

# September 2020



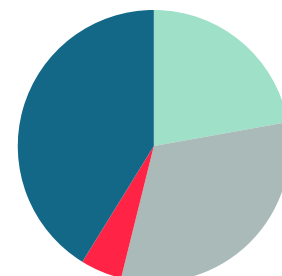
Area Delimited by County Of Creek - Residential Property Type



## 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%
Median List Price	158,850	149,900	-5.63%
Median Sale Price	155,200	146,500	-5.61%
Median Percent of Selling Price to List Price	98.10%	99.38%	1.30%
Median Days on Market to Sale	26.00	8.00	-69.23%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **5.61%** in September 2020 to \$146,500 versus the previous year at \$155,200.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 18.00 days or **69.23%** in September 2020 compared to last year's same month at **26.00** DOM.

#### Sales Success for September 2020 is Positive

Overall, with Median Prices falling 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 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

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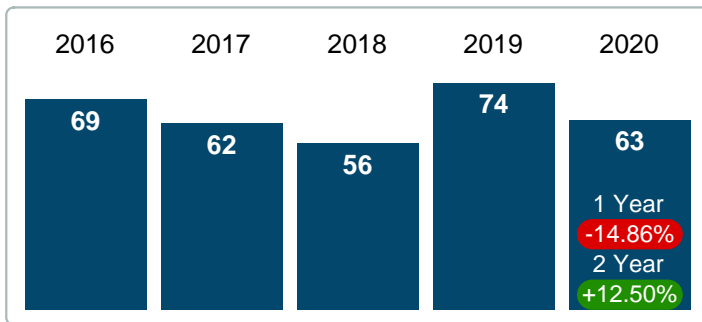
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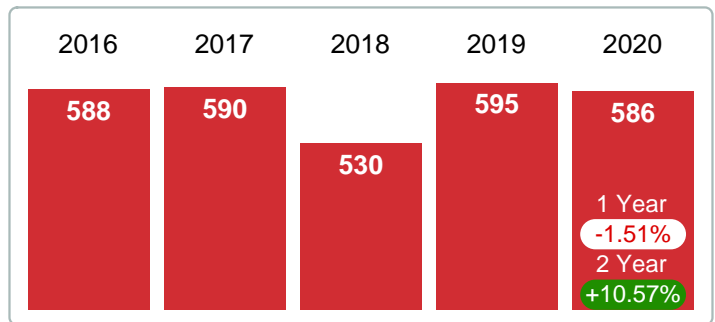
## CLOSED LISTINGS

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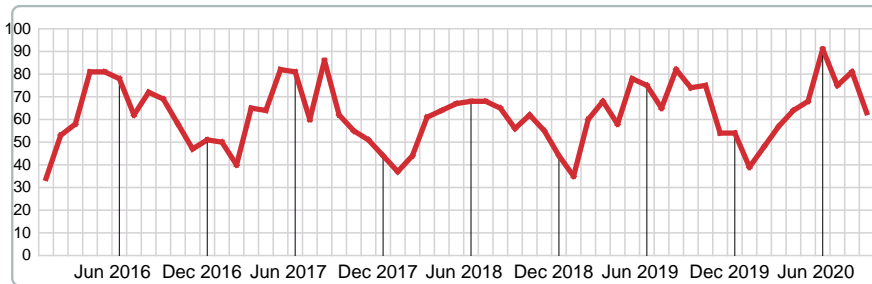
### SEPTEMBER



### YEAR TO DATE (YTD)

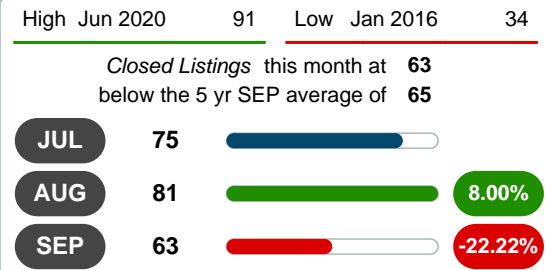


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	4	6.35%	10.0	2	2	0	0
\$70,001 - \$100,000	10	15.87%	3.5	2	8	0	0
\$100,001 - \$130,000	9	14.29%	8.0	2	7	0	0
\$130,001 - \$170,000	13	20.63%	15.0	0	11	1	1
\$170,001 - \$210,000	12	19.05%	4.5	0	10	2	0
\$210,001 - \$330,000	8	12.70%	12.5	0	5	2	1
\$330,001 and up	7	11.11%	30.0	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>8.0</b>	<b>840.00K</b>	<b>7.35M</b>	<b>1.74M</b>	<b>1.57M</b>
<b>Median Closed Price</b>	<b>\$146,500</b>			<b>\$78,000</b>	<b>\$146,000</b>	<b>\$236,200</b>	<b>\$410,000</b>

