

July 2019

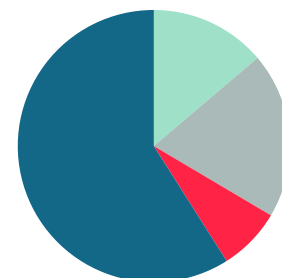
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	82	79	-3.66%
Pending Listings	81	113	39.51%
New Listings	137	141	2.92%
Median List Price	117,250	159,900	36.38%
Median Sale Price	114,688	153,000	33.41%
Median Percent of Selling Price to List Price	97.90%	100.00%	2.15%
Median Days on Market to Sale	30.00	27.00	-10.00%
End of Month Inventory	477	338	-29.14%
Months Supply of Inventory	6.77	4.57	-32.42%



■ Closed (13.79%)
■ Pending (19.72%)
■ Other OffMarket (7.50%)
■ Active (58.99%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of July 31, 2019 = **338**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **29.14%** to 338 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 **4.57** 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 **33.41%** in July 2019 to \$153,000 versus the previous year at \$114,688.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 3.00 days or **10.00%** in July 2019 compared to last year's same month at **30.00** DOM.

Sales Success for July 2019 is Positive

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

There were 141 New Listings in July 2019, up **2.92%** from last year at 137. Furthermore, there were 79 Closed Listings this month versus last year at 82, a **-3.66%** decrease.

Closed versus Listed trends yielded a **56.0%** ratio, down from previous year's, July 2018, at **59.9%**, a **6.39%** 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

July 2019



Area Delimited by County Of Creek

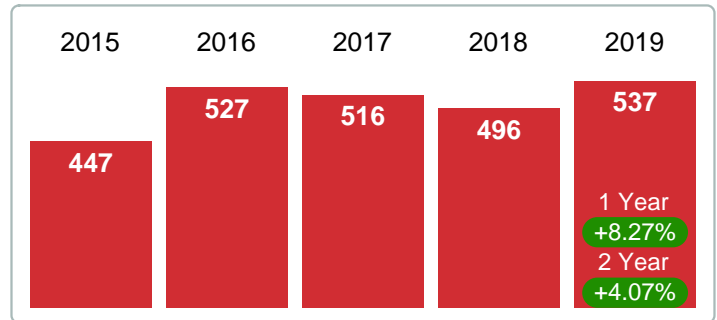
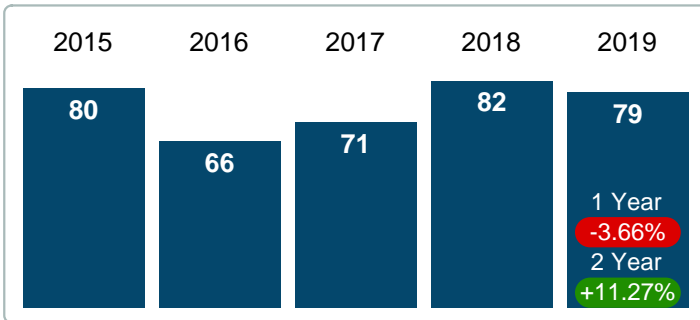


CLOSED LISTINGS

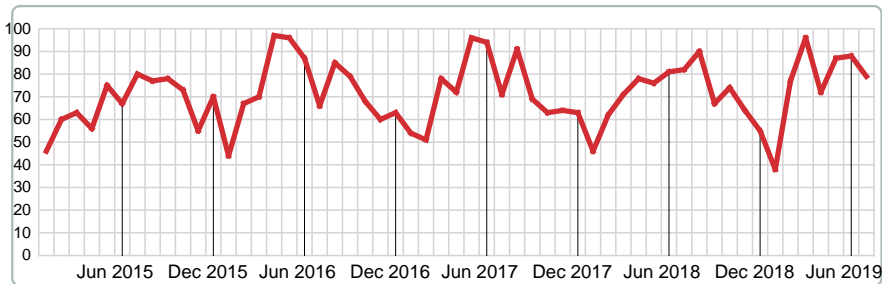
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JULY

YEAR TO DATE (YTD)

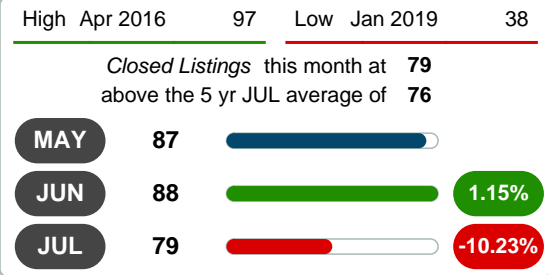


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 76



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	7.59%	31.5	4	2	0	0
\$25,001 - \$75,000	11	13.92%	27.0	6	5	0	0
\$75,001 - \$125,000	10	12.66%	58.0	2	8	0	0
\$125,001 - \$150,000	12	15.19%	12.5	2	7	3	0
\$150,001 - \$200,000	20	25.32%	26.5	2	13	5	0
\$200,001 - \$275,000	11	13.92%	18.0	1	4	5	1
\$275,001 and up	9	11.39%	13.0	1	5	2	1
Total Closed Units	79			18	44	15	2
Total Closed Volume	12,531,349	100%	27.0	1.72M	6.74M	3.21M	850.00K
Median Closed Price	\$153,000			\$58,125	\$151,500	\$194,900	\$425,000

