

## March 2022



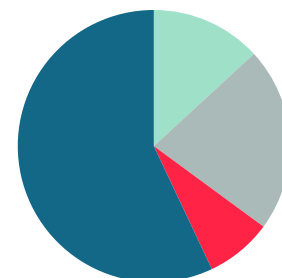
Area Delimited by County Of McIntosh - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	31	15	-51.61%
Pending Listings	33	25	-24.24%
New Listings	49	35	-28.57%
Average List Price	244,516	276,464	13.07%
Average Sale Price	237,163	267,300	12.71%
Average Percent of Selling Price to List Price	96.52%	94.11%	-2.50%
Average Days on Market to Sale	46.45	69.67	49.98%
End of Month Inventory	67	65	-2.99%
Months Supply of Inventory	2.84	2.61	-8.18%



■ Closed (13.16%)  
■ Pending (21.93%)  
■ Other OffMarket (7.89%)  
■ Active (57.02%)

**Absorption:** Last 12 months, an Average of **25** Sales/Month  
**Active Inventory** as of March 31, 2022 = **65**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2022 decreased **2.99%** to 65 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 **2.61** 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 **12.71%** in March 2022 to \$267,300 versus the previous year at \$237,163.

##### Average Days on Market Lengthens

The average number of **69.67** days that homes spent on the market before selling increased by 23.22 days or **49.98%** in March 2022 compared to last year's same month at **46.45** DOM.

##### Sales Success for March 2022 is Positive

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

There were 35 New Listings in March 2022, down **28.57%** from last year at 49. Furthermore, there were 15 Closed Listings this month versus last year at 31, a **-51.61%** decrease.

Closed versus Listed trends yielded a **42.9%** ratio, down from previous year's, March 2021, at **63.3%**, a **32.26%** downswing. This will certainly create pressure on a decreasing Monthly  $\frac{1}{2}$ 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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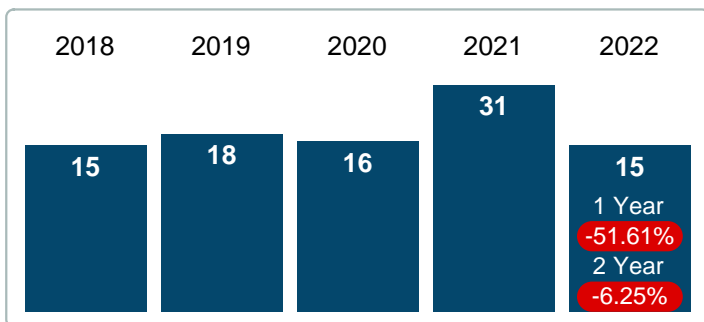
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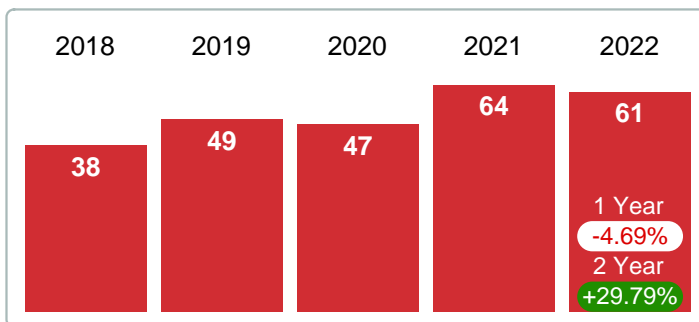
## CLOSED LISTINGS

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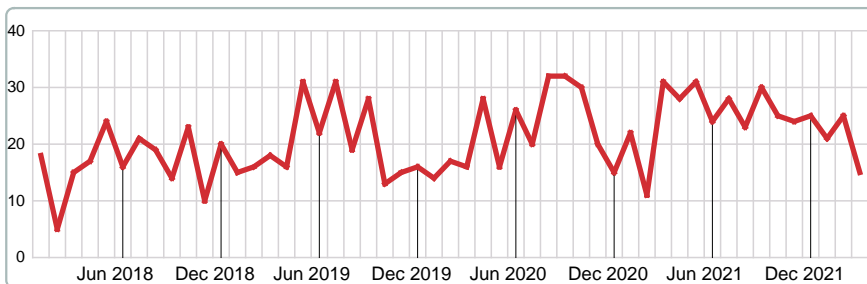
### MARCH



