

July 2021



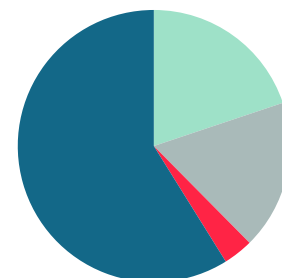
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	20	28	40.00%
Pending Listings	39	25	-35.90%
New Listings	34	37	8.82%
Average List Price	131,525	237,746	80.76%
Average Sale Price	121,945	227,566	86.61%
Average Percent of Selling Price to List Price	92.04%	94.28%	2.43%
Average Days on Market to Sale	75.25	23.07	-69.34%
End of Month Inventory	112	83	-25.89%
Months Supply of Inventory	5.89	3.28	-44.42%



■ Closed (19.86%)
■ Pending (17.73%)
■ Other OffMarket (3.55%)
■ Active (58.87%)

Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of July 31, 2021 = **83**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **25.89%** to 83 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 **3.28** 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 **86.61%** in July 2021 to \$227,566 versus the previous year at \$121,945.

Average Days on Market Shortens

The average number of **23.07** days that homes spent on the market before selling decreased by 52.18 days or **69.34%** in July 2021 compared to last year's same month at **75.25** DOM.

Sales Success for July 2021 is Positive

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

There were 37 New Listings in July 2021, up **8.82%** from last year at 34. Furthermore, there were 28 Closed Listings this month versus last year at 20, a **40.00%** increase.

Closed versus Listed trends yielded a **75.7%** ratio, up from previous year's, July 2020, at **58.8%**, a **28.65%** upswing. 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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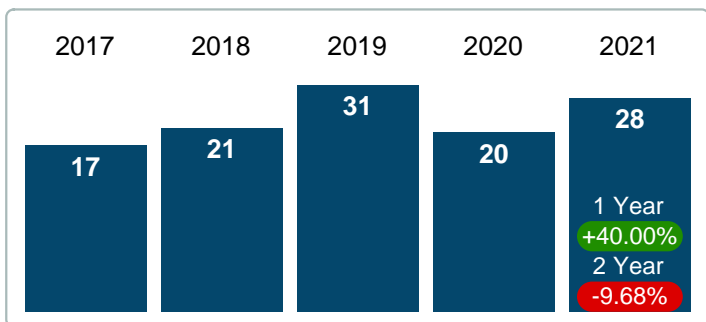
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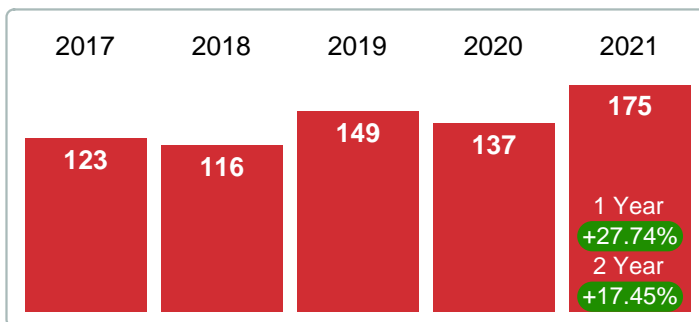
CLOSED LISTINGS

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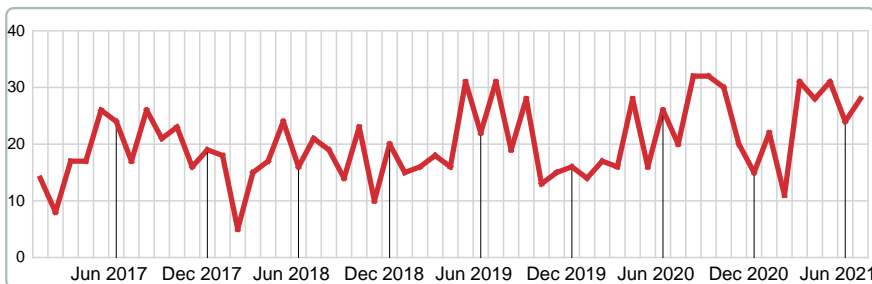
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 23

High Sep 2020 32 Low Feb 2018 5

Closed Listings this month at **28**
above the 5 yr JUL average of **23**

- MAY 31
- JUN 24 (-22.58%)
- JUL 28 (16.67%)

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	3.57%	39.0	0	1	0	0
\$25,001 - \$100,000	4	14.29%	36.3	1	3	0	0
\$100,001 - \$125,000	2	7.14%	4.0	1	1	0	0
\$125,001 - \$225,000	10	35.71%	25.3	0	8	2	0
\$225,001 - \$375,000	3	10.71%	11.7	0	2	1	0
\$375,001 - \$425,000	6	21.43%	25.0	0	4	1	1
\$425,001 and up	2	7.14%	8.0	0	1	1	0
Total Closed Units	28			2	20	5	1
Total Closed Volume	6,371,850	100%	23.1	164.00K	4.38M	1.44M	385.00K
Average Closed Price	\$227,566			\$82,000	\$219,143	\$288,000	\$385,000

