

September 2020



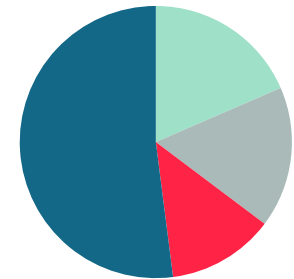
Area Delimited by County Of McIntosh - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	28	32	14.29%
Pending Listings	11	29	163.64%
New Listings	46	30	-34.78%
Average List Price	149,468	175,081	17.14%
Average Sale Price	139,775	170,076	21.68%
Average Percent of Selling Price to List Price	91.22%	96.65%	5.95%
Average Days on Market to Sale	72.43	58.25	-19.58%
End of Month Inventory	184	90	-51.09%
Months Supply of Inventory	8.87	4.41	-50.29%



■ Closed (18.50%)
■ Pending (16.76%)
■ Other OffMarket (12.72%)
■ Active (52.02%)

Absorption: Last 12 months, an Average of **20** Sales/Month
Active Inventory as of September 30, 2020 = **90**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **51.09%** to 90 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 **4.41** 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 **21.68%** in September 2020 to \$170,076 versus the previous year at \$139,775.

Average Days on Market Shortens

The average number of **58.25** days that homes spent on the market before selling decreased by 14.18 days or **19.58%** in September 2020 compared to last year's same month at **72.43** DOM.

Sales Success for September 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 30 New Listings in September 2020, down **34.78%** from last year at 46. Furthermore, there were 32 Closed Listings this month versus last year at 28, a **14.29%** increase.

Closed versus Listed trends yielded a **106.7%** ratio, up from previous year's, September 2019, at **60.9%**, a **75.24%** 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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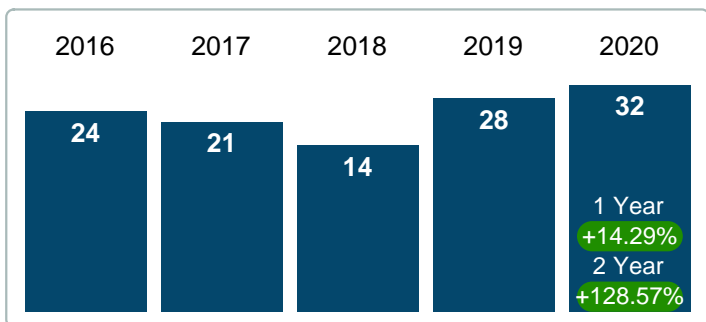
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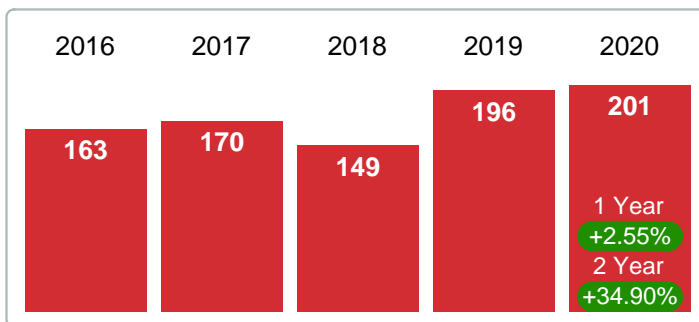
CLOSED LISTINGS

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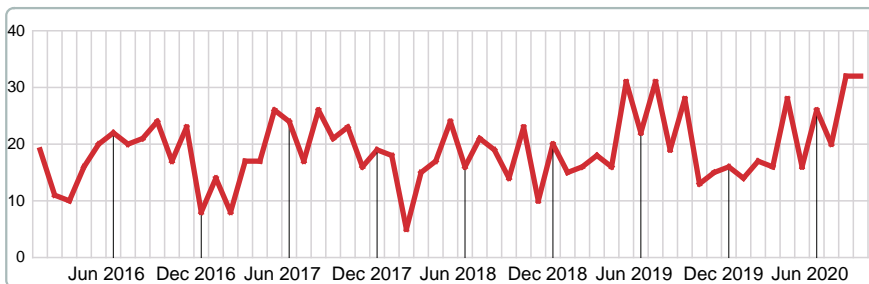
SEPTEMBER



YEAR TO DATE (YTD)

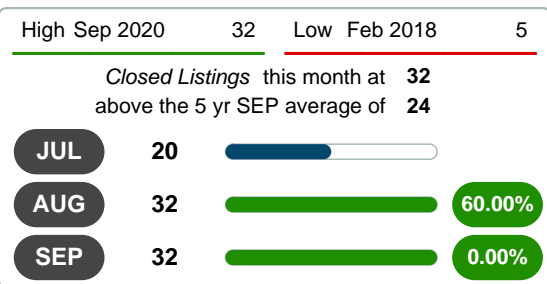


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	9.38%	74.7	0	3	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	9	28.13%	48.7	2	6	1	0
\$125,001 - \$175,000	10	31.25%	33.7	3	3	4	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$275,000	5	15.63%	89.8	1	1	3	0
\$275,001 and up	5	15.63%	83.2	0	2	2	1
Total Closed Units	32			6	15	10	1
Total Closed Volume	5,442,425	100%	58.3	802.73K	2.23M	2.11M	299.00K
Average Closed Price	\$170,076			\$133,788	\$148,813	\$210,850	\$299,000

