

October 2020



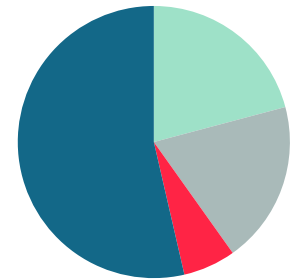
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	89	107	20.22%
Pending Listings	82	99	20.73%
New Listings	140	127	-9.29%
Median List Price	150,000	159,900	6.60%
Median Sale Price	150,000	157,000	4.67%
Median Percent of Selling Price to List Price	99.00%	99.29%	0.29%
Median Days on Market to Sale	17.00	8.00	-52.94%
End of Month Inventory	417	275	-34.05%
Months Supply of Inventory	5.32	3.42	-35.69%



■ Closed (20.86%)
■ Pending (19.30%)
■ Other OffMarket (6.24%)
■ Active (53.61%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of October 31, 2020 = **275**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **34.05%** to 275 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **3.42** 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 **4.67%** in October 2020 to \$157,000 versus the previous year at \$150,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 9.00 days or **52.94%** in October 2020 compared to last year's same month at **17.00** DOM.

Sales Success for October 2020 is Positive

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

There were 127 New Listings in October 2020, down **9.29%** from last year at 140. Furthermore, there were 107 Closed Listings this month versus last year at 89, a **20.22%** increase.

Closed versus Listed trends yielded a **84.3%** ratio, up from previous year's, October 2019, at **63.6%**, a **32.53%** 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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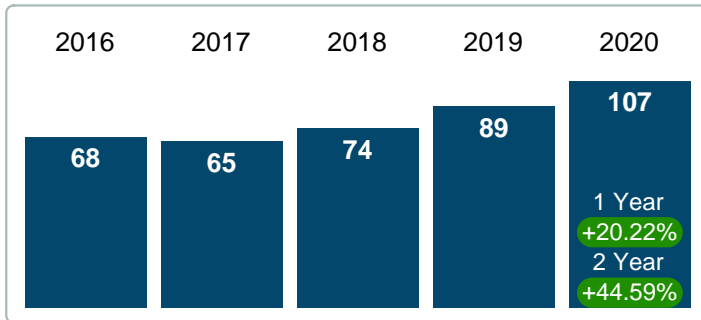
Area Delimited by County Of Creek



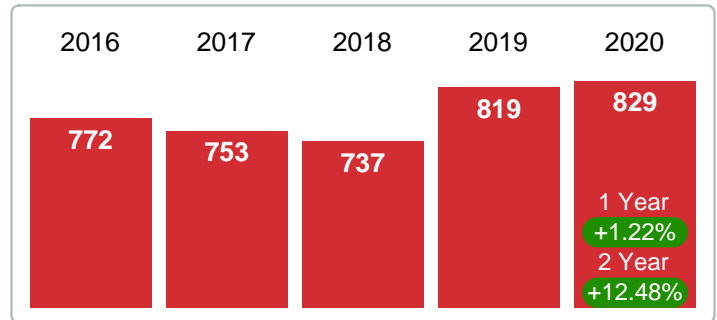
CLOSED LISTINGS

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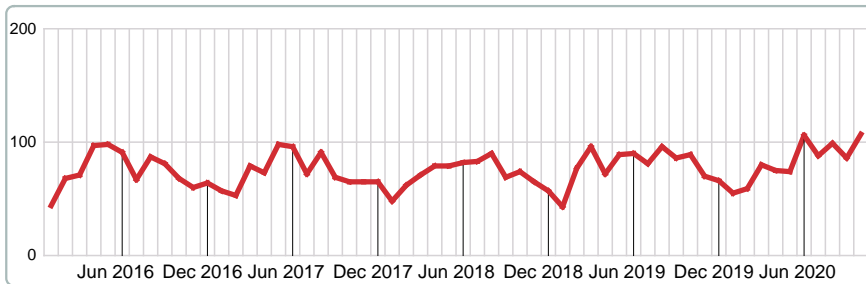
OCTOBER



YEAR TO DATE (YTD)

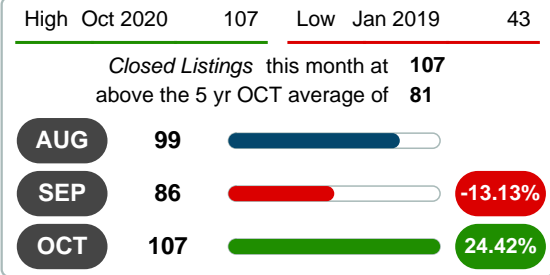


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	6.54%	34.0	4	3	0	0
\$50,001 - \$100,000	17	15.89%	11.0	10	7	0	0
\$100,001 - \$125,000	12	11.21%	5.0	2	10	0	0
\$125,001 - \$175,000	29	27.10%	10.0	3	24	2	0
\$175,001 - \$225,000	14	13.08%	5.5	1	7	5	1
\$225,001 - \$325,000	15	14.02%	8.0	2	10	3	0
\$325,001 and up	13	12.15%	12.0	2	3	7	1
Total Closed Units	107			24	64	17	2
Total Closed Volume	20,050,383	100%	8.0	3.23M	11.09M	5.07M	660.12K
Median Closed Price	\$157,000			\$95,750	\$150,000	\$299,000	\$330,058

