



# November 2020

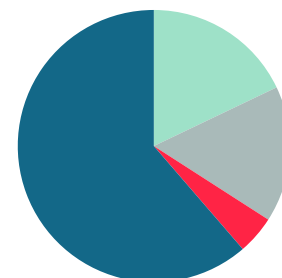
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	89	94	5.62%
Pending Listings	72	85	18.06%
New Listings	92	93	1.09%
Average List Price	110,345	172,929	56.72%
Average Sale Price	107,071	169,282	58.10%
Average Percent of Selling Price to List Price	96.71%	98.96%	2.33%
Average Days on Market to Sale	49.25	33.73	-31.50%
End of Month Inventory	509	322	-36.74%
Months Supply of Inventory	5.88	3.90	-33.61%



■ Closed (17.90%)  
■ Pending (16.19%)  
■ Other OffMarket (4.57%)  
■ Active (61.33%)

**Absorption:** Last 12 months, an Average of **83** Sales/Month  
**Active Inventory** as of November 30, 2020 = **322**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2020 decreased **36.74%** to 322 existing homes available for sale. Over the last 12 months this area has had an average of 83 closed sales per month. This represents an unsold inventory index of **3.90** 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 **58.10%** in November 2020 to \$169,282 versus the previous year at \$107,071.

#### Average Days on Market Shortens

The average number of **33.73** days that homes spent on the market before selling decreased by 15.51 days or **31.50%** in November 2020 compared to last year's same month at **49.25** DOM.

#### Sales Success for November 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 93 New Listings in November 2020, up **1.09%** from last year at 92. Furthermore, there were 94 Closed Listings this month versus last year at 89, a **5.62%** increase.

Closed versus Listed trends yielded a **101.1%** ratio, up from previous year's, November 2019, at **96.7%**, a **4.48%** 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

<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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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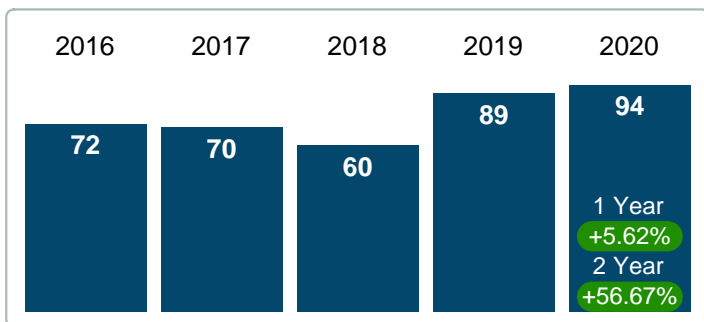
Area Delimited by County Of Washington



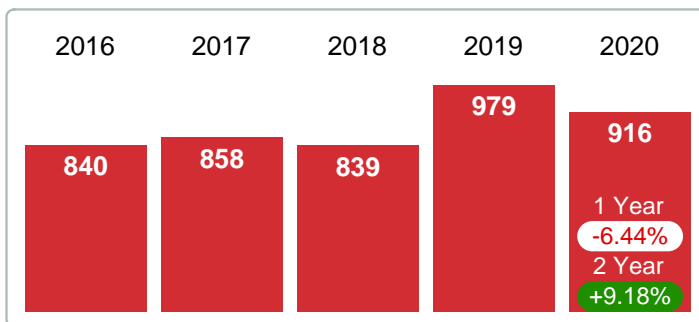
## CLOSED LISTINGS

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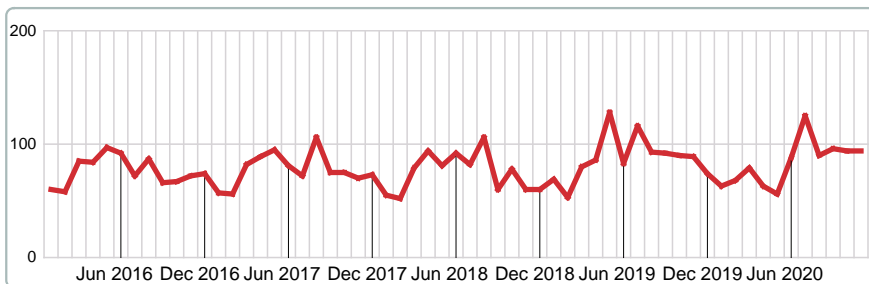
### NOVEMBER



