

November 2019



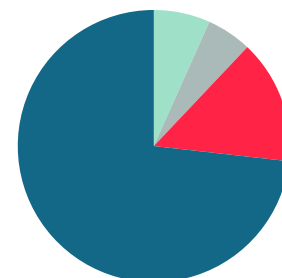
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	10	15	50.00%
Pending Listings	12	12	0.00%
New Listings	30	29	-3.33%
Median List Price	119,750	123,900	3.47%
Median Sale Price	114,000	115,000	0.88%
Median Percent of Selling Price to List Price	95.91%	94.34%	-1.63%
Median Days on Market to Sale	43.00	57.00	32.56%
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.

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 **0.88%** in November 2019 to \$115,000 versus the previous year at \$114,000.

Median Days on Market Lengthens

The median number of **57.00** days that homes spent on the market before selling increased by 14.00 days or **32.56%** in November 2019 compared to last year's same month at **43.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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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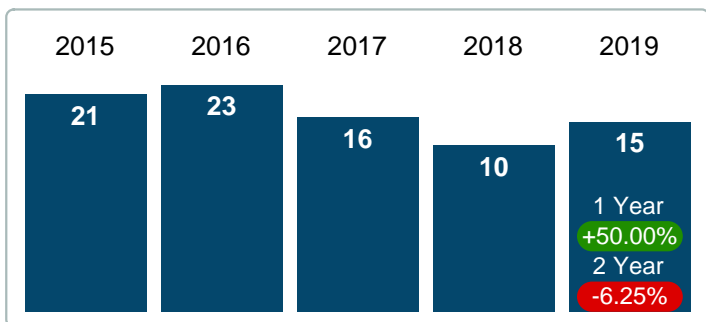
Area Delimited by County Of McIntosh - Residential Property Type



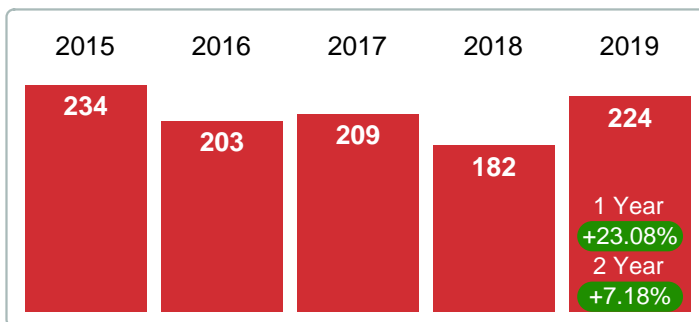
CLOSED LISTINGS

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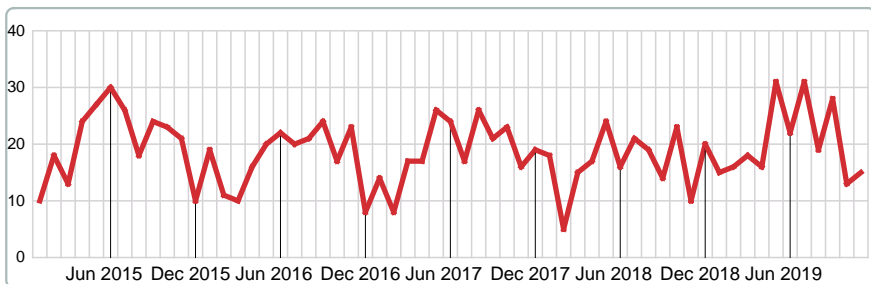
NOVEMBER



YEAR TO DATE (YTD)

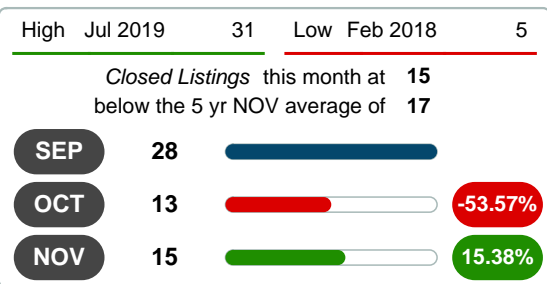


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 17



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	6.5	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%	57.0	511.40K	783.00K	434.00K	0.00B
Median Closed Price	\$115,000			\$64,750	\$116,000	\$130,000	\$0

