

May 2019

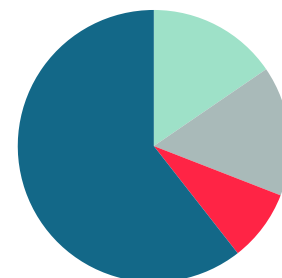
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	76	87	14.47%
Pending Listings	70	87	24.29%
New Listings	128	131	2.34%
Average List Price	164,610	135,482	-17.70%
Average Sale Price	160,125	132,477	-17.27%
Average Percent of Selling Price to List Price	95.59%	98.23%	2.77%
Average Days on Market to Sale	46.83	35.71	-23.74%
End of Month Inventory	475	341	-28.21%
Months Supply of Inventory	6.73	4.63	-31.14%



■ Closed (15.45%)
■ Pending (15.45%)
■ Other OffMarket (8.53%)
■ Active (60.57%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of May 31, 2019 = **341**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **28.21%** to 341 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 **4.63** 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 **17.27%** in May 2019 to \$132,477 versus the previous year at \$160,125.

Average Days on Market Shortens

The average number of **35.71** days that homes spent on the market before selling decreased by 11.12 days or **23.74%** in May 2019 compared to last year's same month at **46.83** DOM.

Sales Success for May 2019 is Positive

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

There were 131 New Listings in May 2019, up **2.34%** from last year at 128. Furthermore, there were 87 Closed Listings this month versus last year at 76, a **14.47%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, up from previous year's, May 2018, at **59.4%**, a **11.85%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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

May 2019

Area Delimited by County Of Creek

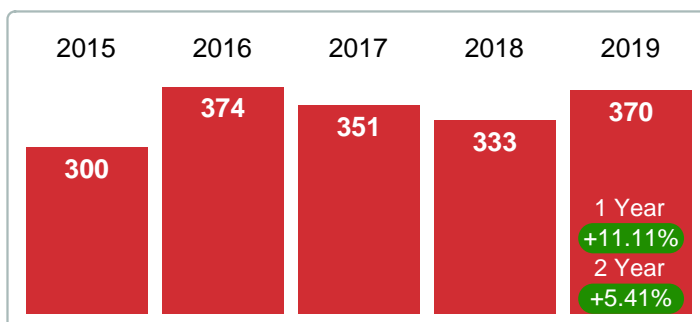
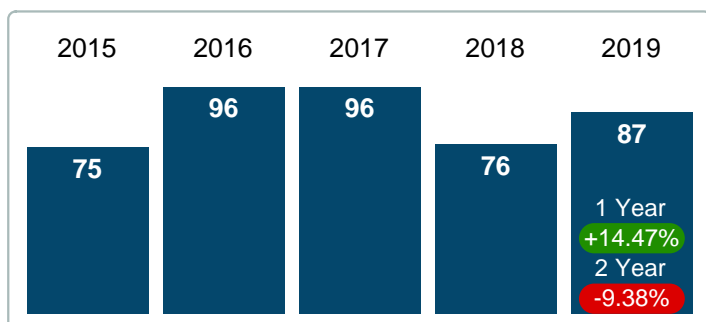


CLOSED LISTINGS

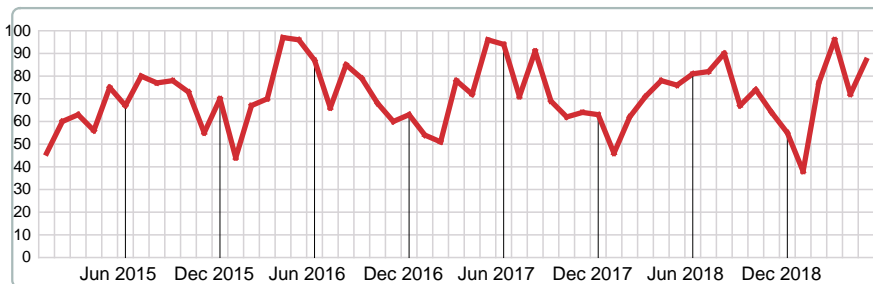
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MAY

YEAR TO DATE (YTD)

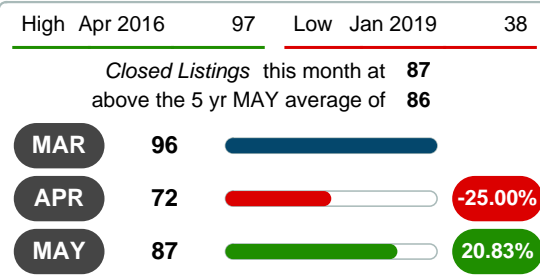


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.20%	41.9	4	4	0	0
\$30,001 - \$70,000	11	12.64%	43.5	7	3	1	0
\$70,001 - \$90,000	12	13.79%	52.2	3	9	0	0
\$90,001 - \$140,000	23	26.44%	32.5	5	15	1	2
\$140,001 - \$180,000	13	14.94%	8.0	0	11	2	0
\$180,001 - \$240,000	10	11.49%	33.2	1	5	3	1
\$240,001 and up	10	11.49%	48.4	1	6	1	2
Total Closed Units	87			21	53	8	5
Total Closed Volume	11,525,461	100%	35.7	1.64M	7.21M	1.45M	1.23M
Average Closed Price	\$132,477			\$78,088	\$136,061	\$181,013	\$245,260

