

# July 2019

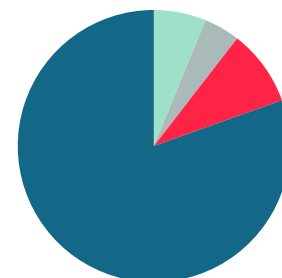
Area Delimited by County Of McIntosh



## 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%
Median List Price	88,750	135,900	53.13%
Median Sale Price	80,500	134,751	67.39%
Median Percent of Selling Price to List Price	93.27%	97.22%	4.24%
Median Days on Market to Sale	72.50	69.00	-4.83%
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.

#### 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 **67.39%** in July 2019 to \$134,751 versus the previous year at \$80,500.

#### Median Days on Market Shortens

The median number of **69.00** days that homes spent on the market before selling decreased by 3.50 days or **4.83%** in July 2019 compared to last year's same month at **72.50** DOM.

#### Sales Success for July 2019 is Positive

Overall, with Median Prices going up 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.

### 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

# July 2019



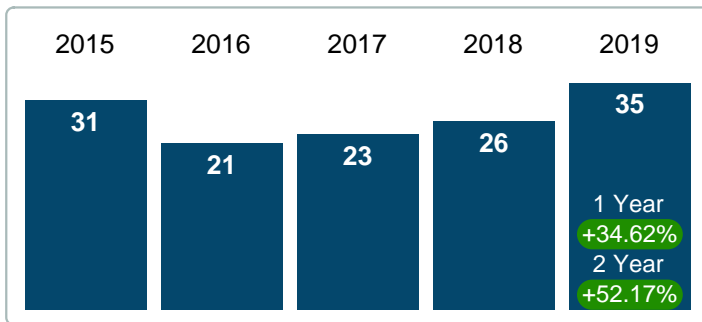
Area Delimited by County Of McIntosh



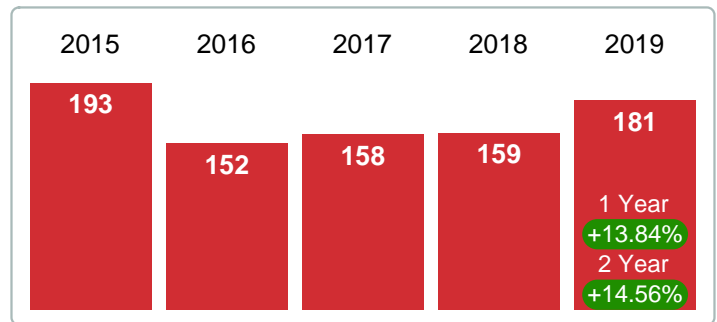
## CLOSED LISTINGS

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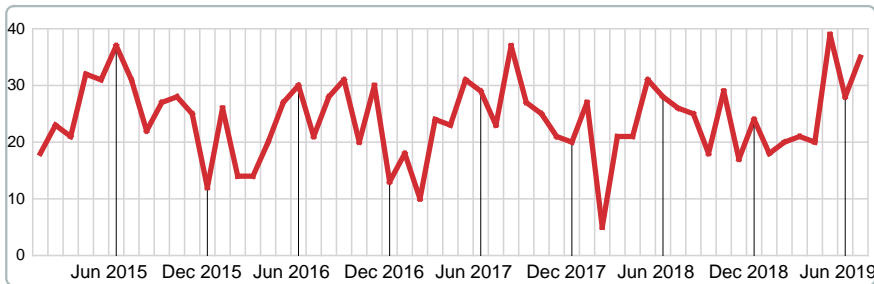
### JULY



### YEAR TO DATE (YTD)

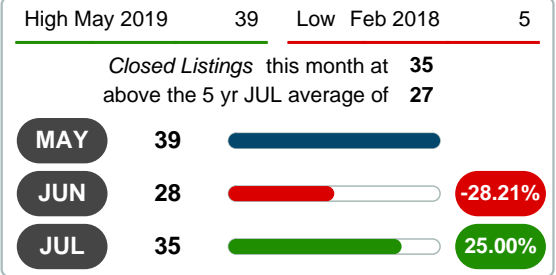


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 27



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	11.43%	14.0	3	1	0	0
\$30,001 - \$60,000	3	8.57%	81.0	1	1	1	0
\$60,001 - \$90,000	6	17.14%	19.0	2	4	0	0
\$90,001 - \$150,000	6	17.14%	76.0	2	4	0	0
\$150,001 - \$210,000	8	22.86%	82.0	0	5	2	1
\$210,001 - \$250,000	5	14.29%	62.0	1	3	1	0
\$250,001 and up	3	8.57%	121.0	0	2	1	0
<b>Total Closed Units</b>	<b>35</b>			<b>9</b>	<b>20</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,865,351</b>	<b>100%</b>	<b>69.0</b>	<b>706.00K</b>	<b>3.01M</b>	<b>975.10K</b>	<b>175.00K</b>
<b>Median Closed Price</b>	<b>\$134,751</b>			<b>\$65,000</b>	<b>\$150,500</b>	<b>\$195,000</b>	<b>\$175,000</b>

