

October 2018



Area Delimited by County Of McIntosh - Residential Property Type

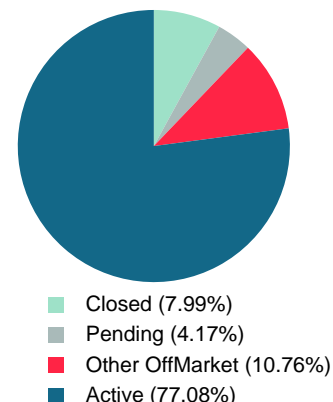


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/- %
Closed Listings	23	23	0.00%
Pending Listings	12	12	0.00%
New Listings	43	34	-20.93%
Average List Price	149,765	140,239	-6.36%
Average Sale Price	140,391	136,139	-3.03%
Average Percent of Selling Price to List Price	90.57%	97.03%	7.12%
Average Days on Market to Sale	77.22	63.00	-18.41%
End of Month Inventory	218	222	1.83%
Months Supply of Inventory	11.68	12.87	10.20%

Absorption: Last 12 months, an Average of **17** Sales/Month
Active Inventory as of October 31, 2018 = **222**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2018 rose **1.83%** to 222 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 **12.87** 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 **3.03%** in October 2018 to \$136,139 versus the previous year at \$140,391.

Average Days on Market Shortens

The average number of **63.00** days that homes spent on the market before selling decreased by 14.22 days or **18.41%** in October 2018 compared to last year's same month at **77.22** DOM.

Sales Success for October 2018 is Positive

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

There were 34 New Listings in October 2018, down **20.93%** from last year at 43. Furthermore, there were 23 Closed Listings this month versus last year at 23, a **0.00%** decrease.

Closed versus Listed trends yielded a **67.6%** ratio, up from previous year's, October 2017, at **53.5%**, a **26.47%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

October 2018



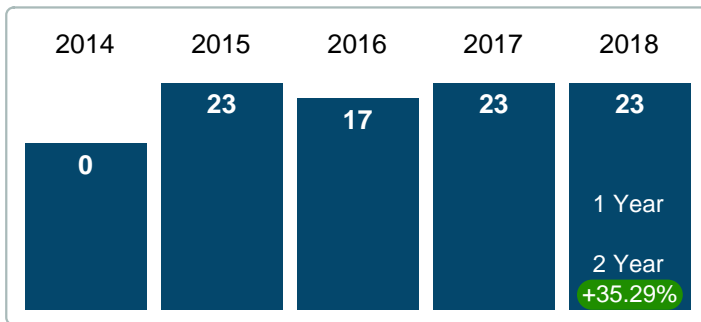
Area Delimited by County Of McIntosh - Residential Property Type



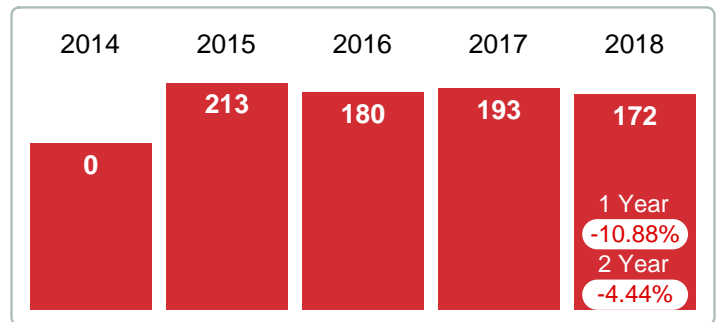
CLOSED LISTINGS

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

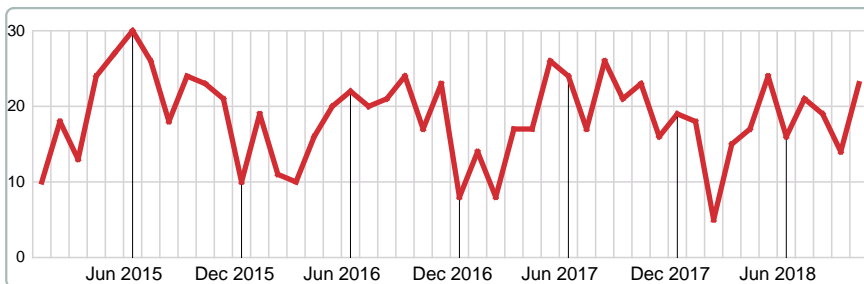
OCTOBER



YEAR TO DATE (YTD)

