

December 2020



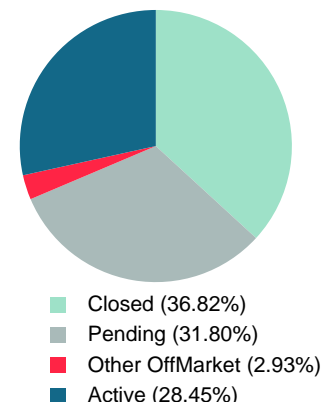
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	59	88	49.15%
Pending Listings	43	76	76.74%
New Listings	65	61	-6.15%
Average List Price	125,041	162,552	30.00%
Average Sale Price	121,670	159,073	30.74%
Average Percent of Selling Price to List Price	95.81%	98.24%	2.54%
Average Days on Market to Sale	33.81	26.76	-20.86%
End of Month Inventory	190	68	-64.21%
Months Supply of Inventory	2.61	0.90	-65.51%



Absorption: Last 12 months, an Average of **76** Sales/Month
Active Inventory as of December 31, 2020 = **68**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **64.21%** to 68 existing homes available for sale. Over the last 12 months this area has had an average of 76 closed sales per month. This represents an unsold inventory index of **0.90** 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 **30.74%** in December 2020 to \$159,073 versus the previous year at \$121,670.

Average Days on Market Shortens

The average number of **26.76** days that homes spent on the market before selling decreased by 7.05 days or **20.86%** in December 2020 compared to last year's same month at **33.81** DOM.

Sales Success for December 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 61 New Listings in December 2020, down **6.15%** from last year at 65. Furthermore, there were 88 Closed Listings this month versus last year at 59, a **49.15%** increase.

Closed versus Listed trends yielded a **144.3%** ratio, up from previous year's, December 2019, at **90.8%**, a **58.93%** 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

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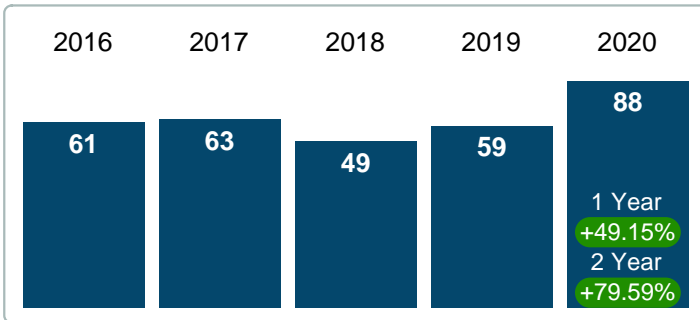
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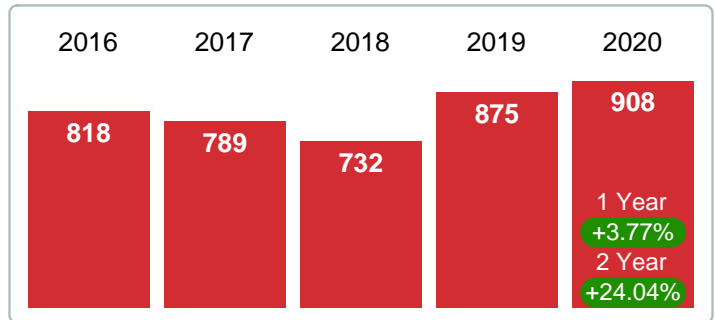
CLOSED LISTINGS

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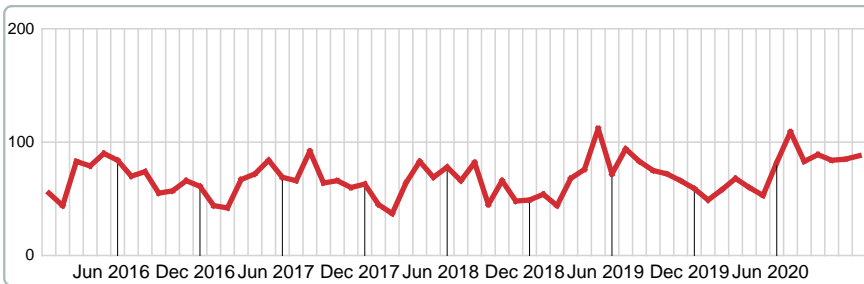
DECEMBER



YEAR TO DATE (YTD)

