

November 2019



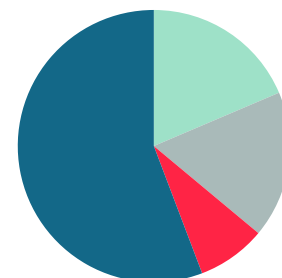
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	48	66	37.50%
Pending Listings	52	62	19.23%
New Listings	68	68	0.00%
Average List Price	135,484	137,071	1.17%
Average Sale Price	131,073	133,322	1.72%
Average Percent of Selling Price to List Price	95.46%	96.66%	1.26%
Average Days on Market to Sale	51.46	45.74	-11.11%
End of Month Inventory	296	198	-33.11%
Months Supply of Inventory	4.76	2.75	-42.31%



■ Closed (18.59%)
■ Pending (17.46%)
■ Other OffMarket (8.17%)
■ Active (55.77%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of November 30, 2019 = **198**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **33.11%** to 198 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.75** 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 **1.72%** in November 2019 to \$133,322 versus the previous year at \$131,073.

Average Days on Market Shortens

The average number of **45.74** days that homes spent on the market before selling decreased by 5.72 days or **11.11%** in November 2019 compared to last year's same month at **51.46** 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 68 New Listings in November 2019, down **0.00%** from last year at 68. Furthermore, there were 66 Closed Listings this month versus last year at 48, a **37.50%** increase.

Closed versus Listed trends yielded a **97.1%** ratio, up from previous year's, November 2018, at **70.6%**, a **37.50%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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



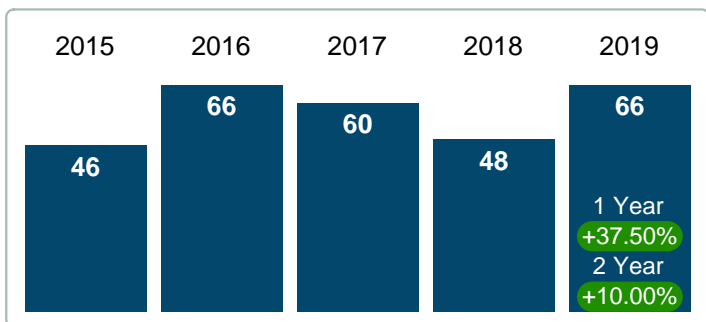
Area Delimited by County Of Washington - Residential Property Type



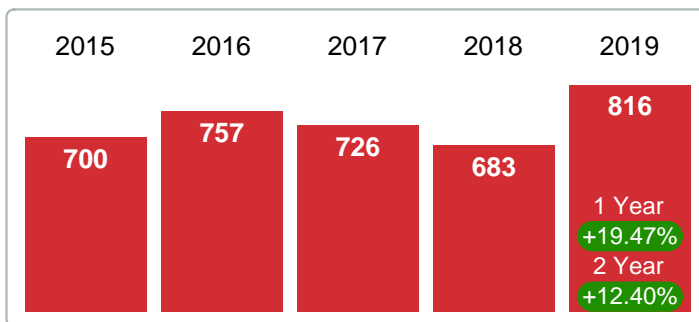
CLOSED LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

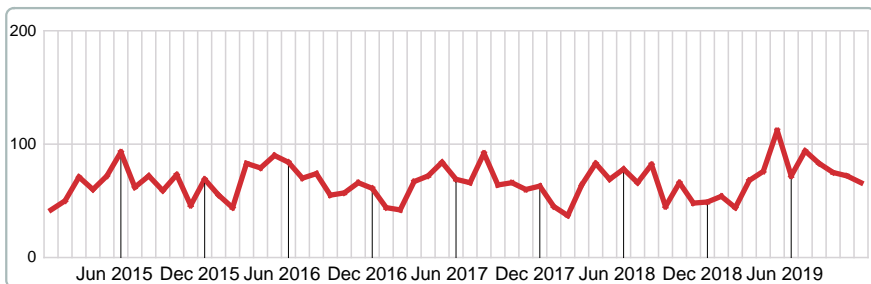
NOVEMBER



YEAR TO DATE (YTD)

