

July 2020

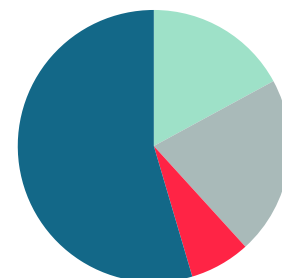
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	81	88	8.64%
Pending Listings	104	109	4.81%
New Listings	141	127	-9.93%
Median List Price	159,900	152,500	-4.63%
Median Sale Price	153,000	149,875	-2.04%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	27.00	13.00	-51.85%
End of Month Inventory	455	281	-38.24%
Months Supply of Inventory	6.05	3.57	-40.92%



■ Closed (17.09%)
■ Pending (21.17%)
■ Other OffMarket (7.18%)
■ Active (54.56%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of July 31, 2020 = **281**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **38.24%** to 281 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **3.57** 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 **2.04%** in July 2020 to \$149,875 versus the previous year at \$153,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 14.00 days or **51.85%** in July 2020 compared to last year's same month at **27.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 127 New Listings in July 2020, down **9.93%** from last year at 141. Furthermore, there were 88 Closed Listings this month versus last year at 81, a **8.64%** increase.

Closed versus Listed trends yielded a **69.3%** ratio, up from previous year's, July 2019, at **57.4%**, a **20.62%** 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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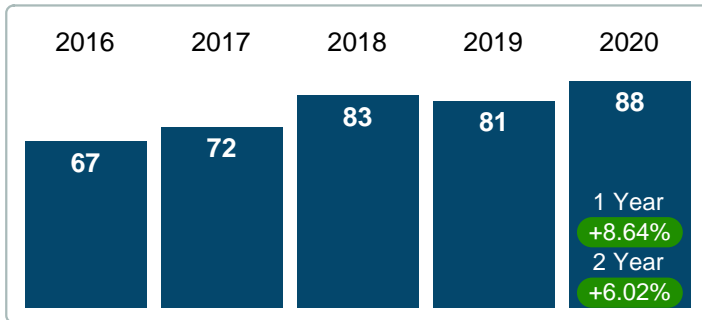
Area Delimited by County Of Creek



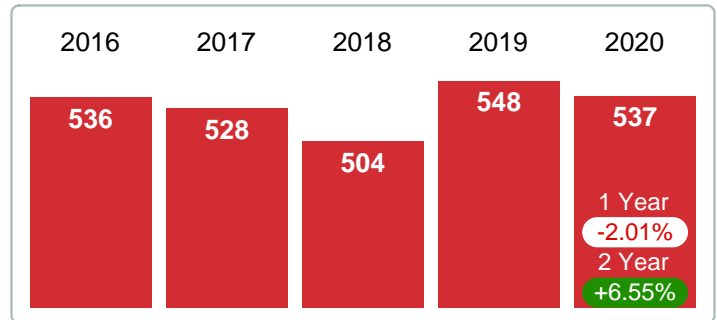
CLOSED LISTINGS

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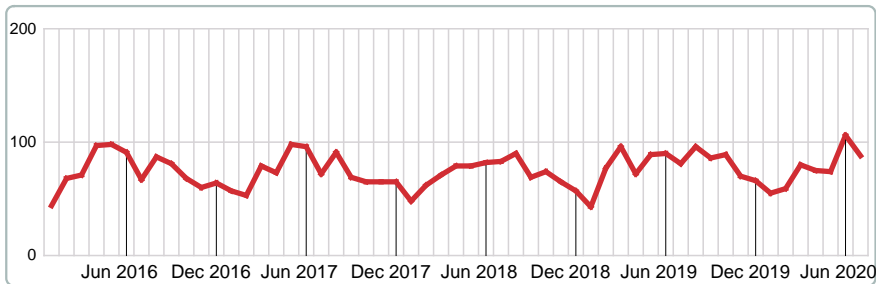
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 78

High Jun 2020 106 Low Jan 2019 43

Closed Listings this month at **88**
above the 5 yr JUL average of **78**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	6.82%	20.0	4	1	1	0
\$40,001 - \$80,000	11	12.50%	17.0	9	1	0	1
\$80,001 - \$120,000	14	15.91%	16.5	5	7	2	0
\$120,001 - \$170,000	21	23.86%	9.0	3	13	4	1
\$170,001 - \$210,000	16	18.18%	3.5	1	12	2	1
\$210,001 - \$290,000	11	12.50%	3.0	0	8	2	1
\$290,001 and up	9	10.23%	28.0	0	2	5	2
Total Closed Units	88			22	44	16	6
Total Closed Volume	14,526,817	100%	13.0	1.67M	7.60M	3.96M	1.29M
Median Closed Price	\$149,875			\$70,750	\$167,500	\$193,950	\$210,000

