

# January 2020



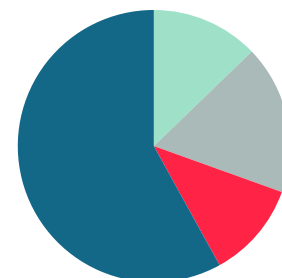
Area Delimited by County Of Creek - Residential Property Type



## 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%
Median List Price	160,000	159,900	-0.06%
Median Sale Price	161,000	159,900	-0.68%
Median Percent of Selling Price to List Price	97.94%	99.74%	1.84%
Median Days on Market to Sale	31.00	31.00	0.00%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.68%** in January 2020 to \$159,900 versus the previous year at \$161,000.

#### Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in January 2020 compared to last year's same month at **31.00** DOM.

#### Sales Success for January 2020 is Positive

Overall, with Median 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

<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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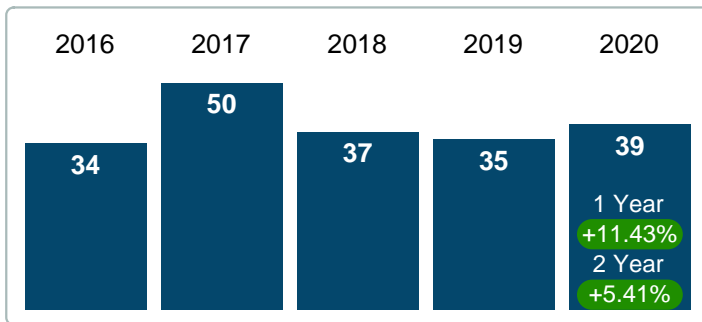
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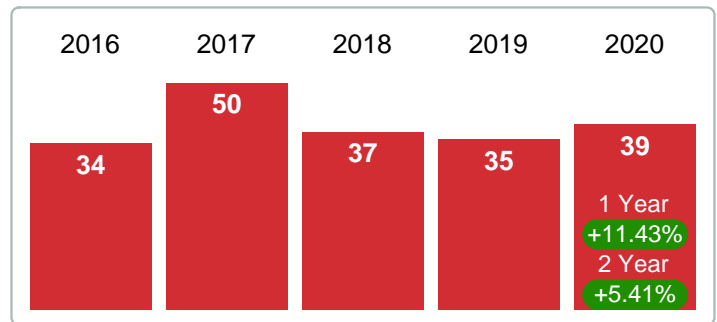
## CLOSED LISTINGS

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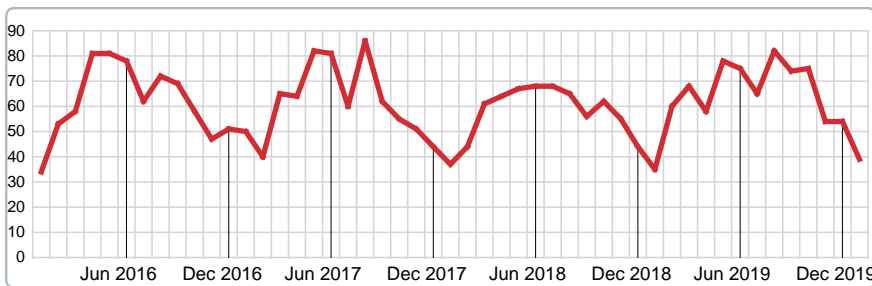
### JANUARY



### YEAR TO DATE (YTD)

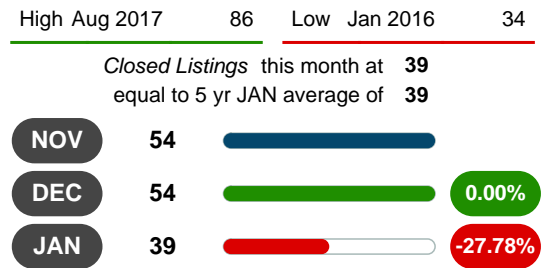


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 39



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	2.0	1	1	1	0
\$75,001 - \$125,000	8	20.51%	24.5	0	6	2	0
\$125,001 - \$175,000	10	25.64%	56.0	1	8	1	0
\$175,001 - \$200,000	6	15.38%	18.0	0	6	0	0
\$200,001 - \$250,000	6	15.38%	27.5	0	5	1	0
\$250,001 and up	5	12.82%	46.0	0	1	2	2
<b>Total Closed Units</b>	<b>39</b>			<b>2</b>	<b>28</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,697,650</b>	<b>100%</b>	<b>31.0</b>	<b>220.00K</b>	<b>4.35M</b>	<b>1.12M</b>	<b>1.00M</b>
<b>Median Closed Price</b>	<b>\$159,900</b>			<b>\$110,000</b>	<b>\$153,900</b>	<b>\$159,900</b>	<b>\$502,450</b>

