

May 2020



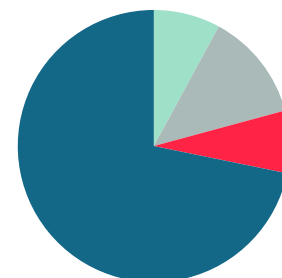
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	31	16	-48.39%
Pending Listings	28	26	-7.14%
New Listings	57	34	-40.35%
Average List Price	148,371	149,394	0.69%
Average Sale Price	143,110	140,728	-1.66%
Average Percent of Selling Price to List Price	96.02%	94.51%	-1.57%
Average Days on Market to Sale	45.13	70.00	55.11%
End of Month Inventory	195	145	-25.64%
Months Supply of Inventory	10.68	7.40	-30.70%



■ Closed (7.92%)
■ Pending (12.87%)
■ Other OffMarket (7.43%)
■ Active (71.78%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of May 31, 2020 = **145**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **25.64%** to 145 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 **7.40** 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 **1.66%** in May 2020 to \$140,728 versus the previous year at \$143,110.

Average Days on Market Lengthens

The average number of **70.00** days that homes spent on the market before selling increased by 24.87 days or **55.11%** in May 2020 compared to last year's same month at **45.13** DOM.

Sales Success for May 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 May 2020, down **40.35%** from last year at 57. Furthermore, there were 16 Closed Listings this month versus last year at 31, a **-48.39%** decrease.

Closed versus Listed trends yielded a **47.1%** ratio, down from previous year's, May 2019, at **54.4%**, a **13.47%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

May 2020



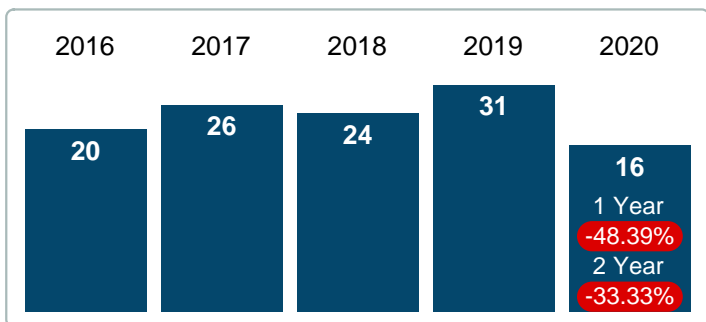
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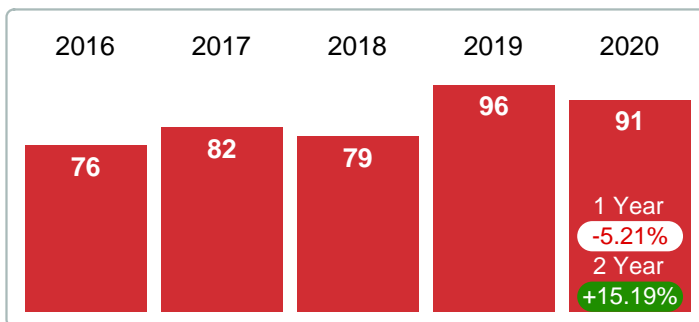
CLOSED LISTINGS

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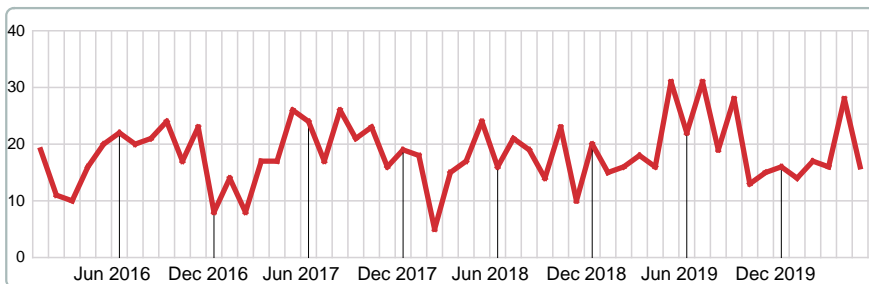
MAY



YEAR TO DATE (YTD)

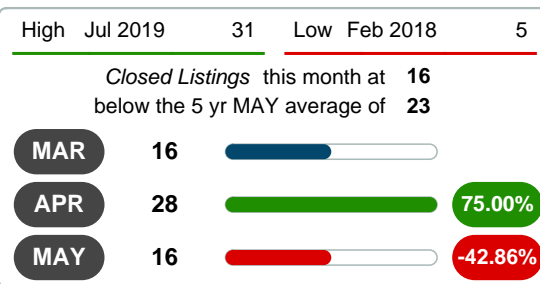


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 23



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	1	6.25%	38.0	1	0	0	0
\$20,001 - \$40,000	3	18.75%	51.0	2	1	0	0
\$40,001 - \$100,000	2	12.50%	49.5	1	0	1	0
\$100,001 - \$150,000	4	25.00%	73.0	1	2	1	0
\$150,001 - \$220,000	2	12.50%	135.5	0	2	0	0
\$220,001 - \$280,000	2	12.50%	66.0	1	0	0	1
\$280,001 and up	2	12.50%	67.5	0	1	0	1
Total Closed Units	16			6	6	2	2
Total Closed Volume	2,251,650	100%	70.0	488.65K	1.04M	194.00K	532.00K
Average Closed Price	\$140,728			\$81,442	\$172,833	\$97,000	\$266,000

