

January 2020

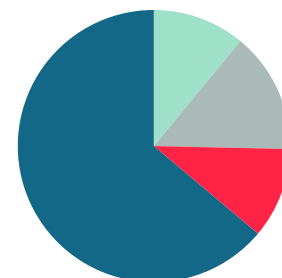
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	39	55	41.03%
Pending Listings	94	72	-23.40%
New Listings	117	124	5.98%
Average List Price	161,519	179,875	11.36%
Average Sale Price	155,072	168,082	8.39%
Average Percent of Selling Price to List Price	94.68%	96.51%	1.92%
Average Days on Market to Sale	52.13	39.55	-24.14%
End of Month Inventory	450	320	-28.89%
Months Supply of Inventory	6.44	4.01	-37.66%



■ Closed (10.98%)
■ Pending (14.37%)
■ Other OffMarket (10.78%)
■ Active (63.87%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of January 31, 2020 = **320**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **28.89%** to 320 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **4.01** 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 **8.39%** in January 2020 to \$168,082 versus the previous year at \$155,072.

Average Days on Market Shortens

The average number of **39.55** days that homes spent on the market before selling decreased by 12.58 days or **24.14%** in January 2020 compared to last year's same month at **52.13** DOM.

Sales Success for January 2020 is Positive

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

There were 124 New Listings in January 2020, up **5.98%** from last year at 117. Furthermore, there were 55 Closed Listings this month versus last year at 39, a **41.03%** increase.

Closed versus Listed trends yielded a **44.4%** ratio, up from previous year's, January 2019, at **33.3%**, a **33.06%** 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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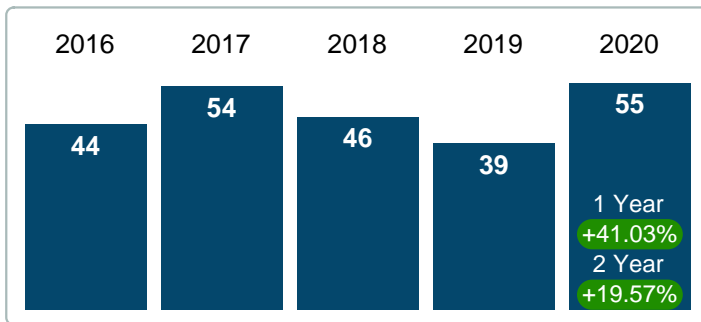
Area Delimited by County Of Creek



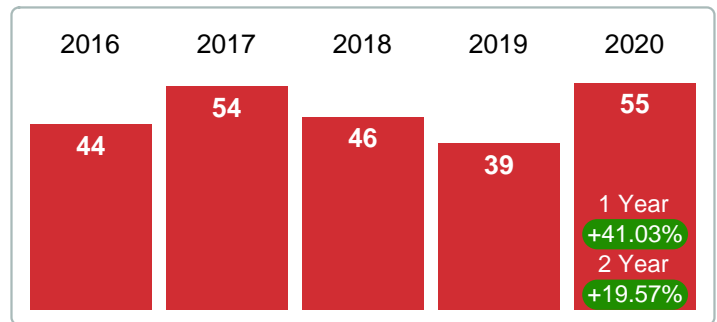
CLOSED LISTINGS

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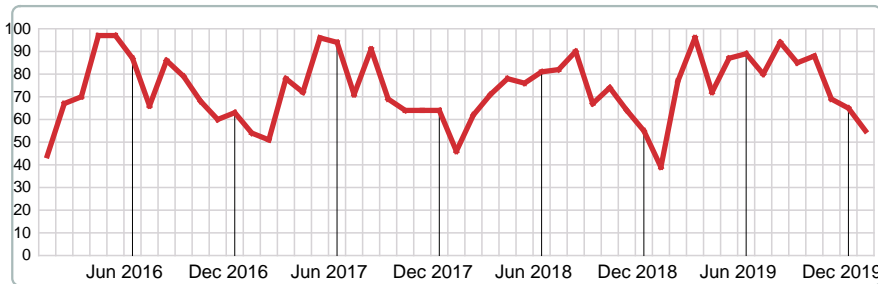
JANUARY



YEAR TO DATE (YTD)

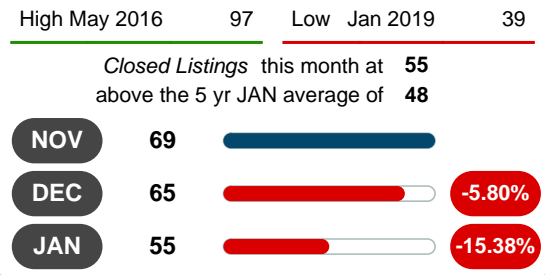


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



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-\$50,000	8	14.55%	25.8	4	4	0	0
\$50,001-\$75,000	6	10.91%	30.2	4	1	1	0
\$75,001-\$150,000	17	30.91%	54.2	4	11	2	0
\$150,001-\$200,000	12	21.82%	33.8	2	9	1	0
\$200,001-\$250,000	6	10.91%	25.2	0	5	1	0
\$250,001 and up	6	10.91%	51.7	1	1	2	2
Total Closed Units	55			15	31	7	2
Total Closed Volume	9,244,525	100%	39.5	2.76M	4.35M	1.12M	1.00M
Average Closed Price	\$168,082			\$184,267	\$140,478	\$160,114	\$502,450