# July 2019



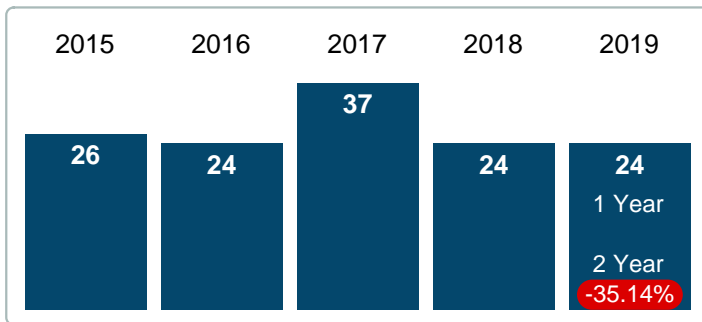
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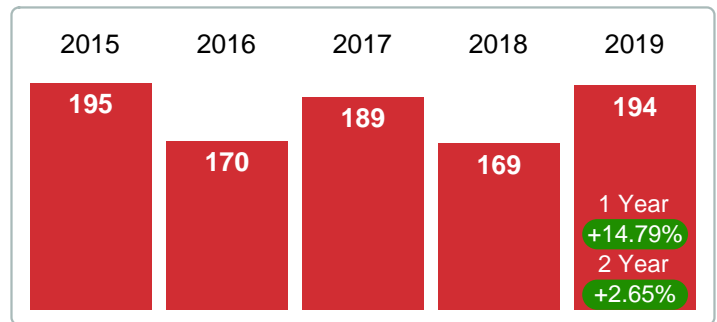
## PENDING LISTINGS

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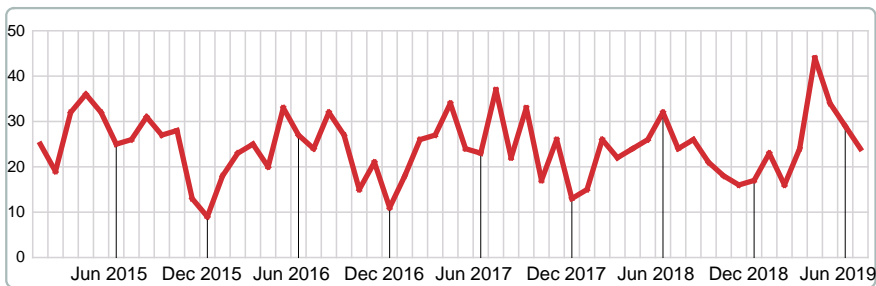
### JULY



### YEAR TO DATE (YTD)

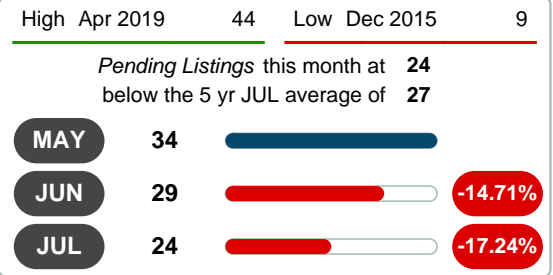


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 27



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	18.0	3	1	0	0
\$40,001 - \$80,000	3	12.50%	88.0	1	2	0	0
\$80,001 - \$120,000	7	29.17%	118.0	2	4	1	0
\$120,001 - \$180,000	3	12.50%	37.0	2	0	1	0
\$180,001 - \$270,000	3	12.50%	87.0	1	2	0	0
\$270,001 and up	3	12.50%	158.0	1	1	1	0
<b>Total Pending Units</b>	<b>24</b>			<b>11</b>	<b>10</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>3,301,700</b>	<b>100%</b>	<b>89.5</b>	<b>1.35M</b>	<b>1.30M</b>	<b>653.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$92,500</b>			<b>\$85,000</b>	<b>\$92,500</b>	<b>\$135,000</b>	<b>\$0</b>

