

# September 2019



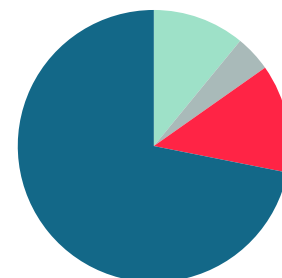
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	14	28	100.00%
Pending Listings	21	11	-47.62%
New Listings	56	46	-17.86%
Average List Price	105,257	149,468	42.00%
Average Sale Price	99,607	139,775	40.33%
Average Percent of Selling Price to List Price	92.89%	91.22%	-1.79%
Average Days on Market to Sale	86.93	72.43	-16.68%
End of Month Inventory	231	184	-20.35%
Months Supply of Inventory	13.39	8.87	-33.78%



■ Closed (10.94%)  
■ Pending (4.30%)  
■ Other OffMarket (12.89%)  
■ Active (71.88%)

**Absorption:** Last 12 months, an Average of **21** Sales/Month  
**Active Inventory** as of September 30, 2019 = **184**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **20.35%** to 184 existing homes available for sale. Over the last 12 months this area has had an average of 21 closed sales per month. This represents an unsold inventory index of **8.87** MSI for this period.

#### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **40.33%** in September 2019 to \$139,775 versus the previous year at \$99,607.

#### Average Days on Market Shortens

The average number of **72.43** days that homes spent on the market before selling decreased by 14.50 days or **16.68%** in September 2019 compared to last year's same month at **86.93** DOM.

#### Sales Success for September 2019 is Positive

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

There were 46 New Listings in September 2019, down **17.86%** from last year at 56. Furthermore, there were 28 Closed Listings this month versus last year at 14, a **100.00%** increase.

Closed versus Listed trends yielded a **60.9%** ratio, up from previous year's, September 2018, at **25.0%**, a **143.48%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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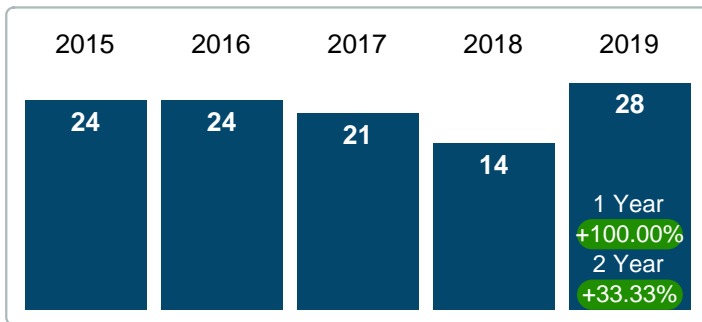
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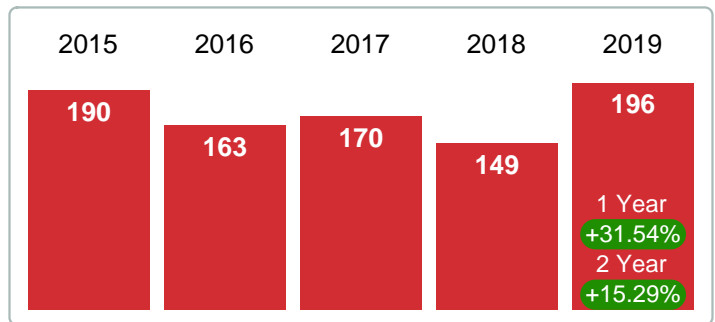
## CLOSED LISTINGS

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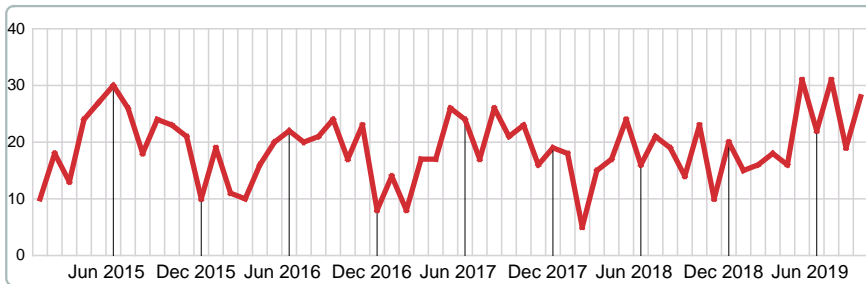
### SEPTEMBER



