

November 2018



Area Delimited by County Of McIntosh - Residential Property Type

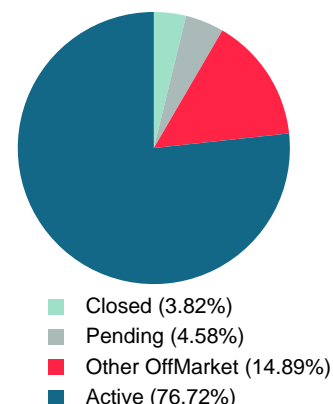


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	November 2018	+/- %
Closed Listings	16	10	-37.50%
Pending Listings	23	12	-47.83%
New Listings	33	30	-9.09%
Average List Price	142,737	133,480	-6.49%
Average Sale Price	132,400	124,345	-6.08%
Average Percent of Selling Price to List Price	92.47%	94.98%	2.72%
Average Days on Market to Sale	61.56	70.40	14.36%
End of Month Inventory	192	201	4.69%
Months Supply of Inventory	10.62	12.00	13.02%

Absorption: Last 12 months, an Average of **17 Sales/Month**
Active Inventory as of November 30, 2018 = **201**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2018 rose **4.69%** to 201 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 **12.00** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.08%** in November 2018 to \$124,345 versus the previous year at \$132,400.

Average Days on Market Lengthens

The average number of **70.40** days that homes spent on the market before selling increased by 8.84 days or **14.36%** in November 2018 compared to last year's same month at **61.56** DOM.

Sales Success for November 2018 is Positive

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

There were 30 New Listings in November 2018, down **9.09%** from last year at 33. Furthermore, there were 10 Closed Listings this month versus last year at 16, a **-37.50%** decrease.

Closed versus Listed trends yielded a **33.3%** ratio, down from previous year's, November 2017, at **48.5%**, a **31.25%** downswing. 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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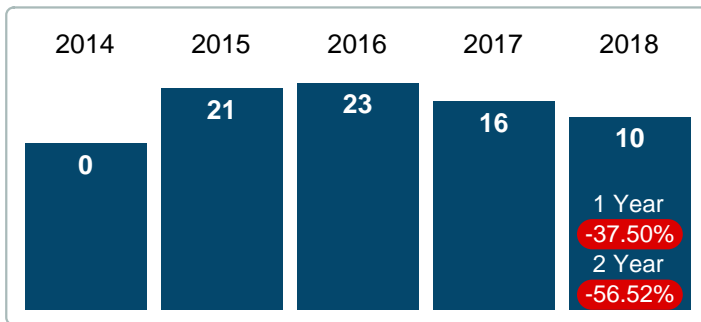


November 2018

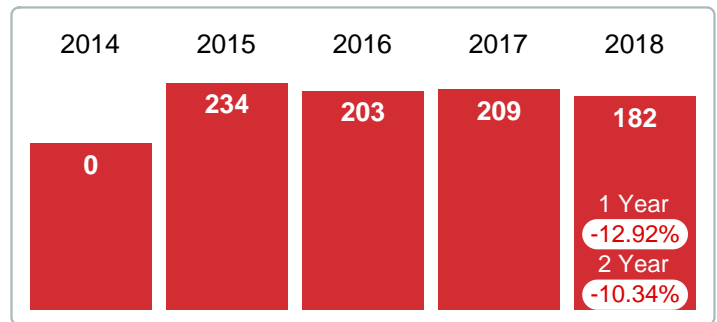
CLOSED LISTINGS

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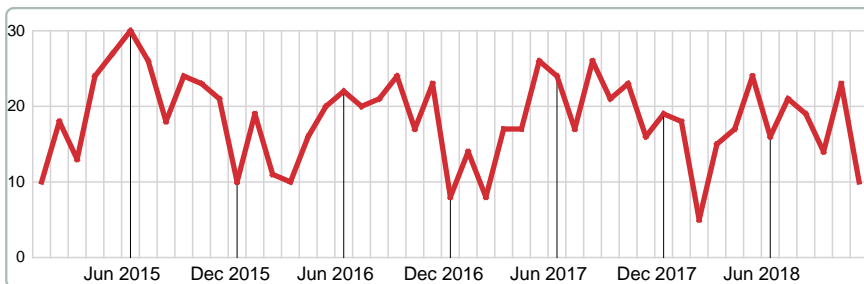
NOVEMBER



YEAR TO DATE (YTD)

