

December 2020



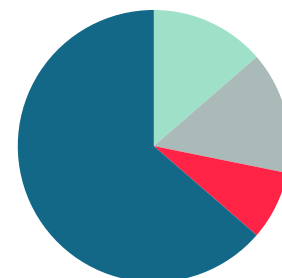
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	16	15	-6.25%
Pending Listings	8	16	100.00%
New Listings	16	12	-25.00%
Average List Price	139,231	225,053	61.64%
Average Sale Price	135,156	221,400	63.81%
Average Percent of Selling Price to List Price	93.89%	96.05%	2.30%
Average Days on Market to Sale	66.69	41.00	-38.52%
End of Month Inventory	150	70	-53.33%
Months Supply of Inventory	7.50	3.16	-57.89%



■ Closed (13.64%)
■ Pending (14.55%)
■ Other OffMarket (8.18%)
■ Active (63.64%)

Absorption: Last 12 months, an Average of **22** Sales/Month
Active Inventory as of December 31, 2020 = **70**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **53.33%** to 70 existing homes available for sale. Over the last 12 months this area has had an average of 22 closed sales per month. This represents an unsold inventory index of **3.16** 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 **63.81%** in December 2020 to \$221,400 versus the previous year at \$135,156.

Average Days on Market Shortens

The average number of **41.00** days that homes spent on the market before selling decreased by 25.69 days or **38.52%** in December 2020 compared to last year's same month at **66.69** DOM.

Sales Success for December 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 12 New Listings in December 2020, down **25.00%** from last year at 16. Furthermore, there were 15 Closed Listings this month versus last year at 16, a **-6.25%** decrease.

Closed versus Listed trends yielded a **125.0%** ratio, up from previous year's, December 2019, at **100.0%**, a **25.00%** 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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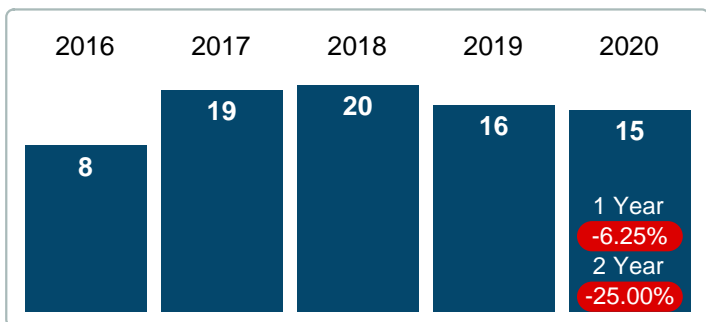
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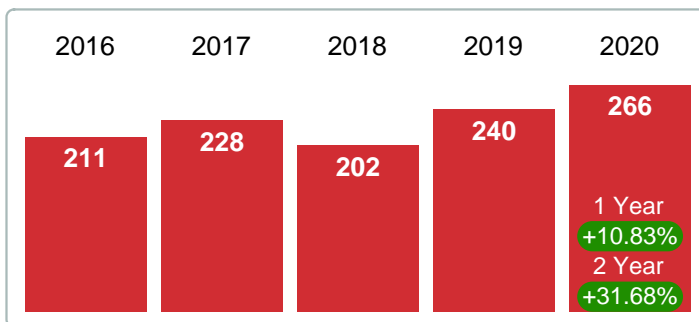
CLOSED LISTINGS

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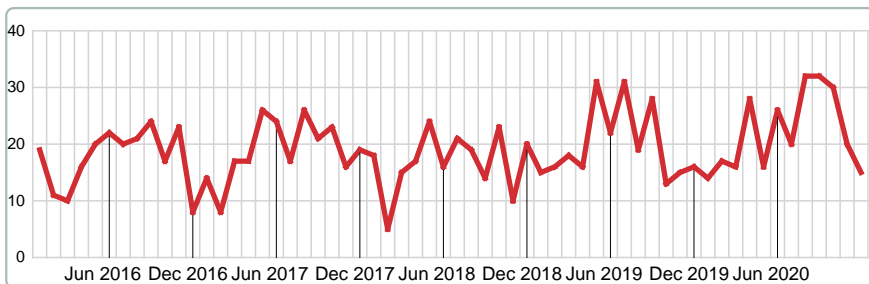
DECEMBER



YEAR TO DATE (YTD)

