

August 2023



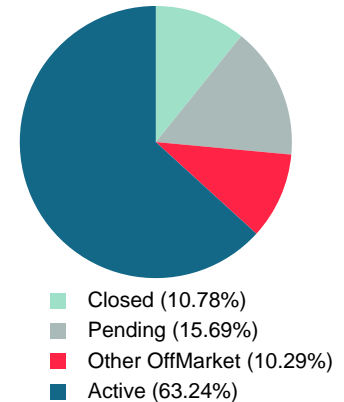
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	August 2023	+/-%
Closed Listings	22	22	0.00%
Pending Listings	23	32	39.13%
New Listings	38	47	23.68%
Average List Price	232,645	342,141	47.07%
Average Sale Price	220,405	329,000	49.27%
Average Percent of Selling Price to List Price	94.98%	98.40%	3.60%
Average Days on Market to Sale	40.95	61.36	49.83%
End of Month Inventory	104	129	24.04%
Months Supply of Inventory	4.24	6.09	43.57%



Absorption: Last 12 months, an Average of **21** Sales/Month
Active Inventory as of August 31, 2023 = **129**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **24.04%** to 129 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 **6.09** 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 **49.27%** in August 2023 to \$329,000 versus the previous year at \$220,405.

Average Days on Market Lengthens

The average number of **61.36** days that homes spent on the market before selling increased by 20.41 days or **49.83%** in August 2023 compared to last year's same month at **40.95** DOM.

Sales Success for August 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 47 New Listings in August 2023, up **23.68%** from last year at 38. Furthermore, there were 22 Closed Listings this month versus last year at 22, a **0.00%** decrease.

Closed versus Listed trends yielded a **46.8%** ratio, down from previous year's, August 2022, at **57.9%**, a **19.15%** downswing. This will certainly create pressure on an increasing Monthly 1/2s 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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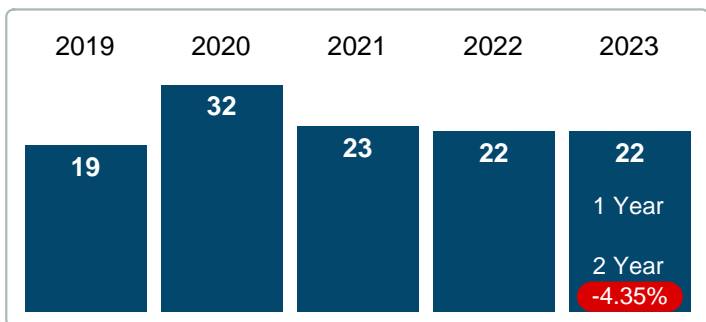
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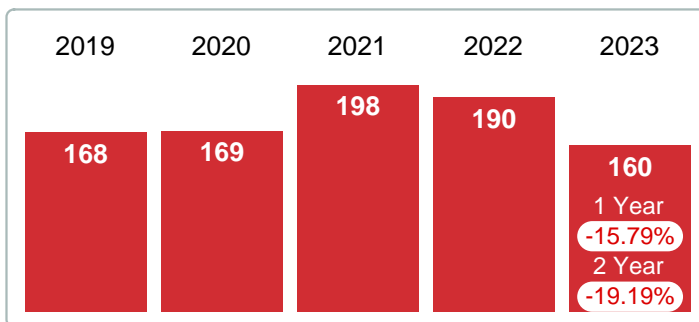
CLOSED LISTINGS

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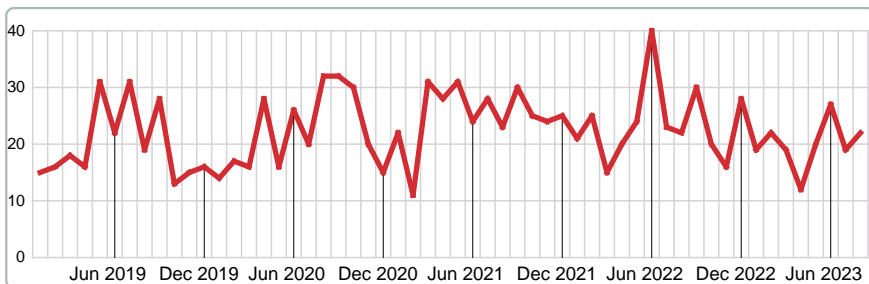
AUGUST



YEAR TO DATE (YTD)

