

# July 2021



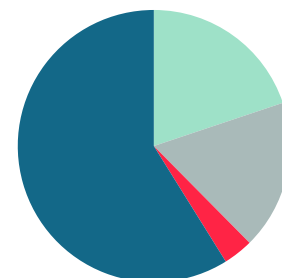
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	137,450	192,000	39.69%
Median Sale Price	122,500	182,000	48.57%
Median Percent of Selling Price to List Price	95.09%	97.73%	2.78%
Median Days on Market to Sale	80.50	15.50	-80.75%
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.

#### 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 **48.57%** in July 2021 to \$182,000 versus the previous year at \$122,500.

#### Median Days on Market Shortens

The median number of **15.50** days that homes spent on the market before selling decreased by 65.00 days or **80.75%** in July 2021 compared to last year's same month at **80.50** DOM.

#### Sales Success for July 2021 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# July 2021



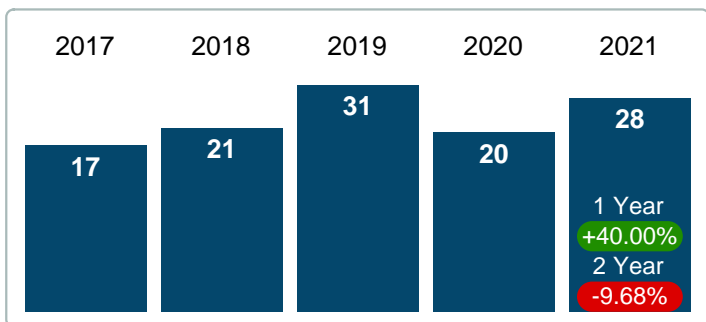
Area Delimited by County Of McIntosh - Residential Property Type



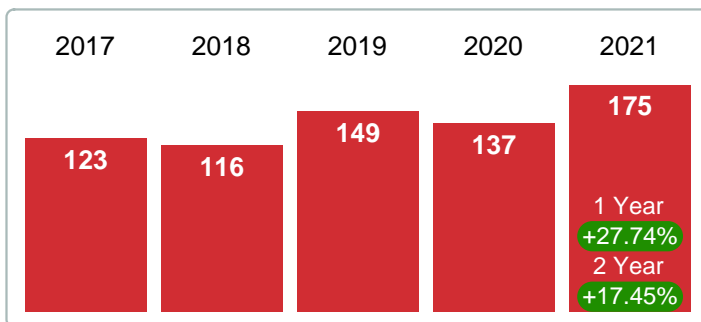
## CLOSED LISTINGS

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

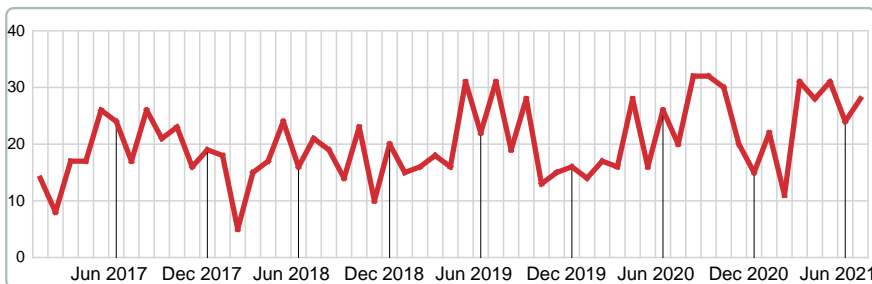
### JULY



### YEAR TO DATE (YTD)

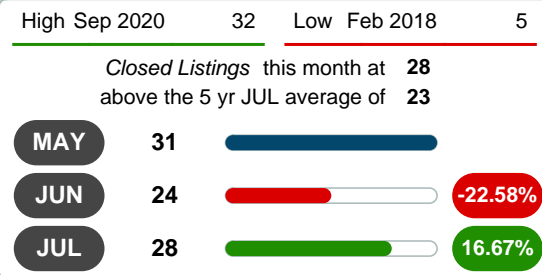


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 23



### 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	3.57%	39.0	0	1	0	0
\$25,001 - \$100,000	4	14.29%	40.0	1	3	0	0
\$100,001 - \$125,000	2	7.14%	4.0	1	1	0	0
\$125,001 - \$225,000	10	35.71%	20.5	0	8	2	0
\$225,001 - \$375,000	3	10.71%	6.0	0	2	1	0
\$375,001 - \$425,000	6	21.43%	16.5	0	4	1	1
\$425,001 and up	2	7.14%	8.0	0	1	1	0
<b>Total Closed Units</b>	<b>28</b>			<b>2</b>	<b>20</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,371,850</b>	<b>100%</b>	<b>15.5</b>	<b>164.00K</b>	<b>4.38M</b>	<b>1.44M</b>	<b>385.00K</b>
<b>Median Closed Price</b>	<b>\$182,000</b>			<b>\$82,000</b>	<b>\$182,000</b>	<b>\$270,000</b>	<b>\$385,000</b>

