

# November 2020



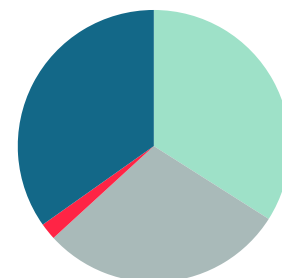
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	66	85	28.79%
Pending Listings	62	73	17.74%
New Listings	68	73	7.35%
Average List Price	137,071	179,700	31.10%
Average Sale Price	133,322	176,046	32.05%
Average Percent of Selling Price to List Price	96.66%	99.18%	2.61%
Average Days on Market to Sale	45.74	32.47	-29.01%
End of Month Inventory	198	87	-56.06%
Months Supply of Inventory	2.75	1.19	-56.76%



■ Closed (34.00%)  
■ Pending (29.20%)  
■ Other OffMarket (2.00%)  
■ Active (34.80%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of November 30, 2020 = **87**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **56.06%** to 87 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 **1.19** 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 **32.05%** in November 2020 to \$176,046 versus the previous year at \$133,322.

#### Average Days on Market Shortens

The average number of **32.47** days that homes spent on the market before selling decreased by 13.27 days or **29.01%** in November 2020 compared to last year's same month at **45.74** DOM.

#### Sales Success for November 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 73 New Listings in November 2020, up **7.35%** from last year at 68. Furthermore, there were 85 Closed Listings this month versus last year at 66, a **28.79%** increase.

Closed versus Listed trends yielded a **116.4%** ratio, up from previous year's, November 2019, at **97.1%**, a **19.97%** 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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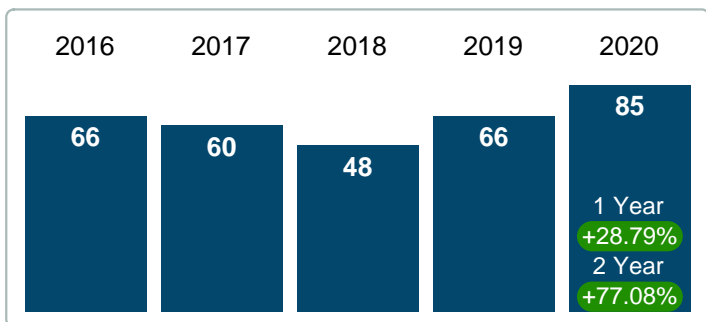
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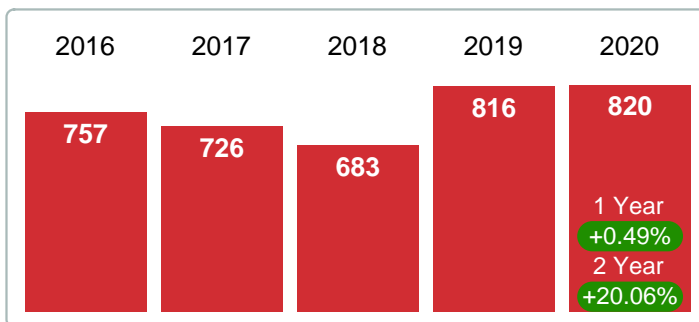
## CLOSED LISTINGS

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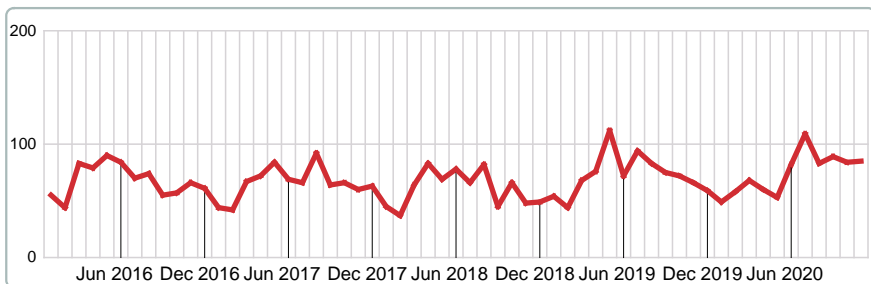
### NOVEMBER



### YEAR TO DATE (YTD)

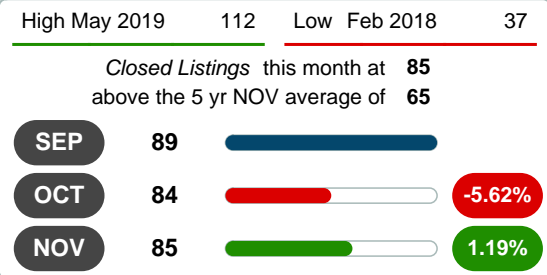


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.24%	29.3	3	4	0	0
\$50,001 - \$75,000	7	8.24%	110.0	3	3	1	0
\$75,001 - \$100,000	10	11.76%	23.6	2	8	0	0
\$100,001 - \$150,000	20	23.53%	30.7	1	17	2	0
\$150,001 - \$200,000	20	23.53%	22.7	0	16	3	1
\$200,001 - \$300,000	12	14.12%	28.3	0	4	8	0
\$300,001 and up	9	10.59%	15.8	0	3	4	2
<b>Total Closed Units</b>	<b>85</b>			<b>9</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>14,963,901</b>	<b>100%</b>	<b>32.5</b>	<b>561.85K</b>	<b>7.88M</b>	<b>5.43M</b>	<b>1.09M</b>
<b>Average Closed Price</b>	<b>\$176,046</b>			<b>\$62,428</b>	<b>\$143,319</b>	<b>\$301,460</b>	<b>\$364,400</b>

