

September 2019



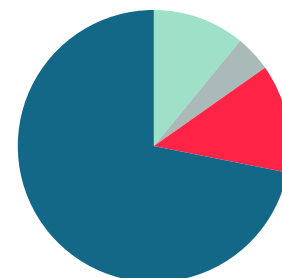
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	98,500	89,950	-8.68%
Median Sale Price	97,250	82,850	-14.81%
Median Percent of Selling Price to List Price	94.50%	93.08%	-1.50%
Median Days on Market to Sale	77.00	72.50	-5.84%
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.

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 **14.81%** in September 2019 to \$82,850 versus the previous year at \$97,250.

Median Days on Market Shortens

The median number of **72.50** days that homes spent on the market before selling decreased by 4.50 days or **5.84%** in September 2019 compared to last year's same month at **77.00** DOM.

Sales Success for September 2019 is Positive

Overall, with Median Prices falling 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.

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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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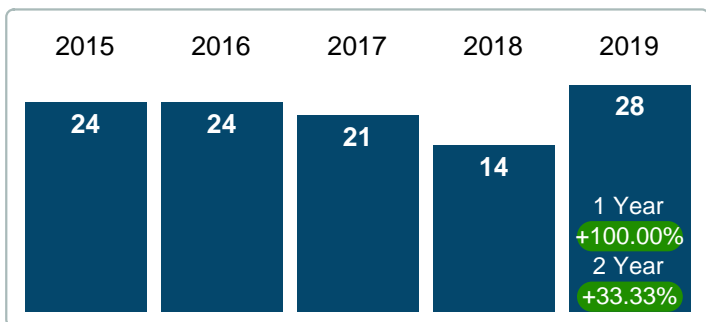
Area Delimited by County Of McIntosh - Residential Property Type



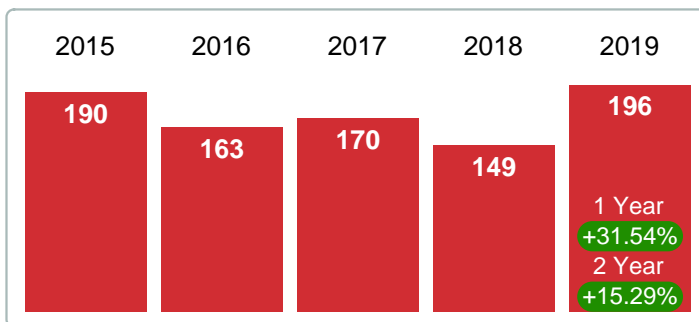
CLOSED LISTINGS

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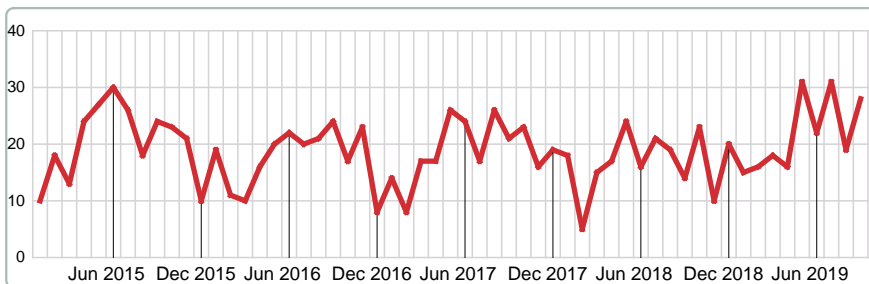
SEPTEMBER



YEAR TO DATE (YTD)

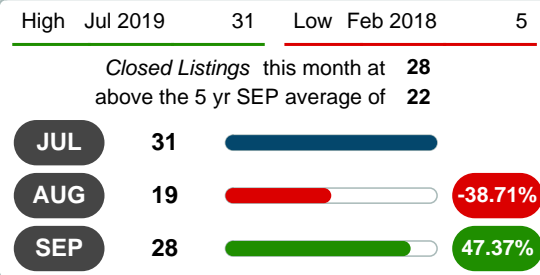


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	14.5	3	1	0	0
\$40,001 - \$70,000	4	14.29%	104.0	1	3	0	0
\$70,001 - \$110,000	7	25.00%	27.0	2	3	2	0
\$110,001 - \$180,000	5	17.86%	78.0	0	5	0	0
\$180,001 - \$370,000	3	10.71%	79.0	1	2	0	0
\$370,001 and up	3	10.71%	67.0	0	1	1	1
Total Closed Units	28			9	15	3	1
Total Closed Volume	3,913,699	100%	72.5	557.20K	2.19M	553.50K	618.00K
Median Closed Price	\$82,850			\$37,500	\$111,000	\$110,000	\$618,000

