

August 2019



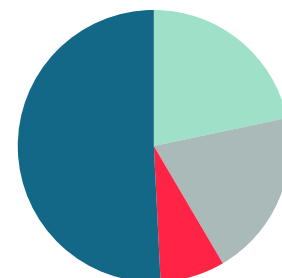
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	65	82	26.15%
Pending Listings	62	75	20.97%
New Listings	99	95	-4.04%
Average List Price	184,937	157,977	-14.58%
Average Sale Price	178,264	153,079	-14.13%
Average Percent of Selling Price to List Price	96.26%	97.59%	1.39%
Average Days on Market to Sale	44.22	28.96	-34.49%
End of Month Inventory	245	192	-21.63%
Months Supply of Inventory	4.29	3.12	-27.15%



■ Closed (21.69%)
■ Pending (19.84%)
■ Other OffMarket (7.67%)
■ Active (50.79%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of August 31, 2019 = **192**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **21.63%** to 192 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **3.12** 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 **14.13%** in August 2019 to \$153,079 versus the previous year at \$178,264.

Average Days on Market Shortens

The average number of **28.96** days that homes spent on the market before selling decreased by 15.25 days or **34.49%** in August 2019 compared to last year's same month at **44.22** DOM.

Sales Success for August 2019 is Positive

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

There were 95 New Listings in August 2019, down **4.04%** from last year at 99. Furthermore, there were 82 Closed Listings this month versus last year at 65, a **26.15%** increase.

Closed versus Listed trends yielded a **86.3%** ratio, up from previous year's, August 2018, at **65.7%**, a **31.47%** upswing. 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
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

August 2019



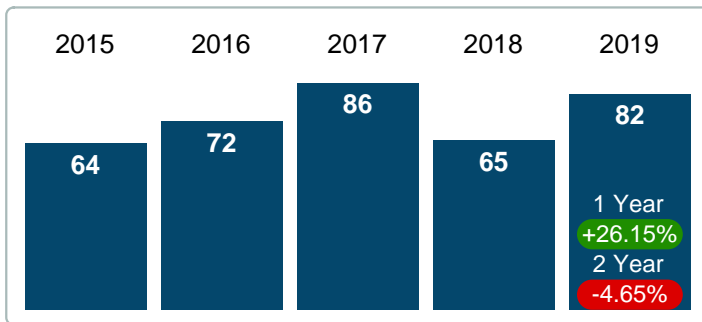
Area Delimited by County Of Creek - Residential Property Type



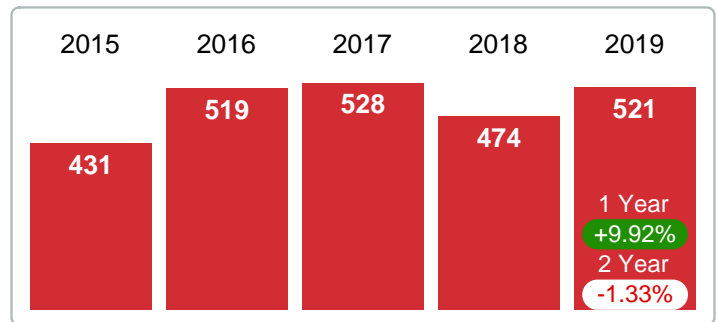
CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

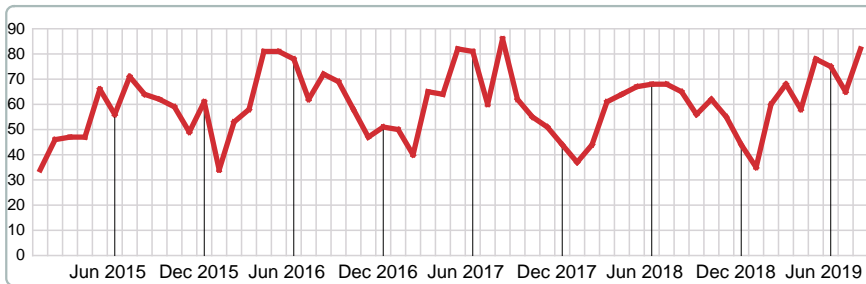
AUGUST



YEAR TO DATE (YTD)

