

October 2019



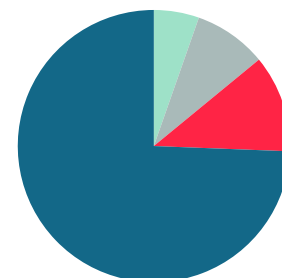
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	23	13	-43.48%
Pending Listings	12	21	75.00%
New Listings	34	45	32.35%
Average List Price	140,239	98,200	-29.98%
Average Sale Price	136,139	93,769	-31.12%
Average Percent of Selling Price to List Price	97.03%	90.75%	-6.47%
Average Days on Market to Sale	63.00	72.85	15.63%
End of Month Inventory	222	180	-18.92%
Months Supply of Inventory	12.87	9.04	-29.77%



■ Closed (5.37%)
■ Pending (8.68%)
■ Other OffMarket (11.57%)
■ Active (74.38%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of October 31, 2019 = **180**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **18.92%** to 180 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 **9.04** 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 **31.12%** in October 2019 to \$93,769 versus the previous year at \$136,139.

Average Days on Market Lengthens

The average number of **72.85** days that homes spent on the market before selling increased by 9.85 days or **15.63%** in October 2019 compared to last year's same month at **63.00** DOM.

Sales Success for October 2019 is Positive

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

There were 45 New Listings in October 2019, up **32.35%** from last year at 34. Furthermore, there were 13 Closed Listings this month versus last year at 23, a **-43.48%** decrease.

Closed versus Listed trends yielded a **28.9%** ratio, down from previous year's, October 2018, at **67.6%**, a **57.29%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

October 2019



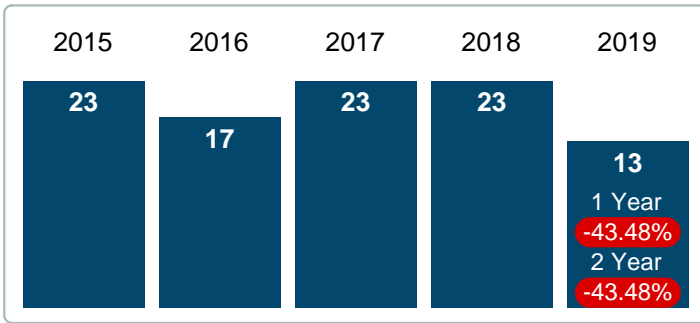
Area Delimited by County Of McIntosh - Residential Property Type



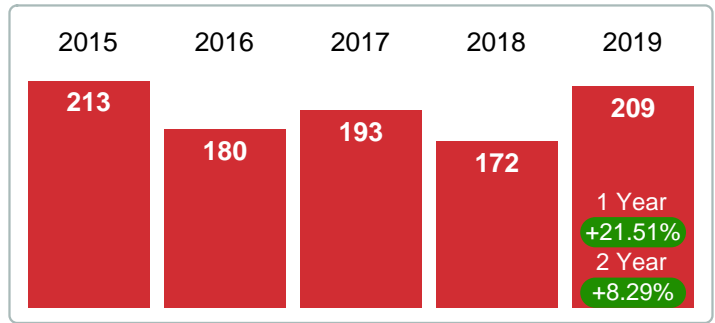
CLOSED LISTINGS

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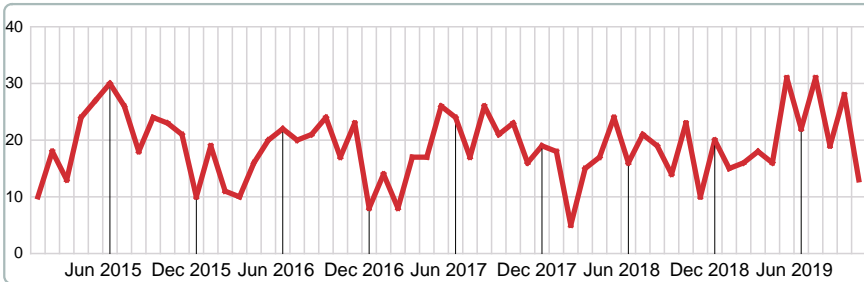
OCTOBER



YEAR TO DATE (YTD)

