

April 2020

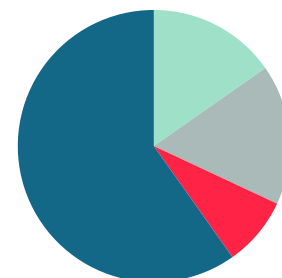
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	72	78	8.33%
Pending Listings	91	85	-6.59%
New Listings	171	126	-26.32%
Average List Price	125,866	177,541	41.06%
Average Sale Price	119,785	173,069	44.48%
Average Percent of Selling Price to List Price	95.14%	96.92%	1.87%
Average Days on Market to Sale	42.63	29.54	-30.70%
End of Month Inventory	458	305	-33.41%
Months Supply of Inventory	6.30	3.92	-37.69%



■ Closed (15.29%)
■ Pending (16.67%)
■ Other OffMarket (8.24%)
■ Active (59.80%)

Absorption: Last 12 months, an Average of **78** Sales/Month
Active Inventory as of April 30, 2020 = **305**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **33.41%** to 305 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **3.92** 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 **44.48%** in April 2020 to \$173,069 versus the previous year at \$119,785.

Average Days on Market Shortens

The average number of **29.54** days that homes spent on the market before selling decreased by 13.09 days or **30.70%** in April 2020 compared to last year's same month at **42.63** DOM.

Sales Success for April 2020 is Positive

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

There were 126 New Listings in April 2020, down **26.32%** from last year at 171. Furthermore, there were 78 Closed Listings this month versus last year at 72, a **8.33%** increase.

Closed versus Listed trends yielded a **61.9%** ratio, up from previous year's, April 2019, at **42.1%**, a **47.02%** 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

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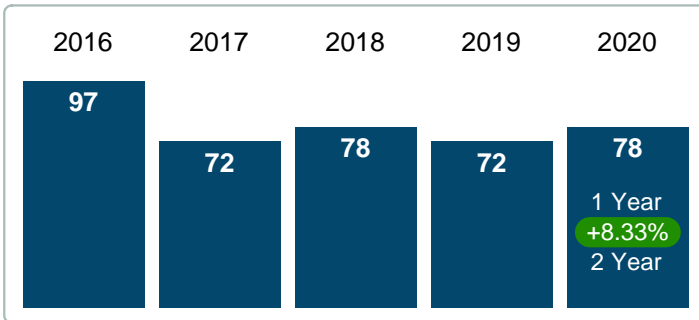
Area Delimited by County Of Creek



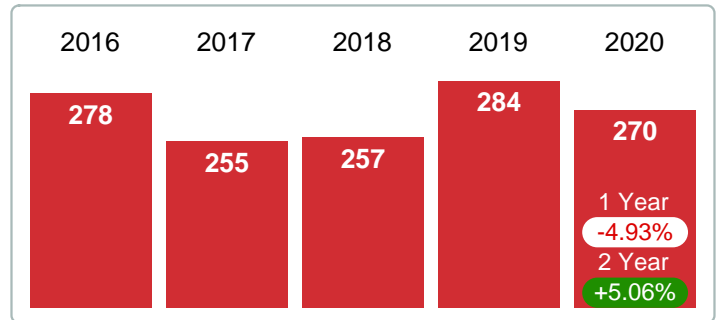
CLOSED LISTINGS

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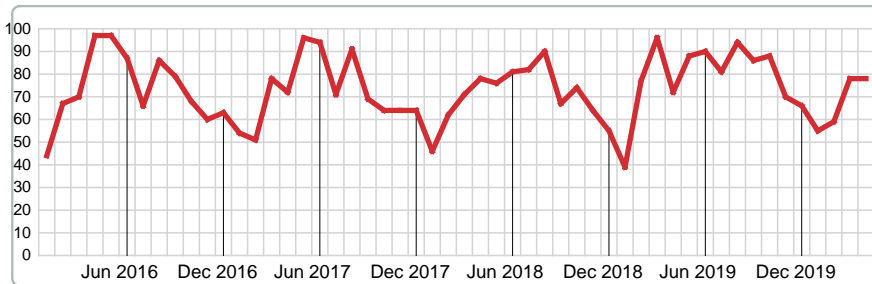
APRIL



YEAR TO DATE (YTD)

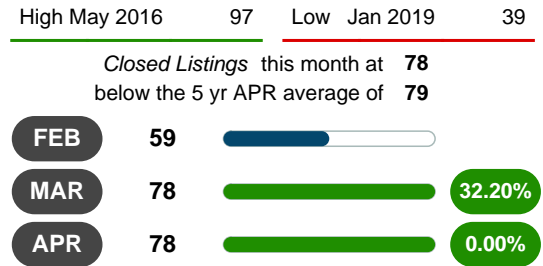


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 79



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	6.41%	33.8	2	2	1	0
\$25,001 - \$100,000	13	16.67%	39.8	6	7	0	0
\$100,001 - \$125,000	8	10.26%	9.6	2	6	0	0
\$125,001 - \$175,000	22	28.21%	24.9	2	19	1	0
\$175,001 - \$200,000	10	12.82%	37.5	0	8	2	0
\$200,001 - \$300,000	12	15.38%	44.7	1	9	2	0
\$300,001 and up	8	10.26%	10.3	0	1	5	2
Total Closed Units	78			13	52	11	2
Total Closed Volume	13,499,394	100%	29.5	1.11M	7.88M	3.76M	741.50K
Average Closed Price	\$173,069			\$85,703	\$151,626	\$341,745	\$370,750

