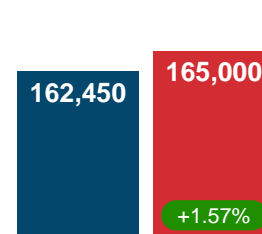
Pending Listings



List Price



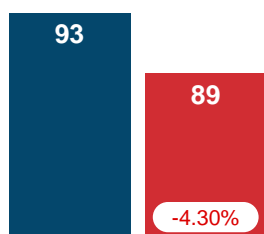
Sale Price



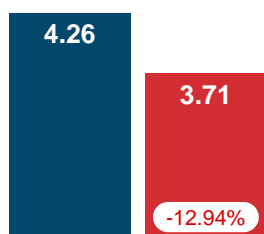
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

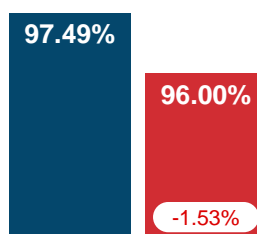
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

