

# October 2020

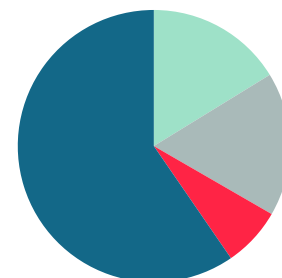
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	90	94	4.44%
Pending Listings	80	99	23.75%
New Listings	161	121	-24.84%
Average List Price	120,588	142,314	18.02%
Average Sale Price	116,875	138,392	18.41%
Average Percent of Selling Price to List Price	96.63%	95.01%	-1.68%
Average Days on Market to Sale	43.80	31.91	-27.13%
End of Month Inventory	563	345	-38.72%
Months Supply of Inventory	6.69	4.20	-37.17%



■ Closed (16.23%)  
■ Pending (17.10%)  
■ Other OffMarket (7.08%)  
■ Active (59.59%)

**Absorption:** Last 12 months, an Average of **82** Sales/Month  
**Active Inventory** as of October 31, 2020 = **345**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **38.72%** to 345 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **4.20** 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 **18.41%** in October 2020 to \$138,392 versus the previous year at \$116,875.

#### Average Days on Market Shortens

The average number of **31.91** days that homes spent on the market before selling decreased by 11.89 days or **27.13%** in October 2020 compared to last year's same month at **43.80** 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 121 New Listings in October 2020, down **24.84%** from last year at 161. Furthermore, there were 94 Closed Listings this month versus last year at 90, a **4.44%** increase.

Closed versus Listed trends yielded a **77.7%** ratio, up from previous year's, October 2019, at **55.9%**, a **38.97%** 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

<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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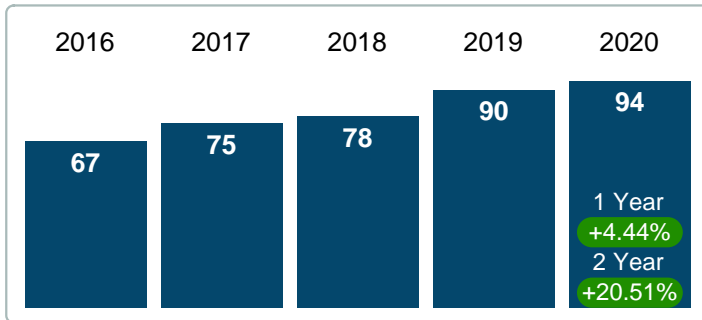
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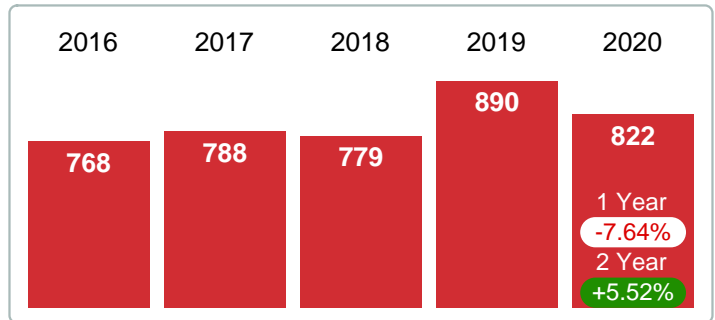
## CLOSED LISTINGS

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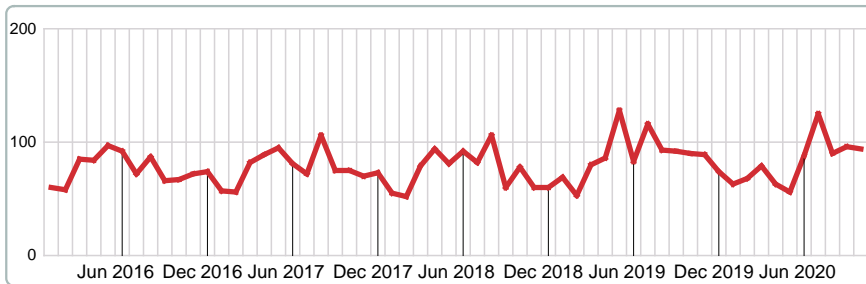
### OCTOBER



### YEAR TO DATE (YTD)

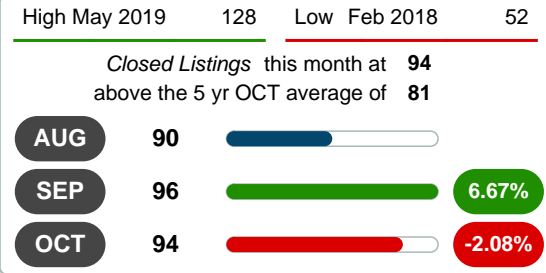


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 81



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.38%	67.7	6	0	0	0
\$20,001 - \$60,000	12	12.77%	38.8	5	6	1	0
\$60,001 - \$100,000	18	19.15%	20.5	8	8	2	0
\$100,001 - \$140,000	21	22.34%	17.4	2	16	3	0
\$140,001 - \$200,000	16	17.02%	13.4	0	7	9	0
\$200,001 - \$260,000	10	10.64%	39.6	1	3	4	2
\$260,001 and up	11	11.70%	71.3	3	4	3	1
<b>Total Closed Units</b>	<b>94</b>			<b>25</b>	<b>44</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>13,008,882</b>	<b>100%</b>	<b>31.9</b>	<b>2.32M</b>	<b>5.87M</b>	<b>4.08M</b>	<b>742.00K</b>
<b>Average Closed Price</b>	<b>\$138,392</b>			<b>\$92,636</b>	<b>\$133,499</b>	<b>\$185,319</b>	<b>\$247,333</b>

