

March 2020



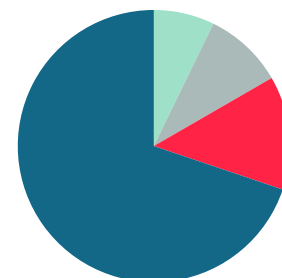
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	18	16	-11.11%
Pending Listings	22	21	-4.55%
New Listings	68	51	-25.00%
Average List Price	128,271	145,619	13.52%
Average Sale Price	121,308	136,347	12.40%
Average Percent of Selling Price to List Price	95.34%	93.48%	-1.95%
Average Days on Market to Sale	73.39	63.94	-12.88%
End of Month Inventory	178	155	-12.92%
Months Supply of Inventory	10.03	7.82	-22.07%



■ Closed (7.21%)
■ Pending (9.46%)
■ Other OffMarket (13.51%)
■ Active (69.82%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of March 31, 2020 = **155**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **12.92%** 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 **7.82** 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 **12.40%** in March 2020 to \$136,347 versus the previous year at \$121,308.

Average Days on Market Shortens

The average number of **63.94** days that homes spent on the market before selling decreased by 9.45 days or **12.88%** in March 2020 compared to last year's same month at **73.39** DOM.

Sales Success for March 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 51 New Listings in March 2020, down **25.00%** from last year at 68. Furthermore, there were 16 Closed Listings this month versus last year at 18, a **-11.11%** decrease.

Closed versus Listed trends yielded a **31.4%** ratio, up from previous year's, March 2019, at **26.5%**, a **18.52%** 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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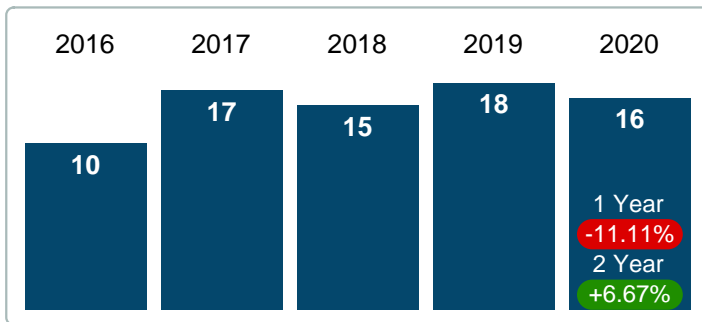
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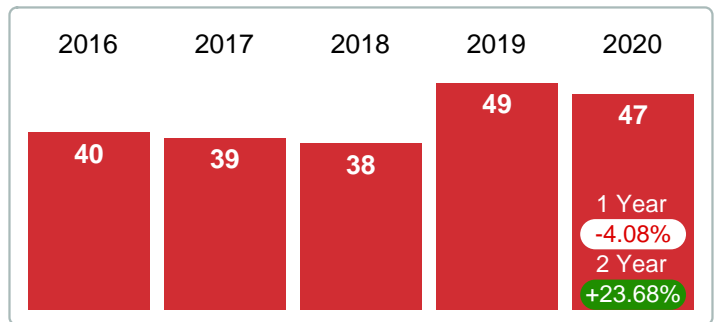
CLOSED LISTINGS

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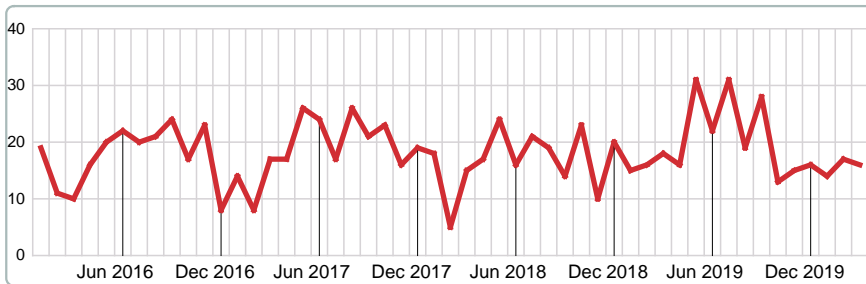
MARCH



YEAR TO DATE (YTD)

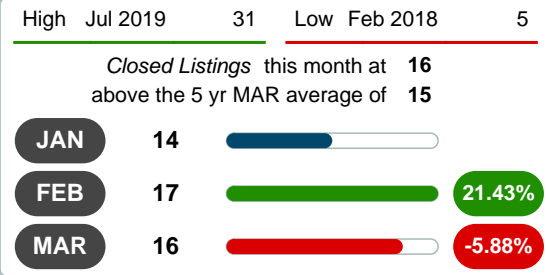


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 15



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	2	12.50%	108.5	1	1	0	0
\$40,001 - \$50,000	1	6.25%	9.0	0	1	0	0
\$50,001 - \$70,000	2	12.50%	10.5	1	1	0	0
\$70,001 - \$170,000	5	31.25%	31.0	0	5	0	0
\$170,001 - \$190,000	2	12.50%	80.5	0	1	1	0
\$190,001 - \$300,000	3	18.75%	123.0	0	1	1	1
\$300,001 and up	1	6.25%	91.0	0	1	0	0
Total Closed Units	16			2	11	2	1
Total Closed Volume	2,181,550	100%	63.9	95.00K	1.42M	370.00K	300.00K
Average Closed Price	\$136,347			\$47,500	\$128,777	\$185,000	\$300,000