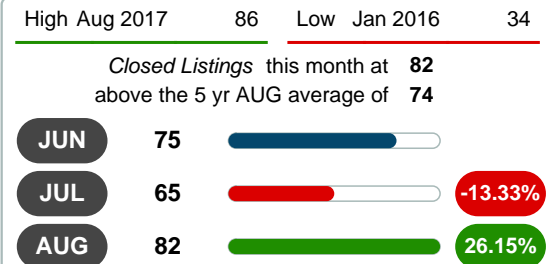


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.10%	48.6	0	5	0	0
\$50,001 - \$75,000	6	7.32%	21.7	3	3	0	0
\$75,001 - \$100,000	13	15.85%	27.2	5	8	0	0
\$100,001 - \$150,000	26	31.71%	23.8	3	20	3	0
\$150,001 - \$175,000	8	9.76%	25.9	0	6	2	0
\$175,001 - \$275,000	14	17.07%	22.4	1	11	2	0
\$275,001 and up	10	12.20%	51.0	1	2	6	1
Total Closed Units	82			13	55	13	1
Total Closed Volume	12,552,500	100%	29.0	1.74M	7.46M	3.06M	295.00K
Average Closed Price	\$153,079			\$133,769	\$135,665	\$235,146	\$295,000

August 2019



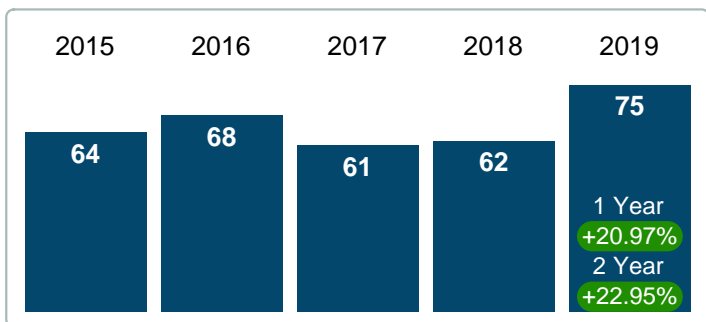
Area Delimited by County Of Creek - Residential Property Type



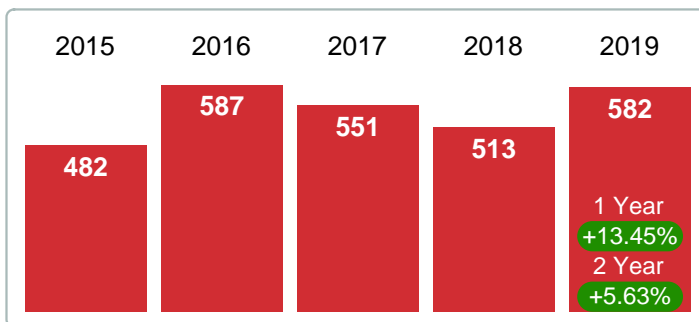
PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

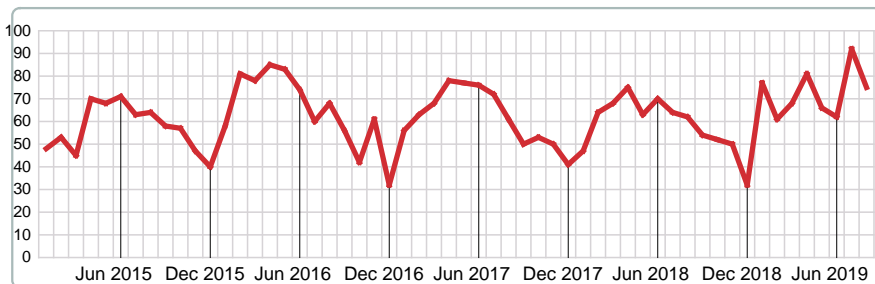
AUGUST



YEAR TO DATE (YTD)

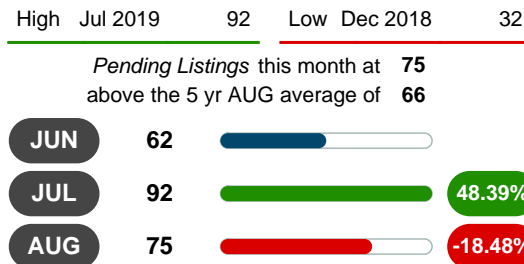


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	10.67%	45.3	2	6	0	0
\$75,001 - \$100,000	4	5.33%	39.5	0	4	0	0
\$100,001 - \$125,000	7	9.33%	87.3	0	6	1	0
\$125,001 - \$150,000	14	18.67%	30.1	1	10	3	0
\$150,001 - \$200,000	24	32.00%	31.3	1	20	3	0
\$200,001 - \$275,000	9	12.00%	70.2	0	5	4	0
\$275,001 and up	9	12.00%	79.7	0	2	7	0
Total Pending Units	75			4	53	18	0
Total Pending Volume	13,356,400	100%	48.7	402.00K	8.03M	4.93M	0.00B
Average Listing Price	\$178,085			\$100,500	\$151,479	\$273,667	\$0

