

January 2020

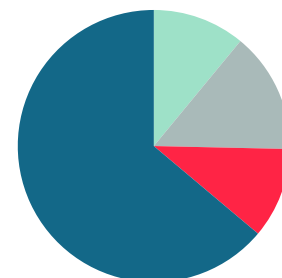
Area Delimited by County Of Creek



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%
Median List Price	139,900	138,000	-1.36%
Median Sale Price	143,000	130,000	-9.09%
Median Percent of Selling Price to List Price	95.86%	99.74%	4.04%
Median Days on Market to Sale	33.00	28.00	-15.15%
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.

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 **9.09%** in January 2020 to \$130,000 versus the previous year at \$143,000.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 5.00 days or **15.15%** in January 2020 compared to last year's same month at **33.00** DOM.

Sales Success for January 2020 is Positive

Overall, with Median Prices falling 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

January 2020



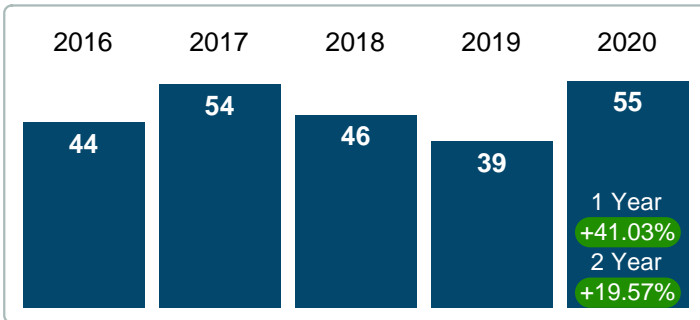
Area Delimited by County Of Creek



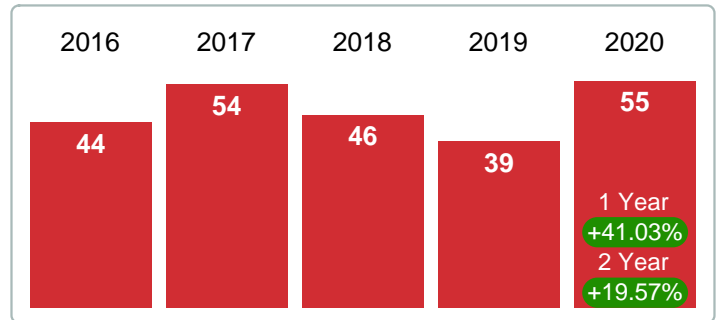
CLOSED LISTINGS

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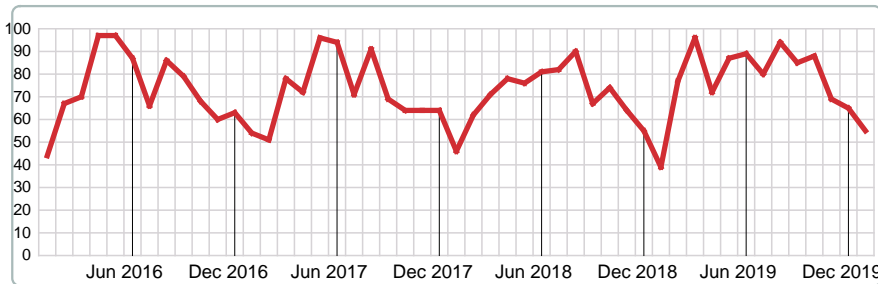
JANUARY



YEAR TO DATE (YTD)

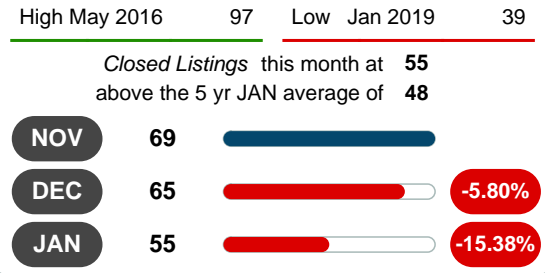


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	9.09%	23.0	2	3	0	0
\$10,001 - \$60,000	6	10.91%	23.0	4	1	1	0
\$60,001 - \$90,000	10	18.18%	14.0	5	4	1	0
\$90,001 - \$160,000	14	25.45%	56.0	2	10	2	0
\$160,001 - \$200,000	8	14.55%	18.0	1	7	0	0
\$200,001 - \$250,000	6	10.91%	27.5	0	5	1	0
\$250,001 and up	6	10.91%	58.0	1	1	2	2
Total Closed Units	55			15	31	7	2
Total Closed Volume	9,244,525	100%	28.0	2.76M	4.35M	1.12M	1.00M
Median Closed Price	\$130,000			\$75,000	\$140,000	\$159,900	\$502,450

