

November 2019



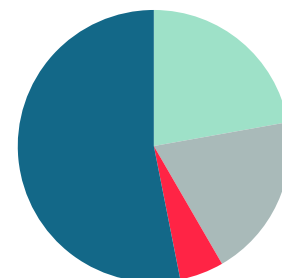
Area Delimited by School District Union - Sch Dist (9)



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%
Median List Price	159,900	159,900	0.00%
Median Sale Price	160,000	160,000	0.00%
Median Percent of Selling Price to List Price	98.18%	100.00%	1.85%
Median Days on Market to Sale	38.00	19.00	-50.00%
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.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in November 2019 to \$160,000 versus the previous year at \$160,000.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 19.00 days or **50.00%** in November 2019 compared to last year's same month at **38.00** 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 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



November 2019

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

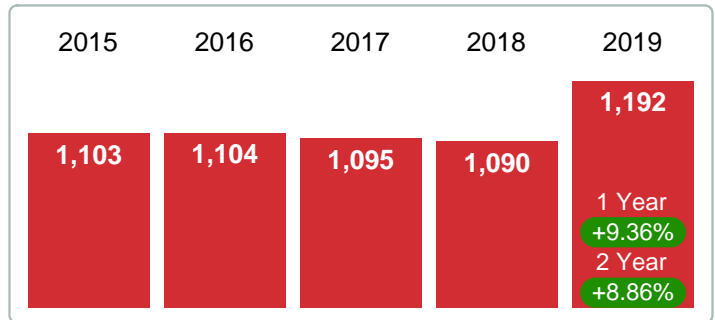
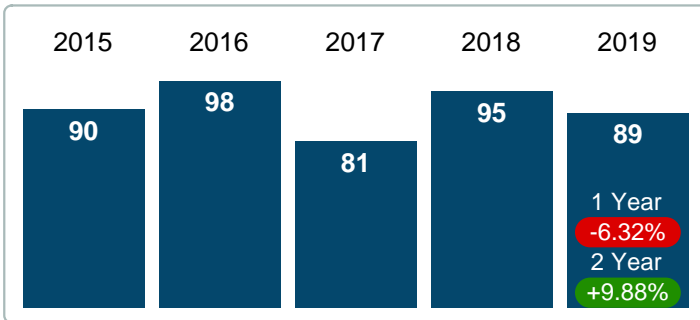


CLOSED LISTINGS

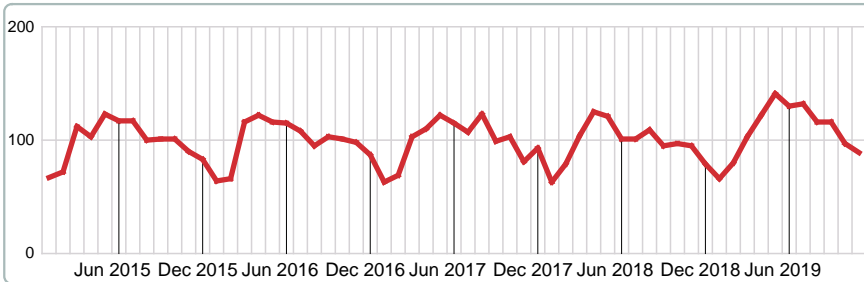
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NOVEMBER

YEAR TO DATE (YTD)

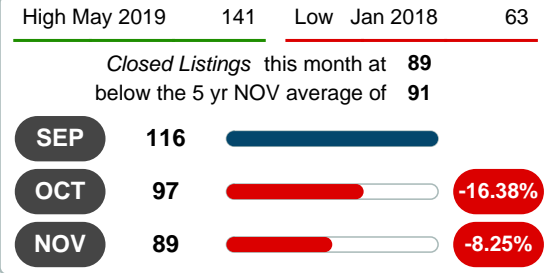


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 91



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	24.0	1	16	3	0
\$75,001-\$125,000	11	12.36%	9.0	2	7	2	0
\$125,001-\$175,000	21	23.60%	10.0	3	13	5	0
\$175,001-\$200,000	9	10.11%	55.0	0	2	6	1
\$200,001-\$250,000	18	20.22%	15.0	0	7	9	2
\$250,001 and up	10	11.24%	63.5	0	1	7	2
Total Closed Units	89			6	46	32	5
Total Closed Volume	15,640,493	100%	19.0	714.20K	5.10M	6.45M	3.37M
Median Closed Price	\$160,000			\$137,500	\$126,250	\$210,000	\$240,000



