

December 2019



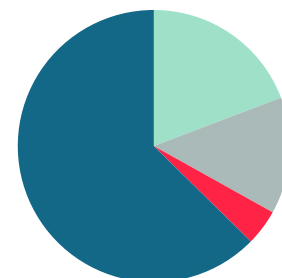
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	44	54	22.73%
Pending Listings	32	39	21.88%
New Listings	59	53	-10.17%
Average List Price	171,895	166,778	-2.98%
Average Sale Price	162,186	162,498	0.19%
Average Percent of Selling Price to List Price	95.94%	97.06%	1.17%
Average Days on Market to Sale	39.36	34.63	-12.03%
End of Month Inventory	212	176	-16.98%
Months Supply of Inventory	3.68	2.71	-26.26%



■ Closed (19.22%)
■ Pending (13.88%)
■ Other OffMarket (4.27%)
■ Active (62.63%)

Absorption: Last 12 months, an Average of **65 Sales/Month Active Inventory** as of December 31, 2019 = **176**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **16.98%** to 176 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **2.71 MSI** for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.19%** in December 2019 to \$162,498 versus the previous year at \$162,186.

Average Days on Market Shortens

The average number of **34.63** days that homes spent on the market before selling decreased by 4.73 days or **12.03%** in December 2019 compared to last year's same month at **39.36** DOM.

Sales Success for December 2019 is Positive

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

There were 53 New Listings in December 2019, down **10.17%** from last year at 59. Furthermore, there were 54 Closed Listings this month versus last year at 44, a **22.73%** increase.

Closed versus Listed trends yielded a **101.9%** ratio, up from previous year's, December 2018, at **74.6%**, a **36.62%** 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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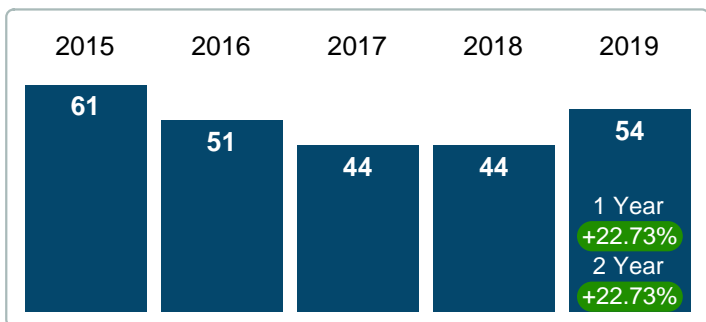
Area Delimited by County Of Creek - Residential Property Type



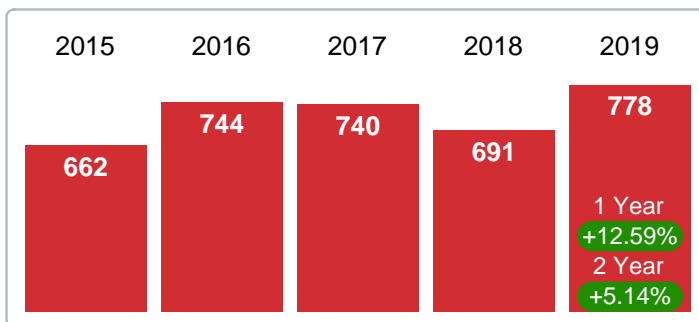
CLOSED LISTINGS

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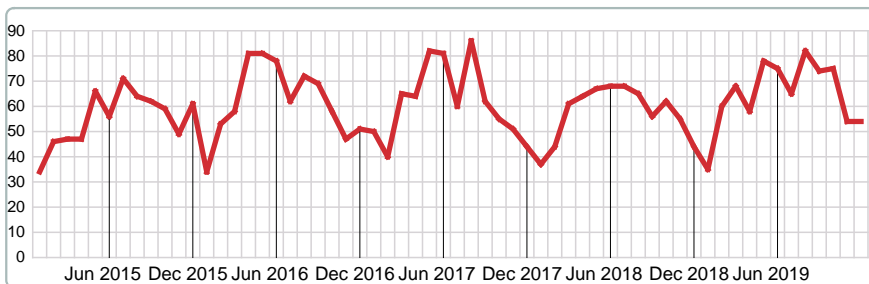
DECEMBER



YEAR TO DATE (YTD)

