

August 2021



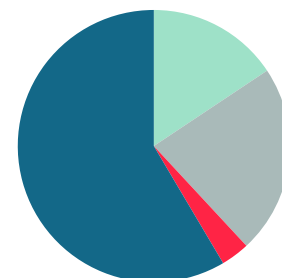
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	132,250	173,000	30.81%
Median Sale Price	127,000	165,000	29.92%
Median Percent of Selling Price to List Price	95.45%	100.00%	4.77%
Median Days on Market to Sale	27.00	41.00	51.85%
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.

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 **29.92%** in August 2021 to \$165,000 versus the previous year at \$127,000.

Median Days on Market Lengthens

The median number of **41.00** days that homes spent on the market before selling increased by 14.00 days or **51.85%** in August 2021 compared to last year's same month at **27.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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 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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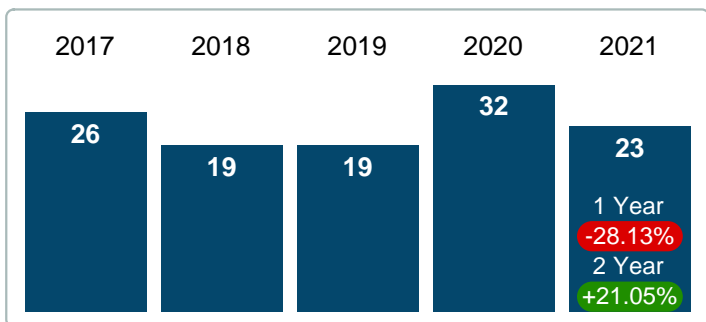
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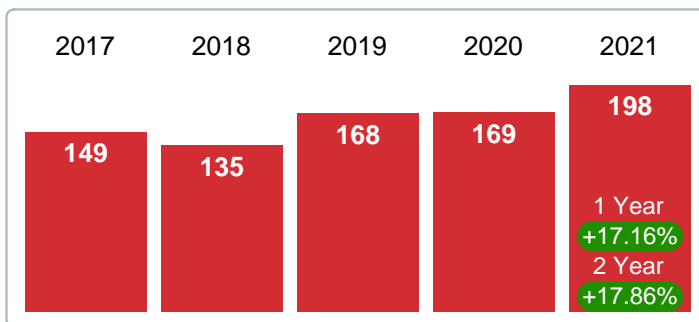
CLOSED LISTINGS

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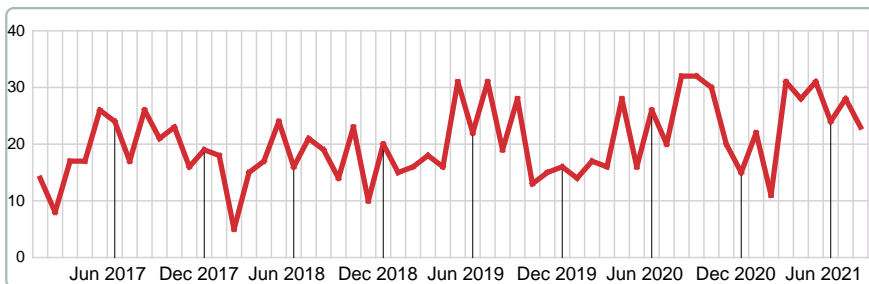
AUGUST



YEAR TO DATE (YTD)

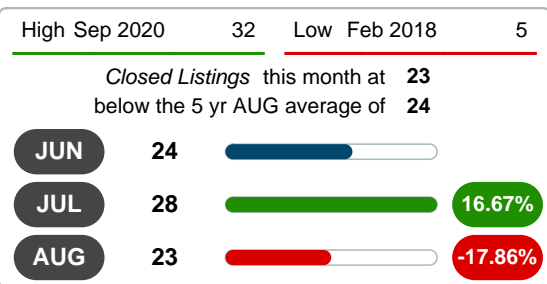


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	44.0	2	2	0	0
\$75,001 - \$100,000	3	13.04%	11.0	0	3	0	0
\$100,001 - \$225,000	6	26.09%	50.5	1	3	2	0
\$225,001 - \$275,000	3	13.04%	6.0	1	0	2	0
\$275,001 - \$425,000	3	13.04%	4.0	0	3	0	0
\$425,001 and up	3	13.04%	41.0	0	2	1	0
Total Closed Units	23			5	13	5	0
Total Closed Volume	4,491,900	100%	41.0	496.90K	2.66M	1.34M	0.00B
Median Closed Price	\$165,000			\$49,900	\$160,000	\$230,000	\$0

