

September 2021



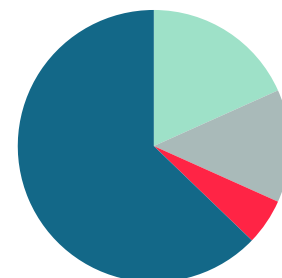
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	148,200	162,450	9.62%
Median Sale Price	138,863	154,450	11.23%
Median Percent of Selling Price to List Price	98.39%	96.33%	-2.09%
Median Days on Market to Sale	40.50	18.00	-55.56%
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.

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 **11.23%** in September 2021 to \$154,450 versus the previous year at \$138,863.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 22.50 days or **55.56%** in September 2021 compared to last year's same month at **40.50** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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.

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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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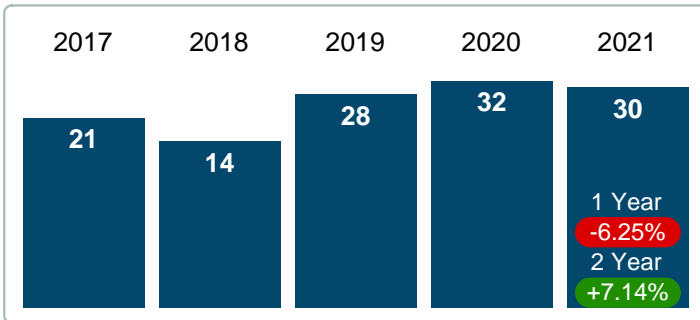
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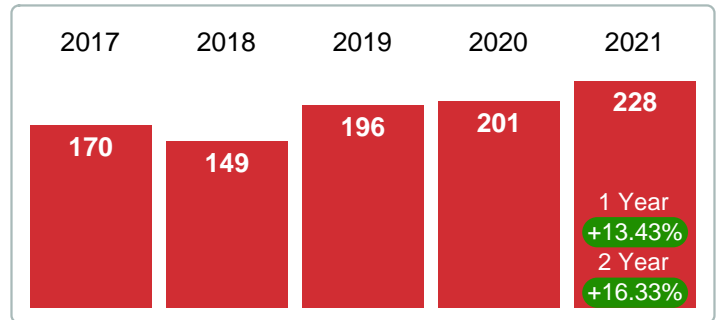
CLOSED LISTINGS

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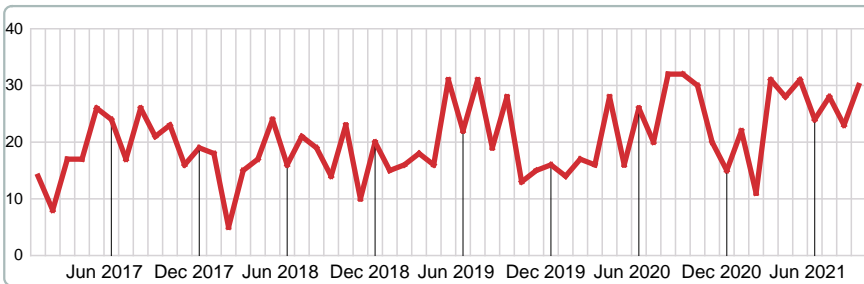
SEPTEMBER



YEAR TO DATE (YTD)

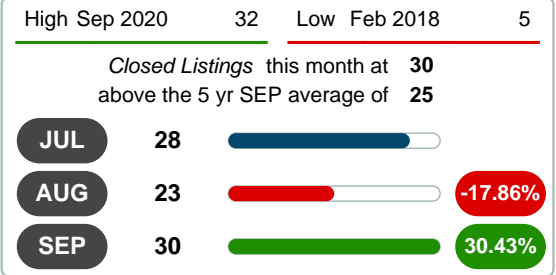


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 25



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	10.00%	46.0	3	0	0	0
\$50,001 - \$75,000	2	6.67%	55.5	2	0	0	0
\$75,001 - \$125,000	7	23.33%	21.0	2	5	0	0
\$125,001 - \$200,000	6	20.00%	2.5	1	4	1	0
\$200,001 - \$275,000	4	13.33%	9.5	1	1	1	1
\$275,001 - \$450,000	6	20.00%	47.5	2	2	1	1
\$450,001 and up	2	6.67%	71.5	0	1	0	1
Total Closed Units	30			11	13	3	3
Total Closed Volume	7,532,050	100%	18.0	1.53M	2.77M	667.50K	2.56M
Median Closed Price	\$154,450			\$86,000	\$149,000	\$202,000	\$450,000

