

November 2020



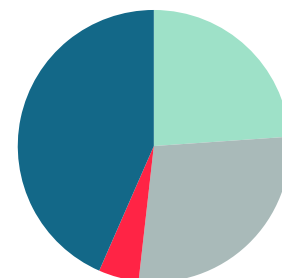
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	54	60	11.11%
Pending Listings	45	70	55.56%
New Listings	58	67	15.52%
Average List Price	160,635	214,572	33.58%
Average Sale Price	153,286	211,621	38.06%
Average Percent of Selling Price to List Price	98.16%	97.77%	-0.40%
Average Days on Market to Sale	37.65	27.58	-26.73%
End of Month Inventory	172	109	-36.63%
Months Supply of Inventory	2.69	1.66	-38.31%



■ Closed (23.90%)
■ Pending (27.89%)
■ Other OffMarket (4.78%)
■ Active (43.43%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of November 30, 2020 = **109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **36.63%** to 109 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **1.66** 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 **38.06%** in November 2020 to \$211,621 versus the previous year at \$153,286.

Average Days on Market Shortens

The average number of **27.58** days that homes spent on the market before selling decreased by 10.06 days or **26.73%** in November 2020 compared to last year's same month at **37.65** DOM.

Sales Success for November 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 67 New Listings in November 2020, up **15.52%** from last year at 58. Furthermore, there were 60 Closed Listings this month versus last year at 54, a **11.11%** increase.

Closed versus Listed trends yielded a **89.6%** ratio, down from previous year's, November 2019, at **93.1%**, a **3.81%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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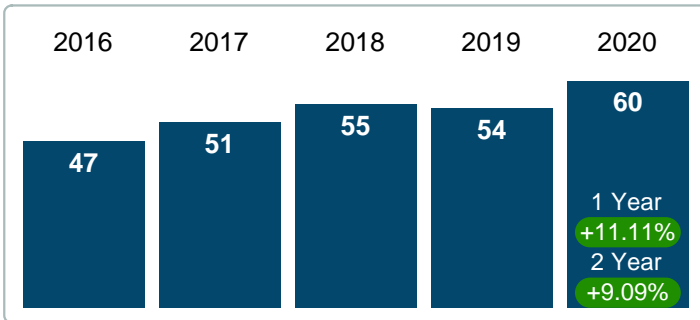
Area Delimited by County Of Creek - Residential Property Type



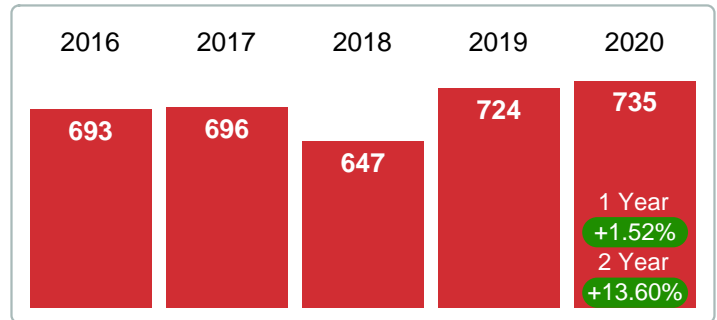
CLOSED LISTINGS

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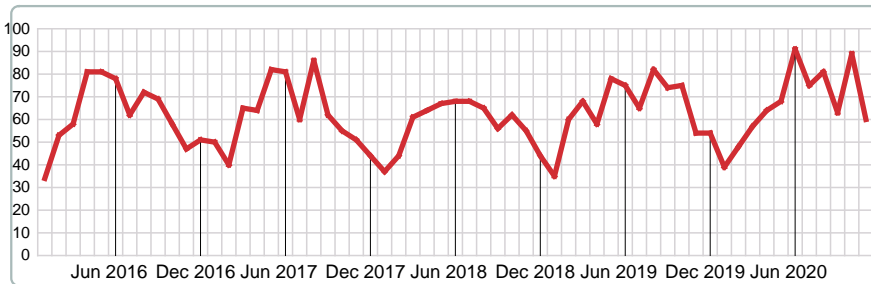
NOVEMBER



YEAR TO DATE (YTD)

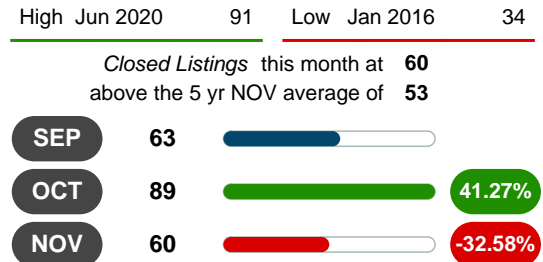


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.00%	47.8	3	2	1	0
\$75,001 - \$100,000	4	6.67%	41.8	0	4	0	0
\$100,001 - \$125,000	5	8.33%	21.0	1	3	0	1
\$125,001 - \$175,000	22	36.67%	12.5	1	19	2	0
\$175,001 - \$250,000	9	15.00%	19.2	1	7	1	0
\$250,001 - \$450,000	8	13.33%	25.3	0	4	4	0
\$450,001 and up	6	10.00%	74.3	0	0	4	2
Total Closed Units	60			6	39	12	3
Total Closed Volume	12,697,261	100%	27.6	538.50K	6.63M	4.02M	1.51M
Average Closed Price	\$211,621			\$89,750	\$169,923	\$335,234	\$502,983