April 2020



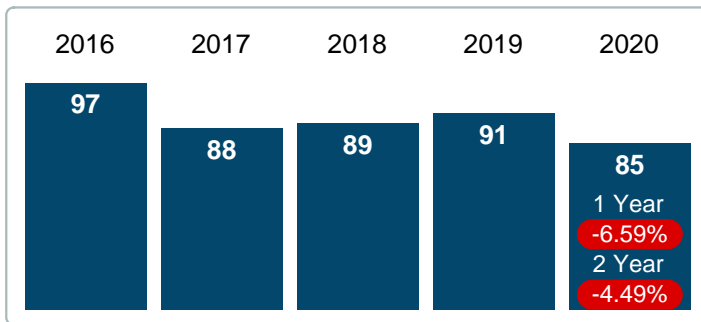
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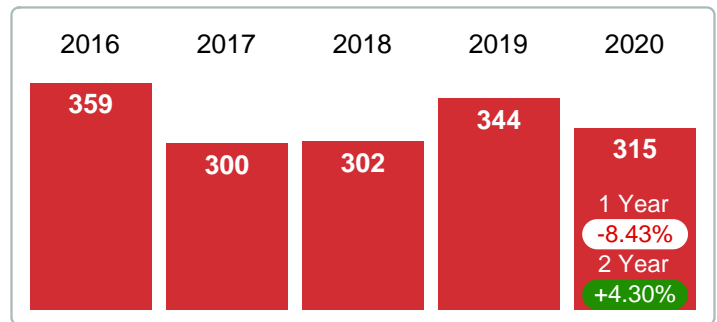
PENDING LISTINGS

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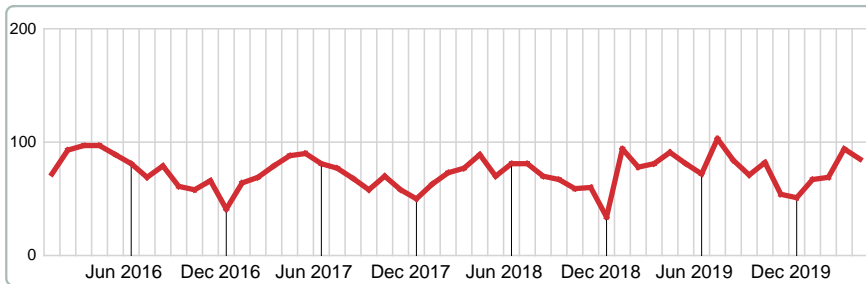
APRIL



YEAR TO DATE (YTD)

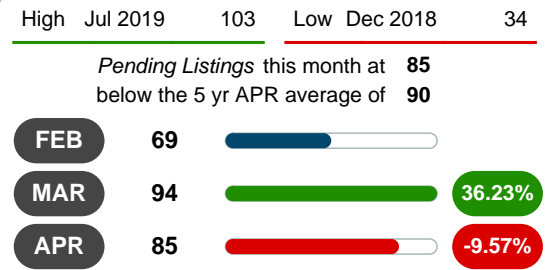


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 90



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.71%	9.8	2	2	0	0
\$25,001 - \$50,000	9	10.59%	72.1	9	0	0	0
\$50,001 - \$100,000	16	18.82%	23.8	7	9	0	0
\$100,001 - \$150,000	21	24.71%	21.6	3	15	3	0
\$150,001 - \$200,000	13	15.29%	25.2	0	12	1	0
\$200,001 - \$350,000	13	15.29%	29.0	0	10	3	0
\$350,001 and up	9	10.59%	66.0	1	0	7	1
Total Pending Units	85			22	48	14	1
Total Pending Volume	13,784,350	100%	32.0	1.90M	7.11M	4.35M	420.00K
Average Listing Price	\$160,858			\$86,514	\$148,070	\$310,979	\$420,000



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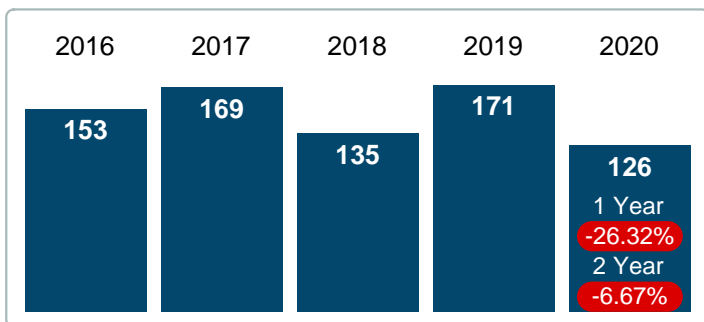
Area Delimited by County Of Creek



