

August 2020

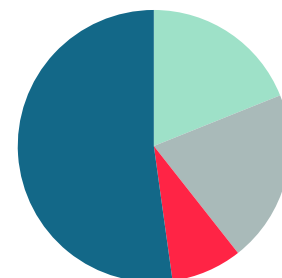
Area Delimited by County Of Creek



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%
Median List Price	123,750	134,900	9.01%
Median Sale Price	120,750	130,000	7.66%
Median Percent of Selling Price to List Price	99.82%	98.02%	-1.80%
Median Days on Market to Sale	14.50	15.00	3.45%
End of Month Inventory	449	273	-39.20%
Months Supply of Inventory	5.93	3.46	-41.64%



■ Closed (18.93%)
■ Pending (20.46%)
■ Other OffMarket (8.41%)
■ Active (52.20%)

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.

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 **7.66%** in August 2020 to \$130,000 versus the previous year at \$120,750.

Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 0.50 days or **3.45%** in August 2020 compared to last year's same month at **14.50** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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.

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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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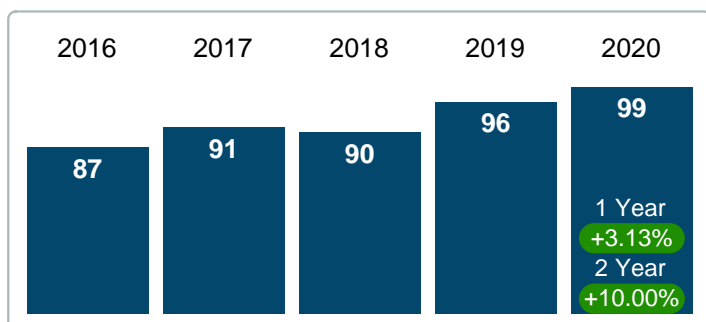
Area Delimited by County Of Creek



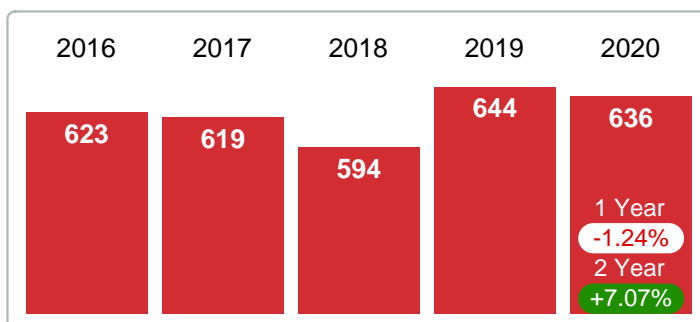
CLOSED LISTINGS

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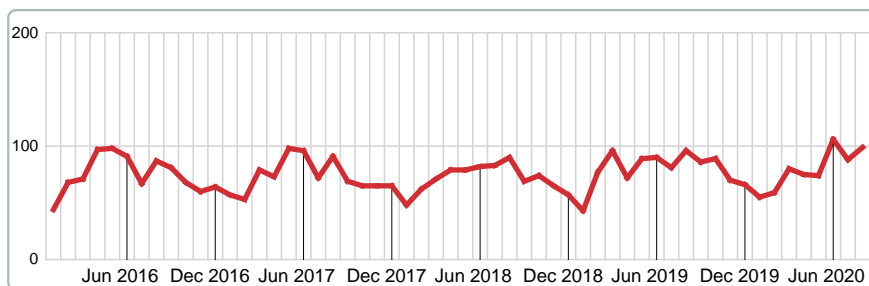
AUGUST



YEAR TO DATE (YTD)

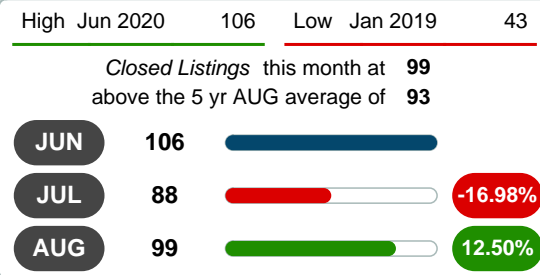


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	7.07%	13.0	7	0	0	0
\$30,001 - \$70,000	11	11.11%	18.0	5	4	1	1
\$70,001 - \$100,000	17	17.17%	19.0	7	9	0	1
\$100,001 - \$150,000	25	25.25%	14.0	8	16	1	0
\$150,001 - \$220,000	17	17.17%	8.0	2	12	3	0
\$220,001 - \$340,000	12	12.12%	21.5	1	8	2	1
\$340,001 and up	10	10.10%	84.5	0	1	5	4
Total Closed Units	99			30	50	12	7
Total Closed Volume	16,450,050	100%	15.0	2.60M	7.92M	3.90M	2.03M
Median Closed Price	\$130,000			\$81,250	\$134,950	\$274,750	\$346,908

