

June 2021



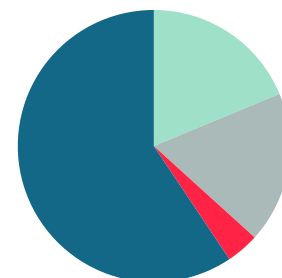
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	26	24	-7.69%
Pending Listings	31	23	-25.81%
New Listings	32	42	31.25%
Average List Price	158,935	262,525	65.18%
Average Sale Price	154,485	258,600	67.40%
Average Percent of Selling Price to List Price	94.59%	97.29%	2.86%
Average Days on Market to Sale	53.00	30.42	-42.61%
End of Month Inventory	132	76	-42.42%
Months Supply of Inventory	6.63	3.08	-53.51%



■ Closed (18.75%)
■ Pending (17.97%)
■ Other OffMarket (3.91%)
■ Active (59.38%)

Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of June 30, 2021 = **76**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **42.42%** to 76 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 **3.08** 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 **67.40%** in June 2021 to \$258,600 versus the previous year at \$154,485.

Average Days on Market Shortens

The average number of **30.42** days that homes spent on the market before selling decreased by 22.58 days or **42.61%** in June 2021 compared to last year's same month at **53.00** DOM.

Sales Success for June 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 42 New Listings in June 2021, up **31.25%** from last year at 32. Furthermore, there were 24 Closed Listings this month versus last year at 26, a **-7.69%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, June 2020, at **81.3%**, a **29.67%** 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

June 2021



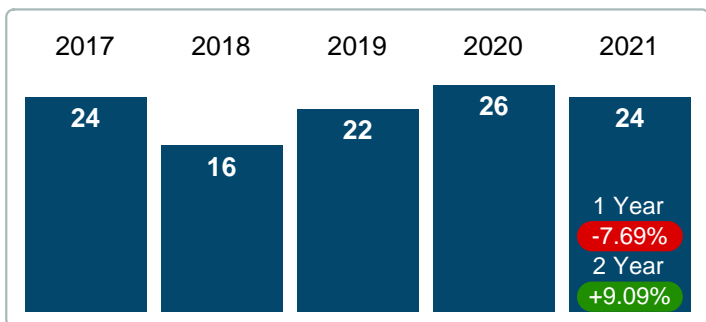
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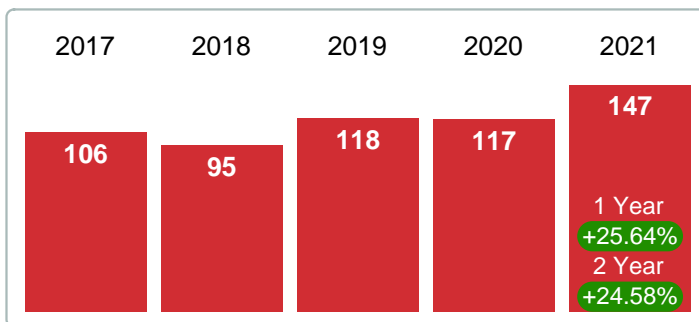
CLOSED LISTINGS

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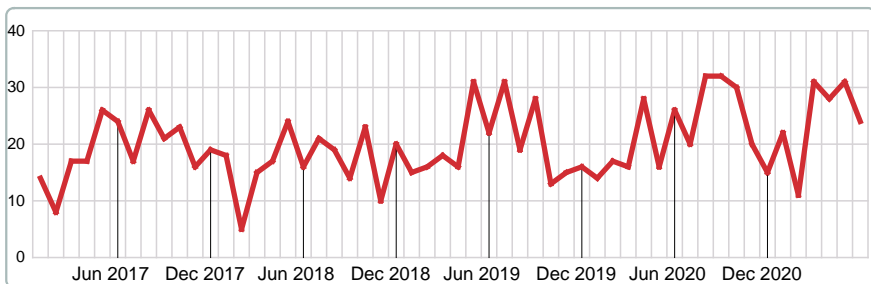
JUNE



YEAR TO DATE (YTD)

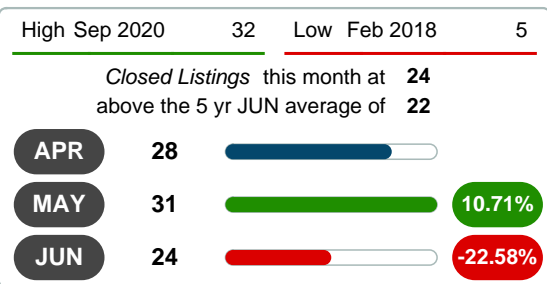


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	8.33%	37.0	2	0	0	0
\$75,001 - \$125,000	3	12.50%	15.0	1	2	0	0
\$125,001 - \$150,000	1	4.17%	7.0	1	0	0	0
\$150,001 - \$250,000	9	37.50%	37.0	1	6	2	0
\$250,001 - \$400,000	4	16.67%	12.5	0	1	2	1
\$400,001 - \$475,000	3	12.50%	41.7	0	1	1	1
\$475,001 and up	2	8.33%	48.0	0	1	1	0
Total Closed Units	24			5	11	6	2
Total Closed Volume	6,206,400	100%	30.4	512.00K	2.57M	2.38M	745.00K
Average Closed Price	\$258,600			\$102,400	\$233,318	\$397,150	\$372,500

