

October 2020



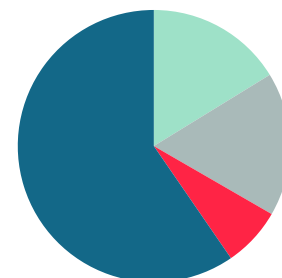
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	90	94	4.44%
Pending Listings	80	99	23.75%
New Listings	161	121	-24.84%
Median List Price	119,948	123,950	3.34%
Median Sale Price	117,200	121,750	3.88%
Median Percent of Selling Price to List Price	98.15%	98.48%	0.33%
Median Days on Market to Sale	27.00	12.50	-53.70%
End of Month Inventory	563	345	-38.72%
Months Supply of Inventory	6.69	4.20	-37.17%



■ Closed (16.23%)
■ Pending (17.10%)
■ Other OffMarket (7.08%)
■ Active (59.59%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of October 31, 2020 = **345**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **38.72%** to 345 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **4.20** 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 **3.88%** in October 2020 to \$121,750 versus the previous year at \$117,200.

Median Days on Market Shortens

The median number of **12.50** days that homes spent on the market before selling decreased by 14.50 days or **53.70%** 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 121 New Listings in October 2020, down **24.84%** from last year at 161. Furthermore, there were 94 Closed Listings this month versus last year at 90, a **4.44%** increase.

Closed versus Listed trends yielded a **77.7%** ratio, up from previous year's, October 2019, at **55.9%**, a **38.97%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2020



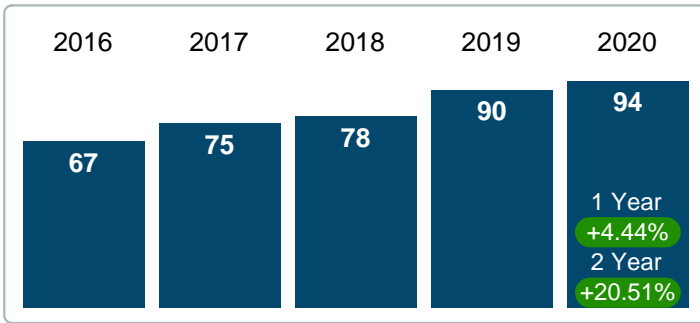
Area Delimited by County Of Washington



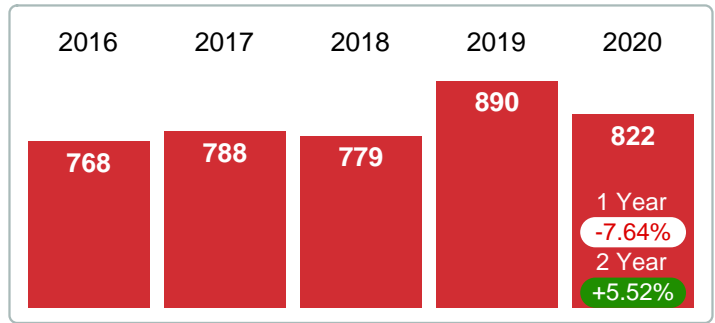
CLOSED LISTINGS

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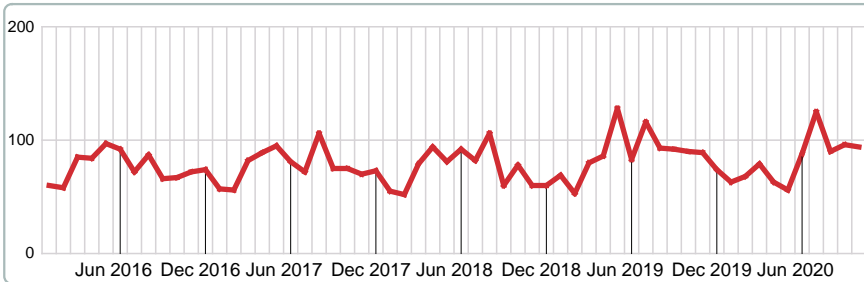
OCTOBER



YEAR TO DATE (YTD)

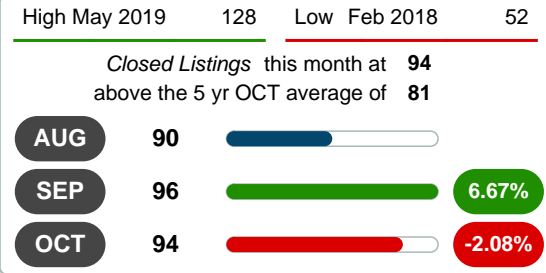


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	6.38%	51.5	6	0	0	0
\$20,001 - \$60,000	12	12.77%	16.5	5	6	1	0
\$60,001 - \$100,000	18	19.15%	12.0	8	8	2	0
\$100,001 - \$140,000	21	22.34%	3.0	2	16	3	0
\$140,001 - \$200,000	16	17.02%	6.5	0	7	9	0
\$200,001 - \$260,000	10	10.64%	34.0	1	3	4	2
\$260,001 and up	11	11.70%	60.0	3	4	3	1
Total Closed Units	94			25	44	22	3
Total Closed Volume	13,008,882	100%	12.5	2.32M	5.87M	4.08M	742.00K
Median Closed Price	\$121,750			\$66,000	\$123,500	\$182,450	\$225,000