November 2019

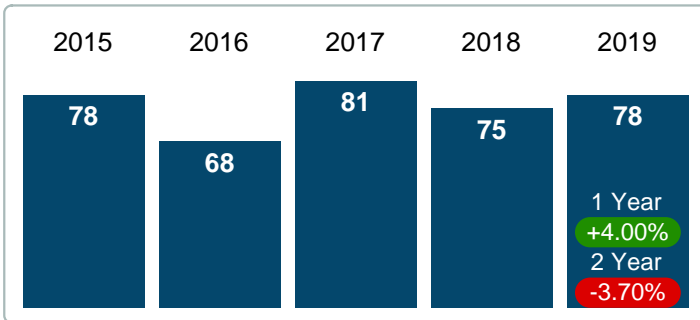
Area Delimited by School District Union - Sch Dist (9)



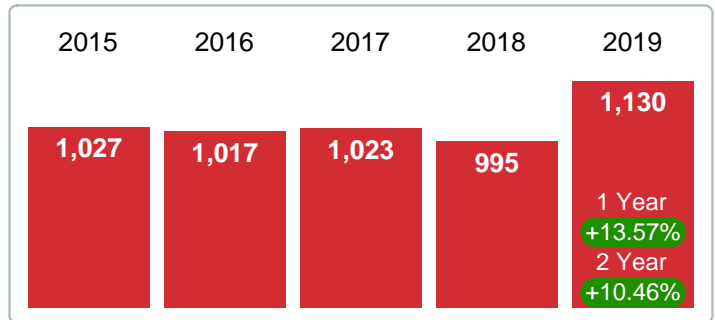
PENDING LISTINGS

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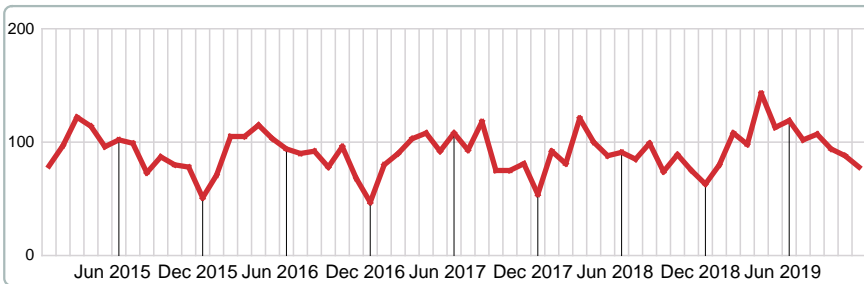
NOVEMBER



YEAR TO DATE (YTD)

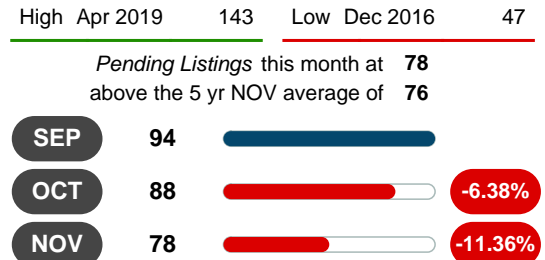


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 76



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.97%	21.0	1	5	1	0
\$75,001 - \$125,000	7	8.97%	10.0	2	5	0	0
\$125,001 - \$150,000	13	16.67%	4.0	1	11	1	0
\$150,001 - \$175,000	12	15.38%	4.5	0	9	3	0
\$175,001 - \$225,000	21	26.92%	18.0	1	8	12	0
\$225,001 - \$250,000	9	11.54%	50.0	0	3	5	1
\$250,001 and up	9	11.54%	85.0	0	0	5	4
Total Pending Units	78			5	41	27	5
Total Pending Volume	13,631,211	100%	15.5	580.20K	5.81M	5.77M	1.47M
Median Listing Price	\$178,750			\$125,000	\$149,900	\$219,900	\$298,500



November 2019

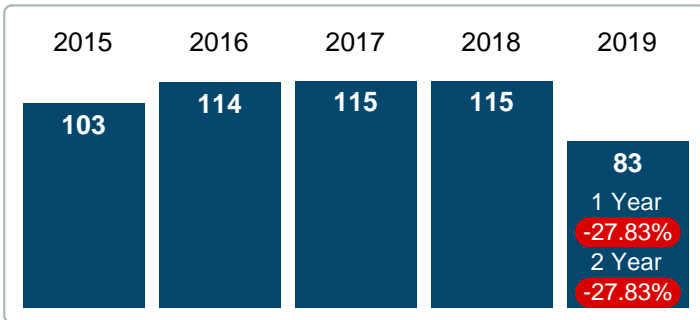
Area Delimited by School District Union - Sch Dist (9)



