

## June 2020



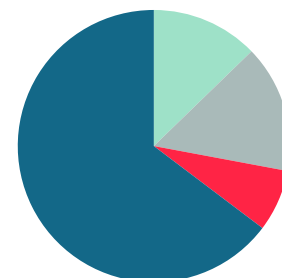
Area Delimited by County Of McIntosh - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	22	26	18.18%
Pending Listings	26	31	19.23%
New Listings	40	32	-20.00%
Average List Price	149,205	158,935	6.52%
Average Sale Price	141,764	154,485	8.97%
Average Percent of Selling Price to List Price	93.82%	94.59%	0.82%
Average Days on Market to Sale	62.50	53.00	-15.20%
End of Month Inventory	187	132	-29.41%
Months Supply of Inventory	9.97	6.63	-33.55%



■ Closed (12.75%)  
■ Pending (15.20%)  
■ Other OffMarket (7.35%)  
■ Active (64.71%)

**Absorption:** Last 12 months, an Average of **20** Sales/Month  
**Active Inventory** as of June 30, 2020 = **132**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2020 decreased **29.41%** to 132 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 **6.63** 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 **8.97%** in June 2020 to \$154,485 versus the previous year at \$141,764.

##### Average Days on Market Shortens

The average number of **53.00** days that homes spent on the market before selling decreased by 9.50 days or **15.20%** in June 2020 compared to last year's same month at **62.50** DOM.

##### Sales Success for June 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 32 New Listings in June 2020, down **20.00%** from last year at 40. Furthermore, there were 26 Closed Listings this month versus last year at 22, a **18.18%** increase.

Closed versus Listed trends yielded a **81.3%** ratio, up from previous year's, June 2019, at **55.0%**, a **47.73%** upswing. 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

# June 2020



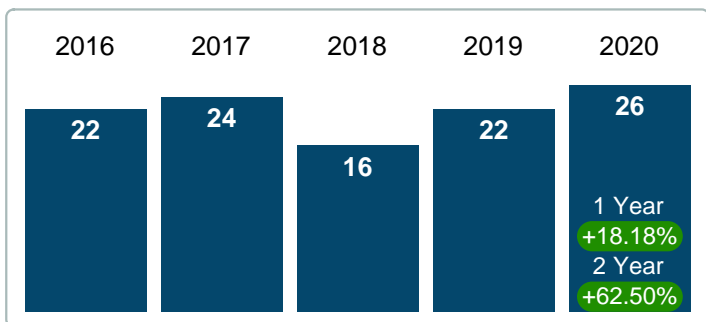
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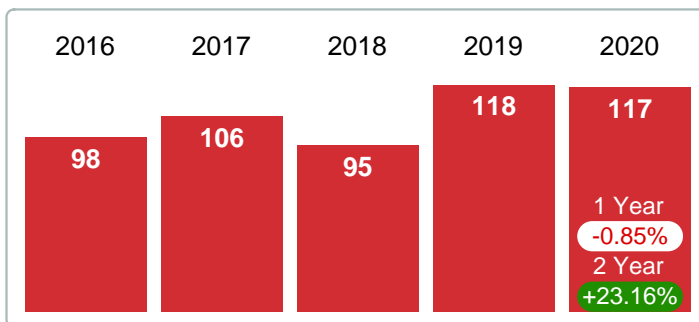
## CLOSED LISTINGS

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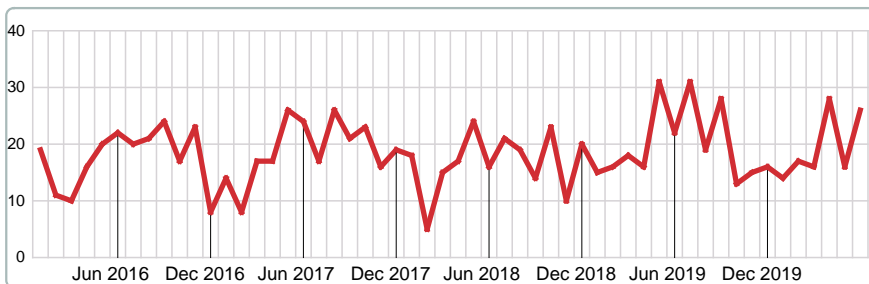
### JUNE



### YEAR TO DATE (YTD)

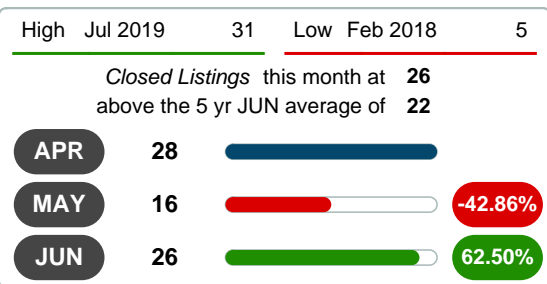


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN 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
\$50,000 and less	3	11.54%	113.0	2	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	6	23.08%	75.0	4	2	0	0
\$75,001 - \$150,000	6	23.08%	32.7	2	4	0	0
\$150,001 - \$200,000	5	19.23%	40.2	1	3	1	0
\$200,001 - \$275,000	3	11.54%	33.7	0	1	2	0
\$275,001 and up	3	11.54%	30.3	0	3	0	0
<b>Total Closed Units</b>	<b>26</b>			<b>9</b>	<b>14</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,016,600</b>	<b>100%</b>	<b>53.0</b>	<b>707.80K</b>	<b>2.69M</b>	<b>616.00K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$154,485</b>			<b>\$78,644</b>	<b>\$192,343</b>	<b>\$205,333</b>	<b>\$0</b>

