

November 2020



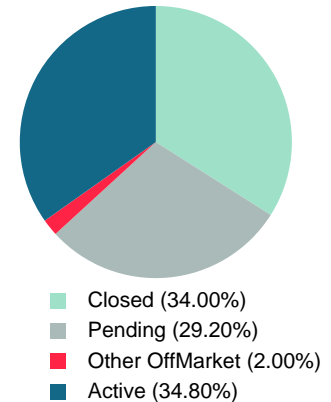
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	66	85	28.79%
Pending Listings	62	73	17.74%
New Listings	68	73	7.35%
Median List Price	119,250	144,000	20.75%
Median Sale Price	116,250	145,900	25.51%
Median Percent of Selling Price to List Price	97.73%	100.00%	2.32%
Median Days on Market to Sale	29.50	7.00	-76.27%
End of Month Inventory	198	87	-56.06%
Months Supply of Inventory	2.75	1.19	-56.76%



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.

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 **25.51%** in November 2020 to \$145,900 versus the previous year at \$116,250.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 22.50 days or **76.27%** in November 2020 compared to last year's same month at **29.50** DOM.

Sales Success for November 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 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

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 2020



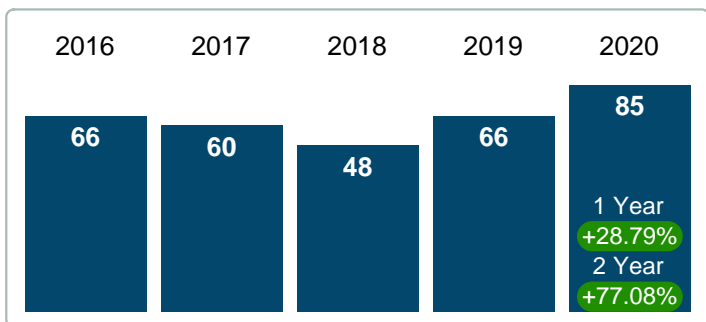
Area Delimited by County Of Washington - Residential Property Type



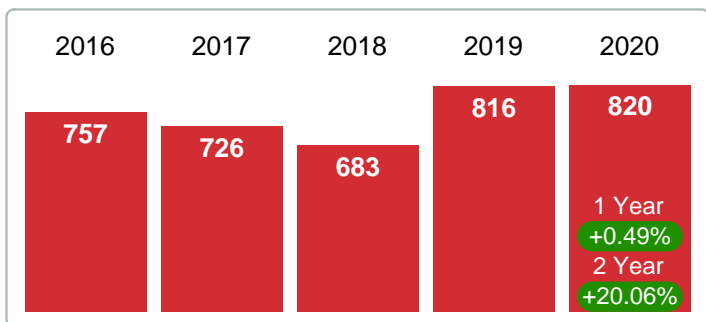
CLOSED LISTINGS

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

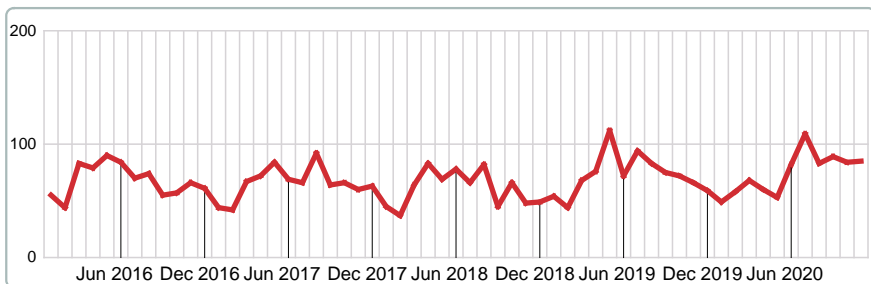
NOVEMBER



YEAR TO DATE (YTD)

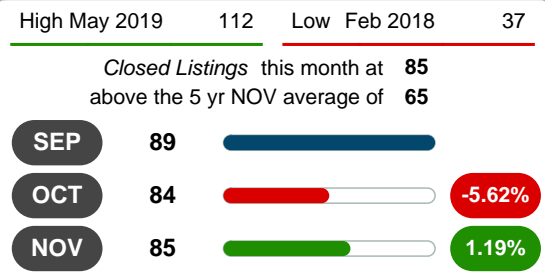


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.24%	9.0	3	4	0	0
\$50,001 - \$80,000	11	12.94%	37.0	3	7	1	0
\$80,001 - \$120,000	14	16.47%	9.0	2	11	1	0
\$120,001 - \$170,000	22	25.88%	4.0	1	20	1	0
\$170,001 - \$220,000	11	12.94%	3.0	0	6	4	1
\$220,001 - \$310,000	12	14.12%	4.5	0	4	8	0
\$310,001 and up	8	9.41%	6.0	0	3	3	2
Total Closed Units	85			9	55	18	3
Total Closed Volume	14,963,901	100%	7.0	561.85K	7.88M	5.43M	1.09M
Median Closed Price	\$145,900			\$53,000	\$134,900	\$234,441	\$425,000

