

January 2020



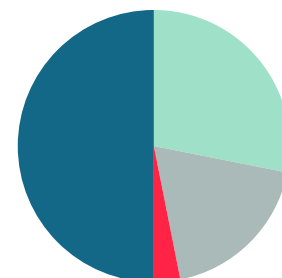
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



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%
Median List Price	1,198	1,250	4.38%
Median Sale Price	1,198	1,200	0.21%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	41.00	17.14%
End of Month Inventory	22	16	-27.27%
Months Supply of Inventory	1.69	1.17	-30.82%



■ Closed (28.12%)
■ Pending (18.75%)
■ Other OffMarket (3.12%)
■ Active (50.00%)

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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **0.21%** in January 2020 to \$1,200 versus the previous year at \$1,198.

Median Days on Market Lengthens

The median number of **41.00** days that homes spent on the market before selling increased by 6.00 days or **17.14%** in January 2020 compared to last year's same month at **35.00** DOM.

Sales Success for January 2020 is Positive

Overall, with Median 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.

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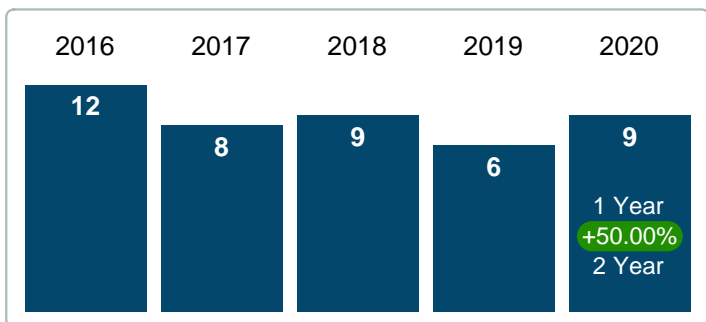
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



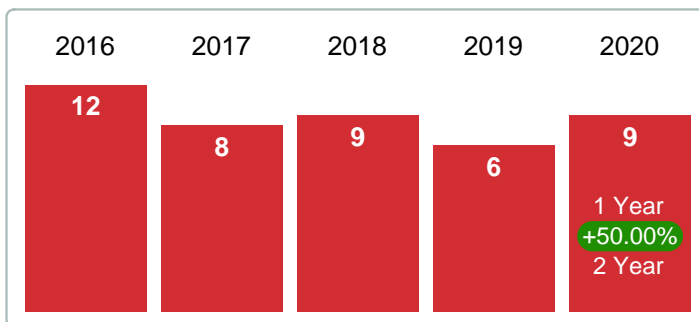
CLOSED LISTINGS

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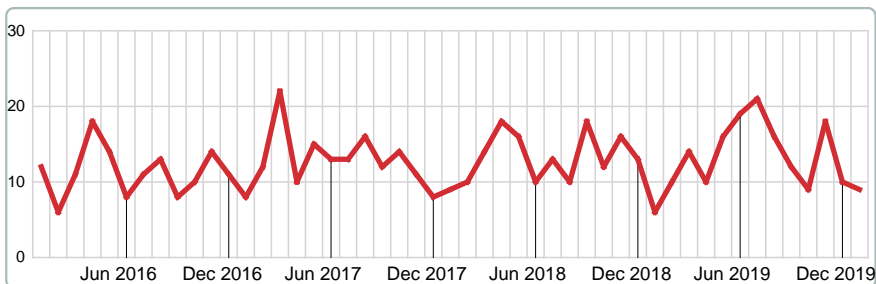
JANUARY



YEAR TO DATE (YTD)

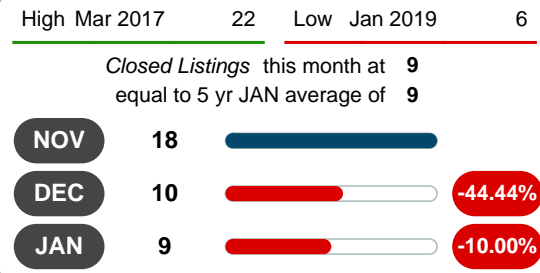


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	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	9	100.00%	41.0	1	5	3	0
Total Closed Units	9			1	5	3	0
Total Closed Volume	11,434	100%	41.0	995	6,194	4,245	0.00B
Median Closed Price	\$1,200			\$995	\$1,199	\$1,395	\$0