### YEAR TO DATE (YTD)

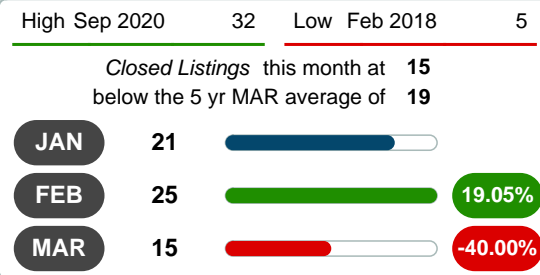


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 19



### 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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$150,000	3	20.00%	51.0	1	1	1	0
\$150,001 - \$200,000	3	20.00%	88.0	0	3	0	0
\$200,001 - \$325,000	3	20.00%	58.0	1	2	0	0
\$325,001 - \$325,000	0	0.00%	0.0	0	0	0	0
\$325,001 - \$375,000	4	26.67%	63.5	0	3	1	0
\$375,001 and up	2	13.33%	100.0	0	0	1	1
<b>Total Closed Units</b>	<b>15</b>			<b>2</b>	<b>9</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,009,500</b>	<b>100%</b>	<b>69.7</b>	<b>315.00K</b>	<b>2.19M</b>	<b>805.00K</b>	<b>700.00K</b>
<b>Average Closed Price</b>	<b>\$267,300</b>			<b>\$157,500</b>	<b>\$243,278</b>	<b>\$268,333</b>	<b>\$700,000</b>

# March 2022



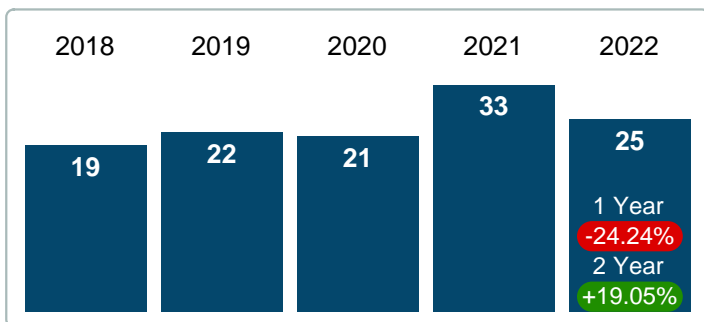
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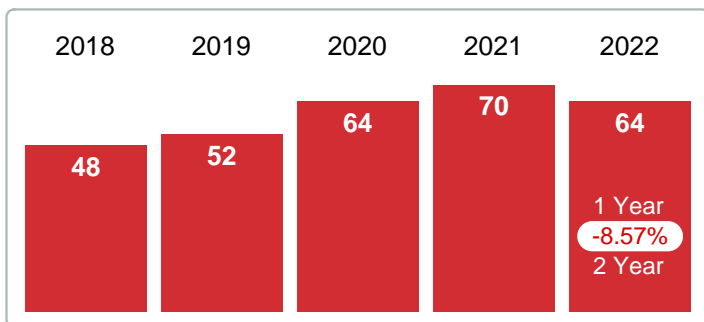
## PENDING LISTINGS

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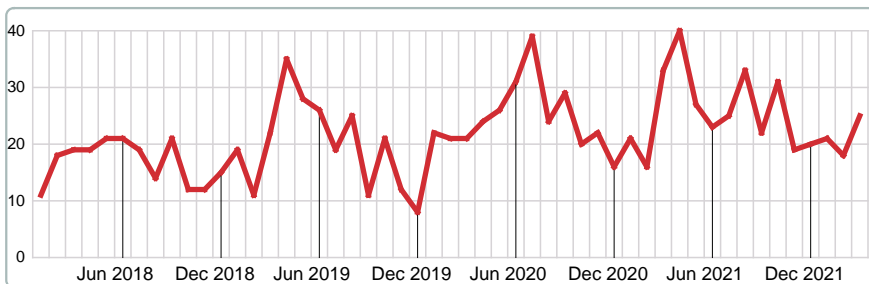
### MARCH



### YEAR TO DATE (YTD)

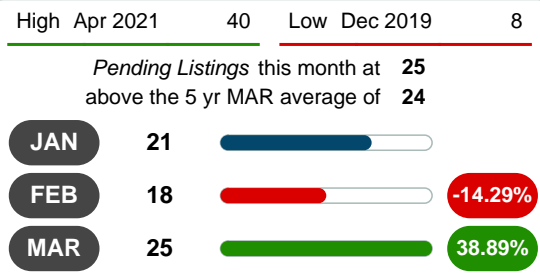


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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
\$100,000 and less	2	8.00%	87.5	1	1	0	0
\$100,001 - \$150,000	2	8.00%	5.5	2	0	0	0
\$150,001 - \$200,000	5	20.00%	22.2	1	3	1	0
\$200,001 - \$275,000	5	20.00%	26.0	0	3	2	0
\$275,001 - \$350,000	4	16.00%	39.5	0	3	1	0
\$350,001 - \$575,000	4	16.00%	63.5	0	4	0	0
\$575,001 and up	3	12.00%	167.0	0	3	0	0
<b>Total Pending Units</b>	<b>25</b>			<b>4</b>	<b>17</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,000,900</b>	<b>100%</b>	<b>53.6</b>	<b>448.50K</b>	<b>5.63M</b>	<b>924.90K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$280,036</b>			<b>\$112,125</b>	<b>\$331,029</b>	<b>\$231,225</b>	<b>\$0</b>

