

# January 2020

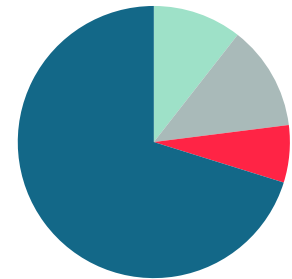
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	January 2020	+/-%
Closed Listings	67	62	-7.46%
Pending Listings	59	73	23.73%
New Listings	130	121	-6.92%
Median List Price	90,000	121,200	34.67%
Median Sale Price	89,500	115,500	29.05%
Median Percent of Selling Price to List Price	98.48%	100.00%	1.54%
Median Days on Market to Sale	43.00	20.50	-52.33%
End of Month Inventory	536	412	-23.13%
Months Supply of Inventory	7.12	4.75	-33.25%



■ Closed (10.56%)  
■ Pending (12.44%)  
■ Other OffMarket (6.81%)  
■ Active (70.19%)

**Absorption:** Last 12 months, an Average of **87** Sales/Month  
**Active Inventory** as of January 31, 2020 = **412**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2020 decreased **23.13%** to 412 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **4.75** 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 **29.05%** in January 2020 to \$115,500 versus the previous year at \$89,500.

#### Median Days on Market Shortens

The median number of **20.50** days that homes spent on the market before selling decreased by 22.50 days or **52.33%** in January 2020 compared to last year's same month at **43.00** DOM.

#### Sales Success for January 2020 is Positive

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

There were 121 New Listings in January 2020, down **6.92%** from last year at 130. Furthermore, there were 62 Closed Listings this month versus last year at 67, a **-7.46%** decrease.

Closed versus Listed trends yielded a **51.2%** ratio, down from previous year's, January 2019, at **51.5%**, a **0.58%** downswing. 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# January 2020



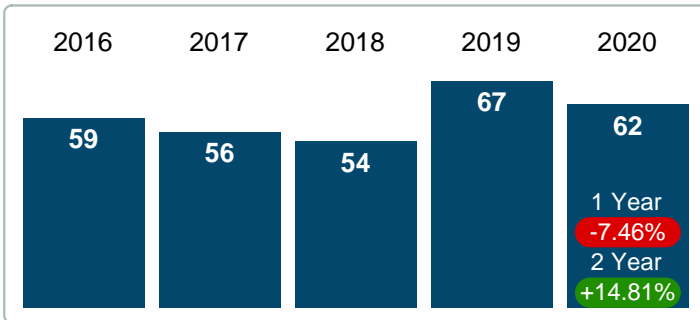
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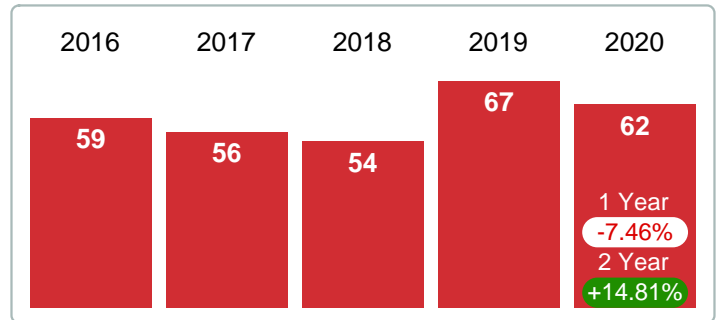
## CLOSED LISTINGS

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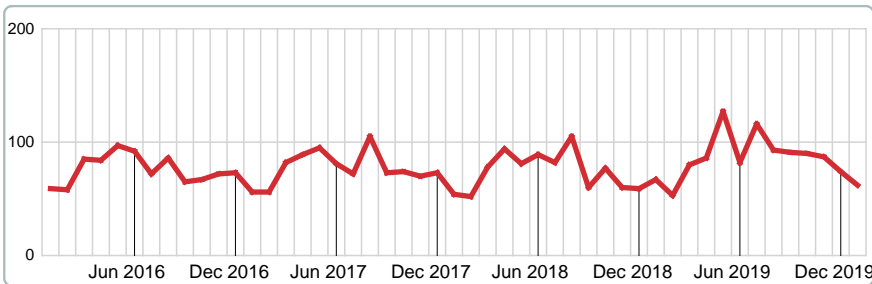
### JANUARY



### YEAR TO DATE (YTD)

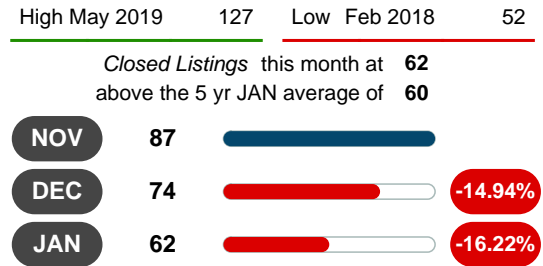


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 60



### 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	13	20.97%	19.0	2	11	0	0
\$30,001-\$70,000	7	11.29%	31.0	2	5	0	0
\$70,001-\$140,000	18	29.03%	13.5	2	15	1	0
\$140,001-\$180,000	10	16.13%	36.0	1	7	2	0
\$180,001-\$270,000	8	12.90%	51.5	0	2	3	3
\$270,001 and up	6	9.68%	3.5	0	3	2	1
<b>Total Closed Units</b>	<b>62</b>			<b>7</b>	<b>43</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>7,880,816</b>	<b>100%</b>	<b>20.5</b>	<b>407.75K</b>	<b>4.90M</b>	<b>1.57M</b>	<b>1.01M</b>
<b>Median Closed Price</b>	<b>\$115,500</b>			<b>\$60,000</b>	<b>\$94,500</b>	<b>\$186,578</b>	<b>\$243,500</b>