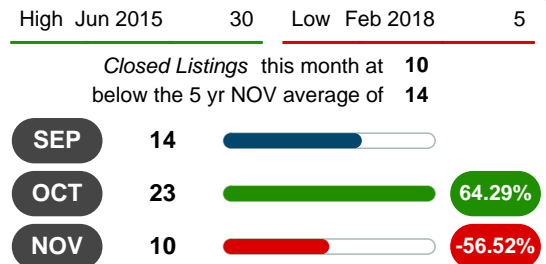


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	1	10.00%	109.0	1	0	0	0
\$70,001 - \$80,000	1	10.00%	92.0	1	0	0	0
\$80,001 - \$90,000	2	20.00%	33.0	1	1	0	0
\$90,001 - \$120,000	1	10.00%	15.0	1	0	0	0
\$120,001 - \$160,000	2	20.00%	43.0	0	2	0	0
\$160,001 - \$210,000	2	20.00%	94.0	0	1	0	1
\$210,001 and up	1	10.00%	148.0	0	1	0	0
Total Closed Units	10			4	5	0	1
Total Closed Volume	1,243,450	100%	70.4	325.50K	752.95K	0.00B	165.00K
Average Closed Price	\$124,345			\$81,375	\$150,590	\$0	\$165,000

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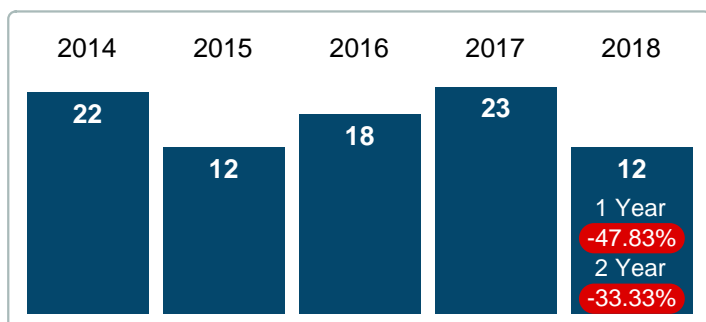


November 2018

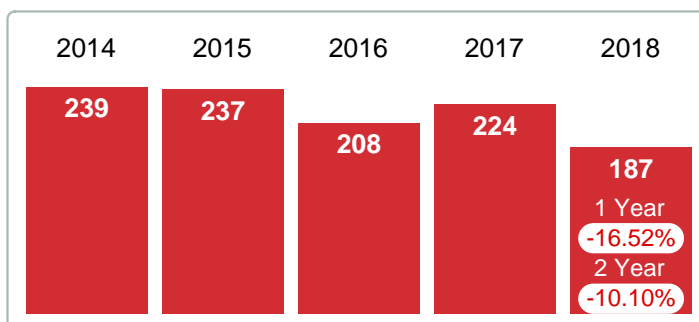
PENDING LISTINGS

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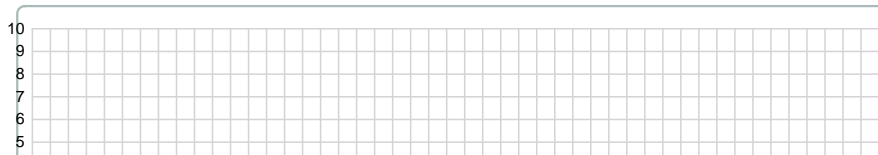
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 17

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 12
below the 5 yr NOV average of 17

SEP 0
OCT 0
NOV 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1		8.33%	31.0	0	1	0	0
\$20,001 \$40,000	1		8.33%	40.0	0	1	0	0
\$40,001 \$60,000	2		16.67%	102.0	0	2	0	0
\$60,001 \$130,000	3		25.00%	95.3	1	2	0	0
\$130,001 \$150,000	2		16.67%	59.5	0	2	0	0
\$150,001 \$160,000	1		8.33%	15.0	1	0	0	0
\$160,001 and up	2		16.67%	65.0	0	2	0	0
Total Pending Units			12		2	10	0	0
Total Pending Volume			1,174,575	100%	223.00K	951.58K	0.00B	0.00B
Average Listing Price			\$97,881		\$111,500	\$95,158	\$0	\$0

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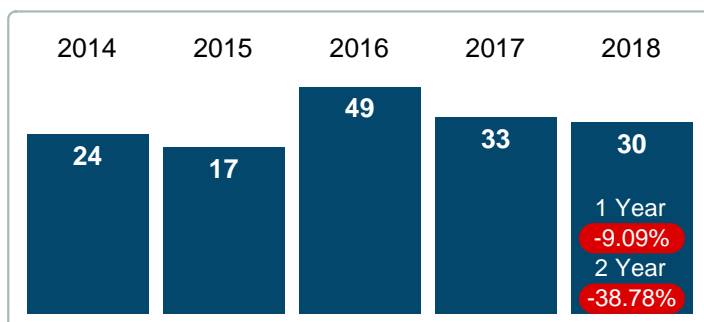


