

October 2019



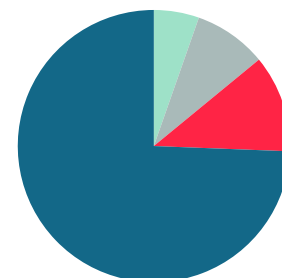
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	142,000	75,000	-47.18%
Median Sale Price	142,000	75,000	-47.18%
Median Percent of Selling Price to List Price	95.36%	95.29%	-0.07%
Median Days on Market to Sale	51.00	61.00	19.61%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **47.18%** in October 2019 to \$75,000 versus the previous year at \$142,000.

Median Days on Market Lengthens

The median number of **61.00** days that homes spent on the market before selling increased by 10.00 days or **19.61%** in October 2019 compared to last year's same month at **51.00** DOM.

Sales Success for October 2019 is Positive

Overall, with Median 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.

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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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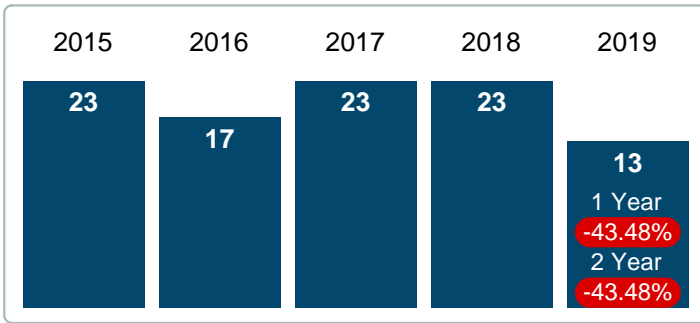
Area Delimited by County Of McIntosh - Residential Property Type



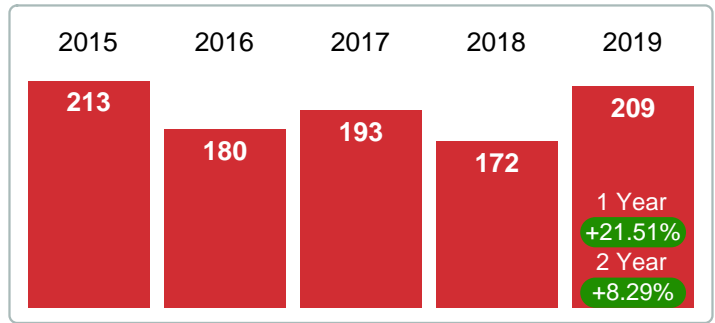
CLOSED LISTINGS

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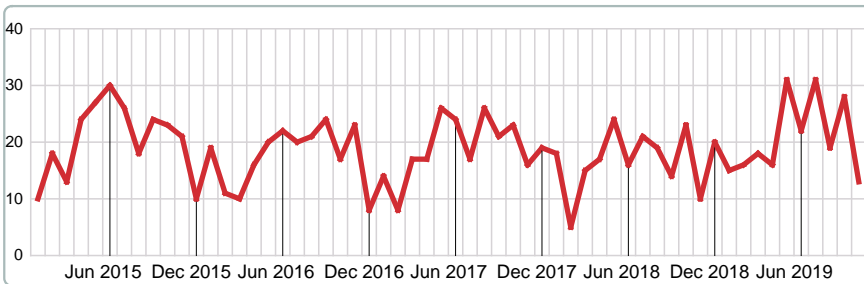
OCTOBER



YEAR TO DATE (YTD)

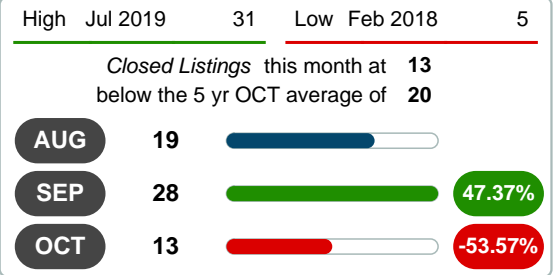


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 20



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	162.0	0	0	0	0
\$20,001 - \$30,000	3	23.08%	64.0	2	1	0	0
\$30,001 - \$80,000	4	30.77%	46.5	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%	61.0	430.00K	789.00K	0.00B	0.00B
Median Closed Price	\$75,000			\$48,500	\$79,000	\$0	\$0

