



November 2019

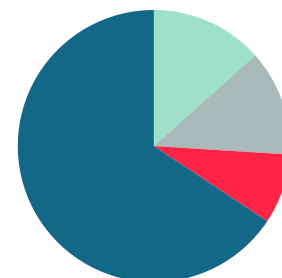
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

Compared Metrics	2018	November 2019	+/-%
Closed Listings	60	87	45.00%
Pending Listings	55	82	49.09%
New Listings	98	92	-6.12%
Average List Price	111,564	112,123	0.50%
Average Sale Price	107,827	108,837	0.94%
Average Percent of Selling Price to List Price	95.08%	96.83%	1.84%
Average Days on Market to Sale	53.25	49.95	-6.19%
End of Month Inventory	589	427	-27.50%
Months Supply of Inventory	7.81	4.97	-36.36%



■ Closed (13.38%)
■ Pending (12.62%)
■ Other OffMarket (8.31%)
■ Active (65.69%)

Absorption: Last 12 months, an Average of **86 Sales/Month Active Inventory** as of November 30, 2019 = **427**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **27.50%** to 427 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **4.97** 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 **0.94%** in November 2019 to \$108,837 versus the previous year at \$107,827.

Average Days on Market Shortens

The average number of **49.95** days that homes spent on the market before selling decreased by 3.30 days or **6.19%** in November 2019 compared to last year's same month at **53.25** DOM.

Sales Success for November 2019 is Positive

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

There were 92 New Listings in November 2019, down **6.12%** from last year at 98. Furthermore, there were 87 Closed Listings this month versus last year at 60, a **45.00%** increase.

Closed versus Listed trends yielded a **94.6%** ratio, up from previous year's, November 2018, at **61.2%**, a **54.46%** 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

November 2019

Area Delimited by County Of Washington

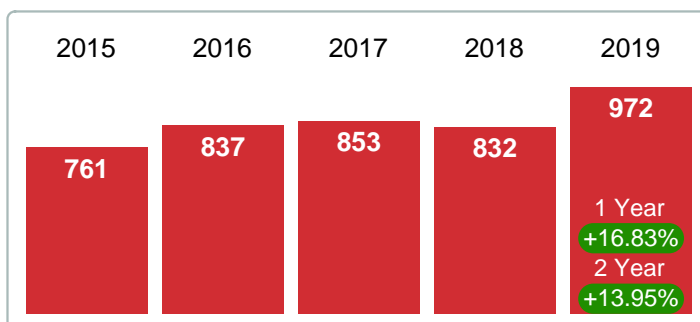
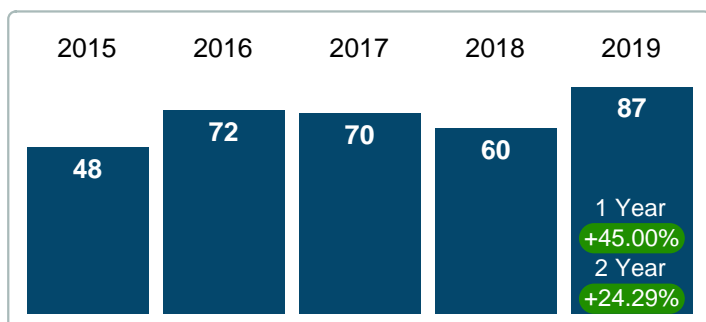


CLOSED LISTINGS

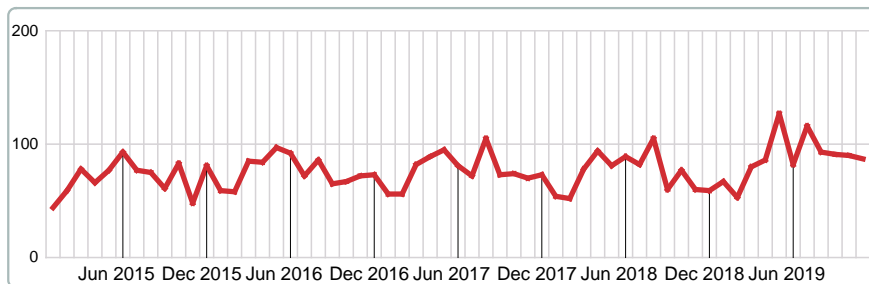
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NOVEMBER

YEAR TO DATE (YTD)