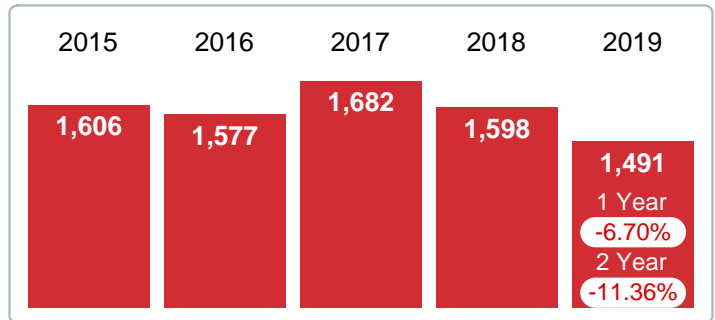
NEW LISTINGS

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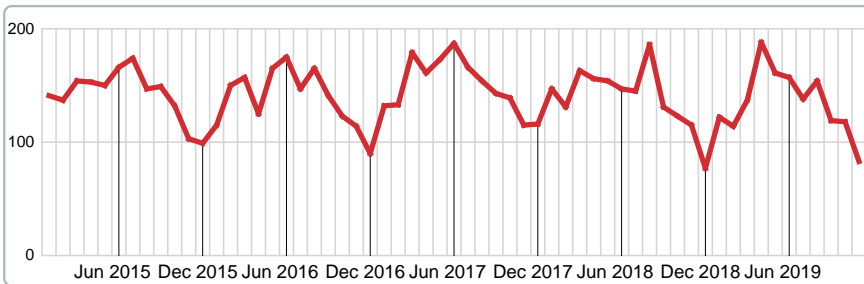
NOVEMBER



YEAR TO DATE (YTD)

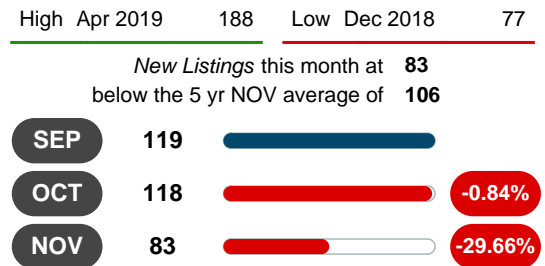


5 YEAR MARKET ACTIVITY TRENDS



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-\$25,000	15	18.07%	2	12	1	0
\$25,001-\$125,000	9	10.84%	7	2	0	0
\$125,001-\$175,000	20	24.10%	0	15	5	0
\$175,001-\$225,000	17	20.48%	0	10	7	0
\$225,001-\$325,000	13	15.66%	1	3	9	0
\$325,001 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
Median New Listed Listing Price	\$169,900		\$35,000	\$145,500	\$217,400	\$396,400



November 2019

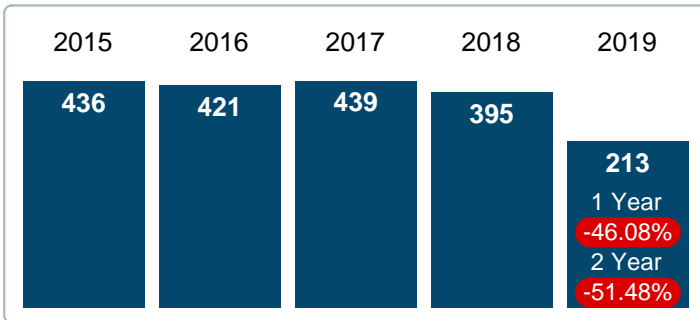
Area Delimited by School District Union - Sch Dist (9)



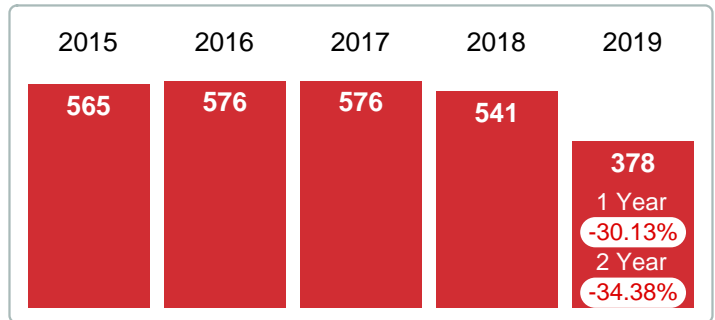
ACTIVE INVENTORY

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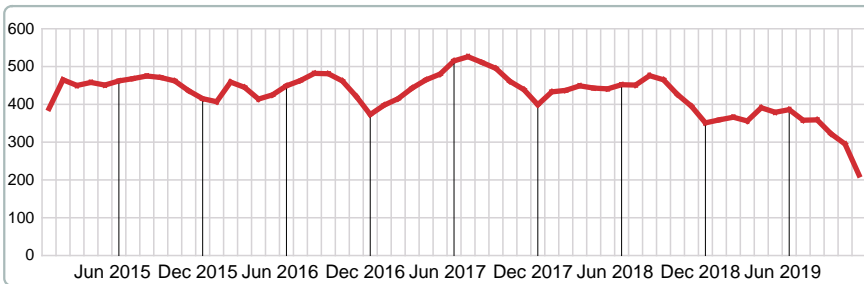
END OF NOVEMBER



