



November 2019

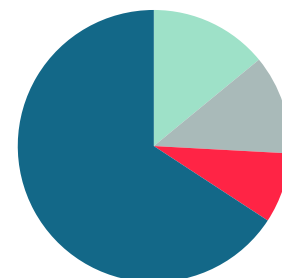
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	64	69	7.81%
Pending Listings	60	58	-3.33%
New Listings	110	91	-17.27%
Median List Price	129,450	131,900	1.89%
Median Sale Price	125,750	126,000	0.20%
Median Percent of Selling Price to List Price	96.46%	99.08%	2.72%
Median Days on Market to Sale	40.00	24.00	-40.00%
End of Month Inventory	466	323	-30.69%
Months Supply of Inventory	6.54	4.16	-36.34%



■ Closed (14.05%)
■ Pending (11.81%)
■ Other OffMarket (8.35%)
■ Active (65.78%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of November 30, 2019 = **323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **30.69%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **4.16** 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 **0.20%** in November 2019 to \$126,000 versus the previous year at \$125,750.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 16.00 days or **40.00%** in November 2019 compared to last year's same month at **40.00** DOM.

Sales Success for November 2019 is Positive

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

There were 91 New Listings in November 2019, down **17.27%** from last year at 110. Furthermore, there were 69 Closed Listings this month versus last year at 64, a **7.81%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, up from previous year's, November 2018, at **58.2%**, a **30.32%** 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



November 2019

Area Delimited by County Of Creek

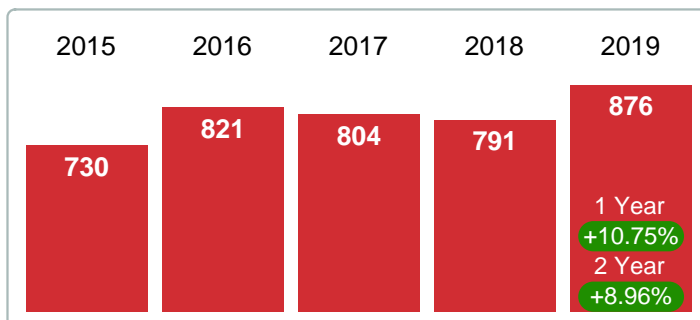
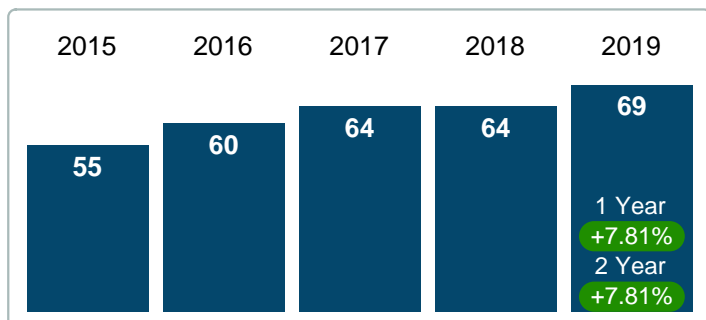


CLOSED LISTINGS

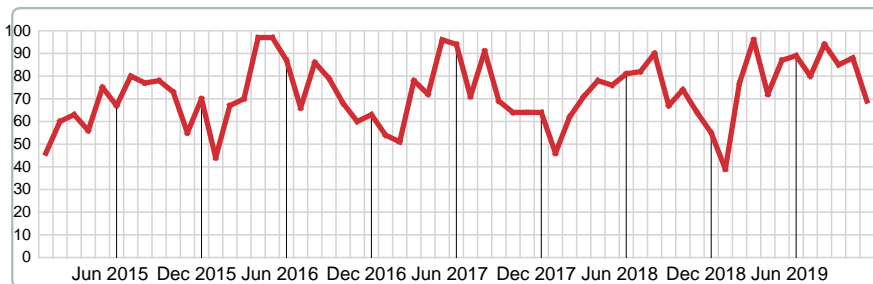
Report produced on Dec 11, 2019 for MLS Technology Inc.

NOVEMBER

YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 62

High May 2016 97 Low Jan 2019 39

Closed Listings this month at **69**
above the 5 yr NOV average of **62**

- SEP 85
- OCT 88 +3.53%
- NOV 69 -21.59%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.70%	12.5	3	3	0	0
\$40,001 - \$70,000	8	11.59%	25.5	4	3	1	0
\$70,001 - \$110,000	12	17.39%	34.0	6	6	0	0
\$110,001 - \$150,000	14	20.29%	18.5	4	7	3	0
\$150,001 - \$160,000	6	8.70%	14.5	1	5	0	0
\$160,001 - \$280,000	17	24.64%	23.0	4	10	3	0
\$280,001 and up	6	8.70%	104.0	3	0	2	1
Total Closed Units	69			25	34	9	1
Total Closed Volume	10,794,685	100%	24.0	3.64M	4.32M	1.67M	1.16M
Median Closed Price	\$126,000			\$110,000	\$138,500	\$161,500	\$1,162,000

