

July 2020

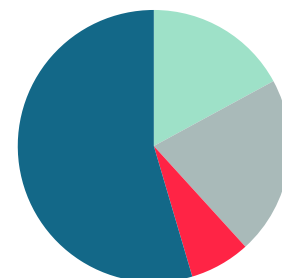
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	July 2020	+/-%
Closed Listings	81	88	8.64%
Pending Listings	104	109	4.81%
New Listings	141	127	-9.93%
Average List Price	165,124	167,911	1.69%
Average Sale Price	160,373	165,077	2.93%
Average Percent of Selling Price to List Price	96.58%	97.14%	0.58%
Average Days on Market to Sale	39.42	35.92	-8.88%
End of Month Inventory	455	281	-38.24%
Months Supply of Inventory	6.05	3.57	-40.92%



■ Closed (17.09%)
■ Pending (21.17%)
■ Other OffMarket (7.18%)
■ Active (54.56%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of July 31, 2020 = **281**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **38.24%** to 281 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 **3.57** 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 **2.93%** in July 2020 to \$165,077 versus the previous year at \$160,373.

Average Days on Market Shortens

The average number of **35.92** days that homes spent on the market before selling decreased by 3.50 days or **8.88%** in July 2020 compared to last year's same month at **39.42** DOM.

Sales Success for July 2020 is Positive

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

There were 127 New Listings in July 2020, down **9.93%** from last year at 141. Furthermore, there were 88 Closed Listings this month versus last year at 81, a **8.64%** increase.

Closed versus Listed trends yielded a **69.3%** ratio, up from previous year's, July 2019, at **57.4%**, a **20.62%** 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

July 2020



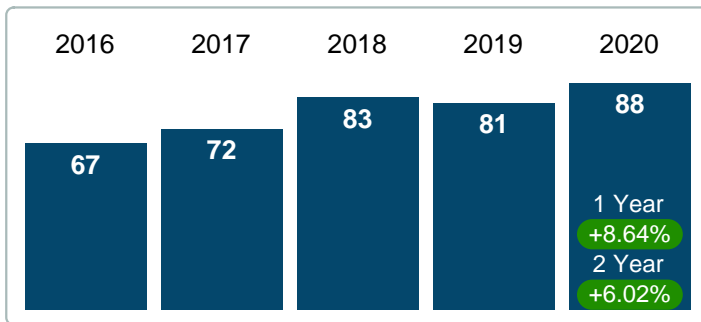
Area Delimited by County Of Creek



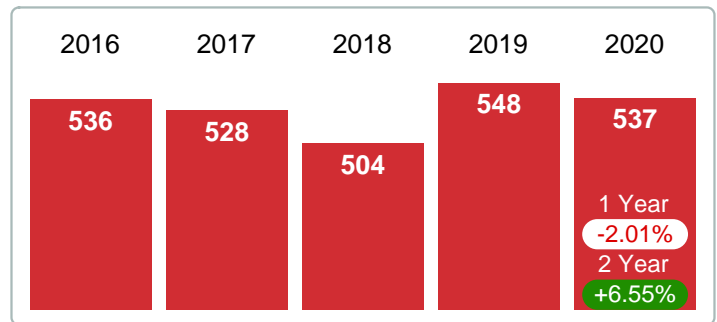
CLOSED LISTINGS

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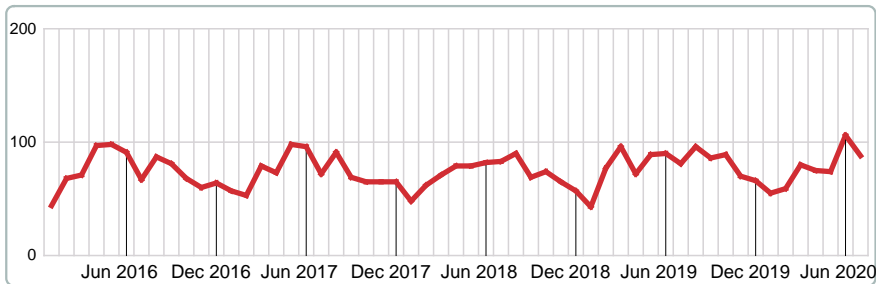
JULY



YEAR TO DATE (YTD)

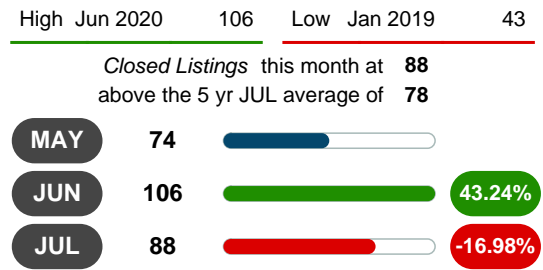


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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	4	4.55%	12.8	3	0	1	0
\$25,001 - \$75,000	11	12.50%	48.0	9	1	0	1
\$75,001 - \$125,000	18	20.45%	31.2	6	10	2	0
\$125,001 - \$175,000	22	25.00%	22.4	4	12	4	2
\$175,001 - \$200,000	12	13.64%	17.7	0	10	2	0
\$200,001 - \$275,000	11	12.50%	37.5	0	8	2	1
\$275,001 and up	10	11.36%	90.3	0	3	5	2
Total Closed Units	88			22	44	16	6
Total Closed Volume	14,526,817	100%	35.9	1.67M	7.60M	3.96M	1.29M
Average Closed Price	\$165,077			\$75,977	\$172,800	\$247,513	\$215,317

