

February 2020

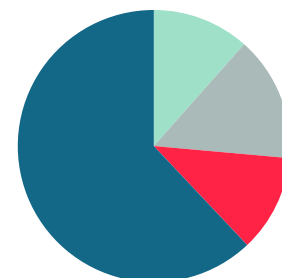
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	77	59	-23.38%
Pending Listings	78	76	-2.56%
New Listings	116	118	1.72%
Average List Price	137,352	171,137	24.60%
Average Sale Price	134,581	169,227	25.74%
Average Percent of Selling Price to List Price	98.07%	96.37%	-1.74%
Average Days on Market to Sale	48.75	34.80	-28.63%
End of Month Inventory	436	317	-27.29%
Months Supply of Inventory	6.13	4.03	-34.23%



■ Closed (11.55%)
■ Pending (14.87%)
■ Other OffMarket (11.55%)
■ Active (62.04%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of February 29, 2020 = **317**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **27.29%** to 317 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 **4.03** 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 **25.74%** in February 2020 to \$169,227 versus the previous year at \$134,581.

Average Days on Market Shortens

The average number of **34.80** days that homes spent on the market before selling decreased by 13.96 days or **28.63%** in February 2020 compared to last year's same month at **48.75** DOM.

Sales Success for February 2020 is Positive

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

There were 118 New Listings in February 2020, up **1.72%** from last year at 116. Furthermore, there were 59 Closed Listings this month versus last year at 77, a **-23.38%** decrease.

Closed versus Listed trends yielded a **50.0%** ratio, down from previous year's, February 2019, at **66.4%**, a **24.68%** downswing. 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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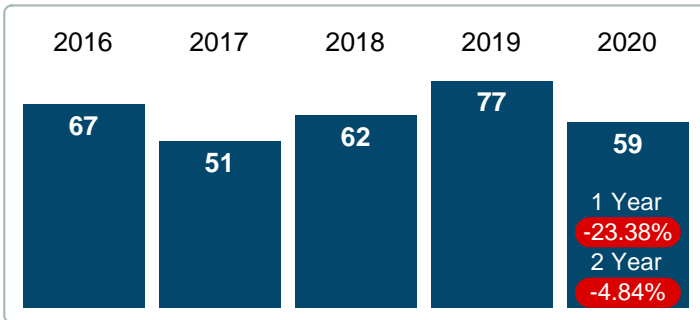
Area Delimited by County Of Creek



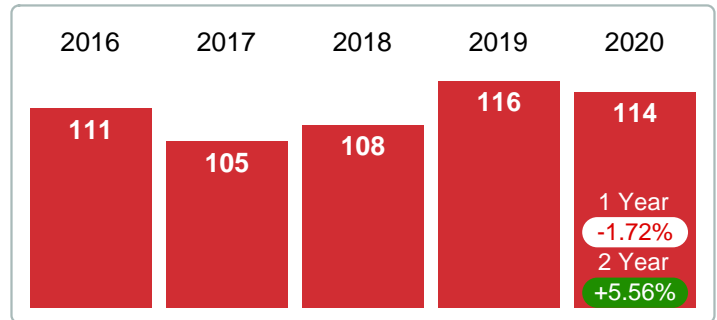
CLOSED LISTINGS

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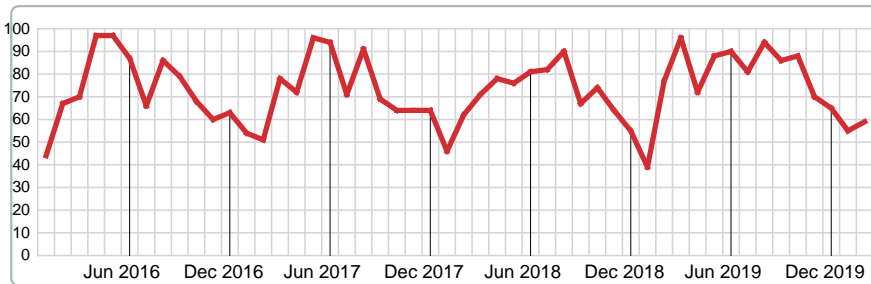
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 63

High May 2016 97 Low Jan 2019 39

Closed Listings this month at 59
below the 5 yr FEB average of 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	15	25.42%	23.0	8	6	1	0
\$75,001-\$100,000	7	11.86%	35.0	2	5	0	0
\$100,001-\$150,000	15	25.42%	41.1	2	11	2	0
\$150,001-\$175,000	2	3.39%	6.5	1	1	0	0
\$175,001-\$250,000	13	22.03%	49.3	0	11	2	0
\$250,001 and up	7	11.86%	27.4	1	4	2	0
Total Closed Units	59			14	38	7	0
Total Closed Volume	9,984,415	100%	34.8	3.22M	5.47M	1.29M	0.00B
Average Closed Price	\$169,227			\$230,264	\$144,021	\$183,989	\$0

