

February 2020



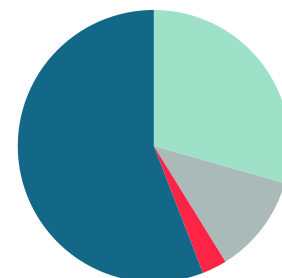
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



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%
Median List Price	1,275	1,048	-17.84%
Median Sale Price	1,275	995	-21.96%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	36.00	33.50	-6.94%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **21.96%** in February 2020 to \$995 versus the previous year at \$1,275.

Median Days on Market Shortens

The median number of **33.50** days that homes spent on the market before selling decreased by 2.50 days or **6.94%** in February 2020 compared to last year's same month at **36.00** DOM.

Sales Success for February 2020 is Positive

Overall, with Median 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.

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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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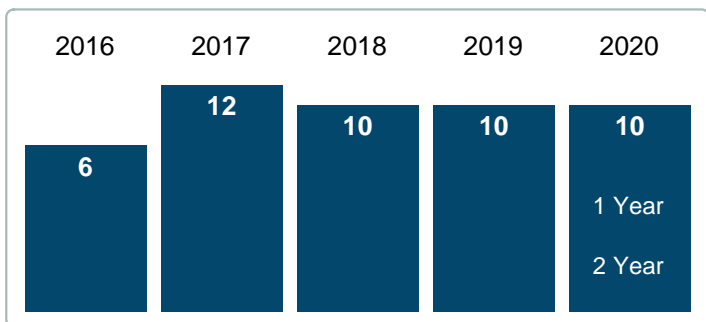
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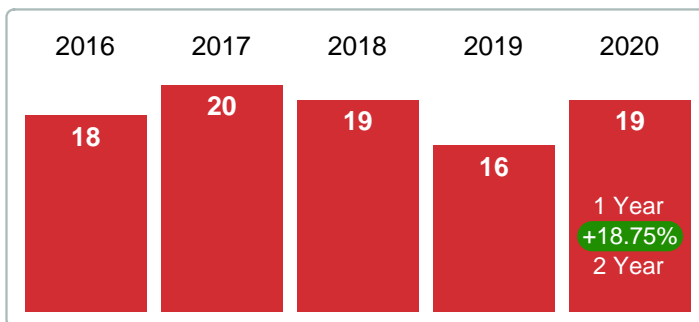
CLOSED LISTINGS

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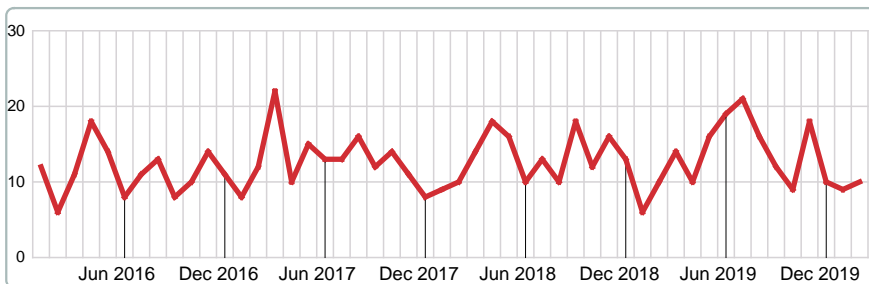
FEBRUARY



YEAR TO DATE (YTD)

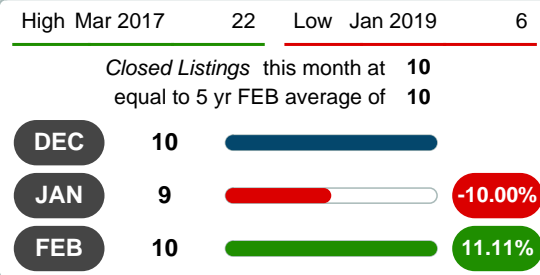


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 10



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	33.5	1	5	3	1
Total Closed Units	10			1	5	3	1
Total Closed Volume	11,605	100%	33.5	1,400	5,115	3,365	1,725
Median Closed Price	\$995			\$1,400	\$995	\$995	\$1,725