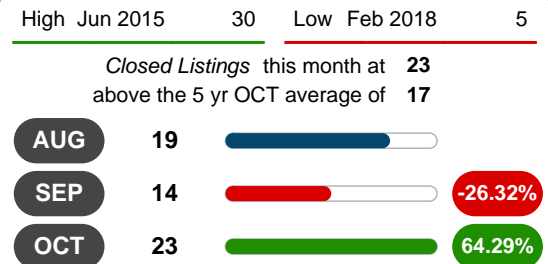


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2		8.70%	88.0	2	0	0	0
\$50,001 - \$80,000	3		13.04%	80.3	1	2	0	0
\$80,001 - \$110,000	3		13.04%	55.3	2	1	0	0
\$110,001 - \$150,000	7		30.43%	66.3	1	3	3	0
\$150,001 - \$160,000	2		8.70%	63.5	0	2	0	0
\$160,001 - \$180,000	2		8.70%	21.5	0	2	0	0
\$180,001 and up	4		17.39%	58.0	0	4	0	0
Total Closed Units			23		6	14	3	0
Total Closed Volume			3,131,199	100%	405.50K	2.31M	419.00K	0.00B
Average Closed Price			\$136,139		\$67,583	\$164,764	\$139,667	\$0

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018



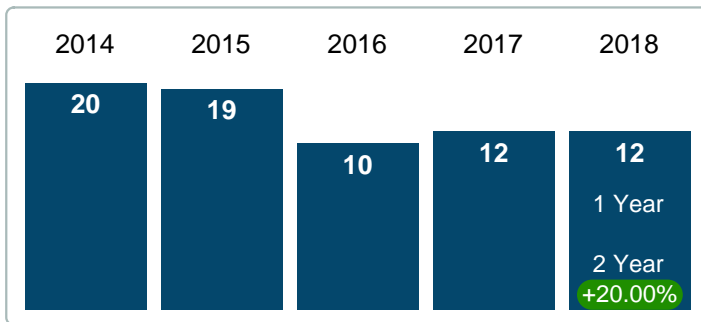
Area Delimited by County Of McIntosh - Residential Property Type



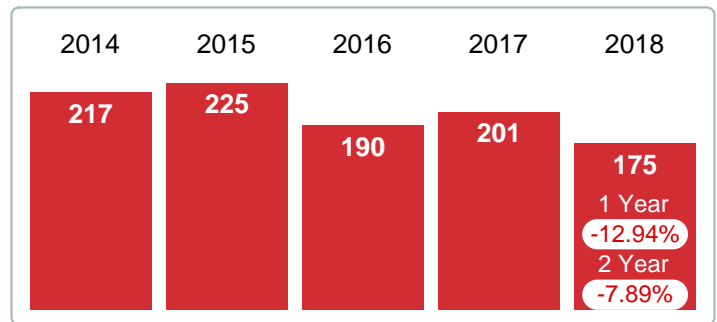
PENDING LISTINGS

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

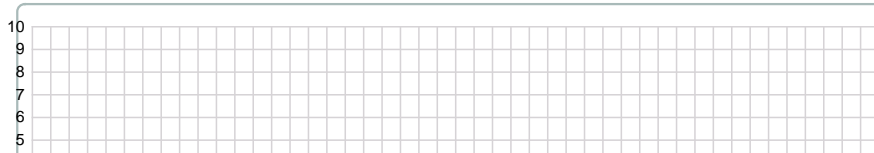
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 15

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 12
below the 5 yr OCT average of 15

AUG 0
SEP 0
OCT 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	1		8.33%	86.0	0	1	0	0
\$40,001 \$50,000	1		8.33%	99.0	1	0	0	0
\$50,001 \$60,000	2		16.67%	110.5	1	1	0	0
\$60,001 \$110,000	4		33.33%	56.8	2	2	0	0
\$110,001 \$220,000	1		8.33%	181.0	0	0	0	1
\$220,001 \$260,000	2		16.67%	119.5	1	1	0	0
\$260,001 and up	1		8.33%	84.0	0	1	0	0
Total Pending Units	12				5	6	0	1
Total Pending Volume	1,468,050			100%	548.00K	751.15K	0.00B	168.90K
Average Listing Price	\$122,338				\$109,600	\$125,192	\$0	\$168,900

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018



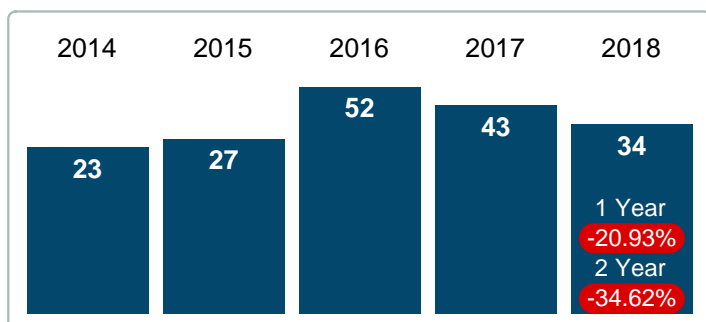
Area Delimited by County Of McIntosh - Residential Property Type



