

October 2020



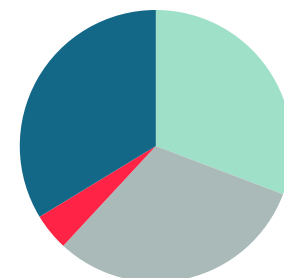
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	124,875	132,200	5.87%
Median Sale Price	125,000	130,000	4.00%
Median Percent of Selling Price to List Price	97.99%	98.98%	1.01%
Median Days on Market to Sale	27.00	11.50	-57.41%
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.

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 **4.00%** in October 2020 to \$130,000 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 15.50 days or **57.41%** in October 2020 compared to last year's same month at **27.00** DOM.

Sales Success for October 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 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.

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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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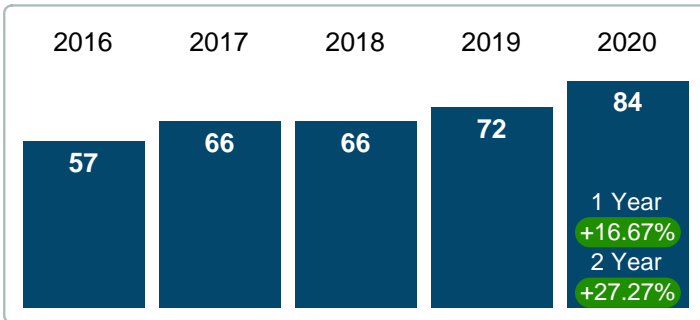
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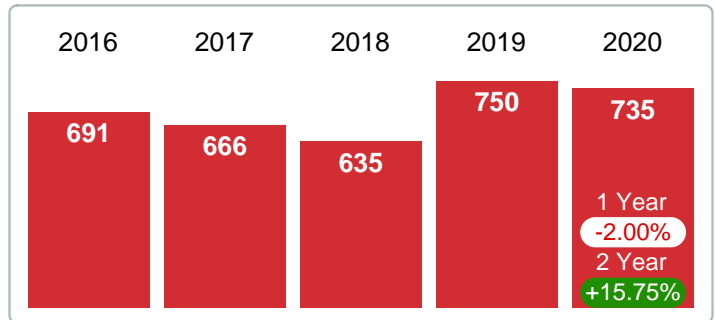
CLOSED LISTINGS

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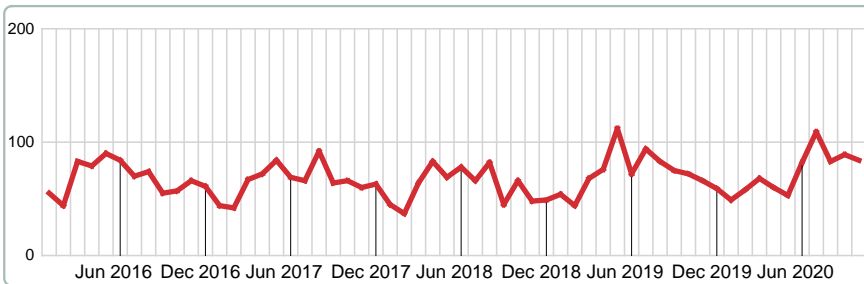
OCTOBER



YEAR TO DATE (YTD)

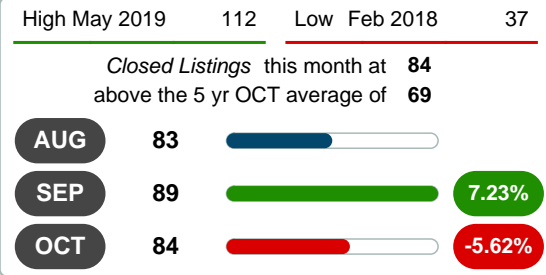


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.33%	79.0	4	3	0	0
\$40,001 - \$70,000	10	11.90%	11.0	3	6	1	0
\$70,001 - \$110,000	15	17.86%	4.0	3	8	4	0
\$110,001 - \$150,000	20	23.81%	3.5	1	18	1	0
\$150,001 - \$200,000	13	15.48%	9.0	0	3	10	0
\$200,001 - \$260,000	10	11.90%	34.0	1	3	4	2
\$260,001 and up	9	10.71%	55.0	1	4	3	1
Total Closed Units	84			13	45	23	3
Total Closed Volume	12,176,882	100%	11.5	1.23M	5.94M	4.26M	742.00K
Median Closed Price	\$130,000			\$66,000	\$120,000	\$179,900	\$225,000

