

October 2020

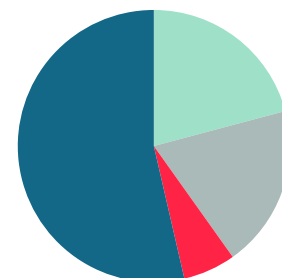
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	89	107	20.22%
Pending Listings	82	99	20.73%
New Listings	140	127	-9.29%
Average List Price	165,198	194,118	17.51%
Average Sale Price	160,867	187,387	16.49%
Average Percent of Selling Price to List Price	96.90%	96.86%	-0.04%
Average Days on Market to Sale	32.82	26.45	-19.41%
End of Month Inventory	417	275	-34.05%
Months Supply of Inventory	5.32	3.42	-35.69%



■ Closed (20.86%)
■ Pending (19.30%)
■ Other OffMarket (6.24%)
■ Active (53.61%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of October 31, 2020 = **275**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **34.05%** to 275 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **3.42** 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 **16.49%** in October 2020 to \$187,387 versus the previous year at \$160,867.

Average Days on Market Shortens

The average number of **26.45** days that homes spent on the market before selling decreased by 6.37 days or **19.41%** in October 2020 compared to last year's same month at **32.82** DOM.

Sales Success for October 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 127 New Listings in October 2020, down **9.29%** from last year at 140. Furthermore, there were 107 Closed Listings this month versus last year at 89, a **20.22%** increase.

Closed versus Listed trends yielded a **84.3%** ratio, up from previous year's, October 2019, at **63.6%**, a **32.53%** 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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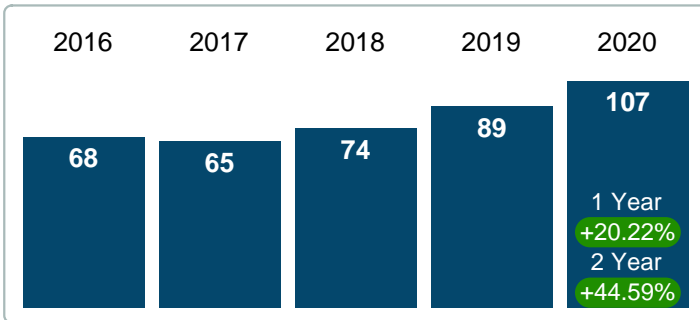
Area Delimited by County Of Creek



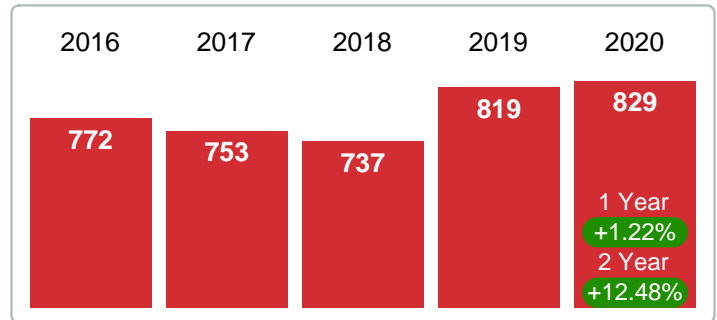
CLOSED LISTINGS

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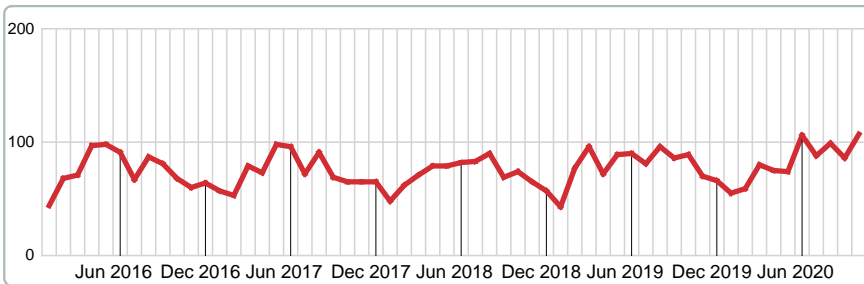
OCTOBER



YEAR TO DATE (YTD)

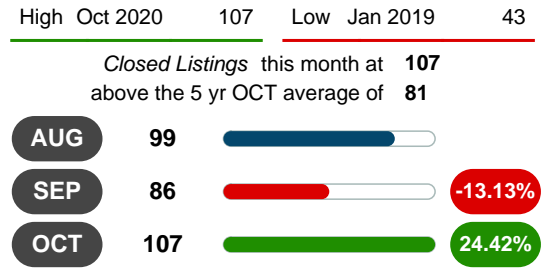


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 81



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	7	6.54%	44.7	4	3	0	0
\$50,001 - \$100,000	17	15.89%	34.0	10	7	0	0
\$100,001 - \$125,000	12	11.21%	18.1	2	10	0	0
\$125,001 - \$175,000	29	27.10%	24.3	3	24	2	0
\$175,001 - \$225,000	14	13.08%	7.0	1	7	5	1
\$225,001 - \$325,000	15	14.02%	24.9	2	10	3	0
\$325,001 and up	13	12.15%	42.1	2	3	7	1
Total Closed Units	107			24	64	17	2
Total Closed Volume	20,050,383	100%	26.4	3.23M	11.09M	5.07M	660.12K
Average Closed Price	\$187,387			\$134,683	\$173,314	\$297,988	\$330,058

