

September 2019



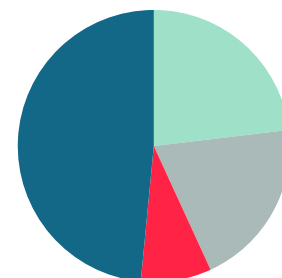
Area Delimited by School District Union - Sch Dist (9)



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%
Median List Price	160,000	163,000	1.88%
Median Sale Price	165,000	160,100	-2.97%
Median Percent of Selling Price to List Price	99.62%	100.00%	0.38%
Median Days on Market to Sale	26.00	11.00	-57.69%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.97%** in September 2019 to \$160,100 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 15.00 days or **57.69%** in September 2019 compared to last year's same month at **26.00** DOM.

Sales Success for September 2019 is Positive

Overall, with Median Prices falling 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)

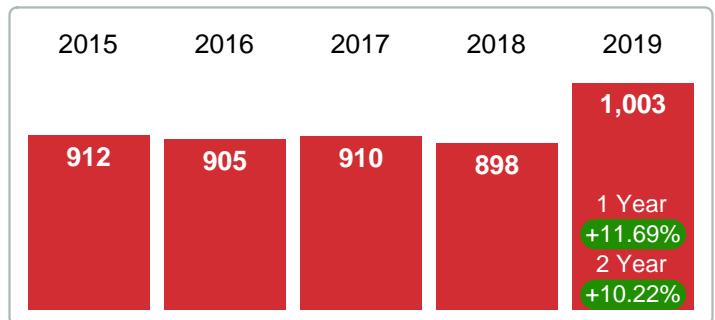
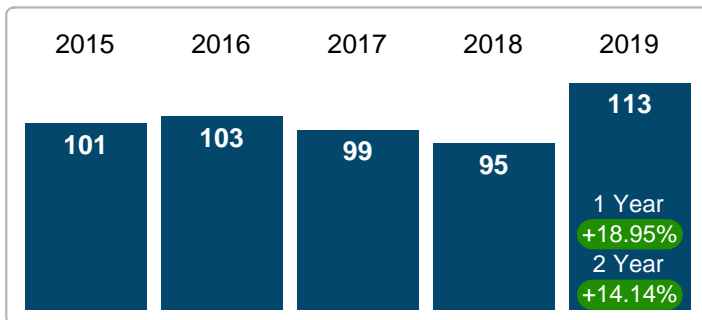


CLOSED LISTINGS

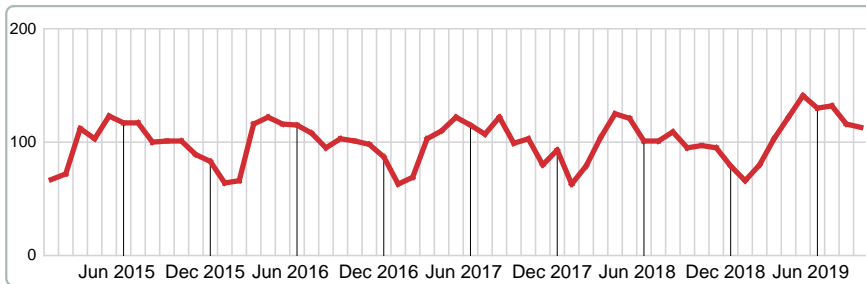
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SEPTEMBER

YEAR TO DATE (YTD)

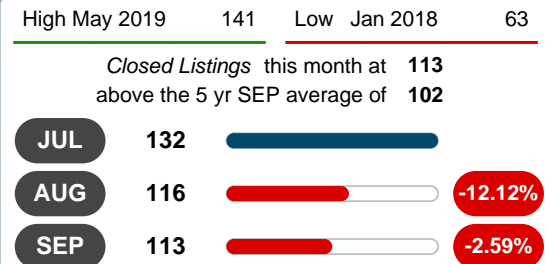


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 102



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	18.5	5	12	9	0
\$125,001-\$125,000	0	0.00%	18.5	0	0	0	0
\$125,001-\$175,000	38	33.63%	8.0	3	29	5	1
\$175,001-\$200,000	18	15.93%	10.0	0	10	7	1
\$200,001-\$250,000	19	16.81%	26.0	0	6	11	2
\$250,001 and up	12	10.62%	30.0	0	2	9	1
Total Closed Units	113			8	59	41	5
Total Closed Volume	18,149,171	100%	11.0	807.17K	9.01M	7.21M	1.13M
Median Closed Price	\$160,100			\$101,250	\$155,000	\$200,000	\$239,900