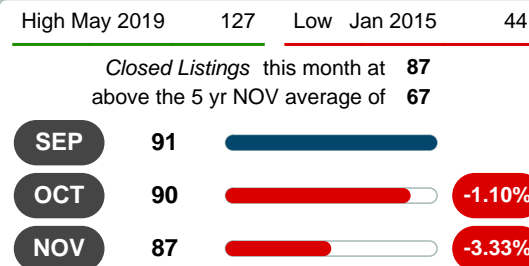


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	18	20.69%	51.5	9	7	2	0
\$30,001-\$60,000	11	12.64%	81.1	6	2	3	0
\$60,001-\$120,000	25	28.74%	49.3	4	20	0	1
\$120,001-\$150,000	14	16.09%	35.4	0	13	1	0
\$150,001-\$200,000	10	11.49%	39.6	0	4	4	2
\$200,001 and up	9	10.34%	44.7	1	2	5	1
Total Closed Units	87			20	48	15	4
Total Closed Volume	9,468,855	100%	50.0	1.01M	5.27M	2.55M	644.40K
Average Closed Price	\$108,837			\$50,289	\$109,796	\$169,900	\$161,100



November 2019

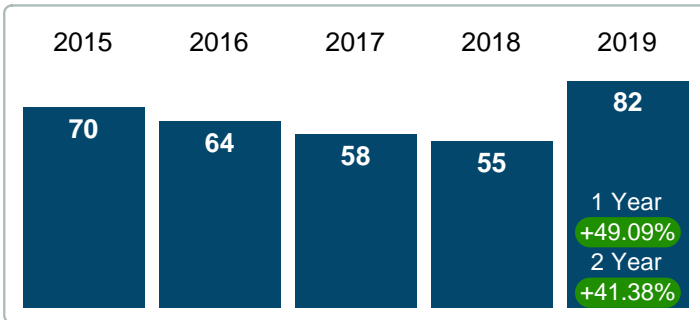
Area Delimited by County Of Washington



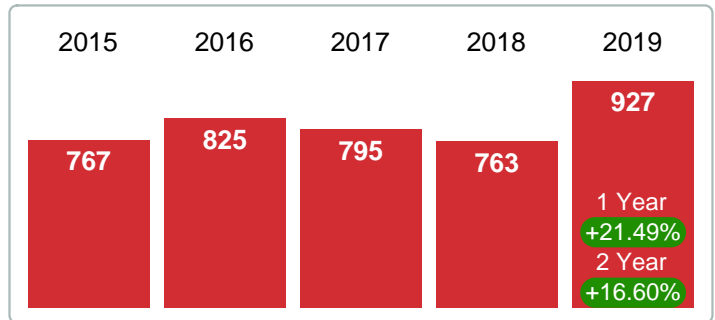
PENDING LISTINGS

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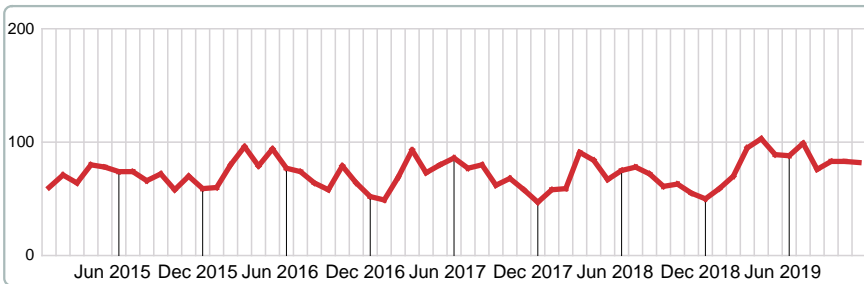
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

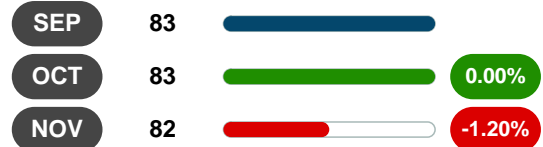


3 MONTHS

5 year NOV AVG = 66

High Apr 2019 103 Low Dec 2017 47

Pending Listings this month at **82**
above the 5 yr NOV average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	6.10%	51.4	3	2	0	0
\$20,001 - \$50,000	13	15.85%	65.5	6	4	2	1
\$50,001 - \$60,000	11	13.41%	50.1	5	4	2	0
\$60,001 - \$120,000	20	24.39%	53.9	3	16	1	0
\$120,001 - \$170,000	11	13.41%	68.4	0	8	2	1
\$170,001 - \$260,000	13	15.85%	56.5	1	5	7	0
\$260,001 and up	9	10.98%	33.8	2	0	7	0
Total Pending Units	82			20	39	21	2
Total Pending Volume	10,204,947	100%	71.0	1.74M	3.90M	4.37M	199.90K
Average Listing Price	\$112,893			\$86,855	\$100,032	\$207,938	\$99,950