July 2019



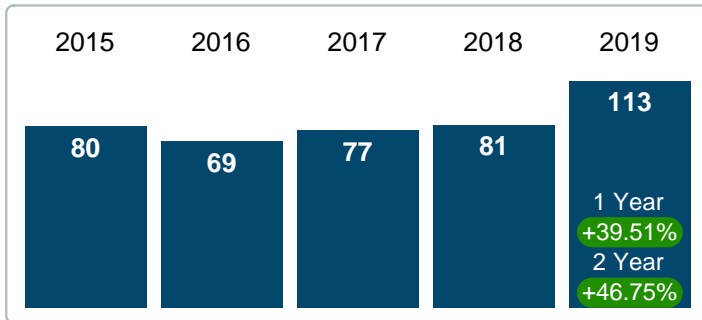
Area Delimited by County Of Creek



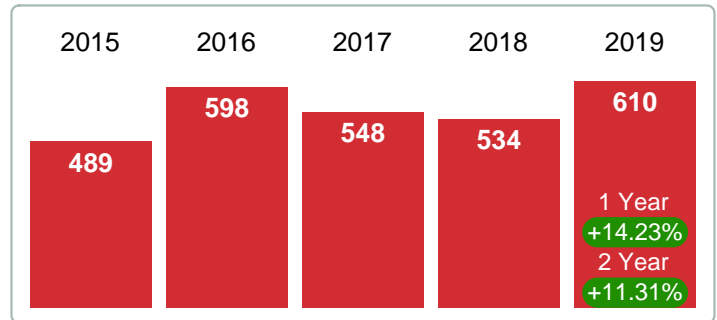
PENDING LISTINGS

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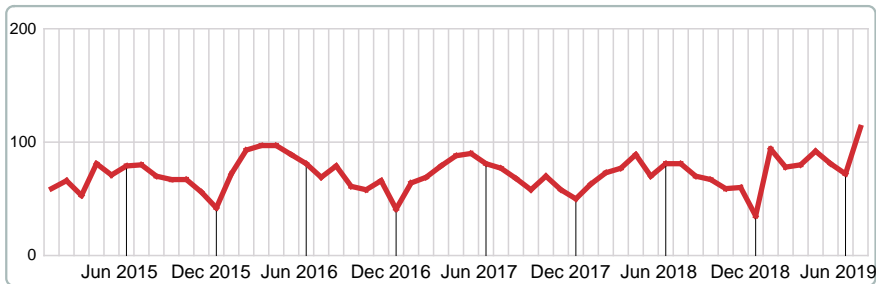
JULY



YEAR TO DATE (YTD)

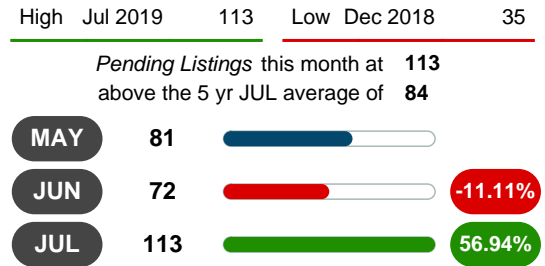


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 84



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	9.73%	32.0	6	5	0	0
\$40,001 - \$80,000	13	11.50%	21.0	7	6	0	0
\$80,001 - \$110,000	20	17.70%	30.5	3	15	2	0
\$110,001 - \$160,000	25	22.12%	11.0	2	21	2	0
\$160,001 - \$220,000	18	15.93%	35.5	0	15	3	0
\$220,001 - \$330,000	14	12.39%	7.5	1	7	4	2
\$330,001 and up	12	10.62%	40.0	3	5	2	2
Total Pending Units	113			22	74	13	4
Total Pending Volume	18,652,150	100%	25.0	2.85M	11.23M	2.95M	1.62M
Median Listing Price	\$125,000			\$74,000	\$128,250	\$209,000	\$307,450

