

# August 2019



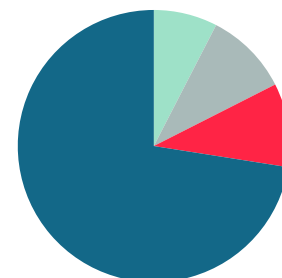
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	150,000	91,500	-39.00%
Median Sale Price	145,000	87,000	-40.00%
Median Percent of Selling Price to List Price	94.05%	94.85%	0.85%
Median Days on Market to Sale	70.00	60.00	-14.29%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **40.00%** in August 2019 to \$87,000 versus the previous year at \$145,000.

#### Median Days on Market Shortens

The median number of **60.00** days that homes spent on the market before selling decreased by 10.00 days or **14.29%** in August 2019 compared to last year's same month at **70.00** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median 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.

### What's in this Issue

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

### 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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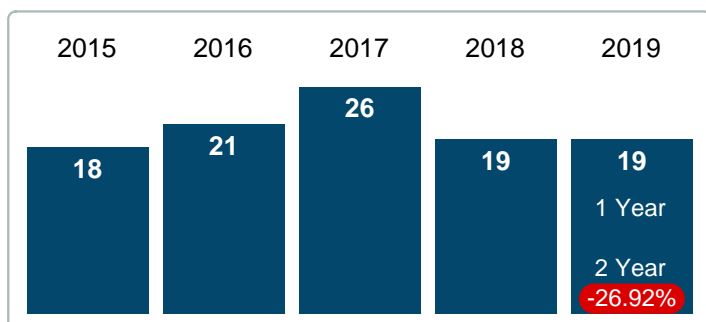
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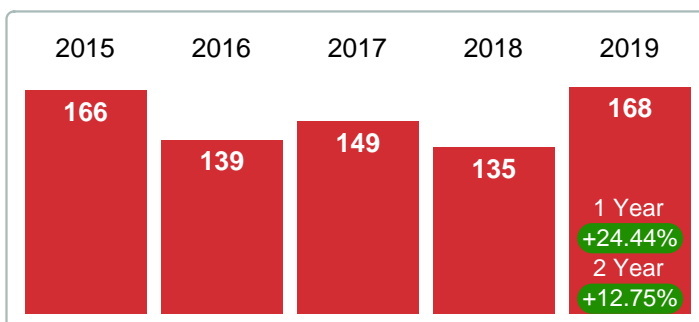
## CLOSED LISTINGS

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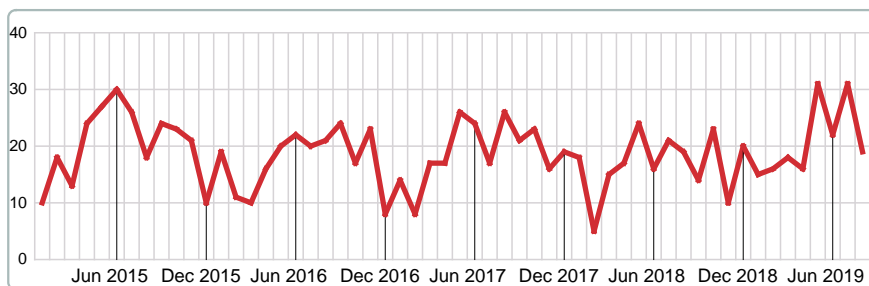
### AUGUST



### YEAR TO DATE (YTD)

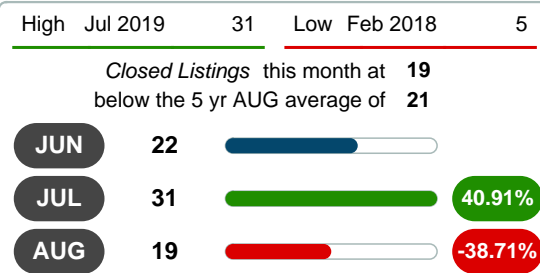


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 21



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	104.0	0	3	0	0
\$70,001 \$110,000	3	15.79%	60.0	1	2	0	0
\$110,001 \$170,000	4	21.05%	72.0	2	0	2	0
\$170,001 \$290,000	4	21.05%	26.5	0	2	2	0
\$290,001 and up	1	5.26%	104.0	0	0	1	0
<b>Total Closed Units</b>	<b>19</b>			<b>4</b>	<b>10</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,478,400</b>	<b>100%</b>	<b>60.0</b>	<b>382.00K</b>	<b>811.40K</b>	<b>1.29M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$87,000</b>			<b>\$101,000</b>	<b>\$61,000</b>	<b>\$275,000</b>	<b>\$0</b>

