

November 2018



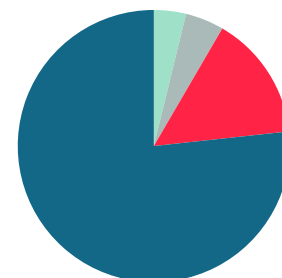
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	16	10	-37.50%
Pending Listings	23	12	-47.83%
New Listings	33	30	-9.09%
Median List Price	110,000	119,750	8.86%
Median Sale Price	110,250	114,000	3.40%
Median Percent of Selling Price to List Price	92.93%	95.91%	3.21%
Median Days on Market to Sale	49.00	43.00	-12.24%
End of Month Inventory	192	201	4.69%
Months Supply of Inventory	10.62	12.00	13.02%



■ Closed (3.82%)
■ Pending (4.58%)
■ Other OffMarket (14.89%)
■ Active (76.72%)

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.

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 **3.40%** in November 2018 to \$114,000 versus the previous year at \$110,250.

Median Days on Market Shortens

The median number of **43.00** days that homes spent on the market before selling decreased by 6.00 days or **12.24%** in November 2018 compared to last year's same month at **49.00** DOM.

Sales Success for November 2018 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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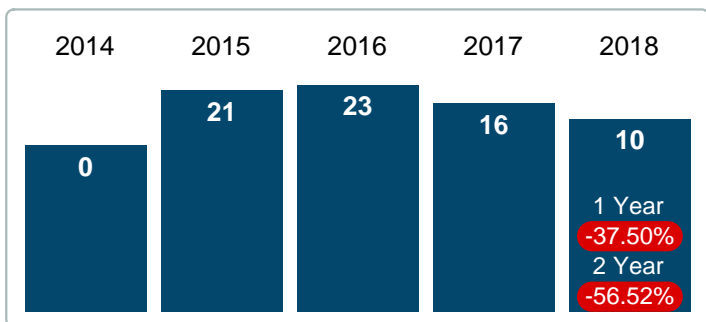
Area Delimited by County Of McIntosh - Residential Property Type



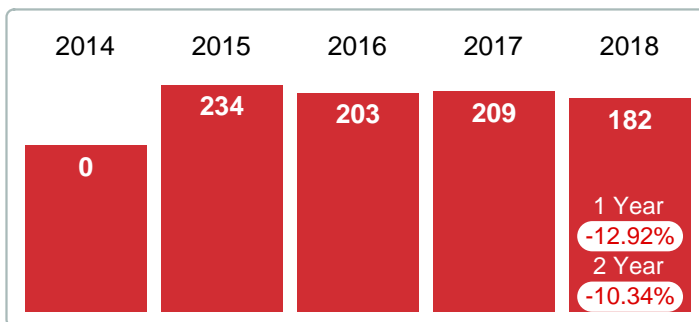
CLOSED LISTINGS

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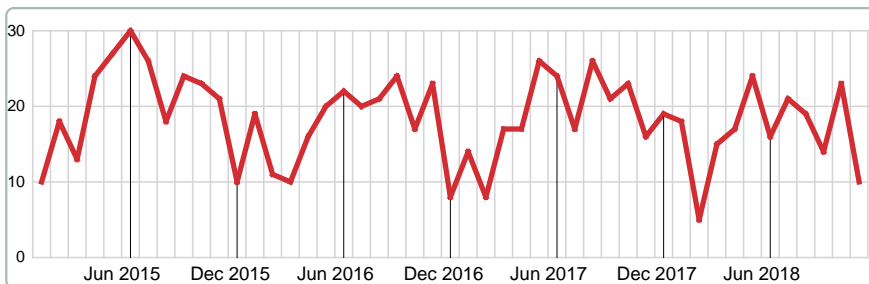
NOVEMBER



YEAR TO DATE (YTD)

