

# October 2018



Area Delimited by County Of Creek - Residential Property Type

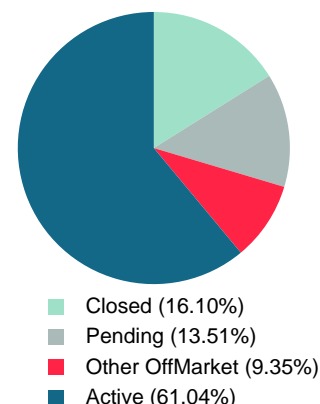


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	129,900	116,200	-10.55%
Median Sale Price	125,000	115,000	-8.00%
Median Percent of Selling Price to List Price	98.46%	97.64%	-0.83%
Median Days on Market to Sale	34.00	40.00	17.65%
End of Month Inventory	222	235	5.86%
Months Supply of Inventory	3.59	4.10	14.48%

**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.

#### 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 **8.00%** in October 2018 to \$115,000 versus the previous year at \$125,000.

#### Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 6.00 days or **17.65%** in October 2018 compared to last year's same month at **34.00** DOM.

#### Sales Success for October 2018 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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
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

# October 2018



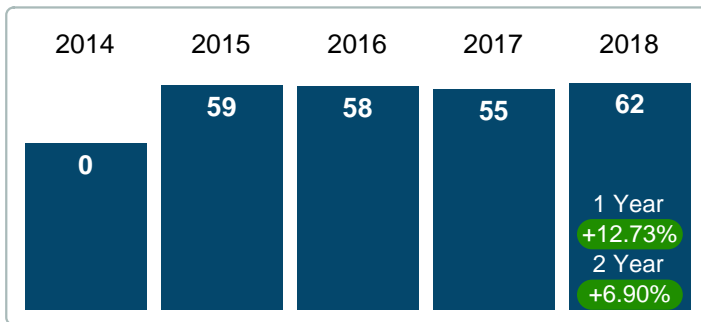
Area Delimited by County Of Creek - Residential Property Type



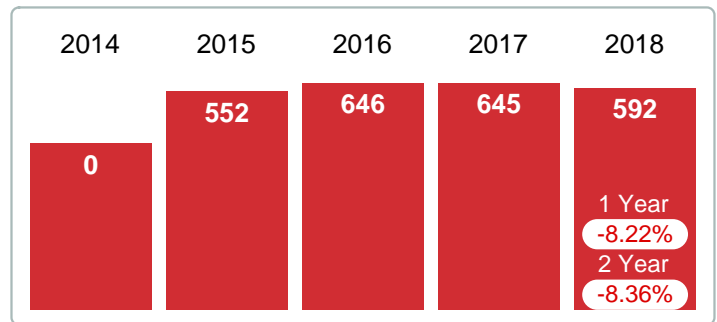
## CLOSED LISTINGS

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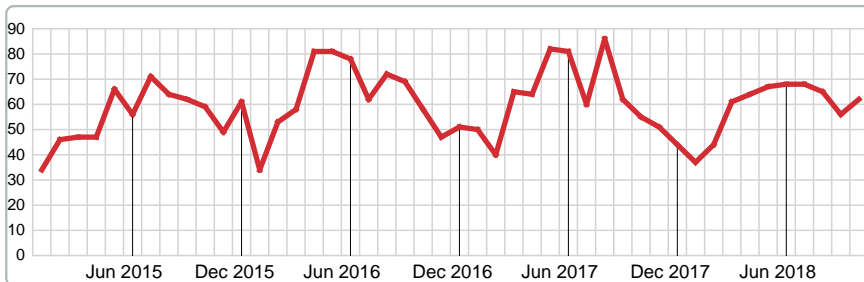
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 47

High Aug 2017 86 Low Jan 2016 34

Closed Listings this month at 62  
above the 5 yr OCT average of 47

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.45%	43.5	2	2	0	0
\$30,001 - \$60,000	10	16.13%	26.5	5	4	0	1
\$60,001 - \$90,000	4	6.45%	54.0	0	3	1	0
\$90,001 - \$140,000	18	29.03%	44.0	4	13	1	0
\$140,001 - \$160,000	9	14.52%	58.0	1	5	2	1
\$160,001 - \$230,000	10	16.13%	34.0	0	8	2	0
\$230,001 and up	7	11.29%	29.0	0	1	5	1
Total Closed Units		62		12	36	11	3
Total Closed Volume		8,125,578	100%	806.15K	4.38M	2.33M	611.40K
Median Closed Price		\$115,000		\$49,250	\$113,500	\$165,000	\$153,500

Contact: MLS Technology Inc.