January 2020



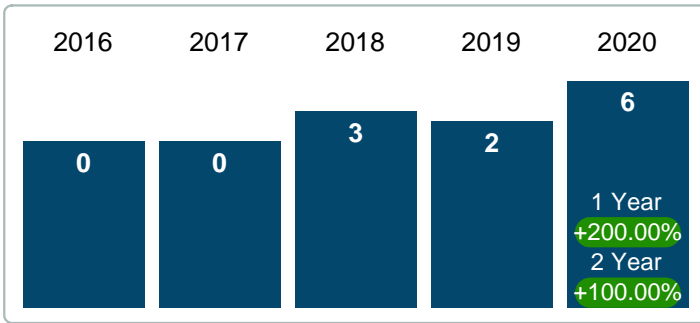
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



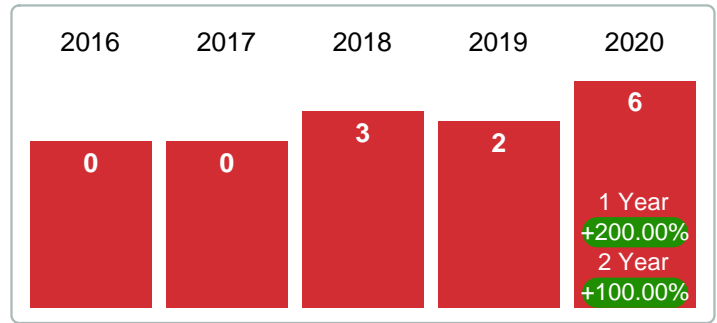
PENDING LISTINGS

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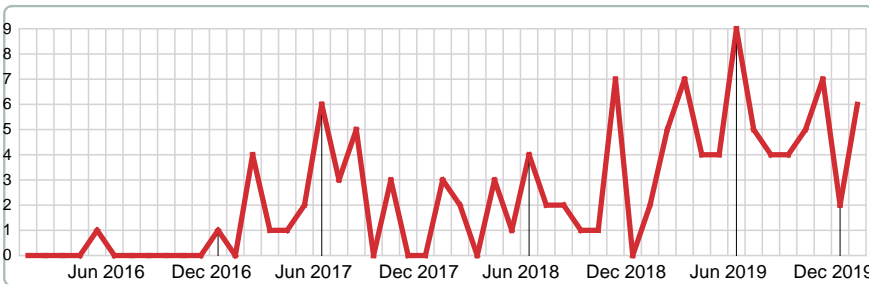
JANUARY



YEAR TO DATE (YTD)

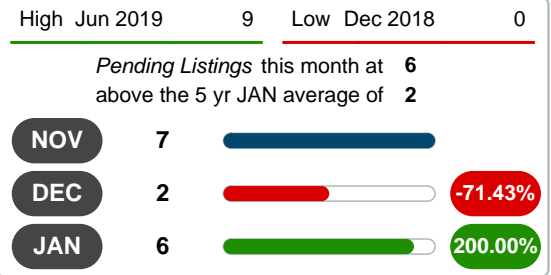


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	41.0	0	0	0	0
\$1-\$0	0	0.00%	41.0	0	0	0	0
\$1-\$0	0	0.00%	41.0	0	0	0	0
\$1-\$0	0	0.00%	41.0	0	0	0	0
\$1-\$0	0	0.00%	41.0	0	0	0	0
\$1-\$0	0	0.00%	41.0	0	0	0	0
\$1 and up	6	100.00%	55.0	1	4	1	0
Total Pending Units	6			1	4	1	0
Total Pending Volume	6,935	100%	55.0	1,400	4,140	1,395	0.00B
Median Listing Price	\$1,123			\$1,400	\$1,045	\$1,395	\$0

January 2020



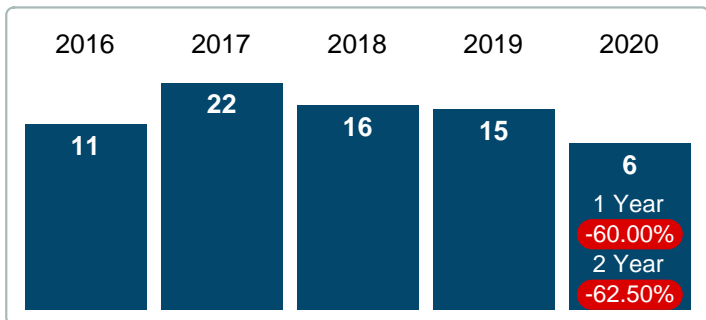
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