October 2019



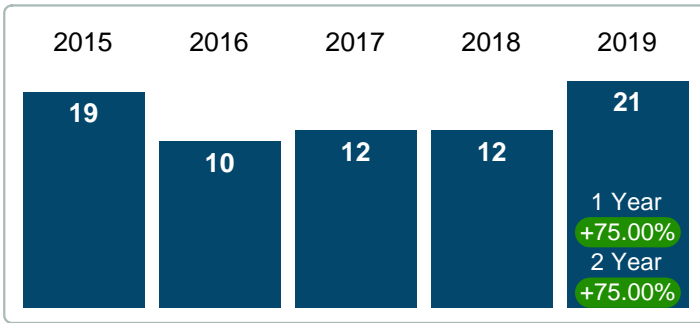
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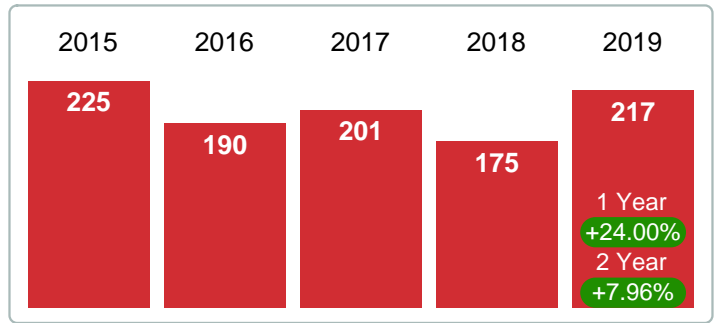
PENDING LISTINGS

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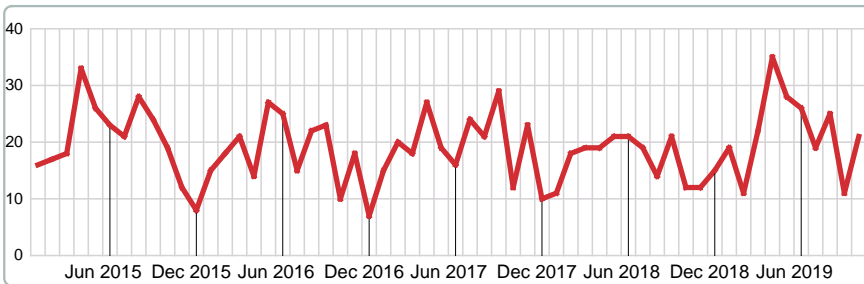
OCTOBER



YEAR TO DATE (YTD)

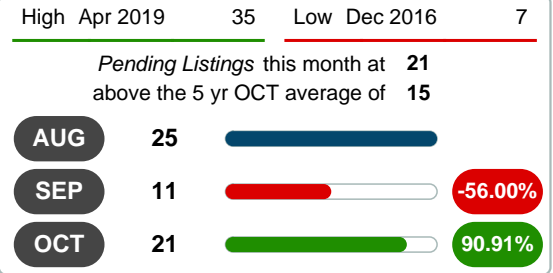


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 15



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	9.52%	14.5	1	1	0	0
\$30,001 - \$50,000	2	9.52%	121.0	2	0	0	0
\$50,001 - \$80,000	3	14.29%	66.0	2	1	0	0
\$80,001 - \$140,000	7	33.33%	60.0	2	2	2	1
\$140,001 - \$160,000	3	14.29%	176.0	0	3	0	0
\$160,001 - \$250,000	2	9.52%	21.5	0	1	1	0
\$250,001 and up	2	9.52%	30.5	0	1	1	0
Total Pending Units	21			7	9	4	1
Total Pending Volume	2,727,700	100%	60.0	455.50K	1.36M	768.90K	140.00K
Median Listing Price	\$123,900			\$58,500	\$155,000	\$177,500	\$140,000

