

November 2019



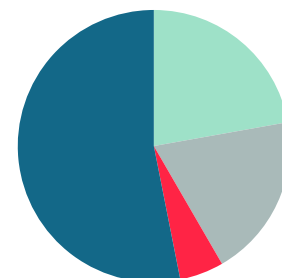
Area Delimited by School District Union - Sch Dist (9)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	95	89	-6.32%
Pending Listings	75	78	4.00%
New Listings	115	83	-27.83%
Average List Price	155,853	181,200	16.26%
Average Sale Price	151,948	175,736	15.65%
Average Percent of Selling Price to List Price	97.65%	98.98%	1.37%
Average Days on Market to Sale	51.11	32.96	-35.52%
End of Month Inventory	395	213	-46.08%
Months Supply of Inventory	4.01	2.01	-49.81%



■ Closed (22.19%)
■ Pending (19.45%)
■ Other OffMarket (5.24%)
■ Active (53.12%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of November 30, 2019 = **213**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **46.08%** to 213 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **2.01** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **15.65%** in November 2019 to \$175,736 versus the previous year at \$151,948.

Average Days on Market Shortens

The average number of **32.96** days that homes spent on the market before selling decreased by 18.15 days or **35.52%** in November 2019 compared to last year's same month at **51.11** DOM.

Sales Success for November 2019 is Positive

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

There were 83 New Listings in November 2019, down **27.83%** from last year at 115. Furthermore, there were 89 Closed Listings this month versus last year at 95, a **-6.32%** decrease.

Closed versus Listed trends yielded a **107.2%** ratio, up from previous year's, November 2018, at **82.6%**, a **29.80%** 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 School District Union - Sch Dist (9)

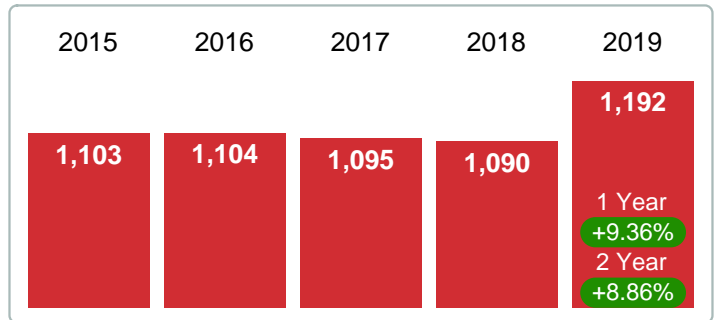
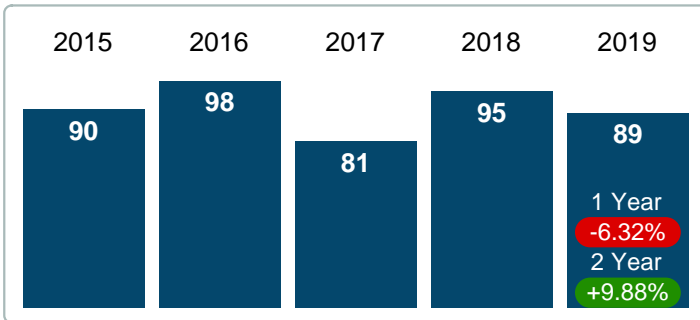


CLOSED LISTINGS

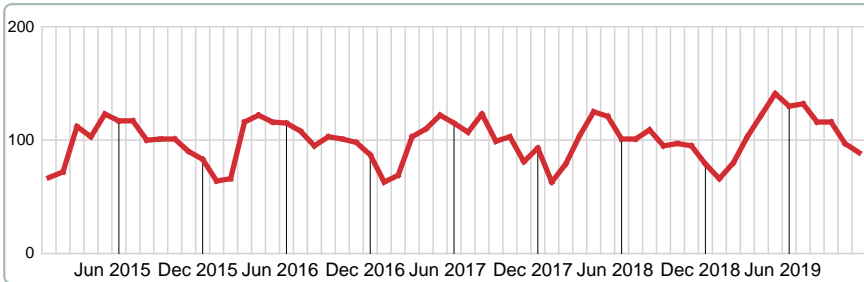
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NOVEMBER

YEAR TO DATE (YTD)

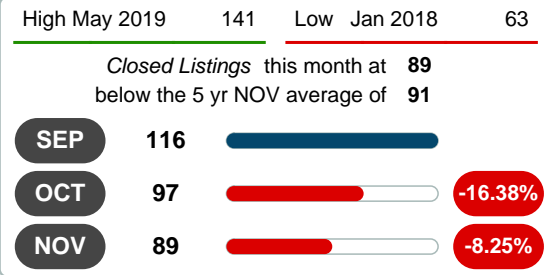


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	20	22.47%	33.0	1	16	3	0
\$75,001-\$125,000	11	12.36%	17.2	2	7	2	0
\$125,001-\$175,000	21	23.60%	26.0	3	13	5	0
\$175,001-\$200,000	9	10.11%	48.1	0	2	6	1
\$200,001-\$250,000	18	20.22%	22.5	0	7	9	2
\$250,001 and up	10	11.24%	70.0	0	1	7	2
Total Closed Units	89			6	46	32	5
Total Closed Volume	15,640,493	100%	33.0	714.20K	5.10M	6.45M	3.37M
Average Closed Price	\$175,736			\$119,033	\$110,973	\$201,649	\$673,750



