

January 2020



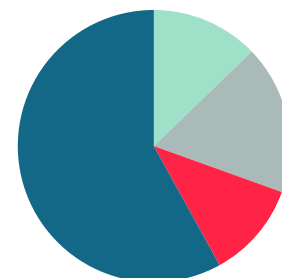
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	35	39	11.43%
Pending Listings	77	54	-29.87%
New Listings	91	89	-2.20%
Average List Price	178,081	174,903	-1.78%
Average Sale Price	171,995	171,735	-0.15%
Average Percent of Selling Price to List Price	96.27%	97.32%	1.09%
Average Days on Market to Sale	50.77	39.92	-21.37%
End of Month Inventory	188	177	-5.85%
Months Supply of Inventory	3.27	2.72	-17.05%



■ Closed (12.79%)
■ Pending (17.70%)
■ Other OffMarket (11.48%)
■ Active (58.03%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of January 31, 2020 = **177**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **5.85%** to 177 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 **2.72** 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 **0.15%** in January 2020 to \$171,735 versus the previous year at \$171,995.

Average Days on Market Shortens

The average number of **39.92** days that homes spent on the market before selling decreased by 10.85 days or **21.37%** in January 2020 compared to last year's same month at **50.77** DOM.

Sales Success for January 2020 is Positive

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

There were 89 New Listings in January 2020, down **2.20%** from last year at 91. Furthermore, there were 39 Closed Listings this month versus last year at 35, a **11.43%** increase.

Closed versus Listed trends yielded a **43.8%** ratio, up from previous year's, January 2019, at **38.5%**, a **13.93%** 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

January 2020



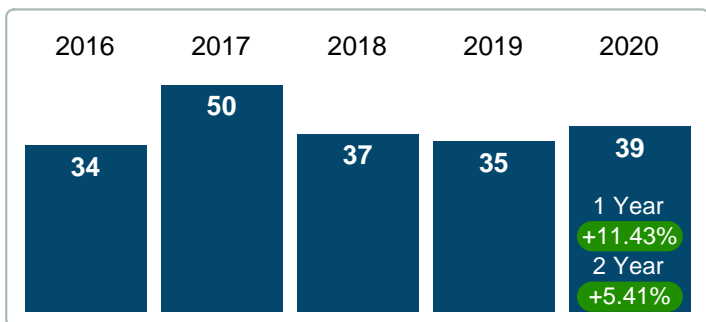
Area Delimited by County Of Creek - Residential Property Type



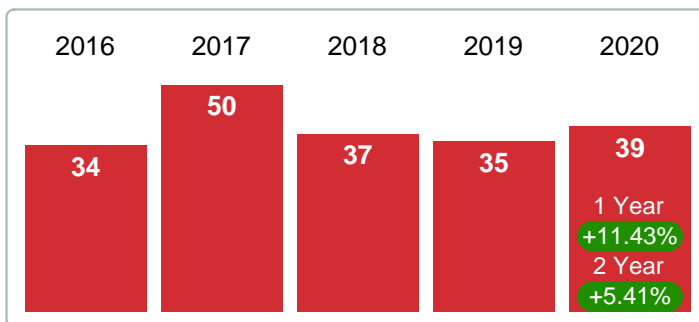
CLOSED LISTINGS

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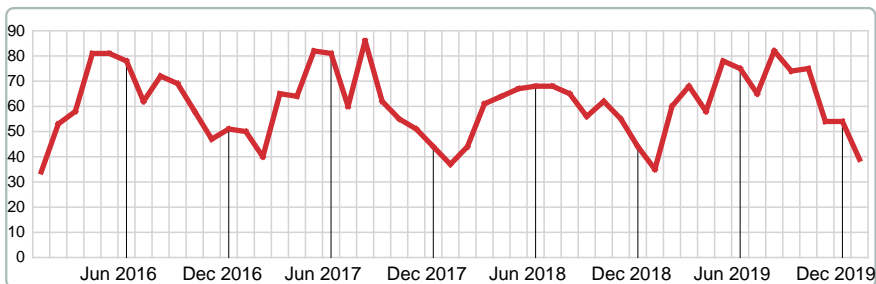
JANUARY



YEAR TO DATE (YTD)

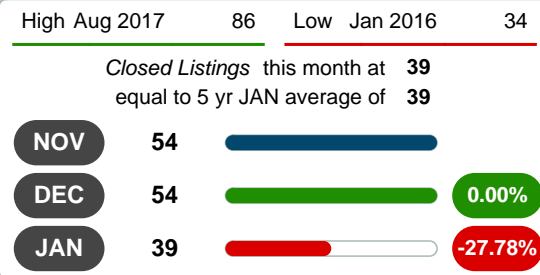


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 39



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	1	2.56%	18.0	0	1	0	0
\$50,001 - \$75,000	3	7.69%	30.3	1	1	1	0
\$75,001 - \$125,000	8	20.51%	35.8	0	6	2	0
\$125,001 - \$175,000	10	25.64%	57.6	1	8	1	0
\$175,001 - \$200,000	6	15.38%	33.7	0	6	0	0
\$200,001 - \$250,000	6	15.38%	25.2	0	5	1	0
\$250,001 and up	5	12.82%	46.6	0	1	2	2
Total Closed Units	39			2	28	7	2
Total Closed Volume	6,697,650	100%	39.9	220.00K	4.35M	1.12M	1.00M
Average Closed Price	\$171,735			\$110,000	\$155,427	\$160,114	\$502,450