May 2019



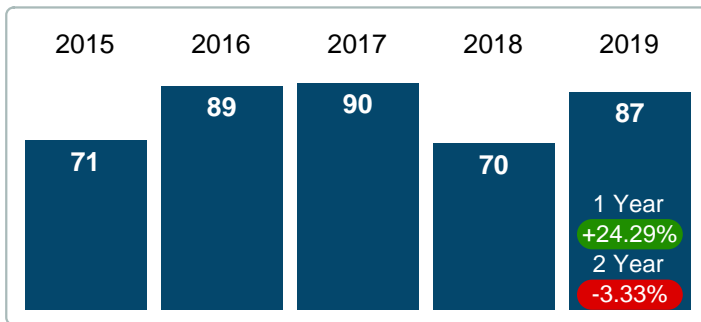
Area Delimited by County Of Creek



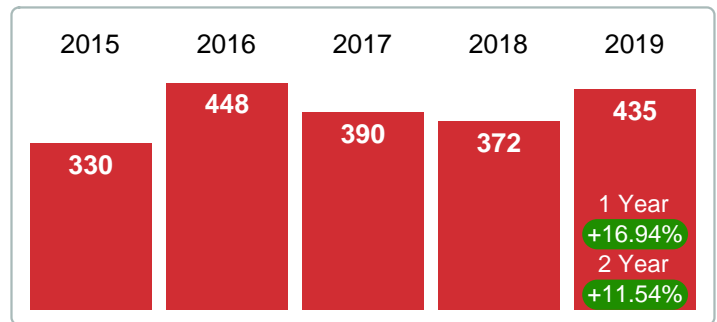
PENDING LISTINGS

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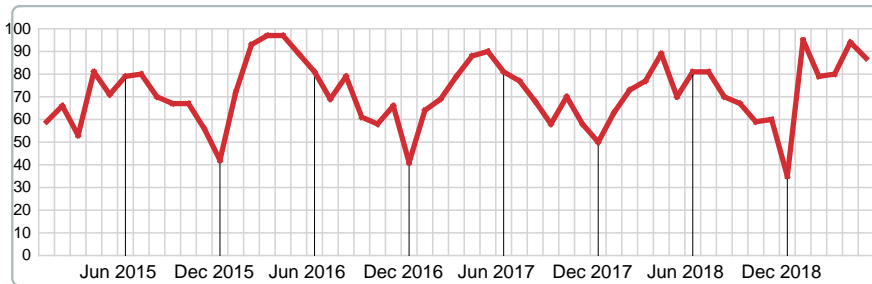
MAY



YEAR TO DATE (YTD)

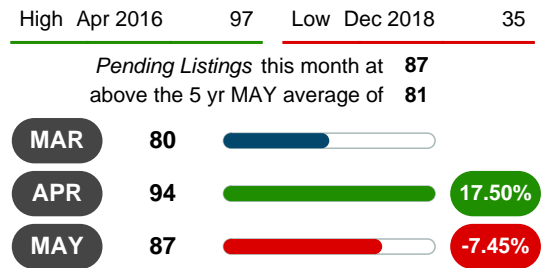


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 81



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	5	5.75%	32.0	3	2	0	0
\$30,001 - \$70,000	14	16.09%	52.0	8	6	0	0
\$70,001 - \$110,000	14	16.09%	45.3	5	8	1	0
\$110,001 - \$180,000	21	24.14%	47.1	5	13	3	0
\$180,001 - \$230,000	12	13.79%	36.0	2	8	2	0
\$230,001 - \$330,000	12	13.79%	54.1	0	5	6	1
\$330,001 and up	9	10.34%	38.0	0	1	6	2
Total Pending Units	87			23	43	18	3
Total Pending Volume	15,038,553	100%	51.7	1.97M	6.68M	5.31M	1.07M
Average Listing Price	\$118,306			\$85,583	\$155,394	\$295,189	\$358,267

