

# March 2020



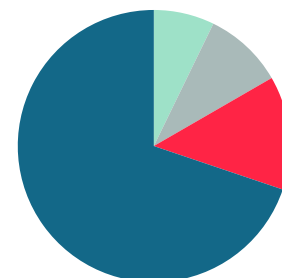
Area Delimited by County Of McIntosh - Residential Property Type



## 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%
Median List Price	100,000	120,000	20.00%
Median Sale Price	104,250	108,500	4.08%
Median Percent of Selling Price to List Price	93.44%	94.38%	1.00%
Median Days on Market to Sale	61.00	41.00	-32.79%
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.

#### 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 **4.08%** in March 2020 to \$108,500 versus the previous year at \$104,250.

#### Median Days on Market Shortens

The median number of **41.00** days that homes spent on the market before selling decreased by 20.00 days or **32.79%** in March 2020 compared to last year's same month at **61.00** DOM.

#### Sales Success for March 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 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.

### 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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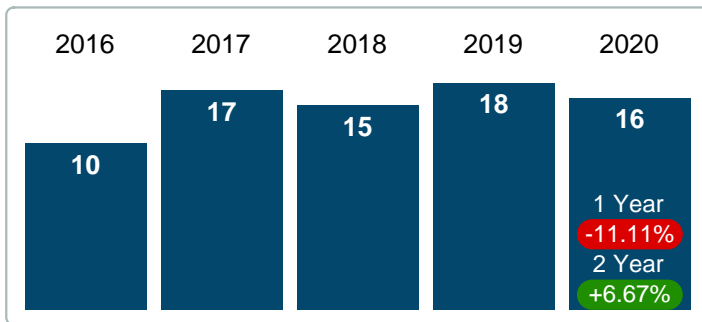
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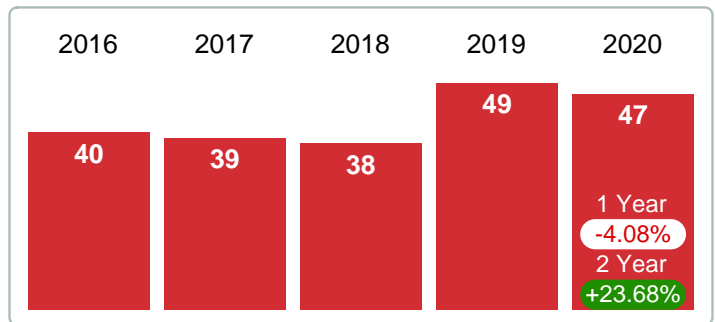
## CLOSED LISTINGS

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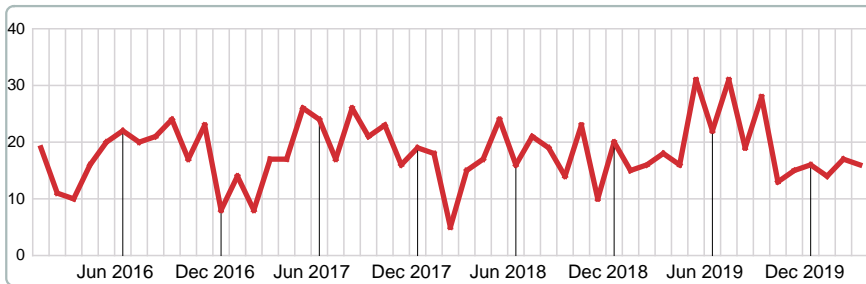
### MARCH



### YEAR TO DATE (YTD)

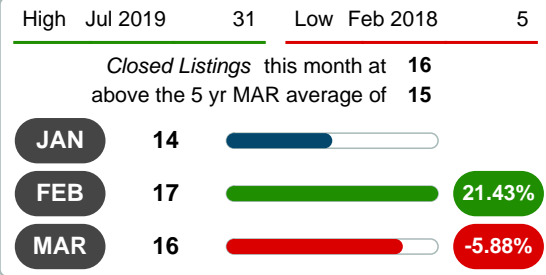


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 15



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	11.0	0	5	0	0
\$170,001 - \$190,000	2	12.50%	80.5	0	1	1	0
\$190,001 - \$300,000	3	18.75%	158.0	0	1	1	1
\$300,001 and up	1	6.25%	91.0	0	1	0	0
<b>Total Closed Units</b>	<b>16</b>			<b>2</b>	<b>11</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>2,181,550</b>	<b>100%</b>	<b>41.0</b>	<b>95.00K</b>	<b>1.42M</b>	<b>370.00K</b>	<b>300.00K</b>
<b>Median Closed Price</b>	<b>\$108,500</b>			<b>\$47,500</b>	<b>\$92,000</b>	<b>\$185,000</b>	<b>\$300,000</b>

