

October 2020



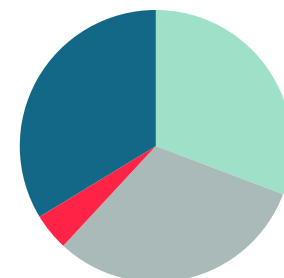
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	72	84	16.67%
Pending Listings	69	85	23.19%
New Listings	112	82	-26.79%
Average List Price	139,194	148,185	6.46%
Average Sale Price	135,804	144,963	6.74%
Average Percent of Selling Price to List Price	96.84%	96.90%	0.06%
Average Days on Market to Sale	44.06	29.63	-32.74%
End of Month Inventory	220	92	-58.18%
Months Supply of Inventory	3.12	1.28	-58.81%



■ Closed (30.77%)
■ Pending (31.14%)
■ Other OffMarket (4.40%)
■ Active (33.70%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of October 31, 2020 = **92**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **58.18%** to 92 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 **1.28** 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 **6.74%** in October 2020 to \$144,963 versus the previous year at \$135,804.

Average Days on Market Shortens

The average number of **29.63** days that homes spent on the market before selling decreased by 14.42 days or **32.74%** in October 2020 compared to last year's same month at **44.06** DOM.

Sales Success for October 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 82 New Listings in October 2020, down **26.79%** from last year at 112. Furthermore, there were 84 Closed Listings this month versus last year at 72, a **16.67%** increase.

Closed versus Listed trends yielded a **102.4%** ratio, up from previous year's, October 2019, at **64.3%**, a **59.35%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

October 2020



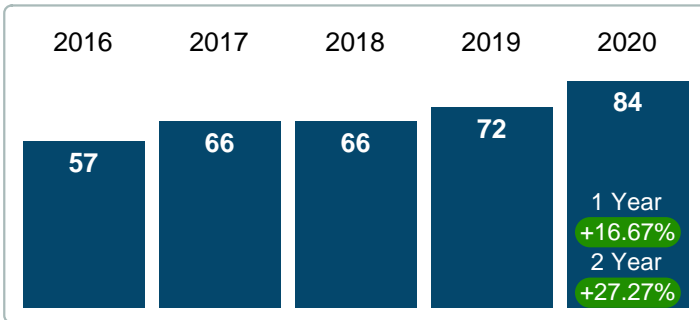
Area Delimited by County Of Washington - Residential Property Type



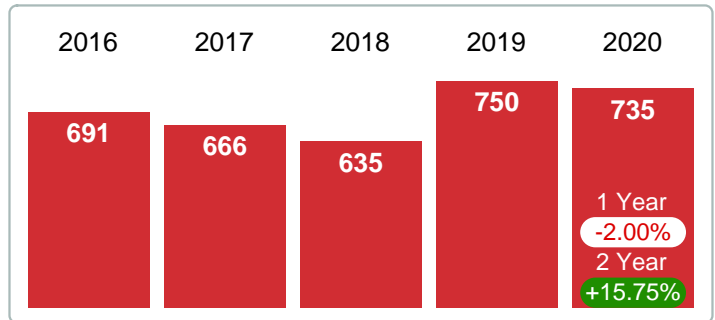
CLOSED LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

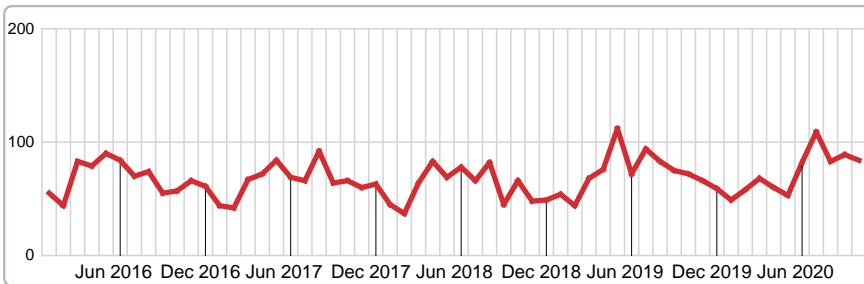
OCTOBER



YEAR TO DATE (YTD)

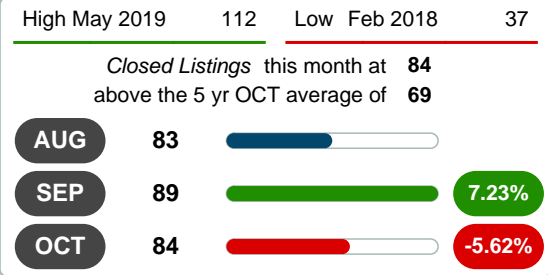


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.33%	86.9	4	3	0	0
\$40,001 - \$70,000	10	11.90%	10.5	3	6	1	0
\$70,001 - \$110,000	15	17.86%	18.9	3	8	4	0
\$110,001 - \$150,000	20	23.81%	16.6	1	18	1	0
\$150,001 - \$200,000	13	15.48%	14.6	0	3	10	0
\$200,001 - \$260,000	10	11.90%	39.6	1	3	4	2
\$260,001 and up	9	10.71%	63.8	1	4	3	1
Total Closed Units	84			13	45	23	3
Total Closed Volume	12,176,882	100%	29.6	1.23M	5.94M	4.26M	742.00K
Average Closed Price	\$144,963			\$94,923	\$132,088	\$185,083	\$247,333

