

May 2019

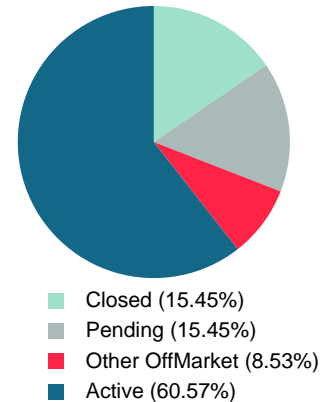
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	76	87	14.47%
Pending Listings	70	87	24.29%
New Listings	128	131	2.34%
Median List Price	137,500	122,500	-10.91%
Median Sale Price	136,250	123,500	-9.36%
Median Percent of Selling Price to List Price	97.86%	100.00%	2.19%
Median Days on Market to Sale	26.00	15.00	-42.31%
End of Month Inventory	475	341	-28.21%
Months Supply of Inventory	6.73	4.63	-31.14%



Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of May 31, 2019 = **341**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **28.21%** to 341 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 **4.63** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.36%** in May 2019 to \$123,500 versus the previous year at \$136,250.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 11.00 days or **42.31%** in May 2019 compared to last year's same month at **26.00** DOM.

Sales Success for May 2019 is Positive

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

There were 131 New Listings in May 2019, up **2.34%** from last year at 128. Furthermore, there were 87 Closed Listings this month versus last year at 76, a **14.47%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, up from previous year's, May 2018, at **59.4%**, a **11.85%** 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

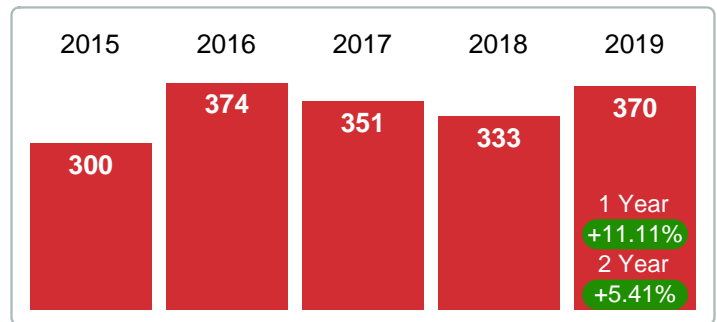
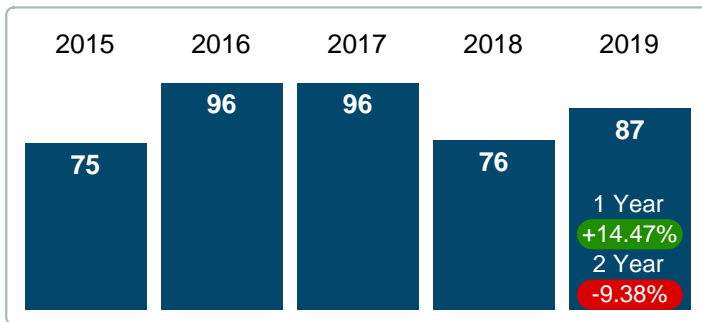


CLOSED LISTINGS

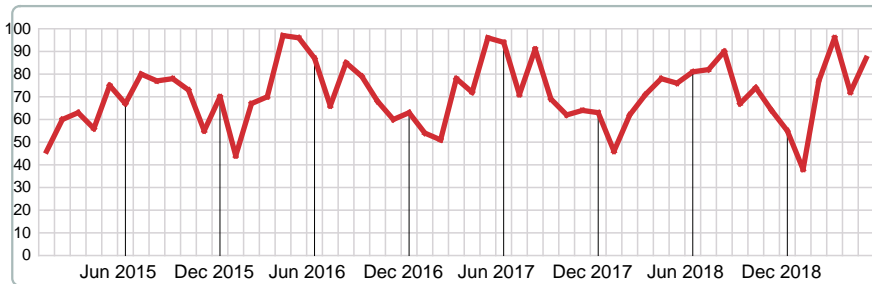
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MAY

YEAR TO DATE (YTD)

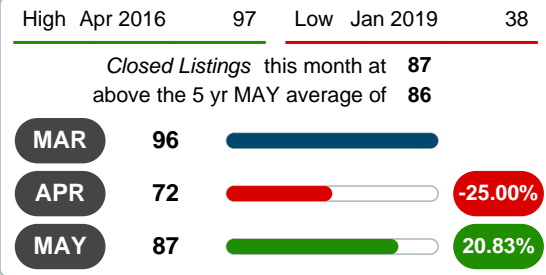


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.20%	45.5	4	4	0	0
\$30,001 - \$70,000	11	12.64%	22.0	7	3	1	0
\$70,001 - \$90,000	12	13.79%	10.0	3	9	0	0
\$90,001 - \$140,000	23	26.44%	14.0	5	15	1	2
\$140,001 - \$180,000	13	14.94%	6.0	0	11	2	0
\$180,001 - \$240,000	10	11.49%	11.0	1	5	3	1
\$240,001 and up	10	11.49%	32.0	1	6	1	2
Total Closed Units	87			21	53	8	5
Total Closed Volume	11,525,461	100%	15.0	1.64M	7.21M	1.45M	1.23M
Median Closed Price	\$123,500			\$70,000	\$129,900	\$177,500	\$190,000