August 2019



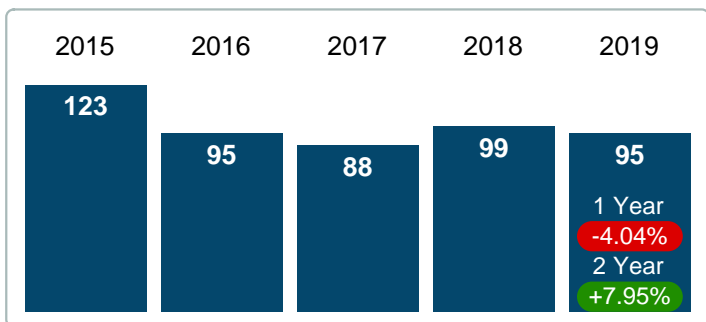
Area Delimited by County Of Creek - Residential Property Type



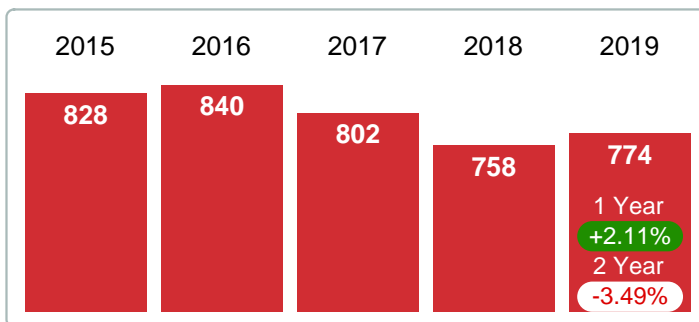
NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

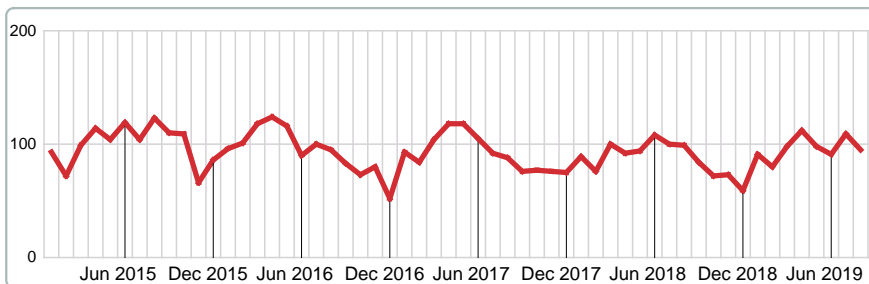
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

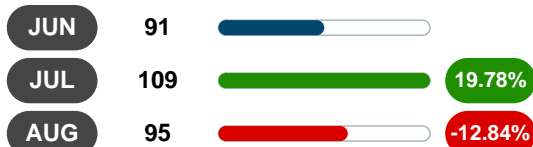


3 MONTHS

5 year AUG AVG = 100

High Apr 2016 124 Low Dec 2016 52

New Listings this month at 95
below the 5 yr AUG average of 100



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.16%	1	2	0	0
\$50,001 - \$75,000	10	10.53%	2	6	2	0
\$75,001 - \$125,000	17	17.89%	5	10	2	0
\$125,001 - \$175,000	28	29.47%	3	18	7	0
\$175,001 - \$225,000	14	14.74%	0	10	4	0
\$225,001 - \$350,000	13	13.68%	0	8	5	0
\$350,001 and up	10	10.53%	1	1	8	0
Total New Listed Units	95		12	55	28	0
Total New Listed Volume	17,857,798	100%	1.54M	8.88M	7.44M	0.00B
Average New Listed Listing Price	\$164,563		\$128,267	\$161,469	\$265,636	\$0

August 2019



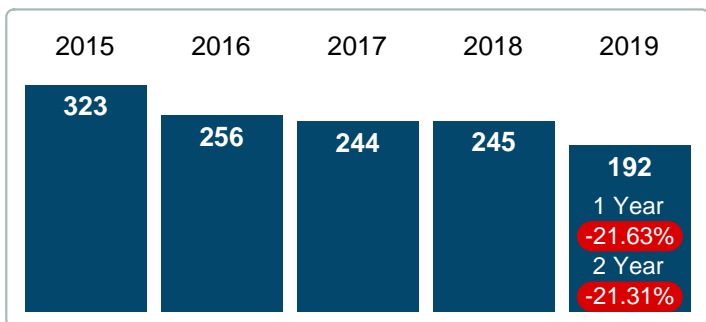
Area Delimited by County Of Creek - Residential Property Type



