

December 2018



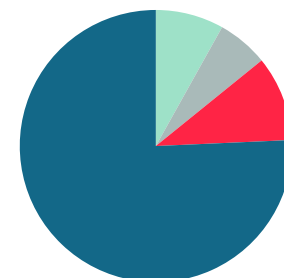
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	19	20	5.26%
Pending Listings	10	15	50.00%
New Listings	30	26	-13.33%
Average List Price	108,519	129,363	19.21%
Average Sale Price	104,463	124,795	19.46%
Average Percent of Selling Price to List Price	97.18%	101.62%	4.58%
Average Days on Market to Sale	75.32	82.00	8.87%
End of Month Inventory	178	187	5.06%
Months Supply of Inventory	9.37	11.11	18.58%



■ Closed (8.10%)
■ Pending (6.07%)
■ Other OffMarket (10.12%)
■ Active (75.71%)

Absorption: Last 12 months, an Average of **17 Sales/Month Active Inventory** as of December 31, 2018 = **187**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2018 rose **5.06%** to 187 existing homes available for sale. Over the last 12 months this area has had an average of 17 closed sales per month. This represents an unsold inventory index of **11.11** 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 **19.46%** in December 2018 to \$124,795 versus the previous year at \$104,463.

Average Days on Market Lengthens

The average number of **82.00** days that homes spent on the market before selling increased by 6.68 days or **8.87%** in December 2018 compared to last year's same month at **75.32** DOM.

Sales Success for December 2018 is Positive

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

There were 26 New Listings in December 2018, down **13.33%** from last year at 30. Furthermore, there were 20 Closed Listings this month versus last year at 19, a **5.26%** increase.

Closed versus Listed trends yielded a **76.9%** ratio, up from previous year's, December 2017, at **63.3%**, a **21.46%** upswing. This will certainly create pressure on an increasing Month's 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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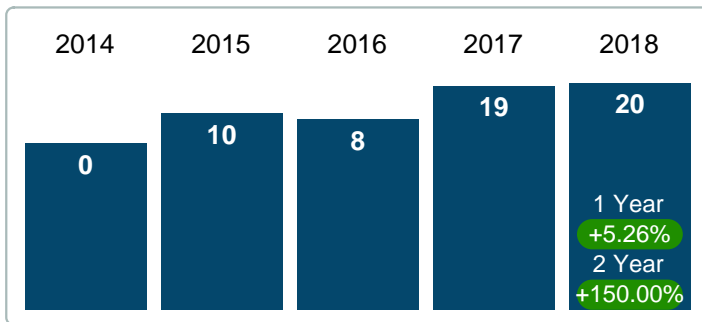
Area Delimited by County Of McIntosh - Residential Property Type



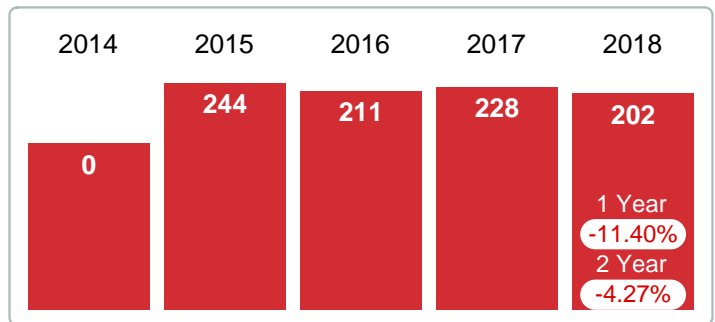
CLOSED LISTINGS

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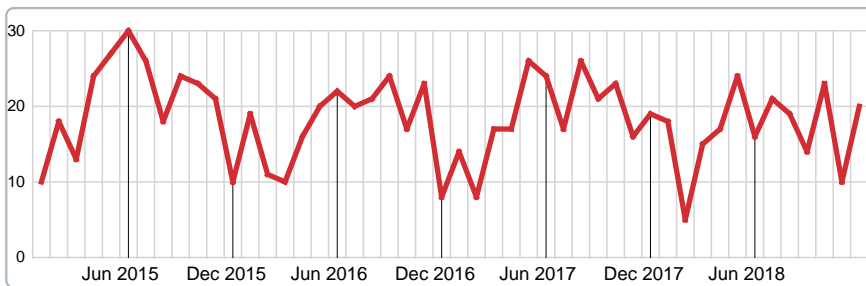
DECEMBER



YEAR TO DATE (YTD)

