

March 2019

Area Delimited by County Of Creek

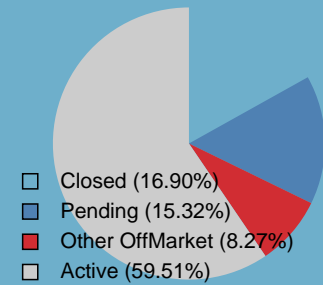


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	71	96	35.21%
Pending Listings	77	87	12.99%
New Listings	139	133	-4.32%
Average List Price	162,877	125,013	-23.25%
Average Sale Price	157,449	119,149	-24.33%
Average Percent of List Price to Selling Price	97.23%	94.95%	-2.34%
Average Days on Market to Sale	57.38	51.72	-9.87%
End of Month Inventory	475	338	-28.84%
Months Supply of Inventory	6.62	4.62	-30.22%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of March 31, 2019 = **338**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **28.84%** to 338 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **4.62** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **24.33%** in March 2019 to \$119,149 versus the previous year at \$157,449.

Average Days on Market Shortens

The average number of **51.72** days that homes spent on the market before selling decreased by 5.66 days or **9.87%** in March 2019 compared to last year's same month at **57.38** DOM.

Sales Success for March 2019 is Positive

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

There were 133 New Listings in March 2019, down **4.32%** from last year at 139. Furthermore, there were 96 Closed Listings this month versus last year at 71, a **35.21%** increase.

Closed versus Listed trends yielded a **72.2%** ratio, up from previous year's, March 2018, at **51.1%**, a **41.31%** 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

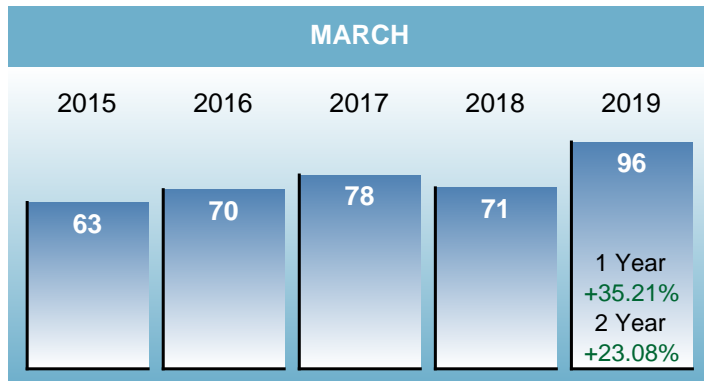
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CLOSED LISTINGS

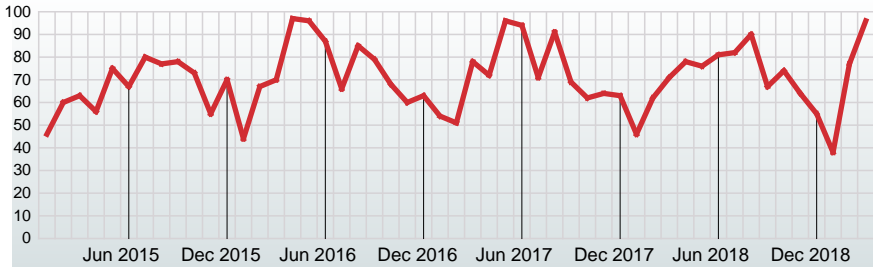
Report produced on Apr 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 76

3 MONTHS



High

Apr 2016 = 97

Low

Jan 2019 = 38

Closed Listings this month at **96**, above the 5 yr MAR average of **76**

JAN 38

FEB 77
102.63%

MAR 96
24.68%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	8.33%	22.5	3	4	1	0
\$20,001 - \$40,000	12	12.50%	61.1	8	4	0	0
\$40,001 - \$70,000	14	14.58%	74.1	9	5	0	0
\$70,001 - \$130,000	25	26.04%	38.4	9	14	1	1
\$130,001 - \$160,000	15	15.63%	37.3	3	10	2	0
\$160,001 - \$190,000	11	11.46%	52.5	3	8	0	0
\$190,001 and up	11	11.46%	83.3	3	3	5	0
Total Closed Units	96			38	48	9	1
Total Closed Volume	11,438,335	100%	51.7	4.31M	5.43M	1.60M	97.75K
Average Closed Price	\$119,149			\$113,388	\$113,088	\$178,178	\$97,750

