

July 2019

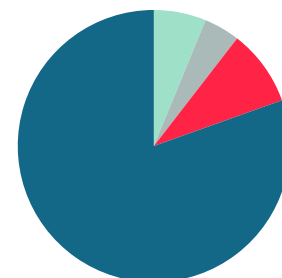
Area Delimited by County Of McIntosh



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	26	35	34.62%
Pending Listings	24	24	0.00%
New Listings	116	72	-37.93%
Average List Price	178,492	145,543	-18.46%
Average Sale Price	163,593	139,010	-15.03%
Average Percent of Selling Price to List Price	89.40%	95.07%	6.35%
Average Days on Market to Sale	77.19	68.34	-11.46%
End of Month Inventory	525	453	-13.71%
Months Supply of Inventory	21.80	18.49	-15.18%



■ Closed (6.22%)
■ Pending (4.26%)
■ Other OffMarket (9.06%)
■ Active (80.46%)

Absorption: Last 12 months, an Average of **25** Sales/Month
Active Inventory as of July 31, 2019 = **453**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **13.71%** to 453 existing homes available for sale. Over the last 12 months this area has had an average of 25 closed sales per month. This represents an unsold inventory index of **18.49** 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 **15.03%** in July 2019 to \$139,010 versus the previous year at \$163,593.

Average Days on Market Shortens

The average number of **68.34** days that homes spent on the market before selling decreased by 8.85 days or **11.46%** in July 2019 compared to last year's same month at **77.19** DOM.

Sales Success for July 2019 is Positive

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

There were 72 New Listings in July 2019, down **37.93%** from last year at 116. Furthermore, there were 35 Closed Listings this month versus last year at 26, a **34.62%** increase.

Closed versus Listed trends yielded a **48.6%** ratio, up from previous year's, July 2018, at **22.4%**, a **116.88%** 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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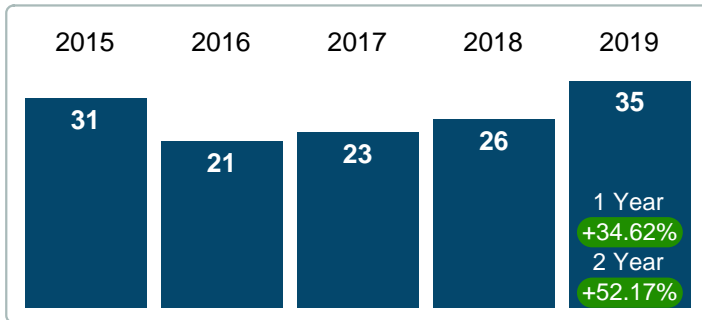
Area Delimited by County Of McIntosh



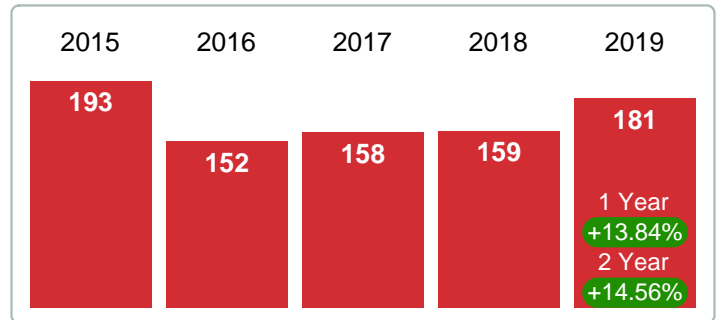
CLOSED LISTINGS

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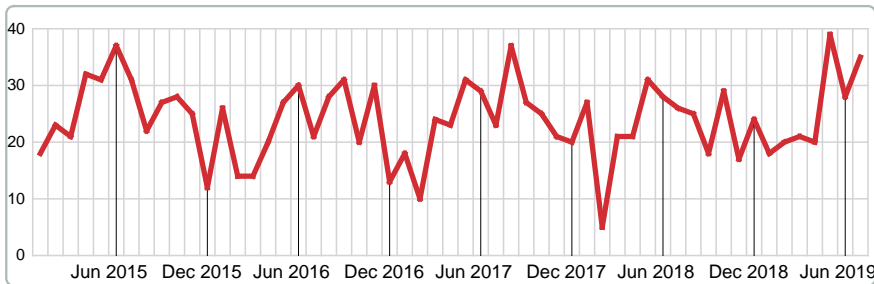
JULY



YEAR TO DATE (YTD)

