

July 2023



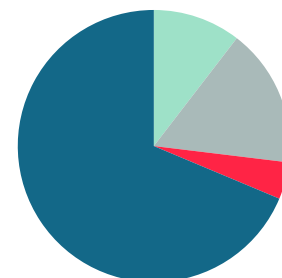
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	23	19	-17.39%
Pending Listings	19	30	57.89%
New Listings	34	39	14.71%
Average List Price	273,430	222,958	-18.46%
Average Sale Price	263,080	210,421	-20.02%
Average Percent of Selling Price to List Price	94.95%	94.48%	-0.50%
Average Days on Market to Sale	66.70	61.79	-7.36%
End of Month Inventory	102	125	22.55%
Months Supply of Inventory	4.15	5.91	42.33%



■ Closed (10.44%)
■ Pending (16.48%)
■ Other OffMarket (4.40%)
■ Active (68.68%)

Absorption: Last 12 months, an Average of **21** Sales/Month
Active Inventory as of July 31, 2023 = **125**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **22.55%** to 125 existing homes available for sale. Over the last 12 months this area has had an average of 21 closed sales per month. This represents an unsold inventory index of **5.91** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **20.02%** in July 2023 to \$210,421 versus the previous year at \$263,080.

Average Days on Market Shortens

The average number of **61.79** days that homes spent on the market before selling decreased by 4.91 days or **7.36%** in July 2023 compared to last year's same month at **66.70** DOM.

Sales Success for July 2023 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 39 New Listings in July 2023, up **14.71%** from last year at 34. Furthermore, there were 19 Closed Listings this month versus last year at 23, a **-17.39%** decrease.

Closed versus Listed trends yielded a **48.7%** ratio, down from previous year's, July 2022, at **67.6%**, a **27.98%** downswing. This will certainly create pressure on an increasing 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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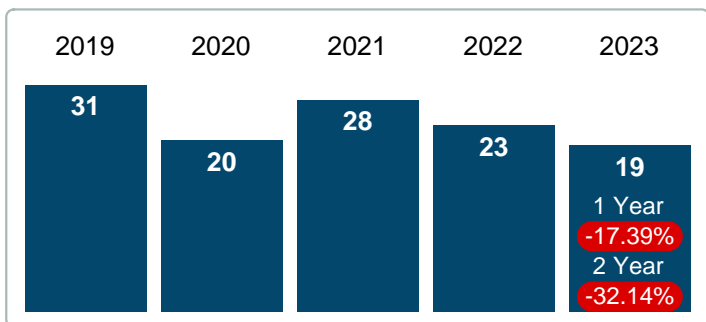
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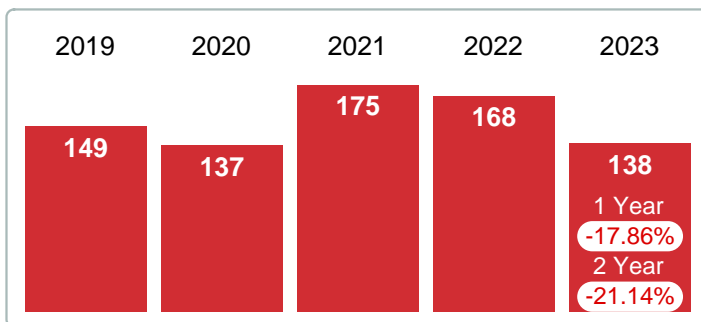
CLOSED LISTINGS

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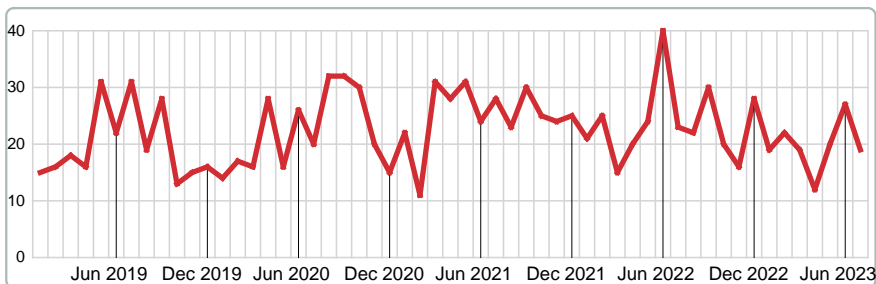
JULY



YEAR TO DATE (YTD)

