

October 2020



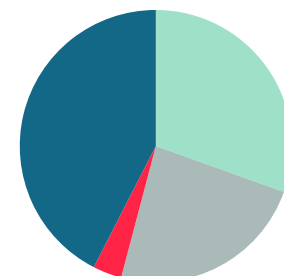
Area Delimited by County Of Creek - Residential Property Type



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%
Median List Price	159,000	164,900	3.71%
Median Sale Price	156,000	164,950	5.74%
Median Percent of Selling Price to List Price	98.85%	99.55%	0.70%
Median Days on Market to Sale	17.00	7.00	-58.82%
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.

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 **5.74%** in October 2020 to \$164,950 versus the previous year at \$156,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 10.00 days or **58.82%** in October 2020 compared to last year's same month at **17.00** DOM.

Sales Success for October 2020 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2020



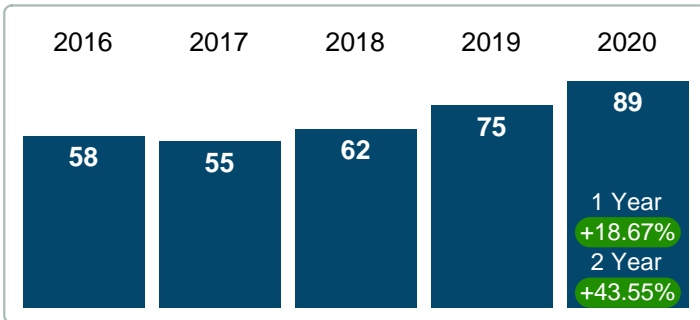
Area Delimited by County Of Creek - Residential Property Type



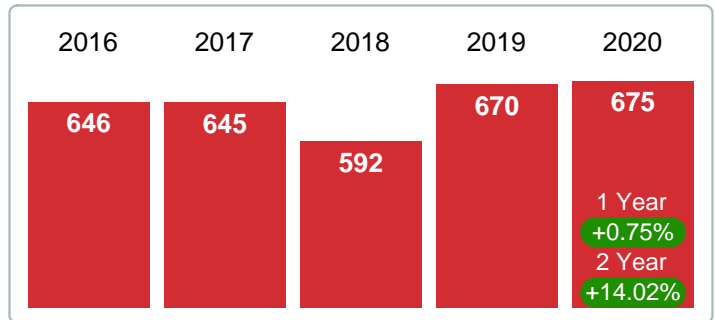
CLOSED LISTINGS

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

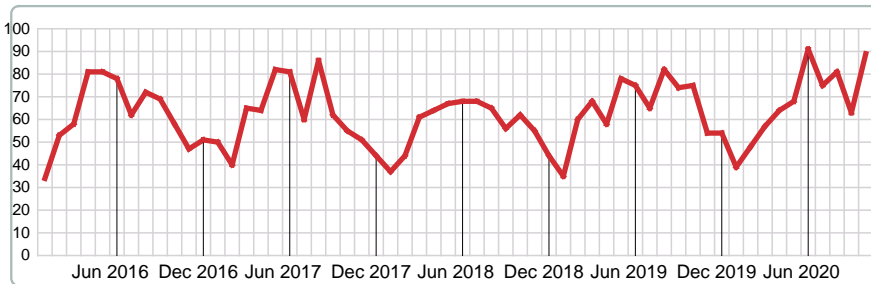
OCTOBER



YEAR TO DATE (YTD)

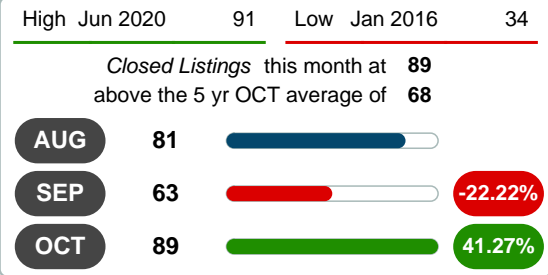


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	7.87%	9.0	1	6	0	0
\$75,001 - \$100,000	6	6.74%	11.0	2	4	0	0
\$100,001 - \$125,000	11	12.36%	6.0	1	10	0	0
\$125,001 - \$175,000	27	30.34%	10.0	1	24	2	0
\$175,001 - \$225,000	13	14.61%	5.0	0	7	5	1
\$225,001 - \$325,000	14	15.73%	7.5	1	10	3	0
\$325,001 and up	11	12.36%	12.0	0	3	7	1
Total Closed Units	89			6	64	17	2
Total Closed Volume	17,520,483	100%	7.0	702.50K	11.09M	5.07M	660.12K
Median Closed Price	\$164,950			\$103,000	\$150,000	\$299,000	\$330,058