January 2020



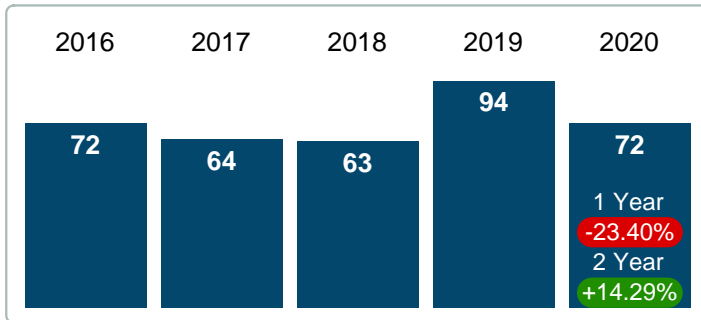
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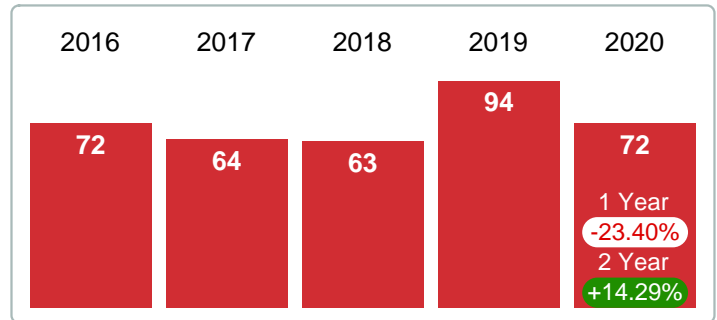
PENDING LISTINGS

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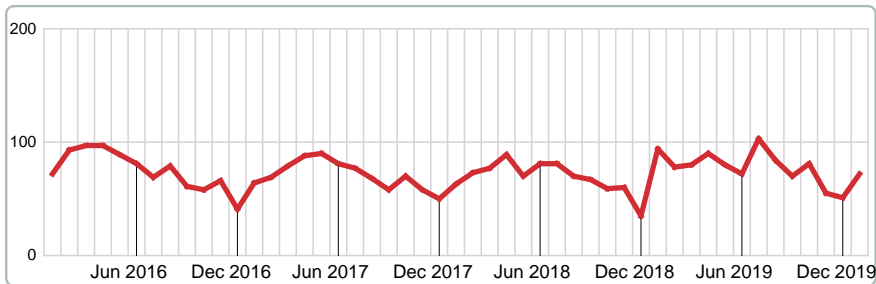
JANUARY



YEAR TO DATE (YTD)

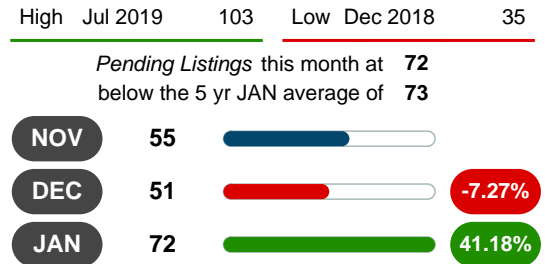


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	9.72%	23.7	4	2	1	0
\$70,001 - \$100,000	10	13.89%	29.4	4	6	0	0
\$100,001 - \$120,000	7	9.72%	40.0	2	5	0	0
\$120,001 - \$160,000	20	27.78%	47.2	4	12	4	0
\$160,001 - \$210,000	11	15.28%	38.4	2	8	1	0
\$210,001 - \$260,000	8	11.11%	52.3	1	6	1	0
\$260,001 and up	9	12.50%	26.9	1	3	4	1
Total Pending Units	72			18	42	11	1
Total Pending Volume	14,129,046	100%	23.3	3.88M	6.55M	3.42M	269.90K
Average Listing Price	\$141,825			\$215,642	\$156,022	\$311,334	\$269,900

