

# January 2020



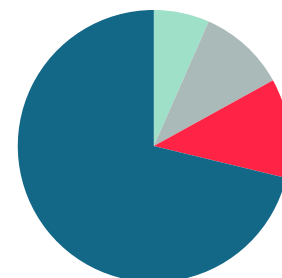
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	105,000	122,000	16.19%
Median Sale Price	81,000	122,450	51.17%
Median Percent of Selling Price to List Price	92.66%	98.92%	6.76%
Median Days on Market to Sale	75.00	49.50	-34.00%
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.

#### 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 **51.17%** in January 2020 to \$122,450 versus the previous year at \$81,000.

#### Median Days on Market Shortens

The median number of **49.50** days that homes spent on the market before selling decreased by 25.50 days or **34.00%** in January 2020 compared to last year's same month at **75.00** DOM.

#### Sales Success for January 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 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.

### 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

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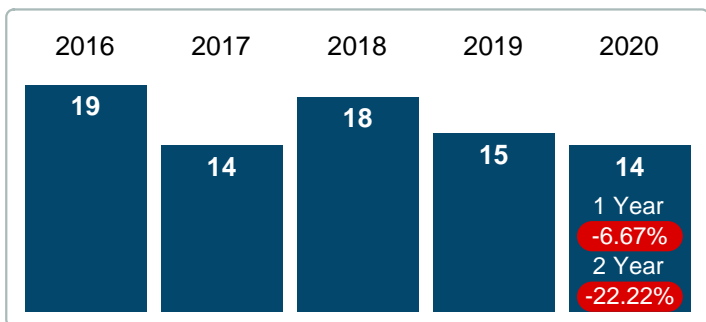
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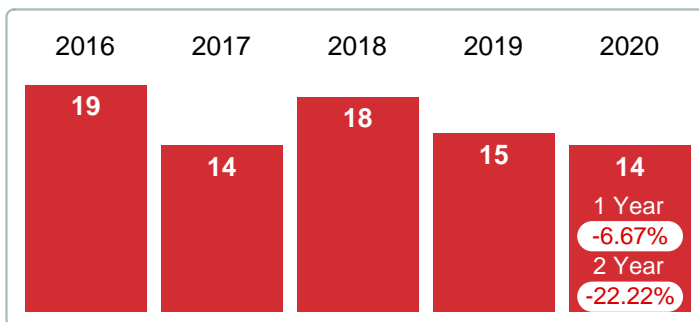
## CLOSED LISTINGS

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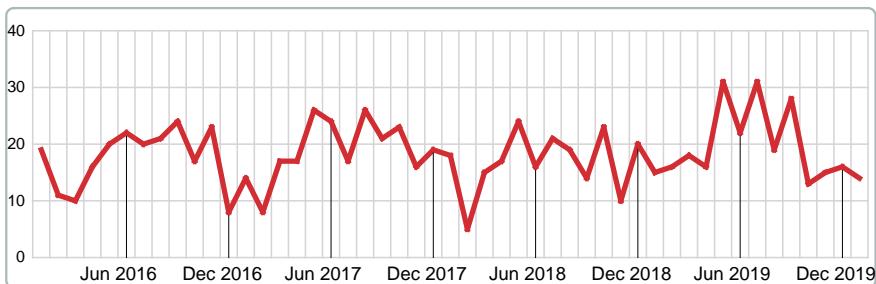
### JANUARY



### YEAR TO DATE (YTD)

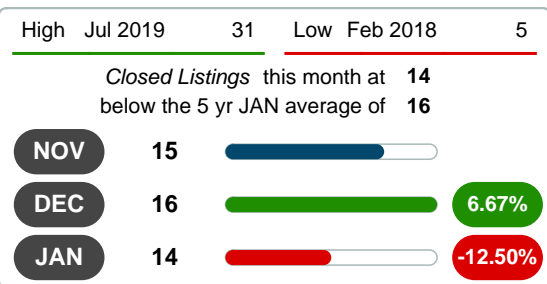


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 16



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	1	7.14%	1.0	1	0	0	0
\$30,001 - \$80,000	2	14.29%	85.0	0	2	0	0
\$80,001 - \$100,000	2	14.29%	52.0	1	0	1	0
\$100,001 - \$130,000	4	28.57%	98.5	1	2	1	0
\$130,001 - \$220,000	2	14.29%	1.0	0	0	2	0
\$220,001 - \$260,000	2	14.29%	47.0	0	1	0	1
\$260,001 and up	1	7.14%	33.0	0	1	0	0
<b>Total Closed Units</b>	<b>14</b>			<b>3</b>	<b>6</b>	<b>4</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>2,147,400</b>	<b>100%</b>	<b>49.5</b>	<b>252.50K</b>	<b>1.04M</b>	<b>608.90K</b>	<b>250.00K</b>
<b>Median Closed Price</b>	<b>\$122,450</b>			<b>\$97,500</b>	<b>\$117,500</b>	<b>\$149,950</b>	<b>\$250,000</b>