October 2020



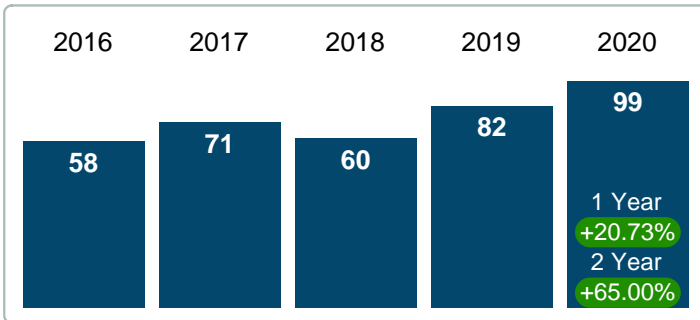
Area Delimited by County Of Creek



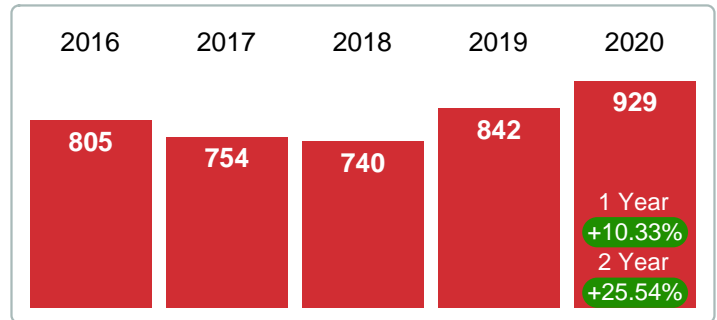
PENDING LISTINGS

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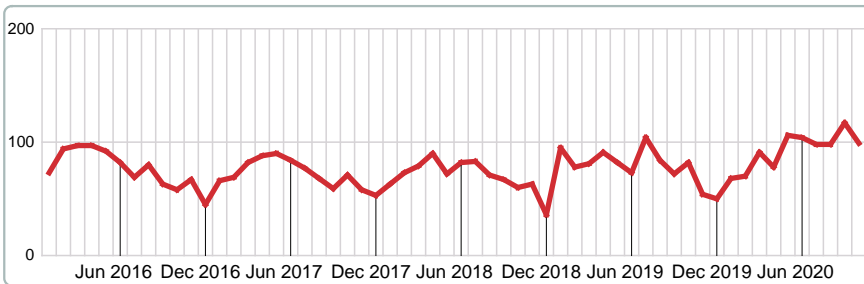
OCTOBER



YEAR TO DATE (YTD)

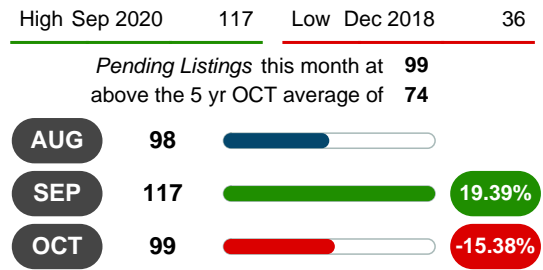


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 74



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	8.08%	79.0	8	0	0	0
\$60,001 - \$80,000	10	10.10%	10.0	6	2	1	1
\$80,001 - \$120,000	18	18.18%	30.5	5	11	2	0
\$120,001 - \$160,000	19	19.19%	7.0	2	15	2	0
\$160,001 - \$220,000	22	22.22%	23.0	5	16	1	0
\$220,001 - \$410,000	12	12.12%	25.5	3	4	4	1
\$410,001 and up	10	10.10%	47.0	1	6	3	0
Total Pending Units	99			30	54	13	2
Total Pending Volume	18,799,072	100%	23.0	4.33M	10.54M	3.52M	409.90K
Median Listing Price	\$150,000			\$85,000	\$159,700	\$229,000	\$204,950