October 2019



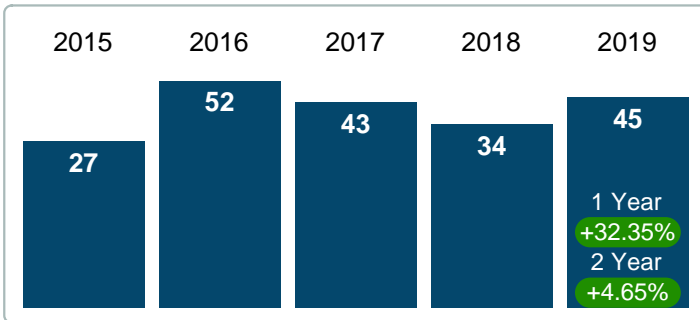
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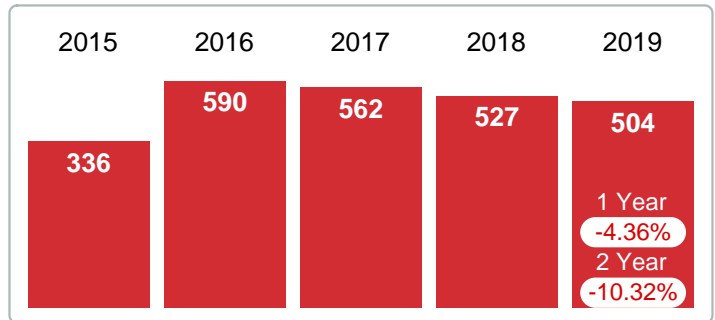
NEW LISTINGS

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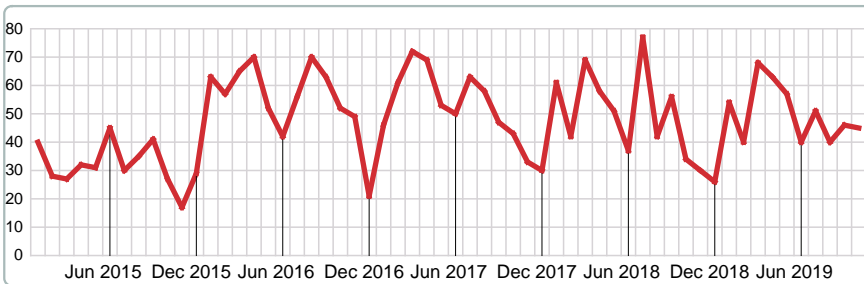
OCTOBER



YEAR TO DATE (YTD)

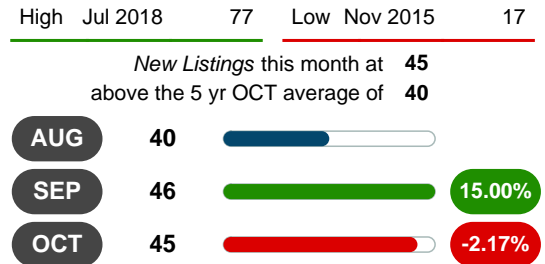


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	2	4.44%	1	1	0	0
\$40,001 - \$60,000	8	17.78%	2	5	1	0
\$60,001 - \$100,000	7	15.56%	4	2	1	0
\$100,001 - \$190,000	11	24.44%	2	5	1	3
\$190,001 - \$240,000	6	13.33%	2	3	1	0
\$240,001 - \$460,000	6	13.33%	1	4	1	0
\$460,001 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
Median New Listed Listing Price	\$135,500		\$96,200	\$129,750	\$197,500	\$175,000