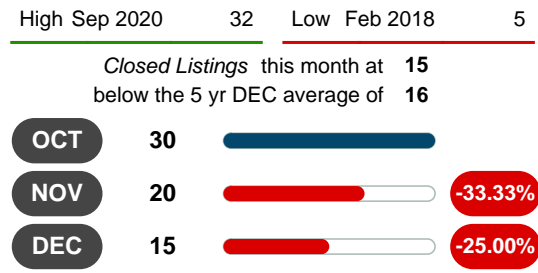


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 16



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	6.67%	38.0	1	0	0	0
\$75,001 - \$100,000	2	13.33%	78.5	1	1	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$150,000	6	40.00%	19.0	1	5	0	0
\$150,001 - \$350,000	2	13.33%	56.0	2	0	0	0
\$350,001 - \$475,000	2	13.33%	45.5	0	1	1	0
\$475,001 and up	2	13.33%	51.5	0	0	2	0
Total Closed Units	15			5	7	3	0
Total Closed Volume	3,321,000	100%	41.0	627.00K	1.07M	1.63M	0.00B
Average Closed Price	\$221,400			\$125,400	\$152,286	\$542,667	\$0

December 2020



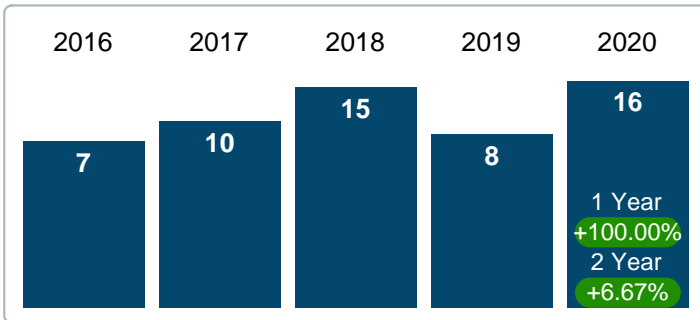
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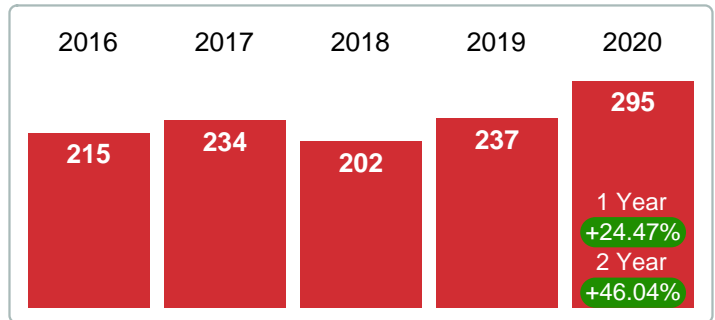
PENDING LISTINGS

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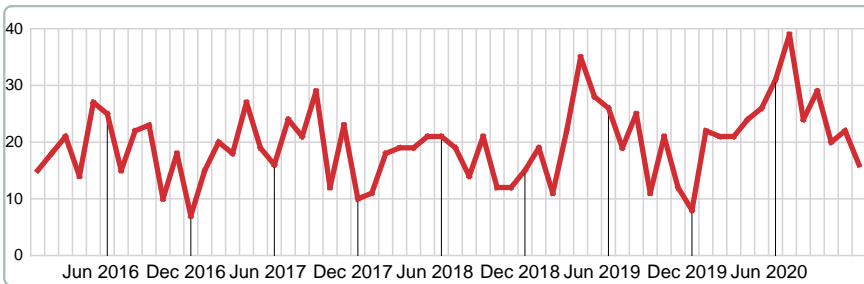
DECEMBER



YEAR TO DATE (YTD)

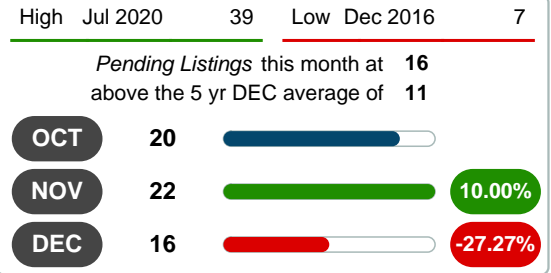


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 11



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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 - \$50,000	2	12.50%	43.5	1	1	0	0
\$50,001 - \$125,000	4	25.00%	173.8	1	3	0	0
\$125,001 - \$150,000	2	12.50%	18.5	0	1	1	0
\$150,001 - \$175,000	3	18.75%	60.7	1	2	0	0
\$175,001 - \$225,000	3	18.75%	47.7	0	2	1	0
\$225,001 and up	2	12.50%	47.5	0	2	0	0
Total Pending Units	16			3	11	2	0
Total Pending Volume	2,699,700	100%	34.9	266.90K	2.08M	355.50K	0.00B
Average Listing Price	\$176,271			\$88,967	\$188,845	\$177,750	\$0