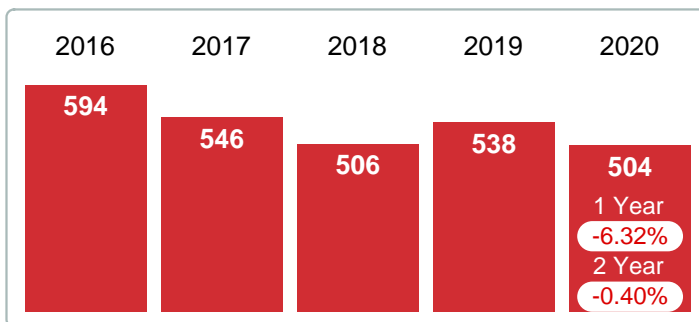
NEW LISTINGS

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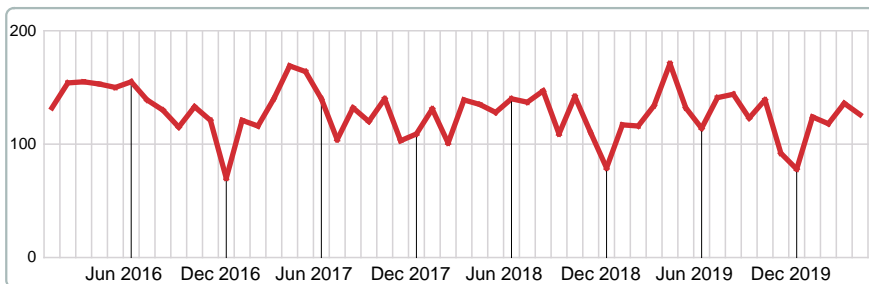
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

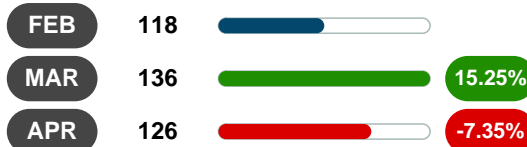


3 MONTHS

5 year APR AVG = 151

High Apr 2019 171 Low Dec 2016 70

New Listings this month at 126
below the 5 yr APR average of 151



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	10.32%	9	3	1	0
\$30,001 - \$60,000	14	11.11%	12	2	0	0
\$60,001 - \$100,000	19	15.08%	7	12	0	0
\$100,001 - \$170,000	29	23.02%	11	15	3	0
\$170,001 - \$220,000	23	18.25%	8	13	2	0
\$220,001 - \$290,000	14	11.11%	5	5	3	1
\$290,001 and up	14	11.11%	4	3	6	1
Total New Listed Units	126		56	53	15	2
Total New Listed Volume	21,095,489	100%	7.64M	7.87M	4.93M	659.90K
Average New Listed Listing Price	\$94,650		\$136,365	\$148,533	\$328,460	\$329,950

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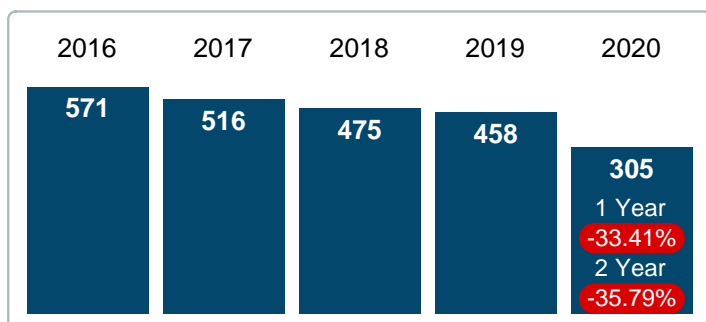
Area Delimited by County Of Creek



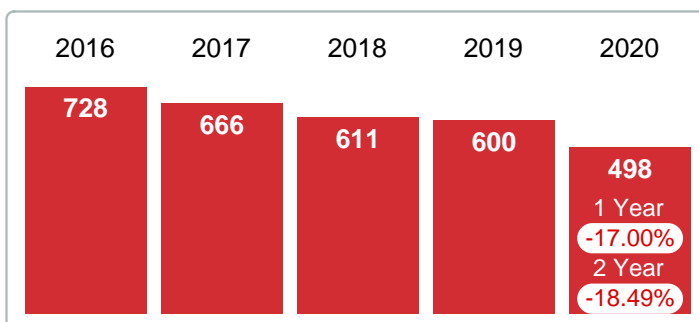
ACTIVE INVENTORY

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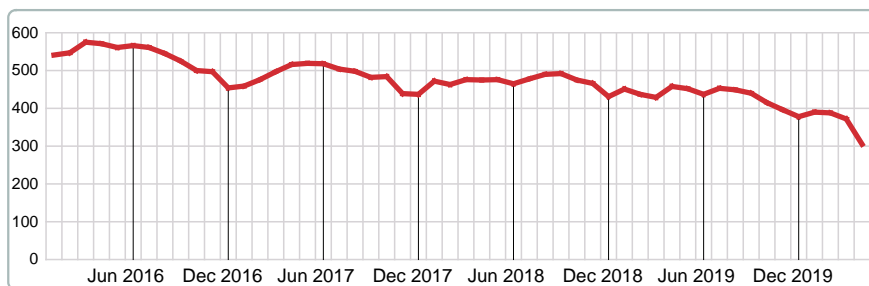
END OF APRIL