October 2020



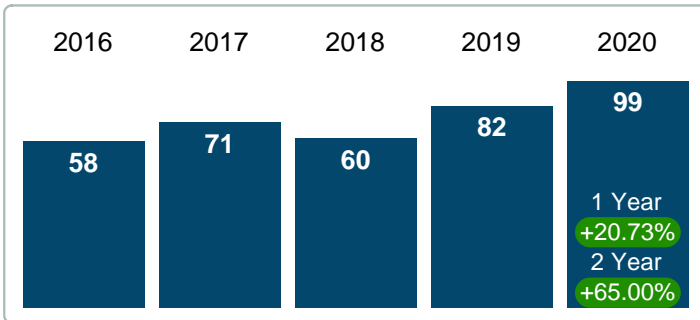
Area Delimited by County Of Creek



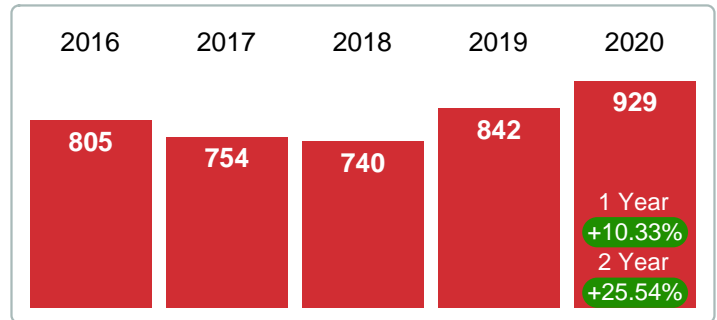
PENDING LISTINGS

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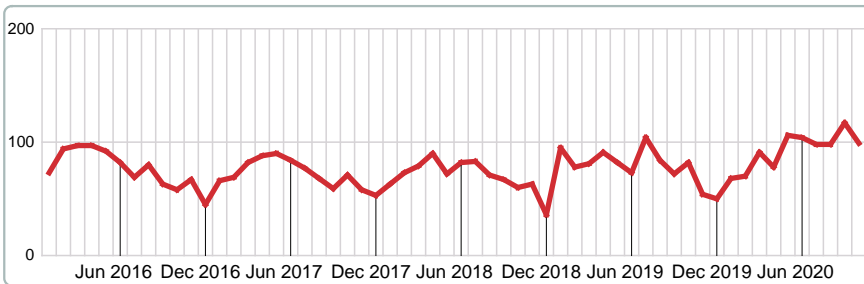
OCTOBER



YEAR TO DATE (YTD)

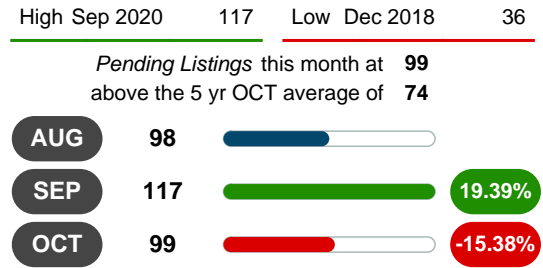


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



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	7.07%	72.1	7	0	0	0
\$50,001 - \$75,000	9	9.09%	46.2	6	2	0	1
\$75,001 - \$100,000	13	13.13%	31.7	4	7	2	0
\$100,001 - \$150,000	22	22.22%	29.5	4	15	3	0
\$150,001 - \$200,000	22	22.22%	23.7	3	18	1	0
\$200,001 - \$400,000	16	16.16%	49.4	5	6	4	1
\$400,001 and up	10	10.10%	63.0	1	6	3	0
Total Pending Units	99			30	54	13	2
Total Pending Volume	18,799,072	100%	26.3	4.33M	10.54M	3.52M	409.90K
Average Listing Price	\$235,520			\$144,273	\$195,270	\$270,492	\$204,950