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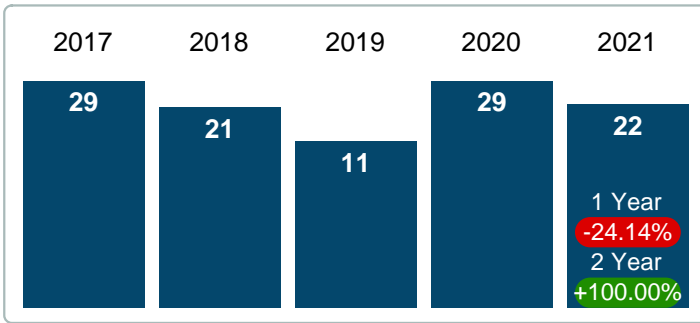
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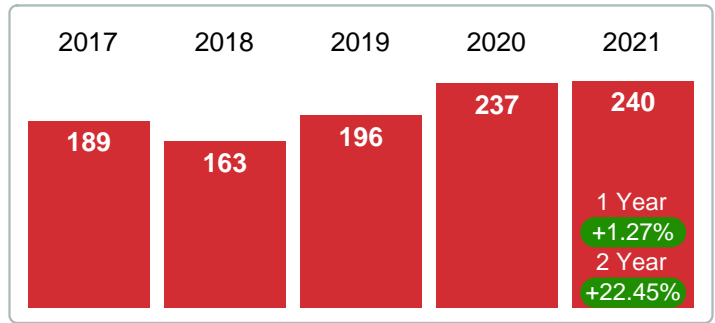
PENDING LISTINGS

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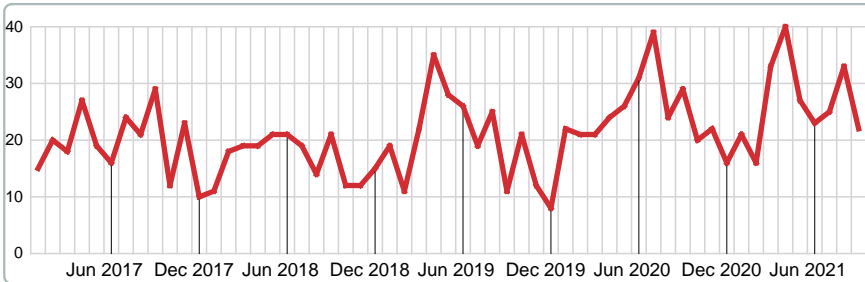
SEPTEMBER



YEAR TO DATE (YTD)

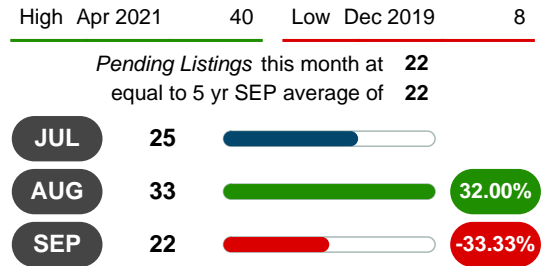


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	71.5	0	0	0	0
\$25,001 - \$50,000	4	18.18%	11.0	4	0	0	0
\$50,001 - \$100,000	2	9.09%	48.0	0	2	0	0
\$100,001 - \$300,000	7	31.82%	28.0	2	4	1	0
\$300,001 - \$375,000	5	22.73%	30.0	0	3	1	1
\$375,001 - \$375,000	0	0.00%	30.0	0	0	0	0
\$375,001 and up	4	18.18%	36.0	1	3	0	0
Total Pending Units	22			7	12	2	1
Total Pending Volume	4,900,900	100%	29.5	832.00K	3.29M	430.00K	350.00K
Median Listing Price	\$197,500			\$46,000	\$312,000	\$215,000	\$350,000

September 2021



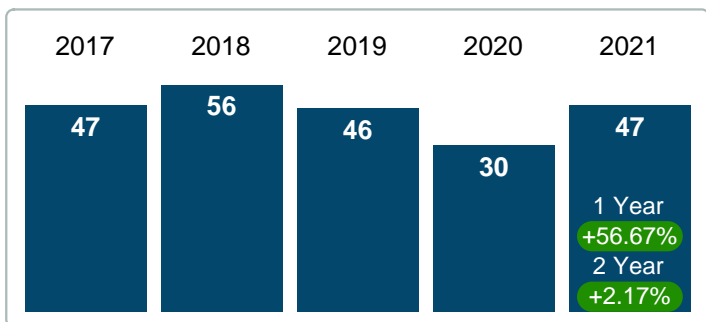
Area Delimited by County Of McIntosh - Residential Property Type