### YEAR TO DATE (YTD)

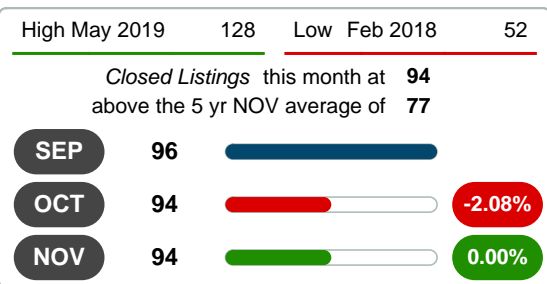


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 77



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.26%	54.3	3	1	0	0
\$25,001 - \$75,000	14	14.89%	67.3	7	6	1	0
\$75,001 - \$100,000	13	13.83%	28.6	5	8	0	0
\$100,001 - \$150,000	21	22.34%	29.5	2	17	2	0
\$150,001 - \$200,000	20	21.28%	22.7	0	16	3	1
\$200,001 - \$300,000	12	12.77%	28.3	0	4	8	0
\$300,001 and up	10	10.64%	22.6	1	3	4	2
<b>Total Closed Units</b>	<b>94</b>			<b>18</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>15,912,551</b>	<b>100%</b>	<b>33.7</b>	<b>1.51M</b>	<b>7.88M</b>	<b>5.43M</b>	<b>1.09M</b>
<b>Average Closed Price</b>	<b>\$169,282</b>			<b>\$83,917</b>	<b>\$143,319</b>	<b>\$301,460</b>	<b>\$364,400</b>



# November 2020

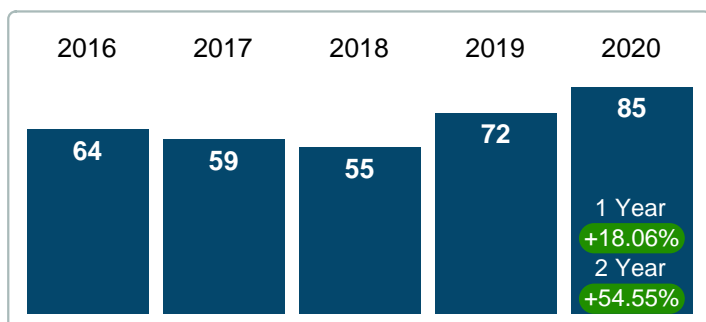
Area Delimited by County Of Washington



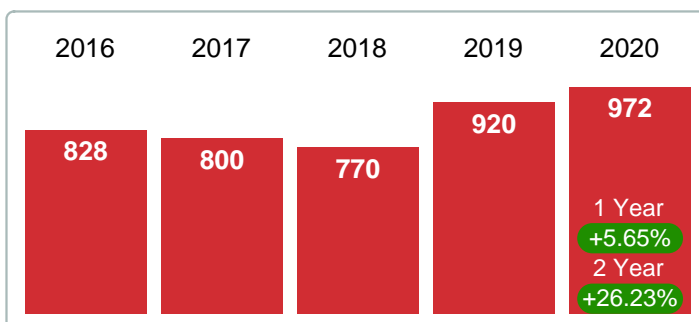
## PENDING LISTINGS

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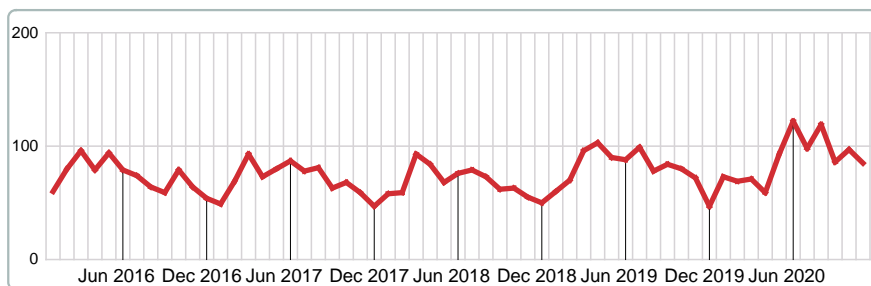
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 67

High Jun 2020 122 Low Dec 2019 47

Pending Listings this month at **85**  
above the 5 yr NOV average of **67**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	5.88%	56.8	3	2	0	0
\$40,001 - \$70,000	11	12.94%	41.7	5	6	0	0
\$70,001 - \$110,000	15	17.65%	46.5	2	13	0	0
\$110,001 - \$180,000	21	24.71%	33.4	0	17	3	1
\$180,001 - \$230,000	13	15.29%	32.8	0	3	8	2
\$230,001 - \$310,000	11	12.94%	38.7	2	3	4	2
\$310,001 and up	9	10.59%	47.2	0	4	5	0
<b>Total Pending Units</b>	<b>85</b>			<b>12</b>	<b>48</b>	<b>20</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>14,333,749</b>	<b>100%</b>	<b>56.8</b>	<b>1.07M</b>	<b>6.83M</b>	<b>5.35M</b>	<b>1.09M</b>
<b>Average Listing Price</b>	<b>\$115,750</b>			<b>\$89,108</b>	<b>\$142,283</b>	<b>\$267,353</b>	<b>\$217,560</b>



