



# November 2020

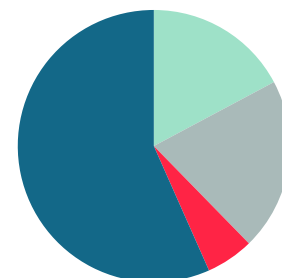
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	70	79	12.86%
Pending Listings	54	94	74.07%
New Listings	92	98	6.52%
Average List Price	167,718	202,386	20.67%
Average Sale Price	156,424	198,730	27.05%
Average Percent of Selling Price to List Price	96.84%	97.32%	0.50%
Average Days on Market to Sale	44.27	32.54	-26.49%
End of Month Inventory	397	260	-34.51%
Months Supply of Inventory	5.04	3.20	-36.46%



■ Closed (17.21%)  
■ Pending (20.48%)  
■ Other OffMarket (5.66%)  
■ Active (56.64%)

**Absorption:** Last 12 months, an Average of **81** Sales/Month  
**Active Inventory** as of November 30, 2020 = **260**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **34.51%** to 260 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **3.20** 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 **27.05%** in November 2020 to \$198,730 versus the previous year at \$156,424.

#### Average Days on Market Shortens

The average number of **32.54** days that homes spent on the market before selling decreased by 11.73 days or **26.49%** in November 2020 compared to last year's same month at **44.27** DOM.

#### Sales Success for November 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 98 New Listings in November 2020, up **6.52%** from last year at 92. Furthermore, there were 79 Closed Listings this month versus last year at 70, a **12.86%** increase.

Closed versus Listed trends yielded a **80.6%** ratio, up from previous year's, November 2019, at **76.1%**, a **5.95%** 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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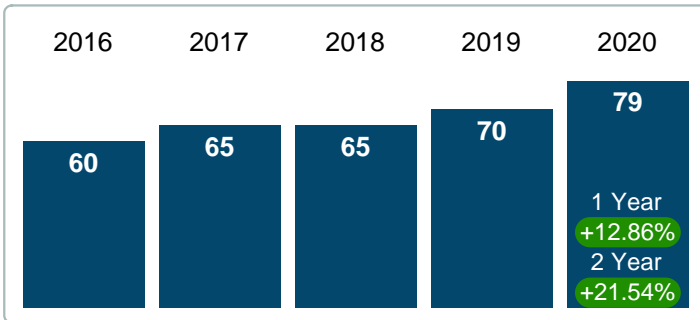
Area Delimited by County Of Creek



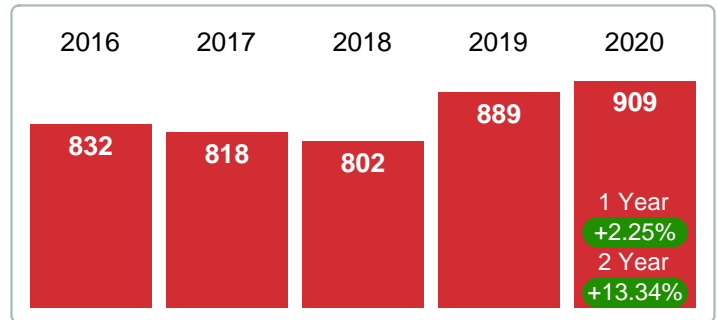
## CLOSED LISTINGS

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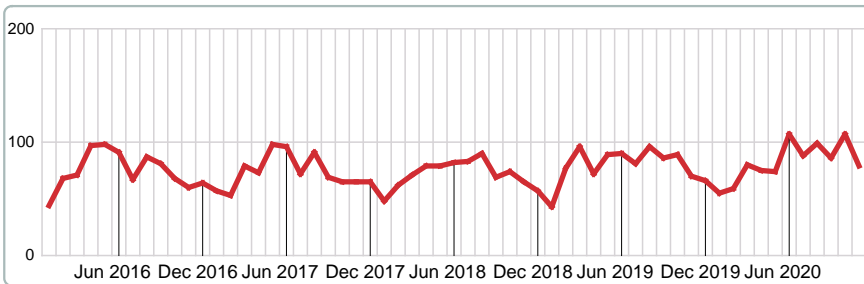
### NOVEMBER



### YEAR TO DATE (YTD)

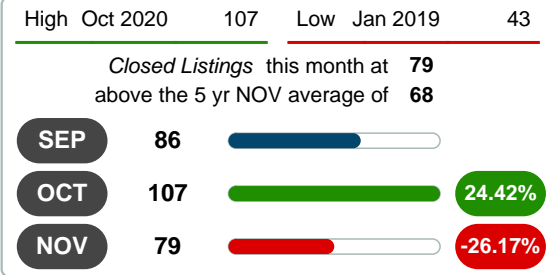


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 68



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.59%	55.2	5	0	1	0
\$50,001 - \$75,000	7	8.86%	42.4	5	2	0	0
\$75,001 - \$125,000	14	17.72%	27.3	6	7	0	1
\$125,001 - \$150,000	13	16.46%	14.7	3	9	1	0
\$150,001 - \$250,000	22	27.85%	21.4	3	17	2	0
\$250,001 - \$450,000	10	12.66%	41.3	2	4	4	0
\$450,001 and up	7	8.86%	69.6	1	0	4	2
<b>Total Closed Units</b>	<b>79</b>			<b>25</b>	<b>39</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,699,661</b>	<b>100%</b>	<b>32.5</b>	<b>3.54M</b>	<b>6.63M</b>	<b>4.02M</b>	<b>1.51M</b>
<b>Average Closed Price</b>	<b>\$198,730</b>			<b>\$141,636</b>	<b>\$169,923</b>	<b>\$335,234</b>	<b>\$502,983</b>



