

# April 2020



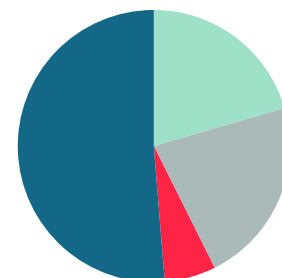
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	58	64	10.34%
Pending Listings	81	69	-14.81%
New Listings	112	78	-30.36%
Median List Price	129,900	158,700	22.17%
Median Sale Price	125,000	158,700	26.96%
Median Percent of Selling Price to List Price	96.64%	99.19%	2.64%
Median Days on Market to Sale	28.00	9.00	-67.86%
End of Month Inventory	197	160	-18.78%
Months Supply of Inventory	3.35	2.51	-25.05%



■ Closed (20.51%)  
■ Pending (22.12%)  
■ Other OffMarket (6.09%)  
■ Active (51.28%)

**Absorption:** Last 12 months, an Average of **64** Sales/Month  
**Active Inventory** as of April 30, 2020 = **160**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2020 decreased **18.78%** to 160 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 **2.51** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **26.96%** in April 2020 to \$158,700 versus the previous year at \$125,000.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 19.00 days or **67.86%** in April 2020 compared to last year's same month at **28.00** DOM.

#### Sales Success for April 2020 is Positive

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

There were 78 New Listings in April 2020, down **30.36%** from last year at 112. Furthermore, there were 64 Closed Listings this month versus last year at 58, a **10.34%** increase.

Closed versus Listed trends yielded a **82.1%** ratio, up from previous year's, April 2019, at **51.8%**, a **58.44%** 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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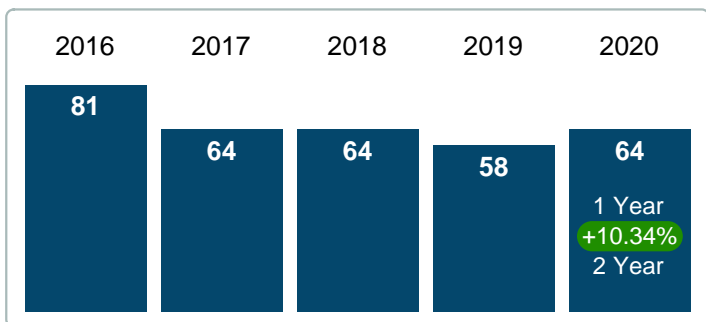
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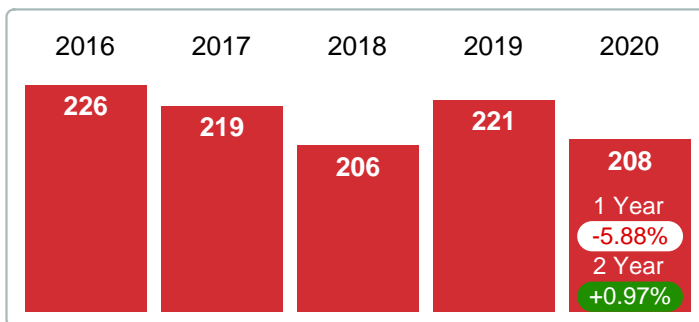
## CLOSED LISTINGS

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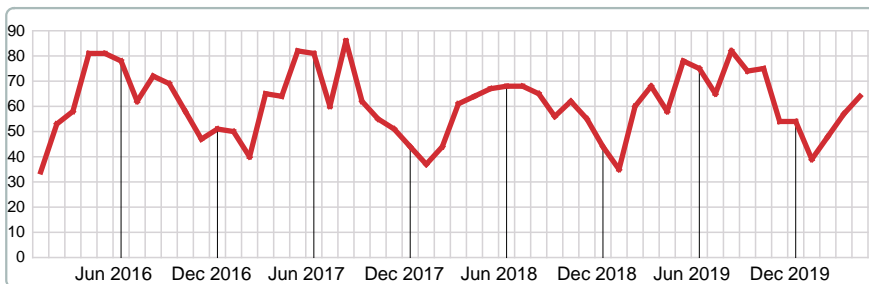
### APRIL



### YEAR TO DATE (YTD)

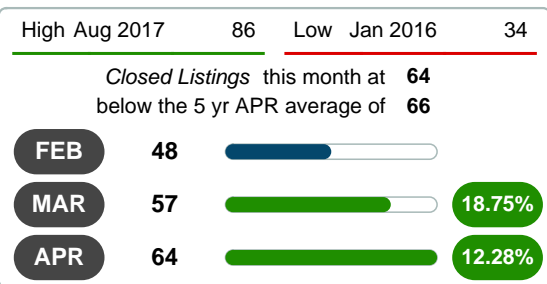


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 66



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.25%	46.0	0	4	0	0
\$75,001 - \$125,000	10	15.63%	10.5	1	9	0	0
\$125,001 - \$125,000	0	0.00%	10.5	0	0	0	0
\$125,001 - \$175,000	21	32.81%	4.0	1	19	1	0
\$175,001 - \$200,000	10	15.63%	24.5	0	8	2	0
\$200,001 - \$325,000	12	18.75%	9.0	0	10	2	0
\$325,001 and up	7	10.94%	7.0	0	0	5	2
<b>Total Closed Units</b>	<b>64</b>			<b>2</b>	<b>50</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,596,509</b>	<b>100%</b>	<b>9.0</b>	<b>221.50K</b>	<b>7.88M</b>	<b>3.75M</b>	<b>741.50K</b>
<b>Median Closed Price</b>	<b>\$158,700</b>			<b>\$110,750</b>	<b>\$148,950</b>	<b>\$295,250</b>	<b>\$370,750</b>

