

May 2020

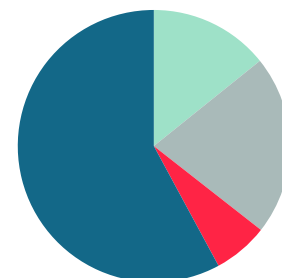
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	88	74	-15.91%
Pending Listings	81	111	37.04%
New Listings	132	123	-6.82%
Average List Price	135,680	164,028	20.89%
Average Sale Price	132,676	160,993	21.34%
Average Percent of Selling Price to List Price	98.23%	97.44%	-0.81%
Average Days on Market to Sale	35.94	37.82	5.23%
End of Month Inventory	452	301	-33.41%
Months Supply of Inventory	6.13	3.93	-35.87%



■ Closed (14.23%)
■ Pending (21.35%)
■ Other OffMarket (6.54%)
■ Active (57.88%)

Absorption: Last 12 months, an Average of **77** Sales/Month
Active Inventory as of May 31, 2020 = **301**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **33.41%** to 301 existing homes available for sale. Over the last 12 months this area has had an average of 77 closed sales per month. This represents an unsold inventory index of **3.93** 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 **21.34%** in May 2020 to \$160,993 versus the previous year at \$132,676.

Average Days on Market Lengthens

The average number of **37.82** days that homes spent on the market before selling increased by 1.88 days or **5.23%** in May 2020 compared to last year's same month at **35.94** DOM.

Sales Success for May 2020 is Positive

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

There were 123 New Listings in May 2020, down **6.82%** from last year at 132. Furthermore, there were 74 Closed Listings this month versus last year at 88, a **-15.91%** decrease.

Closed versus Listed trends yielded a **60.2%** ratio, down from previous year's, May 2019, at **66.7%**, a **9.76%** 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

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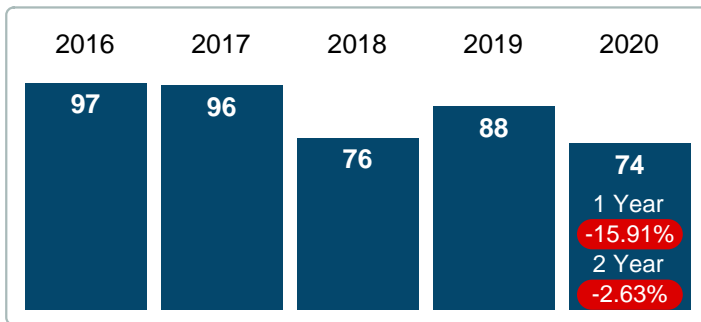
Area Delimited by County Of Creek



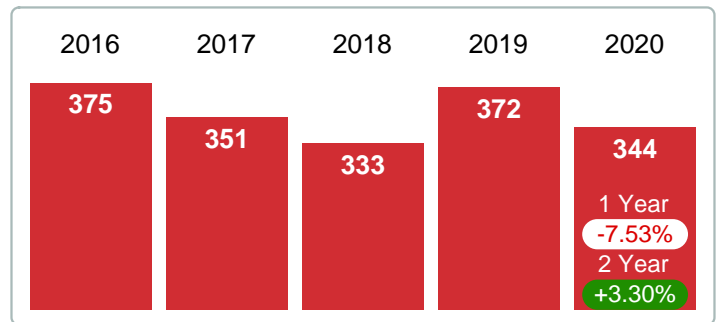
CLOSED LISTINGS

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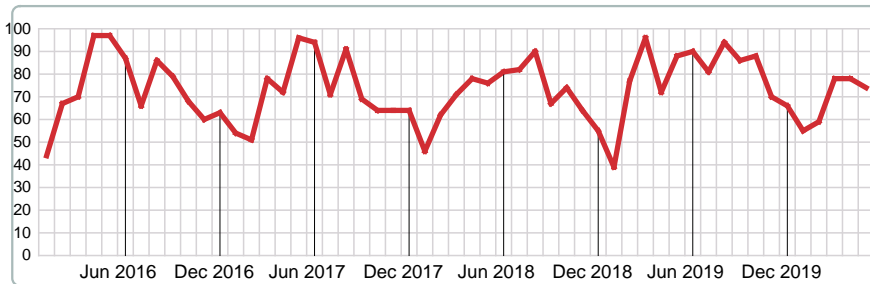
MAY



YEAR TO DATE (YTD)

