

# September 2021



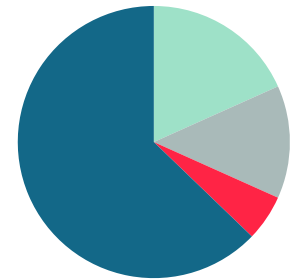
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	32	30	-6.25%
Pending Listings	29	22	-24.14%
New Listings	30	47	56.67%
Average List Price	175,081	261,930	49.60%
Average Sale Price	170,076	251,068	47.62%
Average Percent of Selling Price to List Price	96.65%	93.71%	-3.05%
Average Days on Market to Sale	58.25	36.27	-37.74%
End of Month Inventory	90	103	14.44%
Months Supply of Inventory	4.41	4.22	-4.30%



■ Closed (18.29%)  
■ Pending (13.41%)  
■ Other OffMarket (5.49%)  
■ Active (62.80%)

**Absorption:** Last 12 months, an Average of **24** Sales/Month  
**Active Inventory** as of September 30, 2021 = **103**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2021 rose **14.44%** to 103 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 **4.22** 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 **47.62%** in September 2021 to \$251,068 versus the previous year at \$170,076.

#### Average Days on Market Shortens

The average number of **36.27** days that homes spent on the market before selling decreased by 21.98 days or **37.74%** in September 2021 compared to last year's same month at **58.25** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 47 New Listings in September 2021, up **56.67%** from last year at 30. Furthermore, there were 30 Closed Listings this month versus last year at 32, a **-6.25%** decrease.

Closed versus Listed trends yielded a **63.8%** ratio, down from previous year's, September 2020, at **106.7%**, a **40.16%** downswing. This will certainly create pressure on an increasing Month's 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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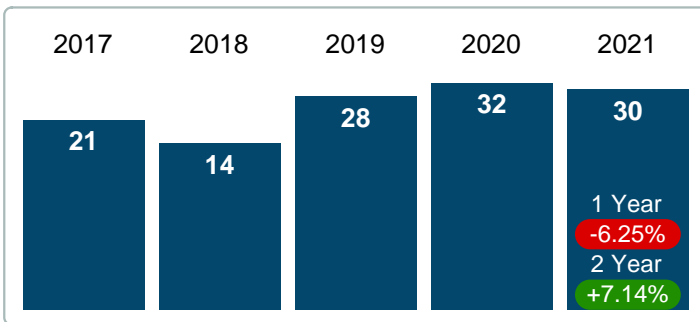
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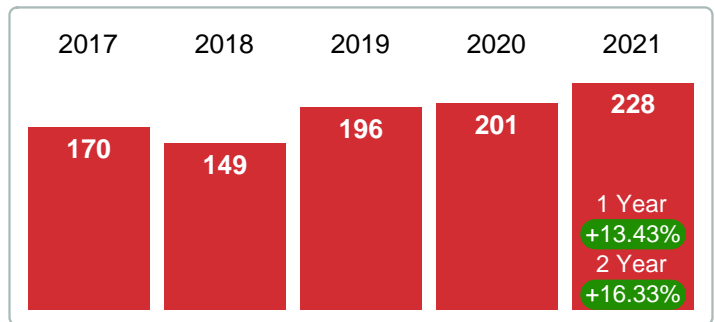
## CLOSED LISTINGS

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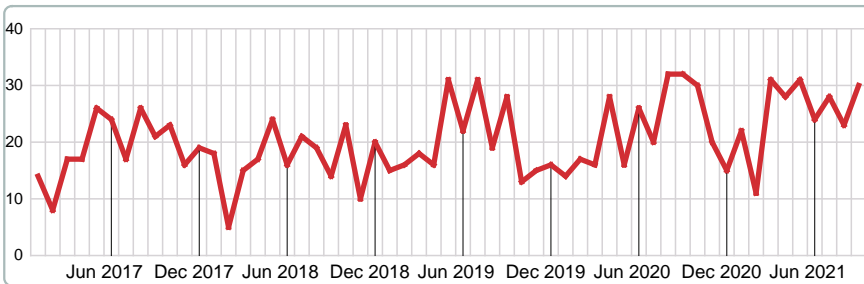
### SEPTEMBER