May 2019



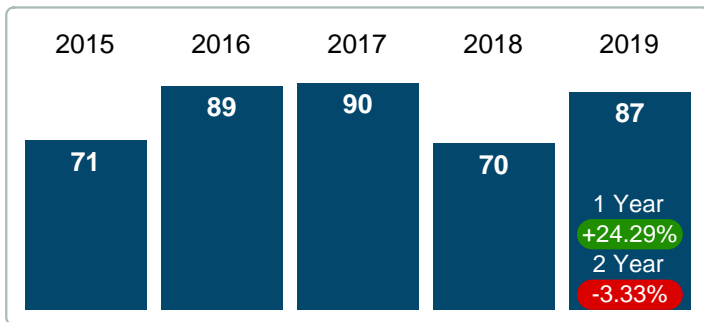
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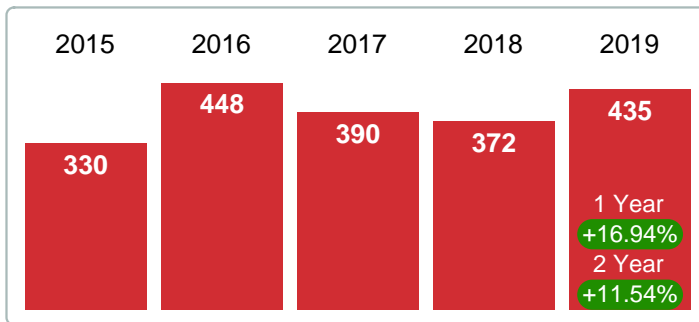
PENDING LISTINGS

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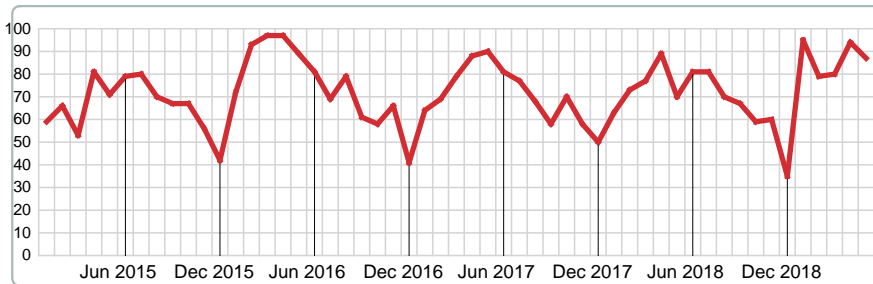
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 81

High Apr 2016 97 Low Dec 2018 35

Pending Listings this month at **87**
above the 5 yr MAY average of **81**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.60%	25.0	3	1	0	0
\$25,001 - \$75,000	16	18.39%	55.0	9	7	0	0
\$75,001 - \$100,000	9	10.34%	20.0	4	4	1	0
\$100,001 - \$175,000	24	27.59%	36.5	5	16	3	0
\$175,001 - \$225,000	13	14.94%	47.0	2	9	2	0
\$225,001 - \$325,000	12	13.79%	46.0	0	5	6	1
\$325,001 and up	9	10.34%	31.0	0	1	6	2
Total Pending Units	87			23	43	18	3
Total Pending Volume	15,038,553	100%	39.0	1.97M	6.68M	5.31M	1.07M
Median Listing Price	\$159,500			\$75,000	\$159,500	\$269,900	\$399,900