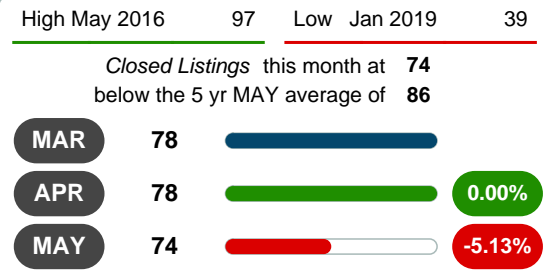


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 86



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	6.76%	38.0	2	2	1	0
\$25,001 - \$75,000	10	13.51%	61.9	8	2	0	0
\$75,001 - \$100,000	8	10.81%	23.8	2	6	0	0
\$100,001 - \$150,000	17	22.97%	15.5	1	14	2	0
\$150,001 - \$200,000	15	20.27%	54.9	0	13	2	0
\$200,001 - \$275,000	10	13.51%	40.4	0	7	3	0
\$275,001 and up	9	12.16%	34.2	0	2	6	1
Total Closed Units	74			13	46	14	1
Total Closed Volume	11,913,457	100%	37.8	688.30K	6.97M	3.95M	307.40K
Average Closed Price	\$160,993			\$52,946	\$151,440	\$282,250	\$307,400

May 2020



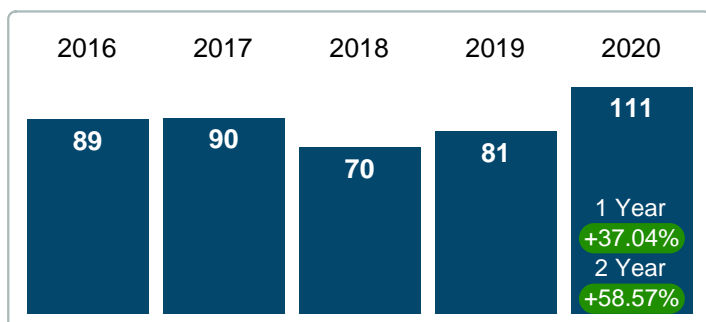
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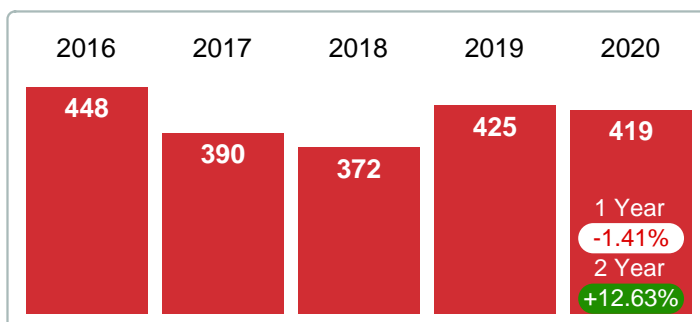
PENDING LISTINGS

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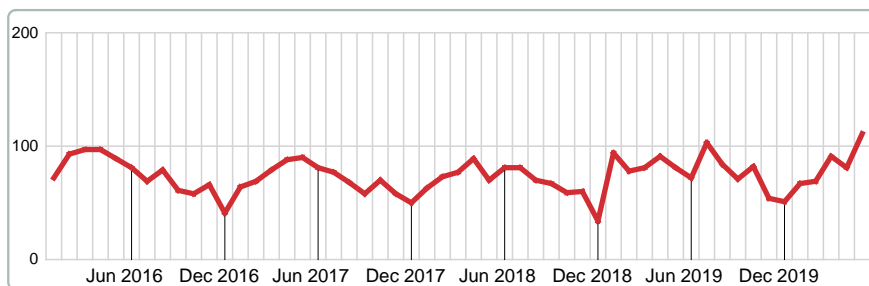
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 88

High May 2020: 111 | Low Dec 2018: 34

Pending Listings this month at 111
 above the 5 yr MAY average of 88

MAR	91	<div style="width: 80%;"></div>
APR	81	<div style="width: 70%;"></div> -10.99%
MAY	111	<div style="width: 125%;"></div> 37.04%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.91%	36.0	11	0	0	0
\$50,001 - \$75,000	5	4.50%	41.4	2	3	0	0
\$75,001 - \$125,000	24	21.62%	37.4	8	15	1	0
\$125,001 - \$175,000	27	24.32%	42.2	6	14	6	1
\$175,001 - \$200,000	14	12.61%	12.6	1	11	2	0
\$200,001 - \$275,000	13	11.71%	53.8	0	9	4	0
\$275,001 and up	17	15.32%	49.2	1	6	9	1
Total Pending Units	111			29	58	22	2
Total Pending Volume	18,959,100	100%	8.6	2.63M	9.80M	6.04M	489.90K
Average Listing Price	\$159,414			\$90,648	\$168,990	\$274,500	\$244,950