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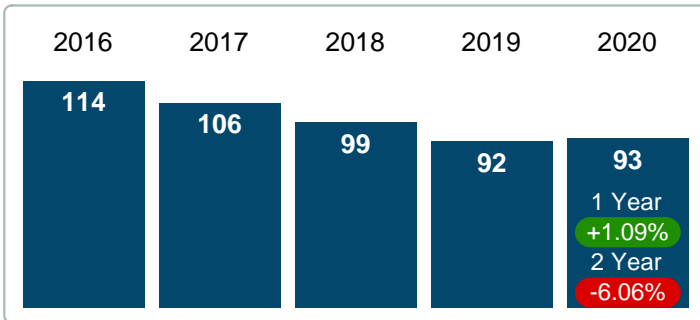
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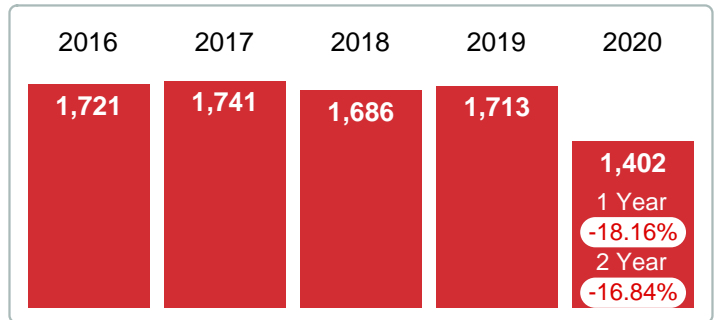
## NEW LISTINGS

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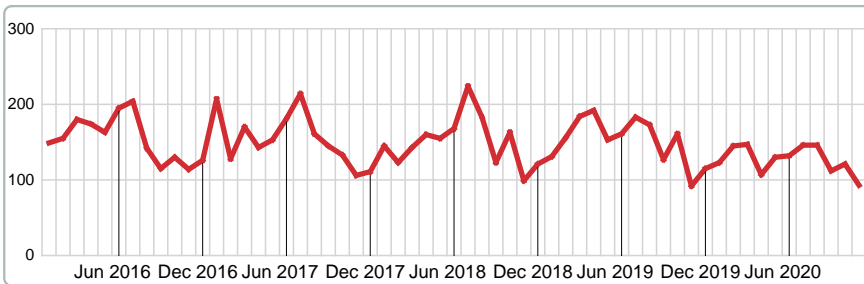
### NOVEMBER



### YEAR TO DATE (YTD)

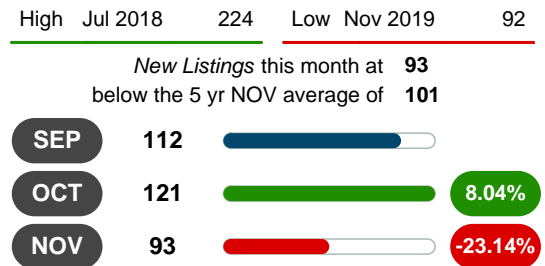


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 101



### 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	8	8.60%	5	3	0	0
\$40,001 - \$70,000	10	10.75%	2	7	1	0
\$70,001 - \$110,000	16	17.20%	2	14	0	0
\$110,001 - \$160,000	24	25.81%	7	15	2	0
\$160,001 - \$240,000	14	15.05%	4	4	4	2
\$240,001 - \$310,000	11	11.83%	4	3	4	0
\$310,001 and up	10	10.75%	1	2	7	0
<b>Total New Listed Units</b>	<b>93</b>		<b>25</b>	<b>48</b>	<b>18</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>15,167,240</b>	<b>100%</b>	<b>3.80M</b>	<b>5.97M</b>	<b>4.97M</b>	<b>418.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$135,167</b>		<b>\$152,192</b>	<b>\$124,394</b>	<b>\$276,258</b>	<b>\$209,450</b>



# November 2020

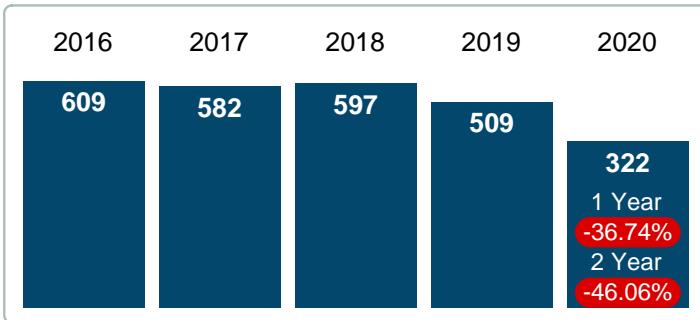
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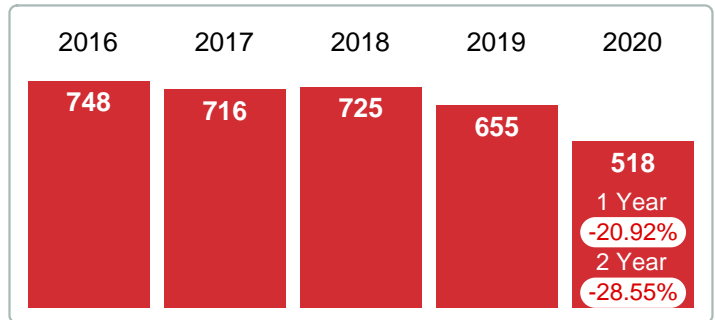
## ACTIVE INVENTORY

