



September 2019

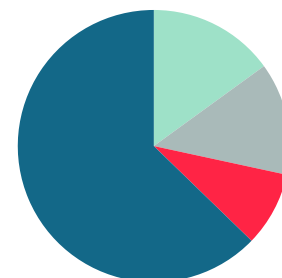
Area Delimited by County Of Creek



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%
Median List Price	129,900	145,000	11.62%
Median Sale Price	128,566	142,000	10.45%
Median Percent of Selling Price to List Price	97.68%	98.29%	0.63%
Median Days on Market to Sale	36.00	25.00	-30.56%
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.

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 **10.45%** in September 2019 to \$142,000 versus the previous year at \$128,566.

Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 11.00 days or **30.56%** in September 2019 compared to last year's same month at **36.00** DOM.

Sales Success for September 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 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.

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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



September 2019

Area Delimited by County Of Creek

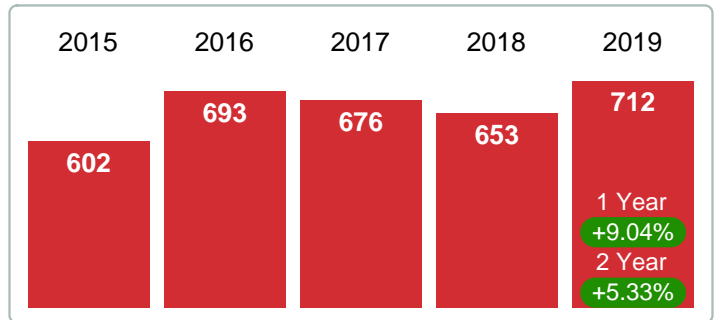
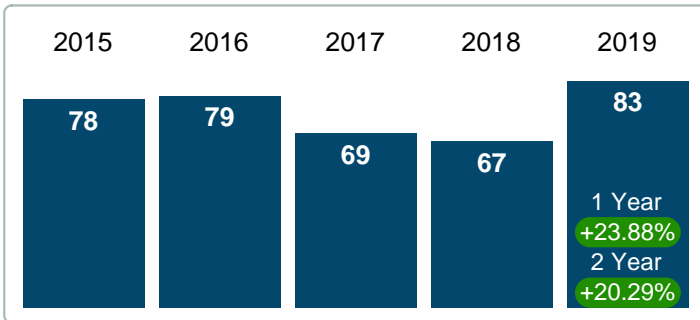


CLOSED LISTINGS

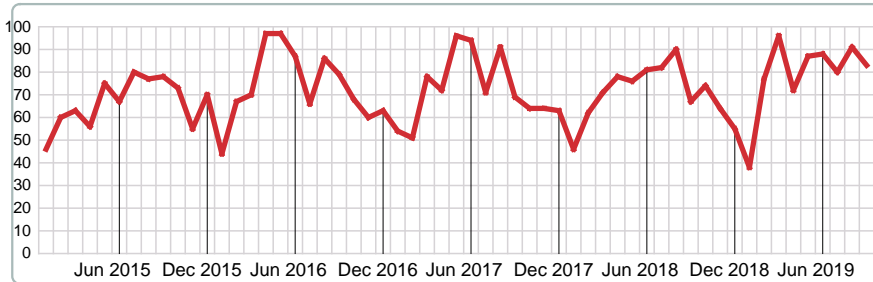
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SEPTEMBER

YEAR TO DATE (YTD)

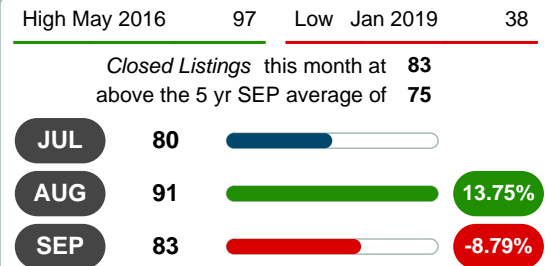


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 75



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.64%	74.5	4	4	0	0
\$40,001 - \$80,000	10	12.05%	9.0	4	6	0	0
\$80,001 - \$120,000	14	16.87%	28.5	2	11	1	0
\$120,001 - \$160,000	21	25.30%	19.0	0	15	6	0
\$160,001 - \$200,000	7	8.43%	27.0	0	5	2	0
\$200,001 - \$300,000	14	16.87%	46.5	0	9	4	1
\$300,001 and up	9	10.84%	47.0	0	4	5	0
Total Closed Units	83			10	54	18	1
Total Closed Volume	13,540,075	100%	25.0	525.33K	8.16M	4.59M	272.50K
Median Closed Price	\$142,000			\$57,000	\$144,500	\$215,500	\$272,500