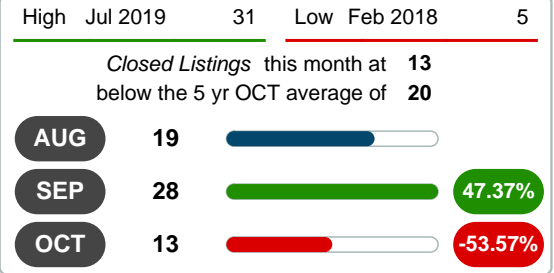


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 20



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	7.69%	162.0	1	0	0	0
\$20,001 - \$20,000	0	0.00%	0.0	0	0	0	0
\$20,001 - \$30,000	3	23.08%	77.7	2	1	0	0
\$30,001 - \$80,000	4	30.77%	52.0	1	3	0	0
\$80,001 - \$130,000	2	15.38%	91.0	0	2	0	0
\$130,001 - \$150,000	1	7.69%	8.0	1	0	0	0
\$150,001 and up	2	15.38%	77.0	1	1	0	0
Total Closed Units	13			6	7	0	0
Total Closed Volume	1,219,000	100%	72.8	430.00K	789.00K	0.00B	0.00B
Average Closed Price	\$93,769			\$71,667	\$112,714	\$0	\$0

October 2019



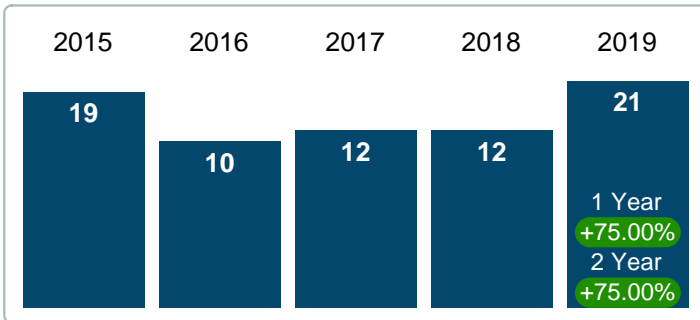
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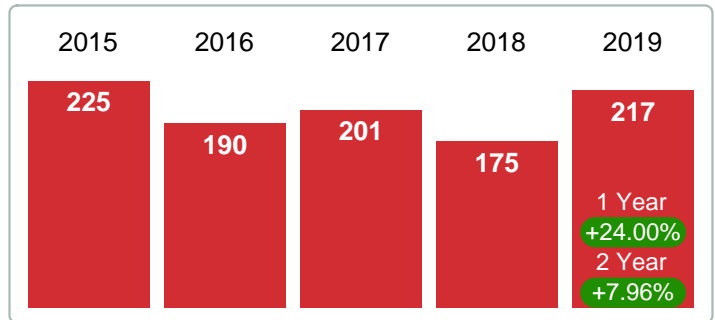
PENDING LISTINGS

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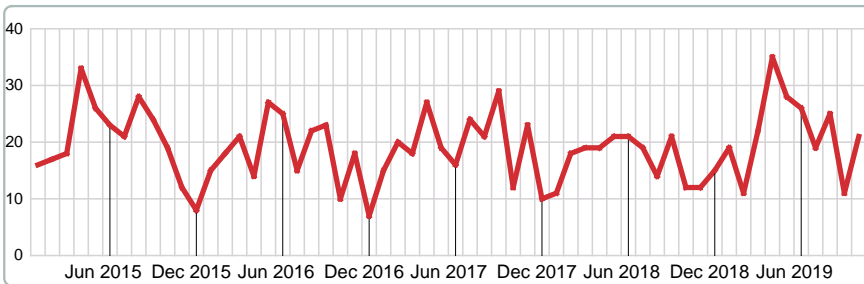
OCTOBER



YEAR TO DATE (YTD)

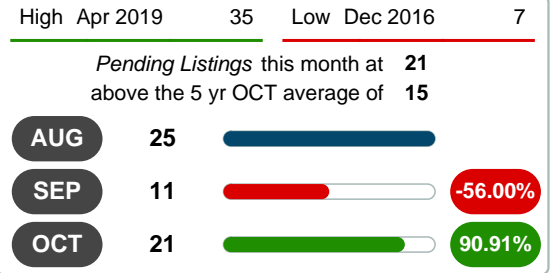


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$30,000 and less		9.52%	14.5	1	1	0	0
\$30,001 - \$50,000		9.52%	121.0	2	0	0	0
\$50,001 - \$80,000		14.29%	53.7	2	1	0	0
\$80,001 - \$140,000		33.33%	67.7	2	2	2	1
\$140,001 - \$160,000		14.29%	142.0	0	3	0	0
\$160,001 - \$250,000		9.52%	21.5	0	1	1	0
\$250,001 and up		9.52%	30.5	0	1	1	0
Total Pending Units	21			7	9	4	1
Total Pending Volume	2,727,700	100%	68.4	455.50K	1.36M	768.90K	140.00K
Average Listing Price	\$129,890			\$65,071	\$151,478	\$192,225	\$140,000

