

November 2020



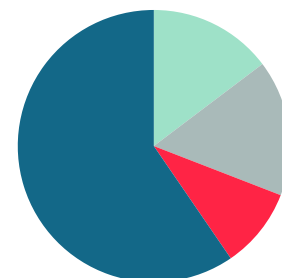
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	15	20	33.33%
Pending Listings	12	22	83.33%
New Listings	29	23	-20.69%
Average List Price	117,760	215,335	82.86%
Average Sale Price	115,227	202,650	75.87%
Average Percent of Selling Price to List Price	96.17%	94.30%	-1.94%
Average Days on Market to Sale	69.60	57.00	-18.10%
End of Month Inventory	164	81	-50.61%
Months Supply of Inventory	8.07	3.64	-54.86%



■ Closed (14.71%)
■ Pending (16.18%)
■ Other OffMarket (9.56%)
■ Active (59.56%)

Absorption: Last 12 months, an Average of **22** Sales/Month
Active Inventory as of November 30, 2020 = **81**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **50.61%** to 81 existing homes available for sale. Over the last 12 months this area has had an average of 22 closed sales per month. This represents an unsold inventory index of **3.64** 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 **75.87%** in November 2020 to \$202,650 versus the previous year at \$115,227.

Average Days on Market Shortens

The average number of **57.00** days that homes spent on the market before selling decreased by 12.60 days or **18.10%** in November 2020 compared to last year's same month at **69.60** DOM.

Sales Success for November 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 23 New Listings in November 2020, down **20.69%** from last year at 29. Furthermore, there were 20 Closed Listings this month versus last year at 15, a **33.33%** increase.

Closed versus Listed trends yielded a **87.0%** ratio, up from previous year's, November 2019, at **51.7%**, a **68.12%** upswing. This will certainly create pressure on a decreasing Month's 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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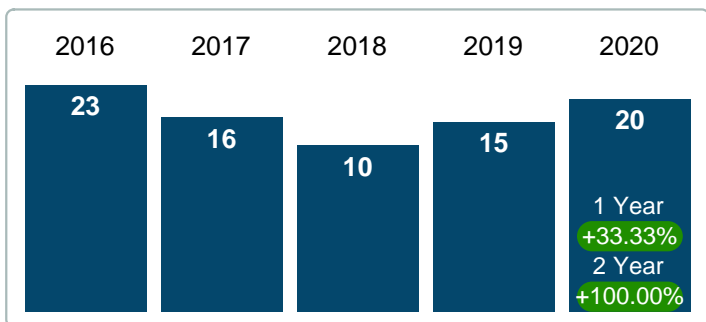
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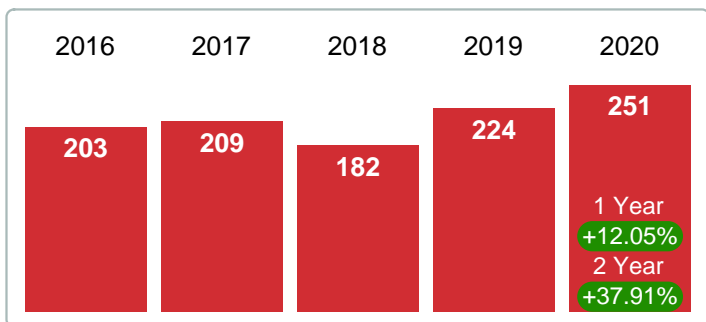
CLOSED LISTINGS

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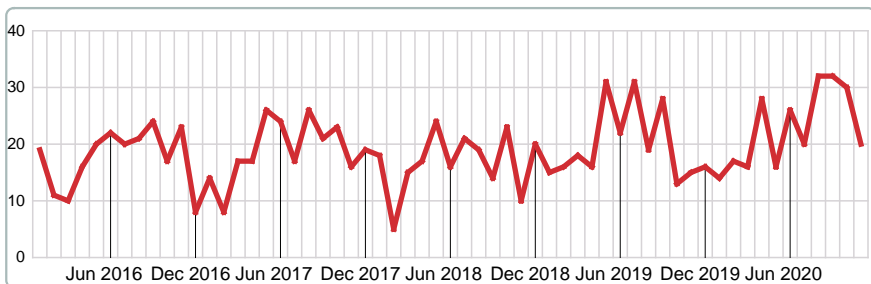
NOVEMBER



YEAR TO DATE (YTD)