January 2020



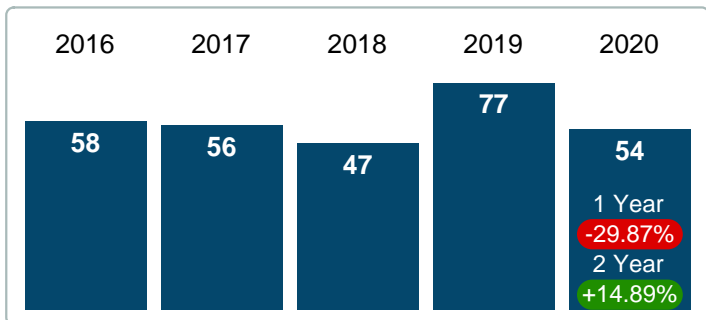
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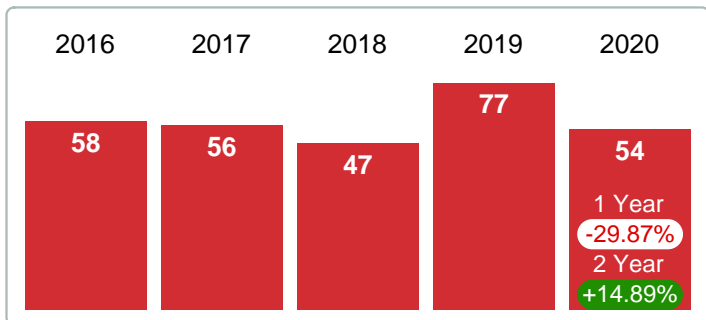
PENDING LISTINGS

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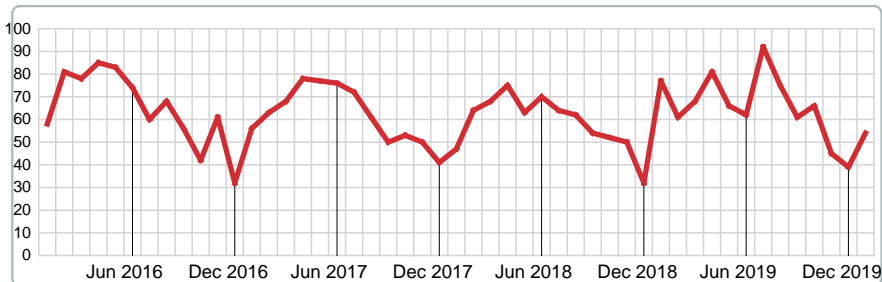
JANUARY



YEAR TO DATE (YTD)

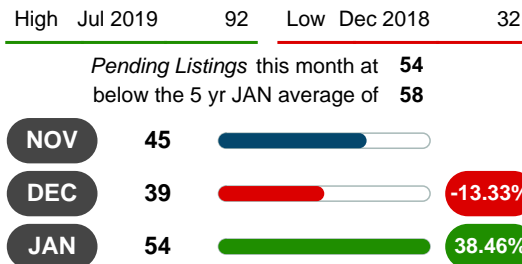


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



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	5	9.26%	11.6	2	3	0	0
\$75,001 - \$100,000	5	9.26%	24.2	0	5	0	0
\$100,001 - \$125,000	7	12.96%	27.1	1	6	0	0
\$125,001 - \$150,000	11	20.37%	44.9	1	9	1	0
\$150,001 - \$200,000	12	22.22%	37.2	0	10	2	0
\$200,001 - \$250,000	7	12.96%	48.7	0	6	1	0
\$250,001 and up	7	12.96%	33.3	0	2	4	1
Total Pending Units	54			4	41	8	1
Total Pending Volume	9,995,671	100%	35.5	313.40K	6.27M	3.14M	269.90K
Average Listing Price	\$181,183			\$78,350	\$152,903	\$392,919	\$269,900

January 2020



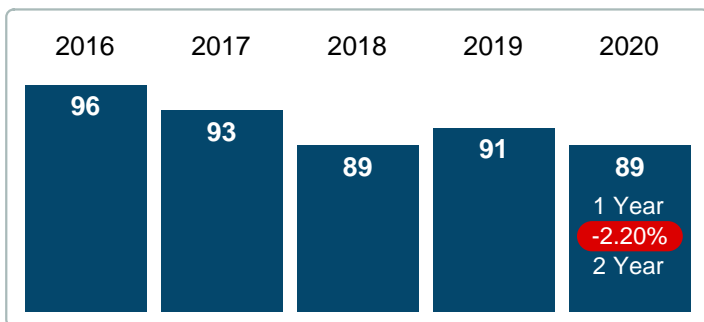
Area Delimited by County Of Creek - Residential Property Type



