

September 2019



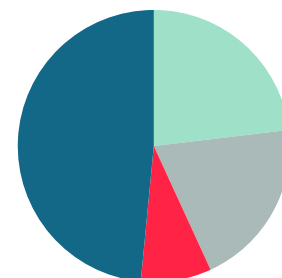
Area Delimited by School District Union - Sch Dist (9)



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	95	113	18.95%
Pending Listings	74	98	32.43%
New Listings	131	119	-9.16%
Average List Price	163,484	162,454	-0.63%
Average Sale Price	159,945	160,612	0.42%
Average Percent of Selling Price to List Price	98.41%	99.20%	0.81%
Average Days on Market to Sale	43.19	29.57	-31.54%
End of Month Inventory	465	237	-49.03%
Months Supply of Inventory	4.75	2.23	-53.03%



■ Closed (23.11%)
■ Pending (20.04%)
■ Other OffMarket (8.38%)
■ Active (48.47%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of September 30, 2019 = **237**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **49.03%** to 237 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 **2.23** 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 **0.42%** in September 2019 to \$160,612 versus the previous year at \$159,945.

Average Days on Market Shortens

The average number of **29.57** days that homes spent on the market before selling decreased by 13.62 days or **31.54%** in September 2019 compared to last year's same month at **43.19** DOM.

Sales Success for September 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 119 New Listings in September 2019, down **9.16%** from last year at 131. Furthermore, there were 113 Closed Listings this month versus last year at 95, a **18.95%** increase.

Closed versus Listed trends yielded a **95.0%** ratio, up from previous year's, September 2018, at **72.5%**, a **30.94%** 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 School District Union - Sch Dist (9)

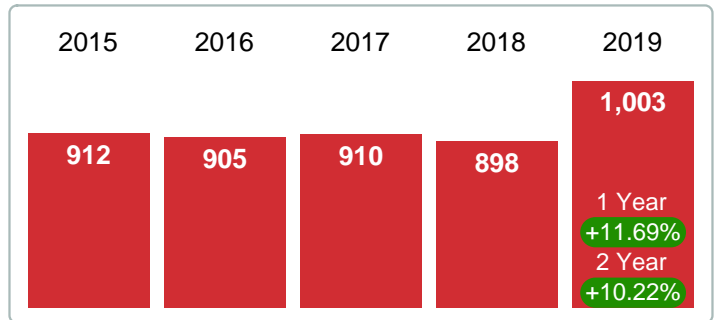
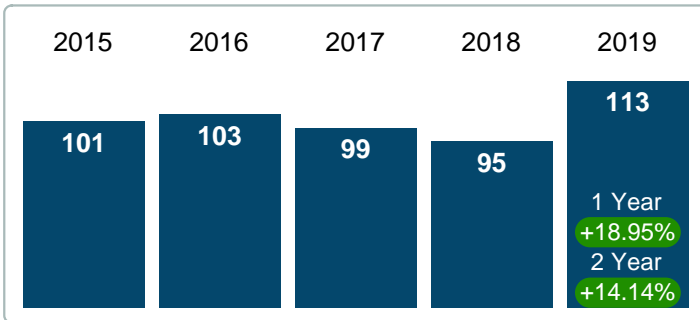


CLOSED LISTINGS

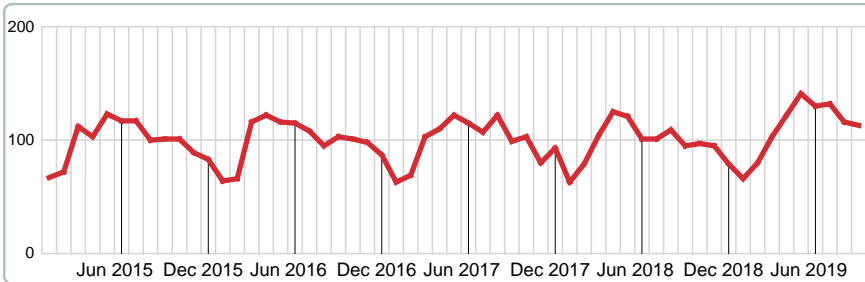
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SEPTEMBER

YEAR TO DATE (YTD)

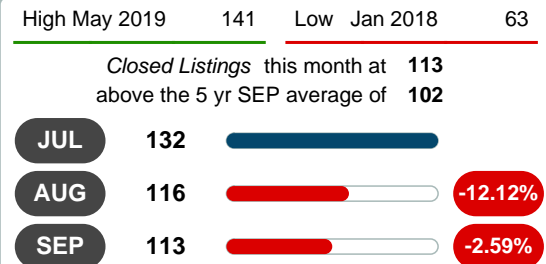


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 102



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-\$125,000	26	23.01%	29.1	5	12	9	0
\$125,001-\$125,000	0	0.00%	0.0	0	0	0	0
\$125,001-\$175,000	38	33.63%	21.6	3	29	5	1
\$175,001-\$200,000	18	15.93%	22.3	0	10	7	1
\$200,001-\$250,000	19	16.81%	38.1	0	6	11	2
\$250,001 and up	12	10.62%	53.3	0	2	9	1
Total Closed Units	113			8	59	41	5
Total Closed Volume	18,149,171	100%	29.6	807.17K	9.01M	7.21M	1.13M
Average Closed Price	\$160,612			\$100,897	\$152,659	\$175,786	\$225,580



