



September 2020

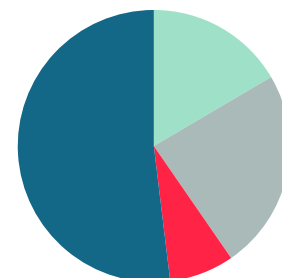
Area Delimited by County Of Creek



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

| Compared Metrics | September | | |
|---|-----------|---------|---------|
| | 2019 | 2020 | +/-% |
| Closed Listings | 86 | 86 | 0.00% |
| Pending Listings | 72 | 124 | 72.22% |
| New Listings | 124 | 137 | 10.48% |
| Median List Price | 145,000 | 139,400 | -3.86% |
| Median Sale Price | 139,750 | 139,400 | -0.25% |
| Median Percent of Selling Price to List Price | 98.29% | 97.26% | -1.04% |
| Median Days on Market to Sale | 25.00 | 13.00 | -48.00% |
| End of Month Inventory | 441 | 270 | -38.78% |
| Months Supply of Inventory | 5.71 | 3.42 | -40.13% |



■ Closed (16.54%)
■ Pending (23.85%)
■ Other OffMarket (7.69%)
■ Active (51.92%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of September 30, 2020 = **270**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.78%** to 270 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 **3.42** 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 **0.25%** in September 2020 to \$139,400 versus the previous year at \$139,750.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 12.00 days or **48.00%** in September 2020 compared to last year's same month at **25.00** DOM.

Sales Success for September 2020 is Positive

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

There were 137 New Listings in September 2020, up **10.48%** from last year at 124. Furthermore, there were 86 Closed Listings this month versus last year at 86, a **0.00%** decrease.

Closed versus Listed trends yielded a **62.8%** ratio, down from previous year's, September 2019, at **69.4%**, a **9.49%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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



September 2020

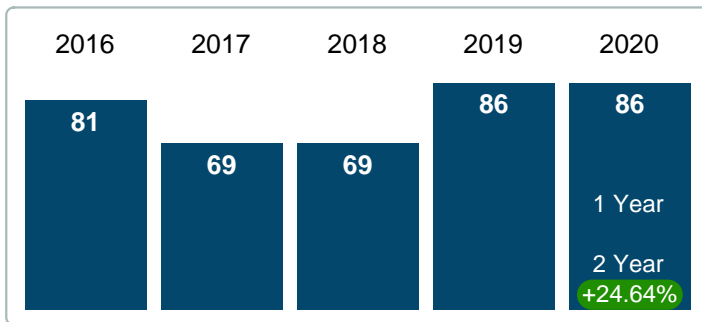
Area Delimited by County Of Creek



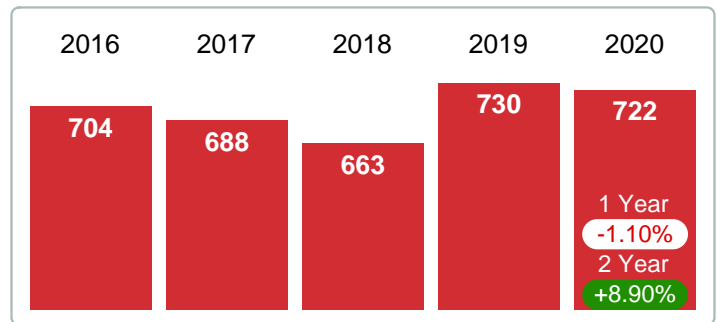
CLOSED LISTINGS

Report produced on Oct 12, 2020 for MLS Technology Inc.

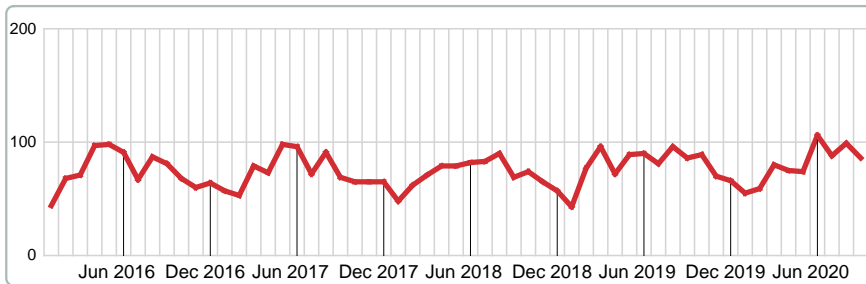
SEPTEMBER



YEAR TO DATE (YTD)

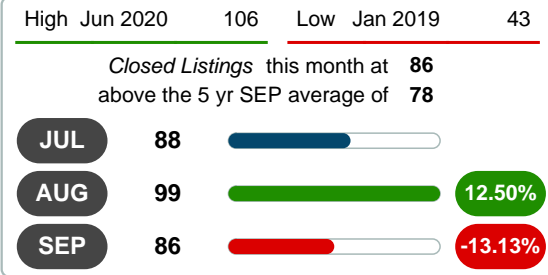


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 8 | 9.30% | 18.0 | 8 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 9 | 10.47% | 13.0 | 7 | 2 | 0 | 0 |
| \$70,001 - \$100,000 | 13 | 15.12% | 4.0 | 5 | 8 | 0 | 0 |
| \$100,001 - \$150,000 | 22 | 25.58% | 11.0 | 5 | 15 | 1 | 1 |
| \$150,001 - \$190,000 | 14 | 16.28% | 10.5 | 1 | 11 | 2 | 0 |
| \$190,001 - \$330,000 | 11 | 12.79% | 11.0 | 1 | 7 | 2 | 1 |
| \$330,001 and up | 9 | 10.47% | 30.0 | 3 | 2 | 2 | 2 |
| Total Closed Units | 86 | | | 30 | 45 | 7 | 4 |
| Total Closed Volume | 13,961,074 | 100% | 13.0 | 3.30M | 7.35M | 1.74M | 1.57M |
| Median Closed Price | \$139,400 | | | \$70,000 | \$146,000 | \$236,200 | \$410,000 |