February 2020

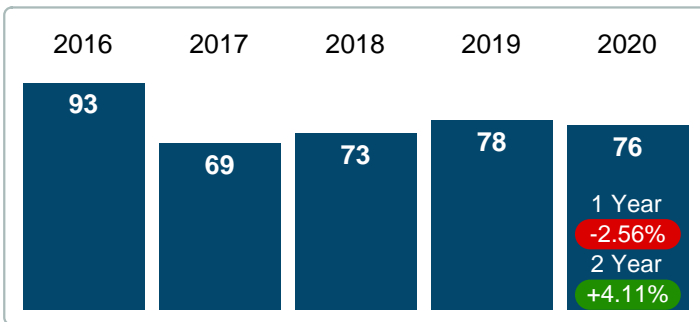
Area Delimited by County Of Creek



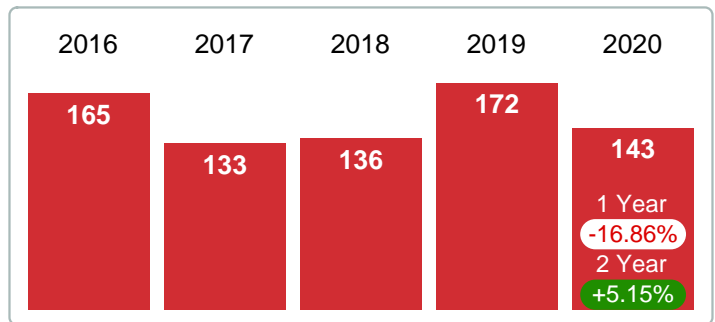
PENDING LISTINGS

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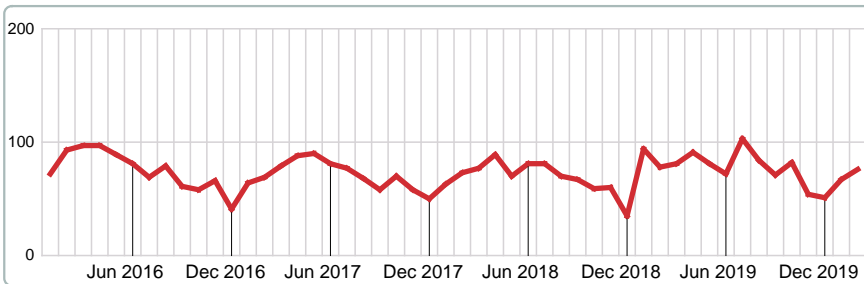
FEBRUARY



YEAR TO DATE (YTD)

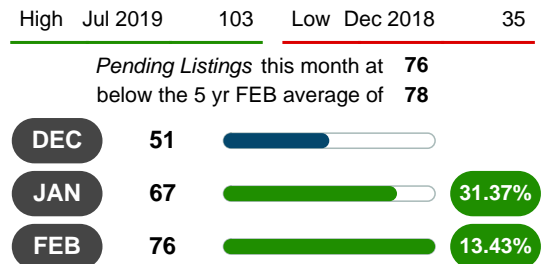


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	10.53%	88.9	7	1	0	0
\$60,001 - \$80,000	6	7.89%	51.7	3	3	0	0
\$80,001 - \$110,000	13	17.11%	66.3	6	7	0	0
\$110,001 - \$140,000	14	18.42%	29.9	1	12	1	0
\$140,001 - \$190,000	17	22.37%	22.3	2	12	3	0
\$190,001 - \$250,000	10	13.16%	61.3	3	6	1	0
\$250,001 and up	8	10.53%	45.6	2	2	4	0
Total Pending Units	76			24	43	9	0
Total Pending Volume	12,242,350	100%	39.6	2.96M	6.03M	3.25M	0.00B
Average Listing Price	\$77,930			\$123,496	\$140,159	\$361,289	\$0