September 2019



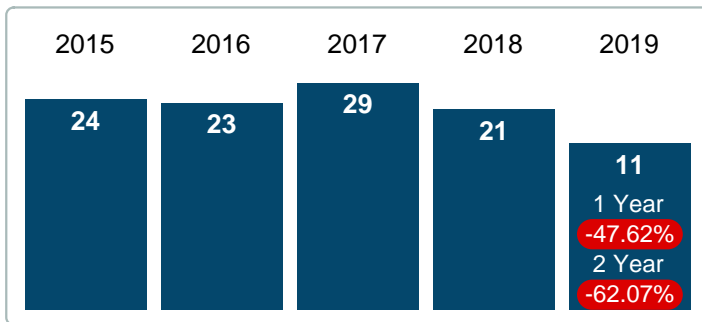
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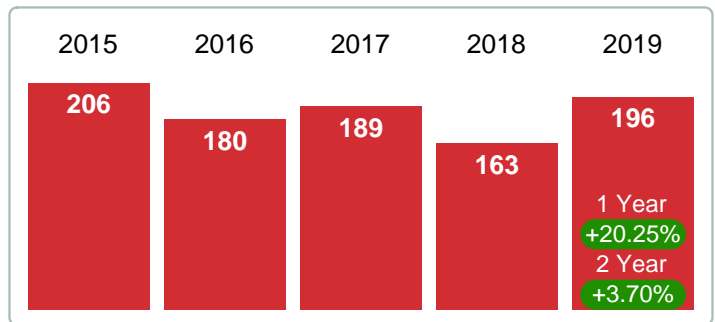
PENDING LISTINGS

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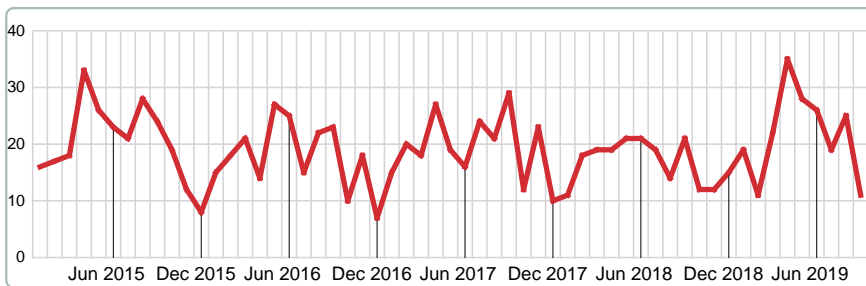
SEPTEMBER



YEAR TO DATE (YTD)

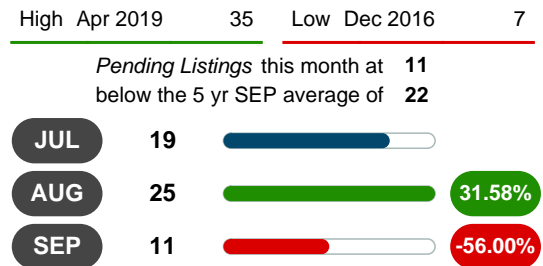


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	9.09%	160.0	1	0	0	0
\$20,001 - \$30,000	2	18.18%	135.0	1	1	0	0
\$30,001 - \$60,000	1	9.09%	19.0	0	1	0	0
\$60,001 - \$130,000	2	18.18%	43.5	2	0	0	0
\$130,001 - \$190,000	2	18.18%	75.0	2	0	0	0
\$190,001 - \$260,000	1	9.09%	148.0	1	0	0	0
\$260,001 and up	2	18.18%	54.0	0	2	0	0
Total Pending Units			11	7	4	0	0
Total Pending Volume		100%	1,435,000	691.10K	743.90K	0.00B	0.00B
Median Listing Price			\$84,900	\$84,900	\$157,450	\$0	\$0