May 2019



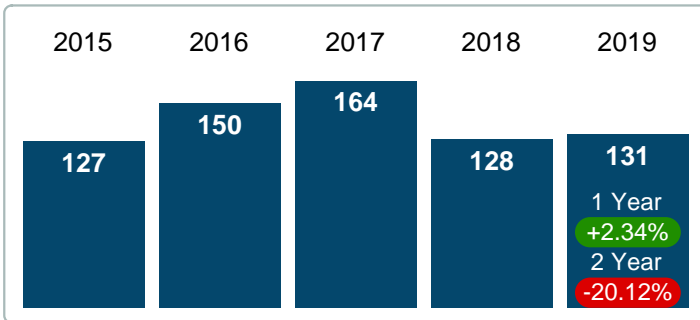
Area Delimited by County Of Creek



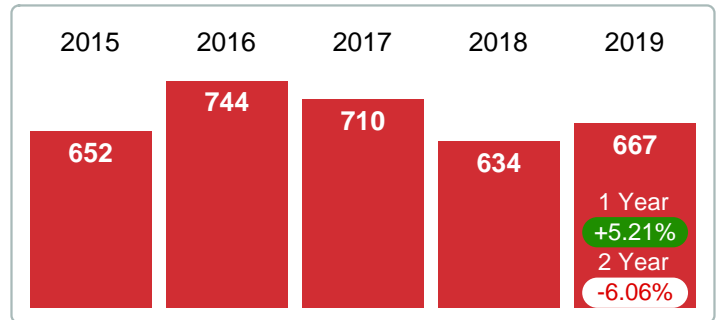
NEW LISTINGS

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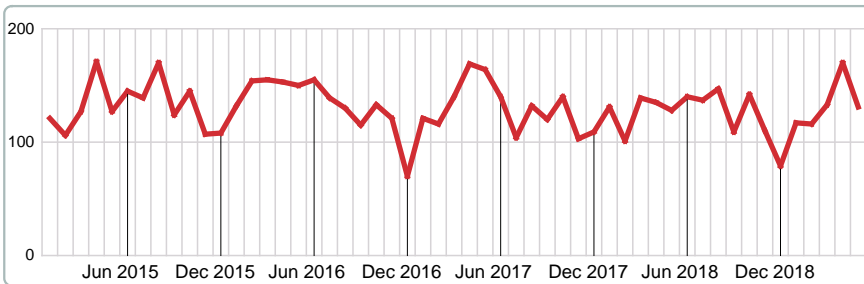
MAY



YEAR TO DATE (YTD)

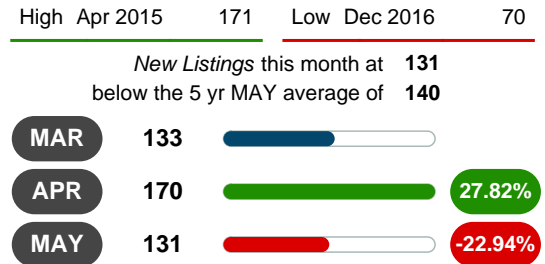


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 140



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	7.63%	7	3	0	0
\$40,001 - \$90,000	20	15.27%	17	2	1	0
\$90,001 - \$120,000	20	15.27%	6	11	3	0
\$120,001 - \$170,000	31	23.66%	9	19	3	0
\$170,001 - \$230,000	19	14.50%	2	9	7	1
\$230,001 - \$360,000	18	13.74%	2	9	6	1
\$360,001 and up	13	9.92%	7	0	4	2
Total New Listed Units	131		50	53	24	4
Total New Listed Volume	36,571,369	100%	20.80M	8.66M	5.60M	1.51M
Average New Listed Listing Price	\$795		\$415,928	\$163,460	\$233,454	\$377,175

May 2019

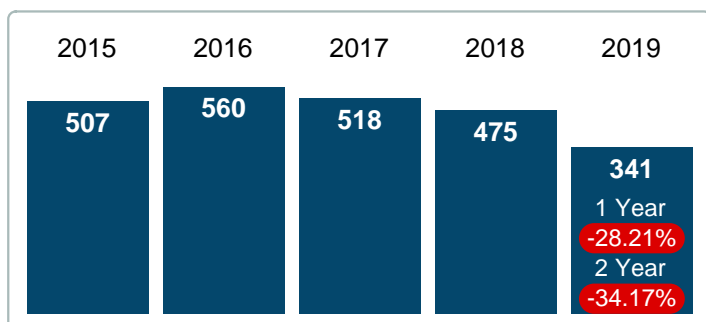
Area Delimited by County Of Creek



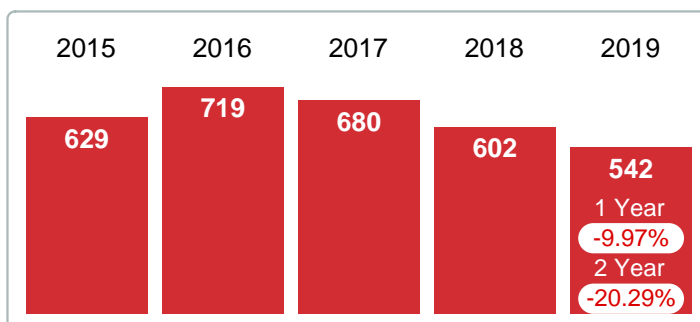
ACTIVE INVENTORY

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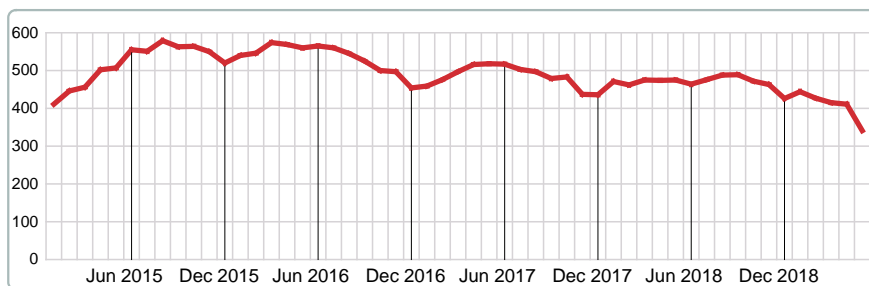
END OF MAY