September 2019



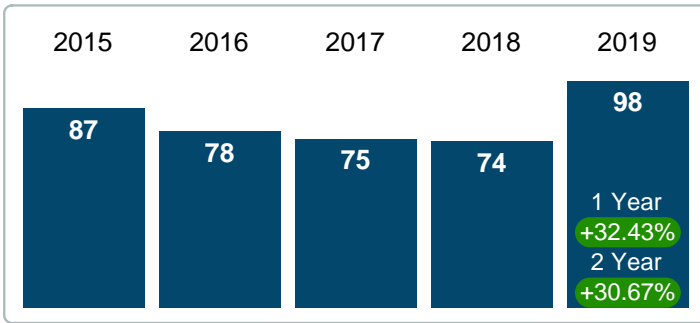
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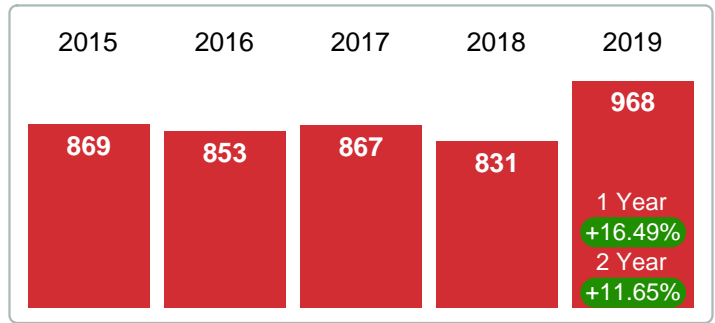
PENDING LISTINGS

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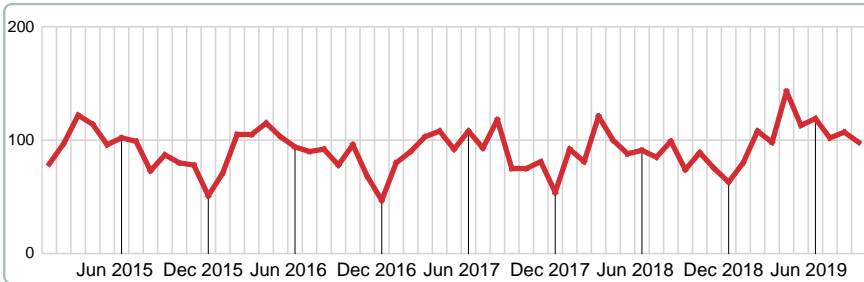
SEPTEMBER



YEAR TO DATE (YTD)

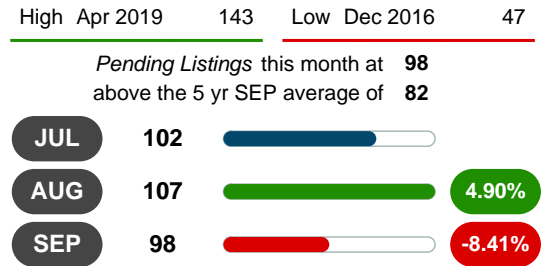


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.10%	18.0	0	4	1	0
\$75,001 - \$125,000	11	11.22%	9.0	3	8	0	0
\$125,001 - \$150,000	17	17.35%	13.0	0	13	4	0
\$150,001 - \$175,000	20	20.41%	26.0	2	10	7	1
\$175,001 - \$225,000	21	21.43%	42.0	0	12	8	1
\$225,001 - \$250,000	12	12.24%	29.0	0	4	7	1
\$250,001 and up	12	12.24%	23.0	0	0	9	3
Total Pending Units	98			5	51	36	6
Total Pending Volume	17,787,478	100%	21.0	645.60K	7.76M	7.62M	1.76M
Median Listing Price	\$174,900			\$120,900	\$159,000	\$208,750	\$299,950



September 2019

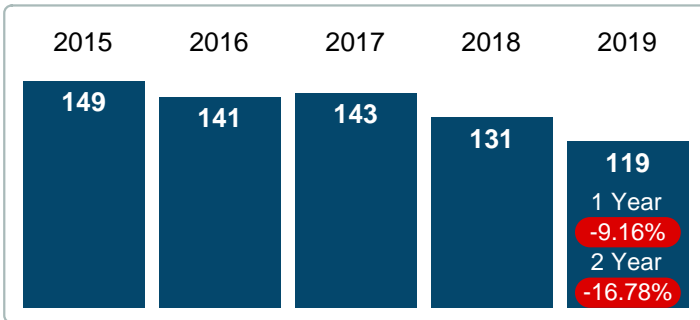
Area Delimited by School District Union - Sch Dist (9)



