

# January 2020



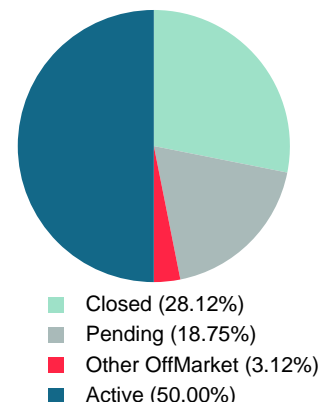
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	6	9	50.00%
Pending Listings	2	6	200.00%
New Listings	15	6	-60.00%
Average List Price	1,253	1,293	3.22%
Average Sale Price	1,253	1,270	1.43%
Average Percent of Selling Price to List Price	100.00%	98.40%	-1.60%
Average Days on Market to Sale	47.83	49.22	2.90%
End of Month Inventory	22	16	-27.27%
Months Supply of Inventory	1.69	1.17	-30.82%



**Absorption:** Last 12 months, an Average of **14 Sales/Month Active Inventory** as of January 31, 2020 = **16**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2020 decreased **27.27%** to 16 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 **1.17 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 **1.43%** in January 2020 to \$1,270 versus the previous year at \$1,253.

#### Average Days on Market Lengthens

The average number of **49.22** days that homes spent on the market before selling increased by 1.39 days or **2.90%** in January 2020 compared to last year's same month at **47.83** DOM.

#### Sales Success for January 2020 is Positive

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

There were 6 New Listings in January 2020, down **60.00%** from last year at 15. Furthermore, there were 9 Closed Listings this month versus last year at 6, a **50.00%** increase.

Closed versus Listed trends yielded a **150.0%** ratio, up from previous year's, January 2019, at **40.0%**, a **275.00%** 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

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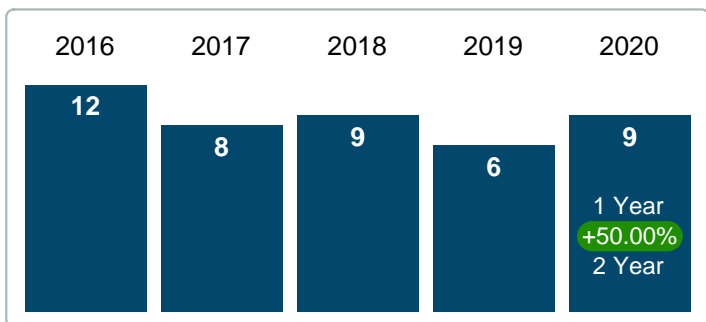
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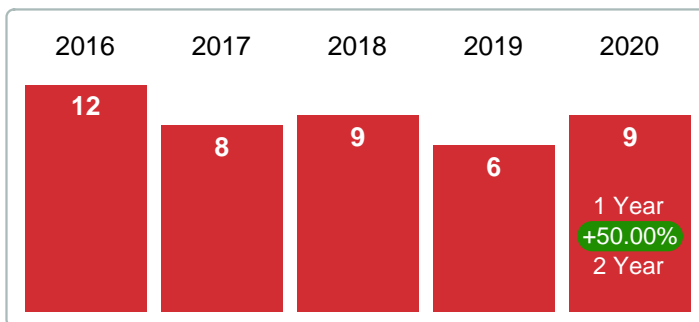
## CLOSED LISTINGS

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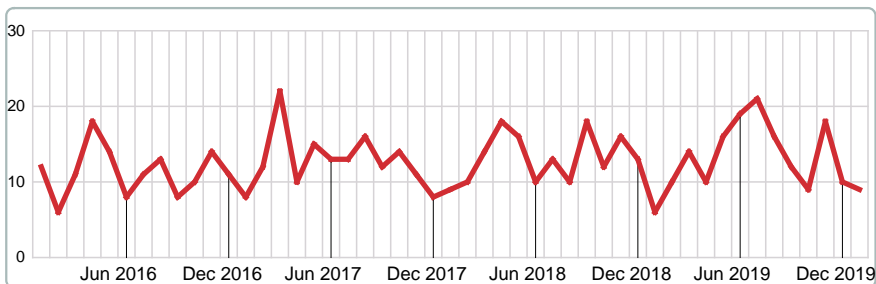
### JANUARY



