

October 2020



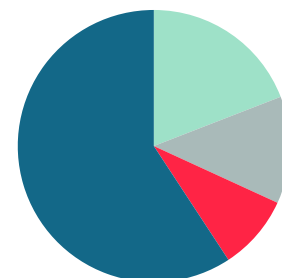
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	13	30	130.77%
Pending Listings	21	20	-4.76%
New Listings	45	36	-20.00%
Average List Price	98,200	186,813	90.24%
Average Sale Price	93,769	184,387	96.64%
Average Percent of Selling Price to List Price	90.75%	96.94%	6.83%
Average Days on Market to Sale	72.85	71.43	-1.94%
End of Month Inventory	180	93	-48.33%
Months Supply of Inventory	9.04	4.26	-52.87%



■ Closed (19.11%)
■ Pending (12.74%)
■ Other OffMarket (8.92%)
■ Active (59.24%)

Absorption: Last 12 months, an Average of **22** Sales/Month
Active Inventory as of October 31, 2020 = **93**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **48.33%** to 93 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 **4.26** 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 **96.64%** in October 2020 to \$184,387 versus the previous year at \$93,769.

Average Days on Market Shortens

The average number of **71.43** days that homes spent on the market before selling decreased by 1.41 days or **1.94%** in October 2020 compared to last year's same month at **72.85** DOM.

Sales Success for October 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 36 New Listings in October 2020, down **20.00%** from last year at 45. Furthermore, there were 30 Closed Listings this month versus last year at 13, a **130.77%** increase.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, October 2019, at **28.9%**, a **188.46%** 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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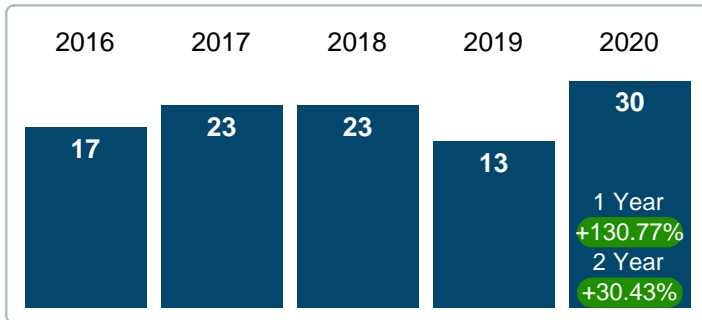
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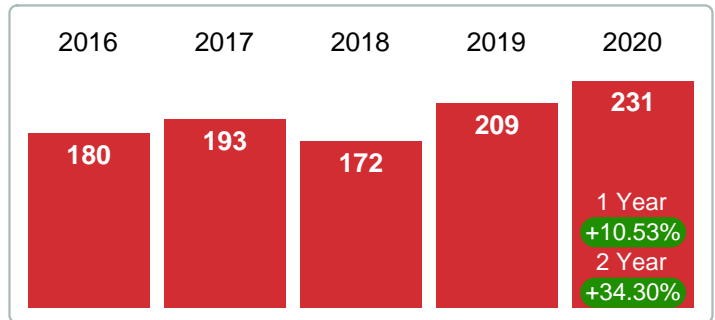
CLOSED LISTINGS

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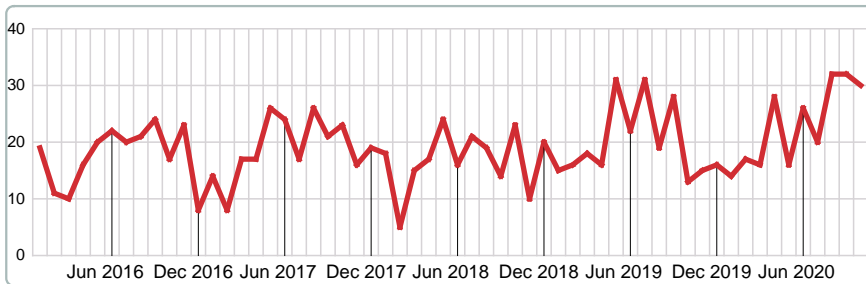
OCTOBER



YEAR TO DATE (YTD)

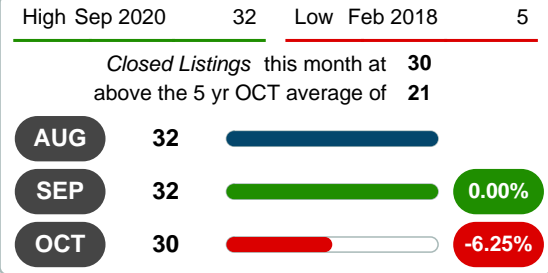


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 21



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	6.67%	57.0	1	0	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	7	23.33%	26.9	3	4	0	0
\$100,001 - \$200,000	9	30.00%	110.8	3	6	0	0
\$200,001 - \$250,000	5	16.67%	69.6	0	3	1	1
\$250,001 - \$300,000	5	16.67%	82.2	0	4	1	0
\$300,001 and up	2	6.67%	42.5	0	1	1	0
Total Closed Units	30			7	18	4	1
Total Closed Volume	5,531,600	100%	71.4	663.40K	3.40M	1.26M	204.00K
Average Closed Price	\$184,387			\$94,771	\$188,872	\$316,125	\$204,000