ACTIVE DURING APRIL

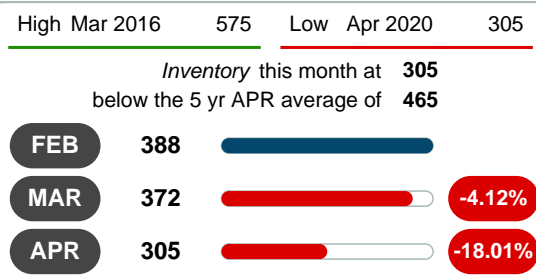


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 465



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	16	5.25%	70.9	13	2	1	0
\$25,001 - \$50,000	28	9.18%	57.1	23	4	1	0
\$50,001 - \$100,000	73	23.93%	86.7	49	18	4	2
\$100,001 - \$175,000	72	23.61%	66.3	39	25	7	1
\$175,001 - \$225,000	42	13.77%	61.0	18	18	6	0
\$225,001 - \$375,000	41	13.44%	71.2	17	13	6	5
\$375,001 and up	33	10.82%	77.4	10	2	13	8
Total Active Inventory by Units			305	169	82	38	16
Total Active Inventory by Volume			57,756,128	25.07M	13.56M	12.20M	6.92M
Average Active Inventory Listing Price			\$189,364	\$148,357	\$165,419	\$320,999	\$432,594

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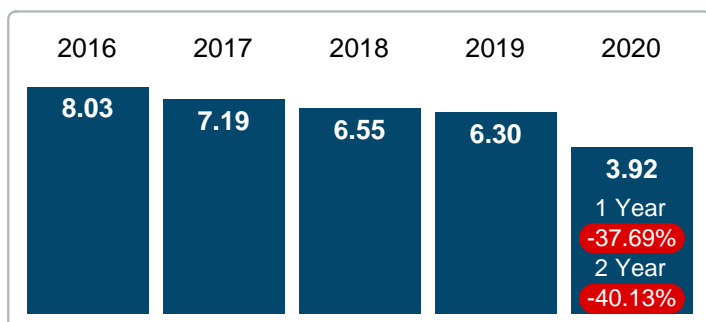
Area Delimited by County Of Creek



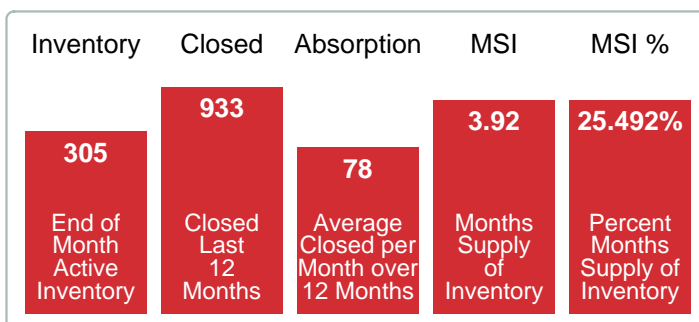
MONTHS SUPPLY of INVENTORY (MSI)

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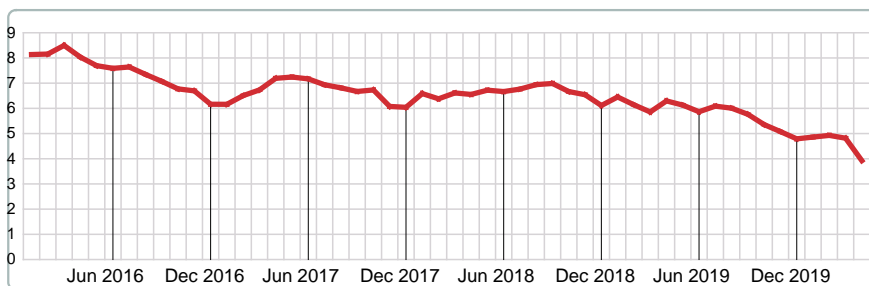
MSI FOR APRIL



