

March 2022



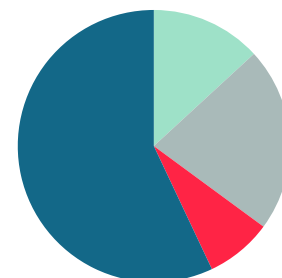
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	188,000	259,000	37.77%
Median Sale Price	188,000	257,000	36.70%
Median Percent of Selling Price to List Price	100.00%	93.58%	-6.42%
Median Days on Market to Sale	18.00	58.00	222.22%
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.

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 **36.70%** in March 2022 to \$257,000 versus the previous year at \$188,000.

Median Days on Market Lengthens

The median number of **58.00** days that homes spent on the market before selling increased by 40.00 days or **222.22%** in March 2022 compared to last year's same month at **18.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median 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 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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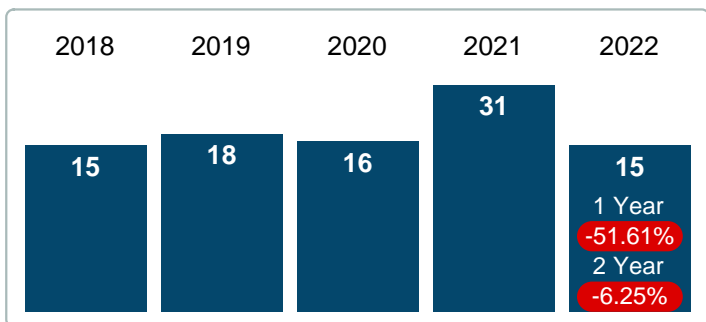
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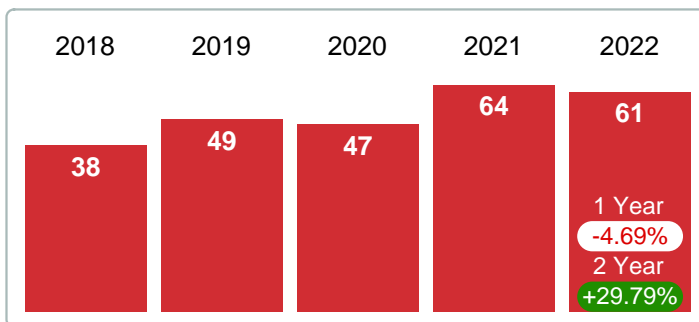
CLOSED LISTINGS

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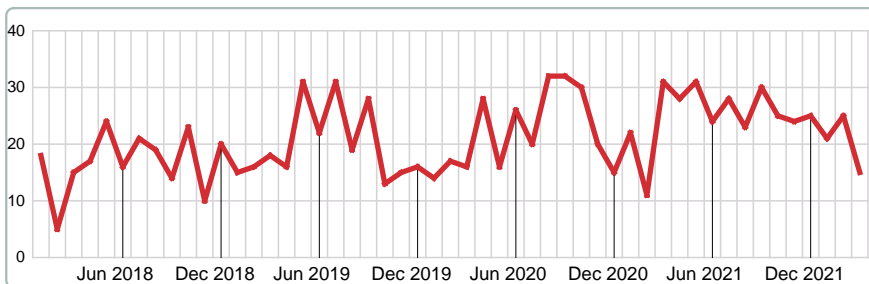
MARCH



YEAR TO DATE (YTD)

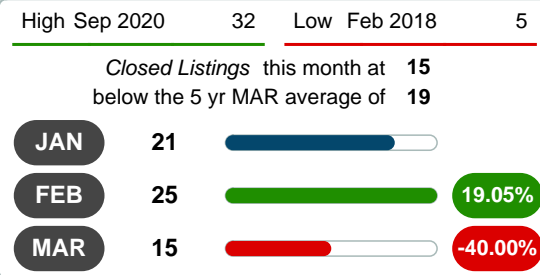


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 19



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	58.0	1	1	1	0
\$150,001 - \$200,000	3	20.00%	73.0	0	3	0	0
\$200,001 - \$325,000	3	20.00%	13.0	1	2	0	0
\$325,001 - \$325,000	0	0.00%	13.0	0	0	0	0
\$325,001 - \$375,000	4	26.67%	38.0	0	3	1	0
\$375,001 and up	2	13.33%	100.0	0	0	1	1
Total Closed Units	15			2	9	3	1
Total Closed Volume	4,009,500	100%	58.0	315.00K	2.19M	805.00K	700.00K
Median Closed Price	\$257,000			\$157,500	\$225,000	\$345,000	\$700,000