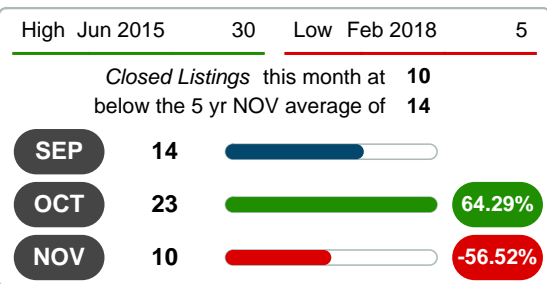


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	43.0	325.50K	752.95K	0.00B	165.00K
Median Closed Price	\$114,000			\$82,500	\$129,500	\$0	\$165,000

November 2018



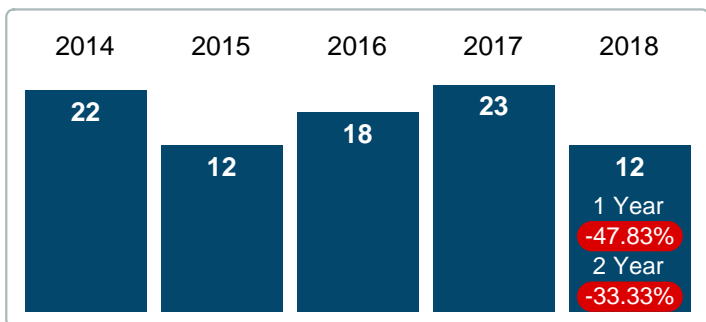
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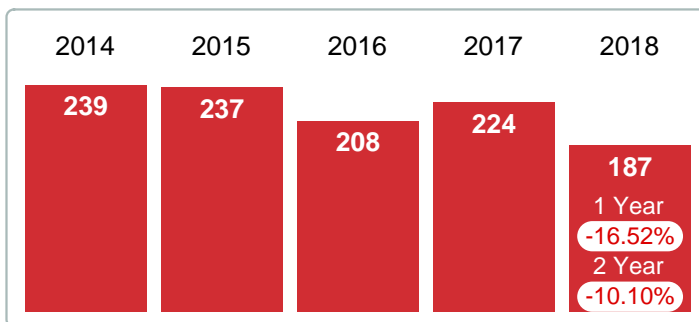
PENDING LISTINGS

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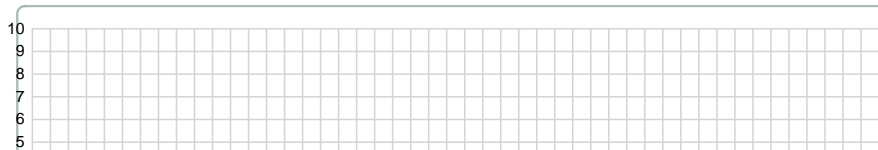
NOVEMBER



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	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	MDOM	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%	55.0	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%	52.5	223.00K	951.58K	0.00B	0.00B
Median Listing Price	\$92,450			\$111,500	\$92,450	\$0	\$0



