

April 2020



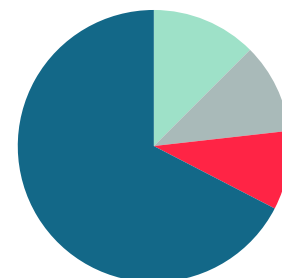
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	96,250	127,200	32.16%
Median Sale Price	93,750	123,750	32.00%
Median Percent of Selling Price to List Price	96.01%	93.15%	-2.98%
Median Days on Market to Sale	27.50	46.50	69.09%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **32.00%** in April 2020 to \$123,750 versus the previous year at \$93,750.

Median Days on Market Lengthens

The median number of **46.50** days that homes spent on the market before selling increased by 19.00 days or **69.09%** in April 2020 compared to last year's same month at **27.50** DOM.

Sales Success for April 2020 is Positive

Overall, with Median 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.

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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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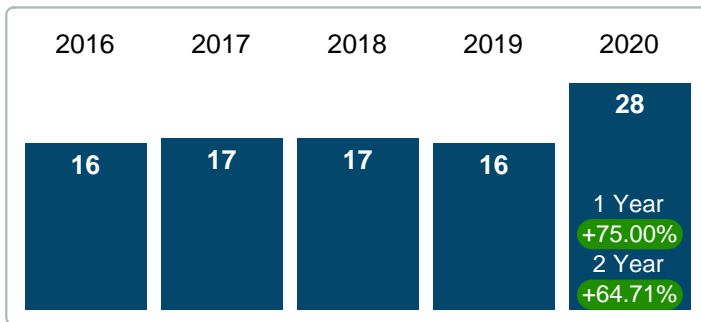
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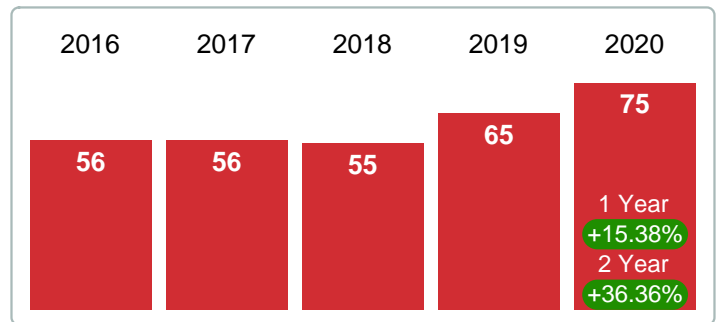
CLOSED LISTINGS

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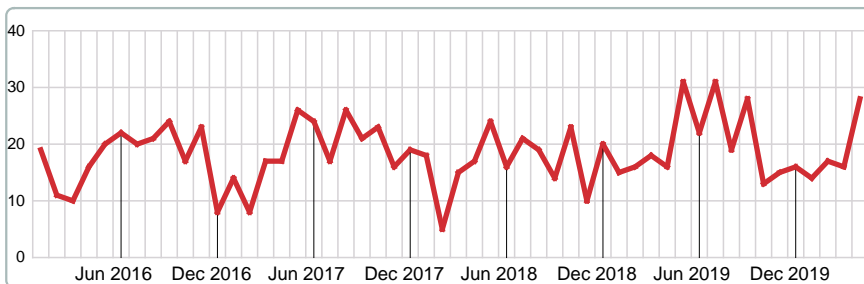
APRIL



YEAR TO DATE (YTD)

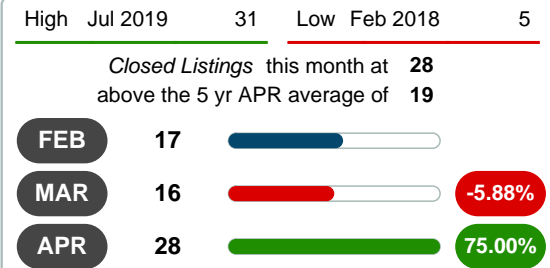


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 19



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	73.0	2	1	0	0
\$60,001 - \$100,000	5	17.86%	14.0	3	2	0	0
\$100,001 - \$140,000	6	21.43%	70.5	2	4	0	0
\$140,001 - \$210,000	5	17.86%	34.0	1	4	0	0
\$210,001 - \$280,000	4	14.29%	59.5	1	2	1	0
\$280,001 and up	3	10.71%	3.0	0	2	1	0
Total Closed Units	28			9	17	2	0
Total Closed Volume	3,960,500	100%	46.5	931.00K	2.41M	620.00K	0.00B
Median Closed Price	\$123,750			\$90,000	\$140,000	\$310,000	\$0