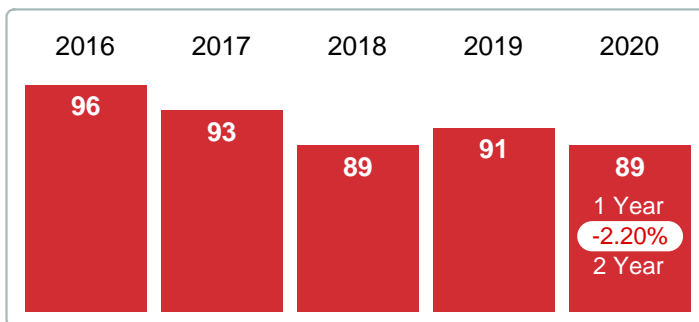
NEW LISTINGS

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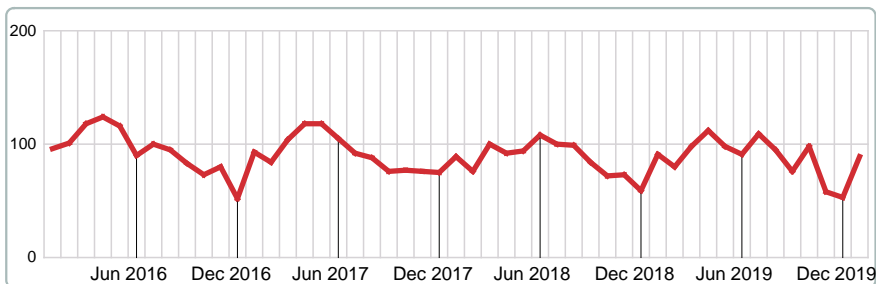
JANUARY



YEAR TO DATE (YTD)

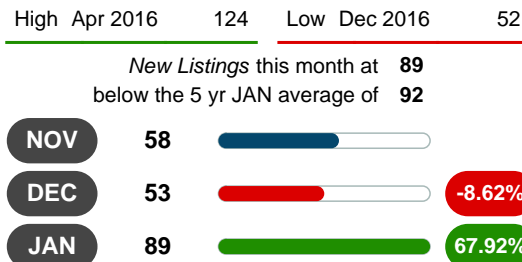


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 92



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	6.74%	3	3	0	0
\$50,001 - \$75,000	7	7.87%	4	1	1	1
\$75,001 - \$100,000	9	10.11%	3	5	1	0
\$100,001 - \$150,000	25	28.09%	1	17	7	0
\$150,001 - \$225,000	20	22.47%	1	17	2	0
\$225,001 - \$375,000	12	13.48%	0	7	3	2
\$375,001 and up	10	11.24%	1	1	5	3
Total New Listed Units	89		13	51	19	6
Total New Listed Volume	17,637,342	100%	1.30M	8.56M	4.48M	3.29M
Average New Listed Listing Price	\$158,160		\$100,162	\$167,919	\$236,024	\$547,817

January 2020



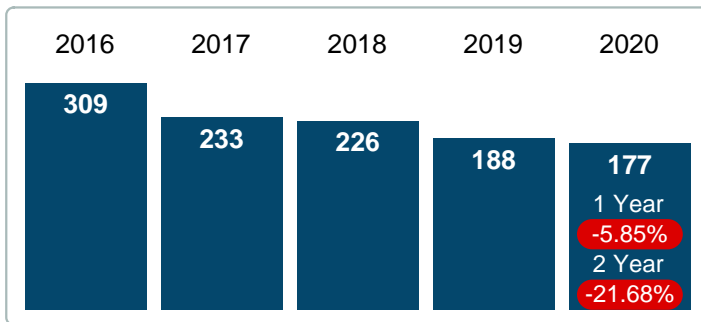
Area Delimited by County Of Creek - Residential Property Type



