

# September 2020



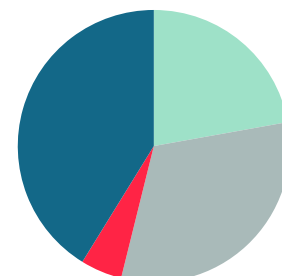
Area Delimited by County Of Creek - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	74	63	-14.86%
Pending Listings	61	90	47.54%
New Listings	76	95	25.00%
Average List Price	187,441	188,086	0.34%
Average Sale Price	181,953	182,500	0.30%
Average Percent of Selling Price to List Price	97.17%	97.35%	0.19%
Average Days on Market to Sale	45.93	18.13	-60.54%
End of Month Inventory	180	117	-35.00%
Months Supply of Inventory	2.86	1.83	-36.10%



■ Closed (22.18%)  
■ Pending (31.69%)  
■ Other OffMarket (4.93%)  
■ Active (41.20%)

**Absorption:** Last 12 months, an Average of **64** Sales/Month  
**Active Inventory** as of September 30, 2020 = **117**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2020 decreased **35.00%** to 117 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **1.83** 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 **0.30%** in September 2020 to \$182,500 versus the previous year at \$181,953.

#### Average Days on Market Shortens

The average number of **18.13** days that homes spent on the market before selling decreased by 27.81 days or **60.54%** in September 2020 compared to last year's same month at **45.93** DOM.

#### Sales Success for September 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 95 New Listings in September 2020, up **25.00%** from last year at 76. Furthermore, there were 63 Closed Listings this month versus last year at 74, a **-14.86%** decrease.

Closed versus Listed trends yielded a **66.3%** ratio, down from previous year's, September 2019, at **97.4%**, a **31.89%** downswing. This will certainly create pressure on a decreasing Month's 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

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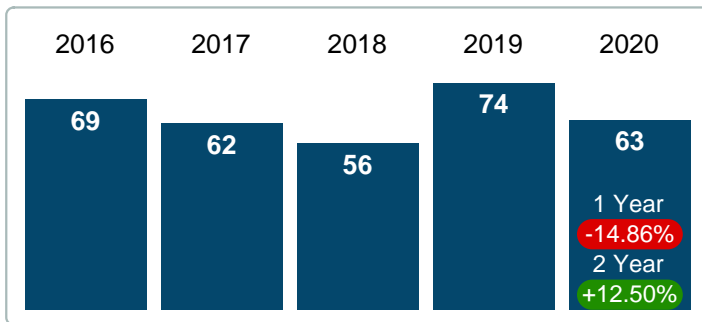
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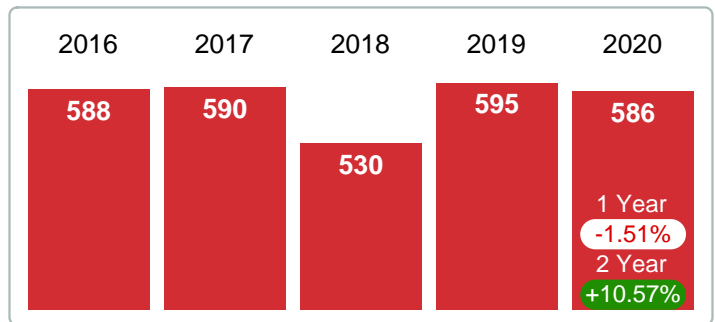
## CLOSED LISTINGS

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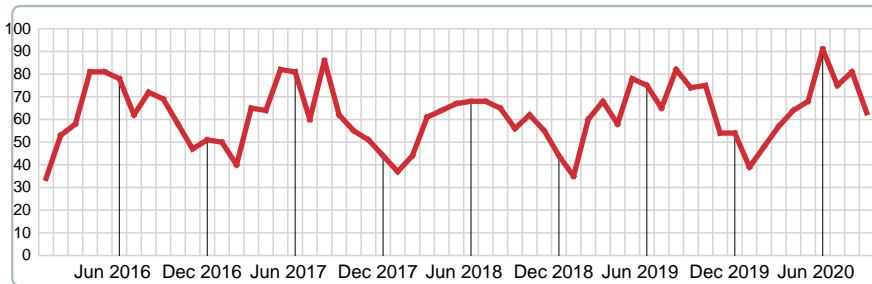
### SEPTEMBER



### YEAR TO DATE (YTD)

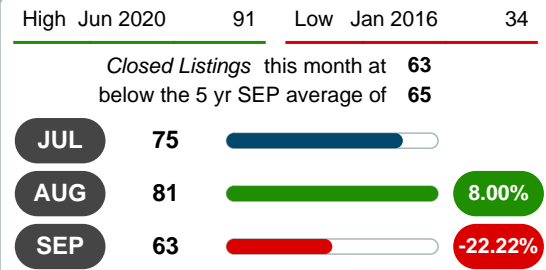


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 65



### 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	9.52%	34.0	3	3	0	0
\$75,001 - \$100,000	8	12.70%	7.1	1	7	0	0
\$100,001 - \$125,000	8	12.70%	16.5	2	6	0	0
\$125,001 - \$175,000	18	28.57%	22.2	0	16	1	1
\$175,001 - \$200,000	7	11.11%	14.6	0	5	2	0
\$200,001 - \$325,000	9	14.29%	9.7	0	6	2	1
\$325,001 and up	7	11.11%	23.0	1	2	2	2
<b>Total Closed Units</b>	<b>63</b>			<b>7</b>	<b>45</b>	<b>7</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>11,497,474</b>	<b>100%</b>	<b>18.1</b>	<b>840.00K</b>	<b>7.35M</b>	<b>1.74M</b>	<b>1.57M</b>
<b>Average Closed Price</b>	<b>\$182,500</b>			<b>\$120,000</b>	<b>\$163,411</b>	<b>\$247,857</b>	<b>\$392,250</b>