September 2019

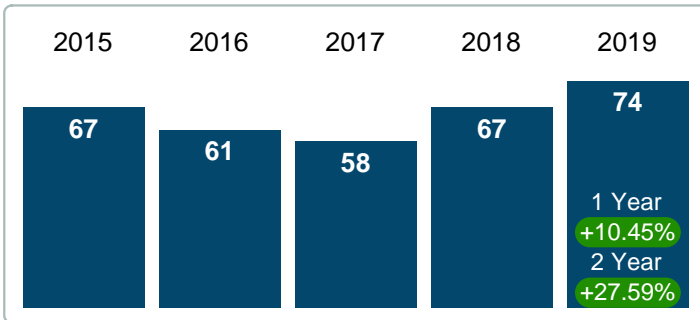
Area Delimited by County Of Creek



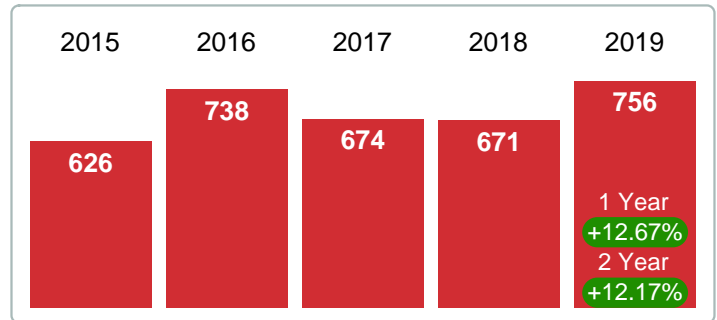
PENDING LISTINGS

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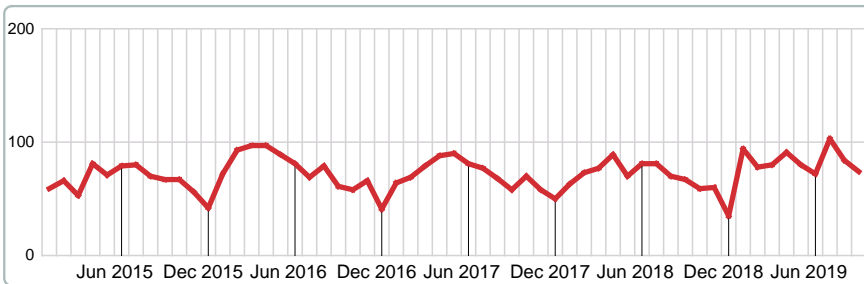
SEPTEMBER



YEAR TO DATE (YTD)

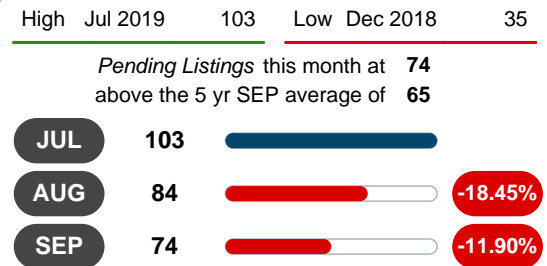


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 65



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.11%	7.5	2	4	0	0
\$50,001 - \$75,000	5	6.76%	35.0	3	2	0	0
\$75,001 - \$125,000	14	18.92%	32.5	6	6	2	0
\$125,001 - \$150,000	12	16.22%	24.0	3	6	3	0
\$150,001 - \$200,000	16	21.62%	18.0	3	7	6	0
\$200,001 - \$275,000	13	17.57%	56.0	2	5	6	0
\$275,001 and up	8	10.81%	14.0	2	2	4	0
Total Pending Units	74			21	32	21	0
Total Pending Volume	12,858,500	100%	26.5	3.48M	4.91M	4.47M	0.00B
Median Listing Price	\$152,450			\$119,900	\$137,250	\$190,000	\$0