May 2020



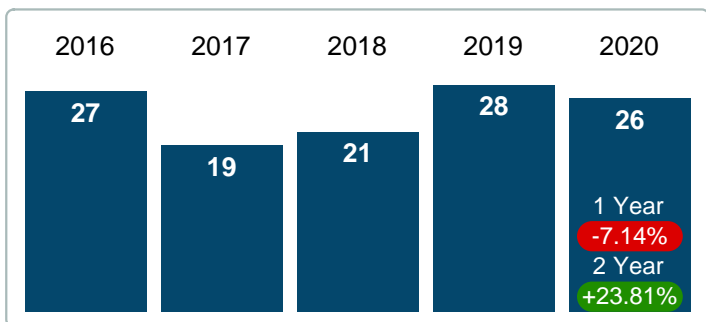
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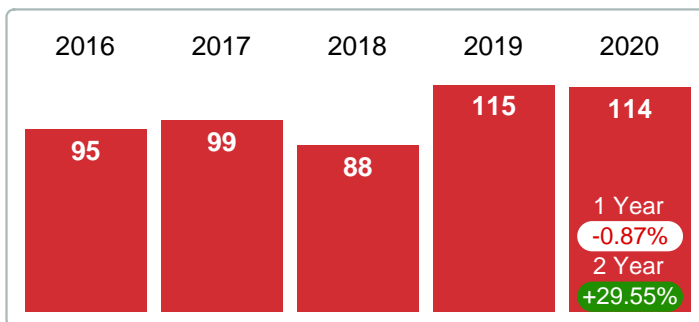
PENDING LISTINGS

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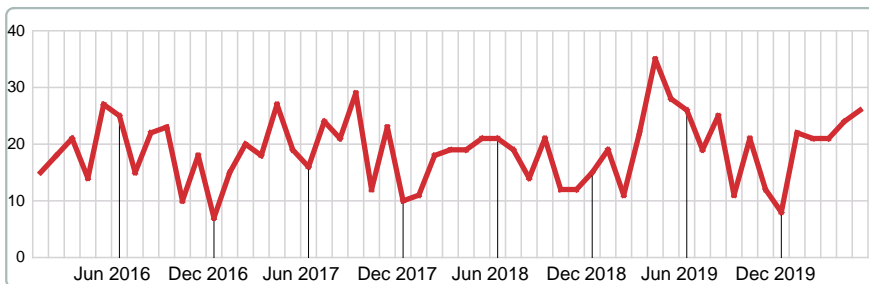
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 24

High Apr 2019 35 Low Dec 2016 7

Pending Listings this month at **26**
above the 5 yr MAY average of **24**

- MAR 21
- APR 24 14.29%
- MAY 26 8.33%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	2	7.69%	58.0	2	0	0	0
\$60,001 - \$60,000	0	0.00%	0.0	0	0	0	0
\$60,001 - \$90,000	7	26.92%	67.1	5	2	0	0
\$90,001 - \$140,000	6	23.08%	67.2	3	3	0	0
\$140,001 - \$180,000	5	19.23%	64.4	0	5	0	0
\$180,001 - \$210,000	3	11.54%	78.3	1	1	1	0
\$210,001 and up	3	11.54%	25.0	0	3	0	0
Total Pending Units	26			11	14	1	0
Total Pending Volume	3,633,000	100%	63.1	945.60K	2.48M	209.90K	0.00B
Average Listing Price	\$128,200			\$85,964	\$176,964	\$209,900	\$0