October 2020



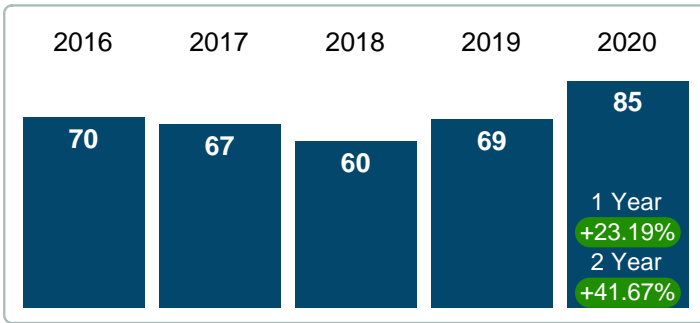
Area Delimited by County Of Washington - Residential Property Type



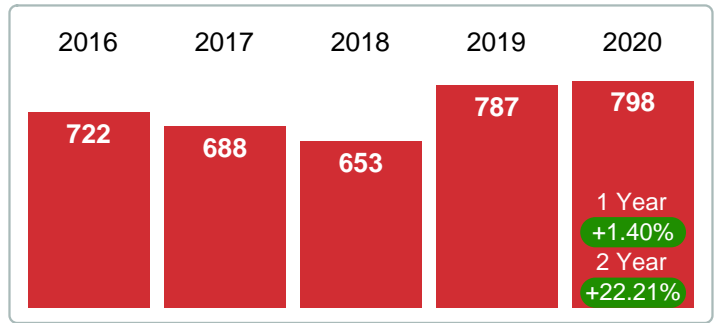
PENDING LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

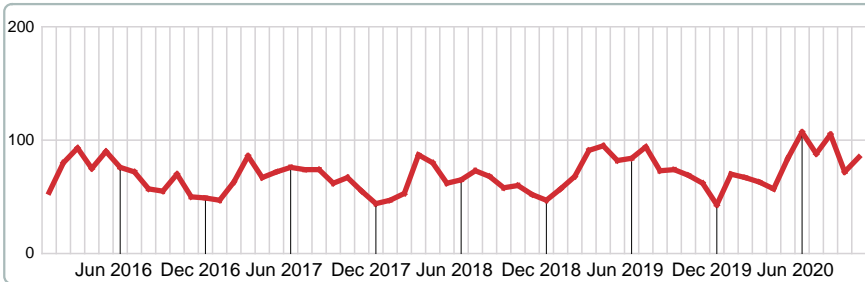
OCTOBER



YEAR TO DATE (YTD)

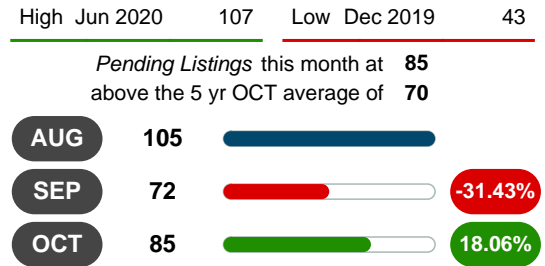


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



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	6	7.06%	63.8	3	3	0	0
\$50,001 - \$75,000	8	9.41%	39.3	3	3	2	0
\$75,001 - \$100,000	17	20.00%	26.4	3	12	2	0
\$100,001 - \$150,000	20	23.53%	36.9	2	17	1	0
\$150,001 - \$175,000	7	8.24%	22.0	0	6	1	0
\$175,001 - \$250,000	16	18.82%	31.4	0	5	11	0
\$250,001 and up	11	12.94%	25.8	0	2	6	3
Total Pending Units	85			11	48	23	3
Total Pending Volume	13,928,508	100%	33.2	758.20K	6.03M	5.63M	1.51M
Average Listing Price	\$163,865			\$68,927	\$125,629	\$244,661	\$504,300

October 2020



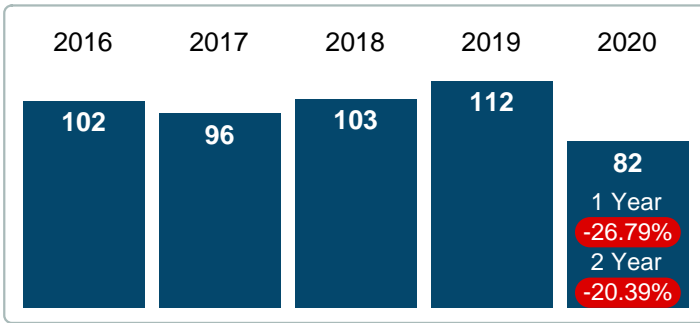
Area Delimited by County Of Washington - Residential Property Type



