

August 2021



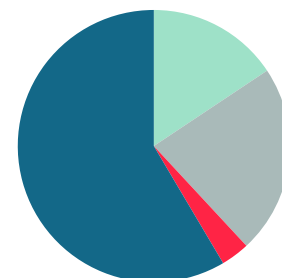
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	August 2021	+/-%
Closed Listings	32	23	-28.13%
Pending Listings	24	33	37.50%
New Listings	47	41	-12.77%
Average List Price	158,684	200,143	26.13%
Average Sale Price	152,938	195,300	27.70%
Average Percent of Selling Price to List Price	94.32%	97.50%	3.38%
Average Days on Market to Sale	51.50	34.48	-33.05%
End of Month Inventory	111	86	-22.52%
Months Supply of Inventory	5.53	3.50	-36.70%



■ Closed (15.65%)
■ Pending (22.45%)
■ Other OffMarket (3.40%)
■ Active (58.50%)

Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of August 31, 2021 = **86**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **22.52%** to 86 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 **3.50** 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 **27.70%** in August 2021 to \$195,300 versus the previous year at \$152,938.

Average Days on Market Shortens

The average number of **34.48** days that homes spent on the market before selling decreased by 17.02 days or **33.05%** in August 2021 compared to last year's same month at **51.50** DOM.

Sales Success for August 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 41 New Listings in August 2021, down **12.77%** from last year at 47. Furthermore, there were 23 Closed Listings this month versus last year at 32, a **-28.13%** decrease.

Closed versus Listed trends yielded a **56.1%** ratio, down from previous year's, August 2020, at **68.1%**, a **17.61%** downswing. 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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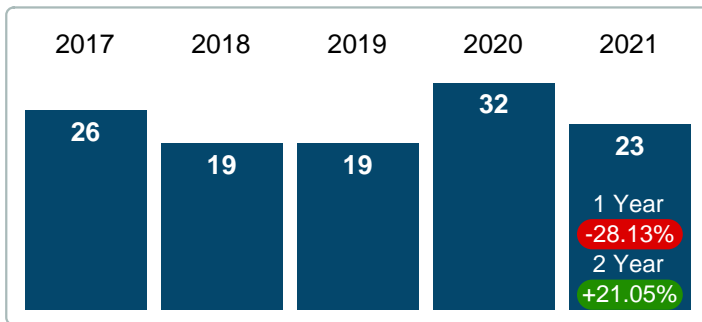
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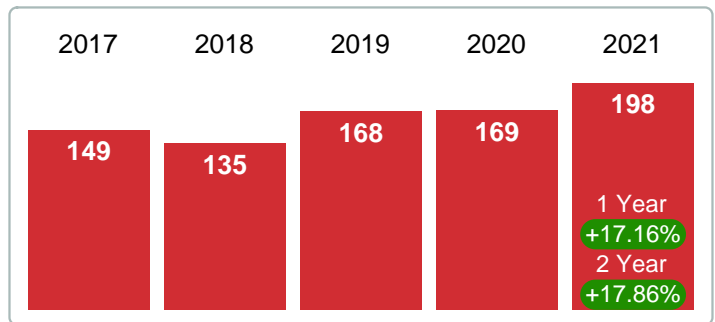
CLOSED LISTINGS

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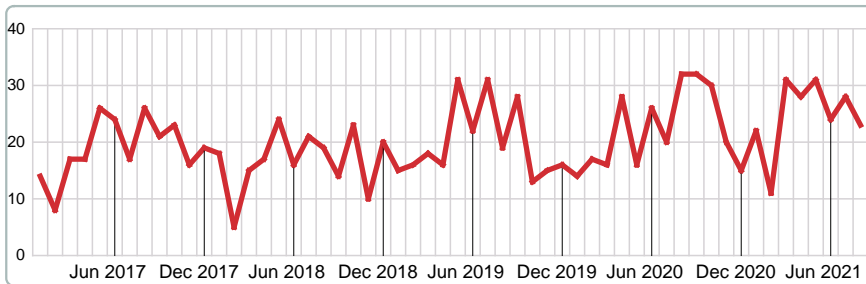
AUGUST



YEAR TO DATE (YTD)