September 2020



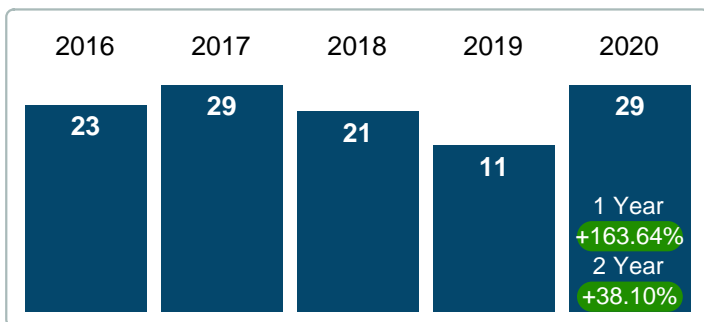
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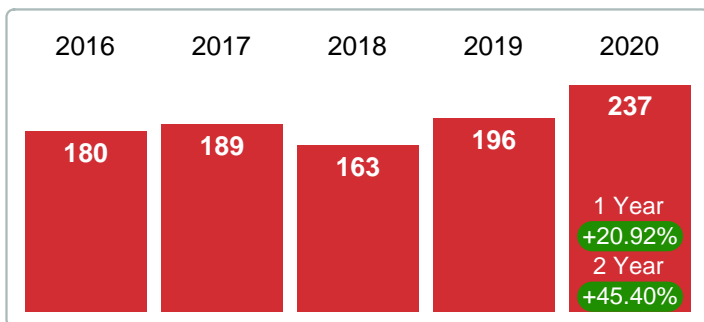
PENDING LISTINGS

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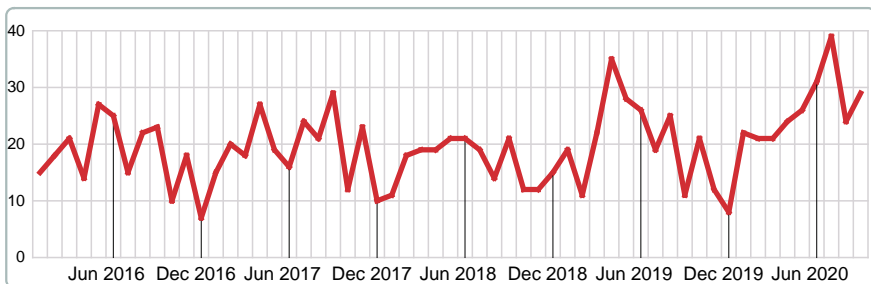
SEPTEMBER



YEAR TO DATE (YTD)

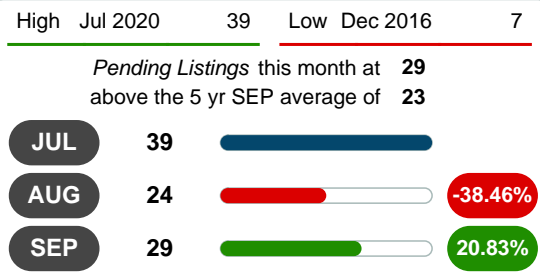


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 23



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	1	3.45%	37.0	0	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	9	31.03%	46.1	4	3	2	0
\$100,001 - \$200,000	8	27.59%	62.1	3	4	0	1
\$200,001 - \$275,000	5	17.24%	96.6	2	2	1	0
\$275,001 - \$350,000	2	6.90%	16.0	0	1	1	0
\$350,001 and up	4	13.79%	67.0	0	1	2	1
Total Pending Units	29			9	12	6	2
Total Pending Volume	5,429,900	100%	59.7	1.19M	2.07M	1.64M	530.00K
Average Listing Price	\$187,238			\$131,922	\$172,558	\$273,650	\$265,000

