

August 2019



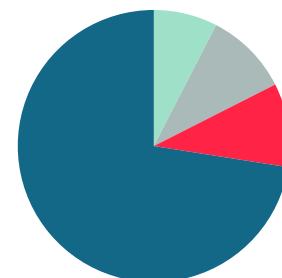
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	19	19	0.00%
Pending Listings	14	25	78.57%
New Listings	42	40	-4.76%
Average List Price	156,673	139,100	-11.22%
Average Sale Price	149,245	130,442	-12.60%
Average Percent of Selling Price to List Price	95.14%	90.51%	-4.87%
Average Days on Market to Sale	68.89	63.21	-8.25%
End of Month Inventory	238	182	-23.53%
Months Supply of Inventory	13.35	9.29	-30.36%



■ Closed (7.57%)
■ Pending (9.96%)
■ Other OffMarket (9.96%)
■ Active (72.51%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of August 31, 2019 = **182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **23.53%** to 182 existing homes available for sale. Over the last 12 months this area has had an average of 20 closed sales per month. This represents an unsold inventory index of **9.29** 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 **12.60%** in August 2019 to \$130,442 versus the previous year at \$149,245.

Average Days on Market Shortens

The average number of **63.21** days that homes spent on the market before selling decreased by 5.68 days or **8.25%** in August 2019 compared to last year's same month at **68.89** DOM.

Sales Success for August 2019 is Positive

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

There were 40 New Listings in August 2019, down **4.76%** from last year at 42. Furthermore, there were 19 Closed Listings this month versus last year at 19, a **0.00%** decrease.

Closed versus Listed trends yielded a **47.5%** ratio, up from previous year's, August 2018, at **45.2%**, a **5.00%** upswing. This will certainly create pressure on a decreasing 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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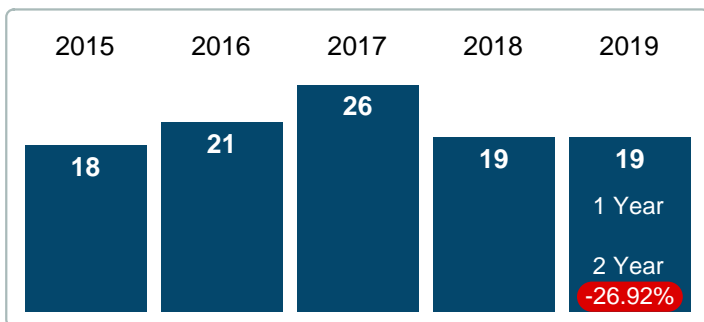
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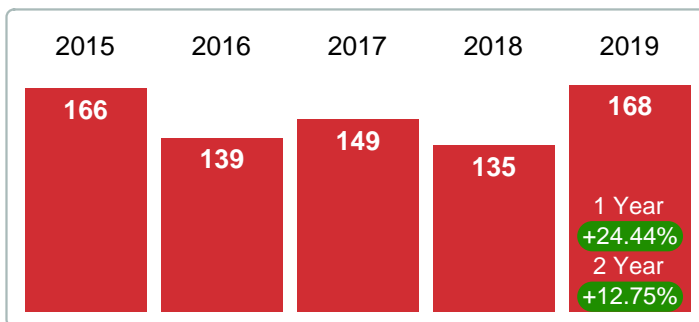
CLOSED LISTINGS

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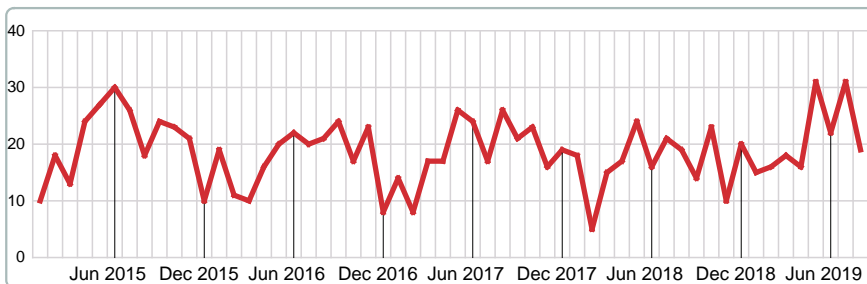
AUGUST



YEAR TO DATE (YTD)