Area Delimited by County Of McIntosh - Residential Property Type

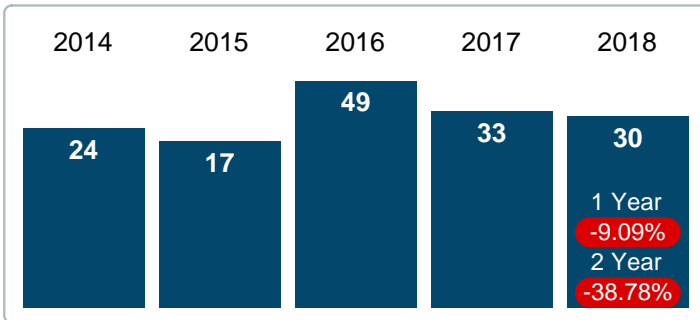


November 2018

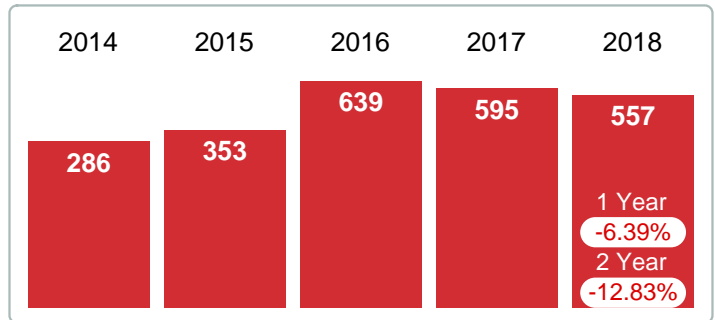
NEW LISTINGS

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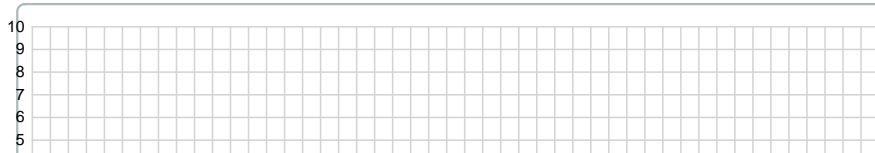
NOVEMBER



YEAR TO DATE (YTD)

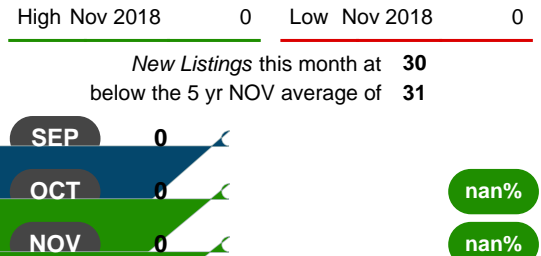


5 YEAR MARKET ACTIVITY TRENDS

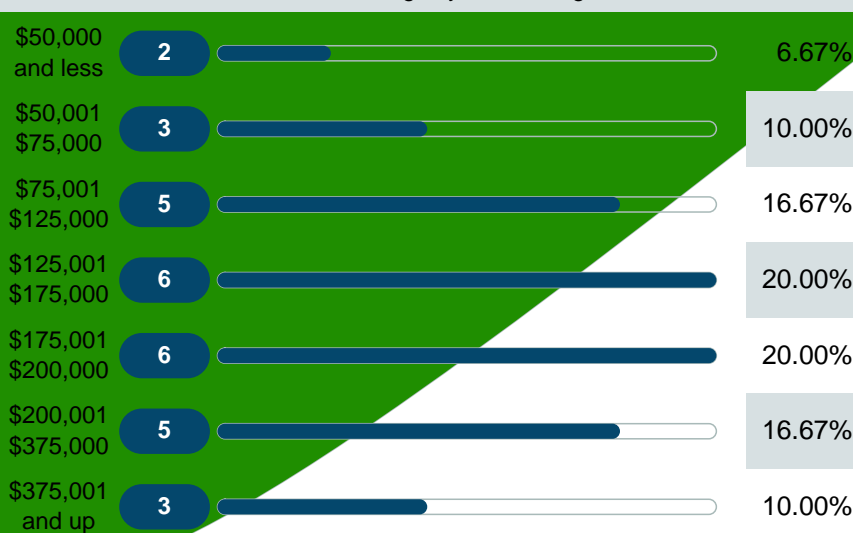


3 MONTHS

5 year NOV AVG = 31



Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	0	1	0
\$50,001 - \$75,000	1	2	0	0
\$75,001 - \$125,000	4	1	0	0
\$125,001 - \$175,000	4	2	0	0
\$175,001 - \$200,000	2	3	1	0
\$200,001 - \$375,000	2	3	0	0
\$375,001 and up	0	0	1	2
Total	14	11	3	2
Total New Listed Volume	1.99M	1.80M	588.80K	1.21M
Median New Listed Listing Price	\$137,400	\$189,000	\$178,900	\$607,000

Total New Listed Units	30	
Total New Listed Volume	5,594,699	100%
Median New Listed Listing Price	\$155,000	