# October 2020



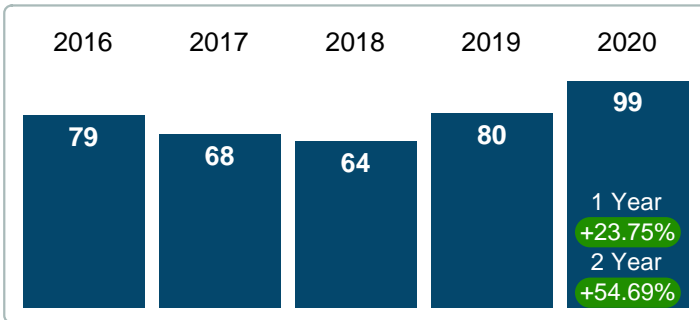
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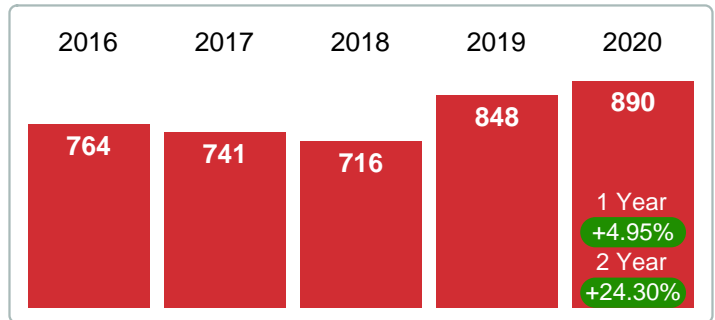
## PENDING LISTINGS

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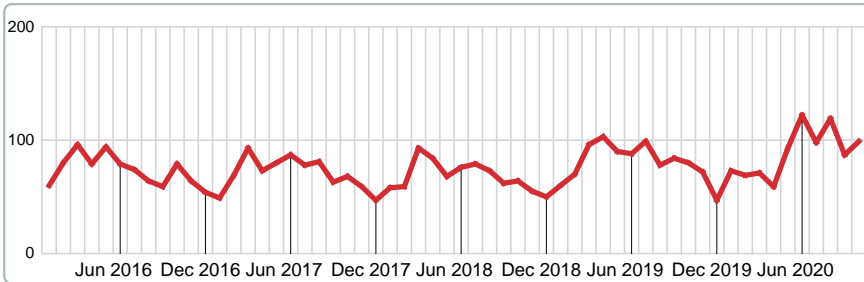
### OCTOBER



### YEAR TO DATE (YTD)

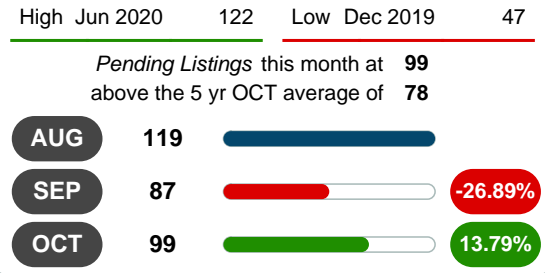


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 78



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.09%	35.2	7	2	0	0
\$30,001 - \$70,000	12	12.12%	53.0	5	5	2	0
\$70,001 - \$90,000	15	15.15%	29.9	4	10	1	0
\$90,001 - \$140,000	24	24.24%	34.6	4	17	3	0
\$140,001 - \$180,000	12	12.12%	29.0	0	10	2	0
\$180,001 - \$260,000	18	18.18%	23.6	0	5	13	0
\$260,001 and up	9	9.09%	46.4	1	1	4	3
<b>Total Pending Units</b>	<b>99</b>			<b>21</b>	<b>50</b>	<b>25</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>15,052,808</b>	<b>100%</b>	<b>20.7</b>	<b>1.47M</b>	<b>6.17M</b>	<b>5.90M</b>	<b>1.51M</b>
<b>Average Listing Price</b>	<b>\$113,734</b>			<b>\$69,952</b>	<b>\$123,378</b>	<b>\$236,080</b>	<b>\$504,300</b>

