



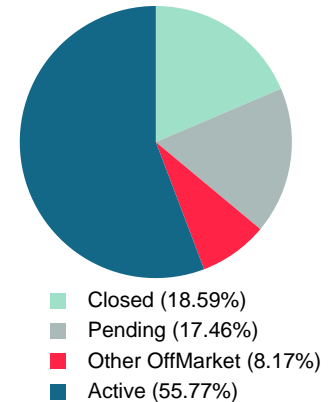
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	102,450	119,250	16.40%
Median Sale Price	99,450	116,250	16.89%
Median Percent of Selling Price to List Price	98.01%	97.73%	-0.28%
Median Days on Market to Sale	35.00	29.50	-15.71%
End of Month Inventory	296	198	-33.11%
Months Supply of Inventory	4.76	2.75	-42.31%



**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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **16.89%** in November 2019 to \$116,250 versus the previous year at \$99,450.

#### Median Days on Market Shortens

The median number of **29.50** days that homes spent on the market before selling decreased by 5.50 days or **15.71%** in November 2019 compared to last year's same month at **35.00** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Median 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



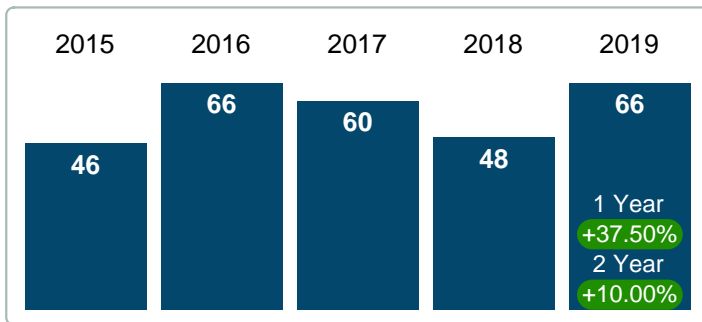
Area Delimited by County Of Washington - Residential Property Type



