

# August 2020



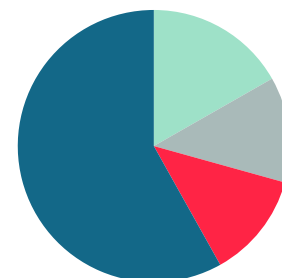
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	91,500	132,250	44.54%
Median Sale Price	87,000	127,000	45.98%
Median Percent of Selling Price to List Price	94.85%	95.45%	0.63%
Median Days on Market to Sale	60.00	27.00	-55.00%
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.

#### 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 **45.98%** in August 2020 to \$127,000 versus the previous year at \$87,000.

#### Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 33.00 days or **55.00%** in August 2020 compared to last year's same month at **60.00** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Median 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 Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# August 2020



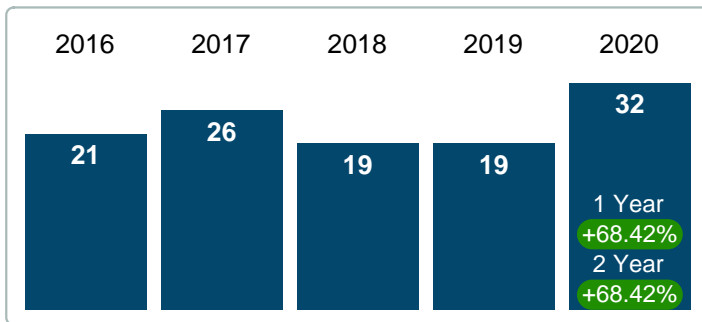
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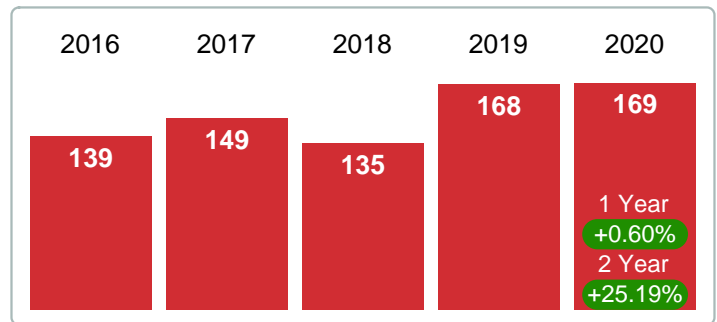
## CLOSED LISTINGS

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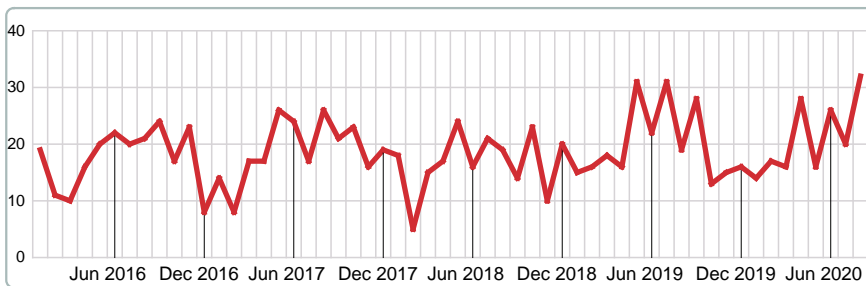
### AUGUST



### YEAR TO DATE (YTD)

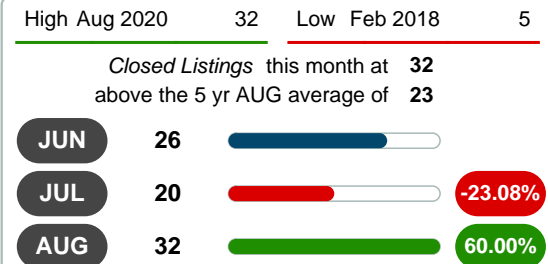


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 23



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	6.25%	77.0	2	0	0	0
\$40,001 - \$80,000	5	15.63%	70.0	3	2	0	0
\$80,001 - \$100,000	6	18.75%	65.5	3	2	1	0
\$100,001 - \$170,000	7	21.88%	18.0	1	5	0	1
\$170,001 - \$240,000	4	12.50%	19.0	0	1	3	0
\$240,001 - \$260,000	4	12.50%	4.0	1	2	1	0
\$260,001 and up	4	12.50%	19.0	1	3	0	0
<b>Total Closed Units</b>	<b>32</b>			<b>11</b>	<b>15</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,894,000</b>	<b>100%</b>	<b>27.0</b>	<b>1.19M</b>	<b>2.61M</b>	<b>940.50K</b>	<b>162.50K</b>
<b>Median Closed Price</b>	<b>\$127,000</b>			<b>\$88,000</b>	<b>\$129,000</b>	<b>\$207,500</b>	<b>\$162,500</b>

