

October 2020



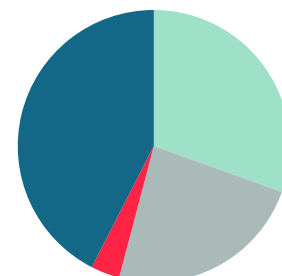
Area Delimited by County Of Creek - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	75	89	18.67%
Pending Listings	66	69	4.55%
New Listings	98	83	-15.31%
Average List Price	168,464	202,780	20.37%
Average Sale Price	164,531	196,859	19.65%
Average Percent of Selling Price to List Price	97.99%	97.34%	-0.66%
Average Days on Market to Sale	31.31	25.36	-19.00%
End of Month Inventory	180	124	-31.11%
Months Supply of Inventory	2.81	1.90	-32.34%



■ Closed (30.48%)
■ Pending (23.63%)
■ Other OffMarket (3.42%)
■ Active (42.47%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of October 31, 2020 = **124**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **31.11%** to 124 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 **1.90** 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 **19.65%** in October 2020 to \$196,859 versus the previous year at \$164,531.

Average Days on Market Shortens

The average number of **25.36** days that homes spent on the market before selling decreased by 5.95 days or **19.00%** in October 2020 compared to last year's same month at **31.31** DOM.

Sales Success for October 2020 is Positive

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

There were 83 New Listings in October 2020, down **15.31%** from last year at 98. Furthermore, there were 89 Closed Listings this month versus last year at 75, a **18.67%** increase.

Closed versus Listed trends yielded a **107.2%** ratio, up from previous year's, October 2019, at **76.5%**, a **40.11%** upswing. 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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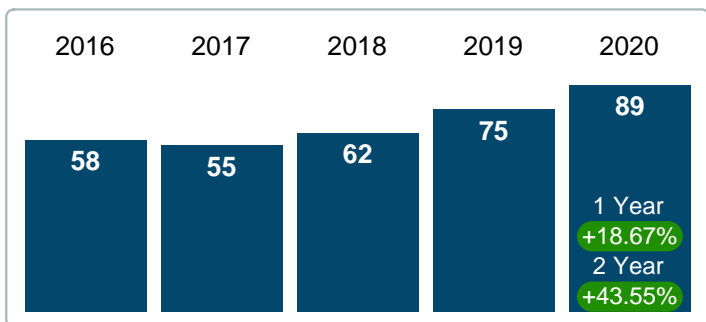
Area Delimited by County Of Creek - Residential Property Type



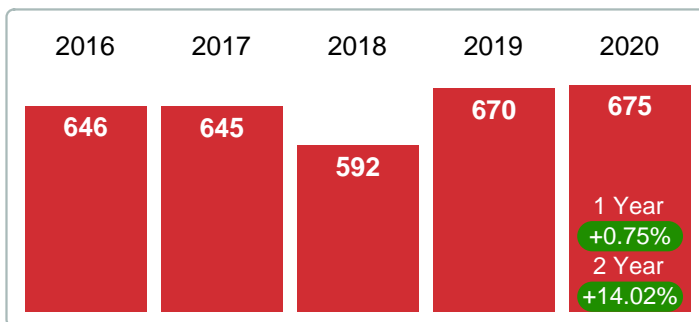
CLOSED LISTINGS

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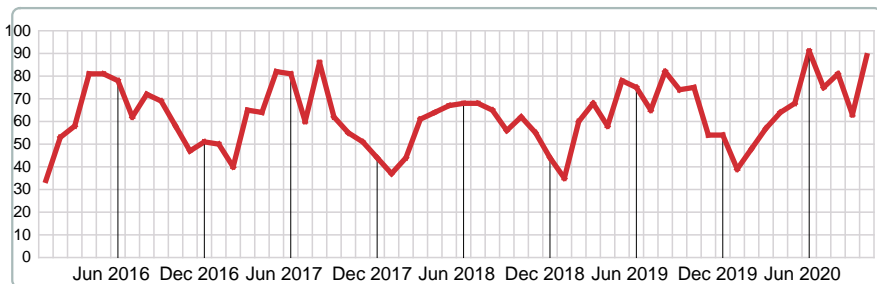
OCTOBER



YEAR TO DATE (YTD)

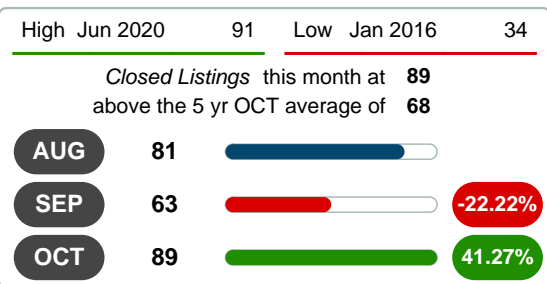


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



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	7	7.87%	47.9	1	6	0	0
\$75,001 - \$100,000	6	6.74%	34.5	2	4	0	0
\$100,001 - \$125,000	11	12.36%	19.5	1	10	0	0
\$125,001 - \$175,000	27	30.34%	24.9	1	24	2	0
\$175,001 - \$225,000	13	14.61%	6.1	0	7	5	1
\$225,001 - \$325,000	14	15.73%	24.1	1	10	3	0
\$325,001 and up	11	12.36%	37.5	0	3	7	1
Total Closed Units	89			6	64	17	2
Total Closed Volume	17,520,483	100%	25.4	702.50K	11.09M	5.07M	660.12K
Average Closed Price	\$196,859			\$117,083	\$173,314	\$297,988	\$330,058