July 2020



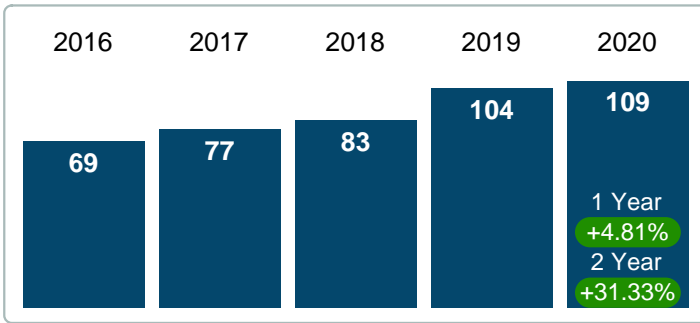
Area Delimited by County Of Creek



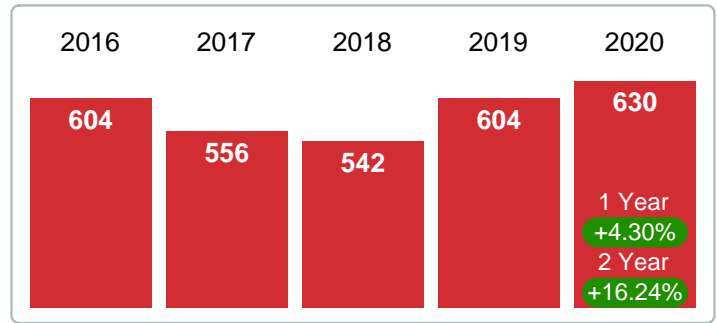
PENDING LISTINGS

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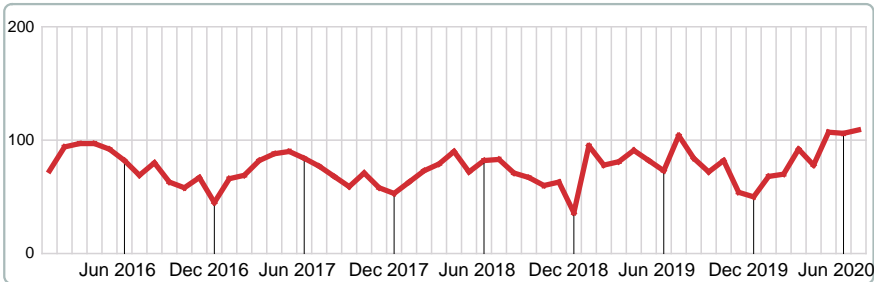
JULY



YEAR TO DATE (YTD)

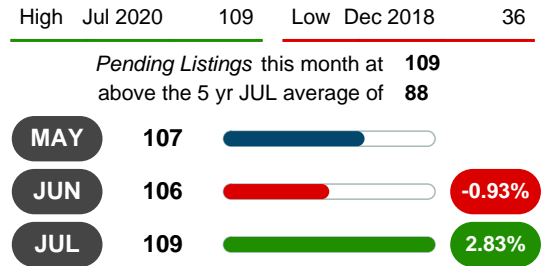


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 88



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	7.34%	36.0	6	1	1	0
\$30,001 - \$70,000	15	13.76%	34.0	12	2	1	0
\$70,001 - \$110,000	16	14.68%	25.5	8	8	0	0
\$110,001 - \$180,000	30	27.52%	9.0	6	22	2	0
\$180,001 - \$240,000	14	12.84%	16.0	0	11	2	1
\$240,001 - \$390,000	16	14.68%	14.0	4	3	8	1
\$390,001 and up	10	9.17%	91.5	1	1	4	4
Total Pending Units	109			37	48	18	6
Total Pending Volume	20,156,938	100%	16.0	4.08M	7.77M	5.89M	2.42M
Median Listing Price	\$139,740			\$75,000	\$142,625	\$322,400	\$427,500

