

April 2020



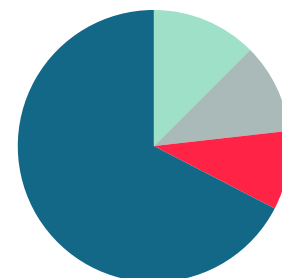
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	16	28	75.00%
Pending Listings	35	24	-31.43%
New Listings	63	41	-34.92%
Average List Price	139,406	147,757	5.99%
Average Sale Price	134,563	141,446	5.12%
Average Percent of Selling Price to List Price	97.33%	93.66%	-3.77%
Average Days on Market to Sale	41.06	61.43	49.60%
End of Month Inventory	185	151	-18.38%
Months Supply of Inventory	10.47	7.25	-30.78%



■ Closed (12.50%)
■ Pending (10.71%)
■ Other OffMarket (9.38%)
■ Active (67.41%)

Absorption: Last 12 months, an Average of **21** Sales/Month
Active Inventory as of April 30, 2020 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **18.38%** to 151 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 **7.25** 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 **5.12%** in April 2020 to \$141,446 versus the previous year at \$134,563.

Average Days on Market Lengthens

The average number of **61.43** days that homes spent on the market before selling increased by 20.37 days or **49.60%** in April 2020 compared to last year's same month at **41.06** DOM.

Sales Success for April 2020 is Positive

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

There were 41 New Listings in April 2020, down **34.92%** from last year at 63. Furthermore, there were 28 Closed Listings this month versus last year at 16, a **75.00%** increase.

Closed versus Listed trends yielded a **68.3%** ratio, up from previous year's, April 2019, at **25.4%**, a **168.90%** 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

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

April 2020



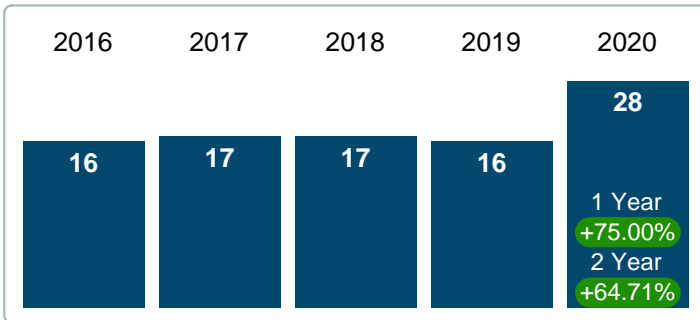
Area Delimited by County Of McIntosh - Residential Property Type



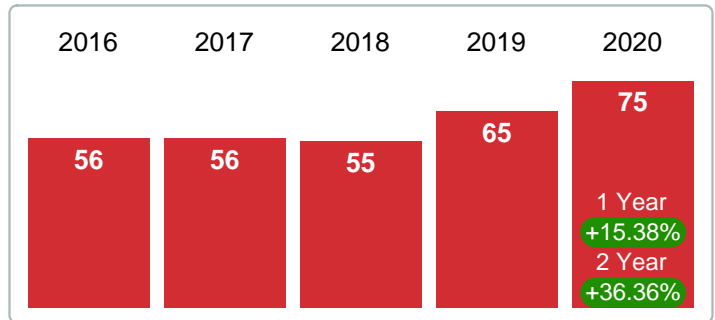
CLOSED LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

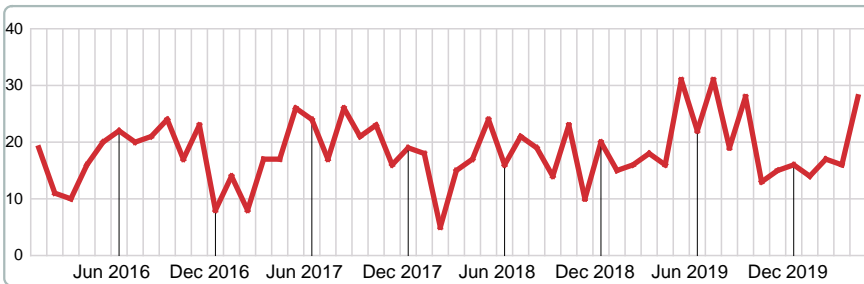
APRIL



YEAR TO DATE (YTD)

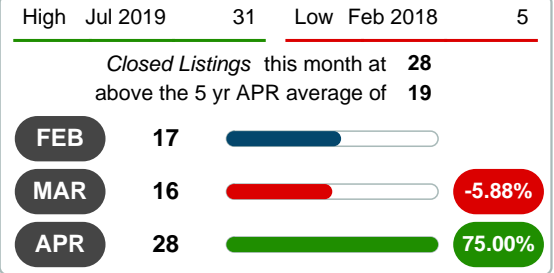


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 19



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%	29.5	0	2	0	0
\$30,001 - \$60,000	3	10.71%	94.3	2	1	0	0
\$60,001 - \$100,000	5	17.86%	34.4	3	2	0	0
\$100,001 - \$140,000	6	21.43%	71.3	2	4	0	0
\$140,001 - \$210,000	5	17.86%	77.2	1	4	0	0
\$210,001 - \$280,000	4	14.29%	70.8	1	2	1	0
\$280,001 and up	3	10.71%	36.3	0	2	1	0
Total Closed Units	28			9	17	2	0
Total Closed Volume	3,960,500	100%	61.4	931.00K	2.41M	620.00K	0.00B
Average Closed Price	\$141,446			\$103,444	\$141,735	\$310,000	\$0