November 2019

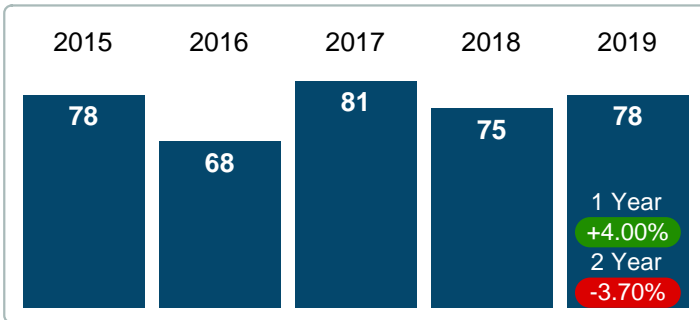
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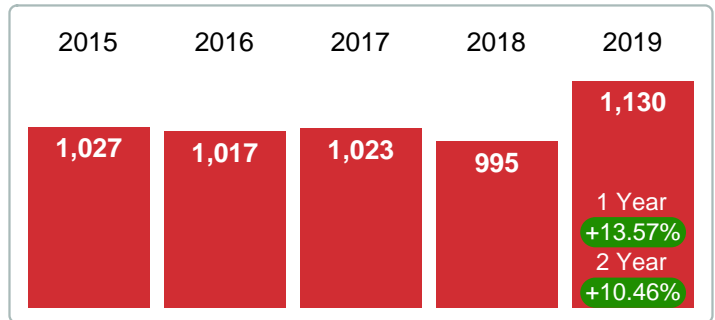
PENDING LISTINGS

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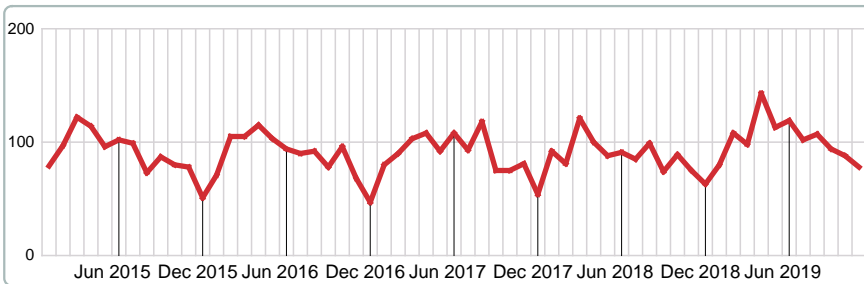
NOVEMBER



YEAR TO DATE (YTD)

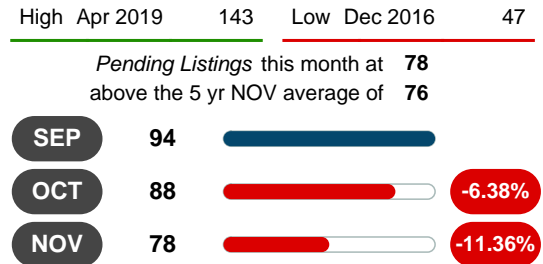


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 76



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	7	8.97%	50.4	1	5	1	0
\$80,001 - \$130,000	11	14.10%	19.2	2	8	1	0
\$130,001 - \$150,000	9	11.54%	22.3	1	8	0	0
\$150,001 - \$190,000	17	21.79%	24.9	0	12	5	0
\$190,001 - \$220,000	13	16.67%	33.5	1	5	7	0
\$220,001 - \$250,000	12	15.38%	43.7	0	3	8	1
\$250,001 and up	9	11.54%	85.1	0	0	5	4
Total Pending Units	78			5	41	27	5
Total Pending Volume	13,631,211	100%	36.2	580.20K	5.81M	5.77M	1.47M
Average Listing Price	\$133,587			\$116,039	\$141,826	\$213,550	\$294,060



November 2019

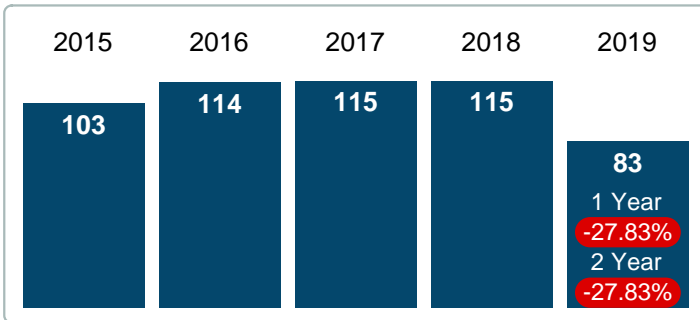
Area Delimited by School District Union - Sch Dist (9)