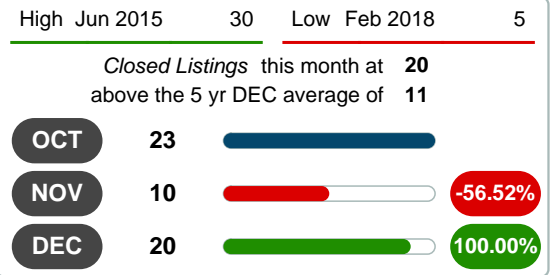


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	5.00%	31.0	0	1	0	0
\$20,001 - \$30,000	3	15.00%	107.3	3	0	0	0
\$30,001 - \$50,000	2	10.00%	114.5	0	2	0	0
\$50,001 - \$130,000	6	30.00%	72.0	1	4	1	0
\$130,001 - \$160,000	3	15.00%	81.7	0	3	0	0
\$160,001 - \$370,000	3	15.00%	87.7	0	3	0	0
\$370,001 and up	2	10.00%	59.0	0	1	0	1
Total Closed Units	20			4	14	1	1
Total Closed Volume	2,495,900	100%	82.0	146.00K	1.89M	58.00K	398.50K
Average Closed Price	\$124,795			\$36,500	\$135,243	\$58,000	\$398,500

December 2018



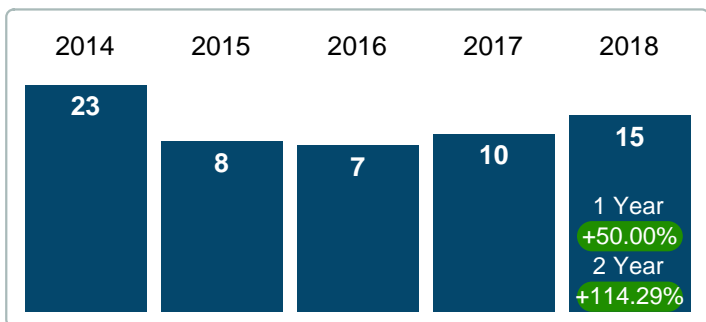
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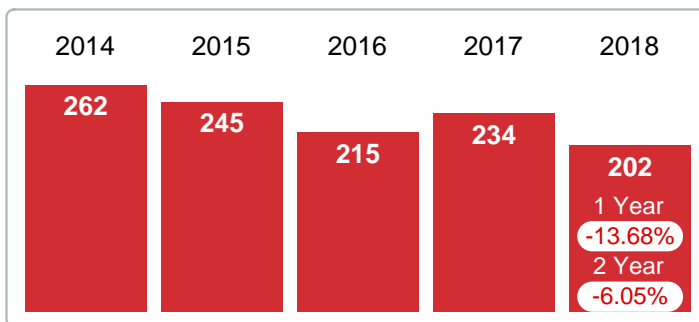
PENDING LISTINGS

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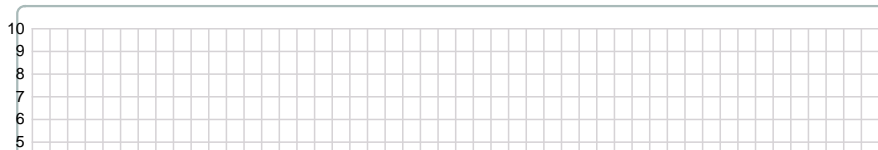
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 13

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at 15
above the 5 yr DEC average of 13

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	6.67%	4.0	1	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	4	26.67%	59.0	0	2	2	0
\$100,001 - \$150,000	4	26.67%	76.5	0	3	1	0
\$150,001 - \$175,000	2	13.33%	85.5	2	0	0	0
\$175,001 - \$375,000	2	13.33%	41.5	1	1	0	0
\$375,001 and up	2	13.33%	59.0	0	1	0	1
Total Pending Units	15			4	7	3	1
Total Pending Volume	2,419,337	100%	61.2	654.90K	1.10M	267.74K	398.50K
Average Listing Price	\$161,289			\$163,725	\$156,886	\$89,246	\$398,500