May 2020



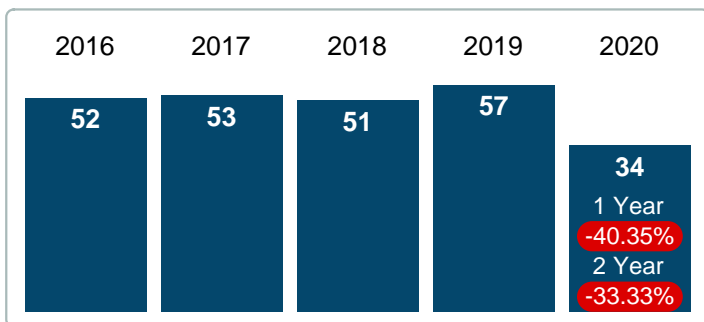
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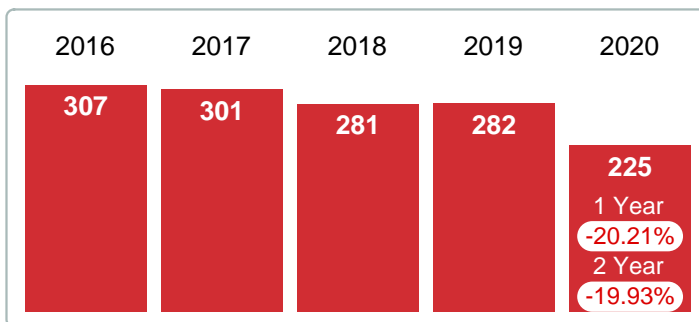
NEW LISTINGS

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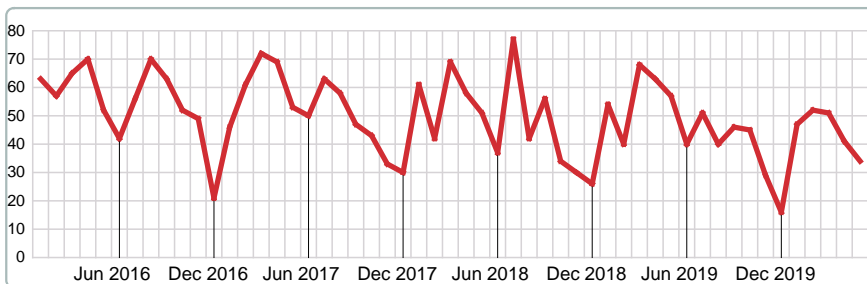
MAY



YEAR TO DATE (YTD)

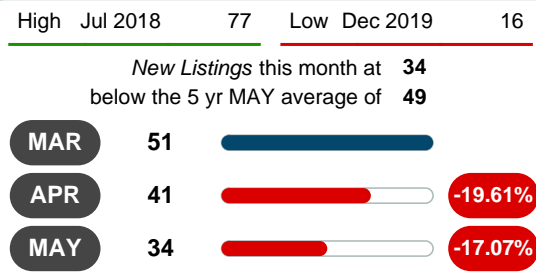


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 49



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	2	5.88%	1	1	0	0
\$50,001 - \$75,000	3	8.82%	2	0	1	0
\$75,001 - \$100,000	7	20.59%	5	2	0	0
\$100,001 - \$175,000	7	20.59%	3	2	2	0
\$175,001 - \$275,000	7	20.59%	2	4	1	0
\$275,001 - \$375,000	4	11.76%	1	1	2	0
\$375,001 and up	4	11.76%	0	2	2	0
Total New Listed Units	34		14	12	8	0
Total New Listed Volume	7,133,050	100%	1.64M	2.94M	2.55M	0.00B
Average New Listed Listing Price	\$171,305		\$117,457	\$244,875	\$318,769	\$0

May 2020



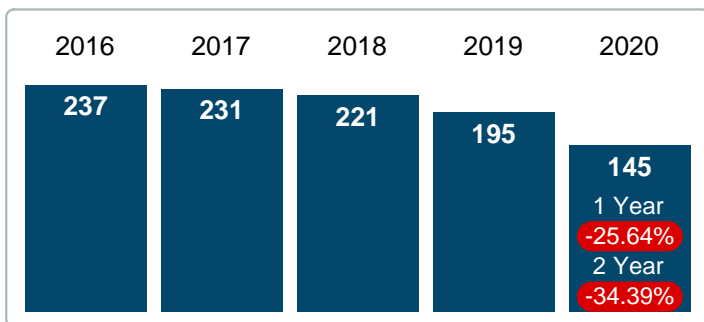
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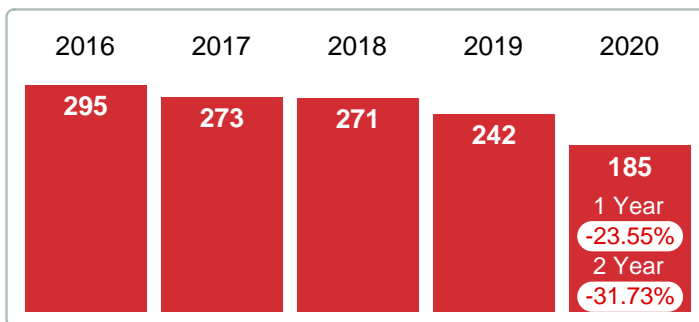
ACTIVE INVENTORY

