

August 2019

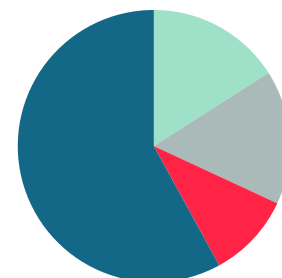
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	90	90	0.00%
Pending Listings	70	90	28.57%
New Listings	147	139	-5.44%
Median List Price	120,500	119,950	-0.46%
Median Sale Price	120,500	117,000	-2.90%
Median Percent of Selling Price to List Price	97.78%	100.00%	2.28%
Median Days on Market to Sale	26.00	14.50	-44.23%
End of Month Inventory	489	327	-33.13%
Months Supply of Inventory	6.94	4.42	-36.30%



■ Closed (15.96%)
■ Pending (15.96%)
■ Other OffMarket (10.11%)
■ Active (57.98%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of August 31, 2019 = **327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **33.13%** to 327 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.90%** in August 2019 to \$117,000 versus the previous year at \$120,500.

Median Days on Market Shortens

The median number of **14.50** days that homes spent on the market before selling decreased by 11.50 days or **44.23%** in August 2019 compared to last year's same month at **26.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 139 New Listings in August 2019, down **5.44%** from last year at 147. Furthermore, there were 90 Closed Listings this month versus last year at 90, a **0.00%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, up from previous year's, August 2018, at **61.2%**, a **5.76%** 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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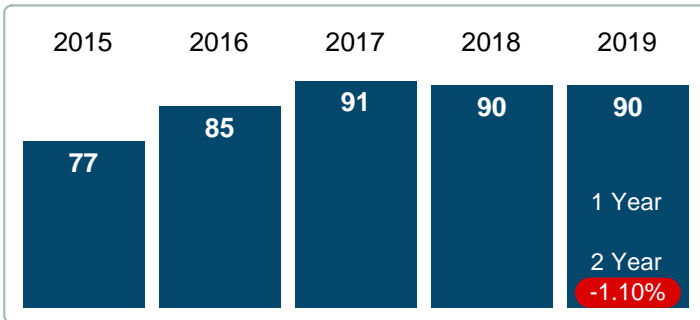
Area Delimited by County Of Creek



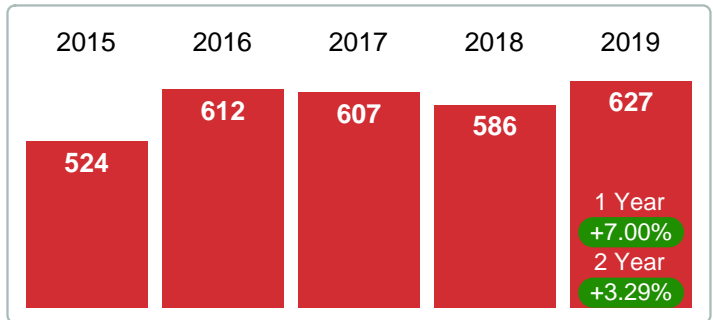
CLOSED LISTINGS

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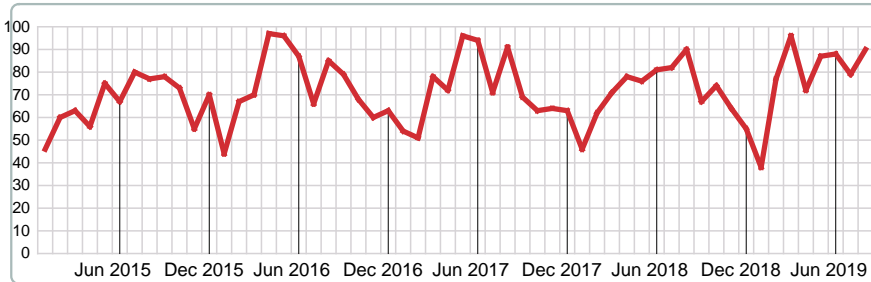
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 87

High Apr 2016 97 Low Jan 2019 38

Closed Listings this month at 90
above the 5 yr AUG average of 87



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.67%	19.5	1	5	0	0
\$20,001 - \$70,000	9	10.00%	21.0	5	4	0	0
\$70,001 - \$100,000	17	18.89%	18.0	6	11	0	0
\$100,001 - \$130,000	23	25.56%	7.0	4	16	3	0
\$130,001 - \$180,000	15	16.67%	14.0	0	13	2	0
\$180,001 - \$280,000	11	12.22%	7.0	1	8	2	0
\$280,001 and up	9	10.00%	60.0	1	2	5	1
Total Closed Units	90			18	59	12	1
Total Closed Volume	12,442,295	100%	14.5	1.91M	7.47M	2.77M	295.00K
Median Closed Price	\$117,000			\$85,450	\$120,000	\$215,000	\$295,000