November 2020



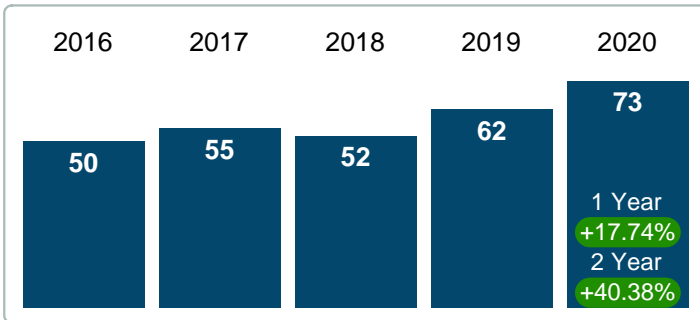
Area Delimited by County Of Washington - Residential Property Type



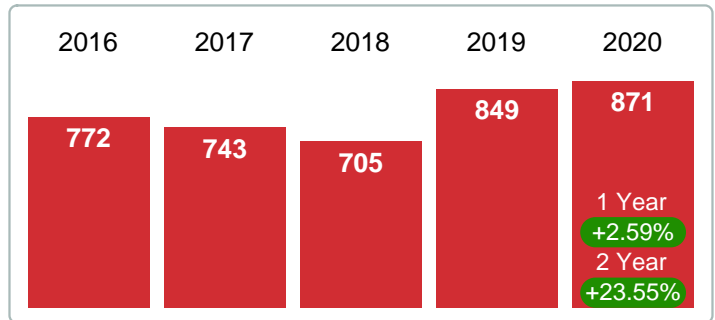
PENDING LISTINGS

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

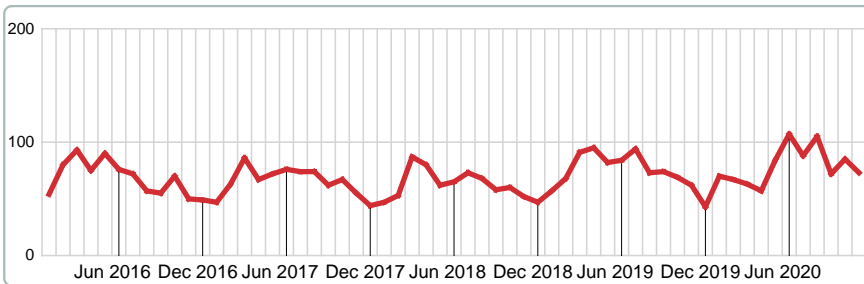
NOVEMBER



YEAR TO DATE (YTD)

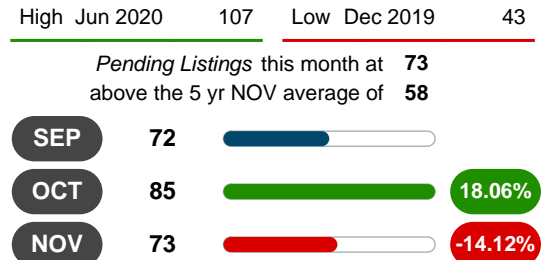


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 58



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	7	9.59%	19.0	2	5	0	0
\$50,001 - \$70,000	6	8.22%	35.0	3	3	0	0
\$70,001 - \$110,000	12	16.44%	4.5	0	12	0	0
\$110,001 - \$180,000	18	24.66%	13.5	0	15	2	1
\$180,001 - \$230,000	13	17.81%	20.0	0	3	8	2
\$230,001 - \$320,000	9	12.33%	4.0	0	2	5	2
\$320,001 and up	8	10.96%	20.0	0	4	4	0
Total Pending Units	73			5	44	19	5
Total Pending Volume	12,807,949	100%	8.0	270.80K	6.27M	5.18M	1.09M
Median Listing Price	\$145,000			\$57,500	\$114,200	\$230,000	\$230,000

November 2020



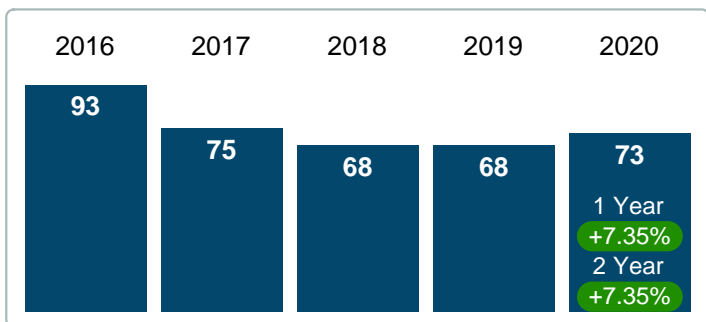
Area Delimited by County Of Washington - Residential Property Type