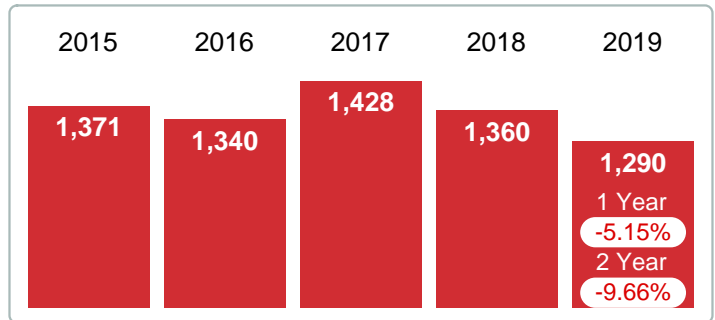
NEW LISTINGS

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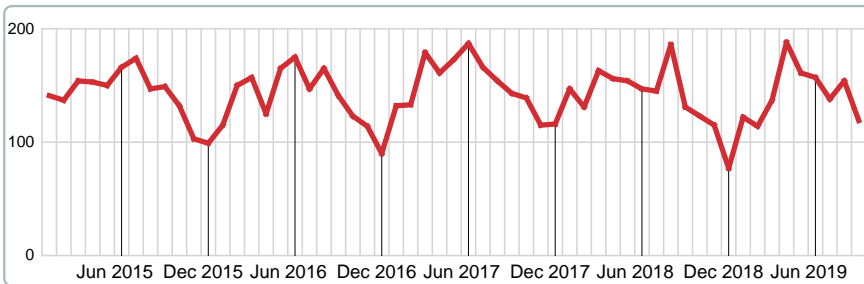
SEPTEMBER



YEAR TO DATE (YTD)

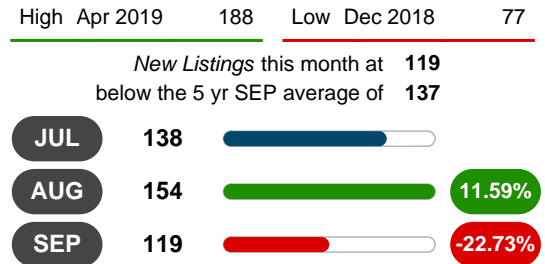


5 YEAR MARKET ACTIVITY TRENDS



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-\$75,000	23	19.33%	1	10	10	2
\$75,001-\$125,000	10	8.40%	2	6	2	0
\$125,001-\$200,000	40	33.61%	3	27	8	2
\$200,001-\$225,000	10	8.40%	0	5	5	0
\$225,001-\$300,000	23	19.33%	0	4	17	2
\$300,001 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
Median New Listed Listing Price	\$175,000		\$163,950	\$149,950	\$218,000	\$274,900

September 2019



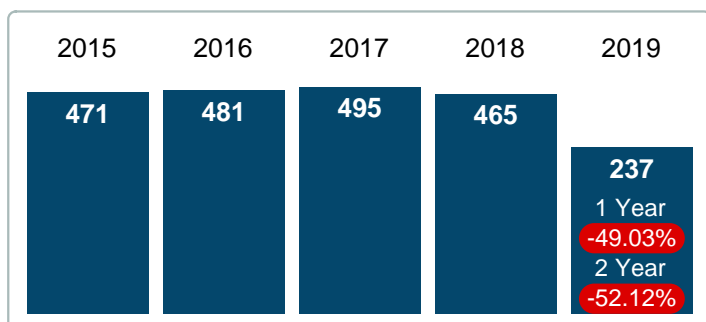
Area Delimited by School District Union - Sch Dist (9)



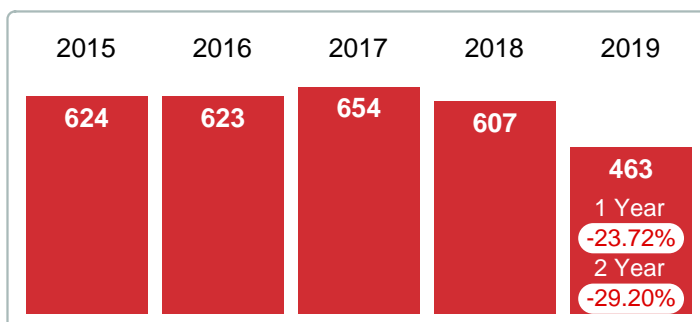
ACTIVE INVENTORY

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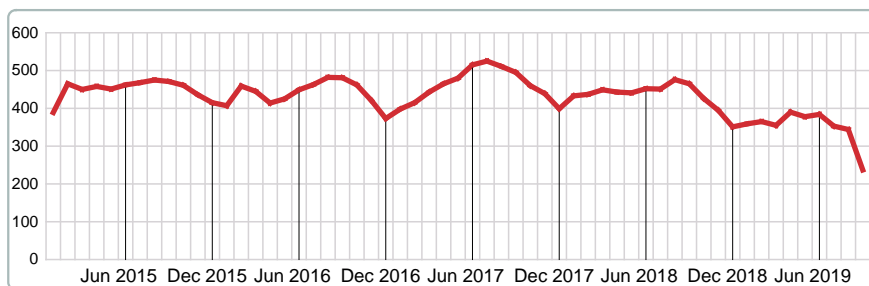
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