# January 2020



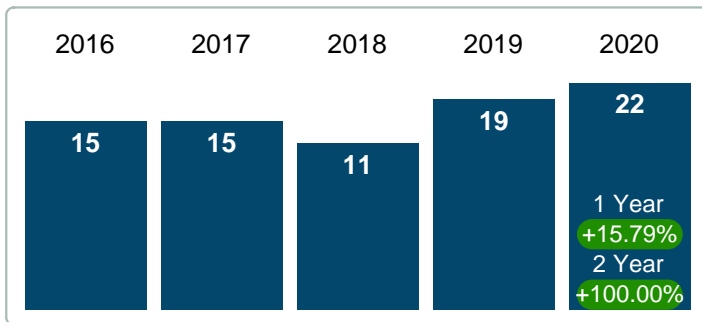
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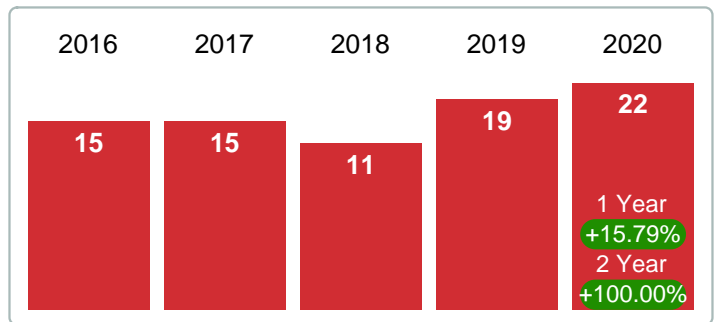
## PENDING LISTINGS

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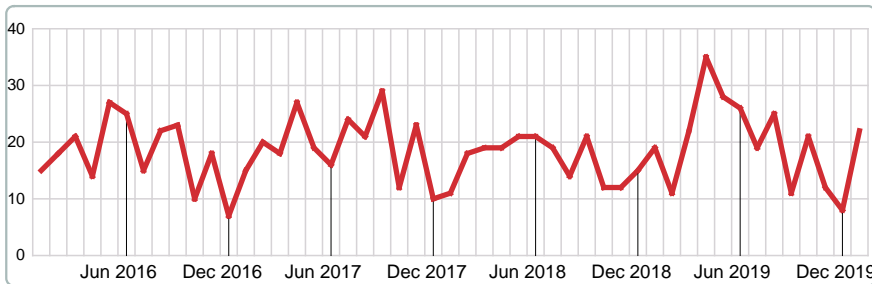
### JANUARY



### YEAR TO DATE (YTD)

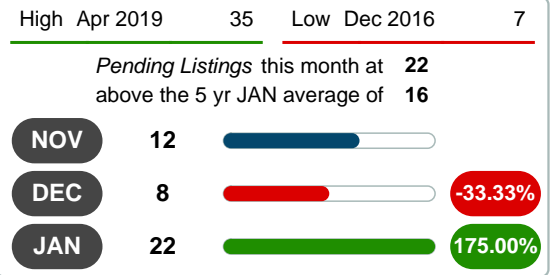


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 16



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	87.0	0	3	1	0
\$70,001 - \$120,000	5	22.73%	121.0	1	3	1	0
\$120,001 - \$150,000	4	18.18%	62.5	1	2	1	0
\$150,001 - \$180,000	2	9.09%	47.0	0	1	1	0
\$180,001 and up	3	13.64%	91.0	0	1	2	0
<b>Total Pending Units</b>	<b>22</b>			<b>3</b>	<b>13</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>2,507,299</b>	<b>100%</b>	<b>87.0</b>	<b>262.00K</b>	<b>1.39M</b>	<b>855.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$97,000</b>			<b>\$95,000</b>	<b>\$85,000</b>	<b>\$156,500</b>	<b>\$0</b>

