

# July 2020



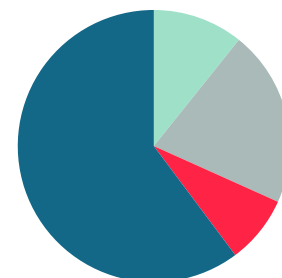
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	31	20	-35.48%
Pending Listings	19	39	105.26%
New Listings	51	34	-33.33%
Average List Price	149,419	131,525	-11.98%
Average Sale Price	143,463	121,945	-15.00%
Average Percent of Selling Price to List Price	95.28%	92.04%	-3.40%
Average Days on Market to Sale	64.42	75.25	16.81%
End of Month Inventory	191	112	-41.36%
Months Supply of Inventory	9.75	5.89	-39.56%



■ Closed (10.75%)  
■ Pending (20.97%)  
■ Other OffMarket (8.06%)  
■ Active (60.22%)

**Absorption:** Last 12 months, an Average of **19** Sales/Month  
**Active Inventory** as of July 31, 2020 = **112**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **41.36%** to 112 existing homes available for sale. Over the last 12 months this area has had an average of 19 closed sales per month. This represents an unsold inventory index of **5.89** 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 **15.00%** in July 2020 to \$121,945 versus the previous year at \$143,463.

#### Average Days on Market Lengthens

The average number of **75.25** days that homes spent on the market before selling increased by 10.83 days or **16.81%** in July 2020 compared to last year's same month at **64.42** DOM.

#### Sales Success for July 2020 is Positive

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

There were 34 New Listings in July 2020, down **33.33%** from last year at 51. Furthermore, there were 20 Closed Listings this month versus last year at 31, a **-35.48%** decrease.

Closed versus Listed trends yielded a **58.8%** ratio, down from previous year's, July 2019, at **60.8%**, a **3.23%** downswing. This will certainly create pressure on a decreasing Month's 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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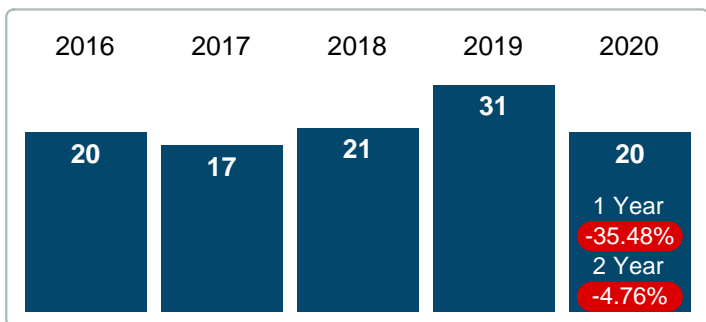
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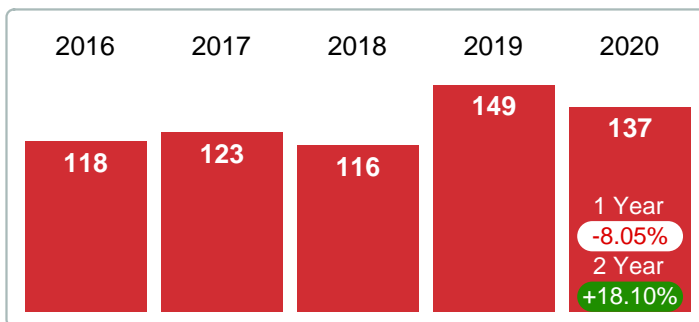
## CLOSED LISTINGS

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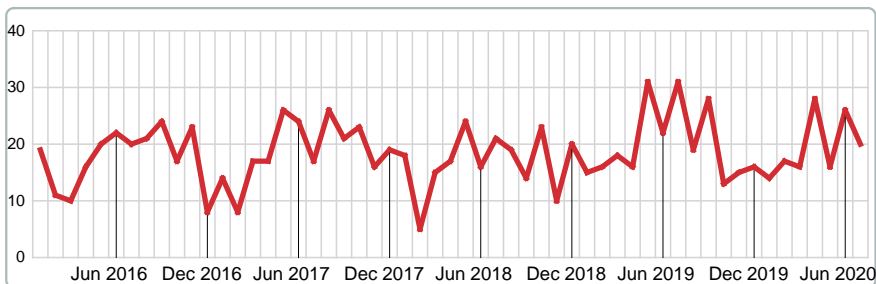
### JULY



