

March 2019

Area Delimited by County Of Creek

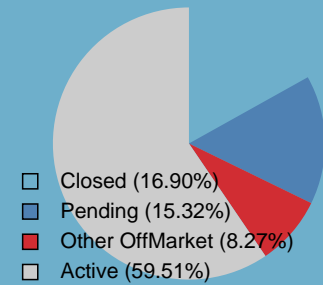


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	130,000	101,000	-22.31%
Median Sale Price	128,500	97,375	-24.22%
Median Percent of List Price to Selling Price	99.53%	99.33%	-0.20%
Median Days on Market to Sale	28.00	35.50	26.79%
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.

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 **24.22%** in March 2019 to \$97,375 versus the previous year at \$128,500.

Median Days on Market Lengthens

The median number of **35.50** days that homes spent on the market before selling increased by 7.50 days or **26.79%** in March 2019 compared to last year's same month at **28.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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

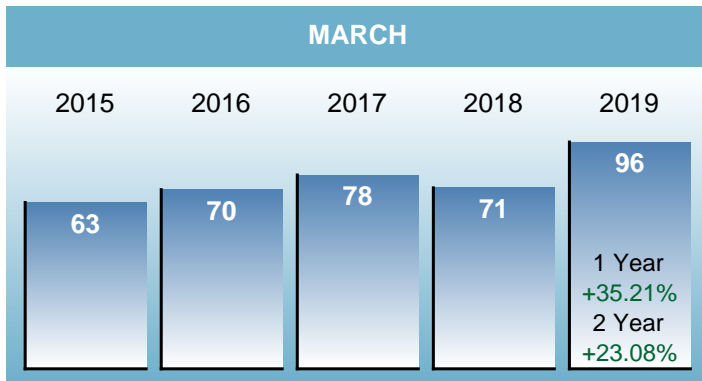
March 2019

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CLOSED LISTINGS

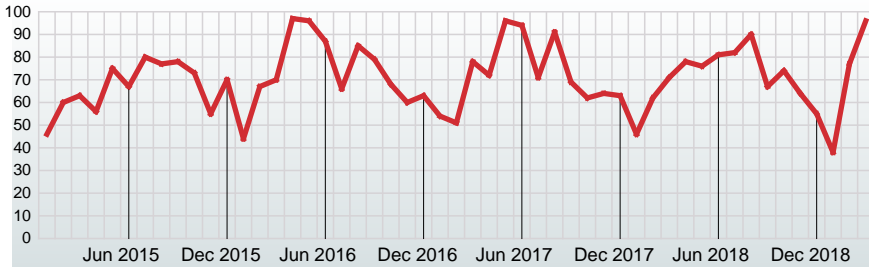
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5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	8.33%	18.0	3	4	1	0
\$20,001 \$40,000	12	12.50%	56.0	8	4	0	0
\$40,001 \$70,000	14	14.58%	77.0	9	5	0	0
\$70,001 \$130,000	25	26.04%	20.0	9	14	1	1
\$130,001 \$160,000	15	15.63%	14.0	3	10	2	0
\$160,001 \$190,000	11	11.46%	10.0	3	8	0	0
\$190,001 and up	11	11.46%	90.0	3	3	5	0
Total Closed Units	96			38	48	9	1
Total Closed Volume	11,438,335	100%	35.5	4.31M	5.43M	1.60M	97.75K
Median Closed Price	\$97,375			\$67,500	\$125,500	\$191,000	\$97,750