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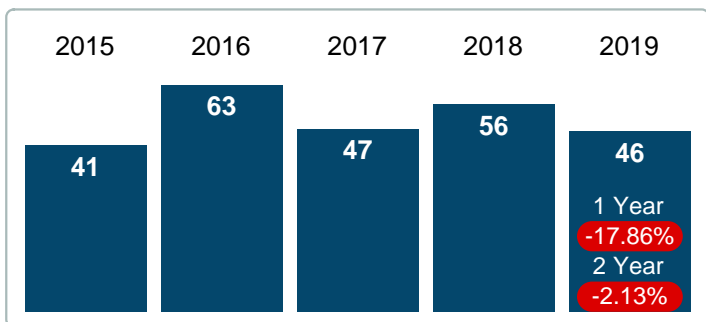
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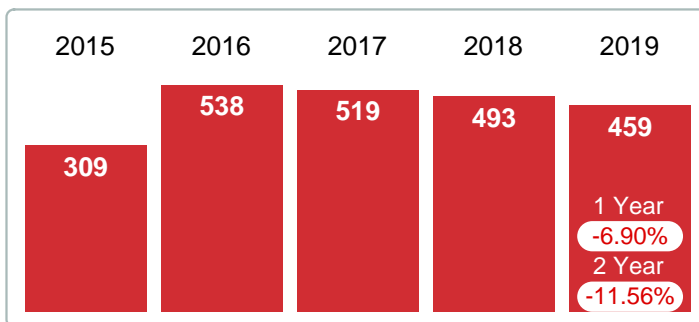
NEW LISTINGS

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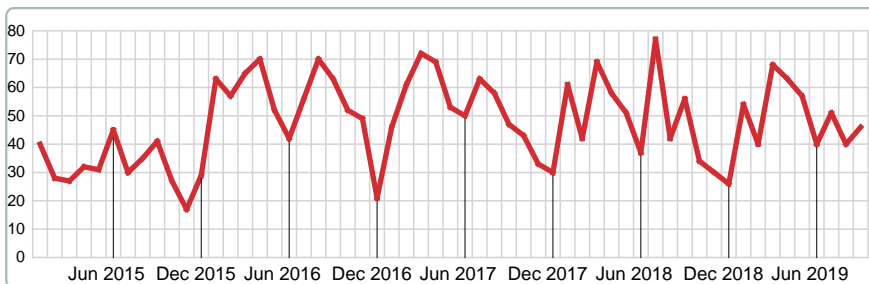
SEPTEMBER



YEAR TO DATE (YTD)

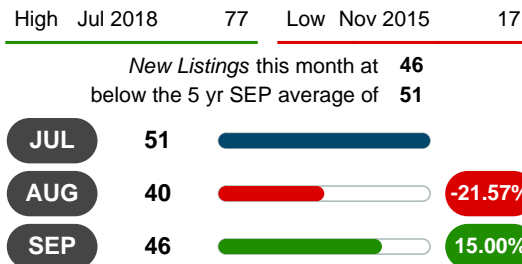


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	46		11	21	10	4
Total New Listed Volume	7,869,899	100%	921.30K	3.45M	2.37M	1.13M
Median New Listed Listing Price	\$147,450		\$62,000	\$144,900	\$236,500	\$274,000

September 2019



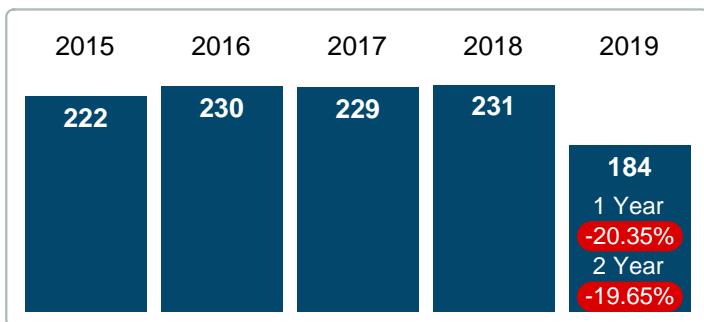
Area Delimited by County Of McIntosh - Residential Property Type