July 2020



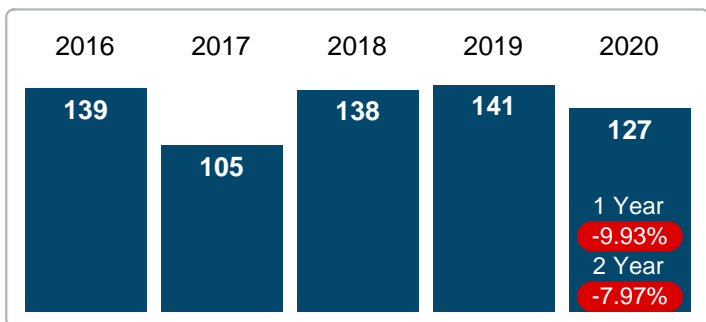
Area Delimited by County Of Creek



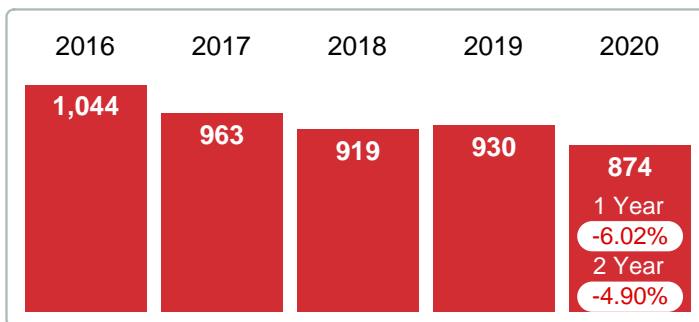
NEW LISTINGS

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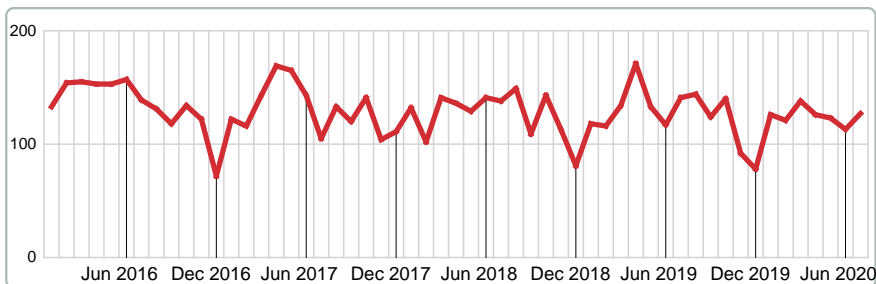
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 130

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 127
below the 5 yr JUL average of 130



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	12	9.45%	11	0	0	1
\$30,001 - \$60,000	15	11.81%	12	2	1	0
\$60,001 - \$110,000	20	15.75%	9	8	3	0
\$110,001 - \$170,000	29	22.83%	3	22	4	0
\$170,001 - \$240,000	19	14.96%	2	14	3	0
\$240,001 - \$420,000	18	14.17%	3	6	7	2
\$420,001 and up	14	11.02%	1	4	5	4
Total New Listed Units	127		41	56	23	7
Total New Listed Volume	23,728,459	100%	3.81M	10.56M	6.31M	3.05M
Median New Listed Listing Price	\$139,900		\$55,000	\$159,900	\$247,500	\$425,000

July 2020



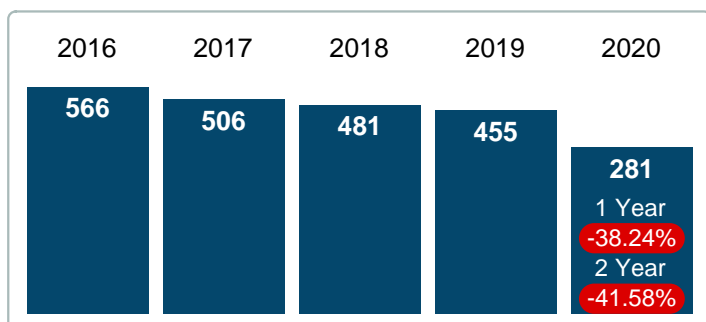
Area Delimited by County Of Creek



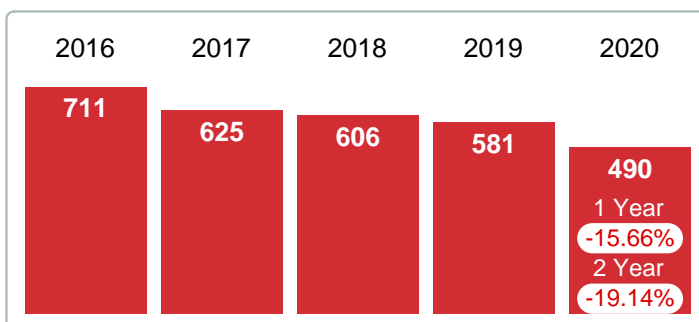
ACTIVE INVENTORY

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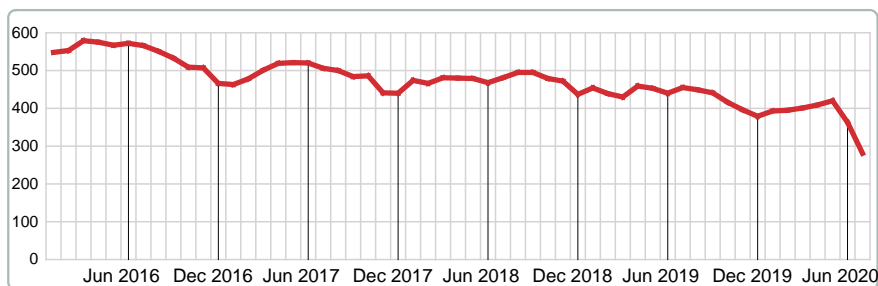
END OF JULY



