

# October 2019



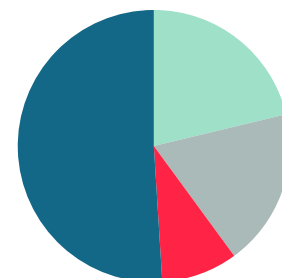
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	62	75	20.97%
Pending Listings	52	66	26.92%
New Listings	72	98	36.11%
Average List Price	135,397	168,464	24.42%
Average Sale Price	131,058	164,531	25.54%
Average Percent of Selling Price to List Price	95.22%	97.99%	2.91%
Average Days on Market to Sale	45.94	31.31	-31.85%
End of Month Inventory	235	180	-23.40%
Months Supply of Inventory	4.10	2.81	-31.57%



■ Closed (21.25%)  
■ Pending (18.70%)  
■ Other OffMarket (9.07%)  
■ Active (50.99%)

**Absorption:** Last 12 months, an Average of **64** Sales/Month  
**Active Inventory** as of October 31, 2019 = **180**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **23.40%** to 180 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **2.81** 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 **25.54%** in October 2019 to \$164,531 versus the previous year at \$131,058.

#### Average Days on Market Shortens

The average number of **31.31** days that homes spent on the market before selling decreased by 14.63 days or **31.85%** in October 2019 compared to last year's same month at **45.94** DOM.

#### Sales Success for October 2019 is Positive

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

There were 98 New Listings in October 2019, up **36.11%** from last year at 72. Furthermore, there were 75 Closed Listings this month versus last year at 62, a **20.97%** increase.

Closed versus Listed trends yielded a **76.5%** ratio, down from previous year's, October 2018, at **86.1%**, a **11.13%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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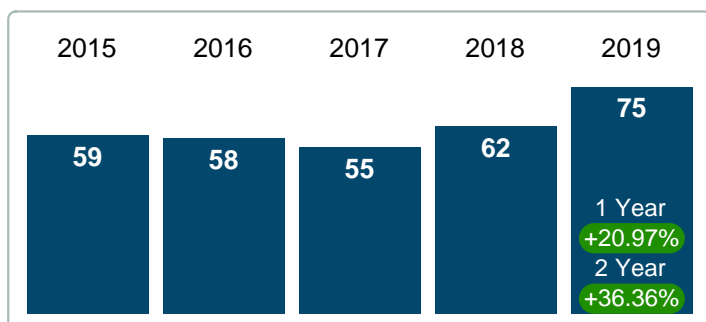
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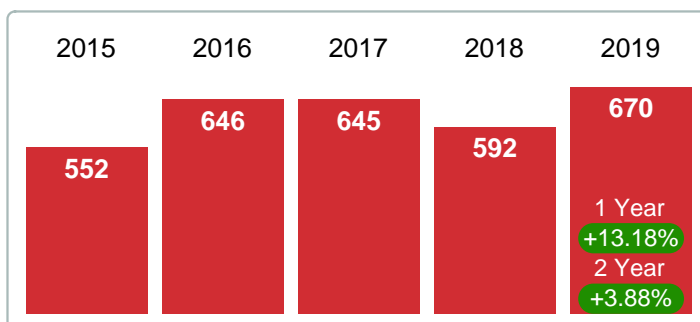
## CLOSED LISTINGS

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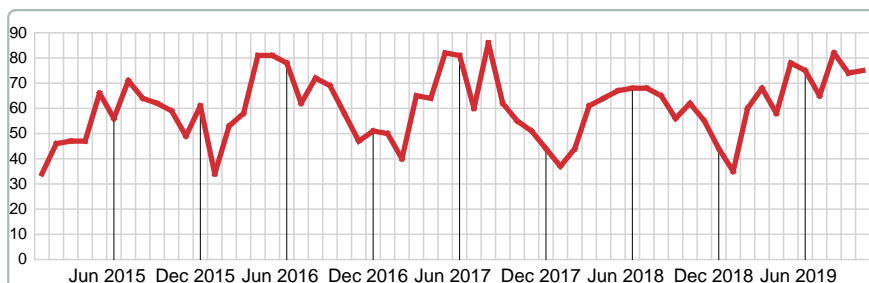
### OCTOBER