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## October 2018



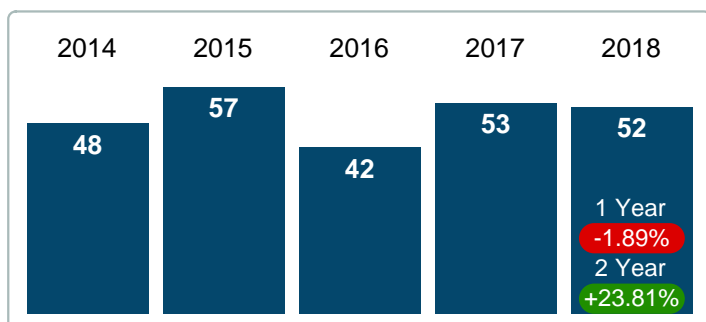
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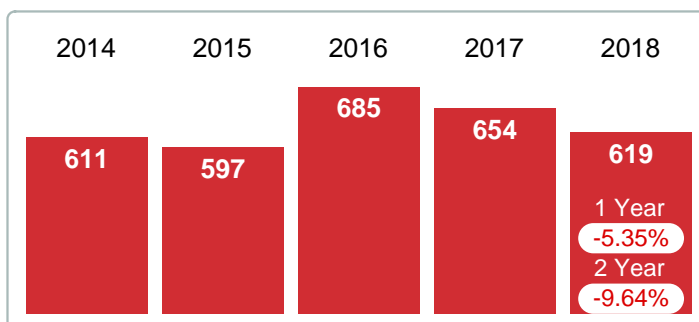
## PENDING LISTINGS

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## OCTOBER



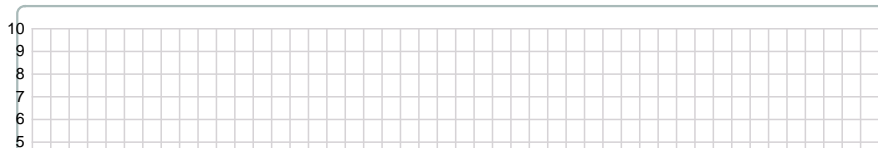
## YEAR TO DATE (YTD)



## 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  
OCT 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3		5.77%	7.0	0	3	0	0
\$30,001 - \$70,000	8		15.38%	63.0	3	5	0	0
\$70,001 - \$100,000	7		13.46%	15.0	2	4	1	0
\$100,001 - \$150,000	13		25.00%	21.0	2	9	1	1
\$150,001 - \$180,000	8		15.38%	80.0	0	5	3	0
\$180,001 - \$250,000	7		13.46%	58.0	0	4	3	0
\$250,001 and up	6		11.54%	97.5	0	1	3	2
Total Pending Units	52				7	31	11	3
Total Pending Volume	7,627,477			100%	528.50K	3.69M	2.61M	799.98K
Median Listing Price	\$122,000				\$79,900	\$115,000	\$185,000	\$269,977

# October 2018



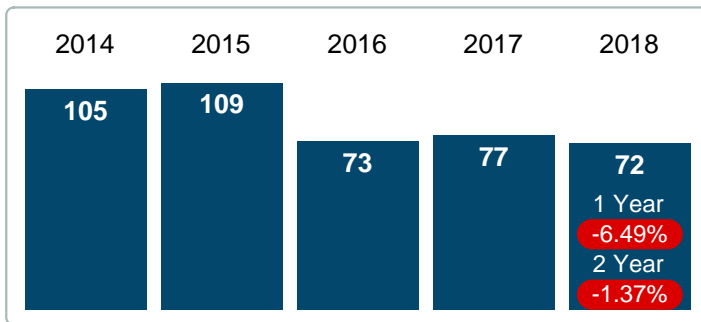
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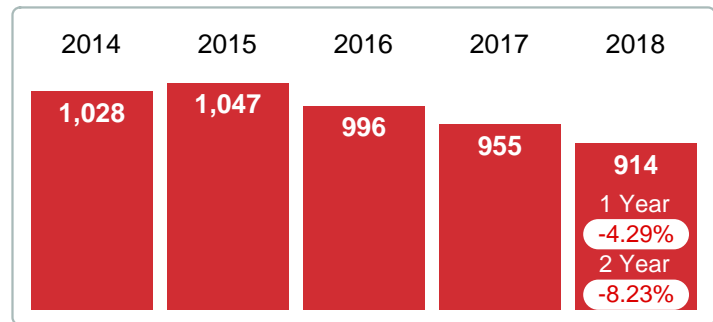
## NEW LISTINGS

