

July 2023



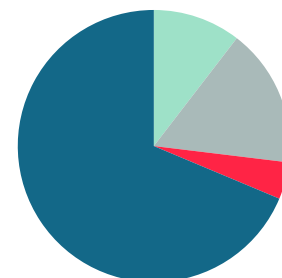
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	240,000	185,000	-22.92%
Median Sale Price	227,000	185,000	-18.50%
Median Percent of Selling Price to List Price	96.83%	98.41%	1.64%
Median Days on Market to Sale	40.00	47.00	17.50%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **18.50%** in July 2023 to \$185,000 versus the previous year at \$227,000.

Median Days on Market Lengthens

The median number of **47.00** days that homes spent on the market before selling increased by 7.00 days or **17.50%** in July 2023 compared to last year's same month at **40.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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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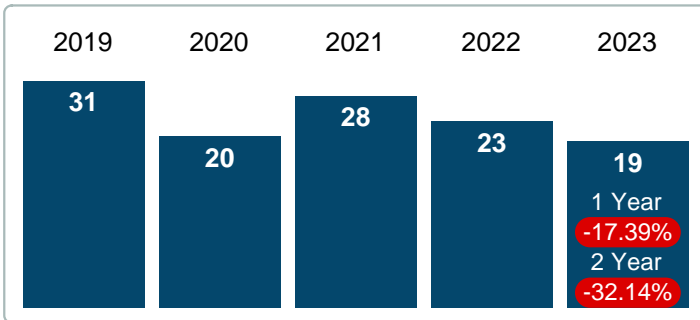
Area Delimited by County Of McIntosh - Residential Property Type



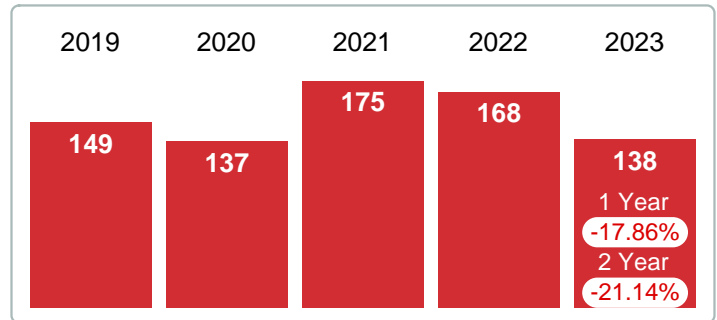
CLOSED LISTINGS

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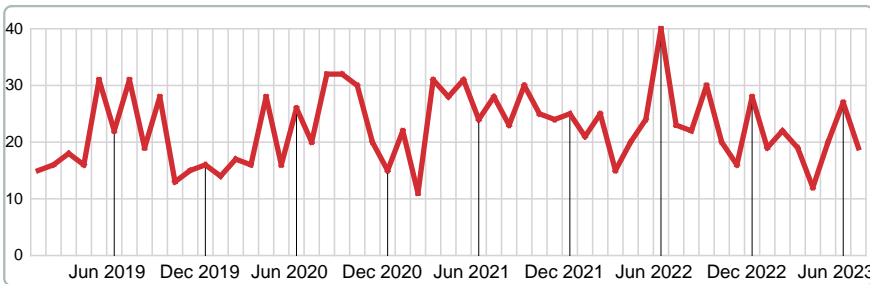
JULY



YEAR TO DATE (YTD)

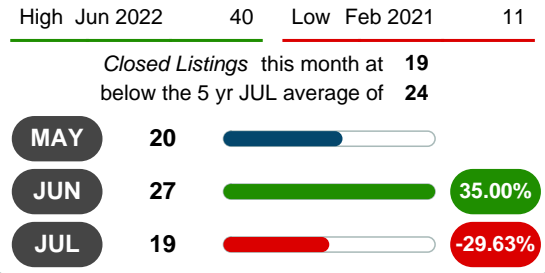


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 24



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	135.0	0	0	0	0
\$150,001 - \$175,000	5	26.32%	15.0	3	2	0	0
\$175,001 - \$275,000	6	31.58%	22.0	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%	47.0	1.77M	1.47M	765.00K	0.00B
Median Closed Price	\$185,000			\$165,000	\$179,000	\$382,500	\$0