May 2020



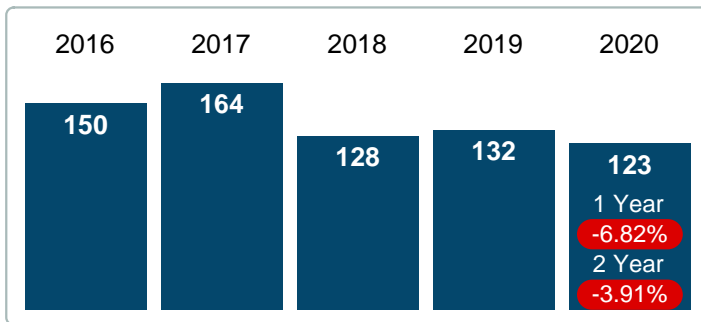
Area Delimited by County Of Creek



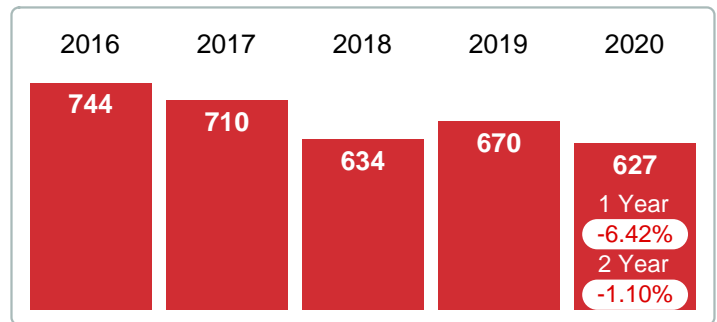
NEW LISTINGS

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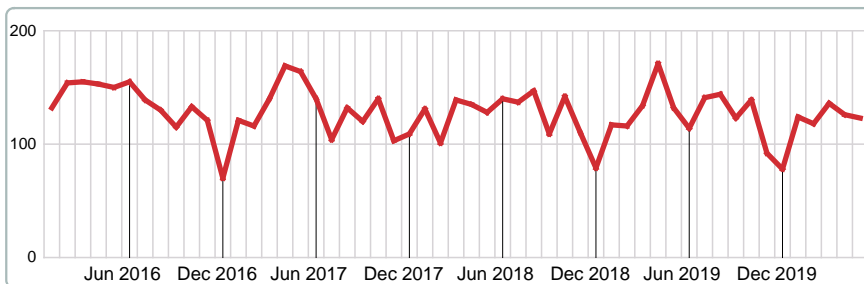
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 139

High Apr 2019 171 Low Dec 2016 70

New Listings this month at 123
below the 5 yr MAY average of 139



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	12	9.76%	8	1	3	0
\$25,001 - \$50,000	9	7.32%	8	1	0	0
\$50,001 - \$100,000	23	18.70%	13	9	0	1
\$100,001 - \$150,000	28	22.76%	10	17	1	0
\$150,001 - \$200,000	21	17.07%	2	14	5	0
\$200,001 - \$425,000	17	13.82%	1	9	7	0
\$425,001 and up	13	10.57%	7	0	4	2
Total New Listed Units	123		49	51	20	3
Total New Listed Volume	23,952,275	100%	9.30M	7.76M	5.83M	1.06M
Average New Listed Listing Price	\$157,033		\$189,833	\$152,176	\$291,333	\$354,267

May 2020



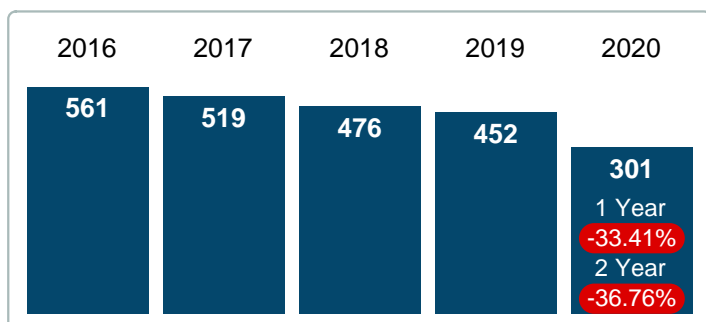
Area Delimited by County Of Creek



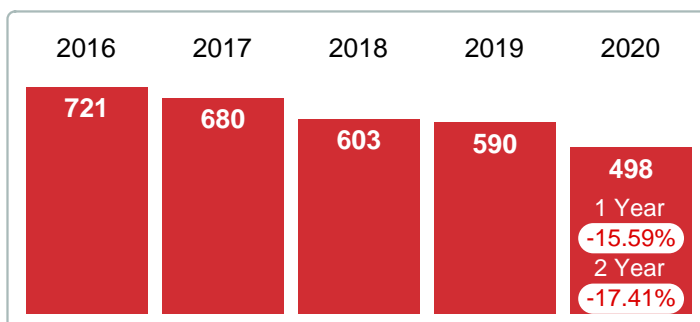
ACTIVE INVENTORY

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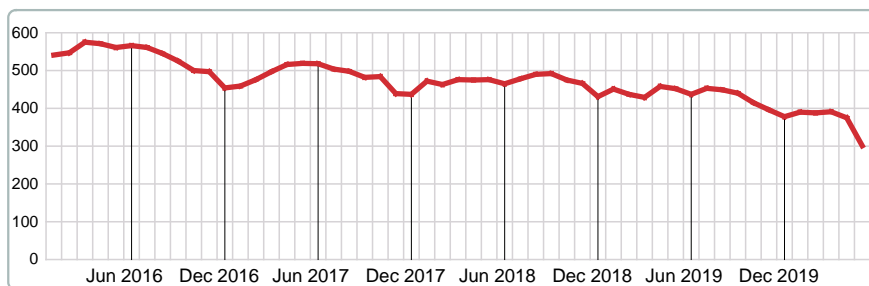
END OF MAY



