

# March 2020



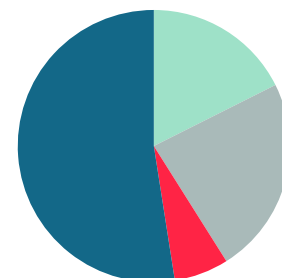
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	68	57	-16.18%
Pending Listings	68	76	11.76%
New Listings	98	98	0.00%
Average List Price	125,047	169,177	35.29%
Average Sale Price	121,697	163,190	34.10%
Average Percent of Selling Price to List Price	96.61%	98.04%	1.48%
Average Days on Market to Sale	47.46	43.25	-8.87%
End of Month Inventory	187	170	-9.09%
Months Supply of Inventory	3.15	2.69	-14.72%



■ Closed (17.59%)  
■ Pending (23.46%)  
■ Other OffMarket (6.48%)  
■ Active (52.47%)

**Absorption:** Last 12 months, an Average of **63** Sales/Month  
**Active Inventory** as of March 31, 2020 = **170**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2020 decreased **9.09%** to 170 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **2.69** 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 **34.10%** in March 2020 to \$163,190 versus the previous year at \$121,697.

#### Average Days on Market Shortens

The average number of **43.25** days that homes spent on the market before selling decreased by 4.21 days or **8.87%** in March 2020 compared to last year's same month at **47.46** DOM.

#### Sales Success for March 2020 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 March 2020, down **0.00%** from last year at 98. Furthermore, there were 57 Closed Listings this month versus last year at 68, a **-16.18%** decrease.

Closed versus Listed trends yielded a **58.2%** ratio, down from previous year's, March 2019, at **69.4%**, a **16.18%** downswing. This will certainly create pressure on a decreasing Monthly 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

# March 2020



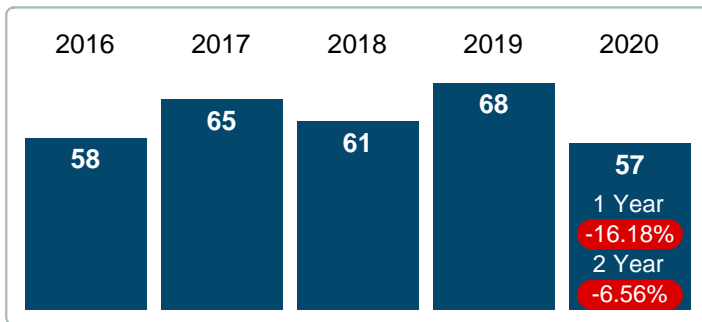
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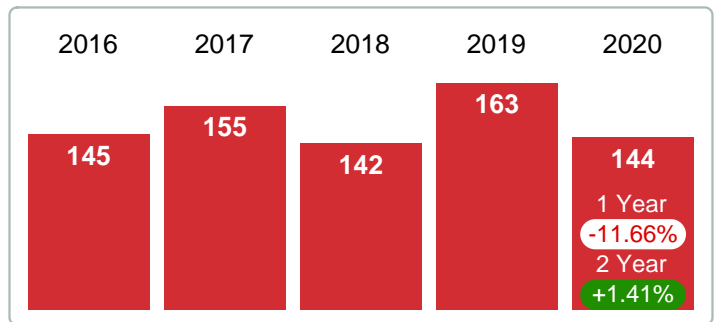
## CLOSED LISTINGS

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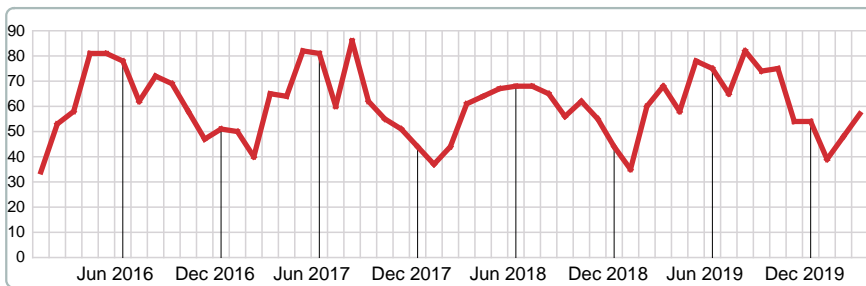
### MARCH



### YEAR TO DATE (YTD)

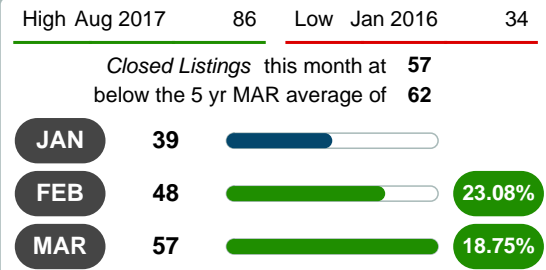


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR 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
\$50,000 and less	4	7.02%	59.0	2	2	0	0
\$50,001 - \$75,000	3	5.26%	48.0	2	1	0	0
\$75,001 - \$100,000	8	14.04%	56.8	4	4	0	0
\$100,001 - \$125,000	11	19.30%	36.3	0	11	0	0
\$125,001 - \$150,000	12	21.05%	37.3	1	11	0	0
\$150,001 - \$250,000	13	22.81%	38.9	0	10	3	0
\$250,001 and up	6	10.53%	46.5	0	3	3	0
<b>Total Closed Units</b>	<b>57</b>			<b>9</b>	<b>42</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,301,804</b>	<b>100%</b>	<b>43.2</b>	<b>696.73K</b>	<b>5.97M</b>	<b>2.64M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$163,190</b>			<b>\$77,415</b>	<b>\$142,085</b>	<b>\$439,583</b>	<b>\$0</b>