# April 2020



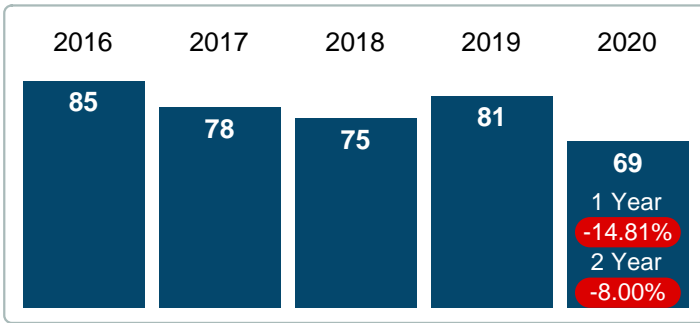
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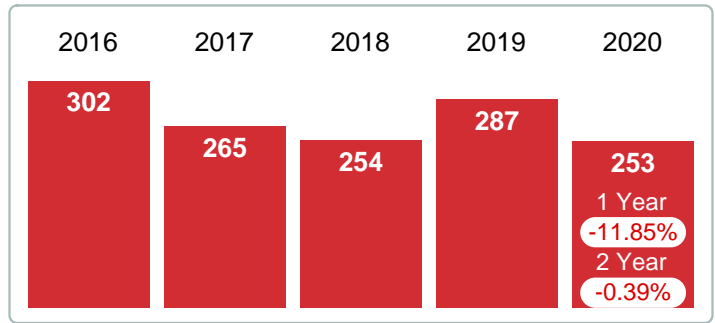
## PENDING LISTINGS

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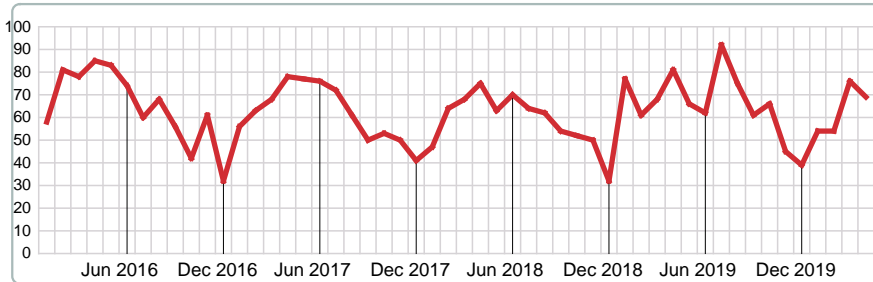
### APRIL



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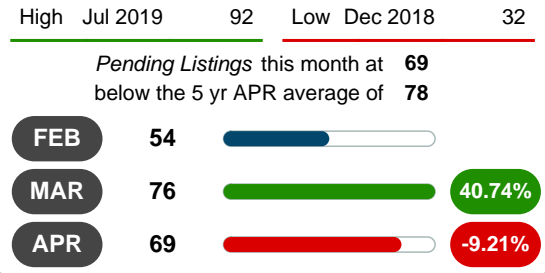


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 78



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	7.25%	3.0	3	2	0	0
\$60,001 - \$100,000	13	18.84%	7.0	4	9	0	0
\$100,001 - \$110,000	3	4.35%	4.0	1	2	0	0
\$110,001 - \$170,000	21	30.43%	8.0	2	17	2	0
\$170,001 - \$220,000	10	14.49%	34.5	0	10	0	0
\$220,001 - \$370,000	11	15.94%	19.0	0	7	4	0
\$370,001 and up	6	8.70%	66.0	0	0	5	1
<b>Total Pending Units</b>	<b>69</b>			<b>10</b>	<b>47</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,946,600</b>	<b>100%</b>	<b>19.0</b>	<b>775.60K</b>	<b>7.08M</b>	<b>3.67M</b>	<b>420.00K</b>
<b>Median Listing Price</b>	<b>\$143,000</b>			<b>\$69,750</b>	<b>\$143,000</b>	<b>\$370,000</b>	<b>\$420,000</b>