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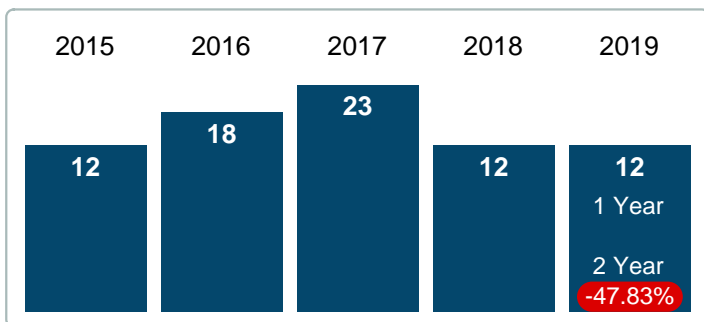
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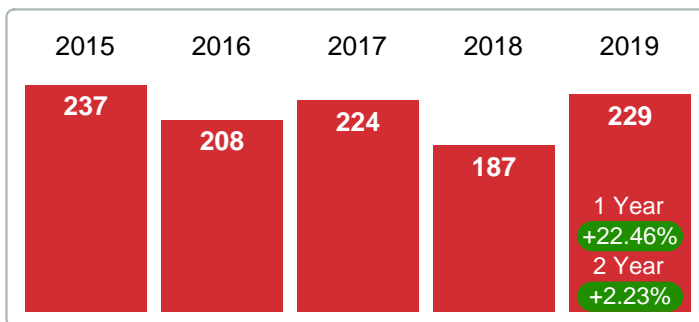
PENDING LISTINGS

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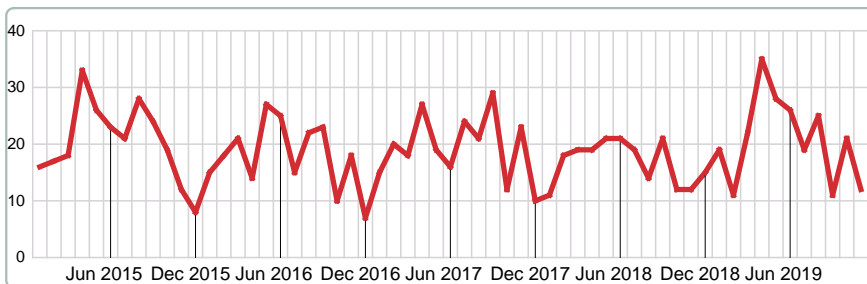
NOVEMBER



YEAR TO DATE (YTD)

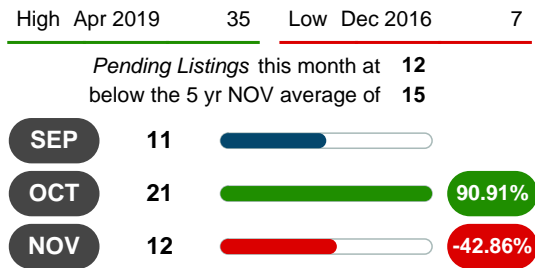


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 15



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	1	8.33%	1.0	0	1	0	0
\$80,001 - \$90,000	1	8.33%	119.0	0	0	1	0
\$90,001 - \$130,000	3	25.00%	1.0	0	2	1	0
\$130,001 - \$160,000	2	16.67%	117.0	0	2	0	0
\$160,001 - \$260,000	2	16.67%	73.0	0	1	1	0
\$260,001 - \$290,000	1	8.33%	91.0	0	0	0	1
\$290,001 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%	28.5	0.00B	1.58M	388.90K	265.00K
Median Listing Price	\$140,500			\$0	\$140,500	\$130,000	\$265,000