INDICATORS FOR APRIL 2020

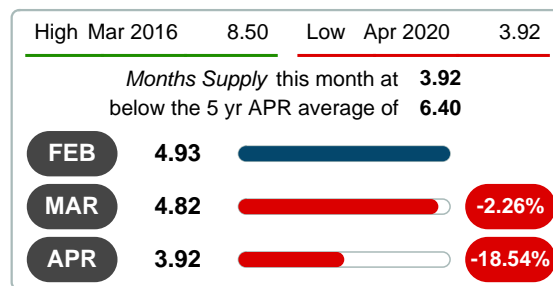


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.40



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
\$40,000 and less	30	9.84%	3.27	4.76	1.22	8.00	0.00
\$40,001 - \$70,000	40	13.11%	5.71	7.83	2.74	8.00	0.00
\$70,001 - \$100,000	47	15.41%	4.66	8.00	1.89	8.00	0.00
\$100,001 - \$170,000	64	20.98%	2.39	7.92	1.23	1.87	6.00
\$170,001 - \$240,000	54	17.70%	4.13	16.67	2.42	2.48	12.00
\$240,001 - \$390,000	39	12.79%	4.42	30.86	2.75	1.67	6.00
\$390,001 and up	31	10.16%	10.94	9.60	12.00	12.00	10.67
Market Supply of Inventory (MSI)	3.92			8.56	1.83	3.28	9.60
Total Active Inventory by Units	305	100%	3.92	169	82	38	16

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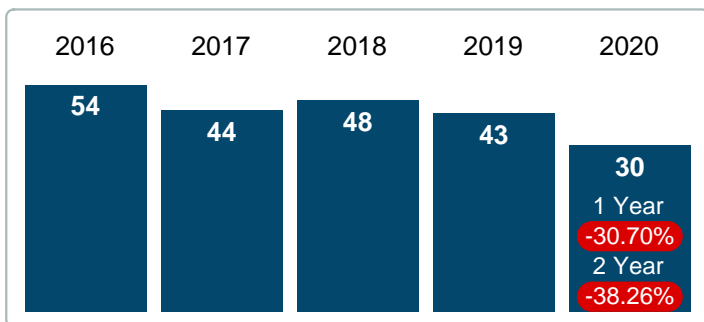
Area Delimited by County Of Creek



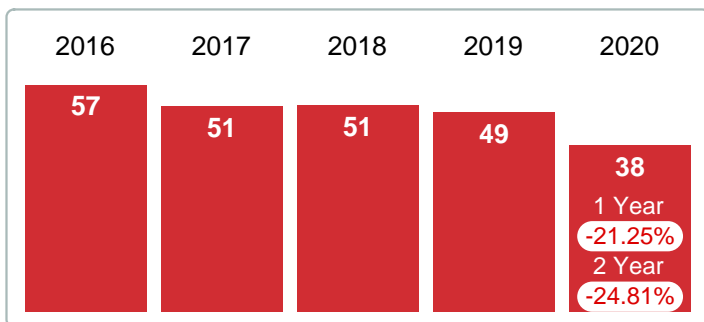
AVERAGE DAYS ON MARKET TO SALE

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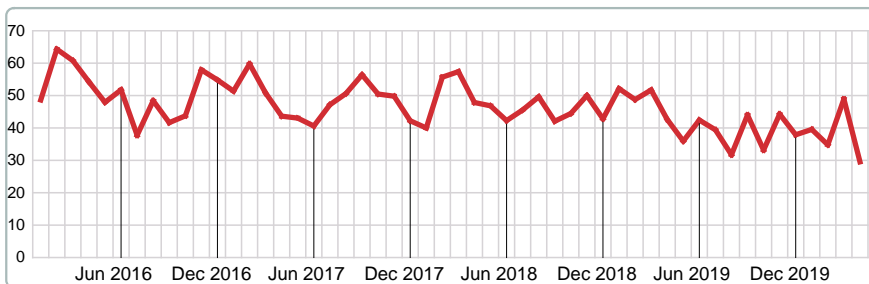
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44

High Feb 2016 64 Low Apr 2020 30

Average Days on Market to Sale this month at 30 below the 5 yr APR average of 44



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	6.41%	34	69	15	1	0
\$25,001 - \$100,000	16.67%	40	42	38	0	0
\$100,001 - \$125,000	10.26%	10	8	10	0	0
\$125,001 - \$175,000	28.21%	25	30	23	57	0
\$175,001 - \$200,000	12.82%	38	0	25	88	0
\$200,001 - \$300,000	15.38%	45	166	40	7	0
\$300,001 and up	10.26%	10	0	4	7	22
Average Closed DOM		30	48	26	26	22
Total Closed Units	100%	30	13	52	11	2
Total Closed Volume		13,499,394	1.11M	7.88M	3.76M	741.50K

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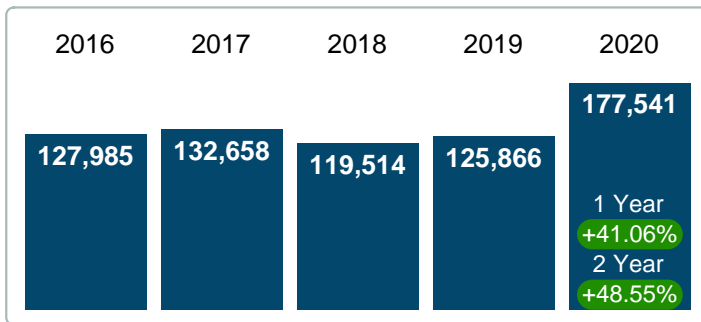
Area Delimited by County Of Creek