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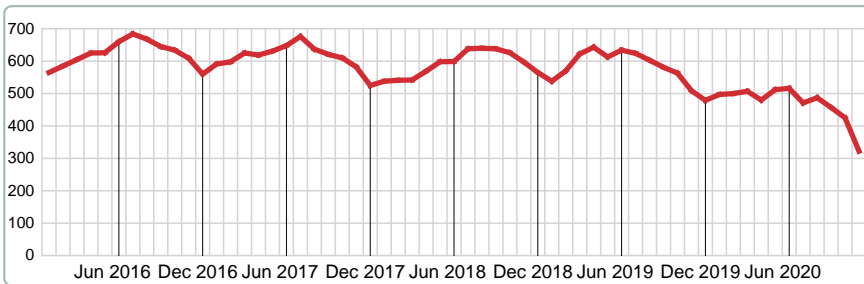
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

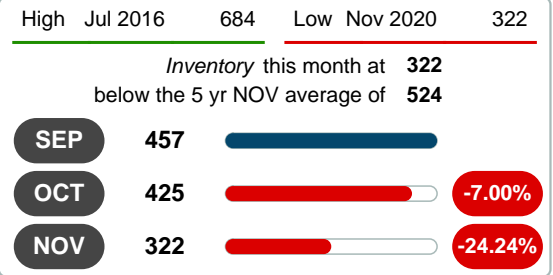


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 524



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$0 and less	0	0.00%	0.0	0	0	0	0			
\$1-\$25,000	73	22.67%	170.7	48	23	2	0			
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0			
\$25,001-\$100,000	128	39.75%	131.6	106	16	6	0			
\$100,001-\$200,000	48	14.91%	77.0	24	16	7	1			
\$200,001-\$375,000	35	10.87%	77.5	13	6	13	3			
\$375,001 and up	38	11.80%	135.3	29	3	4	2			
Total Active Inventory by Units				322		220	64	32	6	
Total Active Inventory by Volume				49,755,128	100%	126.9	32.99M	7.00M	7.54M	2.23M
Average Active Inventory Listing Price				\$154,519			\$149,945	\$109,307	\$235,620	\$371,967

# November 2020



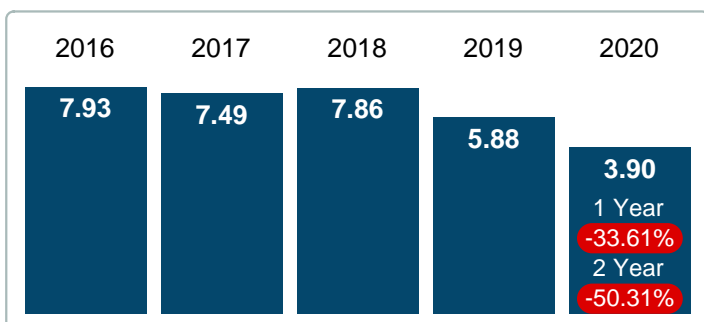
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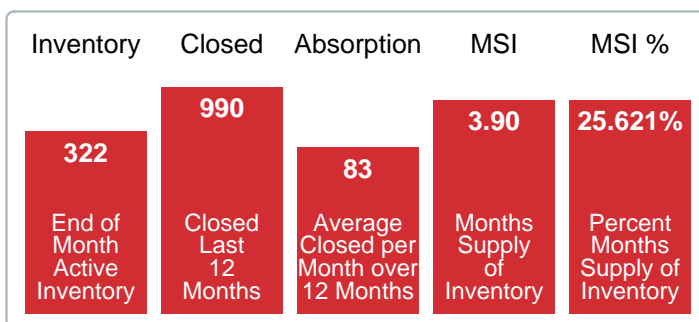
## MONTHS SUPPLY of INVENTORY (MSI)

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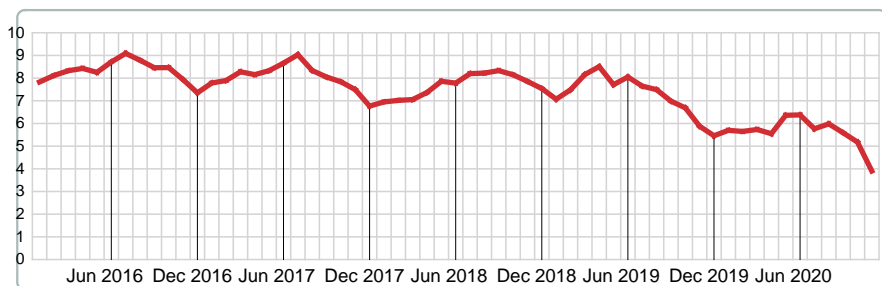
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