September 2020

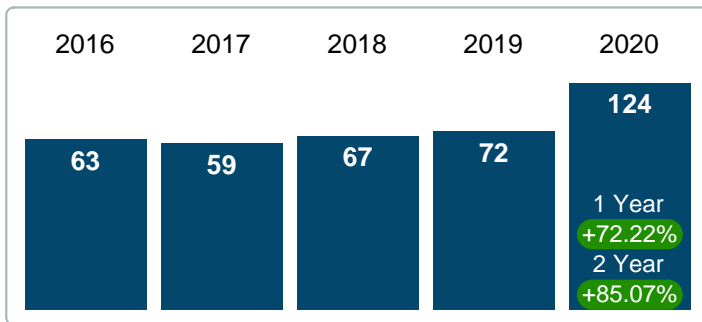
Area Delimited by County Of Creek



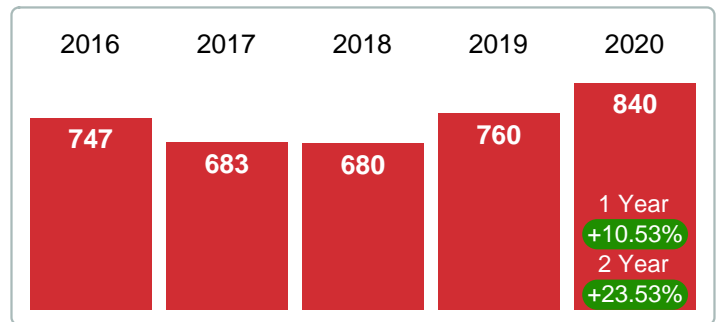
PENDING LISTINGS

Report produced on Oct 12, 2020 for MLS Technology Inc.

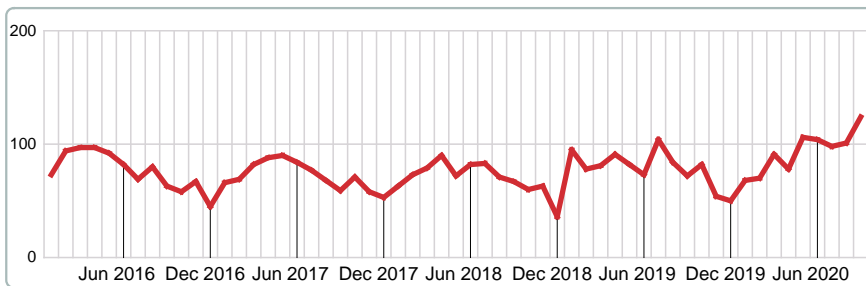
SEPTEMBER



YEAR TO DATE (YTD)

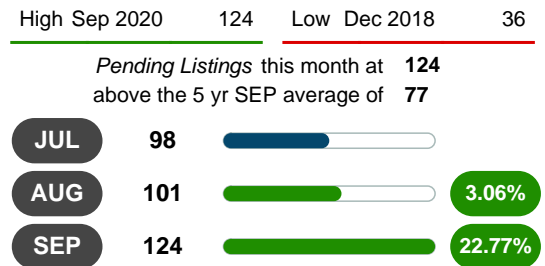


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 77



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 | 12 | 9.68% | 13.5 | 7 | 4 | 1 | 0 |
| \$60,001 - \$90,000 | 11 | 8.87% | 26.0 | 5 | 5 | 1 | 0 |
| \$90,001 - \$120,000 | 17 | 13.71% | 11.0 | 8 | 8 | 0 | 1 |
| \$120,001 - \$160,000 | 35 | 28.23% | 7.0 | 7 | 26 | 2 | 0 |
| \$160,001 - \$210,000 | 18 | 14.52% | 19.0 | 3 | 11 | 3 | 1 |
| \$210,001 - \$340,000 | 18 | 14.52% | 9.0 | 0 | 12 | 6 | 0 |
| \$340,001 and up | 13 | 10.48% | 41.0 | 3 | 2 | 6 | 2 |
| Total Pending Units | 124 | | | 33 | 68 | 19 | 4 |
| Total Pending Volume | 22,669,015 | 100% | 13.0 | 4.63M | 10.82M | 5.46M | 1.76M |
| Median Listing Price | \$149,000 | | | \$103,000 | \$149,900 | \$220,000 | \$449,100 |