November 2019

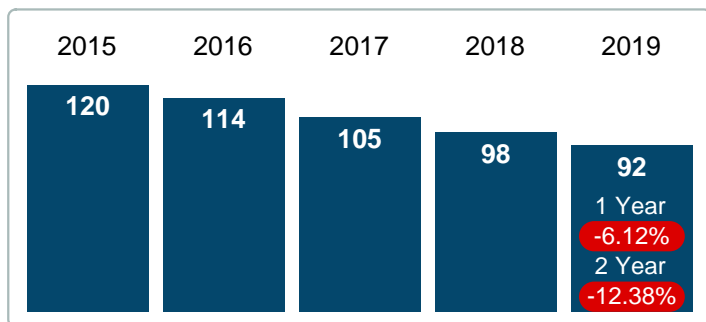
Area Delimited by County Of Washington



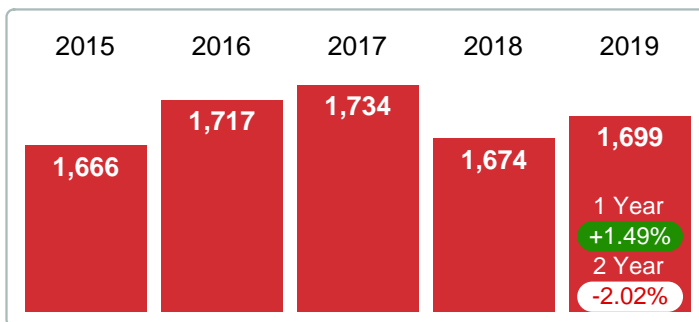
NEW LISTINGS

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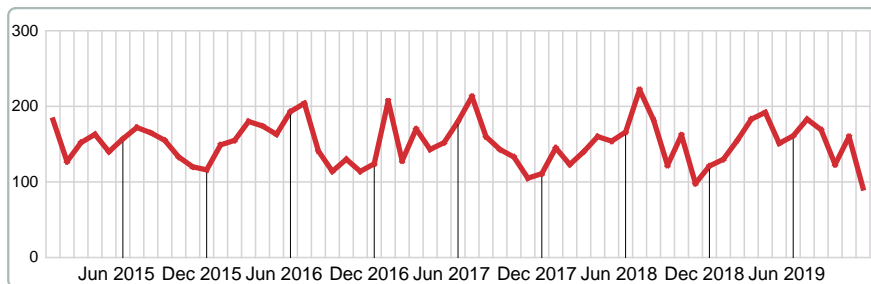
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106

High Jul 2018 222 Low Nov 2019 92

New Listings this month at 92
below the 5 yr NOV average of 106



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$50,000	16	17.39%	10	5	1	0
\$50,001-\$75,000	9	9.78%	4	4	1	0
\$75,001-\$150,000	26	28.26%	4	16	6	0
\$150,001-\$250,000	17	18.48%	2	9	6	0
\$250,001-\$375,000	15	16.30%	4	2	7	2
\$375,001 and up	9	9.78%	3	3	2	1
Total New Listed Units	92		27	39	23	3
Total New Listed Volume	18,293,250	100%	6.16M	5.51M	5.18M	1.43M
Average New Listed Listing Price	\$151,956		\$228,221	\$141,399	\$225,339	\$477,967



November 2019

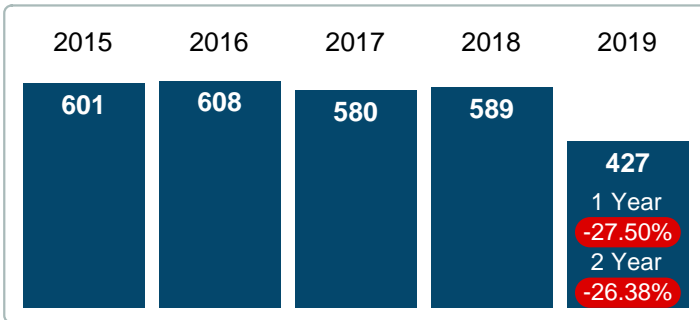
Area Delimited by County Of Washington



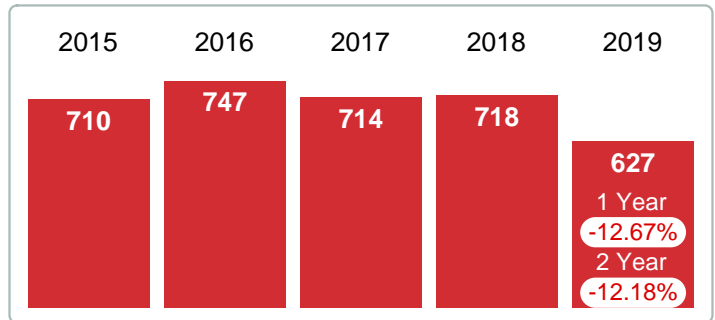
ACTIVE INVENTORY

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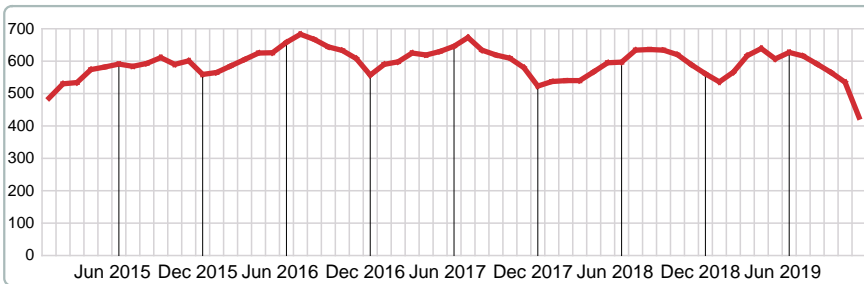
END OF NOVEMBER



