

# August 2023



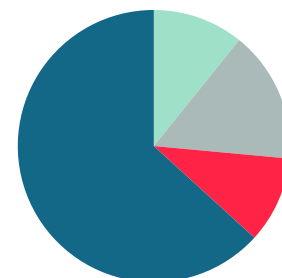
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	158,450	274,250	73.08%
Median Sale Price	152,500	257,500	68.85%
Median Percent of Selling Price to List Price	97.51%	100.00%	2.56%
Median Days on Market to Sale	28.50	52.50	84.21%
End of Month Inventory	104	129	24.04%
Months Supply of Inventory	4.24	6.09	43.57%



■ Closed (10.78%)  
■ Pending (15.69%)  
■ Other OffMarket (10.29%)  
■ Active (63.24%)

**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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **68.85%** in August 2023 to \$257,500 versus the previous year at \$152,500.

#### Median Days on Market Lengthens

The median number of **52.50** days that homes spent on the market before selling increased by 24.00 days or **84.21%** in August 2023 compared to last year's same month at **28.50** DOM.

#### Sales Success for August 2023 is Positive

Overall, with Median 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 Month's 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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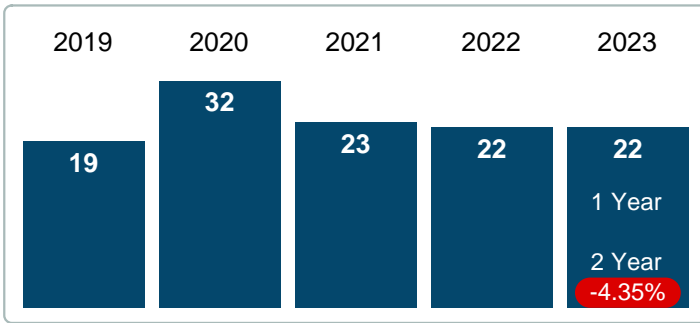
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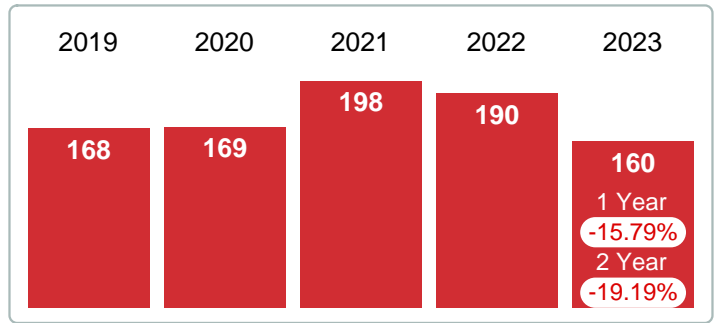
## CLOSED LISTINGS

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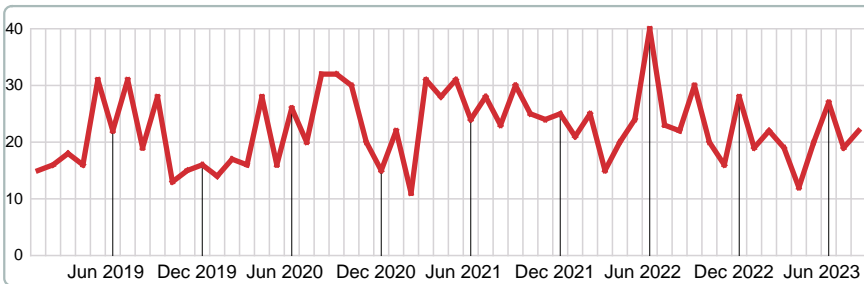
### AUGUST



### YEAR TO DATE (YTD)

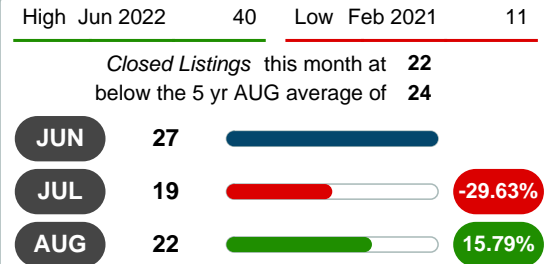


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 24



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	7.0	2	1	0	0
\$125,001 - \$200,000	5	22.73%	33.0	2	1	2	0
\$200,001 - \$300,000	4	18.18%	40.0	0	3	1	0
\$300,001 - \$325,000	3	13.64%	67.0	1	1	1	0
\$325,001 - \$500,000	3	13.64%	128.0	1	1	1	0
\$500,001 and up	3	13.64%	8.0	0	2	1	0
<b>Total Closed Units</b>	<b>22</b>			<b>6</b>	<b>10</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,238,000</b>	<b>100%</b>	<b>52.5</b>	<b>1.11M</b>	<b>2.81M</b>	<b>3.32M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$257,500</b>			<b>\$150,000</b>	<b>\$272,000</b>	<b>\$295,000</b>	<b>\$0</b>

