



November 2020

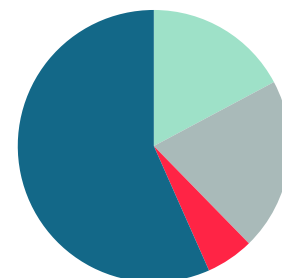
Area Delimited by County Of Creek



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%
Median List Price	133,950	155,000	15.71%
Median Sale Price	129,500	150,000	15.83%
Median Percent of Selling Price to List Price	99.37%	100.00%	0.63%
Median Days on Market to Sale	23.50	14.00	-40.43%
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.

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 **15.83%** in November 2020 to \$150,000 versus the previous year at \$129,500.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 9.50 days or **40.43%** in November 2020 compared to last year's same month at **23.50** DOM.

Sales Success for November 2020 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



November 2020

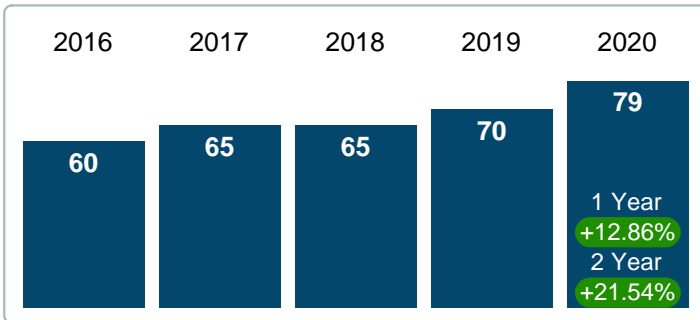
Area Delimited by County Of Creek



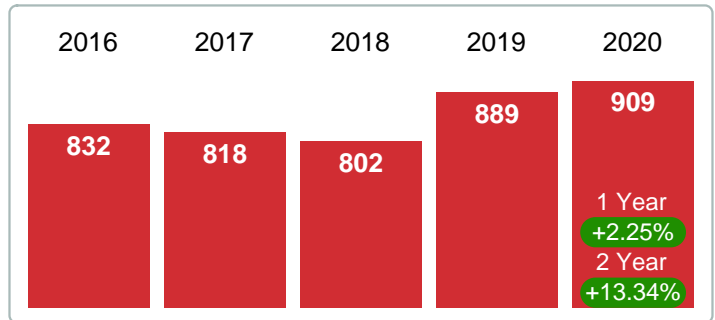
CLOSED LISTINGS

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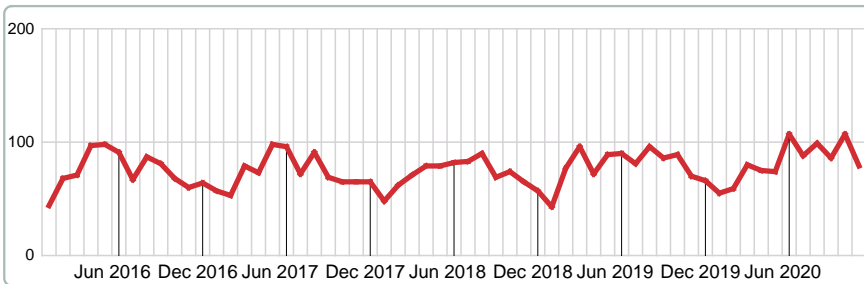
NOVEMBER



YEAR TO DATE (YTD)

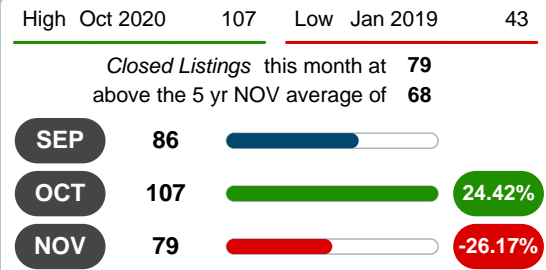


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	8.86%	63.0	6	0	1	0
\$60,001 - \$90,000	10	12.66%	14.0	6	4	0	0
\$90,001 - \$120,000	8	10.13%	26.0	4	3	0	1
\$120,001 - \$170,000	24	30.38%	5.5	3	20	1	0
\$170,001 - \$250,000	13	16.46%	15.0	3	8	2	0
\$250,001 - \$450,000	10	12.66%	13.0	2	4	4	0
\$450,001 and up	7	8.86%	56.0	1	0	4	2
Total Closed Units	79			25	39	12	3
Total Closed Volume	15,699,661	100%	14.0	3.54M	6.63M	4.02M	1.51M
Median Closed Price	\$150,000			\$100,500	\$155,000	\$376,500	\$700,000