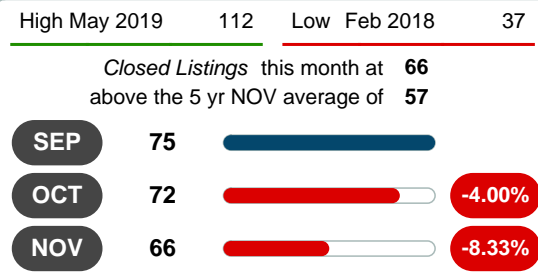


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.06%	63.5	1	2	1	0
\$40,001 - \$70,000	10	15.15%	36.0	3	4	3	0
\$70,001 - \$90,000	6	9.09%	63.5	1	4	0	1
\$90,001 - \$140,000	21	31.82%	51.0	1	20	0	0
\$140,001 - \$160,000	10	15.15%	23.9	0	8	2	0
\$160,001 - \$220,000	8	12.12%	40.9	0	3	3	2
\$220,001 and up	7	10.61%	55.4	0	1	5	1
Total Closed Units	66			6	42	14	4
Total Closed Volume	8,799,260	100%	45.7	343.50K	5.26M	2.55M	644.40K
Average Closed Price	\$133,322			\$57,250	\$125,347	\$181,914	\$161,100



Area Delimited by County Of Washington - Residential Property Type

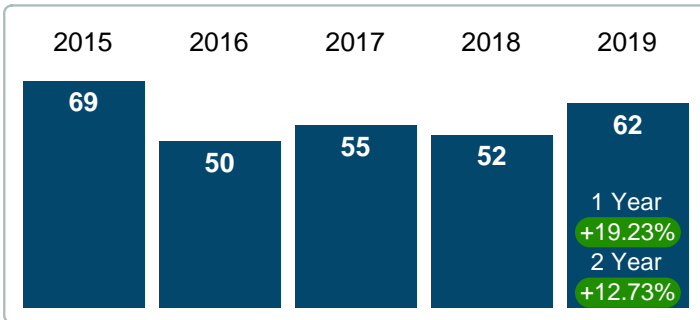


November 2019

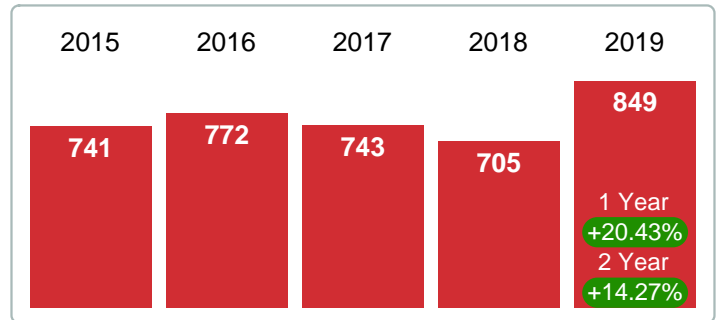
PENDING LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

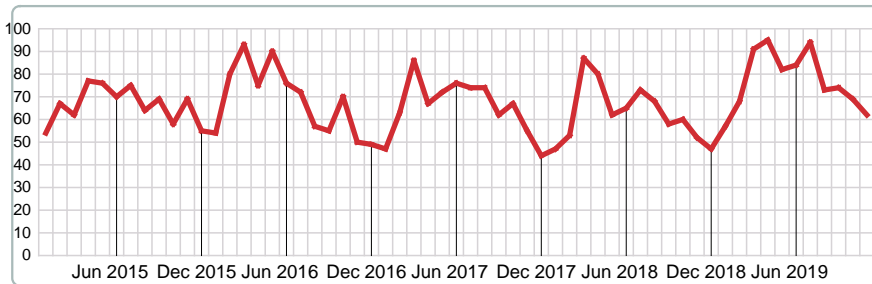
NOVEMBER



YEAR TO DATE (YTD)

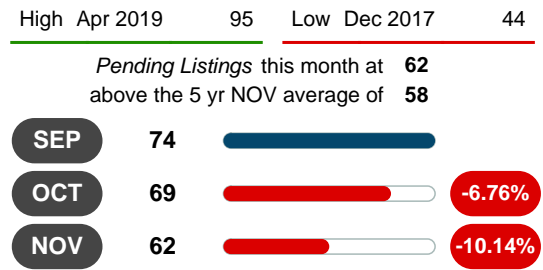


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 58



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	3	4.84%	28.7	1	2	0	0
\$20,001 - \$50,000	8	12.90%	41.4	2	4	2	0
\$50,001 - \$70,000	11	17.74%	43.9	3	5	3	0
\$70,001 - \$130,000	16	25.81%	39.7	2	14	0	0
\$130,001 - \$190,000	9	14.52%	66.8	0	5	4	0
\$190,001 - \$260,000	8	12.90%	59.6	0	4	4	0
\$260,001 and up	7	11.29%	29.6	0	0	7	0
Total Pending Units	62			8	34	20	0
Total Pending Volume	7,965,947	100%	46.2	404.10K	3.37M	4.19M	0.00B
Average Listing Price	\$120,343			\$50,512	\$99,240	\$209,385	\$0