ACTIVE DURING MAY

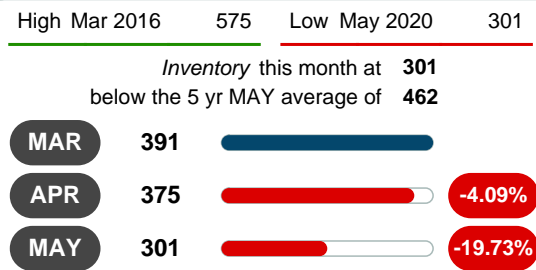


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 462



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	26	8.64%	69.4	20	3	3	0
\$25,001 - \$50,000	29	9.63%	65.8	24	4	1	0
\$50,001 - \$75,000	37	12.29%	104.1	26	8	2	1
\$75,001 - \$150,000	82	27.24%	69.3	47	29	4	2
\$150,001 - \$225,000	53	17.61%	85.1	34	16	3	0
\$225,001 - \$450,000	45	14.95%	82.5	19	10	8	8
\$450,001 and up	29	9.63%	67.6	8	1	14	6
Total Active Inventory by Units			301	178	71	35	17
Total Active Inventory by Volume			59,148,213	28.02M	10.64M	13.07M	7.42M
Average Active Inventory Listing Price			\$196,506	\$157,430	\$149,902	\$373,349	\$436,200

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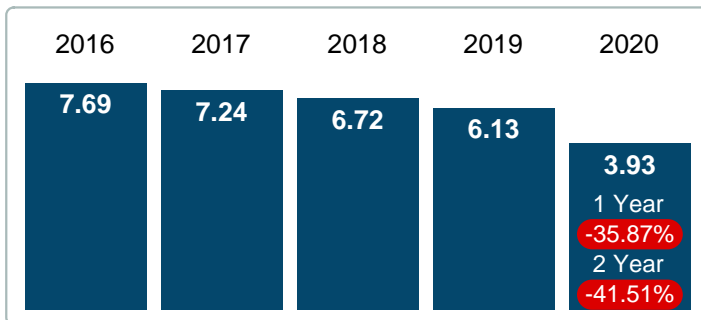
Area Delimited by County Of Creek



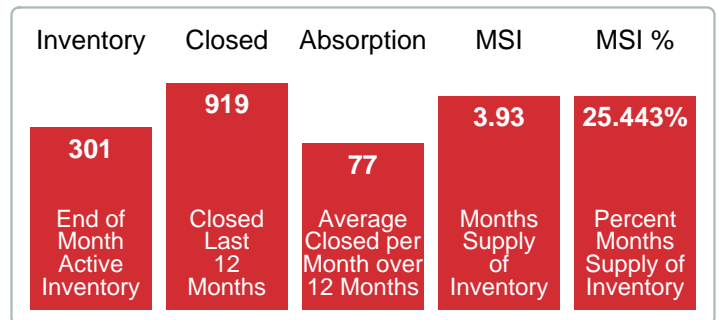
MONTHS SUPPLY of INVENTORY (MSI)

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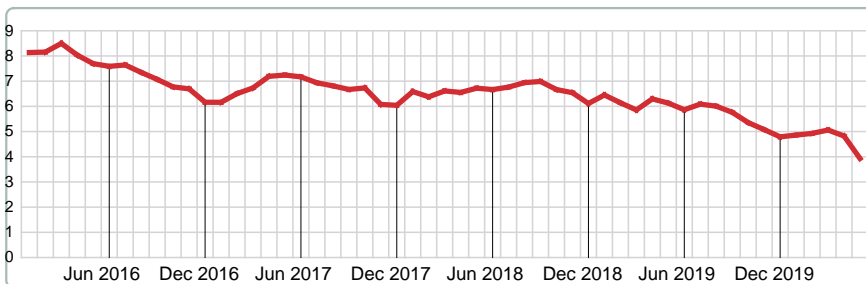
MSI FOR MAY