January 2020



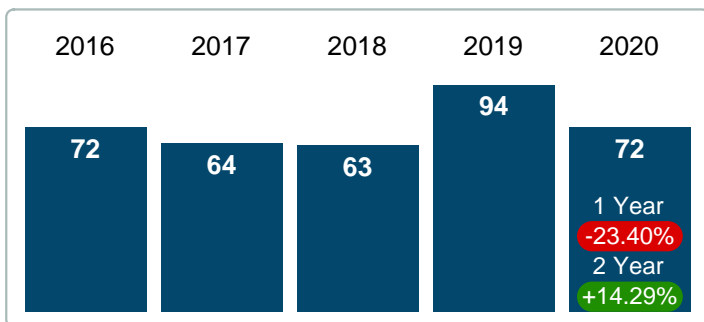
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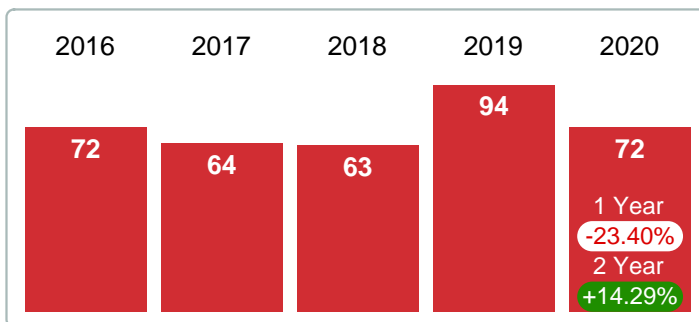
PENDING LISTINGS

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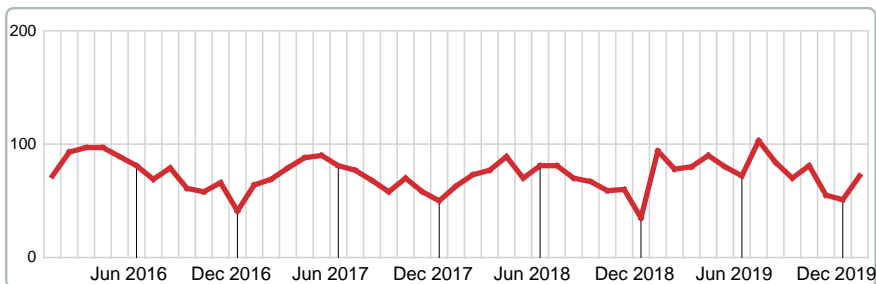
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

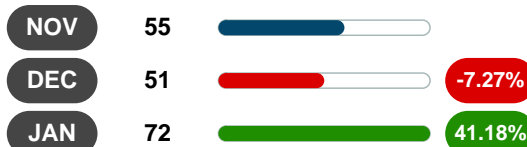


3 MONTHS

5 year JAN AVG = 73

High Jul 2019 103 Low Dec 2018 35

Pending Listings this month at 72
below the 5 yr JAN average of 73



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	7	9.72%	10.0	4	2	1	0
\$70,001 - \$100,000	10	13.89%	24.0	4	6	0	0
\$100,001 - \$120,000	7	9.72%	26.0	2	5	0	0
\$120,001 - \$160,000	20	27.78%	29.5	4	12	4	0
\$160,001 - \$210,000	11	15.28%	16.0	2	8	1	0
\$210,001 - \$260,000	8	11.11%	38.0	1	6	1	0
\$260,001 and up	9	12.50%	6.0	1	3	4	1
Total Pending Units	72			18	42	11	1
Total Pending Volume	14,129,046	100%	21.0	3.88M	6.55M	3.42M	269.90K
Median Listing Price	\$140,000			\$110,200	\$137,500	\$170,000	\$269,900