# July 2019



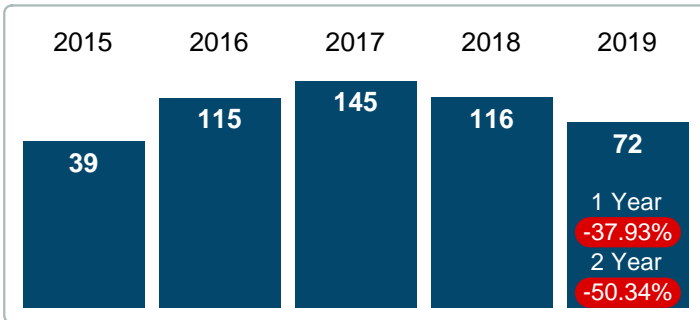
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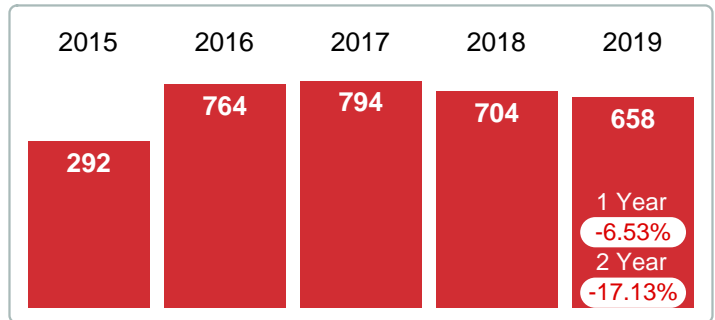
## NEW LISTINGS

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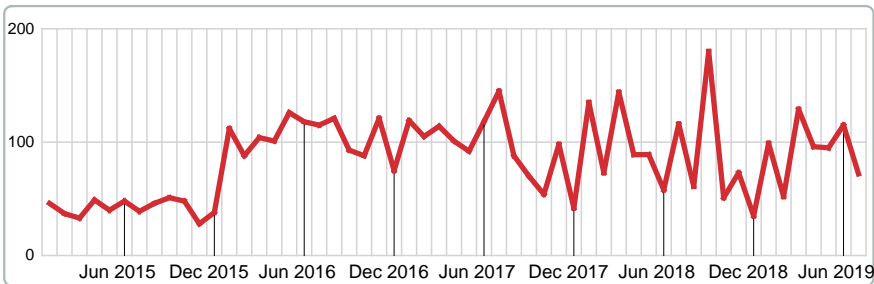
### JULY



### YEAR TO DATE (YTD)

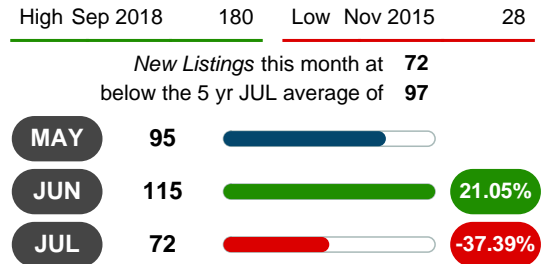


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 97



### 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
<b>Total New Listed Units</b>	<b>72</b>		<b>39</b>	<b>26</b>	<b>6</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,393,594</b>	<b>100%</b>	<b>3.67M</b>	<b>4.98M</b>	<b>1.48M</b>	<b>270.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$95,000</b>		<b>\$65,000</b>	<b>\$142,000</b>	<b>\$264,000</b>	<b>\$270,000</b>

# July 2019



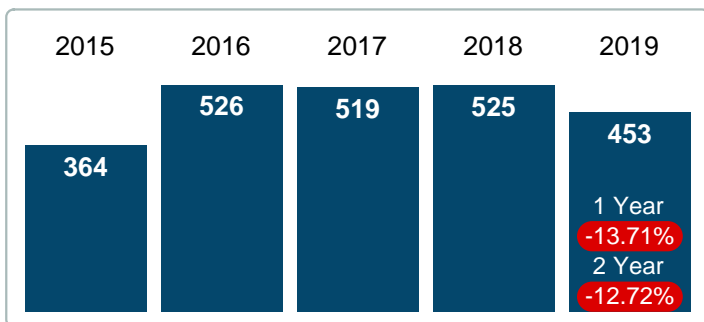
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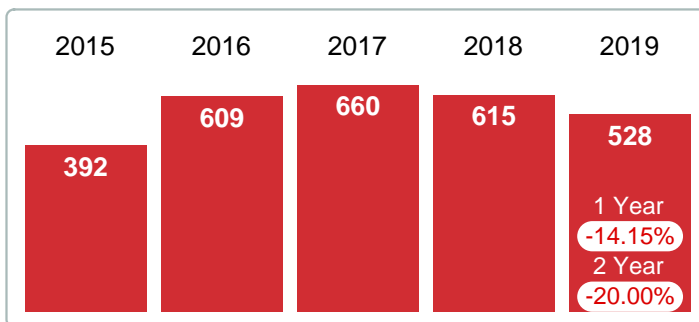
## ACTIVE INVENTORY