November 2019

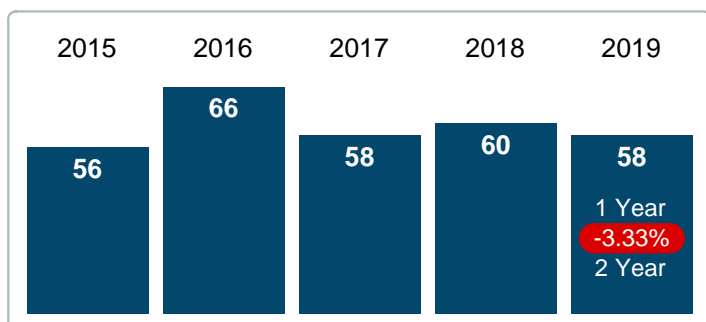
Area Delimited by County Of Creek



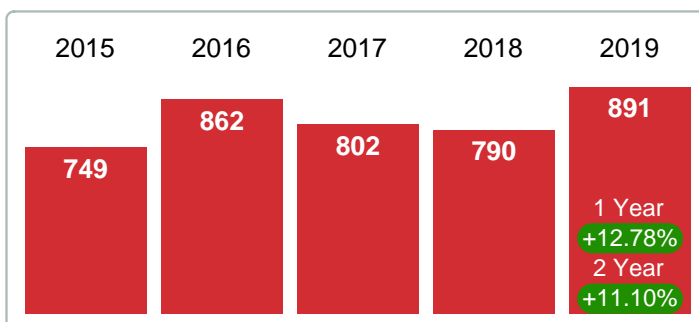
PENDING LISTINGS

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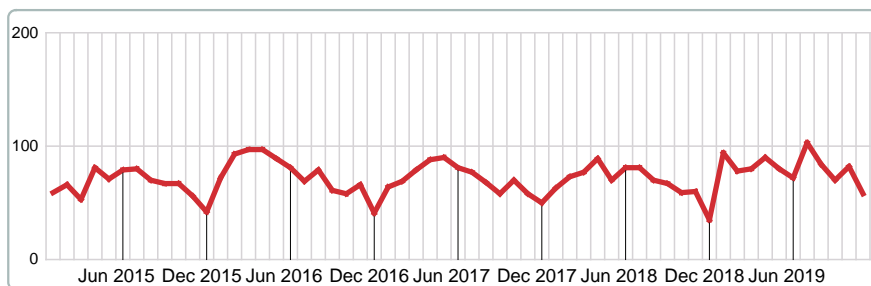
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

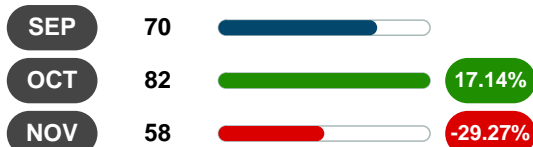


3 MONTHS

5 year NOV AVG = 60

High Jul 2019 103 Low Dec 2018 35

Pending Listings this month at 58
below the 5 yr NOV average of 60



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	3	5.17%	14.0	2	1	0	0
\$30,001 - \$80,000	8	13.79%	13.5	5	2	1	0
\$80,001 - \$110,000	10	17.24%	23.0	4	5	1	0
\$110,001 - \$190,000	15	25.86%	25.0	1	12	2	0
\$190,001 - \$220,000	5	8.62%	42.0	0	2	3	0
\$220,001 - \$350,000	11	18.97%	24.0	0	8	3	0
\$350,001 and up	6	10.34%	26.5	1	0	3	2
Total Pending Units	58			13	30	13	2
Total Pending Volume	11,614,399	100%	23.5	3.07M	4.62M	3.13M	798.00K
Median Listing Price	\$135,500			\$80,000	\$132,450	\$219,900	\$399,000



