

# June 2023



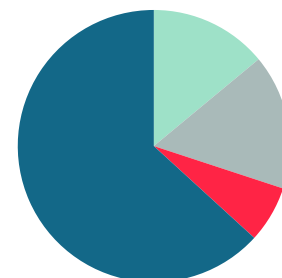
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	40	27	-32.50%
Pending Listings	32	31	-3.13%
New Listings	49	43	-12.24%
Average List Price	253,197	283,874	12.12%
Average Sale Price	245,945	269,493	9.57%
Average Percent of Selling Price to List Price	97.79%	93.30%	-4.60%
Average Days on Market to Sale	26.38	40.85	54.89%
End of Month Inventory	93	122	31.18%
Months Supply of Inventory	3.72	5.67	52.54%



■ Closed (13.99%)  
■ Pending (16.06%)  
■ Other OffMarket (6.74%)  
■ Active (63.21%)

**Absorption:** Last 12 months, an Average of **22** Sales/Month  
**Active Inventory** as of June 30, 2023 = **122**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **31.18%** to 122 existing homes available for sale. Over the last 12 months this area has had an average of 22 closed sales per month. This represents an unsold inventory index of **5.67** 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 **9.57%** in June 2023 to \$269,493 versus the previous year at \$245,945.

#### Average Days on Market Lengthens

The average number of **40.85** days that homes spent on the market before selling increased by 14.48 days or **54.89%** in June 2023 compared to last year's same month at **26.38** DOM.

#### Sales Success for June 2023 is Positive

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

There were 43 New Listings in June 2023, down **12.24%** from last year at 49. Furthermore, there were 27 Closed Listings this month versus last year at 40, a **-32.50%** decrease.

Closed versus Listed trends yielded a **62.8%** ratio, down from previous year's, June 2022, at **81.6%**, a **23.08%** downswing. This will certainly create pressure on an increasing Monthly 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# June 2023



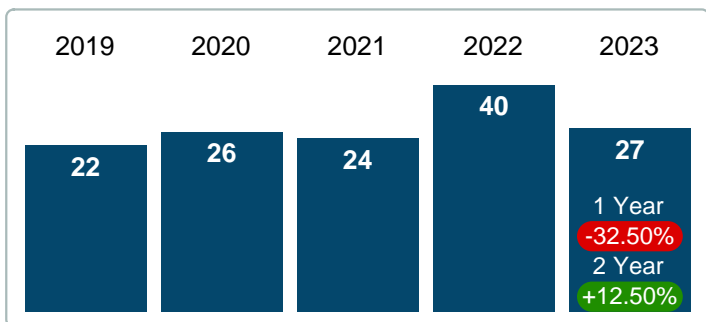
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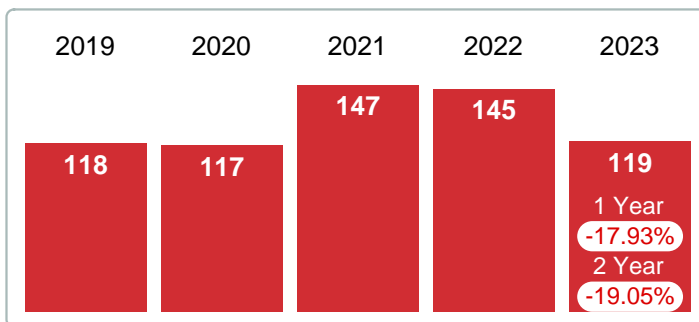
## CLOSED LISTINGS

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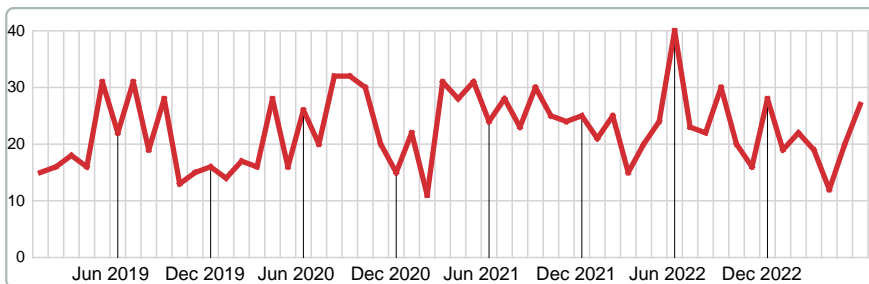
### JUNE