ACTIVE DURING NOVEMBER

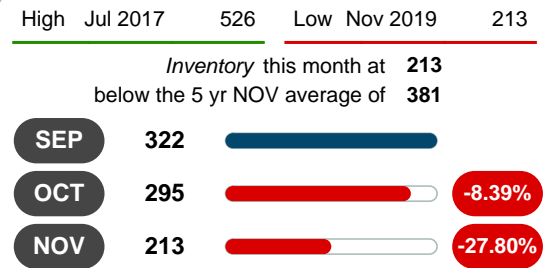


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 381



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	85.0	0	0	0	0
\$1-\$100,000	44	20.66%	37.0	16	22	5	1
\$100,001-\$175,000	31	14.55%	64.0	2	25	4	0
\$175,001-\$225,000	50	23.47%	59.0	1	26	23	0
\$225,001-\$275,000	38	17.84%	53.5	3	4	28	3
\$275,001-\$425,000	28	13.15%	73.0	3	3	18	4
\$425,001 and up	22	10.33%	57.5	5	2	7	8
Total Active Inventory by Units		213		30	82	85	16
Total Active Inventory by Volume		59,686,849	100%	10.07M	14.52M	22.97M	12.12M
Median Active Inventory Listing Price		\$210,000		\$88,750	\$167,950	\$244,000	\$394,900

November 2019



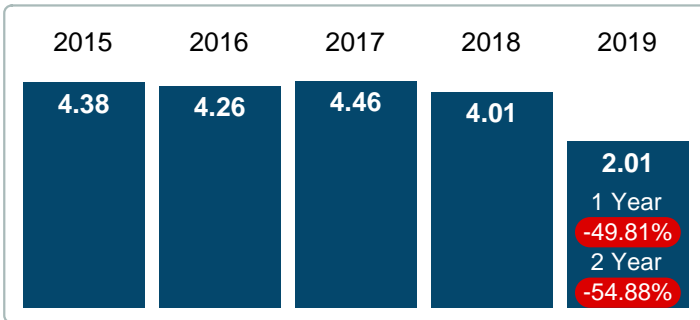
Area Delimited by School District Union - Sch Dist (9)



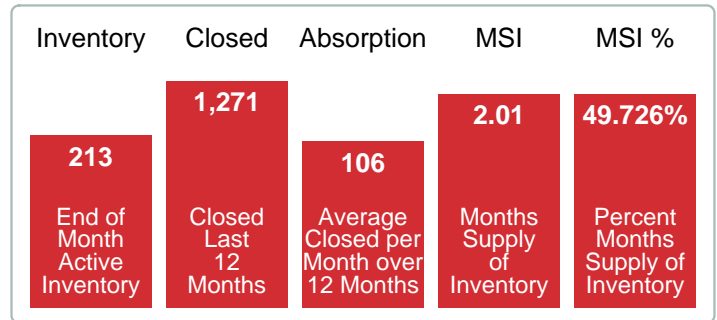
MONTHS SUPPLY of INVENTORY (MSI)

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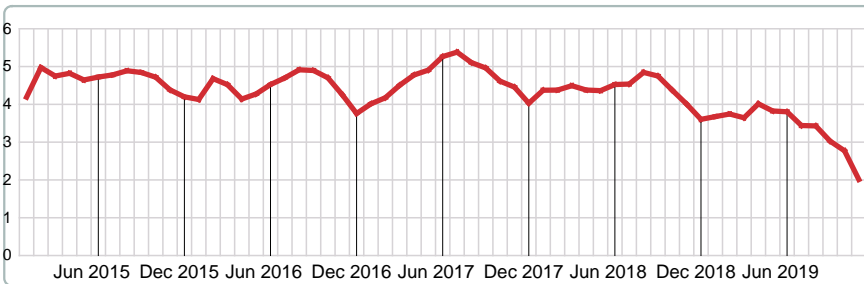
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

