

# December 2020



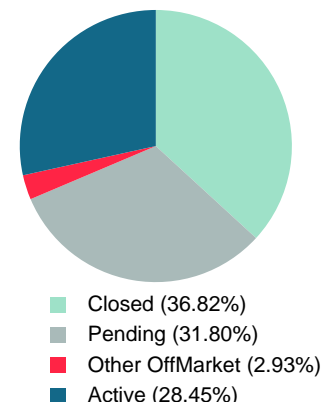
Area Delimited by County Of Washington - Residential Property Type



## 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%
Median List Price	99,500	123,000	23.62%
Median Sale Price	90,000	122,500	36.11%
Median Percent of Selling Price to List Price	97.96%	100.00%	2.08%
Median Days on Market to Sale	19.00	6.50	-65.79%
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.

#### 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 **36.11%** in December 2020 to \$122,500 versus the previous year at \$90,000.

#### Median Days on Market Shortens

The median number of **6.50** days that homes spent on the market before selling decreased by 12.50 days or **65.79%** in December 2020 compared to last year's same month at **19.00** DOM.

#### Sales Success for December 2020 is Positive

Overall, with Median 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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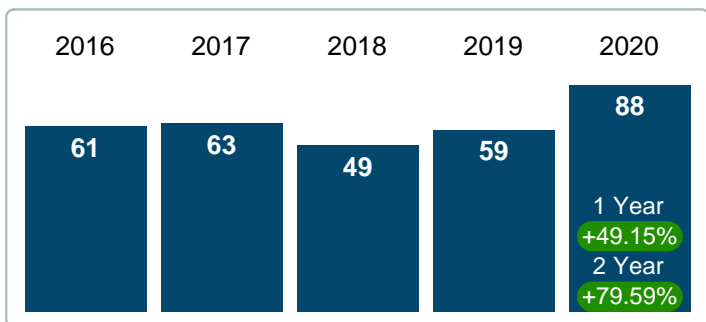
Area Delimited by County Of Washington - Residential Property Type



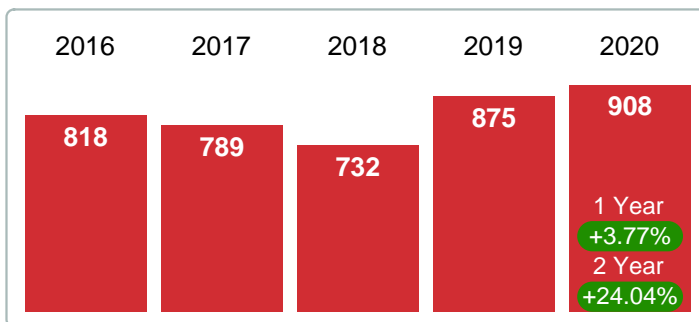
## CLOSED LISTINGS

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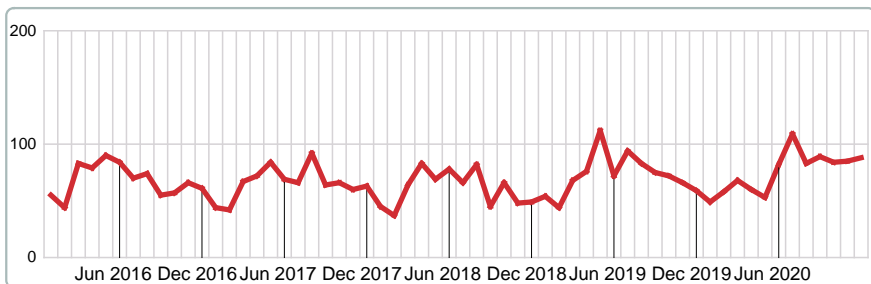
### DECEMBER



### YEAR TO DATE (YTD)

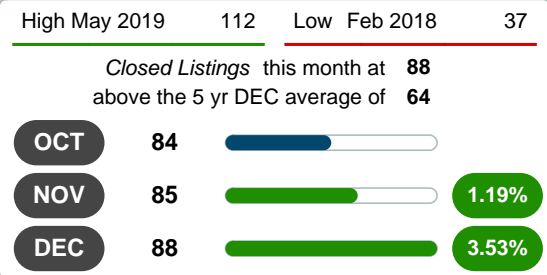


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 64



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	4.55%	20.5	3	1	0	0
\$40,001 - \$60,000	12	13.64%	1.0	6	5	1	0
\$60,001 - \$90,000	15	17.05%	1.0	5	9	1	0
\$90,001 - \$160,000	22	25.00%	11.0	1	17	4	0
\$160,001 - \$230,000	16	18.18%	7.5	0	3	9	4
\$230,001 - \$290,000	10	11.36%	4.5	0	2	7	1
\$290,001 and up	9	10.23%	7.0	0	2	6	1
<b>Total Closed Units</b>	<b>88</b>			<b>15</b>	<b>39</b>	<b>28</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>13,998,384</b>	<b>100%</b>	<b>6.5</b>	<b>829.69K</b>	<b>4.93M</b>	<b>6.61M</b>	<b>1.63M</b>
<b>Median Closed Price</b>	<b>\$122,500</b>			<b>\$52,695</b>	<b>\$107,500</b>	<b>\$226,750</b>	<b>\$226,000</b>