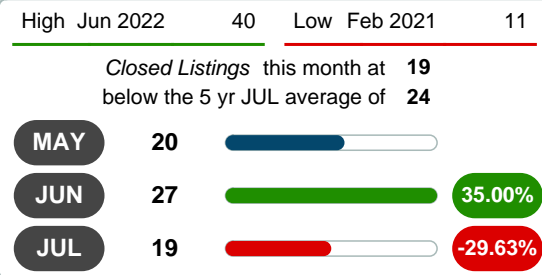


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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
\$75,000 and less	2	10.53%	38.5	1	1	0	0
\$75,001 - \$150,000	2	10.53%	135.0	1	1	0	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$175,000	5	26.32%	35.8	3	2	0	0
\$175,001 - \$275,000	6	31.58%	45.0	3	3	0	0
\$275,001 - \$400,000	2	10.53%	97.5	0	1	1	0
\$400,001 and up	2	10.53%	91.5	1	0	1	0
Total Closed Units	19			9	8	2	0
Total Closed Volume	3,998,000	100%	61.8	1.77M	1.47M	765.00K	0.00B
Average Closed Price	\$210,421			\$196,111	\$183,500	\$382,500	\$0

July 2023



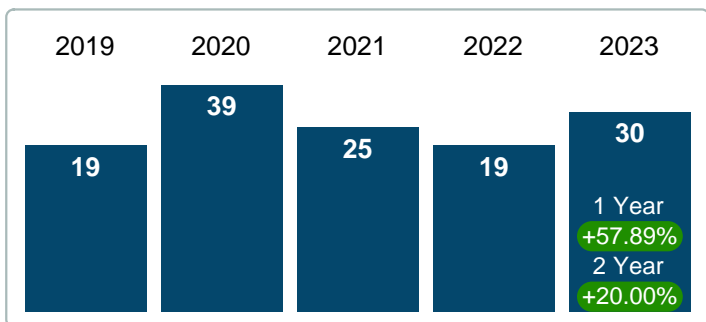
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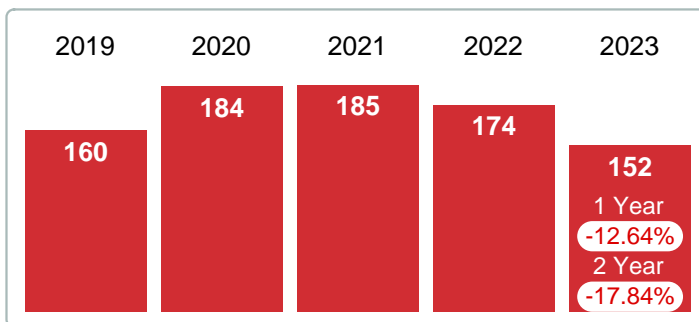
PENDING LISTINGS

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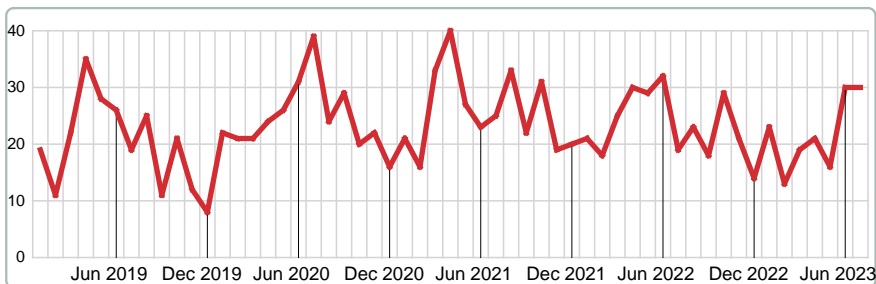
JULY



YEAR TO DATE (YTD)

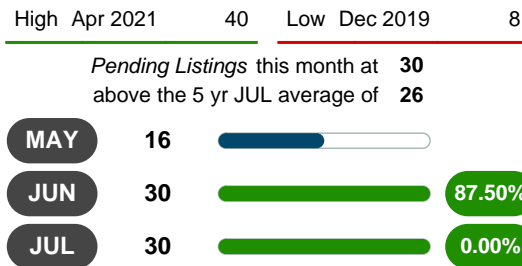


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 26



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	2	6.67%	6.5	1	1	0	0
\$75,001 - \$125,000	4	13.33%	62.0	3	1	0	0
\$125,001 - \$175,000	5	16.67%	35.8	5	0	0	0
\$175,001 - \$300,000	7	23.33%	78.4	1	3	3	0
\$300,001 - \$425,000	6	20.00%	52.8	3	1	2	0
\$425,001 - \$550,000	4	13.33%	55.8	0	4	0	0
\$550,001 and up	2	6.67%	33.0	0	1	1	0
Total Pending Units	30			13	11	6	0
Total Pending Volume	8,781,199	100%	52.0	2.45M	3.86M	2.47M	0.00B
Average Listing Price	\$167,450			\$188,438	\$350,636	\$412,417	\$0