# March 2020



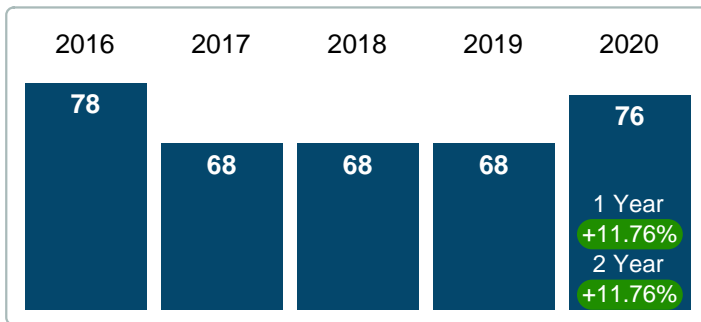
Area Delimited by County Of Creek - Residential Property Type



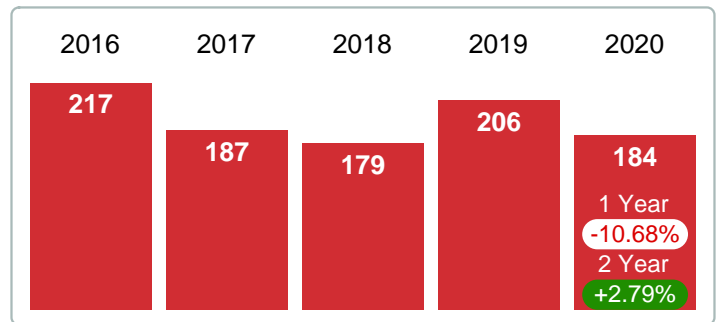
## PENDING LISTINGS

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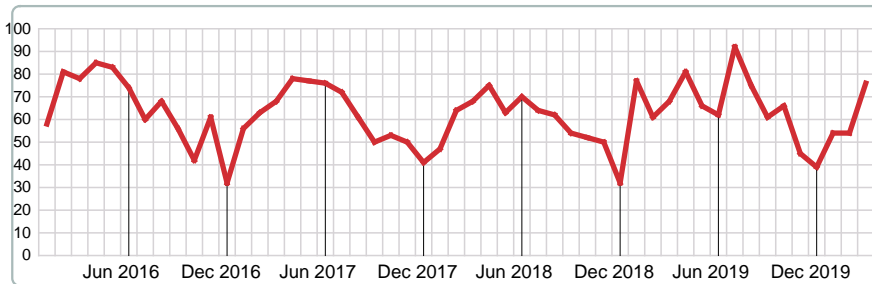
### MARCH



### YEAR TO DATE (YTD)

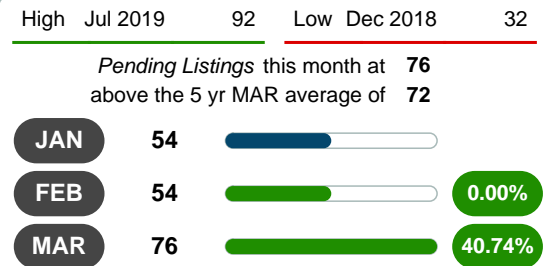


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 72



### 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	8	10.53%	51.4	1	7	0	0
\$75,001 - \$100,000	4	5.26%	15.8	2	2	0	0
\$100,001 - \$125,000	7	9.21%	16.9	0	7	0	0
\$125,001 - \$175,000	26	34.21%	51.5	0	24	2	0
\$175,001 - \$225,000	14	18.42%	44.4	0	9	5	0
\$225,001 - \$375,000	11	14.47%	27.9	0	5	4	2
\$375,001 and up	6	7.89%	31.7	0	2	3	1
<b>Total Pending Units</b>	<b>76</b>			<b>3</b>	<b>56</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>14,677,650</b>	<b>100%</b>	<b>40.7</b>	<b>173.50K</b>	<b>9.38M</b>	<b>4.04M</b>	<b>1.09M</b>
<b>Average Listing Price</b>	<b>\$194,809</b>			<b>\$57,833</b>	<b>\$167,417</b>	<b>\$288,357</b>	<b>\$363,933</b>