# December 2020



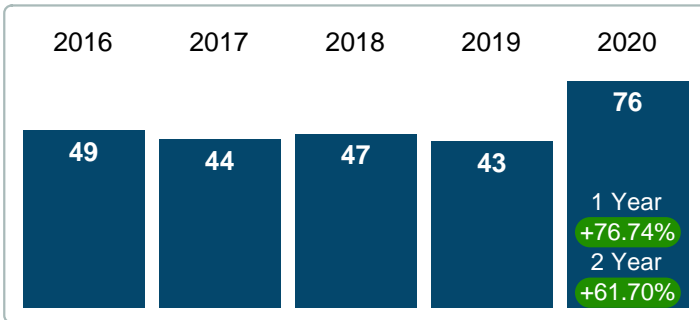
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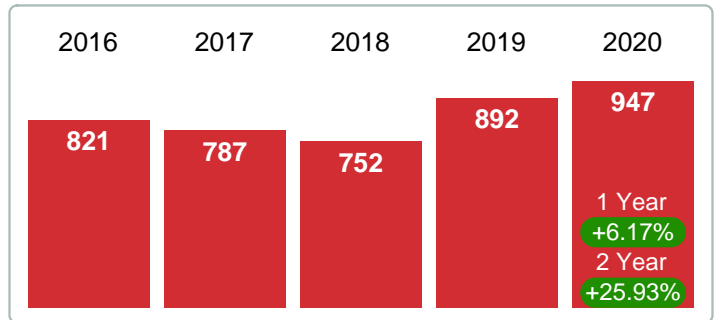
## PENDING LISTINGS

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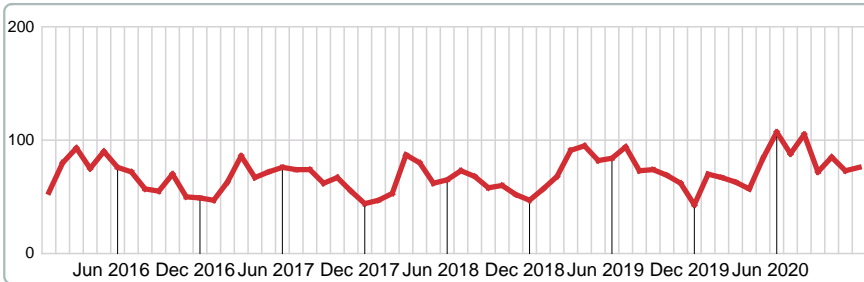
### DECEMBER



### YEAR TO DATE (YTD)

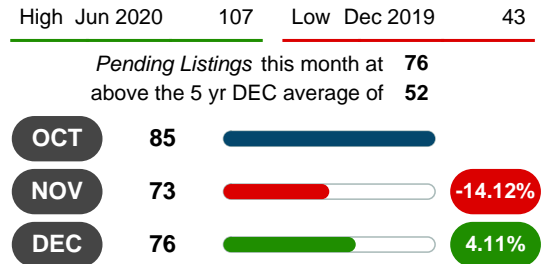


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 52



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	10.53%	7.0	6	2	0	0
\$50,001 - \$60,000	6	7.89%	2.5	3	3	0	0
\$60,001 - \$90,000	15	19.74%	7.0	4	10	1	0
\$90,001 - \$130,000	13	17.11%	11.0	2	7	4	0
\$130,001 - \$180,000	15	19.74%	17.0	2	9	3	1
\$180,001 - \$250,000	11	14.47%	11.0	3	4	3	1
\$250,001 and up	8	10.53%	23.0	0	1	6	1
<b>Total Pending Units</b>	<b>76</b>			<b>20</b>	<b>36</b>	<b>17</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,608,983</b>	<b>100%</b>	<b>11.5</b>	<b>1.74M</b>	<b>4.20M</b>	<b>3.98M</b>	<b>689.90K</b>
<b>Median Listing Price</b>	<b>\$127,250</b>			<b>\$61,546</b>	<b>\$118,700</b>	<b>\$189,900</b>	<b>\$235,000</b>