# October 2020



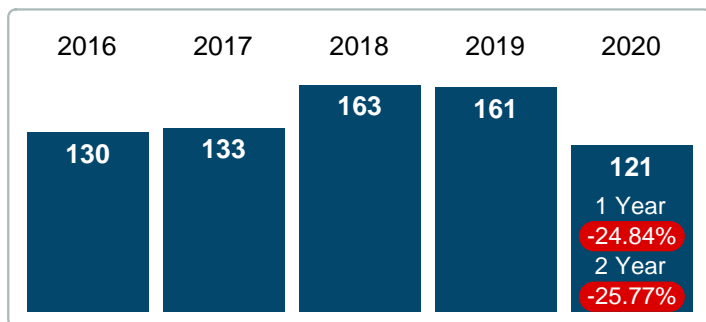
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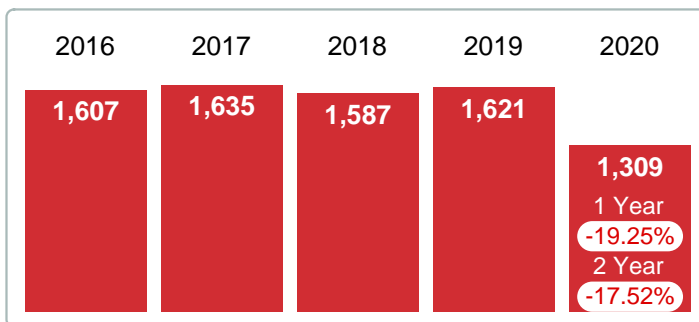
## NEW LISTINGS

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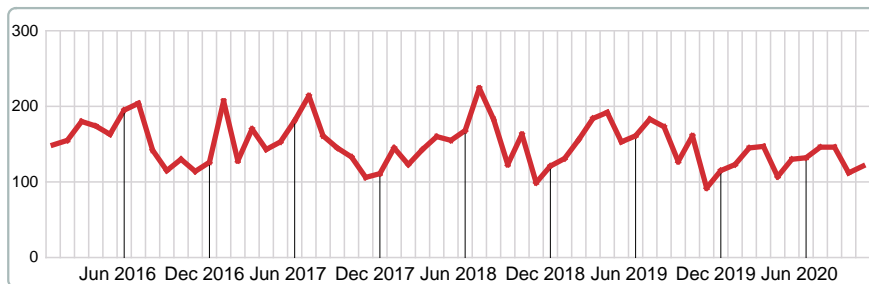
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142

High Jul 2018 224 Low Nov 2019 92

New Listings this month at 121  
 below the 5 yr OCT average of 142



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	9.09%	3	8	0	0
\$20,001 - \$60,000	15	12.40%	11	3	1	0
\$60,001 - \$80,000	14	11.57%	12	2	0	0
\$80,001 - \$150,000	34	28.10%	5	28	1	0
\$150,001 - \$220,000	18	14.88%	2	6	9	1
\$220,001 - \$350,000	17	14.05%	0	4	12	1
\$350,001 and up	12	9.92%	5	3	2	2
<b>Total New Listed Units</b>	<b>121</b>		<b>38</b>	<b>54</b>	<b>25</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>19,907,784</b>	<b>100%</b>	<b>4.90M</b>	<b>7.72M</b>	<b>5.81M</b>	<b>1.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$128,762</b>		<b>\$129,017</b>	<b>\$142,886</b>	<b>\$232,252</b>	<b>\$370,750</b>

# October 2020



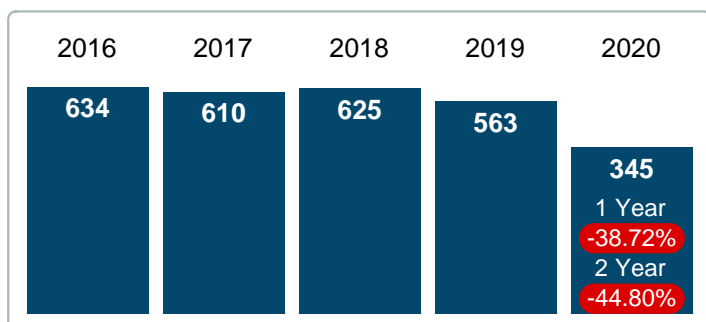
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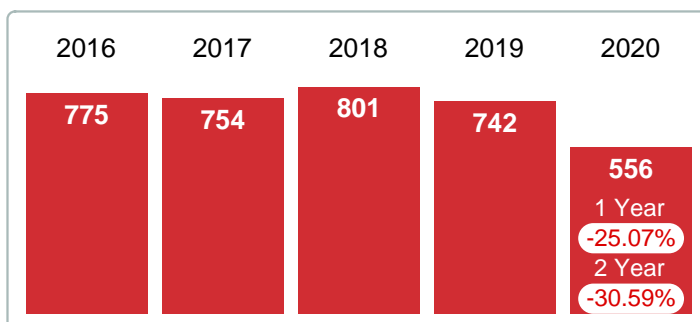
## ACTIVE INVENTORY