October 2020



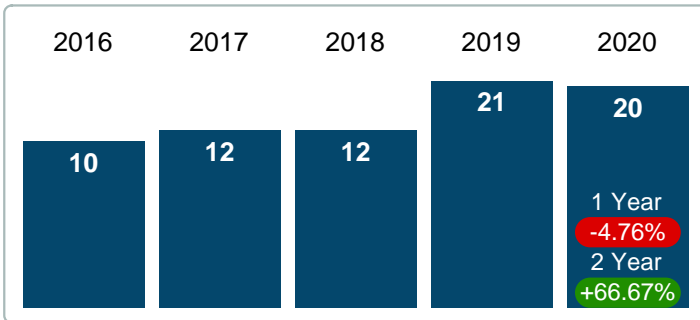
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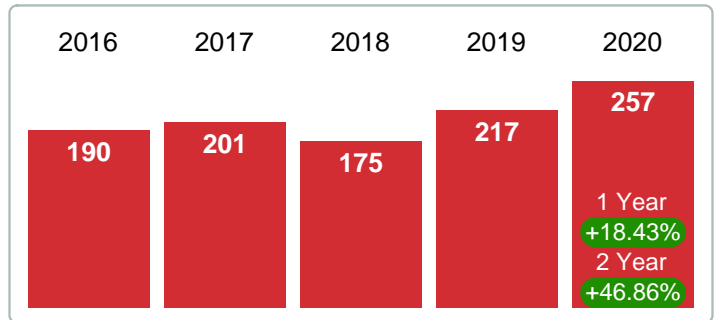
PENDING LISTINGS

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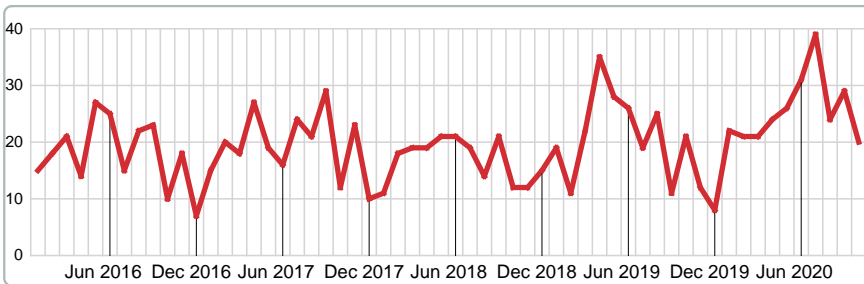
OCTOBER



YEAR TO DATE (YTD)

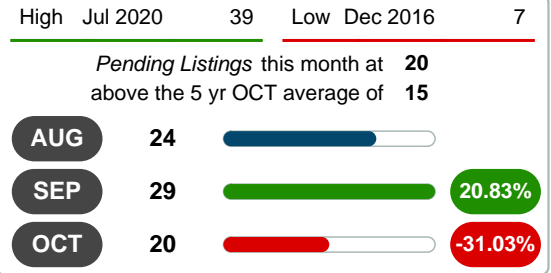


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 15



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	10.00%	97.5	0	2	0	0
\$75,001 - \$100,000	2	10.00%	65.0	1	1	0	0
\$100,001 - \$125,000	5	25.00%	44.6	2	3	0	0
\$125,001 - \$200,000	3	15.00%	9.3	1	2	0	0
\$200,001 - \$350,000	3	15.00%	89.3	1	2	0	0
\$350,001 - \$725,000	3	15.00%	92.0	0	1	2	0
\$725,001 and up	2	10.00%	60.5	0	0	2	0
Total Pending Units	20			5	11	4	0
Total Pending Volume	4,863,200	100%	60.2	739.70K	1.78M	2.35M	0.00B
Average Listing Price	\$253,432			\$147,940	\$161,409	\$587,000	\$0

October 2020



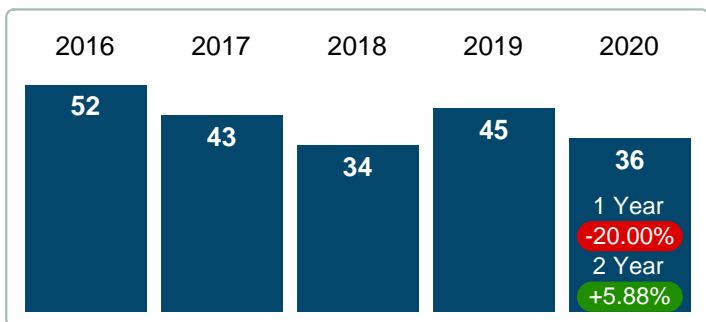
Area Delimited by County Of McIntosh - Residential Property Type