October 2019



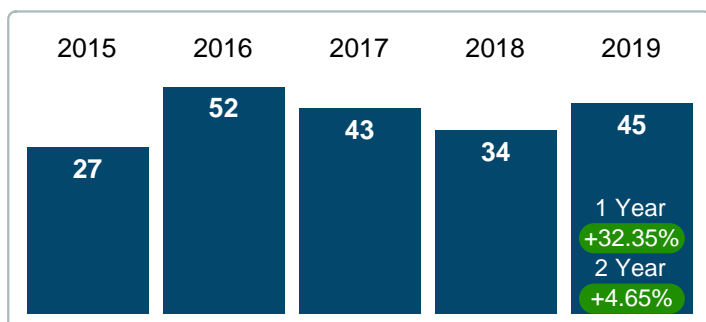
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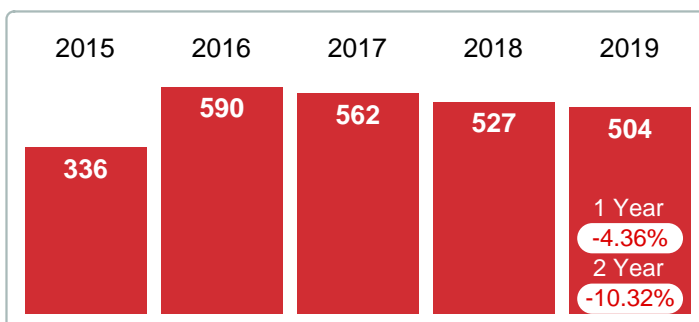
NEW LISTINGS

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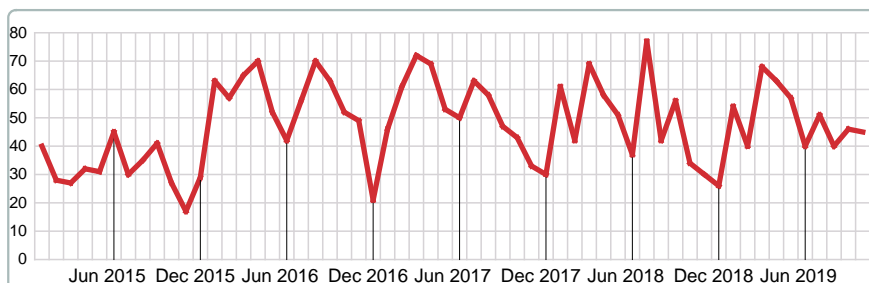
OCTOBER



YEAR TO DATE (YTD)

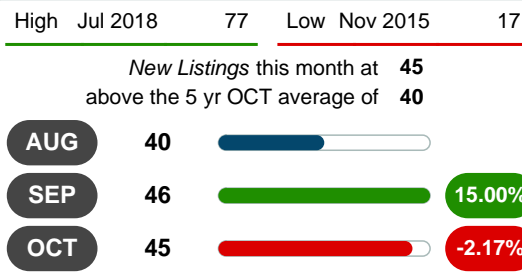


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.22%	0	1	0	0
\$25,001 - \$50,000	5	11.11%	2	3	0	0
\$50,001 - \$100,000	11	24.44%	5	4	2	0
\$100,001 - \$175,000	11	24.44%	2	5	1	3
\$175,001 - \$225,000	4	8.89%	1	2	1	0
\$225,001 - \$450,000	8	17.78%	2	5	1	0
\$450,001 and up	5	11.11%	0	2	1	2
Total New Listed Units	45		12	22	6	5
Total New Listed Volume	10,662,499	100%	1.46M	4.04M	1.47M	3.69M
Average New Listed Listing Price	\$154,405		\$121,700	\$183,695	\$245,133	\$738,000