### YEAR TO DATE (YTD)

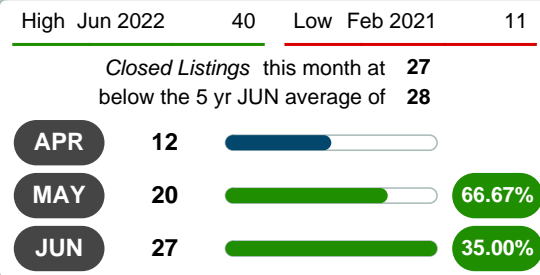


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 28



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	7.41%	66.0	0	2	0	0
\$50,001 - \$75,000	4	14.81%	12.5	3	1	0	0
\$75,001 - \$125,000	3	11.11%	5.3	2	1	0	0
\$125,001 - \$275,000	7	25.93%	15.3	3	3	1	0
\$275,001 - \$350,000	4	14.81%	62.8	0	3	0	1
\$350,001 - \$525,000	5	18.52%	75.8	0	3	1	1
\$525,001 and up	2	7.41%	84.0	0	1	0	1
<b>Total Closed Units</b>	<b>27</b>			<b>8</b>	<b>14</b>	<b>2</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>7,276,299</b>	<b>100%</b>	<b>40.9</b>	<b>886.40K</b>	<b>4.05M</b>	<b>704.00K</b>	<b>1.64M</b>
<b>Average Closed Price</b>	<b>\$269,493</b>			<b>\$110,800</b>	<b>\$289,064</b>	<b>\$352,000</b>	<b>\$546,333</b>

# June 2023



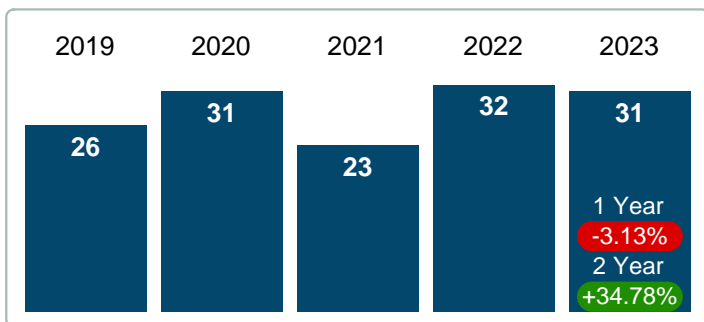
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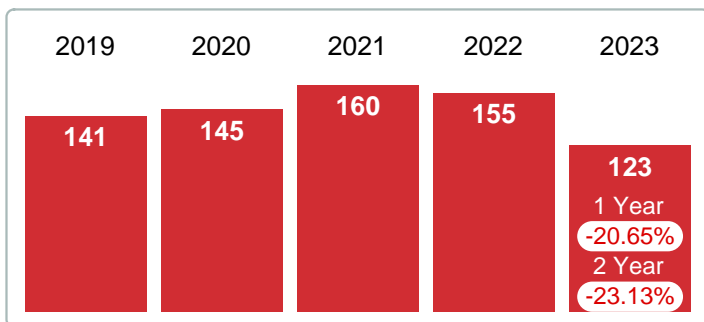
## PENDING LISTINGS

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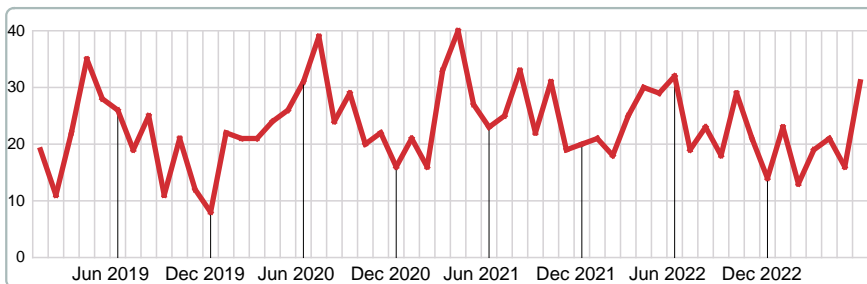
### JUNE



### YEAR TO DATE (YTD)

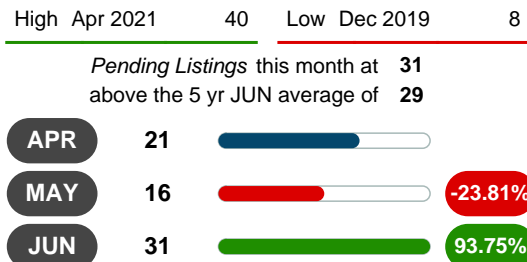


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 29



### 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	6.45%	44.0	1	1	0	0
\$75,001 - \$125,000	4	12.90%	42.3	2	2	0	0
\$125,001 - \$150,000	3	9.68%	149.7	1	2	0	0
\$150,001 - \$275,000	10	32.26%	38.2	3	7	0	0
\$275,001 - \$350,000	6	19.35%	65.5	1	4	1	0
\$350,001 - \$425,000	2	6.45%	116.0	0	1	1	0
\$425,001 and up	4	12.90%	61.0	1	1	2	0
<b>Total Pending Units</b>	<b>31</b>			<b>9</b>	<b>18</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,568,698</b>	<b>100%</b>	<b>41.8</b>	<b>1.68M</b>	<b>4.17M</b>	<b>1.71M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$306,250</b>			<b>\$187,156</b>	<b>\$231,633</b>	<b>\$428,725</b>	<b>\$0</b>