February 2020



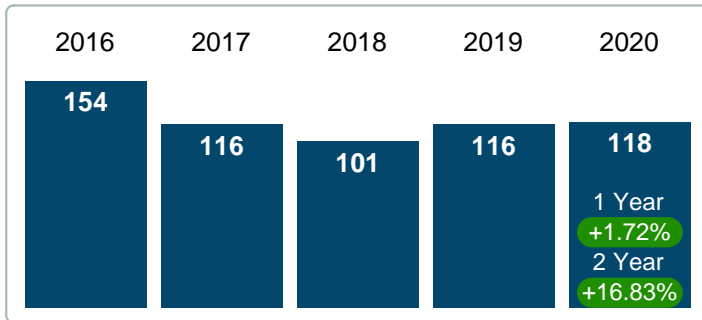
Area Delimited by County Of Creek



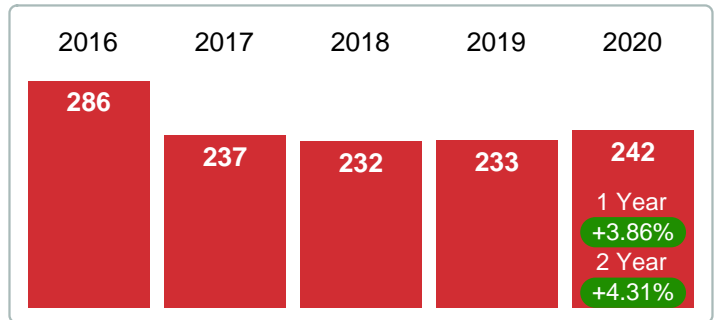
NEW LISTINGS

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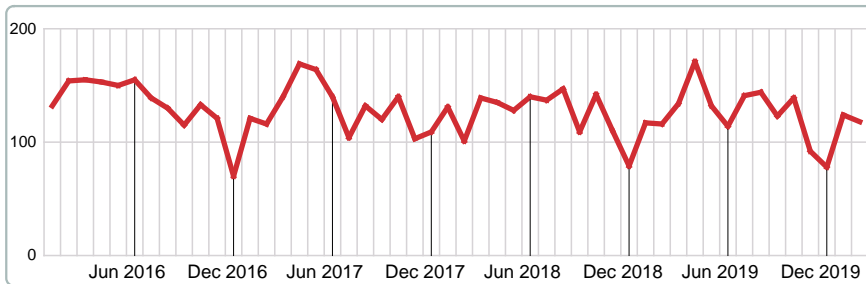
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 121

High Apr 2019 171 Low Dec 2016 70

New Listings this month at 118
below the 5 yr FEB average of 121



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	11	9.32%	7	4	0	0
\$30,001 - \$70,000	13	11.02%	6	6	1	0
\$70,001 - \$110,000	13	11.02%	8	4	1	0
\$110,001 - \$170,000	32	27.12%	10	20	2	0
\$170,001 - \$230,000	22	18.64%	7	13	2	0
\$230,001 - \$480,000	15	12.71%	1	5	5	4
\$480,001 and up	12	10.17%	2	1	8	1
Total New Listed Units	118		41	53	19	5
Total New Listed Volume	23,541,269	100%	5.32M	8.35M	7.77M	2.10M
Average New Listed Listing Price	\$0		\$129,832	\$157,512	\$409,013	\$419,760

February 2020

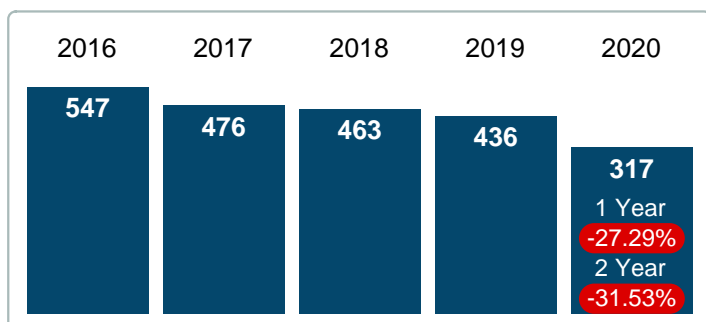
Area Delimited by County Of Creek



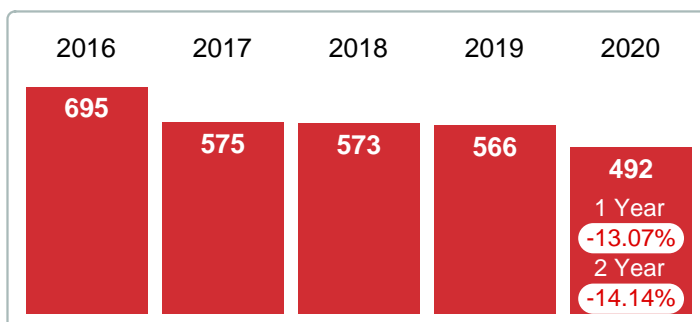
ACTIVE INVENTORY

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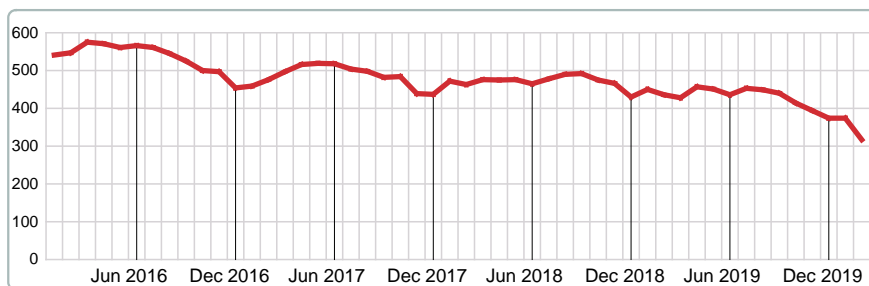
END OF FEBRUARY



