

August 2020



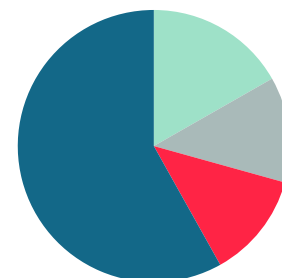
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	19	32	68.42%
Pending Listings	25	24	-4.00%
New Listings	40	47	17.50%
Average List Price	139,100	158,684	14.08%
Average Sale Price	130,442	152,938	17.25%
Average Percent of Selling Price to List Price	90.51%	94.32%	4.21%
Average Days on Market to Sale	63.21	51.50	-18.53%
End of Month Inventory	182	111	-39.01%
Months Supply of Inventory	9.29	5.53	-40.53%



■ Closed (16.75%)
■ Pending (12.57%)
■ Other OffMarket (12.57%)
■ Active (58.12%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of August 31, 2020 = **111**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **39.01%** to 111 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 **5.53** 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 **17.25%** in August 2020 to \$152,938 versus the previous year at \$130,442.

Average Days on Market Shortens

The average number of **51.50** days that homes spent on the market before selling decreased by 11.71 days or **18.53%** in August 2020 compared to last year's same month at **63.21** DOM.

Sales Success for August 2020 is Positive

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

There were 47 New Listings in August 2020, up **17.50%** from last year at 40. Furthermore, there were 32 Closed Listings this month versus last year at 19, a **68.42%** increase.

Closed versus Listed trends yielded a **68.1%** ratio, up from previous year's, August 2019, at **47.5%**, a **43.34%** 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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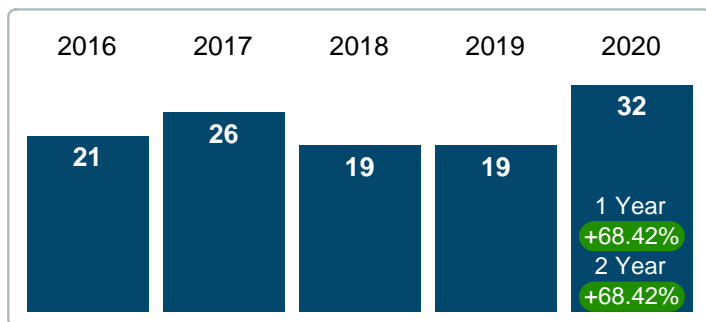
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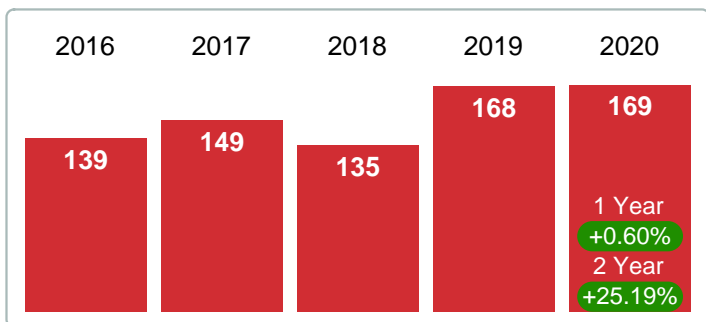
CLOSED LISTINGS

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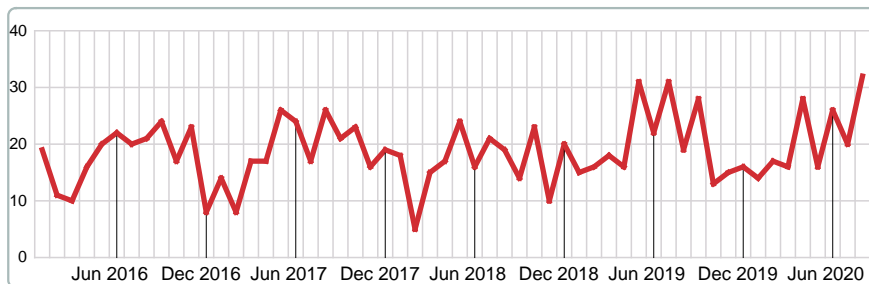
AUGUST



YEAR TO DATE (YTD)

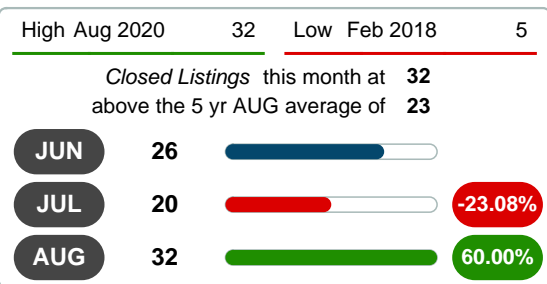


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	7	21.88%	64.9	5	2	0	0
\$75,001 - \$100,000	6	18.75%	88.2	3	2	1	0
\$100,001 - \$175,000	8	25.00%	48.0	1	5	1	1
\$175,001 - \$225,000	3	9.38%	47.3	0	1	2	0
\$225,001 - \$250,000	3	9.38%	10.7	1	1	1	0
\$250,001 and up	5	15.63%	21.4	1	4	0	0
Total Closed Units	32			11	15	5	1
Total Closed Volume	4,894,000	100%	51.5	1.19M	2.61M	940.50K	162.50K
Average Closed Price	\$152,938			\$107,818	\$173,667	\$188,100	\$162,500