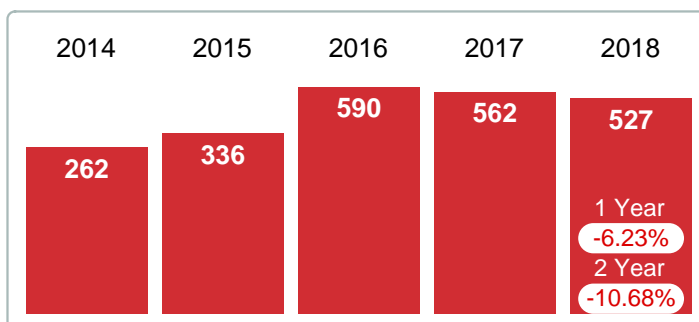
NEW LISTINGS

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

OCTOBER



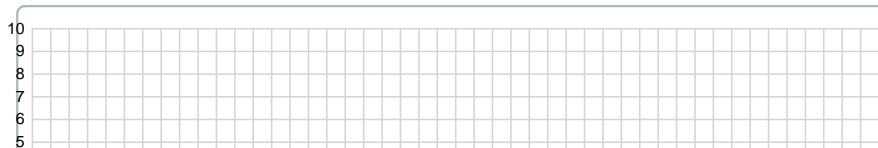
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT AVG = 36



High Oct 2018 0 Low Oct 2018 0

New Listings this month at 34
below the 5 yr OCT average of 36

AUG 0

SEP 0

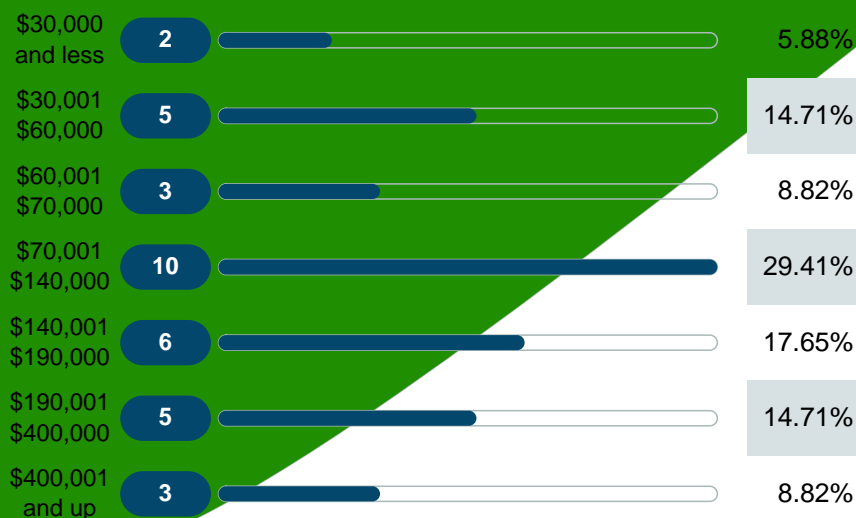
OCT 0

nan%

nan%

Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
0	2	0	0
4	1	0	0
2	1	0	0
4	4	2	0
0	6	0	0
2	3	0	0
0	1	2	0
12	18	4	0
1.07M	3.01M	2.33M	0.00B
\$88,983	\$167,389	\$582,850	\$0

Total New Listed Units	34	
Total New Listed Volume	6,412,199	100%
Average New Listed Listing Price	\$127,880	

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018



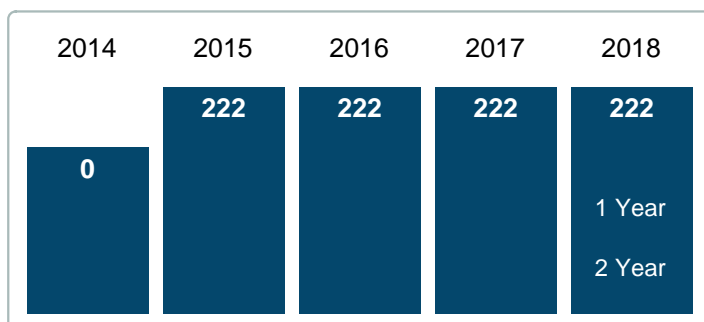
Area Delimited by County Of McIntosh - Residential Property Type