October 2020

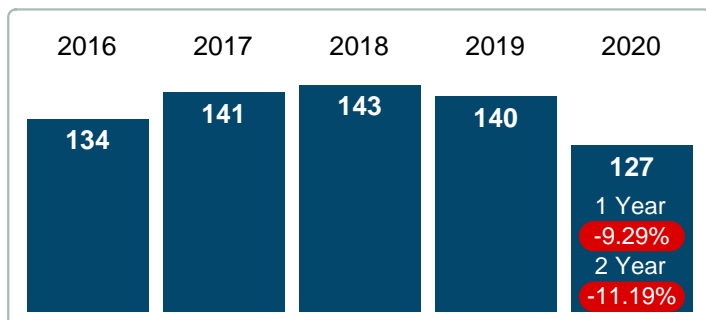
Area Delimited by County Of Creek



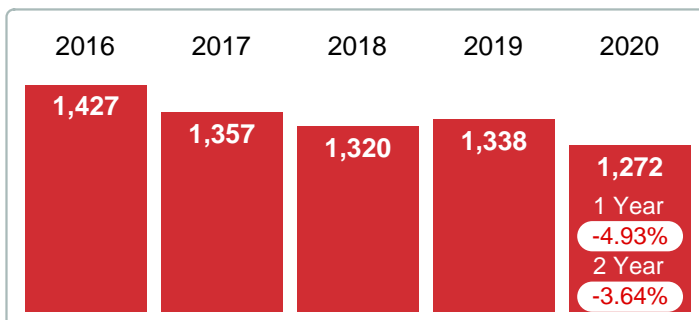
NEW LISTINGS

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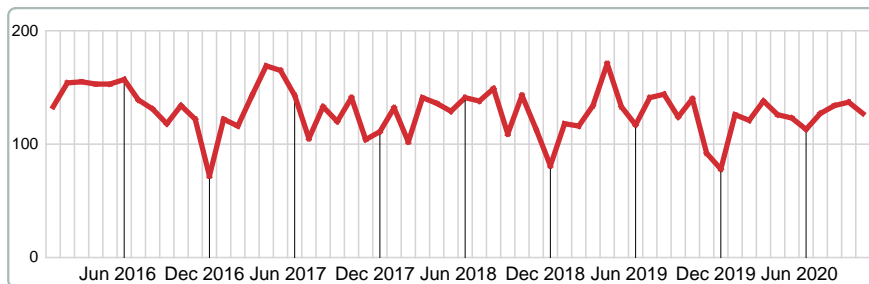
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 137

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 127
below the 5 yr OCT average of 137



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	10	7.87%	7	3	0	0
\$25,001 - \$75,000	18	14.17%	15	3	0	0
\$75,001 - \$100,000	14	11.02%	7	5	2	0
\$100,001 - \$150,000	30	23.62%	9	19	1	1
\$150,001 - \$225,000	27	21.26%	6	19	2	0
\$225,001 - \$375,000	14	11.02%	4	3	5	2
\$375,001 and up	14	11.02%	2	5	3	4
Total New Listed Units	127		50	57	13	7
Total New Listed Volume	22,818,593	100%	6.36M	9.89M	3.41M	3.16M
Average New Listed Listing Price	\$519,078		\$127,113	\$173,533	\$262,262	\$451,743

October 2020



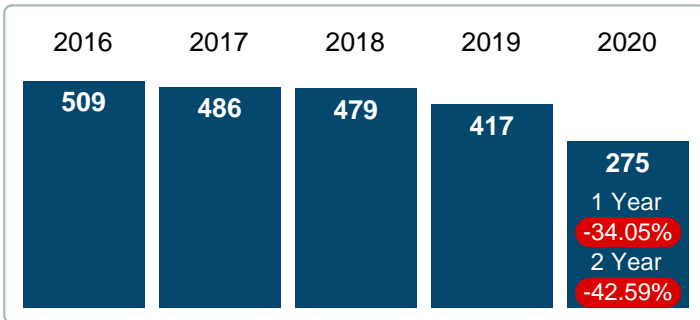
Area Delimited by County Of Creek



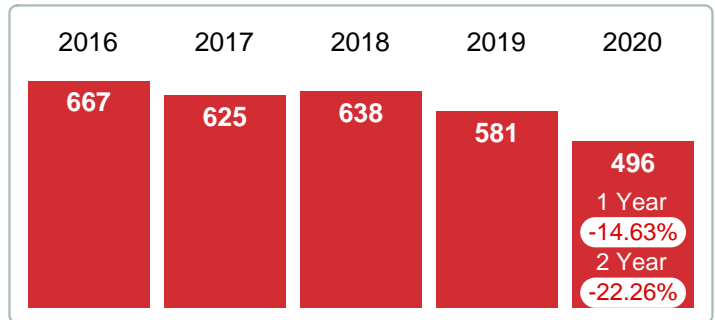
ACTIVE INVENTORY

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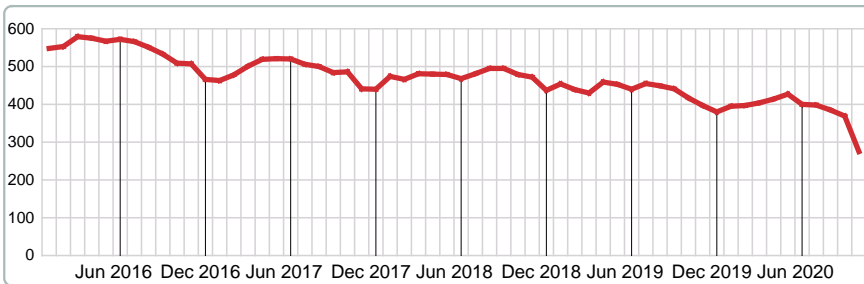
END OF OCTOBER