October 2020



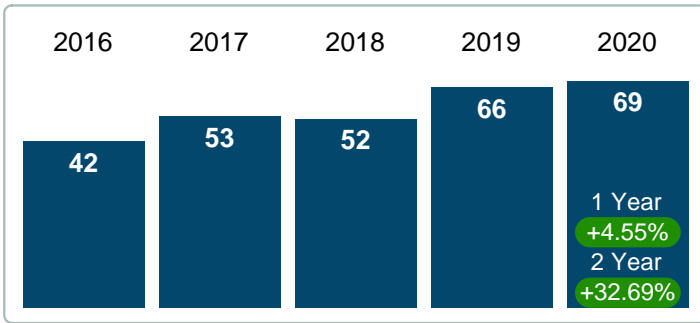
Area Delimited by County Of Creek - Residential Property Type



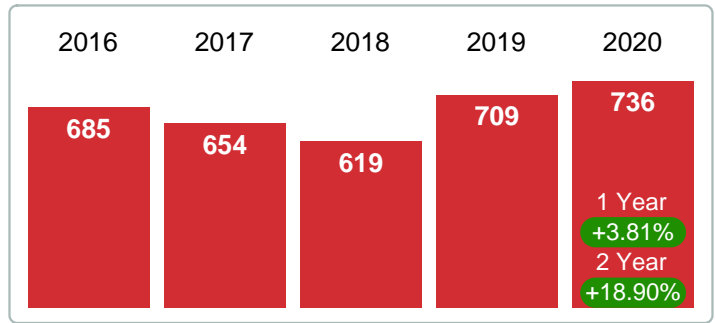
PENDING LISTINGS

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

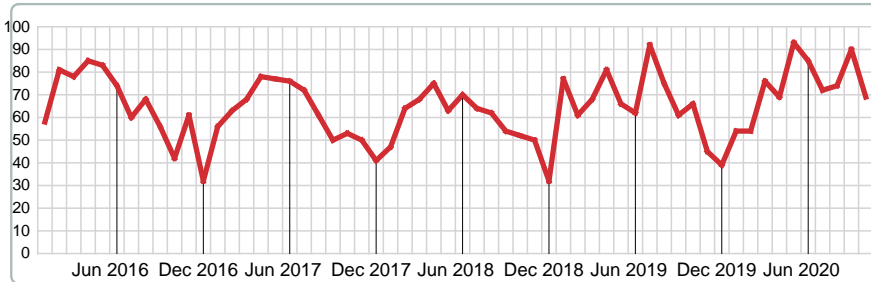
OCTOBER



YEAR TO DATE (YTD)

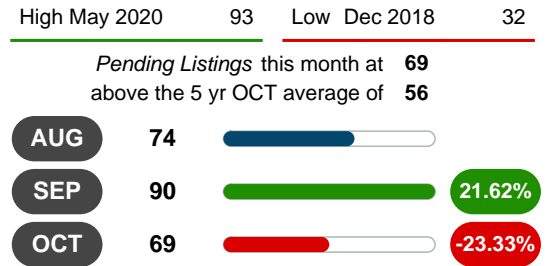


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.25%	14.0	2	2	0	1
\$75,001 - \$100,000	8	11.59%	24.0	1	5	2	0
\$100,001 - \$125,000	6	8.70%	12.0	1	5	0	0
\$125,001 - \$175,000	23	33.33%	6.0	1	19	3	0
\$175,001 - \$225,000	11	15.94%	30.0	2	9	0	0
\$225,001 - \$425,000	8	11.59%	14.5	0	3	4	1
\$425,001 and up	8	11.59%	74.0	0	5	3	0
Total Pending Units	69			7	48	12	2
Total Pending Volume	14,426,173	100%	20.0	821.30K	9.80M	3.40M	409.90K
Median Listing Price	\$163,000			\$109,900	\$163,000	\$247,000	\$204,950

October 2020



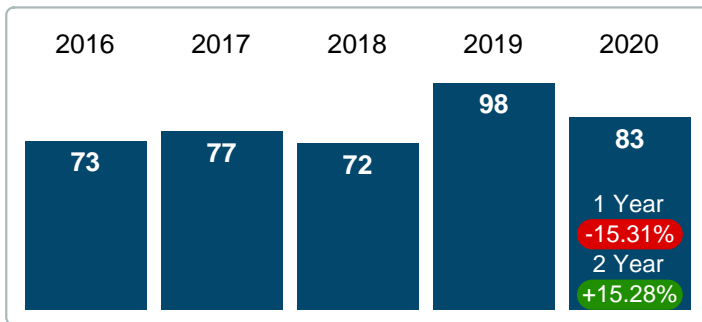
Area Delimited by County Of Creek - Residential Property Type