February 2020



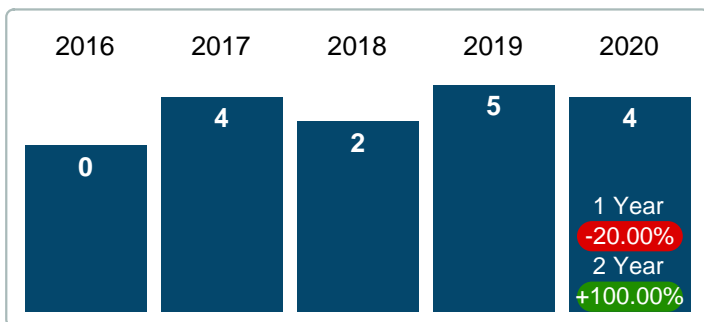
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



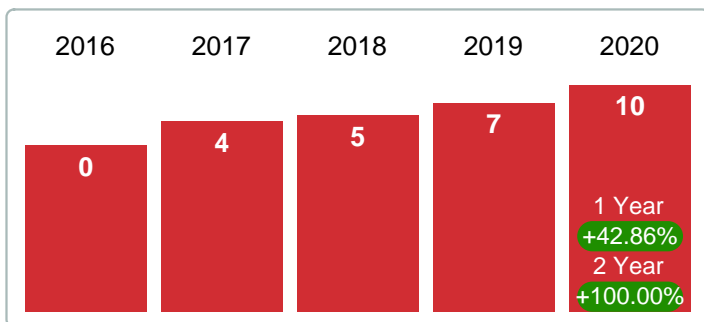
PENDING LISTINGS

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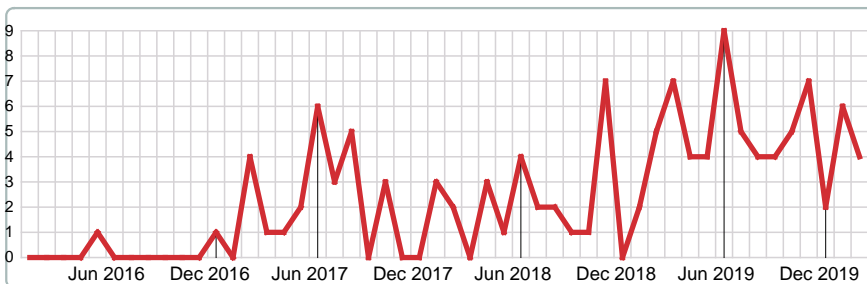
FEBRUARY



YEAR TO DATE (YTD)

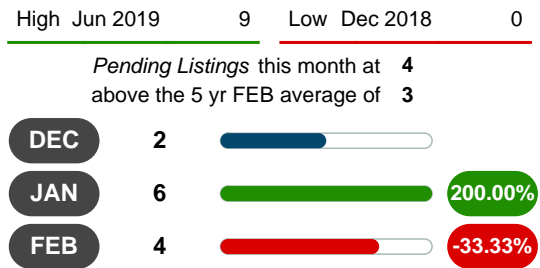


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	33.5	0	0	0	0
\$1-\$0	0	0.00%	33.5	0	0	0	0
\$1-\$0	0	0.00%	33.5	0	0	0	0
\$1-\$0	0	0.00%	33.5	0	0	0	0
\$1-\$0	0	0.00%	33.5	0	0	0	0
\$1-\$0	0	0.00%	33.5	0	0	0	0
\$1 and up	4	100.00%	55.5	0	3	1	0
Total Pending Units	4			0	3	1	0
Total Pending Volume	4,940	100%	55.5	0.00B	3,545	1,395	0.00B
Median Listing Price	\$1,275			\$0	\$1,250	\$1,395	\$0

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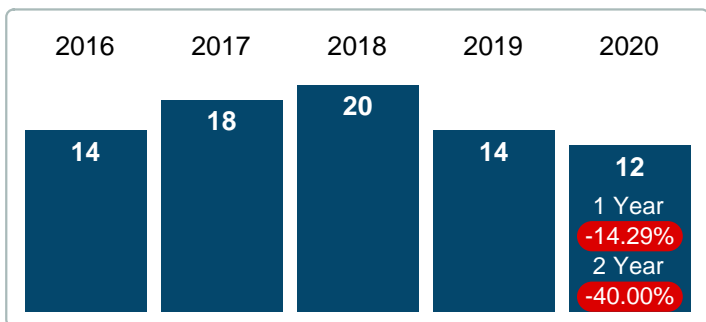
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