# December 2020



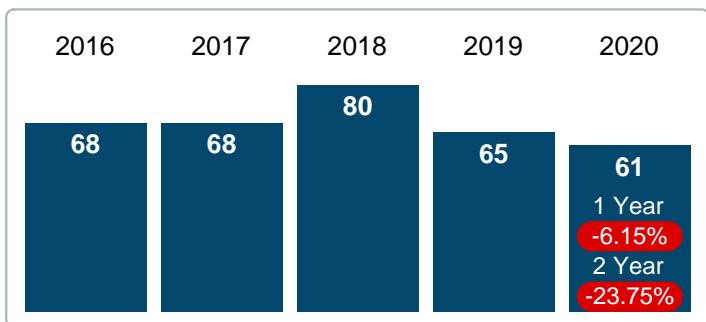
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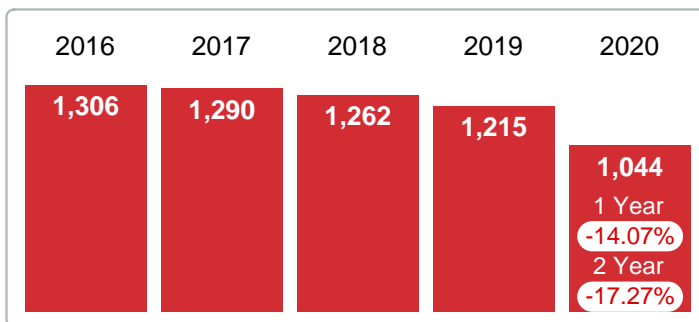
## NEW LISTINGS

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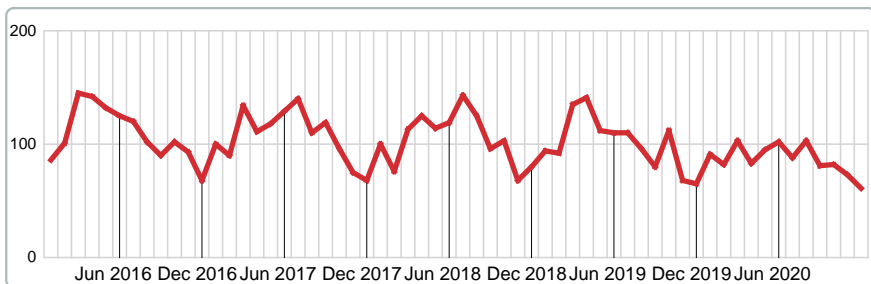
### DECEMBER



### YEAR TO DATE (YTD)

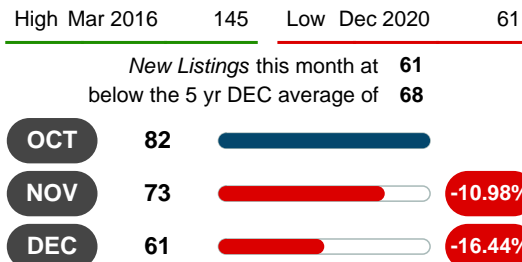


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>61</b>		<b>16</b>	<b>29</b>	<b>14</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>8,913,885</b>	<b>100%</b>	<b>1.22M</b>	<b>4.40M</b>	<b>2.86M</b>	<b>440.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$117,000</b>		<b>\$58,223</b>	<b>\$114,900</b>	<b>\$178,700</b>	<b>\$220,000</b>

# December 2020



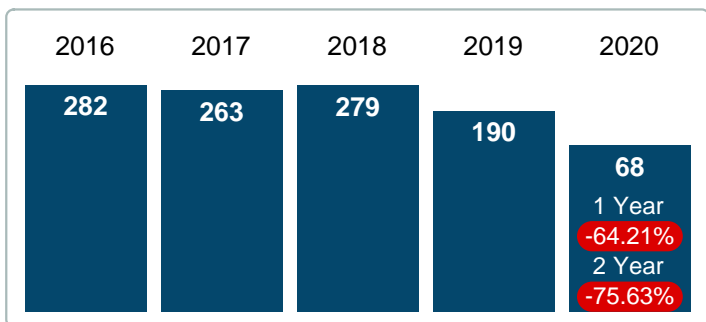
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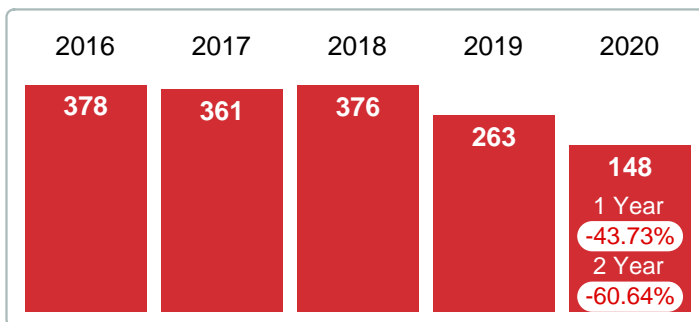
## ACTIVE INVENTORY

