

February 2020

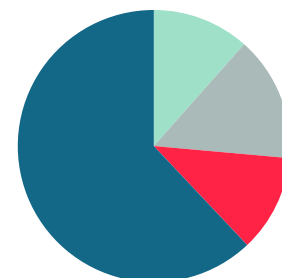
Area Delimited by County Of Creek



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%
Median List Price	139,000	134,000	-3.60%
Median Sale Price	135,000	135,000	0.00%
Median Percent of Selling Price to List Price	100.00%	98.78%	-1.22%
Median Days on Market to Sale	31.00	20.00	-35.48%
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.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in February 2020 to \$135,000 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 11.00 days or **35.48%** in February 2020 compared to last year's same month at **31.00** DOM.

Sales Success for February 2020 is Positive

Overall, with Median 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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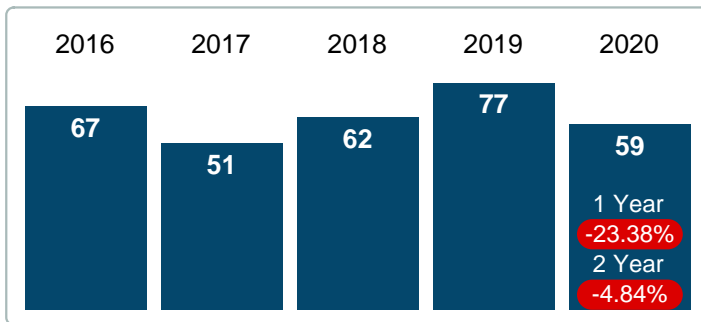
Area Delimited by County Of Creek



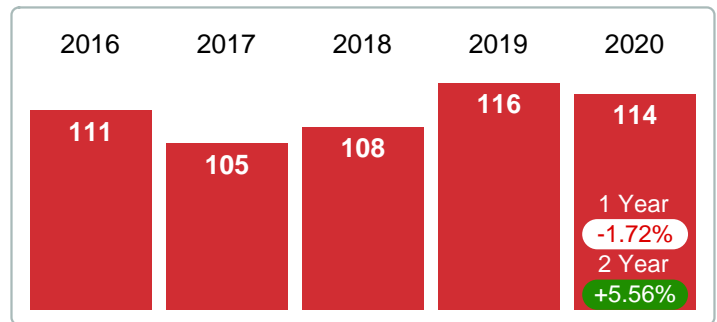
CLOSED LISTINGS

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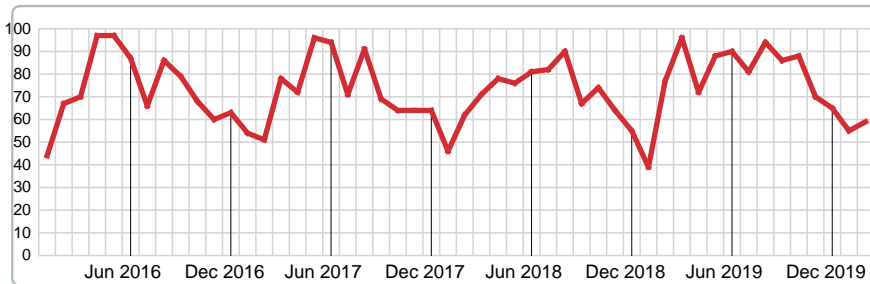
FEBRUARY



YEAR TO DATE (YTD)

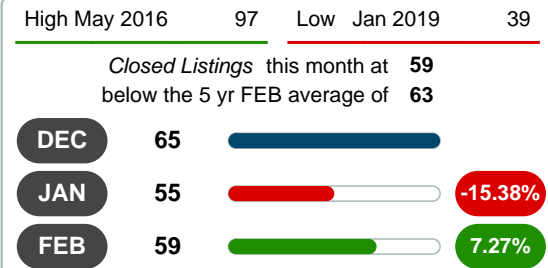


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$70,000	13	22.03%	19.0	6	6	1	0
\$70,001-\$110,000	9	15.25%	28.0	4	5	0	0
\$110,001-\$150,000	15	25.42%	27.0	2	11	2	0
\$150,001-\$190,000	7	11.86%	9.0	1	6	0	0
\$190,001-\$250,000	8	13.56%	48.0	0	6	2	0
\$250,001 and up	7	11.86%	9.0	1	4	2	0
Total Closed Units	59			14	38	7	0
Total Closed Volume	9,984,415	100%	20.0	3.22M	5.47M	1.29M	0.00B
Median Closed Price	\$135,000			\$75,000	\$138,250	\$218,000	\$0