# August 2019



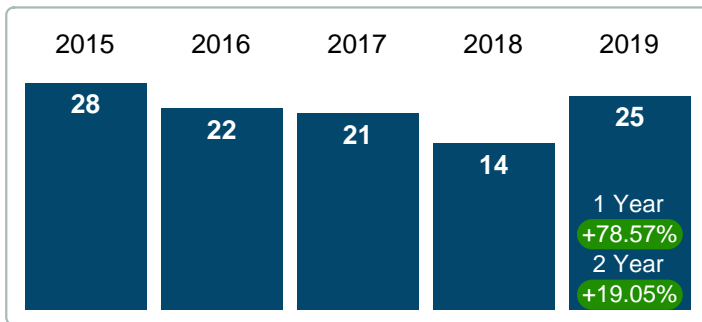
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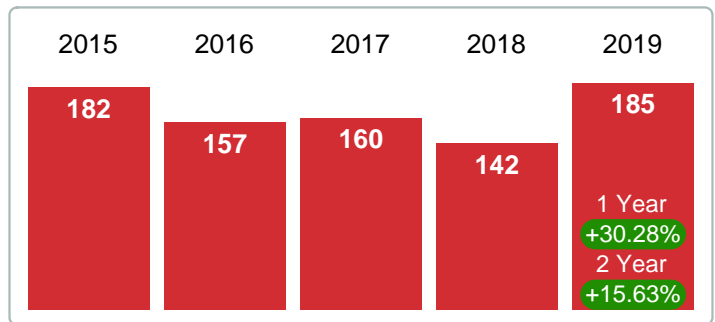
## PENDING LISTINGS

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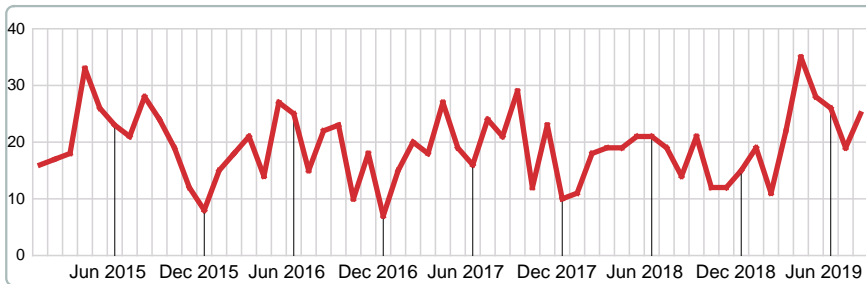
### AUGUST



### YEAR TO DATE (YTD)

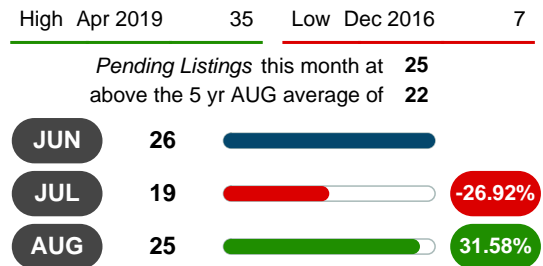


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 22



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	64.0	4	1	0	0
\$40,001 - \$50,000	1	4.00%	9.0	1	0	0	0
\$50,001 - \$80,000	7	28.00%	83.0	3	4	0	0
\$80,001 - \$110,000	3	12.00%	133.0	0	2	1	0
\$110,001 - \$350,000	5	20.00%	49.0	1	4	0	0
\$350,001 and up	3	12.00%	8.0	0	2	0	1
<b>Total Pending Units</b>	<b>25</b>			<b>9</b>	<b>14</b>	<b>1</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>3,032,300</b>	<b>100%</b>	<b>64.0</b>	<b>590.90K</b>	<b>1.71M</b>	<b>85.90K</b>	<b>650.00K</b>
<b>Median Listing Price</b>	<b>\$75,000</b>			<b>\$44,500</b>	<b>\$85,000</b>	<b>\$85,900</b>	<b>\$650,000</b>