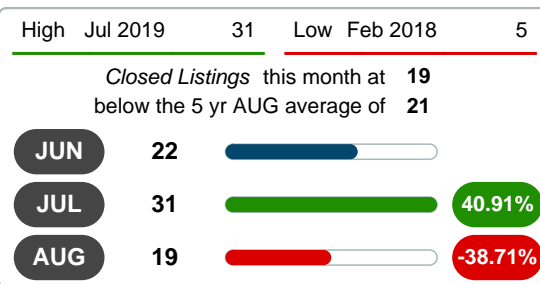


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 21



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	10.53%	49.0	1	1	0	0
\$20,001 - \$50,000	2	10.53%	52.5	0	2	0	0
\$50,001 - \$70,000	3	15.79%	91.0	0	3	0	0
\$70,001 - \$110,000	3	15.79%	66.0	1	2	0	0
\$110,001 - \$170,000	4	21.05%	76.3	2	0	2	0
\$170,001 - \$290,000	4	21.05%	29.5	0	2	2	0
\$290,001 and up	1	5.26%	104.0	0	0	1	0
Total Closed Units	19			4	10	5	0
Total Closed Volume	2,478,400	100%	63.2	382.00K	811.40K	1.29M	0.00B
Average Closed Price	\$130,442			\$95,500	\$81,140	\$257,000	\$0

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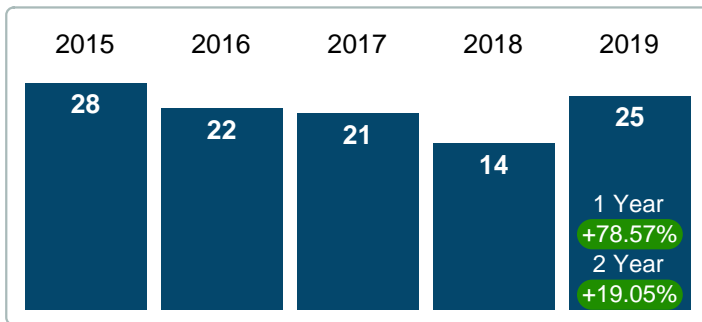
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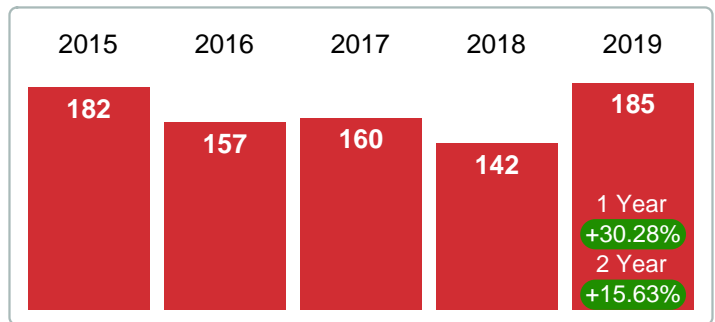
PENDING LISTINGS

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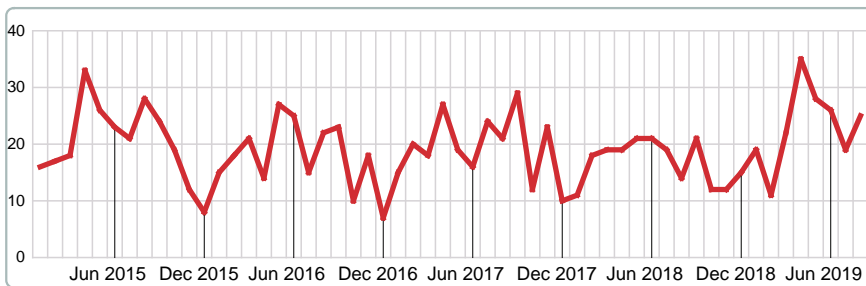
AUGUST



YEAR TO DATE (YTD)

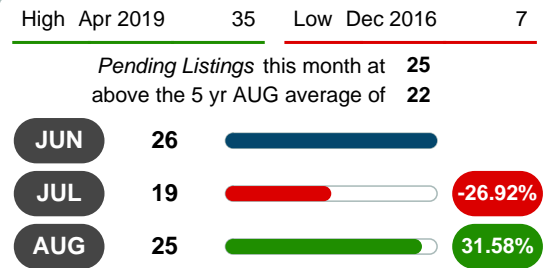


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	4.00%	87.0	0	1	0	0
\$20,001 - \$40,000	5	20.00%	76.0	4	1	0	0
\$40,001 - \$50,000	1	4.00%	9.0	1	0	0	0
\$50,001 - \$80,000	7	28.00%	77.4	3	4	0	0
\$80,001 - \$110,000	3	12.00%	110.0	0	2	1	0
\$110,001 - \$350,000	5	20.00%	65.0	1	4	0	0
\$350,001 and up	3	12.00%	27.3	0	2	0	1
Total Pending Units	25			9	14	1	1
Total Pending Volume	3,032,300	100%	72.9	590.90K	1.71M	85.90K	650.00K
Average Listing Price	\$121,388			\$65,656	\$121,821	\$85,900	\$650,000