ACTIVE DURING JULY

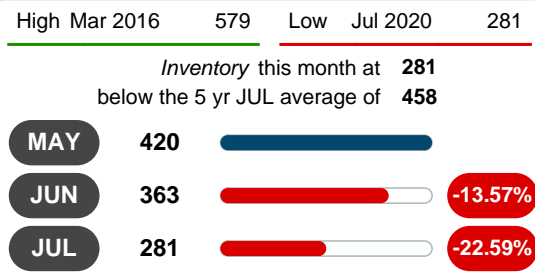


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 458



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	25	8.90%	71.0	19	3	2	1
\$20,001 - \$50,000	31	11.03%	87.0	29	2	0	0
\$50,001 - \$90,000	46	16.37%	96.5	34	7	3	2
\$90,001 - \$170,000	71	25.27%	71.0	42	24	4	1
\$170,001 - \$240,000	40	14.23%	98.0	24	14	2	0
\$240,001 - \$480,000	38	13.52%	70.5	16	10	8	4
\$480,001 and up	30	10.68%	51.5	9	4	8	9
Total Active Inventory by Units		281		173	64	27	17
Total Active Inventory by Volume		57,030,007	100%	27.02M	12.32M	9.17M	8.52M
Median Active Inventory Listing Price		\$136,000		\$92,500	\$161,200	\$385,000	\$499,900

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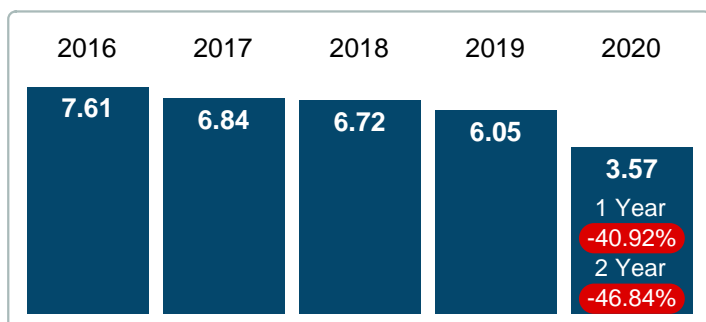
Area Delimited by County Of Creek



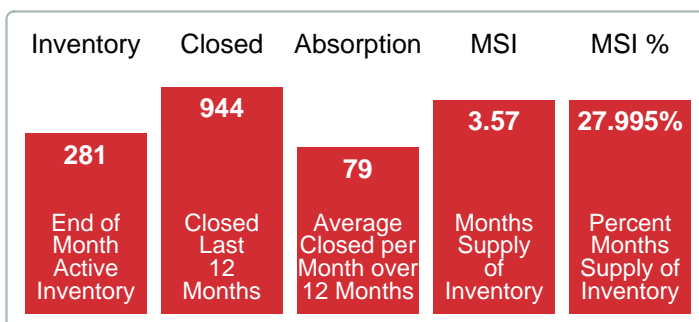
MONTHS SUPPLY of INVENTORY (MSI)

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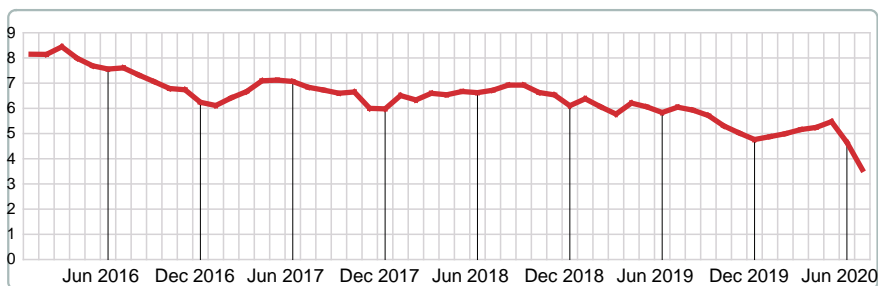
MSI FOR JULY



INDICATORS FOR JULY 2020



5 YEAR MARKET ACTIVITY TRENDS

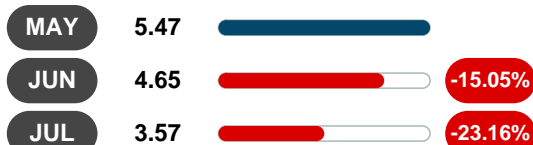


3 MONTHS

5 year JUL AVG = 6.16

High Mar 2016 8.44 Low Jul 2020 3.57

Months Supply this month at **3.57**
below the 5 yr JUL average of **6.16**



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
\$20,000 and less	25	8.90%	6.12	9.50	1.57	12.00	0.00
\$20,001 \$50,000	31	11.03%	4.71	6.44	1.00	0.00	0.00
\$50,001 \$90,000	46	16.37%	3.91	5.83	1.29	7.20	24.00
\$90,001 \$170,000	71	25.27%	2.38	7.75	1.17	1.07	12.00
\$170,001 \$240,000	40	14.23%	2.77	19.20	1.32	0.80	0.00
\$240,001 \$480,000	38	13.52%	3.65	19.20	2.61	1.71	3.69
\$480,001 and up	30	10.68%	18.95	21.60	24.00	9.60	54.00
Market Supply of Inventory (MSI)			3.57	8.54	1.44	2.17	11.33
Total Active Inventory by Units		100%	3.57	173	64	27	17