October 2020



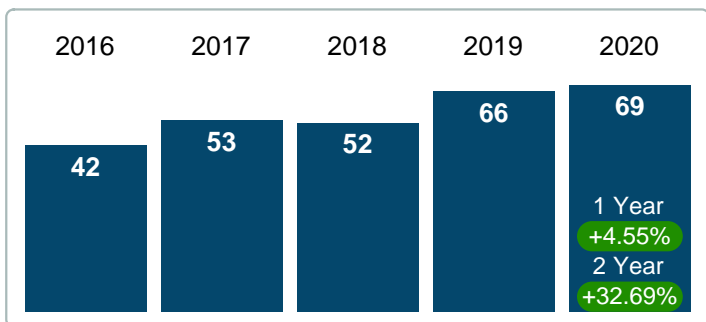
Area Delimited by County Of Creek - Residential Property Type



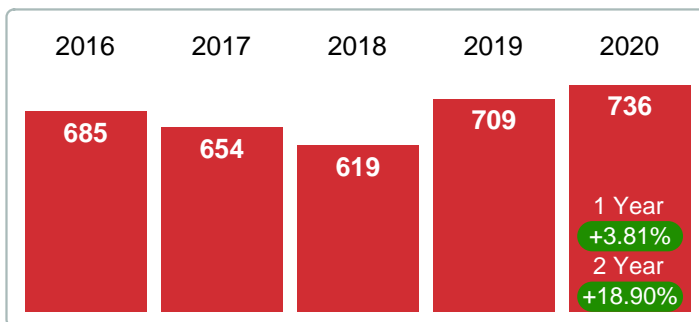
PENDING LISTINGS

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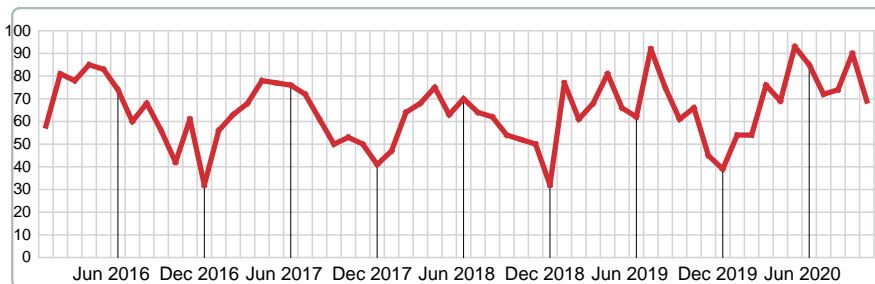
OCTOBER



YEAR TO DATE (YTD)

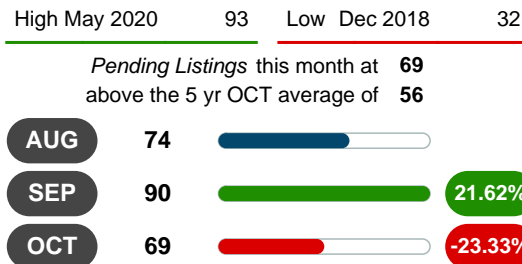


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



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	7.25%	27.4	2	2	0	1
\$75,001 - \$100,000	8	11.59%	30.9	1	5	2	0
\$100,001 - \$125,000	6	8.70%	20.0	1	5	0	0
\$125,001 - \$175,000	23	33.33%	15.0	1	19	3	0
\$175,001 - \$225,000	11	15.94%	33.6	2	9	0	0
\$225,001 - \$425,000	8	11.59%	23.8	0	3	4	1
\$425,001 and up	8	11.59%	75.9	0	5	3	0
Total Pending Units	69			7	48	12	2
Total Pending Volume	14,426,173	100%	28.9	821.30K	9.80M	3.40M	409.90K
Average Listing Price	\$212,716			\$117,329	\$204,116	\$283,117	\$204,950

October 2020



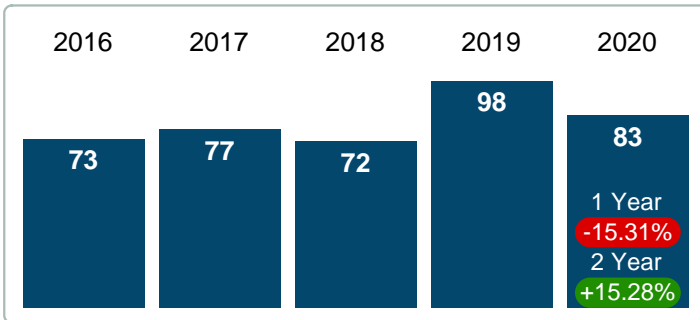
Area Delimited by County Of Creek - Residential Property Type