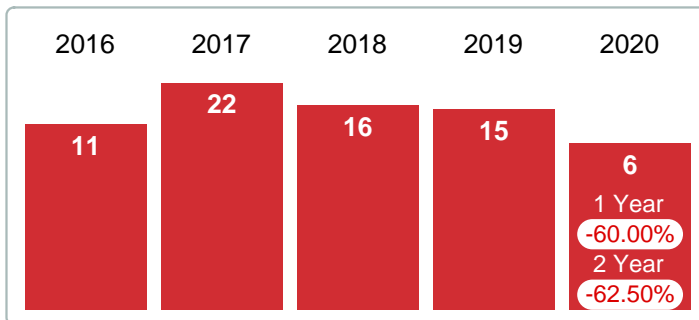
NEW LISTINGS

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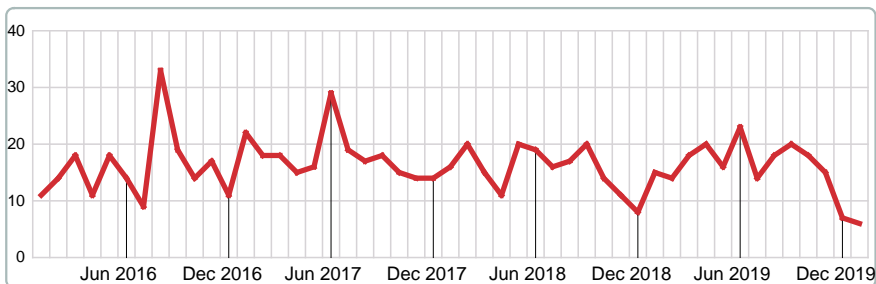
JANUARY



YEAR TO DATE (YTD)

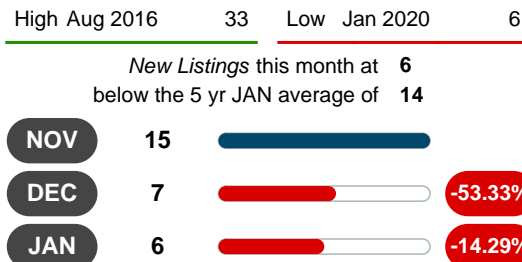


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	6		0	4	1	1
Total New Listed Volume	6,945	100%	0.00B	4,120	1,100	1,725
Median New Listed Listing Price	\$1,048		\$0	\$985	\$1,100	\$1,725

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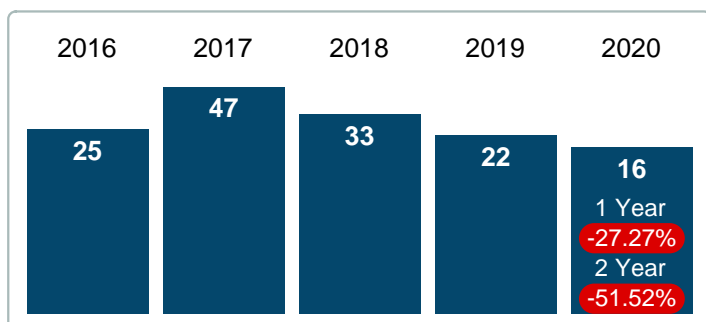
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



