



Area Delimited by County Of McIntosh - Residential Property Type

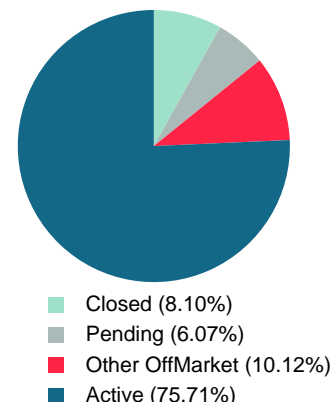


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	December 2018	+/- %
Closed Listings	19	20	5.26%
Pending Listings	10	15	50.00%
New Listings	30	26	-13.33%
Median List Price	87,500	78,950	-9.77%
Median Sale Price	87,000	78,500	-9.77%
Median Percent of Selling Price to List Price	97.14%	95.57%	-1.62%
Median Days on Market to Sale	73.00	78.00	6.85%
End of Month Inventory	178	187	5.06%
Months Supply of Inventory	9.37	11.11	18.58%

**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.

#### 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 **9.77%** in December 2018 to \$78,500 versus the previous year at \$87,000.

#### Median Days on Market Lengthens

The median number of **78.00** days that homes spent on the market before selling increased by 5.00 days or **6.85%** in December 2018 compared to last year's same month at **73.00** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Median Prices falling 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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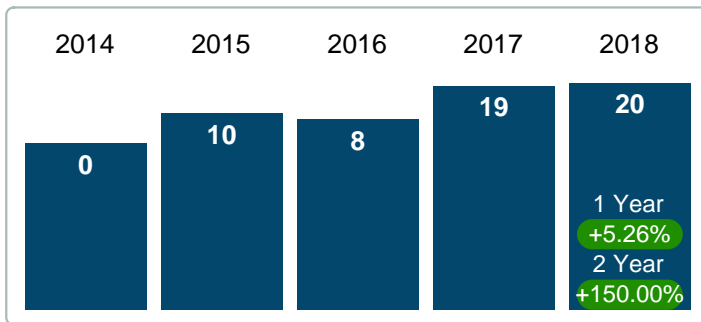


## December 2018

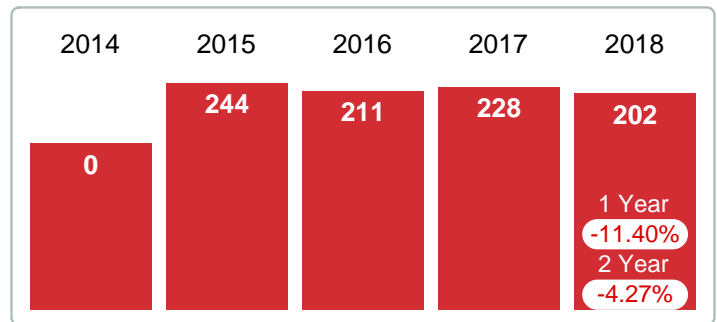
### CLOSED LISTINGS

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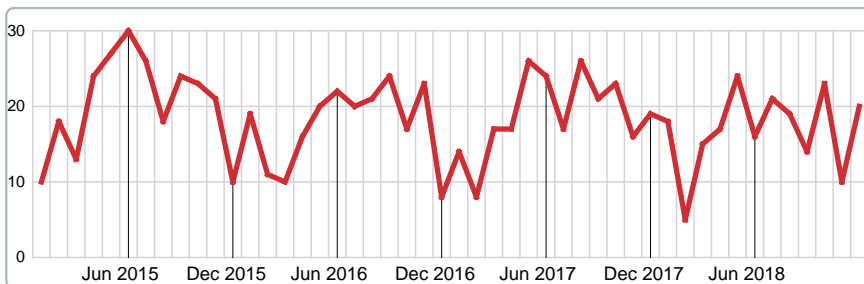
#### DECEMBER