December 2020



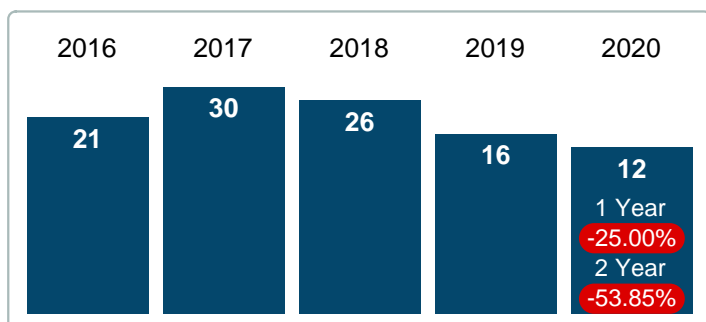
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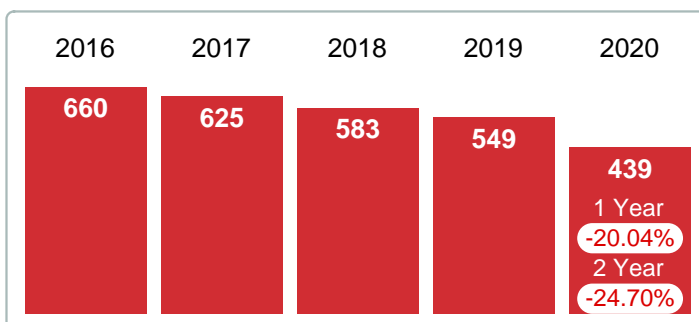
NEW LISTINGS

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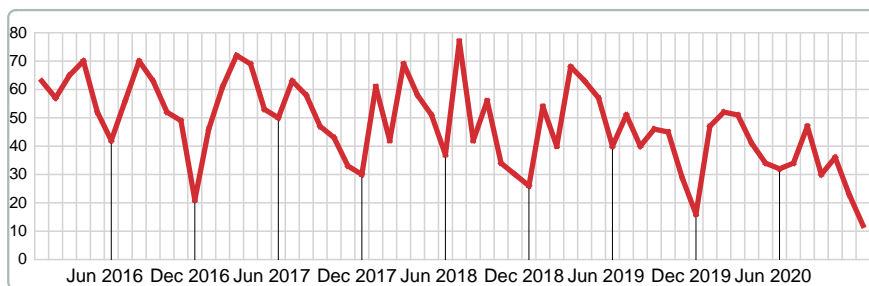
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YEAR TO DATE (YTD)

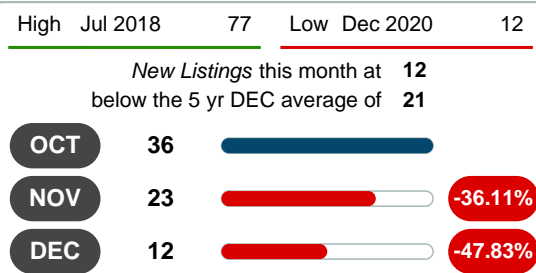


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 21



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0	0	0	0
\$30,001 - \$40,000	2	16.67%	0	2	0	0
\$40,001 - \$70,000	2	16.67%	0	2	0	0
\$70,001 - \$130,000	2	16.67%	1	1	0	0
\$130,001 - \$160,000	3	25.00%	1	1	1	0
\$160,001 - \$180,000	2	16.67%	0	2	0	0
\$180,001 and up	1	8.33%	0	1	0	0
Total New Listed Units	12		2	9	1	0
Total New Listed Volume	1,389,100	100%	218.40K	1.03M	138.00K	0.00B
Average New Listed Listing Price	\$111,827		\$109,200	\$114,744	\$138,000	\$0

December 2020



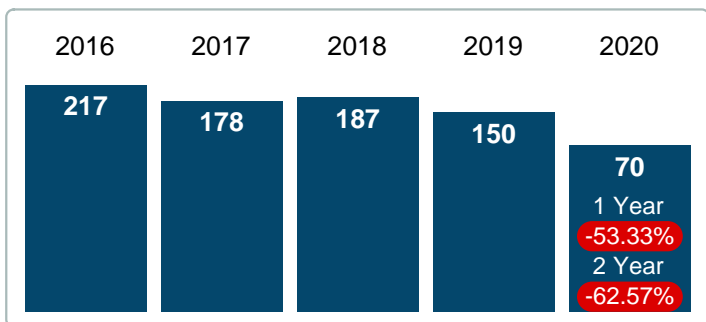
Area Delimited by County Of McIntosh - Residential Property Type