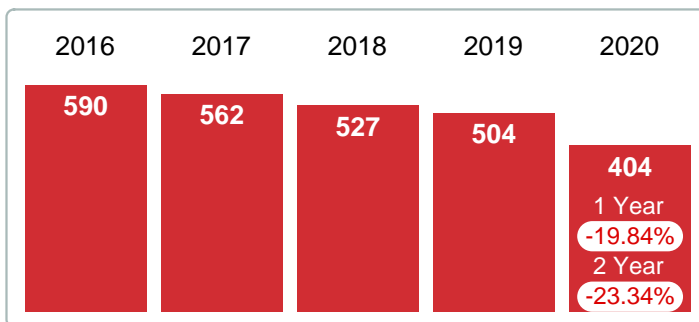
NEW LISTINGS

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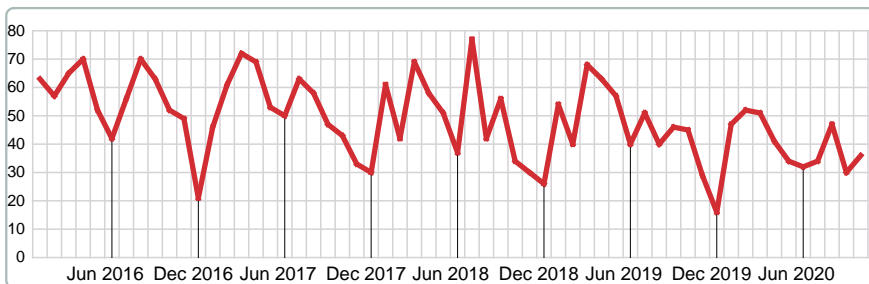
OCTOBER



YEAR TO DATE (YTD)

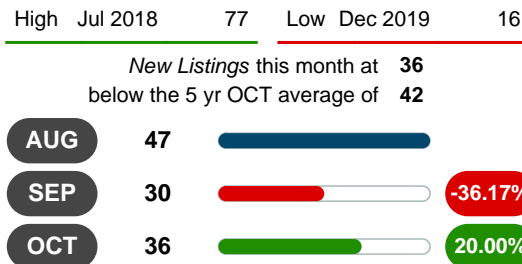


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 42



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.33%	1	2	0	0
\$75,001 - \$100,000	5	13.89%	1	4	0	0
\$100,001 - \$125,000	4	11.11%	1	3	0	0
\$125,001 - \$150,000	4	11.11%	0	4	0	0
\$150,001 - \$325,000	12	33.33%	0	8	4	0
\$325,001 - \$575,000	3	8.33%	0	2	1	0
\$575,001 and up	5	13.89%	0	1	1	3
Total New Listed Units	36		3	24	6	3
Total New Listed Volume	9,747,250	100%	218.00K	4.54M	1.90M	3.09M
Average New Listed Listing Price	\$224,640		\$72,667	\$189,223	\$316,333	\$1,029,967

October 2020



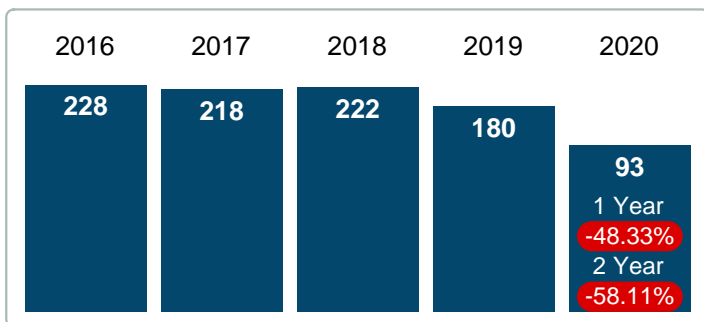
Area Delimited by County Of McIntosh - Residential Property Type



