

# December 2019



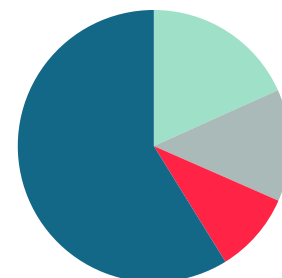
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	49	59	20.41%
Pending Listings	47	43	-8.51%
New Listings	80	65	-18.75%
Average List Price	185,204	125,041	-32.48%
Average Sale Price	179,911	121,670	-32.37%
Average Percent of Selling Price to List Price	96.25%	95.81%	-0.46%
Average Days on Market to Sale	47.80	33.81	-29.25%
End of Month Inventory	279	190	-31.90%
Months Supply of Inventory	4.57	2.61	-43.03%



■ Closed (18.27%)  
■ Pending (13.31%)  
■ Other OffMarket (9.60%)  
■ Active (58.82%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of December 31, 2019 = **190**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2019 decreased **31.90%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **2.61** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **32.37%** in December 2019 to \$121,670 versus the previous year at \$179,911.

#### Average Days on Market Shortens

The average number of **33.81** days that homes spent on the market before selling decreased by 13.98 days or **29.25%** in December 2019 compared to last year's same month at **47.80** DOM.

#### Sales Success for December 2019 is Positive

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

There were 65 New Listings in December 2019, down **18.75%** from last year at 80. Furthermore, there were 59 Closed Listings this month versus last year at 49, a **20.41%** increase.

Closed versus Listed trends yielded a **90.8%** ratio, up from previous year's, December 2018, at **61.3%**, a **48.19%** 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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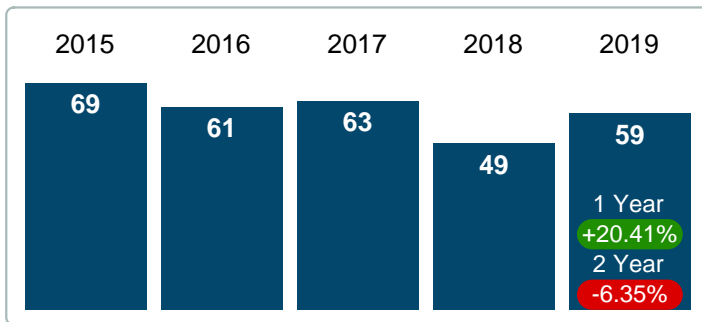
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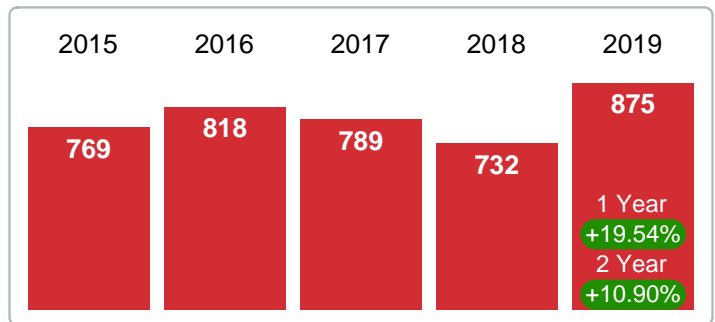
## CLOSED LISTINGS

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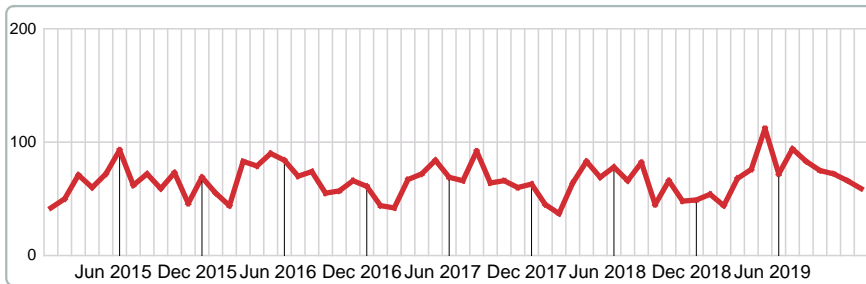
### DECEMBER