### YEAR TO DATE (YTD)

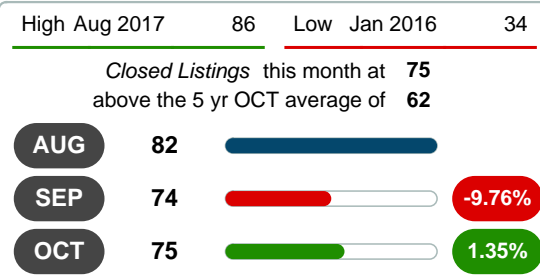


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.67%	1.0	0	2	0	0
\$25,001 - \$75,000	12	16.00%	25.4	5	7	0	0
\$75,001 - \$125,000	12	16.00%	33.9	4	8	0	0
\$125,001 - \$150,000	9	12.00%	20.9	2	6	1	0
\$150,001 - \$225,000	25	33.33%	36.9	2	16	7	0
\$225,001 - \$275,000	7	9.33%	47.6	0	4	3	0
\$275,001 and up	8	10.67%	23.8	0	2	6	0
<b>Total Closed Units</b>	<b>75</b>			<b>13</b>	<b>45</b>	<b>17</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,339,823</b>	<b>100%</b>	<b>31.3</b>	<b>1.27M</b>	<b>6.84M</b>	<b>4.23M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$164,531</b>			<b>\$97,877</b>	<b>\$152,048</b>	<b>\$248,546</b>	<b>\$0</b>

# October 2019



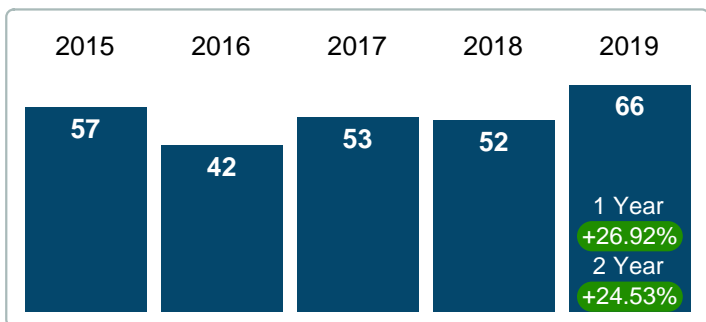
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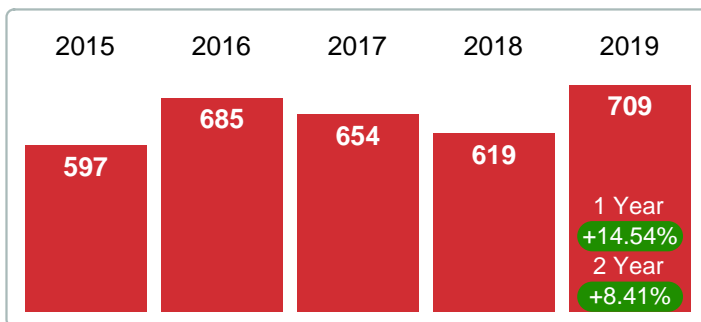
## PENDING LISTINGS

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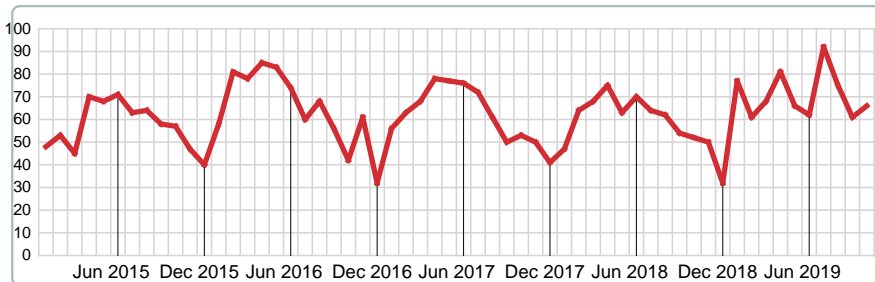
### OCTOBER



### YEAR TO DATE (YTD)

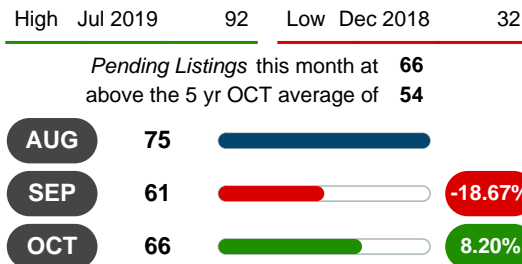


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 54



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	11	16.67%	33.5	6	4	1	0
\$75,001 - \$100,000	11	16.67%	40.5	6	5	0	0
\$100,001 - \$150,000	15	22.73%	20.7	4	9	2	0
\$150,001 - \$175,000	14	21.21%	41.6	2	11	1	0
\$175,001 - \$250,000	8	12.12%	47.5	0	6	2	0
\$250,001 and up	7	10.61%	73.7	0	2	4	1
<b>Total Pending Units</b>	<b>66</b>			<b>18</b>	<b>37</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,593,199</b>	<b>100%</b>	<b>39.5</b>	<b>1.62M</b>	<b>5.38M</b>	<b>2.19M</b>	<b>1.40M</b>
<b>Average Listing Price</b>	<b>\$160,503</b>			<b>\$90,111</b>	<b>\$145,311</b>	<b>\$219,470</b>	<b>\$1,400,000</b>