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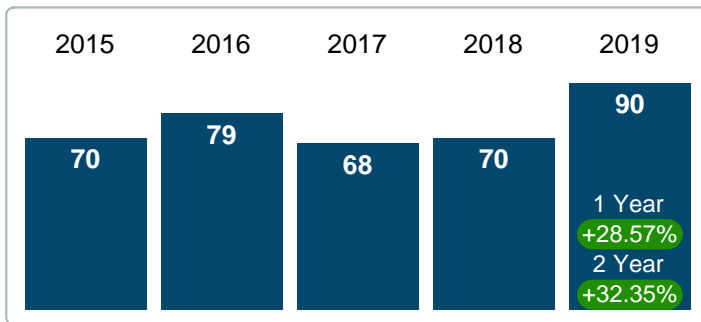
Area Delimited by County Of Creek



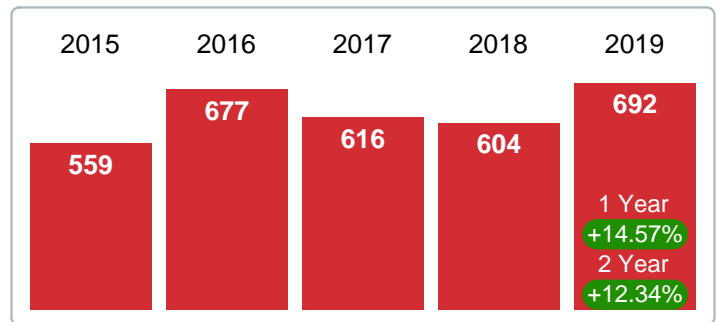
PENDING LISTINGS

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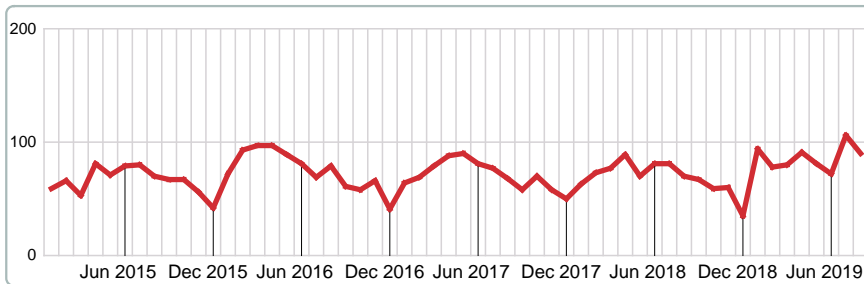
AUGUST



YEAR TO DATE (YTD)

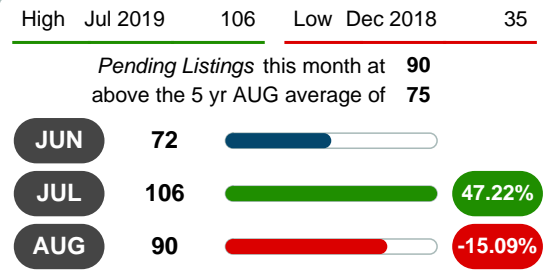


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	10.00%	18.0	4	5	0	0
\$60,001 - \$100,000	11	12.22%	19.0	5	6	0	0
\$100,001 - \$130,000	16	17.78%	71.0	2	12	2	0
\$130,001 - \$160,000	21	23.33%	17.0	2	14	5	0
\$160,001 - \$180,000	10	11.11%	17.0	0	8	2	0
\$180,001 - \$280,000	14	15.56%	22.5	0	11	3	0
\$280,001 and up	9	10.00%	82.0	0	2	7	0
Total Pending Units	90			13	58	19	0
Total Pending Volume	14,520,825	100%	25.5	1.02M	8.54M	4.96M	0.00B
Median Listing Price	\$149,950			\$65,000	\$147,450	\$205,000	\$0

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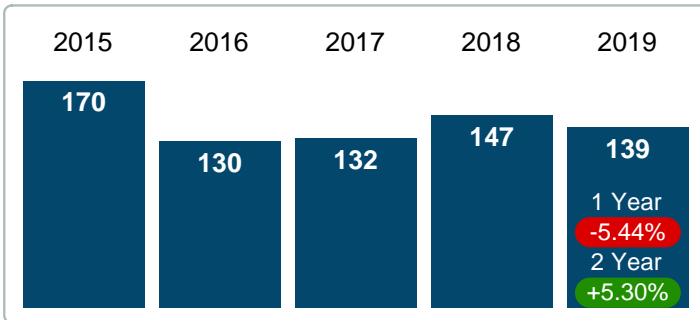
Area Delimited by County Of Creek