### YEAR TO DATE (YTD)

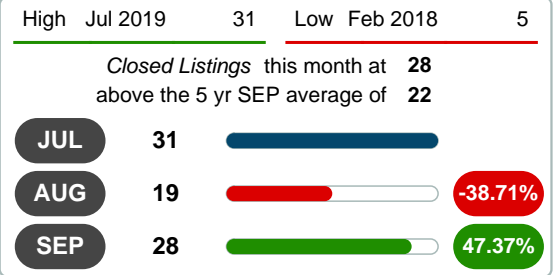


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 22



### 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	7.14%	98.5	2	0	0	0
\$30,001 - \$40,000	4	14.29%	31.5	3	1	0	0
\$40,001 - \$70,000	4	14.29%	104.0	1	3	0	0
\$70,001 - \$110,000	7	25.00%	68.3	2	3	2	0
\$110,001 - \$180,000	5	17.86%	63.8	0	5	0	0
\$180,001 - \$370,000	3	10.71%	81.0	1	2	0	0
\$370,001 and up	3	10.71%	83.0	0	1	1	1
<b>Total Closed Units</b>	<b>28</b>			<b>9</b>	<b>15</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>3,913,699</b>	<b>100%</b>	<b>72.4</b>	<b>557.20K</b>	<b>2.19M</b>	<b>553.50K</b>	<b>618.00K</b>
<b>Average Closed Price</b>	<b>\$139,775</b>			<b>\$61,911</b>	<b>\$145,667</b>	<b>\$184,500</b>	<b>\$618,000</b>

# September 2019



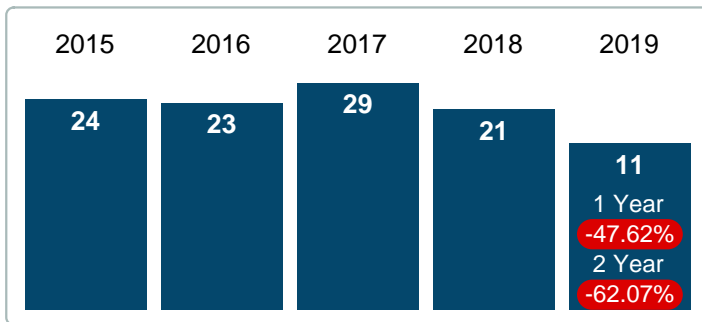
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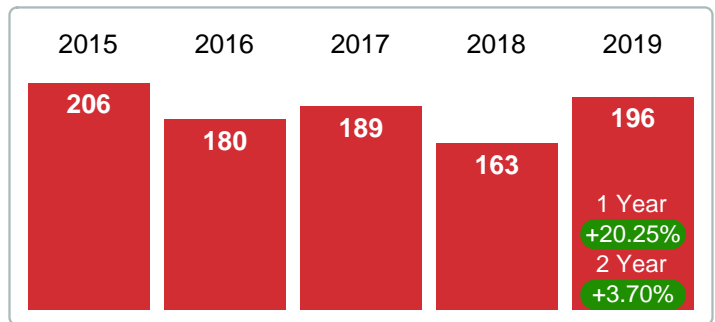
## PENDING LISTINGS

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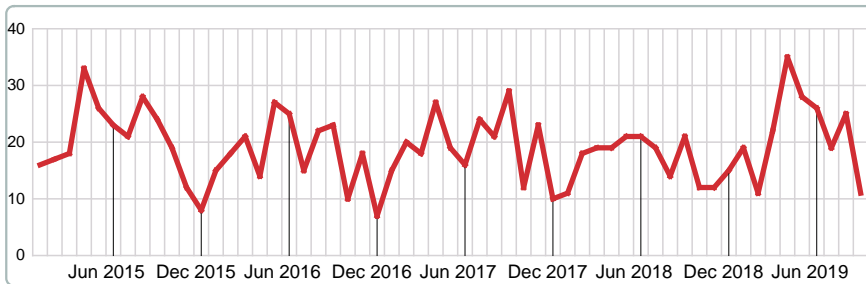
### SEPTEMBER



### YEAR TO DATE (YTD)

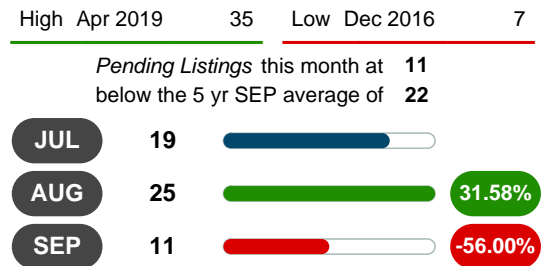


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 22



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	<div style="width: 9.09%;"></div>	9.09%	160.0	1	0	0	0
\$20,001 \$30,000	<div style="width: 18.18%;"></div>	18.18%	135.0	1	1	0	0
\$30,001 \$60,000	<div style="width: 9.09%;"></div>	9.09%	19.0	0	1	0	0
\$60,001 \$130,000	<div style="width: 18.18%;"></div>	18.18%	43.5	2	0	0	0
\$130,001 \$190,000	<div style="width: 18.18%;"></div>	18.18%	75.0	2	0	0	0
\$190,001 \$260,000	<div style="width: 9.09%;"></div>	9.09%	148.0	1	0	0	0
\$260,001 and up	<div style="width: 18.18%;"></div>	18.18%	54.0	0	2	0	0
<b>Total Pending Units</b>	11			7	4	0	0
<b>Total Pending Volume</b>	1,435,000			691.10K	743.90K	0.00B	0.00B
<b>Average Listing Price</b>	\$130,455			\$98,729	\$185,975	\$0	\$0