June 2021



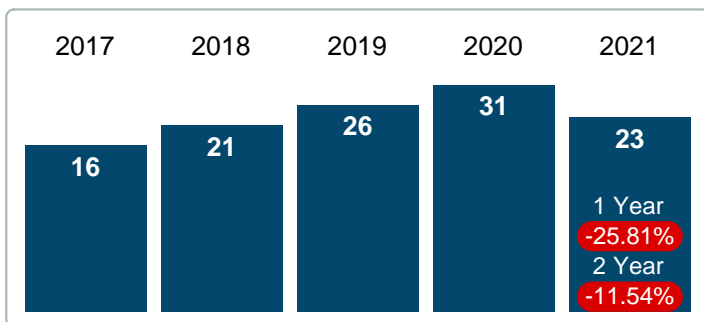
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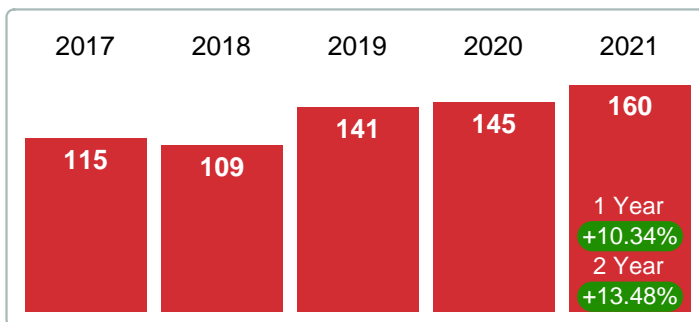
PENDING LISTINGS

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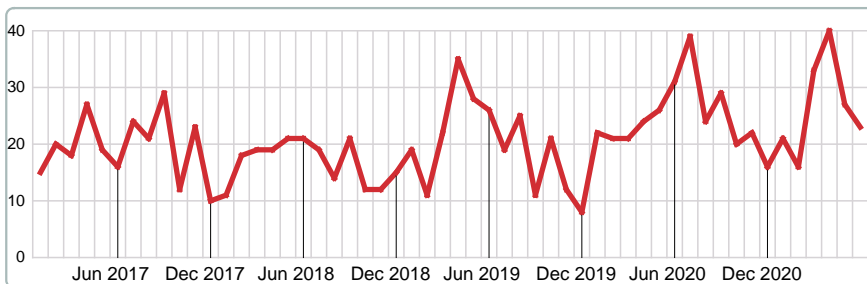
JUNE



YEAR TO DATE (YTD)

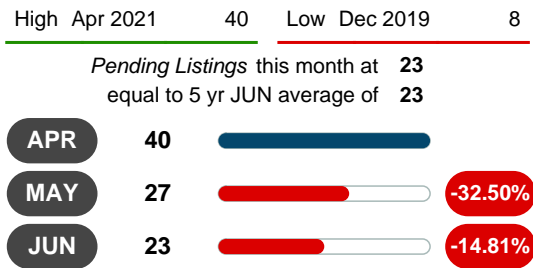


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$125,000	6	26.09%	32.8	1	5	0	0
\$125,001 - \$150,000	2	8.70%	23.0	0	1	1	0
\$150,001 - \$275,000	7	30.43%	22.0	1	4	2	0
\$275,001 - \$325,000	3	13.04%	17.3	0	3	0	0
\$325,001 - \$475,000	2	8.70%	10.5	0	0	2	0
\$475,001 and up	3	13.04%	21.3	0	1	2	0
Total Pending Units	23			2	14	7	0
Total Pending Volume	5,224,199	100%	24.0	288.90K	2.64M	2.30M	0.00B
Average Listing Price	\$235,438			\$144,450	\$188,521	\$328,000	\$0

