

## February 2020



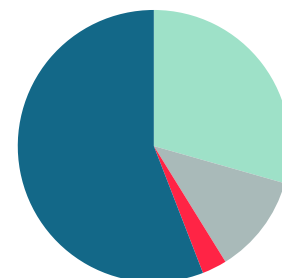
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	10	10	0.00%
Pending Listings	5	4	-20.00%
New Listings	14	12	-14.29%
Average List Price	1,348	1,173	-12.98%
Average Sale Price	1,343	1,161	-13.59%
Average Percent of Selling Price to List Price	99.72%	98.86%	-0.86%
Average Days on Market to Sale	47.80	45.10	-5.65%
End of Month Inventory	25	19	-24.00%
Months Supply of Inventory	1.92	1.39	-27.71%



■ Closed (29.41%)  
■ Pending (11.76%)  
■ Other OffMarket (2.94%)  
■ Active (55.88%)

**Absorption:** Last 12 months, an Average of **14** Sales/Month  
**Active Inventory** as of February 29, 2020 = **19**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **24.00%** to 19 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **1.39** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.59%** in February 2020 to \$1,161 versus the previous year at \$1,343.

##### Average Days on Market Shortens

The average number of **45.10** days that homes spent on the market before selling decreased by 2.70 days or **5.65%** in February 2020 compared to last year's same month at **47.80** DOM.

##### Sales Success for February 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 12 New Listings in February 2020, down **14.29%** from last year at 14. Furthermore, there were 10 Closed Listings this month versus last year at 10, a **0.00%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, February 2019, at **71.4%**, a **16.67%** 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

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

#### 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

# February 2020



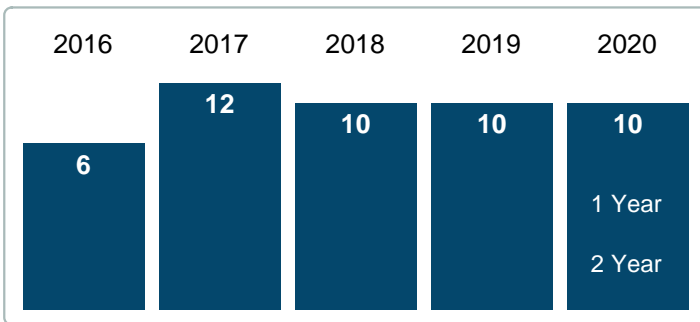
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



