

August 2019

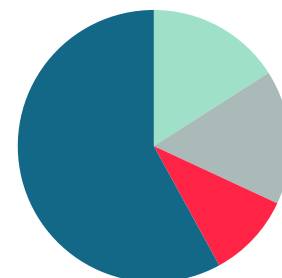
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	90	90	0.00%
Pending Listings	70	90	28.57%
New Listings	147	139	-5.44%
Average List Price	165,995	141,438	-14.79%
Average Sale Price	158,560	138,248	-12.81%
Average Percent of Selling Price to List Price	96.37%	97.98%	1.68%
Average Days on Market to Sale	49.61	30.29	-38.95%
End of Month Inventory	489	327	-33.13%
Months Supply of Inventory	6.94	4.42	-36.30%



■ Closed (15.96%)
■ Pending (15.96%)
■ Other OffMarket (10.11%)
■ Active (57.98%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of August 31, 2019 = **327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **33.13%** to 327 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.81%** in August 2019 to \$138,248 versus the previous year at \$158,560.

Average Days on Market Shortens

The average number of **30.29** days that homes spent on the market before selling decreased by 19.32 days or **38.95%** in August 2019 compared to last year's same month at **49.61** DOM.

Sales Success for August 2019 is Positive

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

There were 139 New Listings in August 2019, down **5.44%** from last year at 147. Furthermore, there were 90 Closed Listings this month versus last year at 90, a **0.00%** decrease.

Closed versus Listed trends yielded a **64.7%** ratio, up from previous year's, August 2018, at **61.2%**, a **5.76%** 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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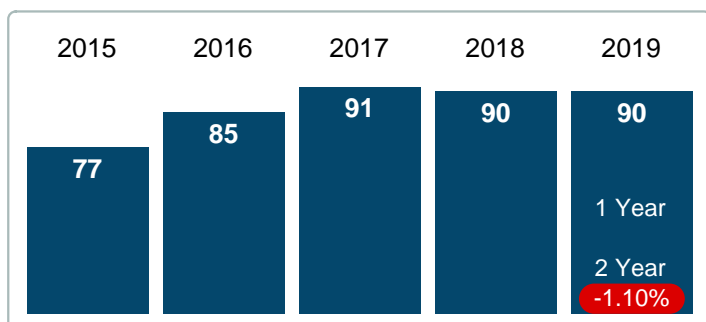
Area Delimited by County Of Creek



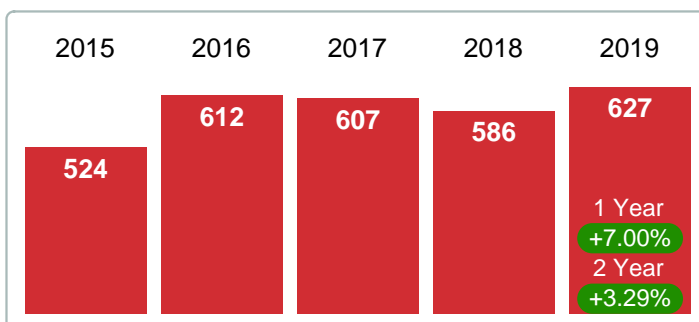
CLOSED LISTINGS

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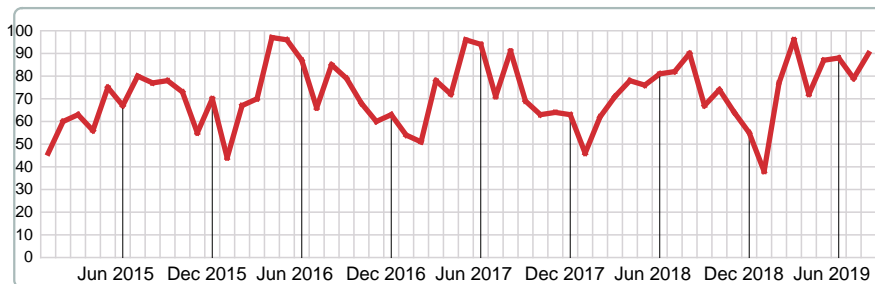
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

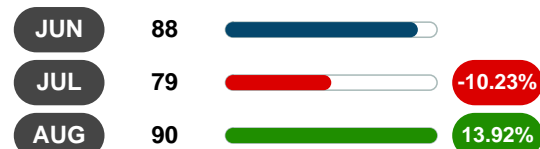


3 MONTHS

5 year AUG AVG = 87

High Apr 2016 97 Low Jan 2019 38

Closed Listings this month at **90**
above the 5 yr AUG average of **87**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.67%	41.7	1	5	0	0
\$20,001 - \$70,000	9	10.00%	36.2	5	4	0	0
\$70,001 - \$100,000	17	18.89%	22.8	6	11	0	0
\$100,001 - \$130,000	23	25.56%	25.3	4	16	3	0
\$130,001 - \$180,000	15	16.67%	33.2	0	13	2	0
\$180,001 - \$280,000	11	12.22%	13.5	1	8	2	0
\$280,001 and up	9	10.00%	59.4	1	2	5	1
Total Closed Units	90			18	59	12	1
Total Closed Volume	12,442,295	100%	30.3	1.91M	7.47M	2.77M	295.00K
Average Closed Price	\$138,248			\$106,364	\$126,540	\$230,575	\$295,000