INDICATORS FOR MAY 2020

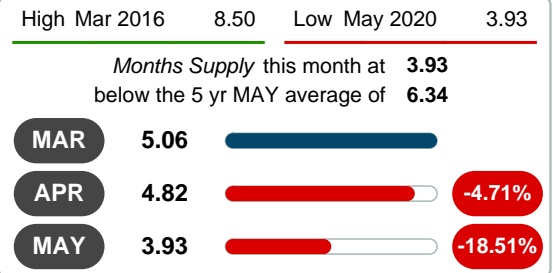


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.34



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
\$30,000 and less	31	10.30%	4.71	8.00	0.92	12.00	0.00
\$30,001 - \$50,000	24	7.97%	5.65	7.27	2.82	0.00	0.00
\$50,001 - \$90,000	60	19.93%	5.29	7.03	2.52	9.00	0.00
\$90,001 - \$170,000	73	24.25%	2.51	8.84	1.35	0.82	0.00
\$170,001 - \$240,000	44	14.62%	3.22	17.65	1.54	1.20	0.00
\$240,001 - \$450,000	40	13.29%	4.00	24.00	1.91	1.78	6.46
\$450,001 and up	29	9.63%	17.40	13.71	6.00	21.00	24.00
Market Supply of Inventory (MSI)			3.93	9.33	1.61	2.90	12.75
Total Active Inventory by Units		100%	3.93	178	71	35	17

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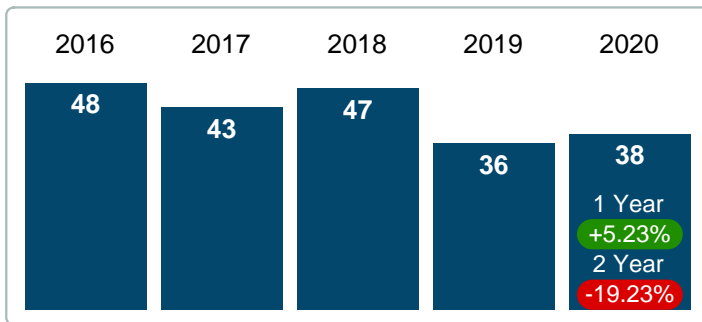
Area Delimited by County Of Creek



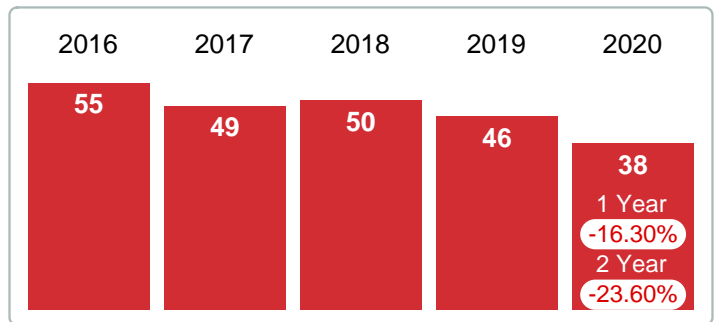
AVERAGE DAYS ON MARKET TO SALE

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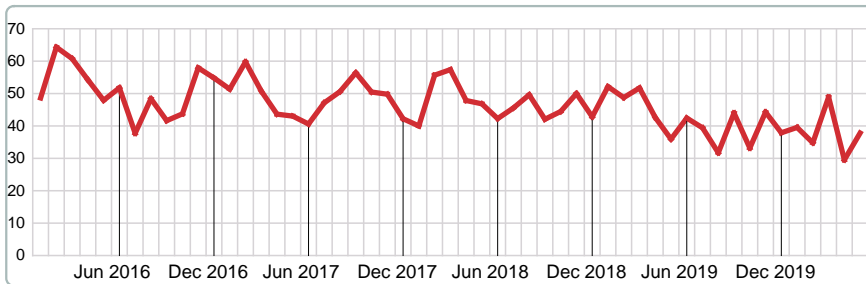
MAY



YEAR TO DATE (YTD)

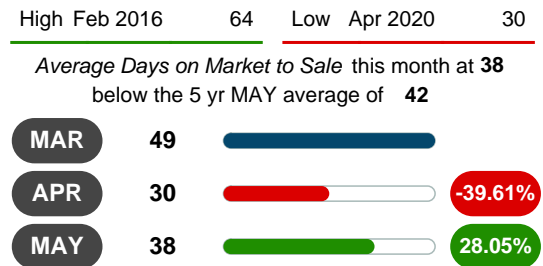


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 42



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	6.76%	38	40	54	3	0
\$25,001 - \$75,000	10	13.51%	62	65	48	0	0
\$75,001 - \$100,000	8	10.81%	24	48	16	0	0
\$100,001 - \$150,000	17	22.97%	16	1	12	50	0
\$150,001 - \$200,000	15	20.27%	55	0	62	7	0
\$200,001 - \$275,000	10	13.51%	40	0	21	87	0
\$275,001 and up	9	12.16%	34	0	63	28	17
Average Closed DOM			38	54	34	39	17
Total Closed Units		100%	38	13	46	14	1
Total Closed Volume			11,913,457	688.30K	6.97M	3.95M	307.40K