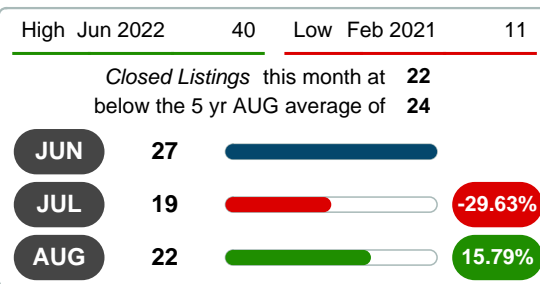


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$25,000 and less	1	4.55%	66.0	0	1	0	0
\$25,001 - \$125,000	3	13.64%	22.3	2	1	0	0
\$125,001 - \$200,000	5	22.73%	54.8	2	1	2	0
\$200,001 - \$300,000	4	18.18%	37.0	0	3	1	0
\$300,001 - \$325,000	3	13.64%	86.7	1	1	1	0
\$325,001 - \$500,000	3	13.64%	112.3	1	1	1	0
\$500,001 and up	3	13.64%	66.0	0	2	1	0
Total Closed Units	22			6	10	6	0
Total Closed Volume	7,238,000	100%	61.4	1.11M	2.81M	3.32M	0.00B
Average Closed Price	\$329,000			\$184,167	\$281,300	\$553,333	\$0

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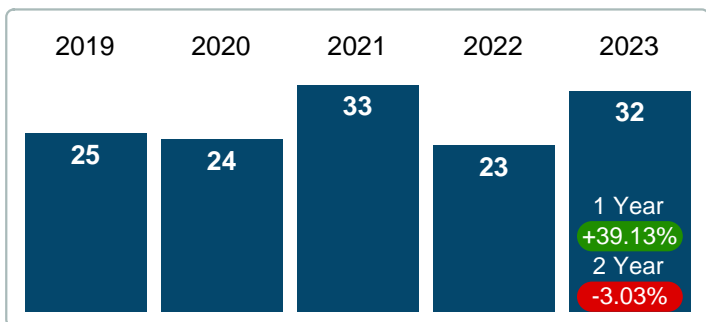
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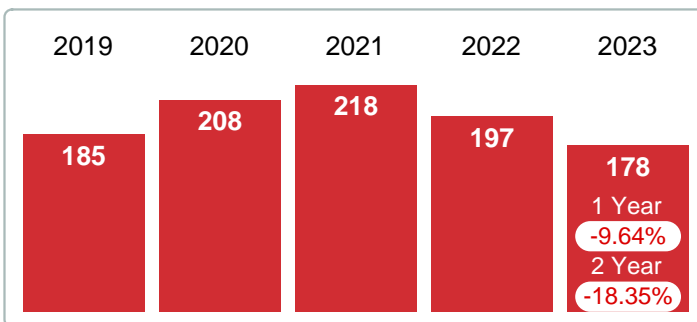
PENDING LISTINGS

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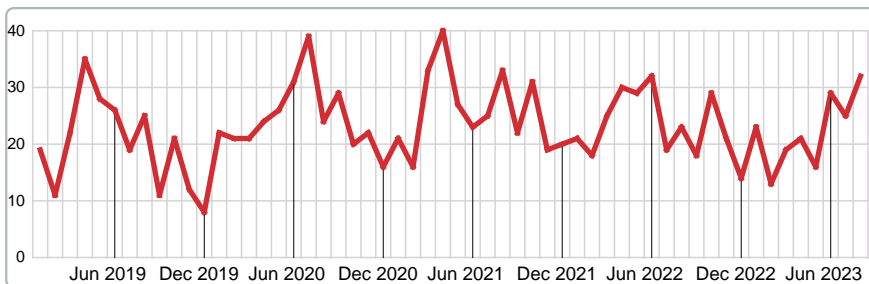
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 27

High Apr 2021 40 Low Dec 2019 8

Pending Listings this month at **32**
above the 5 yr AUG average of **27**

- JUN 29
- JUL 25 (-13.79%)
- AUG 32 (28.00%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	39.3	2	1	0	0
\$50,001 - \$120,000	5	15.63%	18.8	4	1	0	0
\$120,001 - \$160,000	3	9.38%	61.0	0	3	0	0
\$160,001 - \$250,000	10	31.25%	60.4	4	6	0	0
\$250,001 - \$320,000	4	12.50%	87.8	0	3	1	0
\$320,001 - \$490,000	2	6.25%	116.0	0	2	0	0
\$490,001 and up	5	15.63%	19.2	0	2	3	0
Total Pending Units	32			10	18	4	0
Total Pending Volume	7,915,800	100%	111.3	1.15M	4.78M	1.99M	0.00B
Average Listing Price	\$146,567			\$114,530	\$265,422	\$498,225	\$0