September 2020



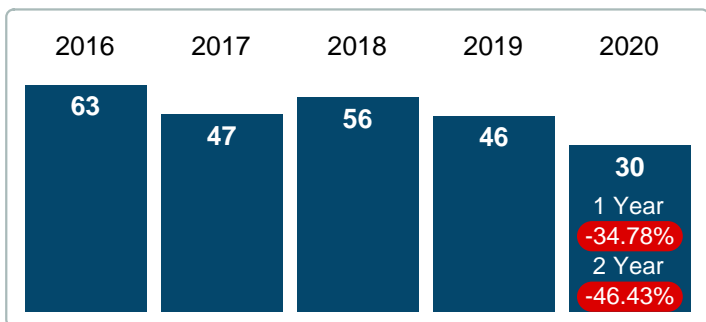
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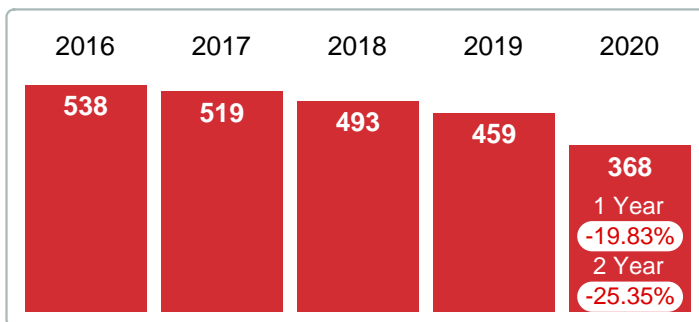
NEW LISTINGS

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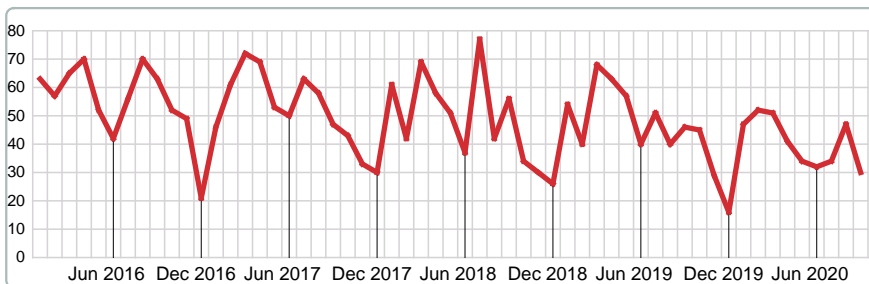
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YEAR TO DATE (YTD)

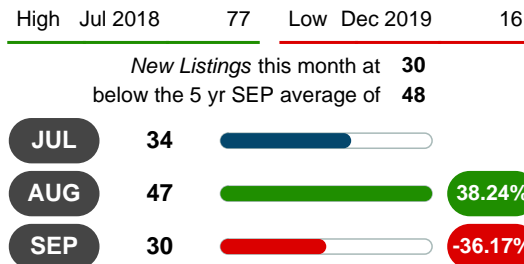


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



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	1	3.33%	0	1	0	0
\$50,001 - \$75,000	4	13.33%	2	2	0	0
\$75,001 - \$150,000	5	16.67%	1	3	1	0
\$150,001 - \$225,000	8	26.67%	5	2	1	0
\$225,001 - \$325,000	5	16.67%	0	2	3	0
\$325,001 - \$375,000	4	13.33%	0	0	4	0
\$375,001 and up	3	10.00%	0	3	0	0
Total New Listed Units	30		8	13	9	0
Total New Listed Volume	7,000,800	100%	1.13M	3.42M	2.45M	0.00B
Average New Listed Listing Price	\$260,680		\$140,738	\$263,362	\$272,356	\$0

September 2020



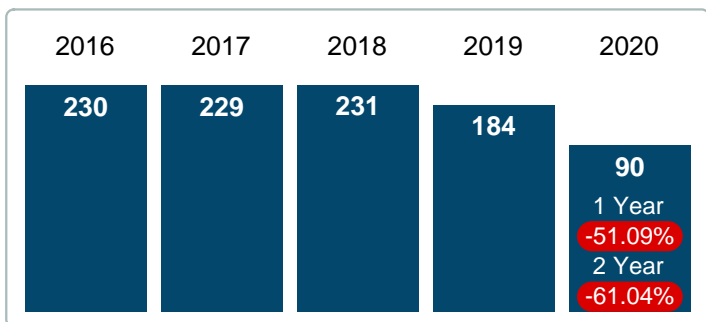
Area Delimited by County Of McIntosh - Residential Property Type