May 2020



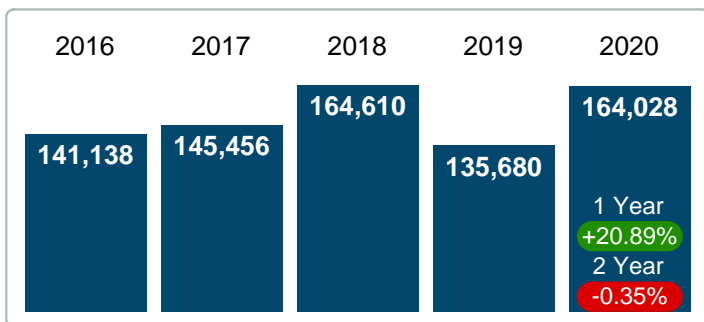
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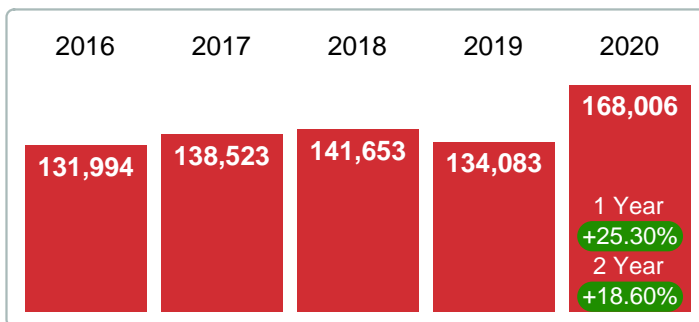
AVERAGE LIST PRICE AT CLOSING

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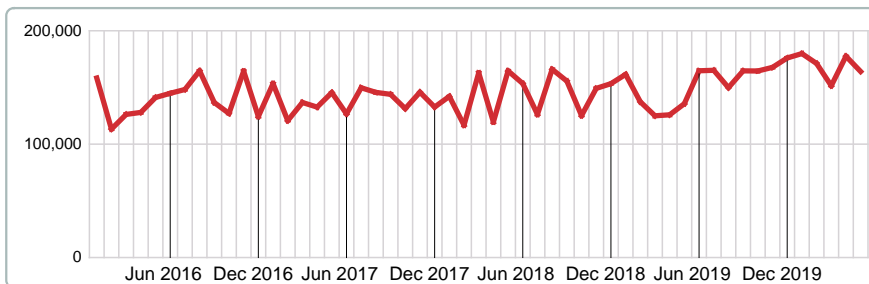
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

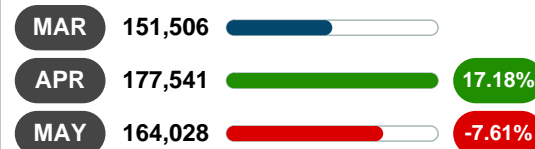


3 MONTHS

5 year MAY AVG = 150,183

High Jan 2020 179,875 Low Feb 2016 113,299

Average List Price at Closing this month at **164,028**
above the 5 yr MAY average of **150,183**



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	5.41%	6,725	14,050	12,600	1,100	0
\$25,001 - \$75,000	12	16.22%	55,050	55,100	63,950	0	0
\$75,001 - \$100,000	6	8.11%	89,517	74,850	96,133	0	0
\$100,001 - \$150,000	19	25.68%	130,605	110,000	130,693	133,450	0
\$150,001 - \$200,000	13	17.57%	173,508	0	173,854	175,200	0
\$200,001 - \$275,000	11	14.86%	222,527	0	224,329	224,167	0
\$275,001 and up	9	12.16%	414,289	0	342,950	454,300	316,900
Average List Price		164,028		56,046	153,824	286,907	316,900
Total Closed Units		74	100%	13	46	14	1
Total Closed Volume		12,138,100		728.60K	7.08M	4.02M	316.90K

May 2020



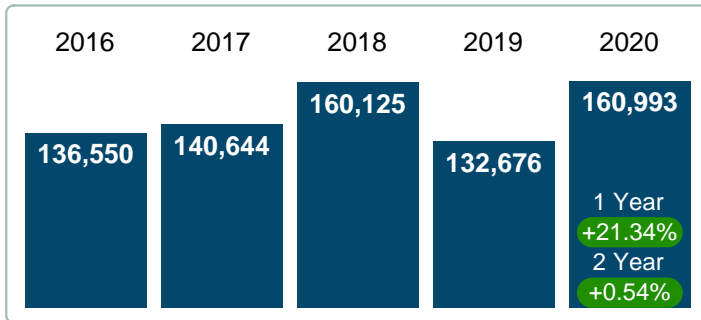
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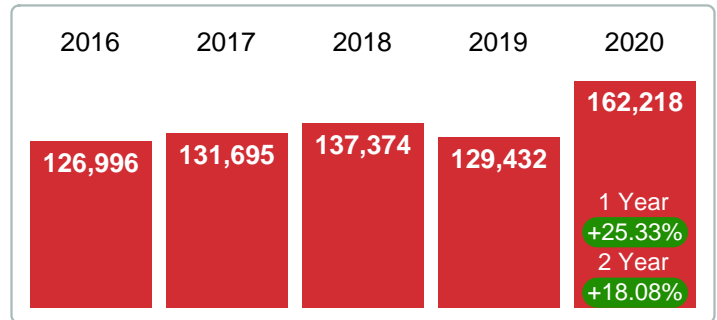
AVERAGE SOLD PRICE AT CLOSING