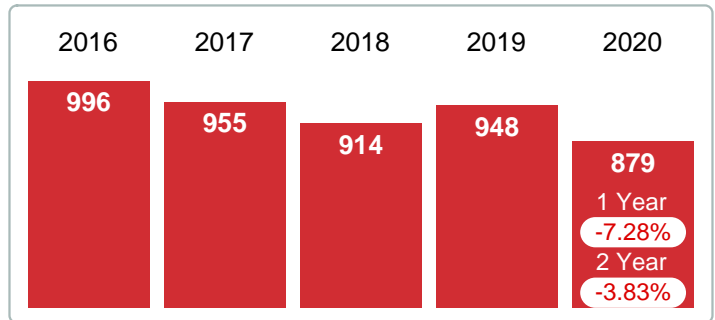
NEW LISTINGS

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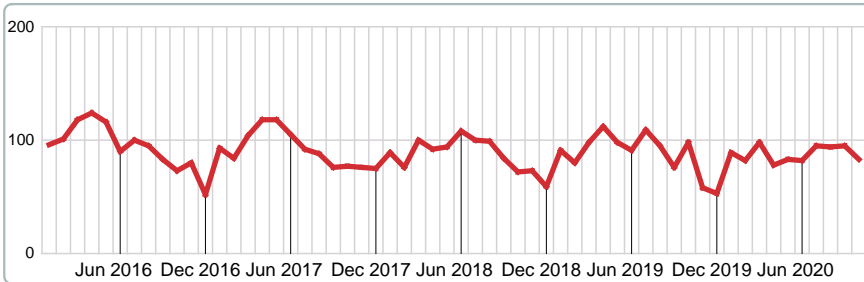
OCTOBER



YEAR TO DATE (YTD)

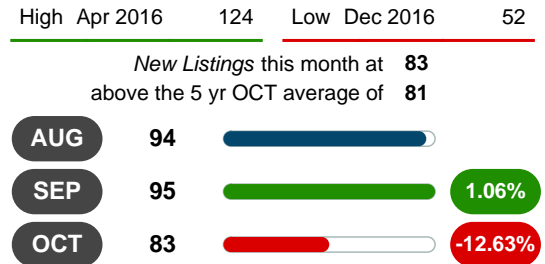


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 81



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	5	6.02%	1	4	0	0
\$75,001 - \$100,000	12	14.46%	5	5	2	0
\$100,001 - \$125,000	9	10.84%	2	6	0	1
\$125,001 - \$150,000	15	18.07%	1	13	1	0
\$150,001 - \$225,000	21	25.30%	0	18	3	0
\$225,001 - \$400,000	12	14.46%	0	4	5	3
\$400,001 and up	9	10.84%	0	3	3	3
Total New Listed Units	83		9	53	14	7
Total New Listed Volume	17,028,373	100%	874.50K	9.27M	3.90M	2.98M
Average New Listed Listing Price	\$185,627		\$97,167	\$174,879	\$278,757	\$426,100

October 2020



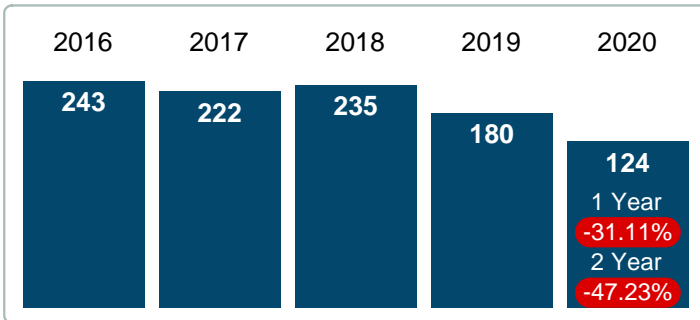
Area Delimited by County Of Creek - Residential Property Type



