



# September 2019

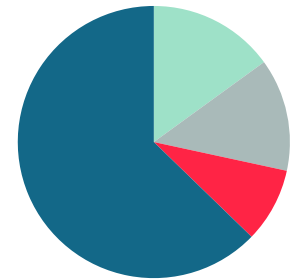
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	67	83	23.88%
Pending Listings	67	74	10.45%
New Listings	109	122	11.93%
Average List Price	155,631	167,962	7.92%
Average Sale Price	150,941	163,133	8.08%
Average Percent of Selling Price to List Price	99.83%	97.26%	-2.57%
Average Days on Market to Sale	42.07	43.05	2.31%
End of Month Inventory	491	347	-29.33%
Months Supply of Inventory	6.98	4.60	-34.09%



■ Closed (15.01%)  
■ Pending (13.38%)  
■ Other OffMarket (8.86%)  
■ Active (62.75%)

**Absorption:** Last 12 months, an Average of **75 Sales/Month Active Inventory** as of September 30, 2019 = **347**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **29.33%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 75 closed sales per month. This represents an unsold inventory index of **4.60** 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 **8.08%** in September 2019 to \$163,133 versus the previous year at \$150,941.

#### Average Days on Market Lengthens

The average number of **43.05** days that homes spent on the market before selling increased by 0.97 days or **2.31%** in September 2019 compared to last year's same month at **42.07** DOM.

#### Sales Success for September 2019 is Positive

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

There were 122 New Listings in September 2019, up **11.93%** from last year at 109. Furthermore, there were 83 Closed Listings this month versus last year at 67, a **23.88%** increase.

Closed versus Listed trends yielded a **68.0%** ratio, up from previous year's, September 2018, at **61.5%**, a **10.68%** 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

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

### 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



# September 2019

Area Delimited by County Of Creek

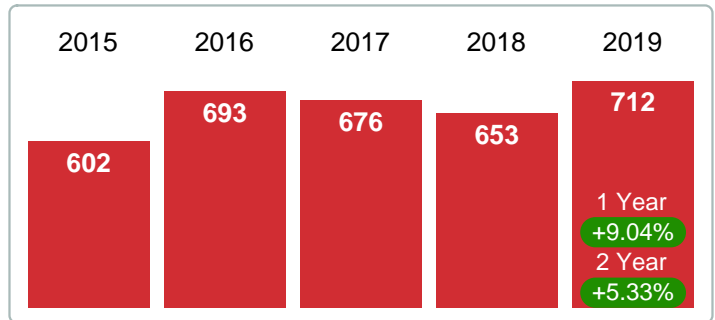
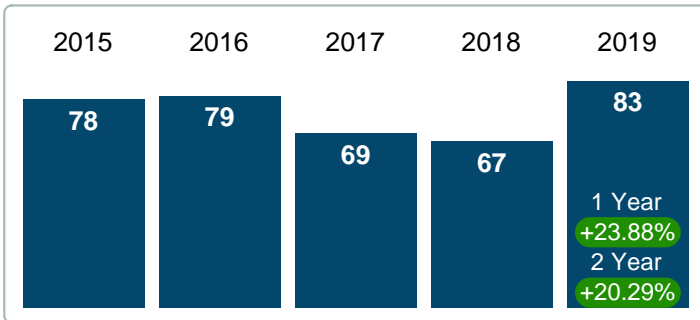


## CLOSED LISTINGS

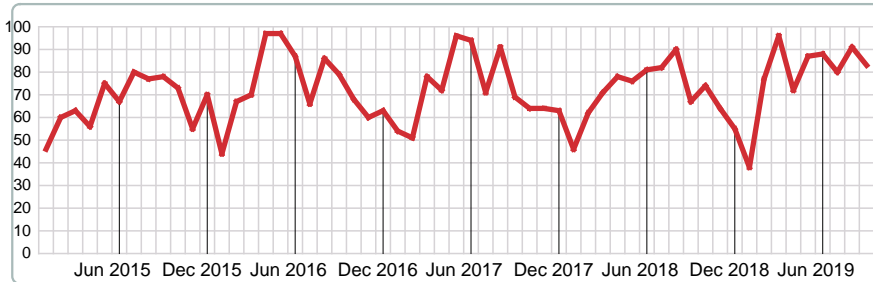
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### SEPTEMBER

### YEAR TO DATE (YTD)

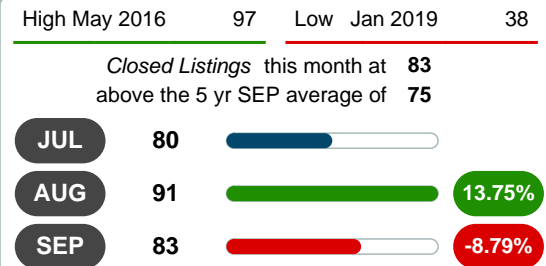


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 75



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	6.02%	56.0	3	2	0	0
\$25,001 - \$75,000	13	15.66%	36.1	5	8	0	0
\$75,001 - \$100,000	7	8.43%	37.0	0	6	1	0
\$100,001 - \$150,000	20	24.10%	43.1	2	13	5	0
\$150,001 - \$200,000	15	18.07%	29.4	0	12	3	0
\$200,001 - \$300,000	14	16.87%	55.4	0	9	4	1
\$300,001 and up	9	10.84%	54.1	0	4	5	0
<b>Total Closed Units</b>	<b>83</b>			<b>10</b>	<b>54</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>13,540,075</b>	<b>100%</b>	<b>43.0</b>	<b>525.33K</b>	<b>8.16M</b>	<b>4.59M</b>	<b>272.50K</b>
<b>Average Closed Price</b>	<b>\$163,133</b>			<b>\$52,533</b>	<b>\$151,055</b>	<b>\$254,739</b>	<b>\$272,500</b>