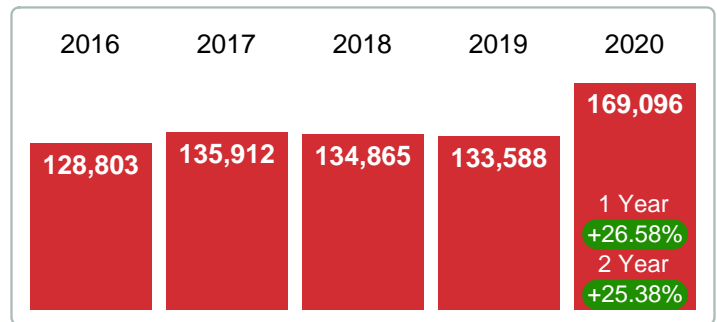
AVERAGE LIST PRICE AT CLOSING

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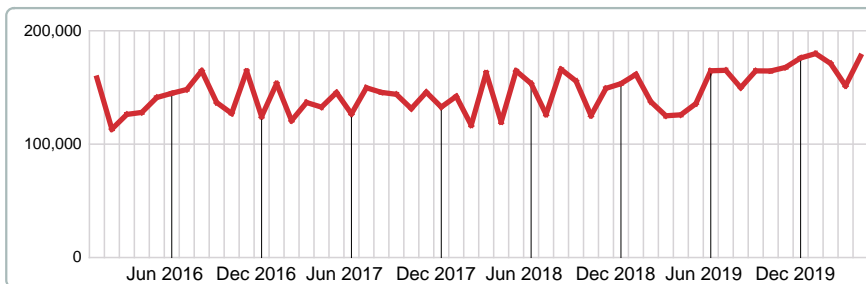
APRIL



YEAR TO DATE (YTD)

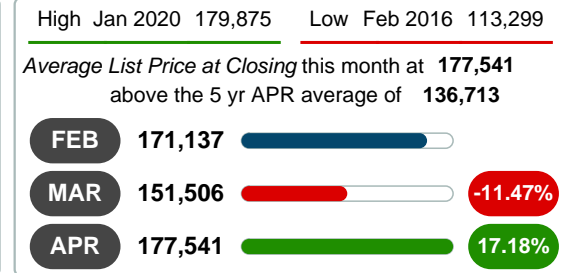


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 136,713



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	4	5.13%	7,311	27,950	1,273	7,700	0	
\$25,001 - \$100,000	14	17.95%	66,021	55,667	79,057	0	0	
\$100,001 - \$125,000	9	11.54%	118,611	132,250	115,433	0	0	
\$125,001 - \$175,000	24	30.77%	149,902	141,000	146,005	165,000	0	
\$175,001 - \$200,000	6	7.69%	190,617	0	189,419	194,900	0	
\$200,001 - \$300,000	12	15.38%	243,492	275,000	240,778	258,450	0	
\$300,001 and up	9	11.54%	462,656	0	310,000	553,500	387,450	
Average List Price		177,541		93,185	154,135	349,718	387,450	
Total Closed Units		78	100%	177,541	13	52	11	2
Total Closed Volume		13,848,195			1.21M	8.01M	3.85M	774.90K

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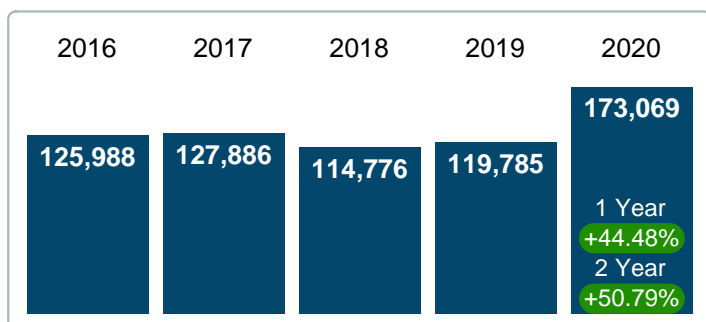
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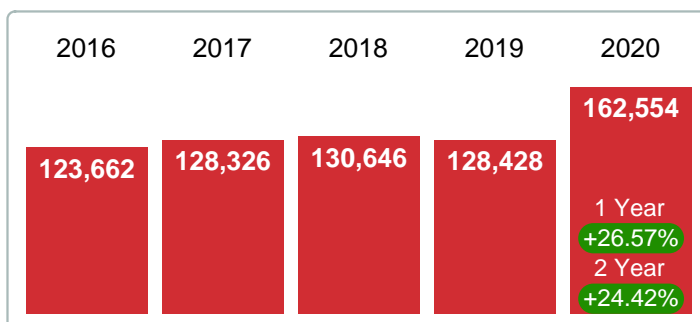
AVERAGE SOLD PRICE AT CLOSING