October 2020



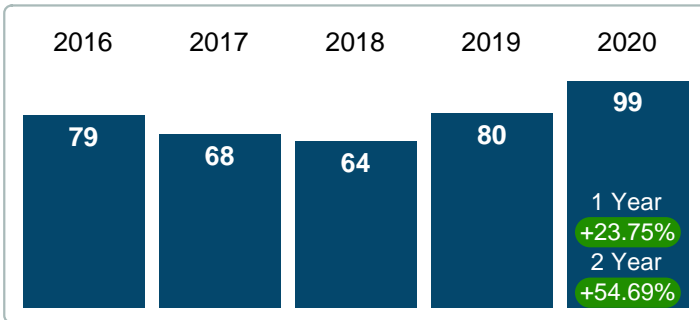
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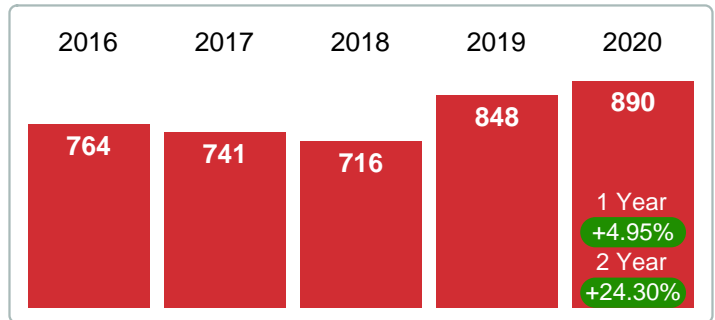
PENDING LISTINGS

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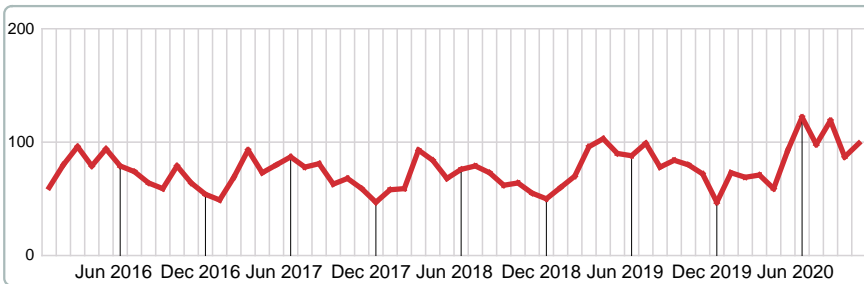
OCTOBER



YEAR TO DATE (YTD)

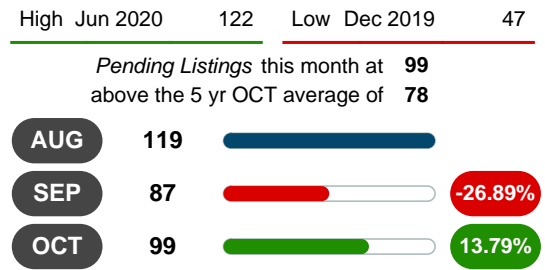


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.09%	22.0	7	2	0	0
\$30,001 - \$70,000	12	12.12%	48.0	5	5	2	0
\$70,001 - \$90,000	15	15.15%	8.0	4	10	1	0
\$90,001 - \$140,000	24	24.24%	6.0	4	17	3	0
\$140,001 - \$180,000	12	12.12%	6.5	0	10	2	0
\$180,001 - \$260,000	18	18.18%	4.5	0	5	13	0
\$260,001 and up	9	9.09%	5.0	1	1	4	3
Total Pending Units	99			21	50	25	3
Total Pending Volume	15,052,808	100%	7.0	1.47M	6.17M	5.90M	1.51M
Median Listing Price	\$119,500			\$51,500	\$117,000	\$199,000	\$479,000