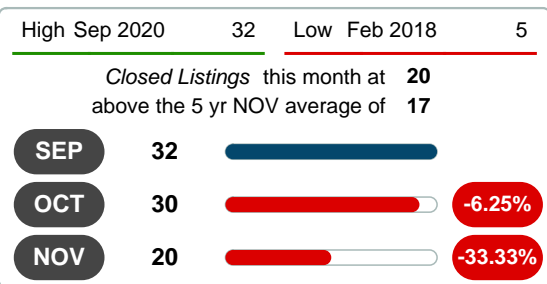


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 17



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	2	10.00%	67.0	0	2	0	0
\$50,001 - \$75,000	1	5.00%	5.0	1	0	0	0
\$75,001 - \$125,000	4	20.00%	78.0	2	1	1	0
\$125,001 - \$200,000	4	20.00%	14.5	2	2	0	0
\$200,001 - \$325,000	4	20.00%	51.8	2	1	1	0
\$325,001 - \$450,000	4	20.00%	68.3	0	0	3	1
\$450,001 and up	1	5.00%	151.0	0	1	0	0
Total Closed Units	20			7	7	5	1
Total Closed Volume	4,053,000	100%	57.0	1.02M	1.16M	1.53M	350.00K
Average Closed Price	\$202,650			\$145,500	\$165,500	\$305,200	\$350,000

November 2020



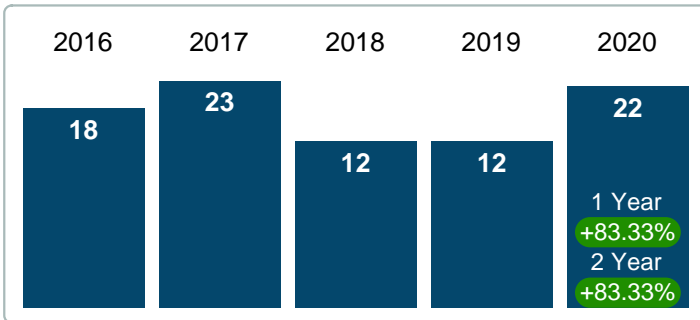
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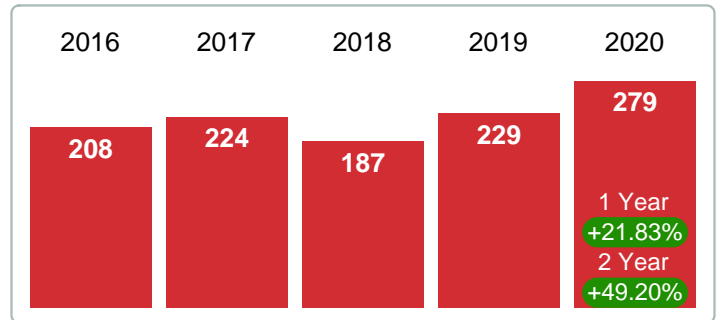
PENDING LISTINGS

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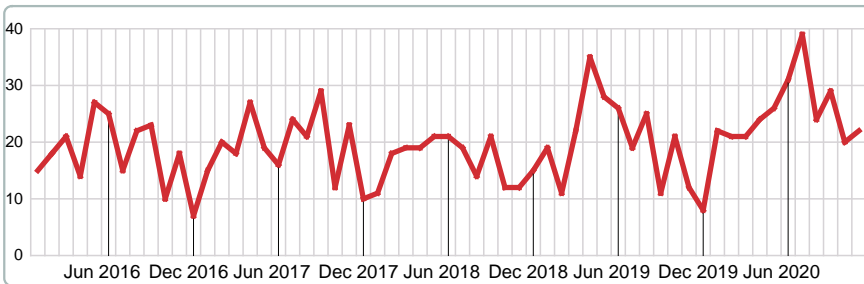
NOVEMBER



YEAR TO DATE (YTD)

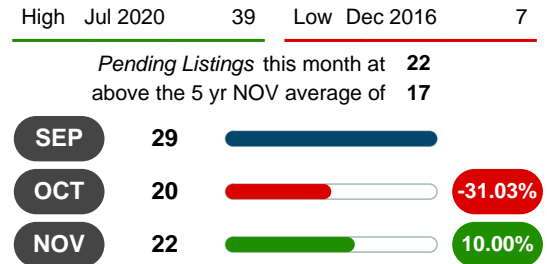


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 17



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	9.09%	35.5	1	1	0	0
\$50,001 - \$75,000	2	9.09%	36.0	1	1	0	0
\$75,001 - \$125,000	4	18.18%	97.5	0	4	0	0
\$125,001 - \$225,000	5	22.73%	76.0	0	4	1	0
\$225,001 - \$250,000	3	13.64%	49.7	0	1	2	0
\$250,001 - \$325,000	3	13.64%	56.0	0	2	1	0
\$325,001 and up	3	13.64%	41.3	0	0	2	1
Total Pending Units	22			2	13	6	1
Total Pending Volume	4,135,250	100%	61.5	79.00K	1.84M	1.62M	595.00K
Average Listing Price	\$187,966			\$39,500	\$141,419	\$270,467	\$595,000