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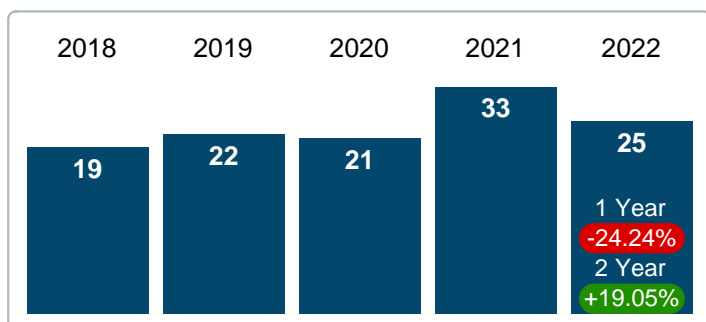
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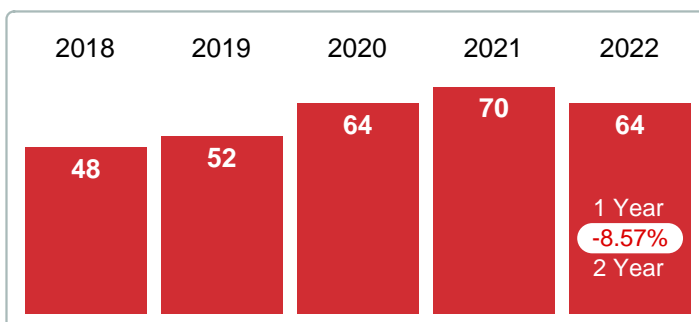
PENDING LISTINGS

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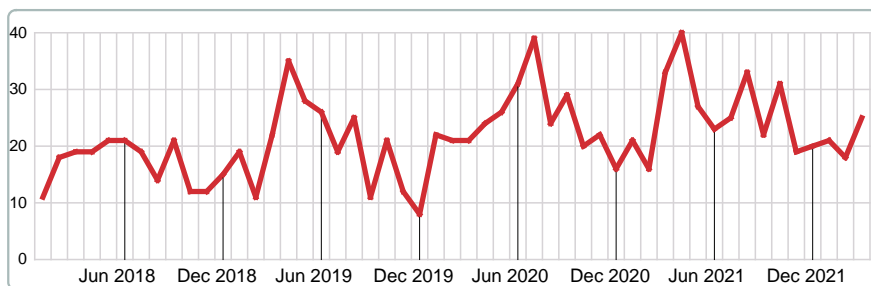
MARCH



YEAR TO DATE (YTD)

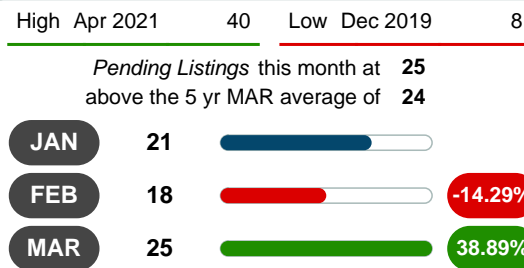


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 24



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	13.0	1	3	1	0
\$200,001 - \$275,000	5	20.00%	18.0	0	3	2	0
\$275,001 - \$350,000	4	16.00%	10.0	0	3	1	0
\$350,001 - \$575,000	4	16.00%	35.5	0	4	0	0
\$575,001 and up	3	12.00%	175.0	0	3	0	0
Total Pending Units	25			4	17	4	0
Total Pending Volume	7,000,900	100%	18.0	448.50K	5.63M	924.90K	0.00B
Median Listing Price	\$231,500			\$117,500	\$325,000	\$240,700	\$0

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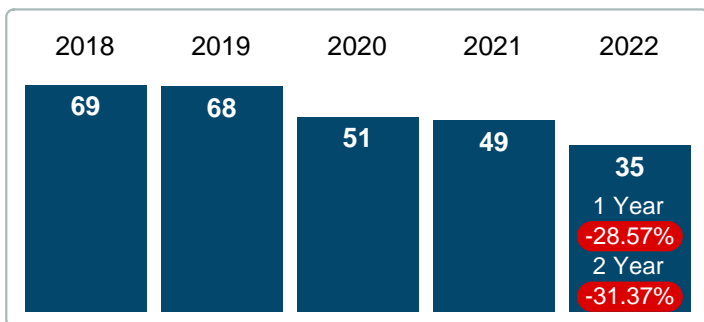
Area Delimited by County Of McIntosh - Residential Property Type



