



November 2019

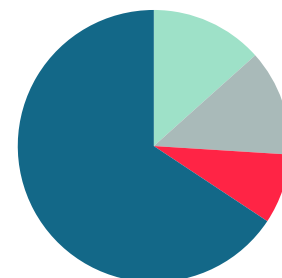
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2019 for MLS Technology Inc.

| Compared Metrics | 2018 | November 2019 | +/-% |
|---|--------|---------------|---------|
| Closed Listings | 60 | 87 | 45.00% |
| Pending Listings | 55 | 82 | 49.09% |
| New Listings | 98 | 92 | -6.12% |
| Median List Price | 87,450 | 107,500 | 22.93% |
| Median Sale Price | 85,000 | 98,900 | 16.35% |
| Median Percent of Selling Price to List Price | 98.99% | 98.27% | -0.73% |
| Median Days on Market to Sale | 35.00 | 33.00 | -5.71% |
| End of Month Inventory | 589 | 427 | -27.50% |
| Months Supply of Inventory | 7.81 | 4.97 | -36.36% |



■ Closed (13.38%)
■ Pending (12.62%)
■ Other OffMarket (8.31%)
■ Active (65.69%)

Absorption: Last 12 months, an Average of **86 Sales/Month Active Inventory** as of November 30, 2019 = **427**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **27.50%** to 427 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **4.97 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 **16.35%** in November 2019 to \$98,900 versus the previous year at \$85,000.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 2.00 days or **5.71%** in November 2019 compared to last year's same month at **35.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 92 New Listings in November 2019, down **6.12%** from last year at 98. Furthermore, there were 87 Closed Listings this month versus last year at 60, a **45.00%** increase.

Closed versus Listed trends yielded a **94.6%** ratio, up from previous year's, November 2018, at **61.2%**, a **54.46%** 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

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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



November 2019

Area Delimited by County Of Washington

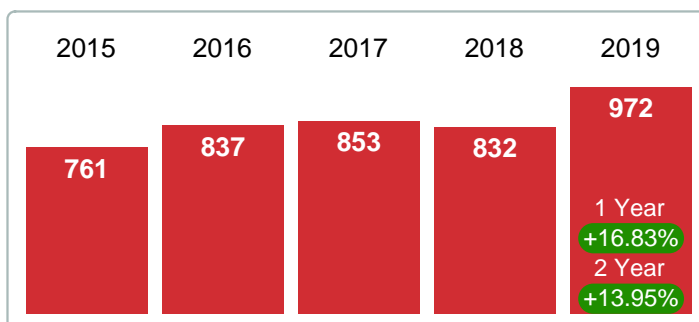
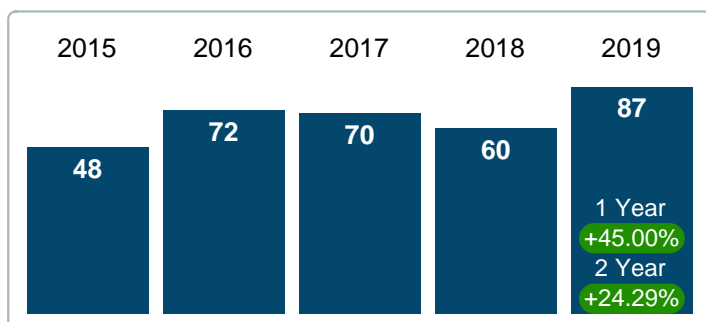


CLOSED LISTINGS

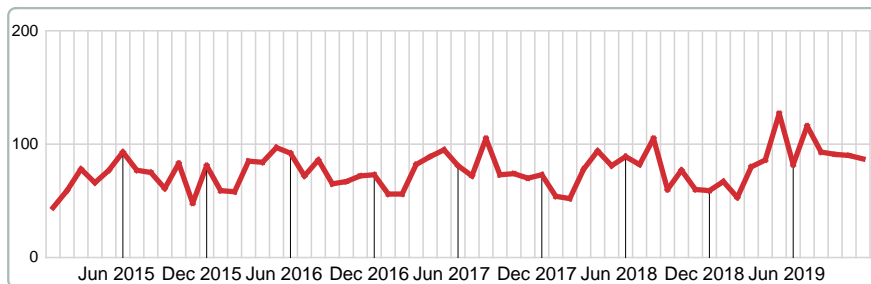
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NOVEMBER

YEAR TO DATE (YTD)

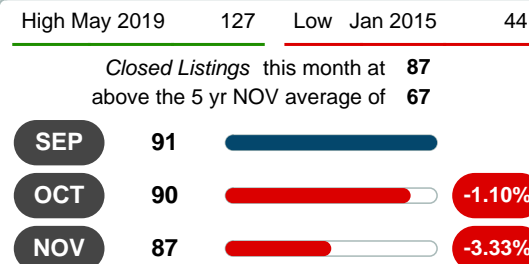


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$30,000 | 18 | 20.69% | 37.5 | 9 | 7 | 2 | 0 |
| \$30,001-\$60,000 | 11 | 12.64% | 60.0 | 6 | 2 | 3 | 0 |
| \$60,001-\$120,000 | 25 | 28.74% | 33.0 | 4 | 20 | 0 | 1 |
| \$120,001-\$150,000 | 14 | 16.09% | 21.0 | 0 | 13 | 1 | 0 |
| \$150,001-\$200,000 | 10 | 11.49% | 29.5 | 0 | 4 | 4 | 2 |
| \$200,001 and up | 9 | 10.34% | 7.0 | 1 | 2 | 5 | 1 |
| Total Closed Units | 87 | | | 20 | 48 | 15 | 4 |
| Total Closed Volume | 9,468,855 | 100% | 33.0 | 1.01M | 5.27M | 2.55M | 644.40K |
| Median Closed Price | \$98,900 | | | \$34,000 | \$109,500 | \$174,000 | \$165,950 |