# January 2020



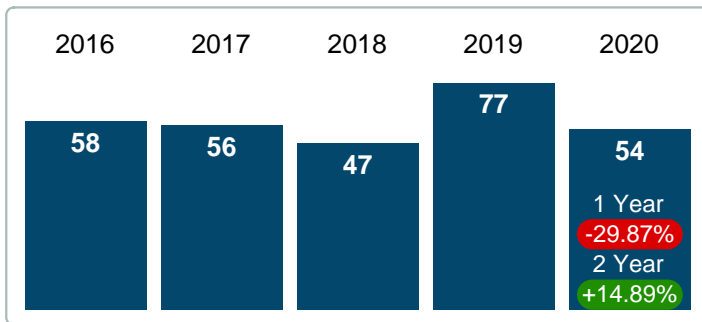
Area Delimited by County Of Creek - Residential Property Type



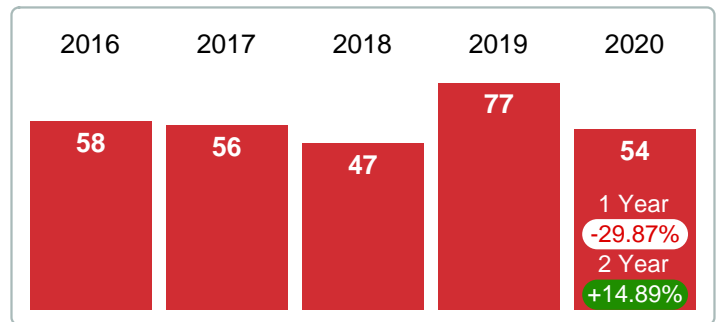
## PENDING LISTINGS

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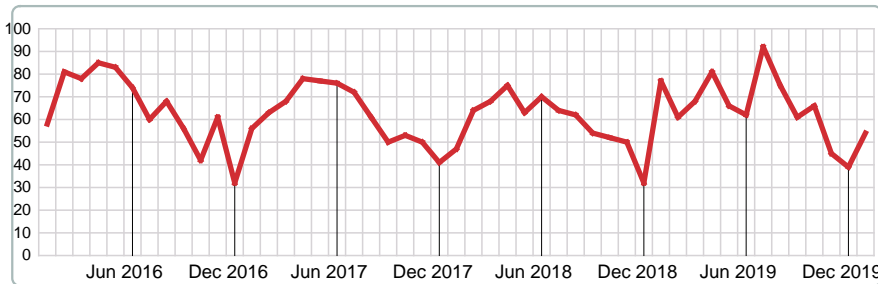
### JANUARY



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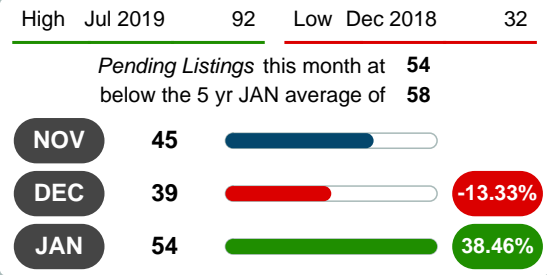


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 58



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	4	7.41%	9.0	2	2	0	0
\$70,001 - \$100,000	6	11.11%	24.0	0	6	0	0
\$100,001 - \$130,000	10	18.52%	15.5	1	9	0	0
\$130,001 - \$170,000	14	25.93%	34.0	1	10	3	0
\$170,001 - \$210,000	6	11.11%	14.5	0	6	0	0
\$210,001 - \$260,000	7	12.96%	17.0	0	6	1	0
\$260,001 and up	7	12.96%	39.0	0	2	4	1
<b>Total Pending Units</b>	<b>54</b>			<b>4</b>	<b>41</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,995,671</b>	<b>100%</b>	<b>20.0</b>	<b>313.40K</b>	<b>6.27M</b>	<b>3.14M</b>	<b>269.90K</b>
<b>Median Listing Price</b>	<b>\$148,950</b>			<b>\$74,950</b>	<b>\$140,000</b>	<b>\$249,450</b>	<b>\$269,900</b>