October 2020



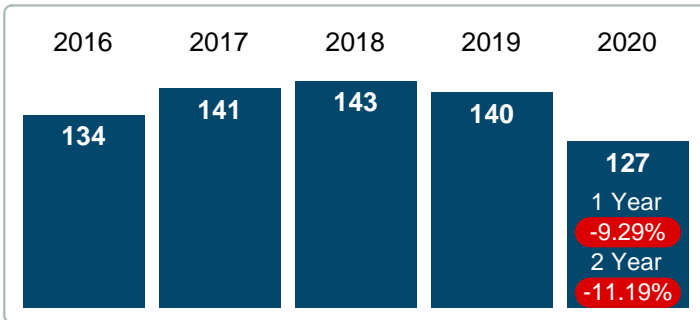
Area Delimited by County Of Creek



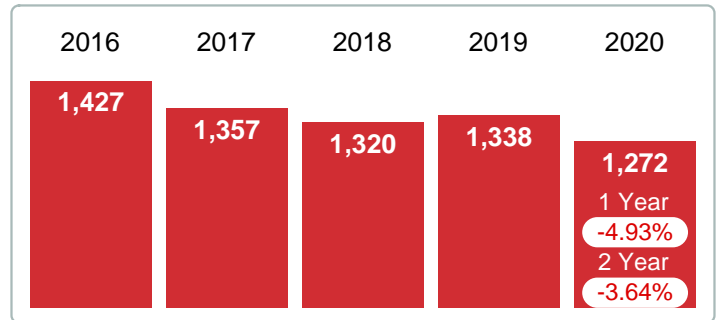
NEW LISTINGS

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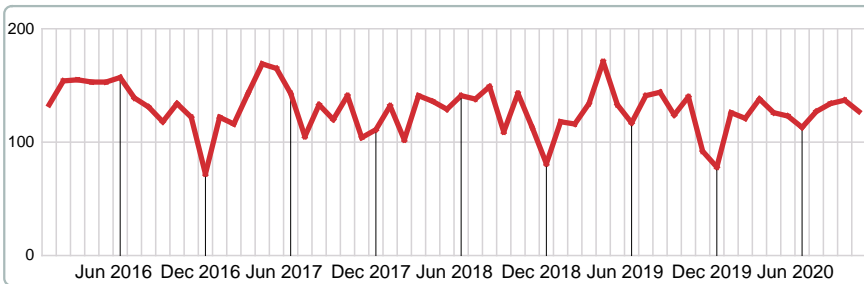
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

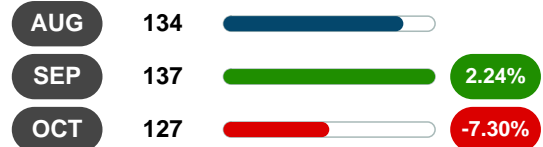


3 MONTHS

5 year OCT AVG = 137

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 127
below the 5 yr OCT average of 137



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	7.87%	7	3	0	0
\$30,001 - \$70,000	13	10.24%	12	1	0	0
\$70,001 - \$110,000	23	18.11%	12	9	2	0
\$110,001 - \$160,000	30	23.62%	7	21	1	1
\$160,001 - \$220,000	22	17.32%	6	14	2	0
\$220,001 - \$390,000	16	12.60%	4	5	5	2
\$390,001 and up	13	10.24%	2	4	3	4
Total New Listed Units	127		50	57	13	7
Total New Listed Volume	22,818,593	100%	6.36M	9.89M	3.41M	3.16M
Median New Listed Listing Price	\$139,000		\$82,500	\$150,000	\$239,900	\$398,500

October 2020

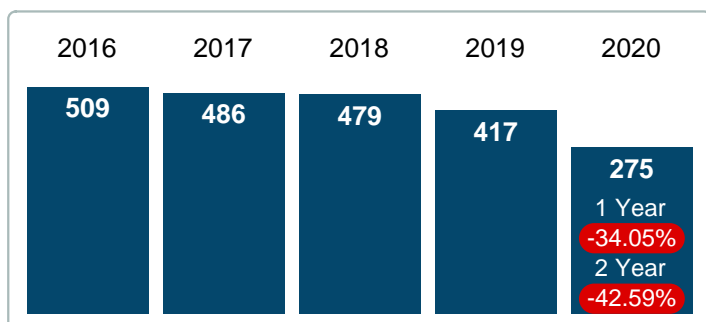
Area Delimited by County Of Creek



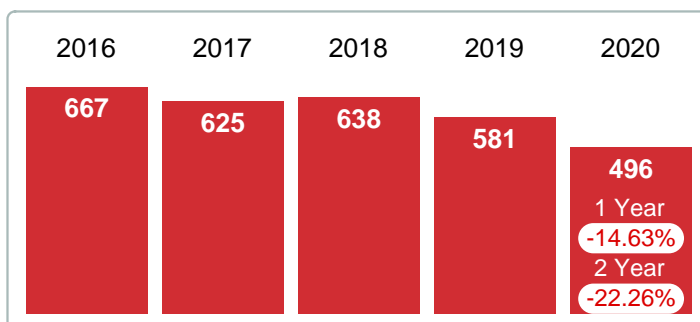
ACTIVE INVENTORY

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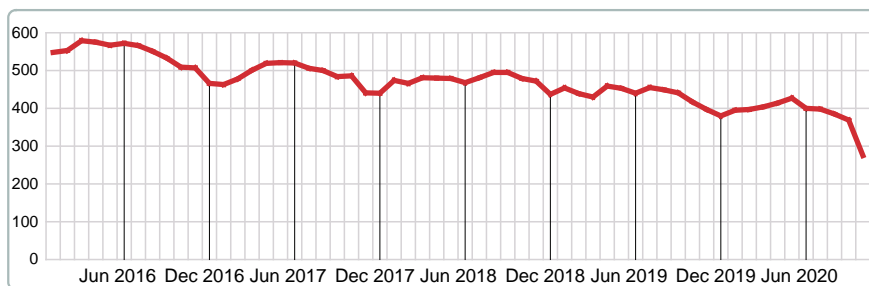
END OF OCTOBER