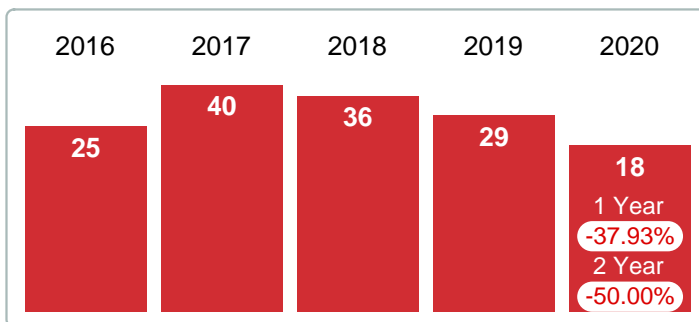
NEW LISTINGS

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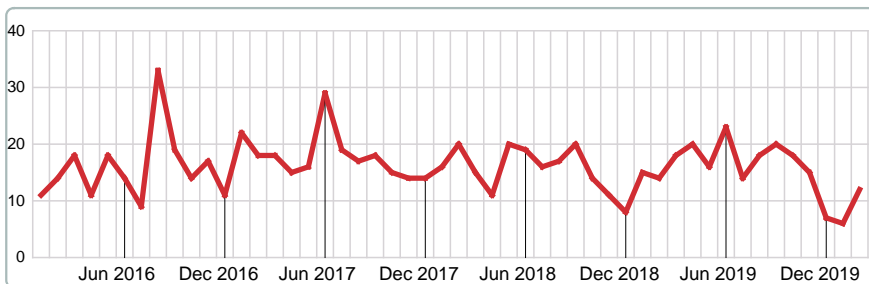
FEBRUARY



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



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
Total New Listed Units	12		1	8	3	0
Total New Listed Volume	15,365	100%	895	10.39K	4,085	0.00B
Median New Listed Listing Price	\$1,348		\$895	\$1,348	\$1,395	\$0

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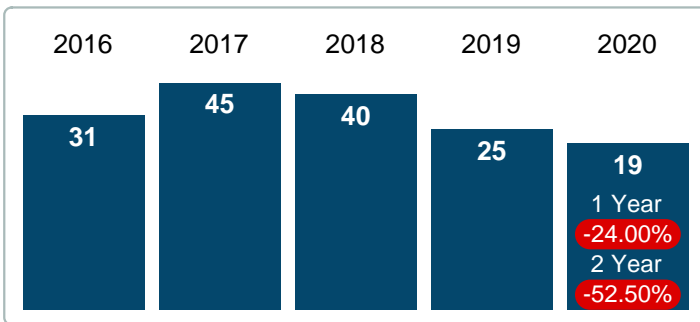
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