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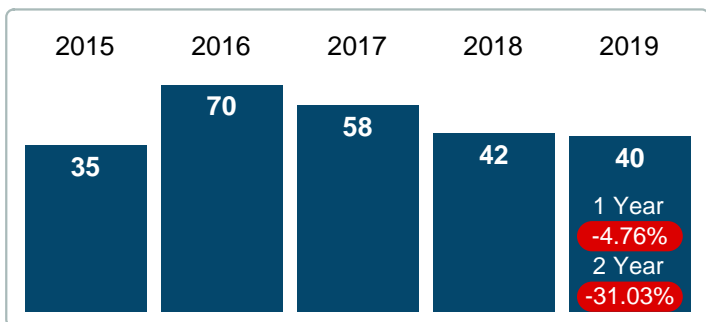
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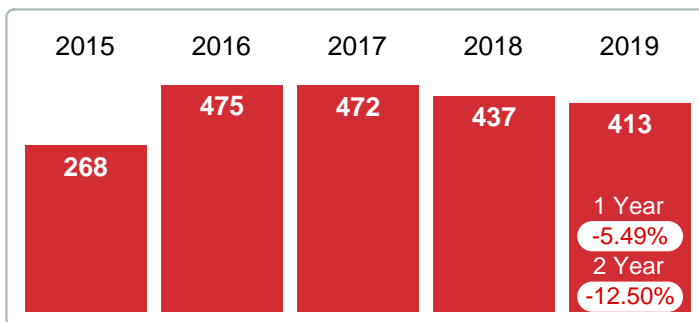
NEW LISTINGS

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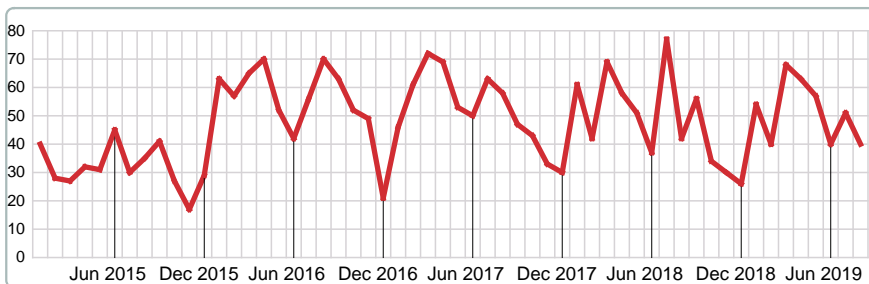
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 49

High Jul 2018 77 Low Nov 2015 17

New Listings this month at 40
below the 5 yr AUG average of 49



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.00%	1	1	0	0
\$50,001 - \$75,000	6	15.00%	1	5	0	0
\$75,001 - \$100,000	7	17.50%	0	6	1	0
\$100,001 - \$175,000	11	27.50%	2	8	1	0
\$175,001 - \$250,000	6	15.00%	0	3	3	0
\$250,001 - \$375,000	4	10.00%	0	2	1	1
\$375,001 and up	4	10.00%	0	3	0	1
Total New Listed Units	40		4	28	6	2
Total New Listed Volume	7,477,000	100%	417.50K	4.97M	1.25M	840.00K
Average New Listed Listing Price	\$162,663		\$104,375	\$177,464	\$208,417	\$420,000

August 2019



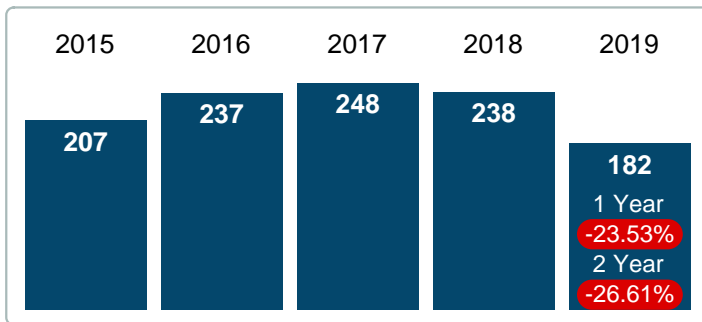
Area Delimited by County Of McIntosh - Residential Property Type