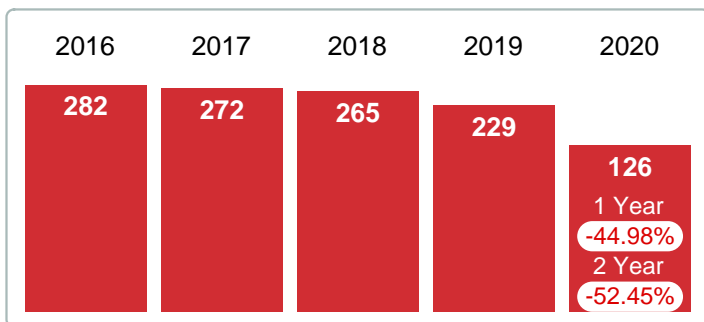
ACTIVE INVENTORY

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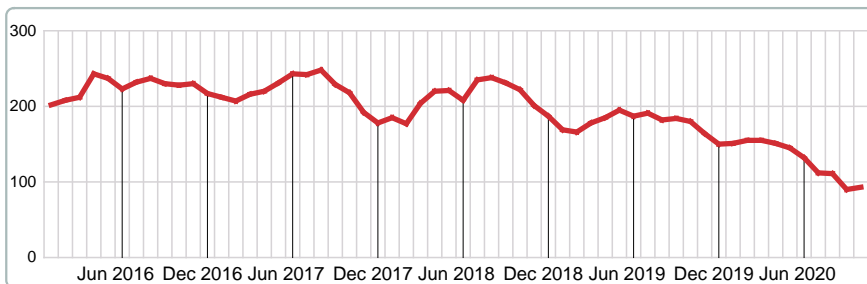
END OF OCTOBER



ACTIVE DURING OCTOBER

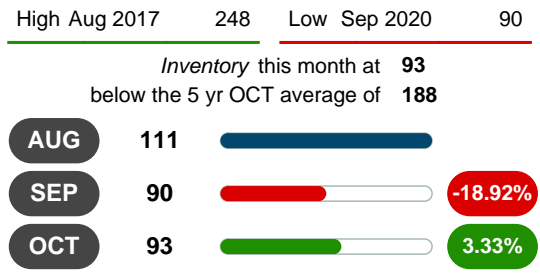


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 188



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	6	6.45%	98.0	3	3	0	0
\$50,001 - \$75,000	8	8.60%	145.5	6	2	0	0
\$75,001 - \$125,000	16	17.20%	68.5	4	12	0	0
\$125,001 - \$225,000	23	24.73%	63.4	3	15	5	0
\$225,001 - \$375,000	20	21.51%	53.2	2	8	10	0
\$375,001 - \$575,000	8	8.60%	77.0	1	3	2	2
\$575,001 and up	12	12.90%	85.5	0	4	4	4
Total Active Inventory by Units	93			19	47	21	6
Total Active Inventory by Volume	24,993,500	100%	75.4	2.46M	10.23M	7.77M	4.54M
Average Active Inventory Listing Price	\$268,747			\$129,353	\$217,699	\$369,912	\$755,967

October 2020



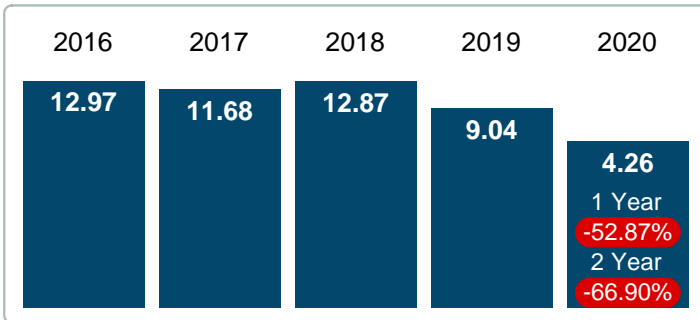
Area Delimited by County Of McIntosh - Residential Property Type



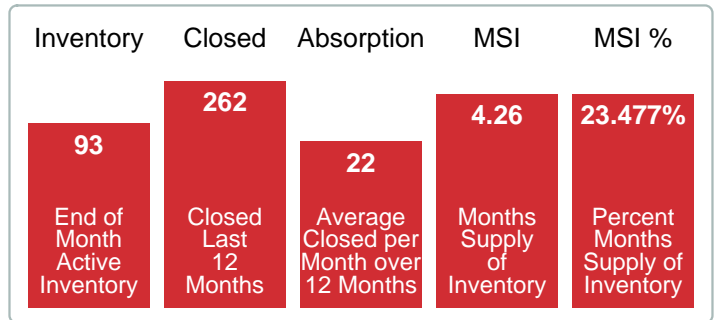
MONTHS SUPPLY of INVENTORY (MSI)

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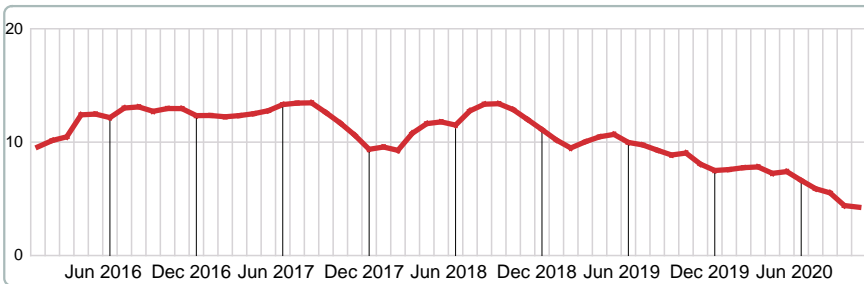
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