# January 2020



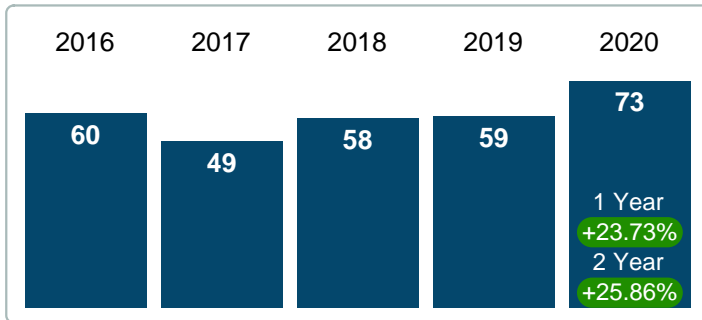
Area Delimited by County Of Washington



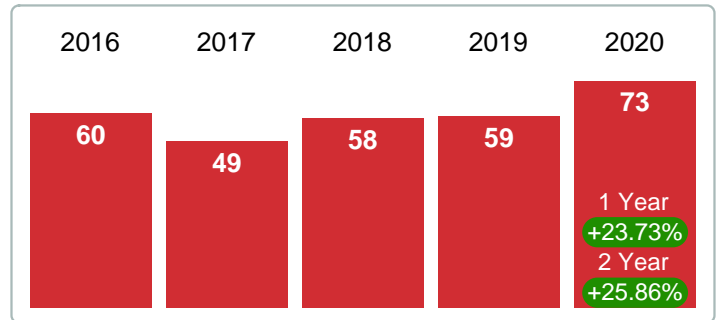
## PENDING LISTINGS

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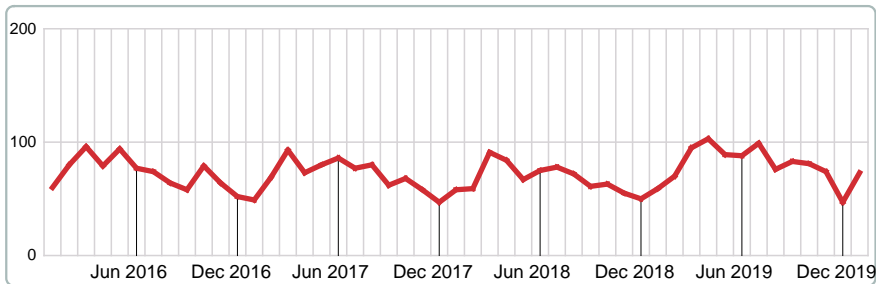
### JANUARY



### YEAR TO DATE (YTD)

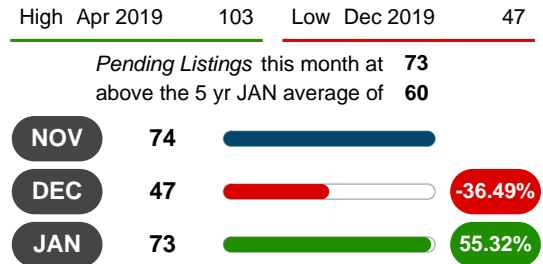


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 60



### 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	8.22%	34.0	4	2	0	0
\$50,001 - \$70,000	9	12.33%	31.0	2	7	0	0
\$70,001 - \$110,000	12	16.44%	46.0	1	10	1	0
\$110,001 - \$150,000	17	23.29%	19.0	0	14	2	1
\$150,001 - \$190,000	12	16.44%	70.0	0	9	3	0
\$190,001 - \$240,000	9	12.33%	72.0	2	2	5	0
\$240,001 and up	8	10.96%	27.0	1	2	3	2
<b>Total Pending Units</b>	<b>73</b>			<b>10</b>	<b>46</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,560,000</b>	<b>100%</b>	<b>40.0</b>	<b>1.24M</b>	<b>5.82M</b>	<b>2.73M</b>	<b>770.00K</b>
<b>Median Listing Price</b>	<b>\$135,000</b>			<b>\$59,500</b>	<b>\$127,450</b>	<b>\$198,900</b>	<b>\$295,000</b>

