



# November 2019

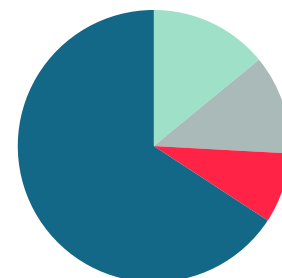
Area Delimited by County Of Creek



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	November 2019	+/-%
Closed Listings	64	69	7.81%
Pending Listings	60	58	-3.33%
New Listings	110	91	-17.27%
Average List Price	149,172	167,903	12.56%
Average Sale Price	144,221	156,445	8.48%
Average Percent of Selling Price to List Price	95.58%	96.79%	1.27%
Average Days on Market to Sale	50.00	44.90	-10.20%
End of Month Inventory	466	323	-30.69%
Months Supply of Inventory	6.54	4.16	-36.34%



■ Closed (14.05%)  
■ Pending (11.81%)  
■ Other OffMarket (8.35%)  
■ Active (65.78%)

**Absorption:** Last 12 months, an Average of **78 Sales/Month Active Inventory** as of November 30, 2019 = **323**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **30.69%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 78 closed sales per month. This represents an unsold inventory index of **4.16 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 **8.48%** in November 2019 to \$156,445 versus the previous year at \$144,221.

#### Average Days on Market Shortens

The average number of **44.90** days that homes spent on the market before selling decreased by 5.10 days or **10.20%** in November 2019 compared to last year's same month at **50.00** DOM.

#### Sales Success for November 2019 is Positive

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

There were 91 New Listings in November 2019, down **17.27%** from last year at 110. Furthermore, there were 69 Closed Listings this month versus last year at 64, a **7.81%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, up from previous year's, November 2018, at **58.2%**, a **30.32%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of Selling Price to List Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

### 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



# November 2019

Area Delimited by County Of Creek

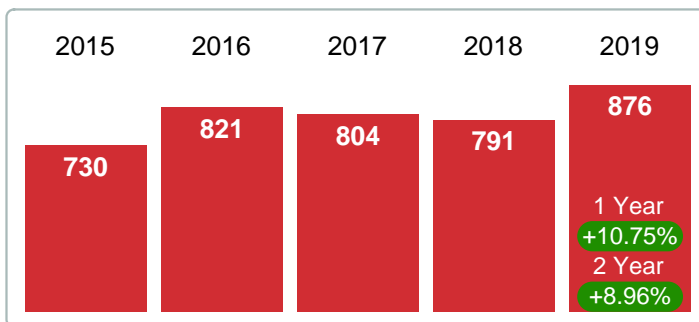
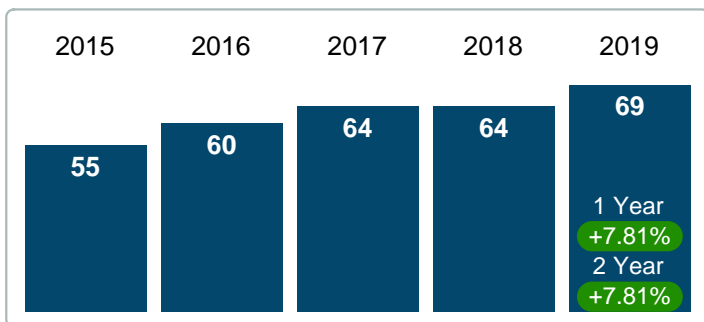


## CLOSED LISTINGS

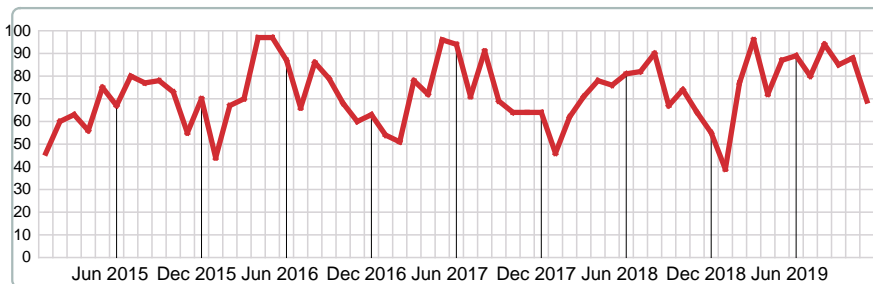
Report produced on Dec 11, 2019 for MLS Technology Inc.