# June 2020



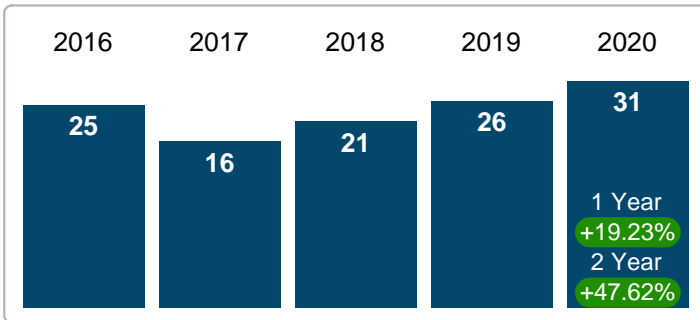
Area Delimited by County Of McIntosh - Residential Property Type



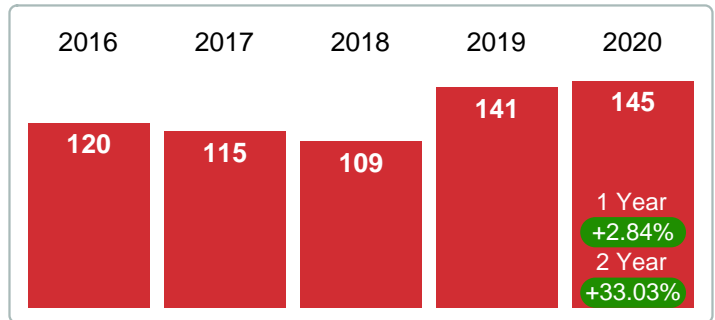
## PENDING LISTINGS

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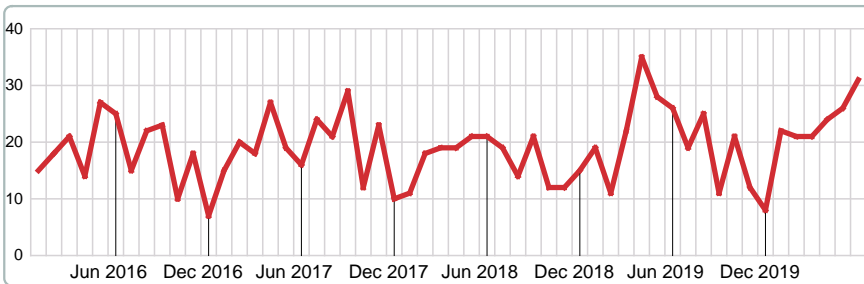
### JUNE



### YEAR TO DATE (YTD)

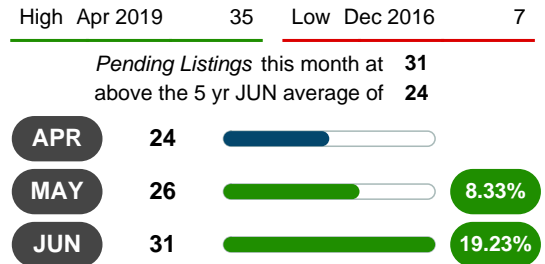


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 24



### 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	4	12.90%	84.0	2	2	0	0
\$50,001 - \$75,000	3	9.68%	104.0	0	2	1	0
\$75,001 - \$100,000	5	16.13%	71.2	2	2	1	0
\$100,001 - \$150,000	4	12.90%	107.5	2	2	0	0
\$150,001 - \$225,000	7	22.58%	46.7	4	2	1	0
\$225,001 - \$275,000	4	12.90%	45.5	3	0	1	0
\$275,001 and up	4	12.90%	31.3	1	2	1	0
<b>Total Pending Units</b>	<b>31</b>			<b>14</b>	<b>12</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,917,899</b>	<b>100%</b>	<b>68.7</b>	<b>2.28M</b>	<b>1.76M</b>	<b>878.40K</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$158,700</b>			<b>\$162,514</b>	<b>\$147,025</b>	<b>\$175,680</b>	<b>\$0</b>