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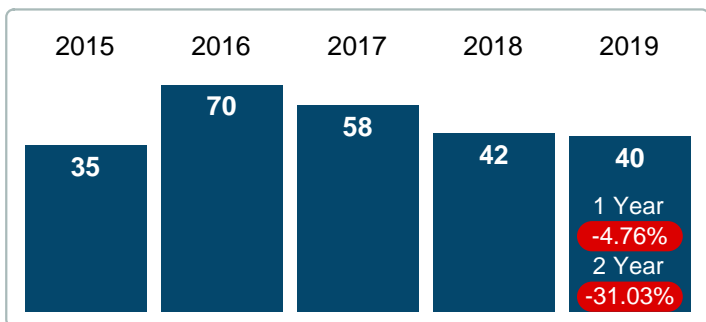
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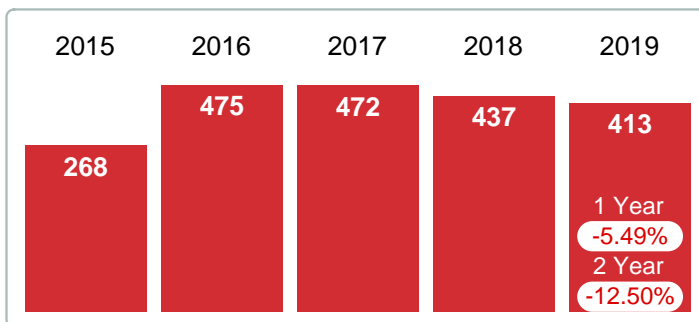
## NEW LISTINGS

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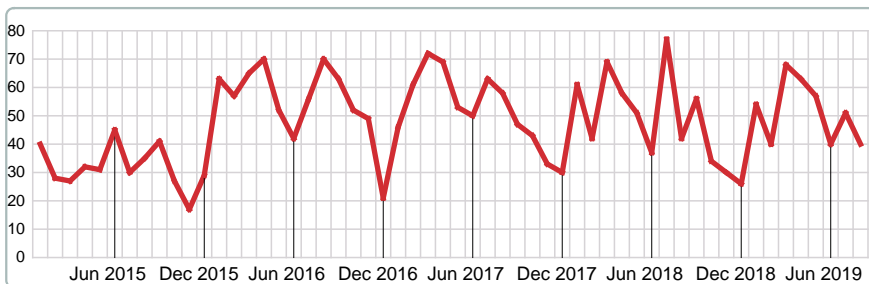
### AUGUST



### 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
<b>Total New Listed Units</b>	<b>40</b>		<b>4</b>	<b>28</b>	<b>6</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>7,477,000</b>	<b>100%</b>	<b>417.50K</b>	<b>4.97M</b>	<b>1.25M</b>	<b>840.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$151,500</b>		<b>\$106,000</b>	<b>\$128,250</b>	<b>\$225,000</b>	<b>\$420,000</b>

# August 2019



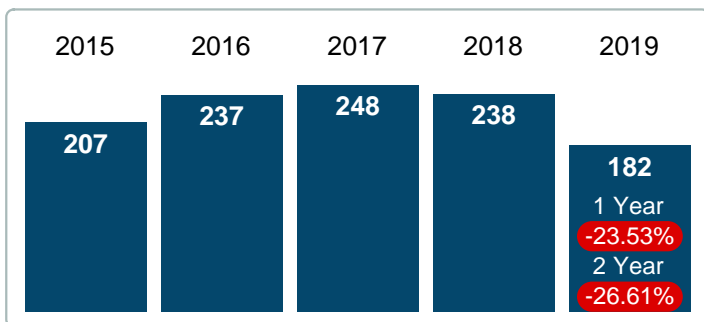
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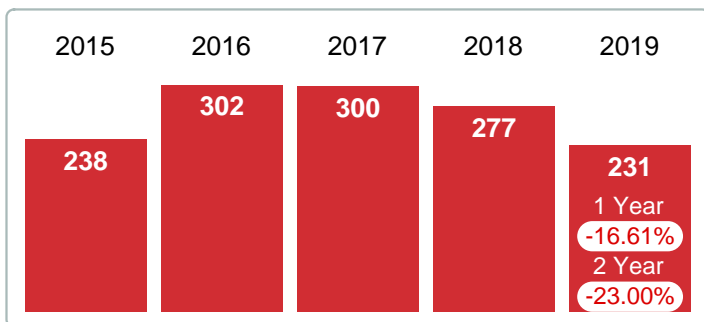
## ACTIVE INVENTORY