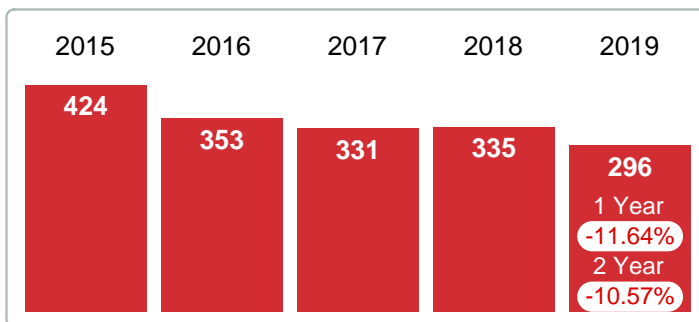
ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

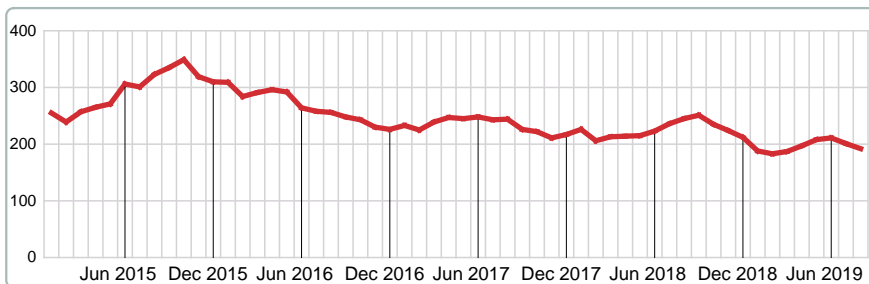
END OF AUGUST



ACTIVE DURING AUGUST

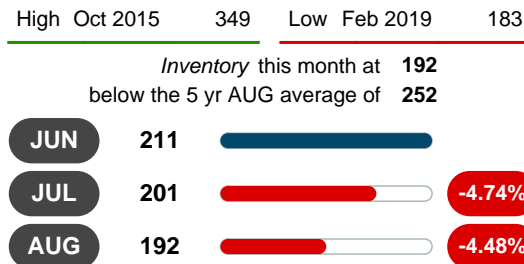


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 252



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	3.65%	74.1	3	3	1	0
\$50,001 - \$100,000	37	19.27%	56.8	11	20	3	3
\$100,001 - \$125,000	17	8.85%	158.3	3	9	5	0
\$125,001 - \$225,000	60	31.25%	56.6	5	35	19	1
\$225,001 - \$300,000	26	13.54%	62.5	0	14	12	0
\$300,001 - \$575,000	26	13.54%	66.3	2	6	15	3
\$575,001 and up	19	9.90%	85.6	0	5	7	7
Total Active Inventory by Units	192			24	92	62	14
Total Active Inventory by Volume	51,726,398	100%	71.3	3.14M	18.32M	21.70M	8.57M
Average Active Inventory Listing Price	\$269,408			\$130,708	\$199,084	\$350,031	\$612,271

August 2019



Area Delimited by County Of Creek - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

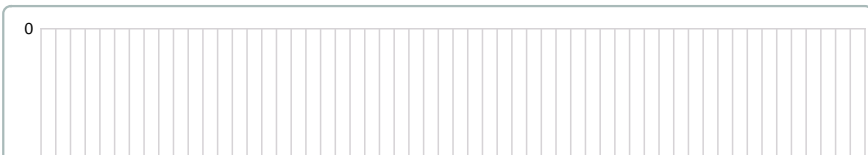
MSI FOR AUGUST

2015	2016	2017	2018	2019
------	------	------	------	------

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
192	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	3.65%	1.33	1.50	0.95	12.00	0.00
\$50,001 - \$100,000	37	19.27%	2.67	2.93	2.18	4.50	12.00
\$100,001 - \$125,000	17	8.85%	2.27	4.00	1.71	3.75	0.00
\$125,001 - \$225,000	60	31.25%	2.35	3.16	1.86	4.07	2.00
\$225,001 - \$300,000	26	13.54%	4.73	0.00	5.42	5.14	0.00
\$300,001 - \$575,000	26	13.54%	7.09	24.00	5.54	8.18	4.50
\$575,001 and up	19	9.90%	114.00	0.00	0.00	84.00	84.00
Market Supply of Inventory (MSI)			3.12	2.94	2.30	5.64	6.22
Total Active Inventory by Units		100%	3.12	24	92	62	14