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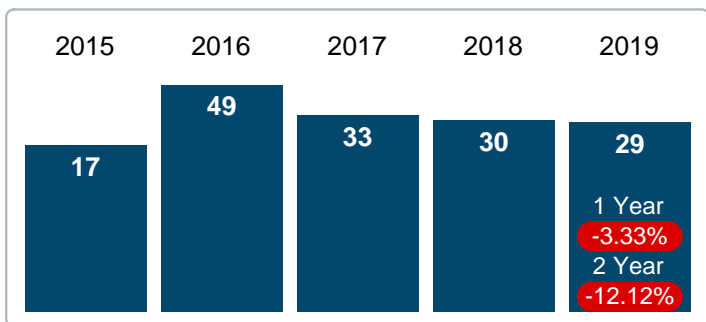
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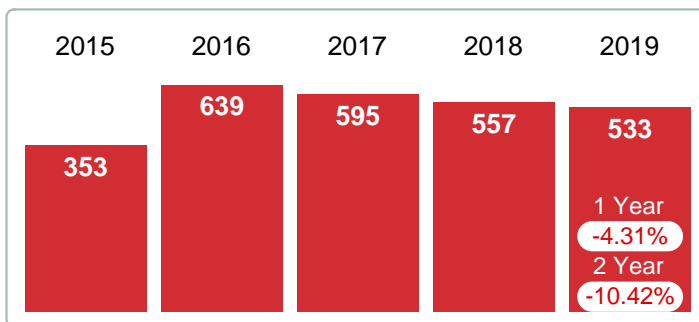
NEW LISTINGS

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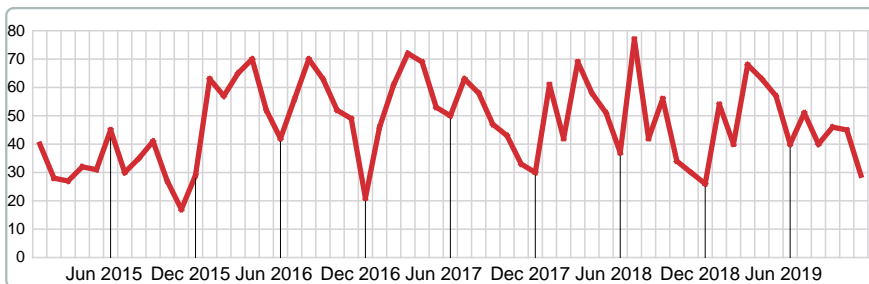
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32

High Jul 2018 77 Low Nov 2015 17

New Listings this month at 29
below the 5 yr NOV average of 32



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	6.90%	1	1	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	5	17.24%	1	2	2	0
\$100,001 - \$250,000	11	37.93%	2	7	2	0
\$250,001 - \$300,000	4	13.79%	0	3	1	0
\$300,001 - \$475,000	5	17.24%	0	5	0	0
\$475,001 and up	2	6.90%	0	1	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
Median New Listed Listing Price	\$155,000		\$97,000	\$225,000	\$122,450	\$0