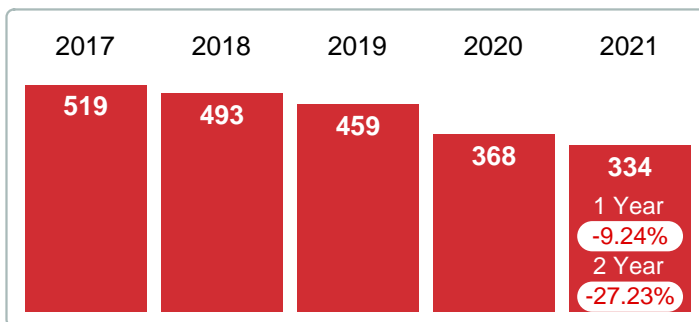
NEW LISTINGS

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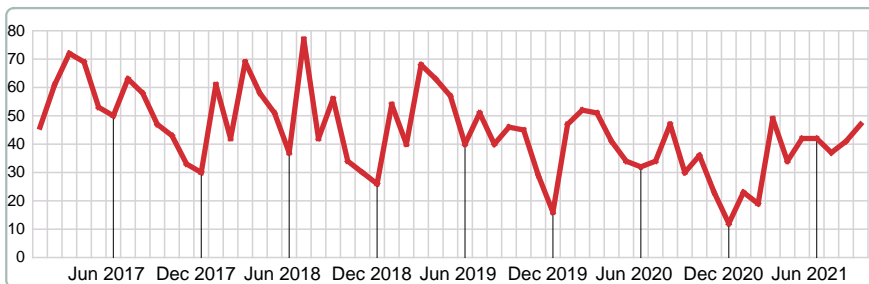
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

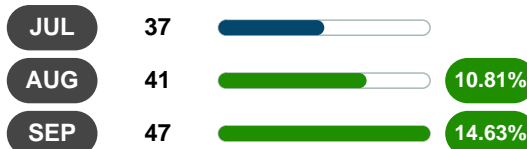


3 MONTHS

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
Total New Listed Units	47		13	30	3	1
Total New Listed Volume	10,622,400	100%	1.80M	7.33M	1.15M	340.00K
Median New Listed Listing Price	\$185,000		\$128,000	\$207,450	\$399,900	\$340,000

September 2021



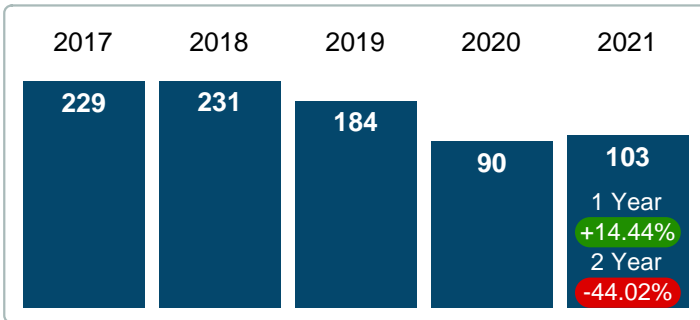
Area Delimited by County Of McIntosh - Residential Property Type



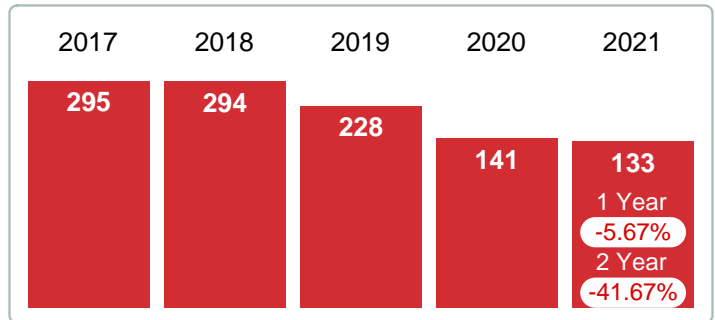
ACTIVE INVENTORY

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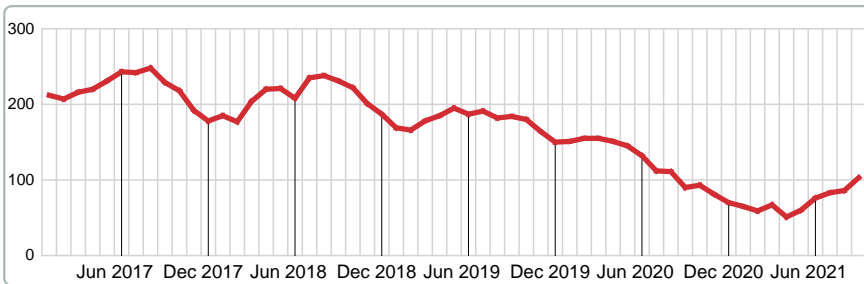
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