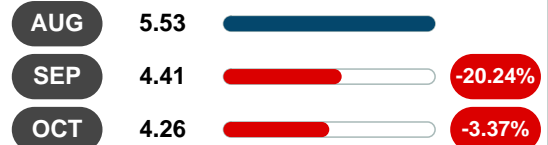


3 MONTHS

5 year OCT AVG = 10.16

High Aug 2017 13.47 Low Oct 2020 4.26

Months Supply this month at 4.26 below the 5 yr OCT average of 10.16



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	6	6.45%	1.89	1.89	2.12	0.00	0.00
\$50,001 - \$75,000	8	8.60%	3.10	6.55	1.33	0.00	0.00
\$75,001 - \$125,000	16	17.20%	3.10	2.00	4.65	0.00	0.00
\$125,001 - \$225,000	23	24.73%	3.33	2.00	4.39	2.73	0.00
\$225,001 - \$375,000	20	21.51%	6.15	8.00	4.17	15.00	0.00
\$375,001 - \$575,000	8	8.60%	13.71	0.00	6.00	24.00	0.00
\$575,001 and up	12	12.90%	72.00	0.00	48.00	48.00	0.00
Market Supply of Inventory (MSI)			4.26	3.04	4.12	6.00	9.00
Total Active Inventory by Units		100%	4.26	19	47	21	6

October 2020



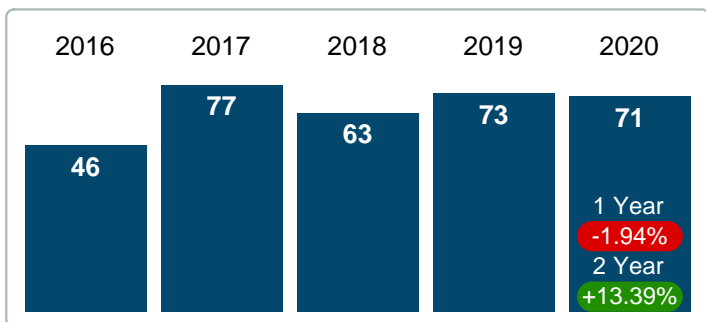
Area Delimited by County Of McIntosh - Residential Property Type



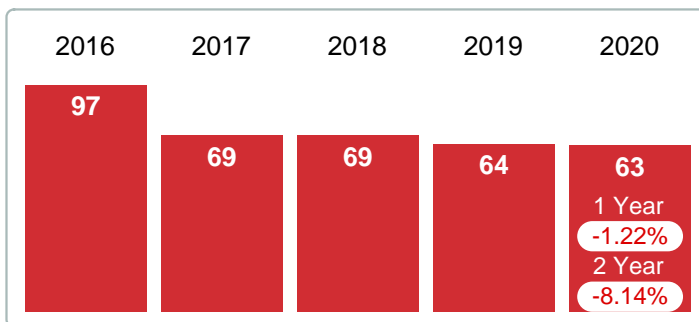
AVERAGE DAYS ON MARKET TO SALE

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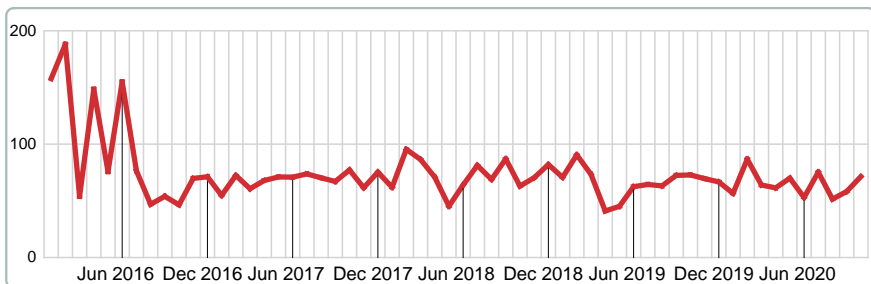
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

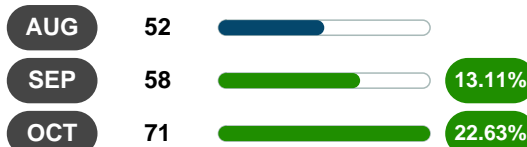


3 MONTHS

5 year OCT AVG = 66

High Feb 2016 188 Low Apr 2019 41

Average Days on Market to Sale this month at 71 above the 5 yr OCT 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	6.67%	57	13	0	101	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	23.33%	27	54	7	0	0
\$100,001 - \$200,000	30.00%	111	92	120	0	0
\$200,001 - \$250,000	16.67%	70	0	57	14	163
\$250,001 - \$300,000	16.67%	82	0	82	83	0
\$300,001 and up	6.67%	43	0	18	67	0
Average Closed DOM		71	64	70	66	163
Total Closed Units	100%	71	7	18	4	1
Total Closed Volume		5,531,600	663.40K	3.40M	1.26M	204.00K