October 2020



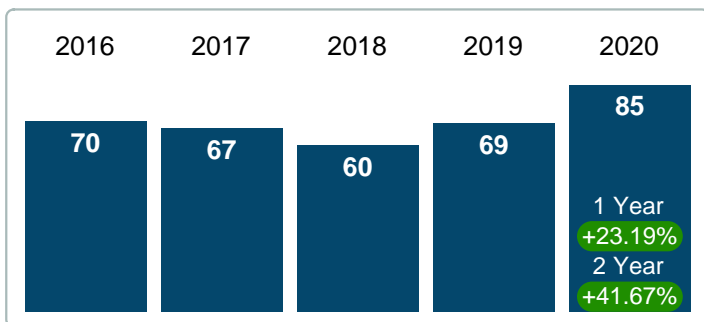
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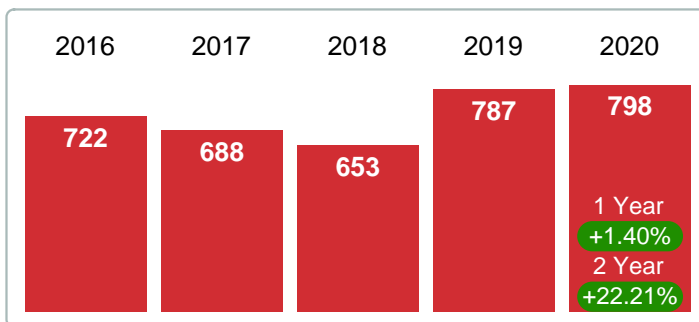
PENDING LISTINGS

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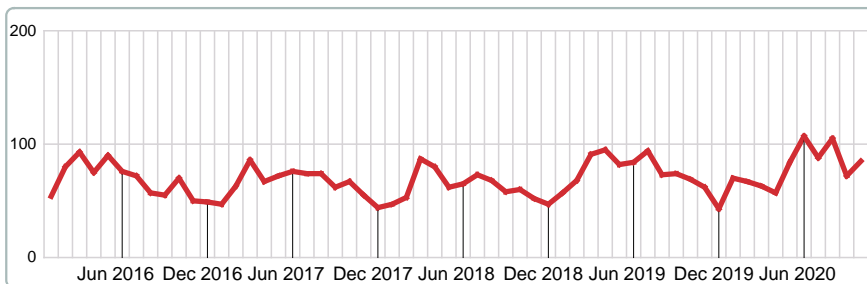
OCTOBER



YEAR TO DATE (YTD)

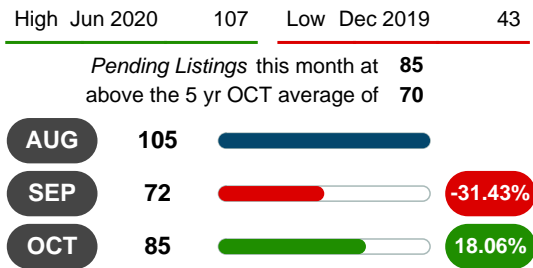


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 70



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.06%	47.0	3	3	0	0
\$50,001 - \$70,000	6	7.06%	48.0	2	3	1	0
\$70,001 - \$100,000	19	22.35%	7.0	4	12	3	0
\$100,001 - \$160,000	23	27.06%	6.0	2	19	2	0
\$160,001 - \$190,000	12	14.12%	4.0	0	8	4	0
\$190,001 - \$260,000	11	12.94%	5.0	0	2	9	0
\$260,001 and up	8	9.41%	5.0	0	1	4	3
Total Pending Units	85			11	48	23	3
Total Pending Volume	13,928,508	100%	6.0	758.20K	6.03M	5.63M	1.51M
Median Listing Price	\$125,000			\$75,000	\$117,000	\$199,000	\$479,000

October 2020



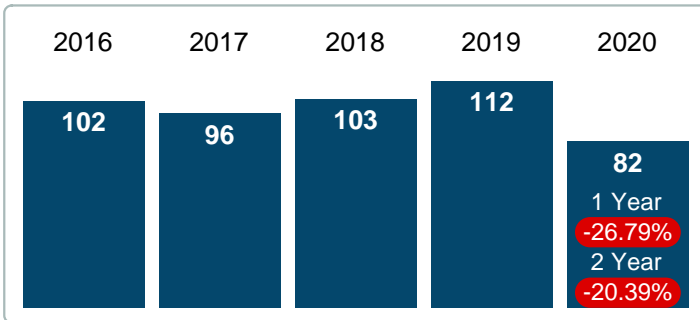
Area Delimited by County Of Washington - Residential Property Type