# November 2020



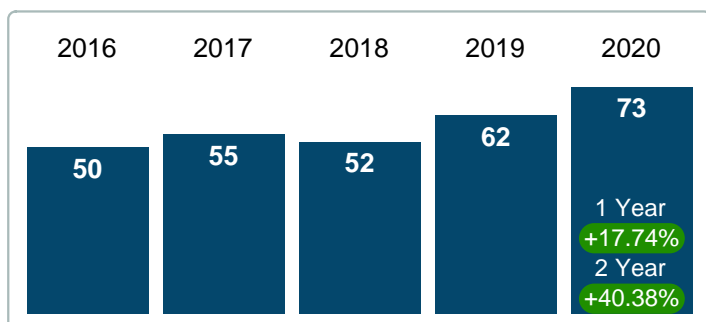
Area Delimited by County Of Washington - Residential Property Type



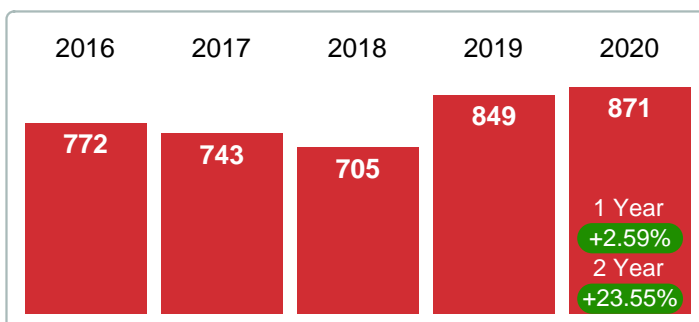
## PENDING LISTINGS

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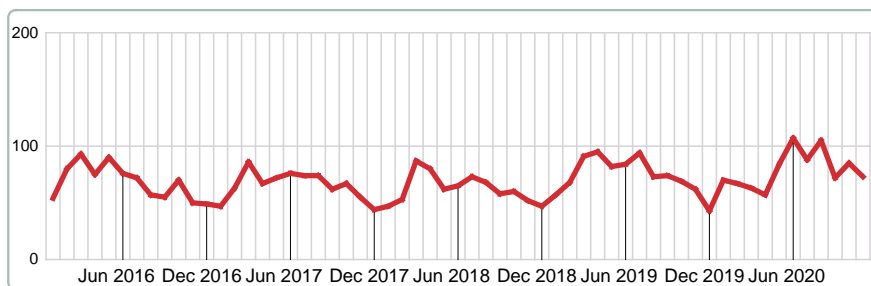
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 58

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at 73  
above the 5 yr NOV average of 58



### 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	7	9.59%	47.0	2	5	0	0
\$50,001 - \$75,000	8	10.96%	49.0	3	5	0	0
\$75,001 - \$100,000	9	12.33%	4.2	0	9	0	0
\$100,001 - \$175,000	17	23.29%	33.1	0	15	2	0
\$175,001 - \$225,000	11	15.07%	36.5	0	4	5	2
\$225,001 - \$325,000	13	17.81%	30.4	0	2	8	3
\$325,001 and up	8	10.96%	53.1	0	4	4	0
<b>Total Pending Units</b>	<b>73</b>			<b>5</b>	<b>44</b>	<b>19</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>12,807,949</b>	<b>100%</b>	<b>34.8</b>	<b>270.80K</b>	<b>6.27M</b>	<b>5.18M</b>	<b>1.09M</b>
<b>Average Listing Price</b>	<b>\$175,451</b>			<b>\$54,160</b>	<b>\$142,436</b>	<b>\$272,745</b>	<b>\$217,560</b>

# November 2020



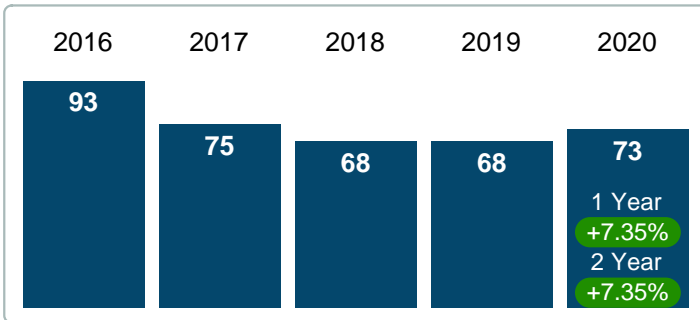
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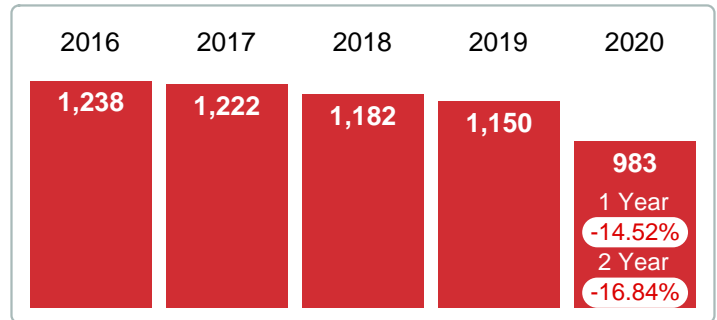
## NEW LISTINGS