ACTIVE DURING NOVEMBER

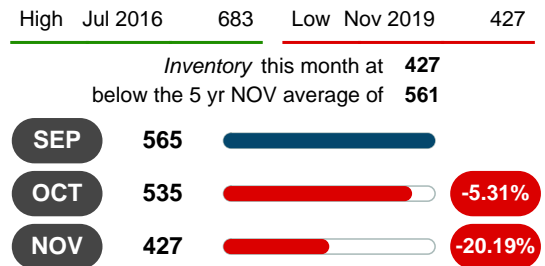


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 561



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	57	13.35%	118.1	49	7	1	0
\$25,001-\$50,000	63	14.75%	105.0	55	8	0	0
\$50,001-\$125,000	126	29.51%	88.1	80	41	5	0
\$125,001-\$225,000	83	19.44%	63.9	19	30	32	2
\$225,001-\$350,000	49	11.48%	71.2	13	10	22	4
\$350,001 and up	49	11.48%	86.5	28	3	11	7
Total Active Inventory by Units				244	99	71	13
Total Active Inventory by Volume				37.88M	13.13M	17.43M	5.18M
Average Active Inventory Listing Price				\$155,243	\$132,600	\$245,441	\$398,115

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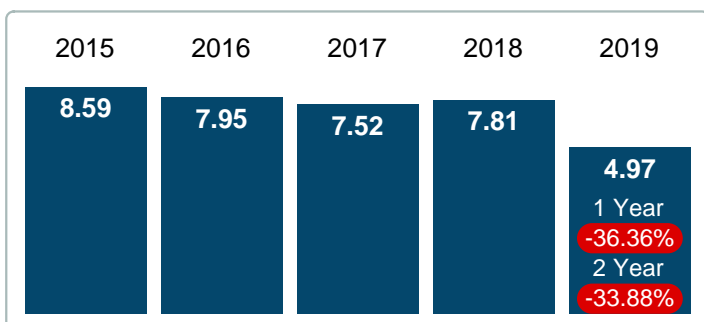
Area Delimited by County Of Washington



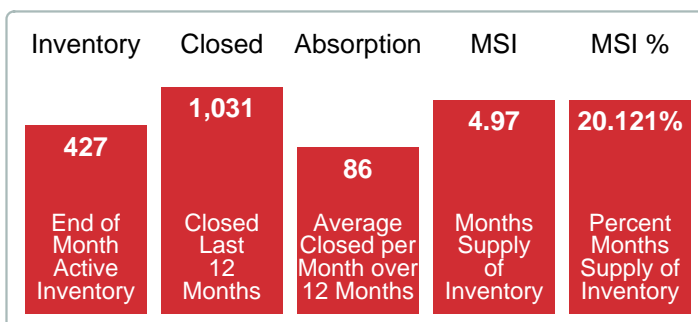
MONTHS SUPPLY of INVENTORY (MSI)

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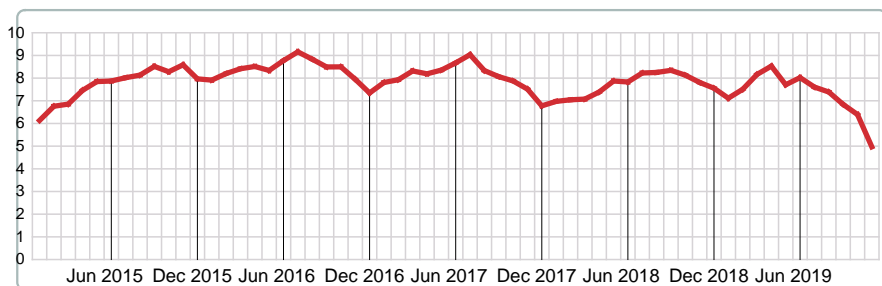
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