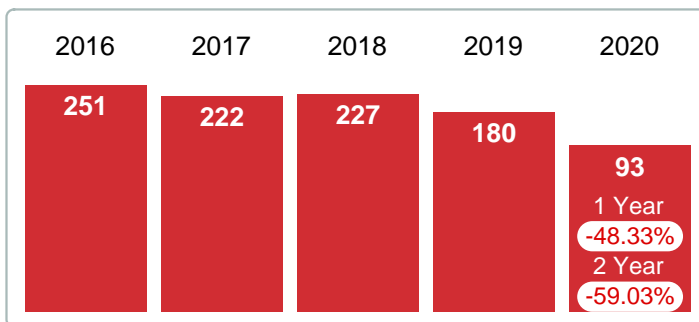
ACTIVE INVENTORY

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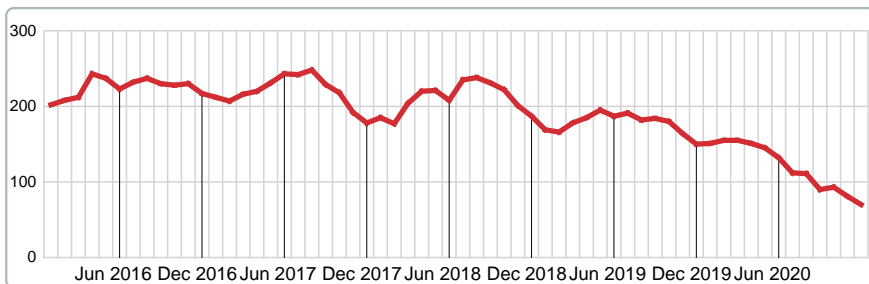
END OF DECEMBER



ACTIVE DURING DECEMBER

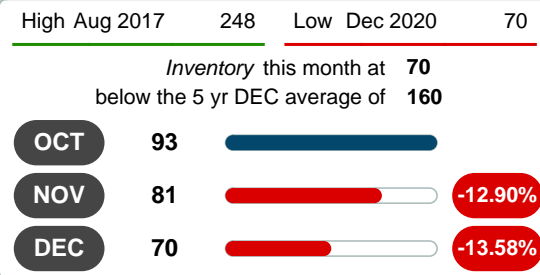


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 160



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	10.00%	81.1	3	4	0	0
\$50,001 - \$75,000	4	5.71%	96.0	2	2	0	0
\$75,001 - \$150,000	14	20.00%	95.1	4	10	0	0
\$150,001 - \$275,000	19	27.14%	94.5	2	13	4	0
\$275,001 - \$425,000	9	12.86%	98.3	1	2	5	1
\$425,001 - \$725,000	10	14.29%	128.2	1	2	4	3
\$725,001 and up	7	10.00%	64.7	0	3	3	1
Total Active Inventory by Units	70			13	36	16	5
Total Active Inventory by Volume	20,982,750	100%	95.7	1.95M	8.04M	7.05M	3.94M
Average Active Inventory Listing Price	\$299,754			\$149,692	\$223,447	\$440,741	\$788,160

December 2020



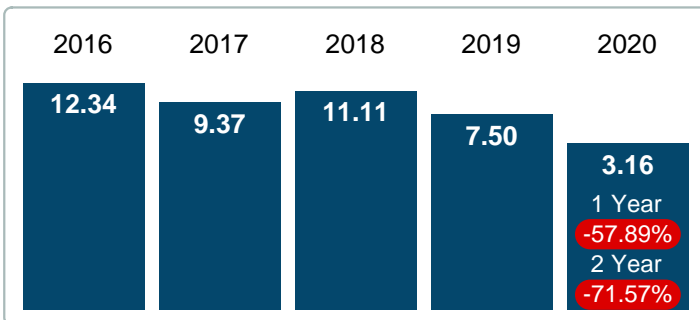
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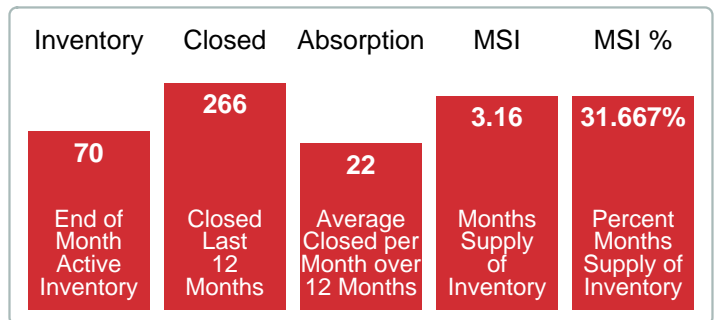
MONTHS SUPPLY of INVENTORY (MSI)

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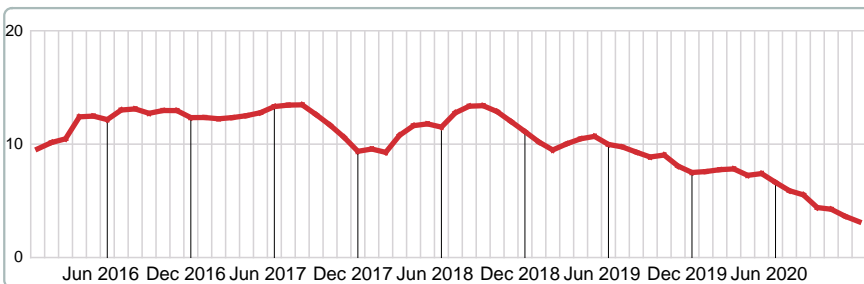
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