ACTIVE DURING OCTOBER

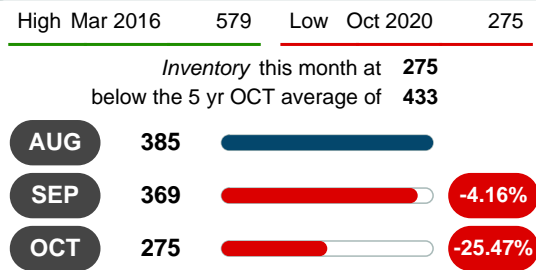


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 433



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	25	9.09%	113.0	16	6	2	1
\$20,001 - \$60,000	37	13.45%	93.0	34	2	1	0
\$60,001 - \$100,000	41	14.91%	42.0	30	9	1	1
\$100,001 - \$170,000	66	24.00%	54.0	32	32	0	2
\$170,001 - \$250,000	44	16.00%	55.0	25	16	3	0
\$250,001 - \$460,000	35	12.73%	60.0	13	7	8	7
\$460,001 and up	27	9.82%	75.0	9	2	8	8
Total Active Inventory by Units		275		159	74	23	19
Total Active Inventory by Volume		55,327,663	100%	25.00M	12.77M	8.71M	8.85M
Median Active Inventory Listing Price		\$139,000		\$99,900	\$142,250	\$385,000	\$449,900

October 2020



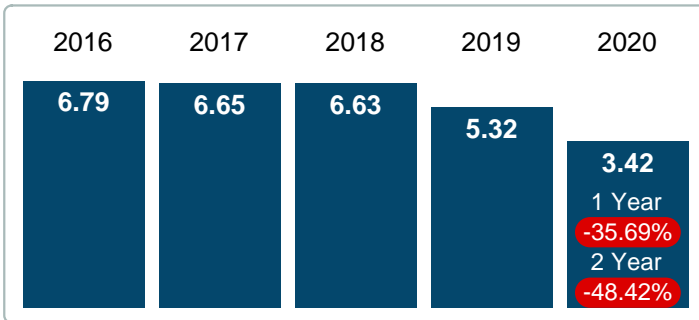
Area Delimited by County Of Creek



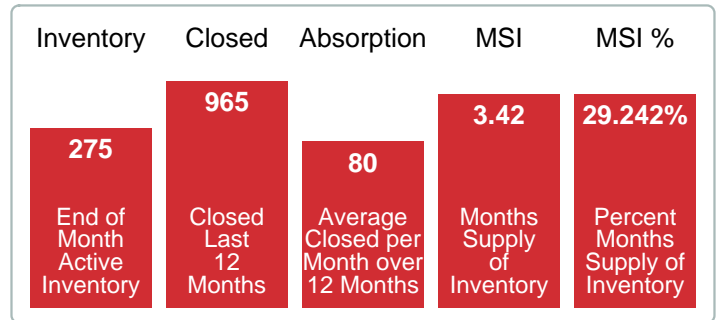
MONTHS SUPPLY of INVENTORY (MSI)

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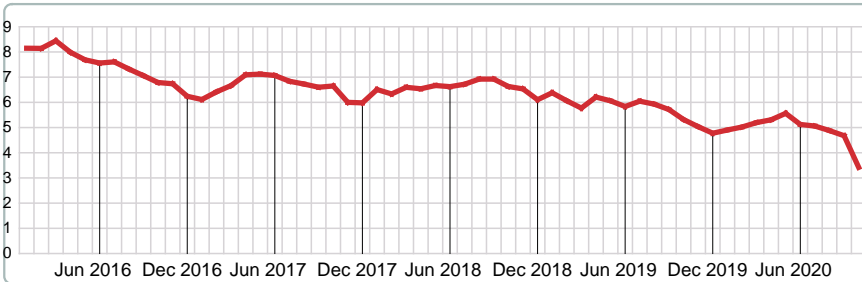
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