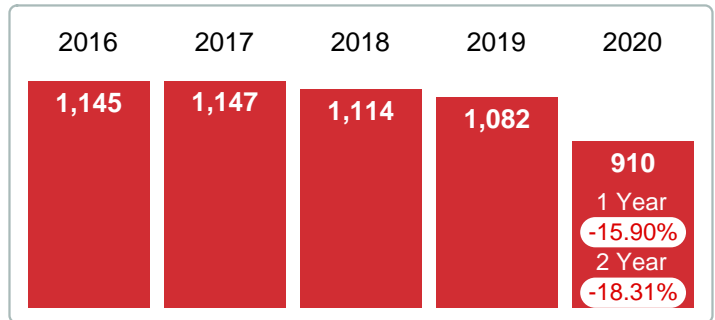
NEW LISTINGS

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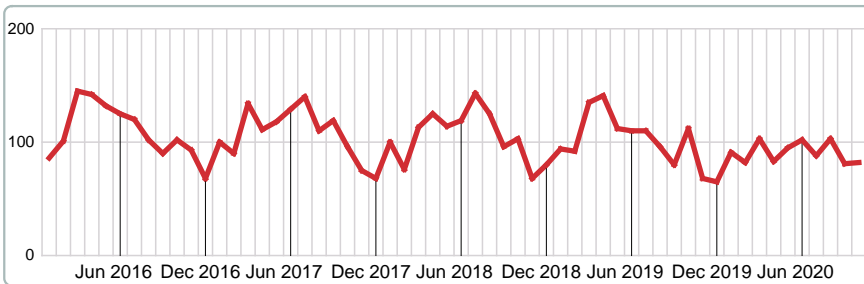
OCTOBER



YEAR TO DATE (YTD)

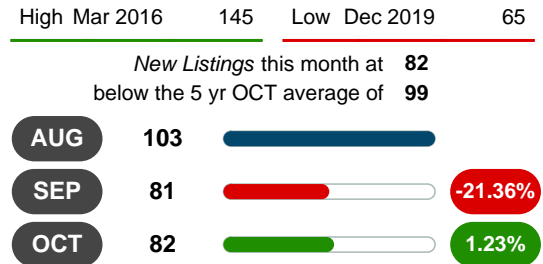


5 YEAR MARKET ACTIVITY TRENDS



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 - \$90,000	13	15.85%	2	11	0	0
\$90,001 - \$110,000	5	6.10%	0	5	0	0
\$110,001 - \$180,000	27	32.93%	1	20	5	1
\$180,001 - \$230,000	11	13.41%	0	3	7	1
\$230,001 - \$310,000	12	14.63%	0	3	9	0
\$310,001 and up	8	9.76%	0	3	3	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
Median New Listed Listing Price	\$147,450		\$57,750	\$115,000	\$229,000	\$354,500

October 2020



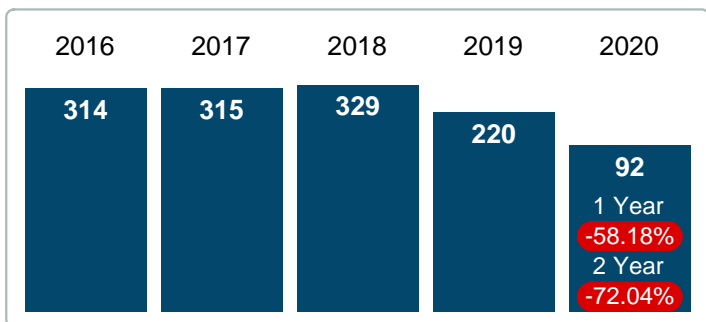
Area Delimited by County Of Washington - Residential Property Type



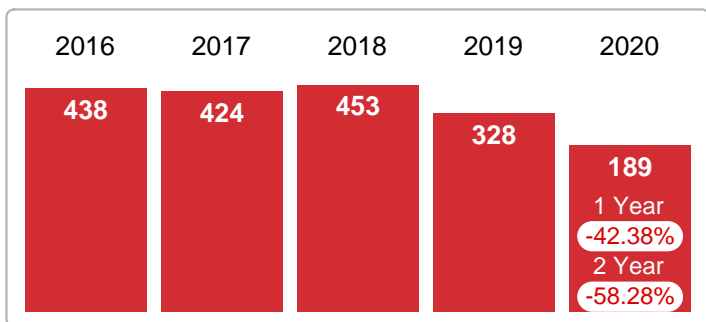
ACTIVE INVENTORY

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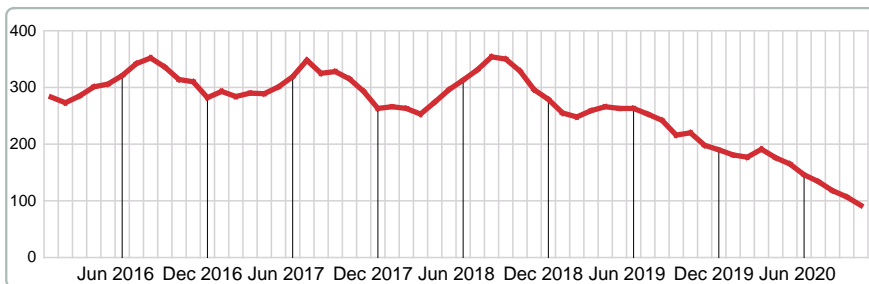
END OF OCTOBER