November 2018



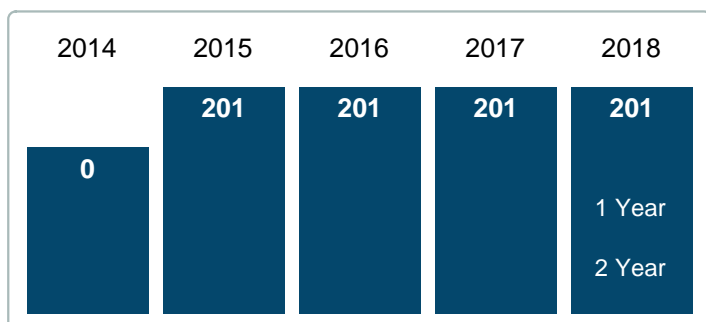
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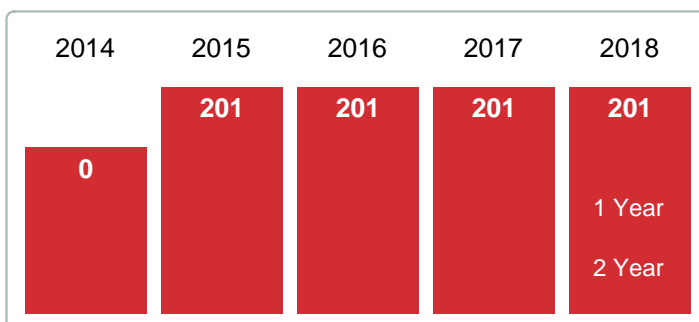
ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.99%	120.5	4	1	1	0
\$25,001 - \$75,000	39	19.40%	77.0	24	14	1	0
\$75,001 - \$100,000	18	8.96%	75.5	9	6	3	0
\$100,001 - \$175,000	55	27.36%	113.0	13	31	11	0
\$175,001 - \$250,000	35	17.41%	85.0	8	21	5	1
\$250,001 - \$425,000	29	14.43%	108.0	2	15	10	2
\$425,001 and up	19	9.45%	120.0	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
Median Active Inventory Listing Price			\$151,000	\$81,000	\$167,000	\$238,000	\$502,250

November 2018



Area Delimited by County Of McIntosh - Residential Property Type



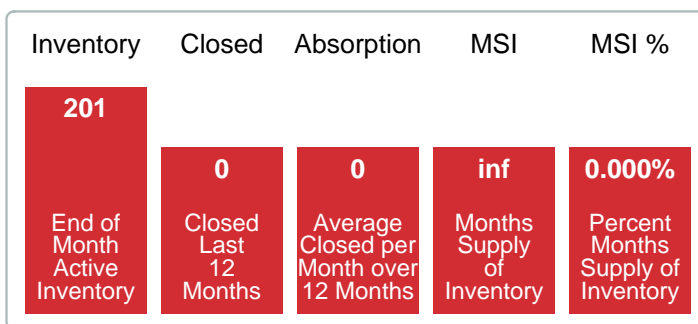
MONTHS SUPPLY of INVENTORY (MSI)

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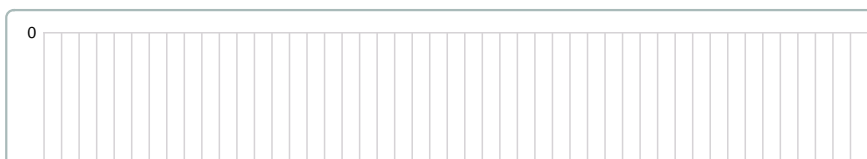
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

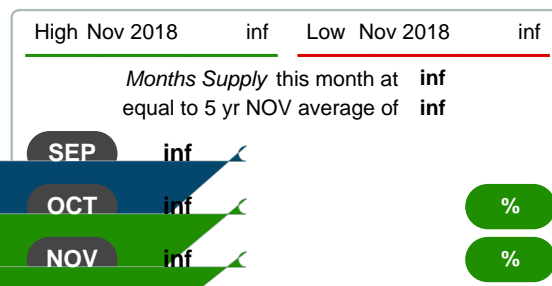


5 YEAR MARKET ACTIVITY TRENDS



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		12.00	12.41	9.81	20.35	19.20	
Total Active Inventory by Units		201	100%	12.00	60	94	39	8	