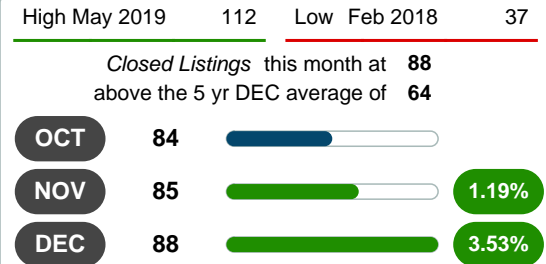


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.14%	22.0	1	0	0	0
\$25,001 - \$50,000	10	11.36%	32.1	5	4	1	0
\$50,001 - \$75,000	14	15.91%	20.1	6	8	0	0
\$75,001 - \$150,000	26	29.55%	15.7	3	19	4	0
\$150,001 - \$225,000	16	18.18%	35.8	0	4	9	3
\$225,001 - \$275,000	10	11.36%	20.5	0	2	6	2
\$275,001 and up	11	12.50%	49.7	0	2	8	1
Total Closed Units	88			15	39	28	6
Total Closed Volume	13,998,384	100%	26.8	829.69K	4.93M	6.61M	1.63M
Average Closed Price	\$159,073			\$55,312	\$126,354	\$236,107	\$271,650

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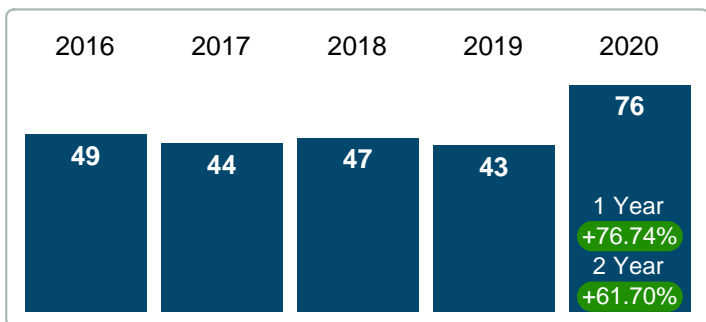
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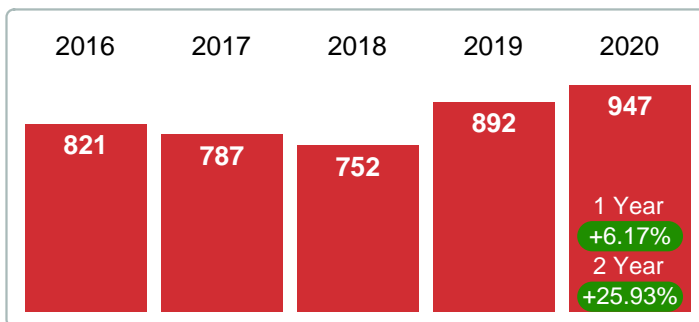
PENDING LISTINGS

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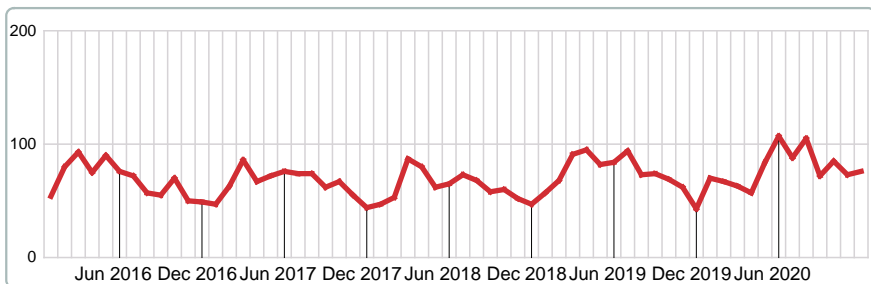
DECEMBER



YEAR TO DATE (YTD)

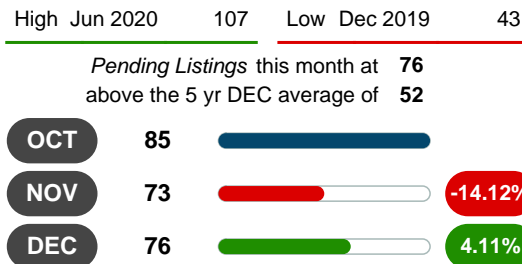


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52



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	8	10.53%	17.4	6	2	0	0
\$50,001 - \$60,000	6	7.89%	15.5	3	3	0	0
\$60,001 - \$90,000	15	19.74%	32.9	4	10	1	0
\$90,001 - \$130,000	13	17.11%	29.8	2	7	4	0
\$130,001 - \$180,000	15	19.74%	31.2	2	9	3	1
\$180,001 - \$250,000	11	14.47%	45.4	3	4	3	1
\$250,001 and up	8	10.53%	47.6	0	1	6	1
Total Pending Units	76			20	36	17	3
Total Pending Volume	10,608,983	100%	32.9	1.74M	4.20M	3.98M	689.90K
Average Listing Price	\$139,287			\$86,769	\$116,794	\$234,065	\$229,967

December 2020



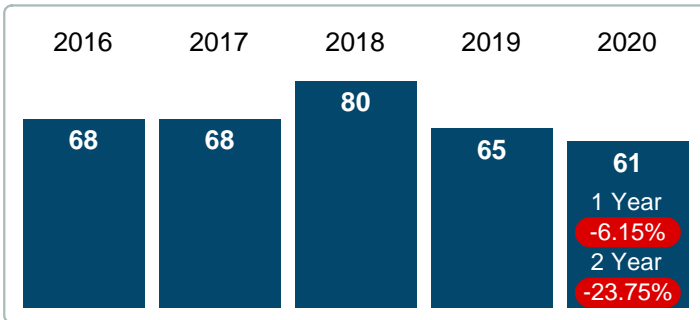
Area Delimited by County Of Washington - Residential Property Type



