

September 2020



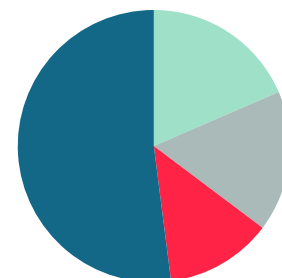
Area Delimited by County Of McIntosh - Residential Property Type



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%
Median List Price	89,950	148,200	64.76%
Median Sale Price	82,850	138,863	67.61%
Median Percent of Selling Price to List Price	93.08%	98.39%	5.70%
Median Days on Market to Sale	72.50	40.50	-44.14%
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.

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 **67.61%** in September 2020 to \$138,863 versus the previous year at \$82,850.

Median Days on Market Shortens

The median number of **40.50** days that homes spent on the market before selling decreased by 32.00 days or **44.14%** in September 2020 compared to last year's same month at **72.50** DOM.

Sales Success for September 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 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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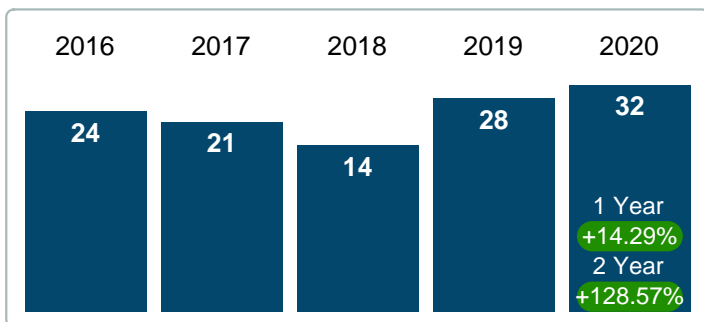
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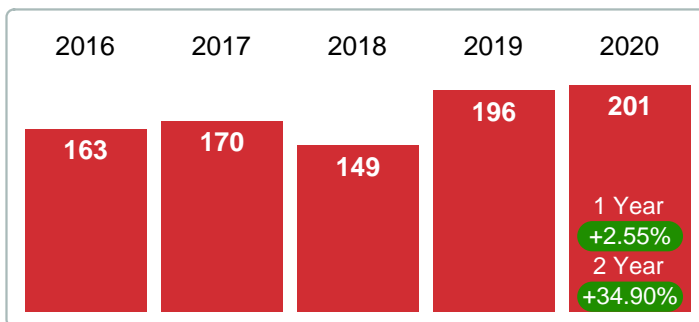
CLOSED LISTINGS

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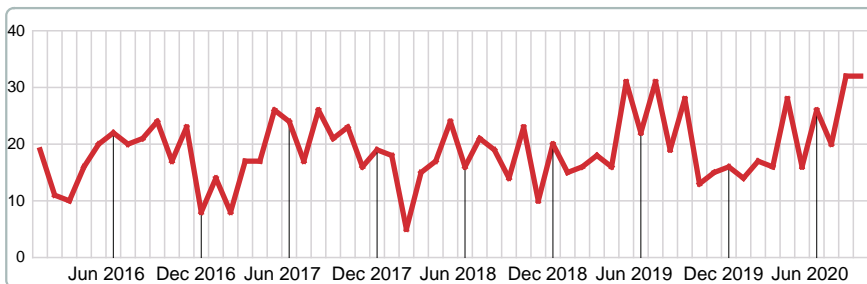
SEPTEMBER



YEAR TO DATE (YTD)

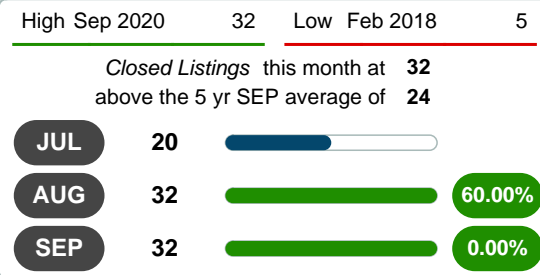


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	2	6.25%	68.5	0	2	0	0
\$70,001 - \$90,000	6	18.75%	55.5	1	4	1	0
\$90,001 - \$120,000	4	12.50%	35.5	1	3	0	0
\$120,001 - \$170,000	7	21.88%	28.0	3	2	2	0
\$170,001 - \$190,000	4	12.50%	51.0	0	1	3	0
\$190,001 - \$290,000	5	15.63%	131.0	1	2	2	0
\$290,001 and up	4	12.50%	53.0	0	1	2	1
Total Closed Units	32			6	15	10	1
Total Closed Volume	5,442,425	100%	40.5	802.73K	2.23M	2.11M	299.00K
Median Closed Price	\$138,863			\$132,863	\$110,000	\$180,000	\$299,000