July 2019



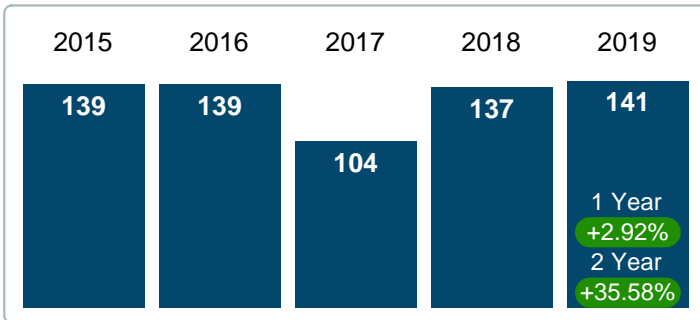
Area Delimited by County Of Creek



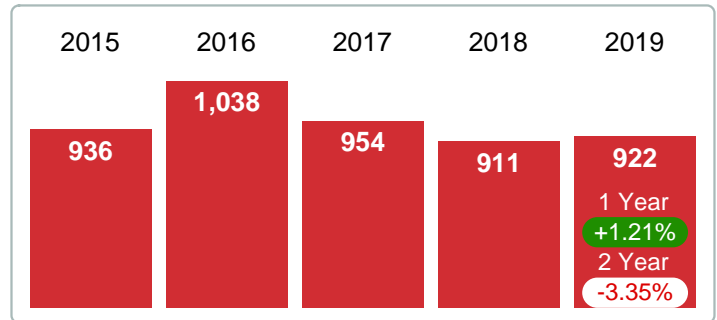
NEW LISTINGS

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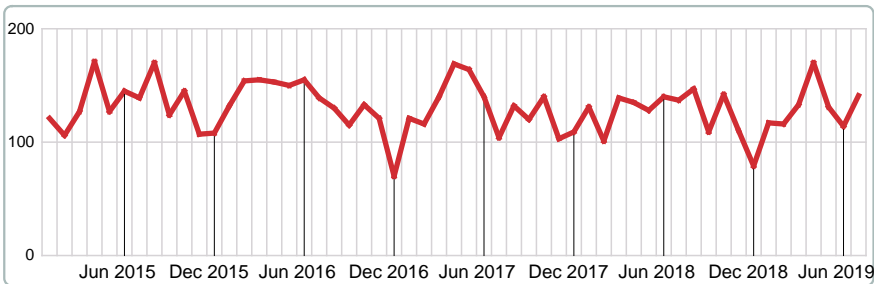
JULY



YEAR TO DATE (YTD)

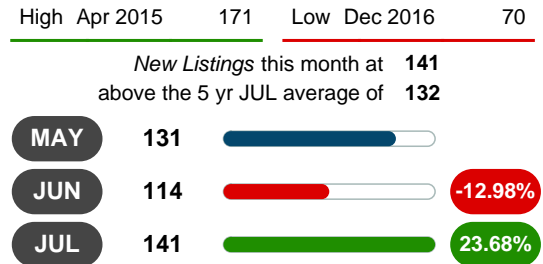


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132



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	8	5.67%	5	3	0	0
\$50,001 - \$100,000	21	14.89%	7	11	1	2
\$100,001 - \$125,000	19	13.48%	7	11	1	0
\$125,001 - \$175,000	33	23.40%	4	24	5	0
\$175,001 - \$275,000	31	21.99%	2	18	9	2
\$275,001 - \$425,000	14	9.93%	5	6	3	0
\$425,001 and up	15	10.64%	6	5	2	2
Total New Listed Units	141		36	78	21	6
Total New Listed Volume	35,569,089	100%	11.16M	15.51M	5.50M	3.40M
Median New Listed Listing Price	\$165,000		\$117,500	\$152,200	\$225,000	\$275,000