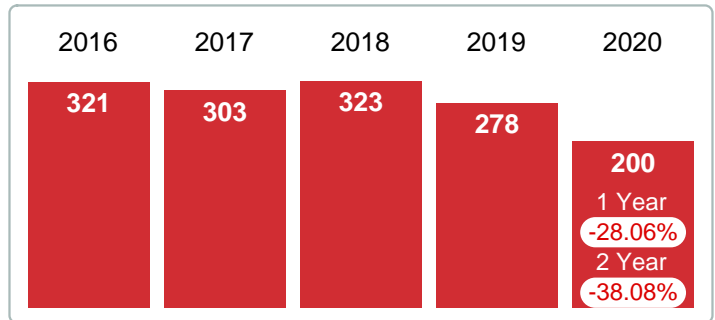
ACTIVE INVENTORY

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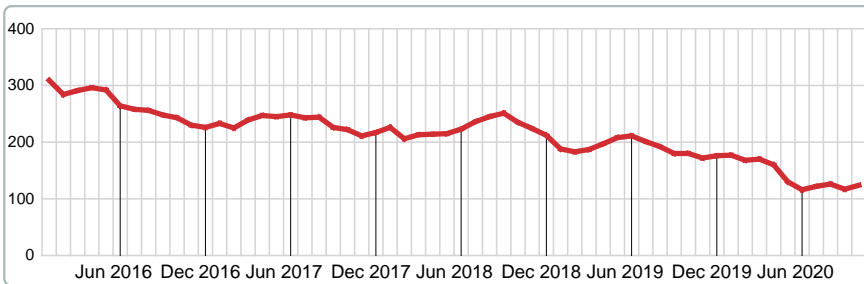
END OF OCTOBER



ACTIVE DURING OCTOBER

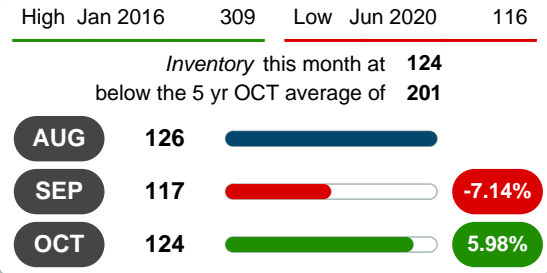


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 201



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	9	7.26%	96.0	3	6	0	0
\$75,001 - \$100,000	19	15.32%	54.6	9	7	2	1
\$100,001 - \$125,000	13	10.48%	57.2	2	8	2	1
\$125,001 - \$175,000	30	24.19%	62.2	1	29	0	0
\$175,001 - \$350,000	24	19.35%	65.2	2	15	5	2
\$350,001 - \$475,000	15	12.10%	73.1	0	4	6	5
\$475,001 and up	14	11.29%	60.1	0	1	6	7
Total Active Inventory by Units	124			17	70	21	16
Total Active Inventory by Volume	29,993,077	100%	64.6	1.73M	12.40M	8.06M	7.81M
Average Active Inventory Listing Price	\$241,880			\$101,621	\$177,075	\$383,776	\$488,188

October 2020



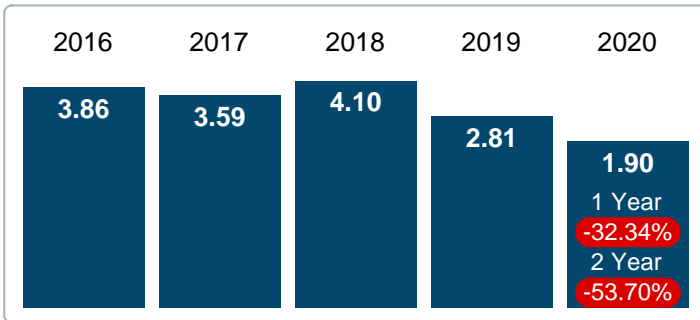
Area Delimited by County Of Creek - Residential Property Type



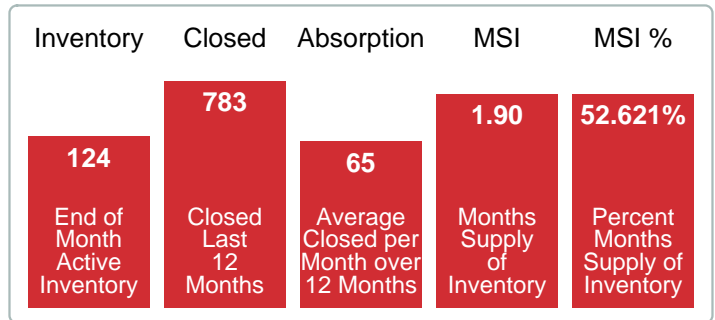
MONTHS SUPPLY of INVENTORY (MSI)

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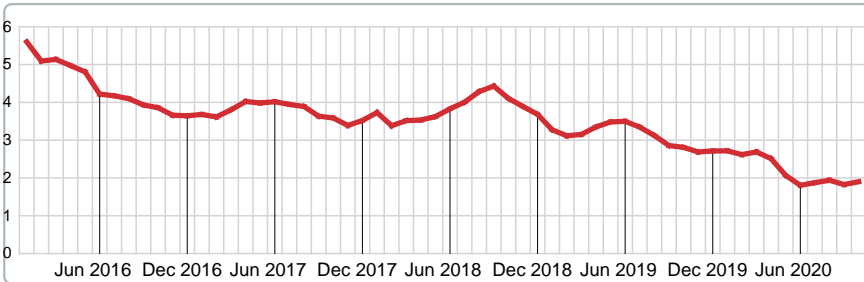
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

