

August 2020



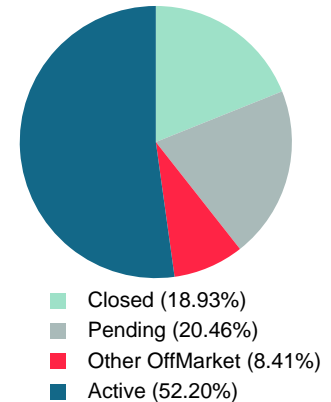
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	96	99	3.13%
Pending Listings	84	107	27.38%
New Listings	144	134	-6.94%
Average List Price	148,323	171,651	15.73%
Average Sale Price	143,994	166,162	15.40%
Average Percent of Selling Price to List Price	97.78%	96.08%	-1.74%
Average Days on Market to Sale	31.17	41.99	34.73%
End of Month Inventory	449	273	-39.20%
Months Supply of Inventory	5.93	3.46	-41.64%



Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of August 31, 2020 = **273**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **39.20%** to 273 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **3.46** 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 **15.40%** in August 2020 to \$166,162 versus the previous year at \$143,994.

Average Days on Market Lengthens

The average number of **41.99** days that homes spent on the market before selling increased by 10.82 days or **34.73%** in August 2020 compared to last year's same month at **31.17** DOM.

Sales Success for August 2020 is Positive

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

There were 134 New Listings in August 2020, down **6.94%** from last year at 144. Furthermore, there were 99 Closed Listings this month versus last year at 96, a **3.13%** increase.

Closed versus Listed trends yielded a **73.9%** ratio, up from previous year's, August 2019, at **66.7%**, a **10.82%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

August 2020



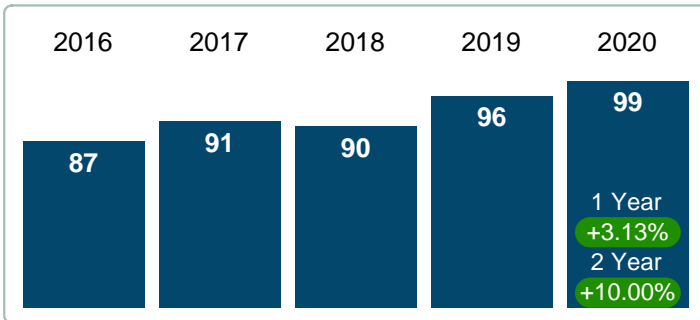
Area Delimited by County Of Creek



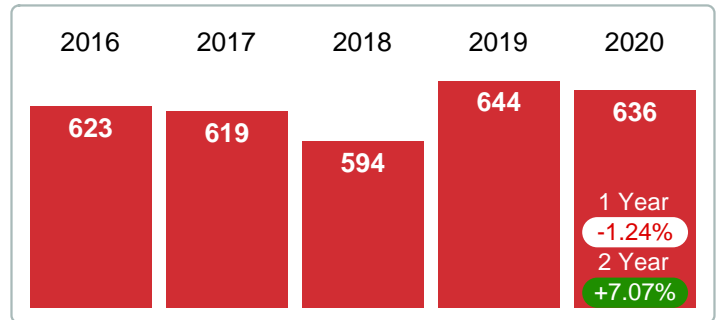
CLOSED LISTINGS

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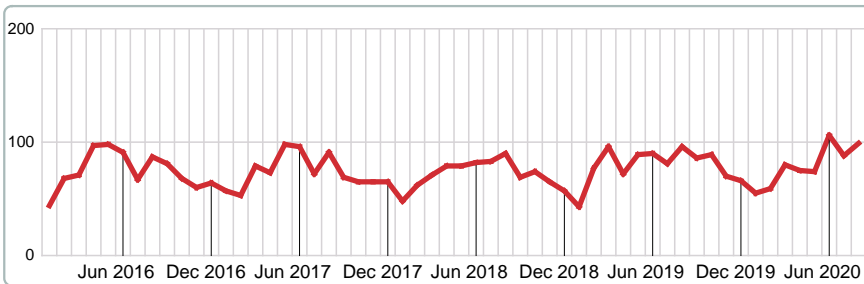
AUGUST



YEAR TO DATE (YTD)

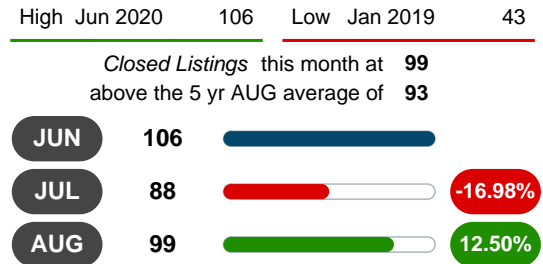


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 93



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	4	4.04%	32.8	4	0	0	0
\$25,001 - \$75,000	17	17.17%	41.2	9	6	1	1
\$75,001 - \$100,000	14	14.14%	48.6	6	7	0	1
\$100,001 - \$150,000	25	25.25%	38.4	8	16	1	0
\$150,001 - \$200,000	11	11.11%	32.3	1	7	3	0
\$200,001 - \$325,000	17	17.17%	30.6	2	12	2	1
\$325,001 and up	11	11.11%	73.5	0	2	5	4
Total Closed Units	99			30	50	12	7
Total Closed Volume	16,450,050	100%	42.0	2.60M	7.92M	3.90M	2.03M
Average Closed Price	\$166,162			\$86,743	\$158,322	\$325,117	\$290,037