Area Delimited by County Of McIntosh - Residential Property Type

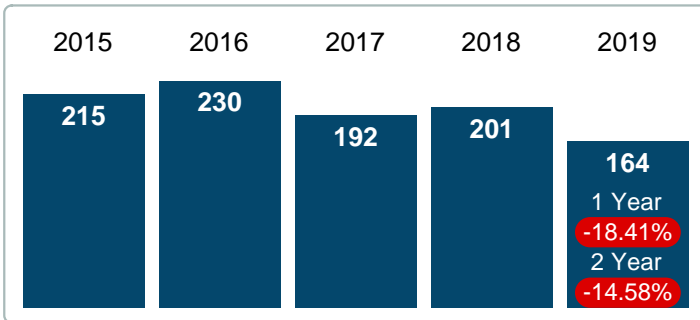


November 2019

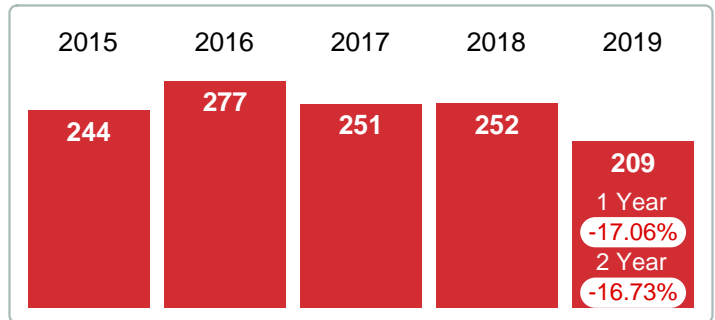
ACTIVE INVENTORY

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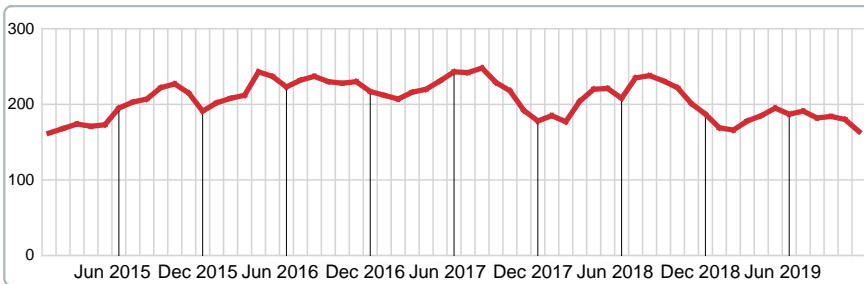
END OF NOVEMBER



ACTIVE DURING NOVEMBER

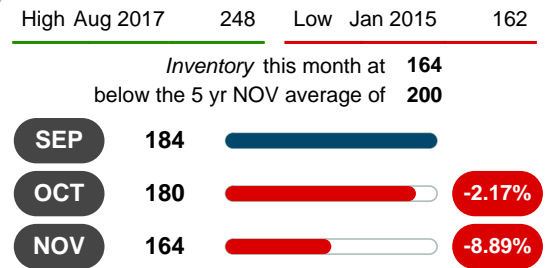


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 200



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	9.76%	63.5	10	6	0	0
\$50,001 - \$70,000	19	11.59%	89.0	6	11	2	0
\$70,001 - \$110,000	24	14.63%	82.5	10	11	3	0
\$110,001 - \$170,000	38	23.17%	78.0	7	25	5	1
\$170,001 - \$240,000	30	18.29%	81.0	5	16	7	2
\$240,001 - \$360,000	20	12.20%	80.0	1	7	8	4
\$360,001 and up	17	10.37%	50.0	0	10	5	2
Total Active Inventory by Units	164			39	86	30	9
Total Active Inventory by Volume	31,970,791	100%	75.5	3.81M	16.00M	7.21M	4.95M
Median Active Inventory Listing Price	\$147,400			\$79,000	\$147,400	\$225,000	\$270,000

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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	inf	Low Nov 2019	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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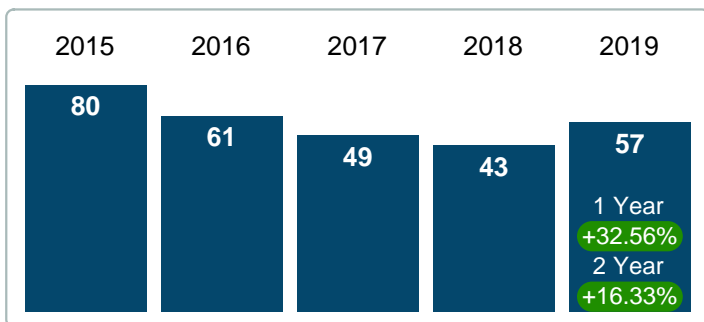
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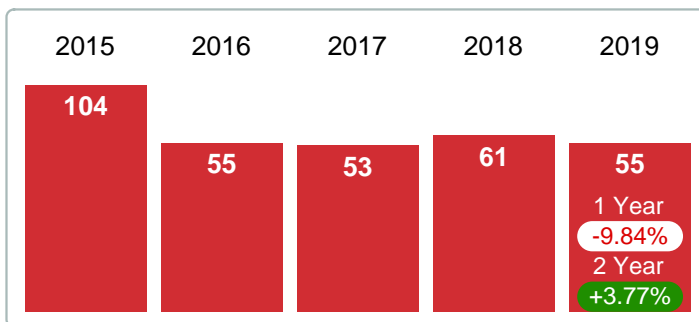
MEDIAN DAYS ON MARKET TO SALE

