

April 2020

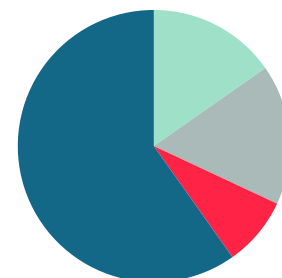
Area Delimited by County Of Creek



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%
Median List Price	118,150	148,750	25.90%
Median Sale Price	114,725	147,500	28.57%
Median Percent of Selling Price to List Price	96.66%	98.82%	2.22%
Median Days on Market to Sale	28.00	10.00	-64.29%
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.

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 **28.57%** in April 2020 to \$147,500 versus the previous year at \$114,725.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 18.00 days or **64.29%** in April 2020 compared to last year's same month at **28.00** DOM.

Sales Success for April 2020 is Positive

Overall, with Median 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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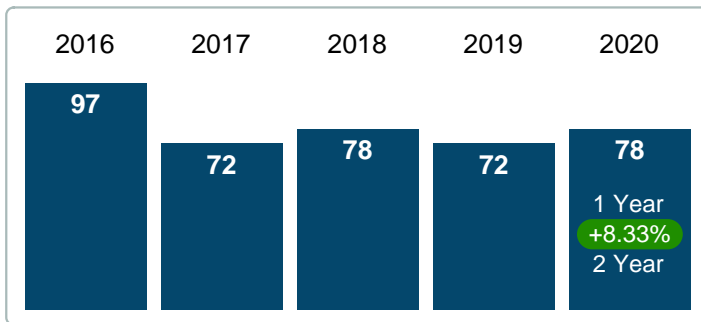
Area Delimited by County Of Creek



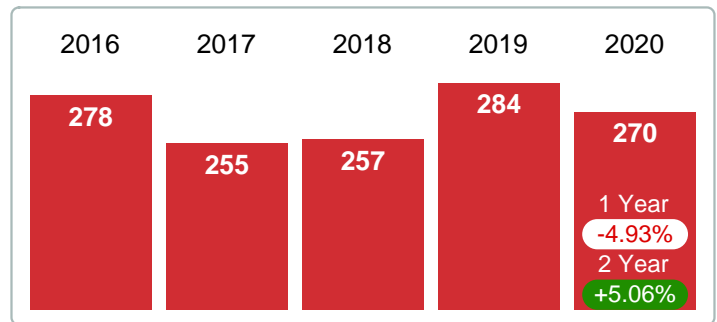
CLOSED LISTINGS

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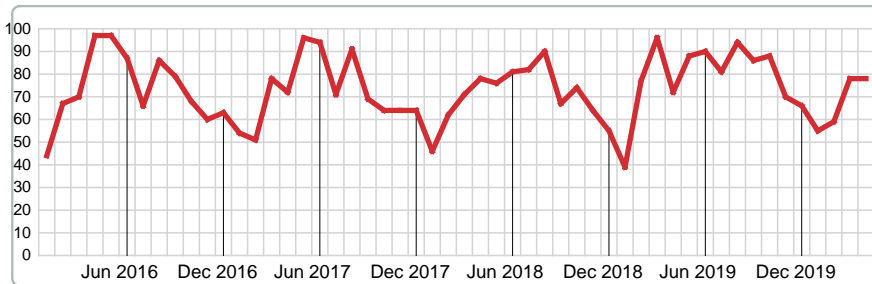
APRIL



YEAR TO DATE (YTD)

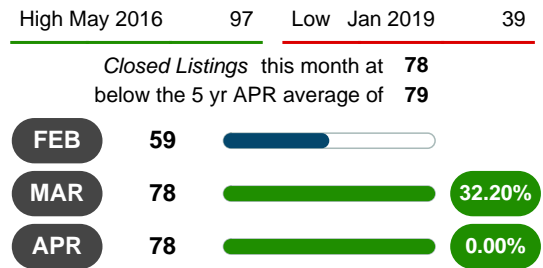


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 79



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.41%	15.0	2	2	1	0
\$30,001 - \$100,000	13	16.67%	26.0	6	7	0	0
\$100,001 - \$130,000	11	14.10%	6.0	2	9	0	0
\$130,001 - \$170,000	18	23.08%	4.0	2	15	1	0
\$170,001 - \$200,000	11	14.10%	25.0	0	9	2	0
\$200,001 - \$310,000	12	15.38%	9.5	1	9	2	0
\$310,001 and up	8	10.26%	6.5	0	1	5	2
Total Closed Units	78			13	52	11	2
Total Closed Volume	13,499,394	100%	10.0	1.11M	7.88M	3.76M	741.50K
Median Closed Price	\$147,500			\$73,500	\$147,500	\$257,000	\$370,750