# March 2022



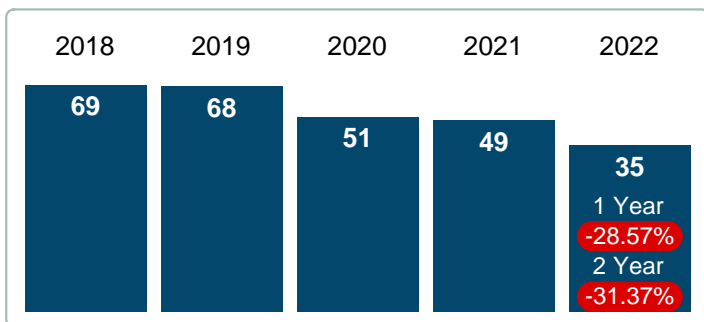
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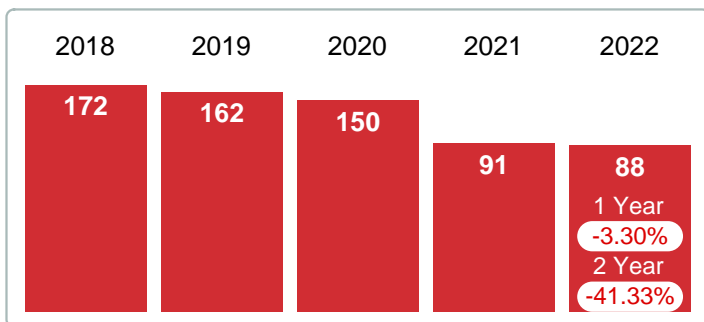
## NEW LISTINGS

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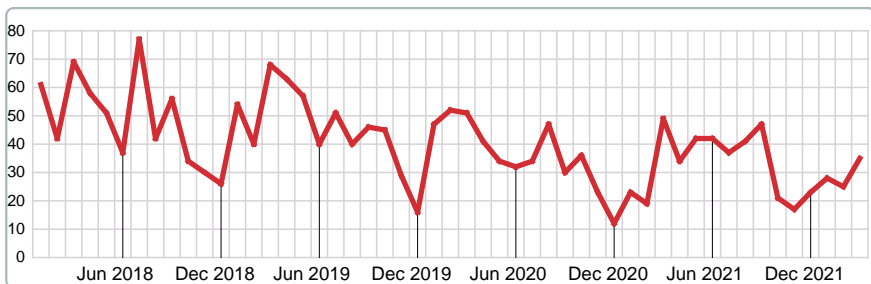
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 54

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 35 below the 5 yr MAR average of 54

Month	New Listings	% Change
JAN	28	
FEB	25	-10.71%
MAR	35	40.00%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	2.86%	1	0	0	0
\$75,001 - \$125,000	6	17.14%	4	1	1	0
\$125,001 - \$225,000	7	20.00%	1	6	0	0
\$225,001 - \$275,000	6	17.14%	1	2	3	0
\$275,001 - \$375,000	7	20.00%	0	4	3	0
\$375,001 - \$450,000	5	14.29%	0	3	2	0
\$450,001 and up	3	8.57%	0	1	2	0
<b>Total New Listed Units</b>	<b>35</b>		<b>7</b>	<b>17</b>	<b>11</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>9,299,050</b>	<b>100%</b>	<b>930.00K</b>	<b>4.65M</b>	<b>3.72M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$285,567</b>		<b>\$132,857</b>	<b>\$273,744</b>	<b>\$337,764</b>	<b>\$0</b>

# March 2022



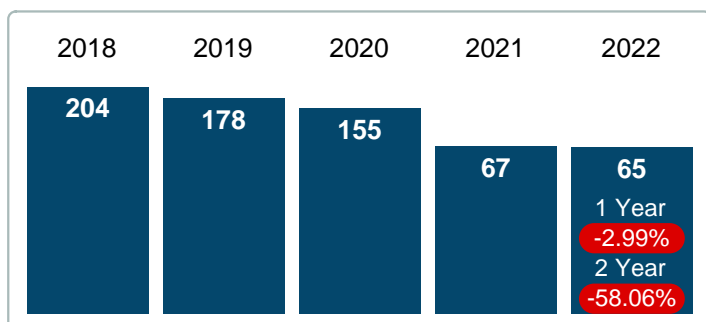
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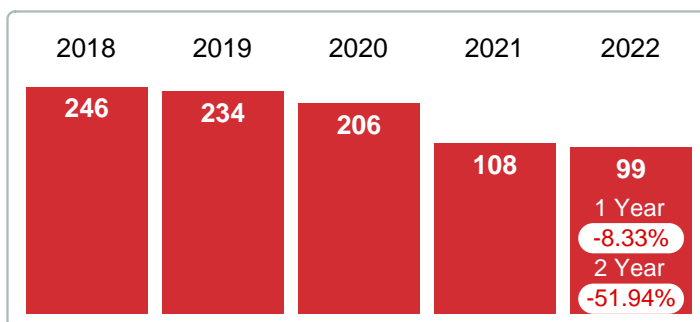
## ACTIVE INVENTORY