November 2019

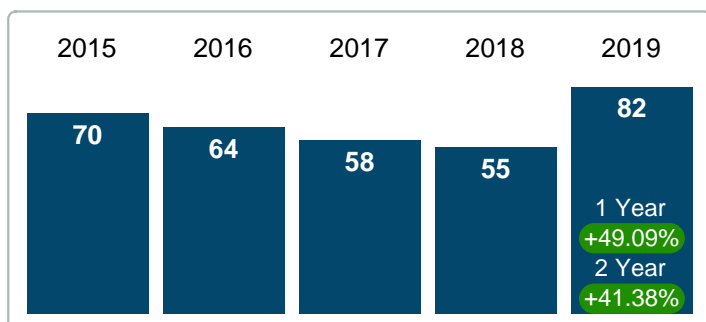
Area Delimited by County Of Washington



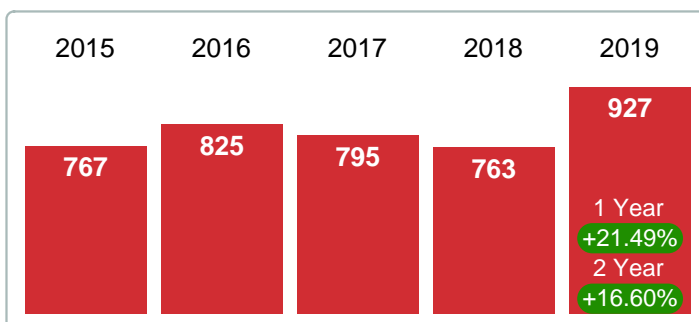
PENDING LISTINGS

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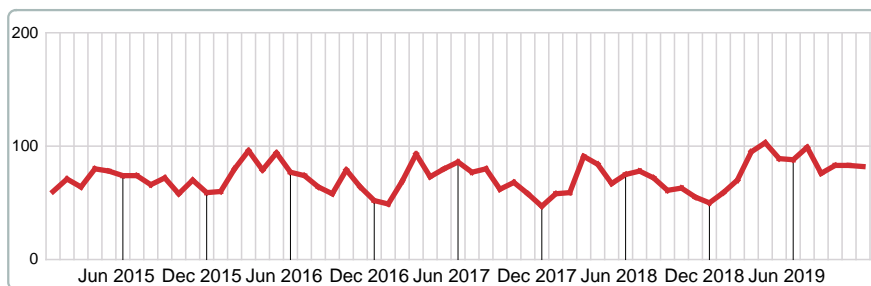
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

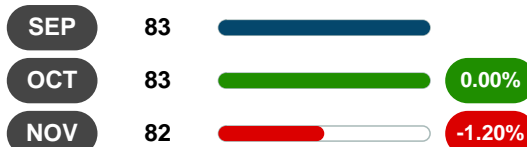


3 MONTHS

5 year NOV AVG = 66

High Apr 2019 103 Low Dec 2017 47

Pending Listings this month at **82**
above the 5 yr NOV average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|-----------------|------------------|-----------------|
| \$20,000 and less | 5 | 6.10% | 12.0 | 3 | 2 | 0 | 0 |
| \$20,001 - \$50,000 | 13 | 15.85% | 32.0 | 6 | 4 | 2 | 1 |
| \$50,001 - \$60,000 | 11 | 13.41% | 28.0 | 5 | 4 | 2 | 0 |
| \$60,001 - \$120,000 | 20 | 24.39% | 45.5 | 3 | 16 | 1 | 0 |
| \$120,001 - \$170,000 | 11 | 13.41% | 63.0 | 0 | 8 | 2 | 1 |
| \$170,001 - \$260,000 | 13 | 15.85% | 35.0 | 1 | 5 | 7 | 0 |
| \$260,001 and up | 9 | 10.98% | 25.0 | 2 | 0 | 7 | 0 |
| Total Pending Units | 82 | | | 20 | 39 | 21 | 2 |
| Total Pending Volume | 10,204,947 | 100% | 33.0 | 1.74M | 3.90M | 4.37M | 199.90K |
| Median Listing Price | \$84,450 | | | \$54,000 | \$84,900 | \$198,500 | \$99,950 |