July 2023



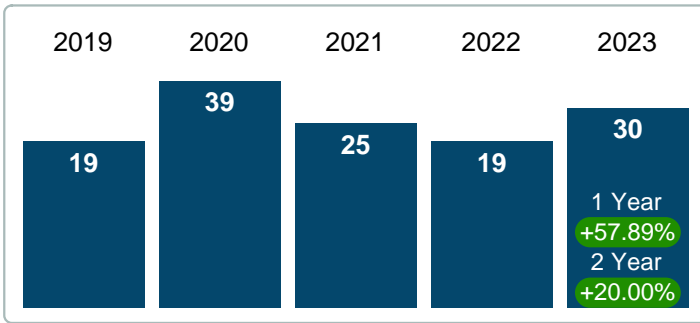
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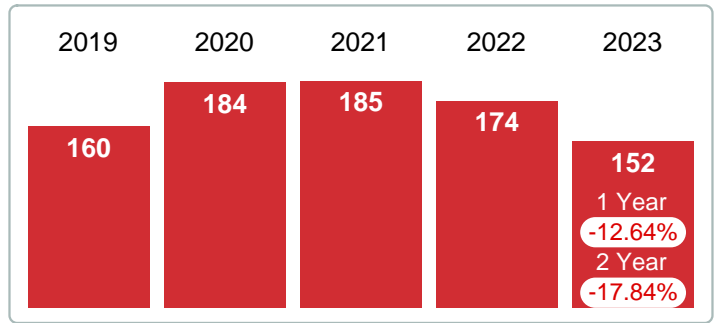
PENDING LISTINGS

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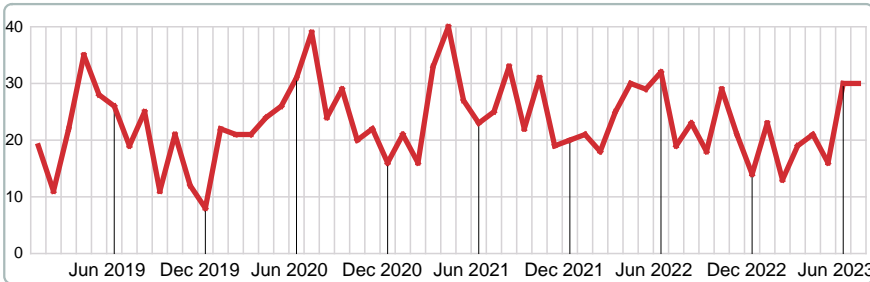
JULY



YEAR TO DATE (YTD)

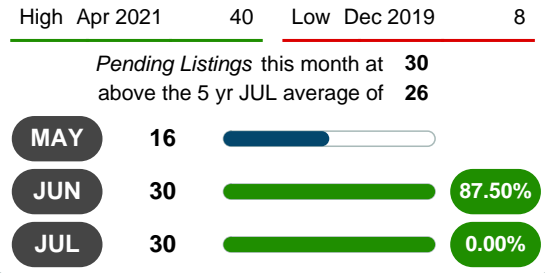


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 26



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	60.5	3	1	0	0
\$125,001 - \$175,000	5	16.67%	15.0	5	0	0	0
\$175,001 - \$300,000	7	23.33%	59.0	1	3	3	0
\$300,001 - \$425,000	6	20.00%	19.5	3	1	2	0
\$425,001 - \$550,000	4	13.33%	51.5	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%	33.0	2.45M	3.86M	2.47M	0.00B
Median Listing Price	\$222,500			\$169,000	\$320,000	\$314,250	\$0

July 2023



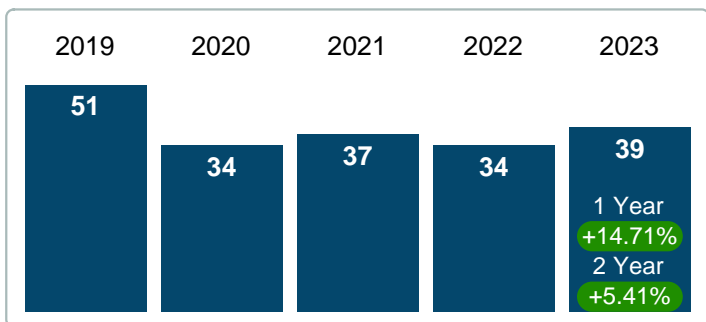
Area Delimited by County Of McIntosh - Residential Property Type