October 2019



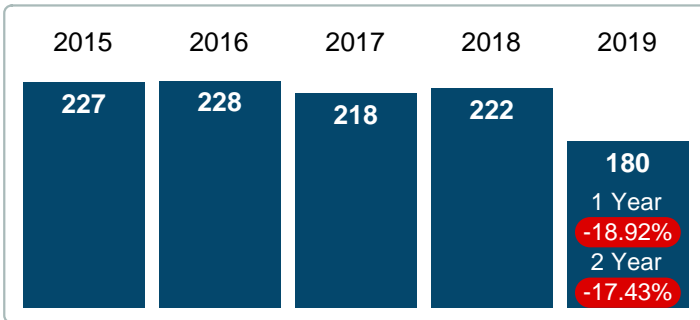
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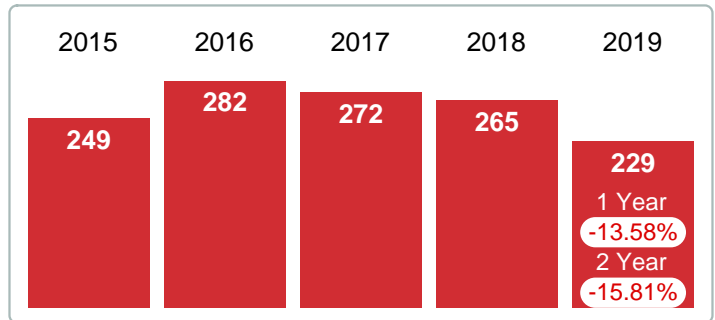
ACTIVE INVENTORY

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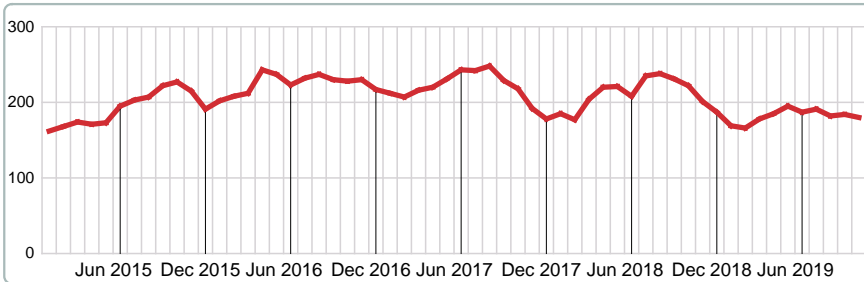
END OF OCTOBER



ACTIVE DURING OCTOBER

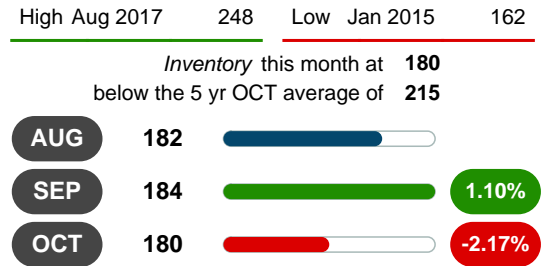


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 215



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	8.89%	66.0	11	5	0	0
\$50,001 - \$70,000	19	10.56%	62.0	6	11	2	0
\$70,001 - \$110,000	28	15.56%	69.0	12	12	4	0
\$110,001 - \$170,000	48	26.67%	92.0	10	31	6	1
\$170,001 - \$220,000	22	12.22%	72.5	2	12	6	2
\$220,001 - \$330,000	30	16.67%	67.5	4	11	10	5
\$330,001 and up	17	9.44%	36.0	0	9	5	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
Median Active Inventory Listing Price			\$144,950	\$85,000	\$140,000	\$218,000	\$265,000

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	

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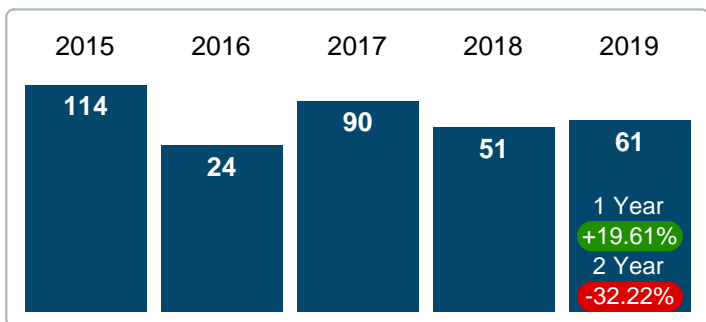
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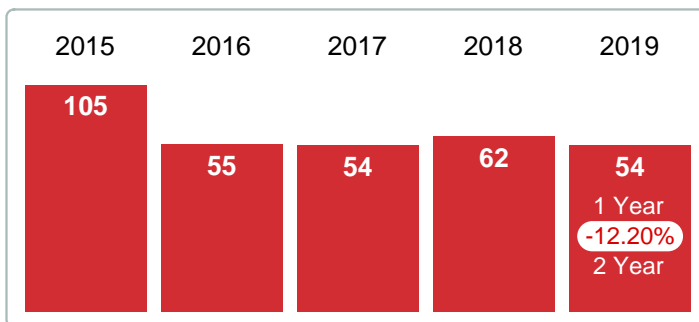
MEDIAN DAYS ON MARKET TO SALE

