

October 2018



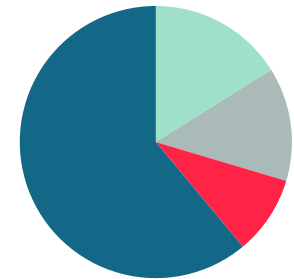
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	2017	October 2018	+/-%
Closed Listings	55	62	12.73%
Pending Listings	53	52	-1.89%
New Listings	77	72	-6.49%
Average List Price	143,226	135,397	-5.47%
Average Sale Price	138,342	131,058	-5.27%
Average Percent of Selling Price to List Price	96.10%	95.22%	-0.91%
Average Days on Market to Sale	48.73	45.94	-5.73%
End of Month Inventory	222	235	5.86%
Months Supply of Inventory	3.59	4.10	14.48%



■ Closed (16.10%)
■ Pending (13.51%)
■ Other OffMarket (9.35%)
■ Active (61.04%)

Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of October 31, 2018 = **235**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2018 rose **5.86%** to 235 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **4.10** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.27%** in October 2018 to \$131,058 versus the previous year at \$138,342.

Average Days on Market Shortens

The average number of **45.94** days that homes spent on the market before selling decreased by 2.79 days or **5.73%** in October 2018 compared to last year's same month at **48.73** DOM.

Sales Success for October 2018 is Positive

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

There were 72 New Listings in October 2018, down **6.49%** from last year at 77. Furthermore, there were 62 Closed Listings this month versus last year at 55, a **12.73%** increase.

Closed versus Listed trends yielded a **86.1%** ratio, up from previous year's, October 2017, at **71.4%**, a **20.56%** upswing. This will certainly create pressure on an increasing 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

October 2018



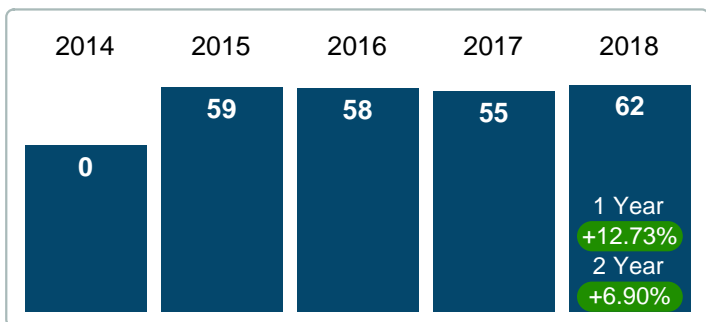
Area Delimited by County Of Creek - Residential Property Type



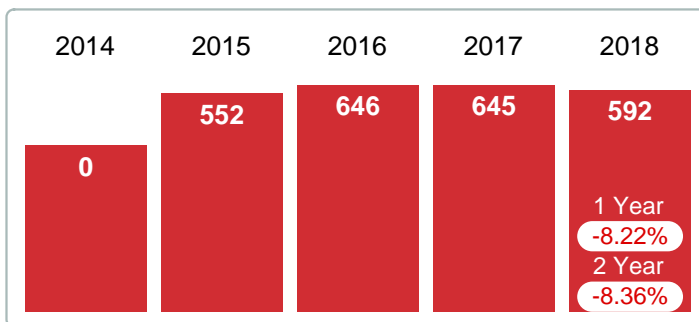
CLOSED LISTINGS

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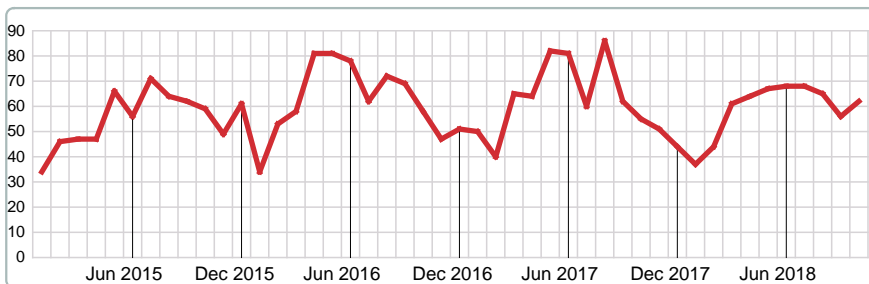
OCTOBER



YEAR TO DATE (YTD)