July 2021



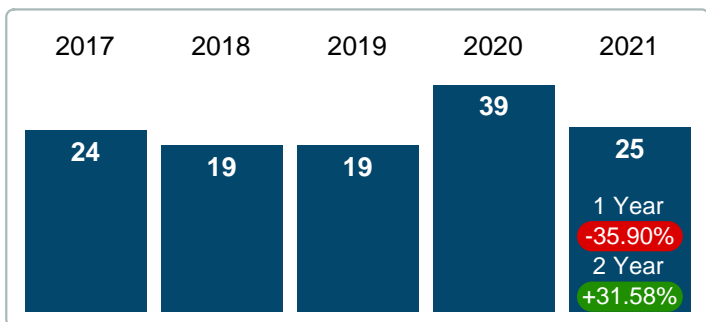
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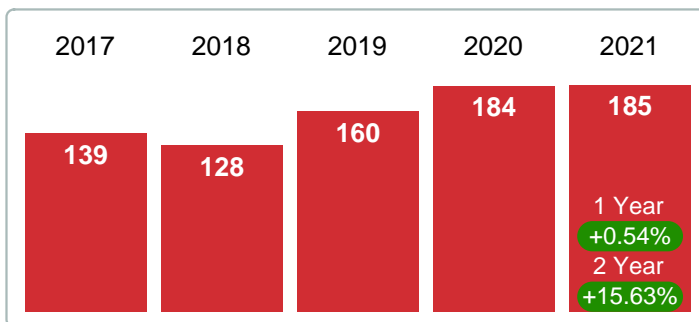
PENDING LISTINGS

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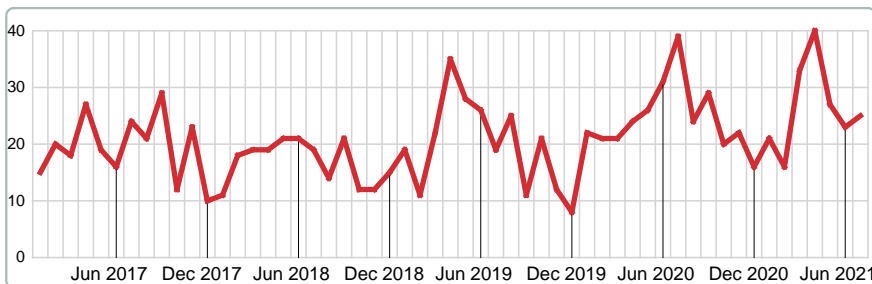
JULY



YEAR TO DATE (YTD)

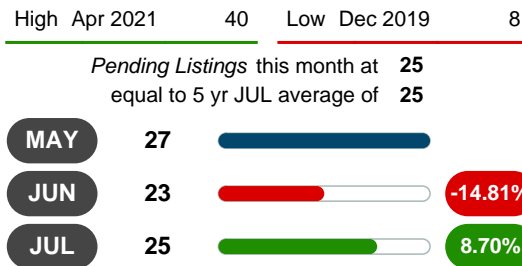


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 25



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	12.00%	44.0	0	3	0	0
\$75,001 - \$100,000	2	8.00%	72.5	0	2	0	0
\$100,001 - \$125,000	3	12.00%	12.3	0	3	0	0
\$125,001 - \$200,000	7	28.00%	32.1	1	5	1	0
\$200,001 - \$275,000	2	8.00%	34.0	0	1	1	0
\$275,001 - \$400,000	5	20.00%	31.8	2	2	1	0
\$400,001 and up	3	12.00%	48.7	0	2	0	1
Total Pending Units	25			3	18	3	1
Total Pending Volume	6,873,900	100%	36.5	707.00K	3.53M	738.50K	1.90M
Average Listing Price	\$274,956			\$235,667	\$196,300	\$246,167	\$1,895,000