# March 2020



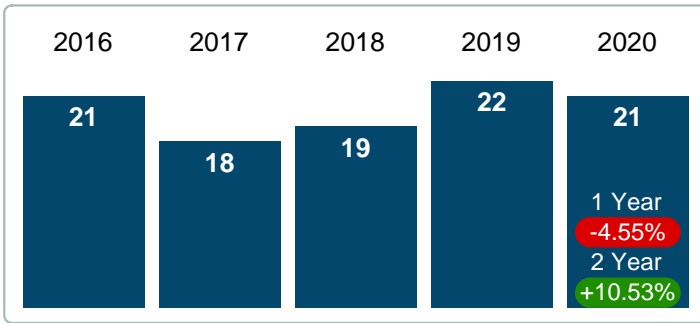
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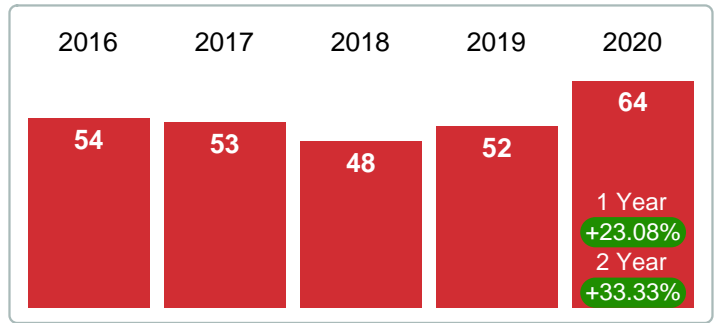
## PENDING LISTINGS

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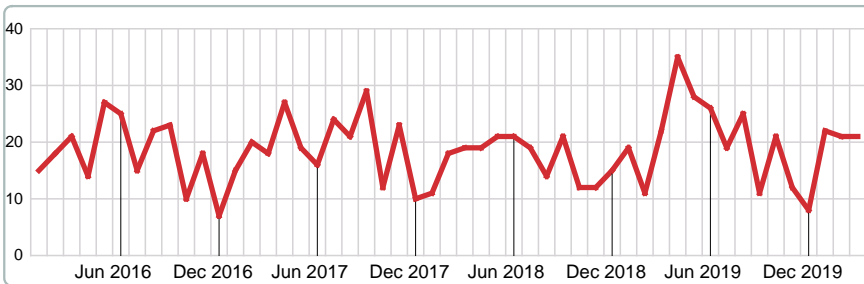
### MARCH



### YEAR TO DATE (YTD)

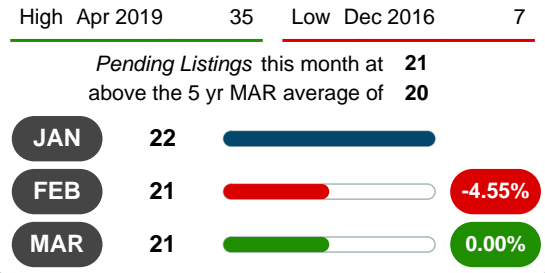


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 20



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	29.5	0	0	0	0
\$50,001 - \$100,000	4	19.05%	10.5	2	2	0	0
\$100,001 - \$175,000	7	33.33%	70.0	1	5	1	0
\$175,001 - \$225,000	2	9.52%	100.0	0	2	0	0
\$225,001 - \$250,000	3	14.29%	105.0	1	2	0	0
\$250,001 and up	3	14.29%	70.0	0	2	1	0
<b>Total Pending Units</b>	<b>21</b>			<b>4</b>	<b>15</b>	<b>2</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>3,501,200</b>	<b>100%</b>	<b>65.0</b>	<b>491.00K</b>	<b>2.54M</b>	<b>474.00K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$155,000</b>			<b>\$100,750</b>	<b>\$155,000</b>	<b>\$237,000</b>	<b>\$0</b>