March 2020



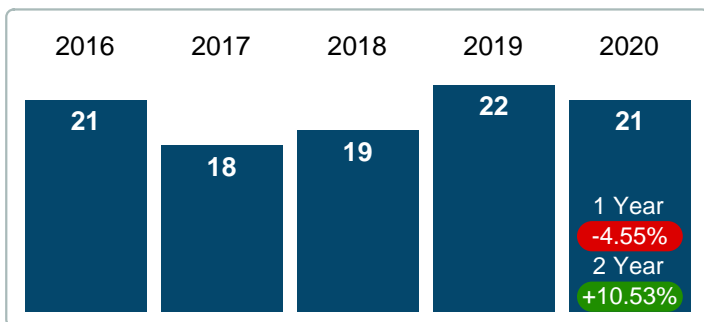
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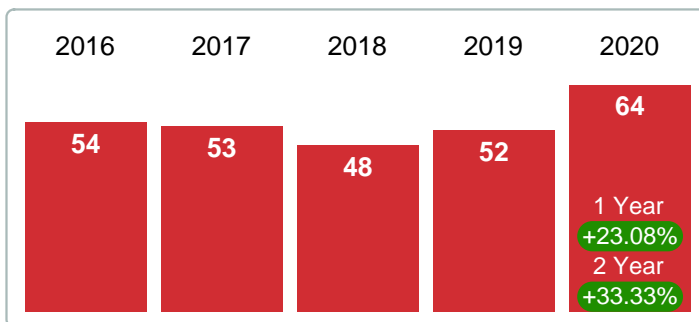
PENDING LISTINGS

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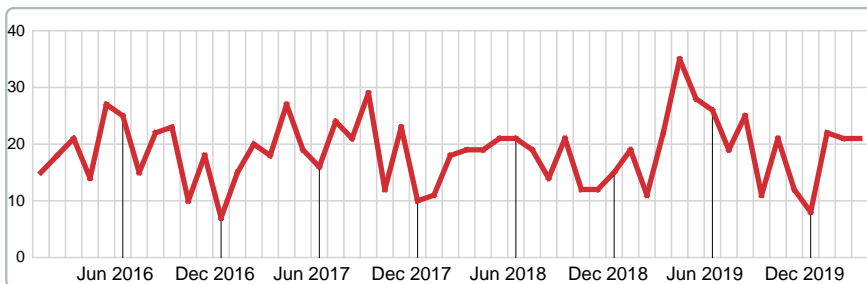
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 20

High Apr 2019 35 Low Dec 2016 7

Pending Listings this month at 21
above the 5 yr MAR average of 20

- JAN 22
- FEB 21 (-4.55%)
- MAR 21 (0.00%)

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	2	9.52%	29.5	0	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	4	19.05%	44.5	2	2	0	0
\$100,001 - \$175,000	7	33.33%	74.6	1	5	1	0
\$175,001 - \$225,000	2	9.52%	100.0	0	2	0	0
\$225,001 - \$250,000	3	14.29%	95.3	1	2	0	0
\$250,001 and up	3	14.29%	82.7	0	2	1	0
Total Pending Units	21			4	15	2	0
Total Pending Volume	3,501,200	100%	71.1	491.00K	2.54M	474.00K	0.00B
Average Listing Price	\$166,724			\$122,750	\$169,080	\$237,000	\$0

March 2020



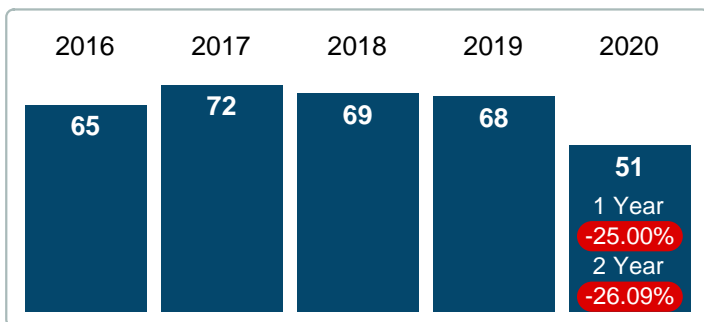
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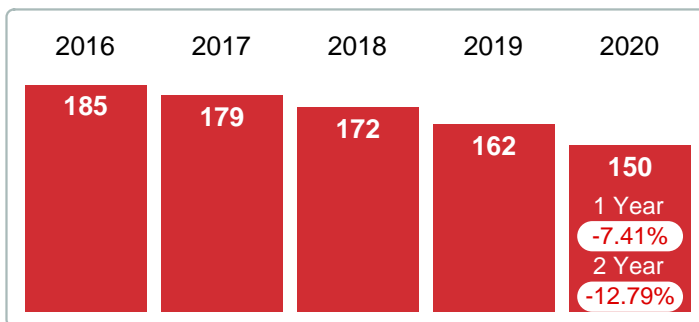
NEW LISTINGS