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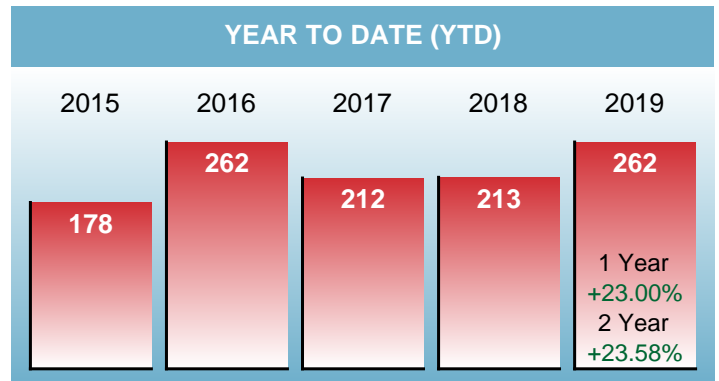
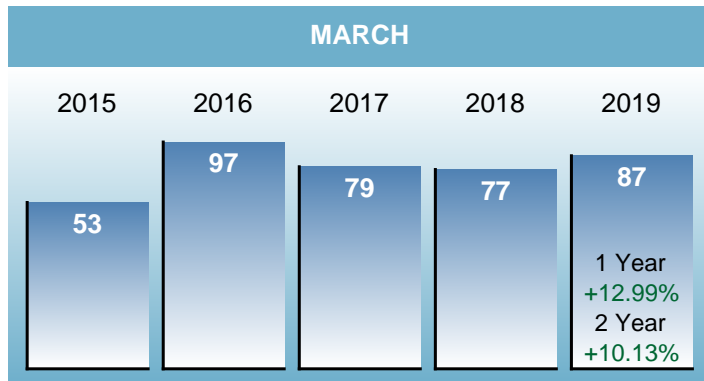
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PENDING LISTINGS

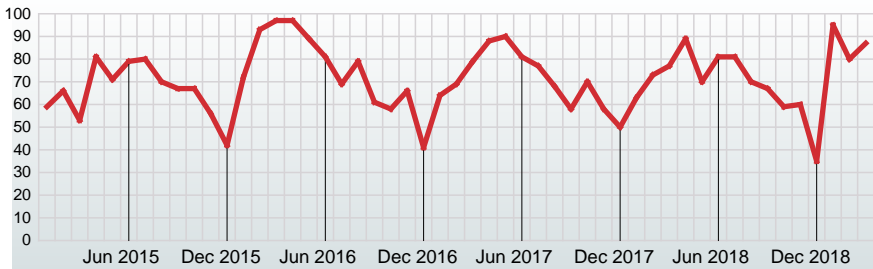
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 79

3 MONTHS



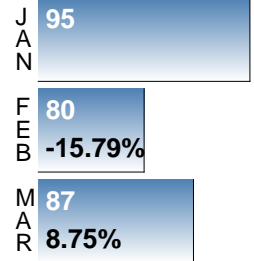
High

Apr 2016 = 97

Low

Dec 2018 = 35

Pending Listings this month at **87**, above the 5 yr MAR average of **79**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.05%	55.1	3	4	0	0
\$30,001 - \$70,000	11	12.64%	48.5	7	3	0	1
\$70,001 - \$80,000	8	9.20%	51.1	2	6	0	0
\$80,001 - \$130,000	24	27.59%	38.2	5	18	1	0
\$130,001 - \$180,000	14	16.09%	30.1	1	12	0	1
\$180,001 - \$250,000	15	17.24%	30.9	1	10	4	0
\$250,001 and up	8	9.20%	41.4	1	3	4	0
Total Pending Units	87			20	56	9	2
Total Pending Volume	11,569,903	100%	35.6	1.69M	7.48M	2.19M	208.90K
Average Listing Price	\$87,208			\$84,515	\$133,509	\$243,801	\$104,450

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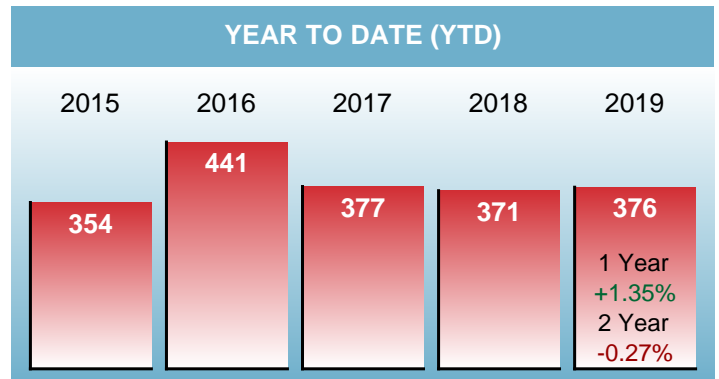
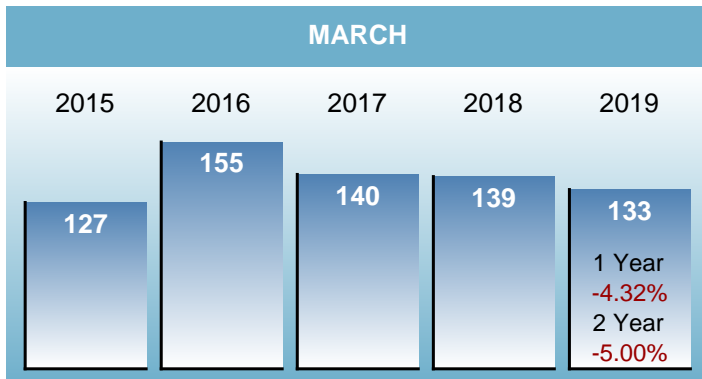
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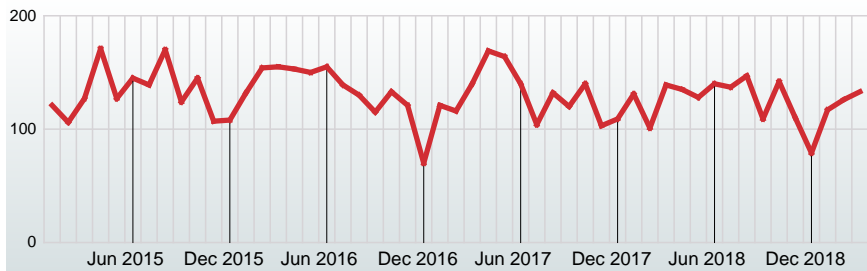
NEW LISTINGS