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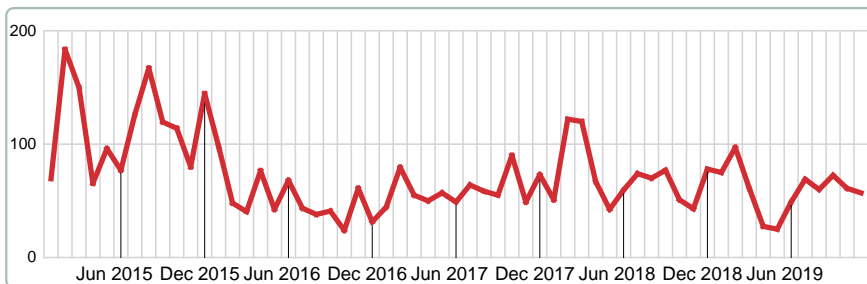
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 58

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 57 below the 5 yr NOV average of 58



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	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%	7	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
Median Closed DOM		57	19	72	143	0
Total Closed Units	100%	15	6	6	3	
Total Closed Volume		1,728,400	511.40K	783.00K	434.00K	0.00B

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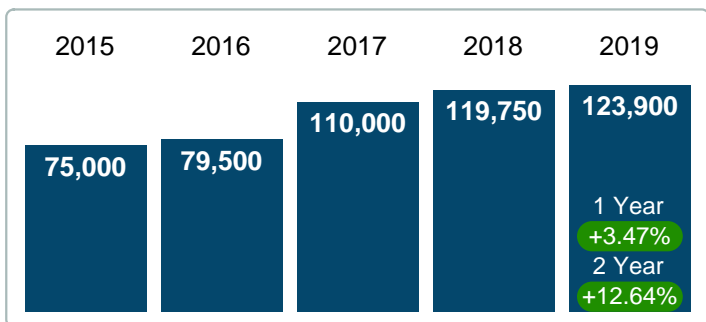
Area Delimited by County Of McIntosh - Residential Property Type



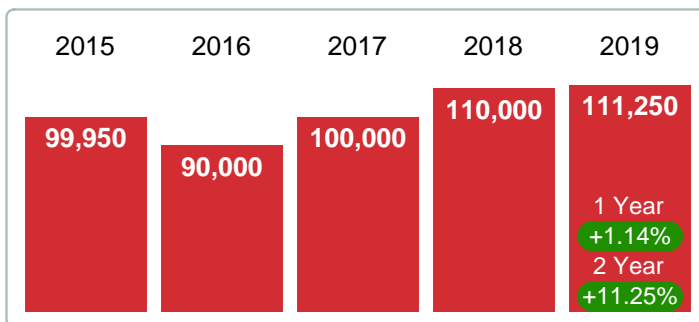
MEDIAN LIST PRICE AT CLOSING

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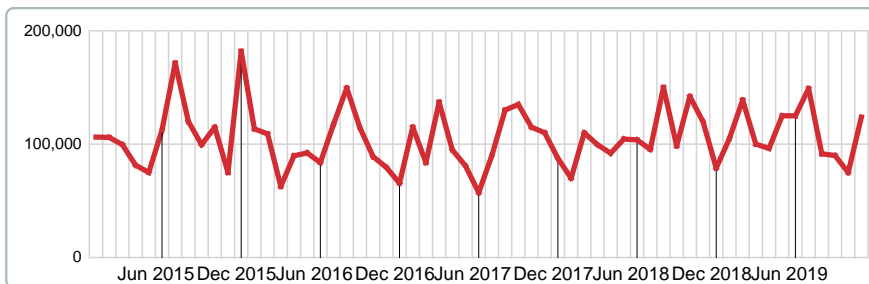
NOVEMBER