August 2021



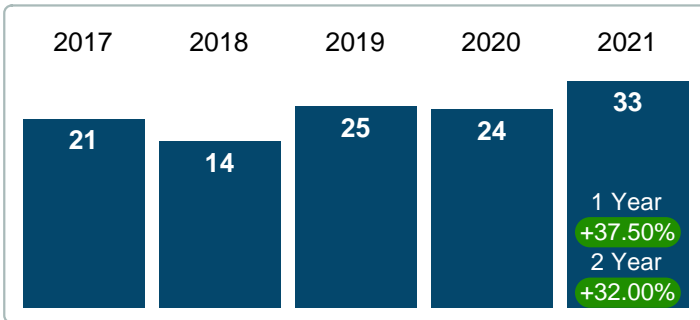
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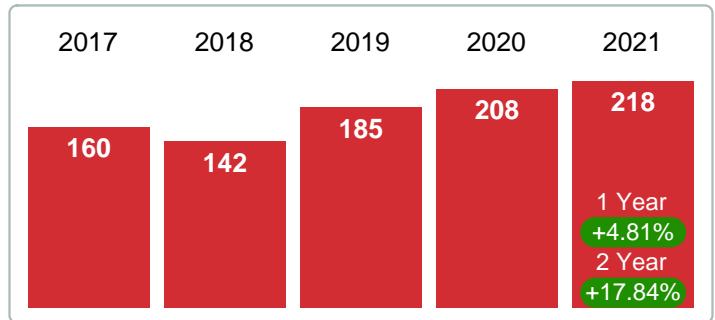
PENDING LISTINGS

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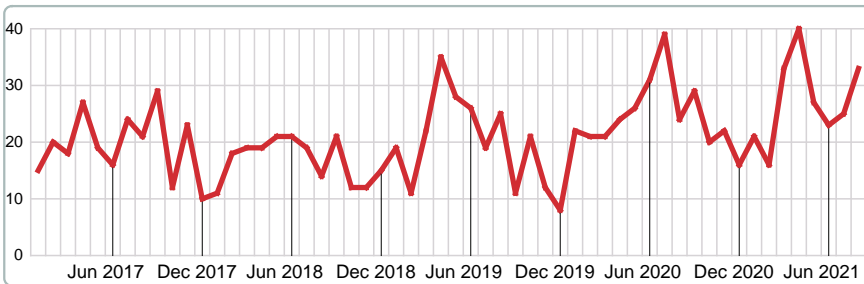
AUGUST



YEAR TO DATE (YTD)

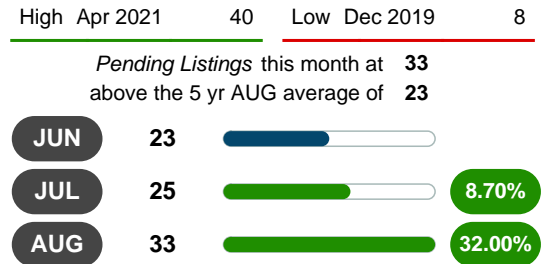


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	6.06%	43.5	2	0	0	0
\$40,001 - \$60,000	6	18.18%	62.0	5	1	0	0
\$60,001 - \$100,000	4	12.12%	4.0	4	0	0	0
\$100,001 - \$180,000	8	24.24%	42.5	3	5	0	0
\$180,001 - \$240,000	4	12.12%	39.0	0	3	0	1
\$240,001 - \$470,000	5	15.15%	11.0	1	3	1	0
\$470,001 and up	4	12.12%	113.0	0	3	0	1
Total Pending Units	33			15	15	1	2
Total Pending Volume	6,534,900	100%	46.0	1.22M	4.21M	425.00K	684.00K
Median Listing Price	\$139,000			\$69,900	\$209,000	\$425,000	\$342,000