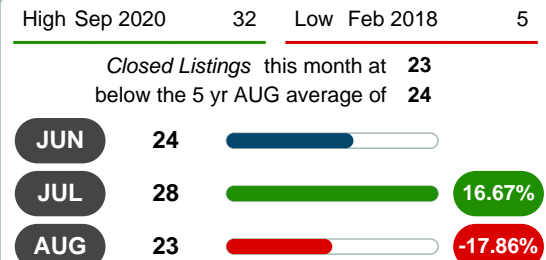


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	4.35%	75.0	1	0	0	0
\$25,001 - \$75,000	4	17.39%	37.0	2	2	0	0
\$75,001 - \$100,000	3	13.04%	24.3	0	3	0	0
\$100,001 - \$225,000	6	26.09%	54.0	1	3	2	0
\$225,001 - \$275,000	3	13.04%	18.0	1	0	2	0
\$275,001 - \$425,000	3	13.04%	4.0	0	3	0	0
\$425,001 and up	3	13.04%	35.7	0	2	1	0
Total Closed Units	23			5	13	5	0
Total Closed Volume	4,491,900	100%	34.5	496.90K	2.66M	1.34M	0.00B
Average Closed Price	\$195,300			\$99,380	\$204,346	\$267,700	\$0

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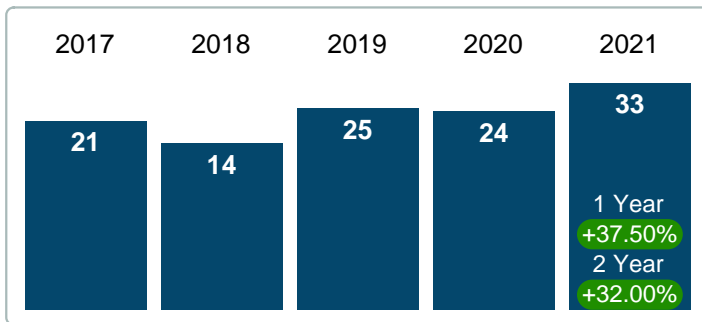
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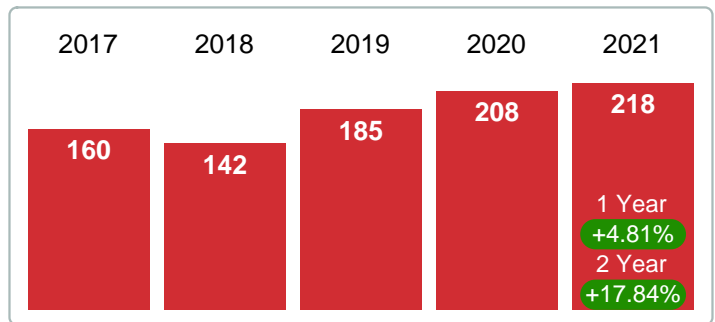
PENDING LISTINGS

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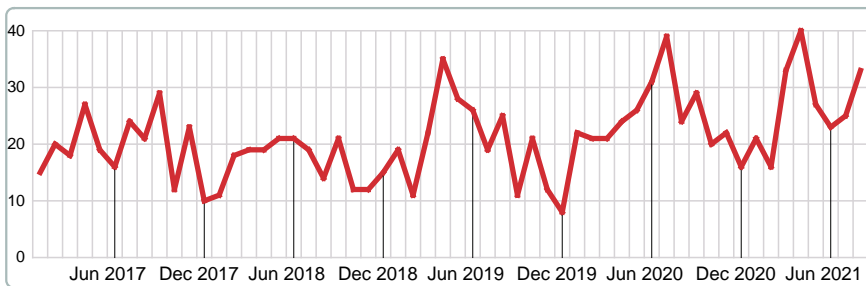
AUGUST



YEAR TO DATE (YTD)

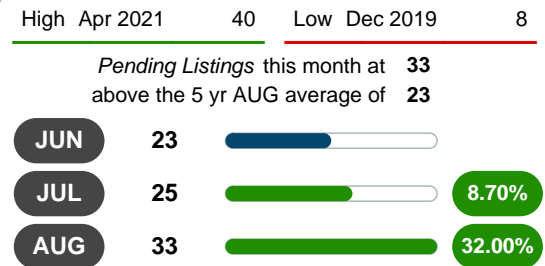


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



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	1	3.03%	75.0	1	0	0	0
\$25,001 - \$50,000	5	15.15%	50.8	5	0	0	0
\$50,001 - \$100,000	6	18.18%	42.8	5	1	0	0
\$100,001 - \$175,000	8	24.24%	47.1	3	5	0	0
\$175,001 - \$225,000	4	12.12%	41.5	0	3	0	1
\$225,001 - \$475,000	6	18.18%	37.8	1	3	1	1
\$475,001 and up	3	9.09%	89.7	0	3	0	0
Total Pending Units	33			15	15	1	2
Total Pending Volume	6,534,900	100%	49.2	1.22M	4.21M	425.00K	684.00K
Average Listing Price	\$198,027			\$81,167	\$280,560	\$425,000	\$342,000