December 2018



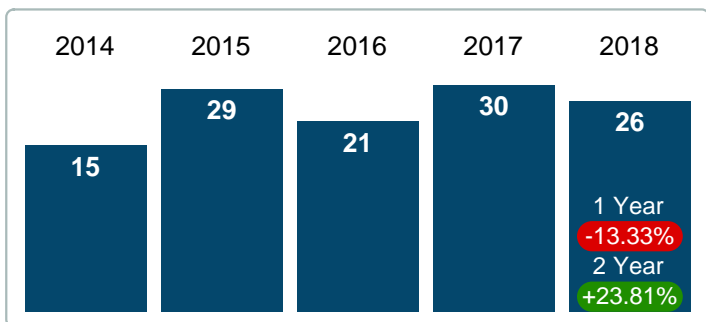
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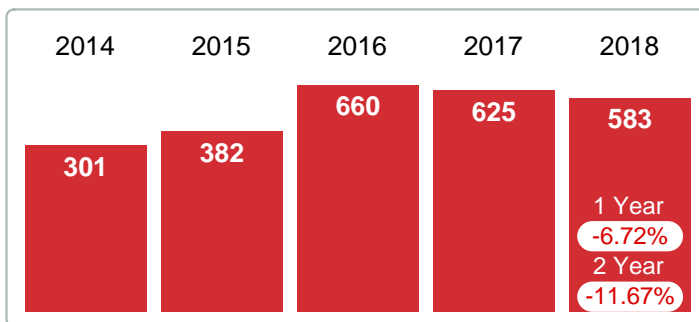
NEW LISTINGS

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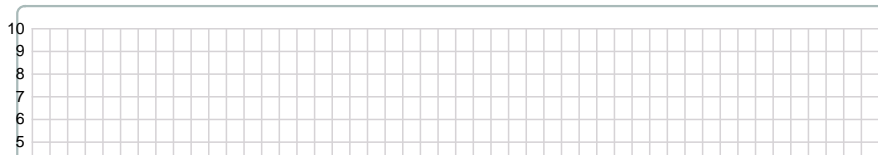
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 24

High Dec 2018: 0 Low Dec 2018: 0

New Listings this month at **26**
above the 5 yr DEC average of **24**

OCT: 0
NOV: 0
DEC: 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$30,000 and less	2	7.69%
\$30,001 - \$40,000	3	11.54%
\$40,001 - \$60,000	4	15.38%
\$60,001 - \$150,000	6	23.08%
\$150,001 - \$280,000	5	19.23%
\$280,001 - \$350,000	3	11.54%
\$350,001 and up	3	11.54%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	0	0	0
\$30,001 - \$40,000	3	0	0	0
\$40,001 - \$60,000	1	2	1	0
\$60,001 - \$150,000	2	3	1	0
\$150,001 - \$280,000	0	4	1	0
\$280,001 - \$350,000	0	2	1	0
\$350,001 and up	0	1	2	0
Total	8	12	6	0
Total New Listed Volume	342.28K	2.34M	2.53M	0.00B
Average New Listed Listing Price	\$42,784	\$194,838	\$421,150	\$0

Total New Listed Units	26	
Total New Listed Volume	5,207,225	100%
Average New Listed Listing Price	\$92,647	

December 2018



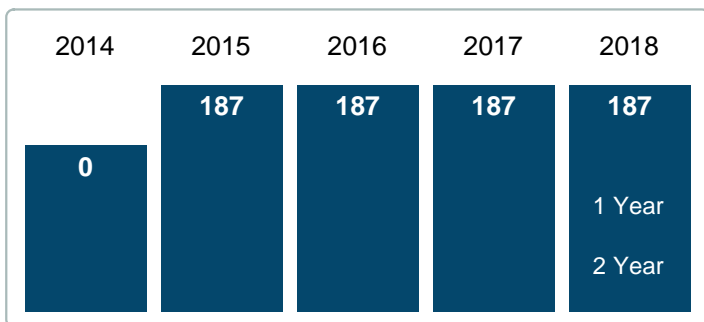
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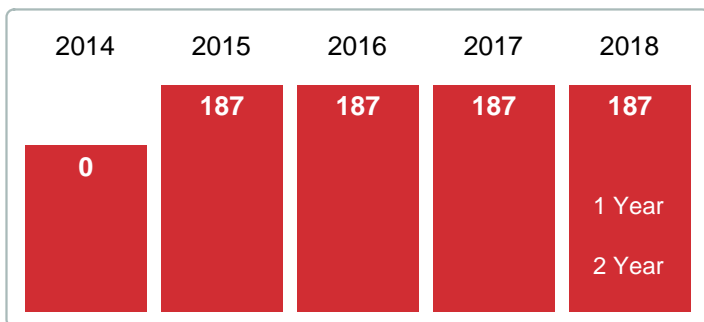
ACTIVE INVENTORY

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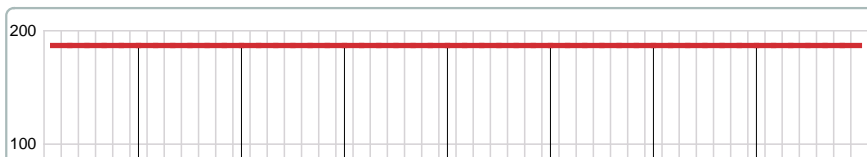
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 150

