



September 2020

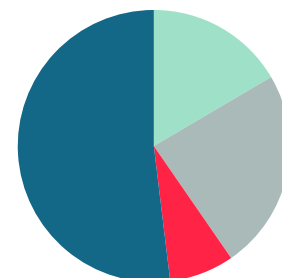
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	86	86	0.00%
Pending Listings	72	124	72.22%
New Listings	124	137	10.48%
Average List Price	164,626	168,904	2.60%
Average Sale Price	159,902	162,338	1.52%
Average Percent of Selling Price to List Price	97.08%	95.14%	-2.00%
Average Days on Market to Sale	43.99	30.98	-29.58%
End of Month Inventory	441	270	-38.78%
Months Supply of Inventory	5.71	3.42	-40.13%



■ Closed (16.54%)
■ Pending (23.85%)
■ Other OffMarket (7.69%)
■ Active (51.92%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of September 30, 2020 = **270**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.78%** to 270 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 **3.42** 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 **1.52%** in September 2020 to \$162,338 versus the previous year at \$159,902.

Average Days on Market Shortens

The average number of **30.98** days that homes spent on the market before selling decreased by 13.01 days or **29.58%** in September 2020 compared to last year's same month at **43.99** DOM.

Sales Success for September 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 137 New Listings in September 2020, up **10.48%** from last year at 124. Furthermore, there were 86 Closed Listings this month versus last year at 86, a **0.00%** decrease.

Closed versus Listed trends yielded a **62.8%** ratio, down from previous year's, September 2019, at **69.4%**, a **9.49%** downswing. 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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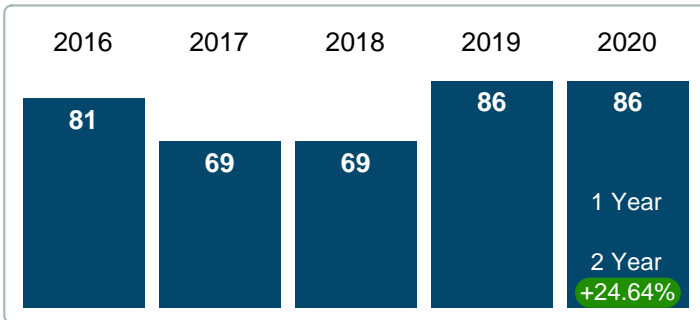
Area Delimited by County Of Creek



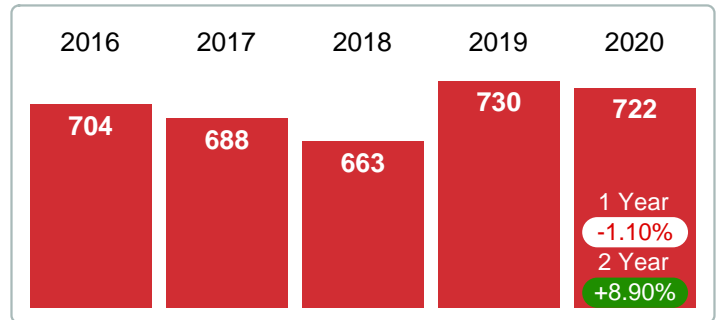
CLOSED LISTINGS

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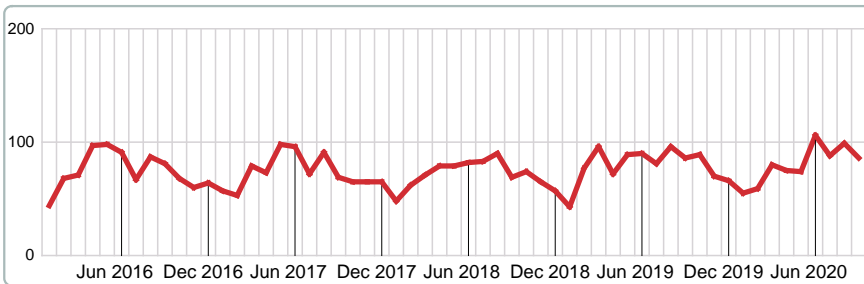
SEPTEMBER



YEAR TO DATE (YTD)

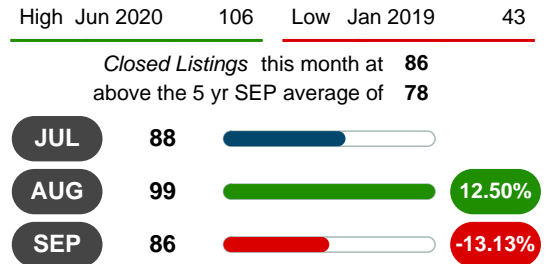


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	9.30%	38.5	8	0	0	0
\$25,001 - \$75,000	12	13.95%	39.9	9	3	0	0
\$75,001 - \$100,000	10	11.63%	22.4	3	7	0	0
\$100,001 - \$150,000	22	25.58%	30.5	5	15	1	1
\$150,001 - \$175,000	7	8.14%	11.7	0	7	0	0
\$175,001 - \$325,000	18	20.93%	32.8	2	11	4	1
\$325,001 and up	9	10.47%	34.4	3	2	2	2
Total Closed Units	86			30	45	7	4
Total Closed Volume	13,961,074	100%	31.0	3.30M	7.35M	1.74M	1.57M
Average Closed Price	\$162,338			\$110,120	\$163,411	\$247,857	\$392,250