# January 2020



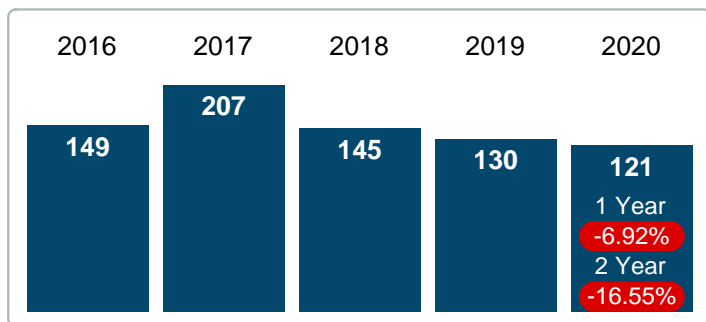
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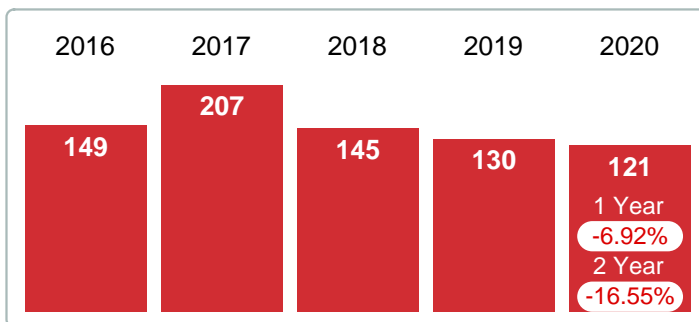
## NEW LISTINGS

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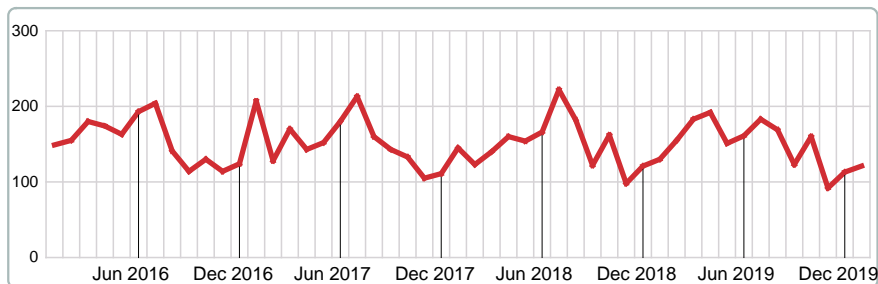
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

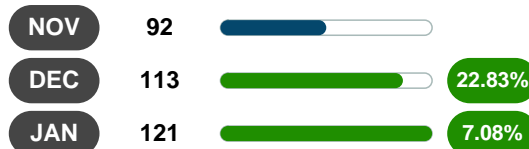


### 3 MONTHS

5 year JAN AVG = 150

High Jul 2018 222 Low Nov 2019 92

New Listings this month at 121  
below the 5 yr JAN average of 150



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedrooms Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$60,000	25	20.66%	10	13	2	0
\$60,001-\$80,000	15	12.40%	3	11	1	0
\$80,001-\$140,000	35	28.93%	8	25	2	0
\$140,001-\$220,000	17	14.05%	3	6	8	0
\$220,001-\$340,000	16	13.22%	1	5	9	1
\$340,001 and up	13	10.74%	6	0	3	4
<b>Total New Listed Units</b>	<b>121</b>		<b>31</b>	<b>60</b>	<b>25</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>19,850,859</b>	<b>100%</b>	<b>6.37M</b>	<b>6.11M</b>	<b>5.37M</b>	<b>2.00M</b>
<b>Median New Listed Listing Price</b>	<b>\$119,000</b>		<b>\$85,000</b>	<b>\$99,250</b>	<b>\$217,000</b>	<b>\$359,000</b>

# January 2020

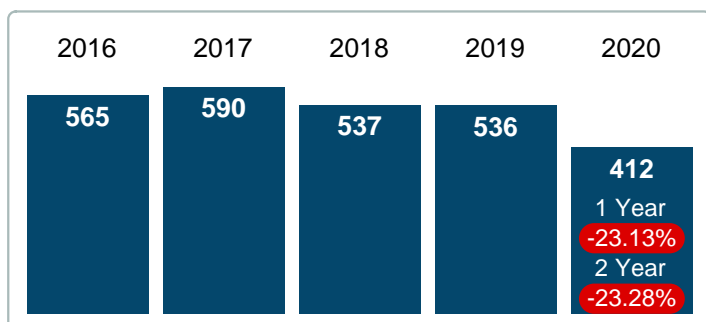
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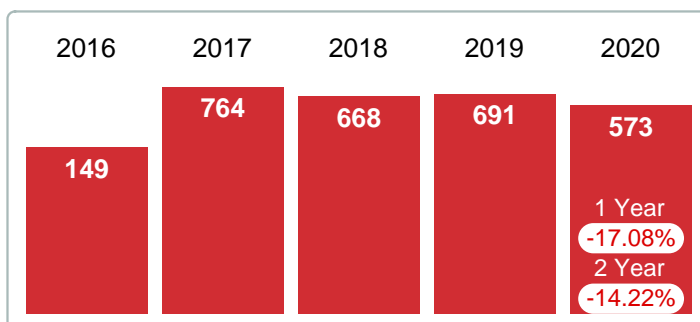
## ACTIVE INVENTORY