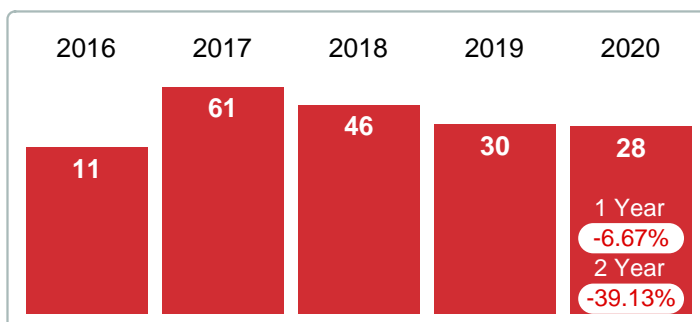
ACTIVE INVENTORY

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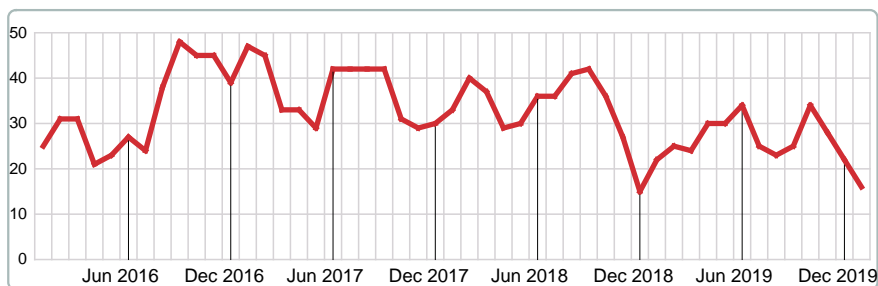
END OF JANUARY



ACTIVE DURING JANUARY

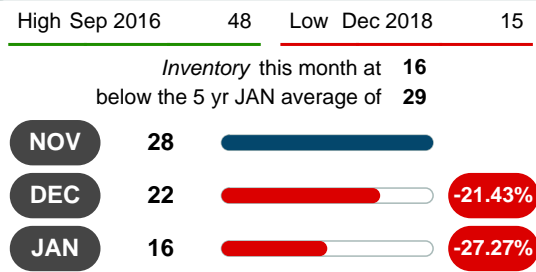


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	<div style="width: 0%;"></div>	0.00%	55.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	55.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	55.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	55.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	55.0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div>	0.00%	55.0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div>	100.00%	73.0	2	10	2	2
Total Active Inventory by Units			16	2	10	2	2
Total Active Inventory by Volume			20,045	2,800	11,33K	2,495	3,425
Median Active Inventory Listing Price			\$1,273	\$1,400	\$1,045	\$1,248	\$1,713

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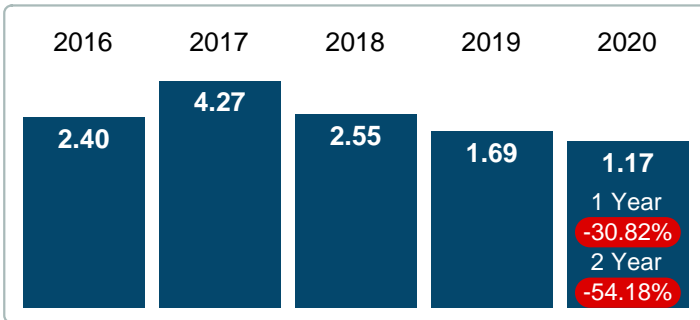
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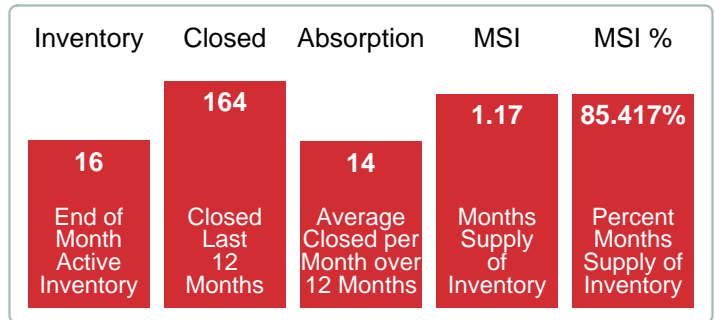
MONTHS SUPPLY of INVENTORY (MSI)

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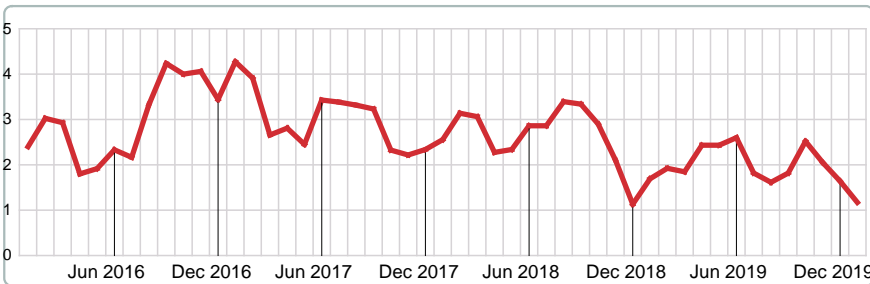
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