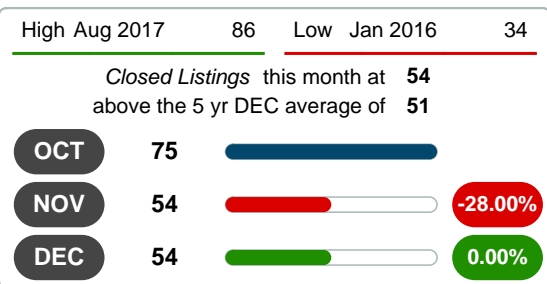


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



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	9.26%	41.4	4	1	0	0
\$50,001 - \$75,000	3	5.56%	18.3	0	3	0	0
\$75,001 - \$100,000	8	14.81%	11.5	2	5	1	0
\$100,001 - \$150,000	16	29.63%	24.7	3	11	2	0
\$150,001 - \$200,000	7	12.96%	69.0	2	4	1	0
\$200,001 - \$300,000	9	16.67%	42.1	1	3	5	0
\$300,001 and up	6	11.11%	43.2	0	0	4	2
Total Closed Units	54			12	27	13	2
Total Closed Volume	8,774,898	100%	34.6	1.27M	3.49M	3.22M	798.00K
Average Closed Price	\$162,498			\$105,750	\$129,296	\$247,454	\$399,000

December 2019



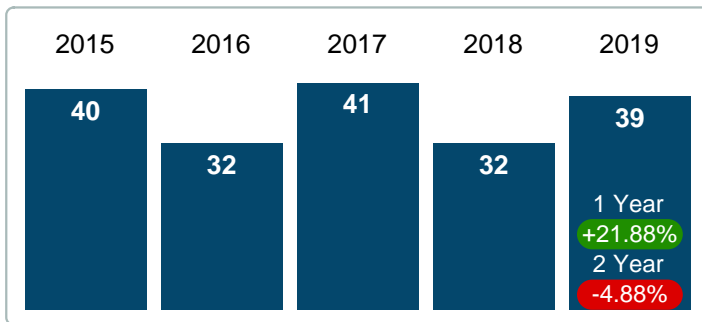
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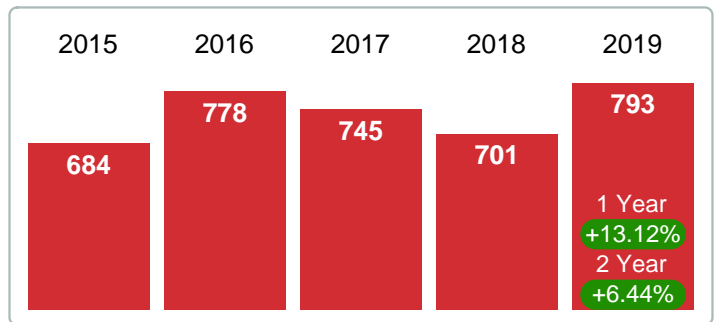
PENDING LISTINGS

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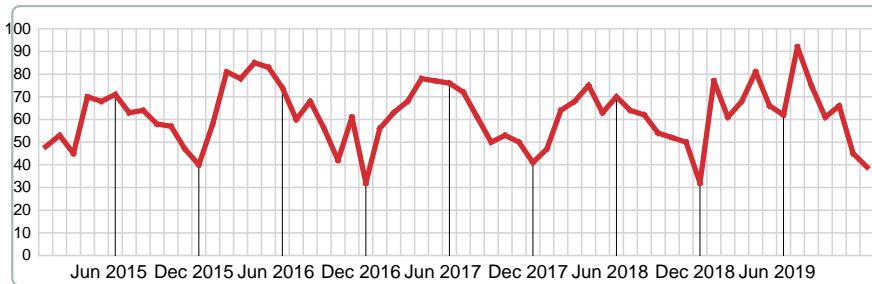
DECEMBER



YEAR TO DATE (YTD)

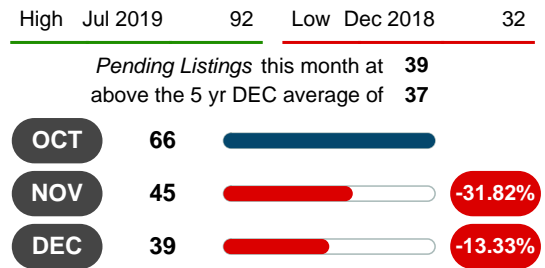


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	5.13%	19.0	1	1	0	0
\$50,001 - \$100,000	6	15.38%	26.3	1	4	1	0
\$100,001 - \$125,000	2	5.13%	69.0	0	1	1	0
\$125,001 - \$200,000	14	35.90%	50.1	2	12	0	0
\$200,001 - \$225,000	4	10.26%	36.3	1	2	1	0
\$225,001 - \$275,000	7	17.95%	51.1	0	6	1	0
\$275,001 and up	4	10.26%	56.3	0	2	1	1
Total Pending Units	39			5	28	5	1
Total Pending Volume	7,316,600	100%	47.5	619.00K	4.88M	1.08M	735.00K
Average Listing Price	\$189,381			\$123,800	\$174,300	\$216,440	\$735,000