# June 2020



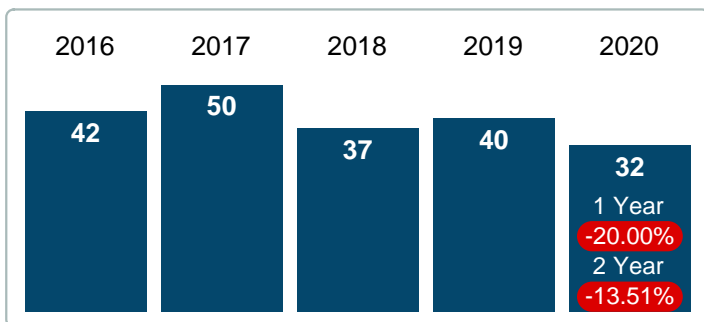
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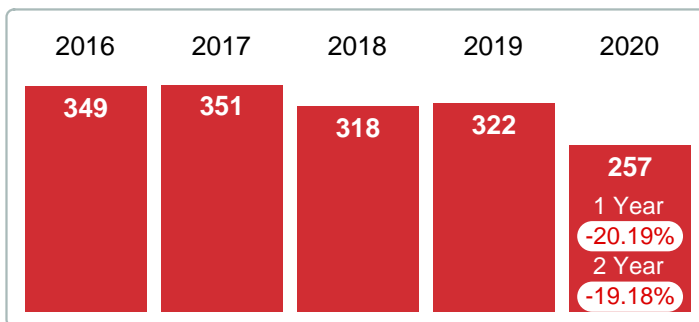
## NEW LISTINGS

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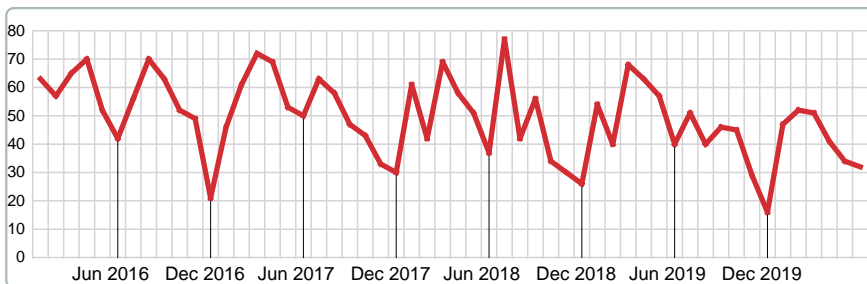
### JUNE



### YEAR TO DATE (YTD)

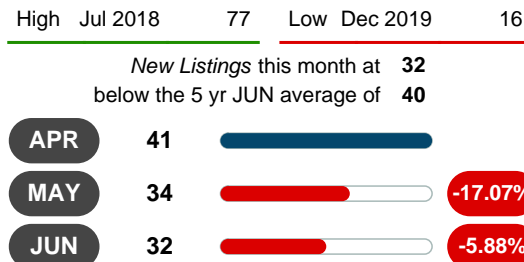


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 40



### 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	3	9.38%	2	1	0	0
\$50,001 - \$75,000	3	9.38%	2	1	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$175,000	15	46.88%	7	6	2	0
\$175,001 - \$250,000	5	15.63%	1	1	2	1
\$250,001 - \$275,000	3	9.38%	0	1	2	0
\$275,001 and up	3	9.38%	0	2	1	0
<b>Total New Listed Units</b>	<b>32</b>		<b>12</b>	<b>12</b>	<b>7</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>5,241,800</b>	<b>100%</b>	<b>1.42M</b>	<b>1.82M</b>	<b>1.82M</b>	<b>184.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$168,633</b>		<b>\$118,483</b>	<b>\$151,525</b>	<b>\$259,543</b>	<b>\$184,900</b>

# June 2020



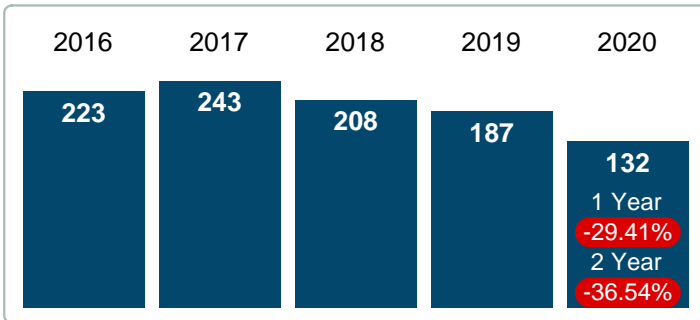
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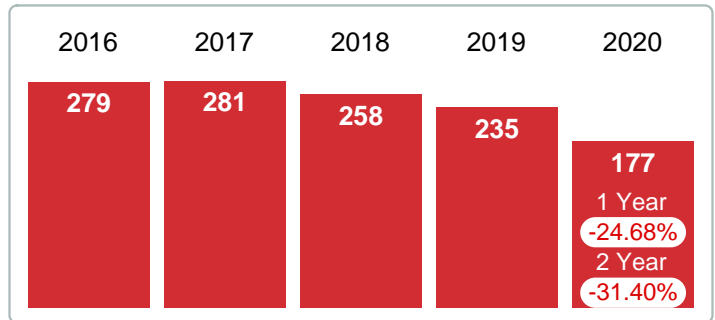
## ACTIVE INVENTORY