# September 2019

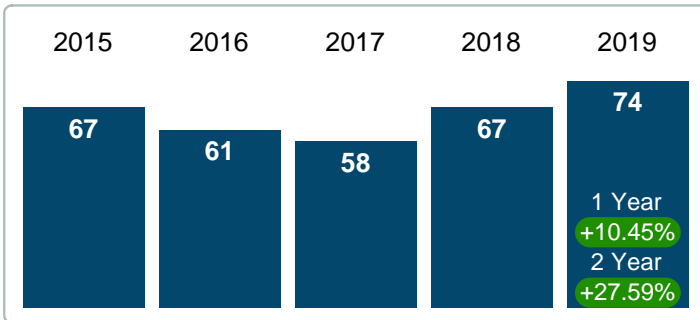
Area Delimited by County Of Creek



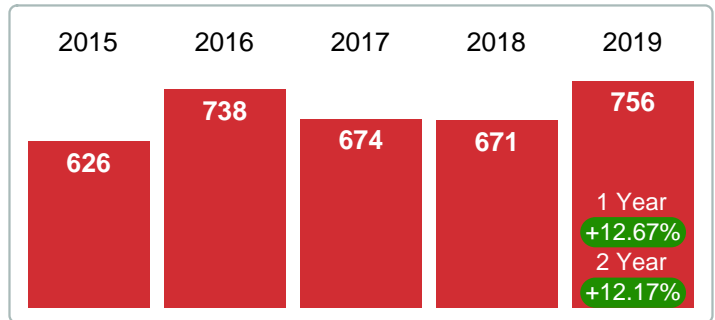
## PENDING LISTINGS

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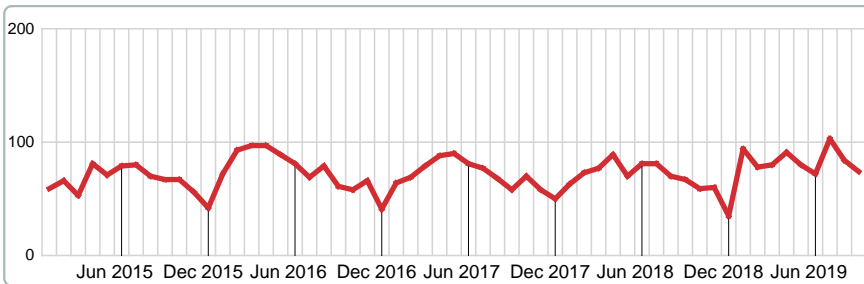
### SEPTEMBER



### YEAR TO DATE (YTD)

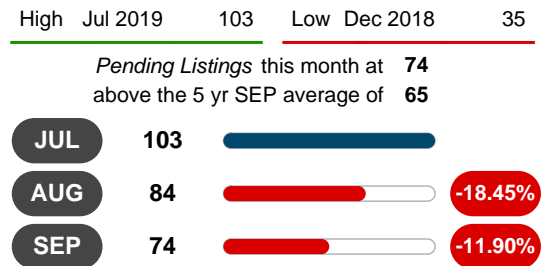


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 65



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.11%	14.3	2	4	0	0
\$50,001 - \$90,000	8	10.81%	55.9	5	3	0	0
\$90,001 - \$130,000	13	17.57%	46.7	5	6	2	0
\$130,001 - \$170,000	19	25.68%	25.3	4	10	5	0
\$170,001 - \$210,000	9	12.16%	52.7	1	3	5	0
\$210,001 - \$270,000	9	12.16%	95.8	1	3	5	0
\$270,001 and up	10	13.51%	22.9	3	3	4	0
<b>Total Pending Units</b>	<b>74</b>			<b>21</b>	<b>32</b>	<b>21</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,858,500</b>	<b>100%</b>	<b>36.7</b>	<b>3.48M</b>	<b>4.91M</b>	<b>4.47M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$138,883</b>			<b>\$165,790</b>	<b>\$153,434</b>	<b>\$212,714</b>	<b>\$0</b>



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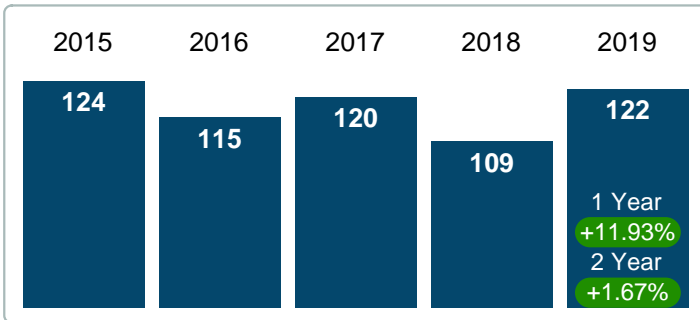
Area Delimited by County Of Creek