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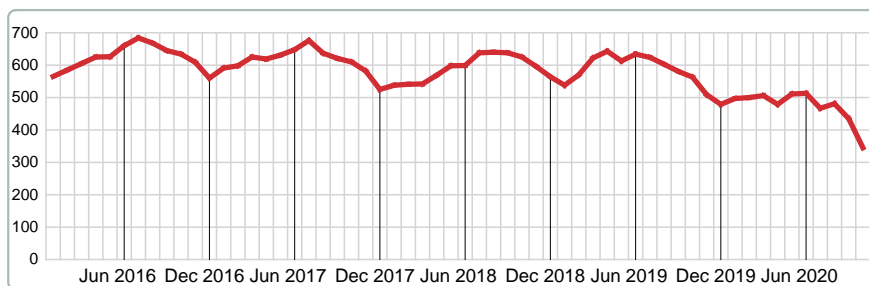
### END OF OCTOBER



### ACTIVE DURING OCTOBER

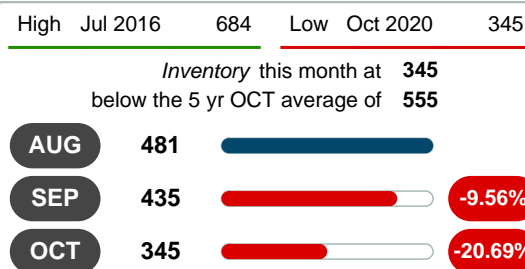


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 555



### 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	70	20.29%	148.6	47	21	2	0			
\$25,001-\$50,000	58	16.81%	115.1	53	4	1	0			
\$50,001-\$100,000	82	23.77%	116.0	66	14	2	0			
\$100,001-\$175,000	50	14.49%	82.0	21	24	5	0			
\$175,001-\$375,000	45	13.04%	92.7	15	9	15	6			
\$375,001 and up	40	11.59%	123.4	29	4	5	2			
Total Active Inventory by Units				345		231	76	30	8	
Total Active Inventory by Volume				52,937,489	100%	115.4	33.46M	9.23M	7.56M	2.69M
Average Active Inventory Listing Price				\$153,442			\$144,850	\$121,385	\$252,037	\$336,338

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# October 2020



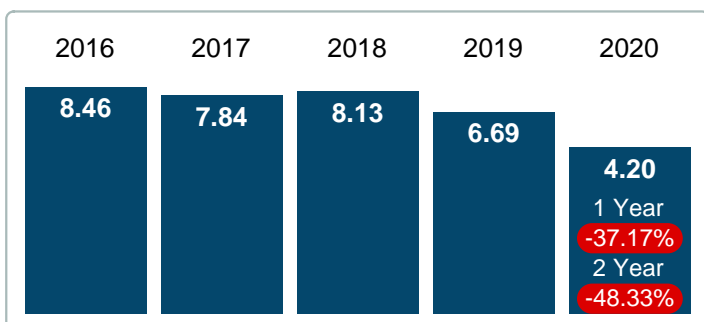
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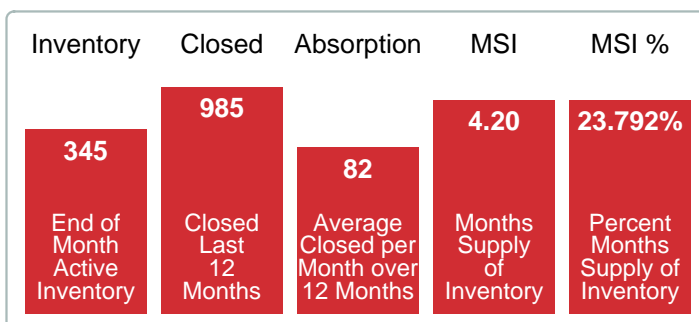
## MONTHS SUPPLY of INVENTORY (MSI)

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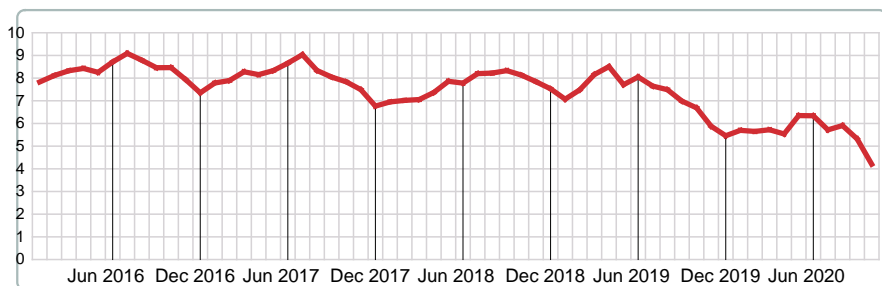
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

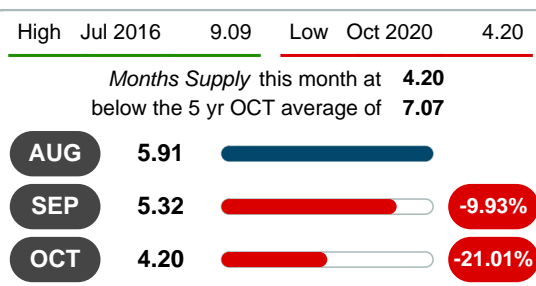


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 7.07



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$20,000	65	18.84%	9.63	12.92	6.81	6.00	0.00
\$20,001-\$50,000	63	18.26%	7.56	11.80	1.26	4.00	0.00
\$50,001-\$100,000	82	23.77%	4.24	12.38	1.17	1.04	0.00
\$100,001-\$190,000	56	16.23%	2.00	9.78	1.47	0.88	2.00
\$190,001-\$390,000	41	11.88%	2.34	9.33	1.68	1.49	2.86
\$390,001 and up	38	11.01%	17.54	116.00	6.00	4.36	4.00
Market Supply of Inventory (MSI)			4.20	13.20	1.84	1.48	2.67
Total Active Inventory by Units		100%	4.20	231	76	30	8

