



November 2020

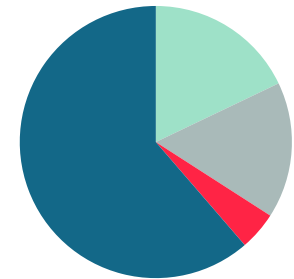
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	89	94	5.62%
Pending Listings	72	85	18.06%
New Listings	92	93	1.09%
Median List Price	103,000	134,900	30.97%
Median Sale Price	98,500	134,950	37.01%
Median Percent of Selling Price to List Price	98.21%	100.00%	1.82%
Median Days on Market to Sale	33.00	7.00	-78.79%
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.

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 **37.01%** in November 2020 to \$134,950 versus the previous year at \$98,500.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 26.00 days or **78.79%** in November 2020 compared to last year's same month at **33.00** DOM.

Sales Success for November 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 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.

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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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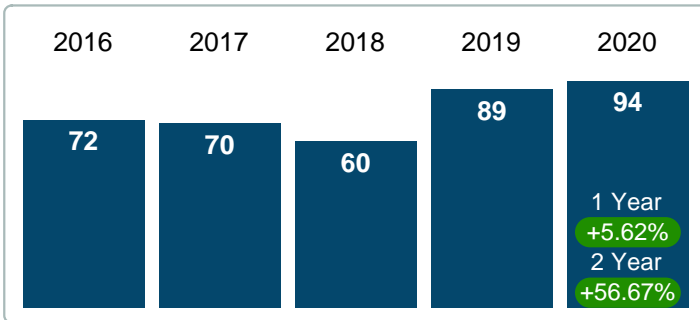
Area Delimited by County Of Washington



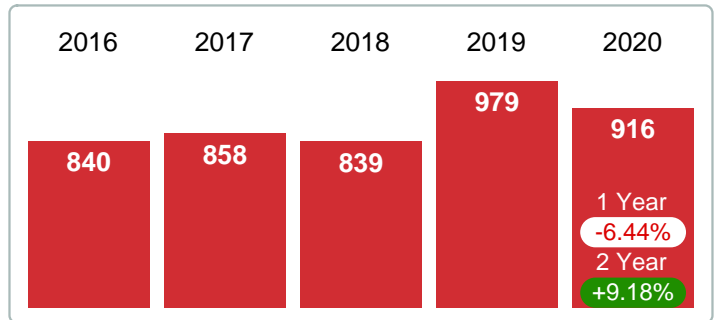
CLOSED LISTINGS

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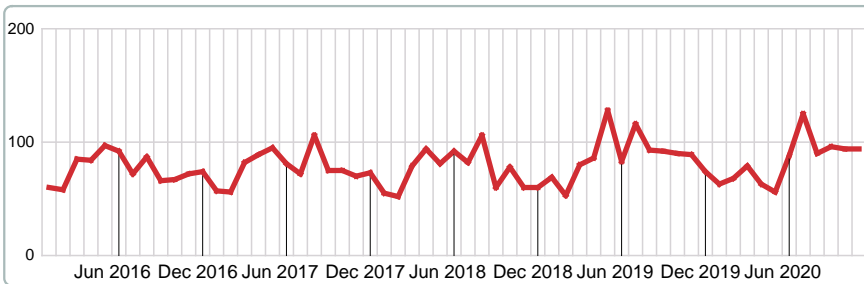
NOVEMBER



YEAR TO DATE (YTD)

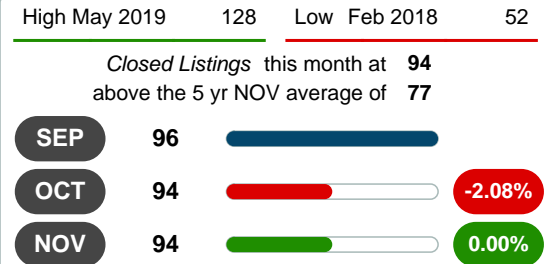


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 77



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	6.38%	53.5	5	1	0	0
\$40,001 - \$80,000	16	17.02%	27.5	5	10	1	0
\$80,001 - \$100,000	9	9.57%	15.0	5	4	0	0
\$100,001 - \$160,000	24	25.53%	5.0	2	20	2	0
\$160,001 - \$200,000	17	18.09%	9.0	0	13	3	1
\$200,001 - \$310,000	13	13.83%	4.0	0	4	9	0
\$310,001 and up	9	9.57%	7.0	1	3	3	2
Total Closed Units	94			18	55	18	3
Total Closed Volume	15,912,551	100%	7.0	1.51M	7.88M	5.43M	1.09M
Median Closed Price	\$134,950			\$56,000	\$134,900	\$234,441	\$425,000