August 2021



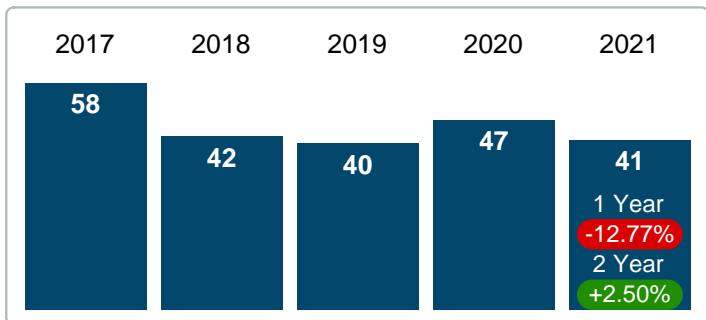
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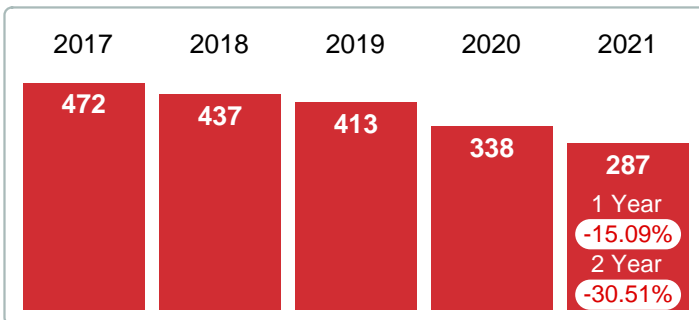
NEW LISTINGS

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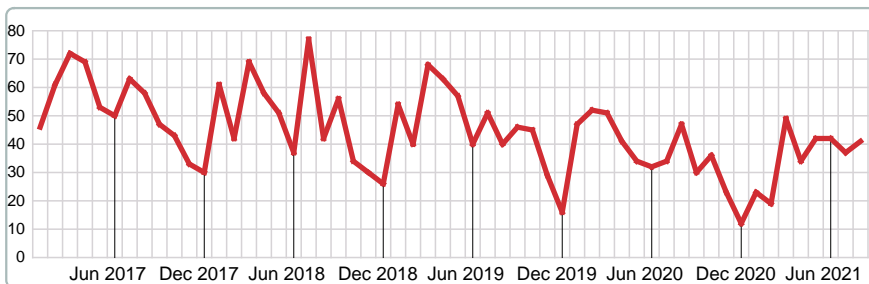
AUGUST



YEAR TO DATE (YTD)

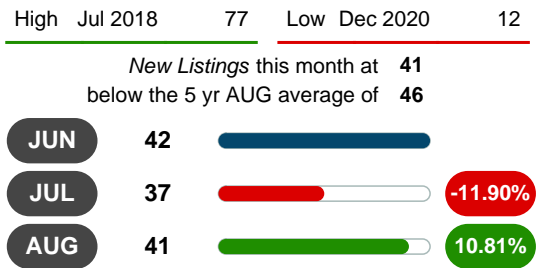


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



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
Median New Listed Listing Price	\$170,000		\$75,000	\$225,000	\$370,000	\$209,000

August 2021



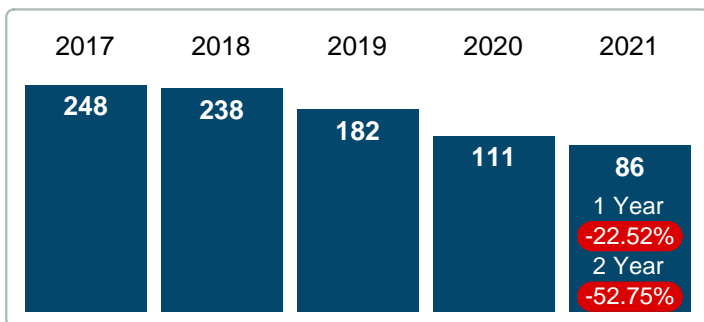
Area Delimited by County Of McIntosh - Residential Property Type



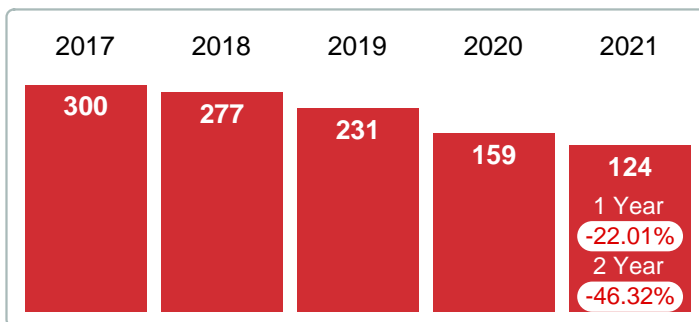
ACTIVE INVENTORY

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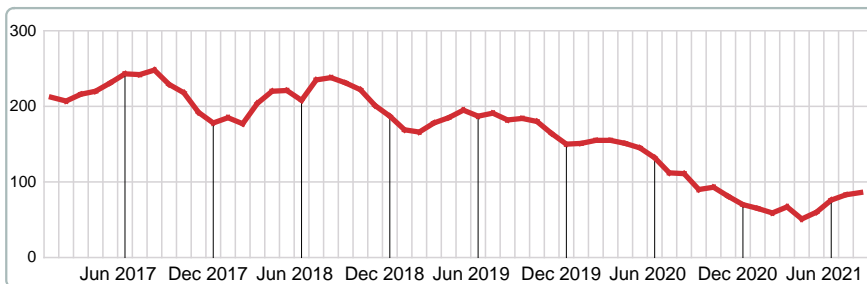
END OF AUGUST