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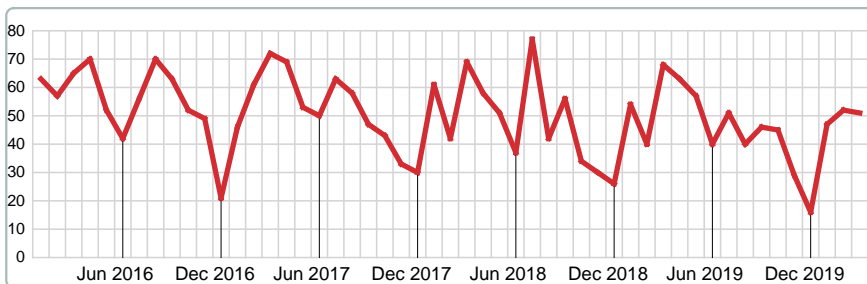
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

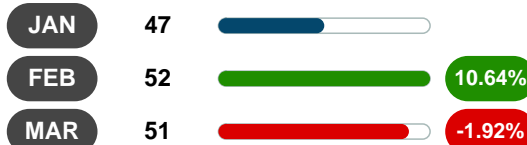


3 MONTHS

5 year MAR AVG = 65

High Jul 2018 77 Low Dec 2019 16

New Listings this month at 51
below the 5 yr MAR average of 65



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	6	11.76%	3	3	0	0
\$50,001 - \$60,000	2	3.92%	2	0	0	0
\$60,001 - \$90,000	10	19.61%	2	7	1	0
\$90,001 - \$170,000	13	25.49%	2	11	0	0
\$170,001 - \$200,000	7	13.73%	1	3	2	1
\$200,001 - \$290,000	6	11.76%	1	2	2	1
\$290,001 and up	7	13.73%	1	1	5	0
Total New Listed Units	51		12	27	10	2
Total New Listed Volume	8,635,688	100%	1.36M	3.39M	3.45M	424.00K
Average New Listed Listing Price	\$138,263		\$113,742	\$125,651	\$345,420	\$212,000

March 2020



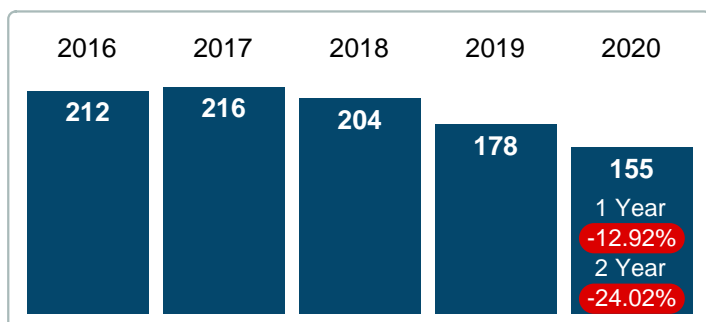
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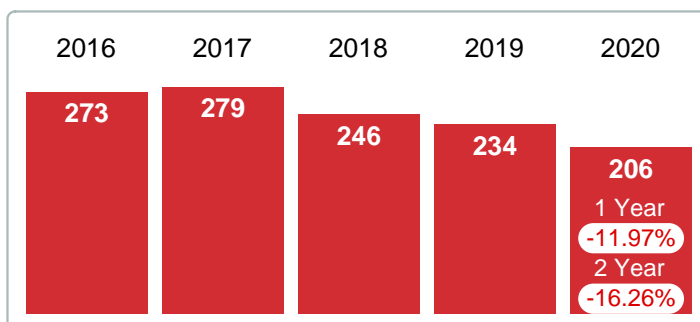
ACTIVE INVENTORY