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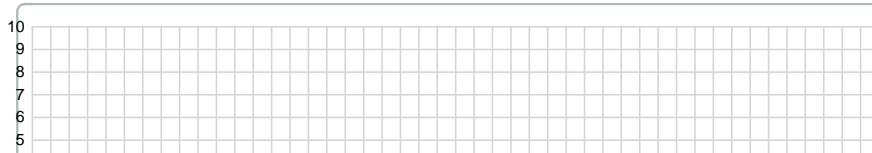
### OCTOBER



### 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**

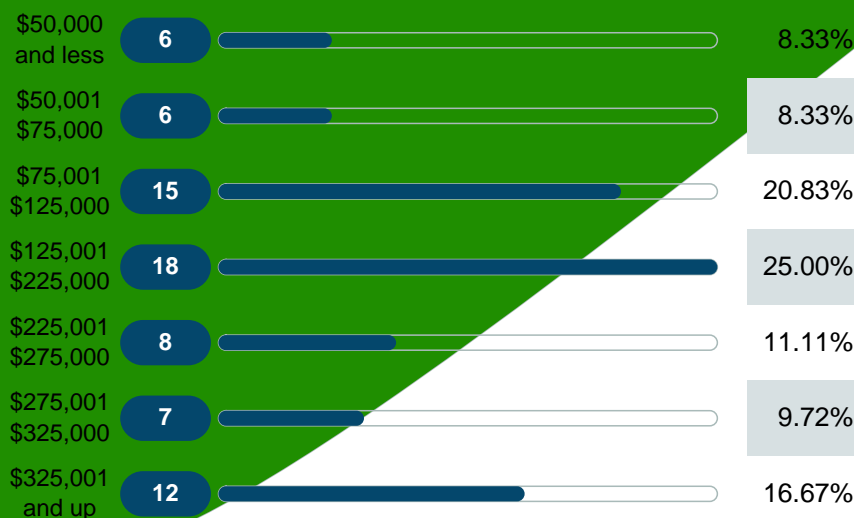
AUG 0  
SEP 0  
OCT 0

nan%

nan%

### Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
3	3	0	0
2	3	1	0
3	9	1	2
0	13	5	0
0	4	4	0
0	4	3	0
0	2	8	2
8	38	22	4
542.80K	6.31M	6.53M	1.04M
\$65,250	\$152,450	\$279,950	\$230,000

3

3

0

0

2

3

1

0

3

9

1

2

0

13

5

0

0

4

4

0

0

4

3

0

0

2

8

2

Total New Listed Units	72	
Total New Listed Volume	14,426,550	100%
Median New Listed Listing Price	\$159,950	

8	38	22	4
542.80K	6.31M	6.53M	1.04M
\$65,250	\$152,450	\$279,950	\$230,000

Contact: MLS Technology Inc.

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## October 2018



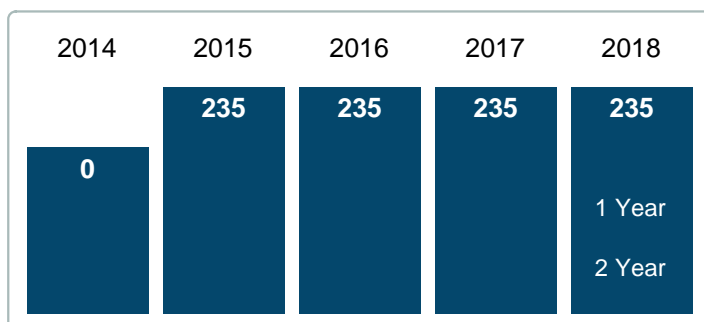
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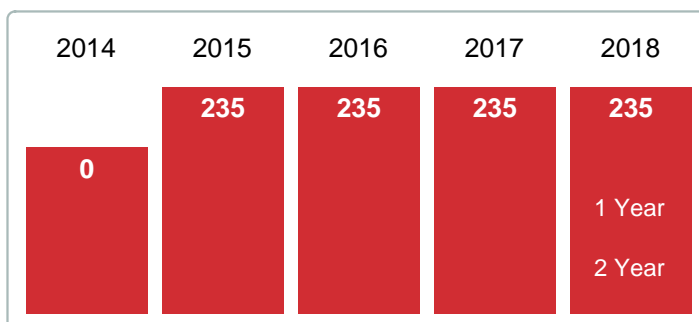
## ACTIVE INVENTORY

