

November 2019



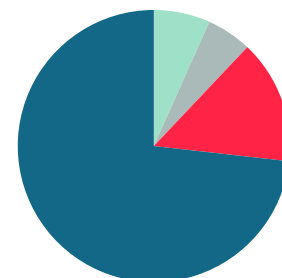
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	10	15	50.00%
Pending Listings	12	12	0.00%
New Listings	30	29	-3.33%
Average List Price	133,480	117,760	-11.78%
Average Sale Price	124,345	115,227	-7.33%
Average Percent of Selling Price to List Price	94.98%	96.17%	1.24%
Average Days on Market to Sale	70.40	69.60	-1.14%
End of Month Inventory	201	164	-18.41%
Months Supply of Inventory	12.00	8.07	-32.79%



■ Closed (6.70%)
■ Pending (5.36%)
■ Other OffMarket (14.73%)
■ Active (73.21%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of November 30, 2019 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **18.41%** to 164 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 **8.07** 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 **7.33%** in November 2019 to \$115,227 versus the previous year at \$124,345.

Average Days on Market Shortens

The average number of **69.60** days that homes spent on the market before selling decreased by 0.80 days or **1.14%** in November 2019 compared to last year's same month at **70.40** DOM.

Sales Success for November 2019 is Positive

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

There were 29 New Listings in November 2019, down **3.33%** from last year at 30. Furthermore, there were 15 Closed Listings this month versus last year at 10, a **50.00%** increase.

Closed versus Listed trends yielded a **51.7%** ratio, up from previous year's, November 2018, at **33.3%**, a **55.17%** 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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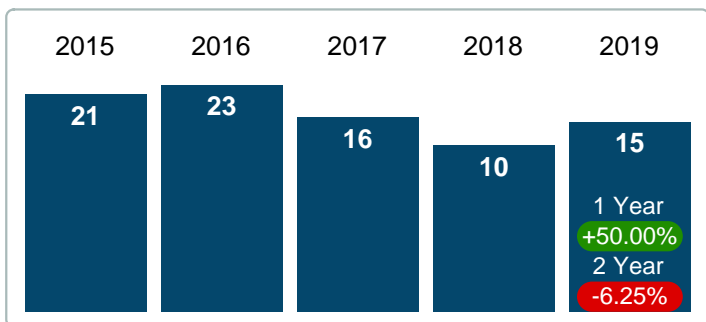
Area Delimited by County Of McIntosh - Residential Property Type



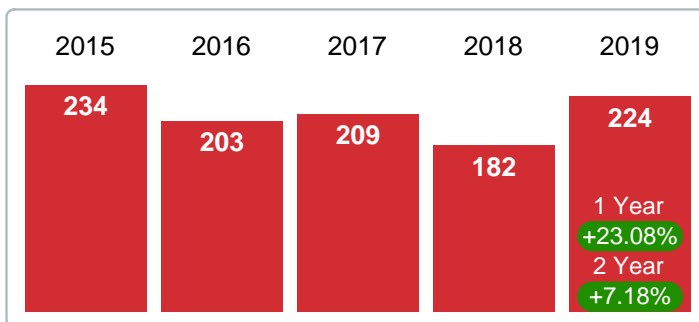
CLOSED LISTINGS

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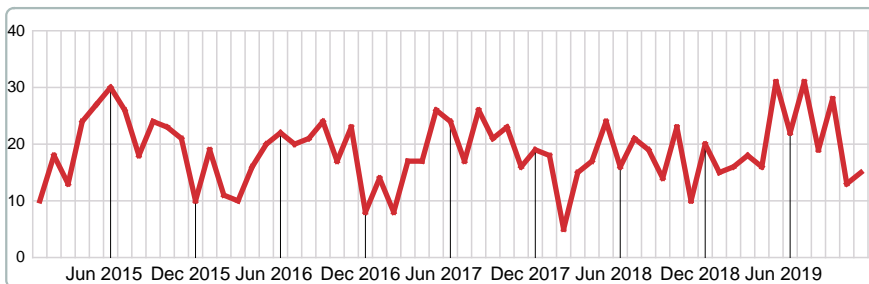
NOVEMBER



YEAR TO DATE (YTD)