April 2020



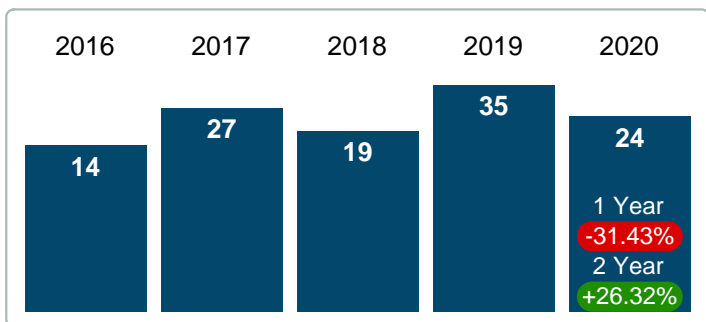
Area Delimited by County Of McIntosh - Residential Property Type



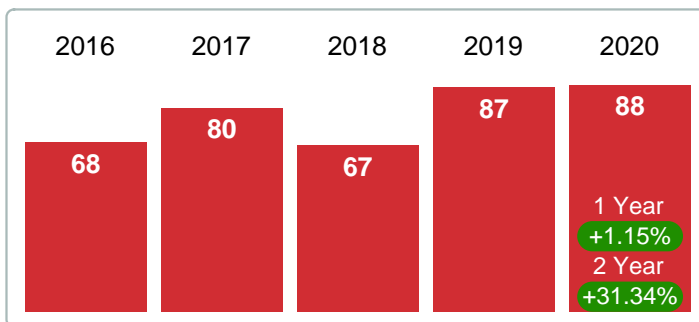
PENDING LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

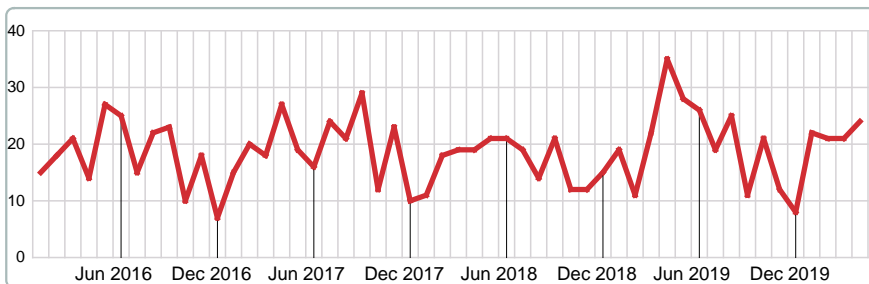
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 24

High Apr 2019 35 Low Dec 2016 7

Pending Listings this month at 24 equal to 5 yr APR average of 24

- FEB 21
- MAR 21 (0.00%)
- APR 24 (14.29%)

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	2	8.33%	110.0	1	1	0	0
\$30,001 - \$40,000	2	8.33%	113.5	2	0	0	0
\$40,001 - \$60,000	5	20.83%	52.4	2	2	1	0
\$60,001 - \$130,000	6	25.00%	79.0	2	4	0	0
\$130,001 - \$180,000	3	12.50%	116.0	1	2	0	0
\$180,001 - \$240,000	2	8.33%	60.5	1	1	0	0
\$240,001 and up	4	16.67%	21.5	0	3	0	1
Total Pending Units	24			9	13	1	1
Total Pending Volume	3,379,198	100%	72.4	758.30K	2.33M	42.00K	249.00K
Average Listing Price	\$140,800			\$84,256	\$179,223	\$42,000	\$249,000

April 2020



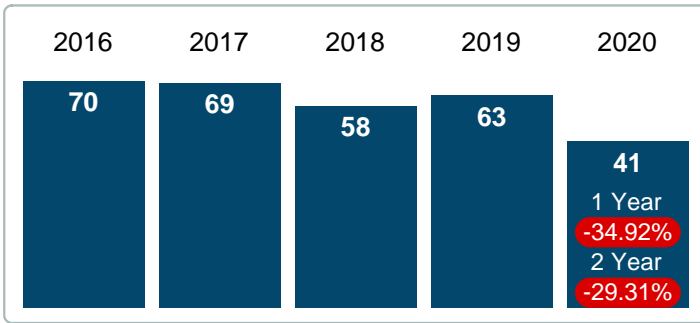
Area Delimited by County Of McIntosh - Residential Property Type