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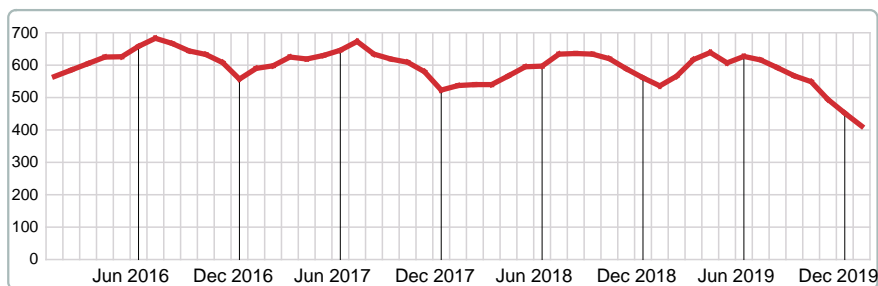
### END OF JANUARY



### ACTIVE DURING JANUARY

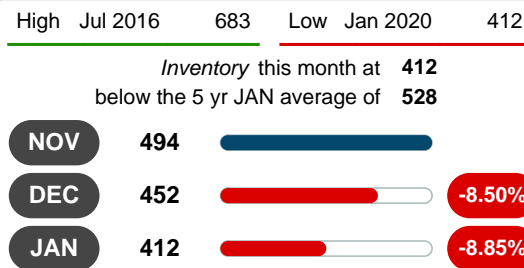


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 528



### 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	23	5.58%	42.0	13	9	0	1
\$10,001 - \$40,000	73	17.72%	114.0	69	4	0	0
\$40,001 - \$60,000	58	14.08%	166.5	43	12	2	1
\$60,001 - \$120,000	95	23.06%	82.0	59	31	5	0
\$120,001 - \$230,000	71	17.23%	71.0	23	21	26	1
\$230,001 - \$370,000	50	12.14%	78.0	16	5	23	6
\$370,001 and up	42	10.19%	106.0	25	4	9	4
Total Active Inventory by Units		412		248	86	65	13
Total Active Inventory by Volume		69,850,432	100%	38.18M	10.71M	16.47M	4.48M
Median Active Inventory Listing Price		\$82,950		\$60,000	\$92,200	\$230,000	\$350,000

# January 2020



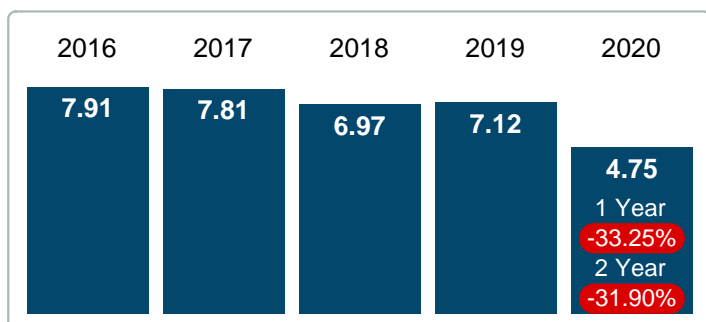
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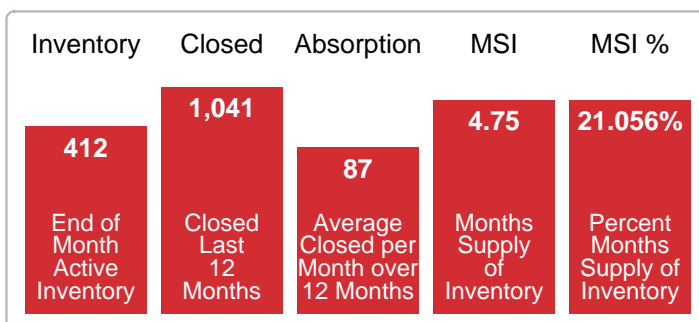
## MONTHS SUPPLY of INVENTORY (MSI)

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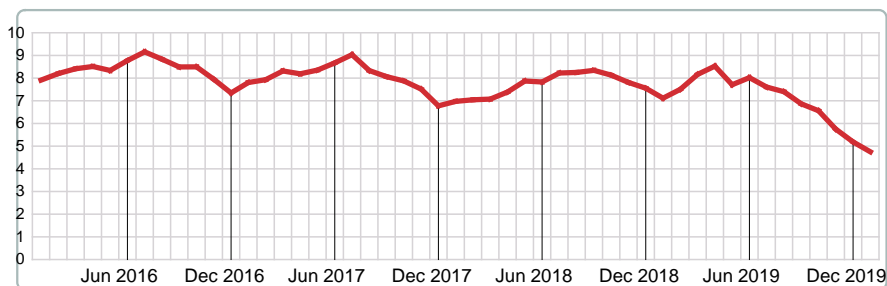
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2020