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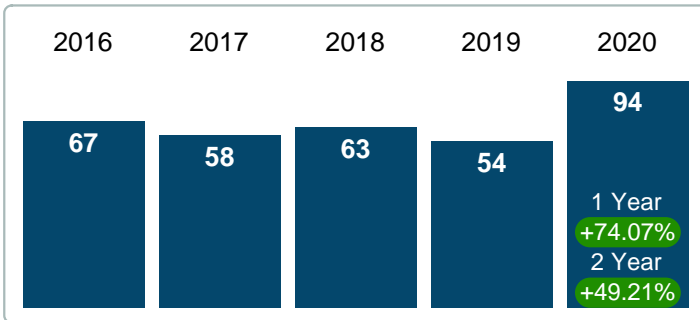
Area Delimited by County Of Creek



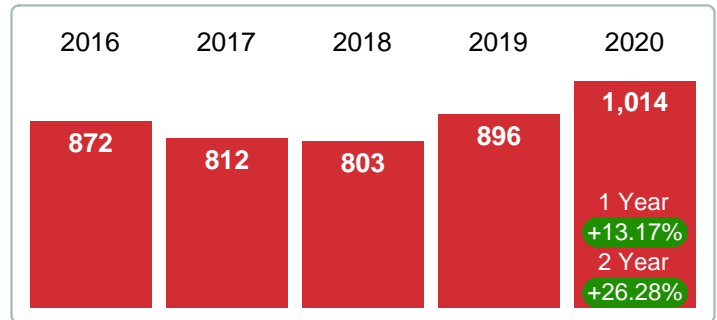
## PENDING LISTINGS

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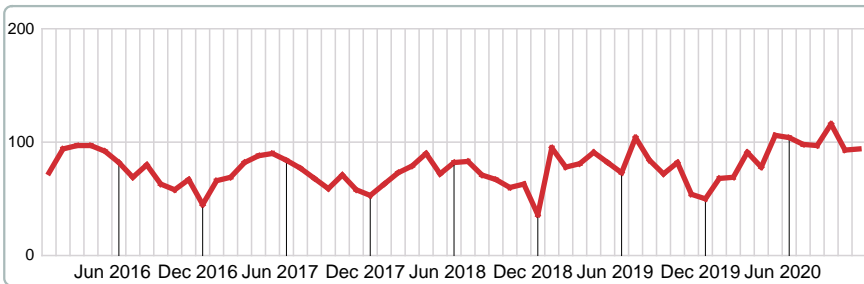
### NOVEMBER



### YEAR TO DATE (YTD)

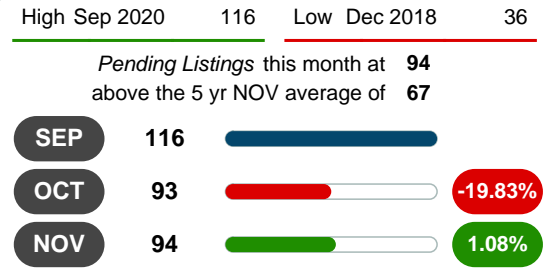


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 67



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	7.45%	53.4	5	0	2	0
\$50,001 - \$75,000	5	5.32%	72.0	2	3	0	0
\$75,001 - \$100,000	14	14.89%	41.4	10	4	0	0
\$100,001 - \$150,000	29	30.85%	32.9	5	23	1	0
\$150,001 - \$175,000	9	9.57%	24.4	0	6	3	0
\$175,001 - \$375,000	20	21.28%	40.3	5	10	4	1
\$375,001 and up	10	10.64%	72.8	0	2	5	3
<b>Total Pending Units</b>	<b>94</b>			<b>27</b>	<b>48</b>	<b>15</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>17,214,300</b>	<b>100%</b>	<b>16.8</b>	<b>3.09M</b>	<b>8.29M</b>	<b>3.99M</b>	<b>1.84M</b>
<b>Average Listing Price</b>	<b>\$303,840</b>			<b>\$114,293</b>	<b>\$172,713</b>	<b>\$266,260</b>	<b>\$461,075</b>



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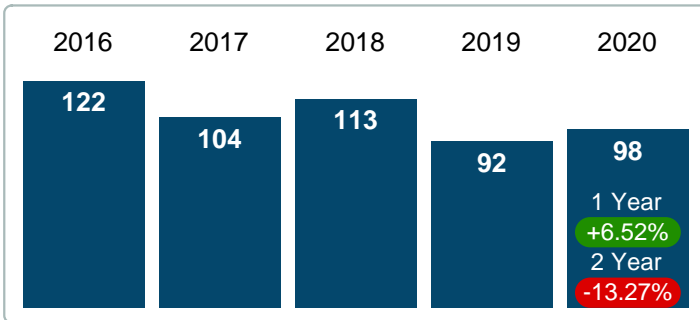
Area Delimited by County Of Creek