July 2020



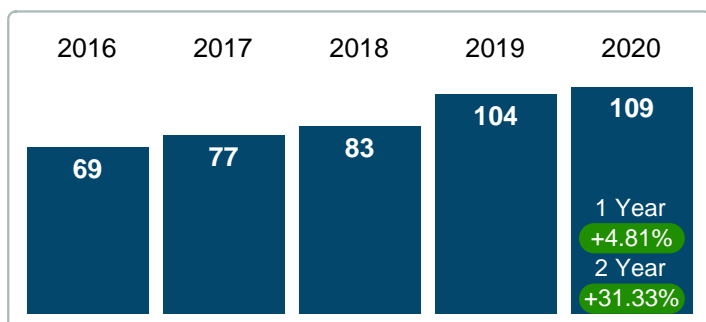
Area Delimited by County Of Creek



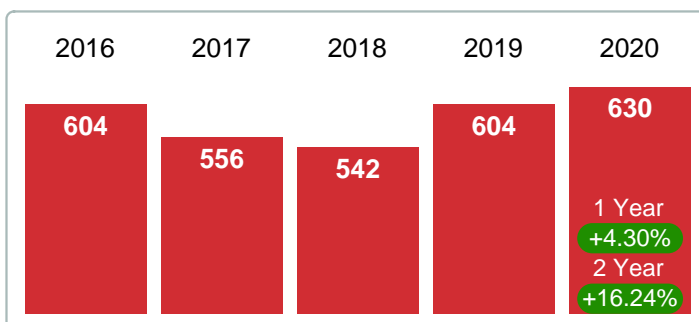
PENDING LISTINGS

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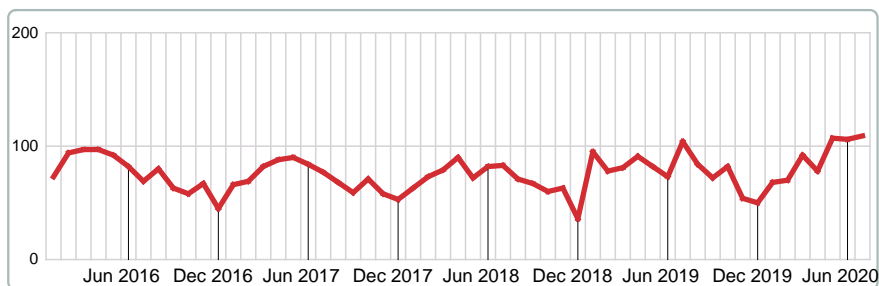
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 88

High Jul 2020 109 Low Dec 2018 36

Pending Listings this month at 109
above the 5 yr JUL average of 88



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	6.42%	55.7	5	1	1	0
\$25,001 - \$50,000	9	8.26%	47.9	7	1	1	0
\$50,001 - \$100,000	23	21.10%	45.8	14	9	0	0
\$100,001 - \$175,000	27	24.77%	33.6	6	20	1	0
\$175,001 - \$225,000	12	11.01%	25.8	0	8	3	1
\$225,001 - \$375,000	17	15.60%	24.6	3	8	6	0
\$375,001 and up	14	12.84%	83.2	2	1	6	5
Total Pending Units	109			37	48	18	6
Total Pending Volume	20,156,938	100%	61.3	4.08M	7.77M	5.89M	2.42M
Average Listing Price	\$152,100			\$110,205	\$161,961	\$327,108	\$402,883