# August 2023



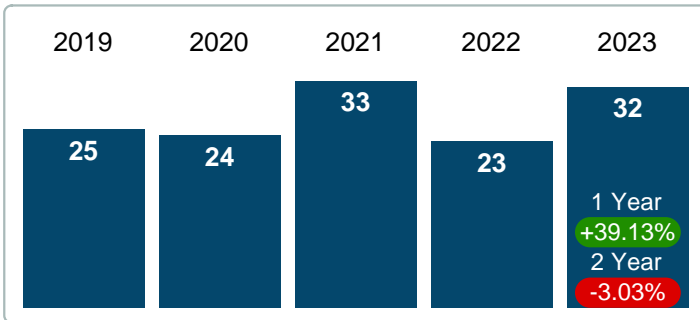
Area Delimited by County Of McIntosh - Residential Property Type



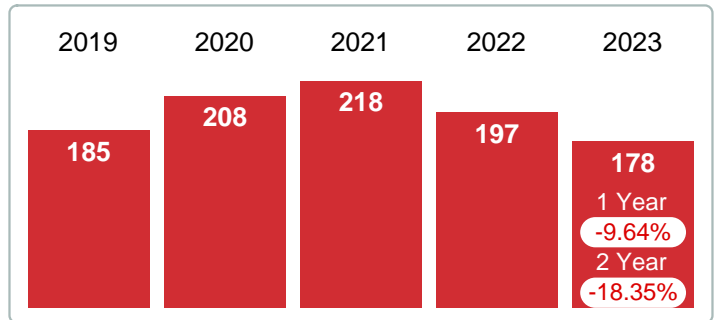
## PENDING LISTINGS

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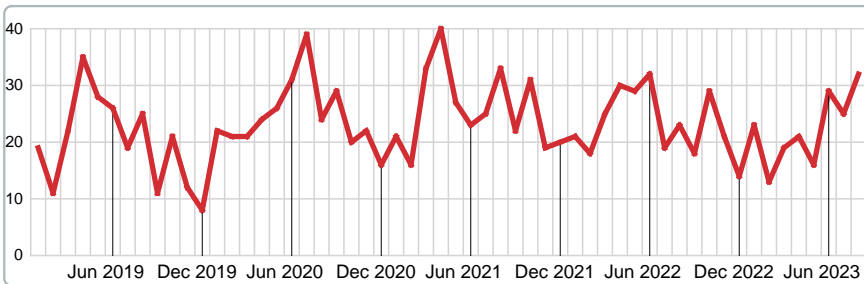
### AUGUST



### YEAR TO DATE (YTD)

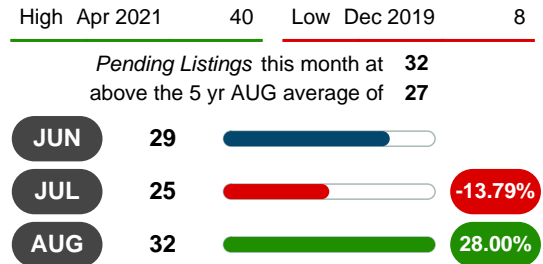


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 27



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	43.0	2	1	0	0
\$50,001 - \$100,000	2	6.25%	7.0	2	0	0	0
\$100,001 - \$150,000	6	18.75%	12.0	2	4	0	0
\$150,001 - \$250,000	10	31.25%	67.5	4	6	0	0
\$250,001 - \$300,000	3	9.38%	55.0	0	2	1	0
\$300,001 - \$475,000	3	9.38%	63.0	0	3	0	0
\$475,001 and up	5	15.63%	7.0	0	2	3	0
<b>Total Pending Units</b>	<b>32</b>			<b>10</b>	<b>18</b>	<b>4</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,915,800</b>	<b>100%</b>	<b>38.5</b>	<b>1.15M</b>	<b>4.78M</b>	<b>1.99M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$194,500</b>			<b>\$119,950</b>	<b>\$226,000</b>	<b>\$512,000</b>	<b>\$0</b>