July 2023



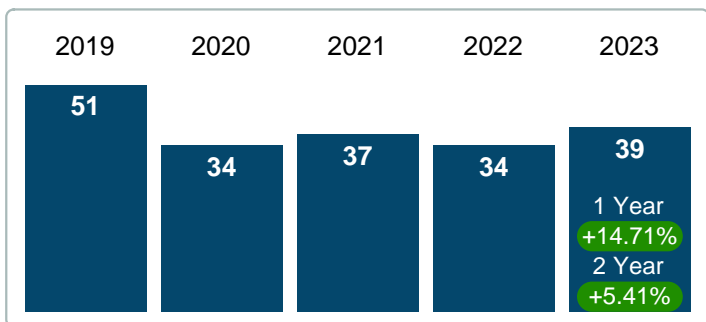
Area Delimited by County Of McIntosh - Residential Property Type



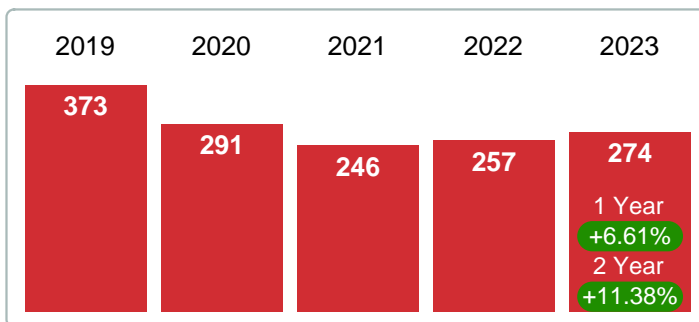
NEW LISTINGS

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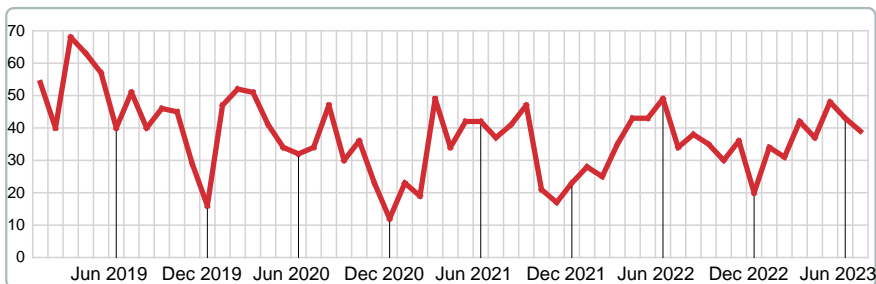
JULY



YEAR TO DATE (YTD)

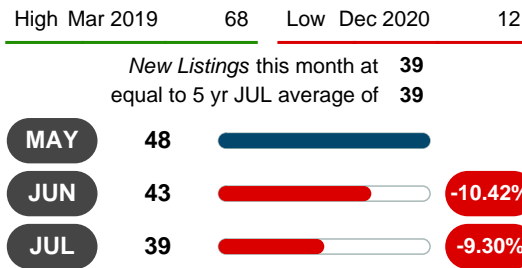


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	7.69%	2	1	0	0
\$40,001 - \$110,000	5	12.82%	3	1	1	0
\$110,001 - \$140,000	6	15.38%	3	3	0	0
\$140,001 - \$270,000	10	25.64%	2	5	2	1
\$270,001 - \$420,000	5	12.82%	0	4	1	0
\$420,001 - \$690,000	6	15.38%	1	3	2	0
\$690,001 and up	4	10.26%	0	3	0	1
Total New Listed Units	39		11	20	6	2
Total New Listed Volume	11,078,399	100%	1.49M	6.49M	2.06M	1.04M
Average New Listed Listing Price	\$0		\$135,254	\$324,485	\$343,650	\$519,500

July 2023



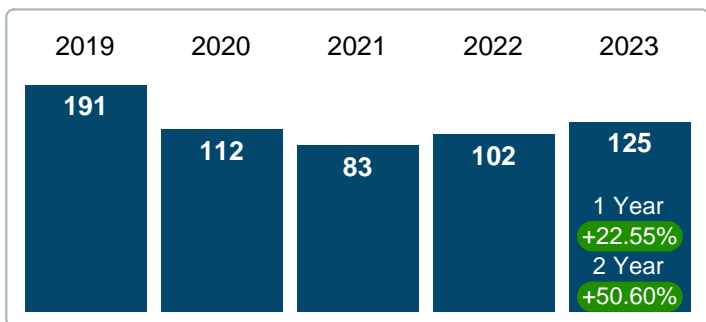
Area Delimited by County Of McIntosh - Residential Property Type