# April 2020



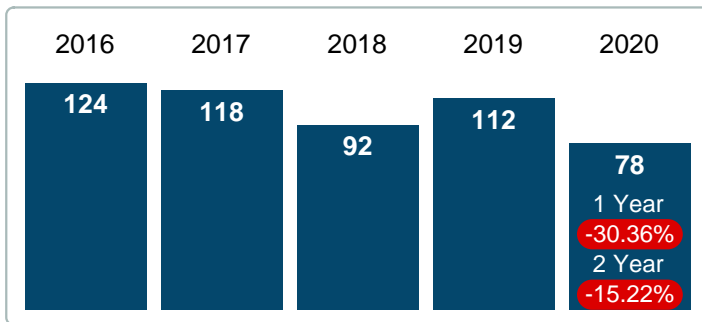
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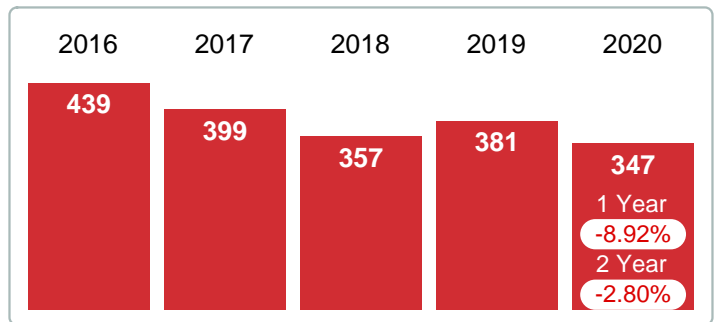
## NEW LISTINGS

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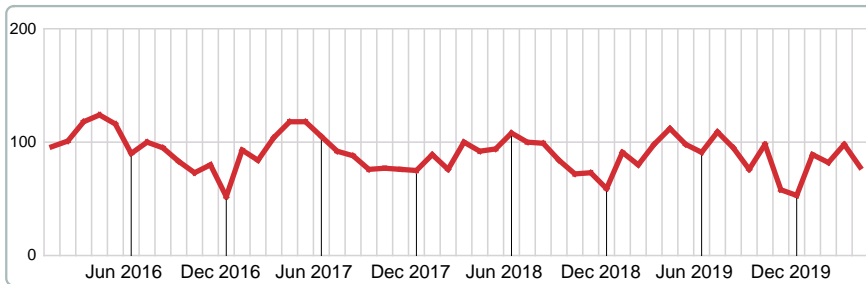
### APRIL



### YEAR TO DATE (YTD)

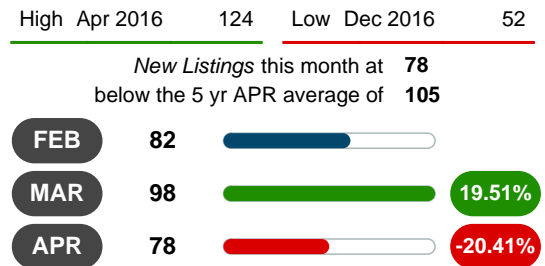


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 105



### 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	6	7.69%	3	3	0	0
\$50,001 - \$75,000	6	7.69%	1	5	0	0
\$75,001 - \$125,000	14	17.95%	3	11	0	0
\$125,001 - \$175,000	20	25.64%	2	15	3	0
\$175,001 - \$200,000	11	14.10%	0	10	1	0
\$200,001 - \$325,000	13	16.67%	0	7	5	1
\$325,001 and up	8	10.26%	0	2	5	1
<b>Total New Listed Units</b>	<b>78</b>		<b>9</b>	<b>53</b>	<b>14</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,315,599</b>	<b>100%</b>	<b>745.00K</b>	<b>8.04M</b>	<b>4.89M</b>	<b>644.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$153,700</b>		<b>\$80,200</b>	<b>\$139,900</b>	<b>\$247,500</b>	<b>\$322,450</b>

# April 2020



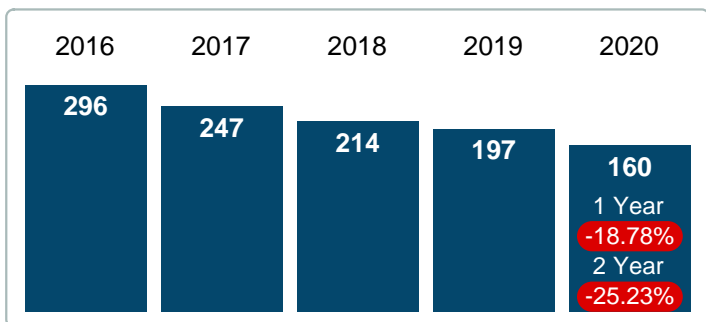
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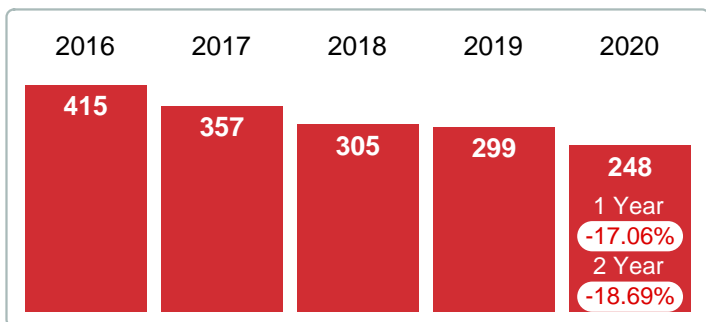
## ACTIVE INVENTORY