September 2020

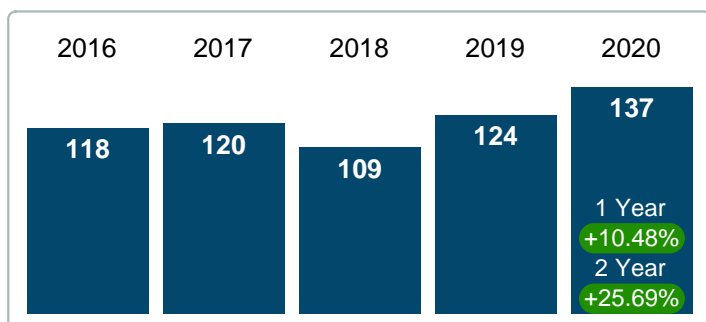
Area Delimited by County Of Creek



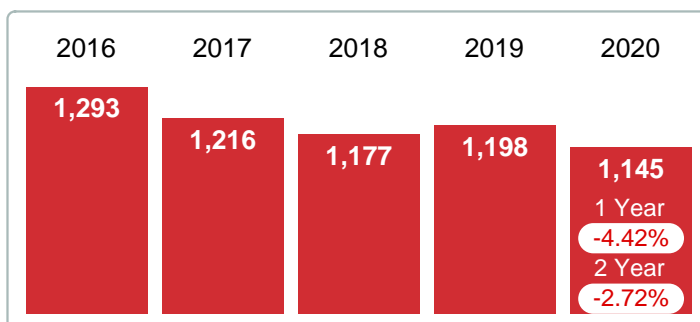
NEW LISTINGS

Report produced on Oct 12, 2020 for MLS Technology Inc.

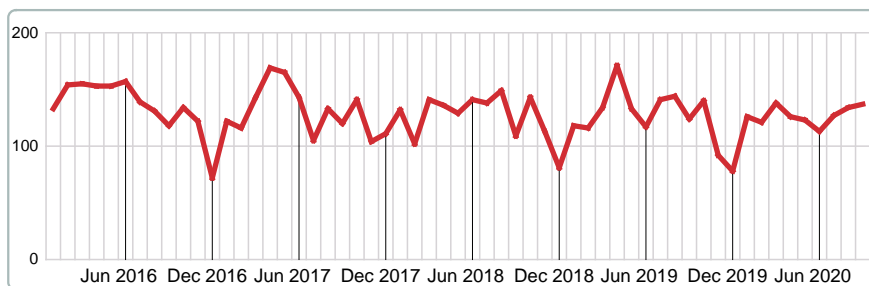
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

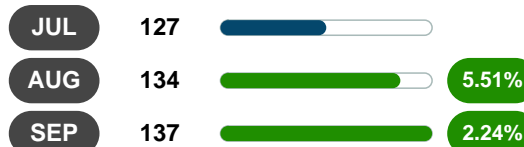


3 MONTHS

5 year SEP AVG = 122

High Apr 2019 171 Low Dec 2016 72

New Listings this month at 137
above the 5 yr SEP average of 122



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$60,000 and less | 11 | 8.03% | 4 | 6 | 1 | 0 |
| \$60,001 - \$90,000 | 18 | 13.14% | 12 | 5 | 0 | 1 |
| \$90,001 - \$120,000 | 19 | 13.87% | 12 | 7 | 0 | 0 |
| \$120,001 - \$160,000 | 35 | 25.55% | 10 | 25 | 0 | 0 |
| \$160,001 - \$250,000 | 24 | 17.52% | 5 | 16 | 3 | 0 |
| \$250,001 - \$370,000 | 16 | 11.68% | 6 | 4 | 6 | 0 |
| \$370,001 and up | 14 | 10.22% | 3 | 4 | 3 | 4 |
| Total New Listed Units | 137 | | 52 | 67 | 13 | 5 |
| Total New Listed Volume | 26,883,395 | 100% | 8.45M | 11.04M | 4.25M | 3.14M |
| Median New Listed Listing Price | \$145,000 | | \$119,900 | \$149,900 | \$330,000 | \$529,900 |



September 2020

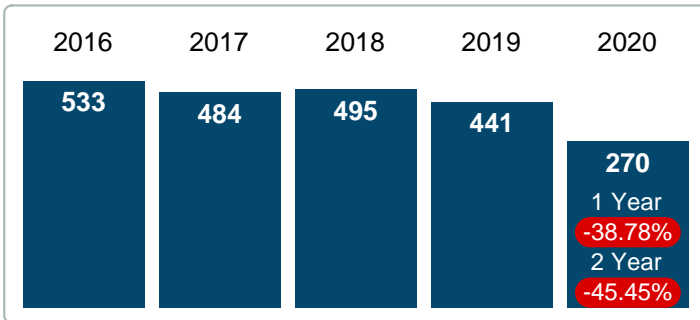
Area Delimited by County Of Creek



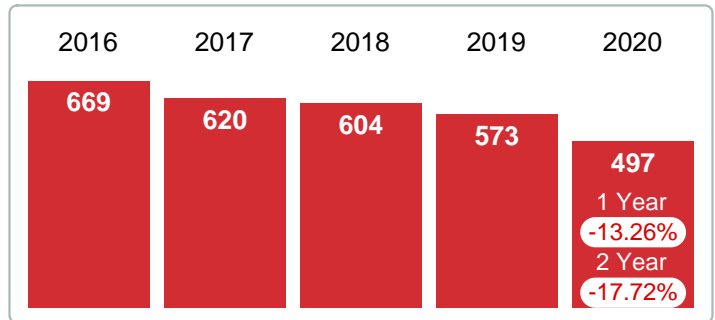
ACTIVE INVENTORY

Report produced on Oct 12, 2020 for MLS Technology Inc.