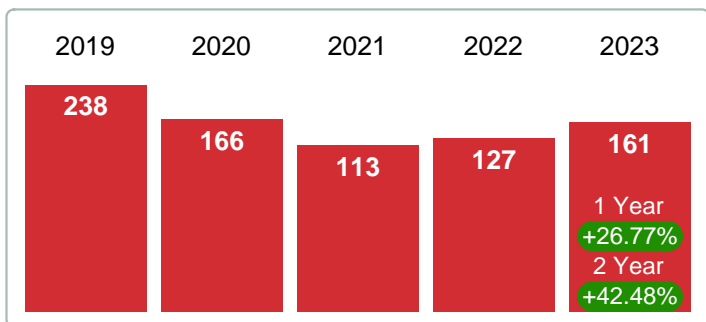
ACTIVE INVENTORY

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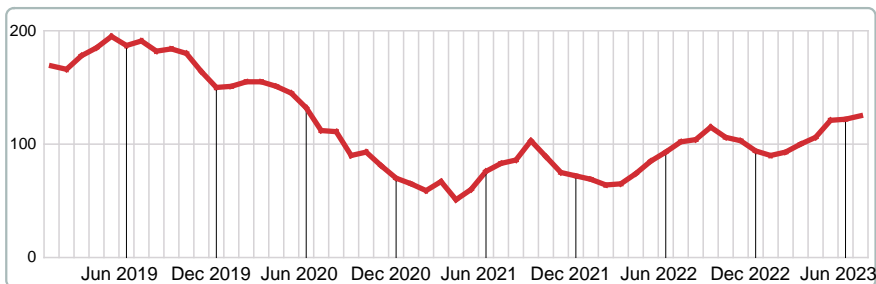
END OF JULY



ACTIVE DURING JULY

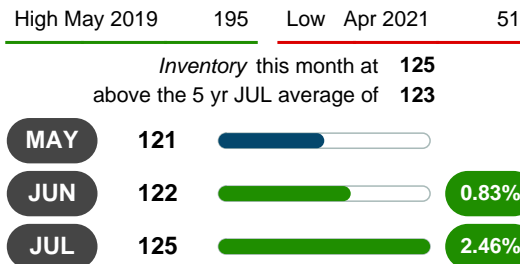


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 123



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.20%	59.3	4	4	1	0
\$100,001 - \$150,000	17	13.60%	69.5	4	12	1	0
\$150,001 - \$200,000	17	13.60%	89.9	7	8	2	0
\$200,001 - \$325,000	35	28.00%	75.0	9	20	5	1
\$325,001 - \$475,000	19	15.20%	103.2	1	11	4	3
\$475,001 - \$775,000	15	12.00%	116.8	0	8	6	1
\$775,001 and up	13	10.40%	85.6	1	4	6	2
Total Active Inventory by Units	125			26	67	25	7
Total Active Inventory by Volume	46,067,798	100%	85.6	5.76M	21.66M	14.69M	3.96M
Average Active Inventory Listing Price	\$368,542			\$221,592	\$323,261	\$587,564	\$565,543

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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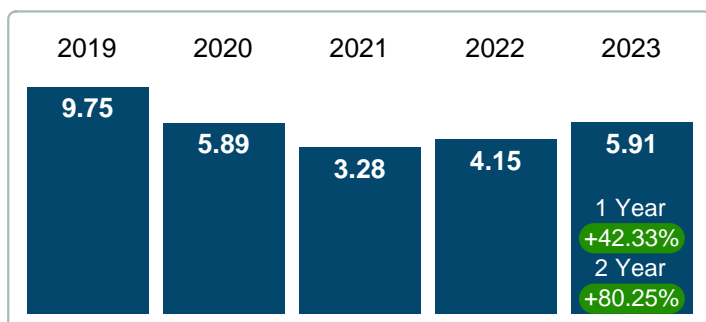
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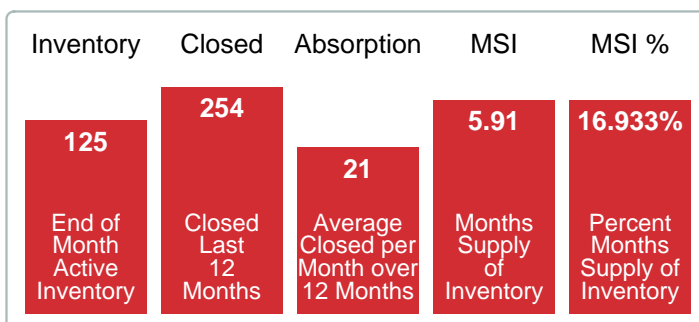
MONTHS SUPPLY of INVENTORY (MSI)

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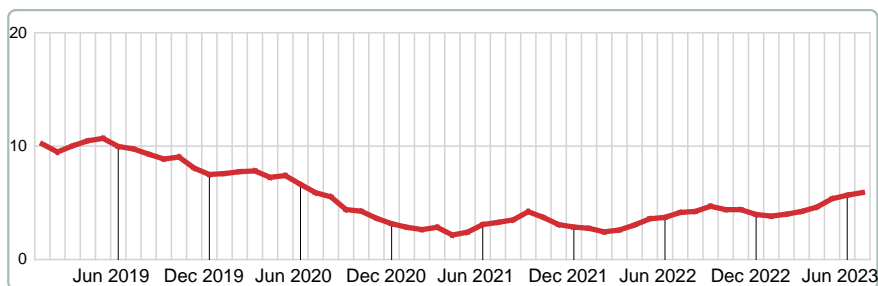
MSI FOR JULY