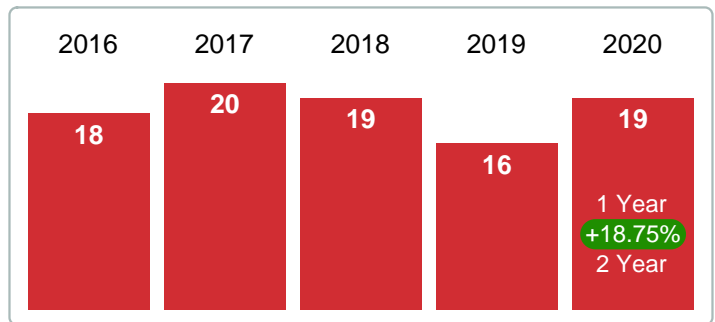
## CLOSED LISTINGS

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

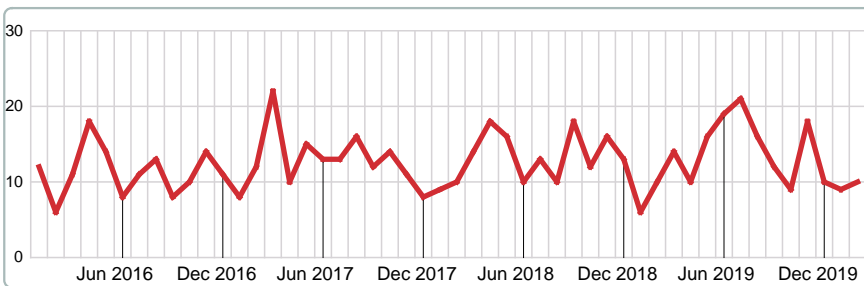
### FEBRUARY



### YEAR TO DATE (YTD)

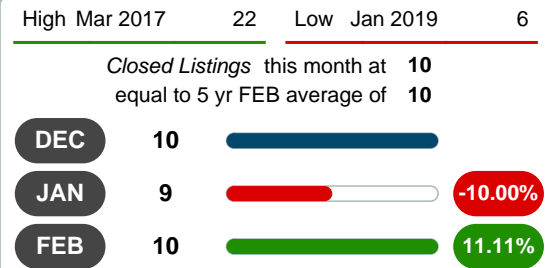


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 10



### 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	10	100.00%	45.1	1	5	3	1
<b>Total Closed Units</b>	<b>10</b>			<b>1</b>	<b>5</b>	<b>3</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,605</b>	<b>100%</b>	<b>45.1</b>	<b>1,400</b>	<b>5,115</b>	<b>3,365</b>	<b>1,725</b>
<b>Average Closed Price</b>	<b>\$1,161</b>			<b>\$1,400</b>	<b>\$1,023</b>	<b>\$1,122</b>	<b>\$1,725</b>

# February 2020



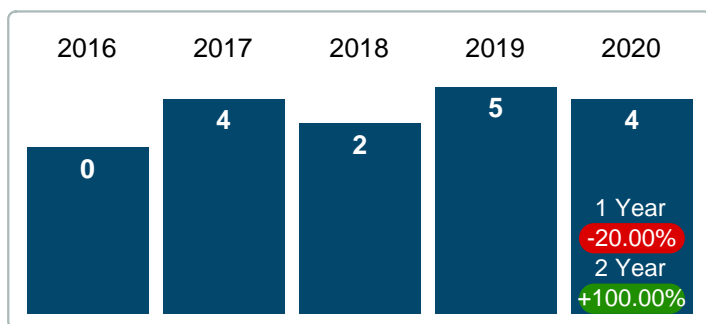
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



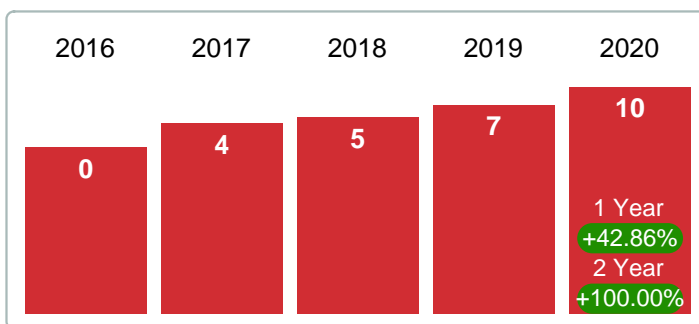
## PENDING LISTINGS

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

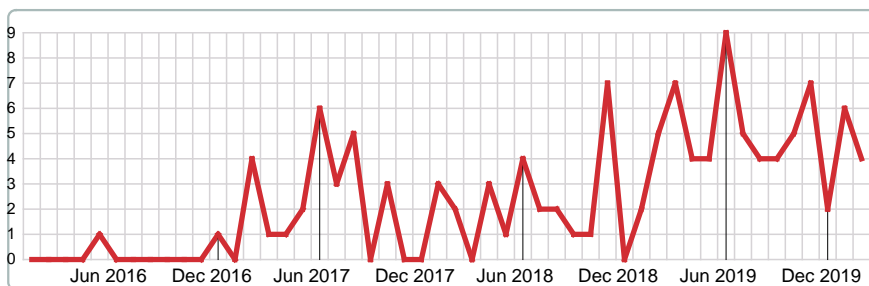
### FEBRUARY



### YEAR TO DATE (YTD)

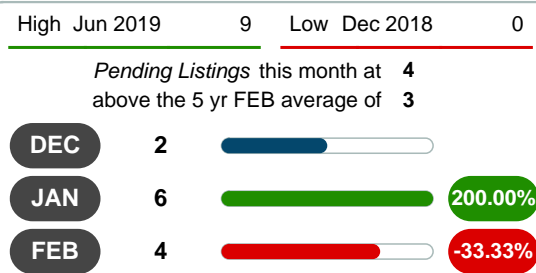


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 3



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	4	100.00%	67.8	0	3	1	0
<b>Total Pending Units</b>	<b>4</b>			<b>0</b>	<b>3</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,940</b>	<b>100%</b>	<b>85.3</b>	<b>0.00B</b>	<b>3,545</b>	<b>1,395</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,230</b>			<b>\$0</b>	<b>\$1,182</b>	<b>\$1,395</b>	<b>\$0</b>