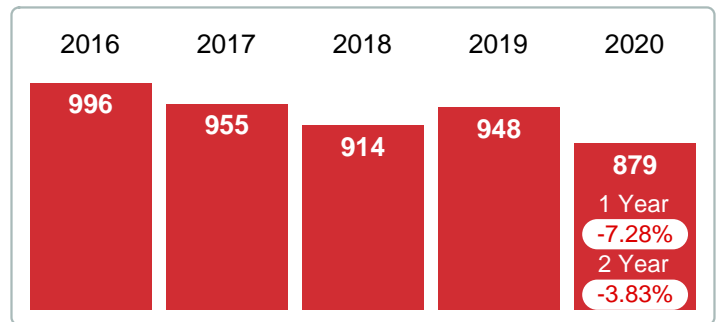
NEW LISTINGS

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

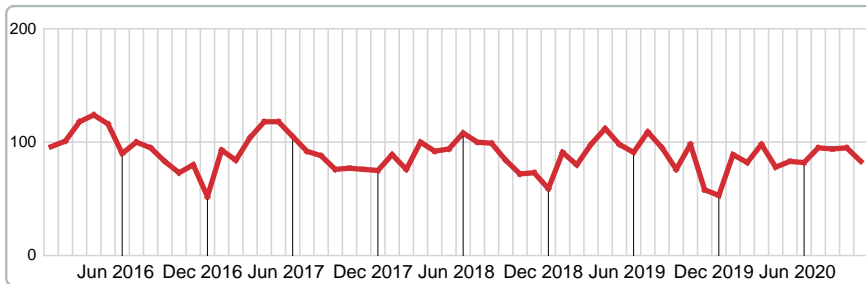
OCTOBER



YEAR TO DATE (YTD)

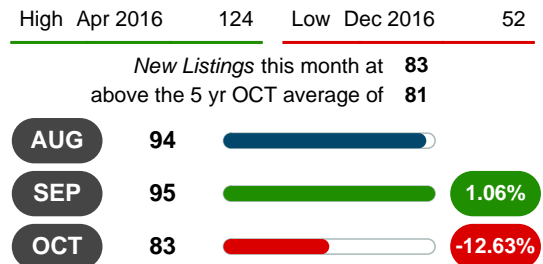


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$154,900		\$99,900	\$150,000	\$236,500	\$374,900

October 2020



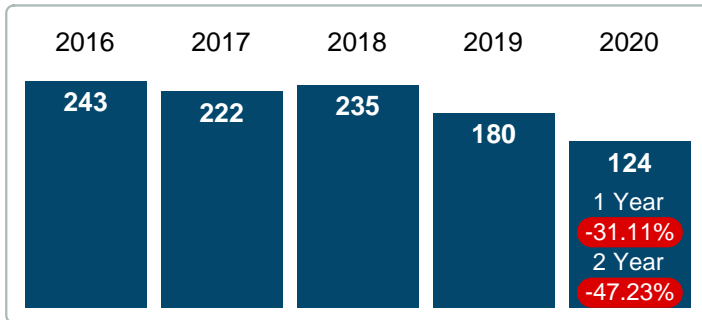
Area Delimited by County Of Creek - Residential Property Type