November 2020



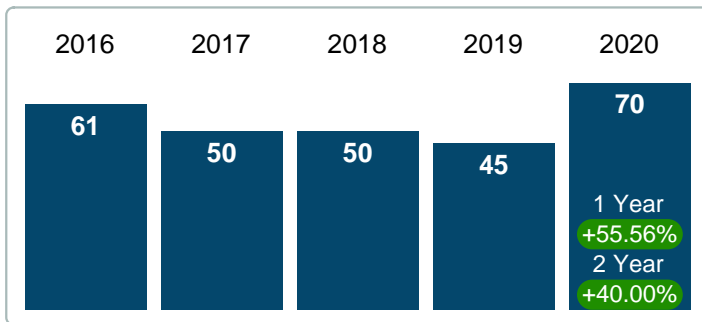
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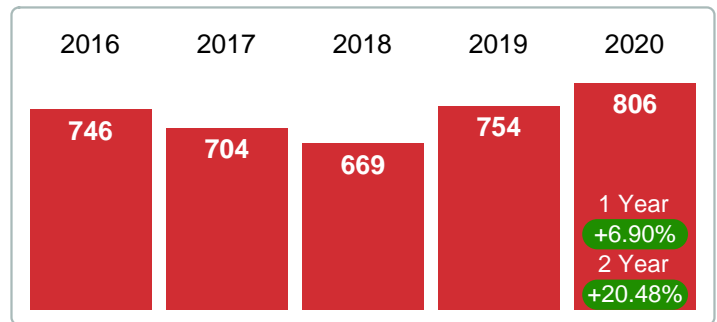
PENDING LISTINGS

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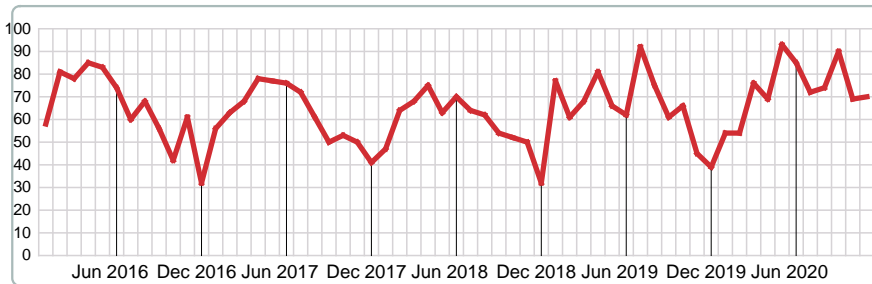
NOVEMBER



YEAR TO DATE (YTD)

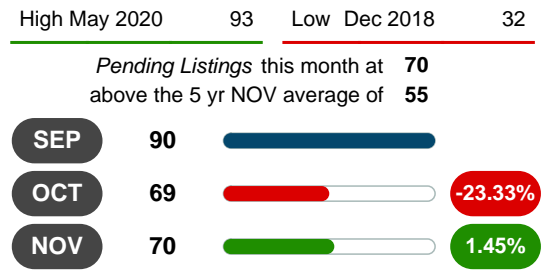


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 55



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	4	5.71%	87.8	0	3	1	0
\$75,001 - \$100,000	10	14.29%	26.5	6	4	0	0
\$100,001 - \$125,000	13	18.57%	32.1	1	10	2	0
\$125,001 - \$150,000	12	17.14%	25.2	1	11	0	0
\$150,001 - \$225,000	15	21.43%	29.1	0	11	4	0
\$225,001 - \$425,000	8	11.43%	42.6	0	5	2	1
\$425,001 and up	8	11.43%	87.5	0	1	4	3
Total Pending Units	70			8	45	13	4
Total Pending Volume	13,942,500	100%	40.2	794.60K	7.85M	3.45M	1.84M
Average Listing Price	\$199,179			\$99,325	\$174,549	\$265,300	\$461,075

November 2020



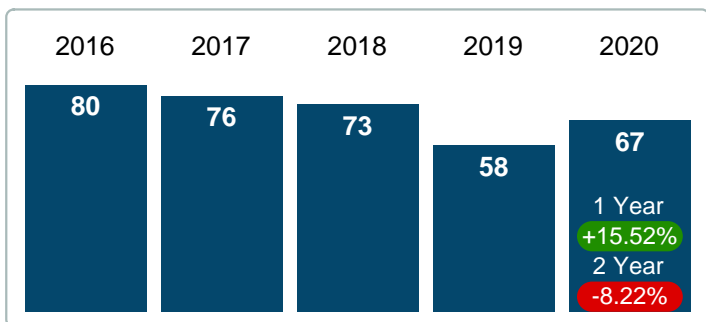
Area Delimited by County Of Creek - Residential Property Type