# January 2020



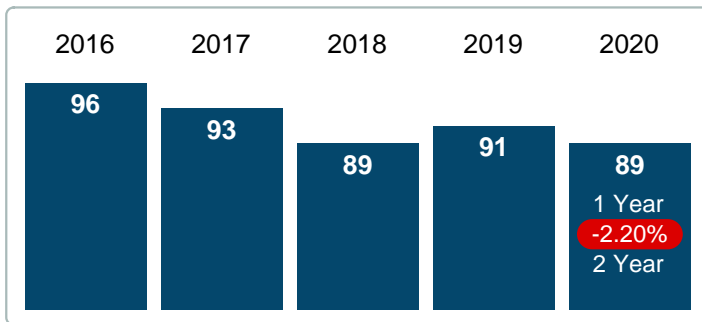
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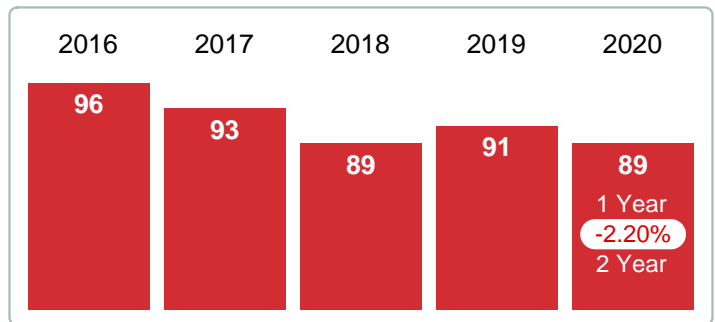
## NEW LISTINGS

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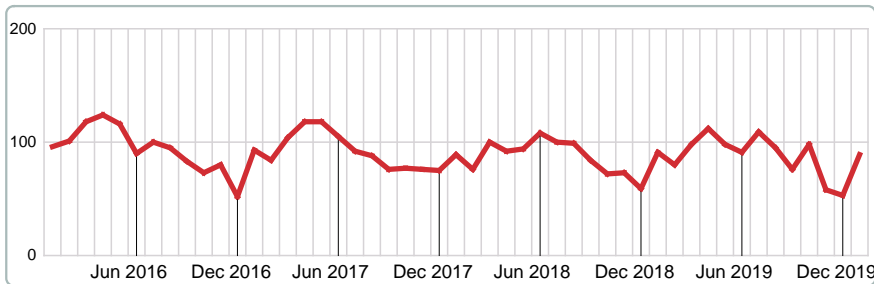
### JANUARY



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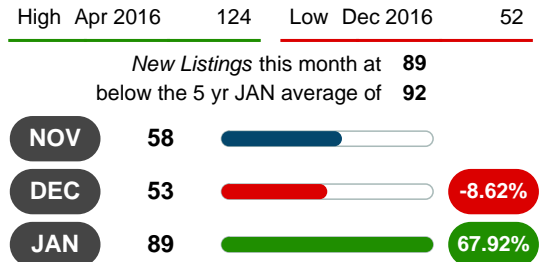


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$60,000 and less	9	10.11%	5	3	1	0
\$60,001 - \$90,000	12	13.48%	5	5	1	1
\$90,001 - \$120,000	11	12.36%	1	9	1	0
\$120,001 - \$170,000	22	24.72%	0	15	7	0
\$170,001 - \$220,000	13	14.61%	1	11	1	0
\$220,001 - \$390,000	13	14.61%	0	7	4	2
\$390,001 and up	9	10.11%	1	1	4	3
<b>Total New Listed Units</b>	<b>89</b>		<b>13</b>	<b>51</b>	<b>19</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>17,637,342</b>	<b>100%</b>	<b>1.30M</b>	<b>8.56M</b>	<b>4.48M</b>	<b>3.29M</b>
<b>Median New Listed Listing Price</b>	<b>\$148,000</b>		<b>\$69,500</b>	<b>\$149,500</b>	<b>\$165,000</b>	<b>\$357,500</b>

# January 2020



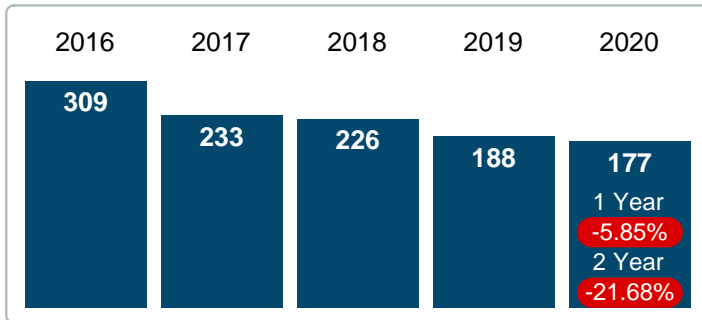
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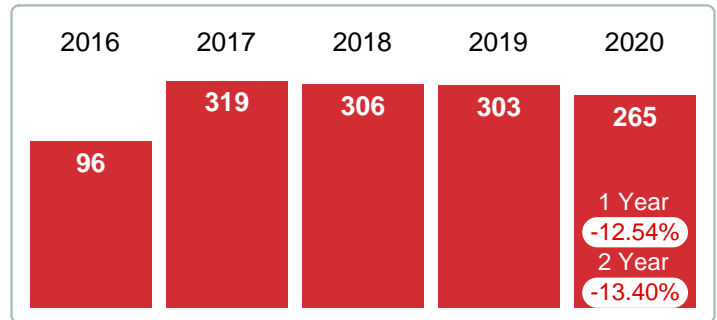
## ACTIVE INVENTORY