High Dec 2018	187	Low Dec 2018	187
Inventory this month at 187 above the 5 yr DEC average of 150			
OCT	187		
NOV	187		0.00%
DEC	187		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	3.21%	103.5	4	1	1	0
\$25,001 - \$50,000	21	11.23%	89.0	17	4	0	0
\$50,001 - \$100,000	36	19.25%	102.1	16	17	3	0
\$100,001 - \$175,000	47	25.13%	107.7	11	27	9	0
\$175,001 - \$250,000	33	17.65%	104.8	8	20	4	1
\$250,001 - \$425,000	25	13.37%	103.4	1	13	10	1
\$425,001 and up	19	10.16%	115.7	0	7	8	4
Total Active Inventory by Units	187			57	89	35	6
Total Active Inventory by Volume	39,520,522	100%	104.1	5.43M	18.38M	12.34M	3.38M
Average Active Inventory Listing Price	\$211,340			\$95,198	\$206,487	\$352,546	\$562,967

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Area Delimited by County Of McIntosh - Residential Property Type



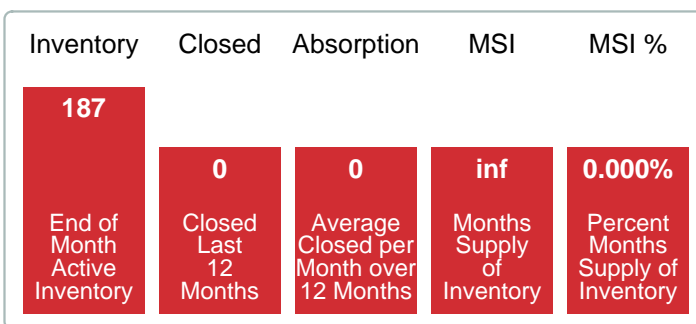
MONTHS SUPPLY of INVENTORY (MSI)

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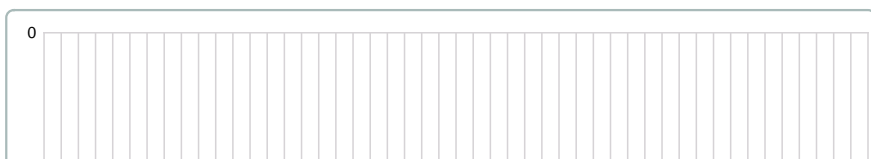
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

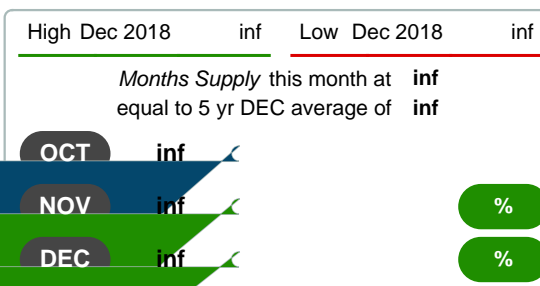


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	8.02%	5.81	8.00	1.85	0.00	0.00		
\$40,001 - \$70,000	30	16.04%	13.85	36.00	9.00	0.00	0.00		
\$70,001 - \$110,000	22	11.76%	5.18	4.80	5.08	7.20	0.00		
\$110,001 - \$180,000	45	24.06%	10.19	10.91	8.82	17.14	0.00		
\$180,001 - \$260,000	32	17.11%	22.59	0.00	16.00	18.00	0.00		
\$260,001 - \$420,000	22	11.76%	12.00	0.00	9.60	32.00	3.00		
\$420,001 and up	21	11.23%	126.00	0.00	84.00	120.00	0.00		
Market Supply of Inventory (MSI)		11.11		12.44	8.90	19.09	14.40		
Total Active Inventory by Units	187	100%	11.11	57	89	35	6		