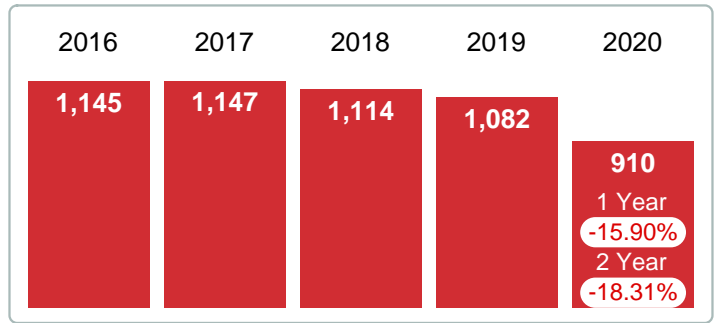
NEW LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

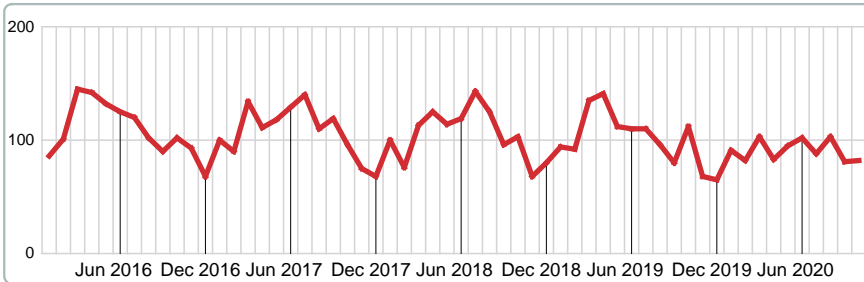
OCTOBER



YEAR TO DATE (YTD)

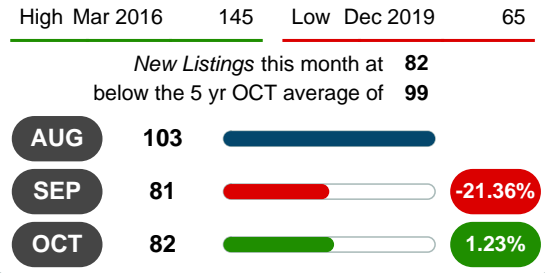


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99



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	7.32%	3	2	1	0
\$50,001 - \$75,000	4	4.88%	1	3	0	0
\$75,001 - \$100,000	12	14.63%	1	11	0	0
\$100,001 - \$175,000	28	34.15%	1	22	4	1
\$175,001 - \$225,000	10	12.20%	0	3	7	0
\$225,001 - \$300,000	13	15.85%	0	3	9	1
\$300,001 and up	9	10.98%	0	3	4	2
Total New Listed Units	82		6	47	25	4
Total New Listed Volume	14,459,208	100%	384.30K	6.83M	5.78M	1.47M
Average New Listed Listing Price	\$172,657		\$64,050	\$145,223	\$231,056	\$368,250

October 2020



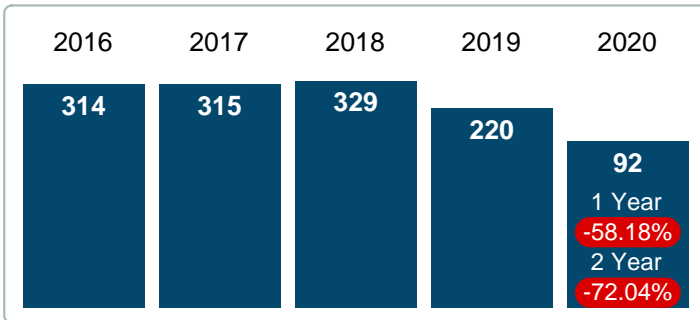
Area Delimited by County Of Washington - Residential Property Type



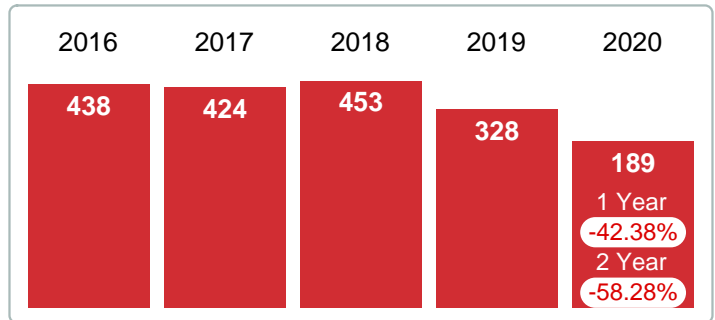
ACTIVE INVENTORY

Report produced on Jul 31, 2023 for MLS Technology Inc.