February 2020

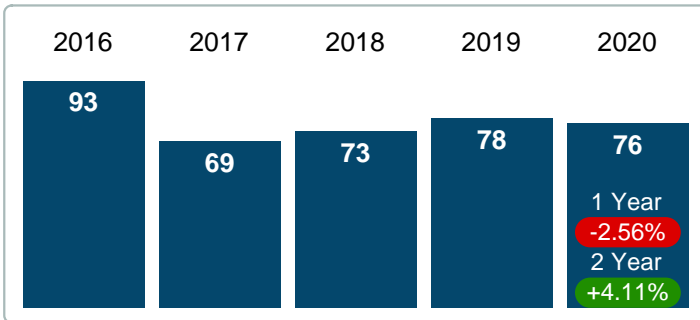
Area Delimited by County Of Creek



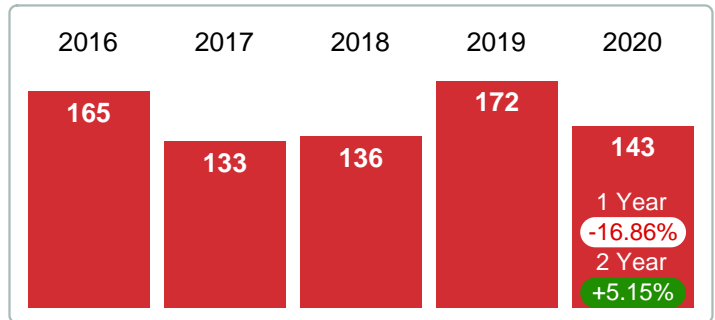
PENDING LISTINGS

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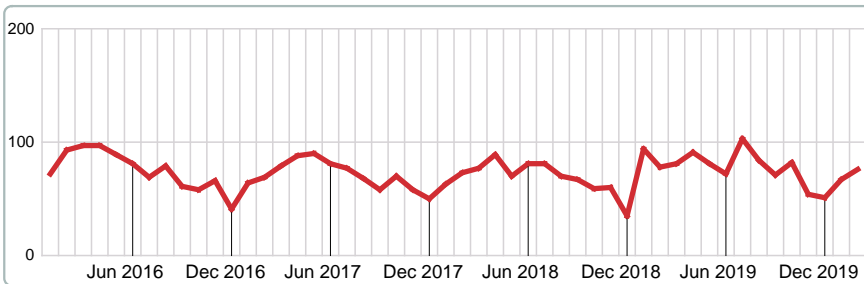
FEBRUARY



YEAR TO DATE (YTD)

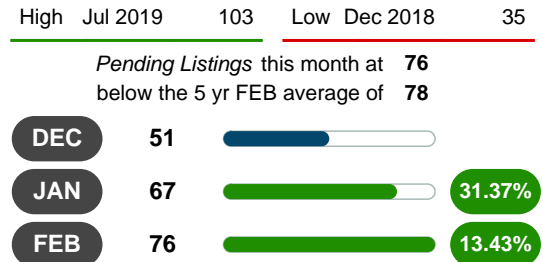


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	10.53%	90.5	7	1	0	0
\$60,001 - \$80,000	6	7.89%	57.5	3	3	0	0
\$80,001 - \$110,000	13	17.11%	47.0	6	7	0	0
\$110,001 - \$140,000	14	18.42%	16.0	1	12	1	0
\$140,001 - \$190,000	17	22.37%	13.0	2	12	3	0
\$190,001 - \$250,000	10	13.16%	50.5	3	6	1	0
\$250,001 and up	8	10.53%	6.5	2	2	4	0
Total Pending Units	76			24	43	9	0
Total Pending Volume	12,242,350	100%	26.5	2.96M	6.03M	3.25M	0.00B
Median Listing Price	\$138,200			\$86,200	\$139,500	\$205,000	\$0

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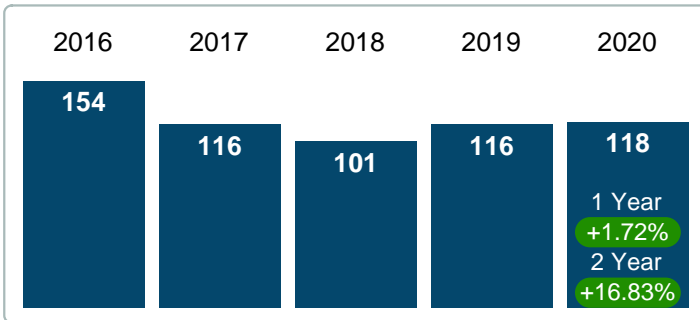
Area Delimited by County Of Creek