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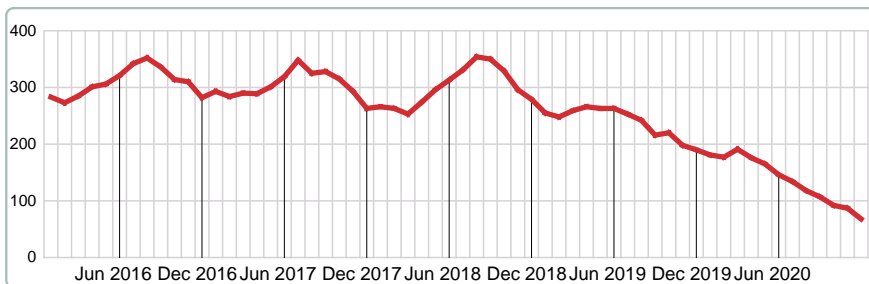
### END OF DECEMBER



### ACTIVE DURING DECEMBER

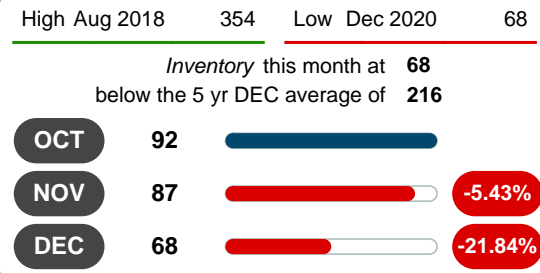


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 216



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.88%	46.5	1	2	1	0
\$25,001 - \$50,000	4	5.88%	87.5	1	1	2	0
\$50,001 - \$100,000	13	19.12%	55.0	3	9	1	0
\$100,001 - \$175,000	17	25.00%	66.0	0	12	5	0
\$175,001 - \$275,000	13	19.12%	38.0	1	7	4	1
\$275,001 - \$375,000	10	14.71%	80.5	0	3	6	1
\$375,001 and up	7	10.29%	113.0	0	2	3	2
<b>Total Active Inventory by Units</b>	<b>68</b>			<b>6</b>	<b>36</b>	<b>22</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>13,597,290</b>	<b>100%</b>	<b>58.0</b>	<b>468.30K</b>	<b>5.98M</b>	<b>5.41M</b>	<b>1.74M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$152,000</b>			<b>\$64,950</b>	<b>\$119,450</b>	<b>\$215,450</b>	<b>\$378,950</b>

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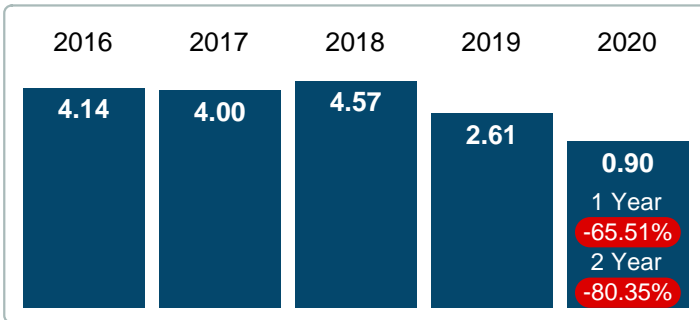
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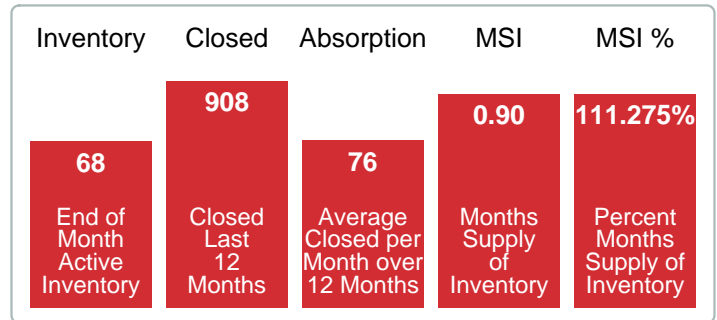
## MONTHS SUPPLY of INVENTORY (MSI)

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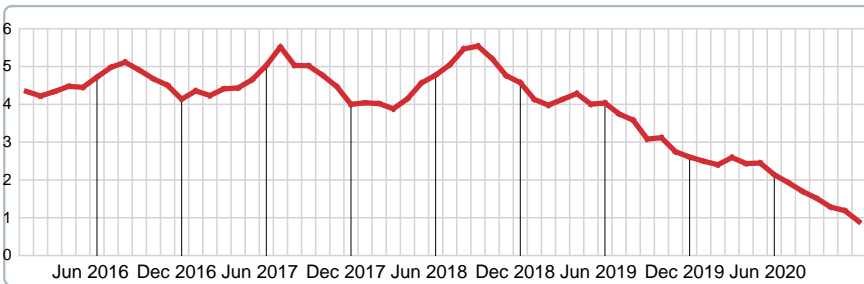
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