### YEAR TO DATE (YTD)

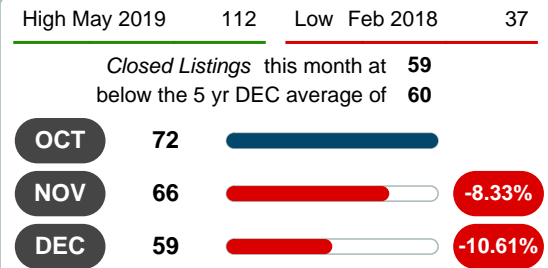


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 60



### 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	4	6.78%	21.8	1	3	0	0
\$20,001 - \$50,000	6	10.17%	35.7	3	2	1	0
\$50,001 - \$70,000	9	15.25%	33.2	4	4	1	0
\$70,001 - \$130,000	17	28.81%	44.7	2	15	0	0
\$130,001 - \$170,000	8	13.56%	15.0	0	3	5	0
\$170,001 - \$240,000	9	15.25%	17.8	1	5	3	0
\$240,001 and up	6	10.17%	59.2	0	1	4	1
<b>Total Closed Units</b>	<b>59</b>			<b>11</b>	<b>33</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,178,532</b>	<b>100%</b>	<b>33.8</b>	<b>702.00K</b>	<b>3.43M</b>	<b>2.57M</b>	<b>478.00K</b>
<b>Average Closed Price</b>	<b>\$121,670</b>			<b>\$63,818</b>	<b>\$103,995</b>	<b>\$183,336</b>	<b>\$478,000</b>

# December 2019



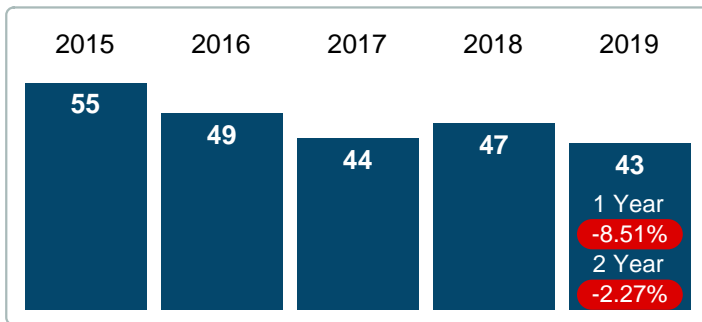
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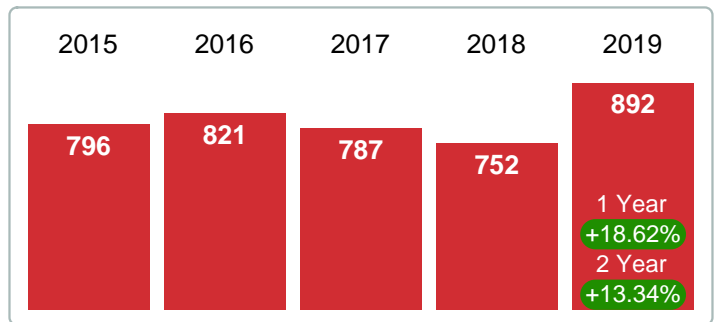
## PENDING LISTINGS

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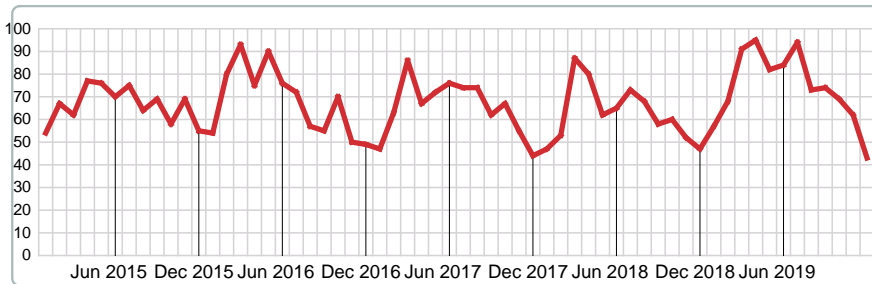
### DECEMBER



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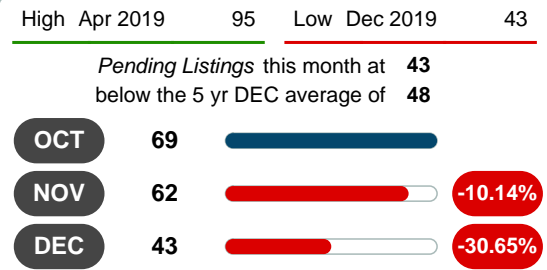


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 48



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.30%	35.0	2	2	0	0
\$50,001 - \$75,000	5	11.63%	54.2	2	3	0	0
\$75,001 - \$100,000	4	9.30%	61.5	0	4	0	0
\$100,001 - \$125,000	8	18.60%	42.6	1	7	0	0
\$125,001 - \$175,000	11	25.58%	23.7	1	8	2	0
\$175,001 - \$275,000	5	11.63%	84.2	0	0	3	2
\$275,001 and up	6	13.95%	26.2	0	2	2	2
<b>Total Pending Units</b>	<b>43</b>			<b>6</b>	<b>26</b>	<b>7</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>6,565,437</b>	<b>100%</b>	<b>41.1</b>	<b>467.20K</b>	<b>3.31M</b>	<b>1.51M</b>	<b>1.27M</b>
<b>Average Listing Price</b>	<b>\$151,799</b>			<b>\$77,867</b>	<b>\$127,432</b>	<b>\$216,029</b>	<b>\$318,200</b>

