

January 2020



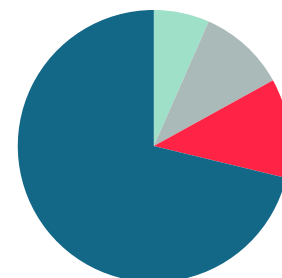
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	15	14	-6.67%
Pending Listings	19	22	15.79%
New Listings	54	47	-12.96%
Average List Price	126,632	157,629	24.48%
Average Sale Price	111,527	153,386	37.53%
Average Percent of Selling Price to List Price	86.28%	94.84%	9.93%
Average Days on Market to Sale	70.73	56.57	-20.02%
End of Month Inventory	169	151	-10.65%
Months Supply of Inventory	10.19	7.58	-25.60%



■ Closed (6.60%)
■ Pending (10.38%)
■ Other OffMarket (11.79%)
■ Active (71.23%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of January 31, 2020 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **10.65%** to 151 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 **7.58** 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 **37.53%** in January 2020 to \$153,386 versus the previous year at \$111,527.

Average Days on Market Shortens

The average number of **56.57** days that homes spent on the market before selling decreased by 14.16 days or **20.02%** in January 2020 compared to last year's same month at **70.73** DOM.

Sales Success for January 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 January 2020, down **12.96%** from last year at 54. Furthermore, there were 14 Closed Listings this month versus last year at 15, a **-6.67%** decrease.

Closed versus Listed trends yielded a **29.8%** ratio, up from previous year's, January 2019, at **27.8%**, a **7.23%** upswing. This will certainly create pressure on a decreasing Monthly 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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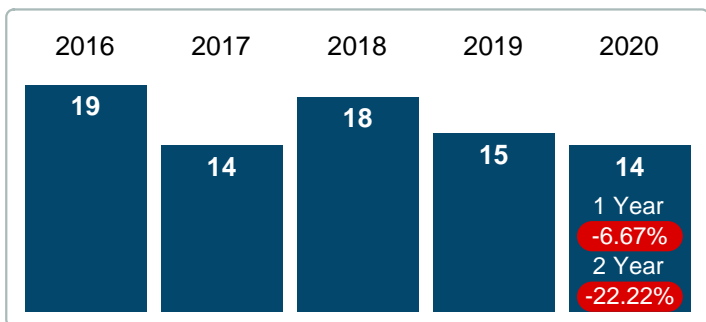
Area Delimited by County Of McIntosh - Residential Property Type



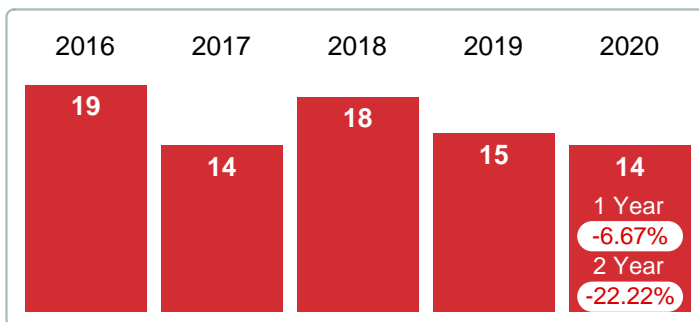
CLOSED LISTINGS

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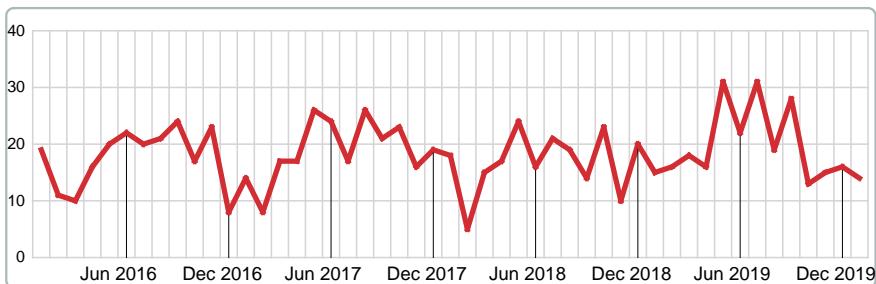
JANUARY



YEAR TO DATE (YTD)

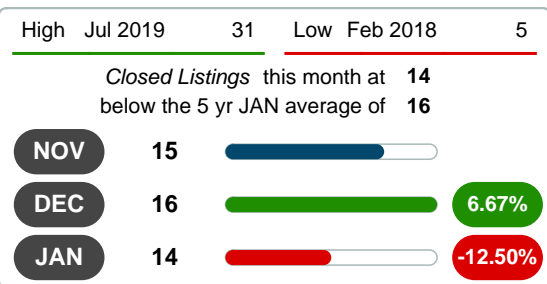


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$25,000 and less	1	7.14%	1.0	1	0	0	0
\$25,001 - \$75,000	2	14.29%	85.0	0	2	0	0
\$75,001 - \$100,000	2	14.29%	52.0	1	0	1	0
\$100,001 - \$125,000	2	14.29%	48.5	0	1	1	0
\$125,001 - \$200,000	3	21.43%	97.3	1	1	1	0
\$200,001 - \$250,000	2	14.29%	46.0	0	0	1	1
\$250,001 and up	2	14.29%	18.0	0	2	0	0
Total Closed Units				3	6	4	1
Total Closed Volume				252.50K	1.04M	608.90K	250.00K
Average Closed Price				\$84,167	\$172,667	\$152,225	\$250,000