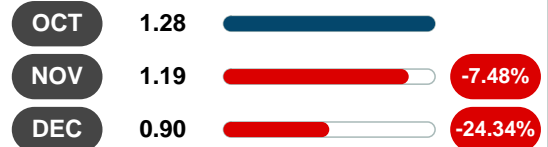


### 3 MONTHS

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



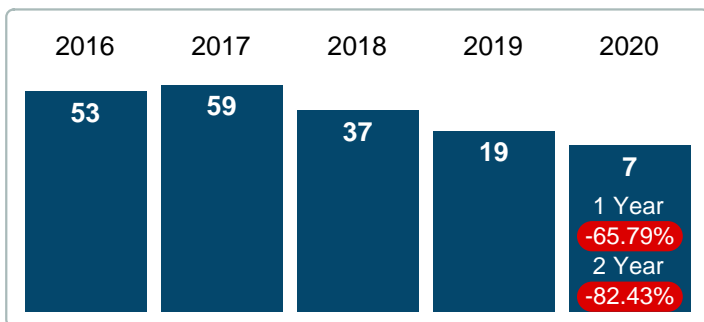
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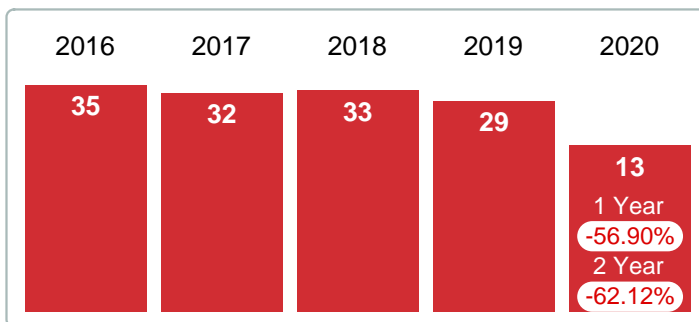
## MEDIAN DAYS ON MARKET TO SALE

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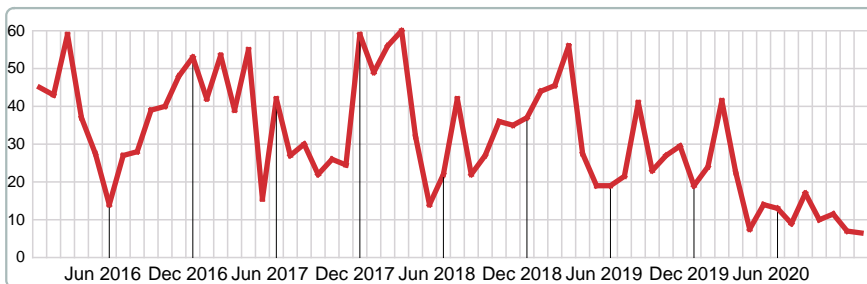
### DECEMBER



### YEAR TO DATE (YTD)

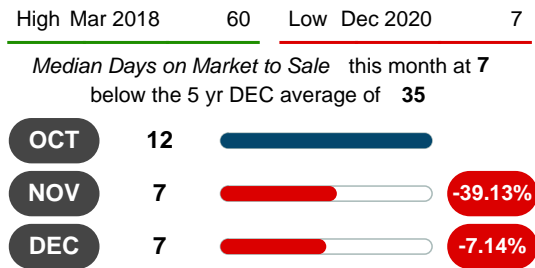


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 35



### 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	4.55%	21	22	19	0	0	
\$40,001 - \$60,000	13.64%	1	1	1	82	0	
\$60,001 - \$90,000	17.05%	1	1	1	23	0	
\$90,001 - \$160,000	25.00%	11	52	5	29	0	
\$160,001 - \$230,000	18.18%	8	0	1	8	39	
\$230,001 - \$290,000	11.36%	5	0	1	8	12	
\$290,001 and up	10.23%	7	0	30	6	5	
Median Closed DOM		7	1	4	11	10	
Total Closed Units	100%	88	6.5	15	39	28	6
Total Closed Volume		13,998,384		829.69K	4.93M	6.61M	1.63M