ACTIVE DURING OCTOBER

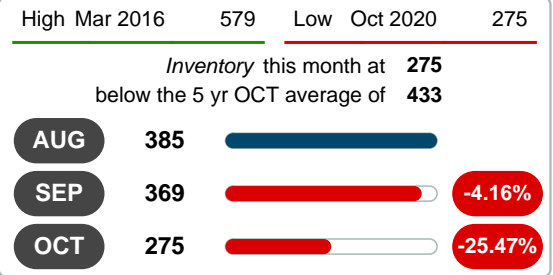


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 433



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	55	20.00%	106.9	43	8	3	1
\$50,001-\$100,000	48	17.45%	66.0	37	9	1	1
\$100,001-\$175,000	71	25.82%	73.2	34	35	0	2
\$175,001-\$250,000	39	14.18%	74.9	23	13	3	0
\$250,001-\$450,000	33	12.00%	88.4	13	7	7	6
\$450,001 and up	29	10.55%	88.2	9	2	9	9
Total Active Inventory by Units	275			159	74	23	19
Total Active Inventory by Volume	55,327,663	100%	82.3	25.00M	12.77M	8.71M	8.85M
Average Active Inventory Listing Price	\$201,192			\$157,219	\$172,628	\$378,482	\$465,805

October 2020



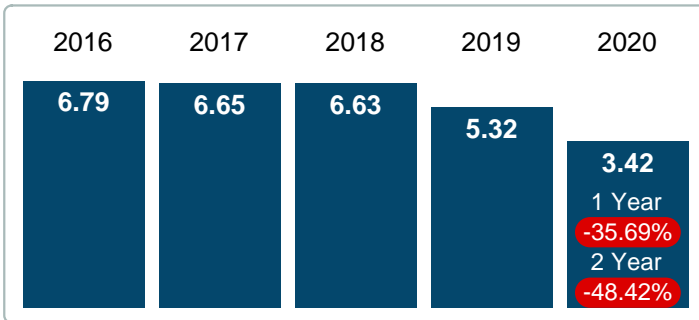
Area Delimited by County Of Creek



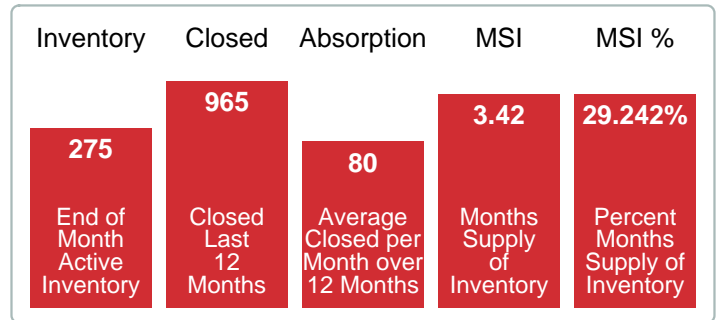
MONTHS SUPPLY of INVENTORY (MSI)

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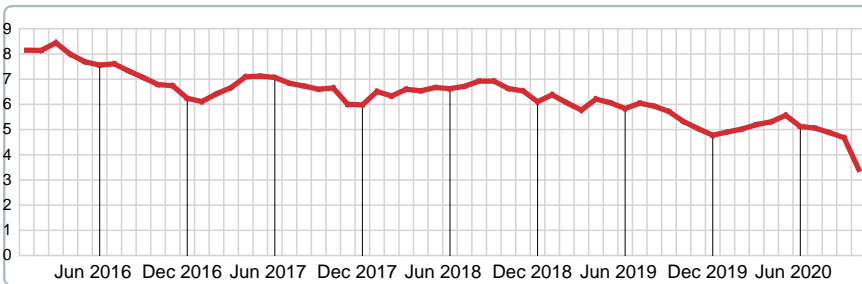
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

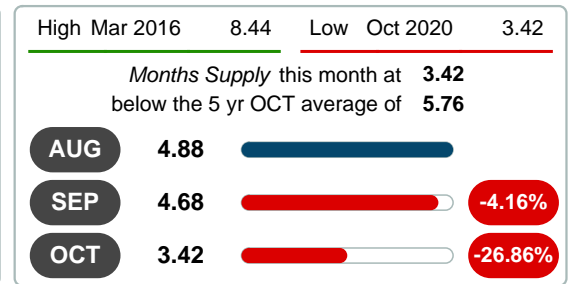


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.76



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	9.09%	7.50	8.35	4.80	12.00	0.00
\$20,001 - \$60,000	37	13.45%	4.11	5.04	1.09	3.00	0.00
\$60,001 - \$100,000	41	14.91%	3.08	5.07	1.29	4.00	6.00
\$100,001 - \$170,000	66	24.00%	2.48	6.98	1.68	0.00	12.00
\$170,001 - \$250,000	44	16.00%	2.67	14.29	1.36	1.13	0.00
\$250,001 - \$460,000	35	12.73%	3.82	17.33	2.21	1.96	6.00
\$460,001 and up	27	9.82%	10.80	18.00	4.80	7.38	16.00
Market Supply of Inventory (MSI)			3.42	7.17	1.67	2.01	7.86
Total Active Inventory by Units		100%	3.42	159	74	23	19