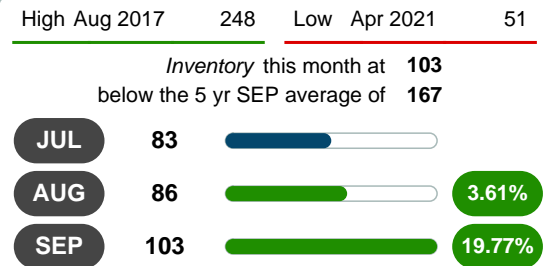


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 167



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	3.88%	80.5	3	1	0	0
\$50,001 - \$125,000	20	19.42%	58.5	9	10	1	0
\$125,001 - \$175,000	15	14.56%	22.0	6	7	2	0
\$175,001 - \$250,000	24	23.30%	50.0	2	18	3	1
\$250,001 - \$375,000	16	15.53%	74.5	2	10	3	1
\$375,001 - \$550,000	14	13.59%	73.0	2	6	4	2
\$550,001 and up	10	9.71%	60.0	0	5	4	1
Total Active Inventory by Units	103			24	57	17	5
Total Active Inventory by Volume	28,574,200	100%	49.0	3.62M	15.73M	7.10M	2.12M
Median Active Inventory Listing Price	\$225,000			\$124,000	\$229,900	\$350,000	\$390,000

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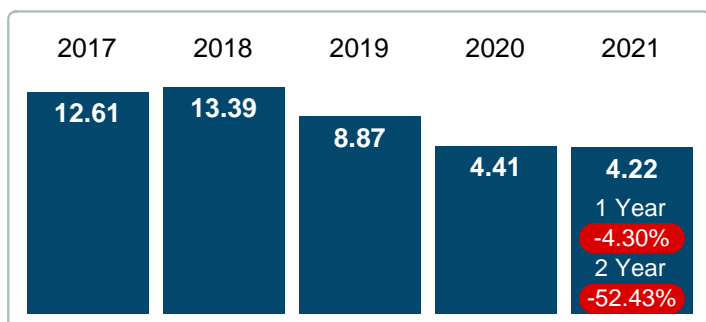
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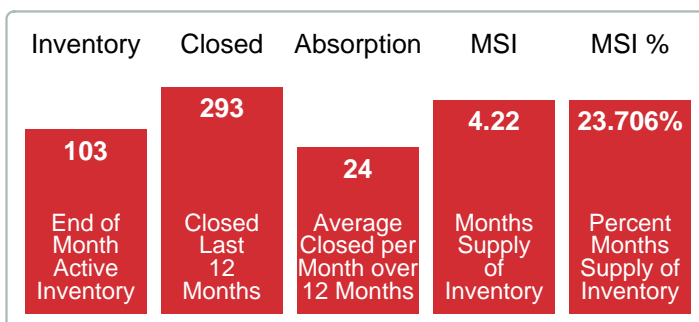
MONTHS SUPPLY of INVENTORY (MSI)

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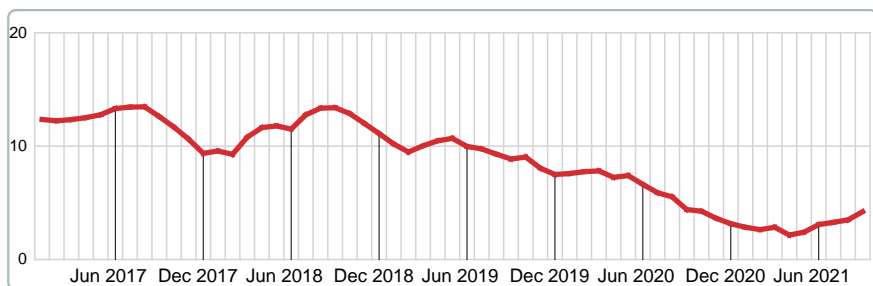
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