# August 2023



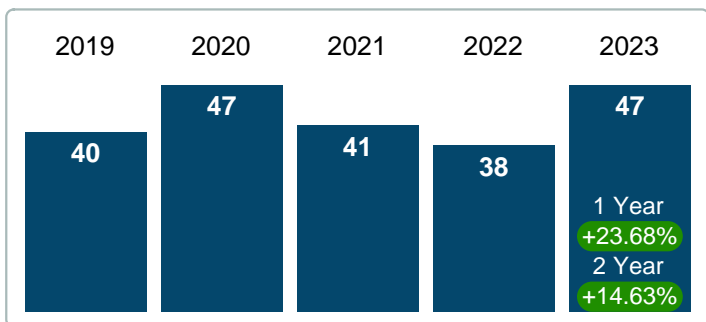
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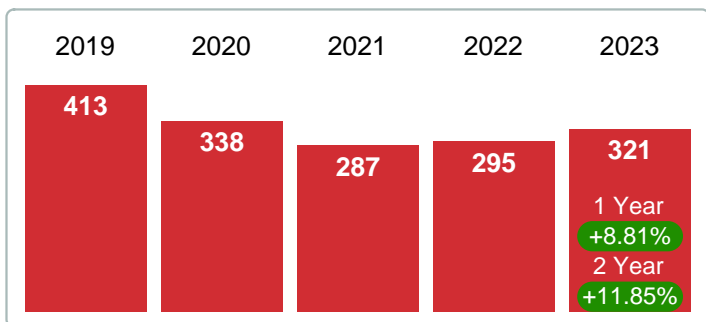
## NEW LISTINGS

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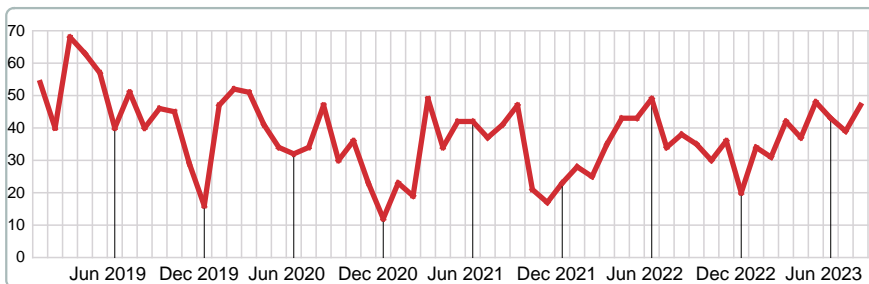
### AUGUST



### YEAR TO DATE (YTD)

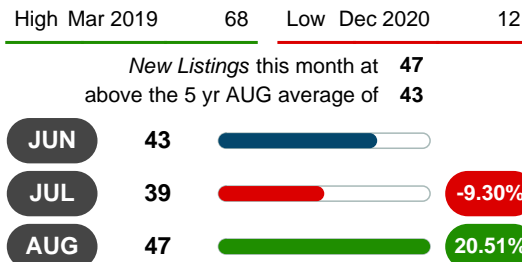


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 43



### 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 - \$150,000	5	10.64%	2	3	0	0
\$150,001 - \$175,000	6	12.77%	4	1	1	0
\$175,001 - \$225,000	12	25.53%	4	8	0	0
\$225,001 - \$375,000	9	19.15%	2	7	0	0
\$375,001 - \$625,000	6	12.77%	0	3	3	0
\$625,001 and up	5	10.64%	0	3	1	1
<b>Total New Listed Units</b>	<b>47</b>		<b>16</b>	<b>25</b>	<b>5</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>13,237,298</b>	<b>100%</b>	<b>2.46M</b>	<b>7.45M</b>	<b>2.23M</b>	<b>1.10M</b>
<b>Median New Listed Listing Price</b>	<b>\$206,000</b>		<b>\$167,000</b>	<b>\$229,500</b>	<b>\$450,000</b>	<b>\$1,100,000</b>

# August 2023



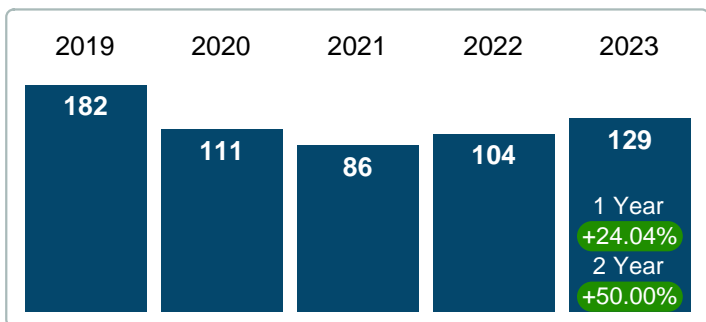
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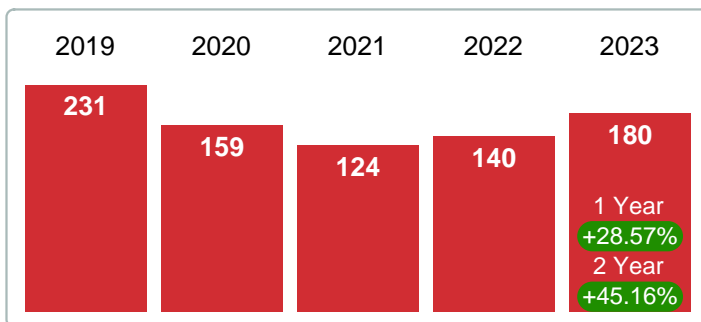
## ACTIVE INVENTORY