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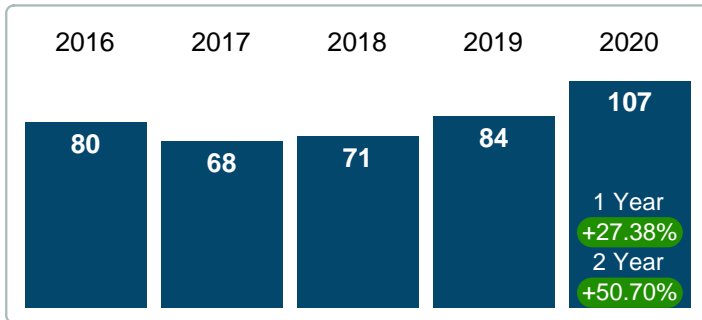
Area Delimited by County Of Creek



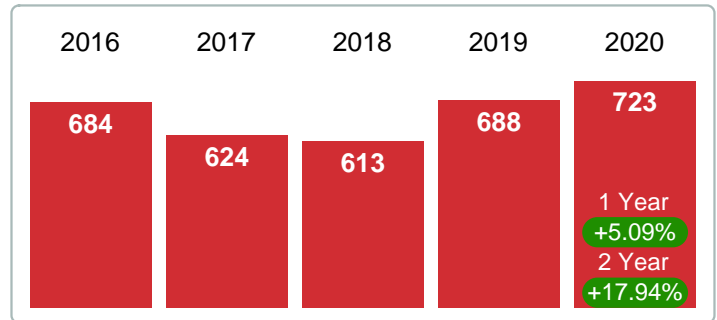
PENDING LISTINGS

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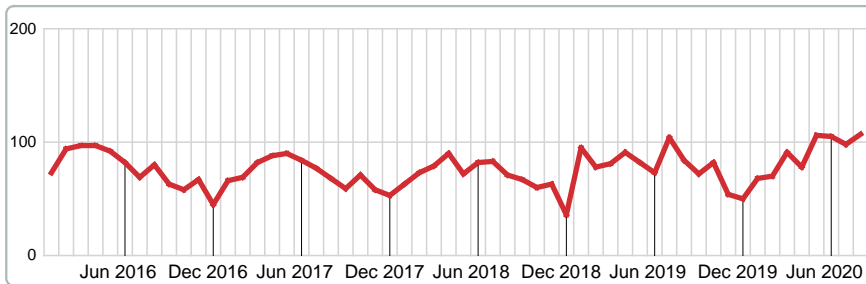
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 82

High Aug 2020 107 Low Dec 2018 36

Pending Listings this month at 107
above the 5 yr AUG average of 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	9.35%	5.0	10	0	0	0
\$40,001 - \$80,000	16	14.95%	15.5	9	4	2	1
\$80,001 - \$100,000	15	14.02%	13.0	6	9	0	0
\$100,001 - \$160,000	19	17.76%	10.0	2	17	0	0
\$160,001 - \$200,000	21	19.63%	13.0	2	16	3	0
\$200,001 - \$320,000	15	14.02%	22.0	3	9	2	1
\$320,001 and up	11	10.28%	33.0	2	4	2	3
Total Pending Units	107			34	59	9	5
Total Pending Volume	17,861,039	100%	13.0	3.48M	10.47M	1.89M	2.02M
Median Listing Price	\$141,500			\$70,000	\$159,900	\$189,900	\$470,000

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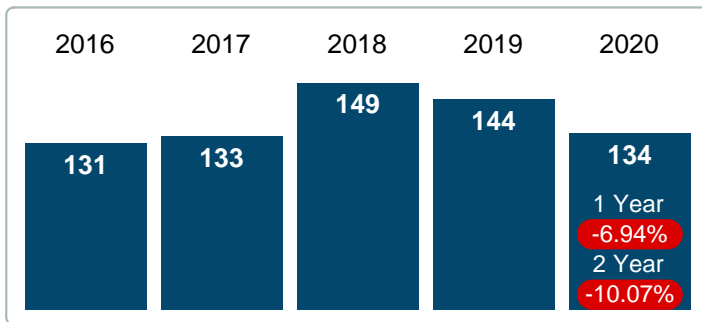
Area Delimited by County Of Creek