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

## 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

OCT 235

0.00%

0.00%

Distribution of Inventory by Price Range			%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19		8.09%	65.0	11	7	1	0
\$50,001 \$75,000	28		11.91%	80.0	10	18	0	0
\$75,001 \$100,000	33		14.04%	80.0	7	25	0	1
\$100,001 \$175,000	60		25.53%	71.0	4	39	14	3
\$175,001 \$250,000	40		17.02%	47.5	3	22	13	2
\$250,001 \$375,000	30		12.77%	45.5	0	11	17	2
\$375,001 and up	25		10.64%	61.0	1	5	11	8
Total Active Inventory by Units			235		36	127	56	16
Total Active Inventory by Volume			48,260,354	100%	3.50M	19.60M	18.39M	6.77M
Median Active Inventory Listing Price			\$154,900		\$65,250	\$139,900	\$252,950	\$362,500

## October 2018



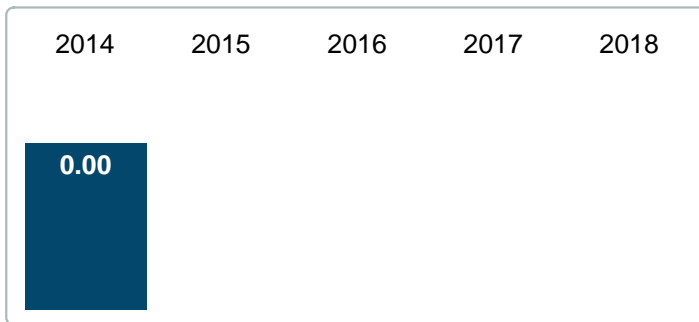
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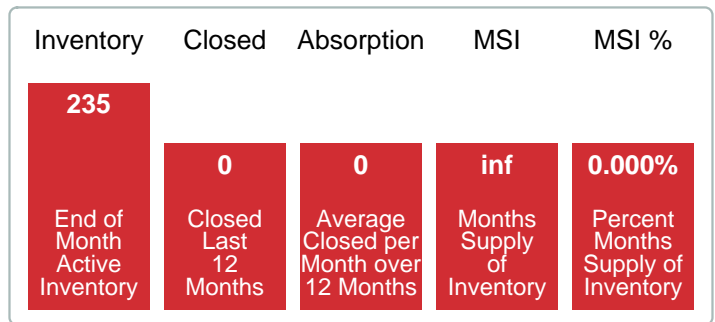
## MONTHS SUPPLY of INVENTORY (MSI)

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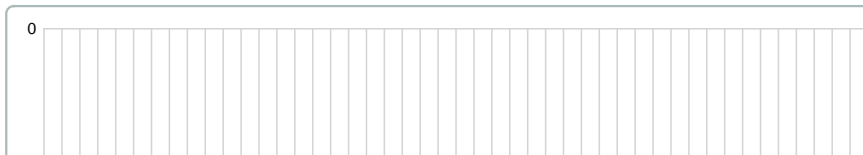
## MSI FOR OCTOBER