November 2020



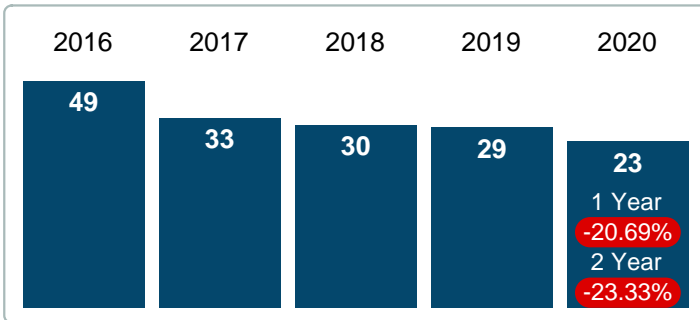
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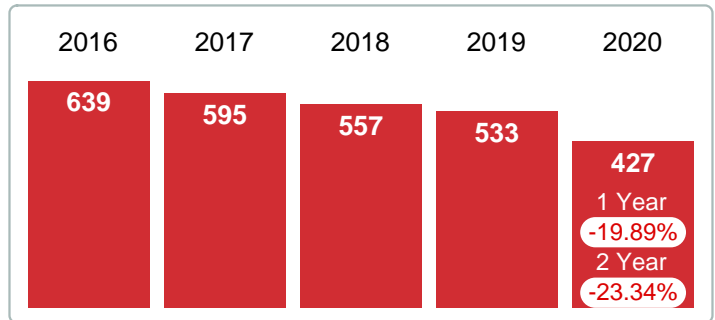
NEW LISTINGS

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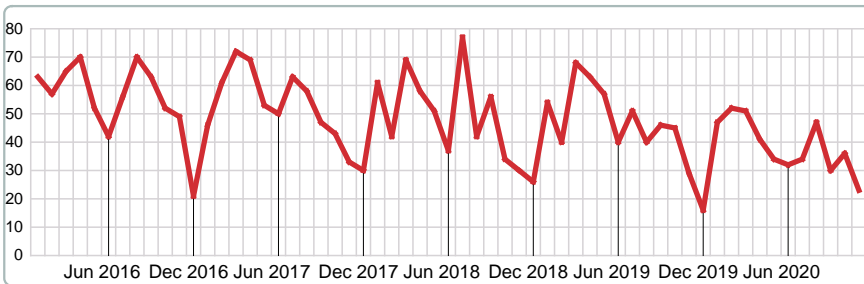
NOVEMBER



YEAR TO DATE (YTD)

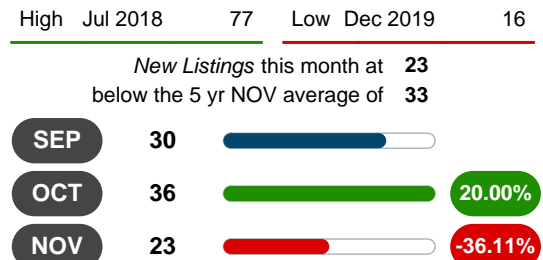


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	4.35%	1	0	0	0
\$25,001 - \$50,000	4	17.39%	2	2	0	0
\$50,001 - \$125,000	3	13.04%	1	2	0	0
\$125,001 - \$175,000	4	17.39%	0	4	0	0
\$175,001 - \$225,000	3	13.04%	0	3	0	0
\$225,001 - \$775,000	6	26.09%	0	2	4	0
\$775,001 and up	2	8.70%	0	1	1	0
Total New Listed Units	23		4	14	5	0
Total New Listed Volume	5,811,350	100%	163.80K	2.70M	2.94M	0.00B
Average New Listed Listing Price	\$205,543		\$40,950	\$193,164	\$588,650	\$0

November 2020



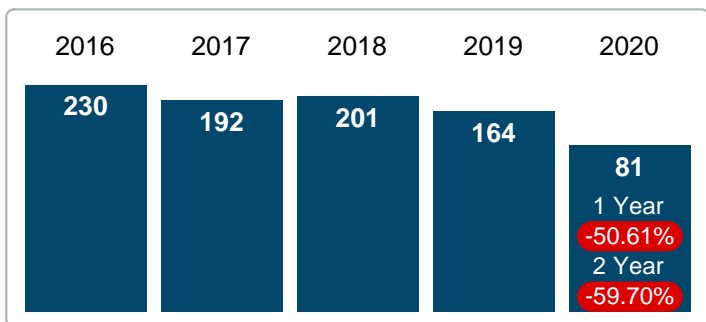
Area Delimited by County Of McIntosh - Residential Property Type