# January 2020



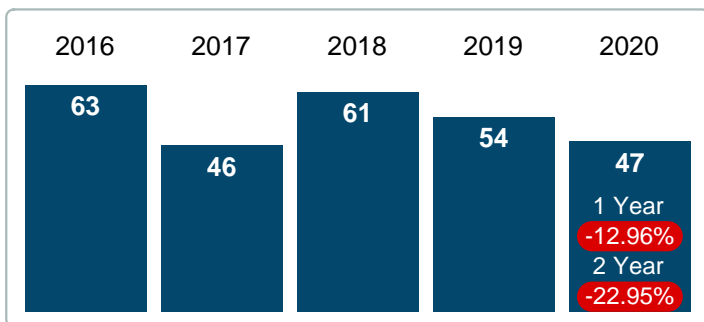
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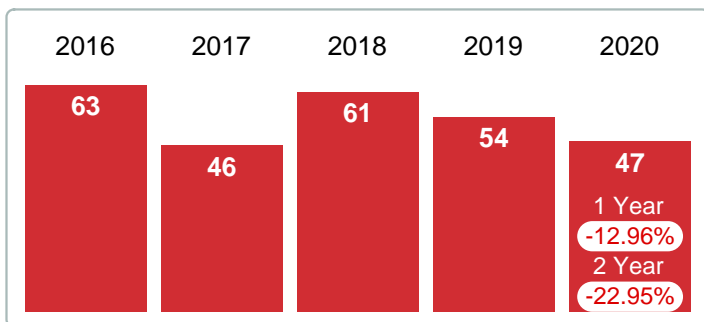
## NEW LISTINGS

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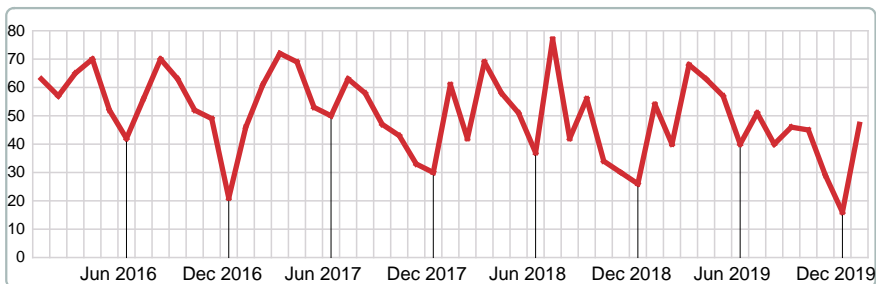
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 54

High Jul 2018 77 Low Dec 2019 16

New Listings this month at 47 below the 5 yr JAN average of 54

- NOV 29
- DEC 16 (-44.83%)
- JAN 47 (193.75%)

### 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
<b>Total New Listed Units</b>	<b>47</b>		<b>21</b>	<b>17</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,849,799</b>	<b>100%</b>	<b>2.41M</b>	<b>3.00M</b>	<b>2.28M</b>	<b>155.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$138,000</b>		<b>\$82,000</b>	<b>\$153,000</b>	<b>\$266,950</b>	<b>\$155,000</b>

# January 2020



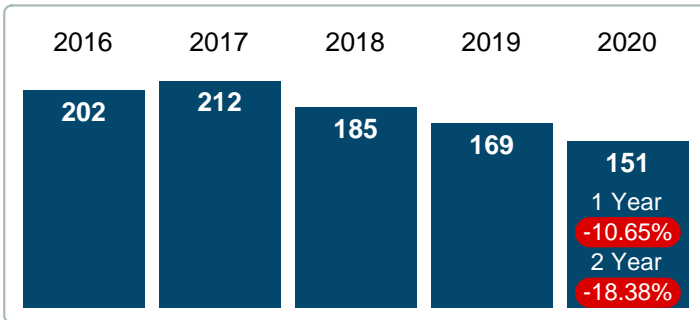
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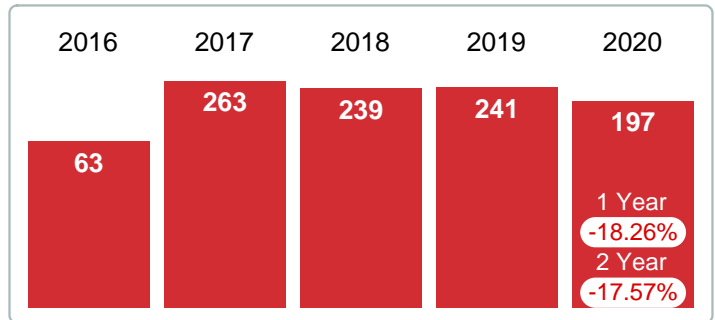
## ACTIVE INVENTORY

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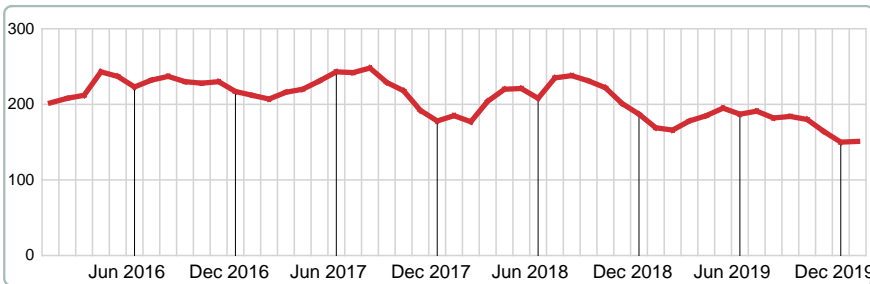
### END OF JANUARY