November 2020

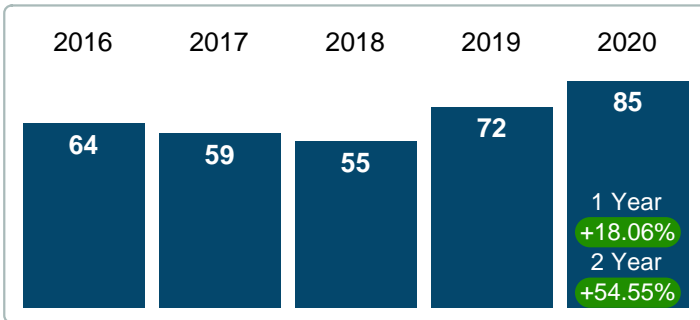
Area Delimited by County Of Washington



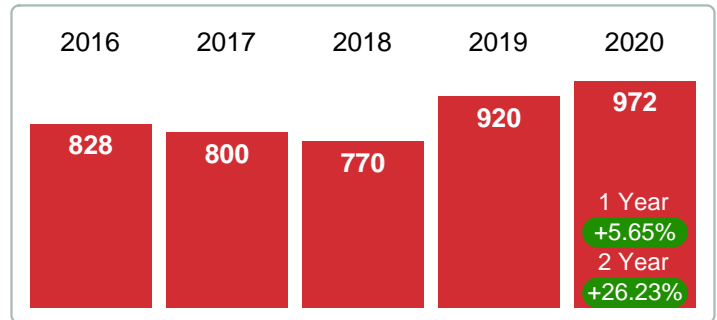
PENDING LISTINGS

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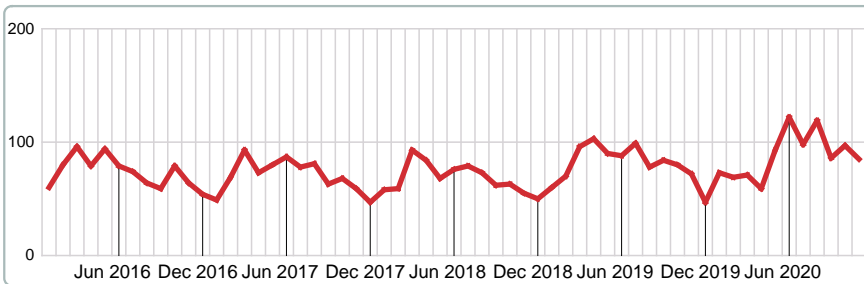
NOVEMBER



YEAR TO DATE (YTD)

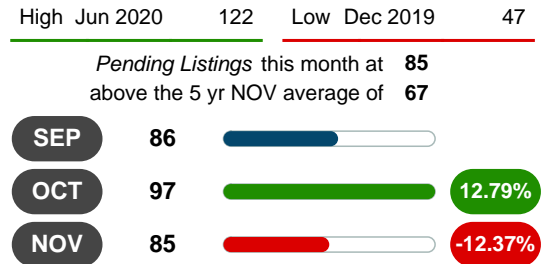


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	5.88%	28.0	3	2	0	0
\$40,001 - \$70,000	11	12.94%	12.0	5	6	0	0
\$70,001 - \$110,000	15	17.65%	6.0	2	13	0	0
\$110,001 - \$180,000	21	24.71%	24.0	0	17	3	1
\$180,001 - \$230,000	13	15.29%	20.0	0	3	8	2
\$230,001 - \$310,000	11	12.94%	9.0	2	3	4	2
\$310,001 and up	9	10.59%	4.0	0	4	5	0
Total Pending Units	85			12	48	20	5
Total Pending Volume	14,333,749	100%	9.0	1.07M	6.83M	5.35M	1.09M
Median Listing Price	\$142,000			\$61,700	\$114,950	\$229,500	\$230,000