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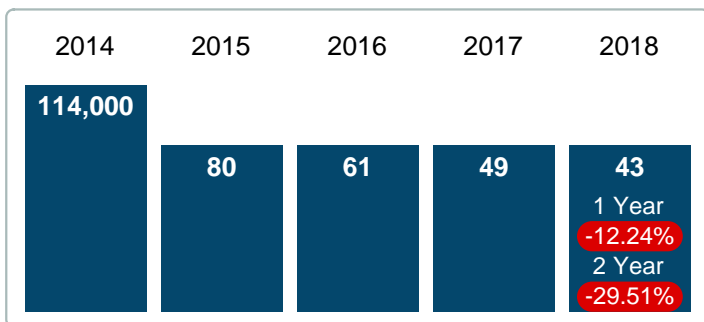
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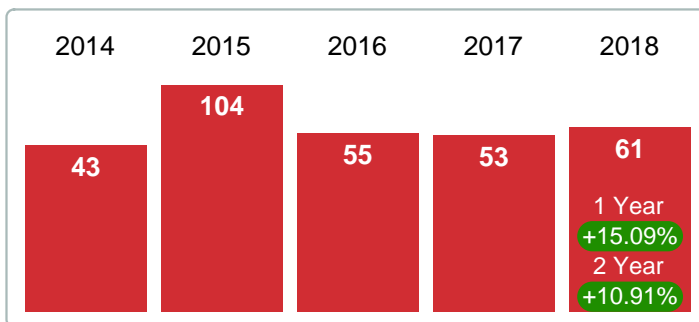
MEDIAN DAYS ON MARKET TO SALE

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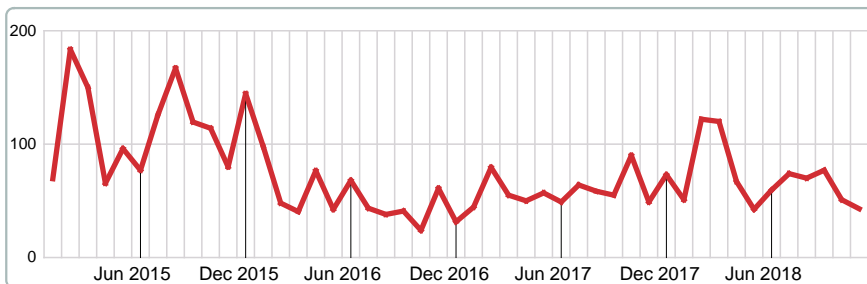
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

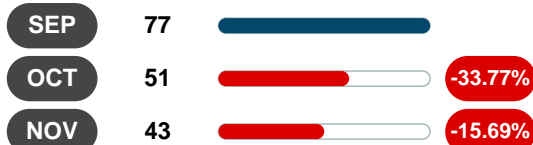


3 MONTHS

5 year NOV AVG = 22,847

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 43 below the 5 yr NOV average of 22,847



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
\$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
Median Closed DOM			43	64	39	0	181
Total Closed Units		100%	43.0	4	5		1
Total Closed Volume			1,243,450	325.50K	752.95K	0.00B	165.00K

November 2018



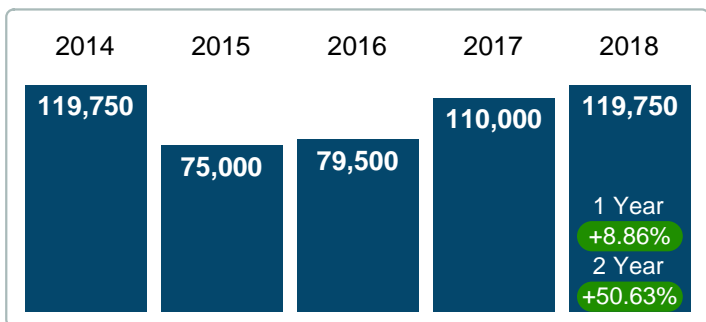
Area Delimited by County Of McIntosh - Residential Property Type