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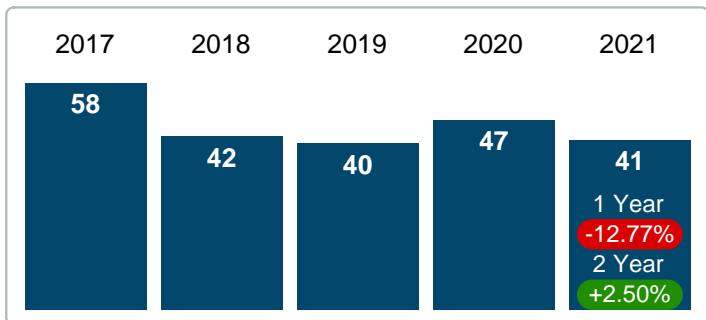
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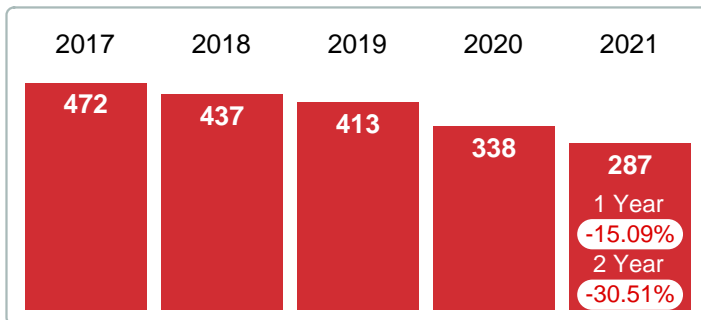
NEW LISTINGS

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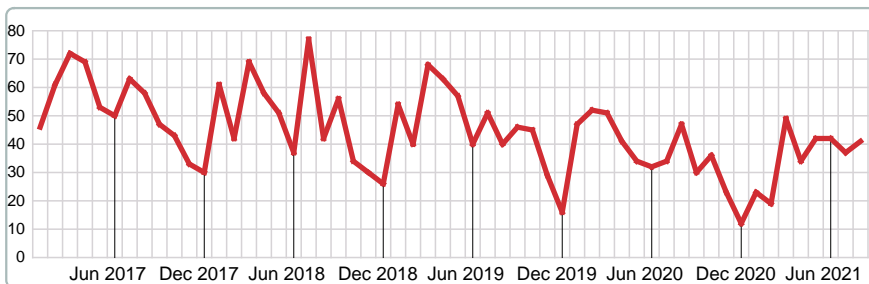
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 41 below the 5 yr AUG average of 46

Month	New Listings	Change
JUN	42	
JUL	37	-11.90%
AUG	41	10.81%

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	3	7.32%	2	1	0	0
\$50,001 - \$75,000	6	14.63%	4	2	0	0
\$75,001 - \$125,000	5	12.20%	2	3	0	0
\$125,001 - \$225,000	11	26.83%	2	6	2	1
\$225,001 - \$325,000	6	14.63%	0	5	1	0
\$325,001 - \$525,000	5	12.20%	1	3	1	0
\$525,001 and up	5	12.20%	0	3	2	0
Total New Listed Units	41		11	23	6	1
Total New Listed Volume	10,693,500	100%	1.18M	6.26M	3.05M	209.00K
Average New Listed Listing Price	\$214,415		\$106,891	\$271,965	\$508,917	\$209,000

August 2021



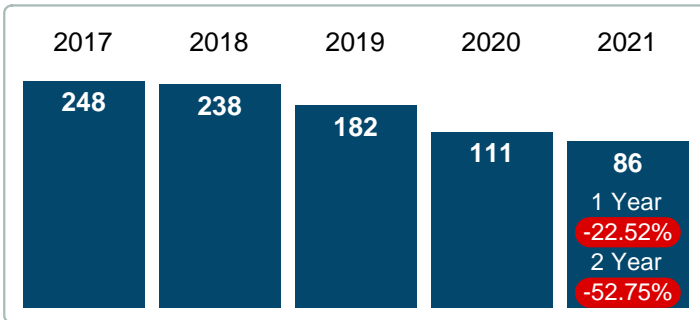
Area Delimited by County Of McIntosh - Residential Property Type