September 2019

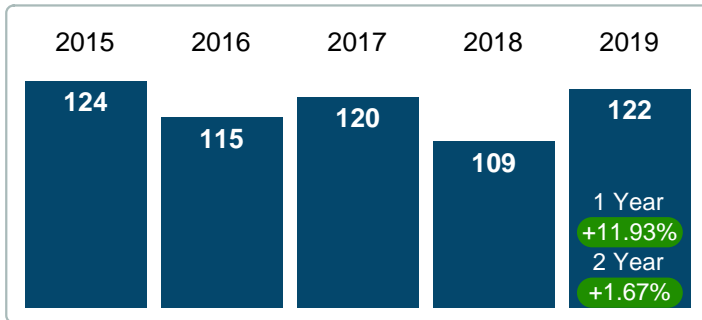
Area Delimited by County Of Creek



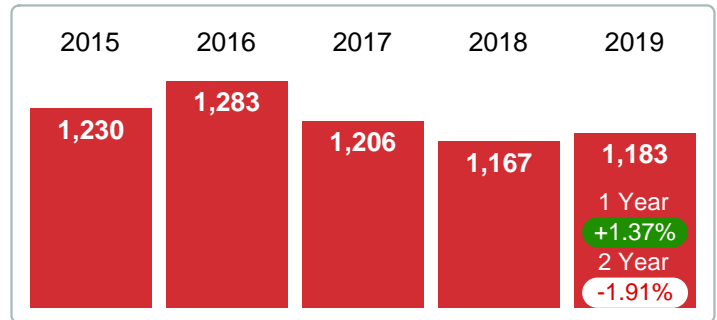
NEW LISTINGS

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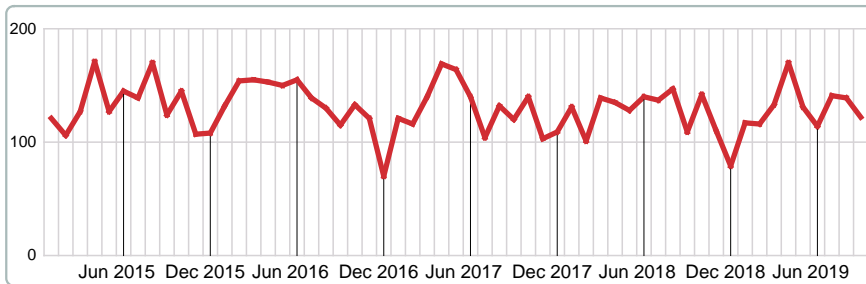
SEPTEMBER



YEAR TO DATE (YTD)

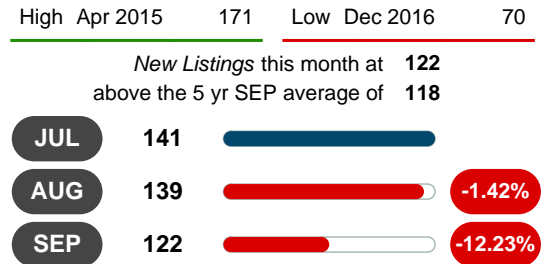


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	122		62	43	15	2
Total New Listed Volume	22,015,350	100%	11.08M	6.39M	3.77M	774.90K
Median New Listed Listing Price	\$125,000		\$98,000	\$149,900	\$265,000	\$387,450



