

October 2018



Area Delimited by County Of McIntosh - Residential Property Type

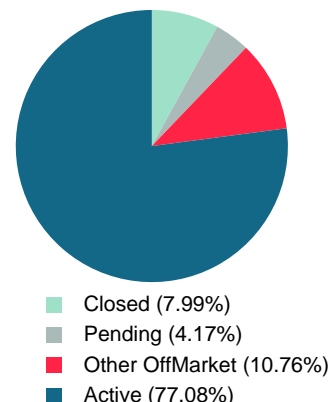


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	115,000	142,000	23.48%
Median Sale Price	108,000	142,000	31.48%
Median Percent of Selling Price to List Price	93.91%	95.36%	1.54%
Median Days on Market to Sale	90.00	51.00	-43.33%
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.

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 **31.48%** in October 2018 to \$142,000 versus the previous year at \$108,000.

Median Days on Market Shortens

The median number of **51.00** days that homes spent on the market before selling decreased by 39.00 days or **43.33%** in October 2018 compared to last year's same month at **90.00** DOM.

Sales Success for October 2018 is Positive

Overall, with Median Prices going up 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



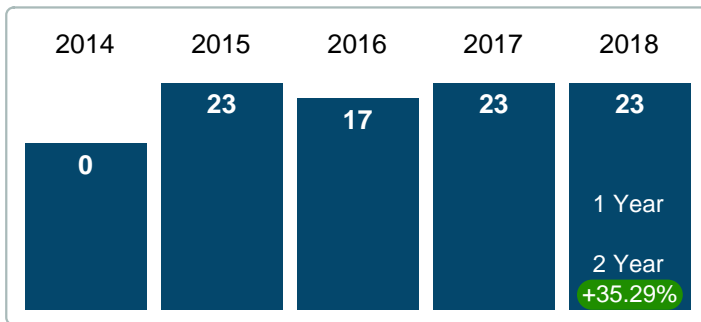
Area Delimited by County Of McIntosh - Residential Property Type



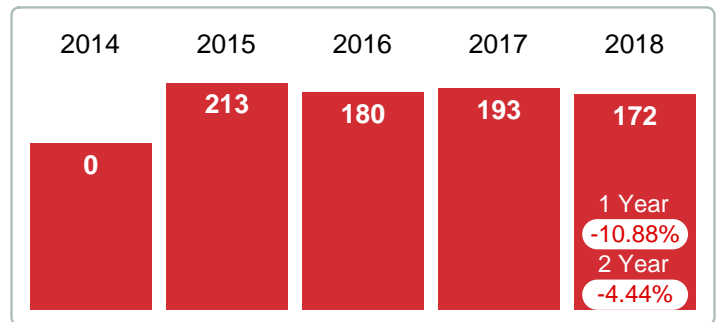
CLOSED LISTINGS

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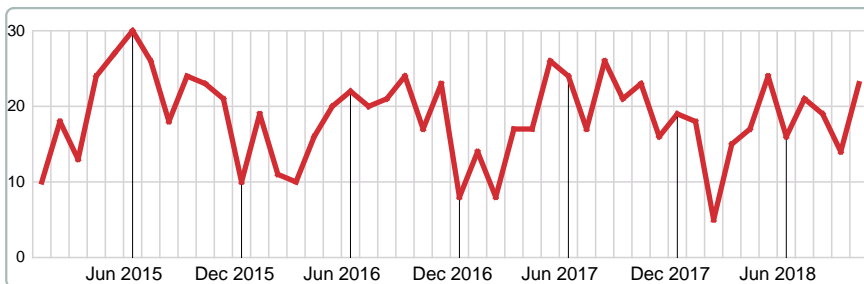
OCTOBER



YEAR TO DATE (YTD)

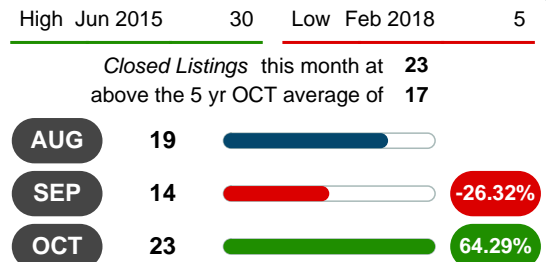


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	85.0	1	2	0	0
\$80,001 - \$110,000	3	13.04%	19.0	2	1	0	0
\$110,001 - \$150,000	7	30.43%	51.0	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%	49.5	0	4	0	0
Total Closed Units	23			6	14	3	0
Total Closed Volume	3,131,199	100%	51.0	405.50K	2.31M	419.00K	0.00B
Median Closed Price	\$142,000			\$68,000	\$160,000	\$142,000	\$0

Contact: MLS Technology Inc.