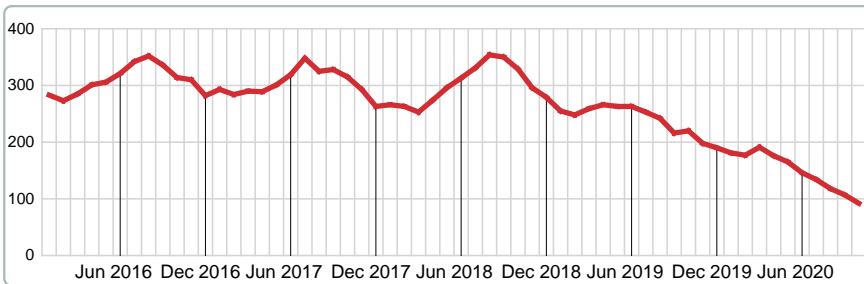
END OF OCTOBER



ACTIVE DURING OCTOBER

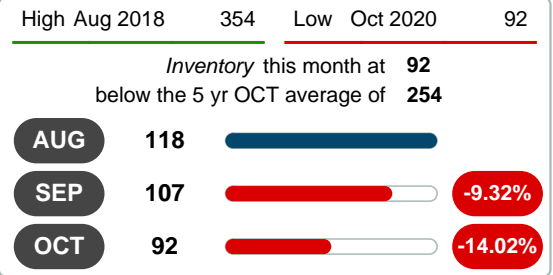


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 254



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.78%	79.8	3	4	2	0
\$50,001 - \$75,000	10	10.87%	92.0	3	6	1	0
\$75,001 - \$100,000	9	9.78%	107.0	2	7	0	0
\$100,001 - \$175,000	24	26.09%	43.1	0	18	5	1
\$175,001 - \$275,000	20	21.74%	73.1	1	7	9	3
\$275,001 - \$350,000	6	6.52%	40.8	0	1	4	1
\$350,001 and up	14	15.22%	65.2	0	4	7	3
Total Active Inventory by Units	92			9	47	28	8
Total Active Inventory by Volume	17,736,597	100%	68.0	672.30K	6.96M	7.45M	2.66M
Average Active Inventory Listing Price	\$192,789			\$74,700	\$148,123	\$265,957	\$331,963

October 2020



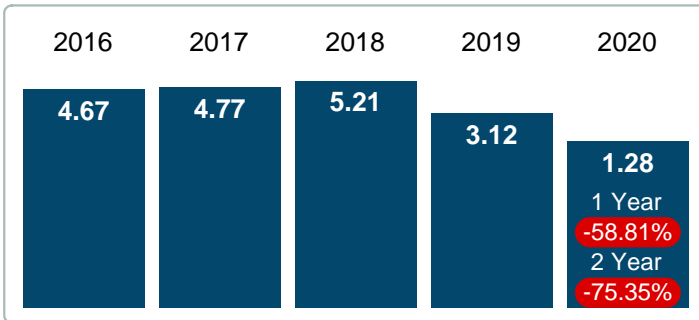
Area Delimited by County Of Washington - Residential Property Type



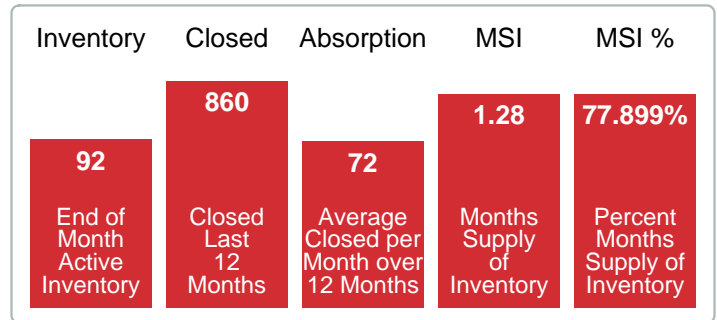
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 31, 2023 for MLS Technology Inc.

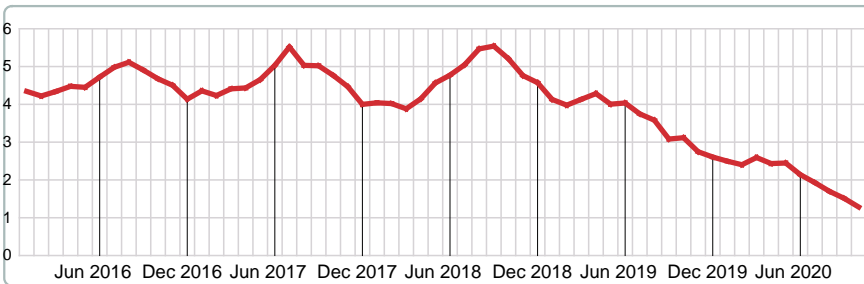
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