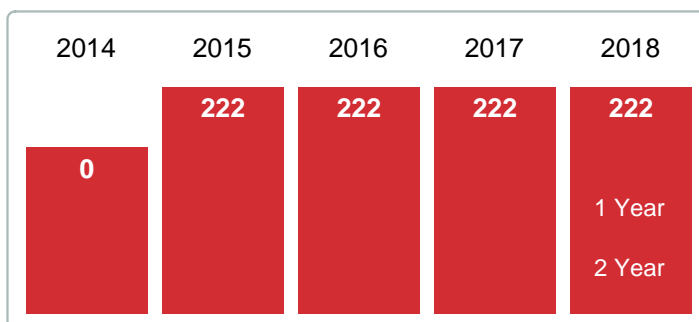
ACTIVE INVENTORY

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

END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 178

High Oct 2018 222 Low Oct 2018 222

Inventory this month at 222
above the 5 yr OCT average of 178

AUG 222

SEP 222

OCT 222

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7		3.15%	71.7	4	3	0	0
\$25,001 - \$75,000	43		19.37%	81.2	27	15	1	0
\$75,001 - \$100,000	22		9.91%	91.4	10	9	3	0
\$100,001 - \$175,000	64		28.83%	89.0	13	39	12	0
\$175,001 - \$250,000	34		15.32%	86.3	6	22	5	1
\$250,001 - \$375,000	26		11.71%	97.8	2	13	10	1
\$375,001 and up	26		11.71%	84.2	0	9	12	5
Total Active Inventory by Units			222		62	110	43	7
Total Active Inventory by Volume			45,649,709	100%	5.99M	21.75M	14.16M	3.75M
Average Active Inventory Listing Price			\$205,629		\$96,560	\$197,758	\$329,275	\$535,829

October 2018



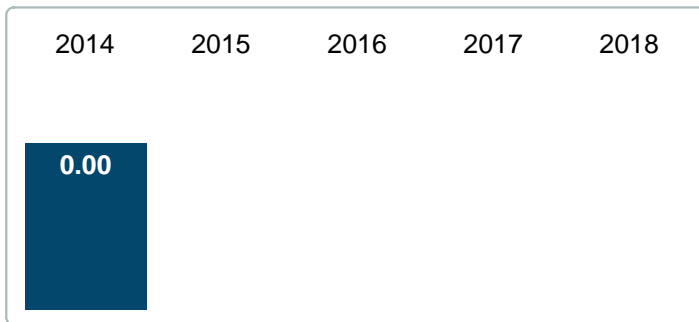
Area Delimited by County Of McIntosh - Residential Property Type



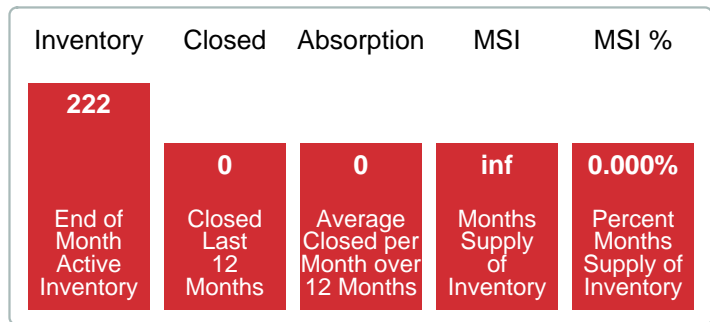
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR OCTOBER



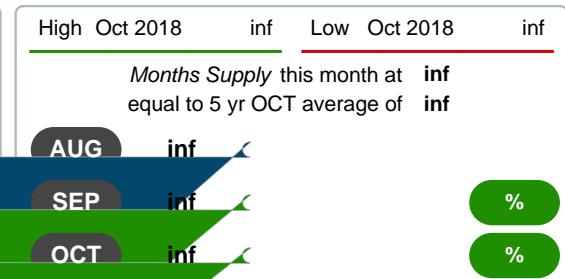
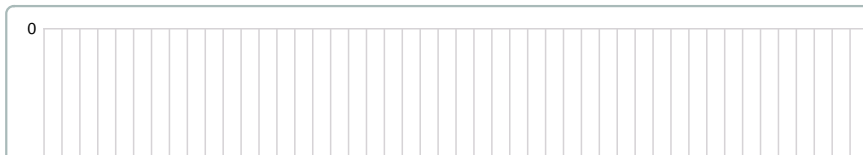
INDICATORS FOR OCTOBER 2018



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year OCT 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	18		8.11%	6.75	9.88	4.00	0.00	0.00
\$40,001 \$70,000	29		13.06%	12.43	27.43	8.00	4.00	0.00
\$70,001 \$110,000	29		13.06%	6.69	7.20	6.22	7.20	0.00
\$110,001 \$180,000	62		27.93%	14.04	9.60	14.32	22.29	0.00
\$180,001 \$260,000	35		15.77%	22.11	0.00	16.50	24.00	0.00
\$260,001 \$390,000	26		11.71%	15.60	0.00	11.14	40.00	4.00
\$390,001 and up	23		10.36%	92.00	0.00	48.00	120.00	0.00
Market Supply of Inventory (MSI)			12.87		12.61	11.00	21.50	21.00
			100%	12.87				
Total Active Inventory by Units			222		62	110	43	7