November 2019

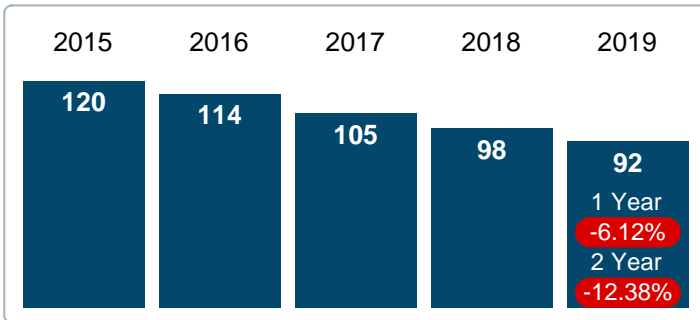
Area Delimited by County Of Washington



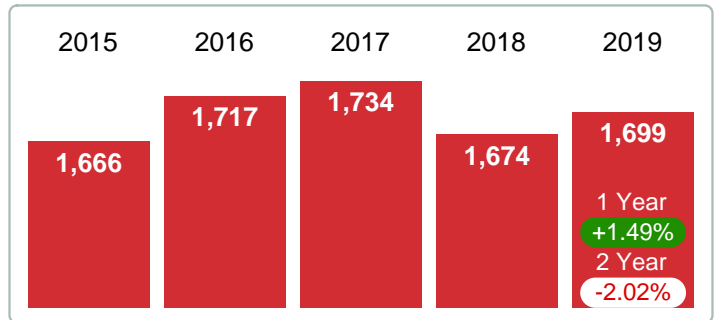
NEW LISTINGS

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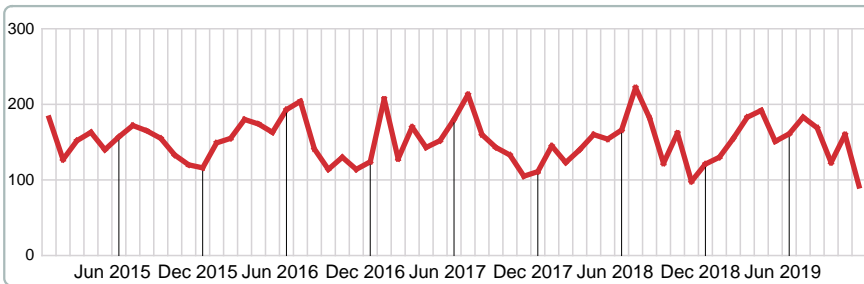
NOVEMBER



YEAR TO DATE (YTD)

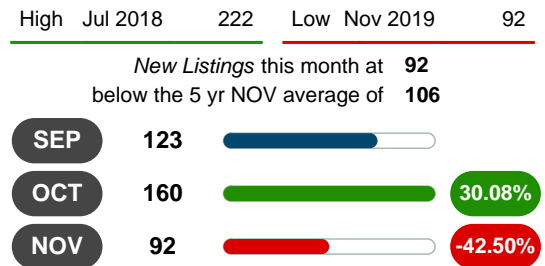


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 106



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$20,000 and less | 10 | 10.87% | 5 | 4 | 1 | 0 |
| \$20,001 - \$50,000 | 6 | 6.52% | 5 | 1 | 0 | 0 |
| \$50,001 - \$80,000 | 12 | 13.04% | 4 | 7 | 1 | 0 |
| \$80,001 - \$170,000 | 29 | 31.52% | 4 | 17 | 8 | 0 |
| \$170,001 - \$260,000 | 12 | 13.04% | 2 | 5 | 4 | 1 |
| \$260,001 - \$370,000 | 13 | 14.13% | 4 | 2 | 7 | 0 |
| \$370,001 and up | 10 | 10.87% | 3 | 3 | 2 | 2 |
| Total New Listed Units | 92 | | 27 | 39 | 23 | 3 |
| Total New Listed Volume | 18,293,250 | 100% | 6.16M | 5.51M | 5.18M | 1.43M |
| Median New Listed Listing Price | \$124,450 | | \$65,000 | \$102,000 | \$199,900 | \$375,000 |



November 2019

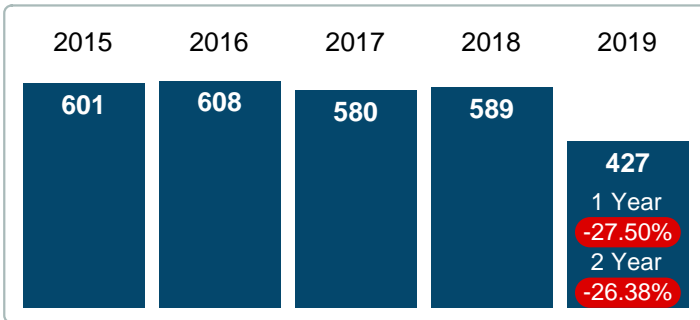
Area Delimited by County Of Washington



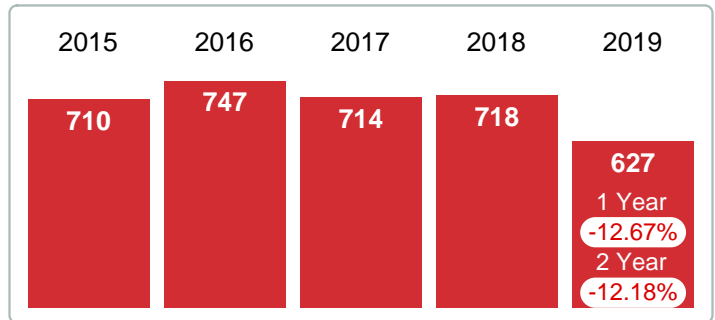
ACTIVE INVENTORY

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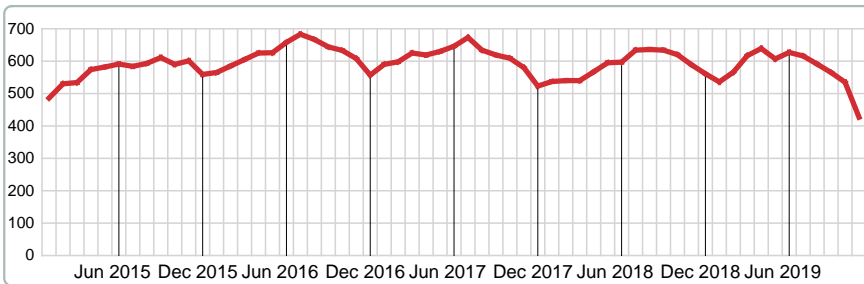
END OF NOVEMBER