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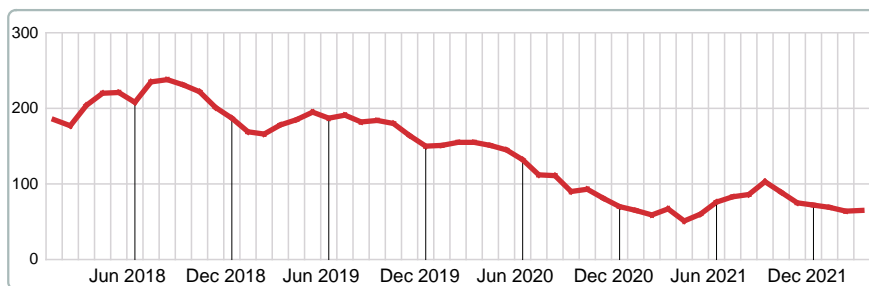
### END OF MARCH



### ACTIVE DURING MARCH

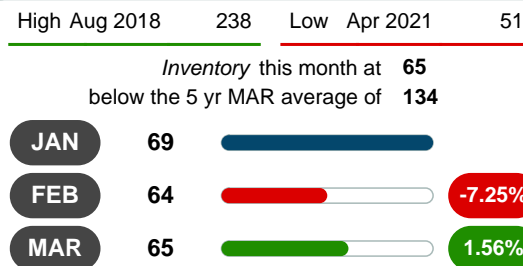


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 134



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.15%	45.5	3	1	0	0
\$75,001 - \$125,000	5	7.69%	17.2	3	1	1	0
\$125,001 - \$225,000	16	24.62%	101.6	3	11	2	0
\$225,001 - \$300,000	16	24.62%	62.7	2	12	2	0
\$300,001 - \$375,000	8	12.31%	90.0	1	1	4	2
\$375,001 - \$475,000	9	13.85%	35.6	1	5	3	0
\$475,001 and up	7	10.77%	77.1	0	2	2	3
<b>Total Active Inventory by Units</b>	<b>65</b>			<b>13</b>	<b>33</b>	<b>14</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>18,770,250</b>	<b>100%</b>	<b>68.9</b>	<b>2.30M</b>	<b>8.89M</b>	<b>4.67M</b>	<b>2.91M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$288,773</b>			<b>\$176,715</b>	<b>\$269,368</b>	<b>\$333,707</b>	<b>\$582,380</b>

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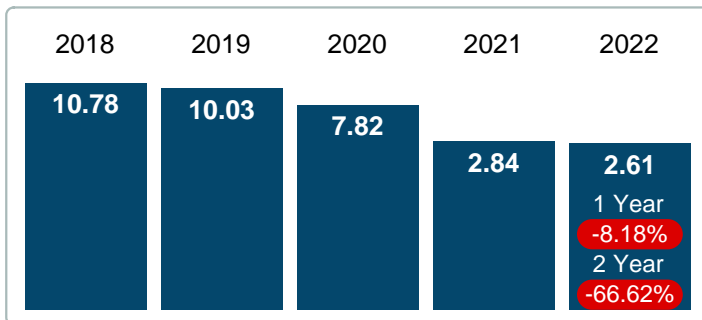
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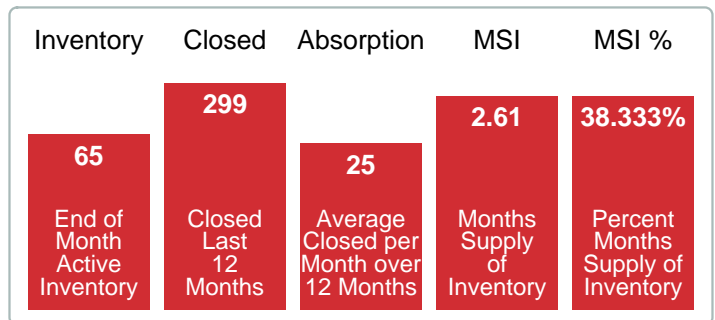
## MONTHS SUPPLY of INVENTORY (MSI)

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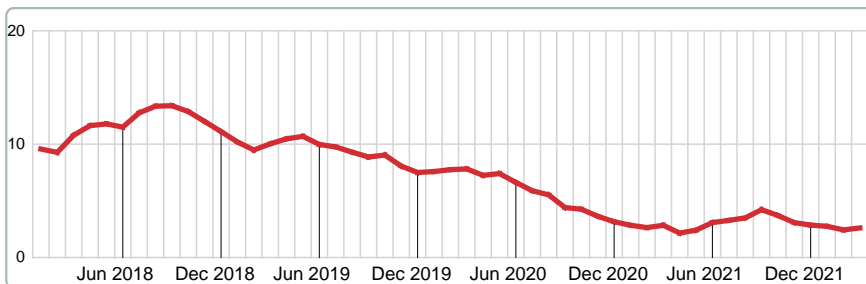
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 6.82