# September 2020



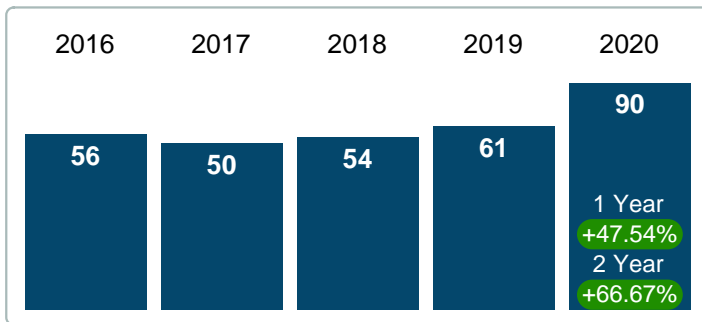
Area Delimited by County Of Creek - Residential Property Type



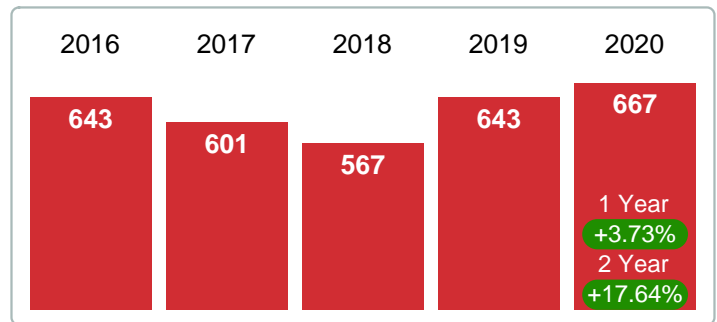
## PENDING LISTINGS

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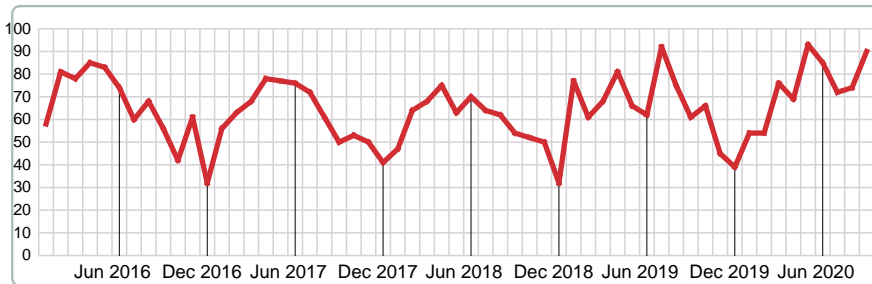
### SEPTEMBER



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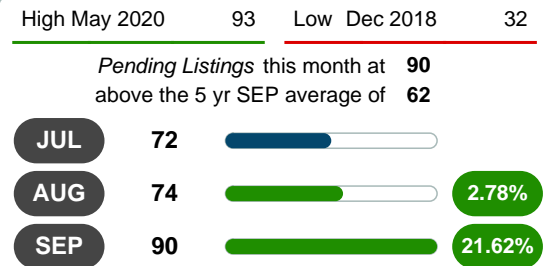


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 62



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.89%	16.5	2	5	1	0
\$75,001 - \$100,000	10	11.11%	11.0	1	8	1	0
\$100,001 - \$125,000	7	7.78%	4.0	2	3	1	1
\$125,001 - \$175,000	31	34.44%	7.0	3	26	2	0
\$175,001 - \$225,000	12	13.33%	15.5	0	6	5	1
\$225,001 - \$350,000	13	14.44%	7.0	0	9	4	0
\$350,001 and up	9	10.00%	45.0	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>10.5</b>	<b>1.54M</b>	<b>9.28M</b>	<b>4.86M</b>	<b>1.76M</b>
<b>Median Listing Price</b>	<b>\$157,000</b>			<b>\$122,000</b>	<b>\$149,900</b>	<b>\$217,500</b>	<b>\$449,100</b>