December 2019



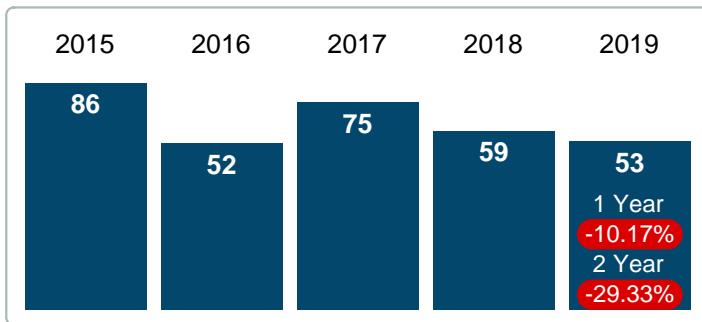
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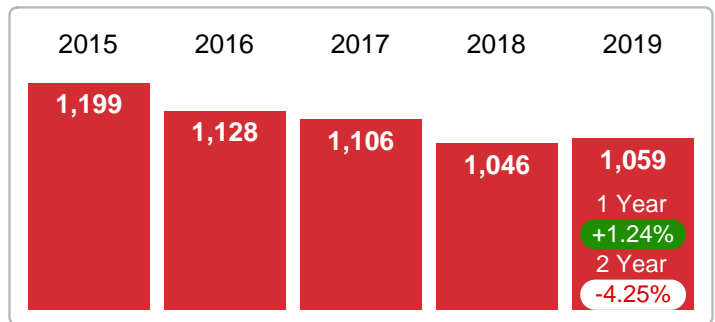
NEW LISTINGS

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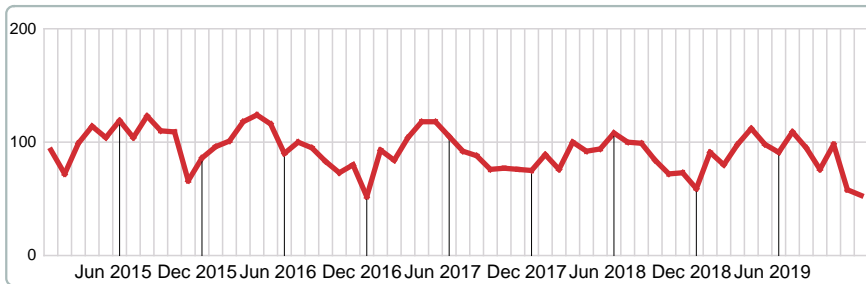
DECEMBER



YEAR TO DATE (YTD)

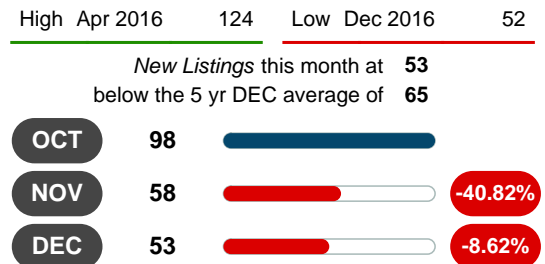


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 65



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	1	1.89%	0	1	0	0
\$50,001 - \$75,000	5	9.43%	2	2	1	0
\$75,001 - \$125,000	12	22.64%	1	11	0	0
\$125,001 - \$175,000	13	24.53%	3	9	1	0
\$175,001 - \$225,000	6	11.32%	0	4	2	0
\$225,001 - \$350,000	9	16.98%	0	8	1	0
\$350,001 and up	7	13.21%	1	0	5	1
Total New Listed Units	53		7	35	10	1
Total New Listed Volume	12,029,935	100%	1.15M	5.38M	5.14M	355.00K
Average New Listed Listing Price	\$156,998		\$164,500	\$153,755	\$514,200	\$355,000