# September 2019



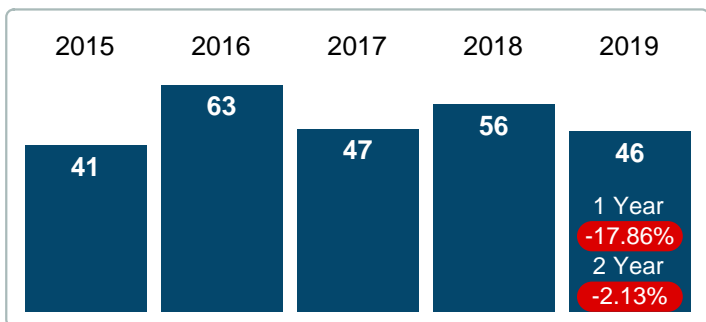
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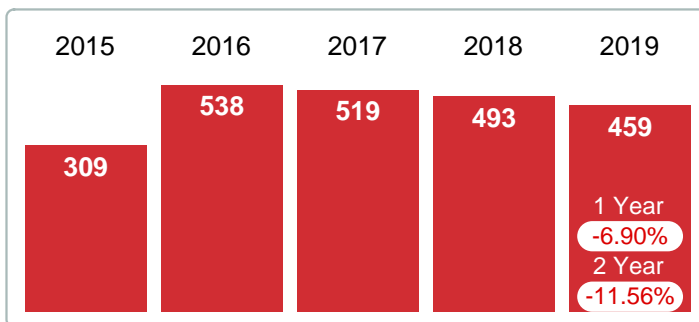
## NEW LISTINGS

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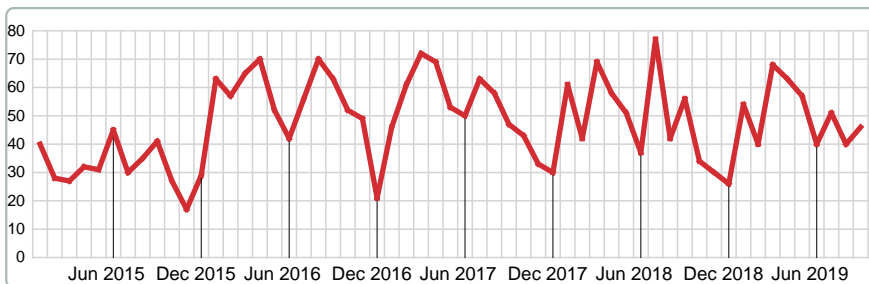
### SEPTEMBER



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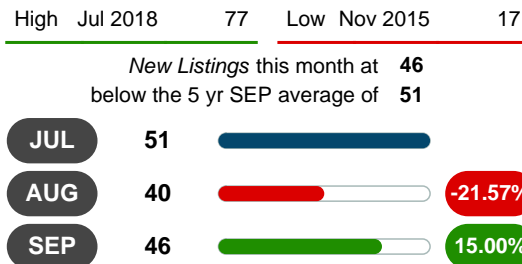


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 51



### 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	4	8.70%	2	2	0	0
\$50,001 - \$70,000	5	10.87%	4	1	0	0
\$70,001 - \$110,000	8	17.39%	3	5	0	0
\$110,001 - \$190,000	10	21.74%	1	6	3	0
\$190,001 - \$250,000	8	17.39%	1	3	2	2
\$250,001 - \$330,000	7	15.22%	0	2	4	1
\$330,001 and up	4	8.70%	0	2	1	1
<b>Total New Listed Units</b>	<b>46</b>		<b>11</b>	<b>21</b>	<b>10</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>7,869,899</b>	<b>100%</b>	<b>921.30K</b>	<b>3.45M</b>	<b>2.37M</b>	<b>1.13M</b>
<b>Average New Listed Listing Price</b>	<b>\$130,908</b>		<b>\$83,755</b>	<b>\$164,276</b>	<b>\$237,090</b>	<b>\$281,975</b>