# September 2020



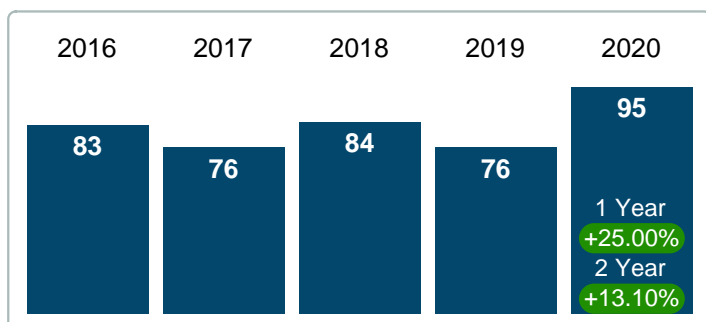
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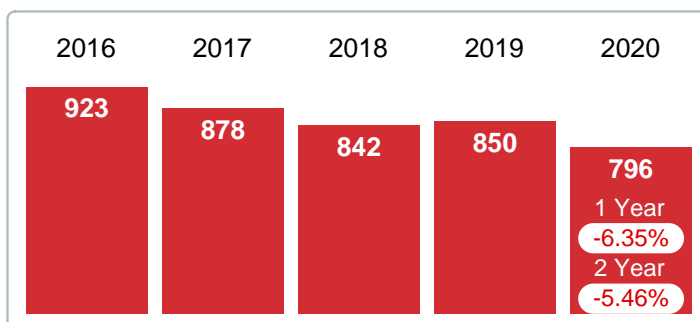
## NEW LISTINGS

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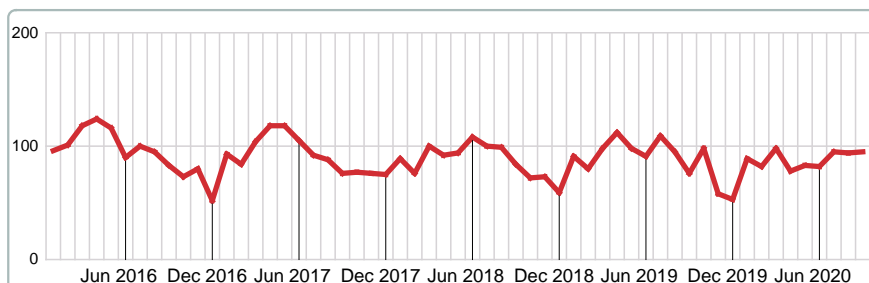
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

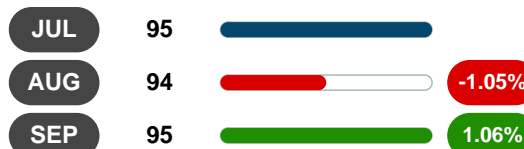


### 3 MONTHS

5 year SEP AVG = 83

High Apr 2016 124 Low Dec 2016 52

New Listings this month at 95  
above the 5 yr SEP average of 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>Median New Listed Listing Price</b>	<b>\$155,000</b>		<b>\$115,000</b>	<b>\$152,000</b>	<b>\$324,950</b>	<b>\$529,900</b>

# September 2020



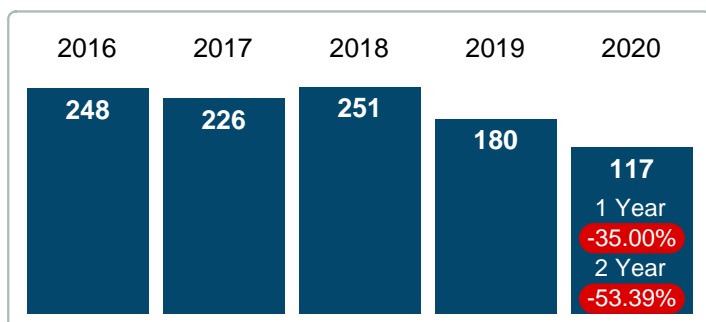
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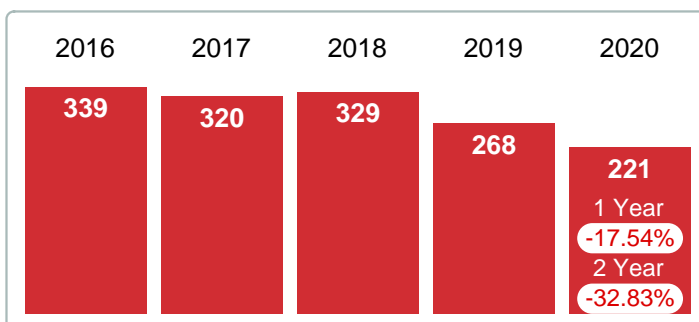
## ACTIVE INVENTORY

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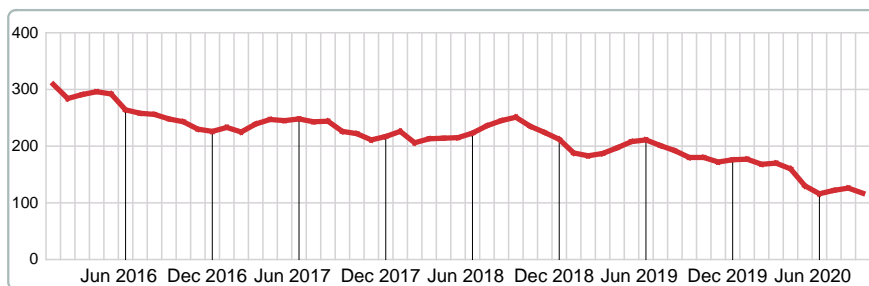
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