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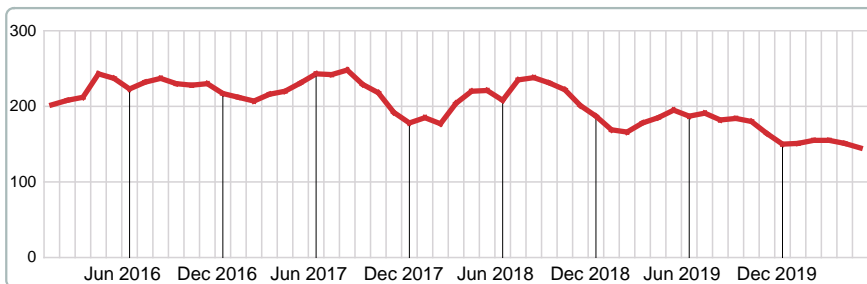
END OF MAY



ACTIVE DURING MAY

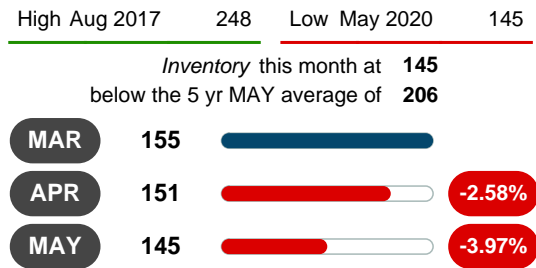


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 206



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	9	6.21%	64.4	5	4	0	0
\$50,001 - \$75,000	15	10.34%	95.6	7	6	2	0
\$75,001 - \$125,000	31	21.38%	69.7	11	18	2	0
\$125,001 - \$200,000	32	22.07%	88.0	9	16	4	3
\$200,001 - \$275,000	25	17.24%	76.3	7	13	5	0
\$275,001 - \$375,000	15	10.34%	59.0	2	1	11	1
\$375,001 and up	18	12.41%	71.8	1	6	7	4
Total Active Inventory by Units	145			42	64	31	8
Total Active Inventory by Volume	33,713,032	100%	76.4	6.02M	12.29M	10.87M	4.53M
Average Active Inventory Listing Price	\$232,504			\$143,295	\$192,040	\$350,656	\$566,713

May 2020



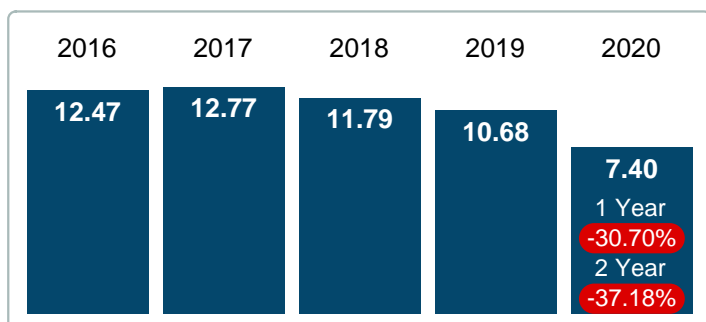
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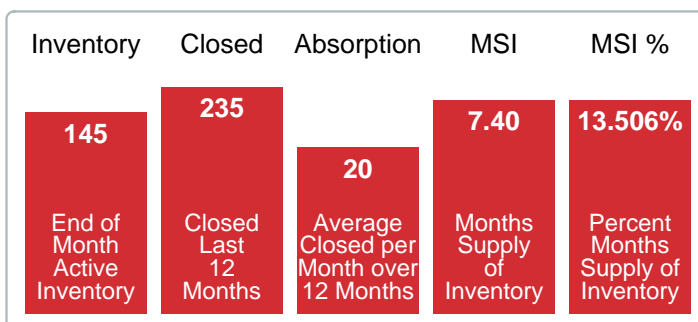
MONTHS SUPPLY of INVENTORY (MSI)

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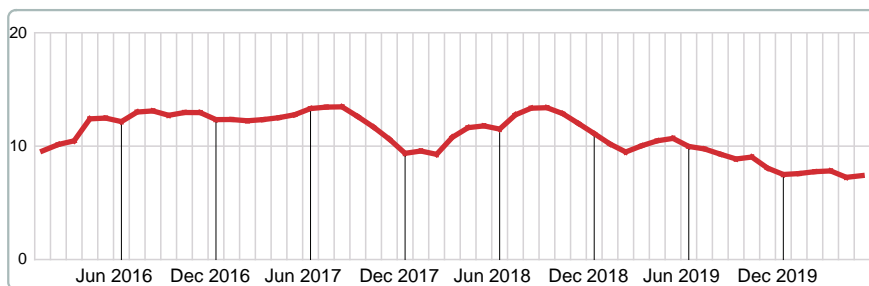
MSI FOR MAY