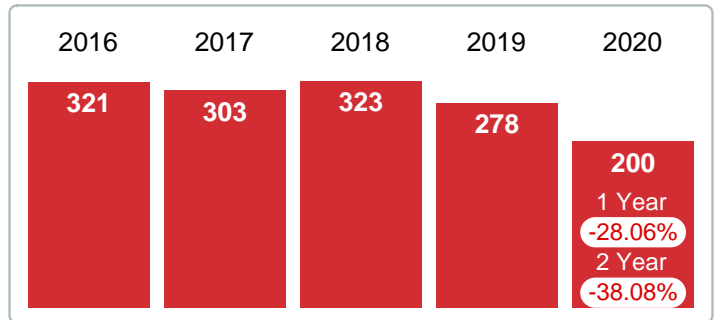
ACTIVE INVENTORY

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

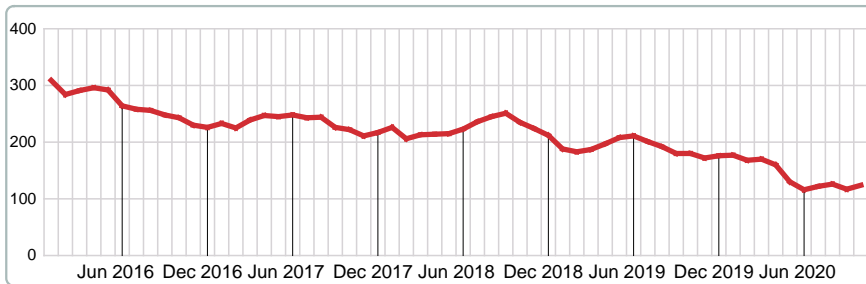
END OF OCTOBER



ACTIVE DURING OCTOBER

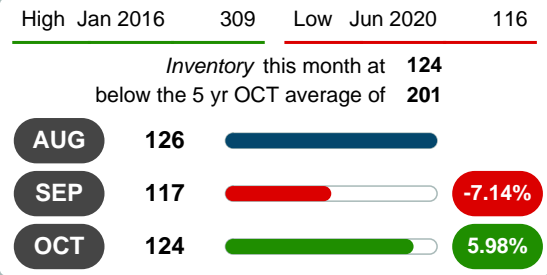


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 201



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.26%	88.0	3	6	0	0
\$75,001 - \$100,000	19	15.32%	32.0	9	7	2	1
\$100,001 - \$125,000	13	10.48%	32.0	2	8	2	1
\$125,001 - \$175,000	30	24.19%	31.5	1	29	0	0
\$175,001 - \$350,000	24	19.35%	62.0	2	15	5	2
\$350,001 - \$475,000	15	12.10%	66.0	0	4	6	5
\$475,001 and up	14	11.29%	44.5	0	1	6	7
Total Active Inventory by Units	124			17	70	21	16
Total Active Inventory by Volume	29,993,077	100%	47.0	1.73M	12.40M	8.06M	7.81M
Median Active Inventory Listing Price	\$155,000			\$90,000	\$142,500	\$385,000	\$440,000

October 2020



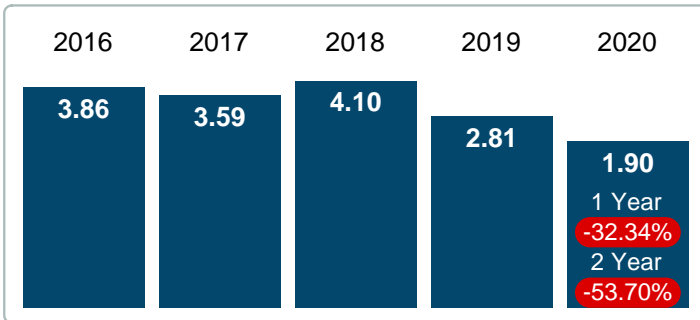
Area Delimited by County Of Creek - Residential Property Type



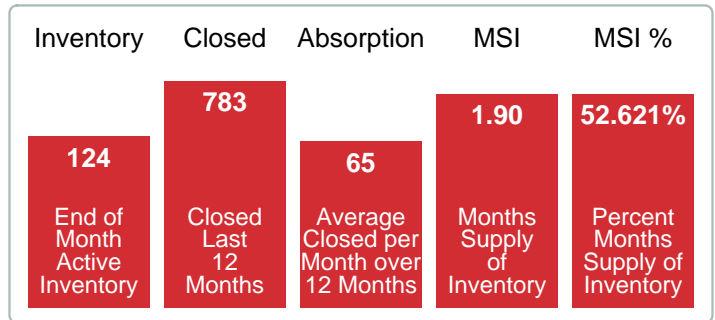
MONTHS SUPPLY of INVENTORY (MSI)

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

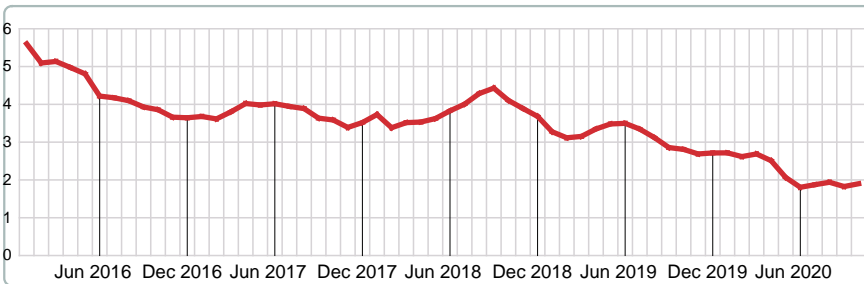
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