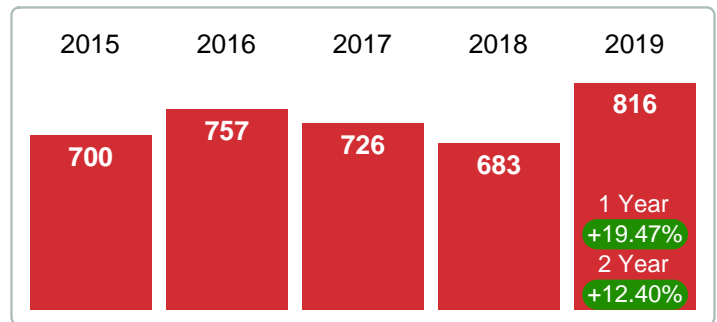
## CLOSED LISTINGS

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

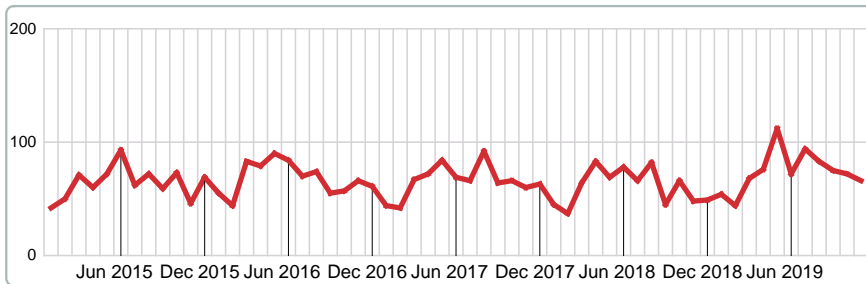
### NOVEMBER



### YEAR TO DATE (YTD)

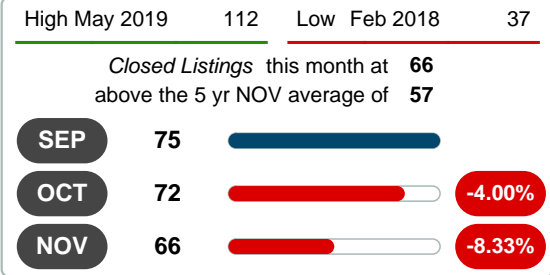


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	6.06%	29.5	1	2	1	0
\$40,001 - \$70,000	10	15.15%	13.0	3	4	3	0
\$70,001 - \$90,000	6	9.09%	49.5	1	4	0	1
\$90,001 - \$140,000	21	31.82%	33.0	1	20	0	0
\$140,001 - \$160,000	10	15.15%	21.0	0	8	2	0
\$160,001 - \$220,000	8	12.12%	29.5	0	3	3	2
\$220,001 and up	7	10.61%	17.0	0	1	5	1
<b>Total Closed Units</b>	<b>66</b>			<b>6</b>	<b>42</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>8,799,260</b>	<b>100%</b>	<b>29.5</b>	<b>343.50K</b>	<b>5.26M</b>	<b>2.55M</b>	<b>644.40K</b>
<b>Median Closed Price</b>	<b>\$116,250</b>			<b>\$48,000</b>	<b>\$112,750</b>	<b>\$184,500</b>	<b>\$165,950</b>

# November 2019



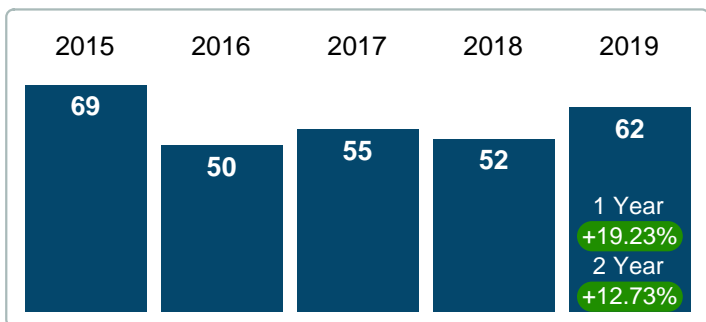
Area Delimited by County Of Washington - Residential Property Type



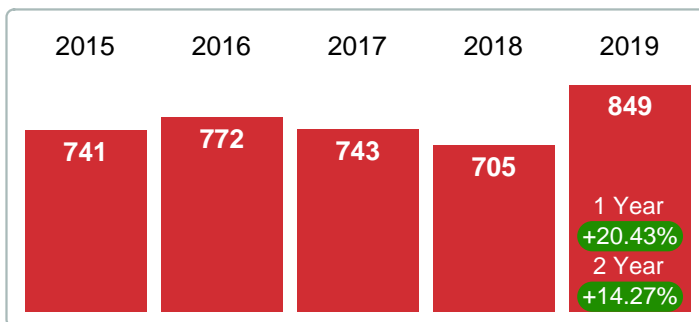
## PENDING LISTINGS

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

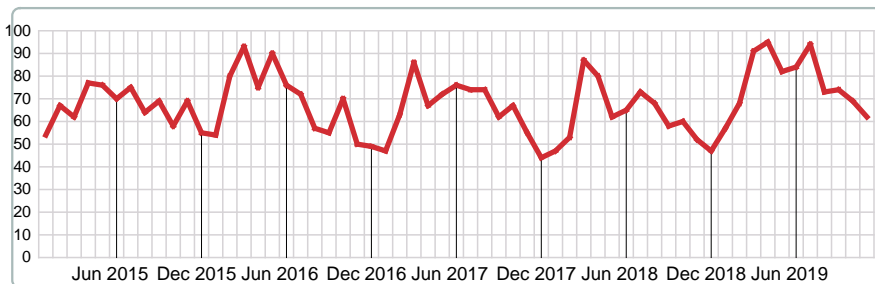
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 58

High Apr 2019 95 Low Dec 2017 44

Pending Listings this month at **62**  
above the 5 yr NOV average of **58**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	4.84%	12.0	1	2	0	0
\$20,001 \$50,000	8	12.90%	19.5	2	4	2	0
\$50,001 \$70,000	11	17.74%	28.0	3	5	3	0
\$70,001 \$130,000	16	25.81%	33.0	2	14	0	0
\$130,001 \$190,000	9	14.52%	63.0	0	5	4	0
\$190,001 \$260,000	8	12.90%	35.5	0	4	4	0
\$260,001 and up	7	11.29%	19.0	0	0	7	0
<b>Total Pending Units</b>	<b>62</b>			<b>8</b>	<b>34</b>	<b>20</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,965,947</b>	<b>100%</b>	<b>29.0</b>	<b>404.10K</b>	<b>3.37M</b>	<b>4.19M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$85,700</b>			<b>\$54,000</b>	<b>\$83,700</b>	<b>\$198,750</b>	<b>\$0</b>