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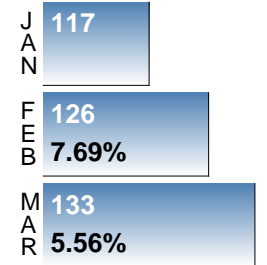


5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 139 **3 MONTHS**



High
Apr 2015 = 171
Low
Dec 2016 = 70
New Listings
this month at **133**,
below the 5 yr MAR
average of **139**



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	7	5.26%	4	3	0	0
\$20,001 - \$60,000	21	15.79%	14	5	2	0
\$60,001 - \$100,000	21	15.79%	9	12	0	0
\$100,001 - \$160,000	32	24.06%	7	22	3	0
\$160,001 - \$240,000	23	17.29%	5	10	8	0
\$240,001 - \$330,000	14	10.53%	3	6	5	0
\$330,001 and up	15	11.28%	1	3	4	7
Total New Listed Units	133		43	61	22	7
Total New Listed Volume	24,455,453	100%	4.73M	8.92M	6.36M	4.45M
Average New Listed Listing Price	\$77,148		\$109,957	\$146,305	\$288,951	\$635,114

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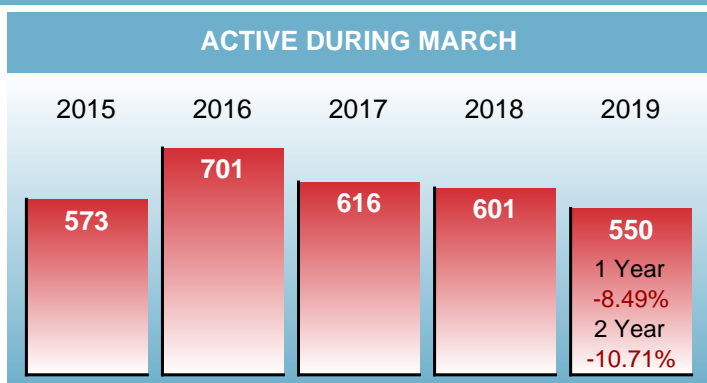
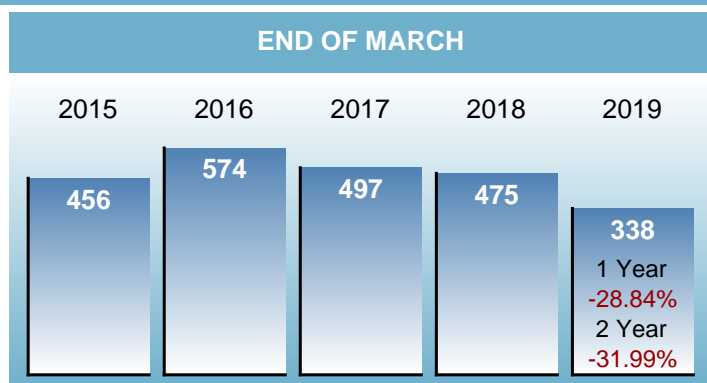
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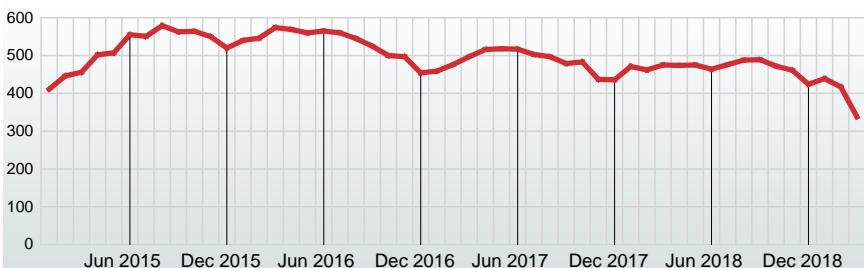


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 468

3 MONTHS

High
Aug 2015 = 579
Low
Mar 2019 = 338
Inventory
this month at **338**,
below the 5 yr MAR
average of **468**

JAN	439
FEB	417 -5.01%
MAR	338 -18.94%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	23	6.80%	61.5	18	5	0	0
\$25,001 - \$50,000	30	8.88%	88.6	27	2	1	0
\$50,001 - \$100,000	65	19.23%	74.3	36	27	2	0
\$100,001 - \$175,000	79	23.37%	71.5	40	29	8	2
\$175,001 - \$275,000	63	18.64%	83.6	28	23	12	0
\$275,001 - \$450,000	41	12.13%	81.4	10	9	18	4
\$450,001 and up	37	10.95%	72.8	11	3	15	8
Total Active Inventory by Units	338			170	98	56	14
Total Active Inventory by Volume	78,683,185	100%	76.5	35.08M	15.73M	21.00M	6.87M
Average Active Inventory Listing Price	\$232,790			\$206,360	\$160,527	\$374,987	\$490,793