# September 2020



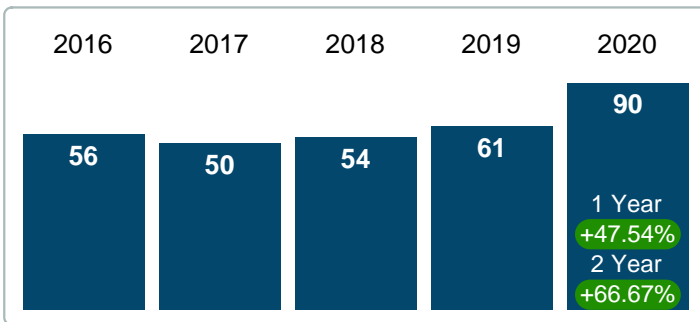
Area Delimited by County Of Creek - Residential Property Type



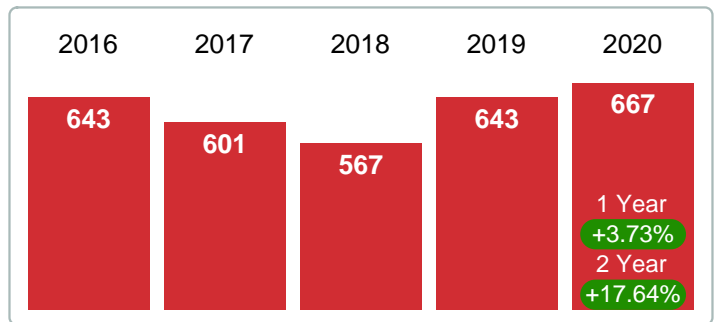
## PENDING LISTINGS

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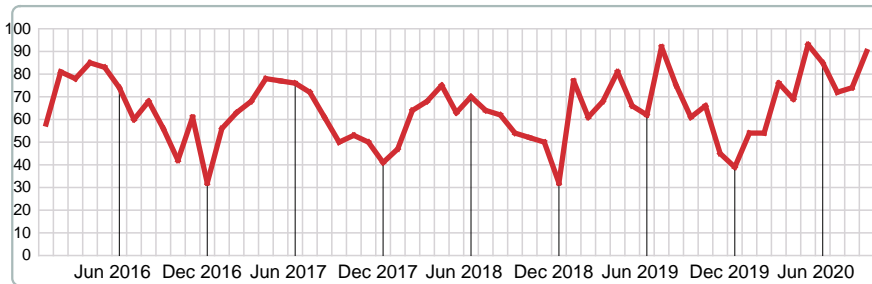
### SEPTEMBER



### YEAR TO DATE (YTD)

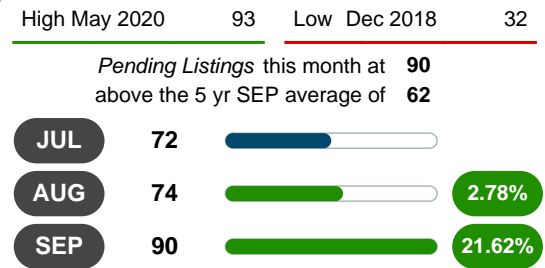


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 62



### 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	8.89%	72.1	2	5	1	0
\$75,001 - \$100,000	10	11.11%	32.9	1	8	1	0
\$100,001 - \$125,000	7	7.78%	19.9	2	3	1	1
\$125,001 - \$175,000	31	34.44%	24.1	3	26	2	0
\$175,001 - \$225,000	12	13.33%	30.8	0	6	5	1
\$225,001 - \$350,000	13	14.44%	18.1	0	9	4	0
\$350,001 and up	9	10.00%	52.1	2	1	4	2
<b>Total Pending Units</b>	<b>90</b>			<b>10</b>	<b>58</b>	<b>18</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>17,442,600</b>	<b>100%</b>	<b>31.8</b>	<b>1.54M</b>	<b>9.28M</b>	<b>4.86M</b>	<b>1.76M</b>
<b>Average Listing Price</b>	<b>\$193,807</b>			<b>\$154,190</b>	<b>\$160,069</b>	<b>\$270,056</b>	<b>\$438,925</b>