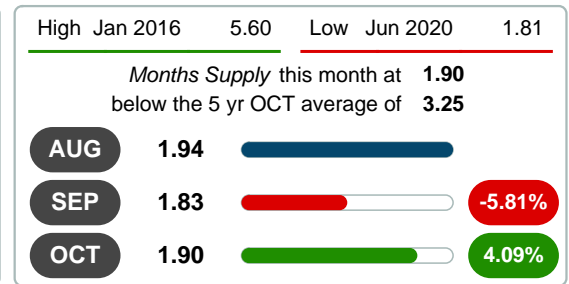


5 YEAR MARKET ACTIVITY TRENDS



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



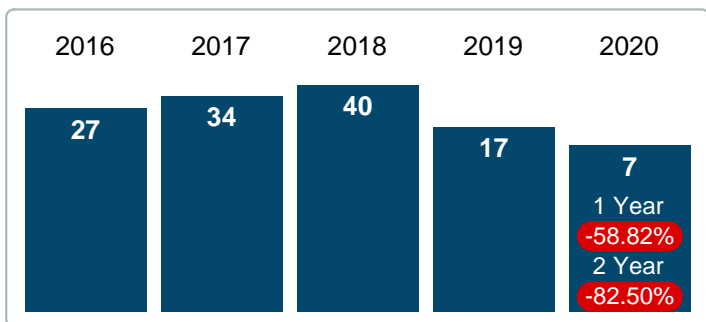
Area Delimited by County Of Creek - Residential Property Type



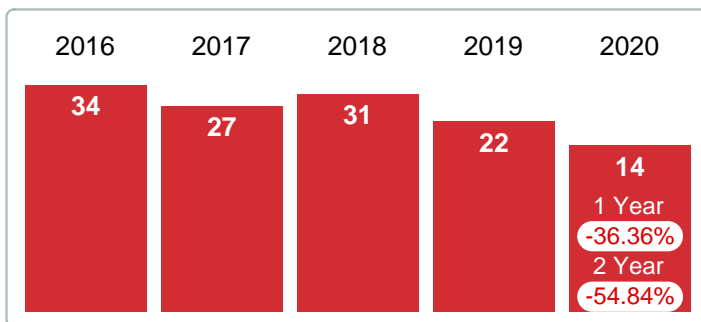
MEDIAN DAYS ON MARKET TO SALE

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

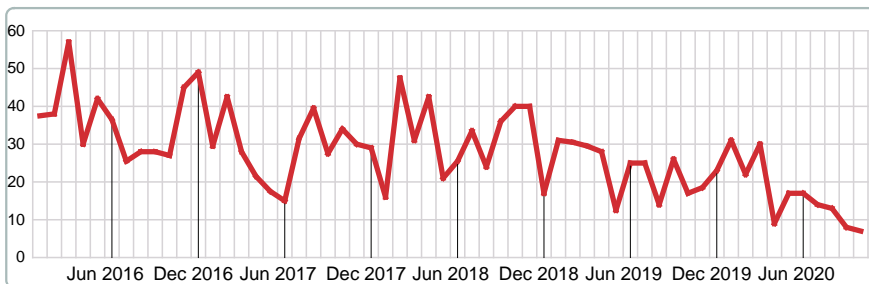
OCTOBER



YEAR TO DATE (YTD)

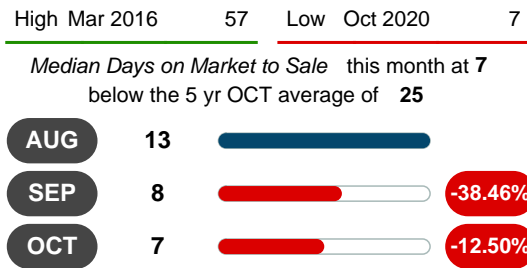


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 25



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
\$75,000 and less	7.87%	9	3	18	0	0
\$75,001 - \$100,000	6.74%	11	6	24	0	0
\$100,001 - \$125,000	12.36%	6	4	6	0	0
\$125,001 - \$175,000	30.34%	10	1	9	33	0
\$175,001 - \$225,000	14.61%	5	0	6	3	8
\$225,001 - \$325,000	15.73%	8	61	5	25	0
\$325,001 and up	12.36%	12	0	7	19	88
Median Closed DOM		7	4	7	12	48
Total Closed Units	100%	89	6	64	17	2
Total Closed Volume		17,520,483	702.50K	11.09M	5.07M	660.12K

October 2020



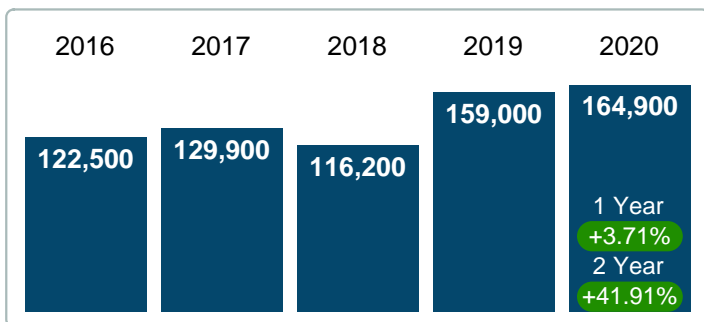
Area Delimited by County Of Creek - Residential Property Type