### YEAR TO DATE (YTD)

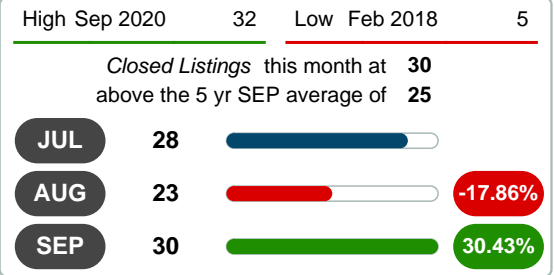


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 25



### 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	3	10.00%	36.7	3	0	0	0
\$50,001 - \$75,000	2	6.67%	55.5	2	0	0	0
\$75,001 - \$125,000	7	23.33%	29.0	2	5	0	0
\$125,001 - \$200,000	6	20.00%	17.7	1	4	1	0
\$200,001 - \$275,000	4	13.33%	11.3	1	1	1	1
\$275,001 - \$450,000	6	20.00%	61.7	2	2	1	1
\$450,001 and up	2	6.67%	71.5	0	1	0	1
<b>Total Closed Units</b>	<b>30</b>			<b>11</b>	<b>13</b>	<b>3</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>7,532,050</b>	<b>100%</b>	<b>36.3</b>	<b>1.53M</b>	<b>2.77M</b>	<b>667.50K</b>	<b>2.56M</b>
<b>Average Closed Price</b>	<b>\$251,068</b>			<b>\$139,455</b>	<b>\$213,196</b>	<b>\$222,500</b>	<b>\$853,000</b>

# September 2021



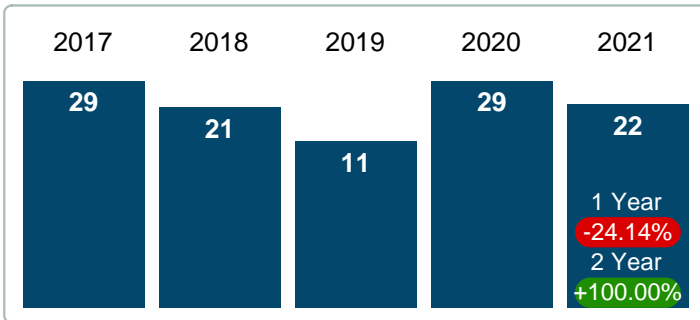
Area Delimited by County Of McIntosh - Residential Property Type



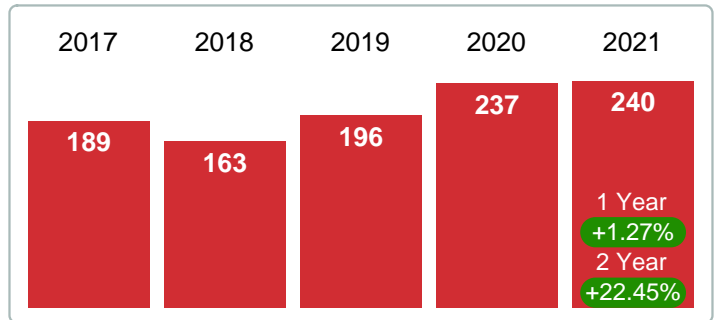
## PENDING LISTINGS

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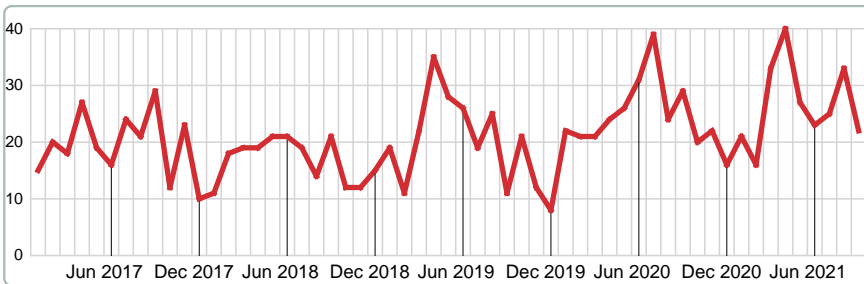
### SEPTEMBER



### YEAR TO DATE (YTD)

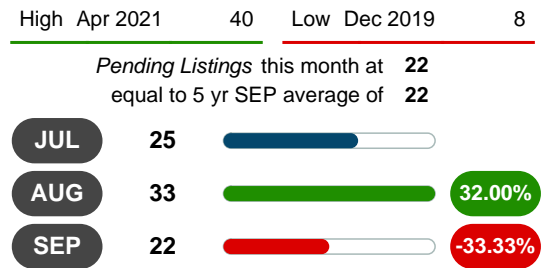


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 22



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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	4	18.18%	23.8	4	0	0	0
\$50,001 - \$100,000	2	9.09%	48.0	0	2	0	0
\$100,001 - \$300,000	7	31.82%	23.3	2	4	1	0
\$300,001 - \$375,000	5	22.73%	35.6	0	3	1	1
\$375,001 - \$375,000	0	0.00%	0.0	0	0	0	0
\$375,001 and up	4	18.18%	44.5	1	3	0	0
<b>Total Pending Units</b>	<b>22</b>			<b>7</b>	<b>12</b>	<b>2</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,900,900</b>	<b>100%</b>	<b>33.0</b>	<b>832.00K</b>	<b>3.29M</b>	<b>430.00K</b>	<b>350.00K</b>
<b>Average Listing Price</b>	<b>\$207,900</b>			<b>\$118,857</b>	<b>\$274,075</b>	<b>\$215,000</b>	<b>\$350,000</b>