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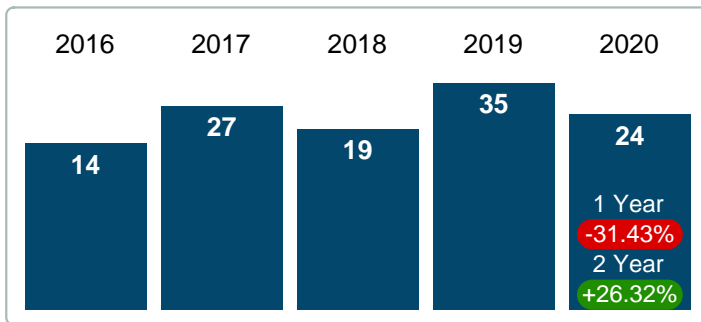
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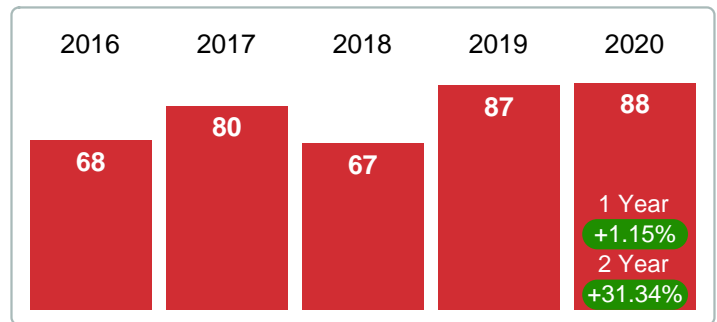
PENDING LISTINGS

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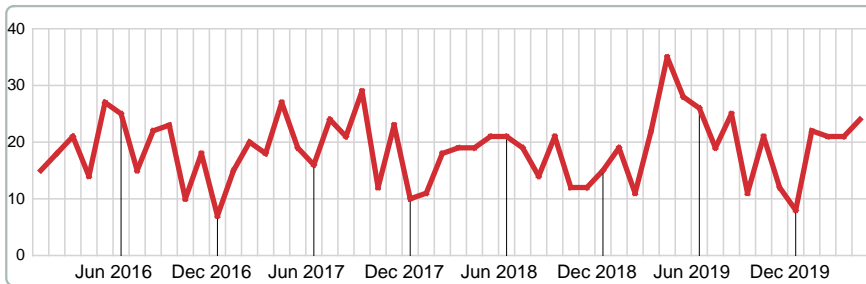
APRIL



YEAR TO DATE (YTD)

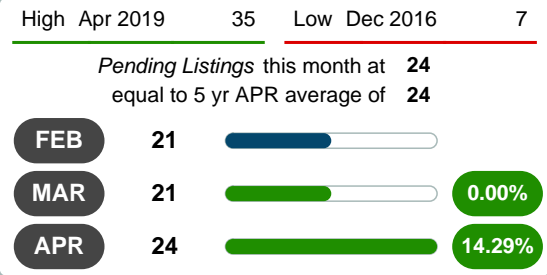


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 24



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	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%	45.0	2	2	1	0
\$60,001 - \$130,000	6	25.00%	77.0	2	4	0	0
\$130,001 - \$180,000	3	12.50%	157.0	1	2	0	0
\$180,001 - \$240,000	2	8.33%	60.5	1	1	0	0
\$240,001 and up	4	16.67%	13.5	0	3	0	1
Total Pending Units	24			9	13	1	1
Total Pending Volume	3,379,198	100%	61.5	758.30K	2.33M	42.00K	249.00K
Median Listing Price	\$112,500			\$50,000	\$129,000	\$42,000	\$249,000

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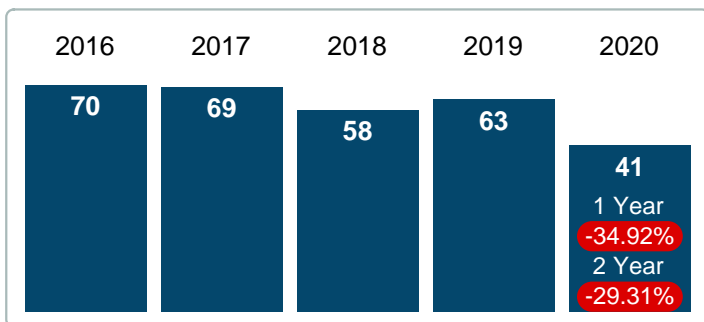
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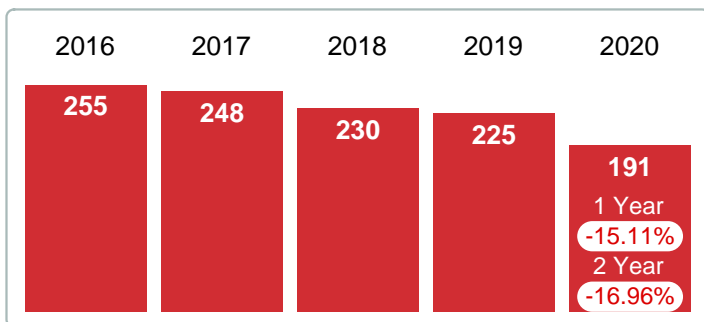
NEW LISTINGS