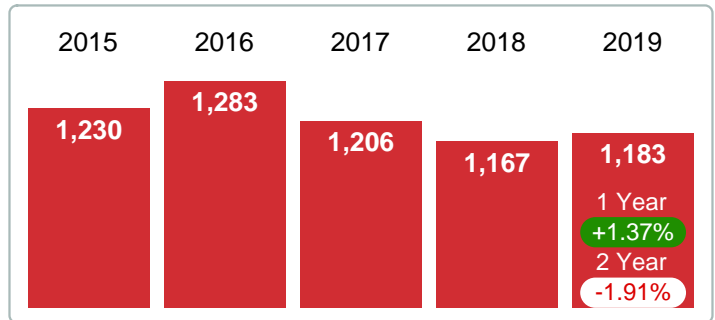
## NEW LISTINGS

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

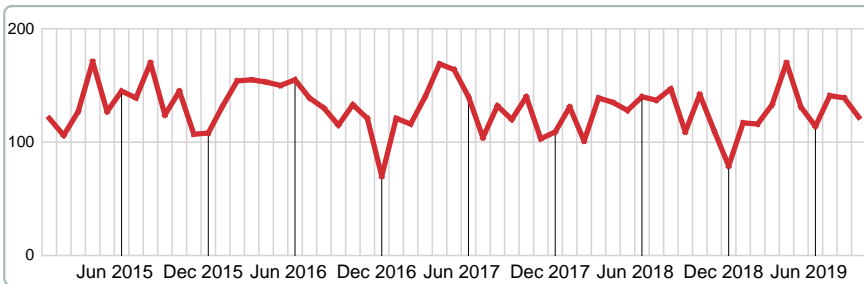
### SEPTEMBER



### YEAR TO DATE (YTD)

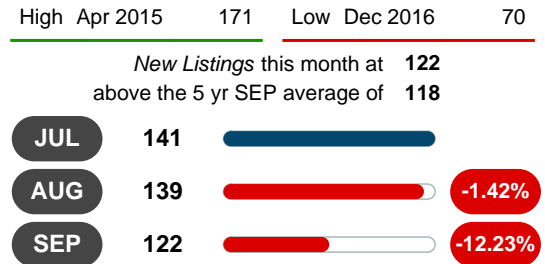


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 118



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	13	10.66%	10	2	1	0
\$30,001 - \$50,000	13	10.66%	10	3	0	0
\$50,001 - \$100,000	26	21.31%	21	5	0	0
\$100,001 - \$150,000	22	18.03%	8	12	2	0
\$150,001 - \$190,000	19	15.57%	2	13	4	0
\$190,001 - \$320,000	16	13.11%	6	7	2	1
\$320,001 and up	13	10.66%	5	1	6	1
<b>Total New Listed Units</b>	<b>122</b>		<b>62</b>	<b>43</b>	<b>15</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>22,015,350</b>	<b>100%</b>	<b>11.08M</b>	<b>6.39M</b>	<b>3.77M</b>	<b>774.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$75,431</b>		<b>\$178,765</b>	<b>\$148,649</b>	<b>\$251,007</b>	<b>\$387,450</b>



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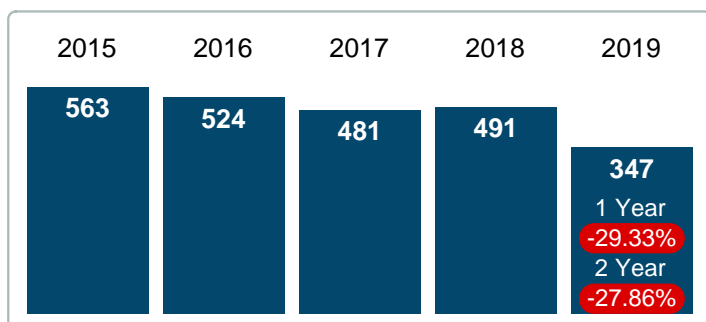
Area Delimited by County Of Creek