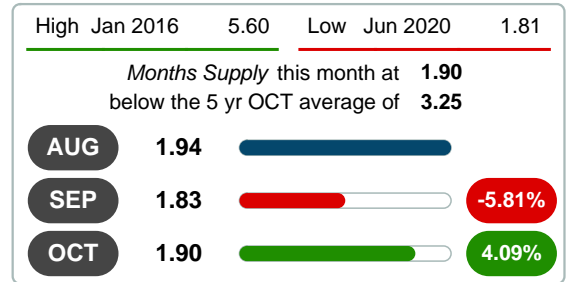


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.25



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	9	7.26%	1.20	0.90	1.67	0.00	0.00
\$75,001 - \$100,000	19	15.32%	2.48	4.50	1.31	8.00	12.00
\$100,001 - \$125,000	13	10.48%	1.59	1.50	1.25	4.80	0.00
\$125,001 - \$175,000	30	24.19%	1.68	0.86	2.08	0.00	0.00
\$175,001 - \$350,000	24	19.35%	1.23	8.00	1.12	0.98	2.67
\$350,001 - \$475,000	15	12.10%	5.45	0.00	16.00	3.60	6.67
\$475,001 and up	14	11.29%	7.64	0.00	2.40	6.00	16.80
Market Supply of Inventory (MSI)			1.90	2.08	1.62	1.85	6.62
Total Active Inventory by Units		100%	124	17	70	21	16

October 2020



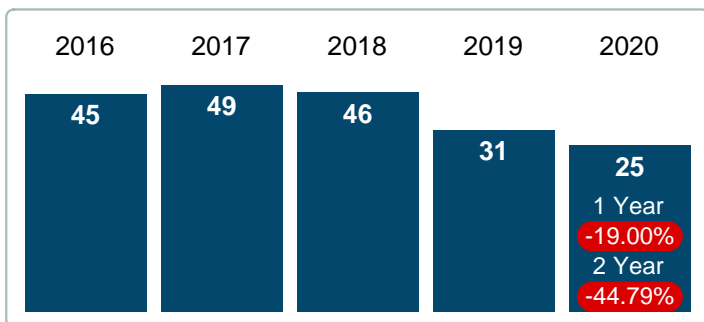
Area Delimited by County Of Creek - Residential Property Type



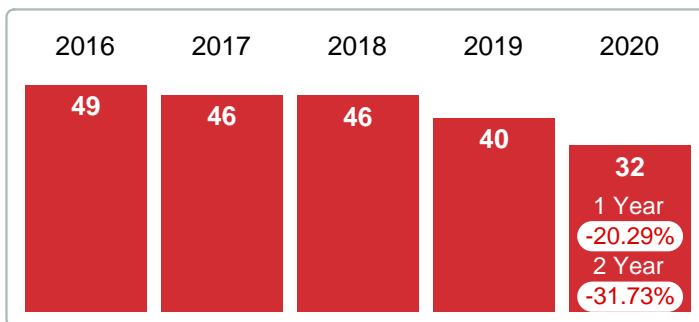
AVERAGE DAYS ON MARKET TO SALE

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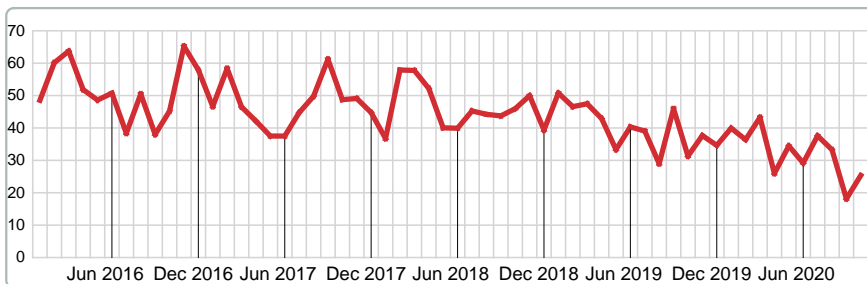
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 39

High Nov 2016 65 Low Sep 2020 18

Average Days on Market to Sale this month at 25 below the 5 yr OCT average of 39



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	7.87%	48	3	55	0	0
\$75,001 - \$100,000	6.74%	35	6	49	0	0
\$100,001 - \$125,000	12.36%	19	4	21	0	0
\$125,001 - \$175,000	30.34%	25	1	25	33	0
\$175,001 - \$225,000	14.61%	6	0	7	4	8
\$225,001 - \$325,000	15.73%	24	61	21	21	0
\$325,001 and up	12.36%	37	0	7	43	88
Average Closed DOM		25	14	25	27	48
Total Closed Units		89	6	64	17	2
Total Closed Volume		17,520,483	702.50K	11.09M	5.07M	660.12K