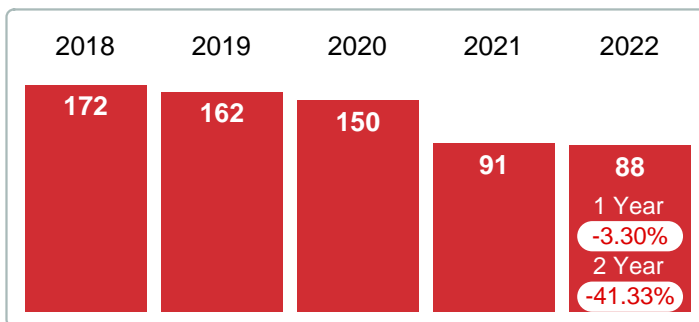
NEW LISTINGS

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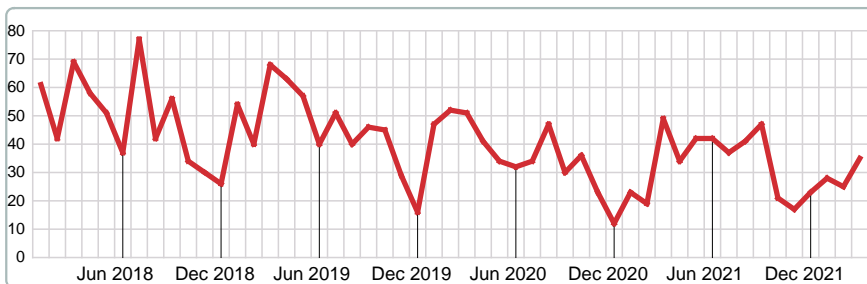
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

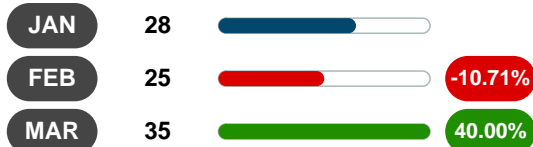


3 MONTHS

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



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
Total New Listed Units	35		7	17	11	0
Total New Listed Volume	9,299,050	100%	930.00K	4.65M	3.72M	0.00B
Median New Listed Listing Price	\$250,000		\$119,500	\$259,000	\$349,900	\$0

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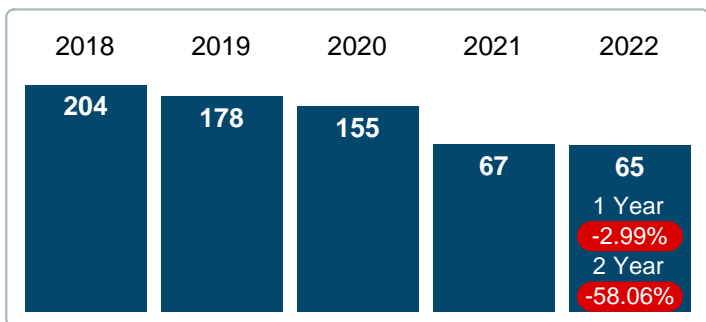
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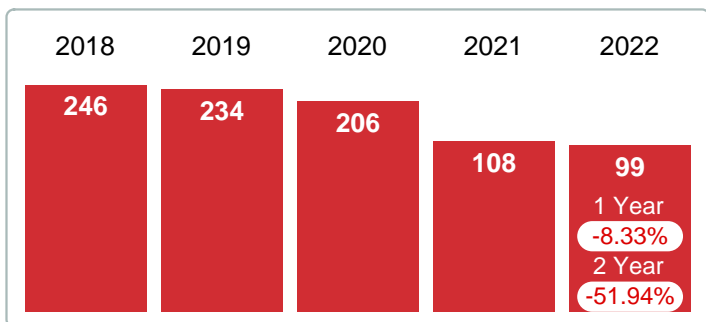
ACTIVE INVENTORY

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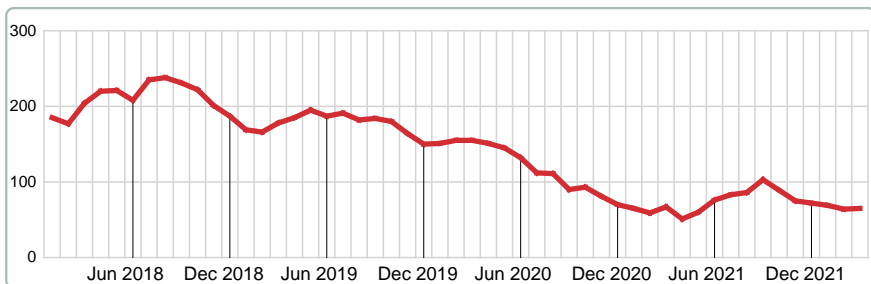
END OF MARCH