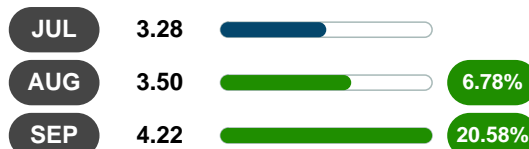


3 MONTHS

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

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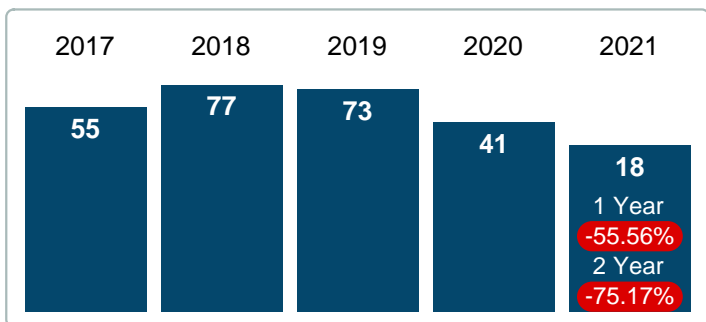
Area Delimited by County Of McIntosh - Residential Property Type



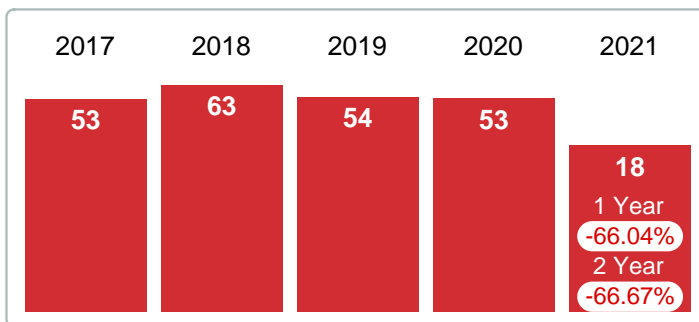
MEDIAN DAYS ON MARKET TO SALE

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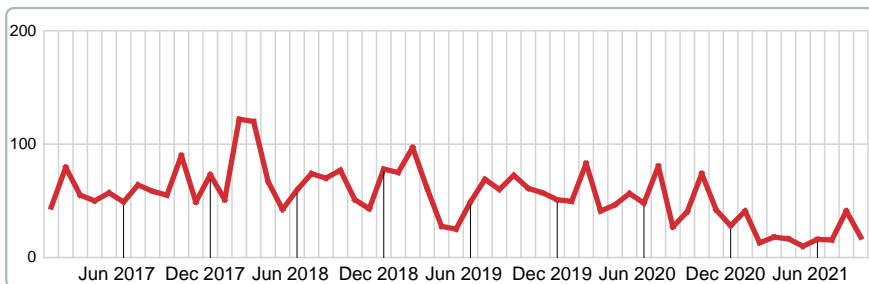
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

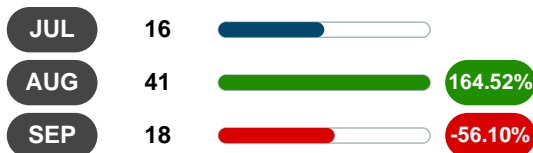


3 MONTHS

5 year SEP AVG = 53

High Feb 2018 122 Low May 2021 10

Median Days on Market to Sale this month at 18 below the 5 yr SEP average of 53



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
\$50,000 and less	10.00%	46	46	0	0	0
\$50,001 - \$75,000	6.67%	56	56	0	0	0
\$75,001 - \$125,000	23.33%	21	41	21	0	0
\$125,001 - \$200,000	20.00%	3	18	3	1	0
\$200,001 - \$275,000	13.33%	10	15	23	3	4
\$275,001 - \$450,000	20.00%	48	5	133	43	52
\$450,001 and up	6.67%	72	0	132	0	11
Median Closed DOM		18	15	23	3	11
Total Closed Units	100%	18.0	11	13	3	3
Total Closed Volume		7,532,050	1.53M	2.77M	667.50K	2.56M

September 2021



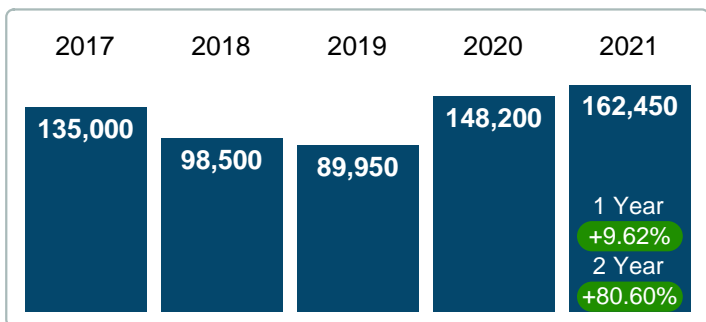
Area Delimited by County Of McIntosh - Residential Property Type