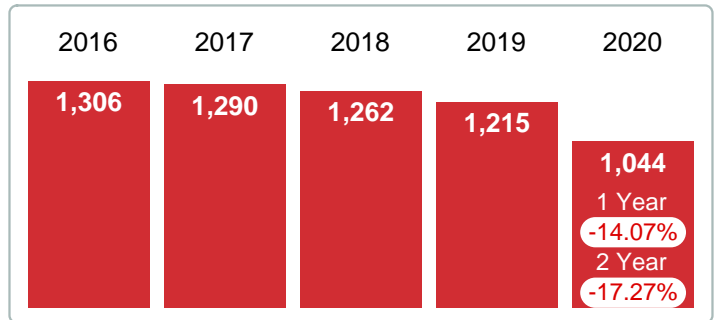
NEW LISTINGS

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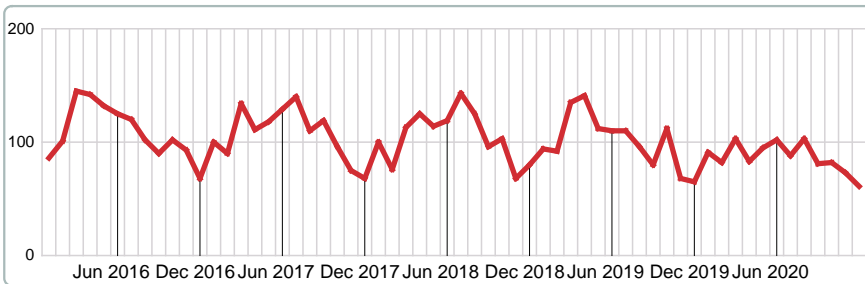
DECEMBER



YEAR TO DATE (YTD)

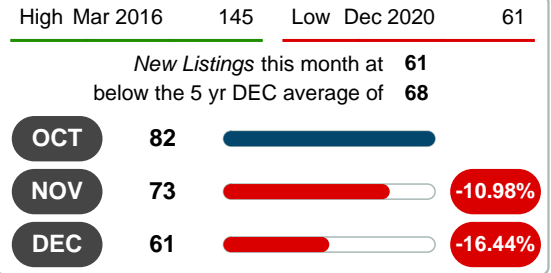


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 68



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	7	11.48%	5	1	1	0
\$50,001 - \$60,000	6	9.84%	3	3	0	0
\$60,001 - \$80,000	7	11.48%	2	5	0	0
\$80,001 - \$130,000	15	24.59%	3	10	2	0
\$130,001 - \$180,000	10	16.39%	2	3	5	0
\$180,001 - \$250,000	10	16.39%	1	4	3	2
\$250,001 and up	6	9.84%	0	3	3	0
Total New Listed Units	61		16	29	14	2
Total New Listed Volume	8,913,885	100%	1.22M	4.40M	2.86M	440.00K
Average New Listed Listing Price	\$147,959		\$76,018	\$151,800	\$203,957	\$220,000

December 2020



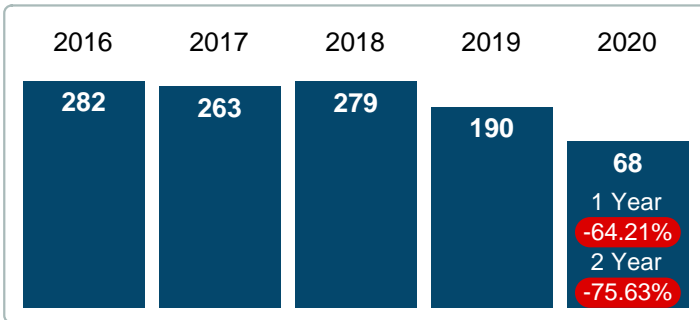
Area Delimited by County Of Washington - Residential Property Type