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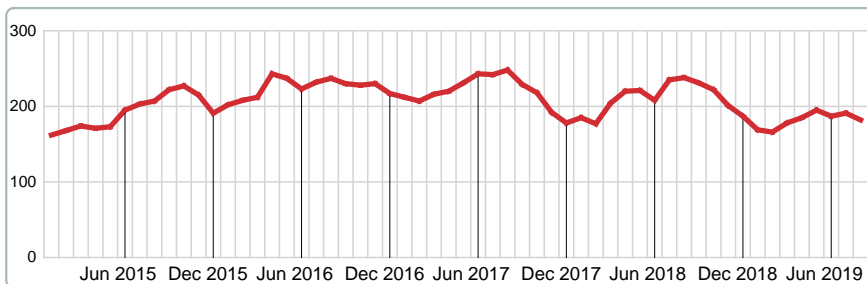
### END OF AUGUST



### ACTIVE DURING AUGUST

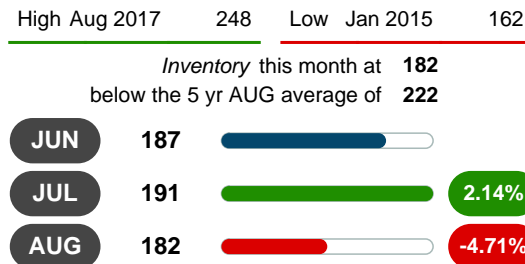


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 222



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	8.24%	127.0	12	3	0	0
\$40,001 - \$70,000	24	13.19%	61.0	10	12	2	0
\$70,001 - \$110,000	28	15.38%	99.0	12	13	3	0
\$110,001 - \$160,000	42	23.08%	94.5	8	32	2	0
\$160,001 - \$230,000	32	17.58%	74.5	5	14	11	2
\$230,001 - \$290,000	21	11.54%	85.0	1	10	7	3
\$290,001 and up	20	10.99%	107.0	0	12	8	0
<b>Total Active Inventory by Units</b>	<b>182</b>			<b>48</b>	<b>96</b>	<b>33</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>31,836,339</b>	<b>100%</b>	<b>88.5</b>	<b>4.10M</b>	<b>17.79M</b>	<b>8.73M</b>	<b>1.22M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$139,000</b>			<b>\$74,750</b>	<b>\$142,450</b>	<b>\$225,000</b>	<b>\$259,000</b>

# August 2019



Area Delimited by County Of McIntosh - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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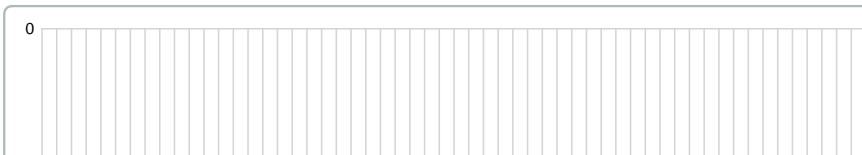
### MSI FOR AUGUST