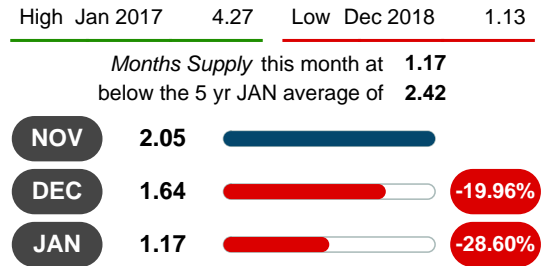


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.42



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

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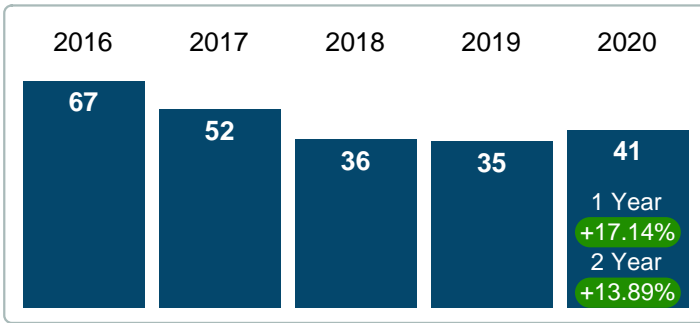
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



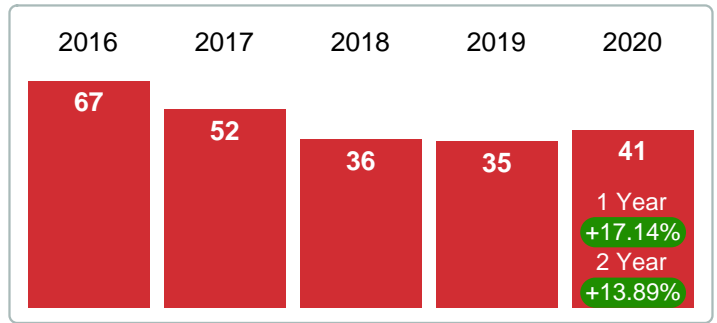
MEDIAN DAYS ON MARKET TO SALE

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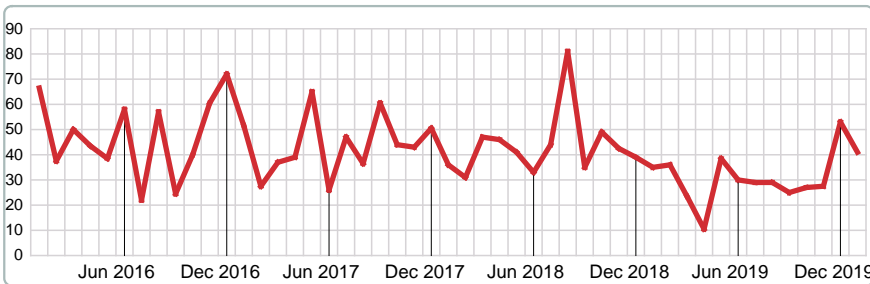
JANUARY



YEAR TO DATE (YTD)

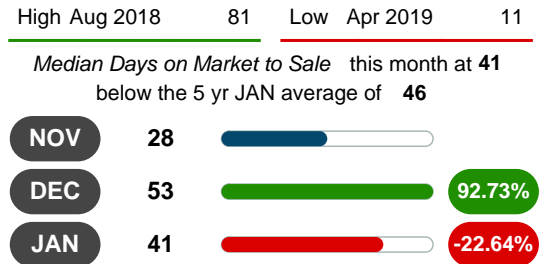


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 46



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%	73	0	0	0	0
\$1-\$0	0	0.00%	73	0	0	0	0
\$1-\$0	0	0.00%	73	0	0	0	0
\$1-\$0	0	0.00%	73	0	0	0	0
\$1-\$0	0	0.00%	73	0	0	0	0
\$1-\$0	0	0.00%	73	0	0	0	0
\$1 and up	9	100.00%	41	64	41	18	0
Median Closed DOM			41	64	41	18	0
Total Closed Units		100%	41.0	1	5	3	
Total Closed Volume			11,434	995	6,194	4,245	0.00B