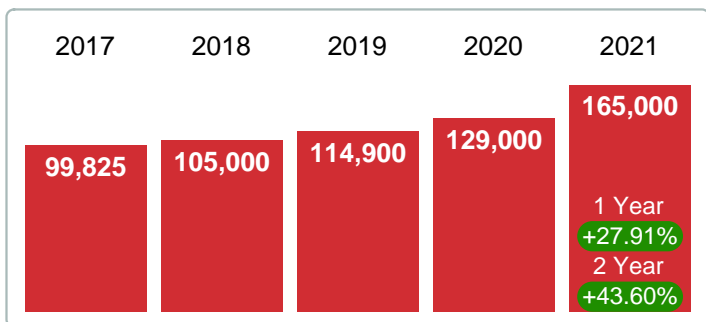
MEDIAN LIST PRICE AT CLOSING

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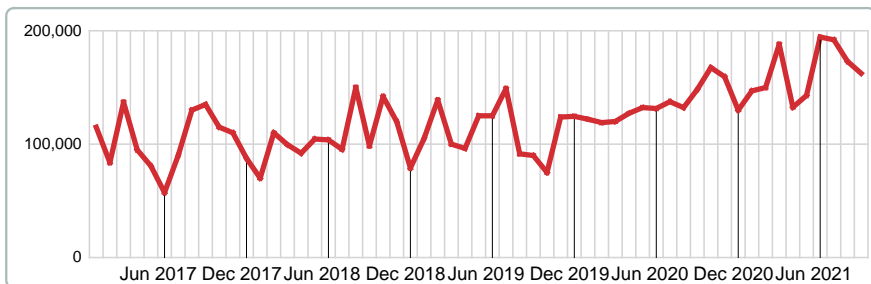
SEPTEMBER



YEAR TO DATE (YTD)

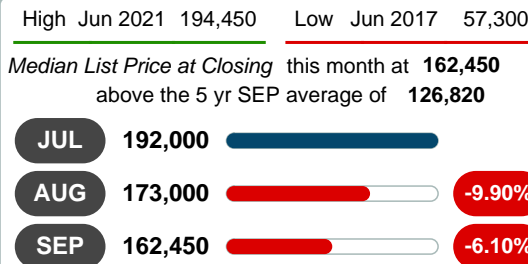


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 126,820



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
\$50,000 and less	6.67%	42,000	42,000	0	0	0
\$50,001 - \$75,000	10.00%	69,900	69,900	0	0	0
\$75,001 - \$125,000	16.67%	105,000	109,950	92,000	0	0
\$125,001 - \$200,000	30.00%	159,900	142,000	159,450	187,500	0
\$200,001 - \$275,000	6.67%	237,000	0	265,000	0	209,000
\$275,001 - \$450,000	20.00%	311,750	285,000	374,500	324,500	0
\$450,001 and up	10.00%	725,000	0	725,000	0	1,185,000
Median List Price		162,450	105,000	159,900	195,000	475,000
Total Closed Units	100%	162,450	11	13	3	3
Total Closed Volume		7,857,900	1.61M	2.97M	699.50K	2.58M

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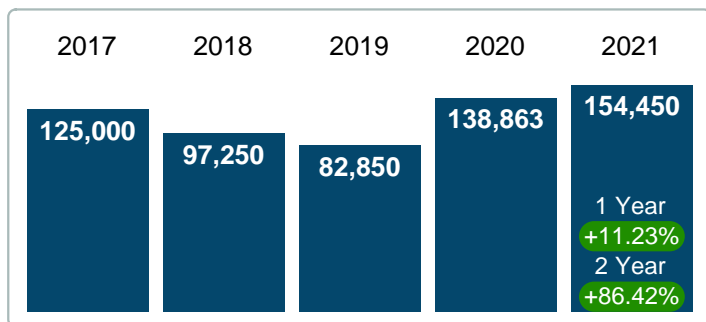
Area Delimited by County Of McIntosh - Residential Property Type