June 2021



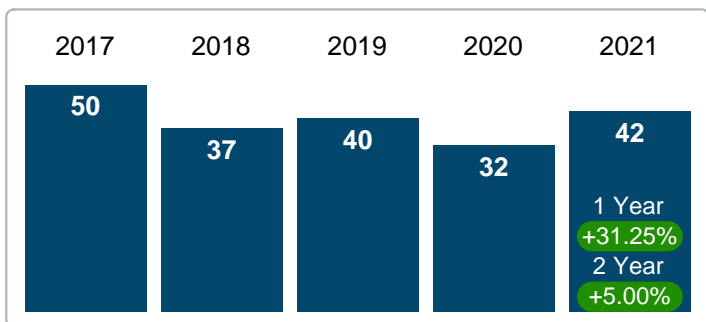
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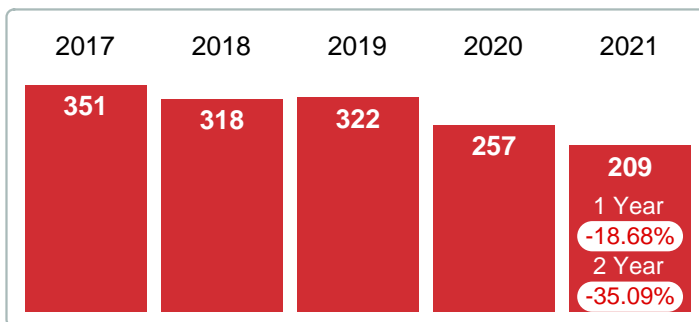
NEW LISTINGS

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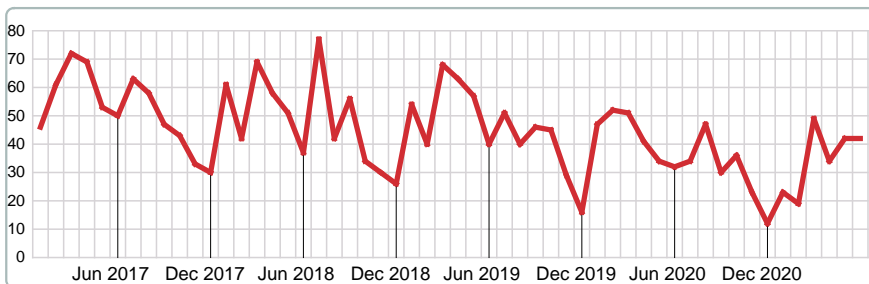
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

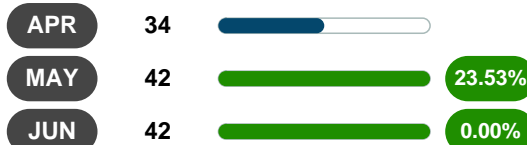


3 MONTHS

5 year JUN AVG = 40

High Jul 2018 77 Low Dec 2020 12

New Listings this month at 42
above the 5 yr JUN average of 40



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	4.76%	2	0	0	0
\$25,001 - \$50,000	5	11.90%	5	0	0	0
\$50,001 - \$100,000	8	19.05%	3	5	0	0
\$100,001 - \$225,000	10	23.81%	2	7	1	0
\$225,001 - \$325,000	7	16.67%	1	4	2	0
\$325,001 - \$425,000	6	14.29%	1	1	2	2
\$425,001 and up	4	9.52%	0	1	1	2
Total New Listed Units	42		14	18	6	4
Total New Listed Volume	10,119,899	100%	1.38M	3.41M	2.14M	3.19M
Average New Listed Listing Price	\$223,650		\$98,921	\$189,306	\$357,083	\$796,250

June 2021



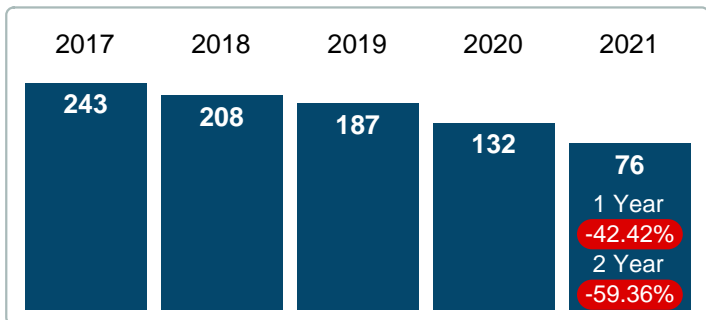
Area Delimited by County Of McIntosh - Residential Property Type



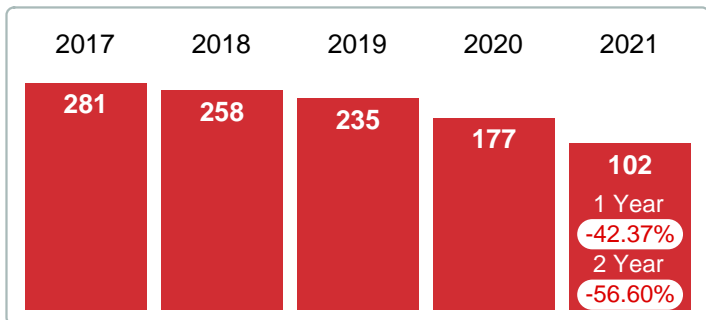
ACTIVE INVENTORY

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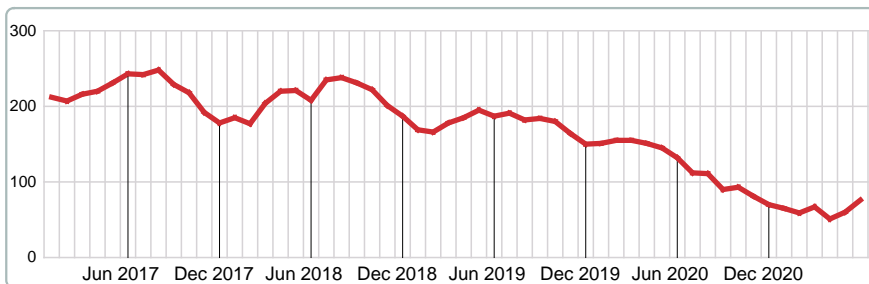
END OF JUNE