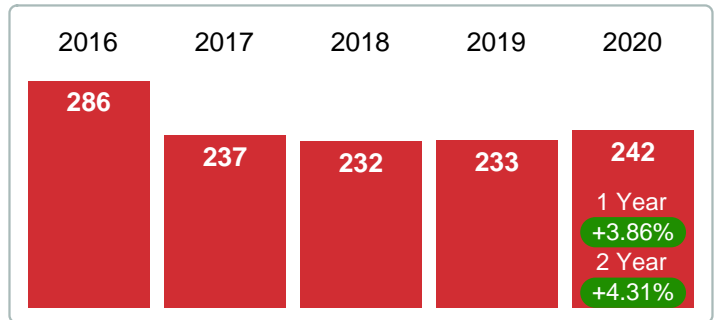
NEW LISTINGS

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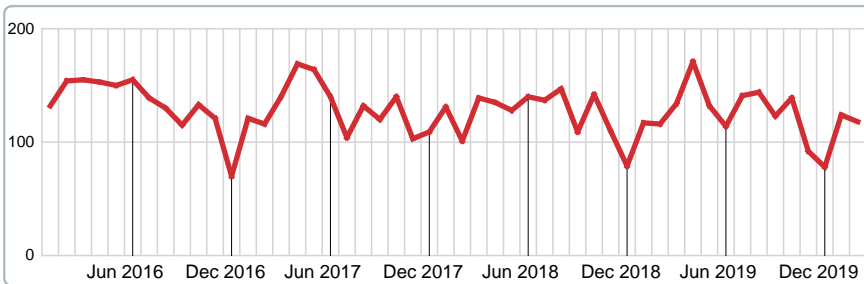
FEBRUARY



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
Median New Listed Listing Price	\$145,000		\$110,000	\$145,000	\$364,900	\$429,999

February 2020

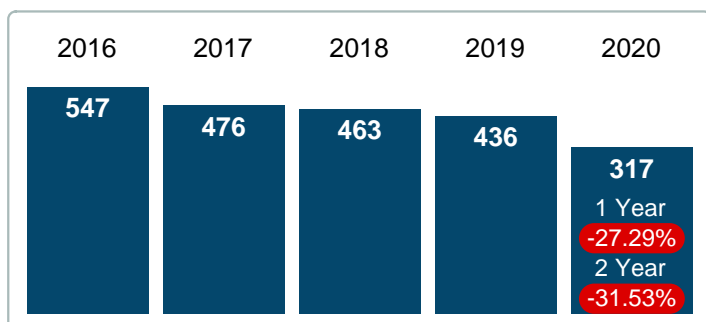
Area Delimited by County Of Creek



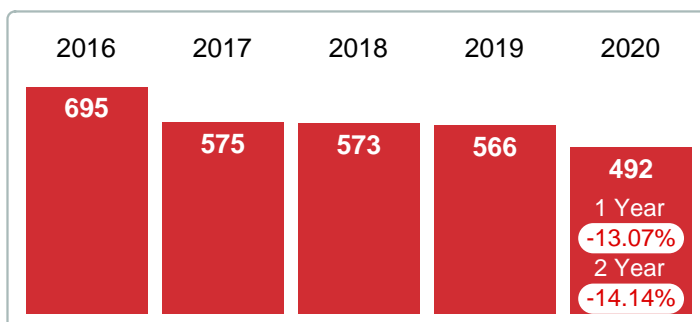
ACTIVE INVENTORY

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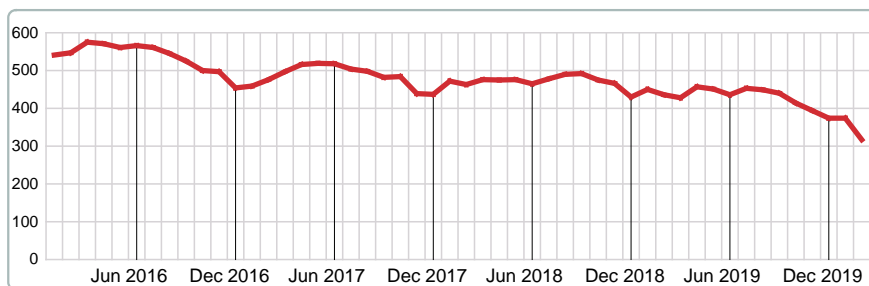
END OF FEBRUARY