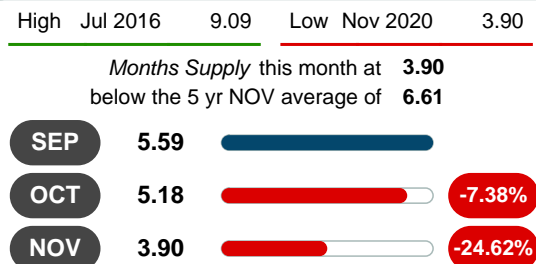


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.61



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$20,000	68	21.12%	12.00	16.00	8.52	8.00	0.00
\$20,001-\$40,000	32	9.94%	6.19	10.00	0.50	6.00	0.00
\$40,001-\$100,000	101	31.37%	4.54	10.91	1.22	2.86	0.00
\$100,001-\$200,000	48	14.91%	1.56	9.93	0.80	0.88	2.00
\$200,001-\$390,000	37	11.49%	2.29	9.75	1.83	1.49	1.89
\$390,001 and up	36	11.18%	14.90	87.00	4.80	3.00	3.00
Market Supply of Inventory (MSI)	3.90			12.82	1.53	1.55	2.06
Total Active Inventory by Units	322	100%	3.90	220	64	32	6

# November 2020



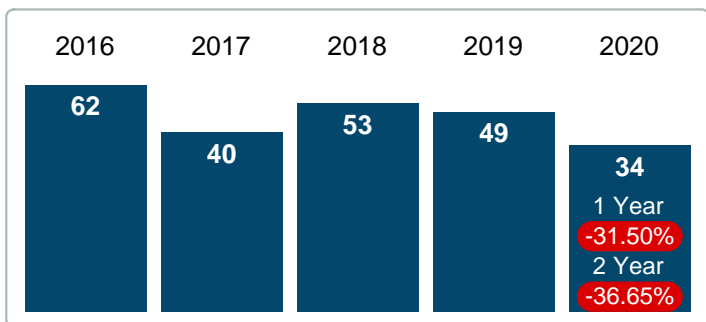
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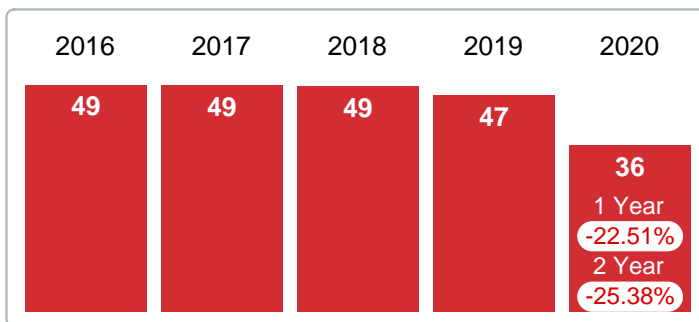
## AVERAGE DAYS ON MARKET TO SALE

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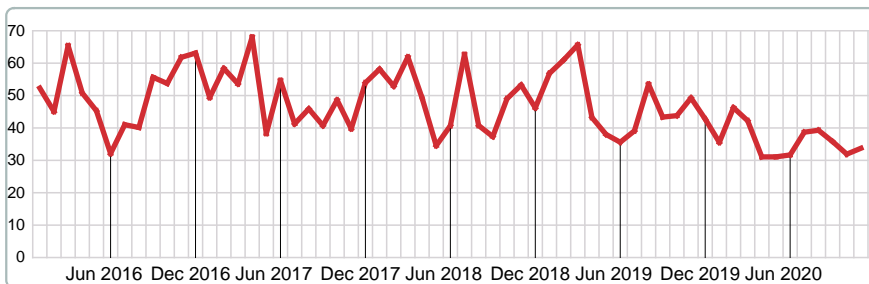
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 48

High Apr 2017 68 Low Apr 2020 31

Average Days on Market to Sale this month at 34 below the 5 yr NOV average of 48



### 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
\$25,000 and less	4.26%	54	48	72	0	0
\$25,001 - \$75,000	14.89%	67	93	25	142	0
\$75,001 - \$100,000	13.83%	29	34	26	0	0
\$100,001 - \$150,000	22.34%	30	6	18	148	0
\$150,001 - \$200,000	21.28%	23	0	26	1	28
\$200,001 - \$300,000	12.77%	28	0	8	39	0
\$300,001 and up	10.64%	23	84	8	9	42
<b>Average Closed DOM</b>		<b>34</b>	<b>59</b>	<b>22</b>	<b>44</b>	<b>37</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>94</b>	<b>18</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>15,912,551</b>	<b>1.51M</b>	<b>7.88M</b>	<b>5.43M</b>	<b>1.09M</b>