September 2020



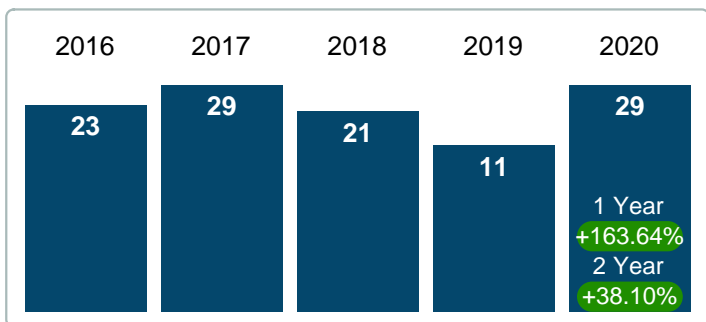
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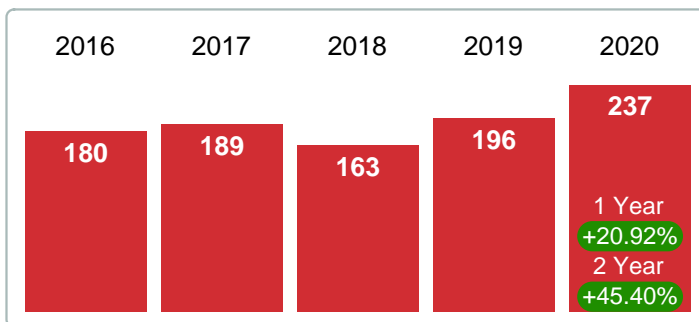
PENDING LISTINGS

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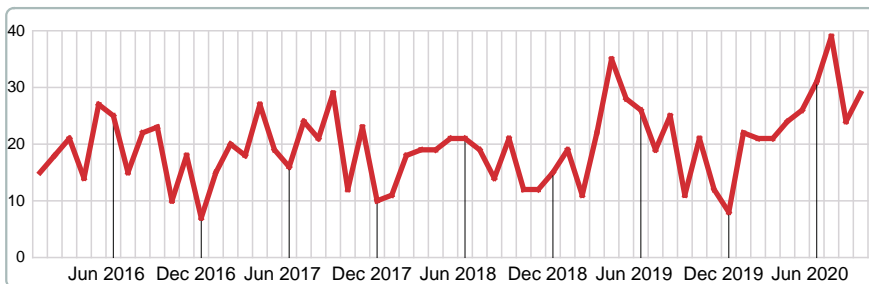
SEPTEMBER



YEAR TO DATE (YTD)

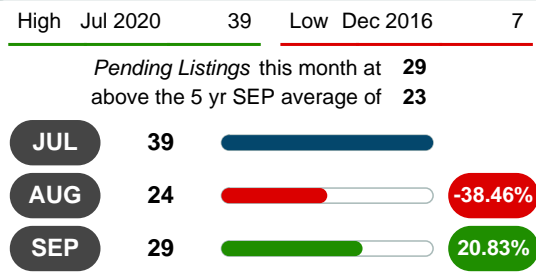


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 23



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	3.45%	37.0	0	1	0	0
\$50,001 - \$70,000	5	17.24%	13.0	2	2	1	0
\$70,001 - \$110,000	4	13.79%	61.0	2	1	1	0
\$110,001 - \$200,000	8	27.59%	30.5	3	4	0	1
\$200,001 - \$270,000	4	13.79%	114.5	2	1	1	0
\$270,001 - \$360,000	5	17.24%	18.0	0	2	2	1
\$360,001 and up	2	6.90%	54.5	0	1	1	0
Total Pending Units	29			9	12	6	2
Total Pending Volume	5,429,900	100%	37.0	1.19M	2.07M	1.64M	530.00K
Median Listing Price	\$149,900			\$130,000	\$134,950	\$294,450	\$265,000