November 2020

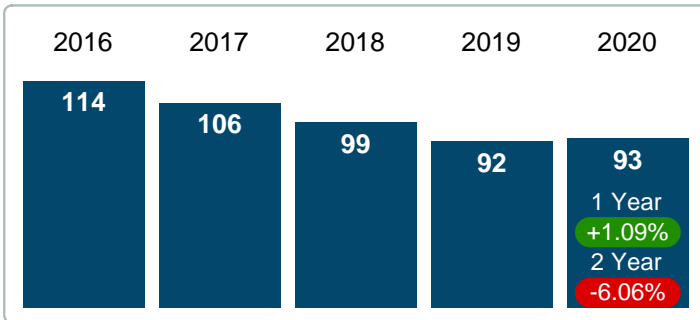
Area Delimited by County Of Washington



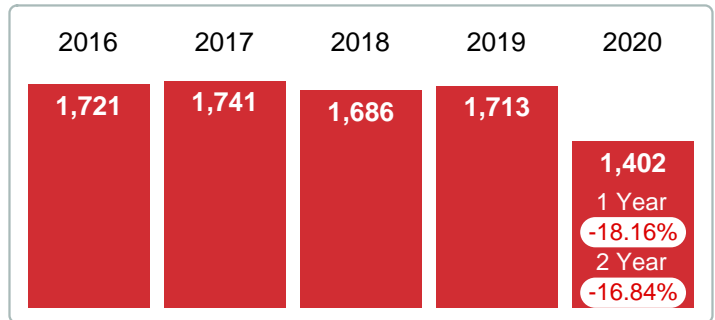
NEW LISTINGS

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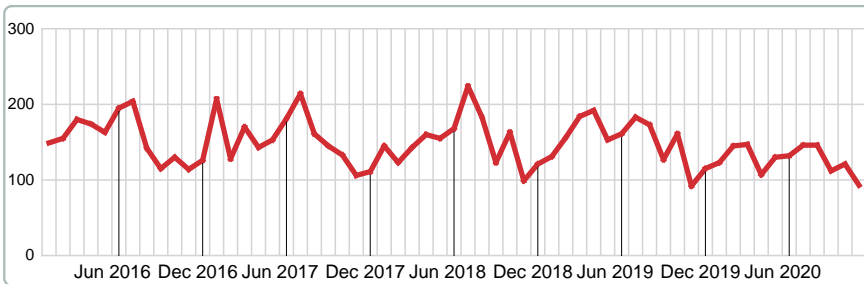
NOVEMBER



YEAR TO DATE (YTD)

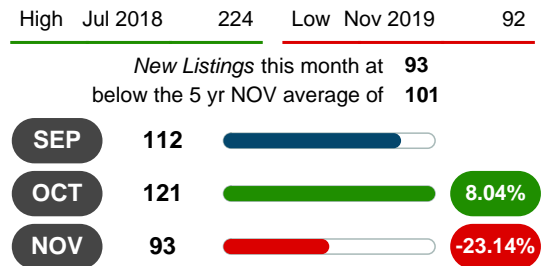


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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
Total New Listed Units	93		25	48	18	2
Total New Listed Volume	15,167,240	100%	3.80M	5.97M	4.97M	418.90K
Median New Listed Listing Price	\$139,000		\$152,000	\$106,750	\$277,450	\$209,450



November 2020

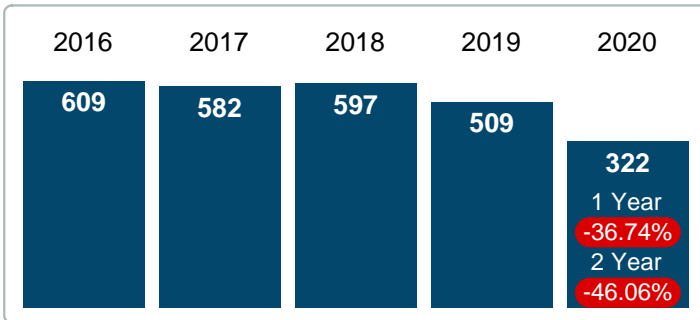
Area Delimited by County Of Washington



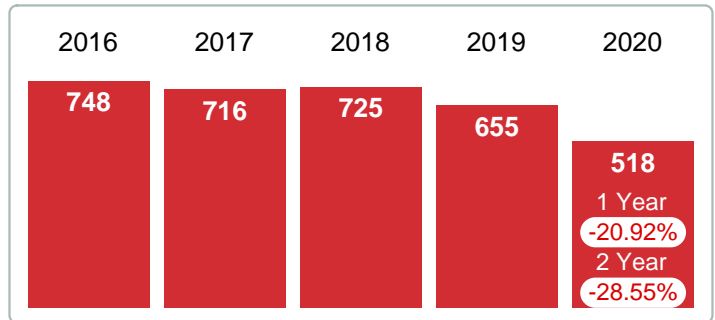
ACTIVE INVENTORY

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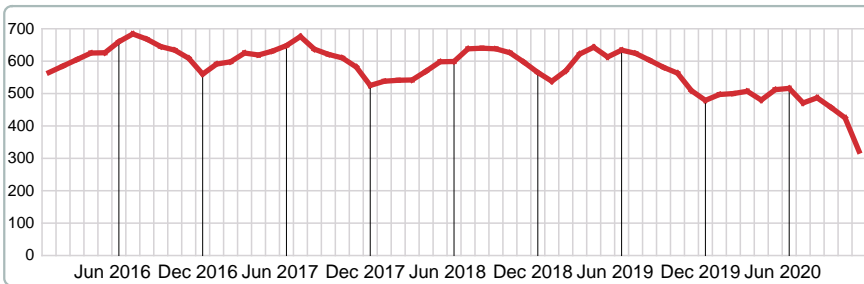
END OF NOVEMBER