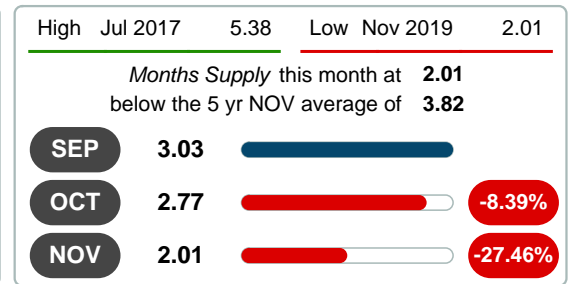


5 YEAR MARKET ACTIVITY TRENDS



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

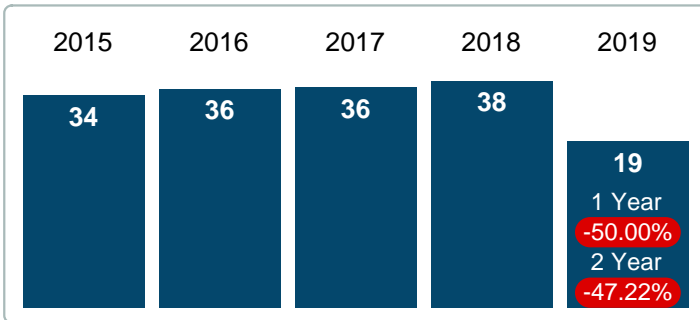
Area Delimited by School District Union - Sch Dist (9)



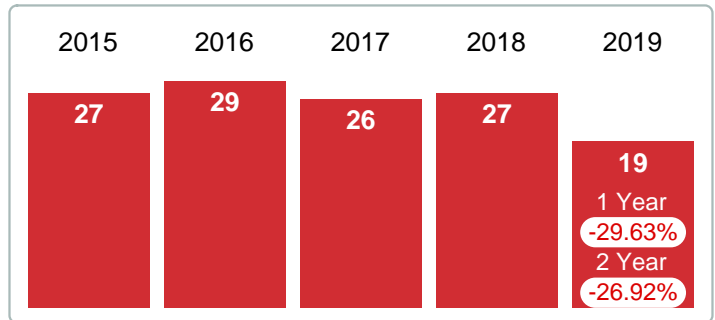
MEDIAN DAYS ON MARKET TO SALE

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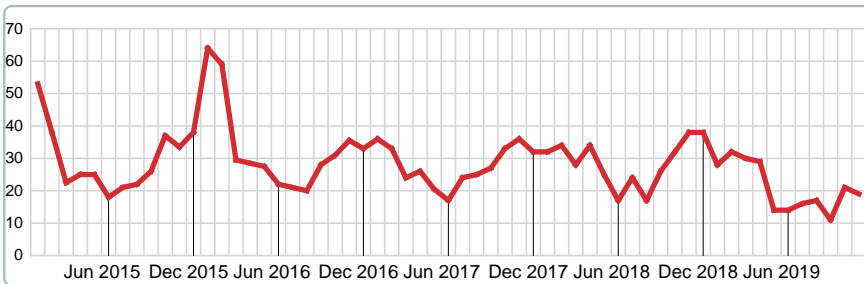
NOVEMBER



YEAR TO DATE (YTD)

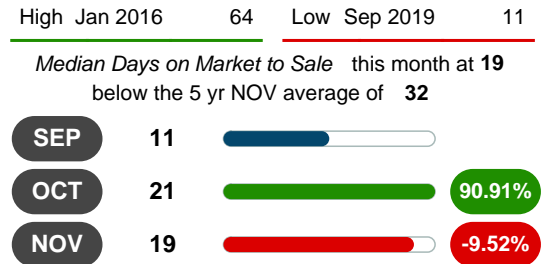


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



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
\$0 and less	0	0.00%	58	0	0	0	0
\$1-\$75,000	20	22.47%	24	41	19	57	0
\$75,001-\$125,000	11	12.36%	9	10	19	3	0
\$125,001-\$175,000	21	23.60%	10	43	12	7	0
\$175,001-\$200,000	9	10.11%	55	0	9	65	58
\$200,001-\$250,000	18	20.22%	15	0	11	25	18
\$250,001 and up	10	11.24%	64	0	50	77	45
Median Closed DOM	19		19.0	26	13	49	34
Total Closed Units	89	100%	19.0	6	46	32	5
Total Closed Volume	15,640,493			714.20K	5.10M	6.45M	3.37M



November 2019

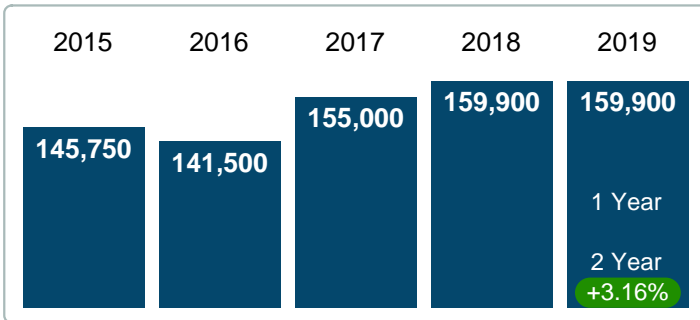
Area Delimited by School District Union - Sch Dist (9)