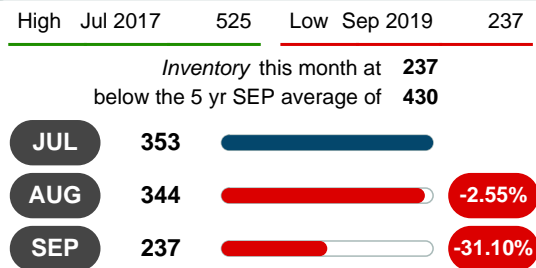


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 430



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	23	9.70%	19.0	2	14	6	1
\$50,001 - \$125,000	22	9.28%	47.5	6	13	3	0
\$125,001 - \$175,000	30	12.66%	36.5	3	23	4	0
\$175,001 - \$250,000	73	30.80%	42.0	2	21	45	5
\$250,001 - \$300,000	36	15.19%	47.0	1	1	29	5
\$300,001 - \$425,000	28	11.81%	59.0	2	2	20	4
\$425,001 and up	25	10.55%	69.0	3	3	12	7
Total Active Inventory by Units		237		19	77	119	22
Total Active Inventory by Volume		63,506,421	100%	4.42M	14.24M	33.58M	11.27M
Median Active Inventory Listing Price		\$220,000		\$163,000	\$155,000	\$254,900	\$305,950

September 2019



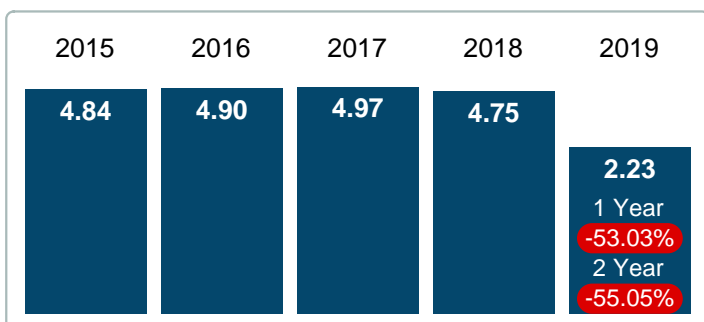
Area Delimited by School District Union - Sch Dist (9)



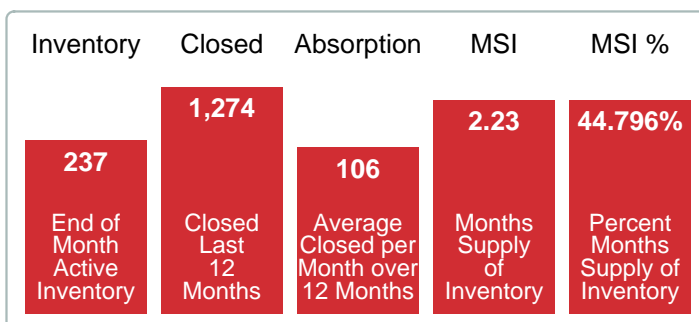
MONTHS SUPPLY of INVENTORY (MSI)

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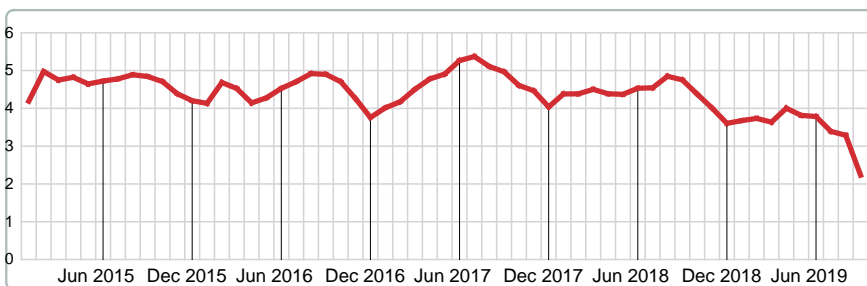
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