# August 2020



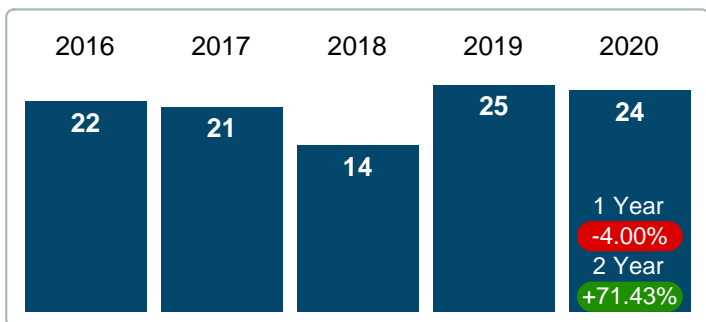
Area Delimited by County Of McIntosh - Residential Property Type



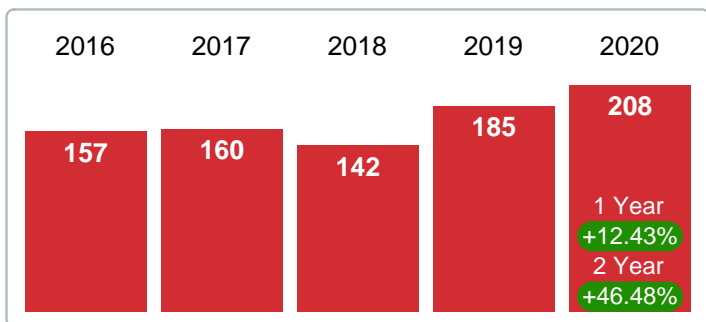
## PENDING LISTINGS

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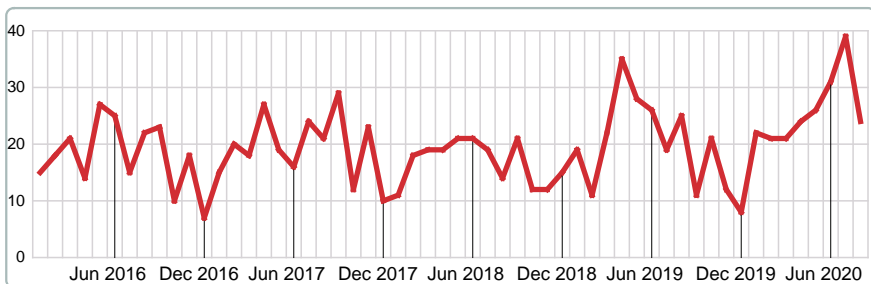
### AUGUST



### YEAR TO DATE (YTD)

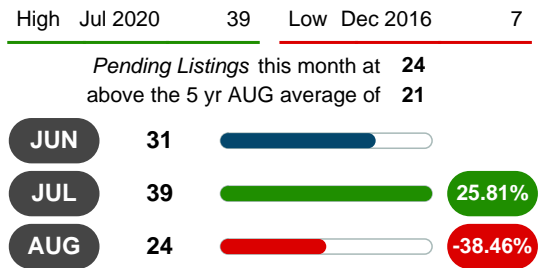


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 21



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	2	8.33%	43.0	2	0	0	0
\$60,001 - \$110,000	3	12.50%	5.0	2	1	0	0
\$110,001 - \$120,000	3	12.50%	7.0	1	2	0	0
\$120,001 - \$210,000	7	29.17%	53.0	1	4	2	0
\$210,001 - \$240,000	3	12.50%	14.0	1	1	1	0
\$240,001 - \$290,000	2	8.33%	59.0	0	2	0	0
\$290,001 and up	4	16.67%	79.5	0	2	1	1
<b>Total Pending Units</b>	<b>24</b>			<b>7</b>	<b>12</b>	<b>4</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>4,167,900</b>	<b>100%</b>	<b>21.0</b>	<b>702.30K</b>	<b>2.25M</b>	<b>919.80K</b>	<b>299.00K</b>
<b>Median Listing Price</b>	<b>\$147,500</b>			<b>\$105,000</b>	<b>\$167,250</b>	<b>\$212,450</b>	<b>\$299,000</b>

# August 2020



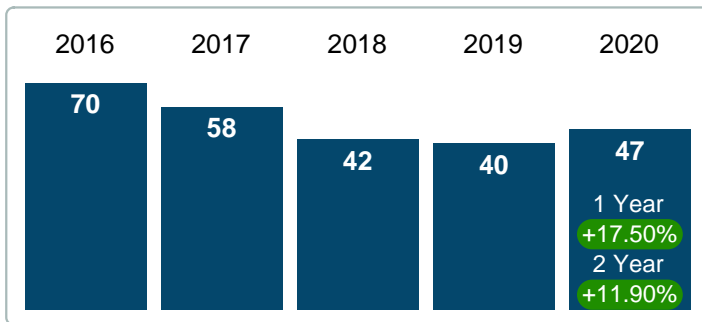
Area Delimited by County Of McIntosh - Residential Property Type