January 2020

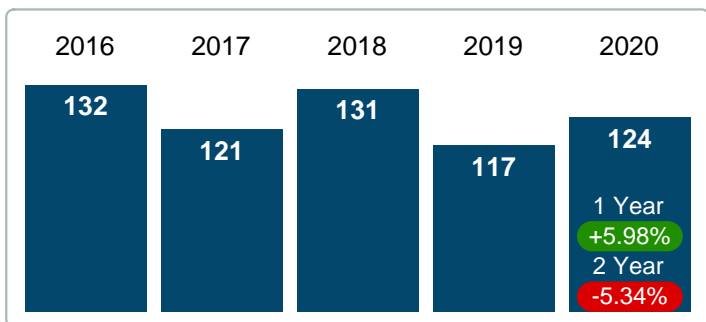
Area Delimited by County Of Creek



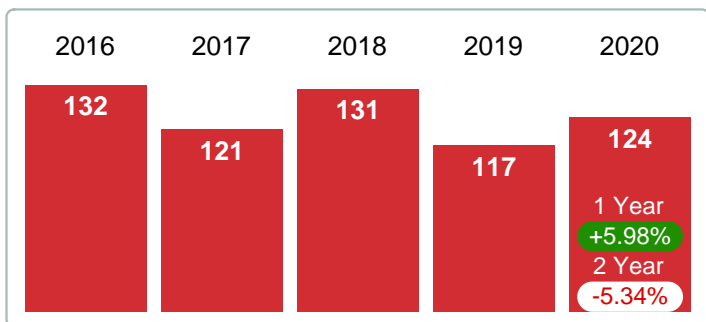
NEW LISTINGS

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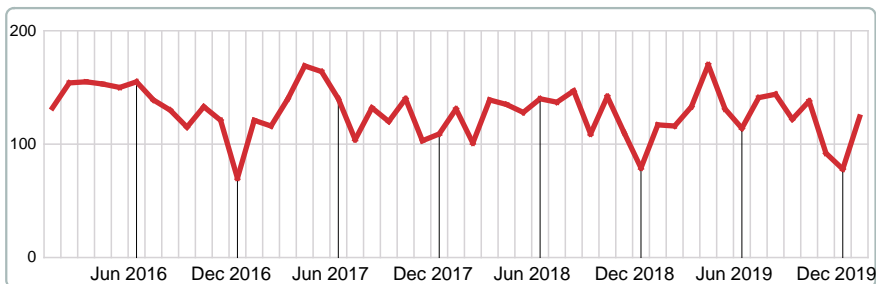
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 125

High Apr 2019 170 Low Dec 2016 70

New Listings this month at 124
below the 5 yr JAN average of 125



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	8.87%	8	2	1	0
\$30,001 - \$60,000	13	10.48%	10	3	0	0
\$60,001 - \$110,000	22	17.74%	13	6	2	1
\$110,001 - \$160,000	28	22.58%	5	17	6	0
\$160,001 - \$220,000	22	17.74%	6	14	2	0
\$220,001 - \$370,000	15	12.10%	3	8	2	2
\$370,001 and up	13	10.48%	3	1	6	3
Total New Listed Units	124		48	51	19	6
Total New Listed Volume	23,577,407	100%	7.24M	8.41M	4.60M	3.33M
Average New Listed Listing Price	\$98,423		\$150,809	\$164,810	\$242,283	\$554,983

January 2020

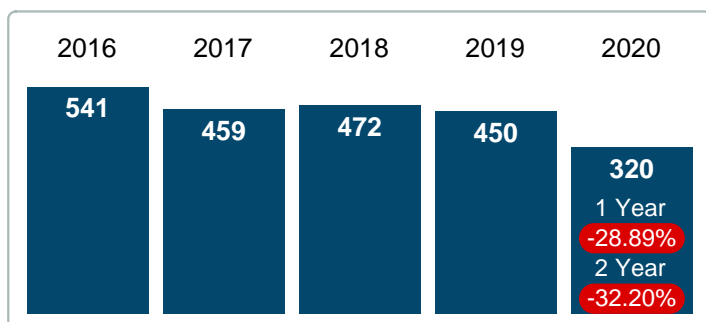
Area Delimited by County Of Creek



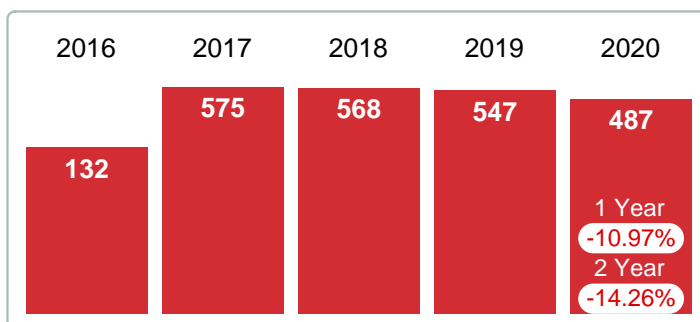
ACTIVE INVENTORY

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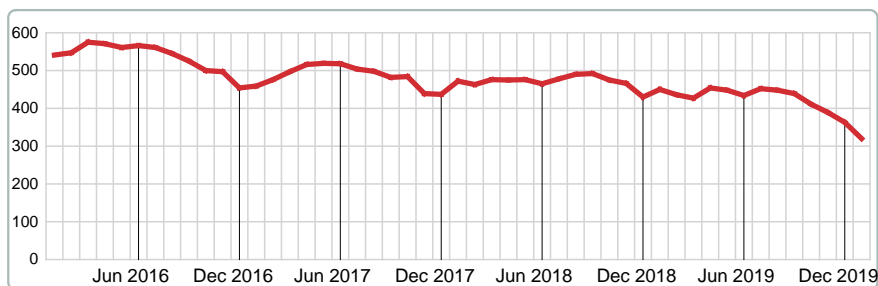
END OF JANUARY