# September 2020



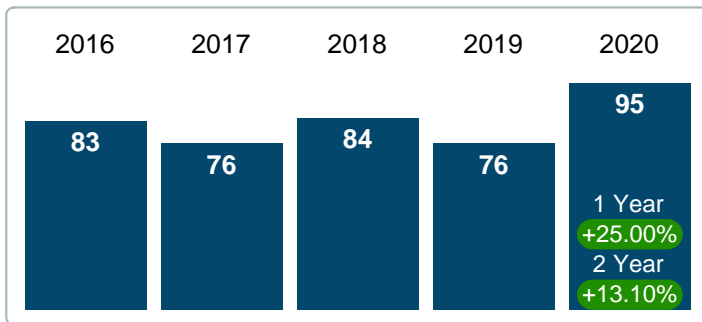
Area Delimited by County Of Creek - Residential Property Type



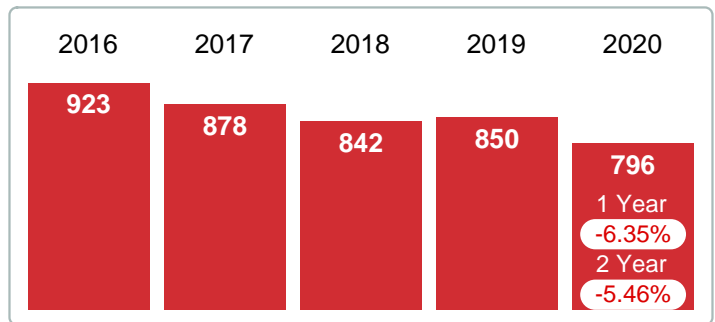
## NEW LISTINGS

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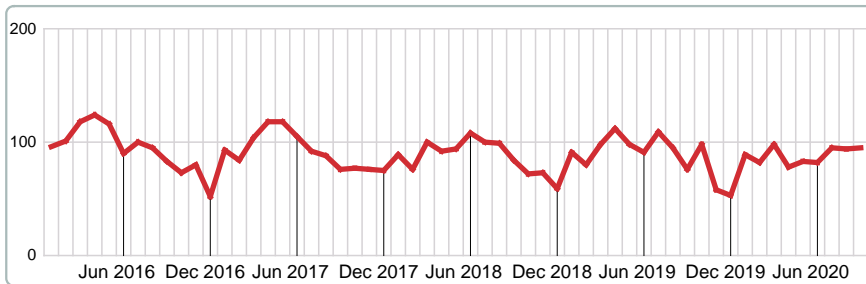
### SEPTEMBER



### YEAR TO DATE (YTD)

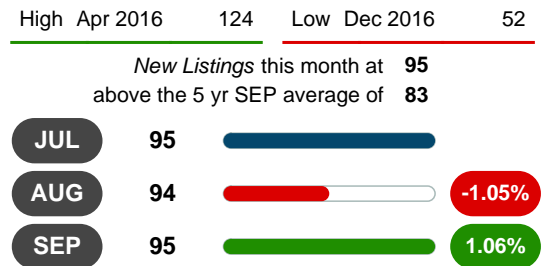


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 83



### 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	6	6.32%	2	3	0	1
\$75,001 - \$100,000	12	12.63%	4	7	1	0
\$100,001 - \$125,000	9	9.47%	2	6	1	0
\$125,001 - \$175,000	33	34.74%	3	30	0	0
\$175,001 - \$250,000	13	13.68%	2	8	3	0
\$250,001 - \$375,000	12	12.63%	1	5	6	0
\$375,001 and up	10	10.53%	0	3	3	4
<b>Total New Listed Units</b>	<b>95</b>		<b>14</b>	<b>62</b>	<b>14</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,185,200</b>	<b>100%</b>	<b>1.80M</b>	<b>10.88M</b>	<b>4.39M</b>	<b>3.11M</b>
<b>Average New Listed Listing Price</b>	<b>\$206,587</b>		<b>\$128,300</b>	<b>\$175,535</b>	<b>\$313,707</b>	<b>\$622,780</b>

# September 2020



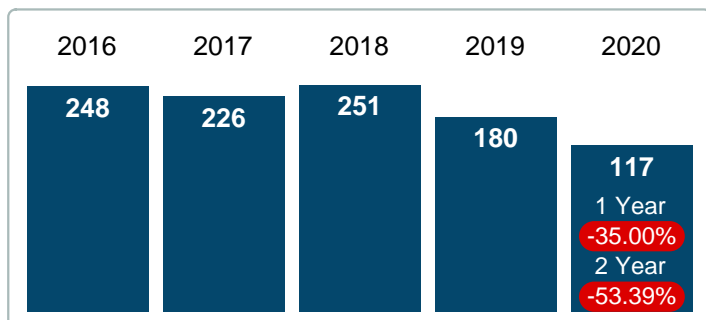
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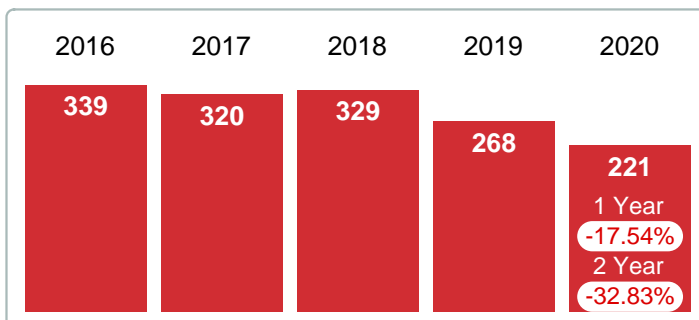
## ACTIVE INVENTORY