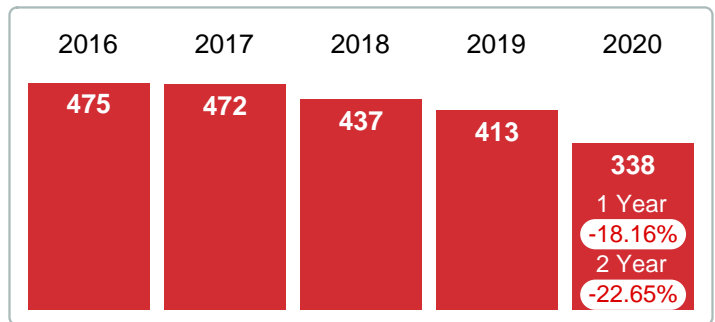
## NEW LISTINGS

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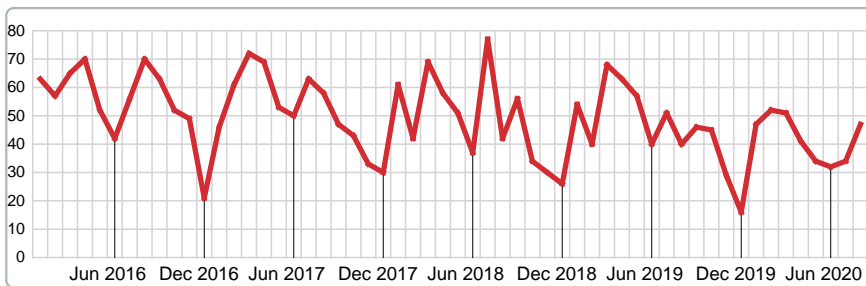
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

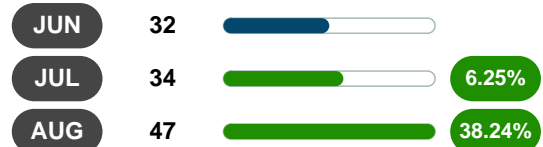


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>47</b>		<b>8</b>	<b>26</b>	<b>10</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>10,736,400</b>	<b>100%</b>	<b>1.12M</b>	<b>4.36M</b>	<b>3.81M</b>	<b>1.45M</b>
<b>Median New Listed Listing Price</b>	<b>\$225,000</b>		<b>\$134,500</b>	<b>\$144,900</b>	<b>\$347,000</b>	<b>\$456,000</b>

# August 2020



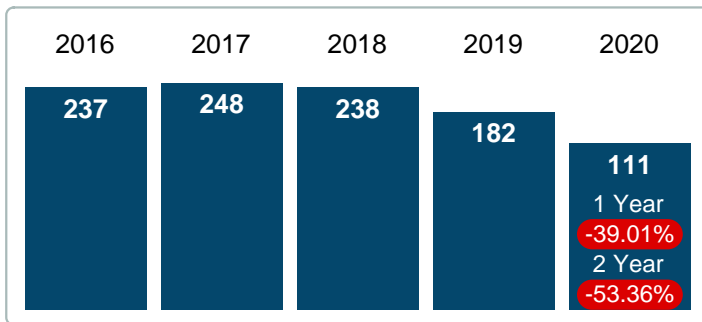
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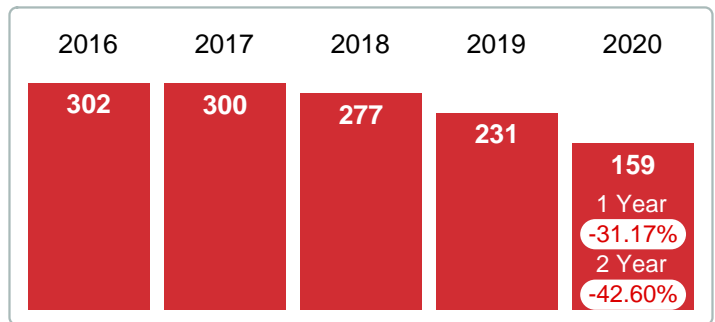
## ACTIVE INVENTORY