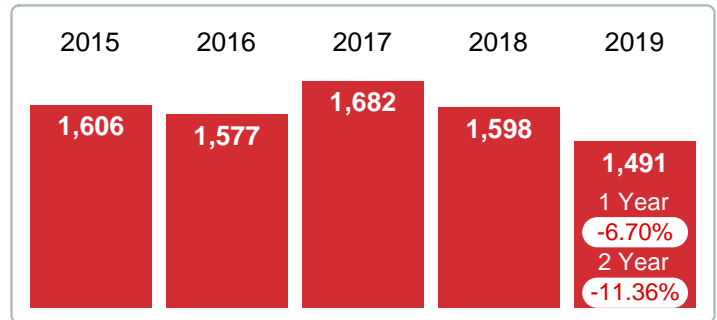
NEW LISTINGS

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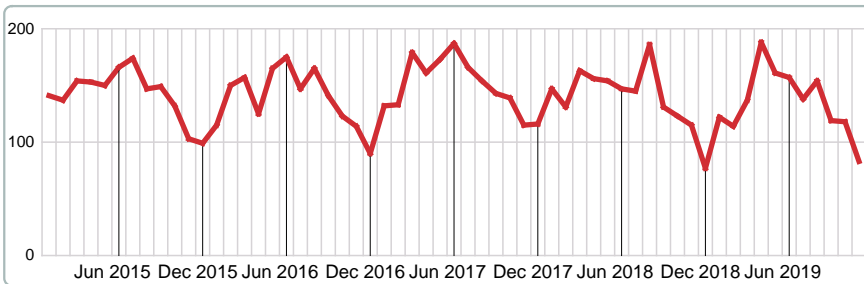
NOVEMBER



YEAR TO DATE (YTD)

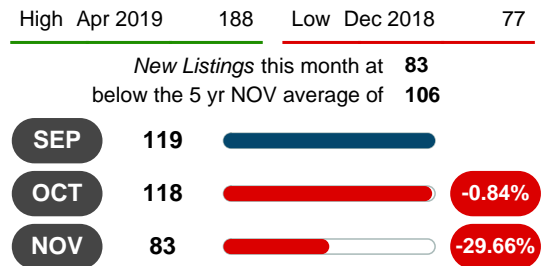


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$30,000	15	18.07%	2	12	1	0
\$30,001-\$140,000	16	19.28%	7	8	1	0
\$140,001-\$190,000	22	26.51%	0	15	7	0
\$190,001-\$230,000	10	12.05%	0	5	5	0
\$230,001-\$340,000	11	13.25%	1	2	8	0
\$340,001 and up	9	10.84%	0	0	3	6
Total New Listed Units	83		10	42	25	6
Total New Listed Volume	17,221,636	100%	597.99K	5.05M	6.79M	4.79M
Average New Listed Listing Price	\$92,953		\$59,799	\$120,162	\$271,605	\$797,783

November 2019



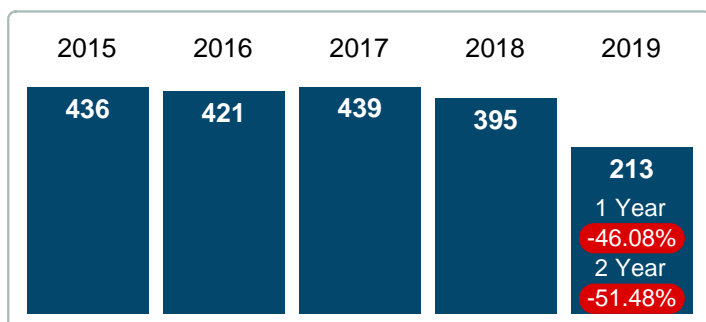
Area Delimited by School District Union - Sch Dist (9)



