

February 2020



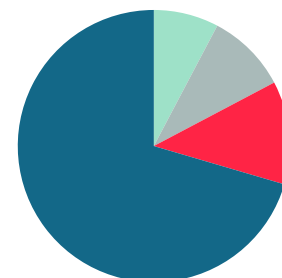
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	16	17	6.25%
Pending Listings	11	21	90.91%
New Listings	40	52	30.00%
Average List Price	144,634	108,871	-24.73%
Average Sale Price	136,687	102,882	-24.73%
Average Percent of Selling Price to List Price	94.62%	90.98%	-3.84%
Average Days on Market to Sale	90.50	86.71	-4.19%
End of Month Inventory	166	155	-6.63%
Months Supply of Inventory	9.49	7.75	-18.30%



■ Closed (7.73%)
■ Pending (9.55%)
■ Other OffMarket (12.27%)
■ Active (70.45%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of February 29, 2020 = **155**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **6.63%** to 155 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 **7.75** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **24.73%** in February 2020 to \$102,882 versus the previous year at \$136,687.

Average Days on Market Shortens

The average number of **86.71** days that homes spent on the market before selling decreased by 3.79 days or **4.19%** in February 2020 compared to last year's same month at **90.50** DOM.

Sales Success for February 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 52 New Listings in February 2020, up **30.00%** from last year at 40. Furthermore, there were 17 Closed Listings this month versus last year at 16, a **6.25%** increase.

Closed versus Listed trends yielded a **32.7%** ratio, down from previous year's, February 2019, at **40.0%**, a **18.27%** downswing. 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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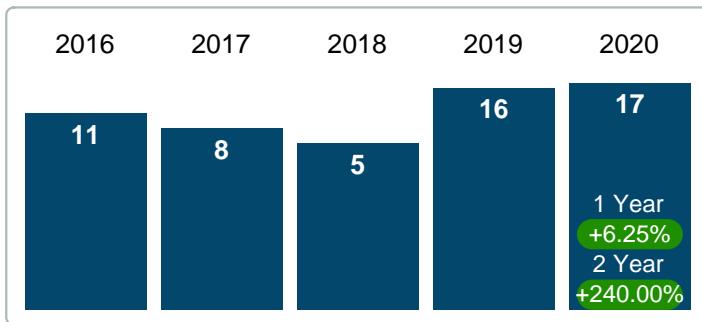
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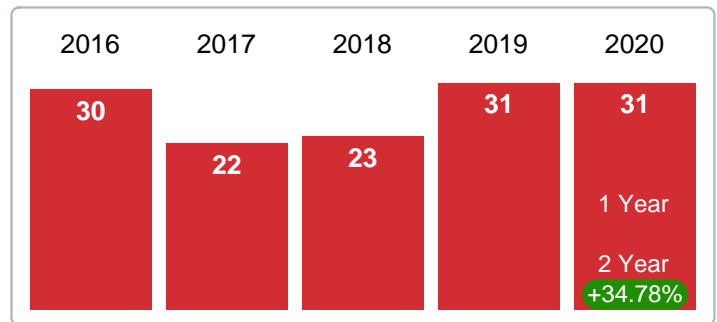
CLOSED LISTINGS

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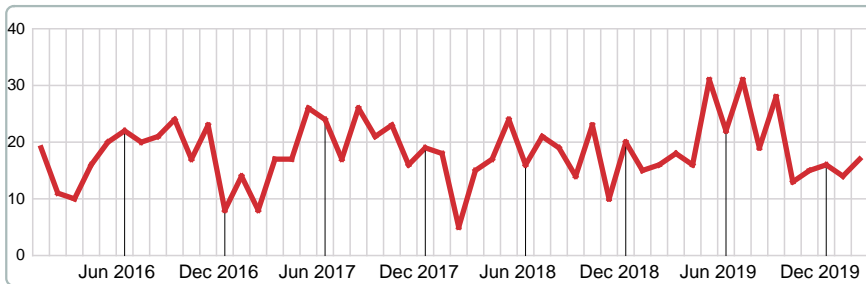
FEBRUARY



YEAR TO DATE (YTD)

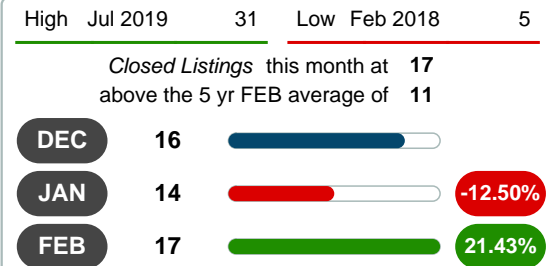


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 11



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	5.88%	69.0	0	1	0	0
\$20,001 - \$40,000	2	11.76%	98.5	1	1	0	0
\$40,001 - \$70,000	3	17.65%	99.3	0	2	1	0
\$70,001 - \$120,000	4	23.53%	72.8	0	3	1	0
\$120,001 - \$130,000	1	5.88%	166.0	0	1	0	0
\$130,001 - \$160,000	5	29.41%	82.8	0	2	3	0
\$160,001 and up	1	5.88%	39.0	0	0	1	0
Total Closed Units	17			1	10	6	0
Total Closed Volume	1,749,000	100%	86.7	29.50K	857.50K	862.00K	0.00B
Average Closed Price	\$102,882			\$29,500	\$85,750	\$143,667	\$0