# June 2023



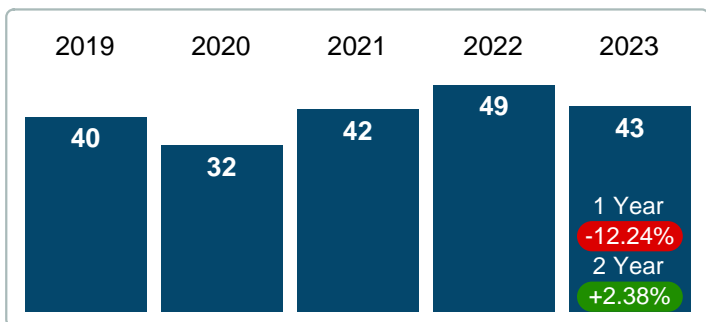
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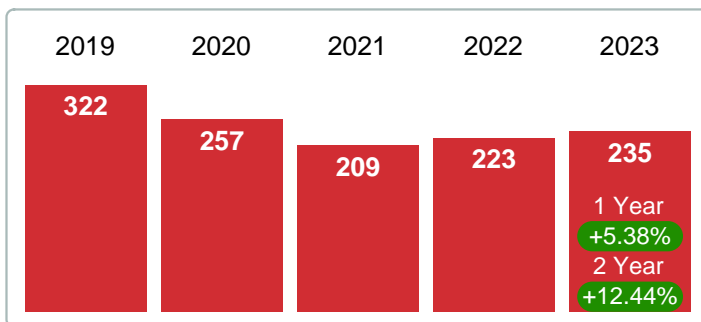
## NEW LISTINGS

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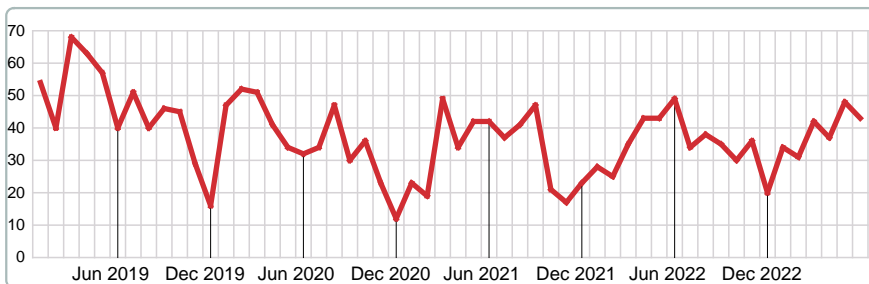
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41

High Mar 2019 68 Low Dec 2020 12

New Listings this month at 43  
above the 5 yr JUN average of 41



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	4	9.30%	0	4	0	0
\$80,001 - \$120,000	4	9.30%	3	1	0	0
\$120,001 - \$170,000	8	18.60%	4	3	1	0
\$170,001 - \$270,000	9	20.93%	3	6	0	0
\$270,001 - \$350,000	9	20.93%	1	7	1	0
\$350,001 - \$470,000	4	9.30%	0	2	1	1
\$470,001 and up	5	11.63%	0	2	3	0
<b>Total New Listed Units</b>	<b>43</b>		<b>11</b>	<b>25</b>	<b>6</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>11,538,498</b>	<b>100%</b>	<b>1.79M</b>	<b>5.98M</b>	<b>3.40M</b>	<b>369.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$85,000</b>		<b>\$162,491</b>	<b>\$239,316</b>	<b>\$566,383</b>	<b>\$369,900</b>

# June 2023



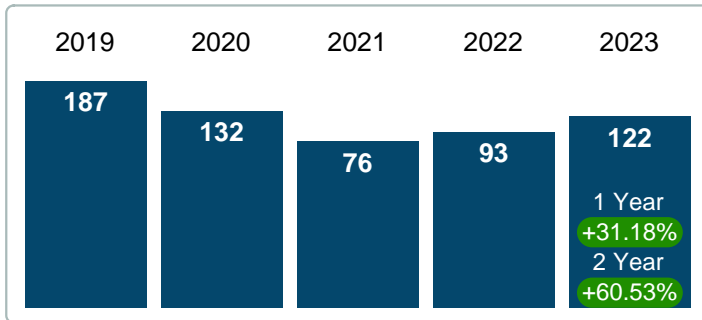
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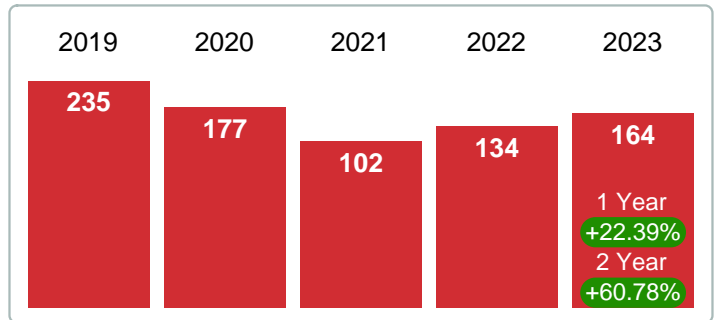
## ACTIVE INVENTORY