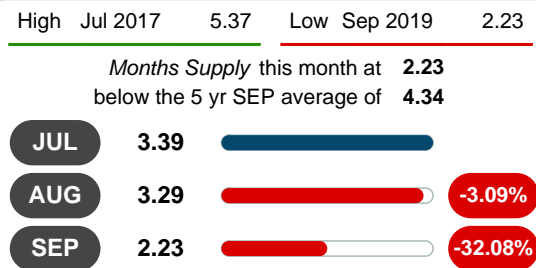


5 YEAR MARKET ACTIVITY TRENDS



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	23	9.70%	1.61	1.71	1.66	1.41	2.40
\$50,001 - \$125,000	22	9.28%	1.40	3.27	1.07	2.00	0.00
\$125,001 - \$175,000	30	12.66%	0.94	1.57	0.98	0.67	0.00
\$175,001 - \$250,000	73	30.80%	2.38	1.20	1.88	2.84	2.50
\$250,001 - \$300,000	36	15.19%	4.24	0.00	1.20	4.35	5.00
\$300,001 - \$425,000	28	11.81%	6.11	0.00	4.80	5.71	6.00
\$425,001 and up	25	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		100%	237	19	77	119	22

September 2019



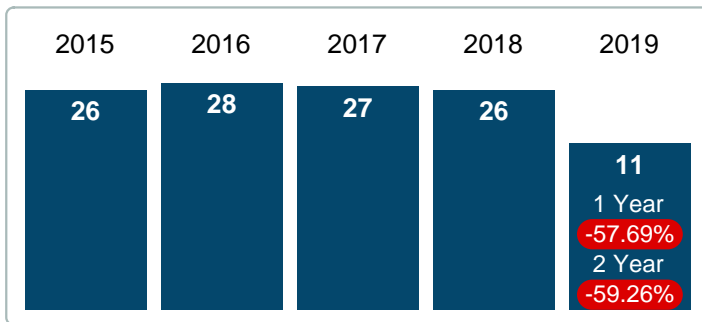
Area Delimited by School District Union - Sch Dist (9)



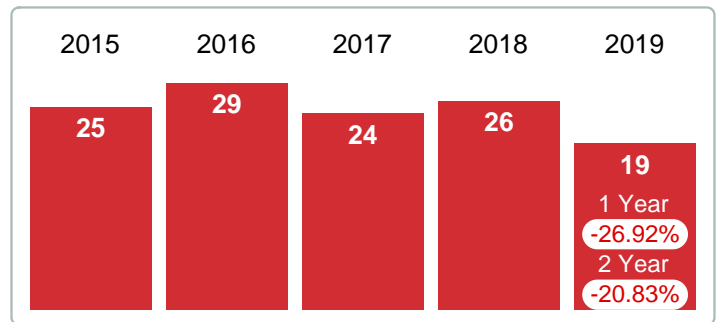
MEDIAN DAYS ON MARKET TO SALE

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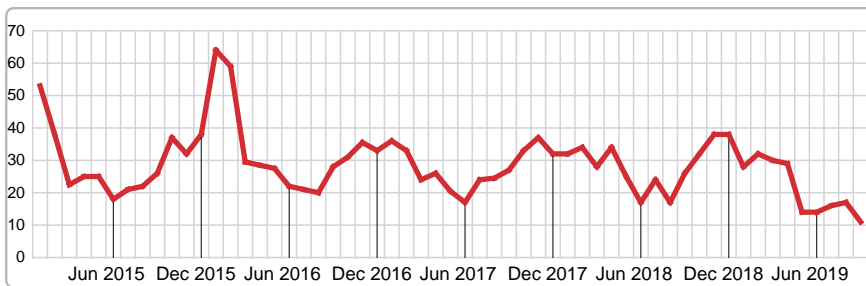
SEPTEMBER



YEAR TO DATE (YTD)

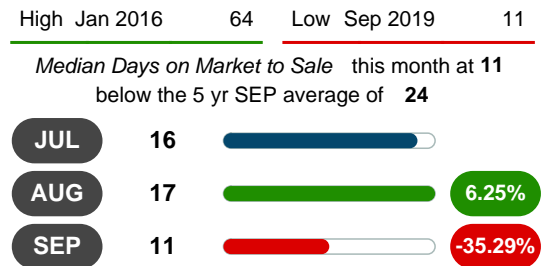


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24



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%	69	0	0	0	0
\$1-\$125,000	26	23.01%	19	44	11	33	0
\$125,001-\$125,000	0	0.00%	19	0	0	0	0
\$125,001-\$175,000	38	33.63%	8	24	5	70	11
\$175,001-\$200,000	18	15.93%	10	0	5	16	1
\$200,001-\$250,000	19	16.81%	26	0	10	26	132
\$250,001 and up	12	10.62%	30	0	11	40	90
Median Closed DOM			11	32	8	28	90
Total Closed Units		100%	113	8	59	41	5
Total Closed Volume			18,149,171	807.17K	9.01M	7.21M	1.13M