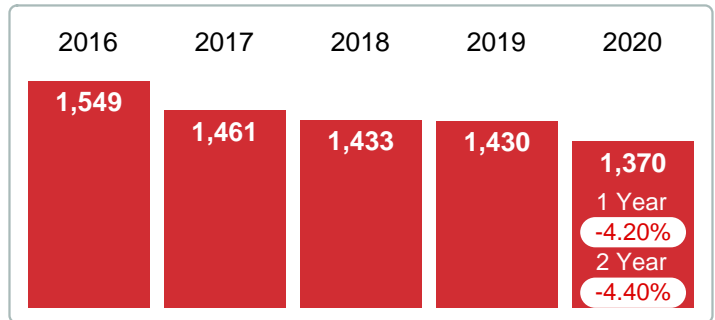
## NEW LISTINGS

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

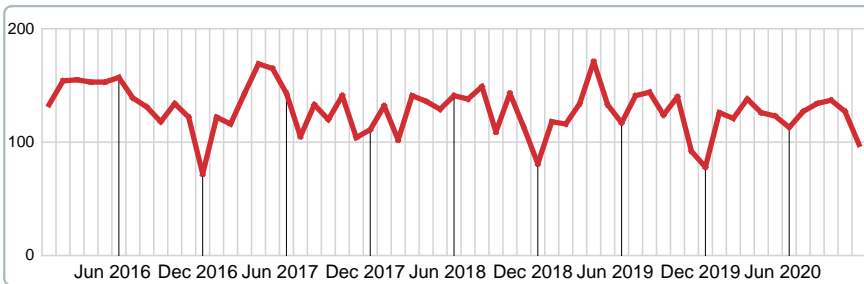
### NOVEMBER



### YEAR TO DATE (YTD)

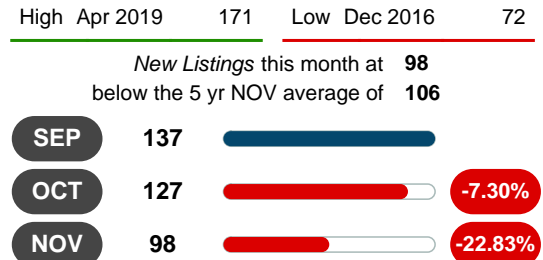


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 106



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	7.14%	3	4	0	0
\$25,001 - \$50,000	5	5.10%	4	0	1	0
\$50,001 - \$75,000	16	16.33%	11	3	2	0
\$75,001 - \$150,000	26	26.53%	11	14	1	0
\$150,001 - \$200,000	21	21.43%	0	16	5	0
\$200,001 - \$300,000	12	12.24%	4	4	3	1
\$300,001 and up	11	11.22%	2	5	4	0
<b>Total New Listed Units</b>	<b>98</b>		<b>35</b>	<b>46</b>	<b>16</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>15,748,959</b>	<b>100%</b>	<b>4.00M</b>	<b>7.94M</b>	<b>3.52M</b>	<b>289.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$223,067</b>		<b>\$114,301</b>	<b>\$172,548</b>	<b>\$220,137</b>	<b>\$289,000</b>



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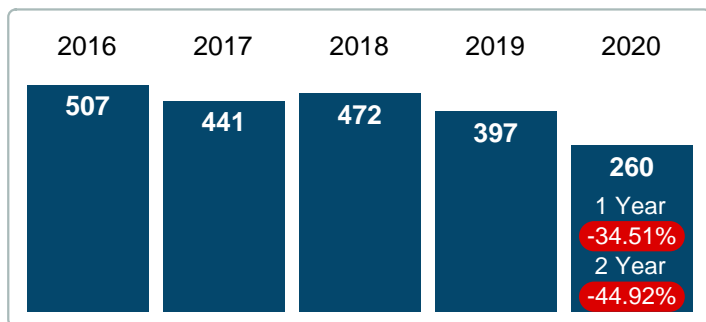
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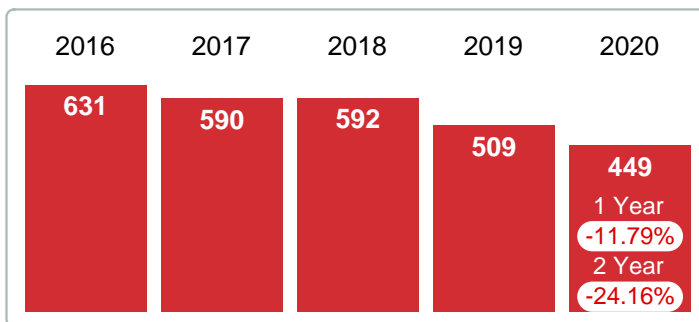
## ACTIVE INVENTORY