# September 2021



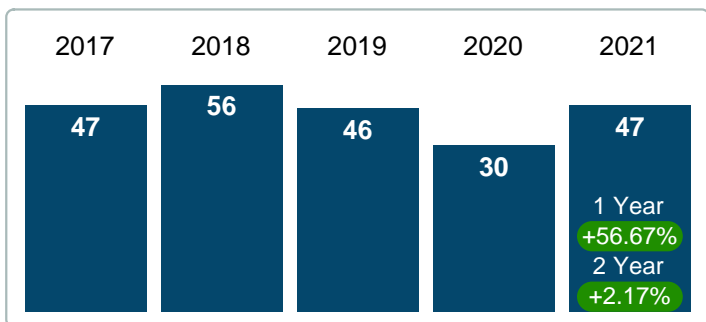
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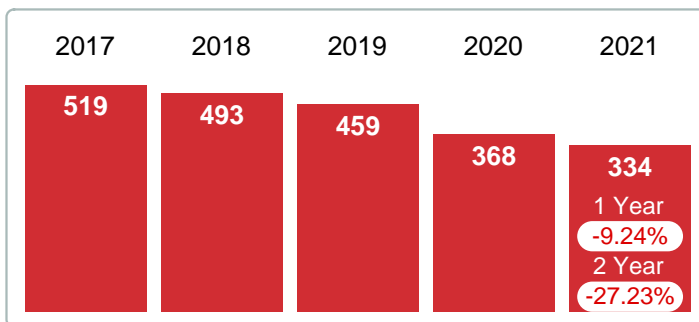
## NEW LISTINGS

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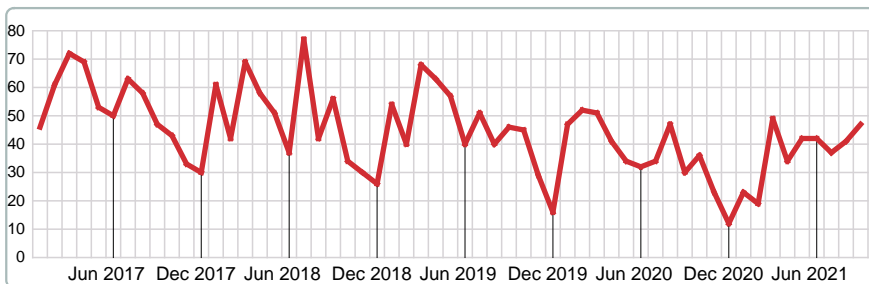
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

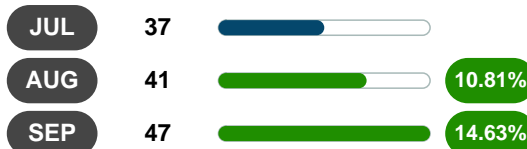


### 3 MONTHS

5 year SEP AVG = 45

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 47  
above the 5 yr SEP average of 45



### 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	4	8.51%	4	0	0	0
\$50,001 - \$125,000	8	17.02%	2	6	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$225,000	16	34.04%	4	11	1	0
\$225,001 - \$325,000	7	14.89%	2	5	0	0
\$325,001 - \$375,000	5	10.64%	0	4	0	1
\$375,001 and up	7	14.89%	1	4	2	0
<b>Total New Listed Units</b>	<b>47</b>		<b>13</b>	<b>30</b>	<b>3</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,622,400</b>	<b>100%</b>	<b>1.80M</b>	<b>7.33M</b>	<b>1.15M</b>	<b>340.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$203,318</b>		<b>\$138,485</b>	<b>\$244,407</b>	<b>\$383,300</b>	<b>\$340,000</b>

# September 2021



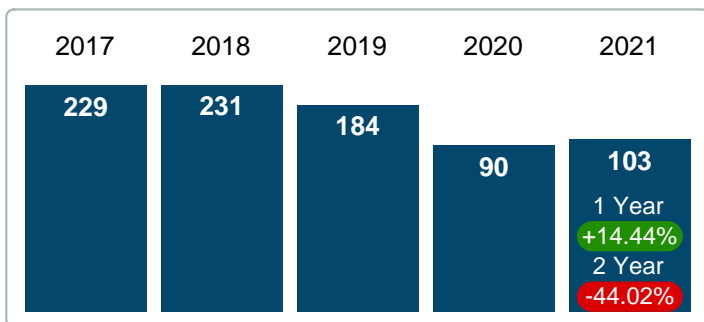
Area Delimited by County Of McIntosh - Residential Property Type