# February 2020



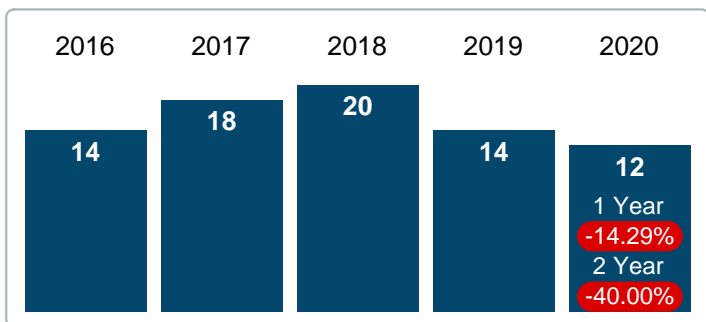
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



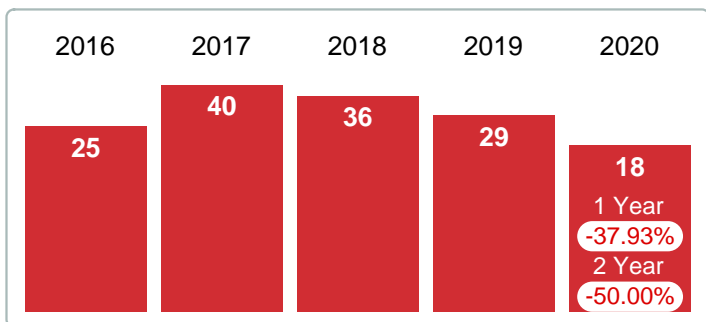
## NEW LISTINGS

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

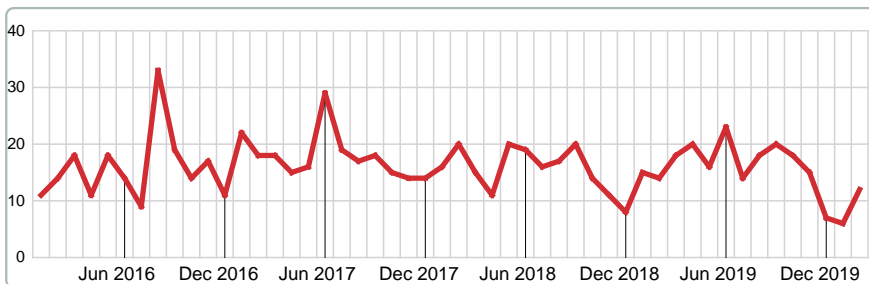
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 16

High Aug 2016 33 Low Jan 2020 6

New Listings this month at 12 below the 5 yr FEB average of 16

- DEC: 7 (Progress bar)
- JAN: 6 (-14.29%)
- FEB: 12 (100.00%)

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	12	100.00%	1	8	3	0
<b>Total New Listed Units</b>	<b>12</b>		<b>1</b>	<b>8</b>	<b>3</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>15,365</b>	<b>100%</b>	<b>895</b>	<b>10.39K</b>	<b>4,085</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$923</b>		<b>\$895</b>	<b>\$1,298</b>	<b>\$1,362</b>	<b>\$0</b>

# February 2020



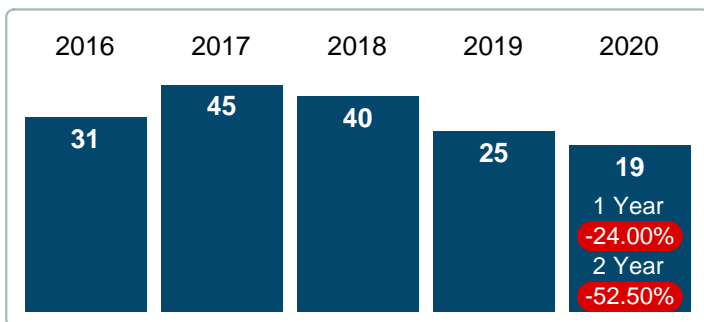
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