September 2019

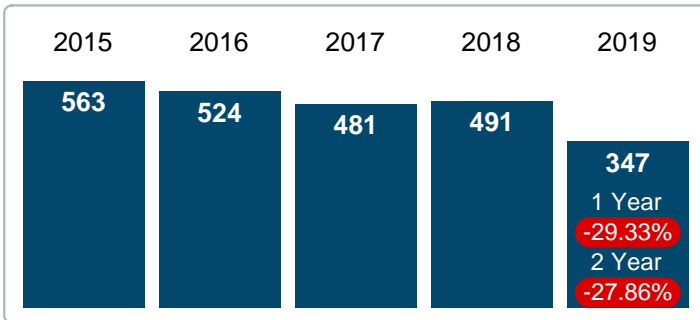
Area Delimited by County Of Creek



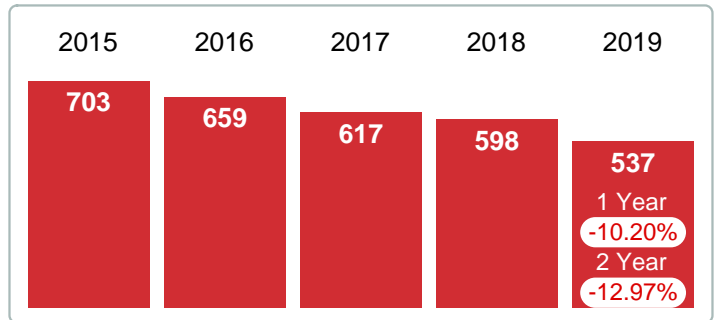
ACTIVE INVENTORY

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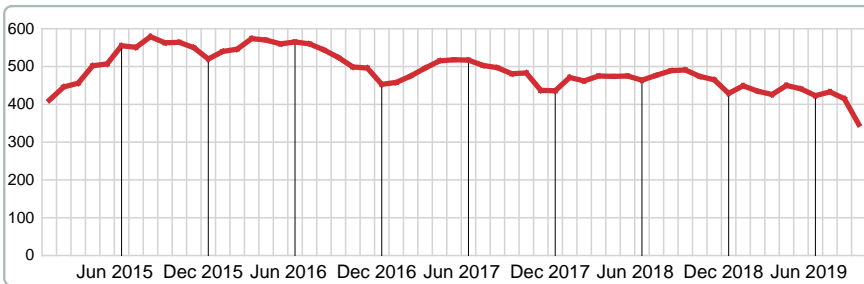
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

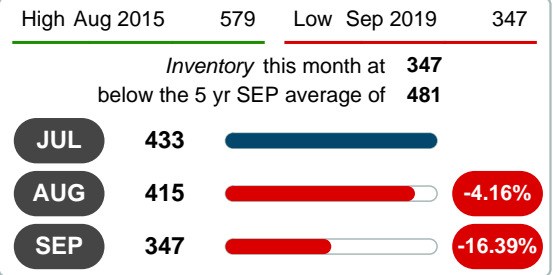


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 481



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	21	6.05%	52.0	18	0	3	0
\$25,001 - \$75,000	56	16.14%	49.0	47	7	2	0
\$75,001 - \$100,000	43	12.39%	47.0	29	11	1	2
\$100,001 - \$175,000	98	28.24%	64.5	42	46	10	0
\$175,001 - \$275,000	53	15.27%	49.0	17	26	9	1
\$275,001 - \$475,000	42	12.10%	74.0	18	8	13	3
\$475,001 and up	34	9.80%	82.0	15	5	10	4
Total Active Inventory by Units	347			186	103	48	10
Total Active Inventory by Volume	82,866,261	100%	59.0	39.06M	20.14M	17.44M	6.22M
Median Active Inventory Listing Price	\$154,000			\$100,000	\$160,000	\$270,000	\$437,000



September 2019

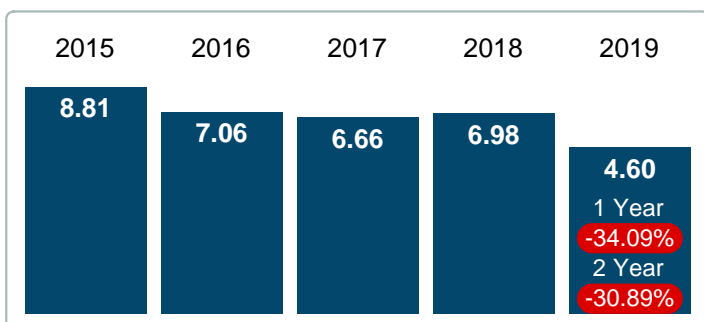
Area Delimited by County Of Creek



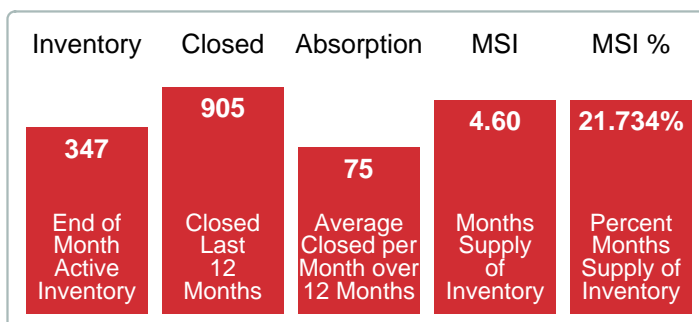
MONTHS SUPPLY of INVENTORY (MSI)

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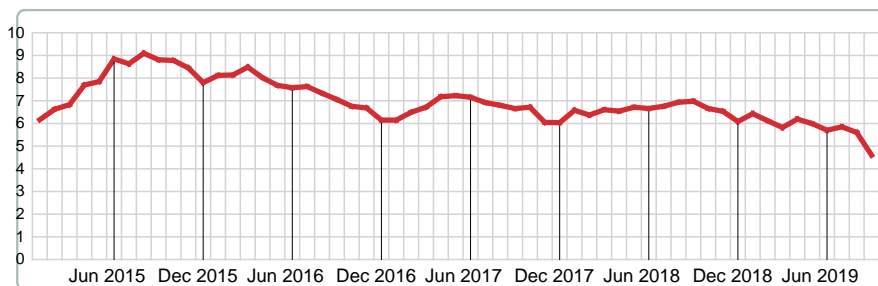
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019