ACTIVE DURING JUNE

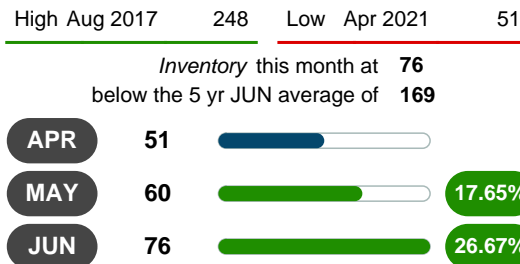


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 169



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	2.63%	23.5	2	0	0	0
\$25,001 - \$75,000	15	19.74%	31.6	9	6	0	0
\$75,001 - \$125,000	12	15.79%	45.3	5	5	2	0
\$125,001 - \$225,000	18	23.68%	48.6	2	13	2	1
\$225,001 - \$375,000	10	13.16%	44.0	1	6	2	1
\$375,001 - \$575,000	10	13.16%	70.7	1	3	2	4
\$575,001 and up	9	11.84%	67.9	0	4	3	2
Total Active Inventory by Units	76			20	37	11	8
Total Active Inventory by Volume	20,902,043	100%	48.6	1.94M	9.17M	4.82M	4.97M
Average Active Inventory Listing Price	\$275,027			\$97,115	\$247,946	\$438,249	\$620,625

June 2021



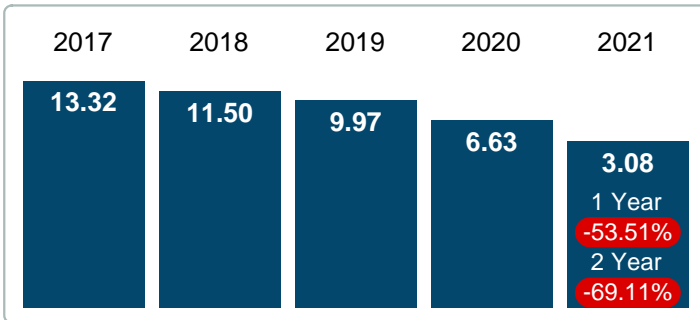
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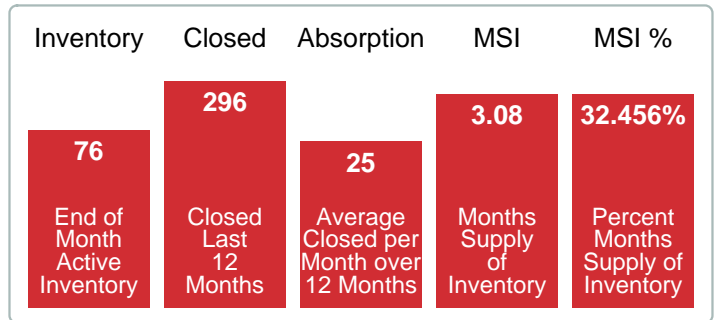
MONTHS SUPPLY of INVENTORY (MSI)

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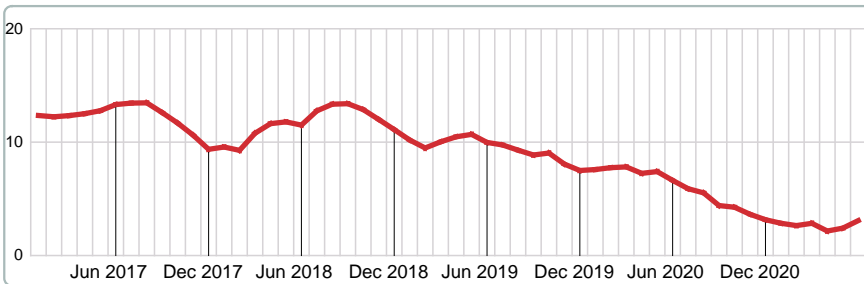
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