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October 2018



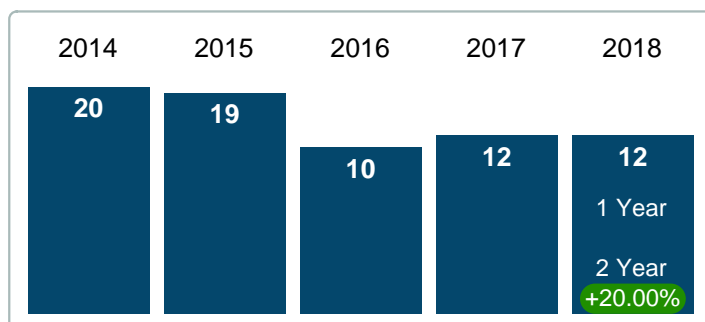
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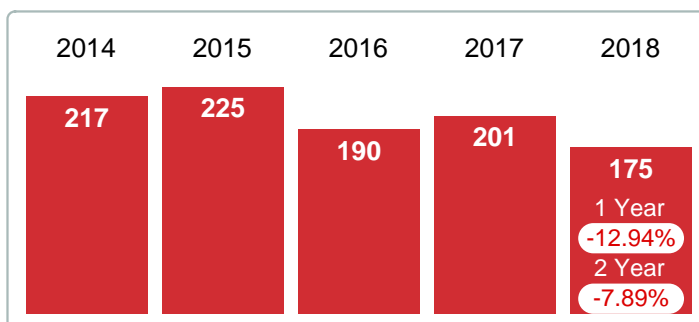
PENDING LISTINGS

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OCTOBER



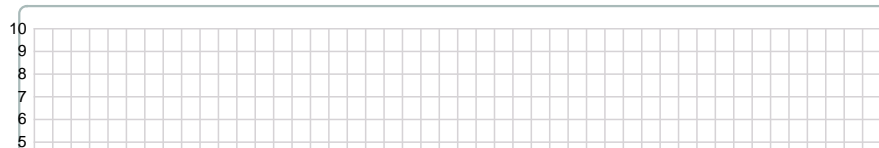
YEAR TO DATE (YTD)



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			%	MDOM	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%	23.0	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
Median Listing Price	\$82,000				\$75,000	\$78,500	\$0	\$168,900

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October 2018



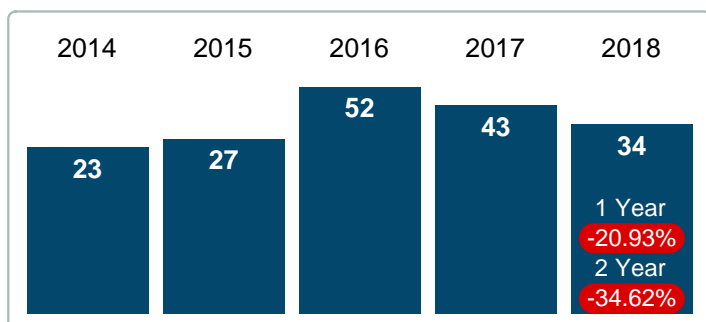
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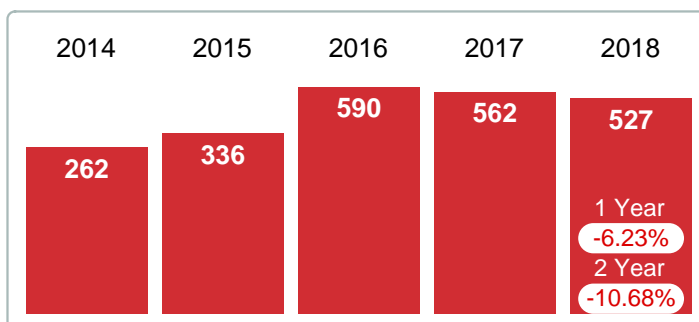
NEW LISTINGS