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%	9.29	48	96	33	5	

# August 2019



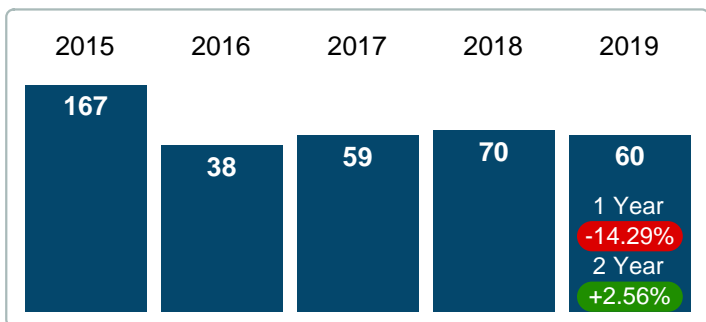
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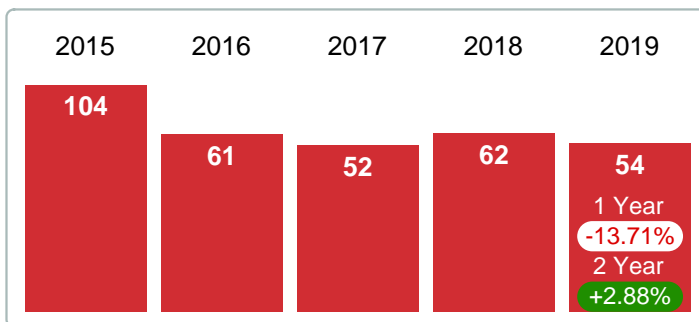
## MEDIAN DAYS ON MARKET TO SALE

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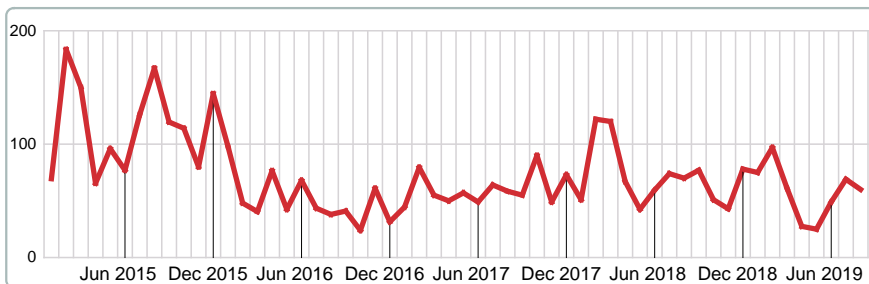
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

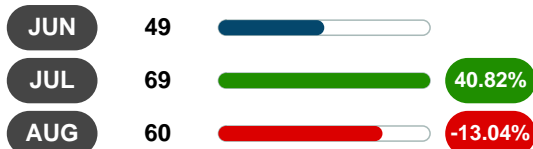


### 3 MONTHS

5 year AUG AVG = 79

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 60 below the 5 yr AUG average of 79



### 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
\$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%	104	0	104	0	0
\$70,001 \$110,000	15.79%	60	8	95	0	0
\$110,001 \$170,000	21.05%	72	86	0	67	0
\$170,001 \$290,000	21.05%	27	0	33	27	0
\$290,001 and up	5.26%	104	0	0	104	0
Median Closed DOM		60	24	74	39	0
Total Closed Units	100%	60.0	4	10	5	
Total Closed Volume		2,478,400	382.00K	811.40K	1.29M	0.00B

# August 2019



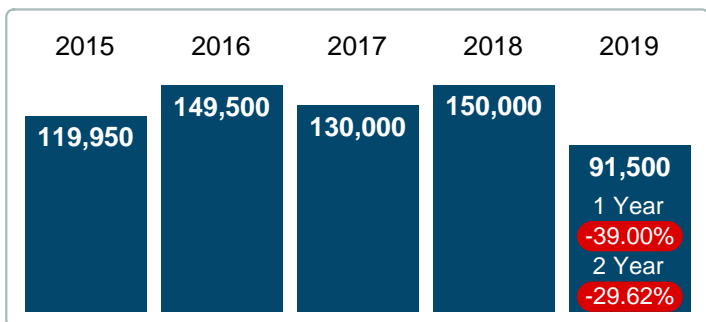
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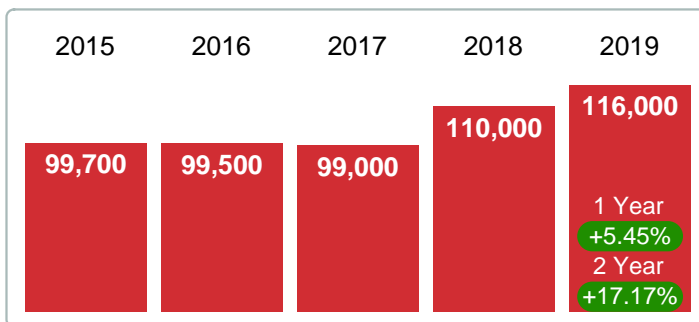
## MEDIAN LIST PRICE AT CLOSING