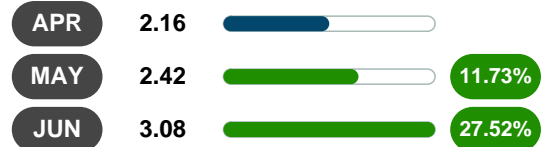


3 MONTHS

5 year JUN AVG = 8.90

High Aug 2017 13.47 Low Apr 2021 2.16

Months Supply this month at **3.08**
below the 5 yr JUN average of **8.90**



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	2.63%	3.43	6.00	0.00	0.00	0.00
\$25,001 - \$75,000	15	19.74%	3.83	4.50	3.27	0.00	0.00
\$75,001 - \$125,000	12	15.79%	2.15	2.86	1.50	4.00	0.00
\$125,001 - \$225,000	18	23.68%	2.27	1.00	3.12	1.26	6.00
\$225,001 - \$375,000	10	13.16%	2.40	3.00	2.88	1.41	3.00
\$375,001 - \$575,000	10	13.16%	5.71	0.00	3.27	3.43	16.00
\$575,001 and up	9	11.84%	12.00	0.00	24.00	7.20	12.00
Market Supply of Inventory (MSI)			3.08	3.12	2.90	2.40	8.73
		100%	3.08				
Total Active Inventory by Units			76	20	37	11	8

June 2021



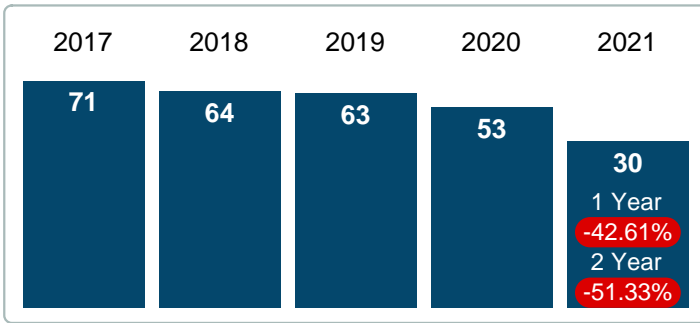
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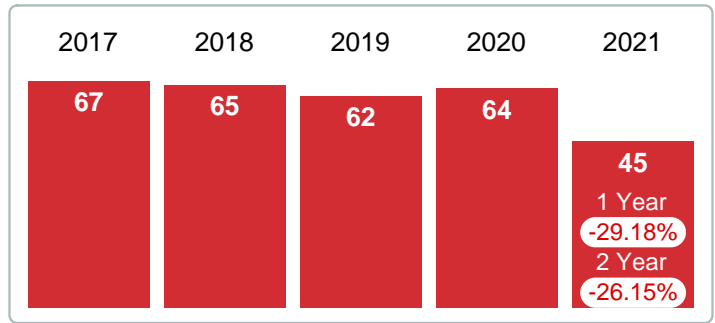
AVERAGE DAYS ON MARKET TO SALE

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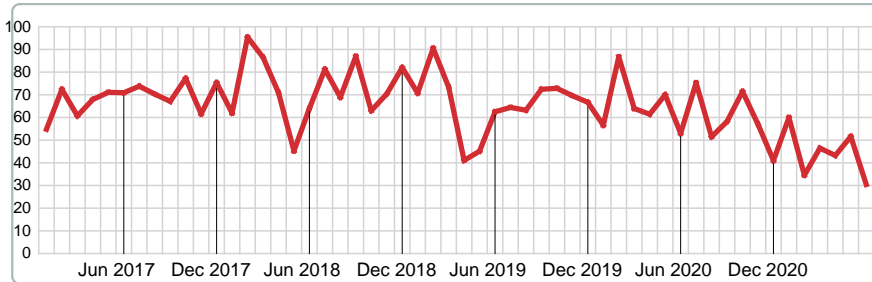
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

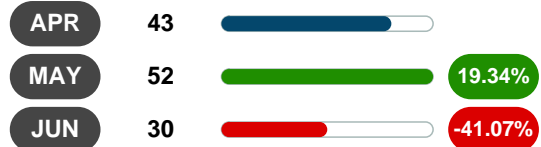


3 MONTHS

5 year JUN AVG = 56

High Feb 2018 95 Low Jun 2021 30

Average Days on Market to Sale this month at 30 below the 5 yr JUN average of 56



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
\$75,000 and less	8.33%	37	37	0	0	0
\$75,001 - \$125,000	12.50%	15	2	22	0	0
\$125,001 - \$150,000	4.17%	7	7	0	0	0
\$150,001 - \$250,000	37.50%	37	39	42	23	0
\$250,001 - \$400,000	16.67%	13	0	34	5	6
\$400,001 - \$475,000	12.50%	42	0	6	114	5
\$475,001 and up	8.33%	48	0	79	17	0
Average Closed DOM		30	24	37	31	6
Total Closed Units	100%	30	5	11	6	2
Total Closed Volume		6,206,400	512.00K	2.57M	2.38M	745.00K