### NOVEMBER

### YEAR TO DATE (YTD)

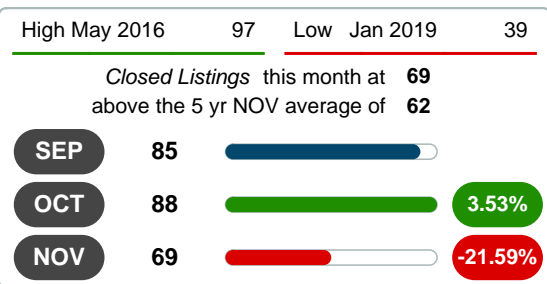


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 62



### 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	4	5.80%	15.8	1	3	0	0
\$25,001 - \$75,000	11	15.94%	21.3	7	3	1	0
\$75,001 - \$100,000	9	13.04%	55.8	4	5	0	0
\$100,001 - \$150,000	16	23.19%	43.0	5	8	3	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$275,000	22	31.88%	48.3	4	15	3	0
\$275,001 and up	7	10.14%	78.3	4	0	2	1
<b>Total Closed Units</b>	<b>69</b>			<b>25</b>	<b>34</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,794,685</b>	<b>100%</b>	<b>44.9</b>	<b>3.64M</b>	<b>4.32M</b>	<b>1.67M</b>	<b>1.16M</b>
<b>Average Closed Price</b>	<b>\$156,445</b>			<b>\$145,456</b>	<b>\$127,167</b>	<b>\$185,844</b>	<b>\$1,162,000</b>



# November 2019

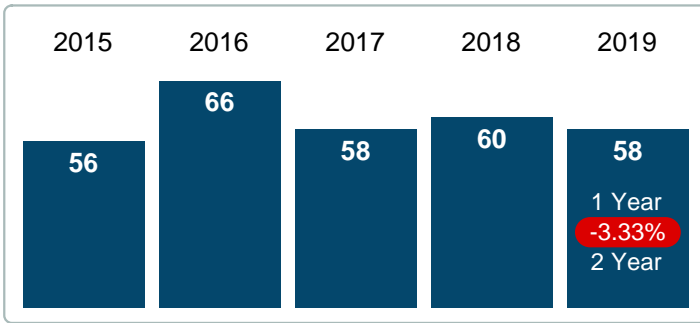
Area Delimited by County Of Creek



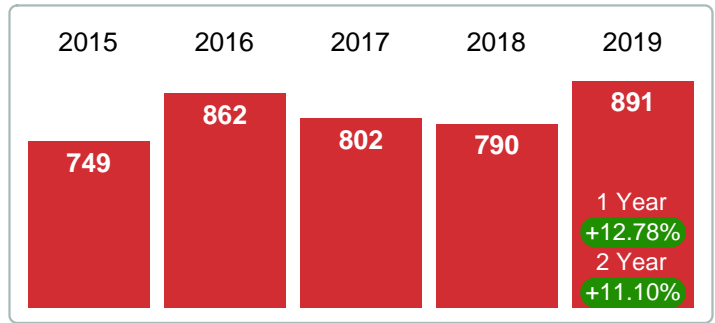
## PENDING LISTINGS

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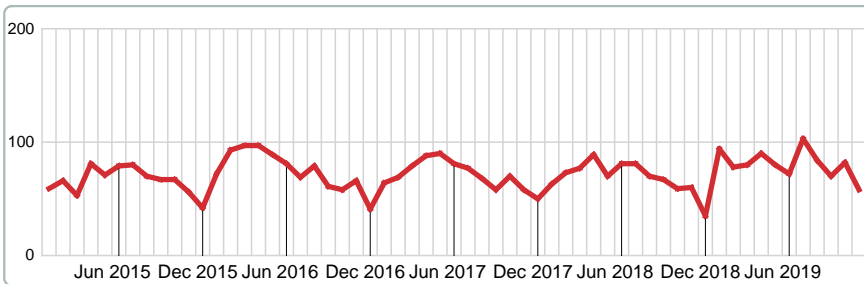
### NOVEMBER



### YEAR TO DATE (YTD)

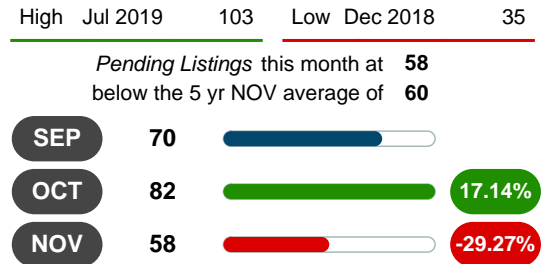


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 60



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.17%	10.7	2	1	0	0
\$30,001 - \$80,000	8	13.79%	27.1	5	2	1	0
\$80,001 - \$110,000	10	17.24%	32.3	4	5	1	0
\$110,001 - \$190,000	15	25.86%	41.9	1	12	2	0
\$190,001 - \$220,000	5	8.62%	44.6	0	2	3	0
\$220,001 - \$350,000	11	18.97%	39.9	0	8	3	0
\$350,001 and up	6	10.34%	31.8	1	0	3	2
<b>Total Pending Units</b>	<b>58</b>			<b>13</b>	<b>30</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,614,399</b>	<b>100%</b>	<b>52.4</b>	<b>3.07M</b>	<b>4.62M</b>	<b>3.13M</b>	<b>798.00K</b>
<b>Average Listing Price</b>	<b>\$118,257</b>			<b>\$235,992</b>	<b>\$153,997</b>	<b>\$240,662</b>	<b>\$399,000</b>