November 2020

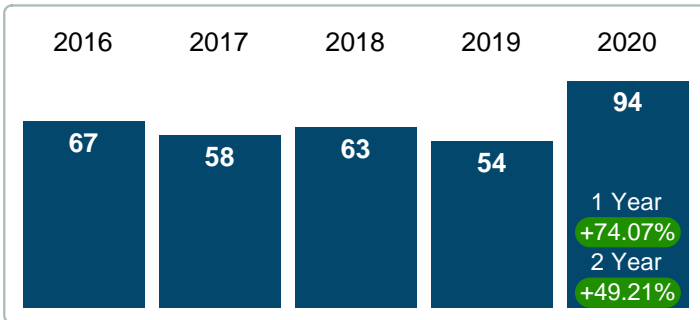
Area Delimited by County Of Creek



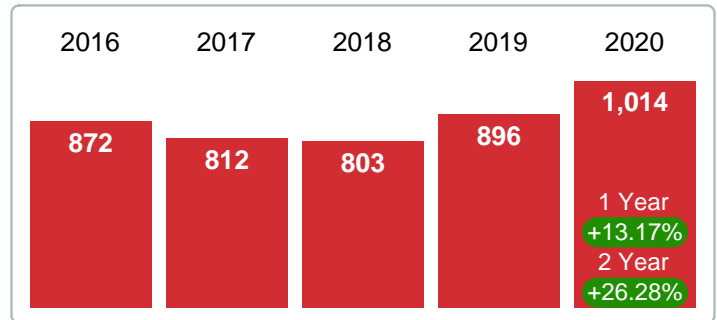
PENDING LISTINGS

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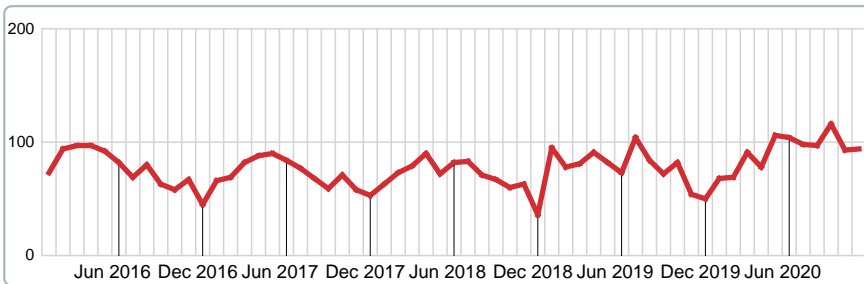
NOVEMBER



YEAR TO DATE (YTD)

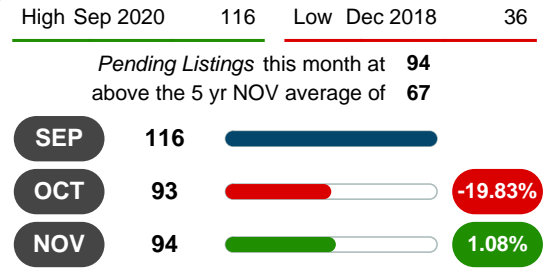


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	9.57%	28.0	5	2	2	0
\$60,001 - \$90,000	9	9.57%	16.0	8	1	0	0
\$90,001 - \$120,000	18	19.15%	19.5	5	12	1	0
\$120,001 - \$150,000	19	20.21%	31.0	4	15	0	0
\$150,001 - \$190,000	16	17.02%	5.0	2	10	4	0
\$190,001 - \$390,000	14	14.89%	19.0	3	7	3	1
\$390,001 and up	9	9.57%	73.0	0	1	5	3
Total Pending Units	94			27	48	15	4
Total Pending Volume	17,214,300	100%	16.5	3.09M	8.29M	3.99M	1.84M
Median Listing Price	\$139,000			\$95,000	\$139,000	\$244,000	\$440,000