July 2021



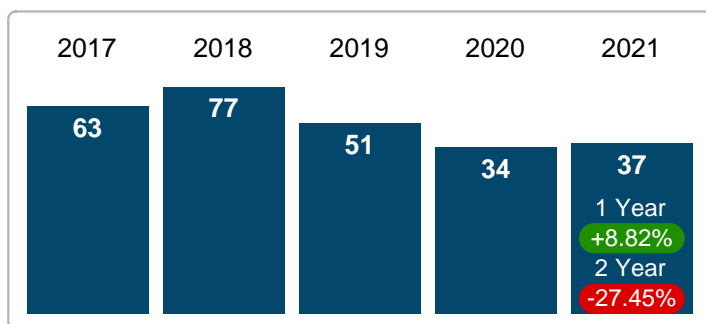
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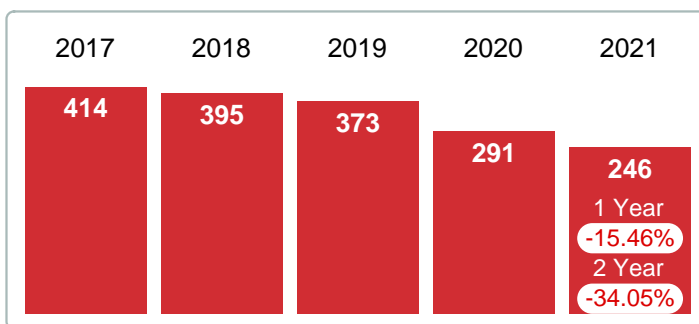
NEW LISTINGS

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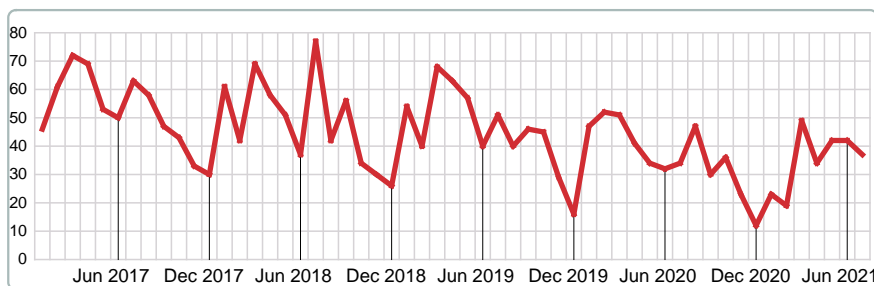
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 52

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 37 below the 5 yr JUL average of 52

Month	New Listings	% Change
MAY	42	
JUN	42	0.00%
JUL	37	-11.90%

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	2	5.41%	1	1	0	0
\$50,001 - \$150,000	6	16.22%	2	3	1	0
\$150,001 - \$225,000	5	13.51%	1	2	2	0
\$225,001 - \$300,000	11	29.73%	3	7	1	0
\$300,001 - \$425,000	4	10.81%	1	2	1	0
\$425,001 - \$600,000	5	13.51%	0	1	4	0
\$600,001 and up	4	10.81%	0	3	0	1
Total New Listed Units	37		8	19	9	1
Total New Listed Volume	11,467,200	100%	1.60M	6.08M	3.17M	625.00K
Average New Listed Listing Price	\$256,788		\$199,475	\$319,758	\$352,333	\$625,000

July 2021



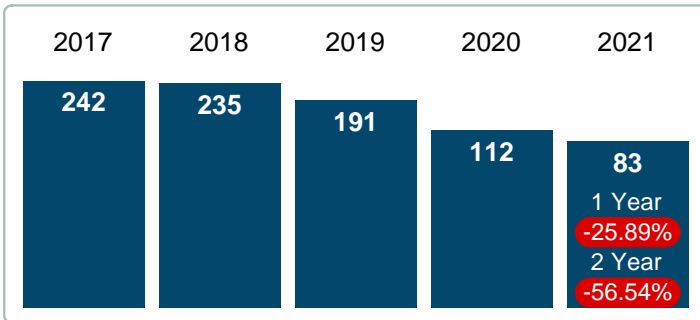
Area Delimited by County Of McIntosh - Residential Property Type



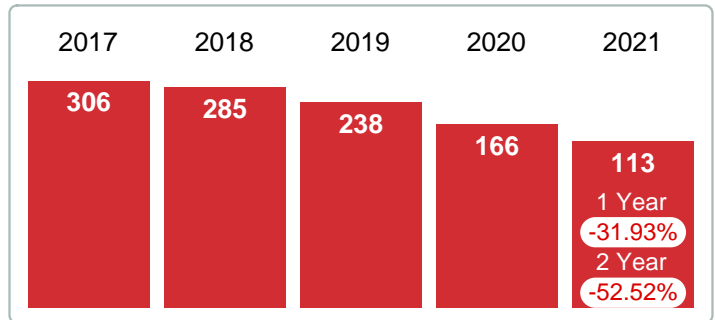
ACTIVE INVENTORY

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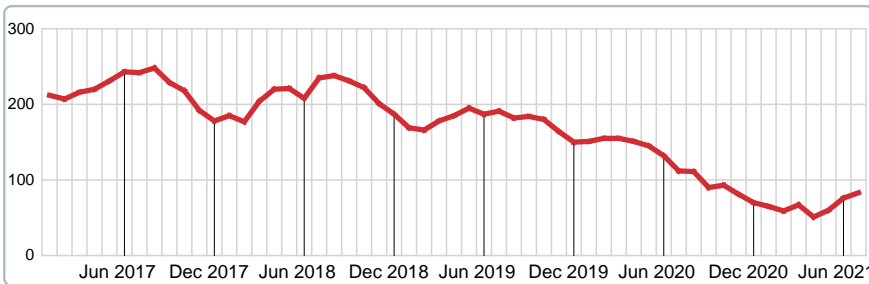
END OF JULY