High Sep 2018 13.39 Low Apr 2021 2.16

Months Supply this month at 2.61 below the 5 yr MAR average of 6.82



### 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
\$75,000 and less	4	6.15%	0.86	0.97	0.71	0.00	0.00
\$75,001 - \$125,000	5	7.69%	1.18	2.77	0.34	4.00	0.00
\$125,001 - \$225,000	16	24.62%	2.06	1.80	2.24	1.85	0.00
\$225,001 - \$300,000	16	24.62%	5.82	4.80	8.00	2.67	0.00
\$300,001 - \$375,000	8	12.31%	3.56	12.00	0.63	12.00	8.00
\$375,001 - \$475,000	9	13.85%	4.50	12.00	4.00	7.20	0.00
\$475,001 and up	7	10.77%	5.60	0.00	3.43	4.00	18.00
Market Supply of Inventory (MSI)			2.61	2.03	2.33	4.00	6.00
Total Active Inventory by Units		100%	2.61	13	33	14	5

# March 2022



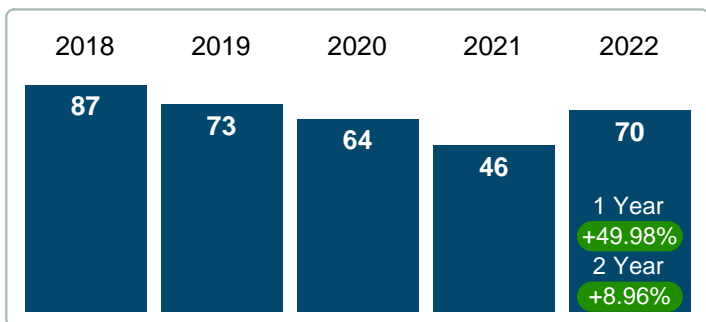
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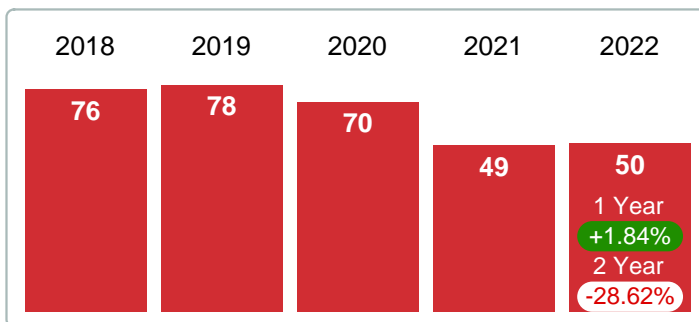
## AVERAGE DAYS ON MARKET TO SALE

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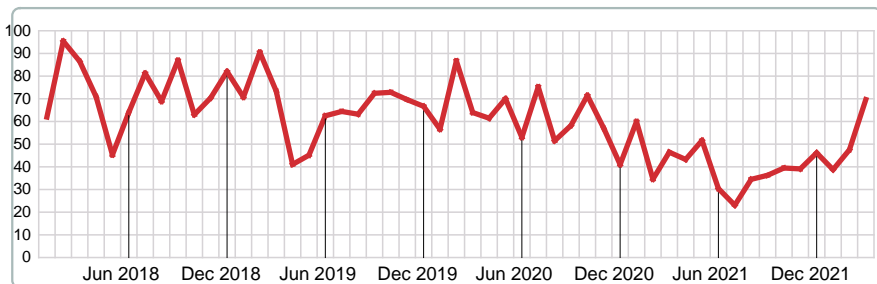
### MARCH



### YEAR TO DATE (YTD)

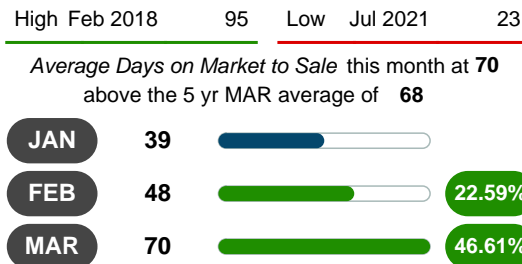


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 68



### 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	0.00%	0	0	0	0	0
\$50,001 - \$150,000	20.00%	51	58	10	85	0
\$150,001 - \$200,000	20.00%	88	0	88	0	0
\$200,001 - \$325,000	20.00%	58	13	81	0	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$375,000	26.67%	64	0	76	25	0
\$375,001 and up	13.33%	100	0	0	25	175
<b>Average Closed DOM</b>		<b>70</b>	<b>36</b>	<b>74</b>	<b>45</b>	<b>175</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>70</b>	<b>2</b>	<b>9</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,009,500</b>	<b>315.00K</b>	<b>2.19M</b>	<b>805.00K</b>	<b>700.00K</b>