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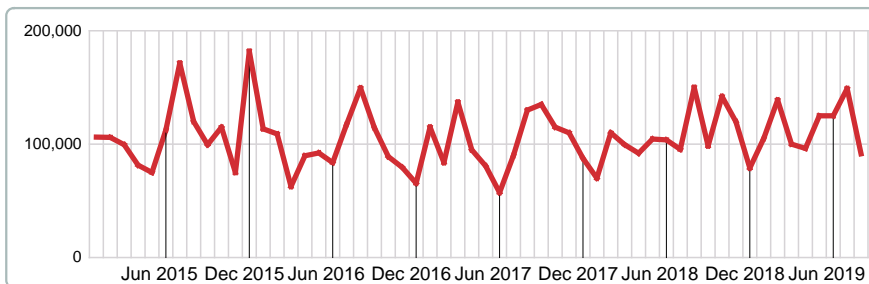
### AUGUST



### YEAR TO DATE (YTD)

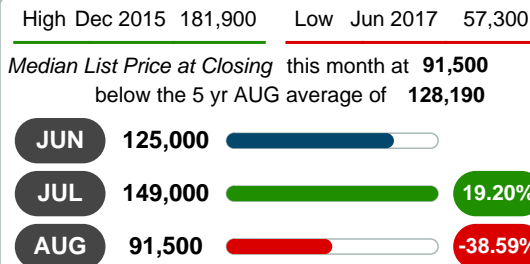


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 128,190



### 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
\$20,000 and less	5.26%	16,400	0	16,400	0	0
\$20,001 - \$50,000	5.26%	25,000	25,000	0	0	0
\$50,001 - \$70,000	31.58%	62,450	0	62,450	0	0
\$70,001 - \$110,000	10.53%	85,700	91,500	79,900	0	0
\$110,001 - \$170,000	15.79%	125,000	125,000	0	126,000	0
\$170,001 - \$290,000	21.05%	199,950	189,900	197,250	289,000	0
\$290,001 and up	10.53%	404,950	0	0	404,950	0
<b>Median List Price</b>		<b>91,500</b>	<b>108,250</b>	<b>67,450</b>	<b>289,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>91,500</b>	<b>4</b>	<b>10</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,642,900</b>	<b>431.40K</b>	<b>860.60K</b>	<b>1.35M</b>	<b>0.00B</b>



# August 2019



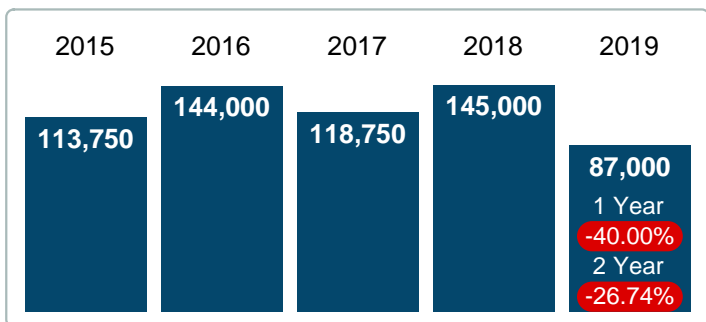
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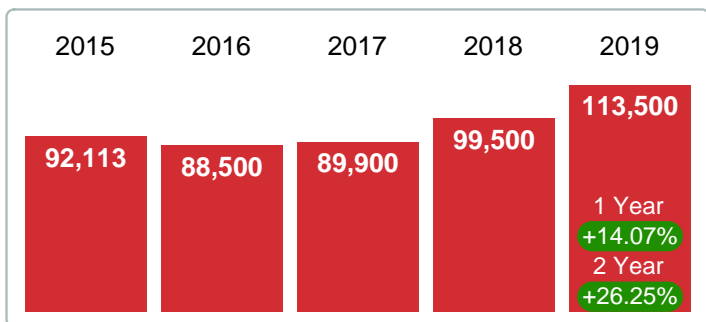
## MEDIAN SOLD PRICE AT CLOSING