# March 2020



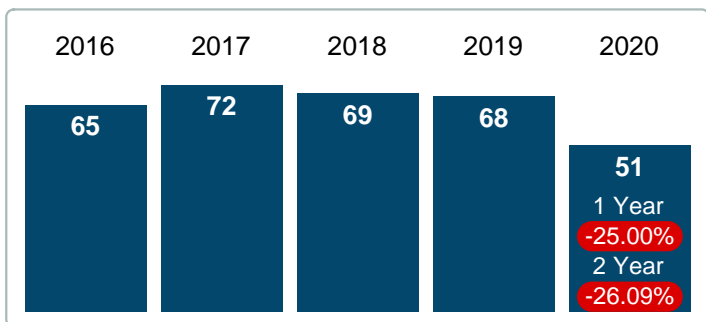
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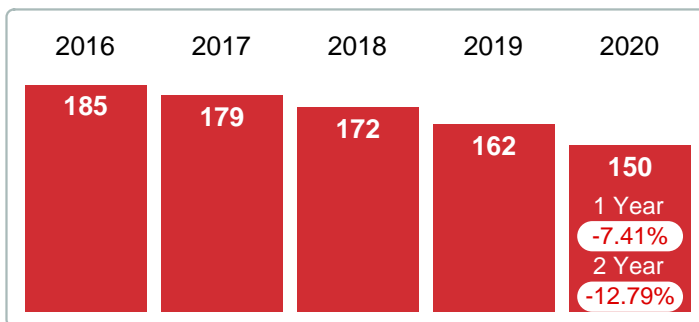
## NEW LISTINGS

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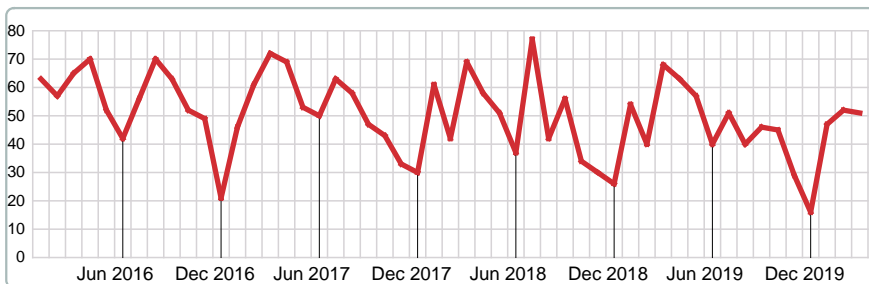
### MARCH



### 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

JAN	47	
FEB	52	10.64%
MAR	51	-1.92%

### 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
<b>Total New Listed Units</b>	<b>51</b>		<b>12</b>	<b>27</b>	<b>10</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>8,635,688</b>	<b>100%</b>	<b>1.36M</b>	<b>3.39M</b>	<b>3.45M</b>	<b>424.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$140,000</b>		<b>\$67,250</b>	<b>\$117,000</b>	<b>\$267,000</b>	<b>\$212,000</b>

# March 2020



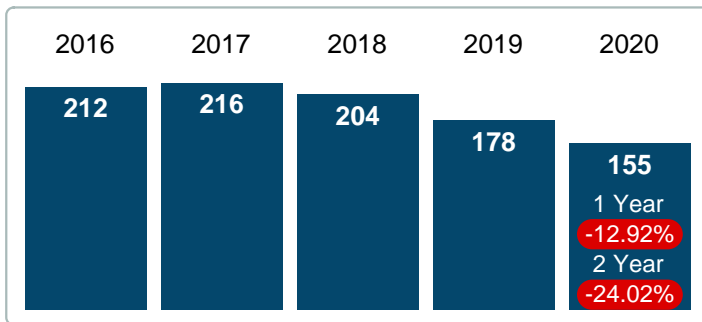
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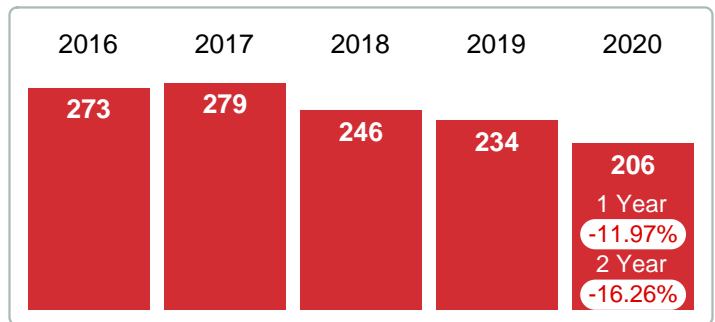
## ACTIVE INVENTORY