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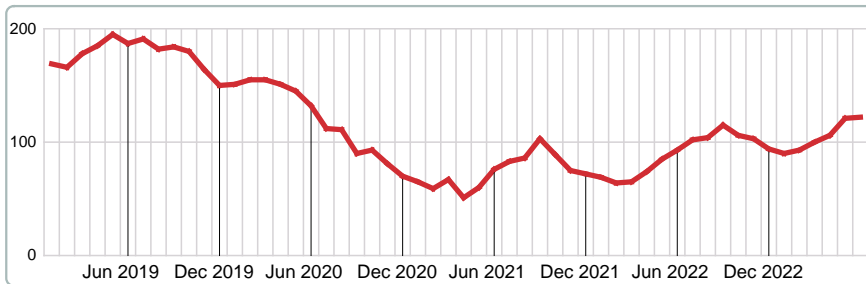
### END OF JUNE



### ACTIVE DURING JUNE

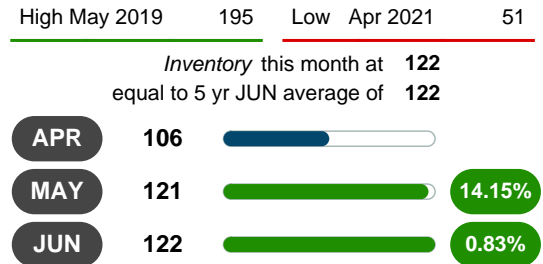


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 122



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	11.48%	76.4	6	8	0	0
\$125,001 - \$150,000	5	4.10%	80.8	0	4	1	0
\$150,001 - \$200,000	21	17.21%	59.1	11	7	3	0
\$200,001 - \$350,000	35	28.69%	68.3	10	18	7	0
\$350,001 - \$500,000	20	16.39%	86.2	2	10	5	3
\$500,001 - \$750,000	15	12.30%	106.8	0	11	3	1
\$750,001 and up	12	9.84%	77.4	1	2	7	2
<b>Total Active Inventory by Units</b>	<b>122</b>			<b>30</b>	<b>60</b>	<b>26</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>46,172,399</b>	<b>100%</b>	<b>76.7</b>	<b>7.21M</b>	<b>20.02M</b>	<b>15.19M</b>	<b>3.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$378,462</b>			<b>\$240,267</b>	<b>\$333,693</b>	<b>\$584,192</b>	<b>\$625,633</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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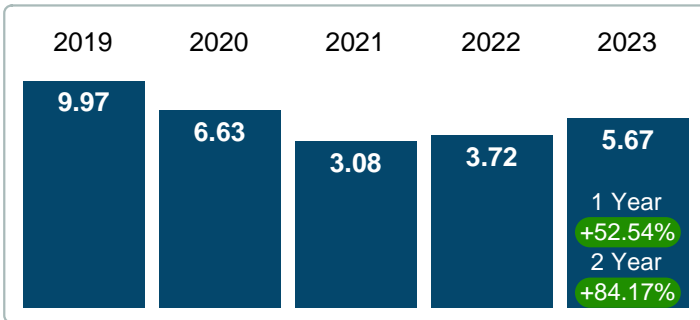
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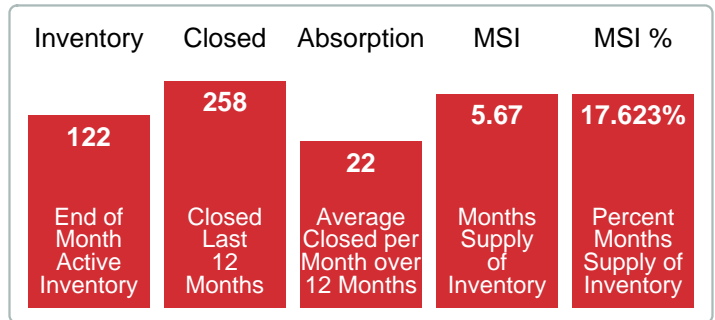
## MONTHS SUPPLY of INVENTORY (MSI)

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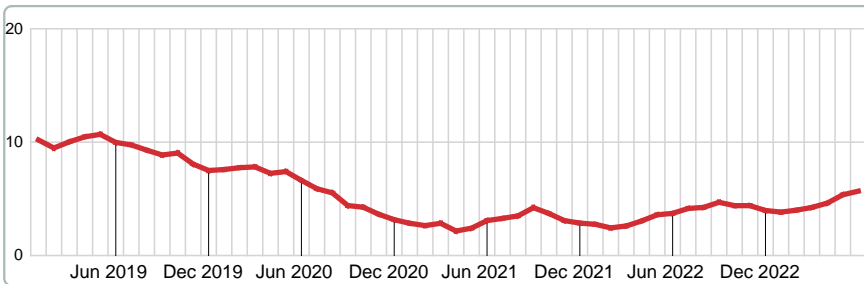
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023



### 5 YEAR MARKET ACTIVITY TRENDS

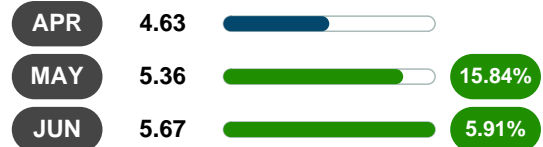


### 3 MONTHS

5 year JUN AVG = 5.82

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at **5.67**  
below the 5 yr JUN average of **5.82**