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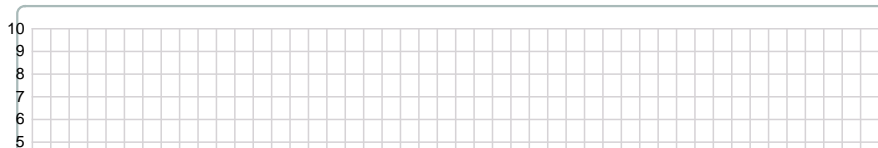
OCTOBER



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**

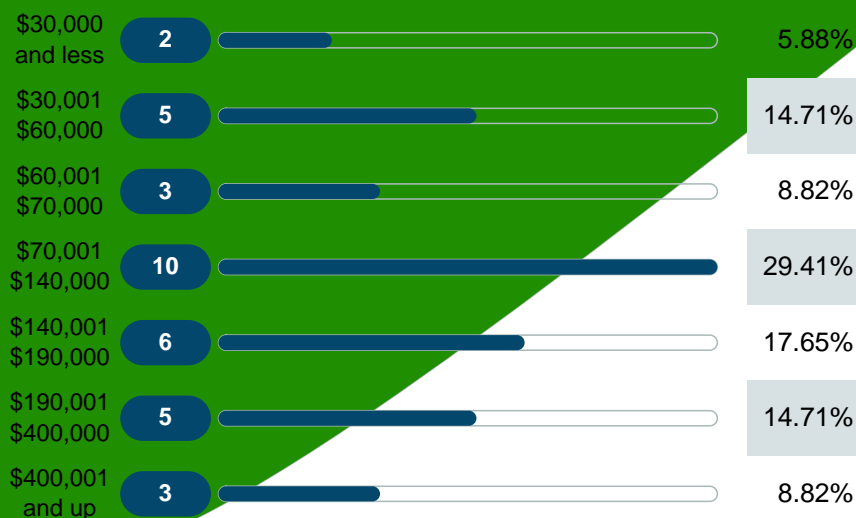
AUG 0
SEP 0
OCT 0

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

Total New Listed Units	34	
Total New Listed Volume	6,412,199	100%
Median New Listed Listing Price	\$109,450	

12	18	4	0
1.07M	3.01M	2.33M	0.00B
\$72,000	\$144,900	\$274,450	\$0

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October 2018



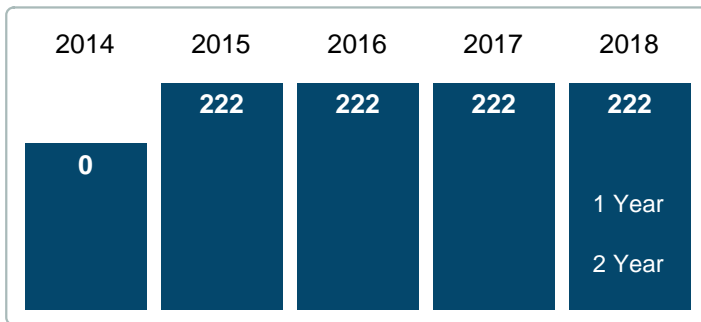
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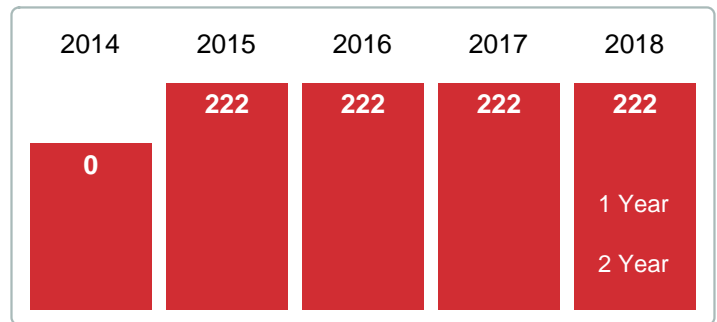
ACTIVE INVENTORY