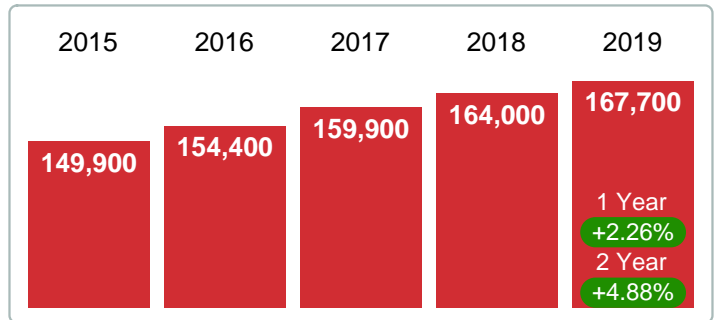
MEDIAN LIST PRICE AT CLOSING

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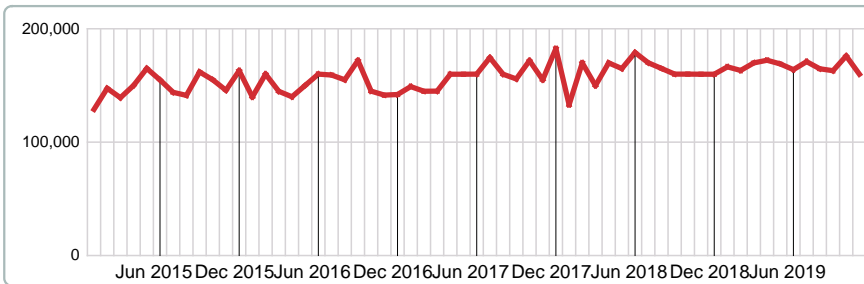
NOVEMBER



YEAR TO DATE (YTD)

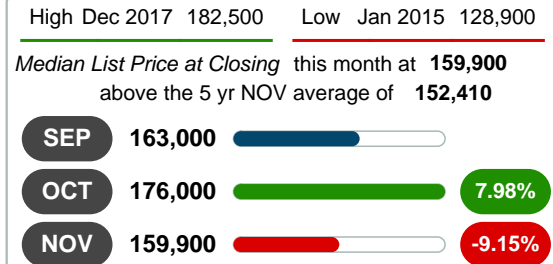


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 152,410



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
\$0 and less	0	0.00%	64	0	0	0	0
\$1-\$75,000	20	22.47%	1,313	1,195	1,263	1,990	0
\$75,001-\$125,000	12	13.48%	116,450	122,950	95,000	124,900	0
\$125,001-\$175,000	21	23.60%	155,000	163,000	155,000	171,000	0
\$175,001-\$200,000	8	8.99%	187,000	0	184,500	189,500	189,000
\$200,001-\$250,000	16	17.98%	227,290	0	219,900	230,000	232,500
\$250,001 and up	12	13.48%	314,950	0	374,900	289,000	1,512,500
Median List Price			159,900	137,500	127,500	209,950	240,000
Total Closed Units		100%	159,900	6	46	32	5
Total Closed Volume			16,126,790	729.10K	5.16M	6.56M	3.68M



November 2019

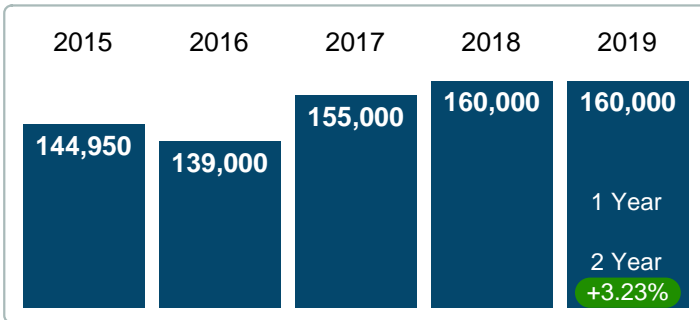
Area Delimited by School District Union - Sch Dist (9)