January 2020

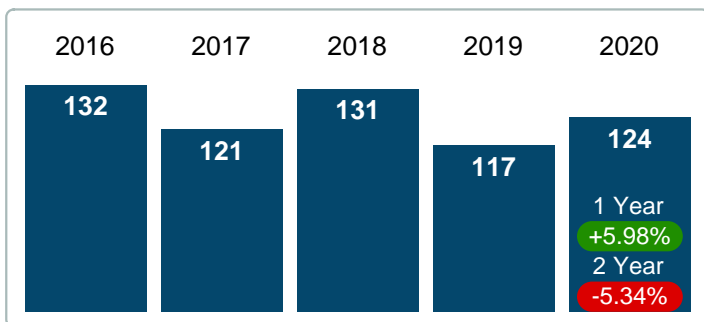
Area Delimited by County Of Creek



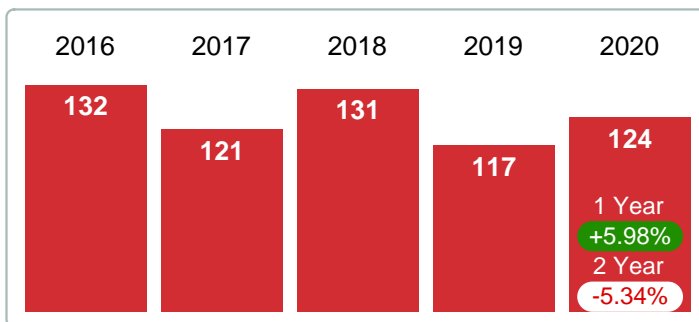
NEW LISTINGS

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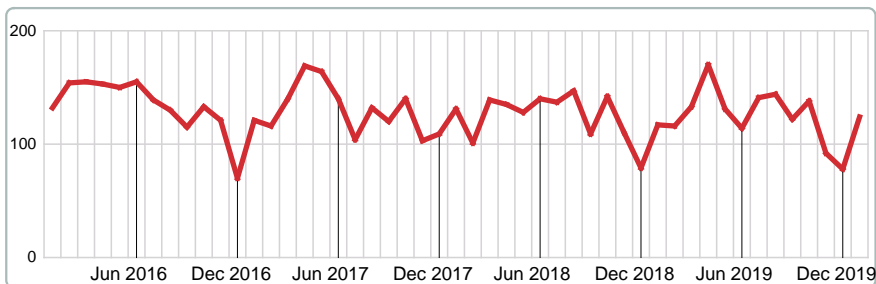
JANUARY



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
Median New Listed Listing Price	\$140,000		\$78,900	\$148,500	\$165,000	\$366,000

January 2020

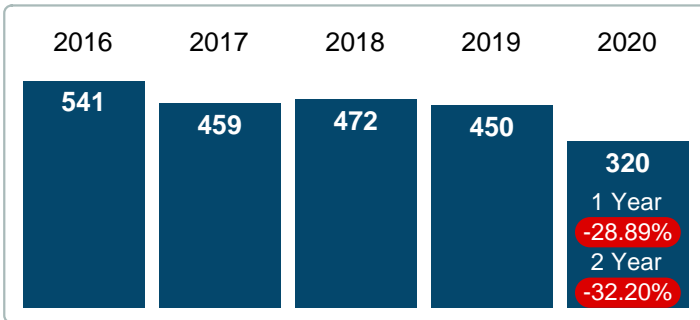
Area Delimited by County Of Creek



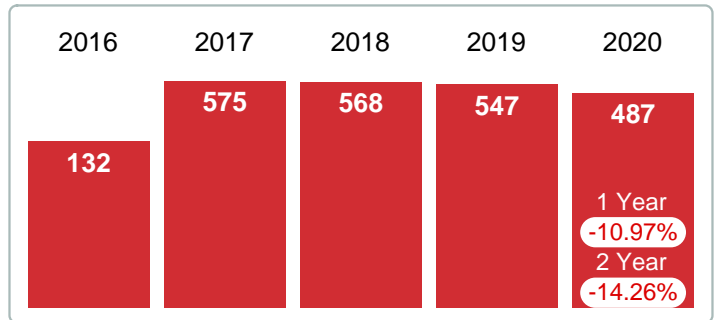
ACTIVE INVENTORY

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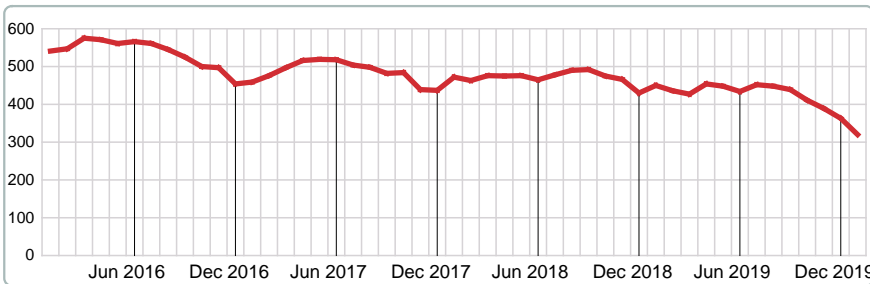
END OF JANUARY