## INDICATORS FOR OCTOBER 2018

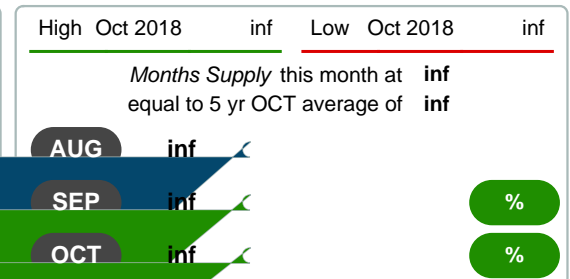


## 5 YEAR MARKET ACTIVITY TRENDS



## 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		36	127	56	16

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# October 2018



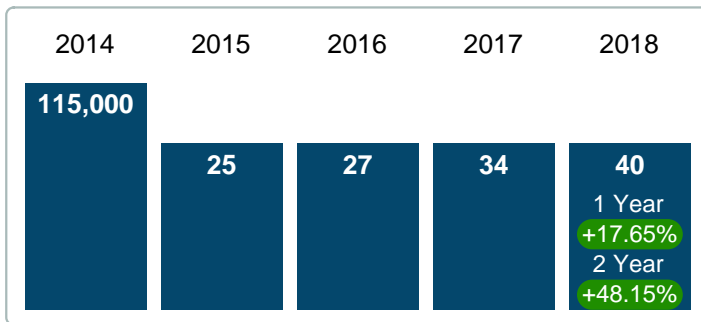
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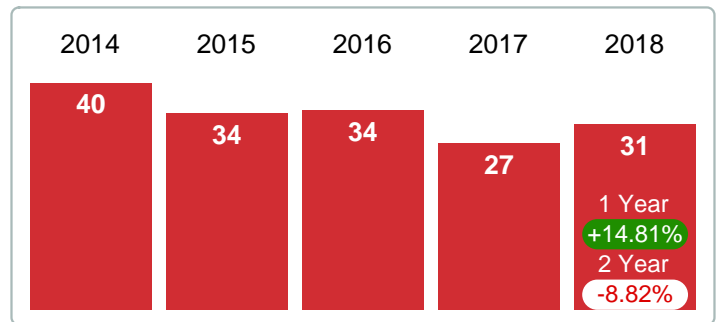
## MEDIAN DAYS ON MARKET TO SALE

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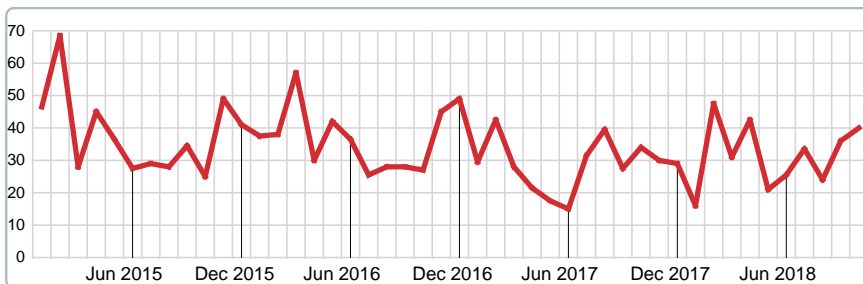
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 23,025

High Feb 2015 69 Low Jun 2017 15

Median Days on Market to Sale this month at **40**  
below the 5 yr OCT average of **23,025**

AUG	24		
SEP	36		50.00%
OCT	40		11.11%

### 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
\$30,000 and less	4	6.45%	44	23	102	0	0
\$30,001 \$60,000	10	16.13%	27	12	43	0	20
\$60,001 \$90,000	4	6.45%	54	0	25	83	0
\$90,001 \$140,000	18	29.03%	44	16	60	43	0
\$140,001 \$160,000	9	14.52%	58	8	41	85	91
\$160,001 \$230,000	10	16.13%	34	0	47	9	0
\$230,001 and up	7	11.29%	29	0	29	66	27
Median Closed DOM	40			13	48	66	27
Total Closed Units	62	100%	40.0	12	36	11	3
Total Closed Volume	8,125,578			806.15K	4.38M	2.33M	611.40K

## October 2018



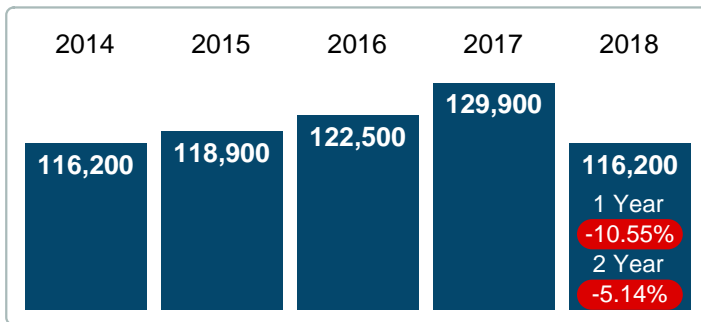
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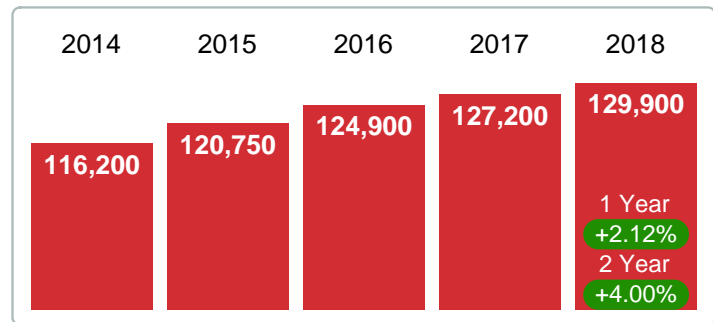
## MEDIAN LIST PRICE AT CLOSING