November 2018

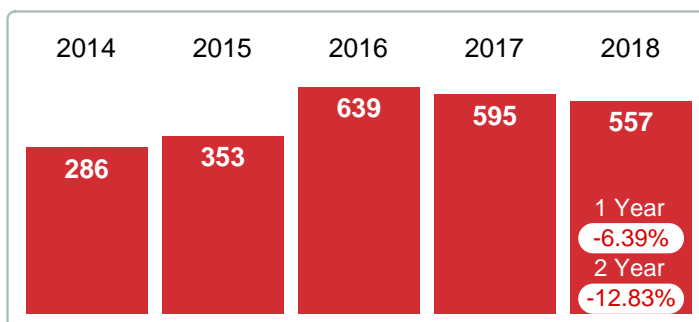
NEW LISTINGS

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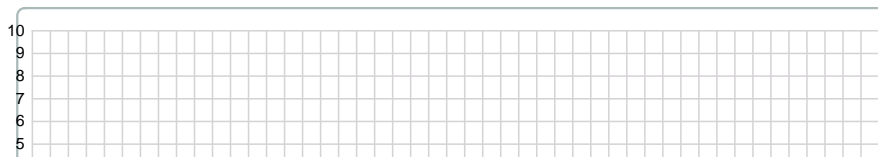
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 31

High Nov 2018 0 Low Nov 2018 0

New Listings this month at **30**
below the 5 yr NOV average of **31**

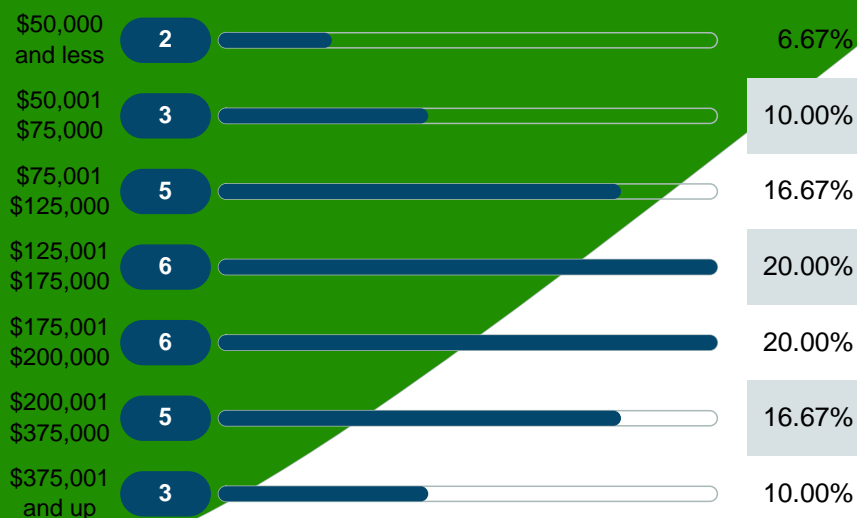
SEP 0
OCT 0
NOV 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
1	0	1	0
1	2	0	0
4	1	0	0
4	2	0	0
2	3	1	0
2	3	0	0
0	0	1	2
14	11	3	2
1.99M	1.80M	588.80K	1.21M
\$142,264	\$163,654	\$196,267	\$607,000

1

0

1

0

1

2

0

0

4

1

0

0

4

2

0

0

2

3

1

0

2

3

0

0

0

0

1

2

Total New Listed Units	30	
Total New Listed Volume	5,594,699	100%
Average New Listed Listing Price	\$161,979	

14	11	3	2
1.99M	1.80M	588.80K	1.21M
\$142,264	\$163,654	\$196,267	\$607,000

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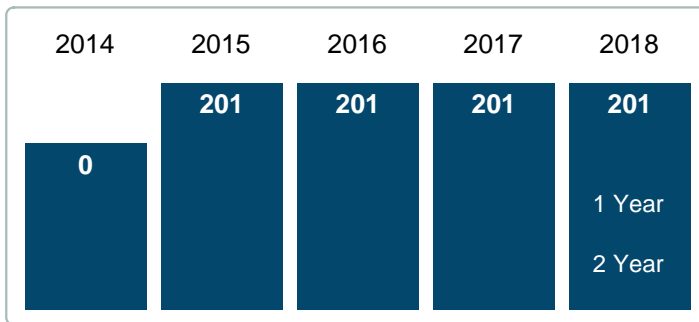