# July 2021



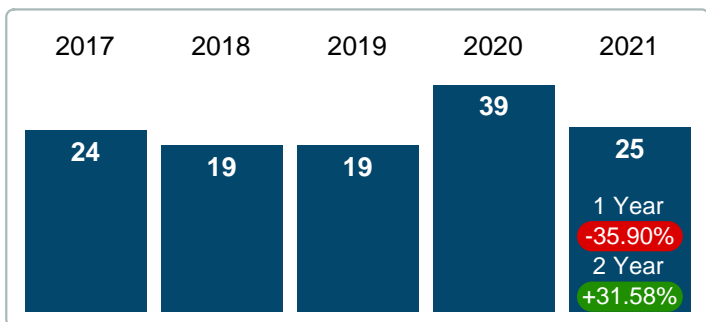
Area Delimited by County Of McIntosh - Residential Property Type



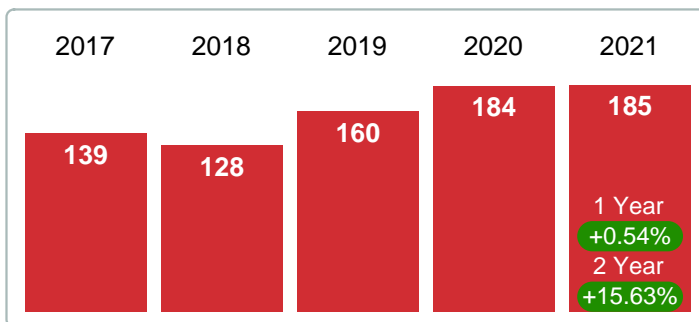
## PENDING LISTINGS

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

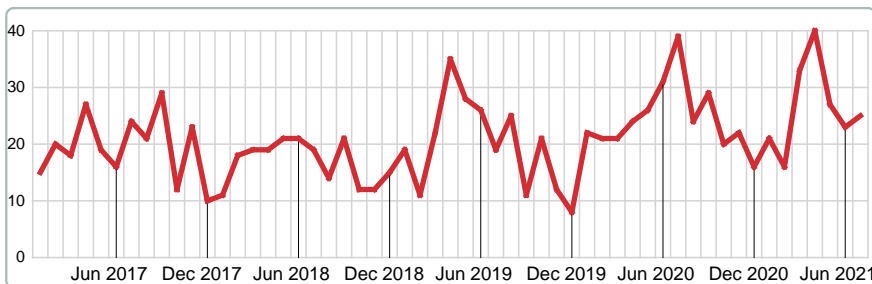
### JULY



### YEAR TO DATE (YTD)

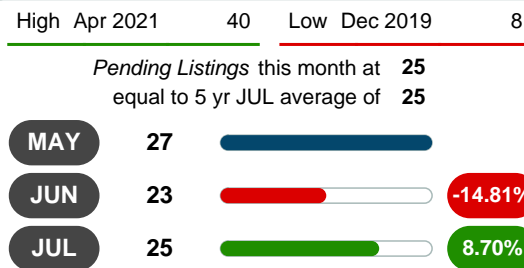


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 25



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	12.00%	19.0	0	3	0	0
\$75,001 - \$100,000	2	8.00%	72.5	0	2	0	0
\$100,001 - \$125,000	3	12.00%	11.0	0	3	0	0
\$125,001 - \$200,000	7	28.00%	21.0	1	5	1	0
\$200,001 - \$275,000	2	8.00%	34.0	0	1	1	0
\$275,001 - \$400,000	5	20.00%	15.0	2	2	1	0
\$400,001 and up	3	12.00%	11.0	0	2	0	1
<b>Total Pending Units</b>	<b>25</b>			<b>3</b>	<b>18</b>	<b>3</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,873,900</b>	<b>100%</b>	<b>19.0</b>	<b>707.00K</b>	<b>3.53M</b>	<b>738.50K</b>	<b>1.90M</b>
<b>Median Listing Price</b>	<b>\$172,000</b>			<b>\$280,000</b>	<b>\$157,000</b>	<b>\$219,000</b>	<b>\$1,895,000</b>