November 2019



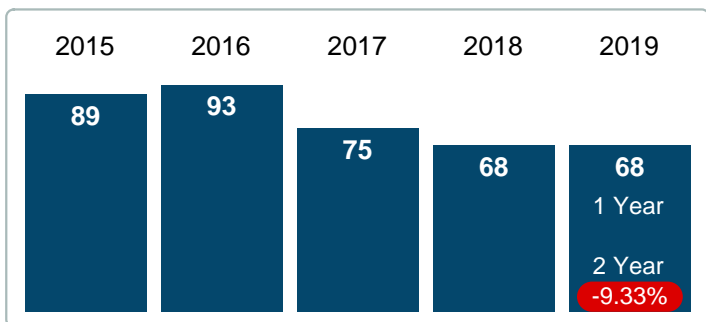
Area Delimited by County Of Washington - Residential Property Type



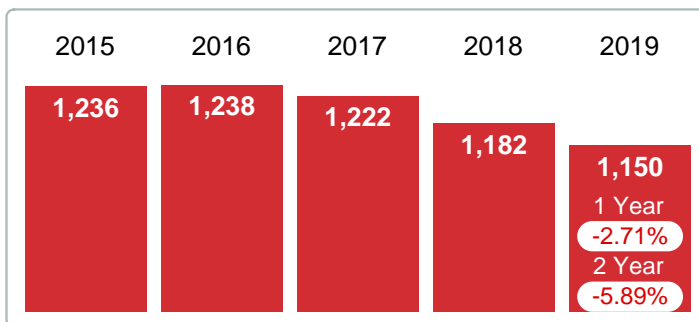
NEW LISTINGS

Report produced on Jul 20, 2023 for MLS Technology Inc.

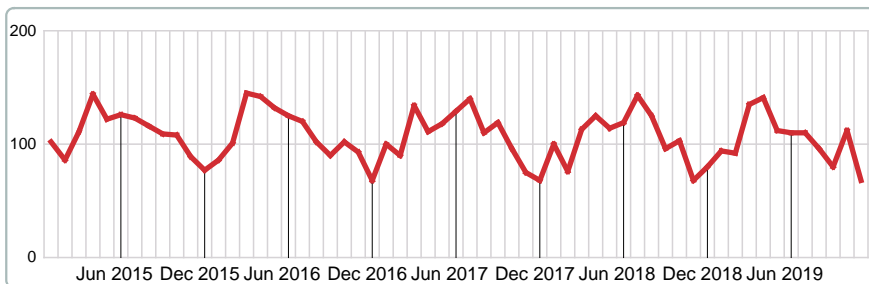
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 79

High Mar 2016 145 Low Nov 2019 68

New Listings this month at **68**
below the 5 yr NOV average of **79**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.82%	3	3	0	0
\$50,001 - \$75,000	8	11.76%	2	5	1	0
\$75,001 - \$100,000	11	16.18%	0	9	2	0
\$100,001 - \$150,000	11	16.18%	1	6	4	0
\$150,001 - \$250,000	16	23.53%	0	9	6	1
\$250,001 - \$350,000	10	14.71%	0	2	7	1
\$350,001 and up	6	8.82%	0	3	2	1
Total New Listed Units	68		6	37	22	3
Total New Listed Volume	12,322,650	100%	349.80K	5.42M	5.16M	1.40M
Average New Listed Listing Price	\$152,043		\$58,300	\$146,455	\$234,341	\$466,167

November 2019



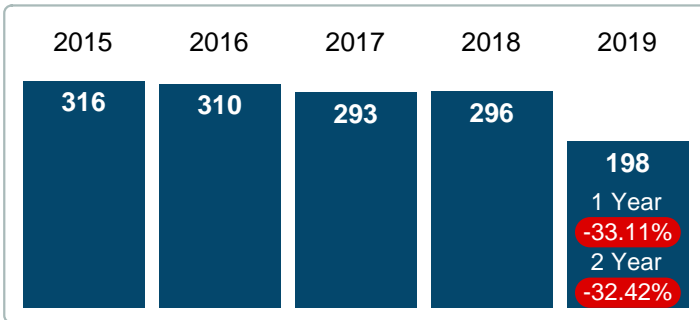
Area Delimited by County Of Washington - Residential Property Type



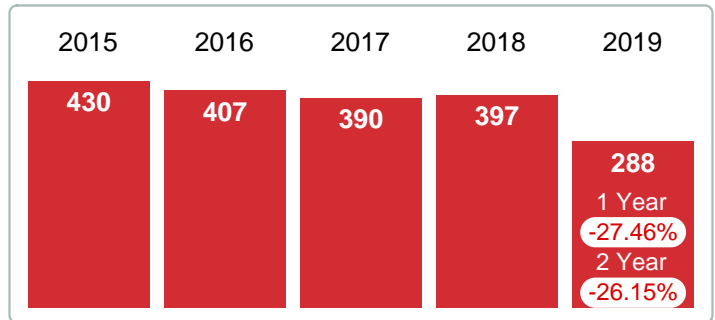
ACTIVE INVENTORY

Report produced on Jul 20, 2023 for MLS Technology Inc.