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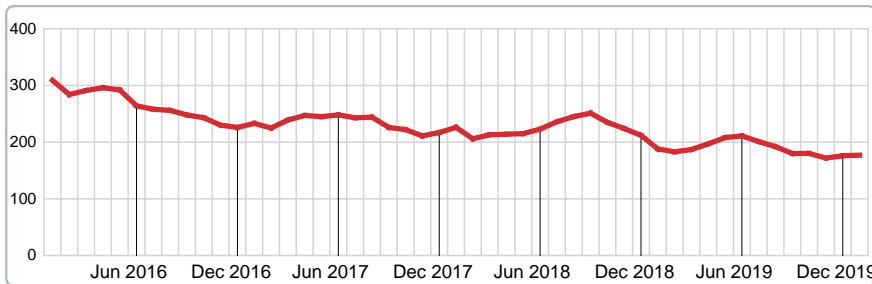
### END OF JANUARY



### ACTIVE DURING JANUARY

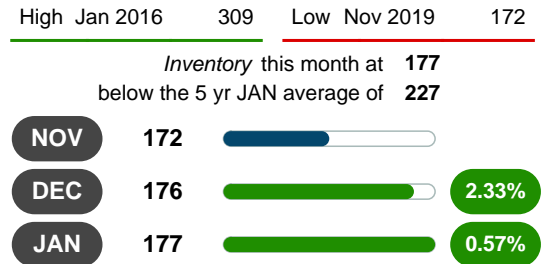


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 227



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	16	9.04%	81.5	8	6	2	0
\$60,001 - \$80,000	21	11.86%	56.0	5	12	3	1
\$80,001 - \$110,000	19	10.73%	77.0	7	11	1	0
\$110,001 - \$190,000	53	29.94%	46.0	2	40	11	0
\$190,001 - \$310,000	27	15.25%	58.0	0	15	10	2
\$310,001 - \$480,000	23	12.99%	65.0	1	4	12	6
\$480,001 and up	18	10.17%	87.0	1	1	14	2
<b>Total Active Inventory by Units</b>	<b>177</b>			<b>24</b>	<b>89</b>	<b>53</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>39,762,550</b>	<b>100%</b>	<b>59.0</b>	<b>2.45M</b>	<b>13.70M</b>	<b>18.31M</b>	<b>5.30M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$150,000</b>			<b>\$76,950</b>	<b>\$142,000</b>	<b>\$256,900</b>	<b>\$399,900</b>

# January 2020



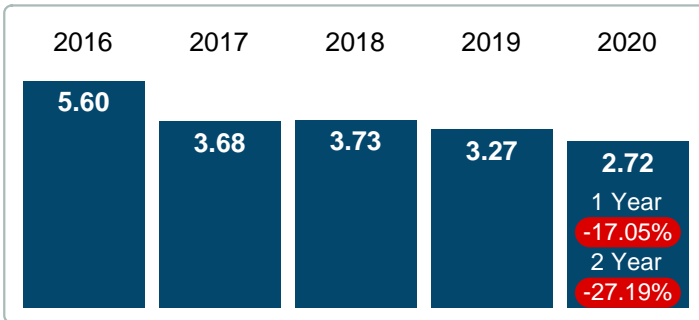
Area Delimited by County Of Creek - Residential Property Type



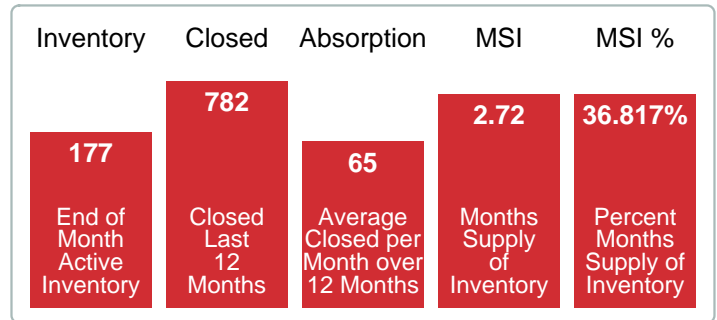
## MONTHS SUPPLY of INVENTORY (MSI)