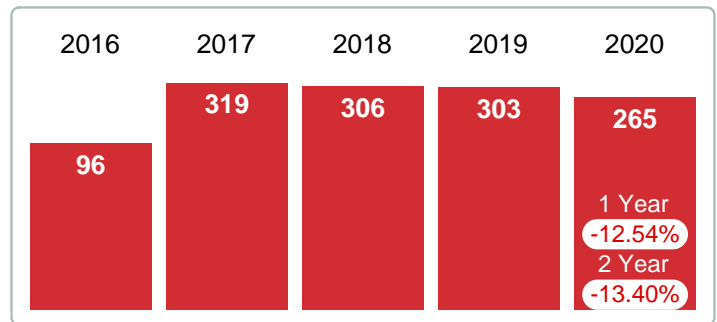
ACTIVE INVENTORY

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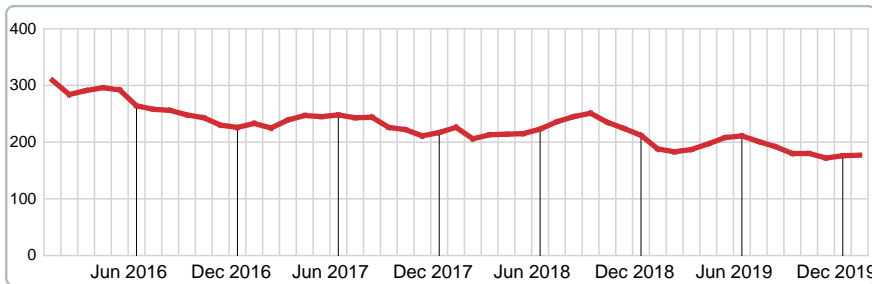
END OF JANUARY



ACTIVE DURING JANUARY

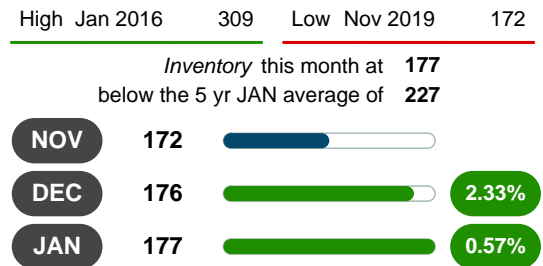


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 227



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	11	6.21%	80.8	6	4	1	0
\$50,001 - \$75,000	18	10.17%	73.6	6	8	3	1
\$75,001 - \$100,000	24	13.56%	69.3	8	15	1	0
\$100,001 - \$175,000	52	29.38%	64.5	2	40	10	0
\$175,001 - \$300,000	31	17.51%	69.5	0	17	12	2
\$300,001 - \$475,000	22	12.43%	78.3	1	4	11	6
\$475,001 and up	19	10.73%	85.7	1	1	15	2
Total Active Inventory by Units	177			24	89	53	11
Total Active Inventory by Volume	39,762,550	100%	72.0	2.45M	13.70M	18.31M	5.30M
Average Active Inventory Listing Price	\$224,647			\$102,017	\$153,901	\$345,514	\$482,245

January 2020



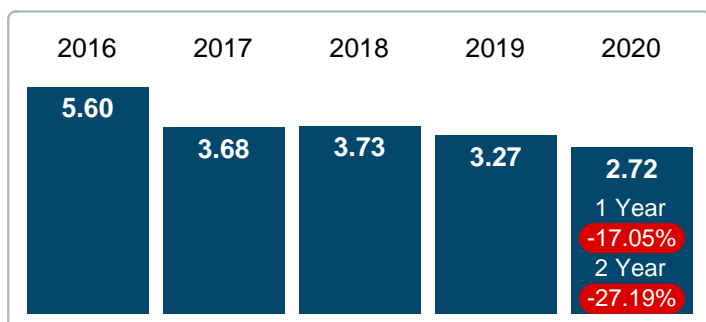
Area Delimited by County Of Creek - Residential Property Type



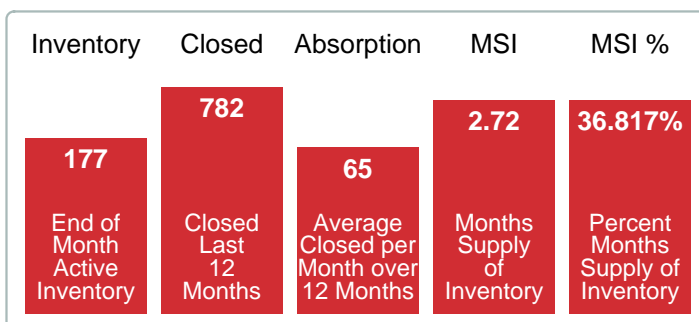
MONTHS SUPPLY of INVENTORY (MSI)

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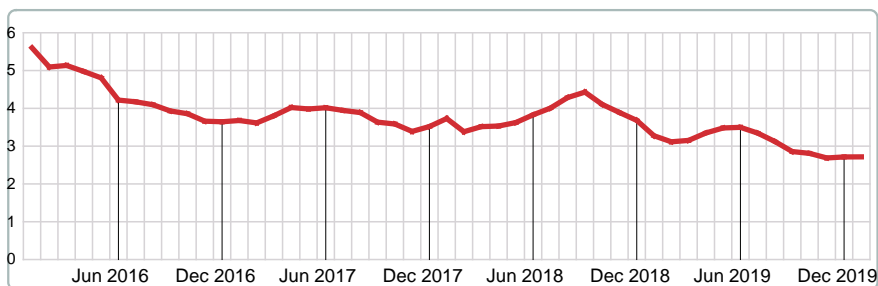
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