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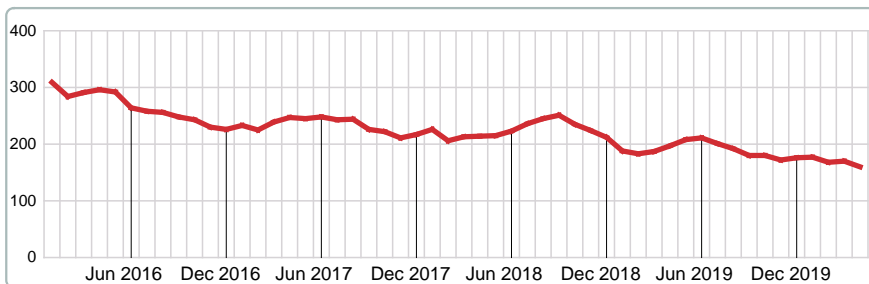
### END OF APRIL



### ACTIVE DURING APRIL

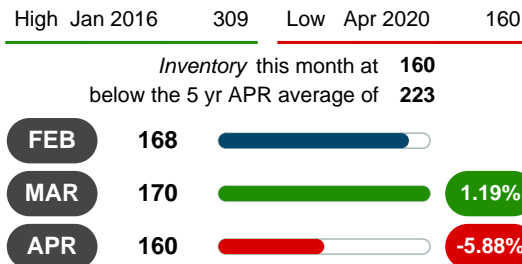


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 223



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	7.50%	72.5	7	4	1	0
\$50,001 - \$75,000	16	10.00%	65.5	4	9	2	1
\$75,001 - \$125,000	31	19.38%	58.0	6	20	4	1
\$125,001 - \$200,000	42	26.25%	32.5	5	28	8	1
\$200,001 - \$275,000	19	11.88%	41.0	0	11	6	2
\$275,001 - \$500,000	24	15.00%	86.0	1	8	8	7
\$500,001 and up	16	10.00%	57.0	0	1	10	5
<b>Total Active Inventory by Units</b>	<b>160</b>			<b>23</b>	<b>81</b>	<b>39</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>35,518,908</b>	<b>100%</b>	<b>54.0</b>	<b>2.26M</b>	<b>13.11M</b>	<b>12.59M</b>	<b>7.56M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$151,175</b>			<b>\$82,000</b>	<b>\$140,000</b>	<b>\$247,500</b>	<b>\$400,000</b>

# April 2020



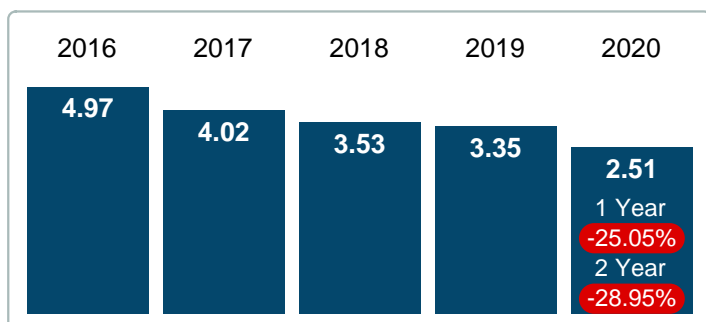
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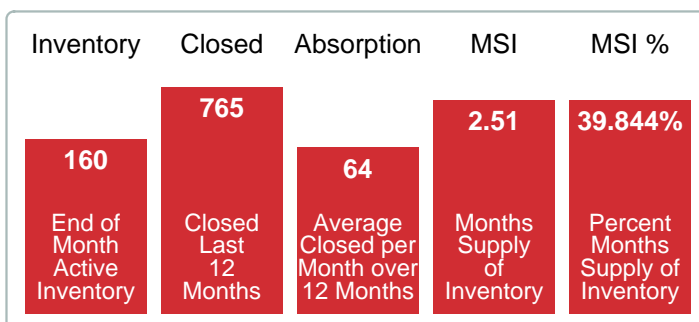
## MONTHS SUPPLY of INVENTORY (MSI)

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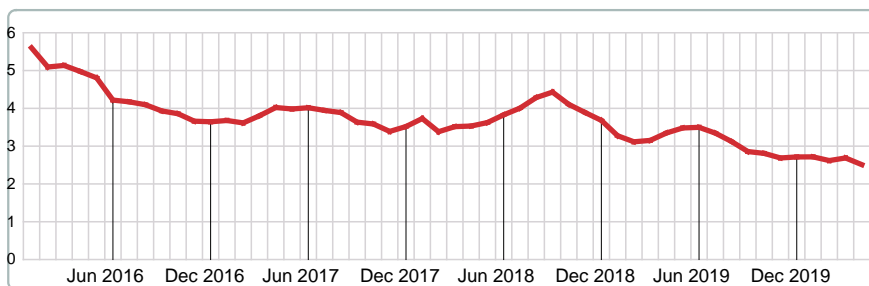
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