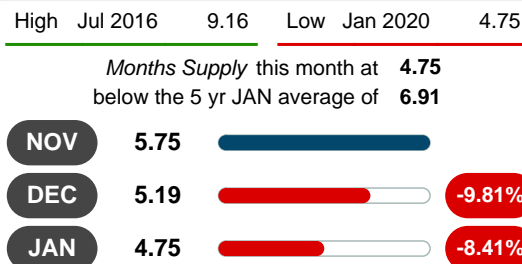


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 6.91



### 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	23	5.58%	2.23	3.06	1.74	0.00	0.00
\$10,001 - \$40,000	73	17.72%	10.55	20.70	1.23	0.00	0.00
\$40,001 - \$60,000	58	14.08%	9.41	17.20	3.60	6.00	0.00
\$60,001 - \$120,000	95	23.06%	4.10	13.62	1.91	2.00	0.00
\$120,001 - \$230,000	71	17.23%	2.65	30.67	1.37	2.71	0.86
\$230,001 - \$370,000	50	12.14%	4.44	27.43	2.50	2.97	6.55
\$370,001 and up	42	10.19%	20.16	50.00	8.00	12.00	12.00
Market Supply of Inventory (MSI)			4.75	15.26	1.88	2.93	5.20
Total Active Inventory by Units		100%	412	248	86	65	13

# January 2020



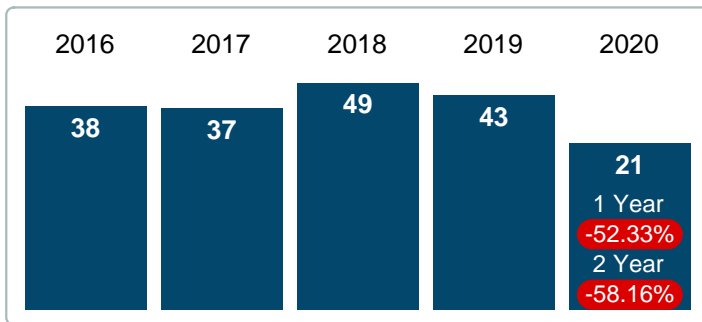
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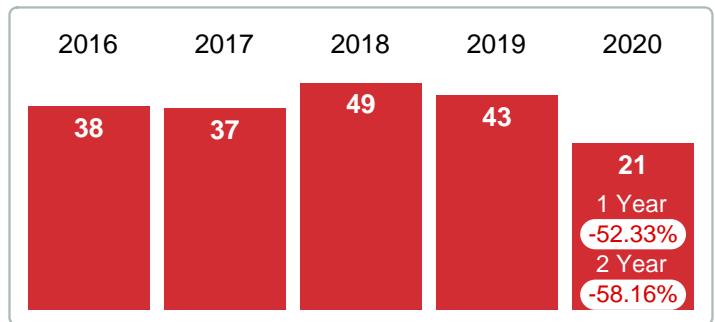
## MEDIAN DAYS ON MARKET TO SALE

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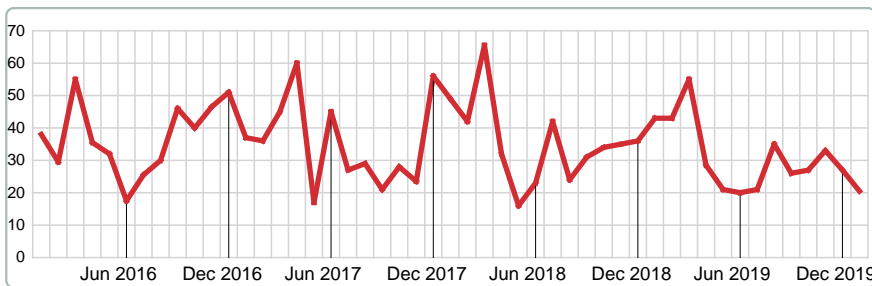
### JANUARY



### YEAR TO DATE (YTD)

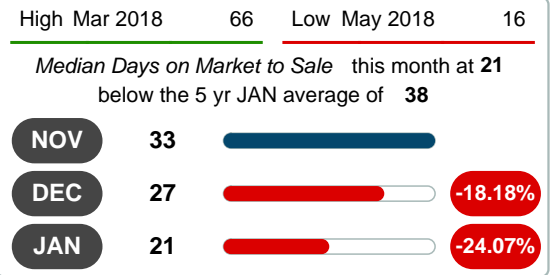


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 38



### 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%	106	0	0	0	0
\$1-\$30,000	13	20.97%	19	67	16	0	0
\$30,001-\$70,000	7	11.29%	31	39	31	0	0
\$70,001-\$140,000	18	29.03%	14	8	15	39	0
\$140,001-\$180,000	10	16.13%	36	1	43	41	0
\$180,001-\$270,000	8	12.90%	52	0	87	35	57
\$270,001 and up	6	9.68%	4	0	1	38	2
Median Closed DOM	21			18	16	37	57
Total Closed Units	62	100%	20.5	7	43	8	4
Total Closed Volume	7,880,816			407.75K	4.90M	1.57M	1.01M