# October 2019



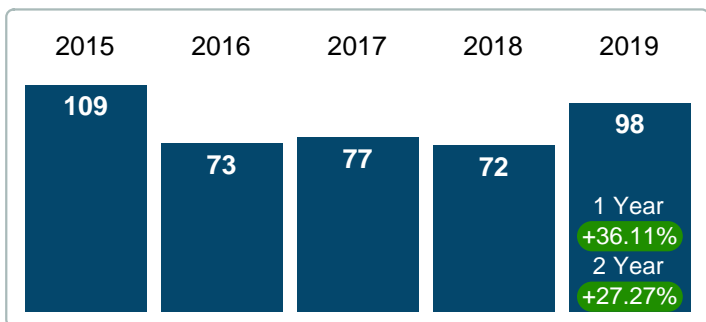
Area Delimited by County Of Creek - Residential Property Type



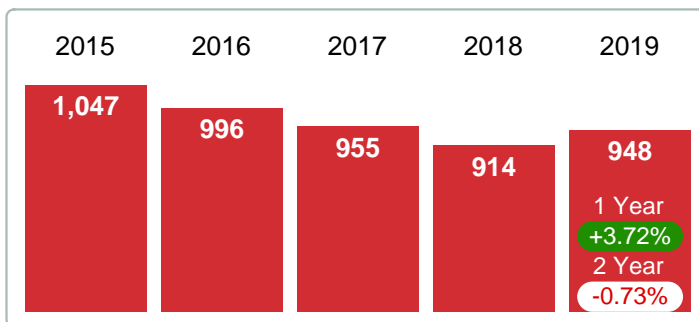
## NEW LISTINGS

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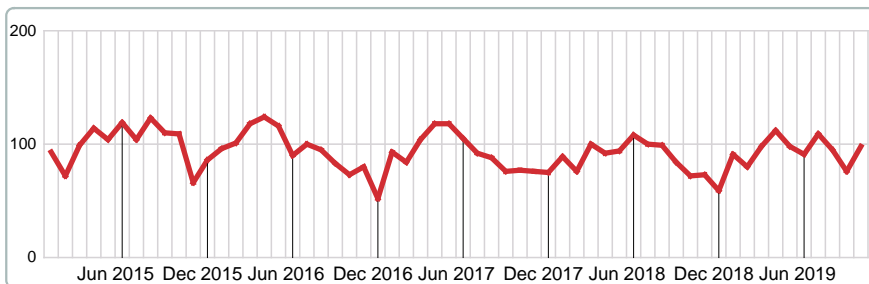
### OCTOBER



### YEAR TO DATE (YTD)

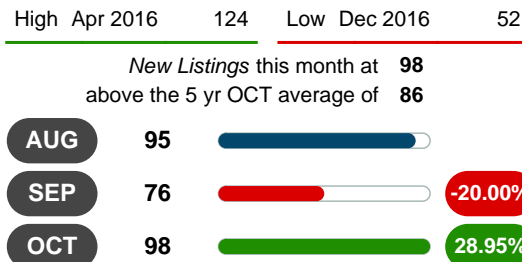


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 86



### 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	7	7.14%	3	3	1	0
\$50,001 - \$75,000	7	7.14%	1	6	0	0
\$75,001 - \$125,000	23	23.47%	5	17	1	0
\$125,001 - \$175,000	25	25.51%	2	19	4	0
\$175,001 - \$200,000	7	7.14%	0	5	2	0
\$200,001 - \$375,000	18	18.37%	1	10	6	1
\$375,001 and up	11	11.22%	0	1	6	4
<b>Total New Listed Units</b>	<b>98</b>		<b>12</b>	<b>61</b>	<b>20</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>19,168,200</b>	<b>100%</b>	<b>1.15M</b>	<b>8.93M</b>	<b>6.77M</b>	<b>2.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$190,995</b>		<b>\$95,558</b>	<b>\$146,407</b>	<b>\$338,390</b>	<b>\$464,580</b>