# March 2022



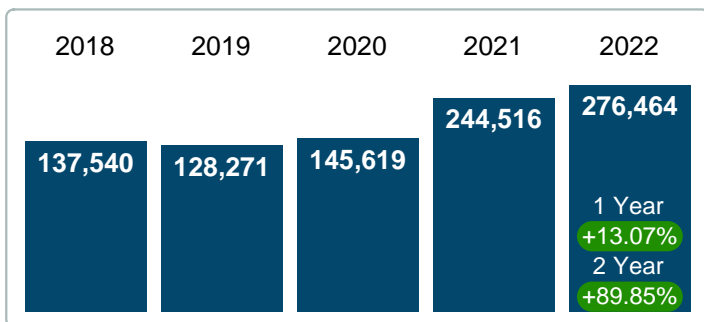
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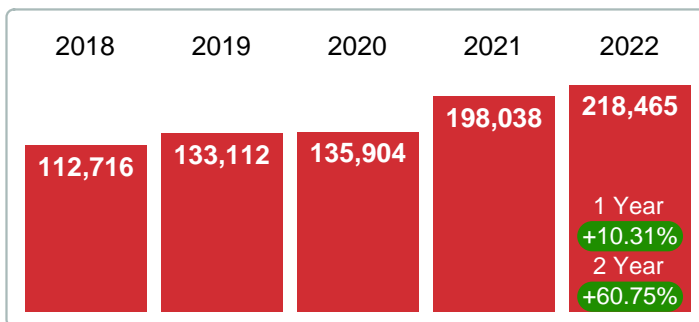
## AVERAGE LIST PRICE AT CLOSING

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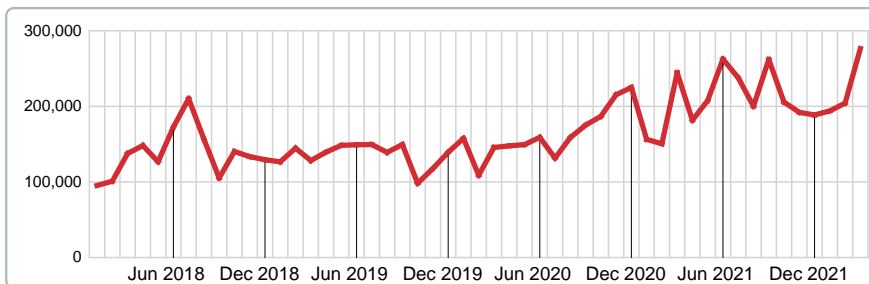
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

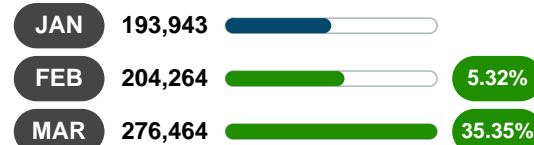


### 3 MONTHS

5 year MAR AVG = 186,482

High Mar 2022 276,464 Low Jan 2018 95,292

Average List Price at Closing this month at **276,464**  
above the 5 yr MAR average of **186,482**



### 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	0.00%	0	0	0	0	0
\$50,001 - \$150,000	20.00%	90,818	65,000	122,900	84,555	0
\$150,001 - \$200,000	13.33%	182,000	0	194,667	0	0
\$200,001 - \$325,000	26.67%	248,125	259,000	256,750	0	0
\$325,001 - \$325,000	0.00%	0	0	0	0	0
\$325,001 - \$375,000	20.00%	351,000	0	371,000	355,000	0
\$375,001 and up	20.00%	488,333	0	0	425,000	625,000
<b>Average List Price</b>		<b>276,464</b>	<b>162,000</b>	<b>259,267</b>	<b>288,185</b>	<b>625,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>276,464</b>	<b>2</b>	<b>9</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,146,955</b>	<b>324.00K</b>	<b>2.33M</b>	<b>864.56K</b>	<b>625.00K</b>



# March 2022



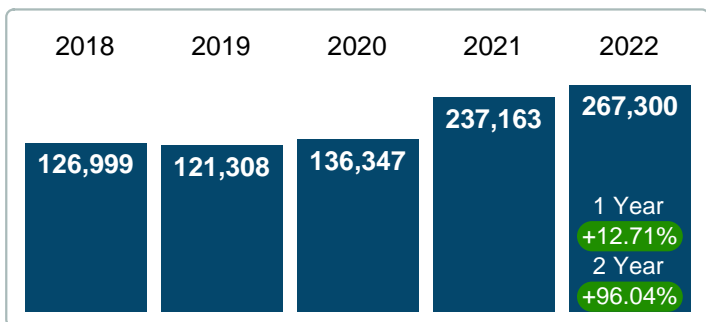
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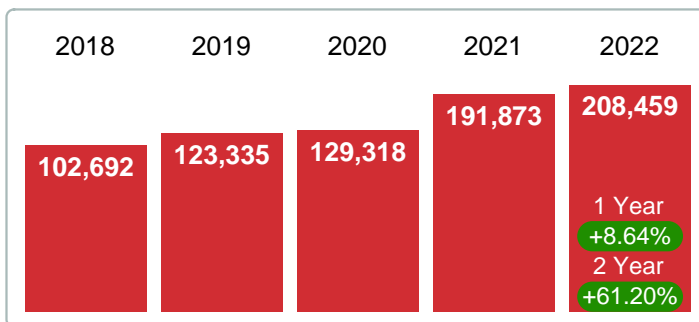
## AVERAGE SOLD PRICE AT CLOSING