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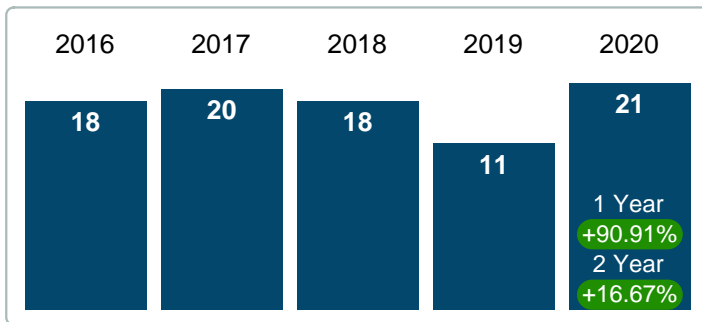
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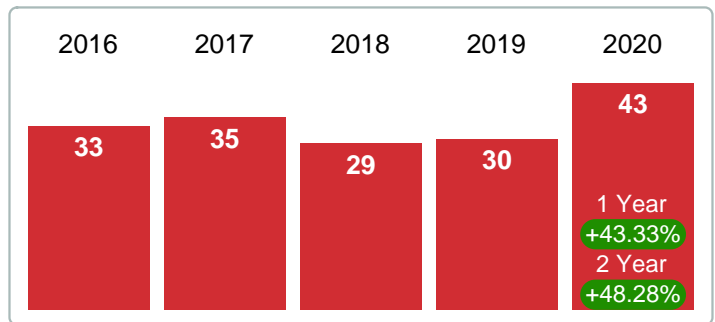
PENDING LISTINGS

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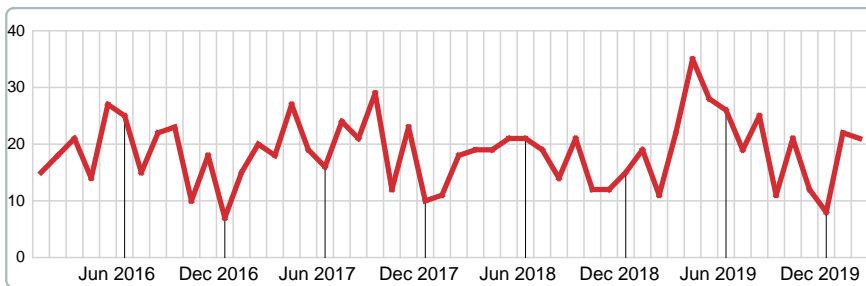
FEBRUARY



YEAR TO DATE (YTD)

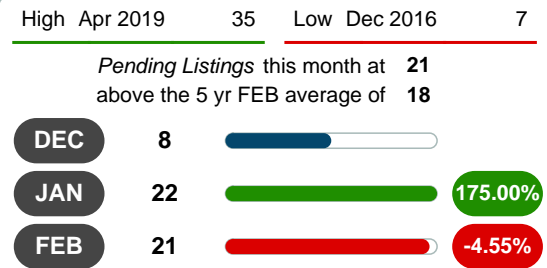


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 18



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	2	9.52%	36.5	2	0	0	0
\$60,001 - \$70,000	2	9.52%	94.5	1	1	0	0
\$70,001 - \$110,000	3	14.29%	64.3	2	1	0	0
\$110,001 - \$140,000	6	28.57%	58.7	1	5	0	0
\$140,001 - \$180,000	3	14.29%	58.0	1	0	2	0
\$180,001 - \$290,000	2	9.52%	109.5	0	2	0	0
\$290,001 and up	3	14.29%	17.7	0	0	1	2
Total Pending Units	21			7	9	3	2
Total Pending Volume	3,024,900	100%	59.7	583.20K	1.16M	659.00K	619.00K
Average Listing Price	\$144,043			\$83,314	\$129,300	\$219,667	\$309,500