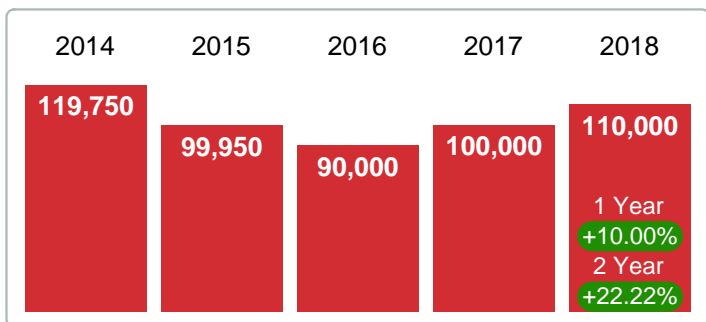
MEDIAN LIST PRICE AT CLOSING

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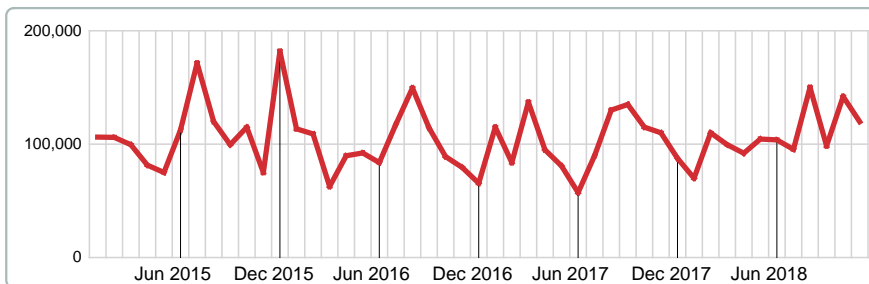
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100,800

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

Median List Price at Closing this month at **119,750**
above the 5 yr NOV average of **100,800**

SEP	98,500	<div style="width: 20%;"></div>
OCT	142,000	<div style="width: 44.16%;"></div> 44.16%
NOV	119,750	<div style="width: 15.67%;"></div> -15.67%

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
\$70,000 and less	10.00%	58,000	58,000	0	0	0
\$70,001 - \$80,000	10.00%	79,900	79,900	0	0	0
\$80,001 - \$90,000	20.00%	89,500	90,000	89,000	0	0
\$90,001 - \$120,000	10.00%	110,000	110,000	0	0	0
\$120,001 - \$160,000	20.00%	132,000	0	132,000	0	0
\$160,001 - \$210,000	10.00%	168,900	0	0	0	168,900
\$210,001 and up	20.00%	237,500	0	237,500	0	0
Median List Price		119,750	84,950	134,500	0	168,900
Total Closed Units	100%	119,750	4	5		1
Total Closed Volume		1,334,800	337.90K	828.00K	0.00B	168.90K

November 2018



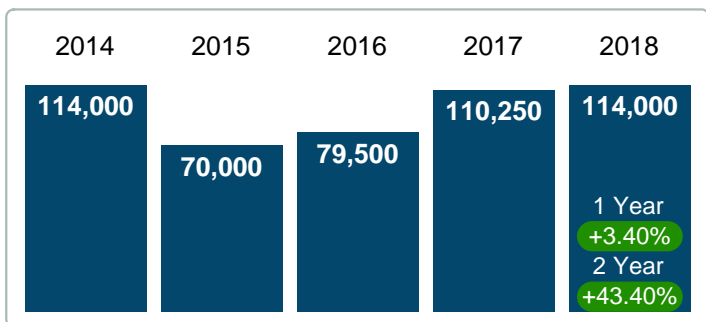
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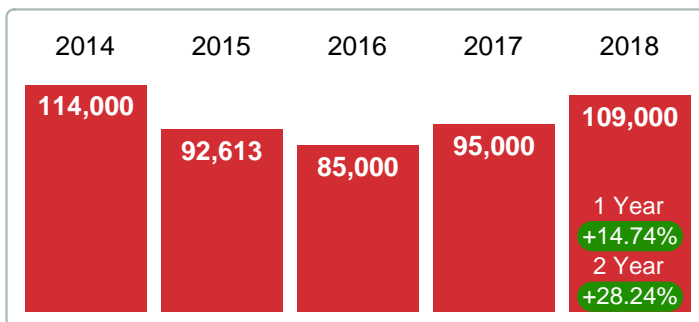
MEDIAN SOLD PRICE AT CLOSING