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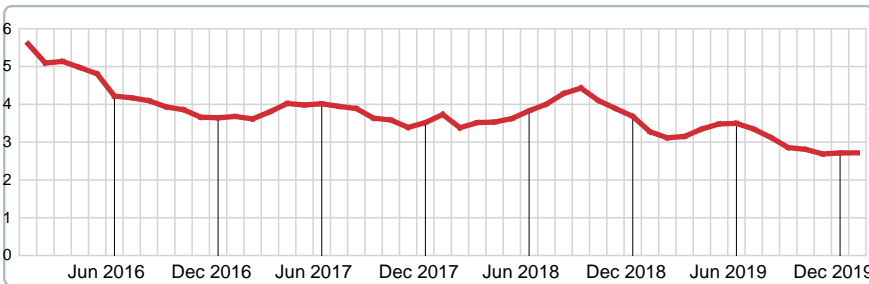
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

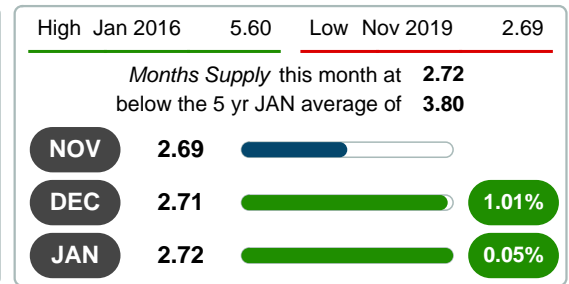


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



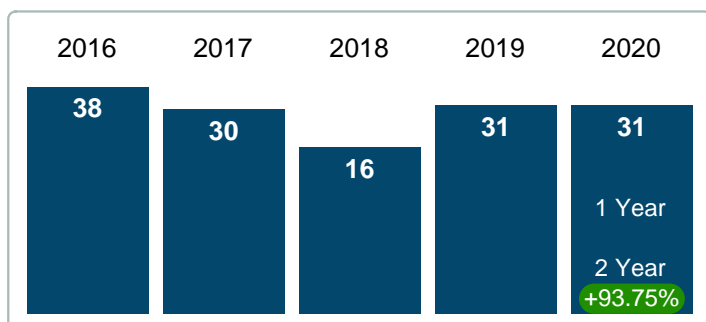
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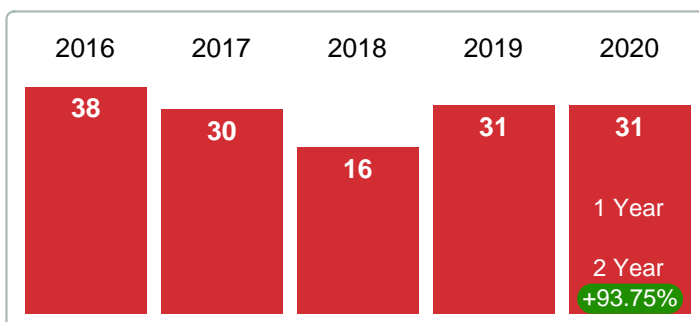
## MEDIAN DAYS ON MARKET TO SALE

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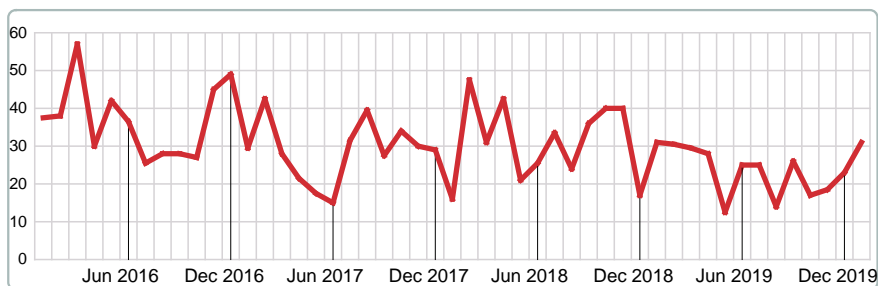
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

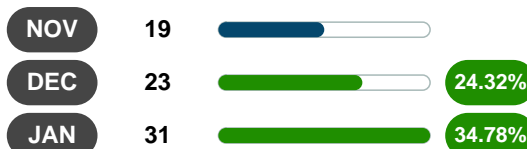


### 3 MONTHS

5 year JAN AVG = 29

High Mar 2016 57 Low May 2019 13

Median Days on Market to Sale this month at 31 above the 5 yr JAN average of 29



### 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
\$50,000 and less	2.56%	18	0	18	0	0
\$50,001 - \$75,000	7.69%	2	2	1	88	0
\$75,001 - \$125,000	20.51%	25	0	24	55	0
\$125,001 - \$175,000	25.64%	56	14	67	46	0
\$175,001 - \$200,000	15.38%	18	0	18	0	0
\$200,001 - \$250,000	15.38%	28	0	24	52	0
\$250,001 and up	12.82%	46	0	82	18	58
Median Closed DOM		31	8	28	46	58
Total Closed Units	100%	39	2	28	7	2
Total Closed Volume		6,697,650	220.00K	4.35M	1.12M	1.00M