November 2020

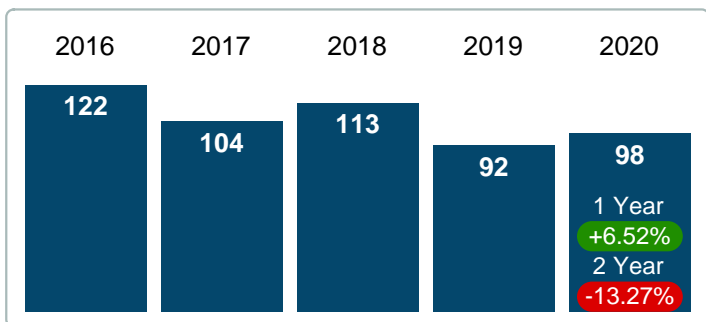
Area Delimited by County Of Creek



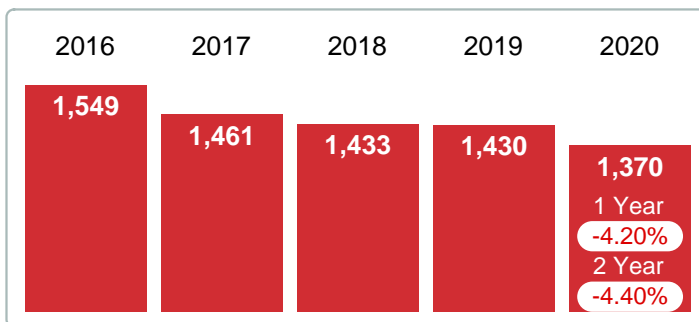
NEW LISTINGS

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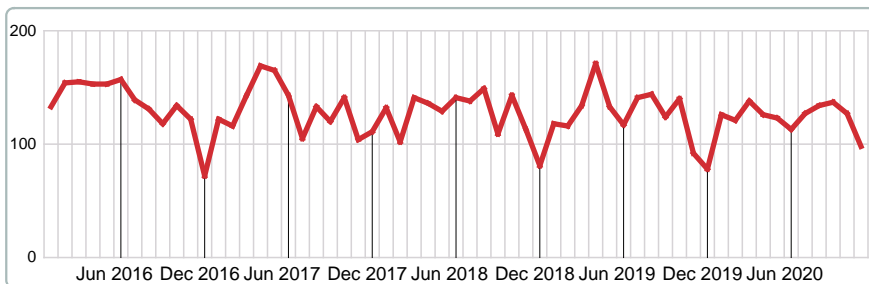
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 98
below the 5 yr NOV average of 106



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.18%	5	4	0	0
\$40,001 - \$60,000	12	12.24%	9	2	1	0
\$60,001 - \$90,000	11	11.22%	7	1	3	0
\$90,001 - \$160,000	27	27.55%	8	17	2	0
\$160,001 - \$210,000	17	17.35%	0	14	3	0
\$210,001 - \$310,000	12	12.24%	4	4	3	1
\$310,001 and up	10	10.20%	2	4	4	0
Total New Listed Units	98		35	46	16	1
Total New Listed Volume	15,748,959	100%	4.00M	7.94M	3.52M	289.00K
Median New Listed Listing Price	\$133,000		\$75,000	\$159,200	\$180,000	\$289,000



November 2020

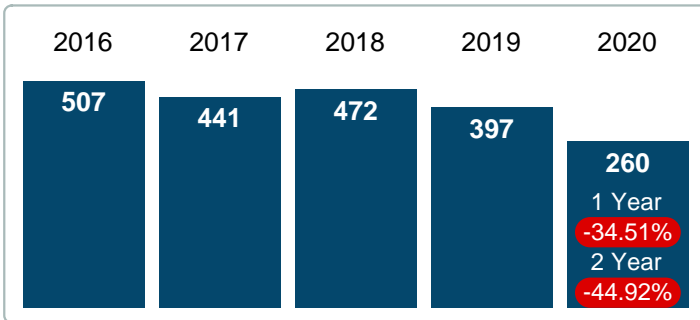
Area Delimited by County Of Creek



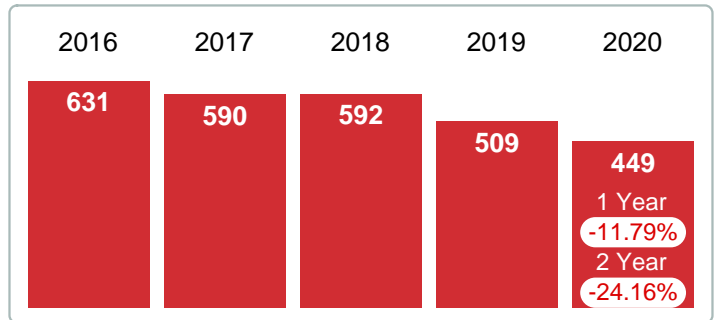
ACTIVE INVENTORY

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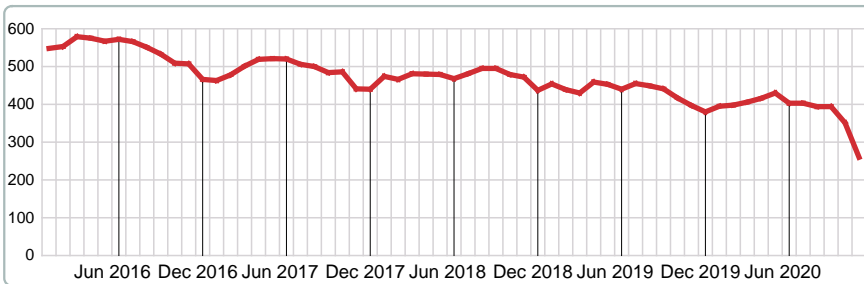
END OF NOVEMBER