# January 2020



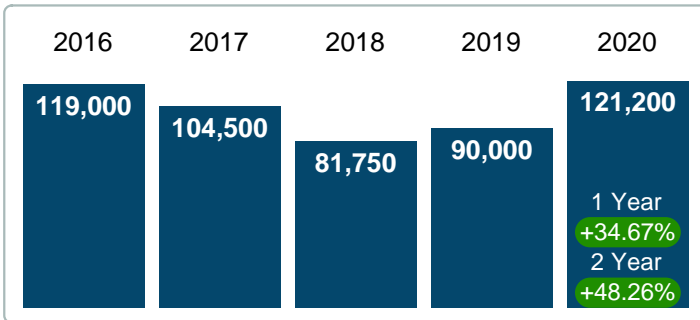
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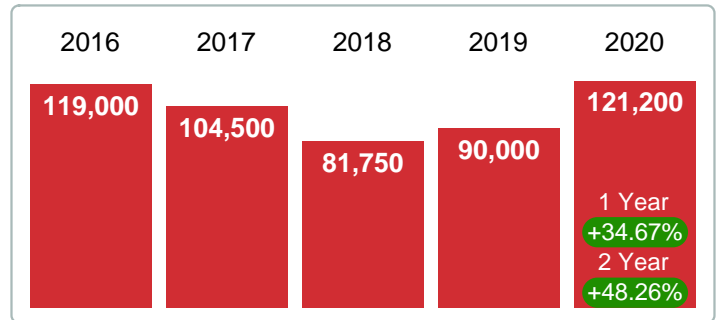
## MEDIAN LIST PRICE AT CLOSING

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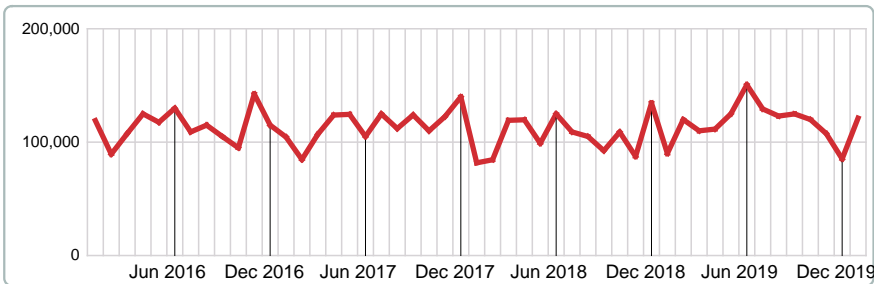
### JANUARY



### YEAR TO DATE (YTD)

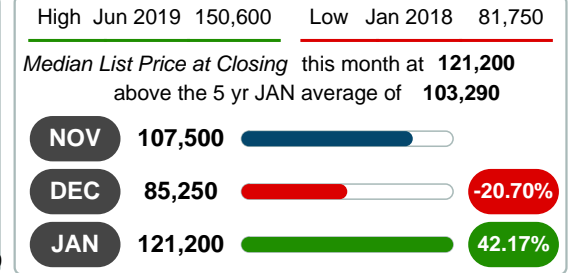


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 103,290



### 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%	4	0	0	0	0
\$1 \$30,000	13	20.97%	700	725	700	0	0
\$30,001 \$70,000	8	12.90%	58,000	61,400	58,000	0	0
\$70,001 \$140,000	18	29.03%	110,950	80,000	122,500	78,800	0
\$140,001 \$180,000	10	16.13%	162,000	146,500	162,000	179,000	0
\$180,001 \$270,000	6	9.68%	217,450	0	224,900	198,750	217,450
\$270,001 and up	7	11.29%	325,000	0	383,000	310,000	293,950
Median List Price			121,200	69,900	94,500	189,200	247,450
Total Closed Units		100%	121,200	7	43	8	4
Total Closed Volume			8,041,470	430.75K	4.98M	1.61M	1.02M



# January 2020

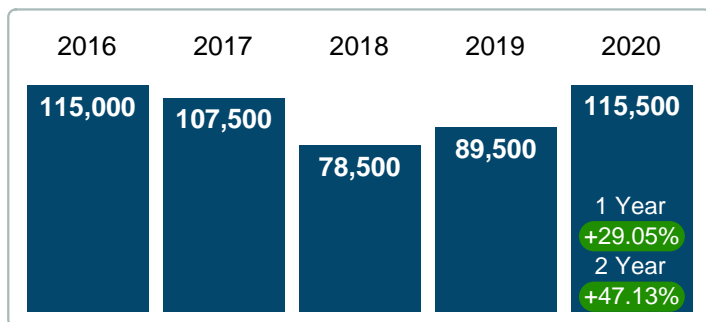
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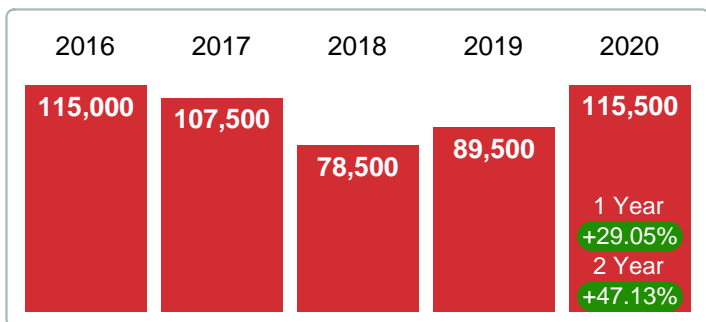
## MEDIAN SOLD PRICE AT CLOSING