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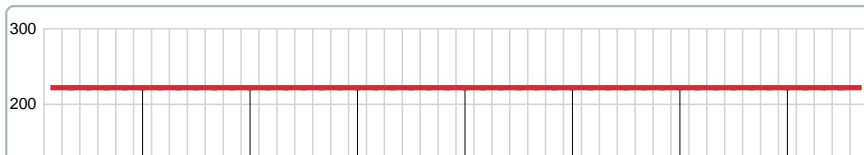
END OF OCTOBER



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			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	18		8.11%	90.5	14	4	0	0
\$40,001 \$70,000	29		13.06%	77.0	16	12	1	0
\$70,001 \$110,000	29		13.06%	72.0	12	14	3	0
\$110,001 \$180,000	62		27.93%	91.0	12	37	13	0
\$180,001 \$260,000	35		15.77%	91.0	6	22	6	1
\$260,001 \$390,000	26		11.71%	104.0	2	13	10	1
\$390,001 and up	23		10.36%	93.0	0	8	10	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
Median Active Inventory Listing Price			\$144,900		\$75,000	\$157,000	\$259,500	\$489,500

October 2018



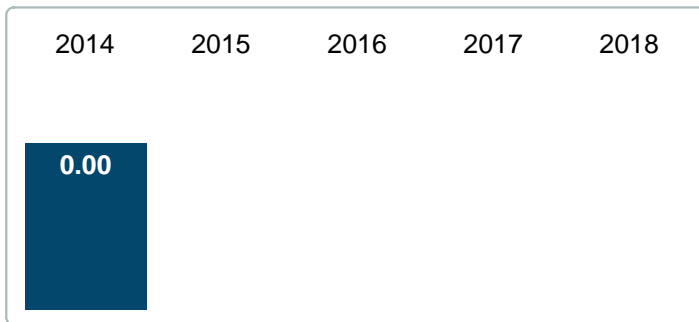
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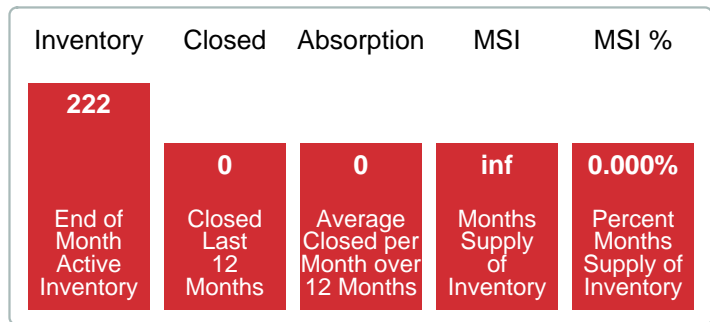
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



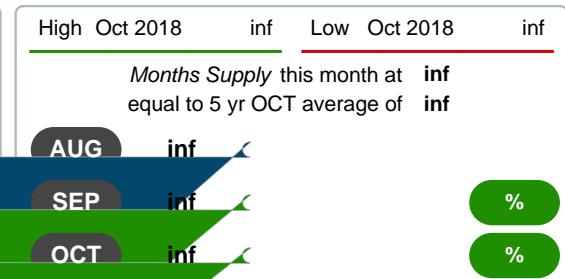
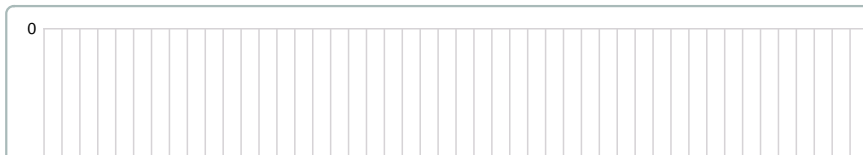
INDICATORS FOR OCTOBER 2018