October 2020



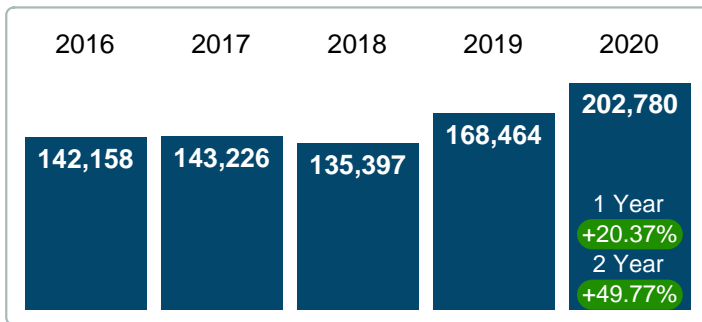
Area Delimited by County Of Creek - Residential Property Type



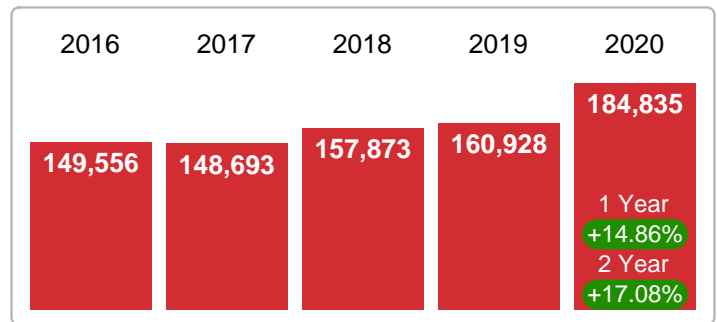
AVERAGE LIST PRICE AT CLOSING

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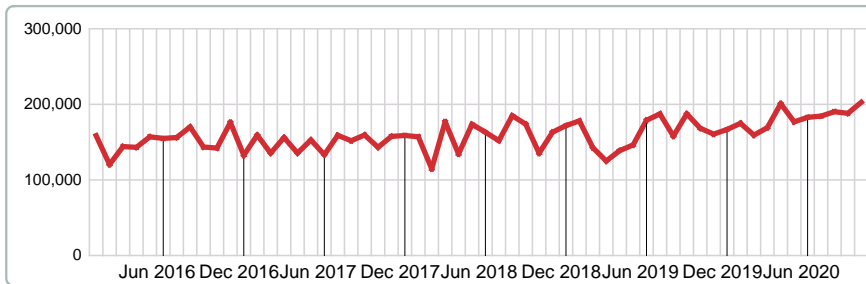
OCTOBER



YEAR TO DATE (YTD)

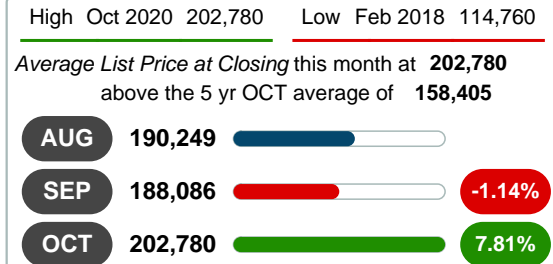


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 158,405



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	6.74%	48,800	30,000	57,117	0	0
\$75,001 - \$100,000	12.36%	94,382	92,500	94,825	0	0
\$100,001 - \$125,000	4.49%	112,475	110,000	113,630	0	0
\$125,001 - \$175,000	34.83%	153,676	145,000	154,656	166,950	0
\$175,001 - \$225,000	13.48%	199,267	0	192,014	203,760	199,200
\$225,001 - \$325,000	12.36%	271,045	399,000	273,350	312,333	0
\$325,001 and up	15.73%	437,848	0	549,659	417,557	470,000
Average List Price		202,780	144,833	176,510	306,624	334,600
Total Closed Units		89	6	64	17	2
Total Closed Volume		18,047,428	869.00K	11.30M	5.21M	669.20K

October 2020



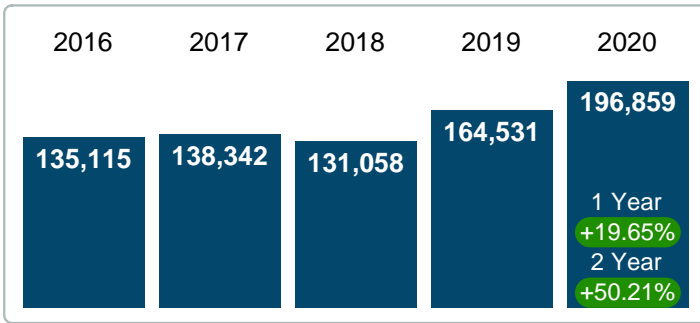
Area Delimited by County Of Creek - Residential Property Type