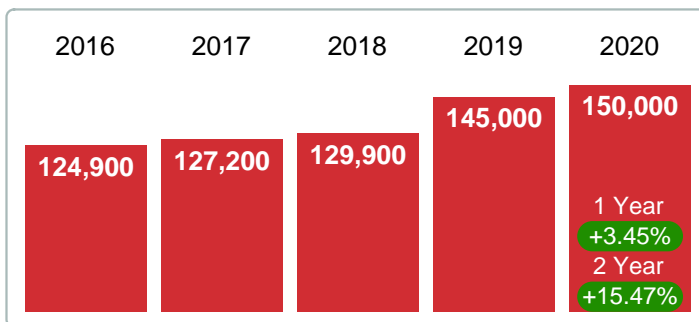
MEDIAN LIST PRICE AT CLOSING

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

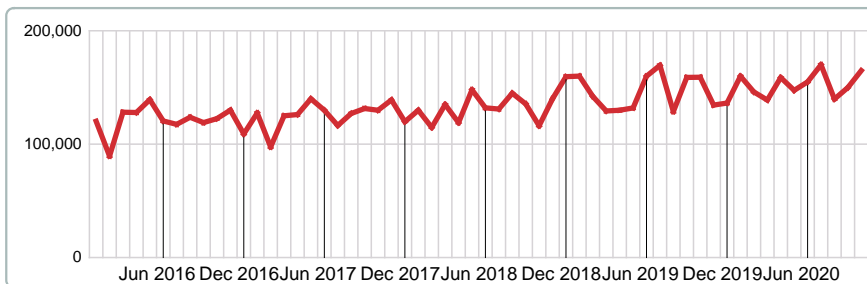
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

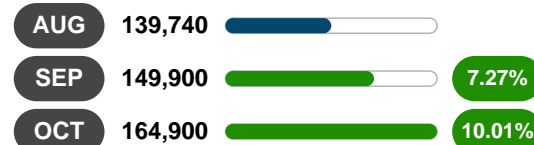


3 MONTHS

5 year OCT AVG = 138,500

High Jul 2020 170,000 Low Feb 2016 89,500

Median List Price at Closing this month at **164,900**
above the 5 yr OCT average of **138,500**



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
\$75,000 and less	6.74%	54,950	30,000	59,900	0	0
\$75,001 - \$100,000	12.36%	94,900	92,500	97,500	0	0
\$100,001 - \$125,000	4.49%	109,950	110,000	109,900	0	0
\$125,001 - \$175,000	34.83%	152,000	145,000	152,000	174,000	0
\$175,001 - \$225,000	13.48%	199,550	0	185,000	211,950	199,200
\$225,001 - \$325,000	12.36%	265,000	0	249,900	294,000	0
\$325,001 and up	15.73%	382,000	399,000	434,489	357,500	470,000
Median List Price		164,900	101,500	155,500	299,000	334,600
Total Closed Units	100%	164,900	6	64	17	2
Total Closed Volume		18,047,428	869.00K	11.30M	5.21M	669.20K

October 2020



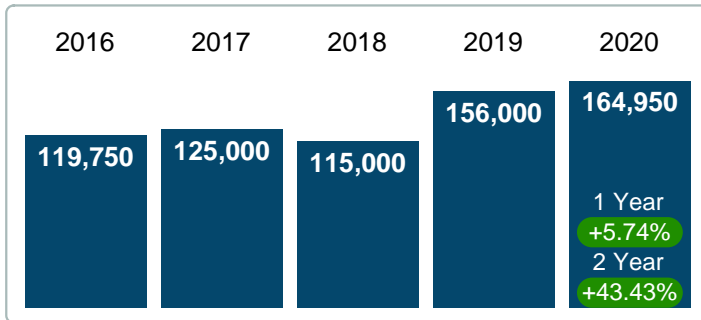
Area Delimited by County Of Creek - Residential Property Type