November 2019

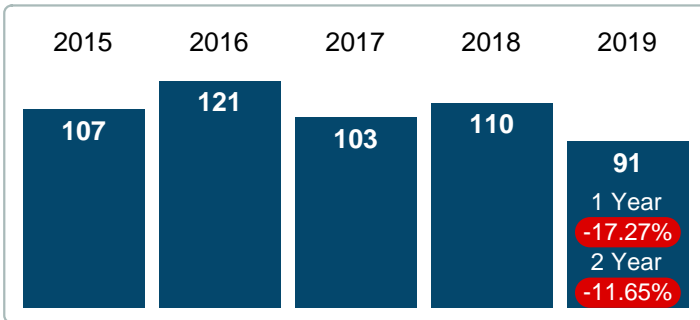
Area Delimited by County Of Creek



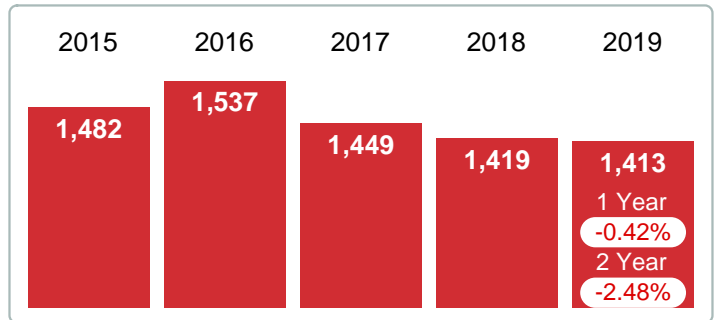
NEW LISTINGS

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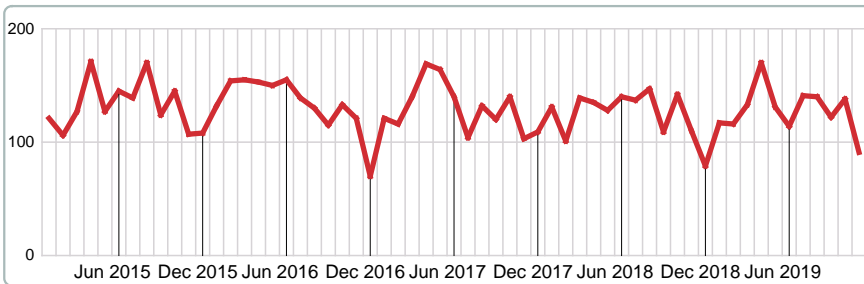
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

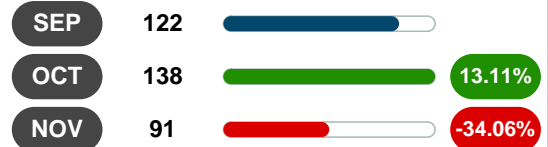


3 MONTHS

5 year NOV AVG = 106

High Apr 2015 171 Low Dec 2016 70

New Listings this month at 91
below the 5 yr NOV average of 106



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	9	9.89%	4	5	0	0
\$20,001 - \$50,000	11	12.09%	8	2	1	0
\$50,001 - \$80,000	12	13.19%	7	3	2	0
\$80,001 - \$150,000	23	25.27%	7	15	1	0
\$150,001 - \$240,000	16	17.58%	2	11	3	0
\$240,001 - \$300,000	11	12.09%	4	3	3	1
\$300,001 and up	9	9.89%	2	1	4	2
Total New Listed Units	91		34	40	14	3
Total New Listed Volume	15,253,904	100%	4.91M	5.49M	3.53M	1.33M
Median New Listed Listing Price	\$120,000		\$77,250	\$124,950	\$234,250	\$498,000



November 2019

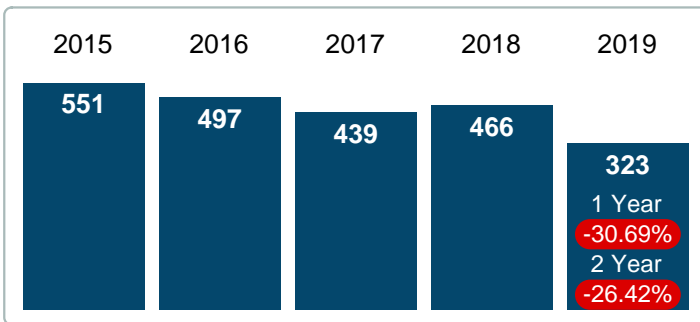
Area Delimited by County Of Creek



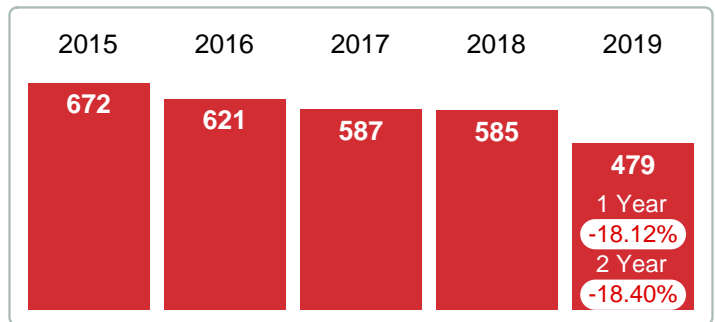
ACTIVE INVENTORY

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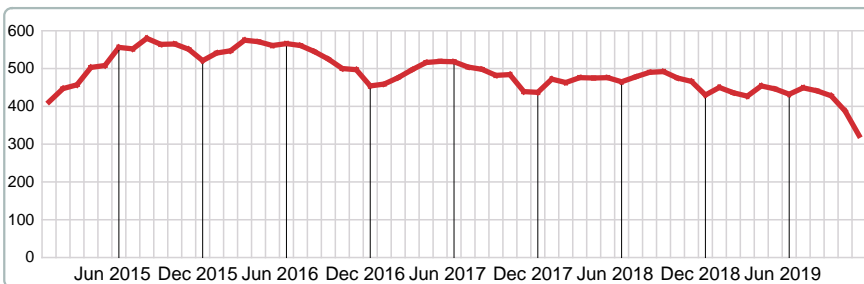
END OF NOVEMBER