December 2019



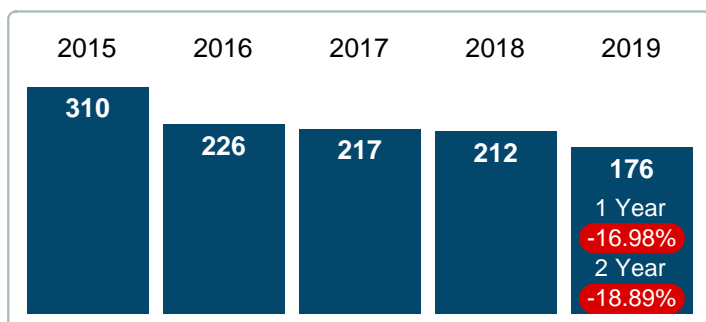
Area Delimited by County Of Creek - Residential Property Type



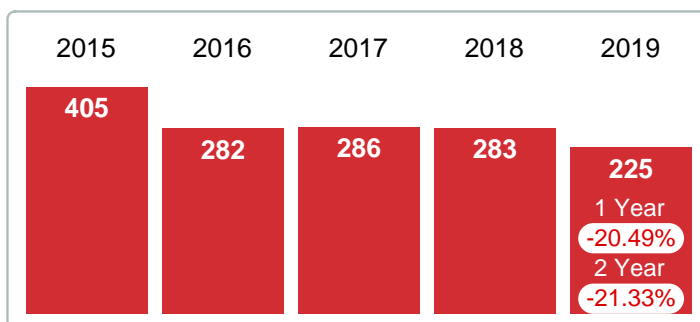
ACTIVE INVENTORY

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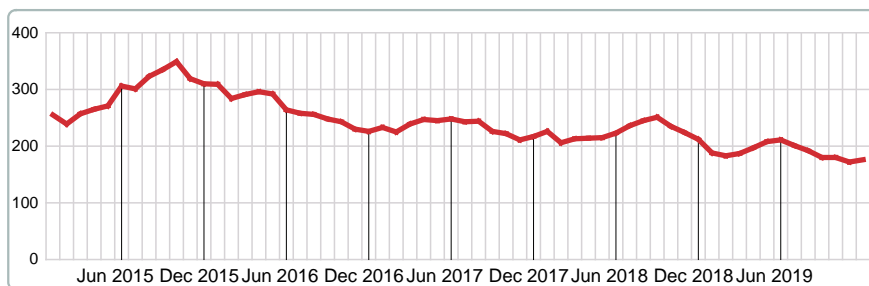
END OF DECEMBER



ACTIVE DURING DECEMBER

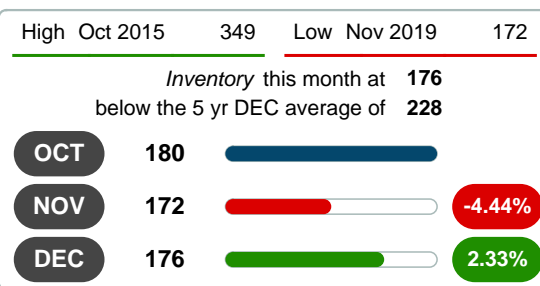


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 228



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	10	5.68%	69.7	5	3	2	0
\$50,001 - \$75,000	16	9.09%	89.9	2	11	3	0
\$75,001 - \$125,000	37	21.02%	68.1	6	28	1	2
\$125,001 - \$175,000	37	21.02%	84.4	2	29	6	0
\$175,001 - \$275,000	36	20.45%	69.6	0	23	12	1
\$275,001 - \$475,000	19	10.80%	82.8	1	6	7	5
\$475,001 and up	21	11.93%	99.0	1	2	15	3
Total Active Inventory by Units	176			17	102	46	11
Total Active Inventory by Volume	41,649,229	100%	79.2	2.06M	16.25M	17.87M	5.47M
Average Active Inventory Listing Price	\$236,643			\$121,159	\$159,347	\$388,467	\$496,964

December 2019



Area Delimited by County Of Creek - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
176	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.68%	1.97	2.73	0.97	12.00	0.00
\$50,001 - \$75,000	16	9.09%	2.82	1.00	3.14	36.00	0.00
\$75,001 - \$125,000	37	21.02%	2.35	1.89	2.58	0.67	8.00
\$125,001 - \$175,000	37	21.02%	1.96	1.33	2.02	2.06	0.00
\$175,001 - \$275,000	36	20.45%	2.73	0.00	2.85	3.06	1.71
\$275,001 - \$475,000	19	10.80%	3.35	0.00	3.27	2.15	8.57
\$475,001 and up	21	11.93%	31.50	12.00	24.00	60.00	12.00
Market Supply of Inventory (MSI)		2.71		1.85	2.44	3.81	6.00
Total Active Inventory by Units		176	100%	17	102	46	11