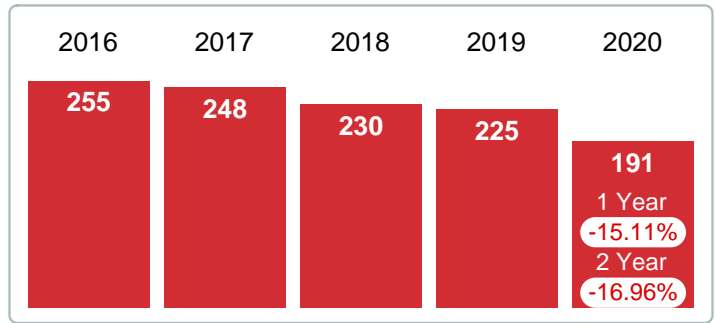
NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

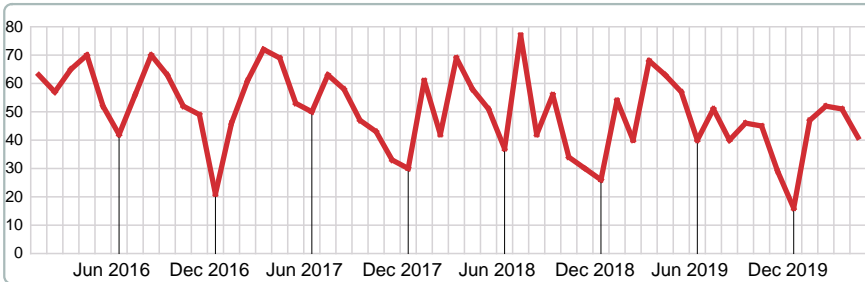
APRIL



YEAR TO DATE (YTD)

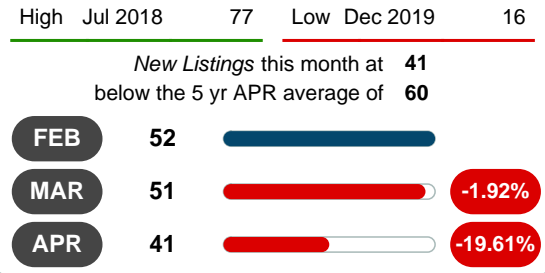


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 60



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	9.76%	2	1	1	0
\$50,001 - \$100,000	5	12.20%	1	3	1	0
\$100,001 - \$125,000	5	12.20%	0	4	1	0
\$125,001 - \$225,000	8	19.51%	2	5	0	1
\$225,001 - \$325,000	8	19.51%	2	6	0	0
\$325,001 - \$425,000	6	14.63%	0	1	4	1
\$425,001 and up	5	12.20%	0	2	1	2
Total New Listed Units	41		7	22	8	4
Total New Listed Volume	11,188,698	100%	1.02M	4.90M	2.09M	3.17M
Average New Listed Listing Price	\$191,888		\$146,329	\$222,714	\$261,337	\$793,500

April 2020



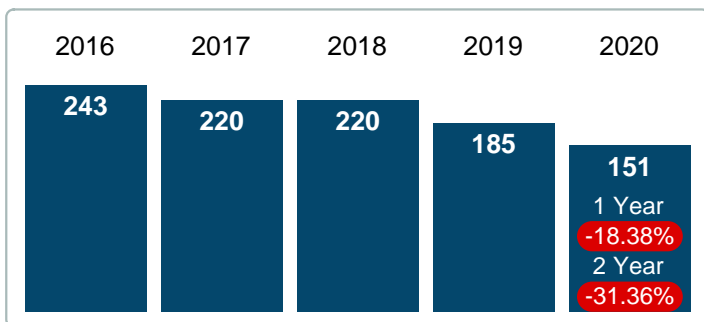
Area Delimited by County Of McIntosh - Residential Property Type



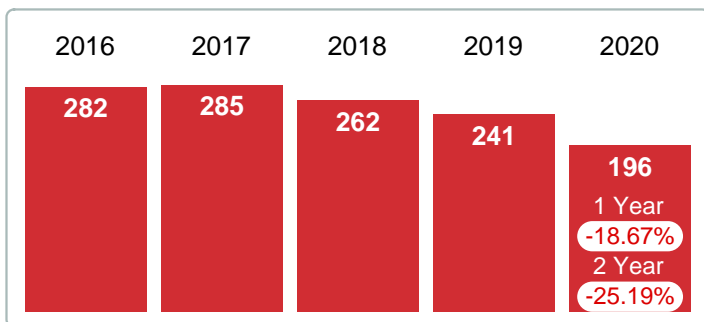
ACTIVE INVENTORY

Report produced on Jul 26, 2023 for MLS Technology Inc.