August 2020



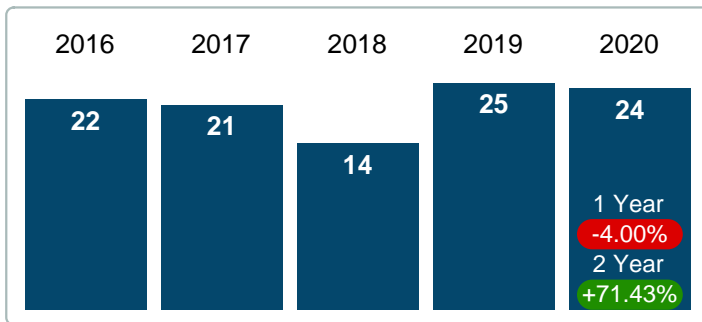
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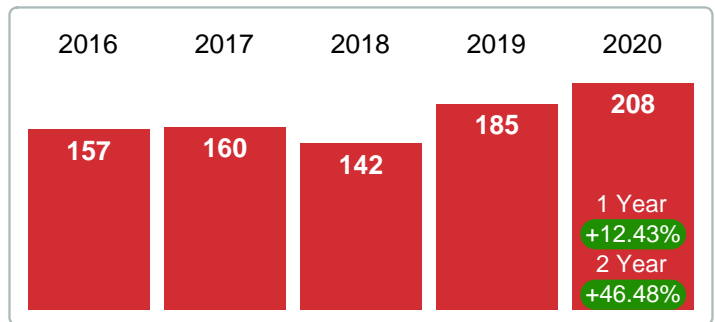
PENDING LISTINGS

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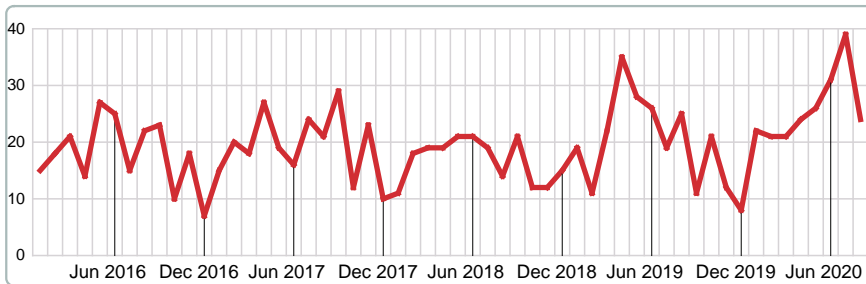
AUGUST



YEAR TO DATE (YTD)

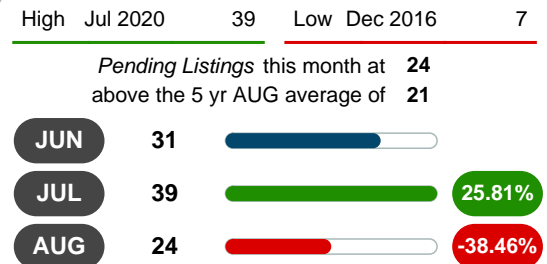


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 21



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	<div style="width: 8.33%;">2</div>	8.33%	43.0	2	0	0	0
\$50,001 - \$100,000	<div style="width: 8.33%;">2</div>	8.33%	18.5	1	1	0	0
\$100,001 - \$125,000	<div style="width: 25.00%;">6</div>	25.00%	42.5	3	3	0	0
\$125,001 - \$200,000	<div style="width: 20.83%;">5</div>	20.83%	61.4	0	3	2	0
\$200,001 - \$225,000	<div style="width: 8.33%;">2</div>	8.33%	67.0	1	0	1	0
\$225,001 - \$275,000	<div style="width: 12.50%;">3</div>	12.50%	42.0	0	3	0	0
\$275,001 and up	<div style="width: 16.67%;">4</div>	16.67%	78.5	0	2	1	1
Total Pending Units	24			7	12	4	1
Total Pending Volume	4,167,900	100%	52.5	702.30K	2.25M	919.80K	299.00K
Average Listing Price	\$173,663			\$100,329	\$187,233	\$229,950	\$299,000