# September 2019



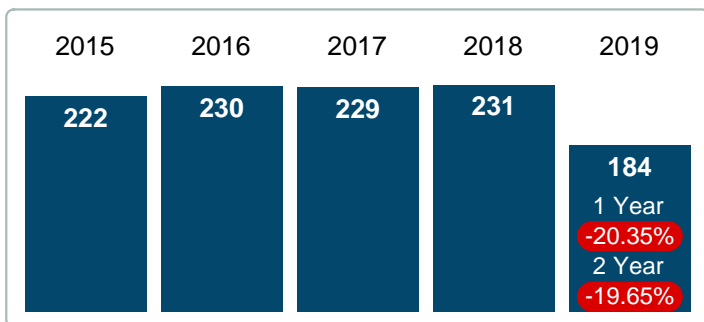
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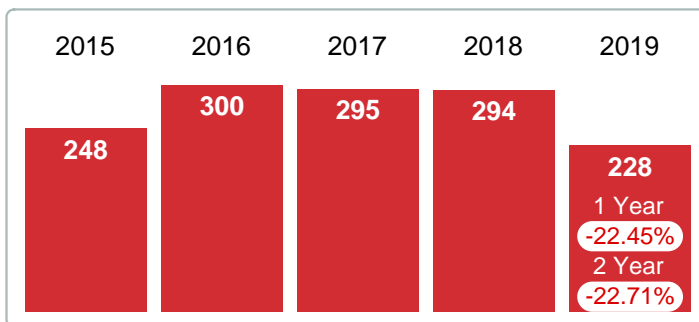
## ACTIVE INVENTORY

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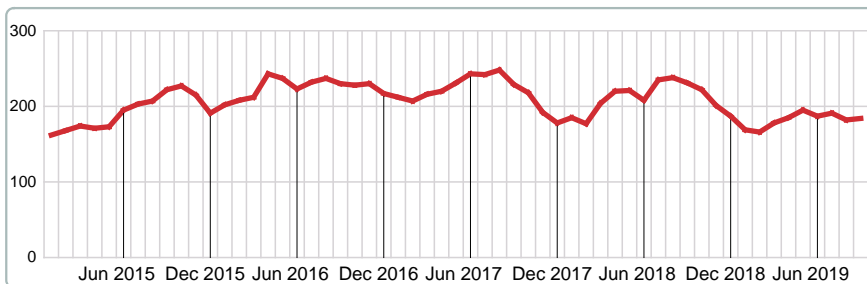
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

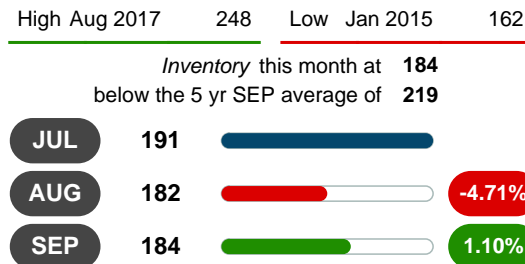


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 219



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	3.26%	72.8	5	1	0	0
\$25,001 - \$50,000	14	7.61%	103.4	12	2	0	0
\$50,001 - \$100,000	48	26.09%	76.6	17	26	5	0
\$100,001 - \$150,000	35	19.02%	85.9	7	24	4	0
\$150,001 - \$225,000	41	22.28%	81.6	5	21	13	2
\$225,001 - \$275,000	16	8.70%	67.6	1	8	4	3
\$275,001 and up	24	13.04%	80.3	0	11	11	2
<b>Total Active Inventory by Units</b>	<b>184</b>			<b>47</b>	<b>93</b>	<b>37</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>30,919,788</b>	<b>100%</b>	<b>81.1</b>	<b>3.84M</b>	<b>15.88M</b>	<b>9.34M</b>	<b>1.86M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$168,042</b>			<b>\$81,704</b>	<b>\$170,738</b>	<b>\$252,386</b>	<b>\$266,114</b>

# September 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 SEPTEMBER

2015	2016	2017	2018	2019
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### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
184	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf			
equal to 5 yr SEP average of inf			
JUL	inf		%
AUG	inf		%
SEP	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	7.07%	4.88	6.95	2.40	0.00	0.00
\$40,001 - \$70,000	26	14.13%	7.43	9.60	5.76	12.00	0.00
\$70,001 - \$110,000	30	16.30%	7.06	6.86	7.20	7.20	0.00
\$110,001 - \$160,000	42	22.83%	10.50	8.40	12.40	6.00	0.00
\$160,001 - \$220,000	30	16.30%	10.59	16.00	6.46	44.00	6.00
\$220,001 - \$290,000	22	11.96%	10.56	6.00	6.40	13.50	0.00
\$290,001 and up	21	11.41%	14.82	0.00	14.67	19.20	8.00
Market Supply of Inventory (MSI)			8.87	8.06	7.97	13.06	16.80
Total Active Inventory by Units		100%	8.87	47	93	37	7