# October 2020



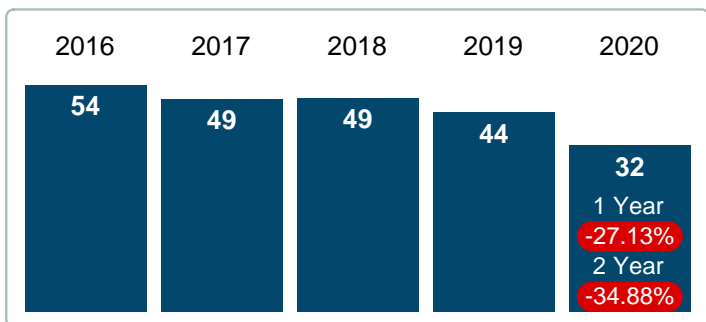
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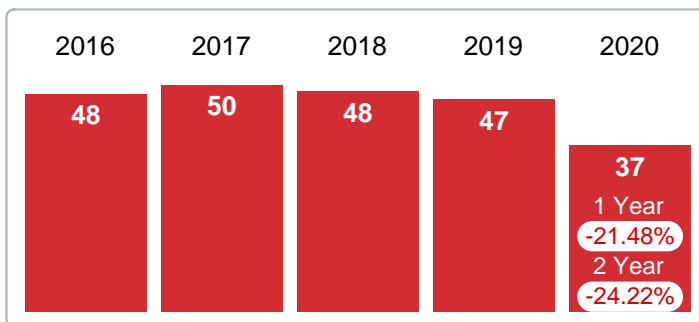
## AVERAGE DAYS ON MARKET TO SALE

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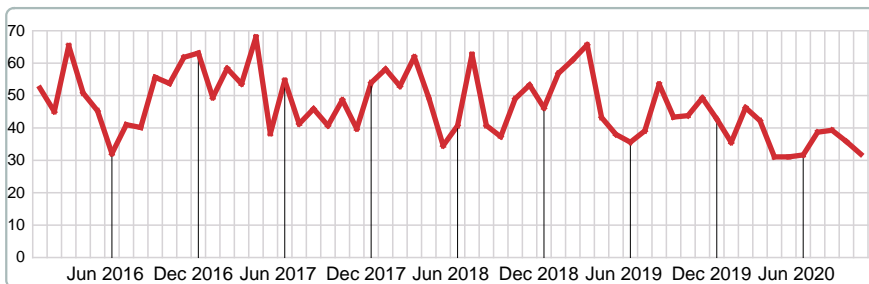
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

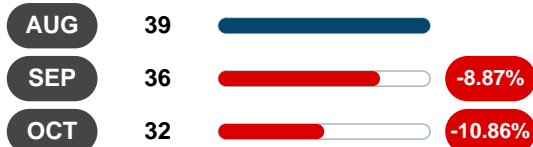


### 3 MONTHS

5 year OCT AVG = 45

High Apr 2017 68 Low Apr 2020 31

Average Days on Market to Sale this month at 32 below the 5 yr OCT average of 45



### 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
\$20,000 and less	6.38%	68	68	0	0	0
\$20,001 - \$60,000	12.77%	39	32	51	3	0
\$60,001 - \$100,000	19.15%	21	28	17	4	0
\$100,001 - \$140,000	22.34%	17	38	15	16	0
\$140,001 - \$200,000	17.02%	13	0	20	8	0
\$200,001 - \$260,000	10.64%	40	35	42	27	64
\$260,001 and up	11.70%	71	100	99	29	1
<b>Average Closed DOM</b>		<b>32</b>	<b>48</b>	<b>31</b>	<b>15</b>	<b>43</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32</b>	<b>25</b>	<b>44</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,008,882</b>	<b>2.32M</b>	<b>5.87M</b>	<b>4.08M</b>	<b>742.00K</b>