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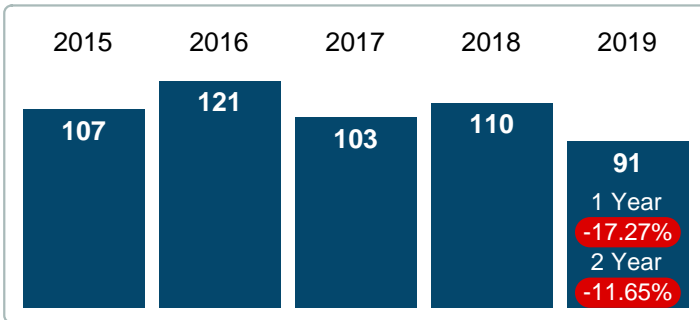
Area Delimited by County Of Creek



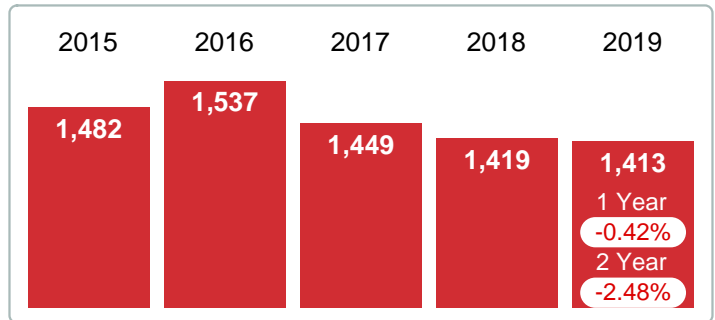
## NEW LISTINGS

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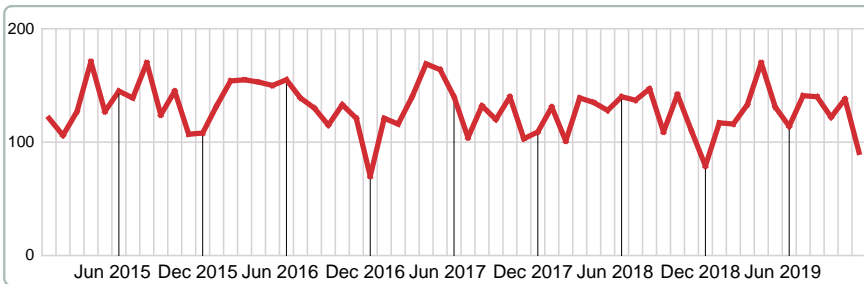
### NOVEMBER



### YEAR TO DATE (YTD)

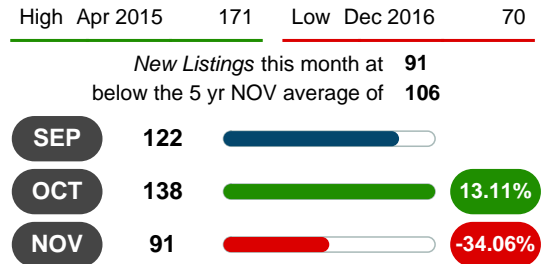


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 106



### 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	11	12.09%	6	5	0	0
\$25,001 - \$50,000	9	9.89%	6	2	1	0
\$50,001 - \$75,000	9	9.89%	5	2	2	0
\$75,001 - \$150,000	26	28.57%	9	16	1	0
\$150,001 - \$225,000	14	15.38%	1	10	3	0
\$225,001 - \$300,000	13	14.29%	5	4	3	1
\$300,001 and up	9	9.89%	2	1	4	2
<b>Total New Listed Units</b>	<b>91</b>		<b>34</b>	<b>40</b>	<b>14</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>15,253,904</b>	<b>100%</b>	<b>4.91M</b>	<b>5.49M</b>	<b>3.53M</b>	<b>1.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$223,000</b>		<b>\$144,398</b>	<b>\$137,224</b>	<b>\$251,971</b>	<b>\$442,600</b>



# November 2019

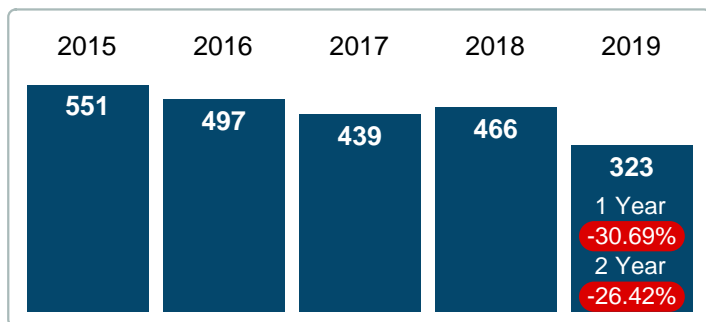
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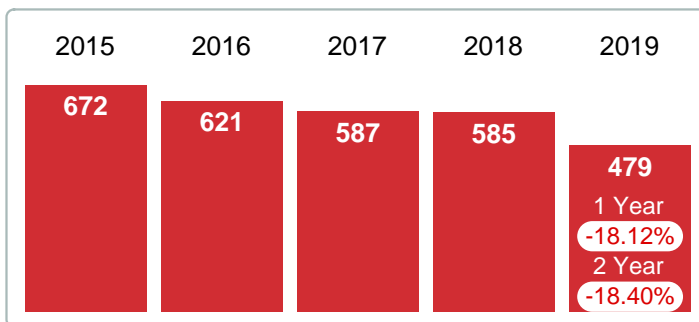
## ACTIVE INVENTORY