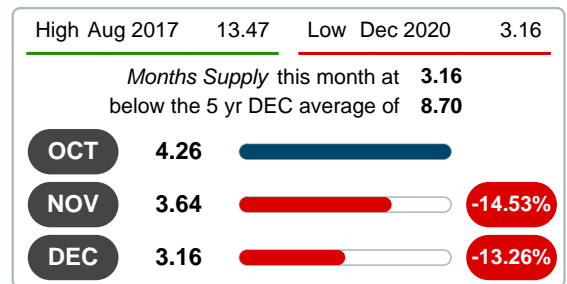


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 8.70



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	10.00%	2.33	2.25	2.67	0.00	0.00
\$50,001 - \$75,000	4	5.71%	1.71	2.40	1.50	0.00	0.00
\$75,001 - \$150,000	14	20.00%	1.73	1.45	2.22	0.00	0.00
\$150,001 - \$275,000	19	27.14%	3.26	1.41	5.38	2.40	0.00
\$275,001 - \$425,000	9	12.86%	4.15	12.00	1.85	7.50	3.00
\$425,001 - \$725,000	10	14.29%	17.14	0.00	4.80	24.00	0.00
\$725,001 and up	7	10.00%	42.00	0.00	0.00	18.00	0.00
Market Supply of Inventory (MSI)			3.16	2.03	3.20	4.17	7.50
Total Active Inventory by Units		100%	3.16	13	36	16	5

December 2020



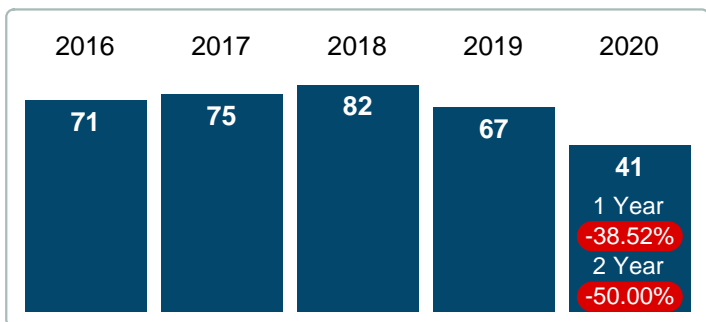
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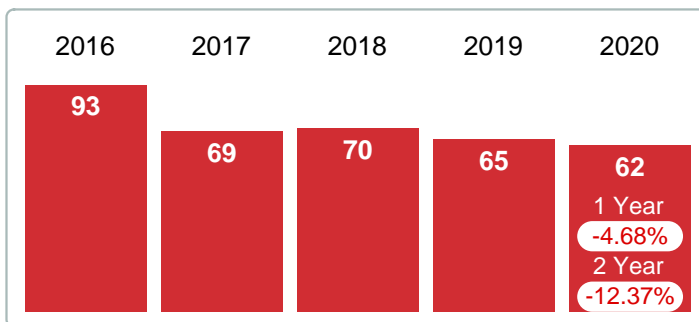
AVERAGE DAYS ON MARKET TO SALE

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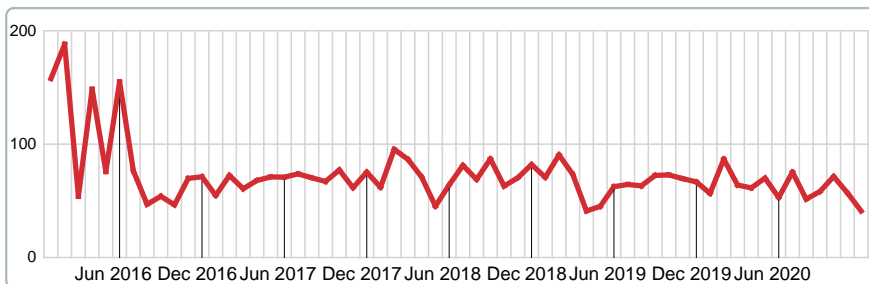
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

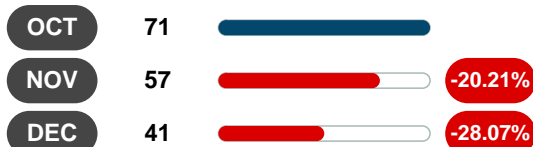


3 MONTHS

5 year DEC AVG = 67

High Feb 2016 188 Low Dec 2020 41

Average Days on Market to Sale this month at 41 below the 5 yr DEC average of 67



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
\$75,000 and less	6.67%	38	38	0	0	0
\$75,001 - \$100,000	13.33%	79	87	70	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	40.00%	19	85	6	0	0
\$150,001 - \$350,000	13.33%	56	56	0	0	0
\$350,001 - \$475,000	13.33%	46	0	2	89	0
\$475,001 and up	13.33%	52	0	0	52	0
Average Closed DOM		41	64	14	64	0
Total Closed Units	100%	41	5	7	3	
Total Closed Volume		3,321,000	627.00K	1.07M	1.63M	0.00B