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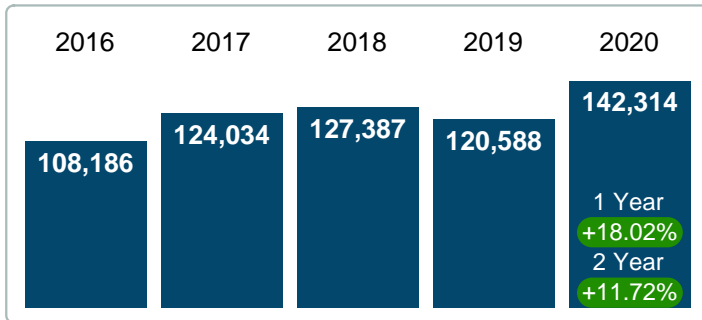
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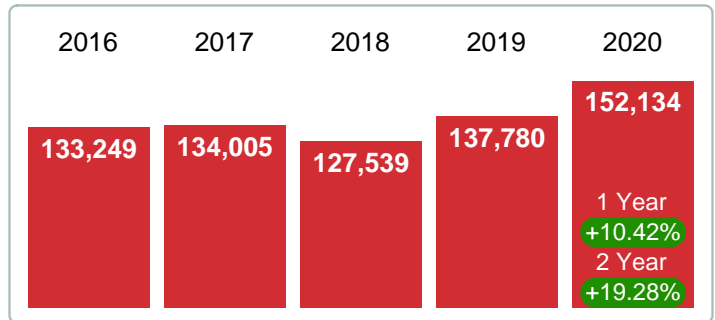
## AVERAGE LIST PRICE AT CLOSING

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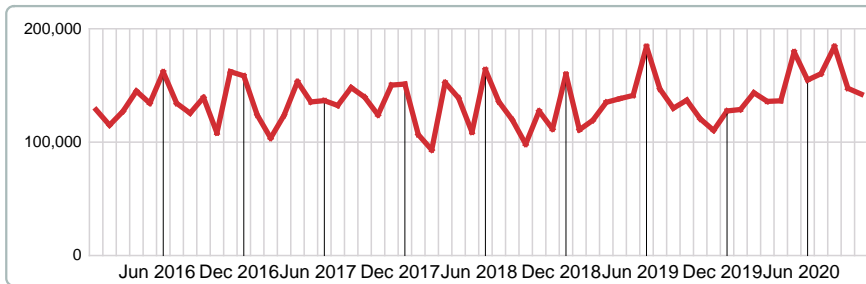
### OCTOBER



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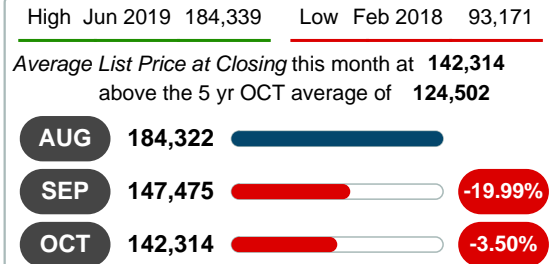


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 124,502



### 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
\$20,000 and less	4.26%	13,100	16,550	0	0	0
\$20,001 - \$60,000	14.89%	41,214	43,540	42,483	68,000	0
\$60,001 - \$100,000	17.02%	82,188	85,100	82,700	88,500	0
\$100,001 - \$140,000	25.53%	121,625	119,950	124,800	109,167	0
\$140,001 - \$200,000	13.83%	170,124	0	168,257	177,523	0
\$200,001 - \$260,000	12.77%	223,933	217,000	231,633	224,100	227,450
\$260,001 and up	11.70%	328,660	346,188	307,700	348,967	299,000
<b>Average List Price</b>		<b>142,314</b>	<b>99,731</b>	<b>136,745</b>	<b>186,978</b>	<b>251,300</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>142,314</b>	<b>25</b>	<b>44</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,377,472</b>	<b>2.49M</b>	<b>6.02M</b>	<b>4.11M</b>	<b>753.90K</b>



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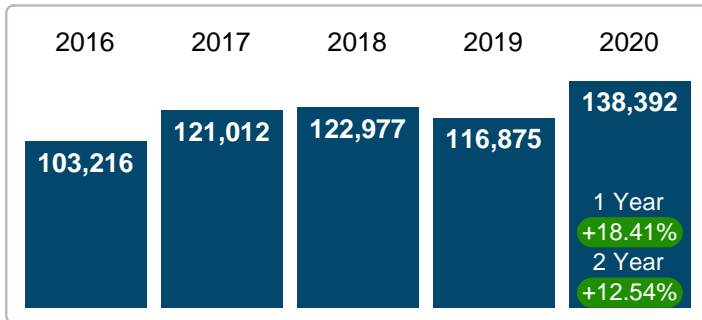
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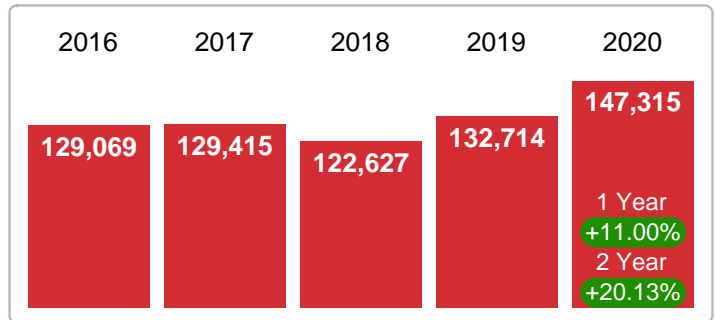
## AVERAGE SOLD PRICE AT CLOSING