ACTIVE DURING AUGUST

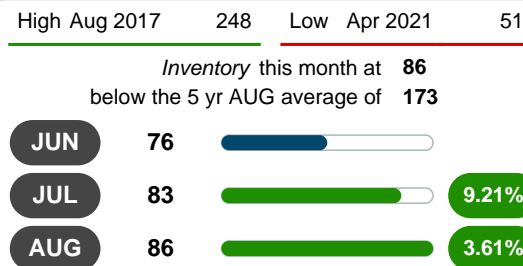


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 173



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	6	6.98%	82.0	5	1	0	0
\$50,001 - \$75,000	8	9.30%	44.5	3	5	0	0
\$75,001 - \$175,000	18	20.93%	43.5	8	6	4	0
\$175,001 - \$300,000	22	25.58%	63.5	1	16	4	1
\$300,001 - \$400,000	13	15.12%	42.0	3	5	3	2
\$400,001 - \$575,000	9	10.47%	59.0	0	4	3	2
\$575,001 and up	10	11.63%	47.5	0	4	5	1
Total Active Inventory by Units	86			20	41	19	6
Total Active Inventory by Volume	25,549,043	100%	53.5	2.75M	11.83M	8.39M	2.58M
Median Active Inventory Listing Price	\$231,000			\$86,250	\$239,000	\$349,900	\$423,000

August 2021



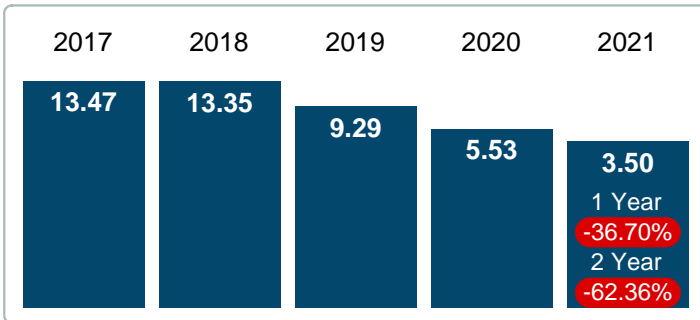
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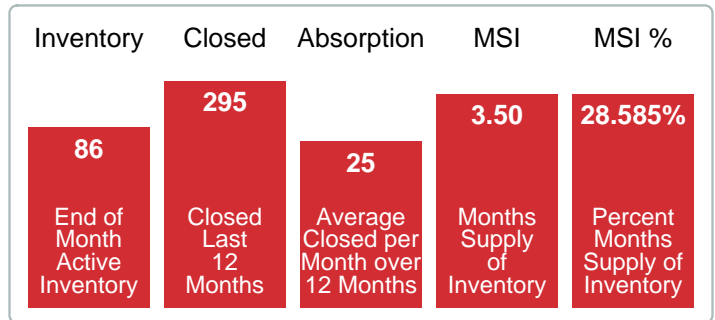
MONTHS SUPPLY of INVENTORY (MSI)

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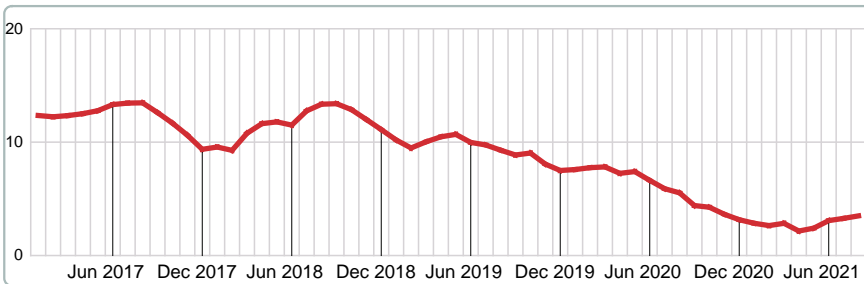
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021