### ACTIVE DURING JANUARY

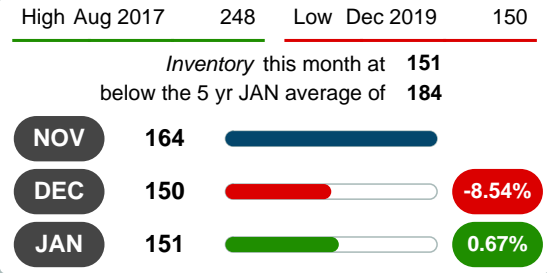


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 184



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	16	10.60%	37.0	10	6	0	0
\$50,001 - \$75,000	16	10.60%	124.0	10	5	1	0
\$75,001 - \$100,000	16	10.60%	114.5	8	7	1	0
\$100,001 - \$175,000	42	27.81%	90.0	8	27	5	2
\$175,001 - \$225,000	20	13.25%	76.0	4	10	5	1
\$225,001 - \$350,000	24	15.89%	89.5	3	11	7	3
\$350,001 and up	17	11.26%	89.0	1	7	6	3
<b>Total Active Inventory by Units</b>	<b>151</b>			<b>44</b>	<b>73</b>	<b>25</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>30,785,594</b>	<b>100%</b>	<b>91.0</b>	<b>5.03M</b>	<b>14.13M</b>	<b>6.67M</b>	<b>4.96M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$156,000</b>			<b>\$88,750</b>	<b>\$156,000</b>	<b>\$249,000</b>	<b>\$299,000</b>

# January 2020



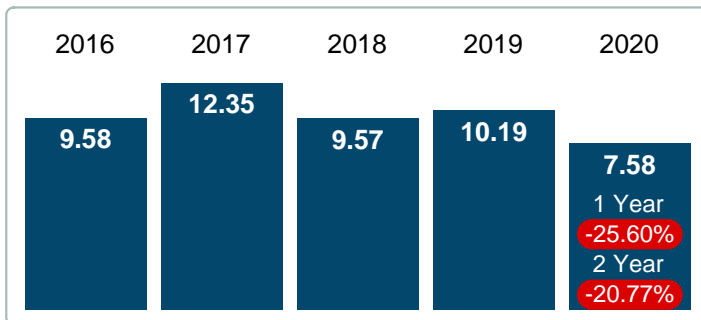
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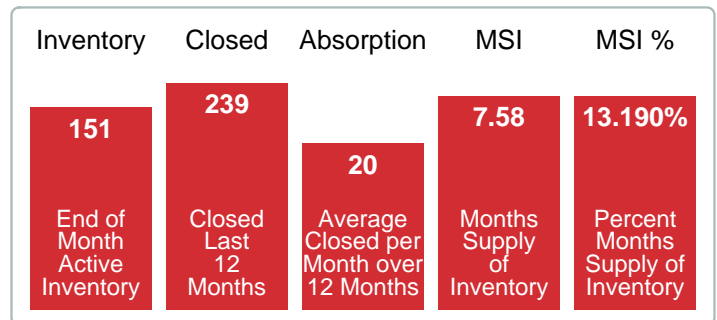
## MONTHS SUPPLY of INVENTORY (MSI)

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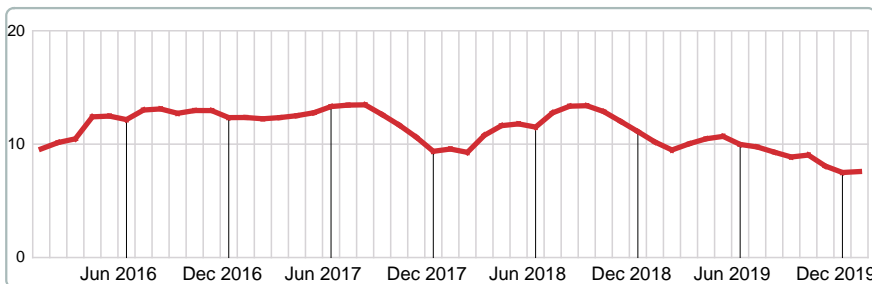
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