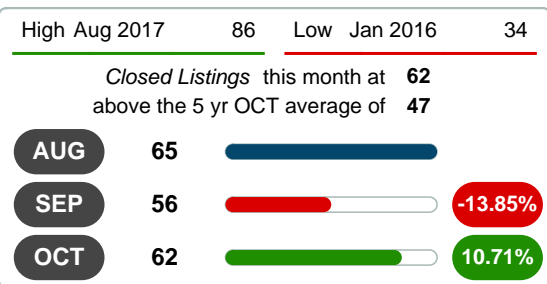


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 47



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.45%	62.0	2	2	0	0
\$30,001 - \$60,000	10	16.13%	30.3	5	4	0	1
\$60,001 - \$90,000	4	6.45%	55.0	0	3	1	0
\$90,001 - \$140,000	18	29.03%	46.4	4	13	1	0
\$140,001 - \$160,000	9	14.52%	57.0	1	5	2	1
\$160,001 - \$230,000	10	16.13%	45.1	0	8	2	0
\$230,001 and up	7	11.29%	39.7	0	1	5	1
Total Closed Units	62			12	36	11	3
Total Closed Volume	8,125,578	100%	45.9	806.15K	4.38M	2.33M	611.40K
Average Closed Price	\$131,058			\$67,179	\$121,698	\$211,536	\$203,801

October 2018



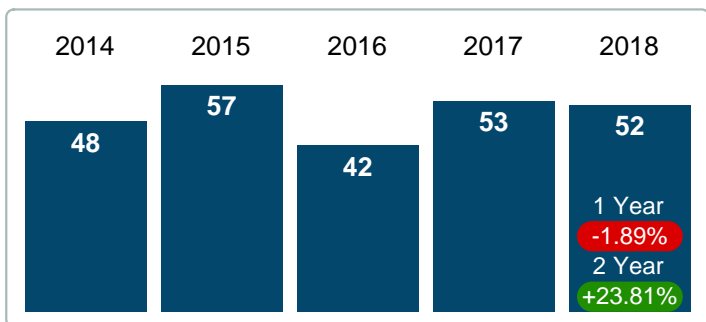
Area Delimited by County Of Creek - Residential Property Type



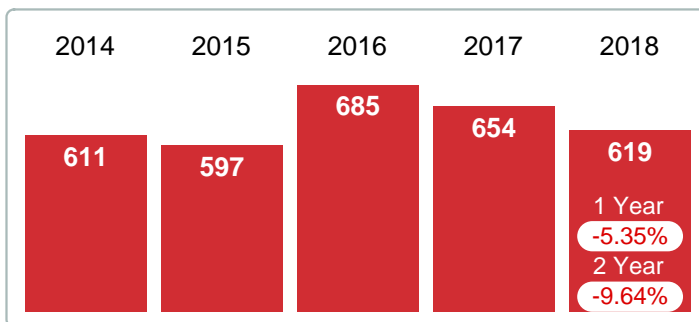
PENDING LISTINGS

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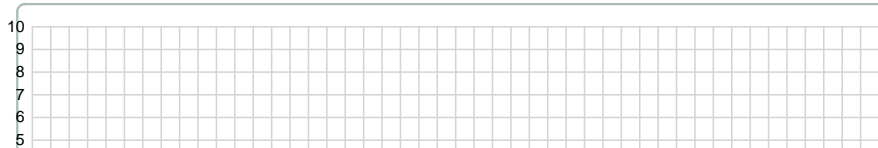
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50

High Oct 2018: 0 Low Oct 2018: 0

Pending Listings this month at **52**
above the 5 yr OCT average of **50**

AUG	0	
SEP	0	nan%
OCT	0	nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.77%	12.3	0	3	0	0
\$30,001 - \$70,000	8	15.38%	67.1	3	5	0	0
\$70,001 - \$100,000	7	13.46%	34.0	2	4	1	0
\$100,001 - \$150,000	13	25.00%	24.9	2	9	1	1
\$150,001 - \$180,000	8	15.38%	72.8	0	5	3	0
\$180,001 - \$250,000	7	13.46%	58.0	0	4	3	0
\$250,001 and up	6	11.54%	76.8	0	1	3	2
Total Pending Units	52			7	31	11	3
Total Pending Volume	7,627,477	100%	49.7	528.50K	3.69M	2.61M	799.98K
Average Listing Price	\$146,682			\$75,500	\$119,110	\$236,964	\$266,659

October 2018



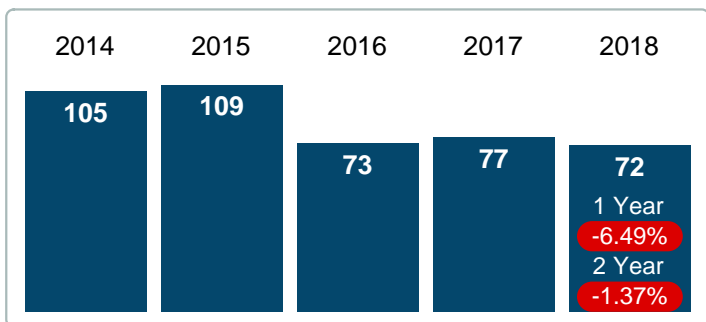
Area Delimited by County Of Creek - Residential Property Type