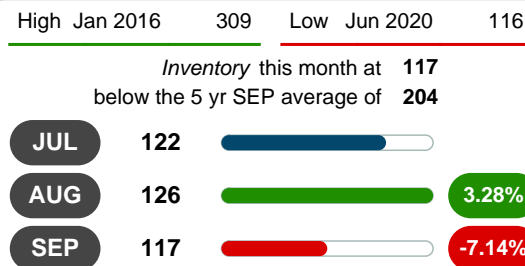


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 204



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	7.69%	57.0	4	4	0	1
\$75,001 - \$100,000	15	12.82%	33.0	5	7	2	1
\$100,001 - \$125,000	12	10.26%	29.5	1	9	2	0
\$125,001 - \$200,000	36	30.77%	29.0	4	31	1	0
\$200,001 - \$375,000	19	16.24%	43.0	1	11	5	2
\$375,001 - \$450,000	12	10.26%	59.0	0	4	5	3
\$450,001 and up	14	11.97%	70.5	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>36.0</b>	<b>1.67M</b>	<b>13.39M</b>	<b>8.98M</b>	<b>5.24M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$174,900</b>			<b>\$90,000</b>	<b>\$155,000</b>	<b>\$399,000</b>	<b>\$435,000</b>

# September 2020



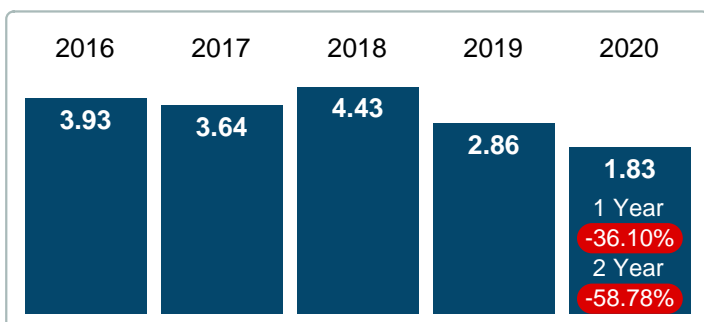
Area Delimited by County Of Creek - Residential Property Type



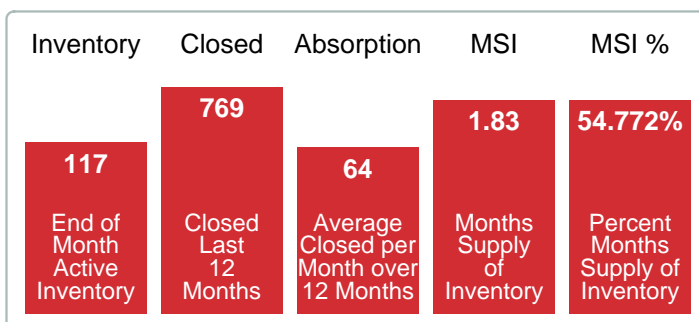
## MONTHS SUPPLY of INVENTORY (MSI)

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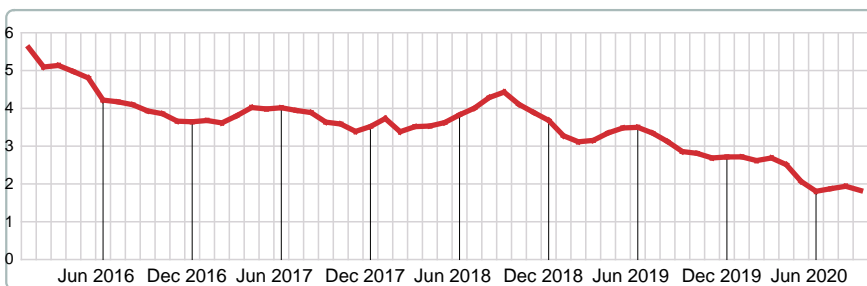
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2020