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

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October 2018



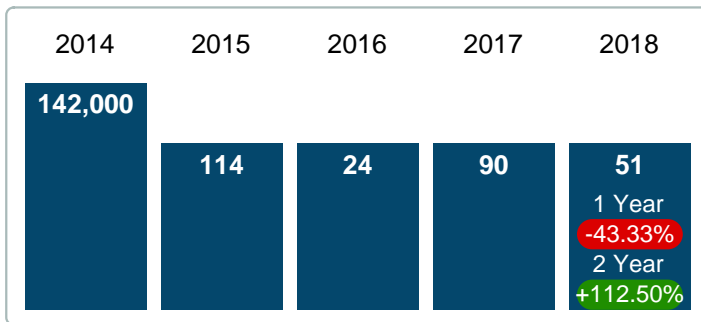
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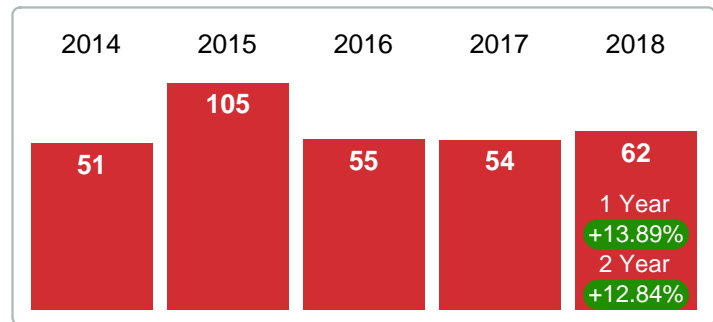
MEDIAN DAYS ON MARKET TO SALE

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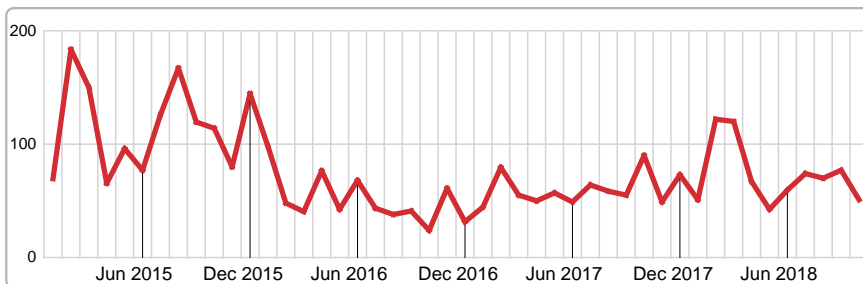
OCTOBER



YEAR TO DATE (YTD)



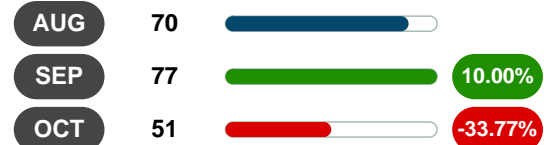
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28,456

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 51
below the 5 yr OCT average of 28,456

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
\$50,000 and less	2	8.70%	88	88	0	0	0
\$50,001 - \$80,000	3	13.04%	85	85	78	0	0
\$80,001 - \$110,000	3	13.04%	19	78	11	0	0
\$110,001 - \$150,000	7	30.43%	51	27	51	91	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%	50	0	50	0	0
Median Closed DOM	51			85	37	91	0
Total Closed Units	23	100%	51.0	6	14	3	
Total Closed Volume	3,131,199			405.50K	2.31M	419.00K	0.00B

October 2018



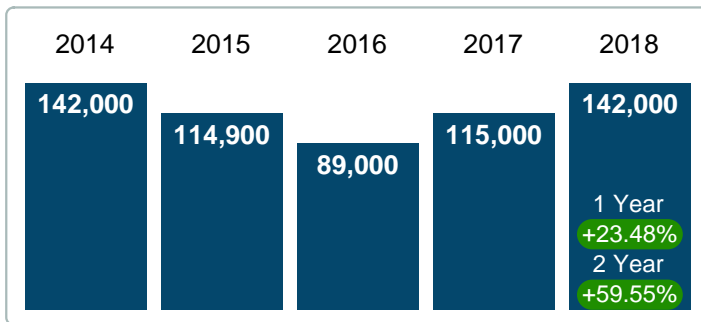
Area Delimited by County Of McIntosh - Residential Property Type