ACTIVE DURING FEBRUARY

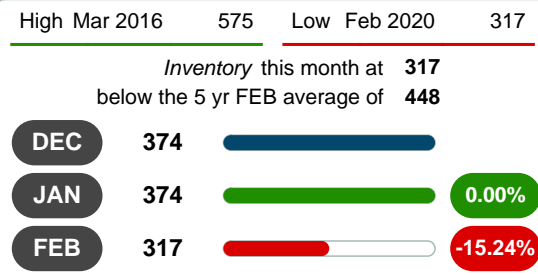


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 448



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	30	9.46%	61.5	23	5	2	0
\$30,001 - \$50,000	30	9.46%	91.5	27	3	0	0
\$50,001 - \$90,000	56	17.67%	56.0	37	15	3	1
\$90,001 - \$170,000	77	24.29%	52.0	39	32	6	0
\$170,001 - \$250,000	53	16.72%	40.0	22	21	10	0
\$250,001 - \$440,000	38	11.99%	69.0	12	10	8	8
\$440,001 and up	33	10.41%	45.0	7	3	18	5
Total Active Inventory by Units	317			167	89	47	14
Total Active Inventory by Volume	63,380,089	100%	57.0	23.07M	14.85M	18.78M	6.69M
Median Active Inventory Listing Price	\$135,000			\$89,000	\$149,000	\$339,500	\$420,000

February 2020

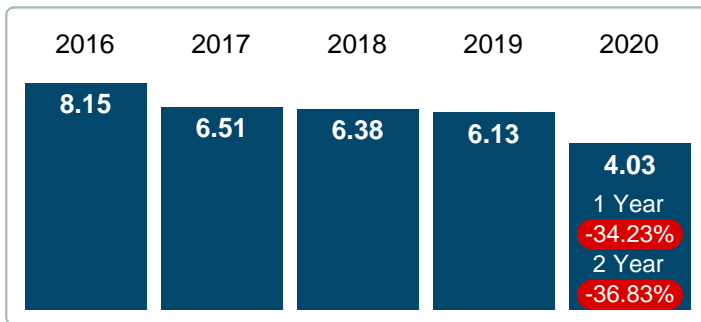
Area Delimited by County Of Creek



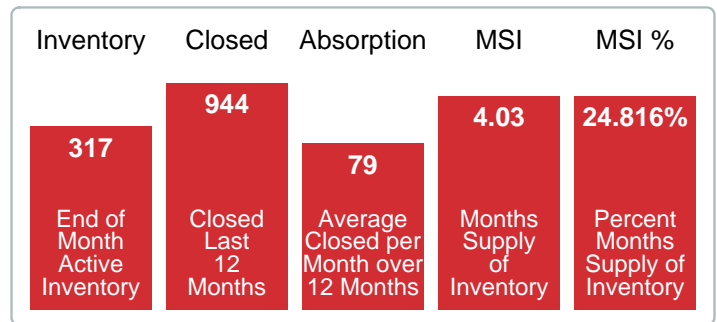
MONTHS SUPPLY of INVENTORY (MSI)

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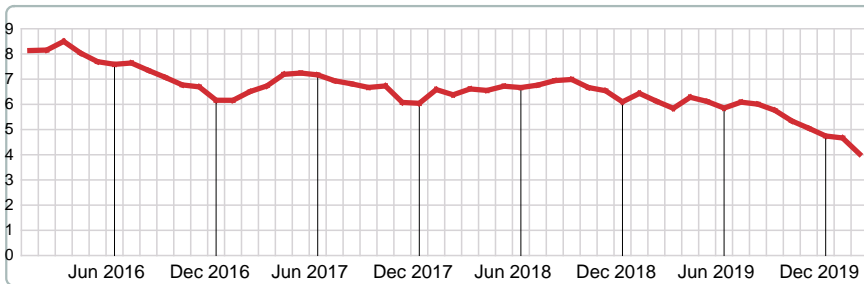
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