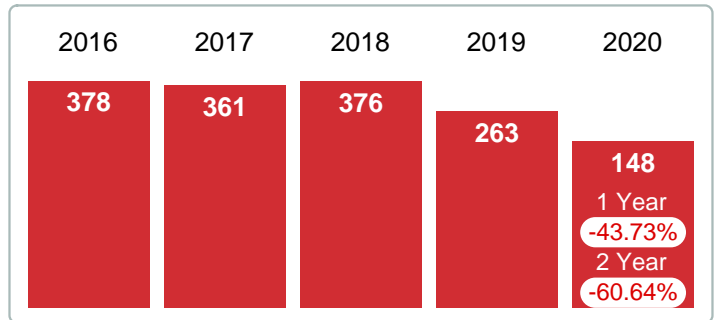
ACTIVE INVENTORY

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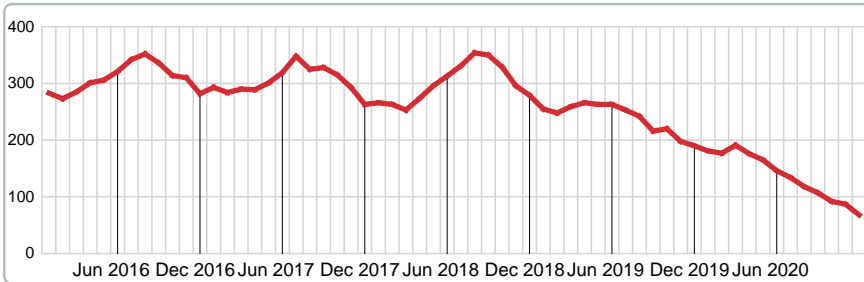
END OF DECEMBER



ACTIVE DURING DECEMBER

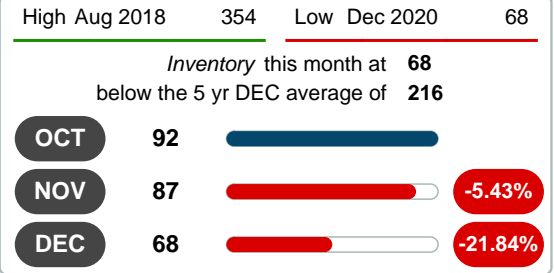


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 216



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.88%	44.8	1	2	1	0
\$25,001 - \$50,000	4	5.88%	81.5	1	1	2	0
\$50,001 - \$100,000	13	19.12%	80.2	3	9	1	0
\$100,001 - \$175,000	17	25.00%	67.9	0	12	5	0
\$175,001 - \$275,000	13	19.12%	53.5	1	7	4	1
\$275,001 - \$375,000	10	14.71%	75.1	0	3	6	1
\$375,001 and up	7	10.29%	96.7	0	2	3	2
Total Active Inventory by Units	68			6	36	22	4
Total Active Inventory by Volume	13,597,290	100%	70.9	468.30K	5.98M	5.41M	1.74M
Average Active Inventory Listing Price	\$199,960			\$78,050	\$166,208	\$245,845	\$434,225

December 2020



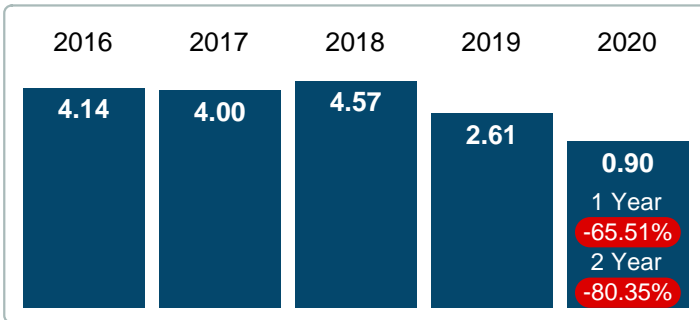
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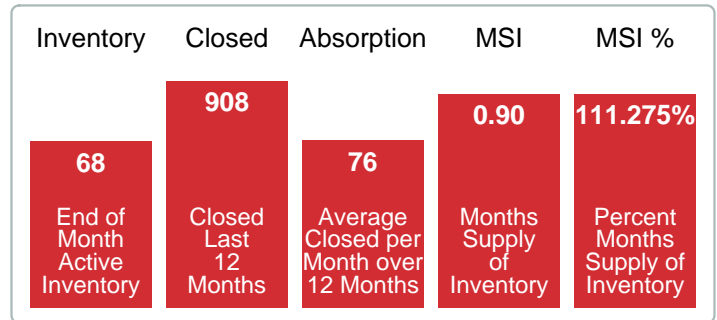
MONTHS SUPPLY of INVENTORY (MSI)

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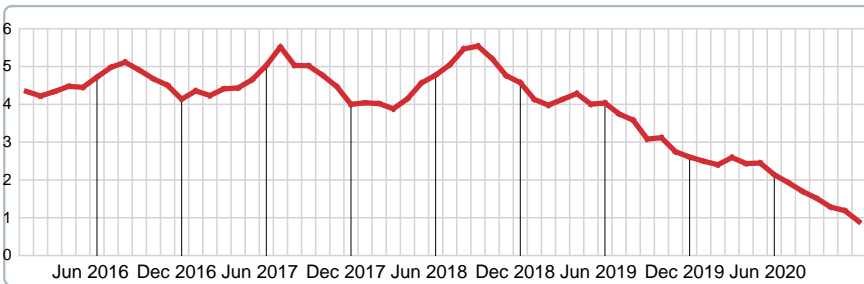
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