September 2019



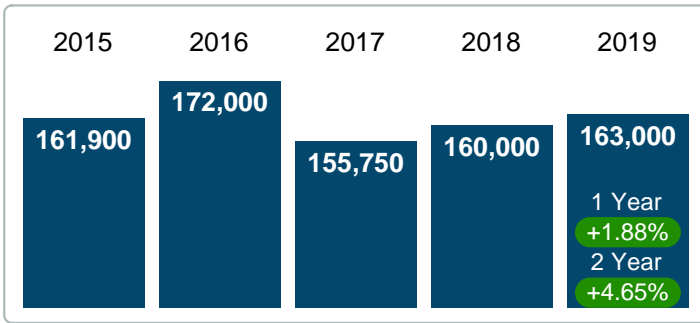
Area Delimited by School District Union - Sch Dist (9)



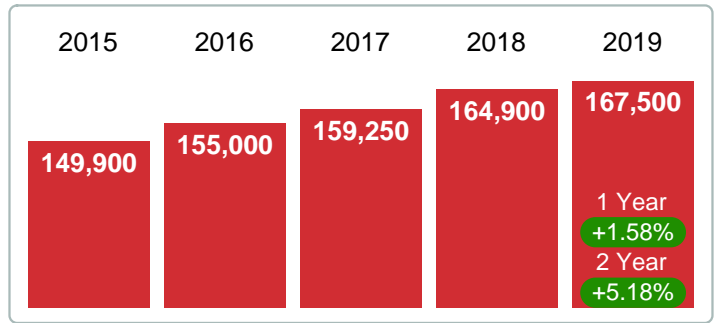
MEDIAN LIST PRICE AT CLOSING

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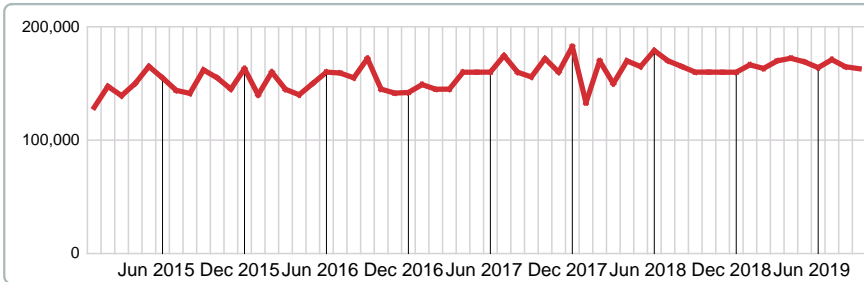
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

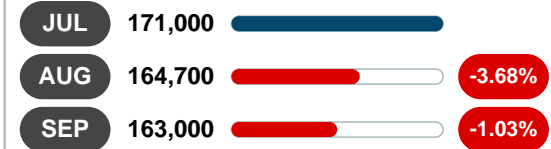


3 MONTHS

5 year SEP AVG = 162,530

High Dec 2017 182,500 Low Jan 2015 128,900

Median List Price at Closing this month at **163,000**
above the 5 yr SEP average of **162,530**



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%	30	0	0	0	0
\$1	28	24.78%	77,250	79,499	100,000	1,415	0
\$125,001	0	0.00%	77,250	0	0	0	0
\$125,001	35	30.97%	150,000	149,500	149,900	172,000	149,999
\$175,001	16	14.16%	184,950	179,900	184,900	189,500	198,000
\$200,001	22	19.47%	222,450	0	210,000	224,900	242,900
\$250,001 and up	12	10.62%	282,450	0	285,000	279,900	314,900
Median List Price			163,000	104,200	157,000	206,000	239,900
Total Closed Units		100%	163,000	8	59	41	5
Total Closed Volume			18,357,338	817.77K	9.05M	7.34M	1.15M



September 2019

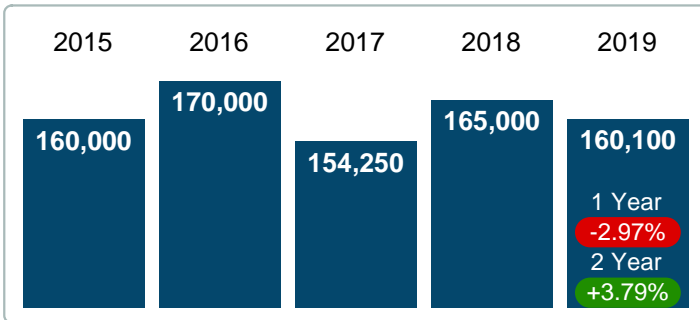
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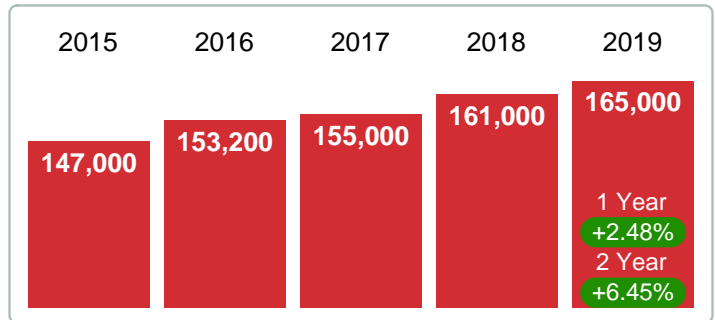
MEDIAN SOLD PRICE AT CLOSING