ACTIVE DURING NOVEMBER

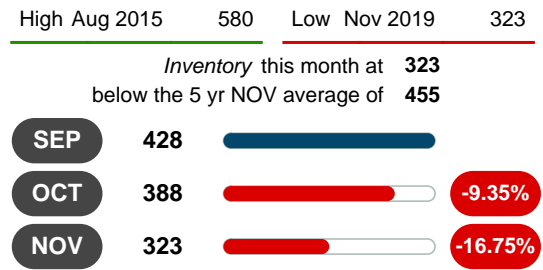


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 455



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	27	8.36%	39.0	20	5	2	0
\$20,001 - \$60,000	48	14.86%	61.0	42	5	1	0
\$60,001 - \$90,000	36	11.15%	58.5	18	13	3	2
\$90,001 - \$170,000	91	28.17%	67.0	39	44	8	0
\$170,001 - \$240,000	49	15.17%	53.0	16	25	8	0
\$240,001 - \$420,000	40	12.38%	72.5	17	9	9	5
\$420,001 and up	32	9.91%	81.0	11	3	12	6
Total Active Inventory by Units		323		163	104	43	13
Total Active Inventory by Volume		66,053,119	100%	27.66M	16.44M	15.38M	6.58M
Median Active Inventory Listing Price		\$126,800		\$95,000	\$139,000	\$228,000	\$399,900



November 2019

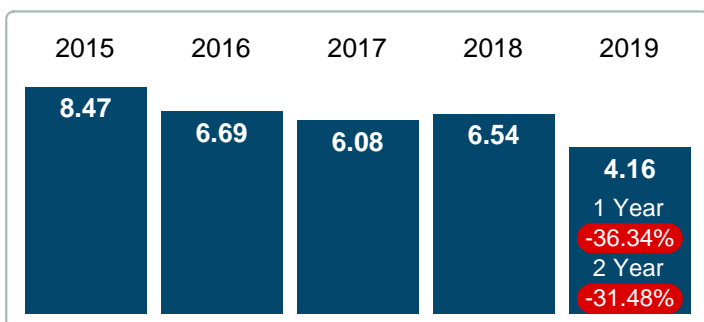
Area Delimited by County Of Creek



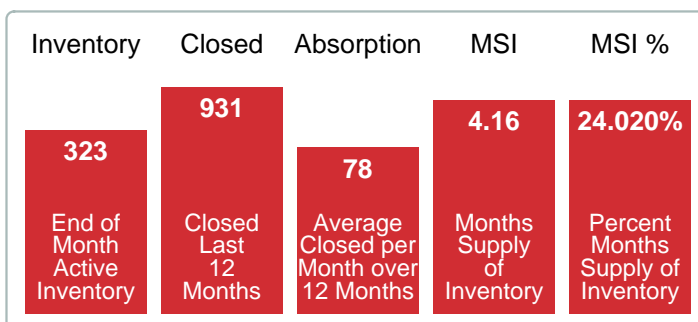
MONTHS SUPPLY of INVENTORY (MSI)

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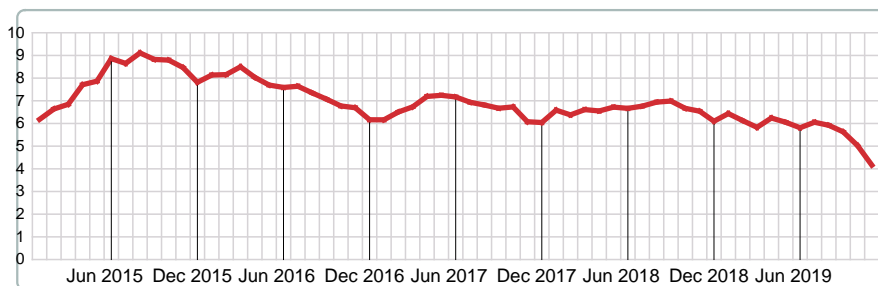
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