ACTIVE DURING JANUARY

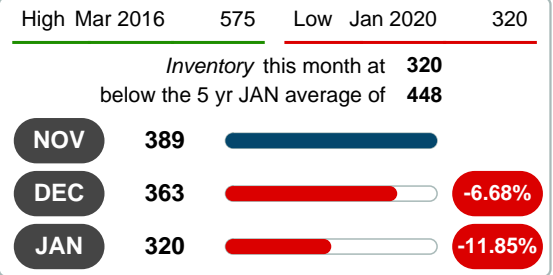


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 448



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	30	9.38%	101.0	23	4	3	0
\$30,001 - \$50,000	31	9.69%	86.0	27	4	0	0
\$50,001 - \$90,000	56	17.50%	79.0	38	14	3	1
\$90,001 - \$170,000	84	26.25%	74.0	33	43	8	0
\$170,001 - \$230,000	45	14.06%	81.0	18	17	10	0
\$230,001 - \$420,000	44	13.75%	71.5	16	11	10	7
\$420,001 and up	30	9.38%	84.0	7	2	18	3
Total Active Inventory by Units	320			162	95	52	11
Total Active Inventory by Volume	60,532,780	100%	83.5	22.41M	14.43M	18.33M	5.36M
Median Active Inventory Listing Price	\$123,500			\$81,000	\$143,900	\$254,700	\$399,900

January 2020

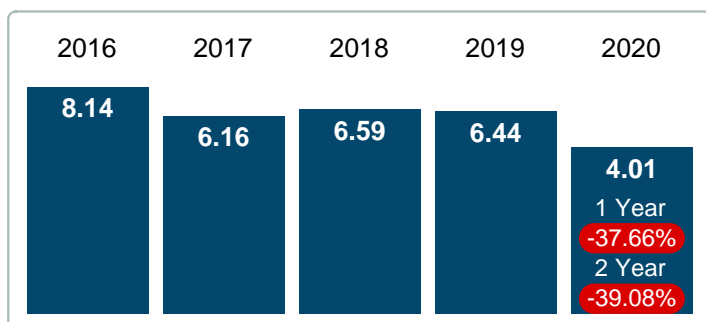
Area Delimited by County Of Creek



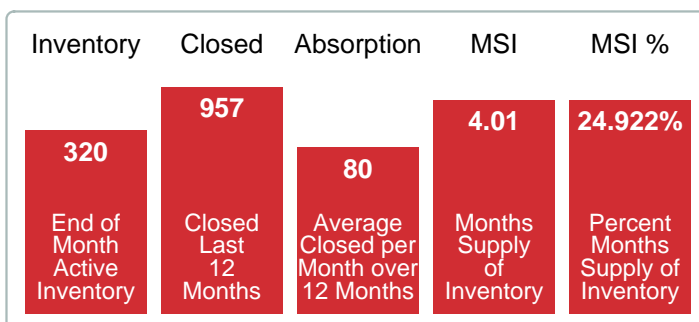
MONTHS SUPPLY of INVENTORY (MSI)

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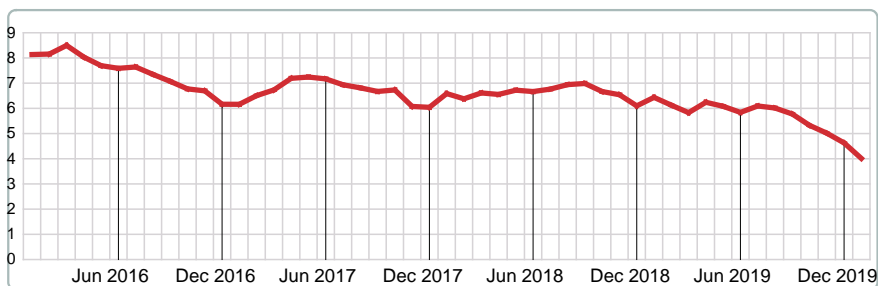
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