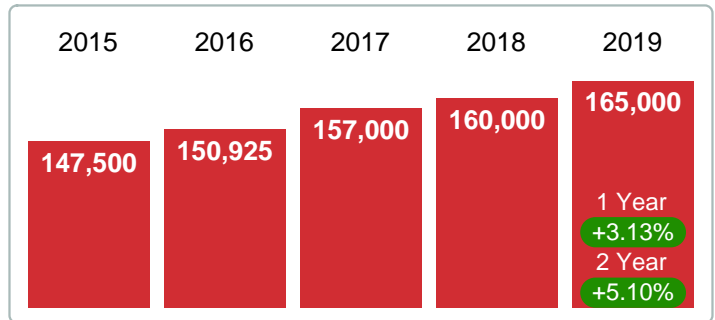
MEDIAN SOLD PRICE AT CLOSING

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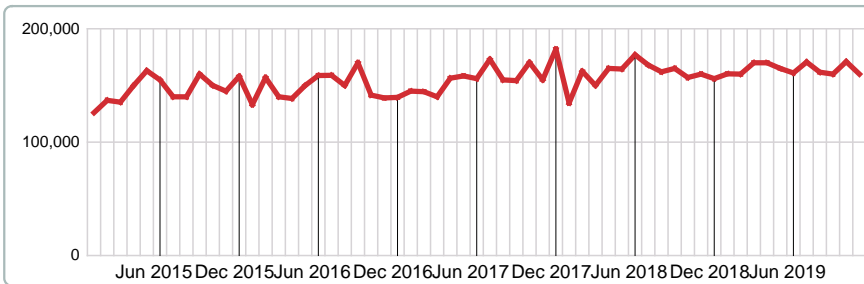
NOVEMBER



YEAR TO DATE (YTD)

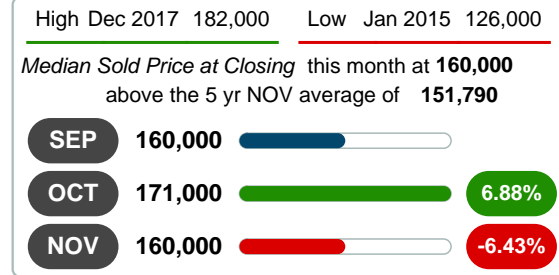


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 151,790



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
\$0 and less	0	0.00%	314,950	0	0	0	0
\$1-\$75,000	20	22.47%	1,313	1,195	1,238	1,990	0
\$75,001-\$125,000	11	12.36%	112,000	118,500	93,500	107,500	0
\$125,001-\$175,000	21	23.60%	155,000	163,000	155,000	155,500	0
\$175,001-\$200,000	9	10.11%	187,269	0	184,500	189,634	189,750
\$200,001-\$250,000	18	20.22%	229,790	0	210,500	230,000	230,500
\$250,001 and up	10	11.24%	308,500	0	356,500	303,000	1,359,000
Median Sold Price			160,000	137,500	126,250	210,000	240,000
Total Closed Units		100%	160,000	6	46	32	5
Total Closed Volume			15,640,493	714.20K	5.10M	6.45M	3.37M

November 2019



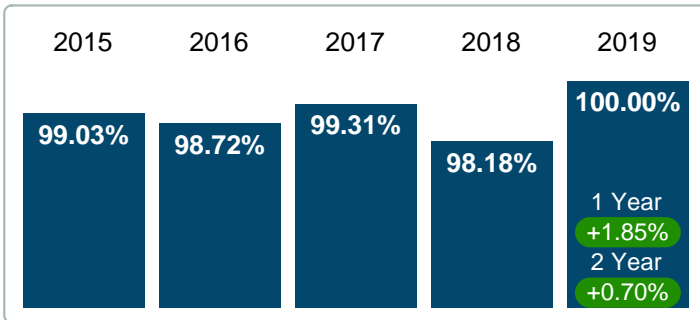
Area Delimited by School District Union - Sch Dist (9)



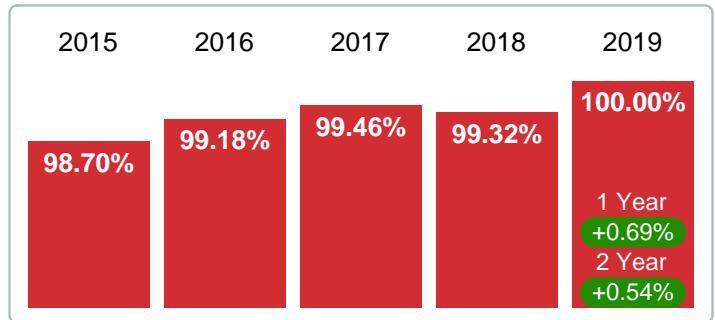
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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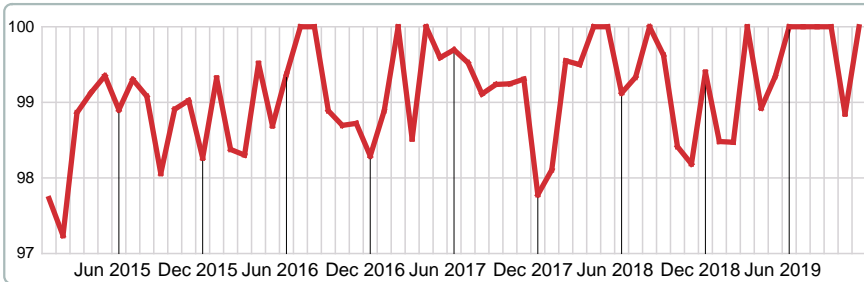
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