June 2021



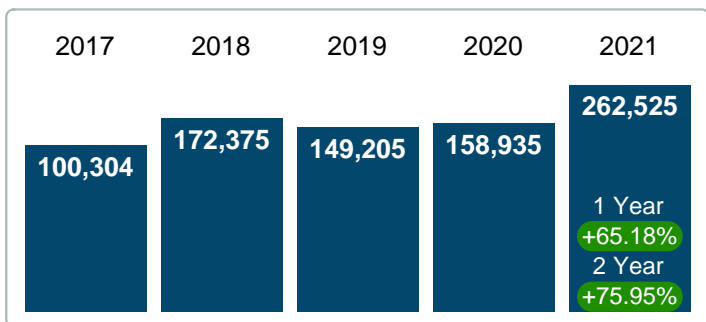
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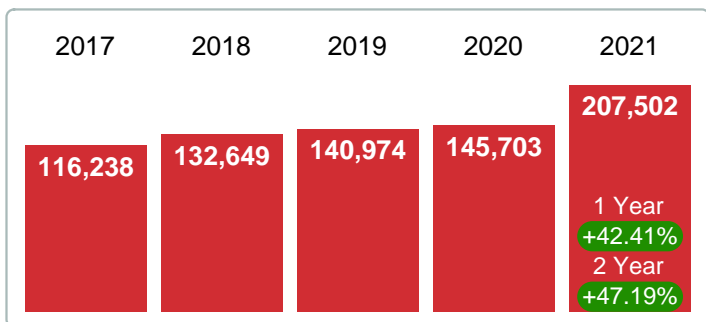
AVERAGE LIST PRICE AT CLOSING

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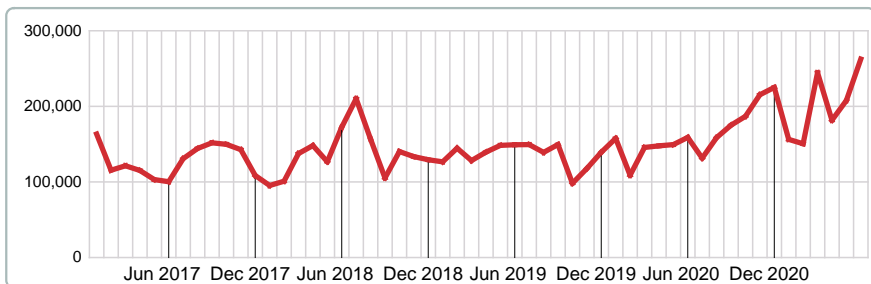
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

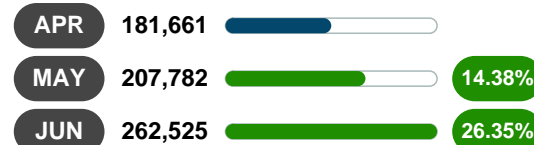


3 MONTHS

5 year JUN AVG = 168,669

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

Average List Price at Closing this month at **262,525**
above the 5 yr JUN average of **168,669**



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
\$75,000 and less	8.33%	53,750	53,750	0	0	0
\$75,001 - \$125,000	12.50%	96,300	95,000	96,950	0	0
\$125,001 - \$150,000	4.17%	139,000	139,000	0	0	0
\$150,001 - \$250,000	37.50%	186,756	189,000	185,483	189,450	0
\$250,001 - \$400,000	12.50%	304,666	0	325,000	377,750	259,000
\$400,001 - \$475,000	16.67%	456,350	0	475,000	449,900	475,000
\$475,001 and up	8.33%	672,500	0	495,000	850,000	0
Average List Price		262,525	106,100	236,527	405,717	367,000
Total Closed Units	100%	262,525	5	11	6	2
Total Closed Volume		6,300,599	530.50K	2.60M	2.43M	734.00K

June 2021



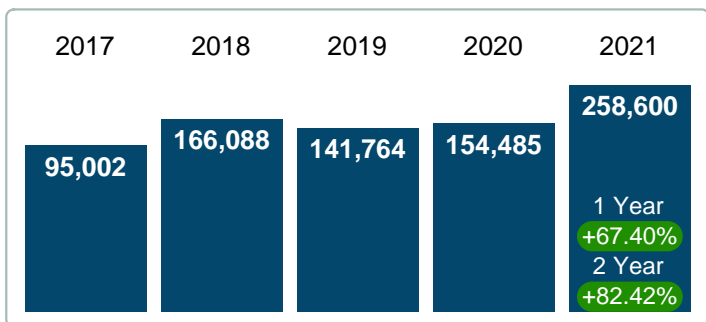
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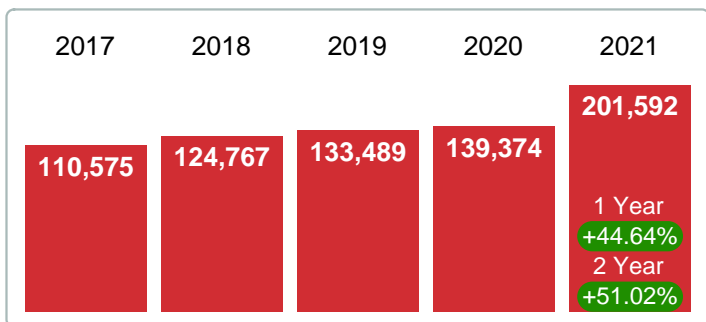
AVERAGE SOLD PRICE AT CLOSING