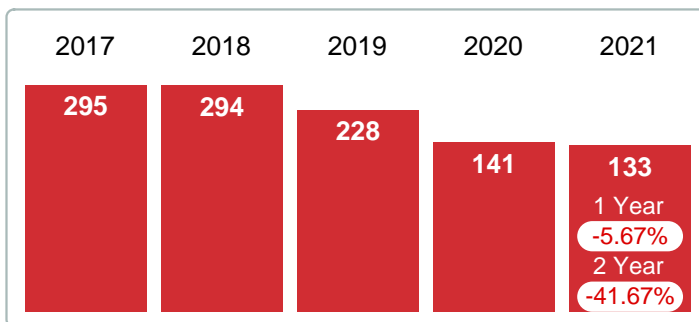
## ACTIVE INVENTORY

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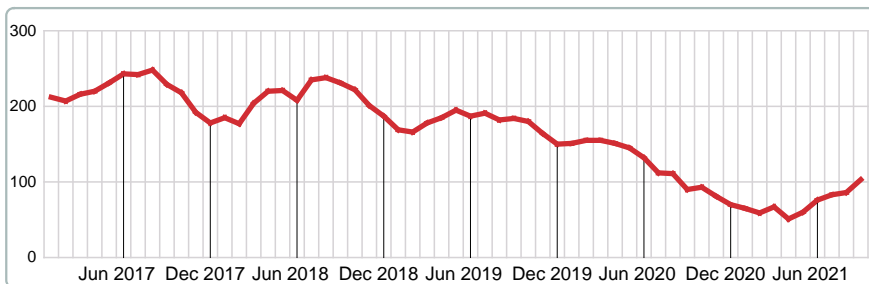
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

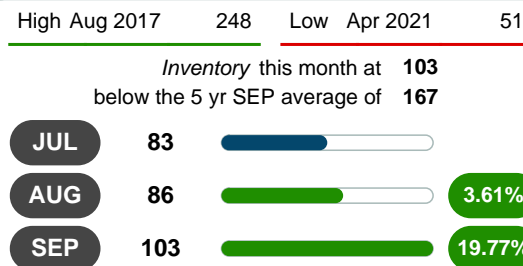


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 167



### 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	3.88%	75.8	3	1	0	0
\$50,001 - \$125,000	20	19.42%	70.3	9	10	1	0
\$125,001 - \$175,000	15	14.56%	25.6	6	7	2	0
\$175,001 - \$250,000	24	23.30%	73.8	2	18	3	1
\$250,001 - \$375,000	16	15.53%	73.5	2	10	3	1
\$375,001 - \$550,000	14	13.59%	57.6	2	6	4	2
\$550,001 and up	10	9.71%	66.6	0	5	4	1
<b>Total Active Inventory by Units</b>	<b>103</b>			<b>24</b>	<b>57</b>	<b>17</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>28,574,200</b>	<b>100%</b>	<b>63.2</b>	<b>3.62M</b>	<b>15.73M</b>	<b>7.10M</b>	<b>2.12M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$277,419</b>			<b>\$150,992</b>	<b>\$275,984</b>	<b>\$417,900</b>	<b>\$423,000</b>

# September 2021



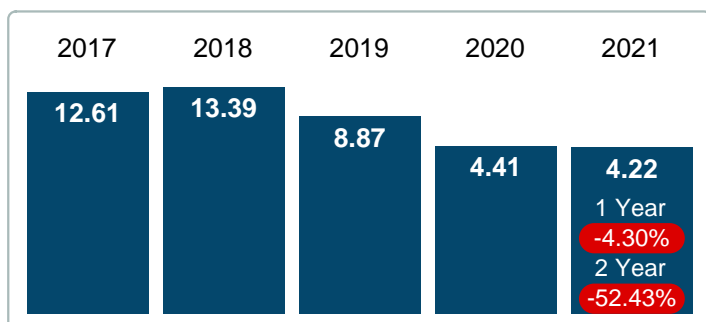
Area Delimited by County Of McIntosh - Residential Property Type



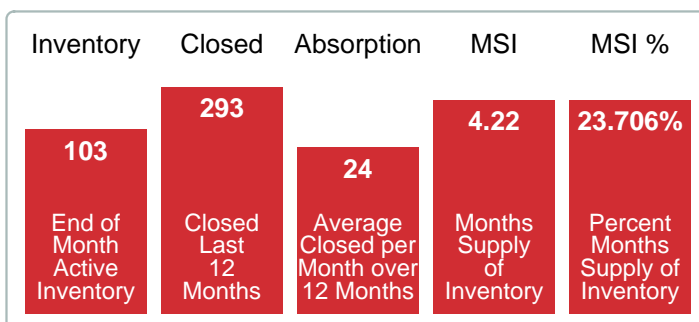
## MONTHS SUPPLY of INVENTORY (MSI)

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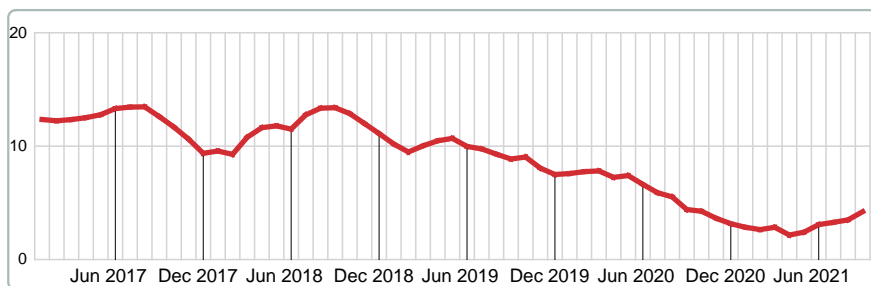
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