5 YEAR MARKET ACTIVITY TRENDS

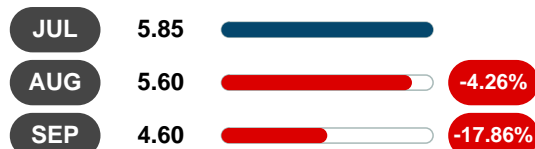


3 MONTHS

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

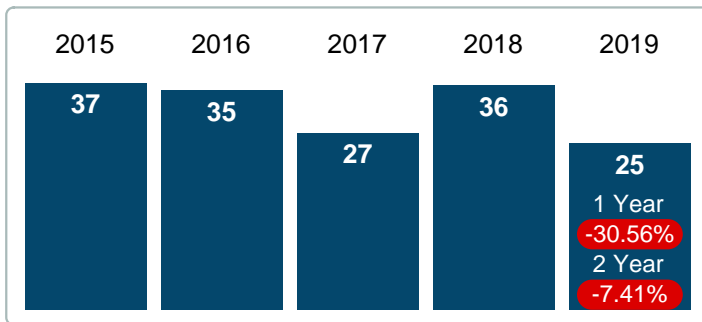
Area Delimited by County Of Creek



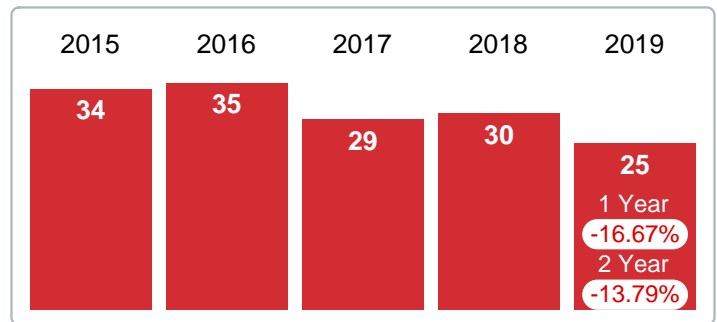
MEDIAN DAYS ON MARKET TO SALE

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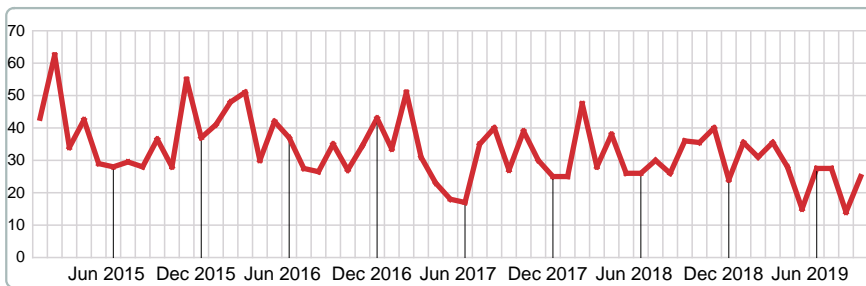
SEPTEMBER



YEAR TO DATE (YTD)

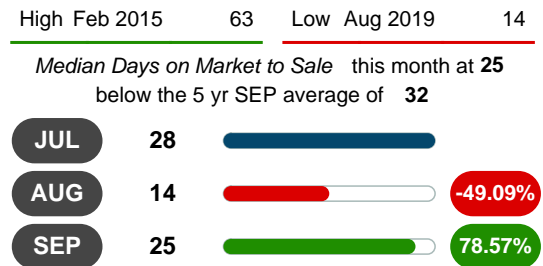


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
\$40,000 and less	9.64%	75	59	80	0	0
\$40,001 - \$80,000	12.05%	9	19	8	0	0
\$80,001 - \$120,000	16.87%	29	12	32	47	0
\$120,001 - \$160,000	25.30%	19	0	24	12	0
\$160,001 - \$200,000	8.43%	27	0	27	33	0
\$200,001 - \$300,000	16.87%	47	0	48	64	7
\$300,001 and up	10.84%	47	0	16	75	0
Median Closed DOM		25				
Total Closed Units	100%	25.0	10	54	18	1
Total Closed Volume		13,540,075	525.33K	8.16M	4.59M	272.50K