September 2019

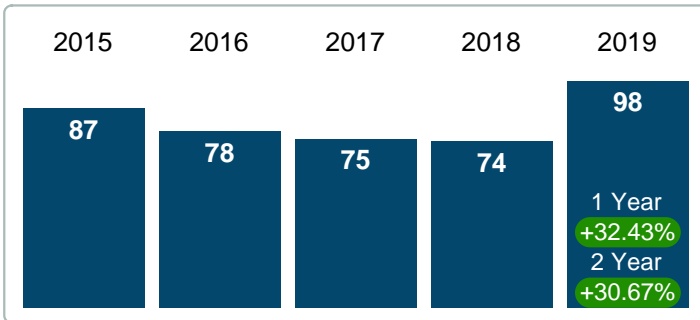
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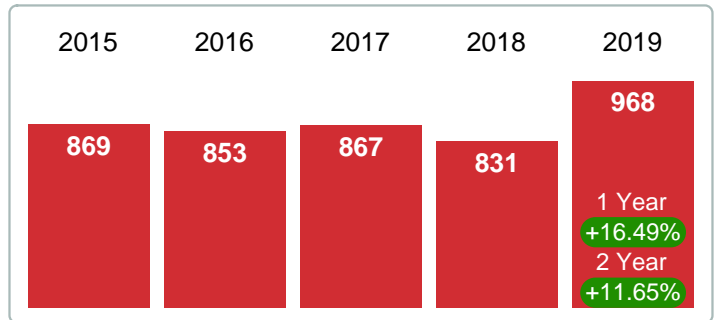
PENDING LISTINGS

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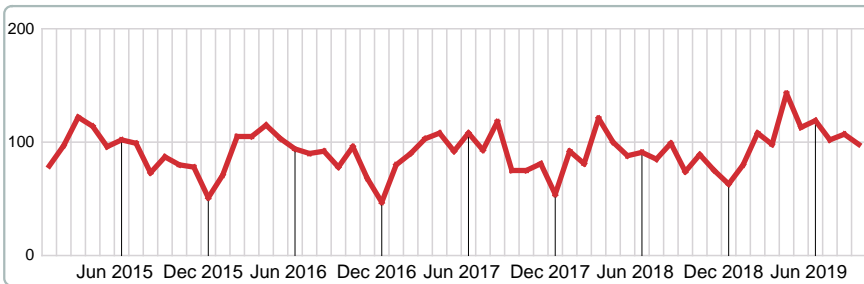
SEPTEMBER



YEAR TO DATE (YTD)

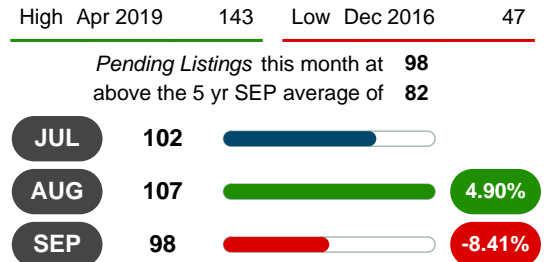


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.10%	25.8	0	4	1	0
\$75,001 - \$125,000	11	11.22%	26.7	3	8	0	0
\$125,001 - \$150,000	17	17.35%	21.1	0	13	4	0
\$150,001 - \$175,000	20	20.41%	36.1	2	10	7	1
\$175,001 - \$225,000	21	21.43%	50.7	0	12	8	1
\$225,001 - \$250,000	12	12.24%	58.1	0	4	7	1
\$250,001 and up	12	12.24%	33.1	0	0	9	3
Total Pending Units	98			5	51	36	6
Total Pending Volume	17,787,478	100%	31.7	645.60K	7.76M	7.62M	1.76M
Average Listing Price	\$159,864			\$129,120	\$152,092	\$211,675	\$294,150