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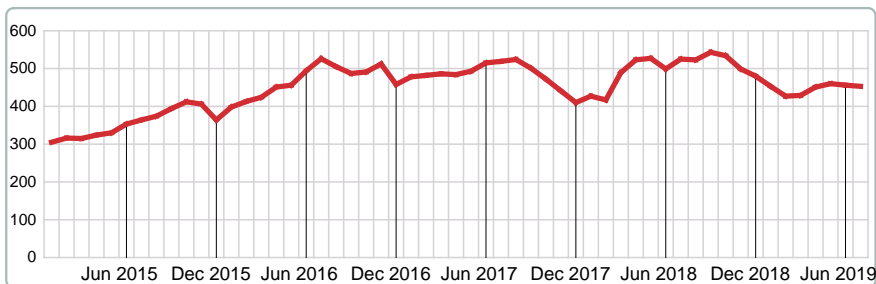
### END OF JULY



### ACTIVE DURING JULY

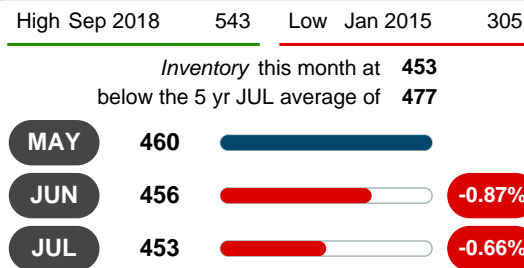


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 477



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	4.19%	117.0	19	0	0	0
\$10,001 - \$30,000	77	17.00%	123.0	74	3	0	0
\$30,001 - \$50,000	59	13.02%	68.0	56	3	0	0
\$50,001 - \$120,000	125	27.59%	62.0	89	31	5	0
\$120,001 - \$160,000	62	13.69%	101.5	36	23	3	0
\$160,001 - \$270,000	62	13.69%	72.0	27	19	12	4
\$270,001 and up	49	10.82%	82.0	20	16	12	1
<b>Total Active Inventory by Units</b>	<b>453</b>			<b>321</b>	<b>95</b>	<b>32</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>61,966,876</b>	100%	82.0	<b>33.60M</b>	<b>18.24M</b>	<b>8.52M</b>	<b>1.60M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$85,000</b>			<b>\$55,000</b>	<b>\$139,000</b>	<b>\$239,000</b>	<b>\$259,000</b>

# July 2019



Area Delimited by County Of McIntosh



## MONTHS SUPPLY of INVENTORY (MSI)

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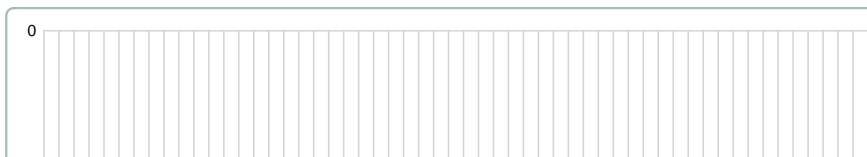
### MSI FOR JULY

2015	2016	2017	2018	2019

### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>453</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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	Low	Jul 2019
inf	inf	inf	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