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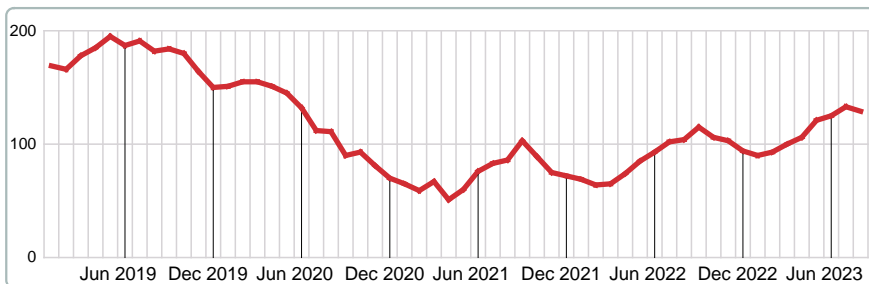
### END OF AUGUST



### ACTIVE DURING AUGUST

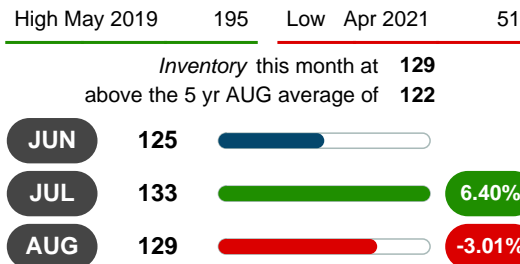


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 122



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	6.20%	54.5	4	2	2	0
\$100,001 - \$150,000	15	11.63%	78.0	4	11	0	0
\$150,001 - \$200,000	21	16.28%	34.0	13	7	1	0
\$200,001 - \$300,000	36	27.91%	62.5	8	24	3	1
\$300,001 - \$425,000	14	10.85%	110.5	0	7	4	3
\$425,001 - \$775,000	22	17.05%	91.5	0	15	7	0
\$775,001 and up	13	10.08%	104.0	1	4	6	2
<b>Total Active Inventory by Units</b>	<b>129</b>			<b>30</b>	<b>70</b>	<b>23</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>46,709,496</b>	<b>100%</b>	<b>70.0</b>	<b>6.42M</b>	<b>23.38M</b>	<b>13.73M</b>	<b>3.18M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,000</b>			<b>\$176,250</b>	<b>\$250,000</b>	<b>\$450,000</b>	<b>\$357,450</b>

# August 2023



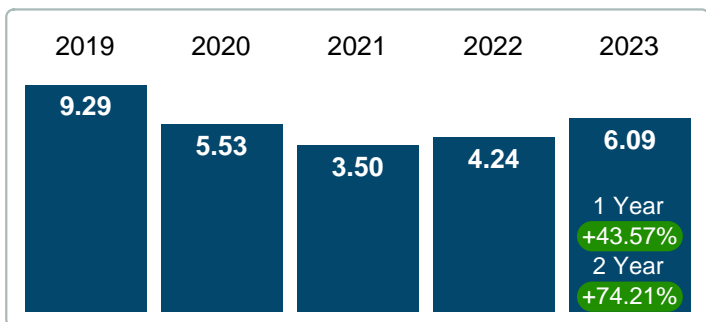
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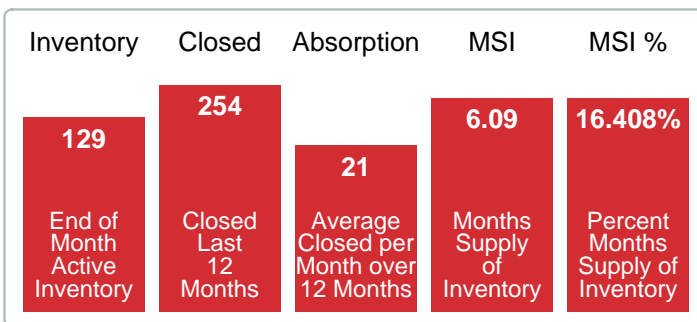
## MONTHS SUPPLY of INVENTORY (MSI)

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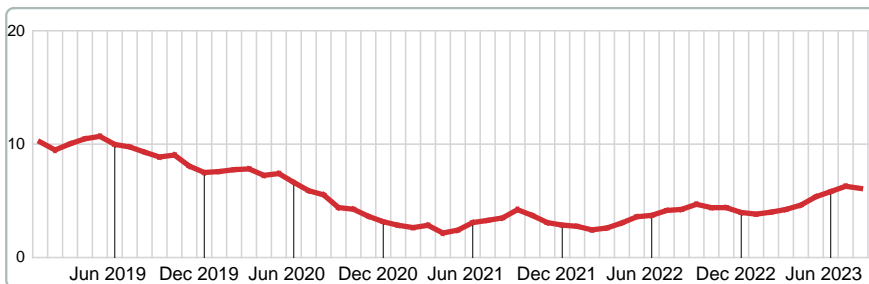
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023