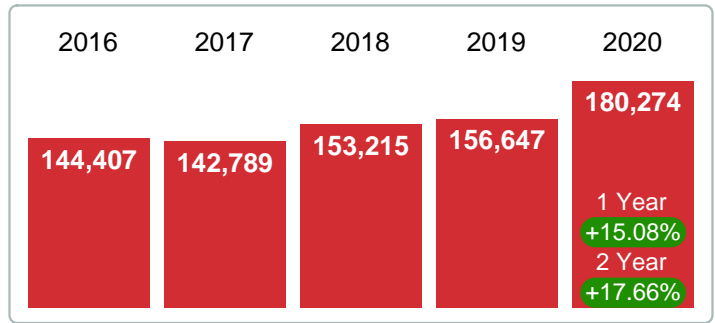
AVERAGE SOLD PRICE AT CLOSING

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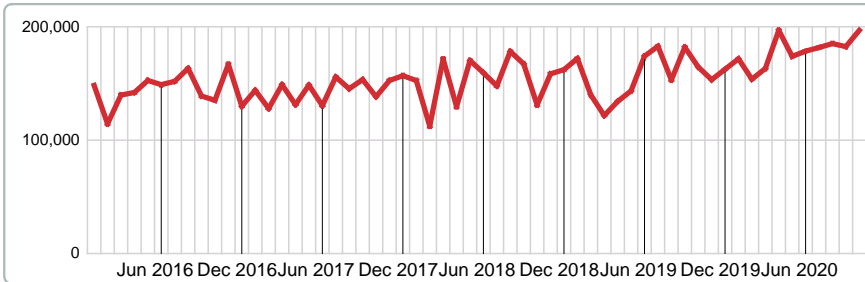
OCTOBER



YEAR TO DATE (YTD)

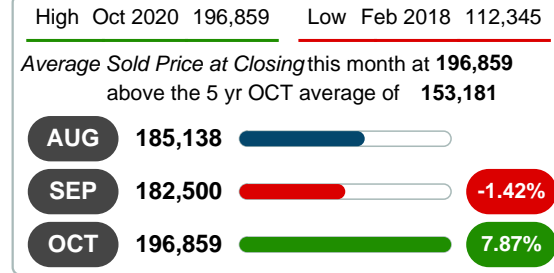


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 153,181



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	7	7.87%	48,256	27,000	51,798	0	0
\$75,001 - \$100,000	6	6.74%	89,417	94,250	87,000	0	0
\$100,001 - \$125,000	11	12.36%	112,923	109,500	113,265	0	0
\$125,001 - \$175,000	27	30.34%	152,913	145,000	152,281	164,450	0
\$175,001 - \$225,000	13	14.61%	198,155	0	191,571	204,980	210,115
\$225,001 - \$325,000	14	15.73%	271,414	232,500	265,830	303,000	0
\$325,001 and up	11	12.36%	445,416	0	548,859	400,429	450,000
Average Sold Price			196,859	117,083	173,314	297,988	330,058
Total Closed Units		100%	196,859	6	64	17	2
Total Closed Volume			17,520,483	702.50K	11.09M	5.07M	660.12K

October 2020



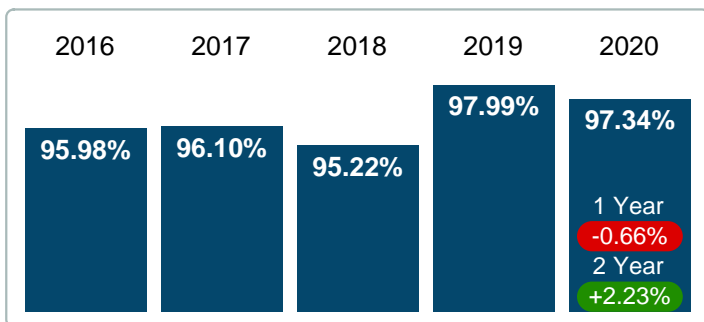
Area Delimited by County Of Creek - Residential Property Type



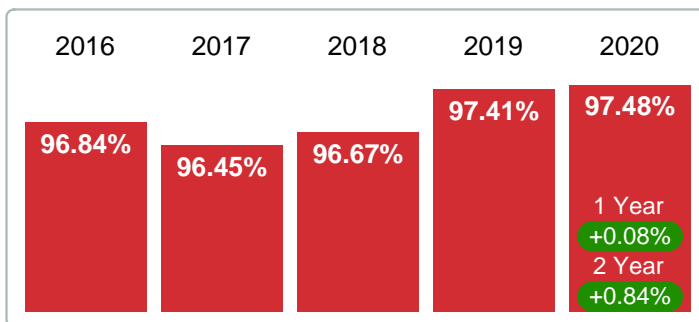
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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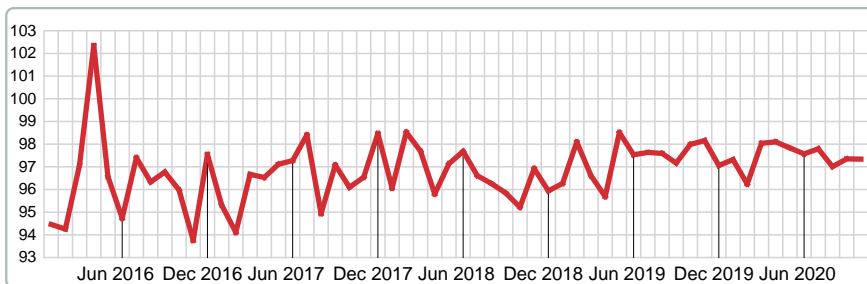
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