ACTIVE DURING FEBRUARY

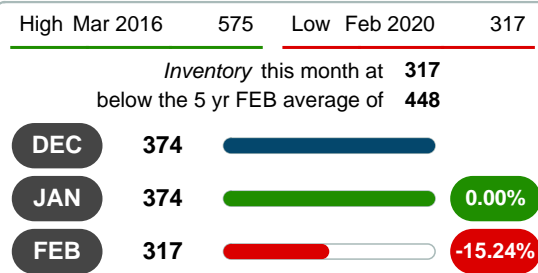


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 448



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	24	7.57%	86.1	18	4	2	0
\$25,001 - \$50,000	36	11.36%	80.3	32	4	0	0
\$50,001 - \$75,000	34	10.73%	82.1	25	7	2	0
\$75,001 - \$175,000	107	33.75%	76.7	56	43	7	1
\$175,001 - \$250,000	45	14.20%	64.4	17	18	10	0
\$250,001 - \$425,000	36	11.36%	84.1	12	10	7	7
\$425,001 and up	35	11.04%	66.4	7	3	19	6
Total Active Inventory by Units		317		167	89	47	14
Total Active Inventory by Volume		63,380,089	100%	23.07M	14.85M	18.78M	6.69M
Average Active Inventory Listing Price		\$199,937		\$138,121	\$166,828	\$399,563	\$477,621

February 2020

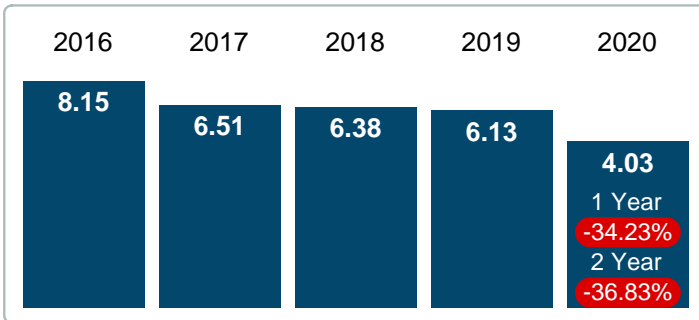
Area Delimited by County Of Creek



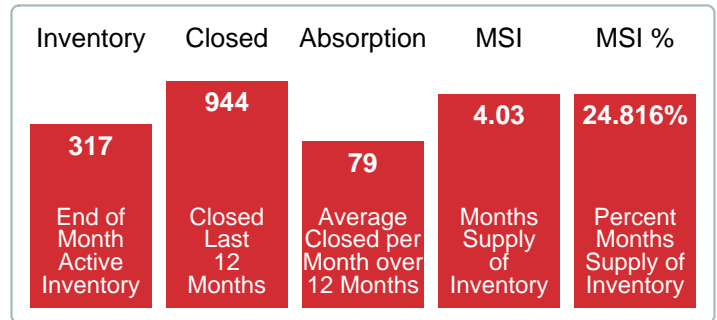
MONTHS SUPPLY of INVENTORY (MSI)

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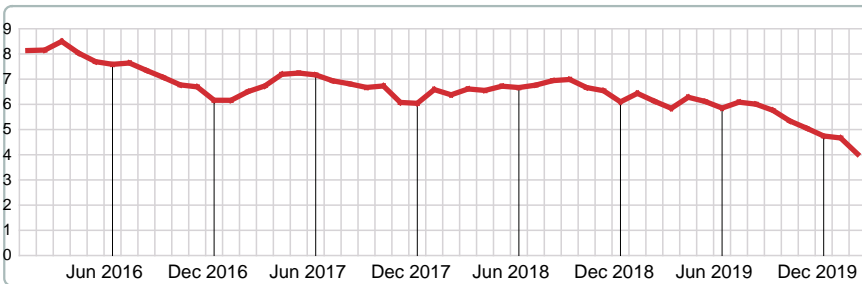
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

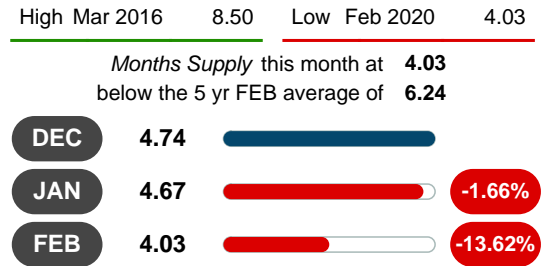


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6.24



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	30	9.46%	4.04	6.73	1.33	8.00	0.00
\$30,001 - \$50,000	30	9.46%	6.43	9.26	1.80	0.00	0.00
\$50,001 - \$90,000	56	17.67%	4.23	5.84	2.34	7.20	12.00
\$90,001 - \$170,000	77	24.29%	2.59	6.99	1.60	1.53	0.00
\$170,001 - \$250,000	53	16.72%	3.81	15.53	2.31	3.08	0.00
\$250,001 - \$440,000	38	11.99%	4.61	18.00	3.33	2.13	9.60
\$440,001 and up	33	10.41%	23.29	10.50	18.00	72.00	15.00
Market Supply of Inventory (MSI)			4.03	7.95	2.02	3.94	8.40
Total Active Inventory by Units		100%	4.03	167	89	47	14