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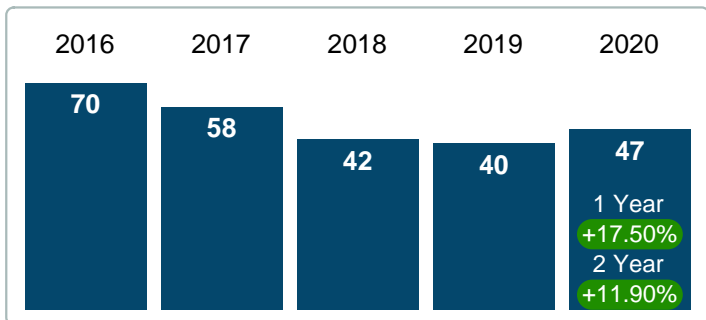
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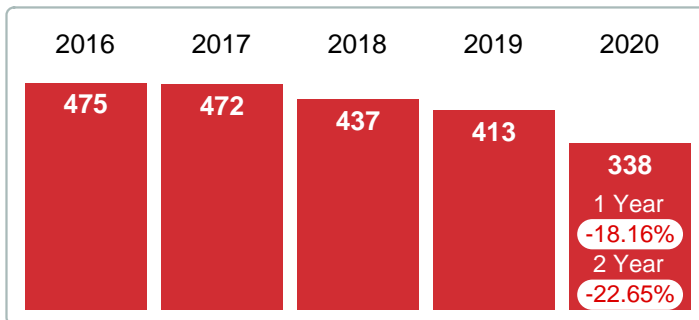
NEW LISTINGS

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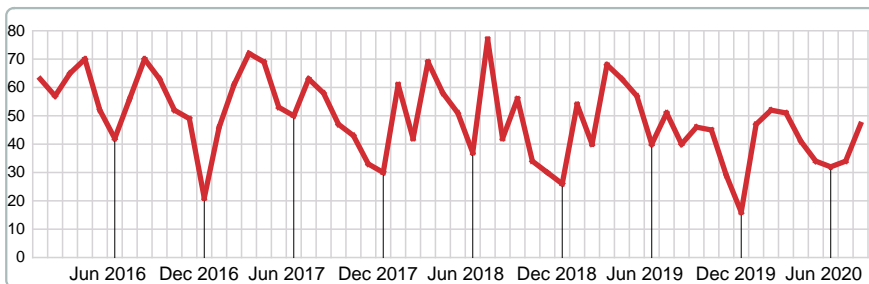
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

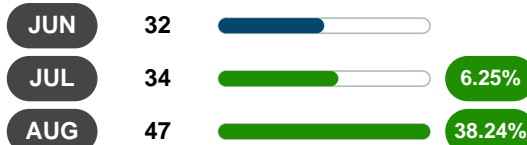


3 MONTHS

5 year AUG AVG = 51

High Jul 2018 77 Low Dec 2019 16

New Listings this month at 47
below the 5 yr AUG average of 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	2	4.26%	1	1	0	0
\$50,001 - \$75,000	4	8.51%	2	2	0	0
\$75,001 - \$125,000	10	21.28%	1	9	0	0
\$125,001 - \$225,000	8	17.02%	2	3	3	0
\$225,001 - \$325,000	12	25.53%	2	10	0	0
\$325,001 - \$450,000	6	12.77%	0	1	4	1
\$450,001 and up	5	10.64%	0	0	3	2
Total New Listed Units	47		8	26	10	3
Total New Listed Volume	10,736,400	100%	1.12M	4.36M	3.81M	1.45M
Average New Listed Listing Price	\$236,032		\$139,725	\$167,665	\$381,340	\$481,967

August 2020



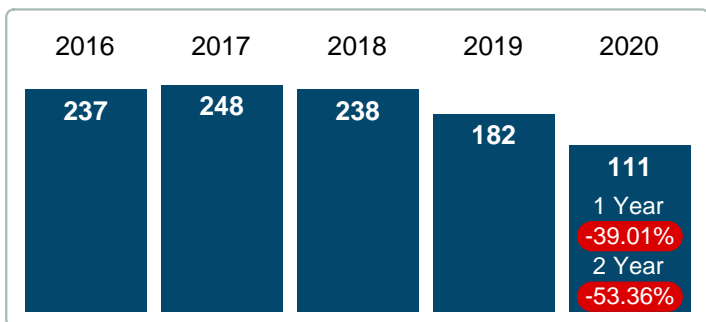
Area Delimited by County Of McIntosh - Residential Property Type