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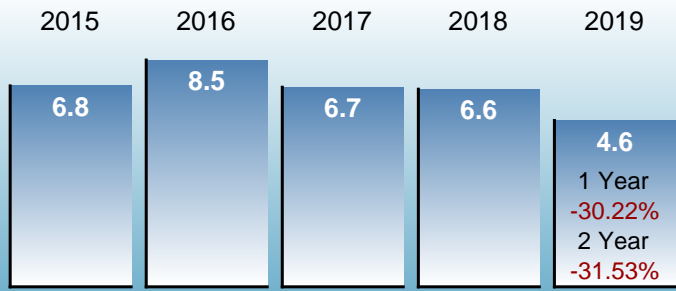
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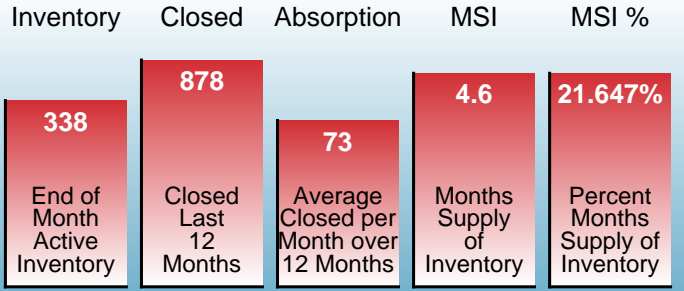
MONTHS SUPPLY of INVENTORY (MSI)

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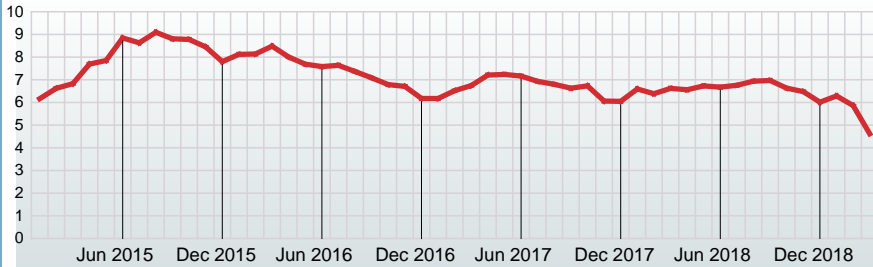
MSI FOR MARCH



INDICATORS FOR MARCH 2019



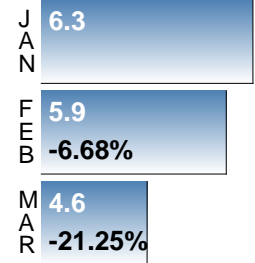
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 6.7

3 MONTHS

High
Aug 2015 = 9.1
Low
Mar 2019 = 4.6
Months Supply
this month at **4.6**,
below the 5 yr MAR
average of **6.7**



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
\$30,000 and less	32	9.47%	4.2	5.8	1.9	4.0	0.0
\$30,001 - \$60,000	38	11.24%	4.8	6.2	2.3	12.0	0.0
\$60,001 - \$110,000	56	16.57%	3.4	4.6	2.8	2.2	0.0
\$110,001 - \$190,000	86	25.44%	3.2	14.4	1.5	1.8	3.4
\$190,001 - \$280,000	50	14.79%	5.8	13.5	4.2	4.8	4.0
\$280,001 - \$450,000	39	11.54%	8.7	40.0	6.9	7.2	5.1
\$450,001 and up	37	10.95%	40.4	44.0	36.0	36.0	48.0
Market Supply of Inventory (MSI)	4.6			8.3	2.4	5.3	7.3
Total Active Inventory by Units	338	100%	4.6	170	98	56	14