November 2018

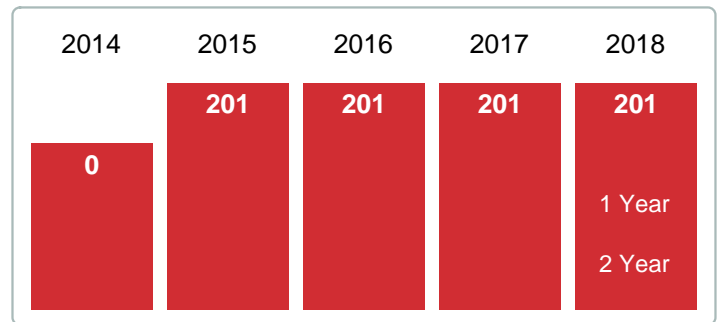
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 161

High Nov 2018 201 Low Nov 2018 201

Inventory this month at 201
above the 5 yr NOV average of 161

SEP 201

OCT 201

NOV 201

0.00%

0.00%

Distribution of Inventory by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6			2.99%	106.8	4	1	1	0
\$25,001 - \$75,000	39			19.40%	89.5	24	14	1	0
\$75,001 - \$100,000	18			8.96%	83.9	9	6	3	0
\$100,001 - \$175,000	55			27.36%	98.4	13	31	11	0
\$175,001 - \$250,000	35			17.41%	78.3	8	21	5	1
\$250,001 - \$425,000	29			14.43%	102.4	2	15	10	2
\$425,001 and up	19			9.45%	98.6	0	6	8	5
Total Active Inventory by Units					201	60	94	39	8
Total Active Inventory by Volume					42,739,934	6.21M	19.34M	12.92M	4.27M
Average Active Inventory Listing Price					\$212,636	\$103,480	\$205,786	\$331,319	\$533,225

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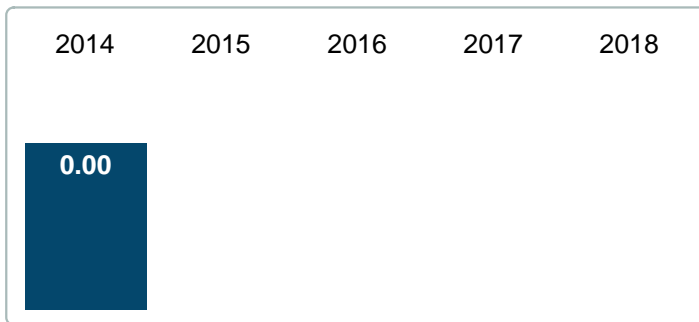
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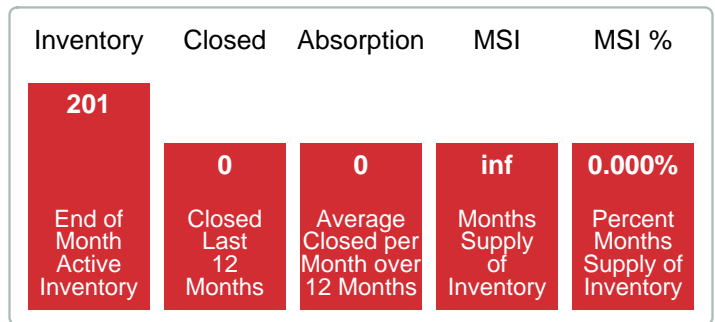
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



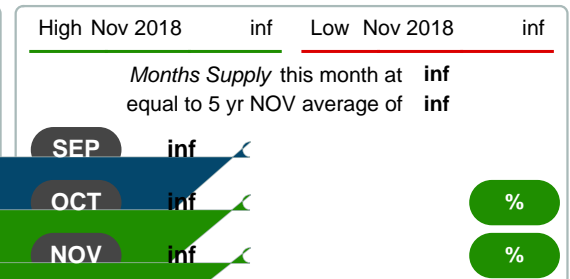
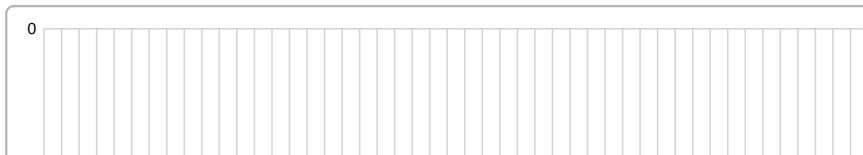
INDICATORS FOR NOVEMBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year NOV AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6			2.99%	7.20	9.60	3.00	0.00	0.00
\$25,001 - \$75,000	39			19.40%	8.21	12.00	6.00	2.40	0.00
\$75,001 - \$100,000	18			8.96%	6.55	6.75	5.14	12.00	0.00
\$100,001 - \$175,000	55			27.36%	11.00	12.00	9.79	16.50	0.00
\$175,001 - \$250,000	35			17.41%	23.33	0.00	16.80	20.00	0.00
\$250,001 - \$425,000	29			14.43%	16.57	0.00	12.00	40.00	8.00
\$425,001 and up	19			9.45%	114.00	0.00	72.00	96.00	0.00
Market Supply of Inventory (MSI)				12.00		12.41	9.81	20.35	19.20
Total Active Inventory by Units				201	100%	60	94	39	8