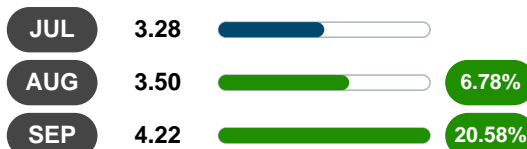


### 3 MONTHS

5 year SEP AVG = 8.70

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at 4.22 below the 5 yr SEP average of 8.70



### 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	3.88%	1.33	1.57	1.00	0.00	0.00
\$50,001 - \$125,000	20	19.42%	3.24	4.70	2.55	3.00	0.00
\$125,001 - \$175,000	15	14.56%	3.21	6.55	2.21	3.43	0.00
\$175,001 - \$250,000	24	23.30%	6.00	3.43	8.31	2.77	6.00
\$250,001 - \$375,000	16	15.53%	5.33	12.00	7.06	2.57	4.00
\$375,001 - \$550,000	14	13.59%	5.25	24.00	4.24	5.33	4.80
\$550,001 and up	10	9.71%	10.91	0.00	20.00	9.60	4.00
Market Supply of Inventory (MSI)			4.22	4.30	4.28	3.85	4.62
Total Active Inventory by Units		100%	4.22	24	57	17	5

# September 2021



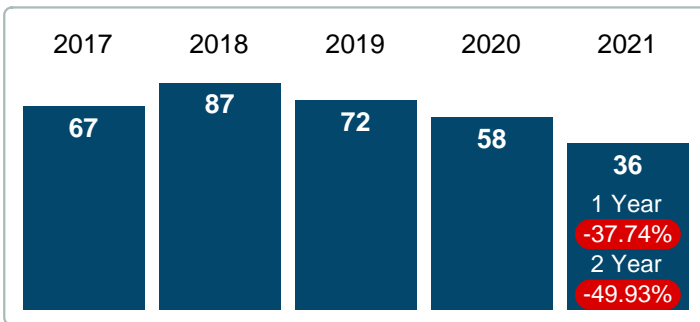
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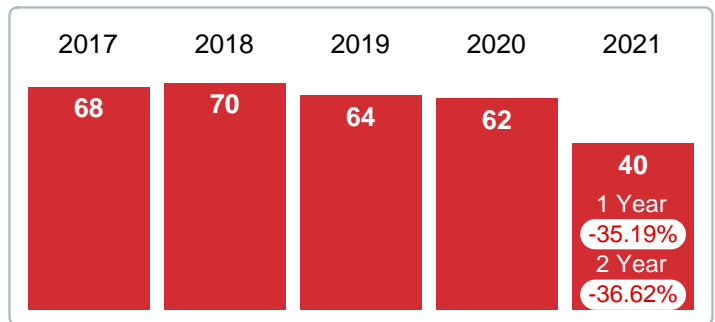
## AVERAGE DAYS ON MARKET TO SALE

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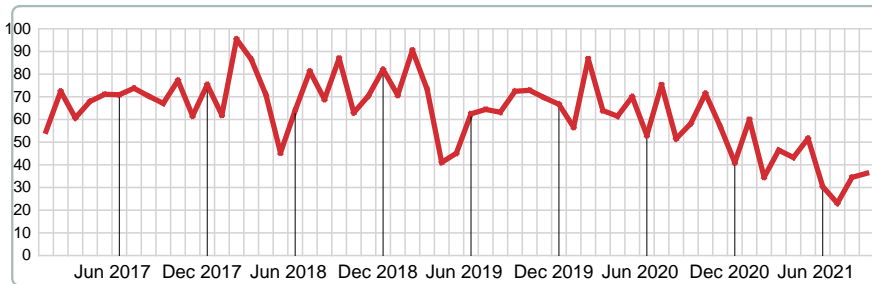
### SEPTEMBER



### YEAR TO DATE (YTD)

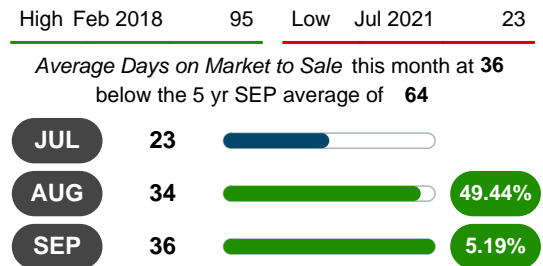


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 64



### 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	10.00%	37	37	0	0	0
\$50,001 - \$75,000	6.67%	56	56	0	0	0
\$75,001 - \$125,000	23.33%	29	41	24	0	0
\$125,001 - \$200,000	20.00%	18	18	22	1	0
\$200,001 - \$275,000	13.33%	11	15	23	3	4
\$275,001 - \$450,000	20.00%	62	5	133	43	52
\$450,001 and up	6.67%	72	0	132	0	11
<b>Average Closed DOM</b>		<b>36</b>	<b>31</b>	<b>48</b>	<b>16</b>	<b>22</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>11</b>	<b>13</b>	<b>3</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>7,532,050</b>	<b>1.53M</b>	<b>2.77M</b>	<b>667.50K</b>	<b>2.56M</b>