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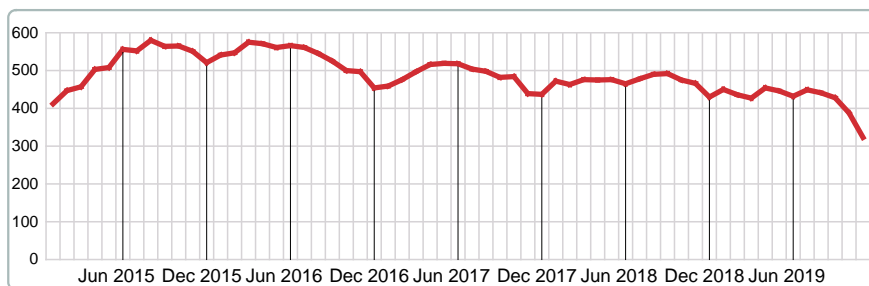
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

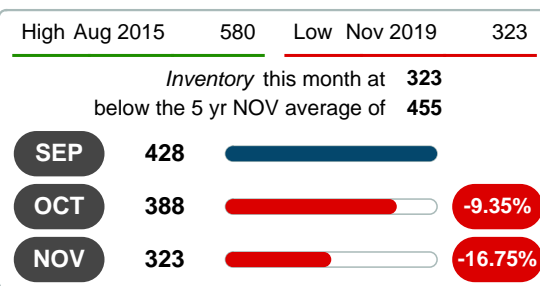


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 455



### 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	32	9.91%	64.5	25	5	2	0
\$25,001 - \$50,000	27	8.36%	60.1	23	3	1	0
\$50,001 - \$75,000	31	9.60%	73.7	20	8	3	0
\$75,001 - \$150,000	98	30.34%	69.9	47	44	5	2
\$150,001 - \$225,000	54	16.72%	64.6	17	27	10	0
\$225,001 - \$400,000	47	14.55%	83.5	19	14	9	5
\$400,001 and up	34	10.53%	78.2	12	3	13	6
Total Active Inventory by Units			323	163	104	43	13
Total Active Inventory by Volume			66,053,119	27.66M	16.44M	15.38M	6.58M
Average Active Inventory Listing Price			\$204,499	\$169,704	\$158,045	\$357,653	\$505,808



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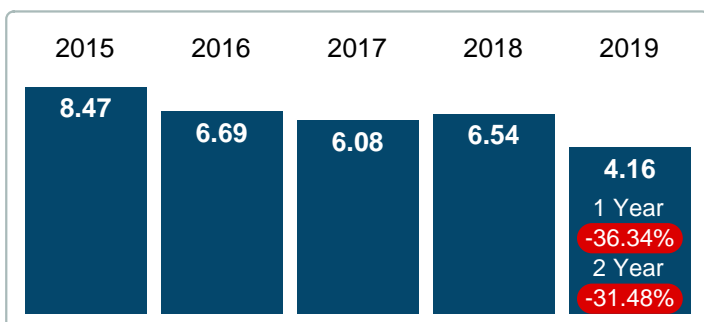
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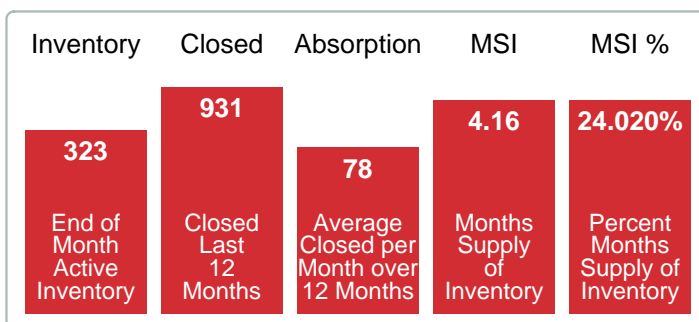
## MONTHS SUPPLY of INVENTORY (MSI)

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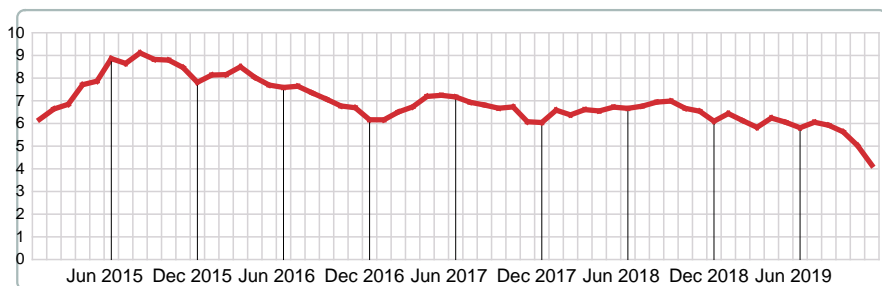
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2019

