

## March 2020



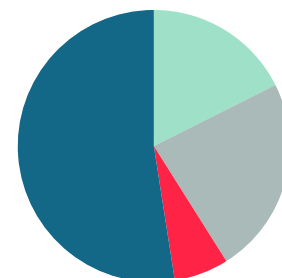
Area Delimited by County Of Creek - Residential Property Type



### 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%
Median List Price	129,250	138,900	7.47%
Median Sale Price	125,500	135,000	7.57%
Median Percent of Selling Price to List Price	100.00%	98.66%	-1.34%
Median Days on Market to Sale	29.50	30.00	1.69%
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.

##### 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 **7.57%** in March 2020 to \$135,000 versus the previous year at \$125,500.

##### Median Days on Market Lengthens

The median number of **30.00** days that homes spent on the market before selling increased by 0.50 days or **1.69%** in March 2020 compared to last year's same month at **29.50** DOM.

##### Sales Success for March 2020 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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>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

# March 2020



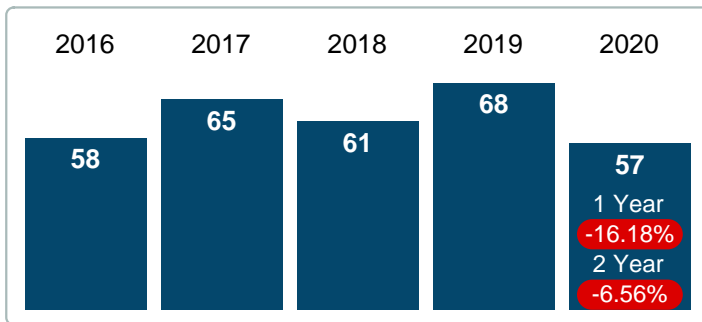
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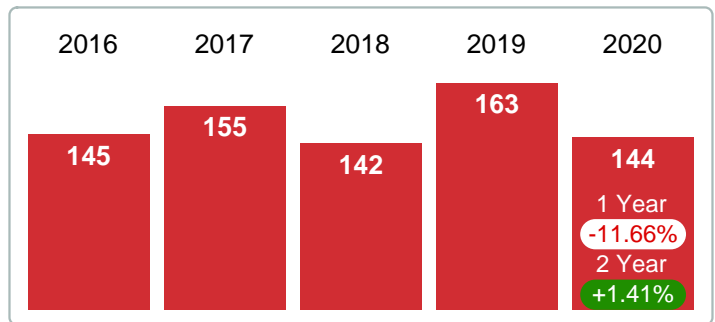
## CLOSED LISTINGS

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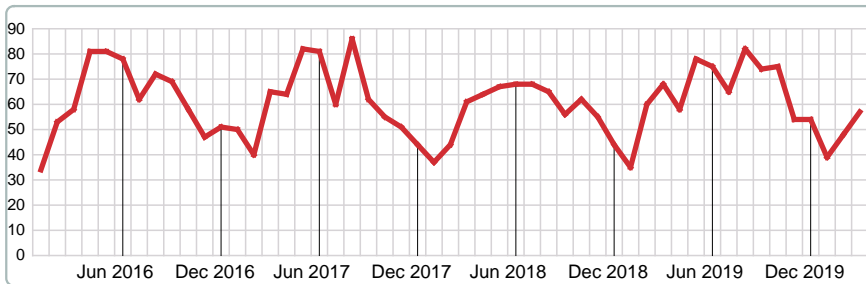
### MARCH



### YEAR TO DATE (YTD)

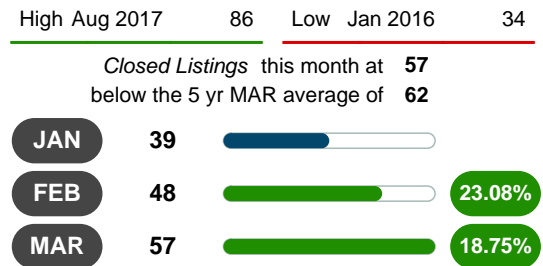


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 62



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	5	8.77%	43.0	3	2	0	0
\$70,001 - \$80,000	2	3.51%	42.0	1	1	0	0
\$80,001 - \$110,000	9	15.79%	39.0	4	5	0	0
\$110,001 - \$140,000	17	29.82%	19.0	1	16	0	0
\$140,001 - \$160,000	8	14.04%	24.5	0	7	1	0
\$160,001 - \$260,000	12	21.05%	41.5	0	10	2	0
\$260,001 and up	4	7.02%	7.5	0	1	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>30.0</b>	<b>696.73K</b>	<b>5.97M</b>	<b>2.64M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$135,000</b>			<b>\$85,000</b>	<b>\$138,700</b>	<b>\$265,000</b>	<b>\$0</b>