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November 2018



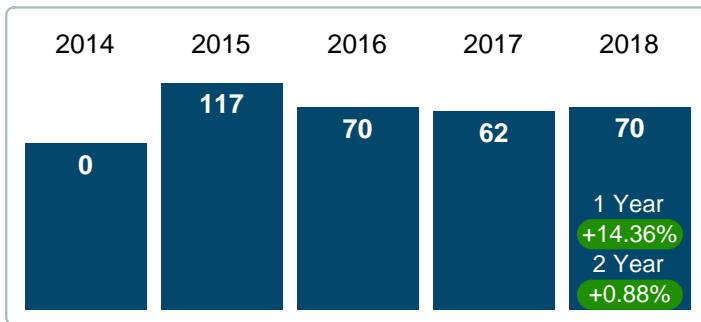
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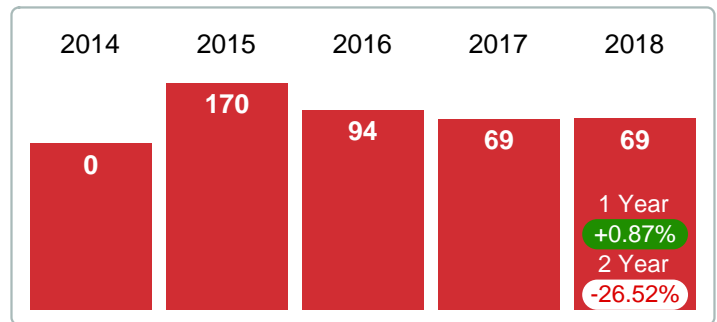
AVERAGE DAYS ON MARKET TO SALE

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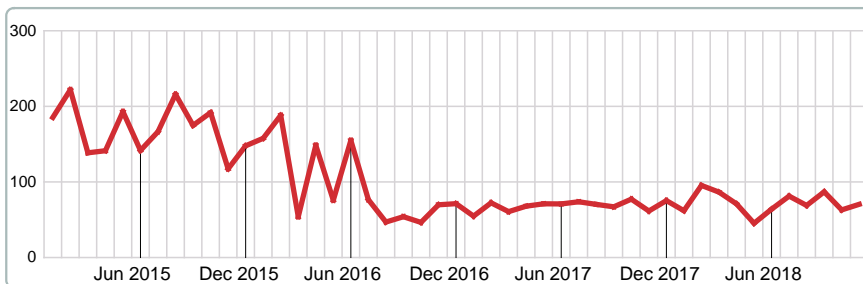
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 64

High Feb 2015 222 Low May 2018 45

Average Days on Market to Sale this month at 70
above the 5 yr NOV average of 64

SEP	87		
OCT	63		-27.53%
NOV	70		11.75%

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
\$70,000 and less	1	10.00%	109	109	0	0	0
\$70,001 \$80,000	1	10.00%	92	92	0	0	0
\$80,001 \$90,000	2	20.00%	33	35	31	0	0
\$90,001 \$120,000	1	10.00%	15	15	0	0	0
\$120,001 \$160,000	2	20.00%	43	0	43	0	0
\$160,001 \$210,000	2	20.00%	94	0	7	0	181
\$210,001 and up	1	10.00%	148	0	148	0	0
Average Closed DOM			70	63	54	0	181
Total Closed Units		100%	70	4	5		1
Total Closed Volume			1,243,450	325.50K	752.95K	0.00B	165.00K

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Area Delimited by County Of McIntosh - Residential Property Type