ACTIVE DURING NOVEMBER

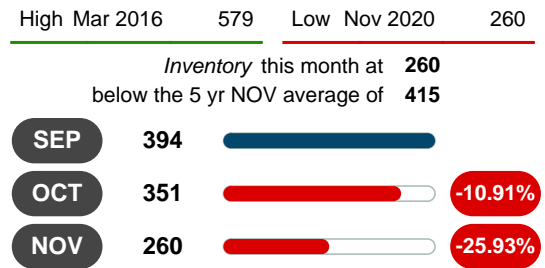


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 415



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	24	9.23%	74.5	11	10	2	1
\$10,001 - \$50,000	32	12.31%	115.0	31	1	0	0
\$50,001 - \$80,000	30	11.54%	40.0	24	3	2	1
\$80,001 - \$160,000	68	26.15%	72.0	42	21	3	2
\$160,001 - \$220,000	45	17.31%	63.0	23	17	5	0
\$220,001 - \$390,000	32	12.31%	62.5	18	7	4	3
\$390,001 and up	29	11.15%	68.0	6	6	8	9
Total Active Inventory by Units		260		155	65	24	16
Total Active Inventory by Volume		46,291,816	100%	21.03M	11.11M	7.21M	6.95M
Median Active Inventory Listing Price		\$127,500		\$92,500	\$155,000	\$222,000	\$416,750



November 2020

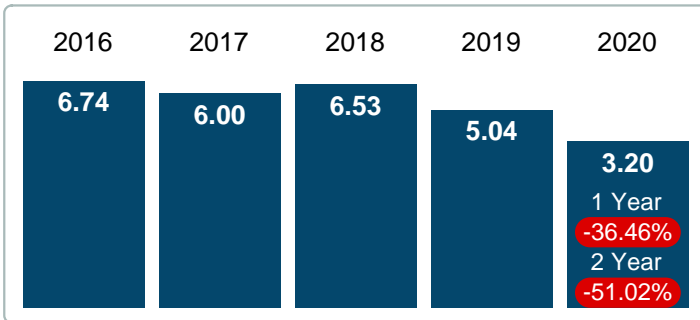
Area Delimited by County Of Creek



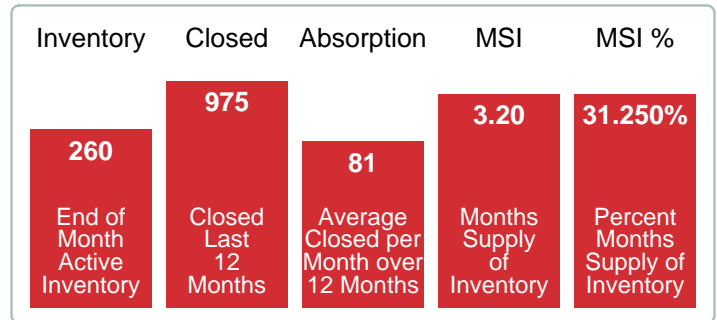
MONTHS SUPPLY of INVENTORY (MSI)

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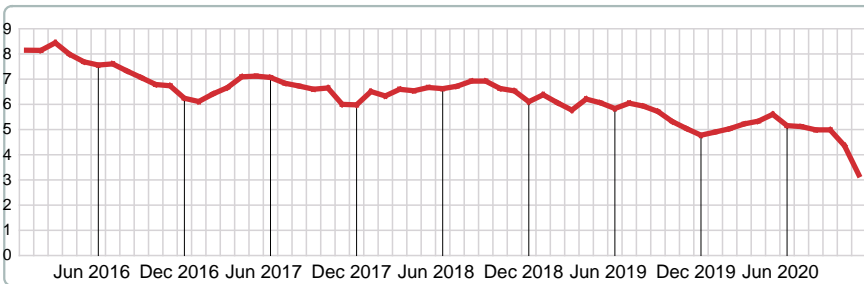
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