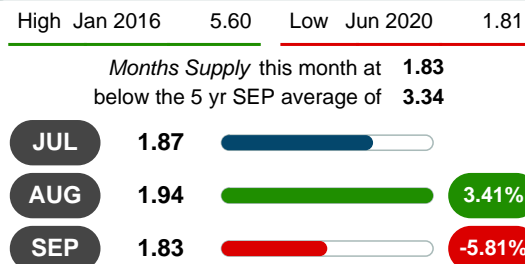


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



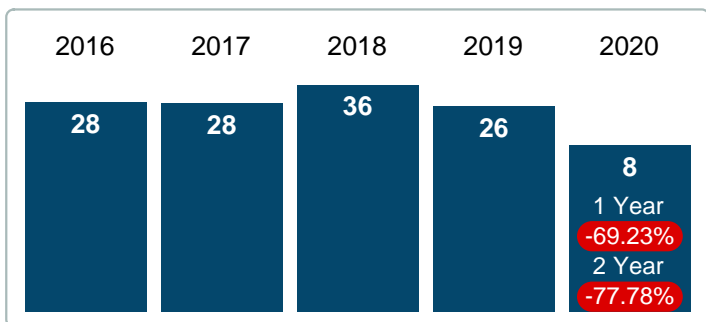
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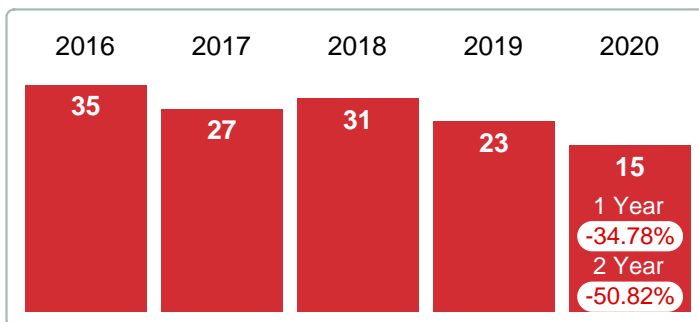
## MEDIAN DAYS ON MARKET TO SALE

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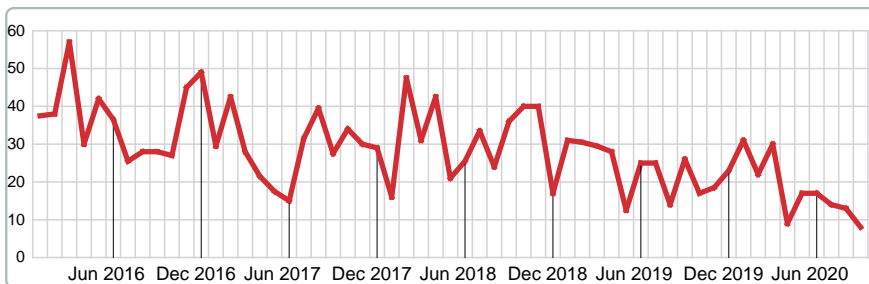
### SEPTEMBER



### YEAR TO DATE (YTD)

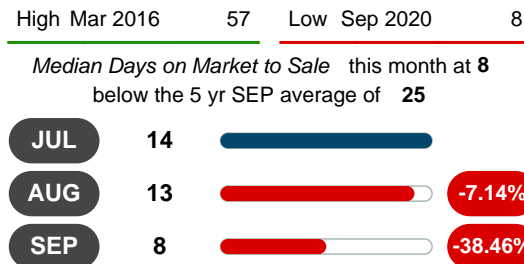


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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
\$70,000 and less	6.35%	10	84	10	0	0
\$70,001 - \$100,000	15.87%	4	18	3	0	0
\$100,001 - \$130,000	14.29%	8	20	4	0	0
\$130,001 - \$170,000	20.63%	15	0	15	18	6
\$170,001 - \$210,000	19.05%	5	0	6	2	0
\$210,001 - \$330,000	12.70%	13	0	11	14	3
\$330,001 and up	11.11%	30	1	16	24	41
Median Closed DOM		8	14	6	14	18
Total Closed Units	100%	63	7	45	7	4
Total Closed Volume		11,497,474	840.00K	7.35M	1.74M	1.57M

# September 2020



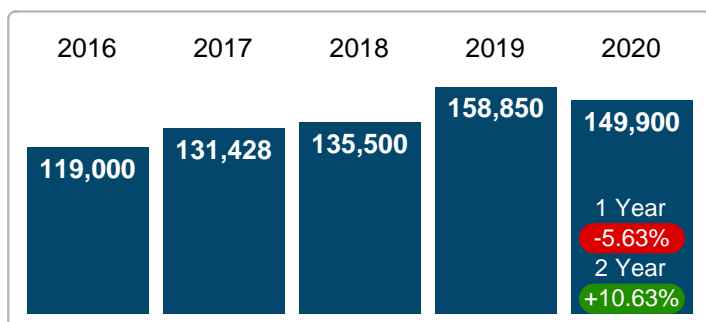
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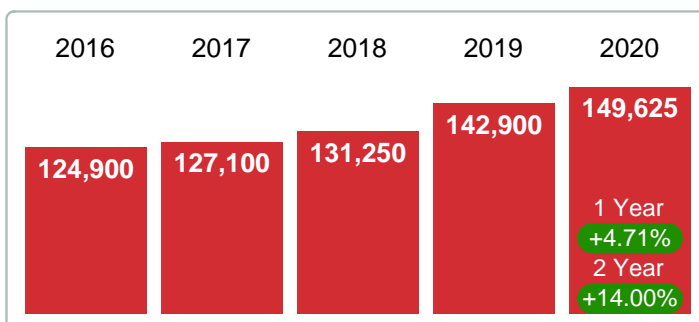
## MEDIAN LIST PRICE AT CLOSING