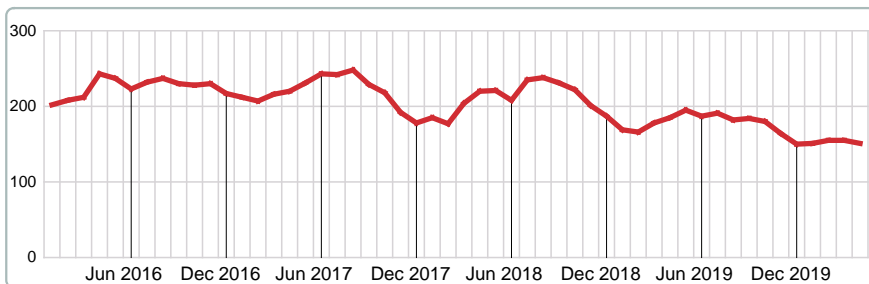
END OF APRIL



ACTIVE DURING APRIL

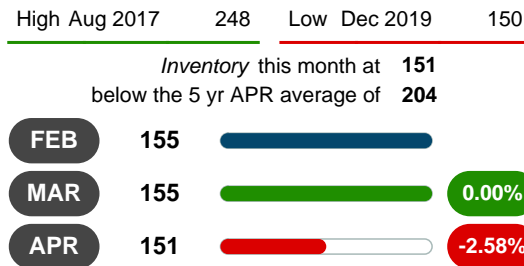


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 204



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	8	5.30%	44.0	5	3	0	0
\$50,001 - \$75,000	21	13.91%	85.5	10	9	2	0
\$75,001 - \$125,000	28	18.54%	64.3	8	18	2	0
\$125,001 - \$200,000	37	24.50%	69.1	9	22	3	3
\$200,001 - \$275,000	25	16.56%	60.2	7	13	5	0
\$275,001 - \$375,000	15	9.93%	64.7	1	3	10	1
\$375,001 and up	17	11.26%	69.5	1	5	7	4
Total Active Inventory by Units	151			41	73	29	8
Total Active Inventory by Volume	33,708,682	100%	67.3	5.62M	13.57M	9.98M	4.53M
Average Active Inventory Listing Price	\$223,236			\$137,051	\$185,903	\$344,310	\$566,713

April 2020



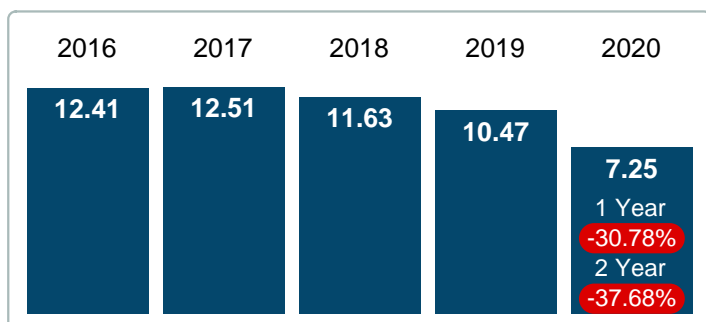
Area Delimited by County Of McIntosh - Residential Property Type



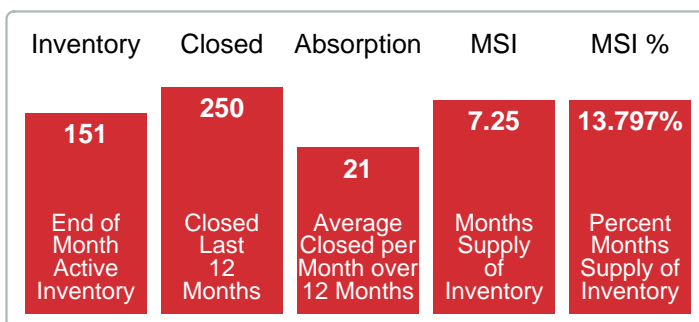
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

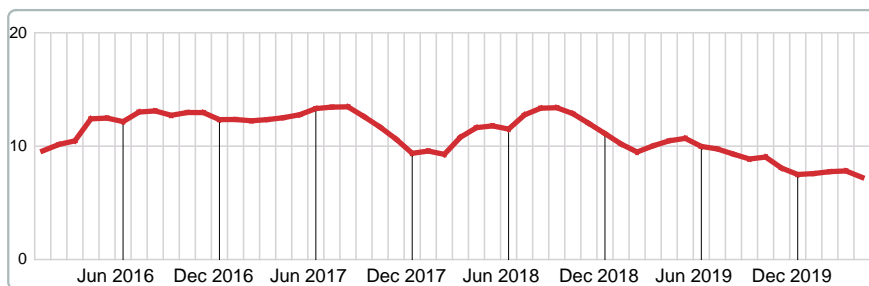
MSI FOR APRIL



INDICATORS FOR APRIL 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 10.85

High Aug 2017 13.47 Low Apr 2020 7.25

Months Supply this month at 7.25 below the 5 yr APR average of 10.85



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.30%	1.88	2.40	1.44	0.00	0.00
\$50,001 - \$75,000	21	13.91%	7.20	10.00	5.40	8.00	0.00
\$75,001 - \$125,000	28	18.54%	6.00	4.36	8.64	3.00	0.00
\$125,001 - \$200,000	37	24.50%	7.66	13.50	7.14	3.00	36.00
\$200,001 - \$275,000	25	16.56%	12.50	42.00	9.75	12.00	0.00
\$275,001 - \$375,000	15	9.93%	9.47	0.00	4.00	15.00	6.00
\$375,001 and up	17	11.26%	29.14	0.00	12.00	84.00	48.00
Market Supply of Inventory (MSI)			7.25	7.13	6.39	9.16	16.00
Total Active Inventory by Units		100%	7.25	41	73	29	8