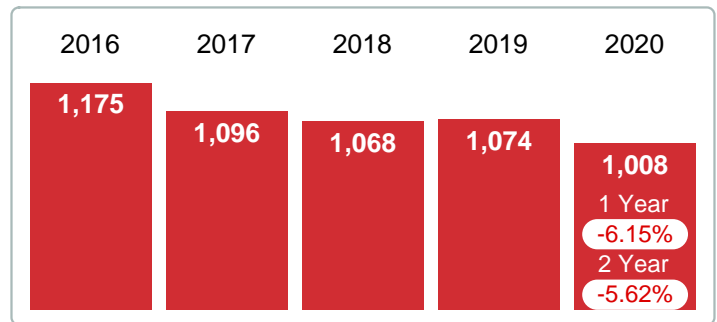
NEW LISTINGS

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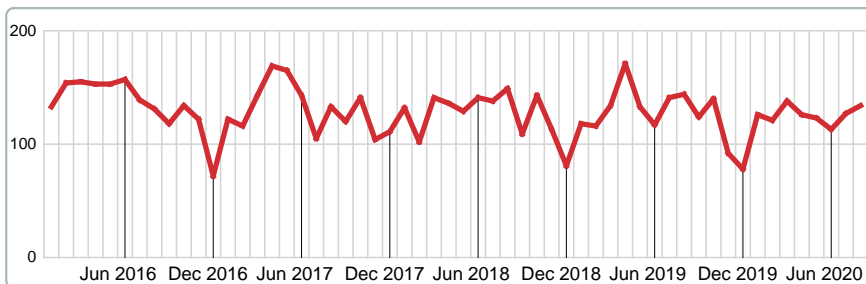
AUGUST



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
Median New Listed Listing Price	\$149,700		\$93,500	\$149,700	\$204,900	\$336,250

August 2020



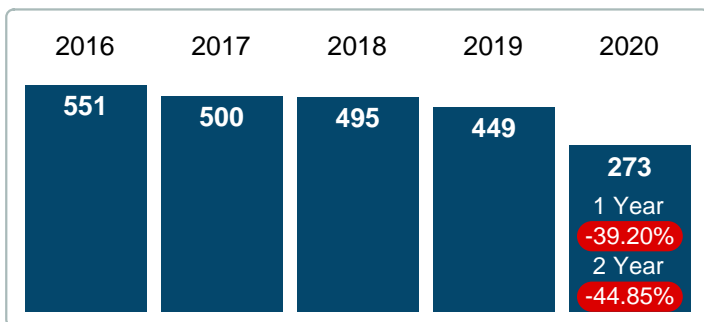
Area Delimited by County Of Creek



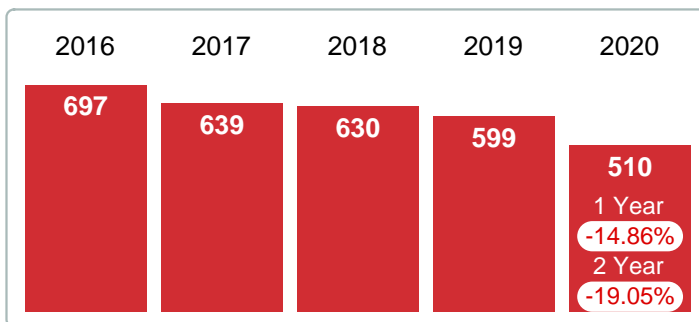
ACTIVE INVENTORY

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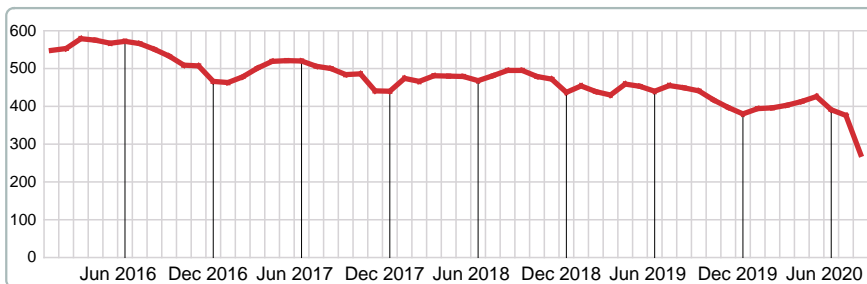
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