February 2020



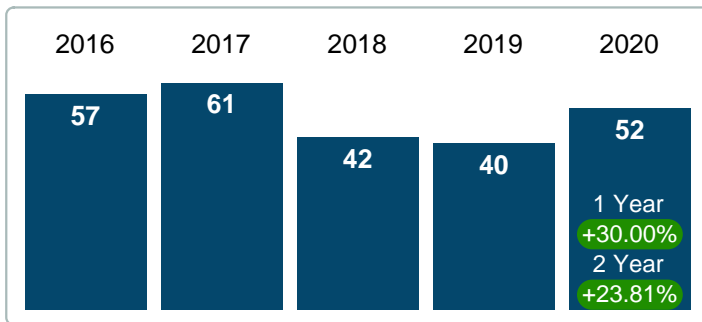
Area Delimited by County Of McIntosh - Residential Property Type



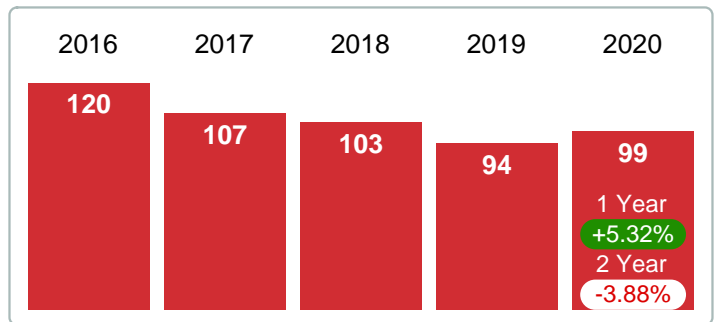
NEW LISTINGS

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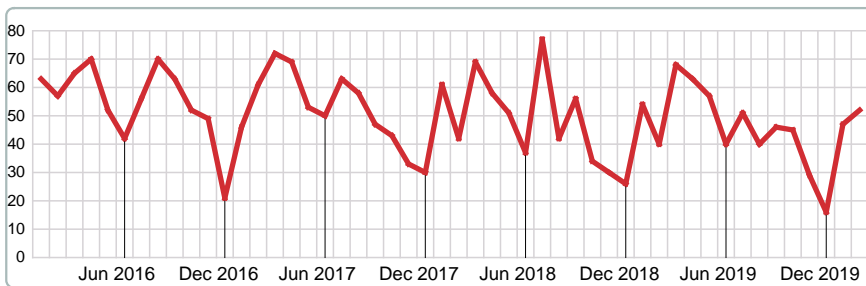
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

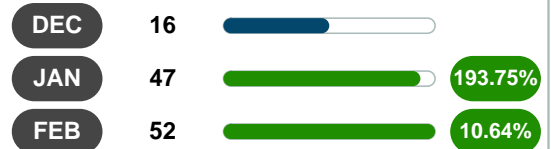


3 MONTHS

5 year FEB AVG = 50

High Jul 2018 77 Low Dec 2019 16

New Listings this month at 52
above the 5 yr FEB average of 50



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	1	1.92%	0	1	0	0
\$50,001 - \$75,000	7	13.46%	4	3	0	0
\$75,001 - \$100,000	8	15.38%	4	4	0	0
\$100,001 - \$175,000	18	34.62%	3	14	1	0
\$175,001 - \$225,000	6	11.54%	4	1	1	0
\$225,001 - \$275,000	4	7.69%	0	4	0	0
\$275,001 and up	8	15.38%	0	1	4	3
Total New Listed Units	52		15	28	6	3
Total New Listed Volume	10,008,898	100%	1.88M	4.46M	2.37M	1.30M
Average New Listed Listing Price	\$162,000		\$125,633	\$159,164	\$394,833	\$432,933

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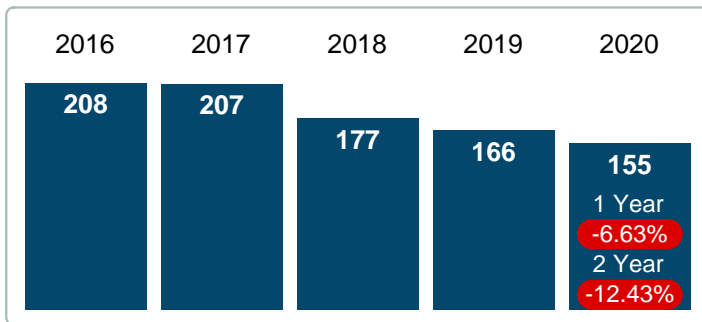
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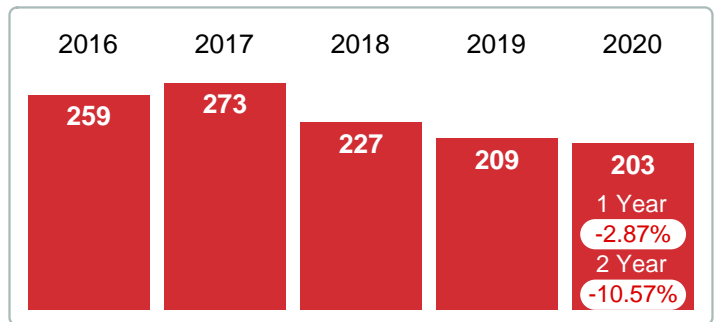
ACTIVE INVENTORY