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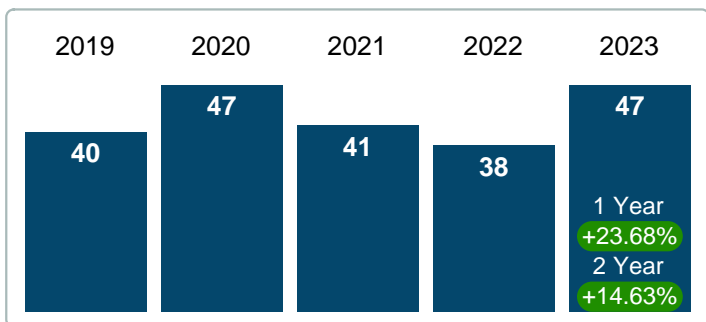
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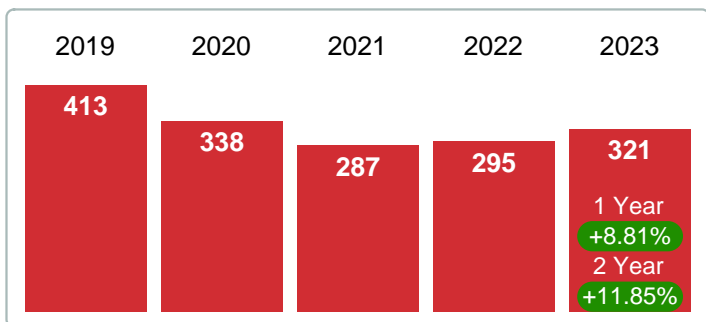
NEW LISTINGS

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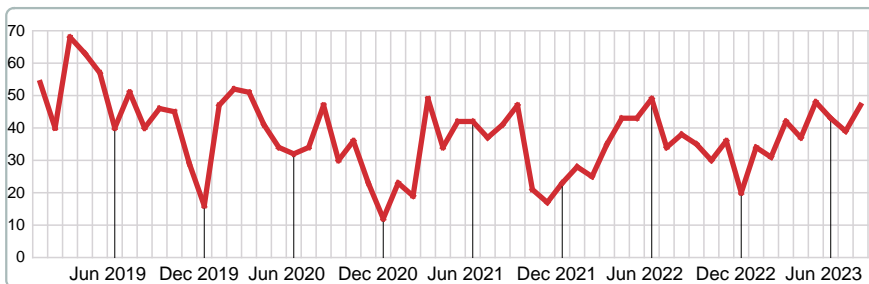
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 43

High Mar 2019 68 Low Dec 2020 12

New Listings this month at 47
above the 5 yr AUG average of 43



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.51%	4	0	0	0
\$100,001 - \$160,000	5	10.64%	2	3	0	0
\$160,001 - \$190,000	9	19.15%	6	2	1	0
\$190,001 - \$230,000	10	21.28%	2	8	0	0
\$230,001 - \$390,000	8	17.02%	2	6	0	0
\$390,001 - \$640,000	6	12.77%	0	3	3	0
\$640,001 and up	5	10.64%	0	3	1	1
Total New Listed Units	47		16	25	5	1
Total New Listed Volume	13,237,298	100%	2.46M	7.45M	2.23M	1.10M
Average New Listed Listing Price	\$0		\$153,525	\$298,160	\$445,380	\$1,100,000

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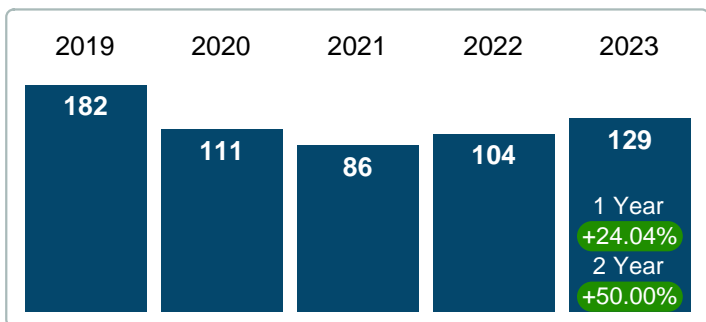
Area Delimited by County Of McIntosh - Residential Property Type



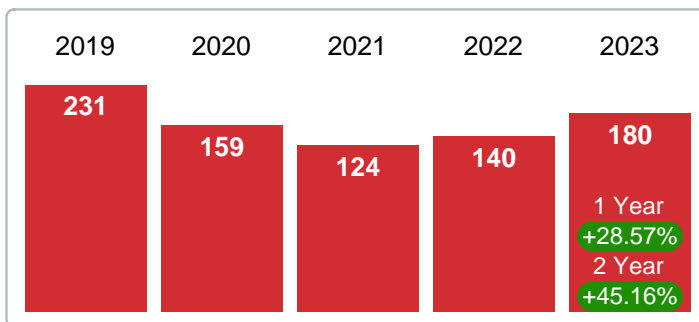
ACTIVE INVENTORY

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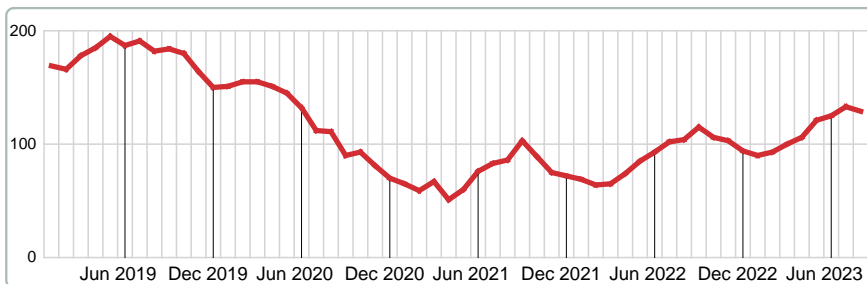
END OF AUGUST