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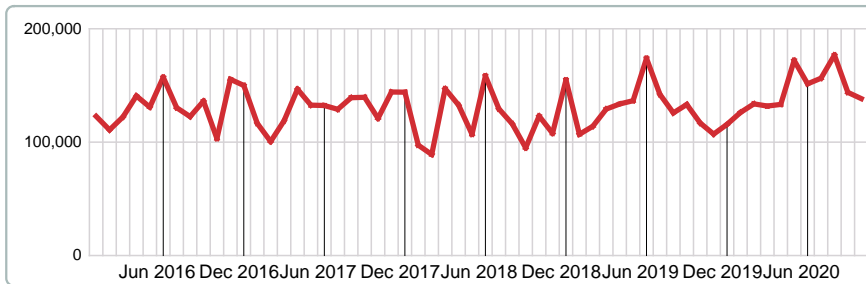
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

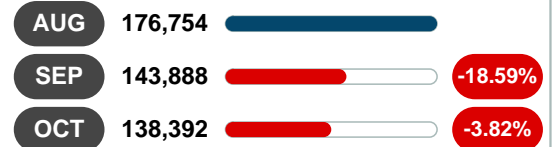


### 3 MONTHS

5 year OCT AVG = 120,494

High Aug 2020 176,754 Low Feb 2018 89,105

Average Sold Price at Closing this month at **138,392** above the 5 yr OCT average of **120,494**



### 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
\$20,000 and less	6.38%	11,150	11,150	0	0	0
\$20,001 - \$60,000	12.77%	41,333	38,900	40,250	60,000	0
\$60,001 - \$100,000	19.15%	81,507	81,063	80,897	85,725	0
\$100,001 - \$140,000	22.34%	120,955	113,000	123,731	111,449	0
\$140,001 - \$200,000	17.02%	170,369	0	161,800	177,034	0
\$200,001 - \$260,000	10.64%	220,390	210,000	219,333	223,475	221,000
\$260,001 and up	11.70%	319,000	323,333	303,750	341,333	300,000
<b>Average Sold Price</b>		<b>138,392</b>	<b>92,636</b>	<b>133,499</b>	<b>185,319</b>	<b>247,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>138,392</b>	<b>25</b>	<b>44</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,008,882</b>	<b>2.32M</b>	<b>5.87M</b>	<b>4.08M</b>	<b>742.00K</b>

# October 2020



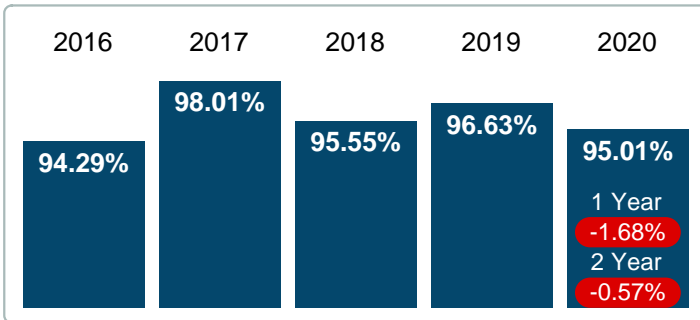
Area Delimited by County Of Washington



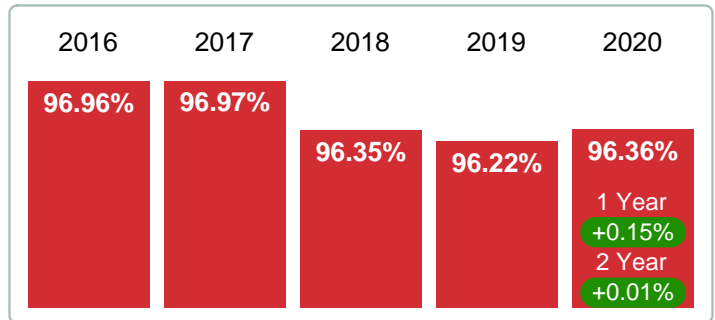
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2020 for MLS Technology Inc.

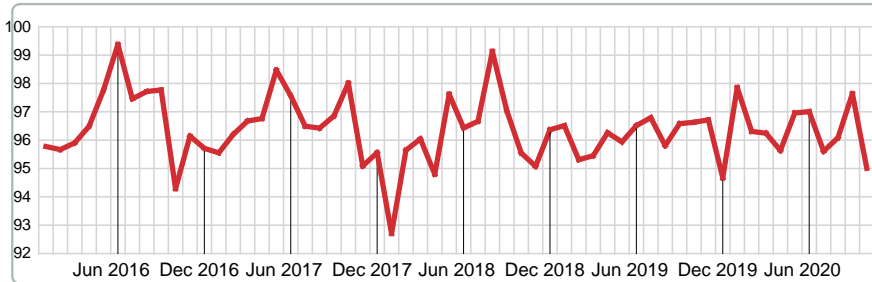
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