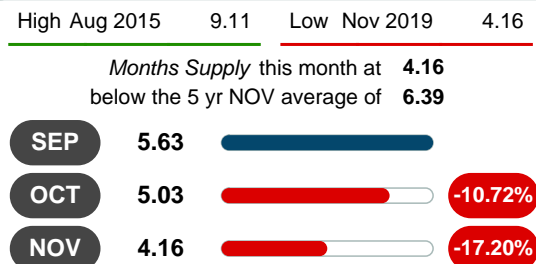


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.39



### 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	27	8.36%	5.31	8.00	2.14	8.00	0.00
\$20,001 - \$60,000	48	14.86%	4.97	7.30	1.36	4.00	0.00
\$60,001 - \$90,000	36	11.15%	3.60	4.50	2.26	18.00	24.00
\$90,001 - \$170,000	91	28.17%	3.03	7.20	2.16	2.13	0.00
\$170,001 - \$240,000	49	15.17%	3.77	10.67	3.09	2.46	0.00
\$240,001 - \$420,000	40	12.38%	4.71	25.50	2.77	2.40	6.00
\$420,001 and up	32	9.91%	24.00	18.86	18.00	36.00	24.00
Market Supply of Inventory (MSI)			4.16	7.98	2.38	3.66	7.43
Total Active Inventory by Units		100%	4.16	163	104	43	13



# November 2019

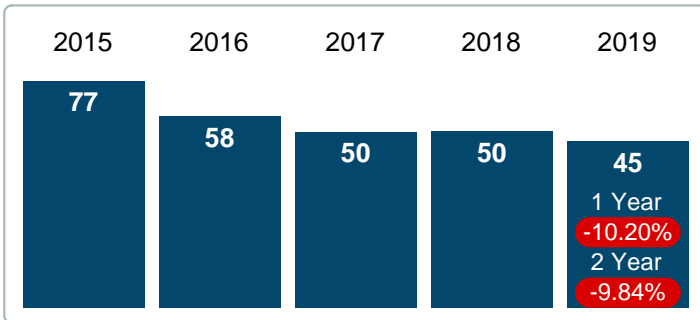
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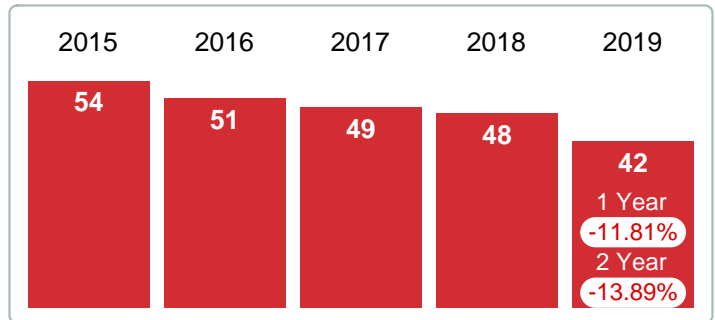
## AVERAGE DAYS ON MARKET TO SALE

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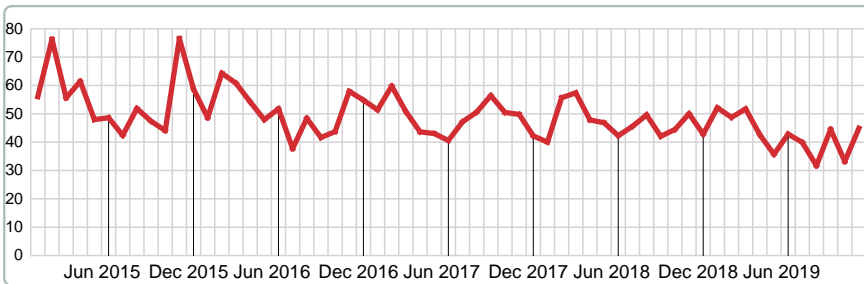
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 56

High Nov 2015 77 Low Aug 2019 32

Average Days on Market to Sale this month at 45 below the 5 yr NOV average of 56



### 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	5.80%	16	6	19	0	0
\$25,001 - \$75,000	15.94%	21	26	17	1	0
\$75,001 - \$100,000	13.04%	56	62	51	0	0
\$100,001 - \$150,000	23.19%	43	56	46	14	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$275,000	31.88%	48	93	34	60	0
\$275,001 and up	10.14%	78	96	0	22	123
<b>Average Closed DOM</b>		<b>45</b>	<b>59</b>	<b>36</b>	<b>29</b>	<b>123</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>25</b>	<b>34</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,794,685</b>	<b>3.64M</b>	<b>4.32M</b>	<b>1.67M</b>	<b>1.16M</b>