October 2020



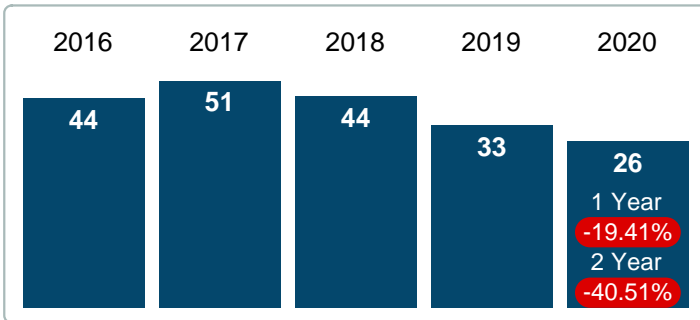
Area Delimited by County Of Creek



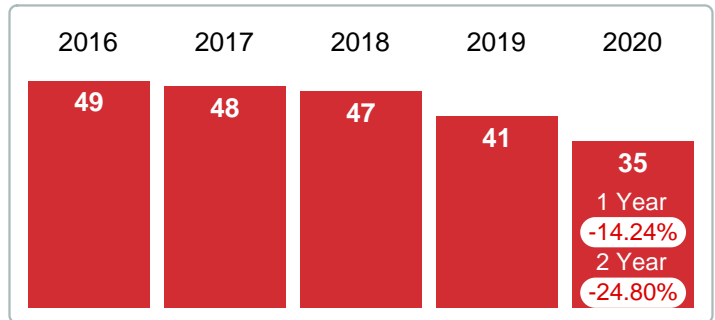
AVERAGE DAYS ON MARKET TO SALE

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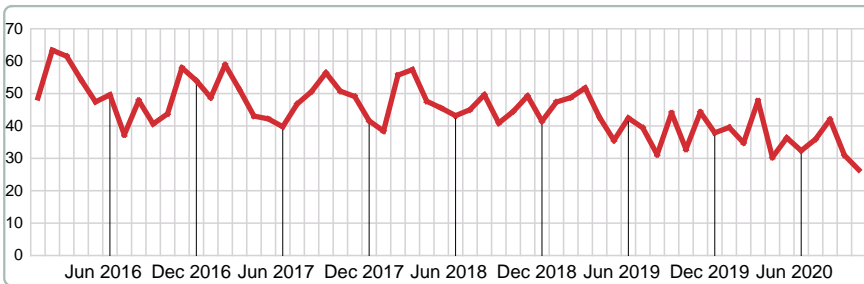
OCTOBER



YEAR TO DATE (YTD)

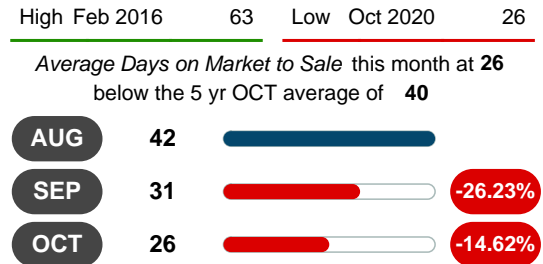


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



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	6.54%	45	33	61	0	0
\$50,001 - \$100,000	15.89%	34	23	49	0	0
\$100,001 - \$125,000	11.21%	18	4	21	0	0
\$125,001 - \$175,000	27.10%	24	11	25	33	0
\$175,001 - \$225,000	13.08%	7	19	7	4	8
\$225,001 - \$325,000	14.02%	25	49	21	21	0
\$325,001 and up	12.15%	42	68	7	43	88
Average Closed DOM		26	27	25	27	48
Total Closed Units	100%	26	24	64	17	2
Total Closed Volume		20,050,383	3.23M	11.09M	5.07M	660.12K