July 2019

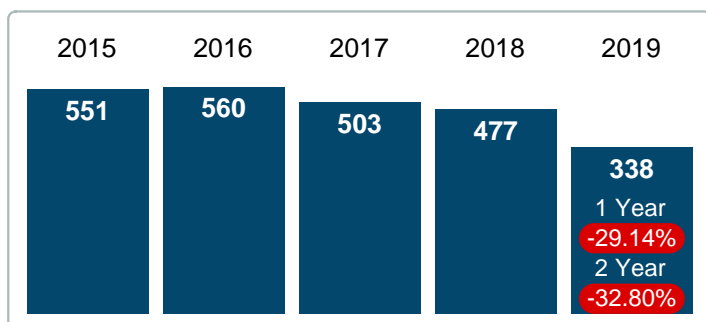
Area Delimited by County Of Creek



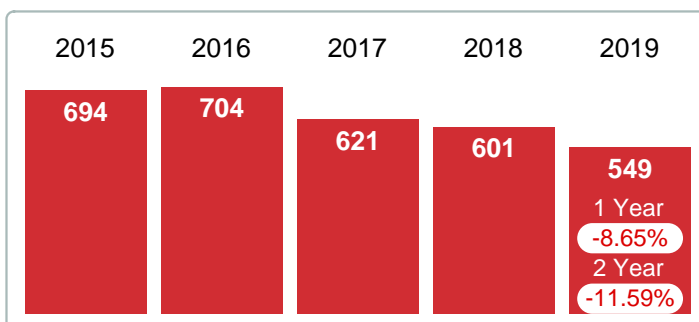
ACTIVE INVENTORY

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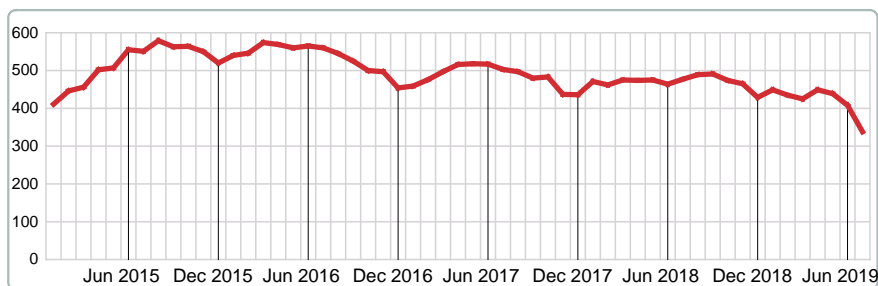
END OF JULY



ACTIVE DURING JULY

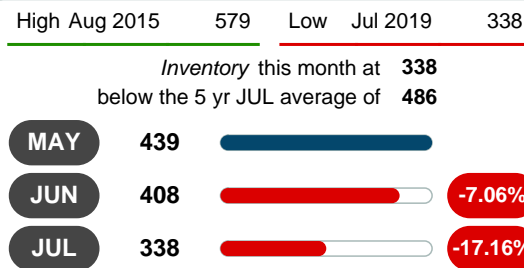


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 486



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	16	4.73%	108.5	12	3	1	0
\$25,001 - \$75,000	47	13.91%	84.0	35	11	1	0
\$75,001 - \$125,000	55	16.27%	61.0	27	23	2	3
\$125,001 - \$175,000	76	22.49%	69.0	32	34	10	0
\$175,001 - \$275,000	66	19.53%	57.5	22	26	16	2
\$275,001 - \$475,000	39	11.54%	64.0	15	9	13	2
\$475,001 and up	39	11.54%	70.0	13	5	13	8
Total Active Inventory by Units		338		156	111	56	15
Total Active Inventory by Volume		82,249,633	100%	32.31M	20.10M	20.93M	8.92M
Median Active Inventory Listing Price		\$161,125		\$132,450	\$151,000	\$252,950	\$499,000

July 2019



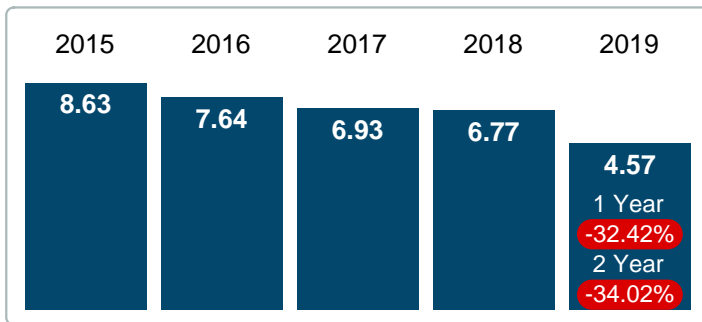
Area Delimited by County Of Creek



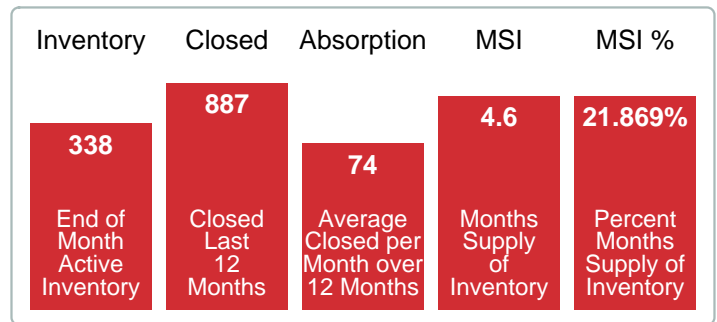
MONTHS SUPPLY of INVENTORY (MSI)

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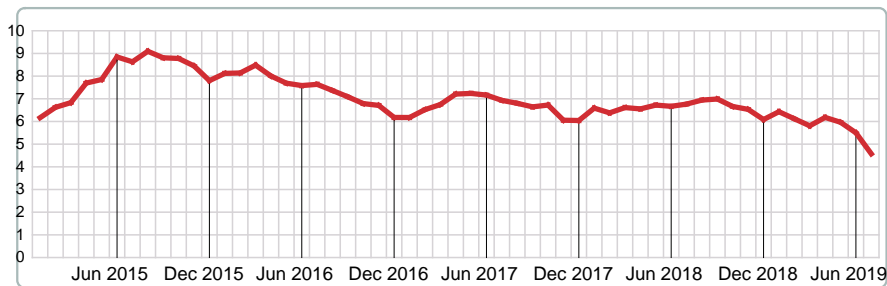
MSI FOR JULY