August 2019



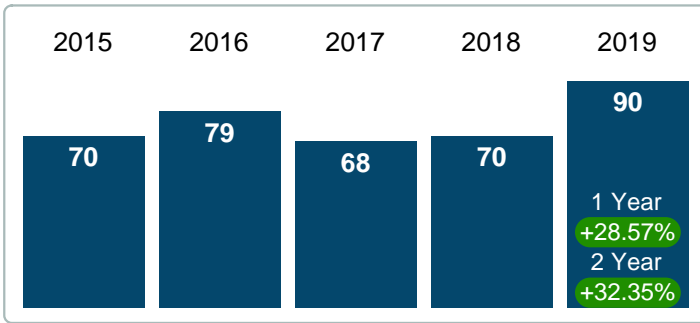
Area Delimited by County Of Creek



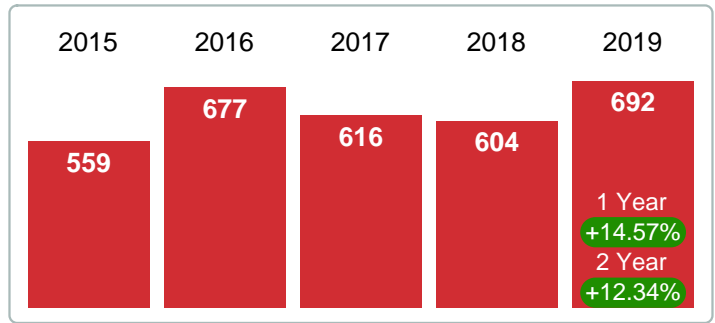
PENDING LISTINGS

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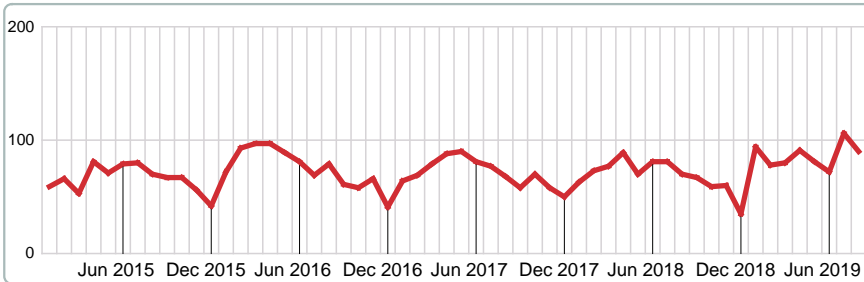
AUGUST



YEAR TO DATE (YTD)

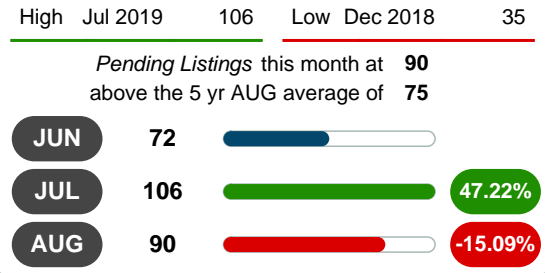


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	9	10.00%	63.4	4	5	0	0
\$60,001 - \$100,000	11	12.22%	27.2	5	6	0	0
\$100,001 - \$130,000	16	17.78%	64.4	2	12	2	0
\$130,001 - \$160,000	21	23.33%	37.6	2	14	5	0
\$160,001 - \$180,000	10	11.11%	23.3	0	8	2	0
\$180,001 - \$280,000	14	15.56%	38.4	0	11	3	0
\$280,001 and up	9	10.00%	79.7	0	2	7	0
Total Pending Units	90			13	58	19	0
Total Pending Volume	14,520,825	100%	36.8	1.02M	8.54M	4.96M	0.00B
Average Listing Price	\$123,790			\$78,454	\$147,326	\$260,842	\$0