October 2019



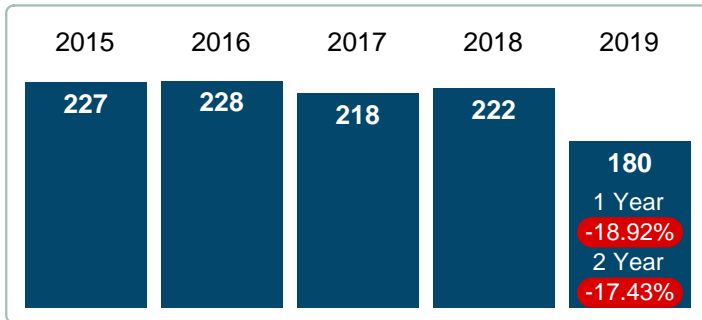
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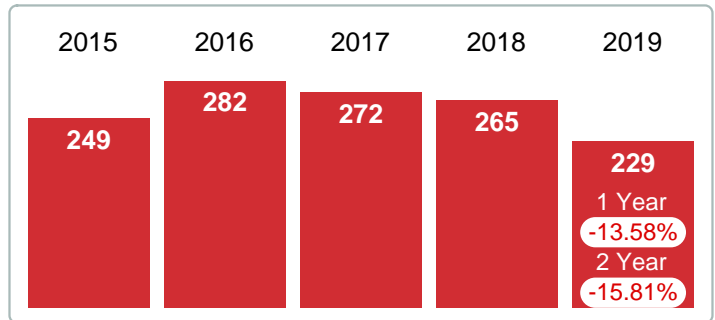
ACTIVE INVENTORY

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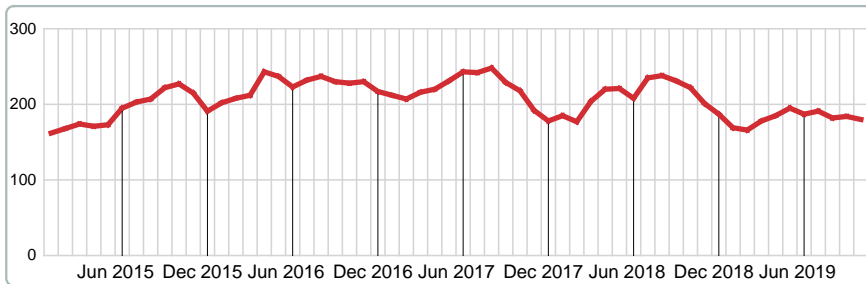
END OF OCTOBER



ACTIVE DURING OCTOBER

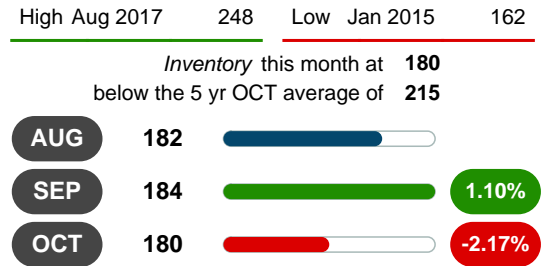


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 215



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	8.89%	71.7	11	5	0	0
\$50,001 - \$75,000	23	12.78%	77.1	9	12	2	0
\$75,001 - \$100,000	23	12.78%	80.1	8	11	4	0
\$100,001 - \$175,000	53	29.44%	90.4	11	32	8	2
\$175,001 - \$225,000	22	12.22%	85.0	3	11	6	2
\$225,001 - \$325,000	25	13.89%	83.6	3	11	7	4
\$325,001 and up	18	10.00%	63.1	0	9	6	3
Total Active Inventory by Units			180	45	91	33	11
Total Active Inventory by Volume			33,321,587	4.51M	16.09M	7.32M	5.41M
Average Active Inventory Listing Price			\$185,120	\$100,115	\$176,771	\$221,739	\$492,073

October 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 OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
180	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	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		8.89%	4.00	5.74	2.73	0.00	0.00	
\$50,001 - \$70,000	19		10.56%	8.14	6.00	9.43	12.00	0.00	
\$70,001 - \$110,000	28		15.56%	6.72	7.58	5.54	9.60	0.00	
\$110,001 - \$170,000	48		26.67%	12.52	10.91	13.29	12.00	12.00	
\$170,001 - \$220,000	22		12.22%	10.56	8.00	7.58	36.00	24.00	
\$220,001 - \$330,000	30		16.67%	11.61	24.00	6.95	13.33	60.00	
\$330,001 and up	17		9.44%	18.55	0.00	21.60	15.00	18.00	
Market Supply of Inventory (MSI)		9.04			7.71	8.21	12.77	26.40	
Total Active Inventory by Units		180	100%	9.04	45	91	33	11	