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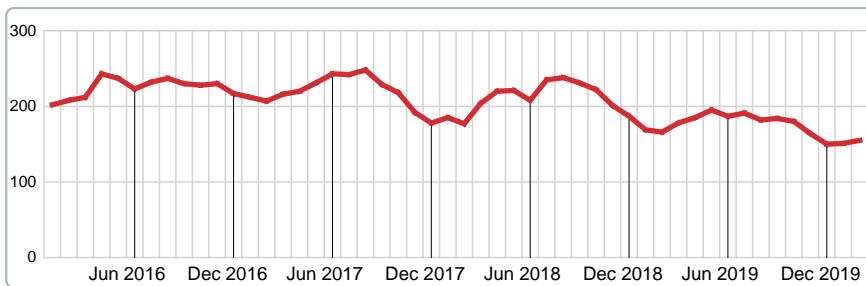
END OF FEBRUARY



ACTIVE DURING FEBRUARY

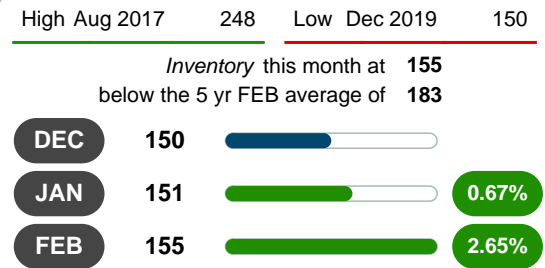


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 183



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	14	9.03%	85.5	7	7	0	0
\$50,001 - \$75,000	19	12.26%	106.4	13	5	1	0
\$75,001 - \$100,000	17	10.97%	66.6	8	8	1	0
\$100,001 - \$175,000	41	26.45%	67.1	7	29	3	2
\$175,001 - \$225,000	22	14.19%	75.7	8	8	5	1
\$225,001 - \$375,000	25	16.13%	84.4	2	12	9	2
\$375,001 and up	17	10.97%	82.6	1	7	5	4
Total Active Inventory by Units	155			46	76	24	9
Total Active Inventory by Volume	32,430,292	100%	79.2	5.52M	14.29M	7.28M	5.34M
Average Active Inventory Listing Price	\$209,228			\$119,998	\$188,010	\$303,454	\$593,189

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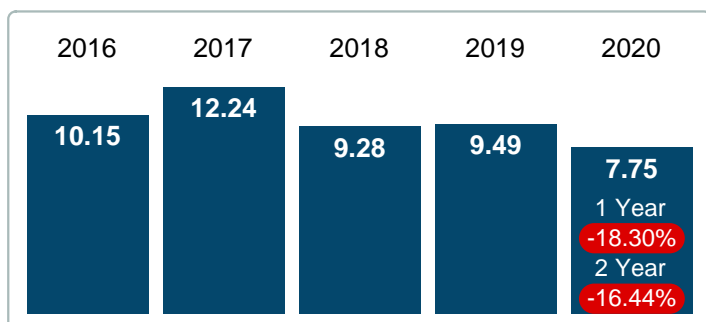
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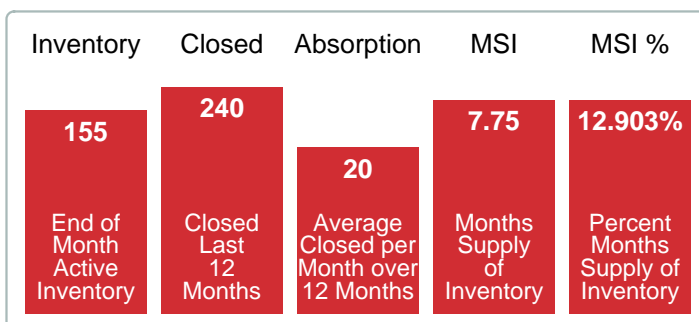
MONTHS SUPPLY of INVENTORY (MSI)

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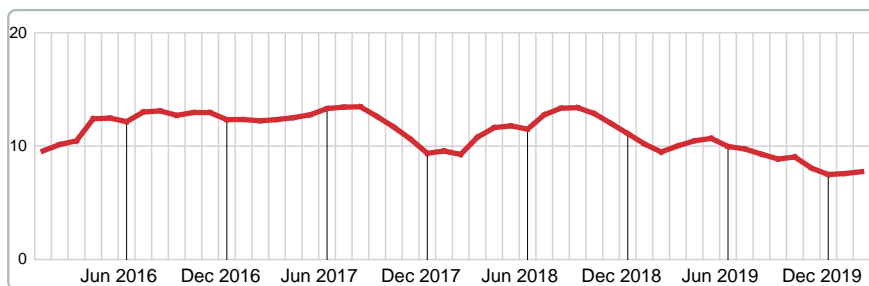
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 9.78