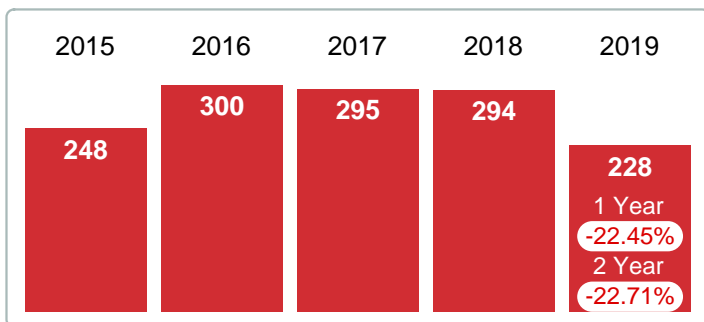
ACTIVE INVENTORY

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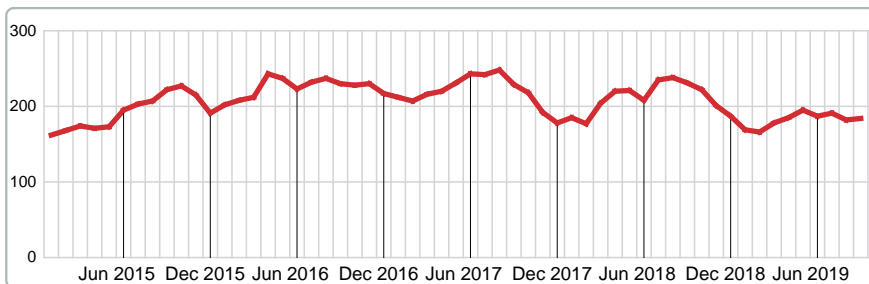
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

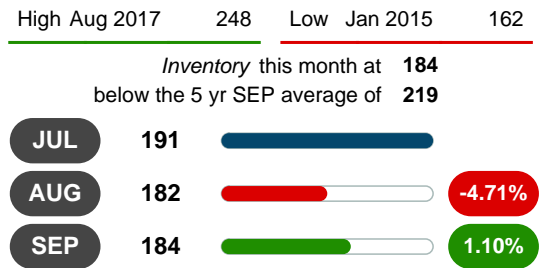


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 219



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	7.07%	98.0	11	2	0	0
\$40,001 - \$70,000	26	14.13%	69.0	12	12	2	0
\$70,001 - \$110,000	30	16.30%	78.5	12	15	3	0
\$110,001 - \$160,000	42	22.83%	90.0	7	31	4	0
\$160,001 - \$220,000	30	16.30%	70.0	4	14	11	1
\$220,001 - \$290,000	22	11.96%	48.5	1	8	9	4
\$290,001 and up	21	11.41%	77.0	0	11	8	2
Total Active Inventory by Units	184			47	93	37	7
Total Active Inventory by Volume	30,919,788	100%	73.5	3.84M	15.88M	9.34M	1.86M
Median Active Inventory Listing Price	\$137,250			\$72,000	\$140,000	\$219,000	\$265,000

September 2019



Area Delimited by County Of McIntosh - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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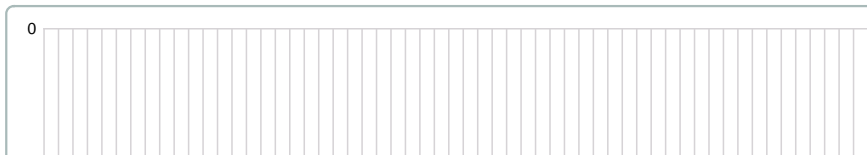
MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

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

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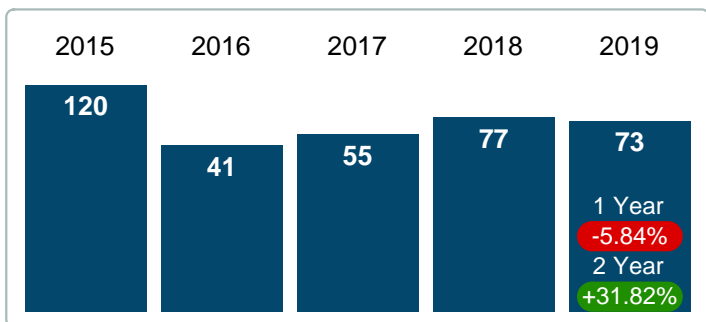
Area Delimited by County Of McIntosh - Residential Property Type