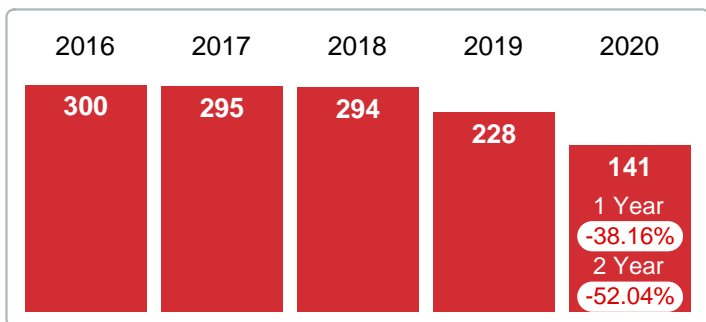
ACTIVE INVENTORY

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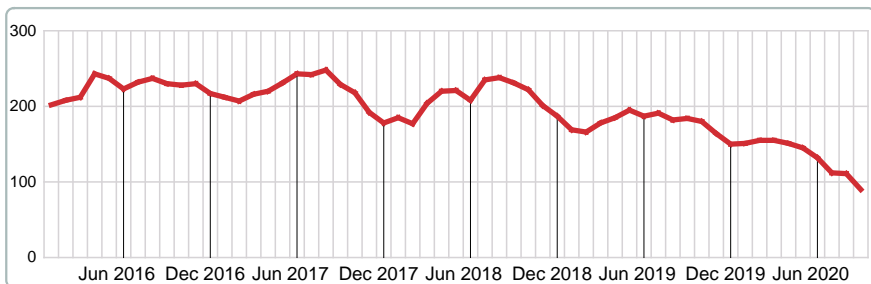
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

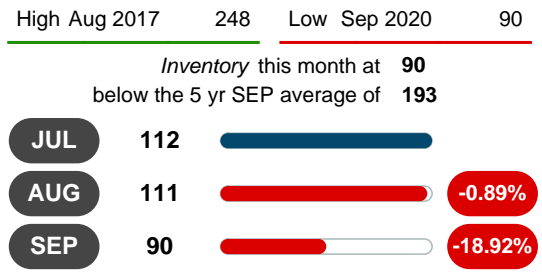


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	6	6.67%	114.0	3	3	0	0
\$50,001 - \$75,000	8	8.89%	137.6	6	2	0	0
\$75,001 - \$125,000	17	18.89%	81.6	5	12	0	0
\$125,001 - \$250,000	25	27.78%	68.5	6	14	5	0
\$250,001 - \$375,000	14	15.56%	67.2	1	4	9	0
\$375,001 - \$625,000	11	12.22%	91.5	1	2	5	3
\$625,001 and up	9	10.00%	105.8	0	4	3	2
Total Active Inventory by Units	90			22	41	22	5
Total Active Inventory by Volume	25,758,149	100%	86.5	3.01M	9.46M	9.19M	4.09M
Average Active Inventory Listing Price	\$286,202			\$137,014	\$230,754	\$417,866	\$817,980

September 2020



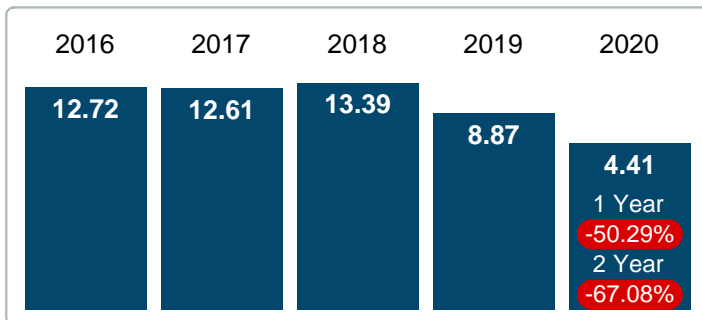
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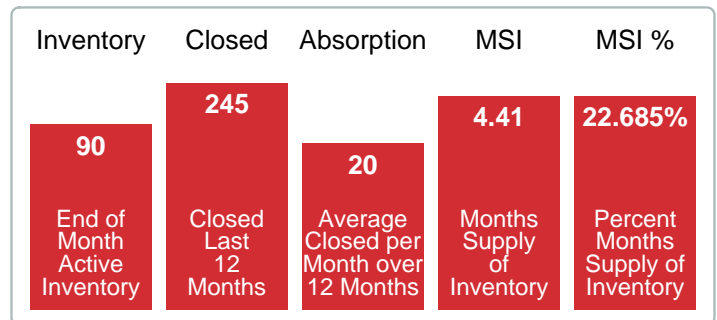
MONTHS SUPPLY of INVENTORY (MSI)

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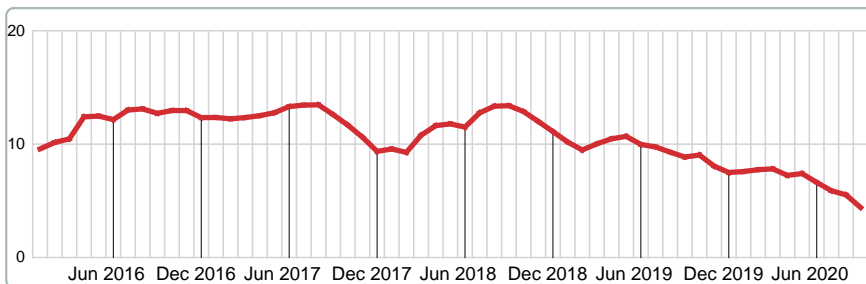
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