January 2020



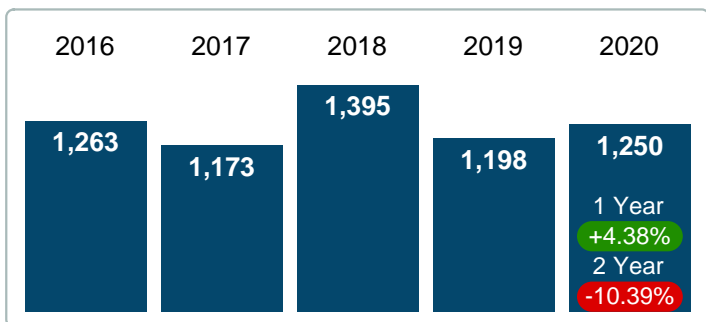
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



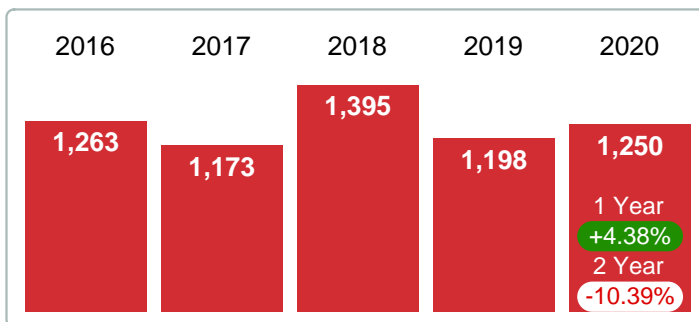
MEDIAN LIST PRICE AT CLOSING

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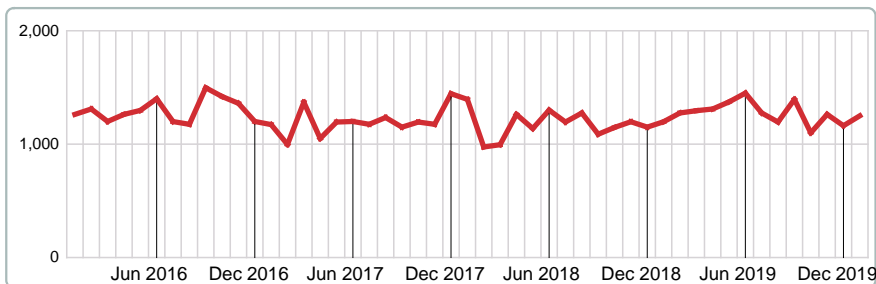
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,256

High Sep 2016 1,498 | Low Feb 2018 975

Median List Price at Closing this month at 1,250 below the 5 yr JAN average of 1,256

- NOV 1,263 (7.53% above avg)
- DEC 1,163 (-7.92% below avg)
- JAN 1,250 (0% at avg)

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%	41	0	0	0	0
\$1 \$0	0	0.00%	41	0	0	0	0
\$1 \$0	0	0.00%	41	0	0	0	0
\$1 \$0	0	0.00%	41	0	0	0	0
\$1 \$0	0	0.00%	41	0	0	0	0
\$1 \$0	0	0.00%	41	0	0	0	0
\$1 and up	9	100.00%	1,250	995	1,200	1,395	0
Median List Price			1,250	995	1,200	1,395	0
Total Closed Units		100%	1,250	1	5	3	
Total Closed Volume			11,635	995	6,395	4,245	0.00B

January 2020



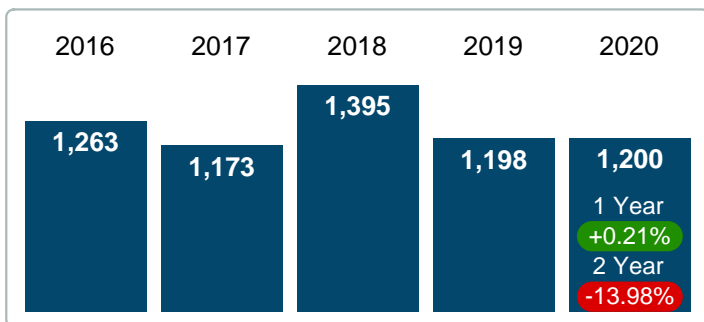
Area Delimited by School District Union - Sch Dist (9) - Leasing Property Type