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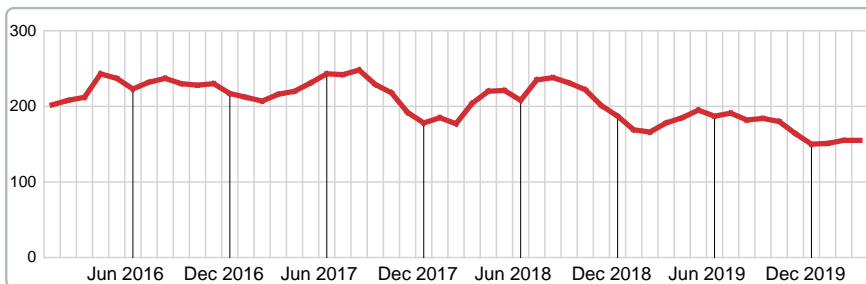
### END OF MARCH



### ACTIVE DURING MARCH

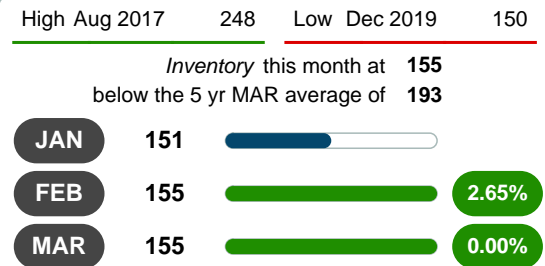


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 193



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	9.68%	74.0	8	7	0	0
\$50,001 - \$75,000	21	13.55%	40.0	11	8	2	0
\$75,001 - \$100,000	17	10.97%	43.0	7	9	1	0
\$100,001 - \$175,000	39	25.16%	47.0	8	29	0	2
\$175,001 - \$225,000	23	14.84%	54.0	9	7	6	1
\$225,001 - \$375,000	24	15.48%	46.5	3	10	10	1
\$375,001 and up	16	10.32%	74.5	1	5	6	4
<b>Total Active Inventory by Units</b>	<b>155</b>			<b>47</b>	<b>75</b>	<b>25</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>32,821,881</b>	<b>100%</b>	<b>49.0</b>	<b>6.00M</b>	<b>13.13M</b>	<b>8.69M</b>	<b>5.00M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$155,000</b>			<b>\$92,500</b>	<b>\$139,500</b>	<b>\$284,999</b>	<b>\$324,450</b>

# March 2020



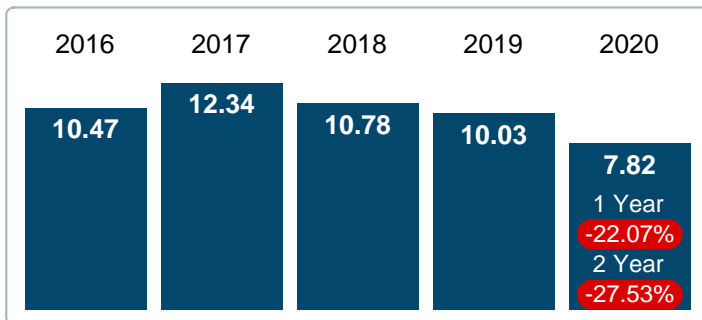
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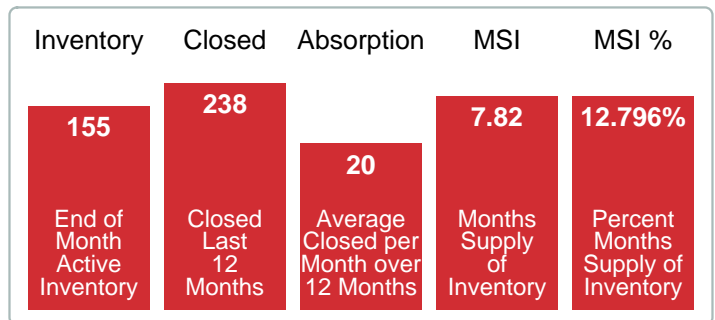
## MONTHS SUPPLY of INVENTORY (MSI)