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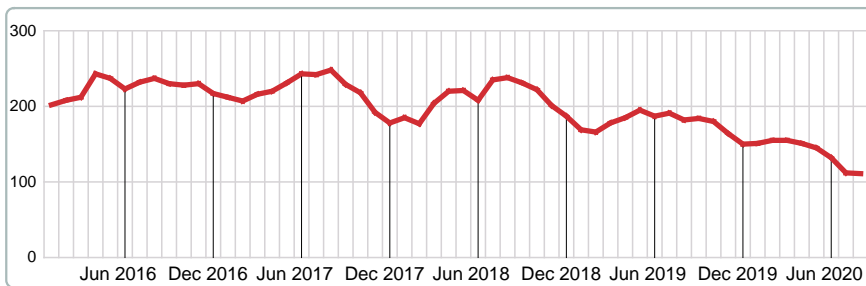
### END OF AUGUST



### ACTIVE DURING AUGUST

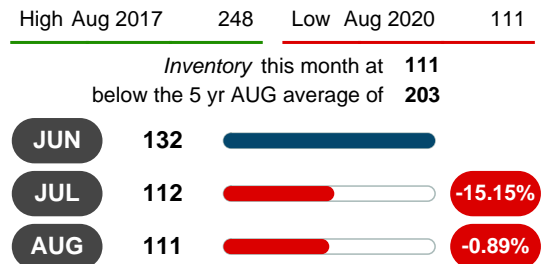


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 203



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	6.31%	94.0	4	3	0	0
\$50,001 - \$75,000	13	11.71%	92.0	10	2	1	0
\$75,001 - \$125,000	23	20.72%	70.0	7	16	0	0
\$125,001 - \$225,000	17	15.32%	61.0	5	8	3	1
\$225,001 - \$325,000	21	18.92%	83.0	4	12	5	0
\$325,001 - \$550,000	19	17.12%	40.0	1	3	12	3
\$550,001 and up	11	9.91%	119.0	0	2	6	3
<b>Total Active Inventory by Units</b>	<b>111</b>			<b>31</b>	<b>46</b>	<b>27</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>29,178,849</b>	<b>100%</b>	<b>75.0</b>	<b>3.85M</b>	<b>9.21M</b>	<b>11.50M</b>	<b>4.62M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$192,500</b>			<b>\$83,500</b>	<b>\$144,950</b>	<b>\$349,900</b>	<b>\$456,000</b>

# August 2020



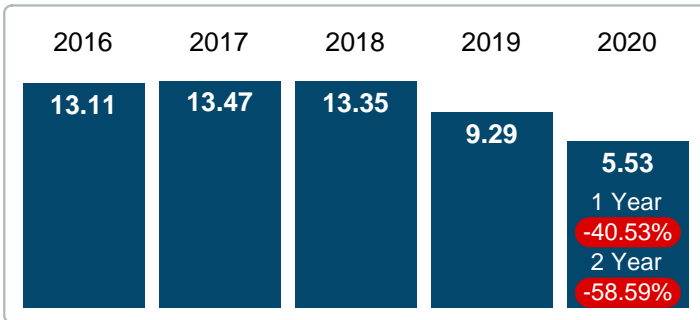
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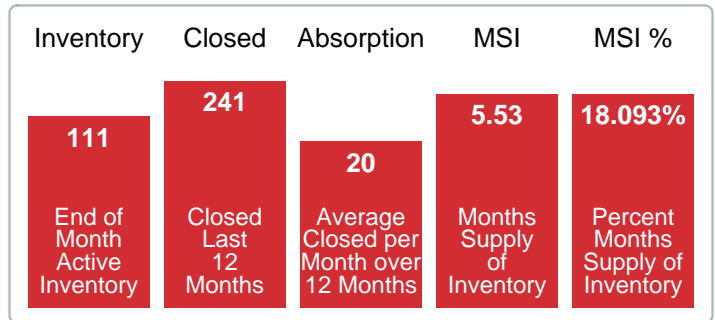
## MONTHS SUPPLY of INVENTORY (MSI)

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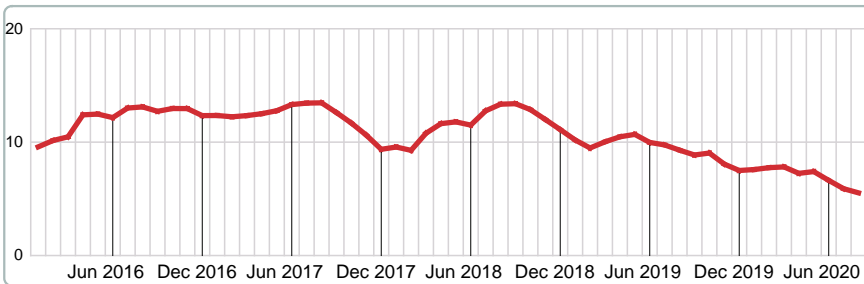
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