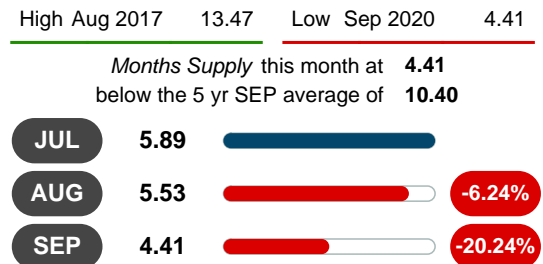


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 10.40



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	6.67%	1.76	1.71	1.89	0.00	0.00
\$50,001 - \$75,000	8	8.89%	3.43	7.20	1.50	0.00	0.00
\$75,001 - \$125,000	17	18.89%	3.40	2.86	4.50	0.00	0.00
\$125,001 - \$250,000	25	27.78%	3.41	3.43	4.10	2.61	0.00
\$250,001 - \$375,000	14	15.56%	8.84	12.00	4.80	21.60	0.00
\$375,001 - \$625,000	11	12.22%	16.50	0.00	3.43	60.00	0.00
\$625,001 and up	9	10.00%	108.00	0.00	48.00	0.00	0.00
Market Supply of Inventory (MSI)			4.41	3.57	3.90	6.95	8.57
Total Active Inventory by Units		100%	4.41	22	41	22	5

September 2020



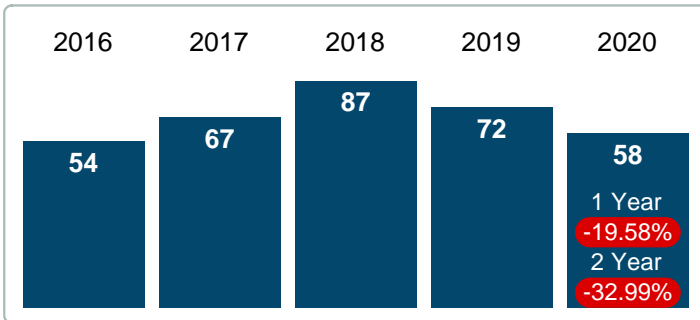
Area Delimited by County Of McIntosh - Residential Property Type



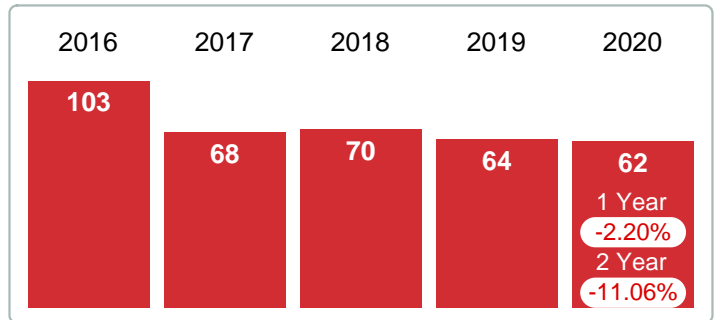
AVERAGE DAYS ON MARKET TO SALE

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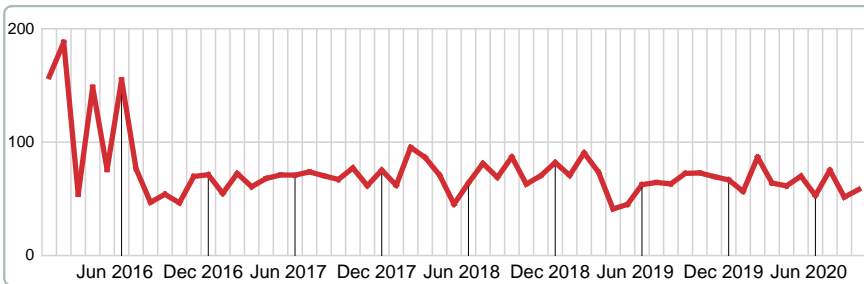
SEPTEMBER



YEAR TO DATE (YTD)

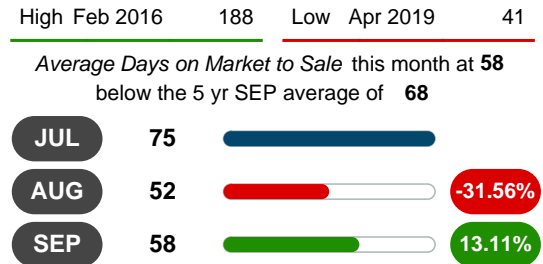


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$75,000 and less	9.38%	75	0	75	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	28.13%	49	4	54	105	0
\$125,001 - \$175,000	31.25%	34	20	79	10	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$275,000	15.63%	90	131	6	104	0
\$275,001 and up	15.63%	83	0	85	119	9
Average Closed DOM		58	33	64	70	9
Total Closed Units	100%	58	6	15	10	1
Total Closed Volume		5,442,425	802.73K	2.23M	2.11M	299.00K