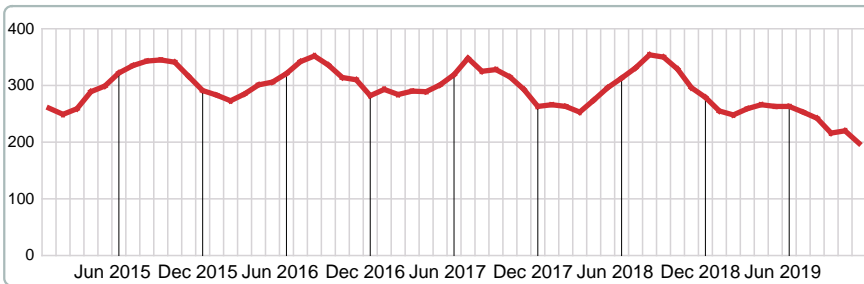
END OF NOVEMBER



ACTIVE DURING NOVEMBER

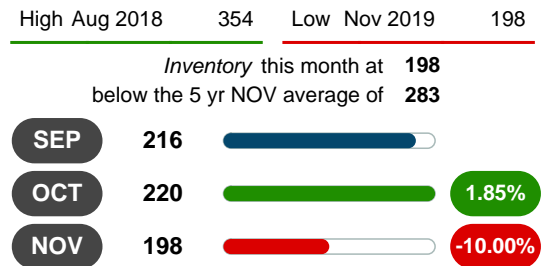


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 283



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	17	8.59%	68.9	7	9	0	1
\$50,001 - \$75,000	25	12.63%	89.8	8	16	1	0
\$75,001 - \$100,000	15	7.58%	55.3	1	11	3	0
\$100,001 - \$175,000	56	28.28%	62.4	4	33	18	1
\$175,001 - \$250,000	40	20.20%	64.9	2	10	24	4
\$250,001 - \$350,000	21	10.61%	77.8	3	5	10	3
\$350,001 and up	24	12.12%	88.3	2	4	11	7
Total Active Inventory by Units	198			27	88	67	16
Total Active Inventory by Volume	38,930,181	100%	71.2	3.93M	12.67M	16.61M	5.73M
Average Active Inventory Listing Price	\$196,617			\$145,393	\$143,968	\$247,857	\$358,063

November 2019



Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 20, 2023 for MLS Technology Inc.

MSI FOR NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
198	0	0	inf	0.000%
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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17		8.59%	2.22	2.27	2.08	0.00	0.00	
\$50,001 - \$75,000	25		12.63%	3.16	4.36	2.91	1.71	0.00	
\$75,001 - \$100,000	15		7.58%	1.88	0.75	1.91	3.60	0.00	
\$100,001 - \$175,000	56		28.28%	2.06	3.00	1.78	2.63	1.71	
\$175,001 - \$250,000	40		20.20%	3.18	0.00	2.40	3.13	5.33	
\$250,001 - \$350,000	21		10.61%	3.19	0.00	6.67	1.94	4.50	
\$350,001 and up	24		12.12%	11.52	0.00	6.86	8.80	28.00	
Market Supply of Inventory (MSI)		2.75			3.56	2.22	2.97	6.86	
Total Active Inventory by Units		198	100%	2.75	27	88	67	16	

November 2019



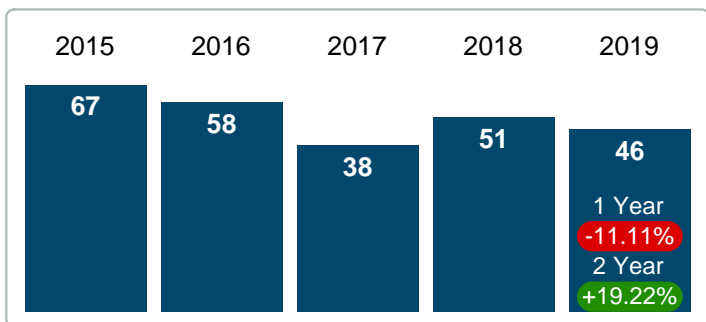
Area Delimited by County Of Washington - Residential Property Type