# March 2020



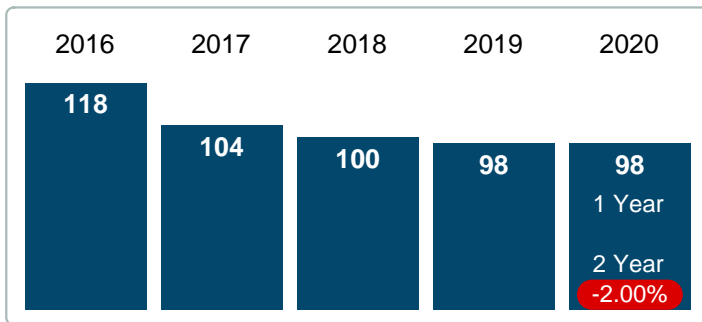
Area Delimited by County Of Creek - Residential Property Type



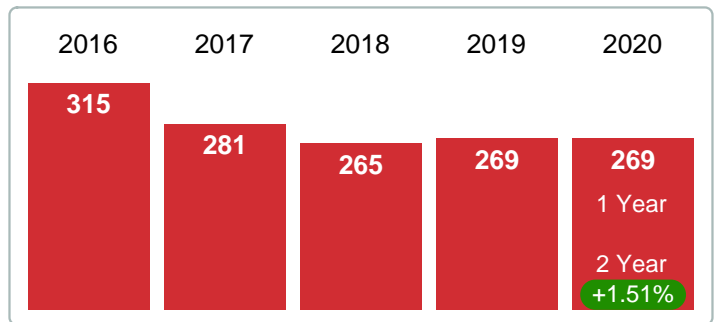
## NEW LISTINGS

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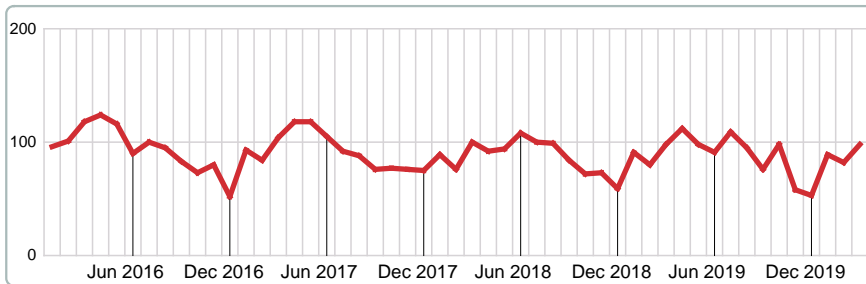
### MARCH



### YEAR TO DATE (YTD)

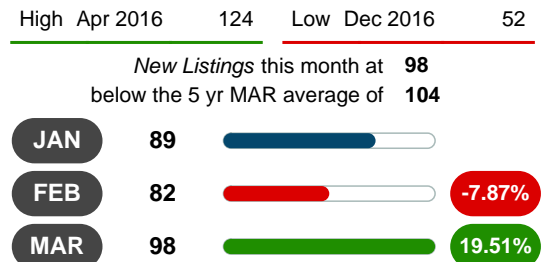


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 104



### 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	3	3.06%	2	0	1	0
\$50,001 - \$100,000	17	17.35%	5	11	0	1
\$100,001 - \$125,000	14	14.29%	1	12	1	0
\$125,001 - \$175,000	27	27.55%	2	18	6	1
\$175,001 - \$250,000	15	15.31%	1	12	2	0
\$250,001 - \$425,000	13	13.27%	0	4	7	2
\$425,001 and up	9	9.18%	0	2	5	2
<b>Total New Listed Units</b>	<b>98</b>		<b>11</b>	<b>59</b>	<b>22</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>19,803,610</b>	<b>100%</b>	<b>1.07M</b>	<b>9.99M</b>	<b>6.52M</b>	<b>2.23M</b>
<b>Average New Listed Listing Price</b>	<b>\$186,649</b>		<b>\$97,136</b>	<b>\$169,256</b>	<b>\$296,423</b>	<b>\$371,283</b>

# March 2020



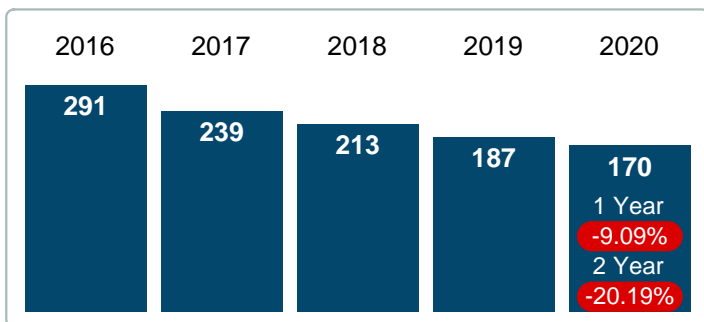
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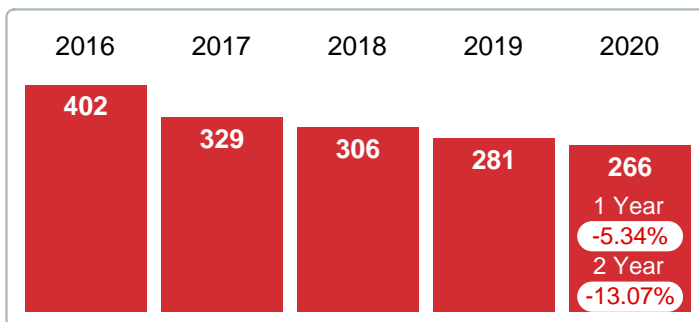
## ACTIVE INVENTORY