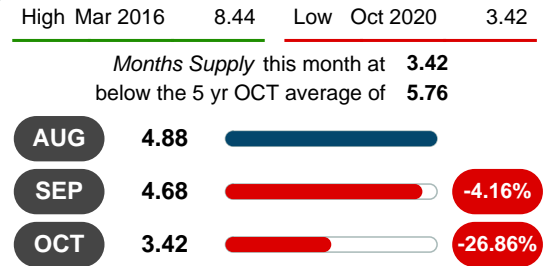


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.76



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	9.09%	7.50	8.35	4.80	12.00	0.00
\$20,001 - \$60,000	37	13.45%	4.11	5.04	1.09	3.00	0.00
\$60,001 - \$100,000	41	14.91%	3.08	5.07	1.29	4.00	6.00
\$100,001 - \$170,000	66	24.00%	2.48	6.98	1.68	0.00	12.00
\$170,001 - \$250,000	44	16.00%	2.67	14.29	1.36	1.13	0.00
\$250,001 - \$460,000	35	12.73%	3.82	17.33	2.21	1.96	6.00
\$460,001 and up	27	9.82%	10.80	18.00	4.80	7.38	16.00
Market Supply of Inventory (MSI)			3.42	7.17	1.67	2.01	7.86
Total Active Inventory by Units		100%	3.42	159	74	23	19

October 2020

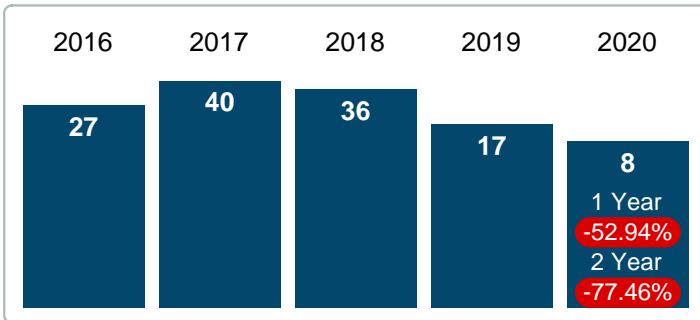
Area Delimited by County Of Creek



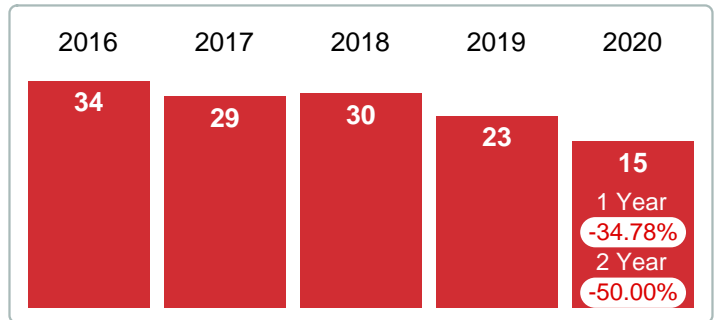
MEDIAN DAYS ON MARKET TO SALE

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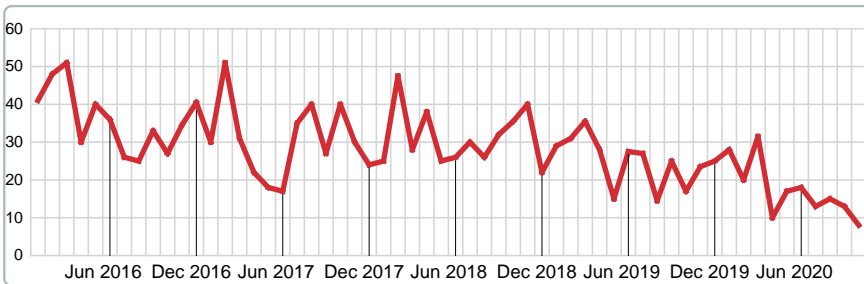
OCTOBER



YEAR TO DATE (YTD)

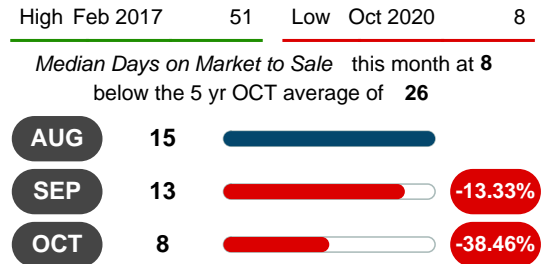


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 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
\$50,000 and less	6.54%	34	38	7	0	0
\$50,001 - \$100,000	15.89%	11	5	26	0	0
\$100,001 - \$125,000	11.21%	5	4	6	0	0
\$125,001 - \$175,000	27.10%	10	6	9	33	0
\$175,001 - \$225,000	13.08%	6	19	6	3	8
\$225,001 - \$325,000	14.02%	8	49	5	25	0
\$325,001 and up	12.15%	12	68	7	19	88
Median Closed DOM		8	9	7	12	48
Total Closed Units	100%	107	24	64	17	2
Total Closed Volume		20,050,383	3.23M	11.09M	5.07M	660.12K