# November 2019



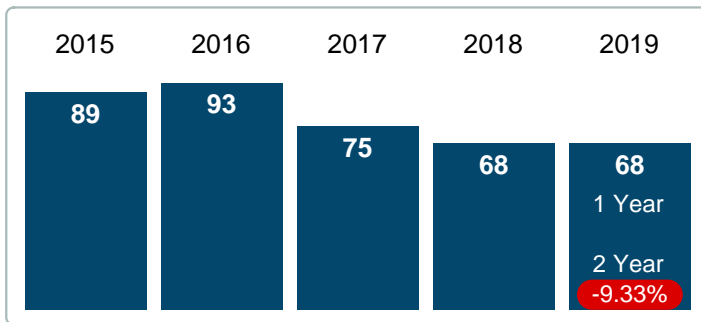
Area Delimited by County Of Washington - Residential Property Type



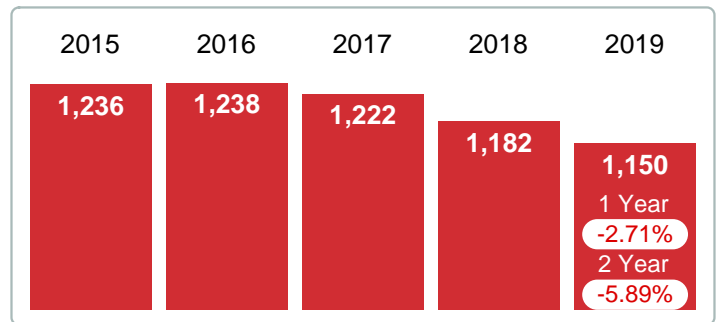
## NEW LISTINGS

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

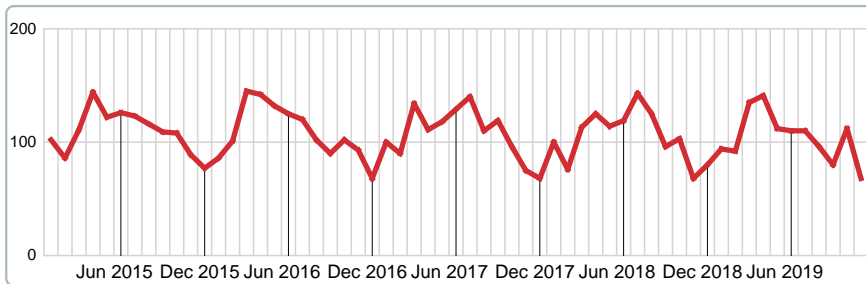
### NOVEMBER



### YEAR TO DATE (YTD)

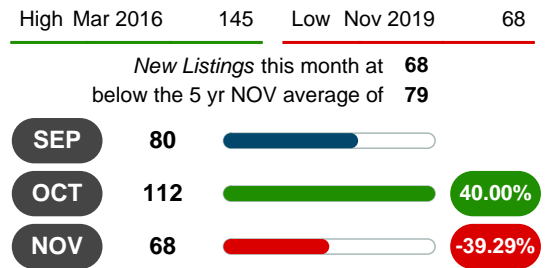


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 79



### 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 - \$70,000	7	10.29%	2	4	1	0
\$70,001 - \$100,000	12	17.65%	0	10	2	0
\$100,001 - \$170,000	18	26.47%	1	11	6	0
\$170,001 - \$260,000	9	13.24%	0	4	4	1
\$260,001 - \$350,000	10	14.71%	0	2	7	1
\$350,001 and up	6	8.82%	0	3	2	1
<b>Total New Listed Units</b>	<b>68</b>		<b>6</b>	<b>37</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>12,322,650</b>	<b>100%</b>	<b>349.80K</b>	<b>5.42M</b>	<b>5.16M</b>	<b>1.40M</b>
<b>Median New Listed Listing Price</b>	<b>\$136,950</b>		<b>\$51,000</b>	<b>\$105,000</b>	<b>\$214,500</b>	<b>\$350,000</b>

# November 2019



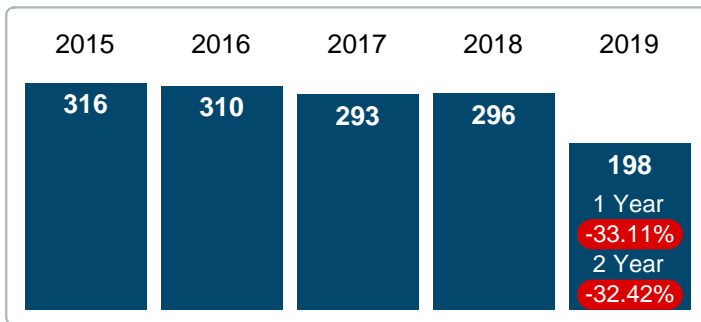
Area Delimited by County Of Washington - Residential Property Type