### YEAR TO DATE (YTD)

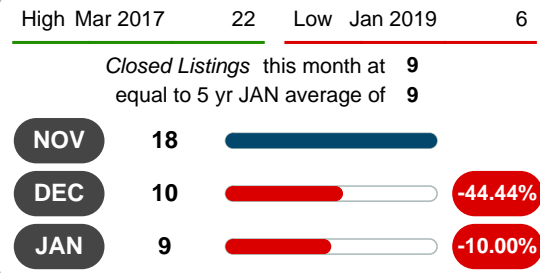


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 9



### 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	9	100.00%	49.2	1	5	3	0
<b>Total Closed Units</b>	<b>9</b>			<b>1</b>	<b>5</b>	<b>3</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,434</b>	<b>100%</b>	<b>49.2</b>	<b>995</b>	<b>6,194</b>	<b>4,245</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$1,270</b>			<b>\$995</b>	<b>\$1,239</b>	<b>\$1,415</b>	<b>\$0</b>

# January 2020



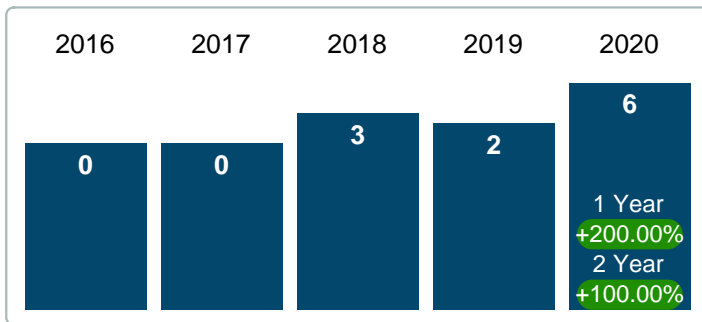
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



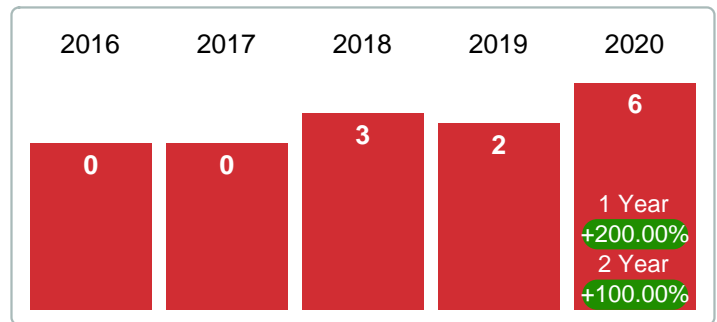
## PENDING LISTINGS

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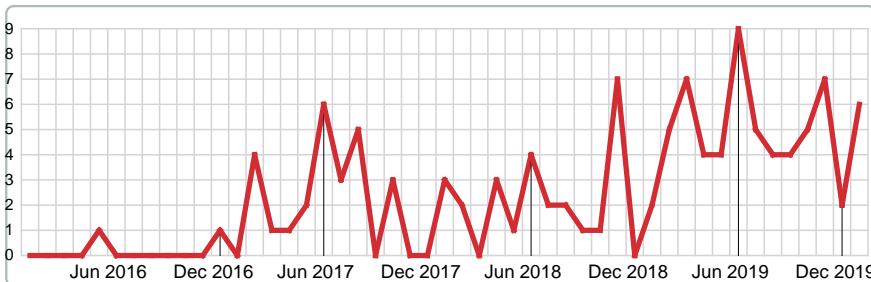
### JANUARY



### YEAR TO DATE (YTD)

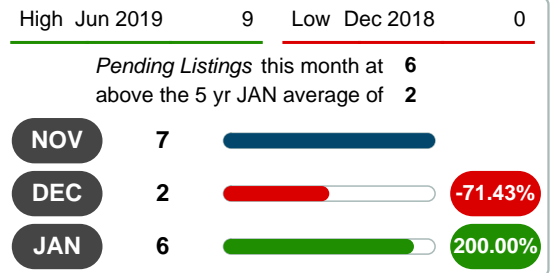


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2



### 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	6	100.00%	56.5	1	4	1	0
<b>Total Pending Units</b>	<b>6</b>			<b>1</b>	<b>4</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,935</b>	<b>100%</b>	<b>70.7</b>	<b>1,400</b>	<b>4,140</b>	<b>1,395</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$1,213</b>			<b>\$1,400</b>	<b>\$1,035</b>	<b>\$1,395</b>	<b>\$0</b>