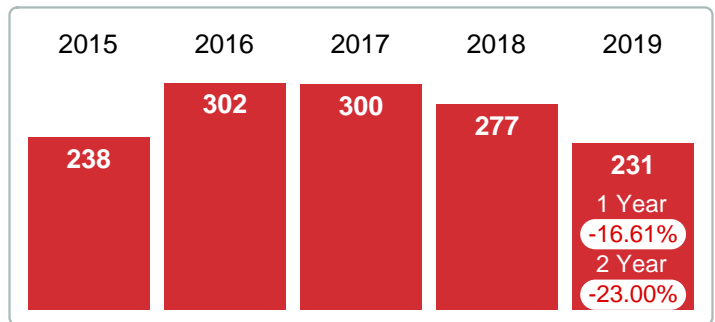
ACTIVE INVENTORY

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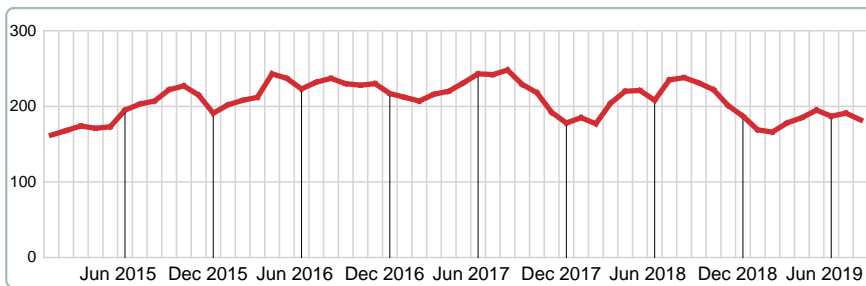
END OF AUGUST



ACTIVE DURING AUGUST

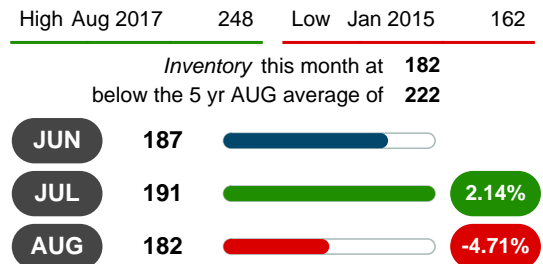


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 222



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	3.85%	106.1	6	1	0	0
\$25,001 - \$50,000	16	8.79%	91.9	12	4	0	0
\$50,001 - \$100,000	43	23.63%	79.6	15	23	5	0
\$100,001 - \$150,000	34	18.68%	86.4	7	25	2	0
\$150,001 - \$225,000	40	21.98%	83.5	7	21	10	2
\$225,001 - \$275,000	19	10.44%	78.3	1	10	5	3
\$275,001 and up	23	12.64%	95.4	0	12	11	0
Total Active Inventory by Units	182			48	96	33	5
Total Active Inventory by Volume	31,836,339	100%	85.7	4.10M	17.79M	8.73M	1.22M
Average Active Inventory Listing Price	\$174,925			\$85,369	\$185,307	\$264,558	\$243,760

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Area Delimited by County Of McIntosh - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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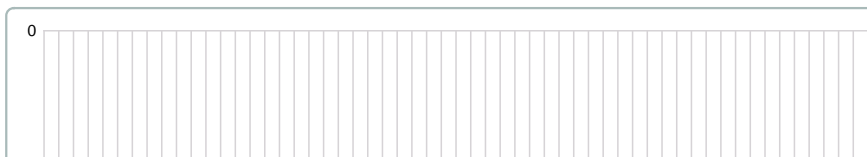
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
182	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	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	8.24%	6.43	9.60	3.60	0.00	0.00
\$40,001 - \$70,000	24	13.19%	7.20	8.57	6.00	12.00	0.00
\$70,001 - \$110,000	28	15.38%	6.86	6.86	6.24	12.00	0.00
\$110,001 - \$160,000	42	23.08%	10.50	8.73	13.24	3.00	0.00
\$160,001 - \$230,000	32	17.58%	9.60	30.00	5.42	26.40	12.00
\$230,001 - \$290,000	21	11.54%	14.82	6.00	13.33	14.00	0.00
\$290,001 and up	20	10.99%	18.46	0.00	20.57	24.00	0.00
Market Supply of Inventory (MSI)		9.29		8.86	8.53	12.77	15.00
Total Active Inventory by Units		182	100%	48	96	33	5