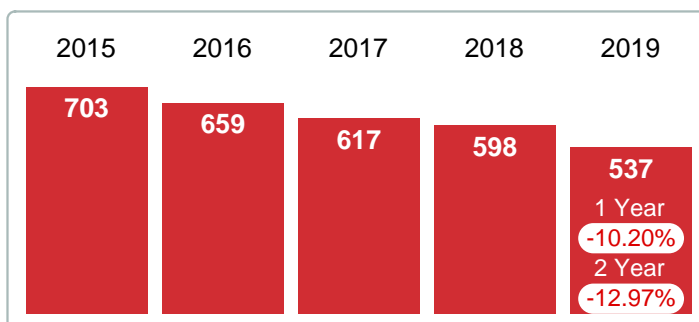
## ACTIVE INVENTORY

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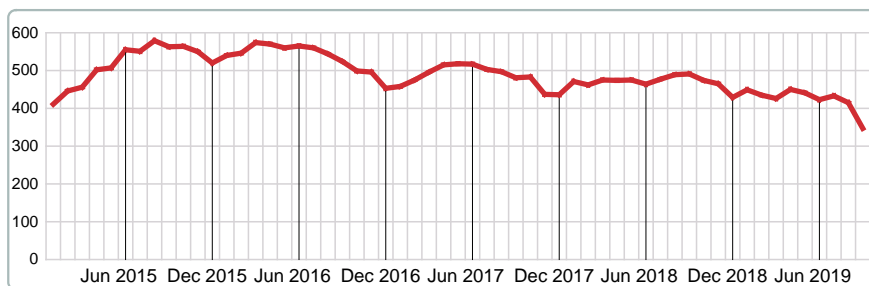
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

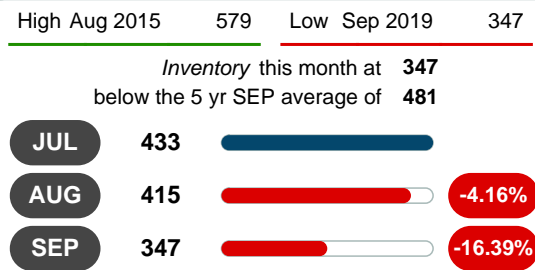


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 481



### 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	21	6.05%	57.5	18	0	3	0
\$25,001 - \$75,000	56	16.14%	65.8	47	7	2	0
\$75,001 - \$100,000	43	12.39%	61.8	29	11	1	2
\$100,001 - \$175,000	98	28.24%	73.1	42	46	10	0
\$175,001 - \$275,000	53	15.27%	72.8	17	26	9	1
\$275,001 - \$475,000	42	12.10%	81.3	18	8	13	3
\$475,001 and up	34	9.80%	93.8	15	5	10	4
<b>Total Active Inventory by Units</b>	<b>347</b>			<b>186</b>	<b>103</b>	<b>48</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>82,866,261</b>	<b>100%</b>	<b>72.6</b>	<b>39.06M</b>	<b>20.14M</b>	<b>17.44M</b>	<b>6.22M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$238,808</b>			<b>\$209,992</b>	<b>\$195,524</b>	<b>\$363,425</b>	<b>\$622,430</b>



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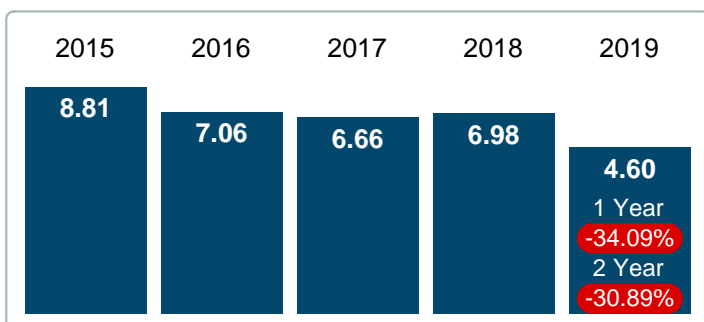
Area Delimited by County Of Creek



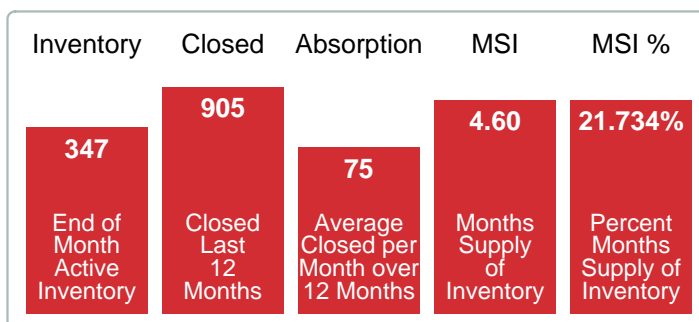
## MONTHS SUPPLY of INVENTORY (MSI)

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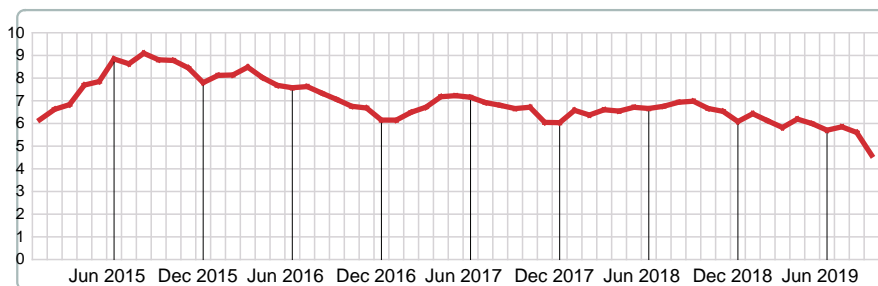
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019