September 2020

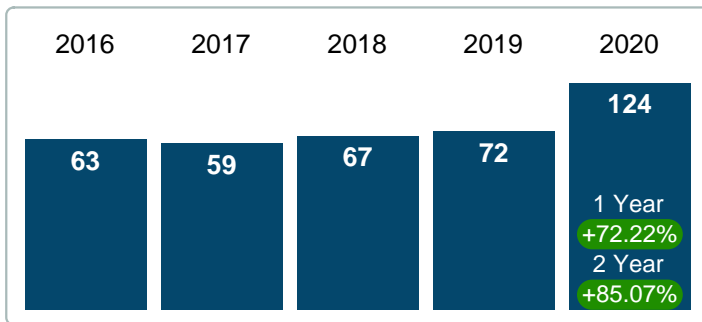
Area Delimited by County Of Creek



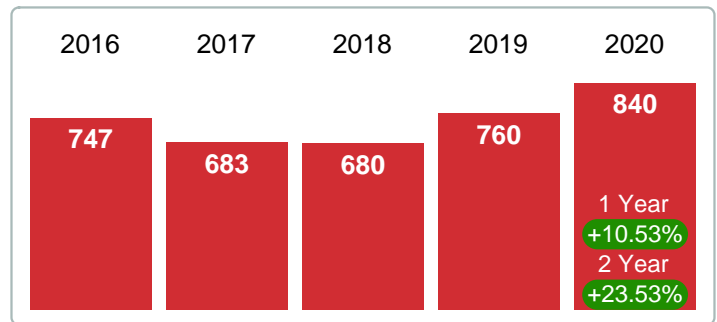
PENDING LISTINGS

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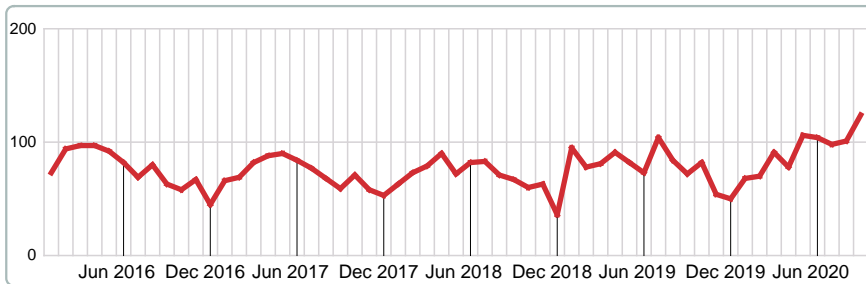
SEPTEMBER



YEAR TO DATE (YTD)

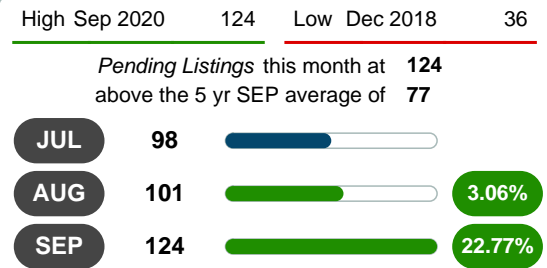


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



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	9	7.26%	36.7	6	3	0	0
\$50,001 - \$75,000	8	6.45%	89.8	4	3	1	0
\$75,001 - \$125,000	25	20.16%	27.4	10	12	2	1
\$125,001 - \$150,000	24	19.35%	20.6	7	17	0	0
\$150,001 - \$200,000	26	20.97%	32.8	3	19	3	1
\$200,001 - \$325,000	17	13.71%	20.2	0	12	5	0
\$325,001 and up	15	12.10%	39.1	3	2	8	2
Total Pending Units	124			33	68	19	4
Total Pending Volume	22,669,015	100%	20.5	4.63M	10.82M	5.46M	1.76M
Average Listing Price	\$193,745			\$140,422	\$159,168	\$287,158	\$438,925