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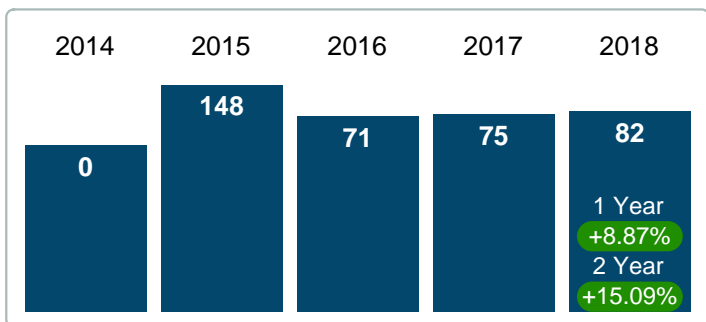
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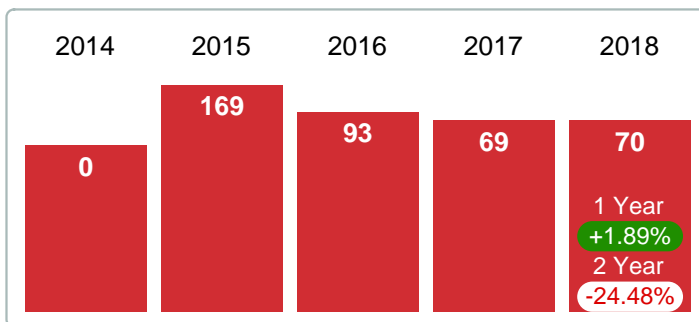
AVERAGE DAYS ON MARKET TO SALE

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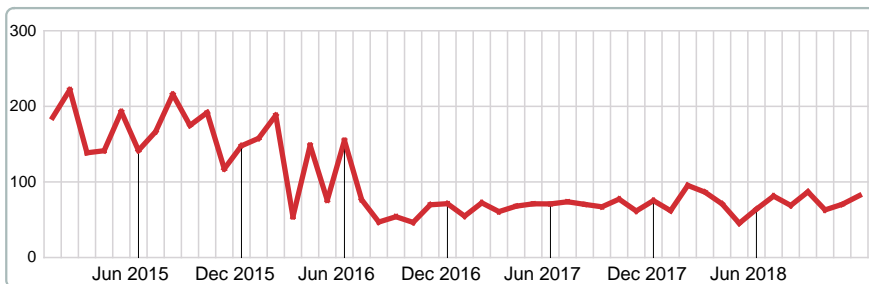
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

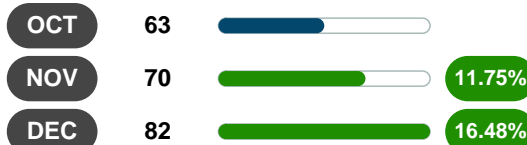


3 MONTHS

5 year DEC AVG = 75

High Feb 2015 222 Low May 2018 45

Average Days on Market to Sale this month at 82 above the 5 yr DEC average of 75



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
\$20,000 and less	1	5.00%	31	0	31	0	0
\$20,001 - \$30,000	3	15.00%	107	107	0	0	0
\$30,001 - \$50,000	2	10.00%	115	0	115	0	0
\$50,001 - \$130,000	6	30.00%	72	50	95	1	0
\$130,001 - \$160,000	3	15.00%	82	0	82	0	0
\$160,001 - \$370,000	3	15.00%	88	0	88	0	0
\$370,001 and up	2	10.00%	59	0	46	0	72
Average Closed DOM			82	93	85	1	72
Total Closed Units		100%	82	4	14	1	1
Total Closed Volume			2,495,900	146.00K	1.89M	58.00K	398.50K

December 2018



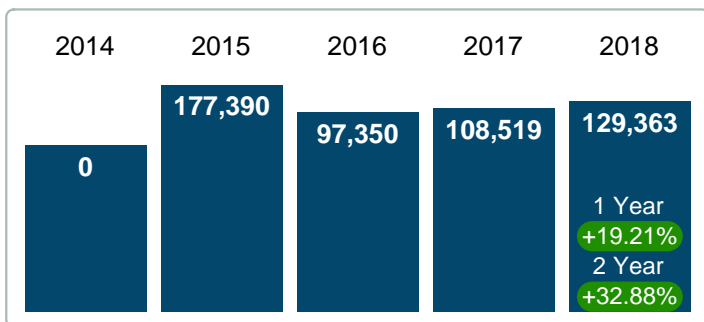
Area Delimited by County Of McIntosh - Residential Property Type