#### YEAR TO DATE (YTD)

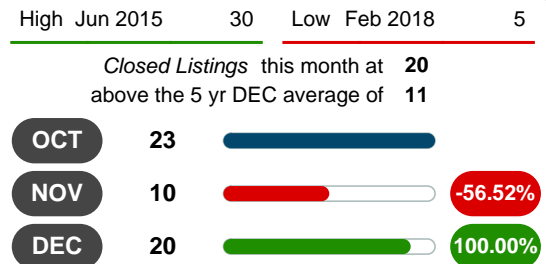


#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 11



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	141.0	3	0	0	0
\$30,001 - \$50,000	2	10.00%	114.5	0	2	0	0
\$50,001 - \$130,000	6	30.00%	52.5	1	4	1	0
\$130,001 - \$160,000	3	15.00%	118.0	0	3	0	0
\$160,001 - \$370,000	3	15.00%	84.0	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%	78.0	146.00K	1.89M	58.00K	398.50K
Median Closed Price	\$78,500			\$26,250	\$111,200	\$58,000	\$398,500

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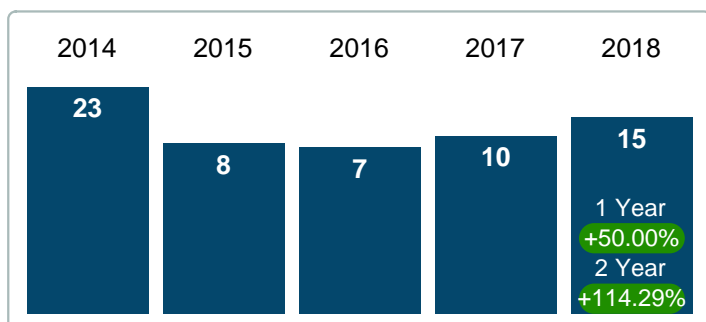


## December 2018

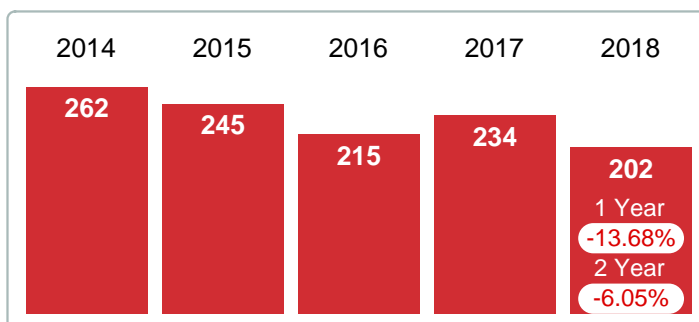
### PENDING LISTINGS

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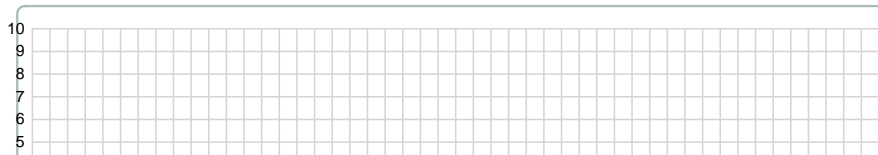
#### DECEMBER



#### 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				%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1			6.67%	4.0	1	0	0	0
\$50,001 - \$60,000	1			6.67%	0.0	0	0	1	0
\$60,001 - \$100,000	3			20.00%	47.0	0	2	1	0
\$100,001 - \$150,000	4			26.67%	78.0	0	3	1	0
\$150,001 - \$180,000	2			13.33%	85.5	2	0	0	0
\$180,001 - \$390,000	2			13.33%	41.5	1	1	0	0
\$390,001 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%	654.90K	1.10M	267.74K	398.50K
Median Listing Price				\$138,000		\$165,000	\$134,900	\$70,000	\$398,500



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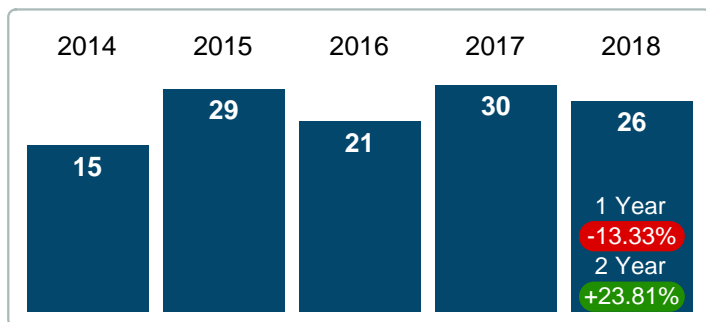