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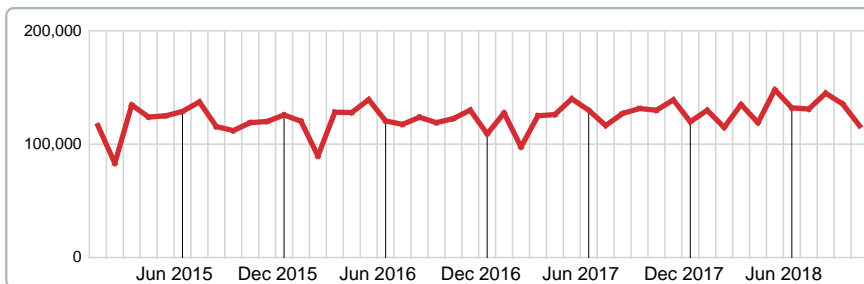
## OCTOBER



## YEAR TO DATE (YTD)



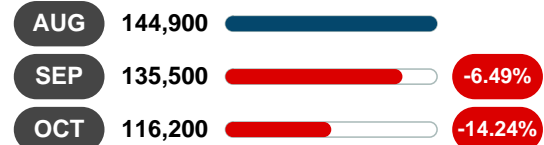
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 120,740

High May 2018 147,900 Low Feb 2015 83,150

Median List Price at Closing this month at 116,200  
below the 5 yr OCT average of 120,740

## MEDIAN LIST PRICE OF CLOSED SALES &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	4.84%	27,500	28,750	24,500	0	0
\$30,001 \$60,000	10	16.13%	48,700	47,900	47,500	0	60,000
\$60,001 \$90,000	5	8.06%	72,900	0	71,400	74,900	0
\$90,001 \$140,000	19	30.65%	110,000	114,500	109,000	119,900	0
\$140,001 \$160,000	6	9.68%	152,450	0	150,000	152,450	159,900
\$160,001 \$230,000	12	19.35%	175,950	0	178,450	168,500	0
\$230,001 and up	7	11.29%	314,900	0	235,000	314,900	405,000
Median List Price			116,200	52,250	113,700	175,000	159,900
Total Closed Units		100%	116,200	12	36	11	3
Total Closed Volume			8,394,600	857.40K	4.51M	2.40M	624.90K



# October 2018



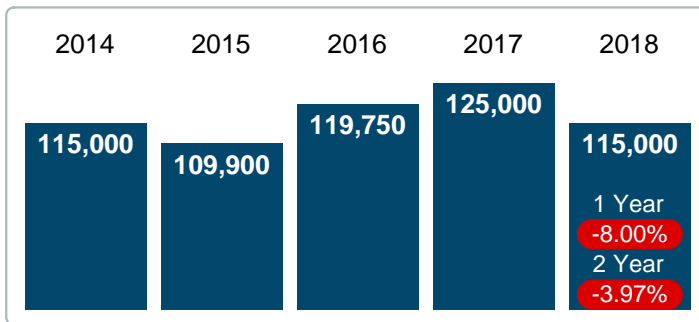
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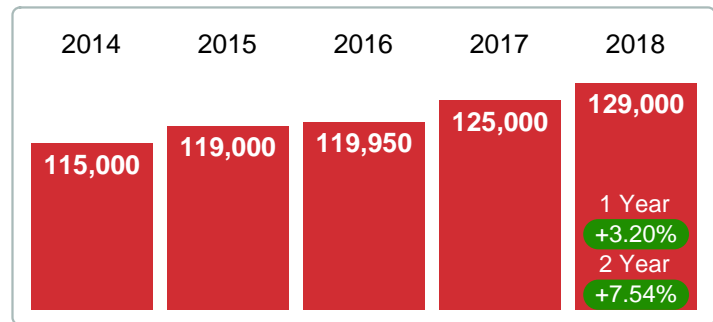
## MEDIAN SOLD PRICE AT CLOSING

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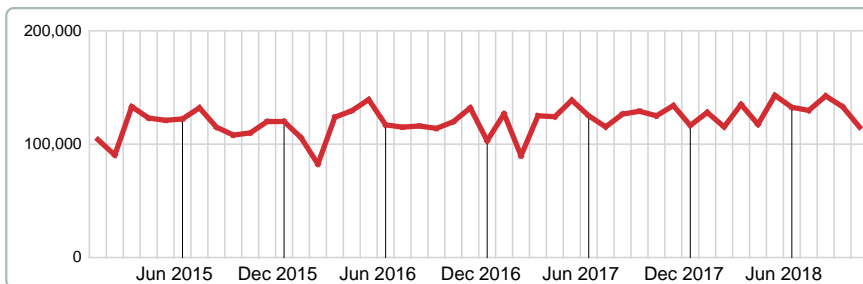
### OCTOBER