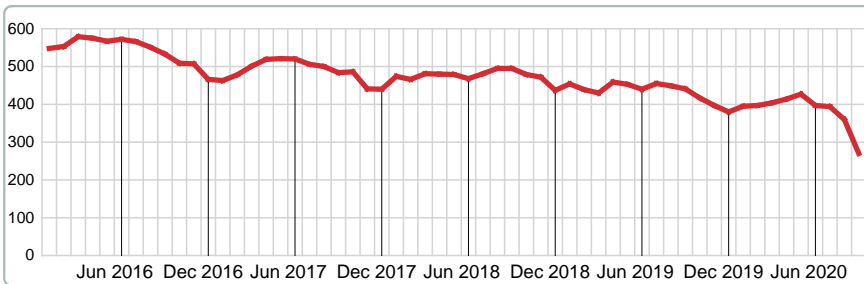
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

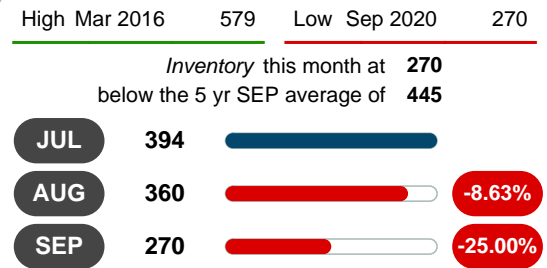


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 445



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 | 23 | 8.52% | 103.0 | 14 | 6 | 2 | 1 |
| \$20,001 - \$70,000 | 36 | 13.33% | 70.0 | 32 | 3 | 1 | 0 |
| \$70,001 - \$110,000 | 37 | 13.70% | 28.0 | 23 | 11 | 1 | 2 |
| \$110,001 - \$170,000 | 65 | 24.07% | 47.0 | 34 | 28 | 3 | 0 |
| \$170,001 - \$260,000 | 46 | 17.04% | 53.5 | 25 | 16 | 5 | 0 |
| \$260,001 - \$440,000 | 33 | 12.22% | 71.0 | 17 | 5 | 8 | 3 |
| \$440,001 and up | 30 | 11.11% | 63.0 | 9 | 6 | 9 | 6 |
| Total Active Inventory by Units | | 270 | | 154 | 75 | 29 | 12 |
| Total Active Inventory by Volume | | 55,786,535 | 100% | 26.64M | 14.27M | 9.56M | 5.32M |
| Median Active Inventory Listing Price | | \$148,750 | | \$134,950 | \$150,000 | \$319,900 | \$442,450 |



September 2020

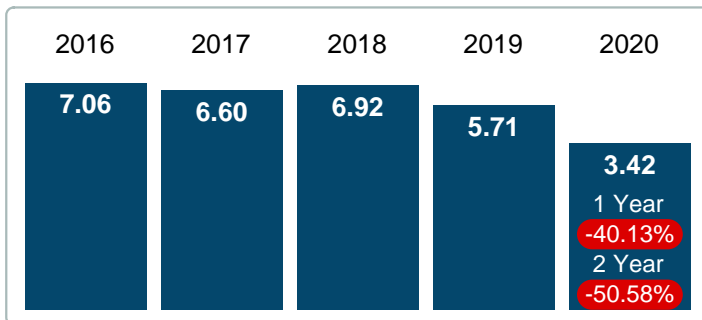
Area Delimited by County Of Creek



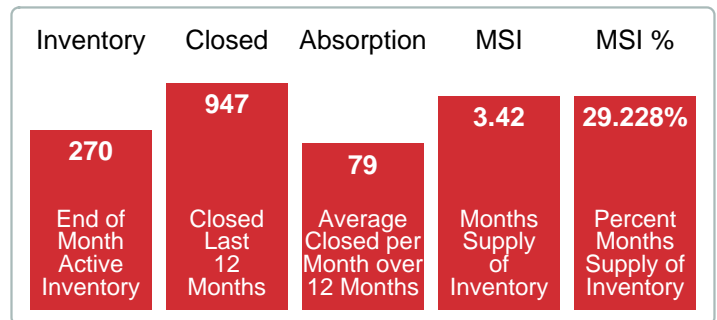
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Oct 12, 2020 for MLS Technology Inc.

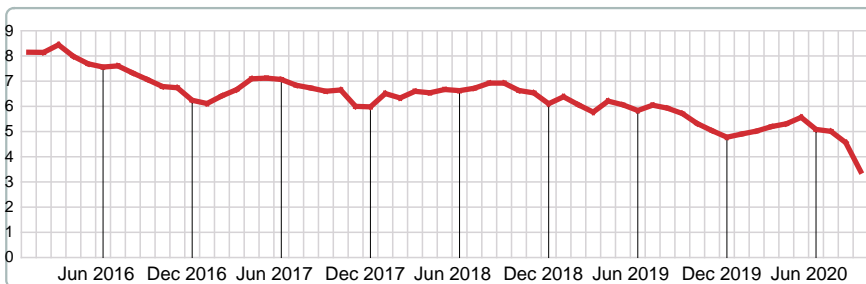
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