October 2020



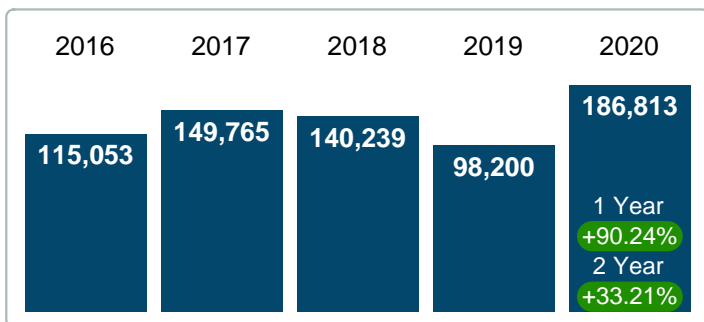
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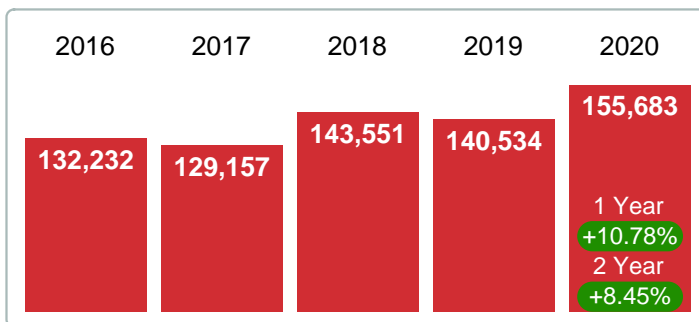
AVERAGE LIST PRICE AT CLOSING

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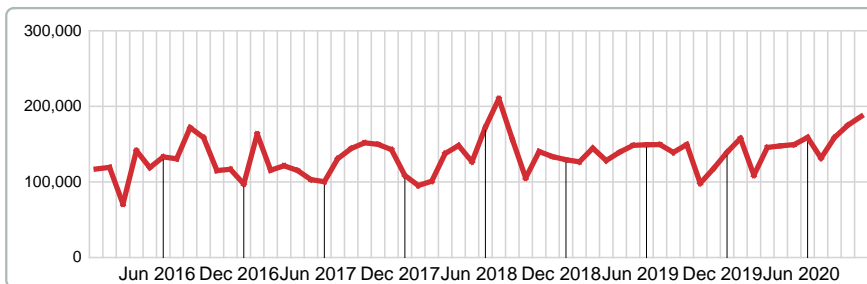
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 138,014

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

Average List Price at Closing this month at **186,813** above the 5 yr OCT average of **138,014**

- AUG** 158,684
- SEP** 175,081 **+10.33%**
- OCT** 186,813 **+6.70%**

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	1	3.33%	45,000	45,000	0	65,000	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	8	26.67%	72,288	68,100	77,250	0	0
\$100,001 - \$200,000	9	30.00%	149,322	152,500	154,400	0	0
\$200,001 - \$250,000	5	16.67%	231,680	0	239,467	225,000	175,000
\$250,001 - \$300,000	5	16.67%	277,980	0	282,500	259,900	0
\$300,001 and up	2	6.67%	544,450	0	349,900	739,000	0
Average List Price			186,813	100,971	190,761	322,225	175,000
Total Closed Units		100%	186,813	7	18	4	1
Total Closed Volume			5,604,400	706.80K	3.43M	1.29M	175.00K

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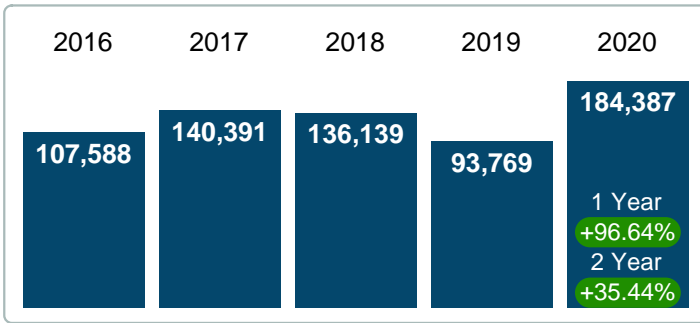
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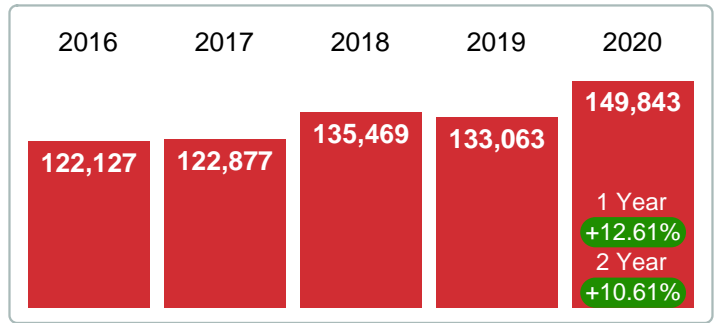
AVERAGE SOLD PRICE AT CLOSING