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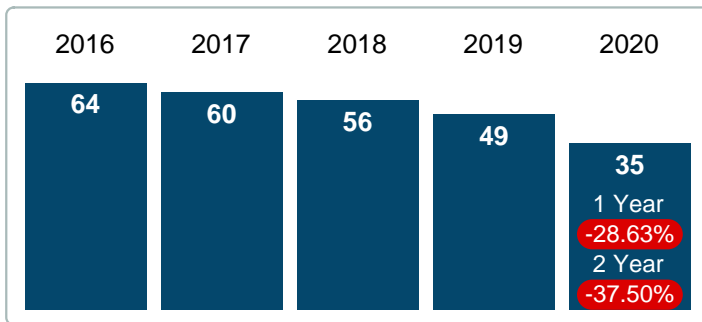
Area Delimited by County Of Creek



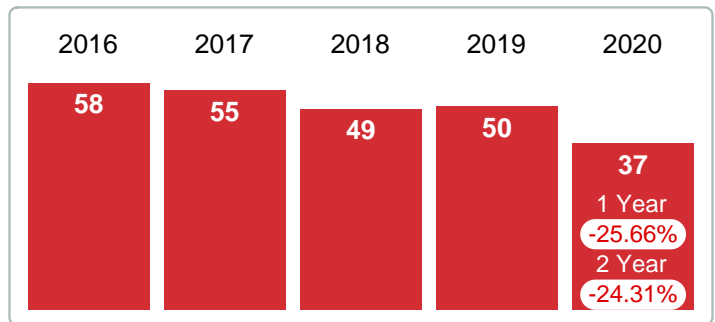
AVERAGE DAYS ON MARKET TO SALE

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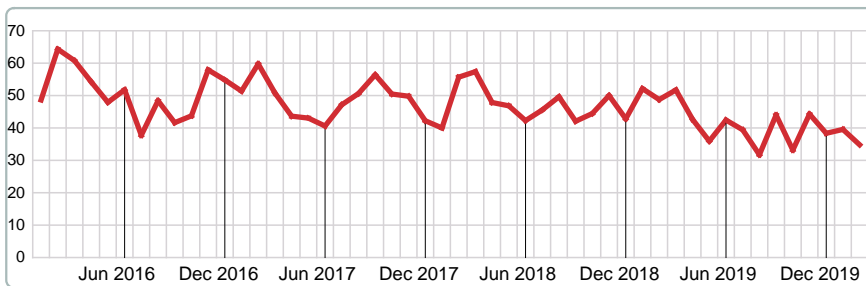
FEBRUARY



YEAR TO DATE (YTD)

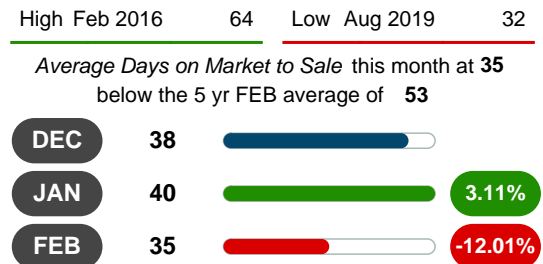


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 53



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	15	25.42%	23	11	40	19	0
\$75,001-\$100,000	7	11.86%	35	31	37	0	0
\$100,001-\$150,000	15	25.42%	41	8	43	63	0
\$150,001-\$175,000	2	3.39%	7	9	4	0	0
\$175,001-\$250,000	13	22.03%	49	0	53	27	0
\$250,001 and up	7	11.86%	27	3	37	20	0
Average Closed DOM	35			13	43	34	0
Total Closed Units	59	100%	35	14	38	7	0
Total Closed Volume	9,984,415			3.22M	5.47M	1.29M	0.00B