# October 2019



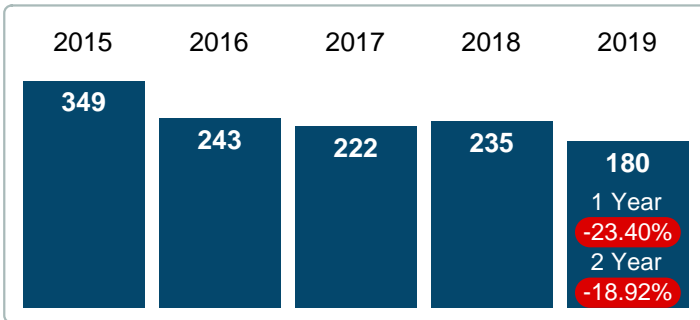
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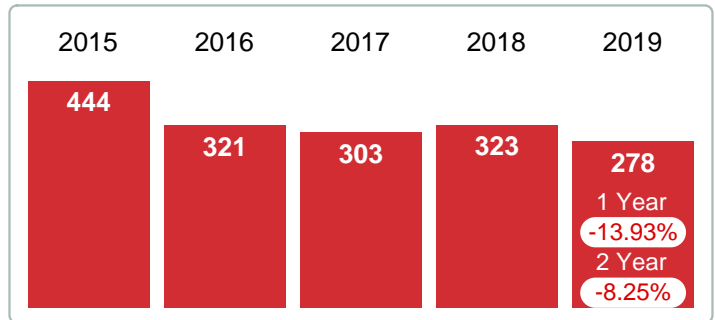
## ACTIVE INVENTORY

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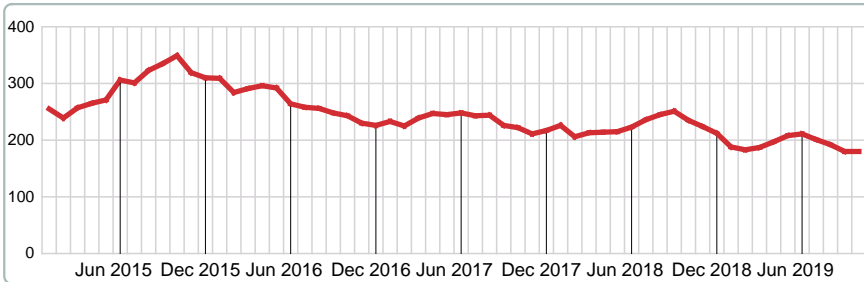
### END OF OCTOBER



### ACTIVE DURING OCTOBER

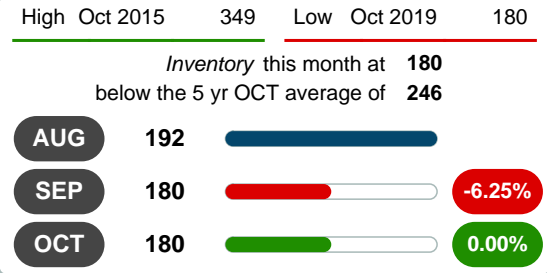


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 246



### 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	8	4.44%	30.3	5	2	1	0
\$50,001 - \$75,000	14	7.78%	62.0	1	10	3	0
\$75,001 - \$125,000	38	21.11%	57.0	6	27	3	2
\$125,001 - \$200,000	50	27.78%	59.6	0	40	10	0
\$200,001 - \$300,000	27	15.00%	43.9	1	17	8	1
\$300,001 - \$500,000	26	14.44%	69.3	2	4	15	5
\$500,001 and up	17	9.44%	81.8	0	4	9	4
<b>Total Active Inventory by Units</b>	<b>180</b>			<b>15</b>	<b>104</b>	<b>49</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>45,729,550</b>	<b>100%</b>	<b>59.1</b>	<b>1.93M</b>	<b>19.10M</b>	<b>18.46M</b>	<b>6.24M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$254,053</b>			<b>\$128,343</b>	<b>\$183,664</b>	<b>\$376,788</b>	<b>\$520,058</b>

# October 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 OCTOBER

2015	2016	2017	2018	2019
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### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
180	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 OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8		4.44%	1.60	3.00	0.62	12.00	0.00	
\$50,001 - \$75,000	14		7.78%	2.37	0.55	2.67	12.00	0.00	
\$75,001 - \$125,000	38		21.11%	2.56	2.32	2.57	2.00	8.00	
\$125,001 - \$200,000	50		27.78%	2.09	0.00	2.24	2.45	0.00	
\$200,001 - \$300,000	27		15.00%	2.77	6.00	3.19	2.18	1.71	
\$300,001 - \$500,000	26		14.44%	6.37	0.00	2.67	6.92	12.00	
\$500,001 and up	17		9.44%	29.14	0.00	48.00	27.00	48.00	
Market Supply of Inventory (MSI)		2.81			1.89	2.46	4.06	6.55	
Total Active Inventory by Units		180	100%	2.81	15	104	49	12	