### 5 YEAR MARKET ACTIVITY TRENDS

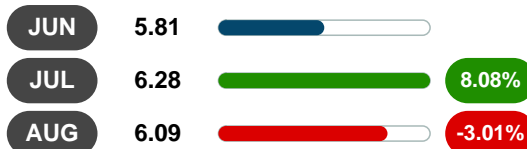


### 3 MONTHS

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	8	6.20%	1.88	1.78	1.04	24.00	0.00
\$100,001 - \$150,000	15	11.63%	4.74	3.43	6.29	0.00	0.00
\$150,001 - \$200,000	21	16.28%	5.36	8.67	3.50	2.40	0.00
\$200,001 - \$300,000	36	27.91%	8.00	10.67	8.73	4.00	4.00
\$300,001 - \$425,000	14	10.85%	5.60	0.00	6.46	4.36	12.00
\$425,001 - \$775,000	22	17.05%	8.52	0.00	10.59	8.40	0.00
\$775,001 and up	13	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		100%	6.09	30	70	23	6

# August 2023



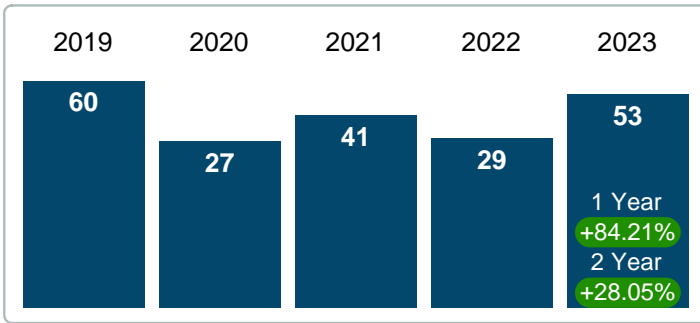
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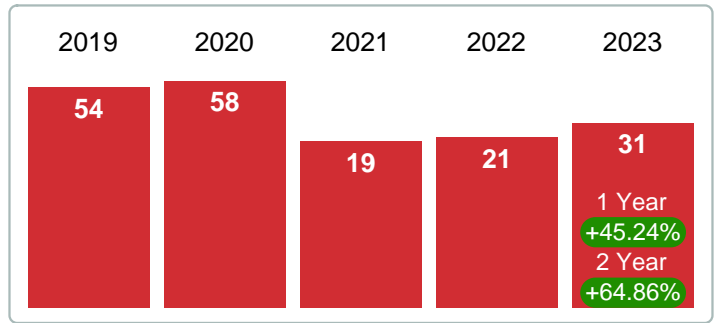
## MEDIAN DAYS ON MARKET TO SALE

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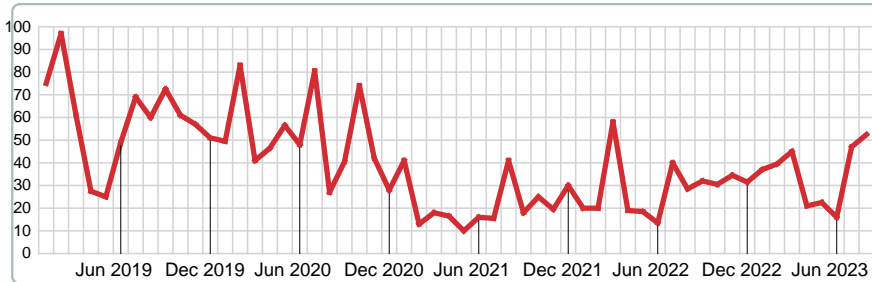
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 42

High Feb 2019 97 Low May 2021 10

Median Days on Market to Sale this month at 53 above the 5 yr AUG average of 42



### 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
\$25,000 and less	4.55%	66	0	66	0	0
\$25,001 - \$125,000	13.64%	7	30	7	0	0
\$125,001 - \$200,000	22.73%	33	19	144	46	0
\$200,001 - \$300,000	18.18%	40	0	22	59	0
\$300,001 - \$325,000	13.64%	67	25	67	168	0
\$325,001 - \$500,000	13.64%	128	128	49	160	0
\$500,001 and up	13.64%	8	0	7	185	0
Median Closed DOM		53	29	36	126	0
Total Closed Units	100%	52.5	6	10	6	
Total Closed Volume		7,238,000	1.11M	2.81M	3.32M	0.00B