ACTIVE DURING JULY

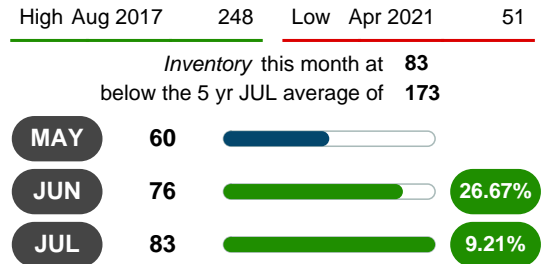


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 173



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.41%	54.5	2	0	0	0
\$25,001 - \$75,000	16	19.28%	50.4	11	5	0	0
\$75,001 - \$150,000	12	14.46%	59.9	7	2	3	0
\$150,001 - \$275,000	20	24.10%	58.0	2	15	2	1
\$275,001 - \$425,000	15	18.07%	47.9	3	6	4	2
\$425,001 - \$575,000	7	8.43%	67.7	0	2	2	3
\$575,001 and up	11	13.25%	74.2	0	6	4	1
Total Active Inventory by Units	83			25	36	15	7
Total Active Inventory by Volume	23,593,343	100%	57.9	2.83M	11.35M	6.35M	3.06M
Average Active Inventory Listing Price	\$284,257			\$113,244	\$315,361	\$423,550	\$436,571

July 2021



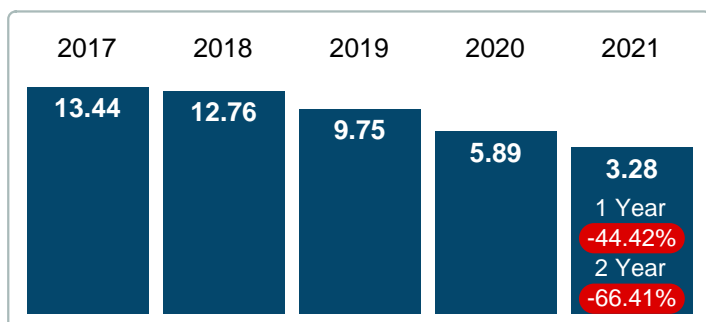
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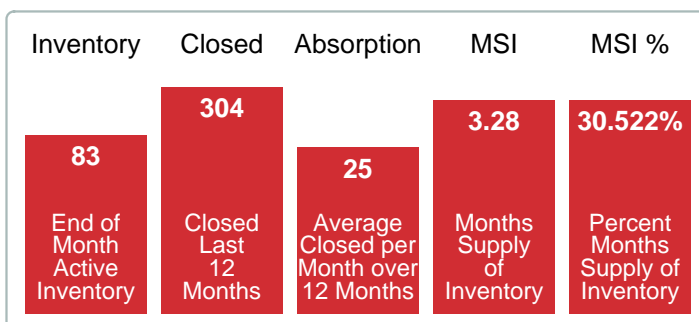
MONTHS SUPPLY of INVENTORY (MSI)

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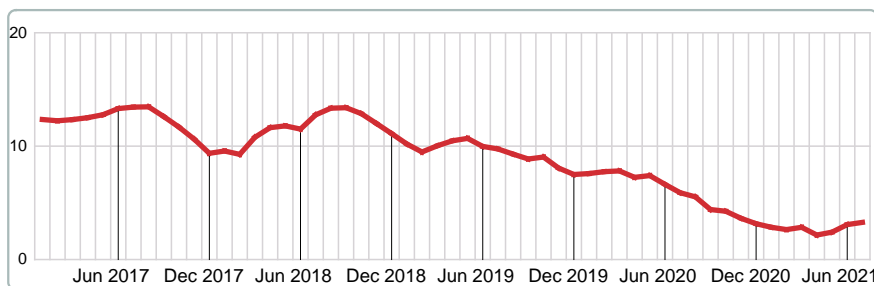
MSI FOR JULY