September 2019



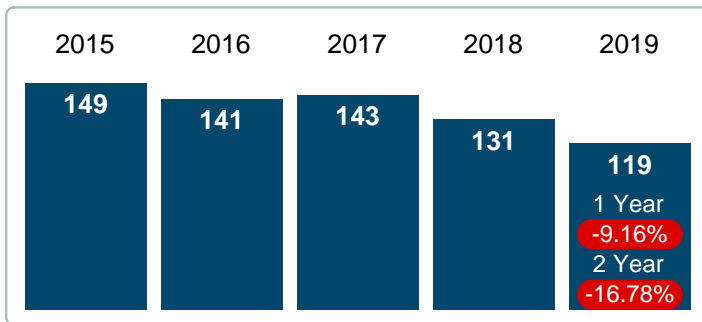
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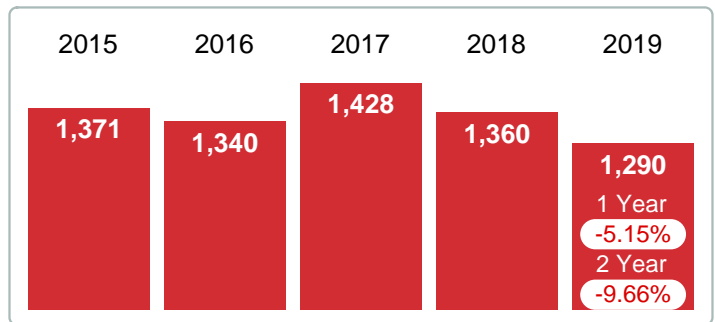
NEW LISTINGS

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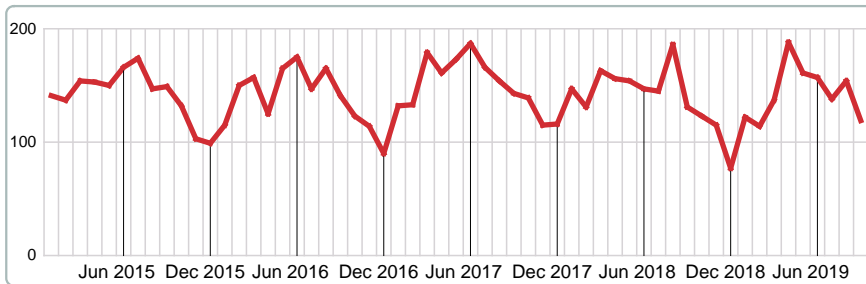
SEPTEMBER



YEAR TO DATE (YTD)

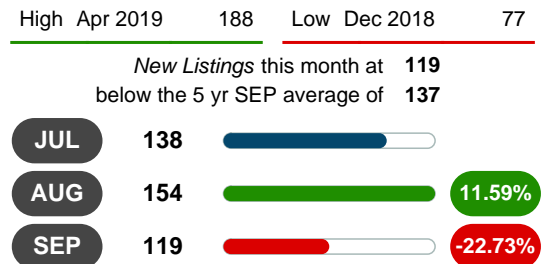


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 137



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 - \$90,000	26	21.85%	2	12	10	2
\$90,001 - \$140,000	12	10.08%	1	9	2	0
\$140,001 - \$210,000	36	30.25%	3	23	8	2
\$210,001 - \$240,000	17	14.29%	0	7	10	0
\$240,001 - \$320,000	15	12.61%	0	1	12	2
\$320,001 and up	13	10.92%	2	2	5	4
Total New Listed Units	119		8	54	47	10
Total New Listed Volume	23,036,354	100%	1.65M	7.96M	9.10M	4.32M
Average New Listed Listing Price	\$75,663		\$206,700	\$147,456	\$193,554	\$432,310

September 2019



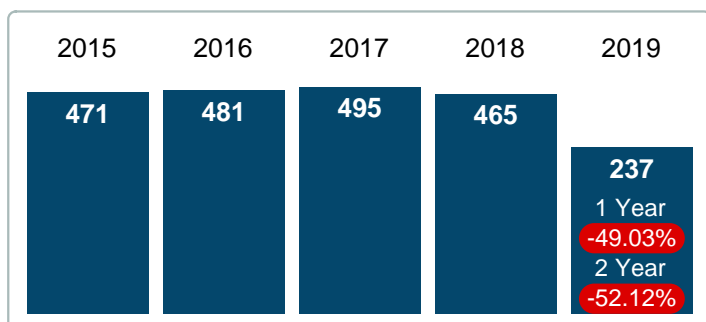
Area Delimited by School District Union - Sch Dist (9)



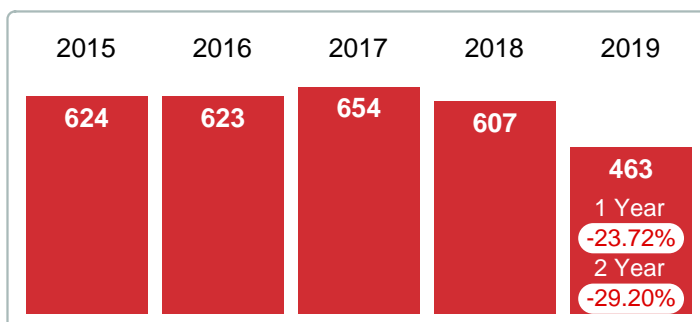
ACTIVE INVENTORY

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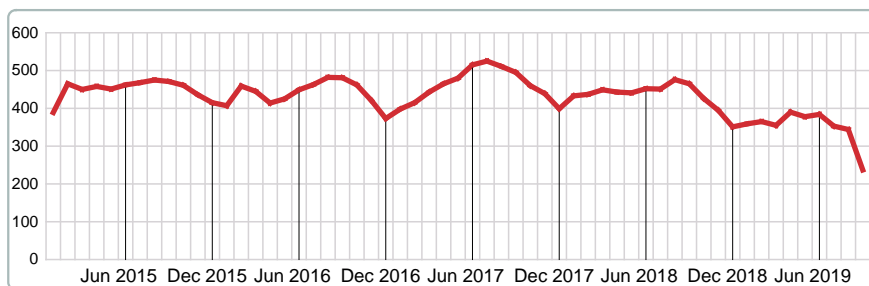
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