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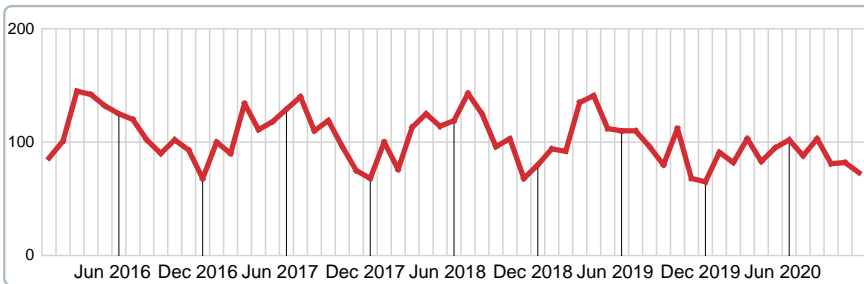
### NOVEMBER



### YEAR TO DATE (YTD)

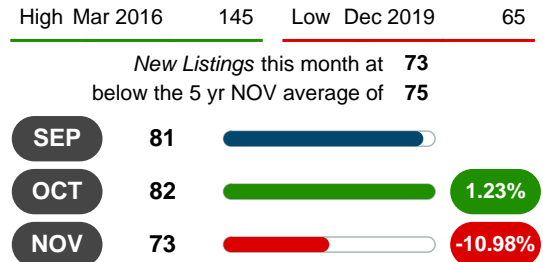


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 75



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.11%	1	2	0	0
\$25,001 - \$75,000	14	19.18%	3	10	1	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	28	38.36%	0	26	2	0
\$150,001 - \$225,000	7	9.59%	1	3	2	1
\$225,001 - \$300,000	12	16.44%	0	5	6	1
\$300,001 and up	9	12.33%	0	2	7	0
<b>Total New Listed Units</b>	<b>73</b>		<b>5</b>	<b>48</b>	<b>18</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,707,340</b>	<b>100%</b>	<b>383.40K</b>	<b>5.97M</b>	<b>4.94M</b>	<b>418.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$155,475</b>		<b>\$76,680</b>	<b>\$124,321</b>	<b>\$274,313</b>	<b>\$209,450</b>

# November 2020



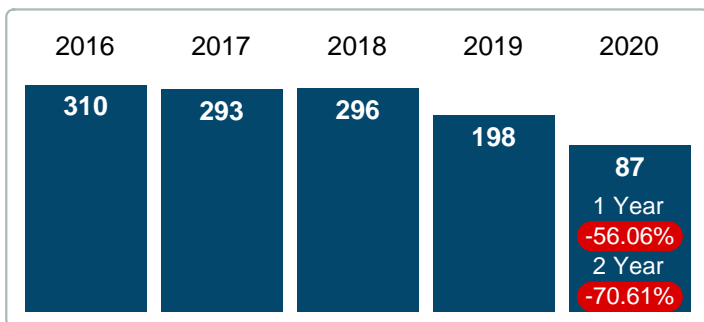
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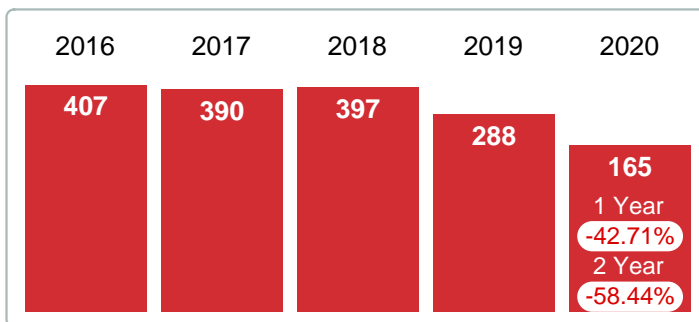
## ACTIVE INVENTORY