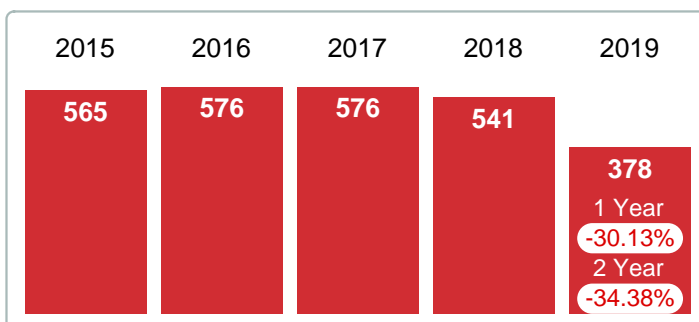
ACTIVE INVENTORY

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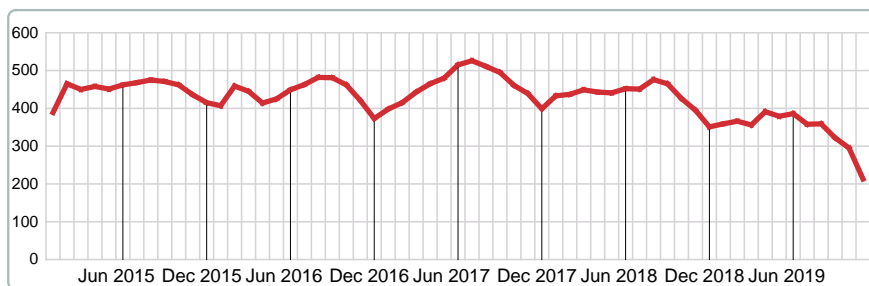
END OF NOVEMBER



ACTIVE DURING NOVEMBER

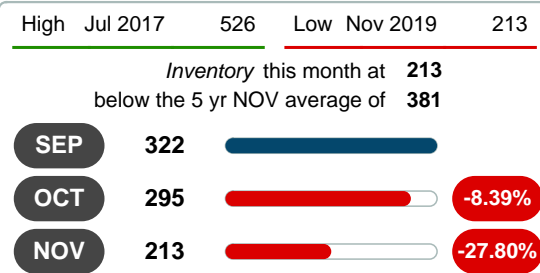


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 381



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$100,000	44	20.66%	52.4	16	22	5	1
\$100,001-\$175,000	31	14.55%	80.5	2	25	4	0
\$175,001-\$225,000	50	23.47%	69.6	1	26	23	0
\$225,001-\$275,000	38	17.84%	65.7	3	4	28	3
\$275,001-\$425,000	28	13.15%	77.7	3	3	18	4
\$425,001 and up	22	10.33%	74.8	5	2	7	8
Total Active Inventory by Units	213			30	82	85	16
Total Active Inventory by Volume	59,686,849	100%	68.5	10.07M	14.52M	22.97M	12.12M
Average Active Inventory Listing Price	\$280,220			\$335,746	\$177,121	\$270,225	\$757,588

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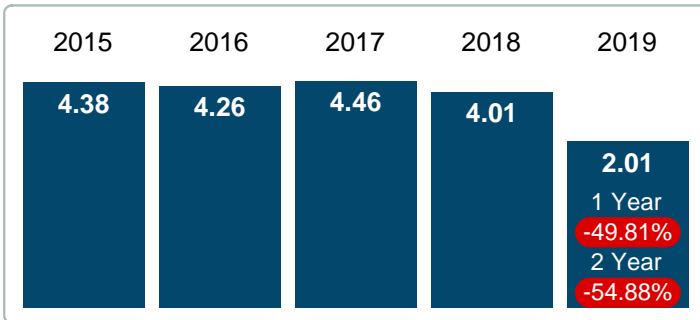
Area Delimited by School District Union - Sch Dist (9)



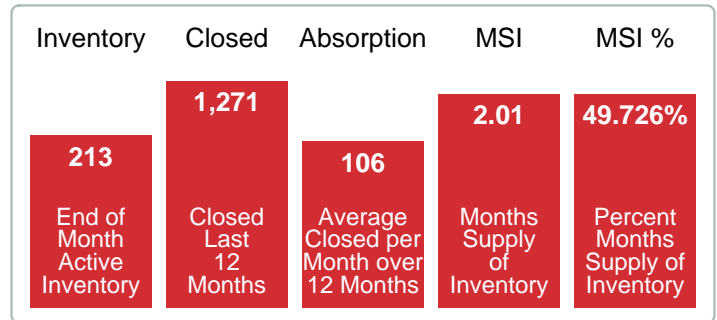
MONTHS SUPPLY of INVENTORY (MSI)

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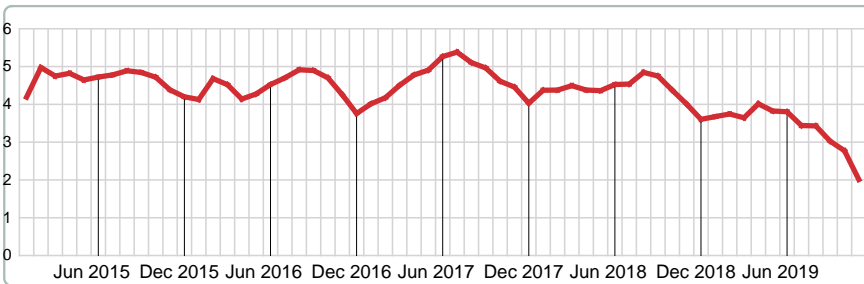
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