October 2020



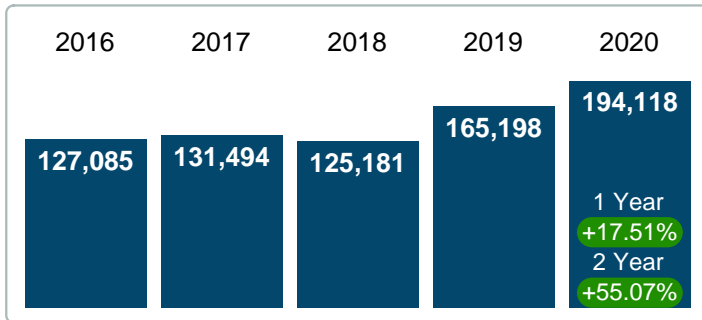
Area Delimited by County Of Creek



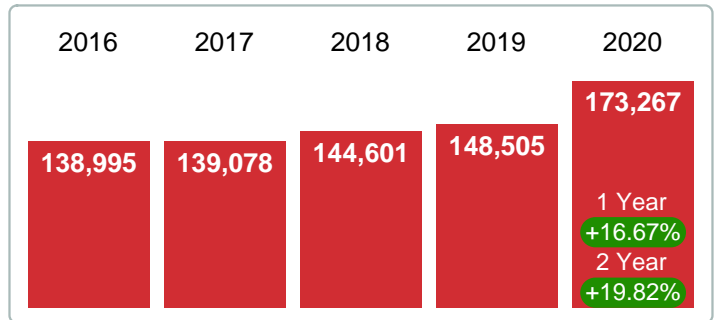
AVERAGE LIST PRICE AT CLOSING

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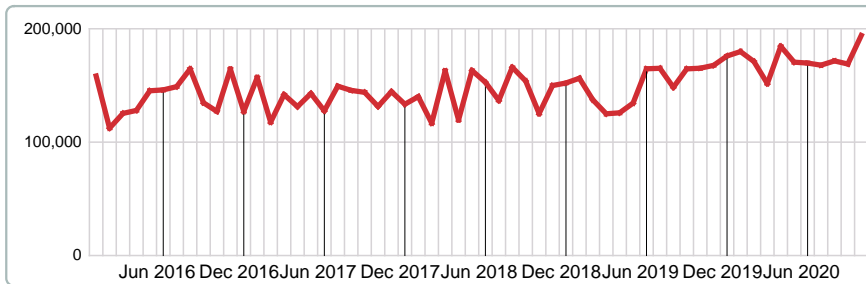
OCTOBER



YEAR TO DATE (YTD)

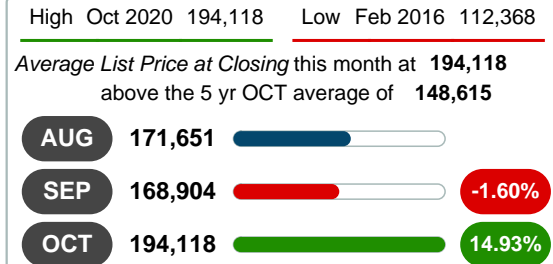


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 148,615



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	5.61%	34,650	34,500	43,267	0	0
\$50,001 - \$100,000	22	20.56%	84,823	82,000	84,600	0	0
\$100,001 - \$125,000	5	4.67%	113,960	114,950	113,630	0	0
\$125,001 - \$175,000	32	29.91%	153,198	156,133	154,656	166,950	0
\$175,001 - \$225,000	14	13.08%	197,800	193,000	192,014	203,760	199,200
\$225,001 - \$325,000	12	11.21%	271,375	337,000	273,350	312,333	0
\$325,001 and up	16	14.95%	449,924	534,450	549,659	417,557	470,000
Average List Price			194,118	149,675	176,510	306,624	334,600
Total Closed Units		100%	194,118	24	64	17	2
Total Closed Volume			20,770,628	3.59M	11.30M	5.21M	669.20K

October 2020



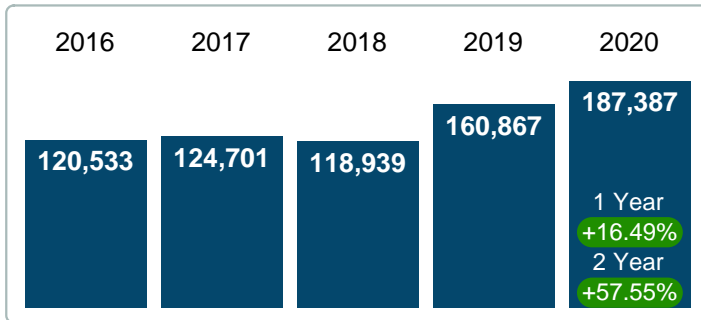
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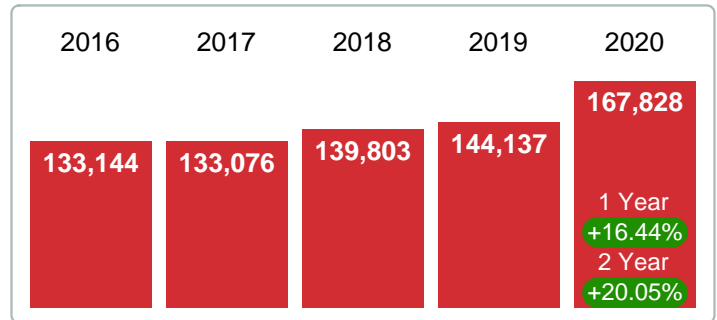
AVERAGE SOLD PRICE AT CLOSING