May 2019



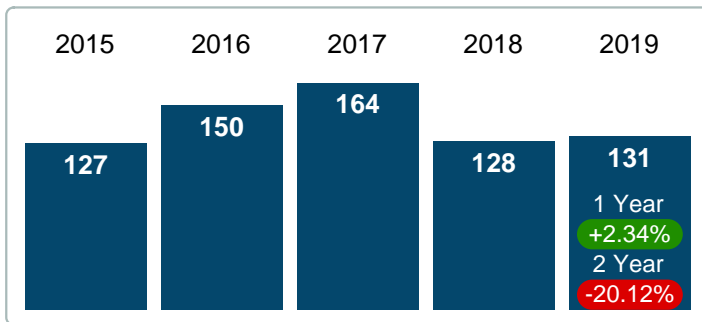
Area Delimited by County Of Creek



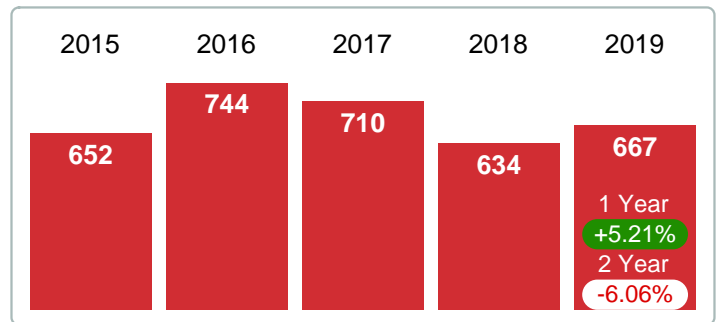
NEW LISTINGS

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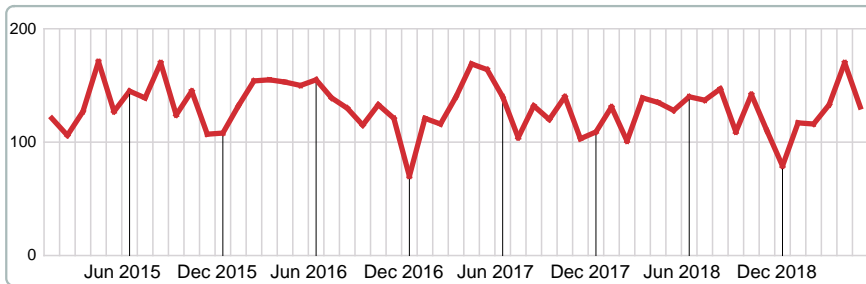
MAY



YEAR TO DATE (YTD)

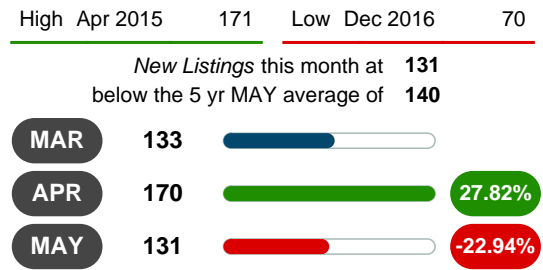


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 140



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	6	4.58%	5	1	0	0
\$25,001 - \$75,000	14	10.69%	10	4	0	0
\$75,001 - \$100,000	19	14.50%	11	6	2	0
\$100,001 - \$175,000	44	33.59%	13	24	7	0
\$175,001 - \$225,000	17	12.98%	2	9	5	1
\$225,001 - \$350,000	17	12.98%	2	8	6	1
\$350,001 and up	14	10.69%	7	1	4	2
Total New Listed Units	131		50	53	24	4
Total New Listed Volume	36,571,369	100%	20.80M	8.66M	5.60M	1.51M
Median New Listed Listing Price	\$155,000		\$97,500	\$159,500	\$201,950	\$354,900

May 2019



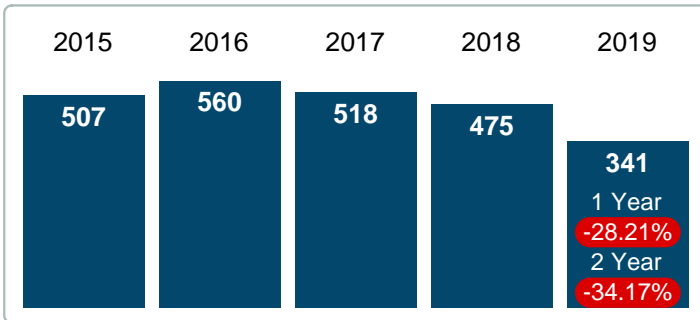
Area Delimited by County Of Creek



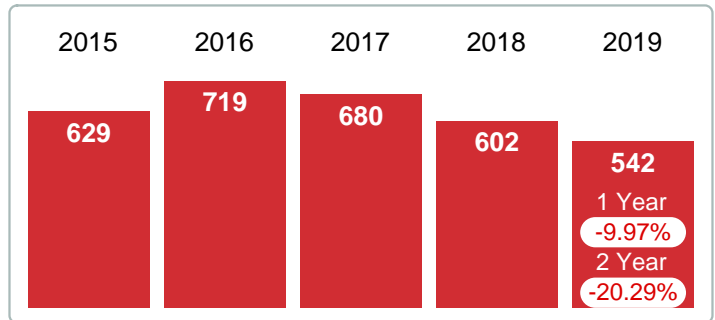
ACTIVE INVENTORY

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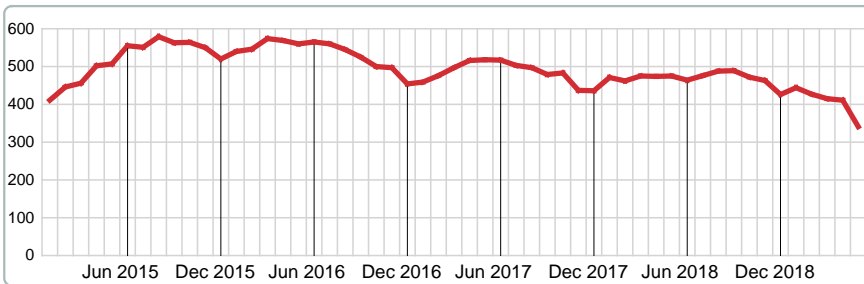
END OF MAY