August 2020



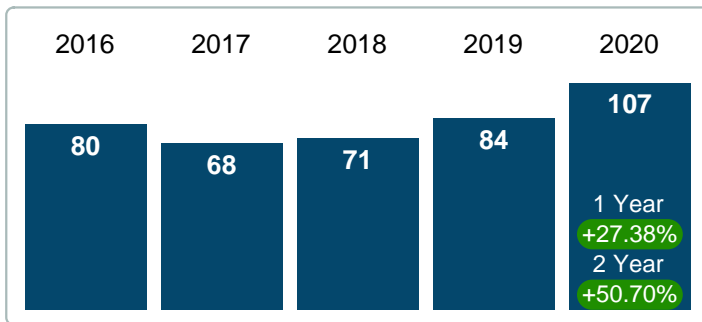
Area Delimited by County Of Creek



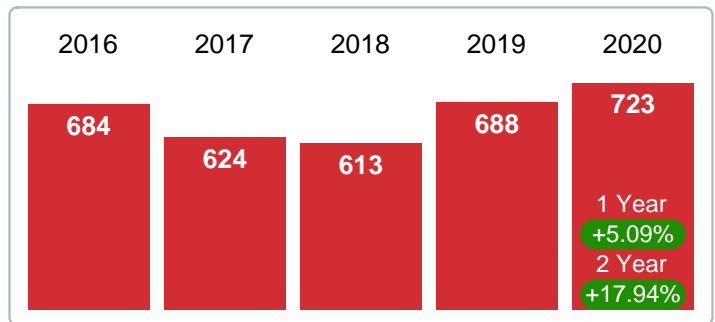
PENDING LISTINGS

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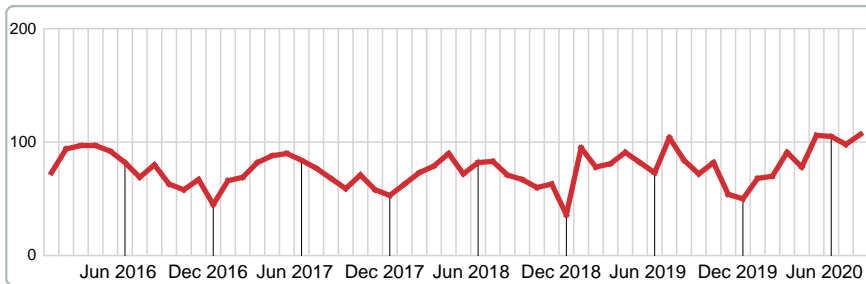
AUGUST



YEAR TO DATE (YTD)

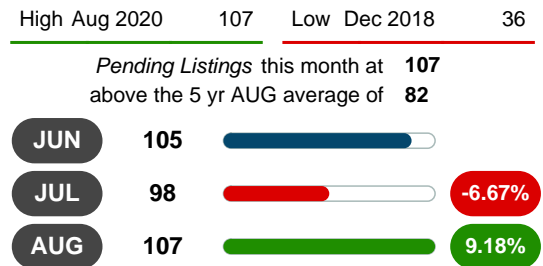


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$40,000 and less	10	9.35%	38.3	10	0	0	0
\$40,001 - \$80,000	16	14.95%	29.8	9	4	2	1
\$80,001 - \$100,000	15	14.02%	25.3	6	9	0	0
\$100,001 - \$160,000	19	17.76%	27.6	2	17	0	0
\$160,001 - \$200,000	21	19.63%	36.6	2	16	3	0
\$200,001 - \$320,000	15	14.02%	57.9	3	9	2	1
\$320,001 and up	11	10.28%	50.7	2	4	2	3
Total Pending Units	107			34	59	9	5
Total Pending Volume	17,861,039	100%	64.5	3.48M	10.47M	1.89M	2.02M
Average Listing Price	\$101,200			\$102,262	\$177,426	\$210,478	\$404,340