INDICATORS FOR JULY 2021



5 YEAR MARKET ACTIVITY TRENDS

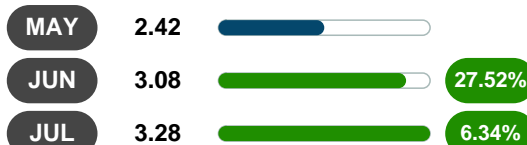


3 MONTHS

5 year JUL AVG = 9.03

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at **3.28**
below the 5 yr JUL 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
\$25,000 and less	2	2.41%	3.43	6.00	0.00	0.00	0.00
\$25,001 - \$75,000	16	19.28%	4.17	5.50	2.86	0.00	0.00
\$75,001 - \$150,000	12	14.46%	1.43	2.80	0.40	3.27	0.00
\$150,001 - \$275,000	20	24.10%	2.76	2.67	3.46	1.04	4.00
\$275,001 - \$425,000	15	18.07%	4.50	36.00	3.60	3.43	4.80
\$425,001 - \$575,000	7	8.43%	6.00	0.00	4.00	4.00	18.00
\$575,001 and up	11	13.25%	14.67	0.00	36.00	9.60	6.00
Market Supply of Inventory (MSI)			3.28	4.41	2.63	3.00	7.00
Total Active Inventory by Units		100%	3.28	25	36	15	7

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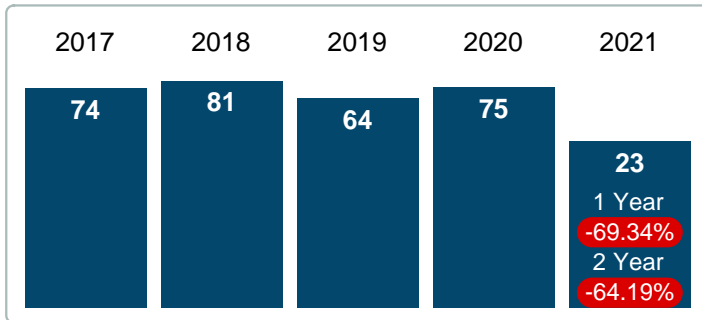
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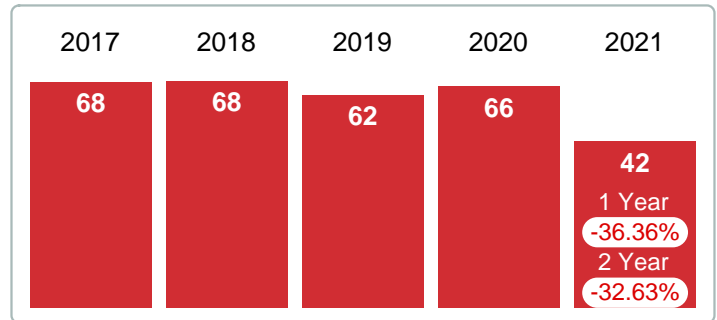
AVERAGE DAYS ON MARKET TO SALE

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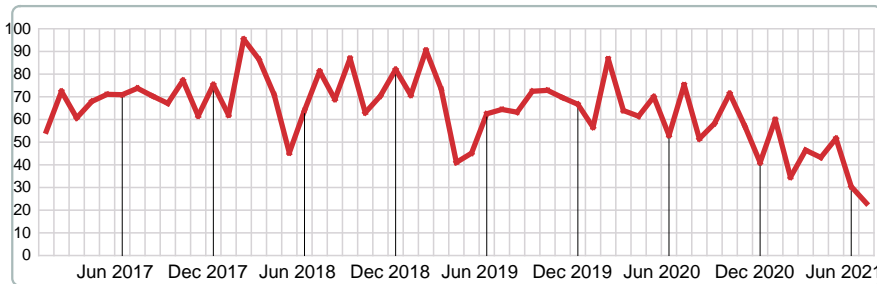
JULY



YEAR TO DATE (YTD)

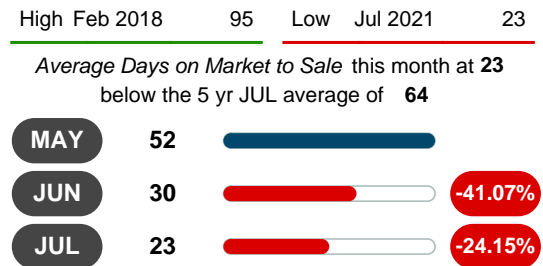


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 64



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	3.57%	39	0	39	0	0
\$25,001 - \$100,000	14.29%	36	2	48	0	0
\$100,001 - \$125,000	7.14%	4	6	2	0	0
\$125,001 - \$225,000	35.71%	25	0	21	42	0
\$225,001 - \$375,000	10.71%	12	0	15	6	0
\$375,001 - \$425,000	21.43%	25	0	31	20	5
\$425,001 and up	7.14%	8	0	4	12	0
Average Closed DOM		23	4	26	24	5
Total Closed Units	100%	23	2	20	5	1
Total Closed Volume		6,371,850	164.00K	4.38M	1.44M	385.00K