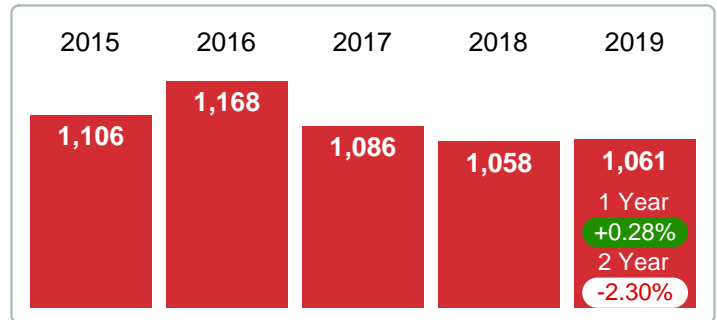
NEW LISTINGS

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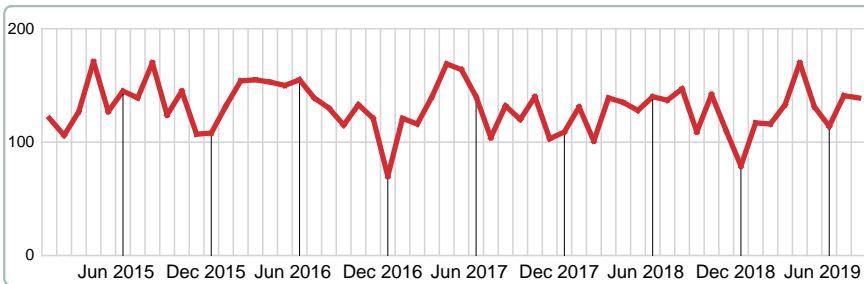
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 144

High Apr 2015 171 Low Dec 2016 70

New Listings this month at 139
below the 5 yr AUG average of 144



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12	8.63%	6	3	3	0
\$20,001 - \$60,000	21	15.11%	16	5	0	0
\$60,001 - \$90,000	20	14.39%	11	7	2	0
\$90,001 - \$150,000	30	21.58%	9	15	6	0
\$150,001 - \$190,000	25	17.99%	5	16	4	0
\$190,001 - \$300,000	17	12.23%	2	8	7	0
\$300,001 and up	14	10.07%	5	4	5	0
Total New Listed Units	139		54	58	27	0
Total New Listed Volume	22,571,278	100%	7.97M	8.99M	5.61M	0.00B
Median New Listed Listing Price	\$130,000		\$67,500	\$150,000	\$169,900	\$0

August 2019



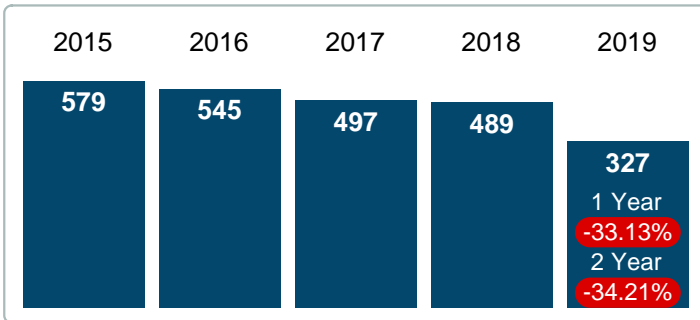
Area Delimited by County Of Creek



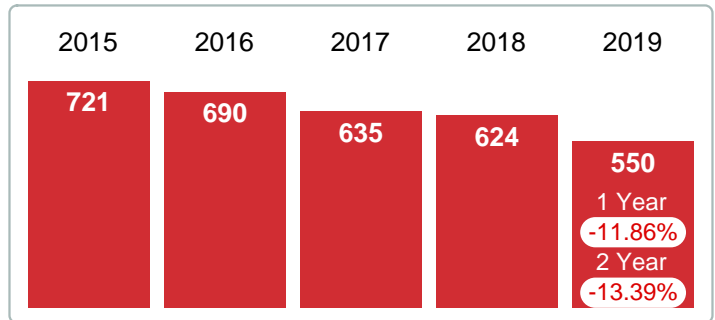
ACTIVE INVENTORY

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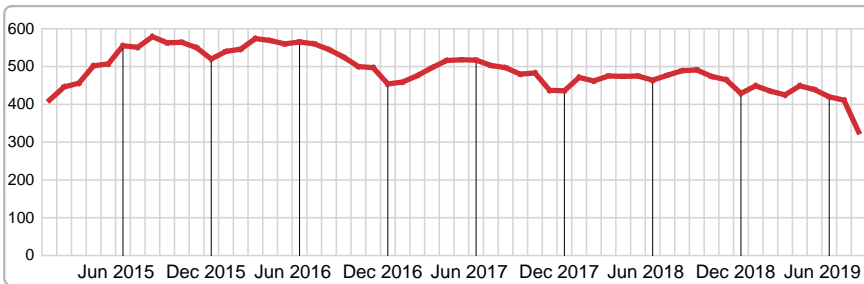
END OF AUGUST