September 2020



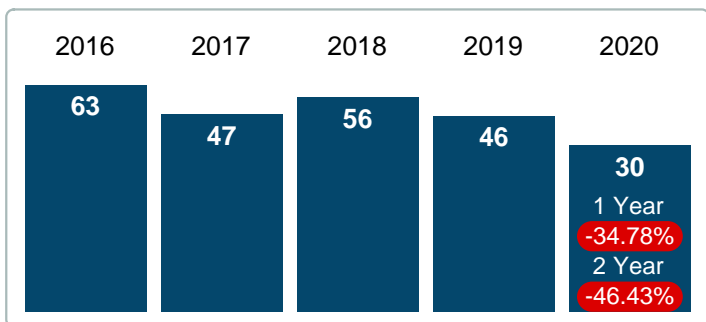
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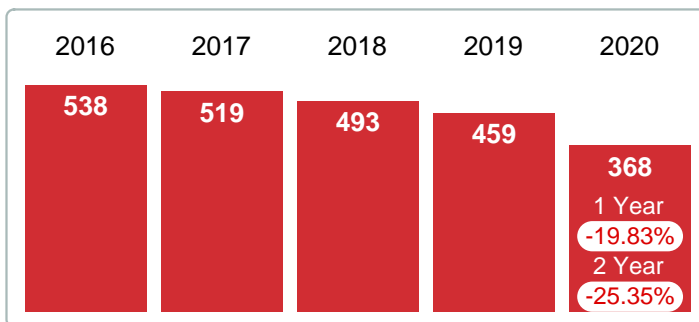
NEW LISTINGS

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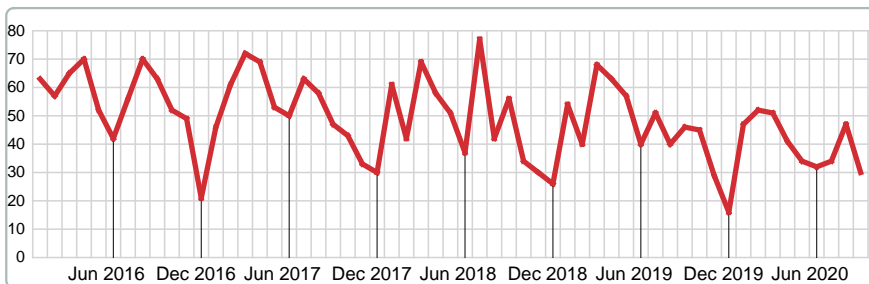
SEPTEMBER



YEAR TO DATE (YTD)

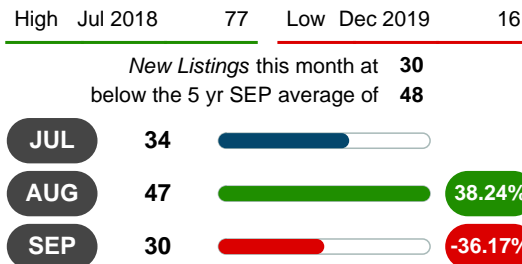


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$202,000		\$162,450	\$199,000	\$264,900	\$0

September 2020



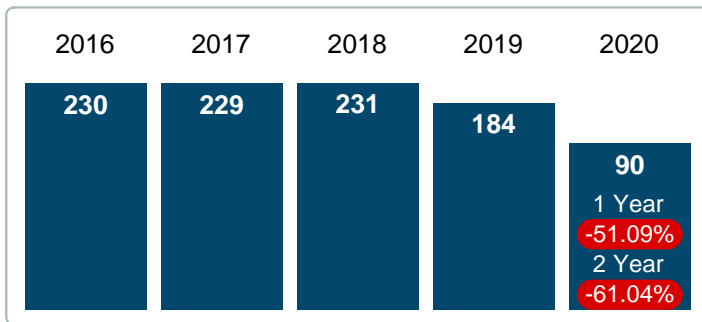
Area Delimited by County Of McIntosh - Residential Property Type



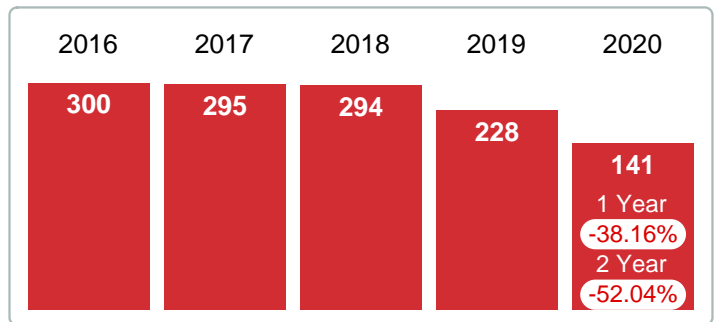
ACTIVE INVENTORY

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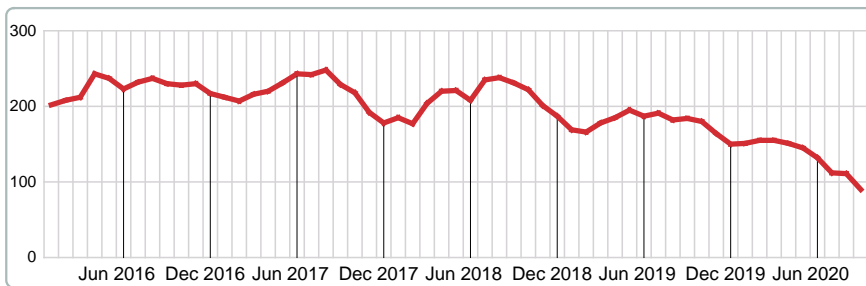
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