ACTIVE DURING MARCH

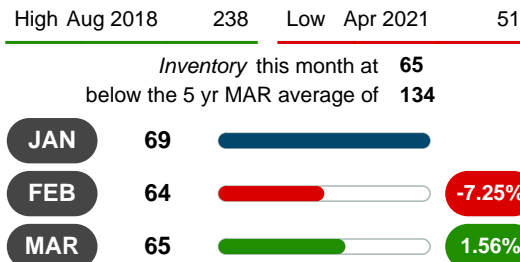


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 134



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.15%	41.5	3	1	0	0
\$75,001 - \$125,000	5	7.69%	10.0	3	1	1	0
\$125,001 - \$225,000	16	24.62%	72.5	3	11	2	0
\$225,001 - \$300,000	16	24.62%	34.5	2	12	2	0
\$300,001 - \$375,000	8	12.31%	83.5	1	1	4	2
\$375,001 - \$475,000	9	13.85%	11.0	1	5	3	0
\$475,001 and up	7	10.77%	63.0	0	2	2	3
Total Active Inventory by Units	65			13	33	14	5
Total Active Inventory by Volume	18,770,250	100%	48.0	2.30M	8.89M	4.67M	2.91M
Median Active Inventory Listing Price	\$259,000			\$126,900	\$255,000	\$349,450	\$645,000

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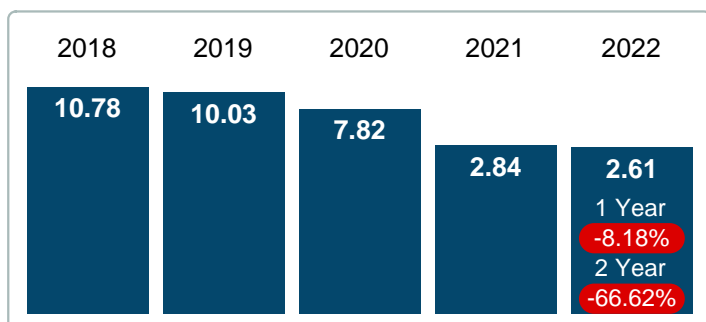
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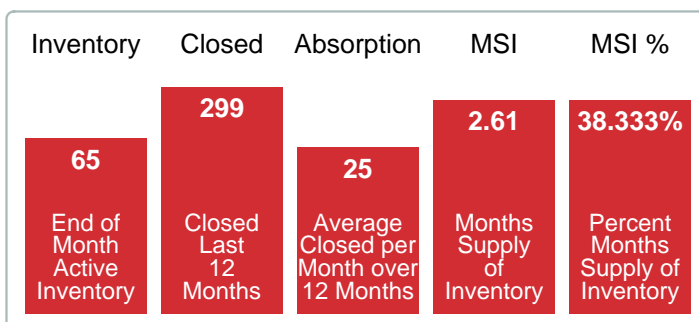
MONTHS SUPPLY of INVENTORY (MSI)

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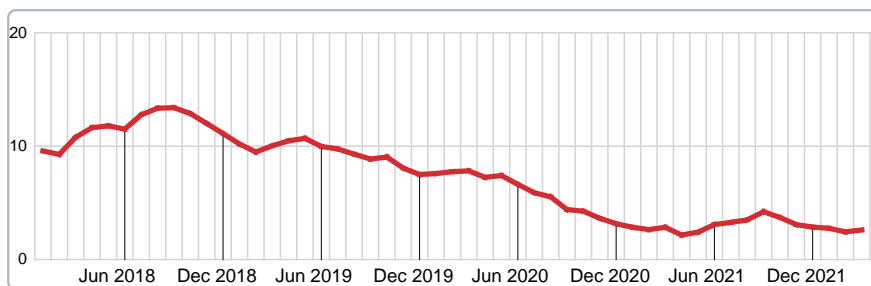
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