High Aug 2017 13.47 Low Dec 2019 7.50

Months Supply this month at 7.75 below the 5 yr FEB average of 9.78



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	14	9.03%	3.50	3.65	3.65	0.00	0.00
\$50,001 - \$75,000	19	12.26%	6.51	12.00	3.16	4.00	0.00
\$75,001 - \$100,000	17	10.97%	6.38	6.86	6.40	4.00	0.00
\$100,001 - \$175,000	41	26.45%	7.81	7.00	9.41	3.00	12.00
\$175,001 - \$225,000	22	14.19%	11.00	32.00	6.40	10.00	0.00
\$225,001 - \$375,000	25	16.13%	9.68	24.00	8.00	10.80	12.00
\$375,001 and up	17	10.97%	29.14	0.00	21.00	30.00	48.00
Market Supply of Inventory (MSI)			7.75	8.36	6.96	7.58	21.60
Total Active Inventory by Units		100%	7.75	46	76	24	9

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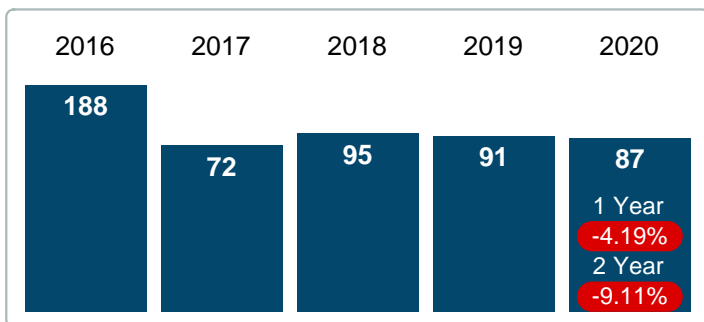
Area Delimited by County Of McIntosh - Residential Property Type



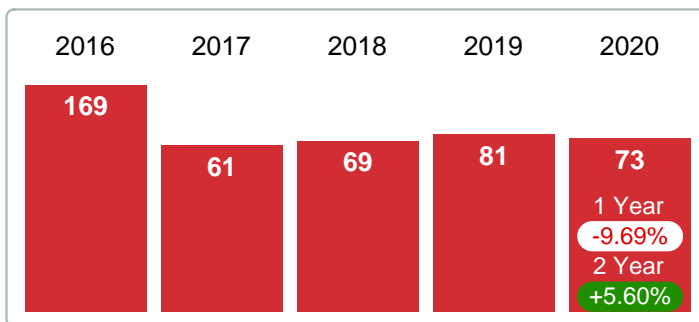
AVERAGE DAYS ON MARKET TO SALE

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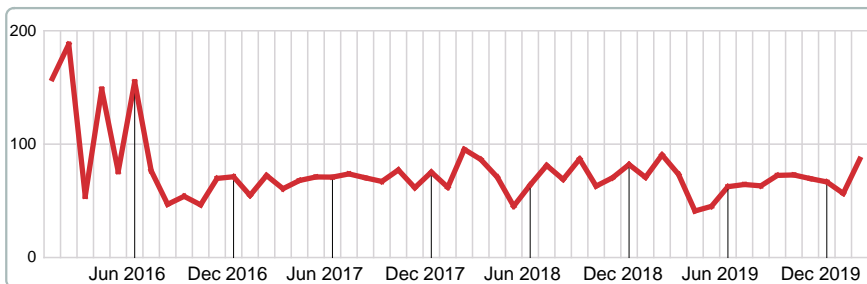
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 107

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 87 below the 5 yr FEB average of 107



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
\$20,000 and less	5.88%	69	0	69	0	0
\$20,001 \$40,000	11.76%	99	109	88	0	0
\$40,001 \$70,000	17.65%	99	0	114	71	0
\$70,001 \$120,000	23.53%	73	0	82	45	0
\$120,001 \$130,000	5.88%	166	0	166	0	0
\$130,001 \$160,000	29.41%	83	0	90	78	0
\$160,001 and up	5.88%	39	0	0	39	0
Average Closed DOM		87	109	98	65	0
Total Closed Units	100%	87	1	10	6	0
Total Closed Volume		1,749,000	29.50K	857.50K	862.00K	0.00B

February 2020



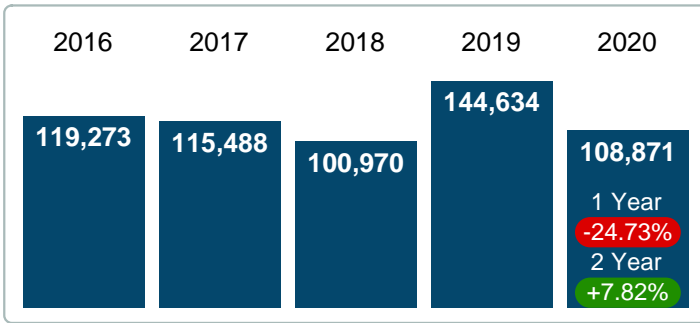
Area Delimited by County Of McIntosh - Residential Property Type