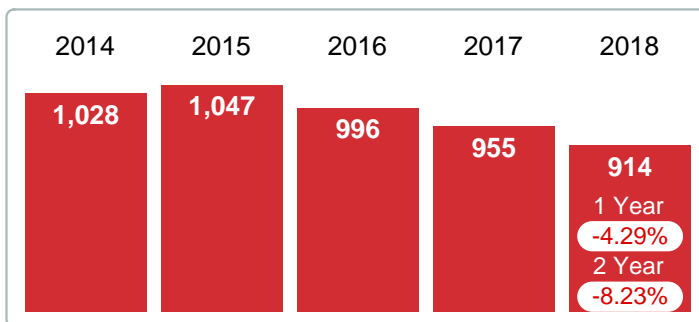
NEW LISTINGS

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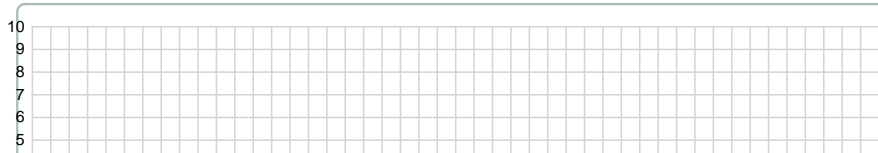
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 87

High Oct 2018: 0 Low Oct 2018: 0

New Listings this month at **72**
 below the 5 yr OCT average of **87**

AUG: 0
 SEP: 0
 OCT: 0

nan%
 nan%

Distribution of New Listings by Price Range

Price Range	Count	%
\$50,000 and less	6	8.33%
\$50,001 - \$75,000	6	8.33%
\$75,001 - \$125,000	15	20.83%
\$125,001 - \$225,000	18	25.00%
\$225,001 - \$275,000	8	11.11%
\$275,001 - \$325,000	7	9.72%
\$325,001 and up	12	16.67%
Total New Listed Units	72	
Total New Listed Volume	14,426,550	100%
Average New Listed Listing Price	\$164,591	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3	0	0
\$50,001 - \$75,000	2	3	1	0
\$75,001 - \$125,000	3	9	1	2
\$125,001 - \$225,000	0	13	5	0
\$225,001 - \$275,000	0	4	4	0
\$275,001 - \$325,000	0	4	3	0
\$325,001 and up	0	2	8	2
Total	8	38	22	4
Total New Listed Volume	542.80K	6.31M	6.53M	1.04M
Average New Listed Listing Price	\$67,850	\$166,154	\$296,705	\$260,600

October 2018



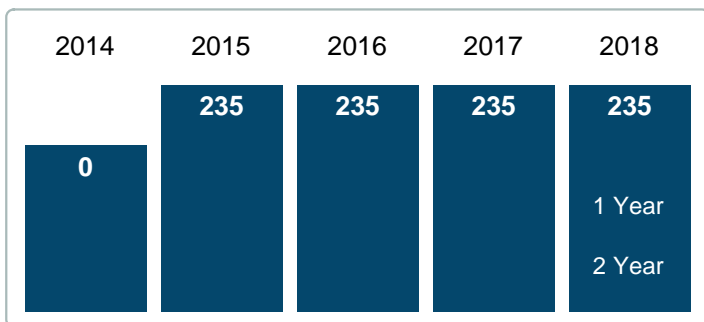
Area Delimited by County Of Creek - Residential Property Type



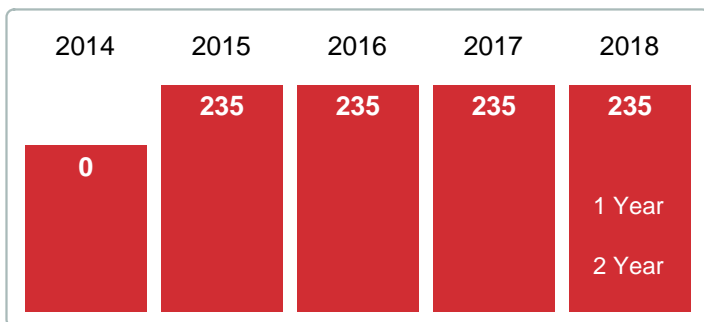
ACTIVE INVENTORY

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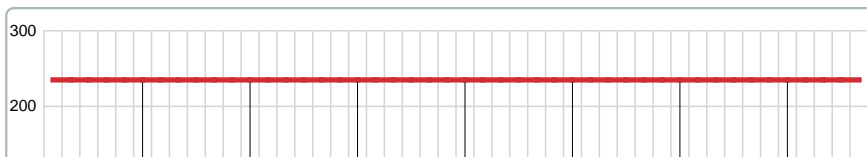
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 188