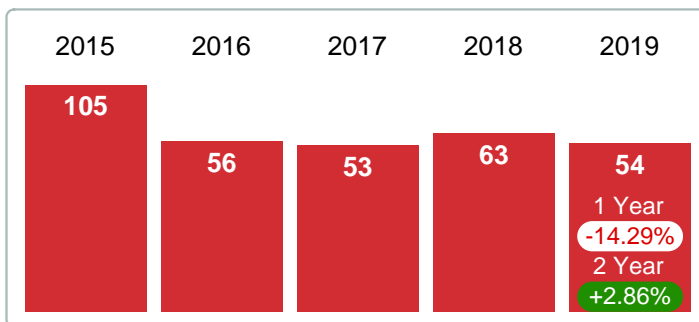
MEDIAN DAYS ON MARKET TO SALE

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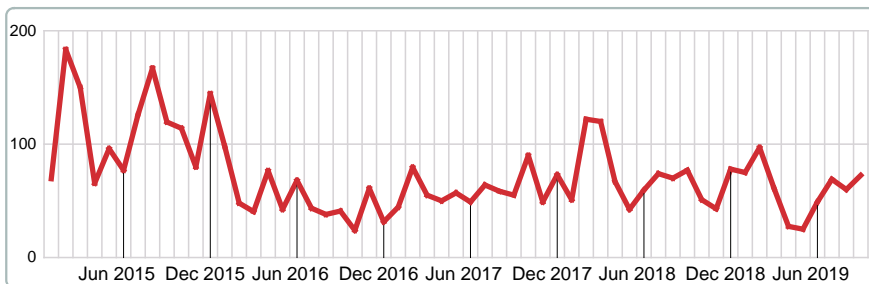
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 73

High Feb 2015 184 Low Oct 2016 24

Median Days on Market to Sale this month at 73 equal to 5 yr SEP average of 73



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	7.14%	99	99	0	0	0
\$30,001 - \$40,000	14.29%	15	10	19	0	0
\$40,001 - \$70,000	14.29%	104	147	81	0	0
\$70,001 - \$110,000	25.00%	27	19	27	155	0
\$110,001 - \$180,000	17.86%	78	0	78	0	0
\$180,001 - \$370,000	10.71%	79	157	43	0	0
\$370,001 and up	10.71%	67	0	8	174	67
Median Closed DOM		73				
Total Closed Units	100%	72.5	46	61	163	67
Total Closed Volume			557.20K	2.19M	553.50K	618.00K

September 2019



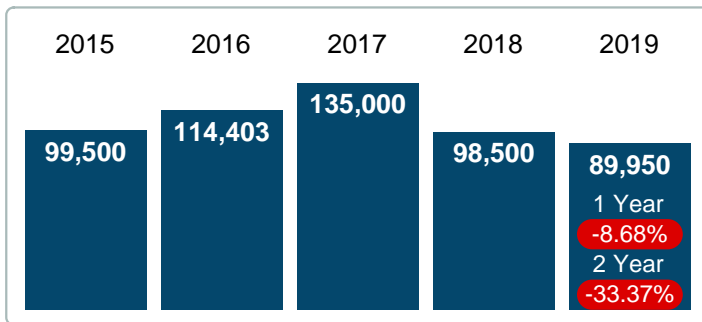
Area Delimited by County Of McIntosh - Residential Property Type