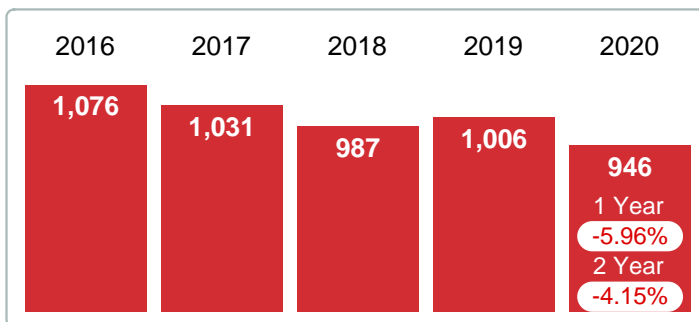
NEW LISTINGS

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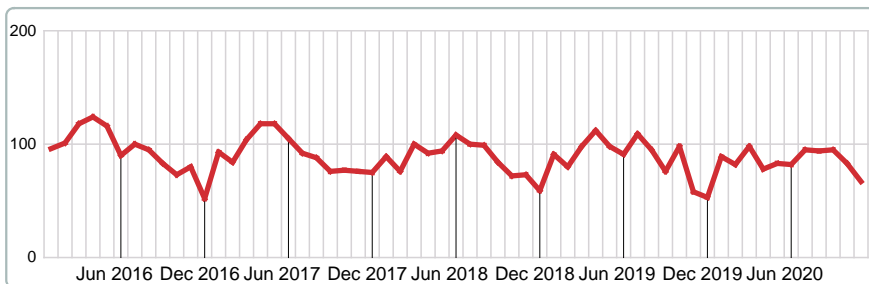
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 71

High Apr 2016 124 Low Dec 2016 52

New Listings this month at 67
below the 5 yr NOV average of 71



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	10.45%	1	3	3	0
\$75,001 - \$100,000	8	11.94%	5	2	1	0
\$100,001 - \$125,000	9	13.43%	0	9	0	0
\$125,001 - \$175,000	15	22.39%	1	10	4	0
\$175,001 - \$225,000	12	17.91%	0	10	2	0
\$225,001 - \$375,000	9	13.43%	1	5	2	1
\$375,001 and up	7	10.45%	0	3	4	0
Total New Listed Units	67		8	42	16	1
Total New Listed Volume	12,628,589	100%	884.80K	7.91M	3.54M	289.00K
Average New Listed Listing Price	\$179,423		\$110,599	\$188,350	\$221,506	\$289,000

November 2020



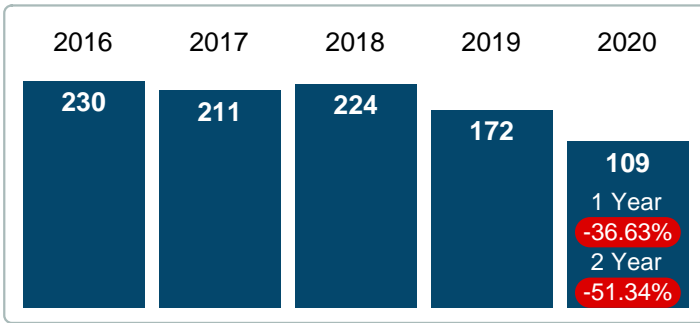
Area Delimited by County Of Creek - Residential Property Type



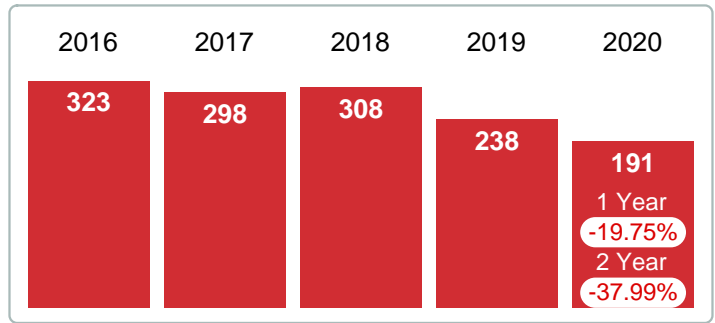
ACTIVE INVENTORY

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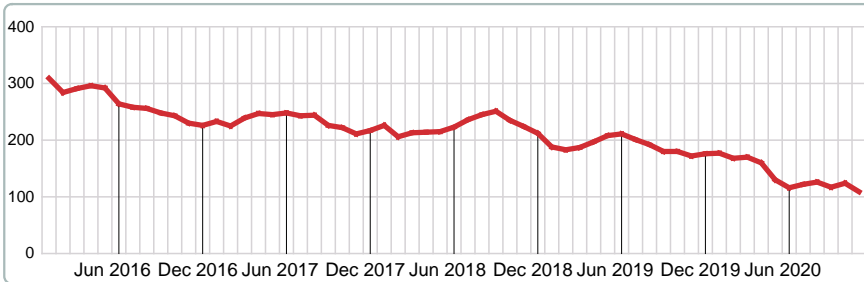
END OF NOVEMBER