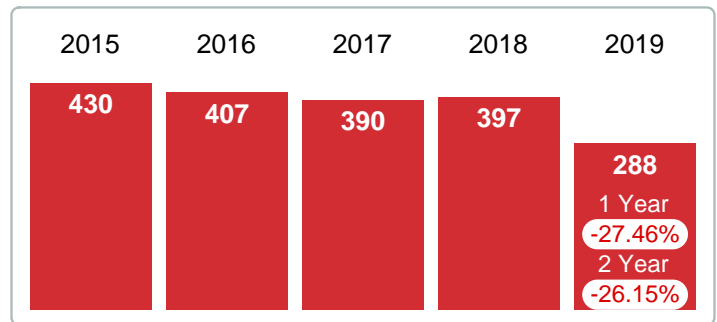
## ACTIVE INVENTORY

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

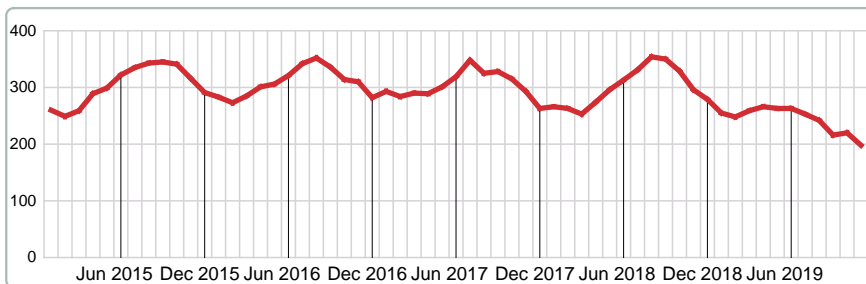
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

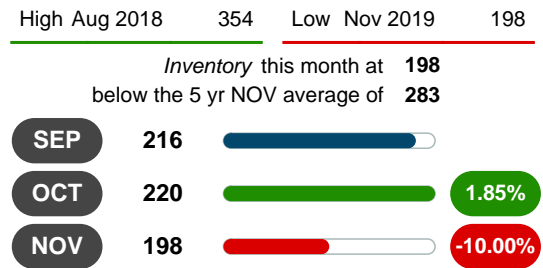


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 283



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	8.59%	76.0	7	9	0	1
\$50,001 - \$75,000	25	12.63%	87.0	8	16	1	0
\$75,001 - \$100,000	15	7.58%	25.0	1	11	3	0
\$100,001 - \$175,000	56	28.28%	45.0	4	33	18	1
\$175,001 - \$250,000	40	20.20%	56.0	2	10	24	4
\$250,001 - \$350,000	21	10.61%	47.0	3	5	10	3
\$350,001 and up	24	12.12%	57.0	2	4	11	7
Total Active Inventory by Units			198	27	88	67	16
Total Active Inventory by Volume			38,930,181	3.93M	12.67M	16.61M	5.73M
Median Active Inventory Listing Price			\$158,000	\$69,900	\$116,000	\$219,000	\$350,000

# 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 %
<b>198</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 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



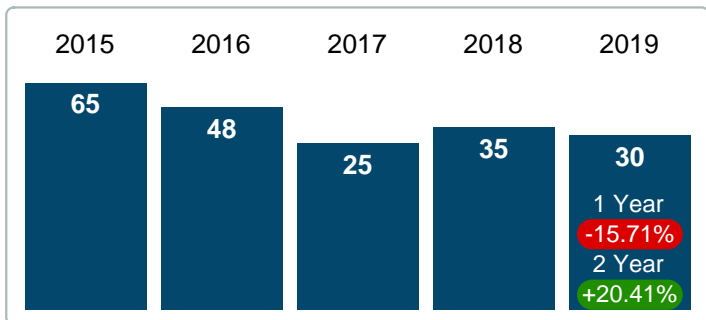
Area Delimited by County Of Washington - Residential Property Type