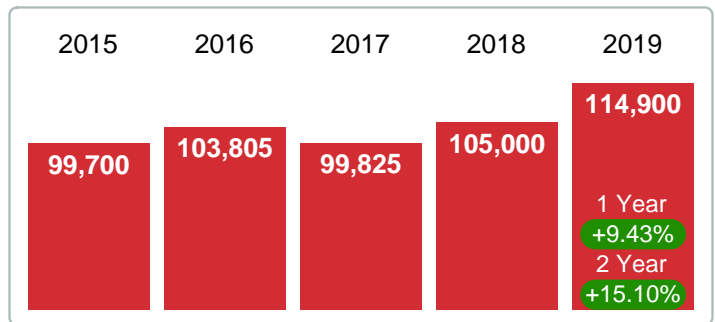
MEDIAN LIST PRICE AT CLOSING

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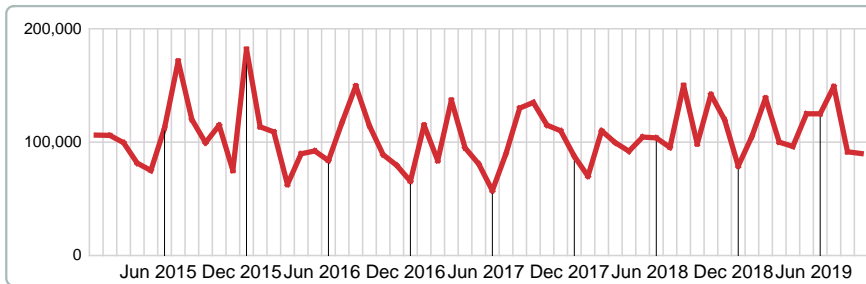
SEPTEMBER



YEAR TO DATE (YTD)

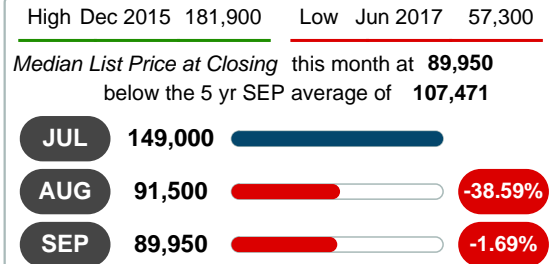


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 107,471



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	3.57%	25,000	25,000	0	0	0
\$30,001 - \$40,000	7.14%	35,500	35,500	0	0	0
\$40,001 - \$70,000	28.57%	62,000	57,750	62,000	0	0
\$70,001 - \$110,000	17.86%	89,900	78,000	90,000	85,900	0
\$110,001 - \$180,000	14.29%	118,500	0	117,000	120,000	0
\$180,001 - \$370,000	17.86%	225,000	199,900	250,000	0	0
\$370,001 and up	10.71%	398,000	0	389,000	398,000	650,000
Median List Price		89,950	49,500	112,000	120,000	650,000
Total Closed Units	100%	89,950	9	15	3	1
Total Closed Volume		4,185,100	602.40K	2.33M	603.90K	650.00K

September 2019



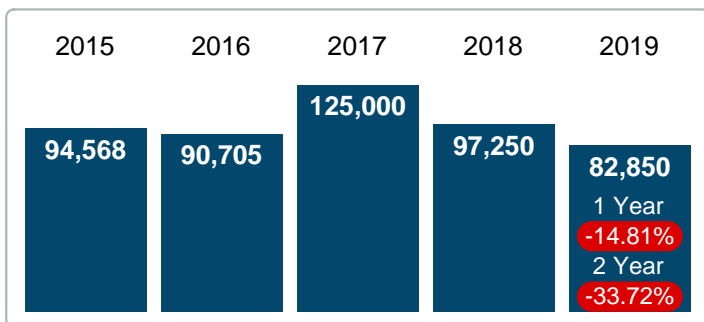
Area Delimited by County Of McIntosh - Residential Property Type



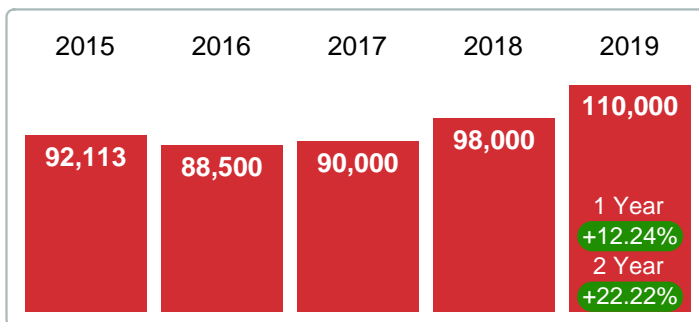
MEDIAN SOLD PRICE AT CLOSING

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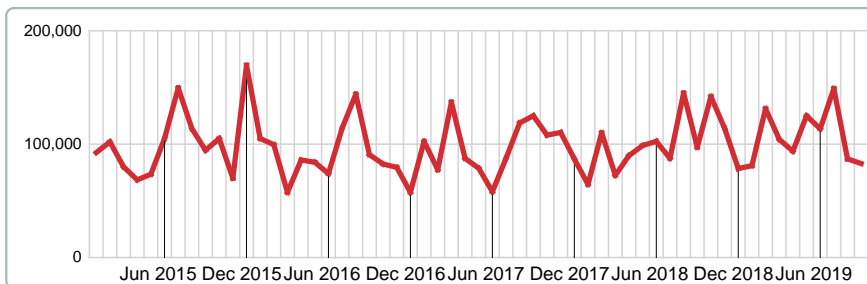
SEPTEMBER