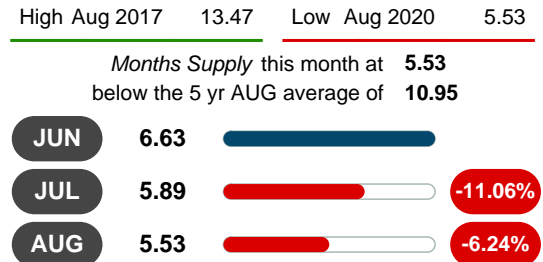


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 10.95



### 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

# August 2020



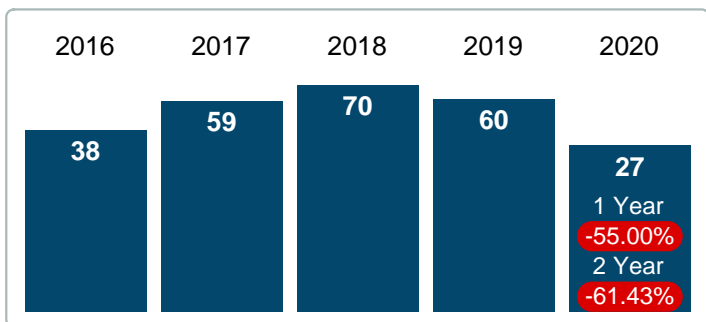
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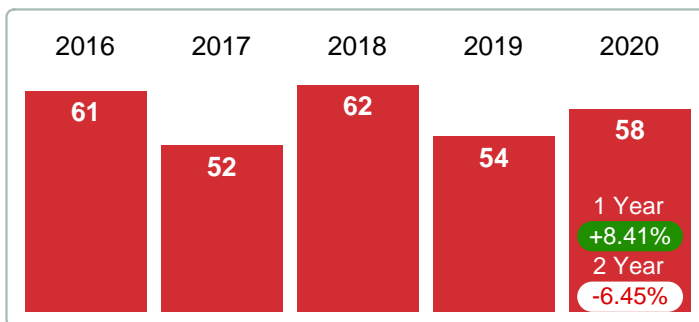
## MEDIAN DAYS ON MARKET TO SALE

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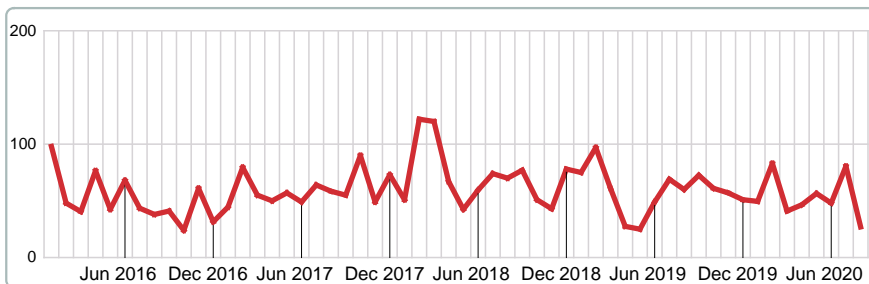
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

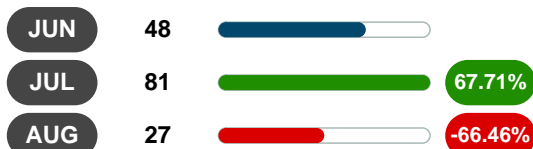


### 3 MONTHS

5 year AUG AVG = 51

High Feb 2018 122 Low Oct 2016 24

Median Days on Market to Sale this month at 27 below the 5 yr AUG average of 51



### 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
\$40,000 and less	6.25%	77	77	0	0	0
\$40,001 - \$80,000	15.63%	70	95	48	0	0
\$80,001 - \$100,000	18.75%	66	67	89	53	0
\$100,001 - \$170,000	21.88%	18	18	15	0	130
\$170,001 - \$240,000	12.50%	19	0	104	18	0
\$240,001 - \$260,000	12.50%	4	2	4	29	0
\$260,001 and up	12.50%	19	29	9	0	0
<b>Median Closed DOM</b>		<b>27</b>	<b>64</b>	<b>15</b>	<b>20</b>	<b>130</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27.0</b>	<b>11</b>	<b>15</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,894,000</b>	<b>1.19M</b>	<b>2.61M</b>	<b>940.50K</b>	<b>162.50K</b>