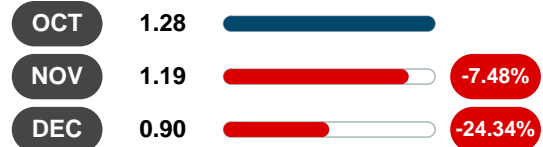


3 MONTHS

5 year DEC AVG = 3.24

High Sep 2018 5.54 Low Dec 2020 0.90

Months Supply this month at **0.90**
below the 5 yr DEC average of **3.24**



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
\$25,000 and less	4	5.88%	2.09	0.86	2.67	0.00	0.00
\$25,001 - \$50,000	4	5.88%	0.66	0.38	0.31	12.00	0.00
\$50,001 - \$100,000	13	19.12%	0.72	0.69	0.76	0.55	0.00
\$100,001 - \$175,000	17	25.00%	0.69	0.00	0.66	1.05	0.00
\$175,001 - \$275,000	13	19.12%	0.78	2.00	1.40	0.40	0.86
\$275,001 - \$375,000	10	14.71%	1.76	0.00	2.77	1.71	1.09
\$375,001 and up	7	10.29%	2.80	0.00	3.43	2.40	3.00
Market Supply of Inventory (MSI)			0.90	0.59	0.89	1.02	1.23
Total Active Inventory by Units		100%	0.90	6	36	22	4

December 2020



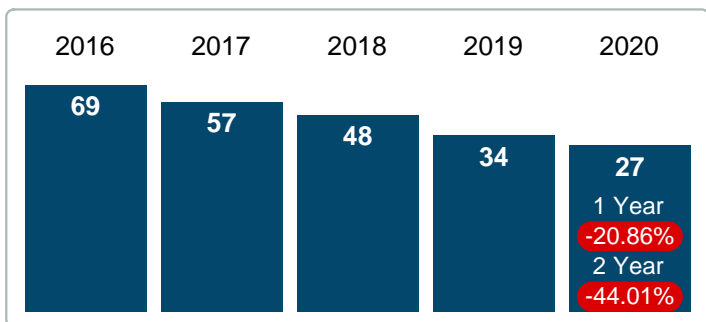
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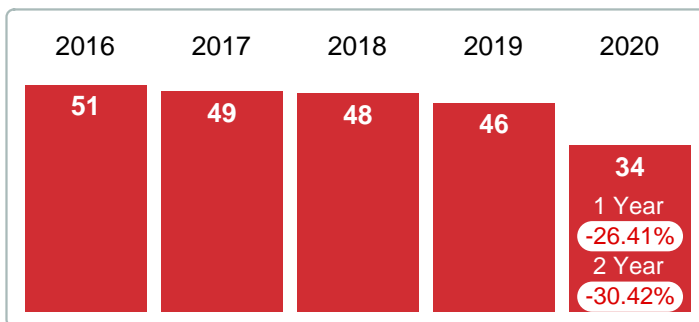
AVERAGE DAYS ON MARKET TO SALE

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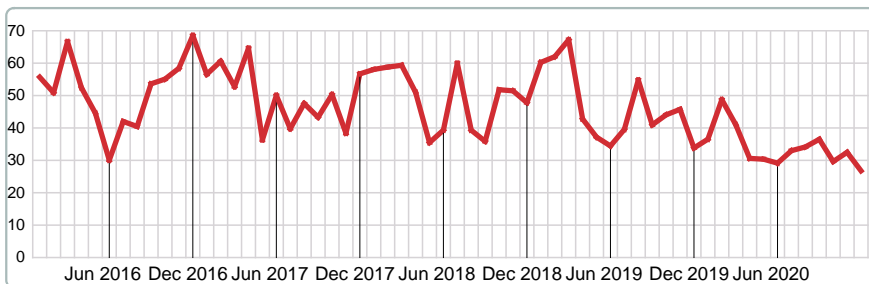
DECEMBER



YEAR TO DATE (YTD)

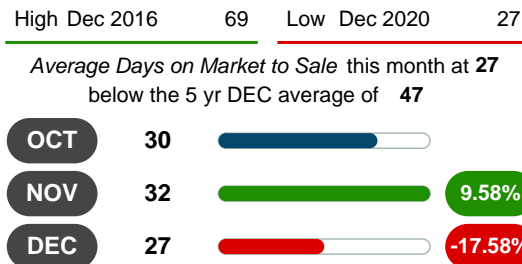


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47



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
\$25,000 and less	1.14%	22	22	0	0	0
\$25,001 - \$50,000	11.36%	32	41	9	82	0
\$50,001 - \$75,000	15.91%	20	12	26	0	0
\$75,001 - \$150,000	29.55%	16	21	14	21	0
\$150,001 - \$225,000	18.18%	36	0	14	31	80
\$225,001 - \$275,000	11.36%	21	0	1	31	10
\$275,001 and up	12.50%	50	0	30	60	5
Average Closed DOM		27	24	16	40	44
Total Closed Units	100%	27	15	39	28	6
Total Closed Volume		13,998,384	829.69K	4.93M	6.61M	1.63M