High Oct 2018	235	Low Oct 2018	235
Inventory this month at 235 above the 5 yr OCT average of 188			
AUG	235		
SEP	235		0.00%
OCT	235		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	8.09%	128.6	11	7	1	0
\$50,001 - \$75,000	28	11.91%	103.3	10	18	0	0
\$75,001 - \$100,000	33	14.04%	80.8	7	25	0	1
\$100,001 - \$175,000	60	25.53%	140.0	4	39	14	3
\$175,001 - \$250,000	40	17.02%	62.3	3	22	13	2
\$250,001 - \$375,000	30	12.77%	60.1	0	11	17	2
\$375,001 and up	25	10.64%	67.8	1	5	11	8
Total Active Inventory by Units	235			36	127	56	16
Total Active Inventory by Volume	48,260,354	100%	95.3	3.50M	19.60M	18.39M	6.77M
Average Active Inventory Listing Price	\$205,363			\$97,159	\$154,328	\$328,418	\$423,222

October 2018



Area Delimited by County Of Creek - Residential Property Type



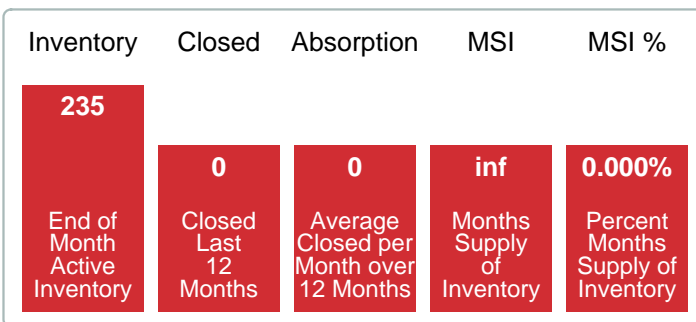
MONTHS SUPPLY of INVENTORY (MSI)

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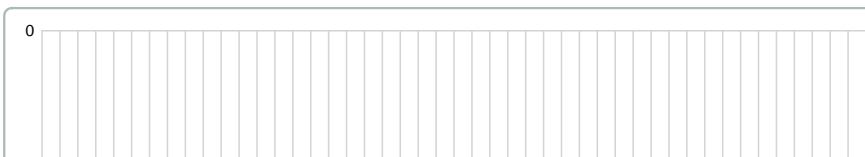
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

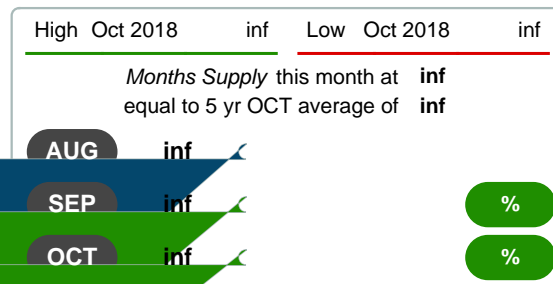


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19		8.09%	3.26	4.00	2.47	4.00	0.00	
\$50,001 - \$75,000	28		11.91%	4.94	4.80	6.00	0.00	0.00	
\$75,001 - \$100,000	33		14.04%	4.40	6.00	4.69	0.00	6.00	
\$100,001 - \$175,000	60		25.53%	2.47	3.20	2.05	3.91	7.20	
\$175,001 - \$250,000	40		17.02%	5.16	18.00	4.00	6.50	24.00	
\$250,001 - \$375,000	30		12.77%	7.35	0.00	11.00	7.03	3.43	
\$375,001 and up	25		10.64%	11.54	12.00	8.57	12.00	13.71	
Market Supply of Inventory (MSI)		4.10			4.75	3.41	5.38	8.00	
Total Active Inventory by Units		235	100%	4.10	36	127	56	16	