# August 2020



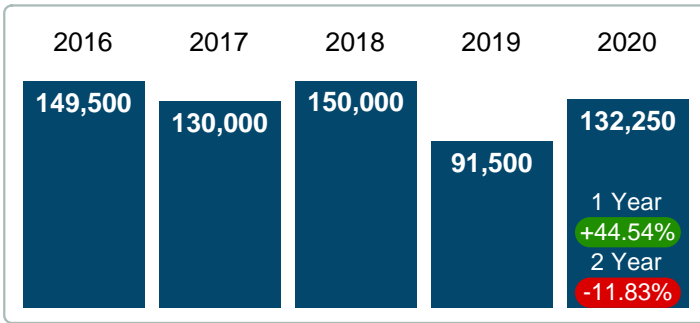
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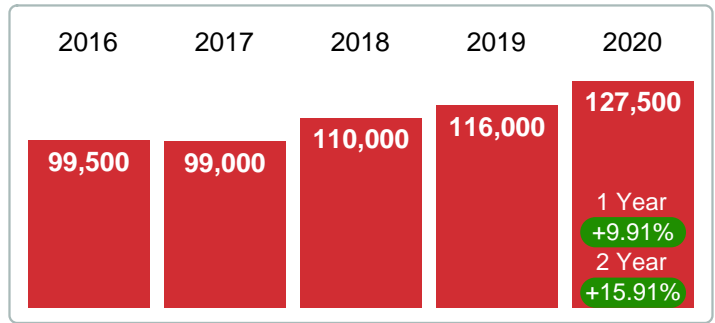
## MEDIAN LIST PRICE AT CLOSING

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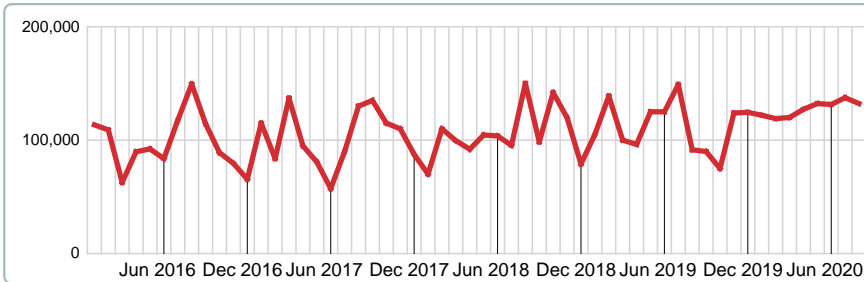
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

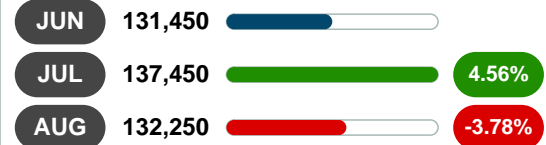


### 3 MONTHS

5 year AUG AVG = 130,650

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

Median List Price at Closing this month at **132,250**  
 above the 5 yr AUG average of **130,650**



### 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
\$40,000 and less	0.00%	19	0	0	0	0
\$40,001 - \$80,000	18.75%	50,000	50,000	49,000	0	0
\$80,001 - \$100,000	15.63%	93,000	95,250	87,250	100,000	0
\$100,001 - \$170,000	25.00%	122,500	130,850	122,500	0	0
\$170,001 - \$240,000	18.75%	209,950	0	219,950	215,000	175,000
\$240,001 - \$260,000	9.38%	250,000	250,000	247,500	0	0
\$260,001 and up	12.50%	322,000	299,000	361,500	279,000	0
<b>Median List Price</b>		<b>132,250</b>	<b>93,000</b>	<b>139,500</b>	<b>215,000</b>	<b>175,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>132,250</b>	<b>11</b>	<b>15</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,077,900</b>	<b>1.27M</b>	<b>2.64M</b>	<b>994.00K</b>	<b>175.00K</b>



# August 2020



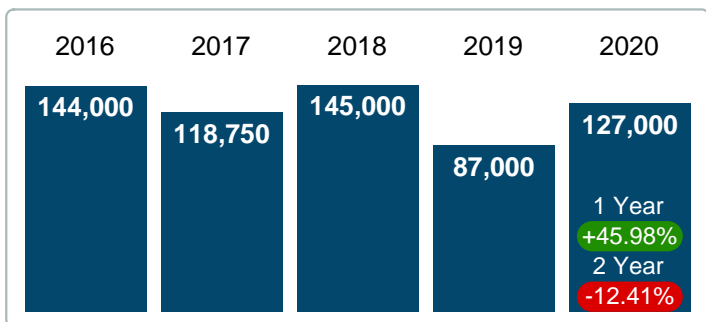
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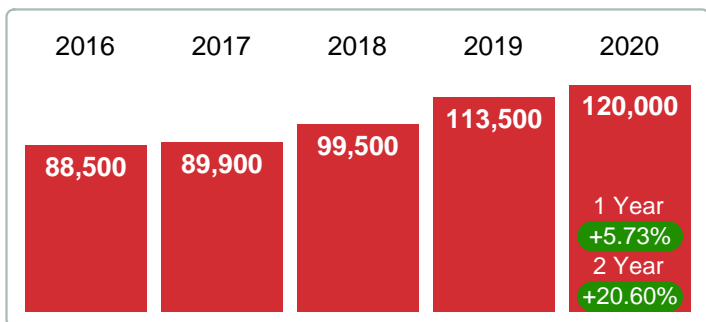
## MEDIAN SOLD PRICE AT CLOSING