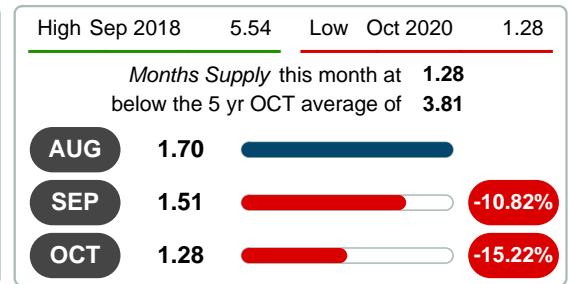


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.81



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
\$50,000 and less	9	9.78%	1.14	0.82	1.00	8.00	0.00
\$50,001 - \$75,000	10	10.87%	1.19	1.16	1.20	1.20	0.00
\$75,001 - \$100,000	9	9.78%	0.95	1.60	1.00	0.00	0.00
\$100,001 - \$175,000	24	26.09%	1.00	0.00	1.05	1.02	2.00
\$175,001 - \$275,000	20	21.74%	1.33	2.00	1.50	1.00	3.60
\$275,001 - \$350,000	6	6.52%	1.53	0.00	2.00	1.66	1.09
\$350,001 and up	14	15.22%	4.67	0.00	4.80	4.42	6.00
Market Supply of Inventory (MSI)			1.28	0.94	1.20	1.39	2.74
Total Active Inventory by Units		100%	1.28	9	47	28	8

October 2020



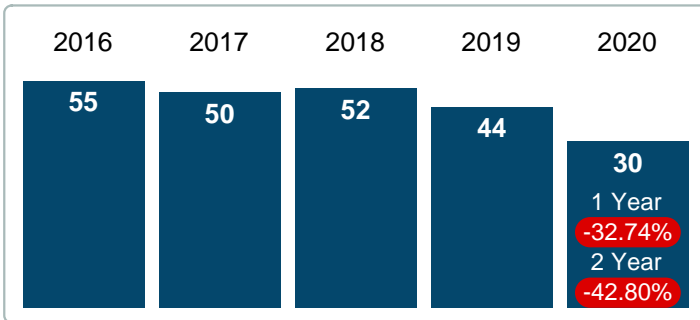
Area Delimited by County Of Washington - Residential Property Type



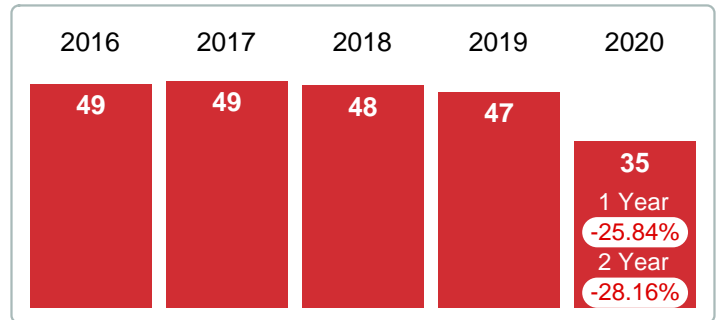
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 31, 2023 for MLS Technology Inc.

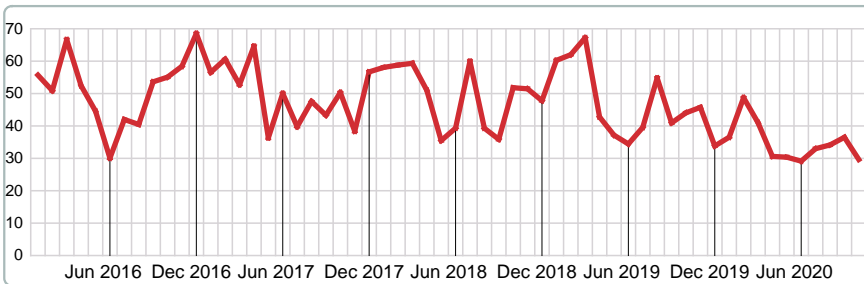
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

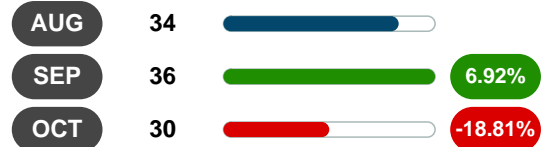


3 MONTHS

5 year OCT AVG = 46

High Dec 2016 69 Low Jun 2020 29

Average Days on Market to Sale this month at 30 below the 5 yr OCT average of 46



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
\$40,000 and less	8.33%	87	80	96	0	0
\$40,001 - \$70,000	11.90%	11	15	10	3	0
\$70,001 - \$110,000	17.86%	19	38	15	13	0
\$110,001 - \$150,000	23.81%	17	32	17	3	0
\$150,001 - \$200,000	15.48%	15	0	26	11	0
\$200,001 - \$260,000	11.90%	40	35	42	27	64
\$260,001 and up	10.71%	64	90	99	29	1
Average Closed DOM		30	49	30	16	43
Total Closed Units	100%	84	13	45	23	3
Total Closed Volume		12,176,882	1.23M	5.94M	4.26M	742.00K