### YEAR TO DATE (YTD)

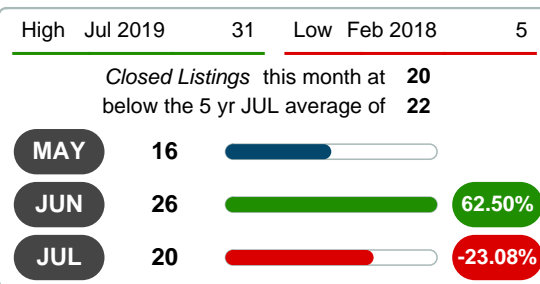


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 22



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	<b>2</b>	10.00%	114.0	0	2	0	0
\$40,001 - \$70,000	<b>2</b>	10.00%	60.0	1	1	0	0
\$70,001 - \$90,000	<b>2</b>	10.00%	21.0	1	1	0	0
\$90,001 - \$150,000	<b>7</b>	35.00%	97.7	3	4	0	0
\$150,001 - \$160,000	<b>1</b>	5.00%	1.0	1	0	0	0
\$160,001 - \$210,000	<b>5</b>	25.00%	67.4	4	1	0	0
\$210,001 and up	<b>1</b>	5.00%	93.0	1	0	0	0
<b>Total Closed Units</b>	<b>20</b>			<b>11</b>	<b>9</b>	<b>0</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,438,900</b>	<b>100%</b>	<b>75.3</b>	<b>1.61M</b>	<b>827.50K</b>	<b>0.00B</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$121,945</b>			<b>\$146,491</b>	<b>\$91,944</b>	<b>\$0</b>	<b>\$0</b>

# July 2020



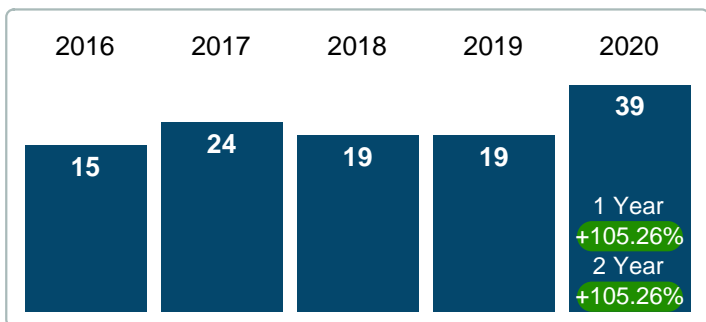
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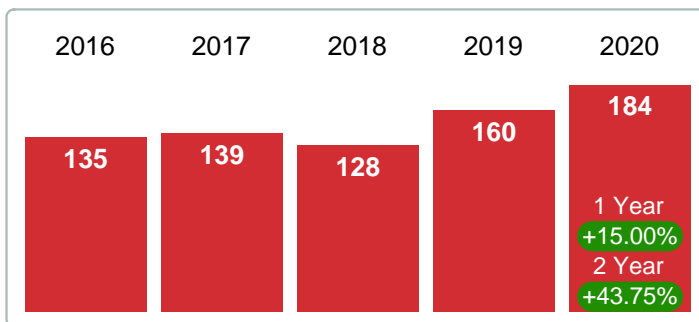
## PENDING LISTINGS

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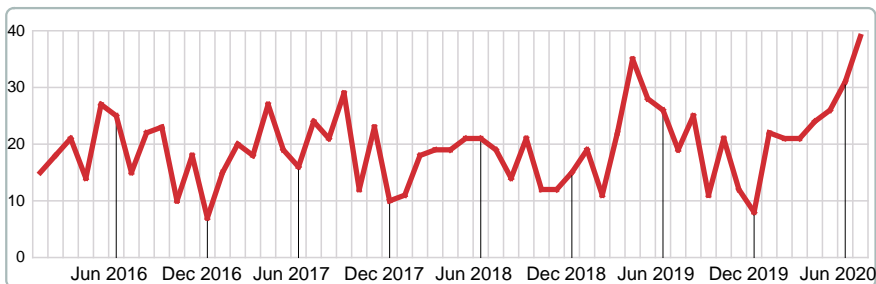
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 23

High	Jul 2020	39	Low	Dec 2016	7
Pending Listings this month at <b>39</b> above the 5 yr JUL average of <b>23</b>					
MAY	26	<div style="width: 65%;"></div>			
JUN	31	<div style="width: 87%;"></div>			19.23%
JUL	39	<div style="width: 100%;"></div>			25.81%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	2.56%	48.0	0	1	0	0
\$50,001 - \$75,000	4	10.26%	36.0	2	2	0	0
\$75,001 - \$100,000	6	15.38%	45.8	1	5	0	0
\$100,001 - \$175,000	15	38.46%	67.7	6	5	3	1
\$175,001 - \$200,000	3	7.69%	76.7	0	2	1	0
\$200,001 - \$275,000	7	17.95%	47.4	1	4	2	0
\$275,001 and up	3	7.69%	86.3	0	1	2	0
<b>Total Pending Units</b>	<b>39</b>			<b>10</b>	<b>20</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,506,699</b>	<b>100%</b>	<b>59.1</b>	<b>1.30M</b>	<b>3.18M</b>	<b>1.85M</b>	<b>175.00K</b>
<b>Average Listing Price</b>	<b>\$166,838</b>			<b>\$129,660</b>	<b>\$159,110</b>	<b>\$231,612</b>	<b>\$175,000</b>