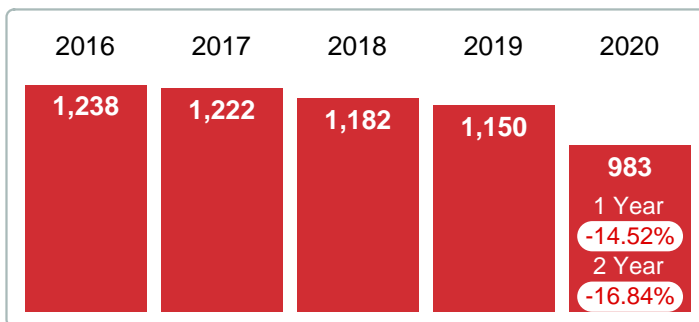
NEW LISTINGS

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

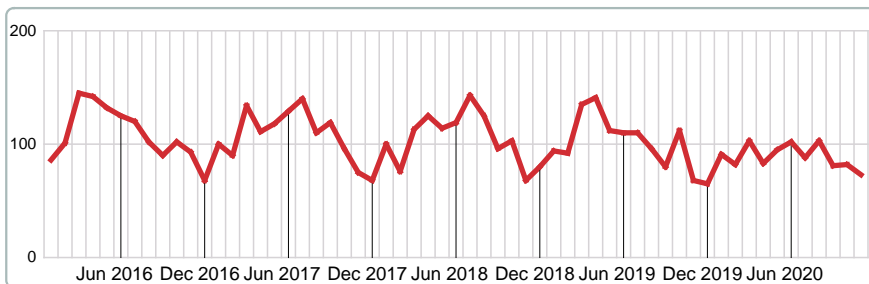
NOVEMBER



YEAR TO DATE (YTD)

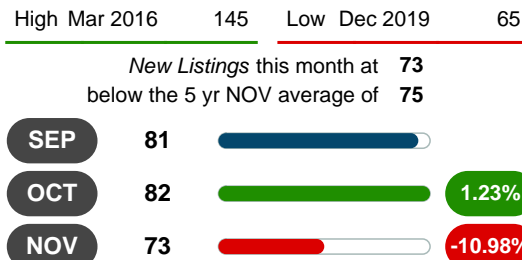


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 75



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	6.85%	2	3	0	0
\$40,001 - \$70,000	10	13.70%	2	7	1	0
\$70,001 - \$90,000	12	16.44%	0	12	0	0
\$90,001 - \$150,000	18	24.66%	0	16	2	0
\$150,001 - \$230,000	9	12.33%	1	3	4	1
\$230,001 - \$320,000	12	16.44%	0	5	6	1
\$320,001 and up	7	9.59%	0	2	5	0
Total New Listed Units	73		5	48	18	2
Total New Listed Volume	11,707,340	100%	383.40K	5.97M	4.94M	418.90K
Median New Listed Listing Price	\$134,900		\$66,000	\$106,750	\$277,450	\$209,450

November 2020



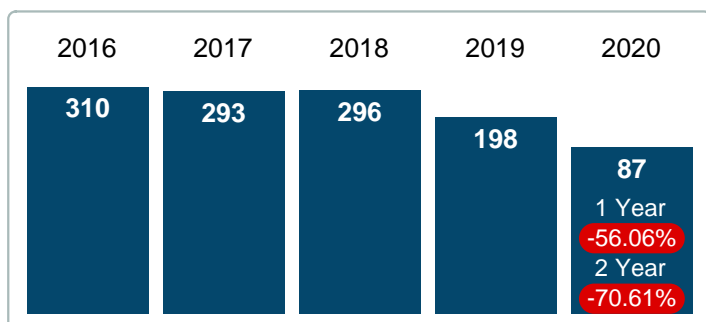
Area Delimited by County Of Washington - Residential Property Type