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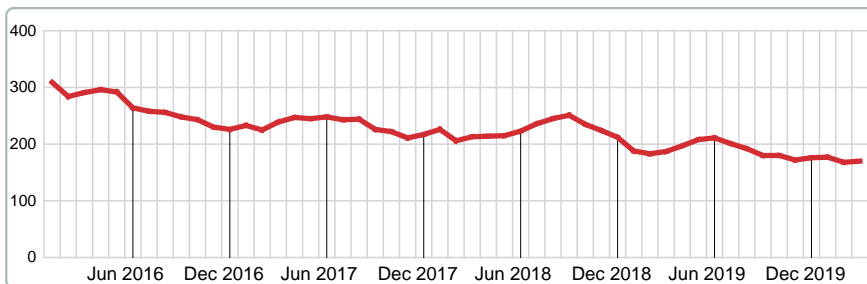
### END OF MARCH



### ACTIVE DURING MARCH

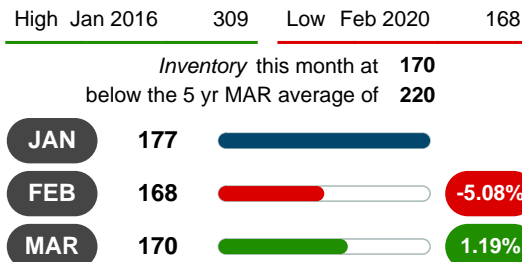


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 220



### 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	6.47%	59.5	8	2	1	0
\$50,001 - \$75,000	20	11.76%	56.5	6	10	3	1
\$75,001 - \$100,000	19	11.18%	86.9	4	12	2	1
\$100,001 - \$200,000	53	31.18%	46.5	7	36	9	1
\$200,001 - \$325,000	28	16.47%	47.3	0	20	6	2
\$325,001 - \$475,000	21	12.35%	67.4	1	1	12	7
\$475,001 and up	18	10.59%	74.0	0	2	11	5
<b>Total Active Inventory by Units</b>	<b>170</b>			<b>26</b>	<b>83</b>	<b>44</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>40,078,409</b>	<b>100%</b>	<b>58.6</b>	<b>2.39M</b>	<b>13.84M</b>	<b>16.09M</b>	<b>7.76M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$235,755</b>			<b>\$92,077</b>	<b>\$166,767</b>	<b>\$365,583</b>	<b>\$456,300</b>

# March 2020



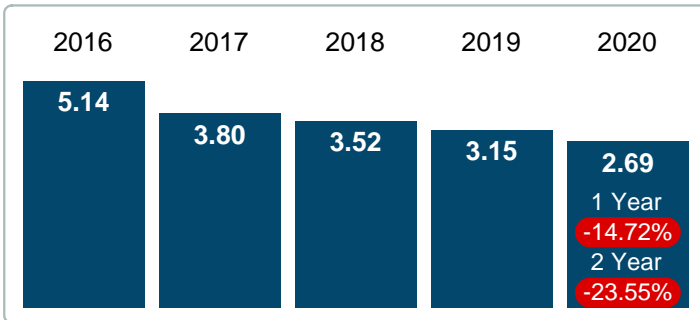
Area Delimited by County Of Creek - Residential Property Type



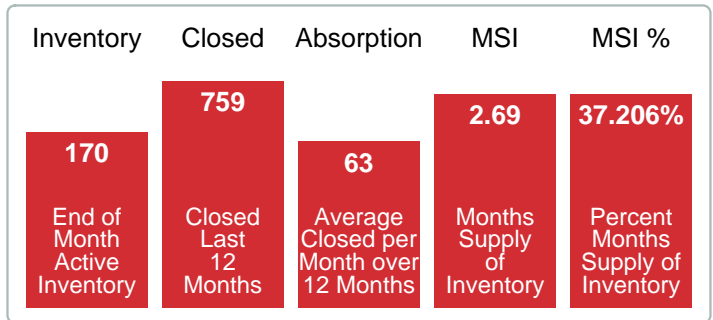
## MONTHS SUPPLY of INVENTORY (MSI)

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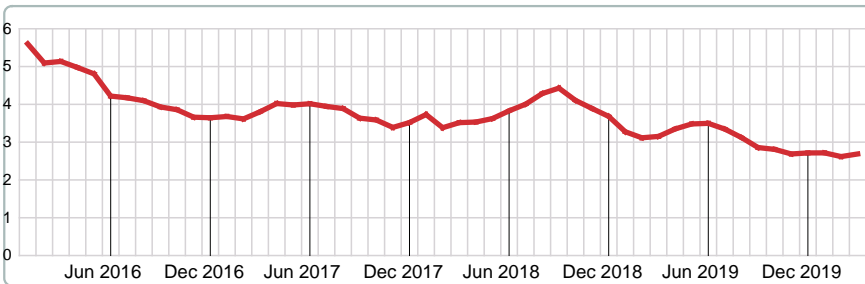
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