July 2020



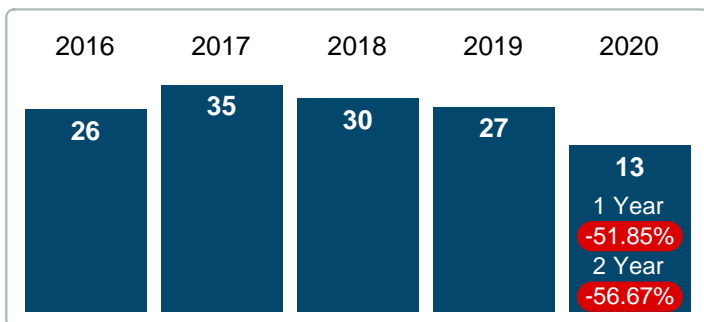
Area Delimited by County Of Creek



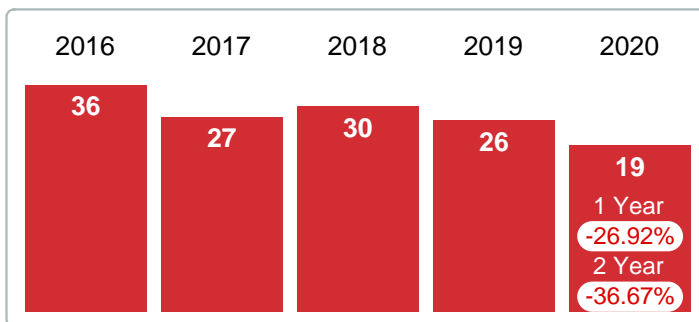
MEDIAN DAYS ON MARKET TO SALE

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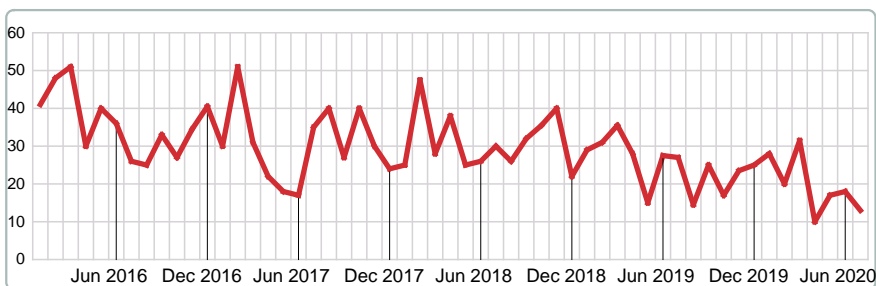
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

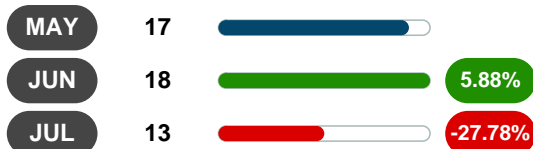


3 MONTHS

5 year JUL AVG = 26

High Feb 2017 51 | Low Apr 2020 10

Median Days on Market to Sale this month at 13 below the 5 yr JUL average of 26



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
\$40,000 and less	6.82%	20	9	161	33	0
\$40,001 - \$80,000	12.50%	17	14	161	0	166
\$80,001 - \$120,000	15.91%	17	21	10	80	0
\$120,001 - \$170,000	23.86%	9	1	4	27	53
\$170,001 - \$210,000	18.18%	4	135	4	10	1
\$210,001 - \$290,000	12.50%	3	0	3	3	147
\$290,001 and up	10.23%	28	0	52	19	160
Median Closed DOM		13				
Total Closed Units	100%	13.0	22	44	16	6
Total Closed Volume		14,526,817	1.67M	7.60M	3.96M	1.29M