5 YEAR MARKET ACTIVITY TRENDS

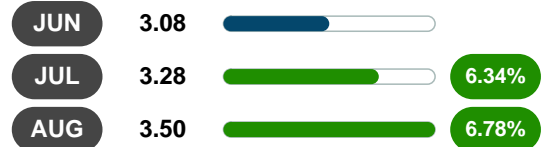


3 MONTHS

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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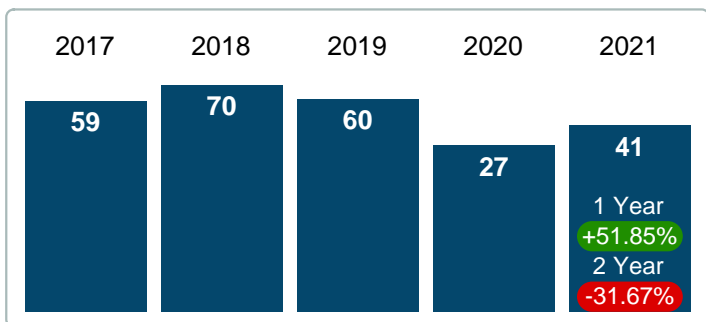
Area Delimited by County Of McIntosh - Residential Property Type



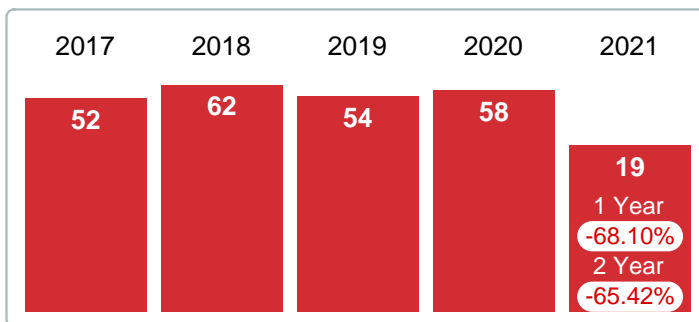
MEDIAN DAYS ON MARKET TO SALE

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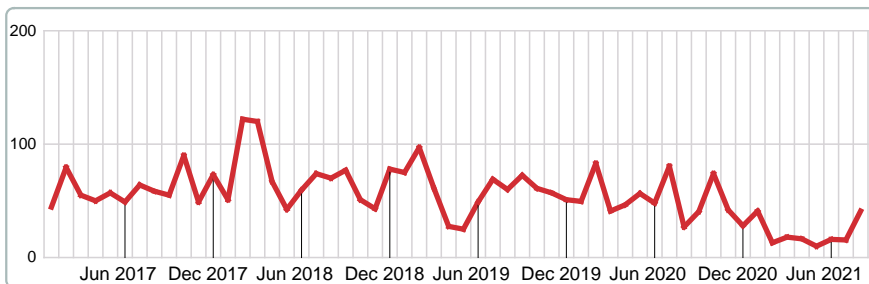
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 51

High Feb 2018 122 Low May 2021 10

Median Days on Market to Sale this month at 41 below the 5 yr AUG average of 51



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
\$25,000 and less	1	4.35%	75	75	0	0	0
\$25,001 - \$75,000	4	17.39%	44	45	30	0	0
\$75,001 - \$100,000	3	13.04%	11	0	11	0	0
\$100,001 - \$225,000	6	26.09%	51	52	24	71	0
\$225,001 - \$275,000	3	13.04%	6	3	0	26	0
\$275,001 - \$425,000	3	13.04%	4	0	4	0	0
\$425,001 and up	3	13.04%	41	0	33	41	0
Median Closed DOM			41	46	14	45	0
Total Closed Units		100%	41.0	5	13	5	
Total Closed Volume				496.90K	2.66M	1.34M	0.00B

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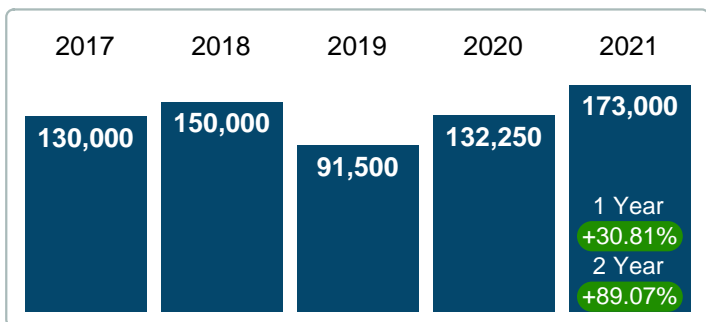
Area Delimited by County Of McIntosh - Residential Property Type