# January 2020



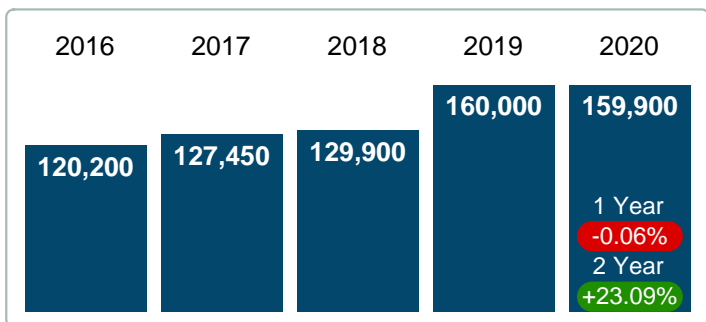
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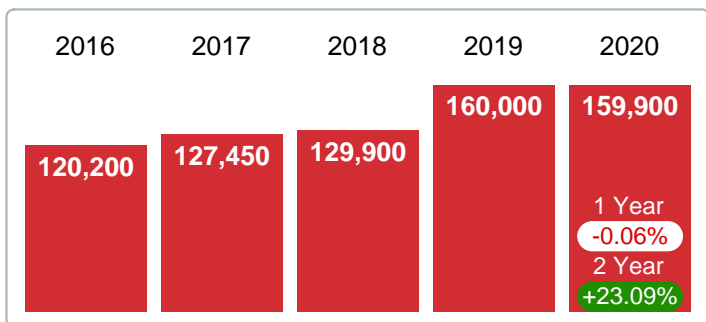
## MEDIAN LIST PRICE AT CLOSING

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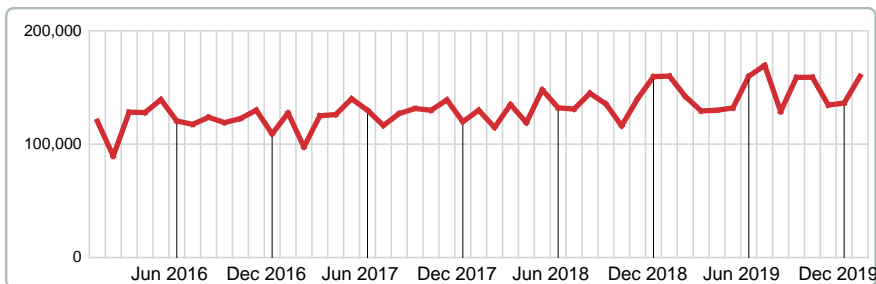
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

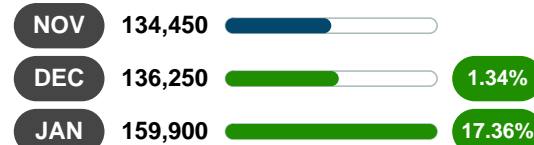


### 3 MONTHS

5 year JAN AVG = 139,490

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

Median List Price at Closing this month at **159,900**  
above the 5 yr JAN average of **139,490**



### 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
\$50,000 and less	2.56%	49,900	0	49,900	0	0
\$50,001 - \$75,000	10.26%	65,700	60,000	62,500	70,450	0
\$75,001 - \$125,000	17.95%	95,000	0	93,500	114,900	0
\$125,001 - \$175,000	28.21%	150,000	170,000	142,000	159,900	0
\$175,001 - \$200,000	12.82%	199,000	0	194,250	200,000	0
\$200,001 - \$250,000	17.95%	225,000	0	224,950	250,000	0
\$250,001 and up	10.26%	272,400	0	274,900	259,900	502,450
<b>Median List Price</b>		<b>159,900</b>	<b>115,000</b>	<b>154,950</b>	<b>159,900</b>	<b>502,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>159,900</b>	<b>2</b>	<b>28</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,821,200</b>	<b>230.00K</b>	<b>4.46M</b>	<b>1.13M</b>	<b>1.00M</b>



# January 2020



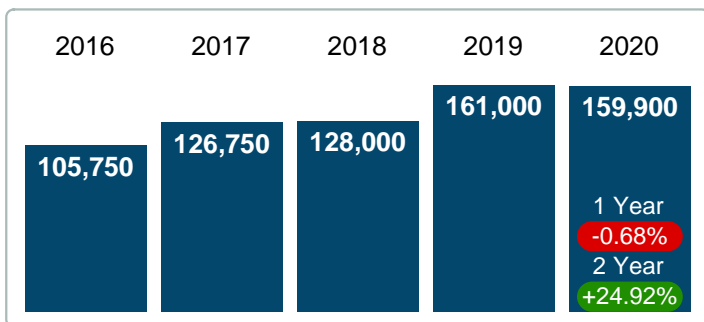
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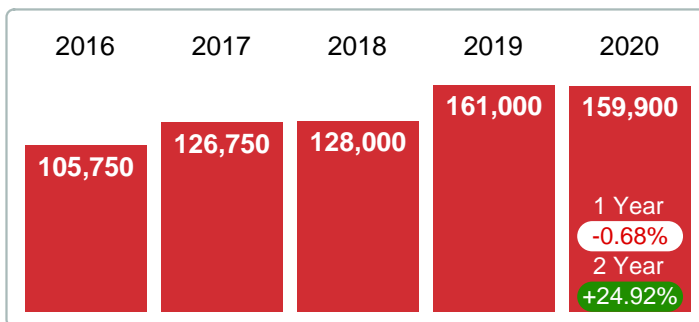
## MEDIAN SOLD PRICE AT CLOSING