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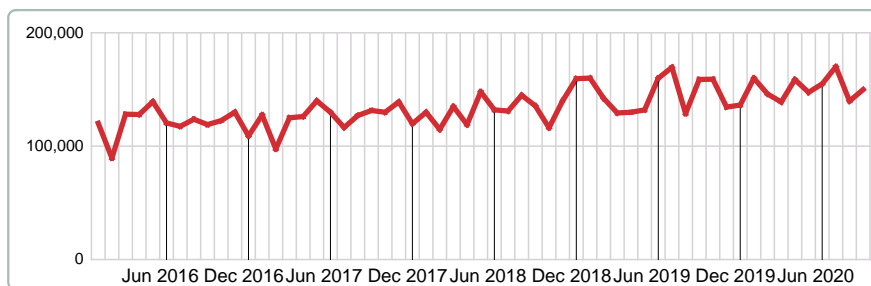
### SEPTEMBER



### YEAR TO DATE (YTD)

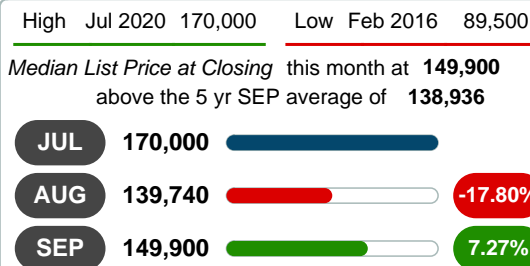


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 138,936



### 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	3	4.76%	63,900	61,950	70,000	0	0
\$70,001 - \$100,000	11	17.46%	89,000	89,000	84,750	0	0
\$100,001 - \$130,000	9	14.29%	118,000	0	116,500	0	124,900
\$130,001 - \$170,000	14	22.22%	145,450	135,000	147,900	138,900	0
\$170,001 - \$210,000	10	15.87%	181,500	0	179,000	184,950	0
\$210,001 - \$330,000	9	14.29%	249,900	0	246,400	288,250	297,500
\$330,001 and up	7	11.11%	425,000	360,000	499,850	342,450	596,950
<b>Median List Price</b>			<b>149,900</b>	<b>89,000</b>	<b>145,900</b>	<b>247,500</b>	<b>423,700</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>149,900</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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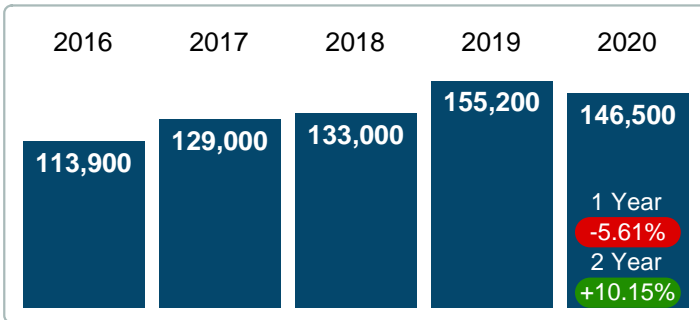
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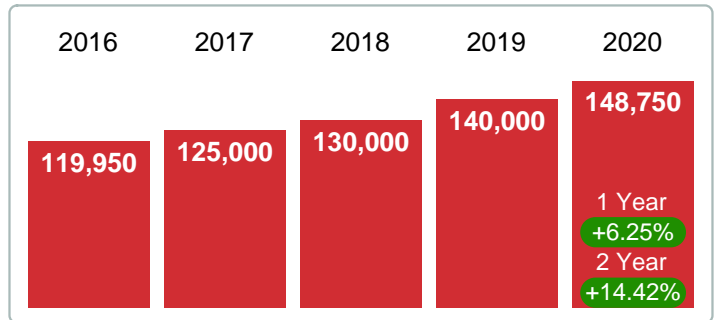
## MEDIAN SOLD PRICE AT CLOSING