# July 2020



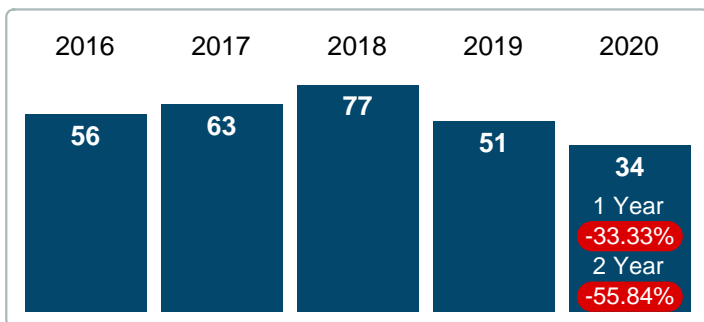
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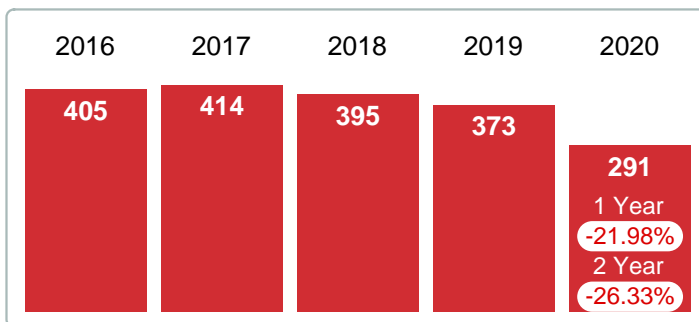
## NEW LISTINGS

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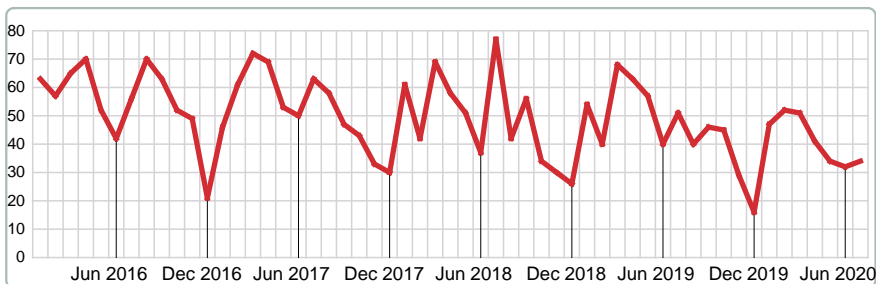
### JULY



### YEAR TO DATE (YTD)

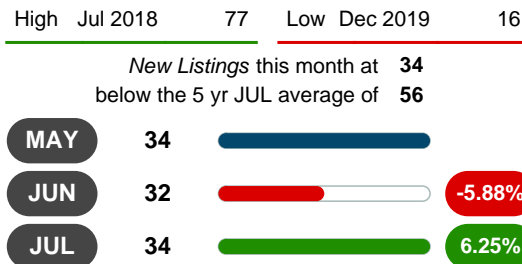


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 56



### 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	2.94%	0	1	0	0
\$50,001 - \$75,000	5	14.71%	5	0	0	0
\$75,001 - \$125,000	5	14.71%	3	2	0	0
\$125,001 - \$175,000	9	26.47%	5	2	2	0
\$175,001 - \$250,000	7	20.59%	1	4	2	0
\$250,001 - \$450,000	3	8.82%	0	0	2	1
\$450,001 and up	4	11.76%	1	2	1	0
<b>Total New Listed Units</b>	<b>34</b>		<b>15</b>	<b>11</b>	<b>7</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,295,500</b>	<b>100%</b>	<b>2.15M</b>	<b>2.44M</b>	<b>2.41M</b>	<b>299.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$208,958</b>		<b>\$143,000</b>	<b>\$221,618</b>	<b>\$344,814</b>	<b>\$299,000</b>

# July 2020



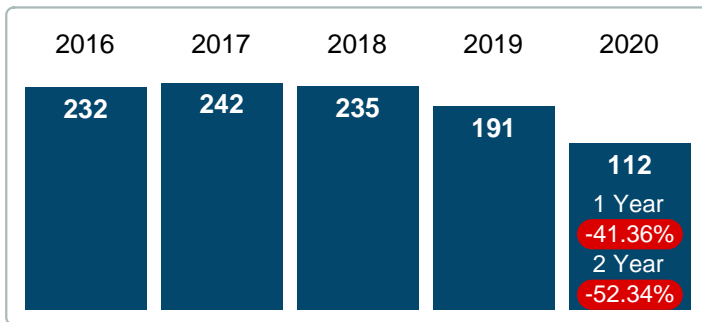
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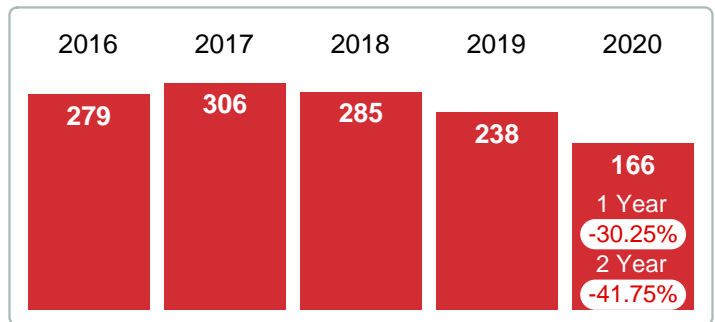
## ACTIVE INVENTORY