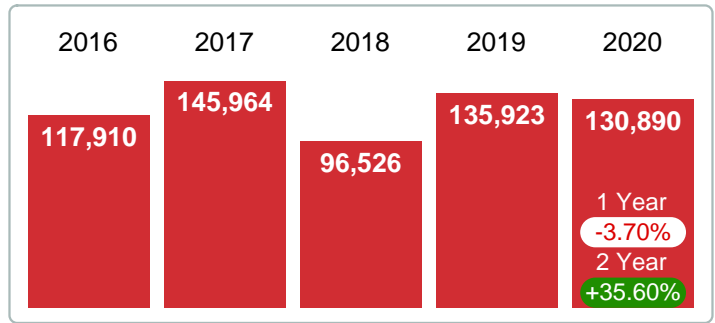
AVERAGE LIST PRICE AT CLOSING

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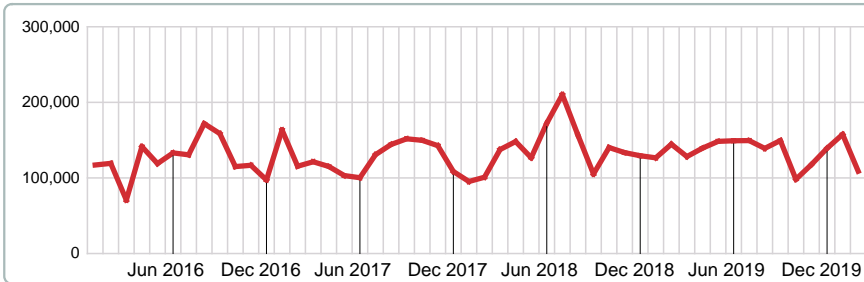
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

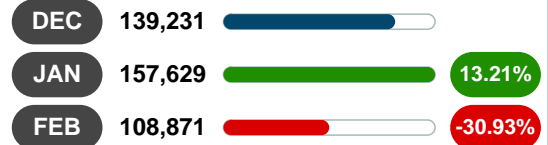


3 MONTHS

5 year FEB AVG = 117,847

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

Average List Price at Closing this month at **108,871**
below the 5 yr FEB average of **117,847**



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
\$20,000 and less	1	5.88%	7,900	0	7,900	0	0
\$20,001 - \$40,000	1	5.88%	32,000	32,000	55,000	0	0
\$40,001 - \$70,000	4	23.53%	57,350	0	57,250	59,900	0
\$70,001 - \$120,000	3	17.65%	95,667	0	113,000	73,000	0
\$120,001 - \$130,000	2	11.76%	126,250	0	127,500	0	0
\$130,001 - \$160,000	4	23.53%	144,250	0	152,000	149,333	0
\$160,001 and up	2	11.76%	232,500	0	0	290,000	0
Average List Price			108,871	32,000	94,790	145,150	0
Total Closed Units		100%	108,871	1	10	6	0
Total Closed Volume			1,850,800	32.00K	947.90K	870.90K	0.00B

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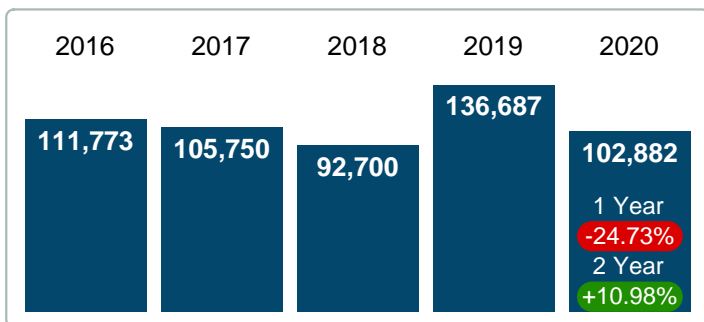
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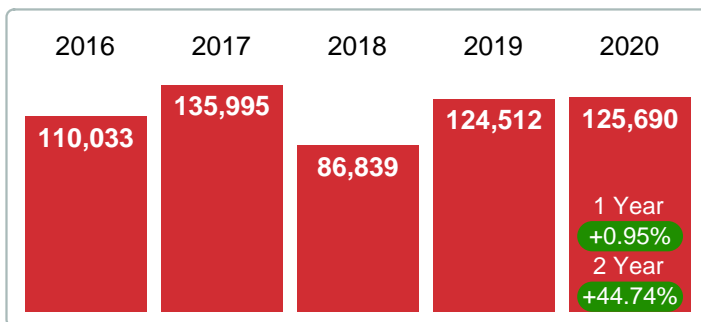
AVERAGE SOLD PRICE AT CLOSING