YEAR TO DATE (YTD)

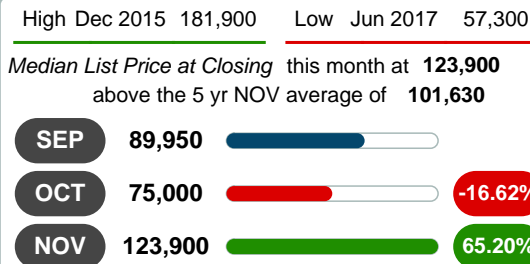


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 101,630



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	0	0.00%	66	0	0	0
\$30,001 - \$60,000	3	20.00%	35,000	0	0	0
\$60,001 - \$70,000	1	6.67%	63,900	63,900	0	0
\$70,001 - \$130,000	6	40.00%	104,950	81,450	126,950	0
\$130,001 - \$160,000	2	13.33%	157,500	157,500	0	0
\$160,001 - \$190,000	1	6.67%	169,900	0	169,900	0
\$190,001 and up	2	13.33%	232,450	199,900	265,000	0
Median List Price		123,900	71,700	122,450	130,000	0
Total Closed Units		15	6	6	3	0
Total Closed Volume		1,766,400	535.80K	806.80K	423.80K	0.00B

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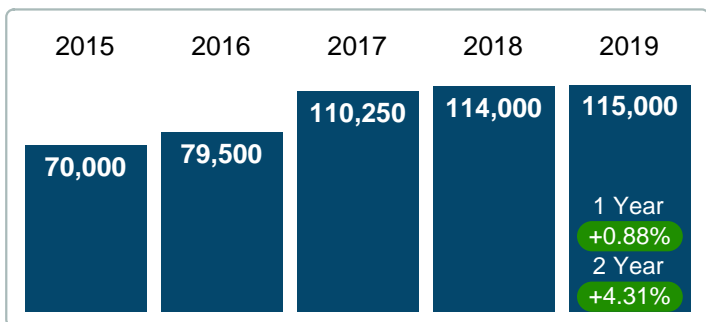
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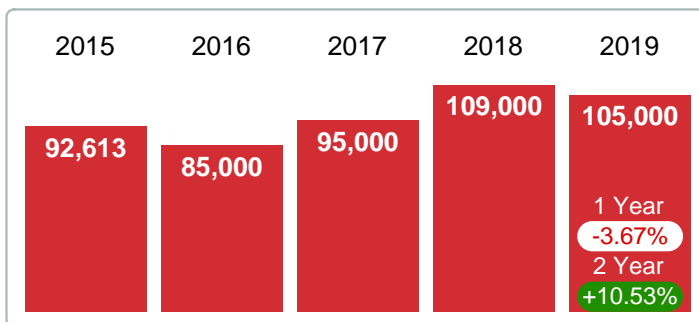
MEDIAN SOLD PRICE AT CLOSING

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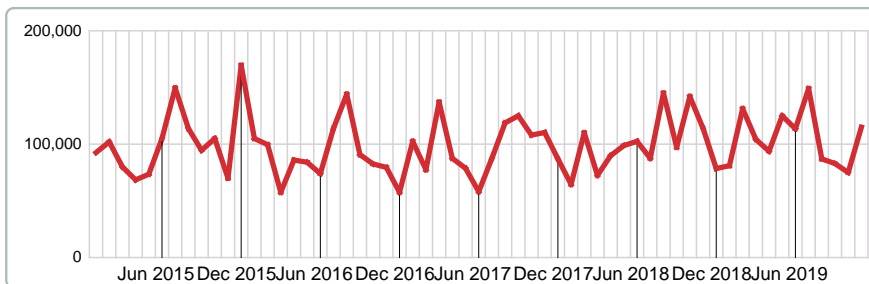
NOVEMBER