# September 2019



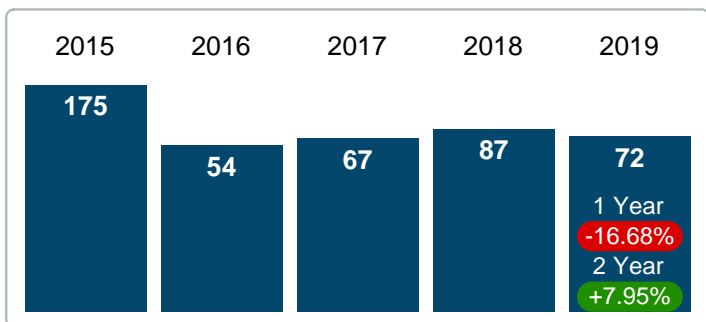
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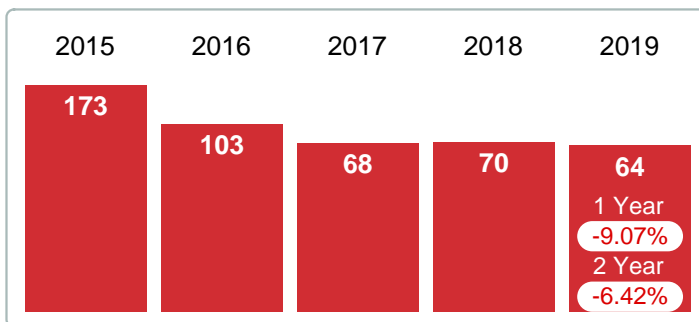
## AVERAGE DAYS ON MARKET TO SALE

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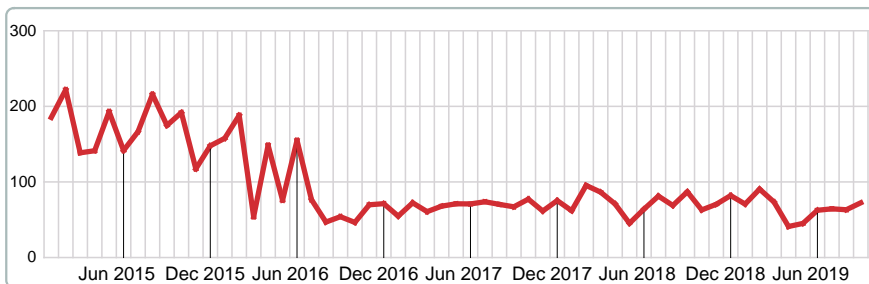
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 91

High Feb 2015 222 Low Apr 2019 41

Average Days on Market to Sale this month at 72 below the 5 yr SEP average of 91



### 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	7.14%	99	99	0	0	0
\$30,001 - \$40,000	14.29%	32	36	19	0	0
\$40,001 - \$70,000	14.29%	104	147	90	0	0
\$70,001 - \$110,000	25.00%	68	19	44	155	0
\$110,001 - \$180,000	17.86%	64	0	64	0	0
\$180,001 - \$370,000	10.71%	81	157	43	0	0
\$370,001 and up	10.71%	83	0	8	174	67
<b>Average Closed DOM</b>		<b>72</b>	<b>72</b>	<b>56</b>	<b>161</b>	<b>67</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>72</b>	<b>9</b>	<b>15</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,913,699</b>	<b>557.20K</b>	<b>2.19M</b>	<b>553.50K</b>	<b>618.00K</b>



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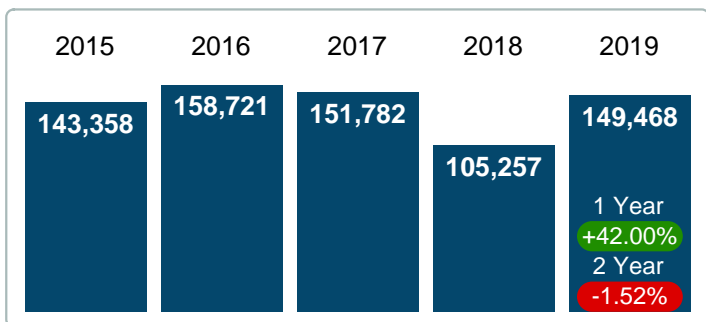
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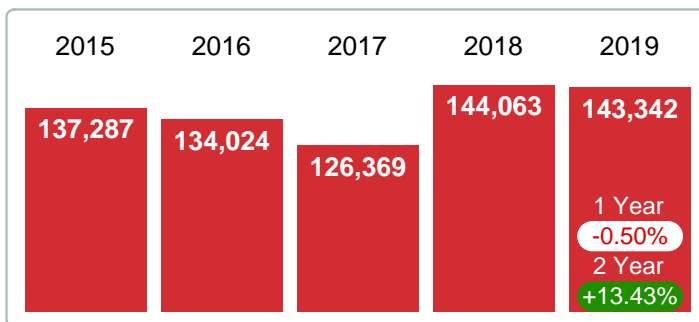
## AVERAGE LIST PRICE AT CLOSING