April 2020



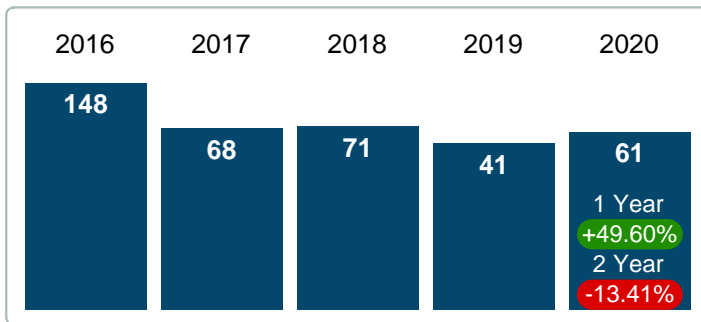
Area Delimited by County Of McIntosh - Residential Property Type



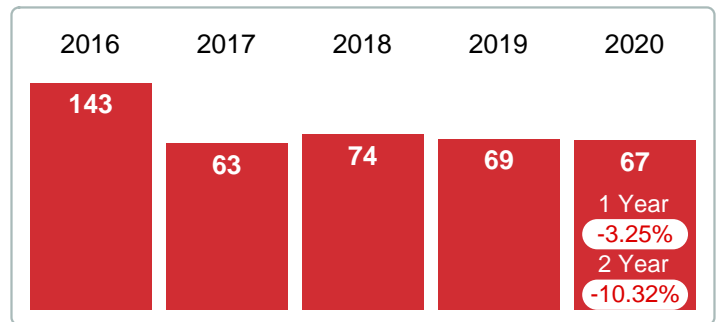
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 26, 2023 for MLS Technology Inc.

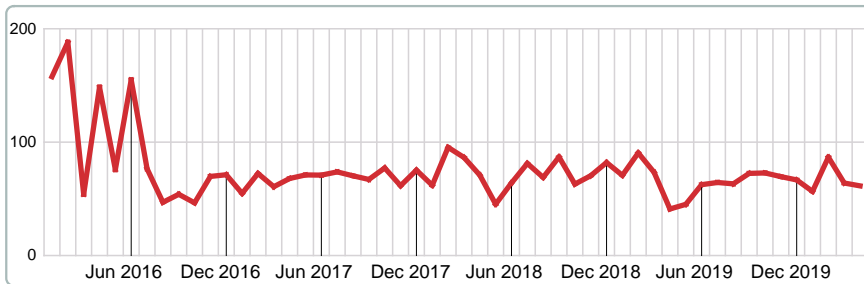
APRIL



YEAR TO DATE (YTD)

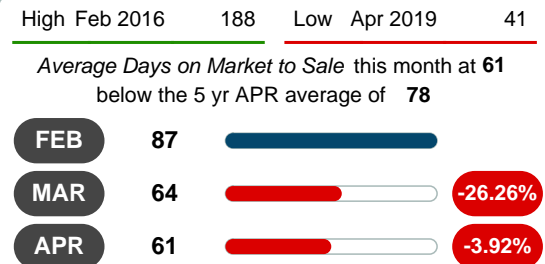


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 78



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%	30	0	30	0	0
\$30,001 - \$60,000	10.71%	94	54	175	0	0
\$60,001 - \$100,000	17.86%	34	54	5	0	0
\$100,001 - \$140,000	21.43%	71	93	61	0	0
\$140,001 - \$210,000	17.86%	77	31	89	0	0
\$210,001 - \$280,000	14.29%	71	141	47	49	0
\$280,001 and up	10.71%	36	0	53	3	0
Average Closed DOM		61	70	61	26	0
Total Closed Units	100%	61	9	17	2	
Total Closed Volume		3,960,500	931.00K	2.41M	620.00K	0.00B

April 2020



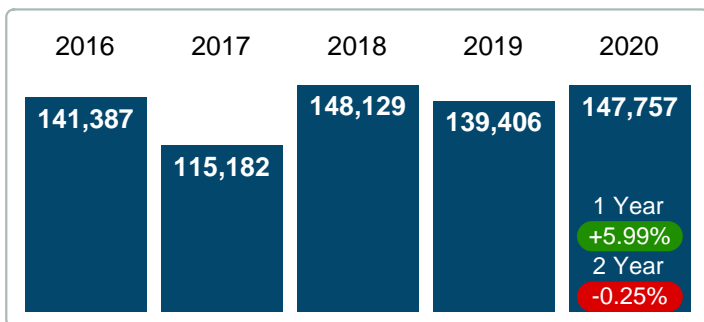
Area Delimited by County Of McIntosh - Residential Property Type