## December 2018

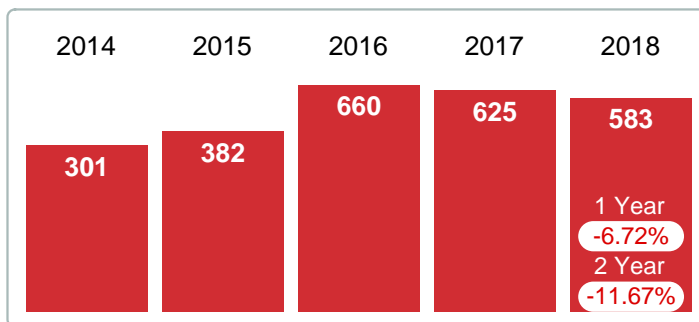
### NEW LISTINGS

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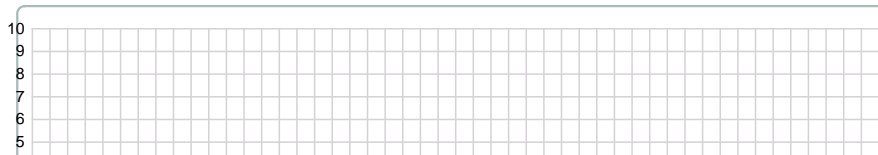
#### DECEMBER



#### 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**

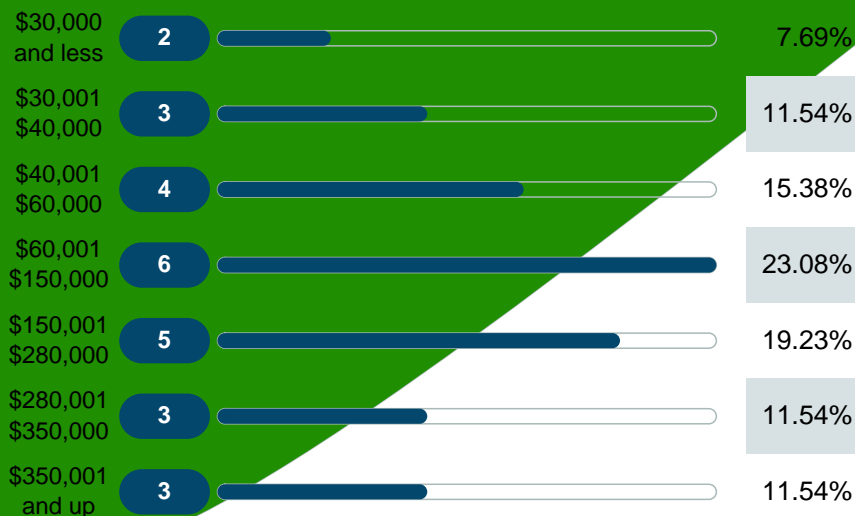
OCT 0  
NOV 0  
DEC 0

nan%

nan%

#### Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
2	0	0	0
3	0	0	0
1	2	1	0
2	3	1	0
0	4	1	0
0	2	1	0
0	1	2	0
8	12	6	0
342.28K	2.34M	2.53M	0.00B
\$36,750	\$159,450	\$237,450	\$0

Total New Listed Units	26	
Total New Listed Volume	5,207,225	100%
Median New Listed Listing Price	\$122,500	

Contact: MLS Technology Inc.

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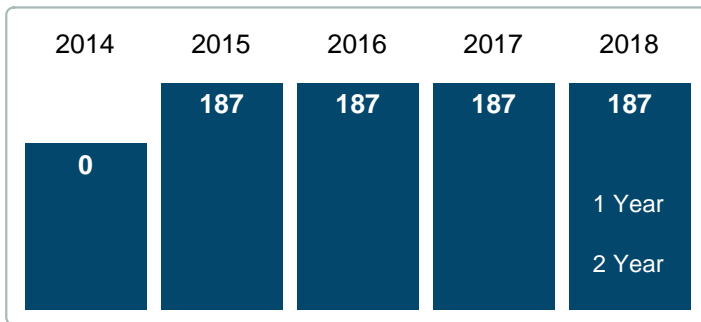