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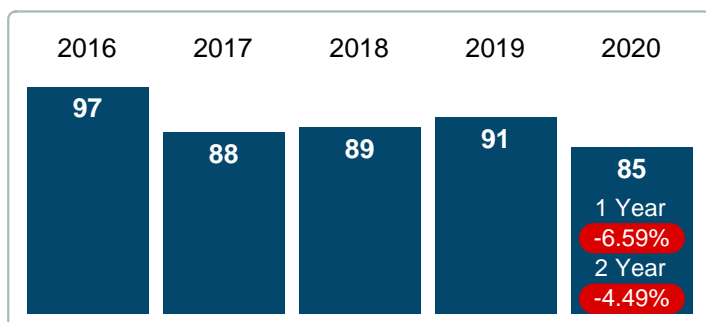
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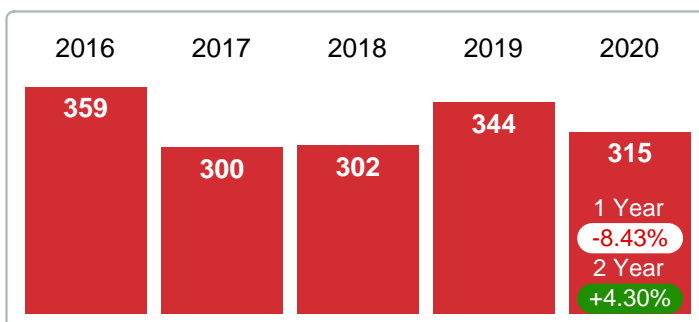
PENDING LISTINGS

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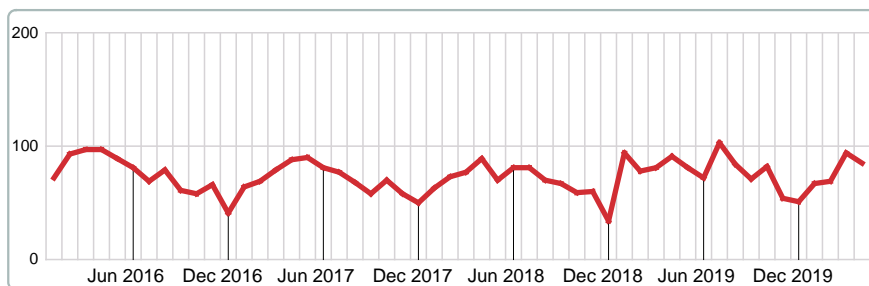
APRIL



YEAR TO DATE (YTD)

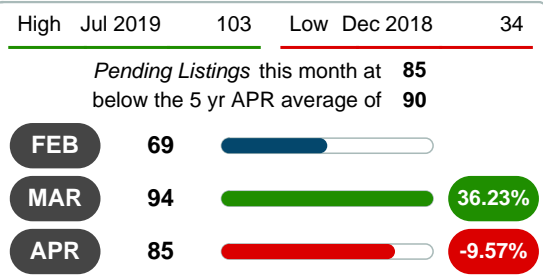


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 90



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.24%	15.0	5	2	0	0
\$30,001 - \$70,000	11	12.94%	62.0	9	2	0	0
\$70,001 - \$100,000	11	12.94%	7.0	4	7	0	0
\$100,001 - \$160,000	24	28.24%	4.0	3	17	4	0
\$160,001 - \$210,000	11	12.94%	32.0	0	11	0	0
\$210,001 - \$370,000	13	15.29%	31.0	0	9	4	0
\$370,001 and up	8	9.41%	66.0	1	0	6	1
Total Pending Units	85			22	48	14	1
Total Pending Volume	13,784,350	100%	21.0	1.90M	7.11M	4.35M	420.00K
Median Listing Price	\$139,000			\$54,950	\$141,500	\$352,500	\$420,000

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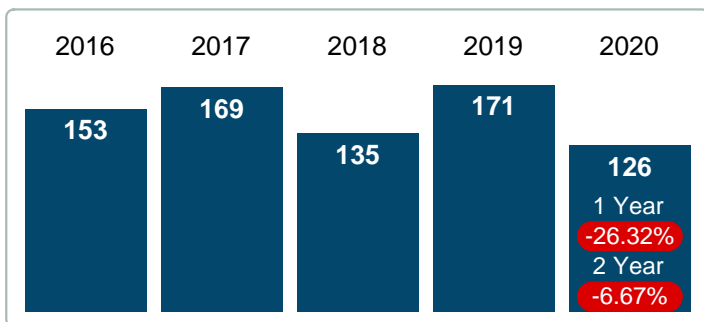
Area Delimited by County Of Creek