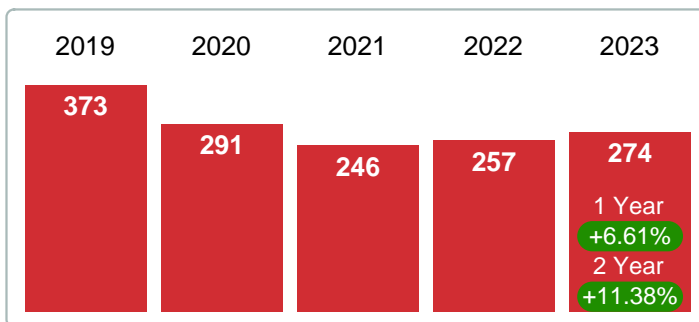
NEW LISTINGS

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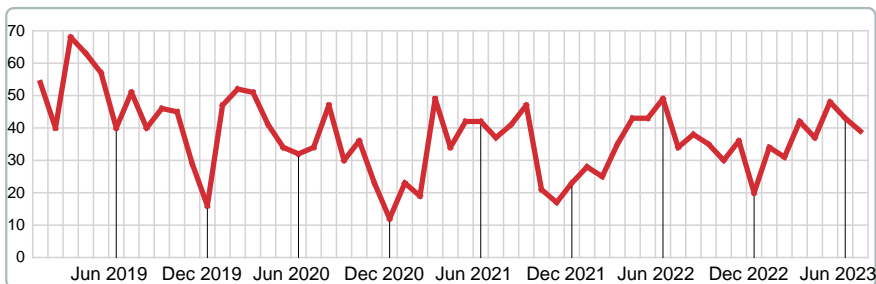
JULY



YEAR TO DATE (YTD)

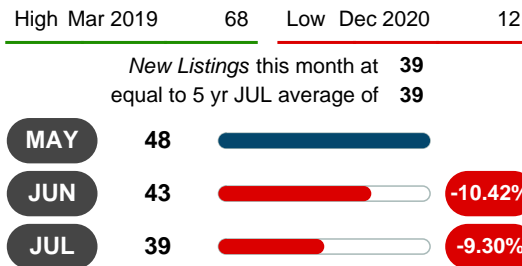


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.56%	0	1	0	0
\$25,001 - \$100,000	7	17.95%	5	1	1	0
\$100,001 - \$125,000	2	5.13%	1	1	0	0
\$125,001 - \$275,000	14	35.90%	4	7	2	1
\$275,001 - \$425,000	6	15.38%	1	4	1	0
\$425,001 - \$675,000	5	12.82%	0	3	2	0
\$675,001 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
Median New Listed Listing Price	\$217,000		\$120,000	\$273,500	\$273,000	\$519,500

July 2023



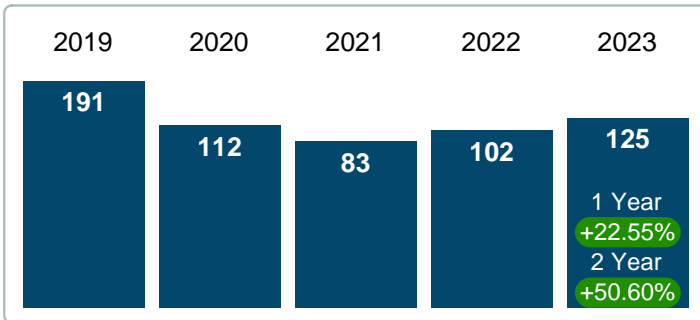
Area Delimited by County Of McIntosh - Residential Property Type



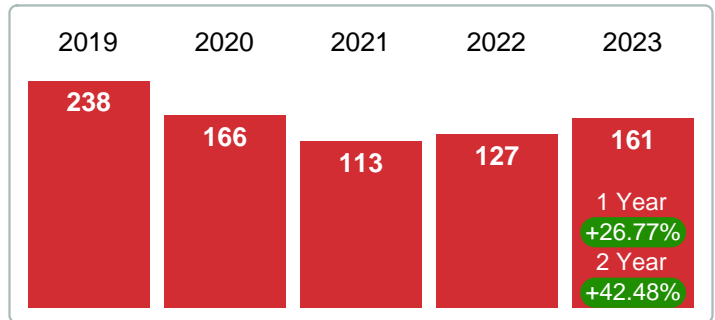
ACTIVE INVENTORY

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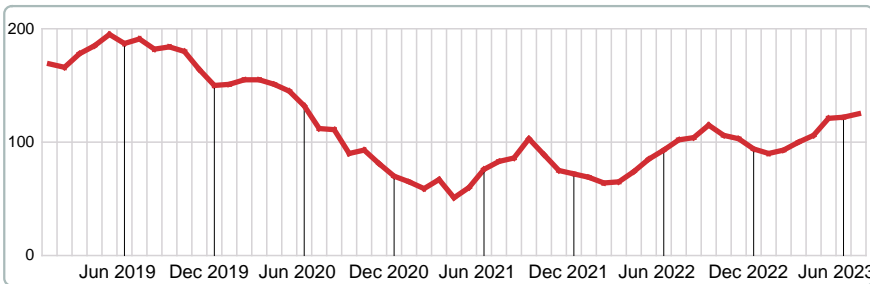
END OF JULY