January 2020



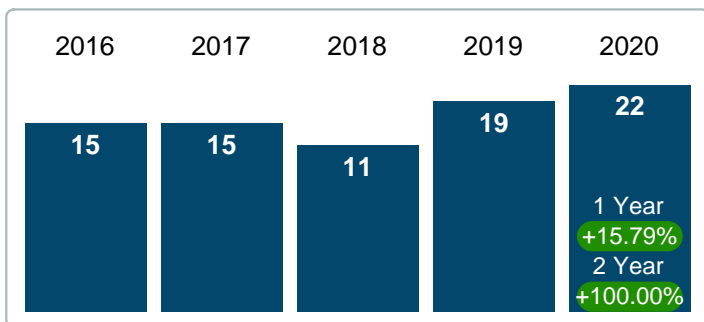
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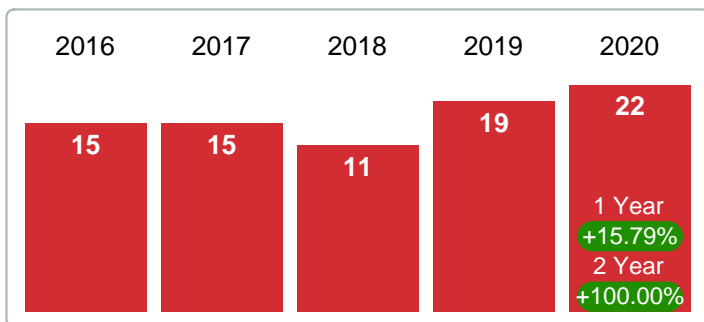
PENDING LISTINGS

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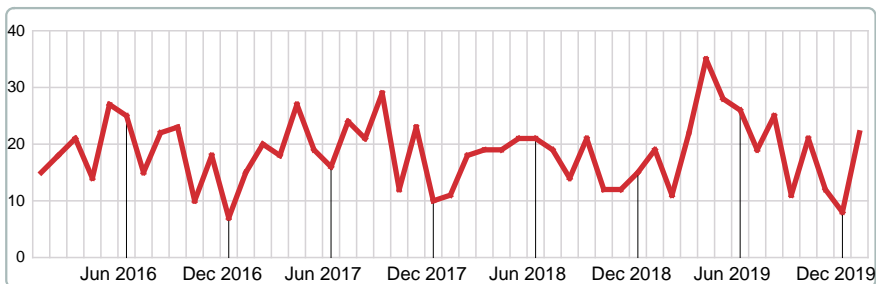
JANUARY



YEAR TO DATE (YTD)

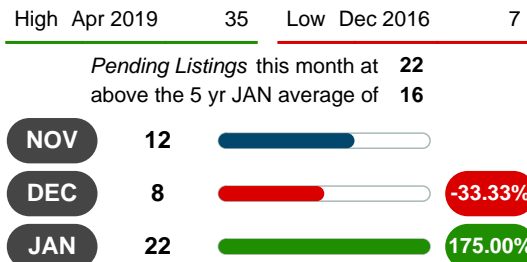


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 16



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	9.09%	91.0	0	2	0	0
\$30,001 - \$50,000	2	9.09%	59.0	1	1	0	0
\$50,001 - \$70,000	4	18.18%	73.8	0	3	1	0
\$70,001 - \$120,000	5	22.73%	96.0	1	3	1	0
\$120,001 - \$150,000	4	18.18%	73.5	1	2	1	0
\$150,001 - \$180,000	2	9.09%	47.0	0	1	1	0
\$180,001 and up	3	13.64%	83.0	0	1	2	0
Total Pending Units	22			3	13	6	0
Total Pending Volume	2,507,299	100%	74.9	262.00K	1.39M	855.90K	0.00B
Average Listing Price	\$114,681			\$87,333	\$106,877	\$142,650	\$0