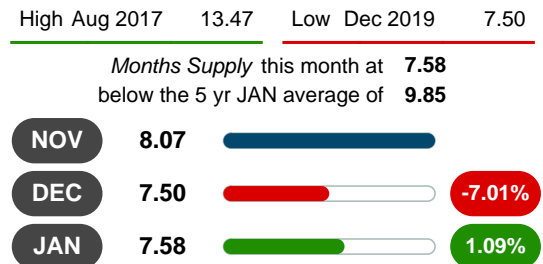


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2020



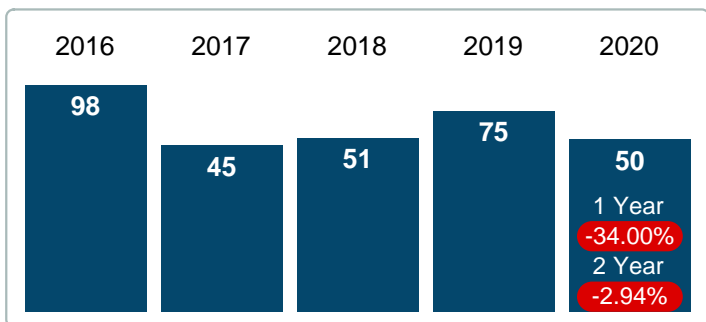
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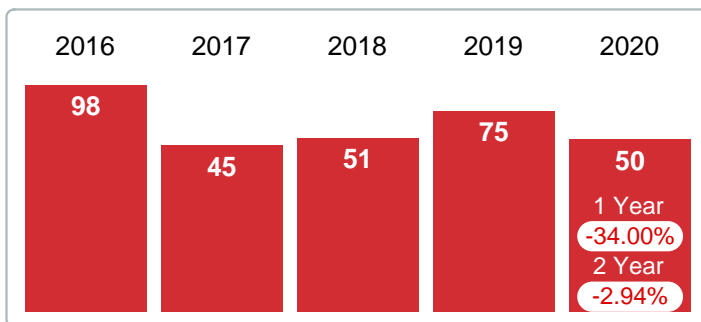
## MEDIAN DAYS ON MARKET TO SALE

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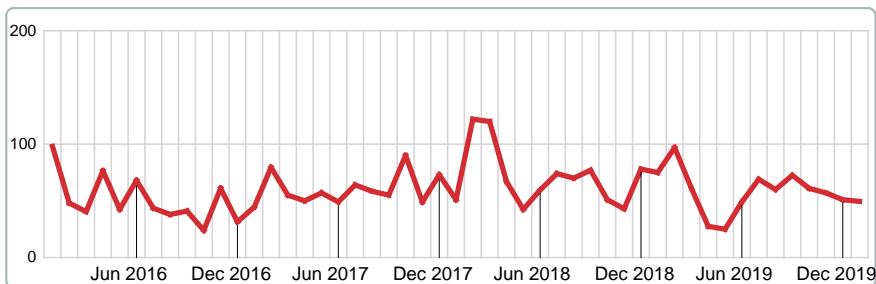
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

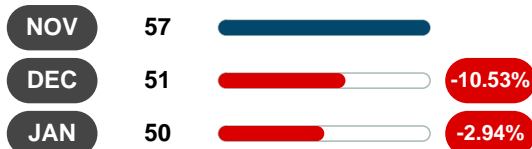


### 3 MONTHS

5 year JAN AVG = 64

High Feb 2018 122 Low Oct 2016 24

Median Days on Market to Sale this month at 50 below the 5 yr JAN average of 64



### 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
\$30,000 and less	7.14%	1	1	0	0	0
\$30,001 - \$80,000	14.29%	85	0	85	0	0
\$80,001 - \$100,000	14.29%	52	1	0	103	0
\$100,001 - \$130,000	28.57%	99	115	129	15	0
\$130,001 - \$220,000	14.29%	1	0	0	1	0
\$220,001 - \$260,000	14.29%	47	0	3	0	91
\$260,001 and up	7.14%	33	0	33	0	0
Median Closed DOM		50	1	74	8	91
Total Closed Units	100%	49.5	3	6	4	1
Total Closed Volume		2,147,400	252.50K	1.04M	608.90K	250.00K