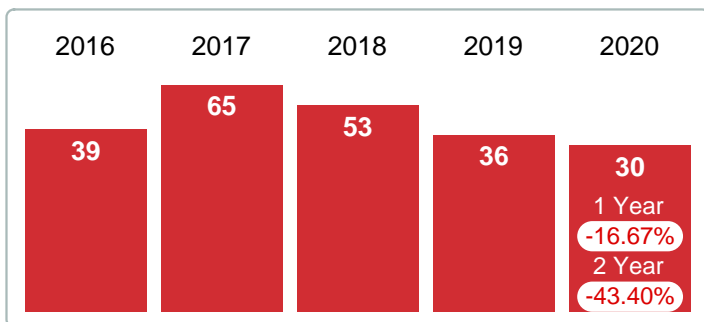
## ACTIVE INVENTORY

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

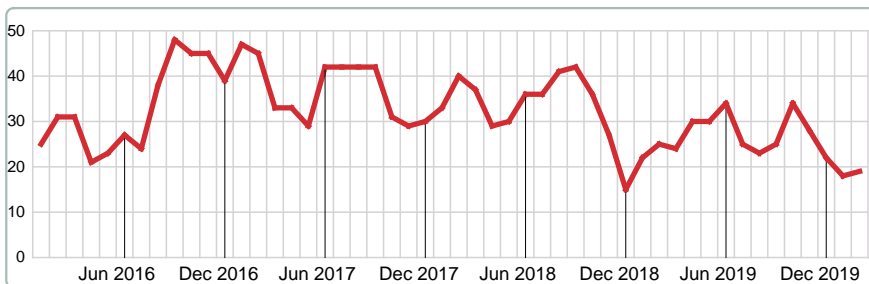
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

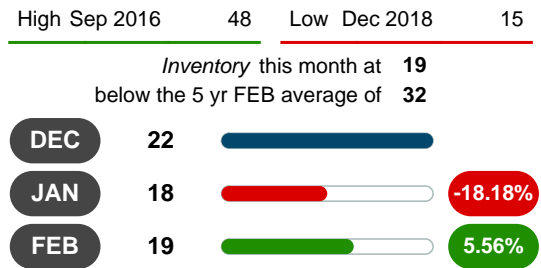


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 32



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 and up	19	100.00%	54.4	2	14	2	1
Total Active Inventory by Units			19	2	14	2	1
Total Active Inventory by Volume			24,680	2,395	17.50K	3,090	1,700
Average Active Inventory Listing Price			\$1,299	\$1,198	\$1,250	\$1,545	\$1,700

# February 2020



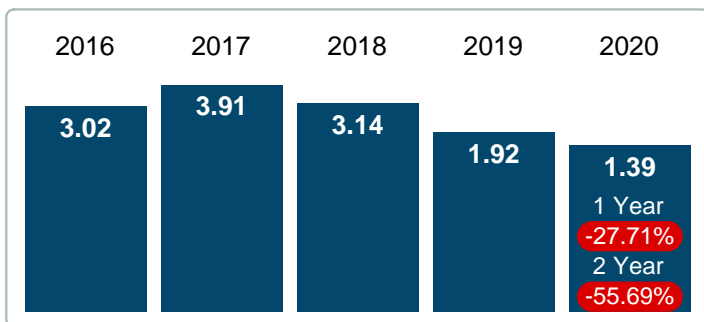
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



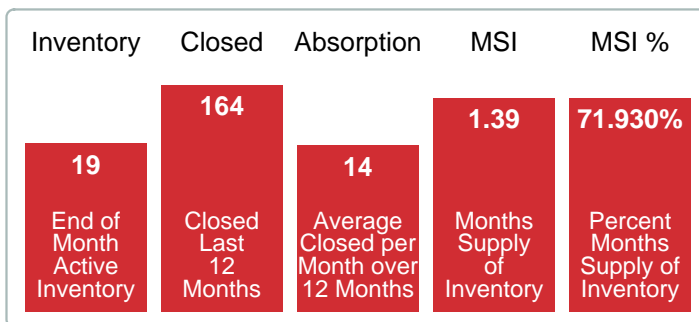
## MONTHS SUPPLY of INVENTORY (MSI)

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

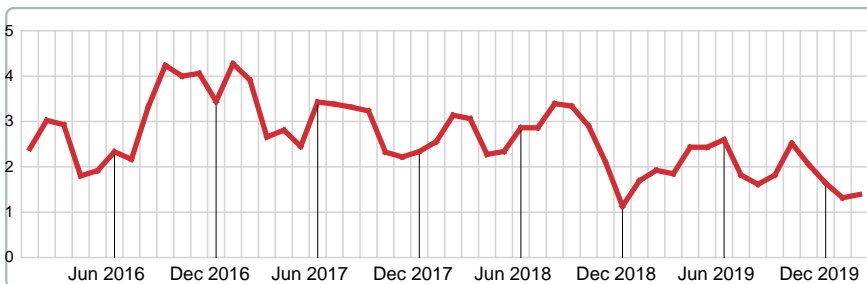
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2.68