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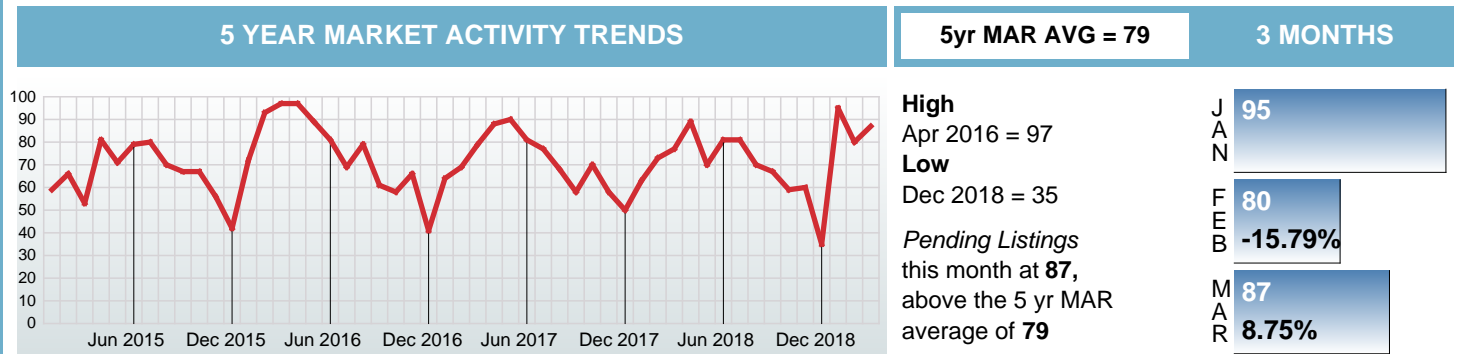
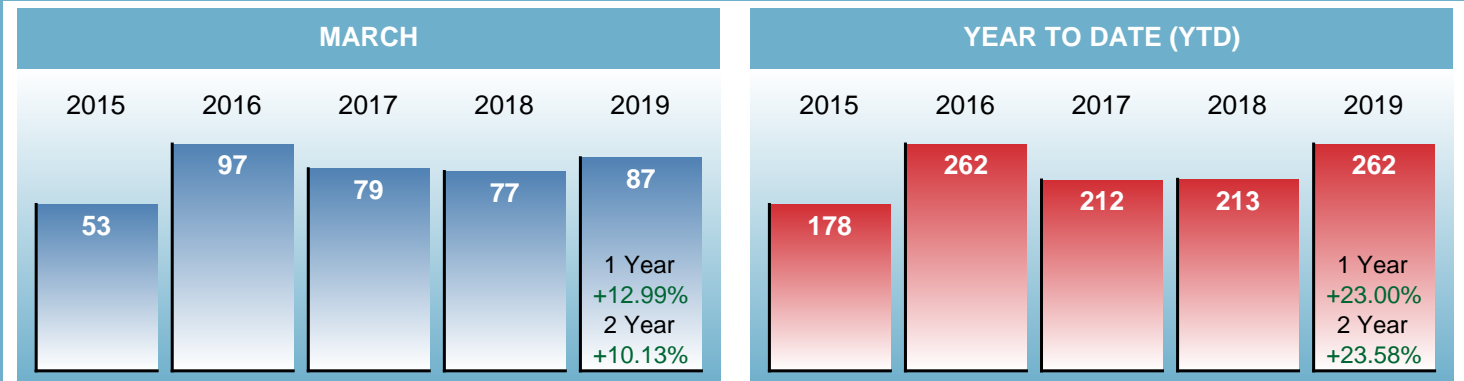
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PENDING LISTINGS

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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.05%	14.0	3	4	0	0
\$30,001 - \$70,000	11	12.64%	41.0	7	3	0	1
\$70,001 - \$80,000	8	9.20%	21.0	2	6	0	0
\$80,001 - \$130,000	24	27.59%	26.5	5	18	1	0
\$130,001 - \$180,000	14	16.09%	22.0	1	12	0	1
\$180,001 - \$250,000	15	17.24%	10.0	1	10	4	0
\$250,001 and up	8	9.20%	22.0	1	3	4	0
Total Pending Units	87			20	56	9	2
Total Pending Volume	11,569,903	100%	22.0	1.69M	7.48M	2.19M	208.90K
Median Listing Price	\$118,400			\$70,700	\$127,450	\$225,000	\$104,450

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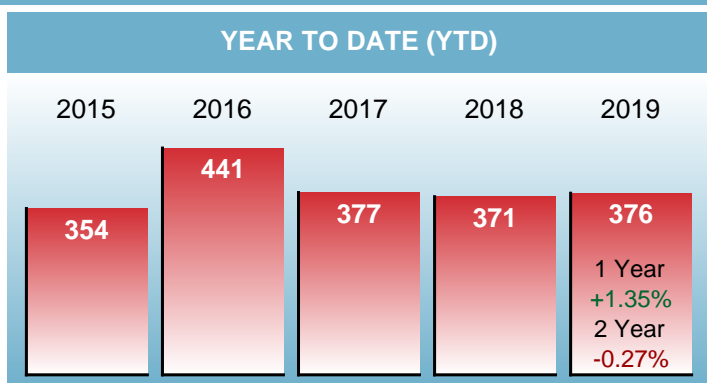
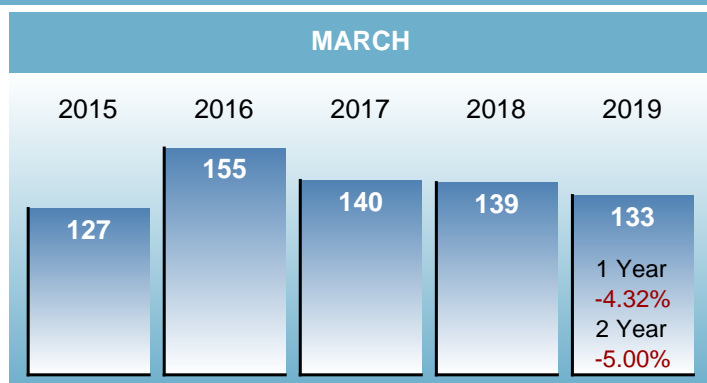
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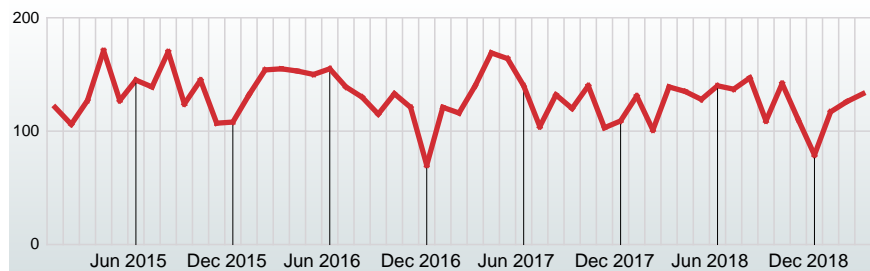
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