August 2019



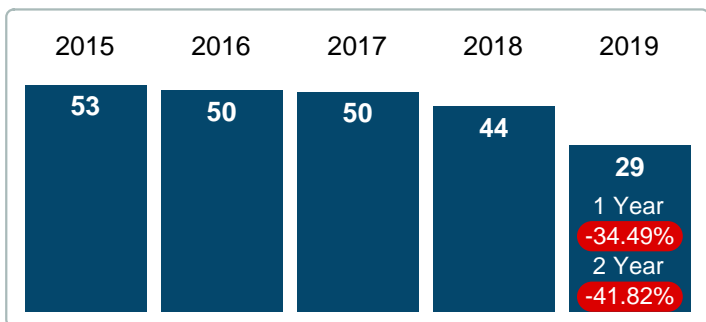
Area Delimited by County Of Creek - Residential Property Type



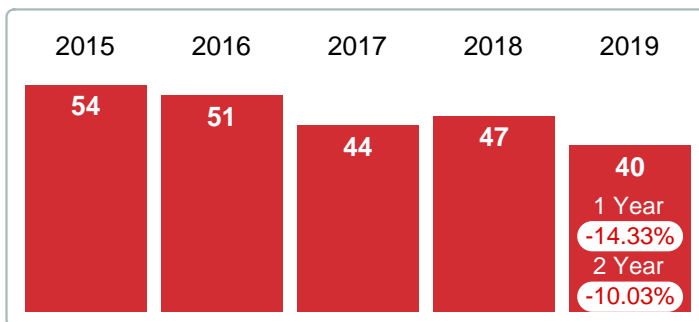
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

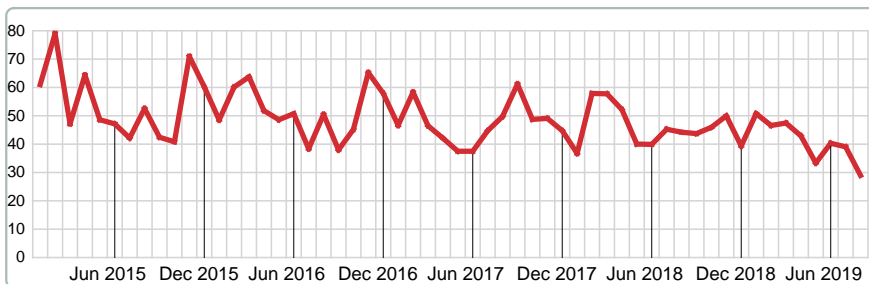
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

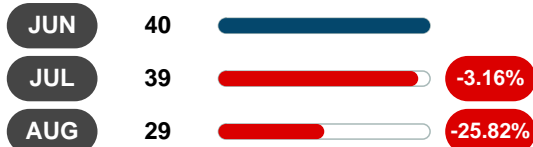


3 MONTHS

5 year AUG AVG = 45

High Feb 2015 79 Low Aug 2019 29

Average Days on Market to Sale this month at 29 below the 5 yr AUG average of 45



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
\$50,000 and less	6.10%	49	0	49	0	0
\$50,001 - \$75,000	7.32%	22	32	11	0	0
\$75,001 - \$100,000	15.85%	27	33	23	0	0
\$100,001 - \$150,000	31.71%	24	7	23	45	0
\$150,001 - \$175,000	9.76%	26	0	20	43	0
\$175,001 - \$275,000	17.07%	22	12	24	18	0
\$275,001 and up	12.20%	51	23	9	59	118
Average Closed DOM		29	25	24	47	118
Total Closed Units	100%	29	13	55	13	1
Total Closed Volume		12,552,500	1.74M	7.46M	3.06M	295.00K

August 2019



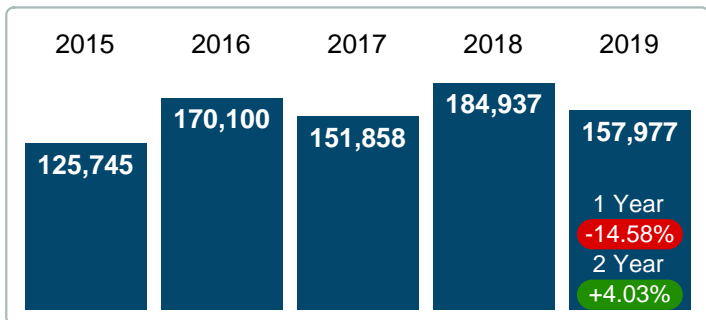
Area Delimited by County Of Creek - Residential Property Type