High Jan 2017 4.27 Low Dec 2018 1.13

Months Supply this month at 1.39 below the 5 yr FEB average of 2.68



### 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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 \$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 and up	19	100.00%	1.39	2.40	1.65	0.49	4.00
Market Supply of Inventory (MSI)			1.39	2.40	1.65	0.49	4.00
Total Active Inventory by Units		100%	1.39	2	14	2	1

# February 2020



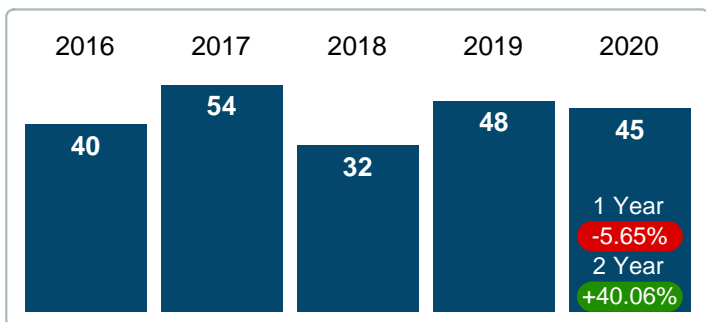
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



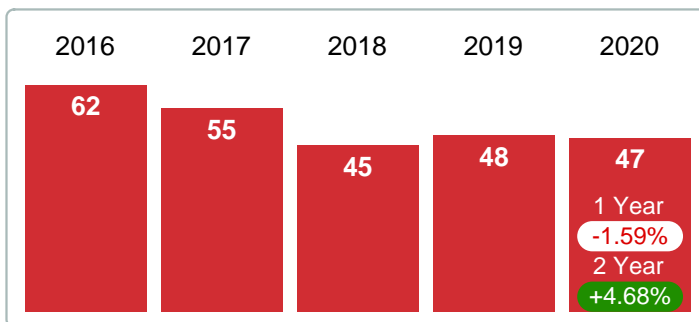
## AVERAGE DAYS ON MARKET TO SALE

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

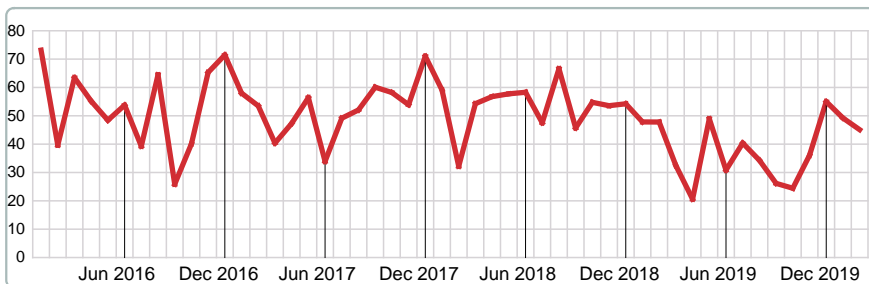
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

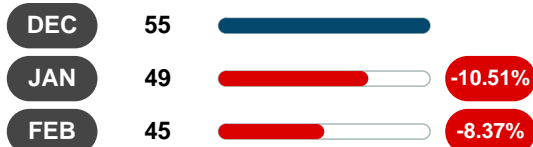


### 3 MONTHS

5 year FEB AVG = 44

High Jan 2016 73 Low Apr 2019 21

Average Days on Market to Sale this month at 45 above the 5 yr FEB 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	10	100.00%	45	39	40	52	55
Average Closed DOM			45	39	40	52	55
Total Closed Units		100%	45	1	5	3	1
Total Closed Volume			11,605	1,400	5,115	3,365	1,725