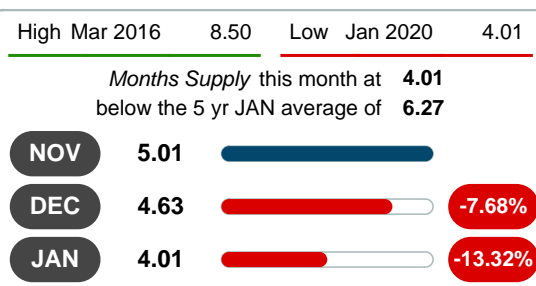


5 YEAR MARKET ACTIVITY TRENDS



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

January 2020

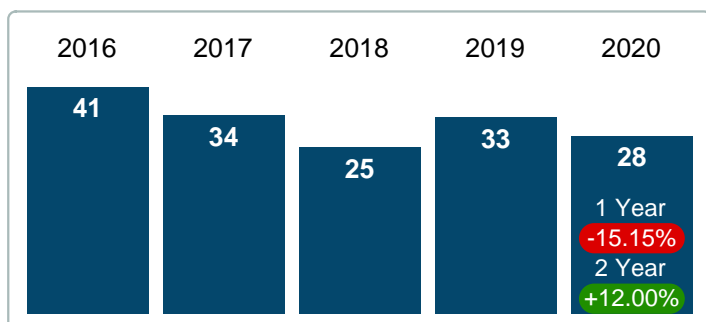
Area Delimited by County Of Creek



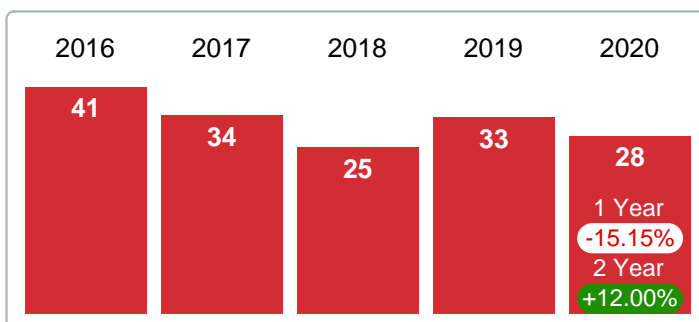
MEDIAN DAYS ON MARKET TO SALE

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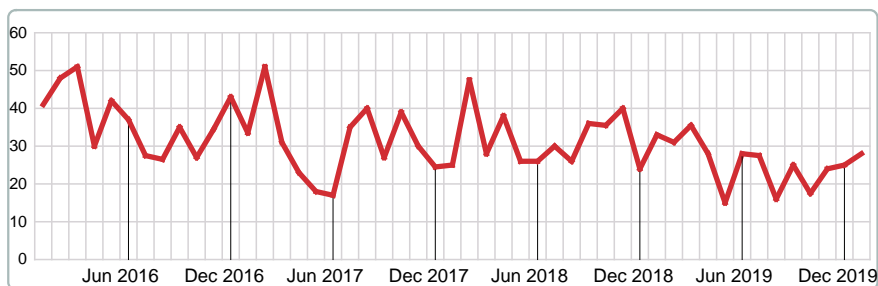
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

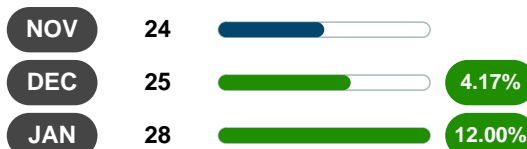


3 MONTHS

5 year JAN AVG = 32

High Feb 2017 51 Low May 2019 15

Median Days on Market to Sale this month at 28 below the 5 yr JAN average of 32



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
\$10,000 and less	9.09%	23	15	46	0	0
\$10,001 - \$60,000	10.91%	23	21	18	88	0
\$60,001 - \$90,000	18.18%	14	7	26	21	0
\$90,001 - \$160,000	25.45%	56	47	47	68	0
\$160,001 - \$200,000	14.55%	18	1	27	0	0
\$200,001 - \$250,000	10.91%	28	0	24	52	0
\$250,001 and up	10.91%	58	77	82	18	58
Median Closed DOM		28	14	28	46	58
Total Closed Units	100%	28.0	15	31	7	2
Total Closed Volume		9,244,525	2.76M	4.35M	1.12M	1.00M