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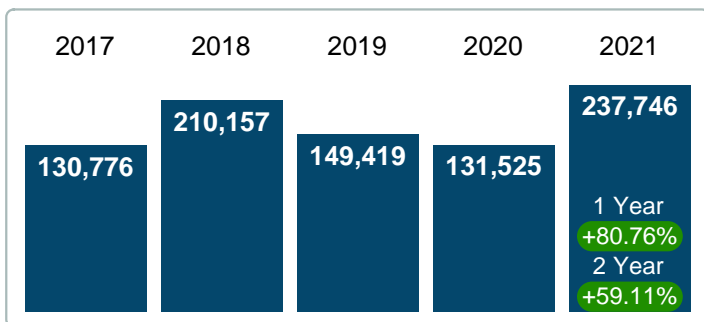
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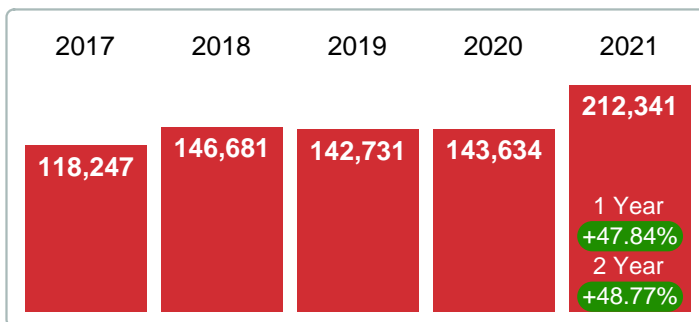
AVERAGE LIST PRICE AT CLOSING

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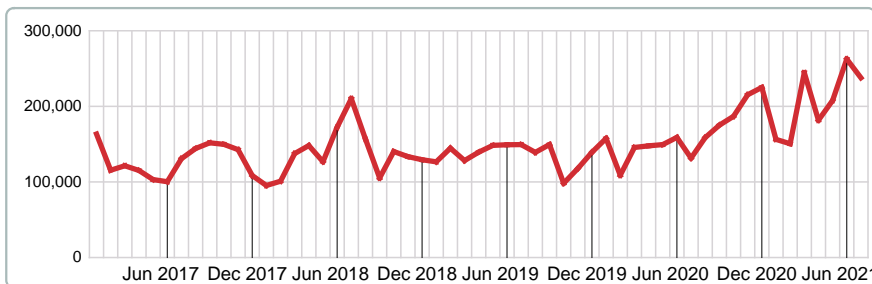
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

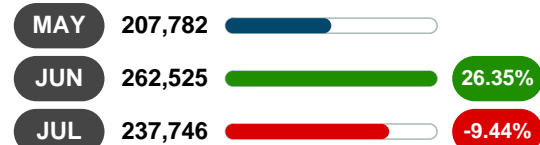


3 MONTHS

5 year JUL AVG = 171,925

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

Average List Price at Closing this month at **237,746** above the 5 yr JUL average of **171,925**



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	0.00%	0	0	39,900	0	0
\$25,001 - \$100,000	17.86%	55,180	40,000	65,333	0	0
\$100,001 - \$125,000	7.14%	115,000	122,000	108,000	0	0
\$125,001 - \$225,000	32.14%	168,472	0	177,656	165,000	0
\$225,001 - \$375,000	17.86%	285,200	0	258,500	299,000	0
\$375,001 - \$425,000	7.14%	395,000	0	447,188	375,000	395,000
\$425,001 and up	17.86%	483,750	0	525,000	500,000	0
Average List Price		237,746	81,000	229,795	300,800	395,000
Total Closed Units	100%	28	2	20	5	1
Total Closed Volume		6,656,900	162.00K	4.60M	1.50M	395.00K

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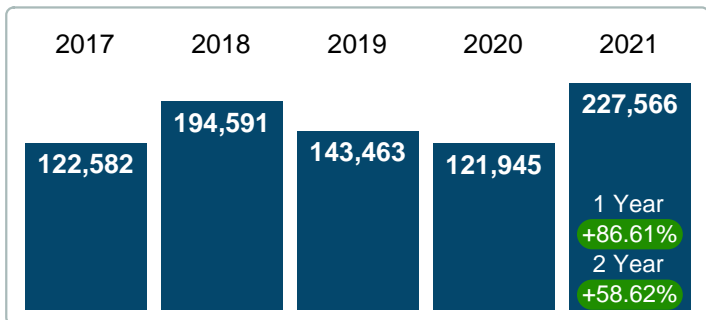
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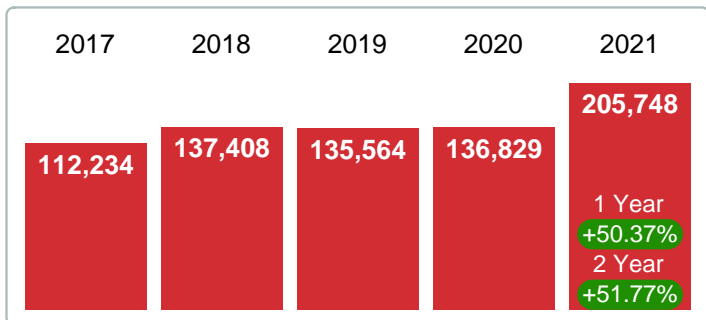
AVERAGE SOLD PRICE AT CLOSING