# November 2019

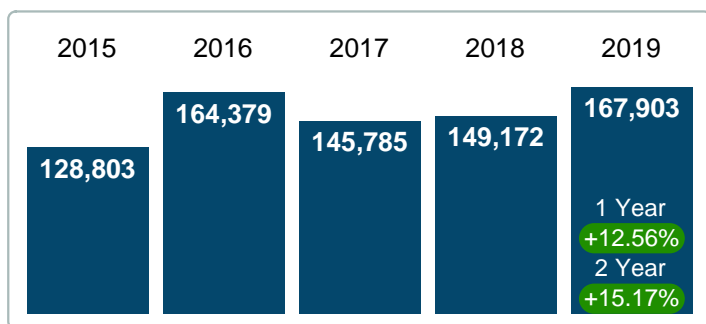
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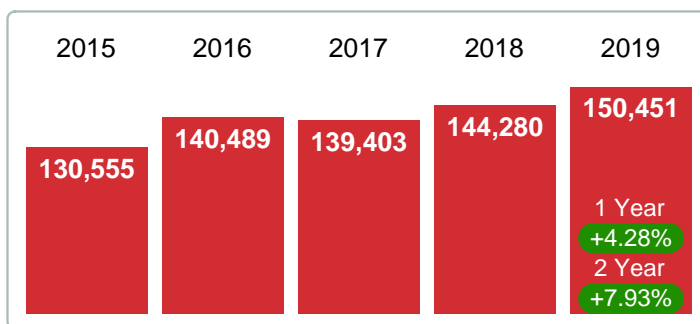
## AVERAGE LIST PRICE AT CLOSING

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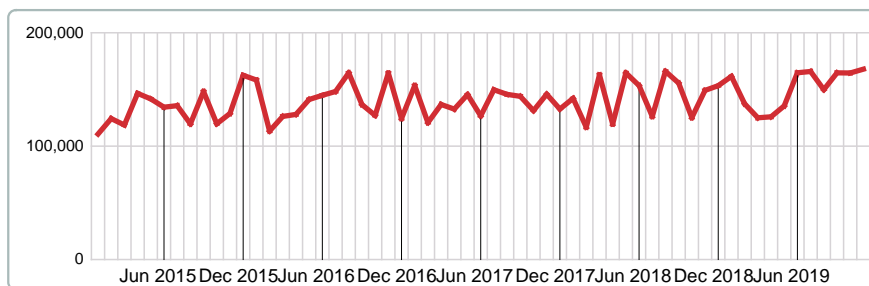
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 151,208

High Nov 2019 167,903    Low Jan 2015 110,659

Average List Price at Closing this month at **167,903**  
above the 5 yr NOV average of **151,208**

SEP	164,646	<div style="width: 80%;"></div>
OCT	164,518	<div style="width: 80%; background-color: red;"></div> -0.08%
NOV	167,903	<div style="width: 100%; background-color: green;"></div> 2.06%

### 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	4	5.80%	9,198	14,000	7,597	0	0
\$25,001 - \$75,000	10	14.49%	50,330	53,771	53,633	48,000	0
\$75,001 - \$100,000	9	13.04%	85,467	93,600	84,160	0	0
\$100,001 - \$150,000	17	24.64%	126,853	121,360	130,850	131,633	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$275,000	22	31.88%	187,068	185,400	185,393	197,667	0
\$275,001 and up	7	10.14%	572,000	482,250	0	337,500	1,400,000
Average List Price			167,903	161,688	130,359	190,100	1,400,000
Total Closed Units		100%	167,903	25	34	9	1
Total Closed Volume			11,585,289	4.04M	4.43M	1.71M	1.40M





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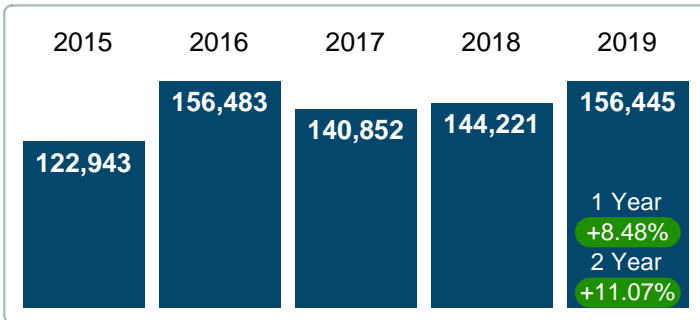
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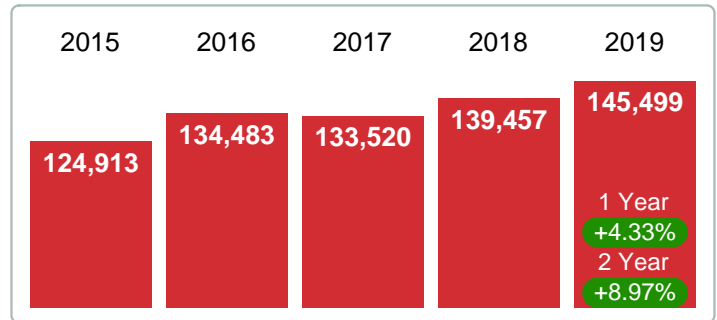
## AVERAGE SOLD PRICE AT CLOSING