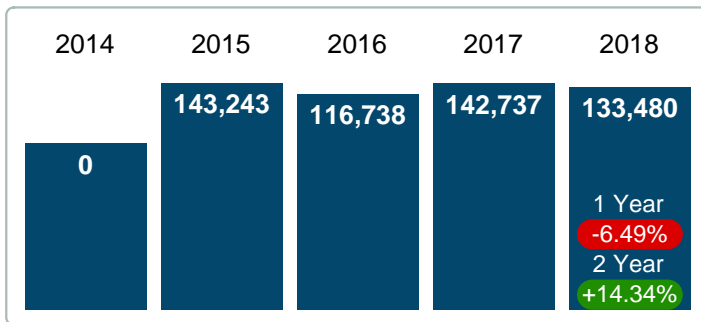


November 2018

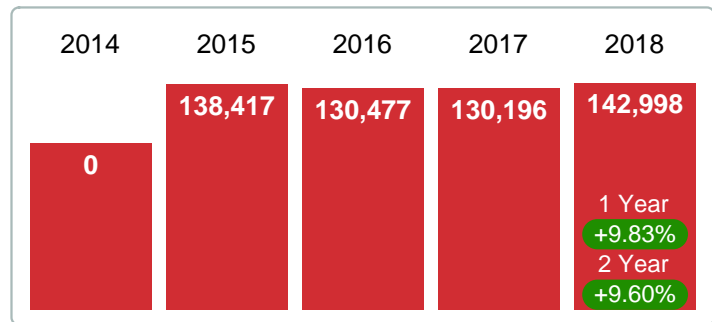
AVERAGE LIST PRICE AT CLOSING

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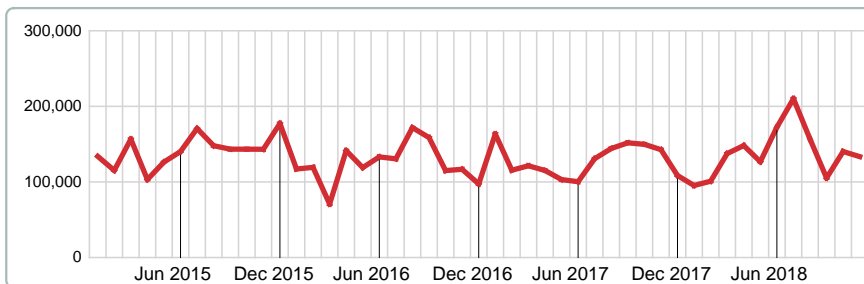
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 107,240

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

Average List Price at Closing this month at **133,480**
above the 5 yr NOV average of **107,240**

SEP	105,257	
OCT	140,239	33.23%
NOV	133,480	-4.82%

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
\$70,000 and less	1		10.00%	58,000	58,000	0	0	0
\$70,001 \$80,000	1		10.00%	79,900	79,900	0	0	0
\$80,001 \$90,000	2		20.00%	89,500	90,000	89,000	0	0
\$90,001 \$120,000	1		10.00%	110,000	110,000	0	0	0
\$120,001 \$160,000	2		20.00%	132,000	0	132,000	0	0
\$160,001 \$210,000	1		10.00%	168,900	0	250,000	0	168,900
\$210,001 and up	2		20.00%	237,500	0	225,000	0	0
Average List Price		133,480			84,475	165,600	0	168,900
Total Closed Units		10	100%	133,480	4	5		1
Total Closed Volume		1,334,800			337.90K	828.00K	0.00B	168.90K

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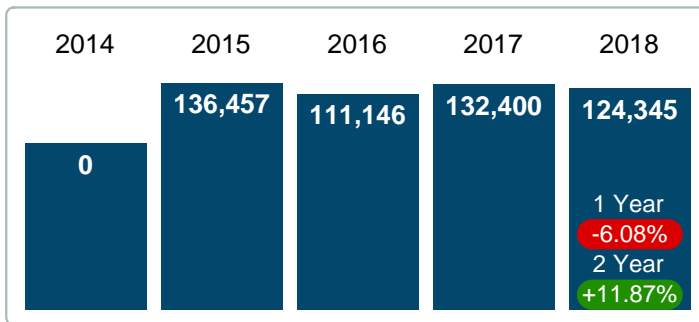
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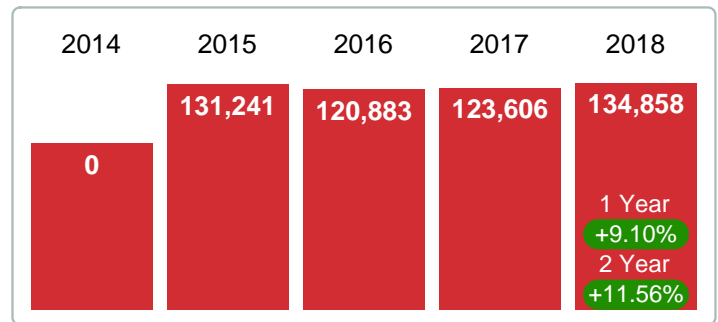
AVERAGE SOLD PRICE AT CLOSING