INDICATORS FOR MAY 2020

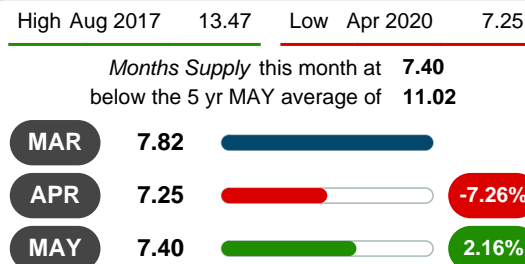


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 11.02



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	9	6.21%	2.16	2.40	2.09	0.00	0.00
\$50,001 - \$75,000	15	10.34%	5.81	9.33	3.79	8.00	0.00
\$75,001 - \$125,000	31	21.38%	7.02	6.29	8.64	4.00	0.00
\$125,001 - \$200,000	32	22.07%	6.86	15.43	5.49	3.69	36.00
\$200,001 - \$275,000	25	17.24%	14.29	42.00	12.00	15.00	0.00
\$275,001 - \$375,000	15	10.34%	11.25	0.00	1.33	26.40	6.00
\$375,001 and up	18	12.41%	27.00	0.00	12.00	84.00	48.00
Market Supply of Inventory (MSI)			7.40	7.88	5.91	10.94	13.71
Total Active Inventory by Units		100%	7.40	42	64	31	8

May 2020



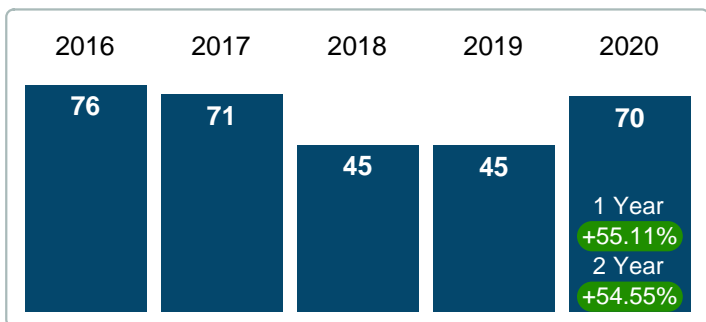
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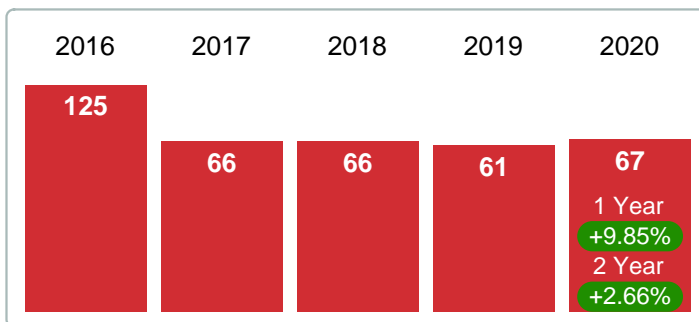
AVERAGE DAYS ON MARKET TO SALE

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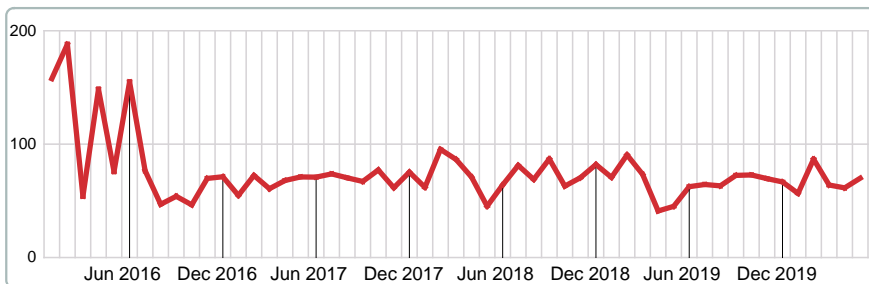
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 70 above the 5 yr MAY average of 61



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
\$20,000 and less	6.25%	38	38	0	0	0
\$20,001 - \$40,000	18.75%	51	63	27	0	0
\$40,001 - \$100,000	12.50%	50	91	0	8	0
\$100,001 - \$150,000	25.00%	73	68	111	2	0
\$150,001 - \$220,000	12.50%	136	0	136	0	0
\$220,001 - \$280,000	12.50%	66	117	0	0	15
\$280,001 and up	12.50%	68	0	129	0	6
Average Closed DOM		70	73	108	5	11
Total Closed Units	100%	70	6	6	2	2
Total Closed Volume		2,251,650	488.65K	1.04M	194.00K	532.00K