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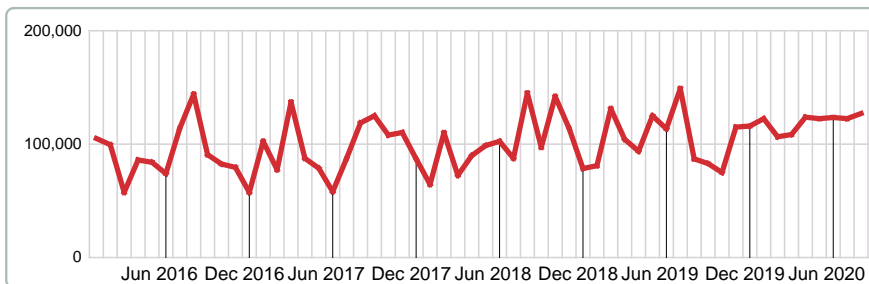
### AUGUST



### YEAR TO DATE (YTD)

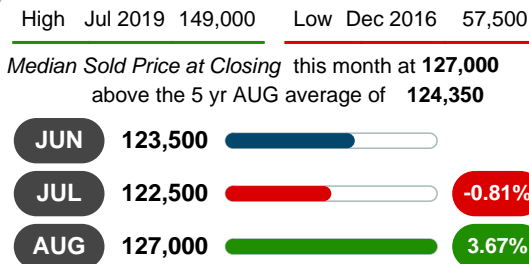


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 124,350



### 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
\$40,000 and less	6.25%	38,500	38,500	0	0	0
\$40,001 - \$80,000	15.63%	50,000	50,000	60,000	0	0
\$80,001 - \$100,000	18.75%	89,500	89,000	91,000	90,000	0
\$100,001 - \$170,000	21.88%	129,000	135,000	125,000	0	162,500
\$170,001 - \$240,000	12.50%	207,250	0	207,000	207,500	0
\$240,001 - \$260,000	12.50%	247,500	250,000	252,500	243,000	0
\$260,001 and up	12.50%	310,000	290,000	330,000	0	0
<b>Median Sold Price</b>		<b>127,000</b>	<b>88,000</b>	<b>129,000</b>	<b>207,500</b>	<b>162,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>127,000</b>	<b>11</b>	<b>15</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,894,000</b>	<b>1.19M</b>	<b>2.61M</b>	<b>940.50K</b>	<b>162.50K</b>

# August 2020



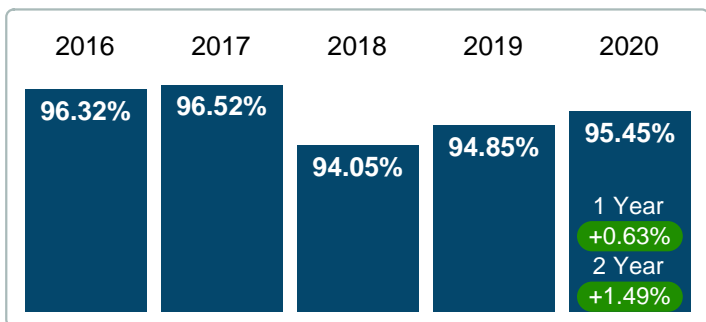
Area Delimited by County Of McIntosh - Residential Property Type



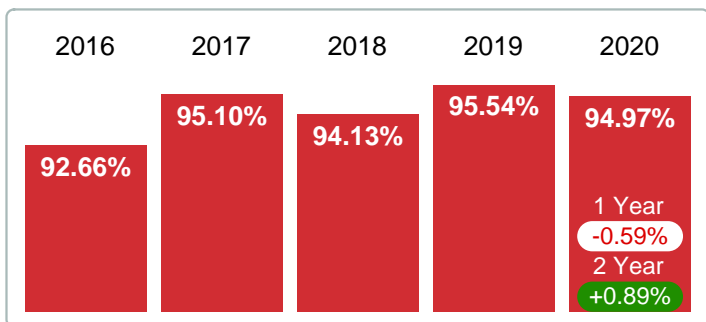
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