INDICATORS FOR JULY 2023



5 YEAR MARKET ACTIVITY TRENDS

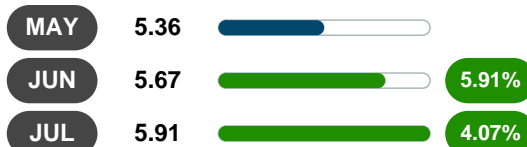


3 MONTHS

5 year JUL AVG = 5.80

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at **5.91**
above the 5 yr JUL average of **5.80**



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
\$100,000 and less	9	7.20%	2.08	1.71	2.09	12.00	0.00
\$100,001 - \$150,000	17	13.60%	4.86	3.43	5.76	4.00	0.00
\$150,001 - \$200,000	17	13.60%	4.43	4.67	3.84	8.00	0.00
\$200,001 - \$325,000	35	28.00%	6.67	10.80	6.00	6.00	4.00
\$325,001 - \$475,000	19	15.20%	7.60	4.00	11.00	4.00	12.00
\$475,001 - \$775,000	15	12.00%	10.00	0.00	9.60	14.40	6.00
\$775,001 and up	13	10.40%	52.00	0.00	48.00	72.00	24.00
Market Supply of Inventory (MSI)			5.91	4.22	5.91	8.57	9.33
Total Active Inventory by Units		100%	5.91	26	67	25	7

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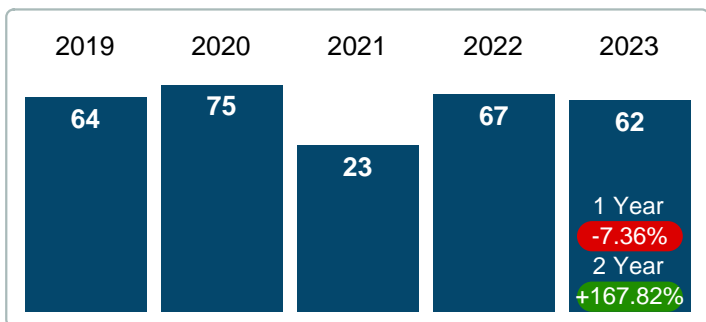
Area Delimited by County Of McIntosh - Residential Property Type



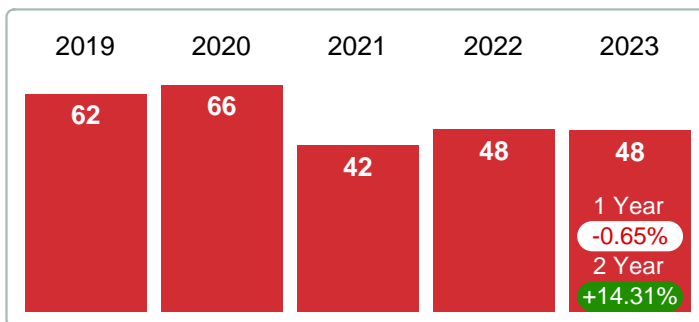
AVERAGE DAYS ON MARKET TO SALE

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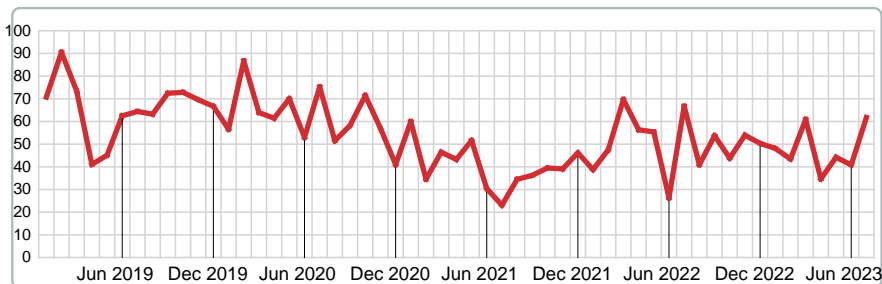
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 62 above the 5 yr JUL 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
\$75,000 and less	10.53%	39	12	65	0	0
\$75,001 - \$150,000	10.53%	135	151	119	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	26.32%	36	37	34	0	0
\$175,001 - \$275,000	31.58%	45	75	15	0	0
\$275,001 - \$400,000	10.53%	98	0	4	191	0
\$400,001 and up	10.53%	92	77	0	106	0
Average Closed DOM		62	64	38	149	0
Total Closed Units	100%	62	9	8	2	0
Total Closed Volume		3,998,000	1.77M	1.47M	765.00K	0.00B