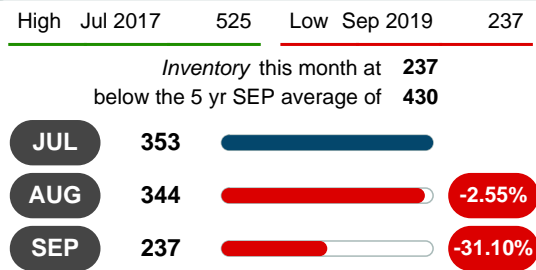


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 430



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	23	9.70%	32.0	2	14	6	1
\$50,001 - \$125,000	22	9.28%	53.5	6	13	3	0
\$125,001 - \$175,000	30	12.66%	48.6	3	23	4	0
\$175,001 - \$250,000	73	30.80%	54.1	2	21	45	5
\$250,001 - \$300,000	36	15.19%	69.0	1	1	29	5
\$300,001 - \$425,000	28	11.81%	67.8	2	2	20	4
\$425,001 and up	25	10.55%	87.9	3	3	12	7
Total Active Inventory by Units			237	19	77	119	22
Total Active Inventory by Volume			63,506,421	4.42M	14.24M	33.58M	11.27M
Average Active Inventory Listing Price			\$267,960	\$232,537	\$184,872	\$282,202	\$512,323

September 2019



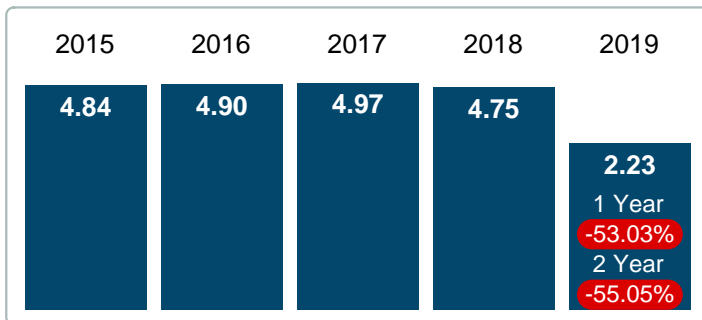
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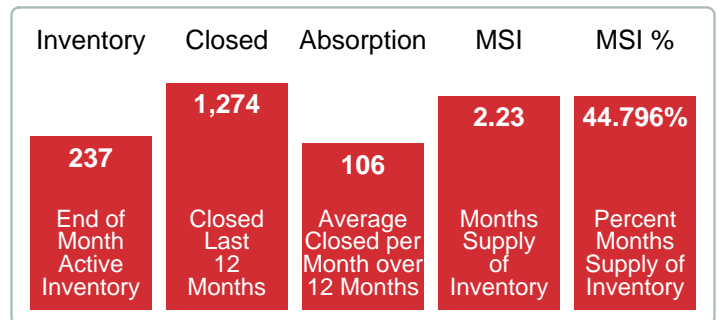
MONTHS SUPPLY of INVENTORY (MSI)

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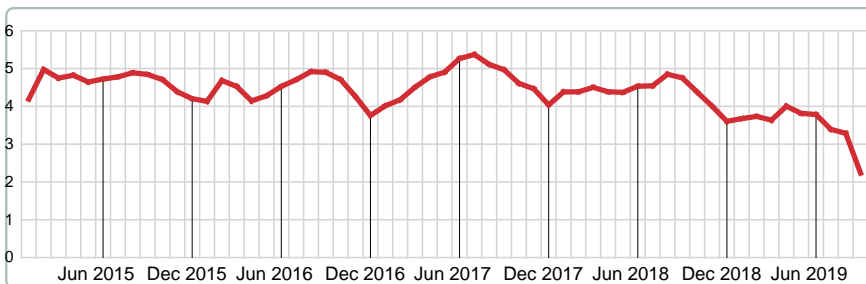
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