# October 2019



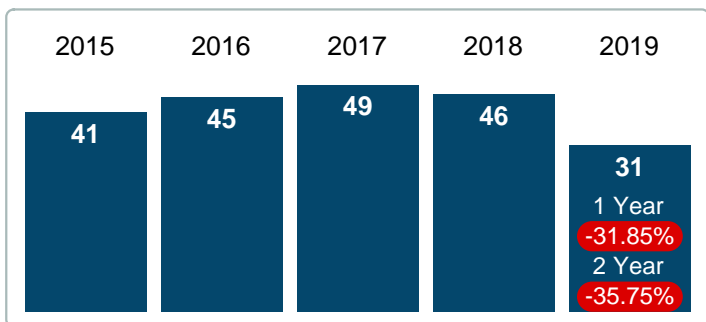
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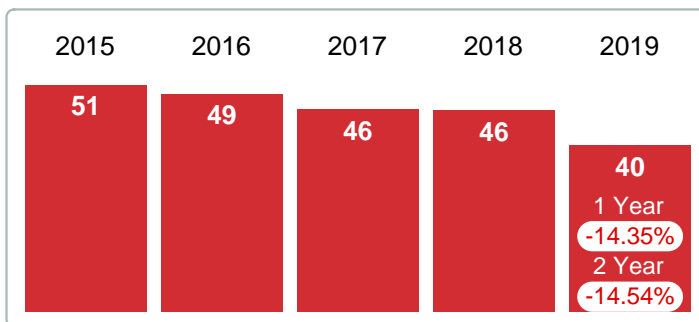
## AVERAGE DAYS ON MARKET TO SALE

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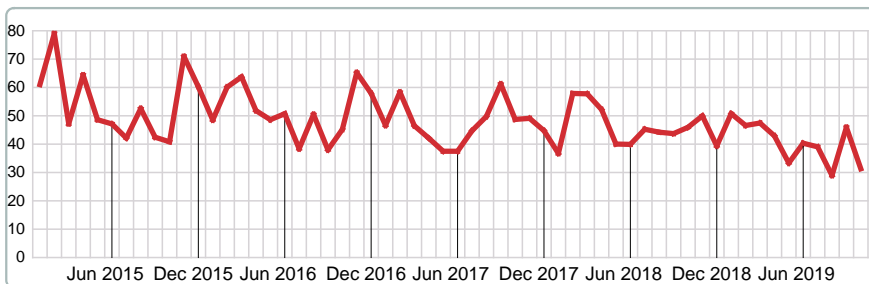
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

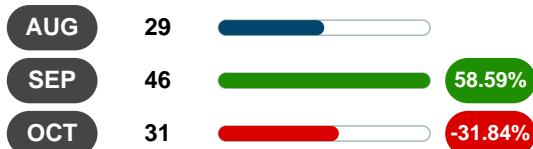


### 3 MONTHS

5 year OCT AVG = 42

High Feb 2015 79 Low Aug 2019 29

Average Days on Market to Sale this month at 31 below the 5 yr OCT average of 42



### 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
\$25,000 and less	2.67%	1	0	1	0	0
\$25,001 - \$75,000	16.00%	25	24	26	0	0
\$75,001 - \$125,000	16.00%	34	52	25	0	0
\$125,001 - \$150,000	12.00%	21	4	25	33	0
\$150,001 - \$225,000	33.33%	37	41	34	42	0
\$225,001 - \$275,000	9.33%	48	0	29	73	0
\$275,001 and up	10.67%	24	0	35	20	0
<b>Average Closed DOM</b>		<b>31</b>	<b>32</b>	<b>28</b>	<b>39</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>75</b>	<b>13</b>	<b>45</b>	<b>17</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,339,823</b>	<b>1.27M</b>	<b>6.84M</b>	<b>4.23M</b>	<b>0.00B</b>

# October 2019



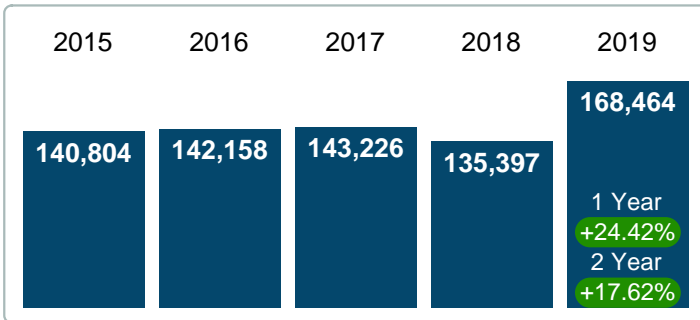
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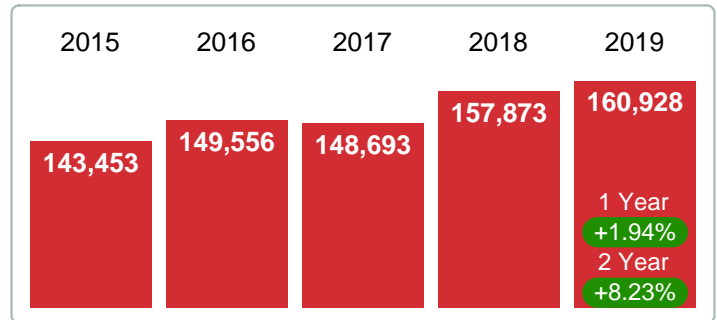
## AVERAGE LIST PRICE AT CLOSING