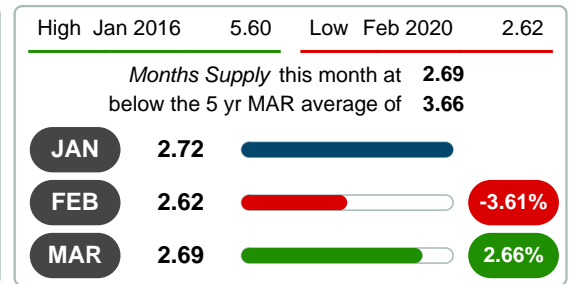


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.66



### 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	11	6.47%	2.49	4.57	0.77	12.00	0.00
\$50,001 - \$75,000	20	11.76%	4.07	3.60	3.33	18.00	12.00
\$75,001 - \$100,000	19	11.18%	2.43	2.00	2.18	6.00	0.00
\$100,001 - \$200,000	53	31.18%	1.71	2.55	1.56	1.83	4.00
\$200,001 - \$325,000	28	16.47%	2.45	0.00	3.04	1.50	3.43
\$325,001 - \$475,000	21	12.35%	7.41	0.00	1.33	6.86	21.00
\$475,001 and up	18	10.59%	21.60	0.00	24.00	33.00	15.00
Market Supply of Inventory (MSI)			2.69	3.06	2.00	3.80	10.74
Total Active Inventory by Units		100%	2.69	26	83	44	17

# March 2020



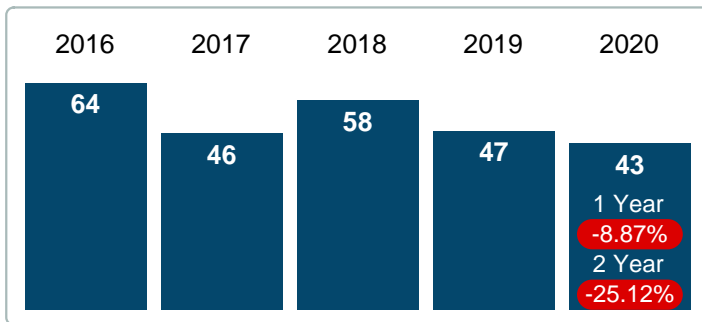
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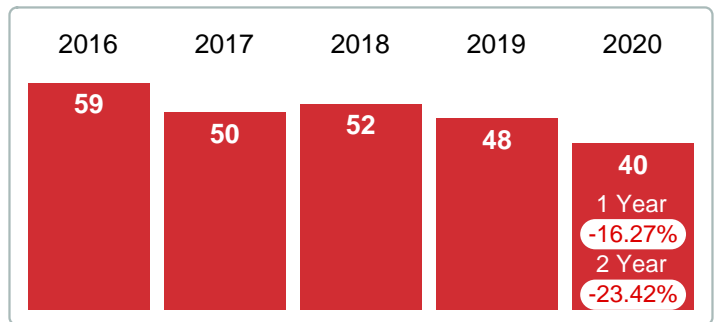
## AVERAGE DAYS ON MARKET TO SALE

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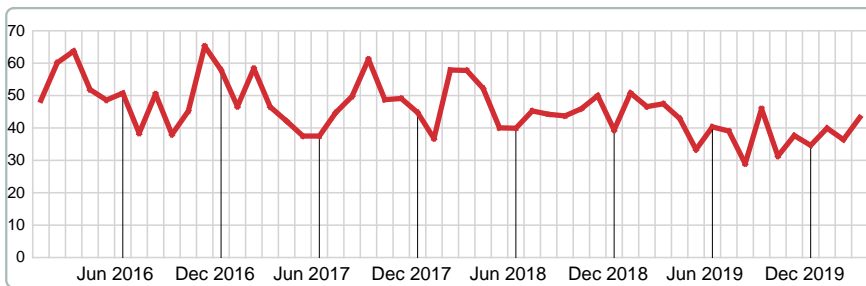
### MARCH



### YEAR TO DATE (YTD)

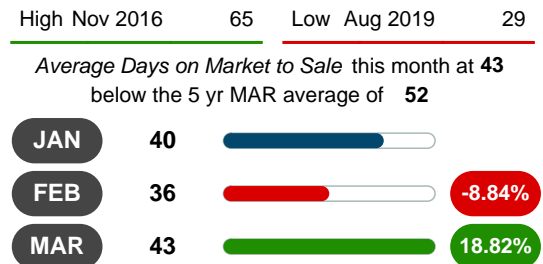


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 52



### 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	7.02%	59	93	25	0	0
\$50,001 - \$75,000	5.26%	48	36	73	0	0
\$75,001 - \$100,000	14.04%	57	29	85	0	0
\$100,001 - \$125,000	19.30%	36	0	36	0	0
\$125,001 - \$150,000	21.05%	37	36	37	0	0
\$150,001 - \$250,000	22.81%	39	0	37	44	0
\$250,001 and up	10.53%	47	0	62	31	0
Average Closed DOM		43	45	44	38	0
Total Closed Units	100%	43	9	42	6	
Total Closed Volume		9,301,804	696.73K	5.97M	2.64M	0.00B