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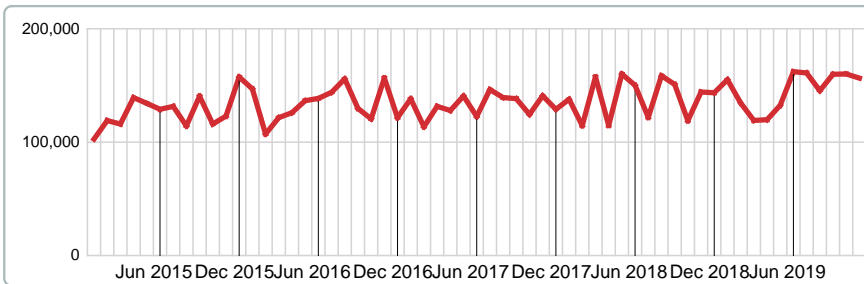
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

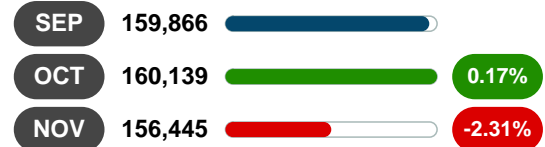


### 3 MONTHS

5 year NOV AVG = 144,189

High Jun 2019 162,140 Low Jan 2015 102,711

Average Sold Price at Closing this month at **156,445** above the 5 yr NOV average of **144,189**



### 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	5.80%	8,843	12,000	7,790	0	0
\$25,001 - \$75,000	15.94%	50,682	51,500	49,667	48,000	0
\$75,001 - \$100,000	13.04%	87,439	90,288	85,160	0	0
\$100,001 - \$150,000	23.19%	125,672	118,230	128,375	130,867	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$275,000	31.88%	180,664	177,900	179,901	188,167	0
\$275,001 and up	10.14%	489,929	400,000	0	333,750	1,162,000
<b>Average Sold Price</b>		<b>156,445</b>	<b>145,456</b>	<b>127,167</b>	<b>185,844</b>	<b>1,162,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,445</b>	<b>25</b>	<b>34</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,794,685</b>	<b>3.64M</b>	<b>4.32M</b>	<b>1.67M</b>	<b>1.16M</b>



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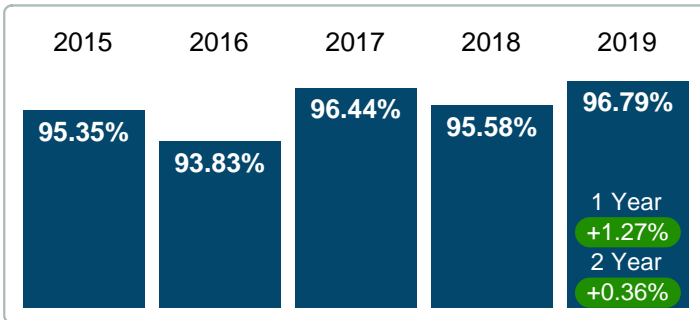
Area Delimited by County Of Creek



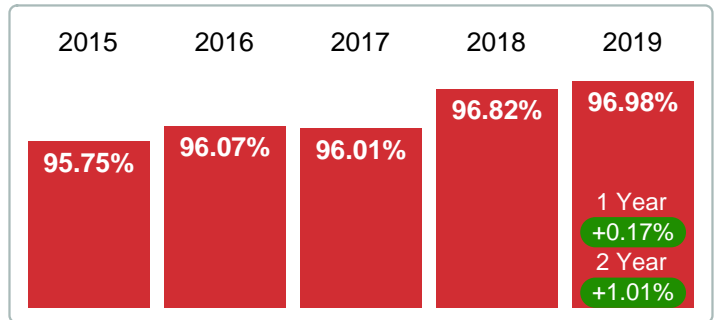
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

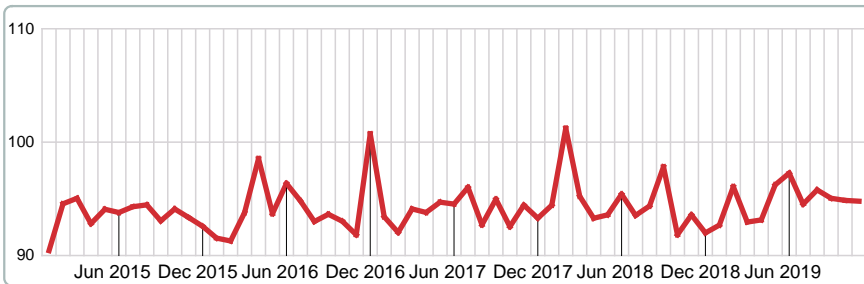
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