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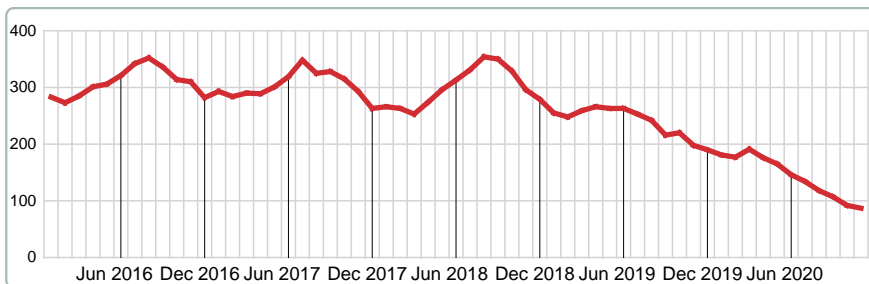
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

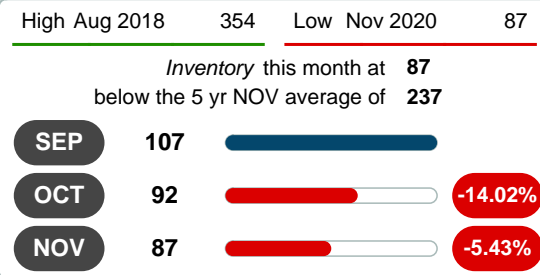


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 237



### 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	4.60%	22.0	1	3	0	0
\$25,001 - \$75,000	15	17.24%	62.6	4	7	4	0
\$75,001 - \$100,000	11	12.64%	97.2	2	9	0	0
\$100,001 - \$175,000	24	27.59%	49.6	0	17	6	1
\$175,001 - \$250,000	13	14.94%	87.5	2	8	3	0
\$250,001 - \$350,000	9	10.34%	39.2	0	1	7	1
\$350,001 and up	11	12.64%	81.5	0	2	6	3
<b>Total Active Inventory by Units</b>	<b>87</b>			<b>9</b>	<b>47</b>	<b>26</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>15,878,788</b>	<b>100%</b>	<b>65.2</b>	<b>784.90K</b>	<b>6.35M</b>	<b>6.75M</b>	<b>1.99M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$182,515</b>			<b>\$87,211</b>	<b>\$135,208</b>	<b>\$259,703</b>	<b>\$397,360</b>

# November 2020



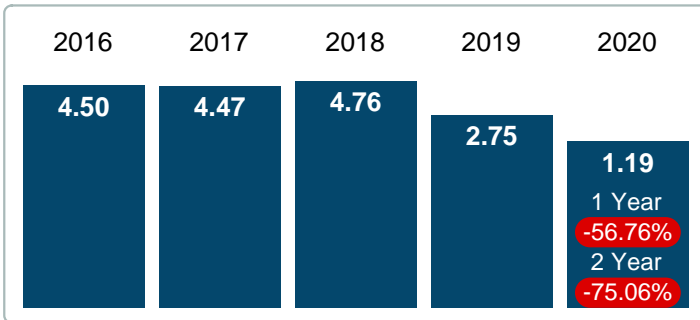
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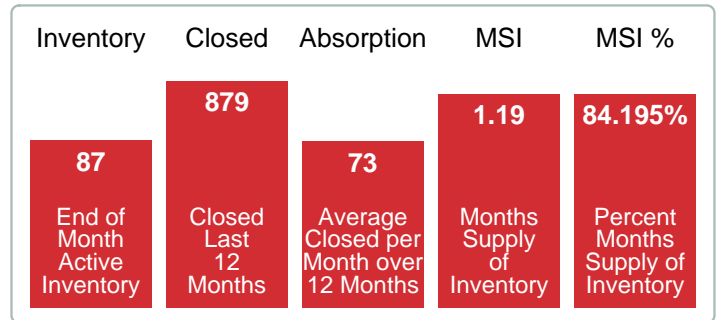
## MONTHS SUPPLY of INVENTORY (MSI)

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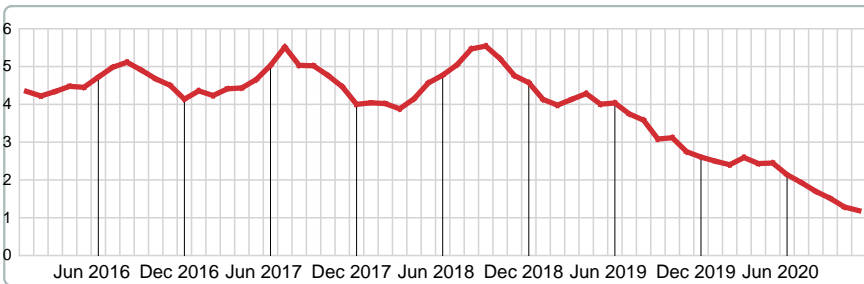
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