ACTIVE DURING NOVEMBER

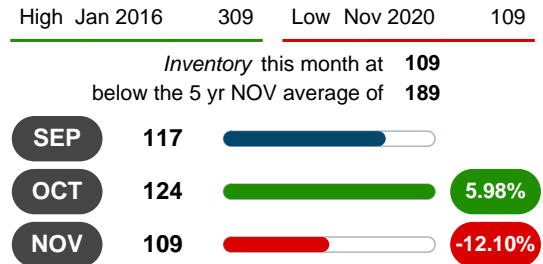


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 189



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	10.09%	54.9	4	5	2	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	22	20.18%	66.0	7	10	3	2
\$125,001 - \$200,000	34	31.19%	76.9	3	29	2	0
\$200,001 - \$350,000	17	15.60%	60.1	1	9	5	2
\$350,001 - \$500,000	14	12.84%	68.0	0	4	7	3
\$500,001 and up	11	10.09%	75.5	0	1	4	6
Total Active Inventory by Units	109			15	58	23	13
Total Active Inventory by Volume	26,510,696	100%	68.6	1.63M	10.73M	7.90M	6.26M
Average Active Inventory Listing Price	\$243,217			\$108,517	\$185,030	\$343,283	\$481,208

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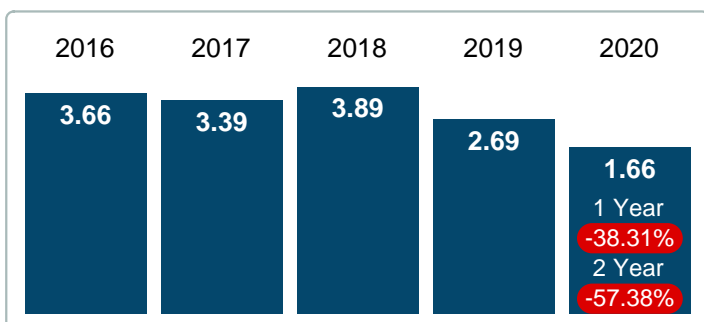
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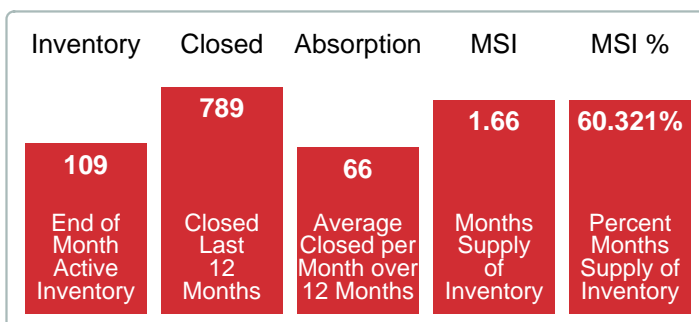
MONTHS SUPPLY of INVENTORY (MSI)

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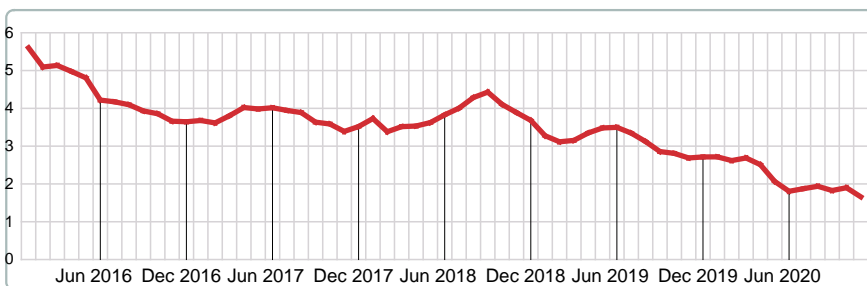
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