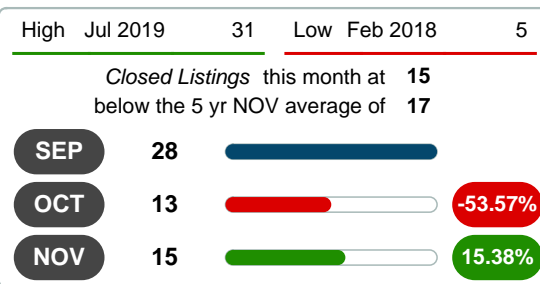


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 17



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	2	13.33%	89.5	2	0	0	0
\$30,001 - \$60,000	1	6.67%	23.0	1	0	0	0
\$60,001 - \$70,000	1	6.67%	65.0	0	1	0	0
\$70,001 - \$130,000	6	40.00%	45.0	2	2	2	0
\$130,001 - \$160,000	2	13.33%	116.5	0	2	0	0
\$160,001 - \$190,000	1	6.67%	143.0	0	0	1	0
\$190,001 and up	2	13.33%	65.5	1	1	0	0
Total Closed Units	15			6	6	3	0
Total Closed Volume	1,728,400	100%	69.6	511.40K	783.00K	434.00K	0.00B
Average Closed Price	\$115,227			\$85,233	\$130,500	\$144,667	\$0

November 2019



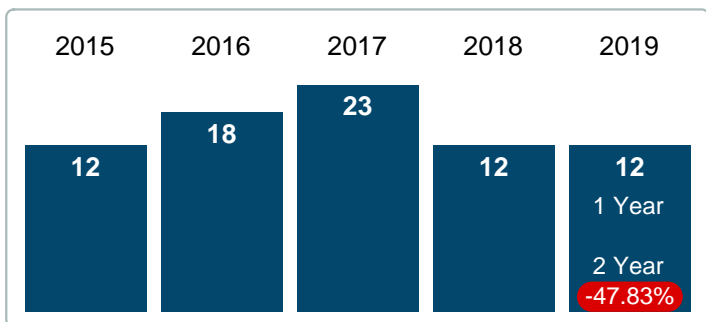
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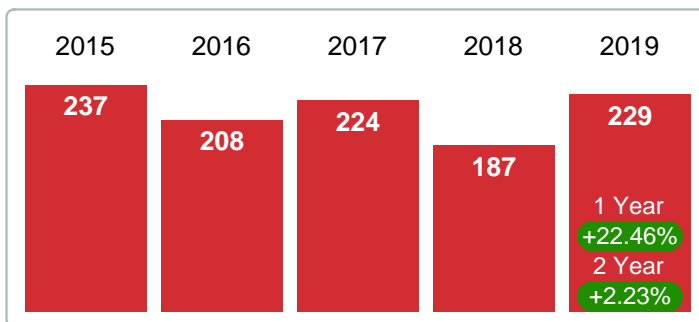
PENDING LISTINGS

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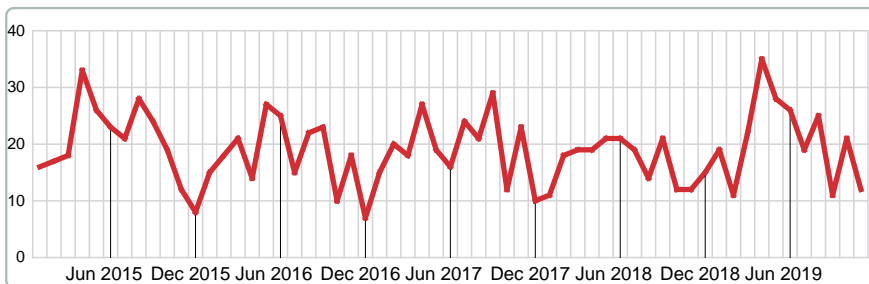
NOVEMBER



YEAR TO DATE (YTD)

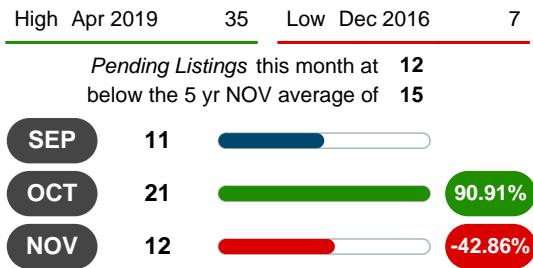


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 15



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	8.33%	1.0	0	1	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	3	25.00%	48.0	0	2	1	0
\$125,001 - \$150,000	3	25.00%	78.0	0	2	1	0
\$150,001 - \$250,000	1	8.33%	143.0	0	0	1	0
\$250,001 - \$275,000	2	16.67%	47.0	0	1	0	1
\$275,001 and up	2	16.67%	19.0	0	2	0	0
Total Pending Units	12			0	8	3	1
Total Pending Volume	2,236,800	100%	54.5	0.00B	1.58M	388.90K	265.00K
Average Listing Price	\$186,400			\$0	\$197,863	\$129,633	\$265,000