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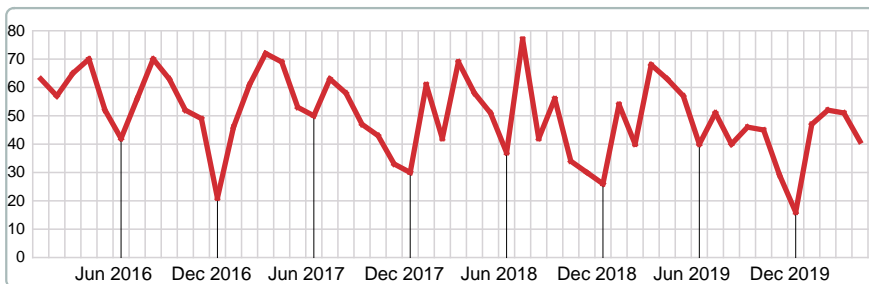
APRIL



YEAR TO DATE (YTD)

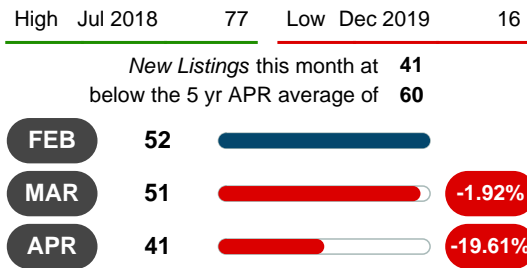


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$215,000		\$135,000	\$185,000	\$339,950	\$502,000

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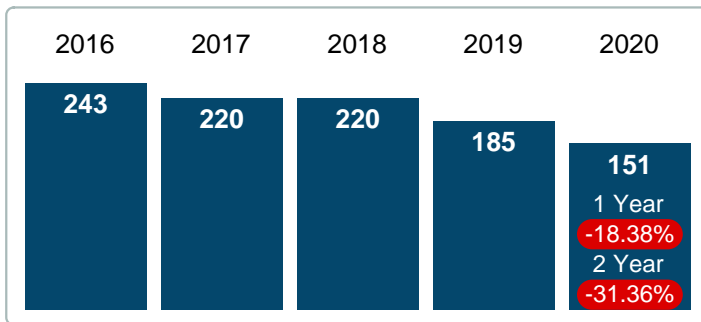
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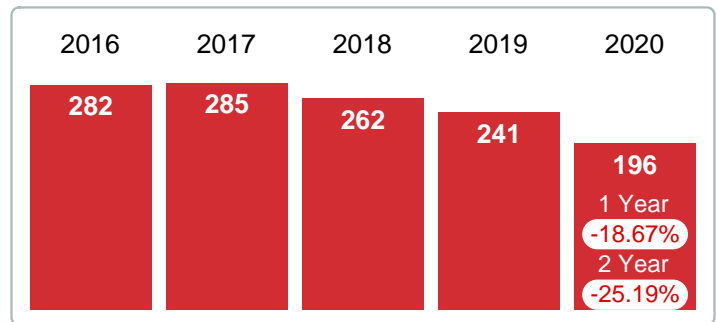
ACTIVE INVENTORY

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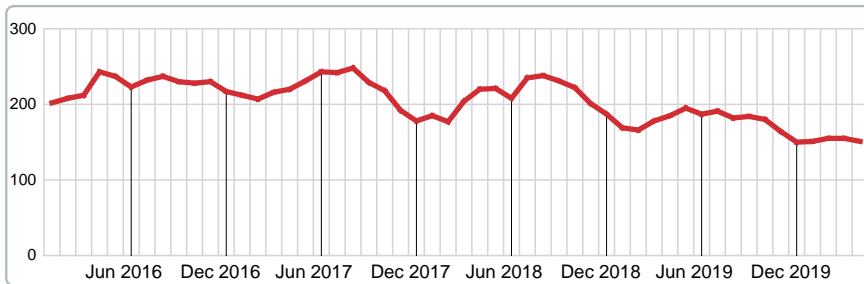
END OF APRIL