September 2019

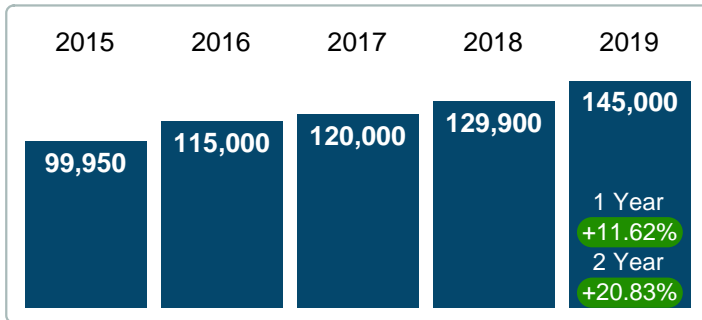
Area Delimited by County Of Creek



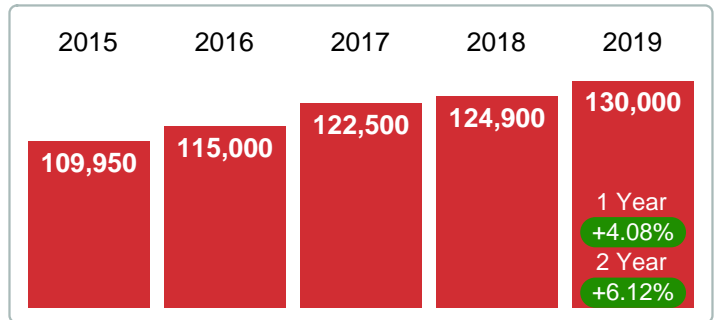
MEDIAN LIST PRICE AT CLOSING

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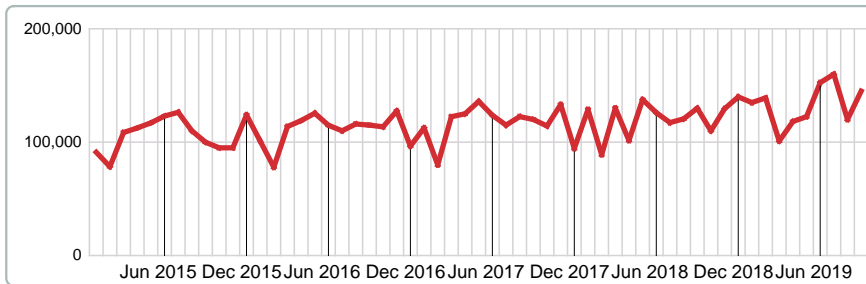
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 121,970

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

Median List Price at Closing this month at **145,000**
above the 5 yr SEP average of **121,970**



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	7	8.43%	18,900	20,700	1,100	0		
\$40,001 - \$80,000	11	13.25%	63,000	64,000	59,000	0		
\$80,001 - \$120,000	12	14.46%	104,700	104,950	99,900	109,500		
\$120,001 - \$160,000	20	24.10%	142,500	0	145,000	140,000		
\$160,001 - \$200,000	12	14.46%	182,200	0	186,000	167,350		
\$200,001 - \$300,000	12	14.46%	256,700	0	251,250	249,900		
\$300,001 and up	9	10.84%	389,000	0	385,750	415,000		
Median List Price		145,000		62,725	145,000	229,450	275,000	
Total Closed Units		83	100%	145,000	10	54	18	1
Total Closed Volume		13,940,875		543.98K	8.33M	4.79M	275.00K	