ACTIVE DURING AUGUST

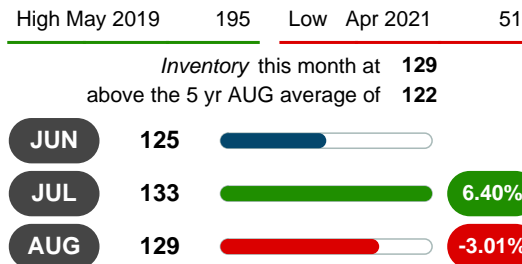


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 122



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	8	6.20%	83.8	4	2	2	0
\$100,001 - \$150,000	15	11.63%	85.9	4	11	0	0
\$150,001 - \$200,000	21	16.28%	58.4	13	7	1	0
\$200,001 - \$300,000	36	27.91%	75.2	8	24	3	1
\$300,001 - \$425,000	14	10.85%	118.6	0	7	4	3
\$425,001 - \$775,000	22	17.05%	93.7	0	15	7	0
\$775,001 and up	13	10.08%	100.3	1	4	6	2
Total Active Inventory by Units	129			30	70	23	6
Total Active Inventory by Volume	46,709,496	100%	84.6	6.42M	23.38M	13.73M	3.18M
Average Active Inventory Listing Price	\$362,089			\$213,980	\$333,936	\$596,991	\$530,633

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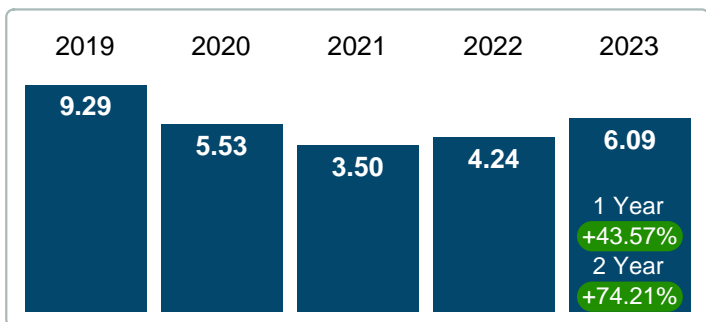
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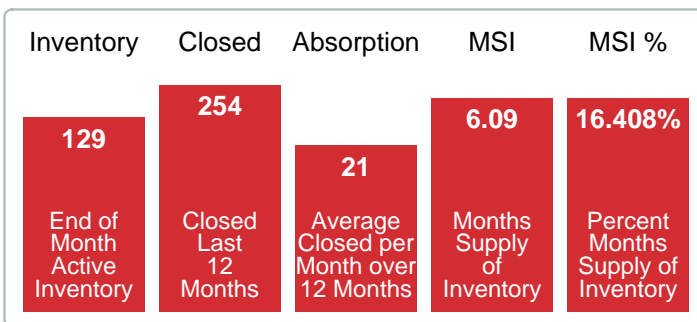
MONTHS SUPPLY of INVENTORY (MSI)

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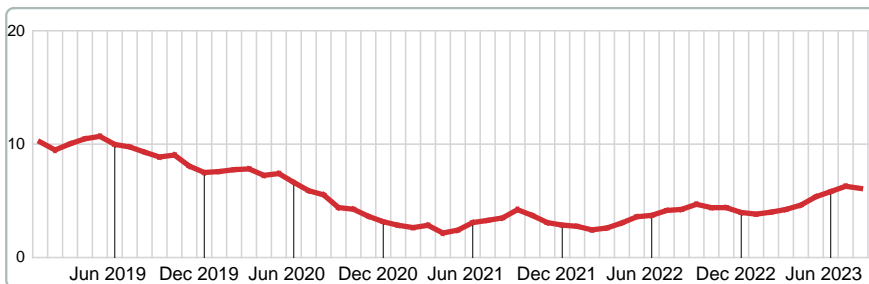
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS

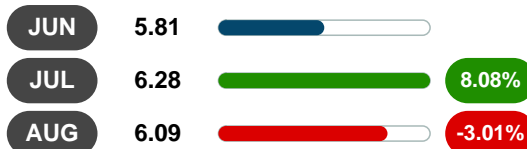


3 MONTHS

5 year AUG AVG = 5.73

High May 2019 10.68 Low Apr 2021 2.16

Months Supply this month at **6.09**
above the 5 yr AUG average of **5.73**



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	6.20%	1.88	1.78	1.04	24.00	0.00
\$100,001 - \$150,000	11.63%	4.74	3.43	6.29	0.00	0.00
\$150,001 - \$200,000	16.28%	5.36	8.67	3.50	2.40	0.00
\$200,001 - \$300,000	27.91%	8.00	10.67	8.73	4.00	4.00
\$300,001 - \$425,000	10.85%	5.60	0.00	6.46	4.36	12.00
\$425,001 - \$775,000	17.05%	8.52	0.00	10.59	8.40	0.00
\$775,001 and up	10.08%	52.00	0.00	48.00	72.00	24.00
Market Supply of Inventory (MSI)		6.09	4.93	6.36	6.90	8.00
Total Active Inventory by Units		129	30	70	23	6

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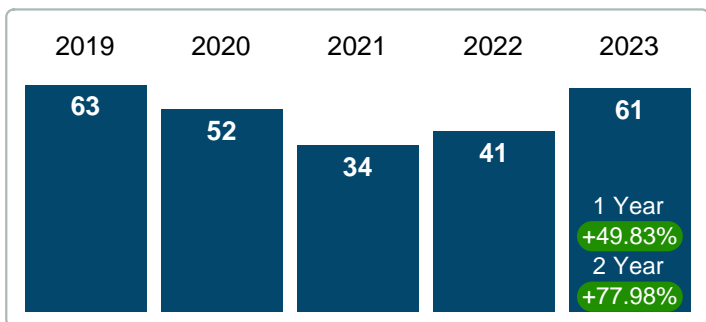
Area Delimited by County Of McIntosh - Residential Property Type



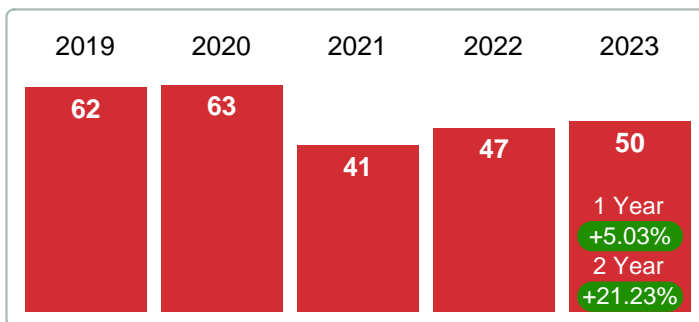
AVERAGE DAYS ON MARKET TO SALE

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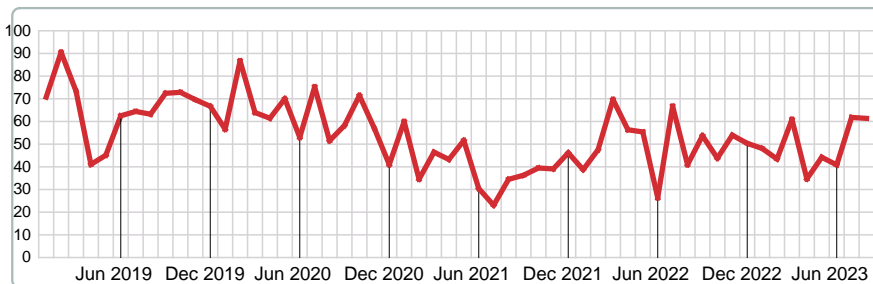
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 50

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 61 above the 5 yr AUG average of 50



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
\$25,000 and less	4.55%	66	0	66	0	0
\$25,001 - \$125,000	13.64%	22	30	7	0	0
\$125,001 - \$200,000	22.73%	55	19	144	46	0
\$200,001 - \$300,000	18.18%	37	0	30	59	0
\$300,001 - \$325,000	13.64%	87	25	67	168	0
\$325,001 - \$500,000	13.64%	112	128	49	160	0
\$500,001 and up	13.64%	66	0	7	185	0
Average Closed DOM		61	42	44	111	0
Total Closed Units	100%	61	6	10	6	0
Total Closed Volume		7,238,000	1.11M	2.81M	3.32M	0.00B