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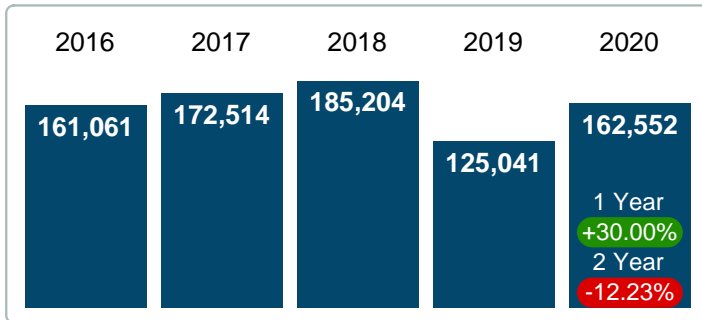
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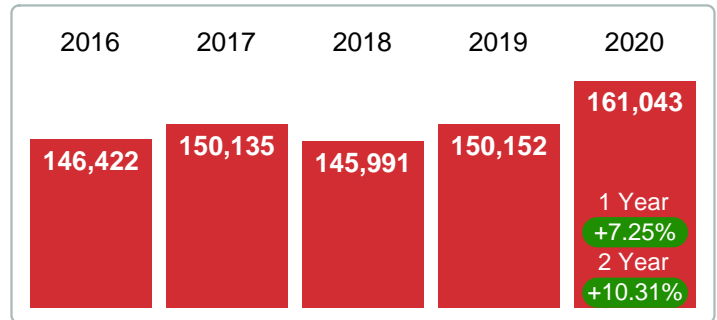
AVERAGE LIST PRICE AT CLOSING

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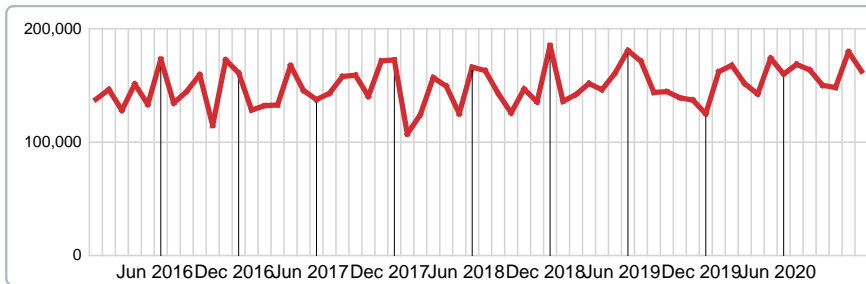
DECEMBER



YEAR TO DATE (YTD)

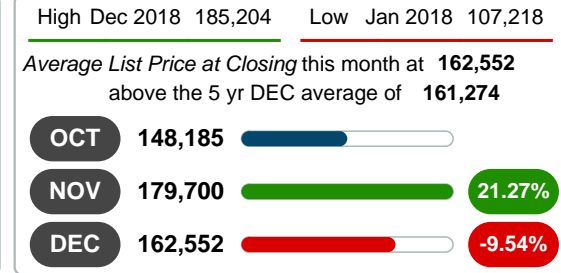


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 161,274



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
\$25,000 and less	0	0.00%	0	28,500	0	0	0
\$25,001 - \$50,000	10	11.36%	40,857	40,054	44,950	54,850	0
\$50,001 - \$75,000	16	18.18%	63,460	59,936	65,987	0	0
\$75,001 - \$150,000	26	29.55%	112,254	88,467	113,853	103,375	0
\$150,001 - \$225,000	14	15.91%	185,757	0	174,750	186,256	206,267
\$225,001 - \$275,000	11	12.50%	244,700	0	245,950	247,800	234,500
\$275,001 and up	11	12.50%	424,518	0	497,450	385,725	589,000
Average List Price			162,552	56,919	129,659	239,902	279,467
Total Closed Units		100%	162,552	15	39	28	6
Total Closed Volume			14,304,534	853.79K	5.06M	6.72M	1.68M