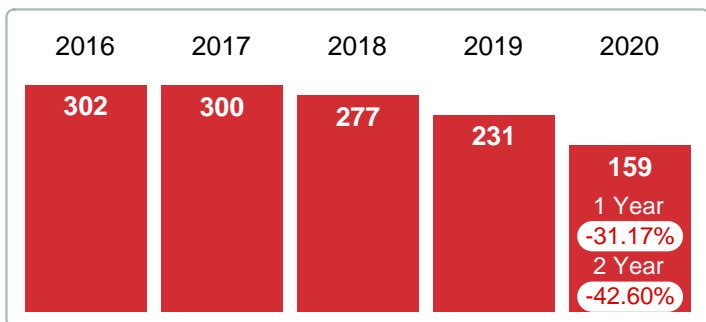
ACTIVE INVENTORY

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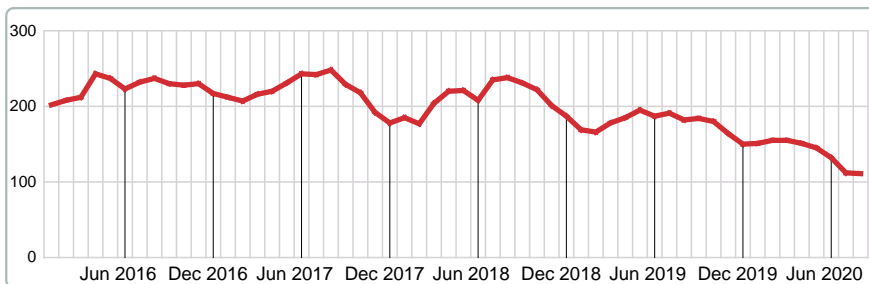
END OF AUGUST



ACTIVE DURING AUGUST

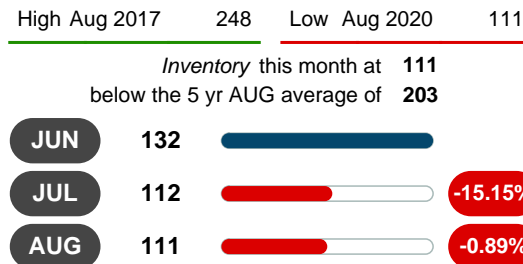


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 203



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	7	6.31%	98.1	4	3	0	0
\$50,001 - \$75,000	13	11.71%	121.2	10	2	1	0
\$75,001 - \$125,000	23	20.72%	74.3	7	16	0	0
\$125,001 - \$225,000	17	15.32%	82.0	5	8	3	1
\$225,001 - \$325,000	21	18.92%	81.8	4	12	5	0
\$325,001 - \$550,000	19	17.12%	63.1	1	3	12	3
\$550,001 and up	11	9.91%	109.4	0	2	6	3
Total Active Inventory by Units	111			31	46	27	7
Total Active Inventory by Volume	29,178,849	100%	85.5	3.85M	9.21M	11.50M	4.62M
Average Active Inventory Listing Price	\$262,873			\$124,168	\$200,200	\$425,946	\$659,986

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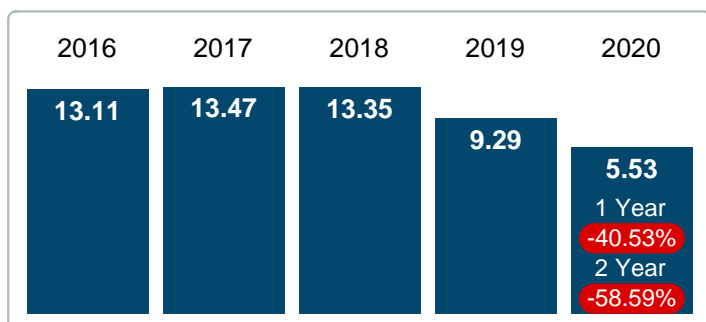
Area Delimited by County Of McIntosh - Residential Property Type



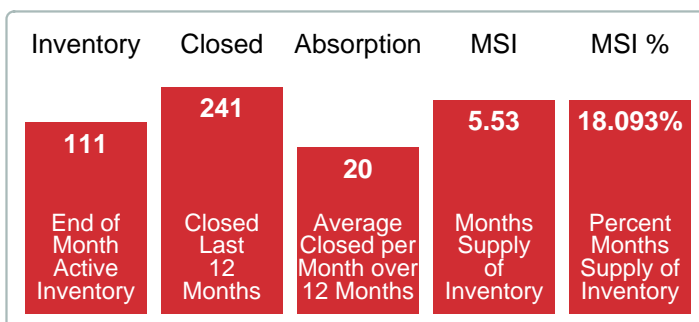
MONTHS SUPPLY of INVENTORY (MSI)

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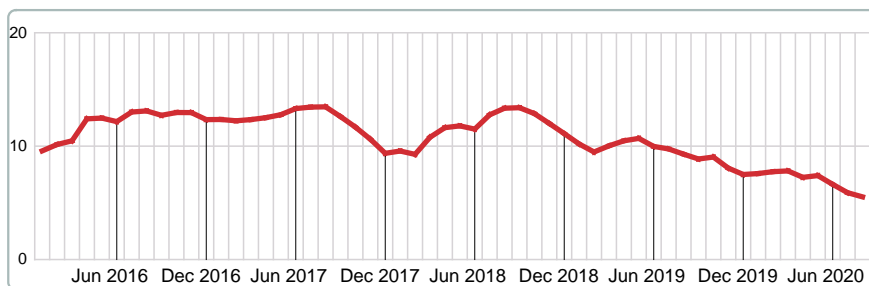
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