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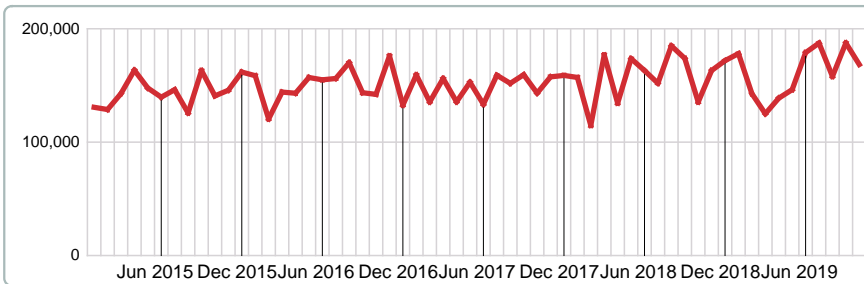
### OCTOBER



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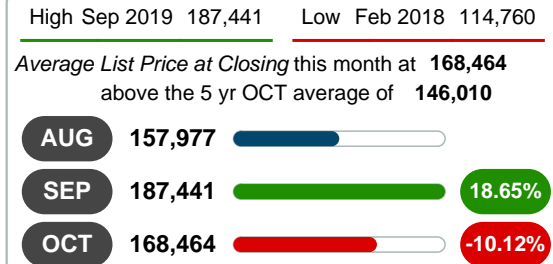


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 146,010



### 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
\$25,000 and less	1	1.33%	6,000	0	16,750	0	0
\$25,001 - \$75,000	13	17.33%	48,477	51,680	49,186	0	0
\$75,001 - \$125,000	11	14.67%	106,518	107,125	109,775	0	0
\$125,001 - \$150,000	10	13.33%	141,370	139,500	142,467	150,000	0
\$150,001 - \$225,000	24	32.00%	181,004	159,450	186,800	183,029	0
\$225,001 - \$275,000	7	9.33%	248,443	0	244,950	262,800	0
\$275,001 and up	9	12.00%	370,001	0	469,950	351,852	0
<b>Average List Price</b>			<b>168,464</b>	<b>98,831</b>	<b>155,984</b>	<b>254,748</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>168,464</b>	<b>13</b>	<b>45</b>	<b>17</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>12,634,813</b>	<b>1.28M</b>	<b>7.02M</b>	<b>4.33M</b>	<b>0.00B</b>



# October 2019



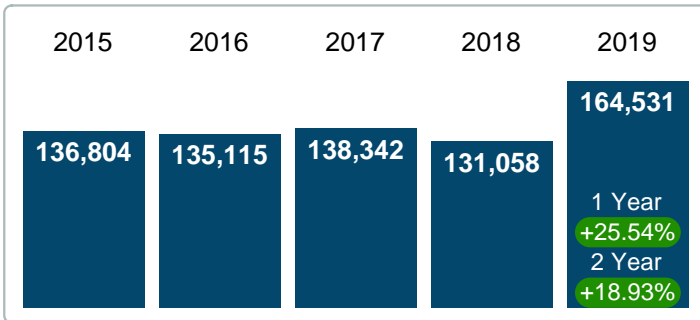
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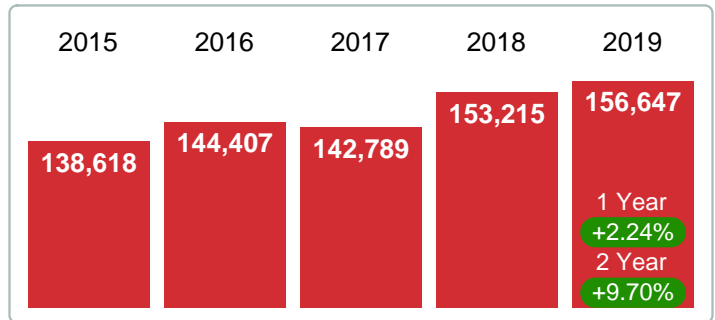
## AVERAGE SOLD PRICE AT CLOSING