ACTIVE DURING NOVEMBER

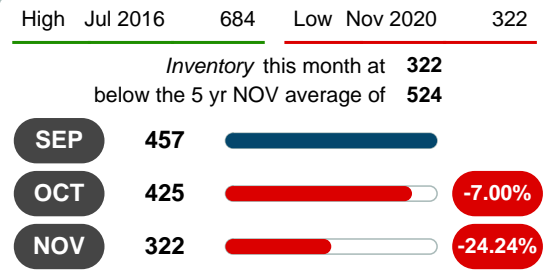


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 524



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	4.0	0	0	0	0
\$1-\$20,000	68	21.12%	143.0	44	22	2	0
\$20,001-\$40,000	32	9.94%	122.0	30	1	1	0
\$40,001-\$100,000	101	31.37%	131.0	80	16	5	0
\$100,001-\$200,000	48	14.91%	49.5	24	16	7	1
\$200,001-\$390,000	37	11.49%	53.0	13	7	14	3
\$390,001 and up	36	11.18%	114.5	29	2	3	2
Total Active Inventory by Units			322	220	64	32	6
Total Active Inventory by Volume			49,755,128	32.99M	7.00M	7.54M	2.23M
Median Active Inventory Listing Price			\$71,200	\$60,000	\$79,700	\$224,500	\$326,450

November 2020



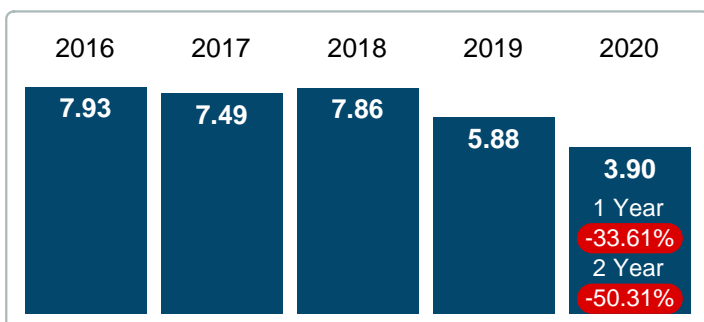
Area Delimited by County Of Washington



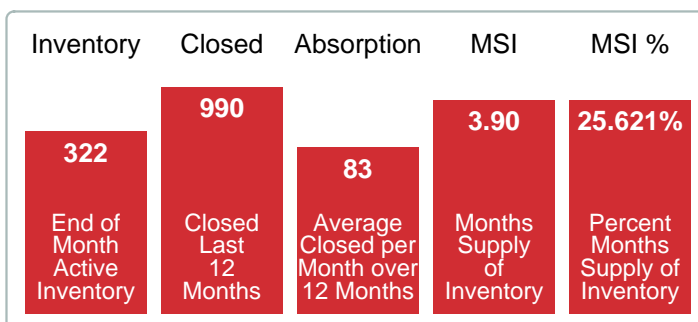
MONTHS SUPPLY of INVENTORY (MSI)

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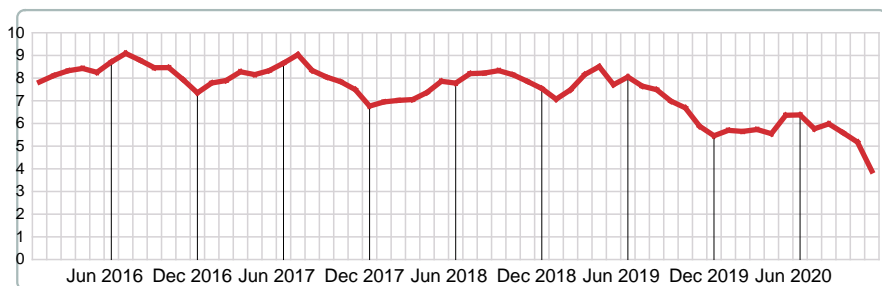
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020