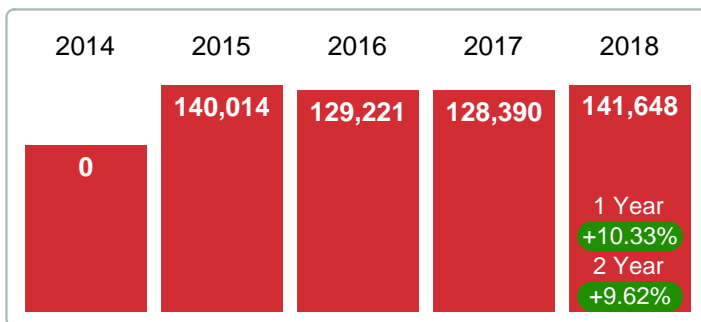
AVERAGE LIST PRICE AT CLOSING

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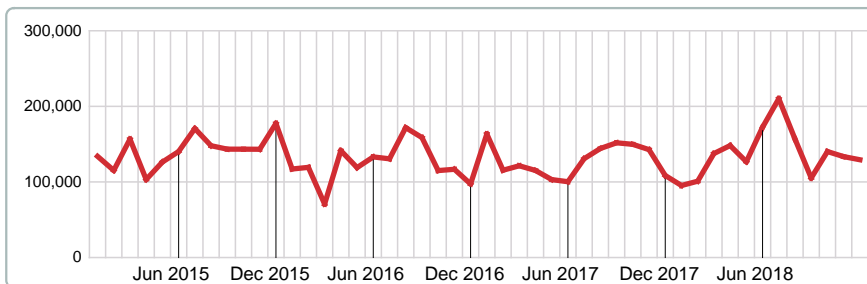
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

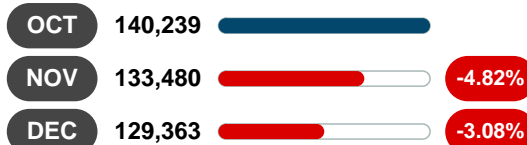


3 MONTHS

5 year DEC AVG = 102,524

High Jul 2018 210,157 Low Mar 2016 70,770

Average List Price at Closing this month at **129,363** above the 5 yr DEC average of **102,524**



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
\$20,000 and less	1	5.00%	19,900	0	19,900	0	0
\$20,001 - \$30,000	2	10.00%	27,000	39,667	0	0	0
\$30,001 - \$50,000	4	20.00%	43,625	0	42,250	0	0
\$50,001 - \$130,000	5	25.00%	74,160	68,000	67,450	58,000	0
\$130,001 - \$160,000	2	10.00%	136,950	0	144,967	0	0
\$160,001 - \$370,000	4	20.00%	223,913	0	244,883	0	0
\$370,001 and up	2	10.00%	399,250	0	400,000	0	398,500
Average List Price			129,363	46,750	138,839	58,000	398,500
Total Closed Units		100%	129,363	4	14	1	1
Total Closed Volume			2,587,250	187.00K	1.94M	58.00K	398.50K

December 2018



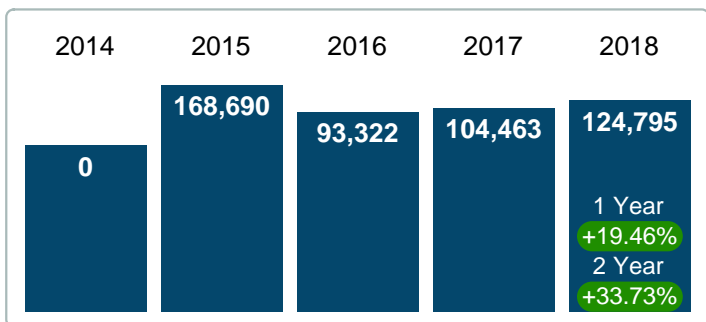
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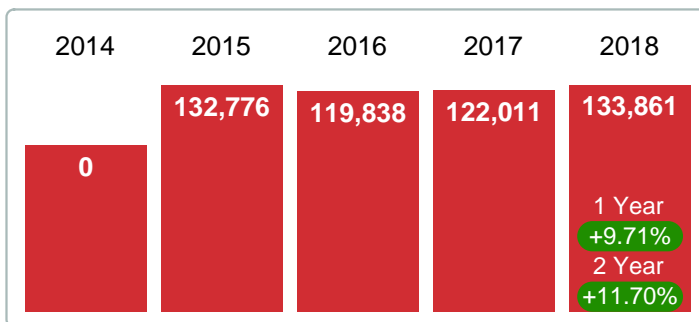
AVERAGE SOLD PRICE AT CLOSING