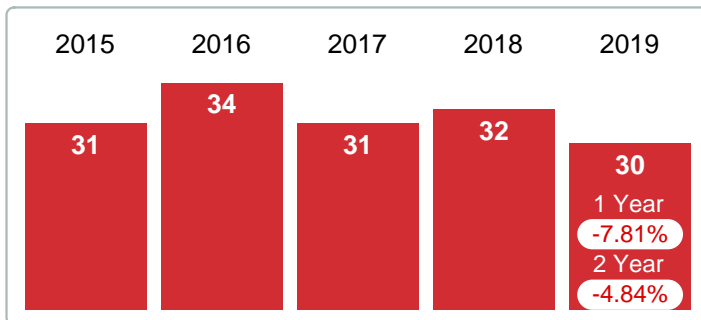
## MEDIAN DAYS ON MARKET TO SALE

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

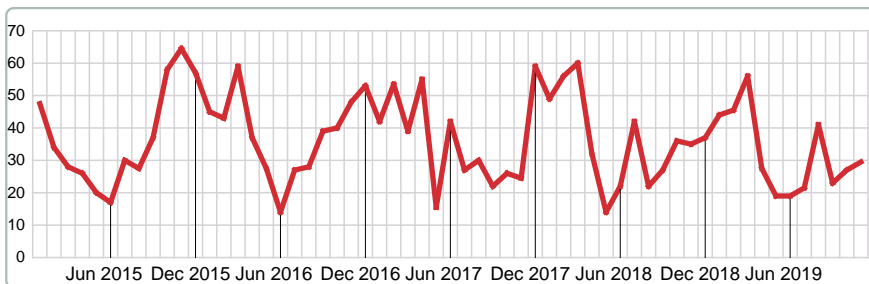
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

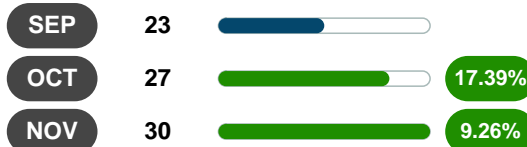


### 3 MONTHS

5 year NOV AVG = 40

High Nov 2015: 65 | Low May 2018: 14

Median Days on Market to Sale this month at 30 below the 5 yr NOV average of 40



### 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	
\$40,000 and less	6.06%	30	27	98	32	0	
\$40,001 - \$70,000	15.15%	13	60	9	3	0	
\$70,001 - \$90,000	9.09%	50	123	33	0	93	
\$90,001 - \$140,000	31.82%	33	6	34	0	0	
\$140,001 - \$160,000	15.15%	21	0	21	26	0	
\$160,001 - \$220,000	12.12%	30	0	14	79	15	
\$220,001 and up	10.61%	17	0	56	5	17	
Median Closed DOM		30		57	25	33	21
Total Closed Units	100%	66		6	42	14	4
Total Closed Volume		8,799,260		343.50K	5.26M	2.55M	644.40K



# November 2019



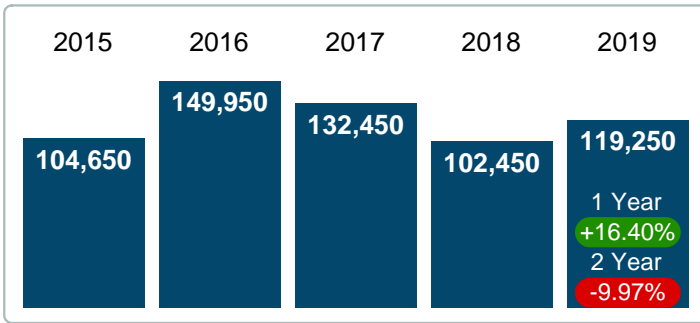
Area Delimited by County Of Washington - Residential Property Type