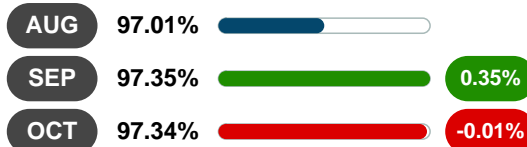


3 MONTHS

5 year OCT AVG = 96.52%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.34%**
equal to 5 yr OCT average of **96.52%**



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	7	7.87%	88.87%	90.00%	88.68%	0.00%	0.00%
\$75,001 - \$100,000	6	6.74%	95.18%	101.88%	91.83%	0.00%	0.00%
\$100,001 - \$125,000	11	12.36%	100.39%	99.55%	100.48%	0.00%	0.00%
\$125,001 - \$175,000	27	30.34%	98.59%	100.00%	98.52%	98.77%	0.00%
\$175,001 - \$225,000	13	14.61%	100.61%	0.00%	99.84%	100.71%	105.48%
\$225,001 - \$325,000	14	15.73%	94.70%	58.27%	97.58%	97.25%	0.00%
\$325,001 and up	11	12.36%	97.27%	0.00%	99.77%	96.42%	95.74%
Average Sold/List Ratio		97.30%		91.93%	97.54%	98.11%	100.61%
Total Closed Units		89	100%	6	64	17	2
Total Closed Volume		17,520,483		702.50K	11.09M	5.07M	660.12K

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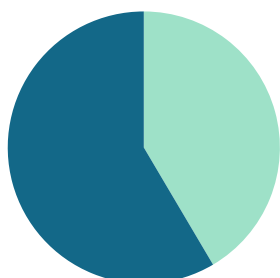
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

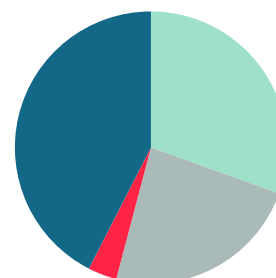


Inventory
 New Listings **83 = 41.50%**
 Start Inventory **117**
 Total Inventory Units **200**
 Volume **\$46,308,950**

Market Activity

Closed Sales **89 = 30.48%**
 Pending Sales **69 = 23.63%**
 Other Off Market **10 = 3.42%**
 Active Inventory **124 = 42.47%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	75	89	18.67%	670	675	0.75%
Pending Sales	66	69	4.55%	709	736	3.81%
New Listings	98	83	-15.31%	948	879	-7.28%
Average List Price	168,464	202,780	20.37%	160,928	184,835	14.86%
Average Sale Price	164,531	196,859	19.65%	156,647	180,274	15.08%
Average Percent of Selling Price to List Price	97.99%	97.34%	-0.66%	97.41%	97.48%	0.08%
Average Days on Market to Sale	31.31	25.36	-19.00%	39.66	31.61	-20.29%
Monthly Inventory	180	124	-31.11%	180	124	-31.11%
Months Supply of Inventory	2.81	1.90	-32.34%	2.81	1.90	-32.34%

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

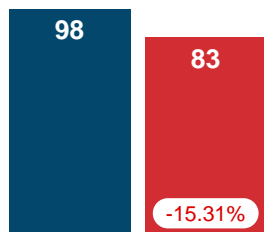
Inventory on October 31, 2020 = **124**

2019 **2020**

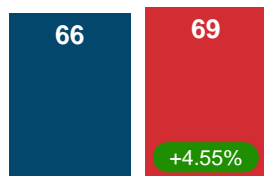
OCTOBER MARKET

AVERAGE PRICES

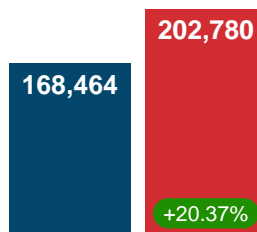
New Listings



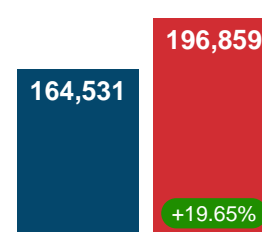
Pending Listings



List Price



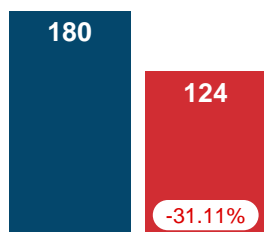
Sale Price



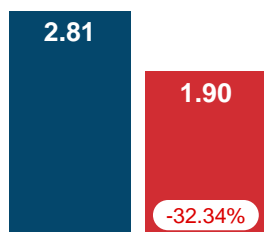
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

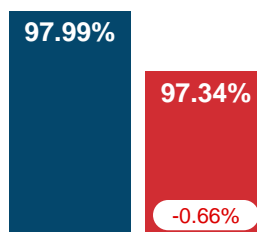
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