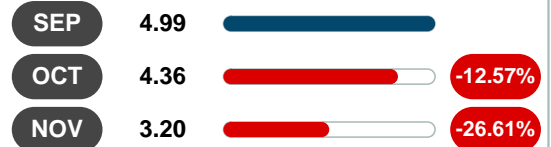


3 MONTHS

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

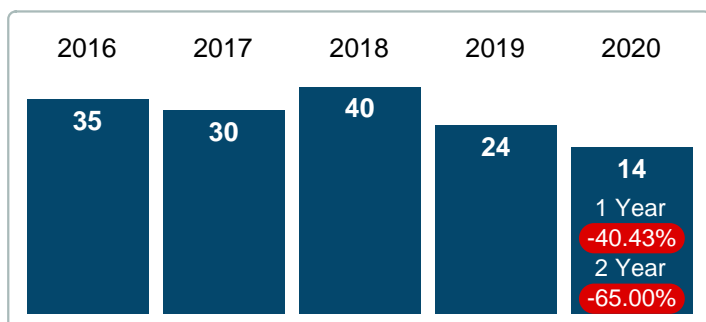
Area Delimited by County Of Creek



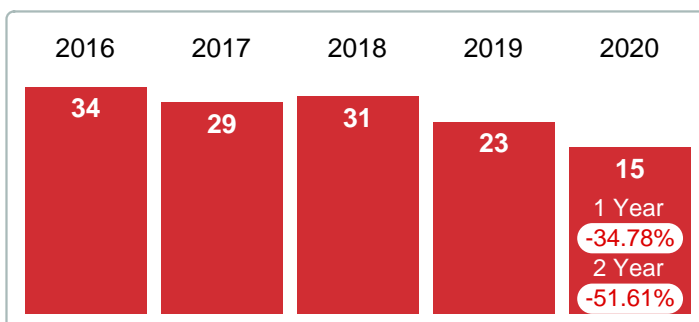
MEDIAN DAYS ON MARKET TO SALE

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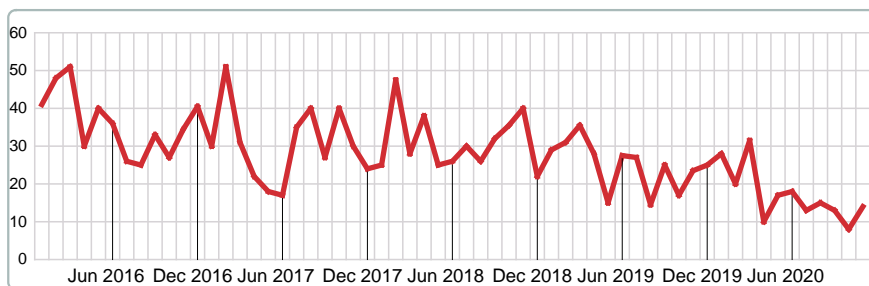
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 28

High Feb 2017 51 Low Oct 2020 8

Median Days on Market to Sale this month at 14 below the 5 yr NOV average of 28

- SEP 13
- OCT 8 (-38.46%)
- NOV 14 (75.00%)

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
\$60,000 and less	8.86%	63	70	0	40	0
\$60,001 - \$90,000	12.66%	14	23	9	0	0
\$90,001 - \$120,000	10.13%	26	15	48	0	47
\$120,001 - \$170,000	30.38%	6	1	6	64	0
\$170,001 - \$250,000	16.46%	15	43	13	6	0
\$250,001 - \$450,000	12.66%	13	106	8	9	0
\$450,001 and up	8.86%	56	41	0	108	37
Median Closed DOM		14	31	7	27	47
Total Closed Units	100%	14.0	25	39	12	3
Total Closed Volume		15,699,661	3.54M	6.63M	4.02M	1.51M