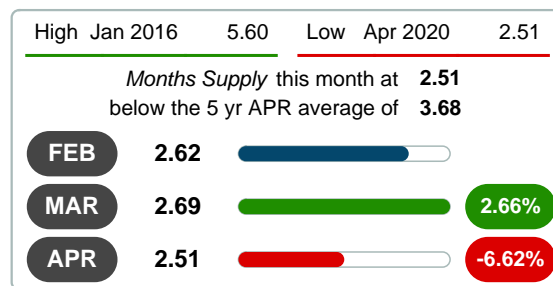


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.68



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	7.50%	2.94	4.67	1.60	12.00	0.00
\$50,001 - \$75,000	16	10.00%	3.62	2.67	3.27	12.00	0.00
\$75,001 - \$125,000	31	19.38%	2.00	2.00	1.79	3.20	12.00
\$125,001 - \$200,000	42	26.25%	1.74	3.00	1.52	2.09	6.00
\$200,001 - \$275,000	19	11.88%	2.11	0.00	1.94	2.25	4.80
\$275,001 - \$500,000	24	15.00%	4.06	0.00	3.84	2.59	9.33
\$500,001 and up	16	10.00%	21.33	0.00	12.00	30.00	20.00
Market Supply of Inventory (MSI)			2.51	2.88	1.90	3.42	10.20
Total Active Inventory by Units		100%	2.51	23	81	39	17

# April 2020



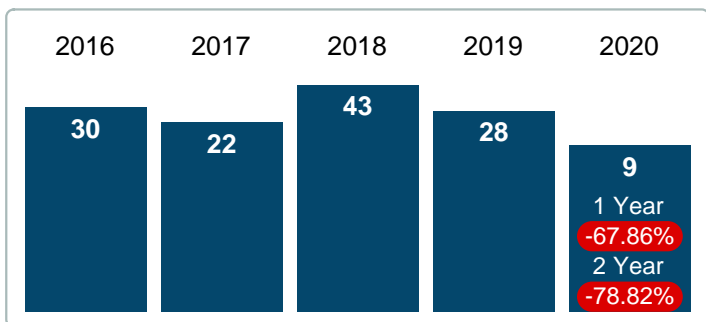
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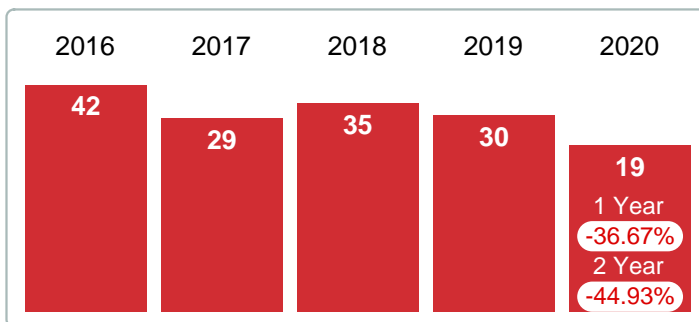
## MEDIAN DAYS ON MARKET TO SALE

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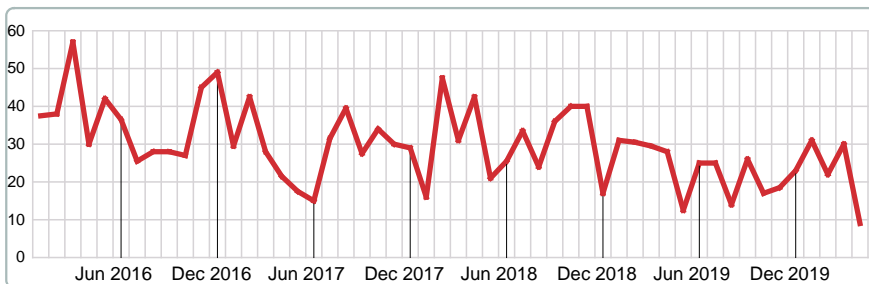
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

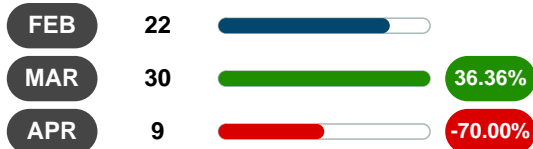


### 3 MONTHS

5 year APR AVG = 26

High Mar 2016 57 Low Apr 2020 9

Median Days on Market to Sale this month at 9 below the 5 yr APR average of 26



### 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
\$75,000 and less	6.25%	46	0	46	0	0
\$75,001 - \$125,000	15.63%	11	15	9	0	0
\$125,001 - \$125,000	0.00%	11	0	0	0	0
\$125,001 - \$175,000	32.81%	4	2	4	57	0
\$175,001 - \$200,000	15.63%	25	0	25	88	0
\$200,001 - \$325,000	18.75%	9	0	10	7	0
\$325,001 and up	10.94%	7	0	0	7	22
Median Closed DOM		9	9	9	9	22
Total Closed Units	100%	64	2	50	10	2
Total Closed Volume		12,596,509	221.50K	7.88M	3.75M	741.50K