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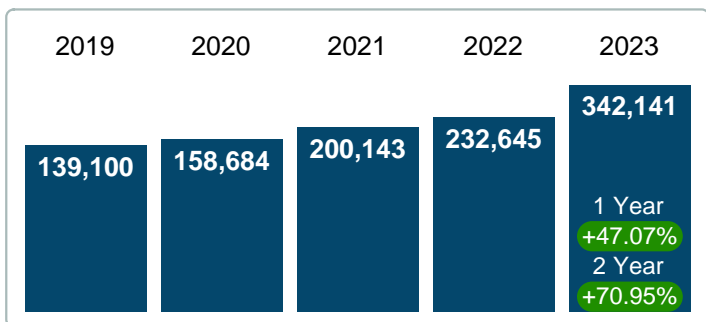
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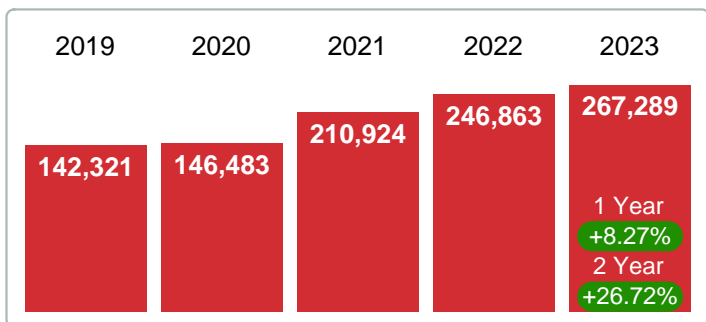
AVERAGE LIST PRICE AT CLOSING

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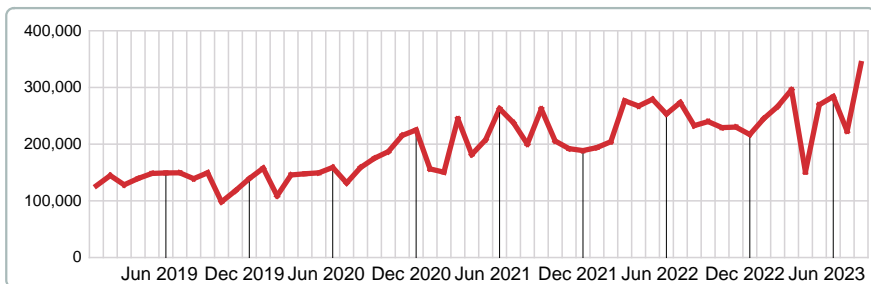
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

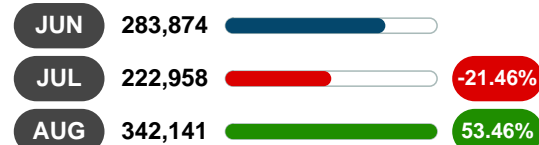


3 MONTHS

5 year AUG AVG = 214,543

High Aug 2023 342,141 Low Oct 2019 98,200

Average List Price at Closing this month at **342,141** above the 5 yr AUG average of **214,543**



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
\$25,000 and less	9.09%	22,450	0	19,900	0	0
\$25,001 - \$125,000	9.09%	74,950	74,950	25,000	0	0
\$125,001 - \$200,000	22.73%	166,980	154,450	130,000	198,000	0
\$200,001 - \$300,000	22.73%	278,480	0	267,667	289,500	0
\$300,001 - \$325,000	4.55%	325,000	325,000	350,000	299,900	0
\$325,001 - \$500,000	18.18%	382,500	365,000	525,000	340,000	0
\$500,001 and up	13.64%	1,083,333	0	500,000	2,200,000	0
Average List Price		342,141	191,467	285,290	587,567	0
Total Closed Units	100%	342,141	6	10	6	0
Total Closed Volume		7,527,100	1.15M	2.85M	3.53M	0.00B

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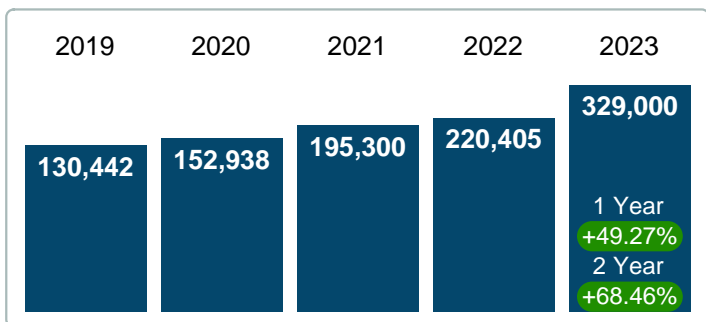
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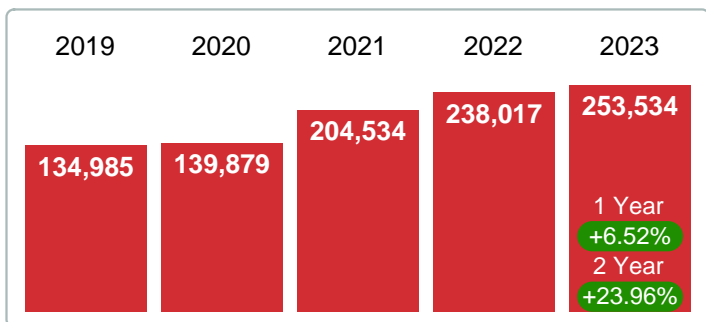
AVERAGE SOLD PRICE AT CLOSING