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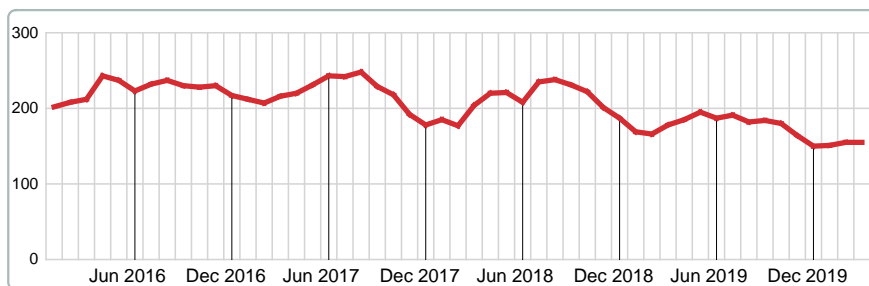
END OF MARCH



ACTIVE DURING MARCH

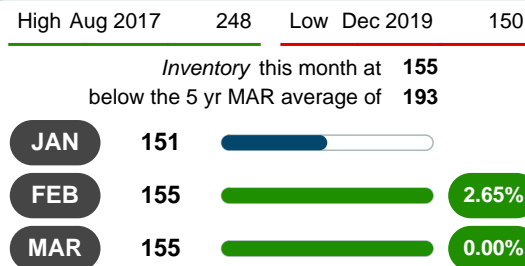


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 193



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	15	9.68%	80.9	8	7	0	0
\$50,001 - \$75,000	21	13.55%	68.2	11	8	2	0
\$75,001 - \$100,000	17	10.97%	61.6	7	9	1	0
\$100,001 - \$175,000	39	25.16%	61.7	8	29	0	2
\$175,001 - \$225,000	23	14.84%	65.7	9	7	6	1
\$225,001 - \$375,000	24	15.48%	71.2	3	10	10	1
\$375,001 and up	16	10.32%	93.2	1	5	6	4
Total Active Inventory by Units	155			47	75	25	8
Total Active Inventory by Volume	32,821,881	100%	69.8	6.00M	13.13M	8.69M	5.00M
Average Active Inventory Listing Price	\$211,754			\$127,723	\$175,040	\$347,488	\$625,463

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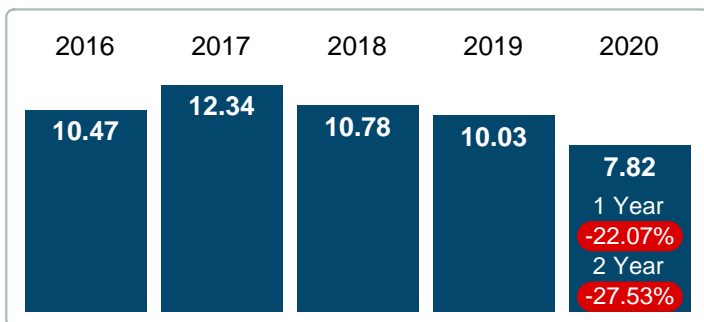
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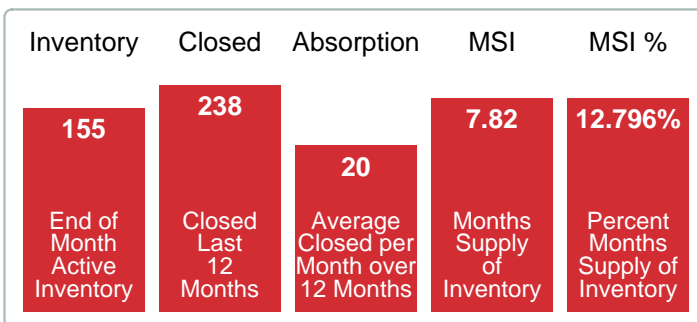
MONTHS SUPPLY of INVENTORY (MSI)

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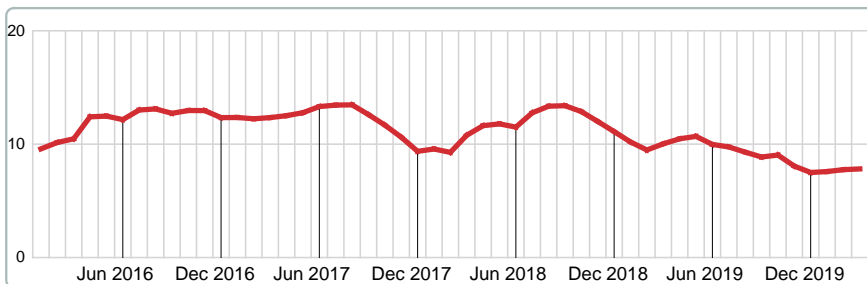
MSI FOR MARCH