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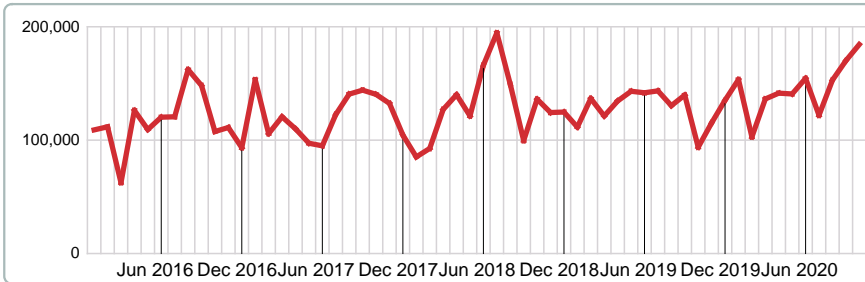
OCTOBER



YEAR TO DATE (YTD)

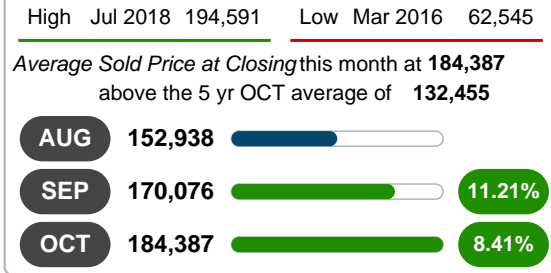


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 132,455



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	6.67%	41,000	40,000	0	42,000	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	23.33%	71,486	68,800	73,500	0	0
\$100,001 - \$200,000	30.00%	145,656	139,000	148,983	0	0
\$200,001 - \$250,000	16.67%	227,980	0	239,467	217,500	204,000
\$250,001 - \$300,000	16.67%	279,700	0	285,875	255,000	0
\$300,001 and up	6.67%	549,950	0	349,900	750,000	0
Average Sold Price		184,387	94,771	188,872	316,125	204,000
Total Closed Units	100%	184,387	7	18	4	1
Total Closed Volume		5,531,600	663.40K	3.40M	1.26M	204.00K

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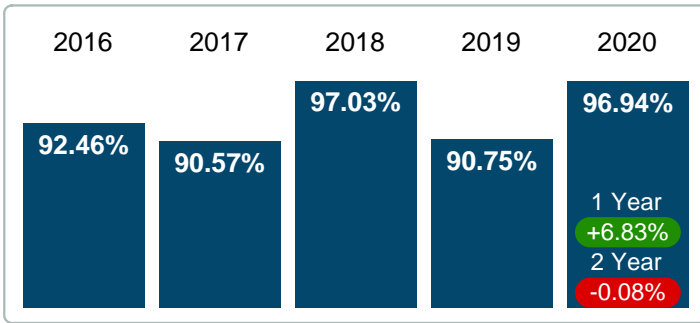
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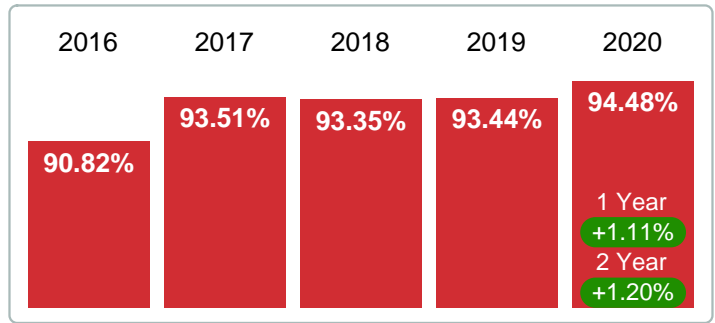
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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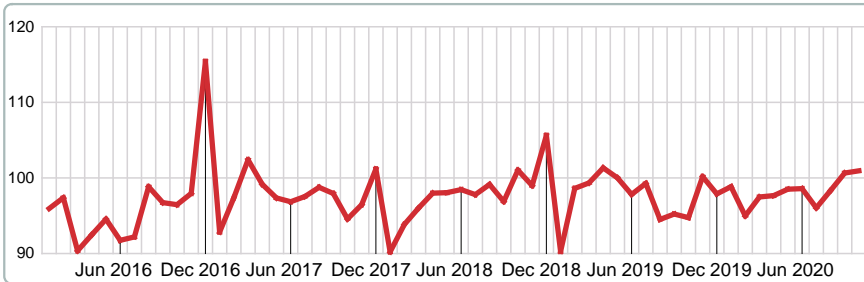
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