July 2020



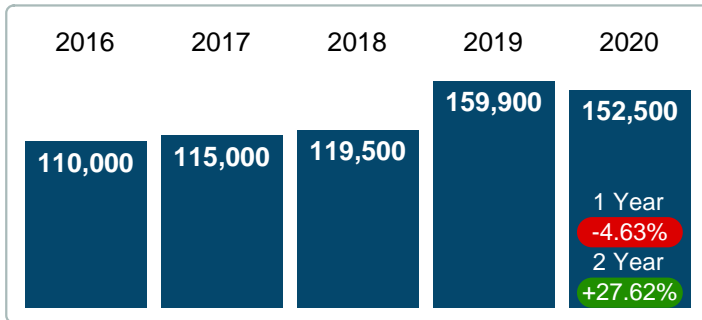
Area Delimited by County Of Creek



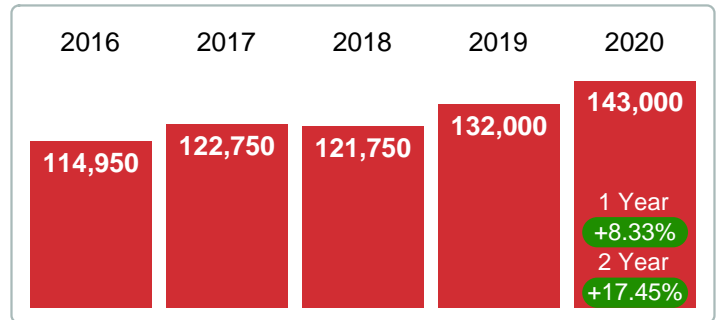
MEDIAN LIST PRICE AT CLOSING

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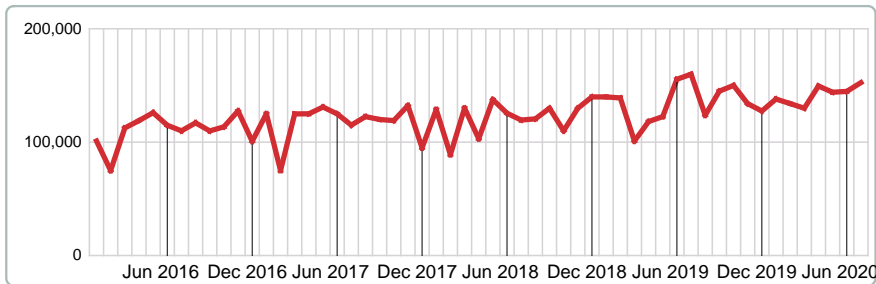
JULY



YEAR TO DATE (YTD)

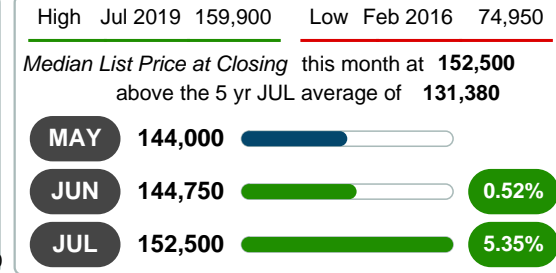


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 131,380



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
\$25,000 and less	4.55%	10,950	12,000	0	9,000	0
\$25,001 - \$75,000	12.50%	59,900	59,900	31,000	0	75,000
\$75,001 - \$125,000	20.45%	102,000	91,500	117,750	107,500	0
\$125,001 - \$175,000	23.86%	150,000	145,000	152,500	159,875	154,950
\$175,001 - \$200,000	14.77%	189,500	189,000	189,700	191,200	0
\$200,001 - \$275,000	12.50%	227,000	0	225,950	239,700	249,000
\$275,001 and up	11.36%	362,500	0	324,000	425,000	325,000
Median List Price		152,500	72,375	168,450	191,200	212,000
Total Closed Units	100%	152,500	22	44	16	6
Total Closed Volume		14,776,200	1.77M	7.69M	4.03M	1.28M

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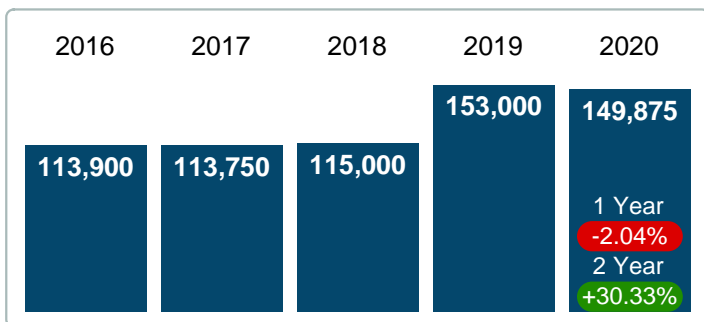
Area Delimited by County Of Creek