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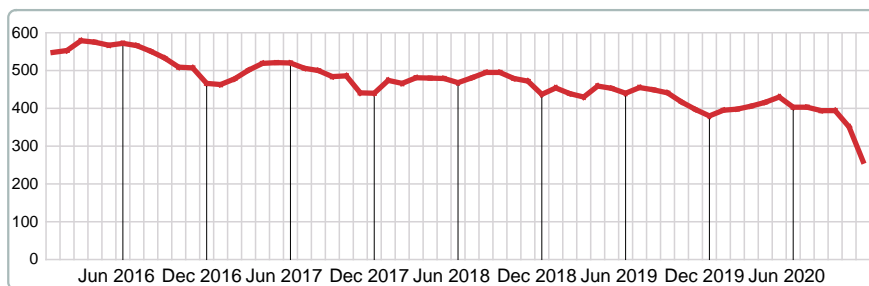
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

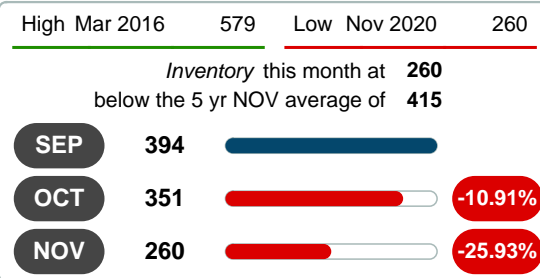


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 415



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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	56	21.54%	113.2	42	11	2	1
\$50,001 \$75,000	27	10.38%	57.5	22	2	2	1
\$75,001 \$150,000	65	25.00%	82.7	41	19	3	2
\$150,001 \$225,000	52	20.00%	92.0	27	20	5	0
\$225,001 \$375,000	28	10.77%	86.0	15	7	3	3
\$375,001 and up	32	12.31%	84.6	8	6	9	9
Total Active Inventory by Units			260	155	65	24	16
Total Active Inventory by Volume			46,291,816	21.03M	11.11M	7.21M	6.95M
Average Active Inventory Listing Price			\$178,045	\$135,652	\$170,868	\$300,295	\$434,513



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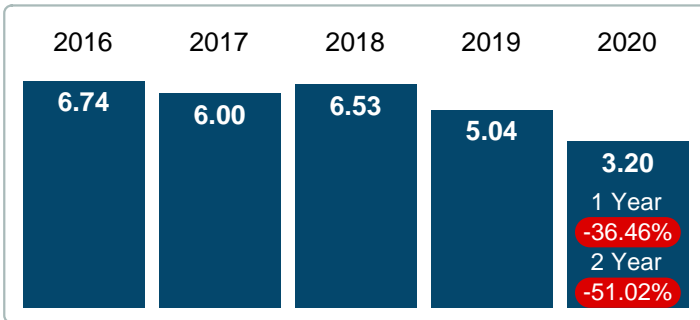
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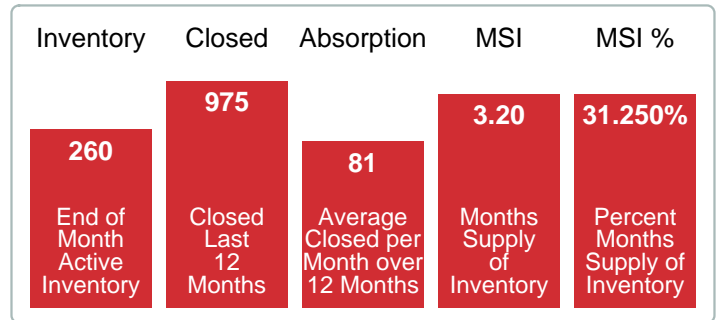
## MONTHS SUPPLY of INVENTORY (MSI)

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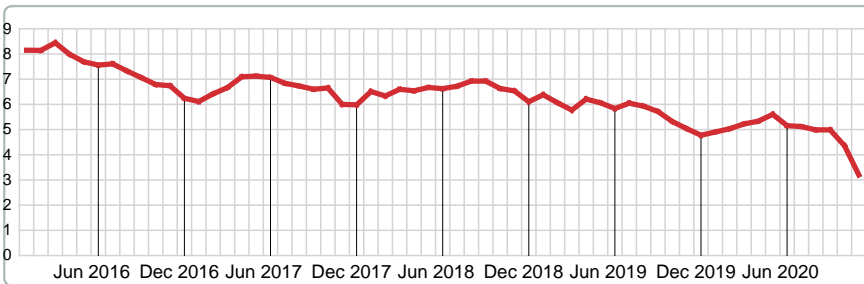
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