INDICATORS FOR JULY 2019

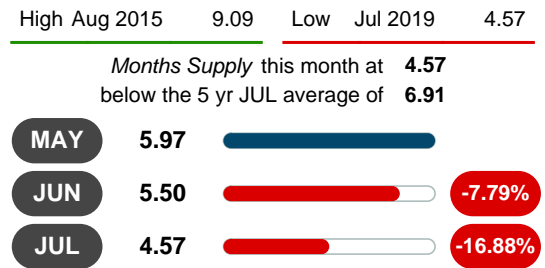


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.91



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	16	4.73%	2.53	3.69	1.09	3.00	0.00
\$25,001 - \$75,000	47	13.91%	3.46	4.77	1.94	2.40	0.00
\$75,001 - \$125,000	55	16.27%	3.33	6.48	2.17	1.33	12.00
\$125,001 - \$175,000	76	22.49%	4.13	11.64	2.63	4.29	0.00
\$175,001 - \$275,000	66	19.53%	5.18	12.57	3.90	4.27	3.43
\$275,001 - \$475,000	39	11.54%	7.09	60.00	5.14	4.59	3.00
\$475,001 and up	39	11.54%	46.80	52.00	60.00	78.00	24.00
Market Supply of Inventory (MSI)	4.57			7.90	2.75	4.94	6.21
Total Active Inventory by Units	338	100%	4.57	156	111	56	15

July 2019



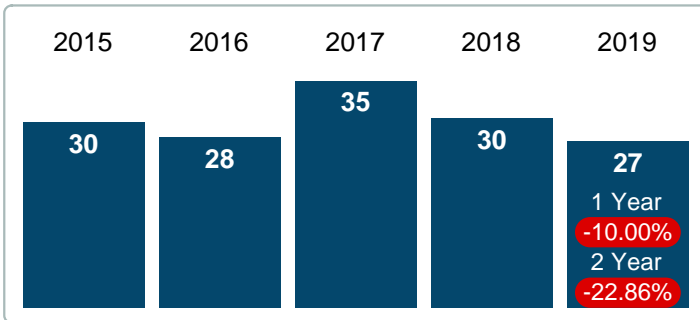
Area Delimited by County Of Creek



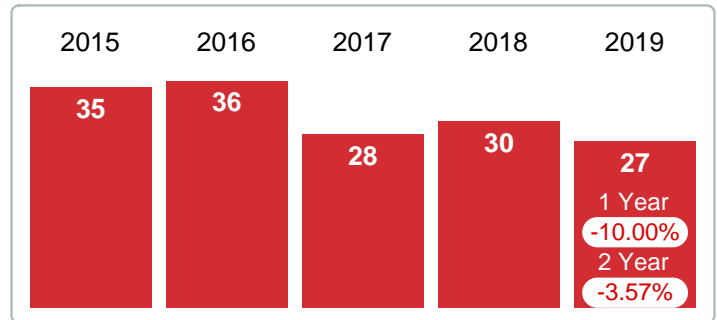
MEDIAN DAYS ON MARKET TO SALE

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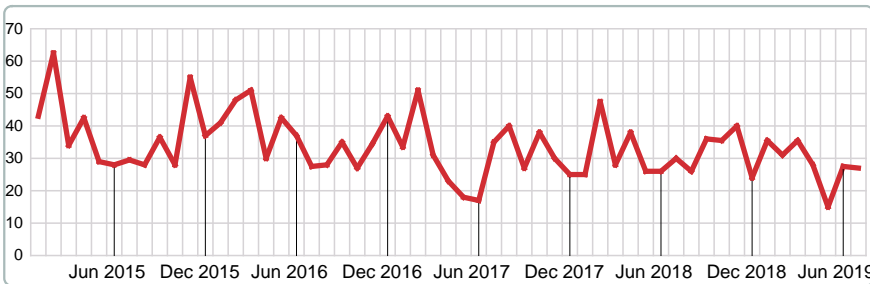
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 30

High Feb 2015 63 Low May 2019 15

Median Days on Market to Sale this month at 27 below the 5 yr JUL average of 30



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
\$25,000 and less	7.59%	32	22	59	0	0
\$25,001 - \$75,000	13.92%	27	38	13	0	0
\$75,001 - \$125,000	12.66%	58	55	58	0	0
\$125,001 - \$150,000	15.19%	13	13	5	24	0
\$150,001 - \$200,000	25.32%	27	87	21	25	0
\$200,001 - \$275,000	13.92%	18	7	18	30	1
\$275,001 and up	11.39%	13	1	45	9	1
Median Closed DOM		27	28	30	24	1
Total Closed Units	100%	79	18	44	15	2
Total Closed Volume		12,531,349	1.72M	6.74M	3.21M	850.00K