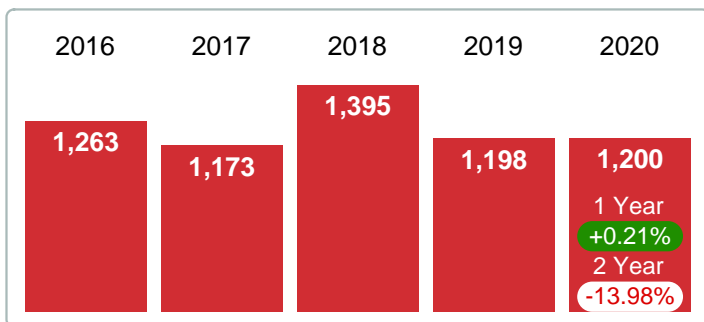
MEDIAN SOLD PRICE AT CLOSING

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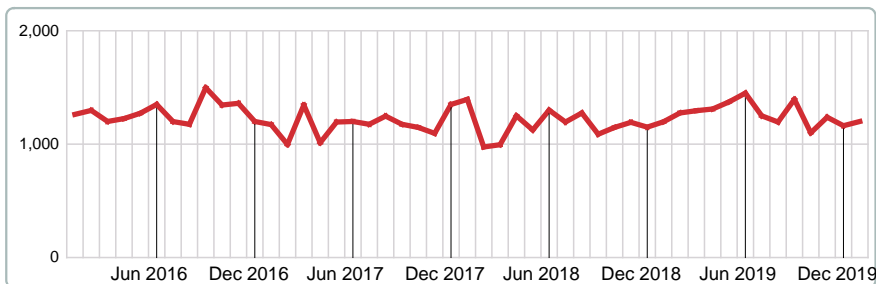
JANUARY



YEAR TO DATE (YTD)

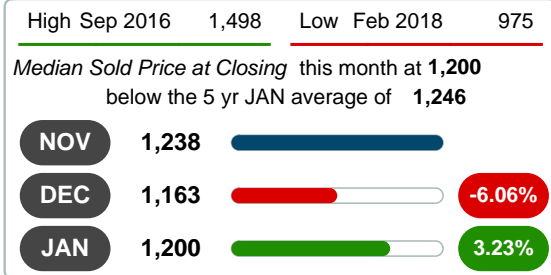


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,246



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%	1,250	0	0	0	0
\$1 \$0	0	0.00%	1,250	0	0	0	0
\$1 \$0	0	0.00%	1,250	0	0	0	0
\$1 \$0	0	0.00%	1,250	0	0	0	0
\$1 \$0	0	0.00%	1,250	0	0	0	0
\$1 \$0	0	0.00%	1,250	0	0	0	0
\$1 and up	9	100.00%	1,200	995	1,199	1,395	0
Median Sold Price			1,200	995	1,199	1,395	0
Total Closed Units		100%	1,200	1	5	3	
Total Closed Volume			11,434	995	6,194	4,245	0.00B

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

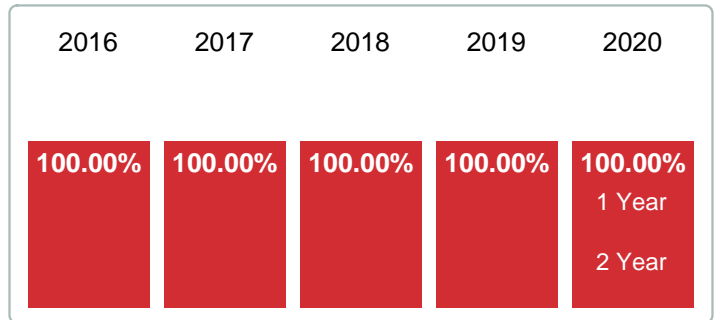
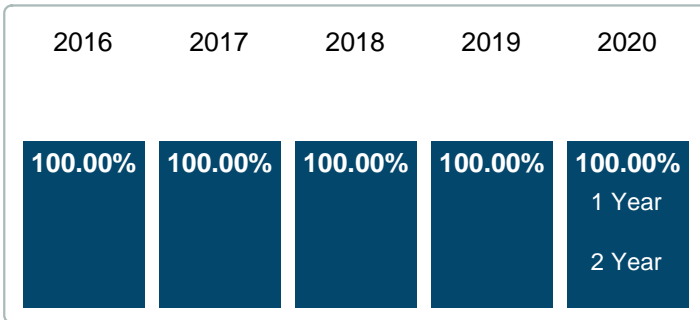