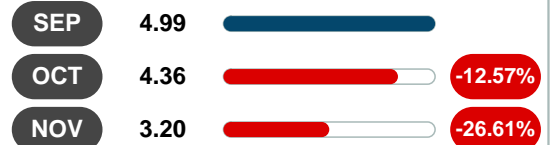


### 3 MONTHS

5 year NOV AVG = 5.50

High Mar 2016 8.44 Low Nov 2020 3.20

Months Supply this month at 3.20 below the 5 yr NOV average of 5.50



### 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
\$10,000 and less	24	9.23%	10.67	10.15	10.00	12.00	0.00
\$10,001 \$50,000	32	12.31%	4.27	5.17	0.75	0.00	0.00
\$50,001 \$80,000	30	11.54%	3.67	5.14	0.95	12.00	6.00
\$80,001 \$160,000	68	26.15%	2.20	6.00	0.97	1.50	6.00
\$160,001 \$220,000	45	17.31%	2.81	13.14	1.55	1.62	0.00
\$220,001 \$390,000	32	12.31%	2.78	16.62	1.20	1.07	3.60
\$390,001 and up	29	11.15%	5.90	9.00	7.20	3.43	8.31
Market Supply of Inventory (MSI)			3.20	6.97	1.45	2.06	6.19
Total Active Inventory by Units		100%	3.20	155	65	24	16



# November 2020

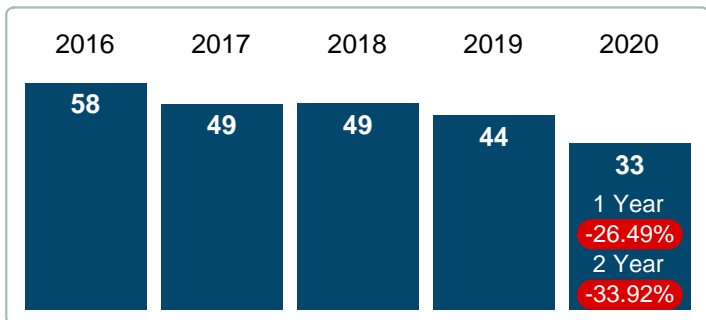
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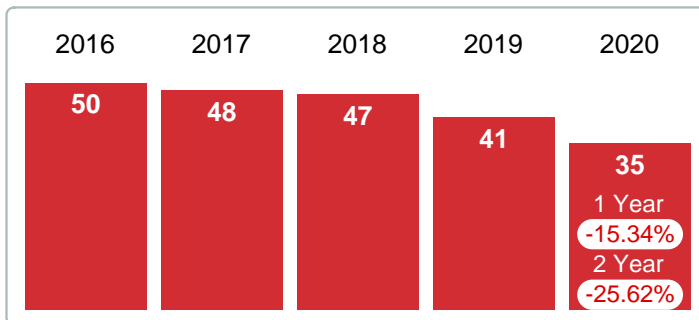
## AVERAGE DAYS ON MARKET TO SALE

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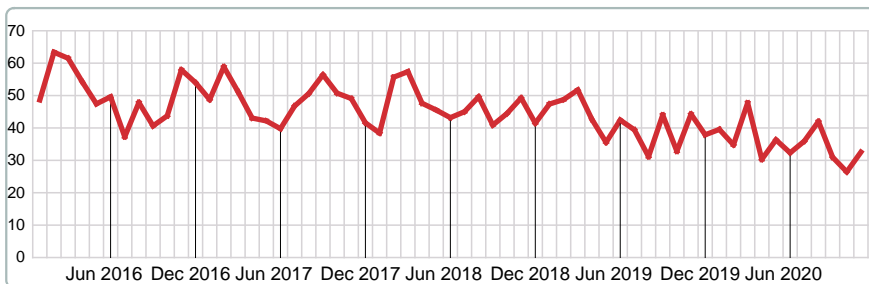
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

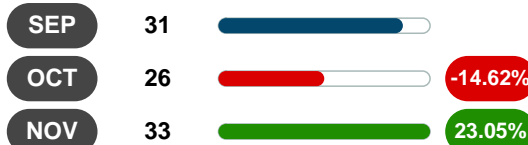


### 3 MONTHS

5 year NOV AVG = 47

High Feb 2016 63 Low Oct 2020 26

Average Days on Market to Sale this month at 33 below the 5 yr NOV average of 47



### 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
\$50,000 and less	7.59%	55	58	0	40	0
\$50,001 - \$75,000	8.86%	42	56	9	0	0
\$75,001 - \$125,000	17.72%	27	19	32	0	47
\$125,001 - \$150,000	16.46%	15	3	13	64	0
\$150,001 - \$250,000	27.85%	21	78	13	6	0
\$250,001 - \$450,000	12.66%	41	106	28	22	0
\$450,001 and up	8.86%	70	41	0	93	37
<b>Average Closed DOM</b>		<b>33</b>	<b>47</b>	<b>18</b>	<b>48</b>	<b>40</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>79</b>	<b>25</b>	<b>39</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>15,699,661</b>	<b>3.54M</b>	<b>6.63M</b>	<b>4.02M</b>	<b>1.51M</b>