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



High	117
Apr 2015 =	171
Low	70
Dec 2016 =	70
New Listings	126
this month at	133
below the 5 yr MAR	7.69%
average of	5.56%

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
Median New Listed Listing Price	\$132,000		\$78,500	\$129,900	\$214,500	\$575,000

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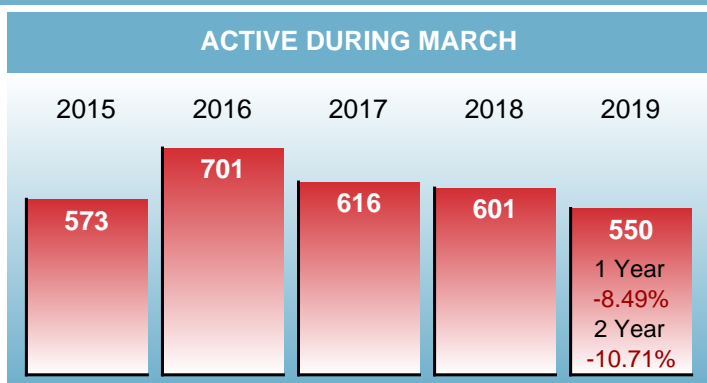
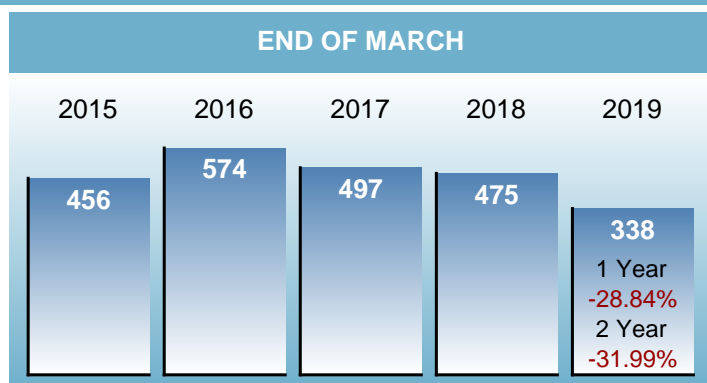
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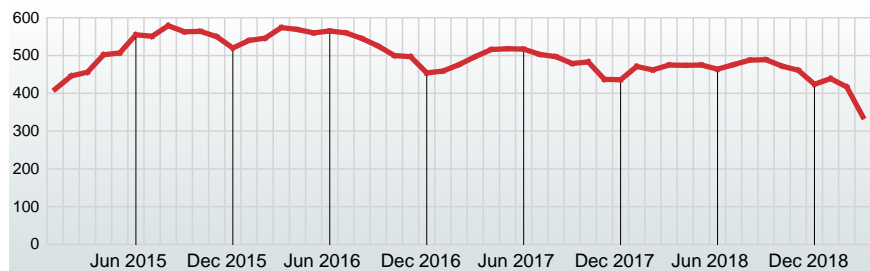


ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	32	9.47%	47.0	25	6	1	0
\$30,001 - \$60,000	38	11.24%	54.0	31	6	1	0
\$60,001 - \$110,000	56	16.57%	66.5	27	27	2	0
\$110,001 - \$190,000	86	25.44%	55.0	48	29	7	2
\$190,001 - \$280,000	50	14.79%	66.5	18	19	12	1
\$280,001 - \$450,000	39	11.54%	62.0	10	8	18	3
\$450,001 and up	37	10.95%	55.0	11	3	15	8
Total Active Inventory by Units	338			170	98	56	14
Total Active Inventory by Volume	78,683,185	100%	57.5	35.08M	15.73M	21.00M	6.87M
Median Active Inventory Listing Price	\$148,500			\$120,950	\$135,125	\$327,000	\$467,400