### 5 YEAR MARKET ACTIVITY TRENDS

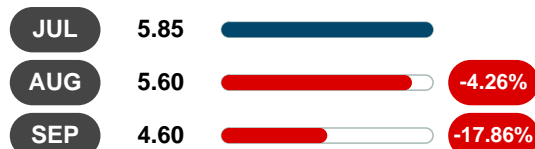


### 3 MONTHS

5 year SEP AVG = 6.82

High Aug 2015 9.09 Low Sep 2019 4.60

Months Supply this month at 4.60 below the 5 yr SEP average of 6.82



### 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
\$25,000 and less	21	6.05%	3.41	5.40	0.00	12.00	0.00
\$25,001 - \$75,000	56	16.14%	4.00	6.64	1.09	6.00	0.00
\$75,001 - \$100,000	43	12.39%	4.91	10.88	1.91	4.00	24.00
\$100,001 - \$175,000	98	28.24%	3.68	10.72	2.51	2.55	0.00
\$175,001 - \$275,000	53	15.27%	4.05	12.75	3.43	2.51	1.71
\$275,001 - \$475,000	42	12.10%	6.90	54.00	3.56	4.46	5.14
\$475,001 and up	34	9.80%	51.00	90.00	0.00	30.00	24.00
Market Supply of Inventory (MSI)			4.60	9.88	2.40	4.14	4.80
Total Active Inventory by Units		100%	4.60	186	103	48	10

# September 2019



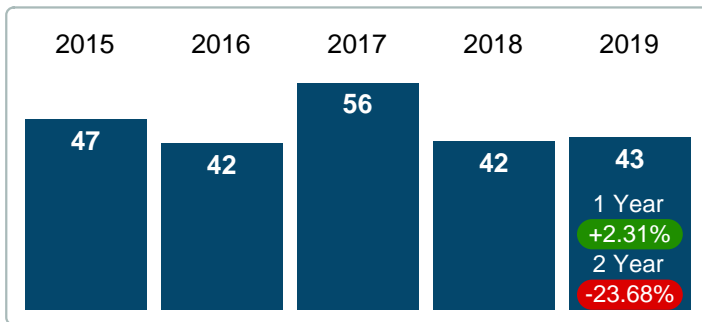
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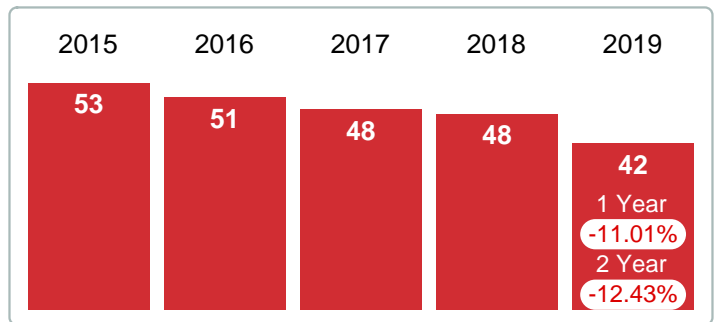
## AVERAGE DAYS ON MARKET TO SALE

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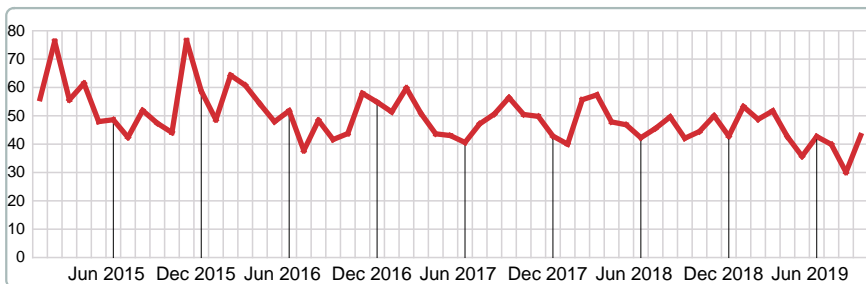
### SEPTEMBER



### YEAR TO DATE (YTD)

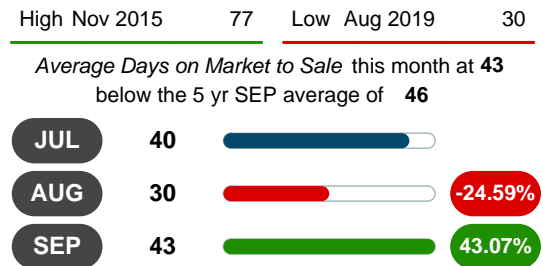


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 46



### 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
\$25,000 and less	6.02%	56	74	30	0	0
\$25,001 - \$75,000	15.66%	36	20	46	0	0
\$75,001 - \$100,000	8.43%	37	0	35	47	0
\$100,001 - \$150,000	24.10%	43	12	52	31	0
\$150,001 - \$200,000	18.07%	29	0	31	23	0
\$200,001 - \$300,000	16.87%	55	0	50	79	7
\$300,001 and up	10.84%	54	0	20	82	0
<b>Average Closed DOM</b>		<b>43</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>83</b>	<b>10</b>	<b>54</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,540,075</b>	<b>525.33K</b>	<b>8.16M</b>	<b>4.59M</b>	<b>272.50K</b>