# January 2020



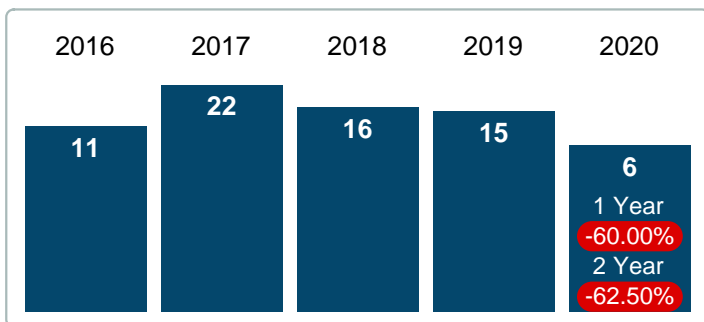
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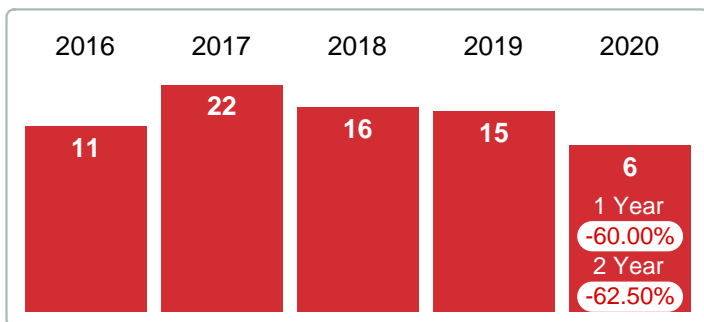
## NEW LISTINGS

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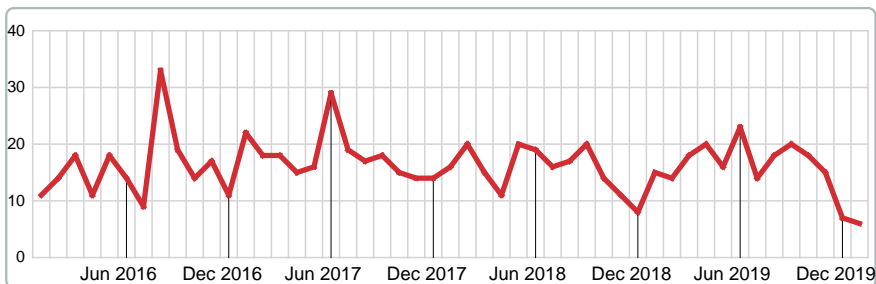
### JANUARY



### YEAR TO DATE (YTD)

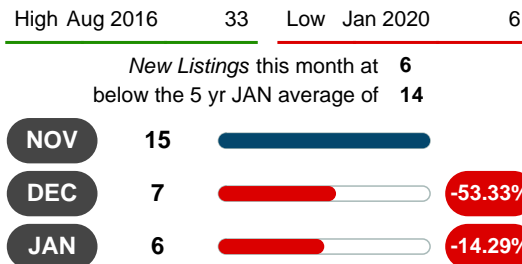


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 14



### 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	6	100.00%	0	4	1	1
<b>Total New Listed Units</b>	<b>6</b>		<b>0</b>	<b>4</b>	<b>1</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>6,945</b>	<b>100%</b>	<b>0.00B</b>	<b>4,120</b>	<b>1,100</b>	<b>1,725</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$0</b>	<b>\$1,030</b>	<b>\$1,100</b>	<b>\$1,725</b>

# January 2020



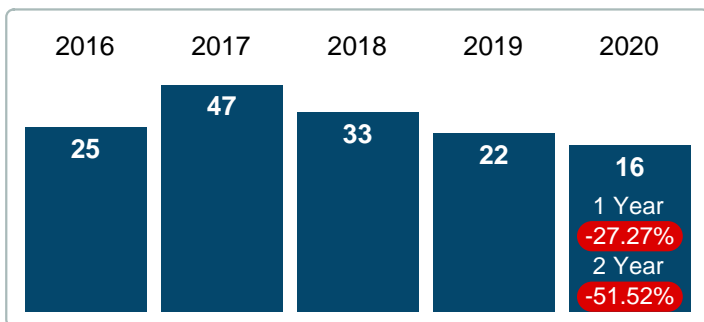
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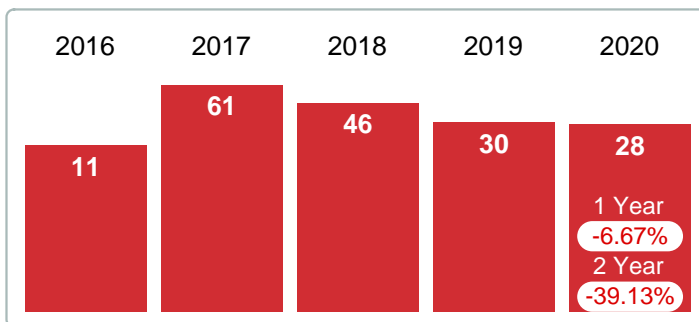
## ACTIVE INVENTORY