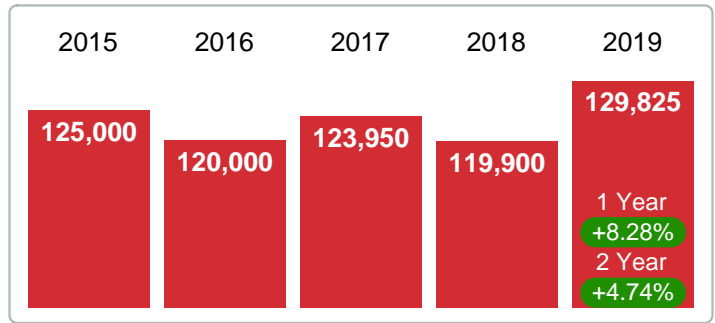
## MEDIAN LIST PRICE AT CLOSING

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

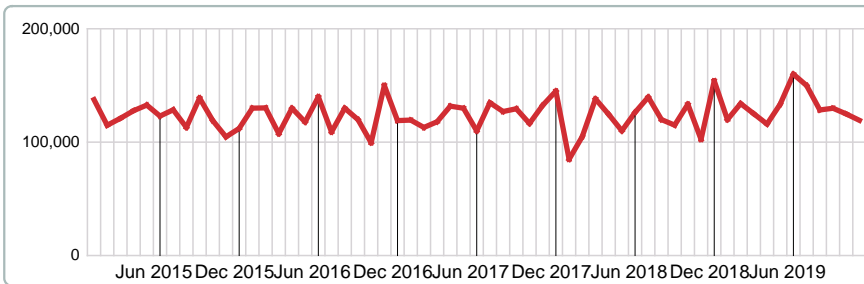
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

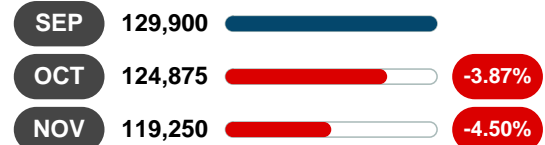


### 3 MONTHS

5 year NOV AVG = 121,750

High Jun 2019 159,950 Low Jan 2018 84,900

Median List Price at Closing this month at 119,250 below the 5 yr NOV average of 121,750



### 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
\$40,000 and less	4.55%	25,000	15,000	25,000	27,000	0
\$40,001 - \$70,000	15.15%	56,000	49,900	54,950	59,000	0
\$70,001 - \$90,000	9.09%	85,500	0	85,000	0	89,000
\$90,001 - \$140,000	33.33%	113,700	102,450	114,950	0	0
\$140,001 - \$160,000	10.61%	149,900	0	149,450	149,900	0
\$160,001 - \$220,000	16.67%	189,900	0	193,500	185,500	172,450
\$220,001 and up	10.61%	289,900	0	550,000	289,900	229,500
<b>Median List Price</b>		<b>119,250</b>	<b>52,450</b>	<b>117,000</b>	<b>185,500</b>	<b>172,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>119,250</b>	<b>6</b>	<b>42</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>9,046,700</b>	<b>371.70K</b>	<b>5.40M</b>	<b>2.62M</b>	<b>663.40K</b>



# November 2019



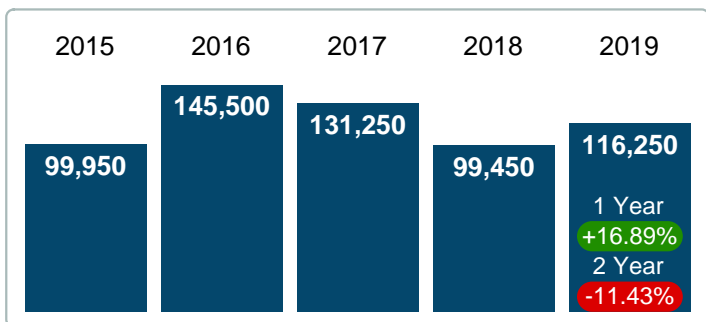
Area Delimited by County Of Washington - Residential Property Type