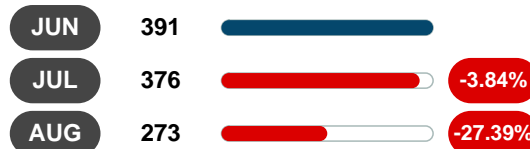


3 MONTHS

5 year AUG AVG = 454

High Mar 2016 579 Low Aug 2020 273

Inventory this month at 273
below the 5 yr AUG average of 454



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	27	9.89%	76.0	20	4	2	1
\$30,001 - \$60,000	32	11.72%	98.5	29	2	1	0
\$60,001 - \$110,000	44	16.12%	88.0	28	14	1	1
\$110,001 - \$170,000	61	22.34%	42.0	30	25	4	2
\$170,001 - \$240,000	46	16.85%	41.5	26	14	5	1
\$240,001 - \$470,000	34	12.45%	61.0	13	9	7	5
\$470,001 and up	29	10.62%	75.0	10	4	10	5
Total Active Inventory by Units		273		156	72	30	15
Total Active Inventory by Volume		56,252,754	100%	26.37M	13.35M	10.48M	6.05M
Median Active Inventory Listing Price		\$145,000		\$116,250	\$149,700	\$365,000	\$400,000

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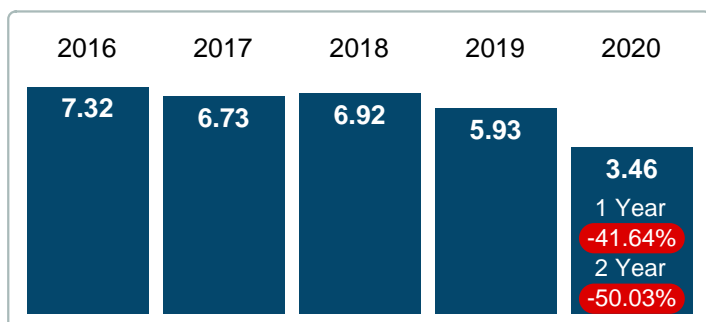
Area Delimited by County Of Creek



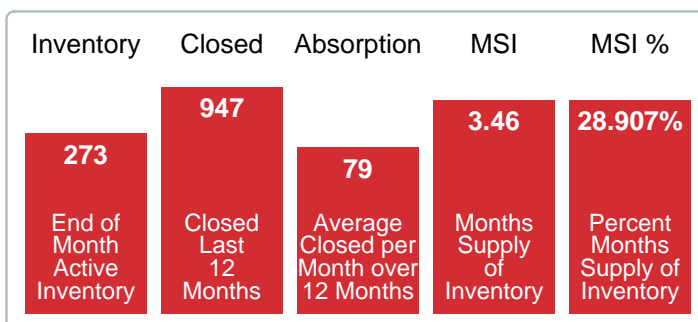
MONTHS SUPPLY of INVENTORY (MSI)

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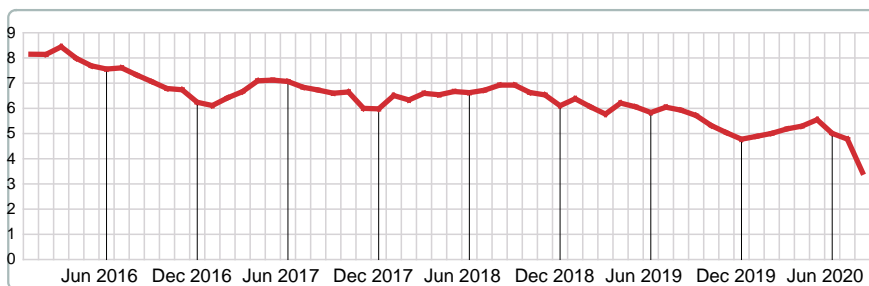
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