July 2019



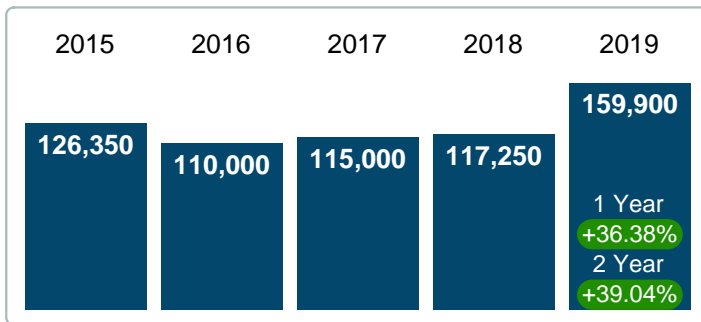
Area Delimited by County Of Creek



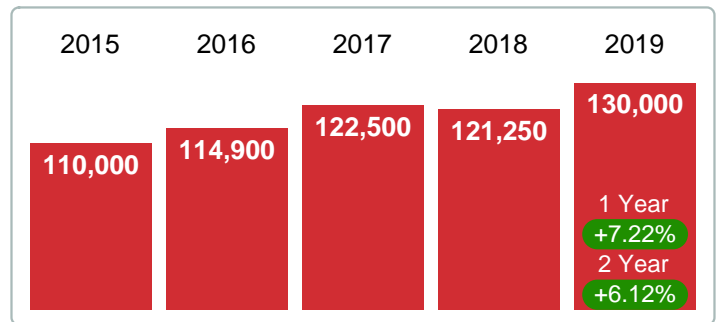
MEDIAN LIST PRICE AT CLOSING

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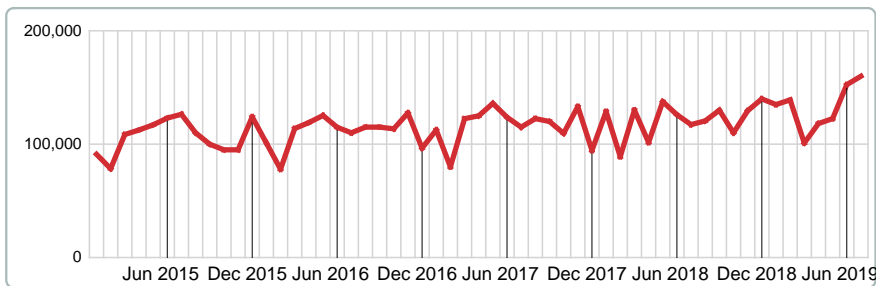
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

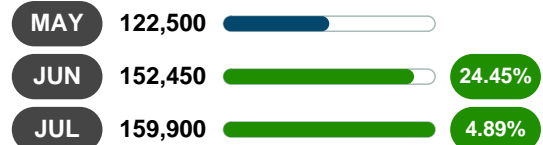


3 MONTHS

5 year JUL AVG = 125,700

High Jul 2019 159,900 Low Feb 2016 77,900

Median List Price at Closing this month at **159,900** above the 5 yr JUL average of **125,700**



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
\$25,000 and less	7.59%	925	7,838	925	0	0
\$25,001 - \$75,000	13.92%	59,900	55,625	65,200	0	0
\$75,001 - \$125,000	11.39%	100,000	88,900	104,950	0	0
\$125,001 - \$150,000	13.92%	139,500	137,700	139,900	135,950	0
\$150,001 - \$200,000	27.85%	169,900	175,000	169,900	169,000	0
\$200,001 - \$275,000	13.92%	235,000	204,900	227,800	240,000	275,000
\$275,001 and up	11.39%	349,000	365,000	339,900	372,500	569,000
Median List Price		159,900	67,450	151,500	209,000	422,000
Total Closed Units	100%	159,900	18	44	15	2
Total Closed Volume		12,908,125	1.85M	6.89M	3.33M	844.00K

July 2019



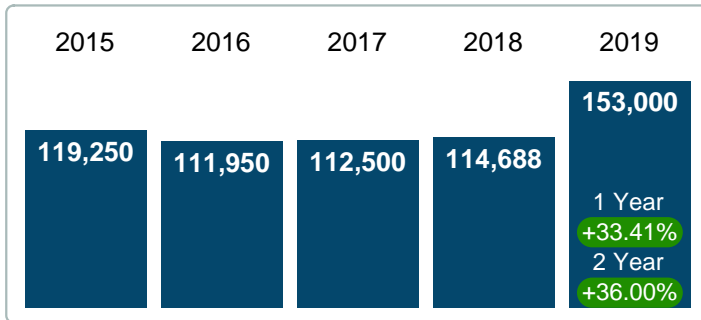
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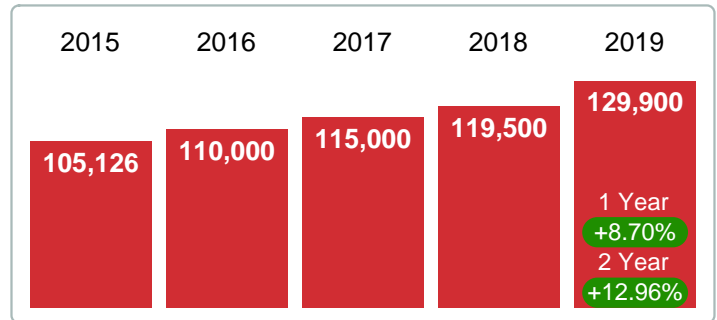
MEDIAN SOLD PRICE AT CLOSING