# August 2023



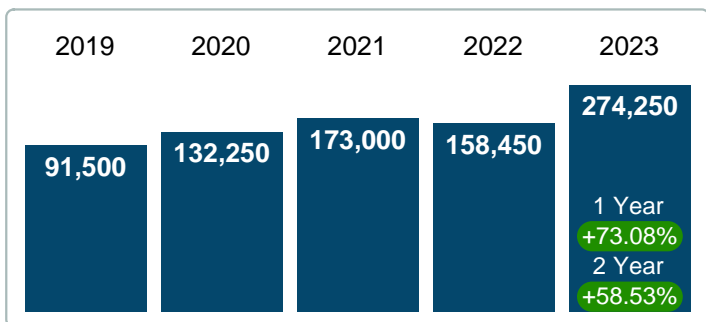
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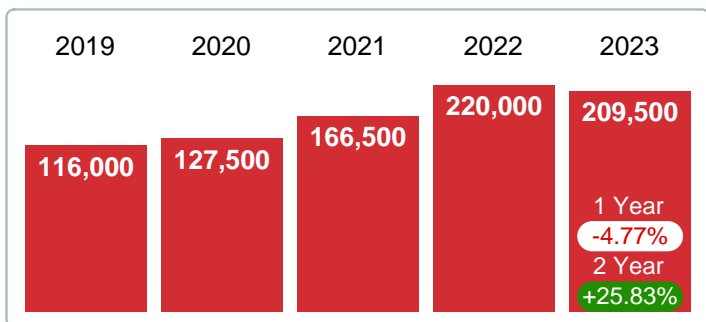
## MEDIAN LIST PRICE AT CLOSING

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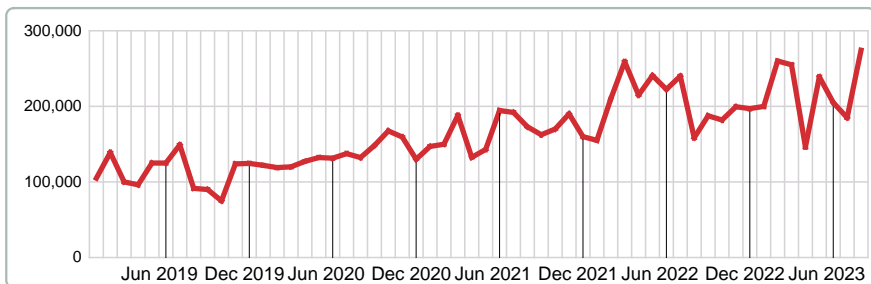
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

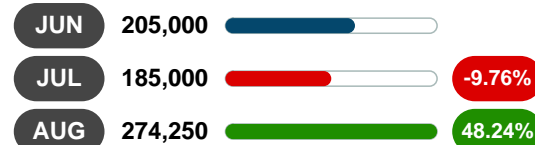


### 3 MONTHS

5 year AUG AVG = 165,890

High Aug 2023 274,250 Low Oct 2019 75,000

Median List Price at Closing this month at 274,250 above the 5 yr AUG average of 165,890



### 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
\$25,000 and less	2	9.09%	22,450	0	22,450	0	0
\$25,001 - \$125,000	2	9.09%	74,950	74,950	0	0	0
\$125,001 - \$200,000	5	22.73%	169,000	154,450	130,000	198,000	0
\$200,001 - \$300,000	5	22.73%	289,500	0	259,000	294,700	0
\$300,001 - \$325,000	1	4.55%	325,000	325,000	0	0	0
\$325,001 - \$500,000	4	18.18%	357,500	365,000	412,500	340,000	0
\$500,001 and up	3	13.64%	525,000	0	525,000	2,200,000	0
Median List Price			274,250	154,450	279,000	294,700	0
Total Closed Units		100%	274,250	6	10	6	
Total Closed Volume			7,527,100	1.15M	2.85M	3.53M	0.00B



# August 2023



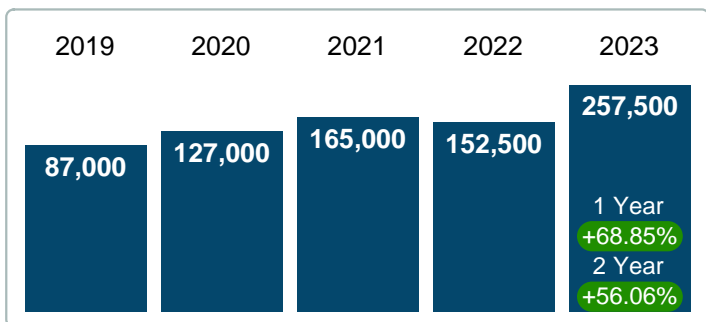
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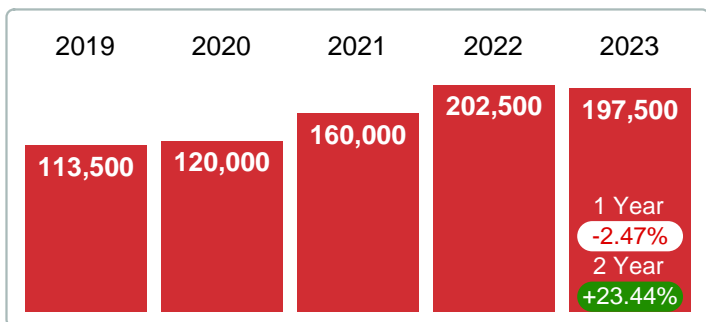
## MEDIAN SOLD PRICE AT CLOSING