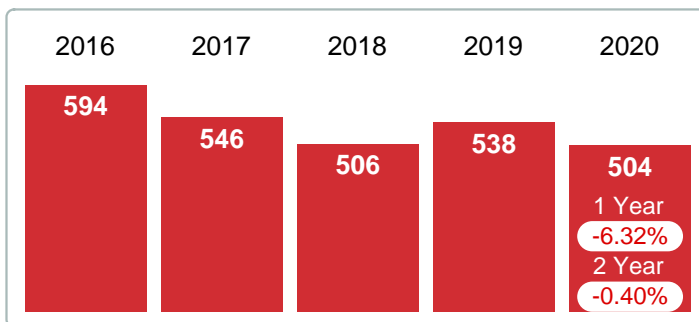
NEW LISTINGS

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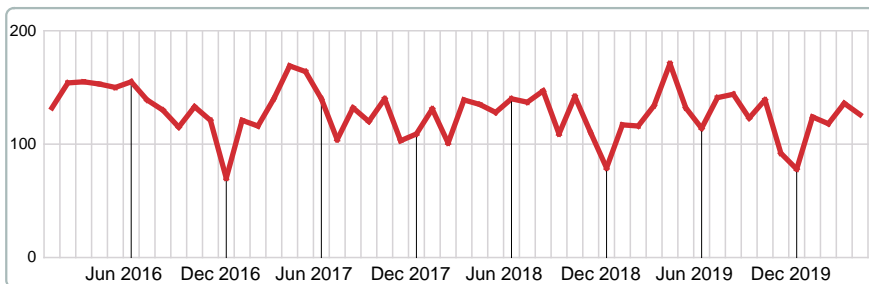
APRIL



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
Median New Listed Listing Price	\$146,200		\$110,000	\$140,000	\$247,500	\$329,950

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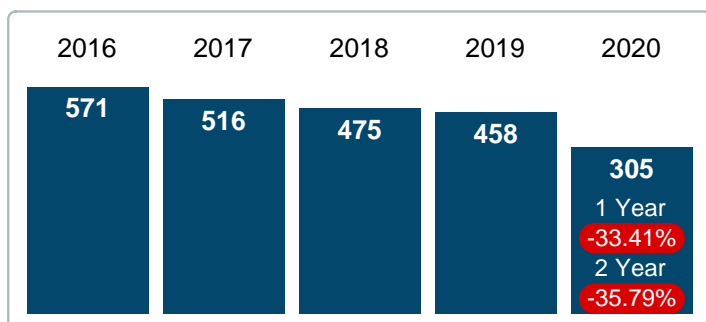
Area Delimited by County Of Creek



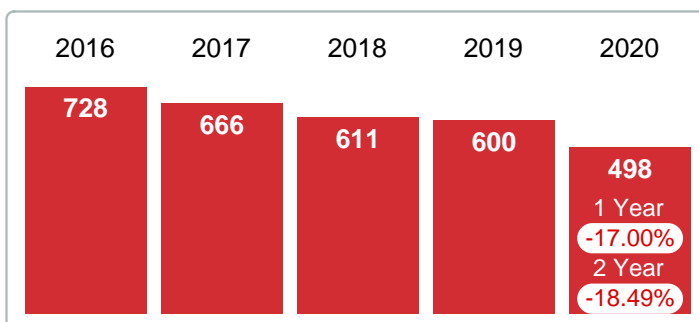
ACTIVE INVENTORY

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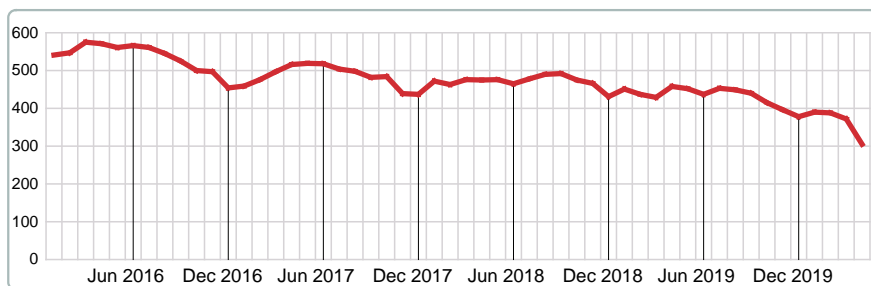
END OF APRIL