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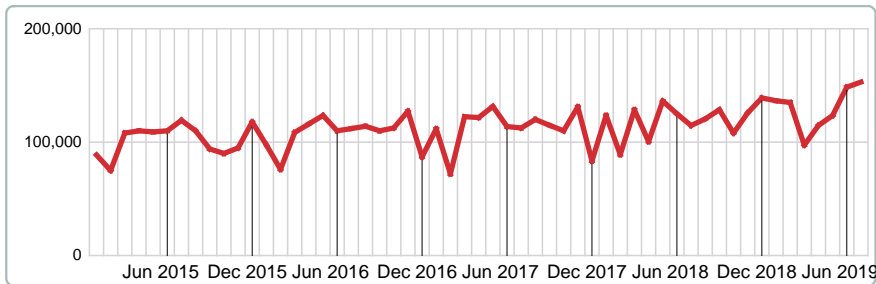
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

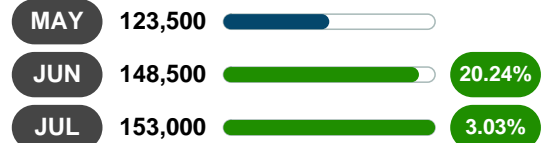


3 MONTHS

5 year JUL AVG = 122,278

High Jul 2019 153,000 Low Feb 2017 72,000

Median Sold Price at Closing this month at **153,000** above the 5 yr JUL average of **122,278**



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
\$25,000 and less	6	7.59%	938	5,513	938	0	0
\$25,001 - \$75,000	11	13.92%	56,250	53,500	62,000	0	0
\$75,001 - \$125,000	10	12.66%	96,500	107,450	96,500	0	0
\$125,001 - \$150,000	12	15.19%	135,500	131,500	136,000	143,000	0
\$150,001 - \$200,000	20	25.32%	169,950	180,750	169,900	169,000	0
\$200,001 - \$275,000	11	13.92%	235,000	205,900	221,400	243,000	275,000
\$275,001 and up	9	11.39%	343,500	343,500	300,000	344,500	575,000
Median Sold Price			153,000	58,125	151,500	194,900	425,000
Total Closed Units		100%	79	18	44	15	2
Total Closed Volume			12,531,349	1.72M	6.74M	3.21M	850.00K

July 2019



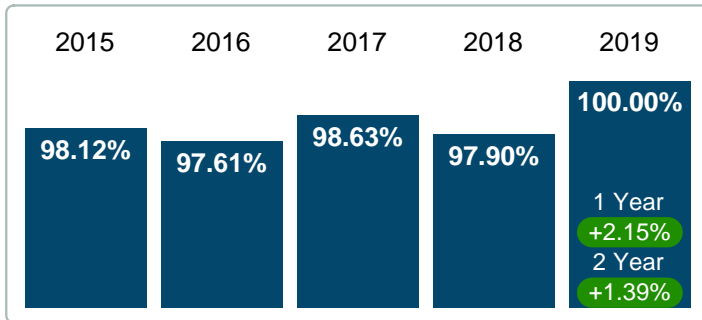
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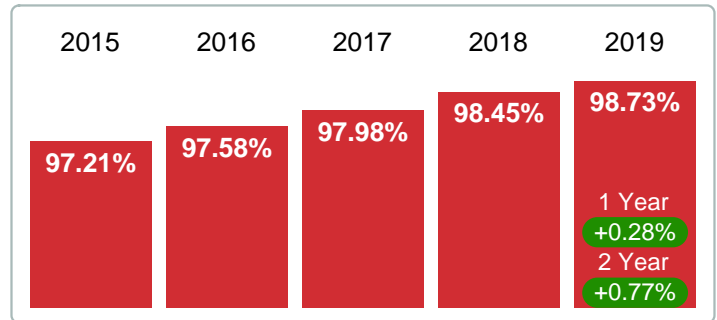
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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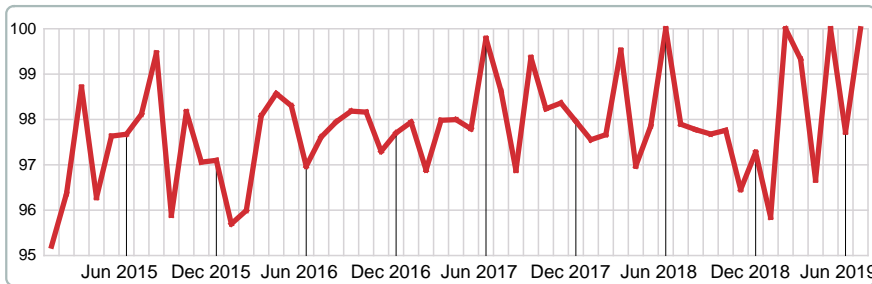
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