ACTIVE DURING MAY

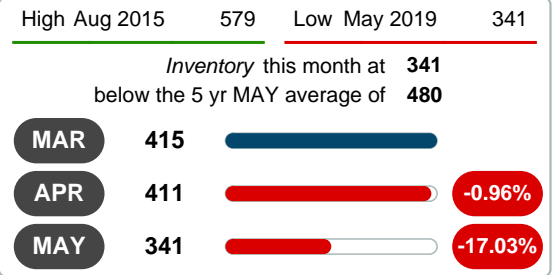


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 480



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	17	4.99%	64.0	13	3	1	0
\$25,001 - \$75,000	50	14.66%	66.5	36	12	2	0
\$75,001 - \$100,000	33	9.68%	39.0	19	12	1	1
\$100,001 - \$175,000	102	29.91%	36.0	45	44	13	0
\$175,001 - \$225,000	52	15.25%	53.0	22	17	11	2
\$225,001 - \$425,000	52	15.25%	56.5	12	19	19	2
\$425,001 and up	35	10.26%	64.0	13	2	13	7
Total Active Inventory by Units			341	160	109	60	12
Total Active Inventory by Volume			71,305,293	27.37M	17.90M	20.38M	5.66M
Median Active Inventory Listing Price			\$158,500	\$128,500	\$149,900	\$240,000	\$487,700

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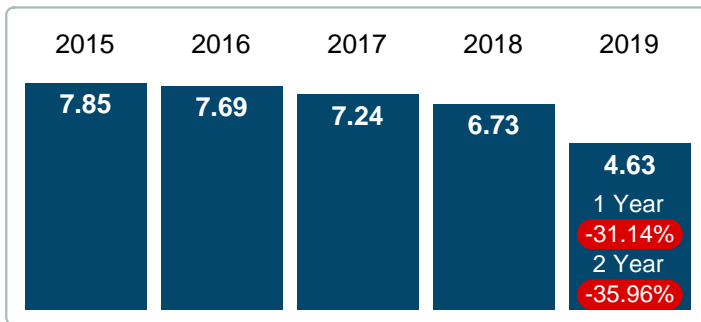
Area Delimited by County Of Creek



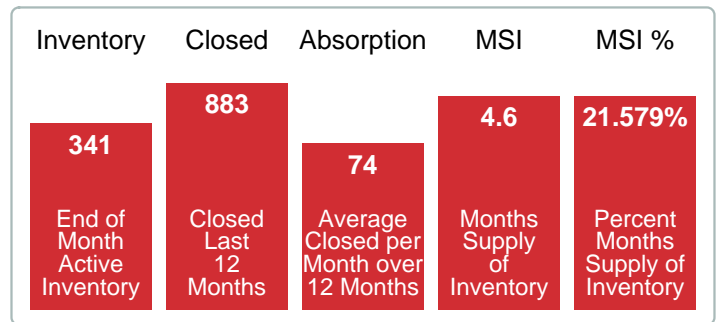
MONTHS SUPPLY of INVENTORY (MSI)

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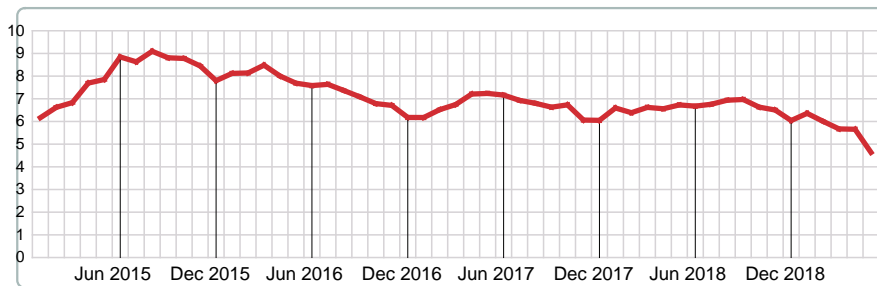
MSI FOR MAY