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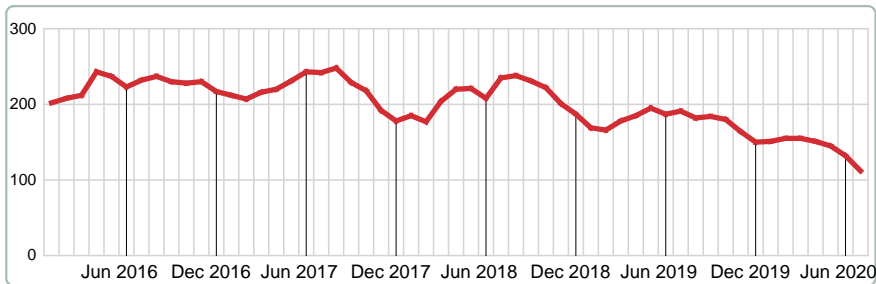
### END OF JULY



### ACTIVE DURING JULY

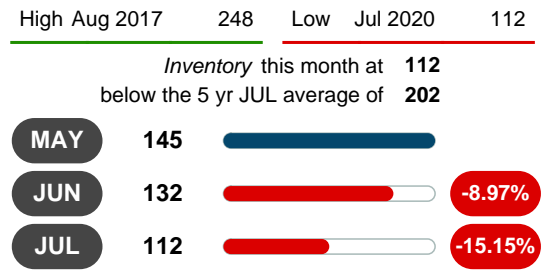


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 202



### 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	8	7.14%	83.9	5	3	0	0
\$50,001 - \$75,000	11	9.82%	111.3	9	1	1	0
\$75,001 - \$125,000	22	19.64%	84.5	11	11	0	0
\$125,001 - \$225,000	23	20.54%	99.2	6	12	4	1
\$225,001 - \$275,000	17	15.18%	94.2	2	11	4	0
\$275,001 - \$525,000	19	16.96%	95.6	1	4	11	3
\$525,001 and up	12	10.71%	106.8	1	2	6	3
<b>Total Active Inventory by Units</b>	<b>112</b>			<b>35</b>	<b>44</b>	<b>26</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>29,004,137</b>	<b>100%</b>	<b>95.9</b>	<b>4.29M</b>	<b>9.38M</b>	<b>10.87M</b>	<b>4.47M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$258,966</b>			<b>\$122,489</b>	<b>\$213,120</b>	<b>\$417,960</b>	<b>\$638,971</b>

# July 2020



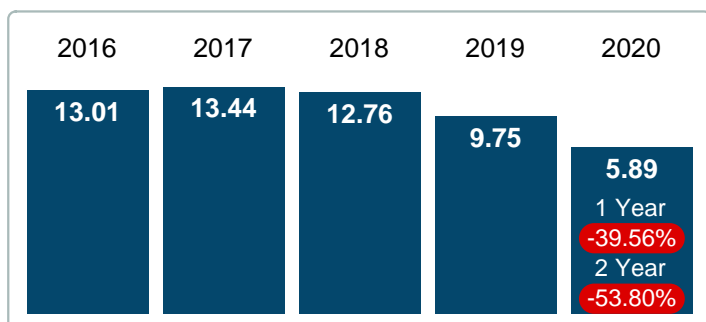
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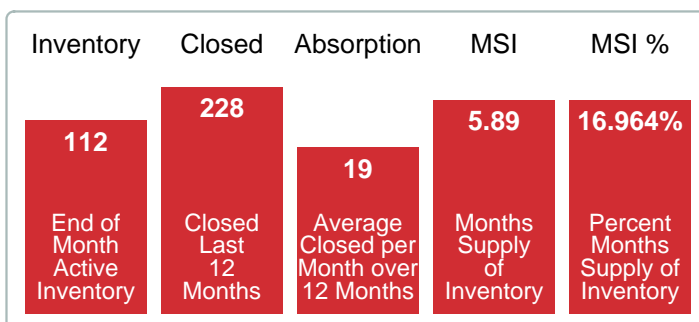
## MONTHS SUPPLY of INVENTORY (MSI)

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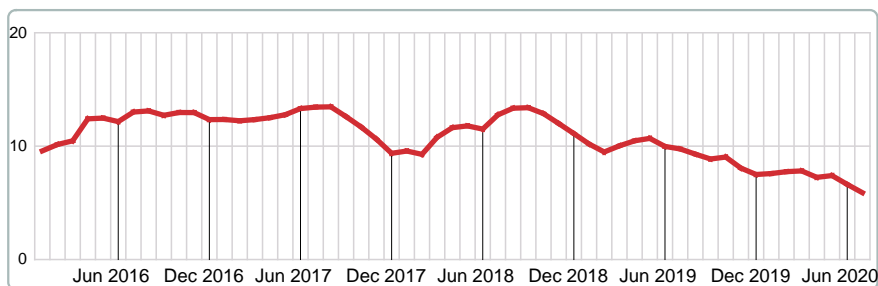
### MSI FOR JULY