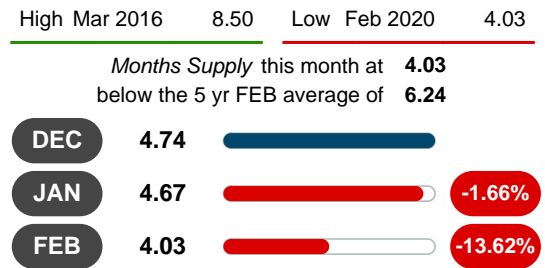


5 YEAR MARKET ACTIVITY TRENDS



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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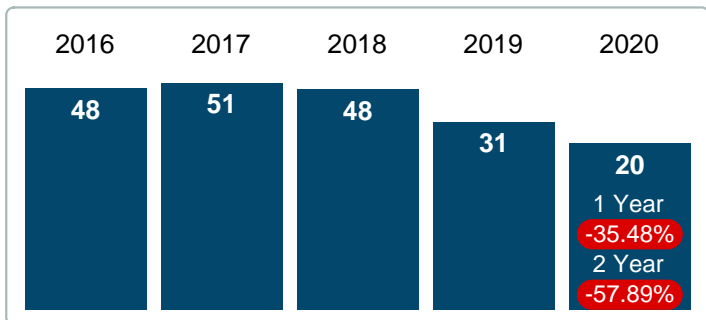
Area Delimited by County Of Creek



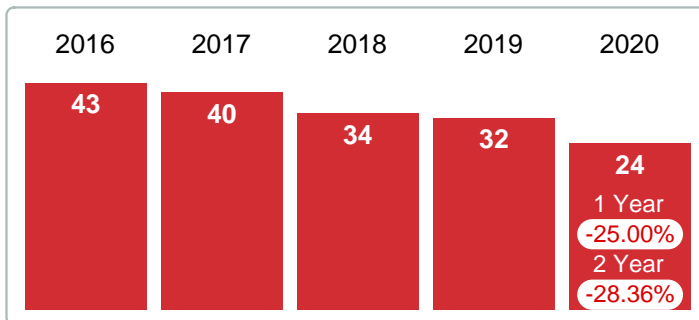
MEDIAN DAYS ON MARKET TO SALE

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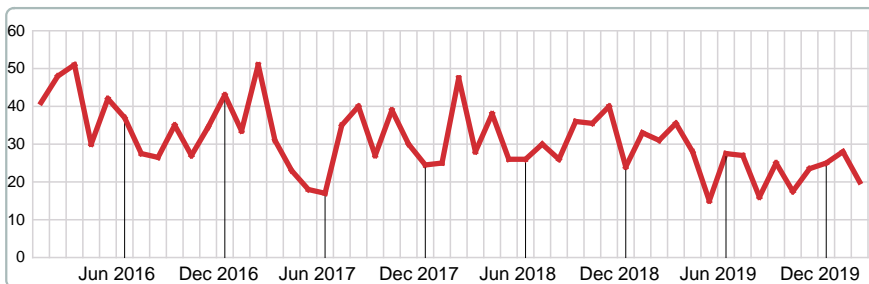
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

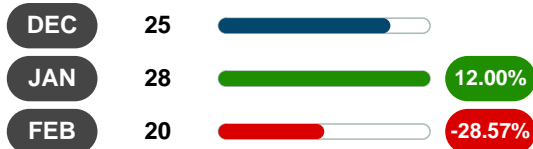


3 MONTHS

5 year FEB AVG = 40

High Feb 2017: 51 | Low May 2019: 15

Median Days on Market to Sale this month at 20 below the 5 yr FEB average of 40



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
\$0 and less	0	0.00%	45	0	0	0	0
\$1-\$70,000	13	22.03%	19	6	25	19	0
\$70,001-\$110,000	9	15.25%	28	22	42	0	0
\$110,001-\$150,000	15	25.42%	27	8	32	63	0
\$150,001-\$190,000	7	11.86%	9	9	9	0	0
\$190,001-\$250,000	8	13.56%	48	0	73	27	0
\$250,001 and up	7	11.86%	9	3	35	20	0
Median Closed DOM			20	11	30	19	0
Total Closed Units		100%	20.0	14	38	7	
Total Closed Volume			9,984,415	3.22M	5.47M	1.29M	0.00B