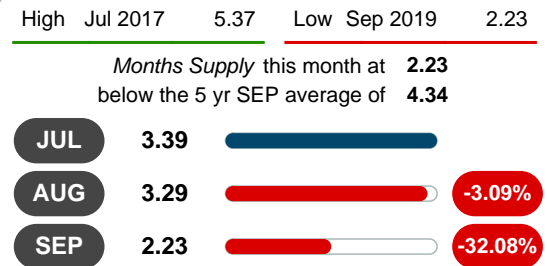


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.34



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
\$50,000 and less	9.70%	1.61	1.71	1.66	1.41	2.40
\$50,001 - \$125,000	9.28%	1.40	3.27	1.07	2.00	0.00
\$125,001 - \$175,000	12.66%	0.94	1.57	0.98	0.67	0.00
\$175,001 - \$250,000	30.80%	2.38	1.20	1.88	2.84	2.50
\$250,001 - \$300,000	15.19%	4.24	0.00	1.20	4.35	5.00
\$300,001 - \$425,000	11.81%	6.11	0.00	4.80	5.71	6.00
\$425,001 and up	10.55%	50.00	0.00	0.00	36.00	42.00
Market Supply of Inventory (MSI)		2.23	2.89	1.36	3.12	4.40
Total Active Inventory by Units		237	19	77	119	22

September 2019



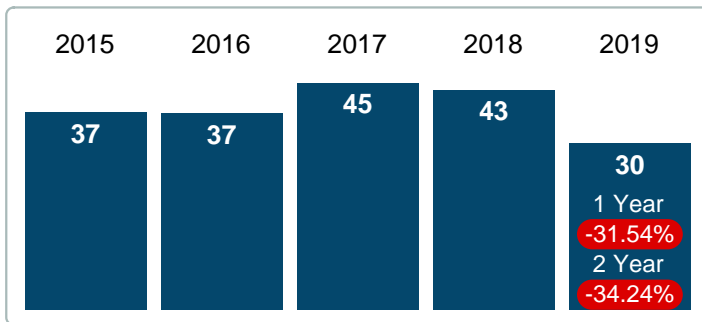
Area Delimited by School District Union - Sch Dist (9)



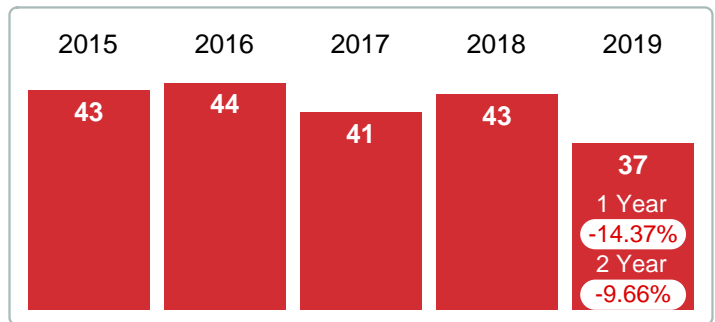
AVERAGE DAYS ON MARKET TO SALE

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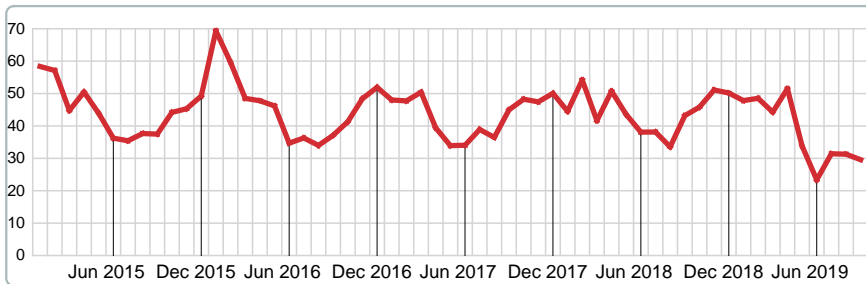
SEPTEMBER



YEAR TO DATE (YTD)

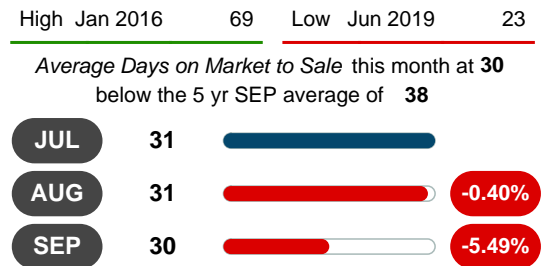


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 38



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-\$125,000	26	23.01%	29	42	24	29	0
\$125,001-\$125,000	0	0.00%	0	0	0	0	0
\$125,001-\$175,000	38	33.63%	22	22	15	60	11
\$175,001-\$200,000	18	15.93%	22	0	19	30	1
\$200,001-\$250,000	19	16.81%	38	0	17	33	132
\$250,001 and up	12	10.62%	53	0	11	59	90
Average Closed DOM	30			34	18	40	73
Total Closed Units	113	100%	30	8	59	41	5
Total Closed Volume	18,149,171			807.17K	9.01M	7.21M	1.13M