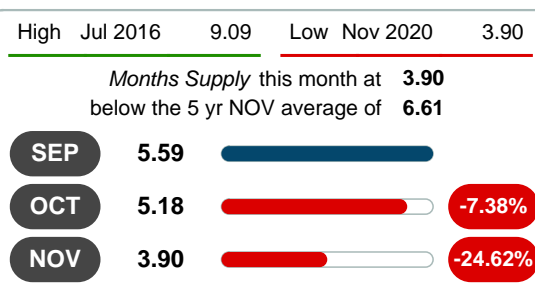


5 YEAR MARKET ACTIVITY TRENDS



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

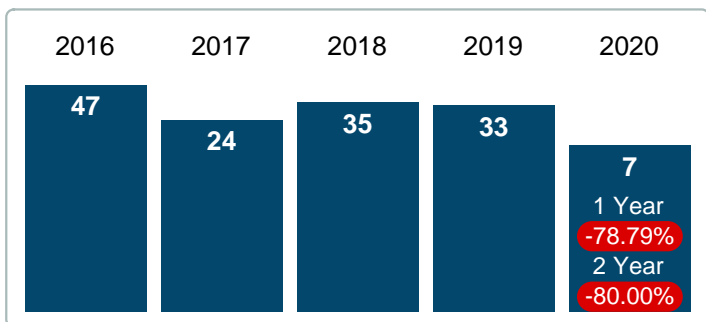
Area Delimited by County Of Washington



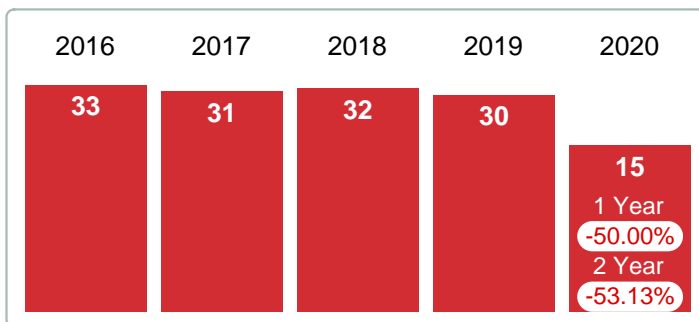
MEDIAN DAYS ON MARKET TO SALE

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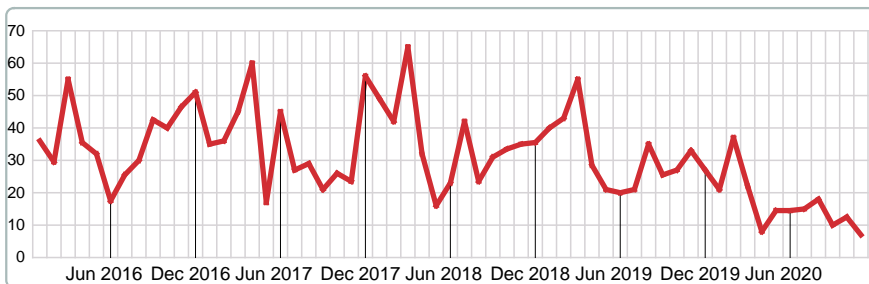
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 29

High Mar 2018 65 Low Nov 2020 7

Median Days on Market to Sale this month at 7 below the 5 yr NOV average of 29



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	6.38%	54	35	72	0	0	
\$40,001 - \$80,000	17.02%	28	127	17	142	0	
\$80,001 - \$100,000	9.57%	15	16	8	0	0	
\$100,001 - \$160,000	25.53%	5	6	4	148	0	
\$160,001 - \$200,000	18.09%	9	0	13	1	28	
\$200,001 - \$310,000	13.83%	4	0	3	4	0	
\$310,001 and up	9.57%	7	84	3	7	42	
Median Closed DOM		7	33	7	5	28	
Total Closed Units	100%	94	7.0	18	55	18	3
Total Closed Volume		15,912,551	1.51M	7.88M	5.43M	1.09M	