ACTIVE DURING NOVEMBER

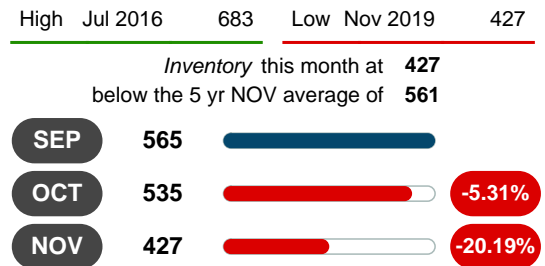


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 561



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----|------------|-------|----------|-----------|-----------|-----------|
| \$10,000 and less | 20 | 4.68% | 57.0 | 13 | 6 | 1 | 0 |
| \$10,001 - \$40,000 | 73 | 17.10% | 127.0 | 69 | 4 | 0 | 0 |
| \$40,001 - \$60,000 | 60 | 14.05% | 131.0 | 48 | 12 | 0 | 0 |
| \$60,001 - \$140,000 | 109 | 25.53% | 87.0 | 58 | 42 | 9 | 0 |
| \$140,001 - \$220,000 | 64 | 14.99% | 46.5 | 13 | 21 | 28 | 2 |
| \$220,001 - \$360,000 | 57 | 13.35% | 52.0 | 18 | 11 | 24 | 4 |
| \$360,001 and up | 44 | 10.30% | 78.5 | 25 | 3 | 9 | 7 |
| Total Active Inventory by Units | | 427 | | 244 | 99 | 71 | 13 |
| Total Active Inventory by Volume | | 73,608,460 | 100% | 37.88M | 13.13M | 17.43M | 5.18M |
| Median Active Inventory Listing Price | | \$99,500 | | \$60,000 | \$115,000 | \$219,000 | \$367,500 |

November 2019



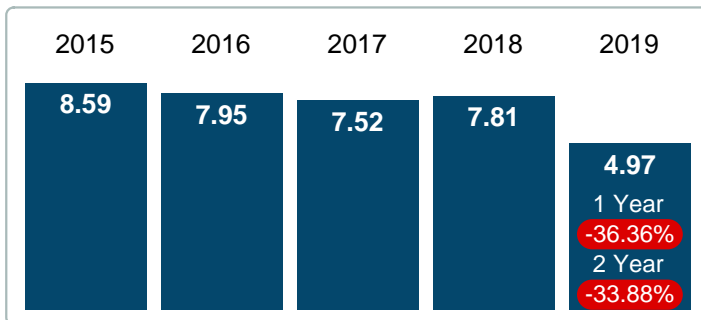
Area Delimited by County Of Washington



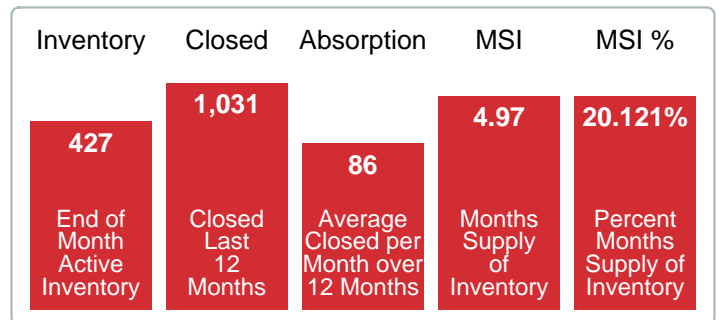
MONTHS SUPPLY of INVENTORY (MSI)

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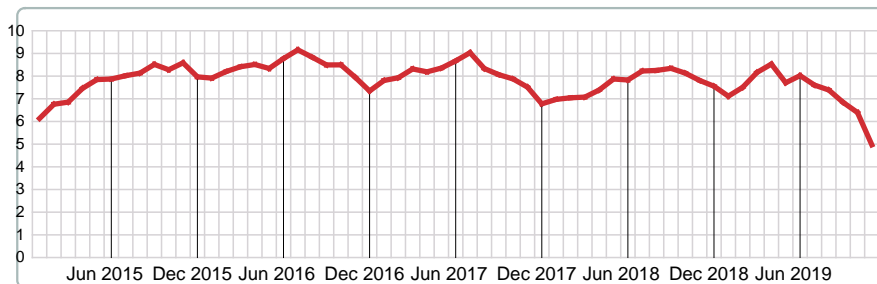
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