# February 2020



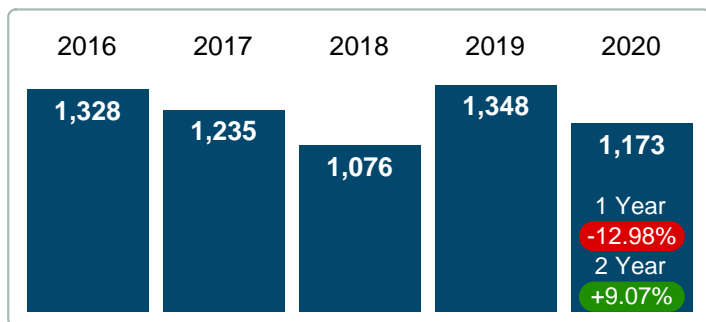
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



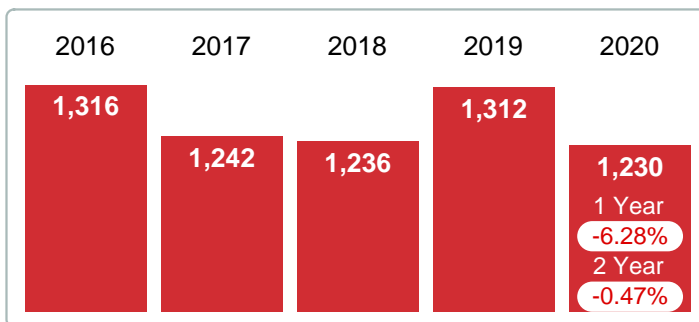
## AVERAGE LIST PRICE AT CLOSING

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

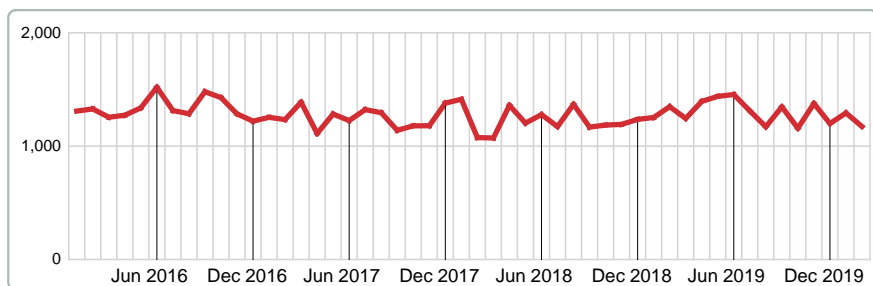
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,232

High Jun 2016 1,519 Low Mar 2018 1,072

Average List Price at Closing this month at 1,173 below the 5 yr FEB average of 1,232

- DEC 1,199
- JAN 1,293 +7.82%
- FEB 1,173 -9.27%

### 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 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	10	100.00%	1,173	1,400	1,023	1,163	1,725
Average List Price			1,173	1,400	1,023	1,163	1,725
Total Closed Units		100%	1,173	1	5	3	1
Total Closed Volume			11,730	1,400	5,115	3,490	1,725



# February 2020



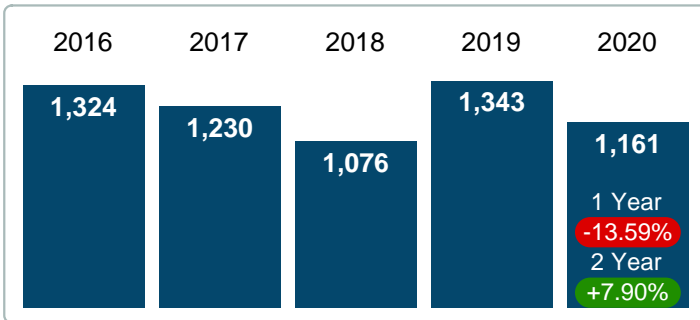
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