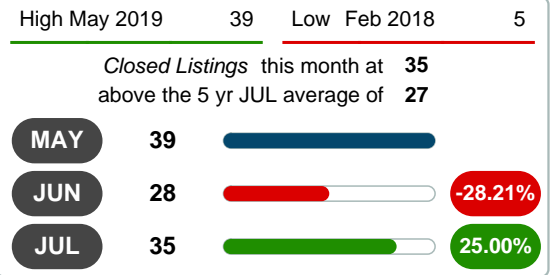


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.43%	15.0	3	1	0	0
\$30,001 - \$60,000	3	8.57%	69.0	1	1	1	0
\$60,001 - \$90,000	6	17.14%	46.0	2	4	0	0
\$90,001 - \$150,000	6	17.14%	66.3	2	4	0	0
\$150,001 - \$210,000	8	22.86%	82.3	0	5	2	1
\$210,001 - \$250,000	5	14.29%	94.4	1	3	1	0
\$250,001 and up	3	8.57%	107.0	0	2	1	0
Total Closed Units	35			9	20	5	1
Total Closed Volume	4,865,351	100%	68.3	706.00K	3.01M	975.10K	175.00K
Average Closed Price	\$139,010			\$78,444	\$150,463	\$195,020	\$175,000

July 2019



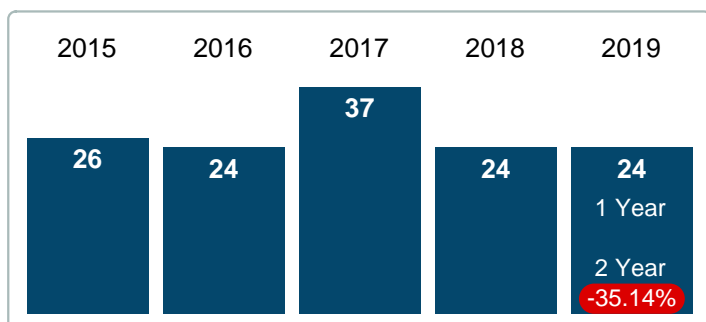
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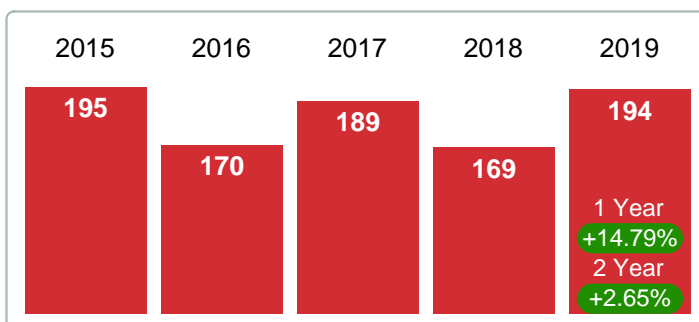
PENDING LISTINGS

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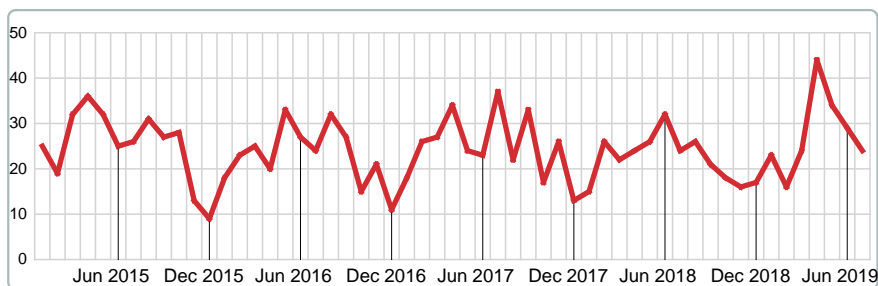
JULY



YEAR TO DATE (YTD)

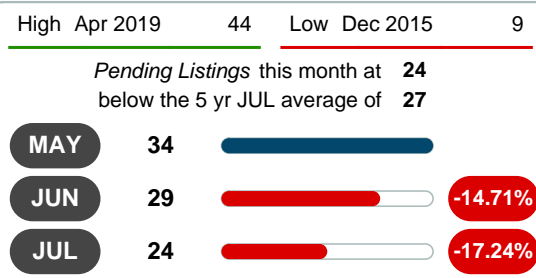


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 27



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	4.17%	93.0	1	0	0	0
\$20,001 - \$40,000	4	16.67%	40.5	3	1	0	0
\$40,001 - \$80,000	3	12.50%	86.3	1	2	0	0
\$80,001 - \$120,000	7	29.17%	123.6	2	4	1	0
\$120,001 - \$180,000	3	12.50%	48.7	2	0	1	0
\$180,001 - \$270,000	3	12.50%	88.0	1	2	0	0
\$270,001 and up	3	12.50%	141.0	1	1	1	0
Total Pending Units	24			11	10	3	0
Total Pending Volume	3,301,700	100%	92.2	1.35M	1.30M	653.00K	0.00B
Average Listing Price	\$137,571			\$122,536	\$130,080	\$217,667	\$0