YEAR TO DATE (YTD)

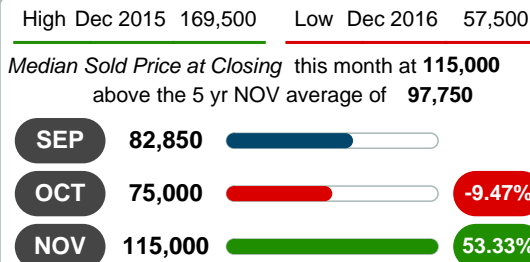


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 97,750



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	2	13.33%	28,500	28,500	0	0	0
\$30,001 - \$60,000	1	6.67%	53,000	53,000	0	0	0
\$60,001 - \$70,000	1	6.67%	68,000	0	68,000	0	0
\$70,001 - \$130,000	6	40.00%	98,500	100,750	77,500	122,500	0
\$130,001 - \$160,000	2	13.33%	155,000	0	155,000	0	0
\$160,001 - \$190,000	1	6.67%	189,000	0	0	189,000	0
\$190,001 and up	2	13.33%	224,950	199,900	250,000	0	0
Median Sold Price			115,000	64,750	116,000	130,000	0
Total Closed Units		100%	115,000	6	6	3	0
Total Closed Volume			1,728,400	511.40K	783.00K	434.00K	0.00B

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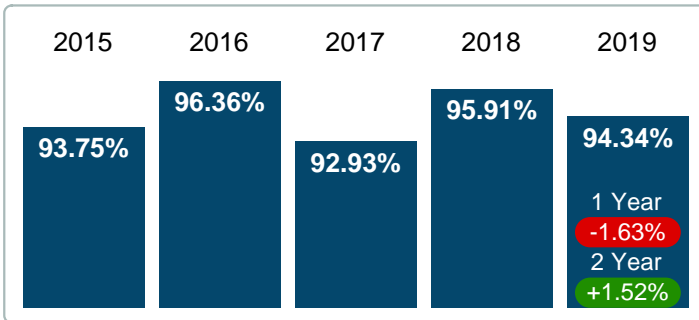
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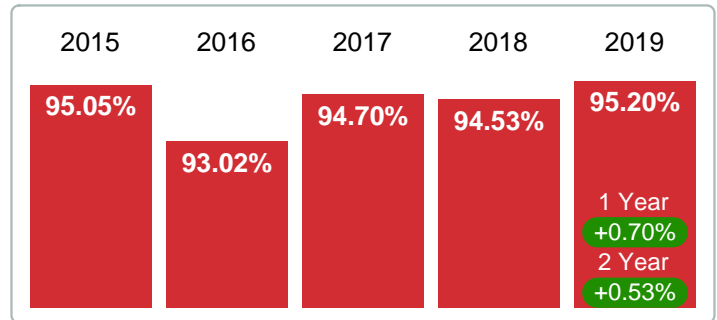
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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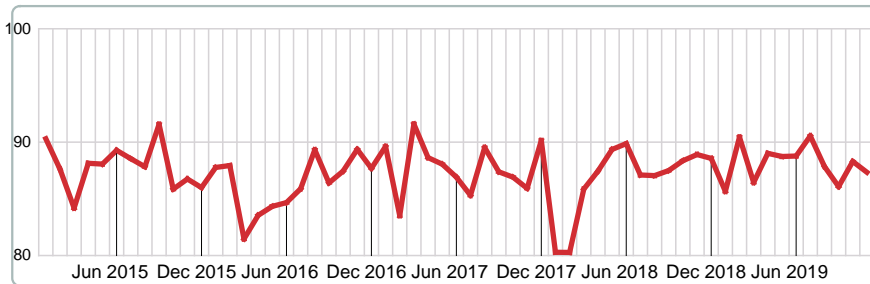
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