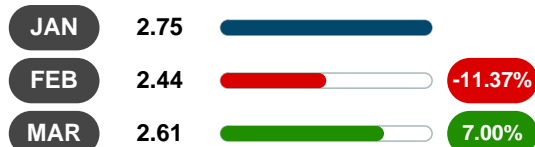


3 MONTHS

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

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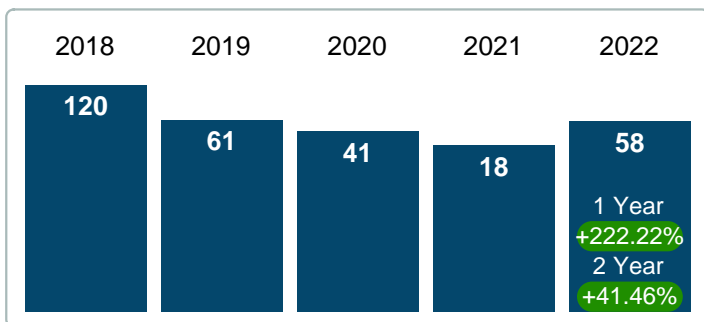
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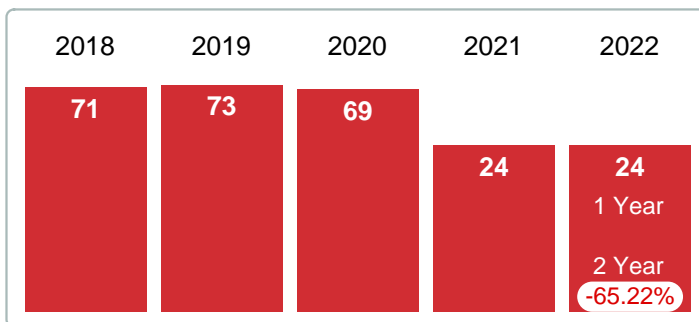
MEDIAN DAYS ON MARKET TO SALE

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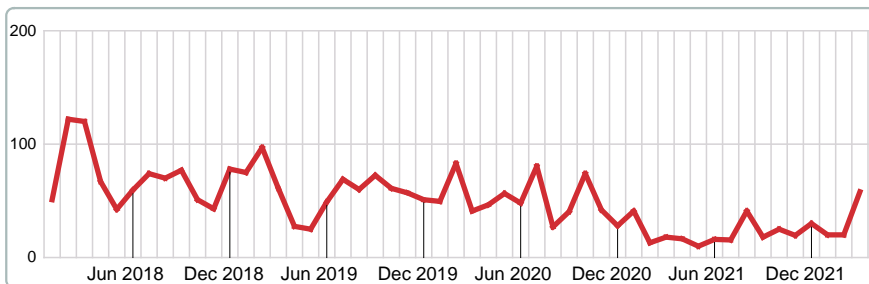
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

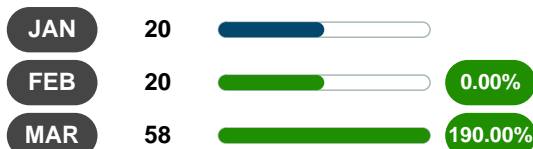


3 MONTHS

5 year MAR AVG = 60

High Feb 2018 122 Low May 2021 10

Median Days on Market to Sale this month at 58 below the 5 yr MAR average of 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
\$50,000 and less	0.00%	63	0	0	0	0
\$50,001 - \$150,000	20.00%	58	58	10	85	0
\$150,001 - \$200,000	20.00%	73	0	73	0	0
\$200,001 - \$325,000	20.00%	13	13	81	0	0
\$325,001 - \$325,000	0.00%	13	0	0	0	0
\$325,001 - \$375,000	26.67%	38	0	51	25	0
\$375,001 and up	13.33%	100	0	0	25	175
Median Closed DOM		58	36	68	25	175
Total Closed Units	100%	58.0	2	9	3	1
Total Closed Volume		4,009,500	315.00K	2.19M	805.00K	700.00K

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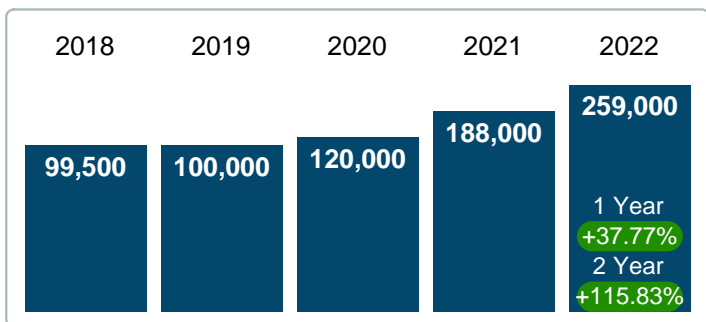
Area Delimited by County Of McIntosh - Residential Property Type