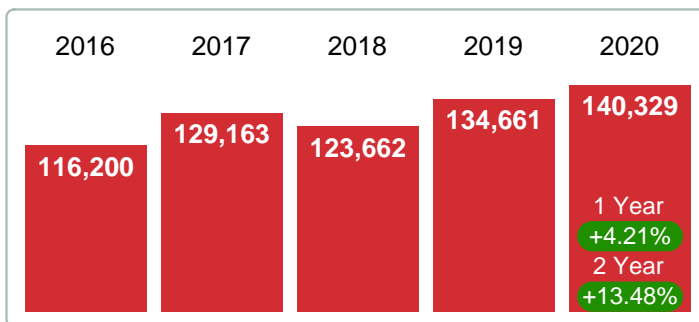
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

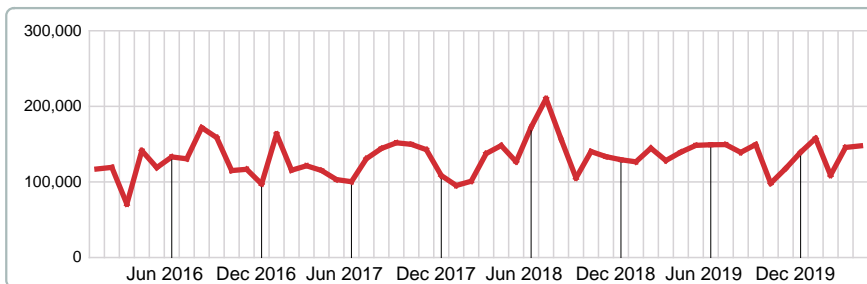
APRIL



YEAR TO DATE (YTD)

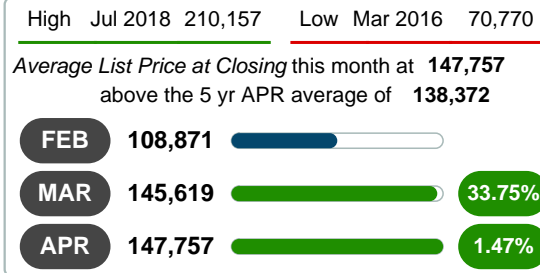


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 138,372



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%	29,900	0	37,450	0	0
\$30,001 - \$60,000	3	10.71%	44,667	44,500	64,900	0	0
\$60,001 - \$100,000	6	21.43%	78,933	90,067	69,250	0	0
\$100,001 - \$140,000	6	21.43%	124,900	116,750	132,075	0	0
\$140,001 - \$210,000	5	17.86%	163,760	155,000	162,850	0	0
\$210,001 - \$280,000	4	14.29%	240,625	229,500	249,000	299,000	0
\$280,001 and up	3	10.71%	323,000	0	280,000	345,000	0
Average List Price			147,757	108,578	148,000	322,000	0
Total Closed Units		100%	147,757	9	17	2	
Total Closed Volume			4,137,200	977.20K	2.52M	644.00K	0.00B

April 2020



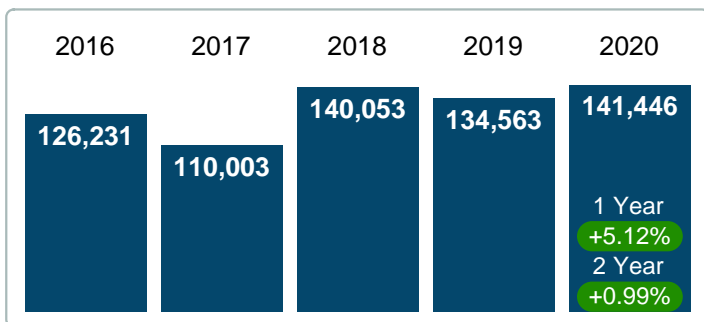
Area Delimited by County Of McIntosh - Residential Property Type



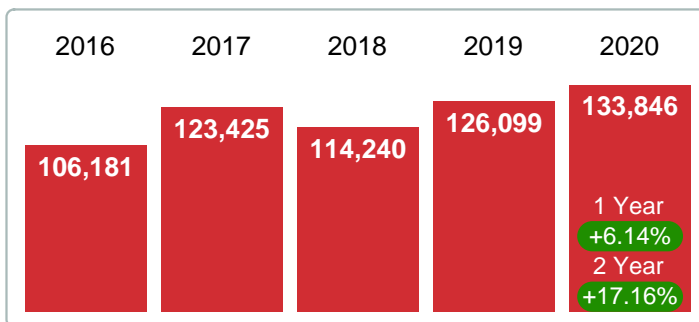
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