### INDICATORS FOR JULY 2020



### 5 YEAR MARKET ACTIVITY TRENDS

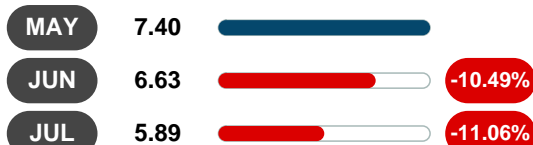


### 3 MONTHS

5 year JUL AVG = 10.97

High Aug 2017 13.47 Low Jul 2020 5.89

Months Supply this month at 5.89 below the 5 yr JUL average of 10.97



### 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	8	7.14%	2.04	2.61	1.57	0.00	0.00
\$50,001 - \$75,000	11	9.82%	4.00	9.82	0.63	4.00	0.00
\$75,001 - \$125,000	22	19.64%	5.08	6.95	5.08	0.00	0.00
\$125,001 - \$225,000	23	20.54%	4.38	4.50	4.24	3.69	0.00
\$225,001 - \$275,000	17	15.18%	17.00	24.00	22.00	16.00	0.00
\$275,001 - \$525,000	19	16.96%	12.00	0.00	4.00	26.40	18.00
\$525,001 and up	12	10.71%	72.00	0.00	24.00	0.00	36.00
Market Supply of Inventory (MSI)			5.89	6.00	4.36	10.06	14.00
Total Active Inventory by Units		100%	5.89	35	44	26	7

# July 2020



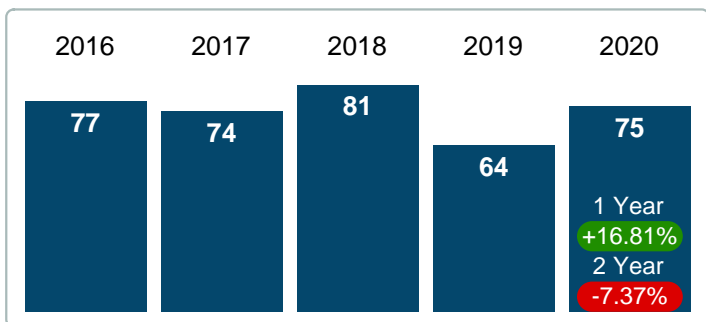
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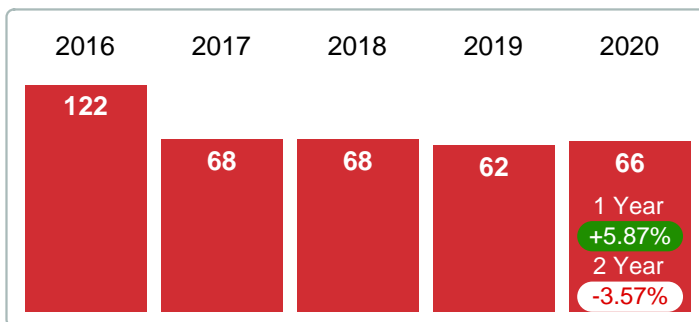
## AVERAGE DAYS ON MARKET TO SALE

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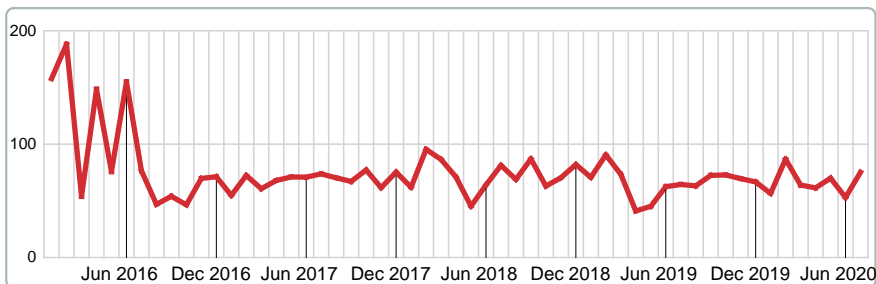
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 74

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 75 above the 5 yr JUL average of 74



### 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
\$40,000 and less	10.00%	114	0	114	0	0
\$40,001 - \$70,000	10.00%	60	72	48	0	0
\$70,001 - \$90,000	10.00%	21	38	4	0	0
\$90,001 - \$150,000	35.00%	98	114	86	0	0
\$150,001 - \$160,000	5.00%	1	1	0	0	0
\$160,001 - \$210,000	25.00%	67	64	80	0	0
\$210,001 and up	5.00%	93	93	0	0	0
<b>Average Closed DOM</b>		<b>75</b>	<b>73</b>	<b>78</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>75</b>	<b>11</b>	<b>9</b>		
<b>Total Closed Volume</b>		<b>2,438,900</b>	<b>1.61M</b>	<b>827.50K</b>	<b>0.00B</b>	<b>0.00B</b>