September 2019



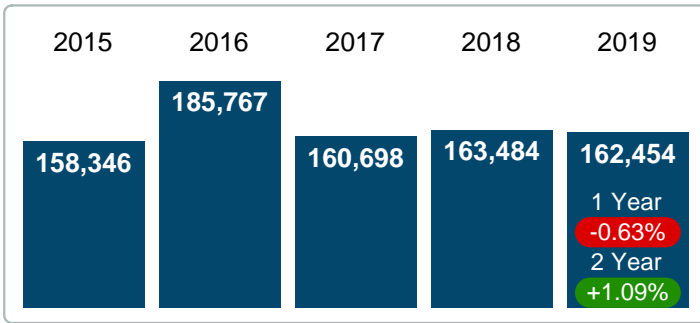
Area Delimited by School District Union - Sch Dist (9)



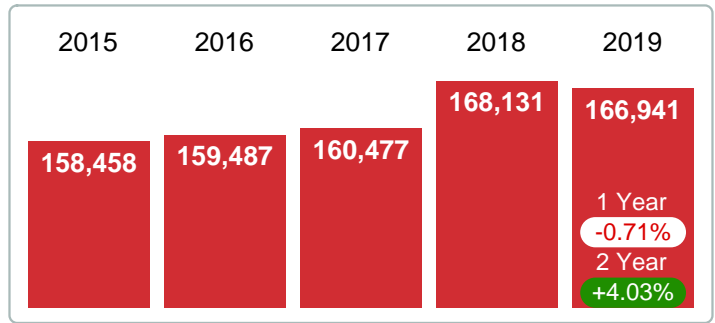
AVERAGE LIST PRICE AT CLOSING

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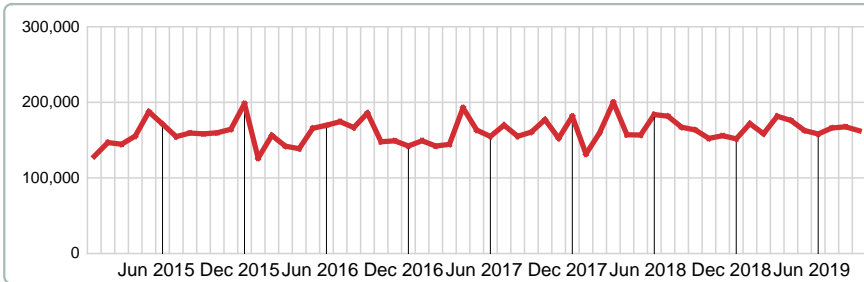
SEPTEMBER



YEAR TO DATE (YTD)

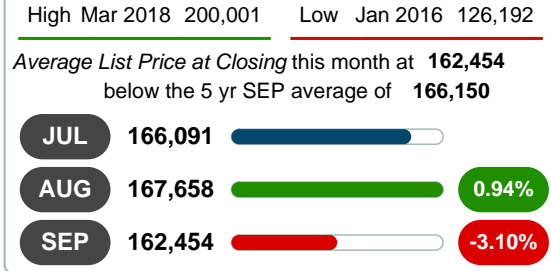


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 166,150



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	28	24.78%	58,052	67,775	76,424	13,498	0
\$125,001	0	0.00%	0	0	0	0	0
\$125,001	35	30.97%	152,631	159,633	149,958	160,160	149,999
\$175,001	16	14.16%	187,275	0	190,000	189,429	198,000
\$200,001	22	19.47%	223,182	0	218,917	226,791	242,900
\$250,001 and up	12	10.62%	290,283	0	285,000	288,722	314,900
Average List Price			162,454	102,222	153,379	179,061	229,740
Total Closed Units		100%	162,454	8	59	41	5
Total Closed Volume			18,357,338	817.77K	9.05M	7.34M	1.15M

September 2019



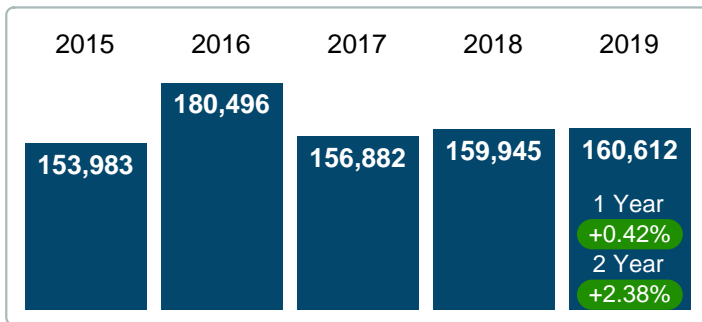
Area Delimited by School District Union - Sch Dist (9)