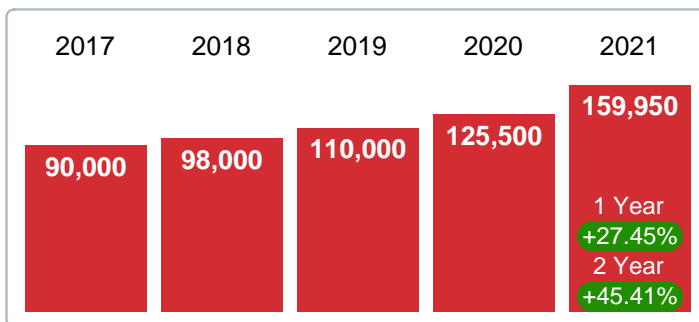
MEDIAN SOLD PRICE AT CLOSING

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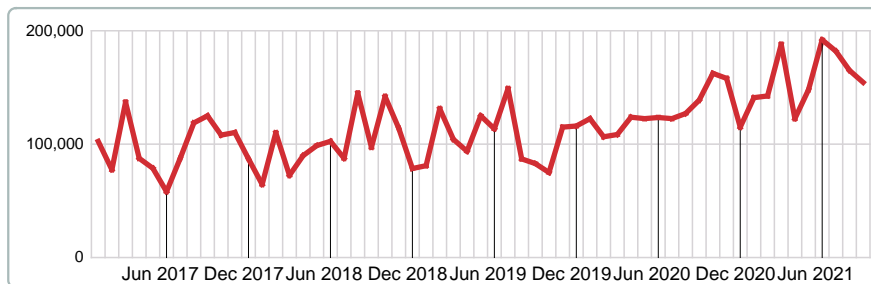
SEPTEMBER



YEAR TO DATE (YTD)

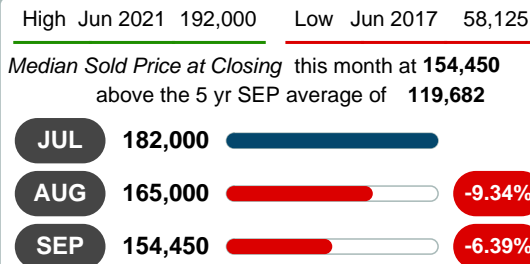


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 119,682



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
\$50,000 and less	3	10.00%	39,000	39,000	0	0	0
\$50,001 - \$75,000	2	6.67%	67,250	67,250	0	0	0
\$75,001 - \$125,000	7	23.33%	115,000	100,500	120,000	0	0
\$125,001 - \$200,000	6	20.00%	154,450	142,000	154,450	183,000	0
\$200,001 - \$275,000	4	13.33%	237,000	270,000	265,000	202,000	209,000
\$275,001 - \$450,000	6	20.00%	347,000	337,500	367,000	282,500	450,000
\$450,001 and up	2	6.67%	1,265,575	0	631,150		01,900,000
Median Sold Price			154,450	86,000	149,000	202,000	450,000
Total Closed Units		100%	154,450	11	13	3	3
Total Closed Volume			7,532,050	1.53M	2.77M	667.50K	2.56M

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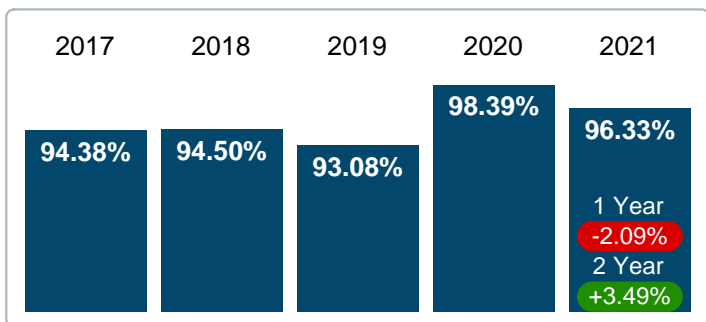
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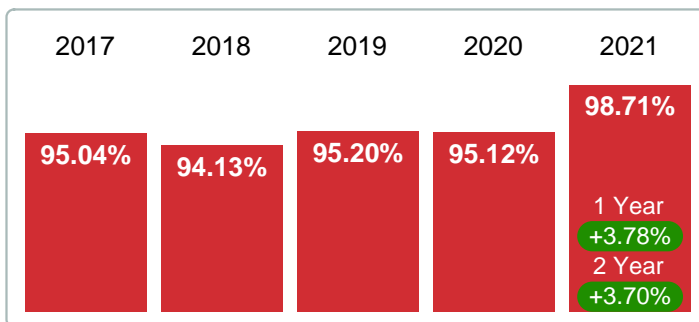
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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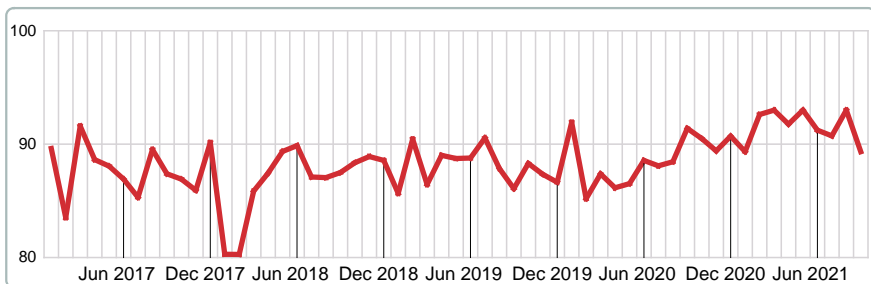
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