July 2020



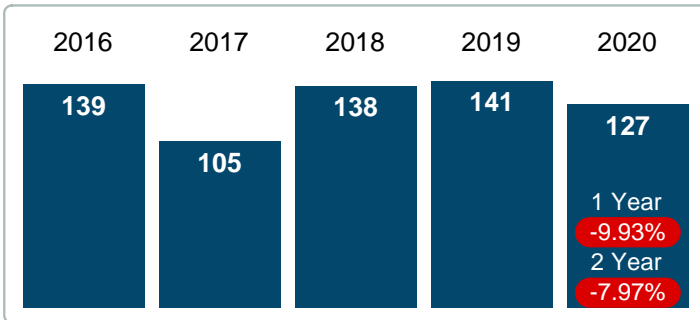
Area Delimited by County Of Creek



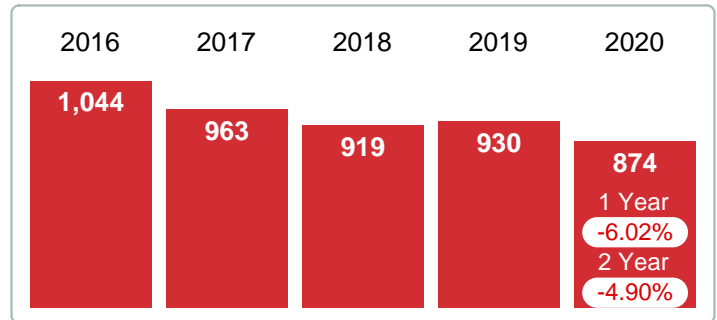
NEW LISTINGS

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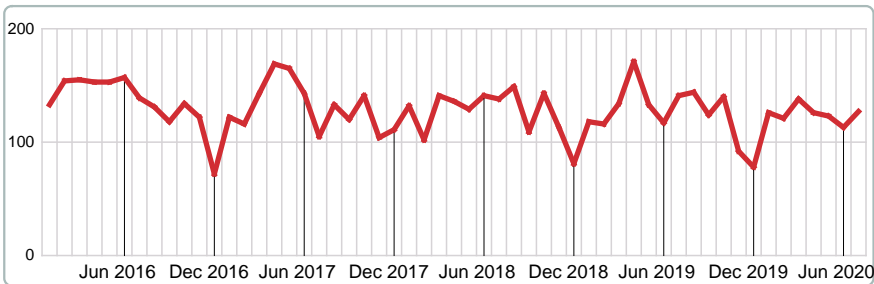
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 130

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 127
below the 5 yr JUL average of 130



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	8	6.30%	7	0	0	1
\$25,001 - \$50,000	14	11.02%	12	1	1	0
\$50,001 - \$100,000	23	18.11%	12	8	3	0
\$100,001 - \$175,000	34	26.77%	4	26	4	0
\$175,001 - \$225,000	12	9.45%	2	7	3	0
\$225,001 - \$425,000	23	18.11%	3	10	7	3
\$425,001 and up	13	10.24%	1	4	5	3
Total New Listed Units	127		41	56	23	7
Total New Listed Volume	23,728,459	100%	3.81M	10.56M	6.31M	3.05M
Average New Listed Listing Price	\$158,500		\$92,827	\$188,614	\$274,252	\$436,057

July 2020



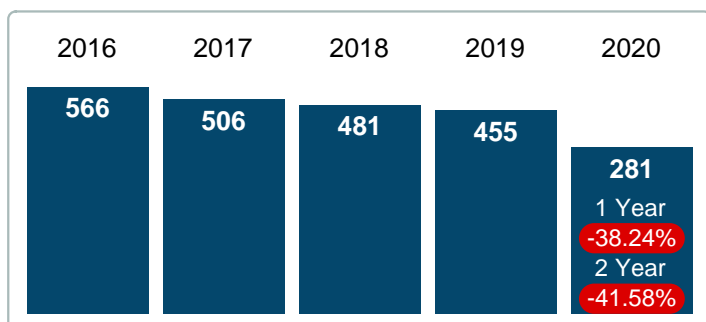
Area Delimited by County Of Creek



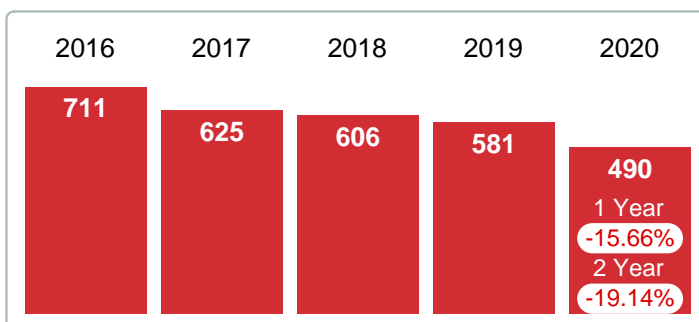
ACTIVE INVENTORY

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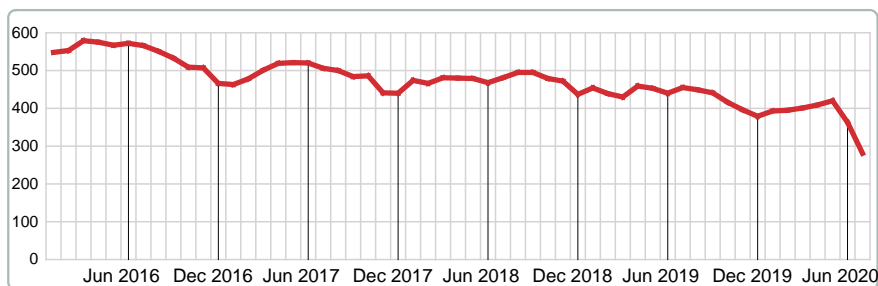
END OF JULY