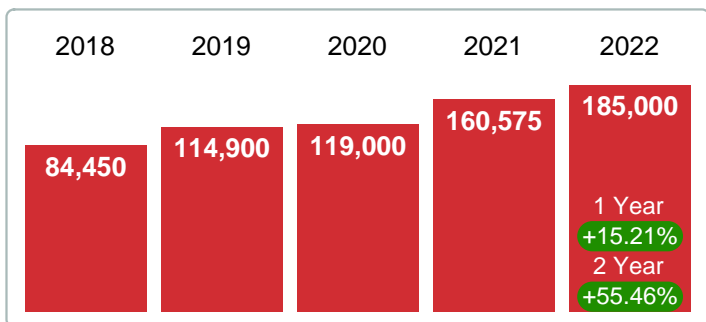
MEDIAN LIST PRICE AT CLOSING

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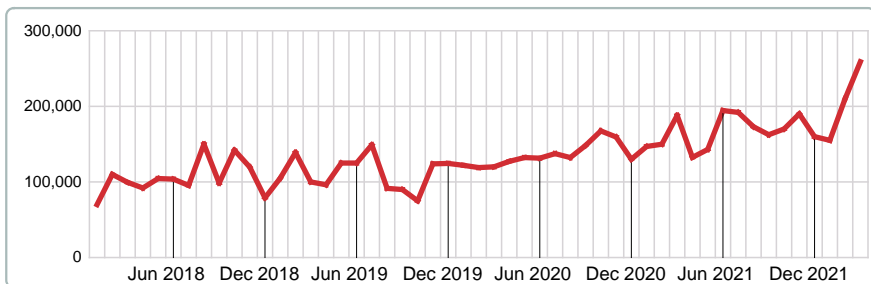
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 153,300

High Mar 2022 259,000 Low Jan 2018 70,000

Median List Price at Closing this month at **259,000**
above the 5 yr MAR average of **153,300**

Month	Median List Price	% Change
JAN	155,000	
FEB	210,000	35.48%
MAR	259,000	23.33%

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	0	0.00%	100	0	0	0
\$50,001 - \$150,000	3	20.00%	84,555	65,000	122,900	84,555
\$150,001 - \$200,000	2	13.33%	182,000	0	182,000	0
\$200,001 - \$325,000	4	26.67%	252,000	259,000	245,000	0
\$325,001 - \$325,000	0	0.00%	252,000	0	0	0
\$325,001 - \$375,000	3	20.00%	355,000	0	349,000	355,000
\$375,001 and up	3	20.00%	425,000	0	415,000	425,000
Median List Price		259,000		162,000	245,000	355,000
Total Closed Units		15		2	9	3
Total Closed Volume		4,146,955		324.00K	2.33M	864.56K

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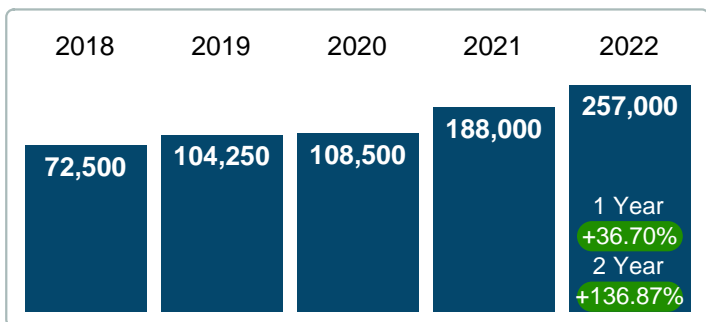
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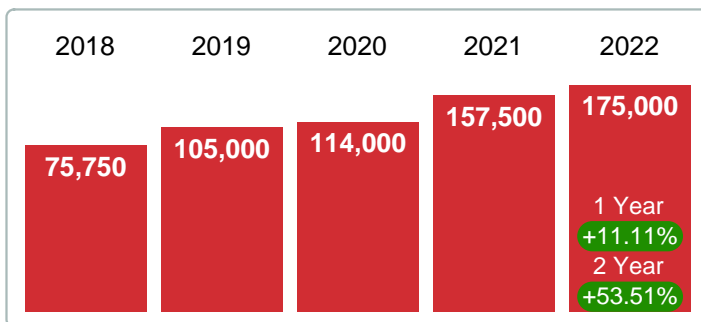
MEDIAN SOLD PRICE AT CLOSING