October 2020



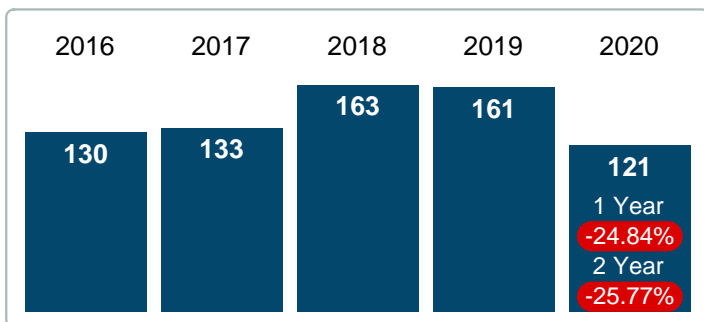
Area Delimited by County Of Washington



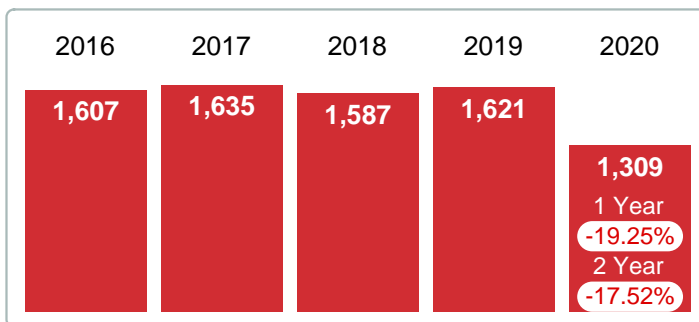
NEW LISTINGS

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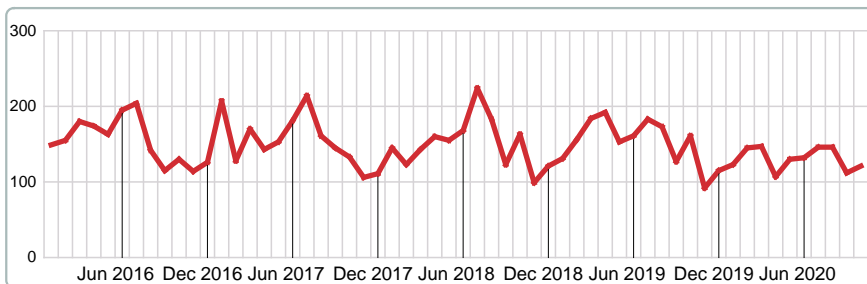
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

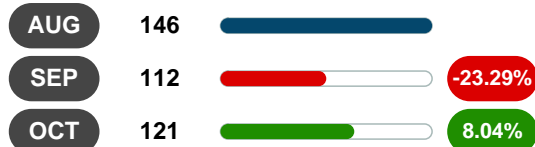


3 MONTHS

5 year OCT AVG = 142

High Jul 2018 224 Low Nov 2019 92

New Listings this month at 121
 below the 5 yr OCT average of 142



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	11	9.09%	3	8	0	0
\$20,001 - \$60,000	15	12.40%	11	3	1	0
\$60,001 - \$80,000	14	11.57%	12	2	0	0
\$80,001 - \$150,000	34	28.10%	5	28	1	0
\$150,001 - \$220,000	18	14.88%	2	6	9	1
\$220,001 - \$350,000	17	14.05%	0	4	12	1
\$350,001 and up	12	9.92%	5	3	2	2
Total New Listed Units	121		38	54	25	4
Total New Listed Volume	19,907,784	100%	4.90M	7.72M	5.81M	1.48M
Median New Listed Listing Price	\$114,900		\$72,500	\$112,700	\$229,000	\$354,500

October 2020



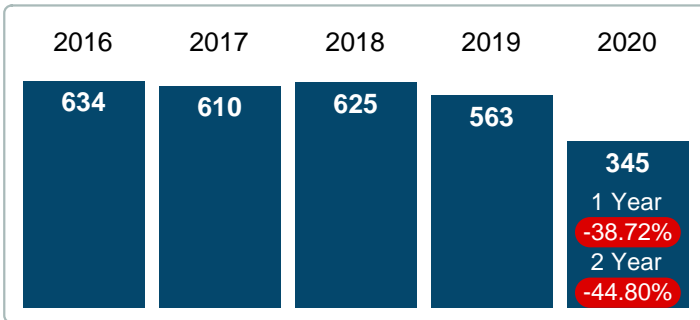
Area Delimited by County Of Washington



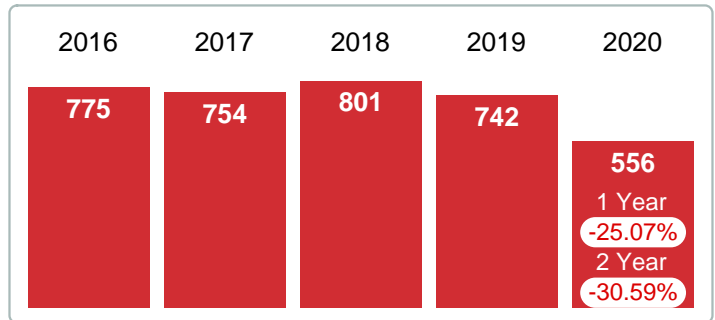
ACTIVE INVENTORY

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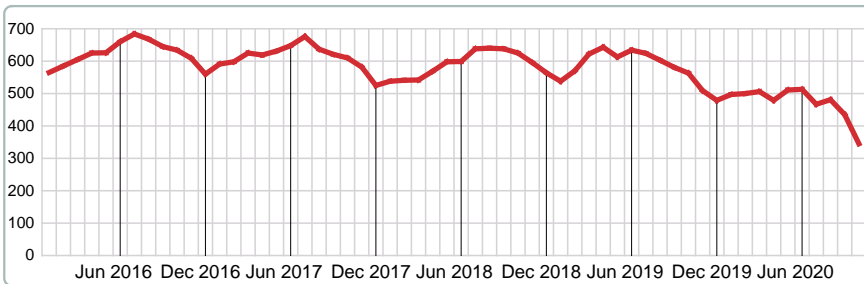
END OF OCTOBER