September 2020

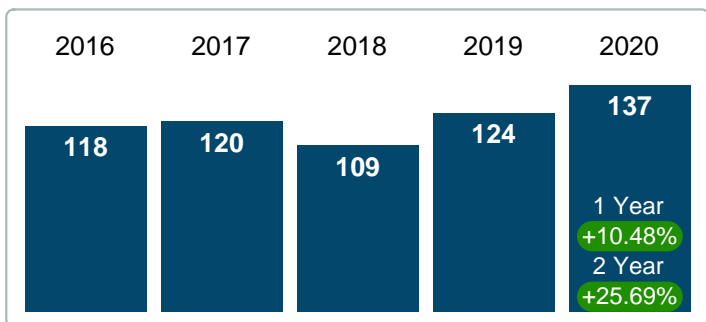
Area Delimited by County Of Creek



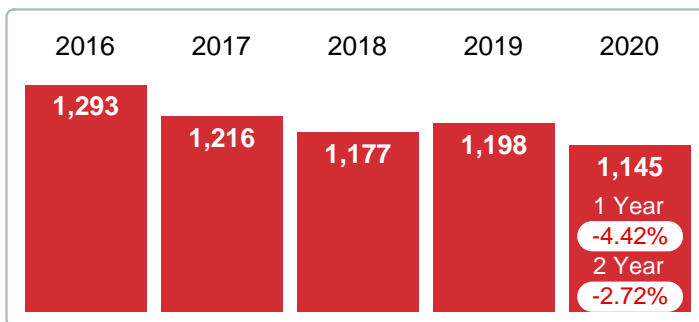
NEW LISTINGS

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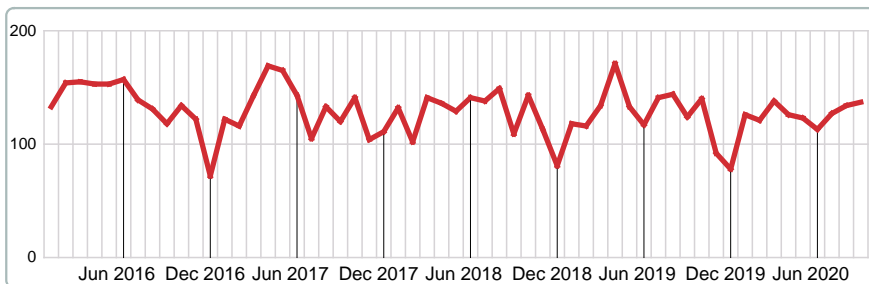
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

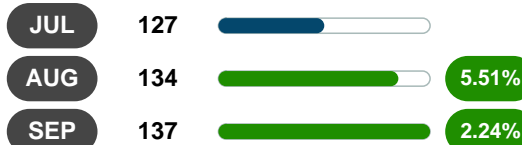


3 MONTHS

5 year SEP AVG = 122

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 137
above the 5 yr SEP average of 122



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	7.30%	4	5	1	0
\$50,001 - \$75,000	6	4.38%	3	2	0	1
\$75,001 - \$125,000	35	25.55%	22	13	0	0
\$125,001 - \$150,000	24	17.52%	8	16	0	0
\$150,001 - \$250,000	32	23.36%	6	23	3	0
\$250,001 - \$375,000	17	12.41%	7	4	6	0
\$375,001 and up	13	9.49%	2	4	3	4
Total New Listed Units	137		52	67	13	5
Total New Listed Volume	26,883,395	100%	8.45M	11.04M	4.25M	3.14M
Average New Listed Listing Price	\$220,067		\$162,510	\$164,719	\$327,138	\$628,780