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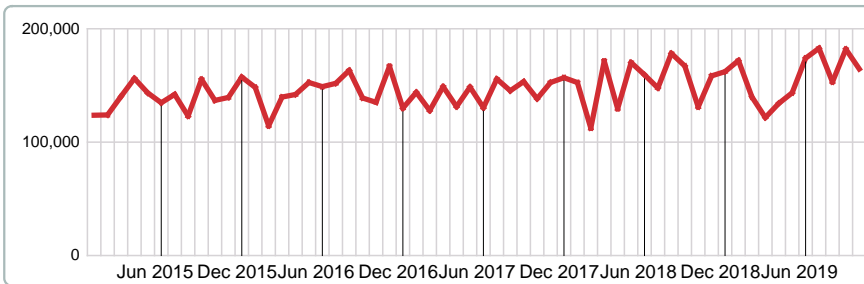
### OCTOBER



### YEAR TO DATE (YTD)

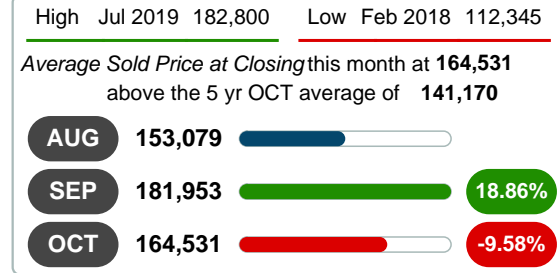


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 141,170



### 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
\$25,000 and less	2.67%	13,750	0	13,750	0	0
\$25,001 - \$75,000	16.00%	49,849	47,580	51,470	0	0
\$75,001 - \$125,000	16.00%	105,992	106,875	105,550	0	0
\$125,001 - \$150,000	12.00%	139,489	139,000	140,233	136,000	0
\$150,001 - \$225,000	33.33%	180,028	164,500	181,525	181,043	0
\$225,001 - \$275,000	9.33%	246,271	0	242,750	250,967	0
\$275,001 and up	10.67%	370,279	0	446,575	344,847	0
<b>Average Sold Price</b>		<b>164,531</b>	<b>97,877</b>	<b>152,048</b>	<b>248,546</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>164,531</b>	<b>13</b>	<b>45</b>	<b>17</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,339,823</b>	<b>1.27M</b>	<b>6.84M</b>	<b>4.23M</b>	<b>0.00B</b>

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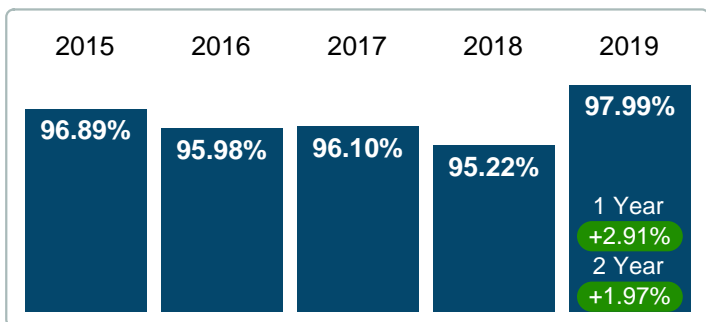
Area Delimited by County Of Creek - Residential Property Type



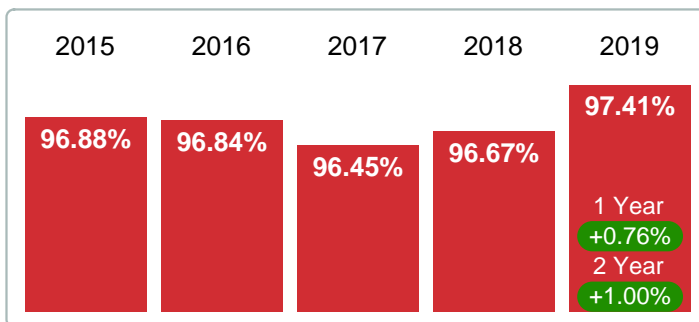
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

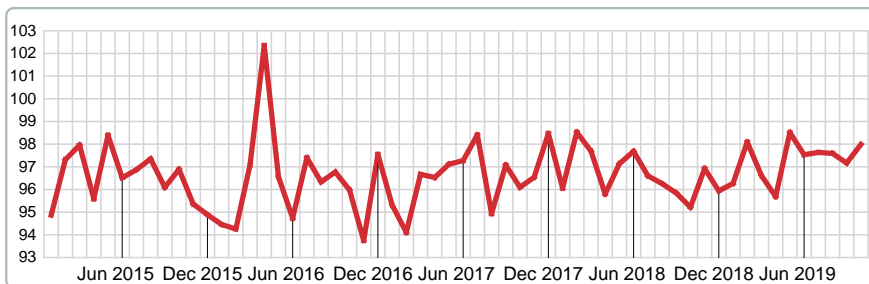
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

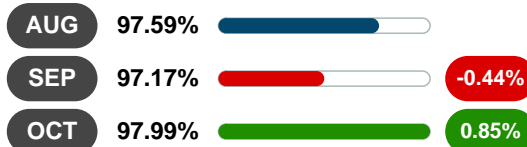


### 3 MONTHS

5 year OCT AVG = 96.43%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.99%**  
above the 5 yr OCT average of **96.43%**