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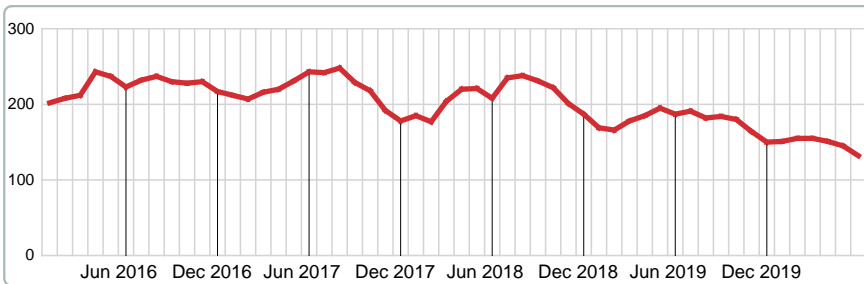
### END OF JUNE



### ACTIVE DURING JUNE

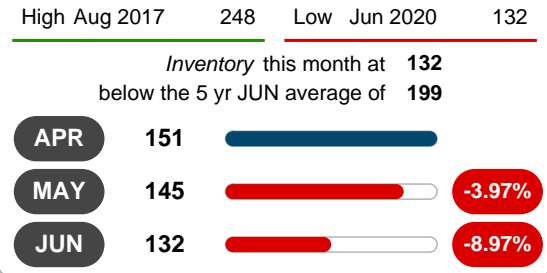


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 199



### 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	6.06%	61.4	5	3	0	0
\$50,001 - \$75,000	13	9.85%	107.9	9	3	1	0
\$75,001 - \$125,000	29	21.97%	69.5	11	18	0	0
\$125,001 - \$200,000	28	21.21%	97.0	7	14	5	2
\$200,001 - \$275,000	25	18.94%	78.8	5	14	6	0
\$275,001 - \$375,000	13	9.85%	87.4	1	2	9	1
\$375,001 and up	16	12.12%	95.6	1	3	8	4
<b>Total Active Inventory by Units</b>	<b>132</b>			<b>39</b>	<b>57</b>	<b>29</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>30,912,336</b>	<b>100%</b>	<b>85.3</b>	<b>4.97M</b>	<b>10.69M</b>	<b>10.91M</b>	<b>4.35M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$234,184</b>			<b>\$127,521</b>	<b>\$187,459</b>	<b>\$376,036</b>	<b>\$621,257</b>

# June 2020



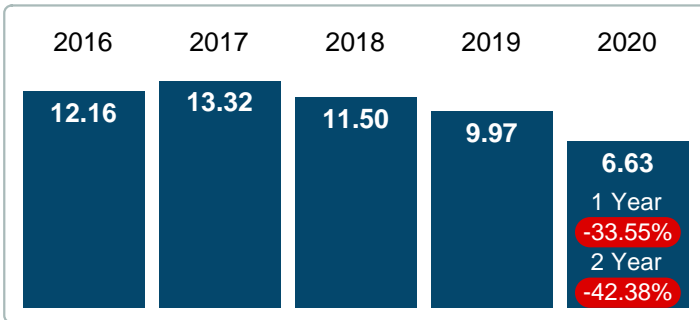
Area Delimited by County Of McIntosh - Residential Property Type



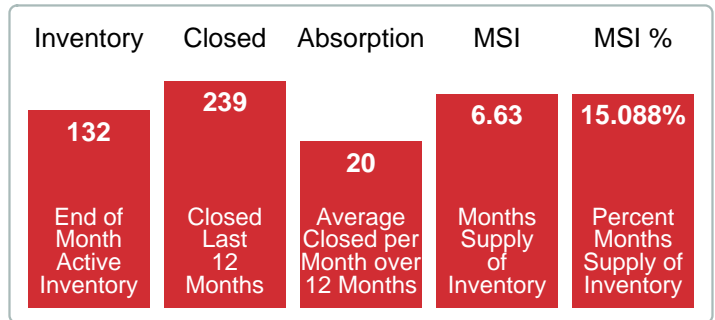
## MONTHS SUPPLY of INVENTORY (MSI)

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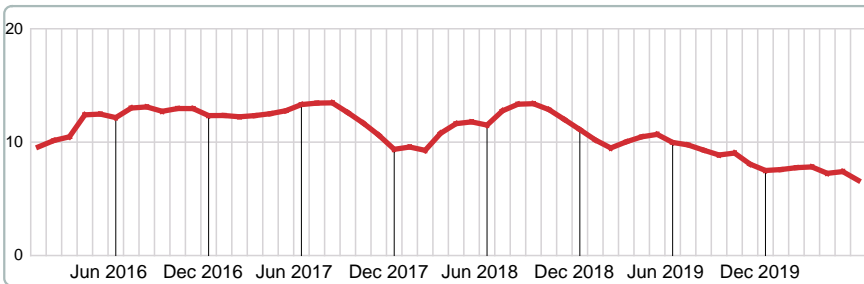
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020