ACTIVE DURING JANUARY

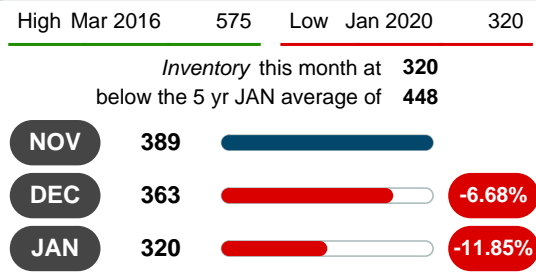


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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	27	8.44%	95.4	20	4	3	0
\$25,001 - \$50,000	34	10.63%	73.6	30	4	0	0
\$50,001 - \$75,000	35	10.94%	93.7	25	8	2	0
\$75,001 - \$150,000	93	29.06%	74.7	44	43	5	1
\$150,001 - \$225,000	54	16.88%	76.8	19	21	14	0
\$225,001 - \$400,000	43	13.44%	86.3	15	13	10	5
\$400,001 and up	34	10.63%	83.9	9	2	18	5
Total Active Inventory by Units	320			162	95	52	11
Total Active Inventory by Volume	60,532,780	100%	81.3	22.41M	14.43M	18.33M	5.36M
Average Active Inventory Listing Price	\$189,165			\$138,356	\$151,873	\$352,568	\$487,064

January 2020

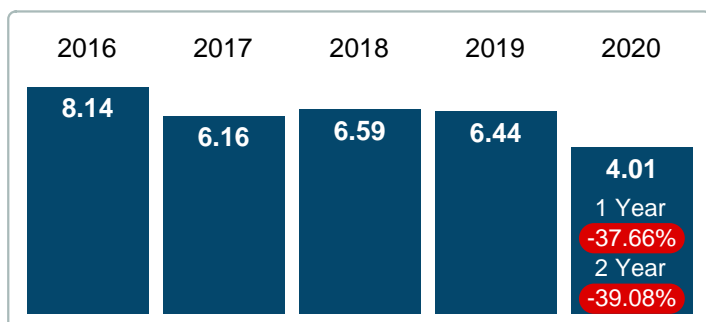
Area Delimited by County Of Creek



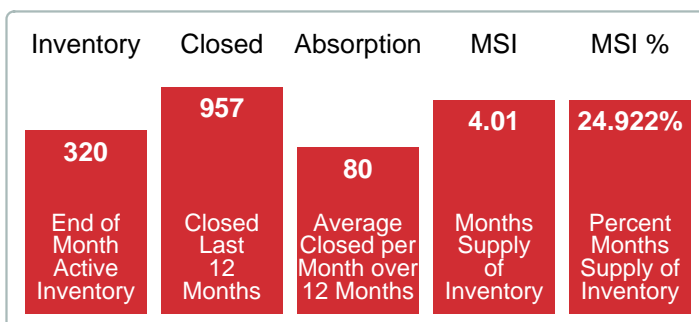
MONTHS SUPPLY of INVENTORY (MSI)

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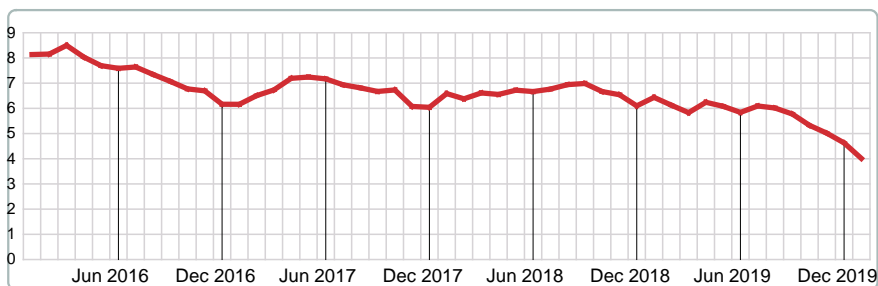
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