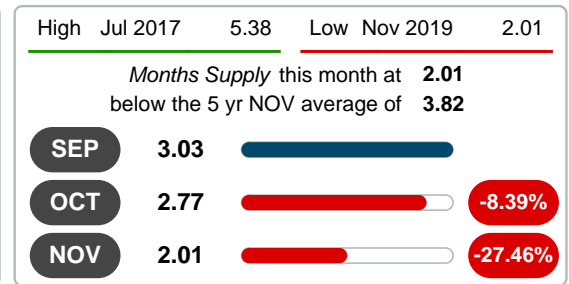


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.82



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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$100,000	44	20.66%	2.12	8.35	1.60	1.07	2.40
\$100,001-\$175,000	31	14.55%	0.78	0.71	0.84	0.59	0.00
\$175,001-\$225,000	50	23.47%	2.25	1.20	2.79	2.16	0.00
\$225,001-\$275,000	38	17.84%	2.90	7.20	1.55	3.20	2.25
\$275,001-\$425,000	28	13.15%	3.17	0.00	4.50	2.48	4.36
\$425,001 and up	22	10.33%	22.00	0.00	0.00	14.00	16.00
Market Supply of Inventory (MSI)			2.01	5.00	1.46	2.20	3.10
Total Active Inventory by Units		100%	213	30	82	85	16



November 2019

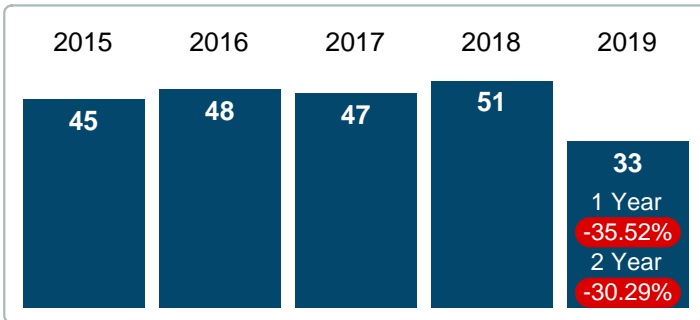
Area Delimited by School District Union - Sch Dist (9)



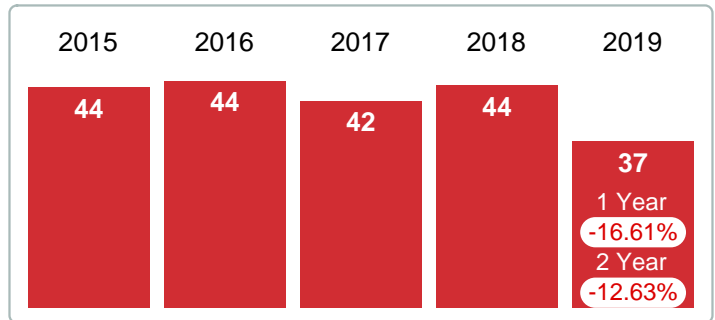
AVERAGE DAYS ON MARKET TO SALE

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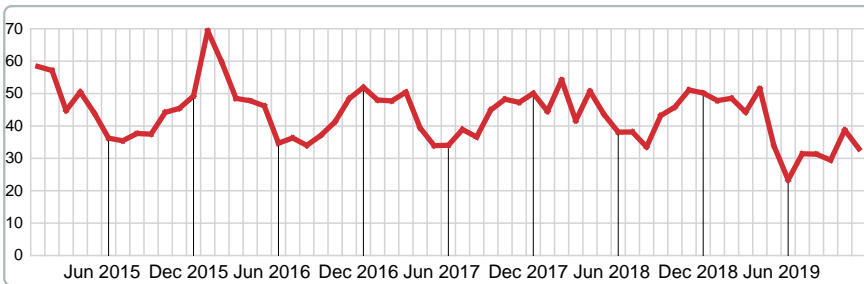
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45

High Jan 2016 69 Low Jun 2019 23

Average Days on Market to Sale this month at 33 below the 5 yr NOV average of 45



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	20	22.47%	33	41	28	57	0
\$75,001-\$125,000	11	12.36%	17	10	24	3	0
\$125,001-\$175,000	21	23.60%	26	71	18	20	0
\$175,001-\$200,000	9	10.11%	48	0	9	60	58
\$200,001-\$250,000	18	20.22%	23	0	13	31	18
\$250,001 and up	10	11.24%	70	0	50	80	45
Average Closed DOM	33			46	22	46	37
Total Closed Units	89	100%	33	6	46	32	5
Total Closed Volume	15,640,493			714.20K	5.10M	6.45M	3.37M