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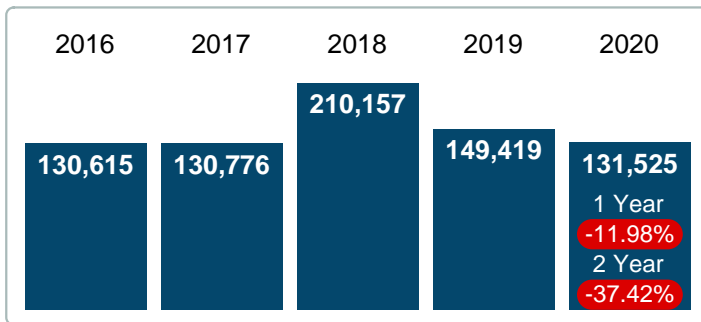
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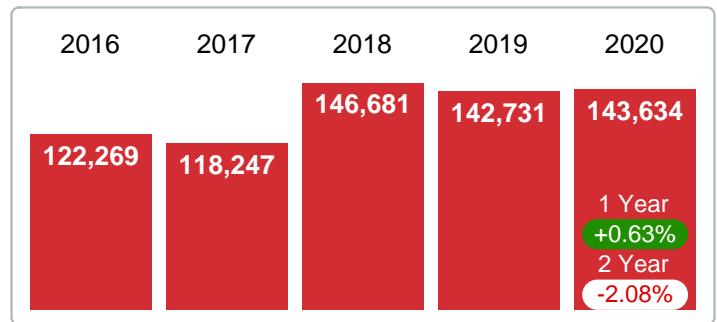
## AVERAGE LIST PRICE AT CLOSING

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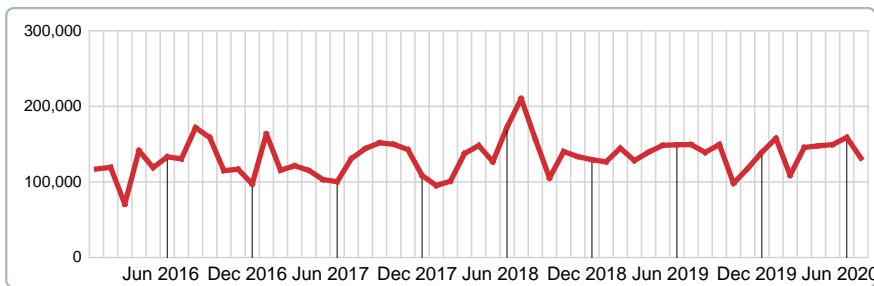
### JULY



### YEAR TO DATE (YTD)

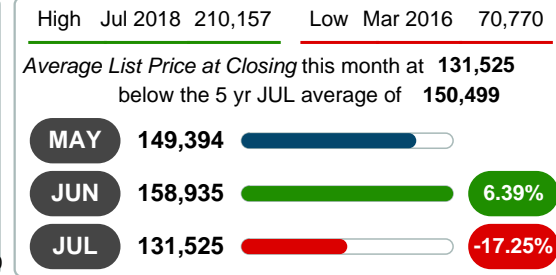


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 150,499



### 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
\$40,000 and less	1	5.00%	25,000	0	37,500	0	0
\$40,001 - \$70,000	3	15.00%	53,333	65,000	45,000	0	0
\$70,001 - \$90,000	3	15.00%	83,300	85,000	75,000	0	0
\$90,001 - \$150,000	6	30.00%	132,450	126,600	126,200	0	0
\$150,001 - \$160,000	1	5.00%	160,000	160,000	0	0	0
\$160,001 - \$210,000	4	20.00%	187,850	203,975	185,000	0	0
\$210,001 and up	2	10.00%	244,750	240,000	0	0	0
<b>Average List Price</b>			<b>131,525</b>	<b>158,700</b>	<b>98,311</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>131,525</b>	<b>11</b>	<b>9</b>		
<b>Total Closed Volume</b>			<b>2,630,499</b>	<b>1.75M</b>	<b>884.80K</b>	<b>0.00B</b>	<b>0.00B</b>



# July 2020



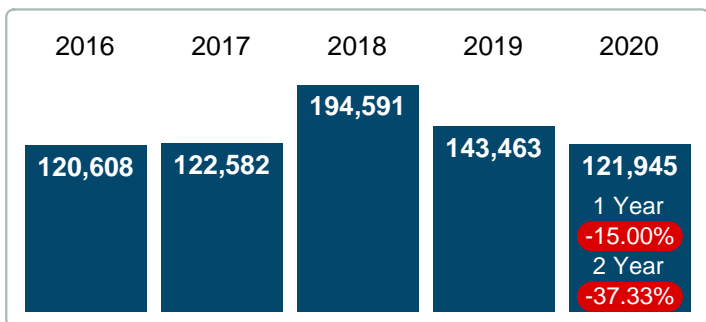
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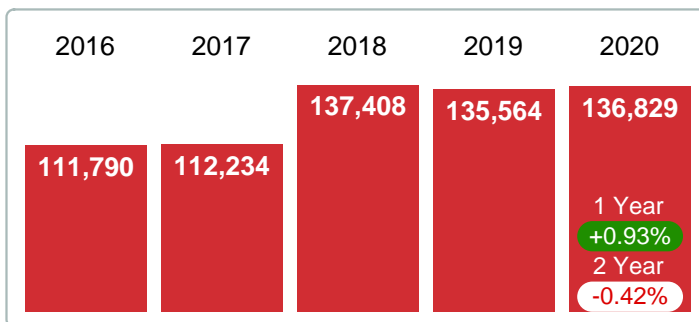
## AVERAGE SOLD PRICE AT CLOSING