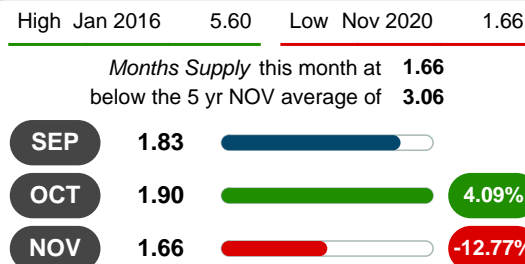


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.06



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
\$75,000 and less	11	10.09%	1.52	1.23	1.46	4.80	0.00
\$75,001 - \$75,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$75,001 - \$125,000	22	20.18%	1.45	2.40	0.86	6.00	12.00
\$125,001 - \$200,000	34	31.19%	1.38	2.40	1.48	0.57	0.00
\$200,001 - \$350,000	17	15.60%	1.27	4.00	1.07	1.25	2.67
\$350,001 - \$500,000	14	12.84%	3.65	0.00	8.00	2.90	3.60
\$500,001 and up	11	10.09%	7.33	0.00	3.00	5.33	14.40
Market Supply of Inventory (MSI)			1.66	1.94	1.32	1.99	5.03
Total Active Inventory by Units		100%	1.66	15	58	23	13

November 2020



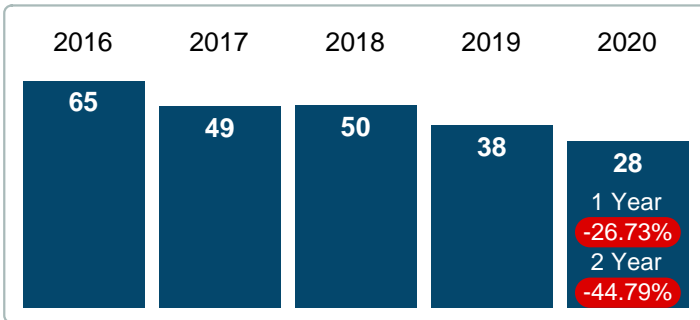
Area Delimited by County Of Creek - Residential Property Type



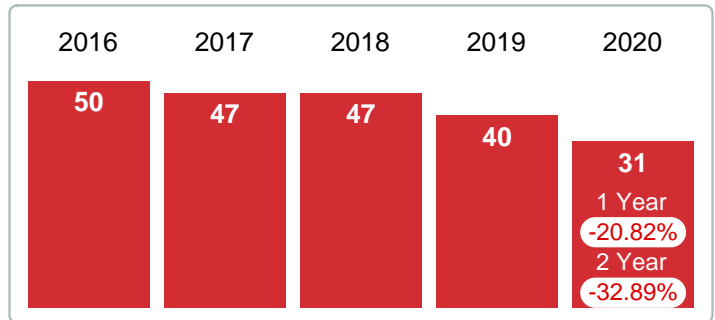
AVERAGE DAYS ON MARKET TO SALE

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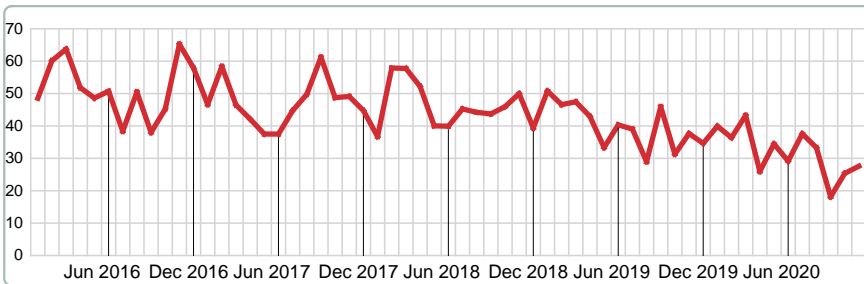
NOVEMBER



YEAR TO DATE (YTD)

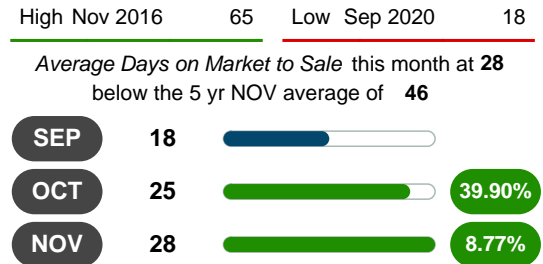


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



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
\$75,000 and less	10.00%	48	76	9	40	0
\$75,001 - \$100,000	6.67%	42	0	42	0	0
\$100,001 - \$125,000	8.33%	21	4	18	0	47
\$125,001 - \$175,000	36.67%	13	6	11	34	0
\$175,001 - \$250,000	15.00%	19	23	20	7	0
\$250,001 - \$450,000	13.33%	25	0	28	22	0
\$450,001 and up	10.00%	74	0	0	93	37
Average Closed DOM		28	44	18	48	40
Total Closed Units	100%	28	6	39	12	3
Total Closed Volume		12,697,261	538.50K	6.63M	4.02M	1.51M