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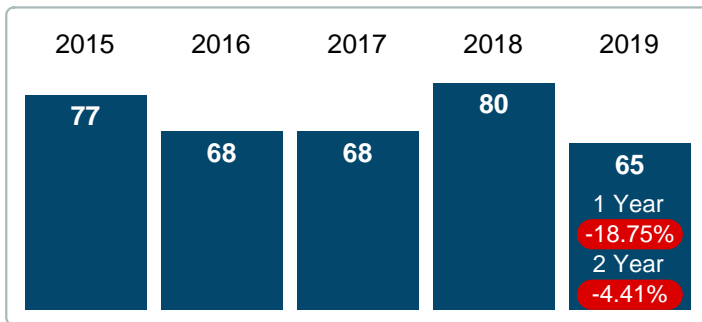
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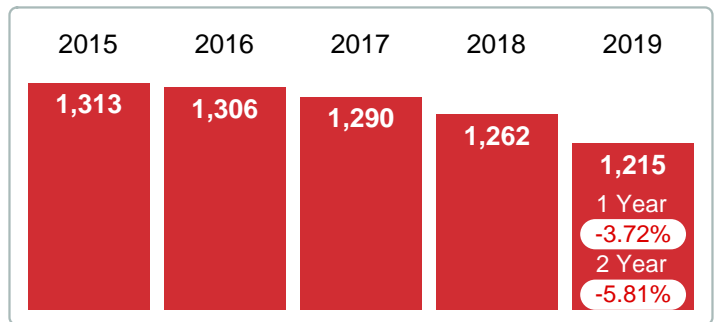
## NEW LISTINGS

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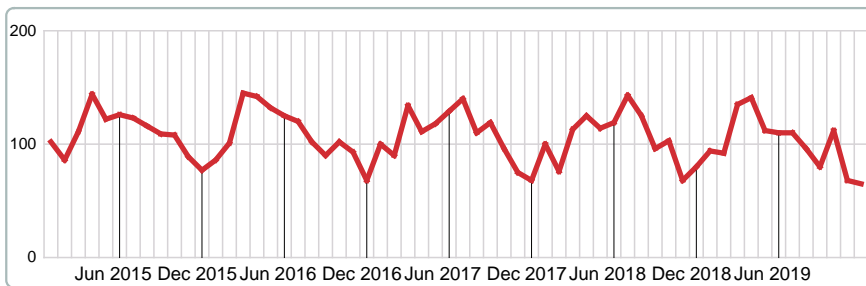
### DECEMBER



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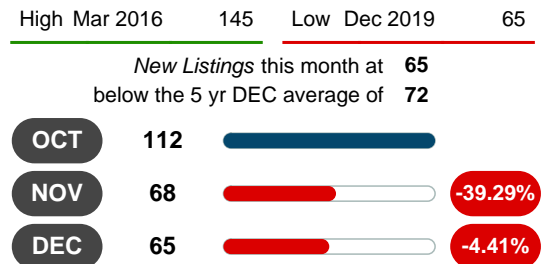


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 72



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.69%	4	1	0	0
\$40,001 - \$60,000	8	12.31%	4	3	1	0
\$60,001 - \$90,000	10	15.38%	4	6	0	0
\$90,001 - \$130,000	14	21.54%	1	11	1	1
\$130,001 - \$180,000	13	20.00%	2	7	4	0
\$180,001 - \$310,000	8	12.31%	1	0	7	0
\$310,001 and up	7	10.77%	0	2	3	2
<b>Total New Listed Units</b>	<b>65</b>		<b>16</b>	<b>30</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>9,303,800</b>	<b>100%</b>	<b>1.16M</b>	<b>3.73M</b>	<b>3.63M</b>	<b>787.80K</b>
<b>Average New Listed Listing Price</b>	<b>\$148,914</b>		<b>\$72,663</b>	<b>\$124,245</b>	<b>\$226,628</b>	<b>\$262,600</b>