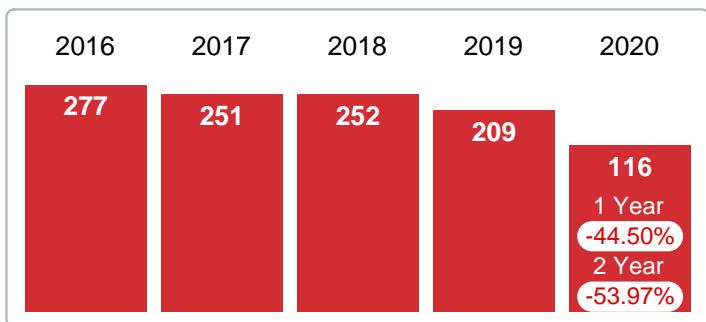
ACTIVE INVENTORY

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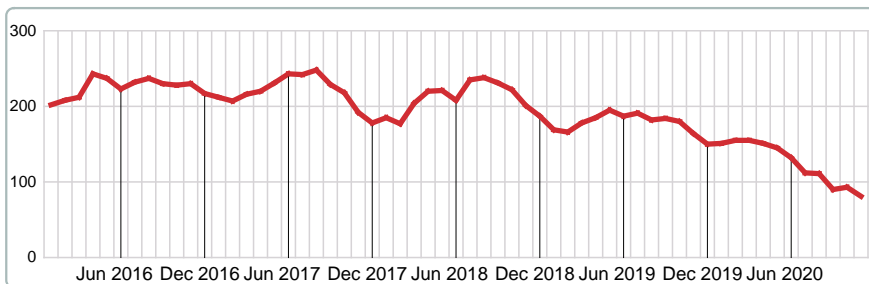
END OF NOVEMBER



ACTIVE DURING NOVEMBER

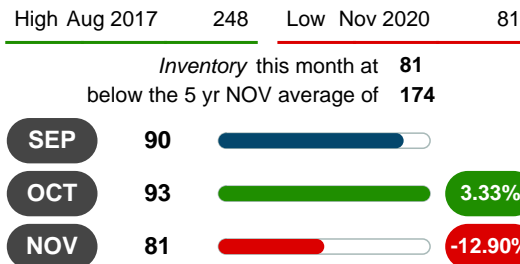


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 174



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	7	8.64%	82.0	4	3	0	0
\$50,001 - \$75,000	8	9.88%	166.4	6	2	0	0
\$75,001 - \$125,000	11	13.58%	80.8	3	8	0	0
\$125,001 - \$225,000	22	27.16%	63.3	3	15	4	0
\$225,001 - \$400,000	14	17.28%	73.9	1	6	6	1
\$400,001 - \$575,000	7	8.64%	106.6	1	3	2	1
\$575,001 and up	12	14.81%	48.8	0	4	5	3
Total Active Inventory by Units	81			18	41	17	5
Total Active Inventory by Volume	22,862,350	100%	80.9	2.19M	9.46M	7.27M	3.94M
Average Active Inventory Listing Price	\$282,251			\$121,583	\$230,822	\$427,609	\$788,160

November 2020



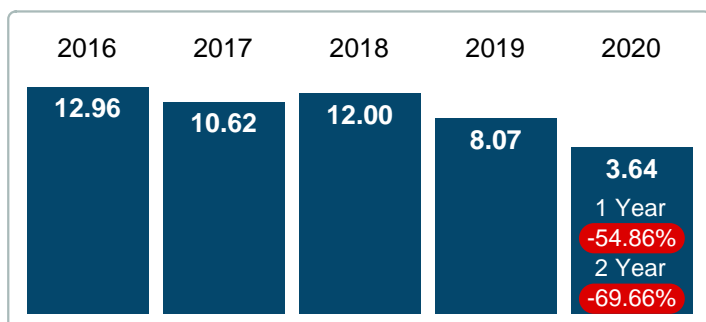
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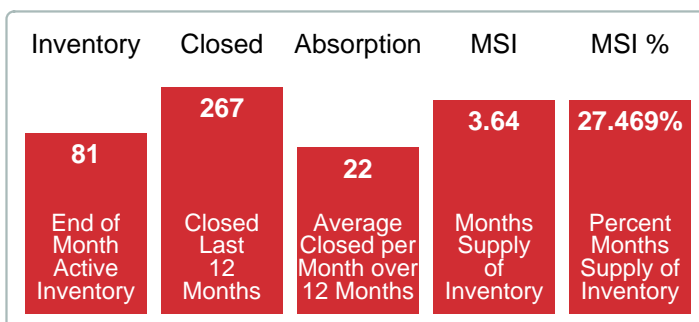
MONTHS SUPPLY of INVENTORY (MSI)

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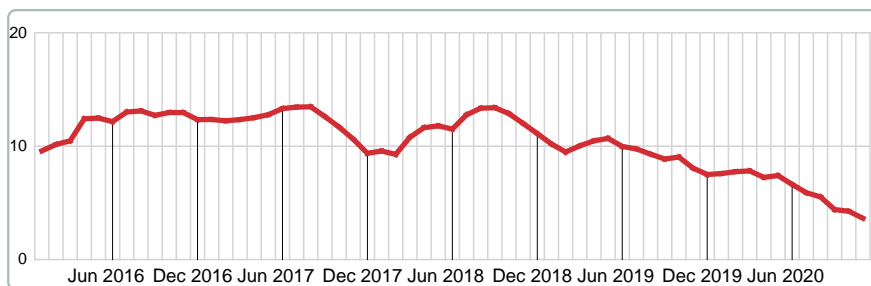
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