# January 2020



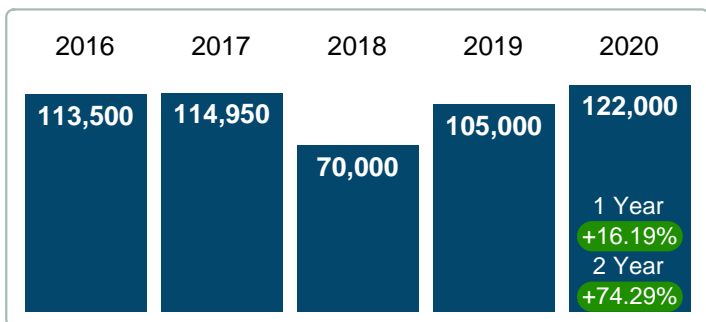
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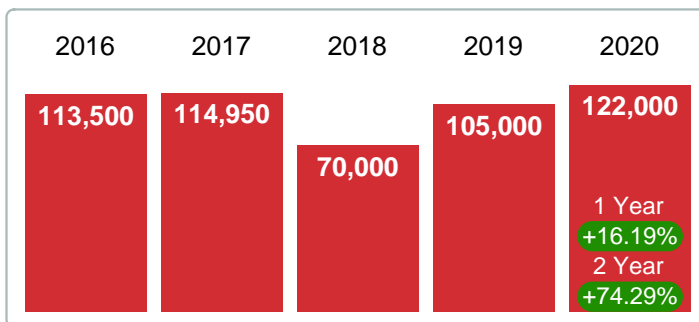
## MEDIAN LIST PRICE AT CLOSING

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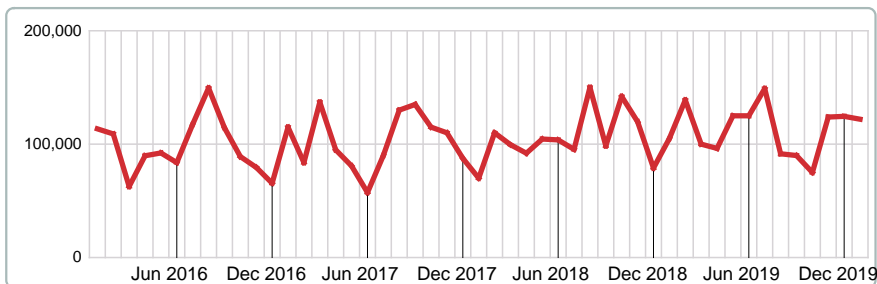
### JANUARY



### YEAR TO DATE (YTD)

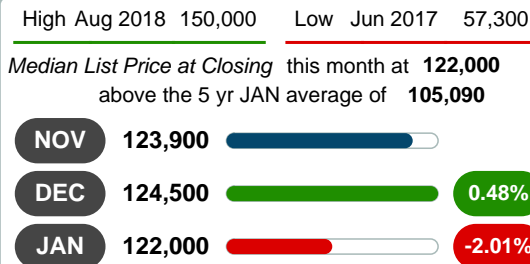


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 105,090



### 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
\$30,000 and less	1	7.14%	29,000	29,000	0	0	0
\$30,001 - \$80,000	2	14.29%	55,000	0	55,000	0	0
\$80,001 - \$100,000	2	14.29%	92,000	95,000	0	89,000	0
\$100,001 - \$130,000	3	21.43%	115,000	0	122,000	114,900	0
\$130,001 - \$220,000	3	21.43%	185,000	135,000	0	202,500	0
\$220,001 - \$260,000	1	7.14%	254,900	0	254,900	0	0
\$260,001 and up	2	14.29%	365,000	0	465,000	0	265,000
Median List Price			122,000	95,000	122,000	149,950	265,000
Total Closed Units		100%	122,000	3	6	4	1
Total Closed Volume			2,206,800	259.00K	1.07M	608.90K	265.00K



# January 2020



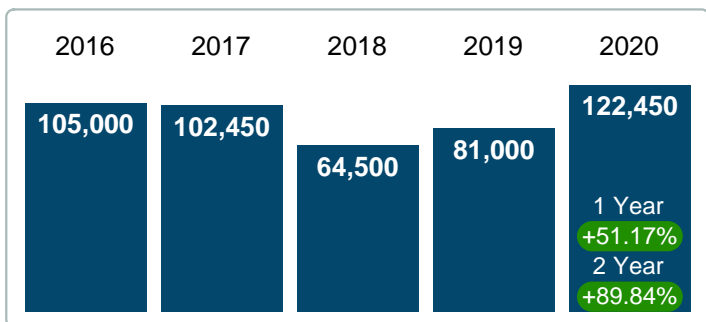
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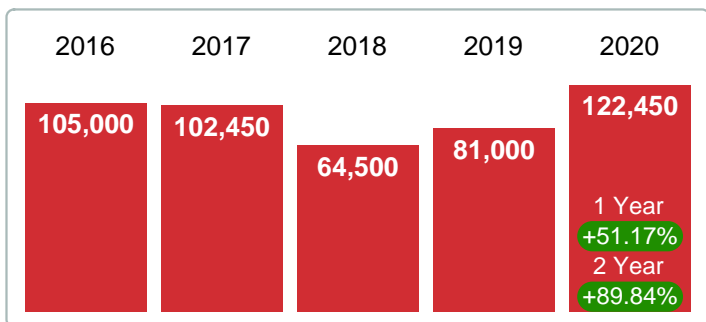
## MEDIAN SOLD PRICE AT CLOSING