February 2020

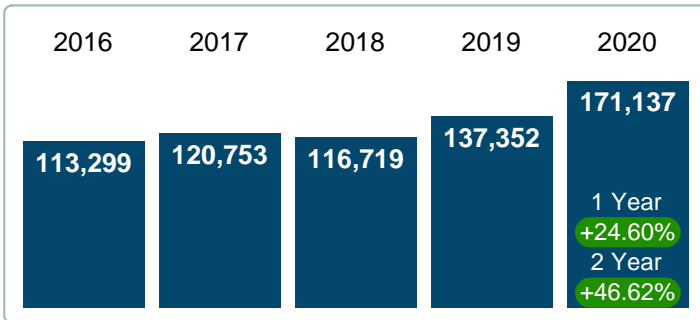
Area Delimited by County Of Creek



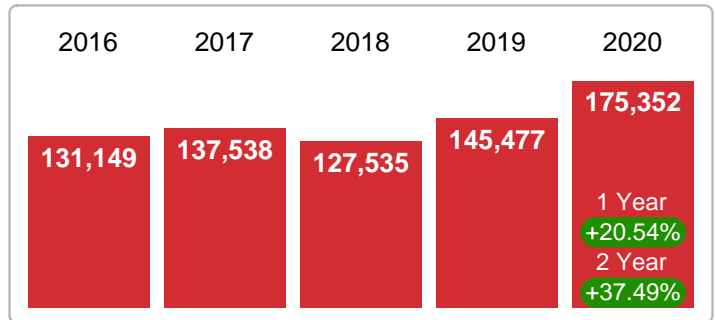
AVERAGE LIST PRICE AT CLOSING

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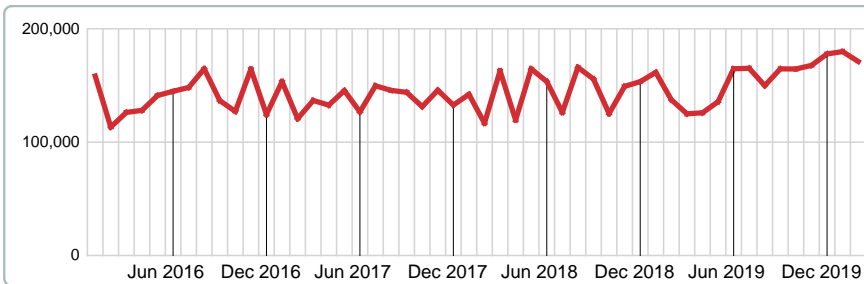
FEBRUARY



YEAR TO DATE (YTD)

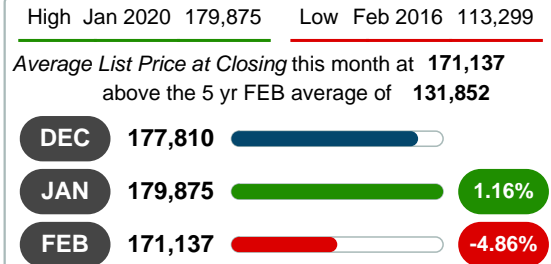


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 131,852



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	13	22.03%	30,033	54,538	19,250	1,425	0
\$75,001-\$100,000	8	13.56%	89,413	98,750	93,980	0	0
\$100,001-\$150,000	15	25.42%	130,566	122,450	131,881	153,500	0
\$150,001-\$175,000	3	5.08%	160,333	159,000	163,000	0	0
\$175,001-\$250,000	12	20.34%	209,411	0	214,949	224,200	0
\$250,001 and up	8	13.56%	504,863	2,050,000	280,125	284,250	0
Average List Price			171,137	220,550	149,580	189,332	0
Total Closed Units		100%	171,137	14	38	7	
Total Closed Volume			10,097,055	3.09M	5.68M	1.33M	0.00B