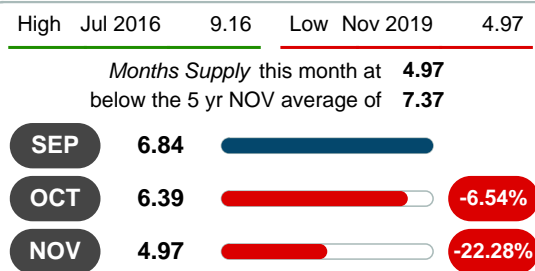


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 7.37



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
\$10,000 and less	20	4.68%	1.94	3.06	1.14	1.20	0.00
\$10,001 - \$40,000	73	17.10%	11.38	21.23	1.37	0.00	0.00
\$40,001 - \$60,000	60	14.05%	10.00	19.86	3.69	0.00	0.00
\$60,001 - \$140,000	109	25.53%	3.54	13.13	1.91	2.30	0.00
\$140,001 - \$220,000	64	14.99%	3.71	19.50	2.55	3.54	4.80
\$220,001 - \$360,000	57	13.35%	4.38	36.00	4.40	2.74	3.20
\$360,001 and up	44	10.30%	20.31	60.00	7.20	8.31	28.00
Market Supply of Inventory (MSI)			4.97	15.33	2.22	3.08	5.57
Total Active Inventory by Units		100%	427	244	99	71	13



November 2019

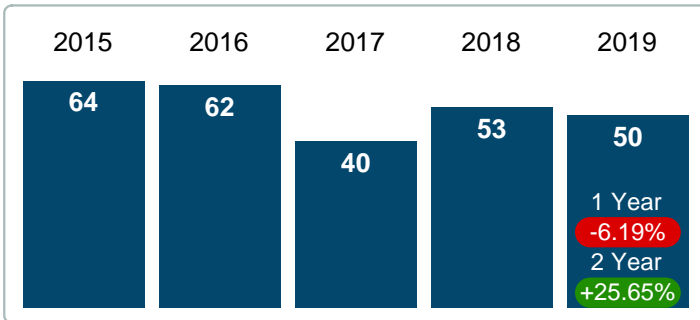
Area Delimited by County Of Washington



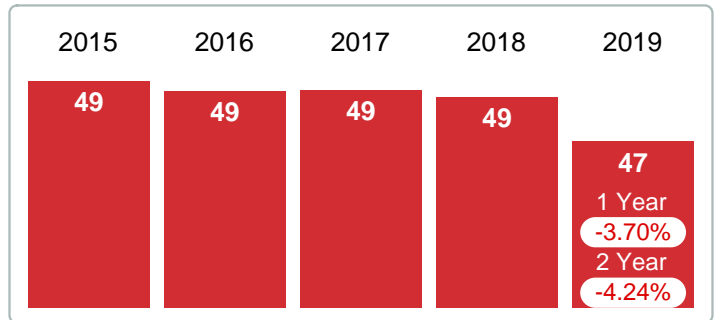
AVERAGE DAYS ON MARKET TO SALE

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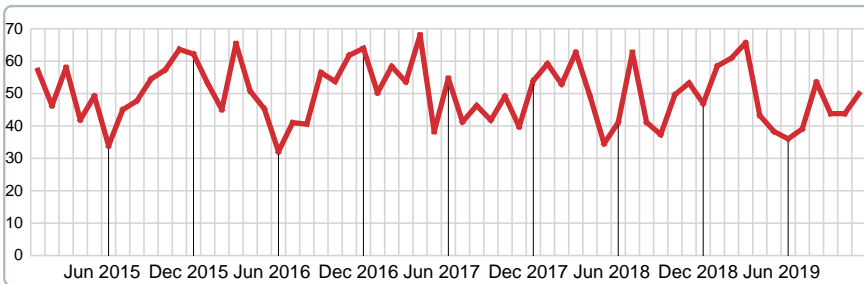
NOVEMBER



YEAR TO DATE (YTD)

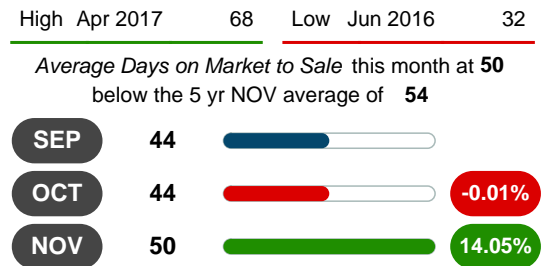


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 54



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$30,000	18	20.69%	52	54	44	67	0
\$30,001 \$60,000	11	12.64%	81	96	93	44	0
\$60,001 \$120,000	25	28.74%	49	53	46	0	93
\$120,001 \$150,000	14	16.09%	35	0	35	38	0
\$150,001 \$200,000	10	11.49%	40	0	37	54	15
\$200,001 and up	9	10.34%	45	7	32	63	17
Average Closed DOM			50	64	44	56	35
Total Closed Units		100%	87	20	48	15	4
Total Closed Volume			9,468,855	1.01M	5.27M	2.55M	644.40K