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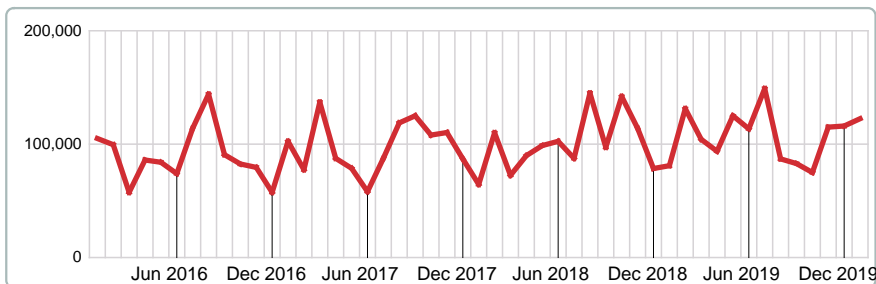
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

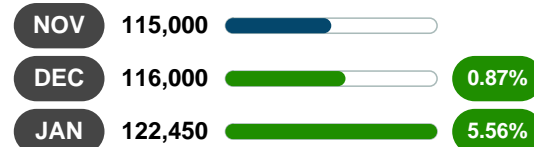


### 3 MONTHS

5 year JAN AVG = 95,080

High Jul 2019 149,000 Low Dec 2016 57,500

Median Sold Price at Closing this month at **122,450** above the 5 yr JAN average of **95,080**



### 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
\$30,000 and less	1	7.14%	25,000	25,000	0	0	0
\$30,001 - \$80,000	2	14.29%	43,000	0	43,000	0	0
\$80,001 - \$100,000	2	14.29%	93,250	97,500	0	89,000	0
\$100,001 - \$130,000	4	28.57%	122,450	130,000	117,500	114,900	0
\$130,001 - \$220,000	2	14.29%	202,500	0	0	202,500	0
\$220,001 - \$260,000	2	14.29%	255,000	0	260,000	0	250,000
\$260,001 and up	1	7.14%	455,000	0	455,000	0	0
Median Sold Price			122,450	97,500	117,500	149,950	250,000
Total Closed Units		100%	122,450	3	6	4	1
Total Closed Volume			2,147,400	252.50K	1.04M	608.90K	250.00K

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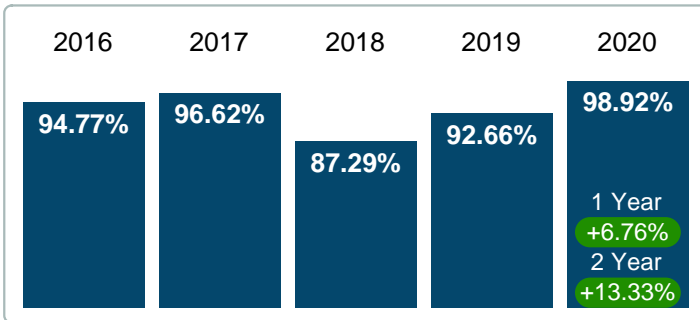
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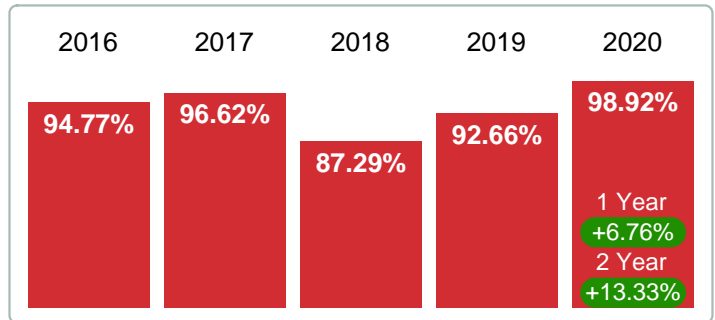
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

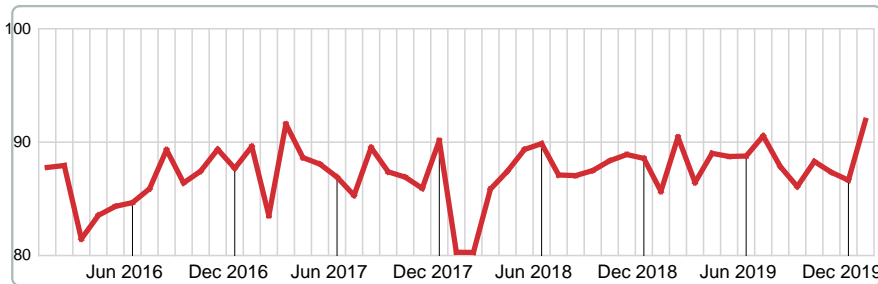
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