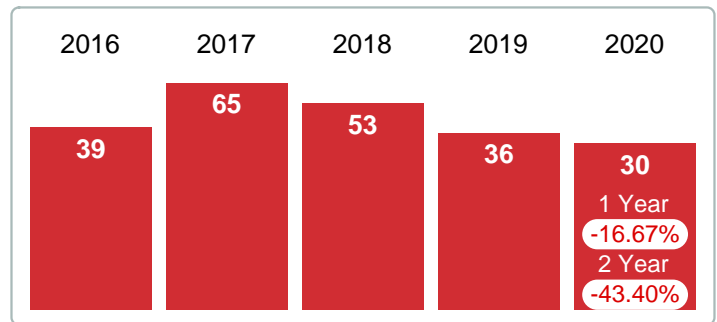
ACTIVE INVENTORY

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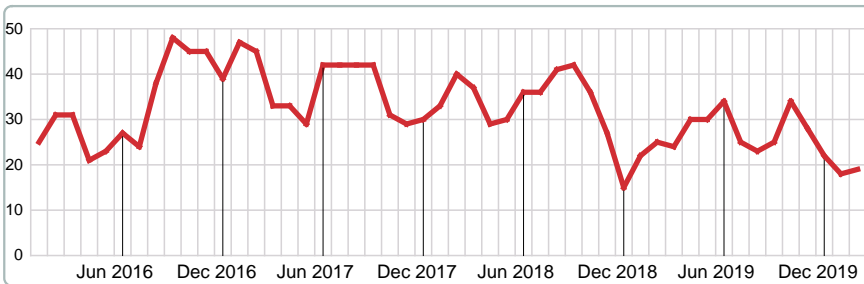
END OF FEBRUARY



ACTIVE DURING FEBRUARY

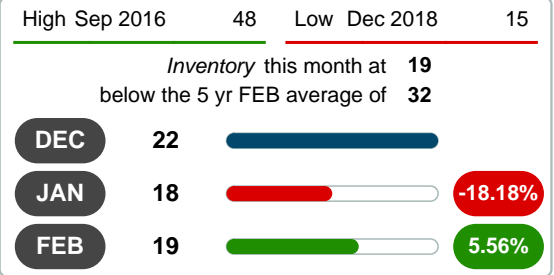


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less		0.00%	55.5	0	0	0	0
\$1 \$0		0.00%	55.5	0	0	0	0
\$1 \$0		0.00%	55.5	0	0	0	0
\$1 \$0		0.00%	55.5	0	0	0	0
\$1 \$0		0.00%	55.5	0	0	0	0
\$1 \$0		0.00%	55.5	0	0	0	0
\$1 and up		100.00%	22.0	2	14	2	1
Total Active Inventory by Units	19			2	14	2	1
Total Active Inventory by Volume	24,680	100%	22.0	2,395	17.50K	3,090	1,700
Median Active Inventory Listing Price	\$1,345			\$1,198	\$1,298	\$1,545	\$1,700

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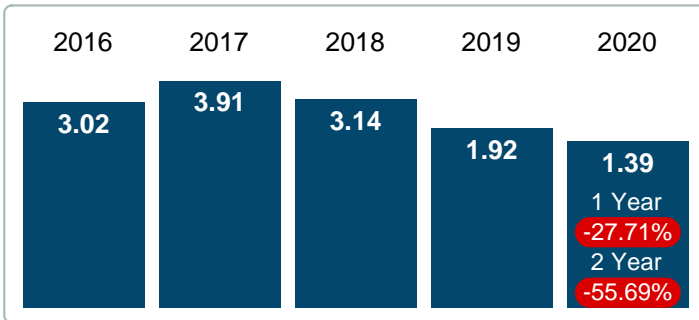
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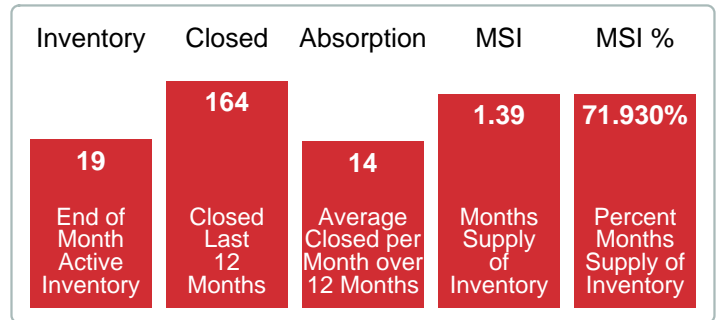
MONTHS SUPPLY of INVENTORY (MSI)

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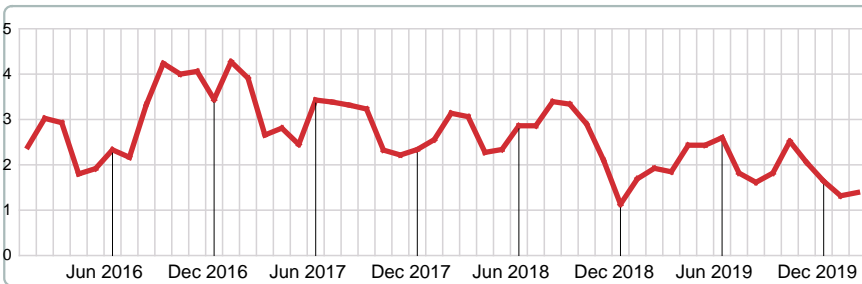
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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