ACTIVE DURING OCTOBER

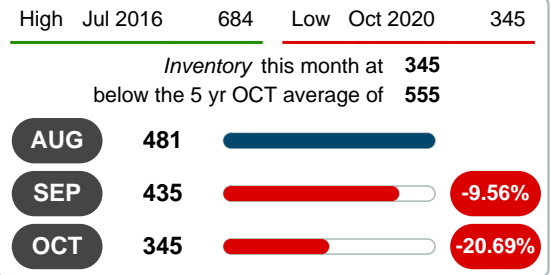


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 555



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%	5.0	0	0	0	0
\$1-\$20,000	65	18.84%	117.0	42	21	2	0
\$20,001-\$50,000	63	18.26%	101.0	58	4	1	0
\$50,001-\$100,000	82	23.77%	101.0	66	14	2	0
\$100,001-\$190,000	56	16.23%	57.5	22	27	6	1
\$190,001-\$390,000	41	11.88%	53.0	14	7	15	5
\$390,001 and up	38	11.01%	95.0	29	3	4	2
Total Active Inventory by Units		345		231	76	30	8
Total Active Inventory by Volume		52,937,489	100%	33.46M	9.23M	7.56M	2.69M
Median Active Inventory Listing Price		\$72,500		\$60,000	\$96,250	\$224,500	\$264,900

October 2020



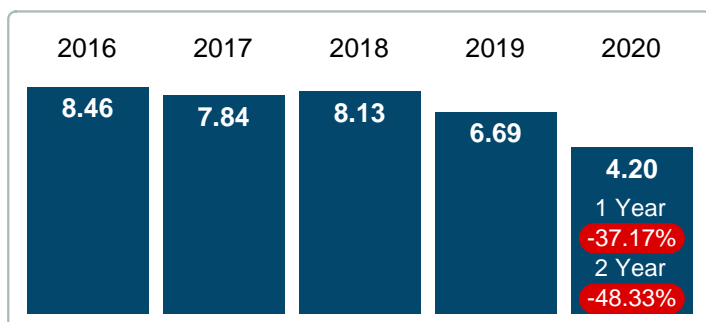
Area Delimited by County Of Washington



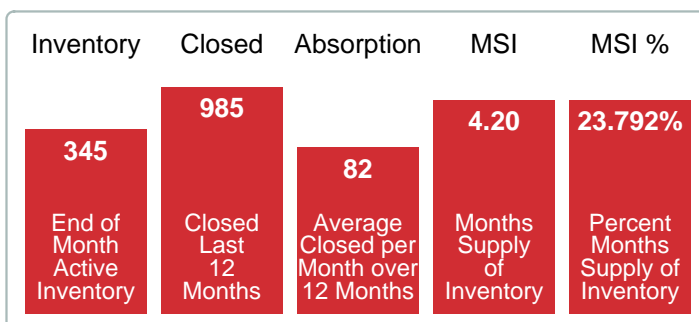
MONTHS SUPPLY of INVENTORY (MSI)

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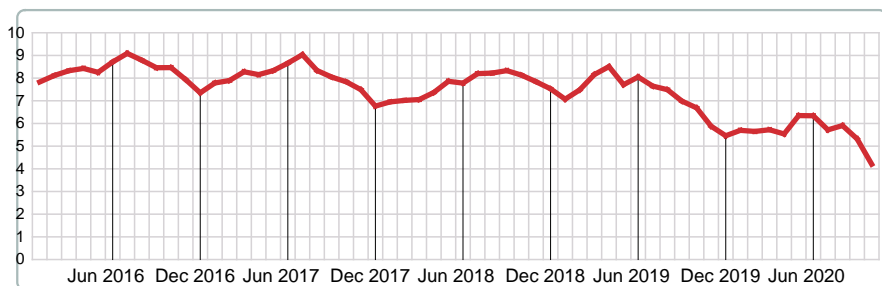
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