## December 2018

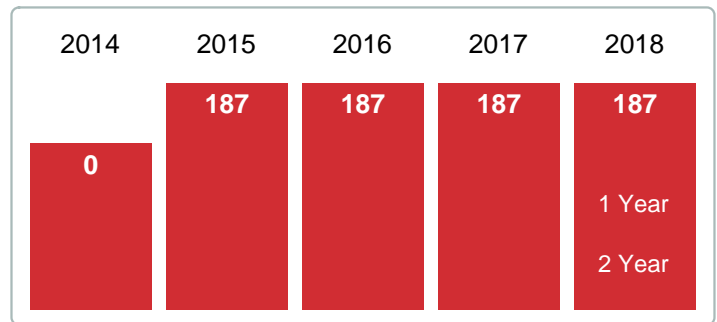
### ACTIVE INVENTORY

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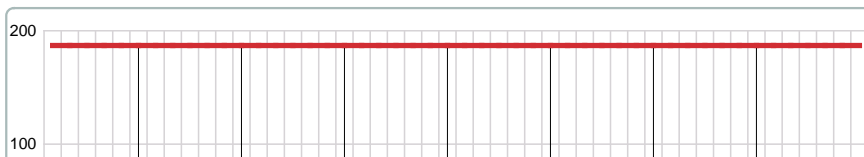
#### END OF DECEMBER



#### 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

DEC 187

0.00%

0.00%

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15		8.02%	105.0	12	2	1	0
\$40,001 \$70,000	30		16.04%	103.0	18	12	0	0
\$70,001 \$110,000	22		11.76%	101.0	8	11	3	0
\$110,001 \$180,000	45		24.06%	112.0	10	25	10	0
\$180,001 \$260,000	32		17.11%	116.0	8	20	3	1
\$260,001 \$420,000	22		11.76%	110.5	1	12	8	1
\$420,001 and up	21		11.23%	132.0	0	7	10	4
Total Active Inventory by Units			187		57	89	35	6
Total Active Inventory by Volume			39,520,522	100%	5.43M	18.38M	12.34M	3.38M
Median Active Inventory Listing Price			\$144,900		\$67,275	\$164,900	\$269,000	\$557,000



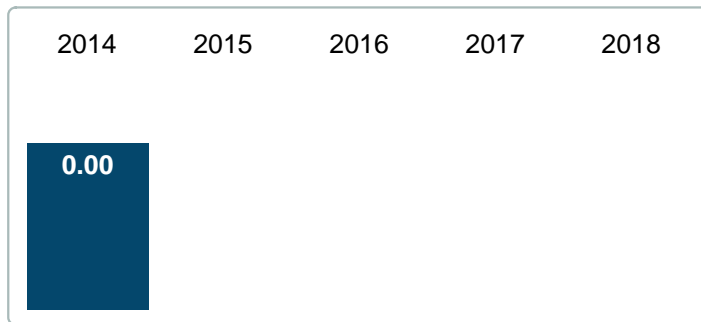
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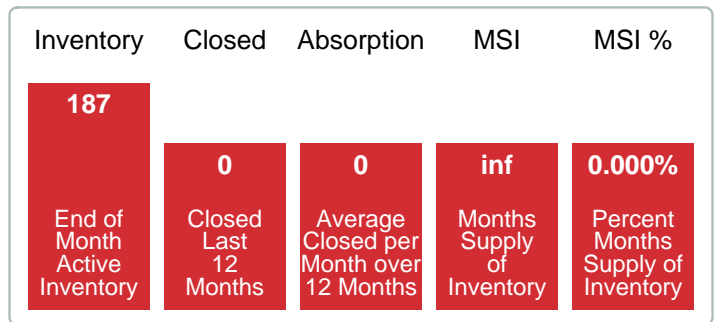
## MONTHS SUPPLY of INVENTORY (MSI)

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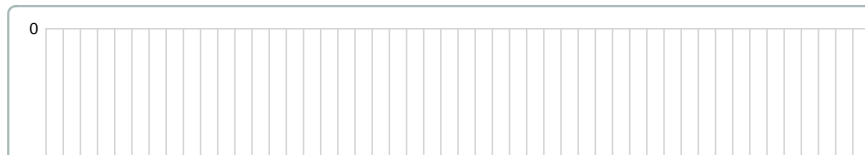
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2018

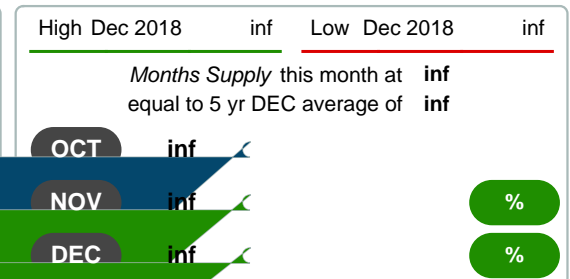


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
			100%	11.11				
Total Active Inventory by Units			187		57	89	35	6