August 2020



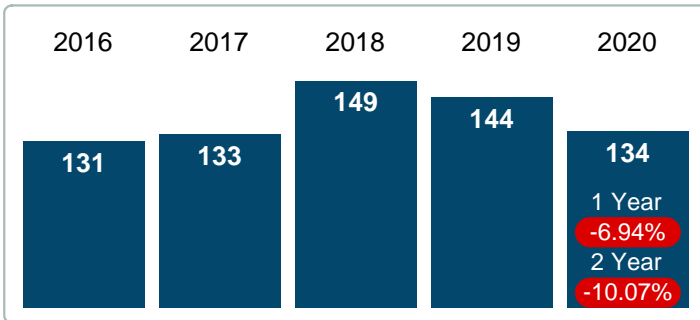
Area Delimited by County Of Creek



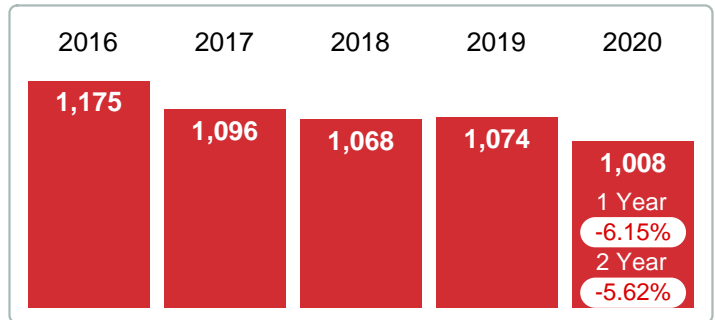
NEW LISTINGS

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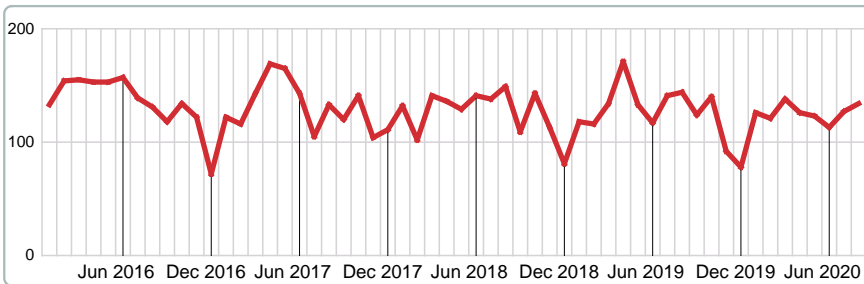
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

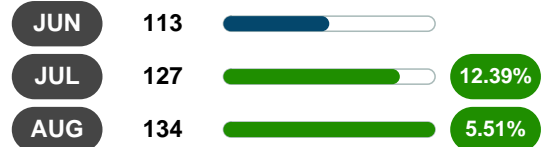


3 MONTHS

5 year AUG AVG = 138

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 134
below the 5 yr AUG average of 138



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	9.70%	13	0	0	0
\$50,001 - \$80,000	16	11.94%	11	5	0	0
\$80,001 - \$110,000	18	13.43%	6	11	1	0
\$110,001 - \$170,000	36	26.87%	8	26	1	1
\$170,001 - \$200,000	21	15.67%	7	8	5	1
\$200,001 - \$310,000	16	11.94%	2	10	3	1
\$310,001 and up	14	10.45%	3	4	4	3
Total New Listed Units	134		50	64	14	6
Total New Listed Volume	24,581,581	100%	6.42M	11.56M	3.67M	2.94M
Average New Listed Listing Price	\$0		\$128,378	\$180,612	\$261,997	\$489,267

August 2020



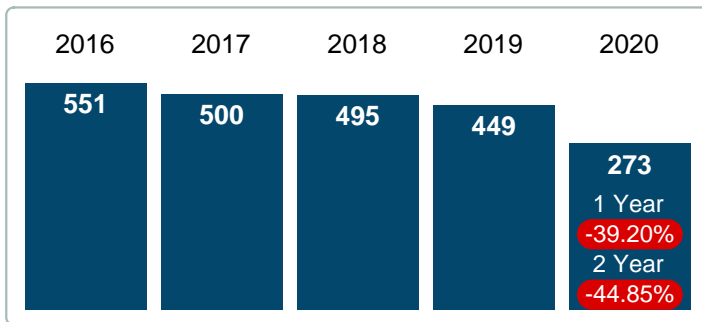
Area Delimited by County Of Creek



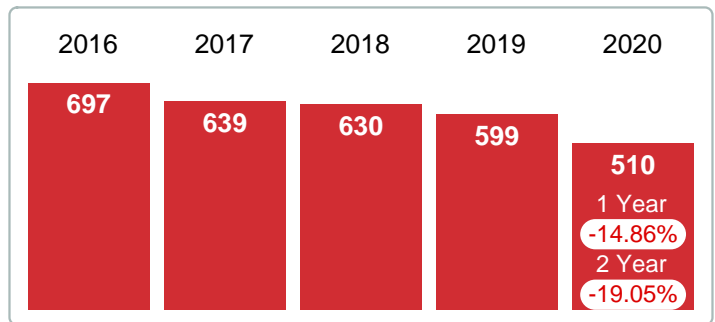
ACTIVE INVENTORY

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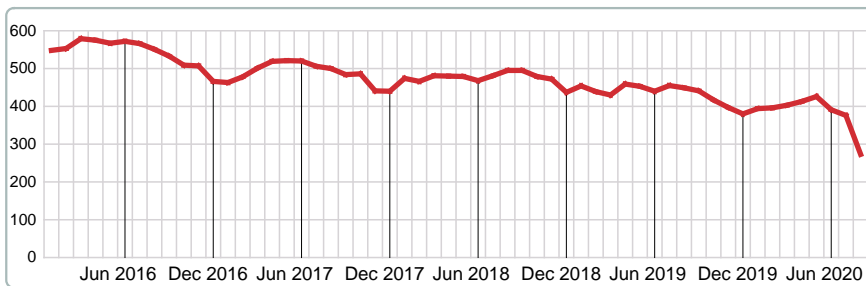
END OF AUGUST