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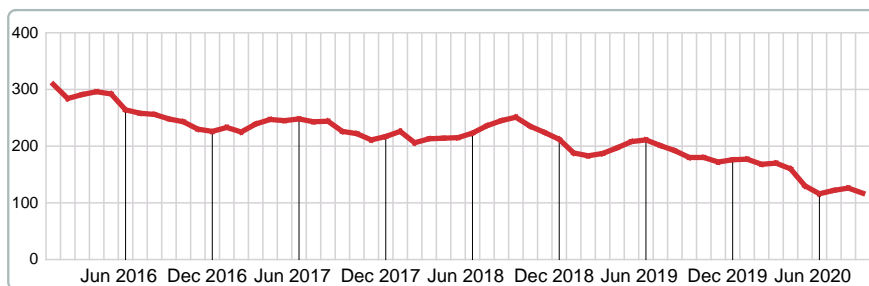
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

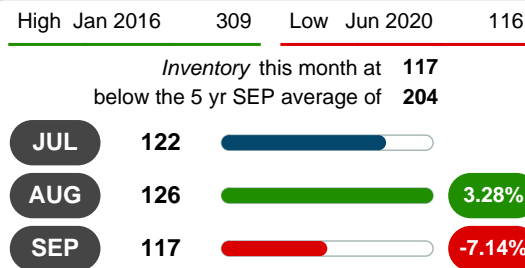


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 204



### 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	7.69%	82.7	4	4	0	1
\$75,001 - \$100,000	15	12.82%	48.9	5	7	2	1
\$100,001 - \$125,000	12	10.26%	49.8	1	9	2	0
\$125,001 - \$200,000	36	30.77%	53.4	4	31	1	0
\$200,001 - \$375,000	19	16.24%	47.5	1	11	5	2
\$375,001 - \$450,000	12	10.26%	71.2	0	4	5	3
\$450,001 and up	14	11.97%	75.0	0	2	8	4
<b>Total Active Inventory by Units</b>	<b>117</b>			<b>15</b>	<b>68</b>	<b>23</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>29,280,577</b>	<b>100%</b>	<b>58.2</b>	<b>1.67M</b>	<b>13.39M</b>	<b>8.98M</b>	<b>5.24M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$250,261</b>			<b>\$111,624</b>	<b>\$196,900</b>	<b>\$390,383</b>	<b>\$476,200</b>

# September 2020



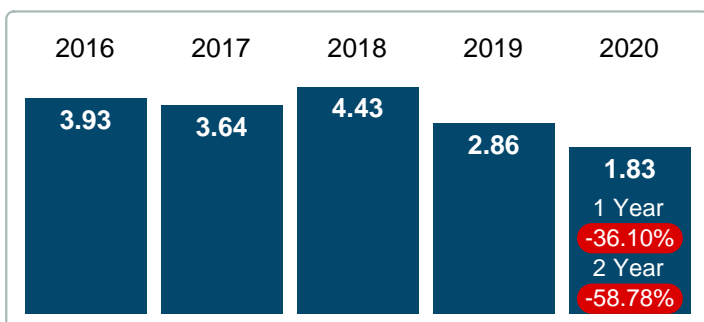
Area Delimited by County Of Creek - Residential Property Type



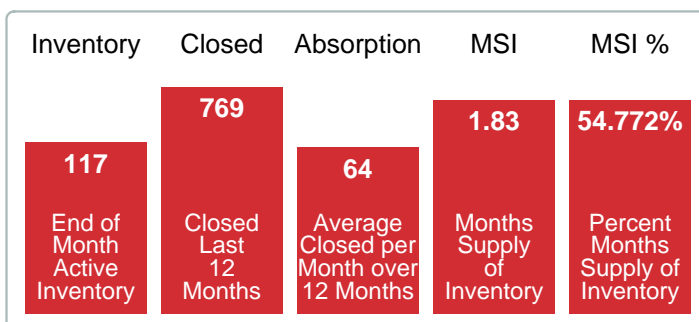
## MONTHS SUPPLY of INVENTORY (MSI)

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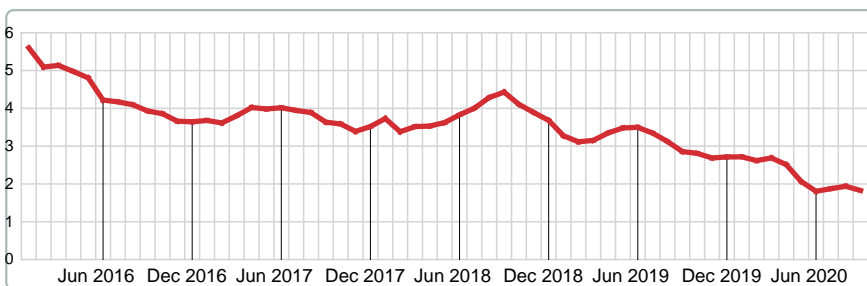
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