# July 2019



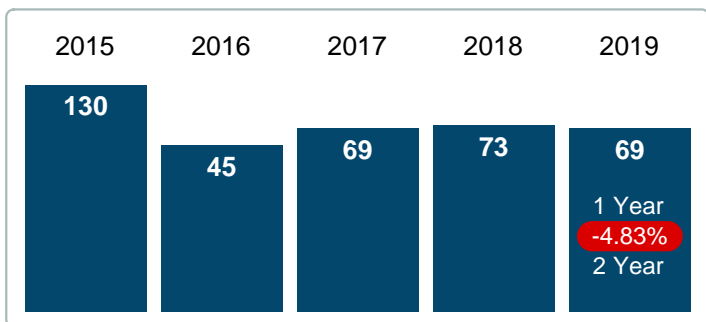
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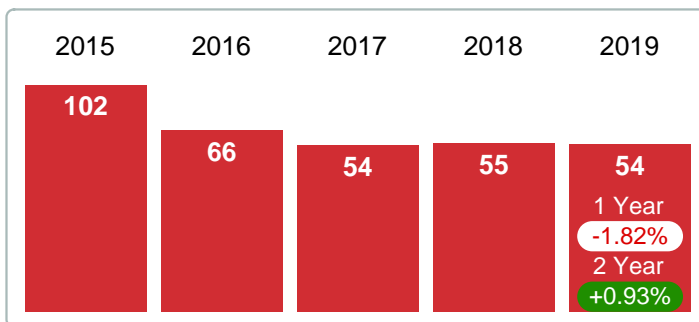
## MEDIAN DAYS ON MARKET TO SALE

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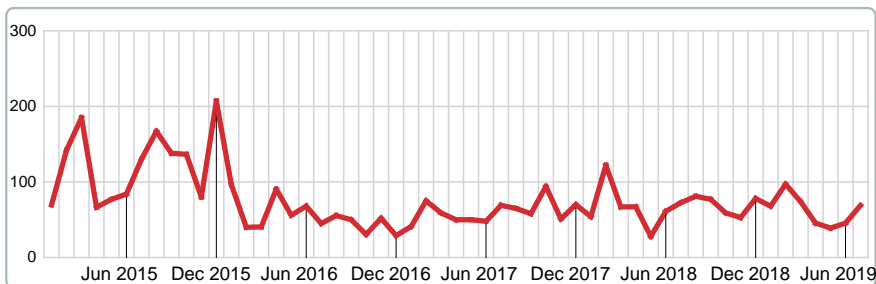
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

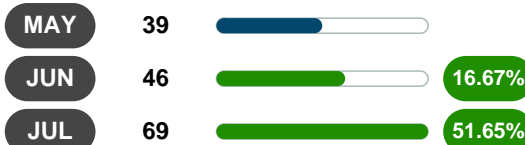


### 3 MONTHS

5 year JUL AVG = 77

High Dec 2015 207 Low May 2018 28

Median Days on Market to Sale this month at 69 below the 5 yr JUL average of 77



### 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
\$30,000 and less	4	11.43%	14	25	3	0	0
\$30,001 - \$60,000	3	8.57%	81	123	3	81	0
\$60,001 - \$90,000	6	17.14%	19	55	16	0	0
\$90,001 - \$150,000	6	17.14%	76	87	55	0	0
\$150,001 - \$210,000	8	22.86%	82	0	80	72	84
\$210,001 - \$250,000	5	14.29%	62	280	25	62	0
\$250,001 and up	3	8.57%	121	0	122	78	0
Median Closed DOM			69	83	39	78	84
Total Closed Units		100%	69.0	9	20	5	1
Total Closed Volume			4,865,351	706.00K	3.01M	975.10K	175.00K



# July 2019



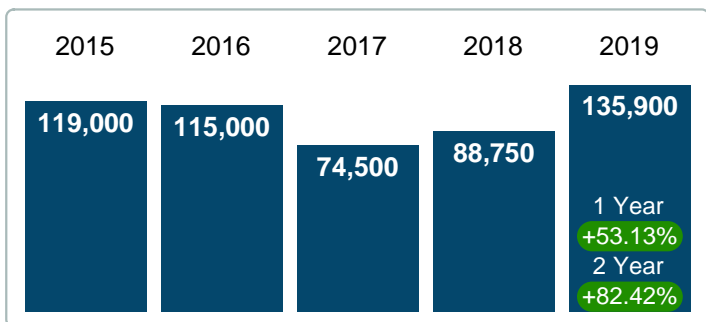
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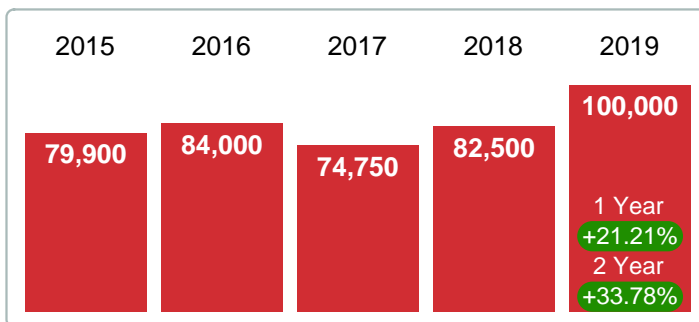
## MEDIAN LIST PRICE AT CLOSING