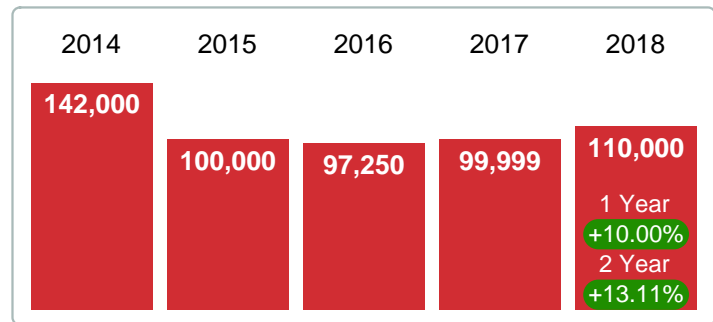
MEDIAN LIST PRICE AT CLOSING

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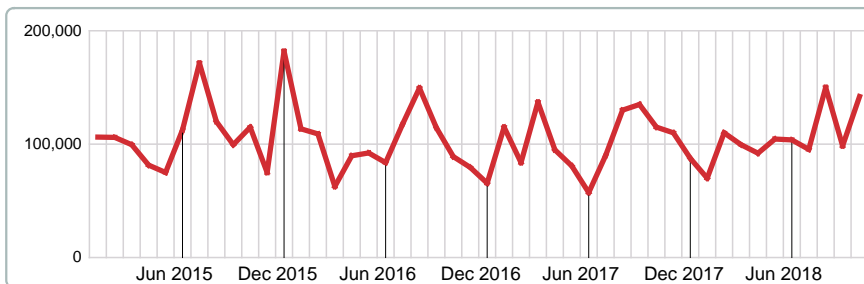
OCTOBER



YEAR TO DATE (YTD)

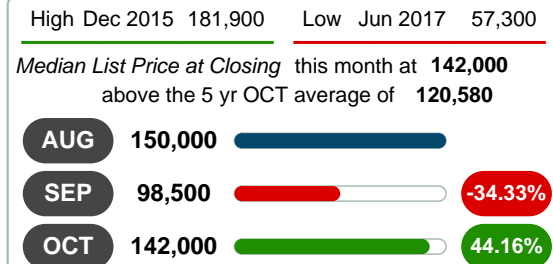


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 120,580



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
\$50,000 and less	2	8.70%	39,500	39,500	0	0	0
\$50,001 \$80,000	4	17.39%	69,000	69,450	69,000	0	0
\$80,001 \$110,000	2	8.70%	87,250	84,500	89,999	0	0
\$110,001 \$150,000	5	21.74%	139,500	125,000	134,700	140,750	0
\$150,001 \$160,000	3	13.04%	159,900	0	159,450	159,900	0
\$160,001 \$180,000	2	8.70%	165,450	0	165,450	0	0
\$180,001 and up	5	21.74%	194,000	0	194,000	0	0
Median List Price			142,000	69,450	160,900	142,000	0
Total Closed Units		100%	142,000	6	14	3	
Total Closed Volume			3,225,499	427.40K	2.36M	441.40K	0.00B

October 2018



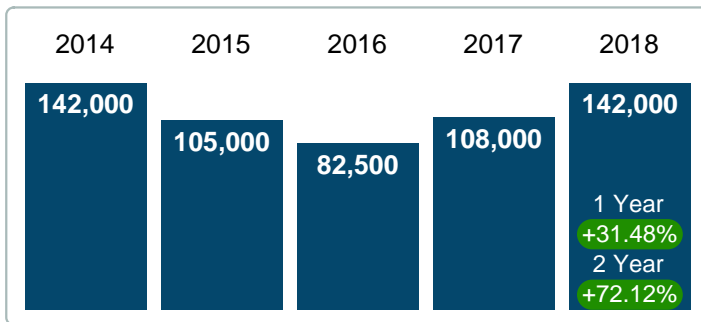
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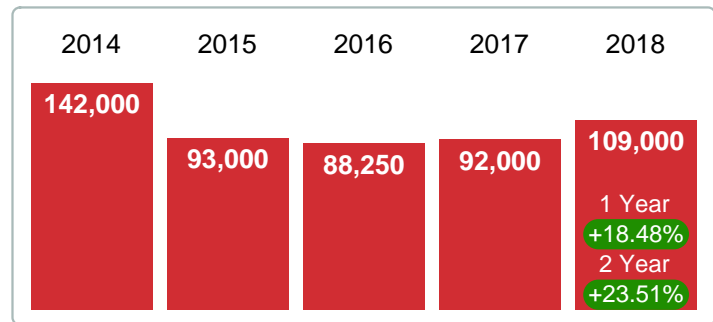
MEDIAN SOLD PRICE AT CLOSING