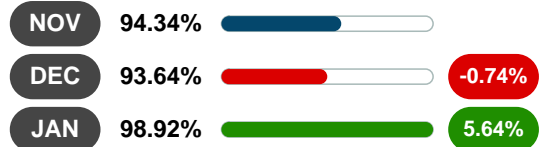


### 3 MONTHS

5 year JAN AVG = 94.05%

High Jan 2020 98.92% Low Feb 2018 87.27%

Median Sold/List Ratio this month at 98.92%  
above the 5 yr JAN average of 94.05%



### 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
\$30,000 and less	<div style="width: 7.14%;"></div> 1	7.14%	86.21%	86.21%	0.00%	0.00%	0.00%
\$30,001 - \$80,000	<div style="width: 14.29%;"></div> 2	14.29%	78.18%	0.00%	78.18%	0.00%	0.00%
\$80,001 - \$100,000	<div style="width: 14.29%;"></div> 2	14.29%	101.32%	102.63%	0.00%	100.00%	0.00%
\$100,001 - \$130,000	<div style="width: 28.57%;"></div> 4	28.57%	98.15%	96.30%	96.04%	100.00%	0.00%
\$130,001 - \$220,000	<div style="width: 14.29%;"></div> 2	14.29%	100.00%	0.00%	0.00%	100.00%	0.00%
\$220,001 - \$260,000	<div style="width: 14.29%;"></div> 2	14.29%	98.17%	0.00%	102.00%	0.00%	94.34%
\$260,001 and up	<div style="width: 7.14%;"></div> 1	7.14%	97.85%	0.00%	97.85%	0.00%	0.00%
Median Sold/List Ratio		98.92%		96.30%	94.58%	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



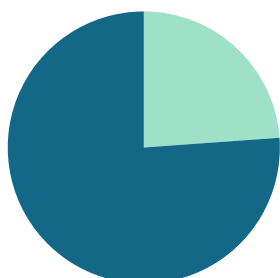
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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### INVENTORY

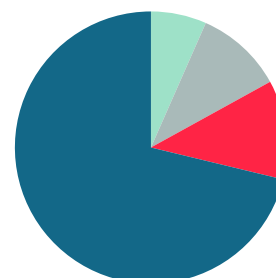


**Inventory**  
 New Listings  
**47 = 23.86%**  
 Start Inventory  
**150**  
 Total Inventory Units  
**197**  
 Volume  
**\$37,013,592**

### 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%
Median List Price	105,000	122,000	16.19%	105,000	122,000	16.19%
Median Sale Price	81,000	122,450	51.17%	81,000	122,450	51.17%
Median Percent of Selling Price to List Price	92.66%	98.92%	6.76%	92.66%	98.92%	6.76%
Median Days on Market to Sale	75.00	49.50	-34.00%	75.00	49.50	-34.00%
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

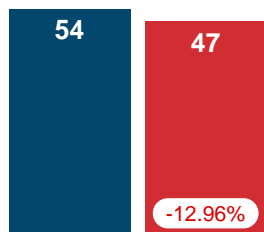
**Inventory** on January 31, 2020 = **151**

**2019** **2020**

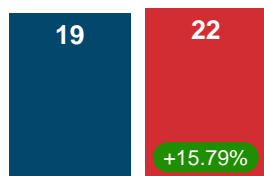
### JANUARY MARKET

### MEDIAN PRICES

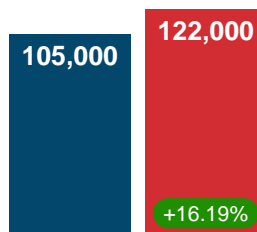
#### New Listings



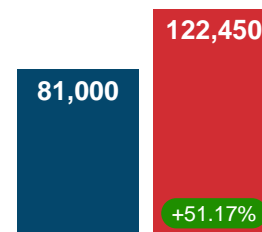
#### Pending Listings



#### List Price



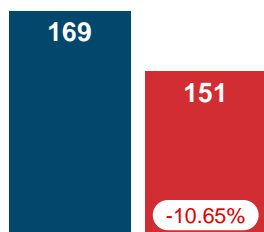
#### Sale Price



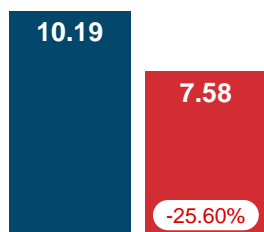
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

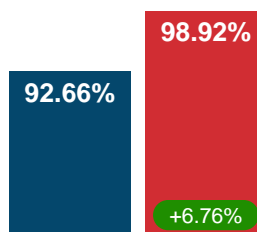
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