# December 2019



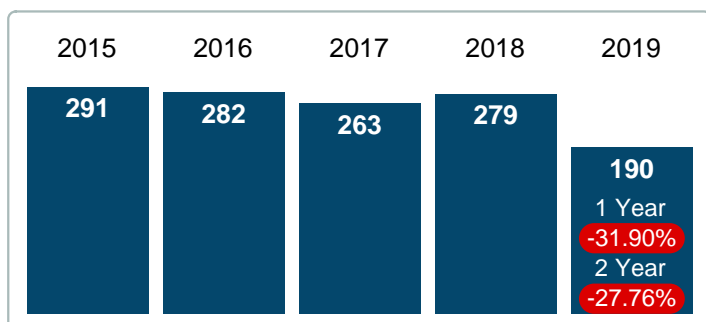
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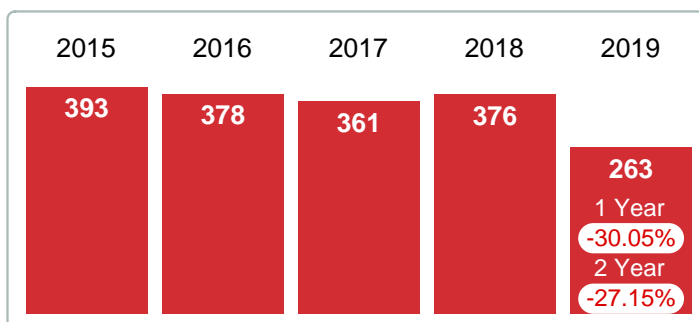
## ACTIVE INVENTORY

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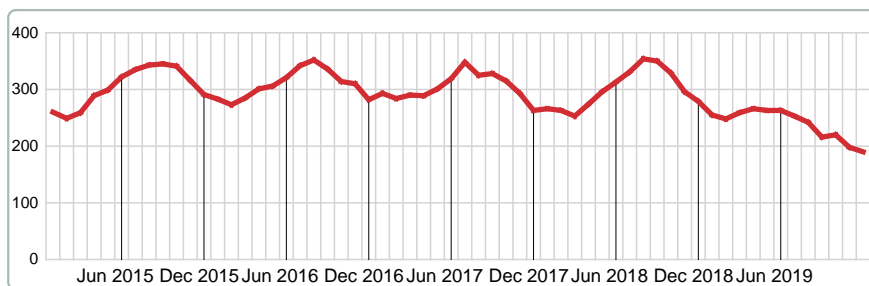
### END OF DECEMBER



### ACTIVE DURING DECEMBER

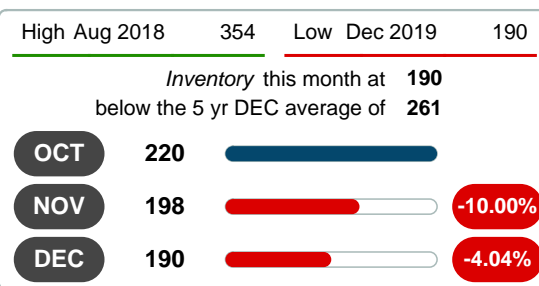


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 261



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	10.00%	68.9	9	8	1	1
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	42	22.11%	63.0	14	24	4	0
\$100,001 - \$175,000	51	26.84%	71.6	2	29	18	2
\$175,001 - \$225,000	21	11.05%	73.3	3	6	12	0
\$225,001 - \$375,000	38	20.00%	77.3	3	7	23	5
\$375,001 and up	19	10.00%	112.7	2	4	8	5
<b>Total Active Inventory by Units</b>	<b>190</b>			<b>33</b>	<b>78</b>	<b>66</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>36,599,045</b>	<b>100%</b>	<b>74.9</b>	<b>4.27M</b>	<b>11.38M</b>	<b>16.27M</b>	<b>4.68M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$192,627</b>			<b>\$129,348</b>	<b>\$145,914</b>	<b>\$246,449</b>	<b>\$360,277</b>

# December 2019



Area Delimited by County Of Washington - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER

2015	2016	2017	2018	2019
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### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>190</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	10.00%	2.33	2.84	1.71	3.00	0.00
\$50,001 - \$50,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$50,001 - \$100,000	42	22.11%	2.50	4.10	2.01	2.82	0.00
\$100,001 - \$175,000	51	26.84%	1.89	1.50	1.60	2.60	3.43
\$175,001 - \$225,000	21	11.05%	2.71	0.00	2.06	2.62	0.00
\$225,001 - \$375,000	38	20.00%	3.26	0.00	3.11	2.79	4.29
\$375,001 and up	19	10.00%	12.67	0.00	12.00	9.60	15.00
Market Supply of Inventory (MSI)			2.61	4.17	1.94	2.96	5.38
Total Active Inventory by Units		100%	2.61	33	78	66	13