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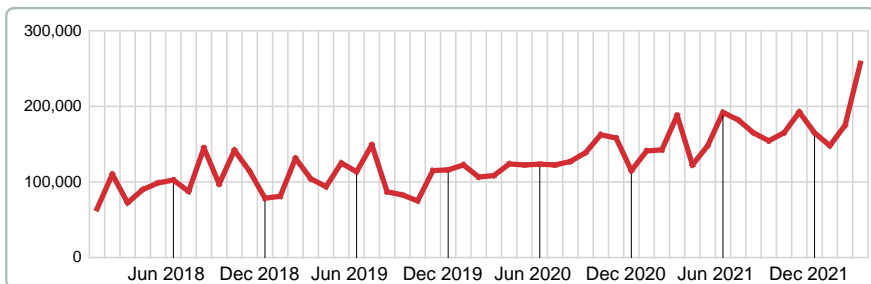
MARCH



YEAR TO DATE (YTD)

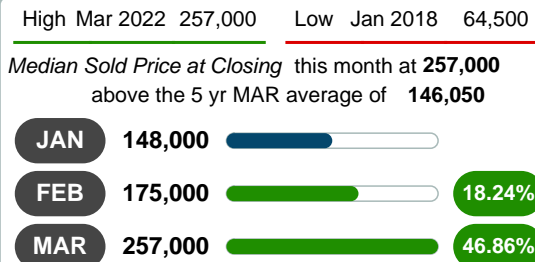


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 146,050



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	0	0.00%	425,000	0	0	0	0
\$50,001 - \$150,000	3	20.00%	65,000	55,000	120,000	65,000	0
\$150,001 - \$200,000	3	20.00%	175,000	0	175,000	0	0
\$200,001 - \$325,000	3	20.00%	257,000	260,000	241,000	0	0
\$325,001 - \$325,000	0	0.00%	257,000	0	0	0	0
\$325,001 - \$375,000	4	26.67%	345,000	0	345,000	345,000	0
\$375,001 and up	2	13.33%	547,500	0	0	395,000	700,000
Median Sold Price			257,000	157,500	225,000	345,000	700,000
Total Closed Units		100%	257,000	2	9	3	1
Total Closed Volume			4,009,500	315.00K	2.19M	805.00K	700.00K

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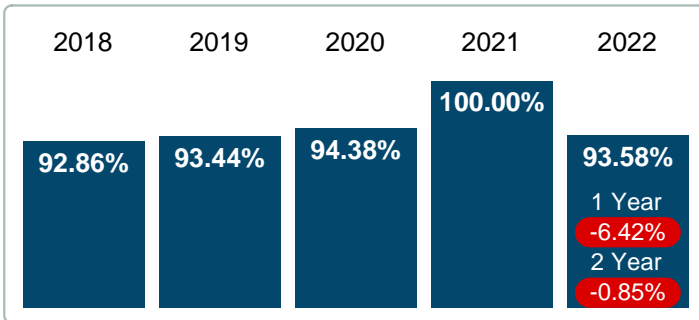
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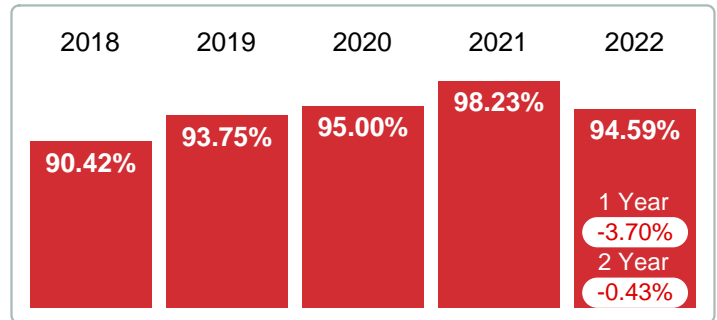
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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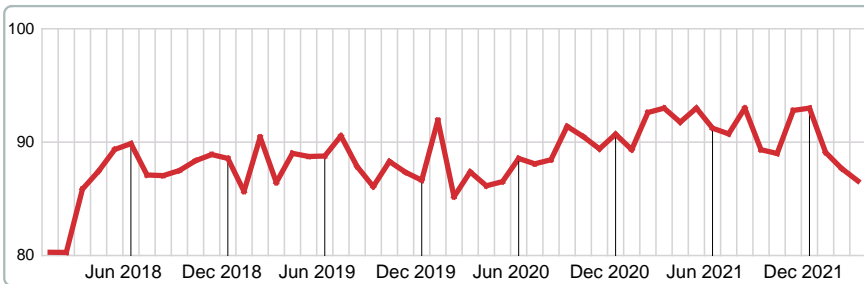
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