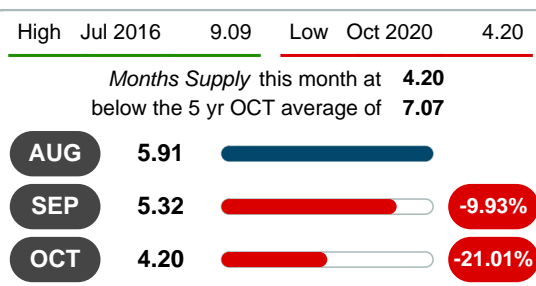


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 7.07



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	65	18.84%	9.63	12.92	6.81	6.00	0.00
\$20,001-\$50,000	63	18.26%	7.56	11.80	1.26	4.00	0.00
\$50,001-\$100,000	82	23.77%	4.24	12.38	1.17	1.04	0.00
\$100,001-\$190,000	56	16.23%	2.00	9.78	1.47	0.88	2.00
\$190,001-\$390,000	41	11.88%	2.34	9.33	1.68	1.49	2.86
\$390,001 and up	38	11.01%	17.54	116.00	6.00	4.36	4.00
Market Supply of Inventory (MSI)			4.20	13.20	1.84	1.48	2.67
Total Active Inventory by Units		100%	4.20	231	76	30	8

October 2020



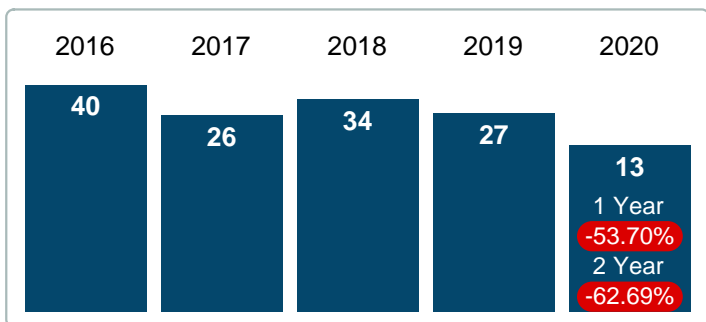
Area Delimited by County Of Washington



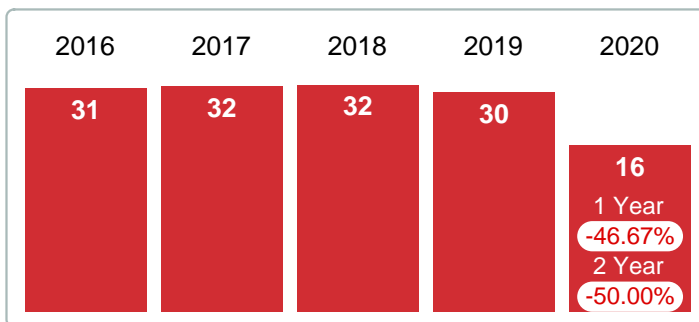
MEDIAN DAYS ON MARKET TO SALE

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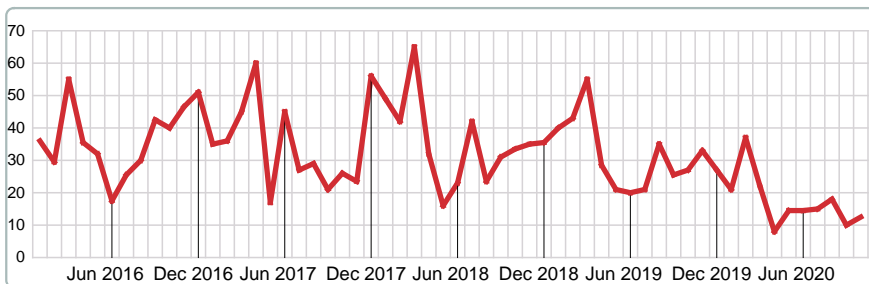
OCTOBER



YEAR TO DATE (YTD)

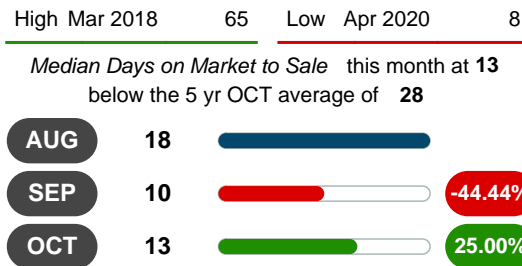


5 YEAR MARKET ACTIVITY TRENDS



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
\$20,000 and less	6.38%	52	52	0	0	0
\$20,001 - \$60,000	12.77%	17	20	25	3	0
\$60,001 - \$100,000	19.15%	12	14	11	4	0
\$100,001 - \$140,000	22.34%	3	38	3	3	0
\$140,001 - \$200,000	17.02%	7	0	16	4	0
\$200,001 - \$260,000	10.64%	34	35	33	23	64
\$260,001 and up	11.70%	60	90	60	21	1
Median Closed DOM		13	37	7	4	8
Total Closed Units	100%	94	25	44	22	3
Total Closed Volume		13,008,882	2.32M	5.87M	4.08M	742.00K