October 2018



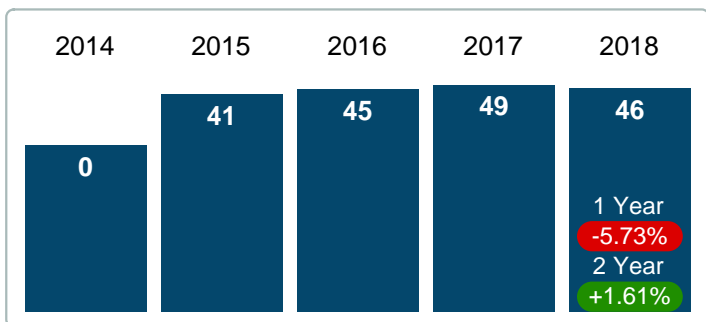
Area Delimited by County Of Creek - Residential Property Type



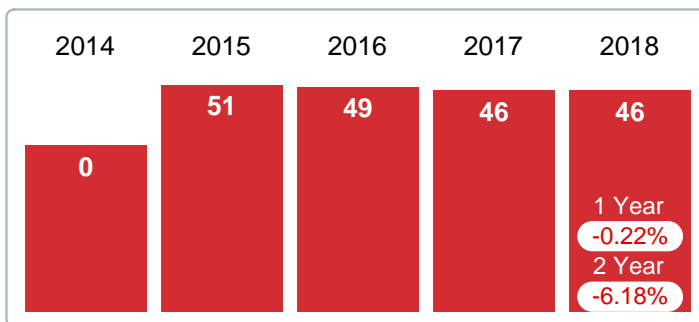
AVERAGE DAYS ON MARKET TO SALE

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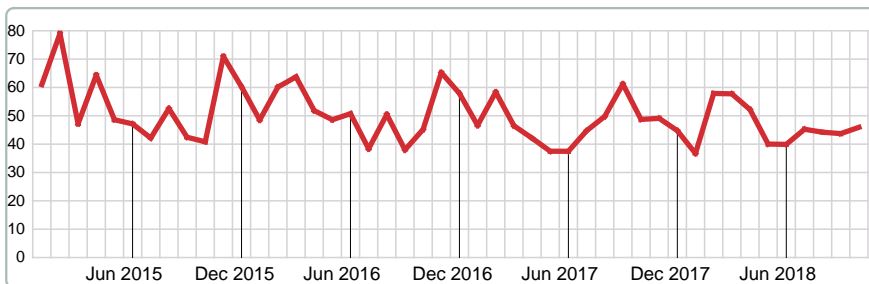
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36

High Feb 2015 79 Low Jan 2018 37

Average Days on Market to Sale this month at 46 above the 5 yr OCT average of 36



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
\$30,000 and less	6.45%	62	23	102	0	0
\$30,001 - \$60,000	16.13%	30	24	41	0	20
\$60,001 - \$90,000	6.45%	55	0	46	83	0
\$90,001 - \$140,000	29.03%	46	18	55	43	0
\$140,001 - \$160,000	14.52%	57	8	49	85	91
\$160,001 - \$230,000	16.13%	45	0	54	9	0
\$230,001 and up	11.29%	40	0	29	44	27
Average Closed DOM		46				
Total Closed Units	100%	46	12	36	11	3
Total Closed Volume		8,125,578	806.15K	4.38M	2.33M	611.40K

October 2018



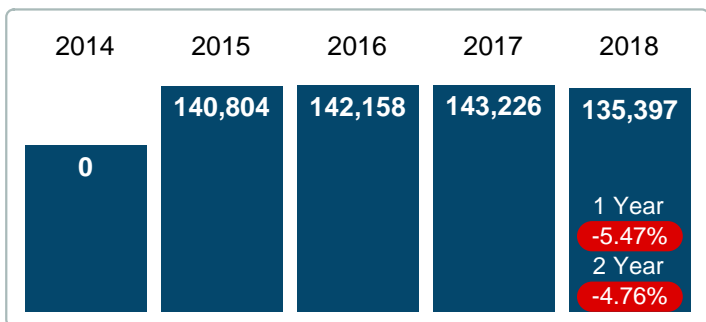
Area Delimited by County Of Creek - Residential Property Type