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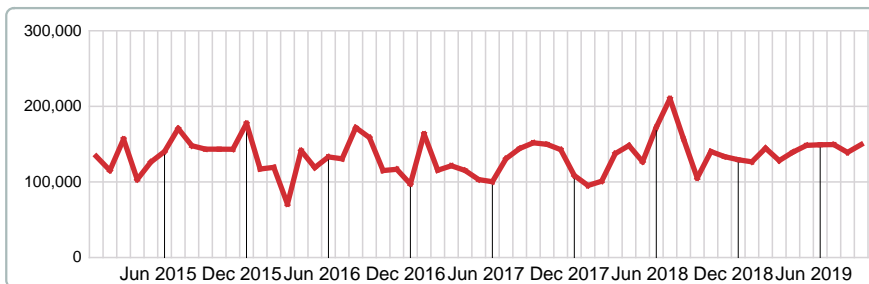
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

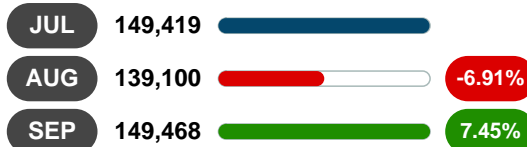


### 3 MONTHS

5 year SEP AVG = 141,717

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

Average List Price at Closing this month at **149,468**  
above the 5 yr SEP average of **141,717**



### 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	1	3.57%	25,000	28,000	0	0	0
\$30,001 - \$40,000	2	7.14%	35,500	44,667	49,900	0	0
\$40,001 - \$70,000	8	28.57%	58,425	68,500	63,000	0	0
\$70,001 - \$110,000	5	17.86%	87,760	72,000	91,633	102,950	0
\$110,001 - \$180,000	4	14.29%	123,750	0	158,400	0	0
\$180,001 - \$370,000	5	17.86%	250,180	199,900	317,000	0	0
\$370,001 and up	3	10.71%	479,000	0	389,000	398,000	650,000
Average List Price			149,468	66,933	155,253	201,300	650,000
Total Closed Units		100%	149,468	9	15	3	1
Total Closed Volume			4,185,100	602.40K	2.33M	603.90K	650.00K



# September 2019



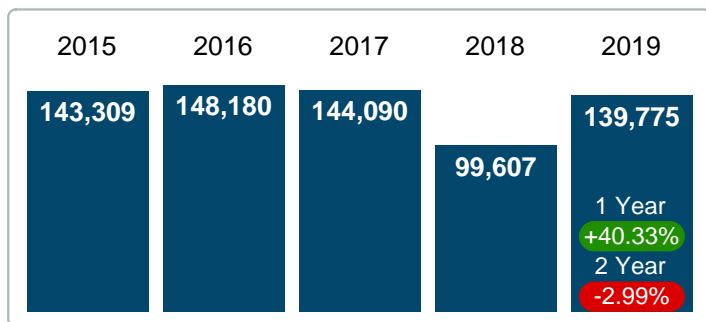
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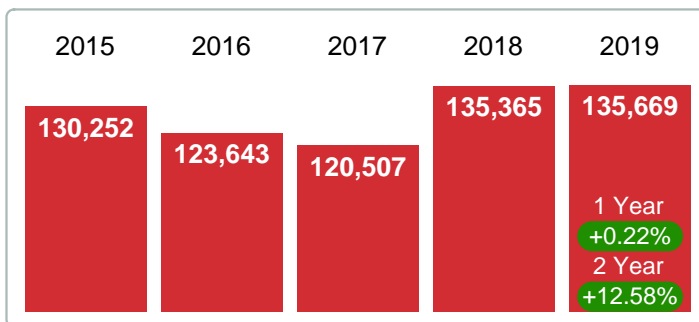
## AVERAGE SOLD PRICE AT CLOSING