July 2019



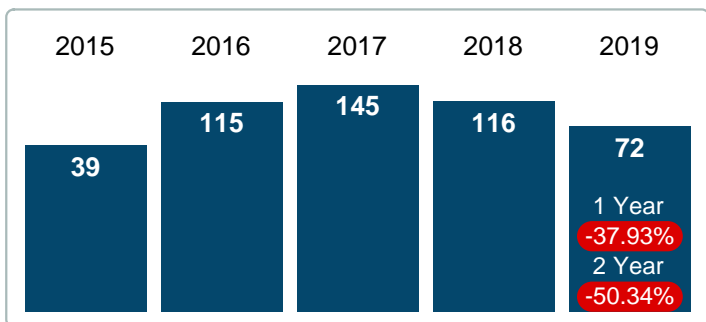
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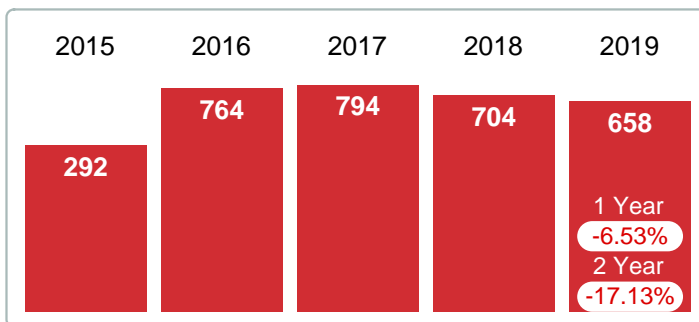
NEW LISTINGS

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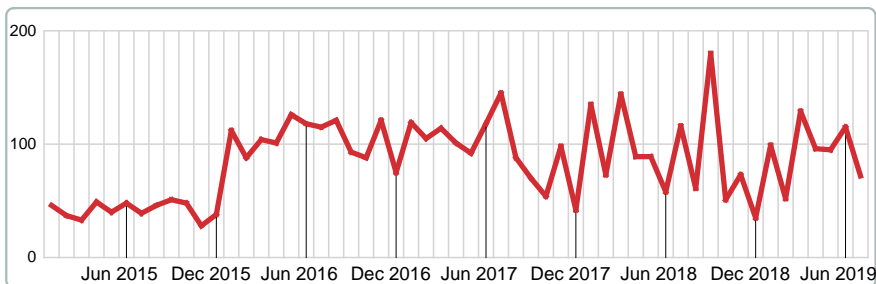
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 97

High Sep 2018 180 Low Nov 2015 28

New Listings this month at 72 below the 5 yr JUL average of 97

- MAY 95
- JUN 115 (21.05%)
- JUL 72 (-37.39%)

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	2.78%	2	0	0	0
\$20,001 - \$40,000	10	13.89%	9	1	0	0
\$40,001 - \$70,000	13	18.06%	10	3	0	0
\$70,001 - \$140,000	21	29.17%	11	9	1	0
\$140,001 - \$180,000	9	12.50%	3	5	1	0
\$180,001 - \$300,000	10	13.89%	2	5	2	1
\$300,001 and up	7	9.72%	2	3	2	0
Total New Listed Units	72		39	26	6	1
Total New Listed Volume	10,393,594	100%	3.67M	4.98M	1.48M	270.00K
Average New Listed Listing Price	\$86,517		\$94,049	\$191,565	\$245,833	\$270,000