# September 2021



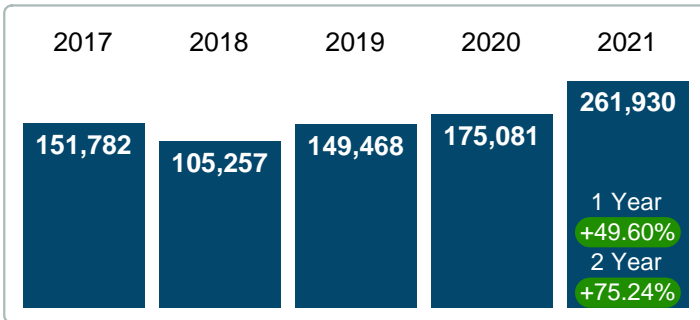
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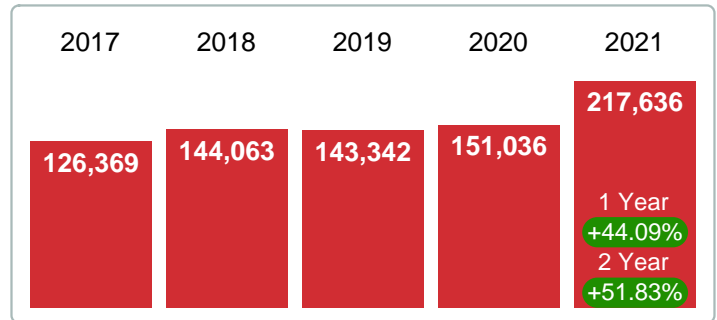
## AVERAGE LIST PRICE AT CLOSING

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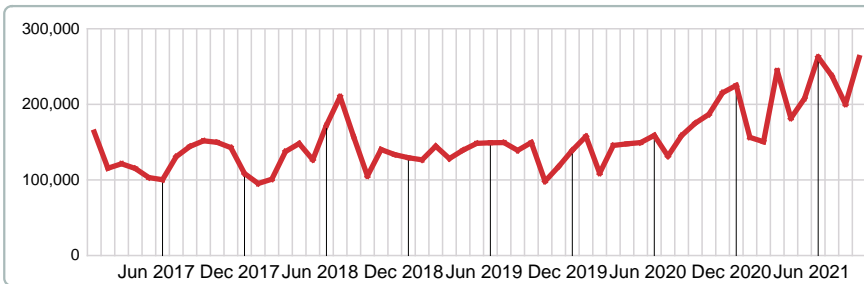
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

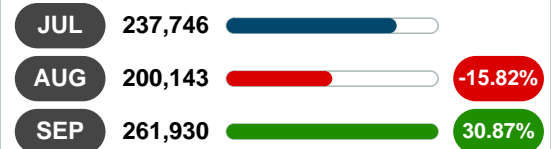


### 3 MONTHS

5 year SEP AVG = 168,704

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

Average List Price at Closing this month at **261,930**  
above the 5 yr SEP average of **168,704**



### 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	6.67%	42,000	46,333	0	0	0
\$50,001 - \$75,000	10.00%	66,600	72,400	0	0	0
\$75,001 - \$125,000	16.67%	104,360	109,950	123,180	0	0
\$125,001 - \$200,000	30.00%	161,089	142,000	154,700	180,000	0
\$200,001 - \$275,000	6.67%	237,000	285,000	265,000	195,000	209,000
\$275,001 - \$450,000	20.00%	338,917	337,500	374,500	324,500	475,000
\$450,001 and up	10.00%	1,031,667	0	725,000	0	1,895,000
<b>Average List Price</b>		<b>261,930</b>	<b>145,973</b>	<b>228,746</b>	<b>233,167</b>	<b>859,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>261,930</b>	<b>11</b>	<b>13</b>	<b>3</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>7,857,900</b>	<b>1.61M</b>	<b>2.97M</b>	<b>699.50K</b>	<b>2.58M</b>