February 2020

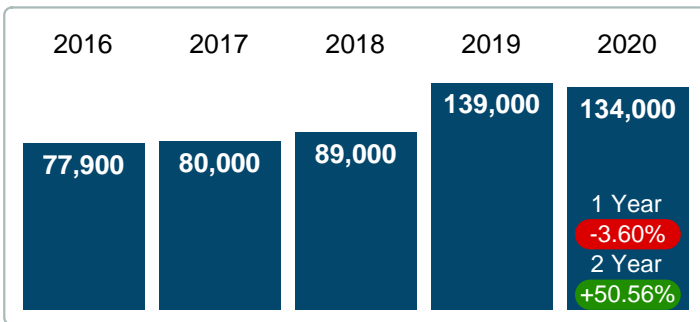
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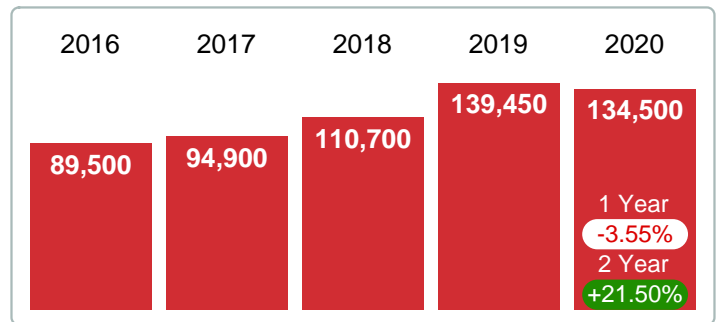
MEDIAN LIST PRICE AT CLOSING

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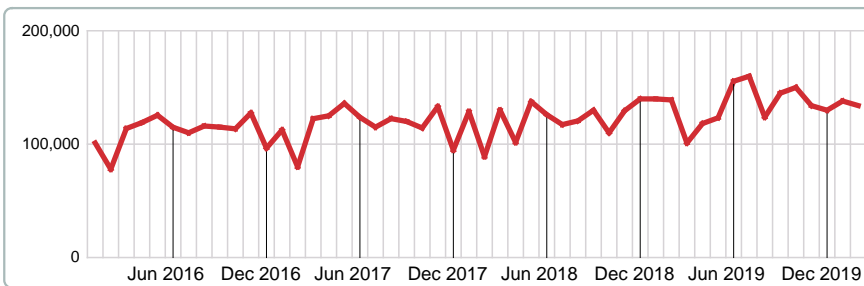
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

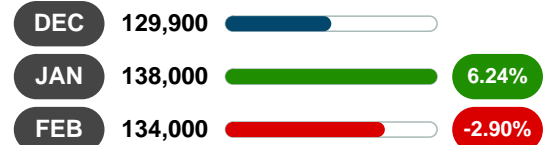


3 MONTHS

5 year FEB AVG = 103,980

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

Median List Price at Closing this month at **134,000**
above the 5 yr FEB average of **103,980**



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
\$0 and less	0	0.00%	9	0	0	0	0
\$1-\$70,000	11	18.64%	5,000	50,000	950	1,425	0
\$70,001-\$110,000	11	18.64%	89,500	91,200	89,500	0	0
\$110,001-\$150,000	14	23.73%	131,950	135,000	129,400	148,000	0
\$150,001-\$190,000	6	10.17%	171,250	159,000	182,250	159,000	0
\$190,001-\$250,000	9	15.25%	218,500	0	214,900	224,200	0
\$250,001 and up	8	13.56%	287,500	2,050,000	280,000	284,250	0
Median List Price			134,000	81,400	139,750	218,500	0
Total Closed Units		100%	134,000	14	38	7	
Total Closed Volume			10,097,055	3.09M	5.68M	1.33M	0.00B

February 2020

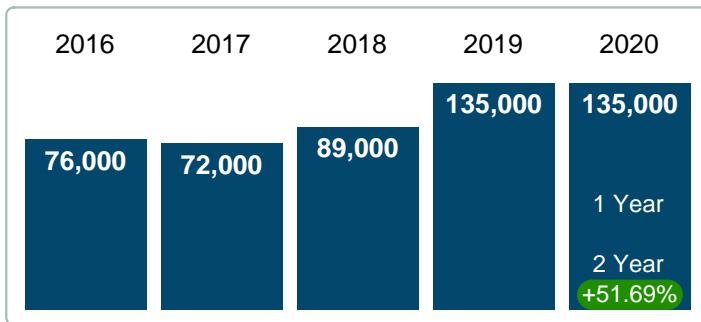
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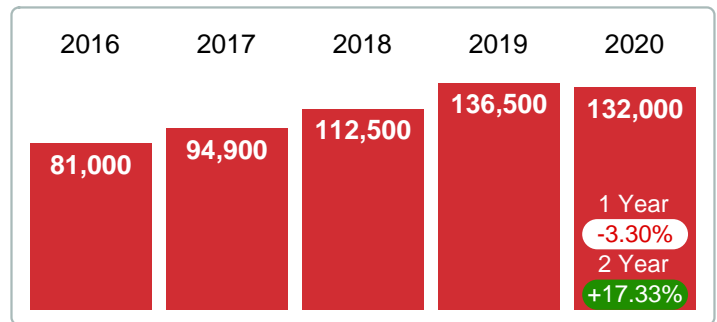
MEDIAN SOLD PRICE AT CLOSING