### 5 YEAR MARKET ACTIVITY TRENDS

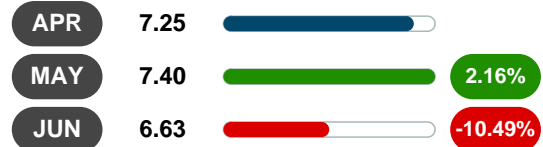


### 3 MONTHS

5 year JUN AVG = 10.72

High Aug 2017 13.47 Low Jun 2020 6.63

Months Supply this month at 6.63 below the 5 yr JUN average of 10.72



### 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	6.06%	2.00	2.40	1.71	0.00	0.00
\$50,001 - \$75,000	13	9.85%	4.33	9.00	1.71	4.00	0.00
\$75,001 - \$125,000	29	21.97%	6.82	8.25	7.71	0.00	0.00
\$125,001 - \$200,000	28	21.21%	5.79	9.33	4.80	4.62	24.00
\$200,001 - \$275,000	25	18.94%	13.64	30.00	14.00	12.00	0.00
\$275,001 - \$375,000	13	9.85%	10.40	0.00	3.00	21.60	6.00
\$375,001 and up	16	12.12%	21.33	0.00	5.14	96.00	48.00
Market Supply of Inventory (MSI)			6.63	7.31	5.18	9.67	12.00
Total Active Inventory by Units		100%	6.63	39	57	29	7

# June 2020



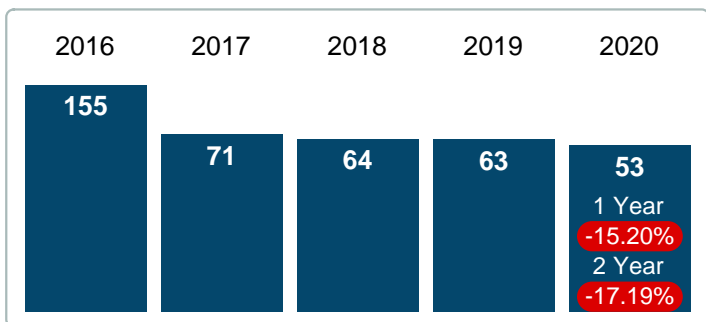
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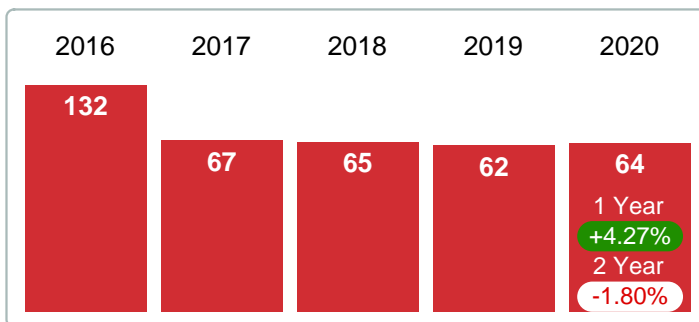
## AVERAGE DAYS ON MARKET TO SALE

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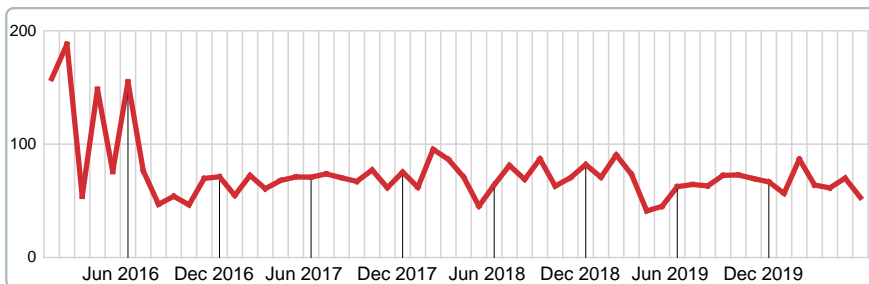
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

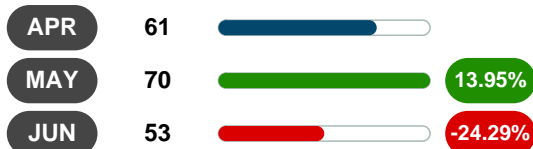


### 3 MONTHS

5 year JUN AVG = 81

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 53 below the 5 yr JUN average of 81



### 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
\$50,000 and less	11.54%	113	84	172	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$75,000	23.08%	75	85	55	0	0
\$75,001 - \$150,000	23.08%	33	14	42	0	0
\$150,001 - \$200,000	19.23%	40	1	43	70	0
\$200,001 - \$275,000	11.54%	34	0	12	45	0
\$275,001 and up	11.54%	30	0	30	0	0
<b>Average Closed DOM</b>		<b>53</b>	<b>60</b>	<b>49</b>	<b>53</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>53</b>	<b>9</b>	<b>14</b>	<b>3</b>	<b></b>
<b>Total Closed Volume</b>		<b>4,016,600</b>	<b>707.80K</b>	<b>2.69M</b>	<b>616.00K</b>	<b>0.00B</b>