ACTIVE DURING AUGUST

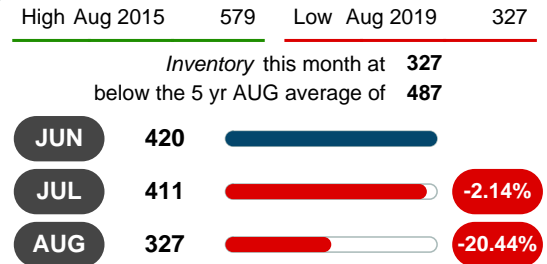


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 487



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	20	6.12%	47.0	15	1	4	0
\$25,001 - \$75,000	50	15.29%	41.5	39	9	2	0
\$75,001 - \$100,000	33	10.09%	53.0	19	10	1	3
\$100,001 - \$175,000	88	26.91%	53.0	44	32	12	0
\$175,001 - \$275,000	56	17.13%	61.0	18	18	18	2
\$275,001 - \$475,000	45	13.76%	57.0	19	12	12	2
\$475,001 and up	35	10.70%	71.0	11	6	11	7
Total Active Inventory by Units		327		165	88	60	14
Total Active Inventory by Volume		79,673,592	100%	33.12M	18.32M	19.83M	8.41M
Median Active Inventory Listing Price		\$159,000		\$115,000	\$160,000	\$240,000	\$522,500

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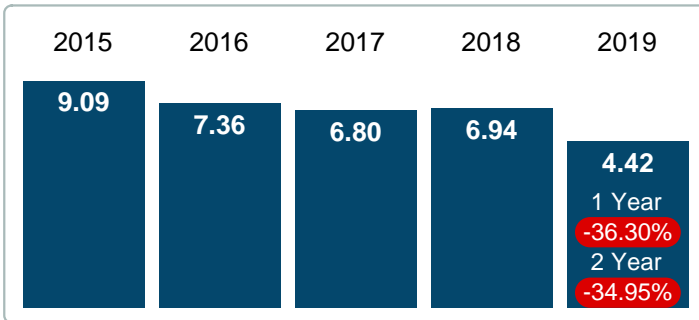
Area Delimited by County Of Creek



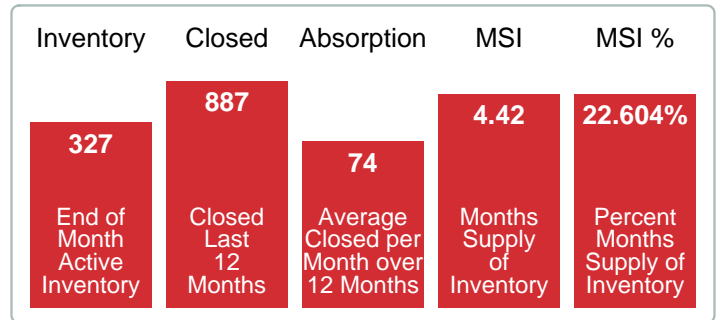
MONTHS SUPPLY of INVENTORY (MSI)

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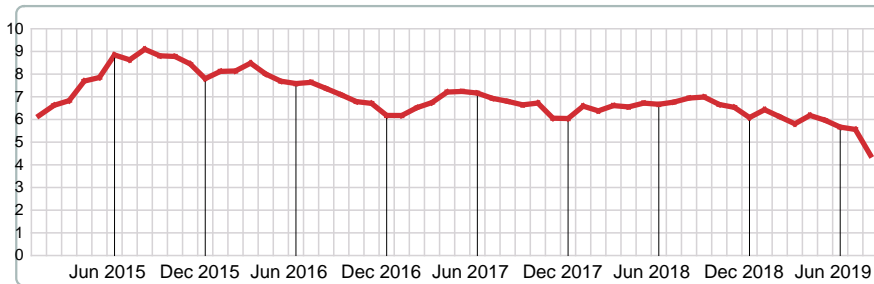
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

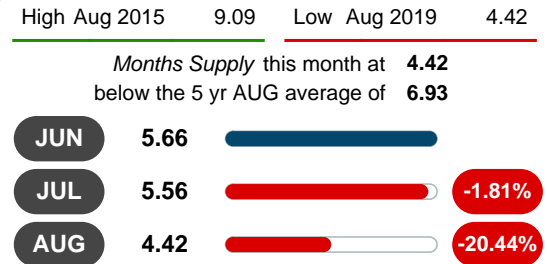


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.93



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
\$25,000 and less	20	6.12%	3.16	4.62	0.35	16.00	0.00
\$25,001 - \$75,000	50	15.29%	3.73	5.64	1.52	4.80	0.00
\$75,001 - \$100,000	33	10.09%	3.70	6.71	1.74	4.00	36.00
\$100,001 - \$175,000	88	26.91%	3.31	11.00	1.74	3.27	0.00
\$175,001 - \$275,000	56	17.13%	4.42	12.00	2.57	5.02	3.43
\$275,001 - \$475,000	45	13.76%	8.31	57.00	6.86	4.50	3.00
\$475,001 and up	35	10.70%	60.00	66.00	0.00	66.00	28.00
Market Supply of Inventory (MSI)			4.42	8.68	2.11	5.45	6.22
Total Active Inventory by Units		100%	4.42	165	88	60	14