October 2020

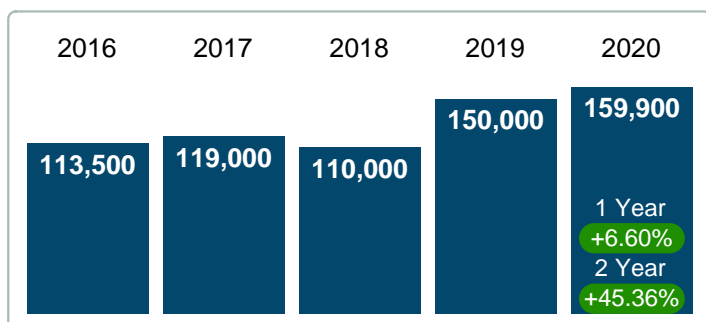
Area Delimited by County Of Creek



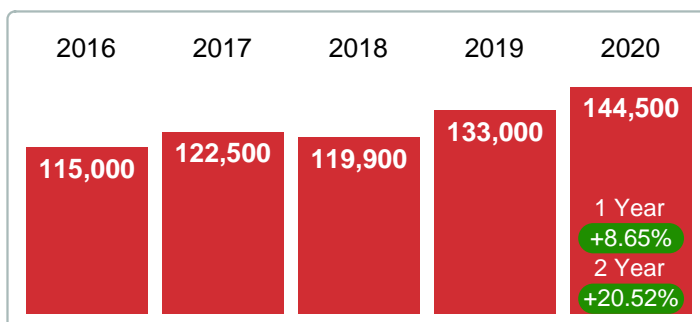
MEDIAN LIST PRICE AT CLOSING

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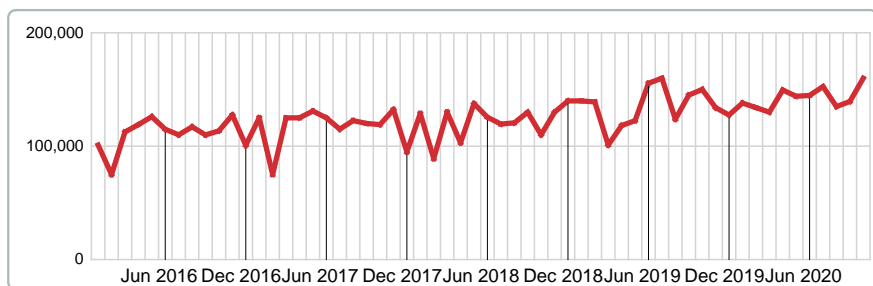
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

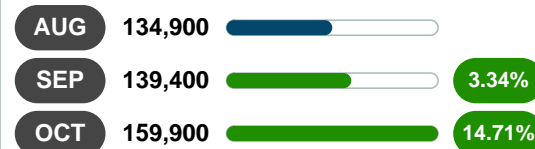


3 MONTHS

5 year OCT AVG = 130,480

High Oct 2020 159,900 Low Feb 2016 74,950

Median List Price at Closing this month at **159,900**
above the 5 yr OCT average of **130,480**



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
\$50,000 and less	6	5.61%	32,500	32,500	34,950	0	0
\$50,001 - \$100,000	22	20.56%	92,500	86,000	94,700	0	0
\$100,001 - \$125,000	5	4.67%	110,000	114,950	109,900	0	0
\$125,001 - \$175,000	32	29.91%	152,000	141,700	152,000	174,000	0
\$175,001 - \$225,000	14	13.08%	196,100	189,000	185,000	211,950	199,200
\$225,001 - \$325,000	12	11.21%	270,000	275,000	249,900	294,000	0
\$325,001 and up	16	14.95%	384,000	399,000	434,489	357,500	470,000
Median List Price			159,900	97,500	155,500	299,000	334,600
Total Closed Units		100%	107	24	64	17	2
Total Closed Volume			20,770,628	3.59M	11.30M	5.21M	669.20K