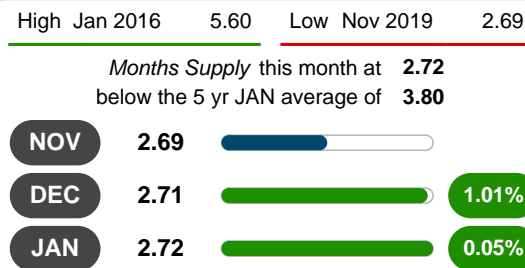


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.80



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
\$60,000 and less	16	9.04%	2.31	3.10	1.50	6.00	0.00
\$60,001 - \$80,000	21	11.86%	4.27	3.33	3.60	0.00	12.00
\$80,001 - \$110,000	19	10.73%	2.07	3.65	1.74	1.33	0.00
\$110,001 - \$190,000	53	29.94%	1.92	0.80	1.93	2.64	0.00
\$190,001 - \$310,000	27	15.25%	2.19	0.00	2.25	2.14	3.43
\$310,001 - \$480,000	23	12.99%	6.57	0.00	4.00	5.54	18.00
\$480,001 and up	18	10.17%	27.00	12.00	12.00	84.00	6.00
Market Supply of Inventory (MSI)			2.72	2.67	2.11	4.33	6.29
Total Active Inventory by Units		100%	2.72	24	89	53	11

January 2020



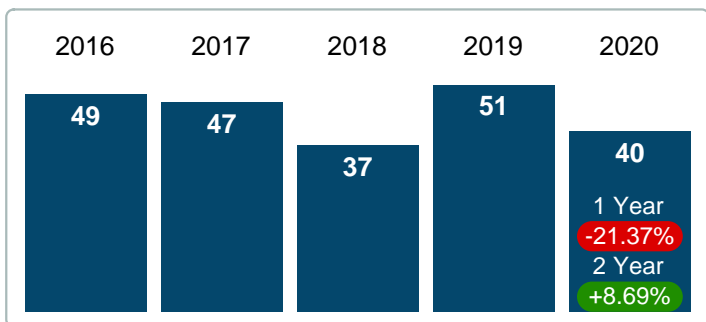
Area Delimited by County Of Creek - Residential Property Type



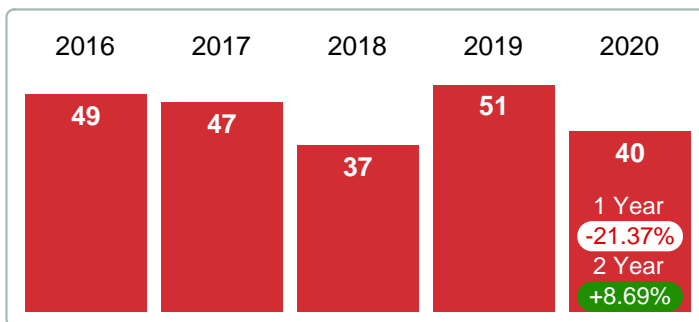
AVERAGE DAYS ON MARKET TO SALE

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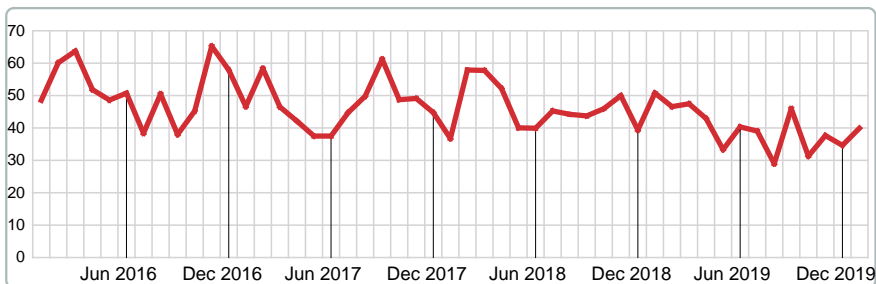
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

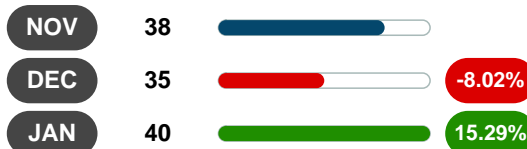


3 MONTHS

5 year JAN AVG = 45

High Nov 2016 65 Low Aug 2019 29

Average Days on Market to Sale this month at 40 below the 5 yr JAN 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	2.56%	18	0	18	0	0
\$50,001 - \$75,000	7.69%	30	2	1	88	0
\$75,001 - \$125,000	20.51%	36	0	29	55	0
\$125,001 - \$175,000	25.64%	58	14	65	46	0
\$175,001 - \$200,000	15.38%	34	0	34	0	0
\$200,001 - \$250,000	15.38%	25	0	20	52	0
\$250,001 and up	12.82%	47	0	82	18	58
Average Closed DOM		40	8	39	47	58
Total Closed Units	100%	40	2	28	7	2
Total Closed Volume		6,697,650	220.00K	4.35M	1.12M	1.00M