ACTIVE DURING OCTOBER

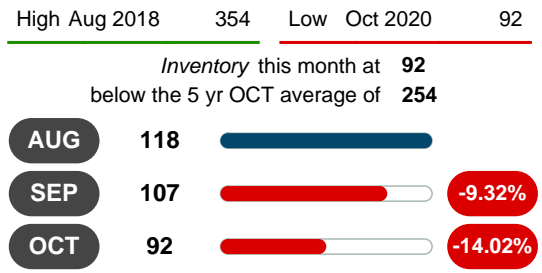


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 254



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.78%	39.0	3	4	2	0
\$50,001 - \$75,000	10	10.87%	69.0	3	6	1	0
\$75,001 - \$100,000	9	9.78%	42.0	2	7	0	0
\$100,001 - \$175,000	24	26.09%	30.0	0	18	5	1
\$175,001 - \$275,000	20	21.74%	40.5	1	7	9	3
\$275,001 - \$350,000	6	6.52%	40.0	0	1	4	1
\$350,001 and up	14	15.22%	48.5	0	4	7	3
Total Active Inventory by Units	92			9	47	28	8
Total Active Inventory by Volume	17,736,597	100%	43.0	672.30K	6.96M	7.45M	2.66M
Median Active Inventory Listing Price	\$152,250			\$60,000	\$115,000	\$226,950	\$259,900

October 2020



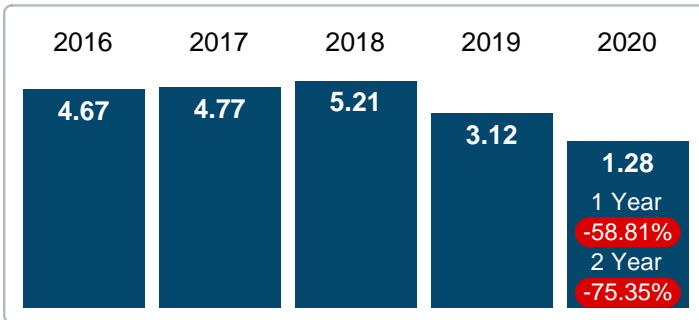
Area Delimited by County Of Washington - Residential Property Type



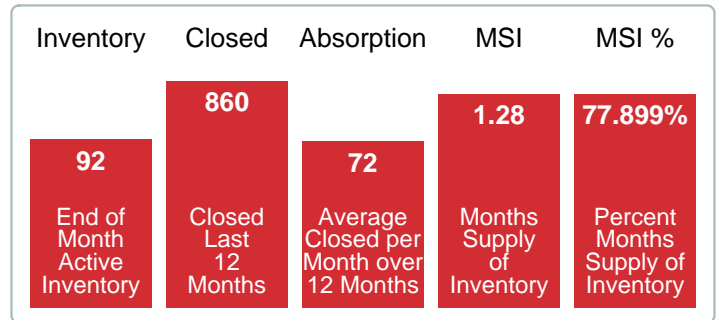
MONTHS SUPPLY of INVENTORY (MSI)

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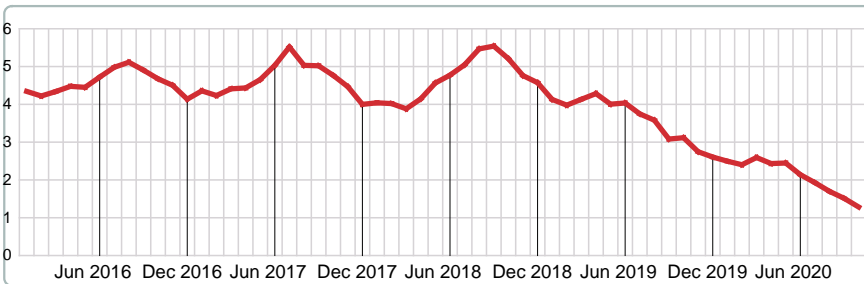
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