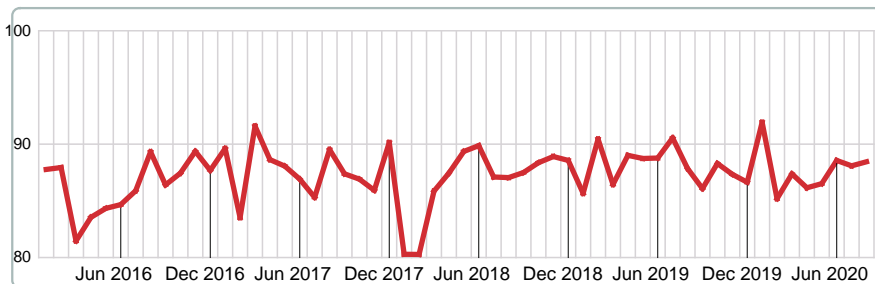
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

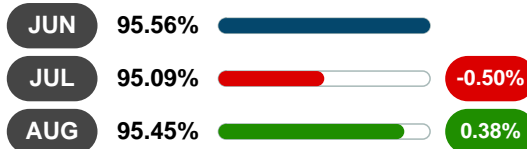


### 3 MONTHS

5 year AUG AVG = 95.44%

High Jan 2020 98.92% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **95.45%**  
equal to 5 yr AUG average of **95.44%**



### 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
\$40,000 and less	2	6.25%	82.32%	82.32%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	5	15.63%	90.00%	90.00%	88.78%	0.00%	0.00%
\$80,001 - \$100,000	6	18.75%	92.25%	90.26%	94.75%	90.00%	0.00%
\$100,001 - \$170,000	7	21.88%	94.94%	94.94%	95.83%	0.00%	92.86%
\$170,001 - \$240,000	4	12.50%	100.00%	0.00%	101.02%	100.00%	0.00%
\$240,001 - \$260,000	4	12.50%	100.00%	100.00%	105.32%	87.10%	0.00%
\$260,001 and up	4	12.50%	98.49%	96.99%	100.00%	0.00%	0.00%
Median Sold/List Ratio		95.45%		90.26%	95.83%	96.51%	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



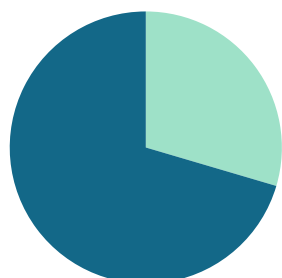
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

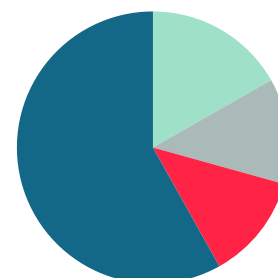


**Inventory**  
 New Listings  
**47 = 29.56%**  
 Start Inventory  
**112**  
 Total Inventory Units  
**159**  
 Volume  
**\$39,740,537**

### 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%
Median List Price	91,500	132,250	44.54%	116,000	127,500	9.91%
Median Sale Price	87,000	127,000	45.98%	113,500	120,000	5.73%
Median Percent of Selling Price to List Price	94.85%	95.45%	0.63%	95.54%	94.97%	-0.59%
Median Days on Market to Sale	60.00	27.00	-55.00%	53.50	58.00	8.41%
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

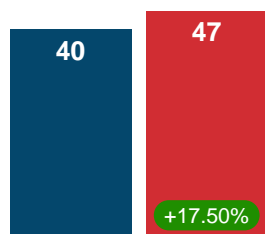
**Inventory** on August 31, 2020 = **111**

**2019** **2020**

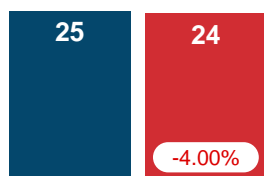
### AUGUST MARKET

### MEDIAN PRICES

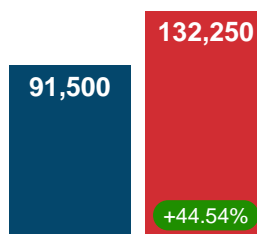
#### New Listings



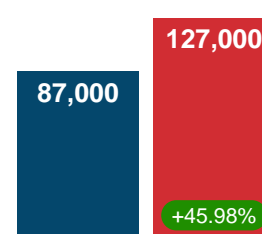
#### Pending Listings



#### List Price



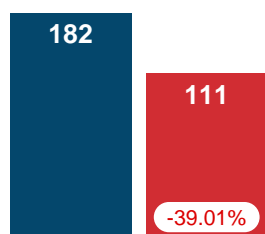
#### Sale Price



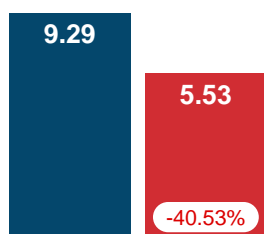
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

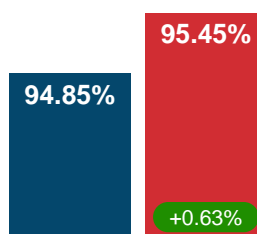
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