### YEAR TO DATE (YTD)



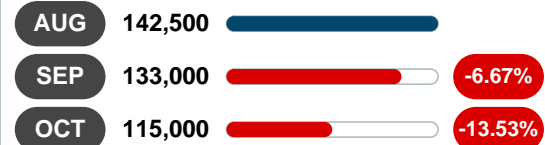
### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 116,930

High May 2018 143,000 Low Feb 2016 82,432

Median Sold Price at Closing this month at 115,000  
below the 5 yr OCT average of 116,930

### 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
\$30,000 and less	4	6.45%	23,450	23,450	25,750	0	0
\$30,001 \$60,000	10	16.13%	46,750	34,249	51,750	0	58,902
\$60,001 \$90,000	4	6.45%	68,500	0	70,000	67,000	0
\$90,001 \$140,000	18	29.03%	108,000	99,750	110,000	119,000	0
\$140,001 \$160,000	9	14.52%	152,500	150,000	152,500	152,450	153,500
\$160,001 \$230,000	10	16.13%	175,530	0	176,780	163,500	0
\$230,001 and up	7	11.29%	301,000	0	232,500	301,000	399,000
Median Sold Price			115,000	49,250	113,500	165,000	153,500
Total Closed Units		100%	115,000	12	36	11	3
Total Closed Volume			8,125,578	806.15K	4.38M	2.33M	611.40K

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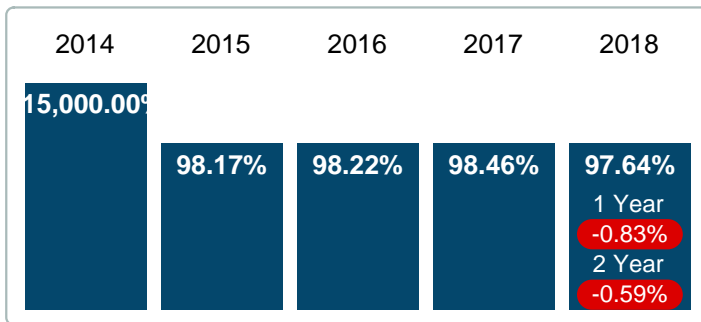
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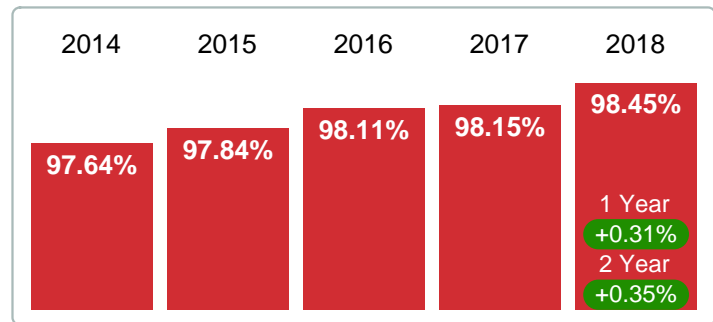
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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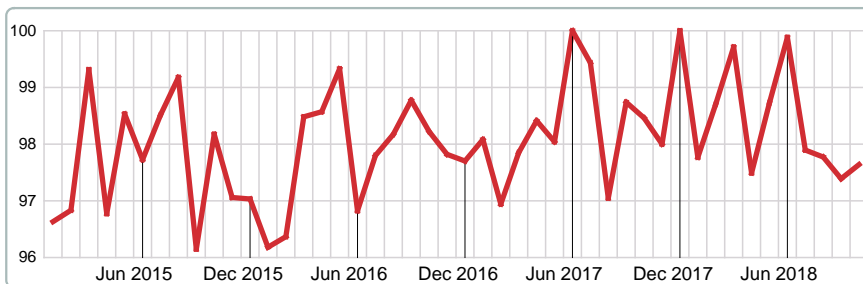
## OCTOBER



## YEAR TO DATE (YTD)



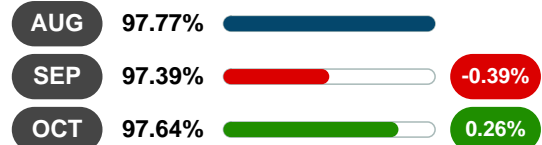
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 23,078.50%