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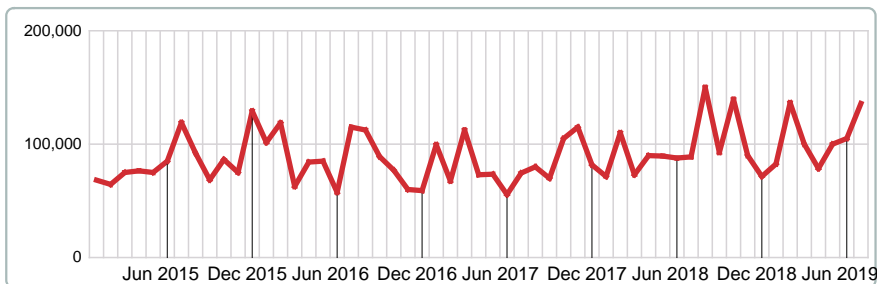
### JULY



### YEAR TO DATE (YTD)

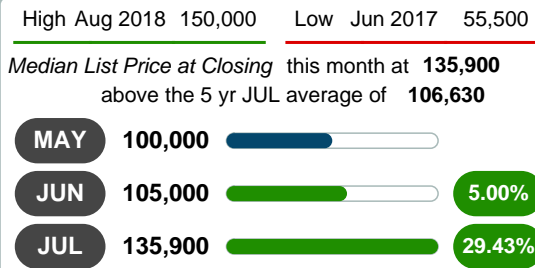


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 106,630



### 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		
\$30,000 and less	3	8.57%	25,000	24,000	25,000	0		
\$30,001 - \$60,000	4	11.43%	37,250	34,500	55,000	38,500		
\$60,001 - \$90,000	5	14.29%	78,000	79,000	70,000	0		
\$90,001 - \$150,000	7	20.00%	108,000	116,500	98,000	0		
\$150,001 - \$210,000	7	20.00%	185,000	0	177,000	184,700		
\$210,001 - \$250,000	4	11.43%	222,450	0	219,900	225,000		
\$250,001 and up	5	14.29%	285,000	285,000	279,000	350,000		
Median List Price		135,900		78,000	154,000	199,900	189,900	
Total Closed Units		35	100%	135,900	9	20	5	1
Total Closed Volume		5,093,999		793.00K	3.13M	982.90K	189.90K	



# July 2019



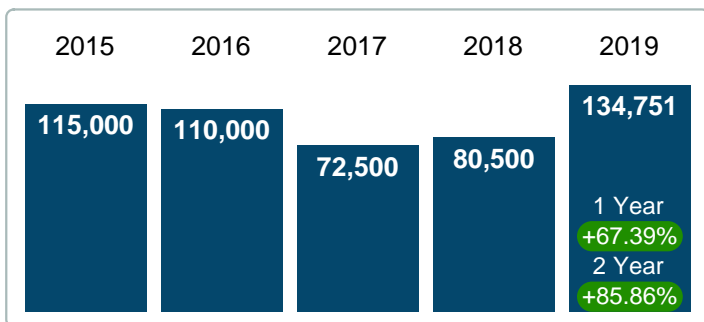
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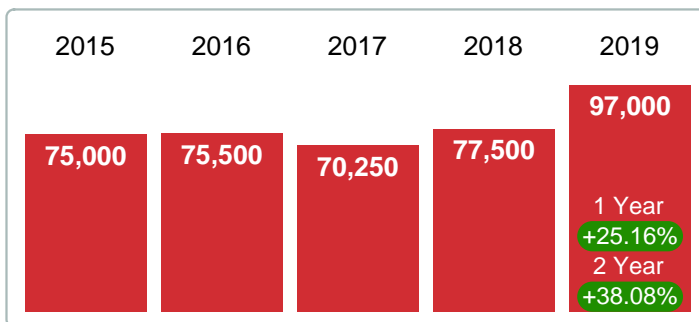
## MEDIAN SOLD PRICE AT CLOSING