# December 2019



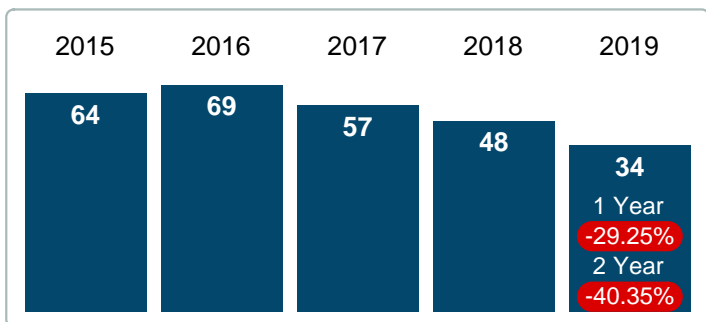
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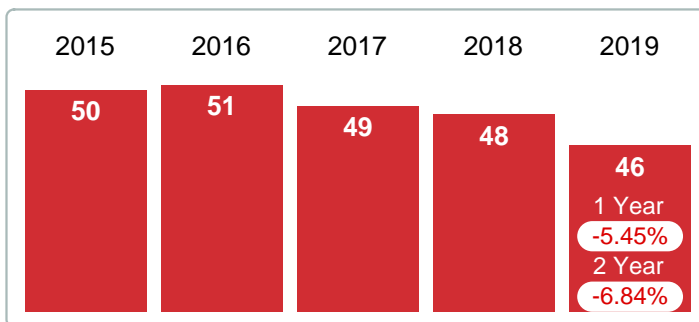
## AVERAGE DAYS ON MARKET TO SALE

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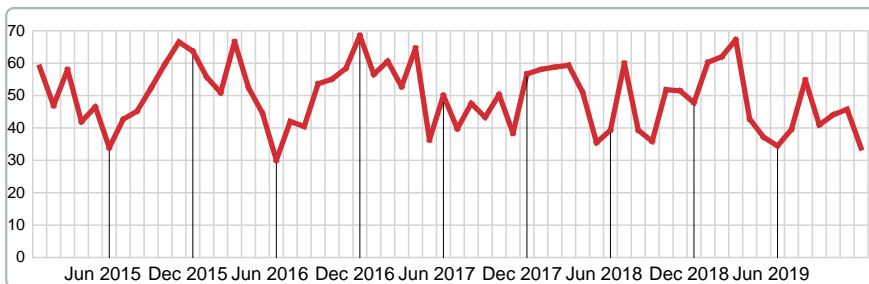
### DECEMBER



### YEAR TO DATE (YTD)

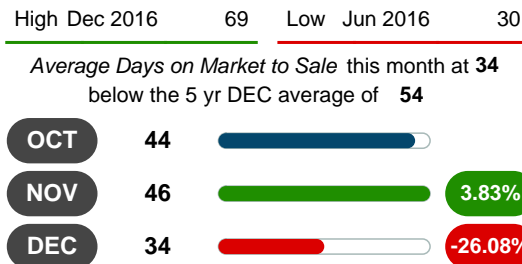


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC 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
\$20,000 and less	6.78%	22	72	5	0	0
\$20,001 - \$50,000	10.17%	36	7	58	79	0
\$50,001 - \$70,000	15.25%	33	39	27	36	0
\$70,001 - \$130,000	28.81%	45	30	47	0	0
\$130,001 - \$170,000	13.56%	15	0	18	13	0
\$170,001 - \$240,000	15.25%	18	4	13	31	0
\$240,001 and up	10.17%	59	0	78	55	57
<b>Average Closed DOM</b>		<b>34</b>	<b>28</b>	<b>34</b>	<b>35</b>	<b>57</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>59</b>	<b>11</b>	<b>33</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,178,532</b>	<b>702.00K</b>	<b>3.43M</b>	<b>2.57M</b>	<b>478.00K</b>



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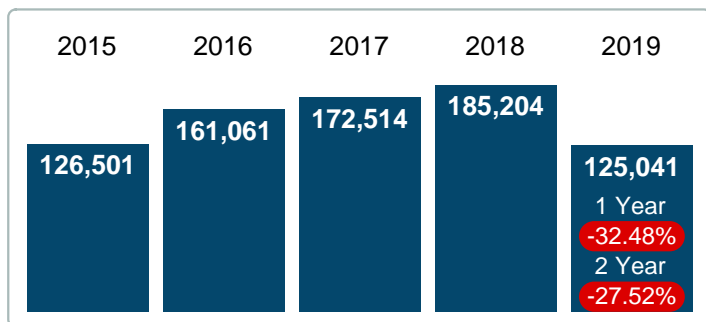
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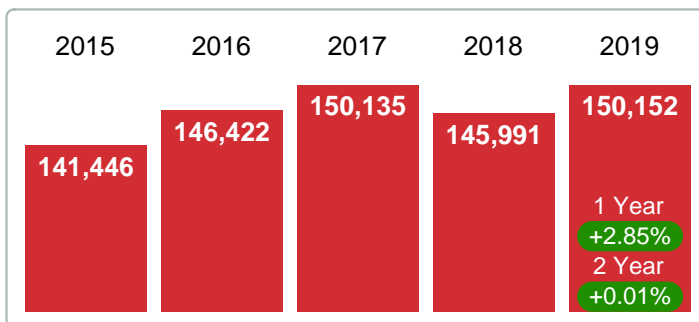
## AVERAGE LIST PRICE AT CLOSING