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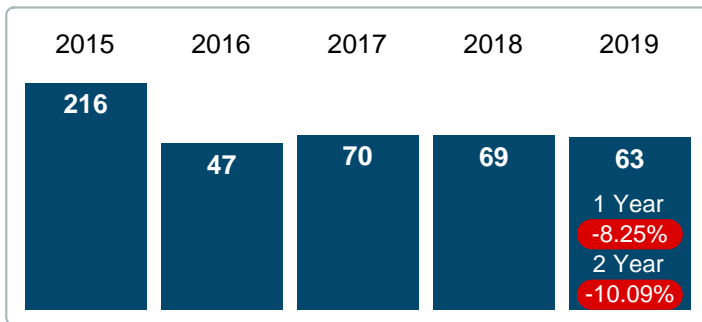
Area Delimited by County Of McIntosh - Residential Property Type



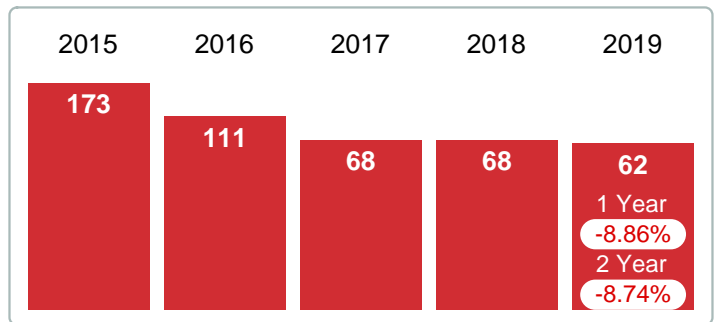
AVERAGE DAYS ON MARKET TO SALE

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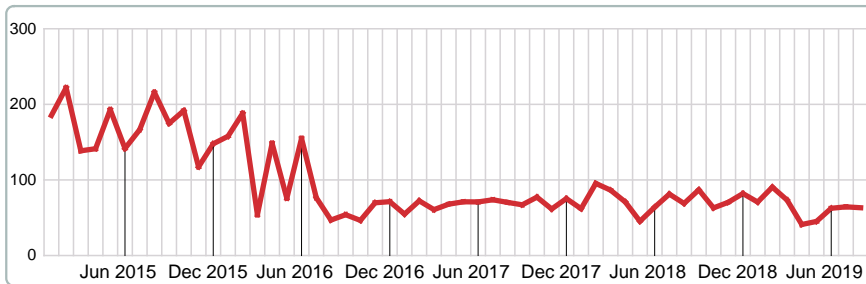
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

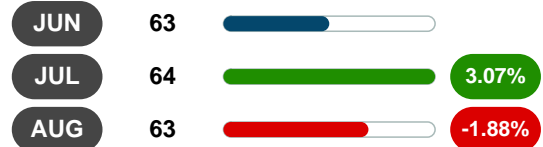


3 MONTHS

5 year AUG AVG = 93

High Feb 2015 222 Low Apr 2019 41

Average Days on Market to Sale this month at 63 below the 5 yr AUG average of 93



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
\$20,000 and less	10.53%	49	11	87	0	0
\$20,001 \$50,000	10.53%	53	0	53	0	0
\$50,001 \$70,000	15.79%	91	0	91	0	0
\$70,001 \$110,000	15.79%	66	8	95	0	0
\$110,001 \$170,000	21.05%	76	86	0	67	0
\$170,001 \$290,000	21.05%	30	0	33	27	0
\$290,001 and up	5.26%	104	0	0	104	0
Average Closed DOM		63	48	72	58	0
Total Closed Units	100%	63	4	10	5	
Total Closed Volume		2,478,400	382.00K	811.40K	1.29M	0.00B

August 2019



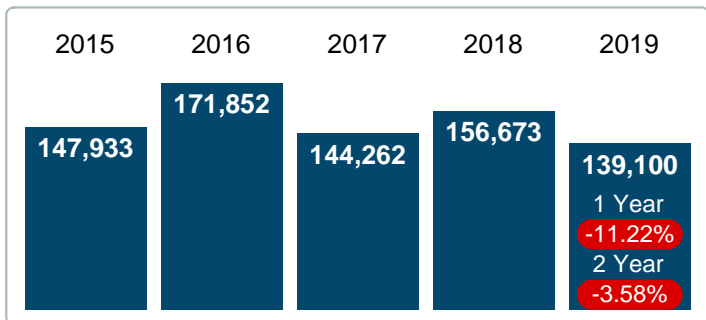
Area Delimited by County Of McIntosh - Residential Property Type