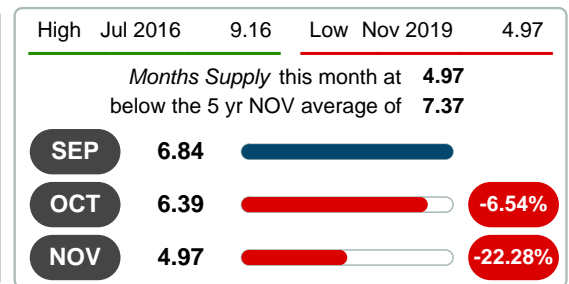


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 7.37



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 |
|---|-----|--------|-------|----------|--------|--------|---------|
| \$10,000 and less | 20 | 4.68% | 1.94 | 3.06 | 1.14 | 1.20 | 0.00 |
| \$10,001 - \$40,000 | 73 | 17.10% | 11.38 | 21.23 | 1.37 | 0.00 | 0.00 |
| \$40,001 - \$60,000 | 60 | 14.05% | 10.00 | 19.86 | 3.69 | 0.00 | 0.00 |
| \$60,001 - \$140,000 | 109 | 25.53% | 3.54 | 13.13 | 1.91 | 2.30 | 0.00 |
| \$140,001 - \$220,000 | 64 | 14.99% | 3.71 | 19.50 | 2.55 | 3.54 | 4.80 |
| \$220,001 - \$360,000 | 57 | 13.35% | 4.38 | 36.00 | 4.40 | 2.74 | 3.20 |
| \$360,001 and up | 44 | 10.30% | 20.31 | 60.00 | 7.20 | 8.31 | 28.00 |
| Market Supply of Inventory (MSI) | | | 4.97 | 15.33 | 2.22 | 3.08 | 5.57 |
| Total Active Inventory by Units | | 100% | 427 | 244 | 99 | 71 | 13 |

November 2019



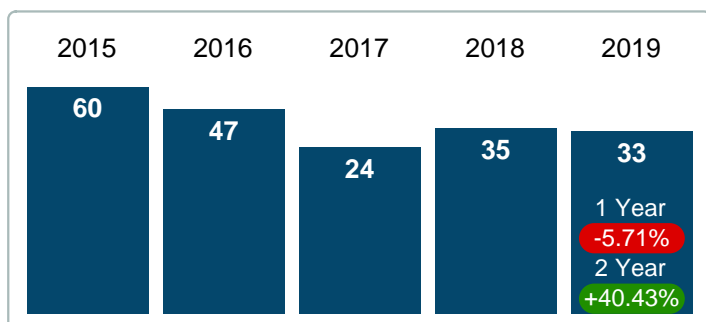
Area Delimited by County Of Washington



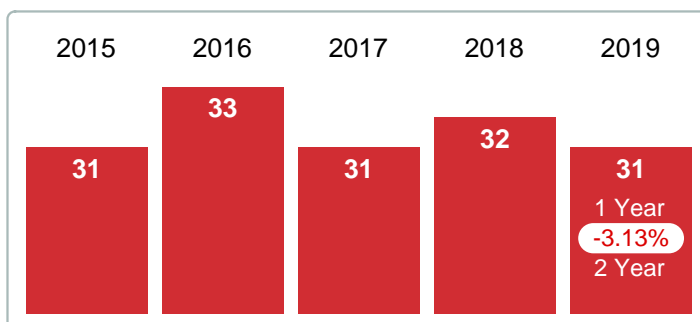
MEDIAN DAYS ON MARKET TO SALE

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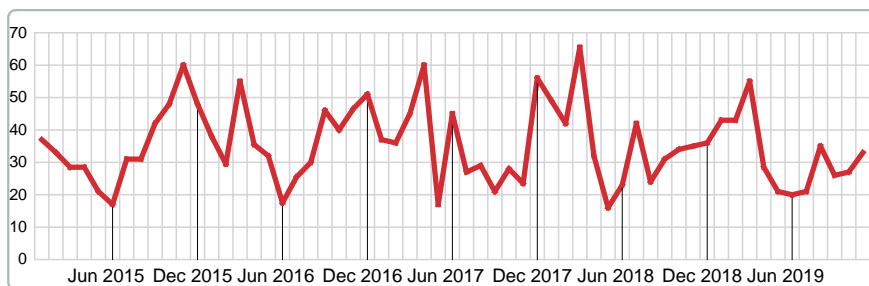
NOVEMBER



YEAR TO DATE (YTD)

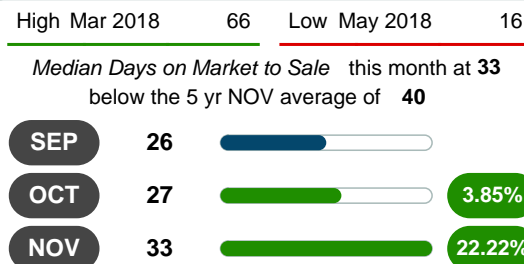


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40



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 |
|--|----|--------|-----------|----------|--------|--------|---------|
| \$0 and less | 0 | 0.00% | 79 | 0 | 0 | 0 | 0 |
| \$1-\$30,000 | 18 | 20.69% | 38 | 39 | 32 | 67 | 0 |
| \$30,001-\$60,000 | 11 | 12.64% | 60 | 70 | 93 | 3 | 0 |
| \$60,001-\$120,000 | 25 | 28.74% | 33 | 42 | 33 | 0 | 93 |
| \$120,001-\$150,000 | 14 | 16.09% | 21 | 0 | 21 | 38 | 0 |
| \$150,001-\$200,000 | 10 | 11.49% | 30 | 0 | 37 | 57 | 15 |
| \$200,001 and up | 9 | 10.34% | 7 | 7 | 32 | 5 | 17 |
| Median Closed DOM | | | 33 | 57 | 32 | 34 | 21 |
| Total Closed Units | | 100% | 87 | 20 | 48 | 15 | 4 |
| Total Closed Volume | | | 9,468,855 | 1.01M | 5.27M | 2.55M | 644.40K |