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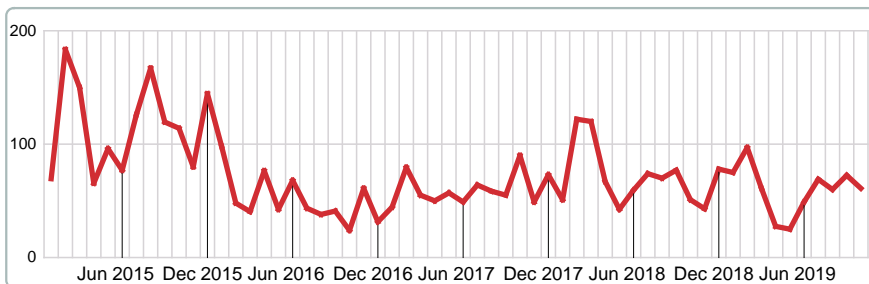
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

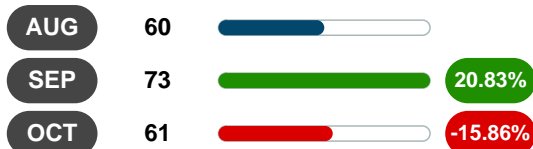


3 MONTHS

5 year OCT AVG = 68

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 61 below the 5 yr OCT average of 68



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
\$20,000 and less	1	7.69%	162	162	0	0	0
\$20,001 - \$20,000	0	0.00%	162	0	0	0	0
\$20,001 - \$30,000	3	23.08%	64	63	108	0	0
\$30,001 - \$80,000	4	30.77%	47	42	51	0	0
\$80,001 - \$130,000	2	15.38%	91	0	91	0	0
\$130,001 - \$150,000	1	7.69%	8	8	0	0	0
\$150,001 and up	2	15.38%	77	125	29	0	0
Median Closed DOM			61	63	51	0	0
Total Closed Units		100%	61.0	6	7		
Total Closed Volume				430.00K	789.00K	0.00B	0.00B

October 2019



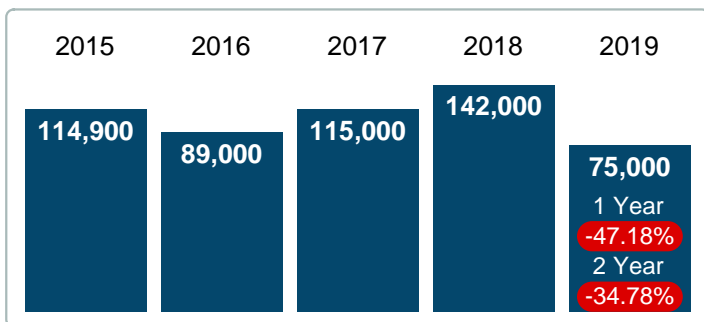
Area Delimited by County Of McIntosh - Residential Property Type