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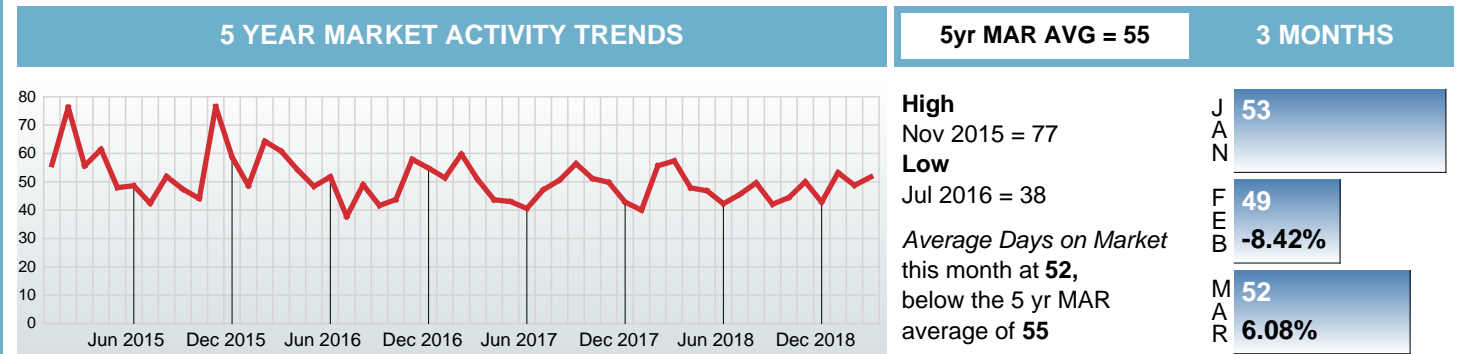
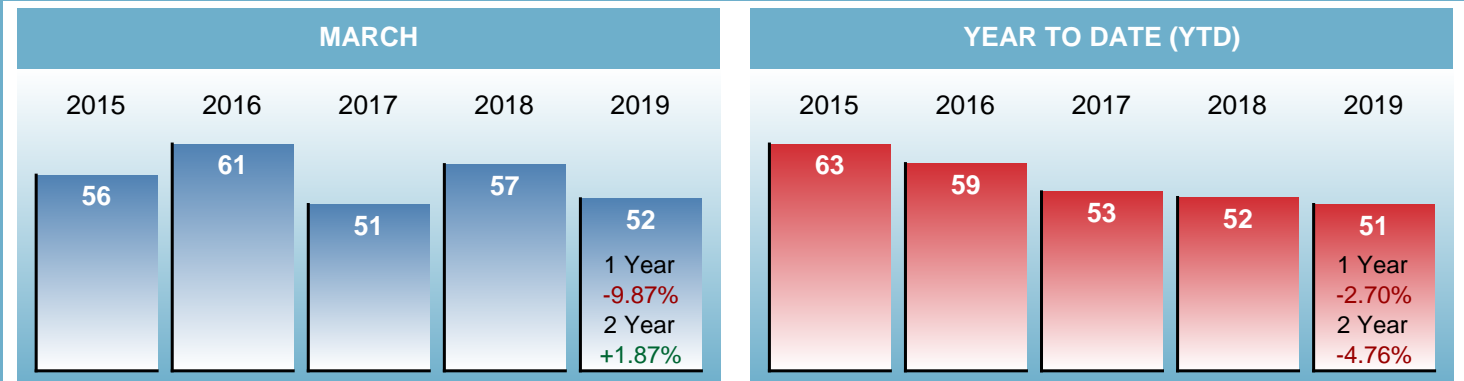
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AVERAGE DAYS ON MARKET TO SALE

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



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
\$20,000 and less	8	8.33%	22.5	38.3	14.3	8.0	0.0
\$20,001 - \$40,000	12	12.50%	61.1	73.3	36.8	0.0	0.0
\$40,001 - \$70,000	14	14.58%	74.1	84.7	55.2	0.0	0.0
\$70,001 - \$130,000	25	26.04%	38.4	36.1	34.4	152.0	1.0
\$130,001 - \$160,000	15	15.63%	37.3	11.3	27.8	124.0	0.0
\$160,001 - \$190,000	11	11.46%	52.5	97.0	35.9	0.0	0.0
\$190,001 and up	11	11.46%	83.3	99.0	20.0	111.8	0.0
Average Closed DOM			51.7	63.4	33.1	107.4	1.0
Total Closed Units		100%	96	38	48	9	1
Total Closed Volume			11,438,335	4.31M	5.43M	1.60M	97.75K

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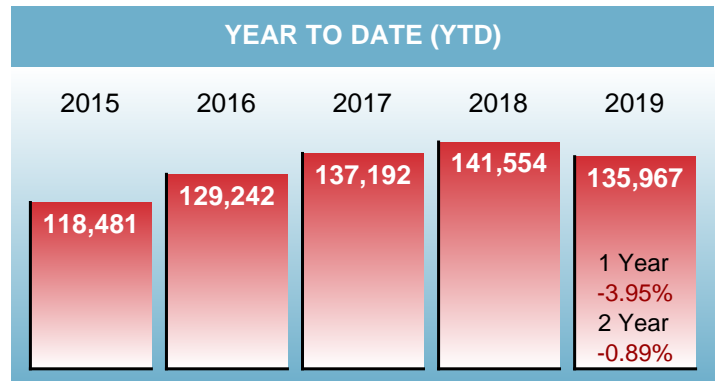
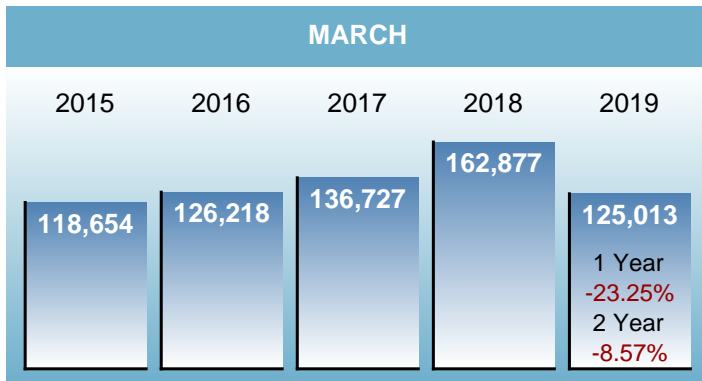
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AVERAGE LIST PRICE AT CLOSING

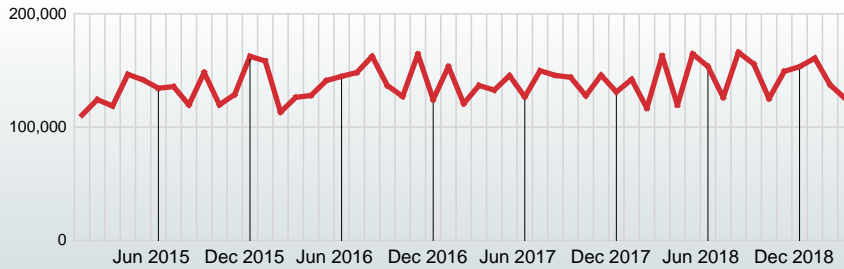
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 133,898