November 2020



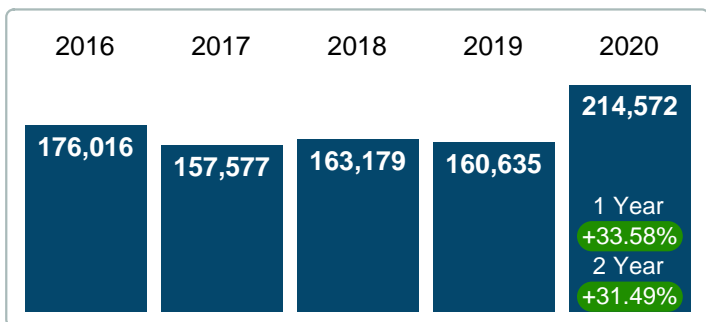
Area Delimited by County Of Creek - Residential Property Type



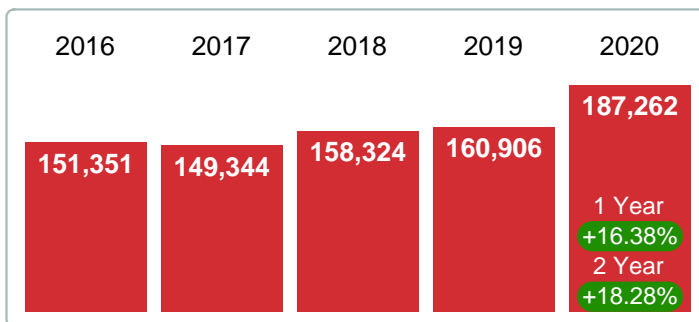
AVERAGE LIST PRICE AT CLOSING

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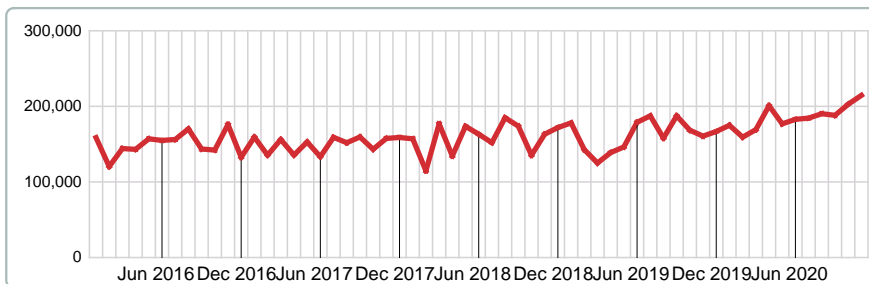
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 174,396

High Nov 2020 214,572 Low Feb 2018 114,760

Average List Price at Closing this month at **214,572**
above the 5 yr NOV average of **174,396**

- SEP 188,086
- OCT 202,780 7.81%
- NOV 214,572 5.82%

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
\$75,000 and less	10.00%	49,483	30,633	70,000	65,000	0
\$75,001 - \$100,000	6.67%	87,925	0	87,925	0	0
\$100,001 - \$125,000	10.00%	116,283	109,900	117,600	0	110,000
\$125,001 - \$175,000	35.00%	154,047	134,000	154,526	145,000	0
\$175,001 - \$250,000	15.00%	212,157	184,000	216,500	209,911	0
\$250,001 - \$450,000	15.00%	376,911	0	349,975	386,200	0
\$450,001 and up	8.33%	598,280	0	0	498,100	723,250
Average List Price		214,572	86,633	171,690	341,843	518,833
Total Closed Units	100%	214,572	6	39	12	3
Total Closed Volume		12,874,306	519.80K	6.70M	4.10M	1.56M