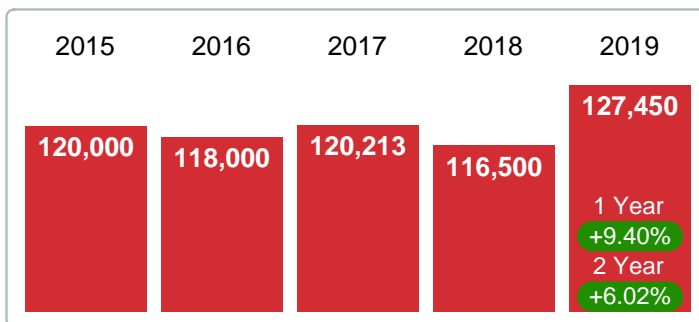
## MEDIAN SOLD PRICE AT CLOSING

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

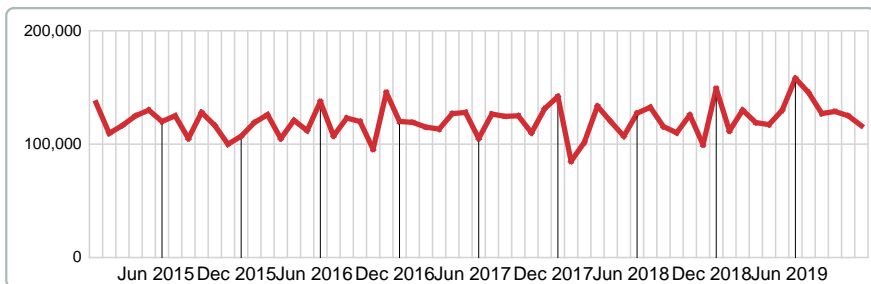
### NOVEMBER



### YEAR TO DATE (YTD)

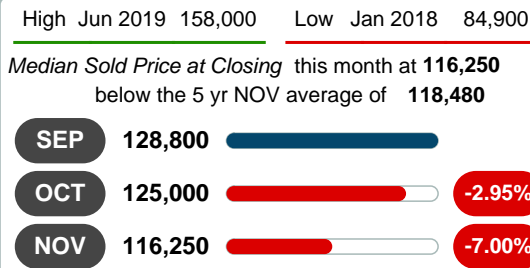


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 118,480



### 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
\$40,000 and less	6.06%	24,350	18,500	32,100	21,500	0
\$40,001 - \$70,000	15.15%	54,500	45,000	67,500	56,500	0
\$70,001 - \$90,000	9.09%	79,000	78,000	79,000	0	83,000
\$90,001 - \$140,000	31.82%	110,000	108,000	110,000	0	0
\$140,001 - \$160,000	15.15%	146,700	0	146,250	149,950	0
\$160,001 - \$220,000	12.12%	187,450	0	189,900	195,000	165,950
\$220,001 and up	10.61%	276,500	0	600,000	276,500	229,500
<b>Median Sold Price</b>		<b>116,250</b>	<b>48,000</b>	<b>112,750</b>	<b>184,500</b>	<b>165,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>116,250</b>	<b>6</b>	<b>42</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>8,799,260</b>	<b>343.50K</b>	<b>5.26M</b>	<b>2.55M</b>	<b>644.40K</b>

# November 2019



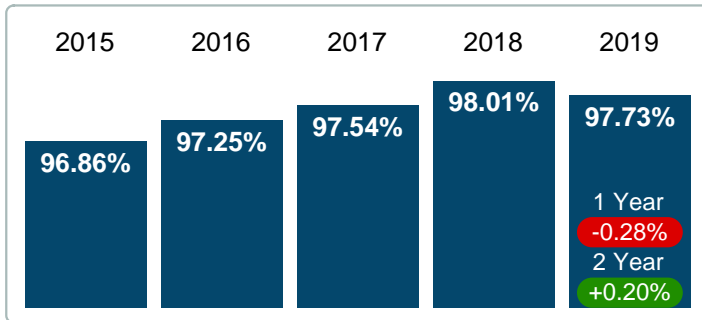
Area Delimited by County Of Washington - Residential Property Type



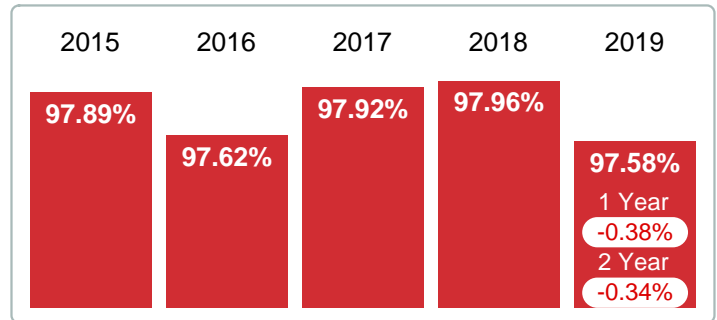
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

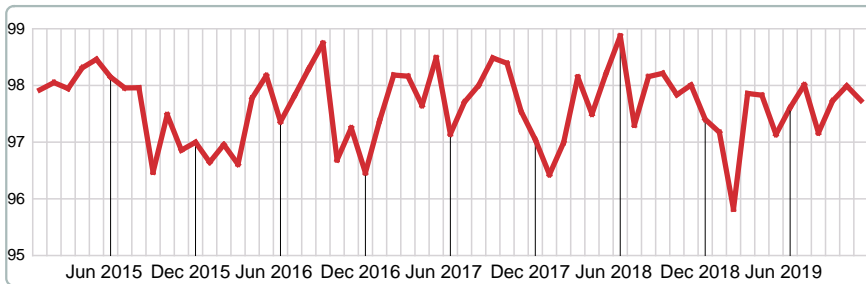
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