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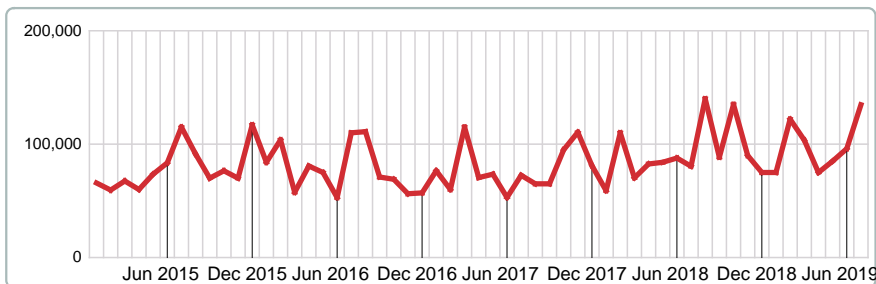
### JULY



### YEAR TO DATE (YTD)

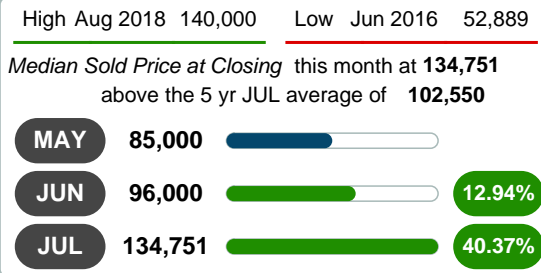


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 102,550



### 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
\$30,000 and less	4	11.43%	25,000	25,000	25,000	0	0
\$30,001 - \$60,000	3	8.57%	35,600	35,000	55,000	35,600	0
\$60,001 - \$90,000	6	17.14%	69,000	66,500	77,500	0	0
\$90,001 - \$150,000	6	17.14%	108,500	107,000	116,376	0	0
\$150,001 - \$210,000	8	22.86%	172,250	0	155,000	182,250	175,000
\$210,001 - \$250,000	5	14.29%	232,000	250,000	232,000	225,000	0
\$250,001 and up	3	8.57%	305,000	0	292,500	350,000	0
Median Sold Price			134,751	65,000	150,500	195,000	175,000
Total Closed Units		100%	134,751	9	20	5	1
Total Closed Volume			4,865,351	706.00K	3.01M	975.10K	175.00K

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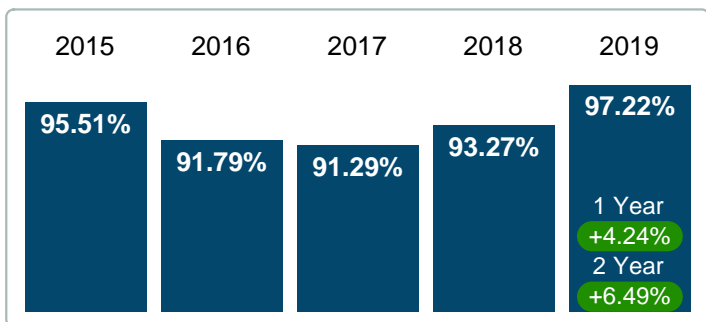
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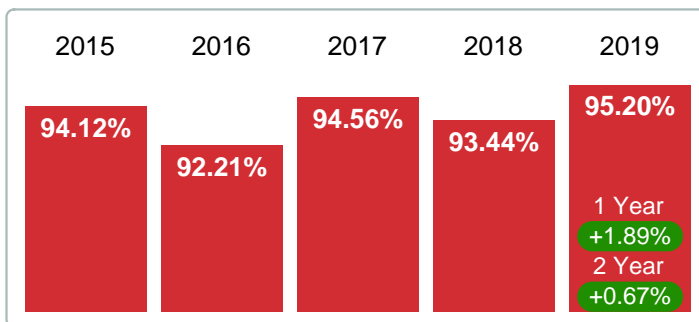
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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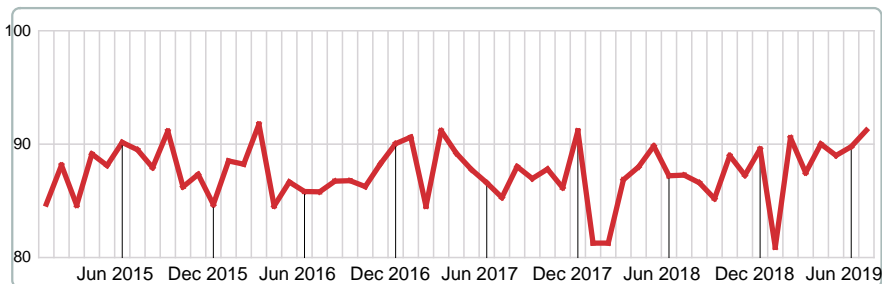
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