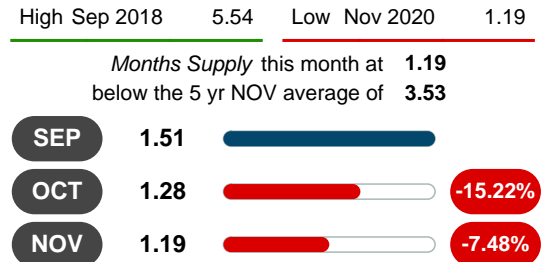


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.53



### 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
\$40,000 and less	6	6.90%	1.11	0.83	1.06	6.00	0.00
\$40,001 - \$70,000	12	13.79%	1.37	0.84	1.26	7.20	0.00
\$70,001 - \$110,000	13	14.94%	0.89	0.96	1.01	0.00	0.00
\$110,001 - \$180,000	23	26.44%	1.02	0.00	1.03	1.09	3.00
\$180,001 - \$250,000	13	14.94%	1.08	6.00	1.92	0.43	0.00
\$250,001 - \$360,000	10	11.49%	1.43	0.00	0.80	1.81	0.86
\$360,001 and up	10	11.49%	3.43	0.00	2.67	3.53	4.50
Market Supply of Inventory (MSI)			1.19	0.92	1.17	1.27	1.76
Total Active Inventory by Units		100%	1.19	9	47	26	5

# November 2020



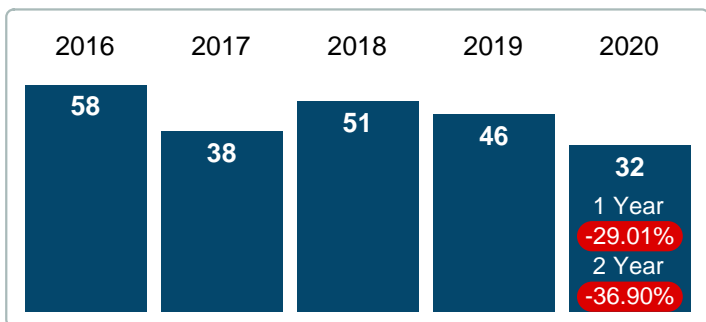
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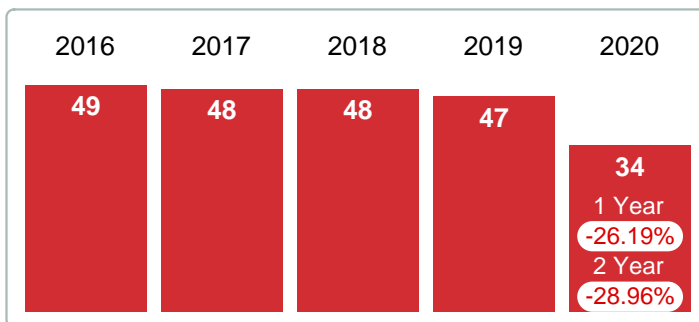
## AVERAGE DAYS ON MARKET TO SALE

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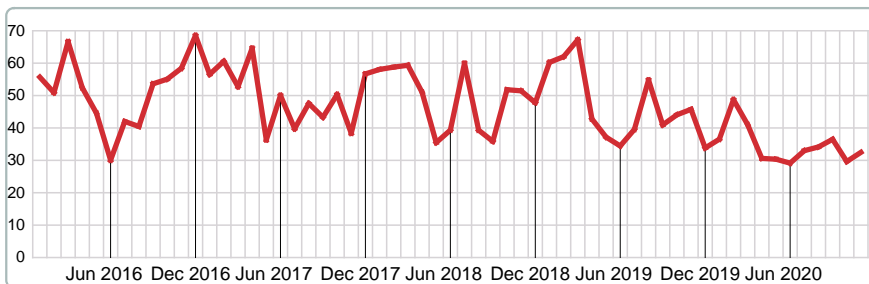
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45

High Dec 2016 69 Low Jun 2020 29

Average Days on Market to Sale this month at 32 below the 5 yr NOV average of 45



### 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
\$50,000 and less	8.24%	29	38	23	0	0
\$50,001 - \$75,000	8.24%	110	165	44	142	0
\$75,001 - \$100,000	11.76%	24	16	26	0	0
\$100,001 - \$150,000	23.53%	31	4	18	148	0
\$150,001 - \$200,000	23.53%	23	0	26	1	28
\$200,001 - \$300,000	14.12%	28	0	8	39	0
\$300,001 and up	10.59%	16	0	8	9	42
<b>Average Closed DOM</b>		<b>32</b>	<b>72</b>	<b>22</b>	<b>44</b>	<b>37</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32</b>	<b>9</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>14,963,901</b>	<b>561.85K</b>	<b>7.88M</b>	<b>5.43M</b>	<b>1.09M</b>