November 2020

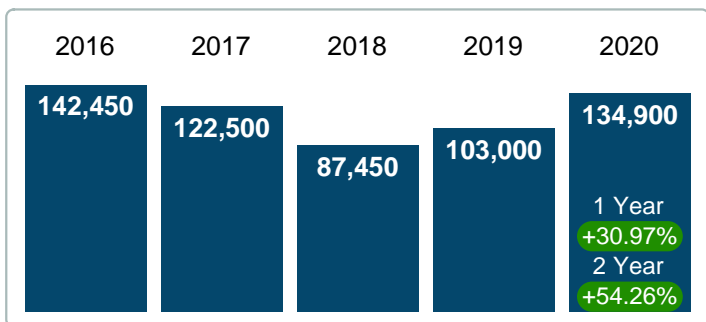
Area Delimited by County Of Washington



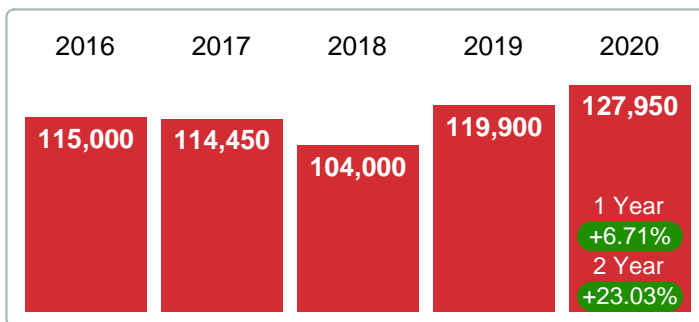
MEDIAN LIST PRICE AT CLOSING

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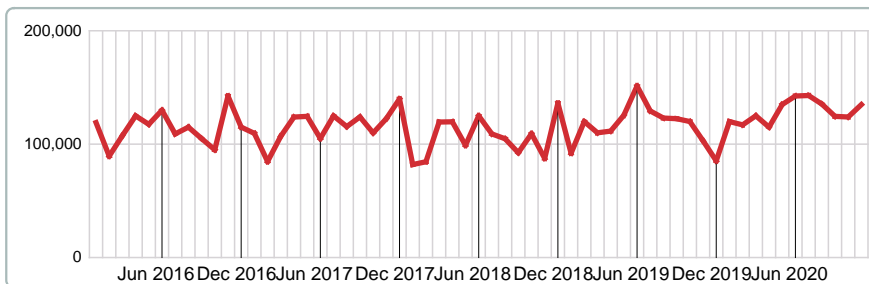
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

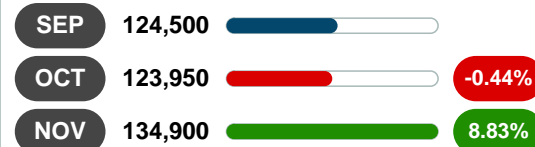


3 MONTHS

5 year NOV AVG = 118,060

High Jun 2019 151,300 Low Jan 2018 82,000

Median List Price at Closing this month at **134,900**
above the 5 yr NOV average of **118,060**



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	7.45%	25,000	25,750	23,000	0	0
\$40,001 - \$80,000	15.96%	62,900	55,500	75,000	64,500	0
\$80,001 - \$100,000	8.51%	92,500	95,000	89,950	0	0
\$100,001 - \$160,000	27.66%	125,000	123,900	129,900	126,850	0
\$160,001 - \$200,000	17.02%	182,250	0	177,000	185,000	184,500
\$200,001 - \$310,000	13.83%	249,000	0	254,950	240,000	0
\$310,001 and up	9.57%	410,000	410,000	339,500	789,000	461,950
Median List Price		134,900	60,200	134,900	236,250	444,899
Total Closed Units	100%	134,900	18	55	18	3
Total Closed Volume		16,255,299	1.53M	8.02M	5.60M	1.11M



November 2020

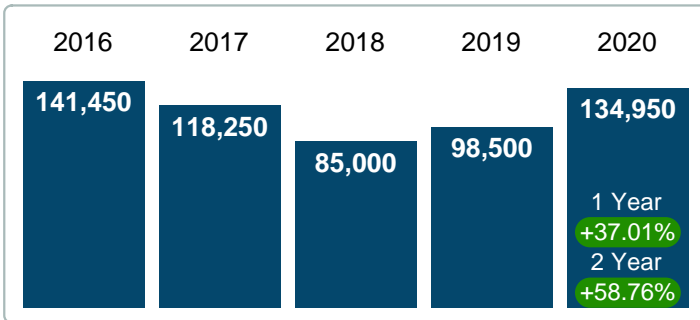
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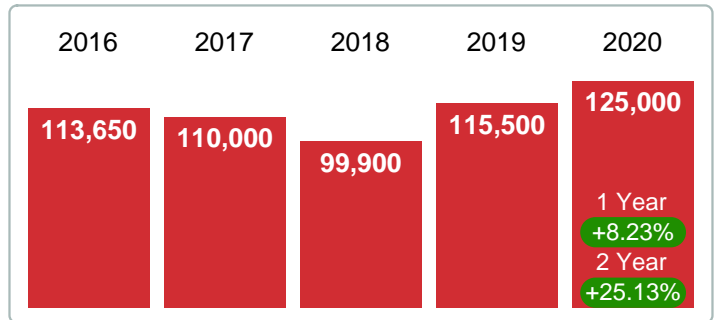
MEDIAN SOLD PRICE AT CLOSING