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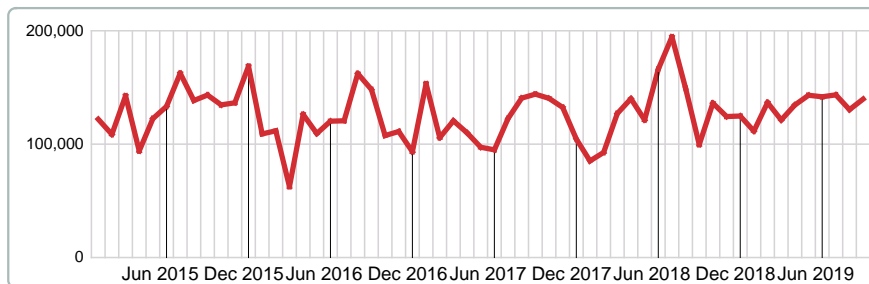
### SEPTEMBER



### YEAR TO DATE (YTD)

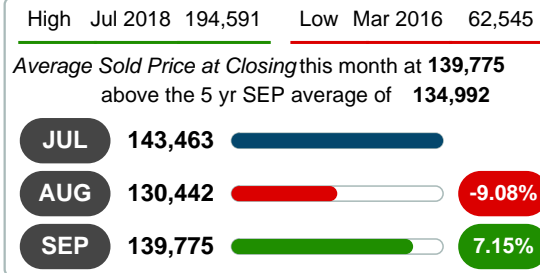


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 134,992



### 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	7.14%	23,250	23,250	0	0	0
\$30,001 - \$40,000	14.29%	36,375	35,833	38,000	0	0
\$40,001 - \$70,000	14.29%	57,000	65,000	54,333	0	0
\$70,001 - \$110,000	25.00%	84,386	74,600	86,333	91,250	0
\$110,001 - \$180,000	17.86%	146,000	0	146,000	0	0
\$180,001 - \$370,000	10.71%	269,333	189,000	309,500	0	0
\$370,001 and up	10.71%	455,000	0	376,000	371,000	618,000
<b>Average Sold Price</b>		<b>139,775</b>	<b>61,911</b>	<b>145,667</b>	<b>184,500</b>	<b>618,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,775</b>	<b>9</b>	<b>15</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>3,913,699</b>	<b>557.20K</b>	<b>2.19M</b>	<b>553.50K</b>	<b>618.00K</b>

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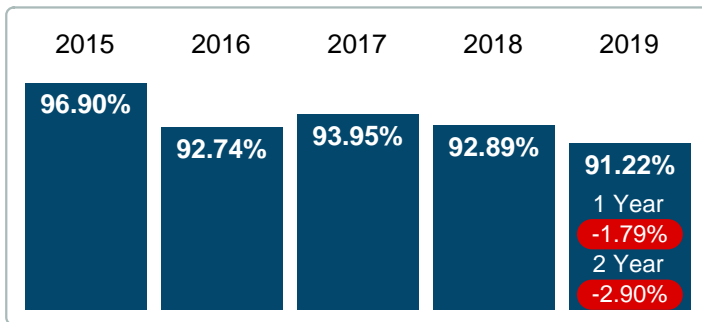
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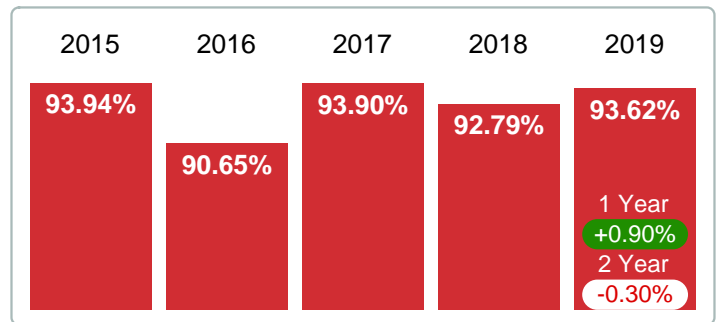
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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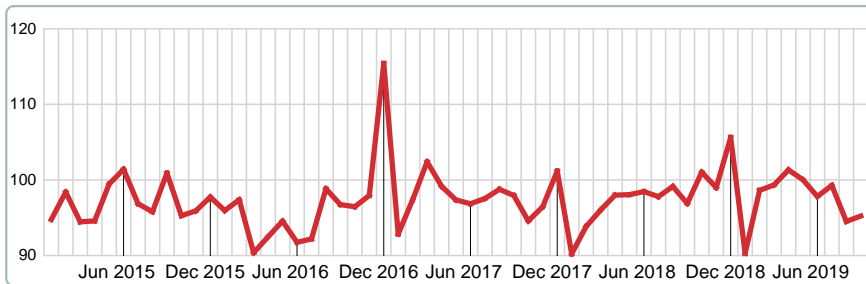
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