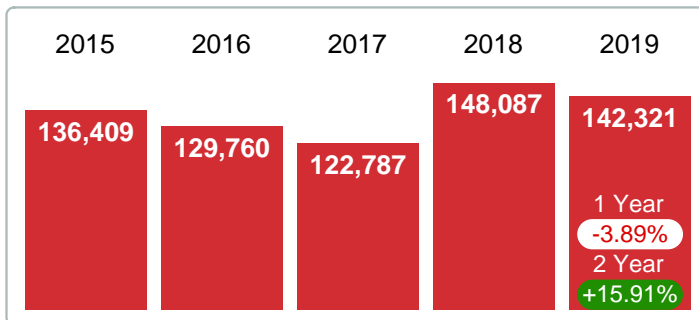
AVERAGE LIST PRICE AT CLOSING

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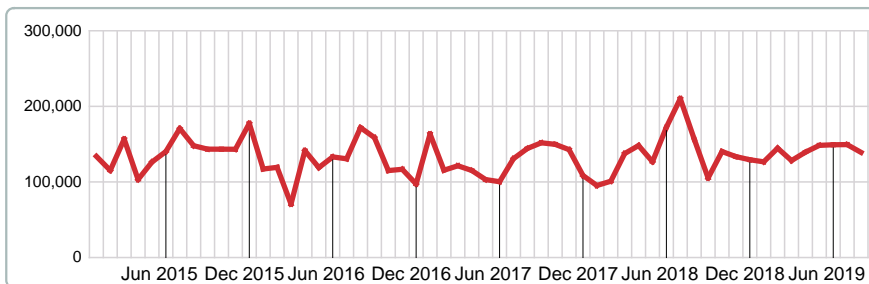
AUGUST



YEAR TO DATE (YTD)

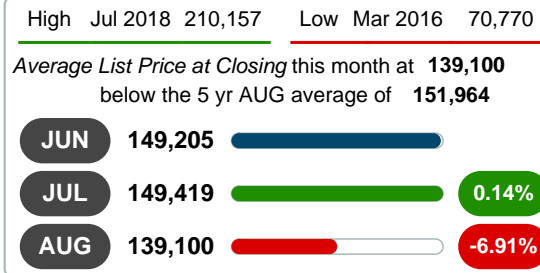


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 151,964



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
\$20,000 and less	5.26%	16,400	25,000	16,400	0	0
\$20,001 - \$50,000	5.26%	25,000	0	52,500	0	0
\$50,001 - \$70,000	31.58%	61,633	0	64,967	0	0
\$70,001 - \$110,000	10.53%	85,700	91,500	74,900	0	0
\$110,001 - \$170,000	15.79%	125,667	157,450	0	126,000	0
\$170,001 - \$290,000	21.05%	218,350	0	197,250	294,450	0
\$290,001 and up	10.53%	404,950	0	0	510,000	0
Average List Price		139,100	107,850	86,060	270,180	0
Total Closed Units	100%	19	4	10	5	0
Total Closed Volume		2,642,900	431.40K	860.60K	1.35M	0.00B

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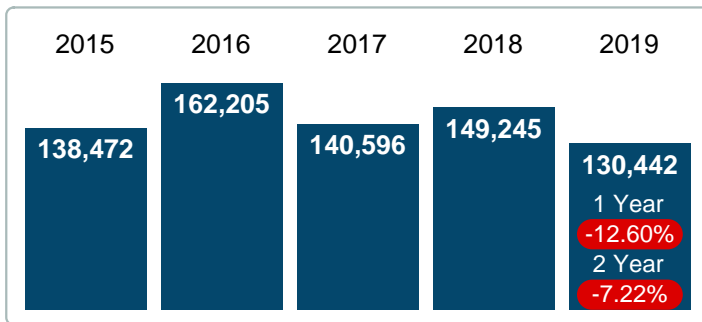
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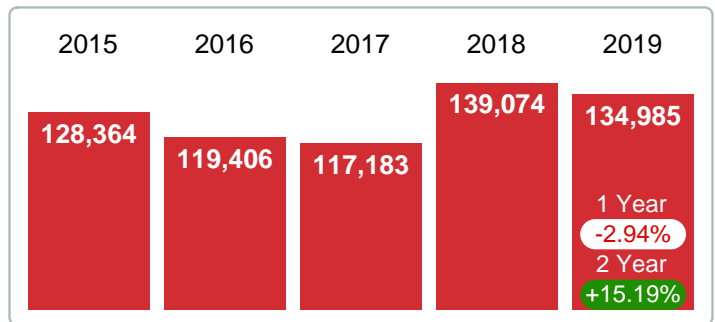
AVERAGE SOLD PRICE AT CLOSING