July 2023



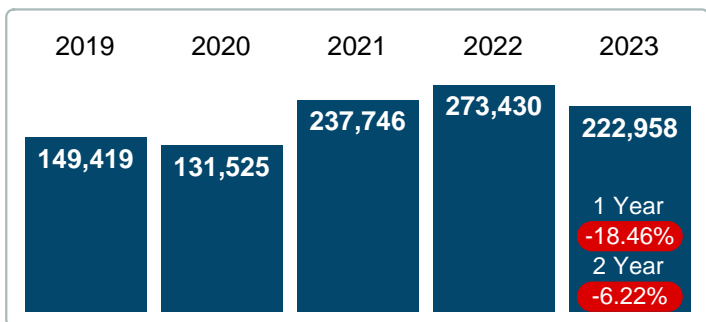
Area Delimited by County Of McIntosh - Residential Property Type



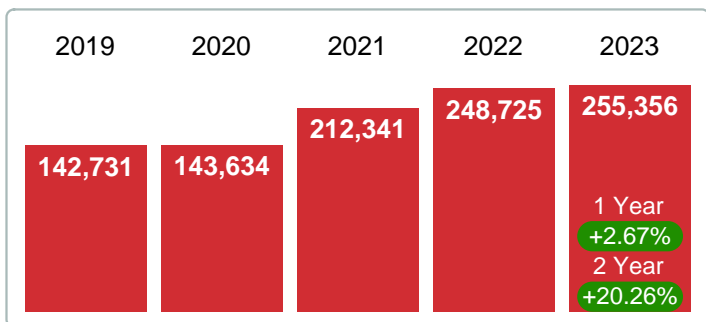
AVERAGE LIST PRICE AT CLOSING

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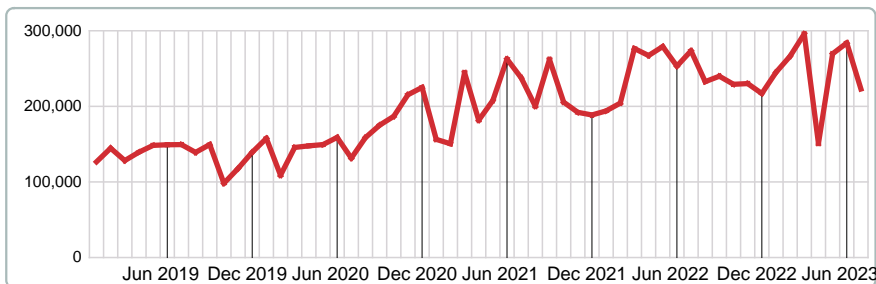
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

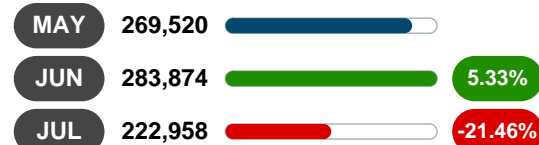


3 MONTHS

5 year JUL AVG = 203,016

High Mar 2023 295,874 Low Oct 2019 98,200

Average List Price at Closing this month at **222,958** above the 5 yr JUL average of **203,016**



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	5.26%	60,000	60,000	95,000	0	0
\$75,001 - \$150,000	15.79%	125,000	142,000	138,000	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	21.05%	164,350	166,633	171,250	0	0
\$175,001 - \$275,000	31.58%	210,833	233,000	223,333	0	0
\$275,001 - \$400,000	15.79%	329,633	0	300,000	399,900	0
\$400,001 and up	10.53%	444,950	439,900	0	450,000	0
Average List Price		222,958	204,533	193,188	424,950	0
Total Closed Units	100%	222,958	9	8	2	
Total Closed Volume		4,236,200	1.84M	1.55M	849.90K	0.00B

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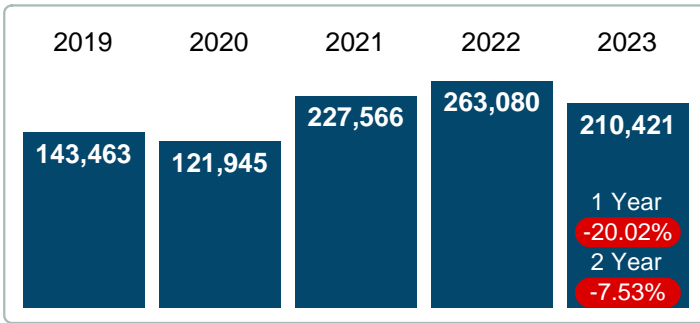
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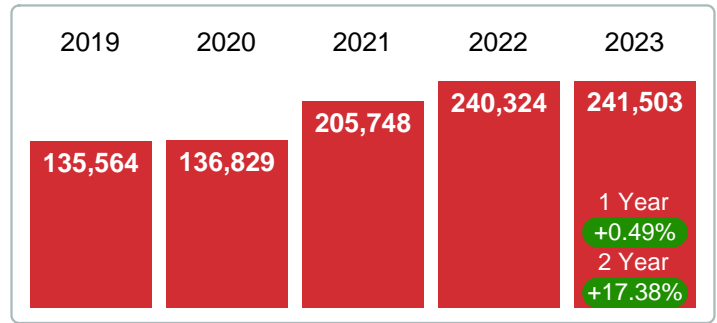
AVERAGE SOLD PRICE AT CLOSING