November 2019



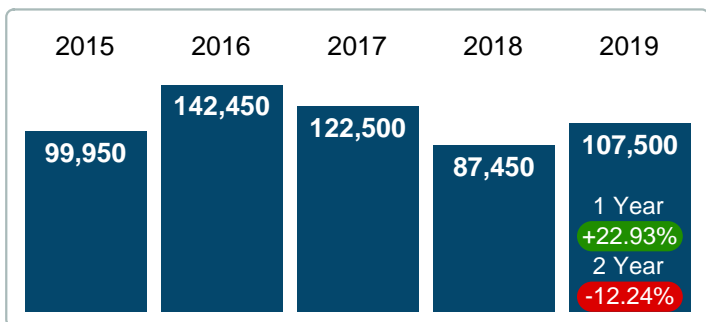
Area Delimited by County Of Washington



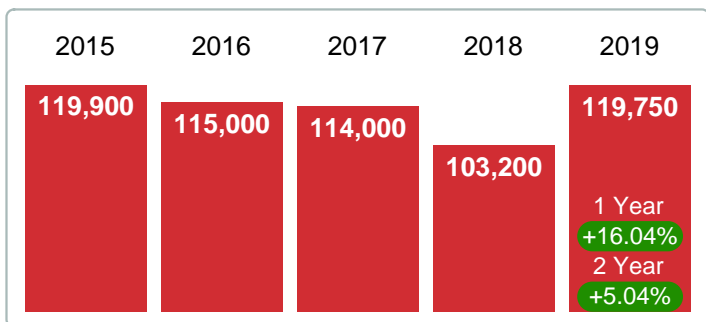
MEDIAN LIST PRICE AT CLOSING

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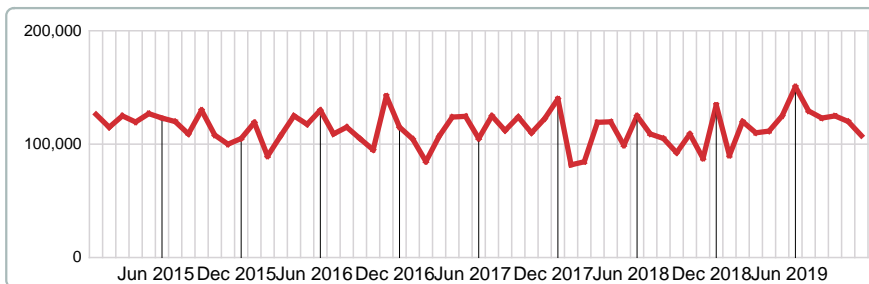
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

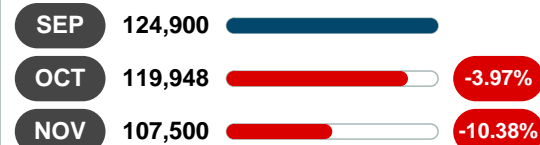


3 MONTHS

5 year NOV AVG = 111,970

High Jun 2019 150,600 Low Jan 2018 81,750

Median List Price at Closing this month at **107,500**
below the 5 yr NOV average of **111,970**



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 7 | 0 | 0 | 0 | 0 |
| \$1-\$30,000 | 18 | 20.69% | 925 | 675 | 925 | 14,350 | 0 |
| \$30,001-\$60,000 | 11 | 12.64% | 46,900 | 43,450 | 42,950 | 59,000 | 0 |
| \$60,001-\$120,000 | 25 | 28.74% | 99,000 | 95,000 | 105,250 | 0 | 89,000 |
| \$120,001-\$150,000 | 13 | 14.94% | 139,000 | 0 | 138,950 | 149,900 | 0 |
| \$150,001-\$200,000 | 11 | 12.64% | 180,000 | 0 | 189,900 | 185,500 | 172,450 |
| \$200,001 and up | 9 | 10.34% | 289,900 | 380,000 | 379,000 | 289,900 | 229,500 |
| Median List Price | | | 107,500 | 37,250 | 112,250 | 172,000 | 172,450 |
| Total Closed Units | | 100% | 107,500 | 20 | 48 | 15 | 4 |
| Total Closed Volume | | | 9,754,695 | 1.07M | 5.40M | 2.62M | 663.40K |