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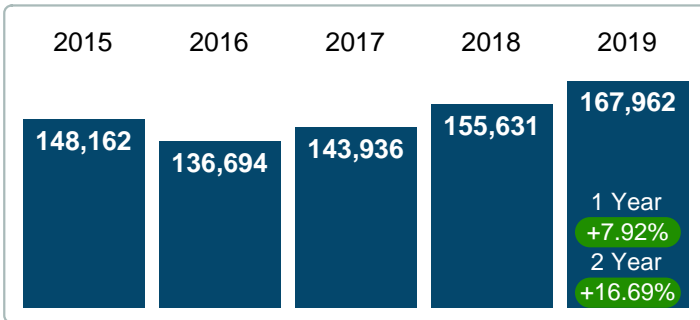
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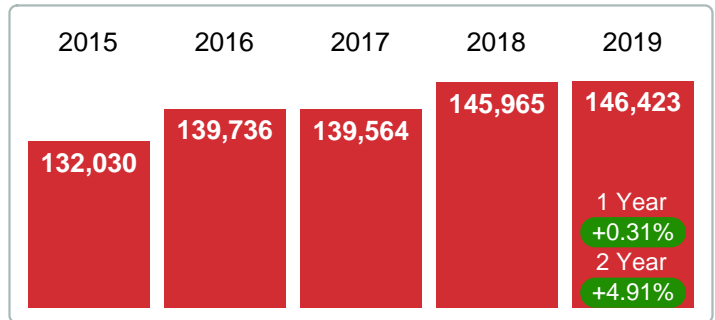
## AVERAGE LIST PRICE AT CLOSING

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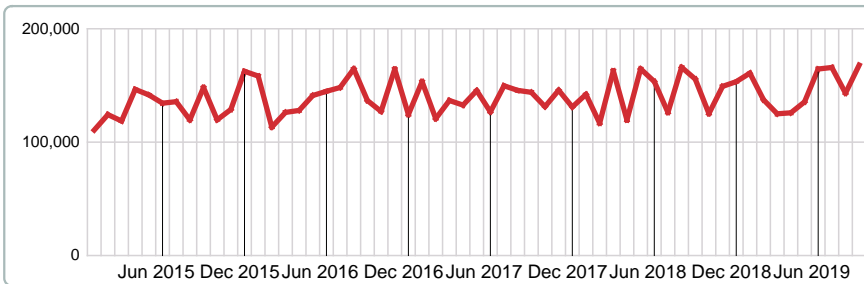
### SEPTEMBER



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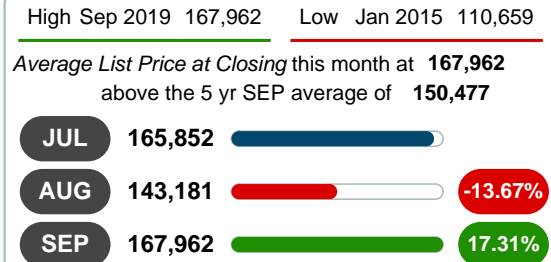


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 150,477



### 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
\$25,000 and less	5	6.02%	8,865	14,042	1,100	0	0
\$25,001 - \$75,000	12	14.46%	55,513	58,390	56,338	0	0
\$75,001 - \$100,000	7	8.43%	92,829	0	97,567	109,500	0
\$100,001 - \$150,000	20	24.10%	129,225	104,950	130,277	142,080	0
\$150,001 - \$200,000	18	21.69%	173,328	0	169,542	181,233	0
\$200,001 - \$300,000	12	14.46%	254,250	0	230,789	272,400	275,000
\$300,001 and up	9	10.84%	425,022	0	371,350	467,960	0
Average List Price			167,962	54,398	154,239	266,278	275,000
Total Closed Units		100%	167,962	10	54	18	1
Total Closed Volume			13,940,875	543.98K	8.33M	4.79M	275.00K





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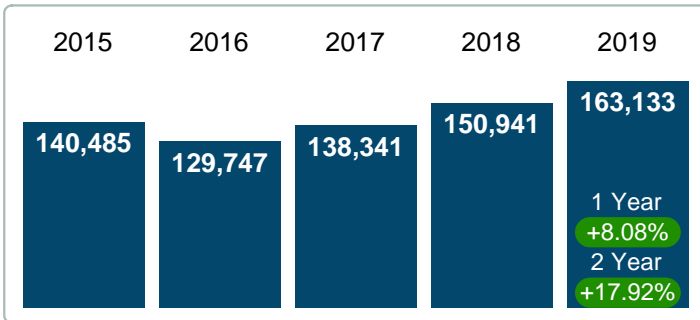
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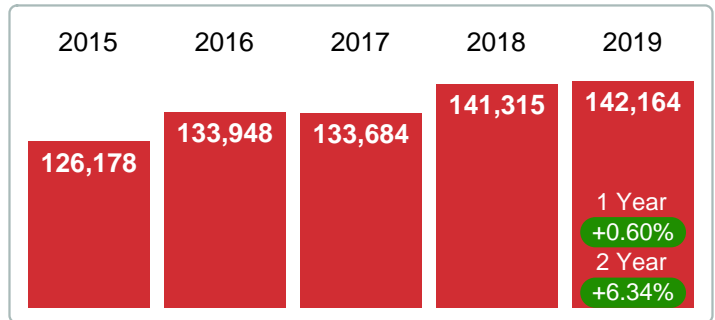
## AVERAGE SOLD PRICE AT CLOSING