# June 2020



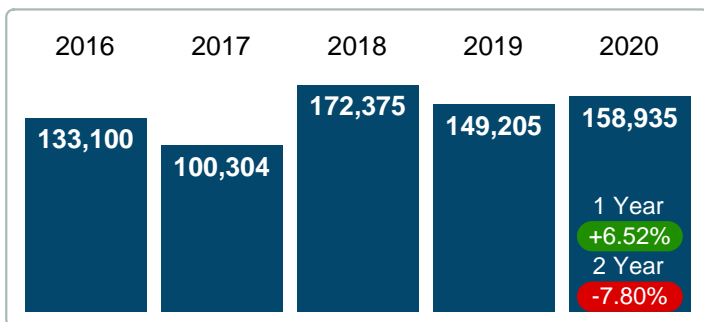
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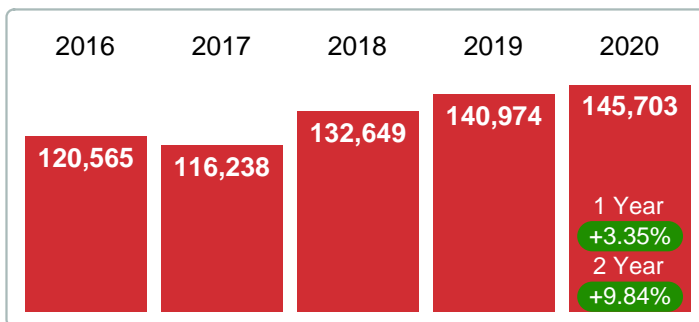
## AVERAGE LIST PRICE AT CLOSING

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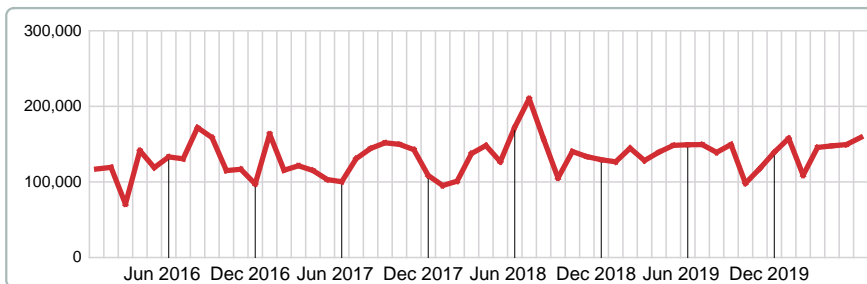
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 142,784

High Jul 2018 210,157 Low Mar 2016 70,770  
Average List Price at Closing this month at **158,935**  
above the 5 yr JUN average of **142,784**

**APR** 147,757

**MAY** 149,394  **1.11%**

**JUN** 158,935  **6.39%**

### 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
\$50,000 and less <span>2</span>	7.69%	36,200	36,200	63,000	0	0
\$50,001 - \$50,000 <span>0</span>	0.00%	0	0	0	0	0
\$50,001 - \$75,000 <span>6</span>	23.08%	66,650	76,250	62,200	0	0
\$75,001 - \$150,000 <span>7</span>	26.92%	116,129	116,250	121,975	0	0
\$150,001 - \$200,000 <span>5</span>	19.23%	171,560	160,000	174,266	175,000	0
\$200,001 - \$275,000 <span>4</span>	15.38%	231,075	0	249,900	229,700	0
\$275,001 and up <span>2</span>	7.69%	532,500	0	426,667	0	0
<b>Average List Price</b>		<b>158,935</b>	<b>85,544</b>	<b>194,857</b>	<b>211,467</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>158,935</b>	<b>9</b>	<b>14</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,132,299</b>	<b>769.90K</b>	<b>2.73M</b>	<b>634.40K</b>	<b>0.00B</b>



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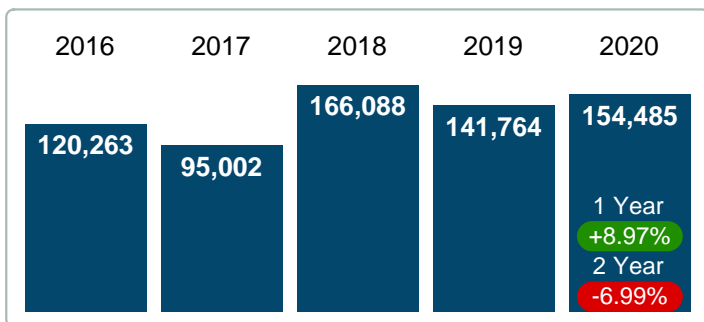
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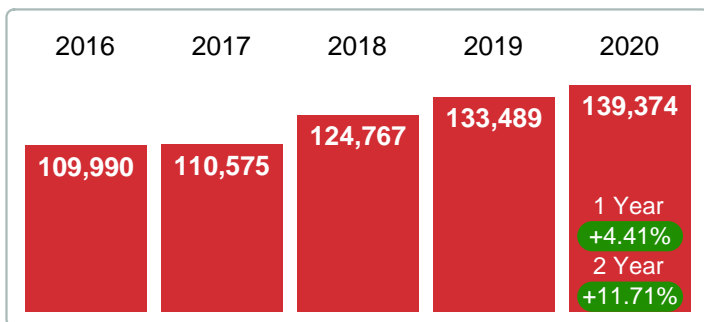
## AVERAGE SOLD PRICE AT CLOSING