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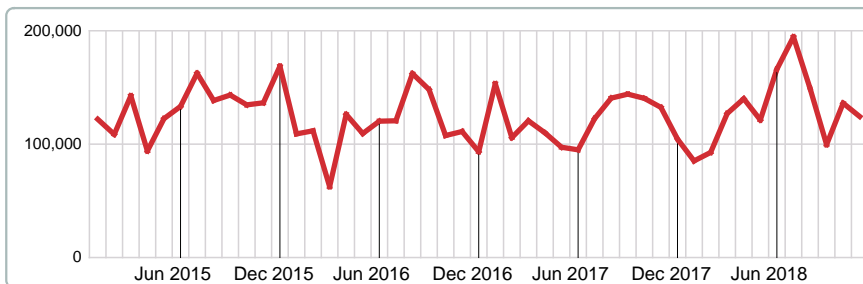
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100,870

High Jul 2018 194,591 Low Mar 2016 62,545

Average Sold Price at Closing this month at 124,345
above the 5 yr NOV average of 100,870

SEP	99,607	
OCT	136,139	36.68%
NOV	124,345	-8.66%

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
\$70,000 and less	1		10.00%	60,500	60,500	0	0	0
\$70,001 \$80,000	1		10.00%	75,000	75,000	0	0	0
\$80,001 \$90,000	2		20.00%	86,500	90,000	83,000	0	0
\$90,001 \$120,000	1		10.00%	100,000	100,000	0	0	0
\$120,001 \$160,000	2		20.00%	128,750	0	128,750	0	0
\$160,001 \$210,000	2		20.00%	180,000	0	195,000	0	165,000
\$210,001 and up	1		10.00%	217,450	0	217,450	0	0
Average Sold Price				124,345	81,375	150,590	0	165,000
Total Closed Units			100%	124,345	4	5		1
Total Closed Volume				1,243,450	325.50K	752.95K	0.00B	165.00K

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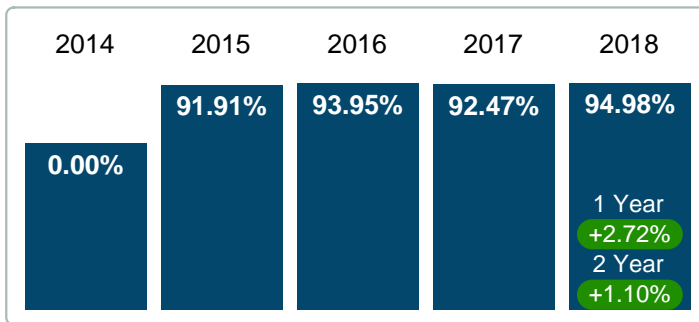
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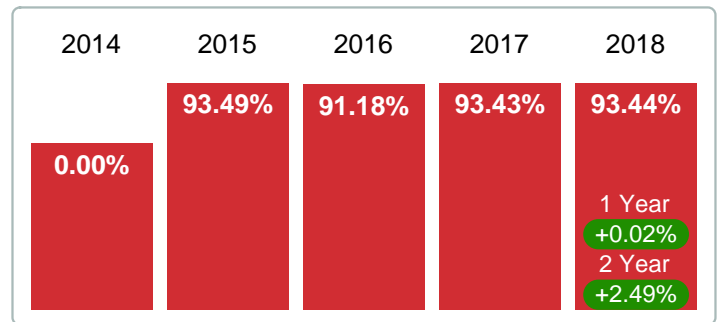
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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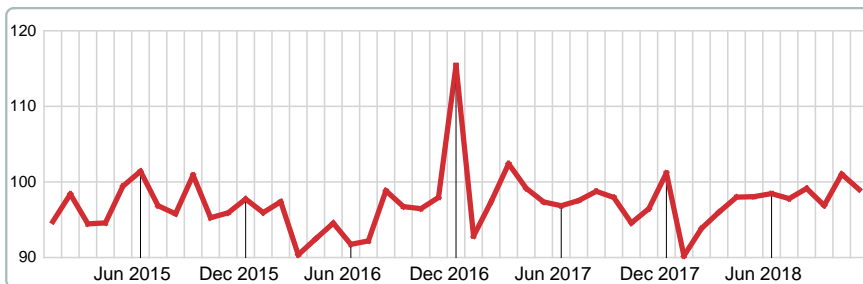
NOVEMBER



YEAR TO DATE (YTD)



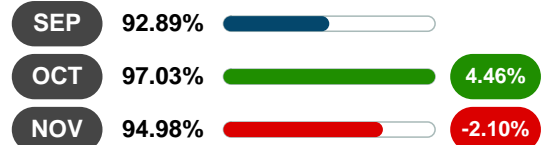
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 74.66%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.98%**
above the 5 yr NOV average of **74.66%**