November 2019



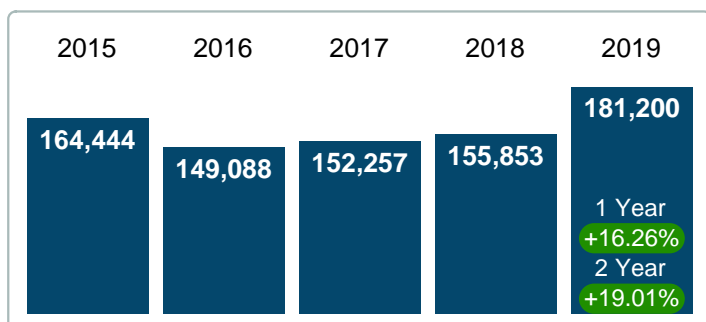
Area Delimited by School District Union - Sch Dist (9)



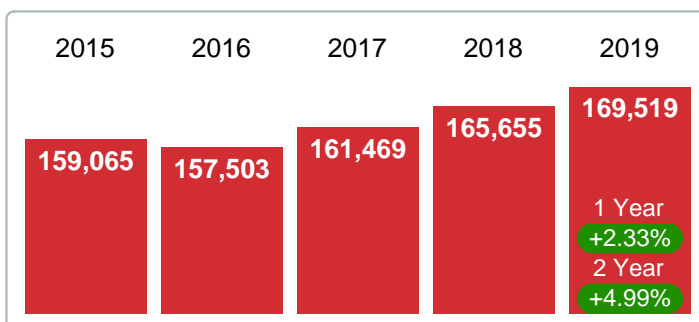
AVERAGE LIST PRICE AT CLOSING

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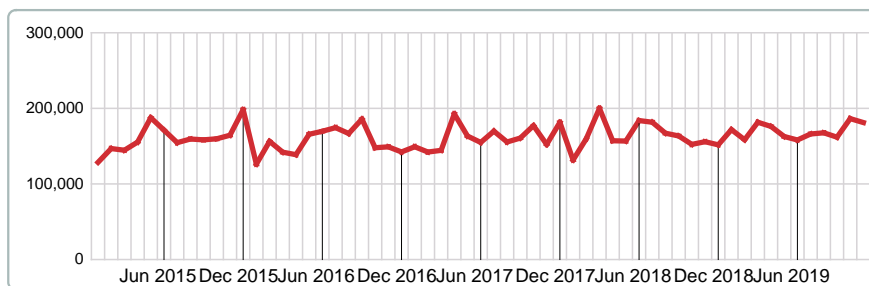
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 160,568

High Mar 2018 200,001 Low Jan 2016 126,192

Average List Price at Closing this month at **181,200**
above the 5 yr NOV average of **160,568**

- SEP 161,843
- OCT 186,404 (+15.18%)
- NOV 181,200 (-2.79%)

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	20	22.47%	10,951	1,195	13,251	1,935	0
\$75,001-\$125,000	12	13.48%	109,642	122,950	104,271	112,500	0
\$125,001-\$175,000	21	23.60%	154,033	160,667	148,454	152,560	0
\$175,001-\$200,000	8	8.99%	188,912	0	184,500	188,033	189,000
\$200,001-\$250,000	16	17.98%	226,405	0	220,125	240,067	232,500
\$250,001 and up	12	13.48%	518,633	0	374,900	325,671	1,512,500
Average List Price			181,200	121,516	112,100	205,066	735,800
Total Closed Units		100%	181,200	6	46	32	5
Total Closed Volume				729.10K	5.16M	6.56M	3.68M

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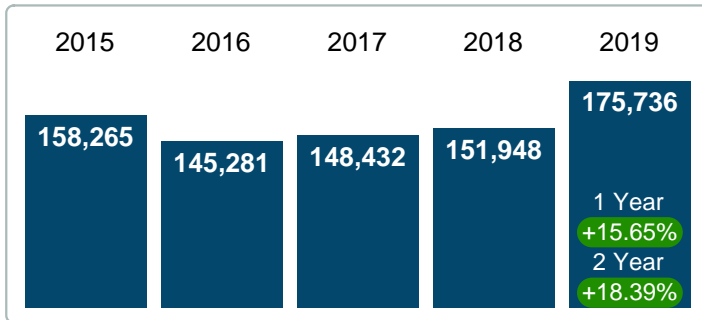
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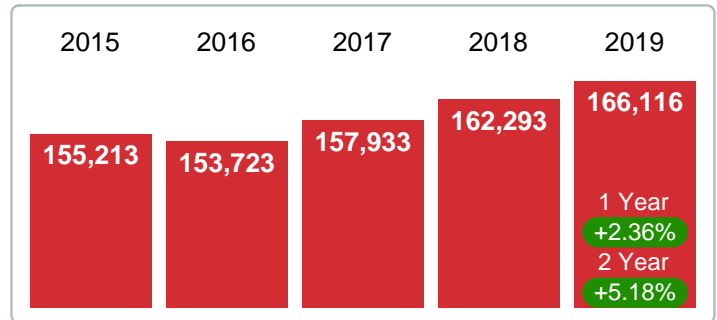
AVERAGE SOLD PRICE AT CLOSING