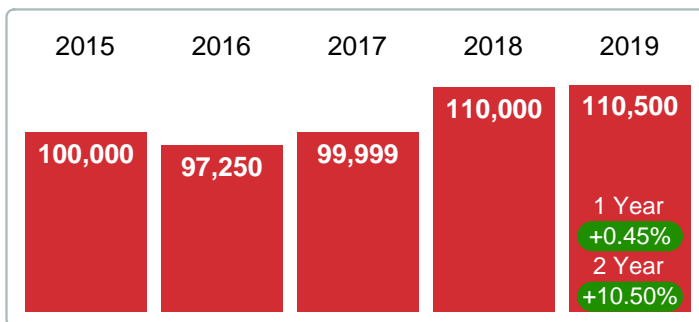
MEDIAN LIST PRICE AT CLOSING

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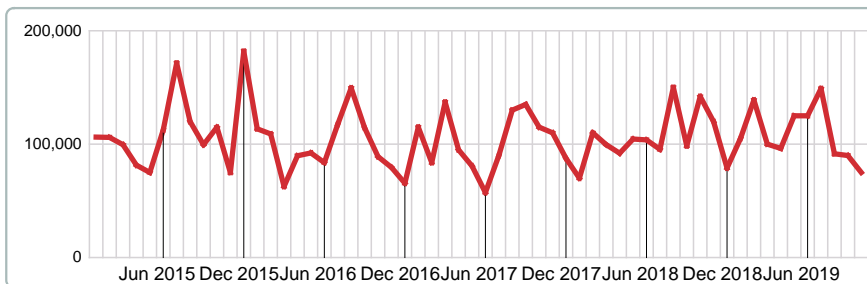
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

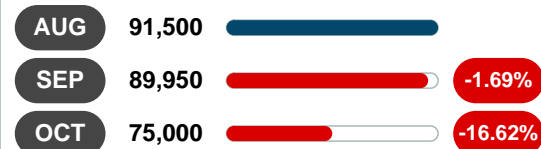


3 MONTHS

5 year OCT AVG = 107,180

High Dec 2015 181,900 Low Jun 2017 57,300

Median List Price at Closing this month at **75,000**
below the 5 yr OCT average of **107,180**



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
\$20,000 and less	0	0.00%	77	0	0	0	0
\$20,001 - \$20,000	0	0.00%	77	0	0	0	0
\$20,001 - \$30,000	3	23.08%	29,000	26,950	30,000	0	0
\$30,001 - \$80,000	4	30.77%	50,200	57,750	48,150	0	0
\$80,001 - \$130,000	3	23.08%	85,000	0	85,000	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
Median List Price			75,000	57,750	85,000	0	0
Total Closed Units		100%	75,000	6	7		
Total Closed Volume			1,276,600	466.30K	810.30K	0.00B	0.00B

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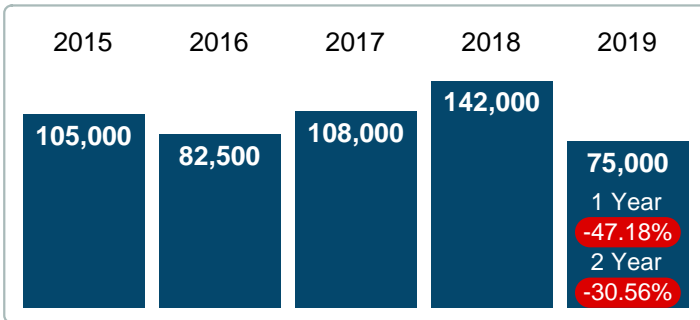
Area Delimited by County Of McIntosh - Residential Property Type



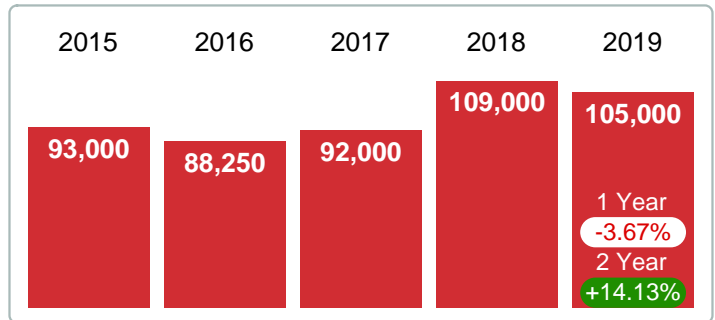
MEDIAN SOLD PRICE AT CLOSING

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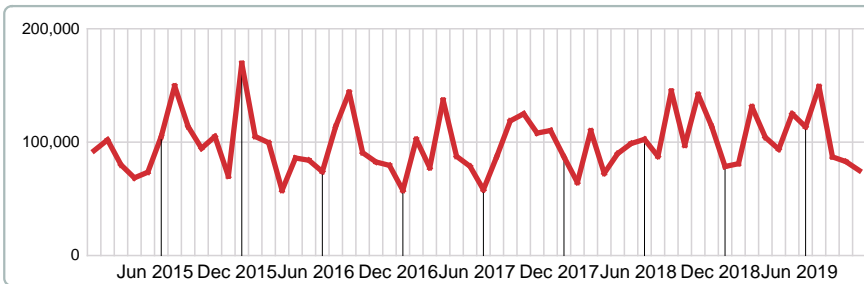
OCTOBER