ACTIVE DURING JULY

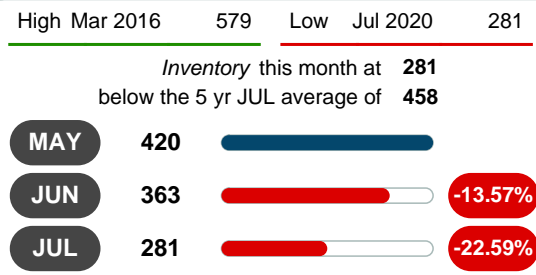


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 458



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	27	9.61%	87.4	21	3	2	1
\$25,001 - \$50,000	29	10.32%	78.9	27	2	0	0
\$50,001 - \$75,000	29	10.32%	130.8	22	4	2	1
\$75,001 - \$150,000	72	25.62%	80.1	46	21	4	1
\$150,001 - \$225,000	51	18.15%	103.8	30	17	3	1
\$225,001 - \$475,000	42	14.95%	90.2	18	13	7	4
\$475,001 and up	31	11.03%	60.3	9	4	9	9
Total Active Inventory by Units				281			
Total Active Inventory by Volume				57,030,007	100%	89.5	
Average Active Inventory Listing Price				\$202,954			
				173	64	27	17
				27.02M	12.32M	9.17M	8.52M
				\$156,193	\$192,452	\$339,626	\$501,282

July 2020

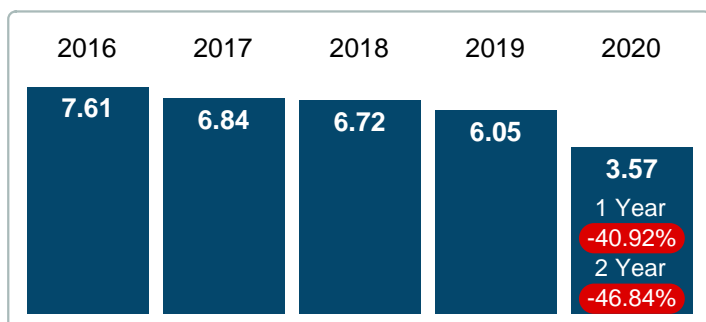
Area Delimited by County Of Creek



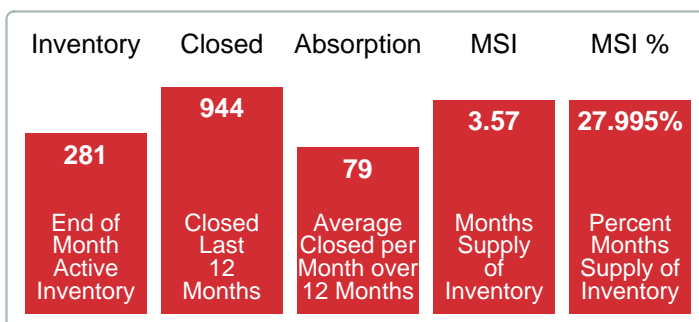
MONTHS SUPPLY of INVENTORY (MSI)

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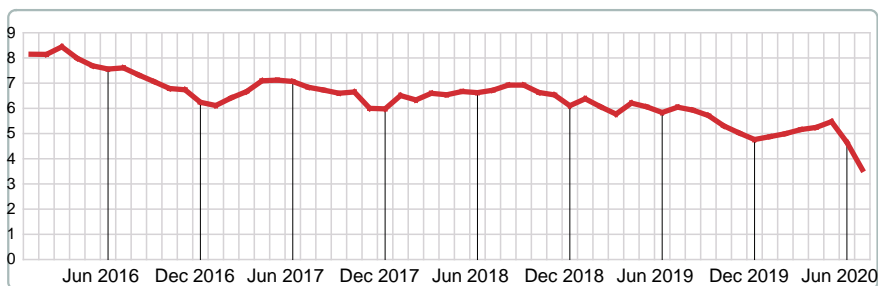
MSI FOR JULY



INDICATORS FOR JULY 2020



5 YEAR MARKET ACTIVITY TRENDS

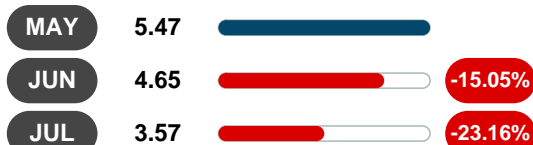


3 MONTHS

5 year JUL AVG = 6.16

High Mar 2016 8.44 Low Jul 2020 3.57

Months Supply this month at **3.57**
below the 5 yr JUL average of **6.16**



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	25	8.90%	6.12	9.50	1.57	12.00	0.00
\$20,001 \$50,000	31	11.03%	4.71	6.44	1.00	0.00	0.00
\$50,001 \$90,000	46	16.37%	3.91	5.83	1.29	7.20	24.00
\$90,001 \$170,000	71	25.27%	2.38	7.75	1.17	1.07	12.00
\$170,001 \$240,000	40	14.23%	2.77	19.20	1.32	0.80	0.00
\$240,001 \$480,000	38	13.52%	3.65	19.20	2.61	1.71	3.69
\$480,001 and up	30	10.68%	18.95	21.60	24.00	9.60	54.00
Market Supply of Inventory (MSI)			3.57	8.54	1.44	2.17	11.33
Total Active Inventory by Units		100%	3.57	173	64	27	17