December 2020



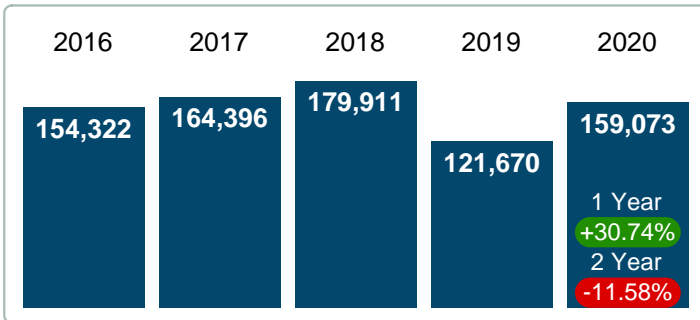
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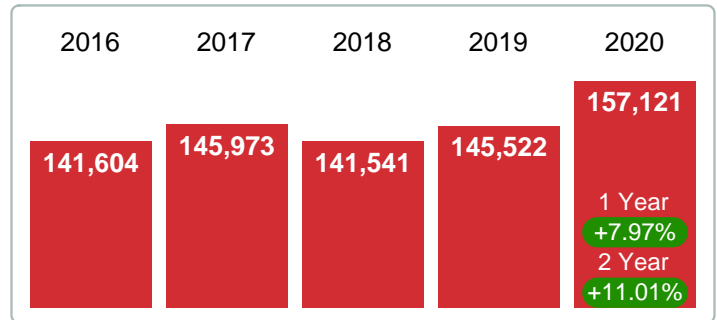
AVERAGE SOLD PRICE AT CLOSING

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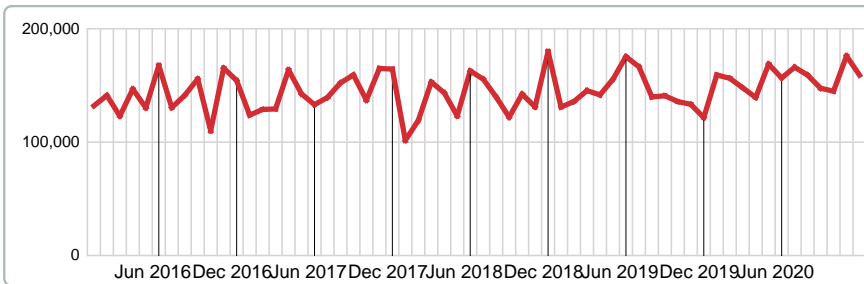
DECEMBER



YEAR TO DATE (YTD)

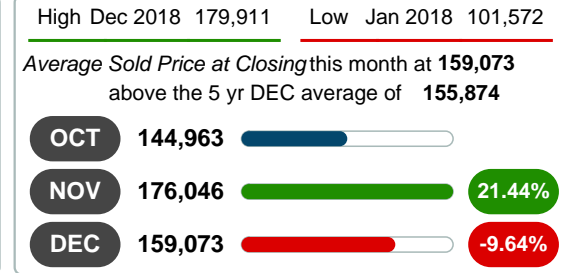


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 155,874



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
\$25,000 and less	1	1.14%	18,000	18,000	0	0	0
\$25,001 - \$50,000	10	11.36%	42,967	39,554	45,475	50,000	0
\$50,001 - \$75,000	14	15.91%	61,944	57,886	64,988	0	0
\$75,001 - \$150,000	26	29.55%	108,215	88,867	112,658	101,625	0
\$150,001 - \$225,000	16	18.18%	182,812	0	170,275	185,444	191,633
\$225,001 - \$275,000	10	11.36%	246,090	0	245,950	250,500	233,000
\$275,001 and up	11	12.50%	407,636	0	456,250	372,813	589,000
Average Sold Price			159,073	55,312	126,354	236,107	271,650
Total Closed Units		100%	159,073	15	39	28	6
Total Closed Volume			13,998,384	829.69K	4.93M	6.61M	1.63M

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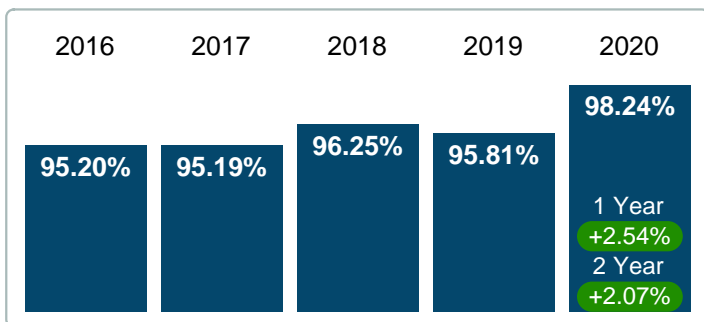
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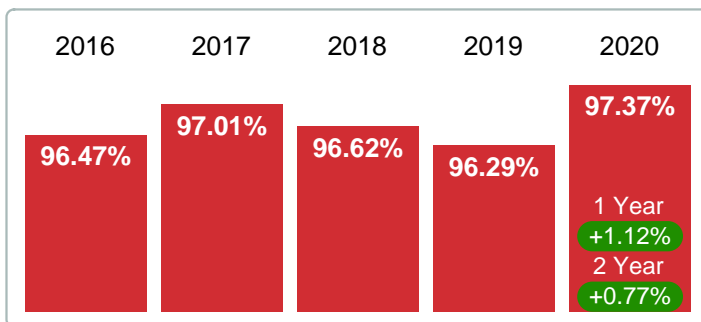
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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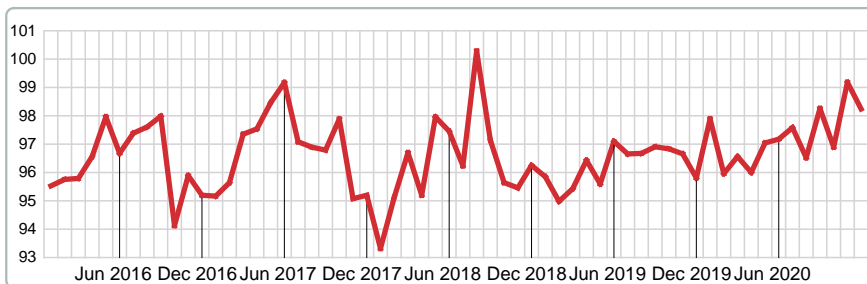
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