January 2020



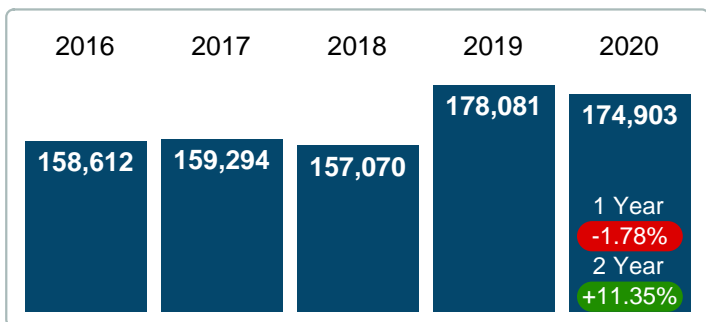
Area Delimited by County Of Creek - Residential Property Type



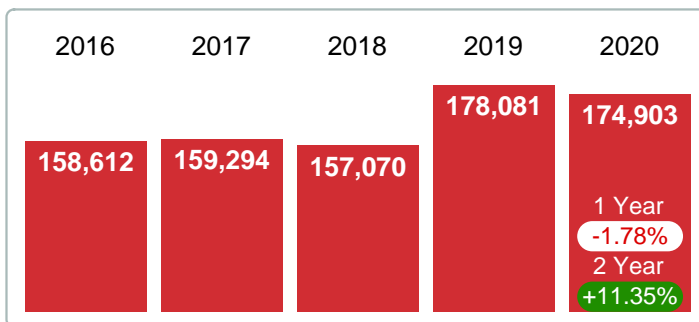
AVERAGE LIST PRICE AT CLOSING

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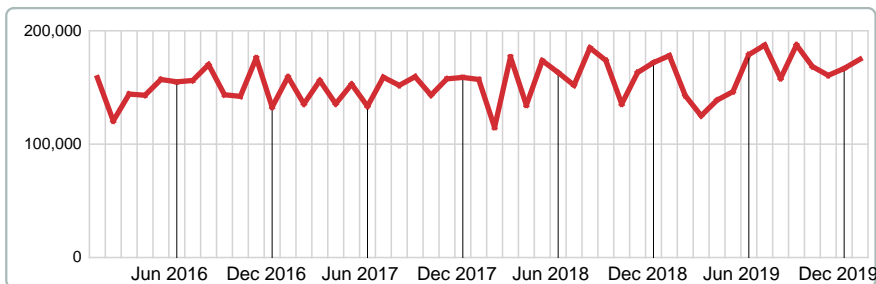
JANUARY



YEAR TO DATE (YTD)

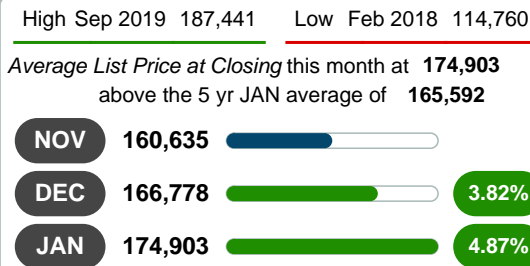


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 165,592



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	1	2.56%	49,900	0	49,900	0	0
\$50,001 - \$75,000	4	10.26%	65,850	60,000	62,500	72,000	0
\$75,001 - \$125,000	7	17.95%	101,614	0	101,050	91,900	0
\$125,001 - \$175,000	11	28.21%	152,591	170,000	145,475	159,900	0
\$175,001 - \$200,000	5	12.82%	193,500	0	194,550	0	0
\$200,001 - \$250,000	7	17.95%	230,129	0	227,200	200,000	0
\$250,001 and up	4	10.26%	384,925	0	274,900	254,950	502,450
Average List Price			174,903	115,000	159,311	160,800	502,450
Total Closed Units		100%	174,903	2	28	7	2
Total Closed Volume			6,821,200	230.00K	4.46M	1.13M	1.00M

January 2020



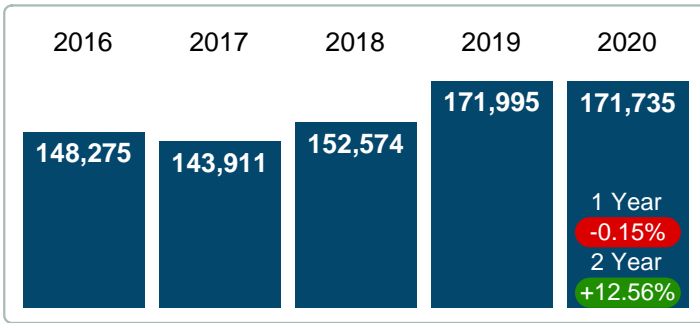
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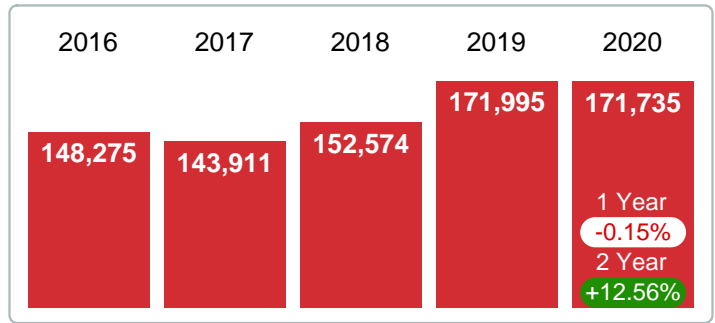
AVERAGE SOLD PRICE AT CLOSING