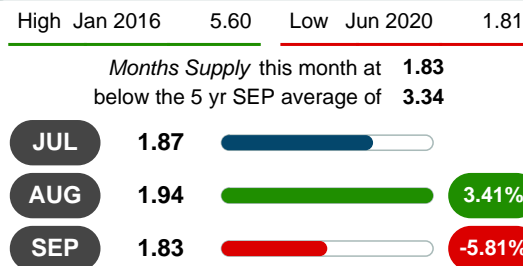


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.34



### 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	7.69%	1.11	1.09	1.04	0.00	6.00
\$75,001 - \$100,000	15	12.82%	2.00	2.61	1.33	8.00	12.00
\$100,001 - \$125,000	12	10.26%	1.52	0.67	1.50	4.80	0.00
\$125,001 - \$200,000	36	30.77%	1.51	2.82	1.69	0.26	0.00
\$200,001 - \$375,000	19	16.24%	1.48	4.00	1.42	1.20	3.00
\$375,001 - \$450,000	12	10.26%	5.76	0.00	16.00	4.00	5.14
\$450,001 and up	14	11.97%	8.00	0.00	6.00	8.73	8.00
Market Supply of Inventory (MSI)			1.83	1.71	1.63	2.03	4.89
Total Active Inventory by Units		100%	117	15	68	23	11

# September 2020



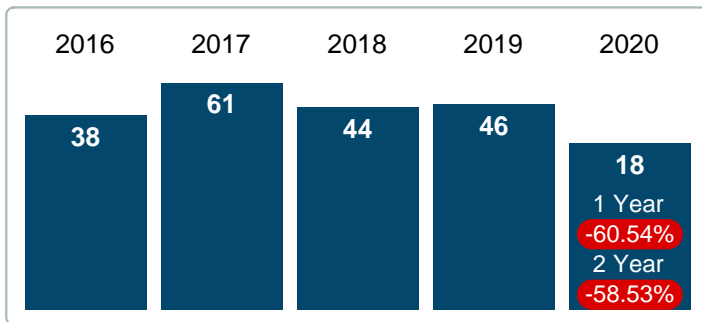
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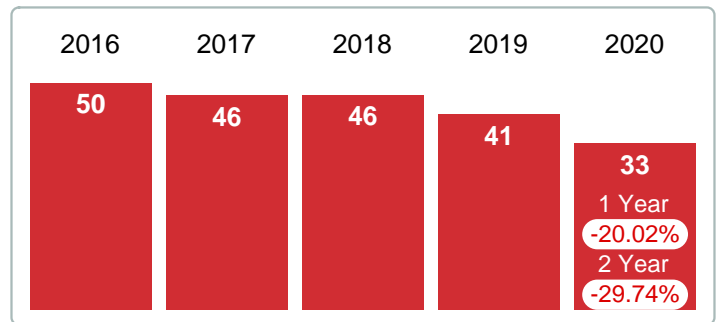
## AVERAGE DAYS ON MARKET TO SALE

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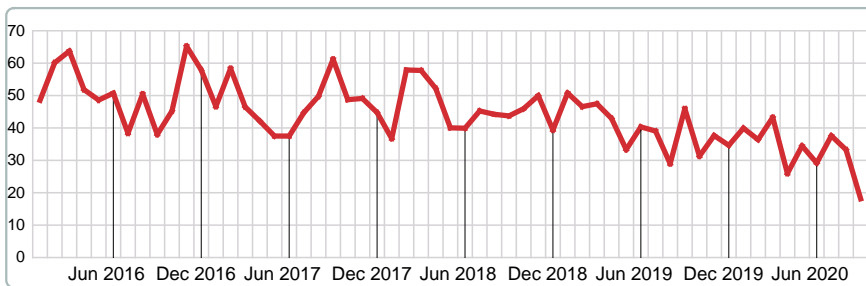
### SEPTEMBER



### YEAR TO DATE (YTD)

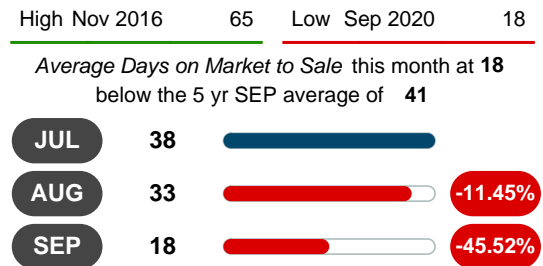


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 41



### 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	9.52%	34	60	8	0	0
\$75,001 - \$100,000	12.70%	7	22	5	0	0
\$100,001 - \$125,000	12.70%	17	20	16	0	0
\$125,001 - \$175,000	28.57%	22	0	23	18	6
\$175,001 - \$200,000	11.11%	15	0	20	2	0
\$200,001 - \$325,000	14.29%	10	0	9	14	3
\$325,001 and up	11.11%	23	1	16	24	41
<b>Average Closed DOM</b>		<b>18</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>63</b>	<b>7</b>	<b>45</b>	<b>7</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,497,474</b>	<b>840.00K</b>	<b>7.35M</b>	<b>1.74M</b>	<b>1.57M</b>