ACTIVE DURING APRIL

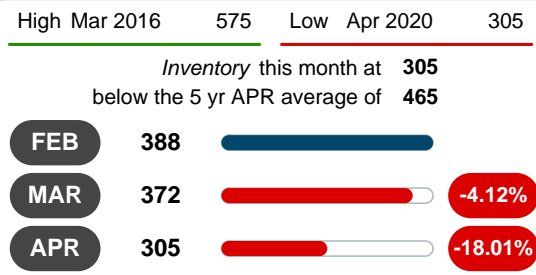


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 465



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	30	9.84%	63.5	23	5	2	0
\$40,001 - \$70,000	40	13.11%	73.0	30	8	2	0
\$70,001 - \$100,000	47	15.41%	42.0	32	11	2	2
\$100,001 - \$170,000	64	20.98%	49.0	33	23	7	1
\$170,001 - \$240,000	54	17.70%	42.0	25	22	6	1
\$240,001 - \$390,000	39	12.79%	57.0	18	11	6	4
\$390,001 and up	31	10.16%	70.0	8	2	13	8
Total Active Inventory by Units		305		169	82	38	16
Total Active Inventory by Volume		57,756,128	100%	25.07M	13.56M	12.20M	6.92M
Median Active Inventory Listing Price		\$139,500		\$100,000	\$145,000	\$236,250	\$381,950

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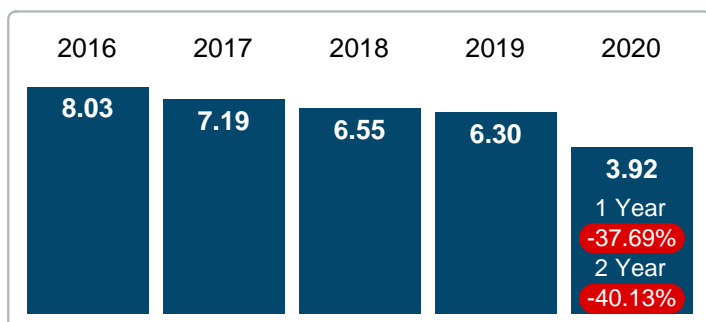
Area Delimited by County Of Creek



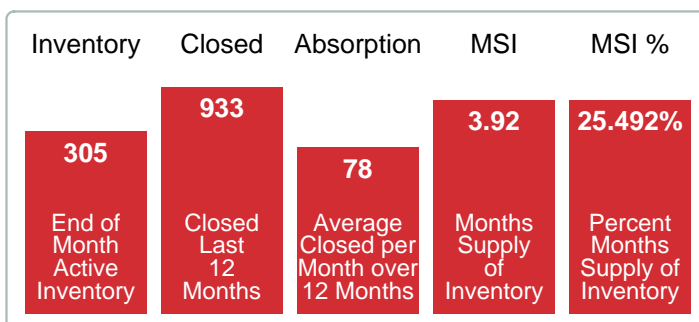
MONTHS SUPPLY of INVENTORY (MSI)

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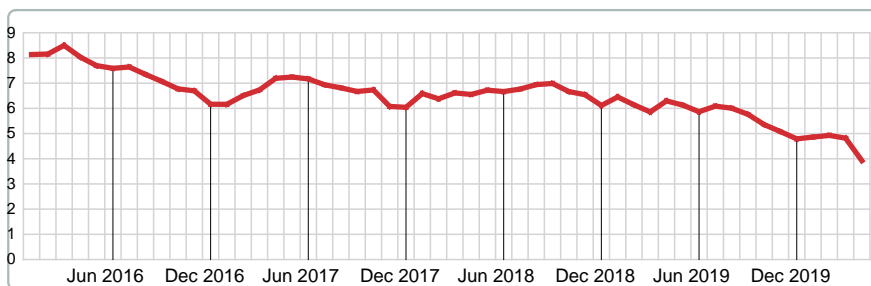
MSI FOR APRIL