ACTIVE DURING APRIL

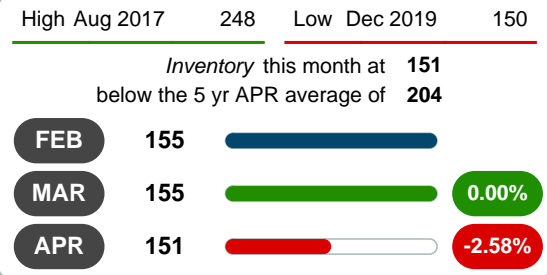


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 204



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.30%	47.0	5	3	0	0
\$50,001 - \$75,000	21	13.91%	55.0	10	9	2	0
\$75,001 - \$125,000	28	18.54%	65.0	8	18	2	0
\$125,001 - \$200,000	37	24.50%	61.0	9	22	3	3
\$200,001 - \$275,000	25	16.56%	58.0	7	13	5	0
\$275,001 - \$375,000	15	9.93%	55.0	1	3	10	1
\$375,001 and up	17	11.26%	64.0	1	5	7	4
Total Active Inventory by Units		151		41	73	29	8
Total Active Inventory by Volume		33,708,682	100%	5.62M	13.57M	9.98M	4.53M
Median Active Inventory Listing Price		\$164,000		\$99,900	\$149,000	\$296,000	\$377,450

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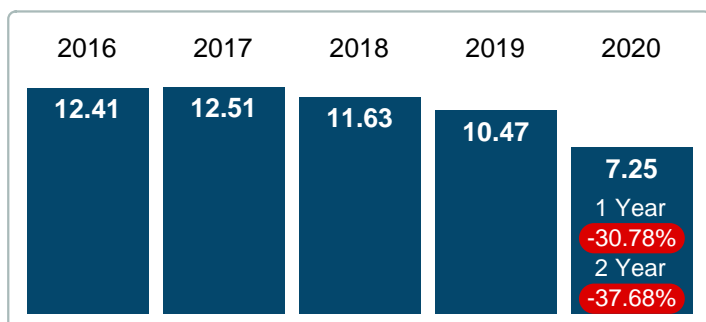
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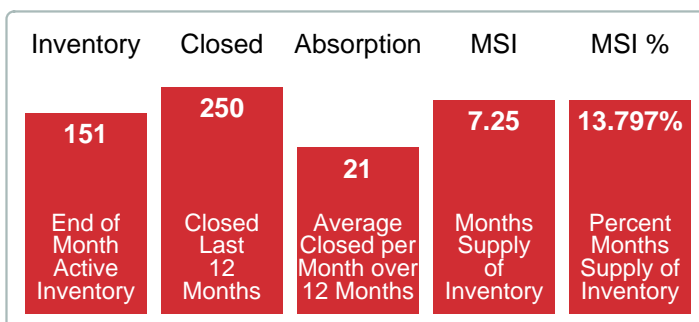
MONTHS SUPPLY of INVENTORY (MSI)

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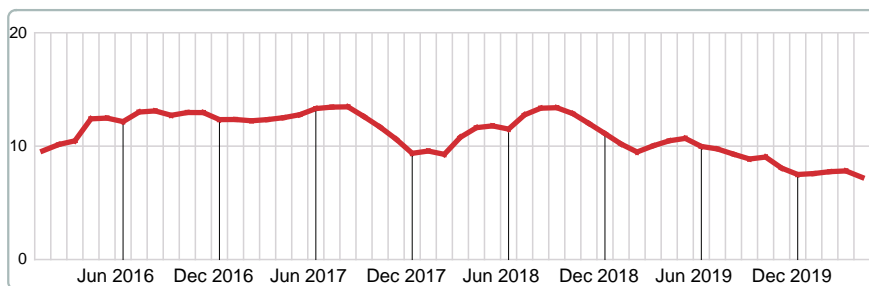
MSI FOR APRIL



INDICATORS FOR APRIL 2020

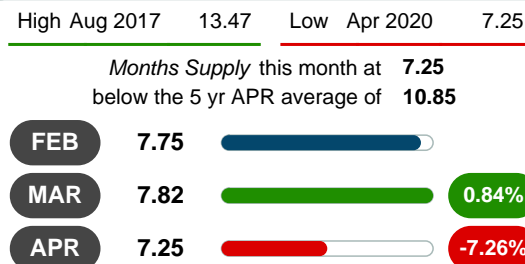


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 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