ACTIVE DURING JULY

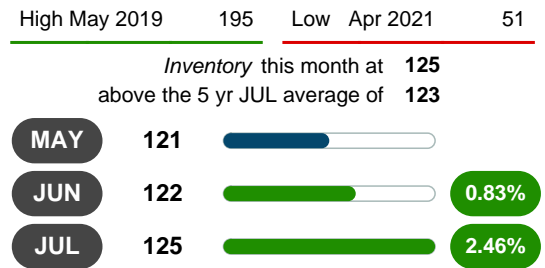


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 123



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.20%	35.0	4	4	1	0
\$100,001 - \$150,000	17	13.60%	52.0	4	12	1	0
\$150,001 - \$200,000	17	13.60%	61.0	7	8	2	0
\$200,001 - \$325,000	35	28.00%	67.0	9	20	5	1
\$325,001 - \$475,000	19	15.20%	92.0	1	11	4	3
\$475,001 - \$775,000	15	12.00%	89.0	0	8	6	1
\$775,001 and up	13	10.40%	85.0	1	4	6	2
Total Active Inventory by Units	125			26	67	25	7
Total Active Inventory by Volume	46,067,798	100%	67.0	5.76M	21.66M	14.69M	3.96M
Median Active Inventory Listing Price	\$250,000			\$176,250	\$250,000	\$475,000	\$364,900

July 2023



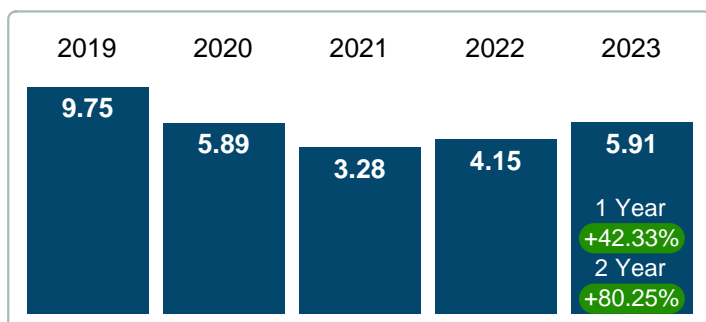
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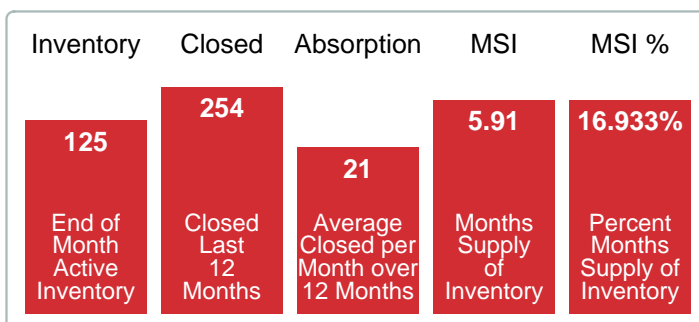
MONTHS SUPPLY of INVENTORY (MSI)

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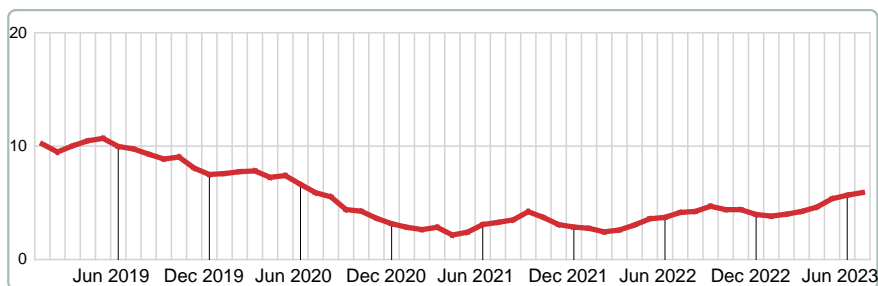
MSI FOR JULY