# April 2020



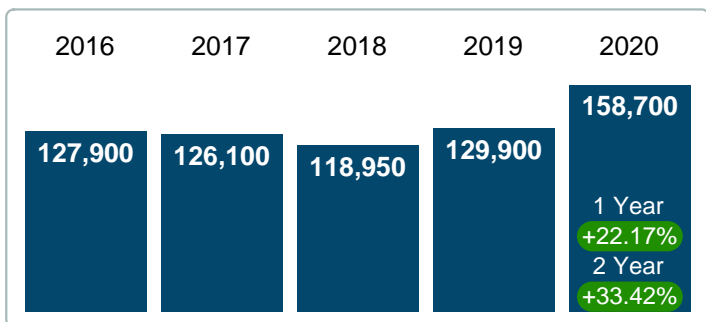
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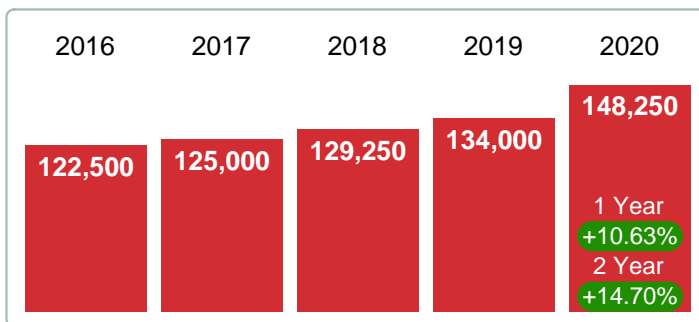
## MEDIAN LIST PRICE AT CLOSING

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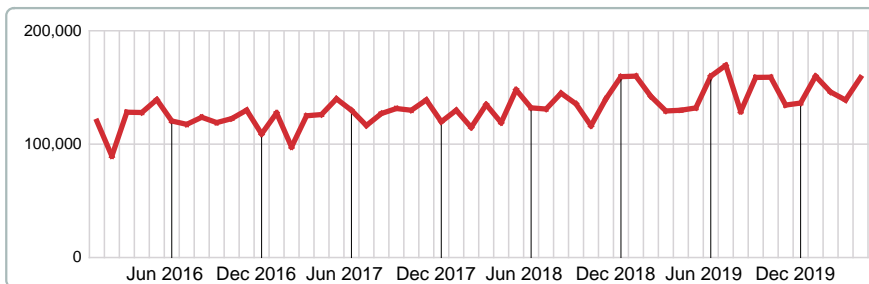
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

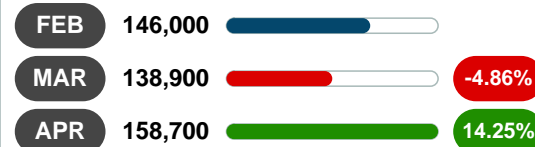


### 3 MONTHS

5 year APR AVG = 132,310

High Jul 2019 169,500 Low Feb 2016 89,500

Median List Price at Closing this month at **158,700**  
above the 5 yr APR average of **132,310**



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

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	4.69%	68,000	0	68,000	0	0
\$75,001 - \$125,000	13	20.31%	110,000	84,500	112,450	0	0
\$125,001 - \$125,000	0	0.00%	110,000	0	0	0	0
\$125,001 - \$175,000	22	34.38%	149,250	142,000	149,250	165,000	0
\$175,001 - \$200,000	6	9.38%	191,700	0	191,500	194,900	0
\$200,001 - \$325,000	13	20.31%	254,800	0	225,000	258,450	0
\$325,001 and up	7	10.94%	375,000	0	0	375,000	387,450
Median List Price			158,700	113,250	149,250	296,200	387,450
Total Closed Units		100%	158,700	2	50	10	2
Total Closed Volume			12,853,050	226.50K	8.01M	3.84M	774.90K



# April 2020



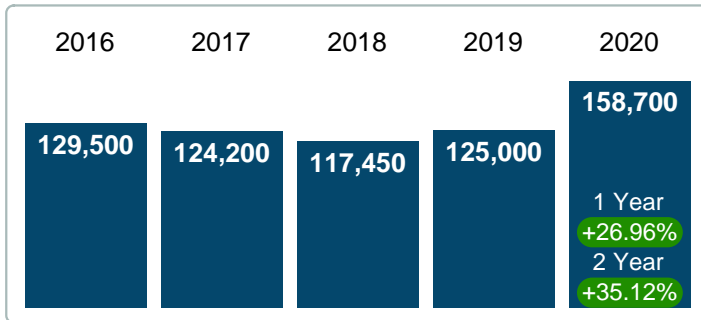
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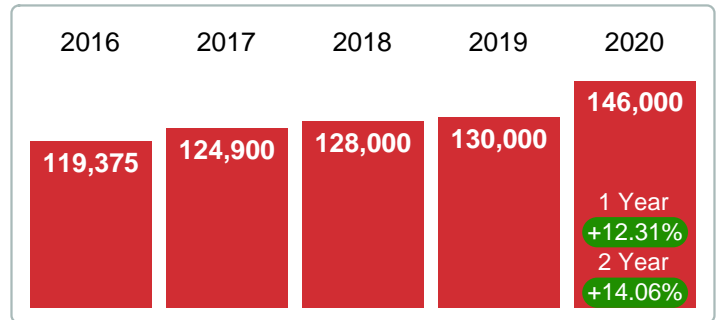
## MEDIAN SOLD PRICE AT CLOSING