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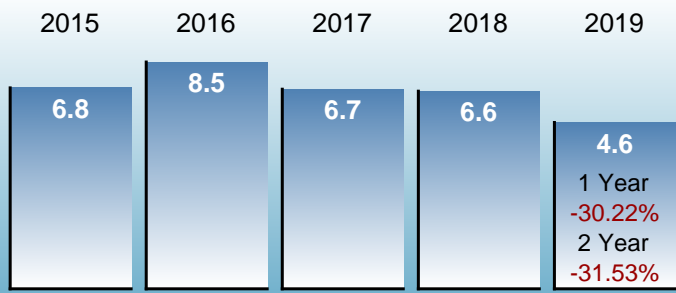
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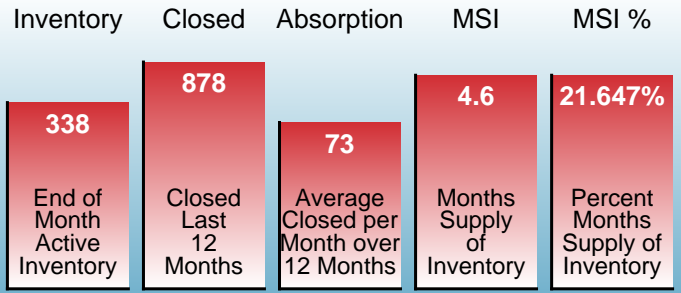
MONTHS SUPPLY of INVENTORY (MSI)

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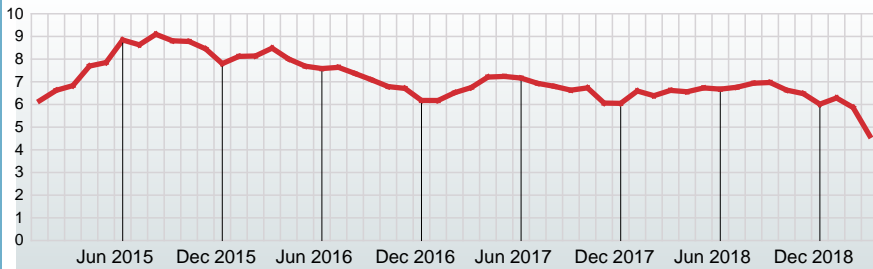
MSI FOR MARCH



INDICATORS FOR MARCH 2019



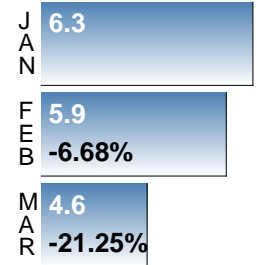
5 YEAR MARKET ACTIVITY TRENDS



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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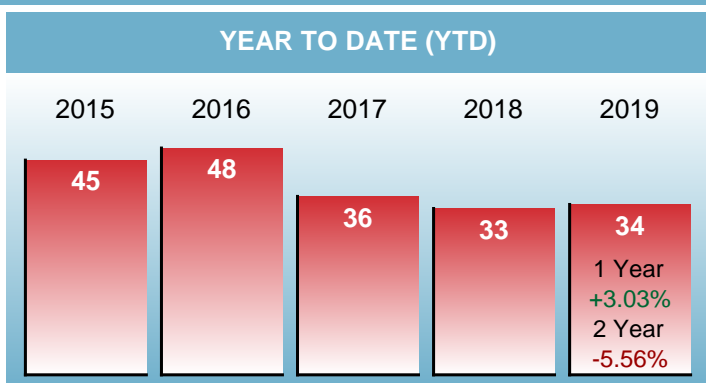
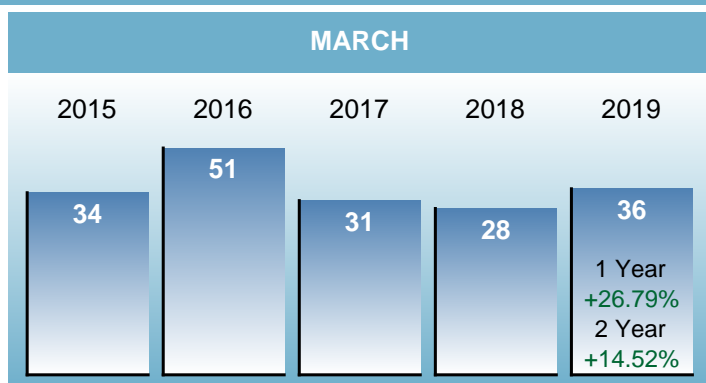
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MEDIAN DAYS ON MARKET TO SALE