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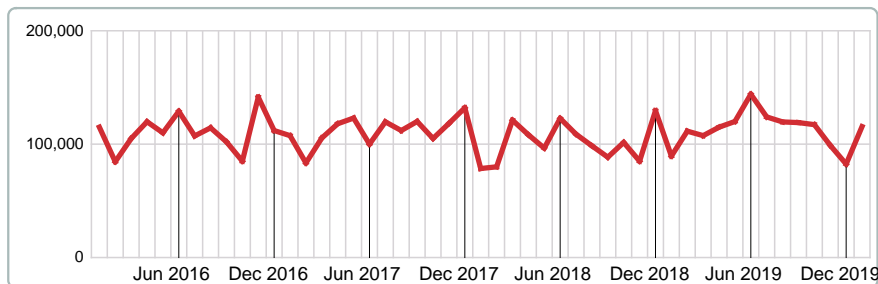
### JANUARY



### YEAR TO DATE (YTD)

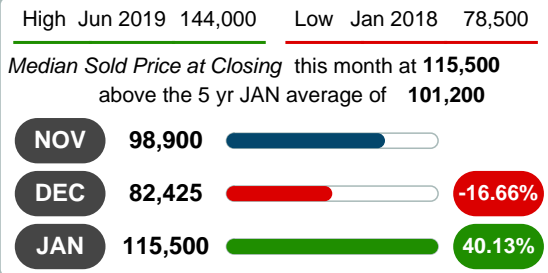


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 101,200



### 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%	325,000	0	0	0	0
\$1-\$30,000	13	20.97%	700	725	700	0	0
\$30,001-\$70,000	7	11.29%	53,000	56,450	53,000	0	0
\$70,001-\$140,000	18	29.03%	96,750	73,450	115,000	78,800	0
\$140,001-\$180,000	10	16.13%	157,000	146,500	159,000	157,575	0
\$180,001-\$270,000	8	12.90%	211,000	0	224,900	187,656	217,000
\$270,001 and up	6	9.68%	325,100	0	373,000	301,350	315,000
Median Sold Price			115,500	60,000	94,500	186,578	243,500
Total Closed Units		100%	115,500	7	43	8	4
Total Closed Volume			7,880,816	407.75K	4.90M	1.57M	1.01M

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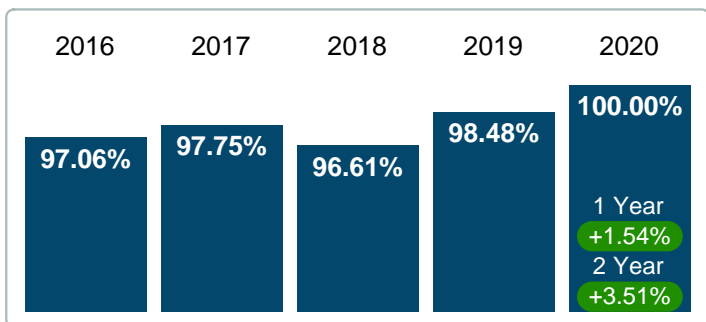
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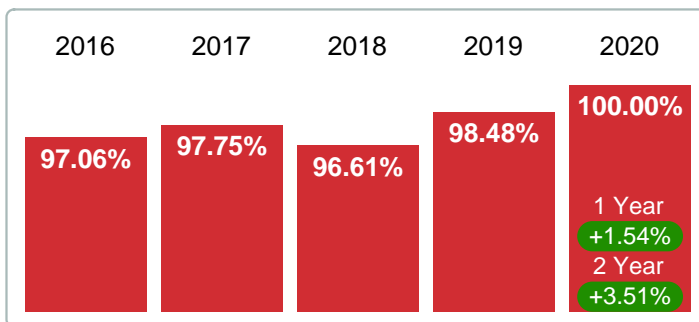
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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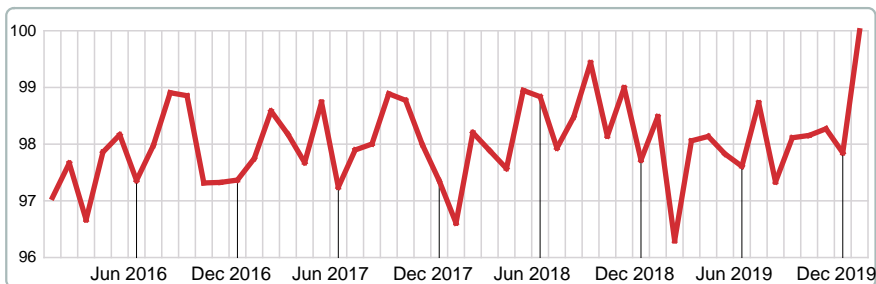
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