September 2020

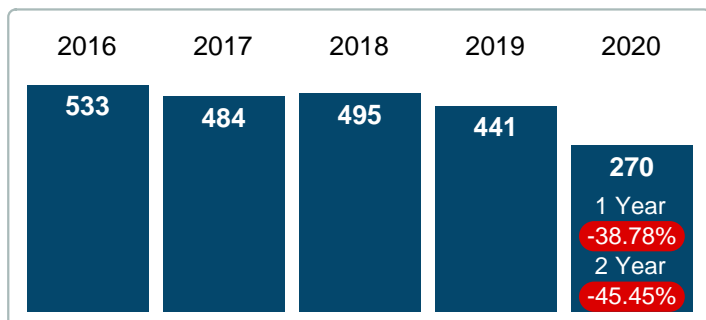
Area Delimited by County Of Creek



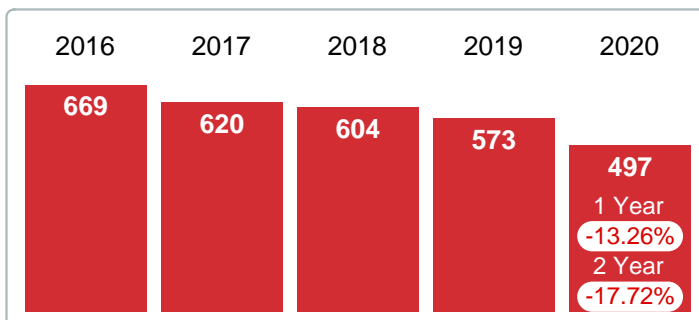
ACTIVE INVENTORY

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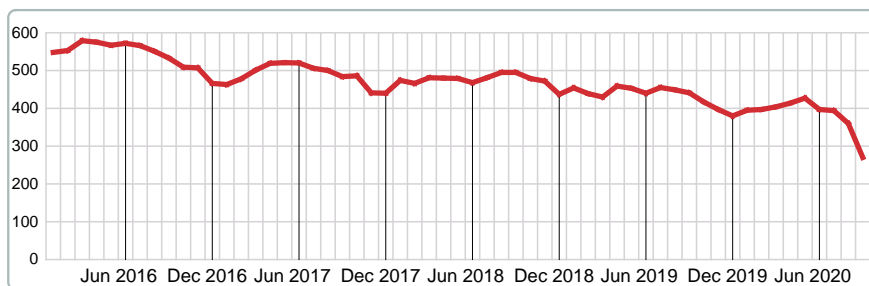
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

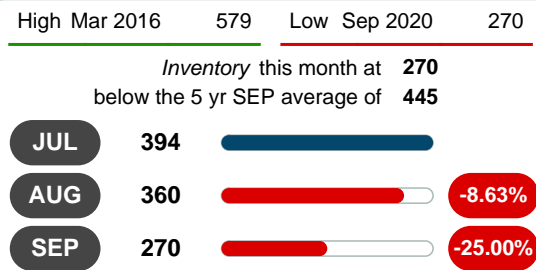


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 445



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	25	9.26%	117.3	15	6	3	1
\$25,001 - \$75,000	38	14.07%	91.6	34	3	0	1
\$75,001 - \$100,000	31	11.48%	45.6	19	10	1	1
\$100,001 - \$175,000	73	27.04%	71.2	38	30	5	0
\$175,001 - \$250,000	40	14.81%	97.9	22	15	3	0
\$250,001 - \$425,000	32	11.85%	91.6	17	5	8	2
\$425,001 and up	31	11.48%	77.8	9	6	9	7
Total Active Inventory by Units			270	154	75	29	12
Total Active Inventory by Volume			55,786,535	26.64M	14.27M	9.56M	5.32M
Average Active Inventory Listing Price			\$206,617	\$172,993	\$190,284	\$329,543	\$443,133



September 2020

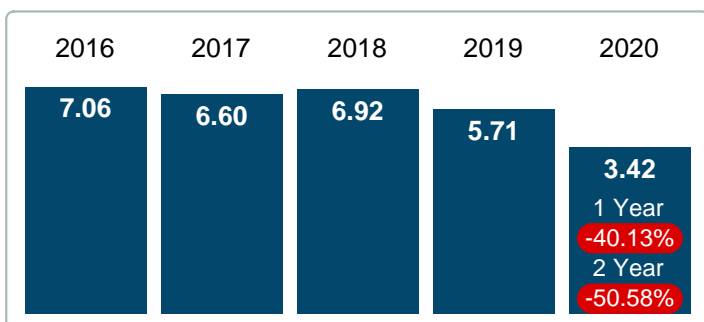
Area Delimited by County Of Creek



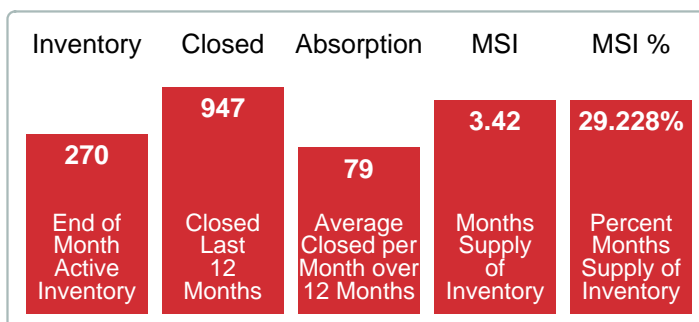
MONTHS SUPPLY of INVENTORY (MSI)

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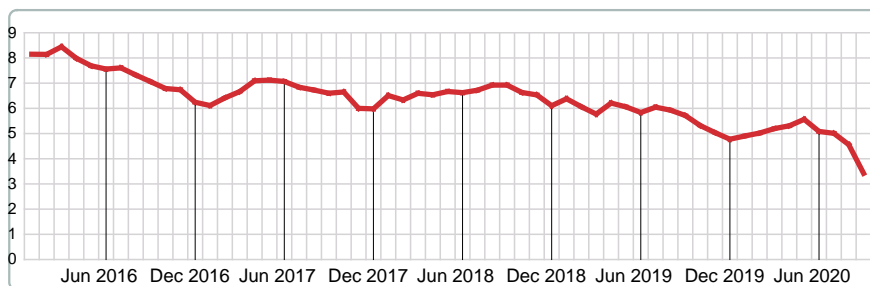
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