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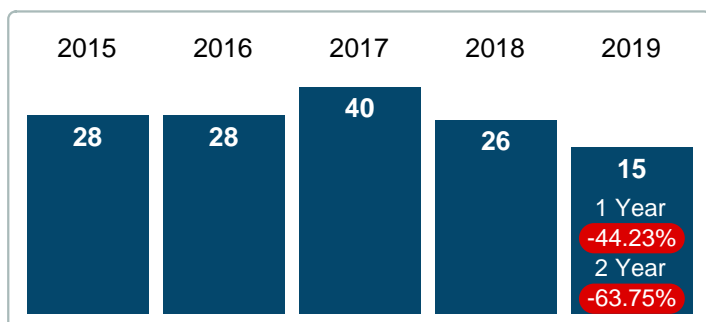
Area Delimited by County Of Creek



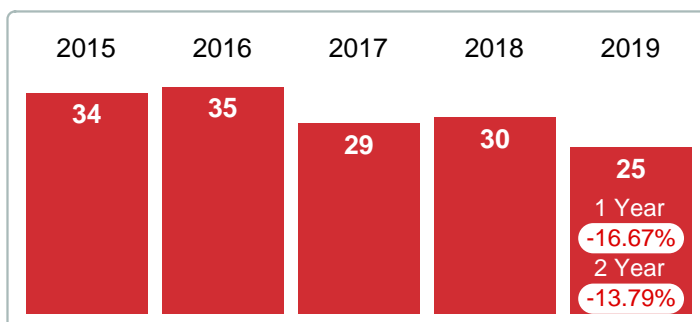
MEDIAN DAYS ON MARKET TO SALE

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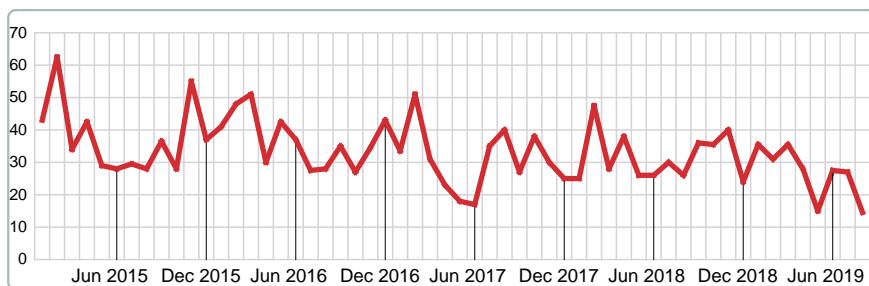
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

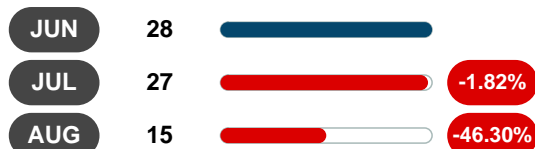


3 MONTHS

5 year AUG AVG = 27

High Feb 2015 63 Low Aug 2019 15

Median Days on Market to Sale this month at 15 below the 5 yr AUG average of 27



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
\$20,000 and less	6.67%	20	18	21	0	0
\$20,001 - \$70,000	10.00%	21	21	22	0	0
\$70,001 - \$100,000	18.89%	18	27	14	0	0
\$100,001 - \$130,000	25.56%	7	10	7	37	0
\$130,001 - \$180,000	16.67%	14	0	14	43	0
\$180,001 - \$280,000	12.22%	7	12	6	18	0
\$280,001 and up	10.00%	60	60	9	70	118
Median Closed DOM		15	20	13	34	118
Total Closed Units	100%	90	18	59	12	1
Total Closed Volume		12,442,295	1.91M	7.47M	2.77M	295.00K