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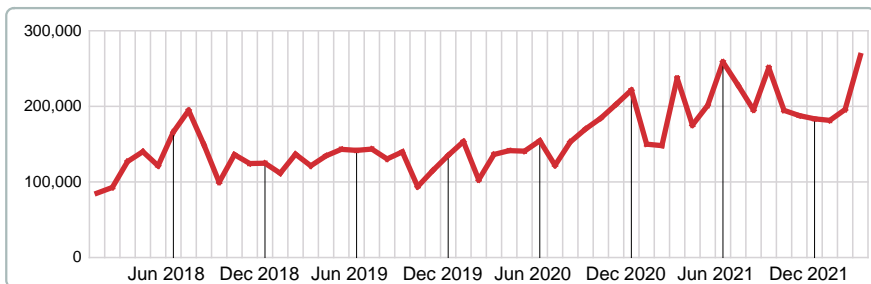
### MARCH



### YEAR TO DATE (YTD)

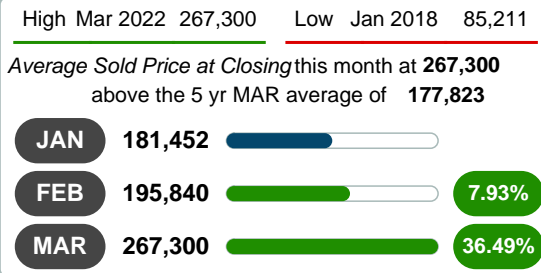


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 177,823



### 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	0	0.00%	0	0	0	0	0
\$50,001 - \$150,000	3	20.00%	80,000	55,000	120,000	65,000	0
\$150,001 - \$200,000	3	20.00%	180,833	0	180,833	0	0
\$200,001 - \$325,000	3	20.00%	247,333	260,000	241,000	0	0
\$325,001 - \$325,000	0	0.00%	0	0	0	0	0
\$325,001 - \$375,000	4	26.67%	347,500	0	348,333	345,000	0
\$375,001 and up	2	13.33%	547,500	0	0	395,000	700,000
<b>Average Sold Price</b>			<b>267,300</b>	<b>157,500</b>	<b>243,278</b>	<b>268,333</b>	<b>700,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>267,300</b>	<b>2</b>	<b>9</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>4,009,500</b>	<b>315.00K</b>	<b>2.19M</b>	<b>805.00K</b>	<b>700.00K</b>

# March 2022



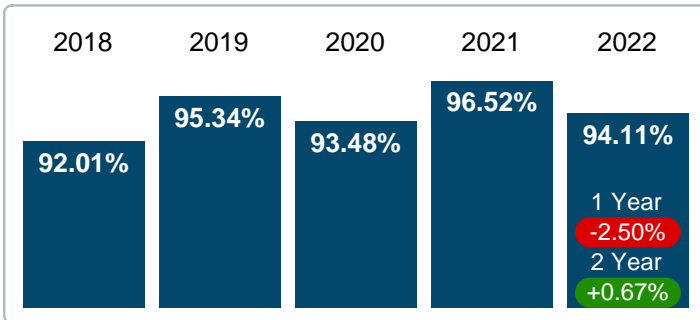
Area Delimited by County Of McIntosh - Residential Property Type



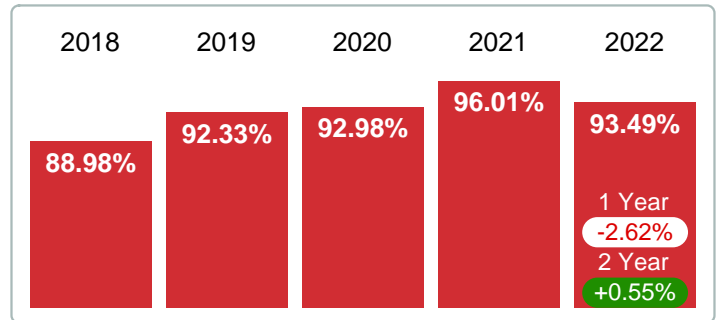
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

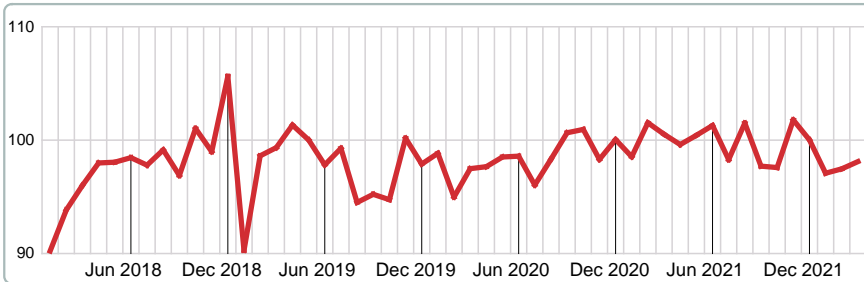
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