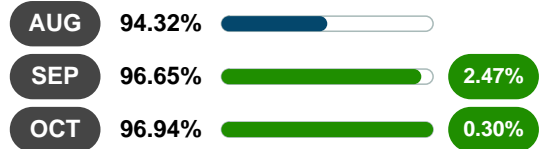


3 MONTHS

5 year OCT AVG = 93.55%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.94%** above the 5 yr OCT average of **93.55%**



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	6.67%	76.75%	88.89%	0.00%	64.62%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	23.33%	97.75%	100.30%	95.84%	0.00%	0.00%
\$100,001 - \$200,000	9	30.00%	94.73%	91.24%	96.48%	0.00%	0.00%
\$200,001 - \$250,000	5	16.67%	102.65%	0.00%	100.00%	96.67%	116.57%
\$250,001 - \$300,000	5	16.67%	100.65%	0.00%	101.29%	98.11%	0.00%
\$300,001 and up	2	6.67%	100.74%	0.00%	100.00%	101.49%	0.00%
Average Sold/List Ratio		96.90%		94.78%	98.19%	90.22%	116.57%
Total Closed Units		30	100%	7	18	4	1
Total Closed Volume		5,531,600		663.40K	3.40M	1.26M	204.00K

October 2020



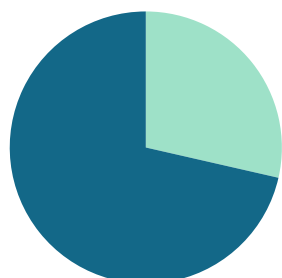
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

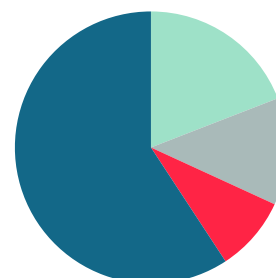


Inventory
 New Listings
36 = 28.57%
 Start Inventory
90
 Total Inventory Units
126
 Volume
\$35,505,399

Market Activity

Closed Sales
30 = 19.11%
 Pending Sales
20 = 12.74%
 Other Off Market
14 = 8.92%
 Active Inventory
93 = 59.24%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	13	30	130.77%	209	231	10.53%
Pending Sales	21	20	-4.76%	217	257	18.43%
New Listings	45	36	-20.00%	504	404	-19.84%
Average List Price	98,200	186,813	90.24%	140,534	155,683	10.78%
Average Sale Price	93,769	184,387	96.64%	133,063	149,843	12.61%
Average Percent of Selling Price to List Price	90.75%	96.94%	6.83%	93.44%	94.48%	1.11%
Average Days on Market to Sale	72.85	71.43	-1.94%	64.28	63.49	-1.22%
Monthly Inventory	180	93	-48.33%	180	93	-48.33%
Months Supply of Inventory	9.04	4.26	-52.87%	9.04	4.26	-52.87%

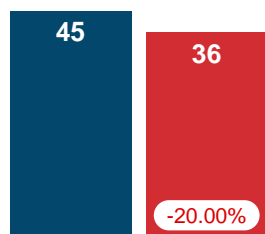
Absorption: Last 12 months, an Average of **22** Sales/Month

Inventory on October 31, 2020 = **93** 2019 2020

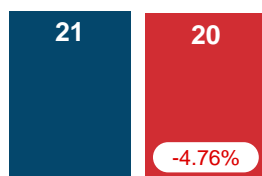
OCTOBER MARKET

AVERAGE PRICES

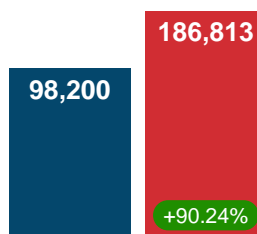
New Listings



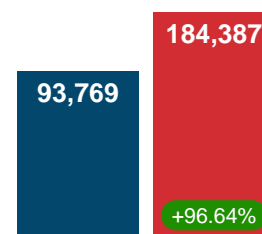
Pending Listings



List Price



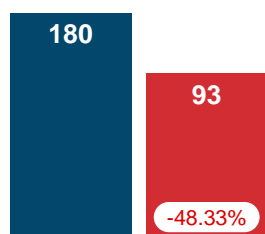
Sale Price



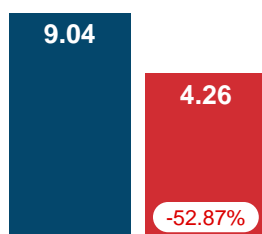
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

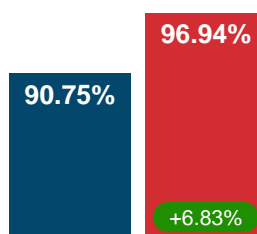
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