### 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
\$125,000 and less	14	11.48%	2.40	2.18	2.91	0.00	0.00
\$125,001 - \$150,000	5	4.10%	2.40	0.00	3.43	6.00	0.00
\$150,001 - \$200,000	21	17.21%	6.15	8.25	3.82	12.00	0.00
\$200,001 - \$350,000	35	28.69%	5.75	13.33	4.60	6.46	0.00
\$350,001 - \$500,000	20	16.39%	8.57	8.00	9.23	7.50	9.00
\$500,001 - \$750,000	15	12.30%	10.59	0.00	12.00	7.20	12.00
\$750,001 and up	12	9.84%	36.00	0.00	24.00	84.00	12.00
Market Supply of Inventory (MSI)			5.67	5.14	5.11	8.67	6.55
Total Active Inventory by Units		100%	5.67	30	60	26	6

# June 2023



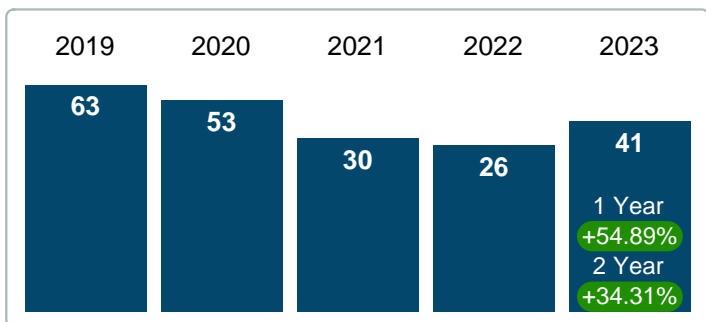
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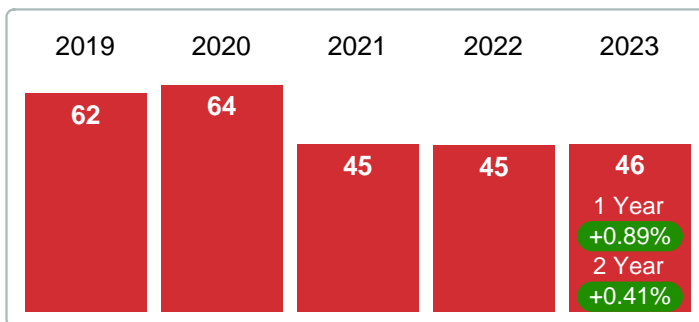
## AVERAGE DAYS ON MARKET TO SALE

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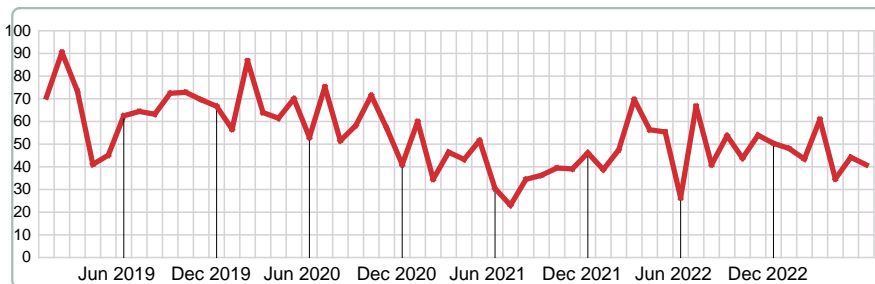
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

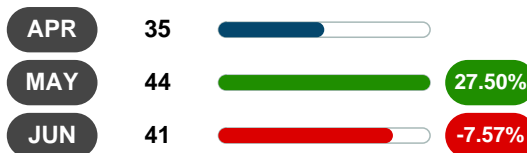


### 3 MONTHS

5 year JUN AVG = 43

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 41 below the 5 yr JUN average of 43



### 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
\$50,000 and less	7.41%	66	0	66	0	0
\$50,001 - \$75,000	14.81%	13	5	36	0	0
\$75,001 - \$125,000	11.11%	5	2	13	0	0
\$125,001 - \$275,000	25.93%	15	5	29	3	0
\$275,001 - \$350,000	14.81%	63	0	41	0	129
\$350,001 - \$525,000	18.52%	76	0	19	56	266
\$525,001 and up	7.41%	84	0	145	0	23
<b>Average Closed DOM</b>		<b>41</b>	<b>4</b>	<b>42</b>	<b>30</b>	<b>139</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>8</b>	<b>14</b>	<b>2</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>7,276,299</b>	<b>886.40K</b>	<b>4.05M</b>	<b>704.00K</b>	<b>1.64M</b>