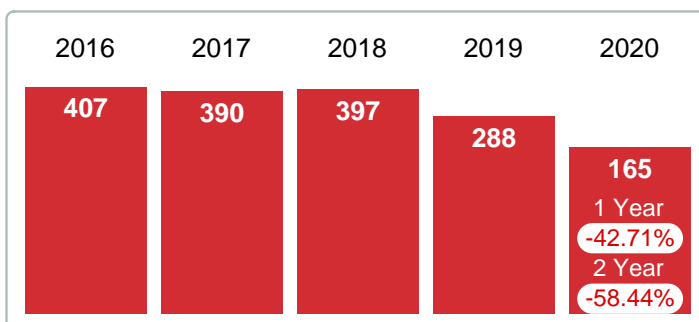
ACTIVE INVENTORY

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

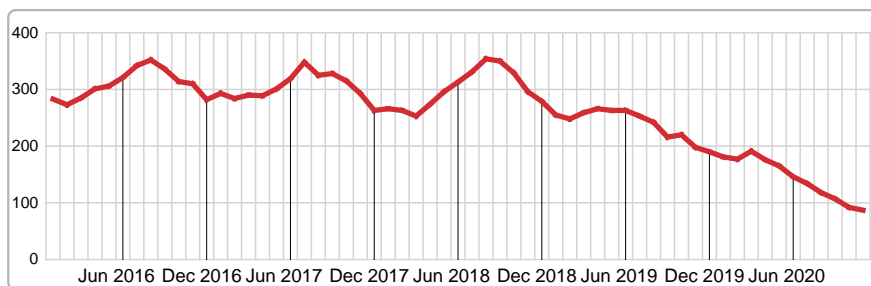
END OF NOVEMBER



ACTIVE DURING NOVEMBER

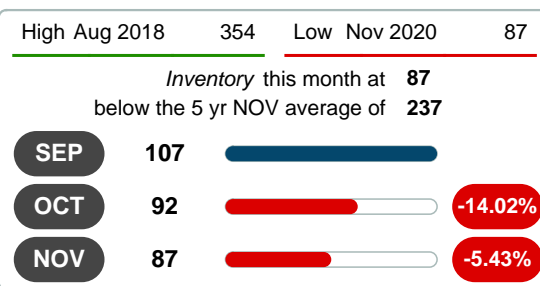


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 237



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	6.90%	17.5	2	3	1	0
\$40,001 - \$70,000	12	13.79%	51.0	3	6	3	0
\$70,001 - \$110,000	13	14.94%	55.0	2	11	0	0
\$110,001 - \$180,000	23	26.44%	41.0	0	16	6	1
\$180,001 - \$250,000	13	14.94%	56.0	2	8	3	0
\$250,001 - \$360,000	10	11.49%	42.5	0	1	8	1
\$360,001 and up	10	11.49%	89.5	0	2	5	3
Total Active Inventory by Units	87			9	47	26	5
Total Active Inventory by Volume	15,878,788	100%	52.0	784.90K	6.35M	6.75M	1.99M
Median Active Inventory Listing Price	\$138,000			\$69,900	\$122,500	\$247,450	\$373,000

November 2020



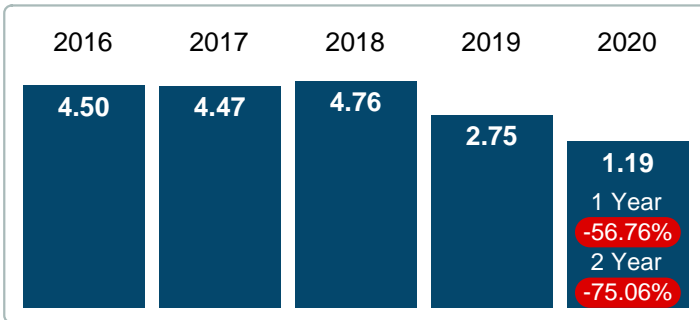
Area Delimited by County Of Washington - Residential Property Type



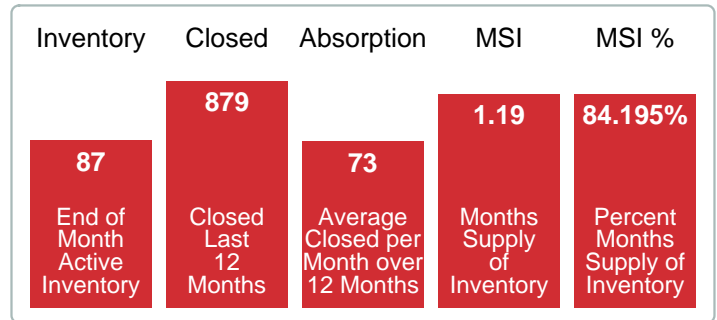
MONTHS SUPPLY of INVENTORY (MSI)

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

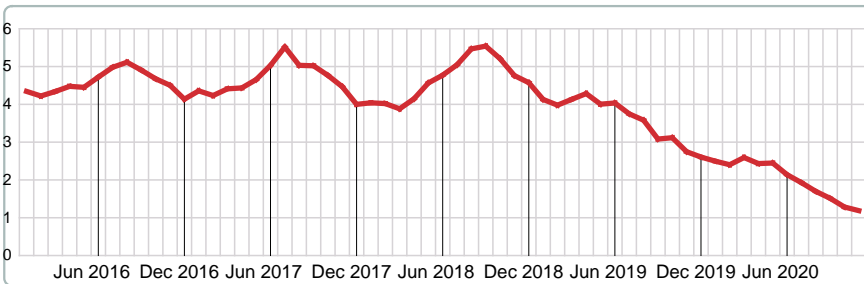
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