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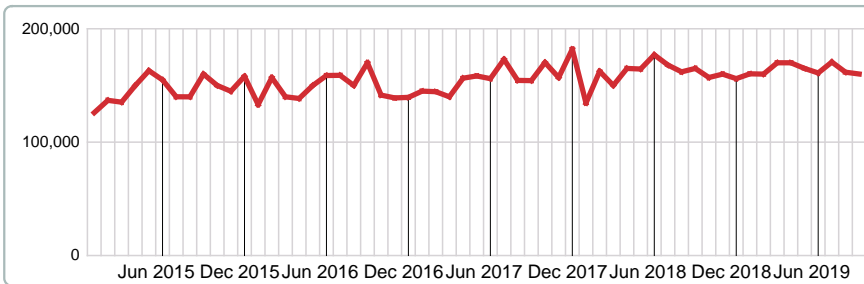
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

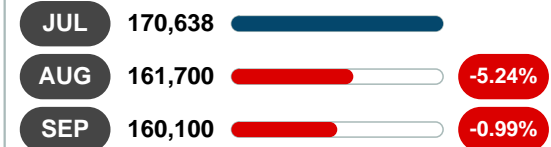


3 MONTHS

5 year SEP AVG = 161,870

High Dec 2017 182,000 Low Jan 2015 126,000

Median Sold Price at Closing this month at **160,100**
below the 5 yr SEP average of **161,870**



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%	282,450	0	0	0	0
\$1-\$125,000	26	23.01%	62,100	79,499	95,000	1,415	0
\$125,001-\$125,000	0	0.00%	62,100	0	0	0	0
\$125,001-\$175,000	38	33.63%	153,000	169,000	149,500	154,500	143,000
\$175,001-\$200,000	18	15.93%	185,500	0	185,000	186,000	198,000
\$200,001-\$250,000	19	16.81%	220,000	0	210,500	220,000	240,950
\$250,001 and up	12	10.62%	279,500	0	285,000	279,000	305,000
Median Sold Price			160,100	101,250	155,000	200,000	239,900
Total Closed Units		100%	160,100	8	59	41	5
Total Closed Volume			18,149,171	807.17K	9.01M	7.21M	1.13M

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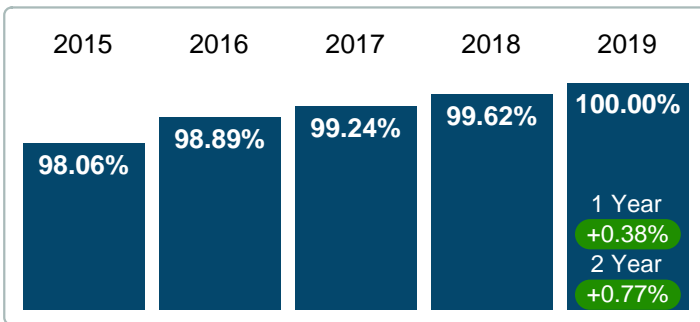
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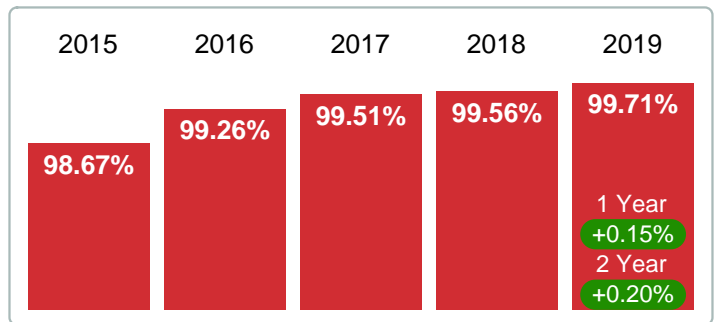
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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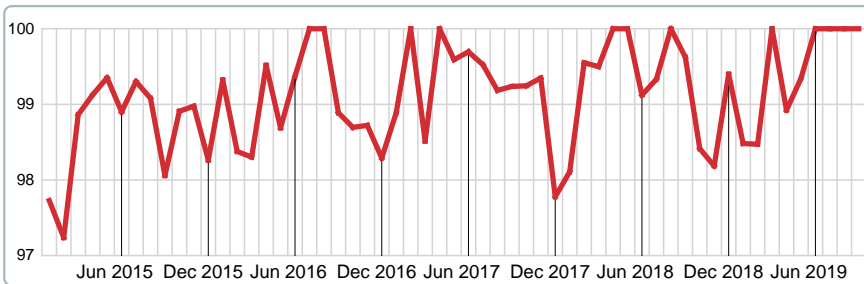
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