January 2020

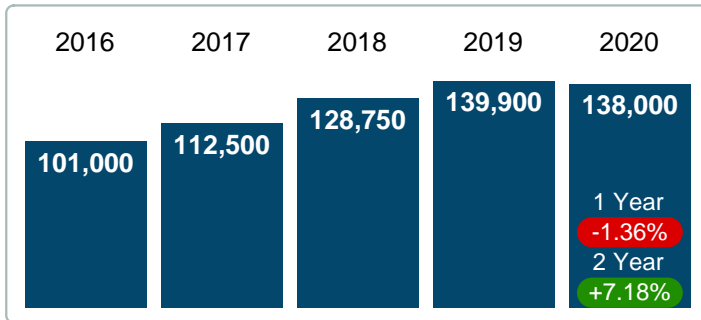
Area Delimited by County Of Creek



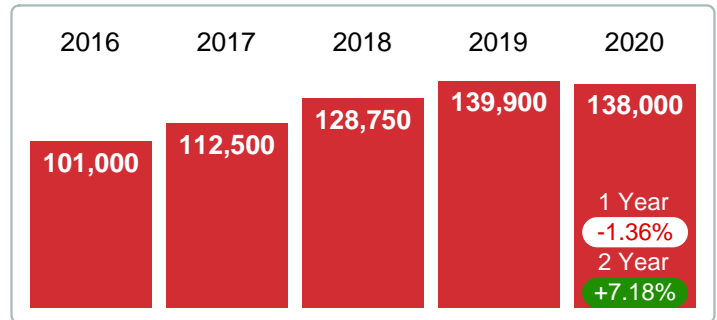
MEDIAN LIST PRICE AT CLOSING

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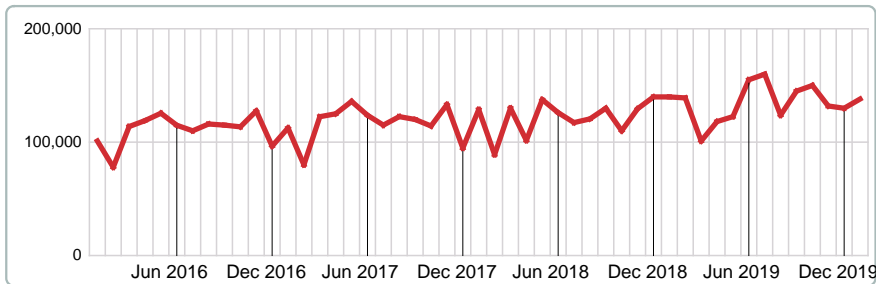
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

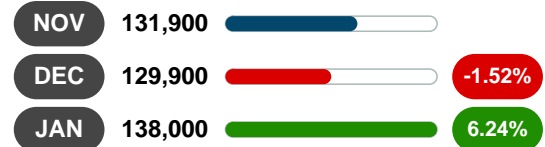


3 MONTHS

5 year JAN AVG = 124,030

High Jul 2019 159,950 Low Feb 2016 77,900

Median List Price at Closing this month at **138,000**
above the 5 yr JAN average of **124,030**



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
\$10,000 and less	5	9.09%	965	1,198	965	0	0
\$10,001 - \$60,000	5	9.09%	49,900	40,000	49,900	0	0
\$60,001 - \$90,000	7	12.73%	72,000	75,000	75,000	70,450	0
\$90,001 - \$160,000	17	30.91%	120,000	99,900	133,950	137,400	0
\$160,001 - \$200,000	9	16.36%	189,500	183,175	184,750	200,000	0
\$200,001 - \$250,000	7	12.73%	225,000	0	224,950	250,000	0
\$250,001 and up	5	9.09%	274,900	2,250,000	274,900	259,900	502,450
Median List Price			138,000	75,000	142,000	159,900	502,450
Total Closed Units		100%	138,000	15	31	7	2
Total Closed Volume			9,893,110	3.30M	4.46M	1.13M	1.00M