INDICATORS FOR JULY 2023



5 YEAR MARKET ACTIVITY TRENDS

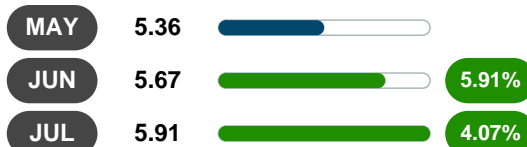


3 MONTHS

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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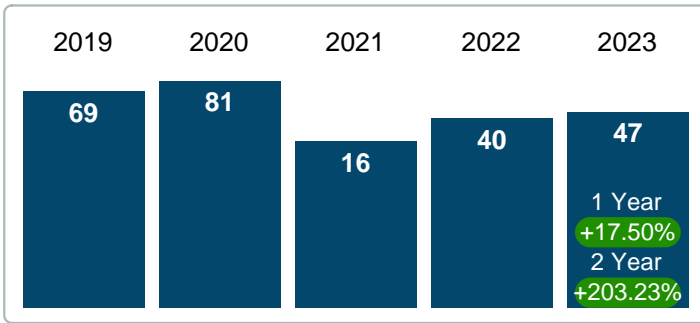
Area Delimited by County Of McIntosh - Residential Property Type



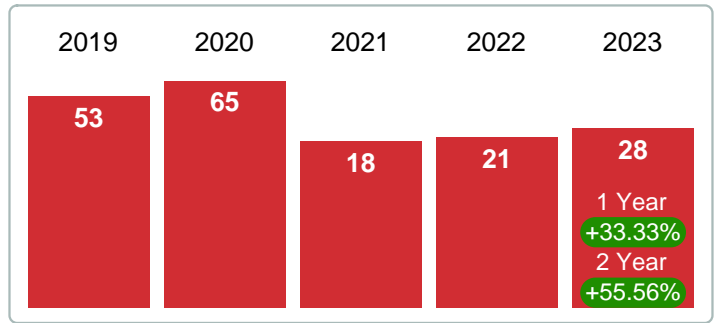
MEDIAN DAYS ON MARKET TO SALE

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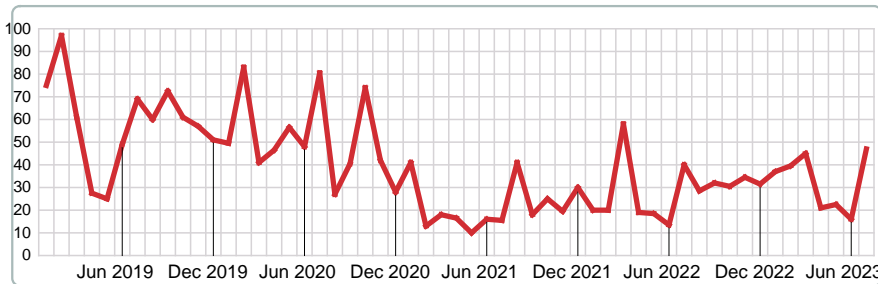
JULY



YEAR TO DATE (YTD)

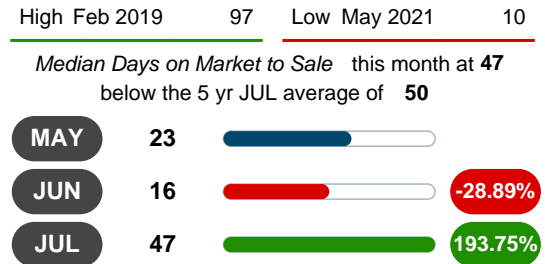


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 50



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
\$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%	135	0	0	0	0
\$150,001 - \$175,000	26.32%	15	15	34	0	0
\$175,001 - \$275,000	31.58%	22	47	20	0	0
\$275,001 - \$400,000	10.53%	98	0	4	191	0
\$400,001 and up	10.53%	92	77	0	106	0
Median Closed DOM		47	47	22	149	0
Total Closed Units	100%	47.0	9	8	2	
Total Closed Volume		3,998,000	1.77M	1.47M	765.00K	0.00B