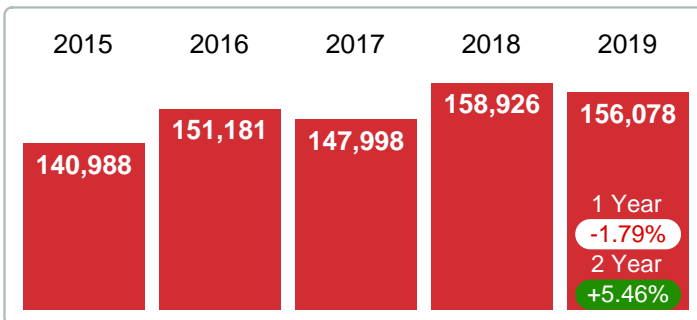
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

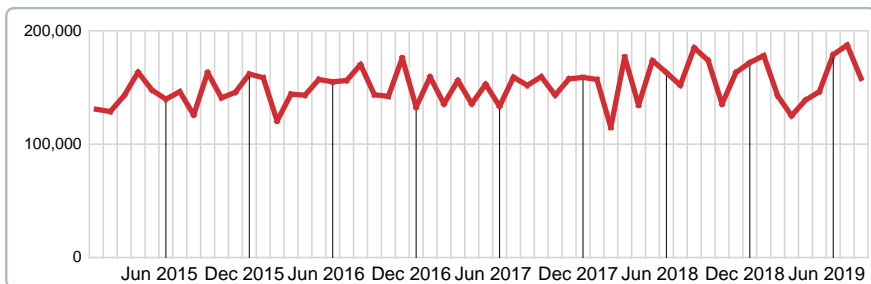
AUGUST



YEAR TO DATE (YTD)

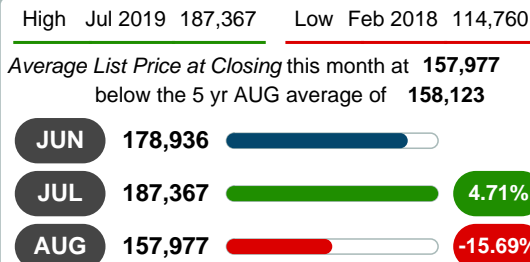


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 158,123



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	
\$50,000 and less	5	6.10%	28,780	0	28,780	0	
\$50,001 - \$75,000	6	7.32%	70,233	65,467	75,000	0	
\$75,001 - \$100,000	13	15.85%	92,042	91,440	96,856	0	
\$100,001 - \$150,000	25	30.49%	120,672	122,633	121,345	113,833	
\$150,001 - \$175,000	6	7.32%	162,400	0	168,067	184,450	
\$175,001 - \$275,000	17	20.73%	209,535	219,900	211,300	230,000	
\$275,001 and up	10	12.20%	363,900	639,500	328,950	333,617	
Average List Price		157,977		144,685	137,477	244,008	339,900
Total Closed Units		82	100%	157,977	13	55	13
Total Closed Volume		12,954,150			1.88M	7.56M	3.17M

August 2019



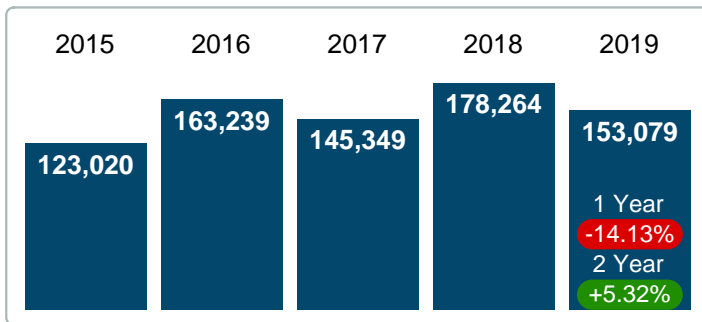
Area Delimited by County Of Creek - Residential Property Type



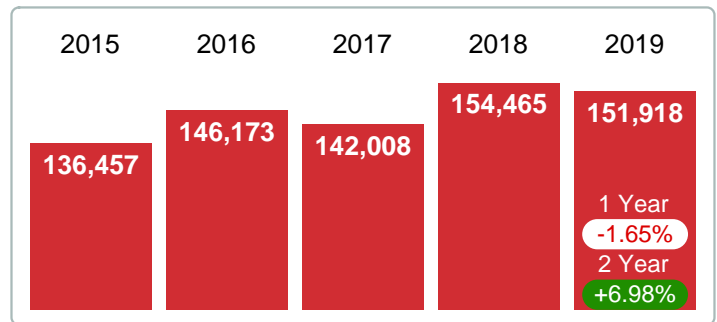
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