INDICATORS FOR MARCH 2020



5 YEAR MARKET ACTIVITY TRENDS

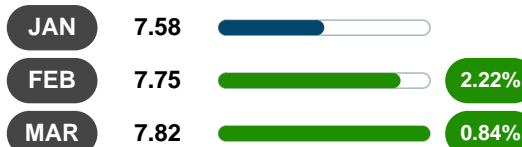


3 MONTHS

5 year MAR AVG = 10.29

High Aug 2017 13.47 Low Dec 2019 7.50

Months Supply this month at 7.82 below the 5 yr MAR average of 10.29



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	15	9.68%	3.67	4.17	3.50	0.00	0.00
\$50,001 - \$75,000	21	13.55%	6.81	10.15	4.57	8.00	0.00
\$75,001 - \$100,000	17	10.97%	7.03	7.00	7.71	4.00	0.00
\$100,001 - \$175,000	39	25.16%	7.80	8.73	9.94	0.00	12.00
\$175,001 - \$225,000	23	14.84%	10.62	36.00	5.25	10.29	0.00
\$225,001 - \$375,000	24	15.48%	9.93	0.00	7.06	13.33	4.00
\$375,001 and up	16	10.32%	24.00	0.00	12.00	36.00	48.00
Market Supply of Inventory (MSI)			7.82	9.10	6.82	7.89	16.00
Total Active Inventory by Units		100%	7.82	47	75	25	8

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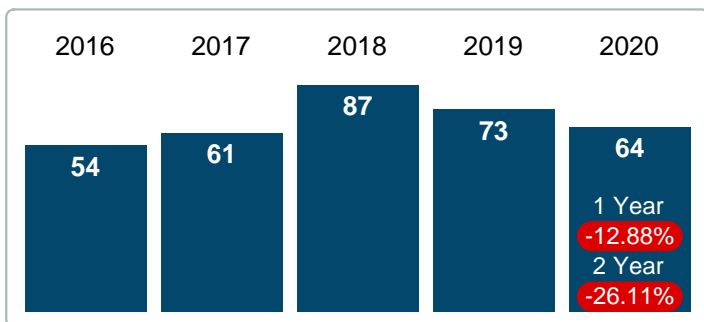
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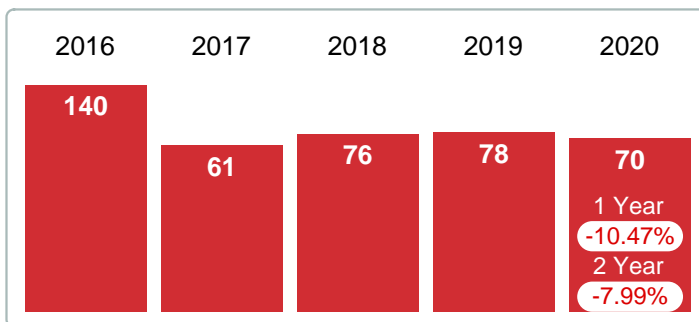
AVERAGE DAYS ON MARKET TO SALE

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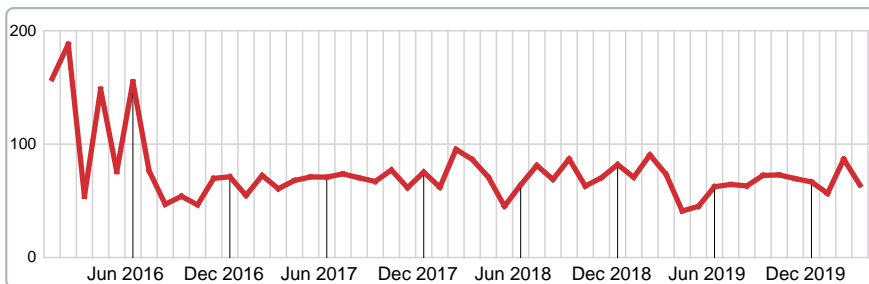
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

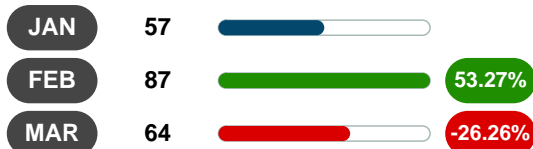


3 MONTHS

5 year MAR AVG = 68

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 64 below the 5 yr MAR average of 68



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	12.50%	109	104	113	0	0
\$40,001 - \$50,000	6.25%	9	0	9	0	0
\$50,001 - \$70,000	12.50%	11	14	7	0	0
\$70,001 - \$170,000	31.25%	31	0	31	0	0
\$170,001 - \$190,000	12.50%	81	0	38	123	0
\$190,001 - \$300,000	18.75%	123	0	167	158	44
\$300,001 and up	6.25%	91	0	91	0	0
Average Closed DOM		64	59	53	141	44
Total Closed Units	100%	64	2	11	2	1
Total Closed Volume		2,181,550	95.00K	1.42M	370.00K	300.00K