October 2020



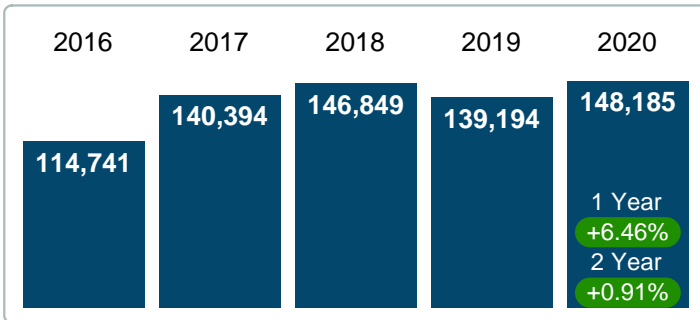
Area Delimited by County Of Washington - Residential Property Type



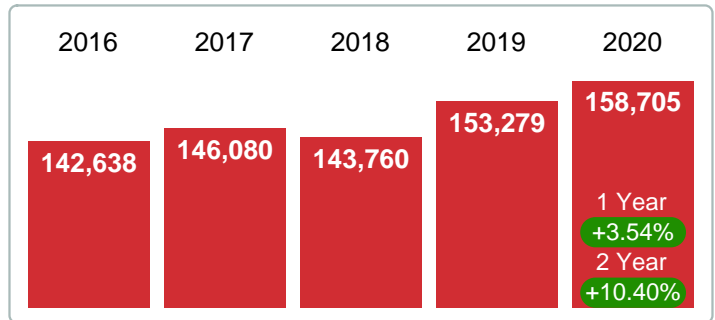
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

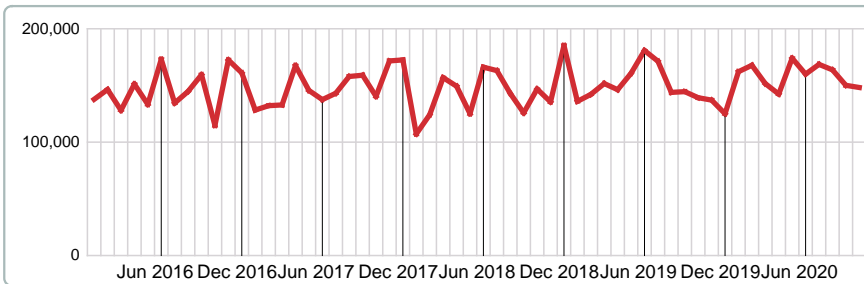
OCTOBER



YEAR TO DATE (YTD)

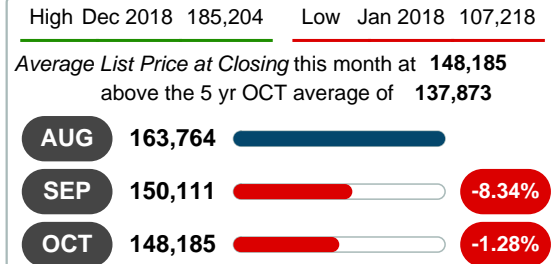


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 137,873



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	
\$40,000 and less	6	7.14%	28,117	27,950	32,967	0	
\$40,001 - \$70,000	10	11.90%	56,080	57,467	59,550	68,000	
\$70,001 - \$110,000	16	19.05%	93,500	92,800	94,275	96,125	
\$110,001 - \$150,000	19	22.62%	129,421	129,900	131,561	120,000	
\$150,001 - \$200,000	12	14.29%	175,342	0	197,167	177,761	
\$200,001 - \$260,000	12	14.29%	223,933	217,000	231,633	224,100	
\$260,001 and up	9	10.71%	330,189	395,000	307,700	348,967	
Average List Price		148,185		100,346	135,460	186,670	251,300
Total Closed Units		84	100%	13	45	23	3
Total Closed Volume		12,447,509		1.30M	6.10M	4.29M	753.90K

October 2020



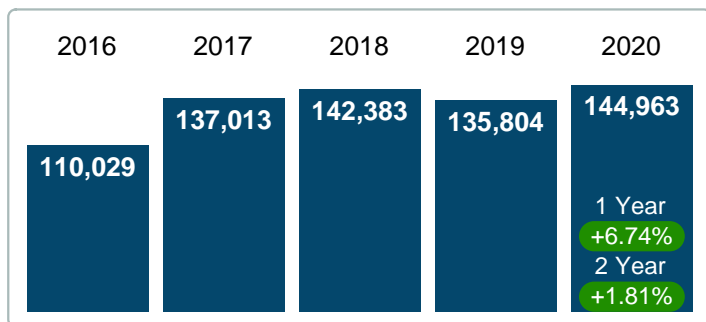
Area Delimited by County Of Washington - Residential Property Type



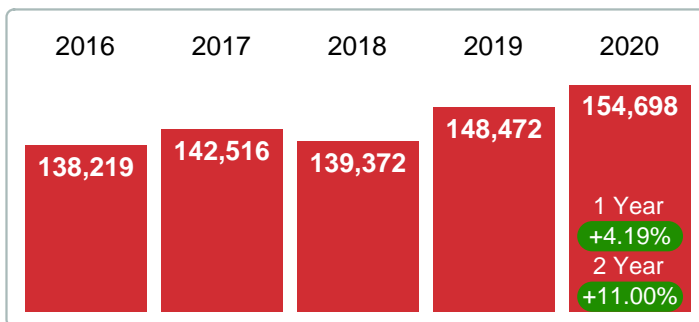
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 31, 2023 for MLS Technology Inc.