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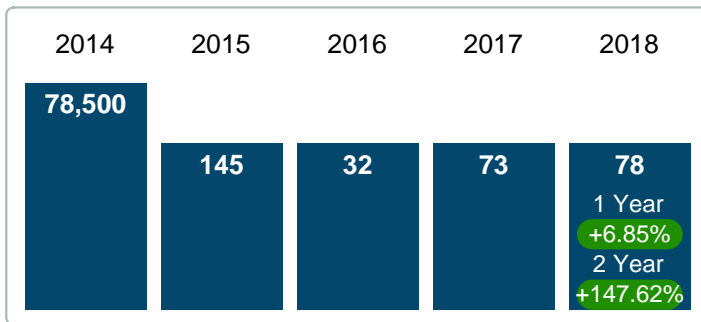


## December 2018

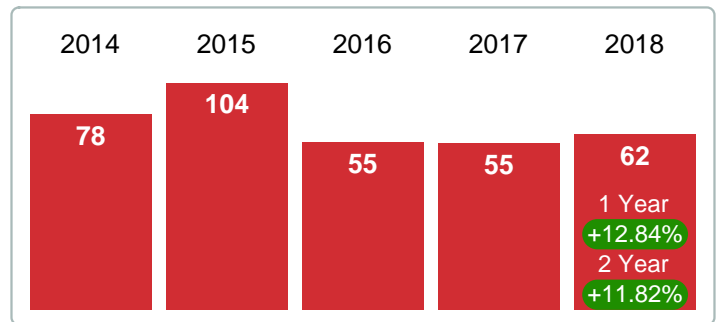
### MEDIAN DAYS ON MARKET TO SALE

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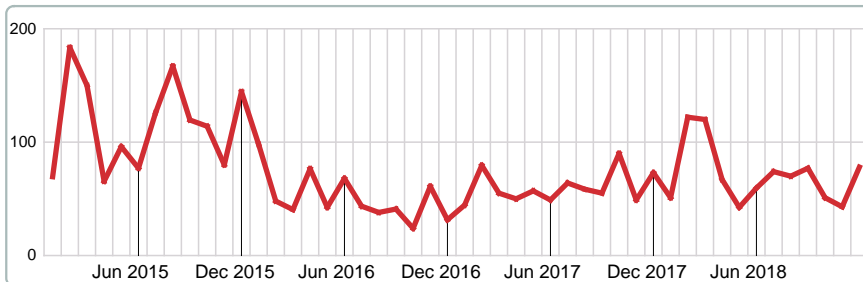
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 15,765

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 78  
below the 5 yr DEC average of 15,765



#### 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
\$20,000 and less	1		5.00%	31	0	31	0	0
\$20,001 - \$30,000	3		15.00%	141	141	0	0	0
\$30,001 - \$50,000	2		10.00%	115	0	115	0	0
\$50,001 - \$130,000	6		30.00%	53	50	84	1	0
\$130,001 - \$160,000	3		15.00%	118	0	118	0	0
\$160,001 - \$370,000	3		15.00%	84	0	84	0	0
\$370,001 and up	2		10.00%	59	0	46	0	72
Median Closed DOM		78			96	85	1	72
Total Closed Units		20	100%	78.0	4	14	1	1
Total Closed Volume		2,495,900			146.00K	1.89M	58.00K	398.50K

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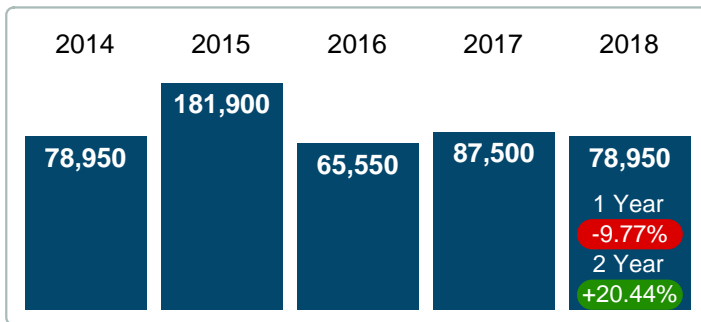
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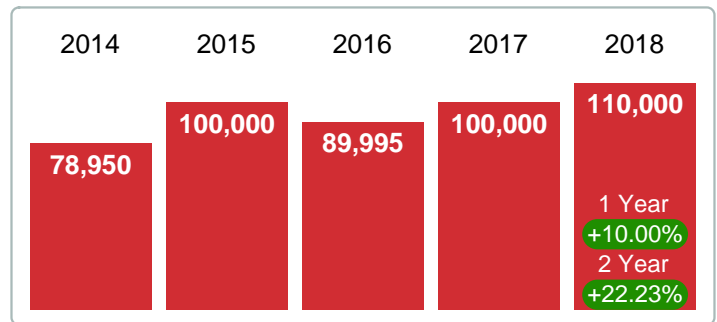
## MEDIAN LIST PRICE AT CLOSING