December 2020



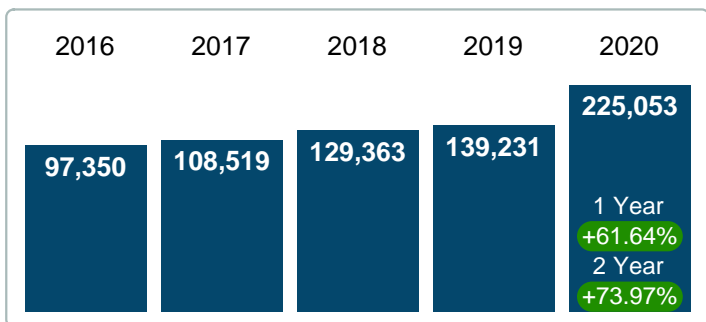
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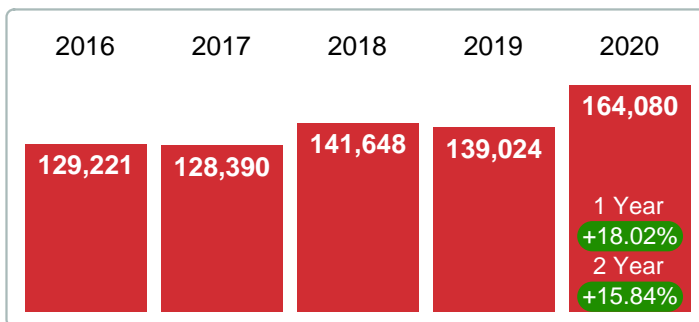
AVERAGE LIST PRICE AT CLOSING

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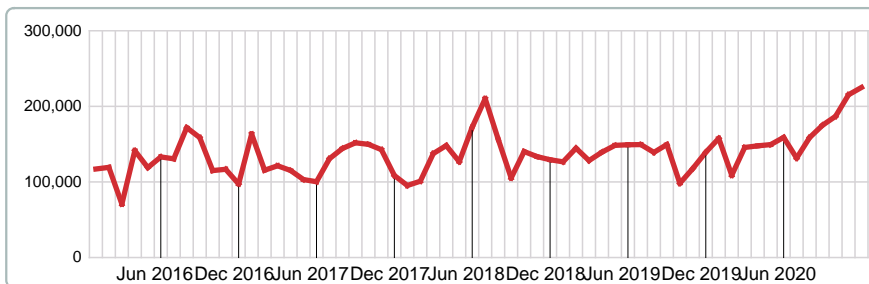
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

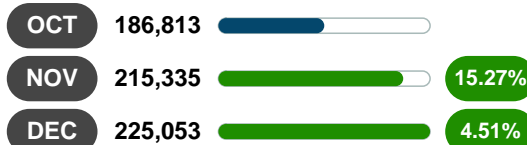


3 MONTHS

5 year DEC AVG = 139,903

High Dec 2020 225,053 Low Mar 2016 70,770

Average List Price at Closing this month at **225,053**
above the 5 yr DEC average of **139,903**



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
\$75,000 and less	6.67%	55,000	55,000	0	0	0
\$75,001 - \$100,000	13.33%	83,450	79,900	87,000	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	40.00%	120,833	130,000	119,000	0	0
\$150,001 - \$350,000	13.33%	207,450	207,450	0	0	0
\$350,001 - \$475,000	13.33%	385,000	0	395,000	375,000	0
\$475,001 and up	13.33%	622,000	0	0	622,000	0
Average List Price		225,053	135,960	153,857	539,667	0
Total Closed Units	100%	225,053	5	7	3	
Total Closed Volume		3,375,800	679.80K	1.08M	1.62M	0.00B

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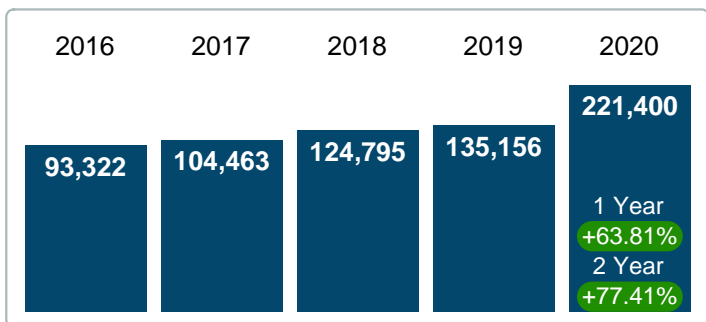
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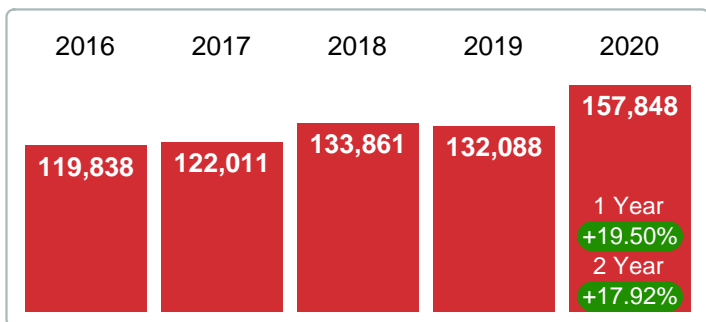
AVERAGE SOLD PRICE AT CLOSING