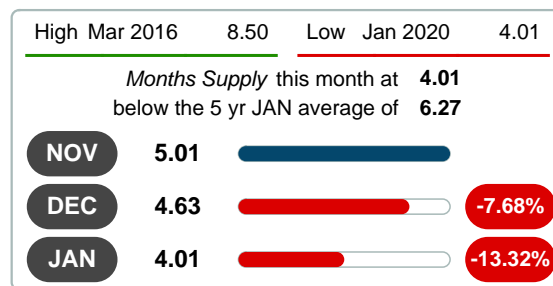


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.27



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	9.38%	4.00	6.27	1.09	18.00	0.00
\$30,001 - \$50,000	31	9.69%	6.53	9.00	2.40	0.00	0.00
\$50,001 - \$90,000	56	17.50%	4.17	6.00	2.13	7.20	12.00
\$90,001 - \$170,000	84	26.25%	2.72	5.74	2.07	2.00	0.00
\$170,001 - \$230,000	45	14.06%	3.94	12.00	2.32	4.00	0.00
\$230,001 - \$420,000	44	13.75%	4.29	21.33	2.81	2.14	7.64
\$420,001 and up	30	9.38%	18.95	9.33	12.00	54.00	9.00
Market Supply of Inventory (MSI)	4.01			7.45	2.16	4.27	6.29
Total Active Inventory by Units	320	100%	4.01	162	95	52	11

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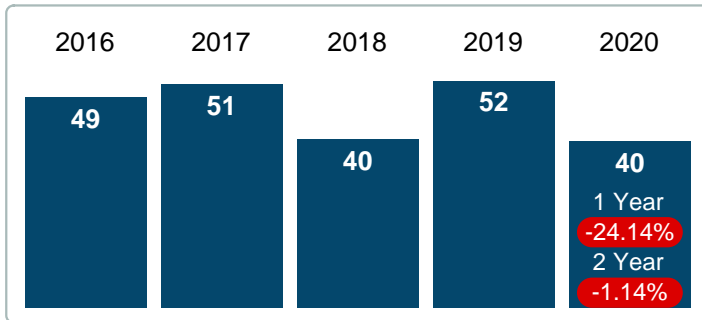
Area Delimited by County Of Creek



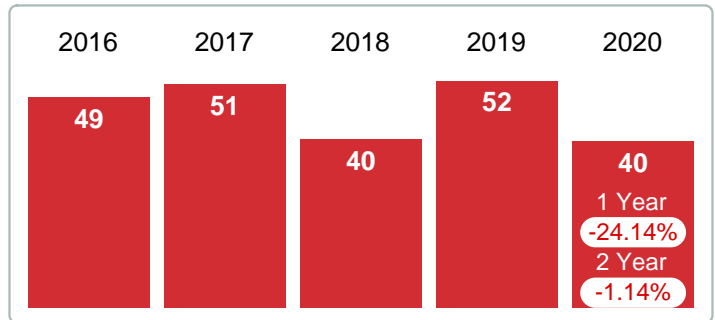
AVERAGE DAYS ON MARKET TO SALE

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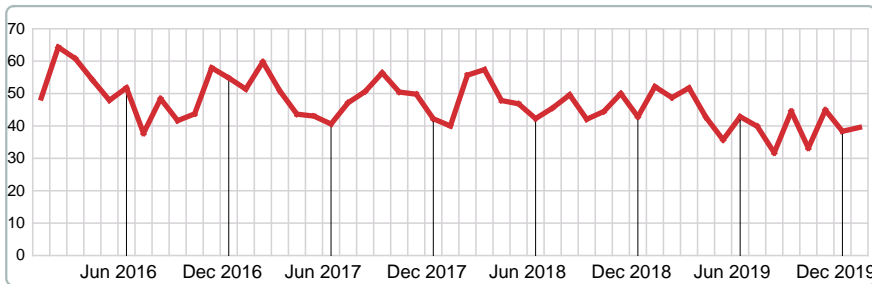
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

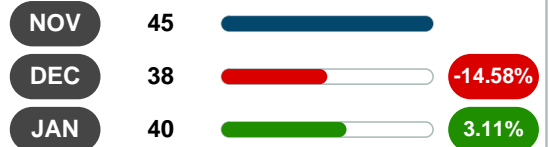


3 MONTHS

5 year JAN AVG = 46

High Feb 2016 64 Low Aug 2019 32

Average Days on Market to Sale this month at 40 below the 5 yr JAN average of 46



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 \$50,000	8	14.55%	26	18	34	0	0
\$50,001 \$75,000	6	10.91%	30	23	1	88	0
\$75,001 \$150,000	17	30.91%	54	66	50	55	0
\$150,001 \$200,000	12	21.82%	34	8	38	46	0
\$200,001 \$250,000	6	10.91%	25	0	20	52	0
\$250,001 and up	6	10.91%	52	77	82	18	58
Average Closed DOM			40	34	39	47	58
Total Closed Units		100%	40	15	31	7	2
Total Closed Volume			9,244,525	2.76M	4.35M	1.12M	1.00M