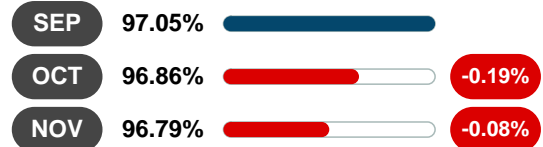


### 3 MONTHS

5 year NOV AVG = 95.60%

High Feb 2018 103.22% Low Jan 2015 92.43%

Average Sold/List Ratio this month at **96.79%**  
above the 5 yr NOV average of **95.60%**



### 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	4	5.80%	97.16%	85.71%	100.97%	0.00%	0.00%
\$25,001 - \$75,000	11	15.94%	96.80%	98.51%	91.76%	100.00%	0.00%
\$75,001 - \$100,000	9	13.04%	99.30%	96.93%	101.20%	0.00%	0.00%
\$100,001 - \$150,000	16	23.19%	98.22%	97.75%	98.07%	99.39%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$275,000	22	31.88%	96.96%	96.06%	97.57%	95.14%	0.00%
\$275,001 and up	7	10.14%	89.53%	86.57%	0.00%	98.73%	83.00%
Average Sold/List Ratio		96.80%		95.29%	98.01%	97.89%	83.00%
Total Closed Units		69	100%	25	34	9	1
Total Closed Volume		10,794,685		3.64M	4.32M	1.67M	1.16M

# November 2019

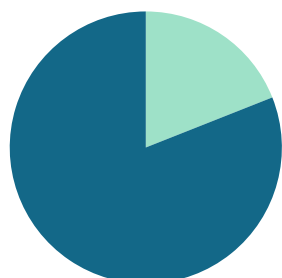
Area Delimited by County Of Creek



## MARKET SUMMARY

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

### INVENTORY

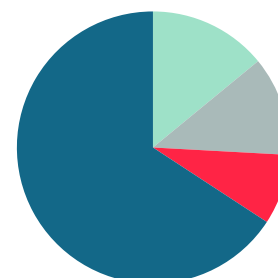


**Inventory**  
 New Listings  
**91 = 19.00%**  
 Start Inventory  
**388**  
 Total Inventory Units  
**479**  
 Volume  
**\$98,212,167**

### Market Activity

Closed Sales  
**69 = 14.05%**  
 Pending Sales  
**58 = 11.81%**  
 Other Off Market  
**41 = 8.35%**  
 Active Inventory  
**323 = 65.78%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	64	69	7.81%	791	876	10.75%
Pending Sales	60	58	-3.33%	790	891	12.78%
New Listings	110	91	-17.27%	1,419	1,413	-0.42%
Average List Price	149,172	167,903	12.56%	144,280	150,451	4.28%
Average Sale Price	144,221	156,445	8.48%	139,457	145,499	4.33%
Average Percent of Selling Price to List Price	95.58%	96.79%	1.27%	96.82%	96.98%	0.17%
Average Days on Market to Sale	50.00	44.90	-10.20%	47.52	41.91	-11.81%
Monthly Inventory	466	323	-30.69%	466	323	-30.69%
Months Supply of Inventory	6.54	4.16	-36.34%	6.54	4.16	-36.34%

**Absorption:** Last 12 months, an Average of **78** Sales/Month

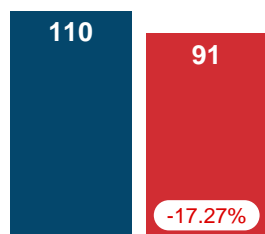
**Inventory** on November 30, 2019 = **323**

**2018** **2019**

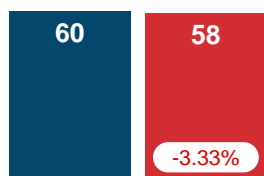
### NOVEMBER MARKET

### AVERAGE PRICES

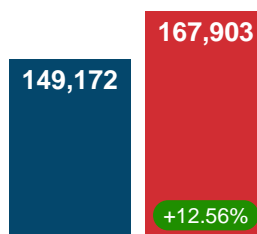
#### New Listings



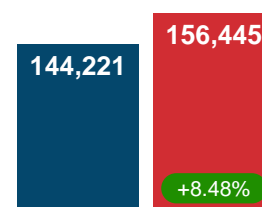
#### Pending Listings



#### List Price



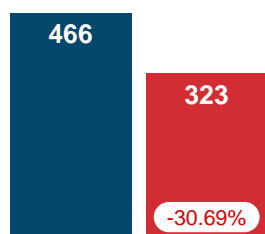
#### Sale Price



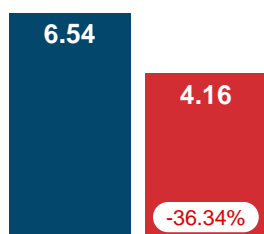
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

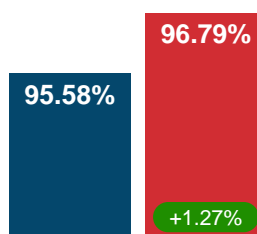
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