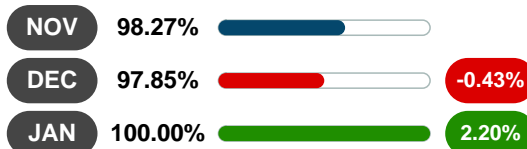


### 3 MONTHS

5 year JAN AVG = 97.98%

High Jan 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JAN 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
\$0 and less	0	0.00%	92.50%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	13	20.97%	100.00%	100.00%	100.00%	0.00%	0.00%
\$30,001-\$70,000	7	11.29%	92.11%	88.71%	92.11%	0.00%	0.00%
\$70,001-\$140,000	18	29.03%	98.61%	96.89%	98.28%	100.00%	0.00%
\$140,001-\$180,000	10	16.13%	99.60%	100.00%	100.00%	94.68%	0.00%
\$180,001-\$270,000	8	12.90%	99.34%	0.00%	100.00%	100.00%	98.18%
\$270,001 and up	6	9.68%	97.51%	0.00%	97.62%	97.21%	100.67%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.53%	98.43%
Total Closed Units		62	100%	7	43	8	4
Total Closed Volume		7,880,816		407.75K	4.90M	1.57M	1.01M

# January 2020

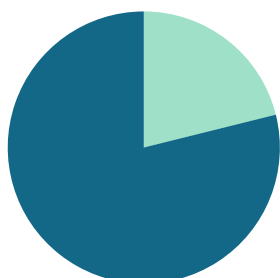
Area Delimited by County Of Washington



## MARKET SUMMARY

Report produced on Feb 11, 2020 for MLS Technology Inc.

### INVENTORY

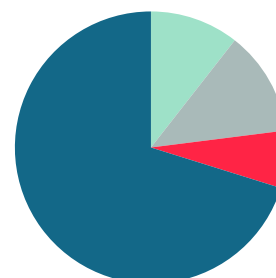


**Inventory**  
 New Listings  
**121 = 21.12%**  
 Start Inventory  
**452**  
 Total Inventory Units  
**573**  
 Volume  
**\$95,761,512**

### Market Activity

Closed Sales  
**62 = 10.56%**  
 Pending Sales  
**73 = 12.44%**  
 Other Off Market  
**40 = 6.81%**  
 Active Inventory  
**412 = 70.19%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	67	62	-7.46%	67	62	-7.46%
Pending Sales	59	73	23.73%	59	73	23.73%
New Listings	130	121	-6.92%	130	121	-6.92%
Median List Price	90,000	121,200	34.67%	90,000	121,200	34.67%
Median Sale Price	89,500	115,500	29.05%	89,500	115,500	29.05%
Median Percent of Selling Price to List Price	98.48%	100.00%	1.54%	98.48%	100.00%	1.54%
Median Days on Market to Sale	43.00	20.50	-52.33%	43.00	20.50	-52.33%
Monthly Inventory	536	412	-23.13%	536	412	-23.13%
Months Supply of Inventory	7.12	4.75	-33.25%	7.12	4.75	-33.25%

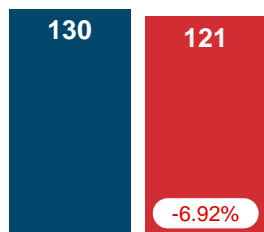
**Absorption:** Last 12 months, an Average of **87** Sales/Month

**Inventory** on January 31, 2020 = **412** 2019 2020

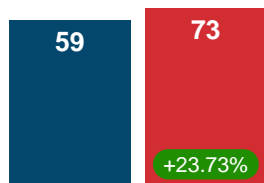
### JANUARY MARKET

### MEDIAN PRICES

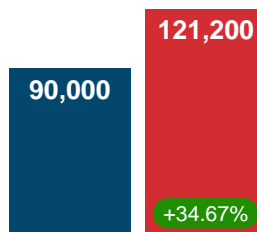
#### New Listings



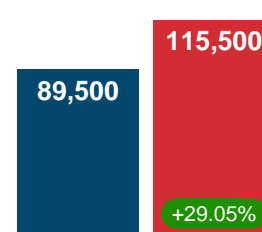
#### Pending Listings



#### List Price



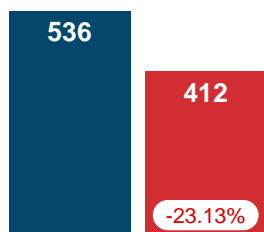
#### Sale Price



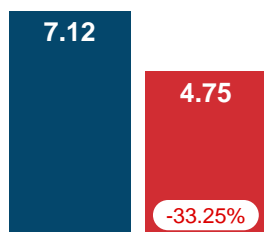
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

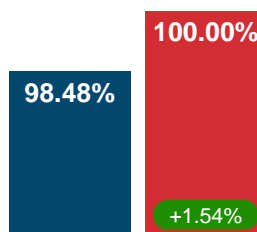
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