October 2019



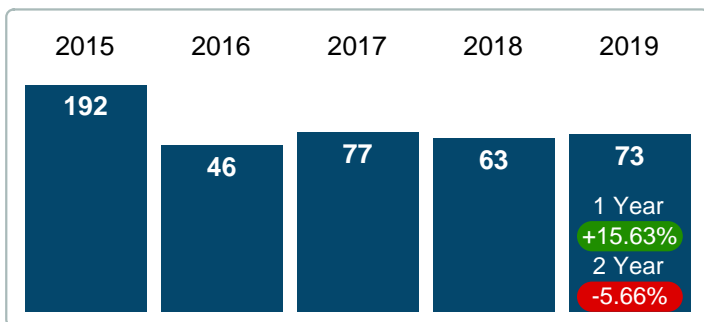
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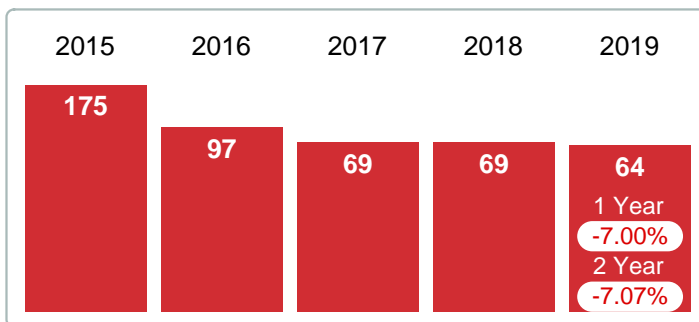
AVERAGE DAYS ON MARKET TO SALE

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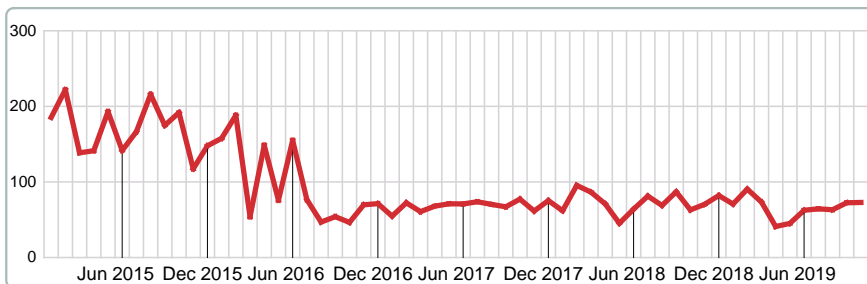
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

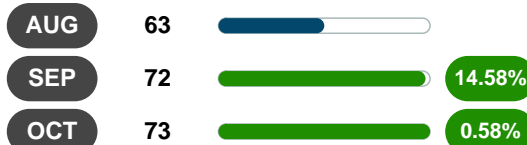


3 MONTHS

5 year OCT AVG = 90

High Feb 2015 222 Low Apr 2019 41

Average Days on Market to Sale this month at 73 below the 5 yr OCT average of 90



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
\$20,000 and less	7.69%	162	162	0	0	0
\$20,001 - \$20,000	0.00%	0	0	0	0	0
\$20,001 - \$30,000	23.08%	78	63	108	0	0
\$30,001 - \$80,000	30.77%	52	42	55	0	0
\$80,001 - \$130,000	15.38%	91	0	91	0	0
\$130,001 - \$150,000	7.69%	8	8	0	0	0
\$150,001 and up	15.38%	77	125	29	0	0
Average Closed DOM		73	77	69	0	0
Total Closed Units	100%	73	6	7		
Total Closed Volume		1,219,000	430.00K	789.00K	0.00B	0.00B

October 2019



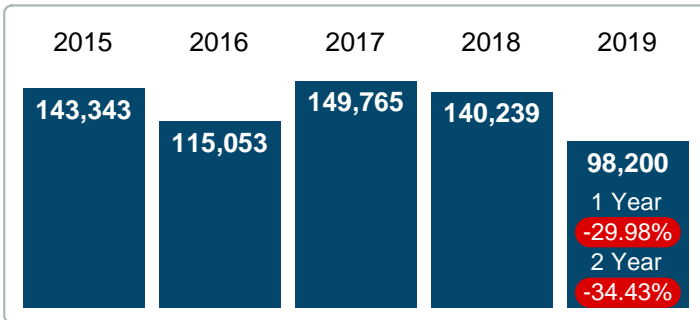
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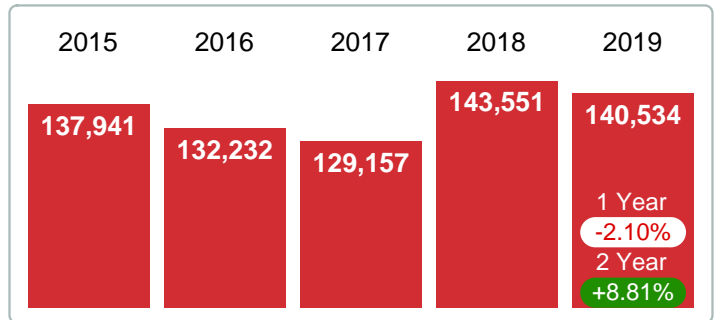
AVERAGE LIST PRICE AT CLOSING