July 2020

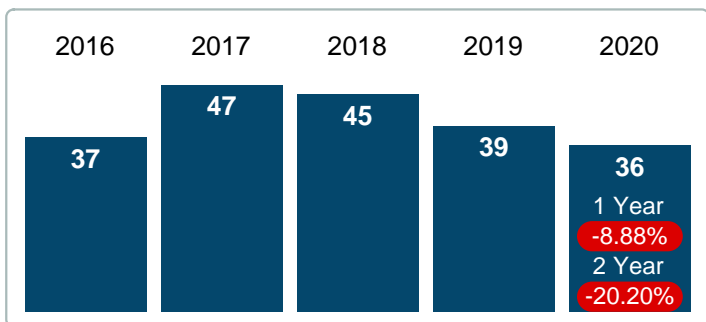
Area Delimited by County Of Creek



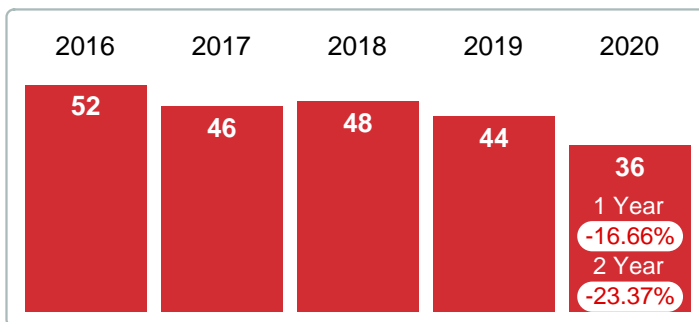
AVERAGE DAYS ON MARKET TO SALE

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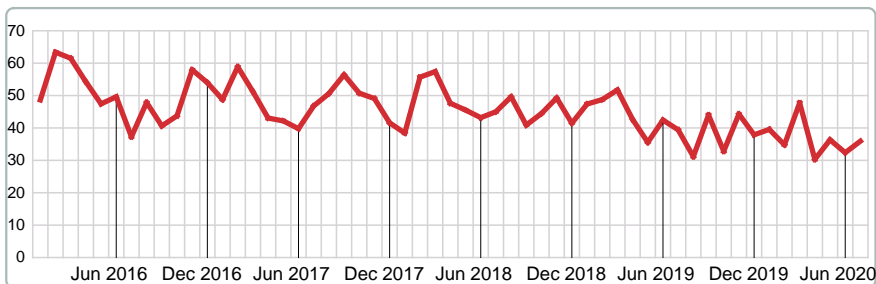
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

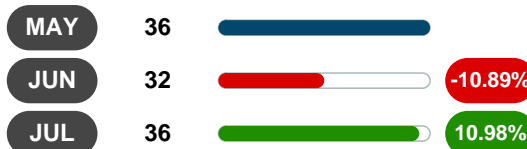


3 MONTHS

5 year JUL AVG = 41

High Feb 2016 63 Low Apr 2020 30

Average Days on Market to Sale this month at 36 below the 5 yr JUL average of 41



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	4.55%	13	6	0	33	0
\$25,001 - \$75,000	12.50%	48	22	161	0	166
\$75,001 - \$125,000	20.45%	31	23	27	80	0
\$125,001 - \$175,000	25.00%	22	50	9	32	27
\$175,001 - \$200,000	13.64%	18	0	19	10	0
\$200,001 - \$275,000	12.50%	38	0	33	3	147
\$275,001 and up	11.36%	90	0	91	62	160
Average Closed DOM		36	25	29	41	114
Total Closed Units	100%	36	22	44	16	6
Total Closed Volume		14,526,817	1.67M	7.60M	3.96M	1.29M