YEAR TO DATE (YTD)

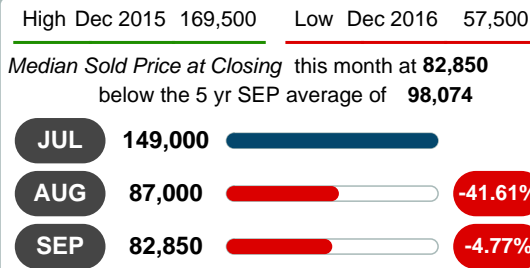


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98,074



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	7.14%	23,250	23,250	0	0	0
\$30,001 - \$40,000	4	14.29%	36,250	35,000	38,000	0	0
\$40,001 - \$70,000	4	14.29%	56,750	65,000	53,500	0	0
\$70,001 - \$110,000	7	25.00%	76,699	74,600	89,000	91,250	0
\$110,001 - \$180,000	5	17.86%	152,000	0	152,000	0	0
\$180,001 - \$370,000	3	10.71%	270,000	189,000	309,500	0	0
\$370,001 and up	3	10.71%	376,000	0	376,000	371,000	618,000
Median Sold Price			82,850	37,500	111,000	110,000	618,000
Total Closed Units		100%	82,850	9	15	3	1
Total Closed Volume			3,913,699	557.20K	2.19M	553.50K	618.00K

September 2019



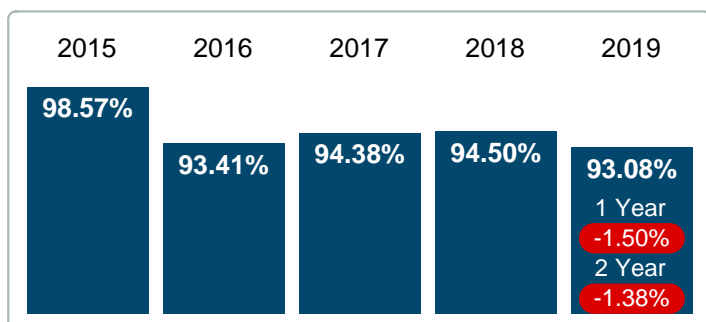
Area Delimited by County Of McIntosh - Residential Property Type



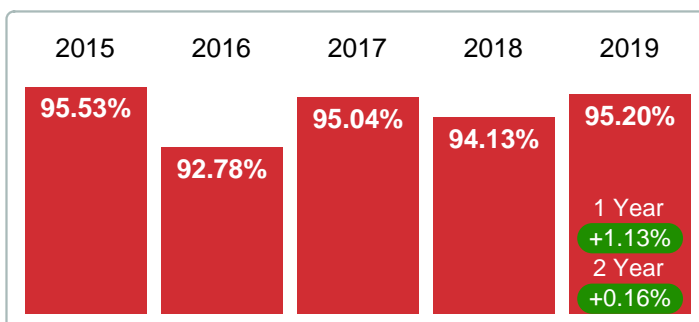
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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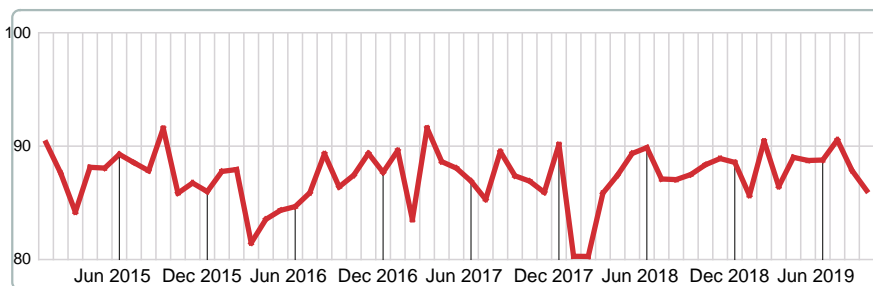
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