September 2020



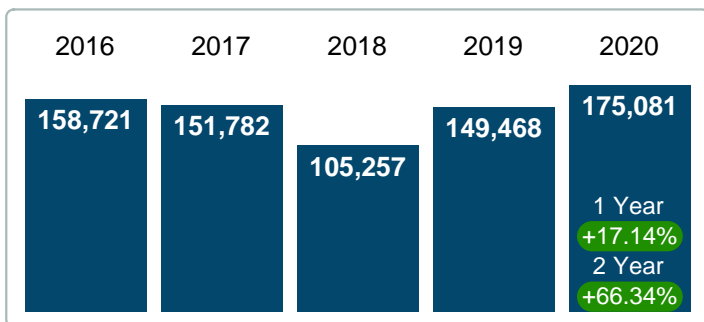
Area Delimited by County Of McIntosh - Residential Property Type



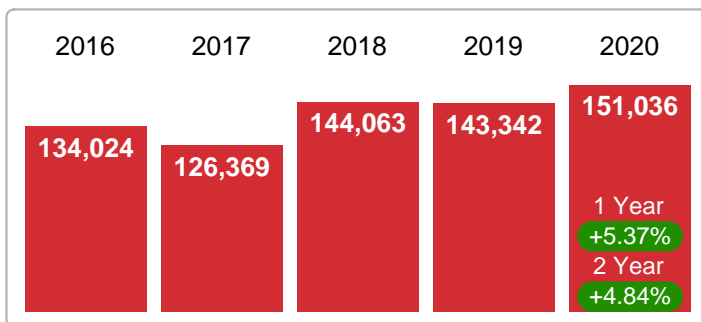
AVERAGE LIST PRICE AT CLOSING

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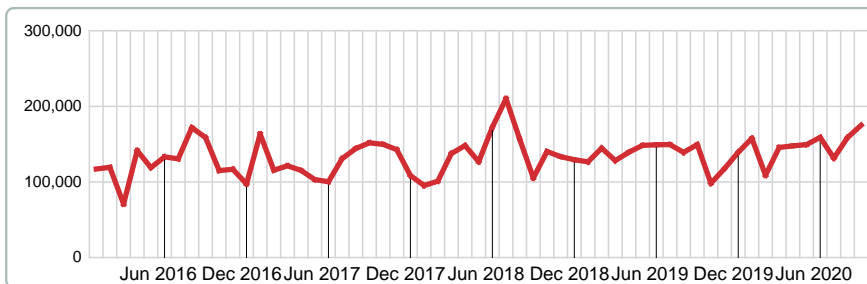
SEPTEMBER



YEAR TO DATE (YTD)

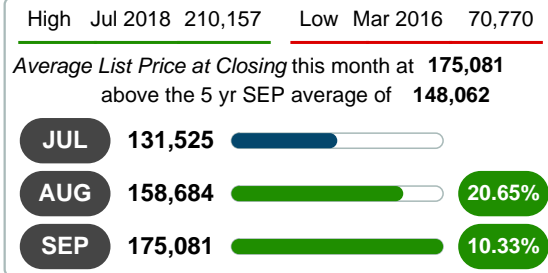


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 148,062



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
\$75,000 and less	12.50%	70,425	0	68,933	0	0
\$75,001 - \$75,000	0.00%	0	0	0	0	0
\$75,001 - \$125,000	25.00%	101,850	97,000	103,467	74,900	0
\$125,001 - \$175,000	28.13%	150,367	141,467	168,333	152,225	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$275,000	18.75%	209,300	210,000	186,000	228,266	0
\$275,001 and up	15.63%	379,400	0	387,000	407,000	299,000
Average List Price		175,081	138,067	152,840	218,260	299,000
Total Closed Units	100%	175,081	6	15	10	1
Total Closed Volume		5,602,599	828.40K	2.29M	2.18M	299.00K

September 2020



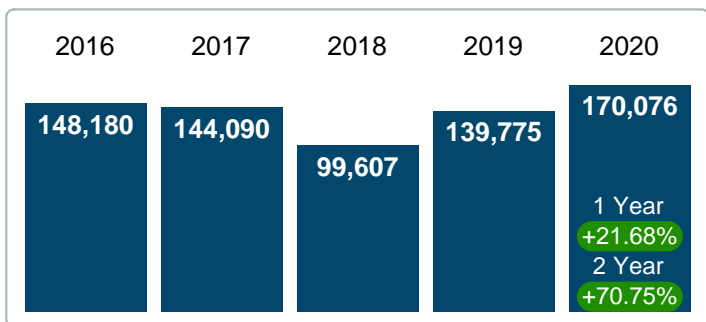
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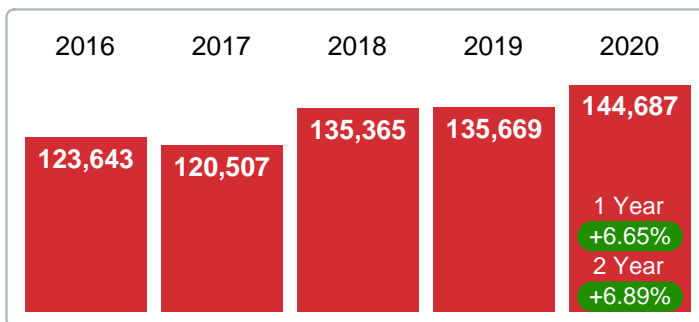
AVERAGE SOLD PRICE AT CLOSING