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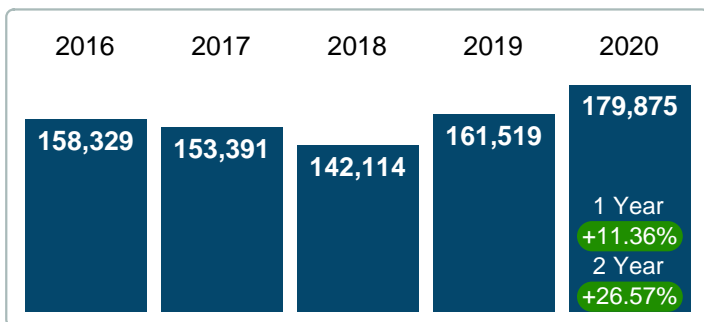
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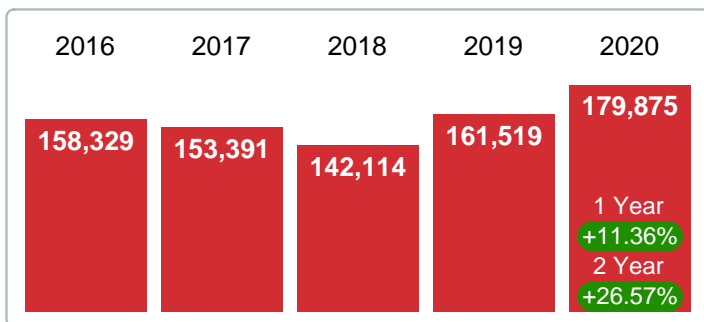
AVERAGE LIST PRICE AT CLOSING

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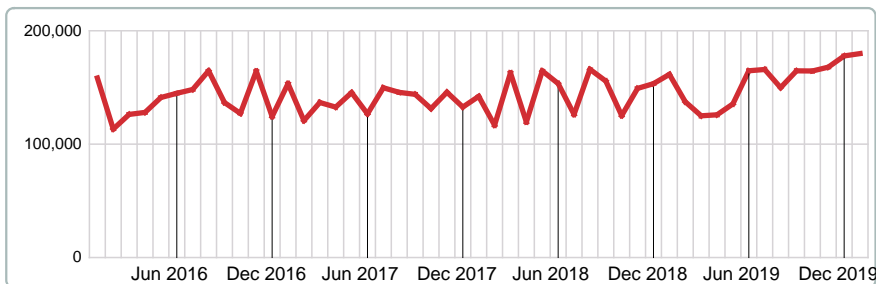
JANUARY



YEAR TO DATE (YTD)

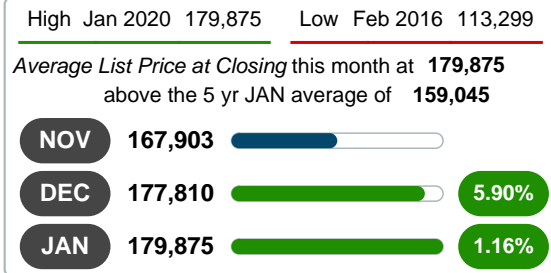


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 159,045



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 \$50,000	8	14.55%	10,770	8,349	13,191	0	0
\$50,001 \$75,000	7	12.73%	66,900	67,475	62,500	72,000	0
\$75,001 \$150,000	17	30.91%	113,800	94,850	117,845	91,900	0
\$150,001 \$200,000	11	20.00%	182,132	183,175	182,344	159,900	0
\$200,001 \$250,000	7	12.73%	230,129	0	227,200	200,000	0
\$250,001 and up	5	9.09%	757,940	2,250,000	274,900	254,950	502,450
Average List Price			179,875	219,936	143,986	160,800	502,450
Total Closed Units		100%	179,875	15	31	7	2
Total Closed Volume			9,893,110	3.30M	4.46M	1.13M	1.00M