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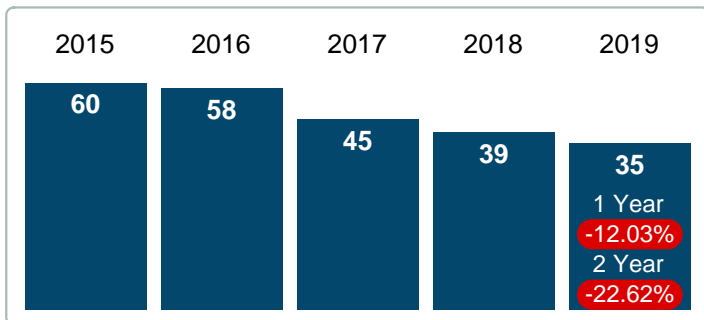
Area Delimited by County Of Creek - Residential Property Type



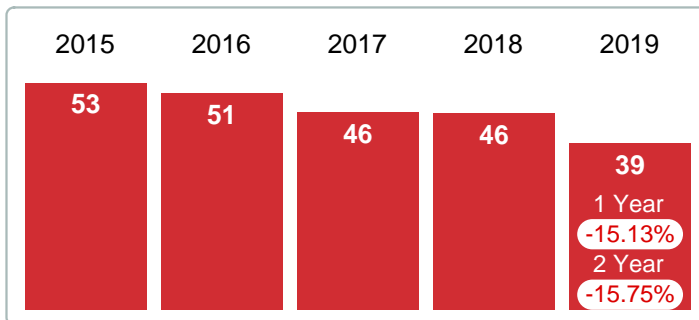
AVERAGE DAYS ON MARKET TO SALE

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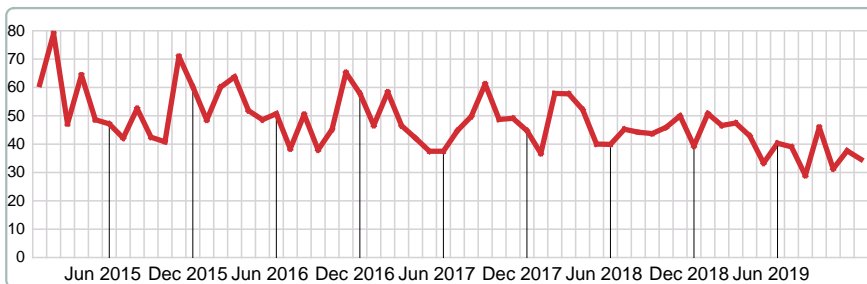
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47

High Feb 2015 79 Low Aug 2019 29

Average Days on Market to Sale this month at 35 below the 5 yr DEC average of 47



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	9.26%	41	49	12	0	0
\$50,001 - \$75,000	5.56%	18	0	18	0	0
\$75,001 - \$100,000	14.81%	12	12	9	23	0
\$100,001 - \$150,000	29.63%	25	27	20	48	0
\$150,001 - \$200,000	12.96%	69	52	87	32	0
\$200,001 - \$300,000	16.67%	42	54	20	53	0
\$300,001 and up	11.11%	43	0	0	52	27
Average Closed DOM		35	38	27	48	27
Total Closed Units	100%	35	12	27	13	2
Total Closed Volume		8,774,898	1.27M	3.49M	3.22M	798.00K

December 2019



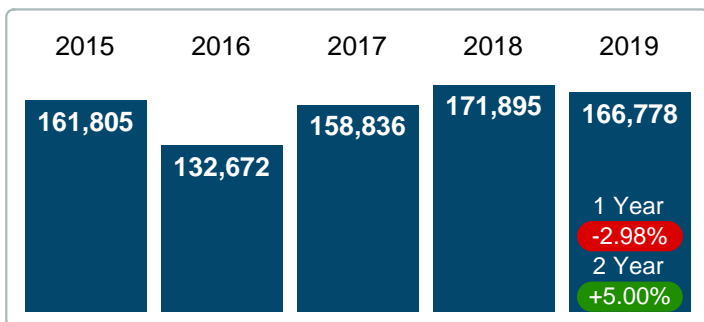
Area Delimited by County Of Creek - Residential Property Type