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JANUARY

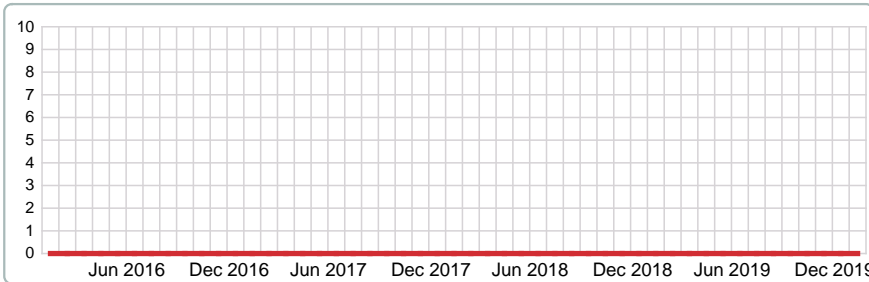
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

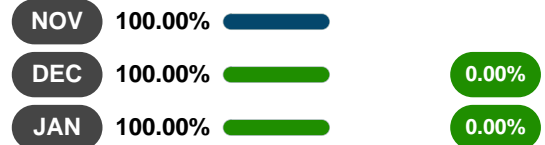
3 MONTHS

5 year JAN AVG = 100.00%



High Jan 2020 100.00% Low Jan 2020 100.00%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JAN 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%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 \$0	0	0.00%	1,200.00%	0.00%	0.00%	0.00%	0.00%	
\$1 and up	9	100.00%	100.00%	100.00%	100.00%	100.00%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	0.00%	
Total Closed Units		9	100%	100.00%	1	5	3	
Total Closed Volume		11,434			995	6,194	4,245	0.00B

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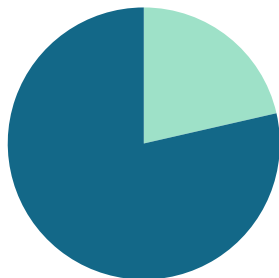
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MARKET SUMMARY

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INVENTORY

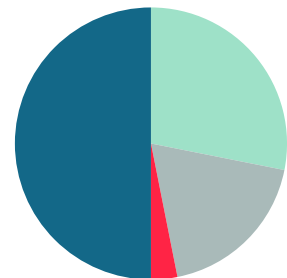


Inventory
 New Listings
6 = 21.43%
 Start Inventory
22
 Total Inventory Units
28
 Volume
\$36,480

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%
Median List Price	1,198	1,250	4.38%	1,198	1,250	4.38%
Median Sale Price	1,198	1,200	0.21%	1,198	1,200	0.21%
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	35.00	41.00	17.14%	35.00	41.00	17.14%
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

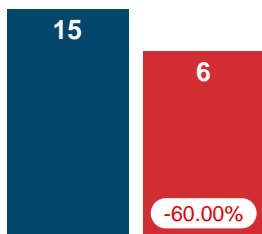
Inventory on January 31, 2020 = **16**

2019 **2020**

JANUARY MARKET

MEDIAN PRICES

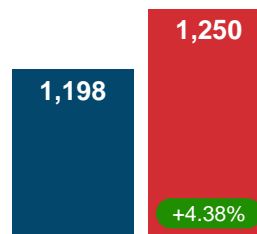
New Listings



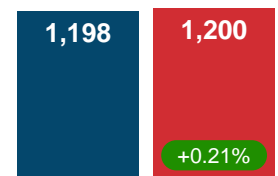
Pending Listings



List Price



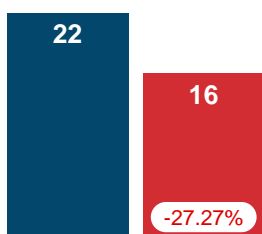
Sale Price



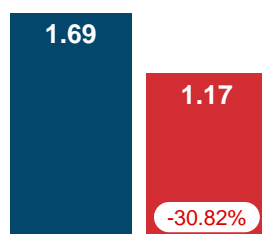
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

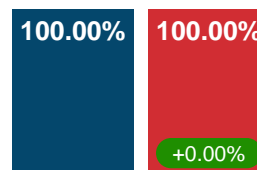
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