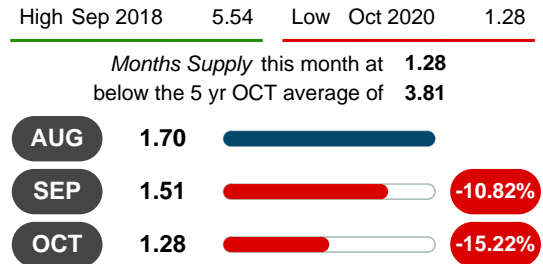


5 YEAR MARKET ACTIVITY TRENDS



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



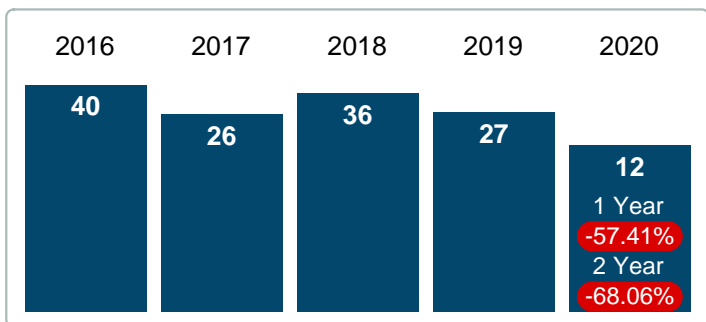
Area Delimited by County Of Washington - Residential Property Type



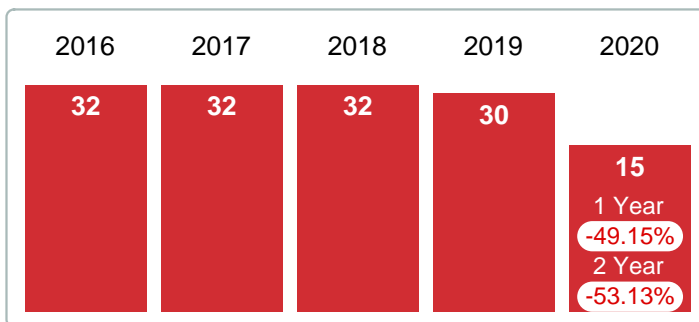
MEDIAN DAYS ON MARKET TO SALE

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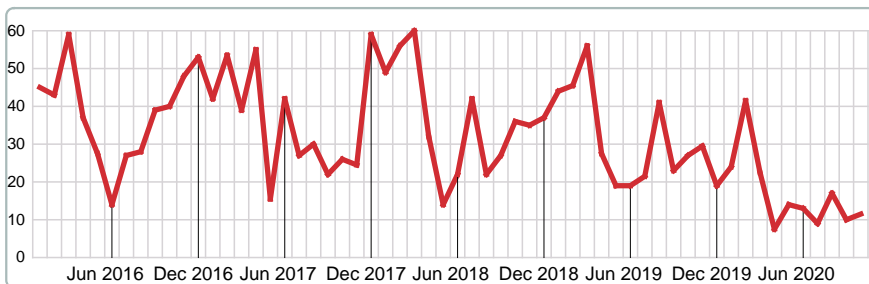
OCTOBER



YEAR TO DATE (YTD)

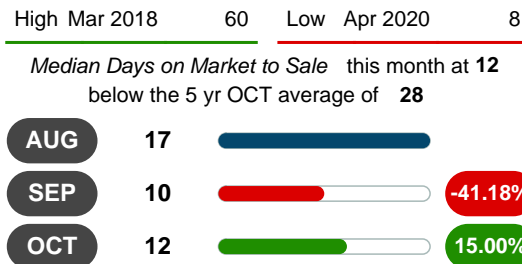


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28



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	8.33%	79	58	121	0	0
\$40,001 - \$70,000	11.90%	11	13	8	3	0
\$70,001 - \$110,000	17.86%	4	44	3	4	0
\$110,001 - \$150,000	23.81%	4	32	4	3	0
\$150,001 - \$200,000	15.48%	9	0	34	7	0
\$200,001 - \$260,000	11.90%	34	35	33	23	64
\$260,001 and up	10.71%	55	90	60	21	1
Median Closed DOM		12	35	8	4	8
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



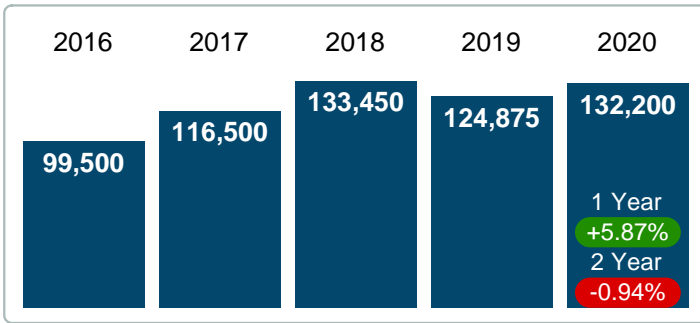
Area Delimited by County Of Washington - Residential Property Type