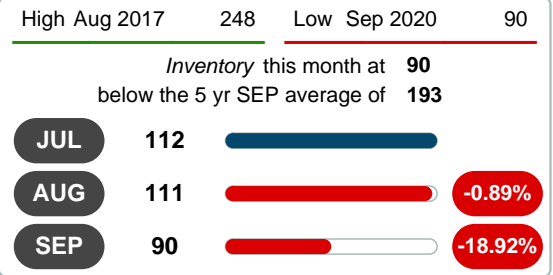


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 193



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	6.67%	108.5	3	3	0	0
\$50,001 - \$75,000	8	8.89%	79.0	6	2	0	0
\$75,001 - \$125,000	17	18.89%	63.0	5	12	0	0
\$125,001 - \$250,000	25	27.78%	56.0	6	14	5	0
\$250,001 - \$375,000	14	15.56%	40.5	1	4	9	0
\$375,001 - \$625,000	11	12.22%	62.0	1	2	5	3
\$625,001 and up	9	10.00%	147.0	0	4	3	2
Total Active Inventory by Units	90			22	41	22	5
Total Active Inventory by Volume	25,758,149	100%	61.5	3.01M	9.46M	9.19M	4.09M
Median Active Inventory Listing Price	\$228,750			\$84,450	\$154,900	\$357,450	\$599,900

September 2020



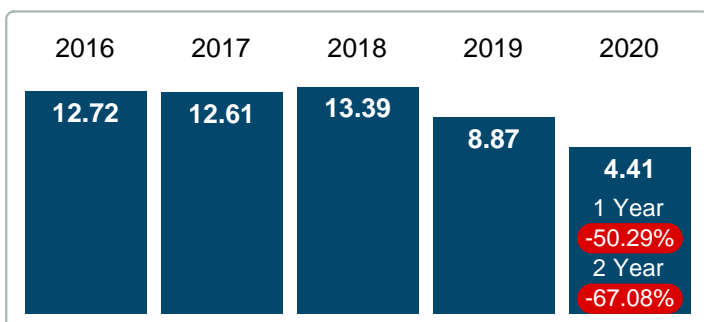
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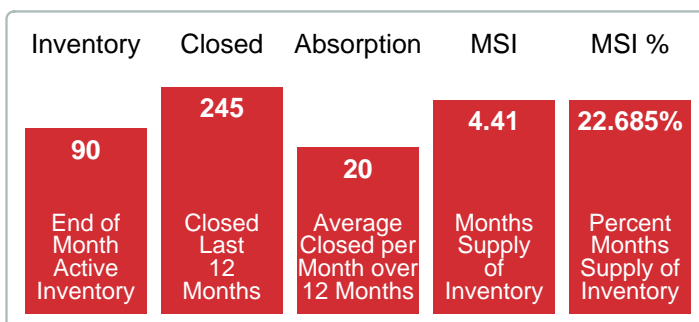
MONTHS SUPPLY of INVENTORY (MSI)

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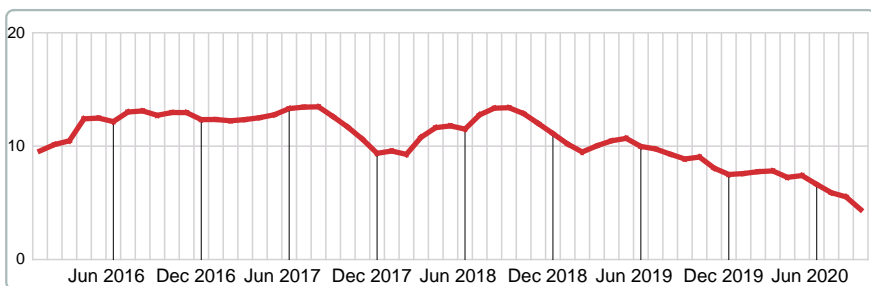
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