ACTIVE DURING AUGUST

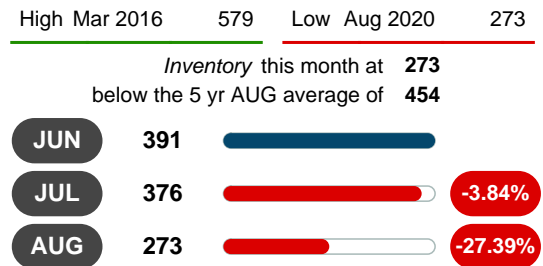


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 454



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	20	7.33%	109.8	14	3	2	1
\$25,001 - \$50,000	29	10.62%	77.2	27	2	0	0
\$50,001 - \$100,000	49	17.95%	92.8	34	12	2	1
\$100,001 - \$175,000	71	26.01%	67.3	35	29	5	2
\$175,001 - \$225,000	37	13.55%	100.1	21	11	4	1
\$225,001 - \$475,000	40	14.65%	83.0	16	11	8	5
\$475,001 and up	27	9.89%	76.3	9	4	9	5
Total Active Inventory by Units			273	156	72	30	15
Total Active Inventory by Volume			56,252,754	26.37M	13.35M	10.48M	6.05M
Average Active Inventory Listing Price			\$206,054	\$169,046	\$185,354	\$349,438	\$403,527

August 2020



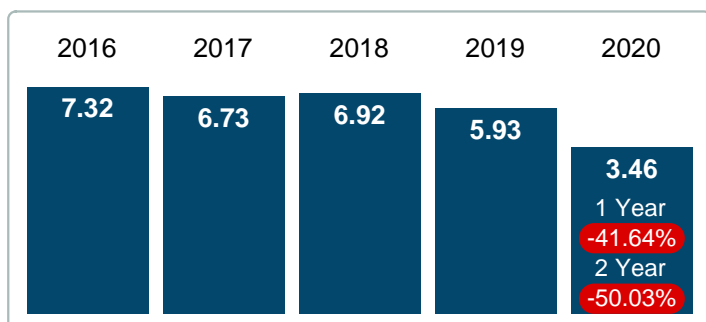
Area Delimited by County Of Creek



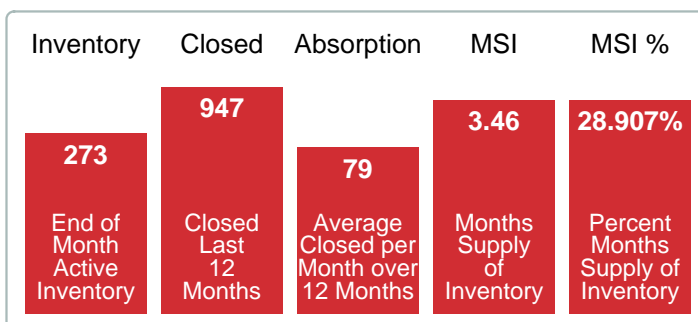
MONTHS SUPPLY of INVENTORY (MSI)

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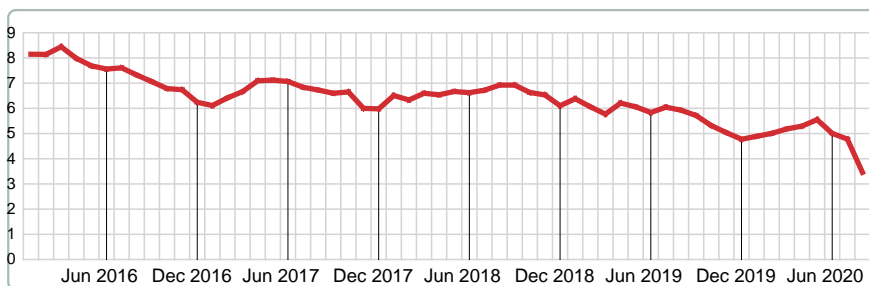
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