July 2019



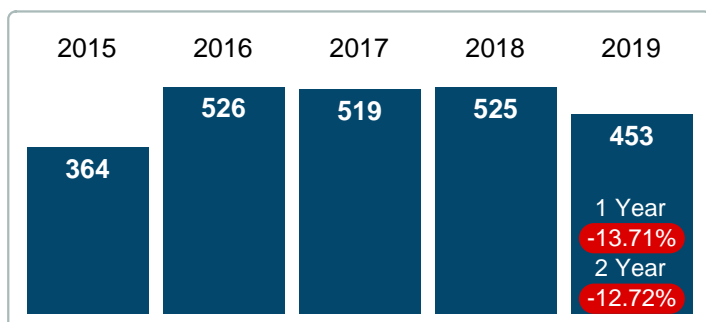
Area Delimited by County Of McIntosh



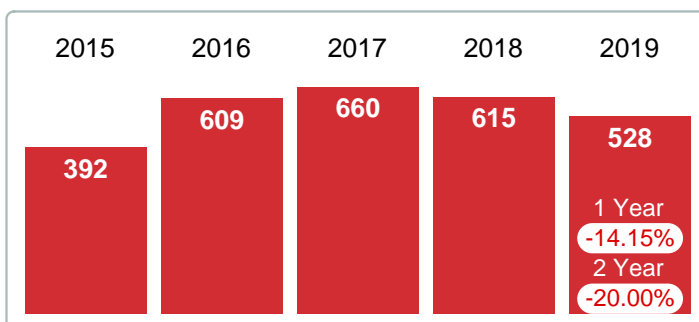
ACTIVE INVENTORY

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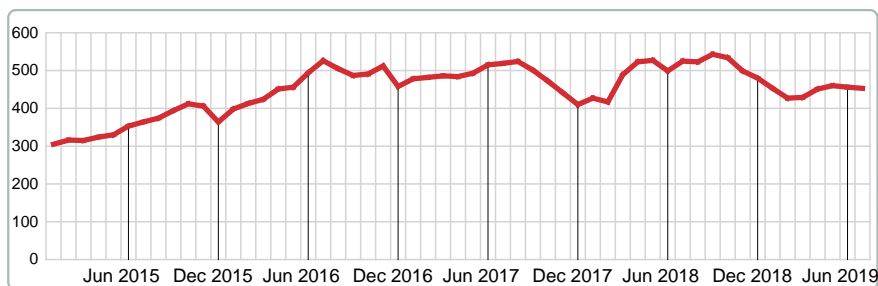
END OF JULY



ACTIVE DURING JULY

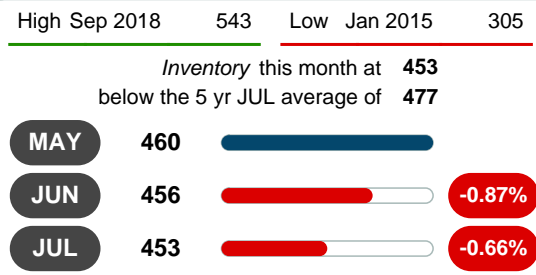


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 477



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	4.19%	97.6	19	0	0	0
\$10,001 - \$30,000	77	17.00%	138.8	74	3	0	0
\$30,001 - \$50,000	59	13.02%	88.5	56	3	0	0
\$50,001 - \$120,000	125	27.59%	74.3	89	31	5	0
\$120,001 - \$160,000	62	13.69%	92.5	36	23	3	0
\$160,001 - \$270,000	62	13.69%	83.9	27	19	12	4
\$270,001 and up	49	10.82%	107.1	20	16	12	1
Total Active Inventory by Units	453			321	95	32	5
Total Active Inventory by Volume	61,966,876	100%	95.4	33.60M	18.24M	8.52M	1.60M
Average Active Inventory Listing Price	\$136,792			\$104,659	\$192,042	\$266,366	\$320,760

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Area Delimited by County Of McIntosh



MONTHS SUPPLY of INVENTORY (MSI)

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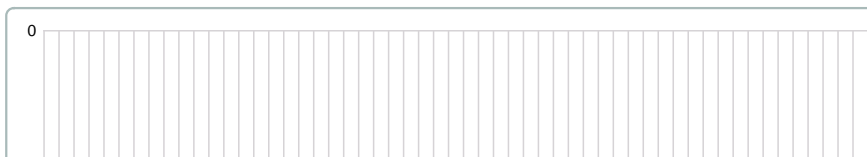
MSI FOR JULY

2015	2016	2017	2018	2019
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INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
453	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 JUL AVG = inf

High Jul 2019	inf	Low Jul 2019	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
MAY	inf		%
JUN	inf		%
JUL	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	4.19%	22.80	22.80	0.00	0.00	0.00
\$10,001 - \$30,000	77	17.00%	27.18	30.62	12.00	0.00	0.00
\$30,001 - \$50,000	59	13.02%	24.41	51.69	2.40	0.00	0.00
\$50,001 - \$120,000	125	27.59%	15.31	20.54	9.30	10.00	0.00
\$120,001 - \$160,000	62	13.69%	16.53	54.00	9.20	5.14	0.00
\$160,001 - \$270,000	62	13.69%	13.05	40.50	5.56	24.00	24.00
\$270,001 and up	49	10.82%	28.00	120.00	17.45	24.00	6.00
Market Supply of Inventory (MSI)			18.49	31.57	8.14	13.71	15.00
Total Active Inventory by Units		100%	453	321	95	32	5