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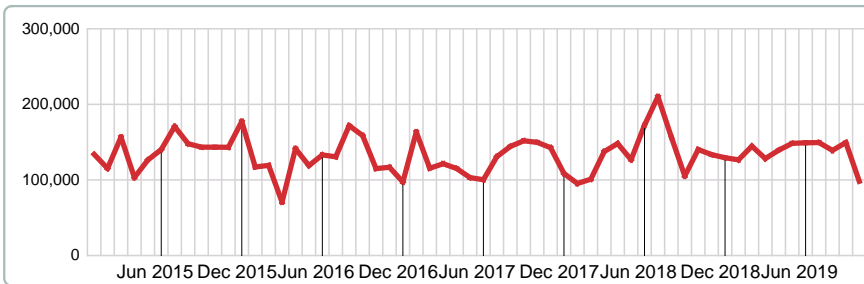
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

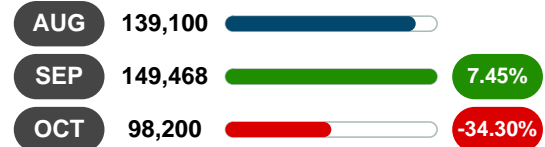


3 MONTHS

5 year OCT AVG = 129,320

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

Average List Price at Closing this month at **98,200**
 below the 5 yr OCT average of **129,320**



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
\$20,000 and less	0	0.00%	0	24,900	0	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0	0
\$20,001 - \$30,000	3	23.08%	27,967	34,750	30,000	0	0
\$30,001 - \$80,000	4	30.77%	52,950	75,000	60,433	0	0
\$80,001 - \$130,000	3	23.08%	95,000	0	100,000	0	0
\$130,001 - \$150,000	1	7.69%	137,000	137,000	0	0	0
\$150,001 and up	2	15.38%	279,450	159,900	399,000	0	0
Average List Price			98,200	77,717	115,757	0	0
Total Closed Units		100%	98,200	6	7		
Total Closed Volume				466.30K	810.30K	0.00B	0.00B

October 2019



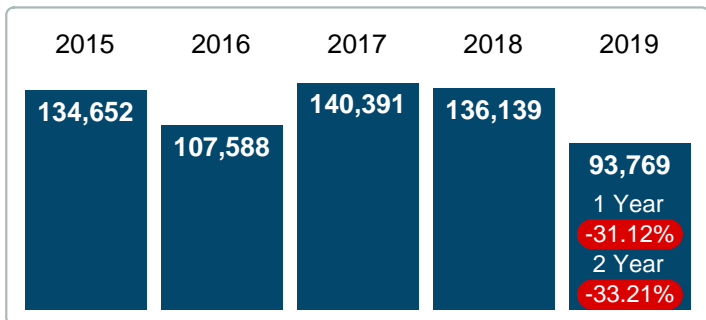
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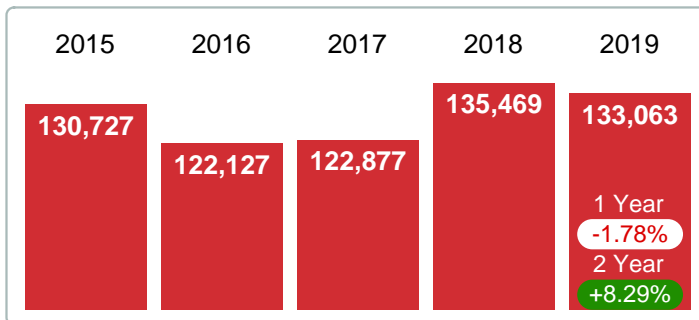
AVERAGE SOLD PRICE AT CLOSING