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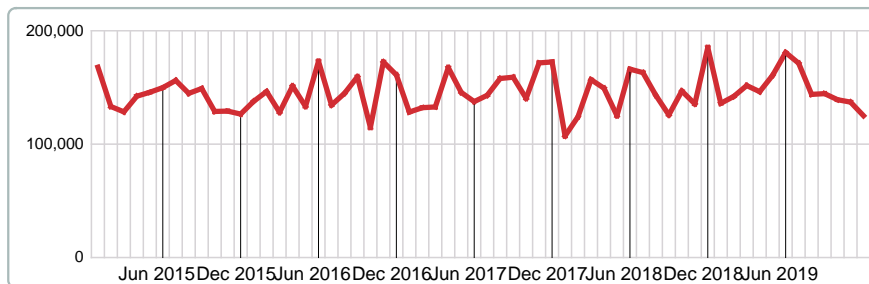
### DECEMBER



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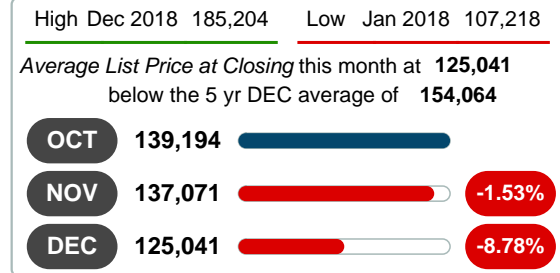


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 154,064



### 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	3	5.08%	18,033	19,900	18,333	0	
\$20,001 - \$50,000	7	11.86%	36,157	32,633	45,750	42,900	
\$50,001 - \$70,000	9	15.25%	60,956	60,325	61,825	65,000	
\$70,001 - \$130,000	18	30.51%	96,708	99,500	93,790	0	
\$130,001 - \$170,000	9	15.25%	161,000	0	142,600	162,460	
\$170,001 - \$240,000	6	10.17%	201,633	169,900	193,260	220,767	
\$240,001 and up	7	11.86%	303,157	0	299,900	261,825	
<b>Average List Price</b>		<b>125,041</b>		<b>66,182</b>	<b>105,898</b>	<b>187,843</b>	<b>525,000</b>
<b>Total Closed Units</b>		<b>59</b>	<b>100%</b>	<b>125,041</b>	<b>11</b>	<b>33</b>	<b>14</b>
<b>Total Closed Volume</b>		<b>7,377,447</b>			<b>728.00K</b>	<b>3.49M</b>	<b>2.63M</b>



# December 2019



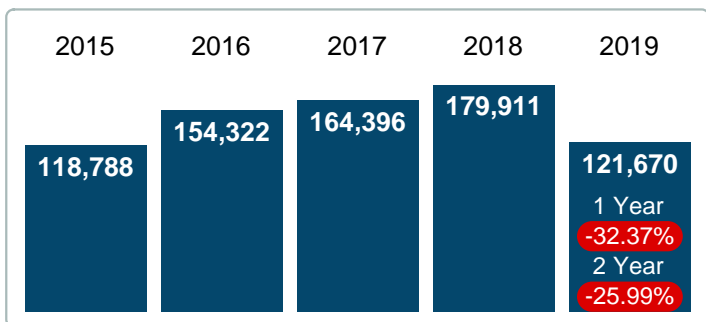
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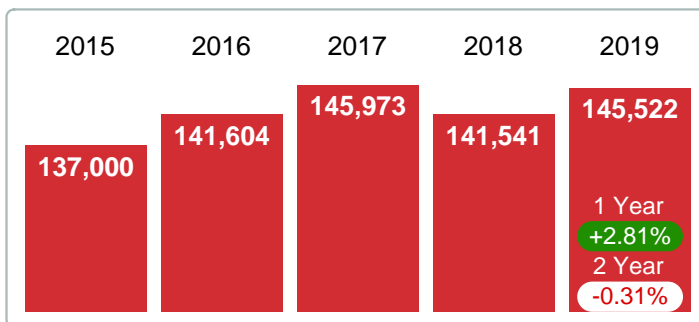
## AVERAGE SOLD PRICE AT CLOSING