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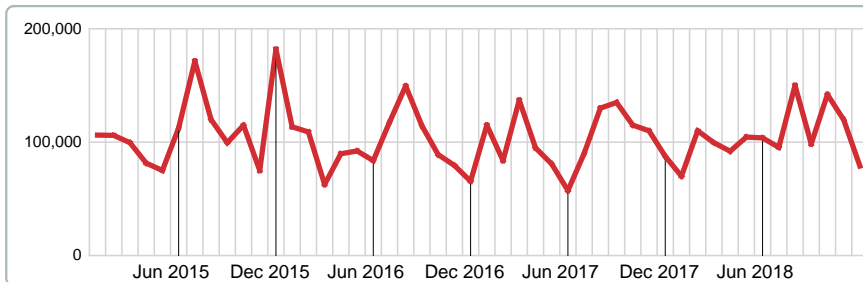
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

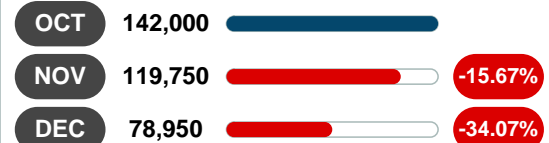


### 3 MONTHS

5 year DEC AVG = 98,570

High Dec 2015 181,900 Low Jun 2017 57,300

Median List Price at Closing this month at **78,950**  
below the 5 yr DEC average of **98,570**



### 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
\$20,000 and less	1	5.00%	19,900	0	19,900	0	0
\$20,001 \$30,000	2	10.00%	27,000	29,000	25,000	0	0
\$30,001 \$50,000	4	20.00%	45,000	45,000	42,250	0	0
\$50,001 \$130,000	5	25.00%	68,000	68,000	89,900	58,000	0
\$130,001 \$160,000	2	10.00%	136,950	0	136,950	0	0
\$160,001 \$370,000	4	20.00%	219,825	0	219,825	0	0
\$370,001 and up	2	10.00%	399,250	0	400,000	0	398,500
Median List Price			78,950	45,000	114,950	58,000	398,500
Total Closed Units		100%	78,950	4	14	1	1
Total Closed Volume			2,587,250	187.00K	1.94M	58.00K	398.50K





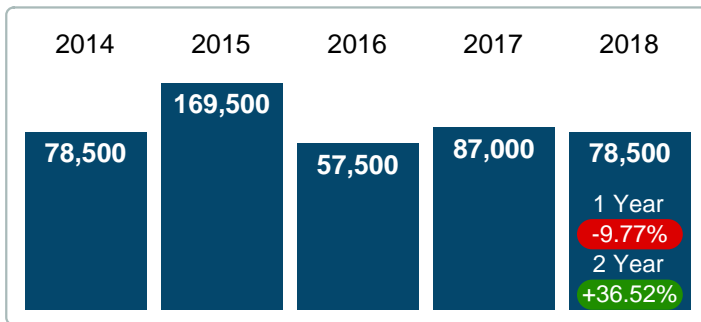
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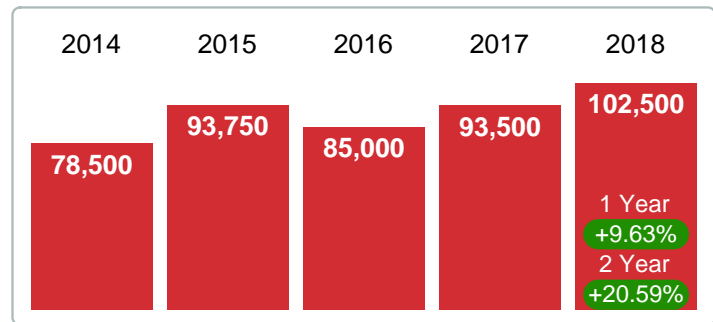
## MEDIAN SOLD PRICE AT CLOSING