January 2020

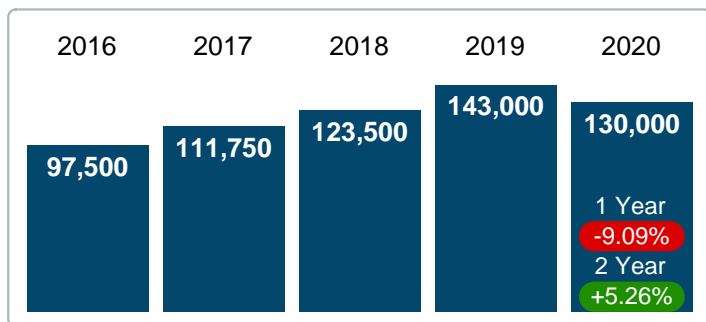
Area Delimited by County Of Creek



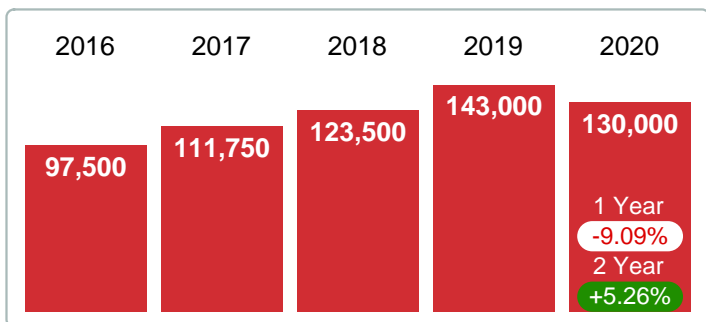
MEDIAN SOLD PRICE AT CLOSING

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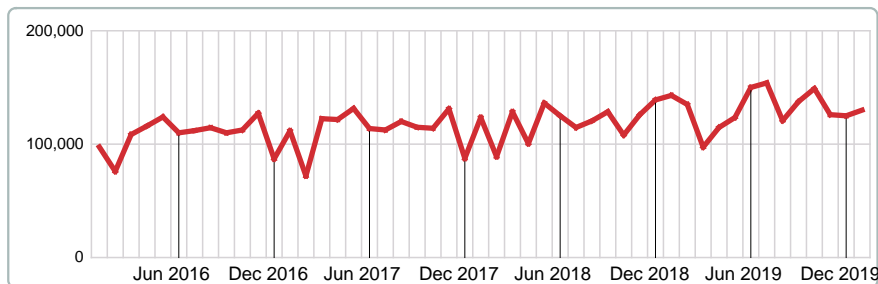
JANUARY



YEAR TO DATE (YTD)

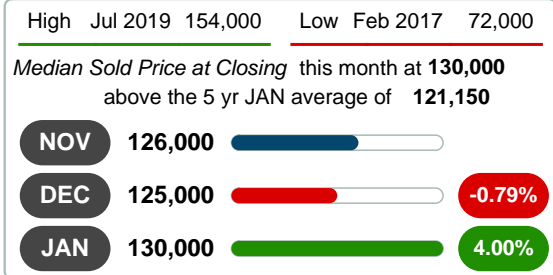


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 121,150



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
\$10,000 and less	9.09%	965	998	965	0	0
\$10,001 - \$60,000	10.91%	42,000	38,125	30,000	54,000	0
\$60,001 - \$90,000	18.18%	82,875	80,000	85,375	82,000	0
\$90,001 - \$160,000	25.45%	132,000	128,500	132,000	135,450	0
\$160,001 - \$200,000	14.55%	188,750	196,350	188,500	0	0
\$200,001 - \$250,000	10.91%	213,500	0	217,000	202,000	0
\$250,001 and up	10.91%	269,950	1,760,000	270,000	255,950	502,450
Median Sold Price		130,000	75,000	140,000	159,900	502,450
Total Closed Units	100%	130,000	15	31	7	2
Total Closed Volume		9,244,525	2.76M	4.35M	1.12M	1.00M

January 2020

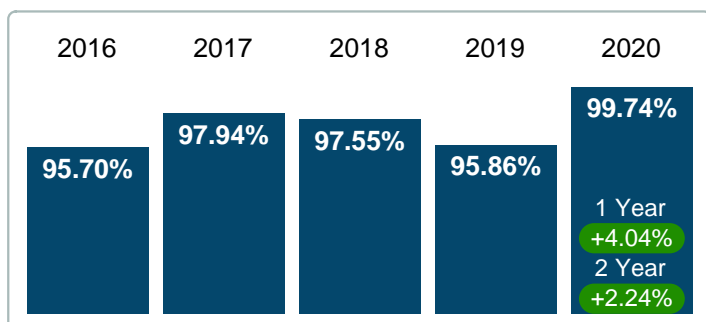
Area Delimited by County Of Creek



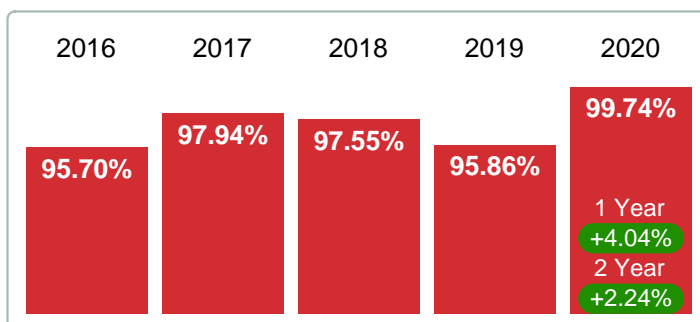
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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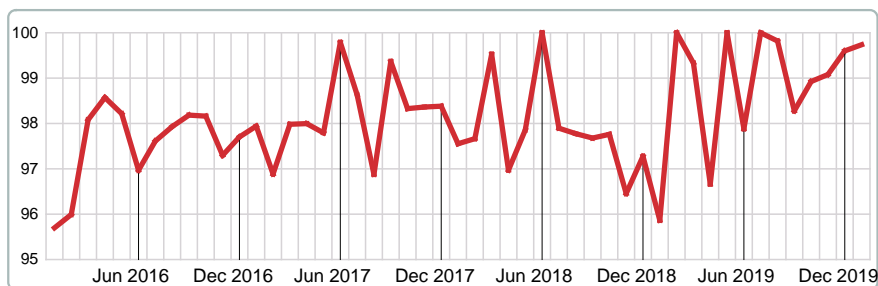
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