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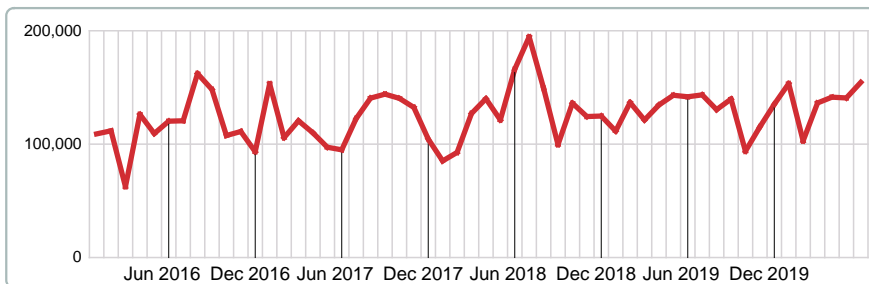
### JUNE



### YEAR TO DATE (YTD)

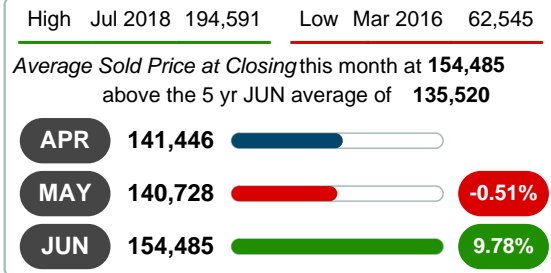


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 135,520



### 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
\$50,000 and less	11.54%	37,667	31,500	50,000	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$75,000	23.08%	62,617	64,200	59,450	0	0
\$75,001 - \$150,000	23.08%	114,333	114,000	114,500	0	0
\$150,001 - \$200,000	19.23%	165,400	160,000	165,333	171,000	0
\$200,001 - \$275,000	11.54%	231,633	0	249,900	222,500	0
\$275,001 and up	11.54%	440,000	0	440,000	0	0
<b>Average Sold Price</b>		<b>154,485</b>	<b>78,644</b>	<b>192,343</b>	<b>205,333</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>154,485</b>	<b>9</b>	<b>14</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>4,016,600</b>	<b>707.80K</b>	<b>2.69M</b>	<b>616.00K</b>	<b>0.00B</b>

# June 2020



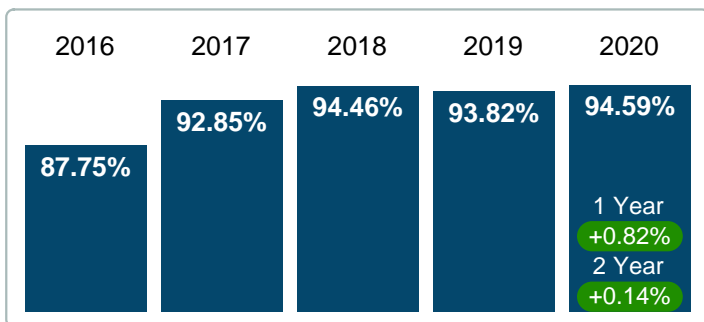
Area Delimited by County Of McIntosh - Residential Property Type



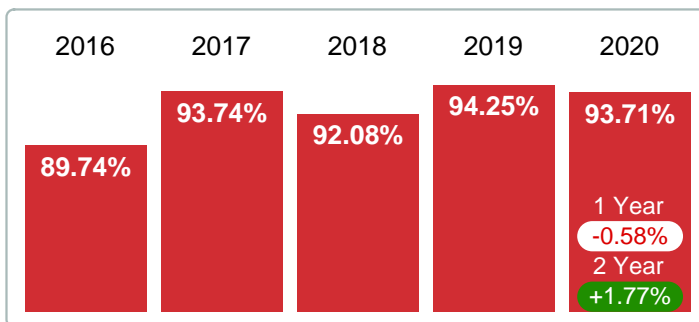
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

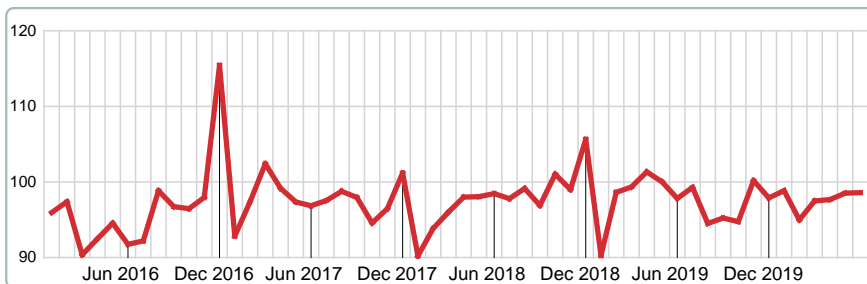
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