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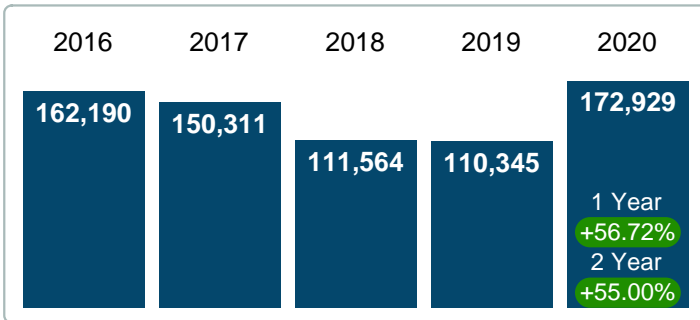
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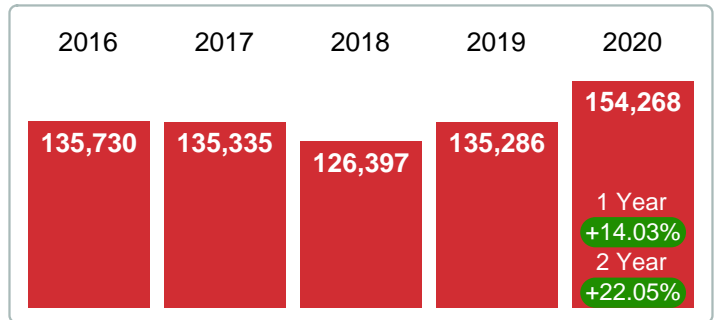
## AVERAGE LIST PRICE AT CLOSING

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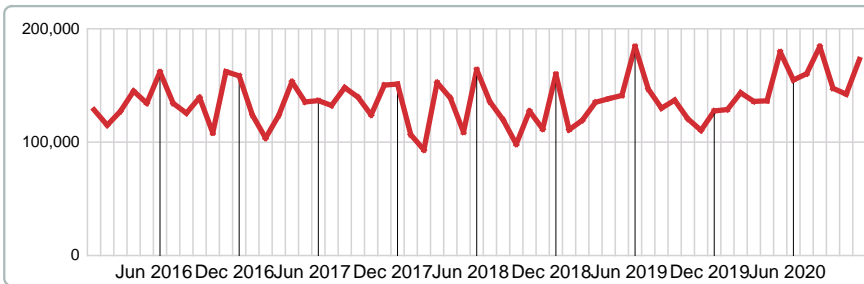
### NOVEMBER



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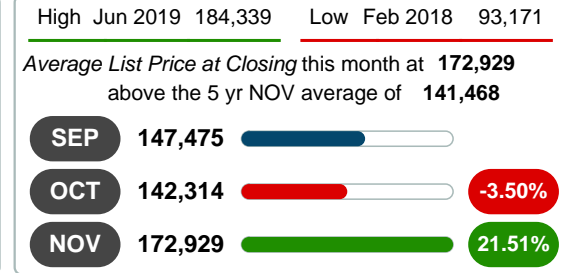


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 141,468



### 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
\$25,000 and less	4.26%	21,750	21,333	23,000	0	0
\$25,001 - \$75,000	13.83%	50,315	45,757	58,050	64,500	0
\$75,001 - \$100,000	13.83%	87,515	97,160	85,788	0	0
\$100,001 - \$150,000	25.53%	125,971	124,450	124,612	126,850	0
\$150,001 - \$200,000	19.15%	179,472	0	173,181	188,000	184,500
\$200,001 - \$300,000	12.77%	246,275	0	257,225	240,800	0
\$300,001 and up	10.64%	516,740	410,000	346,500	698,500	461,950
<b>Average List Price</b>		<b>172,929</b>	<b>84,944</b>	<b>145,733</b>	<b>311,256</b>	<b>369,466</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>172,929</b>	<b>18</b>	<b>55</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>16,255,299</b>	<b>1.53M</b>	<b>8.02M</b>	<b>5.60M</b>	<b>1.11M</b>





# November 2020

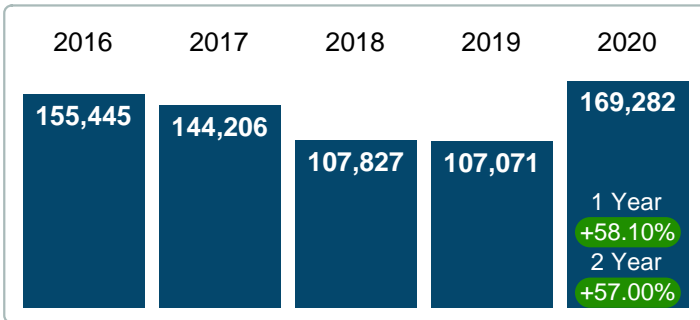
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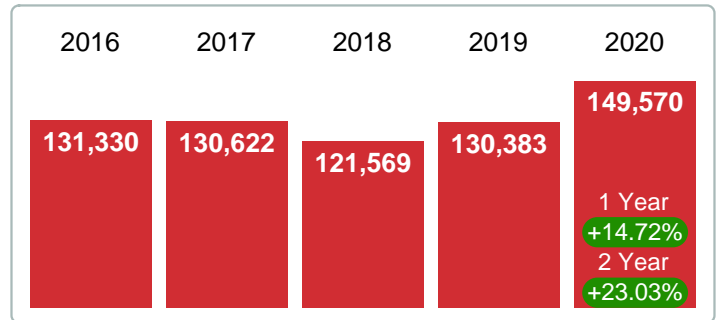
## AVERAGE SOLD PRICE AT CLOSING