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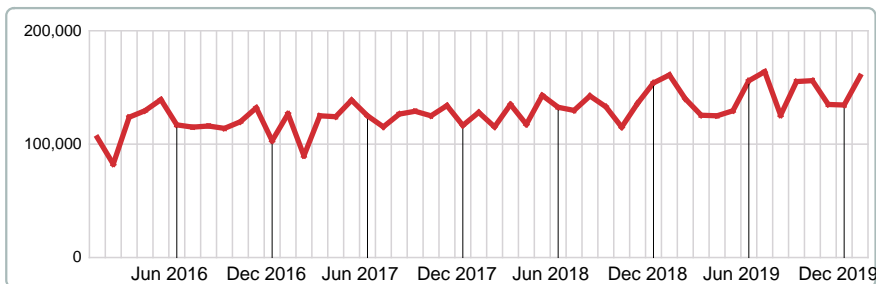
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 136,280

High Jul 2019 163,900 Low Feb 2016 82,432

Median Sold Price at Closing this month at **159,900** above the 5 yr JAN average of **136,280**



### 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
\$50,000 and less	1	2.56%	30,000	0	30,000	0	0
\$50,001 - \$75,000	3	7.69%	60,000	60,000	62,500	54,000	0
\$75,001 - \$125,000	8	20.51%	92,500	0	92,500	96,500	0
\$125,001 - \$175,000	10	25.64%	146,400	160,000	138,000	159,900	0
\$175,001 - \$200,000	6	15.38%	188,750	0	188,750	0	0
\$200,001 - \$250,000	6	15.38%	213,500	0	217,000	202,000	0
\$250,001 and up	5	12.82%	269,900	0	270,000	255,950	502,450
Median Sold Price			159,900	110,000	153,900	159,900	502,450
Total Closed Units		100%	39	2	28	7	2
Total Closed Volume			6,697,650	220.00K	4.35M	1.12M	1.00M

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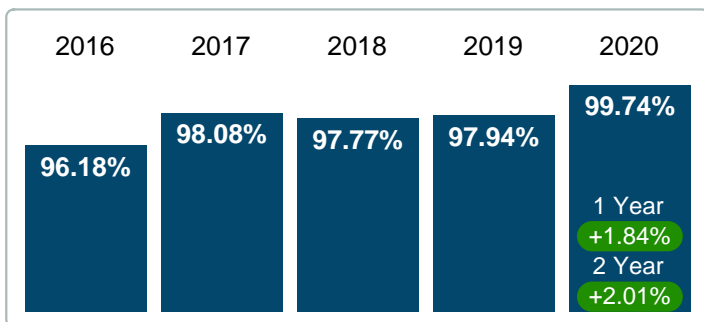
Area Delimited by County Of Creek - Residential Property Type



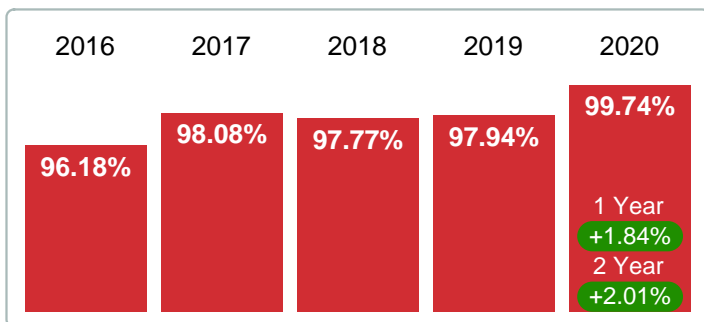
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