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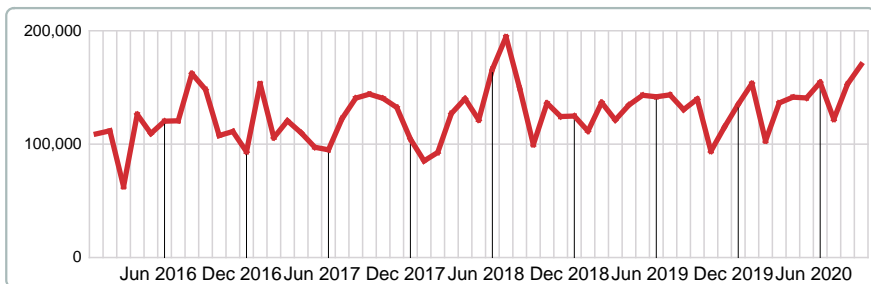
SEPTEMBER



YEAR TO DATE (YTD)

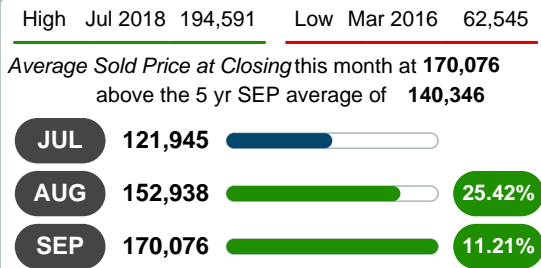


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140,346



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
\$75,000 and less	3	9.38%	61,967	0	61,967	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	9	28.13%	95,756	97,500	98,300	77,000	0
\$125,001 - \$175,000	10	31.25%	148,023	136,242	155,000	151,625	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$275,000	5	15.63%	211,600	199,000	206,000	217,667	0
\$275,001 and up	5	15.63%	371,300	0	392,750	386,000	299,000
Average Sold Price			170,076	133,788	148,813	210,850	299,000
Total Closed Units		100%	170,076	6	15	10	1
Total Closed Volume			5,442,425	802.73K	2.23M	2.11M	299.00K

September 2020



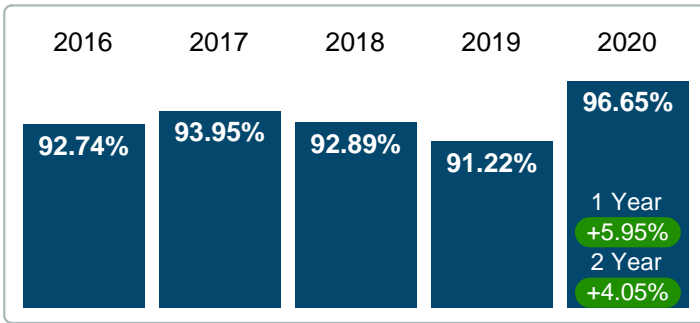
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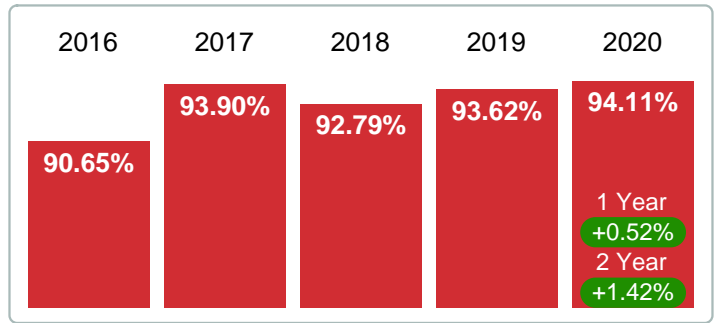
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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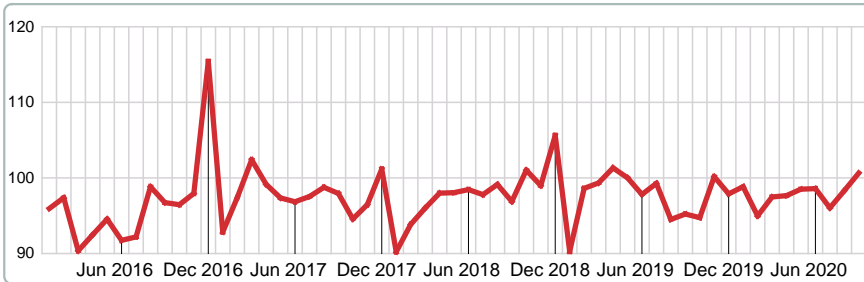
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