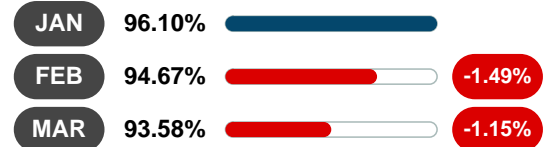


3 MONTHS

5 year MAR AVG = 94.85%

High Dec 2021 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **93.58%**
 below the 5 yr MAR average of **94.85%**



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	0	0.00%	547.5000%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$150,000	3	20.00%	84.62%	84.62%	97.64%	76.87%	0.00%
\$150,001 - \$200,000	3	20.00%	93.58%	0.00%	93.58%	0.00%	0.00%
\$200,001 - \$325,000	3	20.00%	95.72%	100.39%	93.78%	0.00%	0.00%
\$325,001 - \$325,000	0	0.00%	95.72%	0.00%	0.00%	0.00%	0.00%
\$325,001 - \$375,000	4	26.67%	95.21%	0.00%	93.24%	97.18%	0.00%
\$375,001 and up	2	13.33%	102.47%	0.00%	0.00%	92.94%	112.00%
Median Sold/List Ratio		93.58%		92.50%	93.58%	92.94%	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



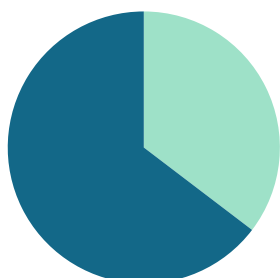
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

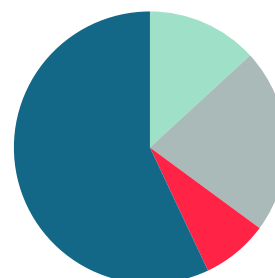


Inventory
 New Listings
35 = 35.35%
 Start Inventory
64
 Total Inventory Units
99
 Volume
\$28,915,150

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%
Median List Price	188,000	259,000	37.77%	160,575	185,000	15.21%
Median Sale Price	188,000	257,000	36.70%	157,500	175,000	11.11%
Median Percent of Selling Price to List Price	100.00%	93.58%	-6.42%	98.23%	94.59%	-3.70%
Median Days on Market to Sale	18.00	58.00	222.22%	24.00	24.00	0.00%
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

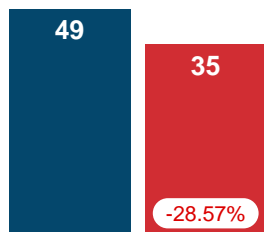
Inventory on March 31, 2022 = **65**

2021 **2022**

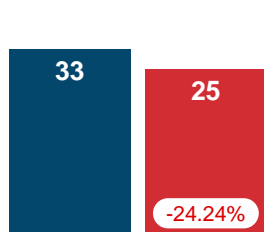
MARCH MARKET

MEDIAN PRICES

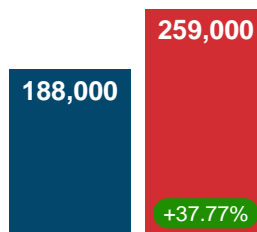
New Listings



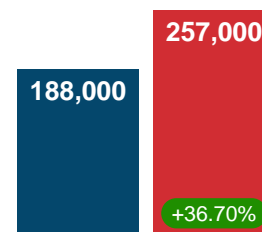
Pending Listings



List Price



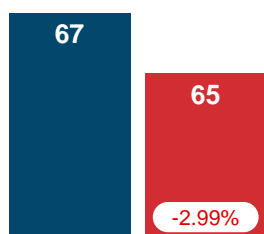
Sale Price



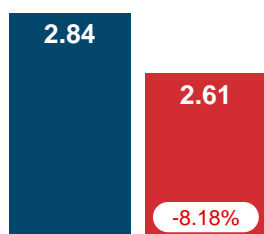
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

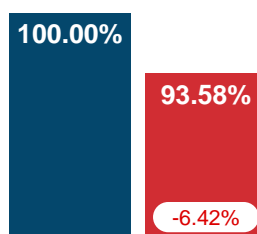
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