INDICATORS FOR APRIL 2020

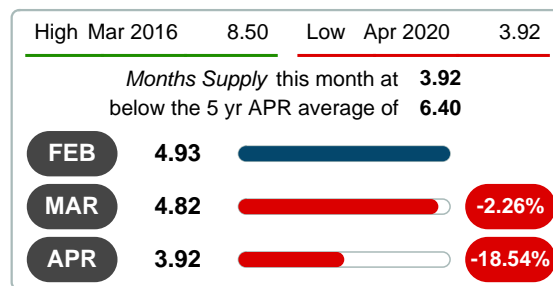


5 YEAR MARKET ACTIVITY TRENDS



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		100%	305	169	82	38	16

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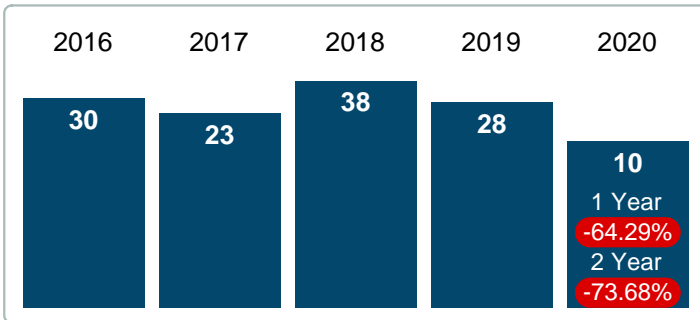
Area Delimited by County Of Creek



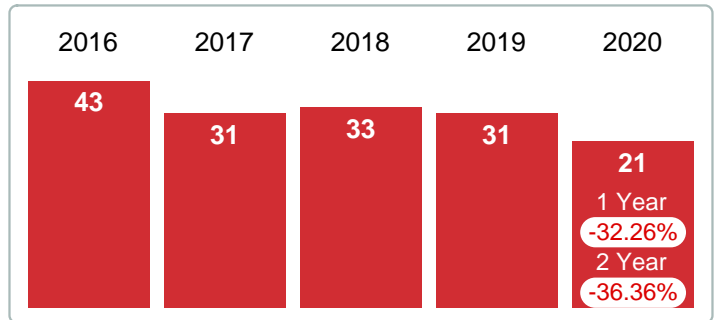
MEDIAN DAYS ON MARKET TO SALE

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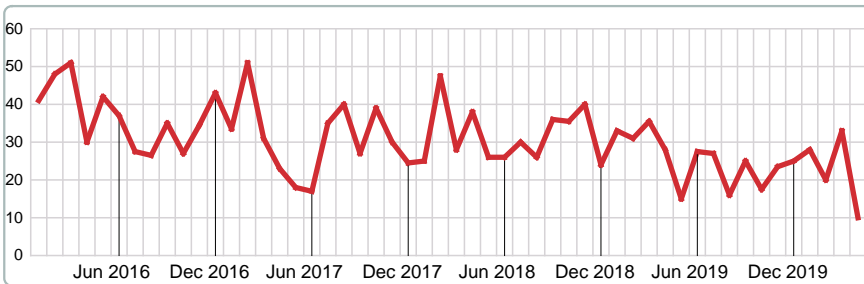
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

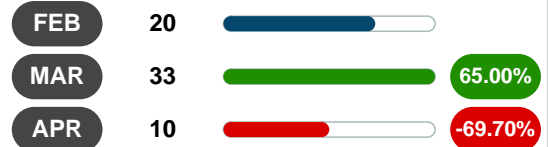


3 MONTHS

5 year APR AVG = 26

High Feb 2017 51 Low Apr 2020 10

Median Days on Market to Sale this month at 10 below the 5 yr APR average of 26



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
\$30,000 and less	6.41%	15	69	15	1	0
\$30,001 - \$100,000	16.67%	26	20	29	0	0
\$100,001 - \$130,000	14.10%	6	8	6	0	0
\$130,001 - \$170,000	23.08%	4	30	4	57	0
\$170,001 - \$200,000	14.10%	25	0	25	88	0
\$200,001 - \$310,000	15.38%	10	166	10	7	0
\$310,001 and up	10.26%	7	0	4	7	22
Median Closed DOM		10	19	10	8	22
Total Closed Units	100%	78	13	52	11	2
Total Closed Volume		13,499,394	1.11M	7.88M	3.76M	741.50K

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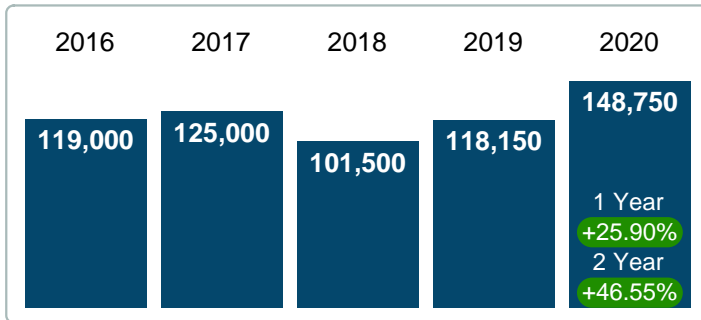
Area Delimited by County Of Creek