January 2020



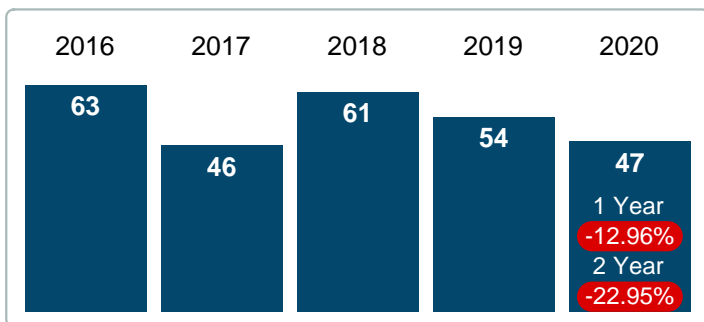
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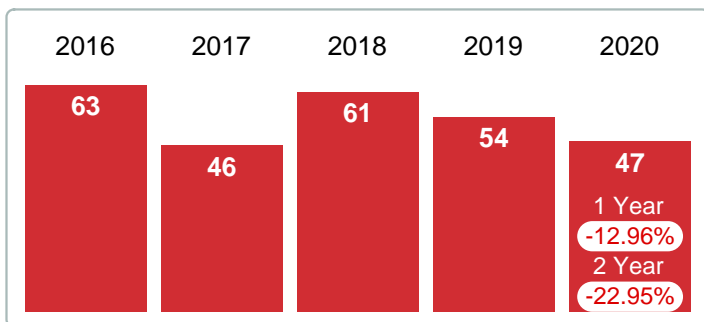
NEW LISTINGS

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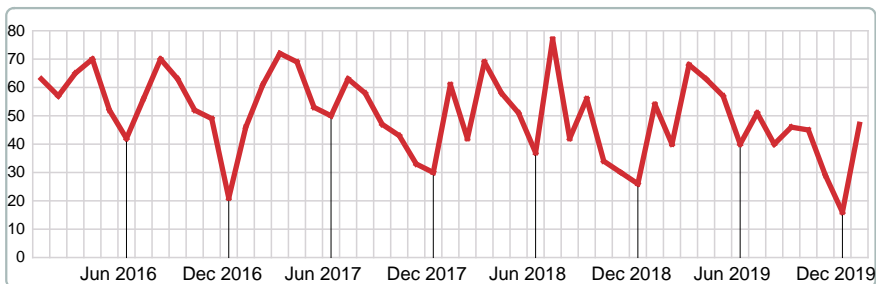
JANUARY



YEAR TO DATE (YTD)

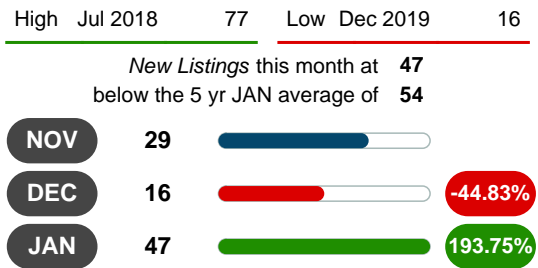


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.51%	3	1	0	0
\$40,001 - \$60,000	6	12.77%	4	2	0	0
\$60,001 - \$90,000	5	10.64%	4	1	0	0
\$90,001 - \$150,000	11	23.40%	6	4	1	0
\$150,001 - \$220,000	11	23.40%	2	6	2	1
\$220,001 - \$290,000	5	10.64%	1	2	2	0
\$290,001 and up	5	10.64%	1	1	3	0
Total New Listed Units	47		21	17	8	1
Total New Listed Volume	7,849,799	100%	2.41M	3.00M	2.28M	155.00K
Average New Listed Listing Price	\$117,293		\$114,962	\$176,465	\$285,088	\$155,000

January 2020



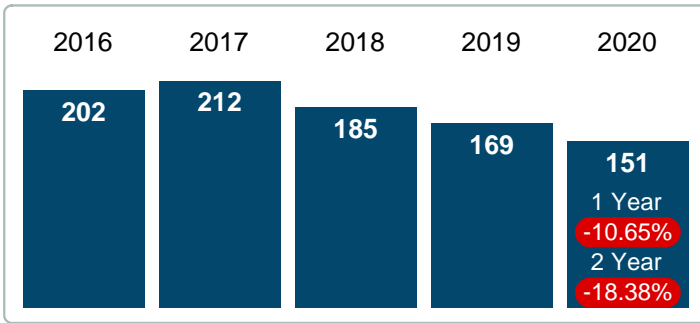
Area Delimited by County Of McIntosh - Residential Property Type