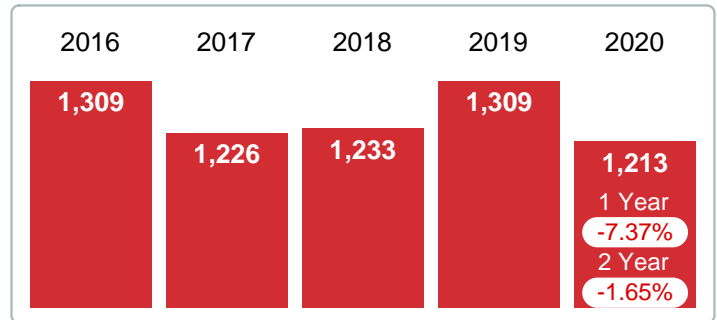
## AVERAGE SOLD PRICE AT CLOSING

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

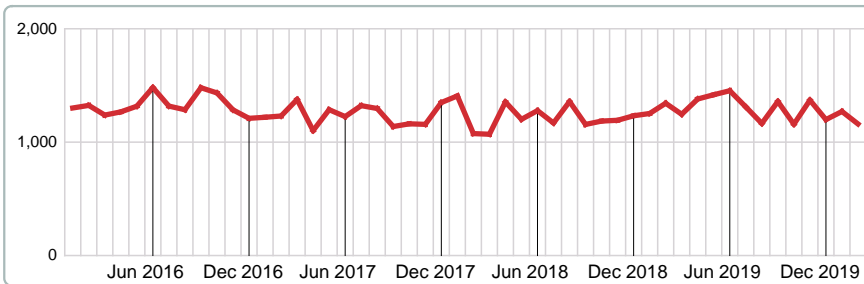
### FEBRUARY



### YEAR TO DATE (YTD)

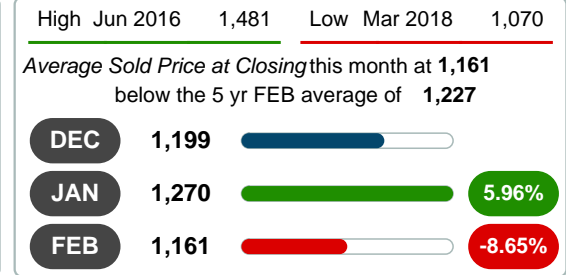


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,227



### 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 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	10	100.00%	1,161	1,400	1,023	1,122	1,725
Average Sold Price			1,161	1,400	1,023	1,122	1,725
Total Closed Units		100%	1,161	1	5	3	1
Total Closed Volume			11,605	1,400	5,115	3,365	1,725

# February 2020



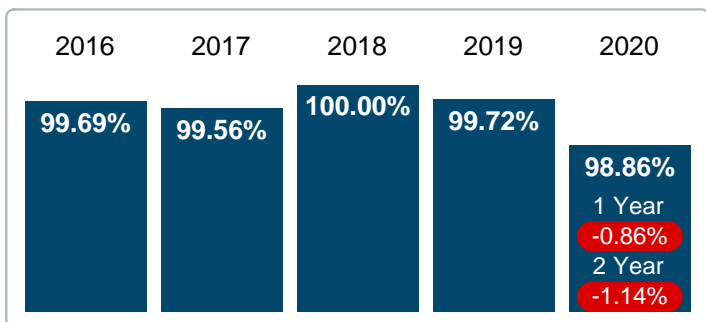
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



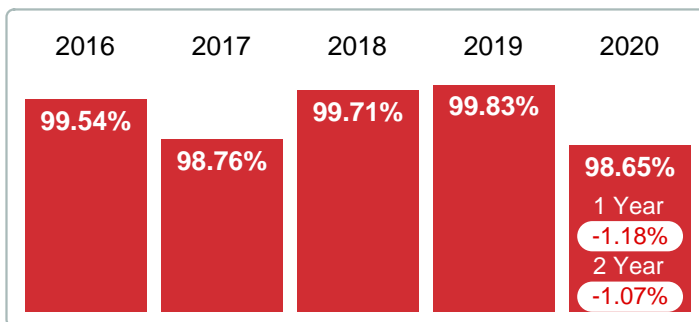
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

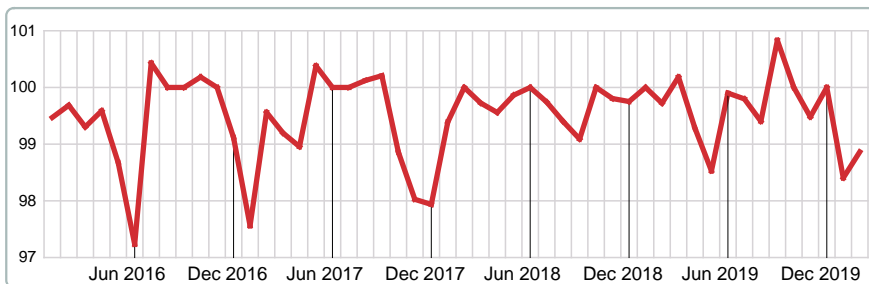
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