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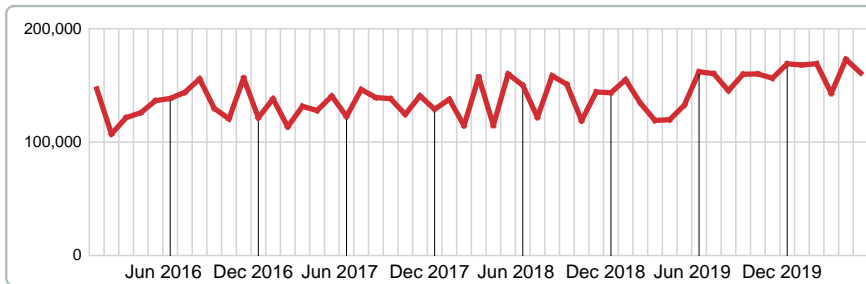
MAY



YEAR TO DATE (YTD)

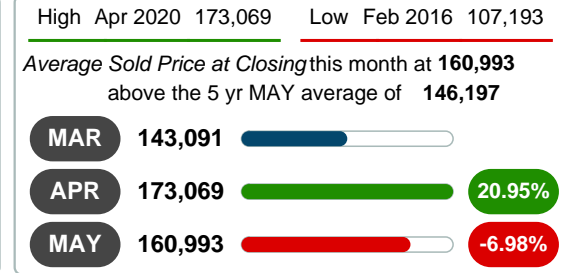


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 146,197



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	6.76%	10,380	12,800	12,600	1,100	0
\$25,001 - \$75,000	13.51%	50,411	48,813	56,806	0	0
\$75,001 - \$100,000	10.81%	86,975	81,100	88,933	0	0
\$100,001 - \$150,000	22.97%	128,088	110,000	129,179	129,500	0
\$150,001 - \$200,000	20.27%	174,596	0	173,496	181,750	0
\$200,001 - \$275,000	13.51%	220,000	0	221,000	217,667	0
\$275,001 and up	12.16%	407,244	0	341,450	445,817	307,400
Average Sold Price		160,993	52,946	151,440	282,250	307,400
Total Closed Units	100%	160,993	13	46	14	1
Total Closed Volume		11,913,457	688.30K	6.97M	3.95M	307.40K

May 2020



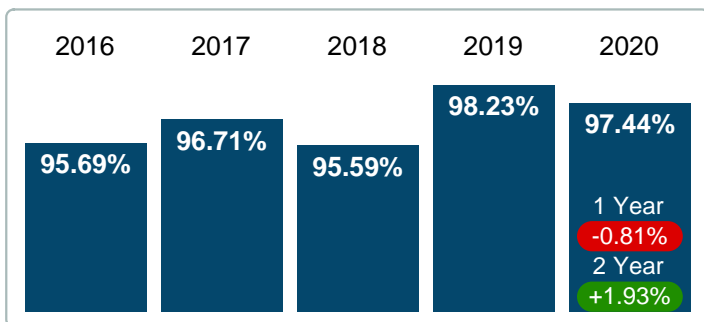
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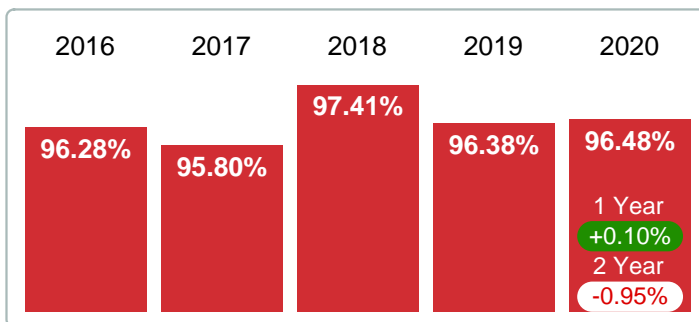
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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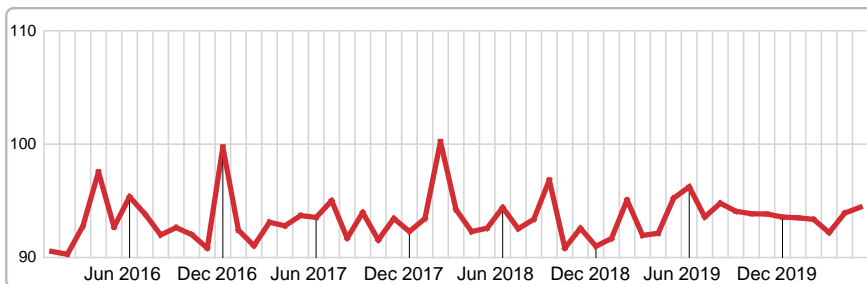
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