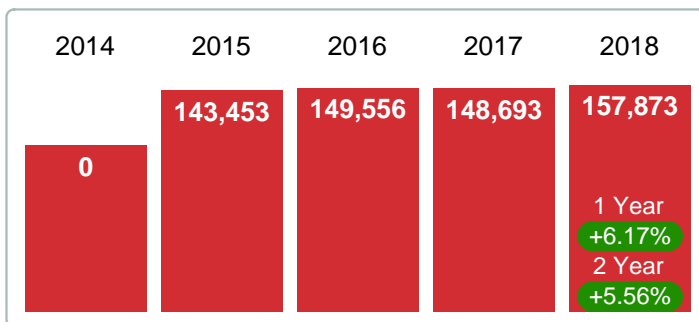
AVERAGE LIST PRICE AT CLOSING

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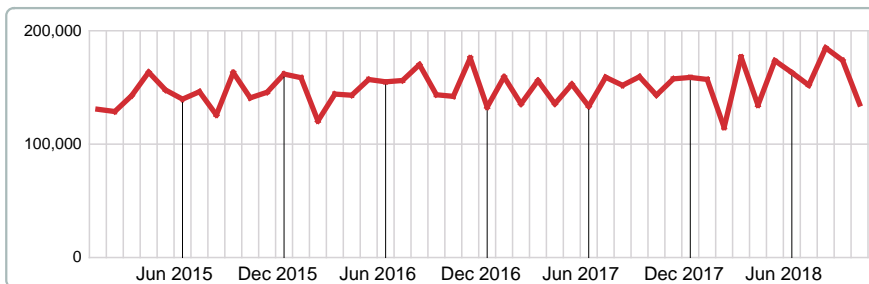
OCTOBER



YEAR TO DATE (YTD)

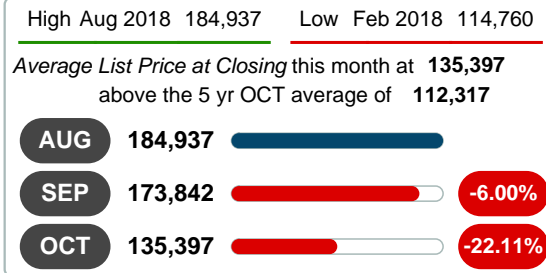


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 112,317



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
\$30,000 and less	3	4.84%	27,333	28,750	32,250	0	0
\$30,001 - \$60,000	10	16.13%	48,770	46,580	56,075	0	60,000
\$60,001 - \$90,000	5	8.06%	72,440	0	72,600	74,900	0
\$90,001 - \$140,000	19	30.65%	111,458	108,000	110,062	119,900	0
\$140,001 - \$160,000	6	9.68%	153,267	135,000	156,040	152,450	159,900
\$160,001 - \$230,000	12	19.35%	185,258	0	195,088	168,500	0
\$230,001 and up	7	11.29%	314,614	0	235,000	312,460	405,000
Average List Price			135,397	71,450	125,369	218,091	208,300
Total Closed Units		100%	135,397	12	36	11	3
Total Closed Volume			8,394,600	857.40K	4.51M	2.40M	624.90K

October 2018



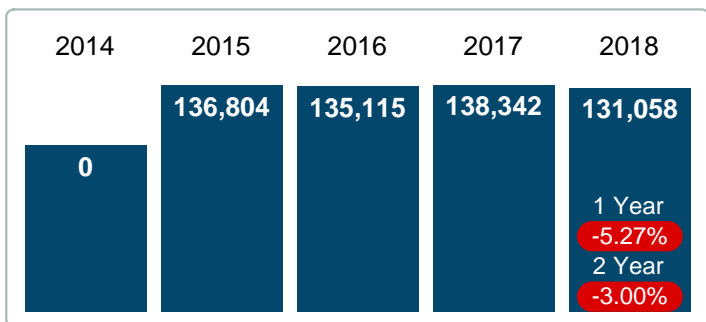
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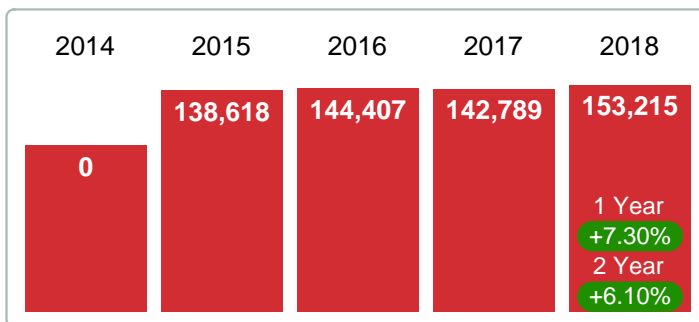
AVERAGE SOLD PRICE AT CLOSING

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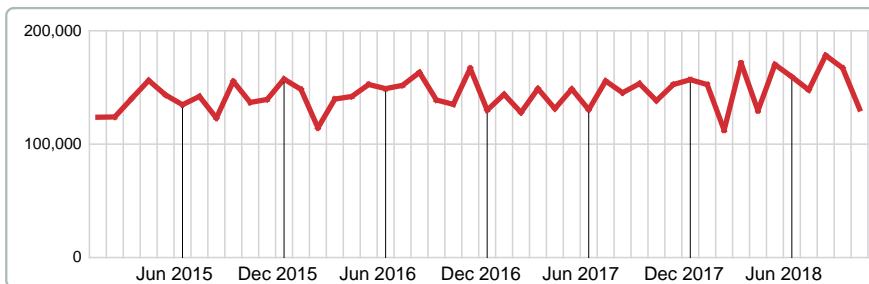
OCTOBER