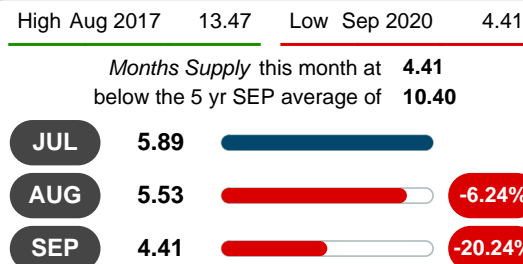


5 YEAR MARKET ACTIVITY TRENDS



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	90	100%	4.41	22	41	22	5

September 2020



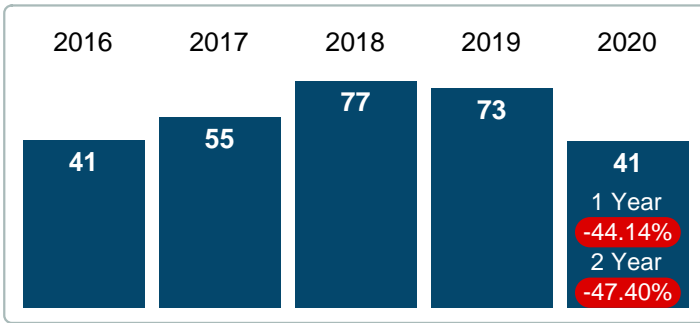
Area Delimited by County Of McIntosh - Residential Property Type



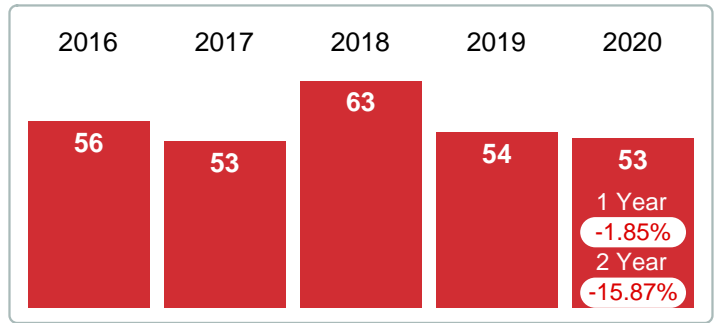
MEDIAN DAYS ON MARKET TO SALE

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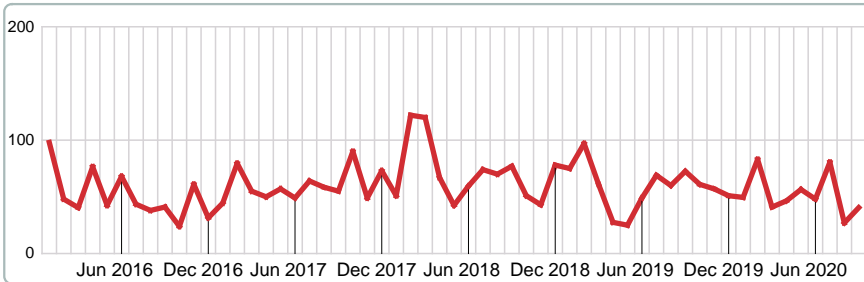
SEPTEMBER



YEAR TO DATE (YTD)

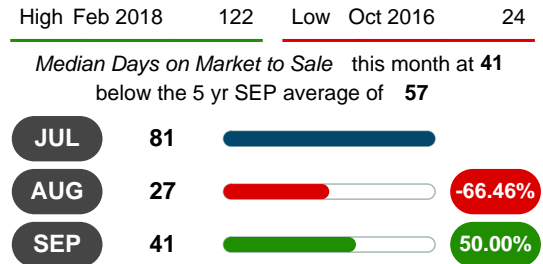


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 57



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
\$70,000 and less	2	6.25%	69	0	69	0	0
\$70,001 - \$90,000	6	18.75%	56	2	56	105	0
\$90,001 - \$120,000	4	12.50%	36	5	66	0	0
\$120,001 - \$170,000	7	21.88%	28	11	69	18	0
\$170,001 - \$190,000	4	12.50%	51	0	99	3	0
\$190,001 - \$290,000	5	15.63%	131	131	77	94	0
\$290,001 and up	4	12.50%	53	0	21	119	9
Median Closed DOM			41	11	66	66	9
Total Closed Units		100%	40.5	6	15	10	1
Total Closed Volume			5,442,425	802.73K	2.23M	2.11M	299.00K

September 2020



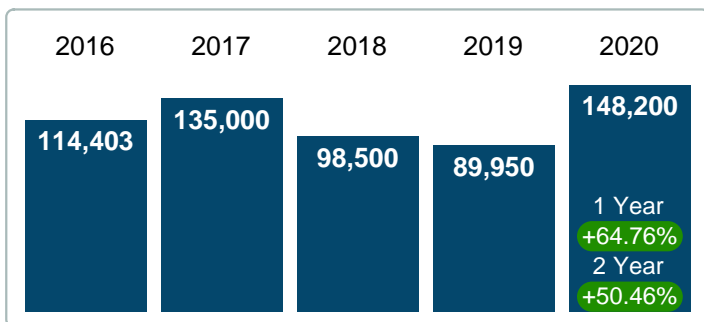
Area Delimited by County Of McIntosh - Residential Property Type