September 2019

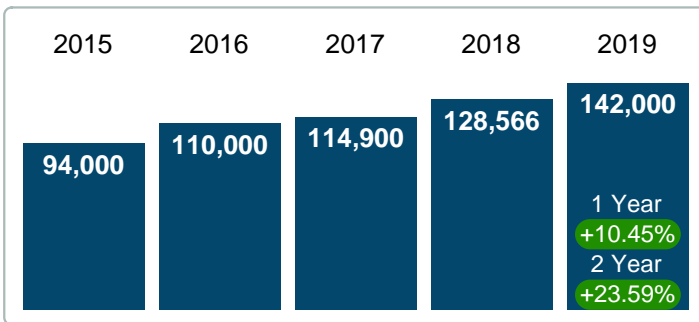
Area Delimited by County Of Creek



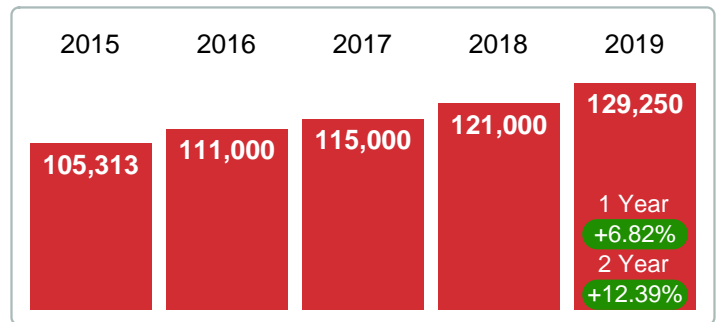
MEDIAN SOLD PRICE AT CLOSING

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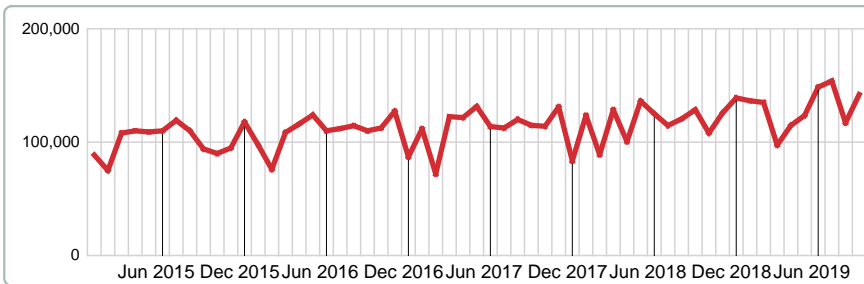
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 117,893

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

Median Sold Price at Closing this month at **142,000** above the 5 yr SEP average of **117,893**



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	9.64%	19,500	19,500	18,050	0	0
\$40,001 - \$80,000	12.05%	61,000	61,000	59,500	0	0
\$80,001 - \$120,000	16.87%	100,250	106,500	99,500	87,500	0
\$120,001 - \$160,000	25.30%	147,000	0	148,000	132,550	0
\$160,001 - \$200,000	8.43%	178,000	0	178,000	182,950	0
\$200,001 - \$300,000	16.87%	243,650	0	208,000	257,450	272,500
\$300,001 and up	10.84%	375,000	0	372,500	415,000	0
Median Sold Price		142,000	57,000	144,500	215,500	272,500
Total Closed Units	100%	142,000	10	54	18	1
Total Closed Volume		13,540,075	525.33K	8.16M	4.59M	272.50K

September 2019

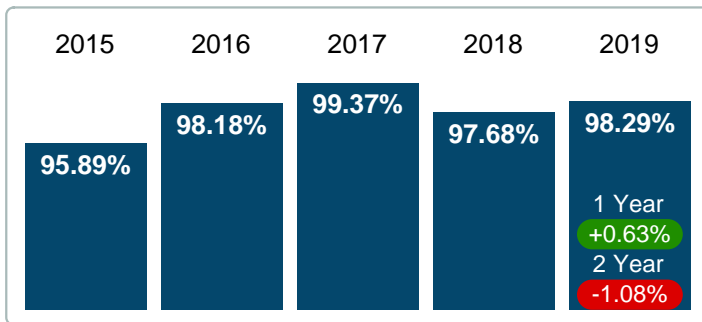
Area Delimited by County Of Creek



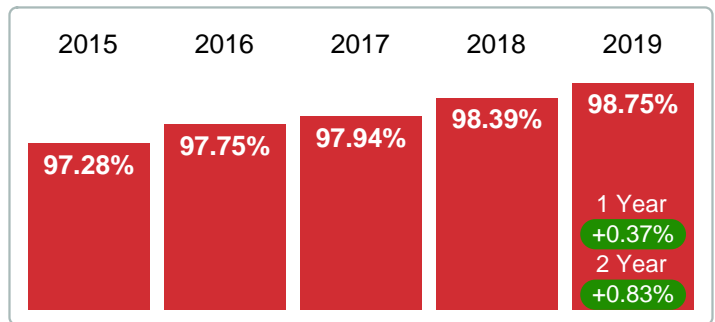
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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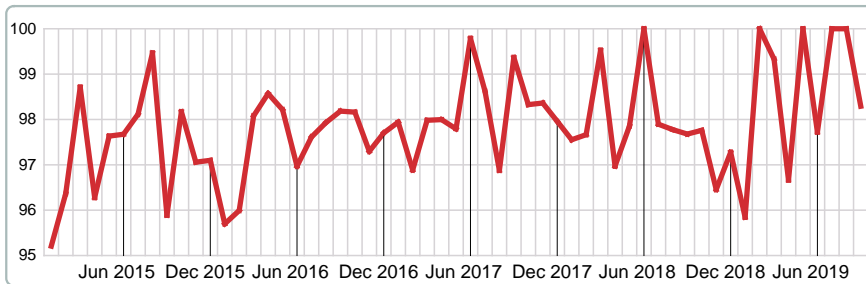
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