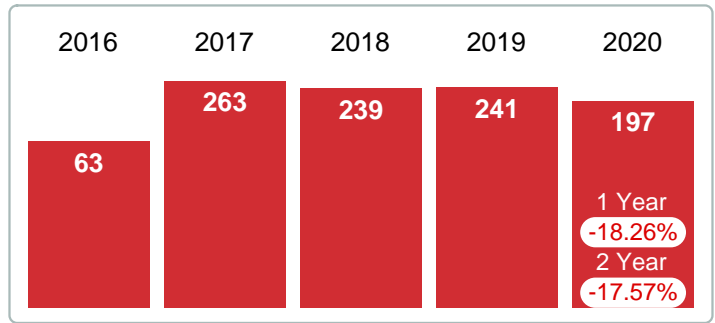
ACTIVE INVENTORY

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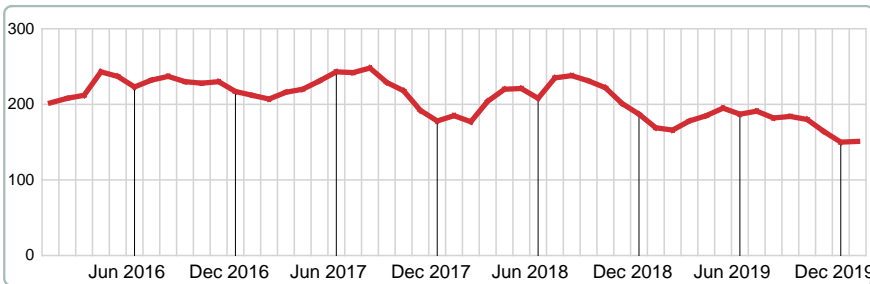
END OF JANUARY



ACTIVE DURING JANUARY

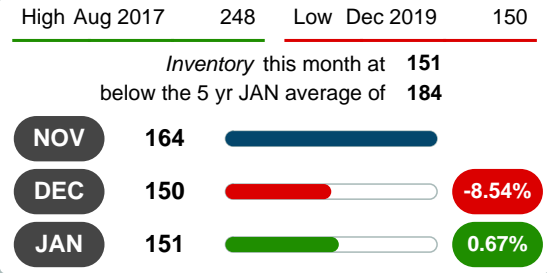


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 184



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	16	10.60%	53.5	10	6	0	0
\$50,001 - \$75,000	16	10.60%	115.9	10	5	1	0
\$75,001 - \$100,000	16	10.60%	101.3	8	7	1	0
\$100,001 - \$175,000	42	27.81%	87.8	8	27	5	2
\$175,001 - \$225,000	20	13.25%	84.4	4	10	5	1
\$225,001 - \$350,000	24	15.89%	90.1	3	11	7	3
\$350,001 and up	17	11.26%	82.4	1	7	6	3
Total Active Inventory by Units	151			44	73	25	9
Total Active Inventory by Volume	30,785,594	100%	87.9	5.03M	14.13M	6.67M	4.96M
Average Active Inventory Listing Price	\$203,878			\$114,329	\$193,552	\$266,716	\$550,878

January 2020



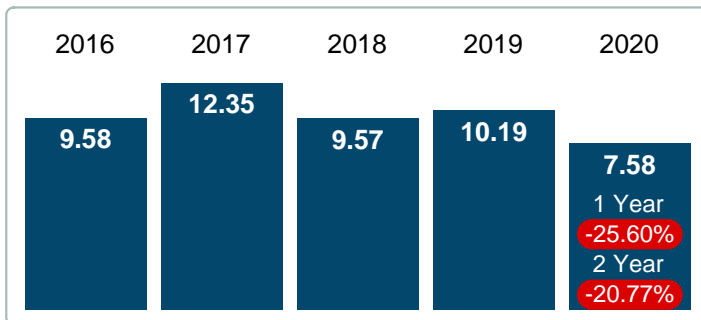
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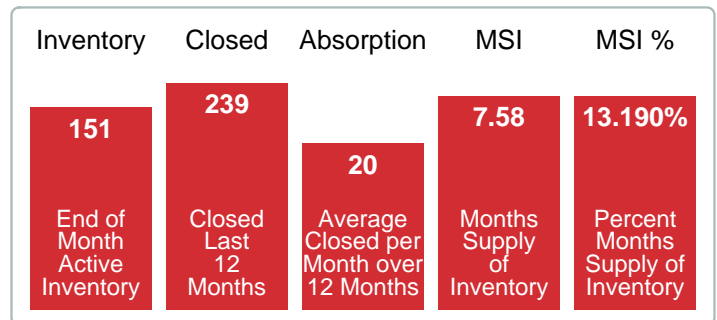
MONTHS SUPPLY of INVENTORY (MSI)

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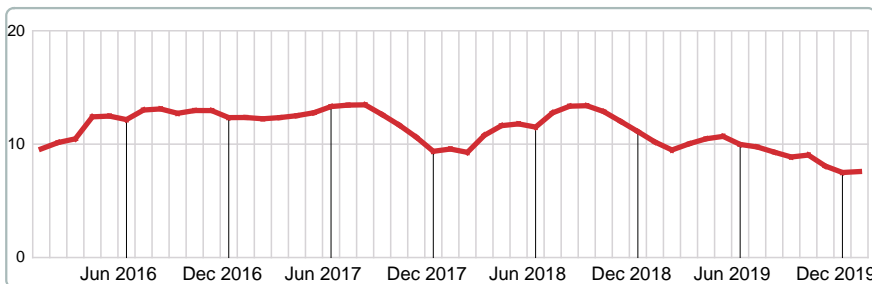
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