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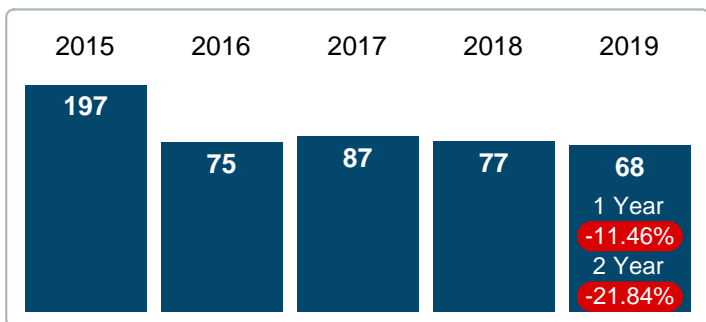
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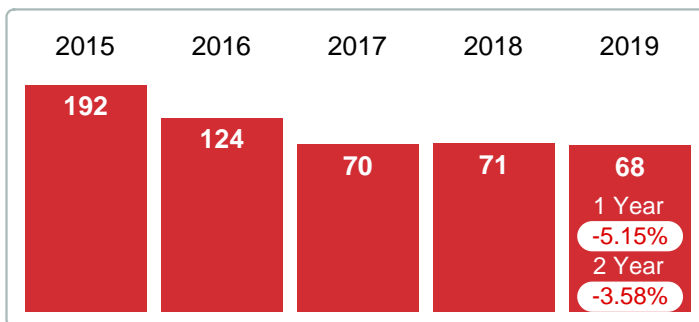
AVERAGE DAYS ON MARKET TO SALE

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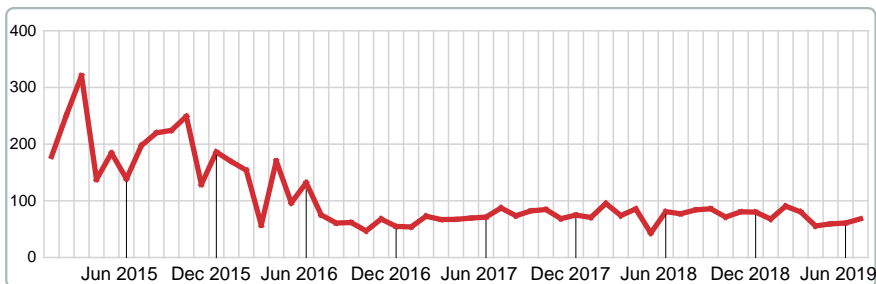
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

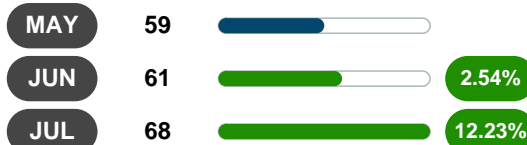


3 MONTHS

5 year JUL AVG = 101

High Mar 2015 321 Low May 2018 43

Average Days on Market to Sale this month at 68 below the 5 yr JUL average of 101



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
\$30,000 and less	11.43%	15	19	3	0	0
\$30,001 - \$60,000	8.57%	69	123	3	81	0
\$60,001 - \$90,000	17.14%	46	55	42	0	0
\$90,001 - \$150,000	17.14%	66	87	56	0	0
\$150,001 - \$210,000	22.86%	82	0	86	72	84
\$210,001 - \$250,000	14.29%	94	280	43	62	0
\$250,001 and up	8.57%	107	0	122	78	0
Average Closed DOM		68	82	60	73	84
Total Closed Units	100%	68	9	20	5	1
Total Closed Volume		4,865,351	706.00K	3.01M	975.10K	175.00K

July 2019



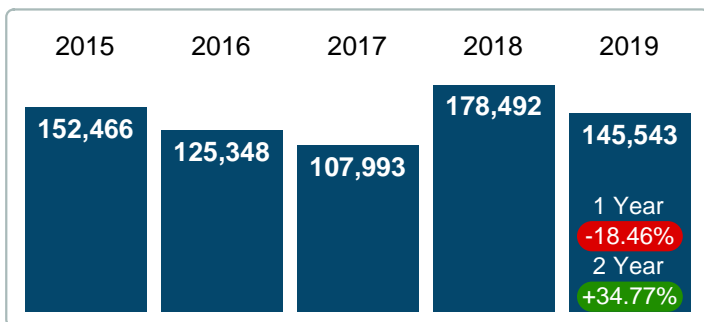
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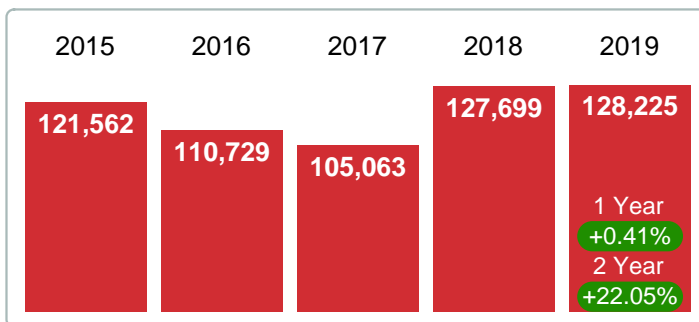
AVERAGE LIST PRICE AT CLOSING