# March 2020



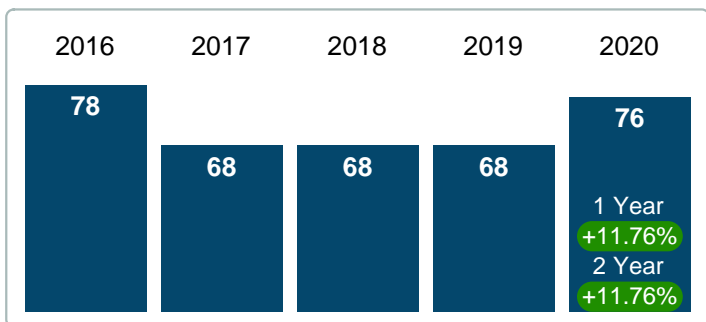
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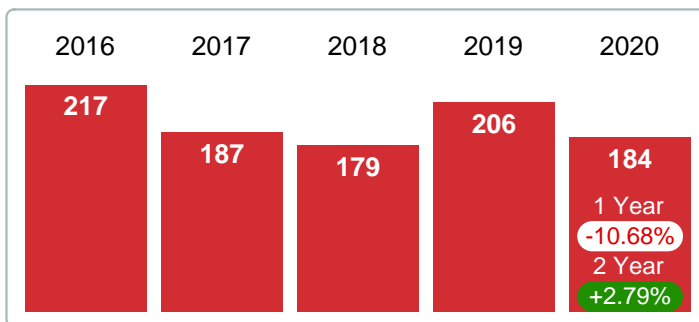
## PENDING LISTINGS

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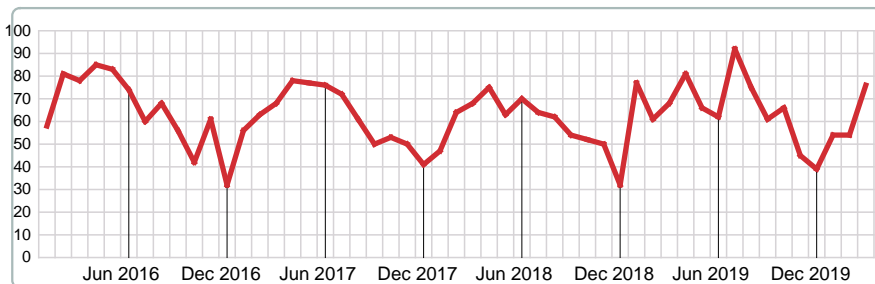
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

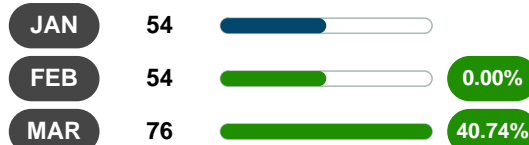


### 3 MONTHS

5 year MAR AVG = 72

High Jul 2019 92 Low Dec 2018 32

Pending Listings this month at **76**  
above the 5 yr MAR average of **72**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	10.53%	36.5	1	7	0	0
\$75,001 - \$100,000	4	5.26%	10.0	2	2	0	0
\$100,001 - \$125,000	7	9.21%	12.0	0	7	0	0
\$125,001 - \$175,000	26	34.21%	19.5	0	24	2	0
\$175,001 - \$225,000	14	18.42%	33.0	0	9	5	0
\$225,001 - \$375,000	11	14.47%	14.0	0	5	4	2
\$375,001 and up	6	7.89%	11.5	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>15.0</b>	<b>173.50K</b>	<b>9.38M</b>	<b>4.04M</b>	<b>1.09M</b>
<b>Median Listing Price</b>	<b>\$158,700</b>			<b>\$84,500</b>	<b>\$149,250</b>	<b>\$237,250</b>	<b>\$354,900</b>