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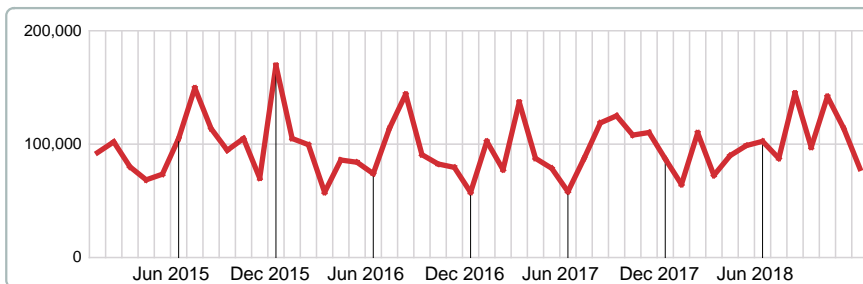
### DECEMBER



### YEAR TO DATE (YTD)

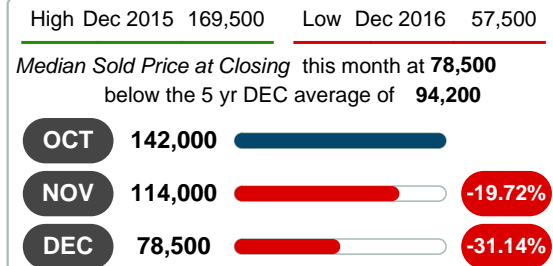


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 94,200



### 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
\$20,000 and less	1	5.00%	15,000	0	15,000	0	0
\$20,001 \$30,000	3	15.00%	25,000	25,000	0	0	0
\$30,001 \$50,000	2	10.00%	39,500	0	39,500	0	0
\$50,001 \$130,000	6	30.00%	72,500	70,000	78,500	58,000	0
\$130,001 \$160,000	3	15.00%	140,000	0	140,000	0	0
\$160,001 \$370,000	3	15.00%	250,000	0	250,000	0	0
\$370,001 and up	2	10.00%	386,750	0	375,000	0	398,500
Median Sold Price			78,500	26,250	111,200	58,000	398,500
Total Closed Units		100%	78,500	4	14	1	1
Total Closed Volume			2,495,900	146.00K	1.89M	58.00K	398.50K

## December 2018



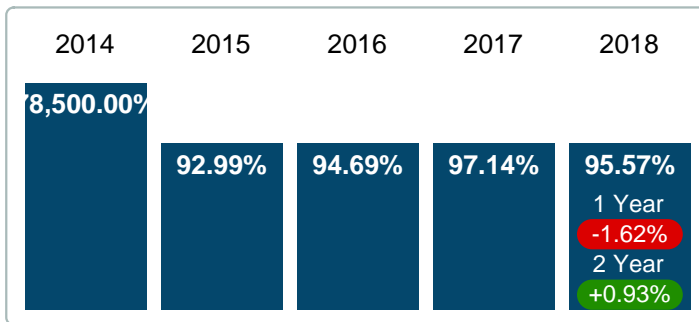
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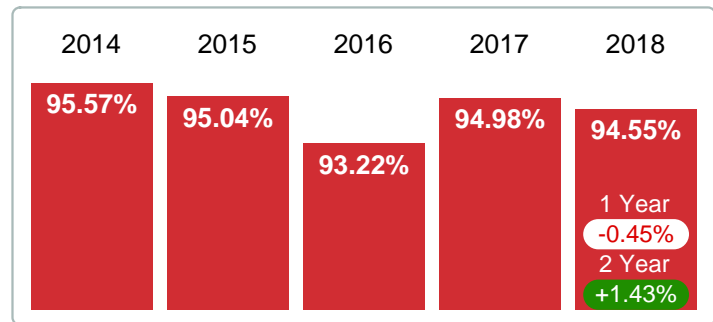
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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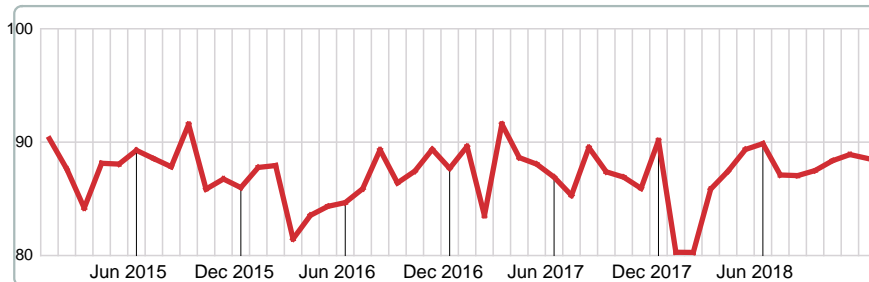
## DECEMBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS

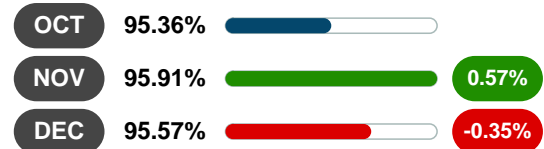


## 3 MONTHS

5 year DEC AVG = 15,776.08%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **95.57%**  
below the 5 yr DEC average of **15,776.08%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M 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%	61.11%	61.11%	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%	98.11%	102.94%	91.93%	100.00%	0.00%
\$130,001 \$160,000	3	15.00%	100.72%	0.00%	100.72%	0.00%	0.00%
\$160,001 \$370,000	3	15.00%	94.92%	0.00%	94.92%	0.00%	0.00%
\$370,001 and up	2	10.00%	96.88%	0.00%	93.75%	0.00%	100.00%
Median Sold/List Ratio		95.57%		73.66%	95.57%	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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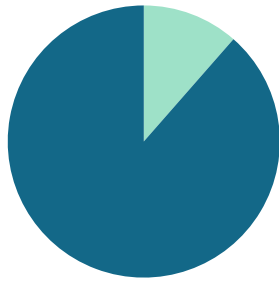


## December 2018

### 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

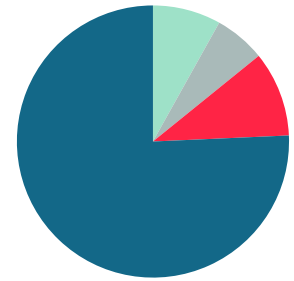
Closed Sales  
**20 = 8.10%**

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%
Median List Price	87,500	78,950	-9.77%	100,000	110,000	10.00%
Median Sale Price	87,000	78,500	-9.77%	93,500	102,500	9.63%
Median Percent of Selling Price to List Price	97.14%	95.57%	-1.62%	94.98%	94.55%	-0.45%
Median Days on Market to Sale	73.00	78.00	6.85%	54.50	61.50	12.84%
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

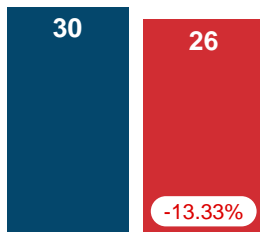
Inventory on December 31, 2018 = 187

2017 2018

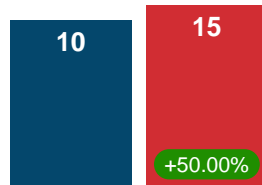
#### DECEMBER MARKET

#### MEDIAN PRICES

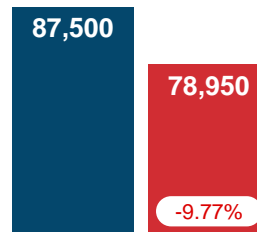
##### New Listings



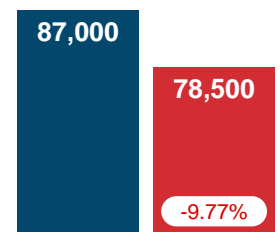
##### Pending Listings



##### List Price



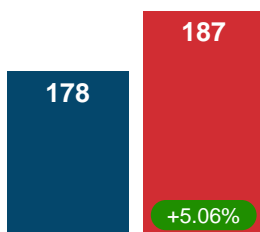
##### Sale Price



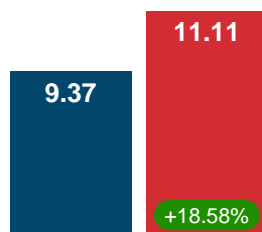
#### INVENTORY

#### MEDIAN SOLD/LIST RATIO & DOM

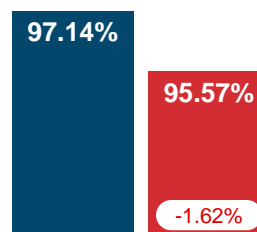
##### Active Inventory



##### Monthly Supply of Inventory



##### Sale/List Ratio



##### Days on Market