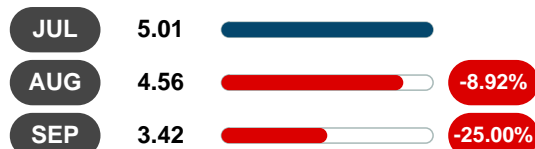


3 MONTHS

5 year SEP AVG = 5.94

High Mar 2016 8.44 Low Sep 2020 3.42

Months Supply this month at 3.42 below the 5 yr SEP average of 5.94



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	23	8.52%	6.42	6.72	4.50	12.00	0.00
\$20,001 - \$70,000	36	13.33%	3.11	4.09	0.92	3.00	0.00
\$70,001 - \$110,000	37	13.70%	2.81	4.18	1.52	3.00	24.00
\$110,001 - \$170,000	65	24.07%	2.77	8.16	1.72	1.03	0.00
\$170,001 - \$260,000	46	17.04%	2.68	16.67	1.32	1.54	0.00
\$260,001 - \$440,000	33	12.22%	4.35	22.67	2.14	2.34	2.77
\$440,001 and up	30	11.11%	12.86	18.00	18.00	9.00	12.00
Market Supply of Inventory (MSI)			3.42	6.90	1.75	2.54	5.33
Total Active Inventory by Units		100%	3.42	154	75	29	12



September 2020

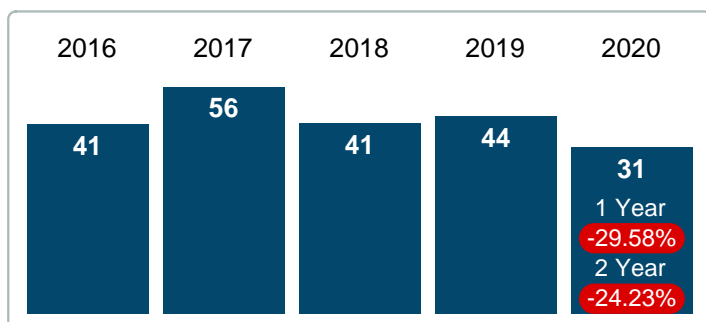
Area Delimited by County Of Creek



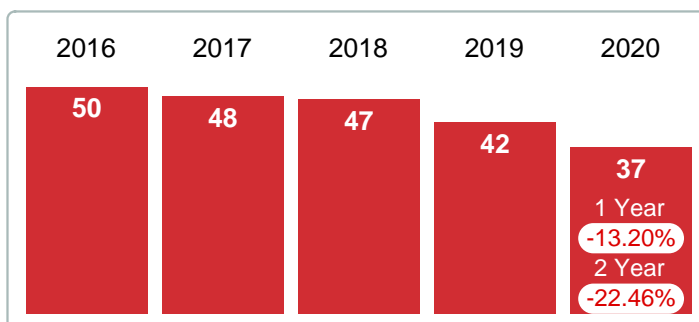
AVERAGE DAYS ON MARKET TO SALE

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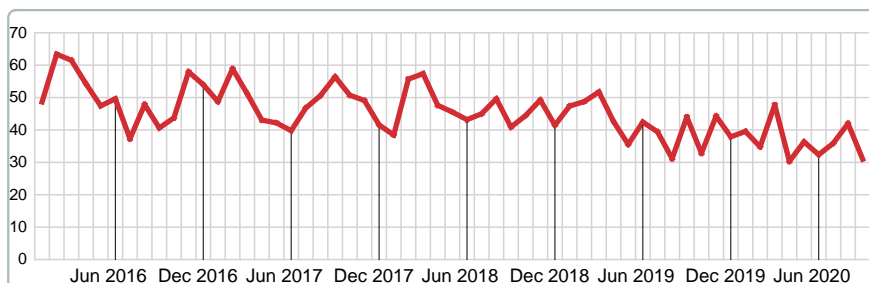
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

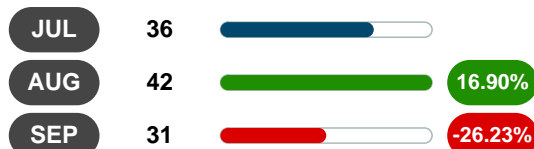


3 MONTHS

5 year SEP AVG = 43

High Feb 2016 63 Low Apr 2020 30

Average Days on Market to Sale this month at 31 below the 5 yr SEP average of 43



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
\$25,000 and less	8	9.30%	39	39	0	0
\$25,001 - \$75,000	12	13.95%	40	51	8	0
\$75,001 - \$100,000	10	11.63%	22	63	5	0
\$100,001 - \$150,000	22	25.58%	30	52	26	18
\$150,001 - \$175,000	7	8.14%	12	0	12	0
\$175,001 - \$325,000	18	20.93%	33	201	14	8
\$325,001 and up	9	10.47%	34	50	16	24
Average Closed DOM		31		59	16	14
Total Closed Units		86	100%	31	30	45
Total Closed Volume		13,961,074		3.30M	7.35M	1.74M