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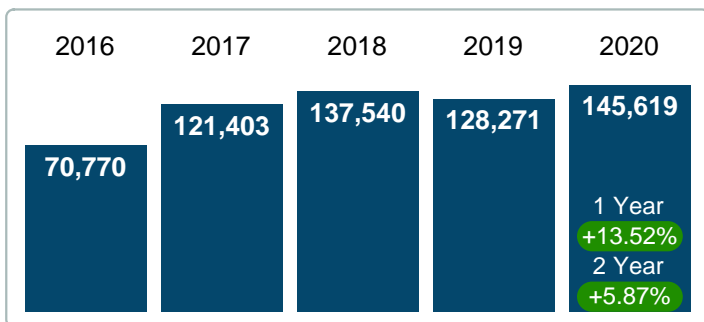
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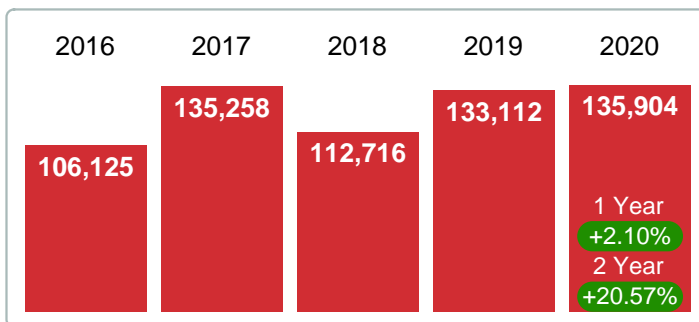
AVERAGE LIST PRICE AT CLOSING

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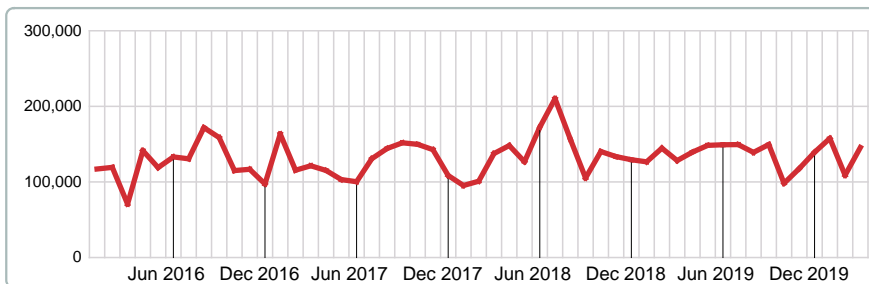
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

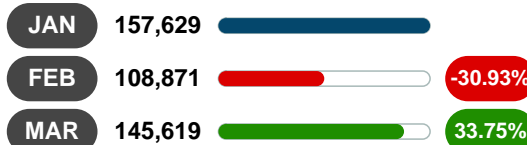


3 MONTHS

5 year MAR AVG = 120,720

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

Average List Price at Closing this month at **145,619**
above the 5 yr MAR average of **120,720**



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	12.50%	24,500	60,000	14,000	0	0
\$40,001 - \$50,000	0.00%	0	0	35,000	0	0
\$50,001 - \$70,000	18.75%	61,333	64,000	59,999	0	0
\$70,001 - \$170,000	37.50%	119,667	0	109,800	0	0
\$170,001 - \$190,000	6.25%	189,000	0	189,000	169,000	0
\$190,001 - \$300,000	12.50%	222,450	0	219,900	225,000	320,000
\$300,001 and up	12.50%	372,500	0	425,000	0	0
Average List Price		145,619	62,000	135,627	197,000	320,000
Total Closed Units	100%	145,619	2	11	2	1
Total Closed Volume		2,329,899	124.00K	1.49M	394.00K	320.00K

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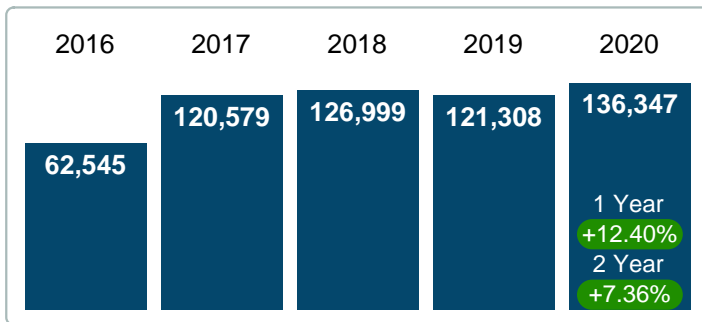
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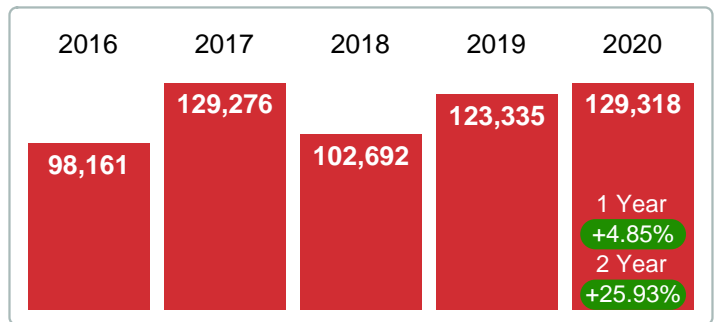
AVERAGE SOLD PRICE AT CLOSING