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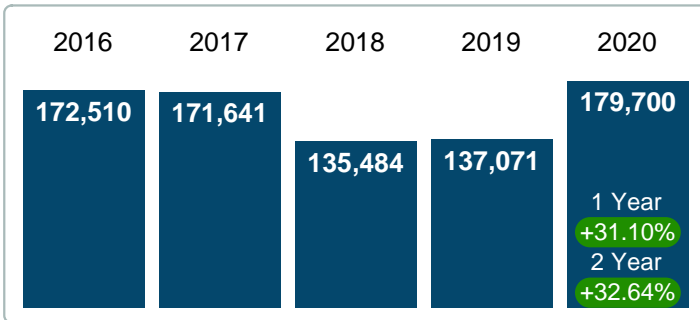
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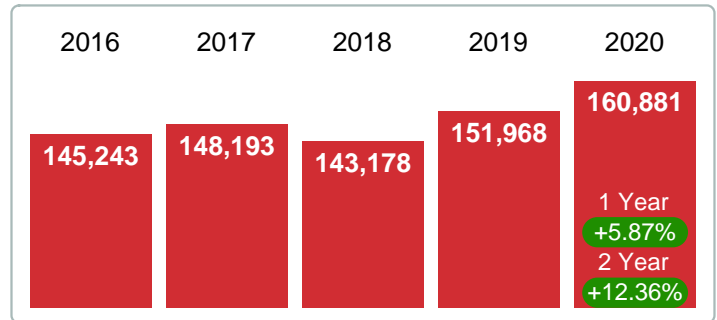
## AVERAGE LIST PRICE AT CLOSING

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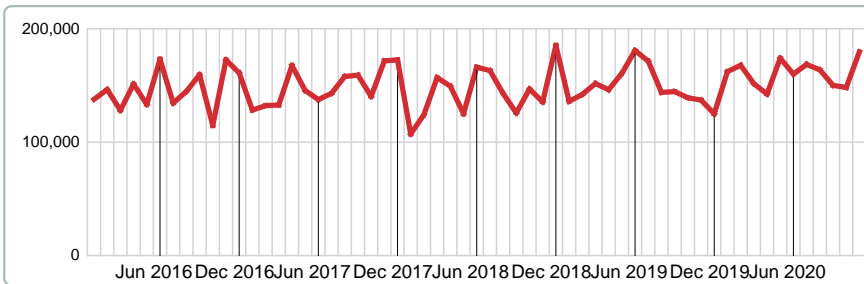
### NOVEMBER



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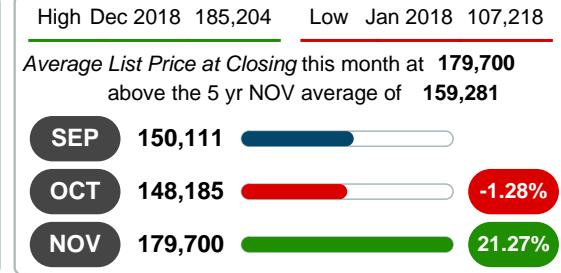


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 159,281



### 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
\$50,000 and less	7	8.24%	32,043	21,833	39,700	0	0
\$50,001 - \$75,000	6	7.06%	61,983	57,967	70,833	64,500	0
\$75,001 - \$100,000	11	12.94%	85,700	92,450	85,788	0	0
\$100,001 - \$150,000	22	25.88%	126,927	123,900	124,612	126,850	0
\$150,001 - \$200,000	18	21.18%	179,472	0	173,181	188,000	184,500
\$200,001 - \$300,000	12	14.12%	246,275	0	257,225	240,800	0
\$300,001 and up	9	10.59%	528,600	0	346,500	698,500	461,950
Average List Price			179,700	60,911	145,733	311,256	369,466
Total Closed Units		100%	179,700	9	55	18	3
Total Closed Volume			15,274,499	548.20K	8.02M	5.60M	1.11M



# November 2020



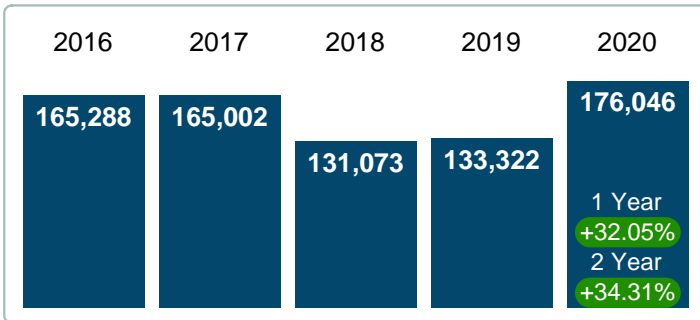
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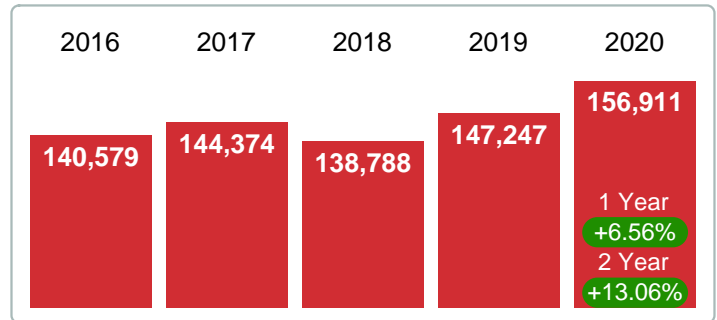
## AVERAGE SOLD PRICE AT CLOSING