October 2020



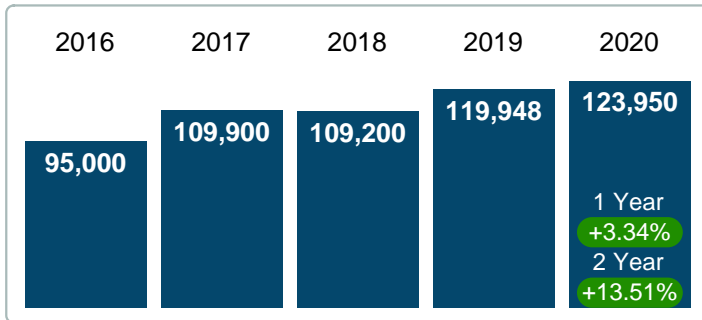
Area Delimited by County Of Washington



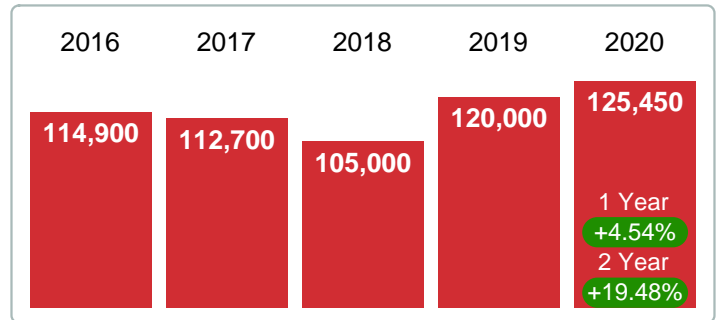
MEDIAN LIST PRICE AT CLOSING

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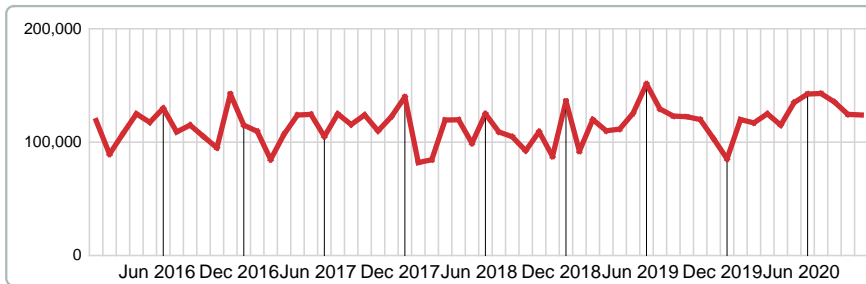
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

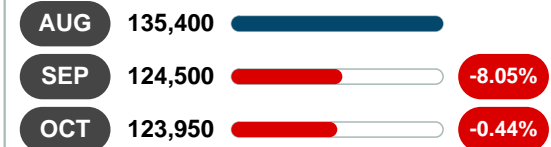


3 MONTHS

5 year OCT AVG = 111,600

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

Median List Price at Closing this month at **123,950** above the 5 yr OCT average of **111,600**



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
\$20,000 and less	4.26%	13,750	13,750	0	0	0
\$20,001 - \$60,000	14.89%	43,450	35,000	47,500	0	0
\$60,001 - \$100,000	17.02%	82,700	82,900	84,700	82,000	0
\$100,001 - \$140,000	25.53%	119,950	110,000	128,900	105,000	0
\$140,001 - \$200,000	13.83%	167,500	0	151,950	179,900	0
\$200,001 - \$260,000	12.77%	221,000	217,000	215,000	222,700	227,450
\$260,001 and up	11.70%	340,000	374,763	283,450	342,900	299,000
Median List Price		123,950	65,000	128,900	184,900	229,900
Total Closed Units	100%	123,950	25	44	22	3
Total Closed Volume		13,377,472	2.49M	6.02M	4.11M	753.90K

October 2020



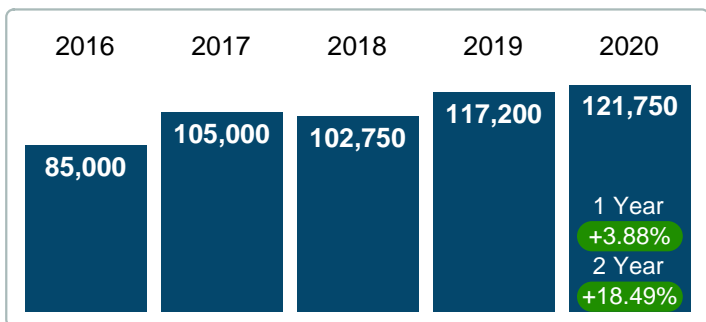
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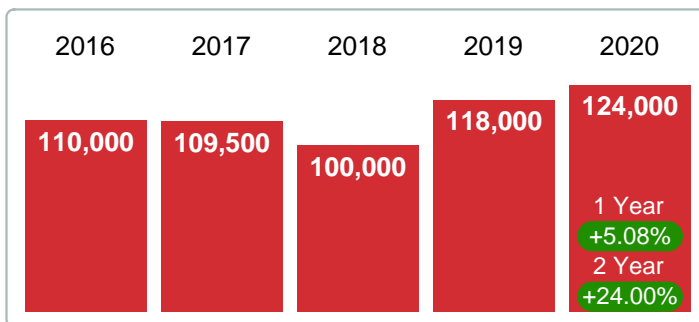
MEDIAN SOLD PRICE AT CLOSING