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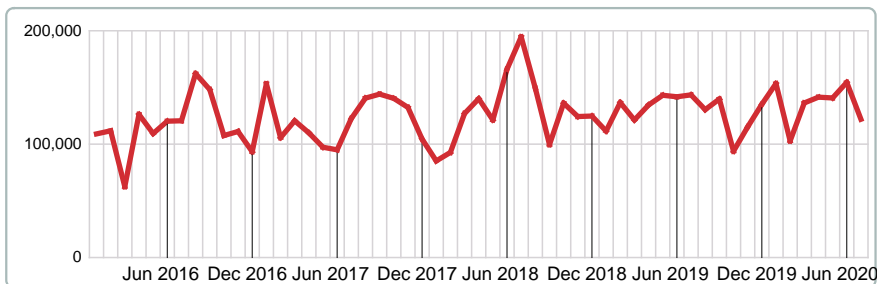
### JULY



### YEAR TO DATE (YTD)

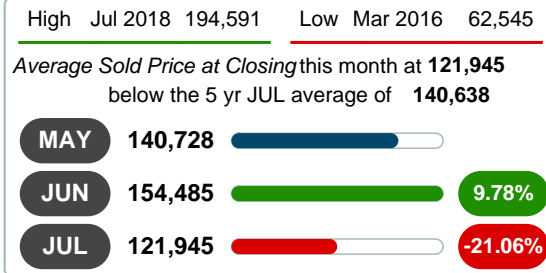


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 140,638



### 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
\$40,000 and less	10.00%	27,500	0	27,500	0	0
\$40,001 - \$70,000	10.00%	51,750	58,500	45,000	0	0
\$70,001 - \$90,000	10.00%	79,000	85,000	73,000	0	0
\$90,001 - \$150,000	35.00%	118,143	113,333	121,750	0	0
\$150,001 - \$160,000	5.00%	160,000	160,000	0	0	0
\$160,001 - \$210,000	25.00%	183,080	186,975	167,500	0	0
\$210,001 and up	5.00%	220,000	220,000	0	0	0
<b>Average Sold Price</b>		<b>121,945</b>	<b>146,491</b>	<b>91,944</b>	<b>0</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>20</b>	<b>11</b>	<b>9</b>		
<b>Total Closed Volume</b>		<b>2,438,900</b>	<b>1.61M</b>	<b>827.50K</b>	<b>0.00B</b>	<b>0.00B</b>

# July 2020



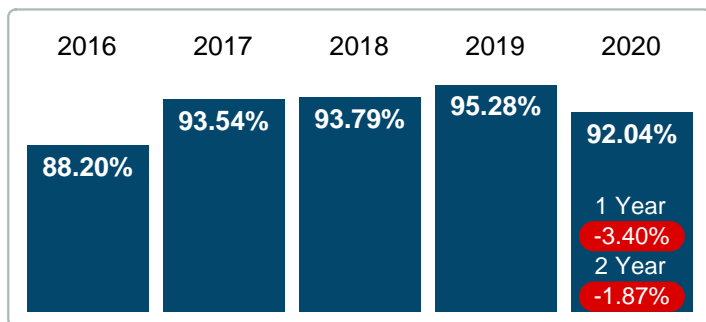
Area Delimited by County Of McIntosh - Residential Property Type



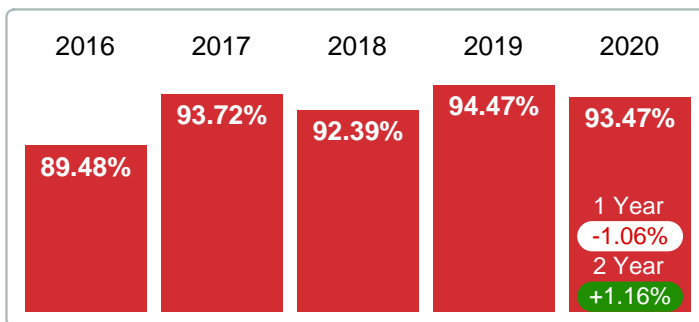
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

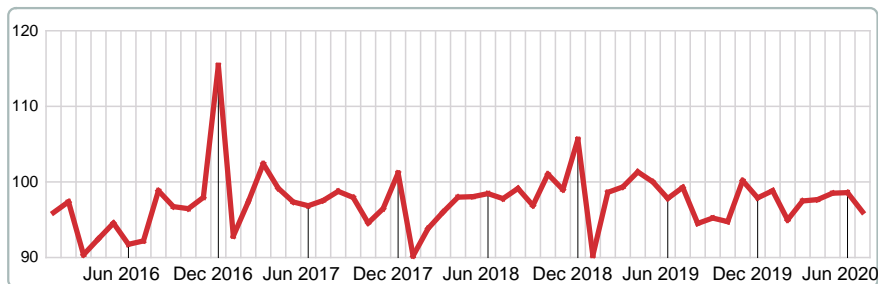
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