# December 2020



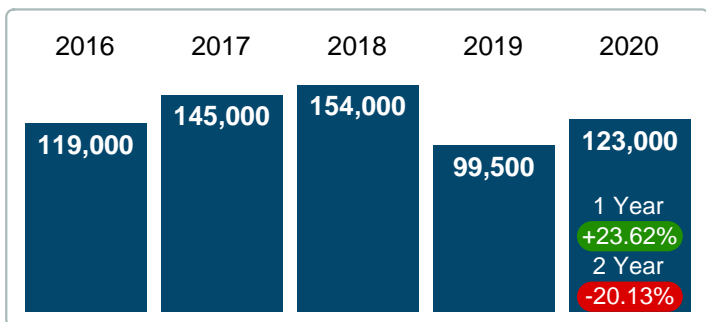
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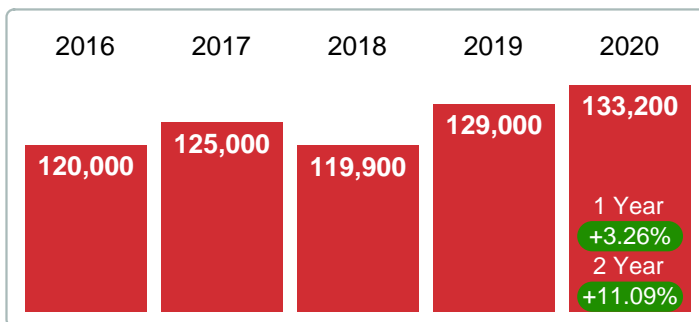
## MEDIAN LIST PRICE AT CLOSING

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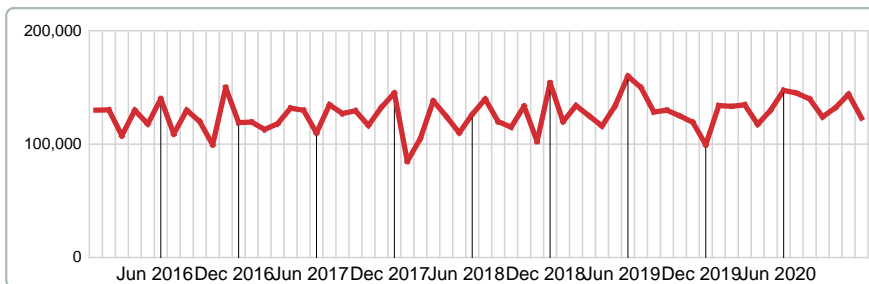
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 128,100

High Jun 2019 159,950 Low Jan 2018 84,900  
 Median List Price at Closing this month at **123,000**  
 below the 5 yr DEC average of **128,100**

Month	Price	Change
OCT	132,200	
NOV	144,000	+8.93%
DEC	123,000	-14.58%

### 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%	30,500	28,500	35,000	0	0
\$40,001 - \$60,000	12.50%	50,000	48,900	50,000	54,850	0
\$60,001 - \$90,000	19.32%	75,000	66,750	75,750	75,000	0
\$90,001 - \$160,000	23.86%	119,900	107,900	120,200	120,250	0
\$160,001 - \$230,000	19.32%	193,500	0	179,000	195,000	199,000
\$230,001 - \$290,000	7.95%	259,000	0	245,950	268,000	239,450
\$290,001 and up	12.50%	349,000	0	497,450	322,450	589,000
<b>Median List Price</b>		<b>123,000</b>	<b>52,695</b>	<b>111,500</b>	<b>226,950</b>	<b>234,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>123,000</b>	<b>15</b>	<b>39</b>	<b>28</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>14,304,534</b>	<b>853.79K</b>	<b>5.06M</b>	<b>6.72M</b>	<b>1.68M</b>



# December 2020



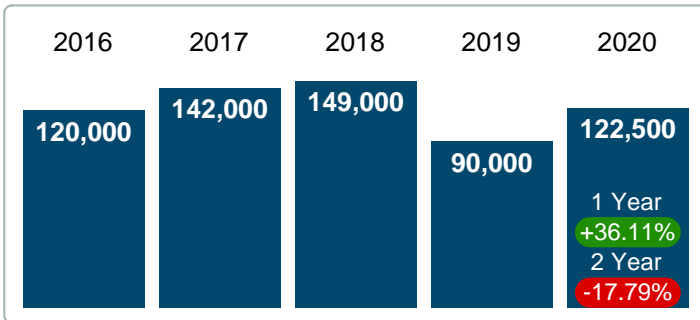
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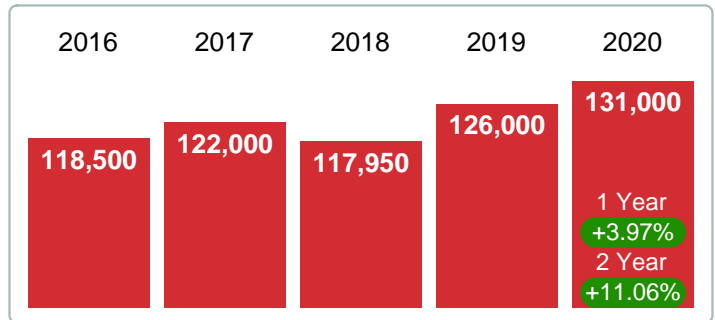
## MEDIAN SOLD PRICE AT CLOSING