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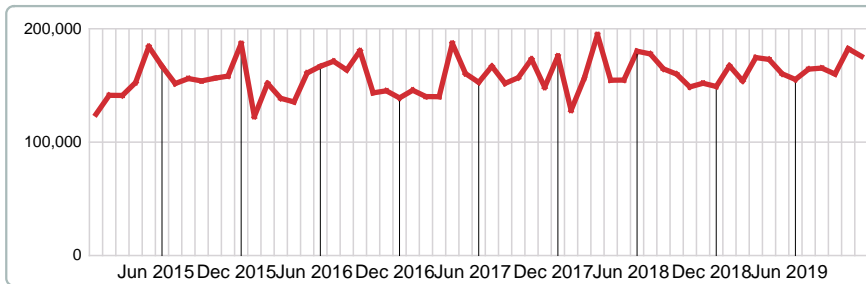
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

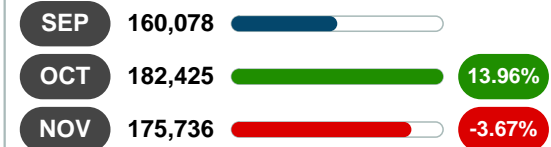


3 MONTHS

5 year NOV AVG = 155,933

High Mar 2018 194,800 Low Jan 2016 122,606

Average Sold Price at Closing this month at **175,736** above the 5 yr NOV average of **155,933**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	20	22.47%	11,346	1,195	13,745	1,935	0
\$75,001-\$125,000	11	12.36%	105,217	118,500	100,770	107,500	0
\$125,001-\$175,000	21	23.60%	151,729	158,667	148,646	155,580	0
\$175,001-\$200,000	9	10.11%	187,669	0	184,500	188,378	189,750
\$200,001-\$250,000	18	20.22%	227,471	0	217,367	234,656	230,500
\$250,001 and up	10	11.24%	528,640	0	356,500	315,986	1,359,000
Average Sold Price			175,736	119,033	110,973	201,649	673,750
Total Closed Units		100%	175,736	6	46	32	5
Total Closed Volume			15,640,493	714.20K	5.10M	6.45M	3.37M

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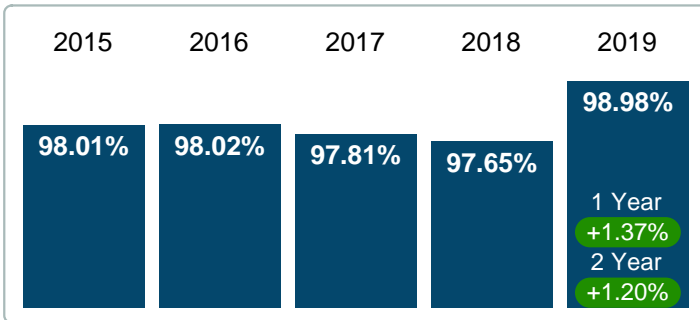
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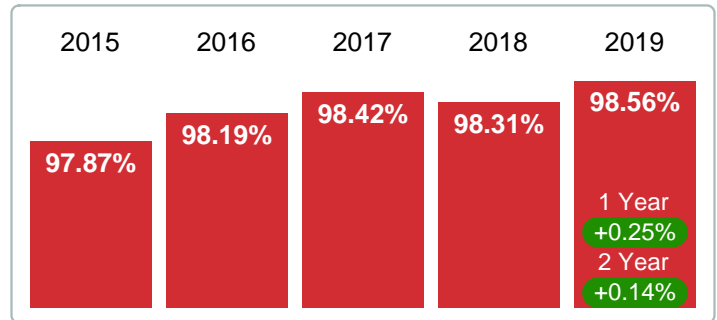
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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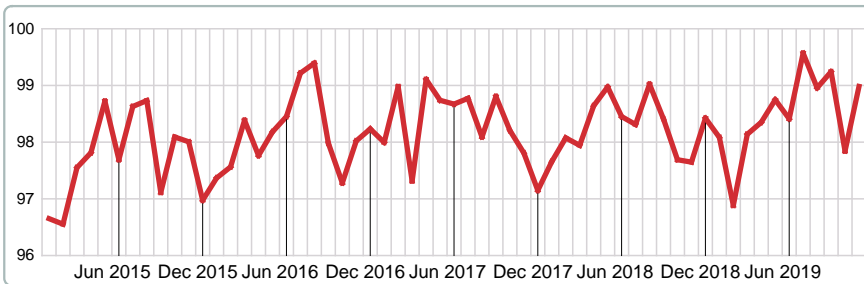
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