3 MONTHS



High
Aug 2018 = 165,995
Low
Jan 2015 = 110,659
Average List Price
this month at **125,013**,
below the 5 yr MAR
average of **133,898**

JAN	160,835
FEB	137,352 -14.60%
MAR	125,013 -8.98%

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
\$20,000 and less	7	7.29%	4,420	12,050	3,173	17,000	0
\$20,001 \$40,000	8	8.33%	33,963	37,800	41,925	0	0
\$40,001 \$70,000	18	18.75%	58,050	61,922	65,160	0	0
\$70,001 \$130,000	24	25.00%	96,845	92,200	105,231	117,000	99,750
\$130,001 \$160,000	17	17.71%	144,243	145,000	146,714	141,500	0
\$160,001 \$190,000	11	11.46%	176,918	173,333	178,263	0	0
\$190,001 and up	11	11.46%	357,382	660,000	228,400	253,200	0
Average List Price			125,013	122,649	115,789	187,000	99,750
Total Closed Units		100%	125,013	38	48	9	1
Total Closed Volume			12,001,256	4.66M	5.56M	1.68M	99.75K

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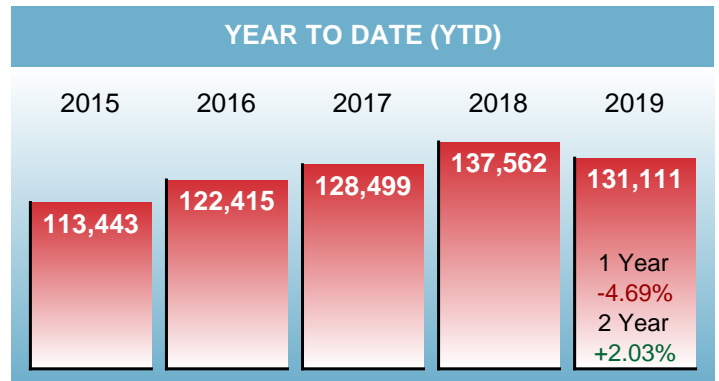
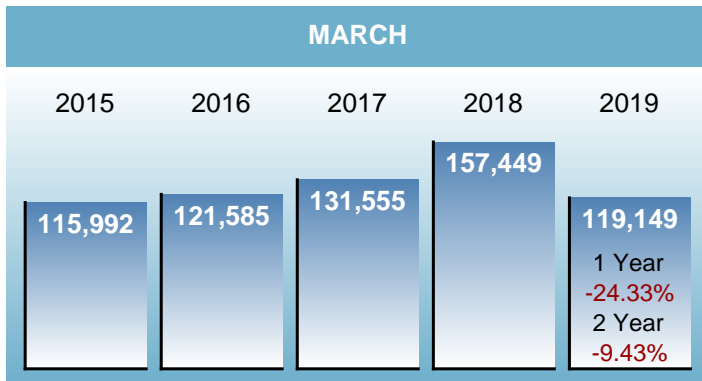
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AVERAGE SOLD PRICE AT CLOSING

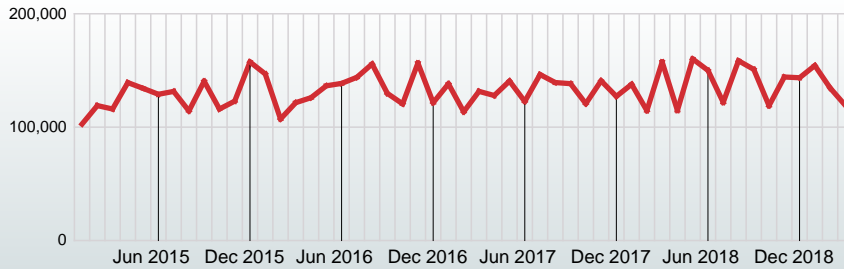
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 129,146

3 MONTHS



High
May 2018 = 160,125
Low
Jan 2015 = 102,711
Average Sold Price
this month at **119,149**,
below the 5 yr MAR
average of **129,146**

JAN	154,298
FEB	134,581
MAR	119,149
APR	-11.47%

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
\$20,000 and less	8	8.33%	5,494	5,417	2,925	16,000	0
\$20,001 \$40,000	12	12.50%	33,825	32,375	36,725	0	0
\$40,001 \$70,000	14	14.58%	57,536	57,833	57,000	0	0
\$70,001 \$130,000	25	26.04%	97,970	89,056	102,714	112,000	97,750
\$130,001 \$160,000	15	15.63%	144,289	140,500	145,774	142,550	0
\$160,001 \$190,000	11	11.46%	176,200	173,333	177,275	0	0
\$190,001 and up	11	11.46%	330,109	590,000	223,567	238,100	0
Average Sold Price			119,149	113,388	113,088	178,178	97,750
Total Closed Units		100%	119,149	38	48	9	1
Total Closed Volume			11,438,335	4.31M	5.43M	1.60M	97.75K