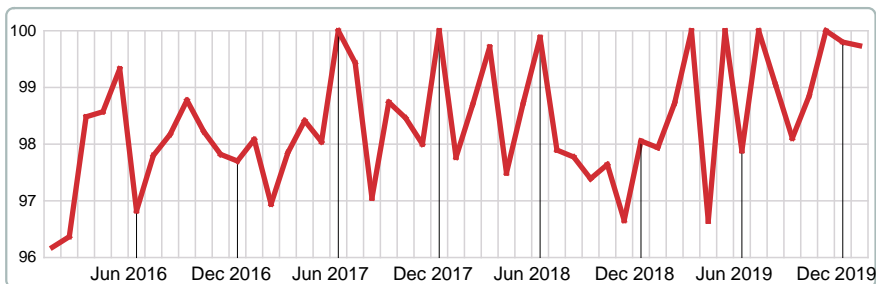
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

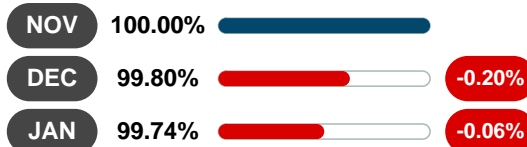


### 3 MONTHS

5 year JAN AVG = 97.94%

High Nov 2019 100.00% Low Jan 2016 96.18%

Median Sold/List Ratio this month at **99.74%**  
above the 5 yr JAN average of **97.94%**



### 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
\$50,000 and less	1	2.56%	60.12%	0.00%	60.12%	0.00%	0.00%
\$50,001 - \$75,000	3	7.69%	100.00%	100.00%	100.00%	75.00%	0.00%
\$75,001 - \$125,000	8	20.51%	97.22%	0.00%	96.77%	107.81%	0.00%
\$125,001 - \$175,000	10	25.64%	98.29%	94.12%	98.29%	100.00%	0.00%
\$175,001 - \$200,000	6	15.38%	99.87%	0.00%	99.87%	0.00%	0.00%
\$200,001 - \$250,000	6	15.38%	99.53%	0.00%	99.06%	101.00%	0.00%
\$250,001 and up	5	12.82%	100.00%	0.00%	98.22%	100.40%	100.00%
Median Sold/List Ratio		99.74%		97.06%	98.64%	100.00%	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



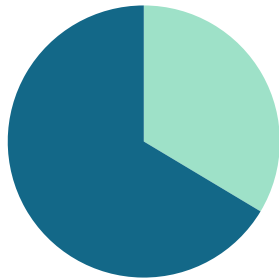
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

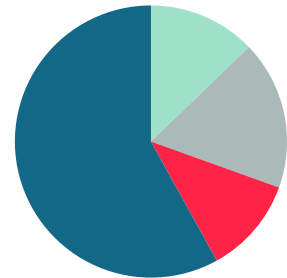


**Inventory**  
 New Listings  
**89 = 33.58%**  
 Start Inventory  
**176**  
 Total Inventory Units  
**265**  
 Volume  
**\$59,286,571**

### 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%
Median List Price	160,000	159,900	-0.06%	160,000	159,900	-0.06%
Median Sale Price	161,000	159,900	-0.68%	161,000	159,900	-0.68%
Median Percent of Selling Price to List Price	97.94%	99.74%	1.84%	97.94%	99.74%	1.84%
Median Days on Market to Sale	31.00	31.00	0.00%	31.00	31.00	0.00%
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

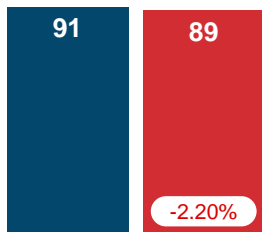
**Inventory** on January 31, 2020 = **177**

**2019** **2020**

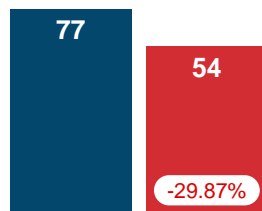
### JANUARY MARKET

### MEDIAN PRICES

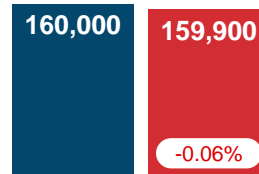
#### New Listings



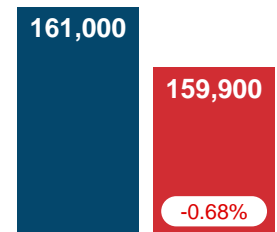
#### Pending Listings



#### List Price



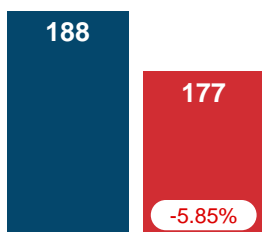
#### Sale Price



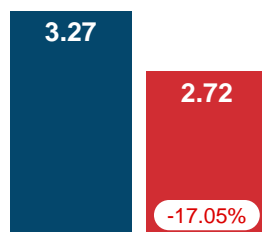
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

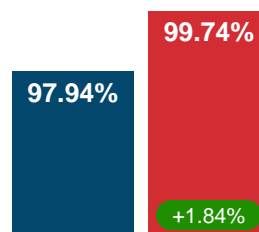
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

+0.00%