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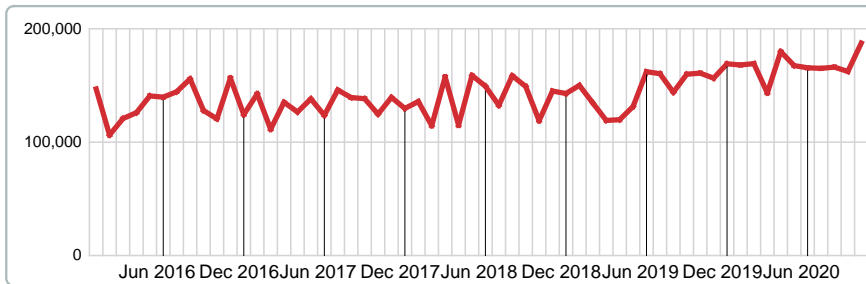
OCTOBER



YEAR TO DATE (YTD)

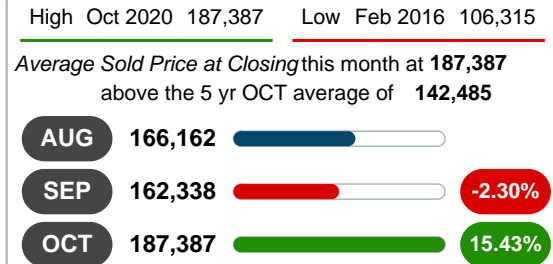


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 142,485



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	6.54%	33,441	30,875	36,863	0	
\$50,001 - \$100,000	17	15.89%	79,865	80,950	78,314	0	
\$100,001 - \$125,000	12	11.21%	113,504	114,700	113,265	0	
\$125,001 - \$175,000	29	27.10%	152,971	150,833	152,281	164,450	
\$175,001 - \$225,000	14	13.08%	196,858	180,000	191,571	204,980	
\$225,001 - \$325,000	15	14.02%	269,987	241,250	265,830	303,000	
\$325,001 and up	13	12.15%	450,352	477,500	548,859	400,429	
Average Sold Price		187,387		134,683	173,314	297,988	330,058
Total Closed Units		107		24	64	17	2
Total Closed Volume		20,050,383		3.23M	11.09M	5.07M	660.12K

October 2020



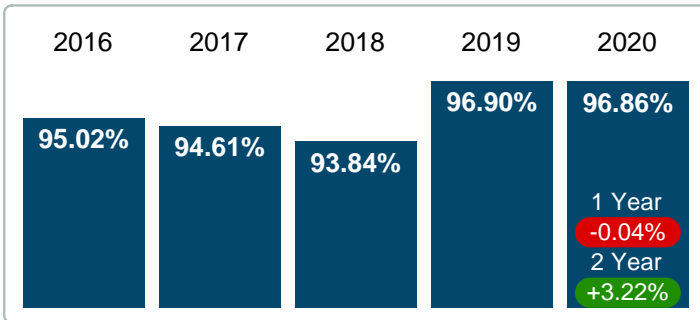
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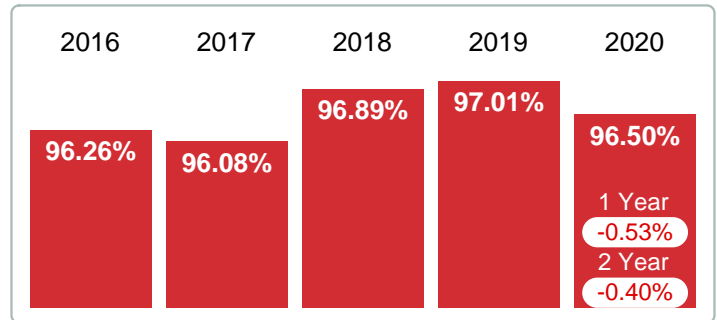
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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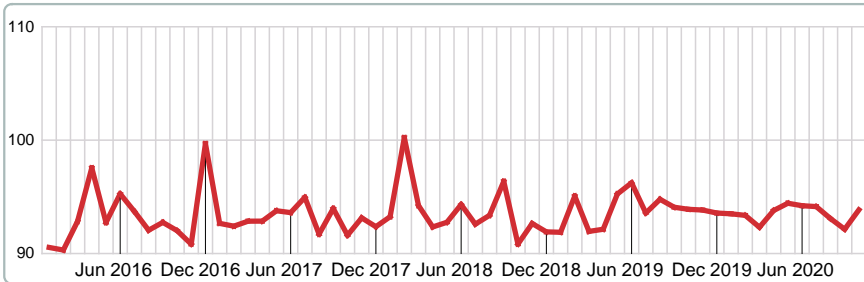
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