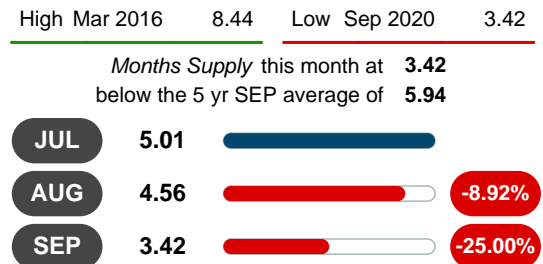


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.94



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 | 23 | 8.52% | 6.42 | 6.72 | 4.50 | 12.00 | 0.00 |
| \$20,001 - \$70,000 | 36 | 13.33% | 3.11 | 4.09 | 0.92 | 3.00 | 0.00 |
| \$70,001 - \$110,000 | 37 | 13.70% | 2.81 | 4.18 | 1.52 | 3.00 | 24.00 |
| \$110,001 - \$170,000 | 65 | 24.07% | 2.77 | 8.16 | 1.72 | 1.03 | 0.00 |
| \$170,001 - \$260,000 | 46 | 17.04% | 2.68 | 16.67 | 1.32 | 1.54 | 0.00 |
| \$260,001 - \$440,000 | 33 | 12.22% | 4.35 | 22.67 | 2.14 | 2.34 | 2.77 |
| \$440,001 and up | 30 | 11.11% | 12.86 | 18.00 | 18.00 | 9.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 3.42 | 6.90 | 1.75 | 2.54 | 5.33 |
| Total Active Inventory by Units | | 100% | 3.42 | 154 | 75 | 29 | 12 |



September 2020

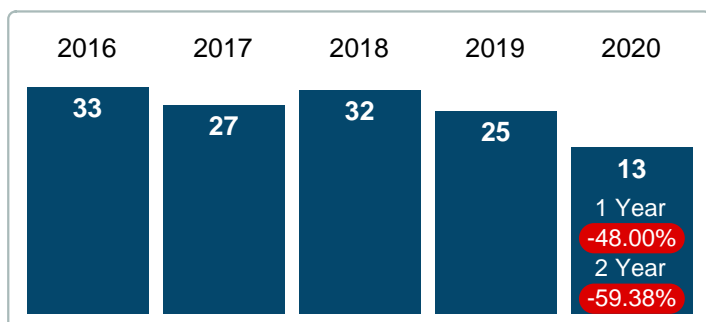
Area Delimited by County Of Creek



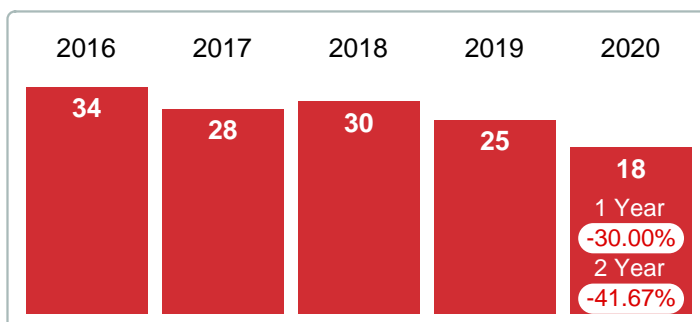
MEDIAN DAYS ON MARKET TO SALE

Report produced on Oct 12, 2020 for MLS Technology Inc.

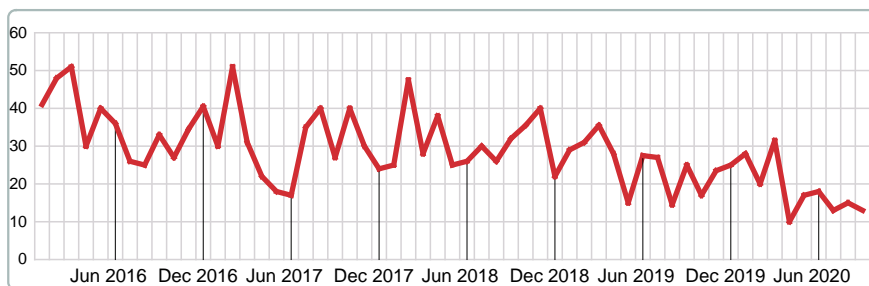
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

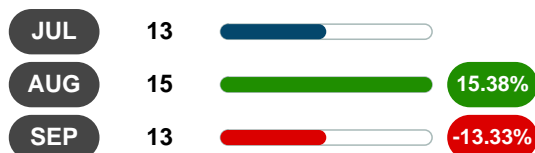


3 MONTHS

5 year SEP AVG = 26

High Feb 2017 51 Low Apr 2020 10

Median Days on Market to Sale this month at 13 below the 5 yr SEP 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 |
|--|--------|------------|----------|--------|--------|---------|
| \$40,000 and less | 9.30% | 18 | 18 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 10.47% | 13 | 41 | 10 | 0 | 0 |
| \$70,001 - \$100,000 | 15.12% | 4 | 13 | 3 | 0 | 0 |
| \$100,001 - \$150,000 | 25.58% | 11 | 25 | 4 | 18 | 6 |
| \$150,001 - \$190,000 | 16.28% | 11 | 159 | 15 | 2 | 0 |
| \$190,001 - \$330,000 | 12.79% | 11 | 243 | 6 | 14 | 3 |
| \$330,001 and up | 10.47% | 30 | 56 | 16 | 24 | 41 |
| Median Closed DOM | | 13 | 30 | 6 | 14 | 18 |
| Total Closed Units | 100% | 13.0 | 30 | 45 | 7 | 4 |
| Total Closed Volume | | 13,961,074 | 3.30M | 7.35M | 1.74M | 1.57M |