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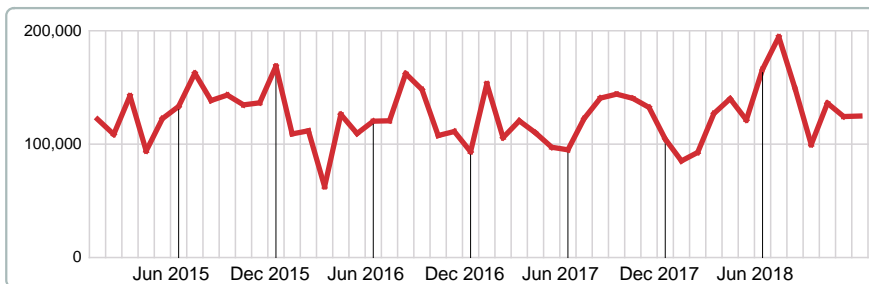
DECEMBER



YEAR TO DATE (YTD)

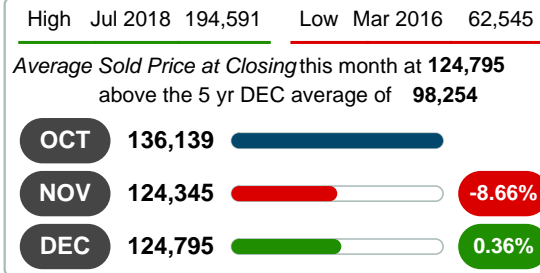


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98,254



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
\$20,000 and less	1	5.00%	15,000	0	15,000	0	0
\$20,001 - \$30,000	3	15.00%	25,333	25,333	0	0	0
\$30,001 - \$50,000	2	10.00%	39,500	0	39,500	0	0
\$50,001 - \$130,000	6	30.00%	70,667	70,000	74,000	58,000	0
\$130,001 - \$160,000	3	15.00%	144,467	0	144,467	0	0
\$160,001 - \$370,000	3	15.00%	231,667	0	231,667	0	0
\$370,001 and up	2	10.00%	386,750	0	375,000	0	398,500
Average Sold Price			124,795	36,500	135,243	58,000	398,500
Total Closed Units		100%	124,795	4	14	1	1
Total Closed Volume			2,495,900	146.00K	1.89M	58.00K	398.50K

December 2018



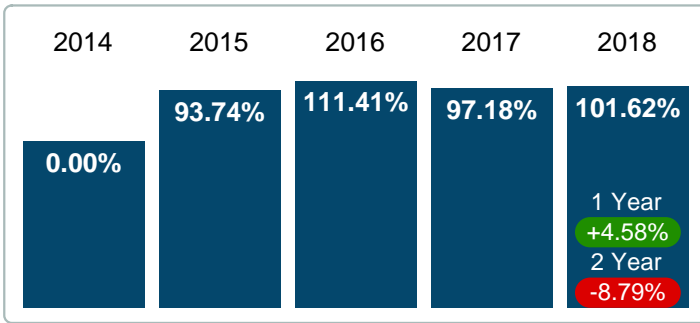
Area Delimited by County Of McIntosh - Residential Property Type



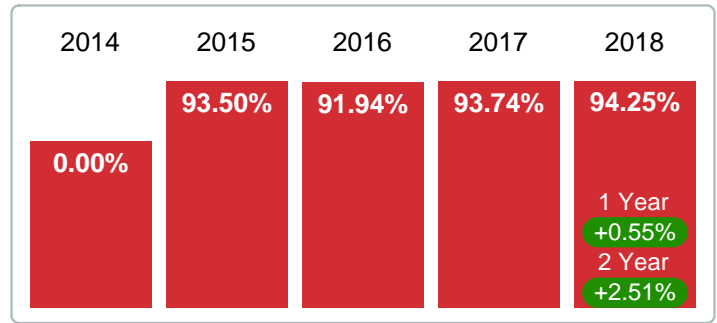
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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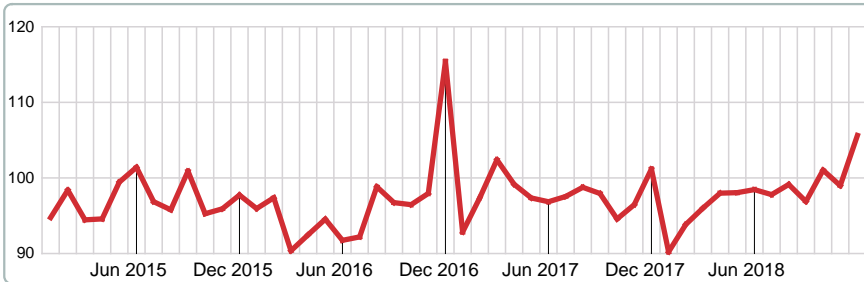
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

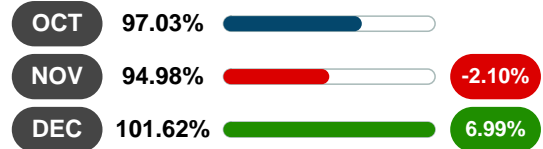


3 MONTHS

5 year DEC AVG = 80.79%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **101.62%** above the 5 yr DEC average of **80.79%**