# June 2023



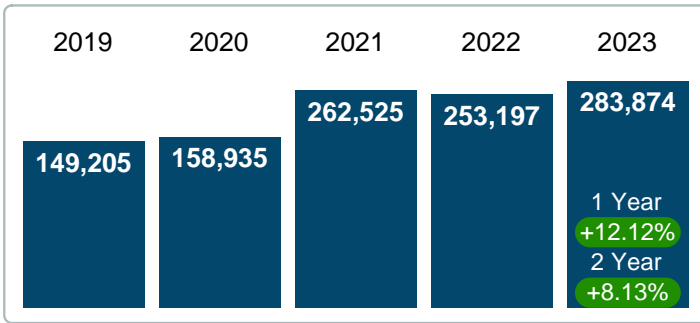
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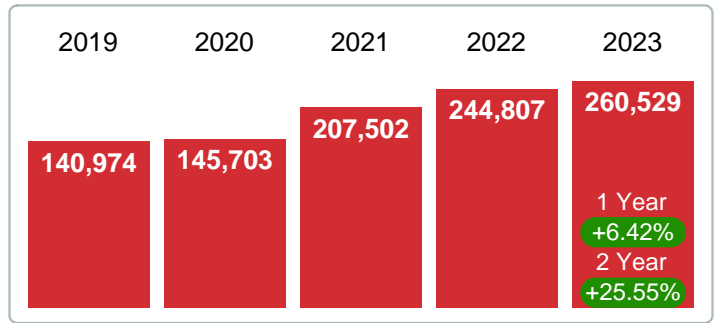
## AVERAGE LIST PRICE AT CLOSING

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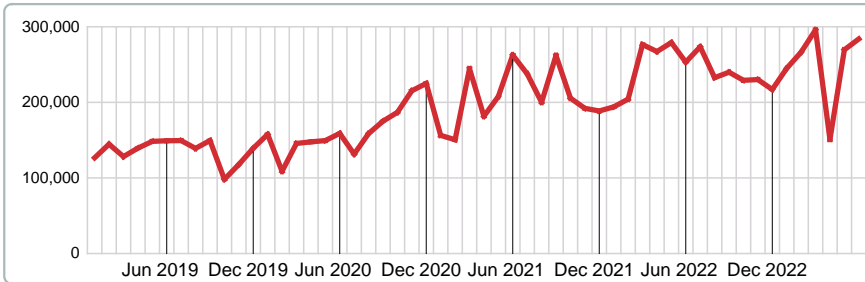
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

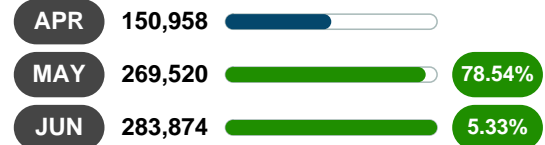


### 3 MONTHS

5 year JUN AVG = 221,547

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

Average List Price at Closing this month at **283,874**  
above the 5 yr JUN average of **221,547**



### 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
\$50,000 and less	2	7.41%	47,500	0	47,500	0	0
\$50,001 - \$75,000	3	11.11%	68,967	78,667	59,900	0	0
\$75,001 - \$125,000	4	14.81%	90,500	92,000	89,000	0	0
\$125,001 - \$275,000	7	25.93%	182,700	174,967	191,667	179,000	0
\$275,001 - \$350,000	3	11.11%	307,667	0	331,300	0	299,000
\$350,001 - \$525,000	6	22.22%	436,483	0	408,000	525,000	500,000
\$525,001 and up	2	7.41%	1,089,950	0	1,300,000	0	879,900
<b>Average List Price</b>			<b>283,874</b>	<b>118,113</b>	<b>309,771</b>	<b>352,000</b>	<b>559,633</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>283,874</b>	<b>8</b>	<b>14</b>	<b>2</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>7,664,599</b>	<b>944.90K</b>	<b>4.34M</b>	<b>704.00K</b>	<b>1.68M</b>



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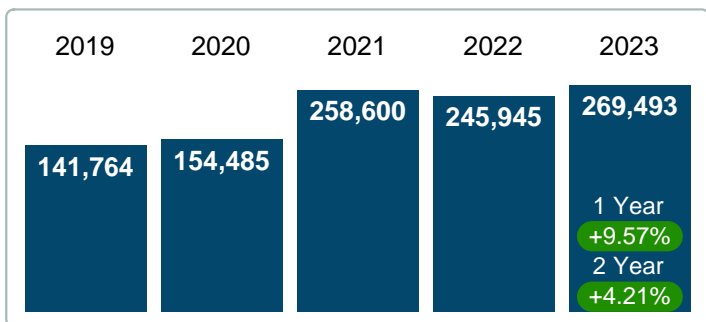
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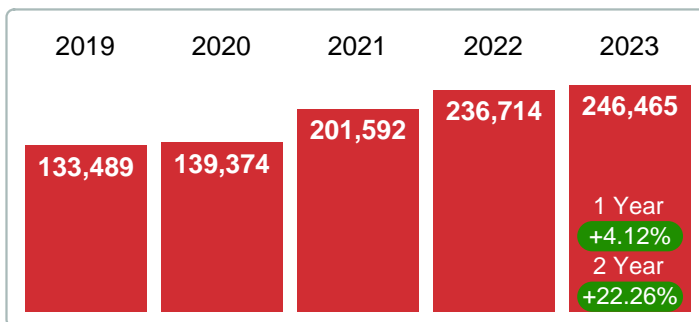
## AVERAGE SOLD PRICE AT CLOSING