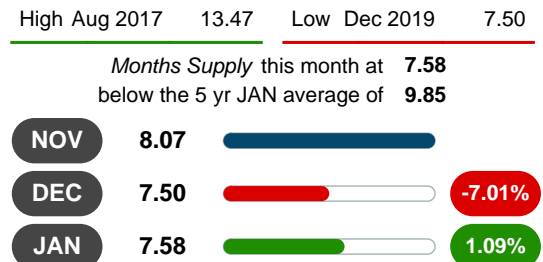


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9.85



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	16	10.60%	4.27	5.22	3.79	0.00	0.00
\$50,001 - \$75,000	16	10.60%	5.49	9.23	3.00	6.00	0.00
\$75,001 - \$100,000	16	10.60%	5.82	6.40	6.00	3.00	0.00
\$100,001 - \$175,000	42	27.81%	8.26	6.40	9.82	5.45	12.00
\$175,001 - \$225,000	20	13.25%	9.23	16.00	7.06	10.00	0.00
\$225,001 - \$350,000	24	15.89%	9.60	36.00	7.33	9.33	18.00
\$350,001 and up	17	11.26%	22.67	0.00	16.80	24.00	36.00
Market Supply of Inventory (MSI)			7.58	7.54	6.95	7.89	21.60
Total Active Inventory by Units		100%	7.58	44	73	25	9

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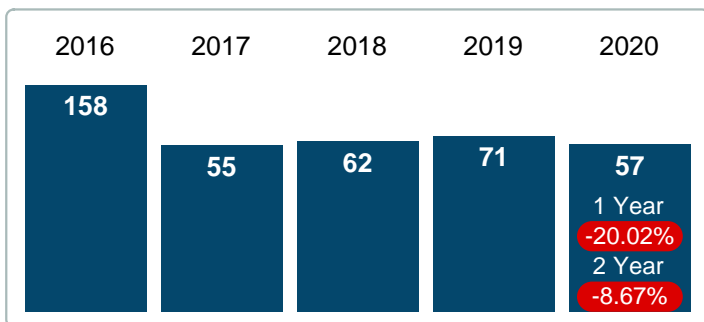
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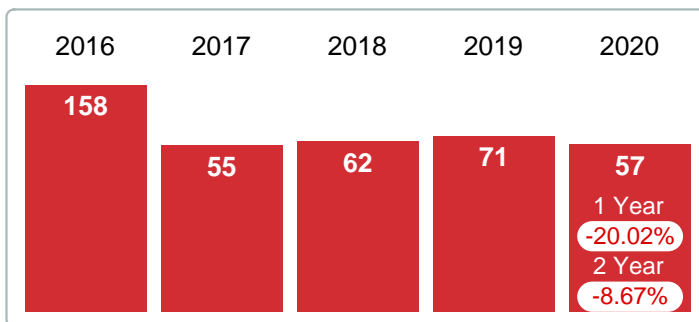
AVERAGE DAYS ON MARKET TO SALE

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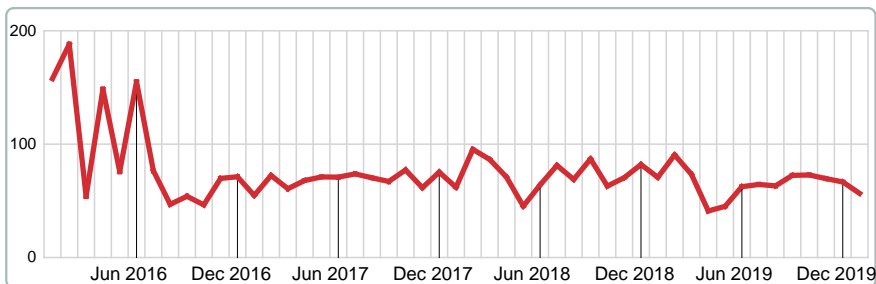
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

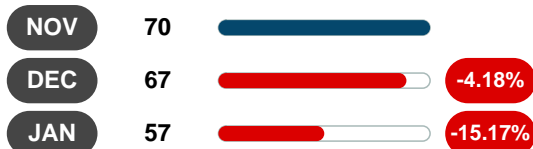


3 MONTHS

5 year JAN AVG = 80

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 57 below the 5 yr JAN average of 80



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	7.14%	1	1	0	0	0
\$25,001 - \$75,000	14.29%	85	0	85	0	0
\$75,001 - \$100,000	14.29%	52	1	0	103	0
\$100,001 - \$125,000	14.29%	49	0	82	15	0
\$125,001 - \$200,000	21.43%	97	115	176	1	0
\$200,001 - \$250,000	14.29%	46	0	0	1	91
\$250,001 and up	14.29%	18	0	18	0	0
Average Closed DOM		57	39	77	30	91
Total Closed Units	100%	57	3	6	4	1
Total Closed Volume		2,147,400	252.50K	1.04M	608.90K	250.00K