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018



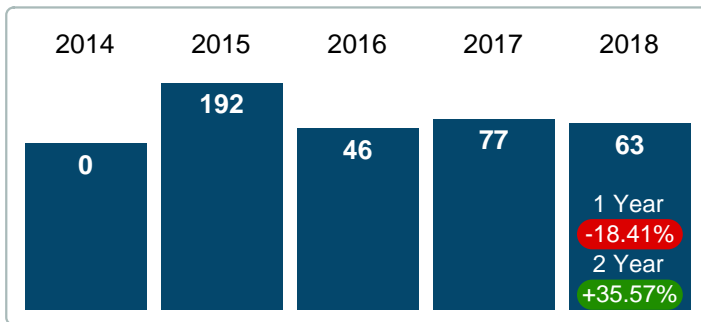
Area Delimited by County Of McIntosh - Residential Property Type



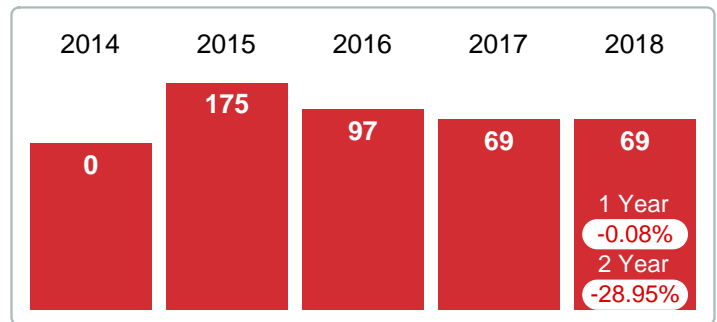
AVERAGE DAYS ON MARKET TO SALE

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

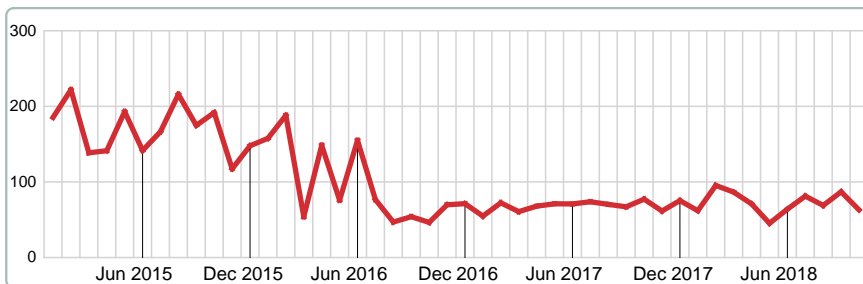
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 76

High Feb 2015 222 Low May 2018 45

Average Days on Market to Sale this month at 63
below the 5 yr OCT average of 76

AUG	69	
SEP	87	26.18%
OCT	63	-27.53%

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
\$50,000 and less	2		8.70%	88	88	0	0	0
\$50,001 \$80,000	3		13.04%	80	85	78	0	0
\$80,001 \$110,000	3		13.04%	55	78	11	0	0
\$110,001 \$150,000	7		30.43%	66	27	63	82	0
\$150,001 \$160,000	2		8.70%	64	0	64	0	0
\$160,001 \$180,000	2		8.70%	22	0	22	0	0
\$180,001 and up	4		17.39%	58	0	58	0	0
Average Closed DOM		63			74	54	82	0
Total Closed Units		23	100%	63	6	14	3	
Total Closed Volume		3,131,199			405.50K	2.31M	419.00K	0.00B

October 2018



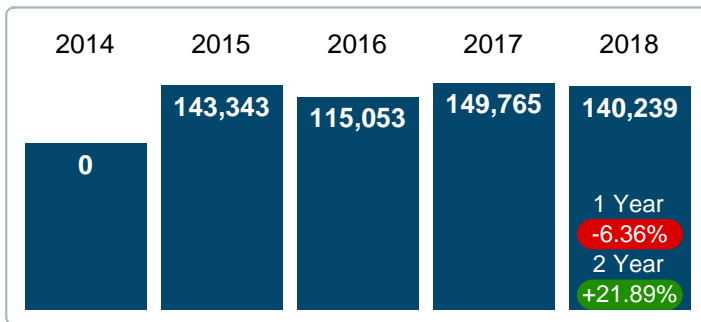
Area Delimited by County Of McIntosh - Residential Property Type