YEAR TO DATE (YTD)

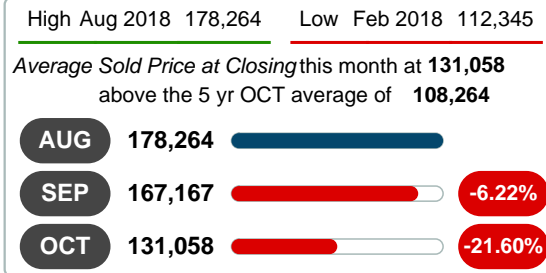


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 108,264



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
\$30,000 and less	4	6.45%	24,600	23,450	25,750	0	0
\$30,001 - \$60,000	10	16.13%	46,165	39,350	51,500	0	58,902
\$60,001 - \$90,000	4	6.45%	69,225	0	69,967	67,000	0
\$90,001 - \$140,000	18	29.03%	107,320	103,125	107,713	119,000	0
\$140,001 - \$160,000	9	14.52%	152,644	150,000	153,080	152,450	153,500
\$160,001 - \$230,000	10	16.13%	184,256	0	189,445	163,500	0
\$230,001 and up	7	11.29%	305,786	0	232,500	301,800	399,000
Average Sold Price			131,058	67,179	121,698	211,536	203,801
Total Closed Units		100%	131,058	12	36	11	3
Total Closed Volume			8,125,578	806.15K	4.38M	2.33M	611.40K

October 2018



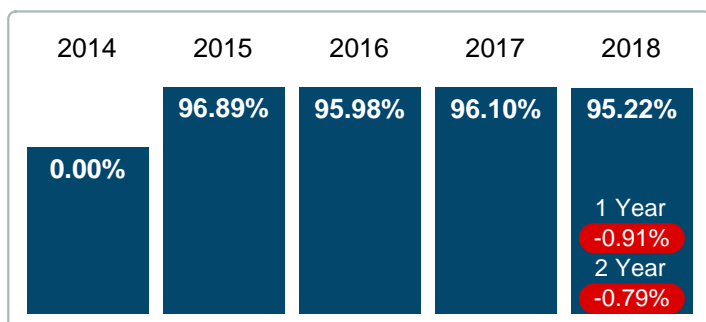
Area Delimited by County Of Creek - Residential Property Type



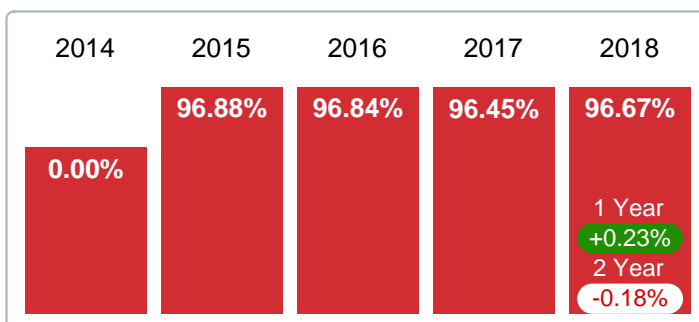
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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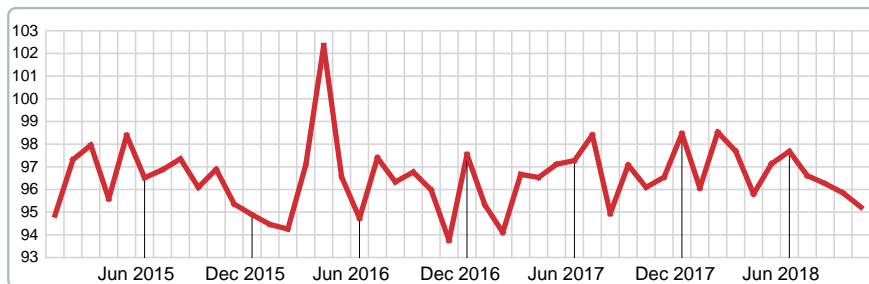
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

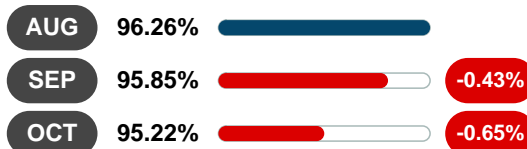


3 MONTHS

5 year OCT AVG = 76.84%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **95.22%** above the 5 yr OCT average of **76.84%**