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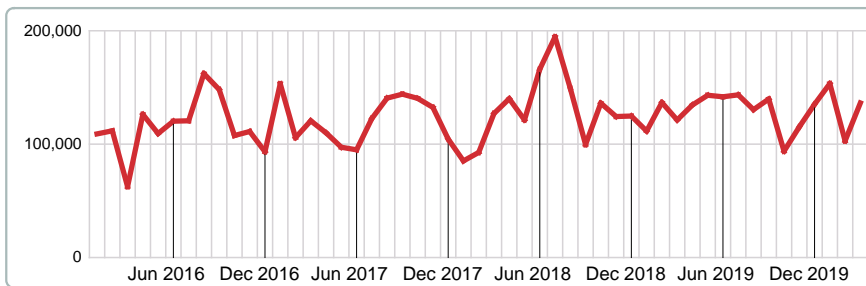
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

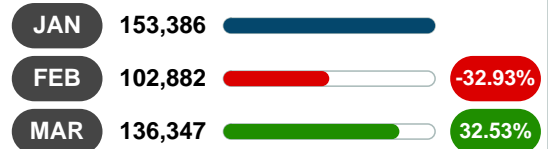


3 MONTHS

5 year MAR AVG = 113,556

High Jul 2018 194,591 Low Mar 2016 62,545

Average Sold Price at Closing this month at **136,347** above the 5 yr MAR average of **113,556**



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	12.50%	26,500	40,000	13,000	0	0
\$40,001 \$50,000	6.25%	41,550	0	41,550	0	0
\$50,001 \$70,000	12.50%	56,000	55,000	57,000	0	0
\$70,001 \$170,000	31.25%	103,000	0	103,000	0	0
\$170,001 \$190,000	12.50%	180,000	0	185,000	175,000	0
\$190,001 \$300,000	18.75%	230,000	0	195,000	195,000	300,000
\$300,001 and up	6.25%	410,000	0	410,000	0	0
Average Sold Price		136,347	47,500	128,777	185,000	300,000
Total Closed Units	100%	136,347	2	11	2	1
Total Closed Volume		2,181,550	95.00K	1.42M	370.00K	300.00K

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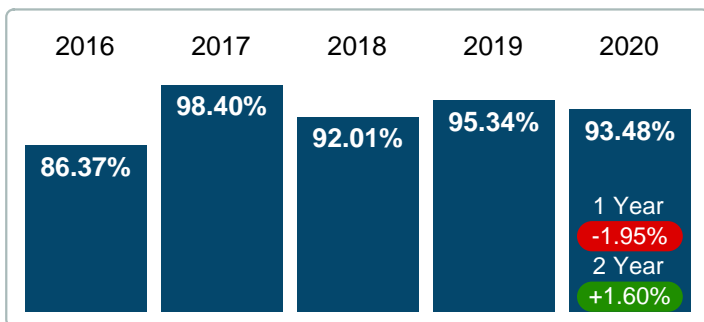
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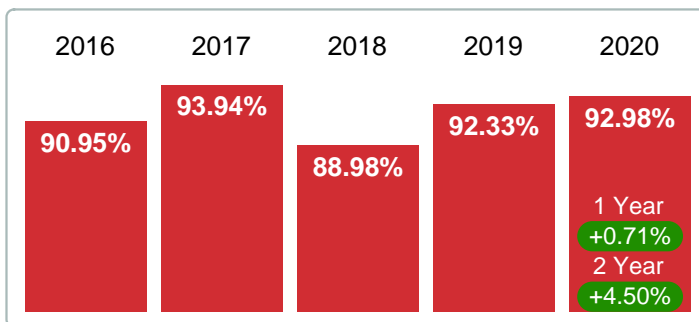
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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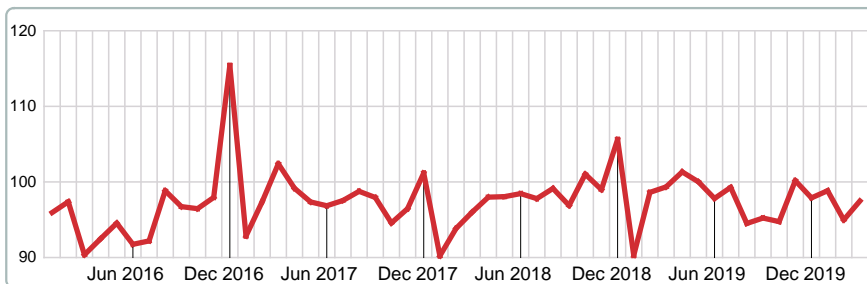
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