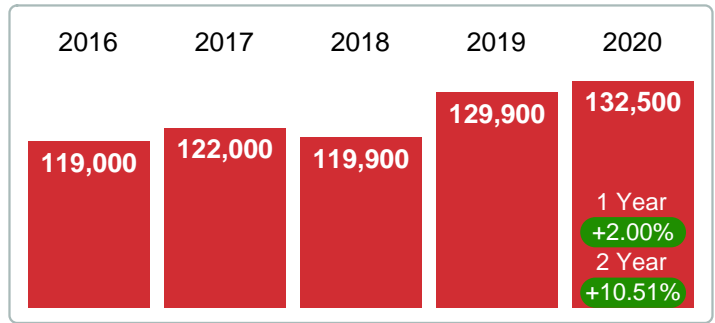
MEDIAN LIST PRICE AT CLOSING

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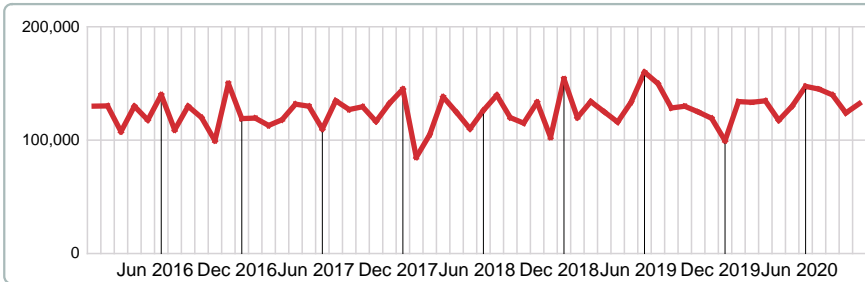
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

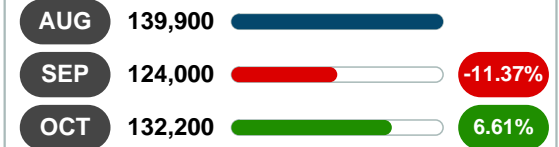


3 MONTHS

5 year OCT AVG = 121,305

High Jun 2019 159,950 Low Jan 2018 84,900

Median List Price at Closing this month at **132,200**
above the 5 yr OCT average of **121,305**



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	7.14%	27,400	27,400	28,450	0	0
\$40,001 - \$70,000	11.90%	56,250	55,000	53,000	68,000	0
\$70,001 - \$110,000	19.05%	95,000	89,900	95,000	98,750	0
\$110,001 - \$150,000	22.62%	131,900	129,900	132,500	120,000	0
\$150,001 - \$200,000	14.29%	174,900	0	163,250	179,900	0
\$200,001 - \$260,000	14.29%	221,000	217,000	215,000	222,700	227,450
\$260,001 and up	10.71%	340,000	395,000	283,450	342,900	299,000
Median List Price		132,200	64,500	127,900	179,900	229,900
Total Closed Units	100%	132,200	13	45	23	3
Total Closed Volume		12,447,509	1.30M	6.10M	4.29M	753.90K

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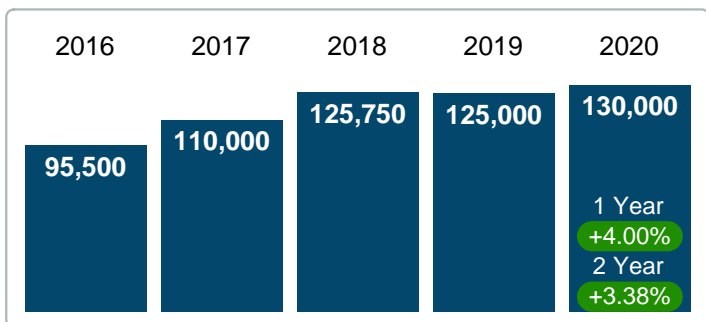
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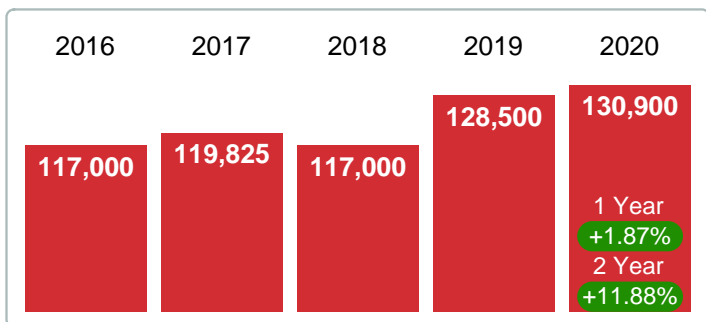
MEDIAN SOLD PRICE AT CLOSING