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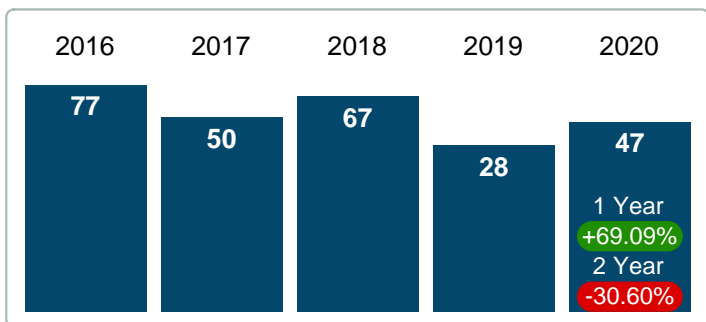
Area Delimited by County Of McIntosh - Residential Property Type



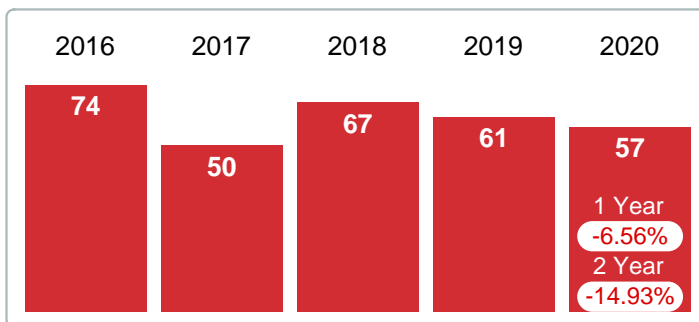
MEDIAN DAYS ON MARKET TO SALE

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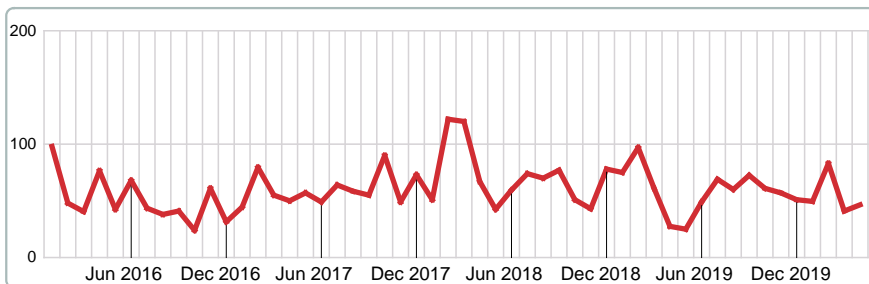
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54

High Feb 2018 122 Low Oct 2016 24

Median Days on Market to Sale this month at 47 below the 5 yr APR average of 54



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%	30	0	30	0	0
\$30,001 - \$60,000	10.71%	73	54	175	0	0
\$60,001 - \$100,000	17.86%	14	57	5	0	0
\$100,001 - \$140,000	21.43%	71	93	71	0	0
\$140,001 - \$210,000	17.86%	34	31	78	0	0
\$210,001 - \$280,000	14.29%	60	141	47	49	0
\$280,001 and up	10.71%	3	0	53	3	0
Median Closed DOM		47				
Total Closed Units	100%	46.5	9	17	2	
Total Closed Volume		3,960,500	931.00K	2.41M	620.00K	0.00B

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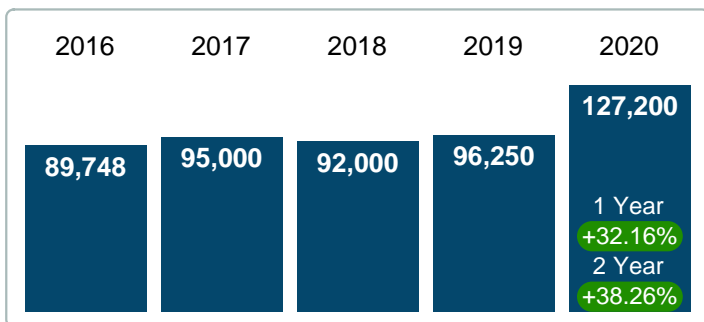
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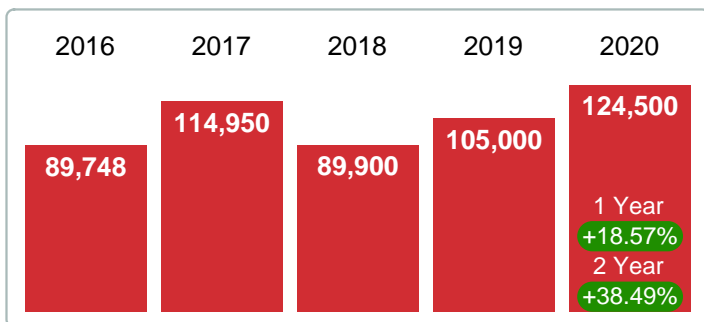
MEDIAN LIST PRICE AT CLOSING