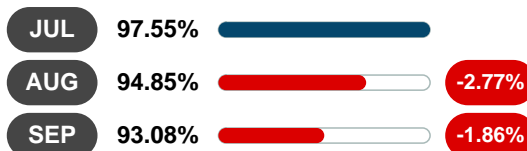


3 MONTHS

5 year SEP AVG = 94.79%

High Mar 2017 98.59% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **93.08%**
below the 5 yr SEP average of **94.79%**



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	7.14%	83.32%	83.32%	0.00%	0.00%	0.00%	
\$30,001 - \$40,000	4	14.29%	80.21%	84.27%	76.15%	0.00%	0.00%	
\$40,001 - \$70,000	4	14.29%	91.49%	94.89%	90.68%	0.00%	0.00%	
\$70,001 - \$110,000	7	25.00%	92.95%	104.58%	99.00%	88.03%	0.00%	
\$110,001 - \$180,000	5	17.86%	99.11%	0.00%	99.11%	0.00%	0.00%	
\$180,001 - \$370,000	3	10.71%	97.21%	94.55%	97.70%	0.00%	0.00%	
\$370,001 and up	3	10.71%	95.08%	0.00%	96.66%	93.22%	95.08%	
Median Sold/List Ratio		93.08%		87.50%	96.66%	91.67%	95.08%	
Total Closed Units		28	100%	93.08%	9	15	3	1
Total Closed Volume		3,913,699			557.20K	2.19M	553.50K	618.00K

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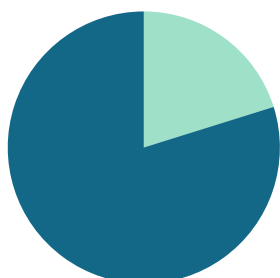
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

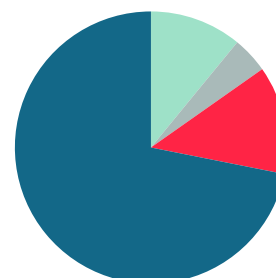


Inventory
 New Listings
46 = 20.18%
 Start Inventory
182
 Total Inventory Units
228
 Volume
\$39,706,238

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%
Median List Price	98,500	89,950	-8.68%	105,000	114,900	9.43%
Median Sale Price	97,250	82,850	-14.81%	98,000	110,000	12.24%
Median Percent of Selling Price to List Price	94.50%	93.08%	-1.50%	94.13%	95.20%	1.13%
Median Days on Market to Sale	77.00	72.50	-5.84%	63.00	54.00	-14.29%
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

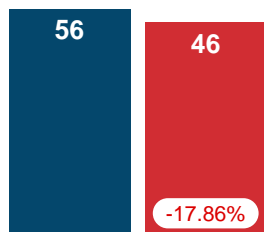
Inventory on September 30, 2019 = **184**

2018 **2019**

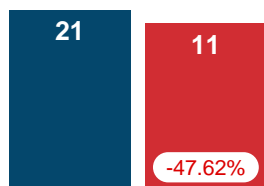
SEPTEMBER MARKET

MEDIAN PRICES

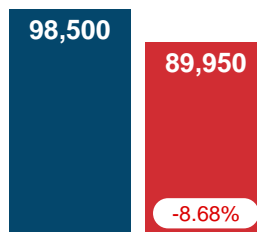
New Listings



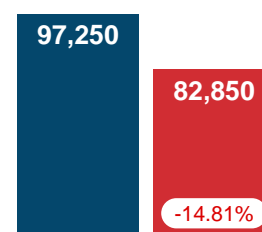
Pending Listings



List Price



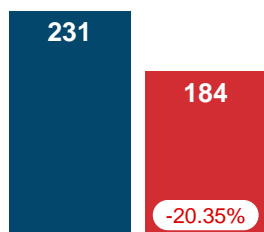
Sale Price



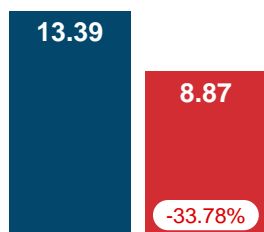
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

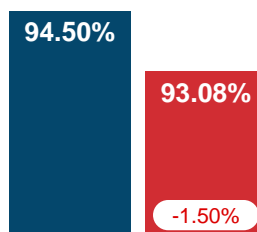
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