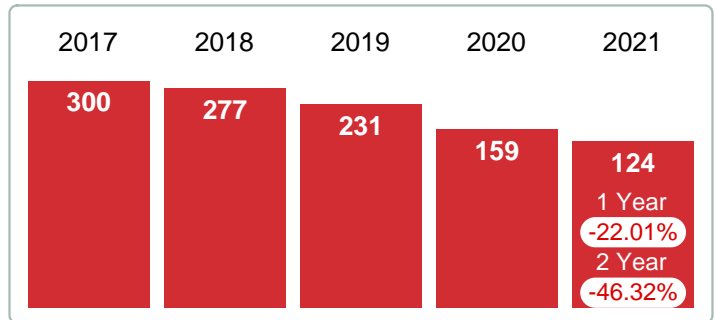
ACTIVE INVENTORY

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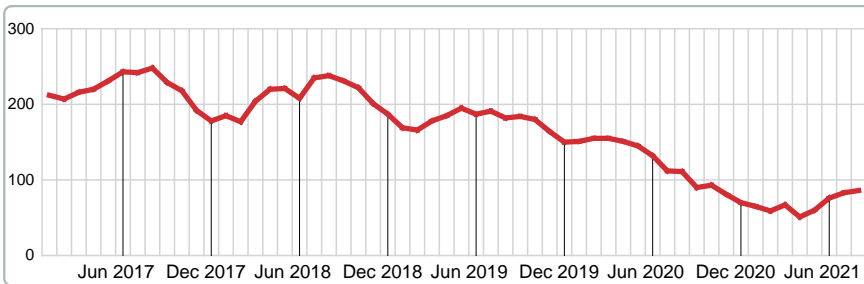
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

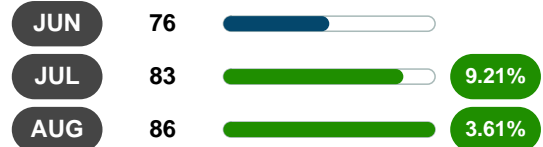


3 MONTHS

5 year AUG AVG = 173

High Aug 2017 248 Low Apr 2021 51

Inventory this month at **86**
below the 5 yr AUG average of **173**



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	6	6.98%	76.3	5	1	0	0
\$50,001 - \$75,000	8	9.30%	46.8	3	5	0	0
\$75,001 - \$175,000	18	20.93%	51.2	8	6	4	0
\$175,001 - \$300,000	22	25.58%	77.2	1	16	4	1
\$300,001 - \$400,000	13	15.12%	53.2	3	5	3	2
\$400,001 - \$575,000	9	10.47%	79.6	0	4	3	2
\$575,001 and up	10	11.63%	56.3	0	4	5	1
Total Active Inventory by Units	86			20	41	19	6
Total Active Inventory by Volume	25,549,043	100%	63.0	2.75M	11.83M	8.39M	2.58M
Average Active Inventory Listing Price	\$297,082			\$137,475	\$288,434	\$441,723	\$430,167

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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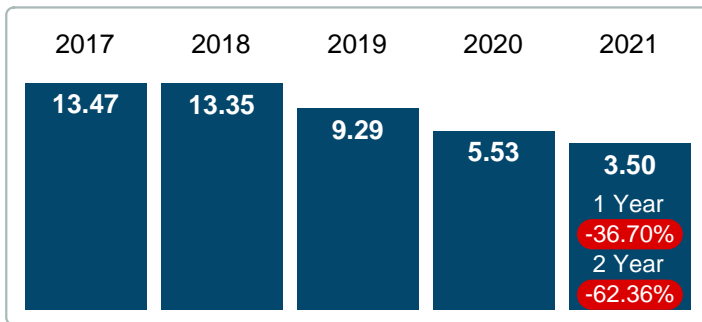
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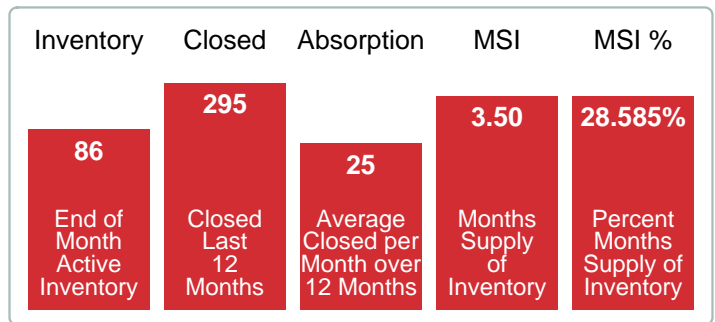
MONTHS SUPPLY of INVENTORY (MSI)

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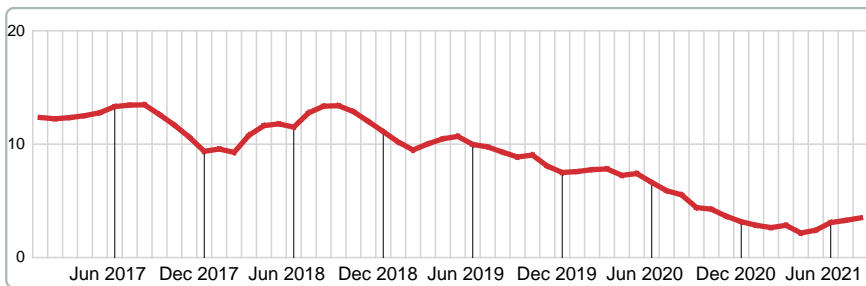
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