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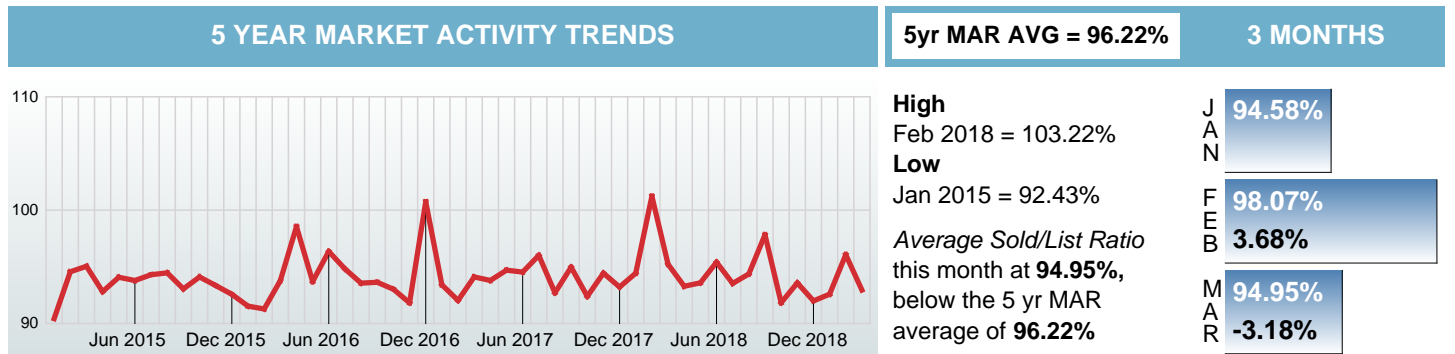
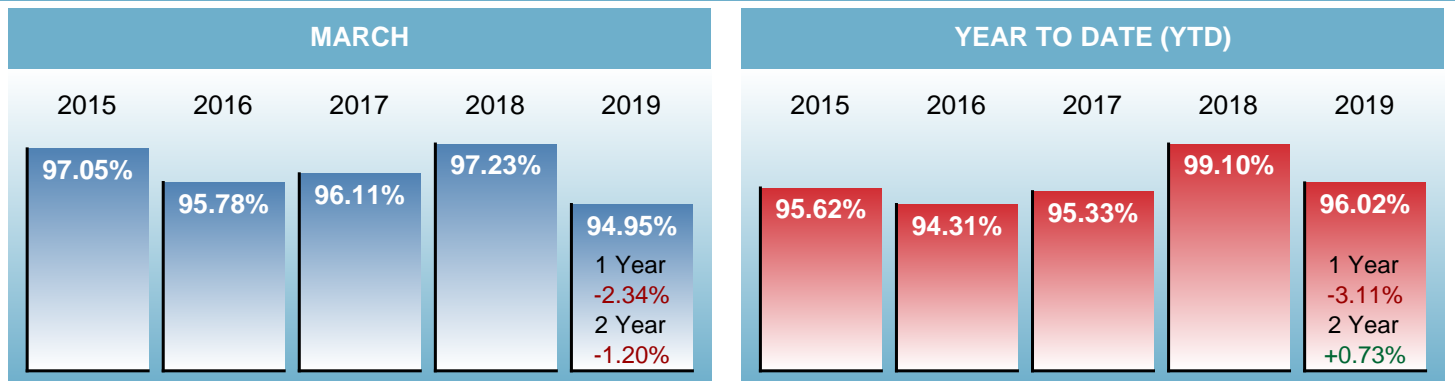
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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
\$20,000 and less	8	8.33%	90.90%	80.99%	97.52%	94.12%	0.00%
\$20,001 \$40,000	12	12.50%	87.21%	86.37%	88.90%	0.00%	0.00%
\$40,001 \$70,000	14	14.58%	91.18%	93.39%	87.21%	0.00%	0.00%
\$70,001 \$130,000	25	26.04%	97.53%	97.44%	97.69%	95.73%	97.99%
\$130,001 \$160,000	15	15.63%	99.08%	97.04%	99.35%	100.79%	0.00%
\$160,001 \$190,000	11	11.46%	99.59%	100.00%	99.44%	0.00%	0.00%
\$190,001 and up	11	11.46%	95.01%	92.34%	98.31%	94.63%	0.00%
Average Sold/List Ratio			95.00%	92.62%	96.53%	96.06%	97.99%
Total Closed Units		100%	95.00%	38	48	9	1
Total Closed Volume				4.31M	5.43M	1.60M	97.75K