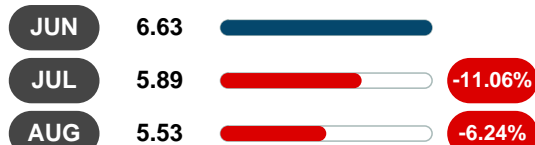


3 MONTHS

5 year AUG AVG = 10.95

High Aug 2017 13.47 Low Aug 2020 5.53

Months Supply this month at 5.53 below the 5 yr AUG average of 10.95



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	7	6.31%	1.75	1.85	1.71	0.00	0.00
\$50,001 - \$75,000	13	11.71%	5.03	10.00	1.50	4.00	0.00
\$75,001 - \$125,000	23	20.72%	4.84	4.20	6.40	0.00	0.00
\$125,001 - \$225,000	17	15.32%	3.04	3.75	2.74	2.40	12.00
\$225,001 - \$325,000	21	18.92%	10.50	16.00	11.08	15.00	0.00
\$325,001 - \$550,000	19	17.12%	19.00	0.00	3.60	72.00	0.00
\$550,001 and up	11	9.91%	66.00	0.00	24.00	0.00	36.00
Market Supply of Inventory (MSI)			5.53	4.83	4.38	10.45	12.00
Total Active Inventory by Units		100%	5.53	31	46	27	7

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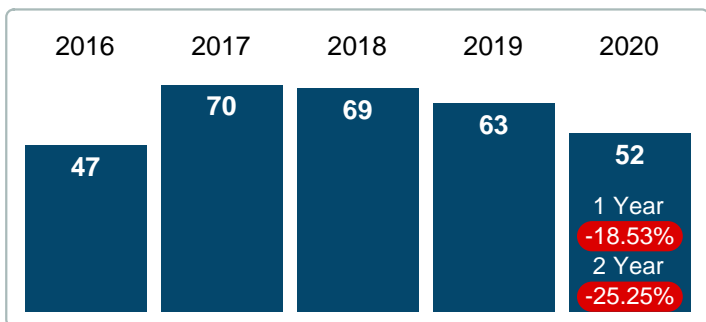
Area Delimited by County Of McIntosh - Residential Property Type



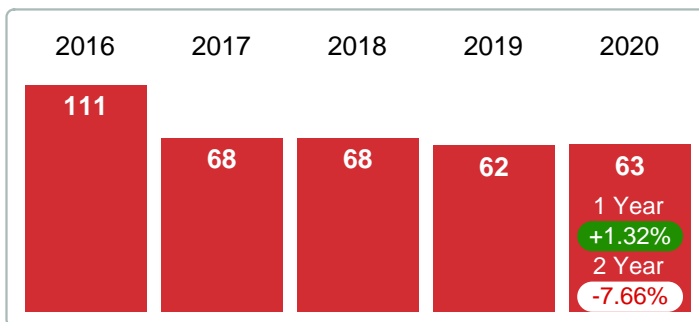
AVERAGE DAYS ON MARKET TO SALE

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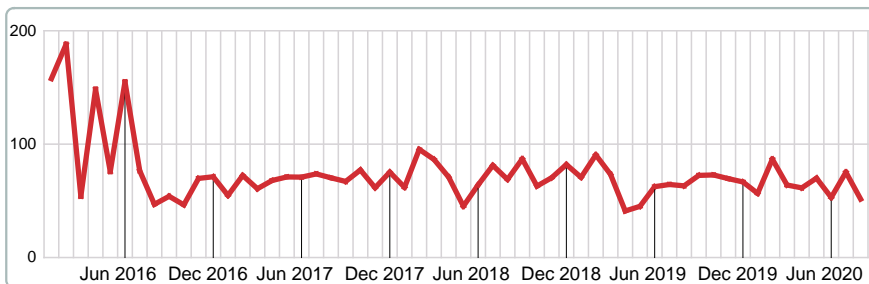
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 60

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 52 below the 5 yr AUG average of 60



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
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$75,000	7	21.88%	72	48	0	0
\$75,001 - \$100,000	6	18.75%	100	89	53	0
\$100,001 - \$175,000	8	25.00%	18	47	2	130
\$175,001 - \$225,000	3	9.38%	0	104	19	0
\$225,001 - \$250,000	3	9.38%	2	1	29	0
\$250,001 and up	5	15.63%	29	20	0	0
Average Closed DOM	52		64	46	24	130
Total Closed Units	32	100%	11	15	5	1
Total Closed Volume	4,894,000		1.19M	2.61M	940.50K	162.50K