August 2019



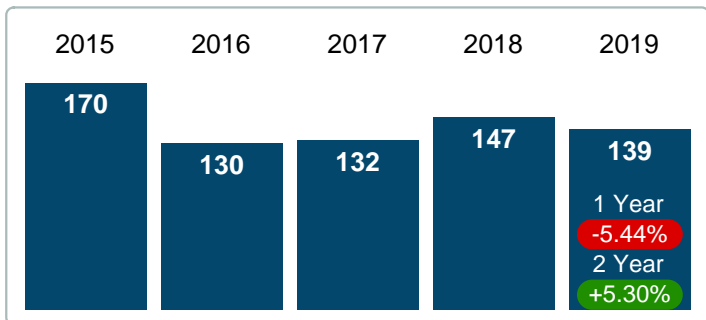
Area Delimited by County Of Creek



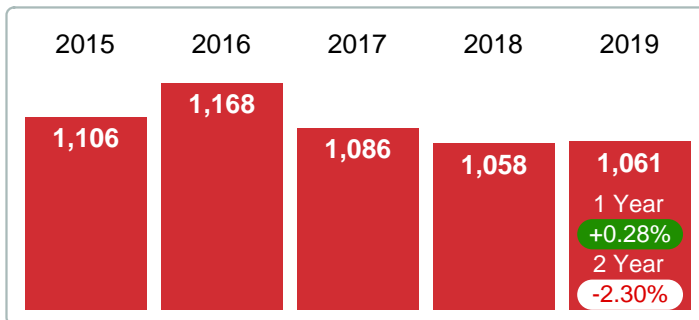
NEW LISTINGS

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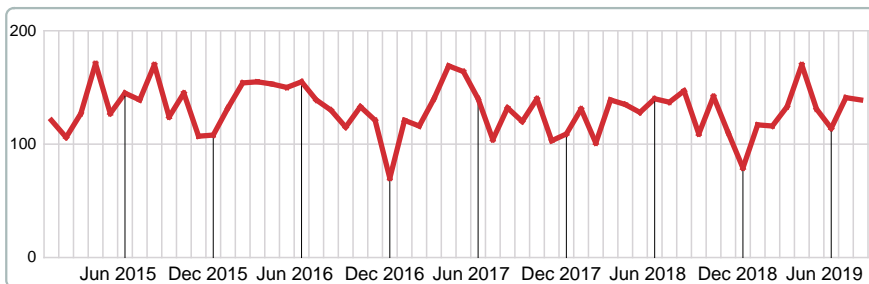
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 144

High Apr 2015 171 Low Dec 2016 70

New Listings this month at 139
below the 5 yr AUG average of 144



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12	8.63%	6	3	3	0
\$20,001 - \$60,000	21	15.11%	16	5	0	0
\$60,001 - \$90,000	20	14.39%	11	7	2	0
\$90,001 - \$150,000	30	21.58%	9	15	6	0
\$150,001 - \$190,000	25	17.99%	5	16	4	0
\$190,001 - \$300,000	17	12.23%	2	8	7	0
\$300,001 and up	14	10.07%	5	4	5	0
Total New Listed Units	139		54	58	27	0
Total New Listed Volume	22,571,278	100%	7.97M	8.99M	5.61M	0.00B
Average New Listed Listing Price	\$58,128		\$147,610	\$155,064	\$207,652	\$0

August 2019



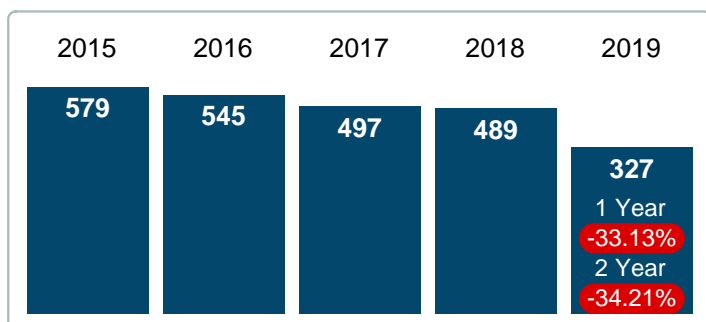
Area Delimited by County Of Creek



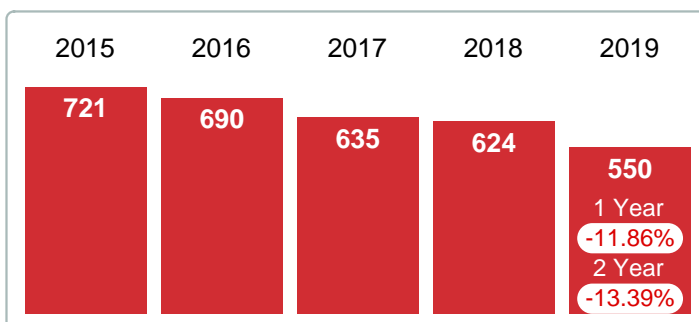
ACTIVE INVENTORY

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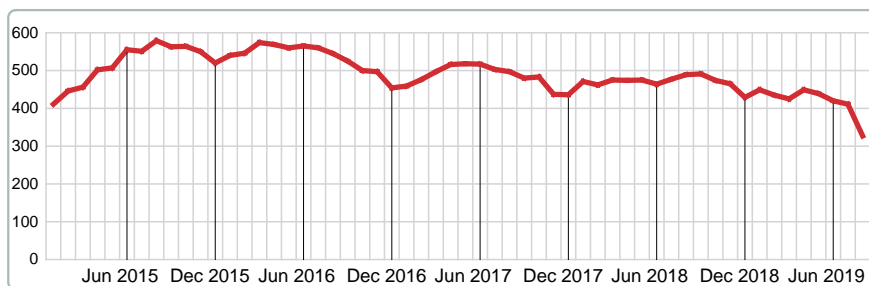
END OF AUGUST