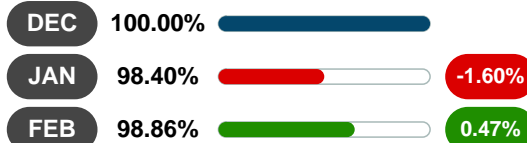


### 3 MONTHS

5 year FEB AVG = 99.57%

High Sep 2019 100.83% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **98.86%** below the 5 yr FEB average of **99.57%**



### 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 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	10	100.00%	98.86%	100.00%	100.00%	96.21%	100.00%
Average Sold/List Ratio		98.90%		100.00%	100.00%	96.21%	100.00%
Total Closed Units		10	100%	1	5	3	1
Total Closed Volume		11,605		1,400	5,115	3,365	1,725

# February 2020



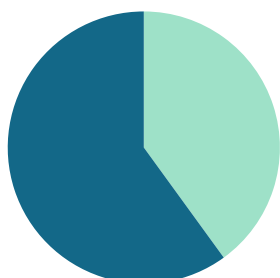
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

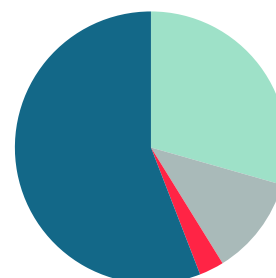


**Inventory**  
 New Listings  
**12 = 40.00%**  
 Start Inventory  
**18**  
 Total Inventory Units  
**30**  
 Volume  
**\$37,710**

### Market Activity

Closed Sales  
**10 = 29.41%**  
 Pending Sales  
**4 = 11.76%**  
 Other Off Market  
**1 = 2.94%**  
 Active Inventory  
**19 = 55.88%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	10	10	0.00%	16	19	18.75%
Pending Sales	5	4	-20.00%	7	10	42.86%
New Listings	14	12	-14.29%	29	18	-37.93%
Average List Price	1,348	1,173	-12.98%	1,312	1,230	-6.28%
Average Sale Price	1,343	1,161	-13.59%	1,309	1,213	-7.37%
Average Percent of Selling Price to List Price	99.72%	98.86%	-0.86%	99.83%	98.65%	-1.18%
Average Days on Market to Sale	47.80	45.10	-5.65%	47.81	47.05	-1.59%
Monthly Inventory	25	19	-24.00%	25	19	-24.00%
Months Supply of Inventory	1.92	1.39	-27.71%	1.92	1.39	-27.71%

**Absorption:** Last 12 months, an Average of **14** Sales/Month

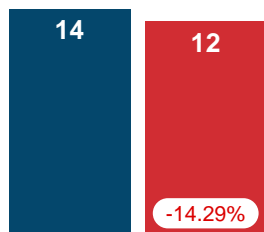
**Inventory** on February 29, 2020 = **19**

**2019** **2020**

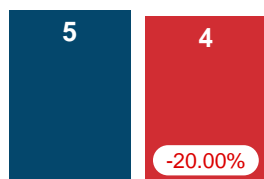
### FEBRUARY MARKET

### AVERAGE PRICES

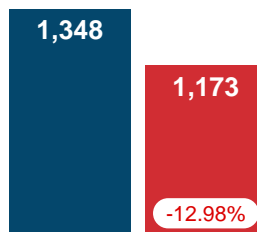
#### New Listings



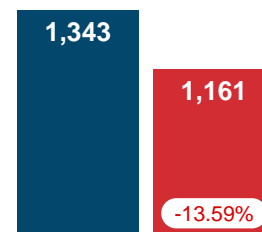
#### Pending Listings



#### List Price



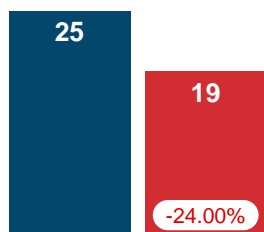
#### Sale Price



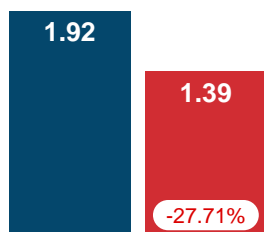
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

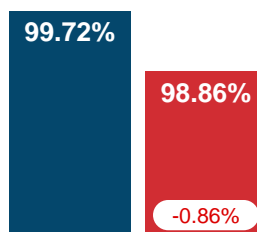
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