September 2020

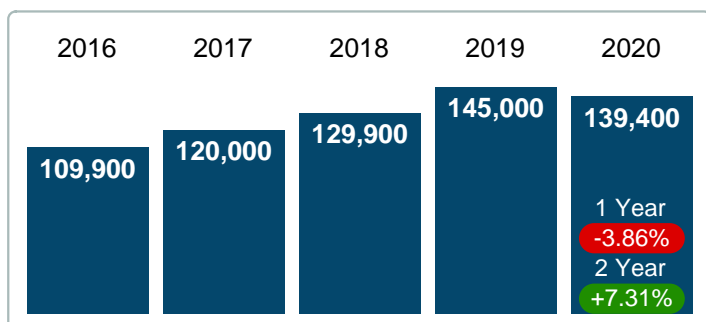
Area Delimited by County Of Creek



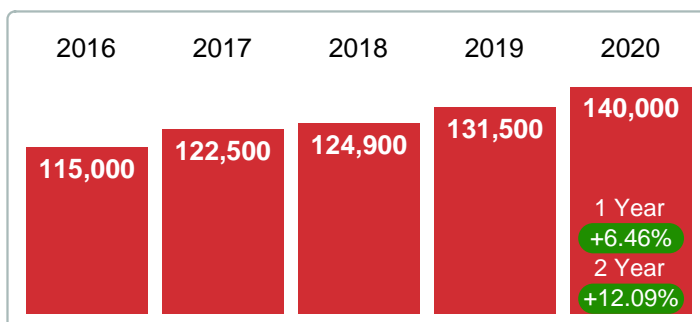
MEDIAN LIST PRICE AT CLOSING

Report produced on Oct 12, 2020 for MLS Technology Inc.

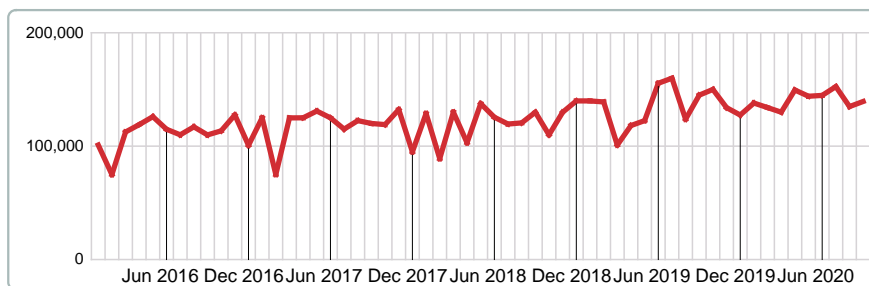
SEPTEMBER



YEAR TO DATE (YTD)

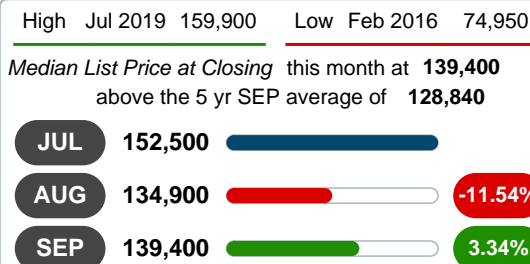


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 128,840



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 |
|---|----|-------------------|---------------|----------------|----------------|----------------|
| \$40,000 and less | 8 | 27,500 | 27,500 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 8 | 59,950 | 59,900 | 70,000 | 0 | 0 |
| \$70,001 - \$100,000 | 14 | 89,250 | 90,750 | 84,750 | 0 | 0 |
| \$100,001 - \$150,000 | 21 | 135,000 | 140,000 | 130,000 | 138,900 | 124,900 |
| \$150,001 - \$190,000 | 13 | 174,999 | 0 | 174,900 | 184,950 | 0 |
| \$190,001 - \$330,000 | 13 | 247,500 | 264,500 | 233,950 | 288,250 | 297,500 |
| \$330,001 and up | 9 | 425,000 | 385,000 | 499,850 | 342,450 | 596,950 |
| Median List Price | | 139,400 | 71,500 | 145,900 | 247,500 | 423,700 |
| Total Closed Units | | 86 | 30 | 45 | 7 | 4 |
| Total Closed Volume | | 14,525,721 | 3.56M | 7.58M | 1.77M | 1.62M |



September 2020

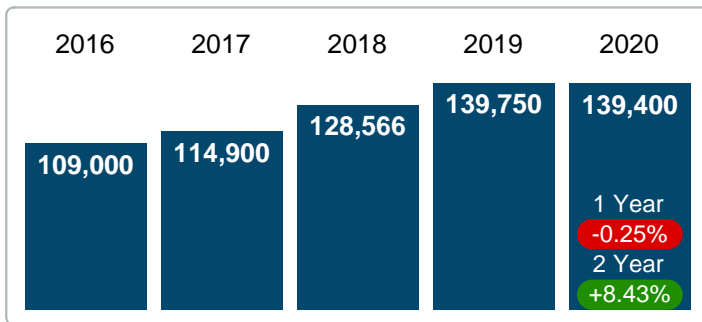
Area Delimited by County Of Creek



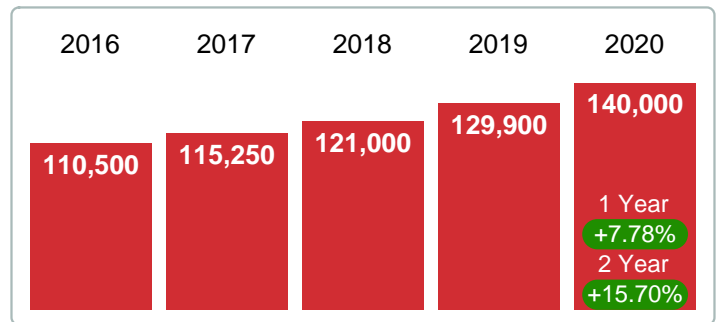
MEDIAN SOLD PRICE AT CLOSING

Report produced on Oct 12, 2020 for MLS Technology Inc.