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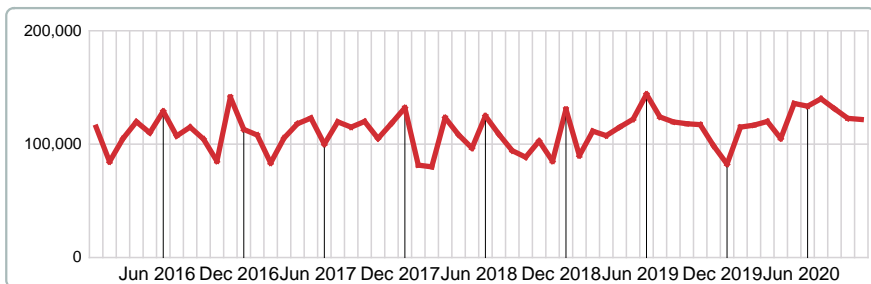
OCTOBER



YEAR TO DATE (YTD)

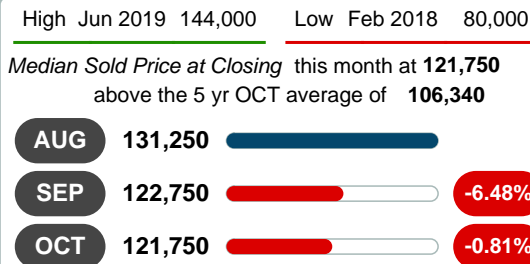


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 106,340



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
\$20,000 and less	6	6.38%	9,450	9,450	0	0	0
\$20,001 - \$60,000	12	12.77%	44,000	40,000	41,500	60,000	0
\$60,001 - \$100,000	18	19.15%	84,000	82,250	84,000	85,725	0
\$100,001 - \$140,000	21	22.34%	120,000	113,000	123,500	109,847	0
\$140,001 - \$200,000	16	17.02%	167,950	0	146,200	179,900	0
\$200,001 - \$260,000	10	10.64%	220,500	210,000	224,000	222,450	221,000
\$260,001 and up	11	11.70%	330,000	330,000	273,000	339,000	300,000
Median Sold Price			121,750	66,000	123,500	182,450	225,000
Total Closed Units		100%	94	25	44	22	3
Total Closed Volume			13,008,882	2.32M	5.87M	4.08M	742.00K

October 2020



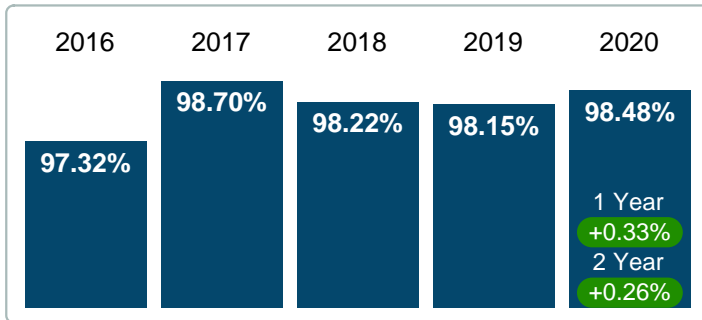
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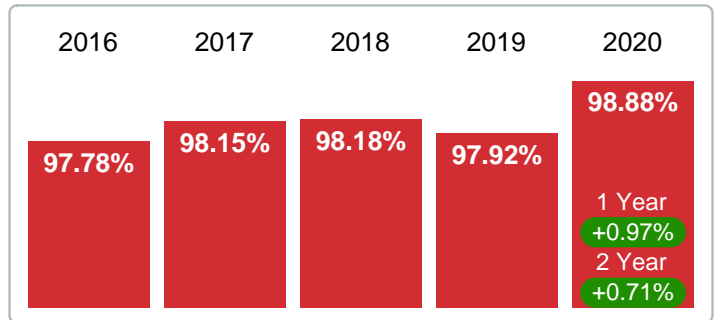
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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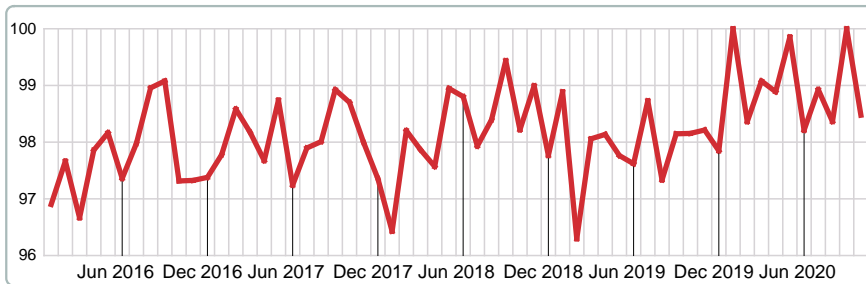
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