November 2019



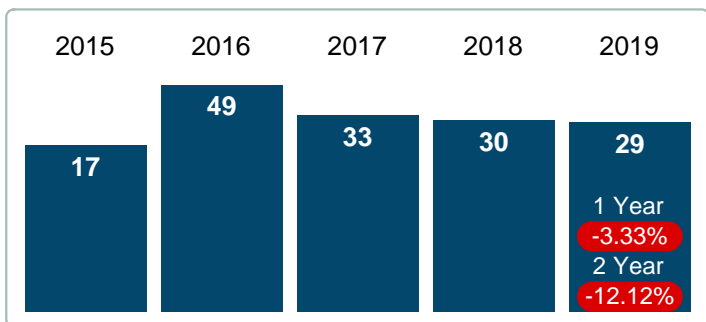
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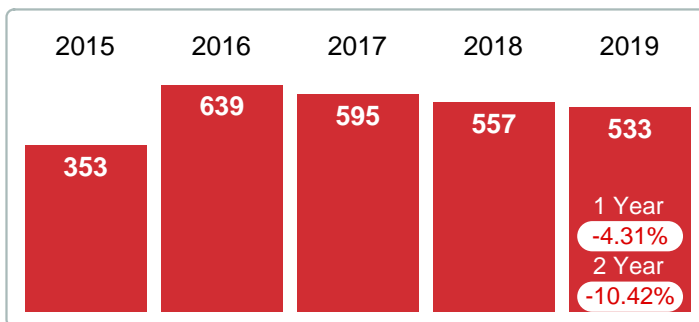
NEW LISTINGS

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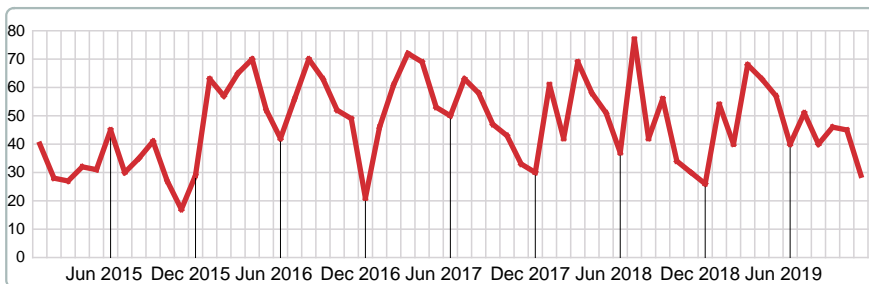
NOVEMBER



YEAR TO DATE (YTD)

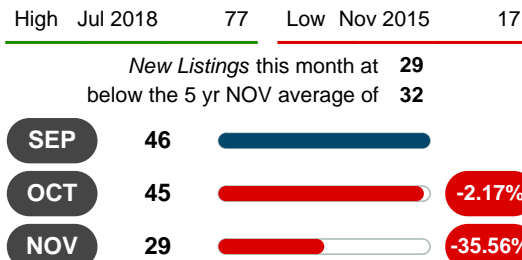


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	3	10.34%	1	1	1	0
\$70,001 - \$70,000	0	0.00%	0	0	0	0
\$70,001 - \$110,000	5	17.24%	1	3	1	0
\$110,001 - \$250,000	10	34.48%	2	6	2	0
\$250,001 - \$310,000	4	13.79%	0	3	1	0
\$310,001 - \$470,000	4	13.79%	0	4	0	0
\$470,001 and up	3	10.34%	0	2	1	0
Total New Listed Units	29		4	19	6	0
Total New Listed Volume	6,465,199	100%	408.40K	4.77M	1.28M	0.00B
Average New Listed Listing Price	\$140,270		\$102,100	\$251,284	\$213,733	\$0