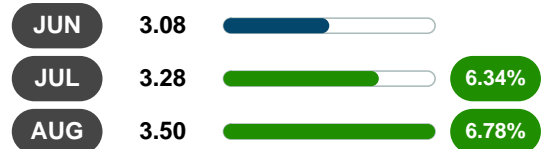


3 MONTHS

5 year AUG AVG = 9.03

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at 3.50
below the 5 yr AUG average of 9.03



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	6	6.98%	2.18	3.00	1.00	0.00	0.00
\$50,001 - \$75,000	8	9.30%	5.33	6.00	5.00	0.00	0.00
\$75,001 - \$175,000	18	20.93%	1.80	3.43	0.95	3.00	0.00
\$175,001 - \$300,000	22	25.58%	4.00	1.50	5.19	2.67	4.00
\$300,001 - \$400,000	13	15.12%	5.78	0.00	5.45	3.00	6.00
\$400,001 - \$575,000	9	10.47%	4.91	0.00	4.00	4.50	12.00
\$575,001 and up	10	11.63%	13.33	0.00	24.00	12.00	6.00
Market Supply of Inventory (MSI)	3.50	100%	3.50	3.87	3.04	3.80	6.55
Total Active Inventory by Units	86			20	41	19	6

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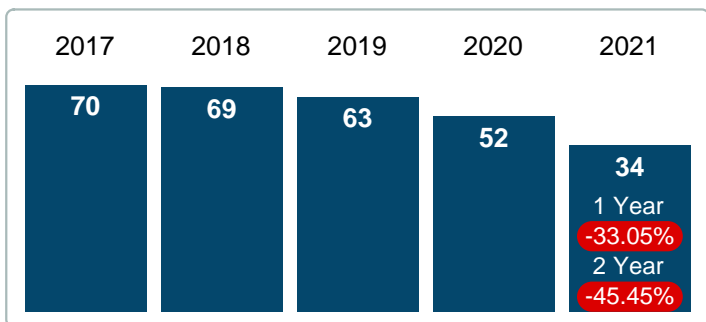
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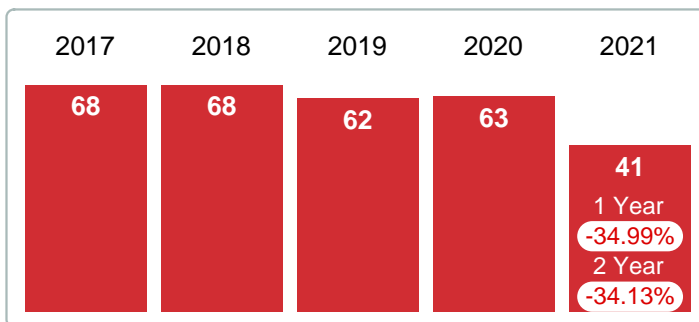
AVERAGE DAYS ON MARKET TO SALE

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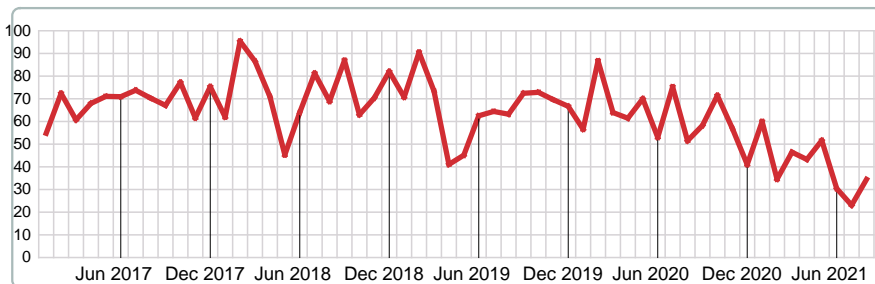
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 58

High Feb 2018 95 Low Jul 2021 23

Average Days on Market to Sale this month at 34 below the 5 yr AUG average of 58



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
\$25,000 and less	4.35%	75	75	0	0	0
\$25,001 - \$75,000	17.39%	37	45	30	0	0
\$75,001 - \$100,000	13.04%	24	0	24	0	0
\$100,001 - \$225,000	26.09%	54	52	43	71	0
\$225,001 - \$275,000	13.04%	18	3	0	26	0
\$275,001 - \$425,000	13.04%	4	0	4	0	0
\$425,001 and up	13.04%	36	0	33	41	0
Average Closed DOM		34	44	26	47	0
Total Closed Units	100%	34	5	13	5	0
Total Closed Volume		4,491,900	496.90K	2.66M	1.34M	0.00B