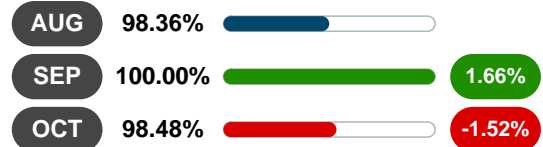


3 MONTHS

5 year OCT AVG = 98.17%

High Sep 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.48%**
equal to 5 yr OCT average of **98.17%**



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
\$20,000 and less	6	6.38%	80.16%	80.16%	0.00%	0.00%	0.00%
\$20,001 - \$60,000	12	12.77%	88.72%	89.09%	94.18%	88.24%	0.00%
\$60,001 - \$100,000	18	19.15%	97.18%	97.83%	97.94%	96.87%	0.00%
\$100,001 - \$140,000	21	22.34%	100.00%	94.13%	100.00%	102.92%	0.00%
\$140,001 - \$200,000	16	17.02%	100.00%	0.00%	99.10%	100.00%	0.00%
\$200,001 - \$260,000	10	10.64%	97.42%	96.77%	95.39%	100.00%	97.19%
\$260,001 and up	11	11.70%	98.53%	94.94%	98.44%	98.53%	100.33%
Median Sold/List Ratio		98.48%		93.18%	99.48%	100.00%	100.00%
Total Closed Units		94	100%	25	44	22	3
Total Closed Volume		13,008,882		2.32M	5.87M	4.08M	742.00K

October 2020

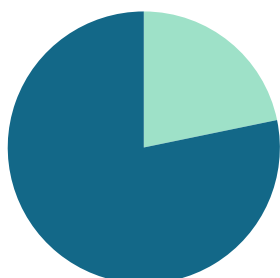
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

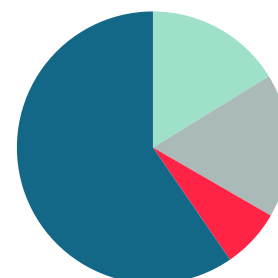


Inventory
 New Listings
121 = 21.76%
 Start Inventory
435
 Total Inventory Units
556
 Volume
\$85,700,699

Market Activity

Closed Sales
94 = 16.23%
 Pending Sales
99 = 17.10%
 Other Off Market
41 = 7.08%
 Active Inventory
345 = 59.59%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	90	94	4.44%	890	822	-7.64%
Pending Sales	80	99	23.75%	848	890	4.95%
New Listings	161	121	-24.84%	1,621	1,309	-19.25%
Median List Price	119,948	123,950	3.34%	120,000	125,450	4.54%
Median Sale Price	117,200	121,750	3.88%	118,000	124,000	5.08%
Median Percent of Selling Price to List Price	98.15%	98.48%	0.33%	97.92%	98.88%	0.97%
Median Days on Market to Sale	27.00	12.50	-53.70%	30.00	16.00	-46.67%
Monthly Inventory	563	345	-38.72%	563	345	-38.72%
Months Supply of Inventory	6.69	4.20	-37.17%	6.69	4.20	-37.17%

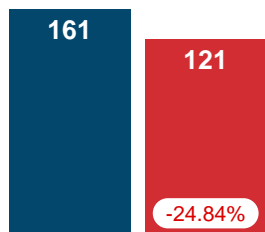
Absorption: Last 12 months, an Average of **82** Sales/Month

Inventory on October 31, 2020 = **345** 2019 2020

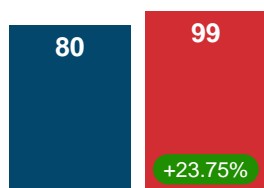
OCTOBER MARKET

MEDIAN PRICES

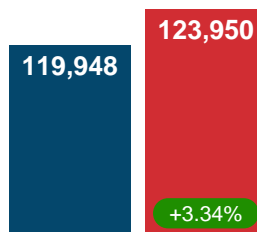
New Listings



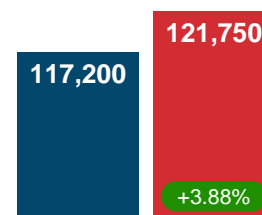
Pending Listings



List Price



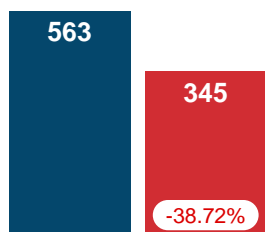
Sale Price



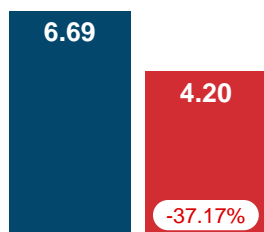
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

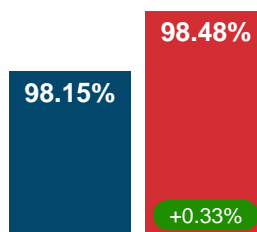
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