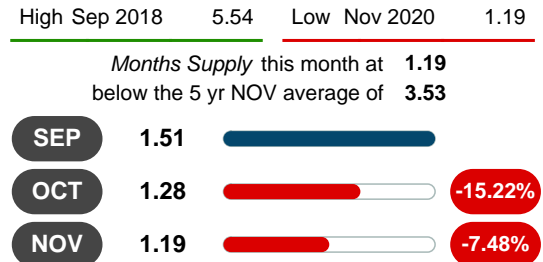


5 YEAR MARKET ACTIVITY TRENDS



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



Area Delimited by County Of Washington - Residential Property Type

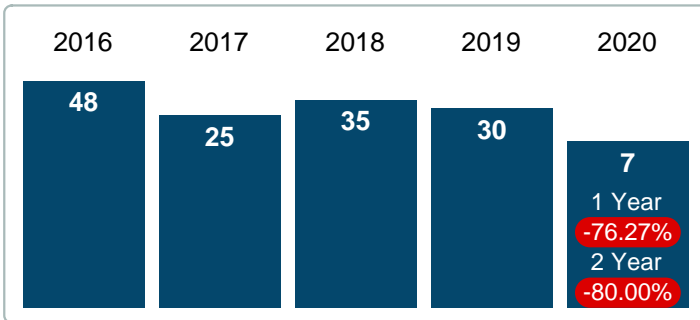


November 2020

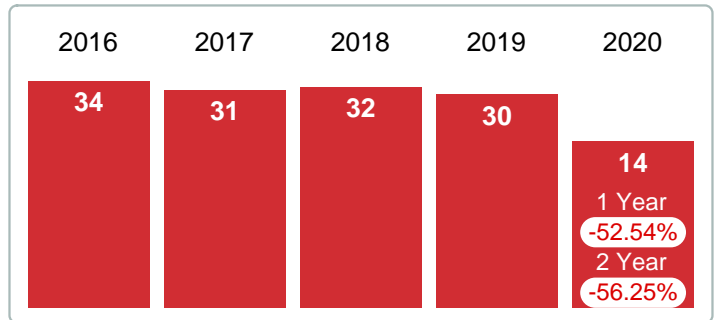
MEDIAN DAYS ON MARKET TO SALE

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

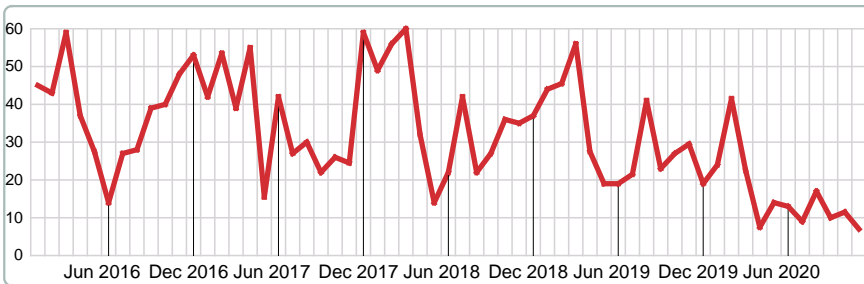
NOVEMBER



YEAR TO DATE (YTD)

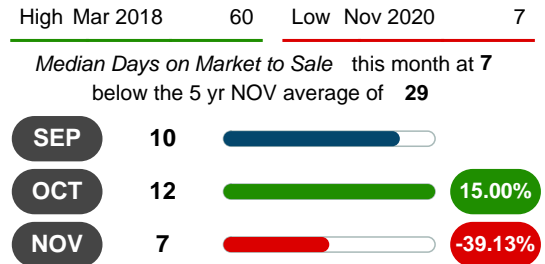


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29



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
\$50,000 and less	8.24%	9	9	9	0	0
\$50,001 - \$80,000	12.94%	37	148	26	142	0
\$80,001 - \$120,000	16.47%	9	16	11	7	0
\$120,001 - \$170,000	25.88%	4	4	4	289	0
\$170,001 - \$220,000	12.94%	3	0	11	1	28
\$220,001 - \$310,000	14.12%	5	0	3	5	0
\$310,001 and up	9.41%	6	0	3	7	42
Median Closed DOM		7				
Total Closed Units		85				
Total Closed Volume		14,963,901				
			7.0			
			31	7	5	28
			9	55	18	3
			561.85K	7.88M	5.43M	1.09M