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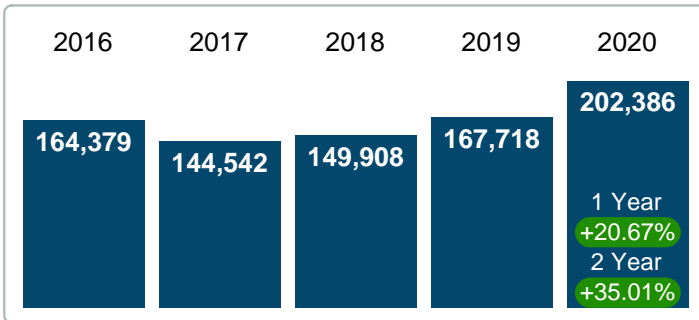
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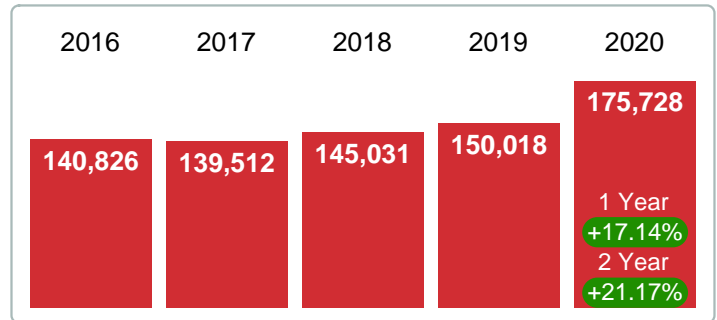
## AVERAGE LIST PRICE AT CLOSING

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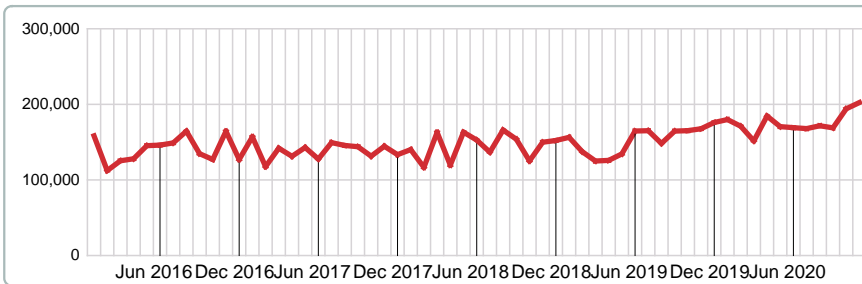
### NOVEMBER



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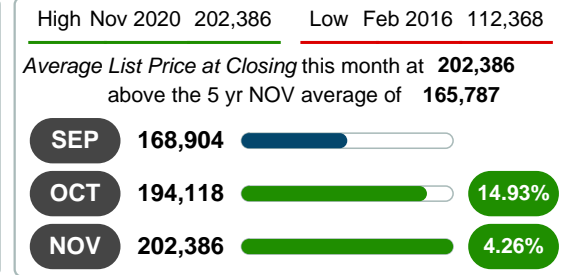


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 165,787



### 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
\$50,000 and less	6.33%	19,260	19,260	0	65,000	0
\$50,001 - \$75,000	10.13%	67,088	67,340	70,000	0	0
\$75,001 - \$125,000	17.72%	104,014	106,933	100,643	0	110,000
\$125,001 - \$150,000	13.92%	139,245	137,967	144,656	125,000	0
\$150,001 - \$250,000	30.38%	185,100	201,300	185,270	187,456	0
\$250,001 - \$450,000	13.92%	372,018	350,000	349,975	386,200	0
\$450,001 and up	7.59%	638,837	841,620	0	498,100	723,250
<b>Average List Price</b>		<b>202,386</b>	<b>145,361</b>	<b>171,690</b>	<b>341,843</b>	<b>518,833</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>202,386</b>	<b>25</b>	<b>39</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>15,988,526</b>	<b>3.63M</b>	<b>6.70M</b>	<b>4.10M</b>	<b>1.56M</b>





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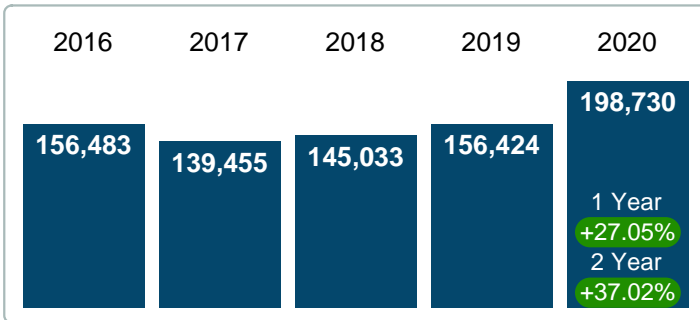
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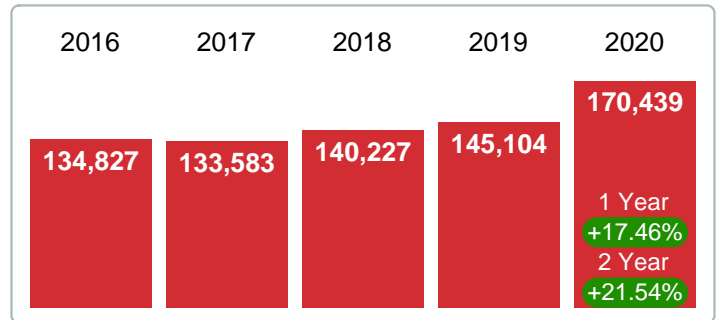
## AVERAGE SOLD PRICE AT CLOSING