January 2020



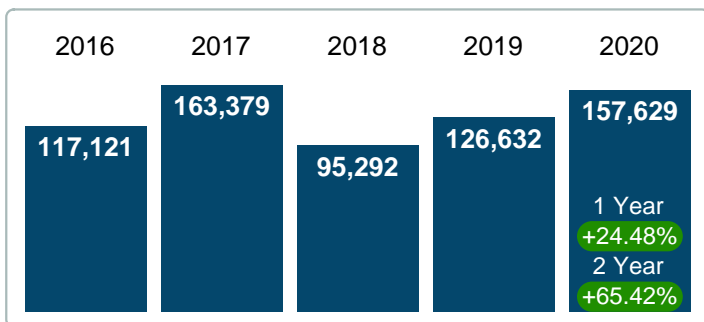
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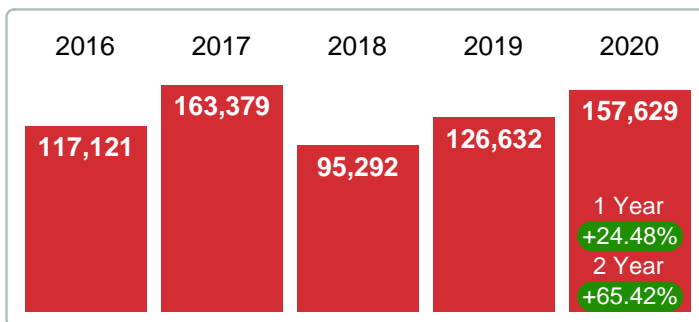
AVERAGE LIST PRICE AT CLOSING

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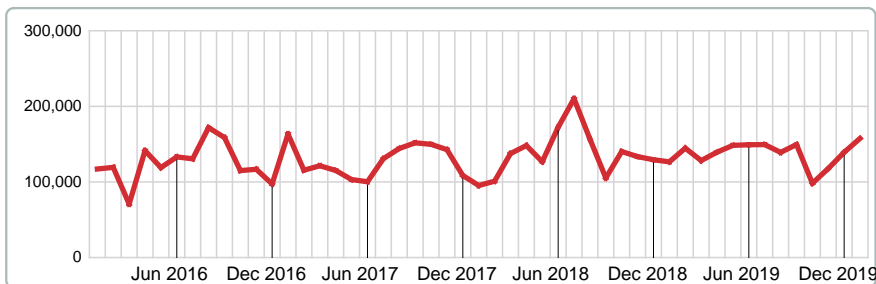
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

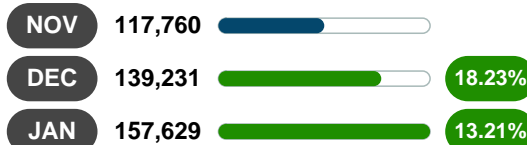


3 MONTHS

5 year JAN AVG = 132,010

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

Average List Price at Closing this month at **157,629**
above the 5 yr JAN average of **132,010**



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	0.00%	0	29,000	0	0	0
\$25,001 - \$75,000 3	21.43%	46,333	0	55,000	0	0
\$75,001 - \$100,000 2	14.29%	92,000	95,000	0	89,000	0
\$100,001 - \$125,000 2	14.29%	114,950	0	115,000	114,900	0
\$125,001 - \$200,000 3	21.43%	149,667	135,000	129,000	185,000	0
\$200,001 - \$250,000 1	7.14%	220,000	0	0	220,000	265,000
\$250,001 and up 3	21.43%	328,300	0	359,950	0	0
Average List Price		157,629	86,333	178,983	152,225	265,000
Total Closed Units	100%	157,629	3	6	4	1
Total Closed Volume		2,206,800	259.00K	1.07M	608.90K	265.00K

January 2020



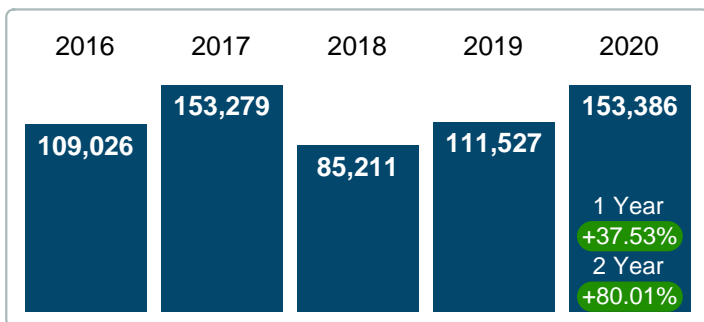
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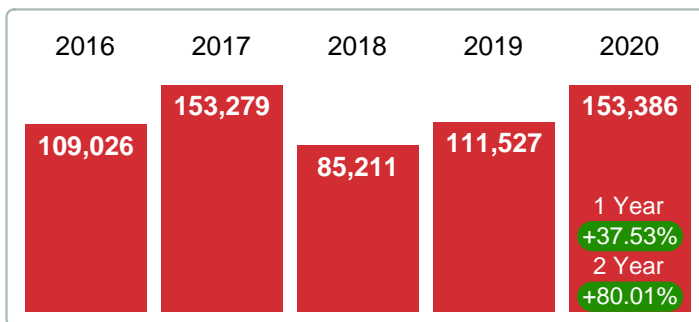
AVERAGE SOLD PRICE AT CLOSING