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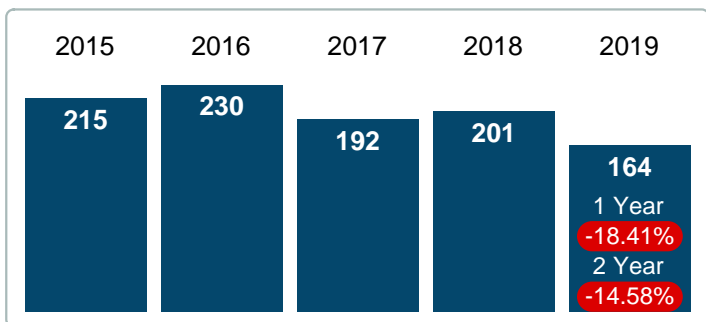
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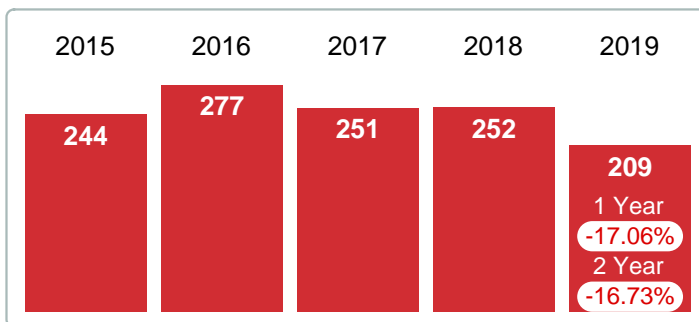
ACTIVE INVENTORY

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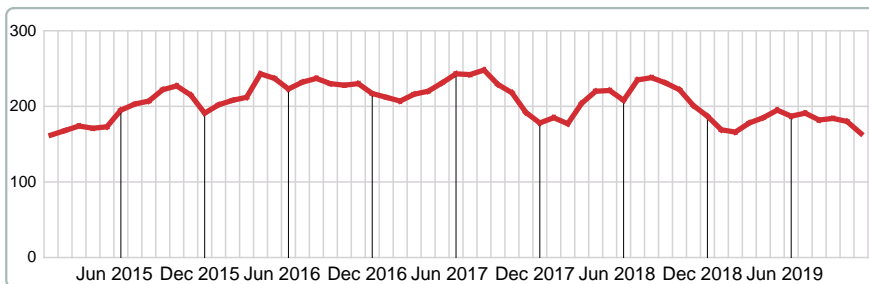
END OF NOVEMBER



ACTIVE DURING NOVEMBER

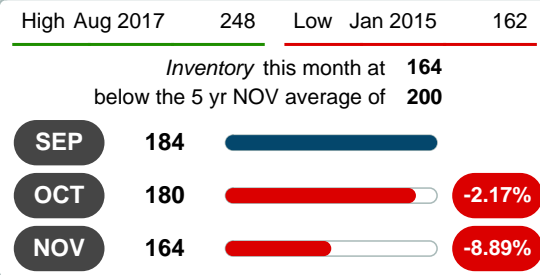


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 200



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.76%	80.9	10	6	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	41	25.00%	85.2	15	21	5	0
\$100,001 - \$175,000	44	26.83%	82.9	8	27	7	2
\$175,001 - \$225,000	20	12.20%	88.9	3	12	4	1
\$225,001 - \$350,000	24	14.63%	84.3	3	10	8	3
\$350,001 and up	19	11.59%	66.2	0	10	6	3
Total Active Inventory by Units	164			39	86	30	9
Total Active Inventory by Volume	31,970,791	100%	82.3	3.81M	16.00M	7.21M	4.95M
Average Active Inventory Listing Price	\$194,944			\$97,736	\$186,042	\$240,387	\$549,767

November 2019



Area Delimited by County Of McIntosh - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
164	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 NOV AVG = inf

High Nov 2019	Low Nov 2019
inf	inf
Months Supply this month at inf equal to 5 yr NOV average of inf	
SEP inf	%
OCT inf	%
NOV inf	%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.76%	3.84	4.80	3.27	0.00	0.00		
\$50,001 - \$70,000	19	11.59%	7.86	6.00	8.80	12.00	0.00		
\$70,001 - \$110,000	24	14.63%	5.88	7.06	4.89	7.20	0.00		
\$110,001 - \$170,000	38	23.17%	9.50	7.00	10.71	7.50	0.00		
\$170,001 - \$240,000	30	18.29%	10.91	15.00	8.35	16.80	24.00		
\$240,001 - \$360,000	20	12.20%	9.23	6.00	5.60	12.00	48.00		
\$360,001 and up	17	10.37%	22.67	0.00	30.00	20.00	12.00		
Market Supply of Inventory (MSI)		8.07		6.50	7.70	10.59	27.00		
Total Active Inventory by Units		164	100%	8.07	39	86	30	9	