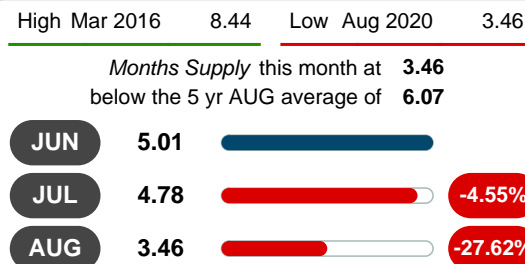


5 YEAR MARKET ACTIVITY TRENDS



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

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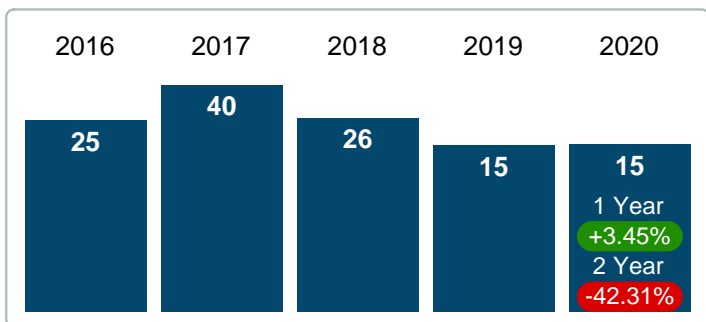
Area Delimited by County Of Creek



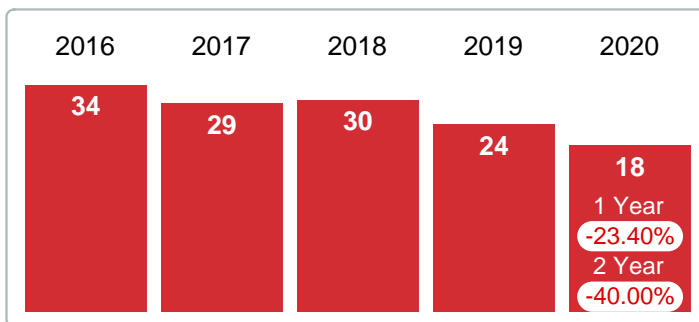
MEDIAN DAYS ON MARKET TO SALE

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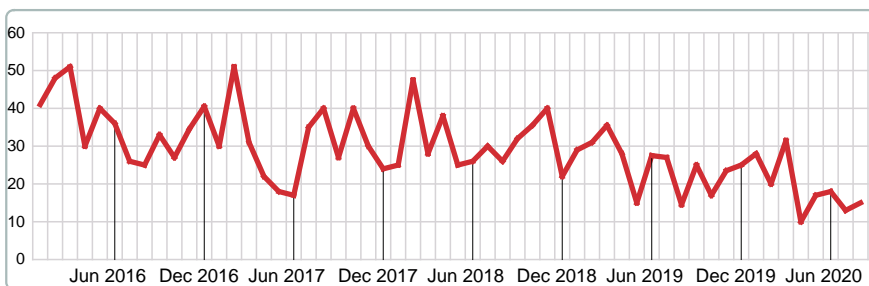
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24

High Feb 2017 51 Low Apr 2020 10

Median Days on Market to Sale this month at 15 below the 5 yr AUG average of 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
\$30,000 and less	7	7.07%	13	13	0	0	0
\$30,001 - \$70,000	11	11.11%	18	18	27	8	60
\$70,001 - \$100,000	17	17.17%	19	13	38	0	19
\$100,001 - \$150,000	25	25.25%	14	42	6	3	0
\$150,001 - \$220,000	17	17.17%	8	148	4	15	0
\$220,001 - \$340,000	12	12.12%	22	5	22	19	87
\$340,001 and up	10	10.10%	85	0	14	85	48
Median Closed DOM			15	24	11	26	60
Total Closed Units		100%	15.0	30	50	12	7
Total Closed Volume			16,450,050	2.60M	7.92M	3.90M	2.03M

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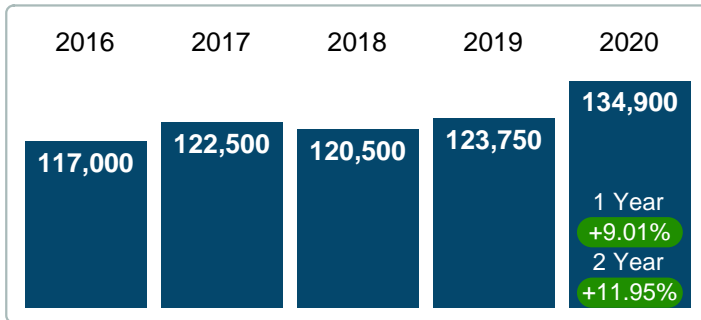
Area Delimited by County Of Creek