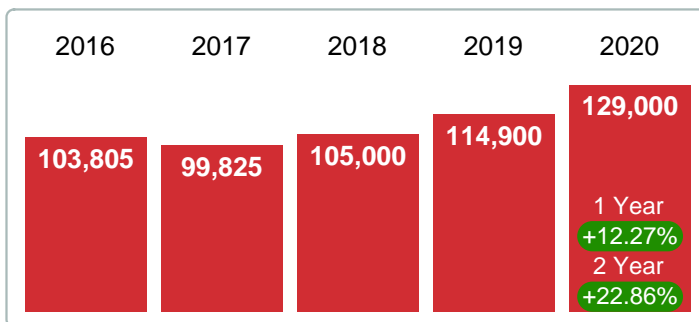
MEDIAN LIST PRICE AT CLOSING

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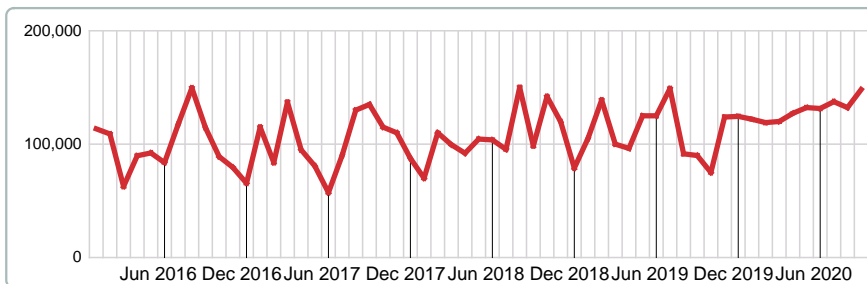
SEPTEMBER



YEAR TO DATE (YTD)

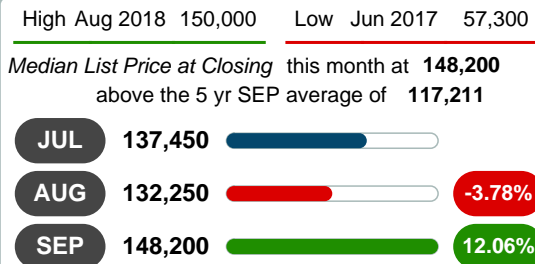


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 117,211



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
\$70,000 and less	6.25%	65,950	0	65,950	0	0
\$70,001 - \$90,000	15.63%	79,900	89,000	79,900	74,900	0
\$90,001 - \$120,000	15.63%	115,000	105,000	116,450	0	0
\$120,001 - \$170,000	21.88%	146,500	146,500	160,000	129,450	0
\$170,001 - \$190,000	12.50%	180,000	0	185,500	175,000	0
\$190,001 - \$290,000	15.63%	210,000	210,000	275,000	199,900	0
\$290,001 and up	12.50%	407,000	0	499,000	407,000	299,000
Median List Price		148,200	137,250	117,900	187,450	299,000
Total Closed Units	100%	148,200	6	15	10	1
Total Closed Volume		5,602,599	828.40K	2.29M	2.18M	299.00K

September 2020



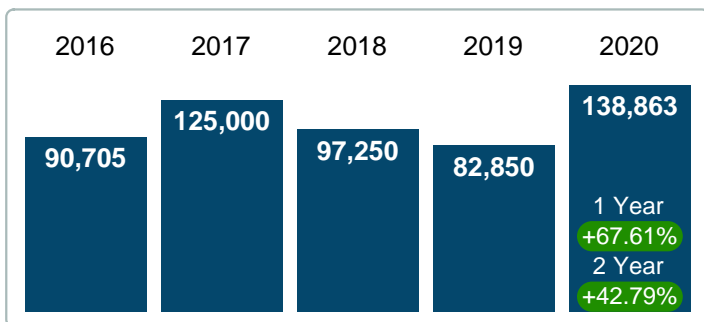
Area Delimited by County Of McIntosh - Residential Property Type