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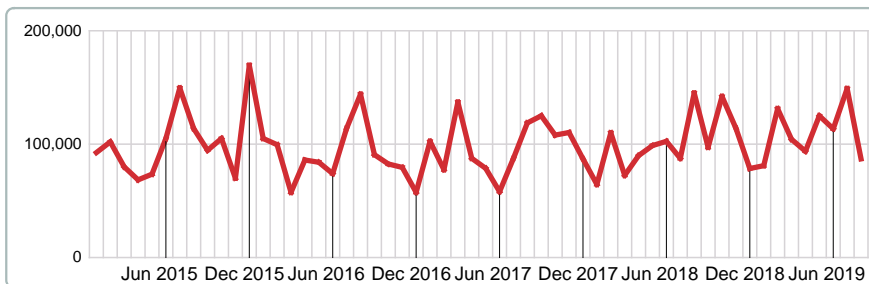
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

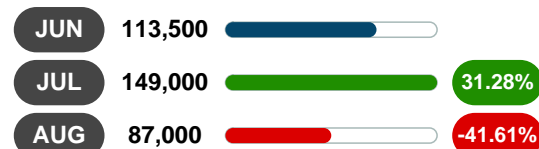


### 3 MONTHS

5 year AUG AVG = 121,700

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

Median Sold Price at Closing this month at **87,000**  
below the 5 yr AUG average of **121,700**



### 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
\$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%	55,000	0	55,000	0	0
\$70,001 - \$110,000	15.79%	81,000	87,000	76,950	0	0
\$110,001 - \$170,000	21.05%	122,500	137,500	0	122,500	0
\$170,001 - \$290,000	21.05%	242,500	0	192,500	282,500	0
\$290,001 and up	5.26%	475,000	0	0	475,000	0
<b>Median Sold Price</b>		<b>87,000</b>	<b>101,000</b>	<b>61,000</b>	<b>275,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>87,000</b>	<b>4</b>	<b>10</b>	<b>5</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,478,400</b>	<b>382.00K</b>	<b>811.40K</b>	<b>1.29M</b>	<b>0.00B</b>

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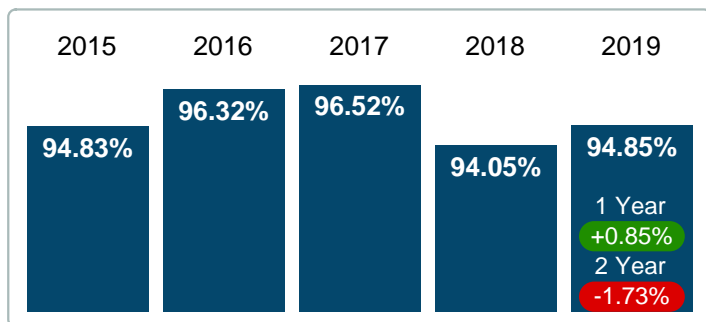
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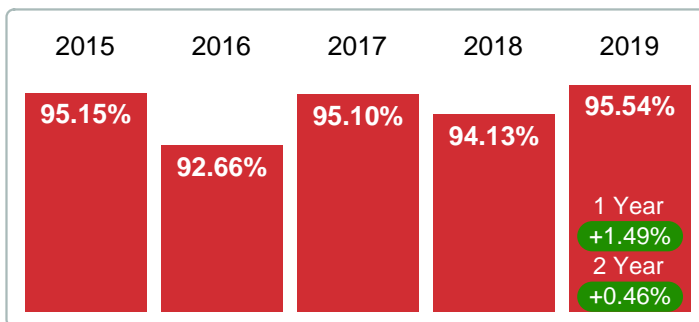
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

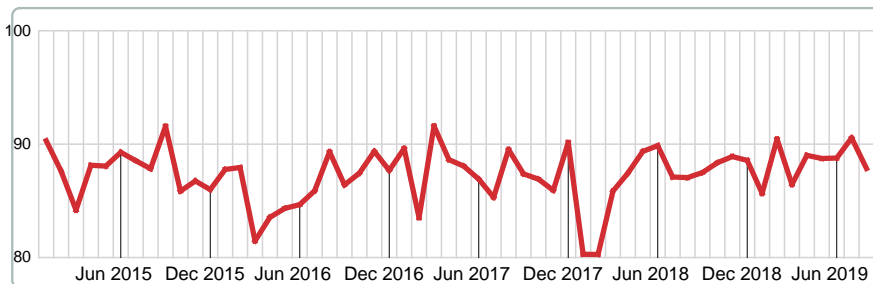
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