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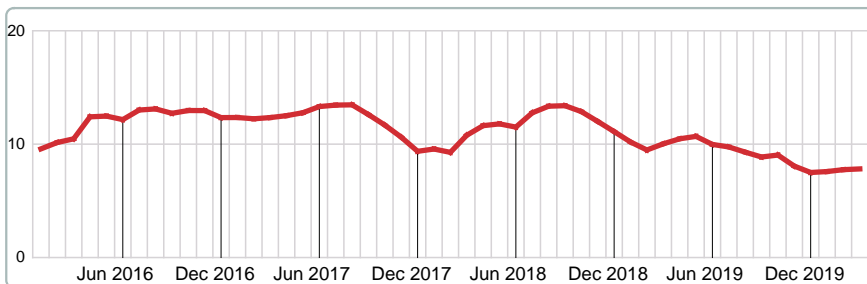
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020



### 5 YEAR MARKET ACTIVITY TRENDS

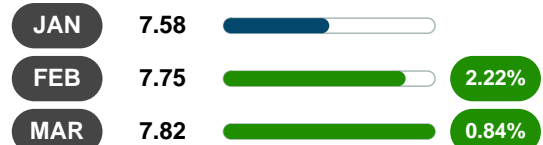


### 3 MONTHS

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

# March 2020



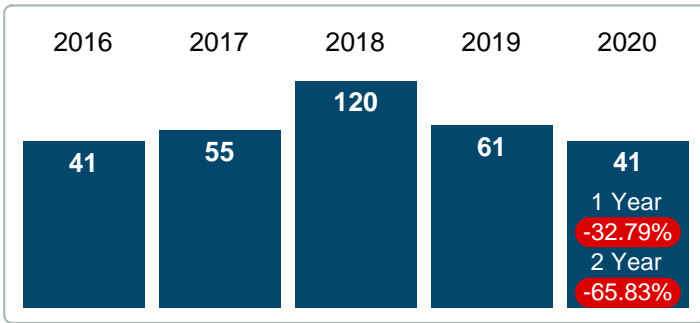
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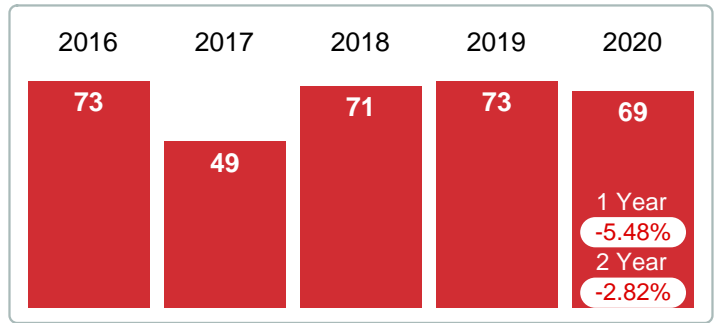
## MEDIAN DAYS ON MARKET TO SALE

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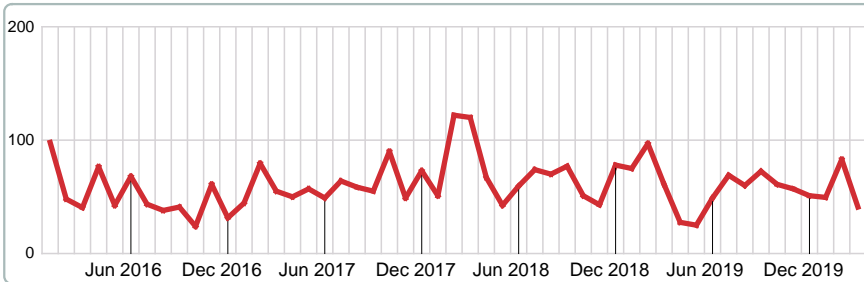
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

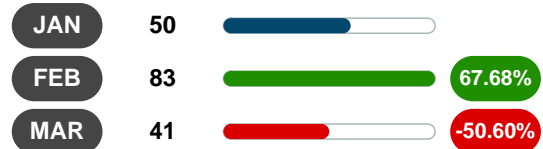


### 3 MONTHS

5 year MAR AVG = 64

High Feb 2018 122 Low Oct 2016 24

Median Days on Market to Sale this month at 41 below the 5 yr MAR 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
\$40,000 and less	2	12.50%	109	104	113	0	0
\$40,001 - \$50,000	1	6.25%	9	0	9	0	0
\$50,001 - \$70,000	2	12.50%	11	14	7	0	0
\$70,001 - \$170,000	5	31.25%	11	0	11	0	0
\$170,001 - \$190,000	2	12.50%	81	0	38	123	0
\$190,001 - \$300,000	3	18.75%	158	0	167	158	44
\$300,001 and up	1	6.25%	91	0	91	0	0
<b>Median Closed DOM</b>			<b>41</b>	<b>59</b>	<b>12</b>	<b>141</b>	<b>44</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>41.0</b>	<b>2</b>	<b>11</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>2,181,550</b>	<b>95.00K</b>	<b>1.42M</b>	<b>370.00K</b>	<b>300.00K</b>