# July 2021



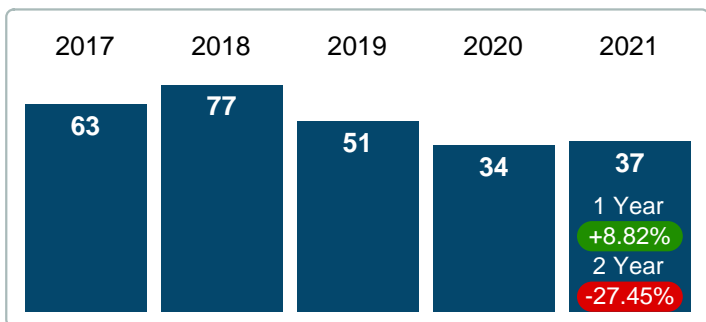
Area Delimited by County Of McIntosh - Residential Property Type



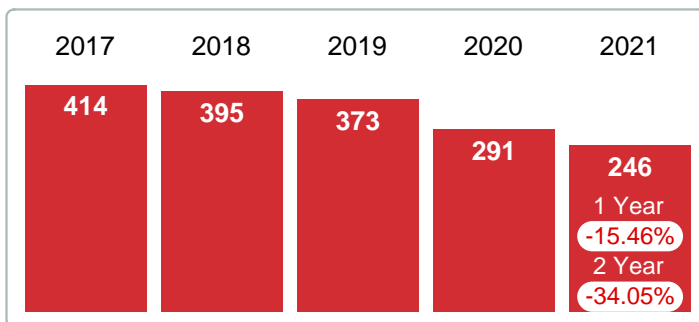
## NEW LISTINGS

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

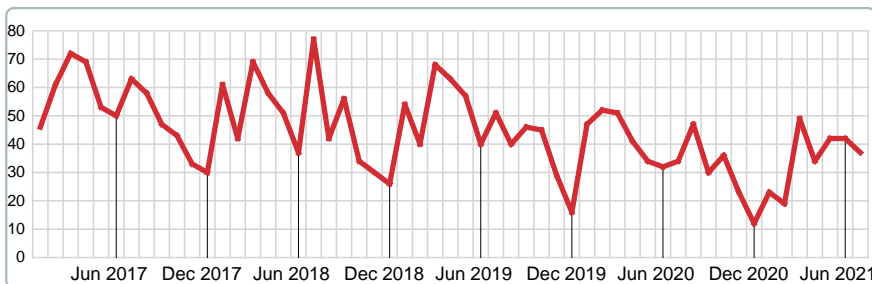
### JULY



### 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



### 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
<b>Total New Listed Units</b>	<b>37</b>		<b>8</b>	<b>19</b>	<b>9</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>11,467,200</b>	<b>100%</b>	<b>1.60M</b>	<b>6.08M</b>	<b>3.17M</b>	<b>625.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$268,500</b>		<b>\$207,450</b>	<b>\$268,000</b>	<b>\$350,000</b>	<b>\$625,000</b>

# July 2021



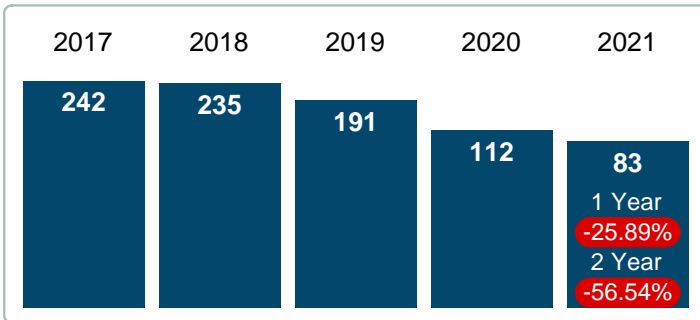
Area Delimited by County Of McIntosh - Residential Property Type