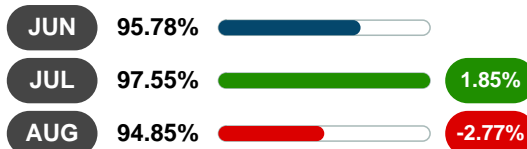


### 3 MONTHS

5 year AUG AVG = 95.32%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **94.85%** equal to 5 yr AUG average of **95.32%**



### 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
\$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%	86.81%	0.00%	86.81%	0.00%	0.00%
\$70,001 - \$110,000	3	15.79%	101.38%	95.08%	102.83%	0.00%	0.00%
\$110,001 - \$170,000	4	21.05%	94.15%	88.13%	0.00%	97.29%	0.00%
\$170,001 - \$290,000	4	21.05%	95.93%	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%
Median Sold/List Ratio		94.85%		88.13%	93.18%	96.30%	0.00%
Total Closed Units		19	100%	4	10	5	
Total Closed Volume		2,478,400		382.00K	811.40K	1.29M	0.00B

# August 2019



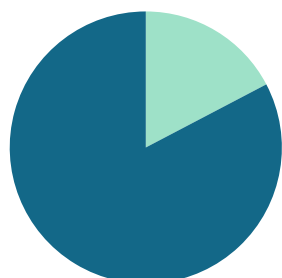
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



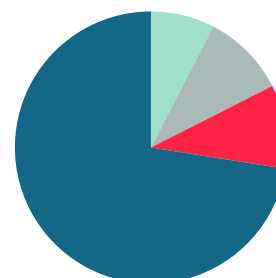
**Inventory**

- 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%
Median List Price	150,000	91,500	-39.00%	110,000	116,000	5.45%
Median Sale Price	145,000	87,000	-40.00%	99,500	113,500	14.07%
Median Percent of Selling Price to List Price	94.05%	94.85%	0.85%	94.13%	95.54%	1.49%
Median Days on Market to Sale	70.00	60.00	-14.29%	62.00	53.50	-13.71%
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

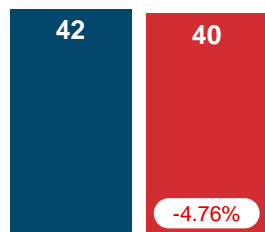
**Inventory** on August 31, 2019 = **182**

**2018** **2019**

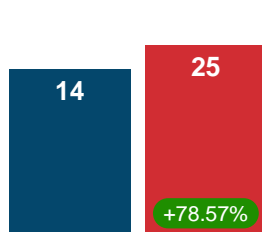
### AUGUST MARKET

### MEDIAN PRICES

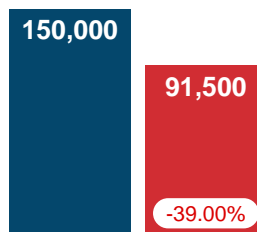
#### New Listings



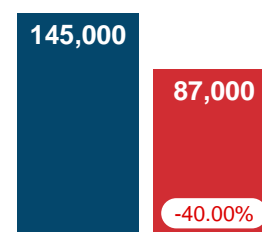
#### Pending Listings



#### List Price



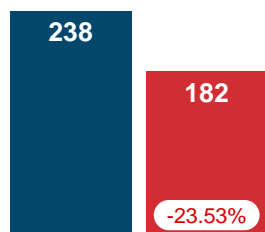
#### Sale Price



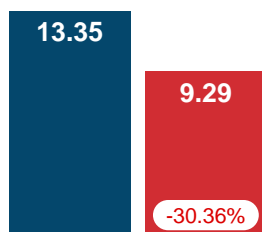
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

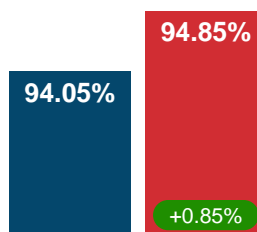
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