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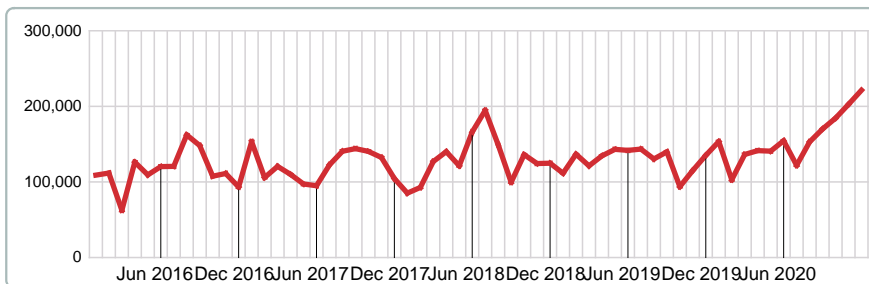
DECEMBER



YEAR TO DATE (YTD)

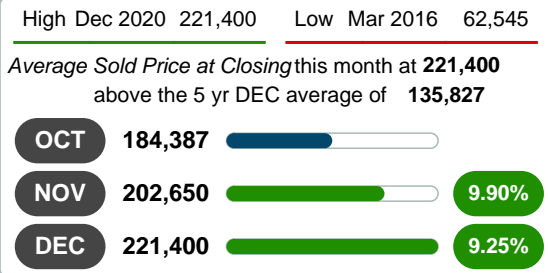


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 135,827



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
\$75,000 and less	6.67%	47,000	47,000	0	0	0
\$75,001 - \$100,000	13.33%	82,500	80,000	85,000	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	40.00%	113,167	105,000	114,800	0	0
\$150,001 - \$350,000	13.33%	197,500	197,500	0	0	0
\$350,001 - \$475,000	13.33%	382,500	0	407,000	358,000	0
\$475,001 and up	13.33%	635,000	0	0	635,000	0
Average Sold Price		221,400	125,400	152,286	542,667	0
Total Closed Units	100%	221,400	5	7	3	
Total Closed Volume		3,321,000	627.00K	1.07M	1.63M	0.00B

December 2020



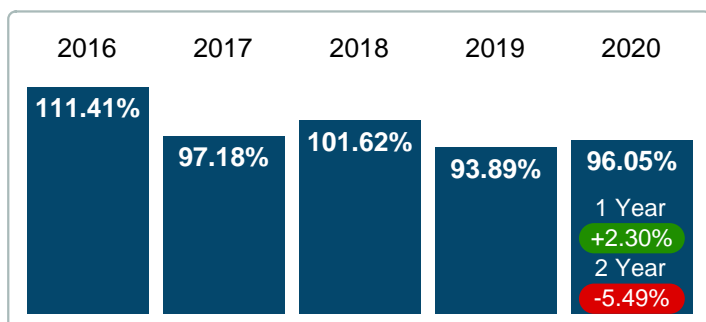
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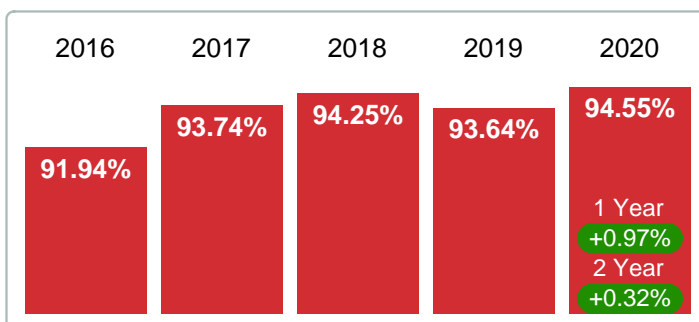
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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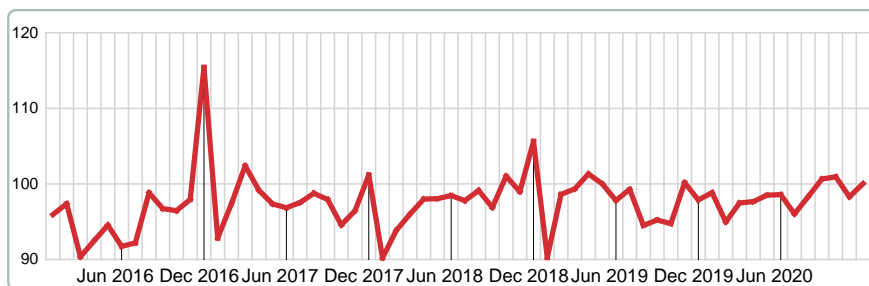
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