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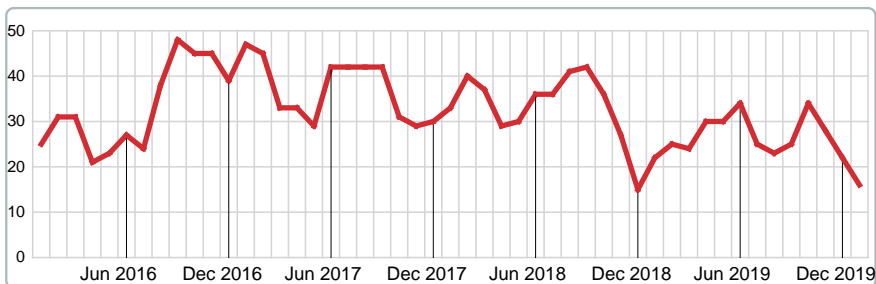
### END OF JANUARY



### ACTIVE DURING JANUARY

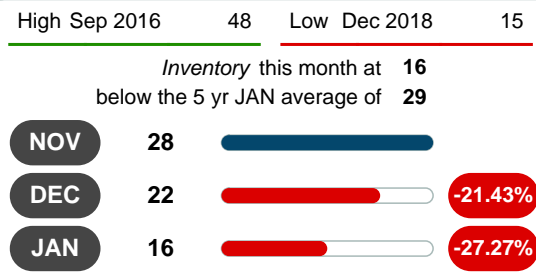


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 29



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<div style="width: 0%;"></div>	0.00%	0.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0.0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	72.1	2	10	2	2
Total Active Inventory by Units	16			2	10	2	2
Total Active Inventory by Volume	20,045	100%	72.1	2,800	11,33K	2,495	3,425
Average Active Inventory Listing Price	\$1,253			\$1,400	\$1,133	\$1,248	\$1,713

# January 2020



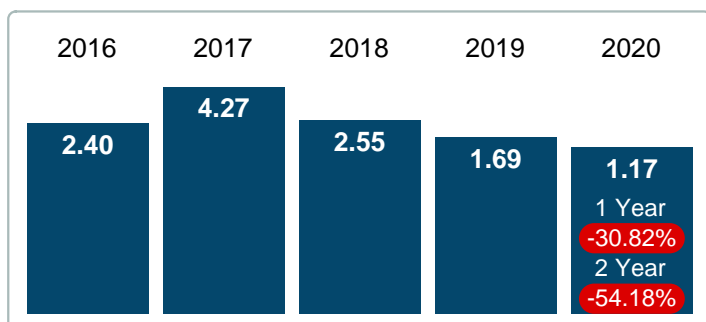
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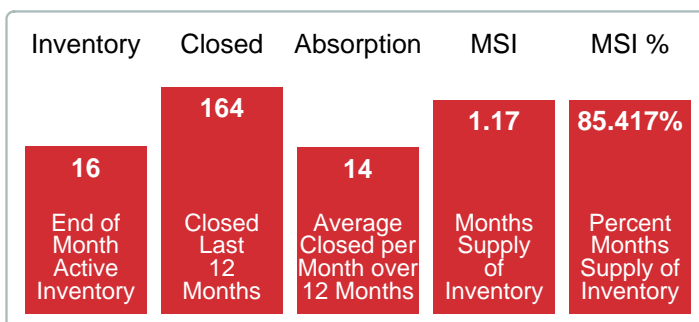
## MONTHS SUPPLY of INVENTORY (MSI)