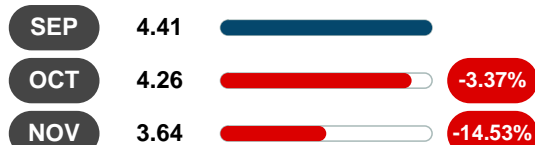


3 MONTHS

5 year NOV AVG = 9.46

High Aug 2017 13.47 Low Nov 2020 3.64

Months Supply this month at **3.64**
below the 5 yr NOV average of **9.46**



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	7	8.64%	2.21	2.82	1.89	0.00	0.00
\$50,001 - \$75,000	8	9.88%	3.31	6.55	1.50	0.00	0.00
\$75,001 - \$125,000	11	13.58%	2.13	1.50	3.10	0.00	0.00
\$125,001 - \$225,000	22	27.16%	3.14	1.80	4.29	2.40	0.00
\$225,001 - \$400,000	14	17.28%	3.82	3.00	3.13	6.55	2.00
\$400,001 - \$575,000	7	8.64%	10.50	0.00	6.00	12.00	0.00
\$575,001 and up	12	14.81%	72.00	0.00	48.00	60.00	0.00
Market Supply of Inventory (MSI)			3.64	2.84	3.57	4.64	6.67
Total Active Inventory by Units		100%	3.64	18	41	17	5

November 2020



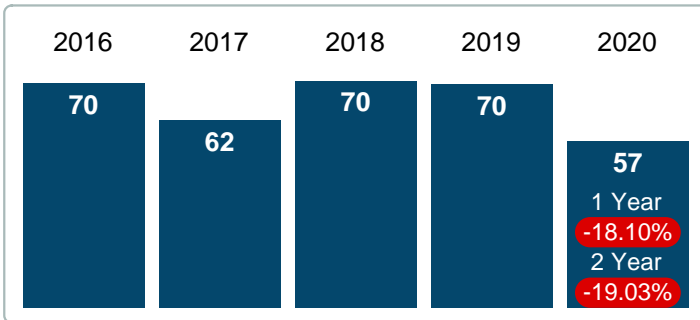
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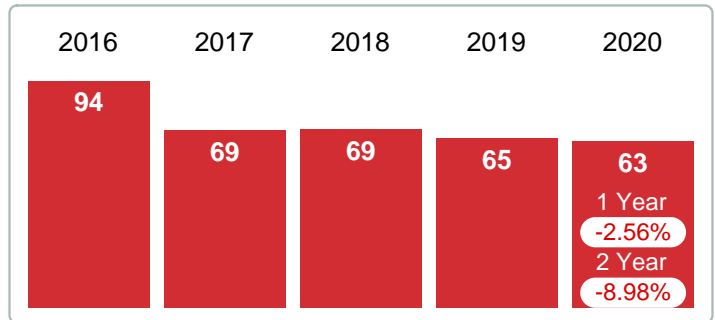
AVERAGE DAYS ON MARKET TO SALE

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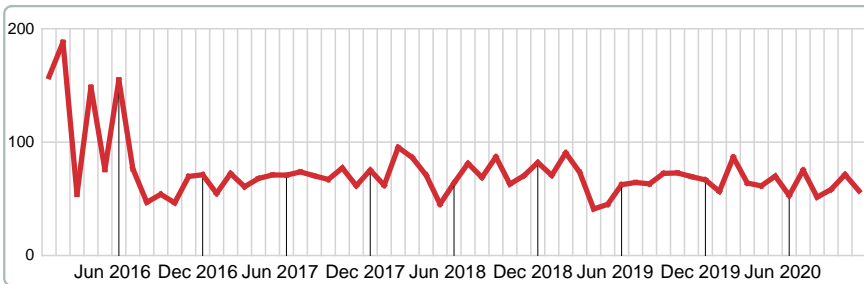
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

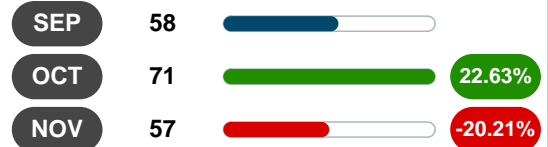


3 MONTHS

5 year NOV AVG = 66

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 57 below the 5 yr NOV average of 66



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	10.00%	67	0	67	0	0
\$50,001 - \$75,000	5.00%	5	5	0	0	0
\$75,001 - \$125,000	20.00%	78	121	65	5	0
\$125,001 - \$200,000	20.00%	15	27	2	0	0
\$200,001 - \$325,000	20.00%	52	74	9	50	0
\$325,001 - \$450,000	20.00%	68	0	0	38	158
\$450,001 and up	5.00%	151	0	151	0	0
Average Closed DOM		57	64	52	34	158
Total Closed Units	100%	57	7	7	5	1
Total Closed Volume		4,053,000	1.02M	1.16M	1.53M	350.00K