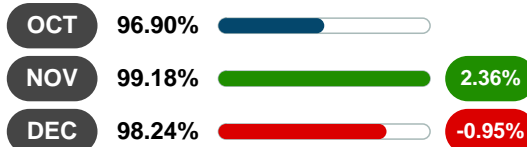


3 MONTHS

5 year DEC AVG = 96.14%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **98.24%**
above the 5 yr DEC average of **96.14%**



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	
\$25,000 and less	1	1.14%	63.16%	63.16%	0.00%	0.00%	0.00%	
\$25,001 - \$50,000	10	11.36%	99.57%	98.46%	103.06%	91.16%	0.00%	
\$50,001 - \$75,000	14	15.91%	97.95%	96.95%	98.70%	0.00%	0.00%	
\$75,001 - \$150,000	26	29.55%	99.24%	101.45%	98.93%	99.08%	0.00%	
\$150,001 - \$225,000	16	18.18%	97.90%	0.00%	97.47%	99.71%	93.07%	
\$225,001 - \$275,000	10	11.36%	100.60%	0.00%	100.00%	101.21%	99.35%	
\$275,001 and up	11	12.50%	96.57%	0.00%	93.03%	97.03%	100.00%	
Average Sold/List Ratio		98.20%		96.10%	98.91%	98.87%	96.32%	
Total Closed Units		88	100%	98.20%	15	39	28	6
Total Closed Volume		13,998,384			829.69K	4.93M	6.61M	1.63M

December 2020



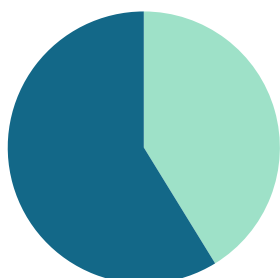
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

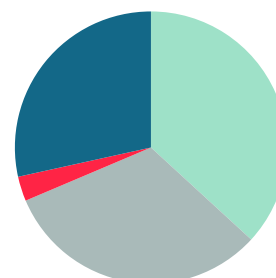


Inventory
 New Listings
61 = 41.22%
 Start Inventory
87
 Total Inventory Units
148
 Volume
\$24,792,673

Market Activity

Closed Sales
88 = 36.82%
 Pending Sales
76 = 31.80%
 Other Off Market
7 = 2.93%
 Active Inventory
68 = 28.45%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	59	88	49.15%	875	908	3.77%
Pending Sales	43	76	76.74%	892	947	6.17%
New Listings	65	61	-6.15%	1,215	1,044	-14.07%
Average List Price	125,041	162,552	30.00%	150,152	161,043	7.25%
Average Sale Price	121,670	159,073	30.74%	145,522	157,121	7.97%
Average Percent of Selling Price to List Price	95.81%	98.24%	2.54%	96.29%	97.37%	1.12%
Average Days on Market to Sale	33.81	26.76	-20.86%	45.68	33.61	-26.41%
Monthly Inventory	190	68	-64.21%	190	68	-64.21%
Months Supply of Inventory	2.61	0.90	-65.51%	2.61	0.90	-65.51%

Absorption: Last 12 months, an Average of **76** Sales/Month

Inventory on December 31, 2020 = **68**

2019 2020

DECEMBER MARKET

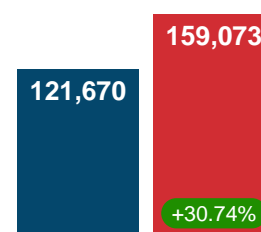
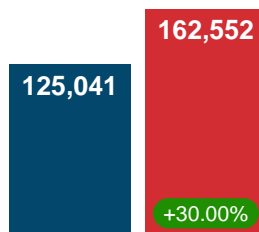
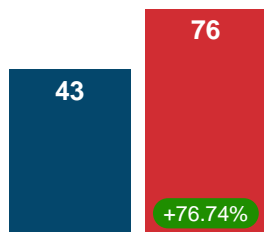
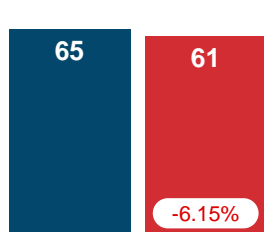
AVERAGE PRICES

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