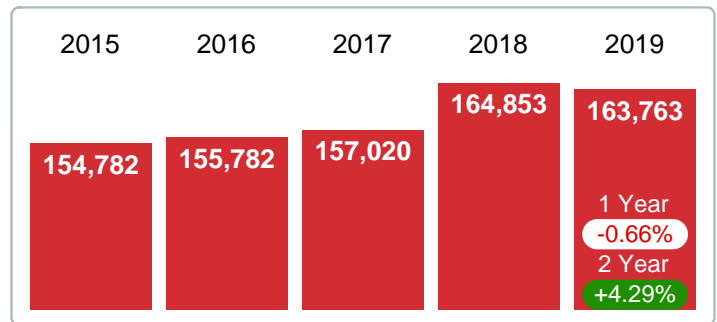
AVERAGE SOLD PRICE AT CLOSING

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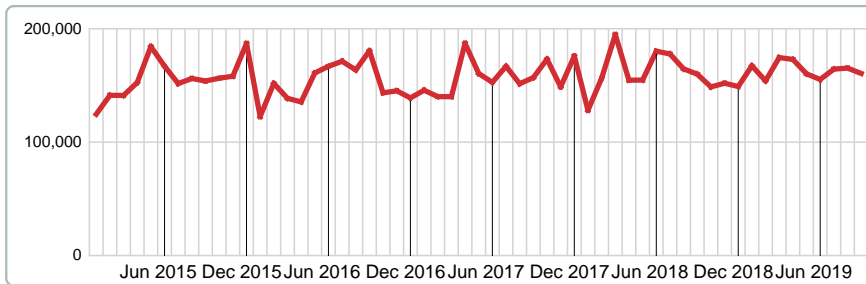
SEPTEMBER



YEAR TO DATE (YTD)

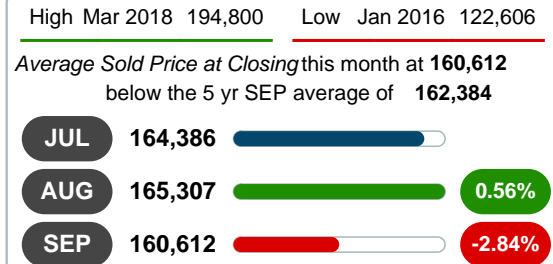


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 162,384



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-\$125,000	26	23.01%	52,673	65,535	77,508	12,415	0
\$125,001-\$125,000	0	0.00%	0	0	0	0	0
\$125,001-\$175,000	38	33.63%	150,471	159,833	149,100	154,300	143,000
\$175,001-\$200,000	18	15.93%	188,578	0	187,990	188,071	198,000
\$200,001-\$250,000	19	16.81%	222,609	0	217,167	222,243	240,950
\$250,001 and up	12	10.62%	286,483	0	285,000	284,756	305,000
Average Sold Price			160,612	100,897	152,659	175,786	225,580
Total Closed Units		100%	160,612	8	59	41	5
Total Closed Volume			18,149,171	807.17K	9.01M	7.21M	1.13M

September 2019



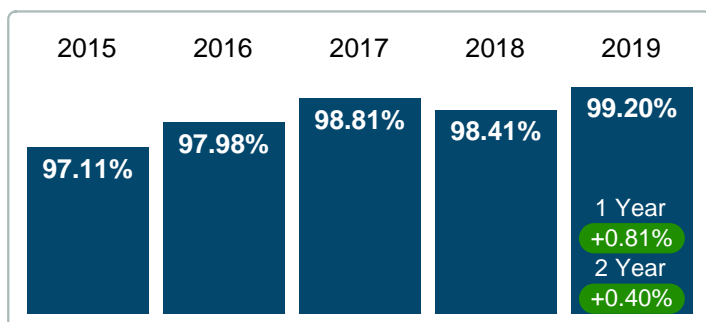
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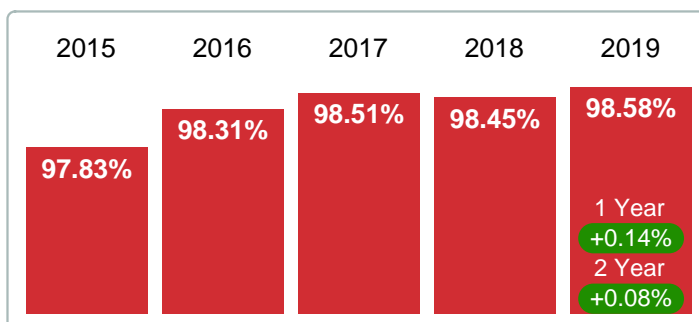
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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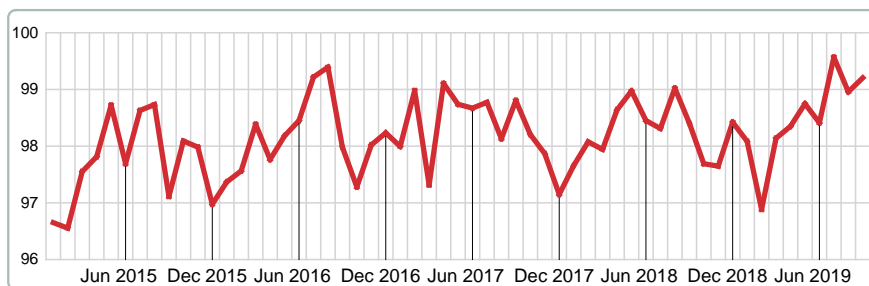
SEPTEMBER