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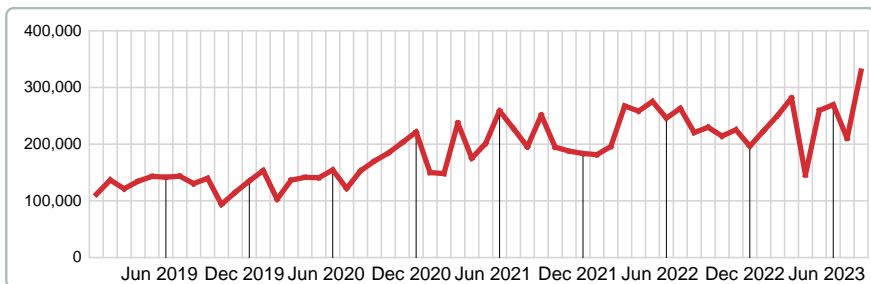
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

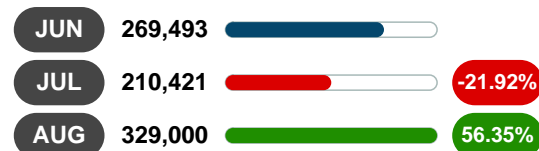


3 MONTHS

5 year AUG AVG = 205,617

High Aug 2023 329,000 Low Oct 2019 93,769

Average Sold Price at Closing this month at **329,000** above the 5 yr AUG average of **205,617**



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
\$25,000 and less	4.55%	20,000	0	20,000	0	0
\$25,001 - \$125,000	13.64%	57,333	72,500	27,000	0	0
\$125,001 - \$200,000	22.73%	164,000	150,000	130,000	195,000	0
\$200,001 - \$300,000	18.18%	264,000	0	262,000	270,000	0
\$300,001 - \$325,000	13.64%	321,667	325,000	320,000	320,000	0
\$325,001 - \$500,000	13.64%	388,333	335,000	490,000	340,000	0
\$500,001 and up	13.64%	1,013,333	0	520,000	2,000,000	0
Average Sold Price		329,000	184,167	281,300	553,333	0
Total Closed Units	100%	329,000	6	10	6	0
Total Closed Volume		7,238,000	1.11M	2.81M	3.32M	0.00B

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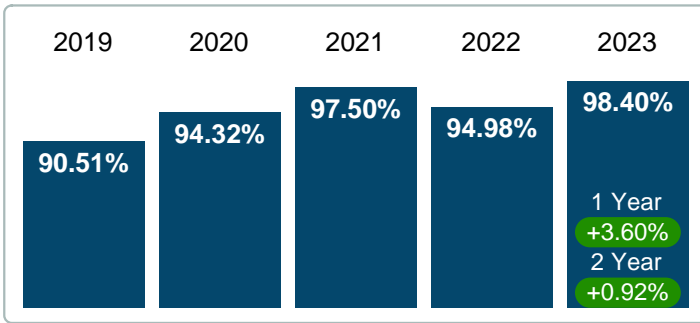
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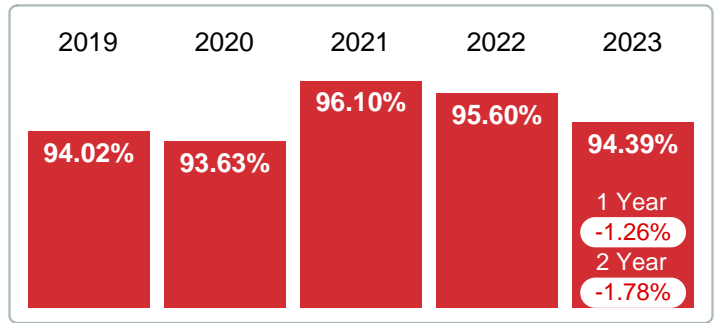
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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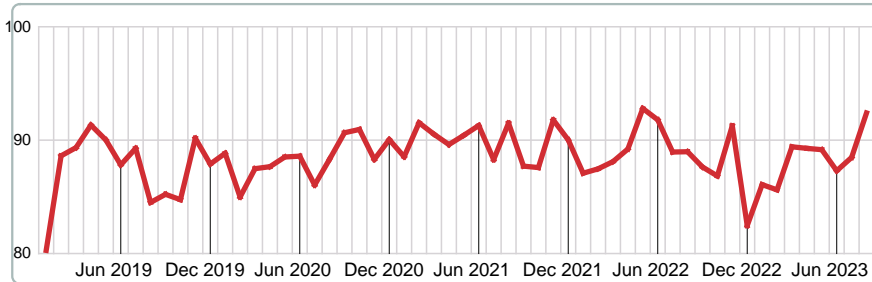
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