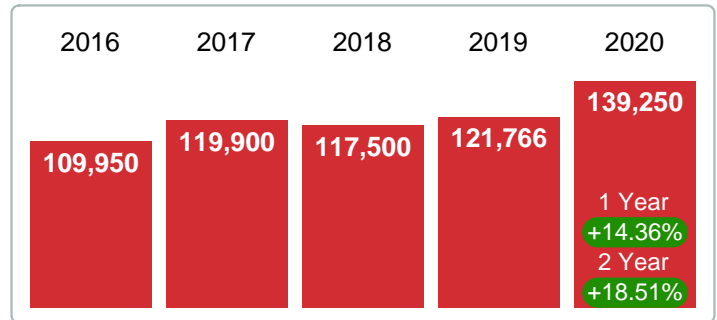
MEDIAN LIST PRICE AT CLOSING

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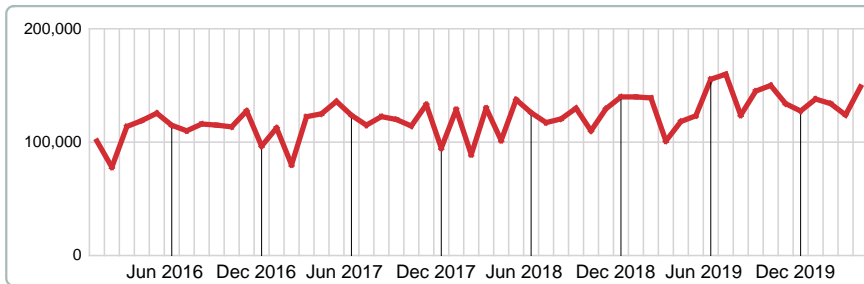
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

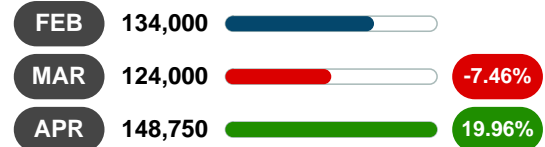


3 MONTHS

5 year APR AVG = 122,480

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

Median List Price at Closing this month at **148,750**
above the 5 yr APR average of **122,480**



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		
\$30,000 and less	4	5.13%	4,498	19,000	1,273	7,700	0	
\$30,001 - \$100,000	14	17.95%	68,950	45,000	77,500	0	0	
\$100,001 - \$130,000	10	12.82%	121,450	125,000	119,900	0	0	
\$130,001 - \$170,000	22	28.21%	148,750	140,000	149,250	165,000	0	
\$170,001 - \$200,000	7	8.97%	189,900	0	189,500	194,900	0	
\$200,001 - \$310,000	13	16.67%	254,800	275,000	223,000	258,450	0	
\$310,001 and up	8	10.26%	364,950	0	311,500	375,000	387,450	
Median List Price		148,750		73,500	148,750	259,900	387,450	
Total Closed Units		78	100%	148,750	13	52	11	2
Total Closed Volume		13,848,195		1.21M	8.01M	3.85M	774.90K	

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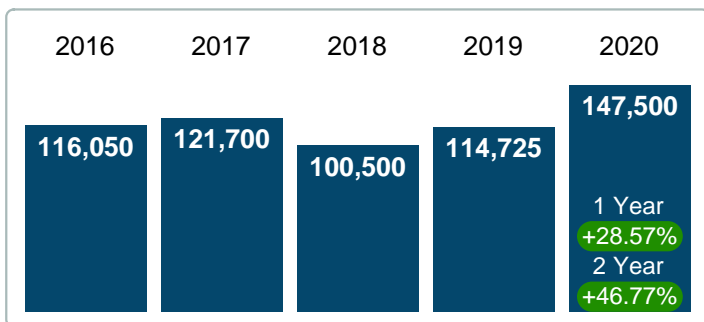
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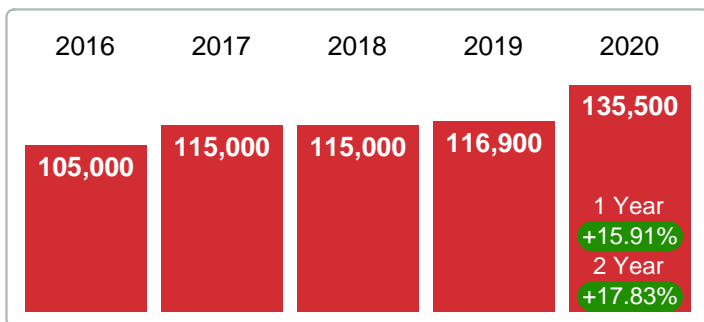
MEDIAN SOLD PRICE AT CLOSING