# March 2020



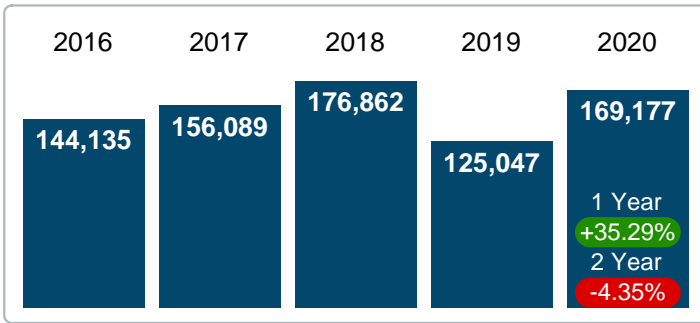
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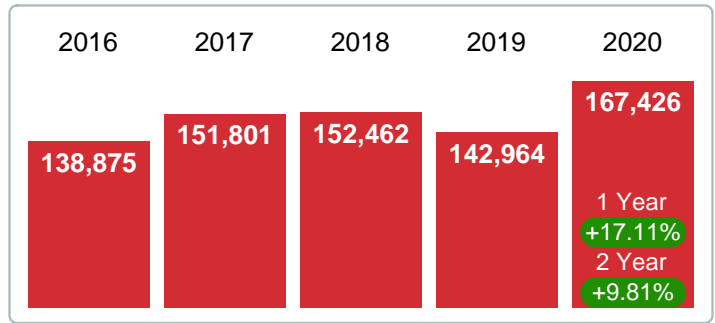
## AVERAGE LIST PRICE AT CLOSING

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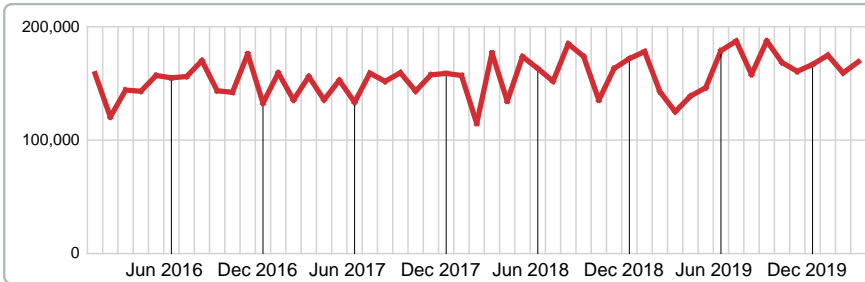
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

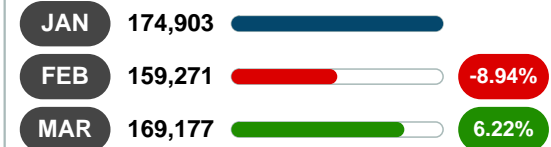


### 3 MONTHS

5 year MAR AVG = 154,262

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

Average List Price at Closing this month at **169,177**  
 above the 5 yr MAR average of **154,262**



### 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	3	5.26%	38,467	42,750	40,950	0	0
\$50,001 - \$75,000	4	7.02%	62,625	61,750	75,000	0	0
\$75,001 - \$100,000	8	14.04%	90,875	87,750	94,000	0	0
\$100,001 - \$125,000	10	17.54%	117,090	0	119,073	0	0
\$125,001 - \$150,000	13	22.81%	141,400	135,000	142,209	0	0
\$150,001 - \$250,000	13	22.81%	185,938	0	191,730	166,633	0
\$250,001 and up	6	10.53%	520,650	0	264,667	776,633	0
<b>Average List Price</b>			<b>169,177</b>	<b>77,222</b>	<b>145,674</b>	<b>471,633</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>169,177</b>	<b>9</b>	<b>42</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>				<b>695.00K</b>	<b>6.12M</b>	<b>2.83M</b>	<b>0.00B</b>



# March 2020



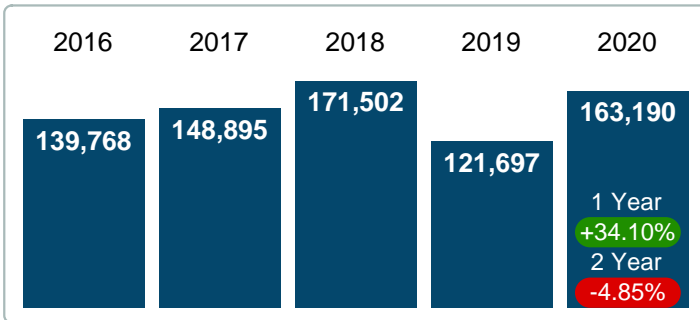
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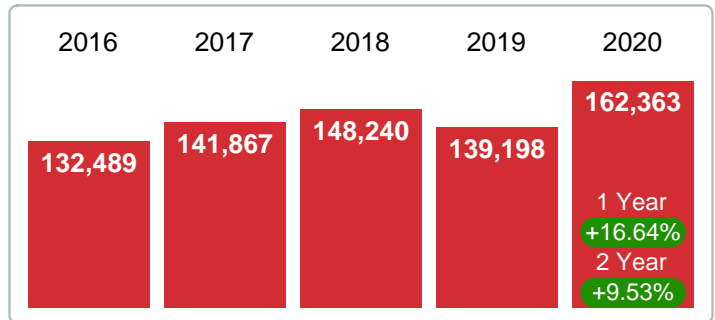
## AVERAGE SOLD PRICE AT CLOSING