November 2019

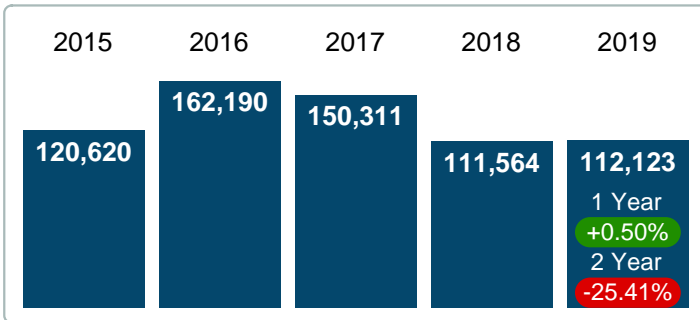
Area Delimited by County Of Washington



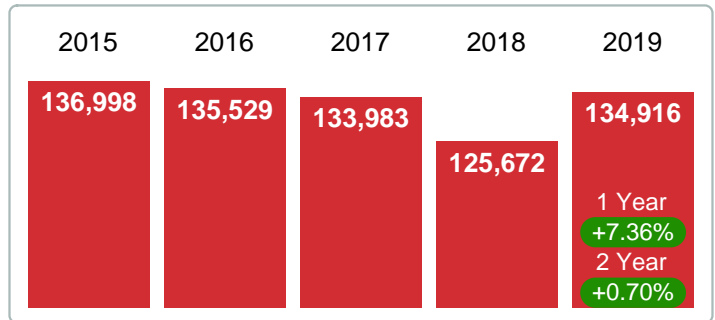
AVERAGE LIST PRICE AT CLOSING

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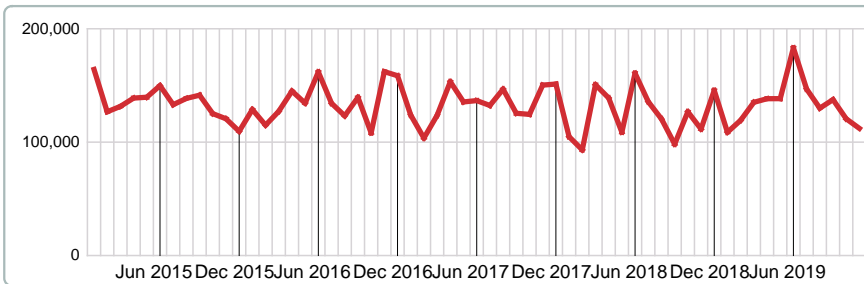
NOVEMBER



YEAR TO DATE (YTD)

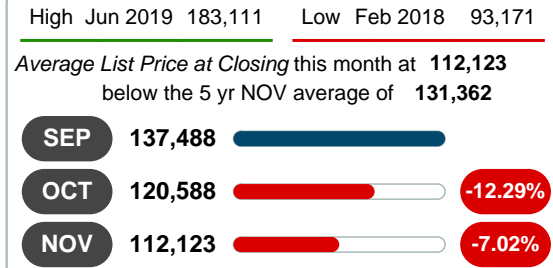


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 131,362



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	18	20.69%	6,416	6,255	4,357	14,350	0
\$30,001-\$60,000	11	12.64%	47,973	44,383	42,950	58,500	0
\$60,001-\$120,000	25	28.74%	97,136	92,475	98,475	0	89,000
\$120,001-\$150,000	13	14.94%	138,385	0	142,231	149,900	0
\$150,001-\$200,000	11	12.64%	180,727	0	177,075	183,725	172,450
\$200,001 and up	9	10.34%	321,789	380,000	379,000	305,720	229,500
Average List Price			112,123	53,625	112,525	174,507	165,850
Total Closed Units		100%	112,123	20	48	15	4
Total Closed Volume			9,754,695	1.07M	5.40M	2.62M	663.40K



November 2019

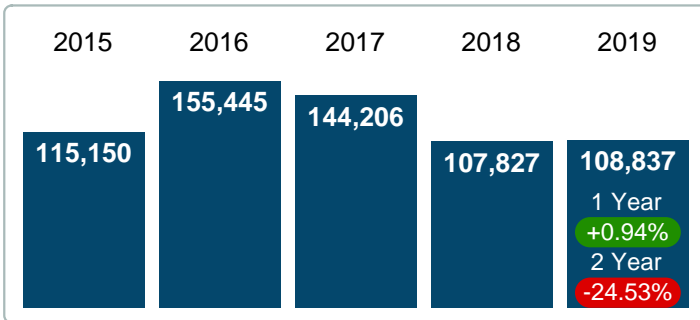
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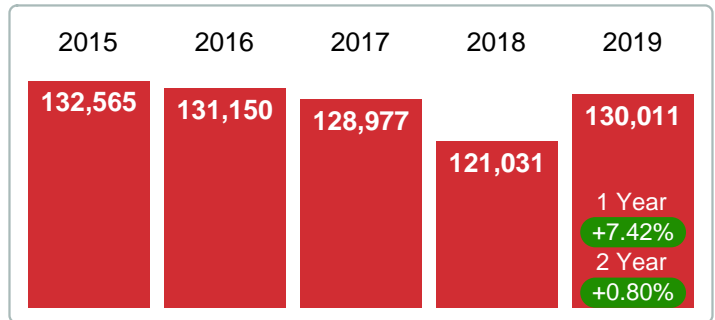
AVERAGE SOLD PRICE AT CLOSING