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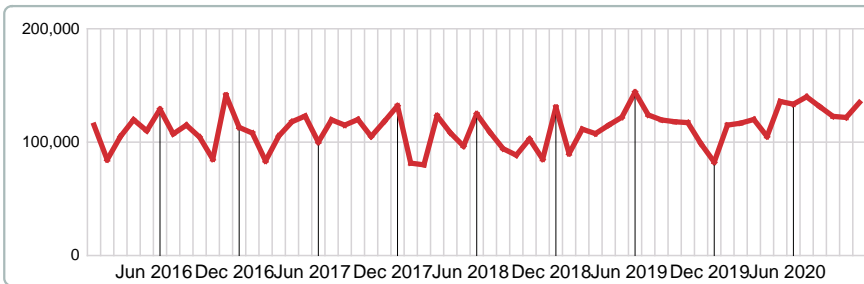
NOVEMBER



YEAR TO DATE (YTD)

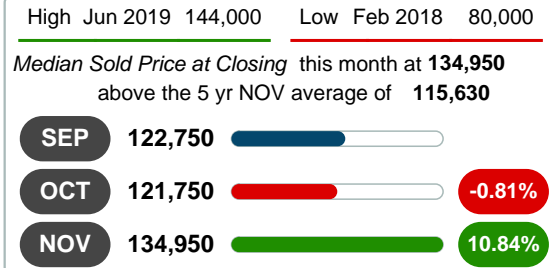


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 115,630



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	6.38%	22,625	23,750	21,500	0	0
\$40,001 - \$80,000	17.02%	57,000	50,950	69,500	60,000	0
\$80,001 - \$100,000	9.57%	94,900	95,000	89,950	0	0
\$100,001 - \$160,000	25.53%	125,660	124,500	128,160	124,250	0
\$160,001 - \$200,000	18.09%	179,000	0	170,000	185,000	189,200
\$200,001 - \$310,000	13.83%	249,000	0	250,000	249,000	0
\$310,001 and up	9.57%	400,000	400,000	339,500	720,000	452,000
Median Sold Price		134,950	56,000	134,900	234,441	425,000
Total Closed Units	100%	94	18	55	18	3
Total Closed Volume		15,912,551	1.51M	7.88M	5.43M	1.09M

November 2020

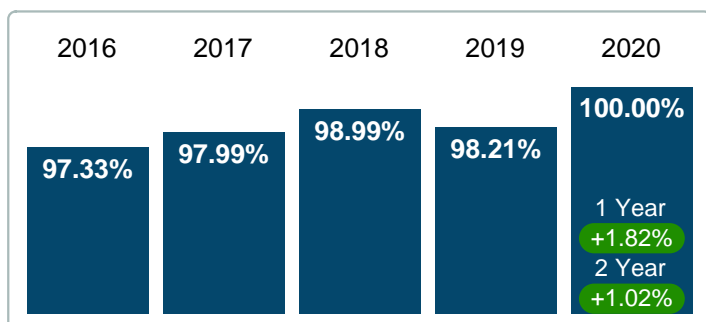
Area Delimited by County Of Washington



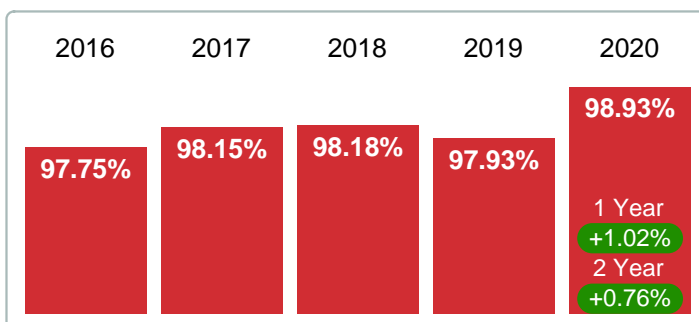
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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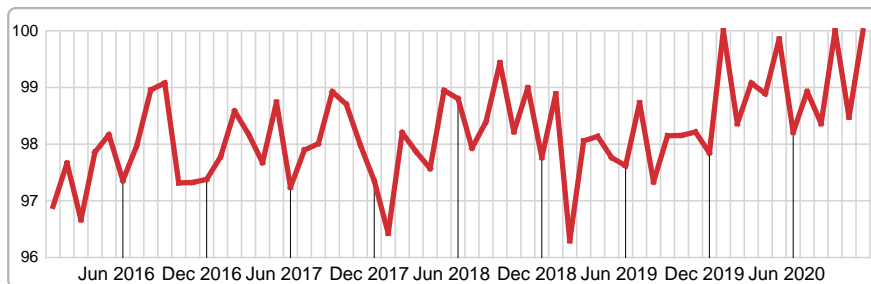
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