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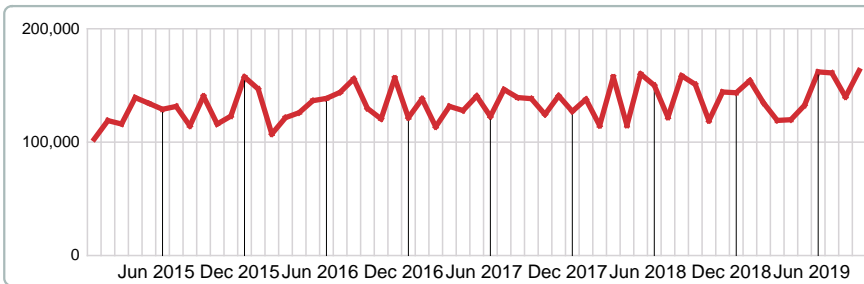
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

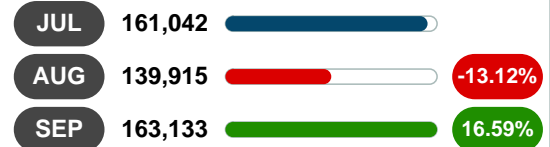


### 3 MONTHS

5 year SEP AVG = 144,529

High Sep 2019 163,133 Low Jan 2015 102,711

Average Sold Price at Closing this month at **163,133** above the 5 yr SEP average of **144,529**



### 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
\$25,000 and less	6.02%	8,385	13,242	1,100	0	0
\$25,001 - \$75,000	15.66%	54,765	54,520	54,919	0	0
\$75,001 - \$100,000	8.43%	91,357	0	92,000	87,500	0
\$100,001 - \$150,000	24.10%	127,355	106,500	127,846	134,420	0
\$150,001 - \$200,000	18.07%	167,607	0	166,308	172,800	0
\$200,001 - \$300,000	16.87%	241,729	0	229,089	262,475	272,500
\$300,001 and up	10.84%	411,256	0	360,975	451,480	0
<b>Average Sold Price</b>		<b>163,133</b>	<b>52,533</b>	<b>151,055</b>	<b>254,739</b>	<b>272,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>163,133</b>	<b>10</b>	<b>54</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,540,075</b>	<b>525.33K</b>	<b>8.16M</b>	<b>4.59M</b>	<b>272.50K</b>

# September 2019

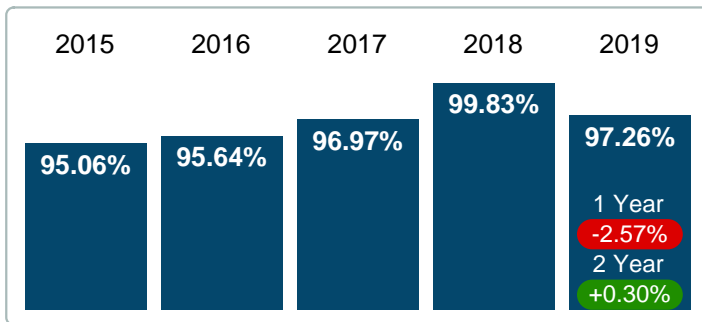
Area Delimited by County Of Creek



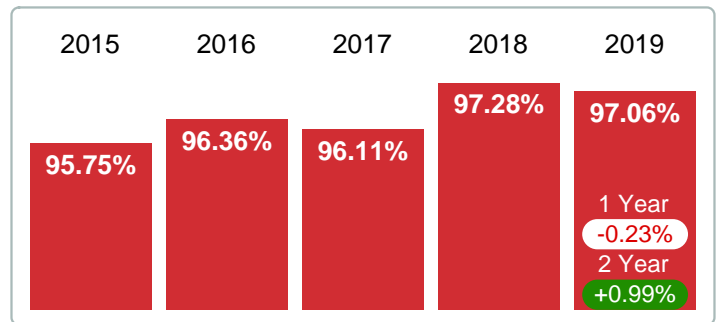
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

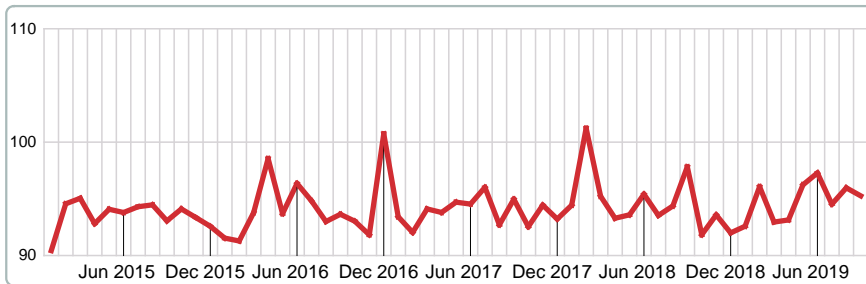
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