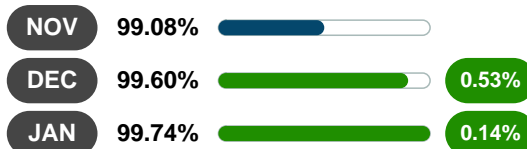


3 MONTHS

5 year JAN AVG = 97.36%

High Jul 2019 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **99.74%**
above the 5 yr JAN average of **97.36%**



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	
\$10,000 and less	<div style="width: 9.09%;"></div> 5	9.09%	100.00%	89.47%	100.00%	0.00%	0.00%	
\$10,001 \$60,000	<div style="width: 10.91%;"></div> 6	10.91%	90.63%	100.00%	60.12%	75.00%	0.00%	
\$60,001 \$90,000	<div style="width: 18.18%;"></div> 10	18.18%	96.77%	93.75%	96.77%	119.01%	0.00%	
\$90,001 \$160,000	<div style="width: 25.45%;"></div> 14	25.45%	96.85%	91.35%	98.55%	98.30%	0.00%	
\$160,001 \$200,000	<div style="width: 14.55%;"></div> 8	14.55%	99.87%	100.00%	99.74%	0.00%	0.00%	
\$200,001 \$250,000	<div style="width: 10.91%;"></div> 6	10.91%	99.53%	0.00%	99.06%	101.00%	0.00%	
\$250,001 and up	<div style="width: 10.91%;"></div> 6	10.91%	100.00%	78.22%	98.22%	100.40%	100.00%	
Median Sold/List Ratio		99.74%		94.12%	99.49%	100.00%	100.00%	
Total Closed Units		55	100%	99.74%	15	31	7	2
Total Closed Volume		9,244,525			2.76M	4.35M	1.12M	1.00M

January 2020

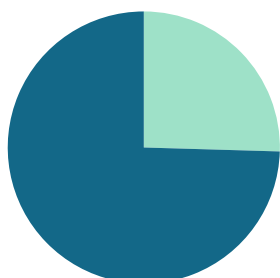
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

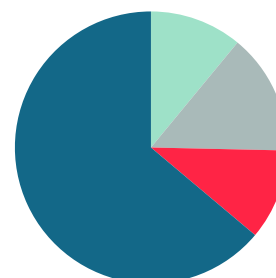


Inventory
 New Listings
124 = 25.46%
 Start Inventory
363
 Total Inventory Units
487
 Volume
\$97,588,871

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%
Median List Price	139,900	138,000	-1.36%	139,900	138,000	-1.36%
Median Sale Price	143,000	130,000	-9.09%	143,000	130,000	-9.09%
Median Percent of Selling Price to List Price	95.86%	99.74%	4.04%	95.86%	99.74%	4.04%
Median Days on Market to Sale	33.00	28.00	-15.15%	33.00	28.00	-15.15%
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

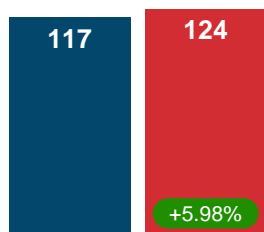
Inventory on January 31, 2020 = **320**

2019 **2020**

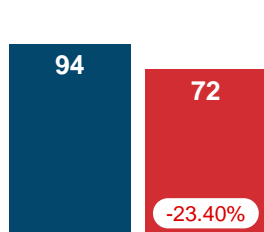
JANUARY MARKET

MEDIAN PRICES

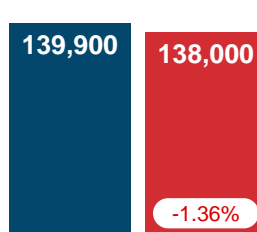
New Listings



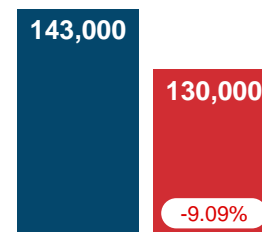
Pending Listings



List Price



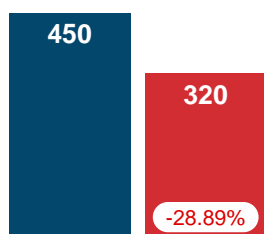
Sale Price



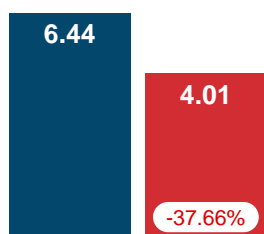
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

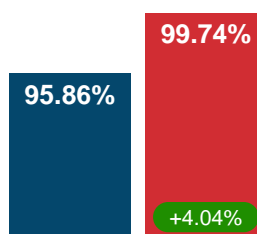
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