ACTIVE DURING MAY

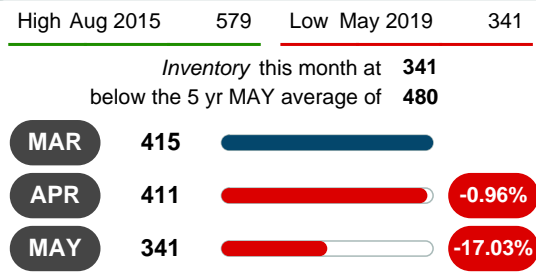


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 480



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	17	4.99%	73.4	13	3	1	0
\$25,001 - \$75,000	50	14.66%	72.2	36	12	2	0
\$75,001 - \$100,000	33	9.68%	61.8	19	12	1	1
\$100,001 - \$175,000	102	29.91%	52.4	45	44	13	0
\$175,001 - \$225,000	52	15.25%	62.5	22	17	11	2
\$225,001 - \$425,000	52	15.25%	63.5	12	19	19	2
\$425,001 and up	35	10.26%	68.4	13	2	13	7
Total Active Inventory by Units			341	160	109	60	12
Total Active Inventory by Volume			71,305,293	27.37M	17.90M	20.38M	5.66M
Average Active Inventory Listing Price			\$209,106	\$171,046	\$164,202	\$339,673	\$471,633

May 2019



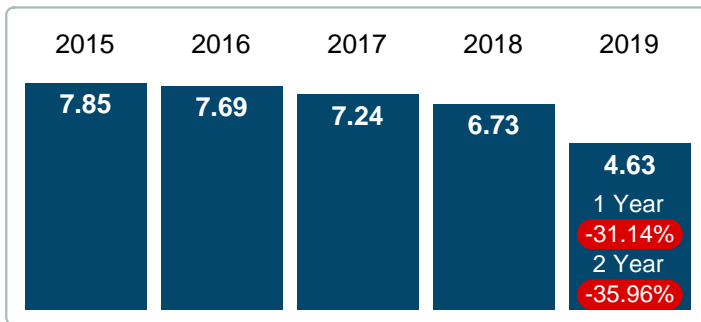
Area Delimited by County Of Creek



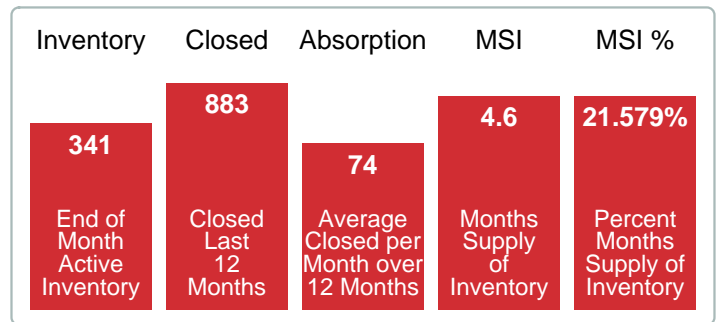
MONTHS SUPPLY of INVENTORY (MSI)

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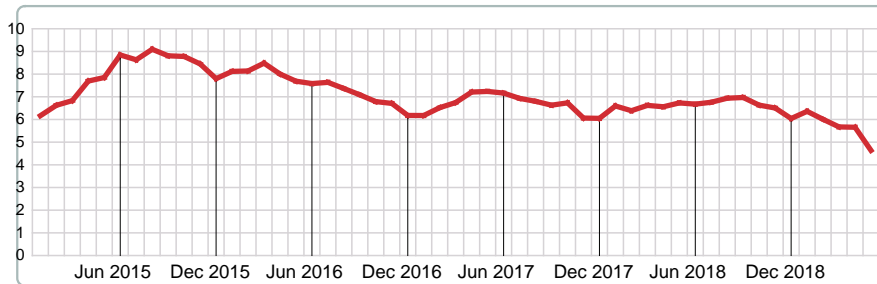
MSI FOR MAY