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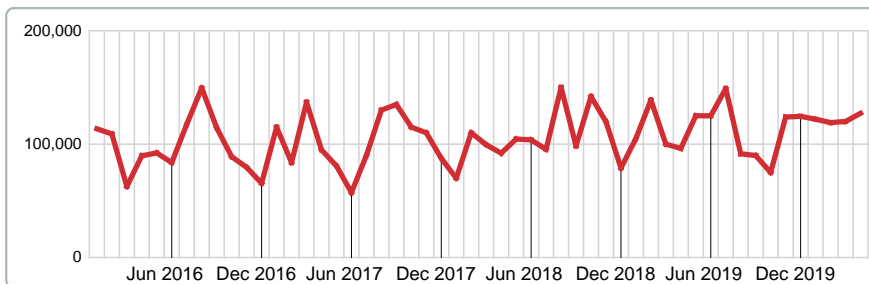
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

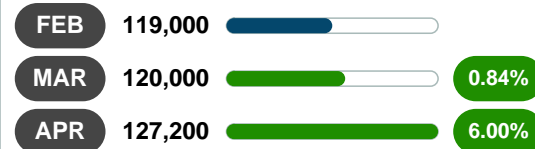


3 MONTHS

5 year APR AVG = 100,040

High Aug 2018 150,000 Low Jun 2017 57,300

Median List Price at Closing this month at 127,200 above the 5 yr APR average of 100,040



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%	29,900	0	29,900	0	0
\$30,001 - \$60,000	10.71%	45,000	44,500	45,000	0	0
\$60,001 - \$100,000	21.43%	77,750	92,500	65,000	0	0
\$100,001 - \$140,000	21.43%	124,250	116,750	127,200	0	0
\$140,001 - \$210,000	17.86%	155,000	155,000	167,000	0	0
\$210,001 - \$280,000	14.29%	237,000	229,500	239,000	0	0
\$280,001 and up	10.71%	325,000	0	325,000	322,000	0
Median List Price		127,200	95,700	137,500	322,000	0
Total Closed Units	100%	127,200	9	17	2	
Total Closed Volume		4,137,200	977.20K	2.52M	644.00K	0.00B

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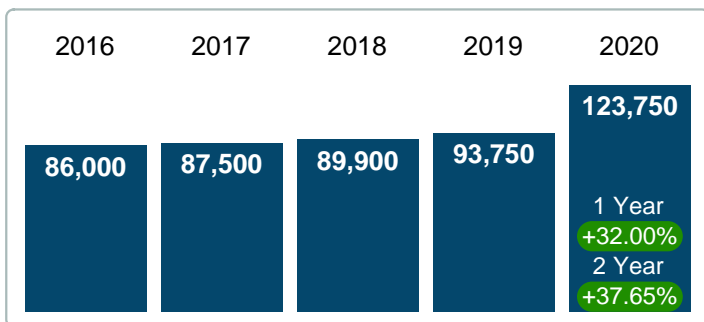
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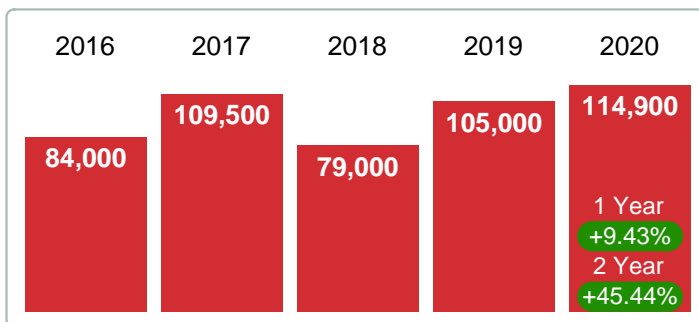
MEDIAN SOLD PRICE AT CLOSING