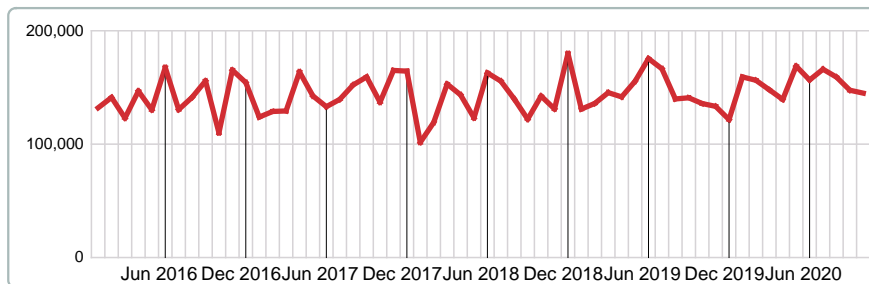
OCTOBER



YEAR TO DATE (YTD)

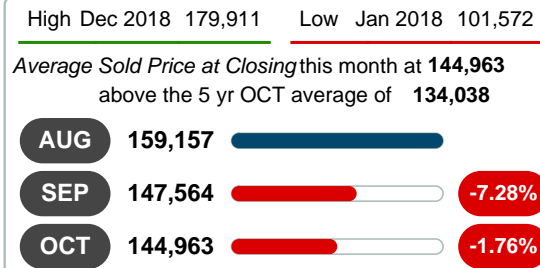


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 134,038



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
\$40,000 and less	8.33%	24,714	22,000	28,333	0	0
\$40,001 - \$70,000	11.90%	58,278	56,833	58,713	60,000	0
\$70,001 - \$110,000	17.86%	92,266	89,000	91,838	95,574	0
\$110,001 - \$150,000	23.81%	129,500	123,500	130,167	123,500	0
\$150,001 - \$200,000	15.48%	179,170	0	185,333	177,321	0
\$200,001 - \$260,000	11.90%	220,390	210,000	219,333	223,475	221,000
\$260,001 and up	10.71%	323,778	375,000	303,750	341,333	300,000
Average Sold Price		144,963	94,923	132,088	185,083	247,333
Total Closed Units	100%	144,963	13	45	23	3
Total Closed Volume		12,176,882	1.23M	5.94M	4.26M	742.00K

October 2020



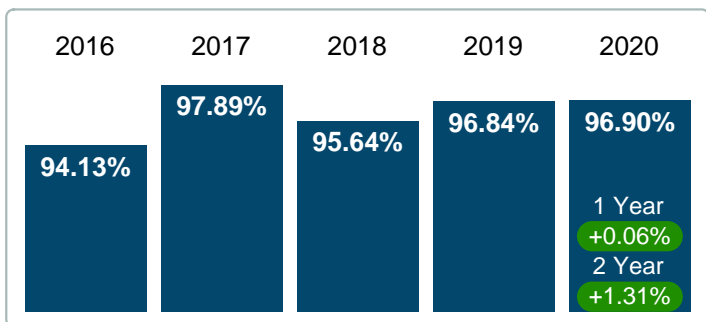
Area Delimited by County Of Washington - Residential Property Type



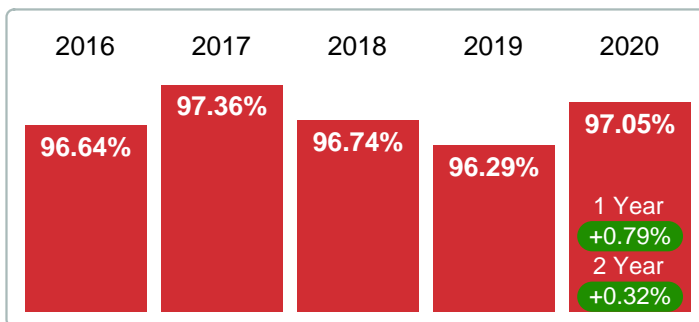
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

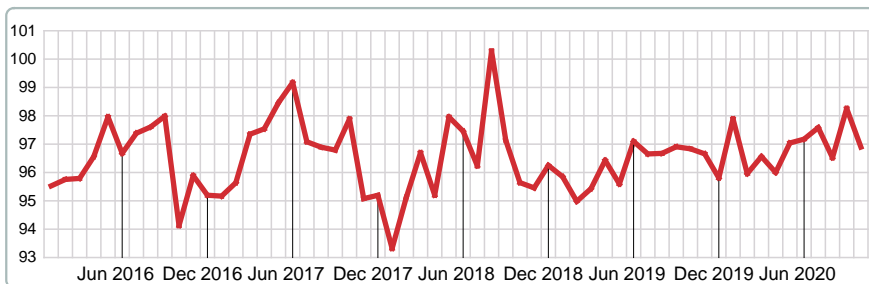
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