November 2020

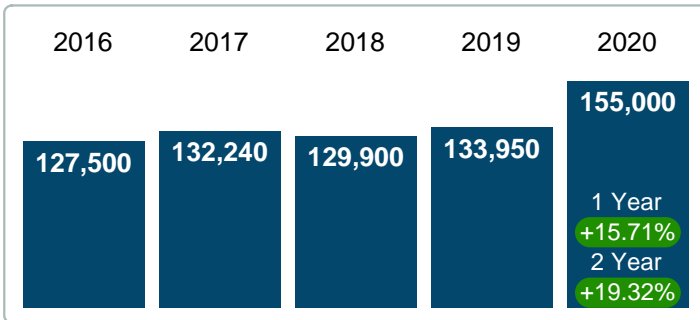
Area Delimited by County Of Creek



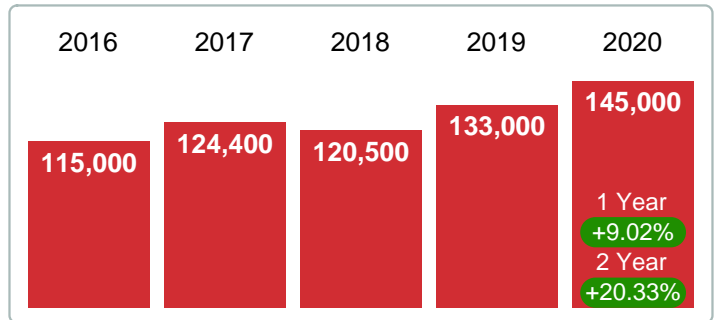
MEDIAN LIST PRICE AT CLOSING

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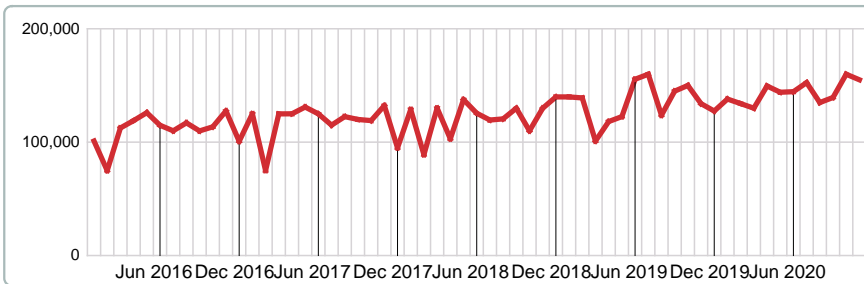
NOVEMBER



YEAR TO DATE (YTD)

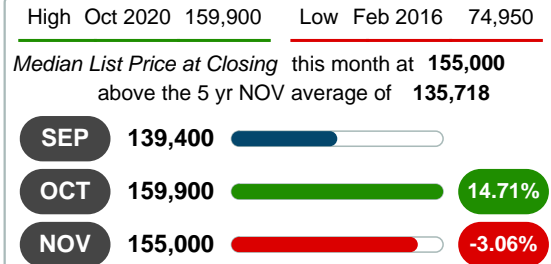


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 135,718



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
\$50,000 and less	5	6.33%	7,500	7,500	0	0	0
\$50,001 - \$75,000	8	10.13%	65,000	65,000	70,000	65,000	0
\$75,001 - \$125,000	14	17.72%	109,900	109,900	89,900	125,000	110,000
\$125,001 - \$150,000	11	13.92%	135,000	131,950	145,000	0	0
\$150,001 - \$250,000	24	30.38%	172,448	199,900	167,000	187,456	0
\$250,001 - \$450,000	11	13.92%	375,000	350,000	344,950	399,900	0
\$450,001 and up	6	7.59%	657,000	841,620	0	469,900	723,250
Median List Price			155,000	109,900	159,000	382,450	699,000
Total Closed Units		100%	155,000	25	39	12	3
Total Closed Volume			15,988,526	3.63M	6.70M	4.10M	1.56M



November 2020

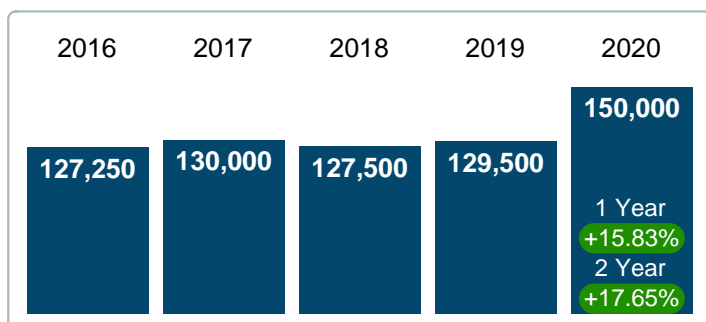
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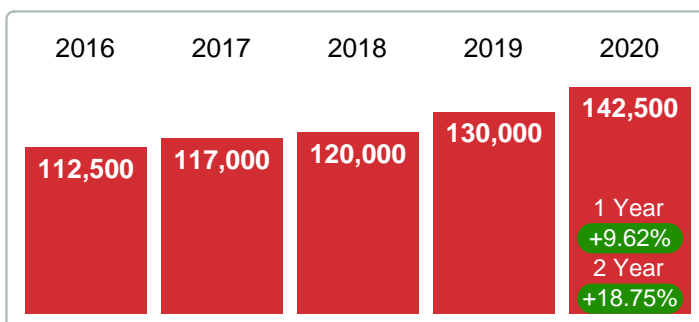
MEDIAN SOLD PRICE AT CLOSING