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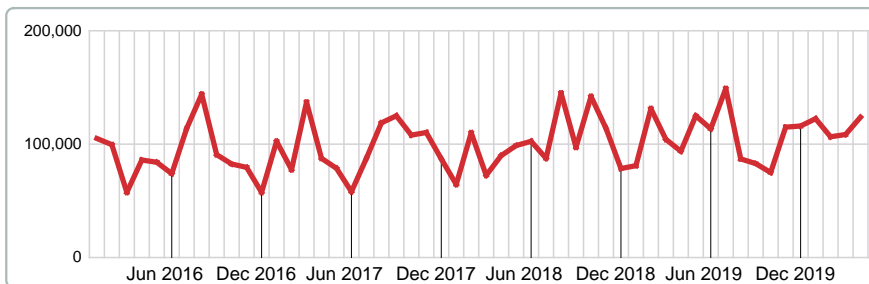
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

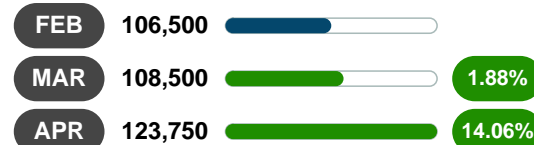


3 MONTHS

5 year APR AVG = 96,180

High Jul 2019 149,000 Low Dec 2016 57,500

Median Sold Price at Closing this month at **123,750**
above the 5 yr APR average of **96,180**



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	7.14%	28,000	0	28,000	0	0
\$30,001 - \$60,000	10.71%	47,000	41,000	55,000	0	0
\$60,001 - \$100,000	17.86%	77,000	85,000	65,000	0	0
\$100,001 - \$140,000	21.43%	112,750	109,750	123,750	0	0
\$140,001 - \$210,000	17.86%	155,000	155,000	154,500	0	0
\$210,001 - \$280,000	14.29%	226,250	222,500	222,500	275,000	0
\$280,001 and up	10.71%	325,000	0	305,000	345,000	0
Median Sold Price		123,750	90,000	140,000	310,000	0
Total Closed Units	100%	123,750	9	17	2	0
Total Closed Volume		3,960,500	931.00K	2.41M	620.00K	0.00B

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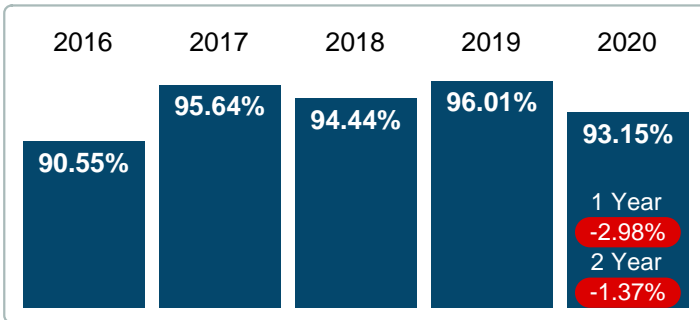
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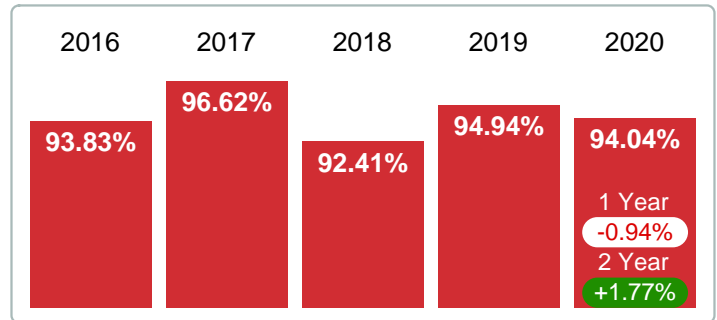
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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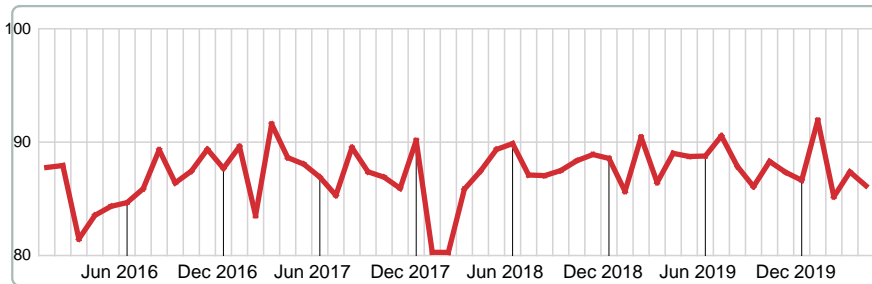
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