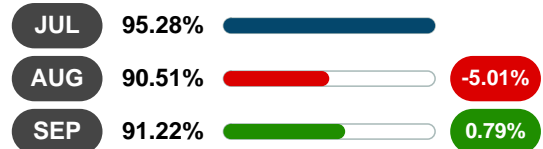


### 3 MONTHS

5 year SEP AVG = 93.54%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **91.22%**  
below the 5 yr SEP average of **93.54%**



### 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	2	7.14%	83.32%	83.32%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	4	14.29%	79.66%	80.83%	76.15%	0.00%	0.00%
\$40,001 - \$70,000	4	14.29%	88.51%	94.89%	86.38%	0.00%	0.00%
\$70,001 - \$110,000	7	25.00%	95.37%	104.58%	94.11%	88.03%	0.00%
\$110,001 - \$180,000	5	17.86%	94.50%	0.00%	94.50%	0.00%	0.00%
\$180,001 - \$370,000	3	10.71%	96.65%	94.55%	97.70%	0.00%	0.00%
\$370,001 and up	3	10.71%	94.98%	0.00%	96.66%	93.22%	95.08%
Average Sold/List Ratio		91.20%		89.75%	92.15%	89.76%	95.08%
Total Closed Units		28	100%	9	15	3	1
Total Closed Volume		3,913,699		557.20K	2.19M	553.50K	618.00K

# September 2019



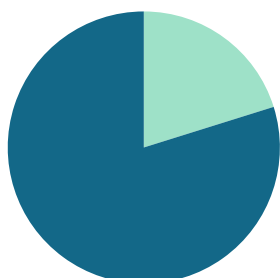
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

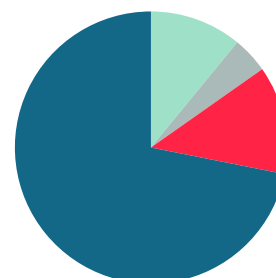
- New Listings **46 = 20.18%**
- Start Inventory **182**
- Total Inventory Units **228**
- Volume **\$39,706,238**

### Market Activity

**Market Activity**

- Closed Sales **28 = 10.94%**
- Pending Sales **11 = 4.30%**
- Other Off Market **33 = 12.89%**
- Active Inventory **184 = 71.88%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	14	28	100.00%	149	196	31.54%
Pending Sales	21	11	-47.62%	163	196	20.25%
New Listings	56	46	-17.86%	493	459	-6.90%
Average List Price	105,257	149,468	42.00%	144,063	143,342	-0.50%
Average Sale Price	99,607	139,775	40.33%	135,365	135,669	0.22%
Average Percent of Selling Price to List Price	92.89%	91.22%	-1.79%	92.79%	93.62%	0.90%
Average Days on Market to Sale	86.93	72.43	-16.68%	70.06	63.71	-9.07%
Monthly Inventory	231	184	-20.35%	231	184	-20.35%
Months Supply of Inventory	13.39	8.87	-33.78%	13.39	8.87	-33.78%

**Absorption:** Last 12 months, an Average of **21** Sales/Month

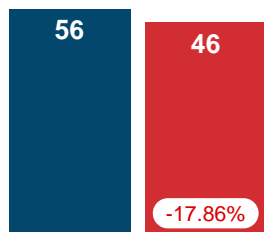
**Inventory** on September 30, 2019 = **184**

**2018** **2019**

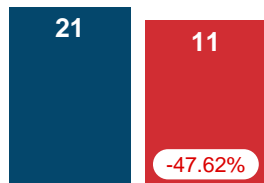
### SEPTEMBER MARKET

### AVERAGE PRICES

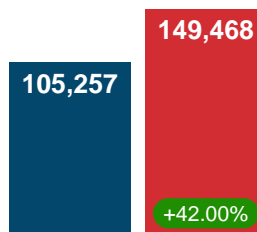
#### New Listings



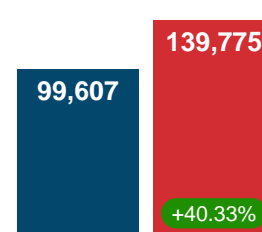
#### Pending Listings



#### List Price



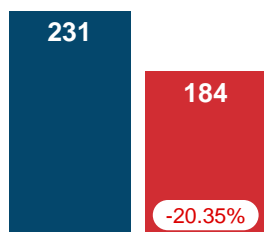
#### Sale Price



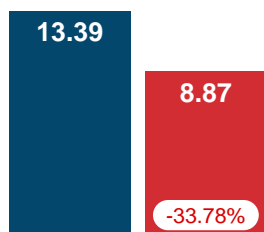
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

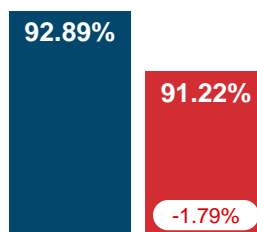
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