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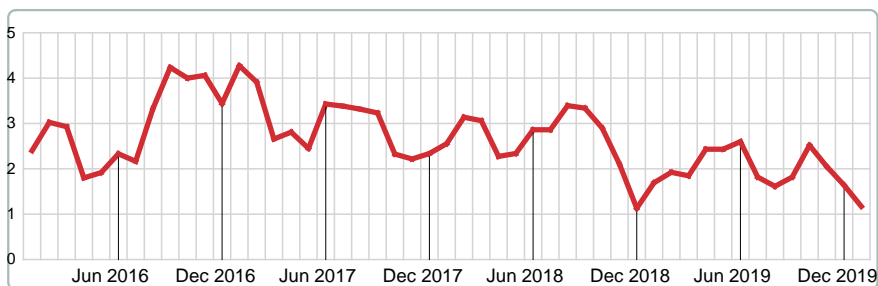
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020



### 5 YEAR MARKET ACTIVITY TRENDS

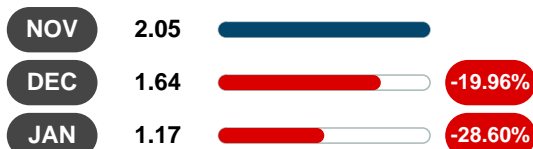


### 3 MONTHS

5 year JAN AVG = 2.42

High Jan 2017 4.27 Low Dec 2018 1.13

Months Supply this month at 1.17 below the 5 yr JAN average of 2.42



### 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	16	100.00%	1.17	2.67	1.14	0.51	8.00
Market Supply of Inventory (MSI)			1.17	2.67	1.14	0.51	8.00
Total Active Inventory by Units		100%	1.17	2	10	2	2

# January 2020



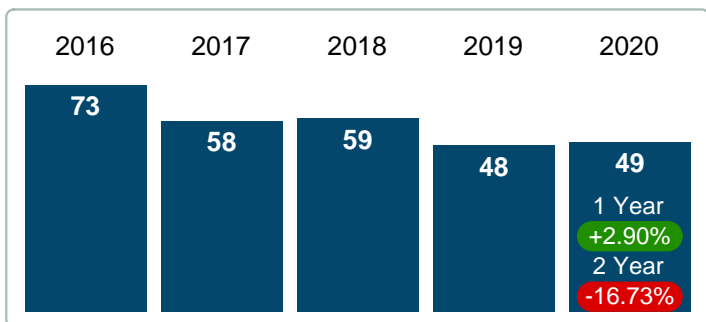
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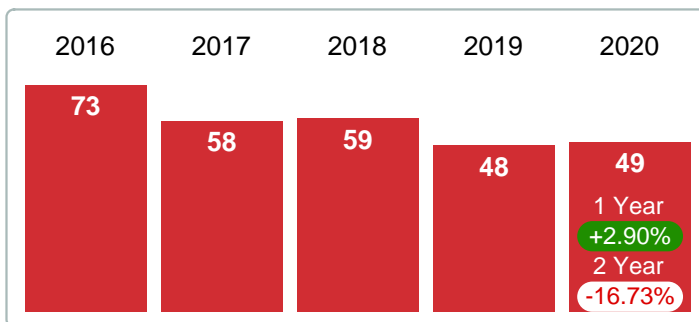
## AVERAGE DAYS ON MARKET TO SALE

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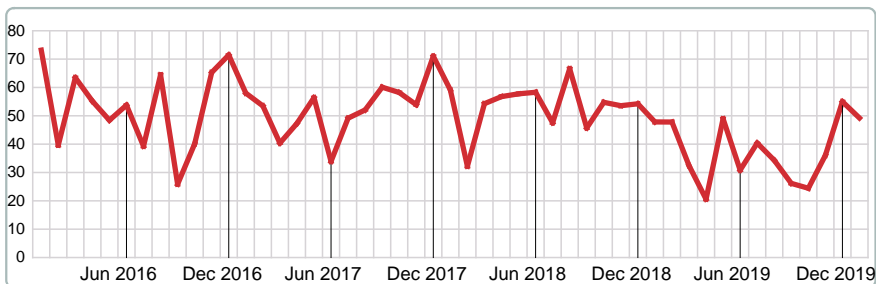
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

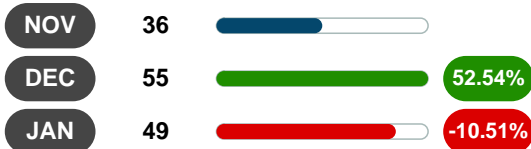


### 3 MONTHS

5 year JAN AVG = 57

High Jan 2016 73 Low Apr 2019 21

Average Days on Market to Sale this month at 49 below the 5 yr JAN average of 57



### 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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1-\$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 9	100.00%	49	64	50	42	0
Average Closed DOM			49	64	50	42	0
Total Closed Units		100%	49	1	5	3	
Total Closed Volume			11,434	995	6,194	4,245	0.00B