# March 2020



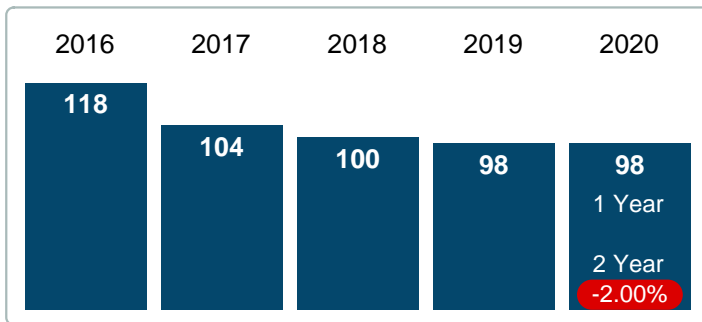
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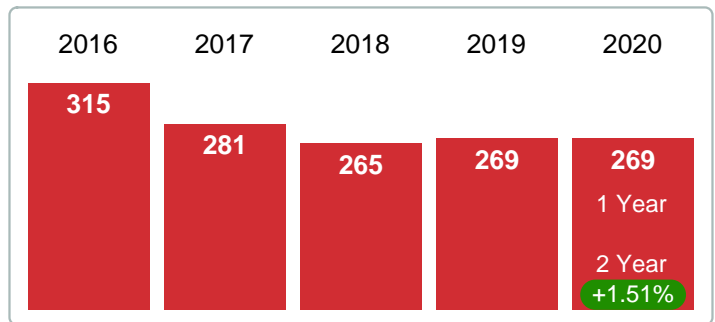
## NEW LISTINGS

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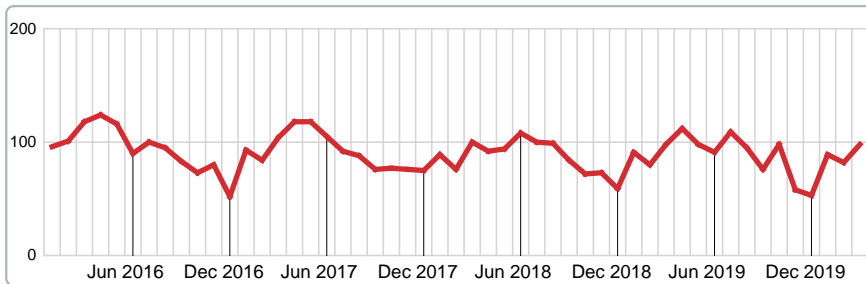
### MARCH



### YEAR TO DATE (YTD)

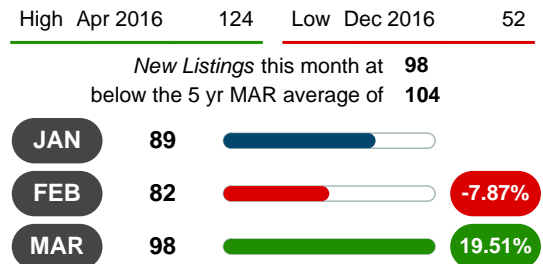


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$70,000 and less	9	9.18%	4	4	1	0
\$70,001 - \$110,000	15	15.31%	3	10	1	1
\$110,001 - \$130,000	13	13.27%	1	10	2	0
\$130,001 - \$170,000	22	22.45%	1	16	4	1
\$170,001 - \$250,000	17	17.35%	2	13	2	0
\$250,001 - \$420,000	12	12.24%	0	4	6	2
\$420,001 and up	10	10.20%	0	2	6	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>Median New Listed Listing Price</b>	<b>\$146,500</b>		<b>\$88,500</b>	<b>\$145,000</b>	<b>\$276,000</b>	<b>\$377,450</b>

# March 2020



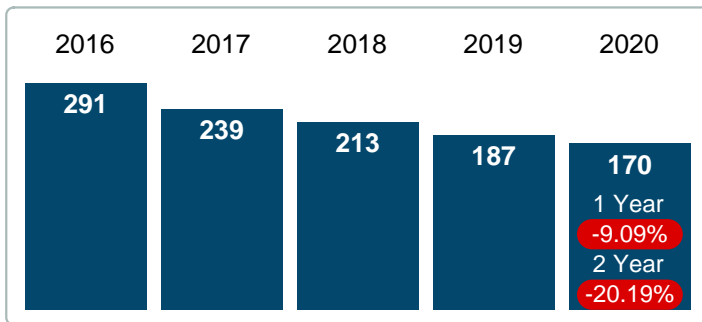
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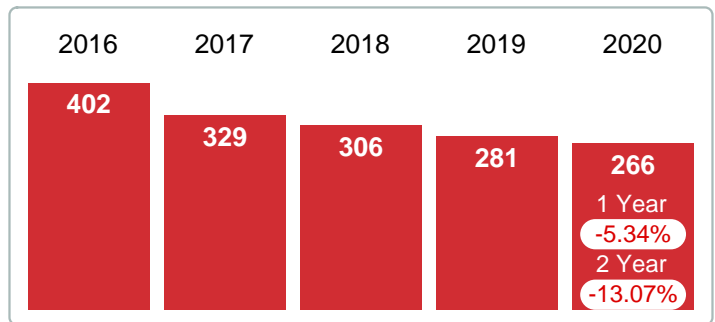
## ACTIVE INVENTORY