# September 2020



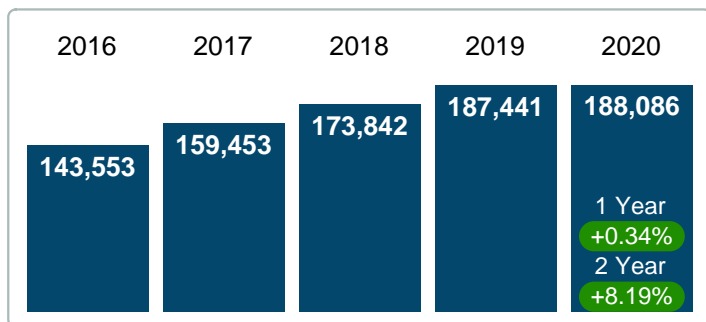
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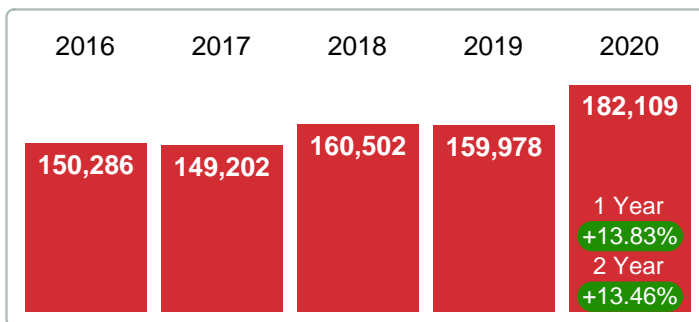
## AVERAGE LIST PRICE AT CLOSING

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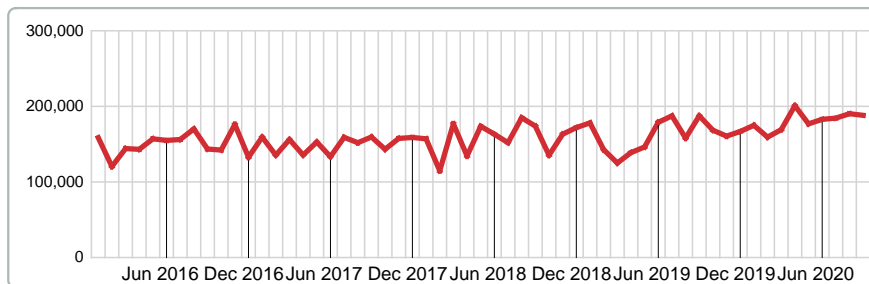
### SEPTEMBER



### YEAR TO DATE (YTD)

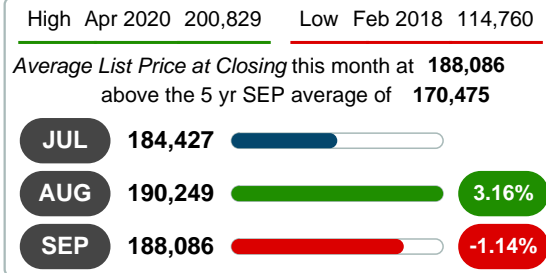


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 170,475



### 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	7.94%	68,180	66,300	73,833	0	0
\$75,001 - \$100,000	14.29%	90,133	89,000	93,971	0	0
\$100,001 - \$125,000	12.70%	117,213	117,450	116,300	0	0
\$125,001 - \$175,000	30.16%	152,818	0	153,734	138,900	124,900
\$175,001 - \$200,000	7.94%	188,360	0	189,360	184,950	0
\$200,001 - \$325,000	12.70%	252,162	0	266,132	298,750	297,500
\$325,001 and up	14.29%	433,000	360,000	499,850	331,950	596,950
<b>Average List Price</b>		<b>188,086</b>	<b>126,114</b>	<b>168,448</b>	<b>252,886</b>	<b>404,075</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,086</b>	<b>7</b>	<b>45</b>	<b>7</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,849,441</b>	<b>882.80K</b>	<b>7.58M</b>	<b>1.77M</b>	<b>1.62M</b>



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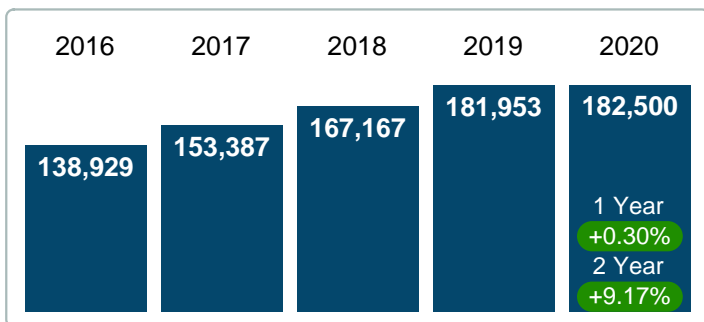
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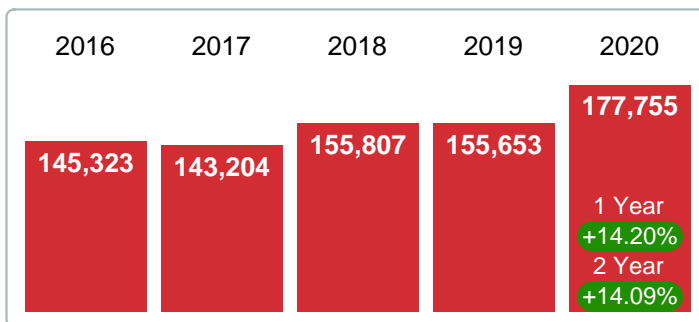
## AVERAGE SOLD PRICE AT CLOSING