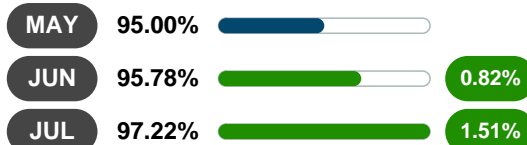


### 3 MONTHS

5 year JUL AVG = 93.82%

High Mar 2016 97.76% Low Jan 2019 86.90%

Median Sold/List Ratio this month at **97.22%**  
above the 5 yr JUL average of **93.82%**



### 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	
\$30,000 and less	4	11.43%	95.45%	90.91%	100.00%	0.00%	0.00%	
\$30,001 \$60,000	3	8.57%	97.22%	97.22%	100.00%	92.47%	0.00%	
\$60,001 \$90,000	6	17.14%	91.45%	84.21%	97.86%	0.00%	0.00%	
\$90,001 \$150,000	6	17.14%	99.58%	91.58%	100.00%	0.00%	0.00%	
\$150,001 \$210,000	8	22.86%	95.04%	0.00%	93.22%	98.77%	92.15%	
\$210,001 \$250,000	5	14.29%	97.07%	87.72%	97.07%	100.00%	0.00%	
\$250,001 and up	3	8.57%	100.36%	0.00%	101.01%	100.00%	0.00%	
Median Sold/List Ratio		97.22%		87.96%	99.58%	100.00%	92.15%	
Total Closed Units		35	100%	97.22%	9	20	5	1
Total Closed Volume		4,865,351			706.00K	3.01M	975.10K	175.00K

# July 2019



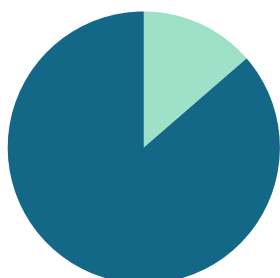
Area Delimited by County Of McIntosh



## MARKET SUMMARY

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

### INVENTORY

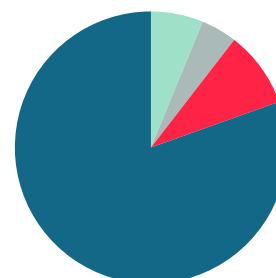


**Inventory**  
 New Listings  
**72 = 13.64%**  
 Start Inventory  
**456**  
 Total Inventory Units  
**528**  
 Volume  
**\$74,295,376**

### 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%
Median List Price	88,750	135,900	53.13%	82,500	100,000	21.21%
Median Sale Price	80,500	134,751	67.39%	77,500	97,000	25.16%
Median Percent of Selling Price to List Price	93.27%	97.22%	4.24%	93.44%	95.20%	1.89%
Median Days on Market to Sale	72.50	69.00	-4.83%	55.00	54.00	-1.82%
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

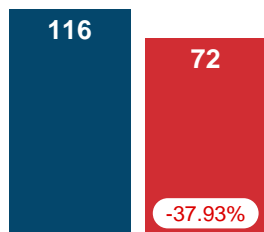
**Inventory** on July 31, 2019 = **453**

**2018** **2019**

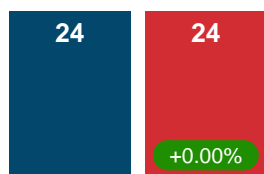
### JULY MARKET

### MEDIAN PRICES

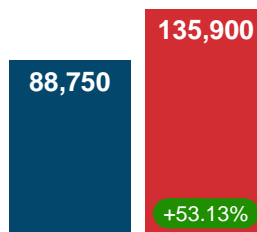
#### New Listings



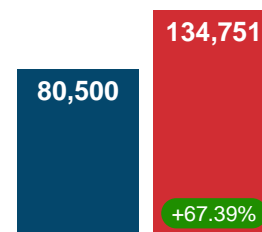
#### Pending Listings



#### List Price



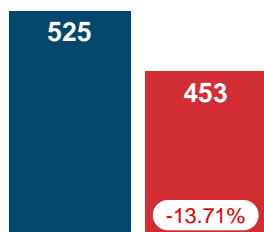
#### Sale Price



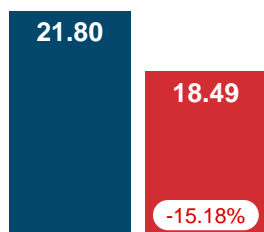
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

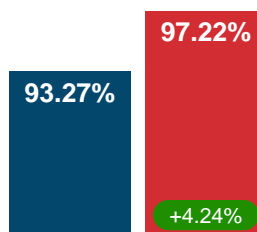
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