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
\$70,000 and less	1	10.00%	104.31%	104.31%	0.00%	0.00%	0.00%
\$70,001 \$80,000	1	10.00%	93.87%	93.87%	0.00%	0.00%	0.00%
\$80,001 \$90,000	2	20.00%	96.63%	100.00%	93.26%	0.00%	0.00%
\$90,001 \$120,000	1	10.00%	90.91%	90.91%	0.00%	0.00%	0.00%
\$120,001 \$160,000	2	20.00%	97.58%	0.00%	97.58%	0.00%	0.00%
\$160,001 \$210,000	2	20.00%	87.85%	0.00%	78.00%	0.00%	97.69%
\$210,001 and up	1	10.00%	96.64%	0.00%	96.64%	0.00%	0.00%
Average Sold/List Ratio		95.00%		97.27%	92.61%	0.00%	97.69%
Total Closed Units		10	100%	4	5		1
Total Closed Volume		1,243,450		325.50K	752.95K	0.00B	165.00K

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Email: support@mlstechnology.com

November 2018



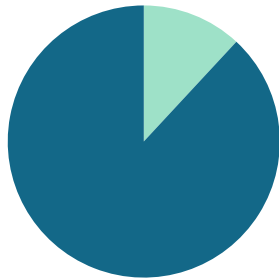
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
30 = 11.90%

Start Inventory
222

Total Inventory
Units
252

Volume
\$51,244,408

Market Activity

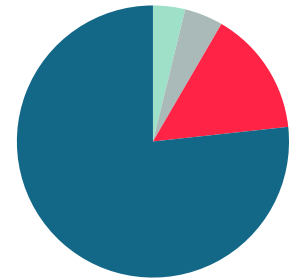
Closed Sales
10 = 3.82%

Pending Sales
12 = 4.58%

Other Off Market
39 = 14.89%

Active Inventory
201 = 76.72%

MARKET ACTIVITY



Compared Metrics	2017	November 2018	+/- %	Year to Date 2017	Year to Date 2018	+/- %
Closed Sales	16	10	-37.50%	209	182	-12.92%
Pending Sales	23	12	-47.83%	224	187	-16.52%
New Listings	33	30	-9.09%	595	557	-6.39%
Average List Price	142,737	133,480	-6.49%	130,196	142,998	9.83%
Average Sale Price	132,400	124,345	-6.08%	123,606	134,858	9.10%
Average Percent of Selling Price to List Price	92.47%	94.98%	2.72%	93.43%	93.44%	0.02%
Average Days on Market to Sale	61.56	70.40	14.36%	68.59	69.19	0.87%
Monthly Inventory	192	201	4.69%	192	201	4.69%
Months Supply of Inventory	10.62	12.00	13.02%	10.62	12.00	13.02%

Absorption: Last 12 months, an Average of 17 Sales/Month**Inventory** on November 30, 2018 = 201

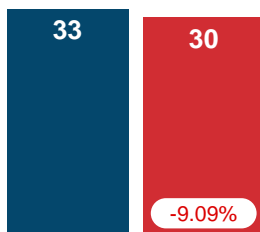
2017

2018

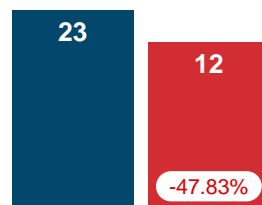
NOVEMBER MARKET

AVERAGE PRICES

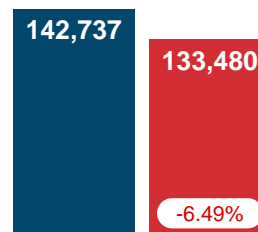
New Listings



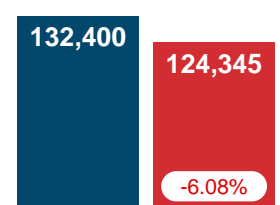
Pending Listings



List Price



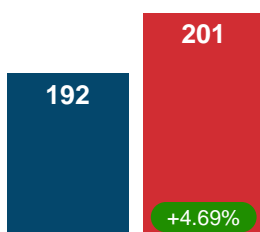
Sale Price



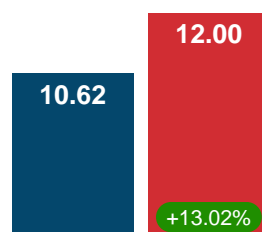
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

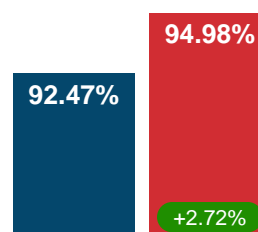
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