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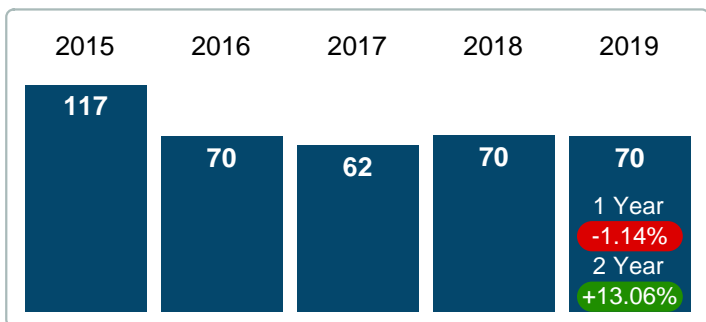
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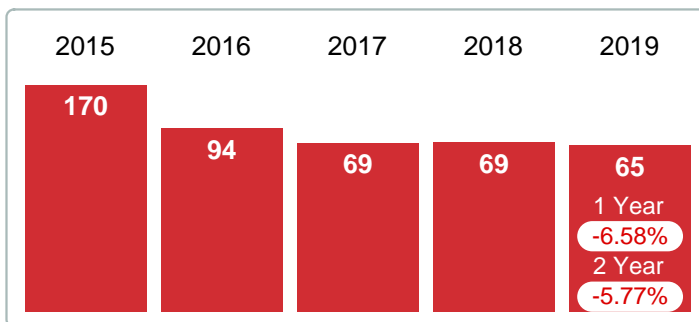
AVERAGE DAYS ON MARKET TO SALE

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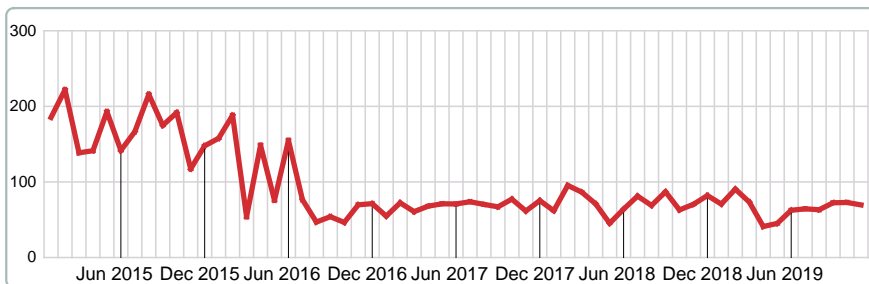
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 78

High Feb 2015 222 Low Apr 2019 41

Average Days on Market to Sale this month at 70 below the 5 yr NOV average of 78



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	13.33%	90	90	0	0	0
\$30,001 - \$60,000	6.67%	23	23	0	0	0
\$60,001 - \$70,000	6.67%	65	0	65	0	0
\$70,001 - \$130,000	40.00%	45	7	41	88	0
\$130,001 - \$160,000	13.33%	117	0	117	0	0
\$160,001 - \$190,000	6.67%	143	0	0	143	0
\$190,001 and up	13.33%	66	52	79	0	0
Average Closed DOM		70	45	77	106	0
Total Closed Units	100%	70	6	6	3	
Total Closed Volume		1,728,400	511.40K	783.00K	434.00K	0.00B

November 2019



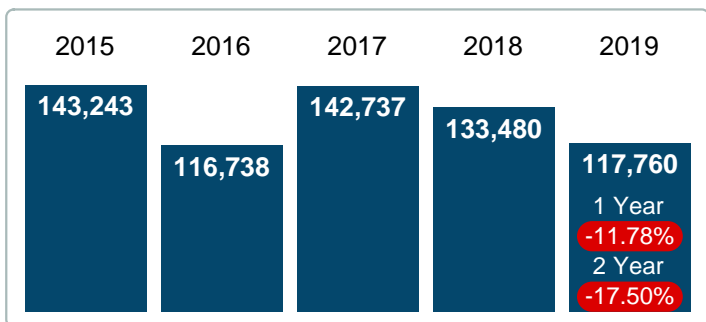
Area Delimited by County Of McIntosh - Residential Property Type