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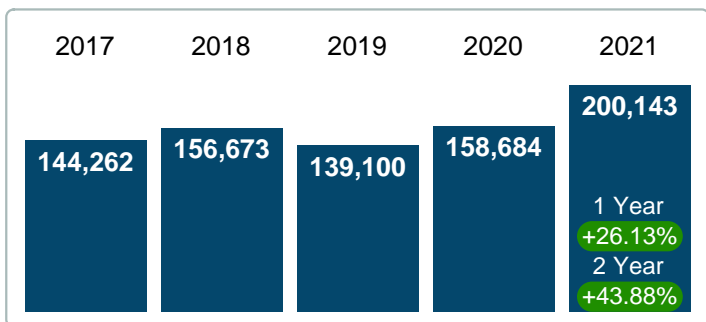
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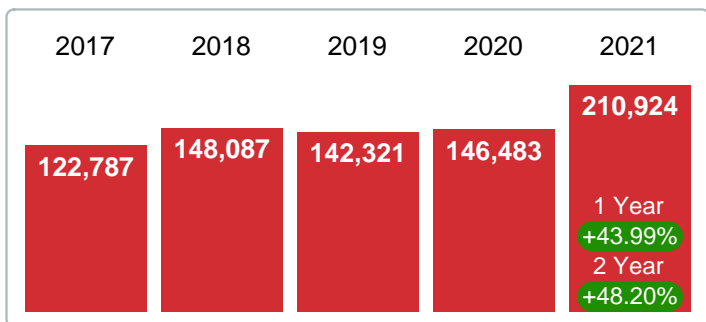
AVERAGE LIST PRICE AT CLOSING

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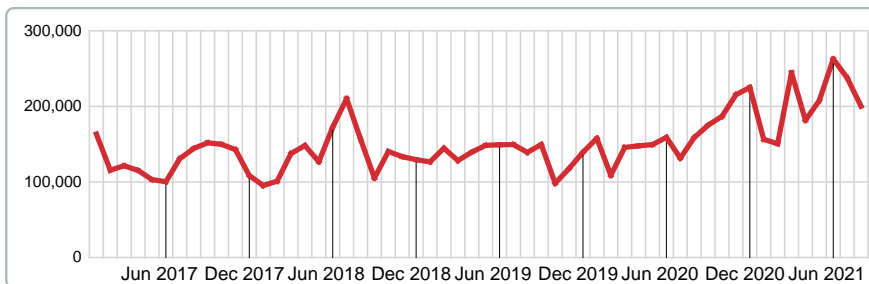
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

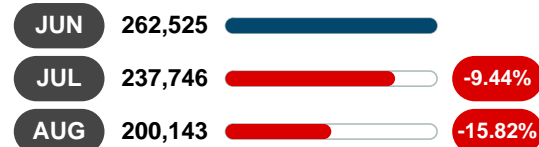


3 MONTHS

5 year AUG AVG = 159,773

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

Average List Price at Closing this month at **200,143**
above the 5 yr AUG average of **159,773**



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
\$25,000 and less	4.35%	21,500	21,500	0	0	0
\$25,001 - \$75,000	17.39%	51,075	47,400	54,750	0	0
\$75,001 - \$100,000	8.70%	85,250	0	96,833	0	0
\$100,001 - \$225,000	34.78%	165,625	145,000	156,333	186,000	0
\$225,001 - \$275,000	8.70%	257,000	239,000	0	247,000	0
\$275,001 - \$425,000	13.04%	291,167	0	291,167	0	0
\$425,001 and up	13.04%	498,167	0	498,250	498,000	0
Average List Price		200,143	100,060	210,692	272,800	0
Total Closed Units	100%	200,143	5	13	5	0
Total Closed Volume		4,603,300	500.30K	2.74M	1.36M	0.00B

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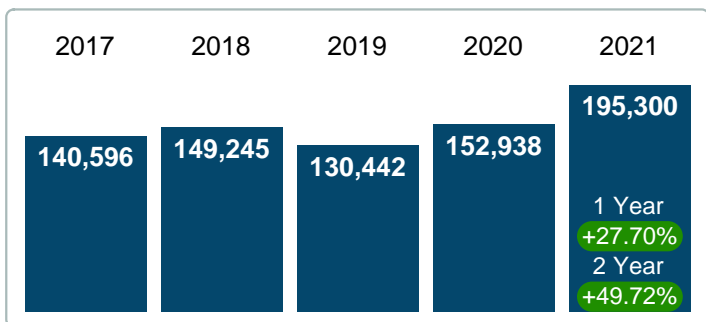
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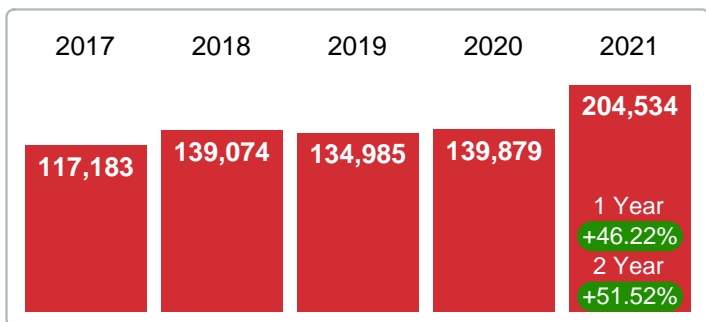
AVERAGE SOLD PRICE AT CLOSING