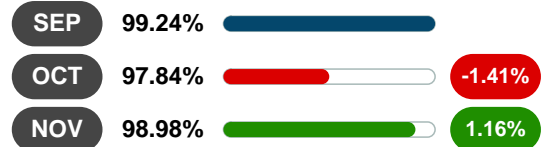


3 MONTHS

5 year NOV AVG = 98.09%

High Jul 2019 99.57% Low Feb 2015 96.55%

Average Sold/List Ratio this month at **98.98%**
above the 5 yr NOV average of **98.09%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	20	22.47%	100.10%	100.00%	100.13%	100.00%	0.00%
\$75,001-\$125,000	11	12.36%	96.76%	96.32%	97.10%	96.00%	0.00%
\$125,001-\$175,000	21	23.60%	100.42%	98.82%	100.17%	102.02%	0.00%
\$175,001-\$200,000	9	10.11%	100.21%	0.00%	100.00%	100.25%	100.40%
\$200,001-\$250,000	18	20.22%	98.48%	0.00%	98.73%	98.14%	99.11%
\$250,001 and up	10	11.24%	95.99%	0.00%	95.09%	97.37%	91.61%
Average Sold/List Ratio		99.00%		98.18%	99.35%	99.01%	96.37%
Total Closed Units		89	100%	6	46	32	5
Total Closed Volume		15,640,493		714.20K	5.10M	6.45M	3.37M



November 2019

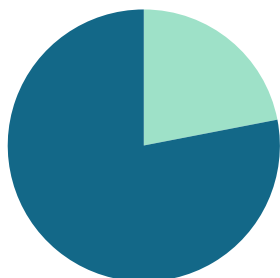
Area Delimited by School District Union - Sch Dist (9)



MARKET SUMMARY

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

INVENTORY

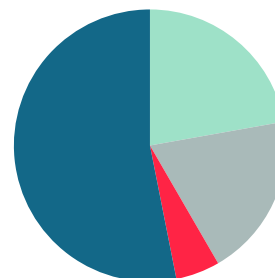


Inventory
 New Listings
83 = 21.96%
 Start Inventory
295
 Total Inventory Units
378
 Volume
\$92,454,373

Market Activity

Closed Sales
89 = 22.19%
 Pending Sales
78 = 19.45%
 Other Off Market
21 = 5.24%
 Active Inventory
213 = 53.12%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	95	89	-6.32%	1,090	1,192	9.36%
Pending Sales	75	78	4.00%	995	1,130	13.57%
New Listings	115	83	-27.83%	1,598	1,491	-6.70%
Average List Price	155,853	181,200	16.26%	165,655	169,519	2.33%
Average Sale Price	151,948	175,736	15.65%	162,293	166,116	2.36%
Average Percent of Selling Price to List Price	97.65%	98.98%	1.37%	98.31%	98.56%	0.25%
Average Days on Market to Sale	51.11	32.96	-35.52%	43.84	36.56	-16.61%
Monthly Inventory	395	213	-46.08%	395	213	-46.08%
Months Supply of Inventory	4.01	2.01	-49.81%	4.01	2.01	-49.81%

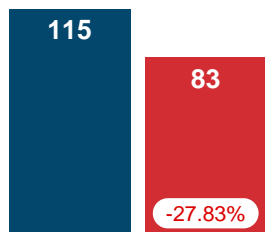
Absorption: Last 12 months, an Average of **106** Sales/Month

Inventory on November 30, 2019 = **213** 2018 2019

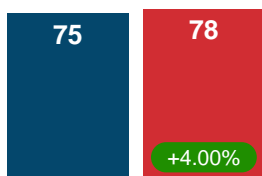
NOVEMBER MARKET

AVERAGE PRICES

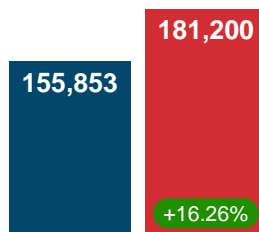
New Listings



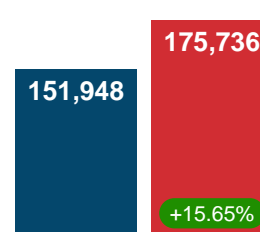
Pending Listings



List Price



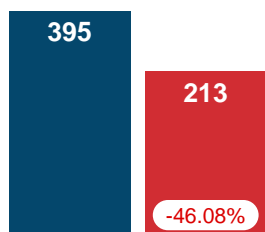
Sale Price



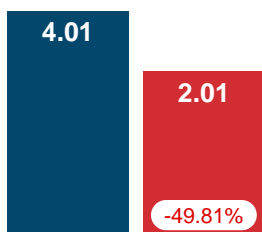
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

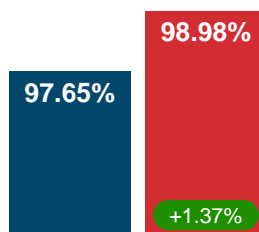
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