INDICATORS FOR MAY 2019

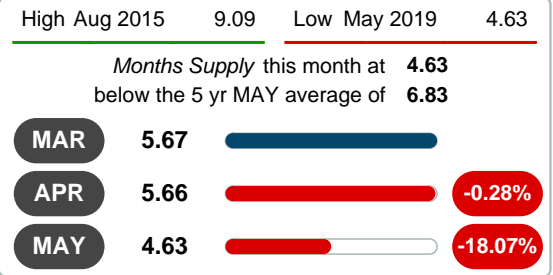


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.83



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	17	4.99%	2.55	3.90	0.97	4.00	0.00
\$25,001 - \$75,000	50	14.66%	3.57	4.50	2.22	4.80	0.00
\$75,001 - \$100,000	33	9.68%	3.41	5.85	2.12	1.50	12.00
\$100,001 - \$175,000	102	29.91%	3.94	12.56	2.39	4.00	0.00
\$175,001 - \$225,000	52	15.25%	6.50	20.31	3.58	5.50	12.00
\$225,001 - \$425,000	52	15.25%	6.24	18.00	6.51	4.85	2.40
\$425,001 and up	35	10.26%	35.00	39.00	24.00	52.00	21.00
Market Supply of Inventory (MSI)			4.63	7.90	2.70	5.58	5.33
Total Active Inventory by Units		100%	4.63	160	109	60	12

May 2019



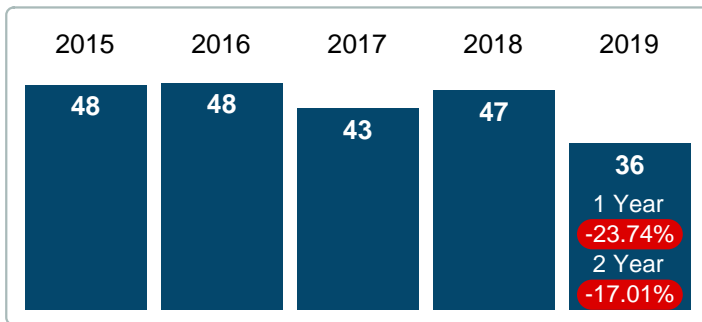
Area Delimited by County Of Creek



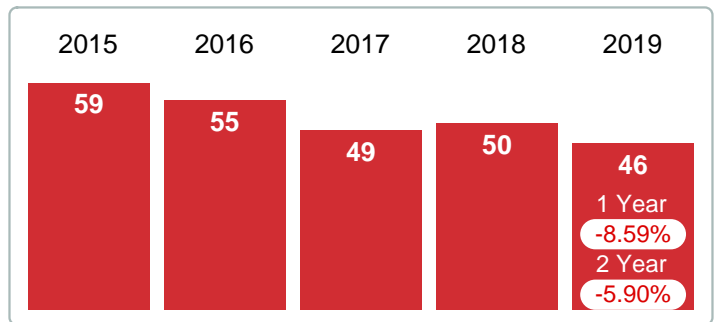
AVERAGE DAYS ON MARKET TO SALE

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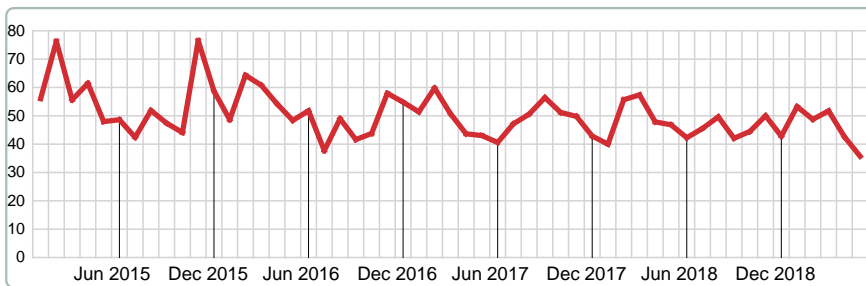
MAY



YEAR TO DATE (YTD)

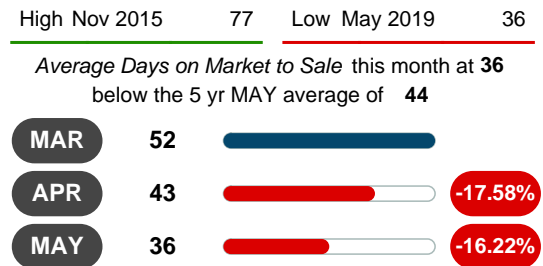


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 44



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
\$30,000 and less	9.20%	42	33	51	0	0
\$30,001 - \$70,000	12.64%	44	51	37	14	0
\$70,001 - \$90,000	13.79%	52	105	35	0	0
\$90,001 - \$140,000	26.44%	32	9	30	13	121
\$140,001 - \$180,000	14.94%	8	0	6	17	0
\$180,001 - \$240,000	11.49%	33	12	46	25	15
\$240,001 and up	11.49%	48	1	27	106	107
Average Closed DOM		36	41	29	30	94
Total Closed Units	100%	35.7	21	53	8	5
Total Closed Volume		11,525,461	1.64M	7.21M	1.45M	1.23M