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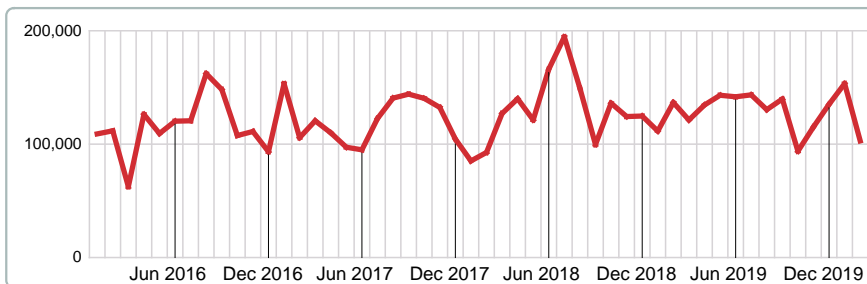
FEBRUARY



YEAR TO DATE (YTD)

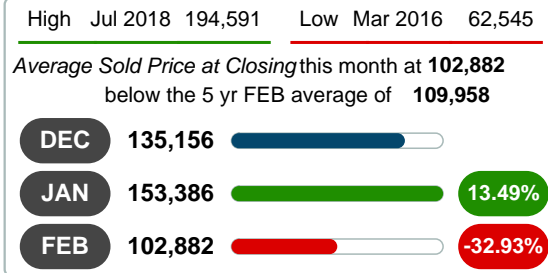


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 109,958



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
\$20,000 and less	5.88%	5,000	0	5,000	0	0
\$20,001 - \$40,000	11.76%	34,750	29,500	40,000	0	0
\$40,001 - \$70,000	17.65%	52,167	0	49,250	58,000	0
\$70,001 - \$120,000	23.53%	95,375	0	103,500	71,000	0
\$120,001 - \$130,000	5.88%	127,500	0	127,500	0	0
\$130,001 - \$160,000	29.41%	141,800	0	138,000	144,333	0
\$160,001 and up	5.88%	300,000	0	0	300,000	0
Average Sold Price		102,882	29,500	85,750	143,667	0
Total Closed Units	100%	17	1	10	6	0
Total Closed Volume		1,749,000	29.50K	857.50K	862.00K	0.00B

February 2020



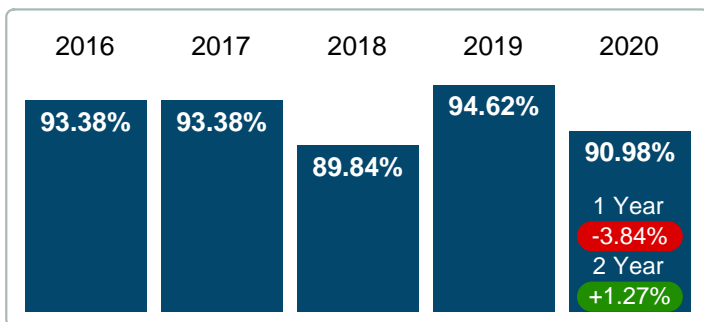
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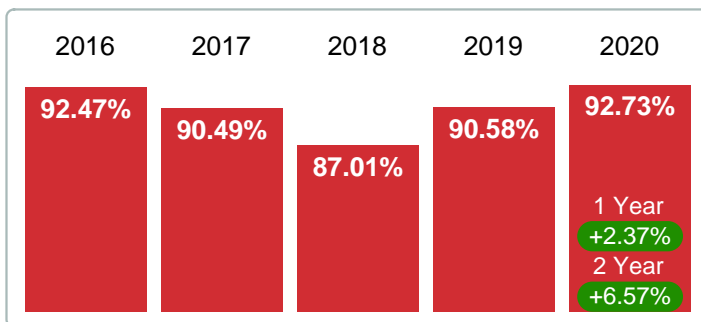
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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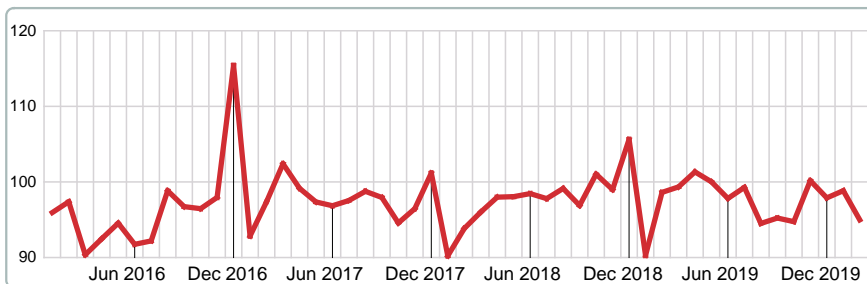
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