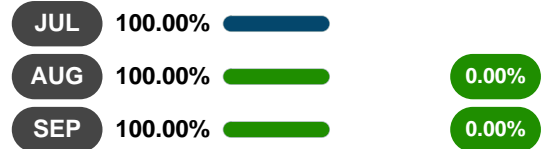


3 MONTHS

5 year SEP AVG = 99.16%

High Sep 2019 100.00% Low Feb 2015 97.24%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **99.16%**



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%	79.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$125,000	26	23.01%	100.00%	99.58%	100.00%	100.00%	0.00%
\$125,001-\$175,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$175,001-\$250,000	38	33.63%	100.00%	100.00%	100.00%	95.77%	95.33%
\$250,001-\$500,000	18	15.93%	100.00%	0.00%	99.73%	100.00%	100.00%
\$500,001-\$750,000	19	16.81%	98.78%	0.00%	99.52%	98.00%	99.21%
\$750,001-\$1,000,000	12	10.62%	99.84%	0.00%	100.00%	99.68%	96.86%
Median Sold/List Ratio		100.00%		99.79%	100.00%	99.13%	98.41%
Total Closed Units		113	100%	8	59	41	5
Total Closed Volume		18,149,171		807.17K	9.01M	7.21M	1.13M

September 2019



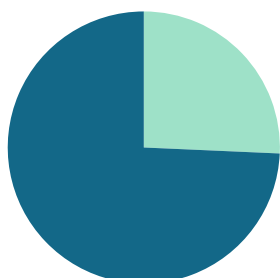
Area Delimited by School District Union - Sch Dist (9)



MARKET SUMMARY

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

INVENTORY

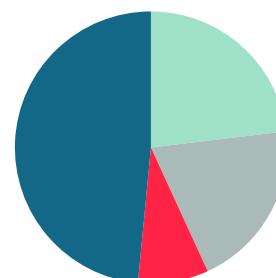


Inventory
 New Listings
119 = 25.70%
 Start Inventory
344
 Total Inventory Units
463
 Volume
\$105,984,452

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%
Median List Price	160,000	163,000	1.88%	164,900	167,500	1.58%
Median Sale Price	165,000	160,100	-2.97%	161,000	165,000	2.48%
Median Percent of Selling Price to List Price	99.62%	100.00%	0.38%	99.56%	99.71%	0.15%
Median Days on Market to Sale	26.00	11.00	-57.69%	26.00	19.00	-26.92%
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

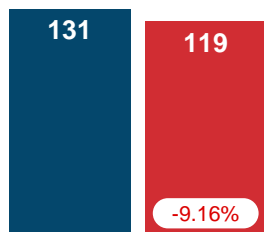
Inventory on September 30, 2019 = **237**

2018 **2019**

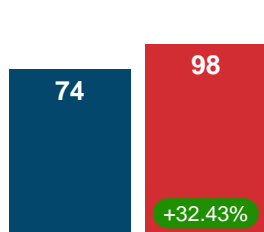
SEPTEMBER MARKET

MEDIAN PRICES

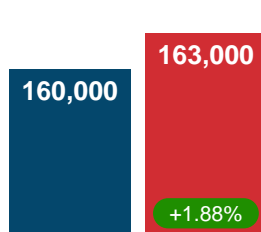
New Listings



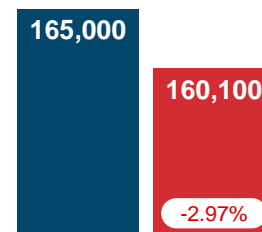
Pending Listings



List Price



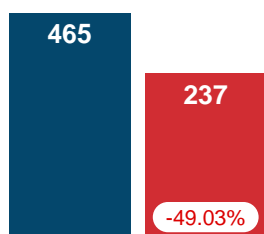
Sale Price



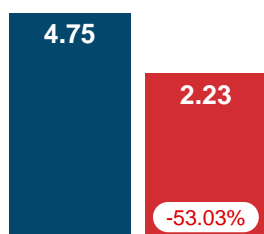
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

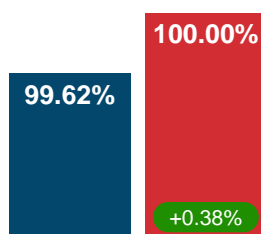
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