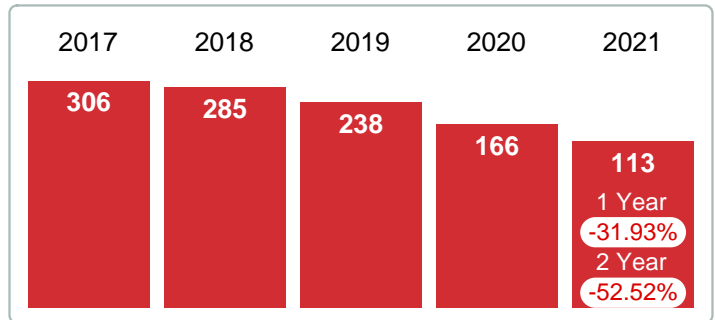
## ACTIVE INVENTORY

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

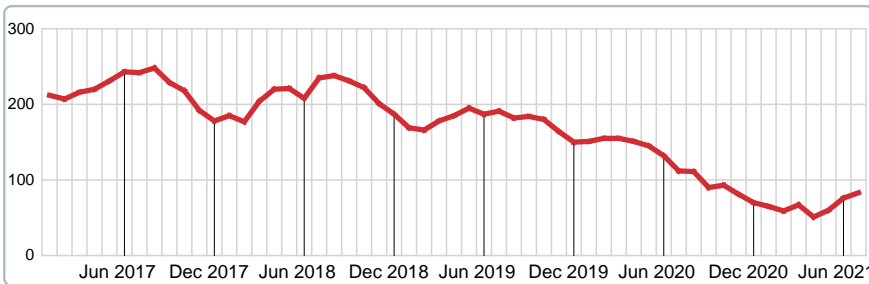
### END OF JULY



### ACTIVE DURING JULY

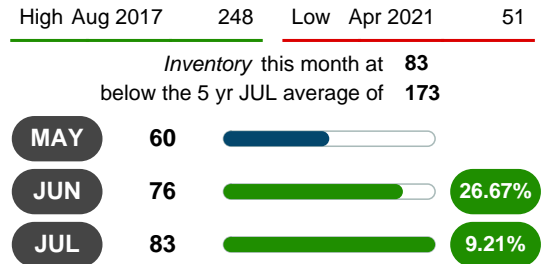


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 173



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	45.0	11	5	0	0
\$75,001 - \$150,000	12	14.46%	57.5	7	2	3	0
\$150,001 - \$275,000	20	24.10%	42.0	2	15	2	1
\$275,001 - \$425,000	15	18.07%	41.0	3	6	4	2
\$425,001 - \$575,000	7	8.43%	52.0	0	2	2	3
\$575,001 and up	11	13.25%	63.0	0	6	4	1
<b>Total Active Inventory by Units</b>	<b>83</b>			<b>25</b>	<b>36</b>	<b>15</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>23,593,343</b>	<b>100%</b>	<b>46.0</b>	<b>2.83M</b>	<b>11.35M</b>	<b>6.35M</b>	<b>3.06M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$225,000</b>			<b>\$69,900</b>	<b>\$235,500</b>	<b>\$350,000</b>	<b>\$456,000</b>

# July 2021



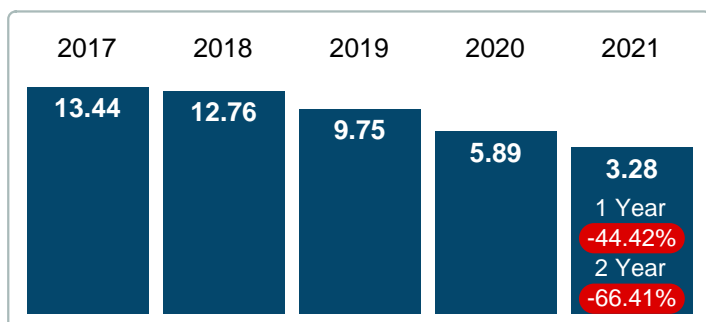
Area Delimited by County Of McIntosh - Residential Property Type



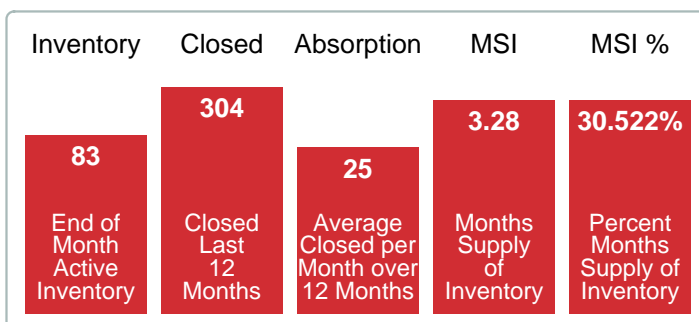
## MONTHS SUPPLY of INVENTORY (MSI)