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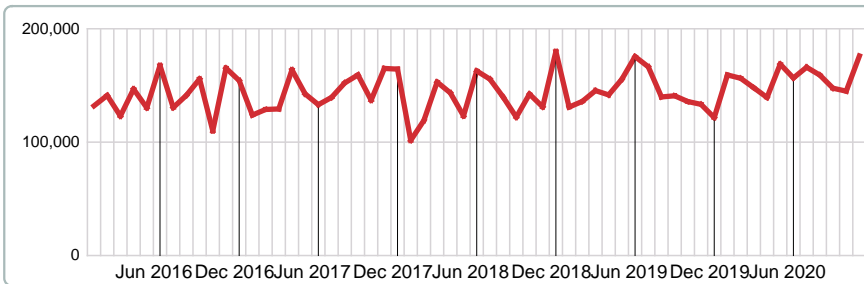
### NOVEMBER



### YEAR TO DATE (YTD)

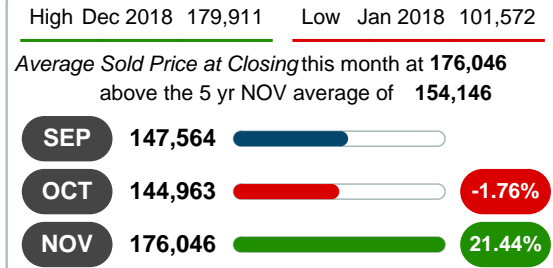


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 154,146



### 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
\$50,000 and less	8.24%	33,629	27,333	38,350	0	0
\$50,001 - \$75,000	8.24%	59,564	54,317	64,667	60,000	0
\$75,001 - \$100,000	11.76%	86,870	96,450	84,475	0	0
\$100,001 - \$150,000	23.53%	123,986	124,000	123,954	124,250	0
\$150,001 - \$200,000	23.53%	174,343	0	170,853	188,000	189,200
\$200,001 - \$300,000	14.12%	246,898	0	253,500	243,598	0
\$300,001 and up	10.59%	501,500	0	334,833	651,250	452,000
<b>Average Sold Price</b>		<b>176,046</b>	<b>62,428</b>	<b>143,319</b>	<b>301,460</b>	<b>364,400</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>176,046</b>	<b>9</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>14,963,901</b>	<b>561.85K</b>	<b>7.88M</b>	<b>5.43M</b>	<b>1.09M</b>

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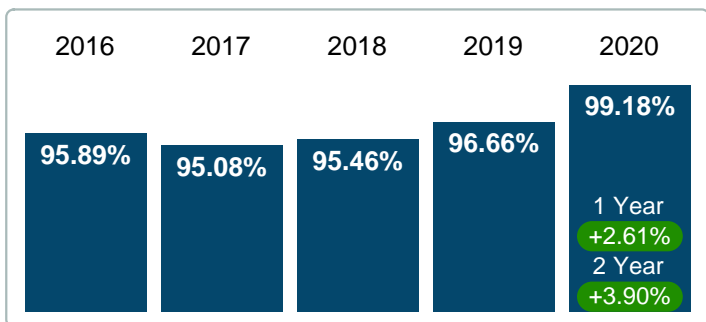
Area Delimited by County Of Washington - Residential Property Type



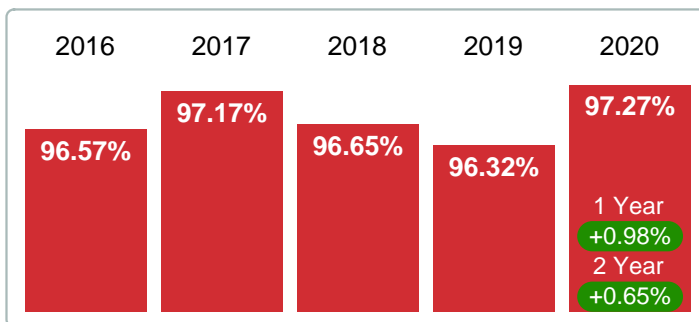
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

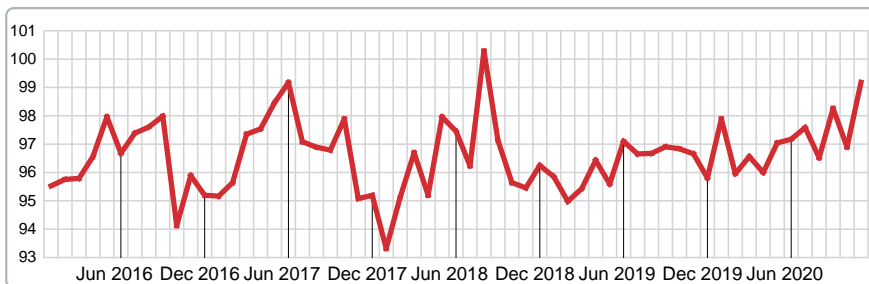
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

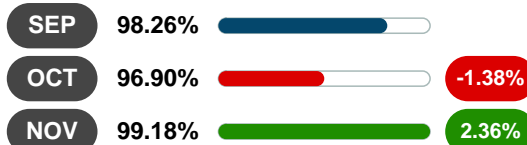


### 3 MONTHS

5 year NOV AVG = 96.45%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **99.18%** above the 5 yr NOV average of **96.45%**