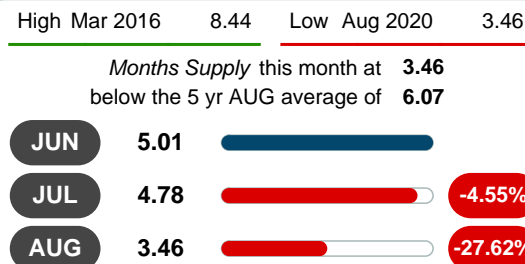


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.07



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
\$30,000 and less	27	9.89%	4.63	5.58	1.92	12.00	0.00
\$30,001 - \$60,000	32	11.72%	4.36	5.80	1.04	3.00	0.00
\$60,001 - \$110,000	44	16.12%	3.00	4.73	1.71	2.40	6.00
\$110,001 - \$170,000	61	22.34%	2.52	7.50	1.50	1.17	24.00
\$170,001 - \$240,000	46	16.85%	3.10	20.80	1.28	2.00	6.00
\$240,001 - \$470,000	34	12.45%	3.40	19.50	2.40	1.58	4.29
\$470,001 and up	29	10.62%	13.92	24.00	16.00	9.23	15.00
Market Supply of Inventory (MSI)			3.46	7.49	1.65	2.43	7.50
Total Active Inventory by Units		100%	3.46	156	72	30	15

August 2020

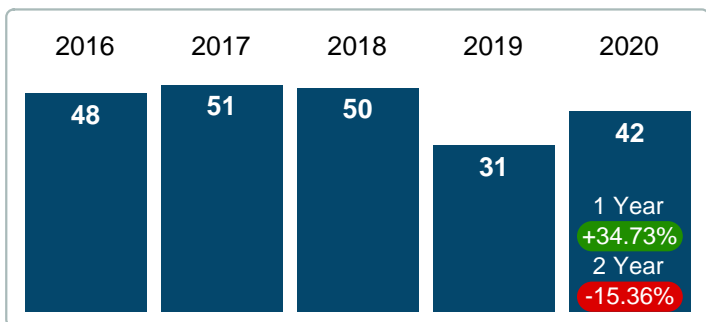
Area Delimited by County Of Creek



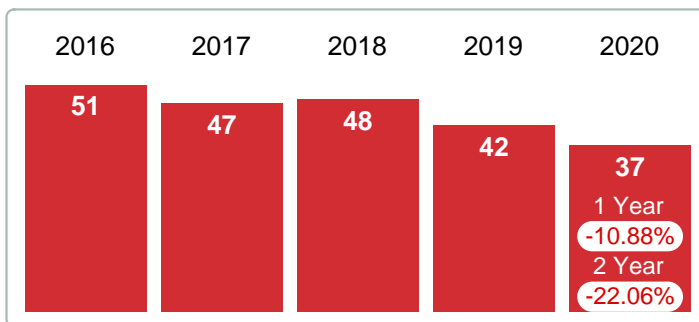
AVERAGE DAYS ON MARKET TO SALE

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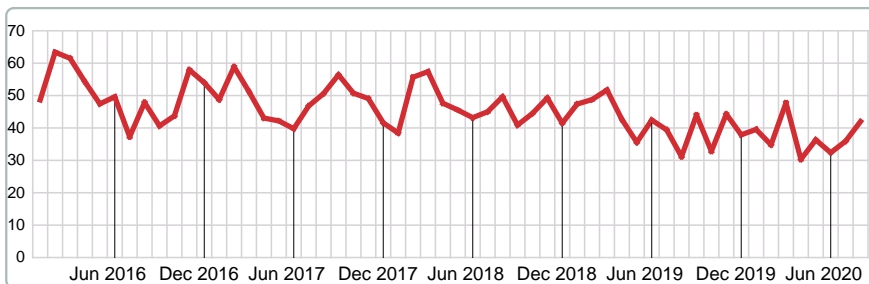
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

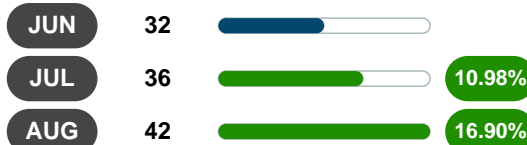


3 MONTHS

5 year AUG AVG = 44

High Feb 2016 63 Low Apr 2020 30

Average Days on Market to Sale this month at 42 below the 5 yr AUG 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	4.04%	33	33	0	0	0
\$25,001 - \$75,000	17.17%	41	33	57	8	60
\$75,001 - \$100,000	14.14%	49	74	31	0	19
\$100,001 - \$150,000	25.25%	38	74	23	3	0
\$150,001 - \$200,000	11.11%	32	195	13	24	0
\$200,001 - \$325,000	17.17%	31	53	24	19	87
\$325,001 and up	11.11%	73	0	69	87	59
Average Closed DOM		42				
Total Closed Units		99				
Total Closed Volume		16,450,050				
			59	29	47	57
	100%	42	30	50	12	7
			2.60M	7.92M	3.90M	2.03M