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
\$20,000 and less	1	5.00%	75.38%	0.00%	75.38%	0.00%	0.00%
\$20,001 - \$30,000	3	15.00%	66.51%	66.51%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	2	10.00%	93.04%	0.00%	93.04%	0.00%	0.00%
\$50,001 - \$130,000	6	30.00%	132.29%	102.94%	147.70%	100.00%	0.00%
\$130,001 - \$160,000	3	15.00%	99.76%	0.00%	99.76%	0.00%	0.00%
\$160,001 - \$370,000	3	15.00%	94.90%	0.00%	94.90%	0.00%	0.00%
\$370,001 and up	2	10.00%	96.88%	0.00%	93.75%	0.00%	100.00%
Average Sold/List Ratio		101.60%		75.62%	109.29%	100.00%	100.00%
Total Closed Units		20	100%	4	14	1	1
Total Closed Volume		2,495,900		146.00K	1.89M	58.00K	398.50K

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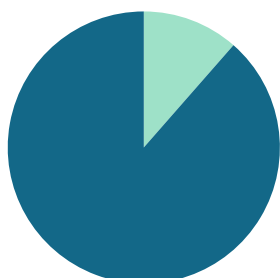
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

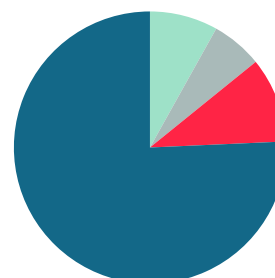


Inventory
 New Listings
26 = 11.45%
 Start Inventory
201
 Total Inventory Units
227
 Volume
\$47,947,159

Market Activity

Closed Sales
20 = 8.10%
 Pending Sales
15 = 6.07%
 Other Off Market
25 = 10.12%
 Active Inventory
187 = 75.71%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	19	20	5.26%	228	202	-11.40%
Pending Sales	10	15	50.00%	234	202	-13.68%
New Listings	30	26	-13.33%	625	583	-6.72%
Average List Price	108,519	129,363	19.21%	128,390	141,648	10.33%
Average Sale Price	104,463	124,795	19.46%	122,011	133,861	9.71%
Average Percent of Selling Price to List Price	97.18%	101.62%	4.58%	93.74%	94.25%	0.55%
Average Days on Market to Sale	75.32	82.00	8.87%	69.15	70.46	1.89%
Monthly Inventory	178	187	5.06%	178	187	5.06%
Months Supply of Inventory	9.37	11.11	18.58%	9.37	11.11	18.58%

Absorption: Last 12 months, an Average of 17 Sales/Month

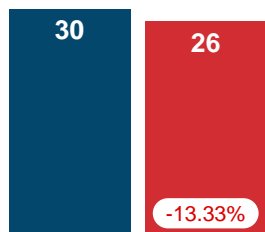
Inventory on December 31, 2018 = 187

2017 2018

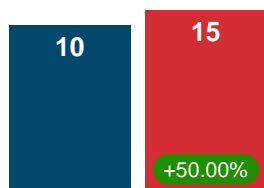
DECEMBER MARKET

AVERAGE PRICES

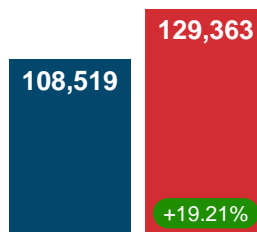
New Listings



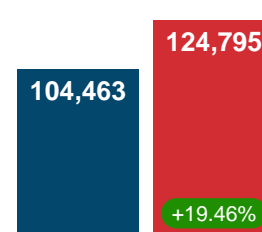
Pending Listings



List Price



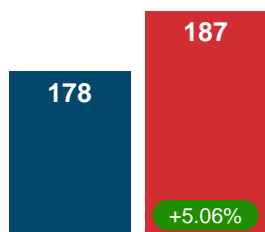
Sale Price



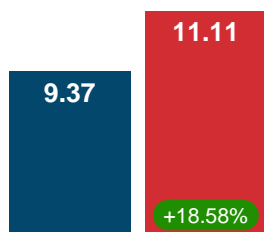
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

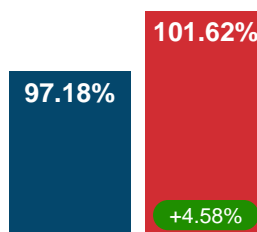
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