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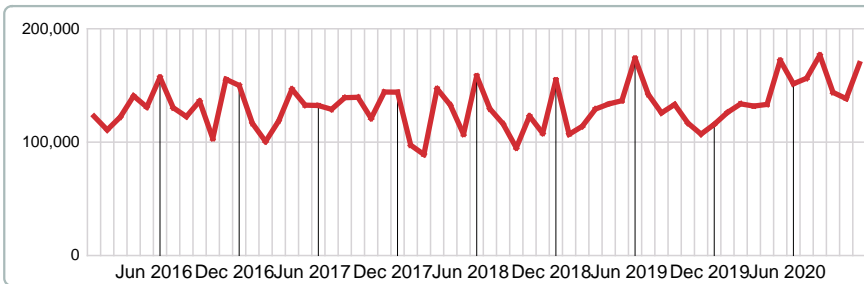
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

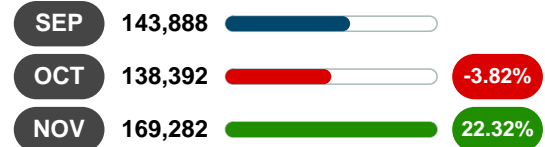


### 3 MONTHS

5 year NOV AVG = 136,766

High Aug 2020 176,754 Low Feb 2018 89,105

Average Sold Price at Closing this month at **169,282** above the 5 yr NOV average of **136,766**



### 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
\$25,000 and less	4	4.26%	20,313	19,917	21,500	0	0
\$25,001 - \$75,000	14	14.89%	51,054	46,979	54,317	60,000	0
\$75,001 - \$100,000	13	13.83%	88,362	94,580	84,475	0	0
\$100,001 - \$150,000	21	22.34%	124,034	124,500	123,954	124,250	0
\$150,001 - \$200,000	20	21.28%	174,343	0	170,853	188,000	189,200
\$200,001 - \$300,000	12	12.77%	246,898	0	253,500	243,598	0
\$300,001 and up	10	10.64%	491,350	400,000	334,833	651,250	452,000
Average Sold Price			169,282	83,917	143,319	301,460	364,400
Total Closed Units		100%	169,282	18	55	18	3
Total Closed Volume			15,912,551	1.51M	7.88M	5.43M	1.09M



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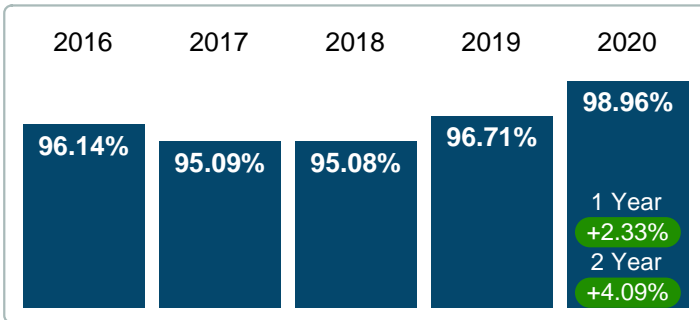
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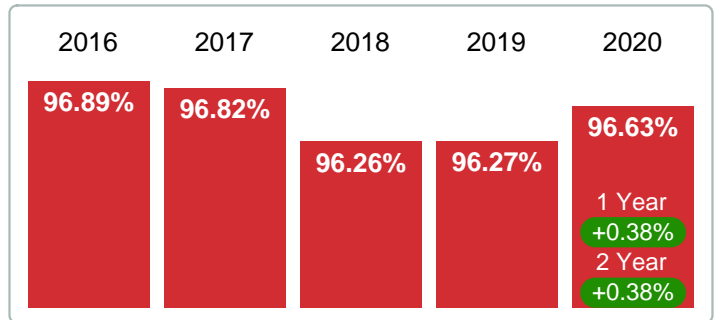
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

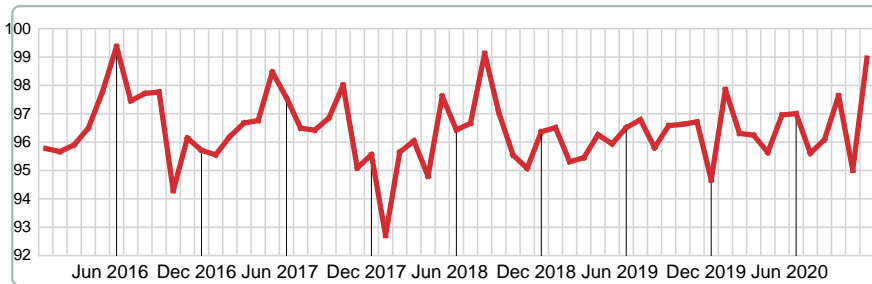
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