### 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
\$50,000 and less	<div style="width: 8.24%;"></div> 7	8.24%	106.30%	119.77%	96.20%	0.00%	0.00%
\$50,001 - \$75,000	<div style="width: 8.24%;"></div> 7	8.24%	92.67%	93.74%	91.48%	93.02%	0.00%
\$75,001 - \$100,000	<div style="width: 11.76%;"></div> 10	11.76%	99.84%	104.36%	98.71%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 23.53%;"></div> 20	23.53%	99.36%	100.08%	99.50%	97.81%	0.00%
\$150,001 - \$200,000	<div style="width: 23.53%;"></div> 20	23.53%	99.24%	0.00%	98.89%	100.00%	102.55%
\$200,001 - \$300,000	<div style="width: 14.12%;"></div> 12	14.12%	100.24%	0.00%	98.46%	101.13%	0.00%
\$300,001 and up	<div style="width: 10.59%;"></div> 9	10.59%	96.03%	0.00%	96.75%	94.62%	97.76%
<b>Average Sold/List Ratio</b>		<b>99.20%</b>		<b>105.48%</b>	<b>98.31%</b>	<b>98.68%</b>	<b>99.36%</b>
<b>Total Closed Units</b>		<b>85</b>	<b>100%</b>	<b>9</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>14,963,901</b>		<b>561.85K</b>	<b>7.88M</b>	<b>5.43M</b>	<b>1.09M</b>

# November 2020



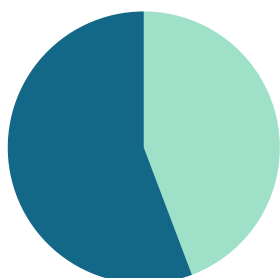
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

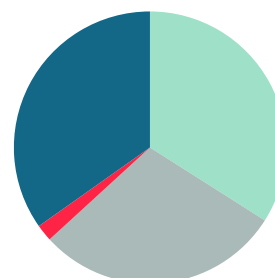


**Inventory**  
 New Listings  
**73 = 44.24%**  
 Start Inventory  
**92**  
 Total Inventory Units  
**165**  
 Volume  
**\$29,443,937**

### Market Activity

Closed Sales  
**85 = 34.00%**  
 Pending Sales  
**73 = 29.20%**  
 Other Off Market  
**5 = 2.00%**  
 Active Inventory  
**87 = 34.80%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	66	85	28.79%	816	820	0.49%
Pending Sales	62	73	17.74%	849	871	2.59%
New Listings	68	73	7.35%	1,150	983	-14.52%
Average List Price	137,071	179,700	31.10%	151,968	160,881	5.87%
Average Sale Price	133,322	176,046	32.05%	147,247	156,911	6.56%
Average Percent of Selling Price to List Price	96.66%	99.18%	2.61%	96.32%	97.27%	0.98%
Average Days on Market to Sale	45.74	32.47	-29.01%	46.53	34.35	-26.19%
Monthly Inventory	198	87	-56.06%	198	87	-56.06%
Months Supply of Inventory	2.75	1.19	-56.76%	2.75	1.19	-56.76%

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

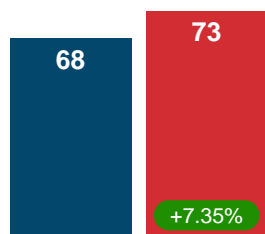
**Inventory** on November 30, 2020 = **87**

**2019** **2020**

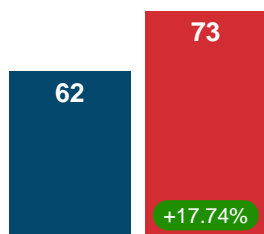
### NOVEMBER MARKET

### AVERAGE PRICES

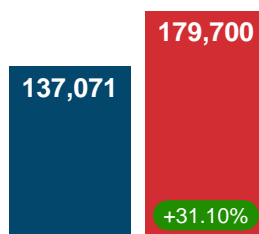
#### New Listings



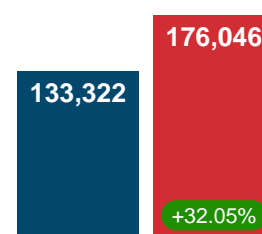
#### Pending Listings



#### List Price



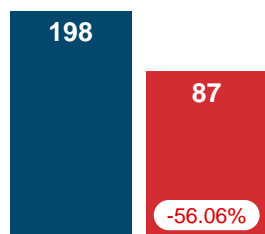
#### Sale Price



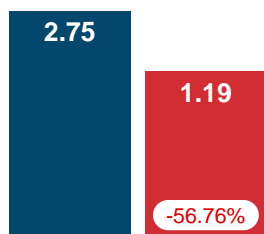
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

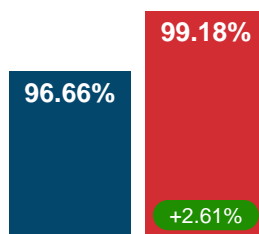
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