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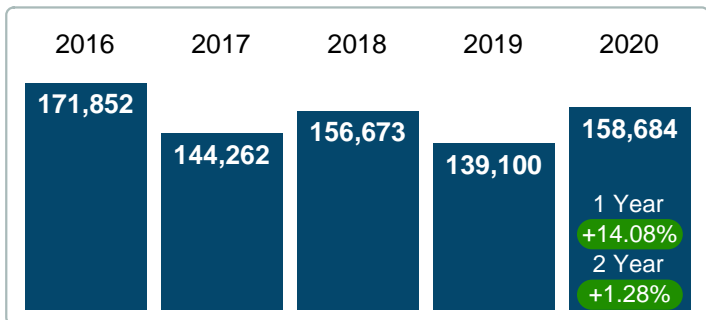
Area Delimited by County Of McIntosh - Residential Property Type



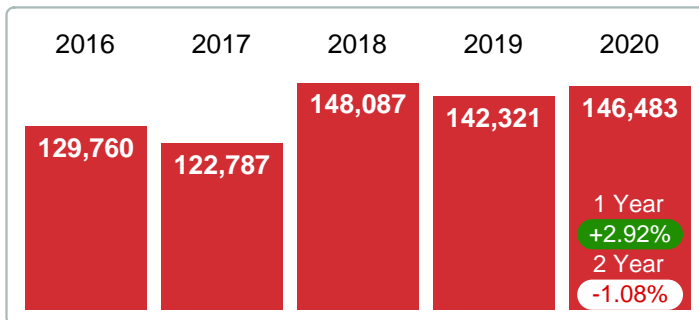
AVERAGE LIST PRICE AT CLOSING

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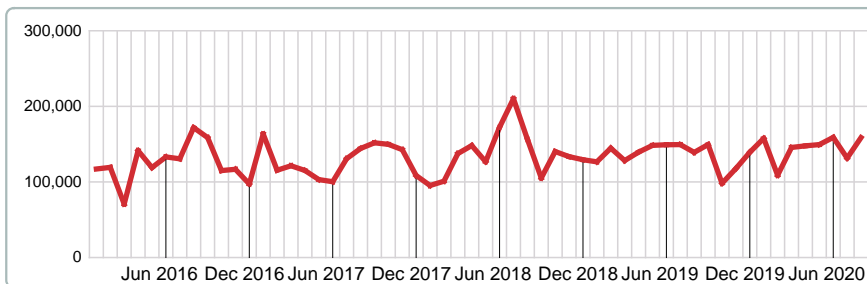
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

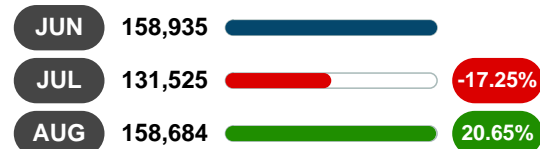


3 MONTHS

5 year AUG AVG = 154,114

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

Average List Price at Closing this month at **158,684** above the 5 yr AUG average of **154,114**



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$75,000	18.75%	52,967	53,760	68,250	0	0
\$75,001 - \$100,000	15.63%	93,000	103,333	96,000	100,000	0
\$100,001 - \$175,000	31.25%	136,920	142,200	130,500	175,000	175,000
\$175,001 - \$225,000	9.38%	214,967	0	204,900	220,000	0
\$225,001 - \$250,000	12.50%	245,000	250,000	245,000	279,000	0
\$250,001 and up	12.50%	325,250	299,000	302,000	0	0
Average List Price		158,684	115,455	175,927	198,800	175,000
Total Closed Units	100%	158,684	11	15	5	1
Total Closed Volume		5,077,900	1.27M	2.64M	994.00K	175.00K

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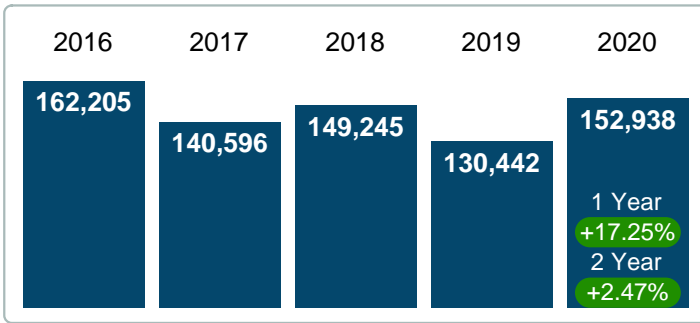
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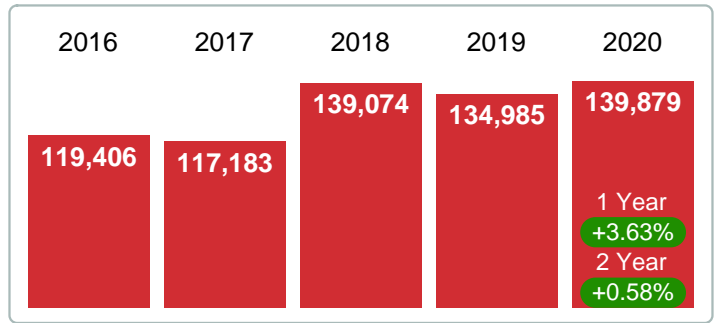
AVERAGE SOLD PRICE AT CLOSING