YEAR TO DATE (YTD)

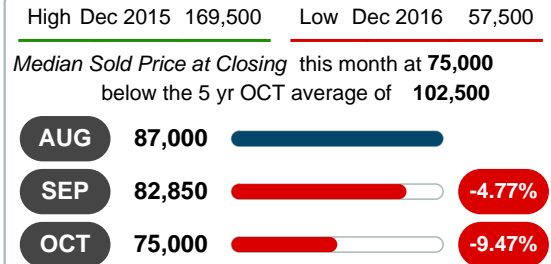


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102,500



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
\$20,000 and less	1	7.69%	16,000	16,000	0	0	0
\$20,001 - \$20,000	0	0.00%	16,000	0	0	0	0
\$20,001 - \$30,000	3	23.08%	23,000	26,500	20,500	0	0
\$30,001 - \$80,000	4	30.77%	71,000	67,000	75,000	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
Median Sold Price			75,000	48,500	79,000	0	0
Total Closed Units		100%	75,000	6	7		
Total Closed Volume			1,219,000	430.00K	789.00K	0.00B	0.00B

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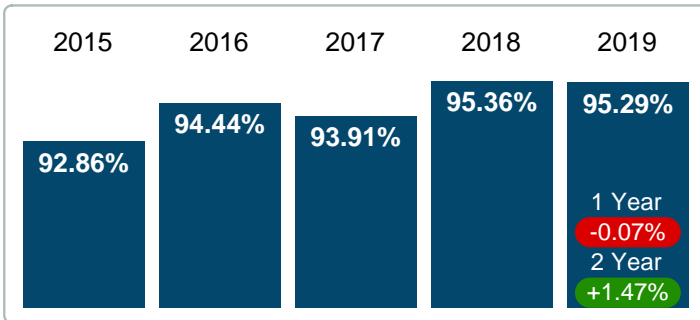
Area Delimited by County Of McIntosh - Residential Property Type



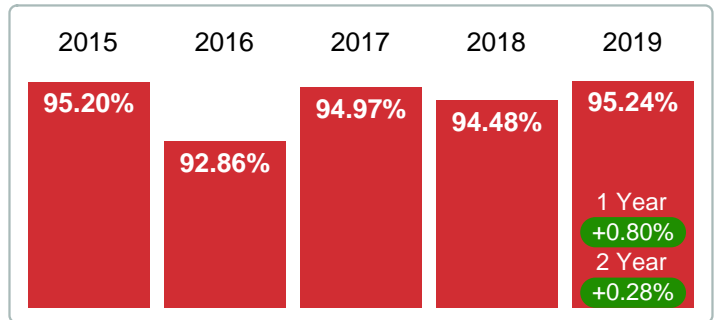
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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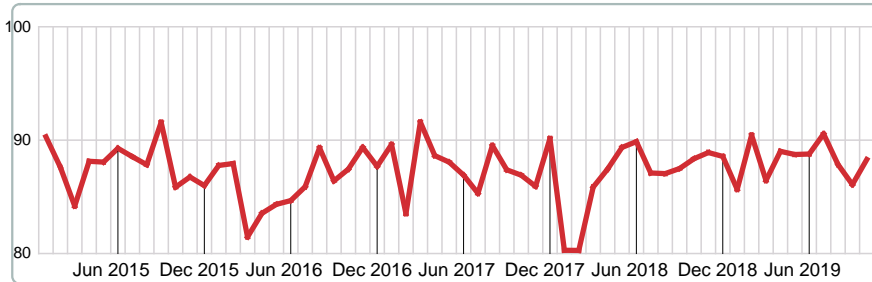
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

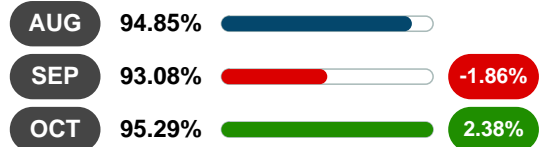


3 MONTHS

5 year OCT AVG = 94.37%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **95.29%**
above the 5 yr OCT average of **94.37%**