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

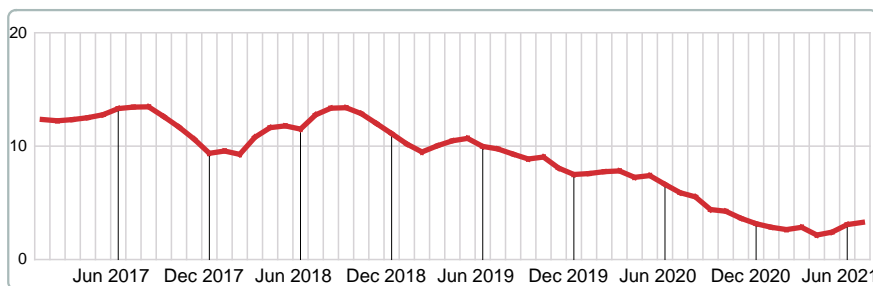
### MSI FOR JULY



### INDICATORS FOR JULY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

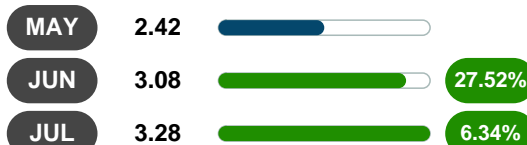


### 3 MONTHS

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

# July 2021



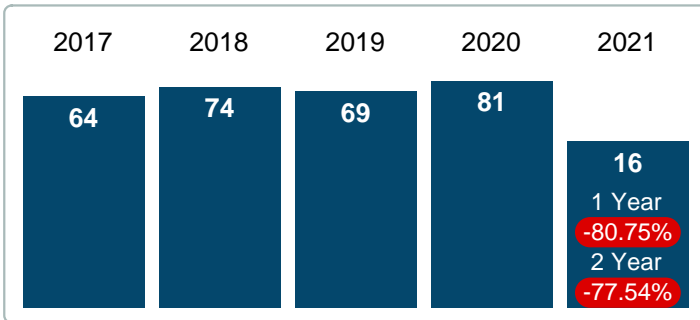
Area Delimited by County Of McIntosh - Residential Property Type



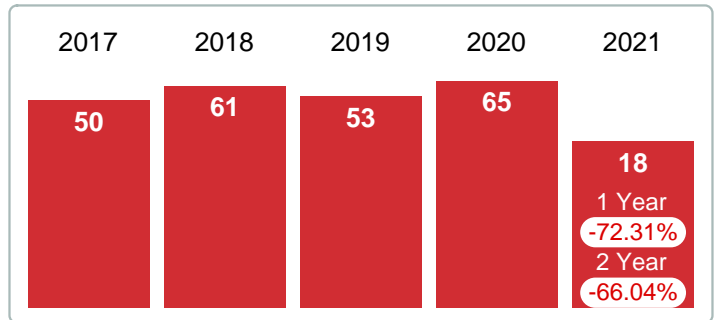
## MEDIAN DAYS ON MARKET TO SALE

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

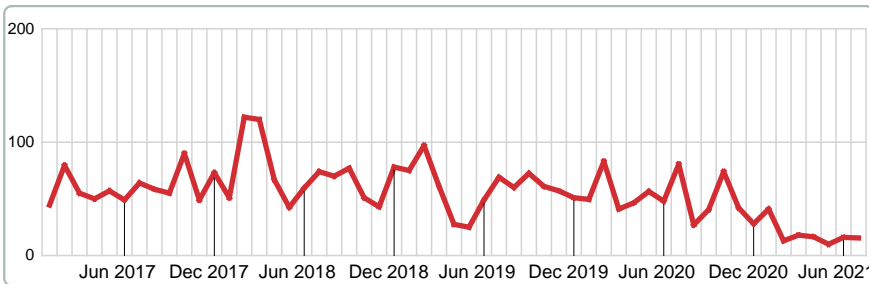
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

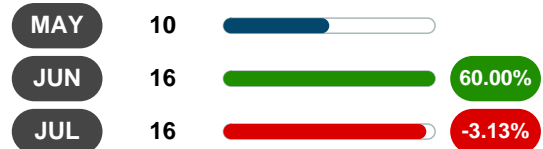


### 3 MONTHS

5 year JUL AVG = 61

High Feb 2018 122 Low May 2021 10

Median Days on Market to Sale this month at 16 below the 5 yr JUL average of 61



### 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	3.57%	39	0	39	0	0
\$25,001 - \$100,000	14.29%	40	2	42	0	0
\$100,001 - \$125,000	7.14%	4	6	2	0	0
\$125,001 - \$225,000	35.71%	21	0	16	42	0
\$225,001 - \$375,000	10.71%	6	0	15	6	0
\$375,001 - \$425,000	21.43%	17	0	18	20	5
\$425,001 and up	7.14%	8	0	4	12	0
Median Closed DOM		16	4	21	20	5
Total Closed Units	100%	15.5	2	20	5	1
Total Closed Volume		6,371,850	164.00K	4.38M	1.44M	385.00K



# July 2021



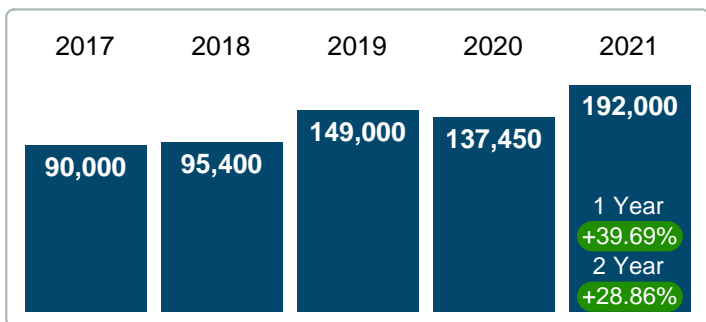
Area Delimited by County Of McIntosh - Residential Property Type