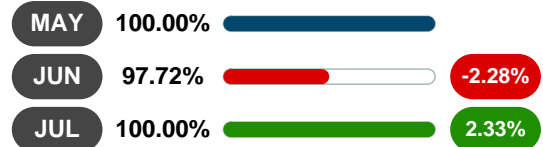


3 MONTHS

5 year JUL AVG = 98.45%

High Jul 2019 100.00% Low Jan 2015 95.21%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.45%**



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
\$25,000 and less	6	7.59%	100.00%	94.44%	101.22%	0.00%	0.00%
\$25,001 - \$75,000	11	13.92%	93.29%	88.28%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	10	12.66%	95.52%	95.37%	95.52%	0.00%	0.00%
\$125,001 - \$150,000	12	15.19%	99.02%	89.28%	100.00%	102.22%	0.00%
\$150,001 - \$200,000	20	25.32%	100.00%	96.65%	100.00%	99.33%	0.00%
\$200,001 - \$275,000	11	13.92%	100.00%	100.49%	100.00%	99.62%	100.00%
\$275,001 and up	9	11.39%	95.69%	94.11%	97.31%	93.06%	101.05%
Median Sold/List Ratio		100.00%		93.70%	100.00%	99.57%	100.53%
Total Closed Units		79	100%	18	44	15	2
Total Closed Volume		12,531,349		1.72M	6.74M	3.21M	850.00K

July 2019

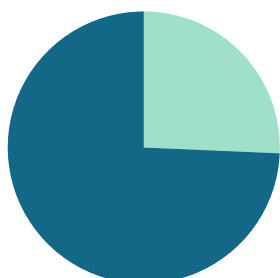
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

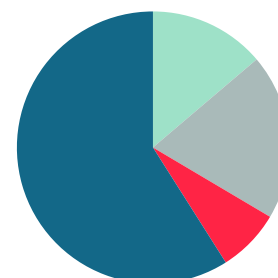


Inventory
 New Listings
141 = 25.68%
 Start Inventory
408
 Total Inventory Units
549
 Volume
\$119,712,748

Market Activity

Closed Sales
79 = 13.79%
 Pending Sales
113 = 19.72%
 Other Off Market
43 = 7.50%
 Active Inventory
338 = 58.99%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	82	79	-3.66%	496	537	8.27%
Pending Sales	81	113	39.51%	534	610	14.23%
New Listings	137	141	2.92%	911	922	1.21%
Median List Price	117,250	159,900	36.38%	121,250	130,000	7.22%
Median Sale Price	114,688	153,000	33.41%	119,500	129,900	8.70%
Median Percent of Selling Price to List Price	97.90%	100.00%	2.15%	98.45%	98.73%	0.28%
Median Days on Market to Sale	30.00	27.00	-10.00%	30.00	27.00	-10.00%
Monthly Inventory	477	338	-29.14%	477	338	-29.14%
Months Supply of Inventory	6.77	4.57	-32.42%	6.77	4.57	-32.42%

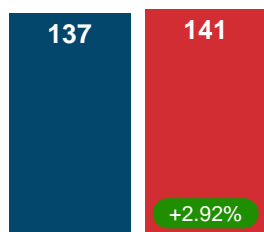
Absorption: Last 12 months, an Average of **74** Sales/Month

Inventory on July 31, 2019 = **338**

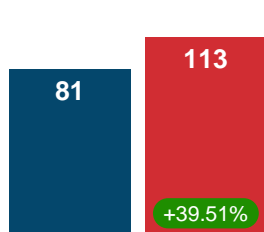
2018 **2019**

JULY MARKET

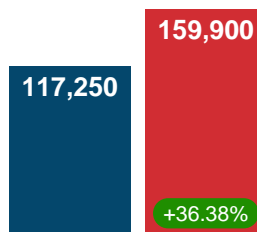
New Listings



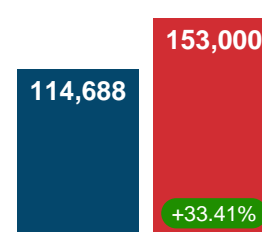
Pending Listings



List Price

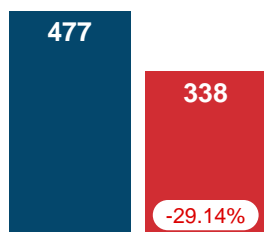


Sale Price

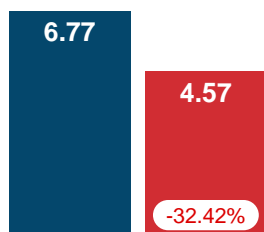


INVENTORY

Active Inventory

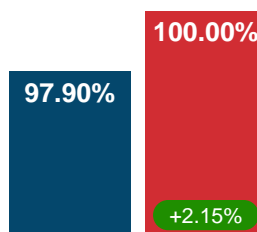


Monthly Supply of Inventory



MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