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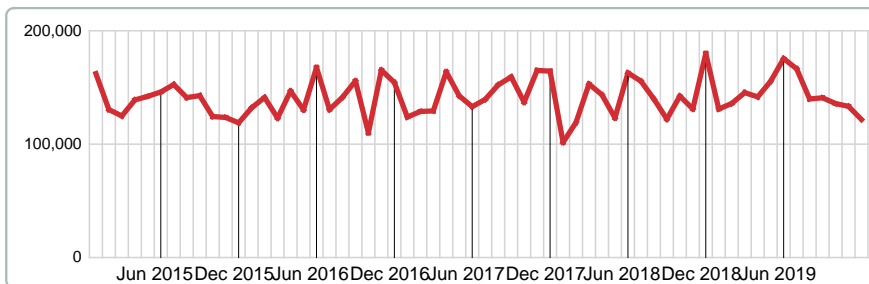
### DECEMBER



### YEAR TO DATE (YTD)

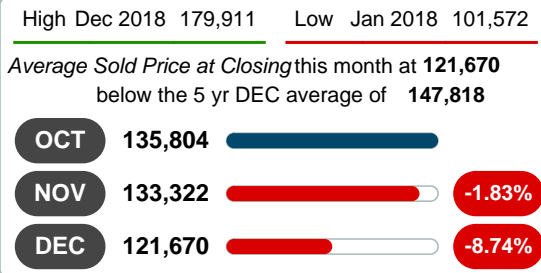


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 147,818



### 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	4	6.78%	14,925	11,000	16,233	0	0
\$20,001 \$50,000	6	10.17%	33,150	29,167	35,700	40,000	0
\$50,001 \$70,000	9	15.25%	59,989	59,125	60,225	62,500	0
\$70,001 \$130,000	17	28.81%	93,033	98,000	92,371	0	0
\$130,001 \$170,000	8	13.56%	153,563	0	142,933	159,940	0
\$170,001 \$240,000	9	15.25%	197,774	171,000	193,293	214,167	0
\$240,001 and up	6	10.17%	298,333	0	290,000	255,500	478,000
Average Sold Price			121,670	63,818	103,995	183,336	478,000
Total Closed Units		100%	121,670	11	33	14	1
Total Closed Volume			7,178,532	702.00K	3.43M	2.57M	478.00K

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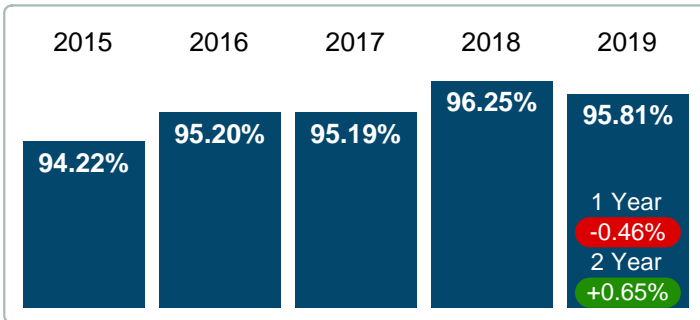
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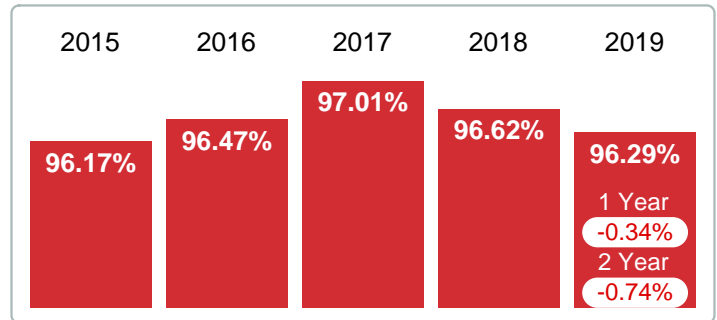
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

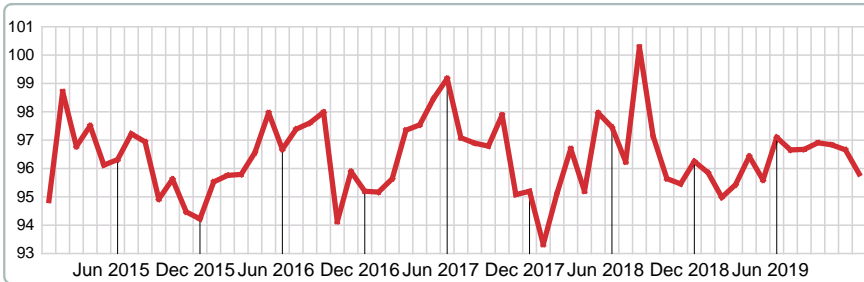
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

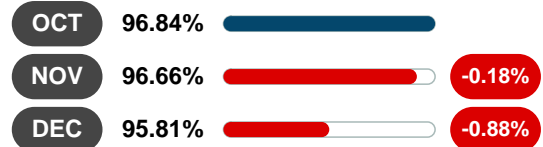


### 3 MONTHS

5 year DEC AVG = 95.33%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.81%** above the 5 yr DEC average of **95.33%**