May 2019



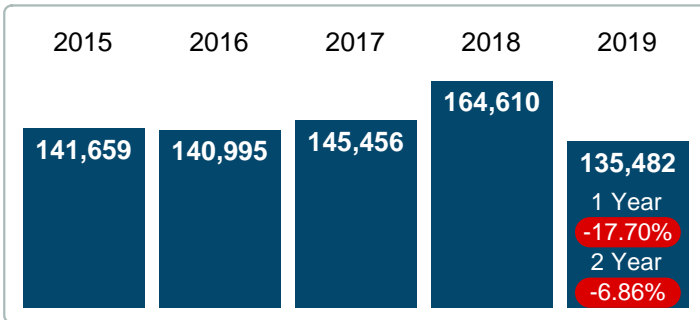
Area Delimited by County Of Creek



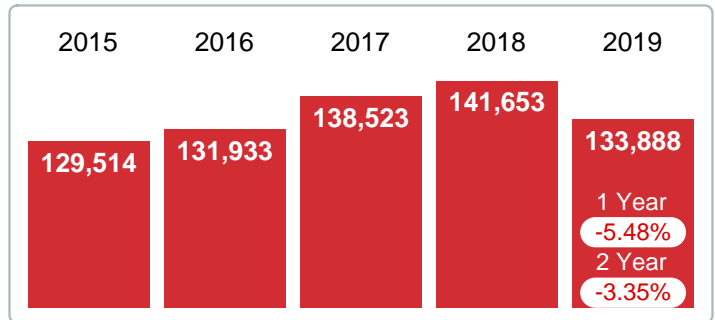
AVERAGE LIST PRICE AT CLOSING

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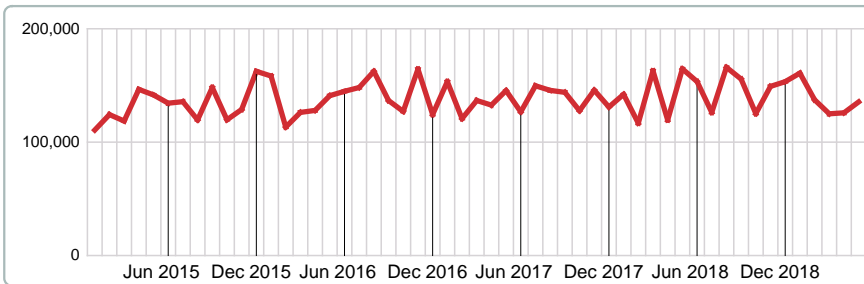
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

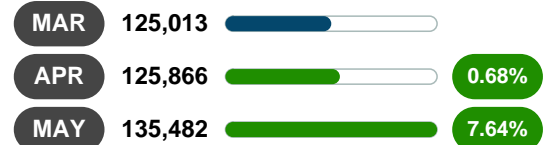


3 MONTHS

5 year MAY AVG = 145,641

High Aug 2018 165,995 Low Jan 2015 110,659

Average List Price at Closing this month at **135,482**
 below the 5 yr MAY average of **145,641**



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
\$30,000 and less	10.34%	6,838	735	7,175	0	0
\$30,001 - \$70,000	9.20%	55,763	58,486	59,167	45,600	0
\$70,001 - \$90,000	14.94%	82,662	87,933	82,922	0	0
\$90,001 - \$140,000	25.29%	116,109	117,960	119,840	108,000	130,750
\$140,001 - \$180,000	16.09%	158,459	0	161,448	166,500	0
\$180,001 - \$240,000	13.79%	210,683	195,000	207,860	216,333	220,000
\$240,001 and up	10.34%	322,633	295,000	282,283	375,000	389,950
Average List Price		135,482	83,616	136,963	188,825	252,280
Total Closed Units	100%	135,482	21	53	8	5
Total Closed Volume		11,786,963	1.76M	7.26M	1.51M	1.26M

May 2019



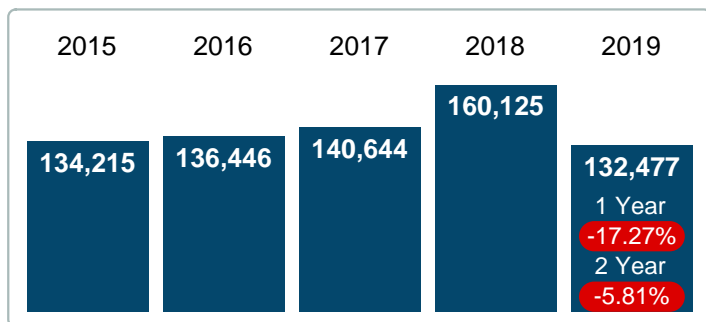
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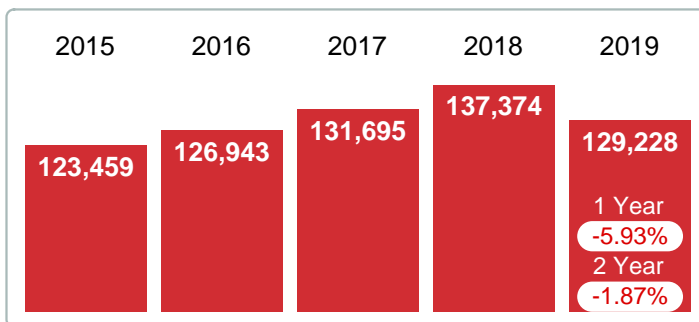
AVERAGE SOLD PRICE AT CLOSING