ACTIVE DURING AUGUST

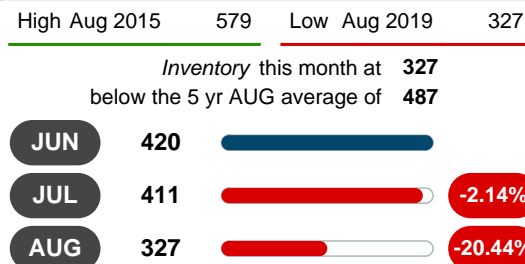


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 487



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	20	6.12%	69.2	15	1	4	0
\$25,001 - \$75,000	50	15.29%	70.5	39	9	2	0
\$75,001 - \$100,000	33	10.09%	65.3	19	10	1	3
\$100,001 - \$175,000	88	26.91%	67.4	44	32	12	0
\$175,001 - \$275,000	56	17.13%	75.8	18	18	18	2
\$275,001 - \$475,000	45	13.76%	67.8	19	12	12	2
\$475,001 and up	35	10.70%	83.4	11	6	11	7
Total Active Inventory by Units			327	165	88	60	14
Total Active Inventory by Volume			79,673,592	33.12M	18.32M	19.83M	8.41M
Average Active Inventory Listing Price			\$243,650	\$200,699	\$208,166	\$330,535	\$600,543

August 2019



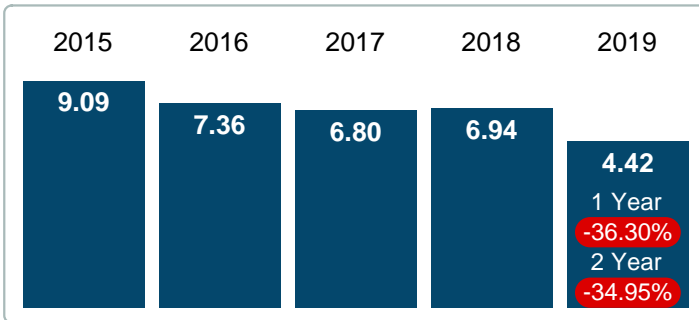
Area Delimited by County Of Creek



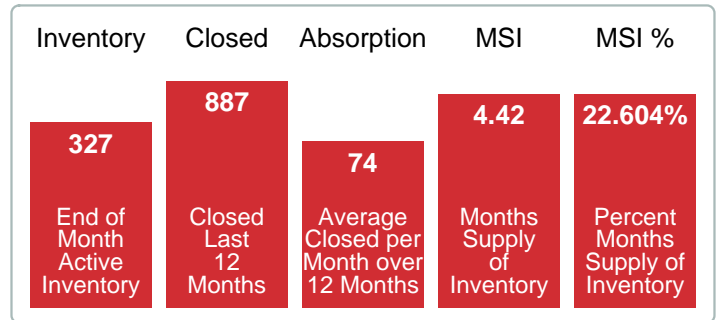
MONTHS SUPPLY of INVENTORY (MSI)

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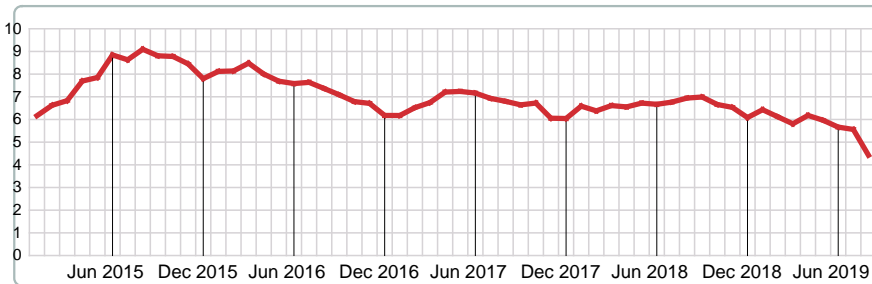
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

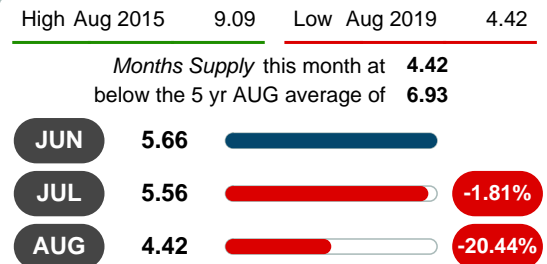


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.93



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
\$25,000 and less	6.12%	3.16	4.62	0.35	16.00	0.00
\$25,001 - \$75,000	15.29%	3.73	5.64	1.52	4.80	0.00
\$75,001 - \$100,000	10.09%	3.70	6.71	1.74	4.00	36.00
\$100,001 - \$175,000	26.91%	3.31	11.00	1.74	3.27	0.00
\$175,001 - \$275,000	17.13%	4.42	12.00	2.57	5.02	3.43
\$275,001 - \$475,000	13.76%	8.31	57.00	6.86	4.50	3.00
\$475,001 and up	10.70%	60.00	66.00	0.00	66.00	28.00
Market Supply of Inventory (MSI)	4.42	4.42	8.68	2.11	5.45	6.22
Total Active Inventory by Units	327	100%	165	88	60	14