November 2020



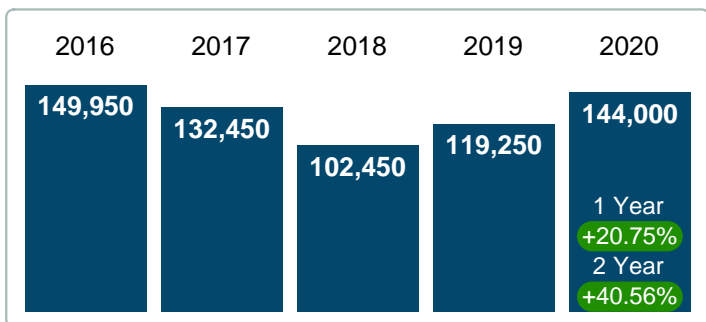
Area Delimited by County Of Washington - Residential Property Type



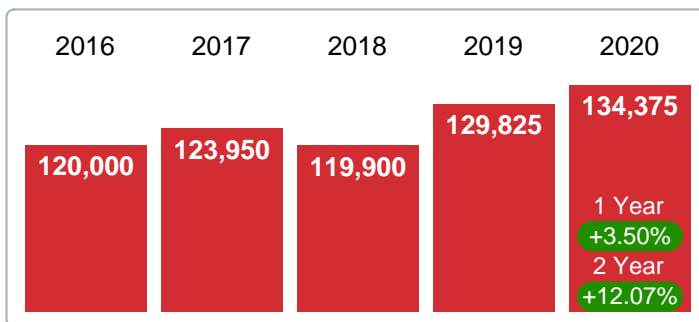
MEDIAN LIST PRICE AT CLOSING

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

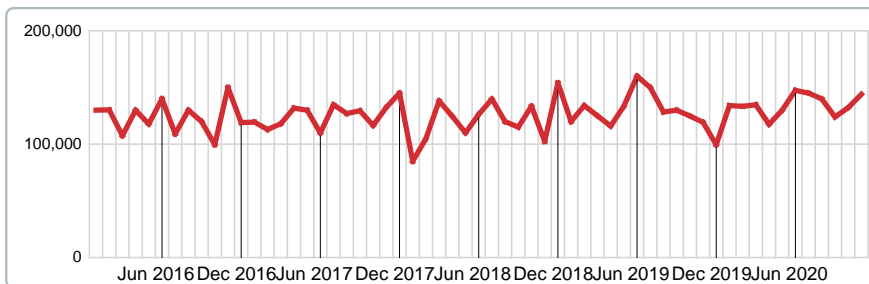
NOVEMBER



YEAR TO DATE (YTD)

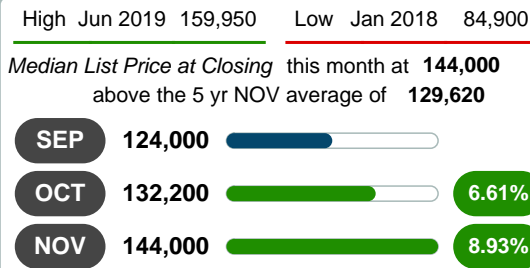


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 129,620



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
\$50,000 and less	8.24%	26,500	21,000	42,950	0	0
\$50,001 - \$80,000	12.94%	74,500	57,500	79,000	64,500	0
\$80,001 - \$120,000	16.47%	106,000	92,450	107,500	118,700	0
\$120,001 - \$170,000	21.18%	136,450	123,900	140,950	135,000	0
\$170,001 - \$220,000	17.65%	184,500	0	181,750	192,000	184,500
\$220,001 - \$310,000	14.12%	249,450	0	254,950	244,500	0
\$310,001 and up	9.41%	419,950	0	339,500	789,000	461,950
Median List Price		144,000	57,500	134,900	236,250	444,899
Total Closed Units	100%	144,000	9	55	18	3
Total Closed Volume		15,274,499	548.20K	8.02M	5.60M	1.11M

November 2020



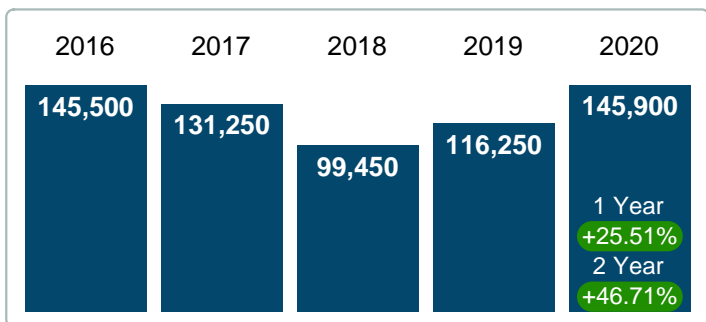
Area Delimited by County Of Washington - Residential Property Type