August 2020



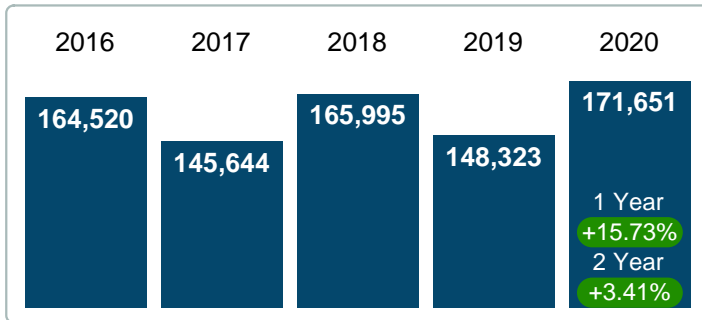
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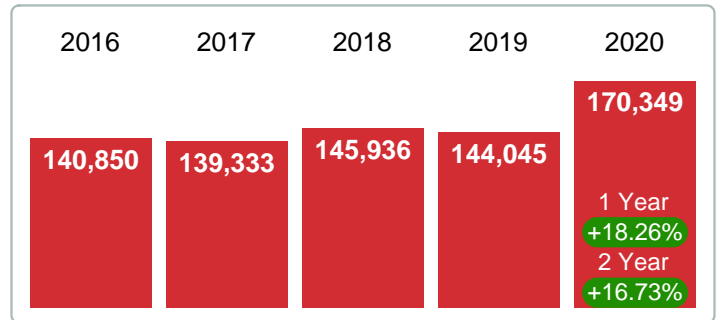
AVERAGE LIST PRICE AT CLOSING

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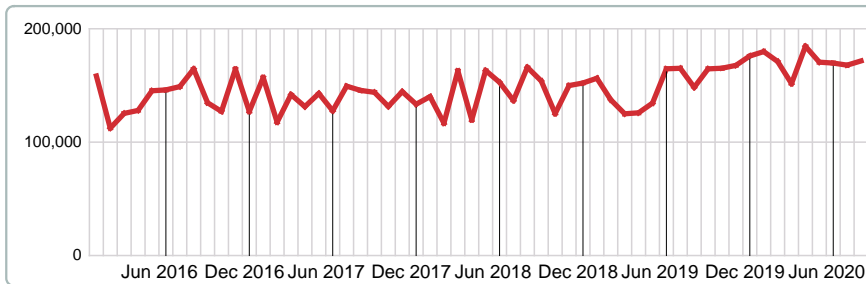
AUGUST



YEAR TO DATE (YTD)

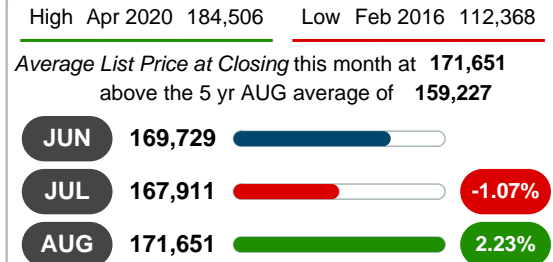


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 159,227



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	4.04%	19,600	19,600	0	0	0
\$25,001 - \$75,000	18.18%	53,689	42,367	67,467	45,000	60,300
\$75,001 - \$100,000	12.12%	92,017	91,650	93,914	0	89,000
\$100,001 - \$150,000	25.25%	128,196	137,038	127,384	135,000	0
\$150,001 - \$200,000	13.13%	178,677	165,000	172,821	189,133	0
\$200,001 - \$325,000	16.16%	242,888	257,500	232,325	278,700	224,900
\$325,001 and up	11.11%	493,686	0	488,950	548,770	427,200
Average List Price		171,651	92,863	161,518	337,388	297,571
Total Closed Units	100%	171,651	30	50	12	7
Total Closed Volume		16,993,438	2.79M	8.08M	4.05M	2.08M

August 2020



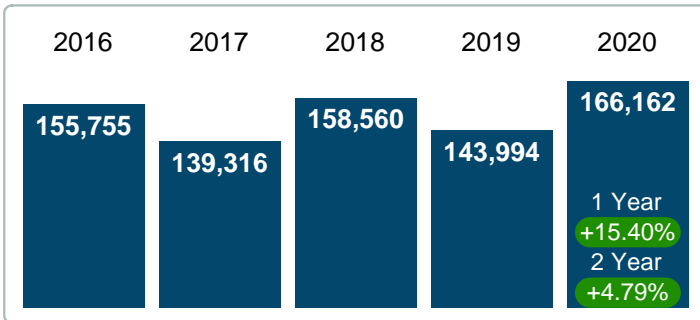
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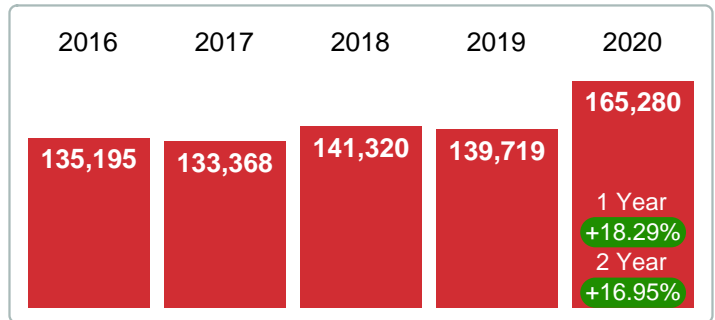
AVERAGE SOLD PRICE AT CLOSING