May 2020



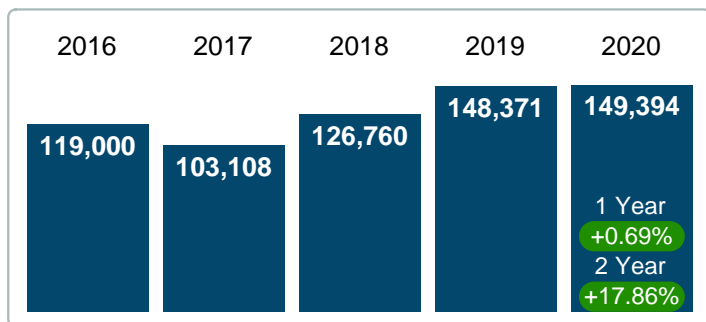
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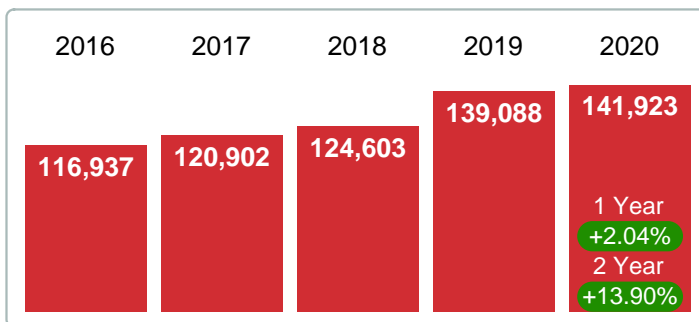
AVERAGE LIST PRICE AT CLOSING

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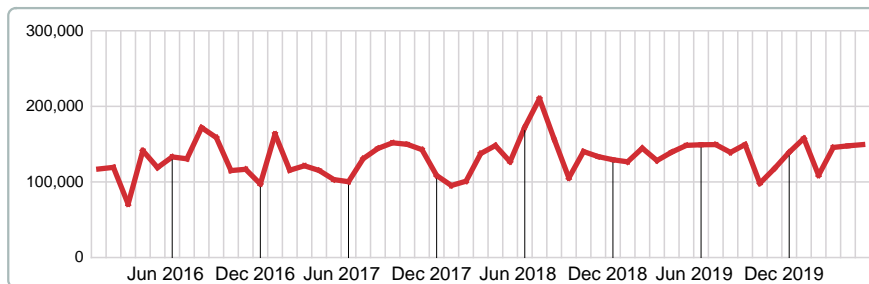
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

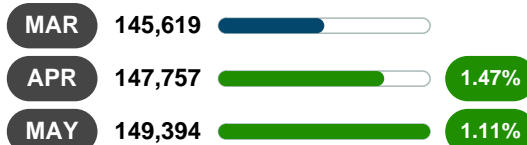


3 MONTHS

5 year MAY AVG = 129,327

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

Average List Price at Closing this month at **149,394**
 above the 5 yr MAY average of **129,327**



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
\$20,000 and less	0	0.00%	0	22,000	0	0	0
\$20,001 - \$40,000	3	18.75%	28,967	32,450	43,000	0	0
\$40,001 - \$100,000	3	18.75%	55,667	82,000	0	42,000	0
\$100,001 - \$150,000	4	25.00%	132,350	119,900	132,250	145,000	0
\$150,001 - \$220,000	2	12.50%	168,500	0	168,500	0	0
\$220,001 - \$280,000	2	12.50%	237,000	225,000	0	0	249,000
\$280,001 and up	2	12.50%	398,000	0	497,000	0	299,000
Average List Price			149,394	85,633	190,250	93,500	274,000
Total Closed Units		100%	149,394	6	6	2	2
Total Closed Volume				513.80K	1.14M	187.00K	548.00K

May 2020



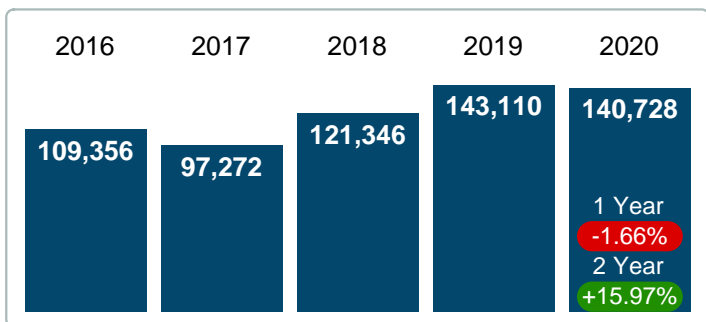
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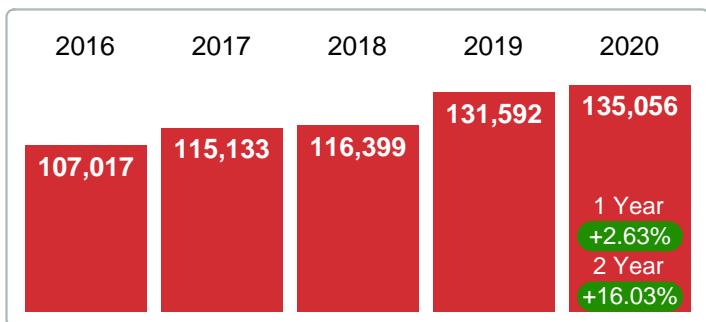
AVERAGE SOLD PRICE AT CLOSING