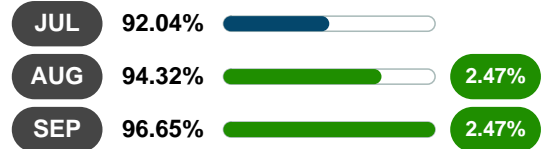


3 MONTHS

5 year SEP AVG = 93.49%

High Dec 2016 111.41% Low Jan 2018 86.22%

Average Sold/List Ratio this month at **96.65%**
above the 5 yr SEP average of **93.49%**



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	
\$75,000 and less	3	9.38%	89.49%	0.00%	89.49%	0.00%	0.00%	
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$75,001 - \$125,000	9	28.13%	97.28%	100.56%	95.26%	102.80%	0.00%	
\$125,001 - \$175,000	10	31.25%	96.35%	96.50%	91.94%	99.54%	0.00%	
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$175,001 - \$275,000	5	15.63%	98.22%	94.76%	110.75%	95.20%	0.00%	
\$275,001 and up	5	15.63%	98.87%	0.00%	101.97%	95.19%	100.00%	
Average Sold/List Ratio		96.70%		97.56%	95.37%	97.69%	100.00%	
Total Closed Units		32	100%	96.70%	6	15	10	1
Total Closed Volume		5,442,425			802.73K	2.23M	2.11M	299.00K

September 2020



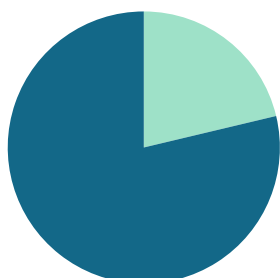
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

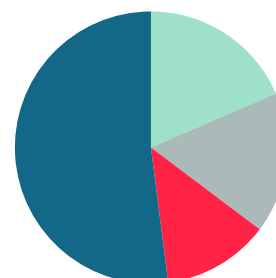


Inventory
 New Listings
30 = 21.28%
 Start Inventory
111
 Total Inventory Units
141
 Volume
\$36,179,649

Market Activity

Closed Sales
32 = 18.50%
 Pending Sales
29 = 16.76%
 Other Off Market
22 = 12.72%
 Active Inventory
90 = 52.02%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	28	32	14.29%	196	201	2.55%
Pending Sales	11	29	163.64%	196	237	20.92%
New Listings	46	30	-34.78%	459	368	-19.83%
Average List Price	149,468	175,081	17.14%	143,342	151,036	5.37%
Average Sale Price	139,775	170,076	21.68%	135,669	144,687	6.65%
Average Percent of Selling Price to List Price	91.22%	96.65%	5.95%	93.62%	94.11%	0.52%
Average Days on Market to Sale	72.43	58.25	-19.58%	63.71	62.31	-2.20%
Monthly Inventory	184	90	-51.09%	184	90	-51.09%
Months Supply of Inventory	8.87	4.41	-50.29%	8.87	4.41	-50.29%

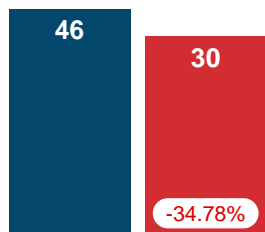
Absorption: Last 12 months, an Average of **20** Sales/Month

Inventory on September 30, 2020 = **90** 2019 2020

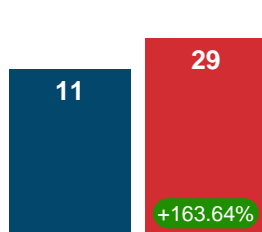
SEPTEMBER MARKET

AVERAGE PRICES

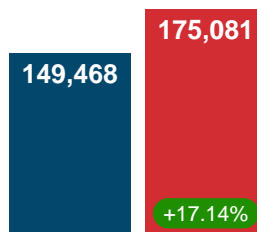
New Listings



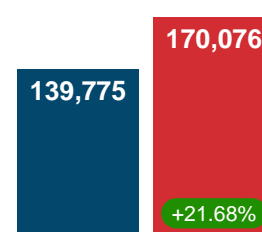
Pending Listings



List Price



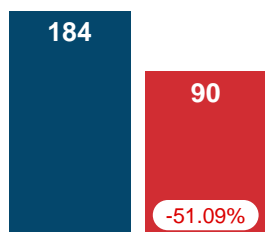
Sale Price



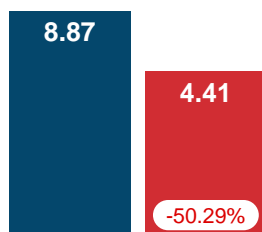
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

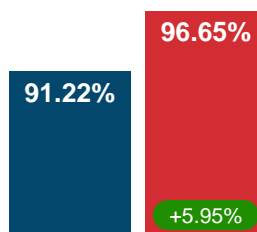
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