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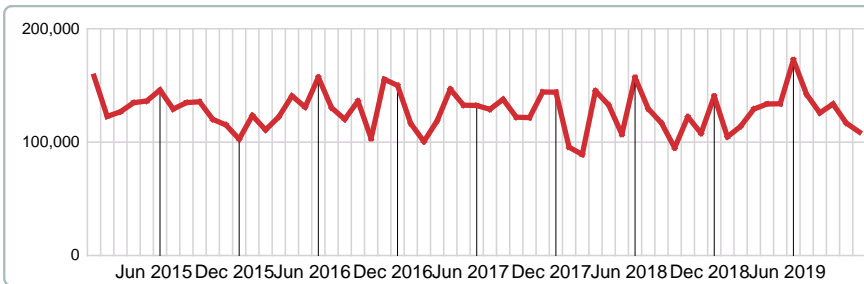
NOVEMBER



YEAR TO DATE (YTD)

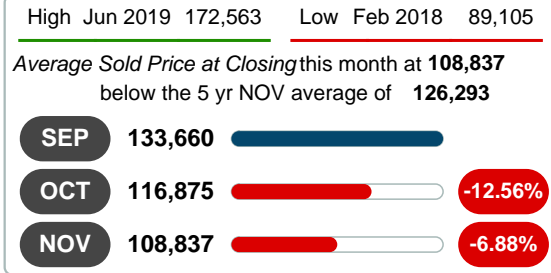


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 126,293



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$30,000	18	20.69%	6,044	5,863	4,689	11,600	0
\$30,001-\$60,000	11	12.64%	44,455	40,333	39,500	56,000	0
\$60,001-\$120,000	25	28.74%	92,714	86,000	94,542	0	83,000
\$120,001-\$150,000	14	16.09%	136,894	0	136,202	145,900	0
\$150,001-\$200,000	10	11.49%	173,880	0	172,225	179,500	165,950
\$200,001 and up	9	10.34%	321,989	367,000	404,000	298,680	229,500
Average Sold Price			108,837	50,289	109,796	169,900	161,100
Total Closed Units		100%	108,837	20	48	15	4
Total Closed Volume			9,468,855	1.01M	5.27M	2.55M	644.40K



November 2019

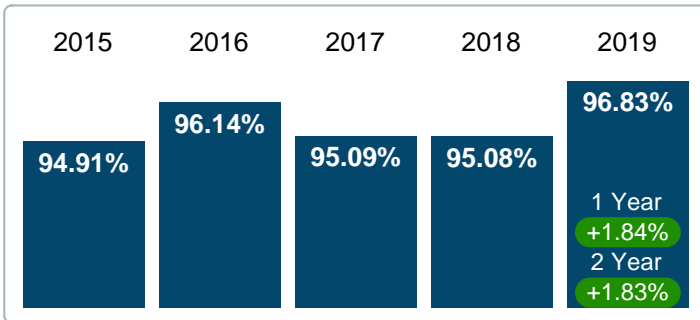
Area Delimited by County Of Washington



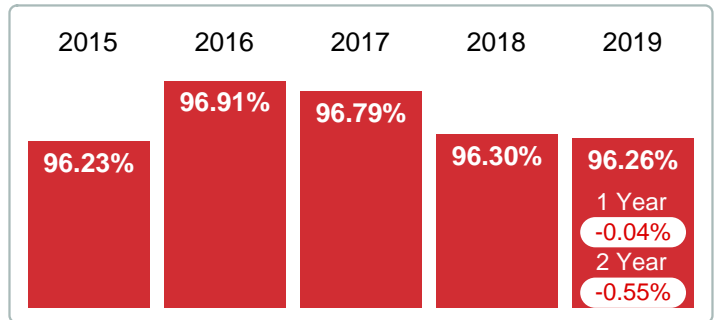
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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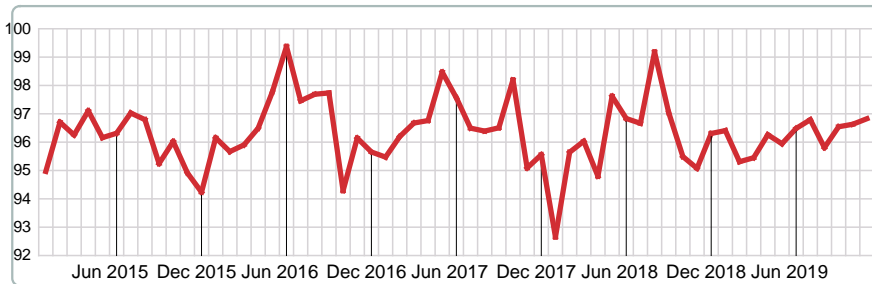
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