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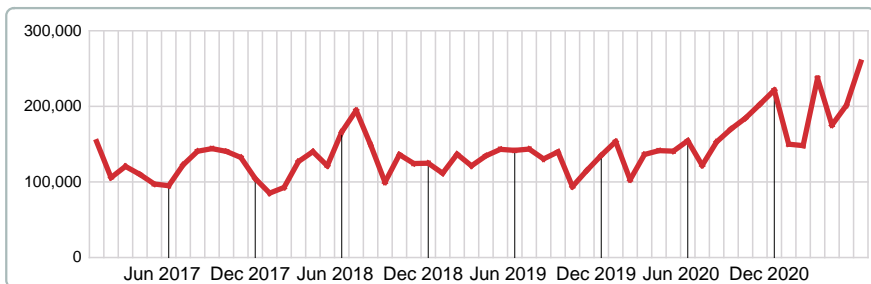
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 163,188

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

Average Sold Price at Closing this month at **258,600** above the 5 yr JUN average of **163,188**

- APR 175,229
- MAY 201,336 **14.90%**
- JUN 258,600 **28.44%**

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
\$75,000 and less	8.33%	51,250	51,250	0	0	0
\$75,001 - \$125,000	12.50%	87,000	93,000	84,000	0	0
\$125,001 - \$150,000	4.17%	139,000	139,000	0	0	0
\$150,001 - \$250,000	37.50%	179,878	177,500	179,417	182,450	0
\$250,001 - \$400,000	16.67%	331,500	0	312,000	372,000	270,000
\$400,001 - \$475,000	12.50%	461,667	0	475,000	435,000	475,000
\$475,001 and up	8.33%	687,000	0	535,000	839,000	0
Average Sold Price		258,600	102,400	233,318	397,150	372,500
Total Closed Units	100%	258,600	5	11	6	2
Total Closed Volume		6,206,400	512.00K	2.57M	2.38M	745.00K

June 2021



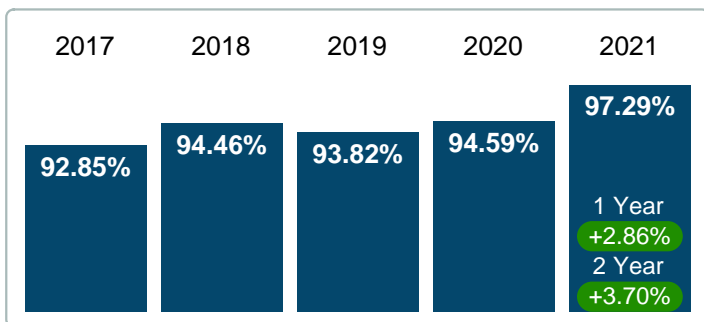
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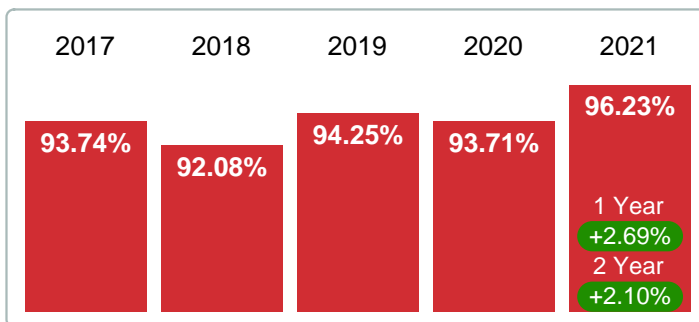
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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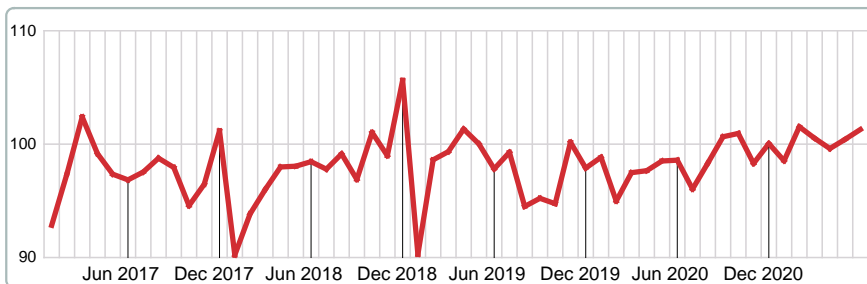
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