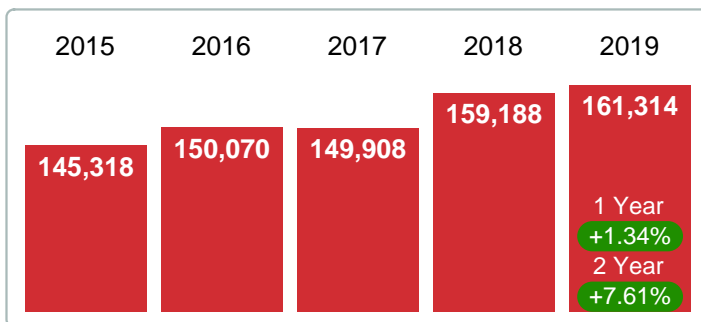
AVERAGE LIST PRICE AT CLOSING

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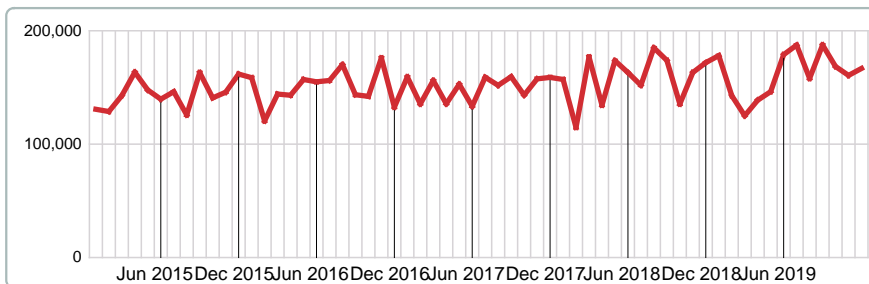
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 158,397

High Sep 2019 187,441 Low Feb 2018 114,760

Average List Price at Closing this month at **166,778**
 above the 5 yr DEC average of **158,397**

OCT	168,464	
NOV	160,635	-4.65%
DEC	166,778	3.82%

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	4	7.41%	35,375	38,600	40,000	0	0
\$50,001 - \$75,000	4	7.41%	61,225	0	64,000	0	0
\$75,001 - \$100,000	7	12.96%	92,071	93,750	94,380	95,000	0
\$100,001 - \$150,000	16	29.63%	128,231	139,933	127,455	139,950	0
\$150,001 - \$200,000	7	12.96%	170,957	172,450	187,750	169,900	0
\$200,001 - \$300,000	10	18.52%	238,130	219,000	243,000	240,860	0
\$300,001 and up	6	11.11%	390,900	0	0	386,850	399,000
Average List Price			166,778	110,467	132,811	253,577	399,000
Total Closed Units		100%	166,778	12	27	13	2
Total Closed Volume			9,006,000	1.33M	3.59M	3.30M	798.00K

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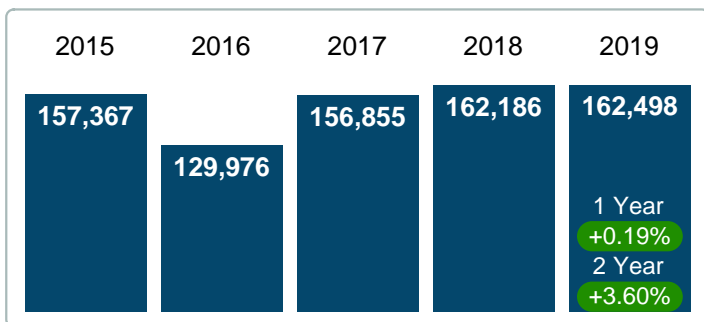
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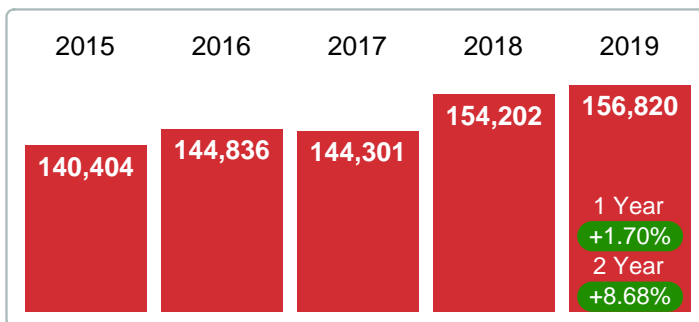
AVERAGE SOLD PRICE AT CLOSING

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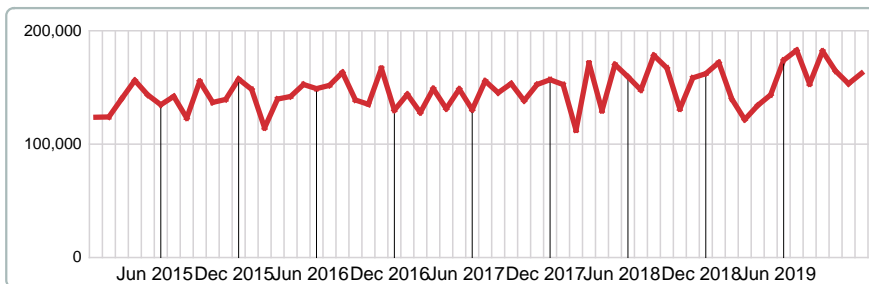
DECEMBER