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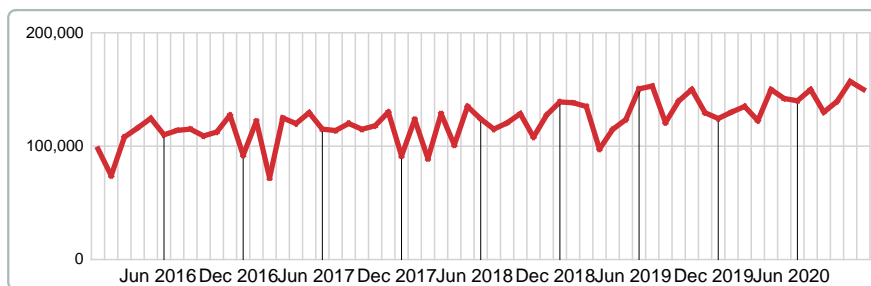
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

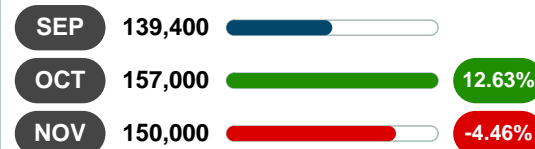


3 MONTHS

5 year NOV AVG = 132,850

High Oct 2020 157,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at 150,000 above the 5 yr NOV average of 132,850



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
\$60,000 and less	8.86%	31,500	19,500	0	40,500	0
\$60,001 - \$90,000	12.66%	73,350	73,350	70,000	0	0
\$90,001 - \$120,000	10.13%	105,500	114,000	95,000	0	105,000
\$120,001 - \$170,000	30.38%	148,750	147,500	150,000	132,000	0
\$170,001 - \$250,000	16.46%	199,000	184,000	214,600	192,456	0
\$250,001 - \$450,000	12.66%	376,500	375,000	342,500	376,500	0
\$450,001 and up	8.86%	615,000	775,000	0	462,450	701,975
Median Sold Price		150,000	100,500	155,000	376,500	700,000
Total Closed Units	100%	79	25	39	12	3
Total Closed Volume		15,699,661	3.54M	6.63M	4.02M	1.51M

November 2020

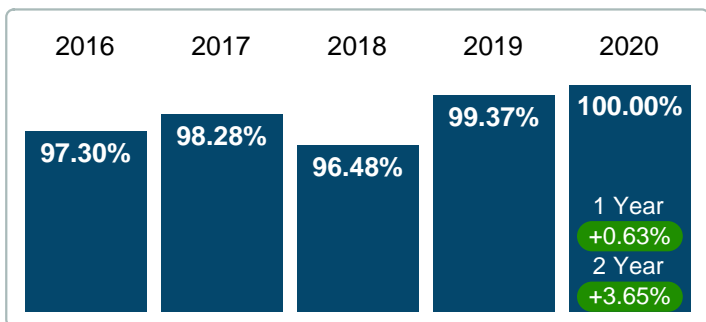
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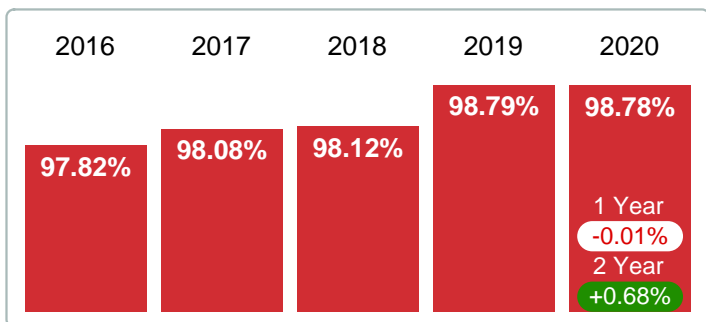
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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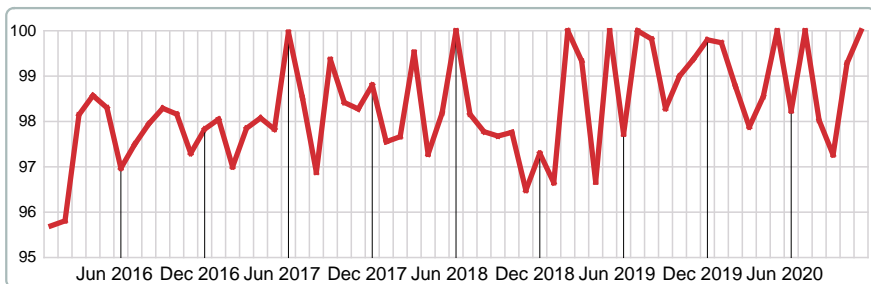
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