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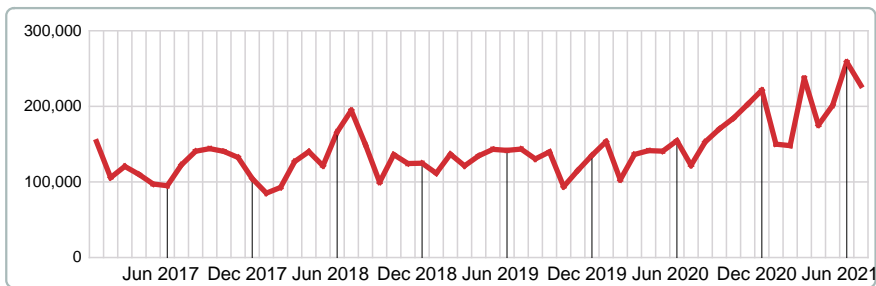
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

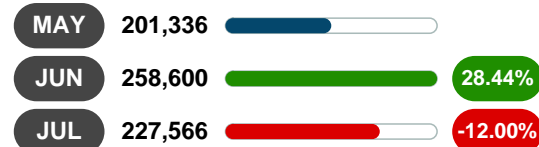


3 MONTHS

5 year JUL AVG = 162,029

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

Average Sold Price at Closing this month at **227,566** above the 5 yr JUL average of **162,029**



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	3.57%	25,000	0	25,000	0	0
\$25,001 - \$100,000	14.29%	52,625	40,000	56,833	0	0
\$100,001 - \$125,000	7.14%	116,000	124,000	108,000	0	0
\$125,001 - \$225,000	35.71%	167,535	0	173,169	145,000	0
\$225,001 - \$375,000	10.71%	274,667	0	277,000	270,000	0
\$375,001 - \$425,000	21.43%	396,667	0	403,750	380,000	385,000
\$425,001 and up	7.14%	512,500	0	525,000	500,000	0
Average Sold Price		227,566	82,000	219,143	288,000	385,000
Total Closed Units	100%	227,566	2	20	5	1
Total Closed Volume		6,371,850	164.00K	4.38M	1.44M	385.00K

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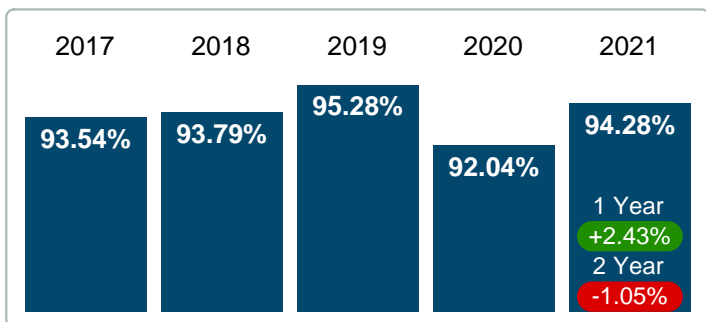
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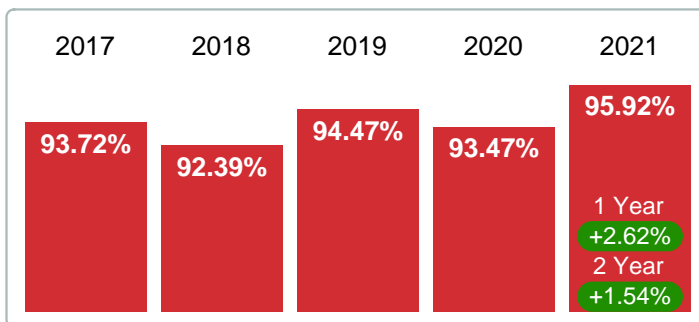
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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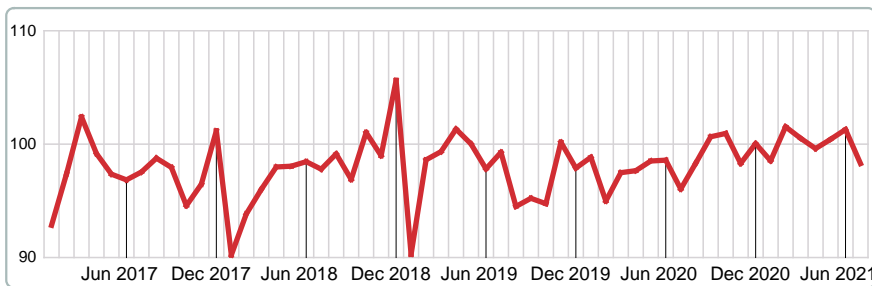
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