YEAR TO DATE (YTD)

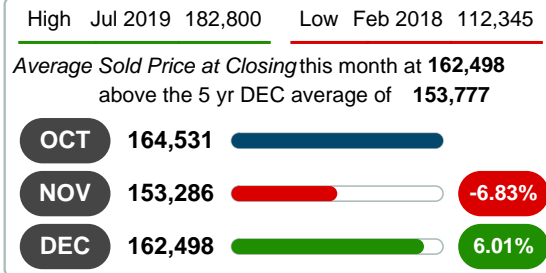


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 153,777



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	9.26%	36,390	36,000	37,948	0	0
\$50,001 - \$75,000	5.56%	58,333	0	58,333	0	0
\$75,001 - \$100,000	14.81%	90,875	93,750	90,900	85,000	0
\$100,001 - \$150,000	29.63%	128,403	127,833	127,005	136,950	0
\$150,001 - \$200,000	12.96%	170,214	166,500	172,750	167,500	0
\$200,001 - \$300,000	16.67%	238,222	221,000	245,167	237,500	0
\$300,001 and up	11.11%	383,500	0	0	375,750	399,000
Average Sold Price		162,498	105,750	129,296	247,454	399,000
Total Closed Units	100%	162,498	12	27	13	2
Total Closed Volume		8,774,898	1.27M	3.49M	3.22M	798.00K

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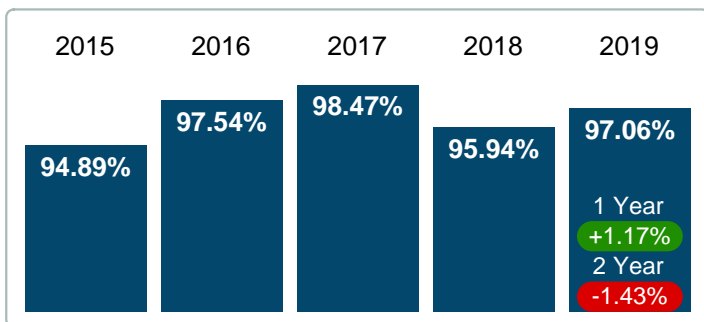
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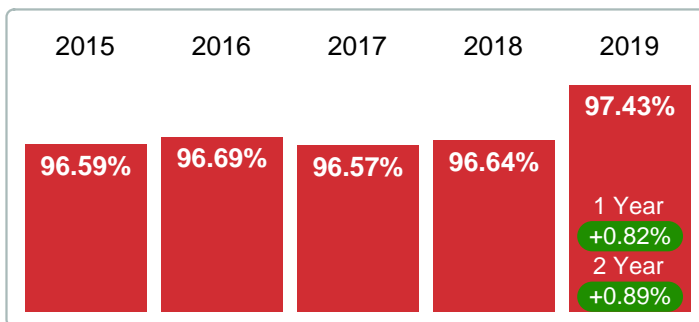
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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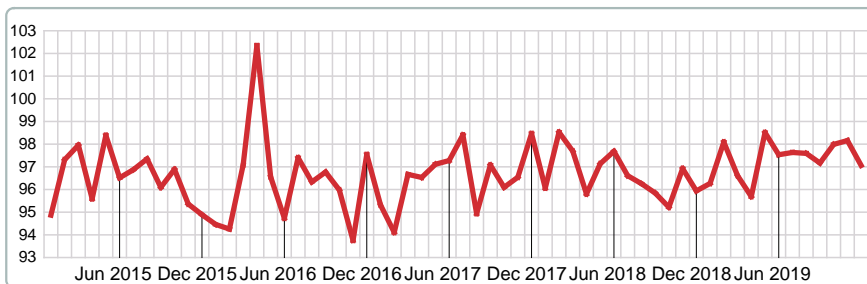
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

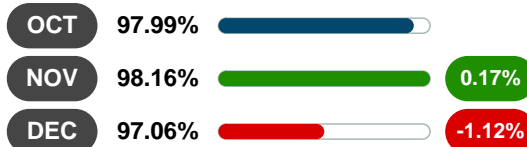


3 MONTHS

5 year DEC AVG = 96.78%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.06%**
equal to 5 yr DEC average of **96.78%**