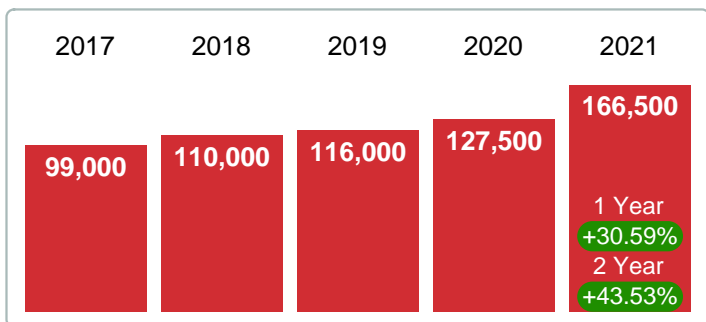
MEDIAN LIST PRICE AT CLOSING

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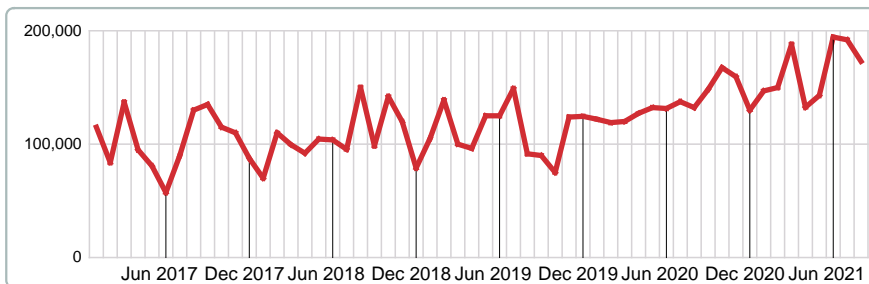
AUGUST



YEAR TO DATE (YTD)

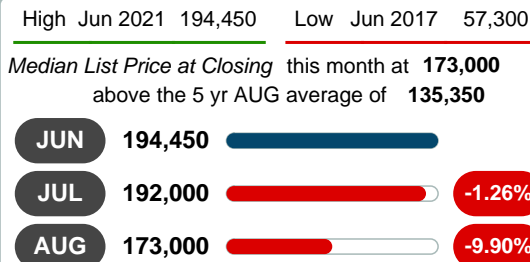


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 135,350



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
\$25,000 and less	1	4.35%	21,500	21,500	0	0	0
\$25,001 - \$75,000	4	17.39%	47,400	47,400	54,750	0	0
\$75,001 - \$100,000	2	8.70%	85,250	0	85,250	0	0
\$100,001 - \$225,000	8	34.78%	169,000	145,000	145,000	199,000	0
\$225,001 - \$275,000	2	8.70%	257,000	239,000	0	275,000	0
\$275,001 - \$425,000	3	13.04%	295,000	0	295,000	0	0
\$425,001 and up	3	13.04%	498,000	0	498,250	498,000	0
Median List Price			173,000	49,900	165,000	219,000	0
Total Closed Units		100%	173,000	5	13	5	
Total Closed Volume			4,603,300	500.30K	2.74M	1.36M	0.00B

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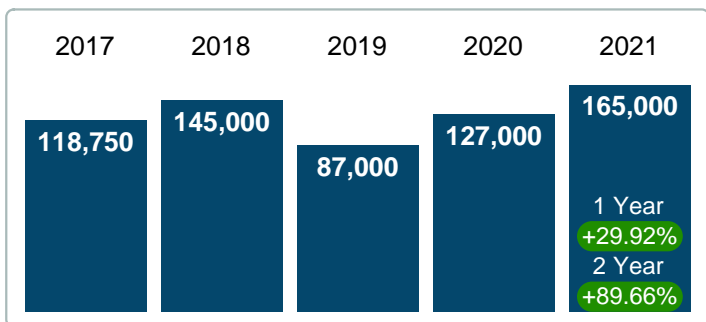
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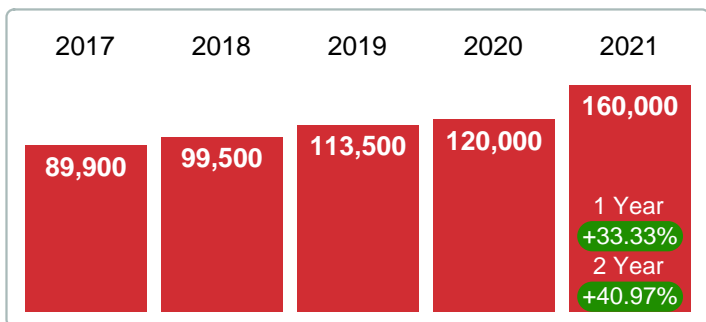
MEDIAN SOLD PRICE AT CLOSING