November 2020



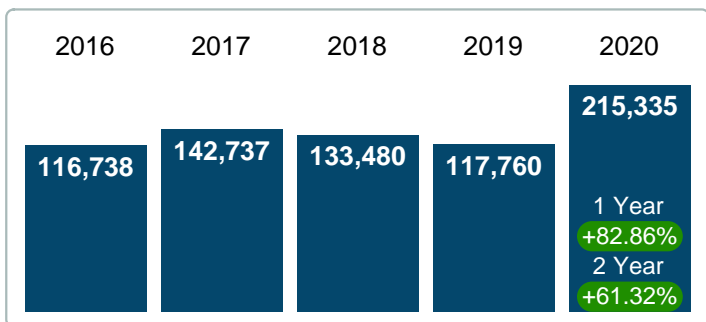
Area Delimited by County Of McIntosh - Residential Property Type



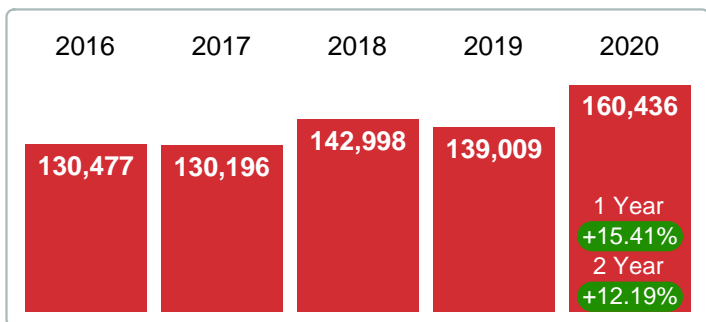
AVERAGE LIST PRICE AT CLOSING

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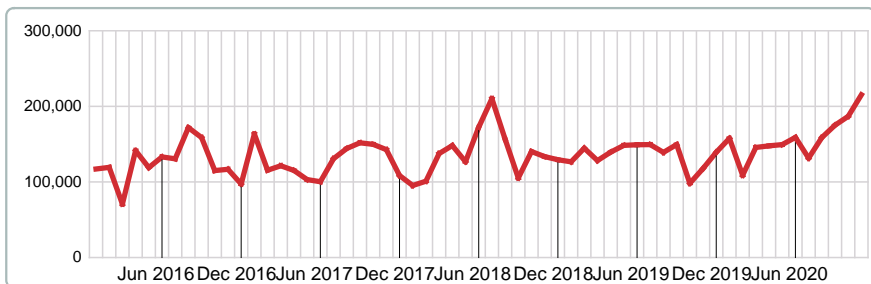
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

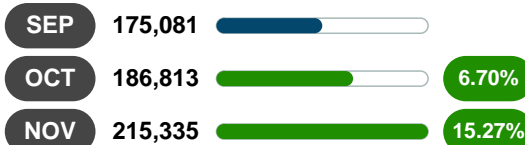


3 MONTHS

5 year NOV AVG = 145,210

High Nov 2020 215,335 Low Mar 2016 70,770

Average List Price at Closing this month at **215,335**
above the 5 yr NOV average of **145,210**



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	10.00%	30,000	0	30,000	0	0
\$50,001 - \$75,000	5.00%	69,000	69,000	0	0	0
\$75,001 - \$125,000	20.00%	109,725	109,450	125,000	95,000	0
\$125,001 - \$200,000	20.00%	154,450	149,450	159,450	0	0
\$200,001 - \$325,000	15.00%	226,667	235,000	210,000	365,000	0
\$325,001 - \$450,000	20.00%	352,250	0	0	407,333	355,000
\$450,001 and up	10.00%	516,000	0	499,000	0	0
Average List Price		215,335	150,971	173,271	336,400	355,000
Total Closed Units	100%	215,335	7	7	5	1
Total Closed Volume		4,306,700	1.06M	1.21M	1.68M	355.00K

November 2020



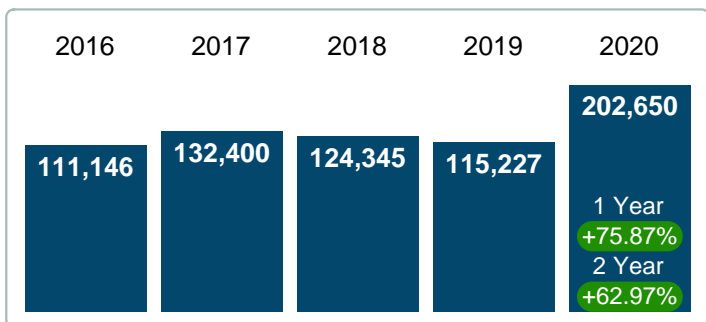
Area Delimited by County Of McIntosh - Residential Property Type