YEAR TO DATE (YTD)

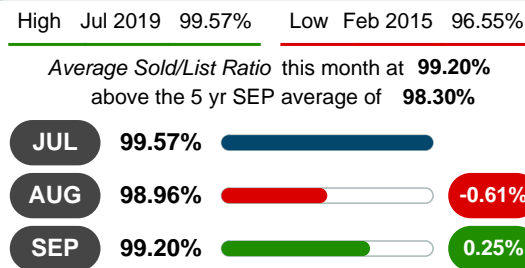


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.30%



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-\$125,000	26	23.01%	100.08%	96.59%	101.51%	100.11%	0.00%	
\$125,001-\$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$125,001-\$175,000	38	33.63%	99.07%	100.50%	99.49%	96.48%	95.33%	
\$175,001-\$200,000	18	15.93%	99.22%	0.00%	98.99%	99.45%	100.00%	
\$200,001-\$250,000	19	16.81%	98.51%	0.00%	99.22%	97.99%	99.21%	
\$250,001 and up	12	10.62%	98.81%	0.00%	100.00%	98.77%	96.86%	
Average Sold/List Ratio		99.20%		98.06%	99.81%	98.69%	98.12%	
Total Closed Units		113	100%	99.20%	8	59	41	5
Total Closed Volume		18,149,171			807.17K	9.01M	7.21M	1.13M

September 2019



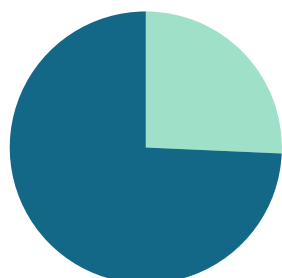
Area Delimited by School District Union - Sch Dist (9)



MARKET SUMMARY

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

INVENTORY

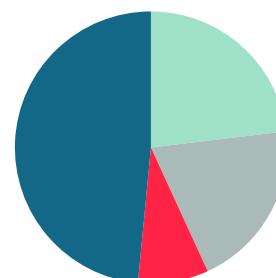


Inventory
 New Listings
119 = 25.70%
 Start Inventory
344
 Total Inventory Units
463
 Volume
\$105,984,452

Market Activity

Closed Sales
113 = 23.11%
 Pending Sales
98 = 20.04%
 Other Off Market
41 = 8.38%
 Active Inventory
237 = 48.47%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	95	113	18.95%	898	1,003	11.69%
Pending Sales	74	98	32.43%	831	968	16.49%
New Listings	131	119	-9.16%	1,360	1,290	-5.15%
Average List Price	163,484	162,454	-0.63%	168,131	166,941	-0.71%
Average Sale Price	159,945	160,612	0.42%	164,853	163,763	-0.66%
Average Percent of Selling Price to List Price	98.41%	99.20%	0.81%	98.45%	98.58%	0.14%
Average Days on Market to Sale	43.19	29.57	-31.54%	42.86	36.70	-14.37%
Monthly Inventory	465	237	-49.03%	465	237	-49.03%
Months Supply of Inventory	4.75	2.23	-53.03%	4.75	2.23	-53.03%

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

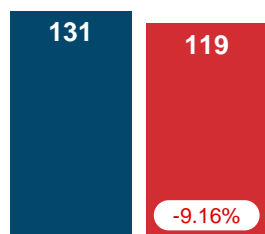
Inventory on September 30, 2019 = **237**

2018 **2019**

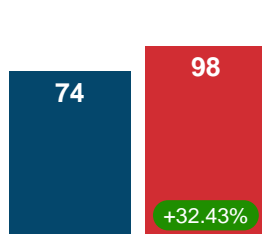
SEPTEMBER MARKET

AVERAGE PRICES

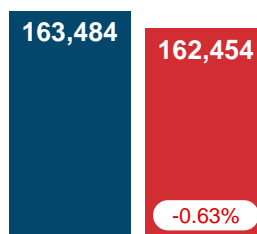
New Listings



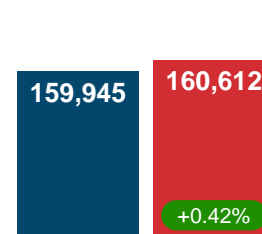
Pending Listings



List Price



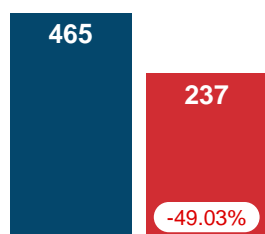
Sale Price



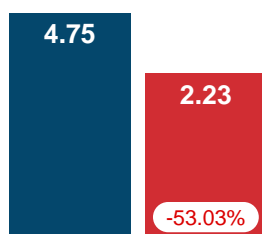
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

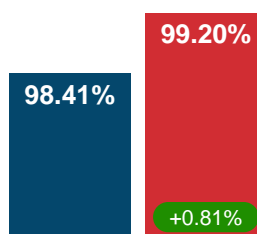
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