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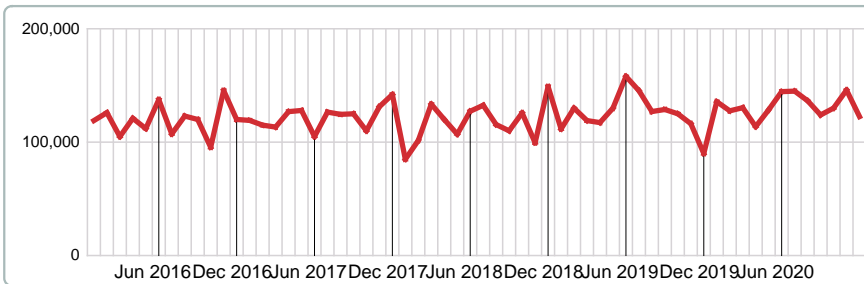
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

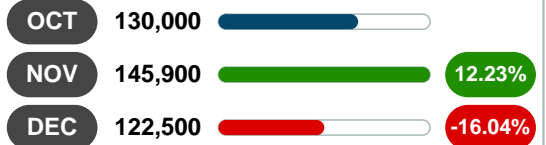


### 3 MONTHS

5 year DEC AVG = 124,700

High Jun 2019 158,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at 122,500 below the 5 yr DEC average of 124,700



### 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	4.55%	28,663	27,325	35,000	0	0
\$40,001 - \$60,000	13.64%	50,000	49,614	50,000	50,000	0
\$60,001 - \$90,000	17.05%	70,000	63,200	70,000	79,500	0
\$90,001 - \$160,000	25.00%	117,500	101,000	122,000	116,000	0
\$160,001 - \$230,000	18.18%	188,000	0	165,000	191,500	202,450
\$230,001 - \$290,000	11.36%	262,000	0	245,950	268,000	239,000
\$290,001 and up	10.23%	357,500	0	456,250	334,500	589,000
<b>Median Sold Price</b>		<b>122,500</b>	<b>52,695</b>	<b>107,500</b>	<b>226,750</b>	<b>226,000</b>
<b>Total Closed Units</b>		<b>88</b>	<b>15</b>	<b>39</b>	<b>28</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>13,998,384</b>	<b>829.69K</b>	<b>4.93M</b>	<b>6.61M</b>	<b>1.63M</b>

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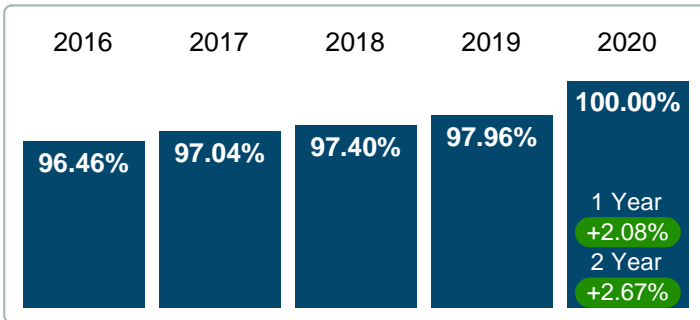
Area Delimited by County Of Washington - Residential Property Type



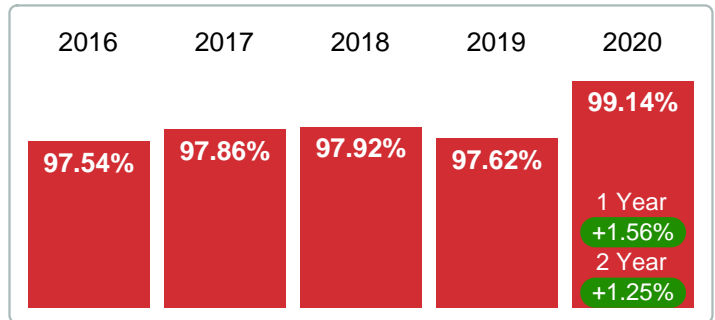
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