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
\$30,000 and less	4	6.45%	81.71%	81.65%	81.77%	0.00%	0.00%
\$30,001 - \$60,000	10	16.13%	89.40%	84.54%	93.27%	0.00%	98.17%
\$60,001 - \$90,000	4	6.45%	94.66%	0.00%	96.39%	89.45%	0.00%
\$90,001 - \$140,000	18	29.03%	97.47%	95.83%	97.83%	99.25%	0.00%
\$140,001 - \$160,000	9	14.52%	99.74%	111.11%	98.11%	100.00%	96.00%
\$160,001 - \$230,000	10	16.13%	97.15%	0.00%	97.15%	97.14%	0.00%
\$230,001 and up	7	11.29%	97.23%	0.00%	98.94%	96.63%	98.52%
Average Sold/List Ratio		95.20%		90.04%	96.23%	96.92%	97.56%
Total Closed Units		62	100%	12	36	11	3
Total Closed Volume		8,125,578		806.15K	4.38M	2.33M	611.40K

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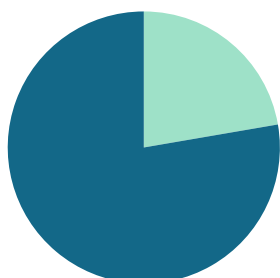
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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INVENTORY

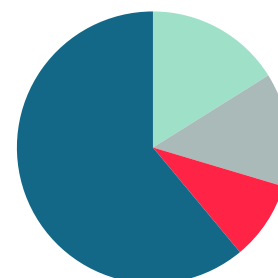


Inventory
 New Listings
72 = 22.29%
 Start Inventory
251
 Total Inventory Units
323
 Volume
\$65,599,731

Market Activity

Closed Sales
62 = 16.10%
 Pending Sales
52 = 13.51%
 Other Off Market
36 = 9.35%
 Active Inventory
235 = 61.04%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	55	62	12.73%	645	592	-8.22%
Pending Sales	53	52	-1.89%	654	619	-5.35%
New Listings	77	72	-6.49%	955	914	-4.29%
Average List Price	143,226	135,397	-5.47%	148,693	157,873	6.17%
Average Sale Price	138,342	131,058	-5.27%	142,789	153,215	7.30%
Average Percent of Selling Price to List Price	96.10%	95.22%	-0.91%	96.45%	96.67%	0.23%
Average Days on Market to Sale	48.73	45.94	-5.73%	46.41	46.31	-0.22%
Monthly Inventory	222	235	5.86%	222	235	5.86%
Months Supply of Inventory	3.59	4.10	14.48%	3.59	4.10	14.48%

Absorption: Last 12 months, an Average of **57** Sales/Month

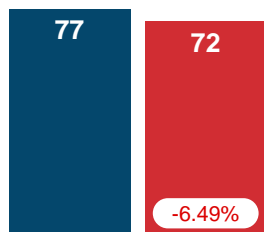
Inventory on October 31, 2018 = **235**

2017 **2018**

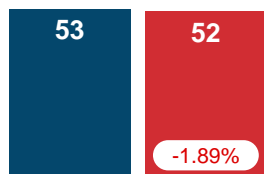
OCTOBER MARKET

AVERAGE PRICES

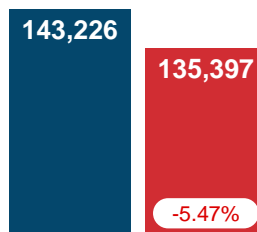
New Listings



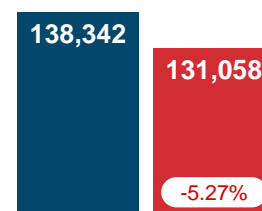
Pending Listings



List Price



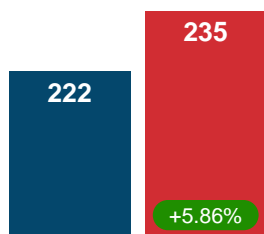
Sale Price



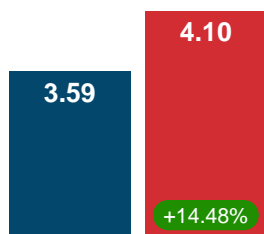
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

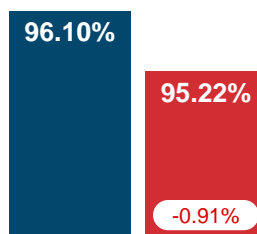
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