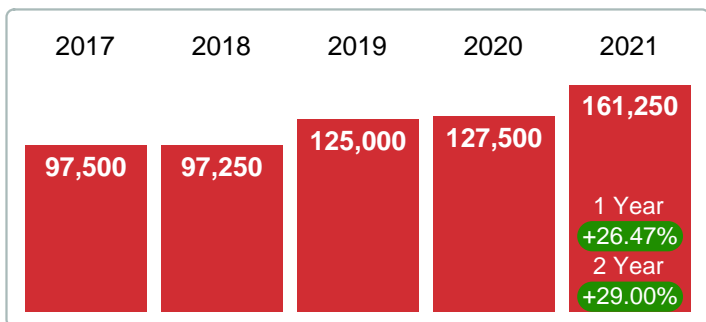
## MEDIAN LIST PRICE AT CLOSING

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

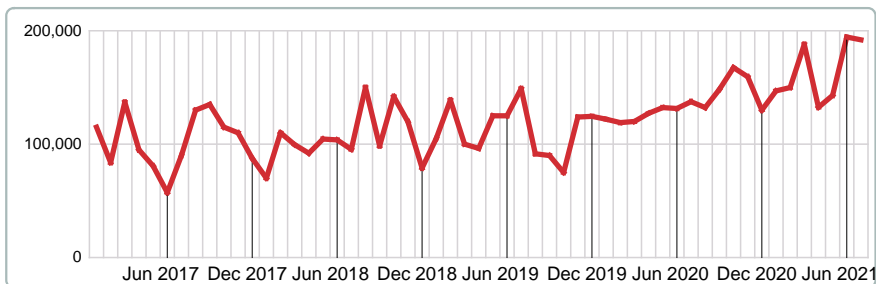
### JULY



### YEAR TO DATE (YTD)

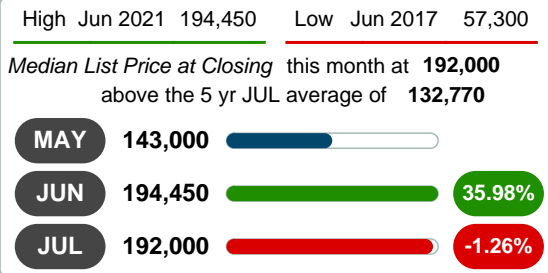


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 132,770



### 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	0	0.00%	8	0	0	0		
\$25,001 - \$100,000	5	17.86%	40,000	49,000	0	0		
\$100,001 - \$125,000	2	7.14%	115,000	108,000	0	0		
\$125,001 - \$225,000	9	32.14%	159,500	165,000	0	0		
\$225,001 - \$375,000	5	17.86%	268,000	337,000	0	0		
\$375,001 - \$425,000	2	7.14%	395,000	0	395,000	0		
\$425,001 and up	5	17.86%	500,000	475,000	500,000	0		
<b>Median List Price</b>		192,000	81,000	189,000	299,000	395,000		
<b>Total Closed Units</b>		28	100%	192,000	2	20	5	1
<b>Total Closed Volume</b>		6,656,900	162.00K	4.60M	1.50M	395.00K		



# July 2021



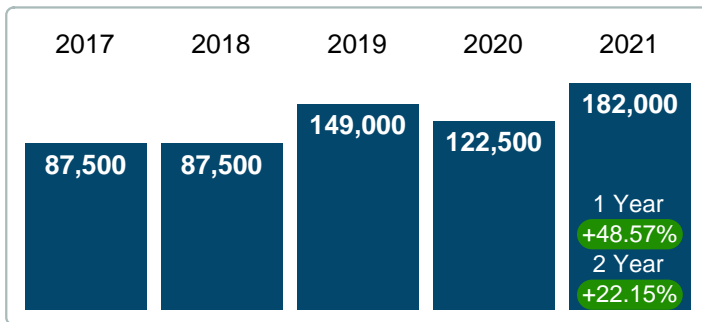
Area Delimited by County Of McIntosh - Residential Property Type