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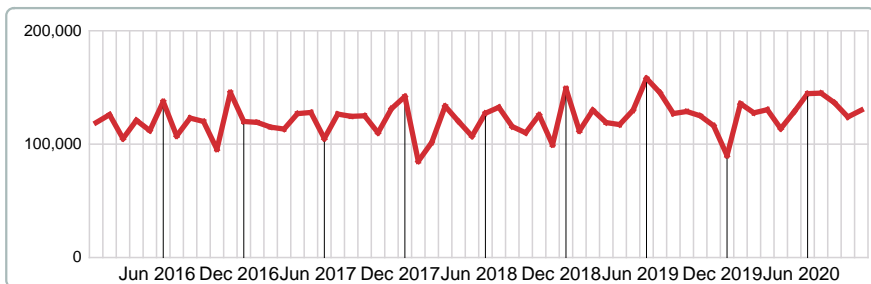
OCTOBER



YEAR TO DATE (YTD)

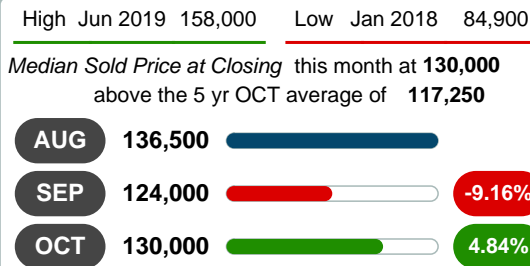


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 117,250



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	7	8.33%	22,000	21,000	28,000	0	0
\$40,001 - \$70,000	10	11.90%	60,000	55,000	61,250	60,000	0
\$70,001 - \$110,000	15	17.86%	92,000	86,000	90,200	96,500	0
\$110,001 - \$150,000	20	23.81%	130,000	123,500	133,500	123,500	0
\$150,001 - \$200,000	13	15.48%	179,900	0	190,000	179,900	0
\$200,001 - \$260,000	10	11.90%	220,500	210,000	224,000	222,450	221,000
\$260,001 and up	9	10.71%	335,000	375,000	273,000	339,000	300,000
Median Sold Price			130,000	66,000	120,000	179,900	225,000
Total Closed Units		100%	84	13	45	23	3
Total Closed Volume			12,176,882	1.23M	5.94M	4.26M	742.00K

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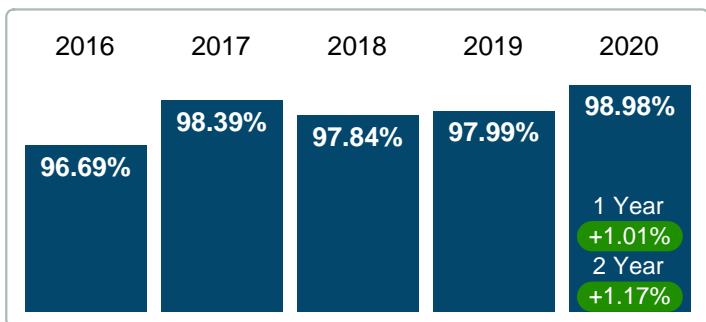
Area Delimited by County Of Washington - Residential Property Type



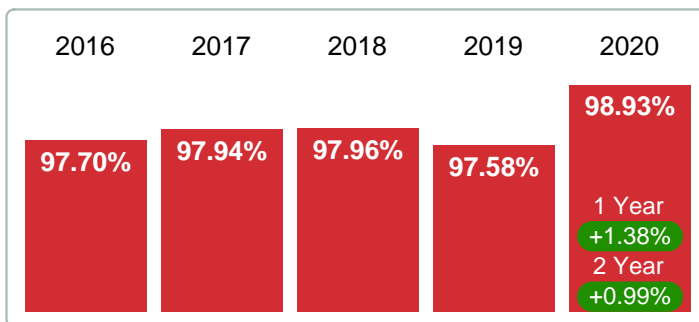
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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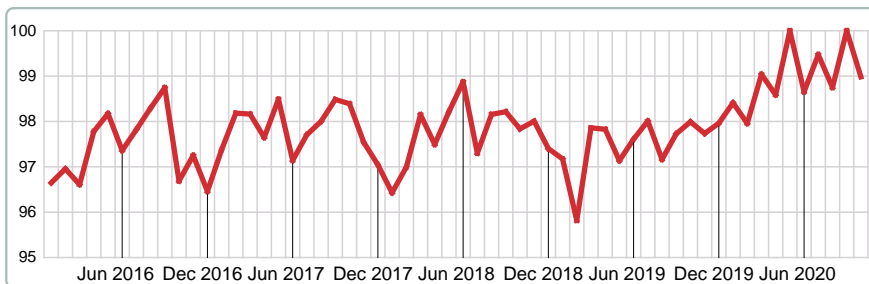
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