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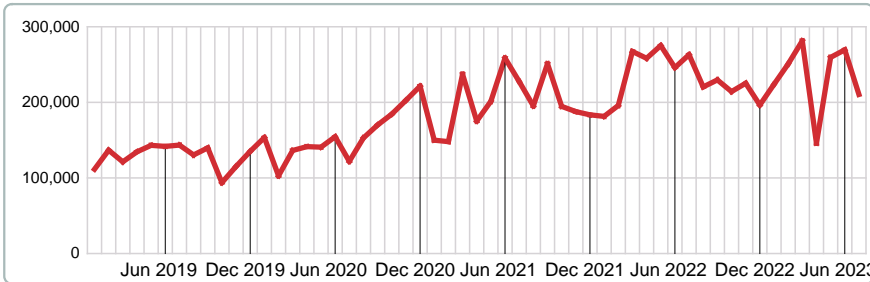
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

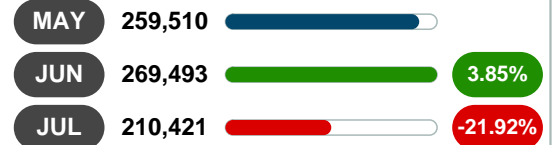


3 MONTHS

5 year JUL AVG = 193,295

High Mar 2023 281,384 Low Oct 2019 93,769

Average Sold Price at Closing this month at **210,421** above the 5 yr JUL average of **193,295**



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	10.53%	67,500	60,000	75,000	0	0
\$75,001 - \$150,000	10.53%	128,500	142,000	115,000	0	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	26.32%	162,600	161,667	164,000	0	0
\$175,001 - \$275,000	31.58%	215,667	213,000	218,333	0	0
\$275,001 - \$400,000	10.53%	322,500	0	295,000	350,000	0
\$400,001 and up	10.53%	427,000	439,000	0	415,000	0
Average Sold Price		210,421	196,111	183,500	382,500	0
Total Closed Units	100%	210,421	9	8	2	
Total Closed Volume		3,998,000	1.77M	1.47M	765.00K	0.00B

July 2023



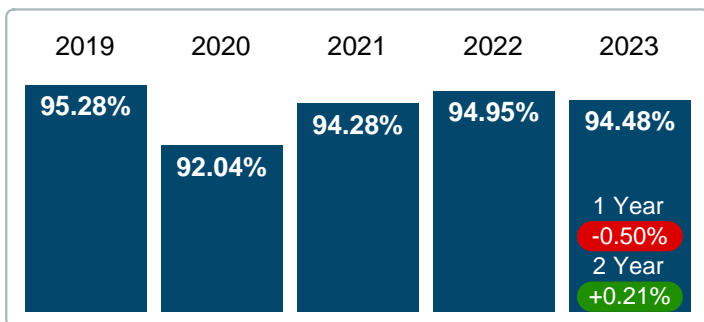
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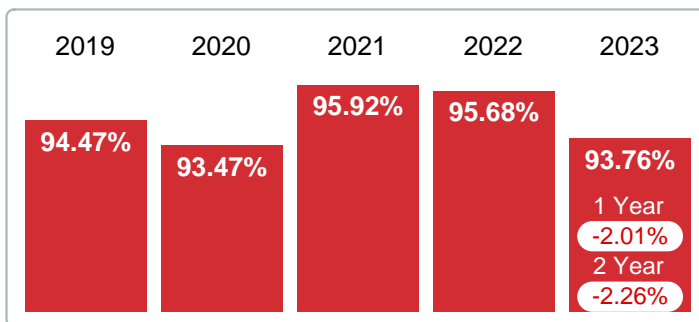
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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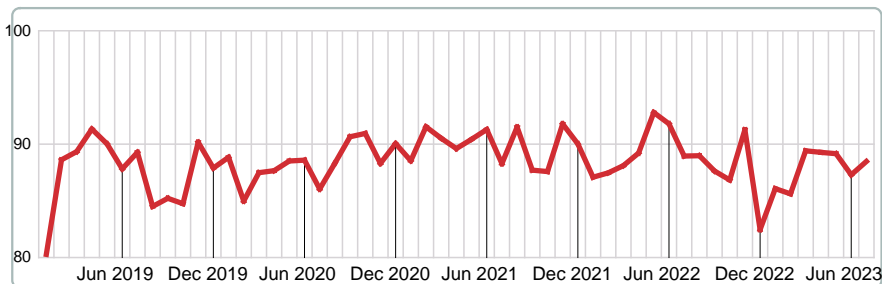
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