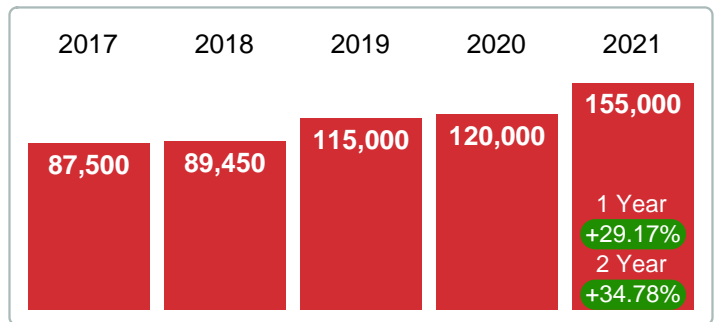
## MEDIAN SOLD PRICE AT CLOSING

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

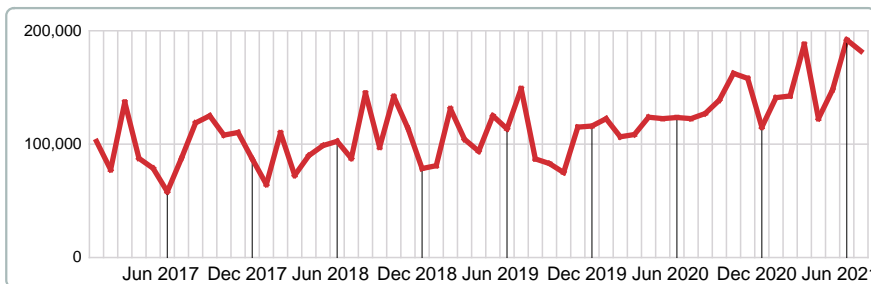
### JULY



### YEAR TO DATE (YTD)

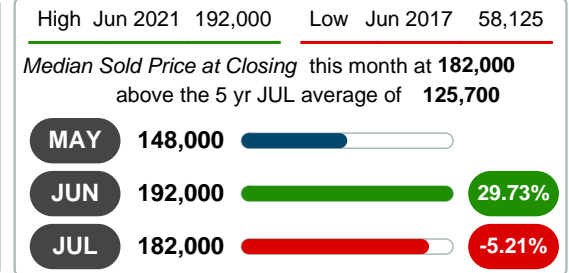


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 125,700



### 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	1	3.57%	25,000	0	25,000	0	0
\$25,001 - \$100,000	4	14.29%	40,000	40,000	40,000	0	0
\$100,001 - \$125,000	2	7.14%	116,000	124,000	108,000	0	0
\$125,001 - \$225,000	10	35.71%	154,925	0	160,000	145,000	0
\$225,001 - \$375,000	3	10.71%	270,000	0	277,000	270,000	0
\$375,001 - \$425,000	6	21.43%	392,500	0	405,000	380,000	385,000
\$425,001 and up	2	7.14%	512,500	0	525,000	500,000	0
<b>Median Sold Price</b>			<b>182,000</b>	<b>82,000</b>	<b>182,000</b>	<b>270,000</b>	<b>385,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>182,000</b>	<b>2</b>	<b>20</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>6,371,850</b>	<b>164.00K</b>	<b>4.38M</b>	<b>1.44M</b>	<b>385.00K</b>

# July 2021



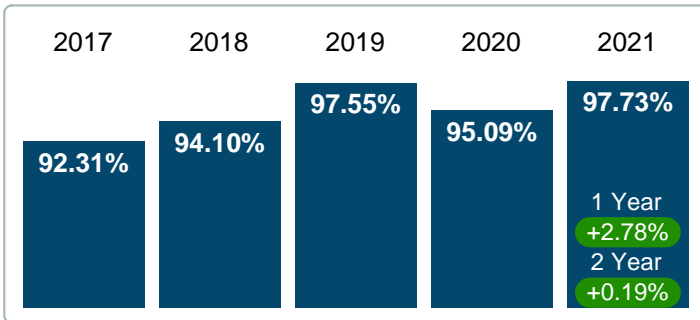
Area Delimited by County Of McIntosh - Residential Property Type



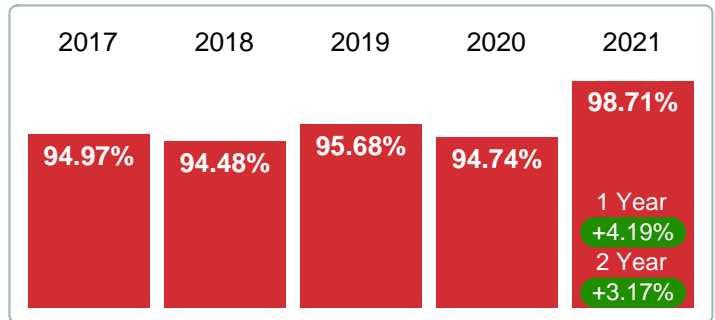
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