November 2019

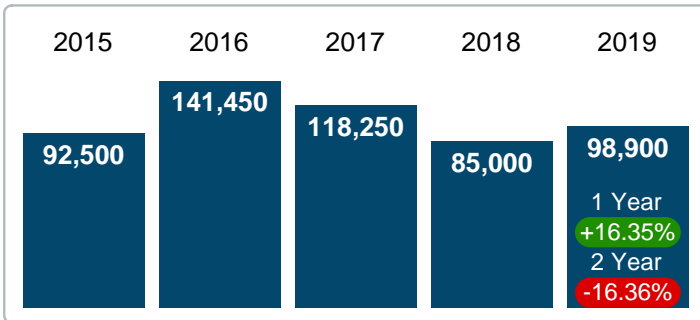
Area Delimited by County Of Washington



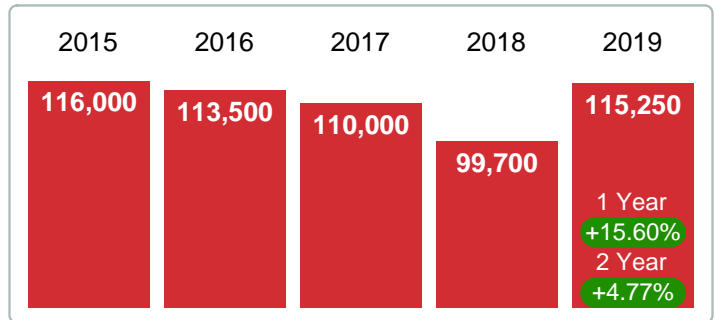
MEDIAN SOLD PRICE AT CLOSING

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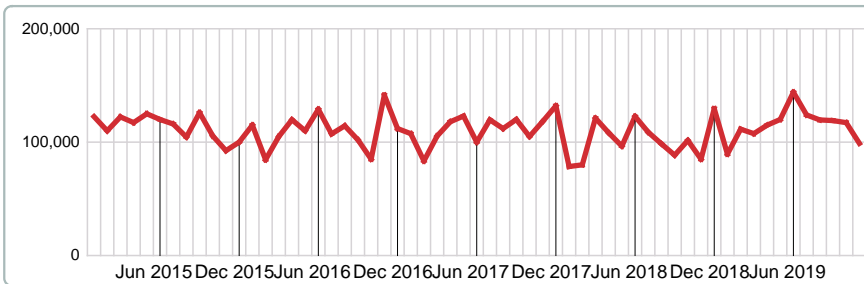
NOVEMBER



YEAR TO DATE (YTD)

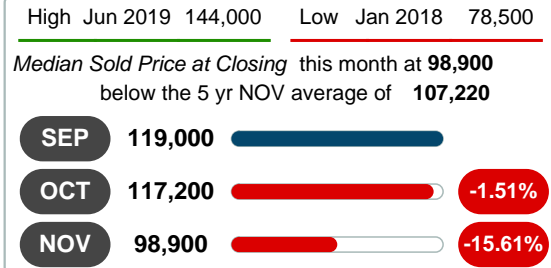


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 107,220



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 |
|---|----|--------|-----------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 289,900 | 0 | 0 | 0 | 0 |
| \$1-\$30,000 | 18 | 20.69% | 963 | 675 | 1,000 | 11,600 | 0 |
| \$30,001-\$60,000 | 11 | 12.64% | 43,000 | 39,000 | 39,500 | 56,500 | 0 |
| \$60,001-\$120,000 | 25 | 28.74% | 96,000 | 86,500 | 98,700 | 0 | 83,000 |
| \$120,001-\$150,000 | 14 | 16.09% | 141,000 | 0 | 139,000 | 145,900 | 0 |
| \$150,001-\$200,000 | 10 | 11.49% | 170,500 | 0 | 172,000 | 184,500 | 165,950 |
| \$200,001 and up | 9 | 10.34% | 276,500 | 367,000 | 404,000 | 276,500 | 229,500 |
| Median Sold Price | | | 98,900 | 34,000 | 109,500 | 174,000 | 165,950 |
| Total Closed Units | | 100% | 87 | 20 | 48 | 15 | 4 |
| Total Closed Volume | | | 9,468,855 | 1.01M | 5.27M | 2.55M | 644.40K |

November 2019



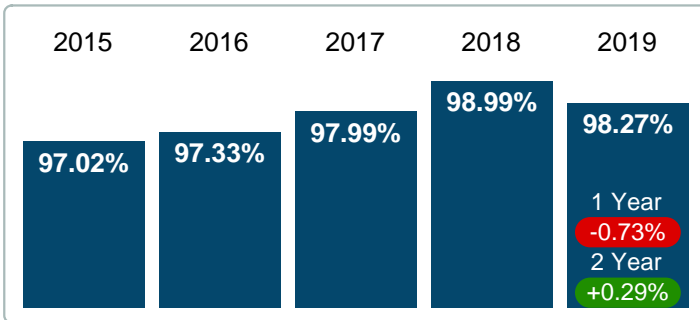
Area Delimited by County Of Washington



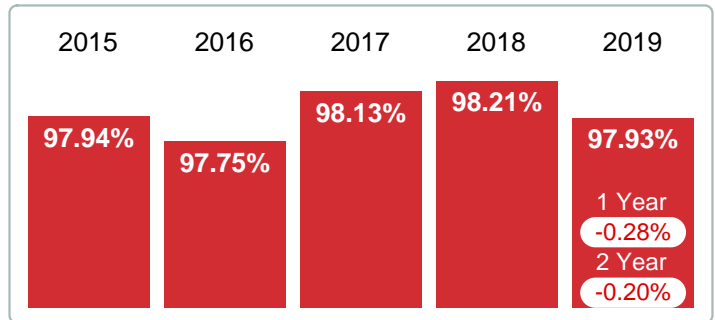
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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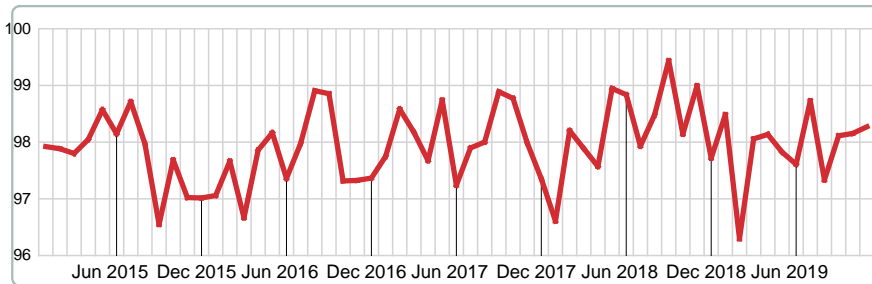
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