# March 2020



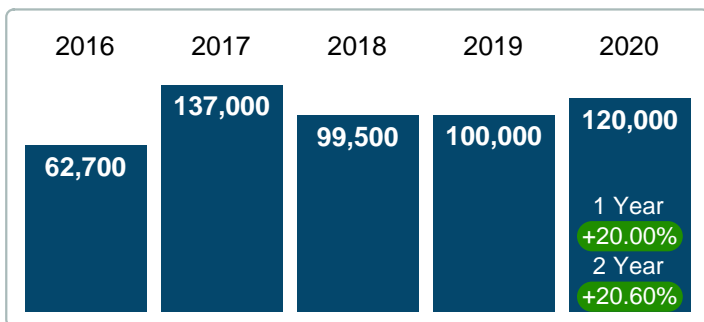
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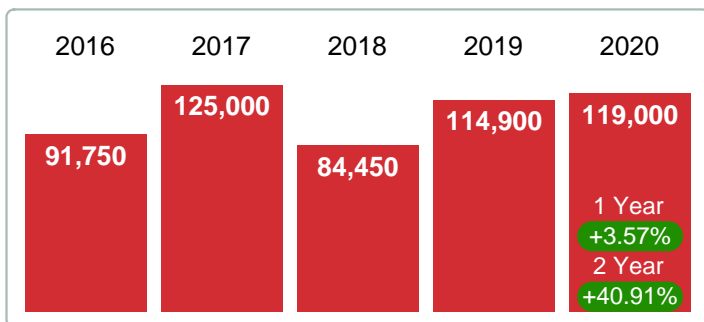
## MEDIAN LIST PRICE AT CLOSING

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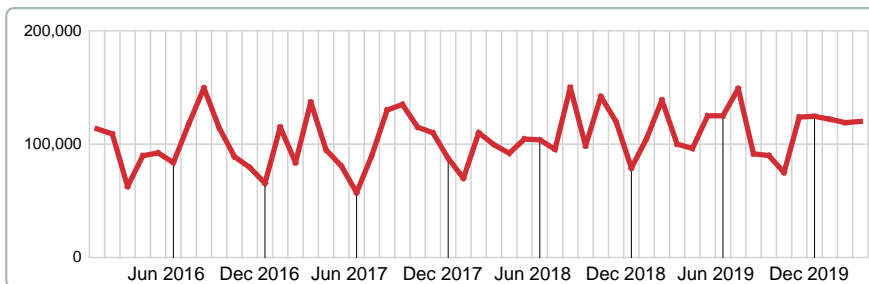
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 103,840

High Aug 2018 150,000 Low Jun 2017 57,300

Median List Price at Closing this month at **120,000**  
above the 5 yr MAR average of **103,840**



### 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
\$40,000 and less	12.50%	24,500	0	24,500	0	0
\$40,001 - \$50,000	0.00%	24,500	0	0	0	0
\$50,001 - \$70,000	18.75%	60,000	62,000	59,999	0	0
\$70,001 - \$170,000	37.50%	120,000	0	115,000	169,000	0
\$170,001 - \$190,000	6.25%	189,000	0	189,000	0	0
\$190,001 - \$300,000	12.50%	222,450	0	219,900	225,000	0
\$300,001 and up	12.50%	372,500	0	425,000	0	320,000
<b>Median List Price</b>		<b>120,000</b>	<b>62,000</b>	<b>115,000</b>	<b>197,000</b>	<b>320,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>120,000</b>	<b>2</b>	<b>11</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>2,329,899</b>	<b>124.00K</b>	<b>1.49M</b>	<b>394.00K</b>	<b>320.00K</b>