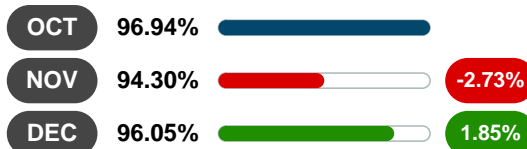


3 MONTHS

5 year DEC AVG = 100.03%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.05%**
below the 5 yr DEC average of **100.03%**



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
\$75,000 and less	1	6.67%	85.45%	85.45%	0.00%	0.00%	0.00%
\$75,001 - \$100,000	2	13.33%	98.91%	100.13%	97.70%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	6	40.00%	93.94%	80.77%	96.58%	0.00%	0.00%
\$150,001 - \$350,000	2	13.33%	96.02%	96.02%	0.00%	0.00%	0.00%
\$350,001 - \$475,000	2	13.33%	99.25%	0.00%	103.04%	95.47%	0.00%
\$475,001 and up	2	13.33%	101.61%	0.00%	0.00%	101.61%	0.00%
Average Sold/List Ratio		96.00%		91.68%	97.66%	99.56%	0.00%
Total Closed Units		15	100%	5	7	3	
Total Closed Volume		3,321,000		627.00K	1.07M	1.63M	0.00B

December 2020



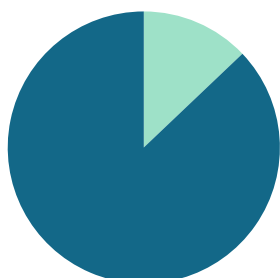
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

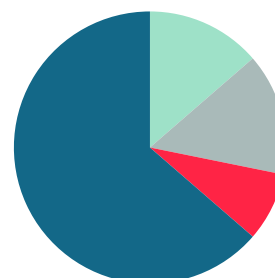


Inventory
 New Listings
12 = 12.90%
 Start Inventory
81
 Total Inventory Units
93
 Volume
\$24,251,450

Market Activity

Closed Sales
15 = 13.64%
 Pending Sales
16 = 14.55%
 Other Off Market
9 = 8.18%
 Active Inventory
70 = 63.64%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	16	15	-6.25%	240	266	10.83%
Pending Sales	8	16	100.00%	237	295	24.47%
New Listings	16	12	-25.00%	549	439	-20.04%
Average List Price	139,231	225,053	61.64%	139,024	164,080	18.02%
Average Sale Price	135,156	221,400	63.81%	132,088	157,848	19.50%
Average Percent of Selling Price to List Price	93.89%	96.05%	2.30%	93.64%	94.55%	0.97%
Average Days on Market to Sale	66.69	41.00	-38.52%	64.77	61.74	-4.68%
Monthly Inventory	150	70	-53.33%	150	70	-53.33%
Months Supply of Inventory	7.50	3.16	-57.89%	7.50	3.16	-57.89%

Absorption: Last 12 months, an Average of **22** Sales/Month

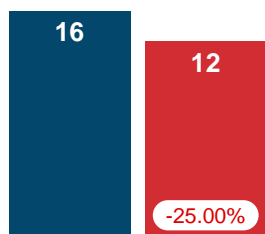
Inventory on December 31, 2020 = **70**

2019 **2020**

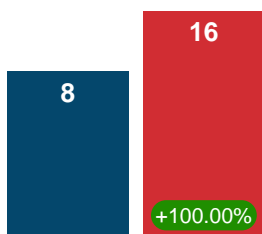
DECEMBER MARKET

AVERAGE PRICES

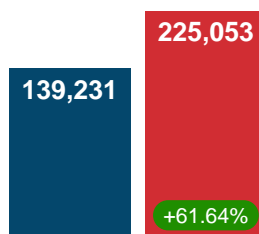
New Listings



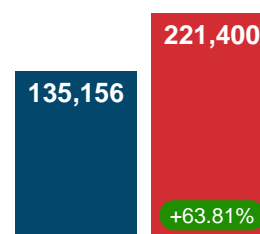
Pending Listings



List Price



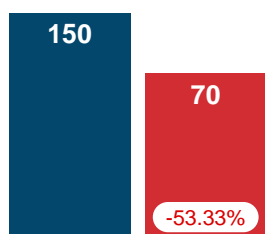
Sale Price



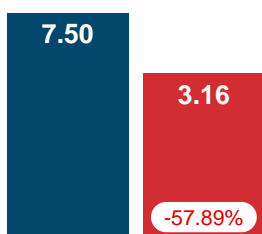
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

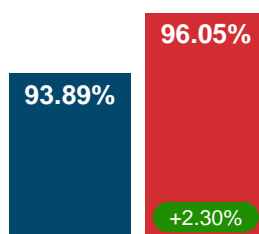
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