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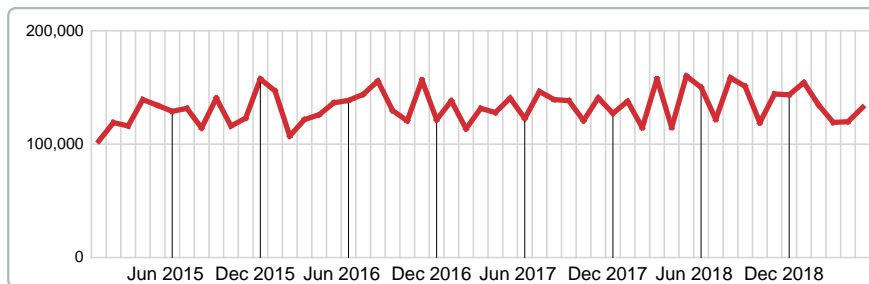
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 140,781

High May 2018 160,125 Low Jan 2015 102,711

Average Sold Price at Closing this month at **132,477**
below the 5 yr MAY average of **140,781**

- MAR: 119,149
- APR: 119,785 (0.53% increase)
- MAY: 132,477 (10.60% increase)

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
\$30,000 and less	9.20%	3,955	735	7,175	0	0
\$30,001 - \$70,000	12.64%	55,777	55,357	57,667	53,050	0
\$70,001 - \$90,000	13.79%	81,475	79,500	82,133	0	0
\$90,001 - \$140,000	26.44%	117,203	109,380	118,281	112,050	131,250
\$140,001 - \$180,000	14.94%	160,477	0	162,018	152,000	0
\$180,001 - \$240,000	11.49%	203,400	189,000	205,200	209,667	190,000
\$240,001 and up	11.49%	308,670	275,000	281,317	350,000	386,900
Average Sold Price		132,477	78,088	136,061	181,013	245,260
Total Closed Units	100%	132,477	21	53	8	5
Total Closed Volume		11,525,461	1.64M	7.21M	1.45M	1.23M

May 2019



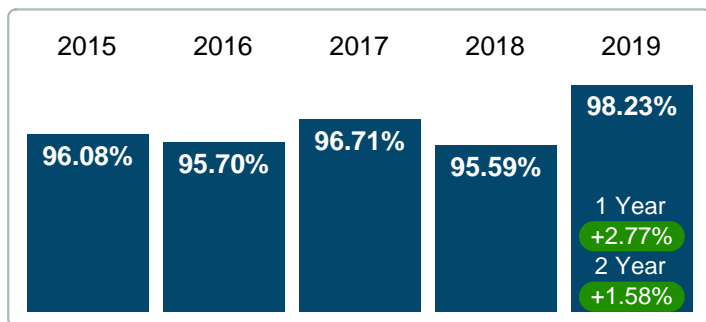
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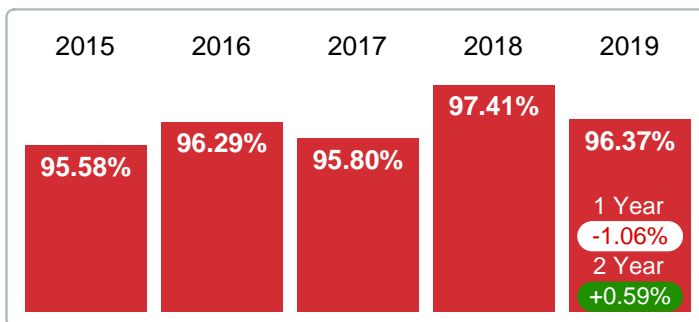
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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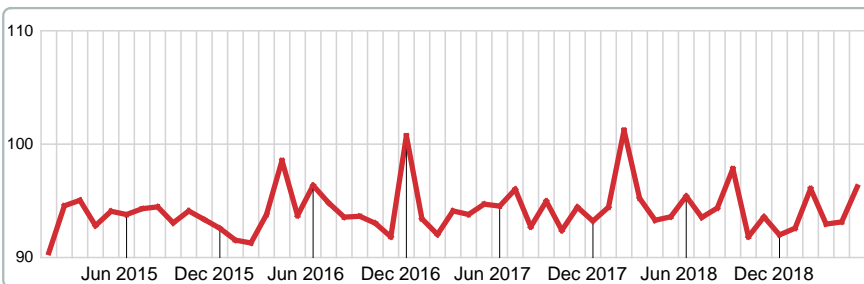
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