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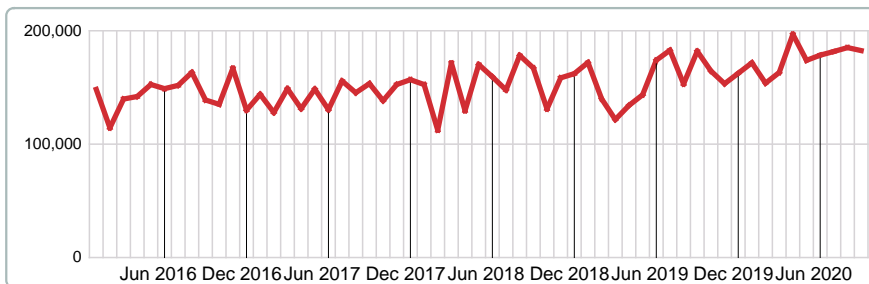
### SEPTEMBER



### YEAR TO DATE (YTD)

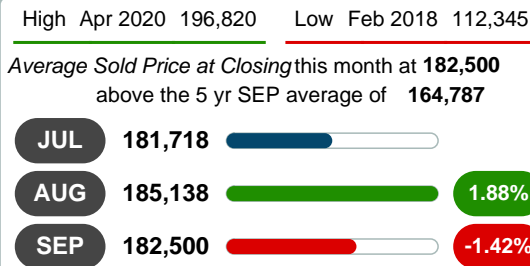


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 164,787



### 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	6	9.52%	66,250	63,333	69,167	0	0
\$75,001 - \$100,000	8	12.70%	88,425	78,000	89,914	0	0
\$100,001 - \$125,000	8	12.70%	112,213	106,000	114,283	0	0
\$125,001 - \$175,000	18	28.57%	150,978	0	152,794	138,900	134,000
\$175,001 - \$200,000	7	11.11%	183,857	0	184,400	182,500	0
\$200,001 - \$325,000	9	14.29%	265,042	0	257,362	278,100	285,000
\$325,001 and up	7	11.11%	443,557	360,000	460,000	337,450	575,000
<b>Average Sold Price</b>			<b>182,500</b>	<b>120,000</b>	<b>163,411</b>	<b>247,857</b>	<b>392,250</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>182,500</b>	<b>7</b>	<b>45</b>	<b>7</b>	<b>4</b>
<b>Total Closed Volume</b>			<b>11,497,474</b>	<b>840.00K</b>	<b>7.35M</b>	<b>1.74M</b>	<b>1.57M</b>

# September 2020



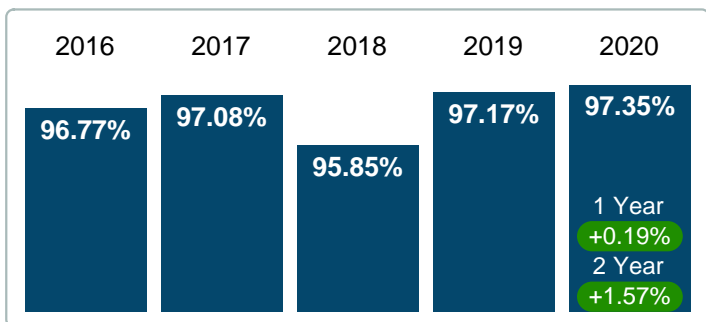
Area Delimited by County Of Creek - Residential Property Type



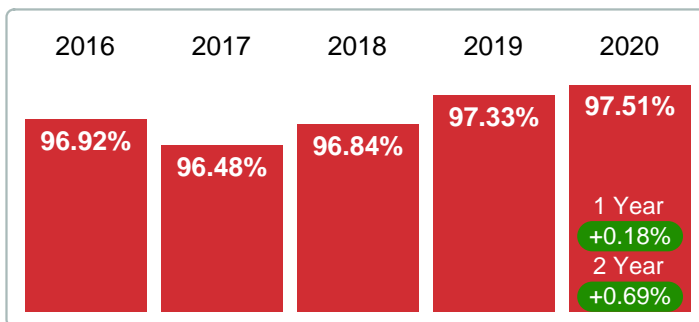
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 27, 2023 for MLS Technology Inc.

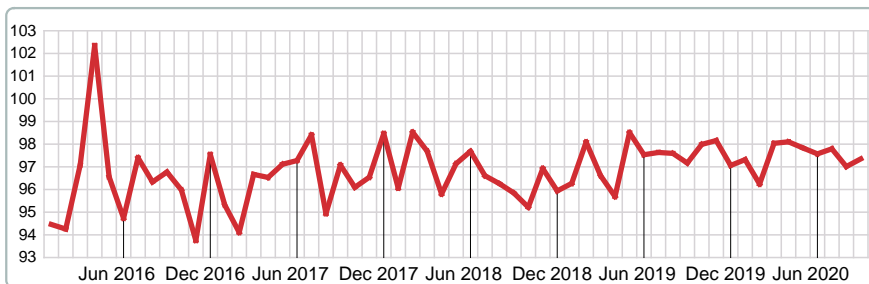
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