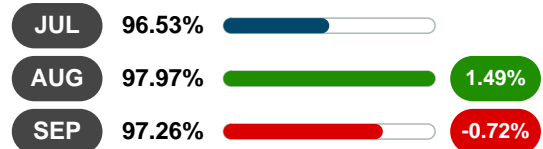


### 3 MONTHS

5 year SEP AVG = 96.95%

High Feb 2018 103.22% Low Jan 2015 92.43%

Average Sold/List Ratio this month at **97.26%**  
equal to 5 yr SEP average of **96.95%**



### 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
\$25,000 and less	5	6.02%	97.71%	96.19%	100.00%	0.00%	0.00%
\$25,001 - \$75,000	13	15.66%	97.24%	94.10%	99.20%	0.00%	0.00%
\$75,001 - \$100,000	7	8.43%	92.61%	0.00%	94.73%	79.91%	0.00%
\$100,001 - \$150,000	20	24.10%	97.57%	101.46%	98.08%	94.68%	0.00%
\$150,001 - \$200,000	15	18.07%	97.63%	0.00%	98.18%	95.44%	0.00%
\$200,001 - \$300,000	14	16.87%	98.61%	0.00%	99.55%	96.37%	99.09%
\$300,001 and up	9	10.84%	97.26%	0.00%	97.44%	97.11%	0.00%
Average Sold/List Ratio		97.30%		96.20%	98.16%	95.04%	99.09%
Total Closed Units		83	100%	10	54	18	1
Total Closed Volume		13,540,075		525.33K	8.16M	4.59M	272.50K

# September 2019

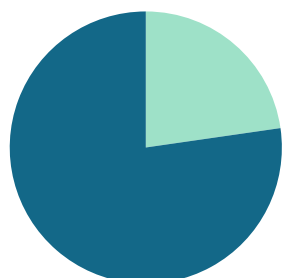
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

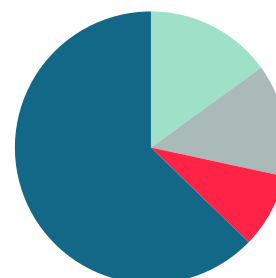


**Inventory**  
 New Listings  
**122 = 22.72%**  
 Start Inventory  
**415**  
 Total Inventory Units  
**537**  
 Volume  
**\$116,365,575**

### Market Activity

Closed Sales  
**83 = 15.01%**  
 Pending Sales  
**74 = 13.38%**  
 Other Off Market  
**49 = 8.86%**  
 Active Inventory  
**347 = 62.75%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	67	83	23.88%	653	712	9.04%
Pending Sales	67	74	10.45%	671	756	12.67%
New Listings	109	122	11.93%	1,167	1,183	1.37%
Average List Price	155,631	167,962	7.92%	145,965	146,423	0.31%
Average Sale Price	150,941	163,133	8.08%	141,315	142,164	0.60%
Average Percent of Selling Price to List Price	99.83%	97.26%	-2.57%	97.28%	97.06%	-0.23%
Average Days on Market to Sale	42.07	43.05	2.31%	47.63	42.38	-11.01%
Monthly Inventory	491	347	-29.33%	491	347	-29.33%
Months Supply of Inventory	6.98	4.60	-34.09%	6.98	4.60	-34.09%

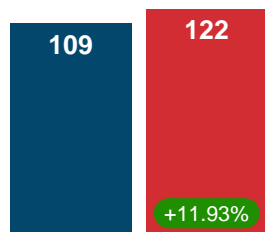
**Absorption:** Last 12 months, an Average of **75** Sales/Month

**Inventory** on September 30, 2019 = **347** 2018 2019

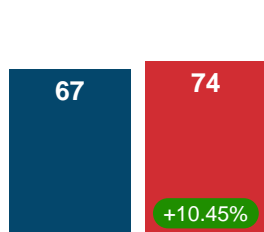
### SEPTEMBER MARKET

### AVERAGE PRICES

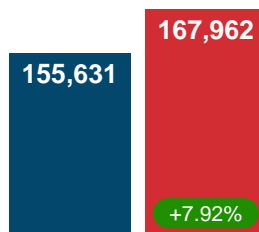
#### New Listings



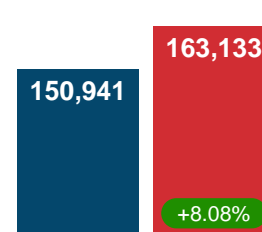
#### Pending Listings



#### List Price



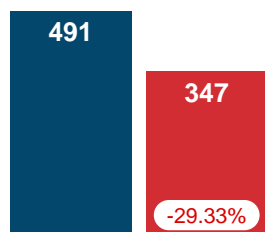
#### Sale Price



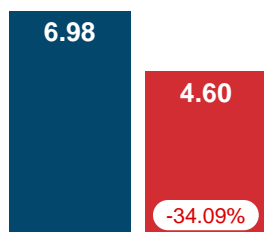
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

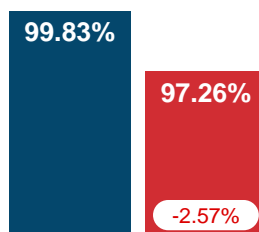
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