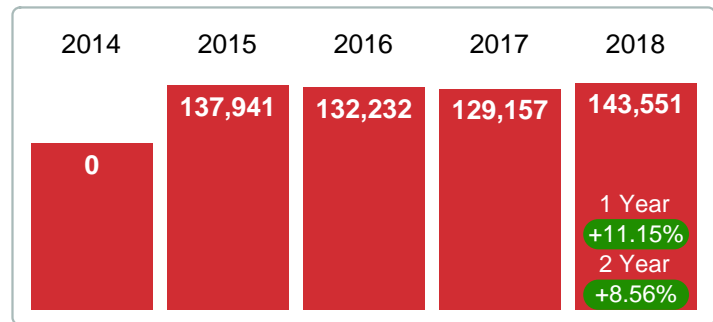
AVERAGE LIST PRICE AT CLOSING

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

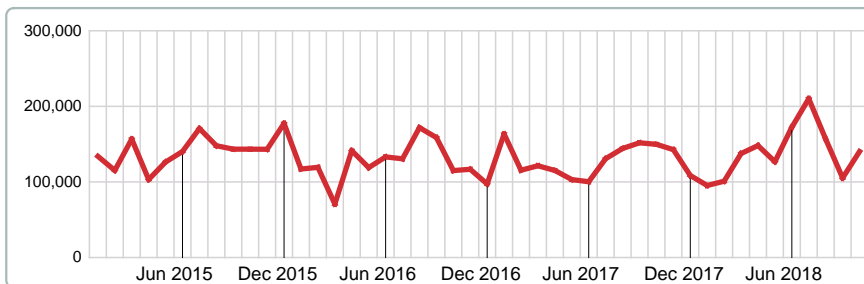
OCTOBER



YEAR TO DATE (YTD)



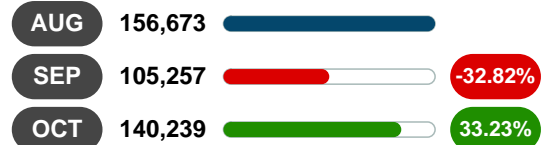
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 109,680

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

Average List Price at Closing this month at 140,239
above the 5 yr OCT average of 109,680

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
\$50,000 and less	2	8.70%	39,500	39,500	0	0	0
\$50,001 - \$80,000	4	17.39%	69,225	59,000	69,000	0	0
\$80,001 - \$110,000	2	8.70%	87,250	82,200	89,999	0	0
\$110,001 - \$150,000	5	21.74%	135,180	125,000	154,933	147,133	0
\$150,001 - \$160,000	3	13.04%	159,600	0	165,450	0	0
\$160,001 - \$180,000	2	8.70%	165,450	0	156,500	0	0
\$180,001 and up	5	21.74%	241,900	0	255,000	0	0
Average List Price			140,239	71,233	168,336	147,133	0
Total Closed Units		100%	140,239	6	14	3	
Total Closed Volume			3,225,499	427.40K	2.36M	441.40K	0.00B

October 2018



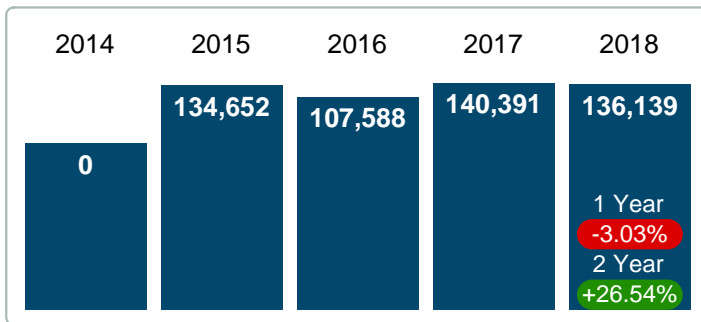
Area Delimited by County Of McIntosh - Residential Property Type