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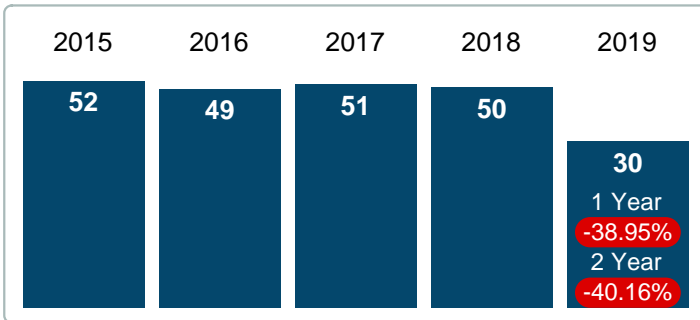
Area Delimited by County Of Creek



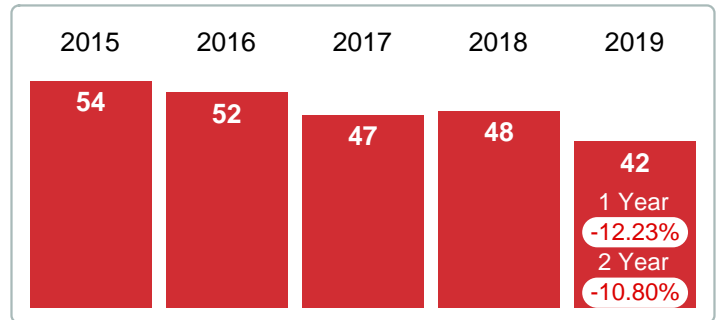
AVERAGE DAYS ON MARKET TO SALE

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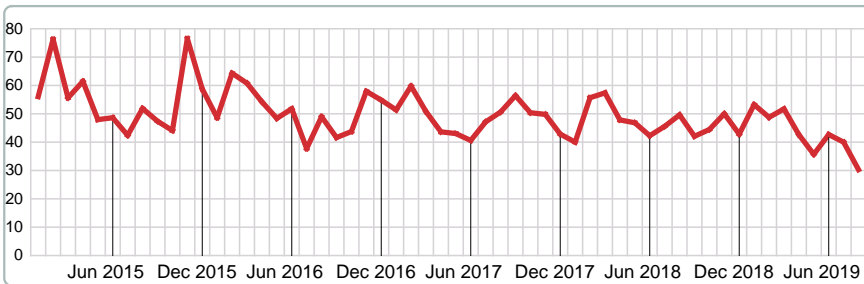
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

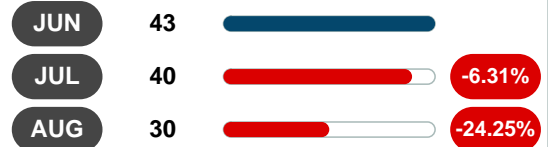


3 MONTHS

5 year AUG AVG = 46

High Nov 2015 77 Low Aug 2019 30

Average Days on Market to Sale this month at 30 below the 5 yr AUG average of 46



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
\$20,000 and less	6.67%	42	18	46	0	0
\$20,001 - \$70,000	10.00%	36	49	20	0	0
\$70,001 - \$100,000	18.89%	23	28	20	0	0
\$100,001 - \$130,000	25.56%	25	28	21	45	0
\$130,001 - \$180,000	16.67%	33	0	32	43	0
\$180,001 - \$280,000	12.22%	13	12	13	18	0
\$280,001 and up	10.00%	59	60	9	68	118
Average Closed DOM		30	34	24	50	118
Total Closed Units	100%	90	18	59	12	1
Total Closed Volume		12,442,295	1.91M	7.47M	2.77M	295.00K