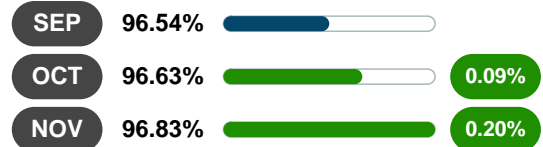


3 MONTHS

5 year NOV AVG = 95.61%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **96.83%**
above the 5 yr NOV average of **95.61%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	18	20.69%	99.95%	99.59%	103.30%	89.81%	0.00%
\$30,001-\$60,000	11	12.64%	92.37%	90.87%	91.89%	95.69%	0.00%
\$60,001-\$120,000	25	28.74%	95.56%	92.59%	96.26%	0.00%	93.26%
\$120,001-\$150,000	14	16.09%	96.69%	0.00%	96.64%	97.33%	0.00%
\$150,001-\$200,000	10	11.49%	97.24%	0.00%	97.24%	97.65%	96.39%
\$200,001 and up	9	10.34%	99.32%	96.58%	104.55%	97.65%	100.00%
Average Sold/List Ratio		96.80%		95.42%	97.64%	96.19%	96.51%
Total Closed Units		87	100%	20	48	15	4
Total Closed Volume		9,468,855		1.01M	5.27M	2.55M	644.40K



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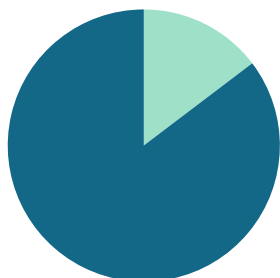
Area Delimited by County Of Washington



MARKET SUMMARY

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INVENTORY

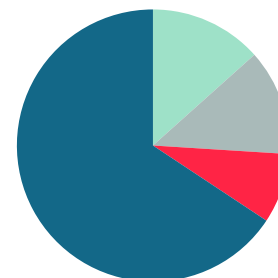


Inventory
 New Listings
92 = 14.67%
 Start Inventory
535
 Total Inventory Units
627
 Volume
\$101,002,292

Market Activity

Closed Sales
87 = 13.38%
 Pending Sales
82 = 12.62%
 Other Off Market
54 = 8.31%
 Active Inventory
427 = 65.69%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	87	45.00%	832	972	16.83%
Pending Sales	55	82	49.09%	763	927	21.49%
New Listings	98	92	-6.12%	1,674	1,699	1.49%
Average List Price	111,564	112,123	0.50%	125,672	134,916	7.36%
Average Sale Price	107,827	108,837	0.94%	121,031	130,011	7.42%
Average Percent of Selling Price to List Price	95.08%	96.83%	1.84%	96.30%	96.26%	-0.04%
Average Days on Market to Sale	53.25	49.95	-6.19%	48.85	47.04	-3.70%
Monthly Inventory	589	427	-27.50%	589	427	-27.50%
Months Supply of Inventory	7.81	4.97	-36.36%	7.81	4.97	-36.36%

Absorption: Last 12 months, an Average of **86** Sales/Month

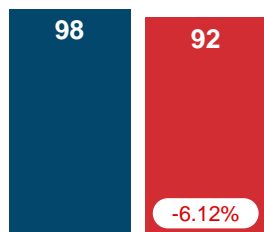
Inventory on November 30, 2019 = **427**

2018 **2019**

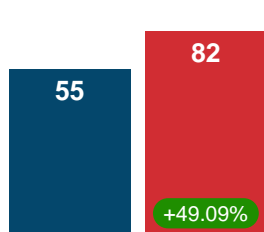
NOVEMBER MARKET

AVERAGE PRICES

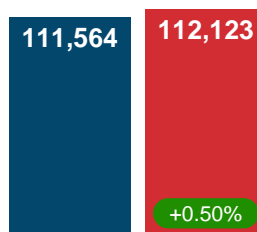
New Listings



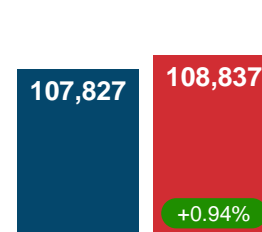
Pending Listings



List Price



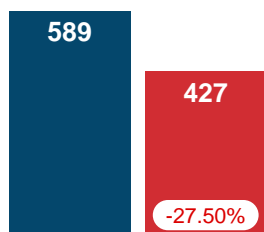
Sale Price



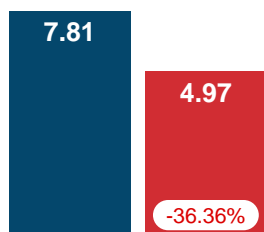
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

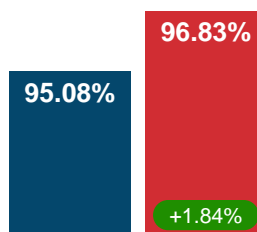
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