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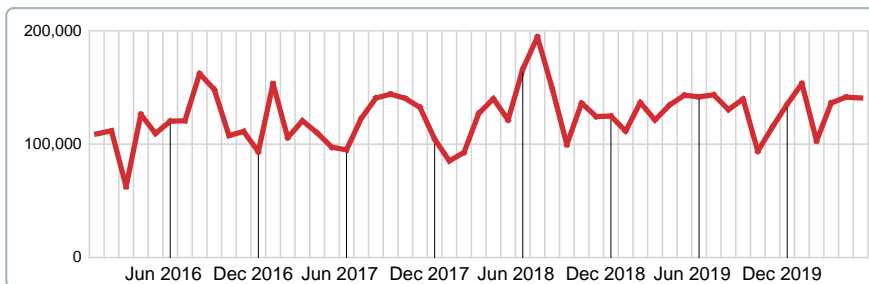
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 122,363

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

Average Sold Price at Closing this month at **140,728**
 above the 5 yr MAY average of **122,363**

MAR	136,347	
APR	141,446	+3.74%
MAY	140,728	-0.51%

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
\$20,000 and less	1	6.25%	19,000	19,000	0	0	0
\$20,001 - \$40,000	3	18.75%	32,383	28,575	40,000	0	0
\$40,001 - \$100,000	2	12.50%	63,500	78,000	0	49,000	0
\$100,001 - \$150,000	4	25.00%	123,750	105,000	122,500	145,000	0
\$150,001 - \$220,000	2	12.50%	156,000	0	156,000	0	0
\$220,001 - \$280,000	2	12.50%	238,250	229,500	0	0	247,000
\$280,001 and up	2	12.50%	362,500	0	440,000	0	285,000
Average Sold Price			140,728	81,442	172,833	97,000	266,000
Total Closed Units		100%	140,728	6	6	2	2
Total Closed Volume			2,251,650	488.65K	1.04M	194.00K	532.00K

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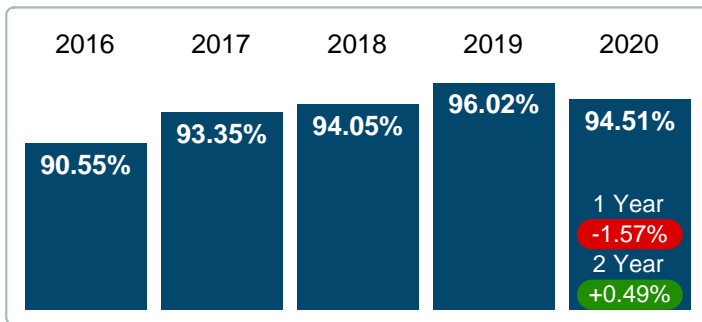
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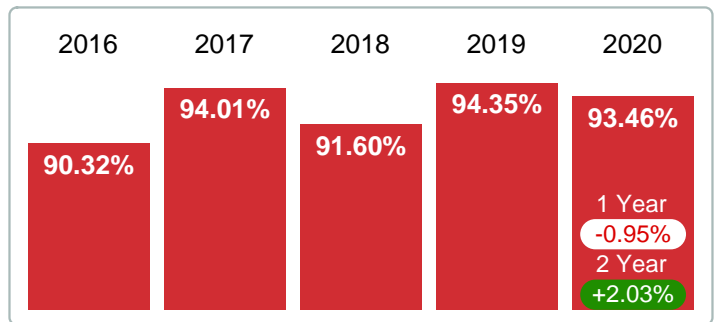
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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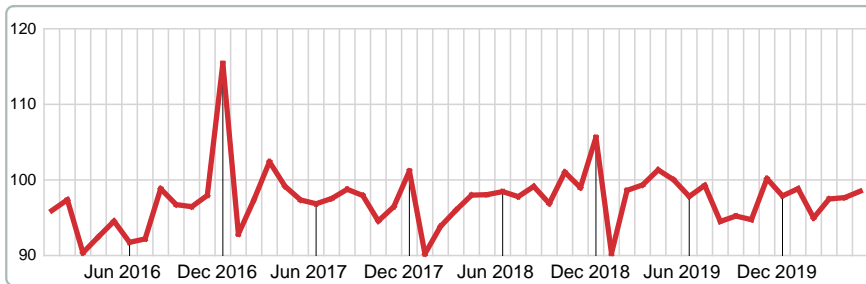
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