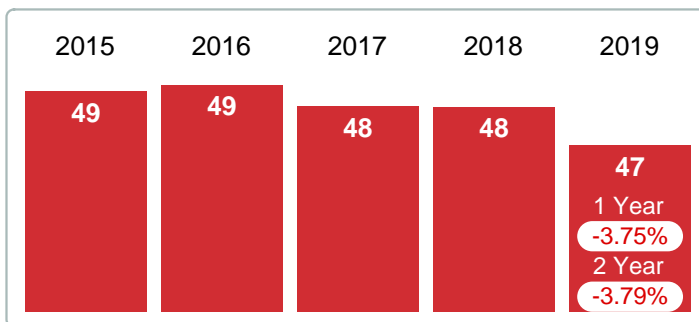
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 20, 2023 for MLS Technology Inc.

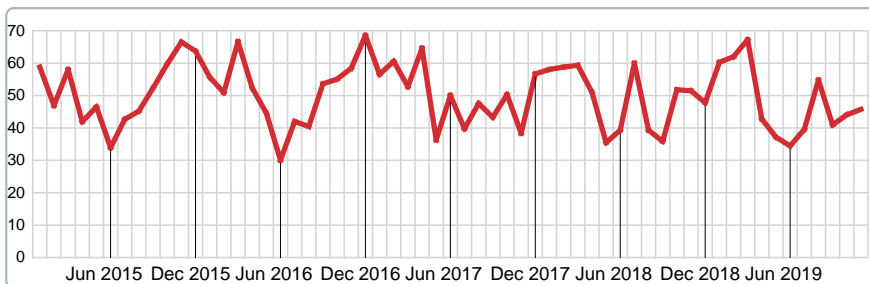
NOVEMBER



YEAR TO DATE (YTD)

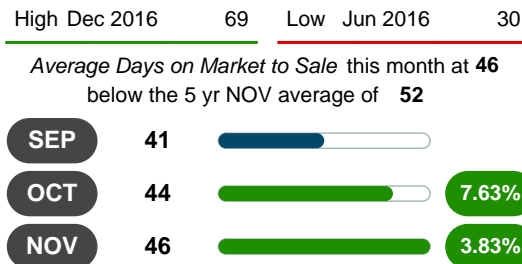


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 52



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
\$40,000 and less	6.06%	64	27	98	32	0
\$40,001 - \$70,000	15.15%	36	64	9	44	0
\$70,001 - \$90,000	9.09%	64	123	41	0	93
\$90,001 - \$140,000	31.82%	51	6	53	0	0
\$140,001 - \$160,000	15.15%	24	0	23	26	0
\$160,001 - \$220,000	12.12%	41	0	31	68	15
\$220,001 and up	10.61%	55	0	56	63	17
Average Closed DOM		46	58	43	52	35
Total Closed Units	100%	46	6	42	14	4
Total Closed Volume		8,799,260	343.50K	5.26M	2.55M	644.40K

November 2019



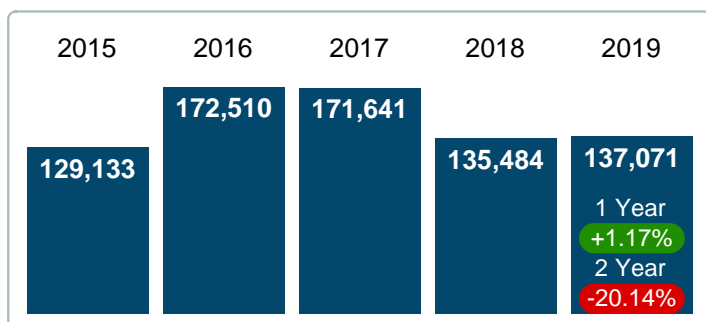
Area Delimited by County Of Washington - Residential Property Type



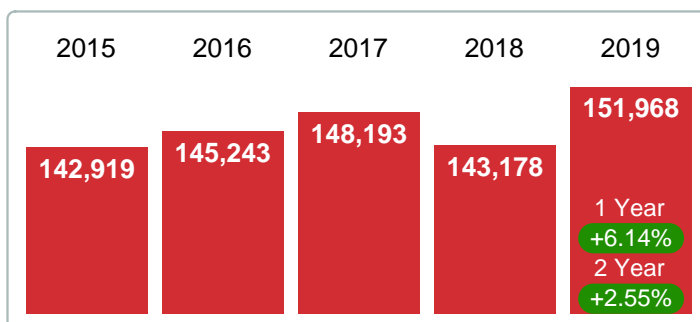
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