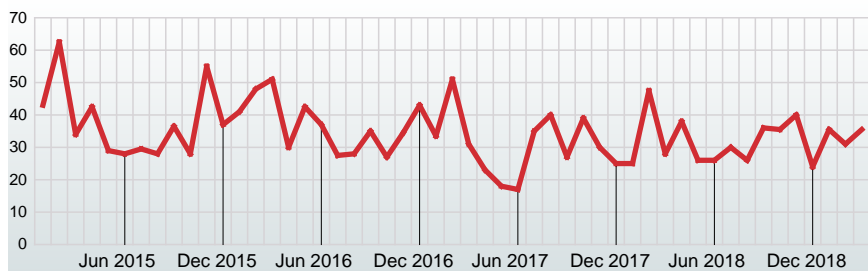
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 36

3 MONTHS



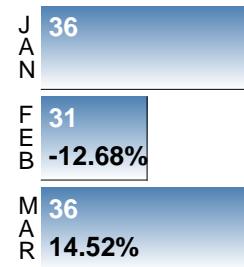
High

Feb 2015 = 63

Low

Jun 2017 = 17

Median Days on Market this month at **36**, equal to 5 yr MAR average of **36**



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	8	8.33%	18.0	26.0	17.5	8.0	0.0
\$20,001 \$40,000	12	12.50%	56.0	66.5	37.5	0.0	0.0
\$40,001 \$70,000	14	14.58%	77.0	95.0	49.0	0.0	0.0
\$70,001 \$130,000	25	26.04%	20.0	21.0	16.0	152.0	1.0
\$130,001 \$160,000	15	15.63%	14.0	12.0	12.0	124.0	0.0
\$160,001 \$190,000	11	11.46%	10.0	143.0	8.5	0.0	0.0
\$190,001 and up	11	11.46%	90.0	90.0	12.0	120.0	0.0
Median Closed DOM	35.5			65.0	20.5	120.0	1.0
Total Closed Units	96		100%	38	48	9	1
Total Closed Volume	11,438,335			4.31M	5.43M	1.60M	97.75K

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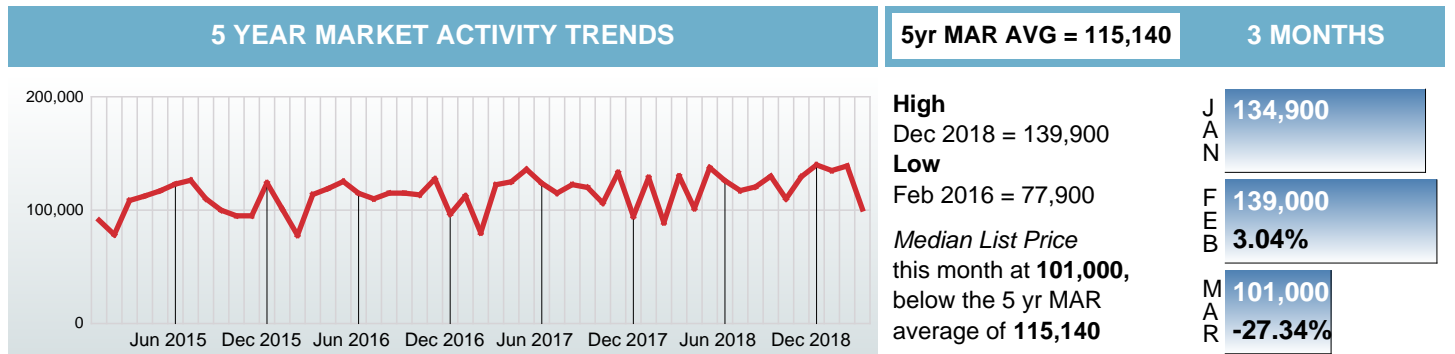
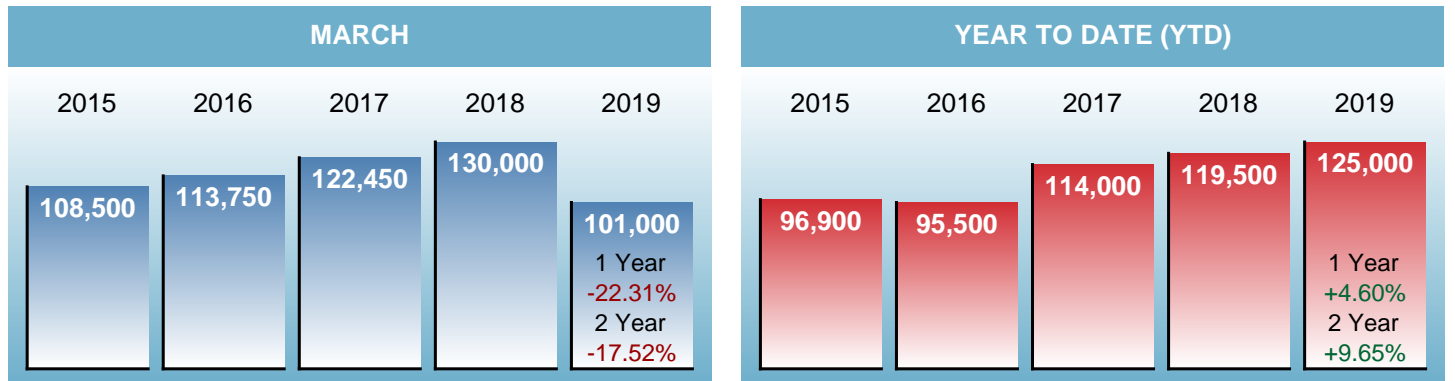
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MEDIAN LIST PRICE AT CLOSING