High Dec 2017 100.00% Low Sep 2015 96.15%

Median Sold/List Ratio this month at 97.64%  
below the 5 yr OCT average of 23,078.50%

## MEDIAN SOLD/LIST RATIO OF CLOSED SALES &amp; BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	6.45%	81.65%	81.65%	81.77%	0.00%	0.00%
\$30,001 \$60,000	10	16.13%	90.11%	84.21%	90.11%	0.00%	98.17%
\$60,001 \$90,000	4	6.45%	94.59%	0.00%	95.85%	89.45%	0.00%
\$90,001 \$140,000	18	29.03%	98.49%	98.00%	97.87%	99.25%	0.00%
\$140,001 \$160,000	9	14.52%	98.45%	111.11%	97.85%	100.00%	96.00%
\$160,001 \$230,000	10	16.13%	97.45%	0.00%	97.45%	97.14%	0.00%
\$230,001 and up	7	11.29%	98.94%	0.00%	98.94%	99.29%	98.52%
Median Sold/List Ratio		97.64%		91.67%	97.41%	99.29%	98.17%
Total Closed Units		62	100%	12	36	11	3
Total Closed Volume		8,125,578		806.15K	4.38M	2.33M	611.40K

# October 2018



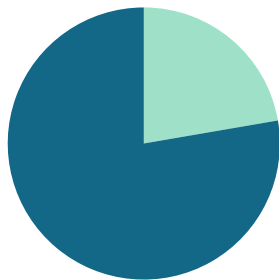
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

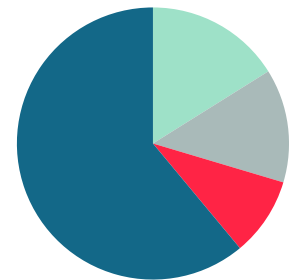
- New Listings  
**72 = 22.29%**
- Start Inventory  
**251**
- Total Inventory Units  
**323**
- Volume  
**\$65,599,731**

### Market Activity

**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



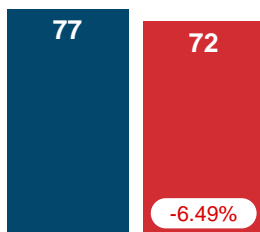
Compared Metrics	2017	October 2018	+/-%	Year to Date 2017	2018	+/-%
Closed Sales	55	62	12.73%	645	592	-8.22%
Pending Sales	53	52	-1.89%	654	619	-5.35%
New Listings	77	72	-6.49%	955	914	-4.29%
Median List Price	129,900	116,200	-10.55%	127,200	129,900	2.12%
Median Sale Price	125,000	115,000	-8.00%	125,000	129,000	3.20%
Median Percent of Selling Price to List Price	98.46%	97.64%	-0.83%	98.15%	98.45%	0.31%
Median Days on Market to Sale	34.00	40.00	17.65%	27.00	31.00	14.81%
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

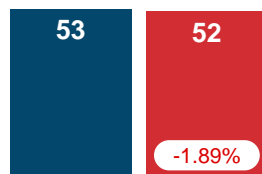
### OCTOBER MARKET

### MEDIAN PRICES

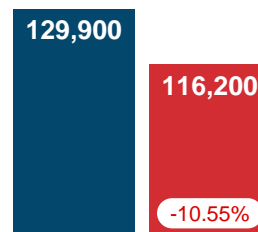
#### New Listings



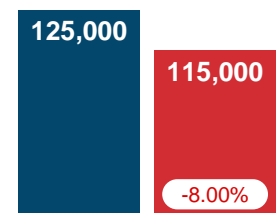
#### Pending Listings



#### List Price



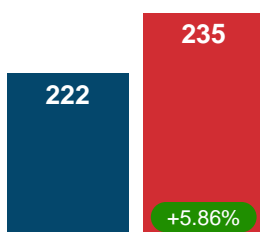
#### Sale Price



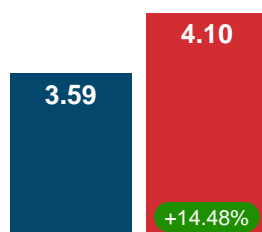
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

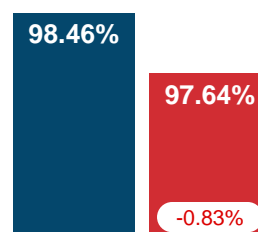
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