July 2020



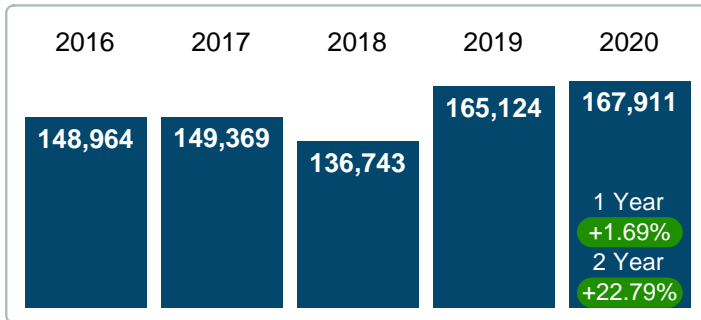
Area Delimited by County Of Creek



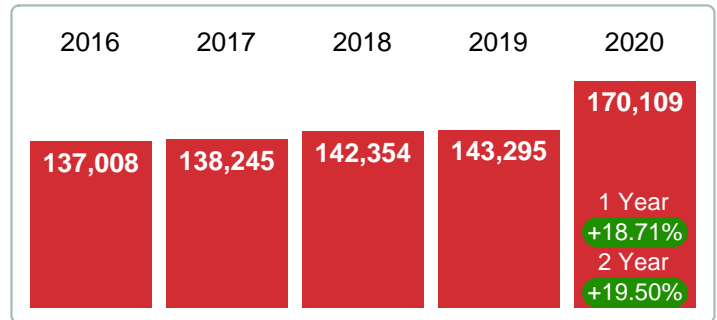
AVERAGE LIST PRICE AT CLOSING

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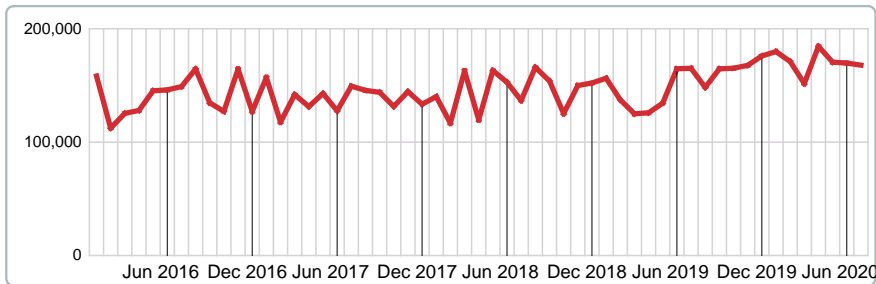
JULY



YEAR TO DATE (YTD)

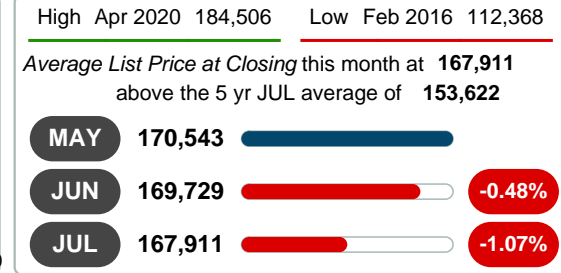


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 153,622



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	4.55%	12,350	13,467	0	9,000	0
\$25,001 - \$75,000	12.50%	58,014	59,128	31,000	0	75,000
\$75,001 - \$125,000	20.45%	102,706	93,833	107,070	107,500	0
\$125,001 - \$175,000	23.86%	153,331	159,000	153,542	156,913	154,950
\$175,001 - \$200,000	14.77%	190,315	0	189,560	191,200	0
\$200,001 - \$275,000	12.50%	233,736	0	230,338	239,700	249,000
\$275,001 and up	11.36%	397,480	0	335,167	463,860	325,000
Average List Price		167,911	80,525	174,727	252,047	213,983
Total Closed Units	100%	167,911	22	44	16	6
Total Closed Volume		14,776,200	1.77M	7.69M	4.03M	1.28M

July 2020



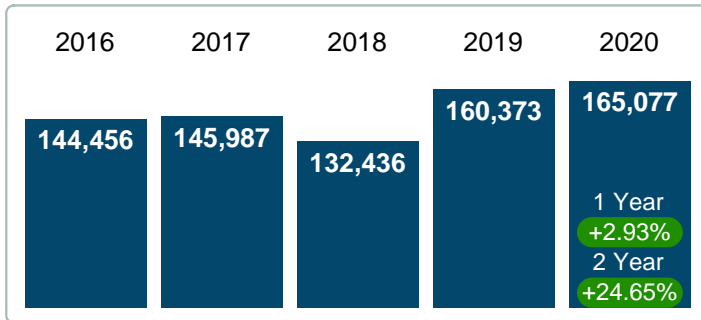
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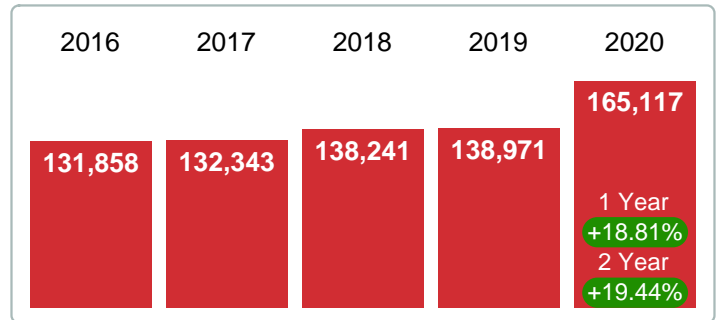
AVERAGE SOLD PRICE AT CLOSING