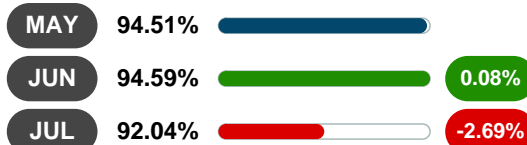


### 3 MONTHS

5 year JUL AVG = 92.57%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **92.04%**  
below the 5 yr JUL average of **92.57%**



### 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
\$40,000 and less	2	10.00%	71.00%	0.00%	71.00%	0.00%	0.00%
\$40,001 - \$70,000	2	10.00%	95.00%	90.00%	100.00%	0.00%	0.00%
\$70,001 - \$90,000	2	10.00%	98.67%	100.00%	97.33%	0.00%	0.00%
\$90,001 - \$150,000	7	35.00%	94.22%	90.44%	97.05%	0.00%	0.00%
\$150,001 - \$160,000	1	5.00%	100.00%	100.00%	0.00%	0.00%	0.00%
\$160,001 - \$210,000	5	25.00%	92.07%	92.45%	90.54%	0.00%	0.00%
\$210,001 and up	1	5.00%	91.67%	91.67%	0.00%	0.00%	0.00%
Average Sold/List Ratio		92.00%		92.98%	90.90%	0.00%	0.00%
Total Closed Units		20	100%	11	9		
Total Closed Volume		2,438,900		1.61M	827.50K	0.00B	0.00B

# July 2020



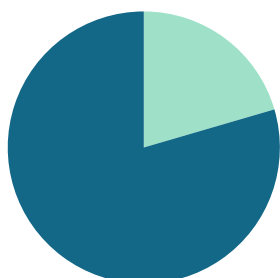
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

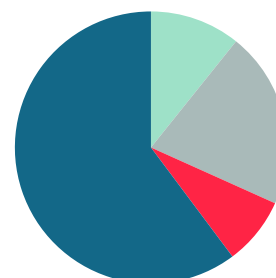


**Inventory**  
 New Listings  
**34 = 20.48%**  
 Start Inventory  
**132**  
 Total Inventory Units  
**166**  
 Volume  
**\$38,207,836**

### Market Activity

Closed Sales  
**20 = 10.75%**  
 Pending Sales  
**39 = 20.97%**  
 Other Off Market  
**15 = 8.06%**  
 Active Inventory  
**112 = 60.22%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	31	20	-35.48%	149	137	-8.05%
Pending Sales	19	39	105.26%	160	184	15.00%
New Listings	51	34	-33.33%	373	291	-21.98%
Average List Price	149,419	131,525	-11.98%	142,731	143,634	0.63%
Average Sale Price	143,463	121,945	-15.00%	135,564	136,829	0.93%
Average Percent of Selling Price to List Price	95.28%	92.04%	-3.40%	94.47%	93.47%	-1.06%
Average Days on Market to Sale	64.42	75.25	16.81%	62.13	65.78	5.87%
Monthly Inventory	191	112	-41.36%	191	112	-41.36%
Months Supply of Inventory	9.75	5.89	-39.56%	9.75	5.89	-39.56%

**Absorption:** Last 12 months, an Average of **19** Sales/Month

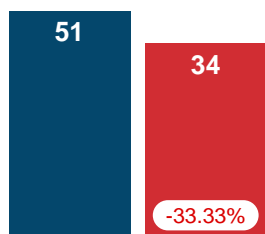
**Inventory** on July 31, 2020 = **112**

**2019** **2020**

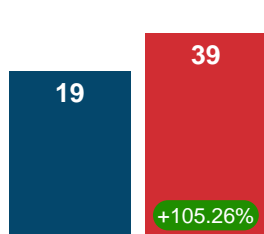
### JULY MARKET

### AVERAGE PRICES

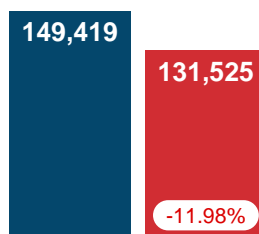
#### New Listings



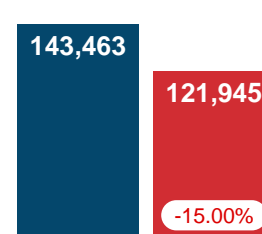
#### Pending Listings



#### List Price



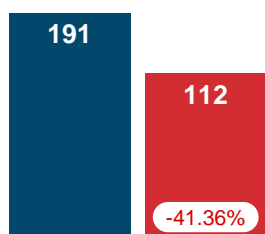
#### Sale Price



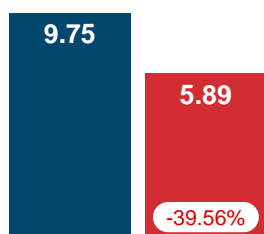
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

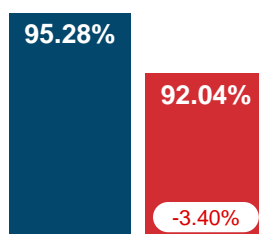
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