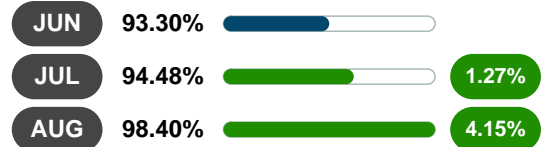


3 MONTHS

5 year AUG AVG = 95.14%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **98.40%** above the 5 yr AUG average of **95.14%**



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
\$25,000 and less	1	4.55%	100.50%	0.00%	100.50%	0.00%	0.00%
\$25,001 - \$125,000	3	13.64%	101.30%	97.96%	108.00%	0.00%	0.00%
\$125,001 - \$200,000	5	22.73%	98.23%	97.07%	100.00%	98.52%	0.00%
\$200,001 - \$300,000	4	18.18%	96.68%	0.00%	97.81%	93.26%	0.00%
\$300,001 - \$325,000	3	13.64%	99.38%	100.00%	91.43%	106.70%	0.00%
\$325,001 - \$500,000	3	13.64%	95.04%	91.78%	93.33%	100.00%	0.00%
\$500,001 and up	3	13.64%	99.74%	0.00%	104.16%	90.91%	0.00%
Average Sold/List Ratio		98.40%		96.97%	99.50%	97.99%	0.00%
Total Closed Units		22	100%	6	10	6	
Total Closed Volume		7,238,000		1.11M	2.81M	3.32M	0.00B

August 2023



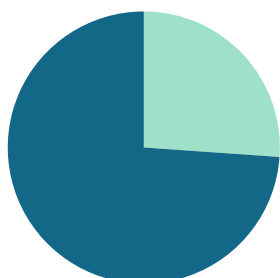
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

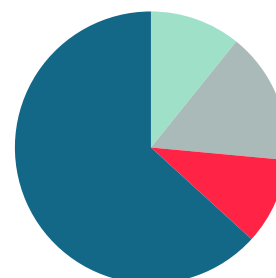


Inventory
 New Listings
47 = 26.11%
 Start Inventory
133
 Total Inventory Units
180
 Volume
\$61,512,995

Market Activity

Closed Sales
22 = 10.78%
 Pending Sales
32 = 15.69%
 Other Off Market
21 = 10.29%
 Active Inventory
129 = 63.24%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	22	22	0.00%	190	160	-15.79%
Pending Sales	23	32	39.13%	197	178	-9.64%
New Listings	38	47	23.68%	295	321	8.81%
Average List Price	232,645	342,141	47.07%	246,863	267,289	8.27%
Average Sale Price	220,405	329,000	49.27%	238,017	253,534	6.52%
Average Percent of Selling Price to List Price	94.98%	98.40%	3.60%	95.60%	94.39%	-1.26%
Average Days on Market to Sale	40.95	61.36	49.83%	47.33	49.71	5.03%
Monthly Inventory	104	129	24.04%	104	129	24.04%
Months Supply of Inventory	4.24	6.09	43.57%	4.24	6.09	43.57%

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

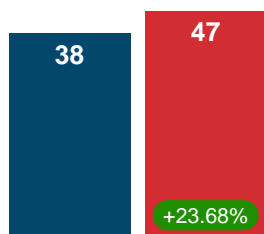
Inventory on August 31, 2023 = **129**

2022 **2023**

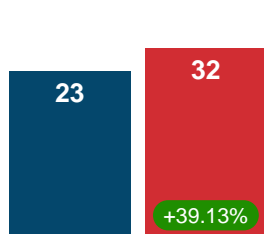
AUGUST MARKET

AVERAGE PRICES

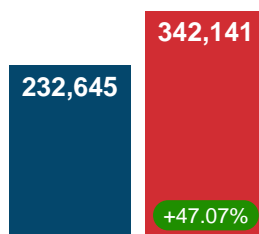
New Listings



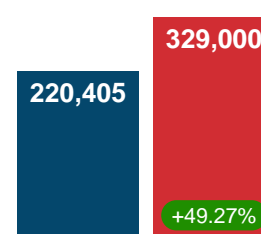
Pending Listings



List Price



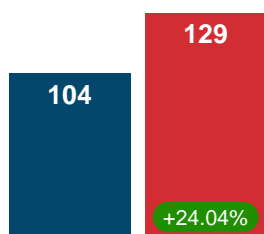
Sale Price



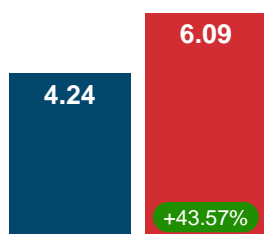
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

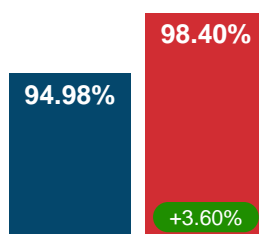
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