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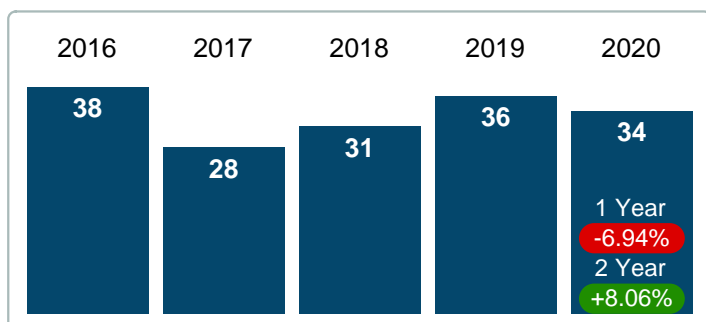
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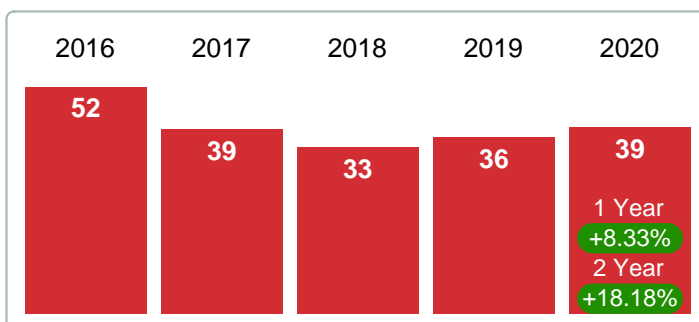
MEDIAN DAYS ON MARKET TO SALE

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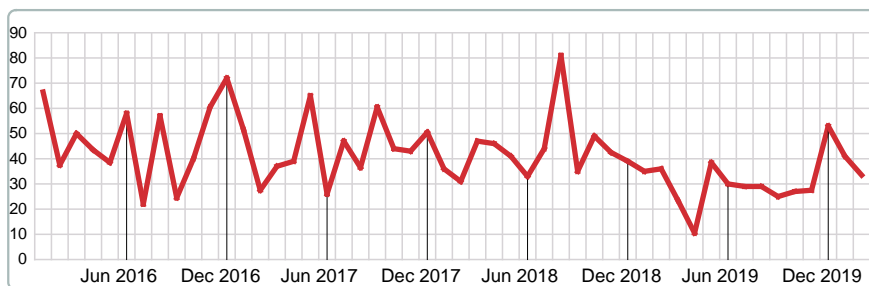
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

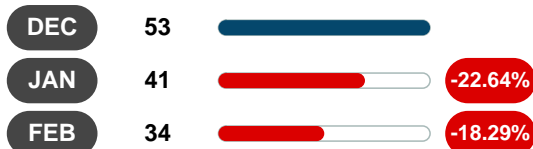


3 MONTHS

5 year FEB AVG = 33

High Aug 2018 81 Low Apr 2019 11

Median Days on Market to Sale this month at 34 above the 5 yr FEB average of 33



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%	22	0	0	0	0
\$1-\$0	0	0.00%	22	0	0	0	0
\$1-\$0	0	0.00%	22	0	0	0	0
\$1-\$0	0	0.00%	22	0	0	0	0
\$1-\$0	0	0.00%	22	0	0	0	0
\$1-\$0	0	0.00%	22	0	0	0	0
\$1 and up	10	100.00%	34	39	16	28	55
Median Closed DOM			34	39	16	28	55
Total Closed Units		100%	33.5	1	5	3	1
Total Closed Volume			11,605	1,400	5,115	3,365	1,725