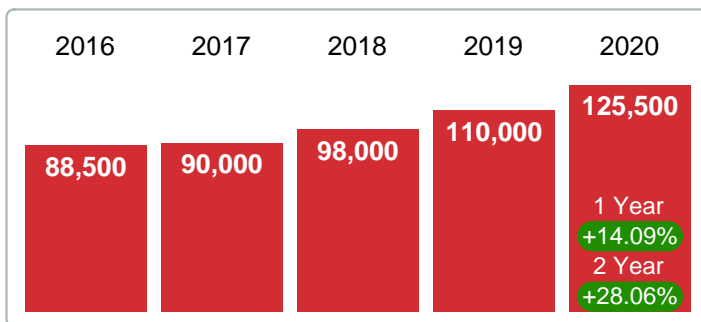
MEDIAN SOLD PRICE AT CLOSING

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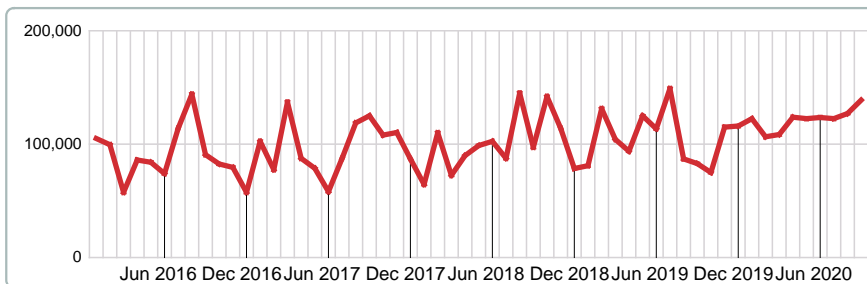
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 106,933

High Jul 2019 149,000 Low Dec 2016 57,500
 Median Sold Price at Closing this month at **138,863**
 above the 5 yr SEP average of **106,933**

JUL	122,500	
AUG	127,000	3.67%
SEP	138,863	9.34%

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
\$70,000 and less	2	6.25%	55,500	0	55,500	0	0
\$70,001 - \$90,000	6	18.75%	81,950	90,000	81,950	77,000	0
\$90,001 - \$120,000	4	12.50%	109,000	105,000	110,000	0	0
\$120,001 - \$170,000	7	21.88%	137,725	137,725	145,000	128,250	0
\$170,001 - \$190,000	4	12.50%	175,000	0	175,000	175,000	0
\$190,001 - \$290,000	5	15.63%	206,000	199,000	245,500	234,000	0
\$290,001 and up	4	12.50%	386,000	0	500,500	386,000	299,000
Median Sold Price			138,863	132,863	110,000	180,000	299,000
Total Closed Units		100%	138,863	6	15	10	1
Total Closed Volume			5,442,425	802.73K	2.23M	2.11M	299.00K

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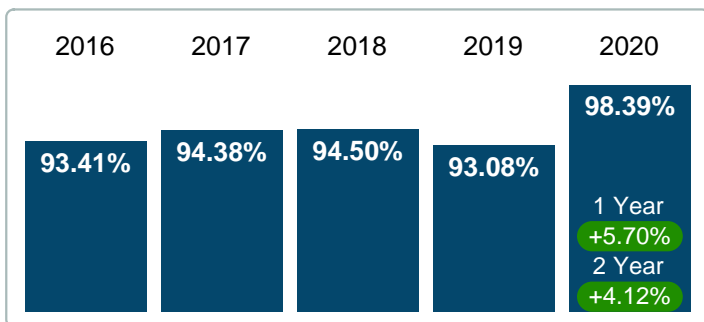
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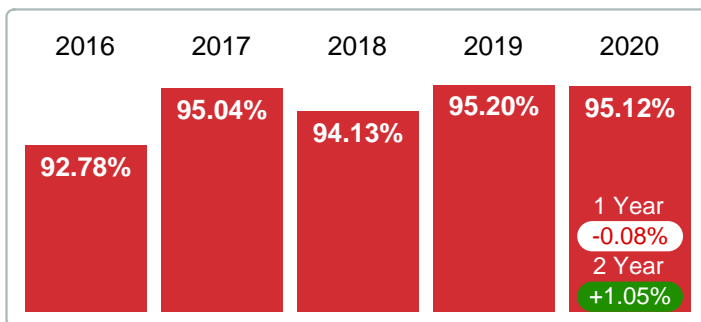
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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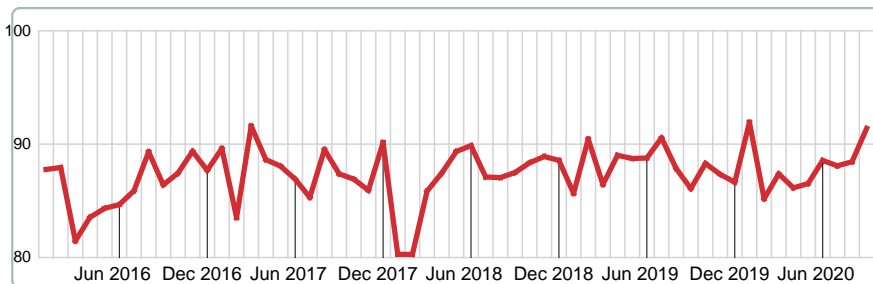
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