# January 2020



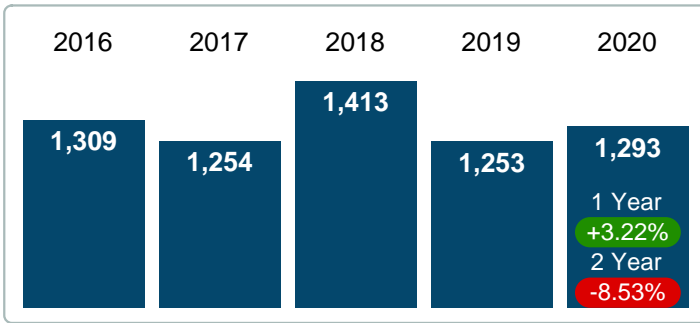
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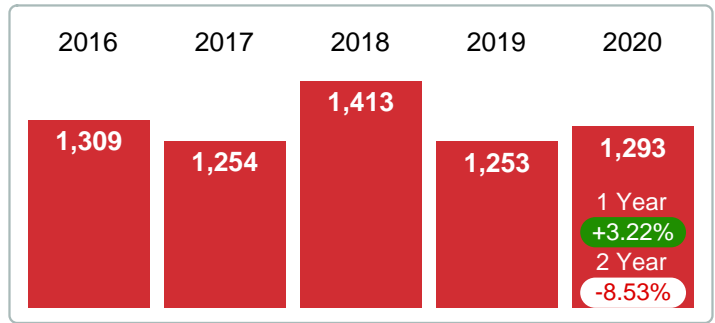
## AVERAGE LIST PRICE AT CLOSING

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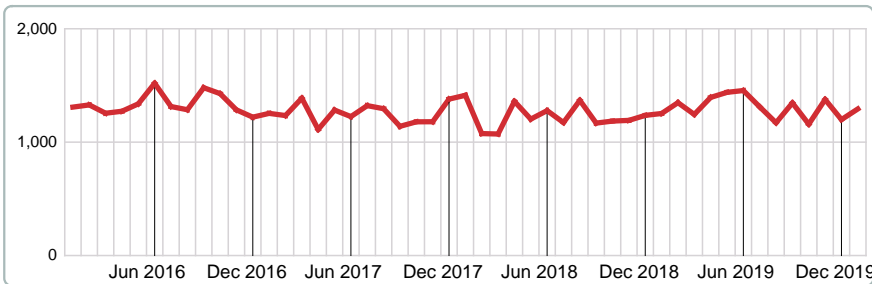
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,304

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

Average List Price at Closing this month at 1,293 below the 5 yr JAN average of 1,304



### 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	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	1,293	995	1,279	1,415	0
Average List Price			1,293	995	1,279	1,415	0
Total Closed Units		100%	1,293	1	5	3	
Total Closed Volume			11,635	995	6,395	4,245	0.00B



# January 2020



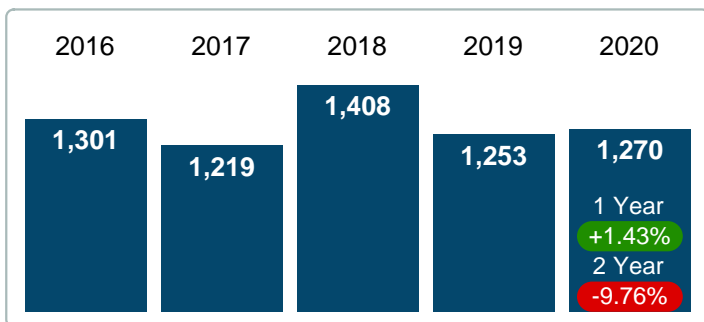
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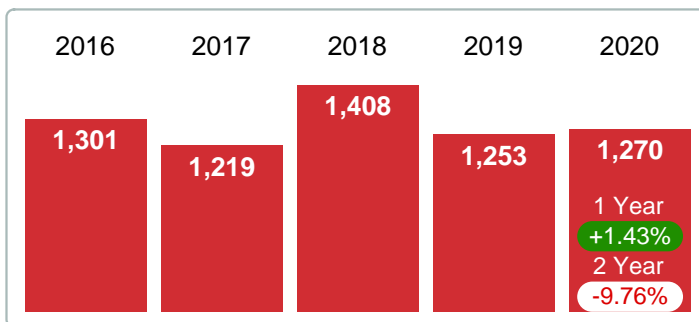
## AVERAGE SOLD PRICE AT CLOSING