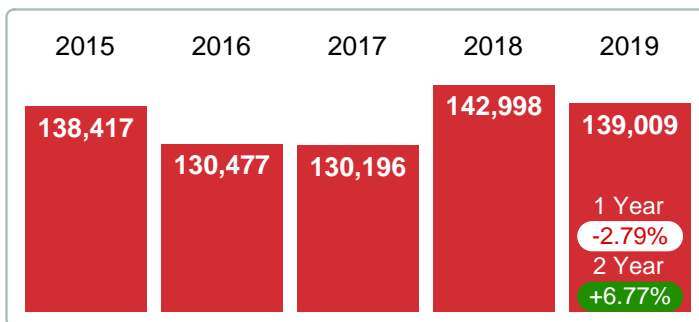
AVERAGE LIST PRICE AT CLOSING

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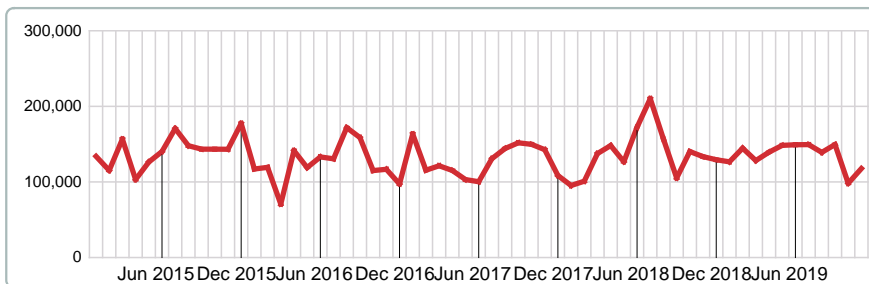
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 130,792

High Jul 2018 210,157 Low Mar 2016 70,770

Average List Price at Closing this month at **117,760**
below the 5 yr NOV average of **130,792**



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	0.00%	0	33,750	0	0	0
\$30,001 - \$60,000	20.00%	42,000	58,500	0	0	0
\$60,001 - \$70,000	6.67%	63,900	0	63,900	0	0
\$70,001 - \$130,000	40.00%	104,450	104,950	81,450	126,950	0
\$130,001 - \$160,000	13.33%	157,500	0	157,500	0	0
\$160,001 - \$190,000	6.67%	169,900	0	0	169,900	0
\$190,001 and up	13.33%	232,450	199,900	265,000	0	0
Average List Price		117,760	89,300	134,467	141,267	0
Total Closed Units	100%	117,760	6	6	3	0
Total Closed Volume		1,766,400	535.80K	806.80K	423.80K	0.00B

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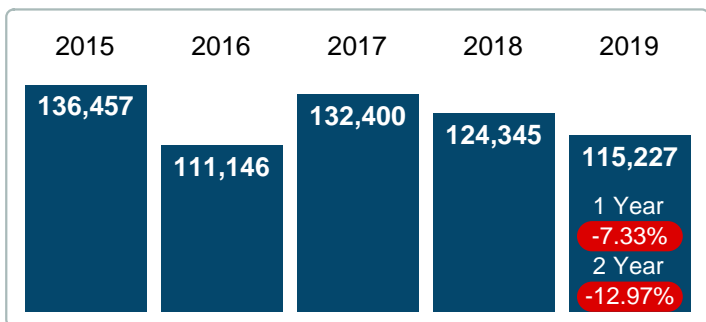
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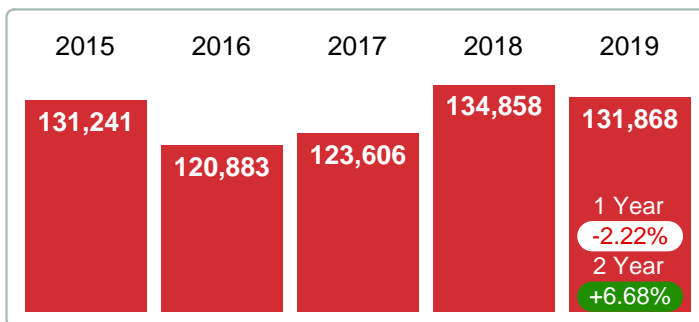
AVERAGE SOLD PRICE AT CLOSING

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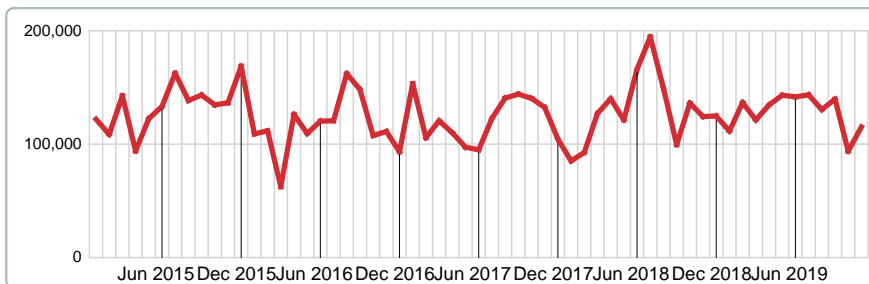
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