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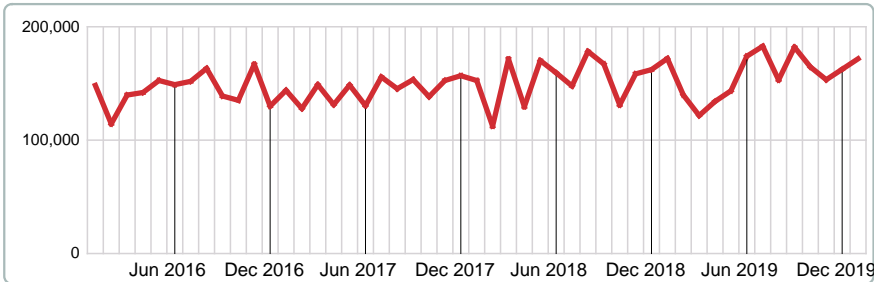
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

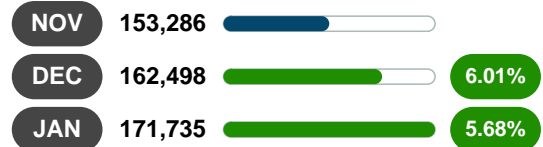


3 MONTHS

5 year JAN AVG = 157,698

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

Average Sold Price at Closing this month at 171,735 above the 5 yr JAN average of 157,698



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	2.56%	30,000	0	30,000	0	0
\$50,001 - \$75,000	7.69%	58,833	60,000	62,500	54,000	0
\$75,001 - \$125,000	20.51%	97,581	0	97,942	96,500	0
\$125,001 - \$175,000	25.64%	146,770	160,000	143,475	159,900	0
\$175,001 - \$200,000	15.38%	188,833	0	188,833	0	0
\$200,001 - \$250,000	15.38%	220,500	0	224,200	202,000	0
\$250,001 and up	12.82%	357,360	0	270,000	255,950	502,450
Average Sold Price		171,735	110,000	155,427	160,114	502,450
Total Closed Units	100%	171,735	2	28	7	2
Total Closed Volume		6,697,650	220.00K	4.35M	1.12M	1.00M

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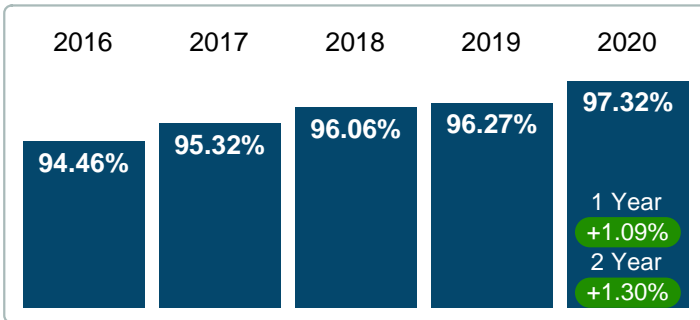
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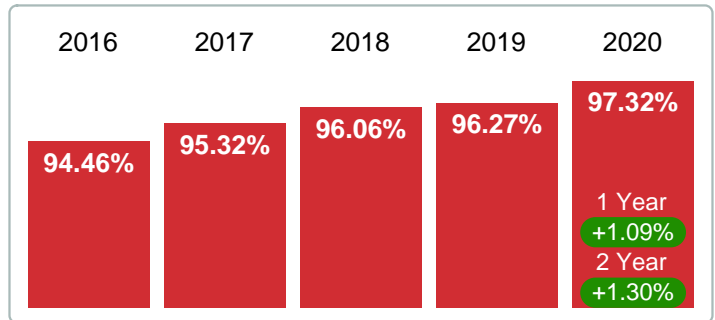
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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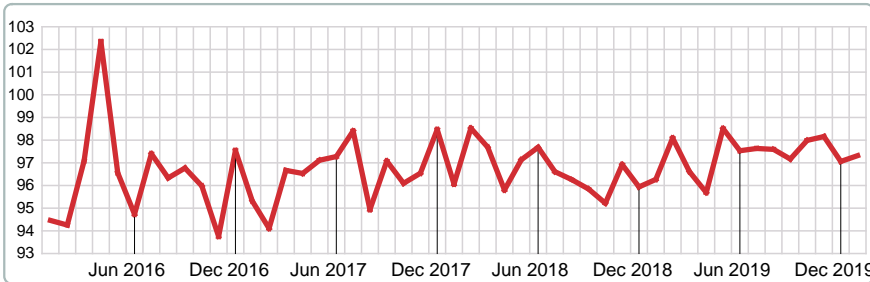
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.89%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.32%**
above the 5 yr JAN average of **95.89%**