February 2020

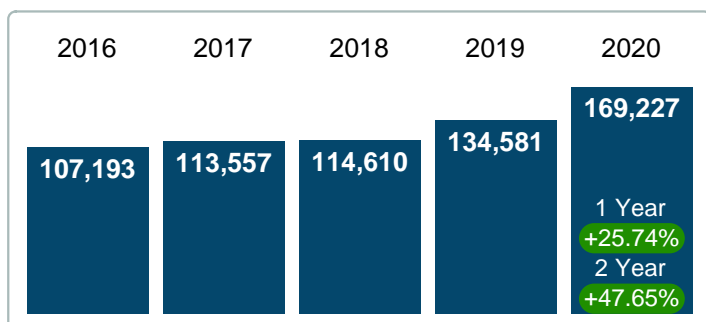
Area Delimited by County Of Creek



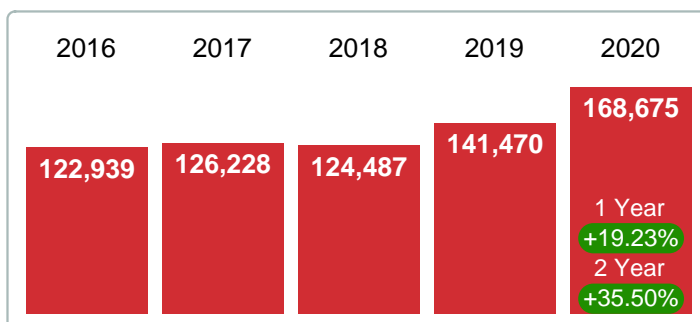
AVERAGE SOLD PRICE AT CLOSING

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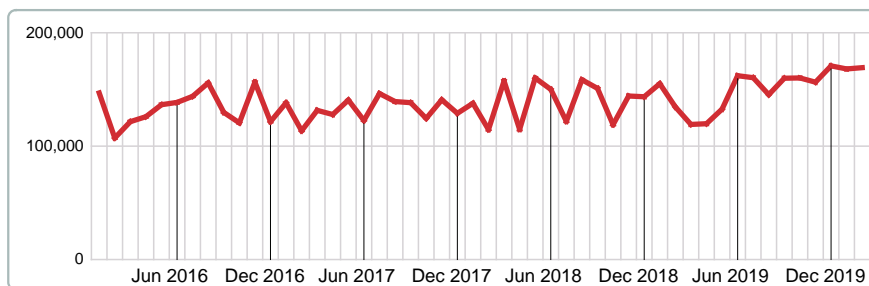
FEBRUARY



YEAR TO DATE (YTD)

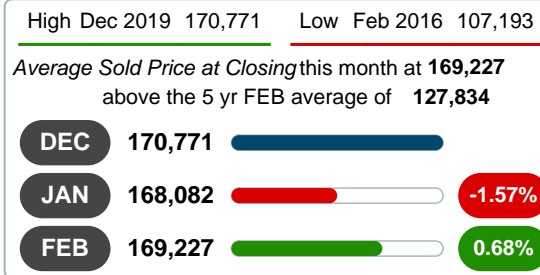


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 127,834



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	15	25.42%	33,788	50,588	16,783	1,425	0
\$75,001-\$100,000	7	11.86%	87,741	90,000	86,838	0	0
\$100,001-\$150,000	15	25.42%	132,133	128,500	130,000	147,500	0
\$150,001-\$175,000	2	3.39%	162,500	157,000	168,000	0	0
\$175,001-\$250,000	13	22.03%	206,300	0	204,082	218,500	0
\$250,001 and up	7	11.86%	553,500	2,225,000	273,750	277,250	0
Average Sold Price			169,227	230,264	144,021	183,989	0
Total Closed Units		100%	169,227	14	38	7	0
Total Closed Volume				3.22M	5.47M	1.29M	0.00B

February 2020

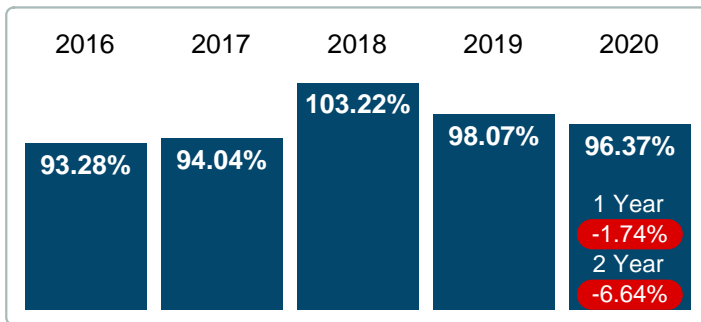
Area Delimited by County Of Creek



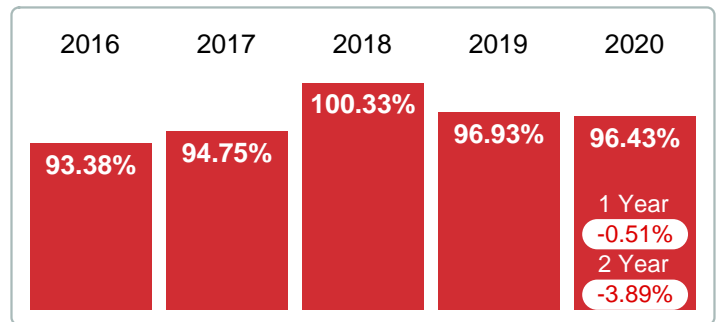
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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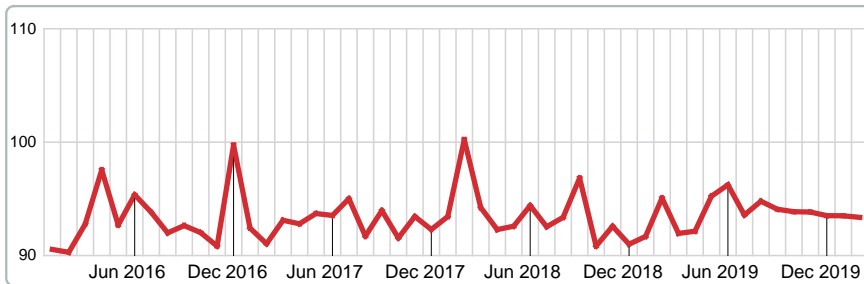
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