October 2020

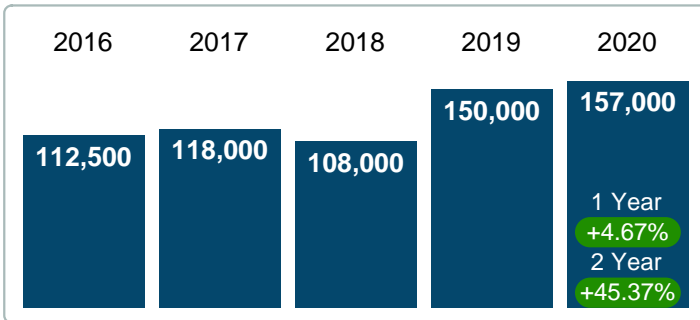
Area Delimited by County Of Creek



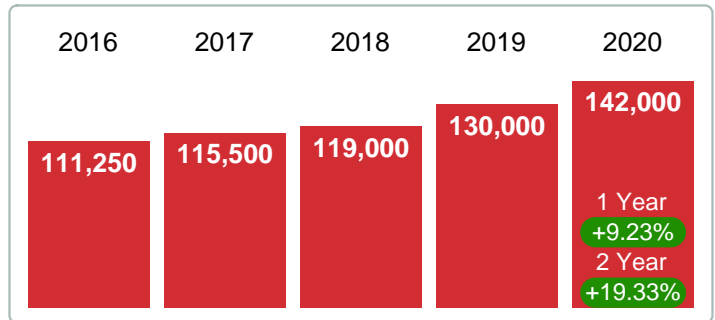
MEDIAN SOLD PRICE AT CLOSING

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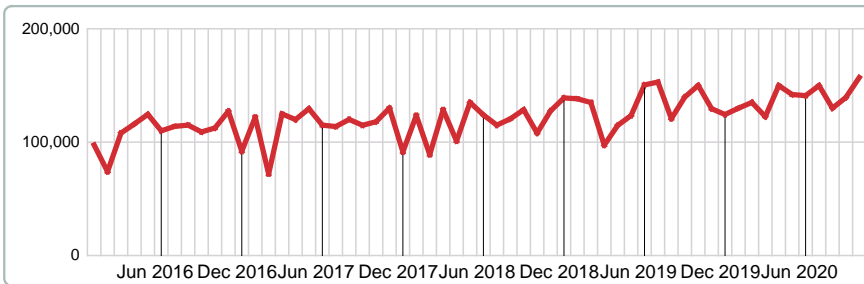
OCTOBER



YEAR TO DATE (YTD)

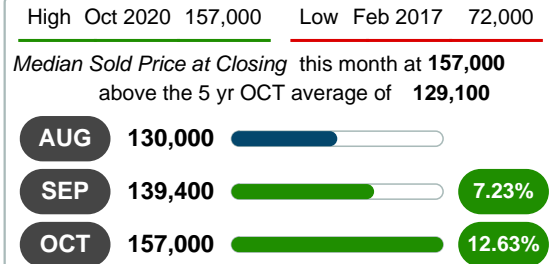


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 129,100



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
\$50,000 and less	7	6.54%	30,000	28,500	45,590	0
\$50,001 - \$100,000	17	15.89%	85,000	87,500	83,000	0
\$100,001 - \$125,000	12	11.21%	110,450	114,700	110,450	0
\$125,001 - \$175,000	29	27.10%	150,000	145,000	150,000	164,450
\$175,001 - \$225,000	14	13.08%	196,000	180,000	187,000	209,900
\$225,001 - \$325,000	15	14.02%	272,400	241,250	261,150	299,000
\$325,001 and up	13	12.15%	420,000	477,500	519,078	350,000
Median Sold Price		157,000		95,750	150,000	299,000
Total Closed Units		107	100%	24	64	17
Total Closed Volume		20,050,383		3.23M	11.09M	5.07M

October 2020

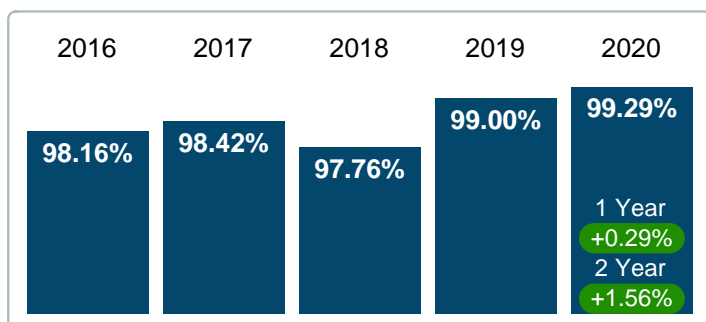
Area Delimited by County Of Creek



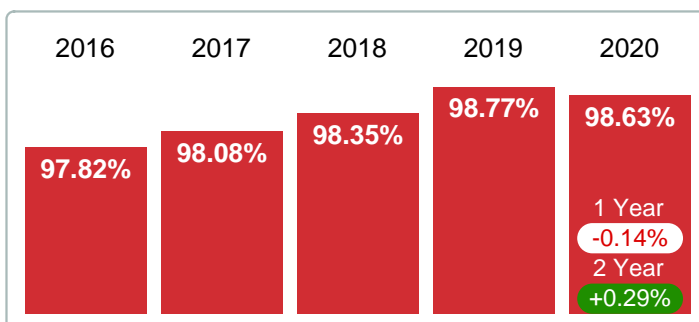
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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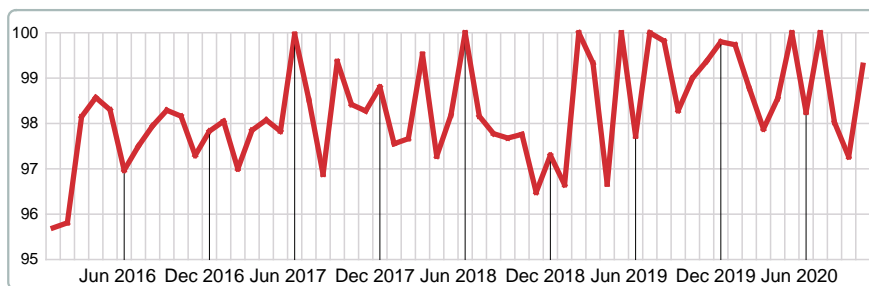
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