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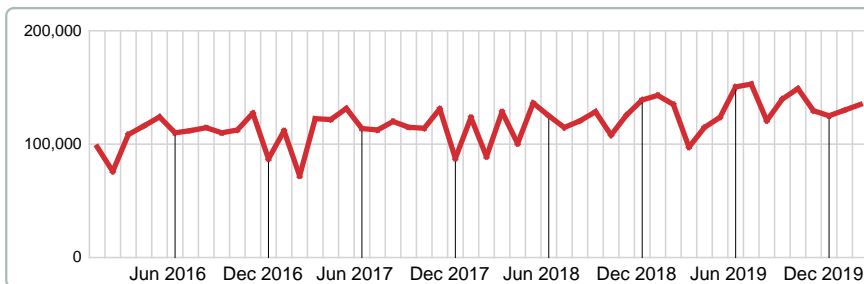
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

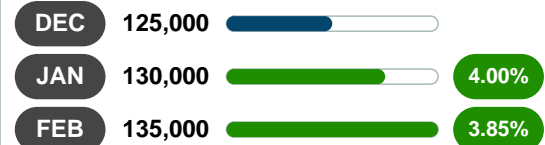


3 MONTHS

5 year FEB AVG = 101,400

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

Median Sold Price at Closing this month at **135,000**
above the 5 yr FEB average of **101,400**



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
\$0 and less	0	0.00%	287,500	0	0	0	0
\$1-\$70,000	13	22.03%	30,000	48,350	1,000	1,425	0
\$70,001-\$110,000	9	15.25%	82,500	78,750	85,190	0	0
\$110,001-\$150,000	15	25.42%	135,000	128,500	128,000	147,500	0
\$150,001-\$190,000	7	11.86%	179,000	157,000	179,500	0	0
\$190,001-\$250,000	8	13.56%	223,000	0	228,000	218,500	0
\$250,001 and up	7	11.86%	280,000	2,225,000	278,750	277,250	0
Median Sold Price			135,000	75,000	138,250	218,000	0
Total Closed Units		100%	59	14	38	7	
Total Closed Volume			9,984,415	3.22M	5.47M	1.29M	0.00B

February 2020

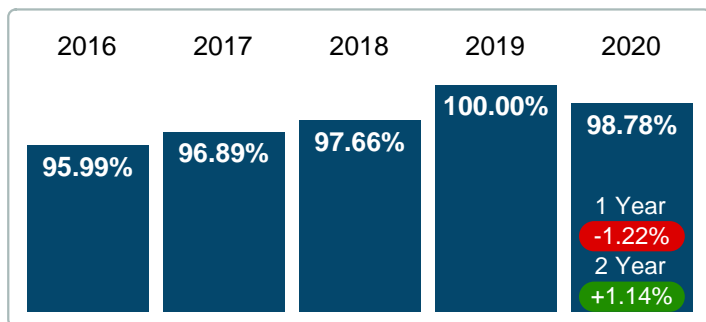
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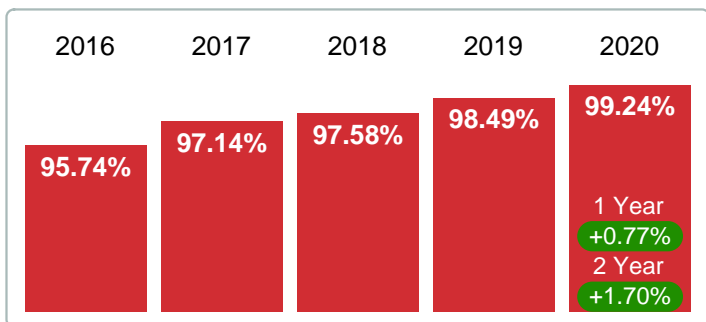
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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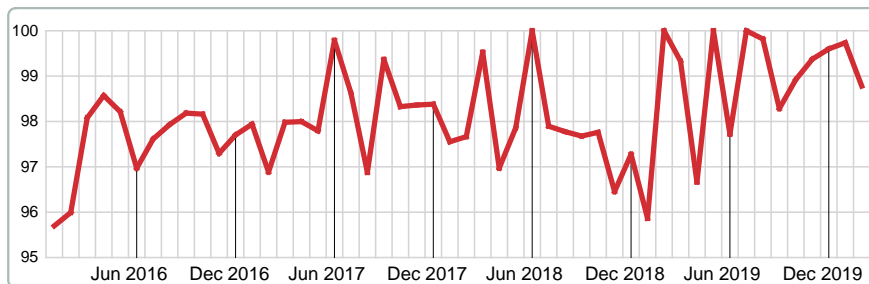
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