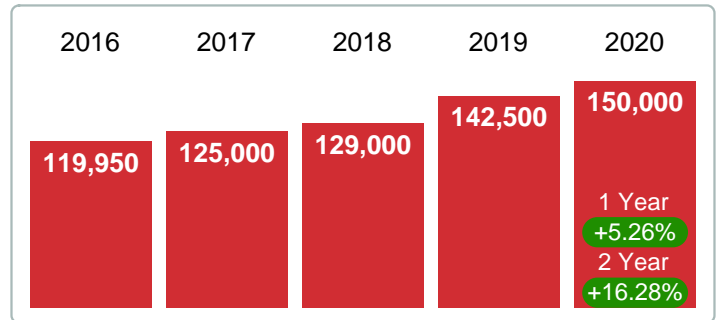
MEDIAN SOLD PRICE AT CLOSING

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

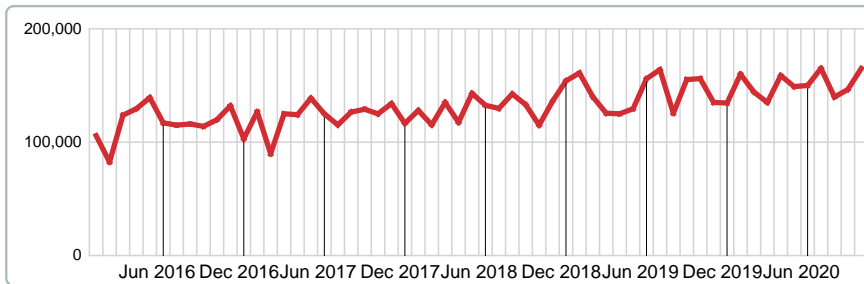
OCTOBER



YEAR TO DATE (YTD)

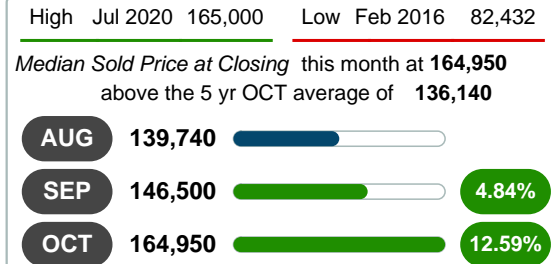


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 136,140



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
\$75,000 and less	7	7.87%	50,000	27,000	54,000	0	0
\$75,001 - \$100,000	6	6.74%	89,500	94,250	87,500	0	0
\$100,001 - \$125,000	11	12.36%	109,900	109,500	110,450	0	0
\$125,001 - \$175,000	27	30.34%	150,000	145,000	150,000	164,450	0
\$175,001 - \$225,000	13	14.61%	202,000	0	187,000	209,900	210,115
\$225,001 - \$325,000	14	15.73%	278,700	232,500	261,150	299,000	0
\$325,001 and up	11	12.36%	420,000	0	519,078	350,000	450,000
Median Sold Price			164,950	103,000	150,000	299,000	330,058
Total Closed Units		100%	89	6	64	17	2
Total Closed Volume			17,520,483	702.50K	11.09M	5.07M	660.12K

October 2020



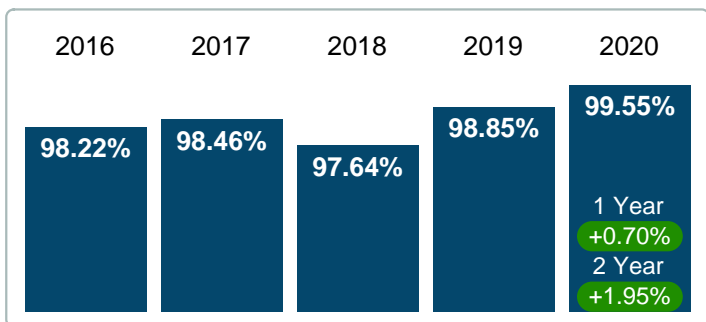
Area Delimited by County Of Creek - Residential Property Type



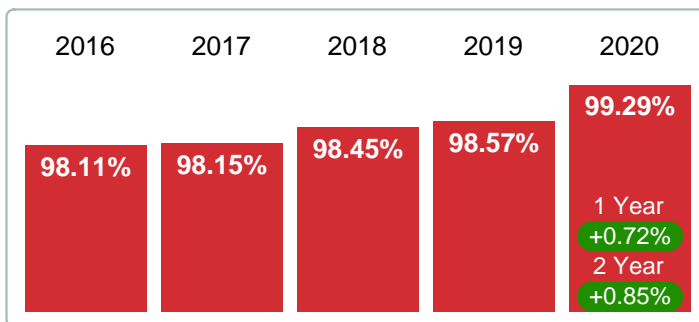
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

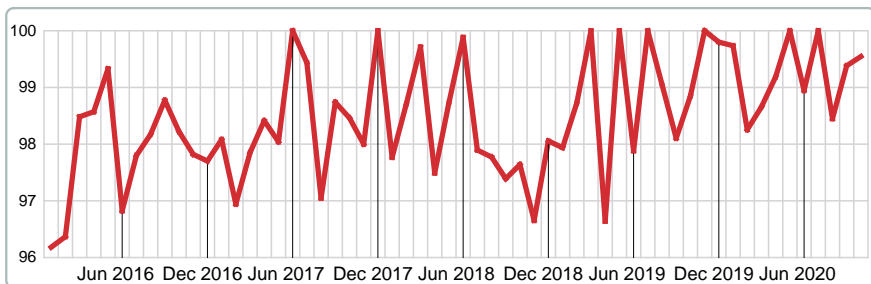
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