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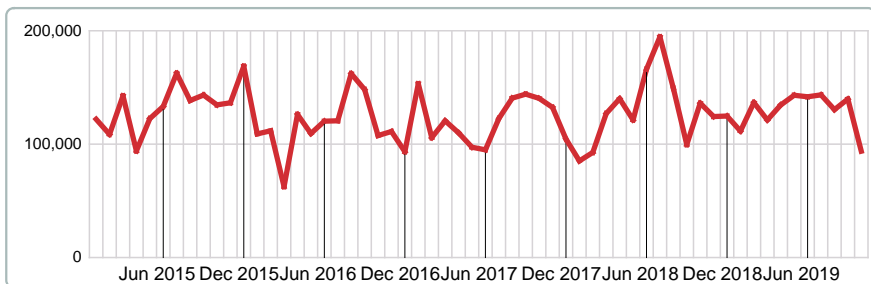
OCTOBER



YEAR TO DATE (YTD)

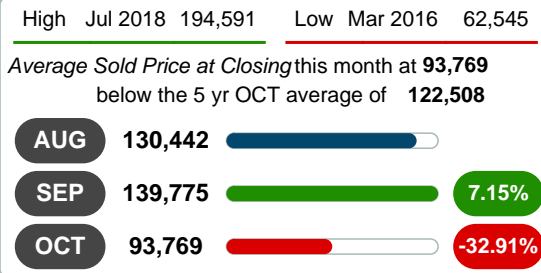


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 122,508



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
\$20,000 and less	1	7.69%	16,000	16,000	0	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0	0
\$20,001 - \$30,000	3	23.08%	24,500	26,500	20,500	0	0
\$30,001 - \$80,000	4	30.77%	64,000	67,000	63,000	0	0
\$80,001 - \$130,000	2	15.38%	97,000	0	97,000	0	0
\$130,001 - \$150,000	1	7.69%	135,000	135,000	0	0	0
\$150,001 and up	2	15.38%	272,250	159,000	385,500	0	0
Average Sold Price			93,769	71,667	112,714	0	0
Total Closed Units		100%	93,769	6	7		
Total Closed Volume			1,219,000	430.00K	789.00K	0.00B	0.00B

October 2019



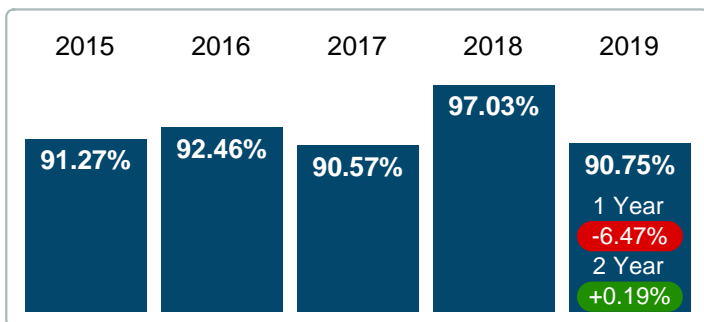
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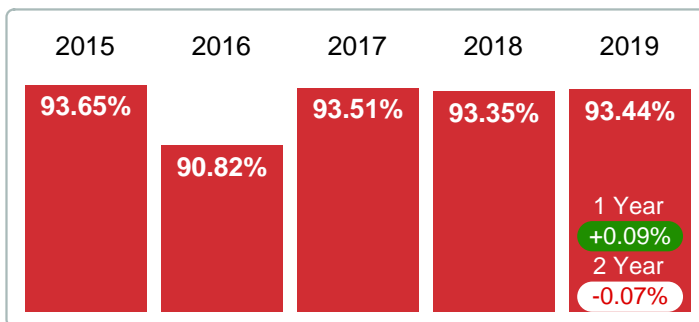
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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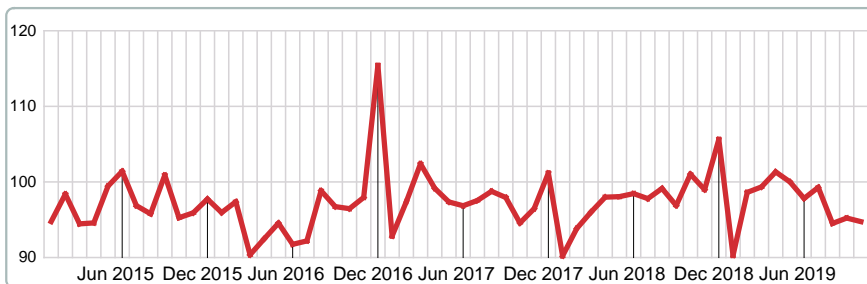
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

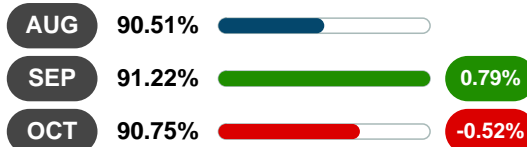


3 MONTHS

5 year OCT AVG = 92.42%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **90.75%**
below the 5 yr OCT average of **92.42%**