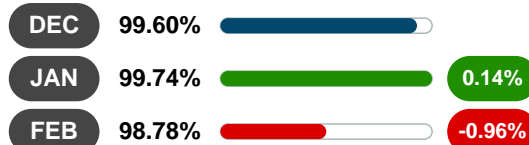


3 MONTHS

5 year FEB AVG = 97.86%

High Jul 2019 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **98.78%**
above the 5 yr FEB average of **97.86%**



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
\$0 and less	0	0.00%	20.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$70,000	13	22.03%	100.00%	96.00%	100.00%	100.00%	0.00%
\$70,001-\$110,000	9	15.25%	92.60%	92.31%	92.60%	0.00%	0.00%
\$110,001-\$150,000	15	25.42%	99.12%	104.66%	99.12%	96.16%	0.00%
\$150,001-\$190,000	7	11.86%	98.74%	98.74%	97.50%	0.00%	0.00%
\$190,001-\$250,000	8	13.56%	99.69%	0.00%	99.78%	97.51%	0.00%
\$250,001 and up	7	11.86%	99.11%	108.54%	97.86%	97.40%	0.00%
Median Sold/List Ratio		98.78%		99.37%	98.94%	97.97%	0.00%
Total Closed Units		59	100%	14	38	7	
Total Closed Volume		9,984,415		3.22M	5.47M	1.29M	0.00B

February 2020

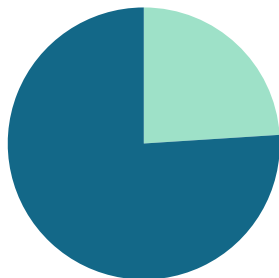
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

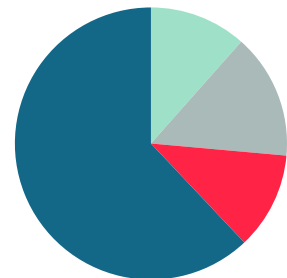


Inventory
 New Listings
118 = 23.98%
 Start Inventory
374
 Total Inventory Units
492
 Volume
\$94,964,544

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%
Median List Price	139,000	134,000	-3.60%	139,450	134,500	-3.55%
Median Sale Price	135,000	135,000	0.00%	136,500	132,000	-3.30%
Median Percent of Selling Price to List Price	100.00%	98.78%	-1.22%	98.49%	99.24%	0.77%
Median Days on Market to Sale	31.00	20.00	-35.48%	32.00	24.00	-25.00%
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

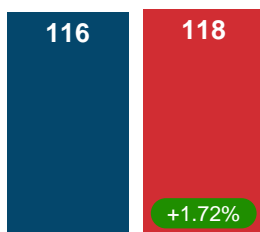
Inventory on February 29, 2020 = **317**

2019 **2020**

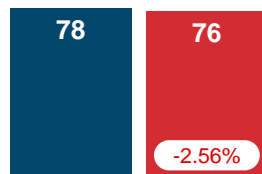
FEBRUARY MARKET

MEDIAN PRICES

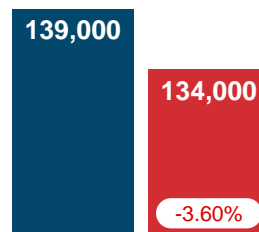
New Listings



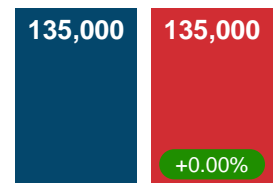
Pending Listings



List Price



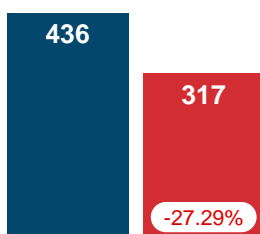
Sale Price



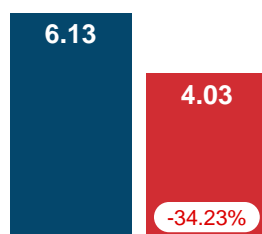
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

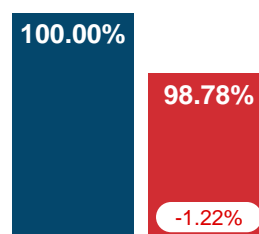
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