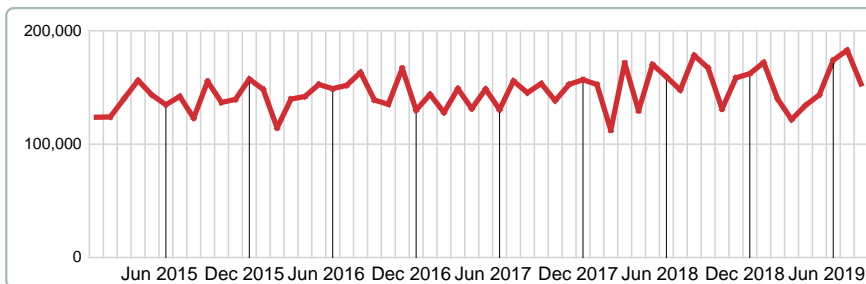
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

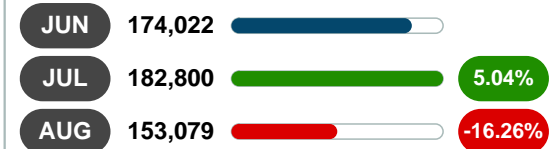


3 MONTHS

5 year AUG AVG = 152,590

High Jul 2019 182,800 Low Feb 2018 112,345

Average Sold Price at Closing this month at **153,079** above the 5 yr AUG average of **152,590**



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
\$50,000 and less	5	6.10%	26,280	0	26,280	0	0
\$50,001 - \$75,000	6	7.32%	67,833	61,667	74,000	0	0
\$75,001 - \$100,000	13	15.85%	89,838	86,980	91,625	0	0
\$100,001 - \$150,000	26	31.71%	121,085	121,667	122,410	111,667	0
\$150,001 - \$175,000	8	9.76%	165,875	0	164,500	170,000	0
\$175,001 - \$275,000	14	17.07%	210,721	224,100	208,727	215,000	0
\$275,001 and up	10	12.20%	342,090	530,000	322,000	325,317	295,000
Average Sold Price			153,079	133,769	135,665	235,146	295,000
Total Closed Units		100%	153,079	13	55	13	1
Total Closed Volume			12,552,500	1.74M	7.46M	3.06M	295.00K

August 2019



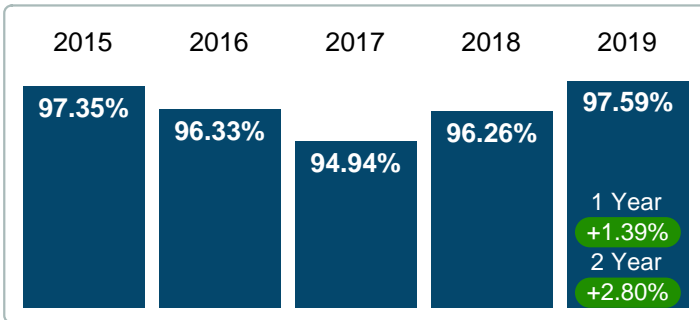
Area Delimited by County Of Creek - Residential Property Type



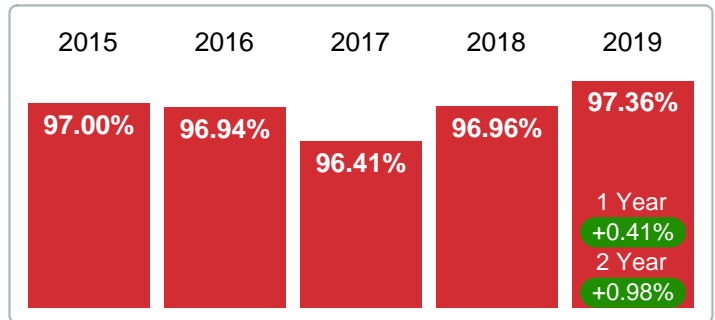
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

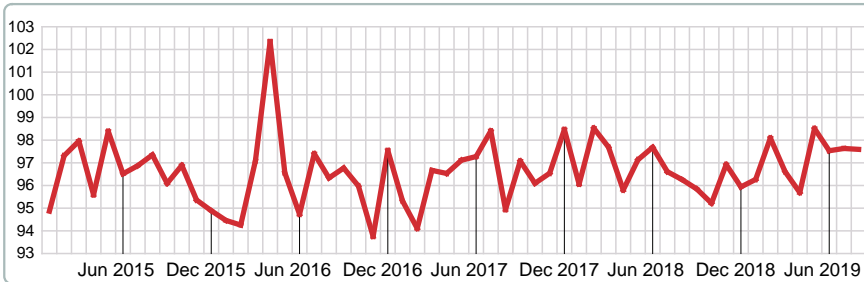
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96.49%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.59%**
above the 5 yr AUG average of **96.49%**