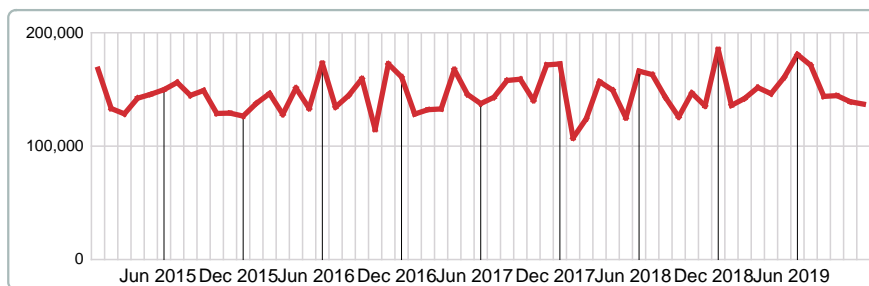
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

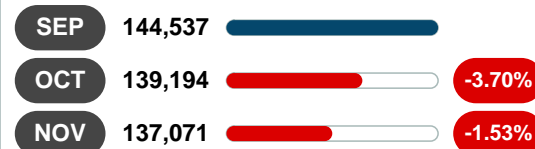


3 MONTHS

5 year NOV AVG = 149,168

High Dec 2018 185,204 Low Jan 2018 107,218

Average List Price at Closing this month at **137,071**
below the 5 yr NOV average of **149,168**



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		
\$40,000 and less	3	4.55%	22,333	15,000	33,000	27,000	0	
\$40,001 - \$70,000	10	15.15%	54,720	50,600	62,850	58,500	0	
\$70,001 - \$90,000	6	9.09%	82,400	95,000	83,225	0	89,000	
\$90,001 - \$140,000	22	33.33%	115,555	109,900	116,865	0	0	
\$140,001 - \$160,000	7	10.61%	150,257	0	158,338	156,950	0	
\$160,001 - \$220,000	11	16.67%	185,091	0	197,133	190,300	172,450	
\$220,001 and up	7	10.61%	329,729	0	550,000	305,720	229,500	
Average List Price		137,071		61,950	128,469	186,850	165,850	
Total Closed Units		66	100%	137,071	6	42	14	4
Total Closed Volume		9,046,700			371.70K	5.40M	2.62M	663.40K

November 2019



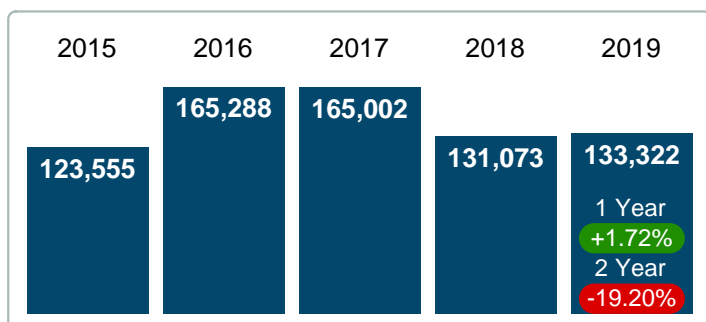
Area Delimited by County Of Washington - Residential Property Type



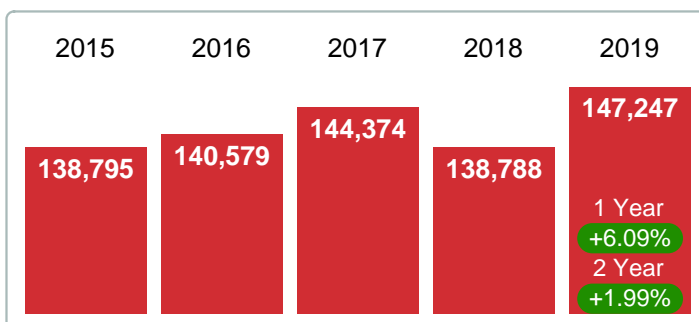
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 20, 2023 for MLS Technology Inc.