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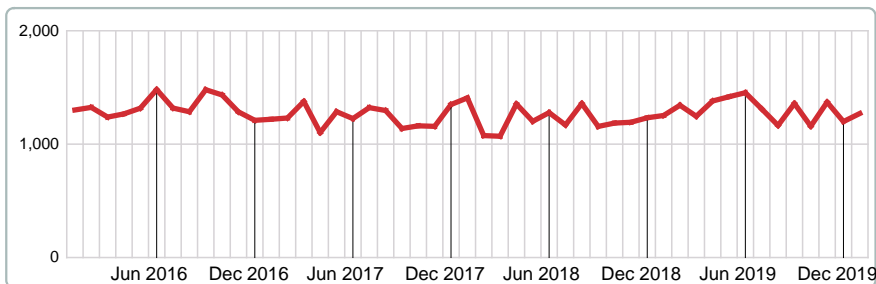
### JANUARY



### YEAR TO DATE (YTD)

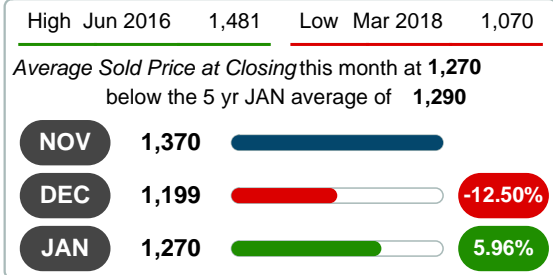


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,290



### 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	9	100.00%	1,270	995	1,239	1,415	0
Average Sold Price			1,270	995	1,239	1,415	0
Total Closed Units		100%	1,270	1	5	3	
Total Closed Volume			11,434	995	6,194	4,245	0.00B

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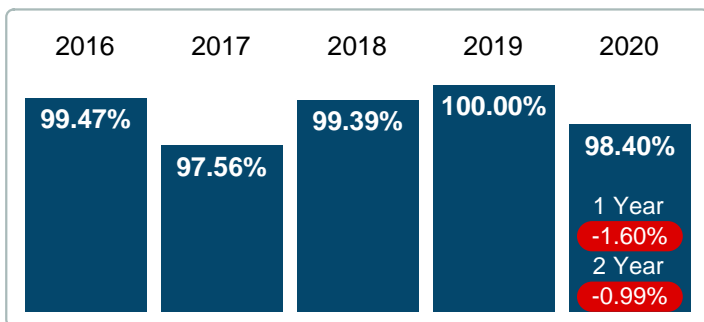
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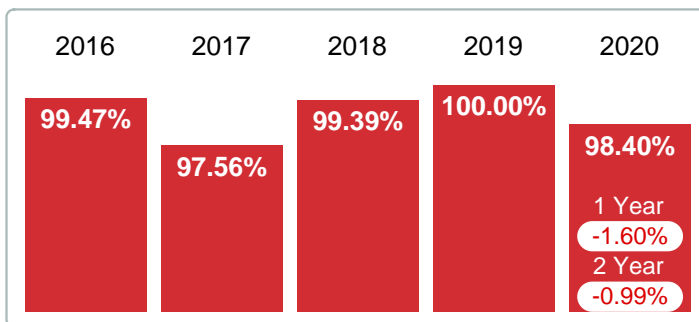
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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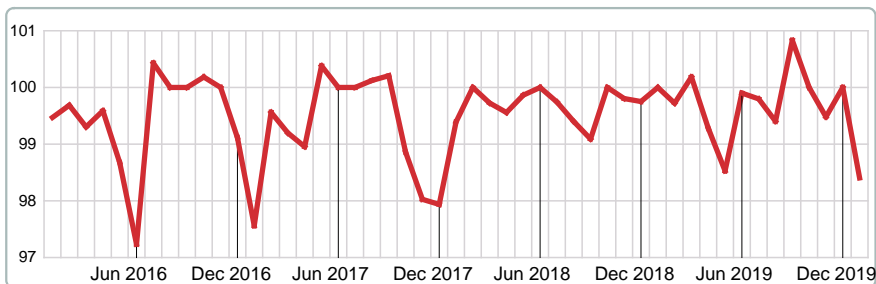
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