August 2019

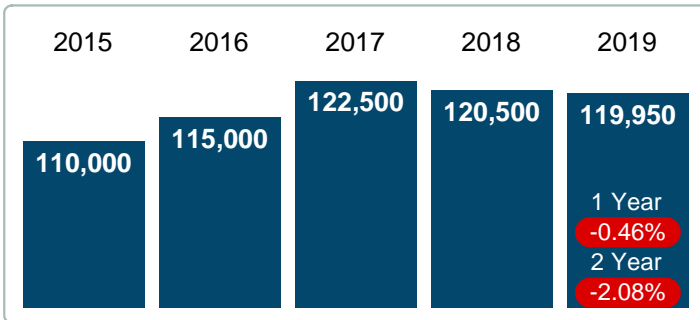
Area Delimited by County Of Creek



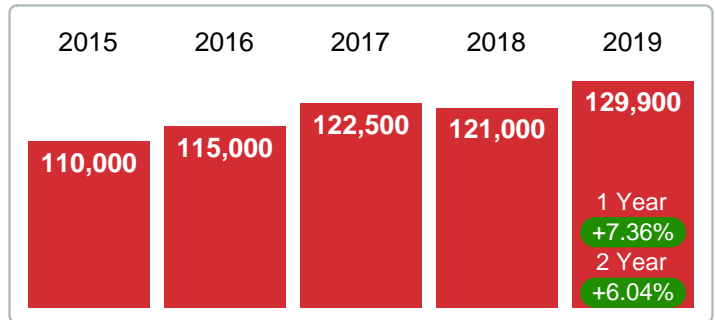
MEDIAN LIST PRICE AT CLOSING

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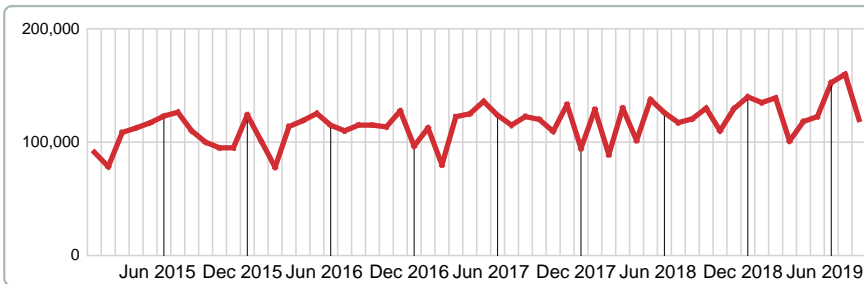
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

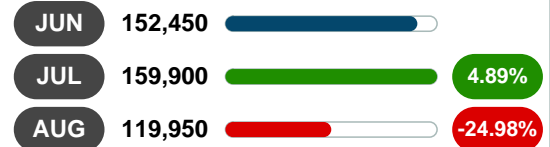


3 MONTHS

5 year AUG AVG = 117,590

High Jul 2019 159,900 Low Feb 2016 77,900

Median List Price at Closing this month at **119,950**
above the 5 yr AUG average of **117,590**



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
\$20,000 and less	6.67%	1,073	750	1,150	0	0
\$20,001 - \$70,000	10.00%	34,900	62,000	32,950	0	0
\$70,001 - \$100,000	18.89%	89,500	84,900	89,950	0	0
\$100,001 - \$130,000	23.33%	117,000	110,000	119,900	114,000	0
\$130,001 - \$180,000	16.67%	164,900	0	159,950	169,000	0
\$180,001 - \$280,000	14.44%	219,900	219,900	212,000	225,000	0
\$280,001 and up	10.00%	339,000	465,000	328,950	339,000	339,900
Median List Price		119,950	87,200	120,000	230,000	339,900
Total Closed Units	100%	119,950	18	59	12	1
Total Closed Volume		12,729,445	1.95M	7.57M	2.87M	339.90K

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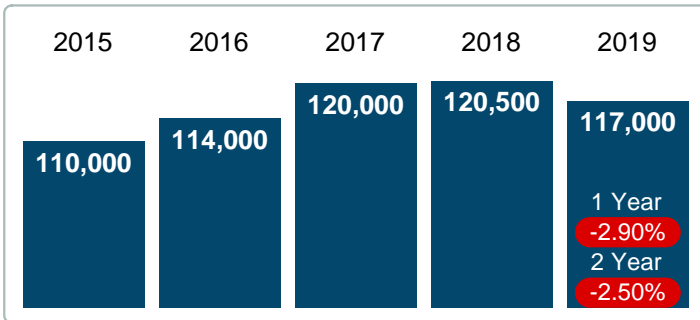
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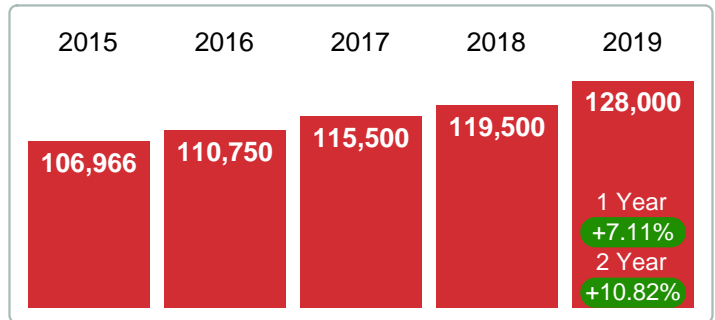
MEDIAN SOLD PRICE AT CLOSING