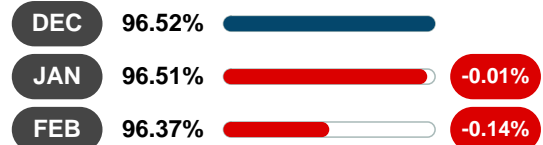


3 MONTHS

5 year FEB AVG = 97.00%

High Feb 2018 103.22% Low Feb 2016 93.28%

Average Sold/List Ratio this month at **96.37%**
below the 5 yr FEB average of **97.00%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	15	25.42%	93.94%	92.60%	94.73%	100.00%	0.00%
\$75,001-\$100,000	7	11.86%	92.41%	91.25%	92.87%	0.00%	0.00%
\$100,001-\$150,000	15	25.42%	99.07%	104.66%	98.58%	96.16%	0.00%
\$150,001-\$175,000	2	3.39%	100.90%	98.74%	103.07%	0.00%	0.00%
\$175,001-\$250,000	13	22.03%	95.97%	0.00%	95.69%	97.51%	0.00%
\$250,001 and up	7	11.86%	99.16%	108.54%	97.71%	97.40%	0.00%
Average Sold/List Ratio		96.40%		95.71%	96.41%	97.45%	0.00%
Total Closed Units	59	100%	96.40%	14	38	7	
Total Closed Volume	9,984,415			3.22M	5.47M	1.29M	0.00B

February 2020

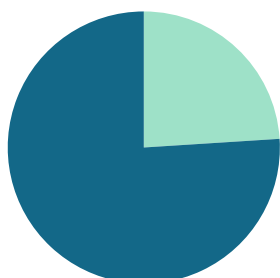
Area Delimited by County Of Creek



MARKET SUMMARY

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INVENTORY

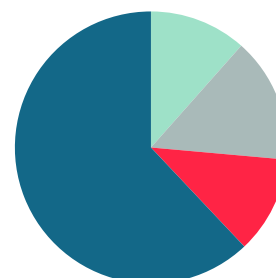


Inventory
 New Listings
118 = 23.98%
 Start Inventory
374
 Total Inventory Units
492
 Volume
\$94,964,544

Market Activity

Closed Sales
59 = 11.55%
 Pending Sales
76 = 14.87%
 Other Off Market
59 = 11.55%
 Active Inventory
317 = 62.04%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	77	59	-23.38%	116	114	-1.72%
Pending Sales	78	76	-2.56%	172	143	-16.86%
New Listings	116	118	1.72%	233	242	3.86%
Average List Price	137,352	171,137	24.60%	145,477	175,352	20.54%
Average Sale Price	134,581	169,227	25.74%	141,470	168,675	19.23%
Average Percent of Selling Price to List Price	98.07%	96.37%	-1.74%	96.93%	96.43%	-0.51%
Average Days on Market to Sale	48.75	34.80	-28.63%	49.89	37.09	-25.66%
Monthly Inventory	436	317	-27.29%	436	317	-27.29%
Months Supply of Inventory	6.13	4.03	-34.23%	6.13	4.03	-34.23%

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

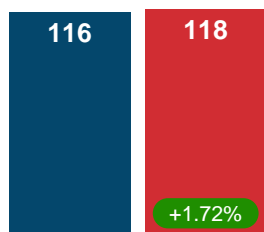
Inventory on February 29, 2020 = **317**

2019 **2020**

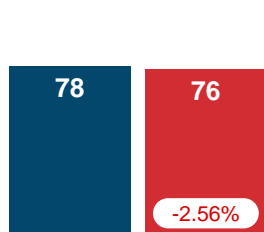
FEBRUARY MARKET

AVERAGE PRICES

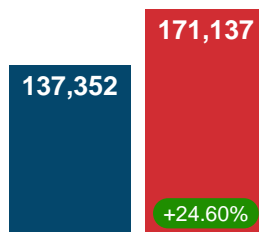
New Listings



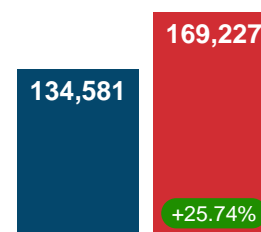
Pending Listings



List Price



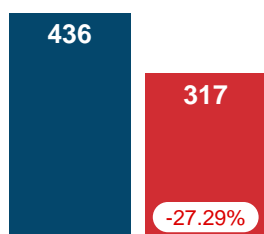
Sale Price



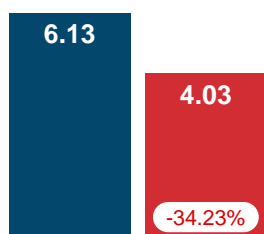
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

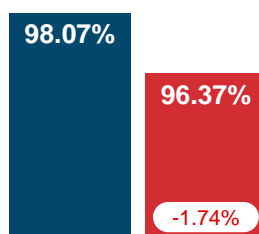
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