INDICATORS FOR MAY 2019

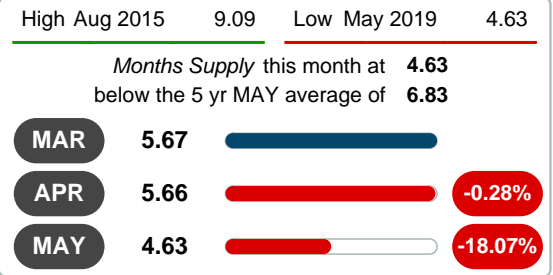


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.83



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	17	4.99%	2.55	3.90	0.97	4.00	0.00
\$25,001 - \$75,000	50	14.66%	3.57	4.50	2.22	4.80	0.00
\$75,001 - \$100,000	33	9.68%	3.41	5.85	2.12	1.50	12.00
\$100,001 - \$175,000	102	29.91%	3.94	12.56	2.39	4.00	0.00
\$175,001 - \$225,000	52	15.25%	6.50	20.31	3.58	5.50	12.00
\$225,001 - \$425,000	52	15.25%	6.24	18.00	6.51	4.85	2.40
\$425,001 and up	35	10.26%	35.00	39.00	24.00	52.00	21.00
Market Supply of Inventory (MSI)			4.63	7.90	2.70	5.58	5.33
Total Active Inventory by Units		100%	4.63	160	109	60	12

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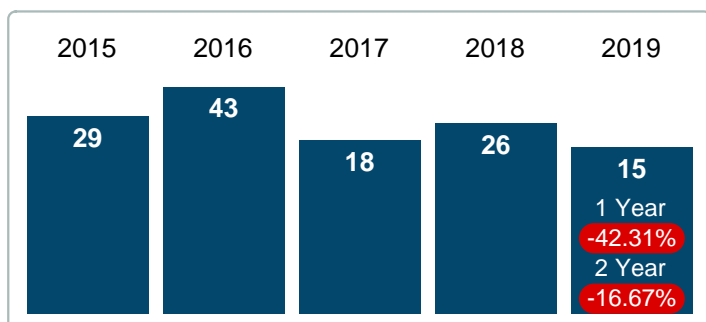
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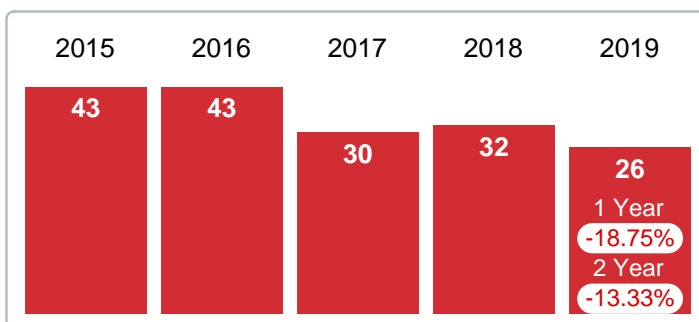
MEDIAN DAYS ON MARKET TO SALE

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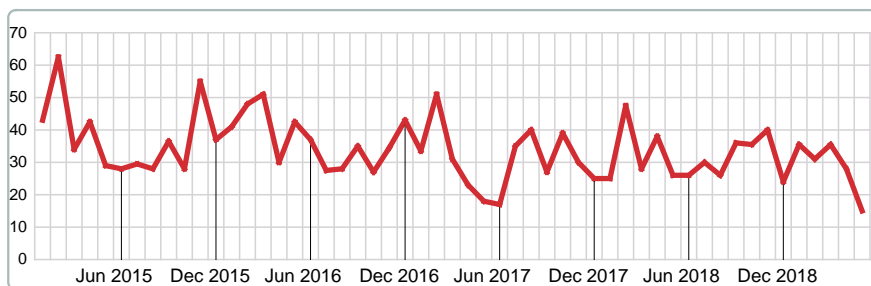
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

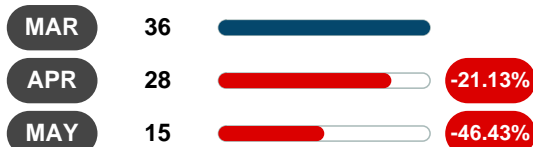


3 MONTHS

5 year MAY AVG = 26

High Feb 2015 63 Low May 2019 15

Median Days on Market to Sale this month at 15 below the 5 yr MAY average of 26



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
\$30,000 and less	9.20%	46	32	55	0	0
\$30,001 - \$70,000	12.64%	22	22	25	14	0
\$70,001 - \$90,000	13.79%	10	136	8	0	0
\$90,001 - \$140,000	26.44%	14	6	15	13	121
\$140,001 - \$180,000	14.94%	6	0	6	17	0
\$180,001 - \$240,000	11.49%	11	12	10	6	15
\$240,001 and up	11.49%	32	1	10	106	107
Median Closed DOM		15	16	10	14	86
Total Closed Units	100%	87	21	53	8	5
Total Closed Volume		11,525,461	1.64M	7.21M	1.45M	1.23M