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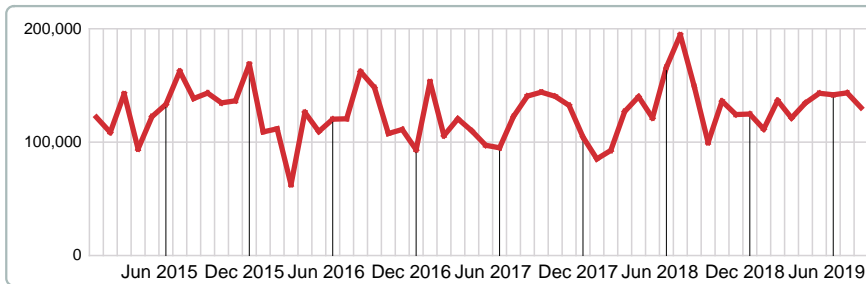
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

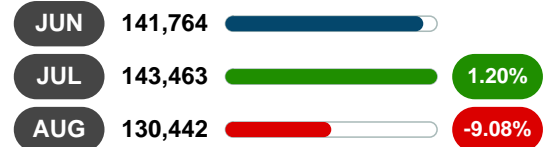


3 MONTHS

5 year AUG AVG = 144,192

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

Average Sold Price at Closing this month at 130,442 below the 5 yr AUG average of 144,192



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
\$20,000 and less	10.53%	14,000	20,000	8,000	0	0
\$20,001 \$50,000	10.53%	45,250	0	45,250	0	0
\$50,001 \$70,000	15.79%	58,000	0	58,000	0	0
\$70,001 \$110,000	15.79%	80,300	87,000	76,950	0	0
\$110,001 \$170,000	21.05%	130,000	137,500	0	122,500	0
\$170,001 \$290,000	21.05%	237,500	0	192,500	282,500	0
\$290,001 and up	5.26%	475,000	0	0	475,000	0
Average Sold Price		130,442	95,500	81,140	257,000	0
Total Closed Units	100%	19	4	10	5	0
Total Closed Volume		2,478,400	382.00K	811.40K	1.29M	0.00B

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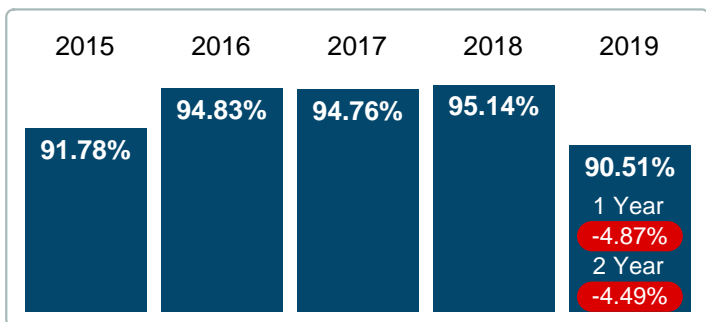
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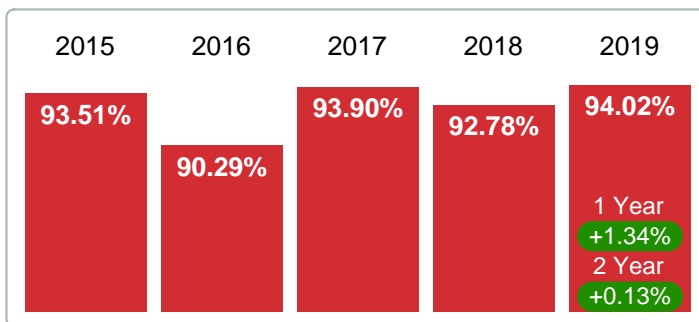
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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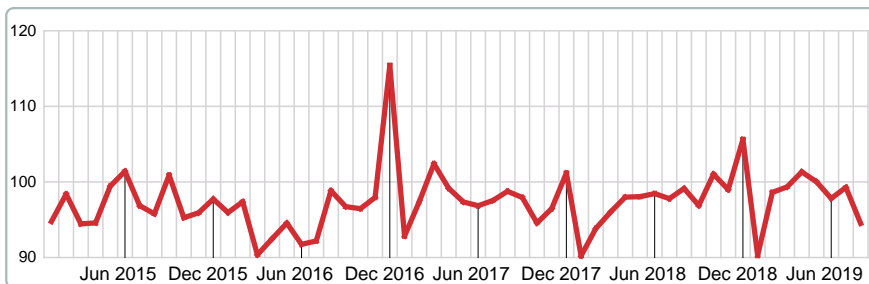
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

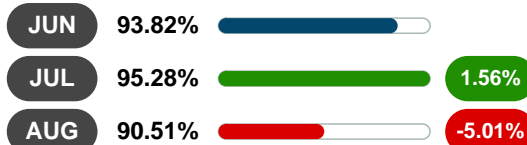


3 MONTHS

5 year AUG AVG = 93.40%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **90.51%**
below the 5 yr AUG average of **93.40%**