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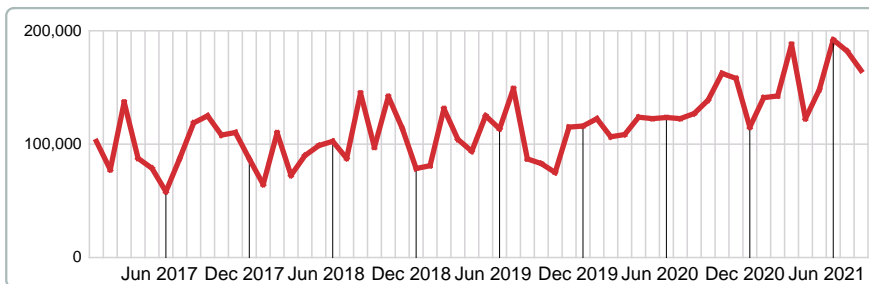
AUGUST



YEAR TO DATE (YTD)

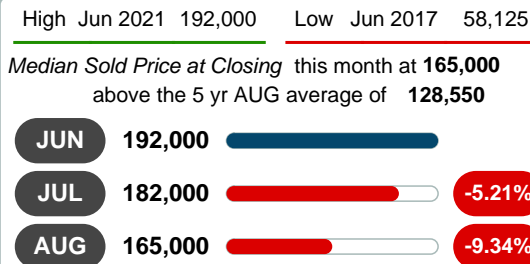


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 128,550



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
\$25,000 and less	4.35%	20,000	20,000	0	0	0
\$25,001 - \$75,000	17.39%	45,950	45,950	55,000	0	0
\$75,001 - \$100,000	13.04%	93,500	0	93,500	0	0
\$100,001 - \$225,000	26.09%	162,500	140,000	160,000	176,750	0
\$225,001 - \$275,000	13.04%	245,000	245,000	0	245,000	0
\$275,001 - \$425,000	13.04%	299,500	0	299,500	0	0
\$425,001 and up	13.04%	489,500	0	463,250	495,000	0
Median Sold Price		165,000	49,900	160,000	230,000	0
Total Closed Units	100%	165,000	5	13	5	
Total Closed Volume		4,491,900	496.90K	2.66M	1.34M	0.00B

August 2021



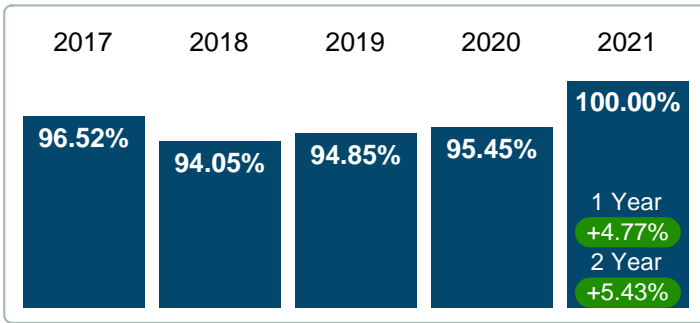
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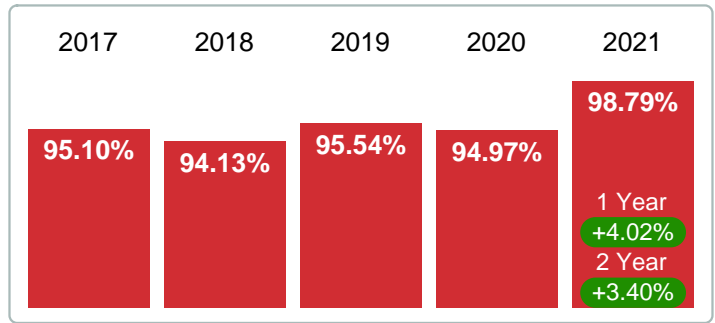
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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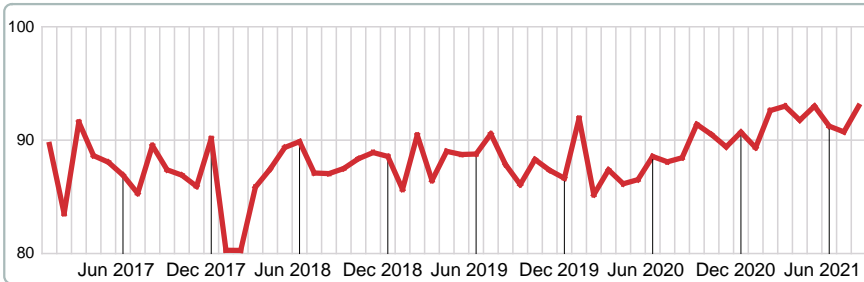
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