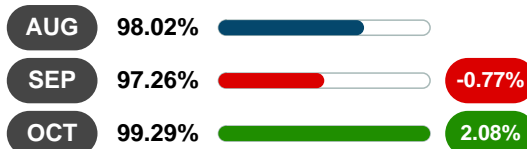


3 MONTHS

5 year OCT AVG = 98.52%

High Jul 2020 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **99.29%**
equal to 5 yr OCT average of **98.52%**



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
\$50,000 and less	7	6.54%	85.71%	87.86%	83.47%	0.00%	0.00%
\$50,001 - \$100,000	17	15.89%	97.14%	100.00%	92.87%	0.00%	0.00%
\$100,001 - \$125,000	12	11.21%	100.00%	99.77%	101.41%	0.00%	0.00%
\$125,001 - \$175,000	29	27.10%	99.21%	95.74%	99.28%	98.77%	0.00%
\$175,001 - \$225,000	14	13.08%	100.15%	93.26%	100.00%	101.00%	105.48%
\$225,001 - \$325,000	15	14.02%	98.62%	74.59%	100.00%	98.62%	0.00%
\$325,001 and up	13	12.15%	96.91%	89.36%	100.00%	96.91%	95.74%
Median Sold/List Ratio		99.29%		96.76%	99.33%	100.00%	100.61%
Total Closed Units		107	100%	24	64	17	2
Total Closed Volume		20,050,383		3.23M	11.09M	5.07M	660.12K

October 2020

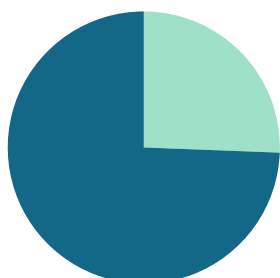
Area Delimited by County Of Creek



MARKET SUMMARY

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

INVENTORY

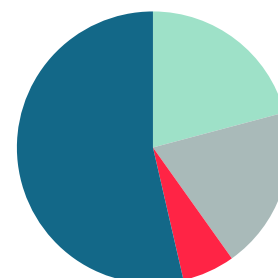


Inventory
 New Listings
127 = 25.60%
 Start Inventory
369
 Total Inventory Units
496
 Volume
\$97,423,535

Market Activity

Closed Sales
107 = 20.86%
 Pending Sales
99 = 19.30%
 Other Off Market
32 = 6.24%
 Active Inventory
275 = 53.61%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	89	107	20.22%	819	829	1.22%
Pending Sales	82	99	20.73%	842	929	10.33%
New Listings	140	127	-9.29%	1,338	1,272	-4.93%
Median List Price	150,000	159,900	6.60%	133,000	144,500	8.65%
Median Sale Price	150,000	157,000	4.67%	130,000	142,000	9.23%
Median Percent of Selling Price to List Price	99.00%	99.29%	0.29%	98.77%	98.63%	-0.14%
Median Days on Market to Sale	17.00	8.00	-52.94%	23.00	15.00	-34.78%
Monthly Inventory	417	275	-34.05%	417	275	-34.05%
Months Supply of Inventory	5.32	3.42	-35.69%	5.32	3.42	-35.69%

Absorption: Last 12 months, an Average of **80** Sales/Month

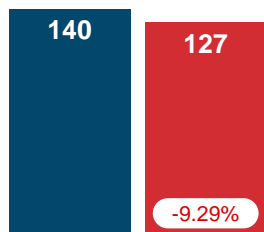
Inventory on October 31, 2020 = **275**

2019 **2020**

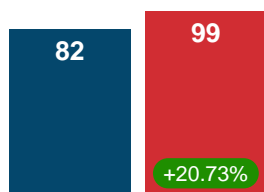
OCTOBER MARKET

MEDIAN PRICES

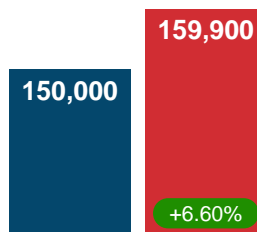
New Listings



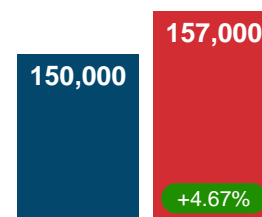
Pending Listings



List Price



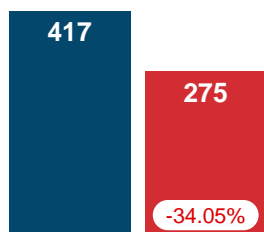
Sale Price



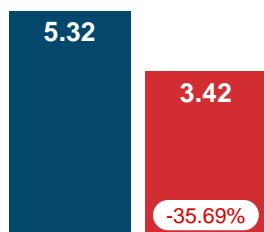
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

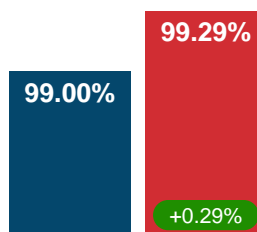
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