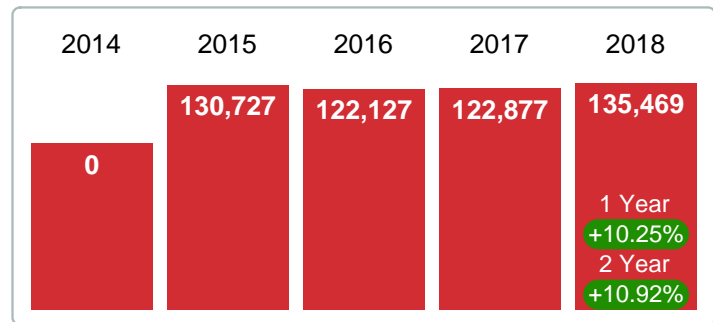
AVERAGE SOLD PRICE AT CLOSING

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

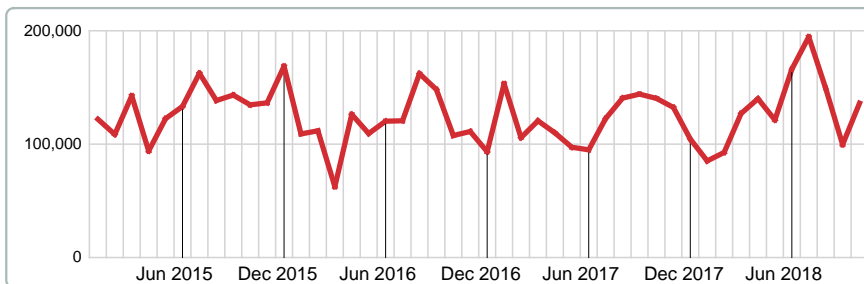
OCTOBER



YEAR TO DATE (YTD)



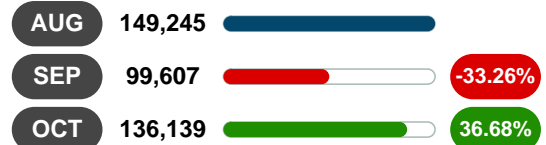
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 103,754

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

Average Sold Price at Closing this month at 136,139
above the 5 yr OCT average of 103,754

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
\$50,000 and less	2			8.70%	36,250	36,250	0	0	0
\$50,001 \$80,000	3			13.04%	65,667	54,000	71,500	0	0
\$80,001 \$110,000	3			13.04%	82,667	82,000	84,000	0	0
\$110,001 \$150,000	7			30.43%	136,357	115,000	140,167	139,667	0
\$150,001 \$160,000	2			8.70%	160,000	0	160,000	0	0
\$160,001 \$180,000	2			8.70%	170,100	0	170,100	0	0
\$180,001 and up	4			17.39%	249,750	0	249,750	0	0
Average Sold Price					136,139	67,583	164,764	139,667	0
Total Closed Units				100%	136,139	6	14	3	
Total Closed Volume					3,131,199	405.50K	2.31M	419.00K	0.00B

October 2018



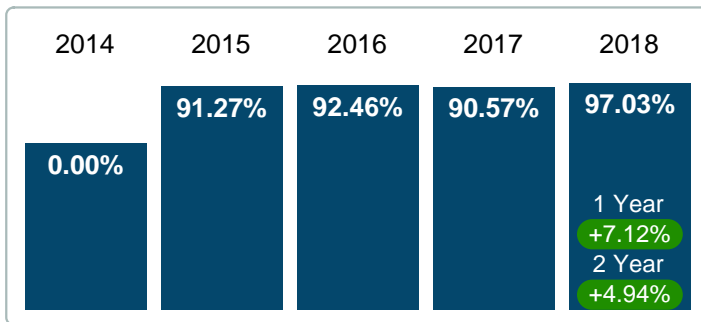
Area Delimited by County Of McIntosh - Residential Property Type



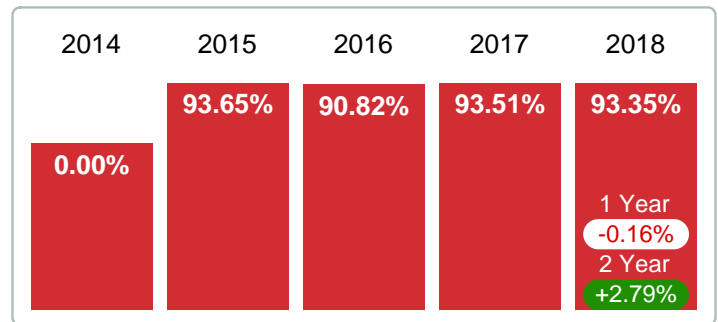
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

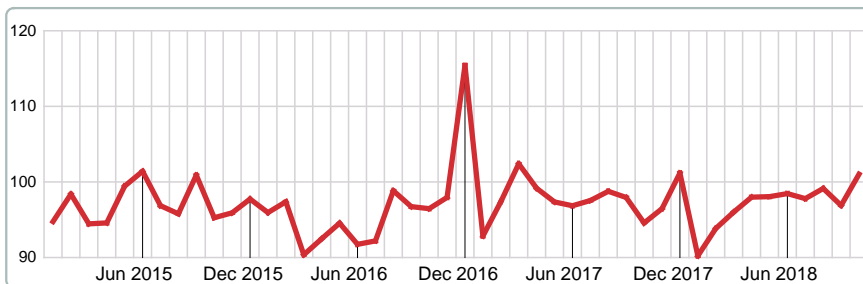
OCTOBER



YEAR TO DATE (YTD)