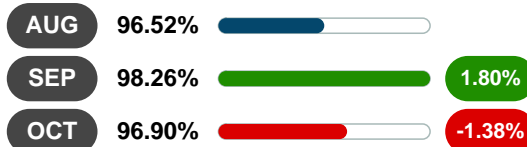


3 MONTHS

5 year OCT AVG = 96.28%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.90%**
above the 5 yr OCT average of **96.28%**



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
\$40,000 and less	7	8.33%	82.13%	78.93%	86.40%	0.00%	0.00%
\$40,001 - \$70,000	10	11.90%	98.03%	98.63%	99.35%	88.24%	0.00%
\$70,001 - \$110,000	15	17.86%	97.69%	96.28%	97.45%	99.22%	0.00%
\$110,001 - \$150,000	20	23.81%	99.04%	95.07%	99.04%	102.92%	0.00%
\$150,001 - \$200,000	13	15.48%	98.56%	0.00%	94.39%	99.81%	0.00%
\$200,001 - \$260,000	10	11.90%	97.43%	96.77%	94.76%	99.71%	97.19%
\$260,001 and up	9	10.71%	98.06%	94.94%	98.44%	97.85%	100.33%
Average Sold/List Ratio		96.90%		91.33%	97.31%	99.07%	98.24%
Total Closed Units		84	100%	13	45	23	3
Total Closed Volume		12,176,882		1.23M	5.94M	4.26M	742.00K

October 2020



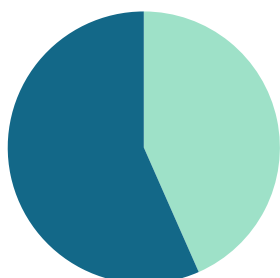
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

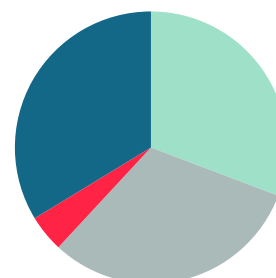


Inventory
 New Listings
82 = 43.39%
 Start Inventory
107
 Total Inventory Units
189
 Volume
\$34,951,194

Market Activity

Closed Sales
84 = 30.77%
 Pending Sales
85 = 31.14%
 Other Off Market
12 = 4.40%
 Active Inventory
92 = 33.70%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	72	84	16.67%	750	735	-2.00%
Pending Sales	69	85	23.19%	787	798	1.40%
New Listings	112	82	-26.79%	1,082	910	-15.90%
Average List Price	139,194	148,185	6.46%	153,279	158,705	3.54%
Average Sale Price	135,804	144,963	6.74%	148,472	154,698	4.19%
Average Percent of Selling Price to List Price	96.84%	96.90%	0.06%	96.29%	97.05%	0.79%
Average Days on Market to Sale	44.06	29.63	-32.74%	46.60	34.56	-25.84%
Monthly Inventory	220	92	-58.18%	220	92	-58.18%
Months Supply of Inventory	3.12	1.28	-58.81%	3.12	1.28	-58.81%

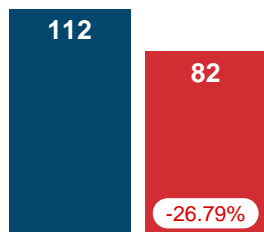
Absorption: Last 12 months, an Average of **72** Sales/Month

Inventory on October 31, 2020 = **92** 2019 2020

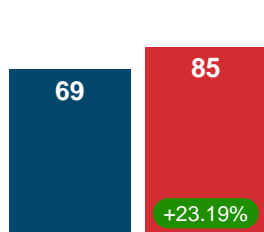
OCTOBER MARKET

AVERAGE PRICES

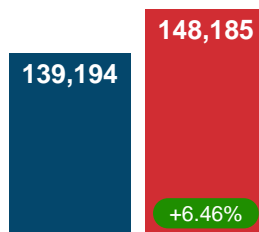
New Listings



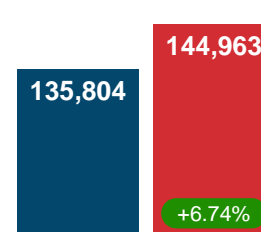
Pending Listings



List Price



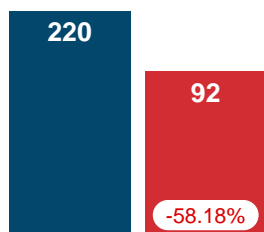
Sale Price



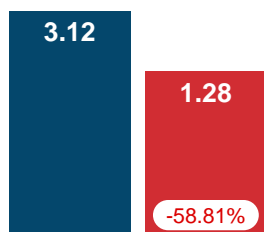
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

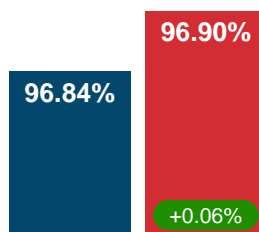
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