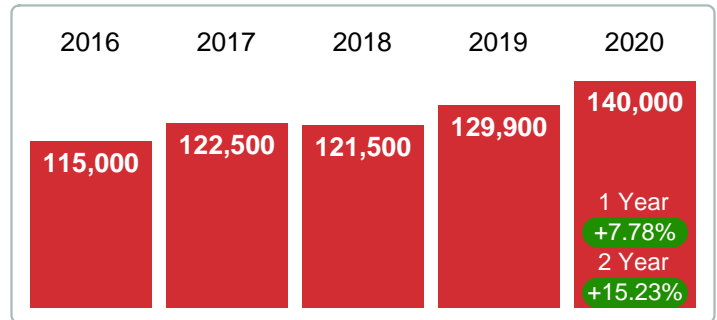
MEDIAN LIST PRICE AT CLOSING

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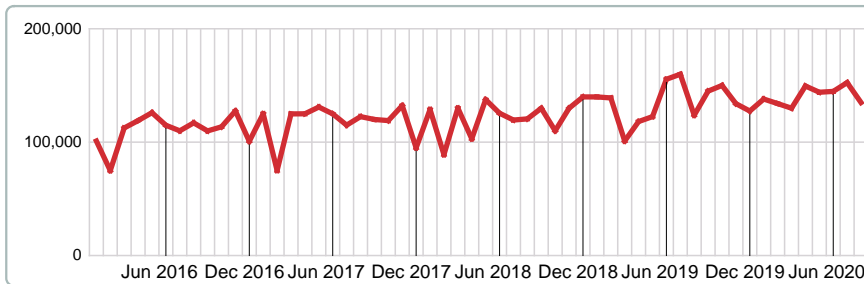
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

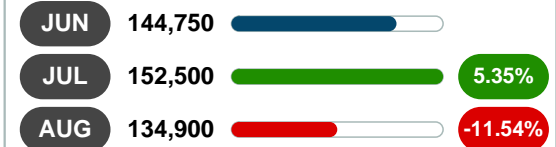


3 MONTHS

5 year AUG AVG = 123,730

High Jul 2019 159,900 Low Feb 2016 74,950

Median List Price at Closing this month at **134,900**
above the 5 yr AUG average of **123,730**



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	5.05%	19,900	19,900	0	0	0
\$30,001 - \$70,000	13.13%	45,000	38,000	64,450	45,000	60,300
\$70,001 - \$100,000	16.16%	89,250	89,500	87,750	0	89,000
\$100,001 - \$150,000	25.25%	129,900	129,700	129,500	135,000	0
\$150,001 - \$220,000	17.17%	188,900	165,000	199,000	189,000	0
\$220,001 - \$340,000	13.13%	247,500	257,500	242,000	278,700	224,900
\$340,001 and up	10.10%	469,450	0	649,900	499,900	427,500
Median List Price		134,900	89,500	136,000	278,700	353,900
Total Closed Units	100%	99	30	50	12	7
Total Closed Volume		16,993,438	2.79M	8.08M	4.05M	2.08M

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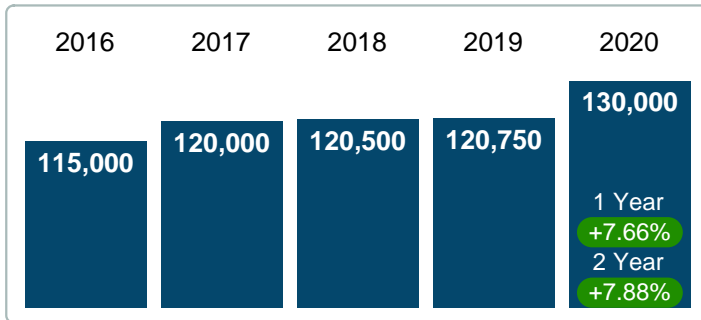
Area Delimited by County Of Creek