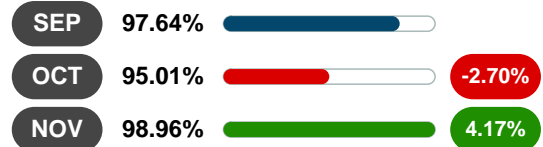


### 3 MONTHS

5 year NOV AVG = 96.40%

High Jun 2016 99.37% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **98.96%**  
above the 5 yr NOV average of **96.40%**



### 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
\$25,000 and less	4	4.26%	93.55%	93.57%	93.48%	0.00%	0.00%
\$25,001 - \$75,000	14	14.89%	100.97%	107.83%	94.29%	93.02%	0.00%
\$75,001 - \$100,000	13	13.83%	98.32%	97.69%	98.71%	0.00%	0.00%
\$100,001 - \$150,000	21	22.34%	99.39%	100.04%	99.50%	97.81%	0.00%
\$150,001 - \$200,000	20	21.28%	99.24%	0.00%	98.89%	100.00%	102.55%
\$200,001 - \$300,000	12	12.77%	100.24%	0.00%	98.46%	101.13%	0.00%
\$300,001 and up	10	10.64%	96.18%	97.56%	96.75%	94.62%	97.76%
Average Sold/List Ratio		99.00%		101.20%	98.31%	98.68%	99.36%
Total Closed Units		94	100%	18	55	18	3
Total Closed Volume		15,912,551		1.51M	7.88M	5.43M	1.09M

# November 2020

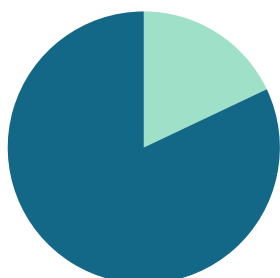
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

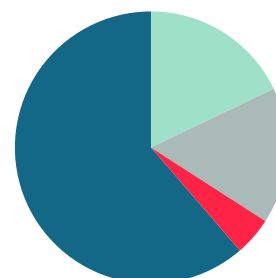


**Inventory**  
 New Listings  
**93 = 17.95%**  
 Start Inventory  
**425**  
 Total Inventory Units  
**518**  
 Volume  
**\$82,385,926**

### Market Activity

Closed Sales  
**94 = 17.90%**  
 Pending Sales  
**85 = 16.19%**  
 Other Off Market  
**24 = 4.57%**  
 Active Inventory  
**322 = 61.33%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	89	94	5.62%	979	916	-6.44%
Pending Sales	72	85	18.06%	920	972	5.65%
New Listings	92	93	1.09%	1,713	1,402	-18.16%
Average List Price	110,345	172,929	56.72%	135,286	154,268	14.03%
Average Sale Price	107,071	169,282	58.10%	130,383	149,570	14.72%
Average Percent of Selling Price to List Price	96.71%	98.96%	2.33%	96.27%	96.63%	0.38%
Average Days on Market to Sale	49.25	33.73	-31.50%	46.75	36.23	-22.51%
Monthly Inventory	509	322	-36.74%	509	322	-36.74%
Months Supply of Inventory	5.88	3.90	-33.61%	5.88	3.90	-33.61%

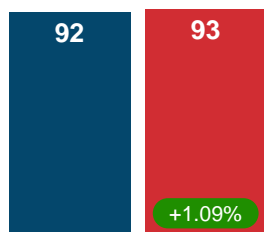
**Absorption:** Last 12 months, an Average of **83** Sales/Month

**Inventory** on November 30, 2020 = **322** 2019 2020

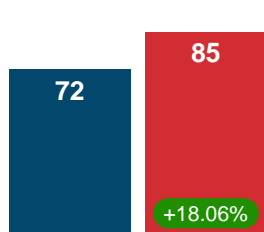
### NOVEMBER MARKET

### AVERAGE PRICES

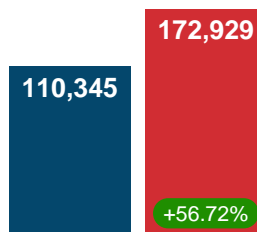
#### New Listings



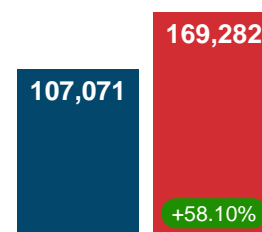
#### Pending Listings



#### List Price



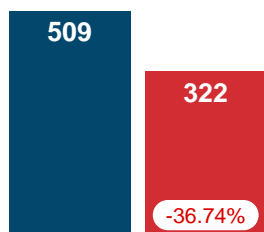
#### Sale Price



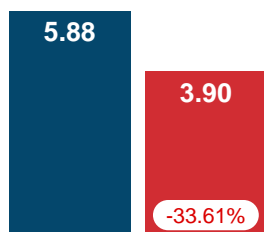
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

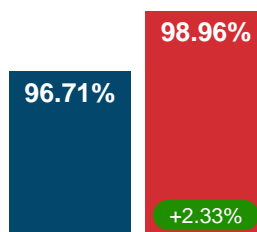
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