August 2019

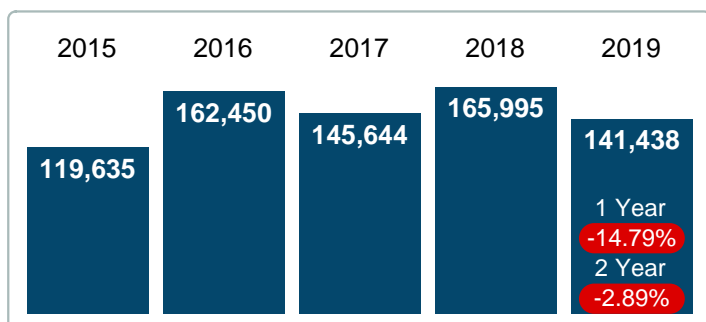
Area Delimited by County Of Creek



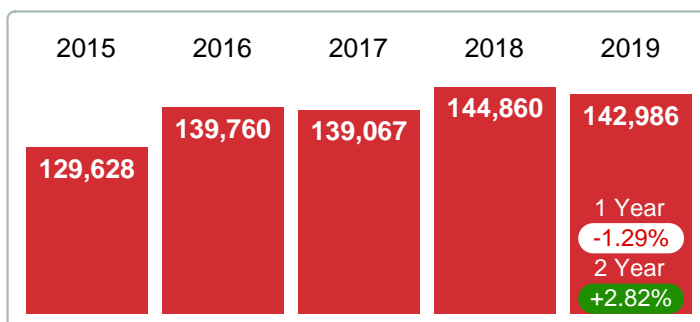
AVERAGE LIST PRICE AT CLOSING

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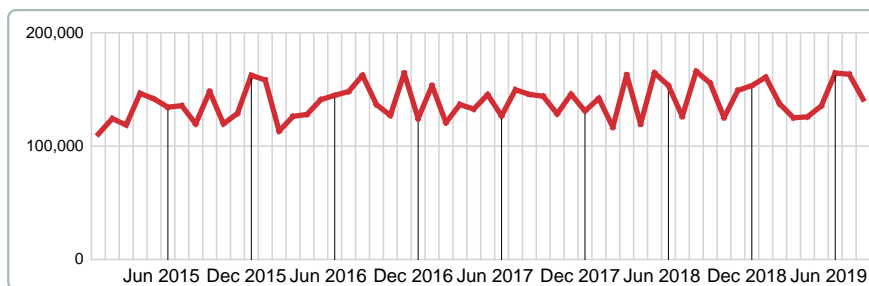
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

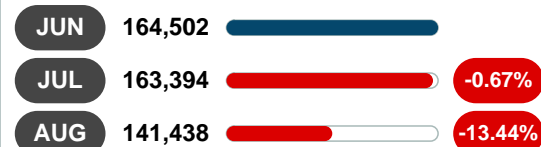


3 MONTHS

5 year AUG AVG = 147,032

High Aug 2018 165,995 Low Jan 2015 110,659

Average List Price at Closing this month at **141,438**
below the 5 yr AUG average of **147,032**



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
\$20,000 and less	6.67%	2,916	750	3,349	0	0
\$20,001 - \$70,000	10.00%	43,067	51,240	32,850	0	0
\$70,001 - \$100,000	18.89%	88,032	88,700	90,895	0	0
\$100,001 - \$130,000	23.33%	116,667	119,475	116,188	113,833	0
\$130,001 - \$180,000	16.67%	157,847	0	163,054	184,450	0
\$180,001 - \$280,000	14.44%	218,892	219,900	222,613	230,000	0
\$280,001 and up	10.00%	351,611	465,000	328,950	340,340	339,900
Average List Price		141,438	108,442	128,229	239,342	339,900
Total Closed Units	100%	141,438	18	59	12	1
Total Closed Volume		12,729,445	1.95M	7.57M	2.87M	339.90K

August 2019



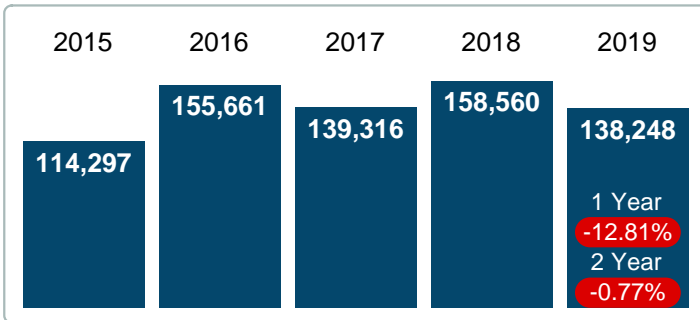
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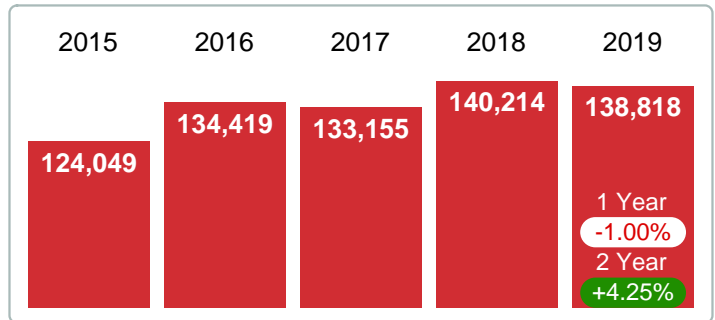
AVERAGE SOLD PRICE AT CLOSING