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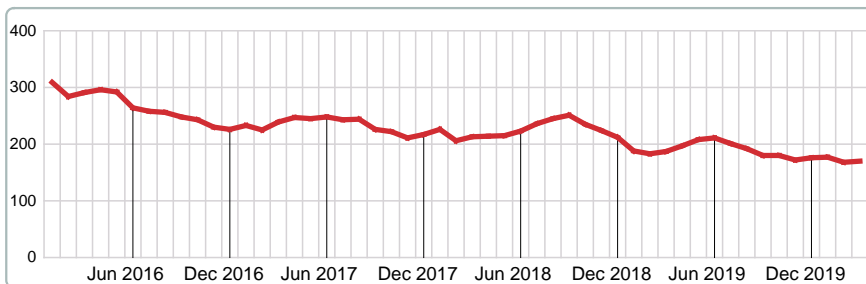
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 220

High Jan 2016 309 Low Feb 2020 168

Inventory this month at 170  
below the 5 yr MAR average of 220



## 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	11	6.47%	55.0	8	2	1	0
\$50,001 - \$75,000	20	11.76%	43.0	6	10	3	1
\$75,001 - \$100,000	19	11.18%	83.0	4	12	2	1
\$100,001 - \$200,000	53	31.18%	28.0	7	36	9	1
\$200,001 - \$325,000	28	16.47%	39.0	0	20	6	2
\$325,001 - \$475,000	21	12.35%	55.0	1	1	12	7
\$475,001 and up	18	10.59%	67.0	0	2	11	5
Total Active Inventory by Units		170		26	83	44	17
Total Active Inventory by Volume		40,078,409	100%	2.39M	13.84M	16.09M	7.76M
Median Active Inventory Listing Price		\$151,175		\$72,500	\$145,000	\$352,000	\$420,000

# March 2020



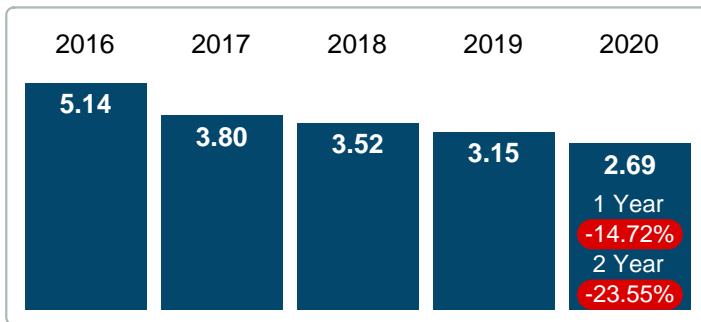
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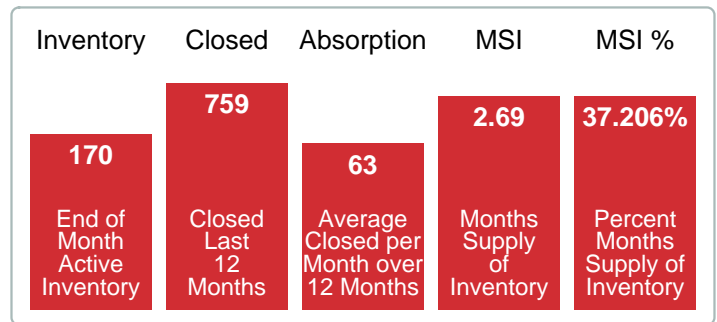
## MONTHS SUPPLY of INVENTORY (MSI)

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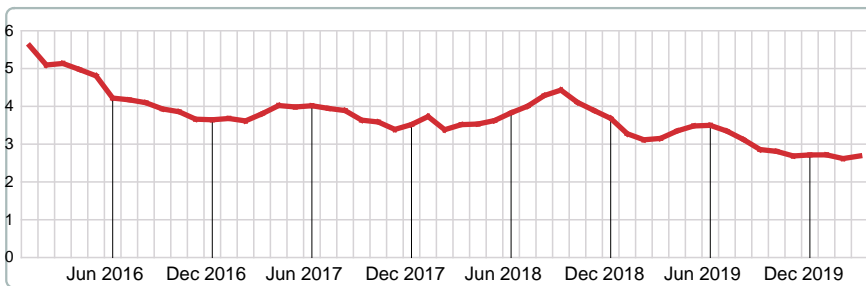
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