July 2023



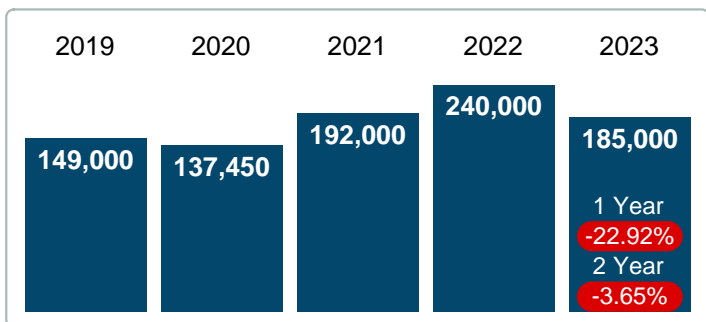
Area Delimited by County Of McIntosh - Residential Property Type



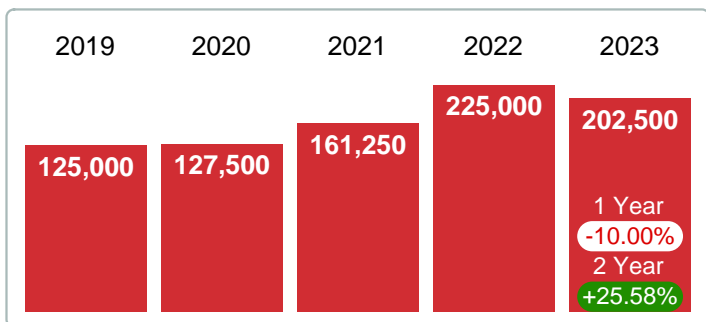
MEDIAN LIST PRICE AT CLOSING

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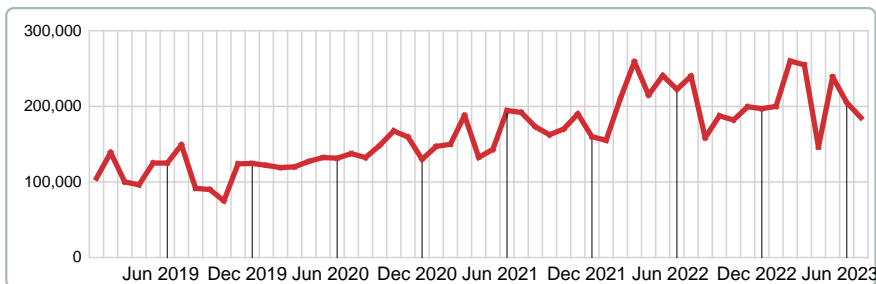
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

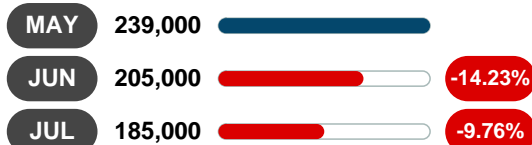


3 MONTHS

5 year JUL AVG = 180,690

High Feb 2023 259,950 Low Oct 2019 75,000

Median List Price at Closing this month at **185,000**
 above the 5 yr JUL average of **180,690**



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
\$75,000 and less	5.26%	60,000	60,000	0	0	0
\$75,001 - \$150,000	15.79%	138,000	142,000	116,500	0	0
\$150,001 - \$150,000	0.00%	138,000	0	0	0	0
\$150,001 - \$175,000	21.05%	165,000	165,000	157,500	0	0
\$175,001 - \$275,000	31.58%	197,500	205,000	197,500	0	0
\$275,001 - \$400,000	15.79%	300,000	289,000	300,000	399,900	0
\$400,001 and up	10.53%	444,950	439,900	0	450,000	0
Median List Price		185,000	169,900	190,000	424,950	0
Total Closed Units	100%	185,000	9	8	2	
Total Closed Volume		4,236,200	1.84M	1.55M	849.90K	0.00B

July 2023



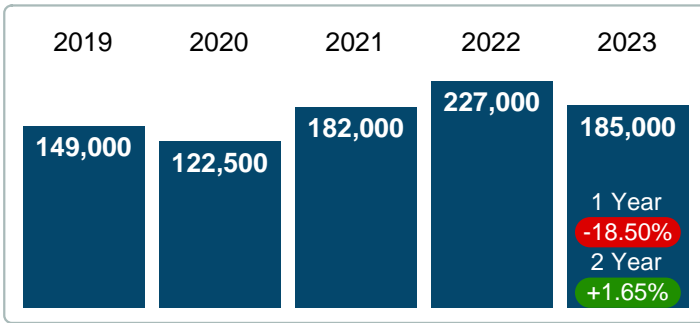
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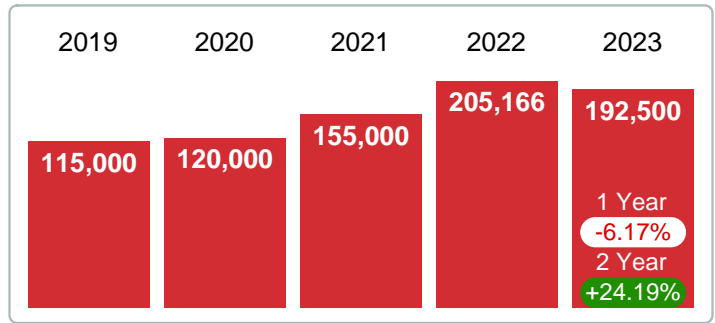
MEDIAN SOLD PRICE AT CLOSING