May 2019



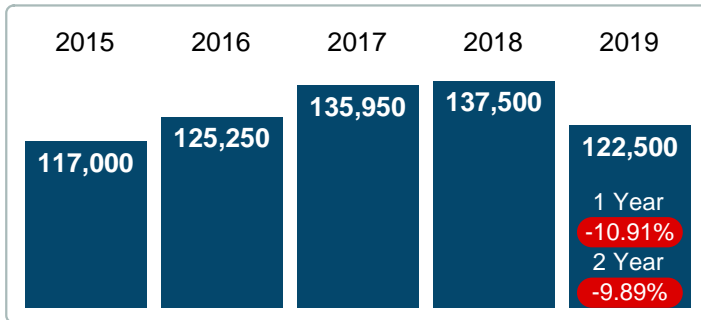
Area Delimited by County Of Creek



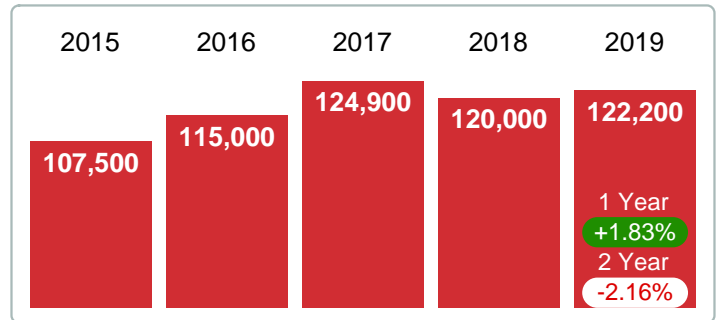
MEDIAN LIST PRICE AT CLOSING

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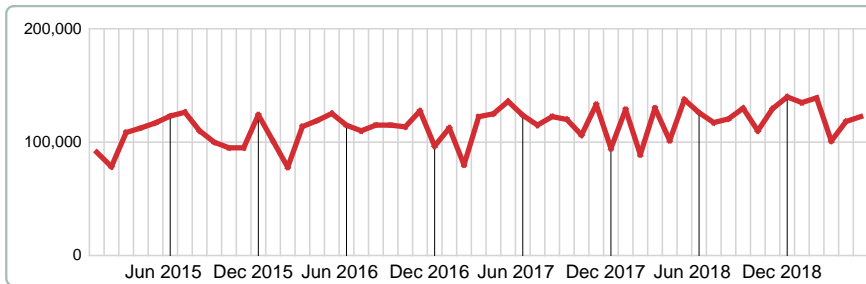
MAY



YEAR TO DATE (YTD)

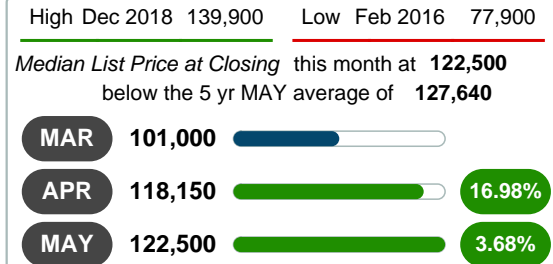


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 127,640



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
\$30,000 and less	10.34%	795	795	873	0	0
\$30,001 - \$70,000	9.20%	54,750	59,250	54,500	45,600	0
\$70,001 - \$90,000	14.94%	84,000	84,000	82,450	0	0
\$90,001 - \$140,000	25.29%	118,200	107,450	121,500	108,000	130,750
\$140,001 - \$180,000	16.09%	157,762	150,000	159,762	148,000	0
\$180,001 - \$240,000	13.79%	209,750	195,000	209,750	212,000	220,000
\$240,001 and up	10.34%	295,000	295,000	285,000	375,000	389,950
Median List Price		122,500	79,000	129,900	192,000	220,000
Total Closed Units	100%	122,500	21	53	8	5
Total Closed Volume		11,786,963	1.76M	7.26M	1.51M	1.26M

May 2019



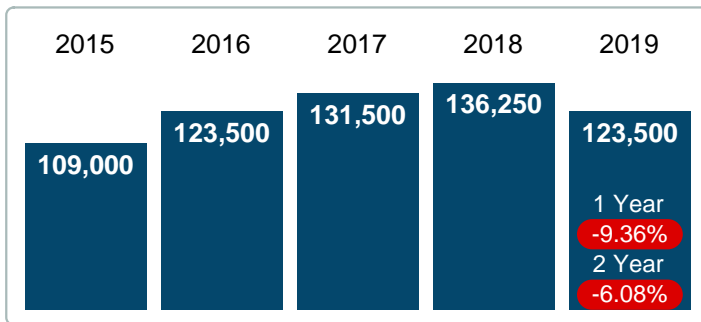
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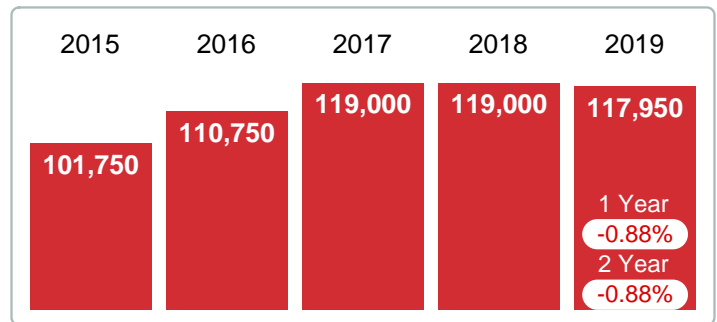
MEDIAN SOLD PRICE AT CLOSING