# September 2021



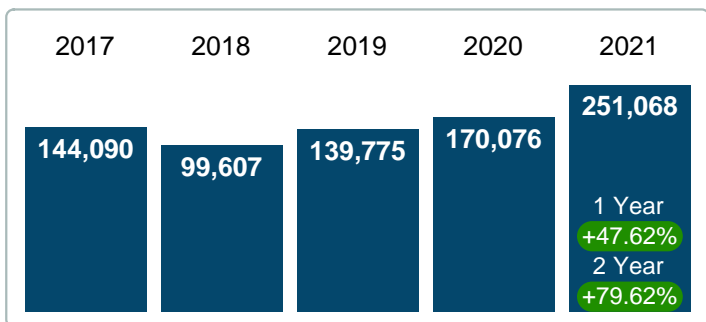
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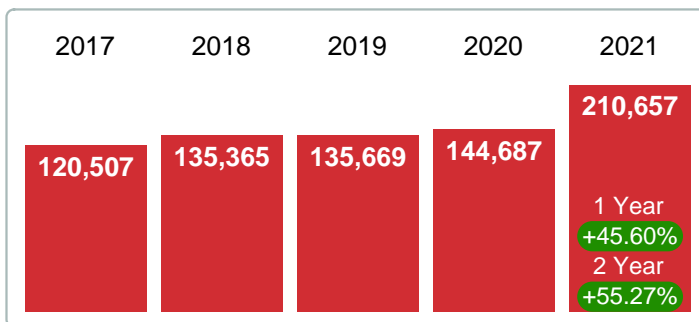
## AVERAGE SOLD PRICE AT CLOSING

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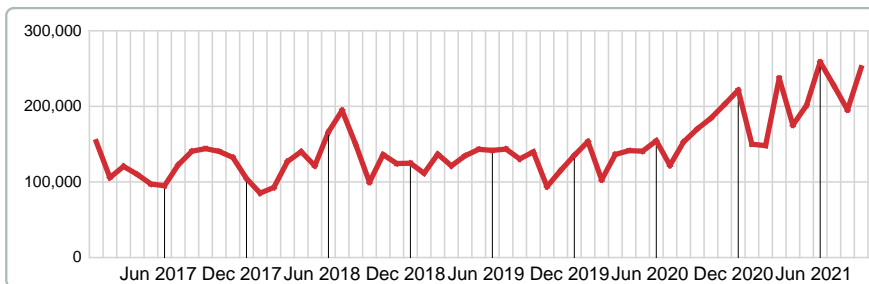
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

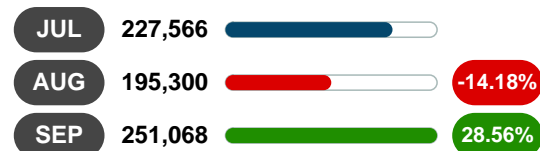


### 3 MONTHS

5 year SEP AVG = 160,923

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

Average Sold Price at Closing this month at **251,068** above the 5 yr SEP average of **160,923**



### 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	10.00%	37,167	37,167	0	0	0
\$50,001 - \$75,000	6.67%	67,250	67,250	0	0	0
\$75,001 - \$125,000	23.33%	104,429	100,500	106,000	0	0
\$125,001 - \$200,000	20.00%	156,067	142,000	152,850	183,000	0
\$200,001 - \$275,000	13.33%	236,500	270,000	265,000	202,000	209,000
\$275,001 - \$450,000	20.00%	356,917	337,500	367,000	282,500	450,000
\$450,001 and up	6.67%	1,265,575	0	631,150	0	01,900,000
<b>Average Sold Price</b>		<b>251,068</b>	<b>139,455</b>	<b>213,196</b>	<b>222,500</b>	<b>853,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>251,068</b>	<b>11</b>	<b>13</b>	<b>3</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>7,532,050</b>	<b>1.53M</b>	<b>2.77M</b>	<b>667.50K</b>	<b>2.56M</b>

# September 2021



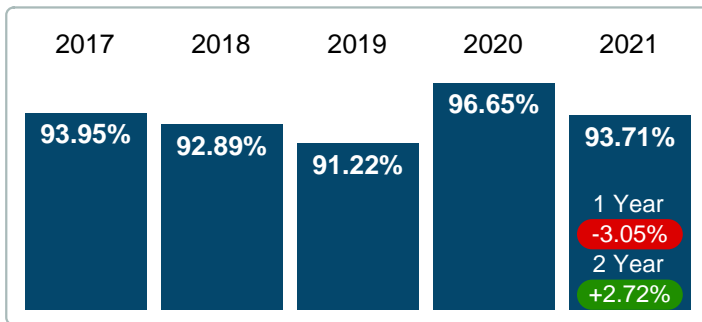
Area Delimited by County Of McIntosh - Residential Property Type



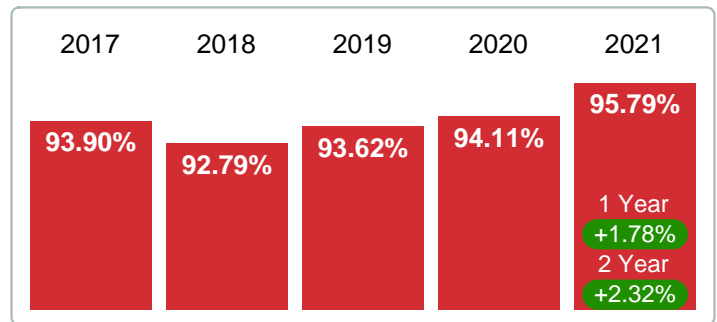
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