February 2020



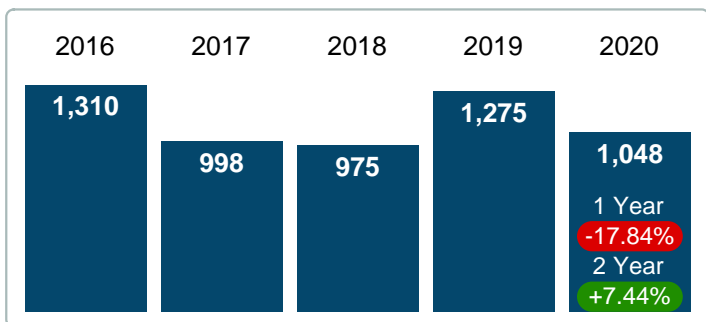
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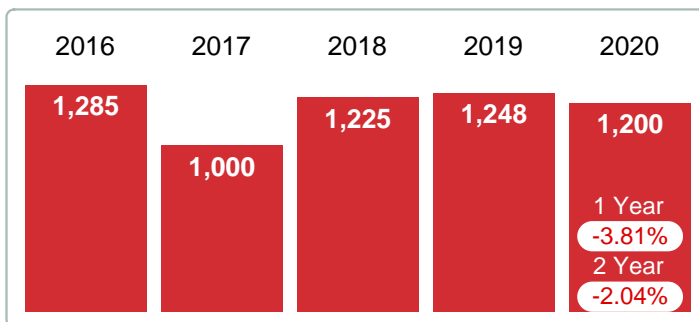
MEDIAN LIST PRICE AT CLOSING

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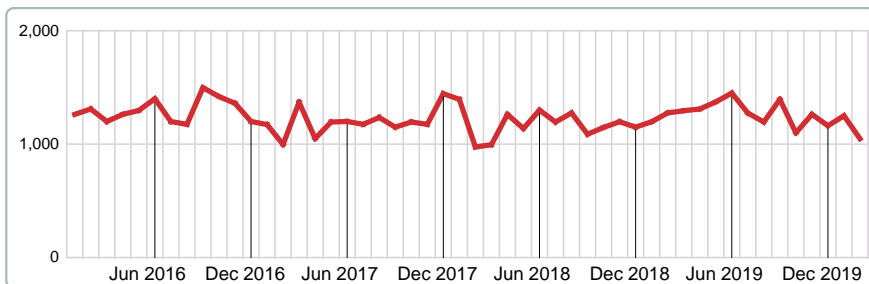
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,121

High Sep 2016 1,498 Low Feb 2018 975

Median List Price at Closing this month at **1,048**
below the 5 yr FEB average of **1,121**

DEC 1,163

JAN 1,250 **7.53%**

FEB 1,048 **-16.20%**

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%	34	0	0	0	0
\$1 \$0	0	0.00%	34	0	0	0	0
\$1 \$0	0	0.00%	34	0	0	0	0
\$1 \$0	0	0.00%	34	0	0	0	0
\$1 \$0	0	0.00%	34	0	0	0	0
\$1 \$0	0	0.00%	34	0	0	0	0
\$1 and up	10	100.00%	1,048	1,400	995	1,100	1,725
Median List Price			1,048	1,400	995	1,100	1,725
Total Closed Units		100%	1,048	1	5	3	1
Total Closed Volume			11,730	1,400	5,115	3,490	1,725

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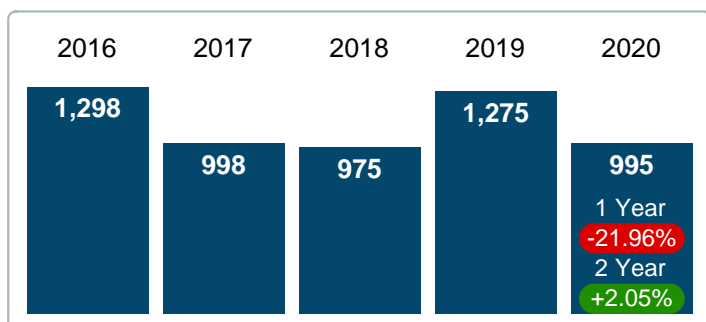
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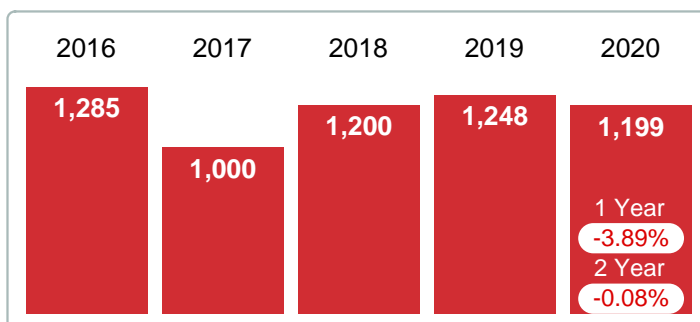
MEDIAN SOLD PRICE AT CLOSING