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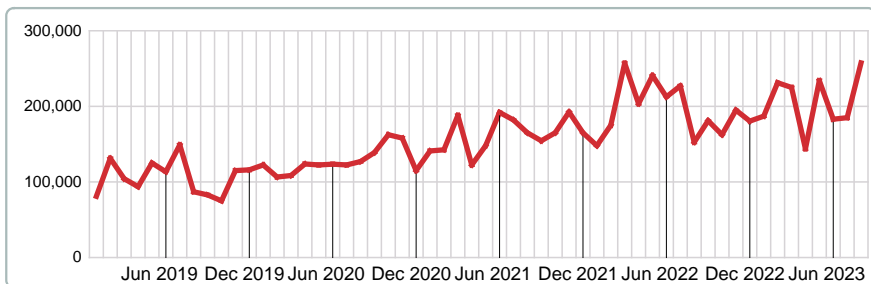
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

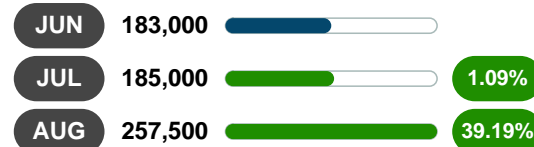


### 3 MONTHS

5 year AUG AVG = 157,800

High Aug 2023 257,500 Low Oct 2019 75,000

Median Sold Price at Closing this month at 257,500 above the 5 yr AUG average of 157,800



## 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
\$25,000 and less	1	4.55%	20,000	0	20,000	0	0
\$25,001 - \$125,000	3	13.64%	30,000	72,500	27,000	0	0
\$125,001 - \$200,000	5	22.73%	165,000	150,000	130,000	195,000	0
\$200,001 - \$300,000	4	18.18%	257,500	0	245,000	270,000	0
\$300,001 - \$325,000	3	13.64%	320,000	325,000	320,000	320,000	0
\$325,001 - \$500,000	3	13.64%	340,000	335,000	490,000	340,000	0
\$500,001 and up	3	13.64%	530,000	0	520,000	2,000,000	0
Median Sold Price			257,500	150,000	272,000	295,000	0
Total Closed Units		100%	257,500	6	10	6	
Total Closed Volume			7,238,000	1.11M	2.81M	3.32M	0.00B

# August 2023



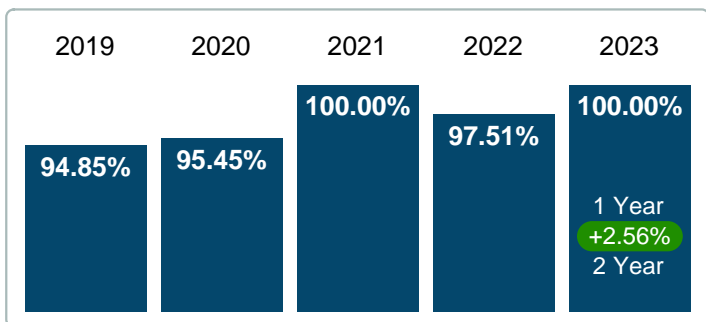
Area Delimited by County Of McIntosh - Residential Property Type



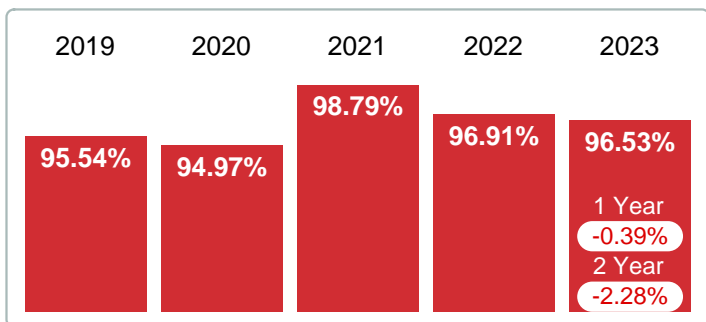
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