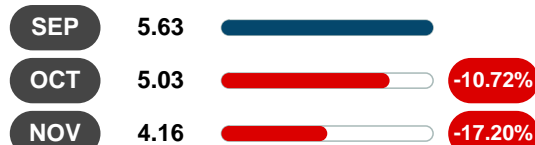


3 MONTHS

5 year NOV AVG = 6.39

High Aug 2015 9.11 Low Nov 2019 4.16

Months Supply this month at **4.16**
below the 5 yr NOV average of **6.39**



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
\$20,000 and less	27	8.36%	5.31	8.00	2.14	8.00	0.00
\$20,001 - \$60,000	48	14.86%	4.97	7.30	1.36	4.00	0.00
\$60,001 - \$90,000	36	11.15%	3.60	4.50	2.26	18.00	24.00
\$90,001 - \$170,000	91	28.17%	3.03	7.20	2.16	2.13	0.00
\$170,001 - \$240,000	49	15.17%	3.77	10.67	3.09	2.46	0.00
\$240,001 - \$420,000	40	12.38%	4.71	25.50	2.77	2.40	6.00
\$420,001 and up	32	9.91%	24.00	18.86	18.00	36.00	24.00
Market Supply of Inventory (MSI)			4.16	7.98	2.38	3.66	7.43
Total Active Inventory by Units		100%	4.16	163	104	43	13



November 2019

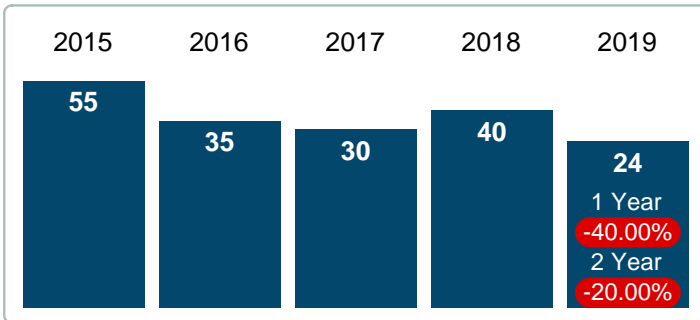
Area Delimited by County Of Creek



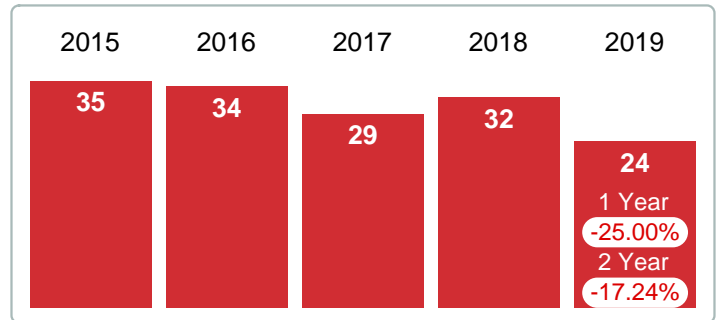
MEDIAN DAYS ON MARKET TO SALE

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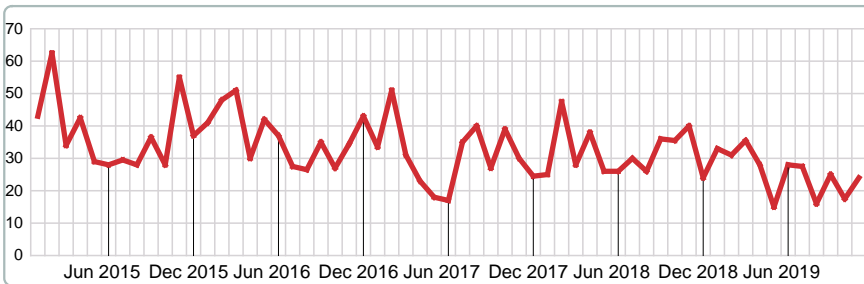
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 37

High Feb 2015 63 Low May 2019 15

Median Days on Market to Sale this month at 24 below the 5 yr NOV average of 37



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
\$40,000 and less	8.70%	13	11	14	0	0
\$40,001 - \$70,000	11.59%	26	36	24	1	0
\$70,001 - \$110,000	17.39%	34	29	34	0	0
\$110,001 - \$150,000	20.29%	19	64	25	3	0
\$150,001 - \$160,000	8.70%	15	166	11	0	0
\$160,001 - \$280,000	24.64%	23	45	22	32	0
\$280,001 and up	8.70%	104	137	0	22	123
Median Closed DOM		24	36	22	8	123
Total Closed Units	100%	24.0	25	34	9	1
Total Closed Volume		10,794,685	3.64M	4.32M	1.67M	1.16M