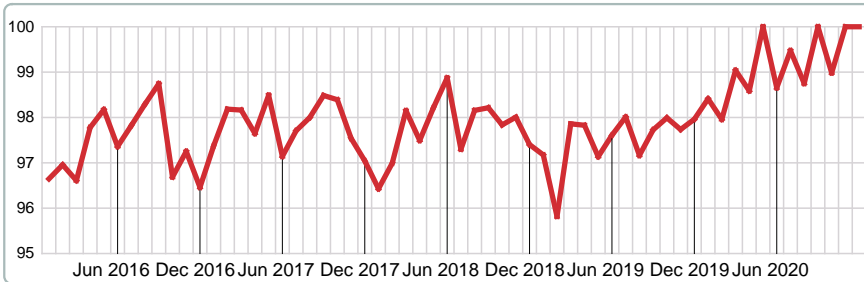
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

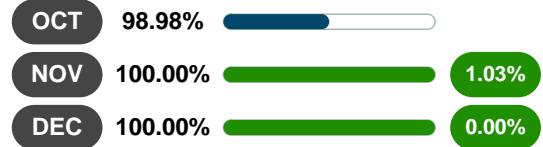


### 3 MONTHS

5 year DEC AVG = 97.77%

High Dec 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr DEC average of **97.77%**



### 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	4.55%	85.13%	92.31%	77.95%	0.00%	0.00%
\$40,001 \$60,000	12	13.64%	100.00%	100.00%	100.00%	91.16%	0.00%
\$60,001 \$90,000	15	17.05%	100.00%	100.00%	100.00%	106.00%	0.00%
\$90,001 \$160,000	22	25.00%	100.00%	93.61%	100.00%	98.47%	0.00%
\$160,001 \$230,000	16	18.18%	98.71%	0.00%	97.63%	100.00%	96.24%
\$230,001 \$290,000	10	11.36%	100.00%	0.00%	100.00%	100.00%	100.00%
\$290,001 and up	9	10.23%	97.95%	0.00%	93.03%	98.16%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.66%	99.35%
Total Closed Units		88	100%	15	39	28	6
Total Closed Volume		13,998,384		829.69K	4.93M	6.61M	1.63M

# December 2020



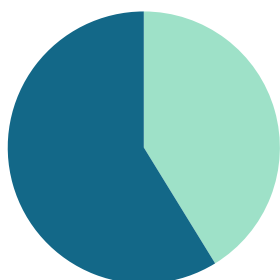
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

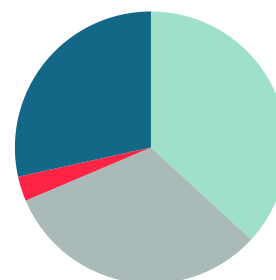
- New Listings **61 = 41.22%**
- Start Inventory **87**
- Total Inventory Units **148**
- Volume **\$24,792,673**

### Market Activity

**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%
Median List Price	99,500	123,000	23.62%	129,000	133,200	3.26%
Median Sale Price	90,000	122,500	36.11%	126,000	131,000	3.97%
Median Percent of Selling Price to List Price	97.96%	100.00%	2.08%	97.62%	99.14%	1.56%
Median Days on Market to Sale	19.00	6.50	-65.79%	29.00	12.50	-56.90%
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

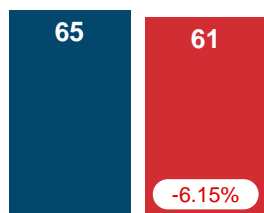
**Inventory** on December 31, 2020 = **68**

2019 2020

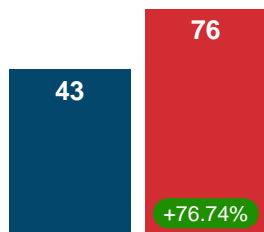
### DECEMBER MARKET

### MEDIAN PRICES

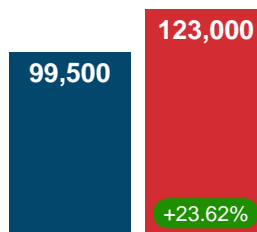
#### New Listings



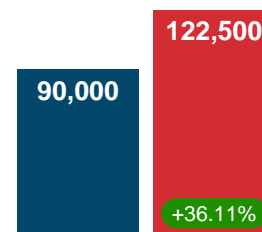
#### Pending Listings



#### List Price



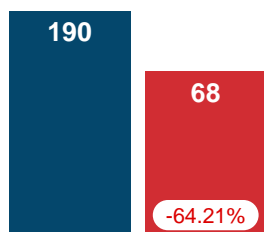
#### Sale Price



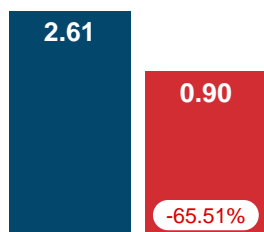
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

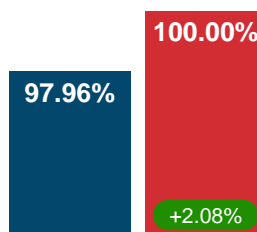
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