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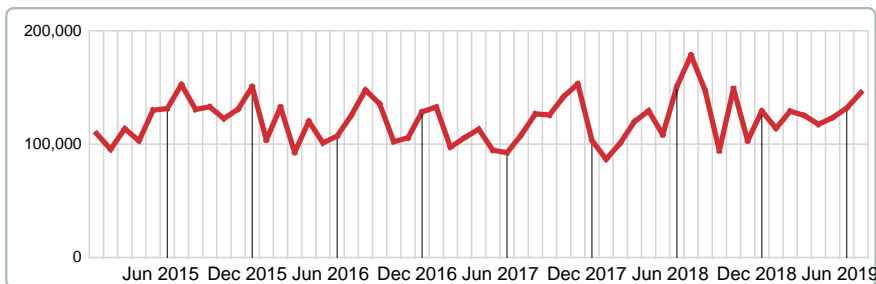
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 141,968

High Jul 2018 178,492 Low Jan 2018 86,720
 Average List Price at Closing this month at **145,543**
 above the 5 yr JUL average of **141,968**

MAY	123,340	
JUN	131,836	6.89%
JUL	145,543	10.40%

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	
\$30,000 and less	3	8.57%	24,333	27,000	25,000	0	
\$30,001 \$60,000	4	11.43%	40,625	36,000	55,000	38,500	
\$60,001 \$90,000	5	14.29%	76,600	79,000	80,750	0	
\$90,001 \$150,000	7	20.00%	115,557	116,500	119,475	0	
\$150,001 \$210,000	7	20.00%	181,743	0	186,560	184,700	
\$210,001 \$250,000	4	11.43%	225,350	285,000	245,167	225,000	
\$250,001 and up	5	14.29%	298,600	0	289,500	350,000	
Average List Price		145,543		88,111	156,410	196,580	189,900
Total Closed Units		35	100%	145,543	9	20	5
Total Closed Volume		5,093,999		793.00K	3.13M	982.90K	189.90K

July 2019



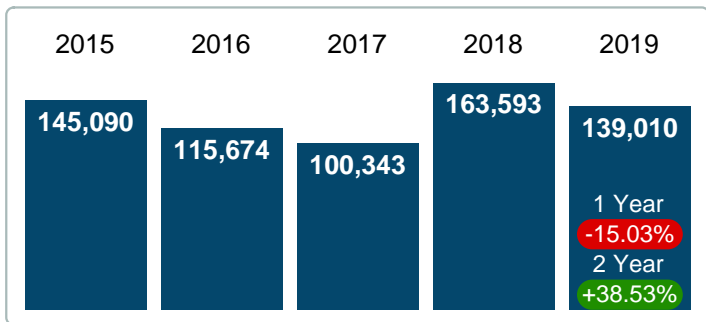
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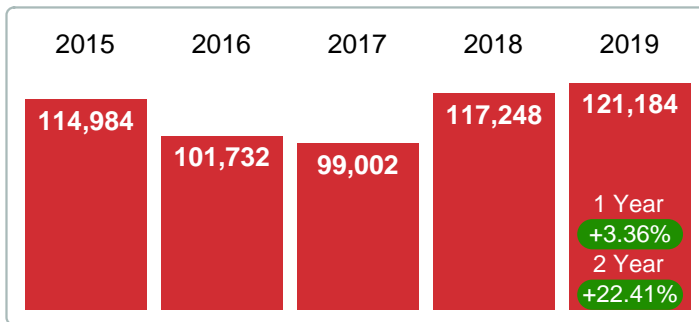
AVERAGE SOLD PRICE AT CLOSING

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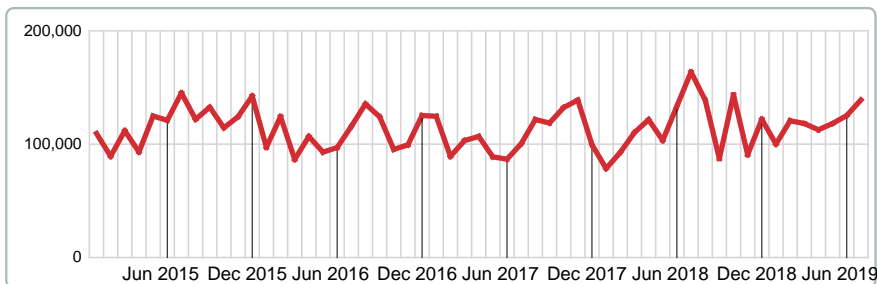
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