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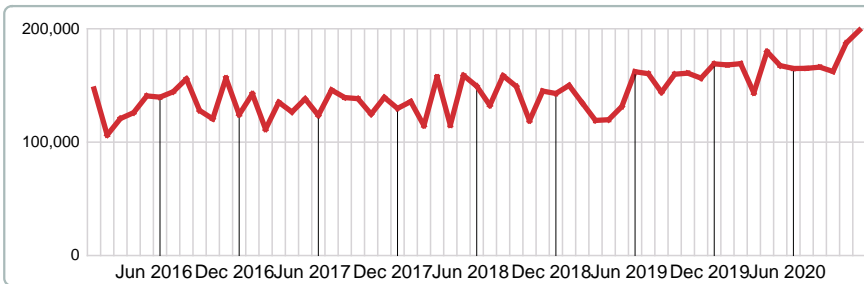
### NOVEMBER



### YEAR TO DATE (YTD)

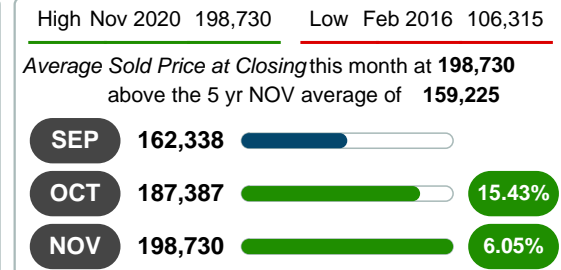


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 159,225



### 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
\$50,000 and less	7.59%	22,500	18,900	0	40,500	0
\$50,001 - \$75,000	8.86%	65,171	65,840	63,500	0	0
\$75,001 - \$125,000	17.72%	101,607	102,633	100,243	0	105,000
\$125,001 - \$150,000	16.46%	139,454	142,467	139,278	132,000	0
\$150,001 - \$250,000	27.85%	185,351	183,000	184,929	192,456	0
\$250,001 - \$450,000	12.66%	362,300	375,000	350,250	368,000	0
\$450,001 and up	8.86%	596,050	775,000	0	498,350	701,975
<b>Average Sold Price</b>		<b>198,730</b>	<b>141,636</b>	<b>169,923</b>	<b>335,234</b>	<b>502,983</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,730</b>	<b>25</b>	<b>39</b>	<b>12</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>15,699,661</b>	<b>3.54M</b>	<b>6.63M</b>	<b>4.02M</b>	<b>1.51M</b>

# November 2020

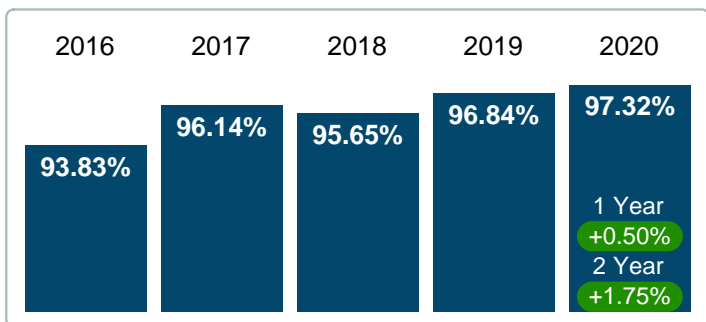
Area Delimited by County Of Creek



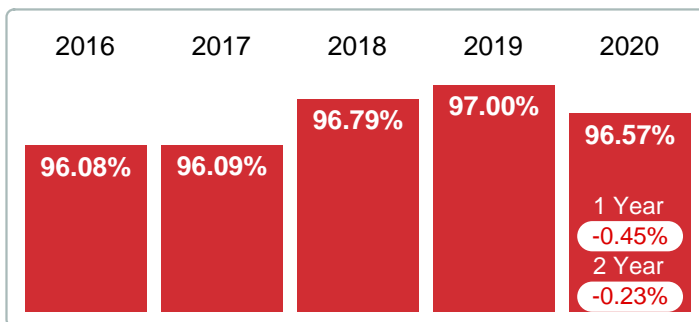
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

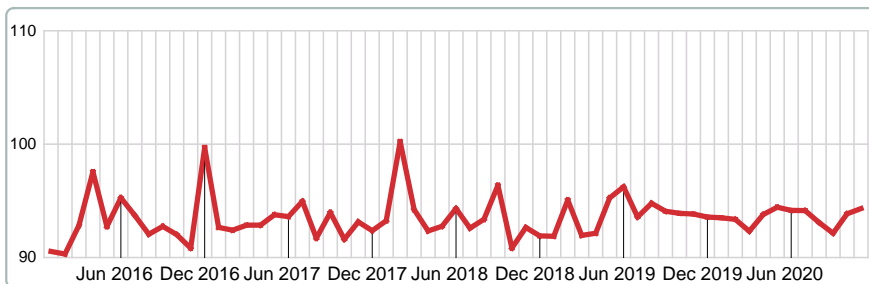
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