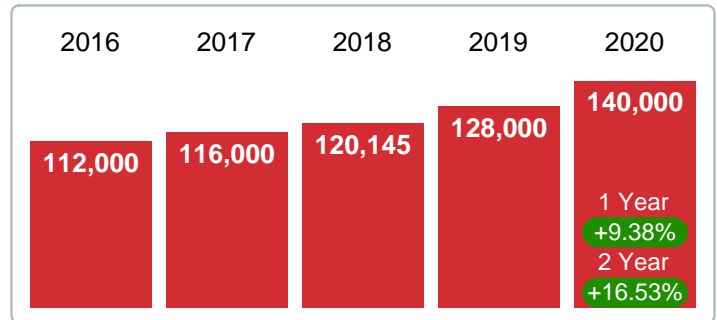
MEDIAN SOLD PRICE AT CLOSING

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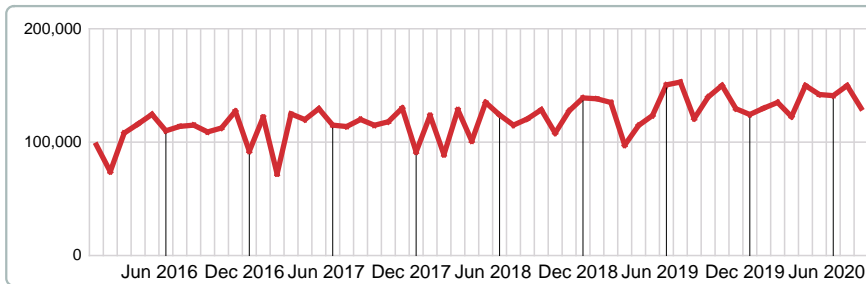
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

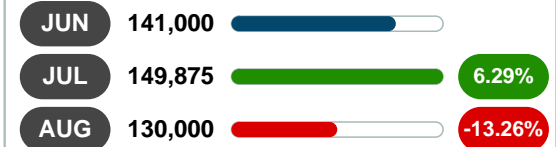


3 MONTHS

5 year AUG AVG = 121,250

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

Median Sold Price at Closing this month at **130,000** above the 5 yr AUG average of **121,250**



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	7.07%	23,500	23,500	0	0	0
\$30,001 - \$70,000	11.11%	45,000	35,000	56,500	35,000	55,852
\$70,001 - \$100,000	17.17%	86,000	86,000	83,500	0	94,000
\$100,001 - \$150,000	25.25%	127,000	127,000	125,500	135,000	0
\$150,001 - \$220,000	17.17%	181,000	192,500	189,500	180,000	0
\$220,001 - \$340,000	12.12%	238,500	250,000	237,500	274,750	228,500
\$340,001 and up	10.10%	458,500	0	636,300	491,000	407,500
Median Sold Price		130,000	81,250	134,950	274,750	346,908
Total Closed Units	100%	99	30	50	12	7
Total Closed Volume		16,450,050	2.60M	7.92M	3.90M	2.03M

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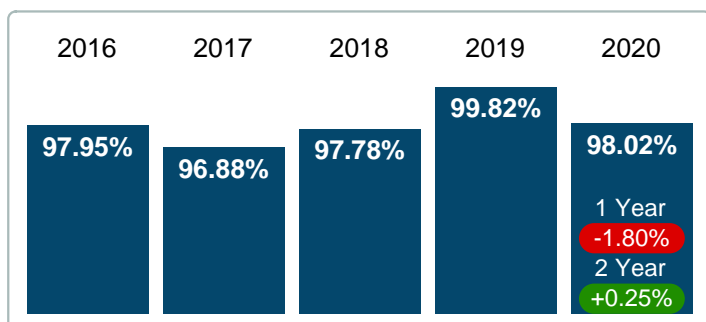
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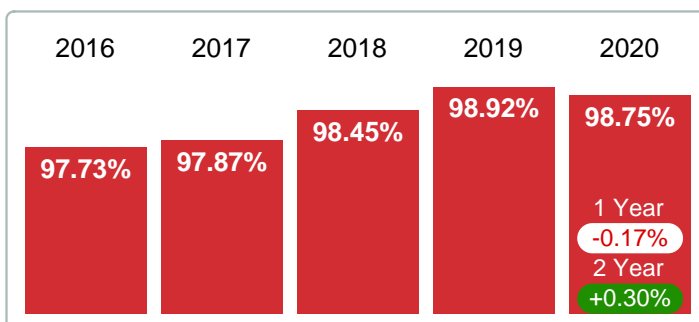
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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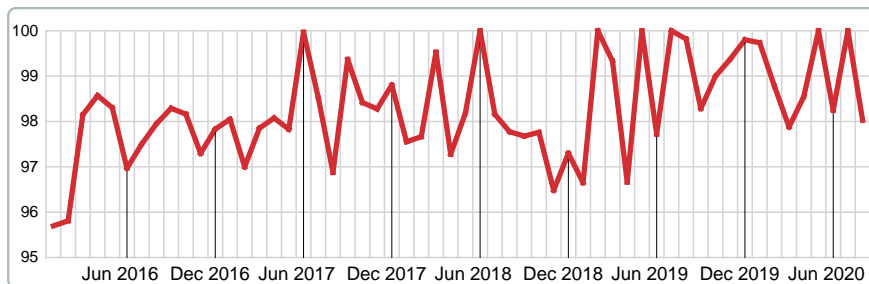
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