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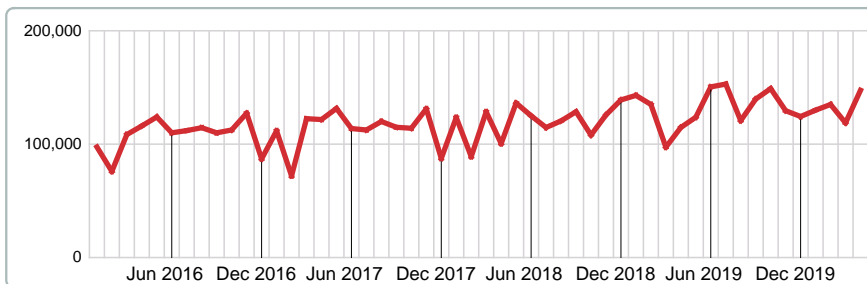
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

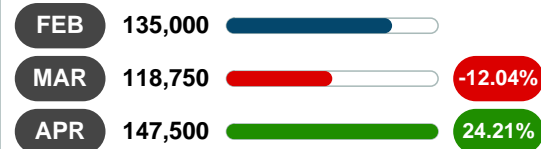


3 MONTHS

5 year APR AVG = 120,095

High Jul 2019 153,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **147,500**
above the 5 yr APR average of **120,095**



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
\$30,000 and less	6.41%	7,700	18,570	1,273	7,700	0
\$30,001 - \$100,000	16.67%	68,000	42,500	69,000	0	0
\$100,001 - \$130,000	14.10%	120,000	122,000	120,000	0	0
\$130,001 - \$170,000	23.08%	146,000	138,500	147,000	155,000	0
\$170,001 - \$200,000	14.10%	181,000	0	180,000	193,000	0
\$200,001 - \$310,000	15.38%	241,975	235,000	217,900	256,000	0
\$310,001 and up	10.26%	350,500	0	313,000	365,000	370,750
Median Sold Price		147,500	73,500	147,500	257,000	370,750
Total Closed Units		78	13	52	11	2
Total Closed Volume		13,499,394	1.11M	7.88M	3.76M	741.50K

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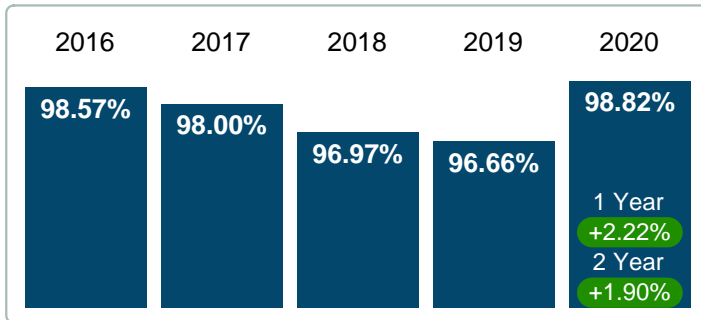
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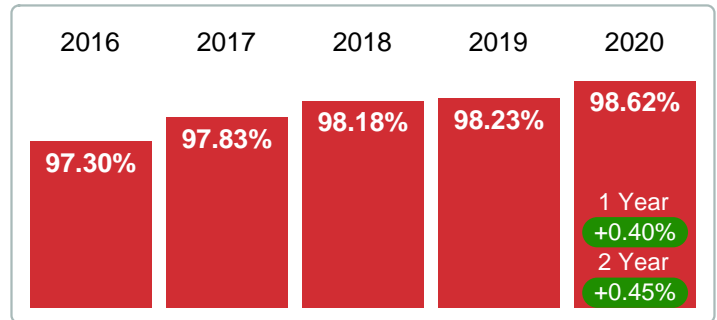
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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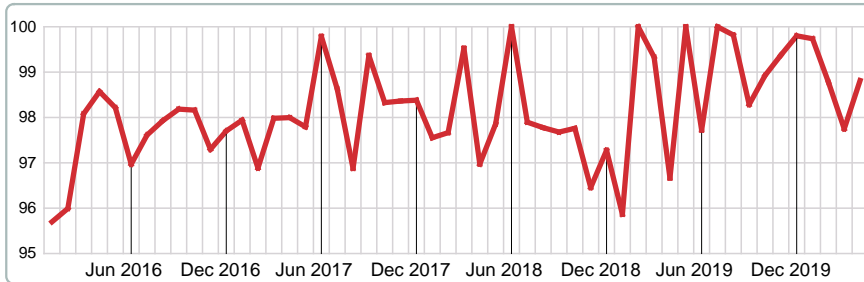
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