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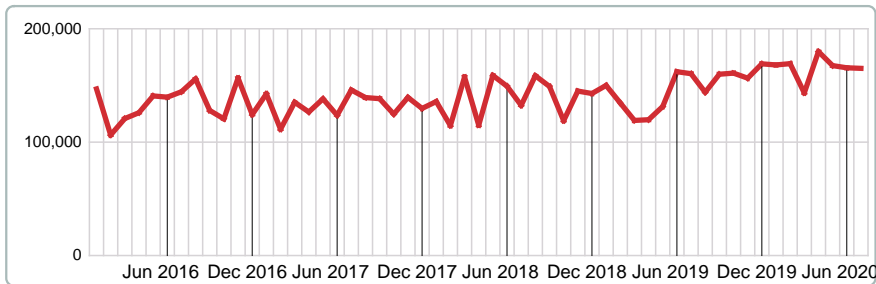
JULY



YEAR TO DATE (YTD)

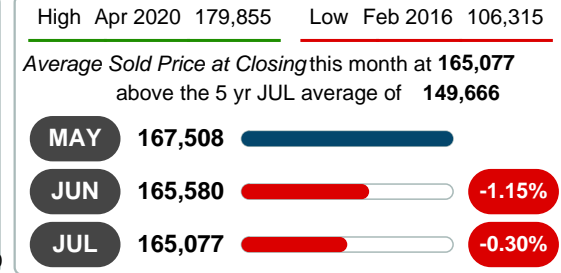


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 149,666



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	4.55%	11,500	12,333	0	9,000	0
\$25,001 - \$75,000	12.50%	51,855	52,833	29,900	0	65,000
\$75,001 - \$125,000	20.45%	100,517	90,667	106,030	102,500	0
\$125,001 - \$175,000	25.00%	151,943	153,750	149,079	157,225	154,950
\$175,001 - \$200,000	13.64%	190,442	0	189,740	193,950	0
\$200,001 - \$275,000	12.50%	232,370	0	228,958	239,700	245,000
\$275,001 and up	11.36%	391,700	0	331,667	450,000	336,000
Average Sold Price		165,077	75,977	172,800	247,513	215,317
Total Closed Units	100%	165,077	22	44	16	6
Total Closed Volume		14,526,817	1.67M	7.60M	3.96M	1.29M

July 2020



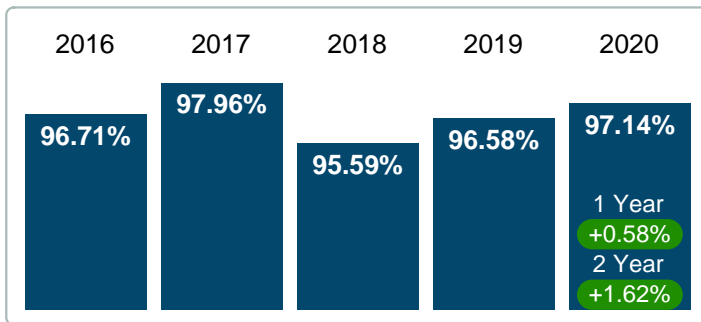
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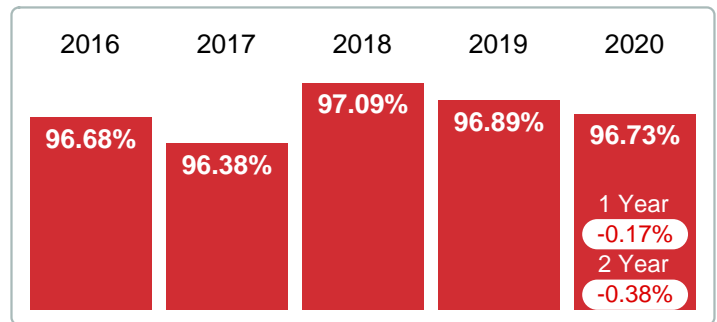
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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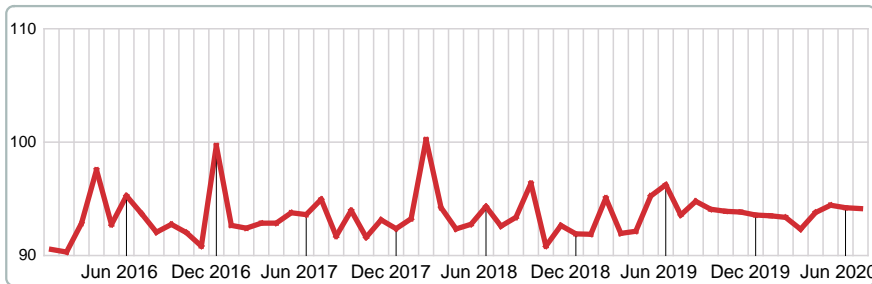
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