Area Delimited by County Of Creek - Residential Property Type

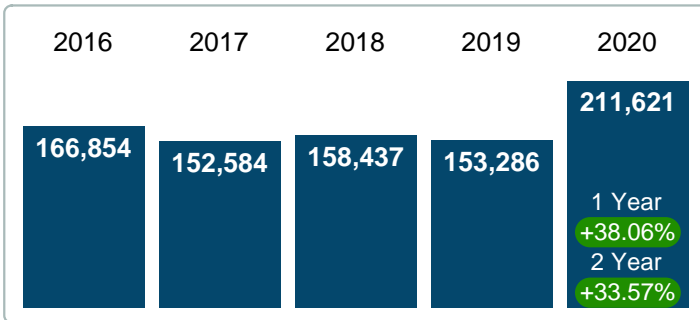


November 2020

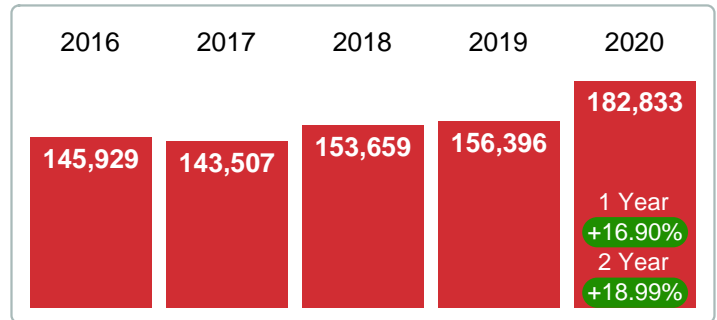
AVERAGE SOLD PRICE AT CLOSING

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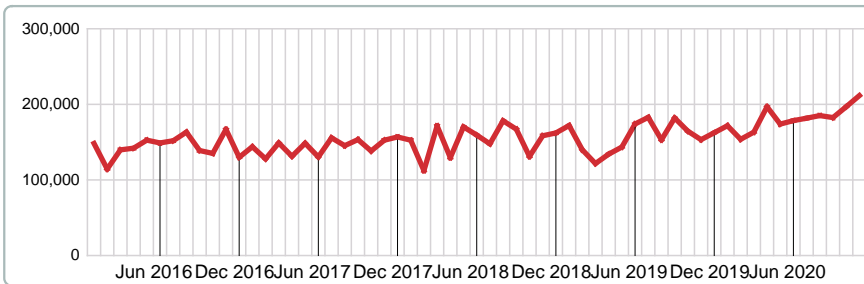
NOVEMBER



YEAR TO DATE (YTD)

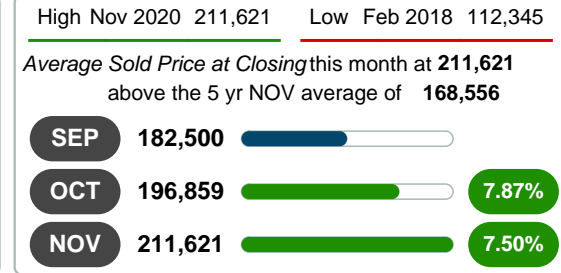


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 168,556



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
\$75,000 and less	10.00%	42,750	29,667	63,500	40,500	0
\$75,001 - \$100,000	6.67%	87,950	0	87,950	0	0
\$100,001 - \$125,000	8.33%	114,580	118,000	116,633	0	105,000
\$125,001 - \$175,000	36.67%	151,641	147,500	151,663	153,500	0
\$175,001 - \$250,000	15.00%	212,179	184,000	216,529	209,911	0
\$250,001 - \$450,000	13.33%	359,125	0	350,250	368,000	0
\$450,001 and up	10.00%	566,225	0	0	498,350	701,975
Average Sold Price		211,621	89,750	169,923	335,234	502,983
Total Closed Units	100%	211,621	6	39	12	3
Total Closed Volume		12,697,261	538.50K	6.63M	4.02M	1.51M

November 2020



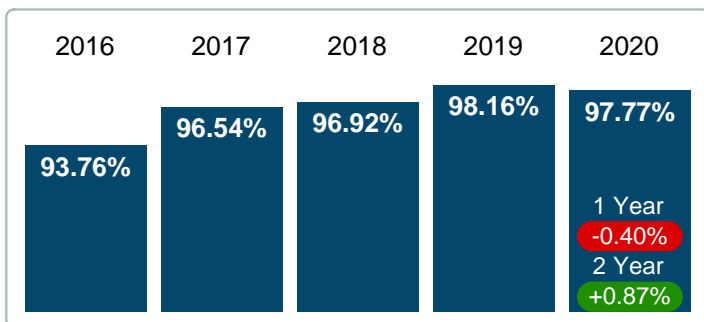
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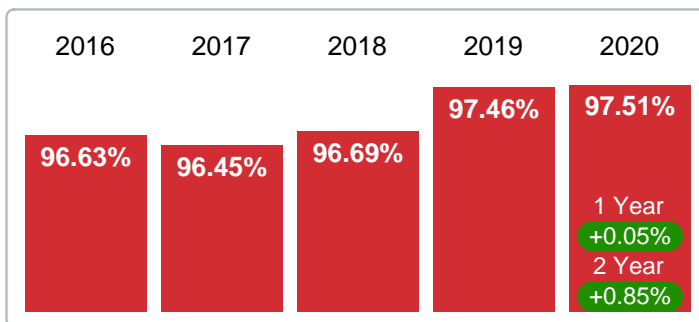
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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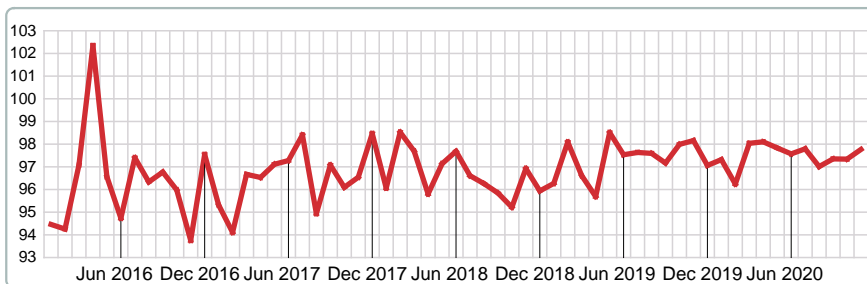
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