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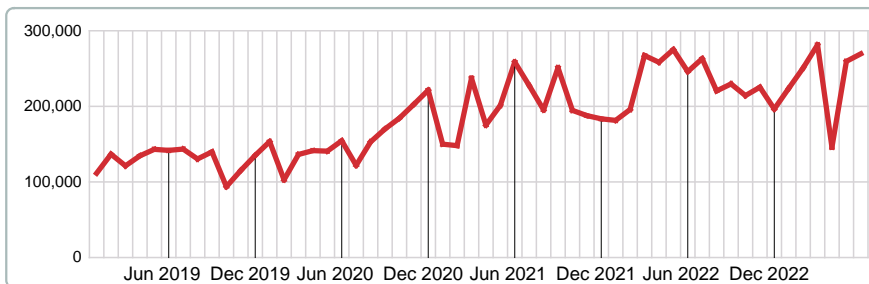
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

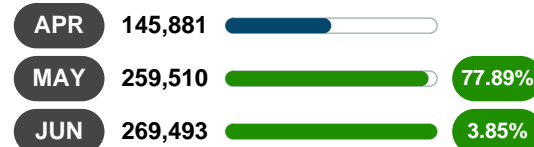


### 3 MONTHS

5 year JUN AVG = 214,057

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

Average Sold Price at Closing this month at **269,493** above the 5 yr JUN average of **214,057**



### 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
\$50,000 and less	7.41%	32,000	0	32,000	0	0
\$50,001 - \$75,000	14.81%	64,125	66,167	58,000	0	0
\$75,001 - \$125,000	11.11%	90,967	90,000	92,900	0	0
\$125,001 - \$275,000	25.93%	174,986	169,300	179,333	179,000	0
\$275,001 - \$350,000	14.81%	307,000	0	309,667	0	299,000
\$350,001 - \$525,000	18.52%	443,000	0	396,666	525,000	500,000
\$525,001 and up	7.41%	1,007,500	0	0	1,175,000	840,000
<b>Average Sold Price</b>		<b>269,493</b>	<b>110,800</b>	<b>289,064</b>	<b>352,000</b>	<b>546,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>8</b>	<b>14</b>	<b>2</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>7,276,299</b>	<b>886.40K</b>	<b>4.05M</b>	<b>704.00K</b>	<b>1.64M</b>

# June 2023



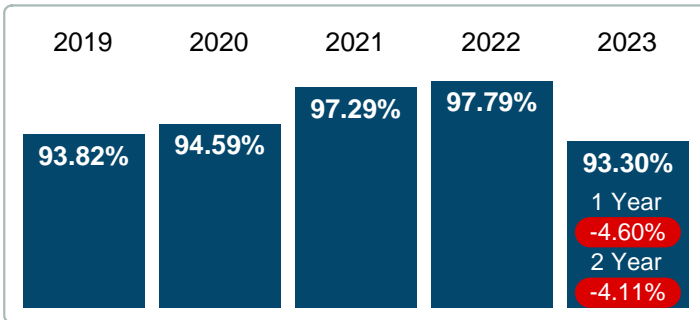
Area Delimited by County Of McIntosh - Residential Property Type



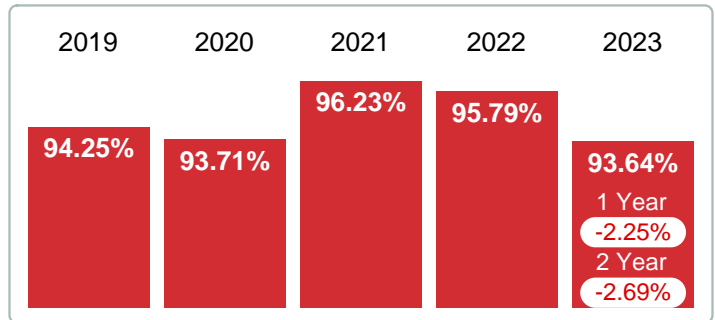
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.

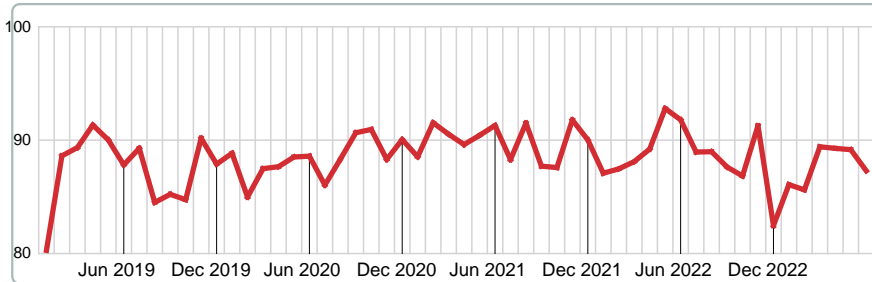
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