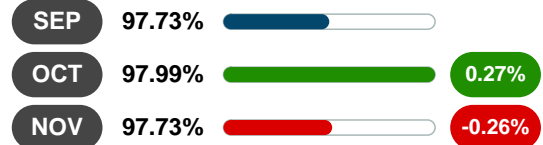


### 3 MONTHS

5 year NOV AVG = 97.48%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.73%**  
above the 5 yr NOV average of **97.48%**



### 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	
\$40,000 and less	4	6.06%	99.52%	123.33%	99.52%	79.63%	0.00%	
\$40,001 - \$70,000	10	15.15%	94.25%	91.68%	98.21%	94.96%	0.00%	
\$70,001 - \$90,000	6	9.09%	91.12%	82.11%	91.88%	0.00%	93.26%	
\$90,001 - \$140,000	21	31.82%	99.27%	98.27%	99.63%	0.00%	0.00%	
\$140,001 - \$160,000	10	15.15%	97.32%	0.00%	97.82%	95.62%	0.00%	
\$160,001 - \$220,000	8	12.12%	98.99%	0.00%	100.00%	97.99%	96.39%	
\$220,001 and up	7	10.61%	99.44%	0.00%	109.09%	97.56%	100.00%	
Median Sold/List Ratio		97.73%		92.21%	98.48%	97.44%	96.63%	
Total Closed Units		66	100%	97.73%	6	42	14	4
Total Closed Volume		8,799,260			343.50K	5.26M	2.55M	644.40K

# November 2019



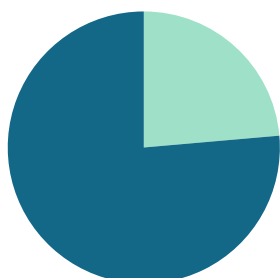
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



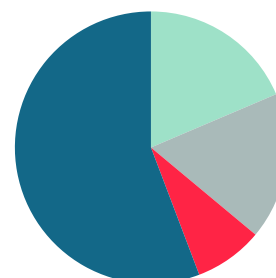
**Inventory**

- 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%
Median List Price	102,450	119,250	16.40%	119,900	129,825	8.28%
Median Sale Price	99,450	116,250	16.89%	116,500	127,450	9.40%
Median Percent of Selling Price to List Price	98.01%	97.73%	-0.28%	97.96%	97.58%	-0.38%
Median Days on Market to Sale	35.00	29.50	-15.71%	32.00	29.50	-7.81%
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

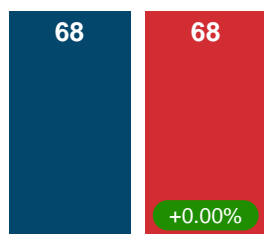
**Inventory** on November 30, 2019 = **198**

**2018** **2019**

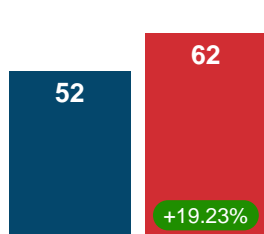
### NOVEMBER MARKET

### MEDIAN PRICES

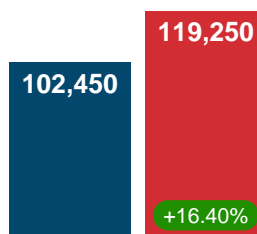
#### New Listings



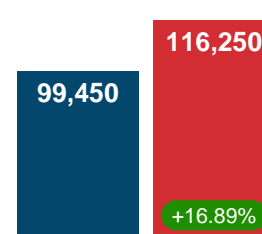
#### Pending Listings



#### List Price



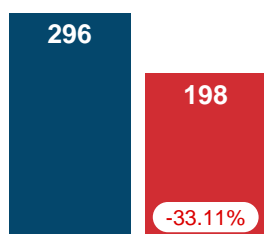
#### Sale Price



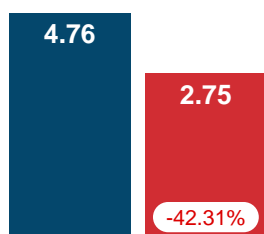
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

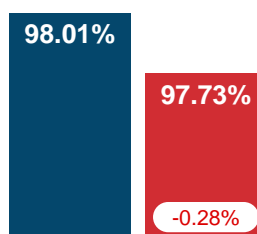
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