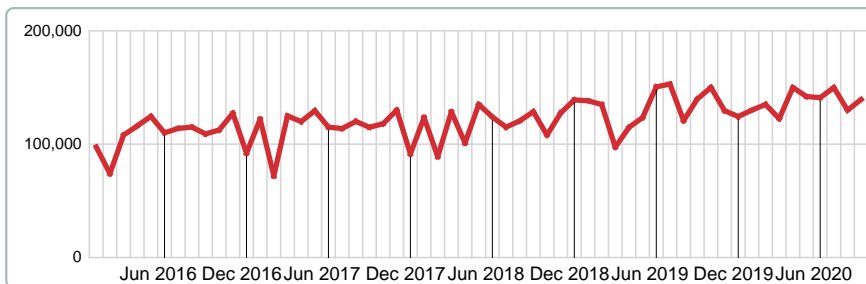
SEPTEMBER



YEAR TO DATE (YTD)

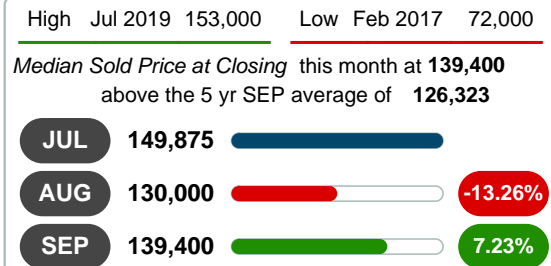


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 126,323



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 |
|---|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$40,000 and less | 9.30% | 21,000 | 21,000 | 0 | 0 | 0 |
| \$40,001 - \$70,000 | 10.47% | 60,000 | 55,000 | 67,500 | 0 | 0 |
| \$70,001 - \$100,000 | 15.12% | 80,000 | 78,000 | 88,750 | 0 | 0 |
| \$100,001 - \$150,000 | 25.58% | 134,500 | 127,500 | 135,000 | 138,900 | 134,000 |
| \$150,001 - \$190,000 | 16.28% | 177,500 | 185,000 | 174,900 | 182,500 | 0 |
| \$190,001 - \$330,000 | 12.79% | 243,000 | 280,000 | 242,900 | 278,100 | 285,000 |
| \$330,001 and up | 10.47% | 425,000 | 360,000 | 460,000 | 337,450 | 575,000 |
| Median Sold Price | | 139,400 | 70,000 | 146,000 | 236,200 | 410,000 |
| Total Closed Units | 100% | 139,400 | 30 | 45 | 7 | 4 |
| Total Closed Volume | | 13,961,074 | 3.30M | 7.35M | 1.74M | 1.57M |



September 2020

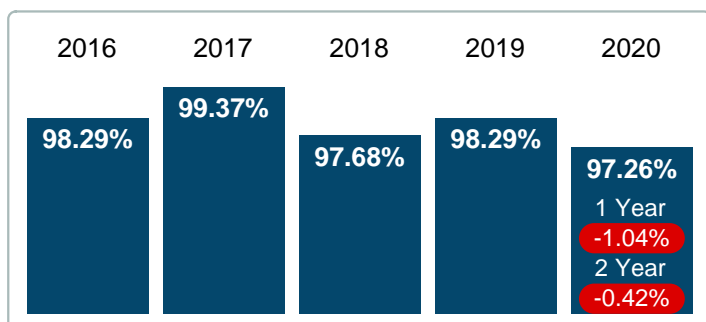
Area Delimited by County Of Creek



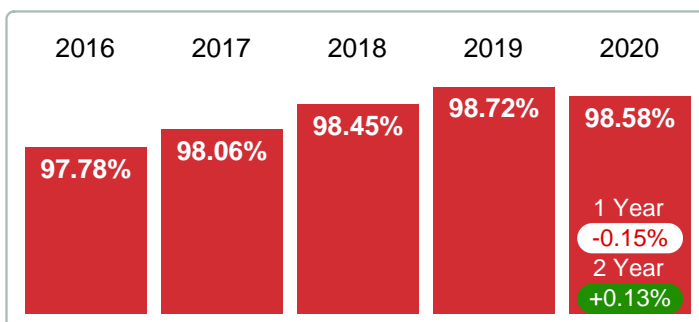
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 12, 2020 for MLS Technology Inc.

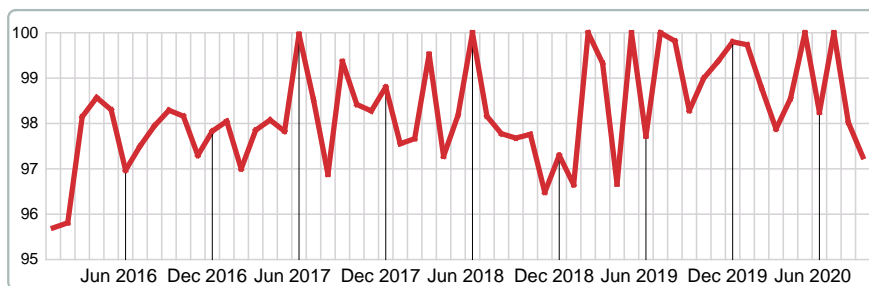
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