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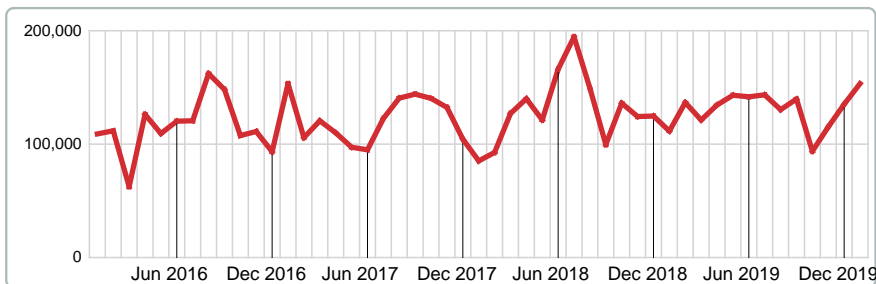
JANUARY



YEAR TO DATE (YTD)

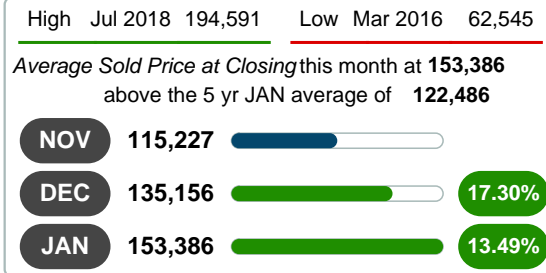


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 122,486



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	7.14%	25,000	25,000	0	0	0
\$25,001 - \$75,000	14.29%	43,000	0	43,000	0	0
\$75,001 - \$100,000	14.29%	93,250	97,500	0	89,000	0
\$100,001 - \$125,000	14.29%	109,950	0	105,000	114,900	0
\$125,001 - \$200,000	21.43%	148,333	130,000	130,000	185,000	0
\$200,001 - \$250,000	14.29%	235,000	0	0	220,000	250,000
\$250,001 and up	14.29%	357,500	0	357,500	0	0
Average Sold Price		153,386	84,167	172,667	152,225	250,000
Total Closed Units	100%	153,386	3	6	4	1
Total Closed Volume		2,147,400	252.50K	1.04M	608.90K	250.00K

January 2020



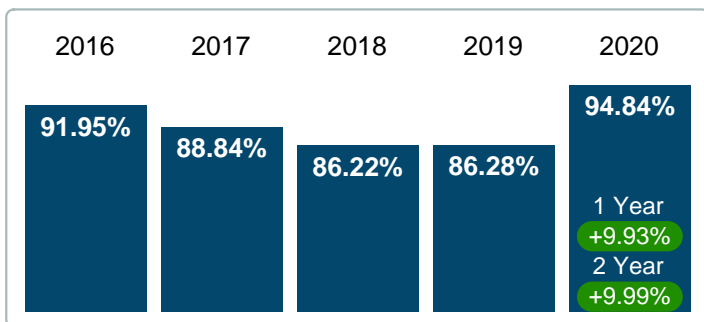
Area Delimited by County Of McIntosh - Residential Property Type



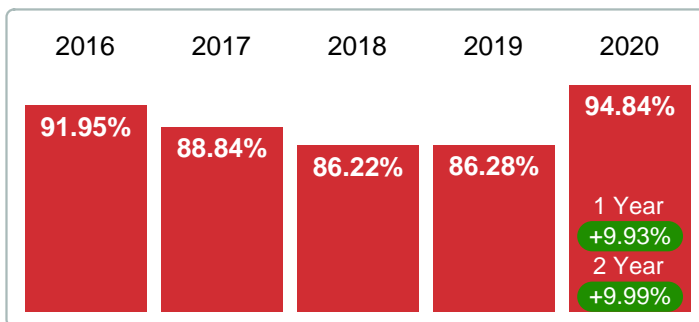
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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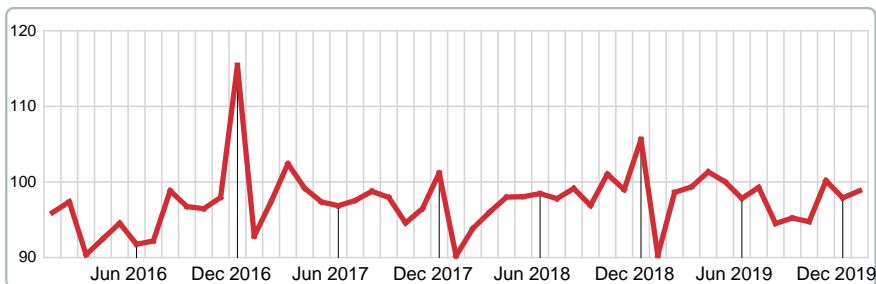
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