September 2020

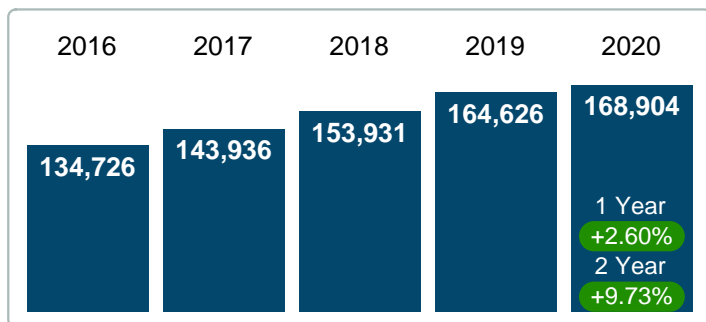
Area Delimited by County Of Creek



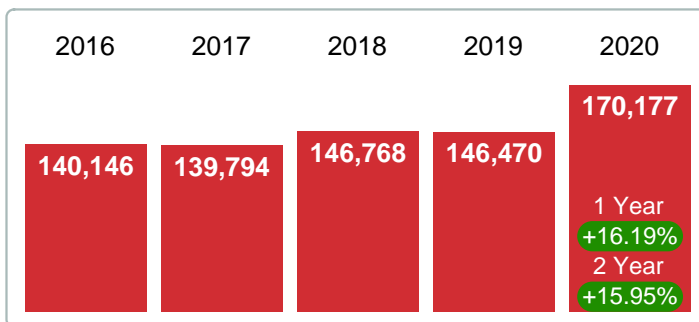
AVERAGE LIST PRICE AT CLOSING

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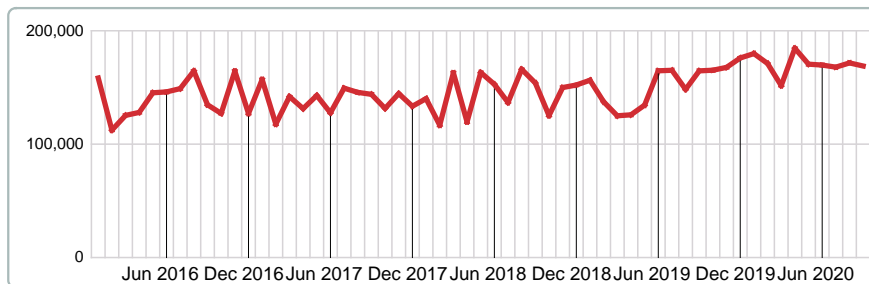
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 153,224

High Apr 2020 184,506 Low Feb 2016 112,368

Average List Price at Closing this month at **168,904**
above the 5 yr SEP average of **153,224**

- JUL 167,911
- AUG 171,651 (+2.23%)
- SEP 168,904 (-1.60%)

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
\$25,000 and less	3.49%	16,667	26,100	0	0	0
\$25,001 - \$75,000	17.44%	52,440	62,867	73,833	0	0
\$75,001 - \$100,000	13.95%	90,267	93,667	93,971	0	0
\$100,001 - \$150,000	24.42%	131,605	131,980	131,850	138,900	124,900
\$150,001 - \$175,000	10.47%	166,950	0	168,543	0	0
\$175,001 - \$325,000	17.44%	232,539	264,500	231,236	241,850	297,500
\$325,001 and up	12.79%	441,053	438,193	499,850	331,950	596,950
Average List Price		168,904	118,636	168,448	252,886	404,075
Total Closed Units	100%	168,904	30	45	7	4
Total Closed Volume		14,525,721	3.56M	7.58M	1.77M	1.62M



September 2020

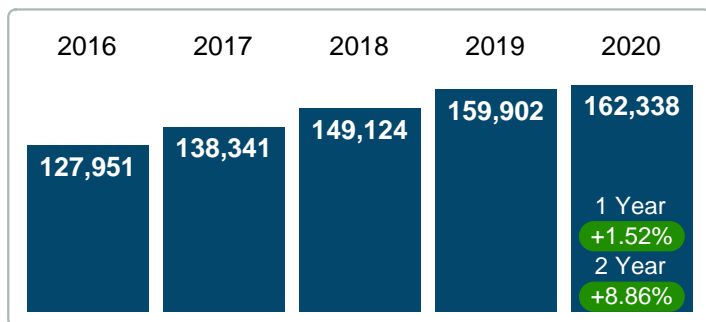
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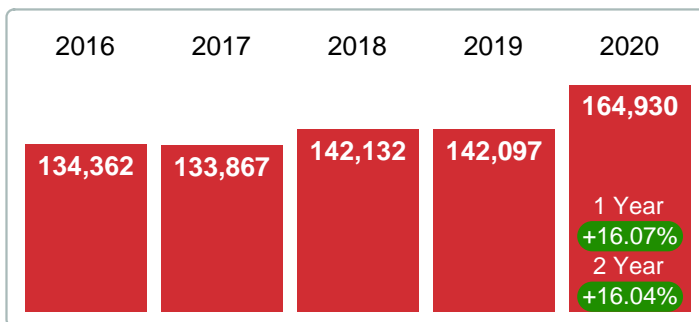
AVERAGE SOLD PRICE AT CLOSING