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
\$20,000 and less	2	10.53%	64.39%	80.00%	48.78%	0.00%	0.00%
\$20,001 \$50,000	2	10.53%	86.14%	0.00%	86.14%	0.00%	0.00%
\$50,001 \$70,000	3	15.79%	89.05%	0.00%	89.05%	0.00%	0.00%
\$70,001 \$110,000	3	15.79%	100.25%	95.08%	102.83%	0.00%	0.00%
\$110,001 \$170,000	4	21.05%	92.71%	88.13%	0.00%	97.29%	0.00%
\$170,001 \$290,000	4	21.05%	96.68%	0.00%	97.43%	95.93%	0.00%
\$290,001 and up	1	5.26%	93.14%	0.00%	0.00%	93.14%	0.00%
Average Sold/List Ratio		90.50%		87.83%	88.87%	95.92%	0.00%
Total Closed Units		19	100%	4	10	5	
Total Closed Volume		2,478,400		382.00K	811.40K	1.29M	0.00B

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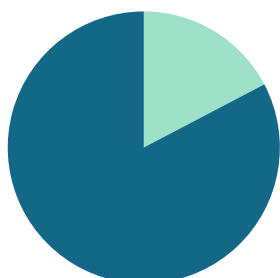
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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INVENTORY

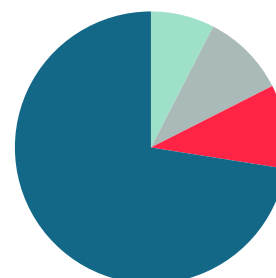


Inventory
 New Listings
40 = 17.32%
 Start Inventory
191
 Total Inventory Units
231
 Volume
\$40,601,859

Market Activity

Closed Sales
19 = 7.57%
 Pending Sales
25 = 9.96%
 Other Off Market
25 = 9.96%
 Active Inventory
182 = 72.51%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	19	19	0.00%	135	168	24.44%
Pending Sales	14	25	78.57%	142	185	30.28%
New Listings	42	40	-4.76%	437	413	-5.49%
Average List Price	156,673	139,100	-11.22%	148,087	142,321	-3.89%
Average Sale Price	149,245	130,442	-12.60%	139,074	134,985	-2.94%
Average Percent of Selling Price to List Price	95.14%	90.51%	-4.87%	92.78%	94.02%	1.34%
Average Days on Market to Sale	68.89	63.21	-8.25%	68.31	62.26	-8.86%
Monthly Inventory	238	182	-23.53%	238	182	-23.53%
Months Supply of Inventory	13.35	9.29	-30.36%	13.35	9.29	-30.36%

Absorption: Last 12 months, an Average of **20** Sales/Month

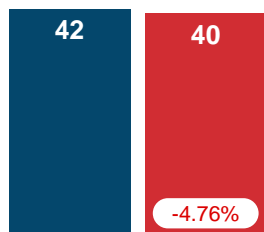
Inventory on August 31, 2019 = **182**

2018 **2019**

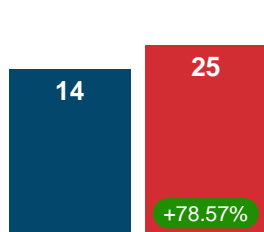
AUGUST MARKET

AVERAGE PRICES

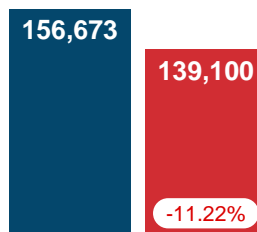
New Listings



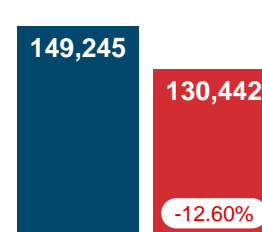
Pending Listings



List Price



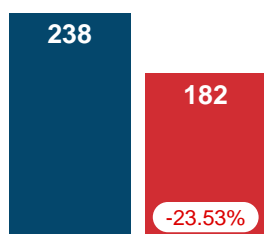
Sale Price



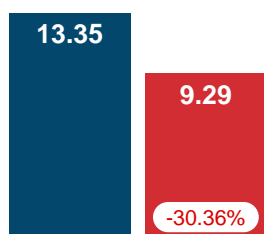
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

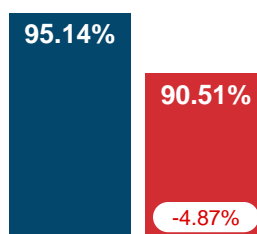
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