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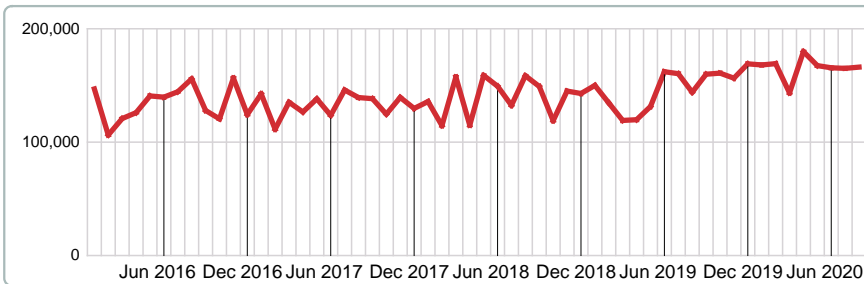
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

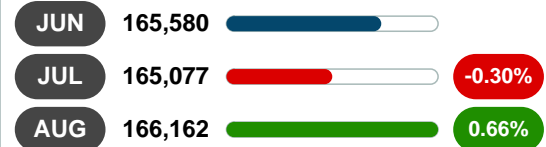


3 MONTHS

5 year AUG AVG = 152,757

High Apr 2020 179,855 Low Feb 2016 106,315

Average Sold Price at Closing this month at **166,162** above the 5 yr AUG average of **152,757**



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	4.04%	18,250	18,250	0	0	0
\$25,001 - \$75,000	17.17%	48,450	39,211	63,317	35,000	55,852
\$75,001 - \$100,000	14.14%	88,107	85,417	89,571	0	94,000
\$100,001 - \$150,000	25.25%	126,426	128,613	124,796	135,000	0
\$150,001 - \$200,000	11.11%	172,059	165,000	171,236	176,333	0
\$200,001 - \$325,000	17.17%	235,147	235,000	229,125	274,750	228,500
\$325,001 and up	11.11%	479,010	0	482,150	530,580	412,977
Average Sold Price		166,162	86,743	158,322	325,117	290,037
Total Closed Units	100%	166,162	30	50	12	7
Total Closed Volume		16,450,050	2.60M	7.92M	3.90M	2.03M

August 2020



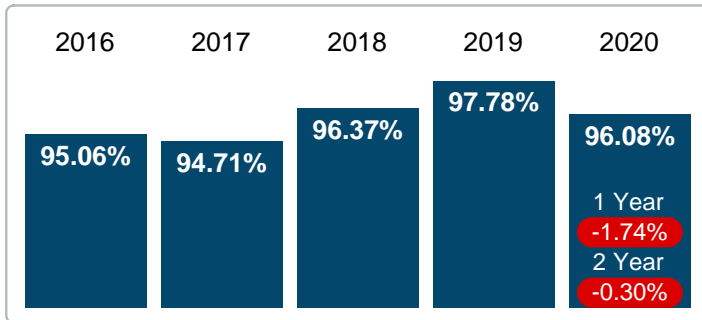
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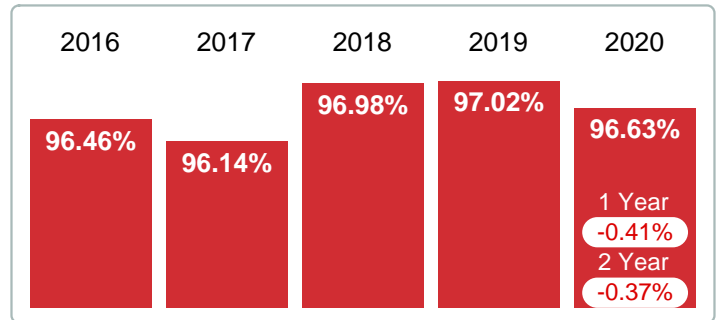
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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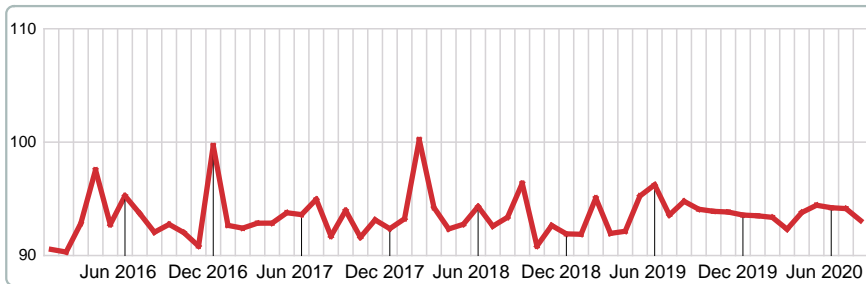
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