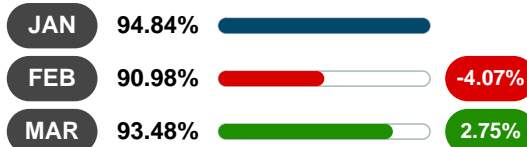


3 MONTHS

5 year MAR AVG = 93.12%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **93.48%**
equal to 5 yr MAR average of **93.12%**



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	12.50%	79.76%	66.67%	92.86%	0.00%	0.00%
\$40,001 \$50,000	1	6.25%	118.71%	0.00%	118.71%	0.00%	0.00%
\$50,001 \$70,000	2	12.50%	90.47%	85.94%	95.00%	0.00%	0.00%
\$70,001 \$170,000	5	31.25%	93.91%	0.00%	93.91%	0.00%	0.00%
\$170,001 \$190,000	2	12.50%	100.72%	0.00%	97.88%	103.55%	0.00%
\$190,001 \$300,000	3	18.75%	89.70%	0.00%	88.68%	86.67%	93.75%
\$300,001 and up	1	6.25%	96.47%	0.00%	96.47%	0.00%	0.00%
Average Sold/List Ratio		93.50%		76.30%	96.29%	95.11%	93.75%
Total Closed Units		16	100%	2	11	2	1
Total Closed Volume		2,181,550		95.00K	1.42M	370.00K	300.00K

March 2020



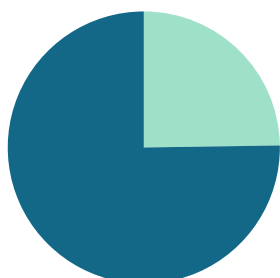
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

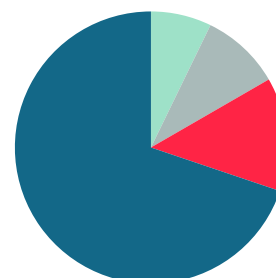


Inventory
 New Listings
51 = 24.76%
 Start Inventory
155
 Total Inventory Units
206
 Volume
\$41,065,980

Market Activity

Closed Sales
16 = 7.21%
 Pending Sales
21 = 9.46%
 Other Off Market
30 = 13.51%
 Active Inventory
155 = 69.82%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	18	16	-11.11%	49	47	-4.08%
Pending Sales	22	21	-4.55%	52	64	23.08%
New Listings	68	51	-25.00%	162	150	-7.41%
Average List Price	128,271	145,619	13.52%	133,112	135,904	2.10%
Average Sale Price	121,308	136,347	12.40%	123,335	129,318	4.85%
Average Percent of Selling Price to List Price	95.34%	93.48%	-1.95%	92.33%	92.98%	0.71%
Average Days on Market to Sale	73.39	63.94	-12.88%	78.16	69.98	-10.47%
Monthly Inventory	178	155	-12.92%	178	155	-12.92%
Months Supply of Inventory	10.03	7.82	-22.07%	10.03	7.82	-22.07%

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

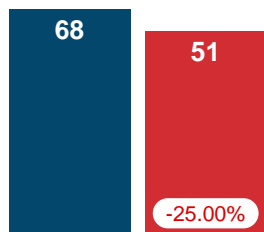
Inventory on March 31, 2020 = **155**

2019 **2020**

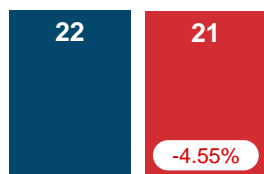
MARCH MARKET

AVERAGE PRICES

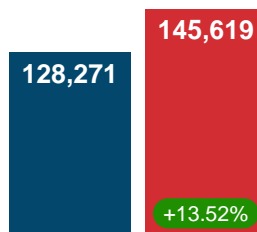
New Listings



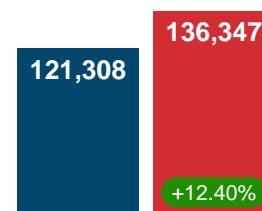
Pending Listings



List Price



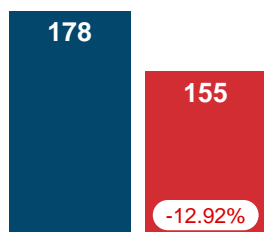
Sale Price



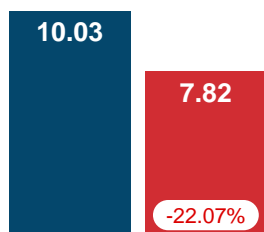
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

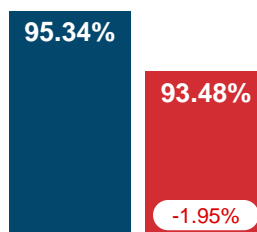
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