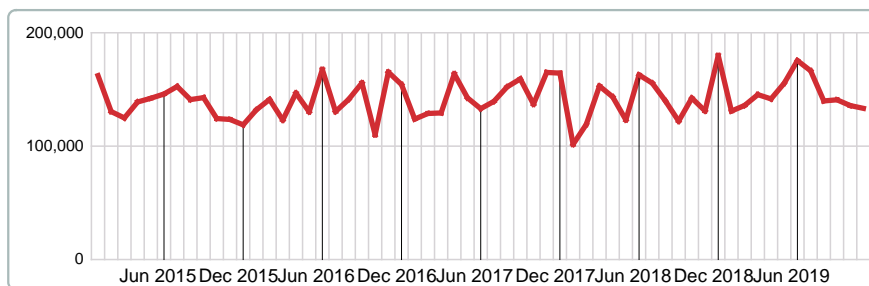
NOVEMBER



YEAR TO DATE (YTD)

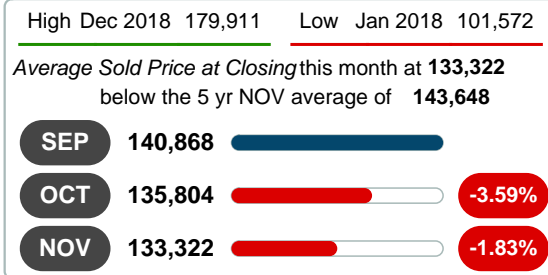


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 143,648



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
\$40,000 and less	4	6.06%	26,050	18,500	32,100	21,500
\$40,001 - \$70,000	10	15.15%	55,390	46,333	61,725	56,000
\$70,001 - \$90,000	6	9.09%	79,083	78,000	78,375	0
\$90,001 - \$140,000	21	31.82%	113,217	108,000	113,478	0
\$140,001 - \$160,000	10	15.15%	148,740	0	148,438	149,950
\$160,001 - \$220,000	8	12.12%	184,850	0	194,300	188,000
\$220,001 and up	7	10.61%	331,843	0	600,000	298,680
Average Sold Price		133,322		57,250	125,347	181,914
Total Closed Units		66		6	42	14
Total Closed Volume		8,799,260		343.50K	5.26M	2.55M

November 2019



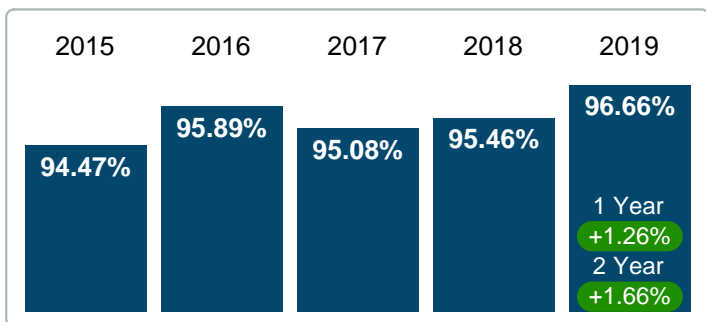
Area Delimited by County Of Washington - Residential Property Type



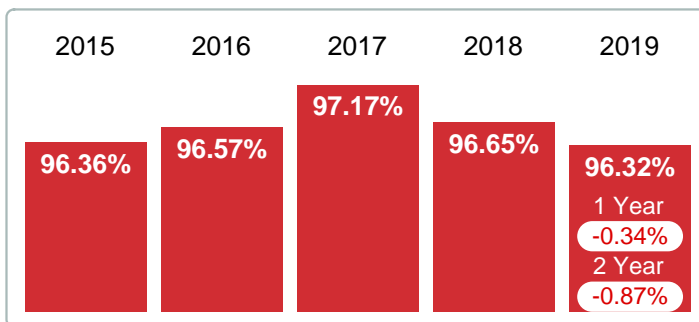
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

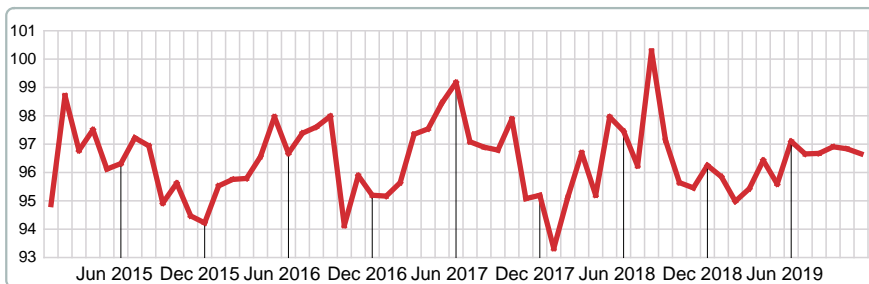
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

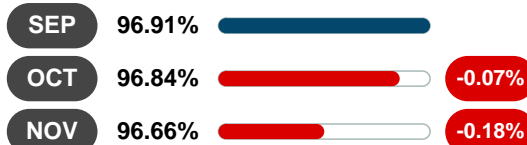


3 MONTHS

5 year NOV AVG = 95.51%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.66%** above the 5 yr NOV average of **95.51%**