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
\$20,000 and less	1	7.69%	64.26%	64.26%	0.00%	0.00%	0.00%
\$20,001 - \$20,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$20,001 - \$30,000	3	23.08%	73.91%	76.69%	68.33%	0.00%	0.00%
\$30,001 - \$80,000	4	30.77%	101.40%	89.33%	105.43%	0.00%	0.00%
\$80,001 - \$130,000	2	15.38%	96.78%	0.00%	96.78%	0.00%	0.00%
\$130,001 - \$150,000	1	7.69%	98.54%	98.54%	0.00%	0.00%	0.00%
\$150,001 and up	2	15.38%	98.03%	99.44%	96.62%	0.00%	0.00%
Average Sold/List Ratio		90.70%		84.16%	96.40%	0.00%	0.00%
Total Closed Units		13	100%	6	7		
Total Closed Volume		1,219,000		430.00K	789.00K	0.00B	0.00B

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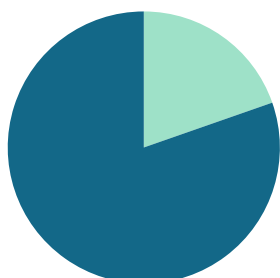
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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INVENTORY

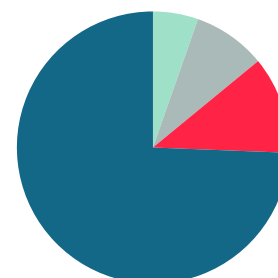


Inventory
 New Listings
45 = 19.65%
 Start Inventory
184
 Total Inventory Units
229
 Volume
\$41,582,287

Market Activity

Closed Sales
13 = 5.37%
 Pending Sales
21 = 8.68%
 Other Off Market
28 = 11.57%
 Active Inventory
180 = 74.38%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	23	13	-43.48%	172	209	21.51%
Pending Sales	12	21	75.00%	175	217	24.00%
New Listings	34	45	32.35%	527	504	-4.36%
Average List Price	140,239	98,200	-29.98%	143,551	140,534	-2.10%
Average Sale Price	136,139	93,769	-31.12%	135,469	133,063	-1.78%
Average Percent of Selling Price to List Price	97.03%	90.75%	-6.47%	93.35%	93.44%	0.09%
Average Days on Market to Sale	63.00	72.85	15.63%	69.12	64.28	-7.00%
Monthly Inventory	222	180	-18.92%	222	180	-18.92%
Months Supply of Inventory	12.87	9.04	-29.77%	12.87	9.04	-29.77%

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

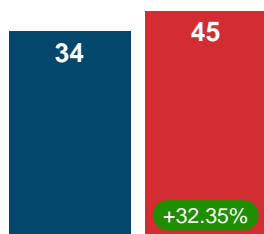
Inventory on October 31, 2019 = **180**

2018 **2019**

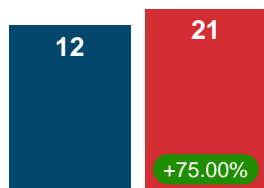
OCTOBER MARKET

AVERAGE PRICES

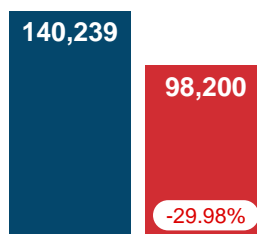
New Listings



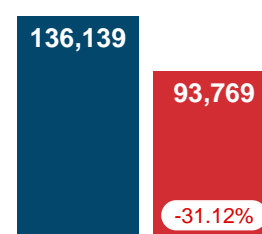
Pending Listings



List Price



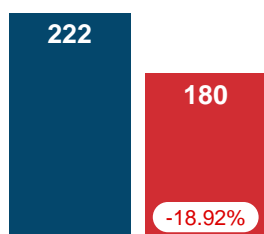
Sale Price



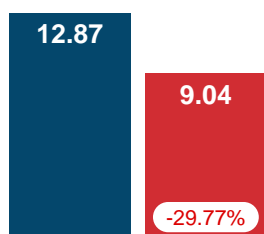
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

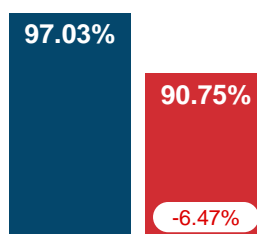
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