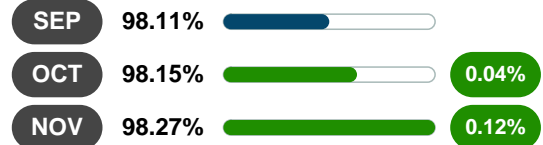


3 MONTHS

5 year NOV AVG = 97.92%

High Sep 2018 99.44% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.27%**
equal to 5 yr NOV average of **97.92%**



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 |
|--|----|-----------|-------------|----------|---------|--------|---------|
| \$0 and less | 0 | 0.00% | 276,500.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1-\$30,000 | 18 | 20.69% | 100.00% | 100.00% | 100.00% | 89.81% | 0.00% |
| \$30,001-\$60,000 | 11 | 12.64% | 92.11% | 90.93% | 91.89% | 94.96% | 0.00% |
| \$60,001-\$120,000 | 25 | 28.74% | 96.41% | 94.14% | 97.16% | 0.00% | 93.26% |
| \$120,001-\$150,000 | 14 | 16.09% | 98.94% | 0.00% | 99.27% | 97.33% | 0.00% |
| \$150,001-\$200,000 | 10 | 11.49% | 97.77% | 0.00% | 97.49% | 97.77% | 96.39% |
| \$200,001 and up | 9 | 10.34% | 99.44% | 96.58% | 104.55% | 97.56% | 100.00% |
| Median Sold/List Ratio | | 98.27% | | 96.44% | 99.69% | 97.55% | 96.63% |
| Total Closed Units | | 87 | 100% | 20 | 48 | 15 | 4 |
| Total Closed Volume | | 9,468,855 | | 1.01M | 5.27M | 2.55M | 644.40K |



November 2019

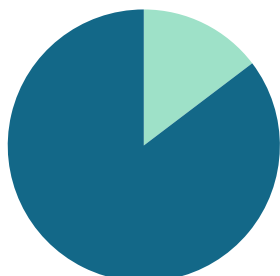
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Dec 11, 2019 for MLS Technology Inc.

INVENTORY

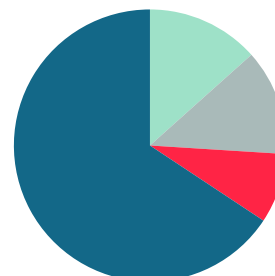


Inventory
 New Listings
92 = 14.67%
 Start Inventory
535
 Total Inventory Units
627
 Volume
\$101,002,292

Market Activity

Closed Sales
87 = 13.38%
 Pending Sales
82 = 12.62%
 Other Off Market
54 = 8.31%
 Active Inventory
427 = 65.69%

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|---|----------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 60 | 87 | 45.00% | 832 | 972 | 16.83% |
| Pending Sales | 55 | 82 | 49.09% | 763 | 927 | 21.49% |
| New Listings | 98 | 92 | -6.12% | 1,674 | 1,699 | 1.49% |
| Median List Price | 87,450 | 107,500 | 22.93% | 103,200 | 119,750 | 16.04% |
| Median Sale Price | 85,000 | 98,900 | 16.35% | 99,700 | 115,250 | 15.60% |
| Median Percent of Selling Price to List Price | 98.99% | 98.27% | -0.73% | 98.21% | 97.93% | -0.29% |
| Median Days on Market to Sale | 35.00 | 33.00 | -5.71% | 32.00 | 31.00 | -3.13% |
| Monthly Inventory | 589 | 427 | -27.50% | 589 | 427 | -27.50% |
| Months Supply of Inventory | 7.81 | 4.97 | -36.36% | 7.81 | 4.97 | -36.36% |

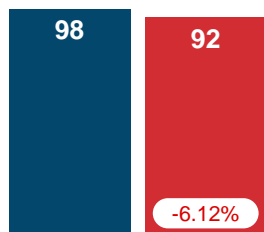
Absorption: Last 12 months, an Average of **86** Sales/Month

Inventory on November 30, 2019 = **427** 2018 2019

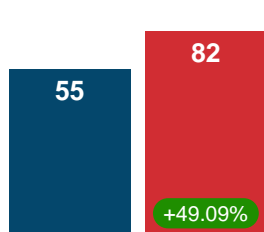
NOVEMBER MARKET

MEDIAN PRICES

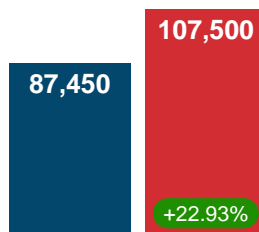
New Listings



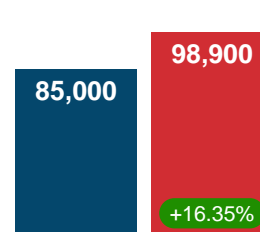
Pending Listings



List Price



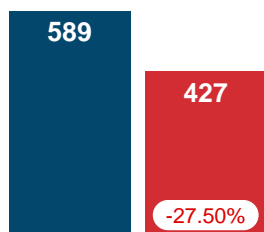
Sale Price



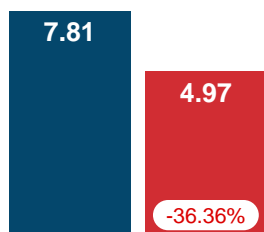
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

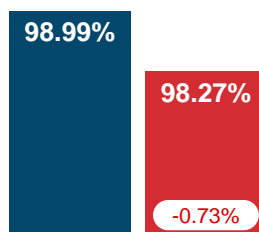
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