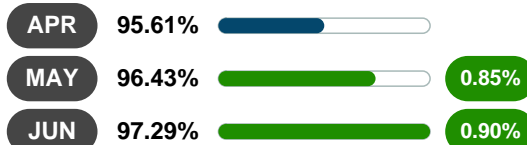


3 MONTHS

5 year JUN AVG = 94.60%

High Dec 2018 101.62% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **97.29%**
above the 5 yr JUN average of **94.60%**



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
\$75,000 and less	<div style="width: 8.33%;"></div> 2	8.33%	95.45%	95.45%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 12.50%;"></div> 3	12.50%	91.49%	97.89%	88.28%	0.00%	0.00%
\$125,001 - \$150,000	<div style="width: 4.17%;"></div> 1	4.17%	100.00%	100.00%	0.00%	0.00%	0.00%
\$150,001 - \$250,000	<div style="width: 37.50%;"></div> 9	37.50%	96.41%	93.92%	96.93%	96.09%	0.00%
\$250,001 - \$400,000	<div style="width: 16.67%;"></div> 4	16.67%	99.62%	0.00%	96.00%	99.12%	104.25%
\$400,001 - \$475,000	<div style="width: 12.50%;"></div> 3	12.50%	98.90%	0.00%	100.00%	96.69%	100.00%
\$475,001 and up	<div style="width: 8.33%;"></div> 2	8.33%	103.39%	0.00%	108.08%	98.71%	0.00%
Average Sold/List Ratio		97.30%		96.54%	96.57%	97.64%	102.12%
Total Closed Units		24	100%	5	11	6	2
Total Closed Volume		6,206,400		512.00K	2.57M	2.38M	745.00K

June 2021



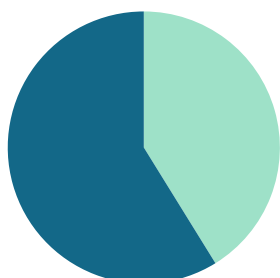
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

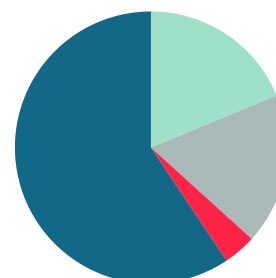


Inventory
 New Listings
42 = 41.18%
 Start Inventory
60
 Total Inventory Units
102
 Volume
\$28,374,242

Market Activity

Closed Sales
24 = 18.75%
 Pending Sales
23 = 17.97%
 Other Off Market
5 = 3.91%
 Active Inventory
76 = 59.38%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	26	24	-7.69%	117	147	25.64%
Pending Sales	31	23	-25.81%	145	160	10.34%
New Listings	32	42	31.25%	257	209	-18.68%
Average List Price	158,935	262,525	65.18%	145,703	207,502	42.41%
Average Sale Price	154,485	258,600	67.40%	139,374	201,592	44.64%
Average Percent of Selling Price to List Price	94.59%	97.29%	2.86%	93.71%	96.23%	2.69%
Average Days on Market to Sale	53.00	30.42	-42.61%	64.16	45.44	-29.18%
Monthly Inventory	132	76	-42.42%	132	76	-42.42%
Months Supply of Inventory	6.63	3.08	-53.51%	6.63	3.08	-53.51%

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

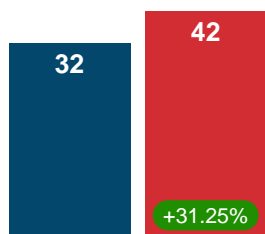
Inventory on June 30, 2021 = **76**

2020 **2021**

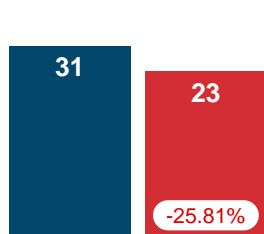
JUNE MARKET

AVERAGE PRICES

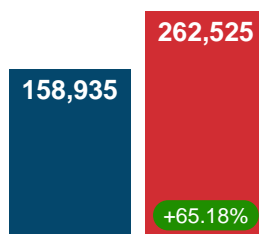
New Listings



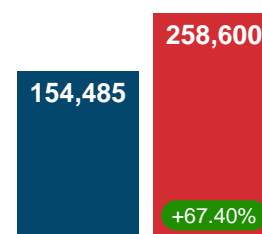
Pending Listings



List Price



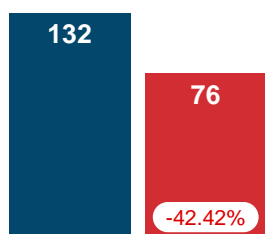
Sale Price



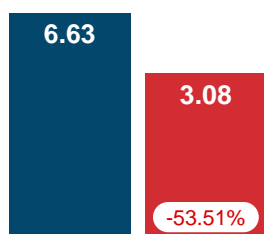
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

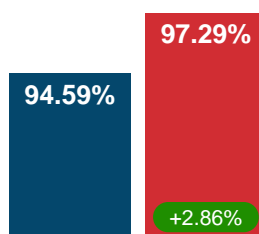
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