# March 2020



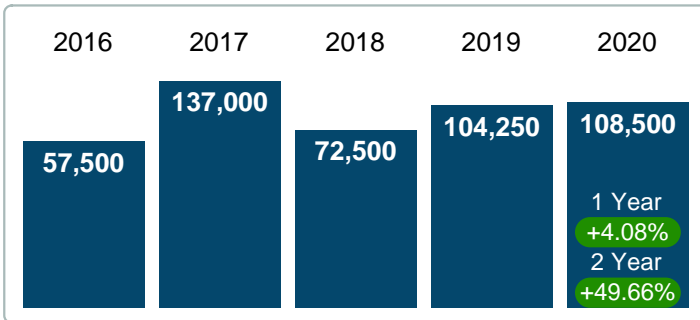
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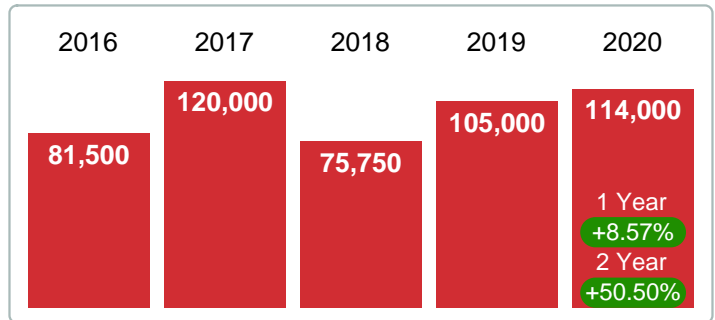
## MEDIAN SOLD PRICE AT CLOSING

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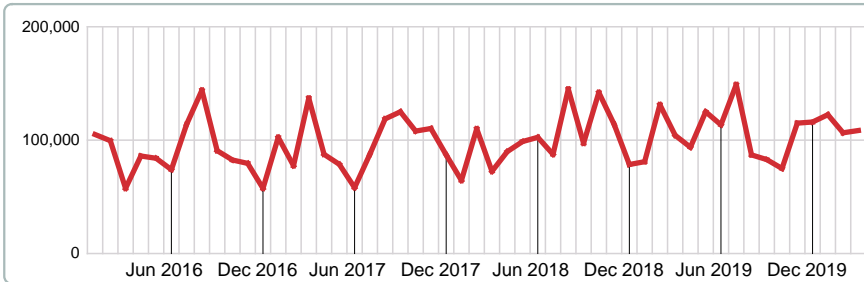
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 95,950

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

Median Sold Price at Closing this month at **108,500** above the 5 yr MAR average of **95,950**



### 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
\$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%	92,000	0	92,000	0	0
\$170,001 - \$190,000	12.50%	180,000	0	185,000	175,000	0
\$190,001 - \$300,000	18.75%	195,000	0	195,000	195,000	300,000
\$300,001 and up	6.25%	410,000	0	410,000	0	0
<b>Median Sold Price</b>		<b>108,500</b>	<b>47,500</b>	<b>92,000</b>	<b>185,000</b>	<b>300,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>108,500</b>	<b>2</b>	<b>11</b>	<b>2</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>2,181,550</b>	<b>95.00K</b>	<b>1.42M</b>	<b>370.00K</b>	<b>300.00K</b>

# March 2020



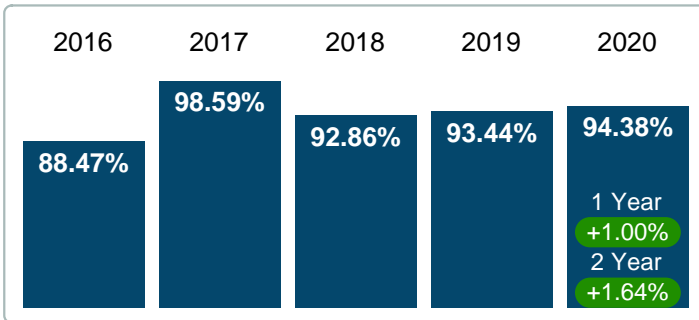
Area Delimited by County Of McIntosh - Residential Property Type



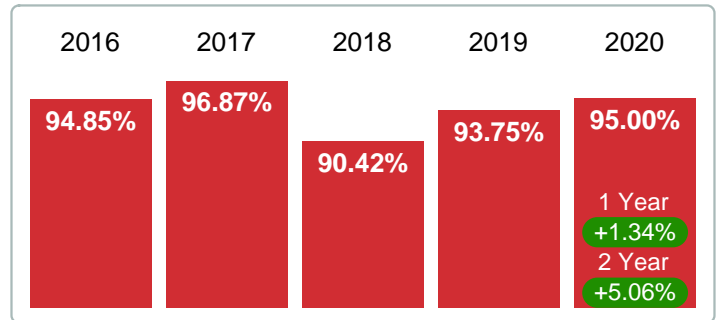
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