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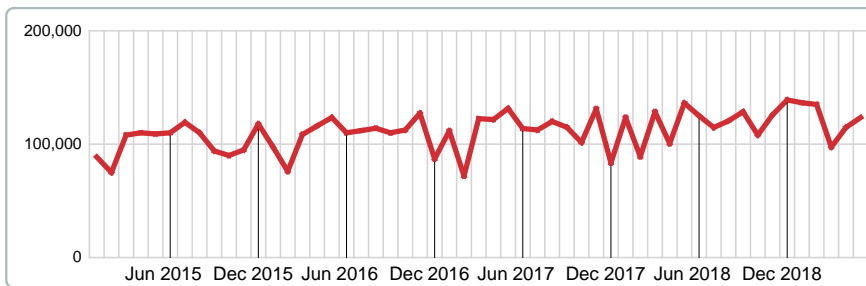
MAY



YEAR TO DATE (YTD)

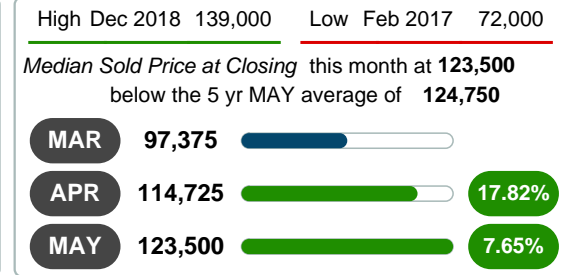


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 124,750



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
\$30,000 and less	9.20%	795	773	873	0	0
\$30,001 - \$70,000	12.64%	53,050	63,500	53,000	53,050	0
\$70,001 - \$90,000	13.79%	82,750	82,000	83,500	0	0
\$90,001 - \$140,000	26.44%	119,000	110,000	124,000	112,050	131,250
\$140,001 - \$180,000	14.94%	159,900	0	163,000	152,000	0
\$180,001 - \$240,000	11.49%	201,500	189,000	204,000	210,000	190,000
\$240,001 and up	11.49%	286,000	275,000	277,500	350,000	386,900
Median Sold Price		123,500	70,000	129,900	177,500	190,000
Total Closed Units	100%	123,500	21	53	8	5
Total Closed Volume		11,525,461	1.64M	7.21M	1.45M	1.23M

May 2019



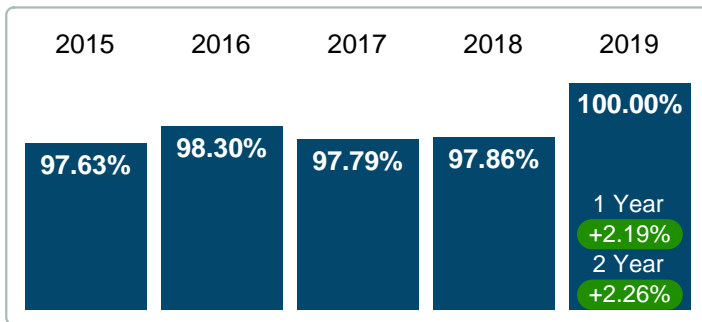
Area Delimited by County Of Creek



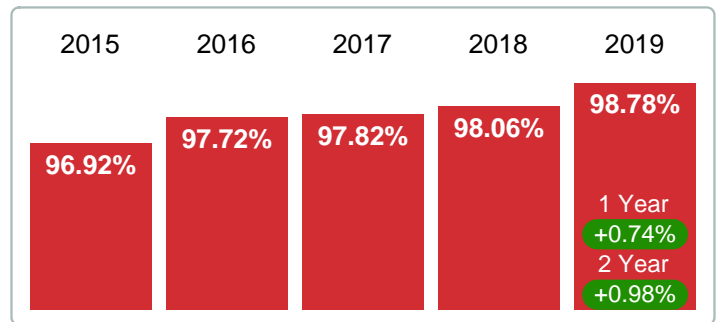
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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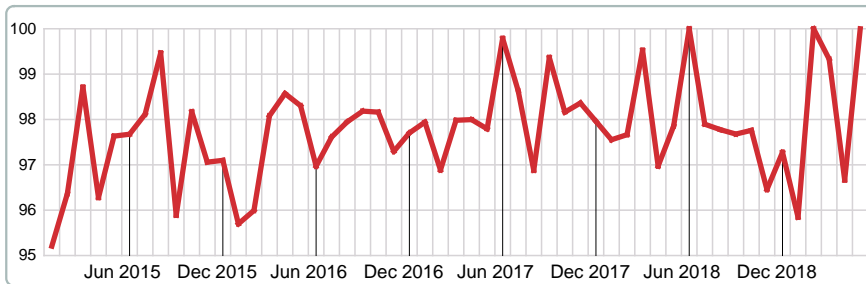
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