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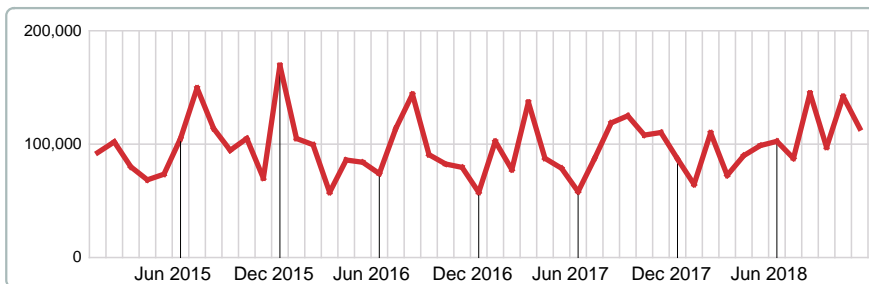
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

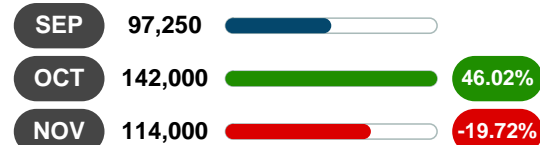


3 MONTHS

5 year NOV AVG = 97,550

High Dec 2015 169,500 Low Dec 2016 57,500

Median Sold Price at Closing this month at 114,000 above the 5 yr NOV average of 97,550



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
\$70,000 and less	10.00%	60,500	60,500	0	0	0
\$70,001 - \$80,000	10.00%	75,000	75,000	0	0	0
\$80,001 - \$90,000	20.00%	86,500	90,000	83,000	0	0
\$90,001 - \$120,000	10.00%	100,000	100,000	0	0	0
\$120,001 - \$160,000	20.00%	128,750	0	128,750	0	0
\$160,001 - \$210,000	20.00%	180,000	0	195,000	0	165,000
\$210,001 and up	10.00%	217,450	0	217,450	0	0
Median Sold Price		114,000	82,500	129,500	0	165,000
Total Closed Units	100%	114,000	4	5		1
Total Closed Volume		1,243,450	325.50K	752.95K	0.00B	165.00K

November 2018



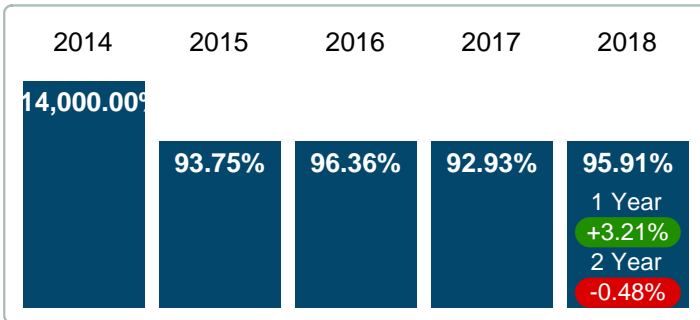
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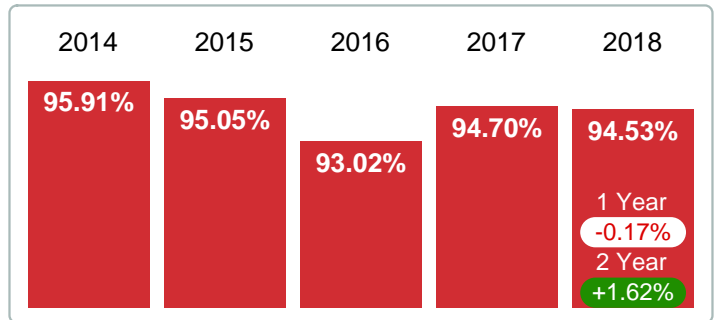
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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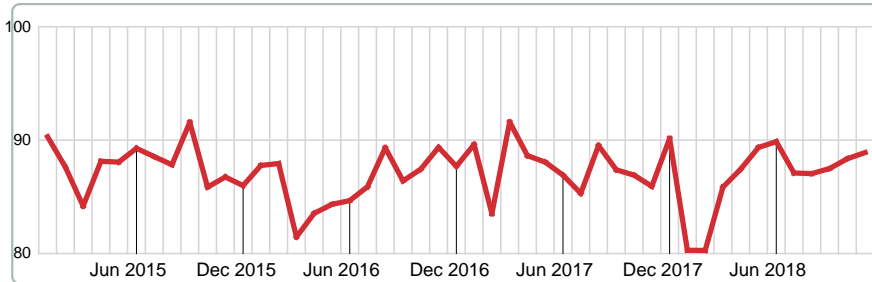
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