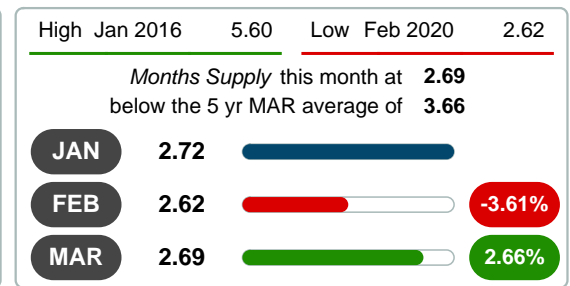


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



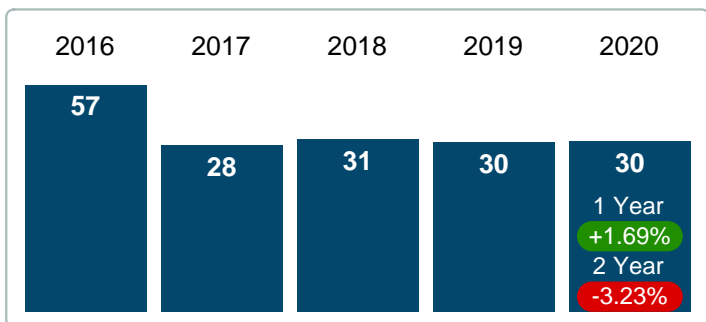
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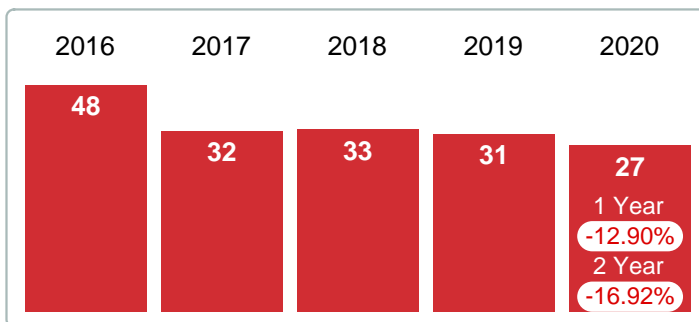
## MEDIAN DAYS ON MARKET TO SALE

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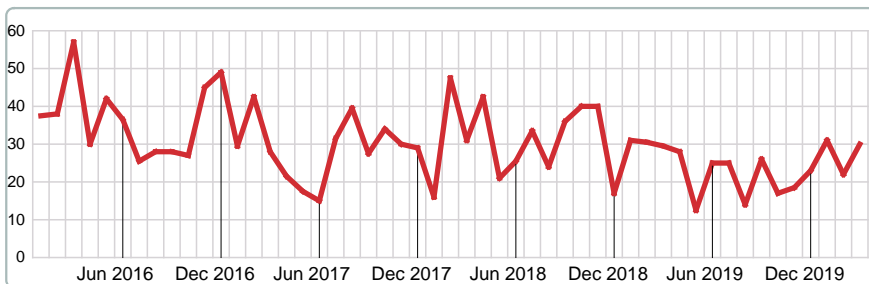
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 35

High Mar 2016 57 Low May 2019 13

Median Days on Market to Sale this month at 30 below the 5 yr MAR average of 35



### 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
\$70,000 and less	8.77%	43	60	25	0	0
\$70,001 - \$80,000	3.51%	42	11	73	0	0
\$80,001 - \$110,000	15.79%	39	10	84	0	0
\$110,001 - \$140,000	29.82%	19	36	19	0	0
\$140,001 - \$160,000	14.04%	25	0	24	51	0
\$160,001 - \$260,000	21.05%	42	0	42	41	0
\$260,001 and up	7.02%	8	0	7	8	0
Median Closed DOM		30	13	31	30	0
Total Closed Units	100%	57	9	42	6	
Total Closed Volume		9,301,804	696.73K	5.97M	2.64M	0.00B