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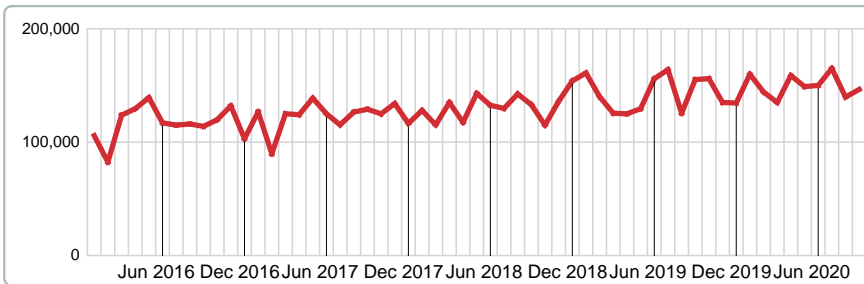
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 135,520

High Jul 2020 165,000 Low Feb 2016 82,432

Median Sold Price at Closing this month at **146,500** above the 5 yr SEP average of **135,520**



### 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	4	6.35%	62,500	57,500	67,500	0	0
\$70,001 - \$100,000	10	15.87%	84,000	76,500	88,750	0	0
\$100,001 - \$130,000	9	14.29%	112,000	106,000	114,700	0	0
\$130,001 - \$170,000	13	20.63%	145,000	0	146,000	138,900	134,000
\$170,001 - \$210,000	12	19.05%	180,000	0	180,000	182,500	0
\$210,001 - \$330,000	8	12.70%	264,000	0	243,000	278,100	285,000
\$330,001 and up	7	11.11%	425,000	360,000	460,000	337,450	575,000
Median Sold Price			146,500	78,000	146,000	236,200	410,000
Total Closed Units		100%	146,500	7	45	7	4
Total Closed Volume			11,497,474	840.00K	7.35M	1.74M	1.57M

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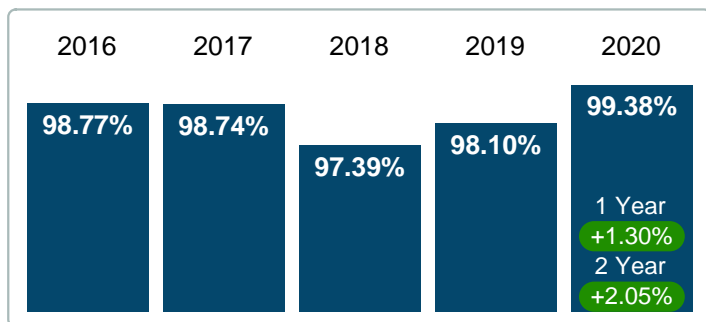
Area Delimited by County Of Creek - Residential Property Type



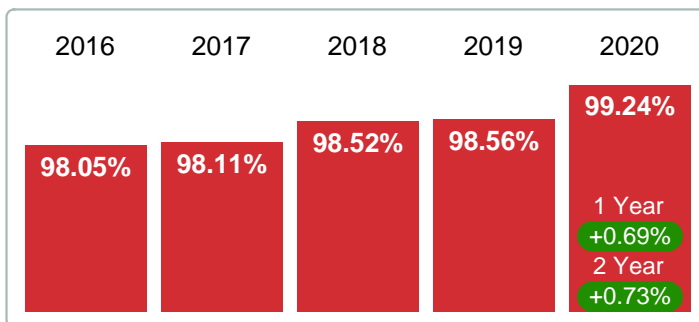
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

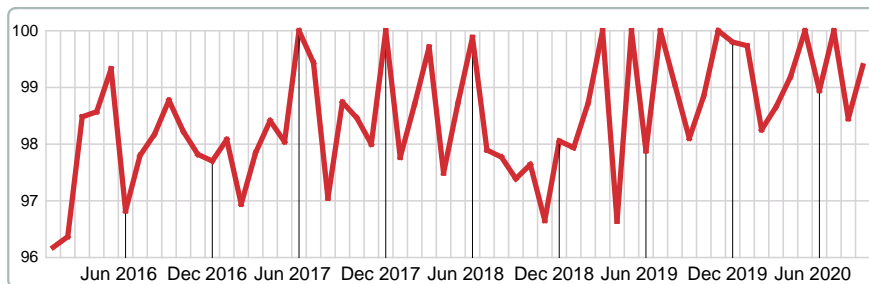
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

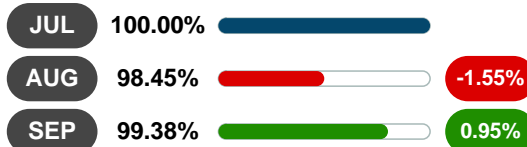


### 3 MONTHS

5 year SEP AVG = 98.48%

High Jul 2020 100.00% Low Jan 2016 96.18%

Median Sold/List Ratio this month at **99.38%**  
above the 5 yr SEP average of **98.48%**