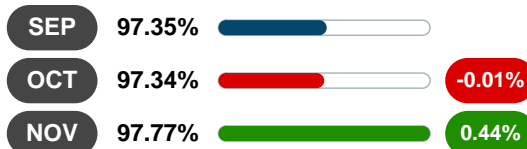


3 MONTHS

5 year NOV AVG = 96.63%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.77%**
above the 5 yr NOV average of **96.63%**



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
\$75,000 and less	6	10.00%	83.78%	86.08%	91.08%	62.31%	0.00%
\$75,001 - \$100,000	4	6.67%	99.85%	0.00%	99.85%	0.00%	0.00%
\$100,001 - \$125,000	5	8.33%	100.02%	107.37%	99.09%	0.00%	95.45%
\$125,001 - \$175,000	22	36.67%	99.37%	110.07%	98.13%	105.83%	0.00%
\$175,001 - \$250,000	9	15.00%	100.04%	100.00%	100.06%	100.00%	0.00%
\$250,001 - \$450,000	8	13.33%	97.83%	0.00%	99.77%	95.89%	0.00%
\$450,001 and up	6	10.00%	99.10%	0.00%	0.00%	100.06%	97.18%
Average Sold/List Ratio		97.80%		95.95%	98.53%	96.48%	96.60%
Total Closed Units	60	100%	97.80%	6	39	12	3
Total Closed Volume	12,697,261			538.50K	6.63M	4.02M	1.51M

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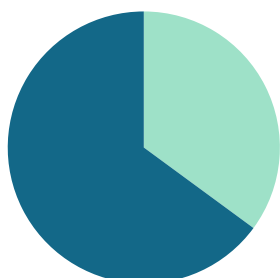
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

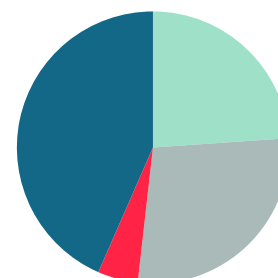


Inventory
 New Listings
67 = 35.08%
 Start Inventory
124
 Total Inventory Units
191
 Volume
\$42,621,666

Market Activity

Closed Sales
60 = 23.90%
 Pending Sales
70 = 27.89%
 Other Off Market
12 = 4.78%
 Active Inventory
109 = 43.43%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	60	11.11%	724	735	1.52%
Pending Sales	45	70	55.56%	754	806	6.90%
New Listings	58	67	15.52%	1,006	946	-5.96%
Average List Price	160,635	214,572	33.58%	160,906	187,262	16.38%
Average Sale Price	153,286	211,621	38.06%	156,396	182,833	16.90%
Average Percent of Selling Price to List Price	98.16%	97.77%	-0.40%	97.46%	97.51%	0.05%
Average Days on Market to Sale	37.65	27.58	-26.73%	39.51	31.29	-20.82%
Monthly Inventory	172	109	-36.63%	172	109	-36.63%
Months Supply of Inventory	2.69	1.66	-38.31%	2.69	1.66	-38.31%

Absorption: Last 12 months, an Average of **66** Sales/Month

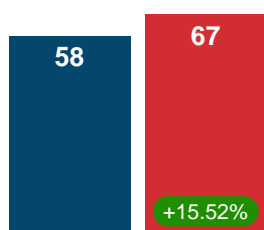
Inventory on November 30, 2020 = **109**

2019 **2020**

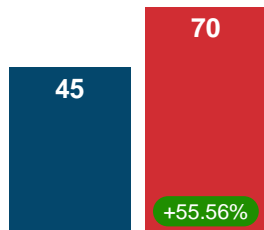
NOVEMBER MARKET

AVERAGE PRICES

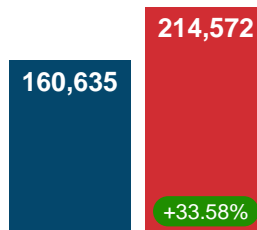
New Listings



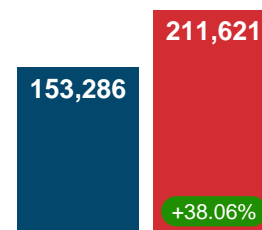
Pending Listings



List Price



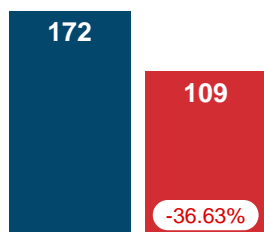
Sale Price



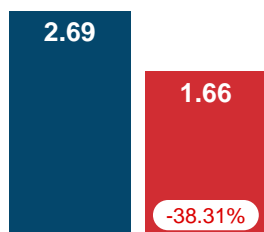
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

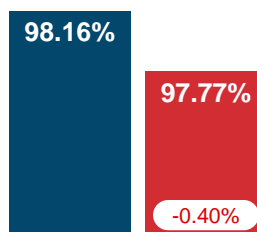
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