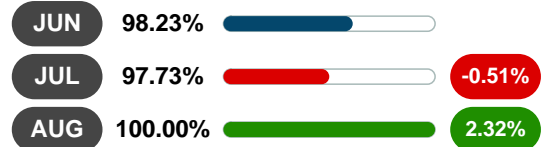


3 MONTHS

5 year AUG AVG = 96.17%

High Aug 2021 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **96.17%**



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
\$25,000 and less	<div style="width: 4.35%;"></div>	4.35%	93.02%	93.02%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	<div style="width: 17.39%;"></div>	17.39%	100.00%	96.77%	100.72%	0.00%	0.00%
\$75,001 - \$100,000	<div style="width: 13.04%;"></div>	13.04%	100.00%	0.00%	100.00%	0.00%	0.00%
\$100,001 - \$225,000	<div style="width: 26.09%;"></div>	26.09%	96.28%	96.55%	96.00%	95.18%	0.00%
\$225,001 - \$275,000	<div style="width: 13.04%;"></div>	13.04%	102.51%	102.51%	0.00%	99.78%	0.00%
\$275,001 - \$425,000	<div style="width: 13.04%;"></div>	13.04%	100.00%	0.00%	100.00%	0.00%	0.00%
\$425,001 and up	<div style="width: 13.04%;"></div>	13.04%	99.40%	0.00%	93.10%	99.40%	0.00%
Median Sold/List Ratio		100.00%		96.55%	100.00%	97.40%	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



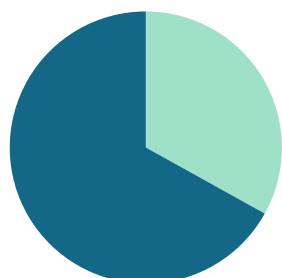
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

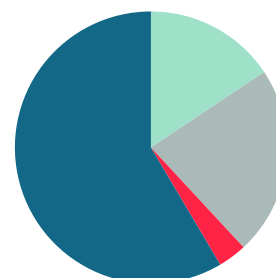


Inventory
 New Listings
41 = 33.06%
 Start Inventory
83
 Total Inventory Units
124
 Volume
\$34,286,843

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%
Median List Price	132,250	173,000	30.81%	127,500	166,500	30.59%
Median Sale Price	127,000	165,000	29.92%	120,000	160,000	33.33%
Median Percent of Selling Price to List Price	95.45%	100.00%	4.77%	94.97%	98.79%	4.02%
Median Days on Market to Sale	27.00	41.00	51.85%	58.00	18.50	-68.10%
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

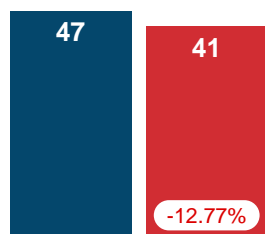
Inventory on August 31, 2021 = **86**

2020 **2021**

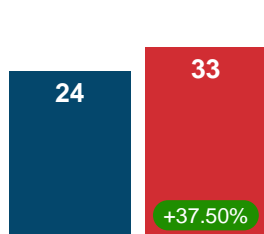
AUGUST MARKET

MEDIAN PRICES

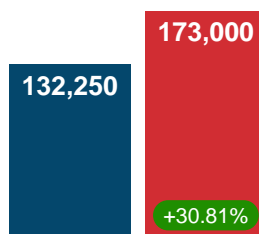
New Listings



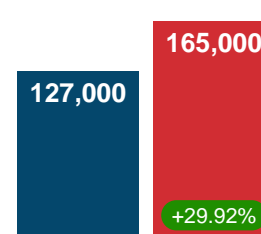
Pending Listings



List Price



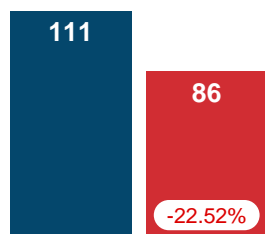
Sale Price



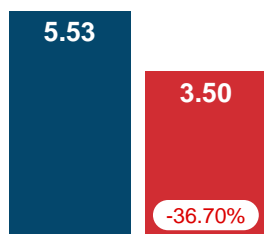
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

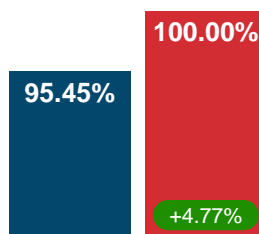
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