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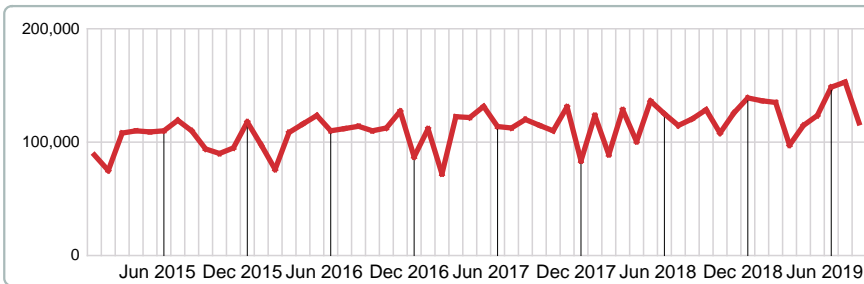
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

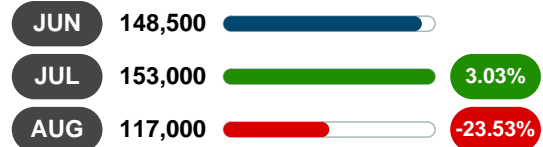


3 MONTHS

5 year AUG AVG = 116,300

High Jul 2019 153,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at 117,000 above the 5 yr AUG average of 116,300



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
\$20,000 and less	6	6.67%	1,073	750	1,150	0	0
\$20,001 - \$70,000	9	10.00%	34,900	58,000	30,450	0	0
\$70,001 - \$100,000	17	18.89%	88,000	85,450	90,000	0	0
\$100,001 - \$130,000	23	25.56%	115,000	117,500	117,000	115,000	0
\$130,001 - \$180,000	15	16.67%	165,000	0	165,000	170,000	0
\$180,001 - \$280,000	11	12.22%	215,000	224,100	213,500	215,000	0
\$280,001 and up	9	10.00%	329,000	465,000	322,000	339,000	295,000
Median Sold Price			117,000	85,450	120,000	215,000	295,000
Total Closed Units		100%	117,000	18	59	12	1
Total Closed Volume			12,442,295	1.91M	7.47M	2.77M	295.00K

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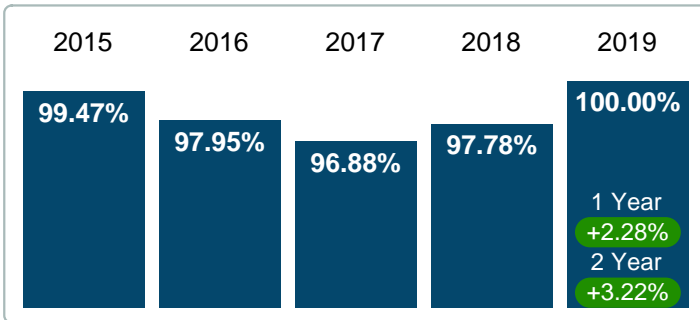
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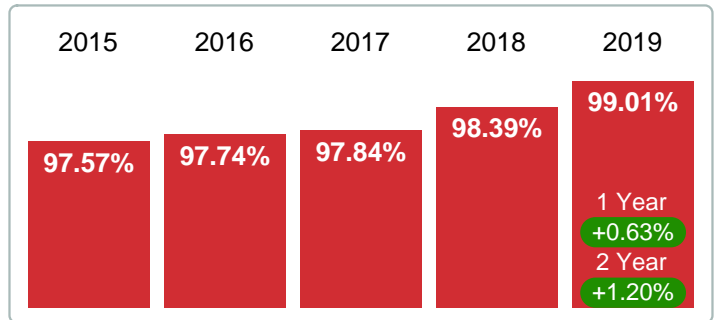
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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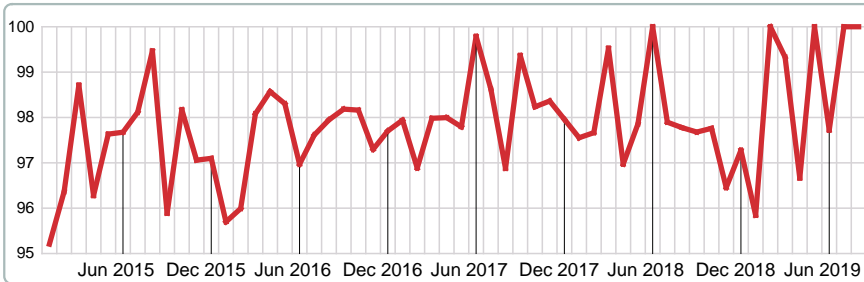
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