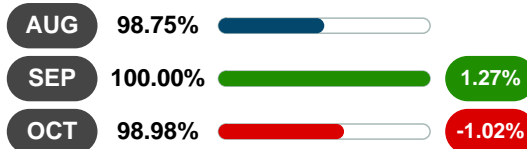


3 MONTHS

5 year OCT AVG = 97.98%

High Sep 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.98%**
above the 5 yr OCT average of **97.98%**



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	7	8.33%	81.82%	80.16%	87.50%	0.00%	0.00%
\$40,001 \$70,000	10	11.90%	100.00%	100.00%	100.00%	88.24%	0.00%
\$70,001 \$110,000	15	17.86%	98.38%	95.66%	98.40%	97.71%	0.00%
\$110,001 \$150,000	20	23.81%	100.00%	95.07%	100.00%	102.92%	0.00%
\$150,001 \$200,000	13	15.48%	100.00%	0.00%	95.69%	100.00%	0.00%
\$200,001 \$260,000	10	11.90%	97.42%	96.77%	95.39%	100.00%	97.19%
\$260,001 and up	9	10.71%	98.53%	94.94%	98.44%	98.53%	100.33%
Median Sold/List Ratio		98.98%		94.94%	99.30%	100.00%	100.00%
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



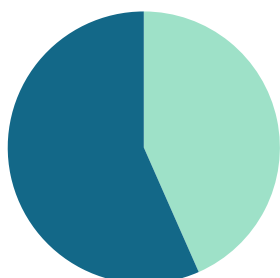
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

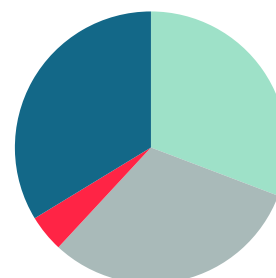


Inventory
 New Listings
82 = 43.39%
 Start Inventory
107
 Total Inventory Units
189
 Volume
\$34,951,194

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%
Median List Price	124,875	132,200	5.87%	129,900	132,500	2.00%
Median Sale Price	125,000	130,000	4.00%	128,500	130,900	1.87%
Median Percent of Selling Price to List Price	97.99%	98.98%	1.01%	97.58%	98.93%	1.38%
Median Days on Market to Sale	27.00	11.50	-57.41%	29.50	15.00	-49.15%
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%

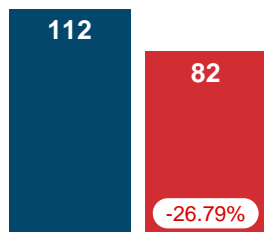
Absorption: Last 12 months, an Average of **72** Sales/Month

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

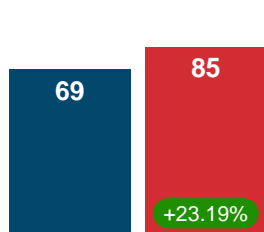
OCTOBER MARKET

MEDIAN PRICES

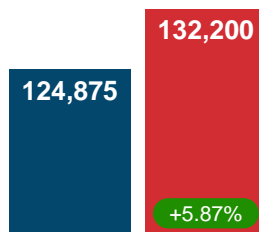
New Listings



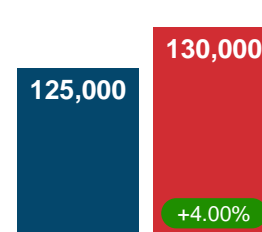
Pending Listings



List Price



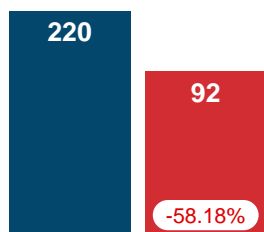
Sale Price



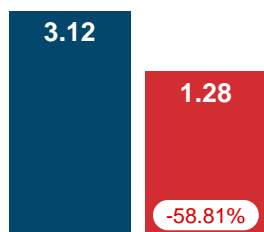
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

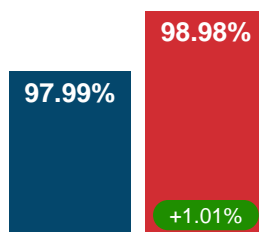
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