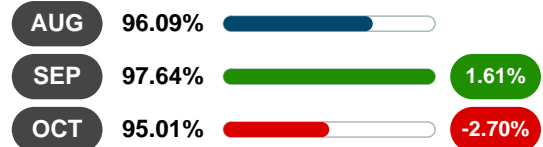


### 3 MONTHS

5 year OCT AVG = 95.90%

High Jun 2016 99.37% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **95.01%** below the 5 yr OCT average of **95.90%**



## 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
\$20,000 and less	6	6.38%	66.45%	66.45%	0.00%	0.00%	0.00%
\$20,001 - \$60,000	12	12.77%	90.39%	87.25%	93.37%	88.24%	0.00%
\$60,001 - \$100,000	18	19.15%	97.05%	95.71%	98.44%	96.87%	0.00%
\$100,001 - \$140,000	21	22.34%	99.10%	94.13%	99.18%	102.02%	0.00%
\$140,001 - \$200,000	16	17.02%	98.47%	0.00%	96.77%	99.79%	0.00%
\$200,001 - \$260,000	10	10.64%	97.43%	96.77%	94.76%	99.71%	97.19%
\$260,001 and up	11	11.70%	97.20%	93.86%	98.44%	97.85%	100.33%
Average Sold/List Ratio		95.00%		86.69%	97.50%	99.02%	98.24%
Total Closed Units		94	100%	25	44	22	3
Total Closed Volume		13,008,882		2.32M	5.87M	4.08M	742.00K

# October 2020



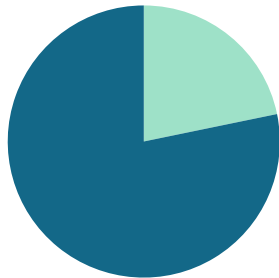
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Nov 11, 2020 for MLS Technology Inc.

### INVENTORY

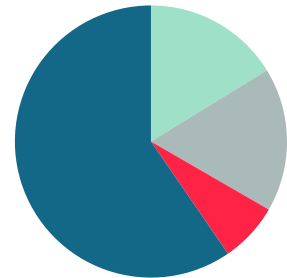


**Inventory**  
 New Listings  
**121 = 21.76%**  
 Start Inventory  
**435**  
 Total Inventory Units  
**556**  
 Volume  
**\$85,700,699**

### Market Activity

Closed Sales  
**94 = 16.23%**  
 Pending Sales  
**99 = 17.10%**  
 Other Off Market  
**41 = 7.08%**  
 Active Inventory  
**345 = 59.59%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	90	94	4.44%	890	822	-7.64%
Pending Sales	80	99	23.75%	848	890	4.95%
New Listings	161	121	-24.84%	1,621	1,309	-19.25%
Average List Price	120,588	142,314	18.02%	137,780	152,134	10.42%
Average Sale Price	116,875	138,392	18.41%	132,714	147,315	11.00%
Average Percent of Selling Price to List Price	96.63%	95.01%	-1.68%	96.22%	96.36%	0.15%
Average Days on Market to Sale	43.80	31.91	-27.13%	46.50	36.51	-21.48%
Monthly Inventory	563	345	-38.72%	563	345	-38.72%
Months Supply of Inventory	6.69	4.20	-37.17%	6.69	4.20	-37.17%

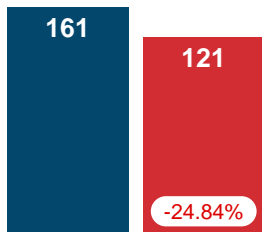
**Absorption:** Last 12 months, an Average of **82** Sales/Month

**Inventory** on October 31, 2020 = **345** 2019 2020

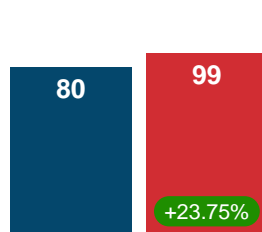
### OCTOBER MARKET

### AVERAGE PRICES

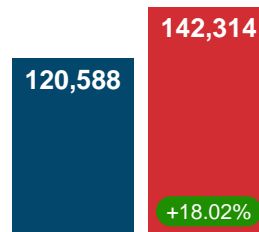
#### New Listings



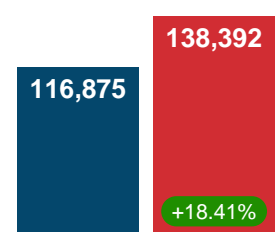
#### Pending Listings



#### List Price



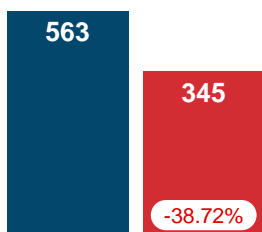
#### Sale Price



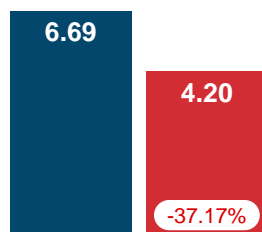
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

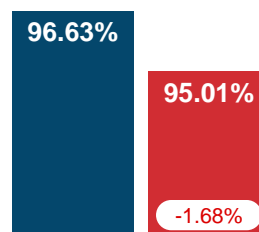
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