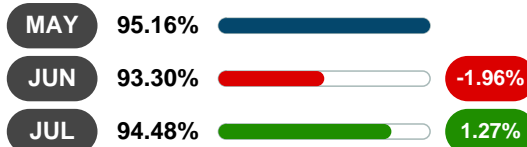


3 MONTHS

5 year JUL AVG = 94.21%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **94.48%** equal to 5 yr JUL average of **94.21%**



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	2	10.53%	89.47%	100.00%	78.95%	0.00%	0.00%
\$75,001 - \$150,000	2	10.53%	91.67%	100.00%	83.33%	0.00%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	5	26.32%	96.63%	97.08%	95.96%	0.00%	0.00%
\$175,001 - \$275,000	6	31.58%	95.29%	93.08%	97.50%	0.00%	0.00%
\$275,001 - \$400,000	2	10.53%	92.93%	0.00%	98.33%	87.52%	0.00%
\$400,001 and up	2	10.53%	96.01%	99.80%	0.00%	92.22%	0.00%
Average Sold/List Ratio		94.50%		96.70%	93.13%	89.87%	0.00%
Total Closed Units		19	100%	94.50%	9	8	2
Total Closed Volume		3,998,000			1.77M	1.47M	765.00K

July 2023



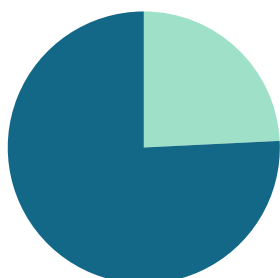
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

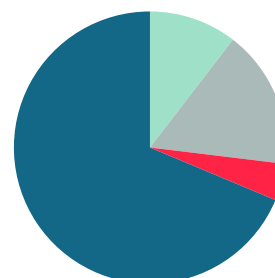


Inventory
 New Listings
39 = 24.22%
 Start Inventory
122
 Total Inventory Units
161
 Volume
\$56,889,097

Market Activity

Closed Sales
19 = 10.44%
 Pending Sales
30 = 16.48%
 Other Off Market
8 = 4.40%
 Active Inventory
125 = 68.68%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	23	19	-17.39%	168	138	-17.86%
Pending Sales	19	30	57.89%	174	152	-12.64%
New Listings	34	39	14.71%	257	274	6.61%
Average List Price	273,430	222,958	-18.46%	248,725	255,356	2.67%
Average Sale Price	263,080	210,421	-20.02%	240,324	241,503	0.49%
Average Percent of Selling Price to List Price	94.95%	94.48%	-0.50%	95.68%	93.76%	-2.01%
Average Days on Market to Sale	66.70	61.79	-7.36%	48.17	47.86	-0.65%
Monthly Inventory	102	125	22.55%	102	125	22.55%
Months Supply of Inventory	4.15	5.91	42.33%	4.15	5.91	42.33%

Absorption: Last 12 months, an Average of **21** Sales/Month

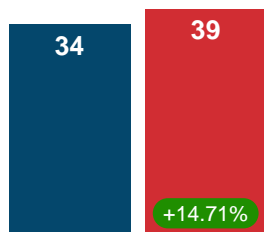
Inventory on July 31, 2023 = **125**

2022 **2023**

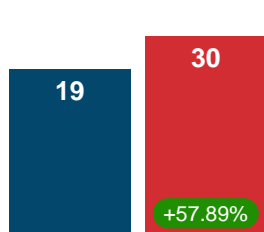
JULY MARKET

AVERAGE PRICES

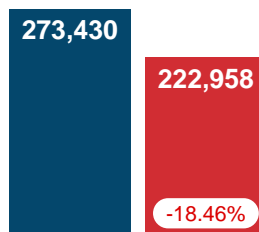
New Listings



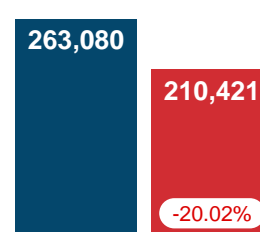
Pending Listings



List Price



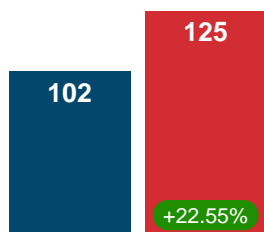
Sale Price



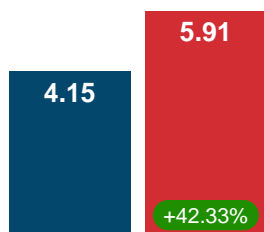
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

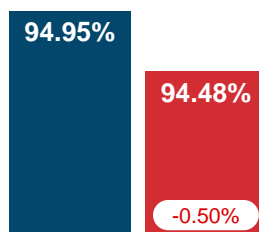
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