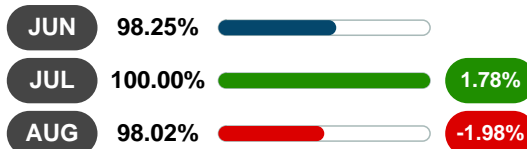


3 MONTHS

5 year AUG AVG = 98.09%

High Jul 2020 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **98.02%**
 equal to 5 yr AUG average of **98.09%**



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	7	7.07%	96.99%	96.99%	0.00%	0.00%	0.00%
\$30,001 - \$70,000	11	11.11%	87.72%	87.72%	85.42%	77.78%	92.62%
\$70,001 - \$100,000	17	17.17%	98.42%	95.66%	100.00%	0.00%	105.62%
\$100,001 - \$150,000	25	25.25%	99.25%	95.90%	99.62%	100.00%	0.00%
\$150,001 - \$220,000	17	17.17%	99.25%	94.00%	100.00%	95.24%	0.00%
\$220,001 - \$340,000	12	12.12%	98.81%	94.34%	98.81%	98.30%	101.60%
\$340,001 and up	10	10.10%	97.96%	0.00%	97.91%	97.27%	98.02%
Median Sold/List Ratio		98.02%		95.66%	99.25%	96.52%	98.02%
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

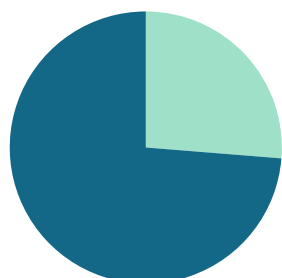
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

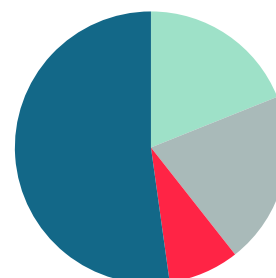


Inventory
 New Listings
134 = 26.27%
 Start Inventory
376
 Total Inventory Units
510
 Volume
\$98,874,731

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%
Median List Price	123,750	134,900	9.01%	129,900	140,000	7.78%
Median Sale Price	120,750	130,000	7.66%	128,000	140,000	9.38%
Median Percent of Selling Price to List Price	99.82%	98.02%	-1.80%	98.92%	98.75%	-0.17%
Median Days on Market to Sale	14.50	15.00	3.45%	23.50	18.00	-23.40%
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

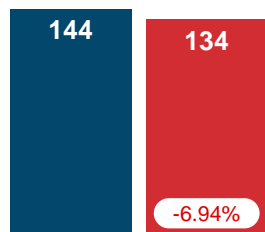
Inventory on August 31, 2020 = 273

2019 **2020**

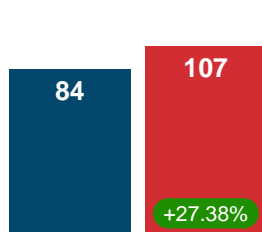
AUGUST MARKET

MEDIAN PRICES

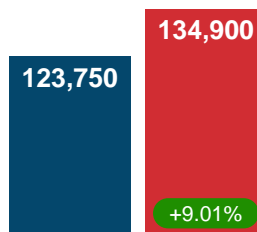
New Listings



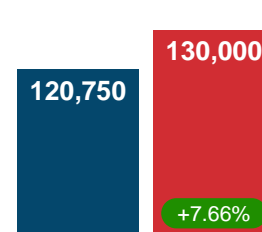
Pending Listings



List Price



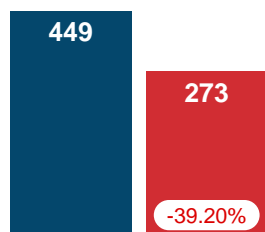
Sale Price



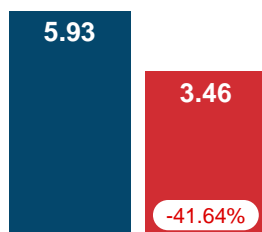
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

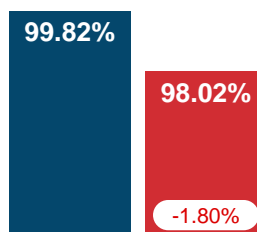
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