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	
\$40,000 and less	4	6.06%	100.50%	123.33%	99.52%	79.63%	0.00%	
\$40,001 - \$70,000	10	15.15%	95.31%	91.53%	97.87%	95.69%	0.00%	
\$70,001 - \$90,000	6	9.09%	92.42%	82.11%	94.79%	0.00%	93.26%	
\$90,001 - \$140,000	21	31.82%	97.11%	98.27%	97.05%	0.00%	0.00%	
\$140,001 - \$160,000	10	15.15%	94.82%	0.00%	94.62%	95.62%	0.00%	
\$160,001 - \$220,000	8	12.12%	98.14%	0.00%	98.54%	98.90%	96.39%	
\$220,001 and up	7	10.61%	99.62%	0.00%	109.09%	97.65%	100.00%	
Average Sold/List Ratio		96.70%		96.38%	96.96%	95.92%	96.51%	
Total Closed Units		66	100%	96.70%	6	42	14	4
Total Closed Volume		8,799,260			343.50K	5.26M	2.55M	644.40K

November 2019



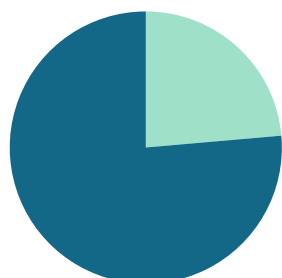
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

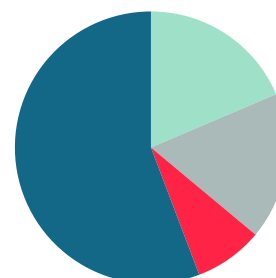


Inventory
 New Listings
68 = 23.61%
 Start Inventory
220
 Total Inventory Units
288
 Volume
\$52,365,328

Market Activity

Closed Sales
66 = 18.59%
 Pending Sales
62 = 17.46%
 Other Off Market
29 = 8.17%
 Active Inventory
198 = 55.77%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	48	66	37.50%	683	816	19.47%
Pending Sales	52	62	19.23%	705	849	20.43%
New Listings	68	68	0.00%	1,182	1,150	-2.71%
Average List Price	135,484	137,071	1.17%	143,178	151,968	6.14%
Average Sale Price	131,073	133,322	1.72%	138,788	147,247	6.09%
Average Percent of Selling Price to List Price	95.46%	96.66%	1.26%	96.65%	96.32%	-0.34%
Average Days on Market to Sale	51.46	45.74	-11.11%	48.35	46.53	-3.75%
Monthly Inventory	296	198	-33.11%	296	198	-33.11%
Months Supply of Inventory	4.76	2.75	-42.31%	4.76	2.75	-42.31%

Absorption: Last 12 months, an Average of **72** Sales/Month

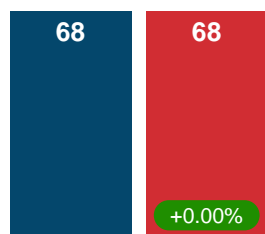
Inventory on November 30, 2019 = **198**

2018 **2019**

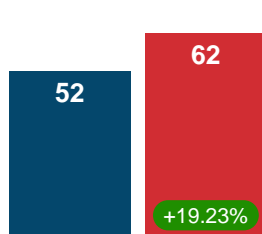
NOVEMBER MARKET

AVERAGE PRICES

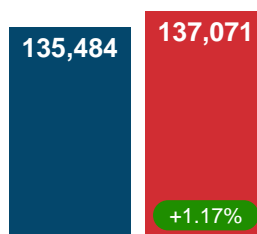
New Listings



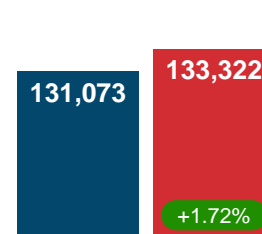
Pending Listings



List Price



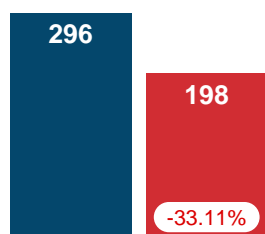
Sale Price



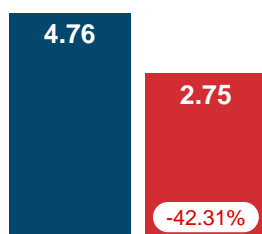
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

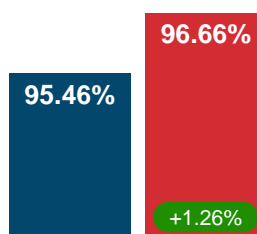
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