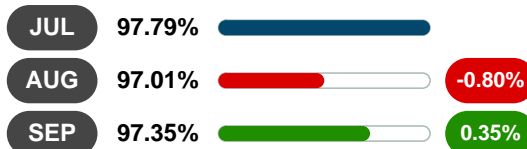


### 3 MONTHS

5 year SEP AVG = 96.84%

High Apr 2016 102.35% Low Nov 2016 93.76%

Average Sold/List Ratio this month at **97.35%**  
equal to 5 yr SEP average of **96.84%**



### 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	9.52%	94.59%	95.36%	93.82%	0.00%	0.00%
\$75,001 - \$100,000	8	12.70%	95.08%	87.64%	96.14%	0.00%	0.00%
\$100,001 - \$125,000	8	12.70%	96.85%	92.05%	98.46%	0.00%	0.00%
\$125,001 - \$175,000	18	28.57%	99.93%	0.00%	99.47%	100.00%	107.29%
\$175,001 - \$200,000	7	11.11%	97.99%	0.00%	97.70%	98.71%	0.00%
\$200,001 - \$325,000	9	14.29%	95.90%	0.00%	96.74%	93.43%	95.80%
\$325,001 and up	7	11.11%	97.46%	100.00%	93.07%	101.65%	96.39%
Average Sold/List Ratio		97.30%		93.97%	97.59%	98.23%	98.97%
Total Closed Units		63	100%	7	45	7	4
Total Closed Volume		11,497,474		840.00K	7.35M	1.74M	1.57M

# September 2020



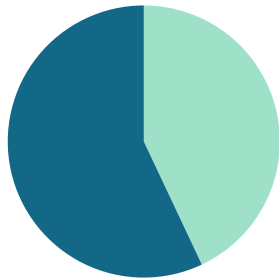
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

### INVENTORY

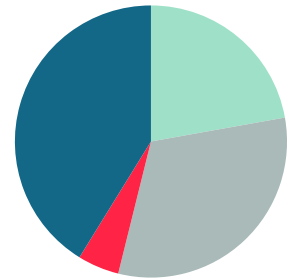


**Inventory**  
 New Listings  
**95 = 42.99%**  
 Start Inventory  
**126**  
 Total Inventory Units  
**221**  
 Volume  
**\$51,774,877**

### Market Activity

Closed Sales  
**63 = 22.18%**  
 Pending Sales  
**90 = 31.69%**  
 Other Off Market  
**14 = 4.93%**  
 Active Inventory  
**117 = 41.20%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	74	63	-14.86%	595	586	-1.51%
Pending Sales	61	90	47.54%	643	667	3.73%
New Listings	76	95	25.00%	850	796	-6.35%
Average List Price	187,441	188,086	0.34%	159,978	182,109	13.83%
Average Sale Price	181,953	182,500	0.30%	155,653	177,755	14.20%
Average Percent of Selling Price to List Price	97.17%	97.35%	0.19%	97.33%	97.51%	0.18%
Average Days on Market to Sale	45.93	18.13	-60.54%	40.71	32.56	-20.02%
Monthly Inventory	180	117	-35.00%	180	117	-35.00%
Months Supply of Inventory	2.86	1.83	-36.10%	2.86	1.83	-36.10%

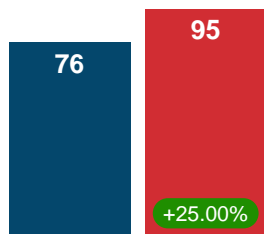
**Absorption:** Last 12 months, an Average of **64** Sales/Month

**Inventory** on September 30, 2020 = **117** 2019 2020

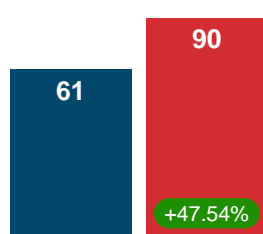
### SEPTEMBER MARKET

### AVERAGE PRICES

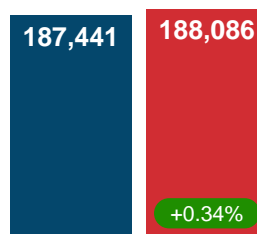
#### New Listings



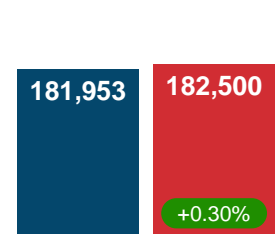
#### Pending Listings



#### List Price



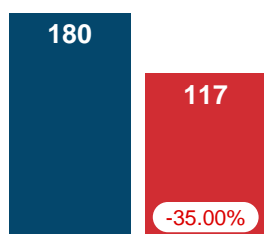
#### Sale Price



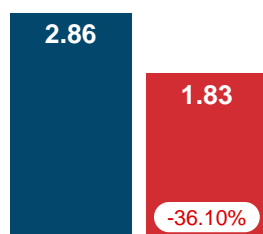
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

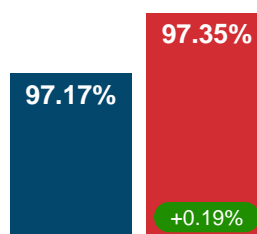
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