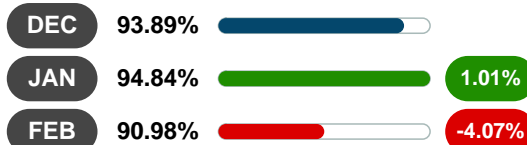


3 MONTHS

5 year FEB AVG = 92.44%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **90.98%** below the 5 yr FEB average of **92.44%**



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
\$20,000 and less	1	5.88%	63.29%	0.00%	63.29%	0.00%	0.00%
\$20,001 \$40,000	2	11.76%	82.46%	92.19%	72.73%	0.00%	0.00%
\$40,001 \$70,000	3	17.65%	89.72%	0.00%	86.16%	96.83%	0.00%
\$70,001 \$120,000	4	23.53%	93.17%	0.00%	91.81%	97.26%	0.00%
\$120,001 \$130,000	1	5.88%	100.00%	0.00%	100.00%	0.00%	0.00%
\$130,001 \$160,000	5	29.41%	94.64%	0.00%	90.89%	97.14%	0.00%
\$160,001 and up	1	5.88%	103.45%	0.00%	0.00%	103.45%	0.00%
Average Sold/List Ratio		91.00%		92.19%	86.56%	98.16%	0.00%
Total Closed Units		17	100%	1	10	6	
Total Closed Volume		1,749,000		29.50K	857.50K	862.00K	0.00B

February 2020



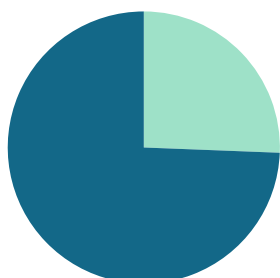
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

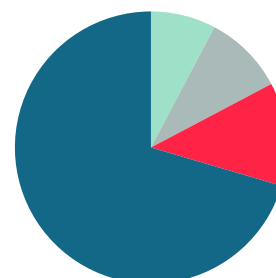


Inventory
 New Listings
52 = 25.62%
 Start Inventory
151
 Total Inventory Units
203
 Volume
\$40,794,492

Market Activity

Closed Sales
17 = 7.73%
 Pending Sales
21 = 9.55%
 Other Off Market
27 = 12.27%
 Active Inventory
155 = 70.45%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	16	17	6.25%	31	31	0.00%
Pending Sales	11	21	90.91%	30	43	43.33%
New Listings	40	52	30.00%	94	99	5.32%
Average List Price	144,634	108,871	-24.73%	135,923	130,890	-3.70%
Average Sale Price	136,687	102,882	-24.73%	124,512	125,690	0.95%
Average Percent of Selling Price to List Price	94.62%	90.98%	-3.84%	90.58%	92.73%	2.37%
Average Days on Market to Sale	90.50	86.71	-4.19%	80.94	73.10	-9.69%
Monthly Inventory	166	155	-6.63%	166	155	-6.63%
Months Supply of Inventory	9.49	7.75	-18.30%	9.49	7.75	-18.30%

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

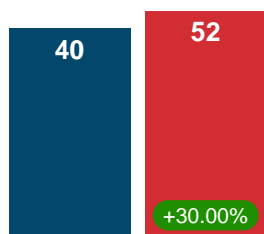
Inventory on February 29, 2020 = **155**

2019 **2020**

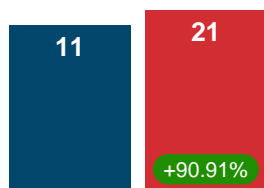
FEBRUARY MARKET

AVERAGE PRICES

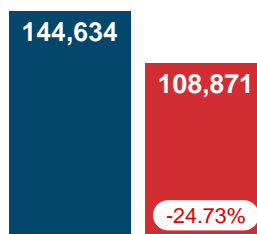
New Listings



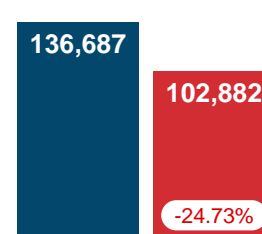
Pending Listings



List Price



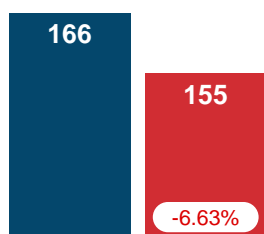
Sale Price



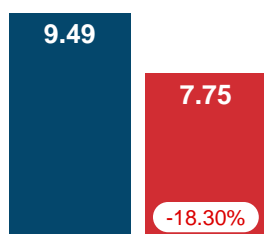
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

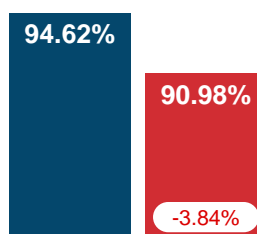
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