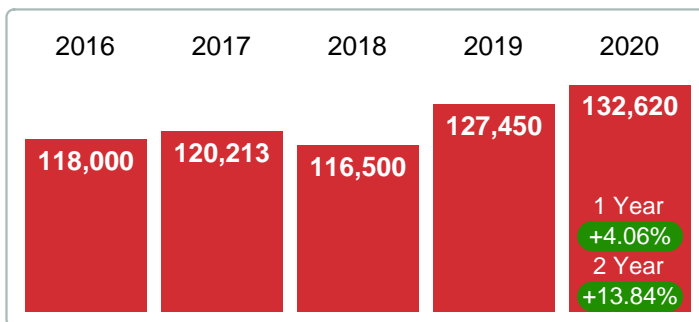
MEDIAN SOLD PRICE AT CLOSING

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

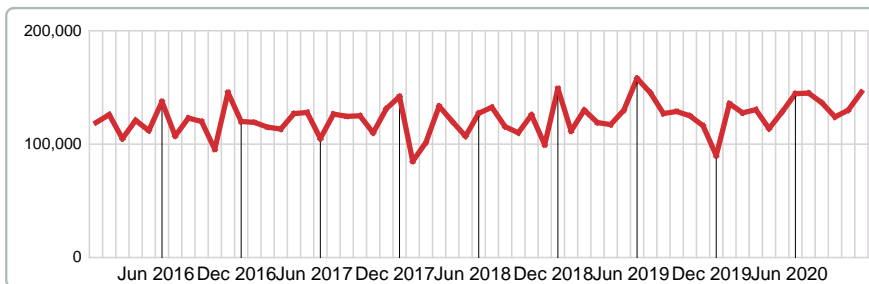
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

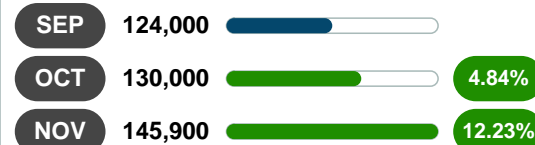


3 MONTHS

5 year NOV AVG = 127,670

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

Median Sold Price at Closing this month at **145,900** above the 5 yr NOV average of **127,670**



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
\$50,000 and less	8.24%	41,000	18,000	41,000	0	0
\$50,001 - \$80,000	12.94%	69,000	53,000	75,500	60,000	0
\$80,001 - \$120,000	16.47%	104,750	96,450	105,000	113,500	0
\$120,001 - \$170,000	25.88%	147,950	124,000	150,650	135,000	0
\$170,001 - \$220,000	12.94%	187,000	0	183,500	192,000	189,200
\$220,001 - \$310,000	14.12%	251,500	0	250,000	251,500	0
\$310,001 and up	9.41%	400,000	0	339,500	720,000	452,000
Median Sold Price		145,900	53,000	134,900	234,441	425,000
Total Closed Units	100%	85	9	55	18	3
Total Closed Volume		14,963,901	561.85K	7.88M	5.43M	1.09M

November 2020



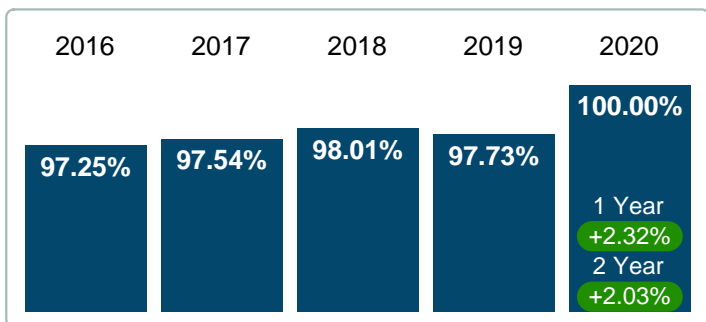
Area Delimited by County Of Washington - Residential Property Type



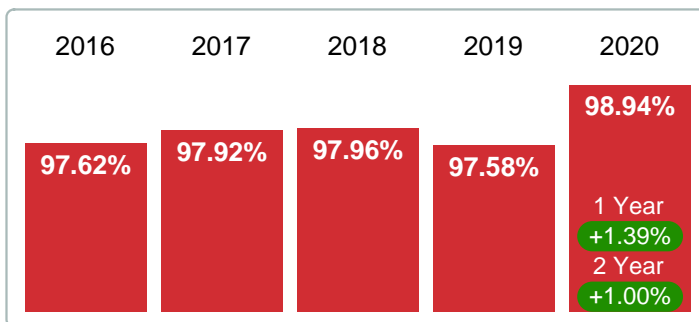
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