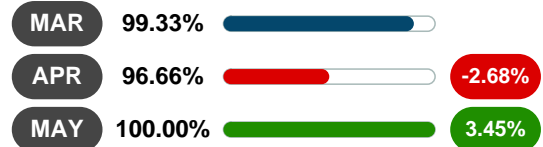


3 MONTHS

5 year MAY AVG = 98.32%

High May 2019 100.00% Low Jan 2015 95.21%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **98.32%**



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
\$30,000 and less	8	9.20%	100.00%	100.00%	100.00%	0.00%	0.00%
\$30,001 - \$70,000	11	12.64%	100.00%	94.29%	100.00%	116.34%	0.00%
\$70,001 - \$90,000	12	13.79%	100.00%	92.88%	100.00%	0.00%	0.00%
\$90,001 - \$140,000	23	26.44%	100.00%	97.50%	99.28%	103.75%	100.41%
\$140,001 - \$180,000	13	14.94%	100.00%	0.00%	100.00%	92.16%	0.00%
\$180,001 - \$240,000	10	11.49%	97.78%	96.92%	97.90%	97.78%	86.36%
\$240,001 and up	10	11.49%	99.41%	93.22%	100.00%	93.33%	99.94%
Median Sold/List Ratio		100.00%		97.50%	100.00%	98.89%	100.00%
Total Closed Units	87	100%	100.00%	21	53	8	5
Total Closed Volume	11,525,461			1.64M	7.21M	1.45M	1.23M

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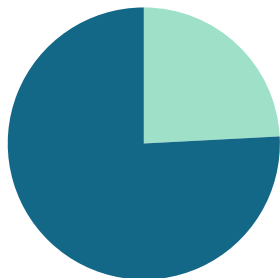
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

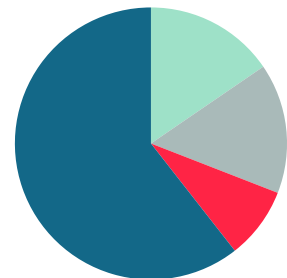


Inventory
 New Listings
131 = 24.17%
 Start Inventory
411
 Total Inventory Units
542
 Volume
\$127,330,889

Market Activity

Closed Sales
87 = 15.45%
 Pending Sales
87 = 15.45%
 Other Off Market
48 = 8.53%
 Active Inventory
341 = 60.57%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	76	87	14.47%	333	370	11.11%
Pending Sales	70	87	24.29%	372	435	16.94%
New Listings	128	131	2.34%	634	667	5.21%
Median List Price	137,500	122,500	-10.91%	120,000	122,200	1.83%
Median Sale Price	136,250	123,500	-9.36%	119,000	117,950	-0.88%
Median Percent of Selling Price to List Price	97.86%	100.00%	2.19%	98.06%	98.78%	0.74%
Median Days on Market to Sale	26.00	15.00	-42.31%	32.00	26.00	-18.75%
Monthly Inventory	475	341	-28.21%	475	341	-28.21%
Months Supply of Inventory	6.73	4.63	-31.14%	6.73	4.63	-31.14%

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

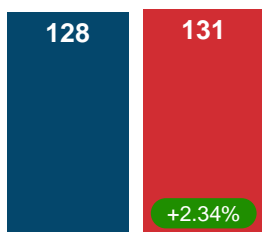
Inventory on May 31, 2019 = **341**

2018 **2019**

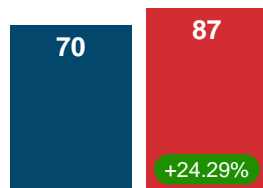
MAY MARKET

MEDIAN PRICES

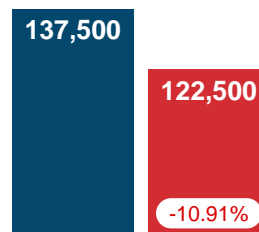
New Listings



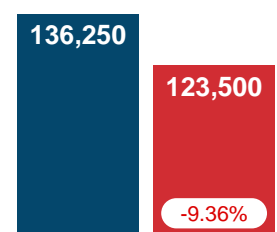
Pending Listings



List Price



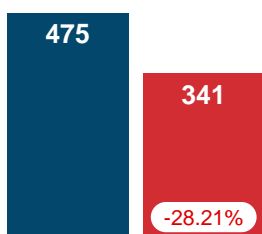
Sale Price



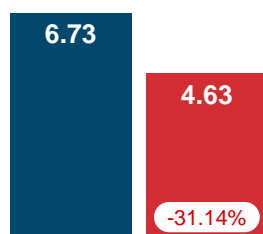
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

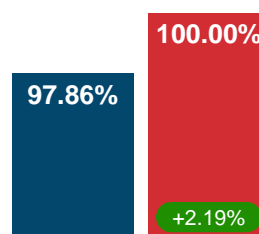
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