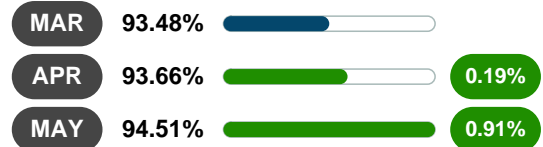


3 MONTHS

5 year MAY AVG = 93.70%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.51%**
above the 5 yr MAY average of **93.70%**



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
\$20,000 and less	1	6.25%	86.36%	86.36%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	3	18.75%	90.33%	88.99%	93.02%	0.00%	0.00%
\$40,001 - \$100,000	2	12.50%	105.89%	95.12%	0.00%	116.67%	0.00%
\$100,001 - \$150,000	4	25.00%	93.21%	87.57%	92.63%	100.00%	0.00%
\$150,001 - \$220,000	2	12.50%	92.59%	0.00%	92.59%	0.00%	0.00%
\$220,001 - \$280,000	2	12.50%	100.60%	102.00%	0.00%	0.00%	99.20%
\$280,001 and up	2	12.50%	91.92%	0.00%	88.53%	0.00%	95.32%
Average Sold/List Ratio			94.50%	91.51%	92.00%	108.33%	97.26%
Total Closed Units		100%	94.50%	6	6	2	2
Total Closed Volume				488.65K	1.04M	194.00K	532.00K

May 2020



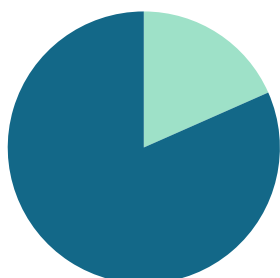
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

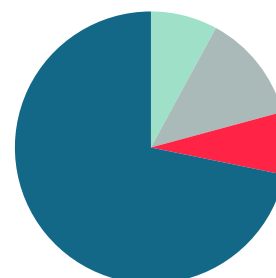


Inventory
 New Listings
34 = 18.38%
 Start Inventory
151
 Total Inventory Units
185
 Volume
\$40,841,732

Market Activity

Closed Sales
16 = 7.92%
 Pending Sales
26 = 12.87%
 Other Off Market
15 = 7.43%
 Active Inventory
145 = 71.78%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	31	16	-48.39%	96	91	-5.21%
Pending Sales	28	26	-7.14%	115	114	-0.87%
New Listings	57	34	-40.35%	282	225	-20.21%
Average List Price	148,371	149,394	0.69%	139,088	141,923	2.04%
Average Sale Price	143,110	140,728	-1.66%	131,592	135,056	2.63%
Average Percent of Selling Price to List Price	96.02%	94.51%	-1.57%	94.35%	93.46%	-0.95%
Average Days on Market to Sale	45.13	70.00	55.11%	61.31	67.35	9.85%
Monthly Inventory	195	145	-25.64%	195	145	-25.64%
Months Supply of Inventory	10.68	7.40	-30.70%	10.68	7.40	-30.70%

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

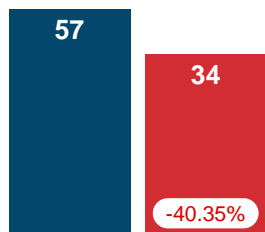
Inventory on May 31, 2020 = **145**

2019 **2020**

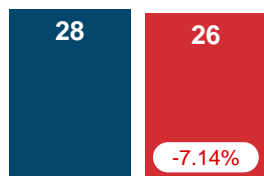
MAY MARKET

AVERAGE PRICES

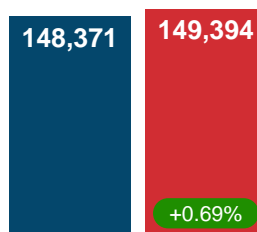
New Listings



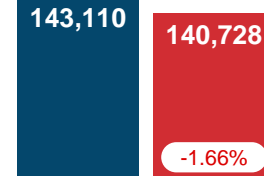
Pending Listings



List Price



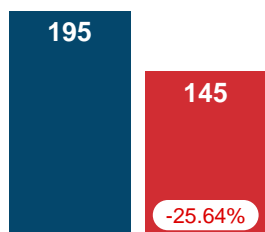
Sale Price



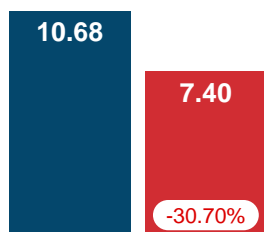
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

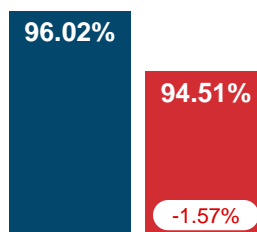
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