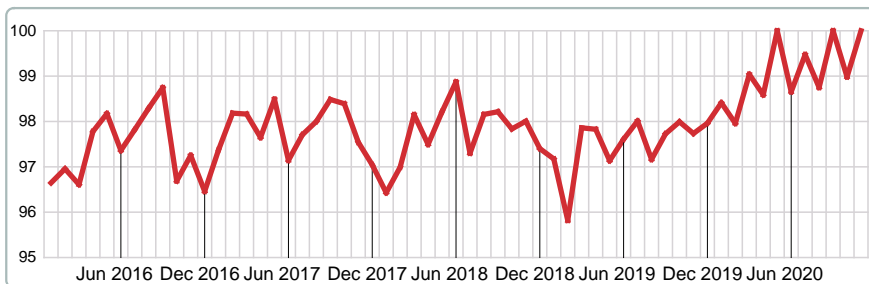
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

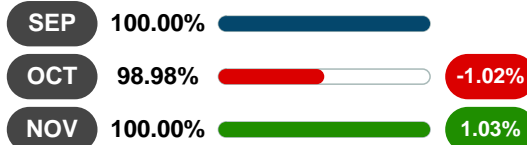


3 MONTHS

5 year NOV AVG = 98.11%

High Nov 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **98.11%**



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	
\$50,000 and less	7	8.24%	100.00%	100.00%	96.74%	0.00%	0.00%	
\$50,001 - \$80,000	11	12.94%	93.80%	93.80%	94.12%	93.02%	0.00%	
\$80,001 - \$120,000	14	16.47%	100.00%	104.36%	100.00%	95.62%	0.00%	
\$120,001 - \$170,000	22	25.88%	100.00%	100.08%	100.00%	100.00%	0.00%	
\$170,001 - \$220,000	11	12.94%	100.00%	0.00%	98.25%	100.00%	102.55%	
\$220,001 - \$310,000	12	14.12%	99.46%	0.00%	98.91%	99.46%	0.00%	
\$310,001 and up	8	9.41%	95.23%	0.00%	96.92%	92.31%	97.76%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.46%	100.00%	
Total Closed Units		85	100%	100.00%	9	55	18	3
Total Closed Volume		14,963,901			561.85K	7.88M	5.43M	1.09M

November 2020



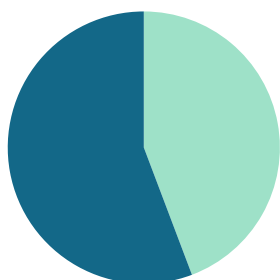
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

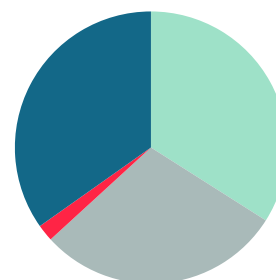


Inventory
 New Listings
73 = 44.24%
 Start Inventory
92
 Total Inventory Units
165
 Volume
\$29,443,937

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%
Median List Price	119,250	144,000	20.75%	129,825	134,375	3.50%
Median Sale Price	116,250	145,900	25.51%	127,450	132,620	4.06%
Median Percent of Selling Price to List Price	97.73%	100.00%	2.32%	97.58%	98.94%	1.39%
Median Days on Market to Sale	29.50	7.00	-76.27%	29.50	14.00	-52.54%
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

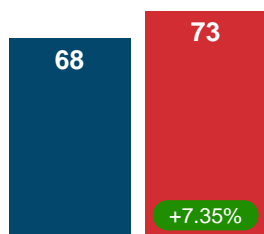
Inventory on November 30, 2020 = **87**

2019 2020

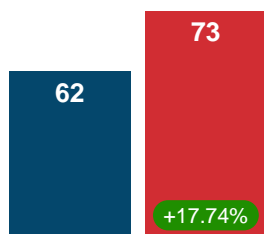
NOVEMBER MARKET

MEDIAN PRICES

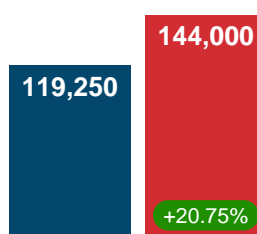
New Listings



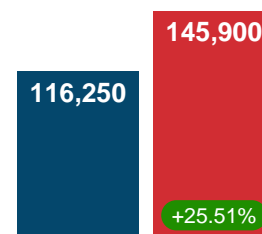
Pending Listings



List Price



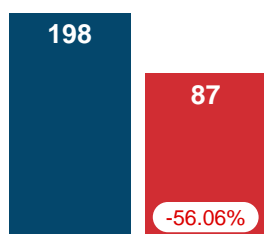
Sale Price



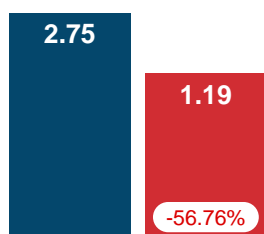
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

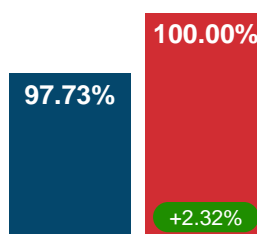
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