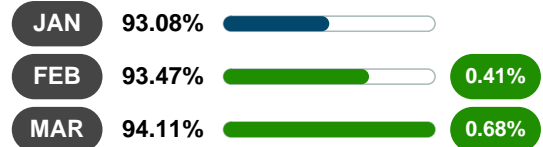


### 3 MONTHS

5 year MAR AVG = 94.29%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.11%**  
equal to 5 yr MAR average of **94.29%**



### 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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$150,000	3	20.00%	86.38%	84.62%	97.64%	76.87%	0.00%
\$150,001 - \$200,000	3	20.00%	93.03%	0.00%	93.03%	0.00%	0.00%
\$200,001 - \$325,000	3	20.00%	95.98%	100.39%	93.78%	0.00%	0.00%
\$325,001 - \$325,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$325,001 - \$375,000	4	26.67%	95.13%	0.00%	94.44%	97.18%	0.00%
\$375,001 and up	2	13.33%	102.47%	0.00%	0.00%	92.94%	112.00%
Average Sold/List Ratio		94.10%		92.50%	94.18%	89.00%	112.00%
Total Closed Units		15	100%	2	9	3	1
Total Closed Volume		4,009,500		315.00K	2.19M	805.00K	700.00K

# March 2022



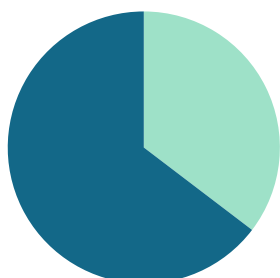
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

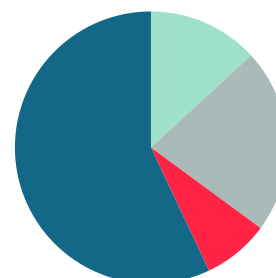


**Inventory**  
 New Listings  
**35 = 35.35%**  
 Start Inventory  
**64**  
 Total Inventory Units  
**99**  
 Volume  
**\$28,915,150**

### Market Activity

Closed Sales  
**15 = 13.16%**  
 Pending Sales  
**25 = 21.93%**  
 Other Off Market  
**9 = 7.89%**  
 Active Inventory  
**65 = 57.02%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	31	15	-51.61%	64	61	-4.69%
Pending Sales	33	25	-24.24%	70	64	-8.57%
New Listings	49	35	-28.57%	91	88	-3.30%
Average List Price	244,516	276,464	13.07%	198,038	218,465	10.31%
Average Sale Price	237,163	267,300	12.71%	191,873	208,459	8.64%
Average Percent of Selling Price to List Price	96.52%	94.11%	-2.50%	96.01%	93.49%	-2.62%
Average Days on Market to Sale	46.45	69.67	49.98%	49.05	49.95	1.84%
Monthly Inventory	67	65	-2.99%	67	65	-2.99%
Months Supply of Inventory	2.84	2.61	-8.18%	2.84	2.61	-8.18%

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

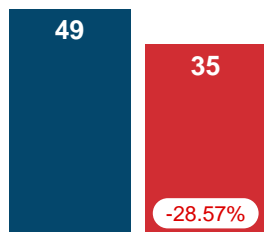
**Inventory** on March 31, 2022 = **65**

**2021** **2022**

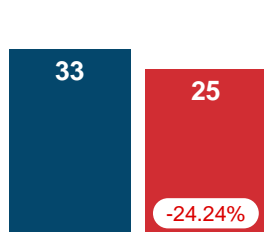
### MARCH MARKET

### AVERAGE PRICES

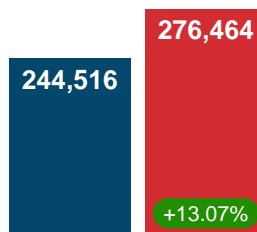
#### New Listings



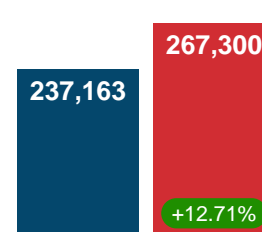
#### Pending Listings



#### List Price



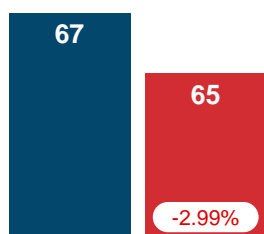
#### Sale Price



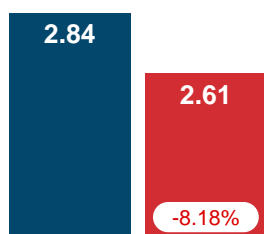
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

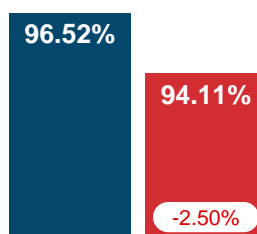
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