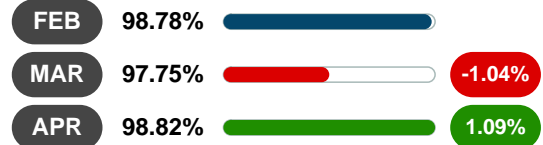


3 MONTHS

5 year APR AVG = 97.80%

High Jul 2019 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **98.82%**
above the 5 yr APR average of **97.80%**



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
\$30,000 and less	5	6.41%	100.00%	69.47%	100.00%	100.00%	0.00%
\$30,001 - \$100,000	13	16.67%	100.00%	96.43%	100.00%	0.00%	0.00%
\$100,001 - \$130,000	11	14.10%	97.56%	92.40%	100.08%	0.00%	0.00%
\$130,001 - \$170,000	18	23.08%	100.00%	98.24%	100.00%	93.94%	0.00%
\$170,001 - \$200,000	11	14.10%	99.49%	0.00%	99.49%	99.04%	0.00%
\$200,001 - \$310,000	12	15.38%	97.91%	85.45%	97.70%	99.06%	0.00%
\$310,001 and up	8	10.26%	97.49%	0.00%	100.97%	97.65%	95.61%
Median Sold/List Ratio		98.82%		92.86%	100.00%	98.55%	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

April 2020

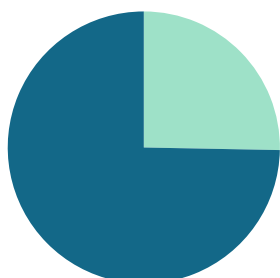
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

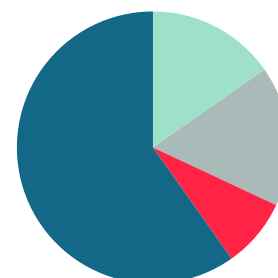


Inventory
 New Listings
126 = 25.30%
 Start Inventory
372
 Total Inventory Units
498
 Volume
\$93,858,118

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%
Median List Price	118,150	148,750	25.90%	121,766	139,250	14.36%
Median Sale Price	114,725	147,500	28.57%	116,900	135,500	15.91%
Median Percent of Selling Price to List Price	96.66%	98.82%	2.22%	98.23%	98.62%	0.40%
Median Days on Market to Sale	28.00	10.00	-64.29%	31.00	21.00	-32.26%
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

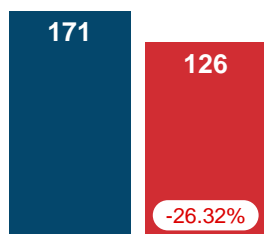
Inventory on April 30, 2020 = **305**

2019 **2020**

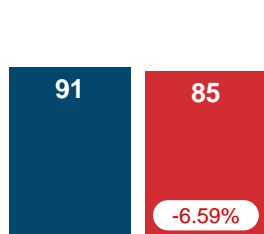
APRIL MARKET

MEDIAN PRICES

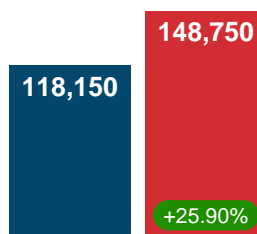
New Listings



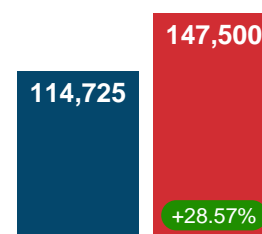
Pending Listings



List Price



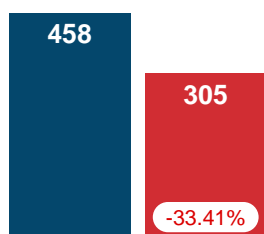
Sale Price



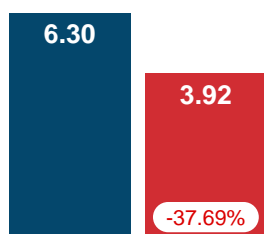
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

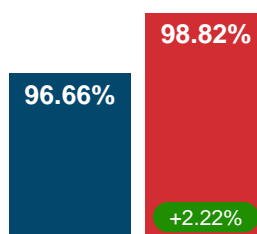
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