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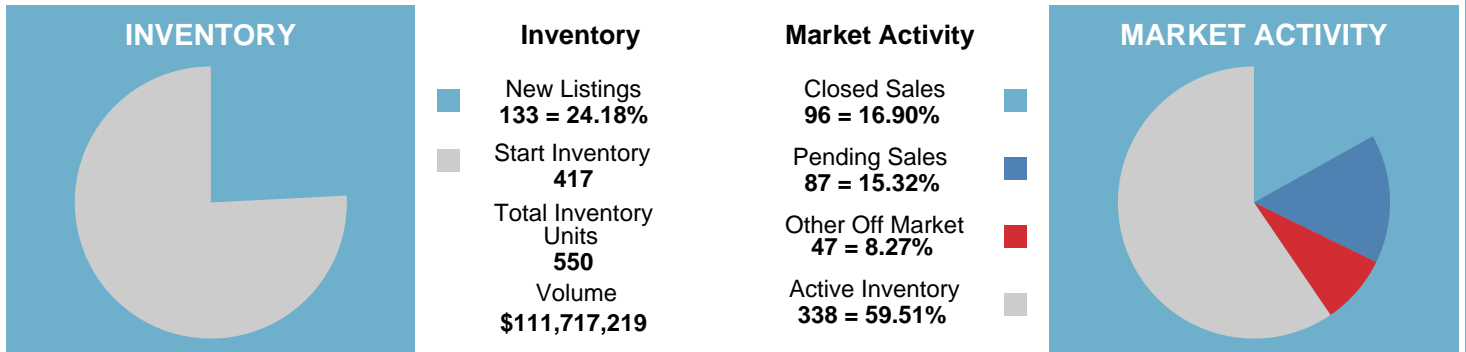
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MARKET SUMMARY

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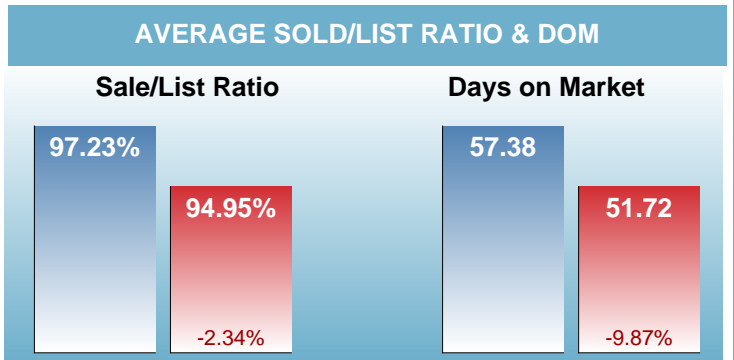
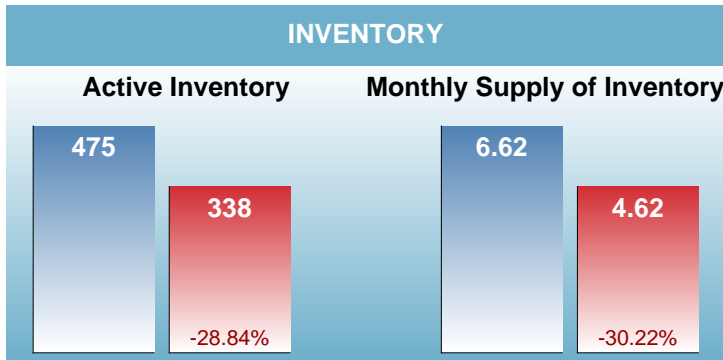
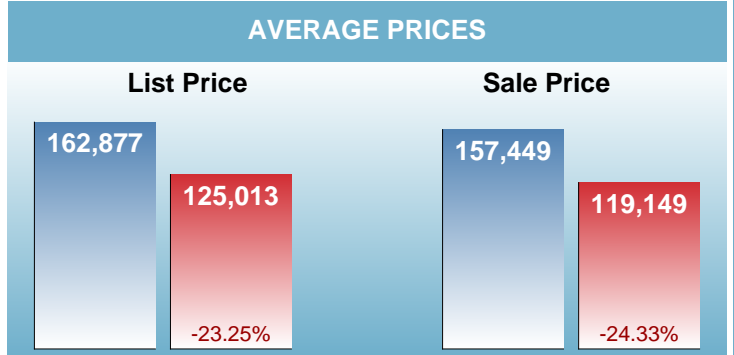
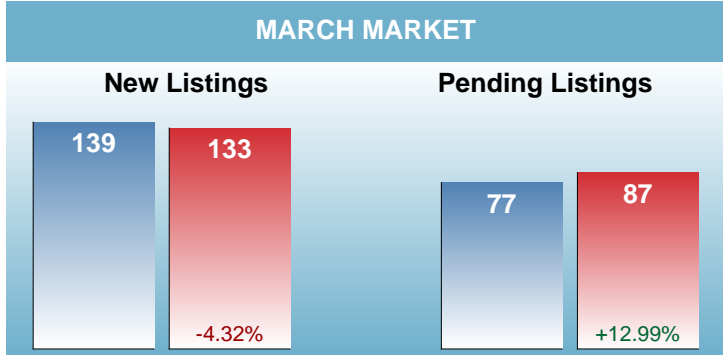


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	71	96	35.21%	179	211	17.88%
Pending Sales	77	87	12.99%	213	262	23.00%
New Listings	139	133	-4.32%	371	376	1.35%
Average List Price	162,877	125,013	-23.25%	141,554	135,967	-3.95%
Average Sale Price	157,449	119,149	-24.33%	137,562	131,111	-4.69%
Average Percent of Selling Price to List Price	97.23%	94.95%	-2.34%	99.10%	96.02%	-3.11%
Average Days on Market to Sale	57.38	51.72	-9.87%	52.32	50.91	-2.70%
Monthly Inventory	475	338	-28.84%	475	338	-28.84%
Months Supply of Inventory	6.62	4.62	-30.22%	6.62	4.62	-30.22%

Absorption: Last 12 months, an Average of **73** Sales/Month

Inventory on March 31, 2019 = 338

2018 **2019**



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