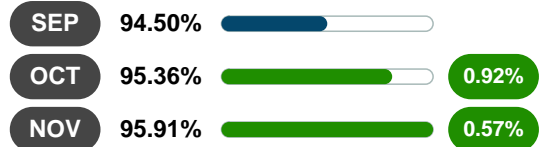


3 MONTHS

5 year NOV AVG = 22,875.79%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **95.91%**
below the 5 yr NOV average of **22,875.79%**



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
\$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%
Median Sold/List Ratio		95.91%		96.93%	95.17%	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

November 2018



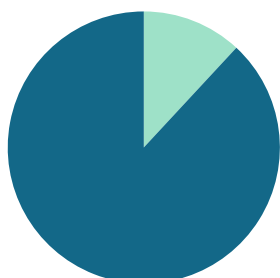
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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INVENTORY

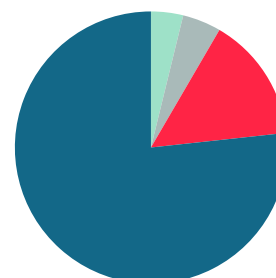


Inventory
 New Listings
30 = 11.90%
 Start Inventory
222
 Total Inventory Units
252
 Volume
\$51,244,408

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	November			Year to Date		
	2017	2018	+/-%	2017	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%
Median List Price	110,000	119,750	8.86%	100,000	110,000	10.00%
Median Sale Price	110,250	114,000	3.40%	95,000	109,000	14.74%
Median Percent of Selling Price to List Price	92.93%	95.91%	3.21%	94.70%	94.53%	-0.17%
Median Days on Market to Sale	49.00	43.00	-12.24%	53.00	61.00	15.09%
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

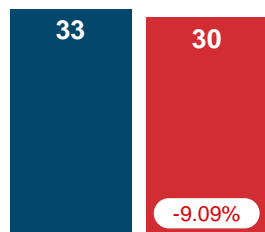
Inventory on November 30, 2018 = 201

2017 2018

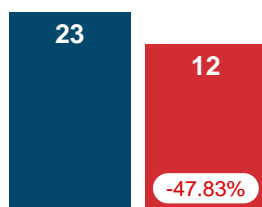
NOVEMBER MARKET

MEDIAN PRICES

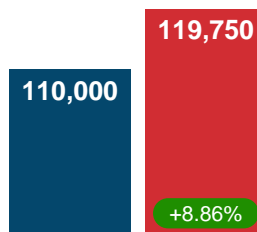
New Listings



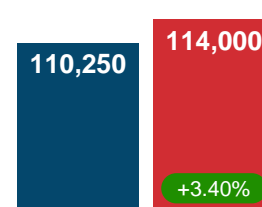
Pending Listings



List Price



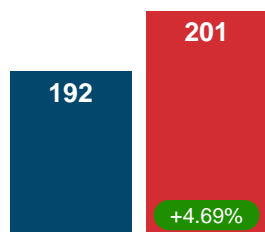
Sale Price



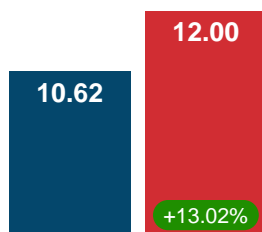
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

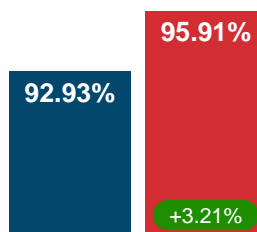
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