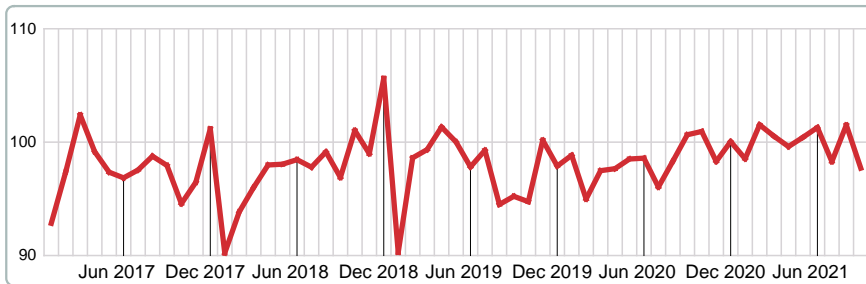
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

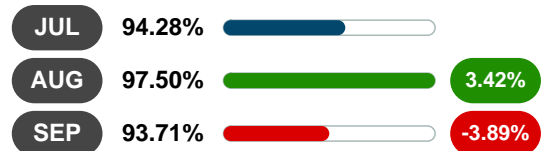


### 3 MONTHS

5 year SEP AVG = 93.68%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at 93.71% equal to 5 yr SEP average of 93.68%



### 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	3	10.00%	81.18%	81.18%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	2	6.67%	92.89%	92.89%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	7	23.33%	88.70%	91.00%	87.78%	0.00%	0.00%
\$125,001 - \$200,000	6	20.00%	99.48%	100.00%	98.81%	101.67%	0.00%
\$200,001 - \$275,000	4	13.33%	99.58%	94.74%	100.00%	103.59%	100.00%
\$275,001 - \$450,000	6	20.00%	96.41%	100.00%	98.33%	87.06%	94.74%
\$450,001 and up	2	6.67%	93.66%	0.00%	87.06%	0.00%	100.26%
Average Sold/List Ratio		93.70%		91.46%	93.68%	97.44%	98.33%
Total Closed Units		30	100%	11	13	3	3
Total Closed Volume		7,532,050		1.53M	2.77M	667.50K	2.56M

# September 2021



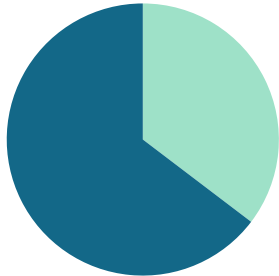
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

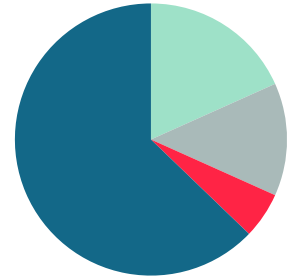


**Inventory**  
 New Listings  
**47 = 35.34%**  
 Start Inventory  
**86**  
 Total Inventory Units  
**133**  
 Volume  
**\$36,171,443**

### Market Activity

Closed Sales  
**30 = 18.29%**  
 Pending Sales  
**22 = 13.41%**  
 Other Off Market  
**9 = 5.49%**  
 Active Inventory  
**103 = 62.80%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	32	30	-6.25%	201	228	13.43%
Pending Sales	29	22	-24.14%	237	240	1.27%
New Listings	30	47	56.67%	368	334	-9.24%
Average List Price	175,081	261,930	49.60%	151,036	217,636	44.09%
Average Sale Price	170,076	251,068	47.62%	144,687	210,657	45.60%
Average Percent of Selling Price to List Price	96.65%	93.71%	-3.05%	94.11%	95.79%	1.78%
Average Days on Market to Sale	58.25	36.27	-37.74%	62.31	40.38	-35.19%
Monthly Inventory	90	103	14.44%	90	103	14.44%
Months Supply of Inventory	4.41	4.22	-4.30%	4.41	4.22	-4.30%

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

**Inventory** on September 30, 2021 = **103**

**2020** **2021**

### SEPTEMBER MARKET

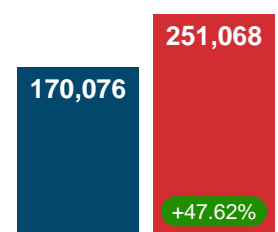
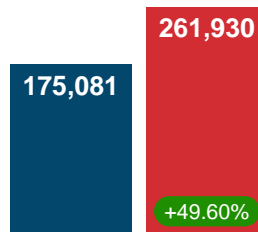
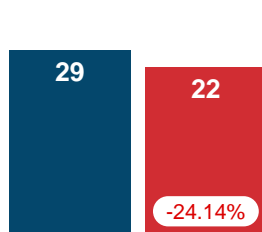
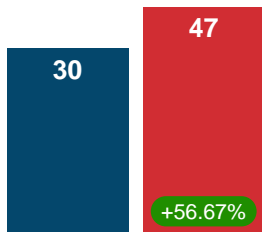
### AVERAGE PRICES

#### 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