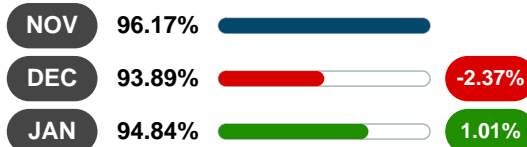


3 MONTHS

5 year JAN AVG = 89.63%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.84%**
above the 5 yr JAN average of **89.63%**



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	1	7.14%	86.21%	86.21%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	2	14.29%	78.18%	0.00%	78.18%	0.00%	0.00%
\$75,001 - \$100,000	2	14.29%	101.32%	102.63%	0.00%	100.00%	0.00%
\$100,001 - \$125,000	2	14.29%	95.65%	0.00%	91.30%	100.00%	0.00%
\$125,001 - \$200,000	3	21.43%	99.02%	96.30%	100.78%	100.00%	0.00%
\$200,001 - \$250,000	2	14.29%	97.17%	0.00%	0.00%	100.00%	94.34%
\$250,001 and up	2	14.29%	99.93%	0.00%	99.93%	0.00%	0.00%
Average Sold/List Ratio		94.80%		95.04%	91.38%	100.00%	94.34%
Total Closed Units		14	100%	3	6	4	1
Total Closed Volume		2,147,400		252.50K	1.04M	608.90K	250.00K

January 2020



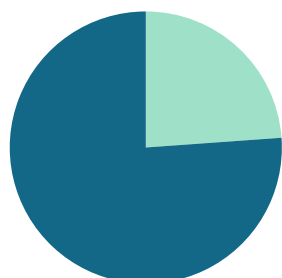
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

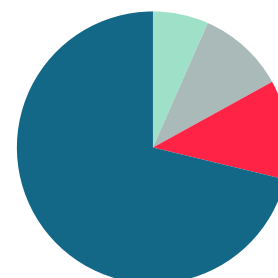


Inventory
 New Listings
47 = 23.86%
 Start Inventory
150
 Total Inventory Units
197
 Volume
\$37,013,592

Market Activity

Closed Sales
14 = 6.60%
 Pending Sales
22 = 10.38%
 Other Off Market
25 = 11.79%
 Active Inventory
151 = 71.23%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	15	14	-6.67%	15	14	-6.67%
Pending Sales	19	22	15.79%	19	22	15.79%
New Listings	54	47	-12.96%	54	47	-12.96%
Average List Price	126,632	157,629	24.48%	126,632	157,629	24.48%
Average Sale Price	111,527	153,386	37.53%	111,527	153,386	37.53%
Average Percent of Selling Price to List Price	86.28%	94.84%	9.93%	86.28%	94.84%	9.93%
Average Days on Market to Sale	70.73	56.57	-20.02%	70.73	56.57	-20.02%
Monthly Inventory	169	151	-10.65%	169	151	-10.65%
Months Supply of Inventory	10.19	7.58	-25.60%	10.19	7.58	-25.60%

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

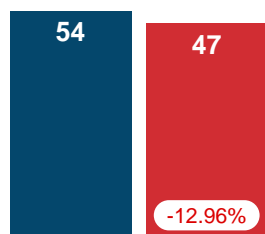
Inventory on January 31, 2020 = **151**

2019 **2020**

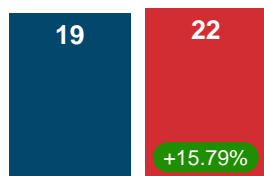
JANUARY MARKET

AVERAGE PRICES

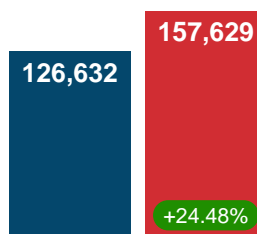
New Listings



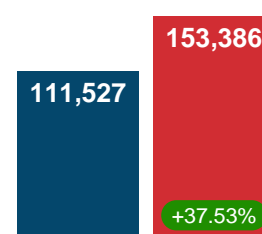
Pending Listings



List Price



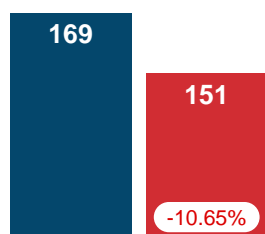
Sale Price



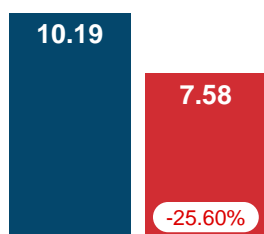
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

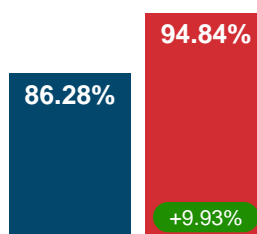
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