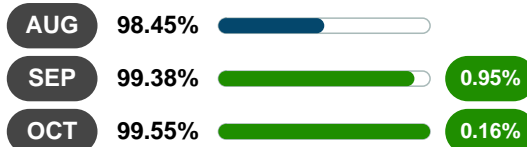


3 MONTHS

5 year OCT AVG = 98.54%

High Jul 2020 100.00% Low Jan 2016 96.18%

Median Sold/List Ratio this month at **99.55%**
above the 5 yr OCT average of **98.54%**



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
\$75,000 and less	7	7.87%	91.18%	90.00%	91.62%	0.00%	0.00%
\$75,001 - \$100,000	6	6.74%	94.92%	101.88%	92.09%	0.00%	0.00%
\$100,001 - \$125,000	11	12.36%	100.00%	99.55%	101.41%	0.00%	0.00%
\$125,001 - \$175,000	27	30.34%	99.34%	100.00%	99.28%	98.77%	0.00%
\$175,001 - \$225,000	13	14.61%	100.29%	0.00%	100.00%	101.00%	105.48%
\$225,001 - \$325,000	14	15.73%	99.31%	58.27%	100.00%	98.62%	0.00%
\$325,001 and up	11	12.36%	99.31%	0.00%	100.00%	96.91%	95.74%
Median Sold/List Ratio		99.55%		99.77%	99.33%	100.00%	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

October 2020



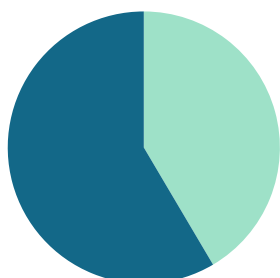
Area Delimited by County Of Creek - Residential Property Type



MARKET SUMMARY

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

INVENTORY

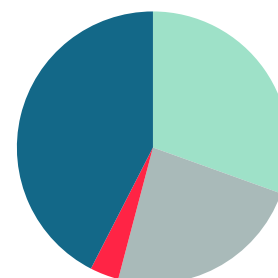


Inventory
 New Listings **83 = 41.50%**
 Start Inventory **117**
 Total Inventory Units **200**
 Volume **\$46,308,950**

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%
Median List Price	159,000	164,900	3.71%	145,000	150,000	3.45%
Median Sale Price	156,000	164,950	5.74%	142,500	150,000	5.26%
Median Percent of Selling Price to List Price	98.85%	99.55%	0.70%	98.57%	99.29%	0.72%
Median Days on Market to Sale	17.00	7.00	-58.82%	22.00	14.00	-36.36%
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

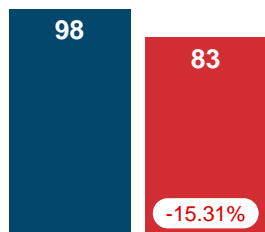
Inventory on October 31, 2020 = **124**

2019 **2020**

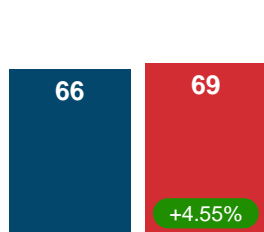
OCTOBER MARKET

MEDIAN PRICES

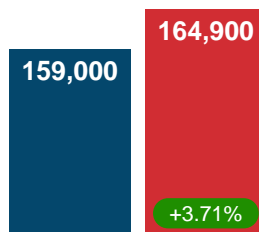
New Listings



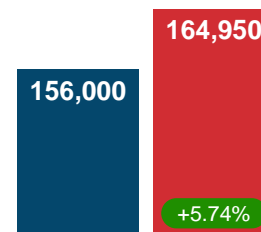
Pending Listings



List Price



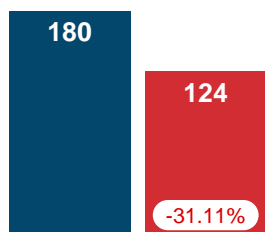
Sale Price



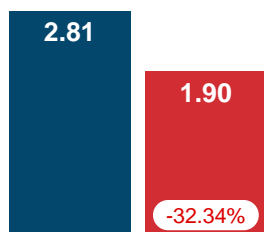
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

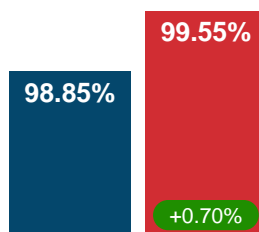
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