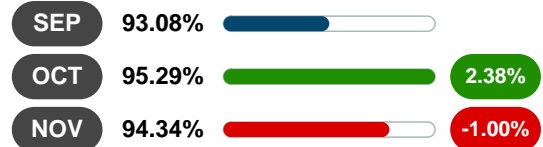


3 MONTHS

5 year NOV AVG = 94.66%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **94.34%**
below the 5 yr NOV average of **94.66%**



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	2	13.33%	84.40%	84.40%	0.00%	0.00%	0.00%
\$30,001 \$60,000	1	6.67%	90.60%	90.60%	0.00%	0.00%	0.00%
\$60,001 \$70,000	1	6.67%	106.42%	0.00%	106.42%	0.00%	0.00%
\$70,001 \$130,000	6	40.00%	96.41%	95.05%	95.61%	96.41%	0.00%
\$130,001 \$160,000	2	13.33%	98.49%	0.00%	98.49%	0.00%	0.00%
\$160,001 \$190,000	1	6.67%	111.24%	0.00%	0.00%	111.24%	0.00%
\$190,001 and up	2	13.33%	97.17%	100.00%	94.34%	0.00%	0.00%
Median Sold/List Ratio		94.34%		90.35%	97.17%	100.00%	0.00%
Total Closed Units		15	100%	6	6	3	
Total Closed Volume		1,728,400		511.40K	783.00K	434.00K	0.00B

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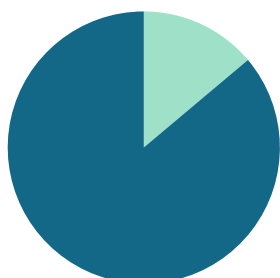
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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INVENTORY



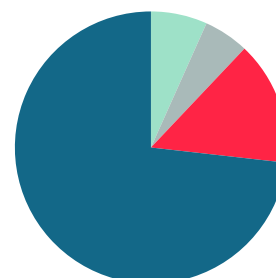
Inventory

- 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%
Median List Price	119,750	123,900	3.47%	110,000	111,250	1.14%
Median Sale Price	114,000	115,000	0.88%	109,000	105,000	-3.67%
Median Percent of Selling Price to List Price	95.91%	94.34%	-1.63%	94.53%	95.20%	0.70%
Median Days on Market to Sale	43.00	57.00	32.56%	61.00	55.00	-9.84%
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

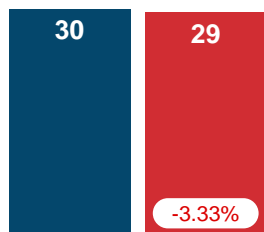
Inventory on November 30, 2019 = **164**

2018 **2019**

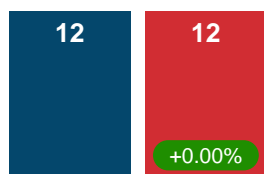
NOVEMBER MARKET

MEDIAN PRICES

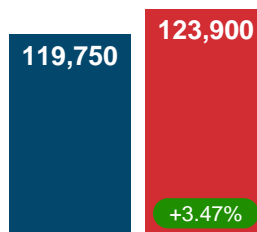
New Listings



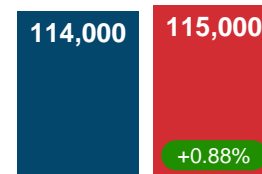
Pending Listings



List Price



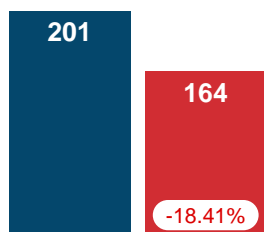
Sale Price



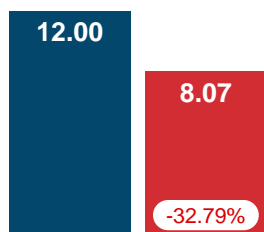
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

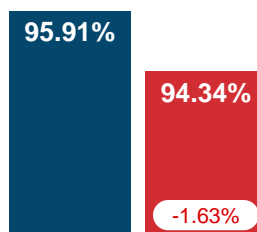
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