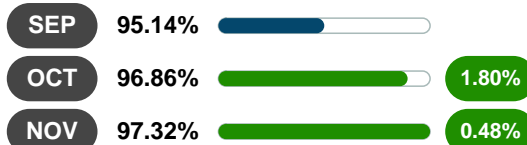


### 3 MONTHS

5 year NOV AVG = 95.96%

High Feb 2018 103.22% Low Feb 2016 93.31%

Average Sold/List Ratio this month at **97.32%**  
above the 5 yr NOV average of **95.96%**



### 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
\$50,000 and less	6	7.59%	83.28%	87.48%	0.00%	62.31%	0.00%
\$50,001 - \$75,000	7	8.86%	96.01%	97.98%	91.08%	0.00%	0.00%
\$75,001 - \$125,000	14	17.72%	98.16%	97.01%	99.53%	0.00%	95.45%
\$125,001 - \$150,000	13	16.46%	98.76%	103.36%	96.46%	105.60%	0.00%
\$150,001 - \$250,000	22	27.85%	98.94%	91.30%	99.81%	103.03%	0.00%
\$250,001 - \$450,000	10	12.66%	99.50%	106.15%	99.77%	95.89%	0.00%
\$450,001 and up	7	8.86%	98.10%	92.08%	0.00%	100.06%	97.18%
Average Sold/List Ratio		97.30%		95.91%	98.53%	96.48%	96.60%
Total Closed Units	79	100%	97.30%	25	39	12	3
Total Closed Volume	15,699,661			3.54M	6.63M	4.02M	1.51M

# November 2020

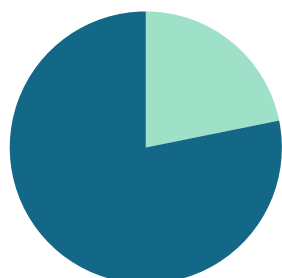
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

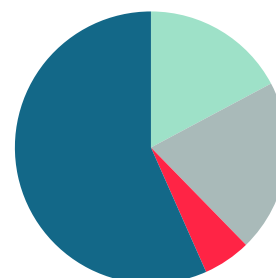


**Inventory**  
 New Listings  
**98 = 21.83%**  
 Start Inventory  
**351**  
 Total Inventory Units  
**449**  
 Volume  
**\$84,147,852**

### Market Activity

Closed Sales  
**79 = 17.21%**  
 Pending Sales  
**94 = 20.48%**  
 Other Off Market  
**26 = 5.66%**  
 Active Inventory  
**260 = 56.64%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	70	79	12.86%	889	909	2.25%
Pending Sales	54	94	74.07%	896	1,014	13.17%
New Listings	92	98	6.52%	1,430	1,370	-4.20%
Average List Price	167,718	202,386	20.67%	150,018	175,728	17.14%
Average Sale Price	156,424	198,730	27.05%	145,104	170,439	17.46%
Average Percent of Selling Price to List Price	96.84%	97.32%	0.50%	97.00%	96.57%	-0.45%
Average Days on Market to Sale	44.27	32.54	-26.49%	41.39	35.04	-15.34%
Monthly Inventory	397	260	-34.51%	397	260	-34.51%
Months Supply of Inventory	5.04	3.20	-36.46%	5.04	3.20	-36.46%

**Absorption:** Last 12 months, an Average of **81** Sales/Month

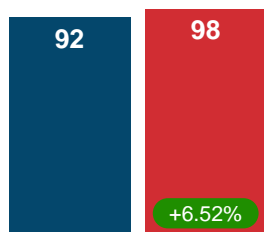
**Inventory** on November 30, 2020 = **260**

**2019** **2020**

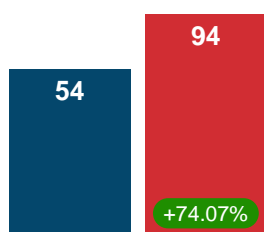
### NOVEMBER MARKET

### AVERAGE PRICES

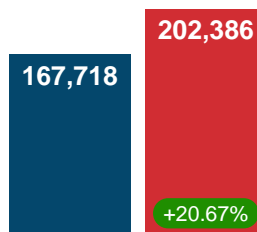
#### New Listings



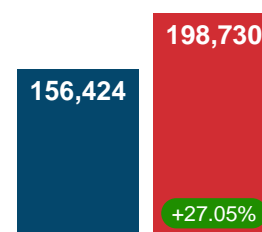
#### Pending Listings



#### List Price



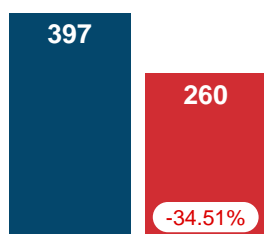
#### Sale Price



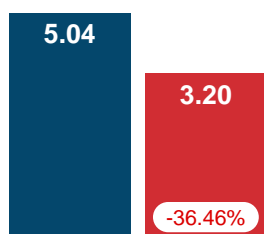
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

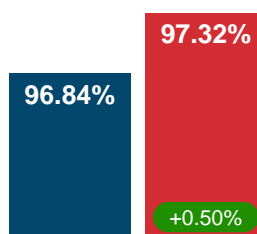
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