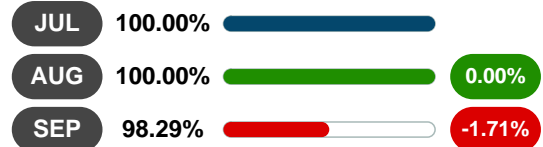


3 MONTHS

5 year SEP AVG = 97.88%

High Aug 2019 100.00% Low Jan 2015 95.21%

Median Sold/List Ratio this month at **98.29%**
equal to 5 yr SEP average of **97.88%**



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	8	9.64%	97.62%	97.62%	91.87%	0.00%	0.00%
\$40,001 - \$80,000	10	12.05%	96.34%	92.39%	96.67%	0.00%	0.00%
\$80,001 - \$120,000	14	16.87%	96.09%	101.46%	96.00%	79.91%	0.00%
\$120,001 - \$160,000	21	25.30%	98.51%	0.00%	98.88%	94.71%	0.00%
\$160,001 - \$200,000	7	8.43%	98.94%	0.00%	98.94%	96.89%	0.00%
\$200,001 - \$300,000	14	16.87%	98.77%	0.00%	98.45%	97.02%	99.09%
\$300,001 and up	9	10.84%	98.39%	0.00%	97.09%	98.39%	0.00%
Median Sold/List Ratio		98.29%		98.04%	98.37%	94.90%	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



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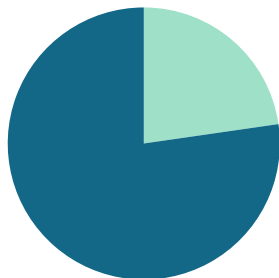
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

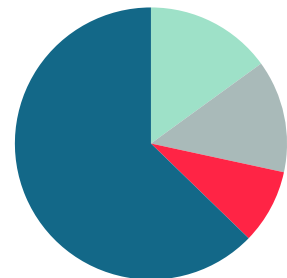


Inventory
 New Listings
122 = 22.72%
 Start Inventory
415
 Total Inventory Units
537
 Volume
\$116,365,575

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%
Median List Price	129,900	145,000	11.62%	124,900	130,000	4.08%
Median Sale Price	128,566	142,000	10.45%	121,000	129,250	6.82%
Median Percent of Selling Price to List Price	97.68%	98.29%	0.63%	98.39%	98.75%	0.37%
Median Days on Market to Sale	36.00	25.00	-30.56%	30.00	25.00	-16.67%
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%

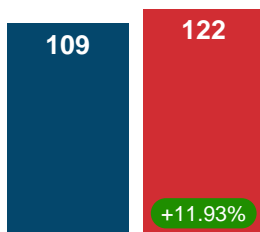
Absorption: Last 12 months, an Average of **75** Sales/Month

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

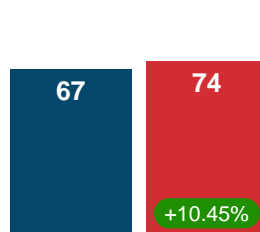
SEPTEMBER MARKET

MEDIAN PRICES

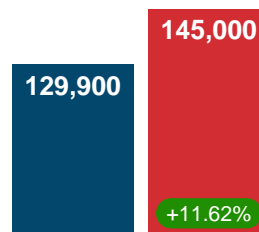
New Listings



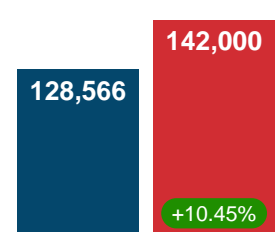
Pending Listings



List Price



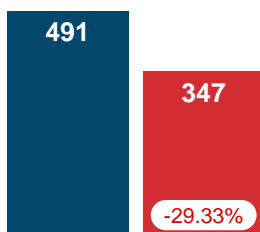
Sale Price



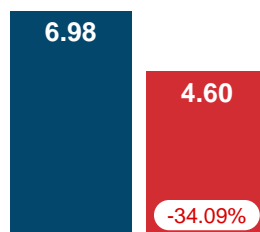
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

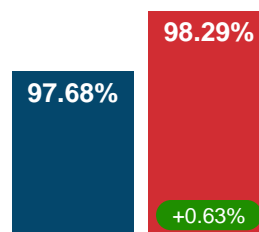
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