January 2020

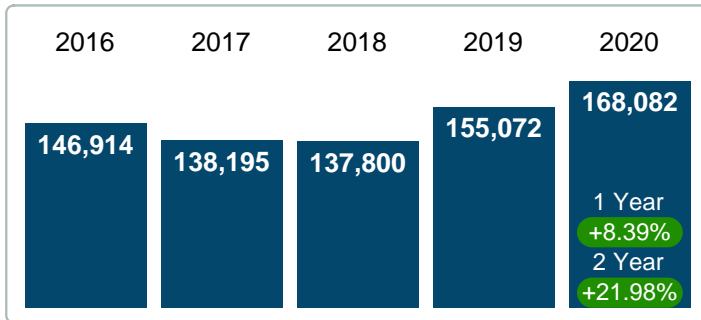
Area Delimited by County Of Creek



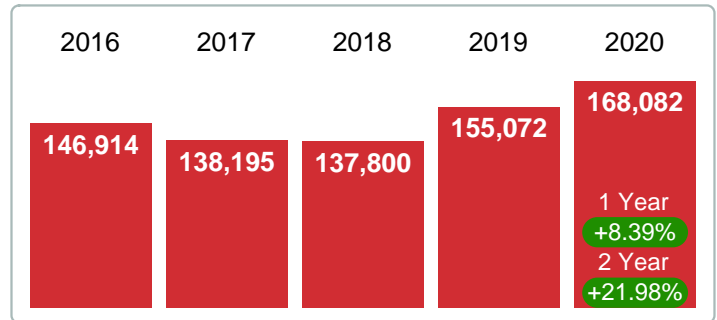
AVERAGE SOLD PRICE AT CLOSING

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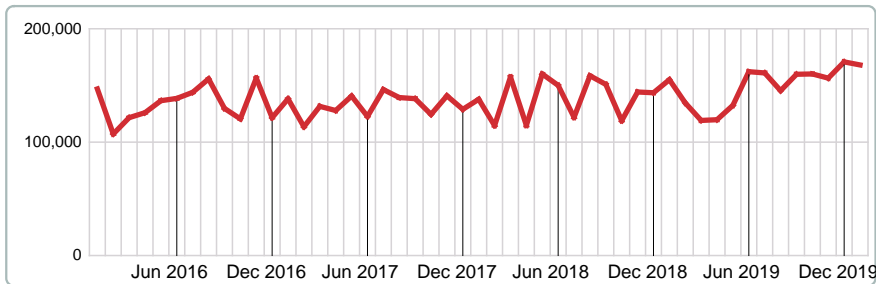
JANUARY



YEAR TO DATE (YTD)

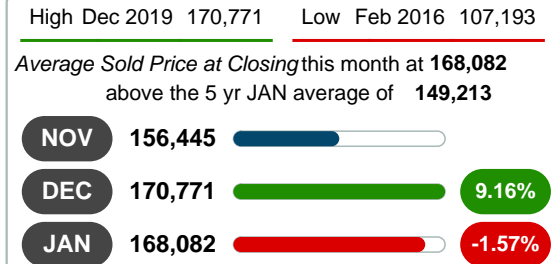


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 149,213



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-\$50,000	8	14.55%	7,826	7,436	8,216	0	0
\$50,001-\$75,000	6	10.91%	63,500	66,125	62,500	54,000	0
\$75,001-\$150,000	17	30.91%	105,886	88,354	113,968	96,500	0
\$150,001-\$200,000	12	21.82%	177,588	178,175	179,422	159,900	0
\$200,001-\$250,000	6	10.91%	220,500	0	224,200	202,000	0
\$250,001 and up	6	10.91%	591,133	1,760,000	270,000	255,950	502,450
Average Sold Price			168,082	184,267	140,478	160,114	502,450
Total Closed Units		100%	168,082	15	31	7	2
Total Closed Volume			9,244,525	2.76M	4.35M	1.12M	1.00M

January 2020

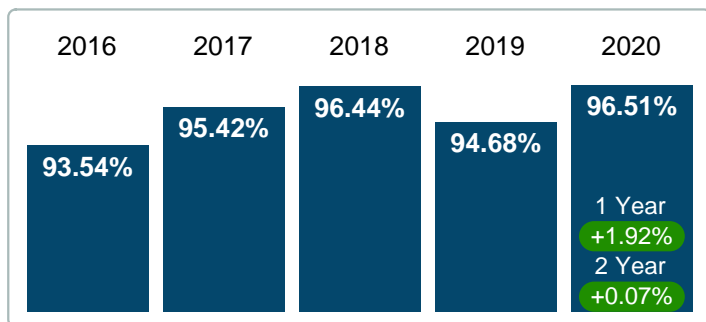
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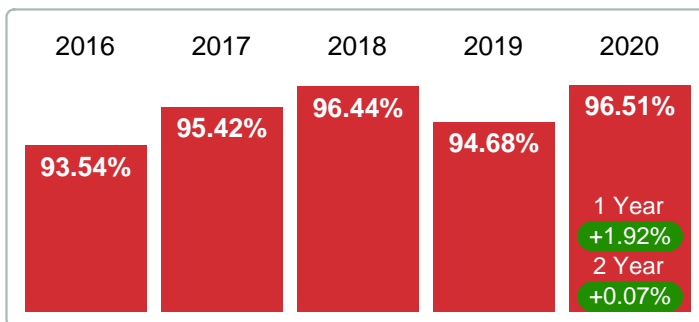
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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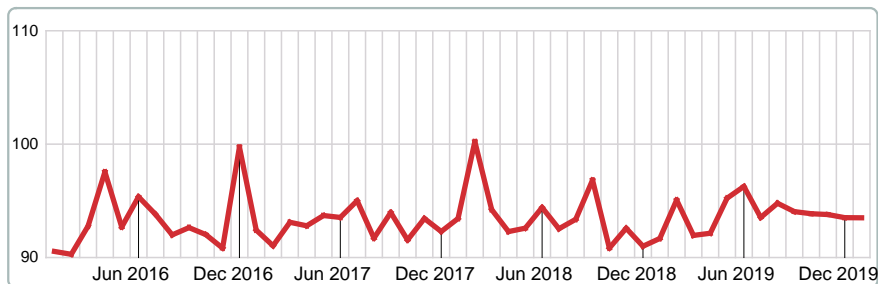
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