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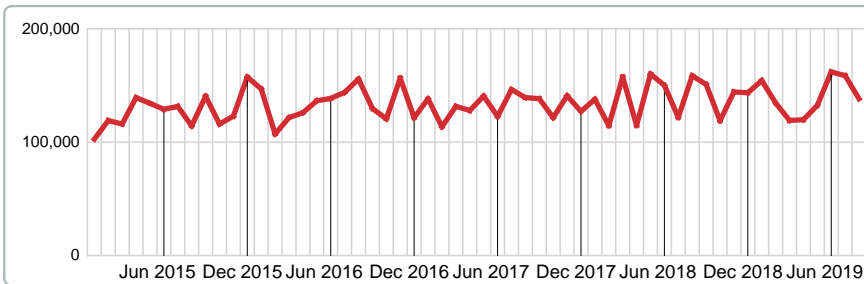
AUGUST



YEAR TO DATE (YTD)

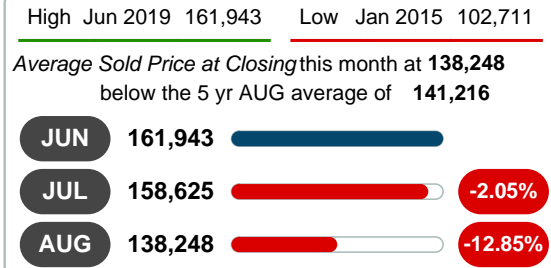


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 141,216



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
\$20,000 and less	6.67%	2,833	750	3,249	0	0
\$20,001 - \$70,000	10.00%	40,467	48,960	29,850	0	0
\$70,001 - \$100,000	18.89%	86,171	84,983	86,818	0	0
\$100,001 - \$130,000	25.56%	116,974	117,500	117,838	111,667	0
\$130,001 - \$180,000	16.67%	161,687	0	160,408	170,000	0
\$180,001 - \$280,000	12.22%	219,509	224,100	220,063	215,000	0
\$280,001 and up	10.00%	340,656	465,000	322,000	332,380	295,000
Average Sold Price		138,248	106,364	126,540	230,575	295,000
Total Closed Units	100%	138,248	18	59	12	1
Total Closed Volume		12,442,295	1.91M	7.47M	2.77M	295.00K

August 2019



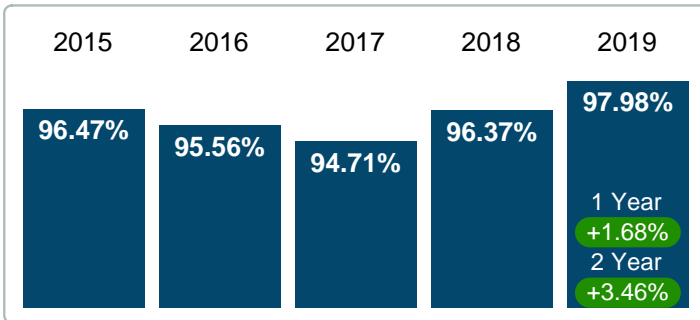
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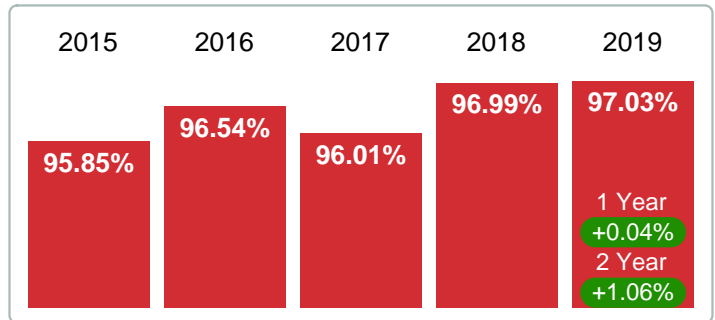
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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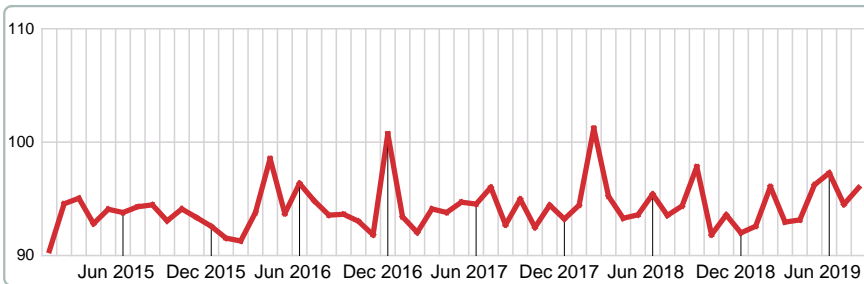
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