# March 2020



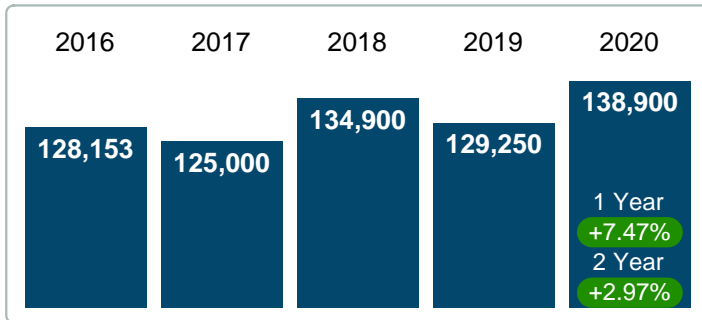
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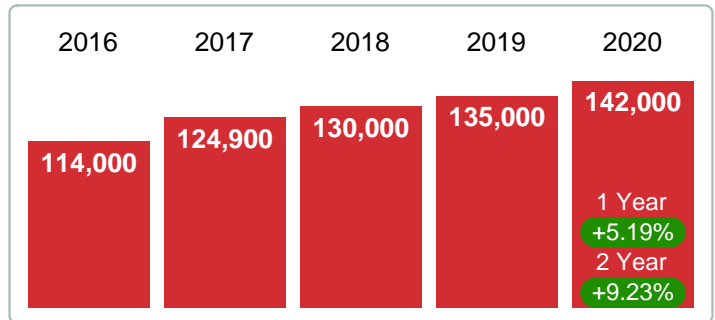
## MEDIAN LIST PRICE AT CLOSING

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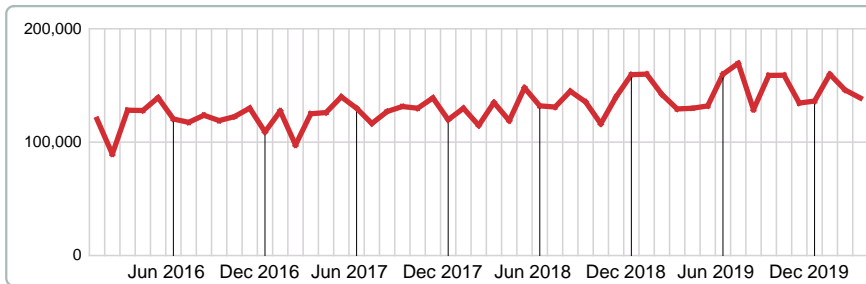
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

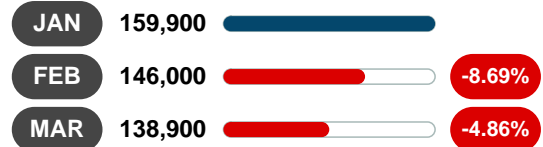


### 3 MONTHS

5 year MAR AVG = 131,241

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

Median List Price at Closing this month at **138,900** above the 5 yr MAR average of **131,241**



### 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
\$70,000 and less	6	10.53%	48,750	49,750	40,950	0	0
\$70,001 - \$80,000	1	1.75%	75,000	0	75,000	0	0
\$80,001 - \$110,000	10	17.54%	91,500	88,250	96,500	0	0
\$110,001 - \$140,000	15	26.32%	123,000	135,000	121,450	0	0
\$140,001 - \$160,000	8	14.04%	146,750	0	146,750	0	0
\$160,001 - \$260,000	13	22.81%	197,500	0	222,500	165,000	0
\$260,001 and up	4	7.02%	427,450	0	275,000	490,000	0
Median List Price			138,900	85,000	139,700	267,450	0
Total Closed Units		100%	138,900	9	42	6	
Total Closed Volume			9,643,099	695.00K	6.12M	2.83M	0.00B



# March 2020



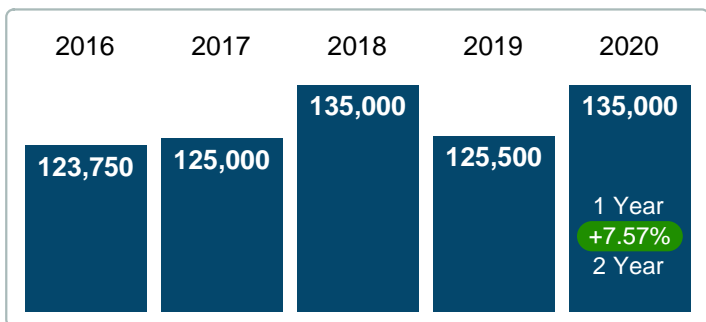
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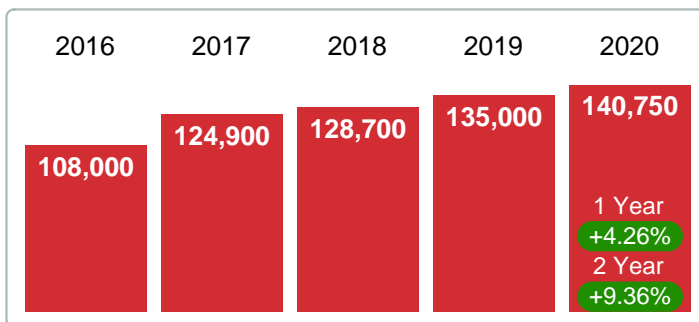
## MEDIAN SOLD PRICE AT CLOSING