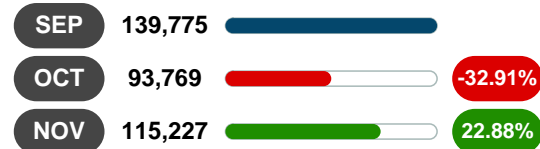


3 MONTHS

5 year NOV AVG = 123,915

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

Average Sold Price at Closing this month at 115,227 below the 5 yr NOV average of 123,915



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	13.33%	28,500	28,500	0	0	0
\$30,001 - \$60,000	6.67%	53,000	53,000	0	0	0
\$60,001 - \$70,000	6.67%	68,000	0	68,000	0	0
\$70,001 - \$130,000	40.00%	100,250	100,750	77,500	122,500	0
\$130,001 - \$160,000	13.33%	155,000	0	155,000	0	0
\$160,001 - \$190,000	6.67%	189,000	0	0	189,000	0
\$190,001 and up	13.33%	224,950	199,900	250,000	0	0
Average Sold Price		115,227	85,233	130,500	144,667	0
Total Closed Units		15	6	6	3	0
Total Closed Volume		1,728,400	511.40K	783.00K	434.00K	0.00B

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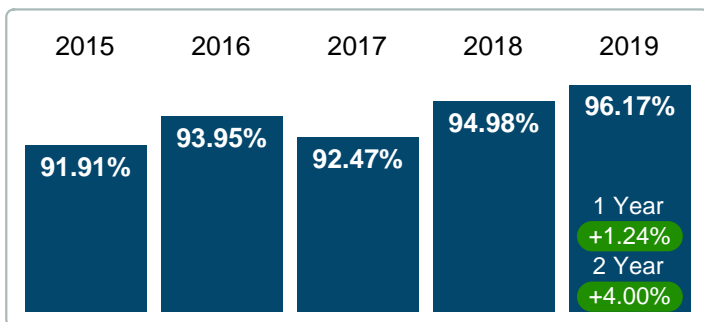
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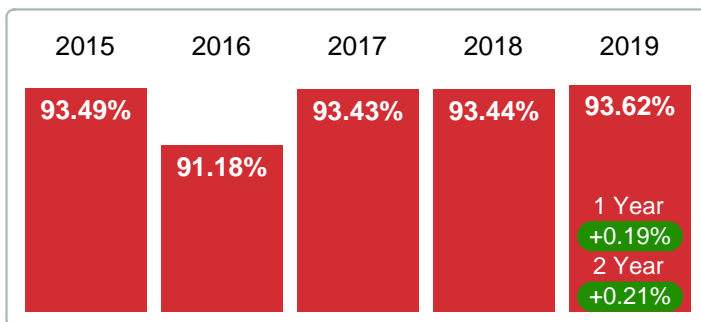
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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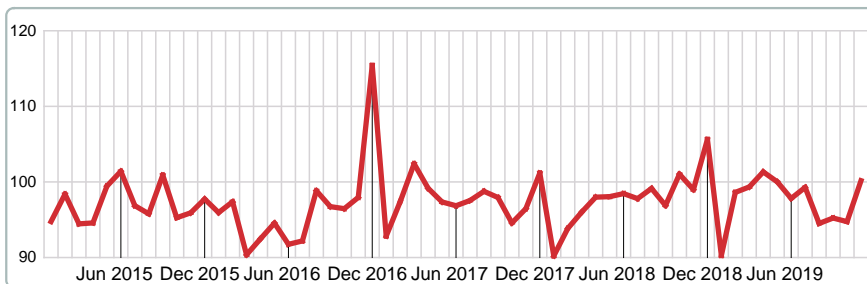
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

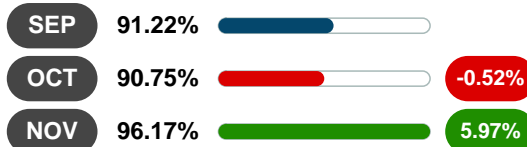


3 MONTHS

5 year NOV AVG = 93.90%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.17%** above the 5 yr NOV average of **93.90%**