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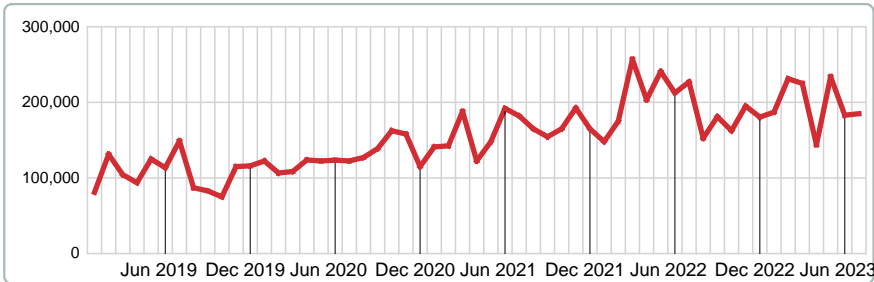
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

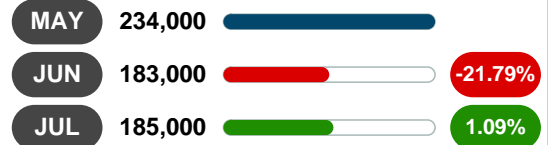


3 MONTHS

5 year JUL AVG = 173,100

High Mar 2022 257,000 Low Oct 2019 75,000

Median Sold Price at Closing this month at **185,000** above the 5 yr JUL average of **173,100**



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
\$75,000 and less	2	10.53%	67,500	60,000	75,000	0	0
\$75,001 - \$150,000	2	10.53%	128,500	142,000	115,000	0	0
\$150,001 - \$150,000	0	0.00%	128,500	0	0	0	0
\$150,001 - \$175,000	5	26.32%	165,000	165,000	164,000	0	0
\$175,001 - \$275,000	6	31.58%	210,000	225,000	195,000	0	0
\$275,001 - \$400,000	2	10.53%	322,500	0	295,000	350,000	0
\$400,001 and up	2	10.53%	427,000	439,000	0	415,000	0
Median Sold Price			185,000	165,000	179,000	382,500	0
Total Closed Units		100%	185,000	9	8	2	
Total Closed Volume			3,998,000	1.77M	1.47M	765.00K	0.00B

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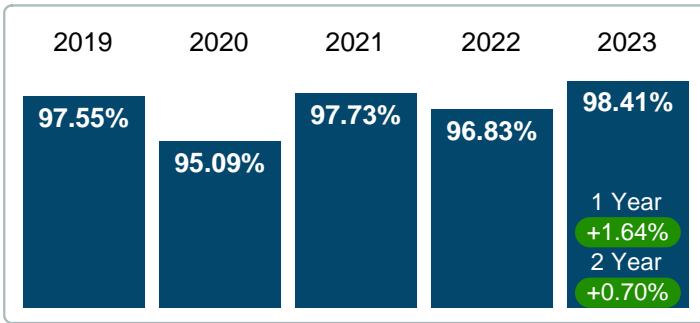
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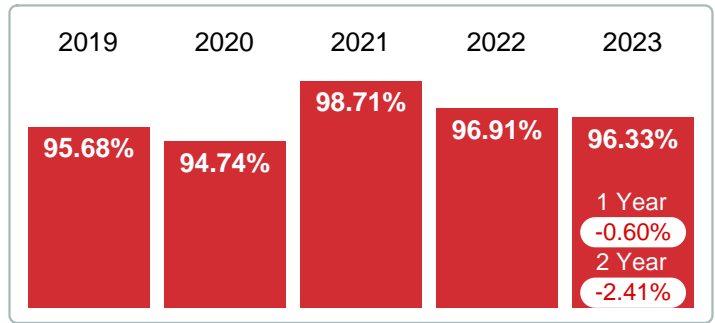
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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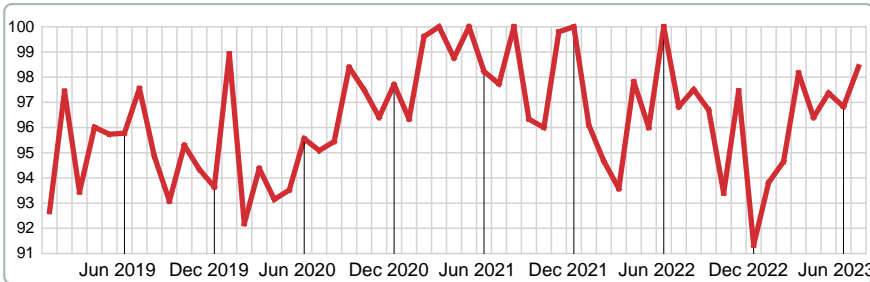
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 97.12%