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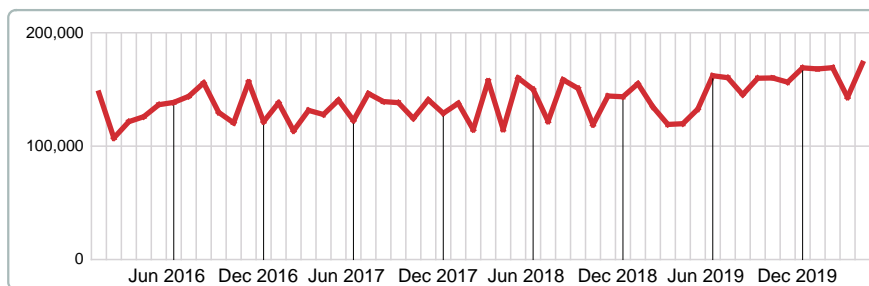
APRIL



YEAR TO DATE (YTD)

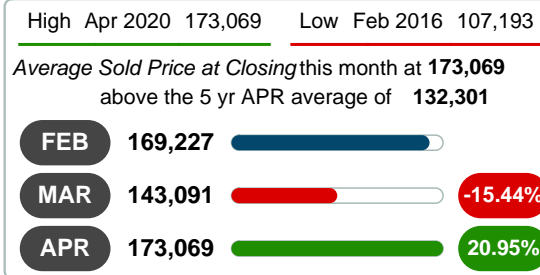


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 132,301



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	6.41%	9,477	18,570	1,273	7,700	0
\$25,001 - \$100,000	16.67%	63,308	53,500	71,714	0	0
\$100,001 - \$125,000	10.26%	115,060	122,000	112,747	0	0
\$125,001 - \$175,000	28.21%	145,968	138,500	146,279	155,000	0
\$175,001 - \$200,000	12.82%	185,950	0	184,188	193,000	0
\$200,001 - \$300,000	15.38%	240,394	235,000	237,525	256,000	0
\$300,001 and up	10.26%	469,125	0	313,000	539,700	370,750
Average Sold Price		173,069	85,703	151,626	341,745	370,750
Total Closed Units	100%	173,069	13	52	11	2
Total Closed Volume		13,499,394	1.11M	7.88M	3.76M	741.50K

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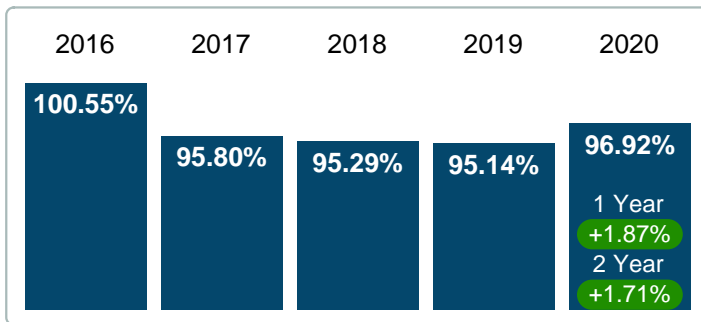
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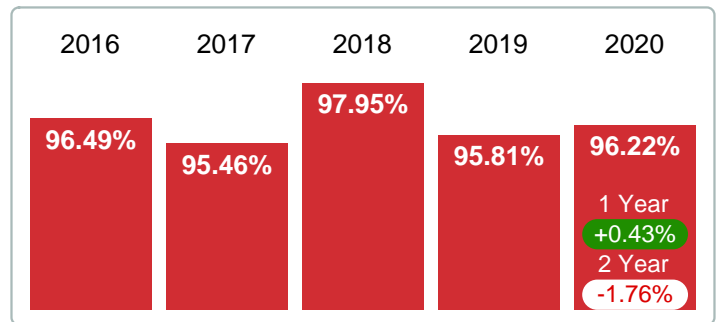
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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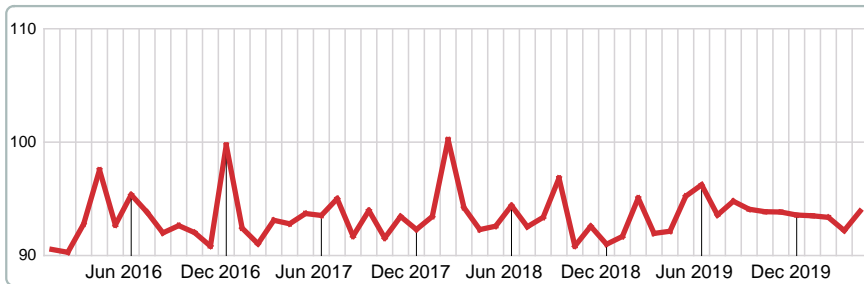
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