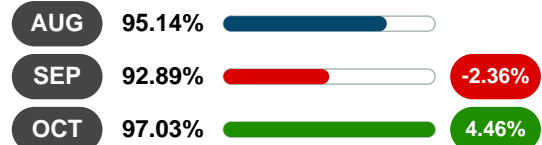
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74.27%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **97.03%**
above the 5 yr OCT average of **74.27%**

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
\$50,000 and less	2	8.70%	91.88%	91.88%	0.00%	0.00%	0.00%
\$50,001 - \$80,000	3	13.04%	99.56%	91.53%	103.57%	0.00%	0.00%
\$80,001 - \$110,000	3	13.04%	97.67%	99.83%	93.33%	0.00%	0.00%
\$110,001 - \$150,000	7	30.43%	92.66%	92.00%	90.35%	95.19%	0.00%
\$150,001 - \$160,000	2	8.70%	96.75%	0.00%	96.75%	0.00%	0.00%
\$160,001 - \$180,000	2	8.70%	112.35%	0.00%	112.35%	0.00%	0.00%
\$180,001 and up	4	17.39%	97.34%	0.00%	97.34%	0.00%	0.00%
Average Sold/List Ratio		97.00%		94.49%	98.51%	95.19%	0.00%
Total Closed Units		23	100%	6	14	3	
Total Closed Volume		3,131,199		405.50K	2.31M	419.00K	0.00B

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018



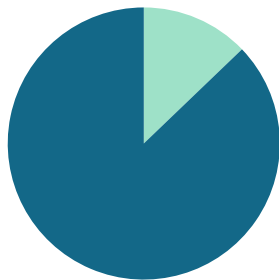
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
34 = 12.83%

Start Inventory
231

Total Inventory
Units
265

Volume
\$52,370,959

Market Activity

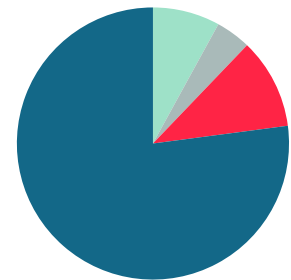
Closed Sales
23 = 7.99%

Pending Sales
12 = 4.17%

Other Off Market
31 = 10.76%

Active Inventory
222 = 77.08%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	23	23	0.00%	193	172	-10.88%
Pending Sales	12	12	0.00%	201	175	-12.94%
New Listings	43	34	-20.93%	562	527	-6.23%
Average List Price	149,765	140,239	-6.36%	129,157	143,551	11.15%
Average Sale Price	140,391	136,139	-3.03%	122,877	135,469	10.25%
Average Percent of Selling Price to List Price	90.57%	97.03%	7.12%	93.51%	93.35%	-0.16%
Average Days on Market to Sale	77.22	63.00	-18.41%	69.17	69.12	-0.08%
Monthly Inventory	218	222	1.83%	218	222	1.83%
Months Supply of Inventory	11.68	12.87	10.20%	11.68	12.87	10.20%

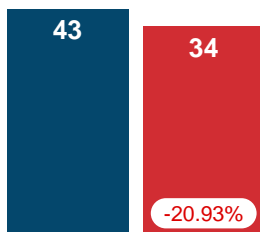
Absorption: Last 12 months, an Average of 17 Sales/Month**Inventory** on October 31, 2018 = 222

2017 2018

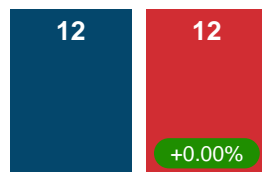
OCTOBER MARKET

AVERAGE PRICES

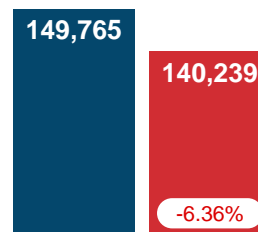
New Listings



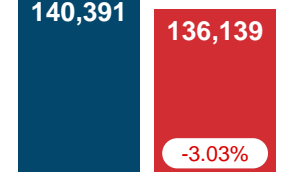
Pending Listings



List Price



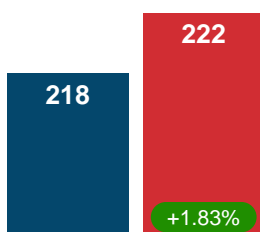
Sale Price



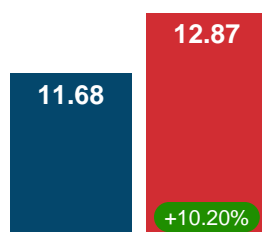
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

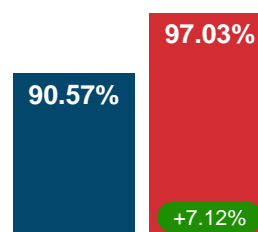
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