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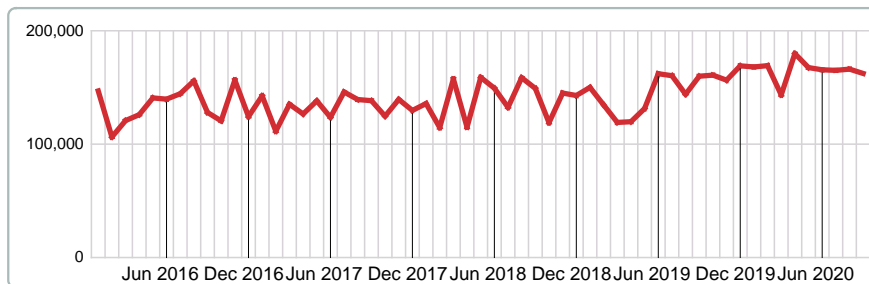
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 147,531

High Apr 2020 179,855 Low Feb 2016 106,315

Average Sold Price at Closing this month at **162,338**
above the 5 yr SEP average of **147,531**

- JUL** 165,077
- AUG** 166,162 (+0.66%)
- SEP** 162,338 (-2.30%)

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
\$25,000 and less	8	9.30%	20,163	20,163	0	0	0
\$25,001 - \$75,000	12	13.95%	62,108	59,756	69,167	0	0
\$75,001 - \$100,000	10	11.63%	88,190	84,167	89,914	0	0
\$100,001 - \$150,000	22	25.58%	130,291	125,400	131,100	138,900	134,000
\$150,001 - \$175,000	7	8.14%	166,271	0	166,271	0	0
\$175,001 - \$325,000	18	20.93%	229,854	232,500	224,198	230,300	285,000
\$325,001 and up	9	10.47%	444,989	420,000	460,000	337,450	575,000
Average Sold Price			162,338	110,120	163,411	247,857	392,250
Total Closed Units		100%	162,338	30	45	7	4
Total Closed Volume			13,961,074	3.30M	7.35M	1.74M	1.57M

September 2020

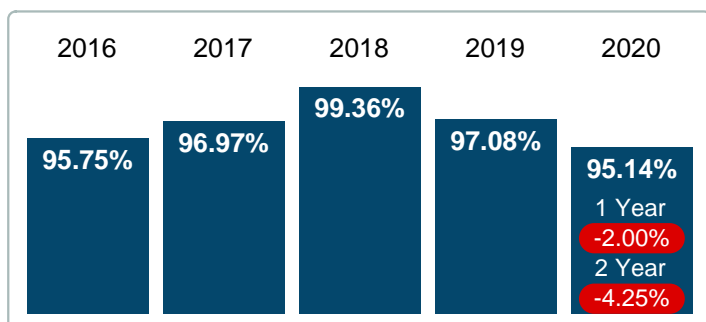
Area Delimited by County Of Creek



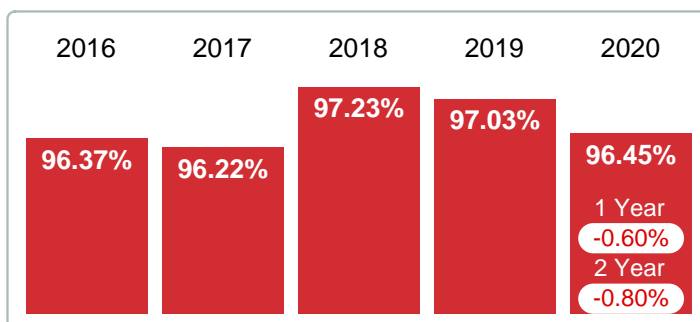
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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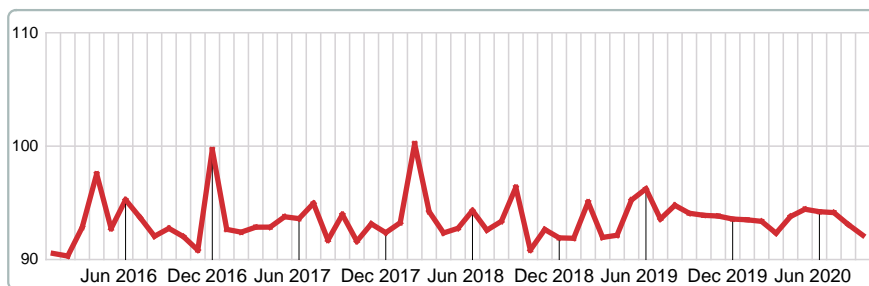
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