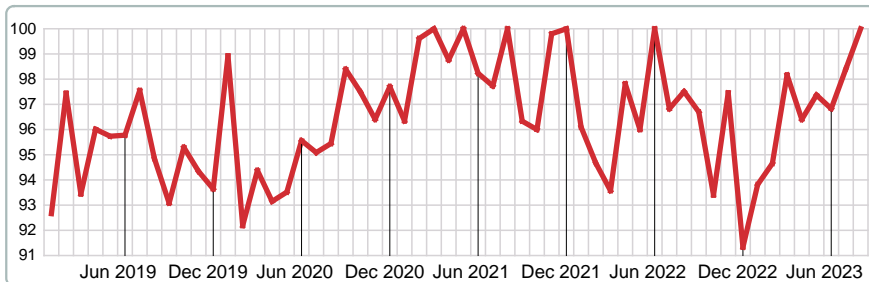
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

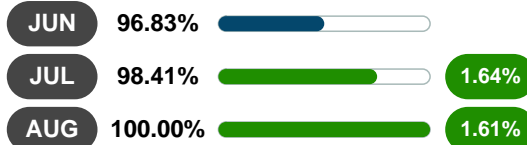


### 3 MONTHS

5 year AUG AVG = 97.56%

High Aug 2023 100.00% Low Dec 2022 91.33%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **97.56%**



## 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
\$25,000 and less	1	4.55%	100.50%	0.00%	100.50%	0.00%	0.00%
\$25,001 - \$125,000	3	13.64%	100.00%	97.96%	108.00%	0.00%	0.00%
\$125,001 - \$200,000	5	22.73%	97.63%	97.07%	100.00%	98.52%	0.00%
\$200,001 - \$300,000	4	18.18%	96.72%	0.00%	100.00%	93.26%	0.00%
\$300,001 - \$325,000	3	13.64%	100.00%	100.00%	91.43%	106.70%	0.00%
\$325,001 - \$500,000	3	13.64%	93.33%	91.78%	93.33%	100.00%	0.00%
\$500,001 and up	3	13.64%	100.95%	0.00%	104.16%	90.91%	0.00%
Median Sold/List Ratio		100.00%		97.07%	100.00%	97.50%	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



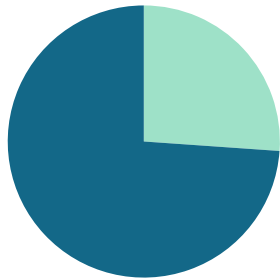
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

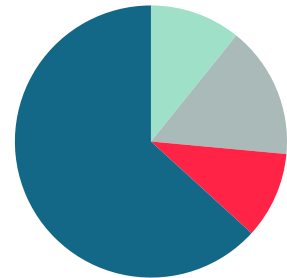


**Inventory**  
 New Listings  
**47 = 26.11%**  
 Start Inventory  
**133**  
 Total Inventory Units  
**180**  
 Volume  
**\$61,512,995**

### 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%
Median List Price	158,450	274,250	73.08%	220,000	209,500	-4.77%
Median Sale Price	152,500	257,500	68.85%	202,500	197,500	-2.47%
Median Percent of Selling Price to List Price	97.51%	100.00%	2.56%	96.91%	96.53%	-0.39%
Median Days on Market to Sale	28.50	52.50	84.21%	21.00	30.50	45.24%
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

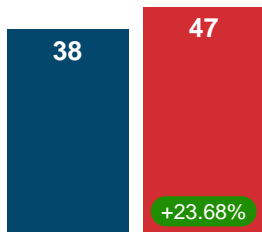
**Inventory** on August 31, 2023 = **129**

**2022** **2023**

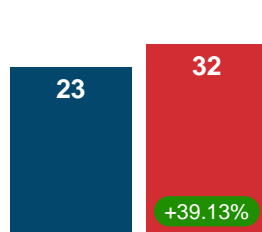
### AUGUST MARKET

### MEDIAN PRICES

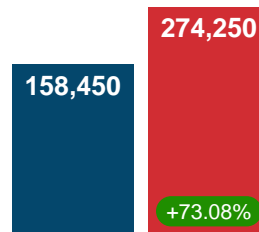
#### New Listings



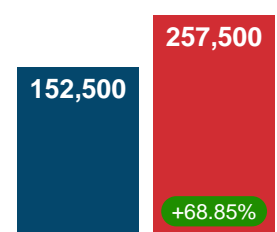
#### Pending Listings



#### List Price



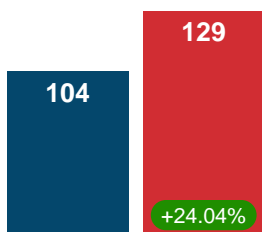
#### Sale Price



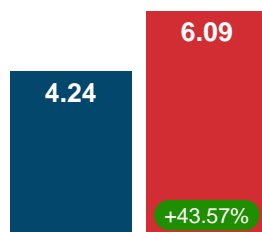
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

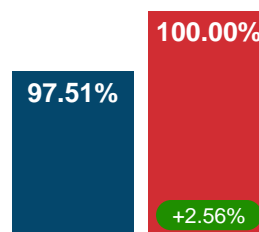
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