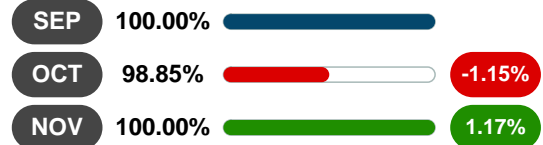


3 MONTHS

5 year NOV AVG = 99.05%

High Nov 2019 100.00% Low Feb 2015 97.24%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **99.05%**



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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	20	22.47%	100.00%	100.00%	100.00%	100.00%	0.00%
\$75,001-\$125,000	11	12.36%	100.00%	96.32%	100.00%	96.00%	0.00%
\$125,001-\$175,000	21	23.60%	100.00%	100.00%	100.00%	100.88%	0.00%
\$175,001-\$200,000	9	10.11%	100.05%	0.00%	100.00%	100.67%	100.40%
\$200,001-\$250,000	18	20.22%	100.00%	0.00%	100.00%	100.00%	99.11%
\$250,001 and up	10	11.24%	96.38%	0.00%	95.09%	98.18%	91.61%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.22%
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



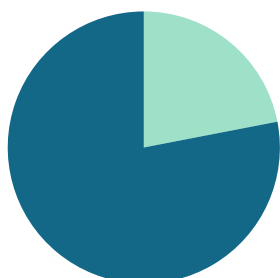
Area Delimited by School District Union - Sch Dist (9)



MARKET SUMMARY

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

INVENTORY

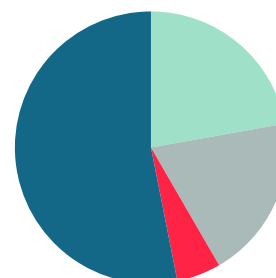


Inventory
 New Listings
83 = 21.96%
 Start Inventory
295
 Total Inventory Units
378
 Volume
\$92,454,373

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%
Median List Price	159,900	159,900	0.00%	164,000	167,700	2.26%
Median Sale Price	160,000	160,000	0.00%	160,000	165,000	3.13%
Median Percent of Selling Price to List Price	98.18%	100.00%	1.85%	99.32%	100.00%	0.69%
Median Days on Market to Sale	38.00	19.00	-50.00%	27.00	19.00	-29.63%
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

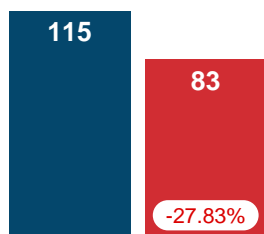
Inventory on November 30, 2019 = **213**

2018 **2019**

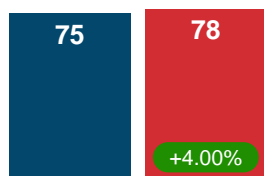
NOVEMBER MARKET

MEDIAN PRICES

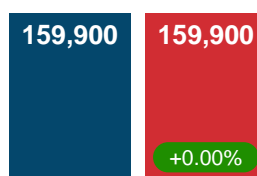
New Listings



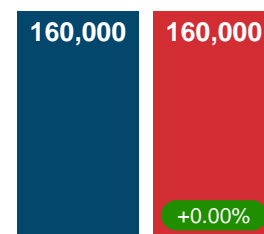
Pending Listings



List Price



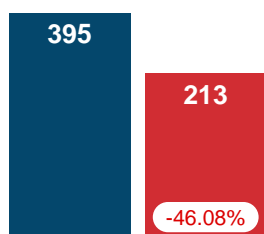
Sale Price



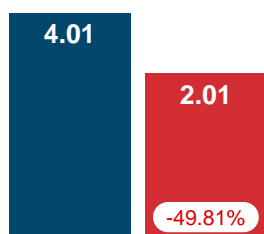
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

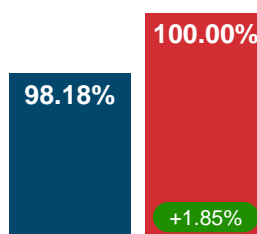
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