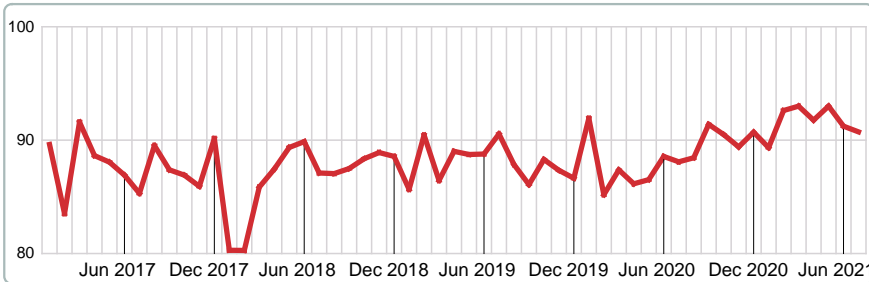
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

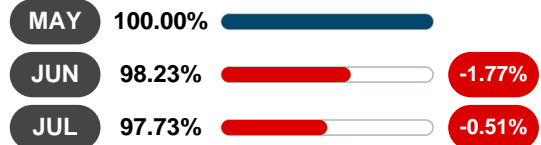


### 3 MONTHS

5 year JUL AVG = 95.36%

High May 2021 100.00% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **97.73%**  
above the 5 yr JUL average of **95.36%**



## 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	1	3.57%	62.66%	0.00%	62.66%	0.00%	0.00%
\$25,001 - \$100,000	4	14.29%	90.63%	100.00%	81.25%	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%	98.59%	0.00%	98.59%	89.19%	0.00%
\$225,001 - \$375,000	3	10.71%	97.99%	0.00%	106.83%	90.30%	0.00%
\$375,001 - \$425,000	6	21.43%	95.32%	0.00%	93.42%	101.33%	97.47%
\$425,001 and up	2	7.14%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		97.73%		100.82%	96.90%	100.00%	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



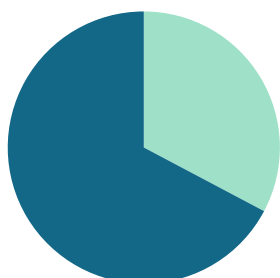
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

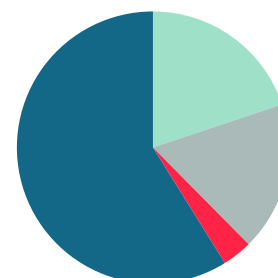


**Inventory**  
 New Listings  
**37 = 32.74%**  
 Start Inventory  
**76**  
 Total Inventory Units  
**113**  
 Volume  
**\$32,369,243**

### 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%
Median List Price	137,450	192,000	39.69%	127,500	161,250	26.47%
Median Sale Price	122,500	182,000	48.57%	120,000	155,000	29.17%
Median Percent of Selling Price to List Price	95.09%	97.73%	2.78%	94.74%	98.71%	4.19%
Median Days on Market to Sale	80.50	15.50	-80.75%	65.00	18.00	-72.31%
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

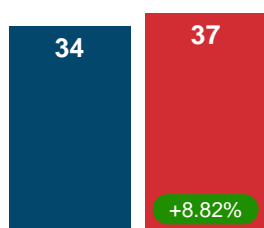
**Inventory** on July 31, 2021 = **83**

**2020** **2021**

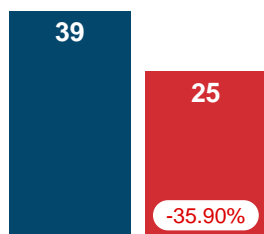
### JULY MARKET

### MEDIAN PRICES

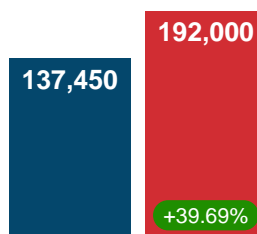
#### New Listings



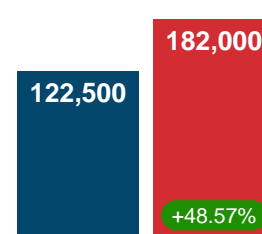
#### Pending Listings



#### List Price



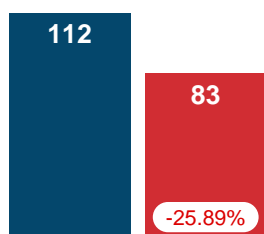
#### Sale Price



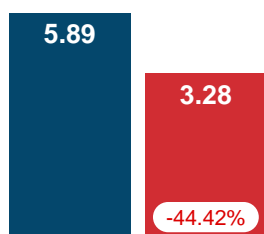
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

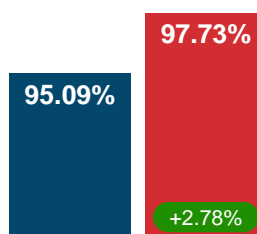
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