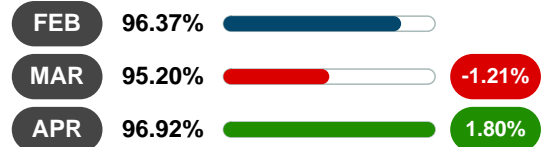


3 MONTHS

5 year APR AVG = 96.74%

High Feb 2018 103.22% Low Feb 2016 93.28%

Average Sold/List Ratio this month at **96.92%**
equal to 5 yr APR average of **96.74%**



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	6.41%	87.79%	69.47%	100.00%	100.00%	0.00%
\$25,001 - \$100,000	13	16.67%	92.43%	95.29%	89.98%	0.00%	0.00%
\$100,001 - \$125,000	8	10.26%	96.38%	92.40%	97.70%	0.00%	0.00%
\$125,001 - \$175,000	22	28.21%	99.75%	98.24%	100.22%	93.94%	0.00%
\$175,001 - \$200,000	10	12.82%	98.59%	0.00%	98.48%	99.04%	0.00%
\$200,001 - \$300,000	12	15.38%	98.65%	85.45%	100.02%	99.06%	0.00%
\$300,001 and up	8	10.26%	97.95%	0.00%	100.97%	98.29%	95.61%
Average Sold/List Ratio		96.90%		90.57%	98.26%	98.32%	95.61%
Total Closed Units		78	100%	13	52	11	2
Total Closed Volume		13,499,394		1.11M	7.88M	3.76M	741.50K

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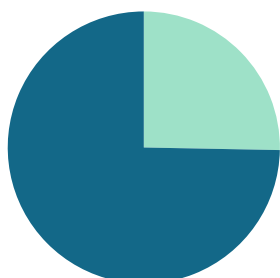
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

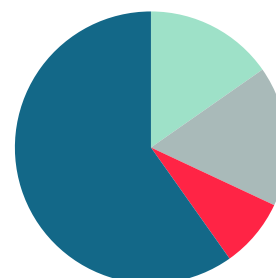


Inventory
 New Listings
126 = 25.30%
 Start Inventory
372
 Total Inventory Units
498
 Volume
\$93,858,118

Market Activity

Closed Sales
78 = 15.29%
 Pending Sales
85 = 16.67%
 Other Off Market
42 = 8.24%
 Active Inventory
305 = 59.80%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	72	78	8.33%	284	270	-4.93%
Pending Sales	91	85	-6.59%	344	315	-8.43%
New Listings	171	126	-26.32%	538	504	-6.32%
Average List Price	125,866	177,541	41.06%	133,588	169,096	26.58%
Average Sale Price	119,785	173,069	44.48%	128,428	162,554	26.57%
Average Percent of Selling Price to List Price	95.14%	96.92%	1.87%	95.81%	96.22%	0.43%
Average Days on Market to Sale	42.63	29.54	-30.70%	48.67	38.32	-21.25%
Monthly Inventory	458	305	-33.41%	458	305	-33.41%
Months Supply of Inventory	6.30	3.92	-37.69%	6.30	3.92	-37.69%

Absorption: Last 12 months, an Average of **78** Sales/Month

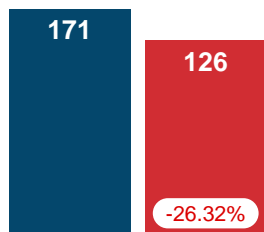
Inventory on April 30, 2020 = **305**

2019 **2020**

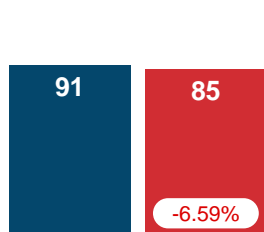
APRIL MARKET

AVERAGE PRICES

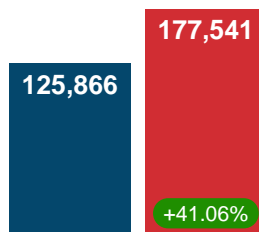
New Listings



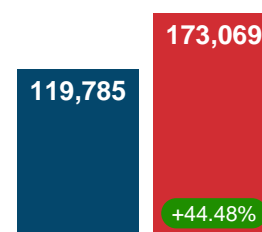
Pending Listings



List Price



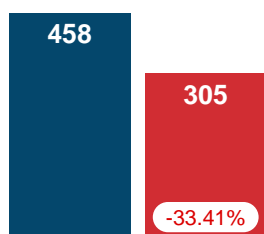
Sale Price



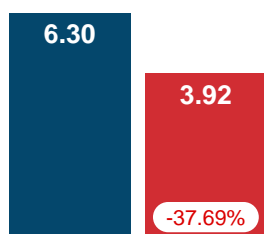
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

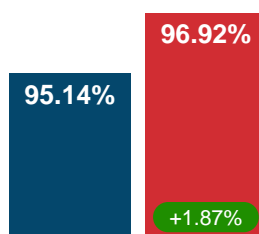
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