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



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	7	7.29%	900	625	925	17,000	0
\$20,001 - \$40,000	8	8.33%	34,950	32,450	37,450	0	0
\$40,001 - \$70,000	18	18.75%	59,500	59,500	58,650	0	0
\$70,001 - \$130,000	24	25.00%	96,450	93,000	98,900	117,000	99,750
\$130,001 - \$160,000	17	17.71%	145,565	148,000	145,283	141,500	0
\$160,001 - \$190,000	11	11.46%	177,900	170,000	178,950	0	0
\$190,001 and up	11	11.46%	229,000	395,000	200,000	229,000	0
Median List Price	101,000			69,950	129,250	199,000	99,750
Total Closed Units	96			38	48	9	1
Total Closed Volume	12,001,256			4.66M	5.56M	1.68M	99.75K

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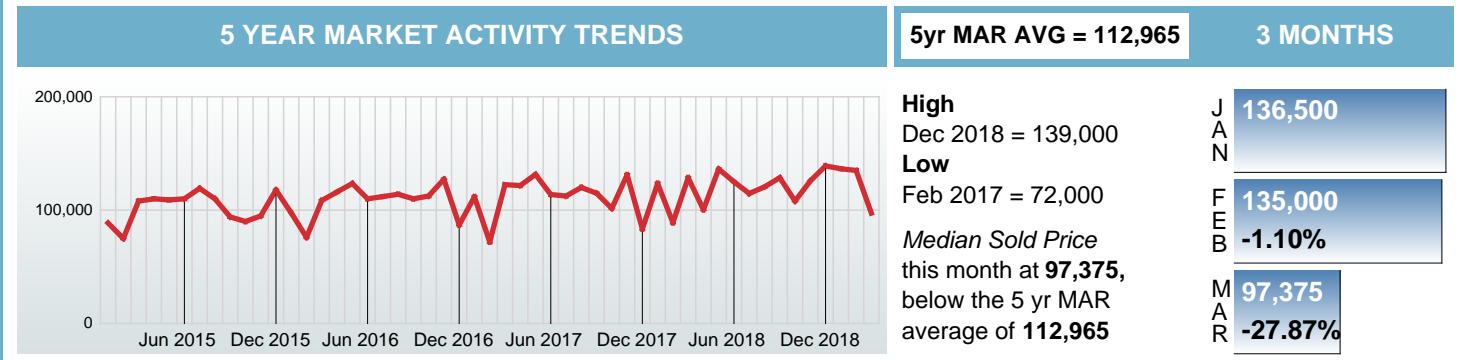
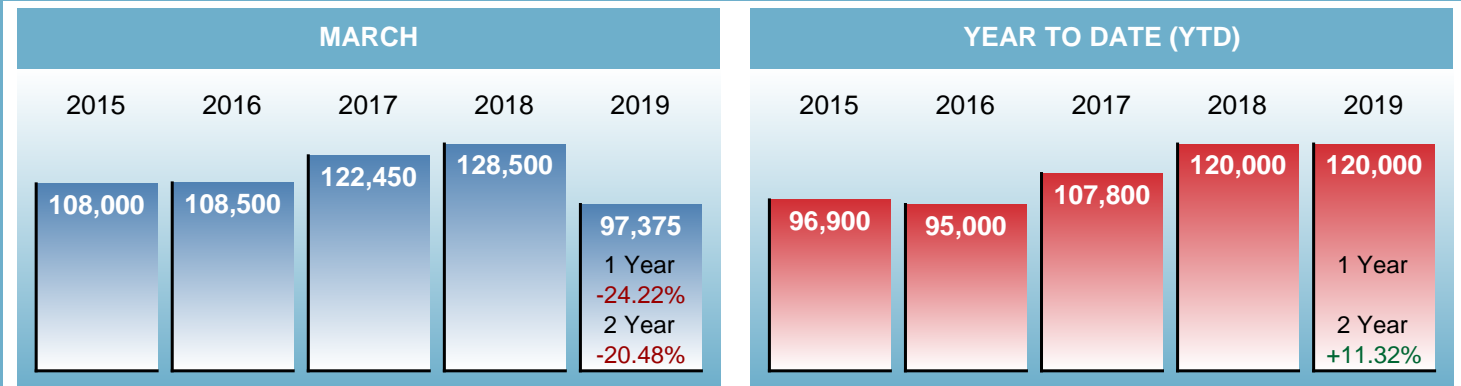
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MEDIAN SOLD PRICE AT CLOSING