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	<div style="width: 13.33%;"></div> 2	13.33%	84.40%	84.40%	0.00%	0.00%	0.00%	
\$30,001 \$60,000	<div style="width: 6.67%;"></div> 1	6.67%	90.60%	90.60%	0.00%	0.00%	0.00%	
\$60,001 \$70,000	<div style="width: 6.67%;"></div> 1	6.67%	106.42%	0.00%	106.42%	0.00%	0.00%	
\$70,001 \$130,000	<div style="width: 40.00%;"></div> 6	40.00%	95.69%	95.05%	95.61%	96.41%	0.00%	
\$130,001 \$160,000	<div style="width: 13.33%;"></div> 2	13.33%	98.49%	0.00%	98.49%	0.00%	0.00%	
\$160,001 \$190,000	<div style="width: 6.67%;"></div> 1	6.67%	111.24%	0.00%	0.00%	111.24%	0.00%	
\$190,001 and up	<div style="width: 13.33%;"></div> 2	13.33%	97.17%	100.00%	94.34%	0.00%	0.00%	
Average Sold/List Ratio		96.20%		91.58%	98.16%	101.35%	0.00%	
Total Closed Units		15	100%	96.20%	6	6	3	
Total Closed Volume		1,728,400			511.40K	783.00K	434.00K	0.00B

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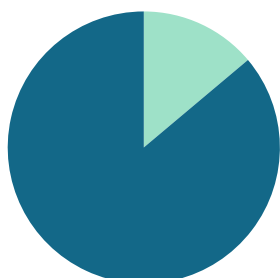
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY



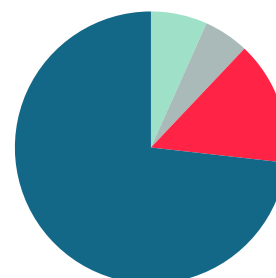
Inventory

- New Listings **29 = 13.88%**
- Start Inventory **180**
- Total Inventory Units **209**
- Volume **\$39,786,786**

Market Activity

- Closed Sales **15 = 6.70%**
- Pending Sales **12 = 5.36%**
- Other Off Market **33 = 14.73%**
- Active Inventory **164 = 73.21%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	10	15	50.00%	182	224	23.08%
Pending Sales	12	12	0.00%	187	229	22.46%
New Listings	30	29	-3.33%	557	533	-4.31%
Average List Price	133,480	117,760	-11.78%	142,998	139,009	-2.79%
Average Sale Price	124,345	115,227	-7.33%	134,858	131,868	-2.22%
Average Percent of Selling Price to List Price	94.98%	96.17%	1.24%	93.44%	93.62%	0.19%
Average Days on Market to Sale	70.40	69.60	-1.14%	69.19	64.63	-6.58%
Monthly Inventory	201	164	-18.41%	201	164	-18.41%
Months Supply of Inventory	12.00	8.07	-32.79%	12.00	8.07	-32.79%

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

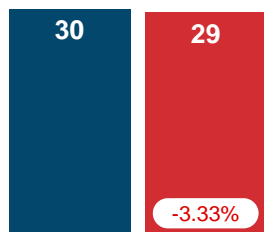
Inventory on November 30, 2019 = **164**

2018 **2019**

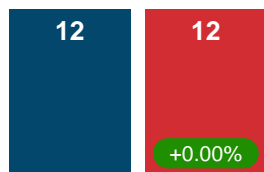
NOVEMBER MARKET

AVERAGE PRICES

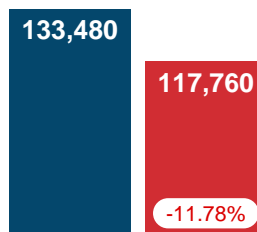
New Listings



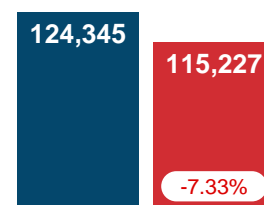
Pending Listings



List Price



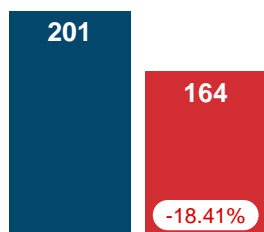
Sale Price



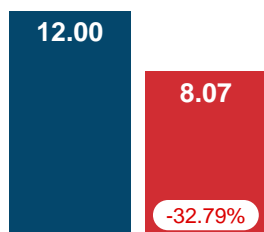
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

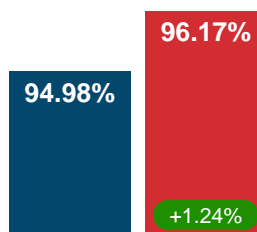
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