## 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
\$25,000 and less	2	2.67%	89.09%	0.00%	89.09%	0.00%	0.00%
\$25,001 - \$75,000	12	16.00%	99.66%	92.25%	104.96%	0.00%	0.00%
\$75,001 - \$125,000	12	16.00%	97.65%	99.85%	96.56%	0.00%	0.00%
\$125,001 - \$150,000	9	12.00%	98.00%	100.06%	98.53%	90.67%	0.00%
\$150,001 - \$225,000	25	33.33%	98.31%	103.16%	97.41%	98.99%	0.00%
\$225,001 - \$275,000	7	9.33%	97.56%	0.00%	99.15%	95.44%	0.00%
\$275,001 and up	8	10.67%	97.57%	0.00%	96.26%	98.01%	0.00%
Average Sold/List Ratio		98.00%		97.46%	98.32%	97.53%	0.00%
Total Closed Units		75	100%	13	45	17	
Total Closed Volume		12,339,823		1.27M	6.84M	4.23M	0.00B

# October 2019



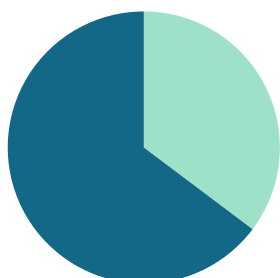
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

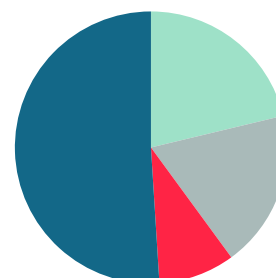


**Inventory**  
 New Listings  
**98 = 35.25%**  
 Start Inventory  
**180**  
 Total Inventory Units  
**278**  
 Volume  
**\$65,218,949**

### Market Activity

Closed Sales  
**75 = 21.25%**  
 Pending Sales  
**66 = 18.70%**  
 Other Off Market  
**32 = 9.07%**  
 Active Inventory  
**180 = 50.99%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	62	75	20.97%	592	670	13.18%
Pending Sales	52	66	26.92%	619	709	14.54%
New Listings	72	98	36.11%	914	948	3.72%
Average List Price	135,397	168,464	24.42%	157,873	160,928	1.94%
Average Sale Price	131,058	164,531	25.54%	153,215	156,647	2.24%
Average Percent of Selling Price to List Price	95.22%	97.99%	2.91%	96.67%	97.41%	0.76%
Average Days on Market to Sale	45.94	31.31	-31.85%	46.31	39.66	-14.35%
Monthly Inventory	235	180	-23.40%	235	180	-23.40%
Months Supply of Inventory	4.10	2.81	-31.57%	4.10	2.81	-31.57%

**Absorption:** Last 12 months, an Average of **64** Sales/Month

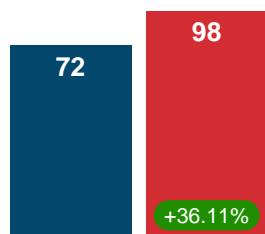
**Inventory** on October 31, 2019 = **180**

**2018** **2019**

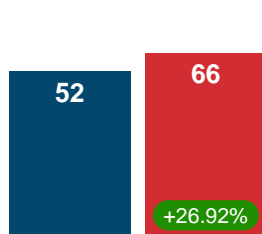
### OCTOBER MARKET

### AVERAGE PRICES

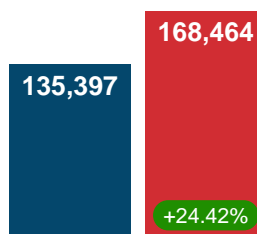
#### New Listings



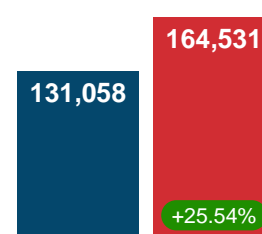
#### Pending Listings



#### List Price



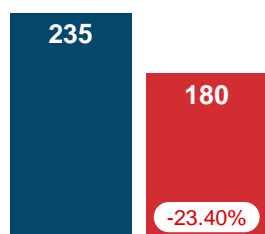
#### Sale Price



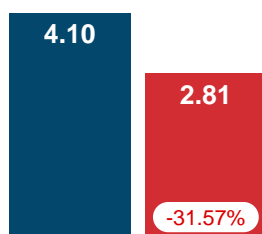
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

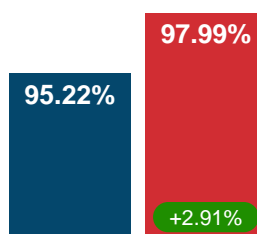
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