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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	8.33%	925	650	925	16,000	0
\$20,001 - \$40,000	12.50%	36,500	33,250	36,500	0	0
\$40,001 - \$70,000	14.58%	57,750	58,500	57,000	0	0
\$70,001 - \$130,000	26.04%	96,000	85,000	99,450	112,000	97,750
\$130,001 - \$160,000	15.63%	145,565	138,500	146,783	142,550	0
\$160,001 - \$190,000	11.46%	179,000	170,000	179,500	0	0
\$190,001 and up	11.46%	220,000	375,000	200,000	220,000	0
Median Sold Price		97,375	67,500	125,500	191,000	97,750
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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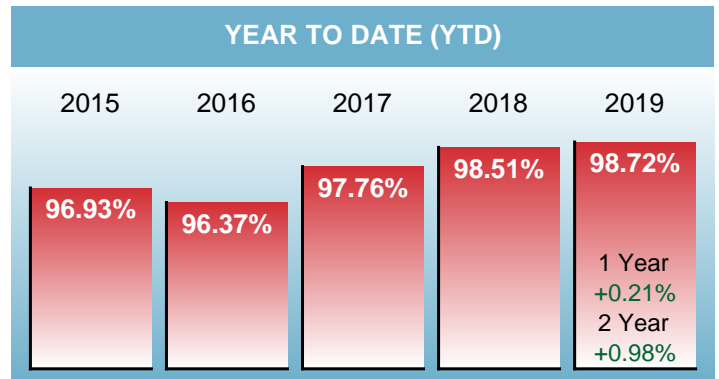
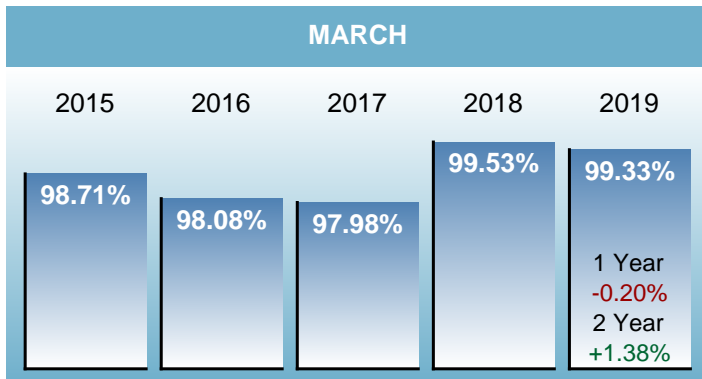
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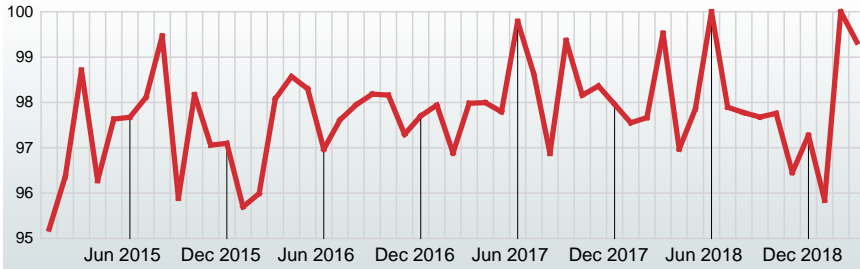


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 98.73%

3 MONTHS

High
Feb 2019 = 100.00%
Low
Jan 2015 = 95.21%
Median Sold/List Ratio
this month at **99.33%**,
equal to 5 yr MAR
average of **98.73%**

JAN	95.84%
FEB	100.00%
MAR	99.33%
APR	-0.67%

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	8	8.33%	100.00%	100.00%	100.00%	94.12%	0.00%
\$20,001 \$40,000	12	12.50%	87.26%	86.61%	92.32%	0.00%	0.00%
\$40,001 \$70,000	14	14.58%	93.22%	96.30%	85.32%	0.00%	0.00%
\$70,001 \$130,000	25	26.04%	98.48%	100.00%	99.24%	95.73%	97.99%
\$130,001 \$160,000	15	15.63%	100.00%	100.00%	100.00%	100.79%	0.00%
\$160,001 \$190,000	11	11.46%	100.00%	100.00%	99.88%	0.00%	0.00%
\$190,001 and up	11	11.46%	95.98%	94.94%	100.00%	96.07%	0.00%
Median Sold/List Ratio		99.33%		95.36%	100.00%	96.07%	97.99%
Total Closed Units		96	100%	38	48	9	1
Total Closed Volume		11,438,335		4.31M	5.43M	1.60M	97.75K