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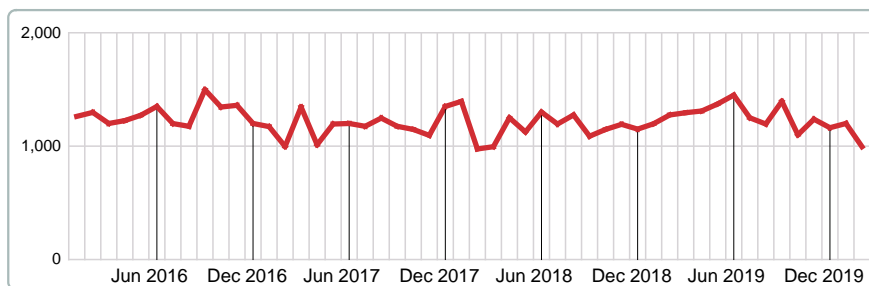
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,108

High Sep 2016 1,498 | Low Feb 2018 975

Median Sold Price at Closing this month at **995**
 below the 5 yr FEB average of **1,108**

Month	Price	Change
DEC	1,163	
JAN	1,200	+3.23%
FEB	995	-17.08%

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%	1,048	0	0	0	0
\$1-\$0	0	0.00%	1,048	0	0	0	0
\$1-\$0	0	0.00%	1,048	0	0	0	0
\$1-\$0	0	0.00%	1,048	0	0	0	0
\$1-\$0	0	0.00%	1,048	0	0	0	0
\$1-\$0	0	0.00%	1,048	0	0	0	0
\$1 and up	10	100.00%	995	1,400	995	995	1,725
Median Sold Price			995	1,400	995	995	1,725
Total Closed Units		100%	995	1	5	3	1
Total Closed Volume			11,605	1,400	5,115	3,365	1,725

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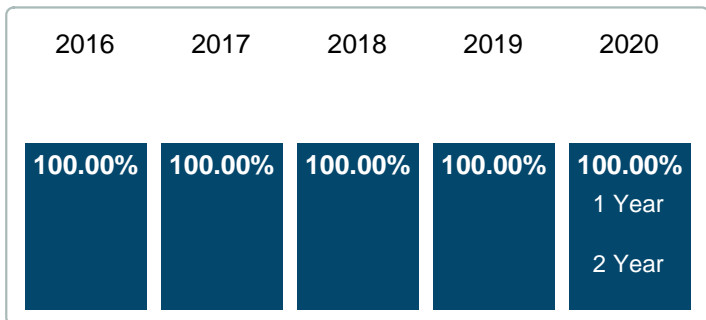
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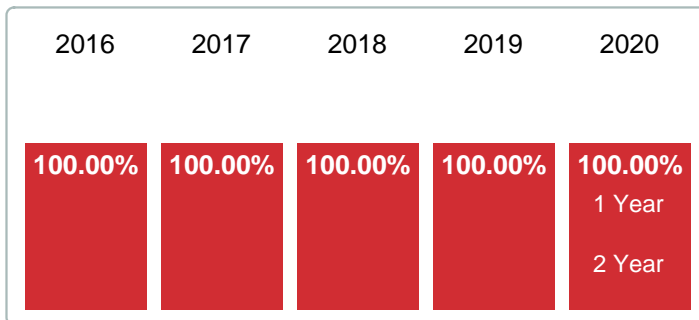
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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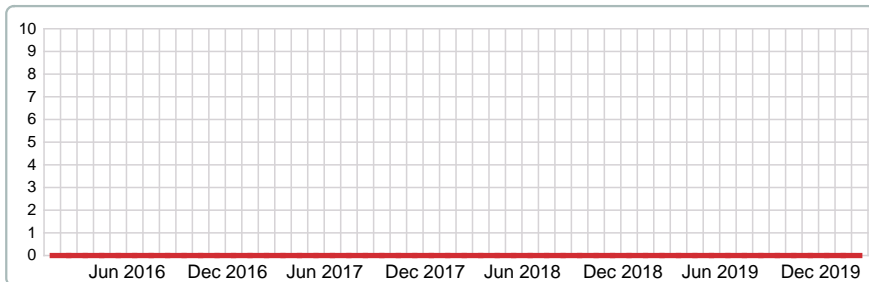
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