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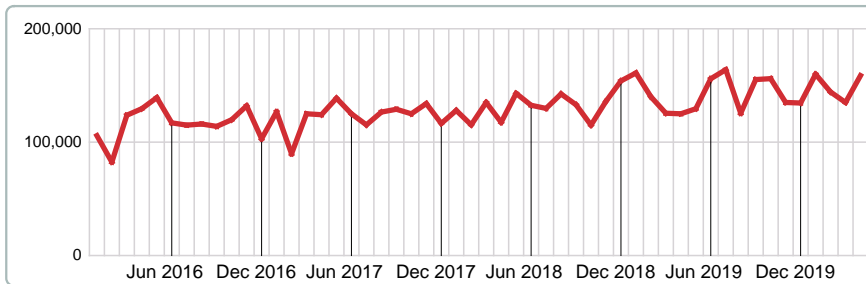
### APRIL



### YEAR TO DATE (YTD)

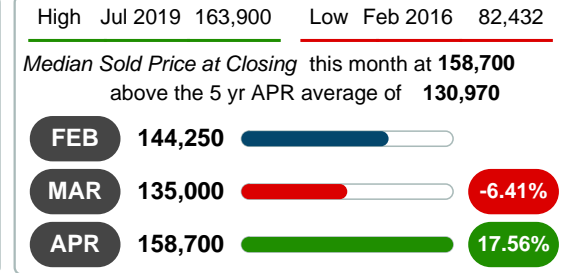


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 130,970



### 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
\$75,000 and less	4	6.25%	56,000	0	56,000	0	0
\$75,001 - \$125,000	10	15.63%	105,500	84,500	106,000	0	0
\$125,001 - \$175,000	21	32.81%	145,000	137,000	145,000	155,000	0
\$175,001 - \$200,000	10	15.63%	185,000	0	180,500	193,000	0
\$200,001 - \$325,000	12	18.75%	251,975	0	233,425	256,000	0
\$325,001 and up	7	10.94%	365,000	0	0	365,000	370,750
<b>Median Sold Price</b>			<b>158,700</b>	<b>110,750</b>	<b>148,950</b>	<b>295,250</b>	<b>370,750</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>158,700</b>	<b>2</b>	<b>50</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>12,596,509</b>	<b>221.50K</b>	<b>7.88M</b>	<b>3.75M</b>	<b>741.50K</b>

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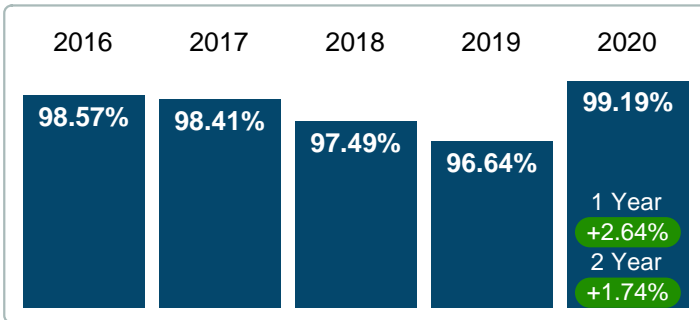
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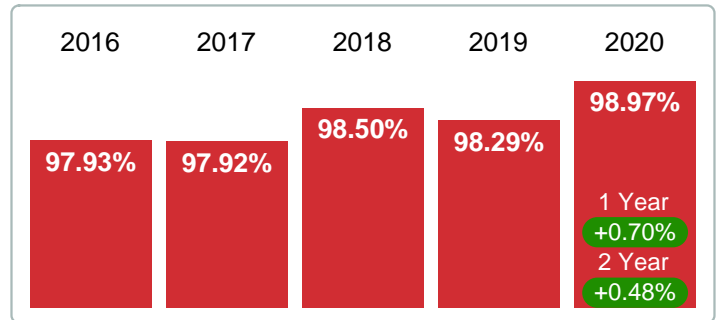
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

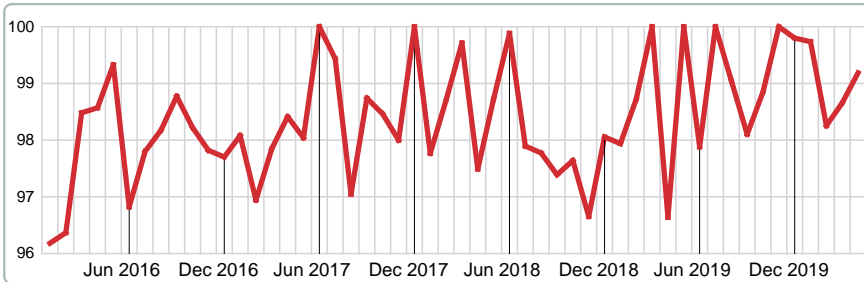
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