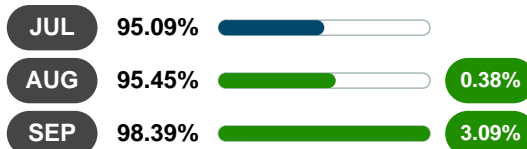


3 MONTHS

5 year SEP AVG = 94.75%

High Jan 2020 98.92% Low Feb 2018 87.27%

Median Sold/List Ratio this month at **98.39%** above the 5 yr SEP average of **94.75%**



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
\$70,000 and less	2	6.25%	84.23%	0.00%	84.23%	0.00%	0.00%
\$70,001 - \$90,000	6	18.75%	100.56%	101.12%	100.00%	102.80%	0.00%
\$90,001 - \$120,000	4	12.50%	96.96%	100.00%	93.91%	0.00%	0.00%
\$120,001 - \$170,000	7	21.88%	97.61%	97.61%	90.62%	99.08%	0.00%
\$170,001 - \$190,000	4	12.50%	97.30%	0.00%	94.59%	100.00%	0.00%
\$190,001 - \$290,000	5	15.63%	96.55%	94.76%	107.19%	96.52%	0.00%
\$290,001 and up	4	12.50%	99.32%	0.00%	100.30%	95.19%	100.00%
Median Sold/List Ratio		98.39%		98.81%	94.59%	98.39%	100.00%
Total Closed Units		32	100%	6	15	10	1
Total Closed Volume		5,442,425		802.73K	2.23M	2.11M	299.00K

September 2020



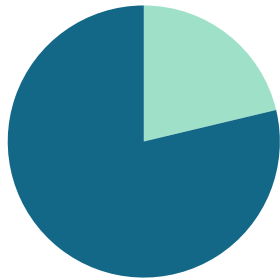
Area Delimited by County Of McIntosh - Residential Property Type



MARKET SUMMARY

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

INVENTORY

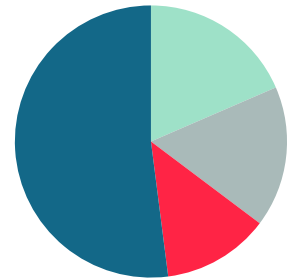


Inventory
 New Listings
30 = 21.28%
 Start Inventory
111
 Total Inventory Units
141
 Volume
\$36,179,649

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%
Median List Price	89,950	148,200	64.76%	114,900	129,000	12.27%
Median Sale Price	82,850	138,863	67.61%	110,000	125,500	14.09%
Median Percent of Selling Price to List Price	93.08%	98.39%	5.70%	95.20%	95.12%	-0.08%
Median Days on Market to Sale	72.50	40.50	-44.14%	54.00	53.00	-1.85%
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%

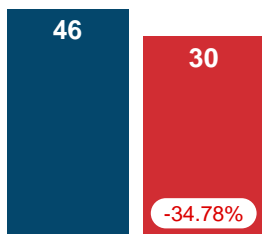
Absorption: Last 12 months, an Average of **20** Sales/Month

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

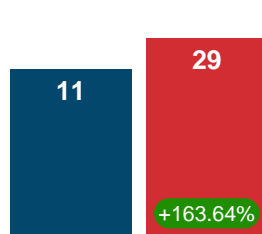
SEPTEMBER MARKET

MEDIAN PRICES

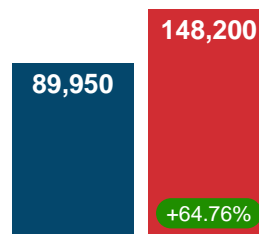
New Listings



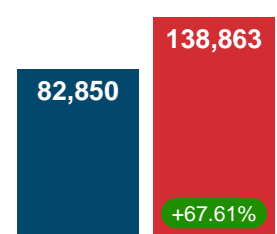
Pending Listings



List Price



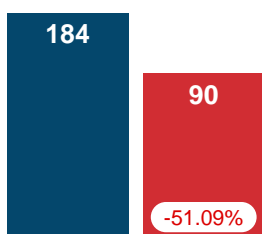
Sale Price



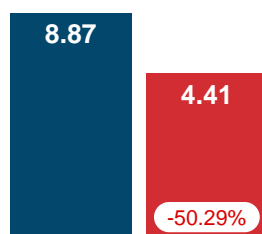
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

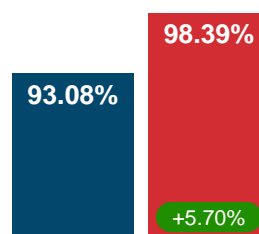
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