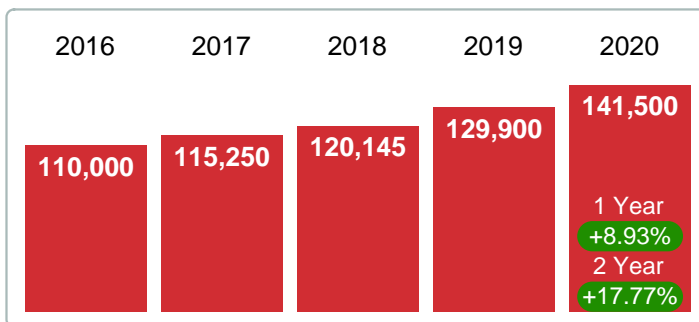
MEDIAN SOLD PRICE AT CLOSING

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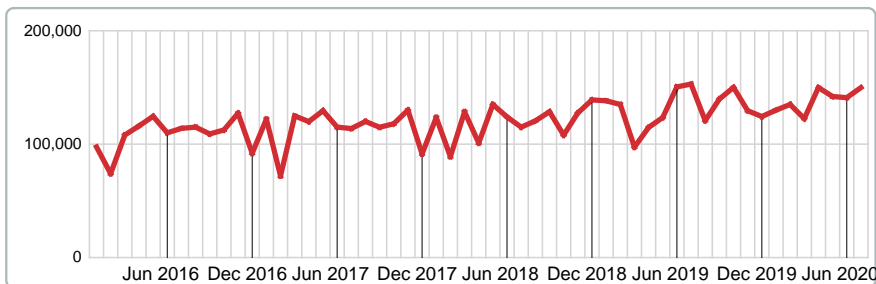
JULY



YEAR TO DATE (YTD)

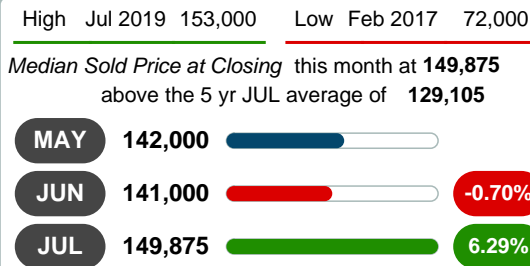


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 129,105



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
\$40,000 and less	6.82%	16,000	16,000	29,900	9,000	0
\$40,001 - \$80,000	12.50%	65,000	52,500	76,000	0	65,000
\$80,001 - \$120,000	15.91%	97,000	88,000	116,000	102,500	0
\$120,001 - \$170,000	23.86%	146,000	145,000	146,000	157,375	134,900
\$170,001 - \$210,000	18.18%	188,500	172,000	188,500	193,950	175,000
\$210,001 - \$290,000	12.50%	240,000	0	233,750	239,700	245,000
\$290,001 and up	10.23%	377,000	0	357,500	415,000	336,000
Median Sold Price		149,875	70,750	167,500	193,950	210,000
Total Closed Units	100%	149,875	22	44	16	6
Total Closed Volume		14,526,817	1.67M	7.60M	3.96M	1.29M

July 2020

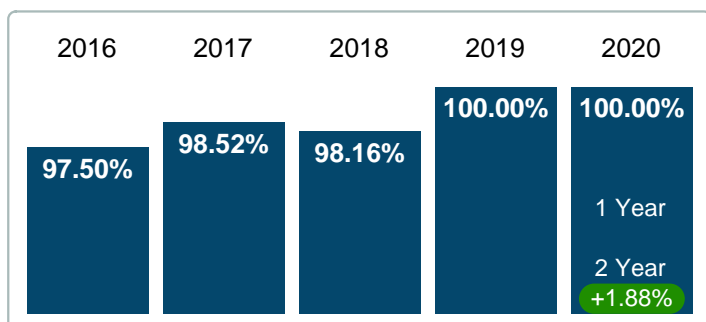
Area Delimited by County Of Creek



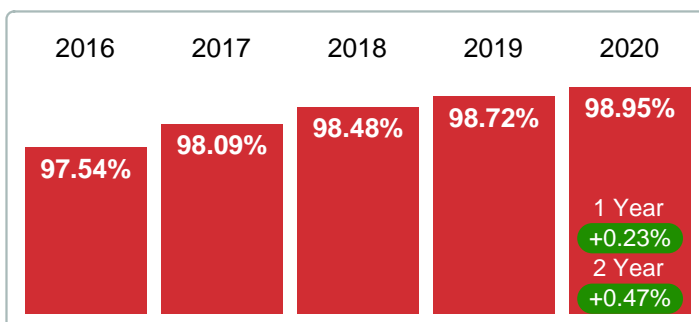
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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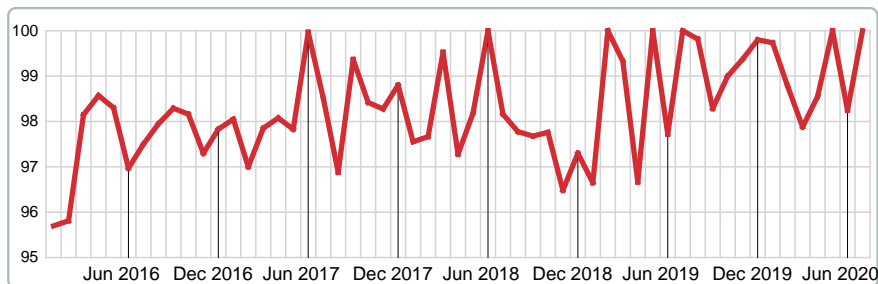
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