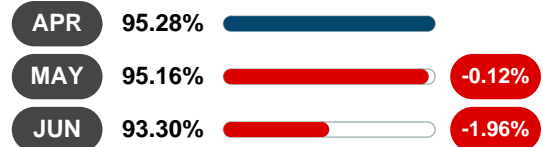


### 3 MONTHS

5 year JUN AVG = 95.36%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **93.30%**  
below the 5 yr JUN average of **95.36%**



### 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
\$50,000 and less	2	7.41%	67.78%	0.00%	67.78%	0.00%	0.00%
\$50,001 - \$75,000	4	14.81%	88.45%	85.66%	96.83%	0.00%	0.00%
\$75,001 - \$125,000	3	11.11%	99.89%	97.65%	104.38%	0.00%	0.00%
\$125,001 - \$275,000	7	25.93%	95.93%	97.00%	93.50%	100.00%	0.00%
\$275,001 - \$350,000	4	14.81%	95.29%	0.00%	93.72%	0.00%	100.00%
\$350,001 - \$525,000	5	18.52%	98.28%	0.00%	97.14%	100.00%	100.00%
\$525,001 and up	2	7.41%	92.93%	0.00%	90.38%	0.00%	95.47%
Average Sold/List Ratio		93.30%		92.91%	91.45%	100.00%	98.49%
Total Closed Units		27	100%	8	14	2	3
Total Closed Volume		7,276,299		886.40K	4.05M	704.00K	1.64M

# June 2023



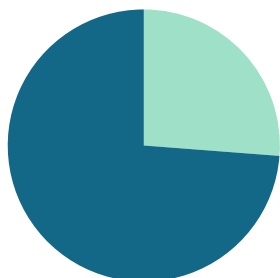
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

### INVENTORY

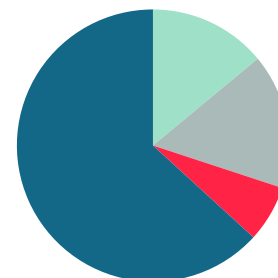


**Inventory**  
 New Listings  
**43 = 26.22%**  
 Start Inventory  
**121**  
 Total Inventory Units  
**164**  
 Volume  
**\$59,473,497**

### Market Activity

Closed Sales  
**27 = 13.99%**  
 Pending Sales  
**31 = 16.06%**  
 Other Off Market  
**13 = 6.74%**  
 Active Inventory  
**122 = 63.21%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	40	27	-32.50%	145	119	-17.93%
Pending Sales	32	31	-3.13%	155	123	-20.65%
New Listings	49	43	-12.24%	223	235	5.38%
Average List Price	253,197	283,874	12.12%	244,807	260,529	6.42%
Average Sale Price	245,945	269,493	9.57%	236,714	246,465	4.12%
Average Percent of Selling Price to List Price	97.79%	93.30%	-4.60%	95.79%	93.64%	-2.25%
Average Days on Market to Sale	26.38	40.85	54.89%	45.23	45.63	0.89%
Monthly Inventory	93	122	31.18%	93	122	31.18%
Months Supply of Inventory	3.72	5.67	52.54%	3.72	5.67	52.54%

**Absorption:** Last 12 months, an Average of **22** Sales/Month

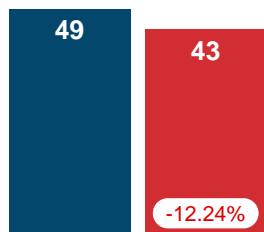
**Inventory** on June 30, 2023 = **122**

**2022** **2023**

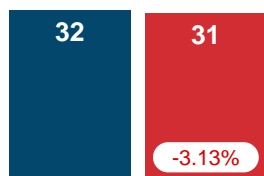
### JUNE MARKET

### AVERAGE PRICES

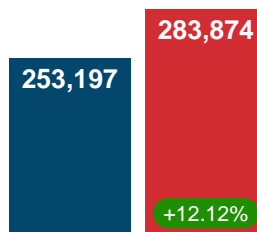
#### New Listings



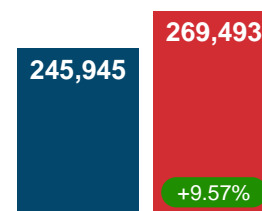
#### Pending Listings



#### List Price



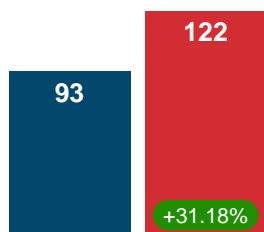
#### Sale Price



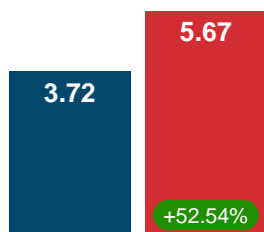
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

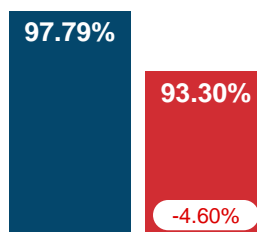
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