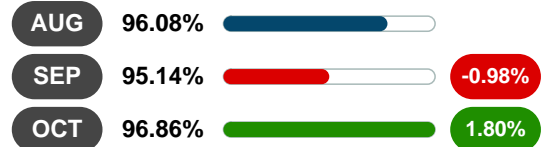


3 MONTHS

5 year OCT AVG = 95.45%

High Feb 2018 103.22% Low Feb 2016 93.31%

Average Sold/List Ratio this month at **96.86%**
above the 5 yr OCT average of **95.45%**



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	7	6.54%	86.27%	88.46%	83.34%	0.00%	0.00%
\$50,001 - \$100,000	17	15.89%	96.26%	98.70%	92.77%	0.00%	0.00%
\$100,001 - \$125,000	12	11.21%	100.36%	99.77%	100.48%	0.00%	0.00%
\$125,001 - \$175,000	29	27.10%	98.36%	96.78%	98.52%	98.77%	0.00%
\$175,001 - \$225,000	14	13.08%	100.08%	93.26%	99.84%	100.71%	105.48%
\$225,001 - \$325,000	15	14.02%	94.44%	74.59%	97.58%	97.25%	0.00%
\$325,001 and up	13	12.15%	96.06%	89.36%	99.77%	96.42%	95.74%
Average Sold/List Ratio		96.90%		93.83%	97.54%	98.11%	100.61%
Total Closed Units		107	100%	24	64	17	2
Total Closed Volume		20,050,383		3.23M	11.09M	5.07M	660.12K

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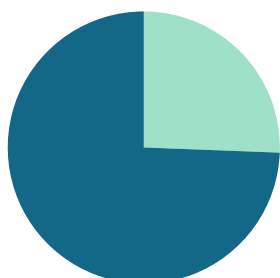
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

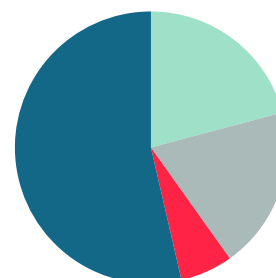


Inventory
 New Listings
127 = 25.60%
 Start Inventory
369
 Total Inventory Units
496
 Volume
\$97,423,535

Market Activity

Closed Sales
107 = 20.86%
 Pending Sales
99 = 19.30%
 Other Off Market
32 = 6.24%
 Active Inventory
275 = 53.61%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	89	107	20.22%	819	829	1.22%
Pending Sales	82	99	20.73%	842	929	10.33%
New Listings	140	127	-9.29%	1,338	1,272	-4.93%
Average List Price	165,198	194,118	17.51%	148,505	173,267	16.67%
Average Sale Price	160,867	187,387	16.49%	144,137	167,828	16.44%
Average Percent of Selling Price to List Price	96.90%	96.86%	-0.04%	97.01%	96.50%	-0.53%
Average Days on Market to Sale	32.82	26.45	-19.41%	41.14	35.28	-14.24%
Monthly Inventory	417	275	-34.05%	417	275	-34.05%
Months Supply of Inventory	5.32	3.42	-35.69%	5.32	3.42	-35.69%

Absorption: Last 12 months, an Average of **80** Sales/Month

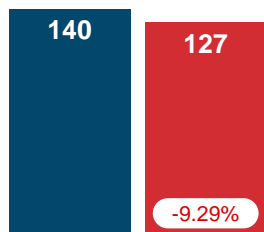
Inventory on October 31, 2020 = **275**

2019 **2020**

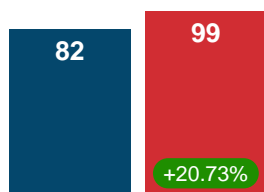
OCTOBER MARKET

AVERAGE PRICES

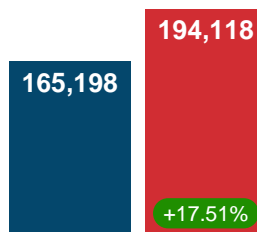
New Listings



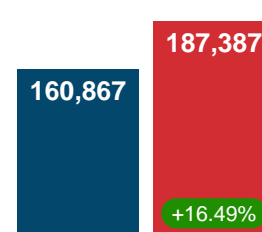
Pending Listings



List Price



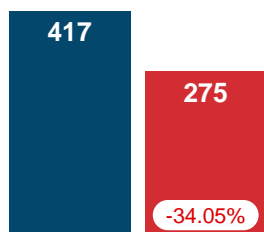
Sale Price



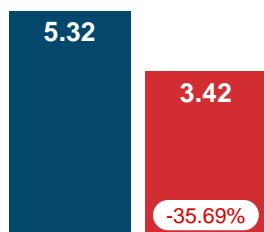
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

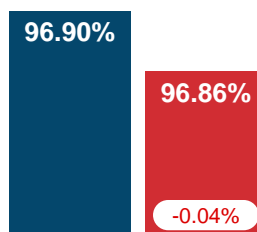
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