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MARKET SUMMARY

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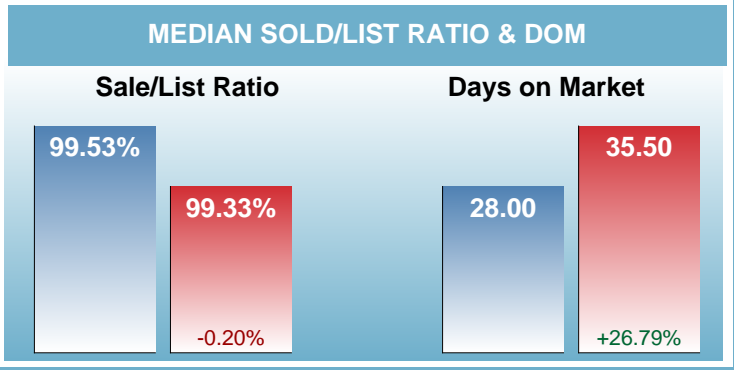
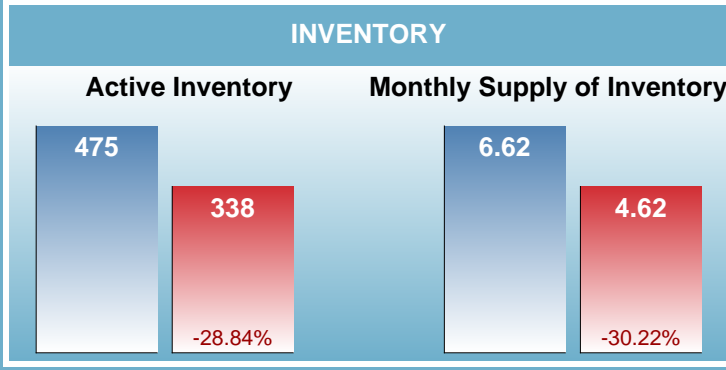
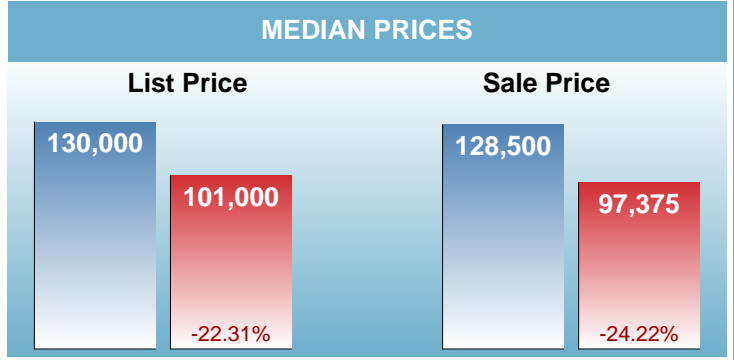
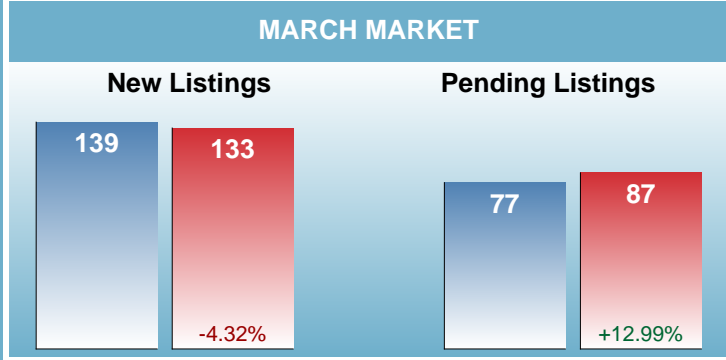


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	71	96	35.21%	179	211	17.88%
Pending Sales	77	87	12.99%	213	262	23.00%
New Listings	139	133	-4.32%	371	376	1.35%
Median List Price	130,000	101,000	-22.31%	119,500	125,000	4.60%
Median Sale Price	128,500	97,375	-24.22%	120,000	120,000	0.00%
Median Percent of Selling Price to List Price	99.53%	99.33%	-0.20%	98.51%	98.72%	0.21%
Median Days on Market to Sale	28.00	35.50	26.79%	33.00	34.00	3.03%
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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