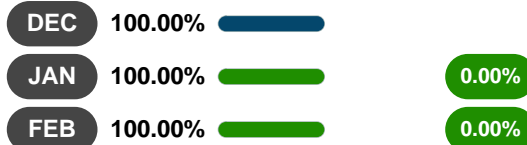


3 MONTHS

5 year FEB AVG = 100.00%

High Feb 2020 100.00% Low Feb 2020 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr FEB average of 100.00%



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%	995.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	995.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	995.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	995.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	995.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	995.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	10	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		10	100%	100.00%	1	5	3	1
Total Closed Volume		11,605			1,400	5,115	3,365	1,725

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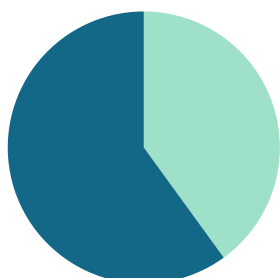
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MARKET SUMMARY

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INVENTORY

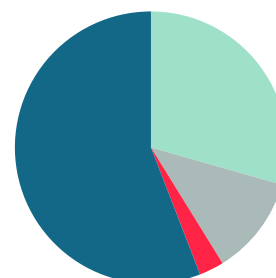


Inventory
 New Listings
12 = 40.00%
 Start Inventory
18
 Total Inventory Units
30
 Volume
\$37,710

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%
Median List Price	1,275	1,048	-17.84%	1,248	1,200	-3.81%
Median Sale Price	1,275	995	-21.96%	1,248	1,199	-3.89%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	36.00	33.50	-6.94%	36.00	39.00	8.33%
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

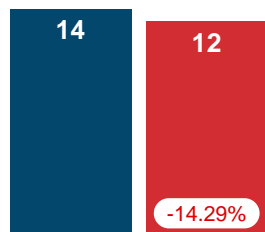
Inventory on February 29, 2020 = **19**

2019 **2020**

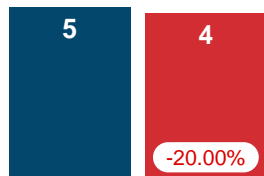
FEBRUARY MARKET

MEDIAN PRICES

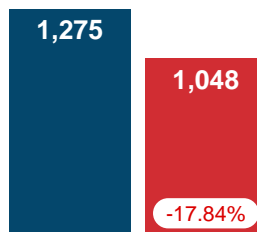
New Listings



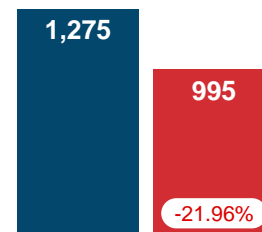
Pending Listings



List Price



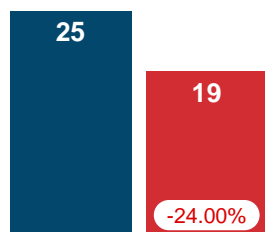
Sale Price



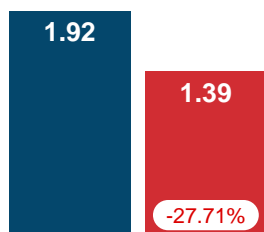
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

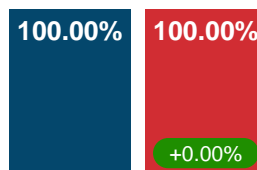
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