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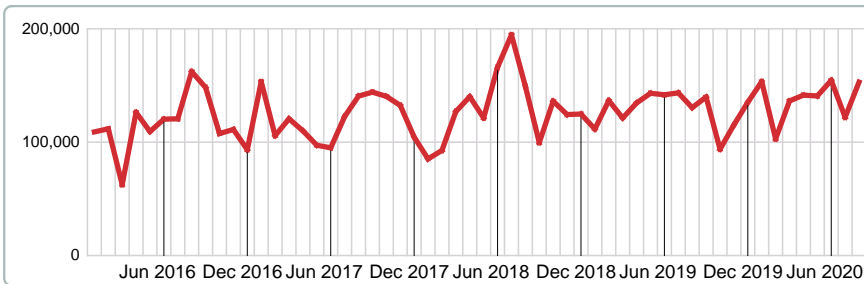
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

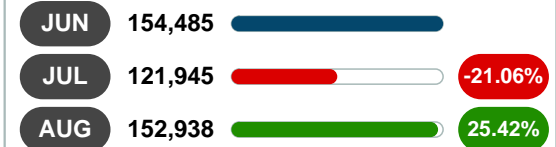


3 MONTHS

5 year AUG AVG = 147,085

High Jul 2018 194,591 Low Mar 2016 62,545

Average Sold Price at Closing this month at **152,938** above the 5 yr AUG average of **147,085**



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$75,000	21.88%	50,571	46,800	60,000	0	0
\$75,001 - \$100,000	18.75%	91,500	92,333	91,000	90,000	0
\$100,001 - \$175,000	25.00%	136,188	135,000	123,400	175,000	162,500
\$175,001 - \$225,000	9.38%	213,167	0	207,000	216,250	0
\$225,001 - \$250,000	9.38%	246,000	250,000	245,000	243,000	0
\$250,001 and up	15.63%	304,800	290,000	308,500	0	0
Average Sold Price		152,938	107,818	173,667	188,100	162,500
Total Closed Units	100%	152,938	11	15	5	1
Total Closed Volume		4,894,000	1.19M	2.61M	940.50K	162.50K

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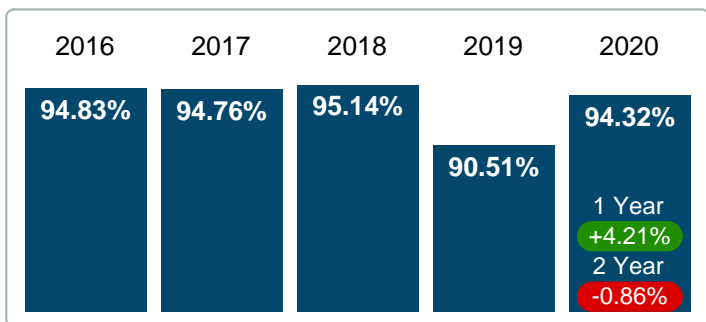
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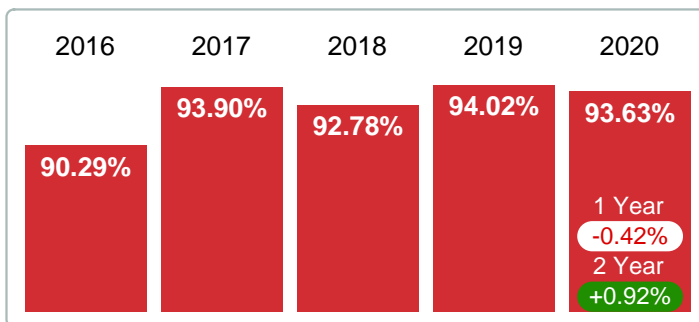
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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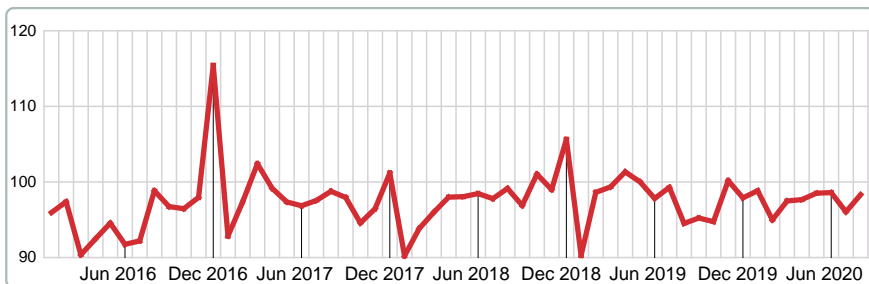
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