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	9.26%	95.01%	95.04%	94.87%	0.00%	0.00%
\$50,001 - \$75,000	3	5.56%	91.48%	0.00%	91.48%	0.00%	0.00%
\$75,001 - \$100,000	8	14.81%	96.61%	100.04%	96.66%	89.47%	0.00%
\$100,001 - \$150,000	16	29.63%	98.03%	92.40%	99.60%	97.86%	0.00%
\$150,001 - \$200,000	7	12.96%	94.98%	96.69%	93.22%	98.59%	0.00%
\$200,001 - \$300,000	9	16.67%	99.65%	100.91%	100.87%	98.67%	0.00%
\$300,001 and up	6	11.11%	98.13%	0.00%	0.00%	97.19%	100.00%
Average Sold/List Ratio		97.10%		95.98%	97.17%	97.38%	100.00%
Total Closed Units		54	100%	12	27	13	2
Total Closed Volume		8,774,898		1.27M	3.49M	3.22M	798.00K

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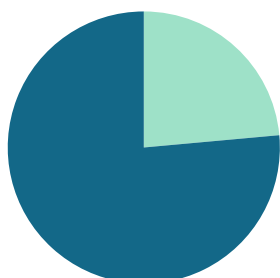
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MARKET SUMMARY

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INVENTORY

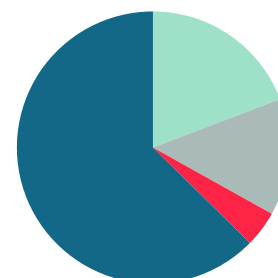


Inventory
 New Listings
53 = 23.56%
 Start Inventory
172
 Total Inventory Units
225
 Volume
\$53,429,329

Market Activity

Closed Sales
54 = 19.22%
 Pending Sales
39 = 13.88%
 Other Off Market
12 = 4.27%
 Active Inventory
176 = 62.63%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	44	54	22.73%	691	778	12.59%
Pending Sales	32	39	21.88%	701	793	13.12%
New Listings	59	53	-10.17%	1,046	1,059	1.24%
Average List Price	171,895	166,778	-2.98%	159,188	161,314	1.34%
Average Sale Price	162,186	162,498	0.19%	154,202	156,820	1.70%
Average Percent of Selling Price to List Price	95.94%	97.06%	1.17%	96.64%	97.43%	0.82%
Average Days on Market to Sale	39.36	34.63	-12.03%	46.15	39.17	-15.13%
Monthly Inventory	212	176	-16.98%	212	176	-16.98%
Months Supply of Inventory	3.68	2.71	-26.26%	3.68	2.71	-26.26%

Absorption: Last 12 months, an Average of **65** Sales/Month

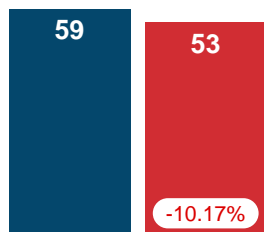
Inventory on December 31, 2019 = **176**

2018 **2019**

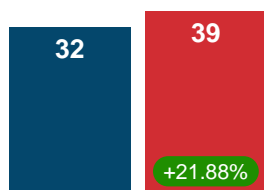
DECEMBER MARKET

AVERAGE PRICES

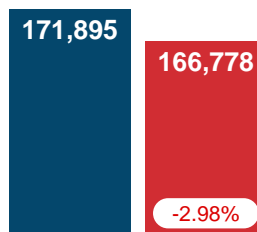
New Listings



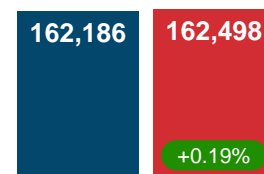
Pending Listings



List Price



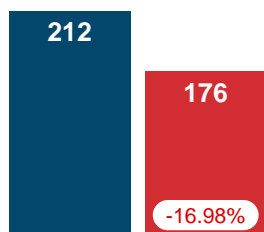
Sale Price



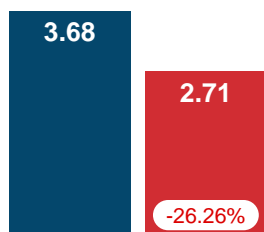
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

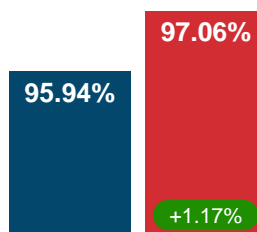
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