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	1	2.56%	60.12%	0.00%	60.12%	0.00%	0.00%
\$50,001 - \$75,000	3	7.69%	91.67%	100.00%	100.00%	75.00%	0.00%
\$75,001 - \$125,000	8	20.51%	99.71%	0.00%	97.00%	107.81%	0.00%
\$125,001 - \$175,000	10	25.64%	98.52%	94.12%	98.89%	100.00%	0.00%
\$175,001 - \$200,000	6	15.38%	97.38%	0.00%	97.38%	0.00%	0.00%
\$200,001 - \$250,000	6	15.38%	99.01%	0.00%	98.61%	101.00%	0.00%
\$250,001 and up	5	12.82%	99.80%	0.00%	98.22%	100.40%	100.00%
Average Sold/List Ratio		97.30%		97.06%	96.74%	98.92%	100.00%
Total Closed Units		39	100%	2	28	7	2
Total Closed Volume		6,697,650		220.00K	4.35M	1.12M	1.00M

January 2020



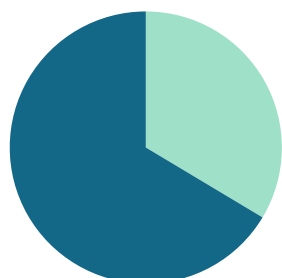
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

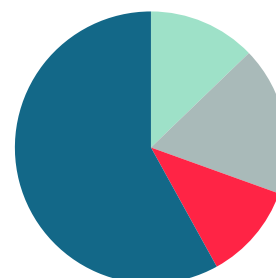


Inventory
 New Listings
89 = 33.58%
 Start Inventory
176
 Total Inventory Units
265
 Volume
\$59,286,571

Market Activity

Closed Sales
39 = 12.79%
 Pending Sales
54 = 17.70%
 Other Off Market
35 = 11.48%
 Active Inventory
177 = 58.03%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	35	39	11.43%	35	39	11.43%
Pending Sales	77	54	-29.87%	77	54	-29.87%
New Listings	91	89	-2.20%	91	89	-2.20%
Average List Price	178,081	174,903	-1.78%	178,081	174,903	-1.78%
Average Sale Price	171,995	171,735	-0.15%	171,995	171,735	-0.15%
Average Percent of Selling Price to List Price	96.27%	97.32%	1.09%	96.27%	97.32%	1.09%
Average Days on Market to Sale	50.77	39.92	-21.37%	50.77	39.92	-21.37%
Monthly Inventory	188	177	-5.85%	188	177	-5.85%
Months Supply of Inventory	3.27	2.72	-17.05%	3.27	2.72	-17.05%

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

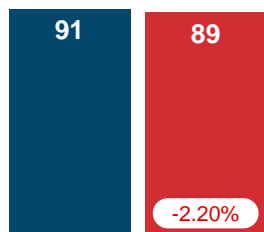
Inventory on January 31, 2020 = **177**

2019 **2020**

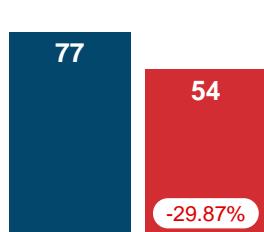
JANUARY MARKET

AVERAGE PRICES

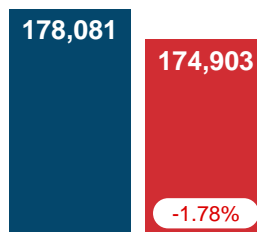
New Listings



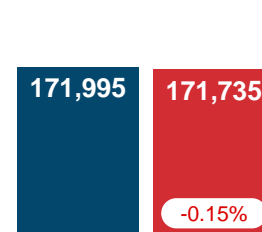
Pending Listings



List Price



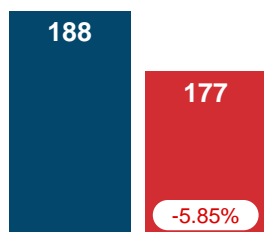
Sale Price



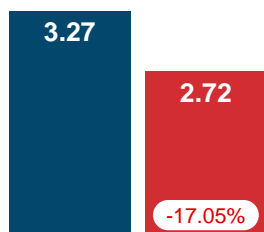
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

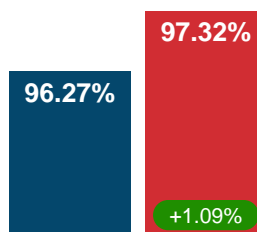
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