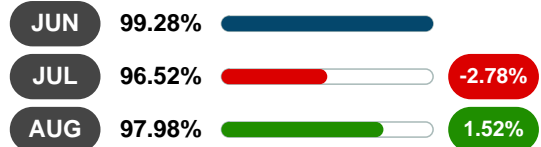


3 MONTHS

5 year AUG AVG = 96.22%

High Feb 2018 103.22% Low Jan 2015 92.43%

Average Sold/List Ratio this month at **97.98%**
above the 5 yr AUG average of **96.22%**



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
\$20,000 and less	6	6.67%	99.33%	100.00%	99.20%	0.00%	0.00%
\$20,001 - \$70,000	9	10.00%	94.22%	96.72%	91.10%	0.00%	0.00%
\$70,001 - \$100,000	17	18.89%	95.87%	96.12%	95.73%	0.00%	0.00%
\$100,001 - \$130,000	23	25.56%	101.21%	98.30%	102.50%	98.25%	0.00%
\$130,001 - \$180,000	15	16.67%	97.75%	0.00%	98.48%	93.05%	0.00%
\$180,001 - \$280,000	11	12.22%	98.22%	101.91%	98.97%	93.33%	0.00%
\$280,001 and up	9	10.00%	96.68%	100.00%	97.88%	97.52%	86.79%
Average Sold/List Ratio		98.00%		97.52%	98.66%	96.26%	86.79%
Total Closed Units		90	100%	18	59	12	1
Total Closed Volume		12,442,295		1.91M	7.47M	2.77M	295.00K

August 2019

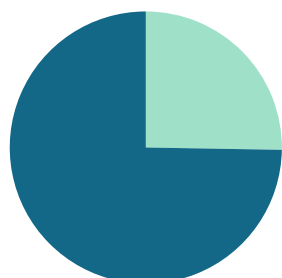
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Sep 11, 2019 for MLS Technology Inc.

INVENTORY

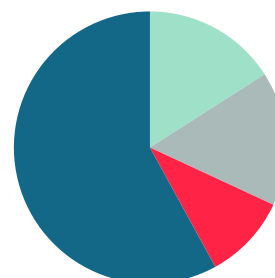


Inventory
 New Listings
139 = 25.27%
 Start Inventory
411
 Total Inventory Units
550
 Volume
\$116,442,312

Market Activity

Closed Sales
90 = 15.96%
 Pending Sales
90 = 15.96%
 Other Off Market
57 = 10.11%
 Active Inventory
327 = 57.98%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	90	90	0.00%	586	627	7.00%
Pending Sales	70	90	28.57%	604	692	14.57%
New Listings	147	139	-5.44%	1,058	1,061	0.28%
Average List Price	165,995	141,438	-14.79%	144,860	142,986	-1.29%
Average Sale Price	158,560	138,248	-12.81%	140,214	138,818	-1.00%
Average Percent of Selling Price to List Price	96.37%	97.98%	1.68%	96.99%	97.03%	0.04%
Average Days on Market to Sale	49.61	30.29	-38.95%	48.26	42.36	-12.23%
Monthly Inventory	489	327	-33.13%	489	327	-33.13%
Months Supply of Inventory	6.94	4.42	-36.30%	6.94	4.42	-36.30%

Absorption: Last 12 months, an Average of **74** Sales/Month

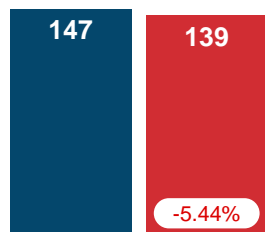
Inventory on August 31, 2019 = **327**

2018 **2019**

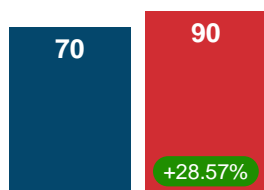
AUGUST MARKET

AVERAGE PRICES

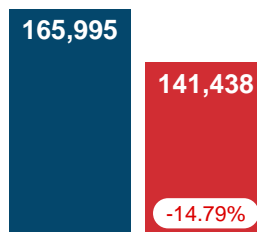
New Listings



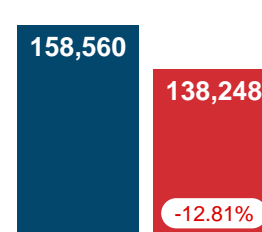
Pending Listings



List Price



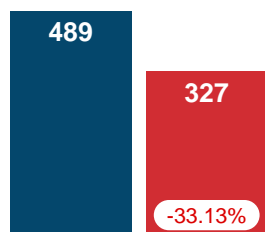
Sale Price



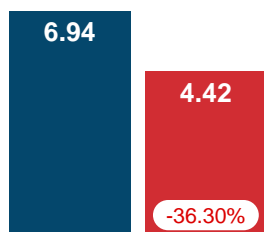
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

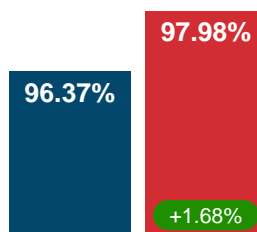
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