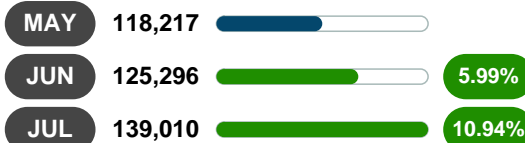


3 MONTHS

5 year JUL AVG = 132,742

High Jul 2018 163,593 Low Jan 2018 78,538

Average Sold Price at Closing this month at **139,010** above the 5 yr JUL average of **132,742**



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
\$30,000 and less	11.43%	24,750	24,667	25,000	0	0
\$30,001 - \$60,000	8.57%	41,867	35,000	55,000	35,600	0
\$60,001 - \$90,000	17.14%	73,333	66,500	76,750	0	0
\$90,001 - \$150,000	17.14%	115,125	107,000	119,188	0	0
\$150,001 - \$210,000	22.86%	175,063	0	172,200	182,250	175,000
\$210,001 - \$250,000	14.29%	234,900	250,000	233,167	225,000	0
\$250,001 and up	8.57%	311,667	0	292,500	350,000	0
Average Sold Price		139,010	78,444	150,463	195,020	175,000
Total Closed Units	100%	139,010	9	20	5	1
Total Closed Volume		4,865,351	706.00K	3.01M	975.10K	175.00K

July 2019



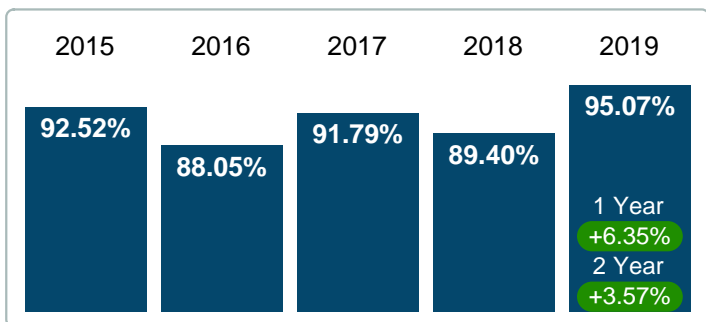
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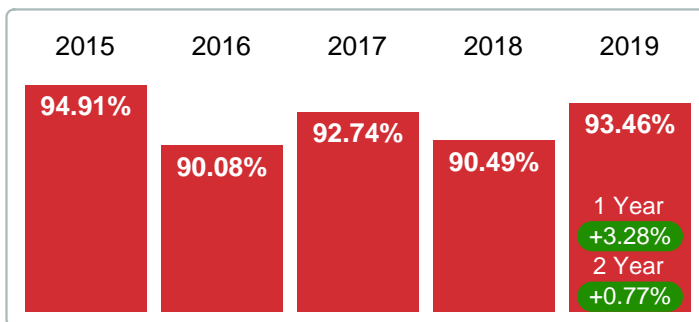
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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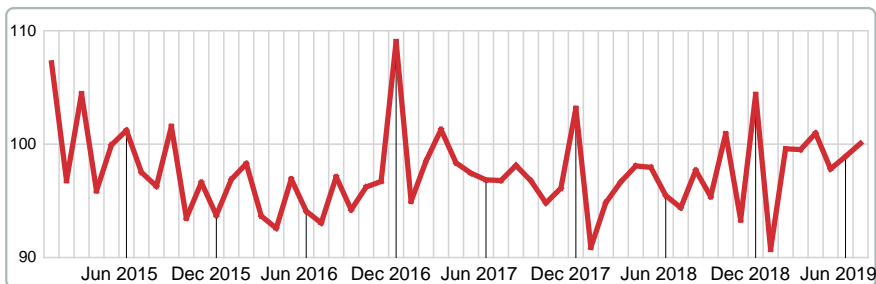
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

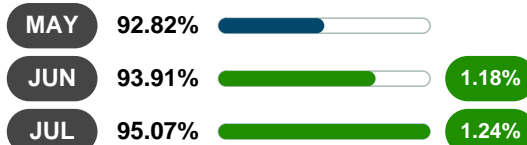


3 MONTHS

5 year JUL AVG = 91.36%

High Dec 2016 104.05% Low Jan 2019 85.72%

Average Sold/List Ratio this month at **95.07%**
above the 5 yr JUL average of **91.36%**