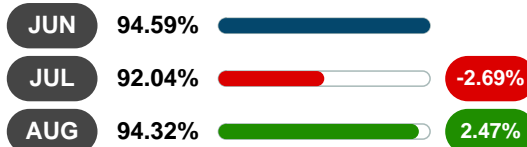


3 MONTHS

5 year AUG AVG = 93.91%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.32%** equal to 5 yr AUG average of **93.91%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	21.88%	87.77%	87.37%	88.78%	0.00%	0.00%
\$75,001 - \$100,000	6	18.75%	91.52%	89.88%	94.75%	90.00%	0.00%
\$100,001 - \$175,000	8	25.00%	95.04%	94.94%	94.50%	100.00%	92.86%
\$175,001 - \$225,000	3	9.38%	99.18%	0.00%	101.02%	98.26%	0.00%
\$225,001 - \$250,000	3	9.38%	95.70%	100.00%	100.00%	87.10%	0.00%
\$250,001 and up	5	15.63%	101.94%	96.99%	103.17%	0.00%	0.00%
Average Sold/List Ratio		94.30%		90.76%	96.88%	94.72%	92.86%
Total Closed Units		32	100%	11	15	5	1
Total Closed Volume		4,894,000		1.19M	2.61M	940.50K	162.50K

August 2020



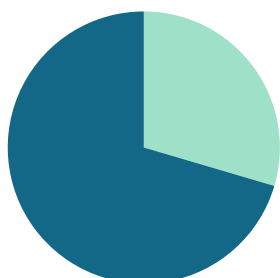
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

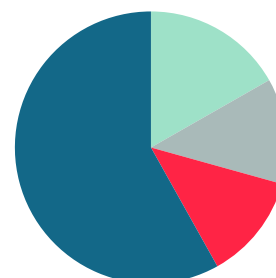


Inventory
 New Listings
47 = 29.56%
 Start Inventory
112
 Total Inventory Units
159
 Volume
\$39,740,537

Market Activity

Closed Sales
32 = 16.75%
 Pending Sales
24 = 12.57%
 Other Off Market
24 = 12.57%
 Active Inventory
111 = 58.12%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	19	32	68.42%	168	169	0.60%
Pending Sales	25	24	-4.00%	185	208	12.43%
New Listings	40	47	17.50%	413	338	-18.16%
Average List Price	139,100	158,684	14.08%	142,321	146,483	2.92%
Average Sale Price	130,442	152,938	17.25%	134,985	139,879	3.63%
Average Percent of Selling Price to List Price	90.51%	94.32%	4.21%	94.02%	93.63%	-0.42%
Average Days on Market to Sale	63.21	51.50	-18.53%	62.26	63.08	1.32%
Monthly Inventory	182	111	-39.01%	182	111	-39.01%
Months Supply of Inventory	9.29	5.53	-40.53%	9.29	5.53	-40.53%

Absorption: Last 12 months, an Average of **20** Sales/Month

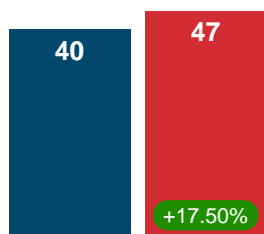
Inventory on August 31, 2020 = **111**

2019 **2020**

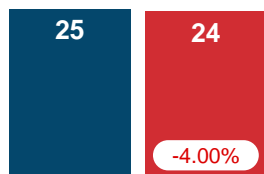
AUGUST MARKET

AVERAGE PRICES

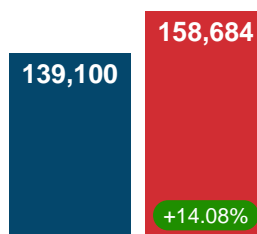
New Listings



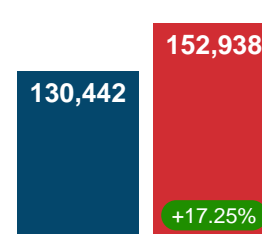
Pending Listings



List Price



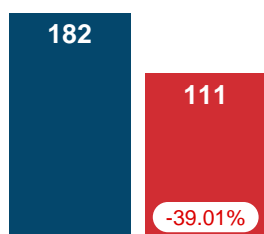
Sale Price



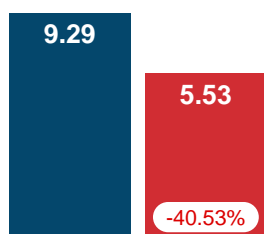
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

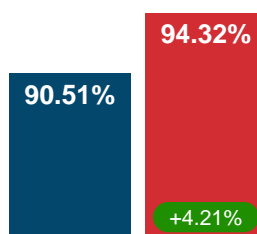
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