## 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	4	6.78%	80.60%	55.28%	89.04%	0.00%	0.00%
\$20,001 \$50,000	6	10.17%	85.66%	88.34%	77.84%	93.24%	0.00%
\$50,001 \$70,000	9	15.25%	97.66%	98.33%	97.37%	96.15%	0.00%
\$70,001 \$130,000	17	28.81%	98.44%	98.54%	98.42%	0.00%	0.00%
\$130,001 \$170,000	8	13.56%	99.20%	0.00%	100.31%	98.53%	0.00%
\$170,001 \$240,000	9	15.25%	99.15%	100.65%	100.09%	97.09%	0.00%
\$240,001 and up	6	10.17%	96.34%	0.00%	96.70%	97.58%	91.05%
Average Sold/List Ratio		95.80%		91.94%	96.57%	97.40%	91.05%
Total Closed Units		59	100%	11	33	14	1
Total Closed Volume		7,178,532		702.00K	3.43M	2.57M	478.00K

# December 2019



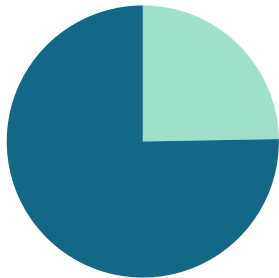
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY



**Inventory**

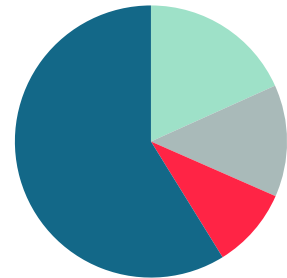
- New Listings **65 = 24.71%**
- Start Inventory **198**
- Total Inventory Units **263**
- Volume **\$48,233,981**

### Market Activity

**Market Activity**

- Closed Sales **59 = 18.27%**
- Pending Sales **43 = 13.31%**
- Other Off Market **31 = 9.60%**
- Active Inventory **190 = 58.82%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	59	20.41%	732	875	19.54%
Pending Sales	47	43	-8.51%	752	892	18.62%
New Listings	80	65	-18.75%	1,262	1,215	-3.72%
Average List Price	185,204	125,041	-32.48%	145,991	150,152	2.85%
Average Sale Price	179,911	121,670	-32.37%	141,541	145,522	2.81%
Average Percent of Selling Price to List Price	96.25%	95.81%	-0.46%	96.62%	96.29%	-0.34%
Average Days on Market to Sale	47.80	33.81	-29.25%	48.31	45.68	-5.45%
Monthly Inventory	279	190	-31.90%	279	190	-31.90%
Months Supply of Inventory	4.57	2.61	-43.03%	4.57	2.61	-43.03%

**Absorption:** Last 12 months, an Average of **73** Sales/Month

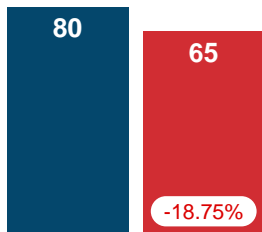
**Inventory** on December 31, 2019 = **190**

**2018** **2019**

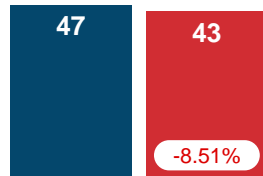
### DECEMBER MARKET

### AVERAGE PRICES

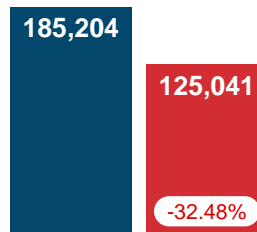
#### New Listings



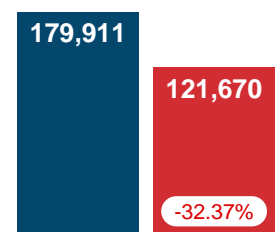
#### Pending Listings



#### List Price



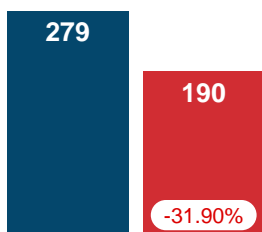
#### Sale Price



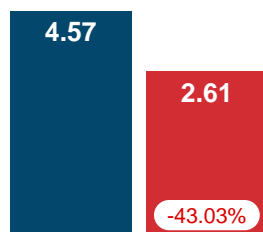
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

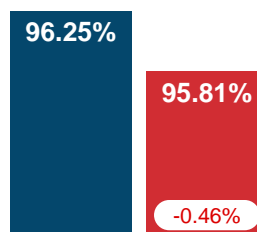
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