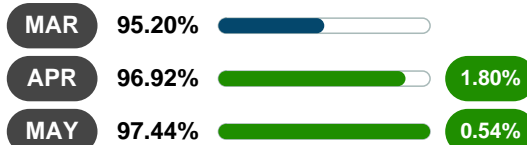


3 MONTHS

5 year MAY AVG = 96.73%

High Feb 2018 103.22% Low Feb 2016 93.28%

Average Sold/List Ratio this month at **97.44%**
equal to 5 yr MAY average of **96.73%**



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	5	6.76%	98.18%	95.45%	100.00%	100.00%	0.00%
\$25,001 - \$75,000	10	13.51%	88.65%	89.10%	86.85%	0.00%	0.00%
\$75,001 - \$100,000	8	10.81%	97.99%	108.99%	94.32%	0.00%	0.00%
\$100,001 - \$150,000	17	22.97%	98.74%	100.00%	98.90%	97.03%	0.00%
\$150,001 - \$200,000	15	20.27%	100.44%	0.00%	99.94%	103.69%	0.00%
\$200,001 - \$275,000	10	13.51%	98.08%	0.00%	98.52%	97.05%	0.00%
\$275,001 and up	9	12.16%	98.11%	0.00%	99.48%	97.84%	97.00%
Average Sold/List Ratio		97.40%		93.98%	98.09%	98.55%	97.00%
Total Closed Units		74	100%	13	46	14	1
Total Closed Volume		11,913,457		688.30K	6.97M	3.95M	307.40K

May 2020

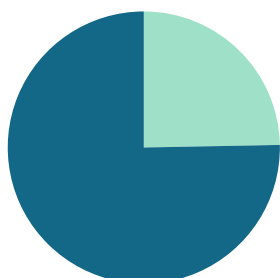
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

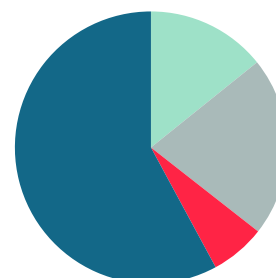


Inventory
 New Listings
123 = 24.70%
 Start Inventory
375
 Total Inventory Units
498
 Volume
\$93,760,853

Market Activity

Closed Sales
74 = 14.23%
 Pending Sales
111 = 21.35%
 Other Off Market
34 = 6.54%
 Active Inventory
301 = 57.88%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	88	74	-15.91%	372	344	-7.53%
Pending Sales	81	111	37.04%	425	419	-1.41%
New Listings	132	123	-6.82%	670	627	-6.42%
Average List Price	135,680	164,028	20.89%	134,083	168,006	25.30%
Average Sale Price	132,676	160,993	21.34%	129,432	162,218	25.33%
Average Percent of Selling Price to List Price	98.23%	97.44%	-0.81%	96.38%	96.48%	0.10%
Average Days on Market to Sale	35.94	37.82	5.23%	45.66	38.22	-16.30%
Monthly Inventory	452	301	-33.41%	452	301	-33.41%
Months Supply of Inventory	6.13	3.93	-35.87%	6.13	3.93	-35.87%

Absorption: Last 12 months, an Average of **77** Sales/Month

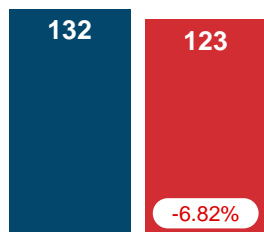
Inventory on May 31, 2020 = **301**

2019 **2020**

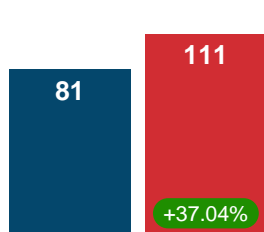
MAY MARKET

AVERAGE PRICES

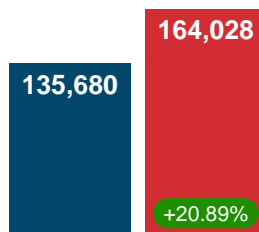
New Listings



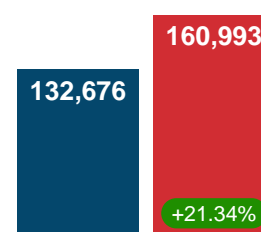
Pending Listings



List Price



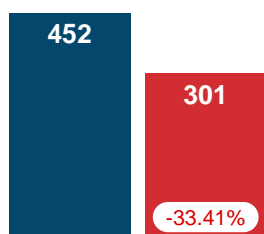
Sale Price



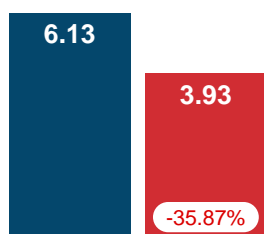
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

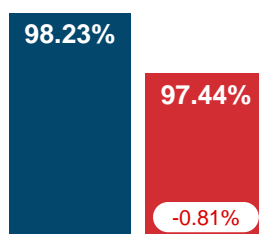
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