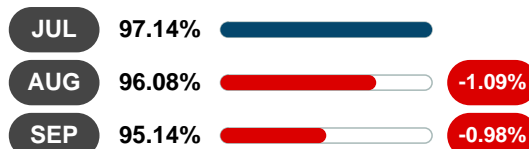


3 MONTHS

5 year SEP AVG = 96.86%

High Feb 2018 103.22% Low Feb 2016 93.31%

Average Sold/List Ratio this month at **95.14%**
below the 5 yr SEP average of **96.86%**



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
\$25,000 and less	8	9.30%	80.47%	80.47%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	12	13.95%	94.72%	95.02%	93.82%	0.00%	0.00%
\$75,001 - \$100,000	10	11.63%	94.20%	89.69%	96.14%	0.00%	0.00%
\$100,001 - \$150,000	22	25.58%	98.92%	95.44%	99.45%	100.00%	107.29%
\$150,001 - \$175,000	7	8.14%	98.64%	0.00%	98.64%	0.00%	0.00%
\$175,001 - \$325,000	18	20.93%	95.74%	87.16%	97.18%	96.07%	95.80%
\$325,001 and up	9	10.47%	96.63%	95.82%	93.07%	101.65%	96.39%
Average Sold/List Ratio		95.10%		90.23%	97.59%	98.23%	98.97%
Total Closed Units		86	100%	30	45	7	4
Total Closed Volume		13,961,074		3.30M	7.35M	1.74M	1.57M



September 2020

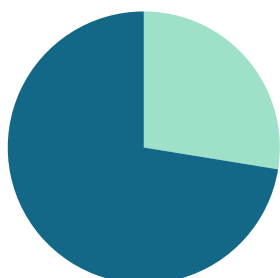
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

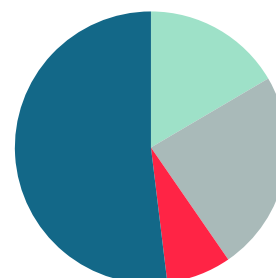


Inventory
 New Listings
137 = 27.57%
 Start Inventory
360
 Total Inventory Units
497
 Volume
\$98,030,071

Market Activity

Closed Sales
86 = 16.54%
 Pending Sales
124 = 23.85%
 Other Off Market
40 = 7.69%
 Active Inventory
270 = 51.92%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	86	86	0.00%	730	722	-1.10%
Pending Sales	72	124	72.22%	760	840	10.53%
New Listings	124	137	10.48%	1,198	1,145	-4.42%
Average List Price	164,626	168,904	2.60%	146,470	170,177	16.19%
Average Sale Price	159,902	162,338	1.52%	142,097	164,930	16.07%
Average Percent of Selling Price to List Price	97.08%	95.14%	-2.00%	97.03%	96.45%	-0.60%
Average Days on Market to Sale	43.99	30.98	-29.58%	42.16	36.59	-13.20%
Monthly Inventory	441	270	-38.78%	441	270	-38.78%
Months Supply of Inventory	5.71	3.42	-40.13%	5.71	3.42	-40.13%

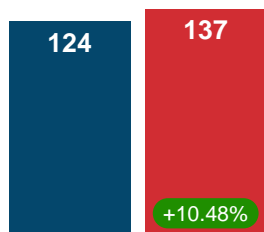
Absorption: Last 12 months, an Average of **79** Sales/Month

Inventory on September 30, 2020 = **270** 2019 2020

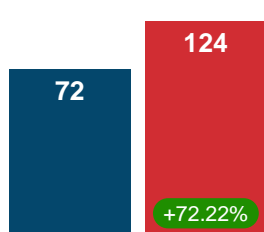
SEPTEMBER MARKET

AVERAGE PRICES

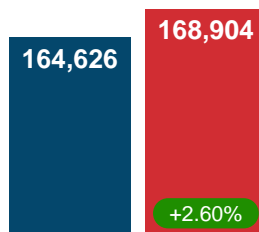
New Listings



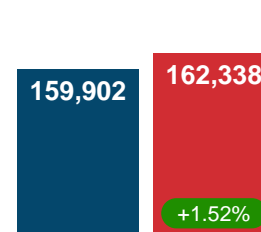
Pending Listings



List Price



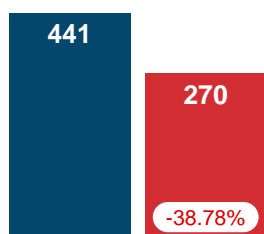
Sale Price



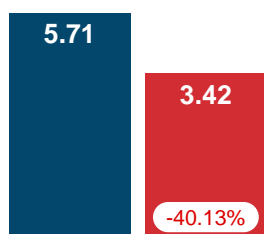
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

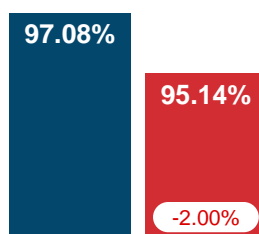
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