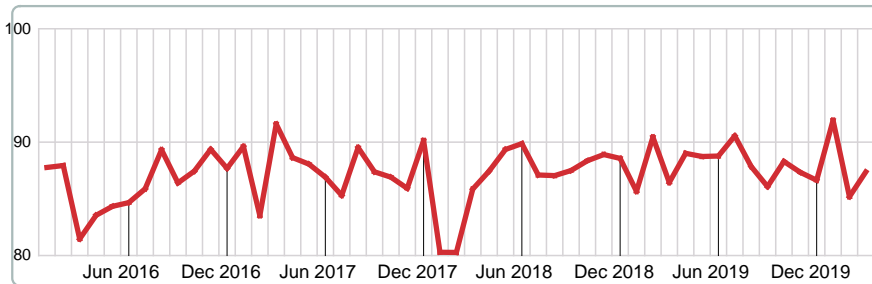
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

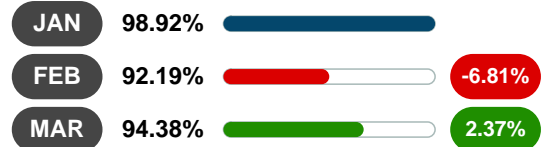


### 3 MONTHS

5 year MAR AVG = 93.55%

High Jan 2020 98.92% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **94.38%**  
equal to 5 yr MAR average of **93.55%**



### 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
\$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%	98.04%	0.00%	98.04%	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%	88.68%	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%
Median Sold/List Ratio		94.38%		76.30%	96.47%	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



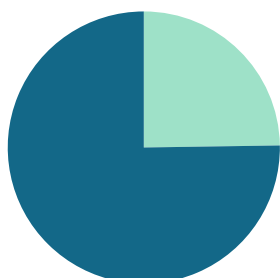
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

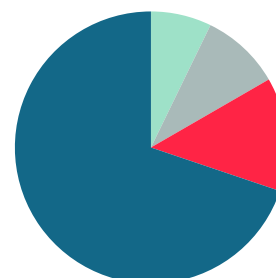


**Inventory**  
 New Listings  
**51 = 24.76%**  
 Start Inventory  
**155**  
 Total Inventory Units  
**206**  
 Volume  
**\$41,065,980**

### 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%
Median List Price	100,000	120,000	20.00%	114,900	119,000	3.57%
Median Sale Price	104,250	108,500	4.08%	105,000	114,000	8.57%
Median Percent of Selling Price to List Price	93.44%	94.38%	1.00%	93.75%	95.00%	1.34%
Median Days on Market to Sale	61.00	41.00	-32.79%	73.00	69.00	-5.48%
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

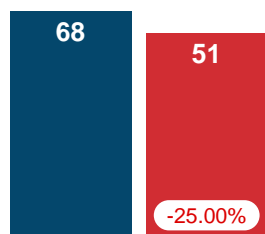
**Inventory** on March 31, 2020 = **155**

**2019** **2020**

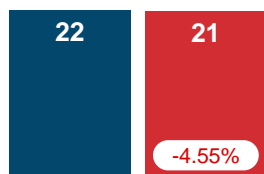
### MARCH MARKET

### MEDIAN PRICES

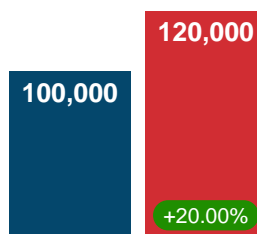
#### New Listings



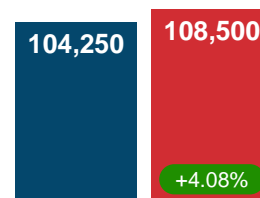
#### Pending Listings



#### List Price



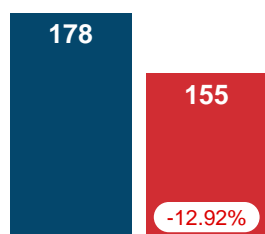
#### Sale Price



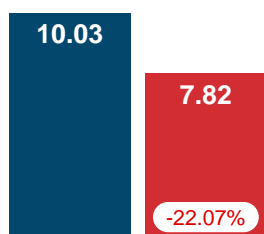
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

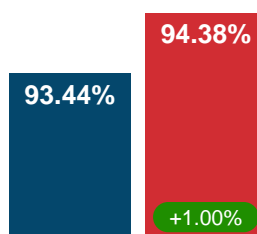
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