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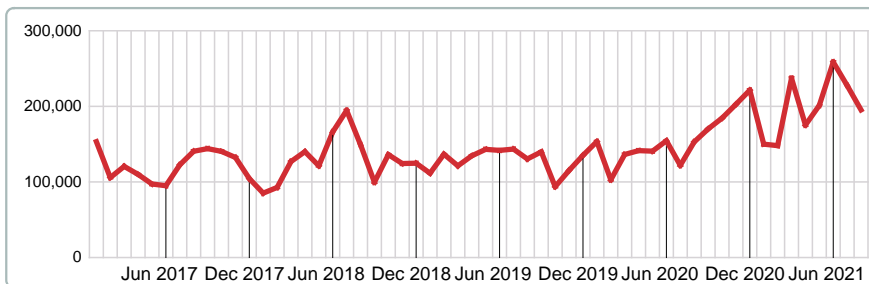
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

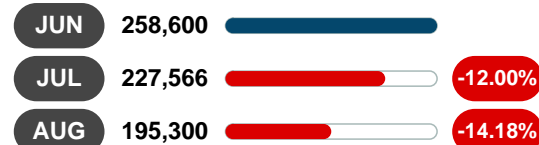


3 MONTHS

5 year AUG AVG = 153,704

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

Average Sold Price at Closing this month at **195,300** above the 5 yr AUG average of **153,704**



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
\$25,000 and less	4.35%	20,000	20,000	0	0	0
\$25,001 - \$75,000	17.39%	50,475	45,950	55,000	0	0
\$75,001 - \$100,000	13.04%	90,500	0	90,500	0	0
\$100,001 - \$225,000	26.09%	156,417	140,000	148,333	176,750	0
\$225,001 - \$275,000	13.04%	245,000	245,000	0	245,000	0
\$275,001 - \$425,000	13.04%	301,167	0	301,167	0	0
\$425,001 and up	13.04%	473,833	0	463,250	495,000	0
Average Sold Price		195,300	99,380	204,346	267,700	0
Total Closed Units	100%	195,300	5	13	5	0
Total Closed Volume		4,491,900	496.90K	2.66M	1.34M	0.00B

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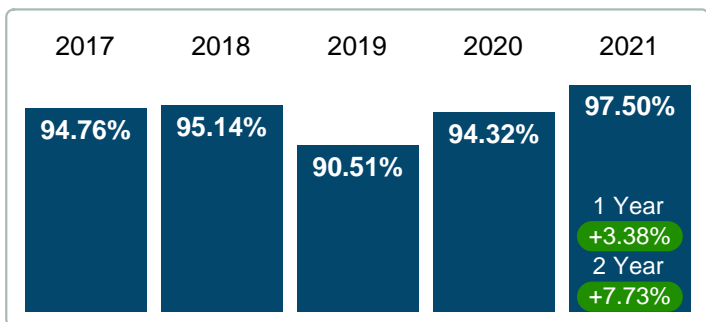
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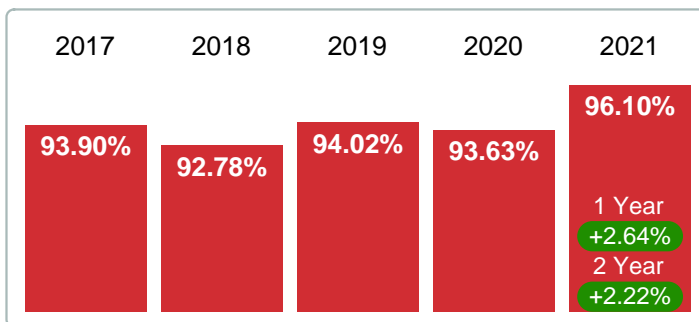
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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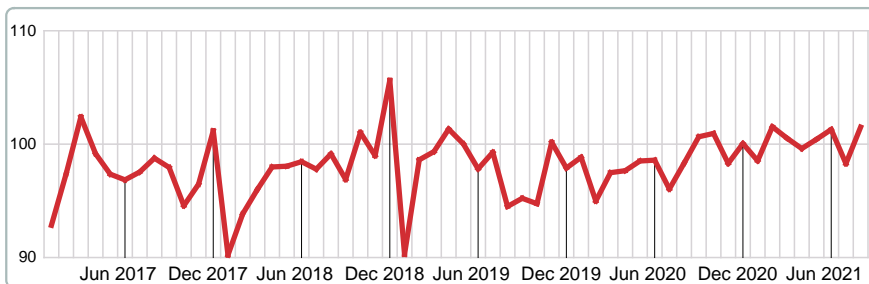
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