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	
\$30,000 and less	4	11.43%	94.28%	92.37%	100.00%	0.00%	0.00%	
\$30,001 \$60,000	3	8.57%	96.56%	97.22%	100.00%	92.47%	0.00%	
\$60,001 \$90,000	6	17.14%	91.81%	84.21%	95.61%	0.00%	0.00%	
\$90,001 \$150,000	6	17.14%	97.05%	91.58%	99.79%	0.00%	0.00%	
\$150,001 \$210,000	8	22.86%	93.88%	0.00%	92.27%	98.77%	92.15%	
\$210,001 \$250,000	5	14.29%	94.88%	87.72%	95.56%	100.00%	0.00%	
\$250,001 and up	3	8.57%	100.68%	0.00%	101.01%	100.00%	0.00%	
Average Sold/List Ratio		95.10%		90.41%	96.58%	98.00%	92.15%	
Total Closed Units		35	100%	95.10%	9	20	5	1
Total Closed Volume		4,865,351			706.00K	3.01M	975.10K	175.00K

July 2019

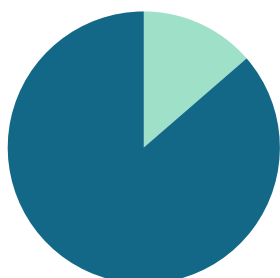
Area Delimited by County Of McIntosh



MARKET SUMMARY

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

INVENTORY

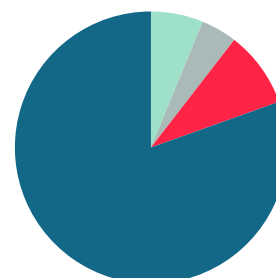


Inventory
 New Listings
72 = 13.64%
 Start Inventory
456
 Total Inventory Units
528
 Volume
\$74,295,376

Market Activity

Closed Sales
35 = 6.22%
 Pending Sales
24 = 4.26%
 Other Off Market
51 = 9.06%
 Active Inventory
453 = 80.46%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	26	35	34.62%	159	181	13.84%
Pending Sales	24	24	0.00%	169	194	14.79%
New Listings	116	72	-37.93%	704	658	-6.53%
Average List Price	178,492	145,543	-18.46%	127,699	128,225	0.41%
Average Sale Price	163,593	139,010	-15.03%	117,248	121,184	3.36%
Average Percent of Selling Price to List Price	89.40%	95.07%	6.35%	90.49%	93.46%	3.28%
Average Days on Market to Sale	77.19	68.34	-11.46%	71.37	67.70	-5.15%
Monthly Inventory	525	453	-13.71%	525	453	-13.71%
Months Supply of Inventory	21.80	18.49	-15.18%	21.80	18.49	-15.18%

Absorption: Last 12 months, an Average of **25** Sales/Month

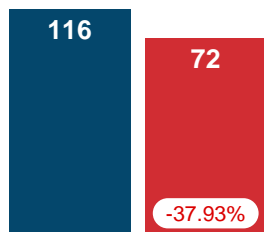
Inventory on July 31, 2019 = **453**

2018 **2019**

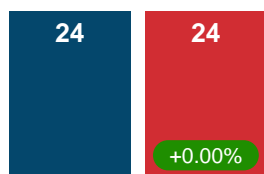
JULY MARKET

AVERAGE PRICES

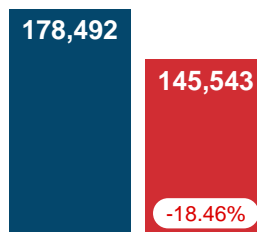
New Listings



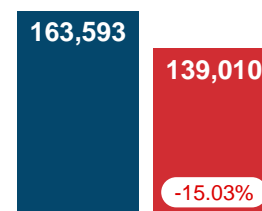
Pending Listings



List Price



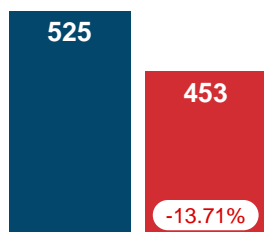
Sale Price



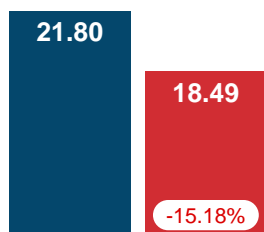
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

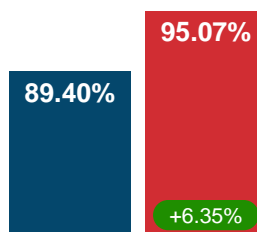
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