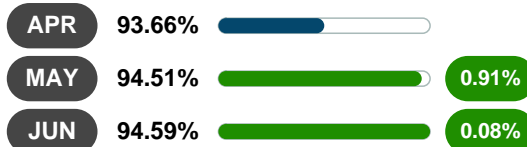


### 3 MONTHS

5 year JUN AVG = 92.69%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.59%** above the 5 yr JUN average of **92.69%**



### 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
\$50,000 and less	3	11.54%	84.41%	86.94%	79.37%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	6	23.08%	88.51%	84.99%	95.56%	0.00%	0.00%
\$75,001 - \$150,000	6	23.08%	95.22%	97.69%	93.99%	0.00%	0.00%
\$150,001 - \$200,000	5	19.23%	96.60%	100.00%	95.09%	97.71%	0.00%
\$200,001 - \$275,000	3	11.54%	97.95%	0.00%	100.00%	96.93%	0.00%
\$275,001 and up	3	11.54%	108.93%	0.00%	108.93%	0.00%	0.00%
Average Sold/List Ratio		94.60%		89.91%	97.03%	97.19%	0.00%
Total Closed Units		26	100%	9	14	3	
Total Closed Volume		4,016,600		707.80K	2.69M	616.00K	0.00B

# June 2020



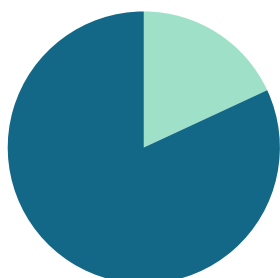
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

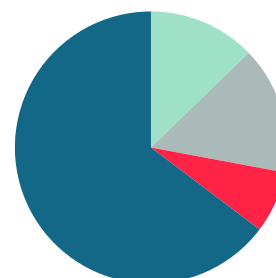


**Inventory**  
 New Listings  
**32 = 18.08%**  
 Start Inventory  
**145**  
 Total Inventory Units  
**177**  
 Volume  
**\$38,954,832**

### Market Activity

Closed Sales  
**26 = 12.75%**  
 Pending Sales  
**31 = 15.20%**  
 Other Off Market  
**15 = 7.35%**  
 Active Inventory  
**132 = 64.71%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	22	26	18.18%	118	117	-0.85%
Pending Sales	26	31	19.23%	141	145	2.84%
New Listings	40	32	-20.00%	322	257	-20.19%
Average List Price	149,205	158,935	6.52%	140,974	145,703	3.35%
Average Sale Price	141,764	154,485	8.97%	133,489	139,374	4.41%
Average Percent of Selling Price to List Price	93.82%	94.59%	0.82%	94.25%	93.71%	-0.58%
Average Days on Market to Sale	62.50	53.00	-15.20%	61.53	64.16	4.27%
Monthly Inventory	187	132	-29.41%	187	132	-29.41%
Months Supply of Inventory	9.97	6.63	-33.55%	9.97	6.63	-33.55%

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

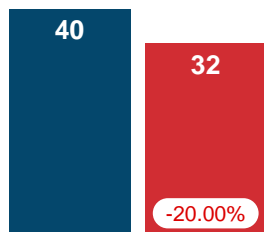
**Inventory** on June 30, 2020 = **132**

**2019** **2020**

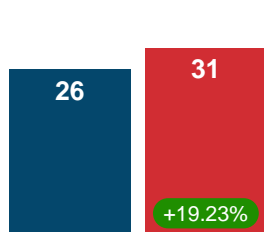
### JUNE MARKET

### AVERAGE PRICES

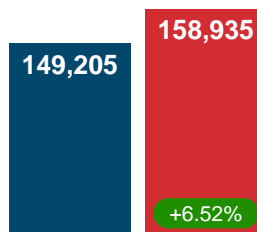
#### New Listings



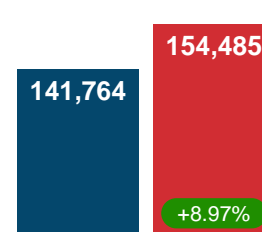
#### Pending Listings



#### List Price



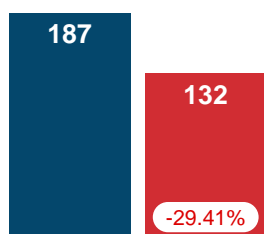
#### Sale Price



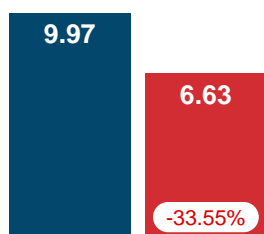
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

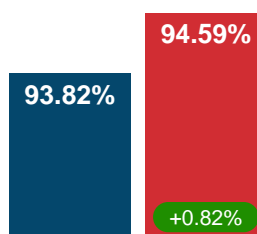
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