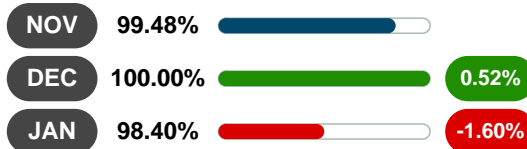


### 3 MONTHS

5 year JAN AVG = 98.97%

High Sep 2019 100.83% Low Jun 2016 97.23%

Average Sold/List Ratio this month at **98.40%** below the 5 yr JAN average of **98.97%**



### 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	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	<div style="width: 100%;"></div> 9	100.00%	98.40%	100.00%	97.13%	100.00%	0.00%
Average Sold/List Ratio		98.40%		100.00%	97.13%	100.00%	0.00%
Total Closed Units		9	100%	1	5	3	
Total Closed Volume		11,434		995	6,194	4,245	0.00B

# January 2020



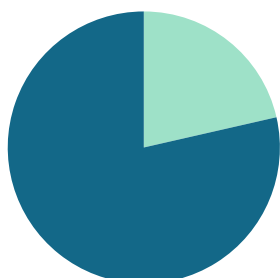
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



## MARKET SUMMARY

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

### INVENTORY

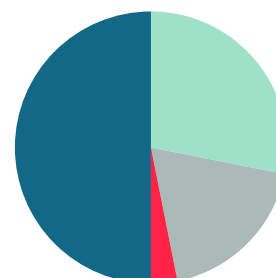


**Inventory**  
 New Listings  
**6 = 21.43%**  
 Start Inventory  
**22**  
 Total Inventory Units  
**28**  
 Volume  
**\$36,480**

### Market Activity

Closed Sales  
**9 = 28.13%**  
 Pending Sales  
**6 = 18.75%**  
 Other Off Market  
**1 = 3.13%**  
 Active Inventory  
**16 = 50.00%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	6	9	50.00%	6	9	50.00%
Pending Sales	2	6	200.00%	2	6	200.00%
New Listings	15	6	-60.00%	15	6	-60.00%
Average List Price	1,253	1,293	3.22%	1,253	1,293	3.22%
Average Sale Price	1,253	1,270	1.43%	1,253	1,270	1.43%
Average Percent of Selling Price to List Price	100.00%	98.40%	-1.60%	100.00%	98.40%	-1.60%
Average Days on Market to Sale	47.83	49.22	2.90%	47.83	49.22	2.90%
Monthly Inventory	22	16	-27.27%	22	16	-27.27%
Months Supply of Inventory	1.69	1.17	-30.82%	1.69	1.17	-30.82%

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

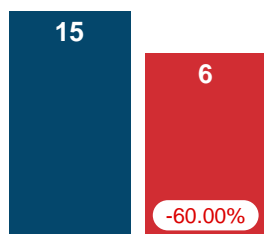
**Inventory** on January 31, 2020 = **16**

**2019** **2020**

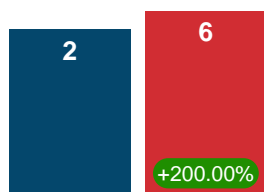
### JANUARY MARKET

### AVERAGE PRICES

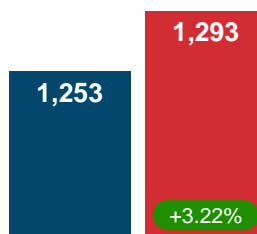
#### New Listings



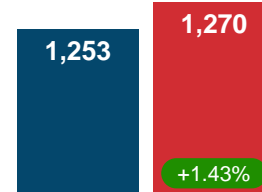
#### Pending Listings



#### List Price



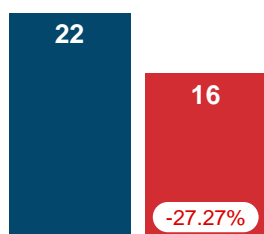
#### Sale Price



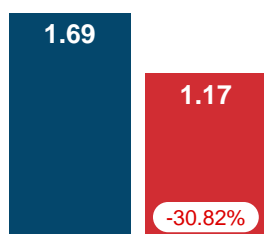
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

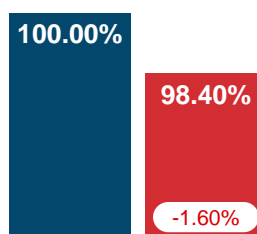
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