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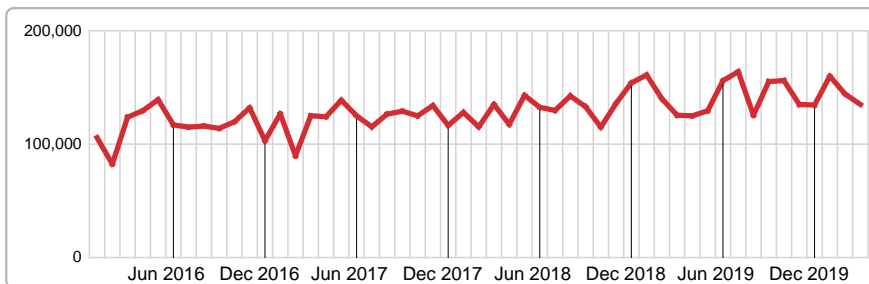
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

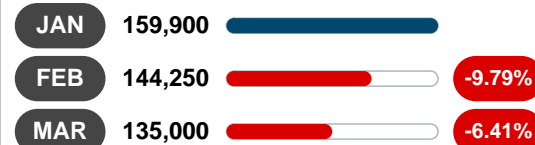


### 3 MONTHS

5 year MAR AVG = 128,850

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

Median Sold Price at Closing this month at 135,000 above the 5 yr MAR average of 128,850



### 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
\$70,000 and less	8.77%	45,000	45,000	39,525	0	0
\$70,001 - \$80,000	3.51%	73,117	71,234	75,000	0	0
\$80,001 - \$110,000	15.79%	89,000	87,000	94,000	0	0
\$110,001 - \$140,000	29.82%	117,500	132,000	117,250	0	0
\$140,001 - \$160,000	14.04%	149,000	0	148,500	157,000	0
\$160,001 - \$260,000	21.05%	194,000	0	203,500	169,000	0
\$260,001 and up	7.02%	421,250	0	265,000	482,500	0
<b>Median Sold Price</b>		<b>135,000</b>	<b>85,000</b>	<b>138,700</b>	<b>265,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>135,000</b>	<b>9</b>	<b>42</b>	<b>6</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>

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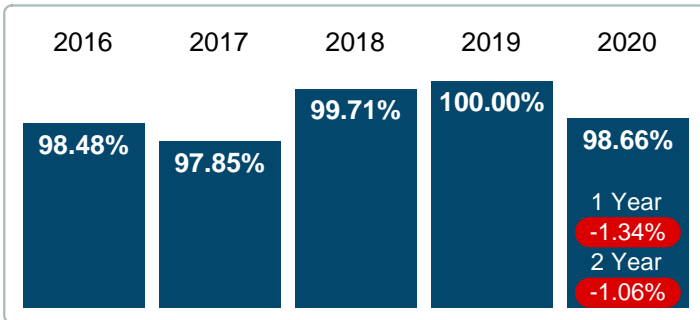
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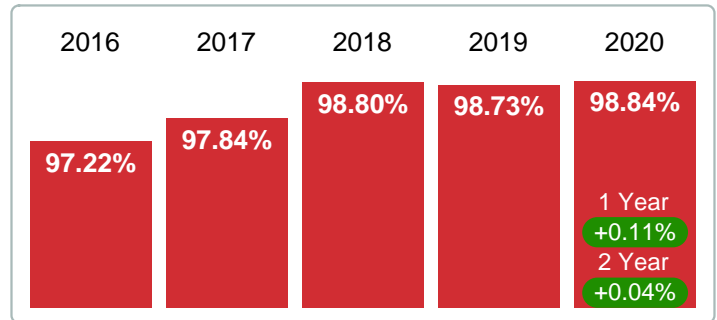
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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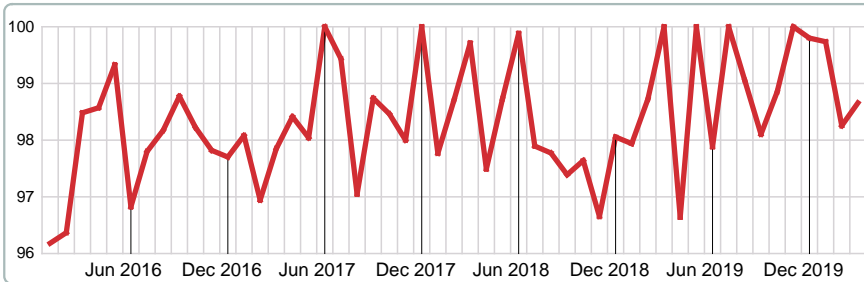
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