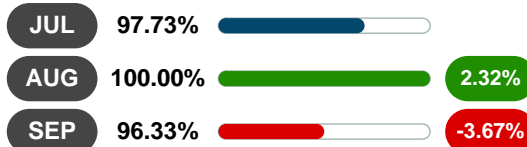


3 MONTHS

5 year SEP AVG = 95.34%

High Aug 2021 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **96.33%**
 above the 5 yr SEP average of **95.34%**



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
\$50,000 and less	3	10.00%	79.09%	79.09%	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%	92.39%	91.00%	92.39%	0.00%	0.00%
\$125,001 - \$200,000	6	20.00%	100.00%	100.00%	100.00%	101.67%	0.00%
\$200,001 - \$275,000	4	13.33%	100.00%	94.74%	100.00%	103.59%	100.00%
\$275,001 - \$450,000	6	20.00%	98.33%	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%
Median Sold/List Ratio		96.33%		94.74%	96.00%	101.67%	100.00%
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



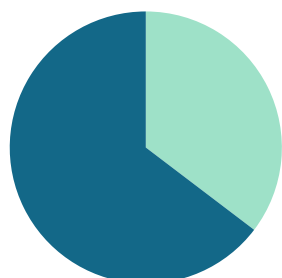
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

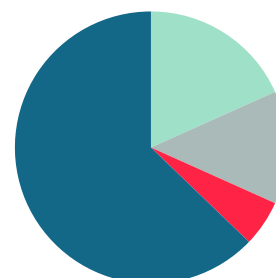


Inventory
 New Listings
47 = 35.34%
 Start Inventory
86
 Total Inventory Units
133
 Volume
\$36,171,443

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%
Median List Price	148,200	162,450	9.62%	129,000	165,000	27.91%
Median Sale Price	138,863	154,450	11.23%	125,500	159,950	27.45%
Median Percent of Selling Price to List Price	98.39%	96.33%	-2.09%	95.12%	98.71%	3.78%
Median Days on Market to Sale	40.50	18.00	-55.56%	53.00	18.00	-66.04%
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%

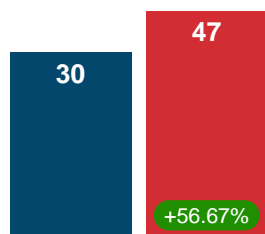
Absorption: Last 12 months, an Average of **24** Sales/Month

Inventory on September 30, 2021 = **103** 2020 2021

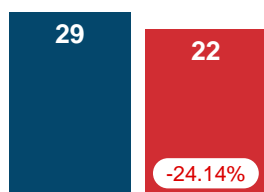
SEPTEMBER MARKET

MEDIAN PRICES

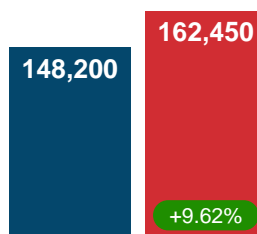
New Listings



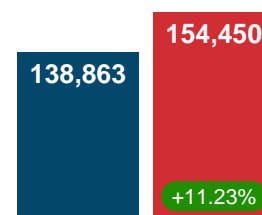
Pending Listings



List Price



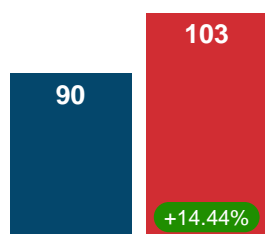
Sale Price



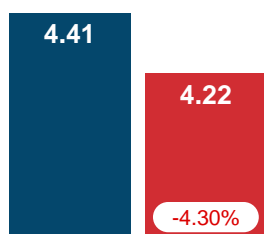
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

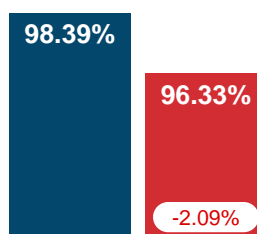
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