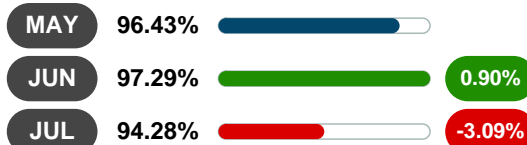


3 MONTHS

5 year JUL AVG = 93.79%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.28%**
equal to 5 yr JUL average of **93.79%**



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	3.57%	62.66%	0.00%	62.66%	0.00%	0.00%
\$25,001 - \$100,000	4	14.29%	87.55%	100.00%	83.41%	0.00%	0.00%
\$100,001 - \$125,000	2	7.14%	100.82%	101.64%	100.00%	0.00%	0.00%
\$125,001 - \$225,000	10	35.71%	95.96%	0.00%	97.65%	89.19%	0.00%
\$225,001 - \$375,000	3	10.71%	101.32%	0.00%	106.83%	90.30%	0.00%
\$375,001 - \$425,000	6	21.43%	93.64%	0.00%	90.76%	101.33%	97.47%
\$425,001 and up	2	7.14%	100.00%	0.00%	100.00%	100.00%	0.00%
Average Sold/List Ratio		94.30%		100.82%	93.54%	94.00%	97.47%
Total Closed Units		28	100%	2	20	5	1
Total Closed Volume		6,371,850		164.00K	4.38M	1.44M	385.00K

July 2021



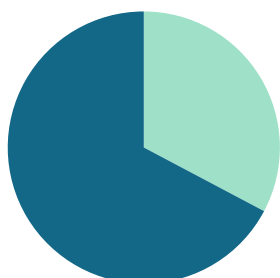
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

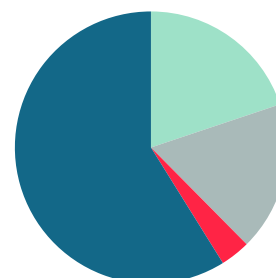


Inventory
 New Listings
37 = 32.74%
 Start Inventory
76
 Total Inventory Units
113
 Volume
\$32,369,243

Market Activity

Closed Sales
28 = 19.86%
 Pending Sales
25 = 17.73%
 Other Off Market
5 = 3.55%
 Active Inventory
83 = 58.87%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	20	28	40.00%	137	175	27.74%
Pending Sales	39	25	-35.90%	184	185	0.54%
New Listings	34	37	8.82%	291	246	-15.46%
Average List Price	131,525	237,746	80.76%	143,634	212,341	47.84%
Average Sale Price	121,945	227,566	86.61%	136,829	205,748	50.37%
Average Percent of Selling Price to List Price	92.04%	94.28%	2.43%	93.47%	95.92%	2.62%
Average Days on Market to Sale	75.25	23.07	-69.34%	65.78	41.86	-36.36%
Monthly Inventory	112	83	-25.89%	112	83	-25.89%
Months Supply of Inventory	5.89	3.28	-44.42%	5.89	3.28	-44.42%

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

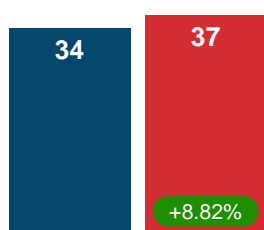
Inventory on July 31, 2021 = **83**

2020 **2021**

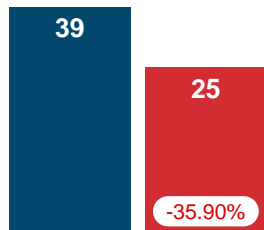
JULY MARKET

AVERAGE PRICES

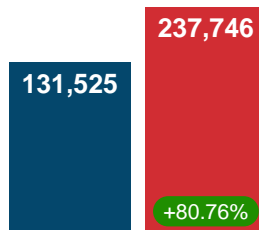
New Listings



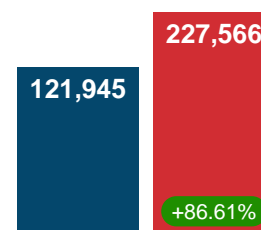
Pending Listings



List Price



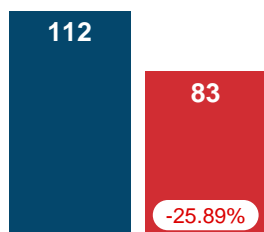
Sale Price



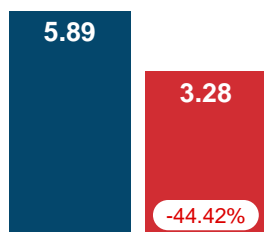
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

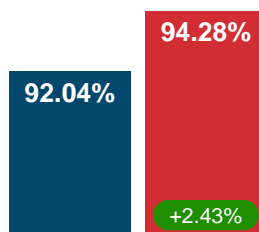
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