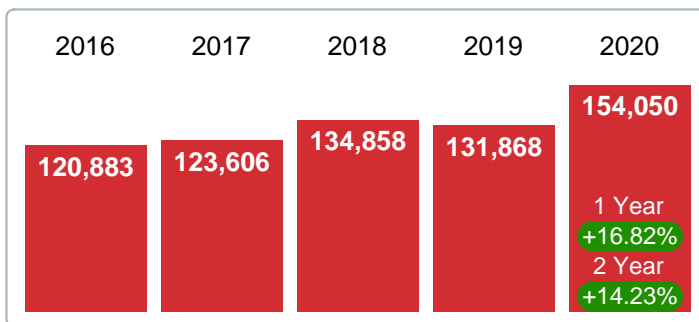
AVERAGE SOLD PRICE AT CLOSING

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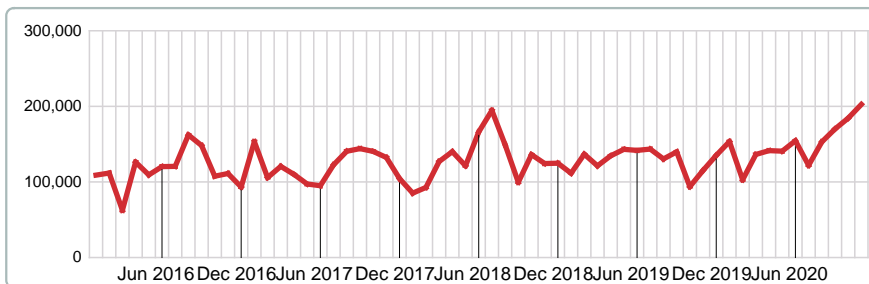
NOVEMBER



YEAR TO DATE (YTD)

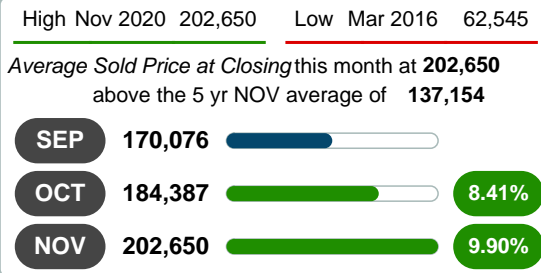


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 137,154



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	10.00%	26,250	0	26,250	0	0
\$50,001 - \$75,000	5.00%	63,500	63,500	0	0	0
\$75,001 - \$125,000	20.00%	103,750	107,500	110,000	90,000	0
\$125,001 - \$200,000	20.00%	149,000	142,500	155,500	0	0
\$200,001 - \$325,000	20.00%	243,250	227,500	210,000	308,000	0
\$325,001 - \$450,000	20.00%	369,500	0	0	376,000	350,000
\$450,001 and up	5.00%	475,000	0	475,000	0	0
Average Sold Price		202,650	145,500	165,500	305,200	350,000
Total Closed Units	100%	202,650	7	7	5	1
Total Closed Volume		4,053,000	1.02M	1.16M	1.53M	350.00K

November 2020



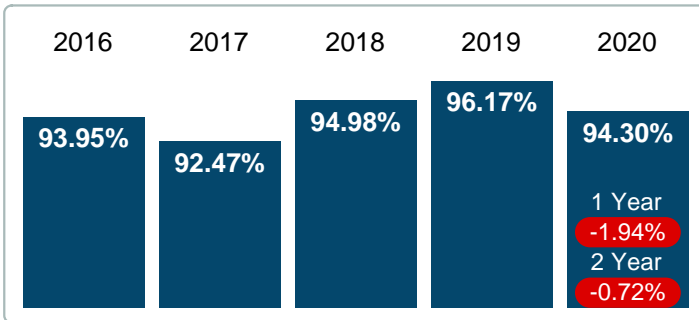
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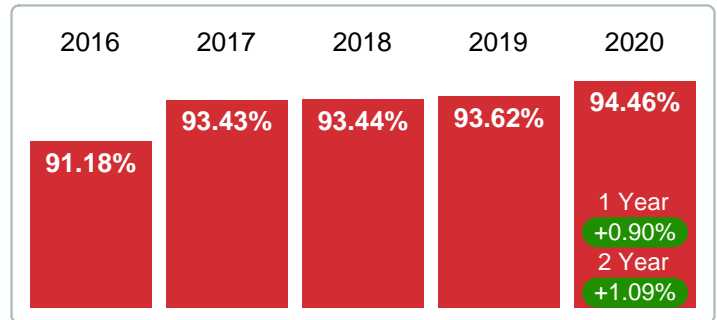
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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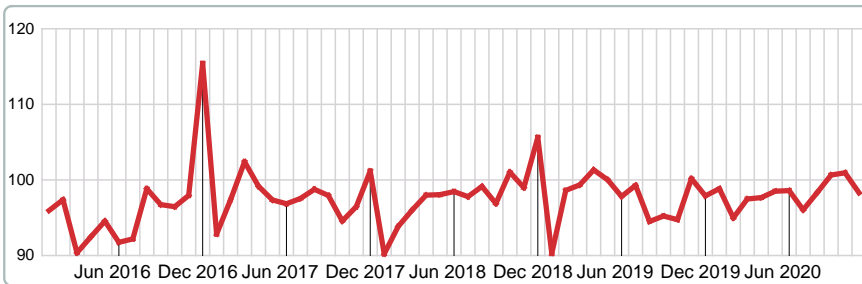
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