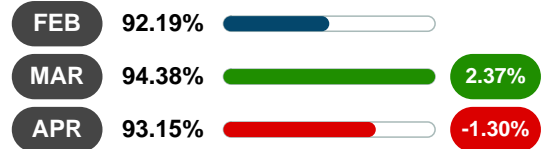


3 MONTHS

5 year APR AVG = 93.96%

High Jan 2020 98.92% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **93.15%**
below the 5 yr APR average of **93.96%**



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	<div style="width: 7.14%;"></div> 2	7.14%	76.81%	0.00%	76.81%	0.00%	0.00%
\$30,001 - \$60,000	<div style="width: 10.71%;"></div> 3	10.71%	87.50%	91.71%	84.75%	0.00%	0.00%
\$60,001 - \$100,000	<div style="width: 17.86%;"></div> 5	17.86%	93.90%	93.90%	94.22%	0.00%	0.00%
\$100,001 - \$140,000	<div style="width: 21.43%;"></div> 6	21.43%	93.07%	94.07%	93.07%	0.00%	0.00%
\$140,001 - \$210,000	<div style="width: 17.86%;"></div> 5	17.86%	94.97%	100.00%	93.94%	0.00%	0.00%
\$210,001 - \$280,000	<div style="width: 14.29%;"></div> 4	14.29%	90.97%	96.95%	89.38%	91.97%	0.00%
\$280,001 and up	<div style="width: 10.71%;"></div> 3	10.71%	100.00%	0.00%	110.64%	100.00%	0.00%
Median Sold/List Ratio		93.15%		94.04%	92.74%	95.99%	0.00%
Total Closed Units		28	100%	93.15%	9	17	2
Total Closed Volume		3,960,500			931.00K	2.41M	620.00K

April 2020



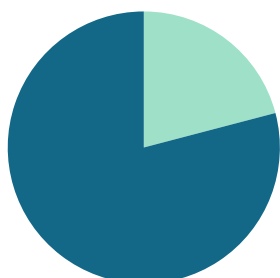
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

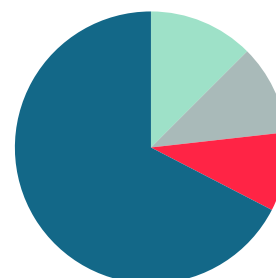


Inventory
 New Listings
41 = 20.92%
 Start Inventory
155
 Total Inventory Units
196
 Volume
\$44,010,579

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%
Median List Price	96,250	127,200	32.16%	105,000	124,500	18.57%
Median Sale Price	93,750	123,750	32.00%	105,000	114,900	9.43%
Median Percent of Selling Price to List Price	96.01%	93.15%	-2.98%	94.94%	94.04%	-0.94%
Median Days on Market to Sale	27.50	46.50	69.09%	61.00	57.00	-6.56%
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

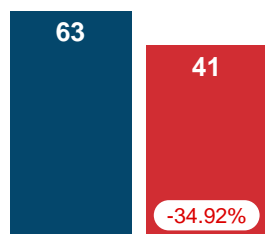
Inventory on April 30, 2020 = 151

2019 2020

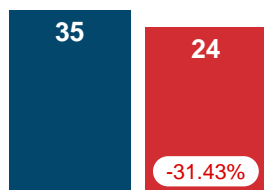
APRIL MARKET

MEDIAN PRICES

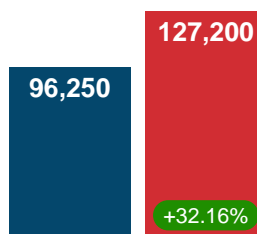
New Listings



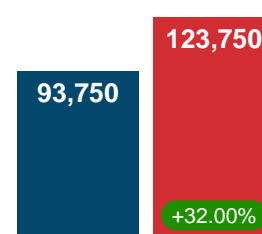
Pending Listings



List Price



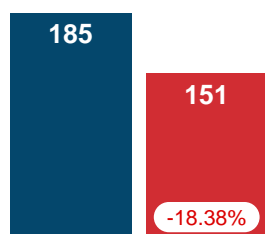
Sale Price



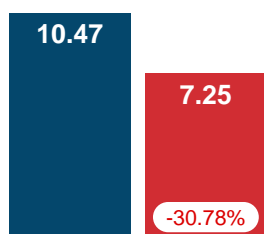
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

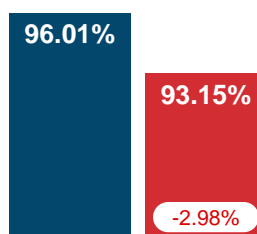
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