## 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	4	6.35%	95.14%	93.04%	95.14%	0.00%	0.00%
\$70,001 - \$100,000	10	15.87%	98.43%	93.82%	98.43%	0.00%	0.00%
\$100,001 - \$130,000	9	14.29%	100.00%	92.05%	100.00%	0.00%	0.00%
\$130,001 - \$170,000	13	20.63%	100.00%	0.00%	99.73%	100.00%	107.29%
\$170,001 - \$210,000	12	19.05%	98.00%	0.00%	98.00%	98.71%	0.00%
\$210,001 - \$330,000	8	12.70%	96.46%	0.00%	97.24%	93.43%	95.80%
\$330,001 and up	7	11.11%	100.00%	100.00%	93.07%	101.65%	96.39%
Median Sold/List Ratio		99.38%		100.00%	99.38%	100.00%	96.54%
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



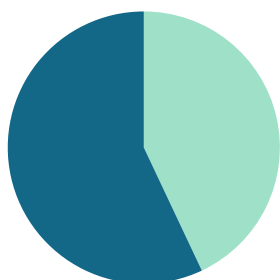
Area Delimited by County Of Creek - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

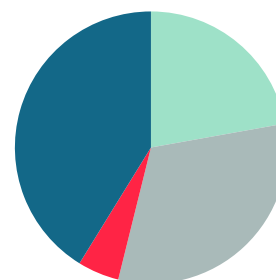
- New Listings **95 = 42.99%**
- Start Inventory **126**
- Total Inventory Units **221**
- Volume **\$51,774,877**

### Market Activity

**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



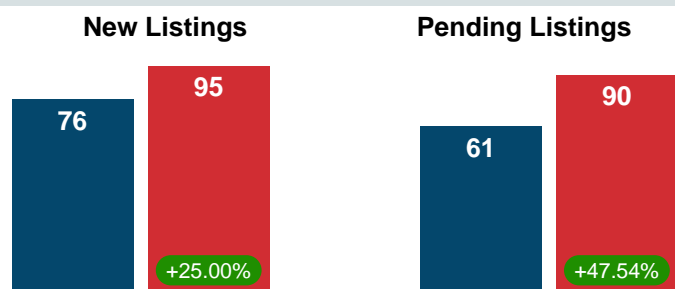
Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	74	63	-14.86%	595	586	-1.51%
Pending Sales	61	90	47.54%	643	667	3.73%
New Listings	76	95	25.00%	850	796	-6.35%
Median List Price	158,850	149,900	-5.63%	142,900	149,625	4.71%
Median Sale Price	155,200	146,500	-5.61%	140,000	148,750	6.25%
Median Percent of Selling Price to List Price	98.10%	99.38%	1.30%	98.56%	99.24%	0.69%
Median Days on Market to Sale	26.00	8.00	-69.23%	23.00	15.00	-34.78%
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

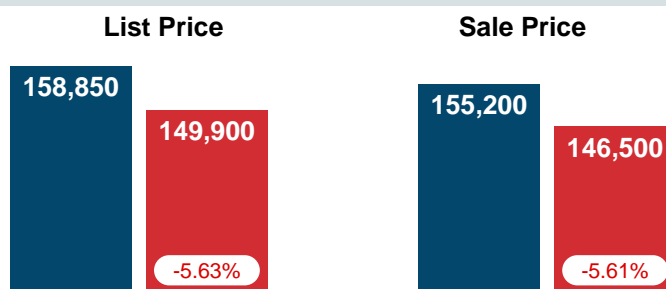
**Inventory** on September 30, 2020 = **117**

**2019** **2020**

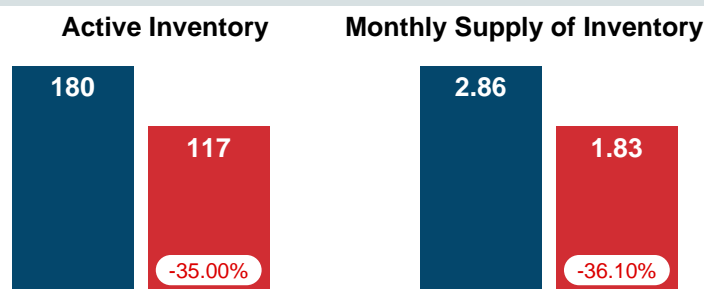
### SEPTEMBER MARKET



### MEDIAN PRICES



### INVENTORY



### MEDIAN SOLD/LIST RATIO & DOM