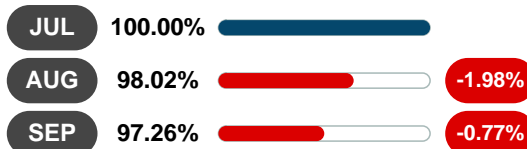


3 MONTHS

5 year SEP AVG = 98.18%

High Jul 2020 100.00% Low Jan 2016 95.70%

Median Sold/List Ratio this month at **97.26%**
below the 5 yr SEP average of **98.18%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$40,000 and less | 8 | 9.30% | 88.56% | 88.56% | 0.00% | 0.00% | 0.00% |
| \$40,001 - \$70,000 | 9 | 10.47% | 95.59% | 95.59% | 95.14% | 0.00% | 0.00% |
| \$70,001 - \$100,000 | 13 | 15.12% | 95.48% | 93.75% | 98.43% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | 22 | 25.58% | 100.00% | 98.08% | 100.00% | 100.00% | 107.29% |
| \$150,001 - \$190,000 | 14 | 16.28% | 98.00% | 82.22% | 98.29% | 98.71% | 0.00% |
| \$190,001 - \$330,000 | 11 | 12.79% | 95.80% | 92.11% | 97.12% | 93.43% | 95.80% |
| \$330,001 and up | 9 | 10.47% | 97.29% | 96.56% | 93.07% | 101.65% | 96.39% |
| Median Sold/List Ratio | | 97.26% | | 91.86% | 99.38% | 100.00% | 96.54% |
| Total Closed Units | | 86 | 100% | 30 | 45 | 7 | 4 |
| Total Closed Volume | | 13,961,074 | | 3.30M | 7.35M | 1.74M | 1.57M |



September 2020

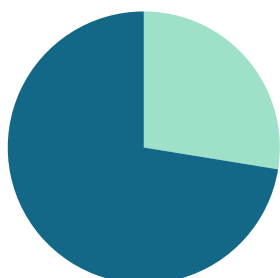
Area Delimited by County Of Creek



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

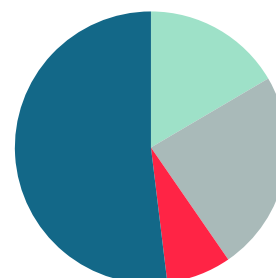


Inventory
 New Listings
137 = 27.57%
 Start Inventory
360
 Total Inventory Units
497
 Volume
\$98,030,071

Market Activity

Closed Sales
86 = 16.54%
 Pending Sales
124 = 23.85%
 Other Off Market
40 = 7.69%
 Active Inventory
270 = 51.92%

MARKET ACTIVITY



| Compared Metrics | September | | | Year to Date | | |
|---|-----------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 86 | 86 | 0.00% | 730 | 722 | -1.10% |
| Pending Sales | 72 | 124 | 72.22% | 760 | 840 | 10.53% |
| New Listings | 124 | 137 | 10.48% | 1,198 | 1,145 | -4.42% |
| Median List Price | 145,000 | 139,400 | -3.86% | 131,500 | 140,000 | 6.46% |
| Median Sale Price | 139,750 | 139,400 | -0.25% | 129,900 | 140,000 | 7.78% |
| Median Percent of Selling Price to List Price | 98.29% | 97.26% | -1.04% | 98.72% | 98.58% | -0.15% |
| Median Days on Market to Sale | 25.00 | 13.00 | -48.00% | 25.00 | 17.50 | -30.00% |
| Monthly Inventory | 441 | 270 | -38.78% | 441 | 270 | -38.78% |
| Months Supply of Inventory | 5.71 | 3.42 | -40.13% | 5.71 | 3.42 | -40.13% |

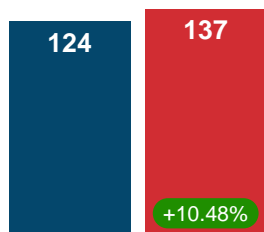
Absorption: Last 12 months, an Average of **79** Sales/Month

Inventory on September 30, 2020 = **270** 2019 2020

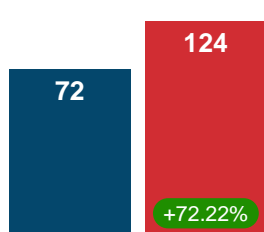
SEPTEMBER MARKET

MEDIAN PRICES

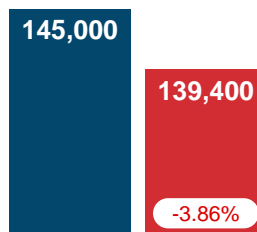
New Listings



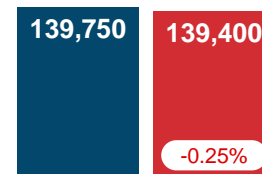
Pending Listings



List Price



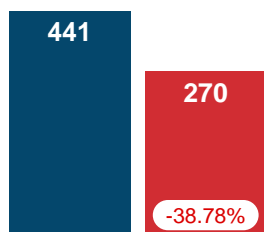
Sale Price



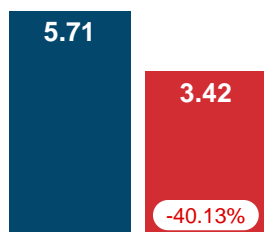
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

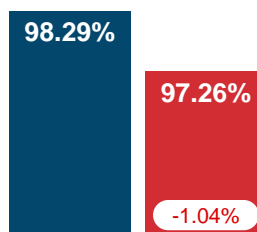
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