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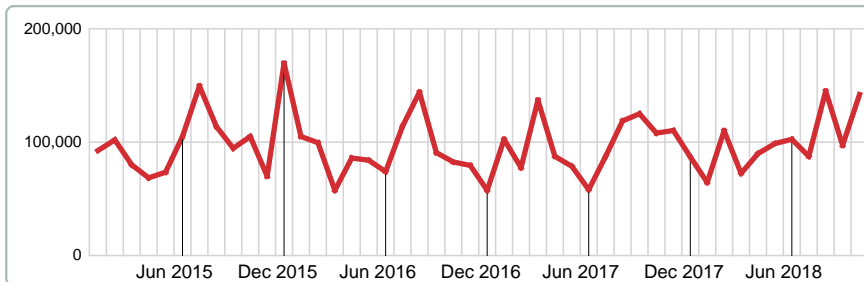
OCTOBER



YEAR TO DATE (YTD)

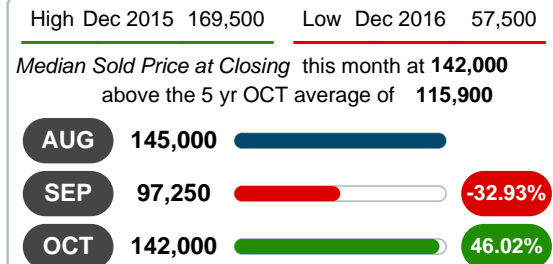


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 115,900



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
\$50,000 and less	2	8.70%	36,250	36,250	0	0	0
\$50,001 - \$80,000	3	13.04%	68,000	54,000	71,500	0	0
\$80,001 - \$110,000	3	13.04%	82,000	82,000	84,000	0	0
\$110,001 - \$150,000	7	30.43%	142,000	115,000	145,000	142,000	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%	189,500	0	189,500	0	0
Median Sold Price			142,000	68,000	160,000	142,000	0
Total Closed Units		100%	142,000	6	14	3	
Total Closed Volume			3,131,199	405.50K	2.31M	419.00K	0.00B

October 2018



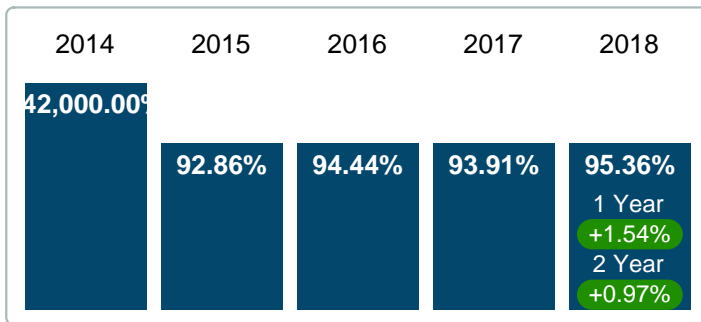
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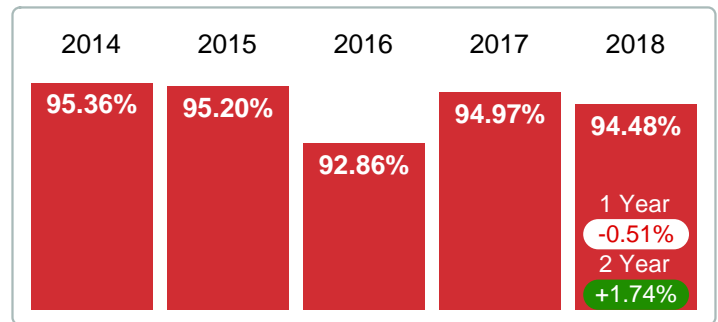
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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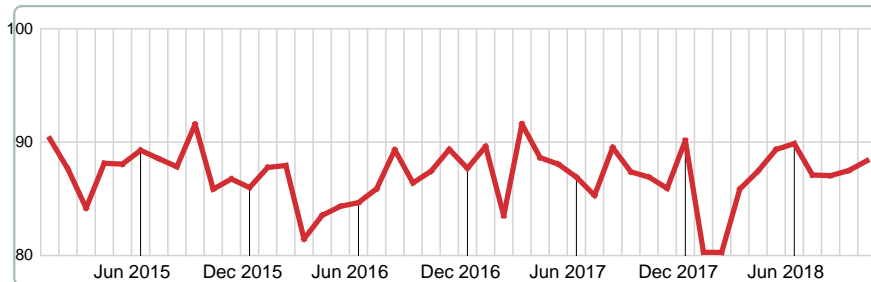
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28,475.32%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at 95.36%
below the 5 yr OCT average of 28,475.32%