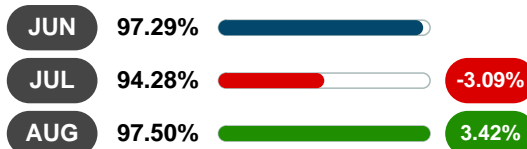


3 MONTHS

5 year AUG AVG = 94.44%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **97.50%**
above the 5 yr AUG average of **94.44%**



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
\$25,000 and less	1	4.35%	93.02%	93.02%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	4	17.39%	98.75%	96.77%	100.72%	0.00%	0.00%
\$75,001 - \$100,000	3	13.04%	94.80%	0.00%	94.80%	0.00%	0.00%
\$100,001 - \$225,000	6	26.09%	95.38%	96.55%	95.13%	95.18%	0.00%
\$225,001 - \$275,000	3	13.04%	100.69%	102.51%	0.00%	99.78%	0.00%
\$275,001 - \$425,000	3	13.04%	103.39%	0.00%	103.39%	0.00%	0.00%
\$425,001 and up	3	13.04%	95.20%	0.00%	93.10%	99.40%	0.00%
Average Sold/List Ratio		97.50%		97.13%	97.51%	97.87%	0.00%
Total Closed Units		23	100%	5	13	5	
Total Closed Volume		4,491,900		496.90K	2.66M	1.34M	0.00B

August 2021



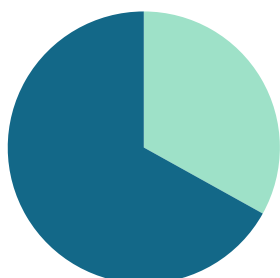
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

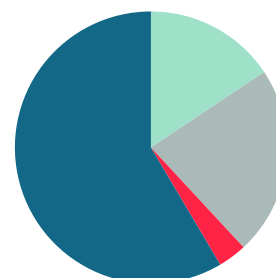


Inventory
 New Listings
41 = 33.06%
 Start Inventory
83
 Total Inventory Units
124
 Volume
\$34,286,843

Market Activity

Closed Sales
23 = 15.65%
 Pending Sales
33 = 22.45%
 Other Off Market
5 = 3.40%
 Active Inventory
86 = 58.50%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	32	23	-28.13%	169	198	17.16%
Pending Sales	24	33	37.50%	208	218	4.81%
New Listings	47	41	-12.77%	338	287	-15.09%
Average List Price	158,684	200,143	26.13%	146,483	210,924	43.99%
Average Sale Price	152,938	195,300	27.70%	139,879	204,534	46.22%
Average Percent of Selling Price to List Price	94.32%	97.50%	3.38%	93.63%	96.10%	2.64%
Average Days on Market to Sale	51.50	34.48	-33.05%	63.08	41.01	-34.99%
Monthly Inventory	111	86	-22.52%	111	86	-22.52%
Months Supply of Inventory	5.53	3.50	-36.70%	5.53	3.50	-36.70%

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

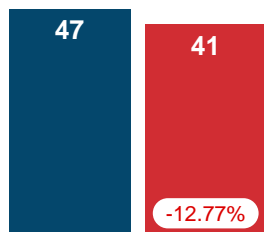
Inventory on August 31, 2021 = **86**

2020 **2021**

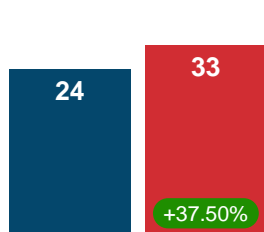
AUGUST MARKET

AVERAGE PRICES

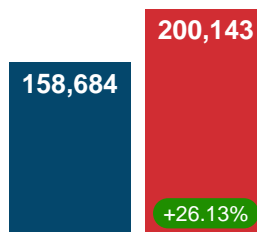
New Listings



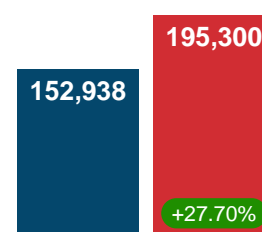
Pending Listings



List Price



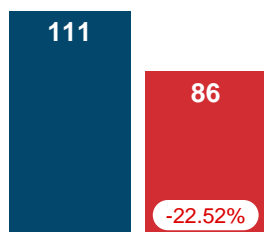
Sale Price



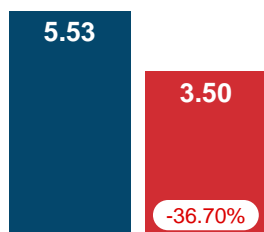
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

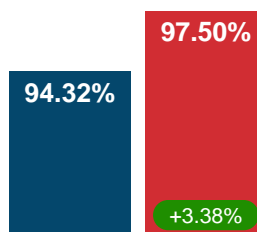
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