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
\$50,000 and less	5	6.10%	92.08%	0.00%	92.08%	0.00%	0.00%
\$50,001 - \$75,000	6	7.32%	96.60%	94.54%	98.67%	0.00%	0.00%
\$75,001 - \$100,000	13	15.85%	94.91%	95.35%	94.63%	0.00%	0.00%
\$100,001 - \$150,000	26	31.71%	101.12%	99.25%	101.83%	98.25%	0.00%
\$150,001 - \$175,000	8	9.76%	96.74%	0.00%	97.97%	93.05%	0.00%
\$175,001 - \$275,000	14	17.07%	98.29%	101.91%	98.86%	93.33%	0.00%
\$275,001 and up	10	12.20%	94.97%	82.88%	97.88%	97.38%	86.79%
Average Sold/List Ratio		97.60%		95.61%	98.57%	96.29%	86.79%
Total Closed Units	82	100%	97.60%	13	55	13	1
Total Closed Volume	12,552,500			1.74M	7.46M	3.06M	295.00K

August 2019



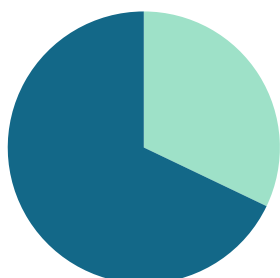
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

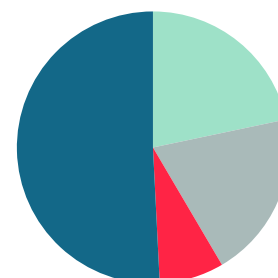


Inventory
 New Listings
95 = 32.09%
 Start Inventory
201
 Total Inventory Units
296
 Volume
\$70,974,948

Market Activity

Closed Sales
82 = 21.69%
 Pending Sales
75 = 19.84%
 Other Off Market
29 = 7.67%
 Active Inventory
192 = 50.79%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	65	82	26.15%	474	521	9.92%
Pending Sales	62	75	20.97%	513	582	13.45%
New Listings	99	95	-4.04%	758	774	2.11%
Average List Price	184,937	157,977	-14.58%	158,926	156,078	-1.79%
Average Sale Price	178,264	153,079	-14.13%	154,465	151,918	-1.65%
Average Percent of Selling Price to List Price	96.26%	97.59%	1.39%	96.96%	97.36%	0.41%
Average Days on Market to Sale	44.22	28.96	-34.49%	46.66	39.97	-14.33%
Monthly Inventory	245	192	-21.63%	245	192	-21.63%
Months Supply of Inventory	4.29	3.12	-27.15%	4.29	3.12	-27.15%

Absorption: Last 12 months, an Average of **62** Sales/Month

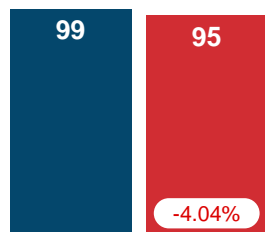
Inventory on August 31, 2019 = **192**

2018 **2019**

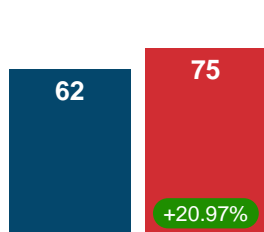
AUGUST MARKET

AVERAGE PRICES

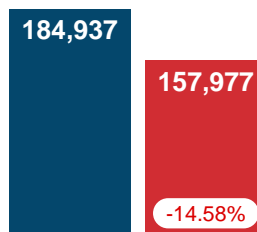
New Listings



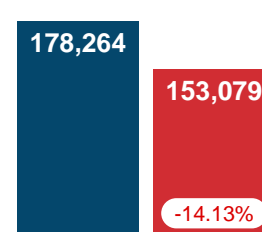
Pending Listings



List Price



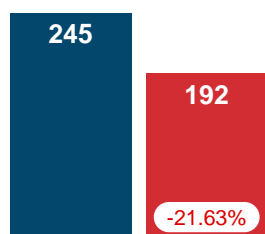
Sale Price



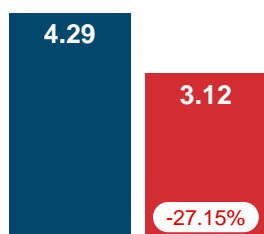
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

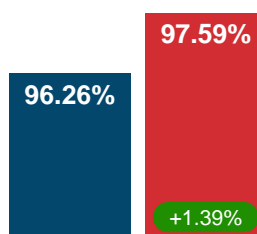
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