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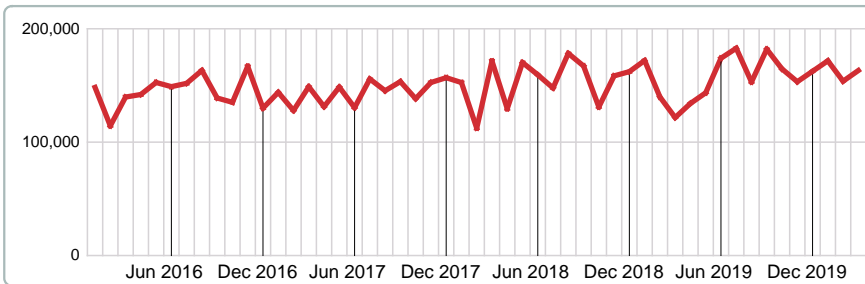
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

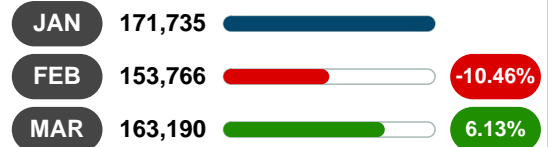


### 3 MONTHS

5 year MAR AVG = 149,010

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

Average Sold Price at Closing this month at **163,190** above the 5 yr MAR average of **149,010**



### 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	7.02%	39,763	40,000	39,525	0	0
\$50,001 - \$75,000	5.26%	70,411	68,117	75,000	0	0
\$75,001 - \$100,000	14.04%	89,250	87,125	91,375	0	0
\$100,001 - \$125,000	19.30%	114,220	0	114,220	0	0
\$125,001 - \$150,000	21.05%	140,283	132,000	141,036	0	0
\$150,001 - \$250,000	22.81%	180,785	0	185,520	165,000	0
\$250,001 and up	10.53%	487,917	0	261,667	714,167	0
<b>Average Sold Price</b>		<b>163,190</b>	<b>77,415</b>	<b>142,085</b>	<b>439,583</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>163,190</b>	<b>9</b>	<b>42</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,301,804</b>	<b>696.73K</b>	<b>5.97M</b>	<b>2.64M</b>	<b>0.00B</b>

# March 2020



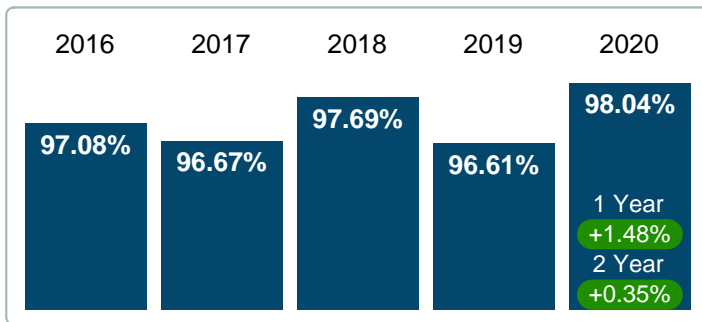
Area Delimited by County Of Creek - Residential Property Type



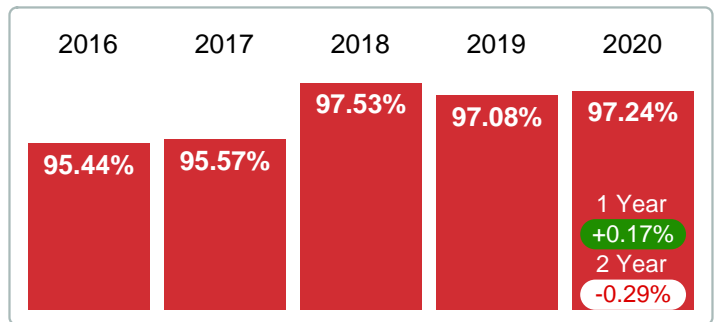
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

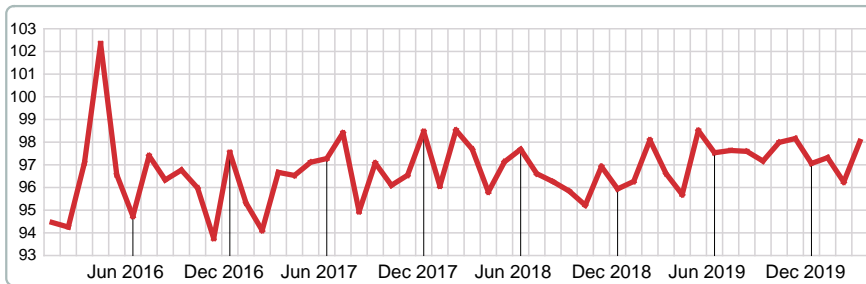
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