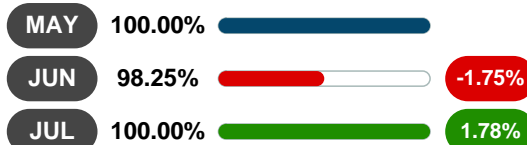


3 MONTHS

5 year JUL AVG = 98.84%

High Jul 2020 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.84%**



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
\$40,000 and less	6	6.82%	96.87%	82.83%	96.45%	100.00%	0.00%
\$40,001 - \$80,000	11	12.50%	94.79%	94.79%	96.20%	0.00%	86.67%
\$80,001 - \$120,000	14	15.91%	100.00%	96.59%	100.00%	95.24%	0.00%
\$120,001 - \$170,000	21	23.86%	100.00%	100.00%	100.00%	100.00%	100.00%
\$170,001 - \$210,000	16	18.18%	100.00%	91.01%	100.00%	101.44%	100.00%
\$210,001 - \$290,000	11	12.50%	100.00%	0.00%	100.00%	100.00%	98.39%
\$290,001 and up	9	10.23%	98.77%	0.00%	99.38%	97.65%	103.10%
Median Sold/List Ratio		100.00%		95.65%	100.00%	100.00%	100.00%
Total Closed Units		88	100%	22	44	16	6
Total Closed Volume		14,526,817		1.67M	7.60M	3.96M	1.29M

July 2020

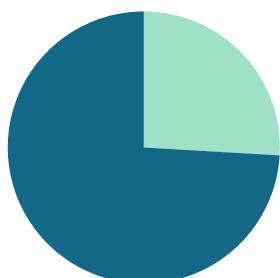
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

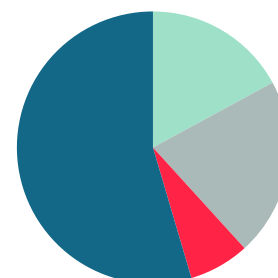


Inventory
 New Listings
127 = 25.92%
 Start Inventory
363
 Total Inventory Units
490
 Volume
\$94,490,205

Market Activity

Closed Sales
88 = 17.09%
 Pending Sales
109 = 21.17%
 Other Off Market
37 = 7.18%
 Active Inventory
281 = 54.56%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	88	8.64%	548	537	-2.01%
Pending Sales	104	109	4.81%	604	630	4.30%
New Listings	141	127	-9.93%	930	874	-6.02%
Median List Price	159,900	152,500	-4.63%	132,000	143,000	8.33%
Median Sale Price	153,000	149,875	-2.04%	129,900	141,500	8.93%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.72%	98.95%	0.23%
Median Days on Market to Sale	27.00	13.00	-51.85%	26.00	19.00	-26.92%
Monthly Inventory	455	281	-38.24%	455	281	-38.24%
Months Supply of Inventory	6.05	3.57	-40.92%	6.05	3.57	-40.92%

Absorption: Last 12 months, an Average of **79** Sales/Month

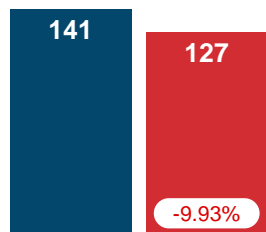
Inventory on July 31, 2020 = **281**

2019 **2020**

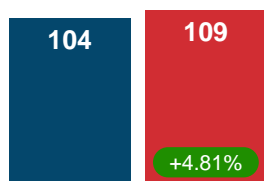
JULY MARKET

MEDIAN PRICES

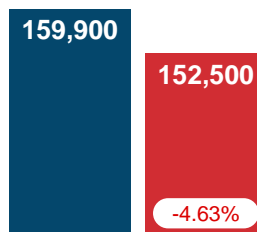
New Listings



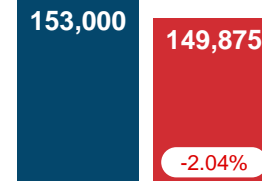
Pending Listings



List Price



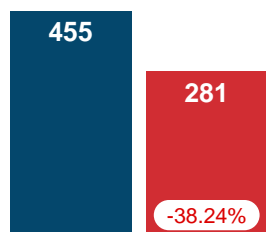
Sale Price



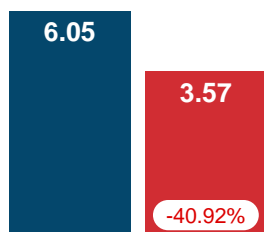
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