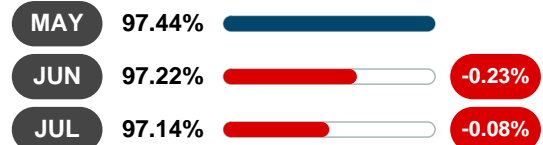


3 MONTHS

5 year JUL AVG = 96.79%

High Feb 2018 103.22% Low Feb 2016 93.31%

Average Sold/List Ratio this month at **97.14%**
equal to 5 yr JUL average of **96.79%**



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	4.55%	91.12%	88.16%	0.00%	100.00%	0.00%
\$25,001 - \$75,000	11	12.50%	88.99%	88.42%	96.45%	0.00%	86.67%
\$75,001 - \$125,000	18	20.45%	97.82%	96.68%	99.02%	95.24%	0.00%
\$125,001 - \$175,000	22	25.00%	98.06%	97.23%	97.13%	100.69%	100.00%
\$175,001 - \$200,000	12	13.64%	100.35%	0.00%	100.13%	101.44%	0.00%
\$200,001 - \$275,000	11	12.50%	99.37%	0.00%	99.33%	100.00%	98.39%
\$275,001 and up	10	11.36%	98.97%	0.00%	98.83%	97.40%	103.10%
Average Sold/List Ratio		97.10%		92.24%	98.74%	98.94%	98.54%
Total Closed Units		88	100%	22	44	16	6
Total Closed Volume		14,526,817		1.67M	7.60M	3.96M	1.29M

July 2020

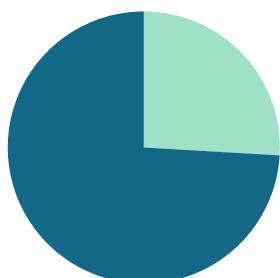
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Aug 11, 2020 for MLS Technology Inc.

INVENTORY

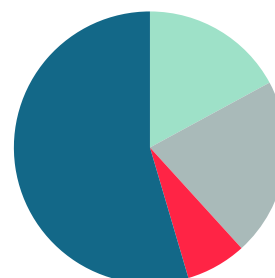


Inventory
 New Listings
127 = 25.92%
 Start Inventory
363
 Total Inventory Units
490
 Volume
\$94,490,205

Market Activity

Closed Sales
88 = 17.09%
 Pending Sales
109 = 21.17%
 Other Off Market
37 = 7.18%
 Active Inventory
281 = 54.56%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	88	8.64%	548	537	-2.01%
Pending Sales	104	109	4.81%	604	630	4.30%
New Listings	141	127	-9.93%	930	874	-6.02%
Average List Price	165,124	167,911	1.69%	143,295	170,109	18.71%
Average Sale Price	160,373	165,077	2.93%	138,971	165,117	18.81%
Average Percent of Selling Price to List Price	96.58%	97.14%	0.58%	96.89%	96.73%	-0.17%
Average Days on Market to Sale	39.42	35.92	-8.88%	43.80	36.50	-16.66%
Monthly Inventory	455	281	-38.24%	455	281	-38.24%
Months Supply of Inventory	6.05	3.57	-40.92%	6.05	3.57	-40.92%

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

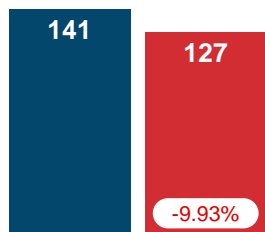
Inventory on July 31, 2020 = **281**

2019 **2020**

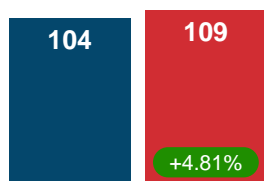
JULY MARKET

AVERAGE PRICES

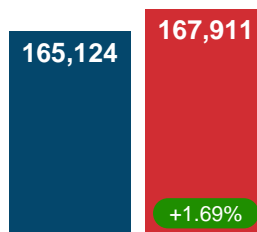
New Listings



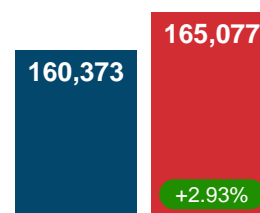
Pending Listings



List Price



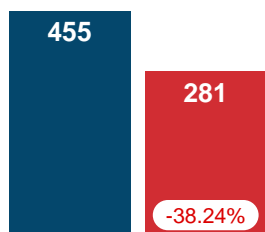
Sale Price



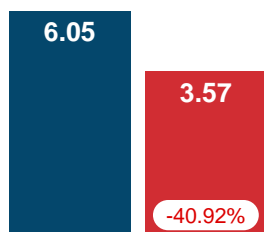
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

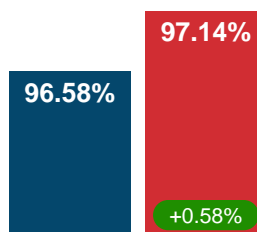
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