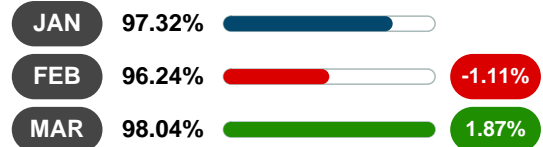


### 3 MONTHS

5 year MAR AVG = 97.22%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **98.04%**  
above the 5 yr MAR average of **97.22%**



### 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	4	7.02%	95.28%	93.20%	97.37%	0.00%	0.00%
\$50,001 - \$75,000	3	5.26%	108.48%	112.72%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	8	14.04%	98.24%	99.29%	97.20%	0.00%	0.00%
\$100,001 - \$125,000	11	19.30%	96.08%	0.00%	96.08%	0.00%	0.00%
\$125,001 - \$150,000	12	21.05%	99.04%	97.78%	99.16%	0.00%	0.00%
\$150,001 - \$250,000	13	22.81%	97.54%	0.00%	97.10%	99.01%	0.00%
\$250,001 and up	6	10.53%	97.02%	0.00%	98.95%	95.09%	0.00%
Average Sold/List Ratio		98.00%		100.75%	97.60%	97.05%	0.00%
Total Closed Units		57	100%	9	42	6	
Total Closed Volume		9,301,804		696.73K	5.97M	2.64M	0.00B

# March 2020



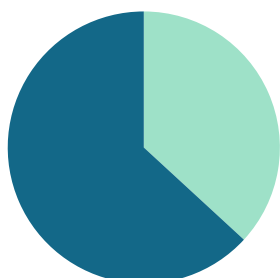
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

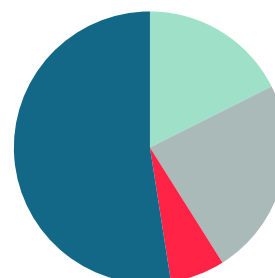


**Inventory**  
 New Listings  
**98 = 36.84%**  
 Start Inventory  
**168**  
 Total Inventory Units  
**266**  
 Volume  
**\$60,455,809**

### Market Activity

Closed Sales  
**57 = 17.59%**  
 Pending Sales  
**76 = 23.46%**  
 Other Off Market  
**21 = 6.48%**  
 Active Inventory  
**170 = 52.47%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	68	57	-16.18%	163	144	-11.66%
Pending Sales	68	76	11.76%	206	184	-10.68%
New Listings	98	98	0.00%	269	269	0.00%
Average List Price	125,047	169,177	35.29%	142,964	167,426	17.11%
Average Sale Price	121,697	163,190	34.10%	139,198	162,363	16.64%
Average Percent of Selling Price to List Price	96.61%	98.04%	1.48%	97.08%	97.24%	0.17%
Average Days on Market to Sale	47.46	43.25	-8.87%	47.85	40.06	-16.27%
Monthly Inventory	187	170	-9.09%	187	170	-9.09%
Months Supply of Inventory	3.15	2.69	-14.72%	3.15	2.69	-14.72%

**Absorption:** Last 12 months, an Average of **63** Sales/Month

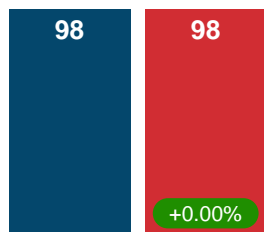
**Inventory** on March 31, 2020 = **170**

**2019** **2020**

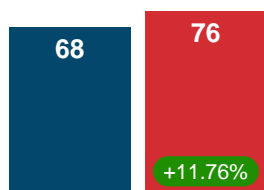
### MARCH MARKET

### AVERAGE PRICES

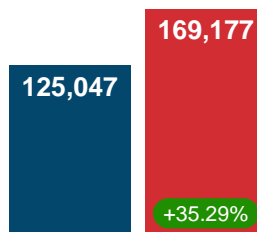
#### New Listings



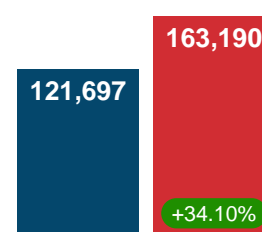
#### Pending Listings



#### List Price



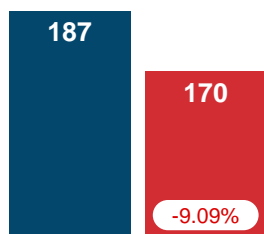
#### Sale Price



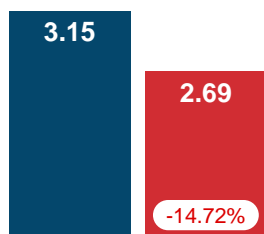
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

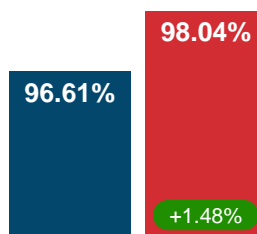
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