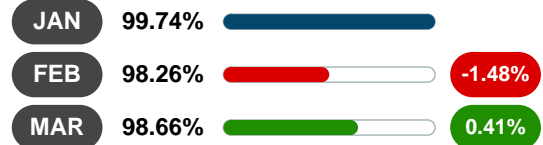


### 3 MONTHS

5 year MAR AVG = 98.94%

High Nov 2019 100.00% Low Jan 2016 96.18%

Median Sold/List Ratio this month at **98.66%**  
equal to 5 yr MAR average of **98.94%**



### 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
\$70,000 and less	5	8.77%	94.23%	93.53%	97.37%	0.00%	0.00%
\$70,001 - \$80,000	2	3.51%	115.96%	131.91%	100.00%	0.00%	0.00%
\$80,001 - \$110,000	9	15.79%	97.98%	100.00%	96.11%	0.00%	0.00%
\$110,001 - \$140,000	17	29.82%	97.78%	97.78%	97.28%	0.00%	0.00%
\$140,001 - \$160,000	8	14.04%	100.00%	0.00%	100.00%	95.15%	0.00%
\$160,001 - \$260,000	12	21.05%	98.86%	0.00%	97.32%	100.94%	0.00%
\$260,001 and up	4	7.02%	98.56%	0.00%	101.92%	98.47%	0.00%
Median Sold/List Ratio		98.66%		98.90%	99.28%	98.56%	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



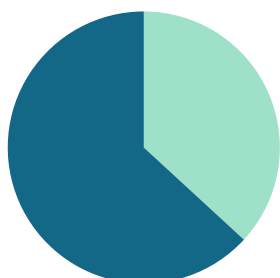
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

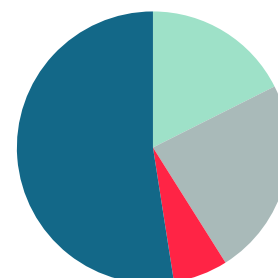


**Inventory**  
 New Listings  
**98 = 36.84%**  
 Start Inventory  
**168**  
 Total Inventory Units  
**266**  
 Volume  
**\$60,455,809**

### 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%
Median List Price	129,250	138,900	7.47%	135,000	142,000	5.19%
Median Sale Price	125,500	135,000	7.57%	135,000	140,750	4.26%
Median Percent of Selling Price to List Price	100.00%	98.66%	-1.34%	98.73%	98.84%	0.11%
Median Days on Market to Sale	29.50	30.00	1.69%	31.00	27.00	-12.90%
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

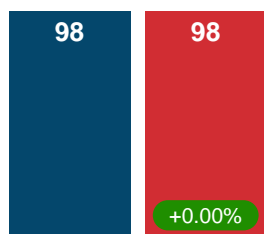
**Inventory** on March 31, 2020 = **170**

**2019** **2020**

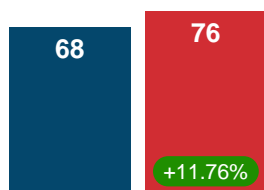
### MARCH MARKET

### MEDIAN PRICES

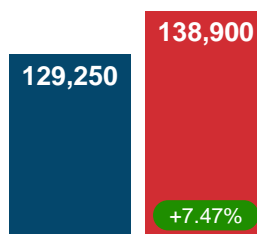
#### New Listings



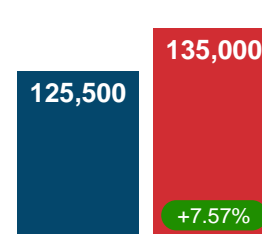
#### Pending Listings



#### List Price



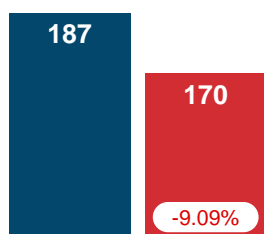
#### Sale Price



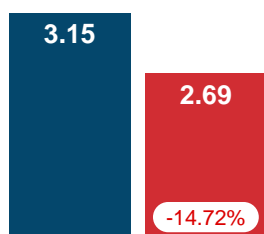
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

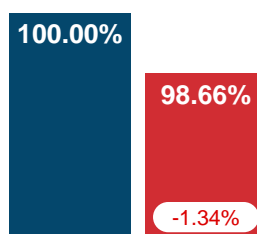
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