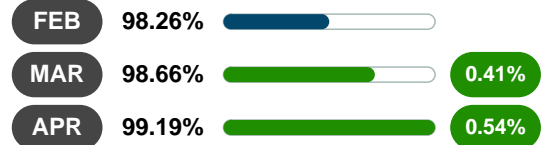


### 3 MONTHS

5 year APR AVG = 98.06%

High Nov 2019 100.00% Low Jan 2016 96.18%

Median Sold/List Ratio this month at **99.19%**  
above the 5 yr APR average of **98.06%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	<div style="width: 6.25%;"></div> 4	6.25%	93.87%	0.00%	93.87%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 15.63%;"></div> 10	15.63%	98.78%	100.00%	97.56%	0.00%	0.00%
\$125,001 - \$175,000	<div style="width: 0%;"></div> 0	0.00%	98.78%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$200,000	<div style="width: 32.81%;"></div> 21	32.81%	100.00%	96.48%	100.00%	93.94%	0.00%
\$200,001 - \$250,000	<div style="width: 15.63%;"></div> 10	15.63%	99.02%	0.00%	98.84%	99.04%	0.00%
\$250,001 - \$325,000	<div style="width: 18.75%;"></div> 12	18.75%	98.15%	0.00%	97.94%	99.06%	0.00%
\$325,001 and up	<div style="width: 10.94%;"></div> 7	10.94%	97.33%	0.00%	0.00%	97.65%	95.61%
Median Sold/List Ratio	99.19%			98.24%	99.74%	98.33%	95.61%
Total Closed Units	64	100%	99.19%	2	50	10	2
Total Closed Volume	12,596,509			221.50K	7.88M	3.75M	741.50K

# April 2020



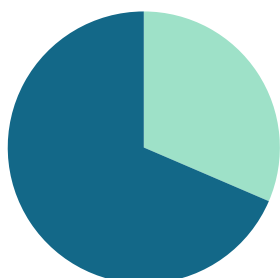
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

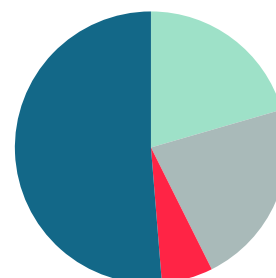


**Inventory**  
 New Listings  
**78 = 31.45%**  
 Start Inventory  
**170**  
 Total Inventory Units  
**248**  
 Volume  
**\$54,394,008**

### Market Activity

Closed Sales  
**64 = 20.51%**  
 Pending Sales  
**69 = 22.12%**  
 Other Off Market  
**19 = 6.09%**  
 Active Inventory  
**160 = 51.28%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	64	10.34%	221	208	-5.88%
Pending Sales	81	69	-14.81%	287	253	-11.85%
New Listings	112	78	-30.36%	381	347	-8.92%
Median List Price	129,900	158,700	22.17%	134,000	148,250	10.63%
Median Sale Price	125,000	158,700	26.96%	130,000	146,000	12.31%
Median Percent of Selling Price to List Price	96.64%	99.19%	2.64%	98.29%	98.97%	0.70%
Median Days on Market to Sale	28.00	9.00	-67.86%	30.00	19.00	-36.67%
Monthly Inventory	197	160	-18.78%	197	160	-18.78%
Months Supply of Inventory	3.35	2.51	-25.05%	3.35	2.51	-25.05%

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

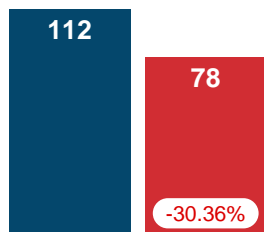
**Inventory** on April 30, 2020 = **160**

**2019** **2020**

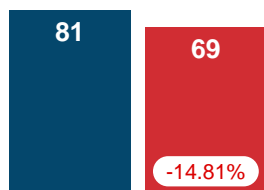
### APRIL MARKET

### MEDIAN PRICES

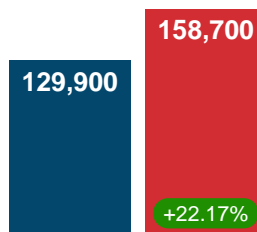
#### New Listings



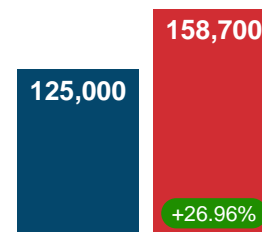
#### Pending Listings



#### List Price



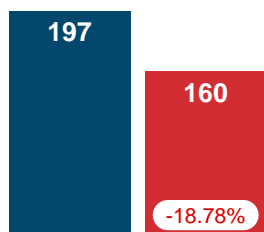
#### Sale Price



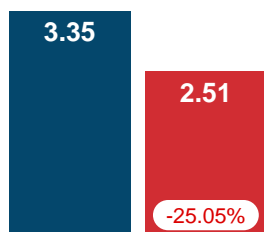
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

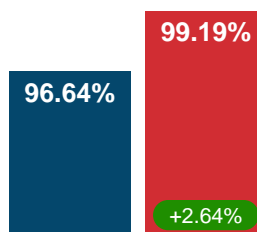
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