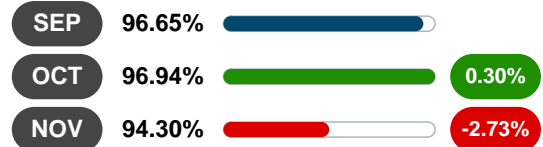


3 MONTHS

5 year NOV AVG = 94.37%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **94.30%**
equal to 5 yr NOV average of **94.37%**



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	2	10.00%	87.50%	0.00%	87.50%	0.00%	0.00%
\$50,001 - \$75,000	1	5.00%	92.03%	92.03%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	4	20.00%	94.87%	98.37%	88.00%	94.74%	0.00%
\$125,001 - \$200,000	4	20.00%	96.40%	95.36%	97.44%	0.00%	0.00%
\$200,001 - \$325,000	4	20.00%	94.68%	97.17%	100.00%	84.38%	0.00%
\$325,001 - \$450,000	4	20.00%	94.99%	0.00%	0.00%	93.79%	98.59%
\$450,001 and up	1	5.00%	95.19%	0.00%	95.19%	0.00%	0.00%
Average Sold/List Ratio		94.30%		96.26%	93.30%	92.10%	98.59%
Total Closed Units		20	100%	7	7	5	1
Total Closed Volume		4,053,000		1.02M	1.16M	1.53M	350.00K

November 2020



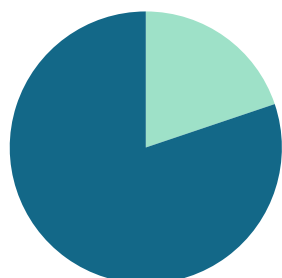
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

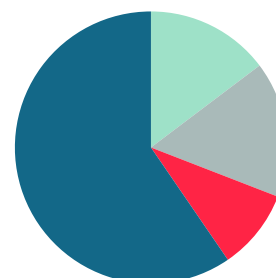


Inventory
 New Listings
23 = 19.83%
 Start Inventory
93
 Total Inventory Units
116
 Volume
\$30,804,850

Market Activity

Closed Sales
20 = 14.71%
 Pending Sales
22 = 16.18%
 Other Off Market
13 = 9.56%
 Active Inventory
81 = 59.56%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	15	20	33.33%	224	251	12.05%
Pending Sales	12	22	83.33%	229	279	21.83%
New Listings	29	23	-20.69%	533	427	-19.89%
Average List Price	117,760	215,335	82.86%	139,009	160,436	15.41%
Average Sale Price	115,227	202,650	75.87%	131,868	154,050	16.82%
Average Percent of Selling Price to List Price	96.17%	94.30%	-1.94%	93.62%	94.46%	0.90%
Average Days on Market to Sale	69.60	57.00	-18.10%	64.63	62.98	-2.56%
Monthly Inventory	164	81	-50.61%	164	81	-50.61%
Months Supply of Inventory	8.07	3.64	-54.86%	8.07	3.64	-54.86%

Absorption: Last 12 months, an Average of **22** Sales/Month

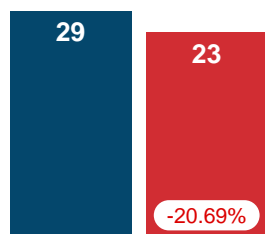
Inventory on November 30, 2020 = **81**

2019 **2020**

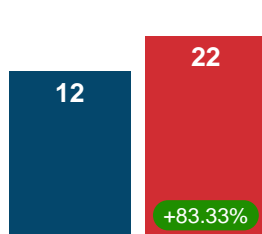
NOVEMBER MARKET

AVERAGE PRICES

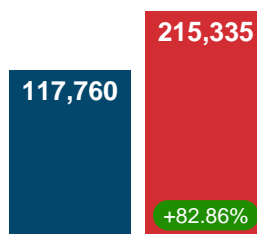
New Listings



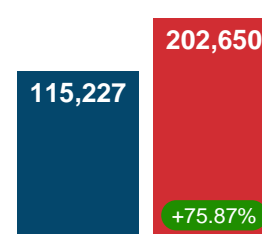
Pending Listings



List Price



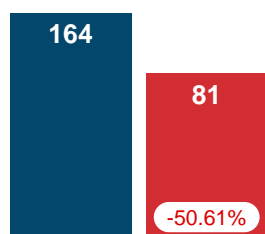
Sale Price



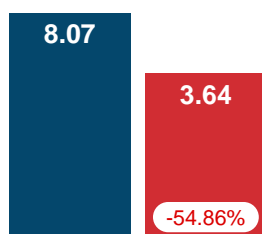
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

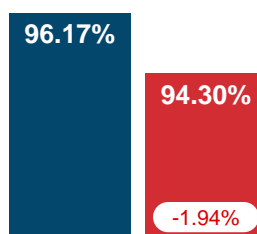
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