AUG	94.05%	
SEP	94.50%	0.48%
OCT	95.36%	0.92%

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
\$50,000 and less	2	8.70%	91.88%	91.88%	0.00%	0.00%	0.00%
\$50,001 \$80,000	3	13.04%	100.00%	91.53%	103.57%	0.00%	0.00%
\$80,001 \$110,000	3	13.04%	97.04%	99.83%	93.33%	0.00%	0.00%
\$110,001 \$150,000	7	30.43%	92.00%	92.00%	90.68%	96.77%	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%	97.68%	0.00%	97.68%	0.00%	0.00%
Median Sold/List Ratio		95.36%		94.52%	95.17%	96.77%	0.00%
Total Closed Units		23	100%	6	14	3	
Total Closed Volume		3,131,199		405.50K	2.31M	419.00K	0.00B

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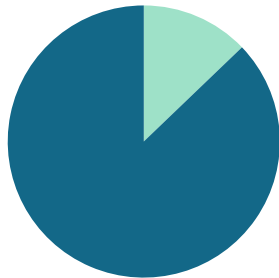
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MARKET SUMMARY

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INVENTORY

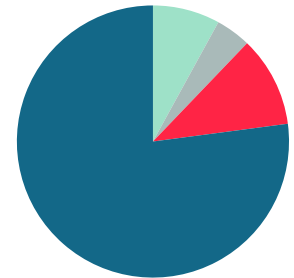


Inventory
New Listings 34 = 12.83%
Start Inventory 231
Total Inventory Units 265
Volume \$52,370,959

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%
Median List Price	115,000	142,000	23.48%	99,999	110,000	10.00%
Median Sale Price	108,000	142,000	31.48%	92,000	109,000	18.48%
Median Percent of Selling Price to List Price	93.91%	95.36%	1.54%	94.97%	94.48%	-0.51%
Median Days on Market to Sale	90.00	51.00	-43.33%	54.00	61.50	13.89%
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

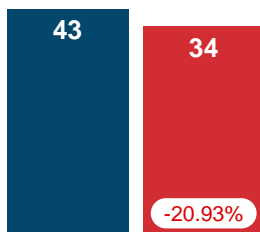
Inventory on October 31, 2018 = 222

2017	2018
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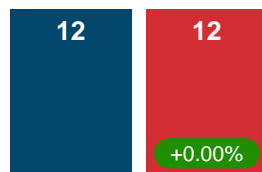
OCTOBER MARKET

MEDIAN PRICES

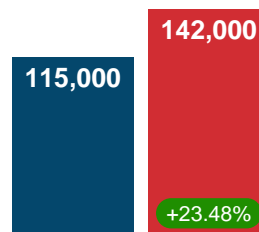
New Listings



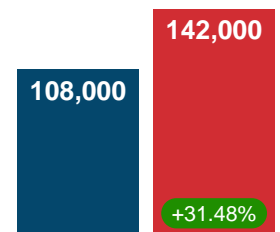
Pending Listings



List Price



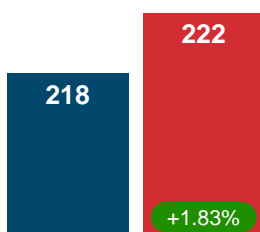
Sale Price



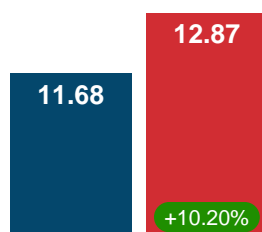
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

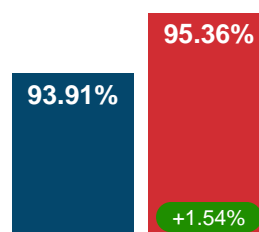
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