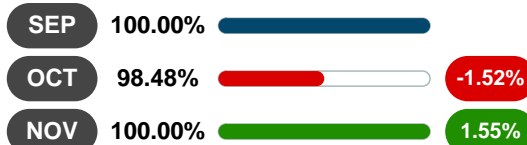


3 MONTHS

5 year NOV AVG = 98.50%

High Nov 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **98.50%**



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	6	6.38%	97.50%	100.00%	93.48%	0.00%	0.00%	
\$40,001 - \$80,000	16	17.02%	94.54%	95.23%	94.54%	93.02%	0.00%	
\$80,001 - \$100,000	9	9.57%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$100,001 - \$160,000	24	25.53%	100.00%	100.04%	100.00%	97.81%	0.00%	
\$160,001 - \$200,000	17	18.09%	100.00%	0.00%	97.56%	100.00%	102.55%	
\$200,001 - \$310,000	13	13.83%	100.00%	0.00%	98.91%	100.00%	0.00%	
\$310,001 and up	9	9.57%	95.53%	97.56%	96.92%	92.31%	97.76%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.46%	100.00%	
Total Closed Units		94	100%	100.00%	18	55	18	3
Total Closed Volume		15,912,551			1.51M	7.88M	5.43M	1.09M

November 2020

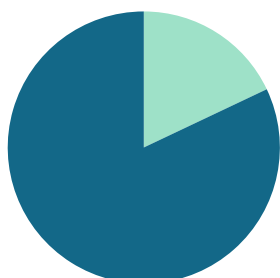
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

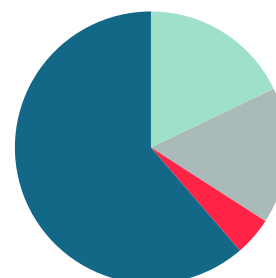


Inventory
 New Listings
93 = 17.95%
 Start Inventory
425
 Total Inventory Units
518
 Volume
\$82,385,926

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%
Median List Price	103,000	134,900	30.97%	119,900	127,950	6.71%
Median Sale Price	98,500	134,950	37.01%	115,500	125,000	8.23%
Median Percent of Selling Price to List Price	98.21%	100.00%	1.82%	97.93%	98.93%	1.02%
Median Days on Market to Sale	33.00	7.00	-78.79%	30.00	15.00	-50.00%
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%

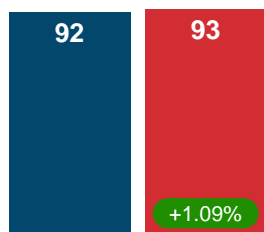
Absorption: Last 12 months, an Average of **83** Sales/Month

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

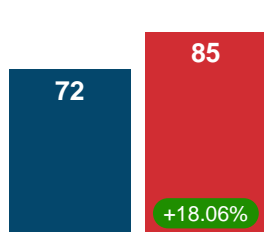
NOVEMBER MARKET

MEDIAN PRICES

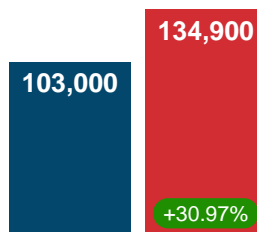
New Listings



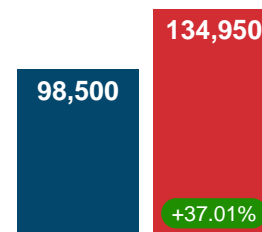
Pending Listings



List Price



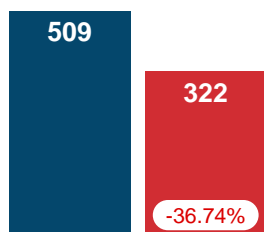
Sale Price



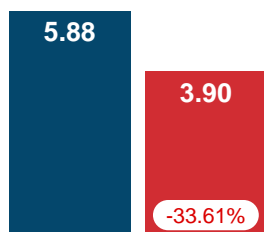
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

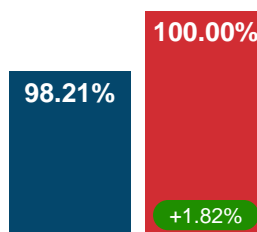
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