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
\$20,000 and less	1	7.69%	64.26%	64.26%	0.00%	0.00%	0.00%
\$20,001 - \$20,000	0	0.00%	64.26%	0.00%	0.00%	0.00%	0.00%
\$20,001 - \$30,000	3	23.08%	74.07%	76.69%	68.33%	0.00%	0.00%
\$30,001 - \$80,000	4	30.77%	92.74%	89.33%	96.15%	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%
Median Sold/List Ratio		95.29%		84.32%	96.15%	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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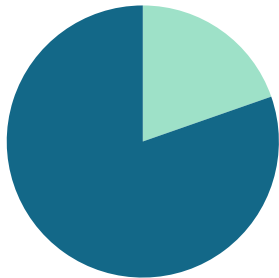
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

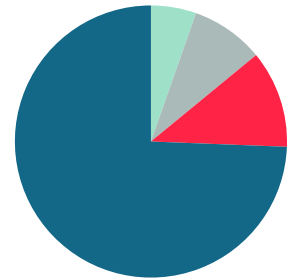


Inventory
 New Listings
45 = 19.65%
 Start Inventory
184
 Total Inventory Units
229
 Volume
\$41,582,287

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



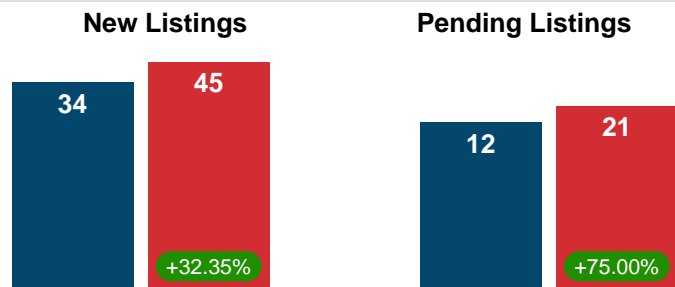
Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	23	13	-43.48%	172	209	21.51%
Pending Sales	12	21	75.00%	175	217	24.00%
New Listings	34	45	32.35%	527	504	-4.36%
Median List Price	142,000	75,000	-47.18%	110,000	110,500	0.45%
Median Sale Price	142,000	75,000	-47.18%	109,000	105,000	-3.67%
Median Percent of Selling Price to List Price	95.36%	95.29%	-0.07%	94.48%	95.24%	0.80%
Median Days on Market to Sale	51.00	61.00	19.61%	61.50	54.00	-12.20%
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

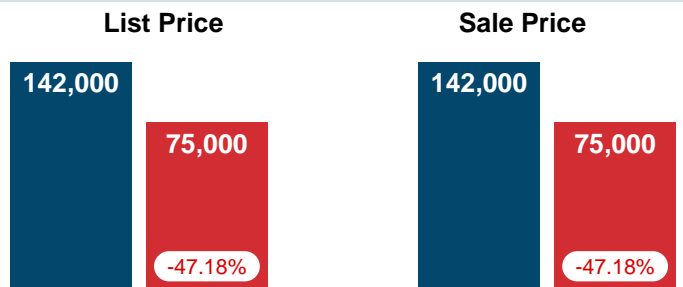
Inventory on October 31, 2019 = **180**

2018 **2019**

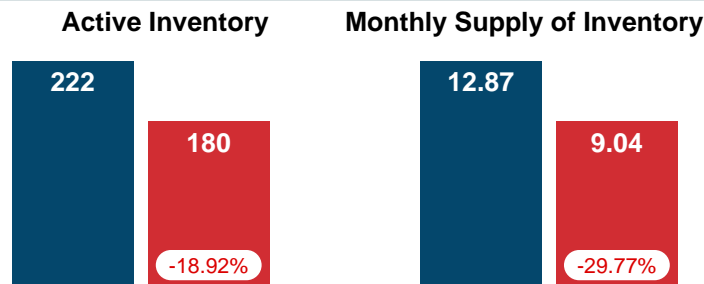
OCTOBER MARKET



MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM