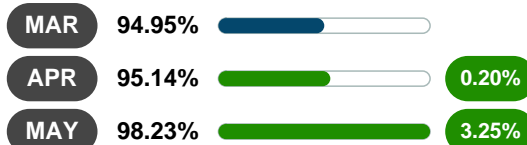


3 MONTHS

5 year MAY AVG = 96.46%

High Feb 2018 103.22% Low Jan 2015 92.43%

Average Sold/List Ratio this month at **98.23%**
above the 5 yr MAY average of **96.46%**



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
\$30,000 and less	8	9.20%	100.00%	100.00%	100.00%	0.00%	0.00%
\$30,001 - \$70,000	11	12.64%	97.96%	95.64%	97.25%	116.34%	0.00%
\$70,001 - \$90,000	12	13.79%	97.25%	90.57%	99.47%	0.00%	0.00%
\$90,001 - \$140,000	23	26.44%	98.27%	94.42%	98.90%	103.75%	100.41%
\$140,001 - \$180,000	13	14.94%	99.07%	0.00%	100.33%	92.16%	0.00%
\$180,001 - \$240,000	10	11.49%	96.86%	96.92%	98.84%	97.04%	86.36%
\$240,001 and up	10	11.49%	98.52%	93.22%	99.79%	93.33%	99.94%
Average Sold/List Ratio		98.20%		95.40%	99.38%	98.61%	97.41%
Total Closed Units	87	100%	98.20%	21	53	8	5
Total Closed Volume	11,525,461			1.64M	7.21M	1.45M	1.23M

May 2019

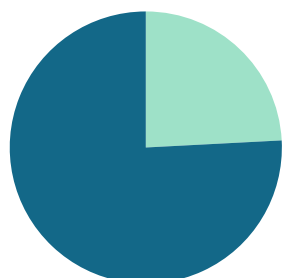
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

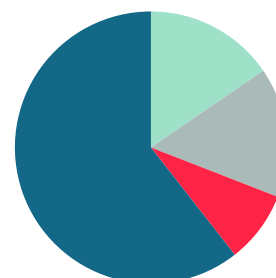


Inventory
 New Listings
131 = 24.17%
 Start Inventory
411
 Total Inventory Units
542
 Volume
\$127,330,889

Market Activity

Closed Sales
87 = 15.45%
 Pending Sales
87 = 15.45%
 Other Off Market
48 = 8.53%
 Active Inventory
341 = 60.57%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	76	87	14.47%	333	370	11.11%
Pending Sales	70	87	24.29%	372	435	16.94%
New Listings	128	131	2.34%	634	667	5.21%
Average List Price	164,610	135,482	-17.70%	141,653	133,888	-5.48%
Average Sale Price	160,125	132,477	-17.27%	137,374	129,228	-5.93%
Average Percent of Selling Price to List Price	95.59%	98.23%	2.77%	97.41%	96.37%	-1.06%
Average Days on Market to Sale	46.83	35.71	-23.74%	50.02	45.72	-8.59%
Monthly Inventory	475	341	-28.21%	475	341	-28.21%
Months Supply of Inventory	6.73	4.63	-31.14%	6.73	4.63	-31.14%

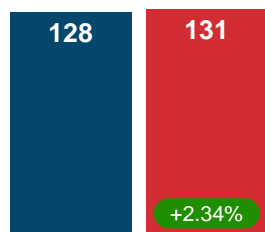
Absorption: Last 12 months, an Average of **74** Sales/Month

Inventory on May 31, 2019 = **341**

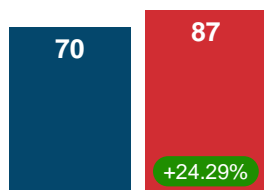
2018 **2019**

MAY MARKET

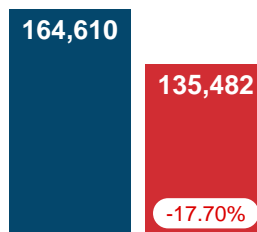
New Listings



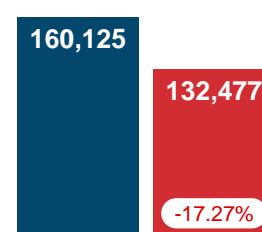
Pending Listings



List Price

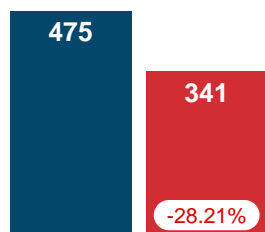


Sale Price

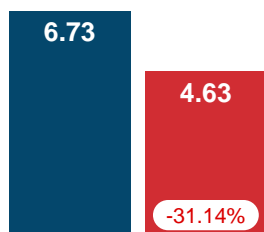


INVENTORY

Active Inventory

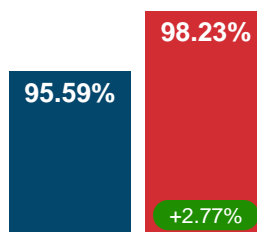


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