November 2019

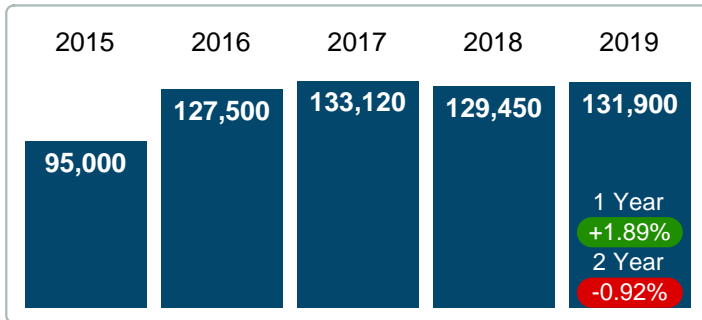
Area Delimited by County Of Creek



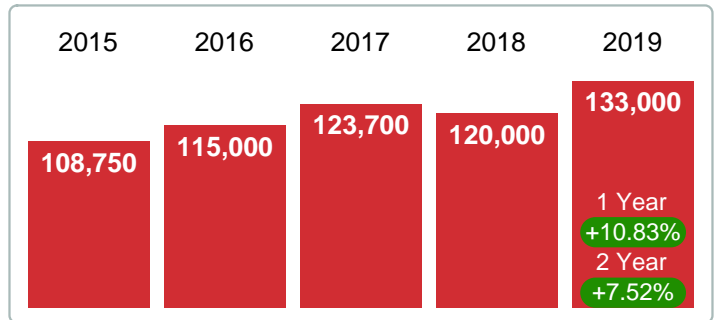
MEDIAN LIST PRICE AT CLOSING

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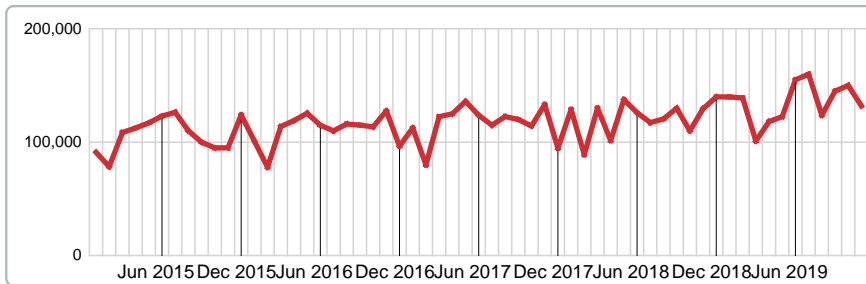
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

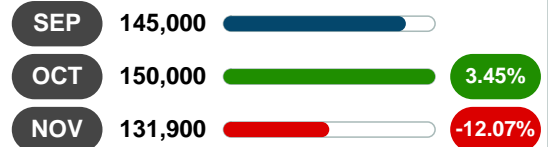


3 MONTHS

5 year NOV AVG = 123,394

High Jul 2019 159,950 Low Feb 2016 77,900

Median List Price at Closing this month at **131,900**
above the 5 yr NOV average of **123,394**



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
\$40,000 and less	8.70%	16,950	29,900	1,595	0	0
\$40,001 - \$70,000	11.59%	57,250	59,750	49,900	48,000	0
\$70,001 - \$110,000	17.39%	84,900	91,950	84,450	0	0
\$110,001 - \$150,000	20.29%	129,450	122,500	131,900	125,000	0
\$150,001 - \$160,000	8.70%	158,000	0	158,000	0	0
\$160,001 - \$280,000	24.64%	179,500	190,000	177,000	190,000	0
\$280,001 and up	8.70%	474,500	500,000	0	337,500	1,400,000
Median List Price		131,900	108,000	138,500	163,000	1,400,000
Total Closed Units	100%	131,900	25	34	9	1
Total Closed Volume		11,585,289	4.04M	4.43M	1.71M	1.40M



November 2019

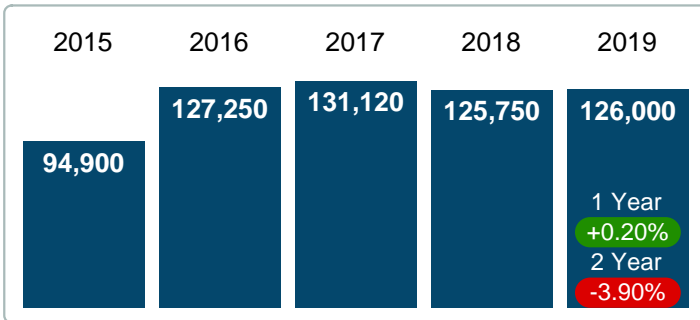
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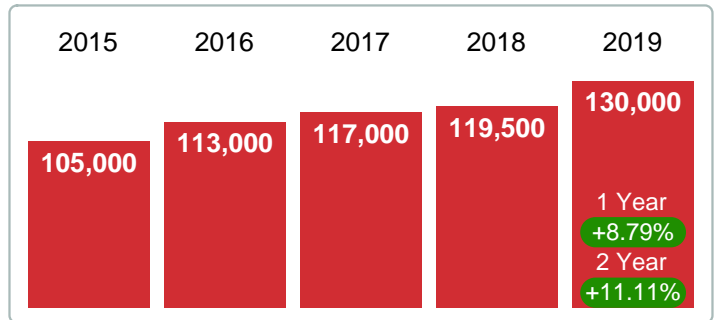
MEDIAN SOLD PRICE AT CLOSING