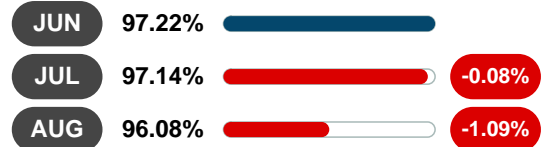


3 MONTHS

5 year AUG AVG = 96.00%

High Feb 2018 103.22% Low Feb 2016 93.31%

Average Sold/List Ratio this month at **96.08%**
equal to 5 yr AUG average of **96.00%**



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	4	4.04%	95.15%	95.15%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	17	17.17%	91.83%	92.35%	93.27%	77.78%	92.62%
\$75,001 - \$100,000	14	14.14%	95.39%	93.13%	95.86%	0.00%	105.62%
\$100,001 - \$150,000	25	25.25%	96.94%	94.30%	98.07%	100.00%	0.00%
\$150,001 - \$200,000	11	11.11%	97.64%	100.00%	99.19%	93.24%	0.00%
\$200,001 - \$325,000	17	17.17%	98.05%	91.17%	98.86%	98.30%	101.60%
\$325,001 and up	11	11.11%	97.34%	0.00%	98.95%	97.22%	96.69%
Average Sold/List Ratio		96.10%		93.57%	97.57%	95.01%	98.08%
Total Closed Units		99	100%	30	50	12	7
Total Closed Volume		16,450,050		2.60M	7.92M	3.90M	2.03M

August 2020

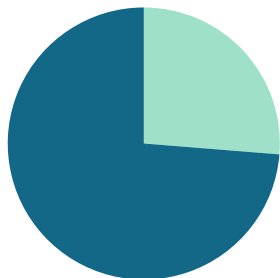
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

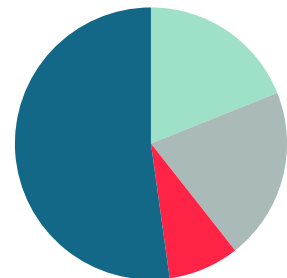


Inventory
 New Listings
134 = 26.27%
 Start Inventory
376
 Total Inventory Units
510
 Volume
\$98,874,731

Market Activity

Closed Sales
99 = 18.93%
 Pending Sales
107 = 20.46%
 Other Off Market
44 = 8.41%
 Active Inventory
273 = 52.20%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	96	99	3.13%	644	636	-1.24%
Pending Sales	84	107	27.38%	688	723	5.09%
New Listings	144	134	-6.94%	1,074	1,008	-6.15%
Average List Price	148,323	171,651	15.73%	144,045	170,349	18.26%
Average Sale Price	143,994	166,162	15.40%	139,719	165,280	18.29%
Average Percent of Selling Price to List Price	97.78%	96.08%	-1.74%	97.02%	96.63%	-0.41%
Average Days on Market to Sale	31.17	41.99	34.73%	41.91	37.35	-10.88%
Monthly Inventory	449	273	-39.20%	449	273	-39.20%
Months Supply of Inventory	5.93	3.46	-41.64%	5.93	3.46	-41.64%

Absorption: Last 12 months, an Average of **79** Sales/Month

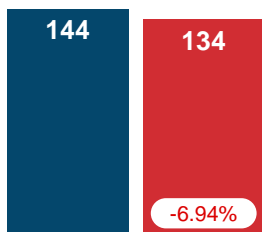
Inventory on August 31, 2020 = **273**

2019 **2020**

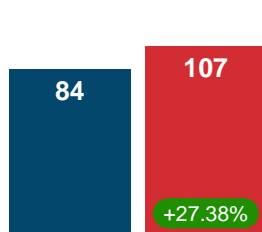
AUGUST MARKET

AVERAGE PRICES

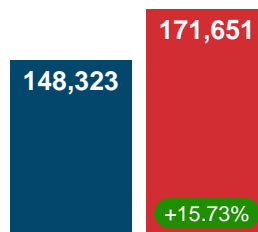
New Listings



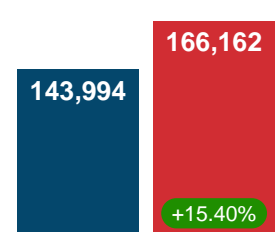
Pending Listings



List Price



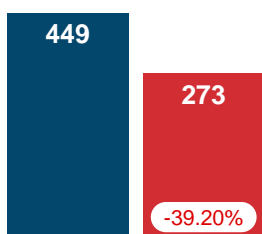
Sale Price



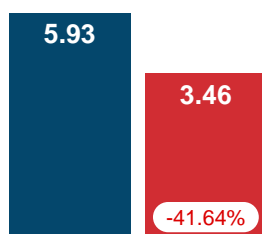
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

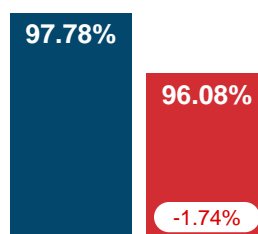
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