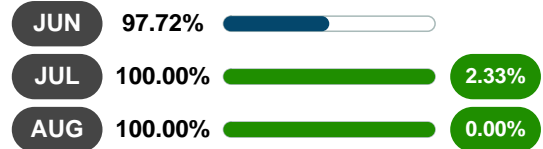


3 MONTHS

5 year AUG AVG = 98.41%

High Aug 2019 100.00% Low Jan 2015 95.21%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **98.41%**



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	
\$20,000 and less	6	6.67%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$20,001 - \$70,000	9	10.00%	100.00%	100.00%	94.30%	0.00%	0.00%	
\$70,001 - \$100,000	17	18.89%	96.37%	96.23%	98.10%	0.00%	0.00%	
\$100,001 - \$130,000	23	25.56%	100.00%	98.83%	100.00%	100.00%	0.00%	
\$130,001 - \$180,000	15	16.67%	99.64%	0.00%	99.64%	93.05%	0.00%	
\$180,001 - \$280,000	11	12.22%	99.25%	101.91%	99.17%	93.33%	0.00%	
\$280,001 and up	9	10.00%	98.83%	100.00%	97.88%	99.01%	86.79%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.27%	86.79%	
Total Closed Units		90	100%	100.00%	18	59	12	1
Total Closed Volume		12,442,295			1.91M	7.47M	2.77M	295.00K

August 2019

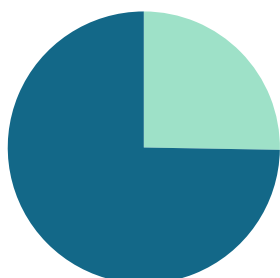
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

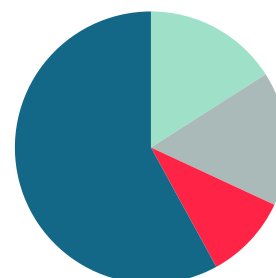


Inventory
 New Listings
139 = 25.27%
 Start Inventory
411
 Total Inventory Units
550
 Volume
\$116,442,312

Market Activity

Closed Sales
90 = 15.96%
 Pending Sales
90 = 15.96%
 Other Off Market
57 = 10.11%
 Active Inventory
327 = 57.98%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	90	90	0.00%	586	627	7.00%
Pending Sales	70	90	28.57%	604	692	14.57%
New Listings	147	139	-5.44%	1,058	1,061	0.28%
Median List Price	120,500	119,950	-0.46%	121,000	129,900	7.36%
Median Sale Price	120,500	117,000	-2.90%	119,500	128,000	7.11%
Median Percent of Selling Price to List Price	97.78%	100.00%	2.28%	98.39%	99.01%	0.63%
Median Days on Market to Sale	26.00	14.50	-44.23%	30.00	25.00	-16.67%
Monthly Inventory	489	327	-33.13%	489	327	-33.13%
Months Supply of Inventory	6.94	4.42	-36.30%	6.94	4.42	-36.30%

Absorption: Last 12 months, an Average of **74** Sales/Month

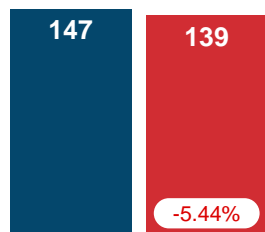
Inventory on August 31, 2019 = **327**

2018 **2019**

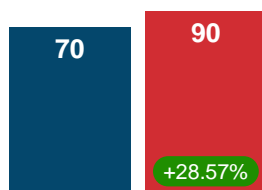
AUGUST MARKET

MEDIAN PRICES

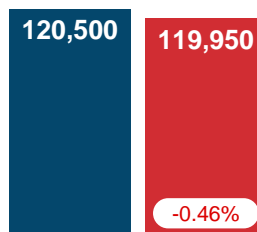
New Listings



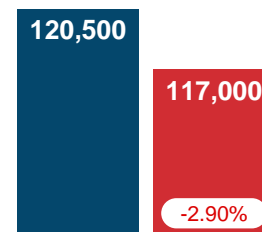
Pending Listings



List Price



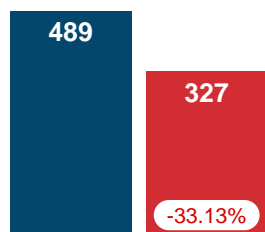
Sale Price



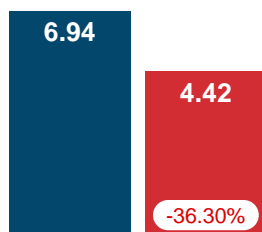
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

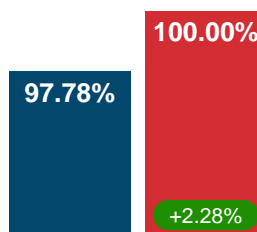
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