High Jun 2022 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **98.41%**
above the 5 yr JUL average of **97.12%**



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
\$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%	91.67%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	5	26.32%	98.41%	100.00%	95.96%	0.00%	0.00%
\$175,001 - \$275,000	6	31.58%	100.00%	100.00%	100.00%	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%
Median Sold/List Ratio		98.41%		100.00%	95.92%	89.87%	0.00%
Total Closed Units		19	100%	9	8	2	
Total Closed Volume		3,998,000		1.77M	1.47M	765.00K	0.00B

July 2023



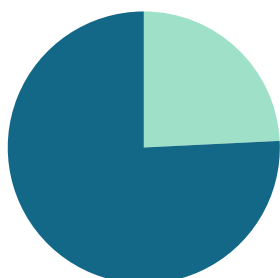
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

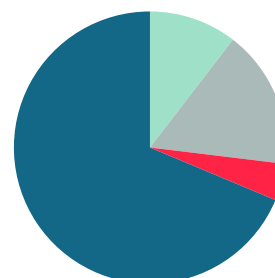


Inventory
 New Listings
39 = 24.22%
 Start Inventory
122
 Total Inventory Units
161
 Volume
\$56,889,097

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%
Median List Price	240,000	185,000	-22.92%	225,000	202,500	-10.00%
Median Sale Price	227,000	185,000	-18.50%	205,166	192,500	-6.17%
Median Percent of Selling Price to List Price	96.83%	98.41%	1.64%	96.91%	96.33%	-0.60%
Median Days on Market to Sale	40.00	47.00	17.50%	21.00	28.00	33.33%
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

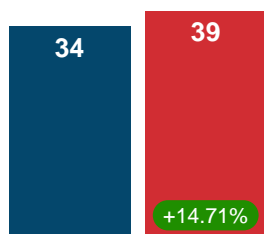
Inventory on July 31, 2023 = **125**

2022 **2023**

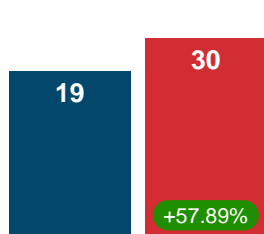
JULY MARKET

MEDIAN PRICES

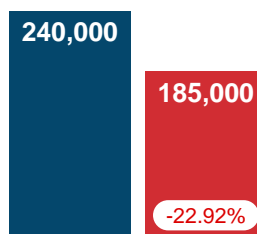
New Listings



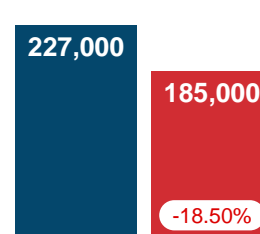
Pending Listings



List Price



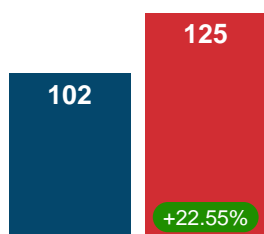
Sale Price



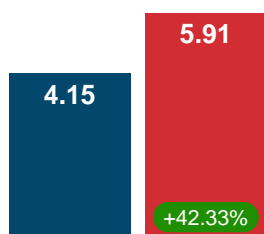
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

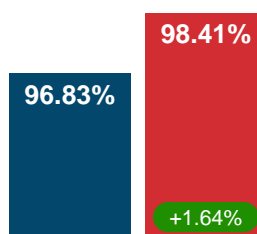
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