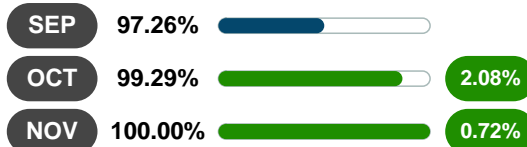


3 MONTHS

5 year NOV AVG = 98.29%

High Nov 2020 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **98.29%**



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
\$60,000 and less	7	8.86%	95.74%	97.87%	0.00%	62.31%	0.00%
\$60,001 - \$90,000	10	12.66%	96.96%	100.00%	93.83%	0.00%	0.00%
\$90,001 - \$120,000	8	10.13%	98.23%	97.01%	104.45%	0.00%	95.45%
\$120,001 - \$170,000	24	30.38%	100.00%	100.00%	100.00%	105.60%	0.00%
\$170,001 - \$250,000	13	16.46%	100.00%	87.54%	100.00%	103.03%	0.00%
\$250,001 - \$450,000	10	12.66%	100.14%	106.15%	100.75%	98.64%	0.00%
\$450,001 and up	7	8.86%	100.00%	92.08%	0.00%	100.00%	97.18%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	95.45%
Total Closed Units		79	100%	25	39	12	3
Total Closed Volume		15,699,661		3.54M	6.63M	4.02M	1.51M



November 2020

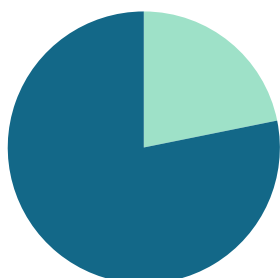
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

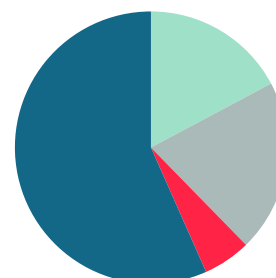


Inventory
 New Listings
98 = 21.83%
 Start Inventory
351
 Total Inventory Units
449
 Volume
\$84,147,852

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%
Median List Price	133,950	155,000	15.71%	133,000	145,000	9.02%
Median Sale Price	129,500	150,000	15.83%	130,000	142,500	9.62%
Median Percent of Selling Price to List Price	99.37%	100.00%	0.63%	98.79%	98.78%	-0.01%
Median Days on Market to Sale	23.50	14.00	-40.43%	23.00	15.00	-34.78%
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

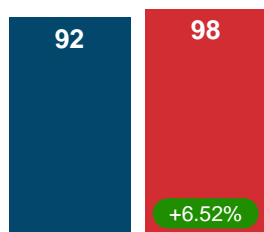
Inventory on November 30, 2020 = **260**

2019 **2020**

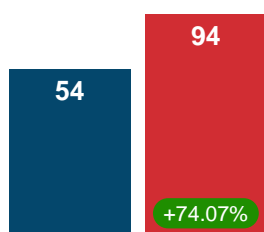
NOVEMBER MARKET

MEDIAN PRICES

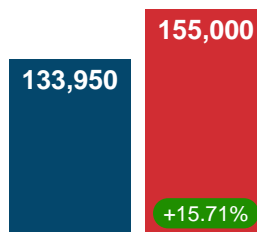
New Listings



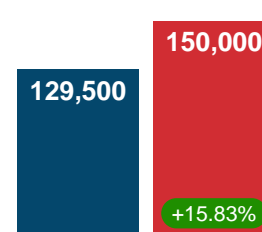
Pending Listings



List Price



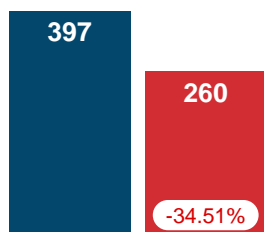
Sale Price



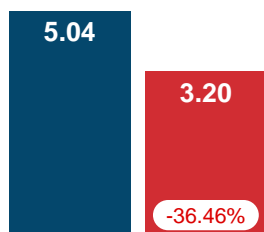
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

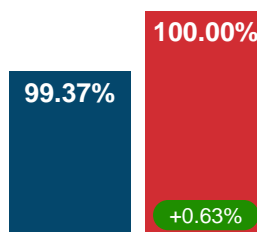
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