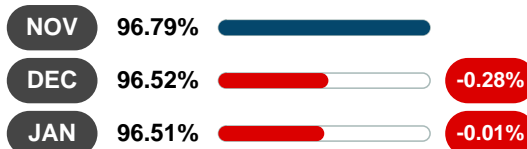


3 MONTHS

5 year JAN AVG = 95.32%

High Feb 2018 103.22% Low Feb 2016 93.28%

Average Sold/List Ratio this month at **96.51%**
above the 5 yr JAN average of **95.32%**



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 \$50,000	8	14.55%	90.61%	91.19%	90.03%	0.00%	0.00%
\$50,001 \$75,000	6	10.91%	94.70%	98.29%	100.00%	75.00%	0.00%
\$75,001 \$150,000	17	30.91%	97.56%	94.08%	96.96%	107.81%	0.00%
\$150,001 \$200,000	12	21.82%	98.75%	97.06%	98.98%	100.00%	0.00%
\$200,001 \$250,000	6	10.91%	99.01%	0.00%	98.61%	101.00%	0.00%
\$250,001 and up	6	10.91%	96.21%	78.22%	98.22%	100.40%	100.00%
Average Sold/List Ratio		96.50%		93.77%	97.06%	98.92%	100.00%
Total Closed Units		55	100%	15	31	7	2
Total Closed Volume		9,244,525		2.76M	4.35M	1.12M	1.00M

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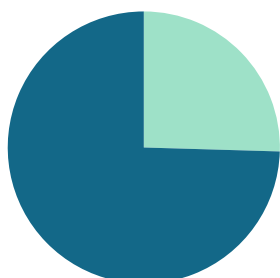
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

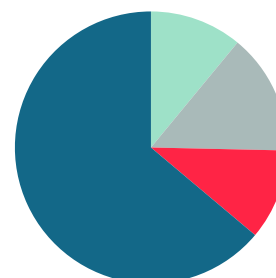


Inventory
 New Listings
124 = 25.46%
 Start Inventory
363
 Total Inventory Units
487
 Volume
\$97,588,871

Market Activity

Closed Sales
55 = 10.98%
 Pending Sales
72 = 14.37%
 Other Off Market
54 = 10.78%
 Active Inventory
320 = 63.87%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	39	55	41.03%	39	55	41.03%
Pending Sales	94	72	-23.40%	94	72	-23.40%
New Listings	117	124	5.98%	117	124	5.98%
Average List Price	161,519	179,875	11.36%	161,519	179,875	11.36%
Average Sale Price	155,072	168,082	8.39%	155,072	168,082	8.39%
Average Percent of Selling Price to List Price	94.68%	96.51%	1.92%	94.68%	96.51%	1.92%
Average Days on Market to Sale	52.13	39.55	-24.14%	52.13	39.55	-24.14%
Monthly Inventory	450	320	-28.89%	450	320	-28.89%
Months Supply of Inventory	6.44	4.01	-37.66%	6.44	4.01	-37.66%

Absorption: Last 12 months, an Average of **80** Sales/Month

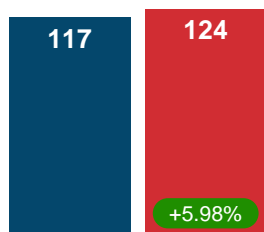
Inventory on January 31, 2020 = **320**

2019 **2020**

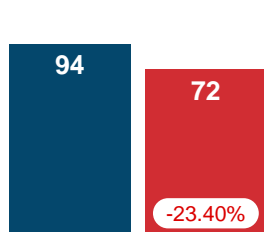
JANUARY MARKET

AVERAGE PRICES

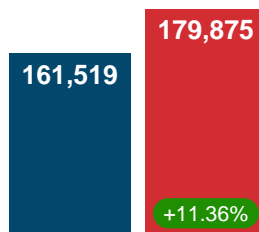
New Listings



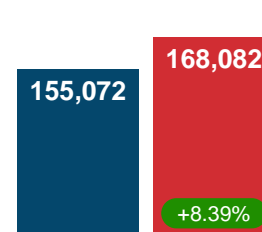
Pending Listings



List Price



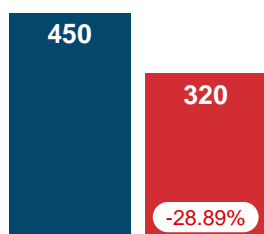
Sale Price



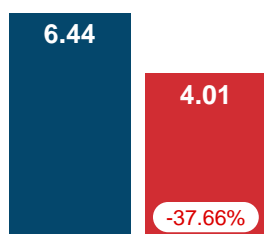
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

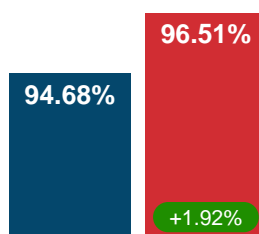
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