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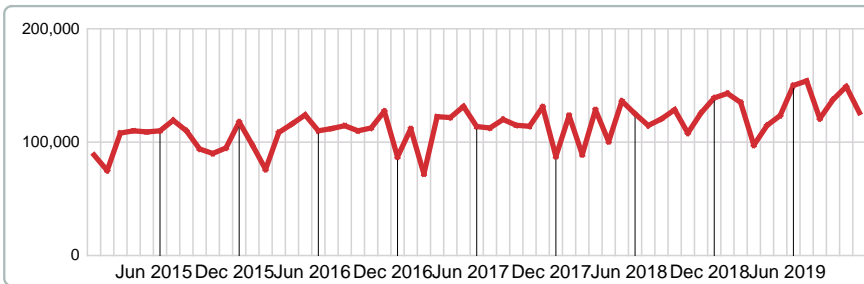
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

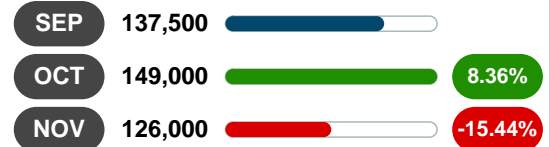


3 MONTHS

5 year NOV AVG = 121,004

High Jul 2019 154,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **126,000** above the 5 yr NOV average of **121,004**



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
\$40,000 and less	8.70%	16,240	32,100	1,595	0	0
\$40,001 - \$70,000	11.59%	52,450	54,950	42,000	48,000	0
\$70,001 - \$110,000	17.39%	86,950	89,825	86,950	0	0
\$110,001 - \$150,000	20.29%	121,850	120,075	133,000	122,700	0
\$150,001 - \$160,000	8.70%	154,950	155,000	154,900	0	0
\$160,001 - \$280,000	24.64%	170,415	197,500	169,708	168,000	0
\$280,001 and up	8.70%	422,500	430,000	0	333,750	1,162,000
Median Sold Price		126,000	110,000	138,500	161,500	1,162,000
Total Closed Units	100%	126,000	25	34	9	1
Total Closed Volume		10,794,685	3.64M	4.32M	1.67M	1.16M



November 2019

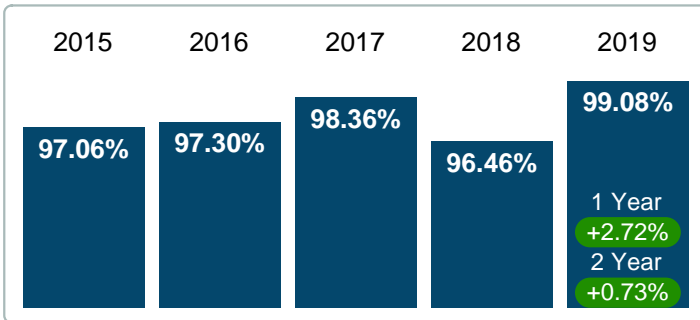
Area Delimited by County Of Creek



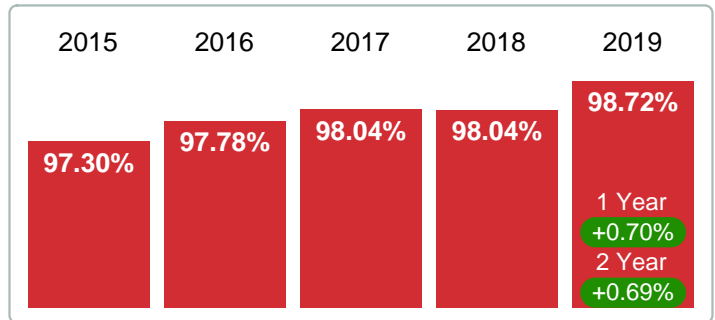
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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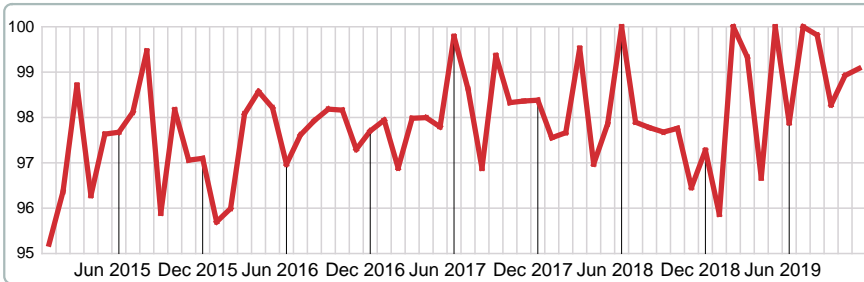
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