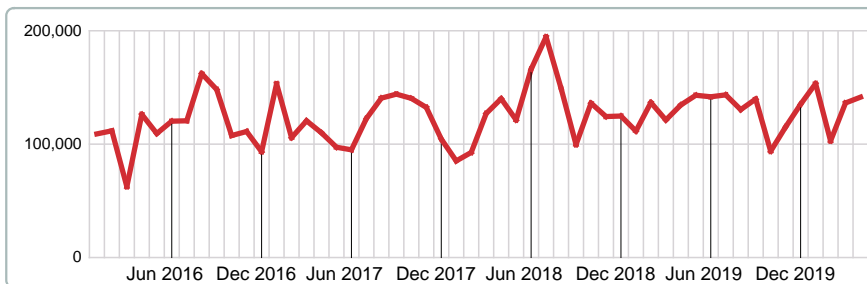
APRIL



YEAR TO DATE (YTD)

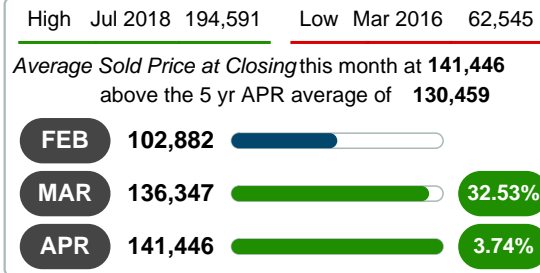


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 130,459



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%	28,000	0	28,000	0	0
\$30,001 - \$60,000	10.71%	45,667	41,000	55,000	0	0
\$60,001 - \$100,000	17.86%	76,400	84,000	65,000	0	0
\$100,001 - \$140,000	21.43%	118,667	109,750	123,125	0	0
\$140,001 - \$210,000	17.86%	155,200	155,000	155,250	0	0
\$210,001 - \$280,000	14.29%	235,625	222,500	222,500	275,000	0
\$280,001 and up	10.71%	318,333	0	305,000	345,000	0
Average Sold Price		141,446	103,444	141,735	310,000	0
Total Closed Units	100%	141,446	9	17	2	0
Total Closed Volume		3,960,500	931.00K	2.41M	620.00K	0.00B

April 2020



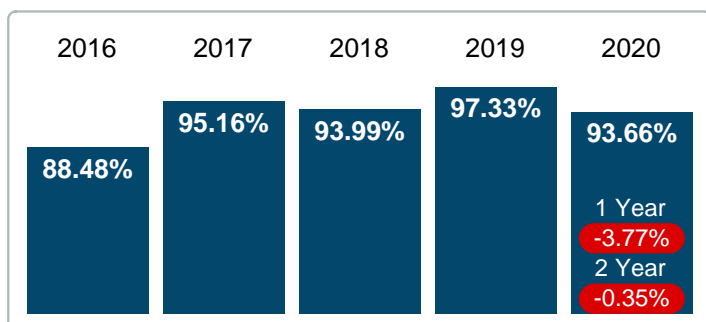
Area Delimited by County Of McIntosh - Residential Property Type



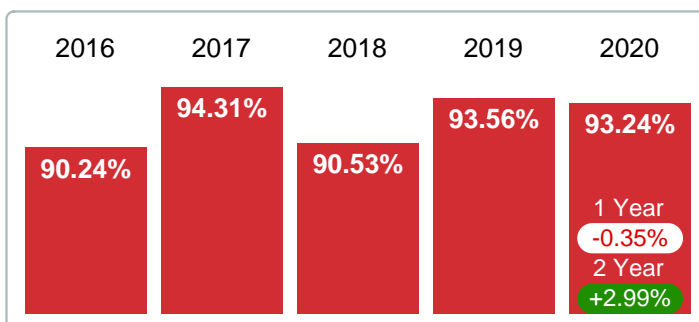
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

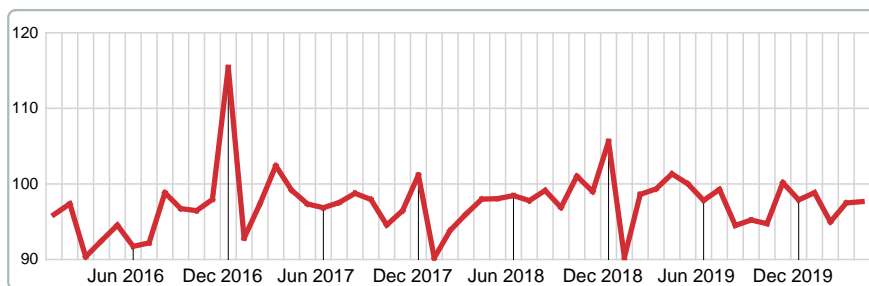
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