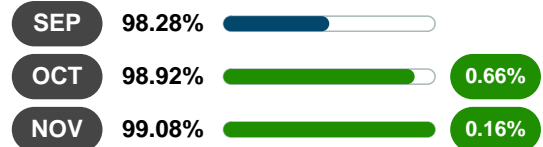


3 MONTHS

5 year NOV AVG = 97.65%

High Jul 2019 100.00% Low Jan 2015 95.21%

Median Sold/List Ratio this month at **99.08%**
above the 5 yr NOV average of **97.65%**



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
\$40,000 and less	6	8.70%	101.46%	107.36%	100.00%	0.00%	0.00%
\$40,001 - \$70,000	8	11.59%	91.97%	91.97%	91.11%	100.00%	0.00%
\$70,001 - \$110,000	12	17.39%	100.00%	100.00%	100.54%	0.00%	0.00%
\$110,001 - \$150,000	14	20.29%	99.83%	96.32%	99.67%	100.00%	0.00%
\$150,001 - \$160,000	6	8.70%	98.43%	93.94%	100.00%	0.00%	0.00%
\$160,001 - \$280,000	17	24.64%	96.40%	97.78%	96.34%	97.92%	0.00%
\$280,001 and up	6	8.70%	89.21%	86.00%	0.00%	98.73%	83.00%
Median Sold/List Ratio		99.08%		94.74%	100.00%	99.08%	83.00%
Total Closed Units		69	100%	25	34	9	1
Total Closed Volume		10,794,685		3.64M	4.32M	1.67M	1.16M



November 2019

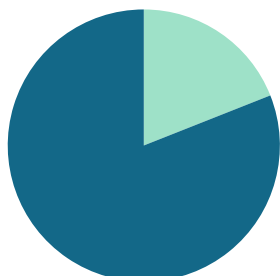
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY



Inventory

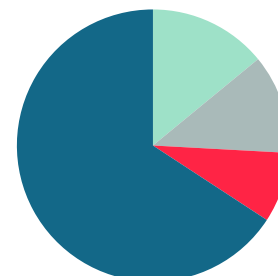
- New Listings **91 = 19.00%**
- Start Inventory **388**
- Total Inventory Units **479**
- Volume **\$98,212,167**

Market Activity

Market Activity

- Closed Sales **69 = 14.05%**
- Pending Sales **58 = 11.81%**
- Other Off Market **41 = 8.35%**
- Active Inventory **323 = 65.78%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	64	69	7.81%	791	876	10.75%
Pending Sales	60	58	-3.33%	790	891	12.78%
New Listings	110	91	-17.27%	1,419	1,413	-0.42%
Median List Price	129,450	131,900	1.89%	120,000	133,000	10.83%
Median Sale Price	125,750	126,000	0.20%	119,500	130,000	8.79%
Median Percent of Selling Price to List Price	96.46%	99.08%	2.72%	98.04%	98.72%	0.70%
Median Days on Market to Sale	40.00	24.00	-40.00%	32.00	24.00	-25.00%
Monthly Inventory	466	323	-30.69%	466	323	-30.69%
Months Supply of Inventory	6.54	4.16	-36.34%	6.54	4.16	-36.34%

Absorption: Last 12 months, an Average of **78** Sales/Month

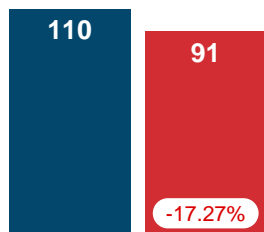
Inventory on November 30, 2019 = **323**

2018 **2019**

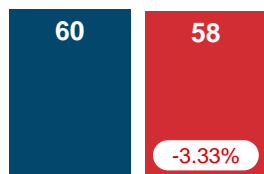
NOVEMBER MARKET

MEDIAN PRICES

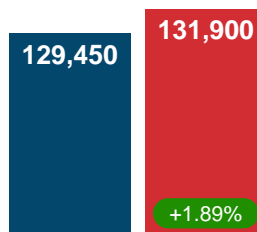
New Listings



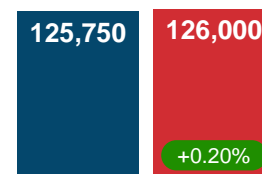
Pending Listings



List Price



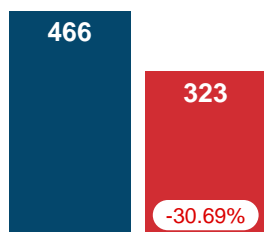
Sale Price



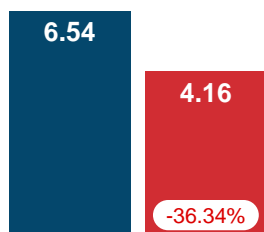
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

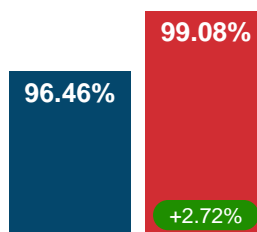
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