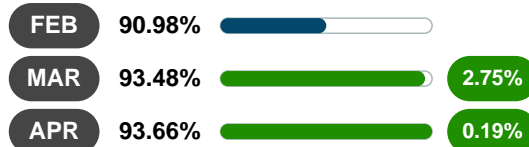


3 MONTHS

5 year APR AVG = 93.72%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **93.66%**
equal to 5 yr APR average of **93.72%**



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	<div style="width: 20%;"></div> 2	7.14%	76.81%	0.00%	76.81%	0.00%	0.00%
\$30,001 - \$60,000	<div style="width: 30%;"></div> 3	10.71%	89.39%	91.71%	84.75%	0.00%	0.00%
\$60,001 - \$100,000	<div style="width: 40%;"></div> 5	17.86%	93.65%	93.28%	94.22%	0.00%	0.00%
\$100,001 - \$140,000	<div style="width: 50%;"></div> 6	21.43%	93.44%	94.07%	93.12%	0.00%	0.00%
\$140,001 - \$210,000	<div style="width: 60%;"></div> 5	17.86%	96.57%	100.00%	95.72%	0.00%	0.00%
\$210,001 - \$280,000	<div style="width: 70%;"></div> 4	14.29%	91.92%	96.95%	89.38%	91.97%	0.00%
\$280,001 and up	<div style="width: 80%;"></div> 3	10.71%	107.09%	0.00%	110.64%	100.00%	0.00%
Average Sold/List Ratio		93.70%		94.26%	93.07%	95.99%	0.00%
Total Closed Units		28	100%	9	17	2	
Total Closed Volume		3,960,500		931.00K	2.41M	620.00K	0.00B

April 2020



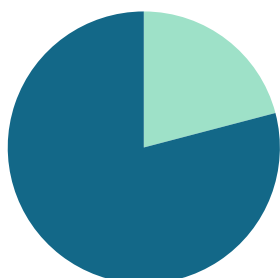
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

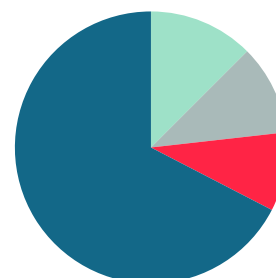


Inventory
 New Listings
41 = 20.92%
 Start Inventory
155
 Total Inventory Units
196
 Volume
\$44,010,579

Market Activity

Closed Sales
28 = 12.50%
 Pending Sales
24 = 10.71%
 Other Off Market
21 = 9.38%
 Active Inventory
151 = 67.41%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	16	28	75.00%	65	75	15.38%
Pending Sales	35	24	-31.43%	87	88	1.15%
New Listings	63	41	-34.92%	225	191	-15.11%
Average List Price	139,406	147,757	5.99%	134,661	140,329	4.21%
Average Sale Price	134,563	141,446	5.12%	126,099	133,846	6.14%
Average Percent of Selling Price to List Price	97.33%	93.66%	-3.77%	93.56%	93.24%	-0.35%
Average Days on Market to Sale	41.06	61.43	49.60%	69.03	66.79	-3.25%
Monthly Inventory	185	151	-18.38%	185	151	-18.38%
Months Supply of Inventory	10.47	7.25	-30.78%	10.47	7.25	-30.78%

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

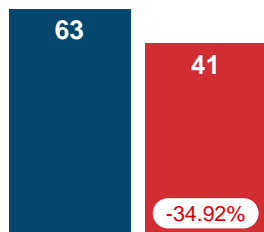
Inventory on April 30, 2020 = 151

2019 2020

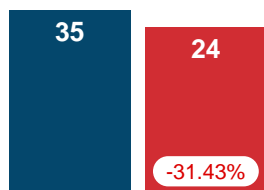
APRIL MARKET

AVERAGE PRICES

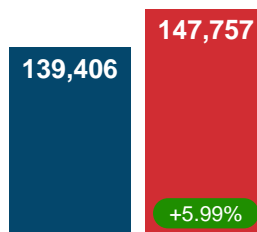
New Listings



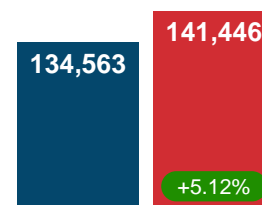
Pending Listings



List Price



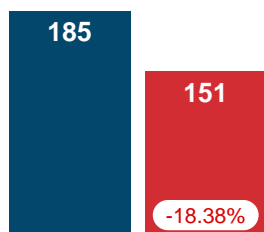
Sale Price



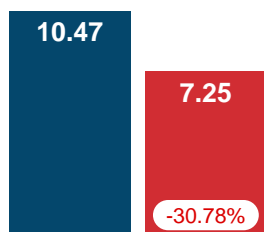
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

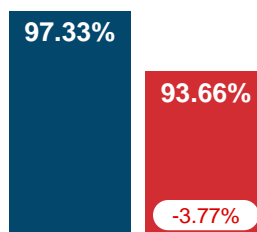
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

