

August 2019



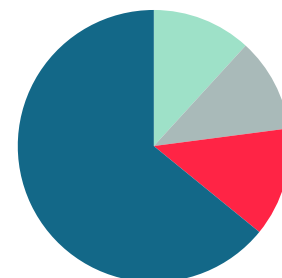
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	105	91	-13.33%
Pending Listings	72	86	19.44%
New Listings	182	169	-7.14%
Median List Price	105,000	123,000	17.14%
Median Sale Price	98,500	119,600	21.42%
Median Percent of Selling Price to List Price	98.48%	97.62%	-0.87%
Median Days on Market to Sale	24.00	35.00	45.83%
End of Month Inventory	635	495	-22.05%
Months Supply of Inventory	8.25	6.21	-24.74%



■ Closed (11.79%)
■ Pending (11.14%)
■ Other OffMarket (12.95%)
■ Active (64.12%)

Absorption: Last 12 months, an Average of **80** Sales/Month
Active Inventory as of August 31, 2019 = **495**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **22.05%** to 495 existing homes available for sale. Over the last 12 months this area has had an average of 80 closed sales per month. This represents an unsold inventory index of **6.21** 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 **21.42%** in August 2019 to \$119,600 versus the previous year at \$98,500.

Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 11.00 days or **45.83%** in August 2019 compared to last year's same month at **24.00** DOM.

Sales Success for August 2019 is Positive

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

There were 169 New Listings in August 2019, down **7.14%** from last year at 182. Furthermore, there were 91 Closed Listings this month versus last year at 105, a **-13.33%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from previous year's, August 2018, at **57.7%**, a **6.67%** downswing. 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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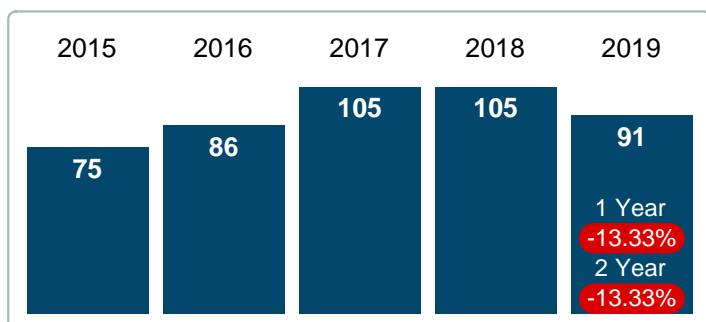
Area Delimited by County Of Washington



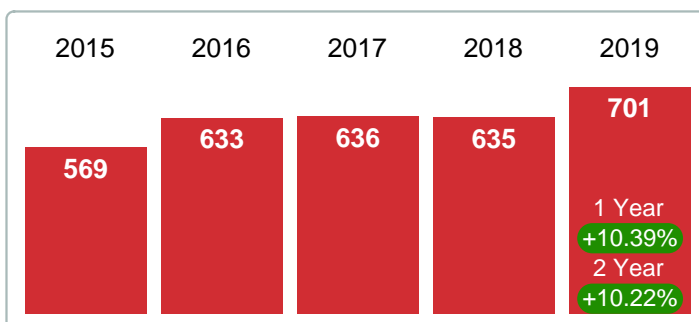
CLOSED LISTINGS

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

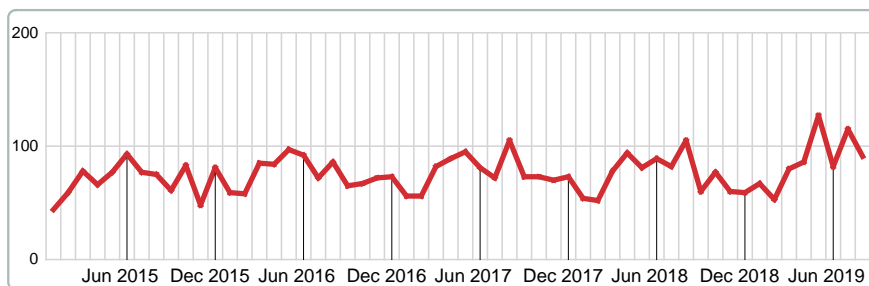
AUGUST



YEAR TO DATE (YTD)

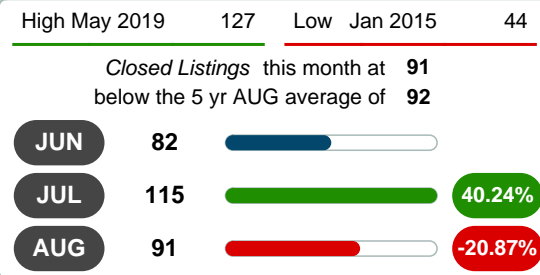


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 92



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	9	9.89%	10.0	5	3	1	0
\$20,001 - \$50,000	8	8.79%	81.0	3	4	1	0
\$50,001 - \$100,000	17	18.68%	35.0	5	12	0	0
\$100,001 - \$140,000	22	24.18%	34.5	1	18	2	1
\$140,001 - \$180,000	14	15.38%	28.5	0	6	8	0
\$180,001 - \$250,000	11	12.09%	84.0	0	5	4	2
\$250,001 and up	10	10.99%	59.5	0	2	7	1
Total Closed Units	91			14	50	23	4
Total Closed Volume	11,559,786	100%	35.0	600.30K	5.79M	4.32M	852.00K
Median Closed Price	\$119,600			\$41,950	\$115,675	\$168,800	\$216,000

August 2019



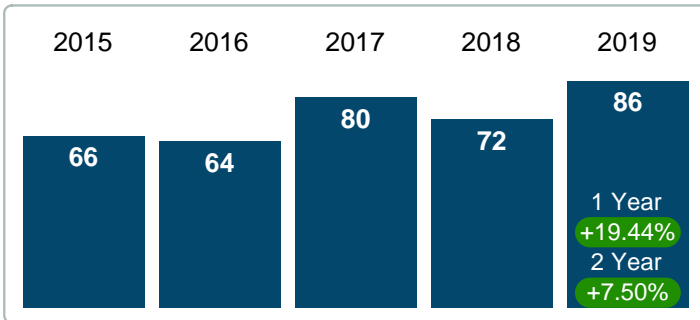
Area Delimited by County Of Washington



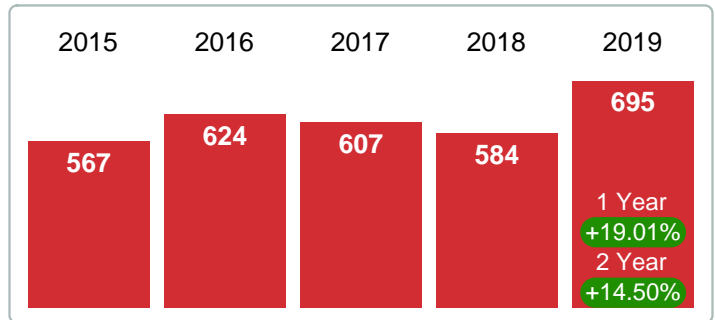
PENDING LISTINGS

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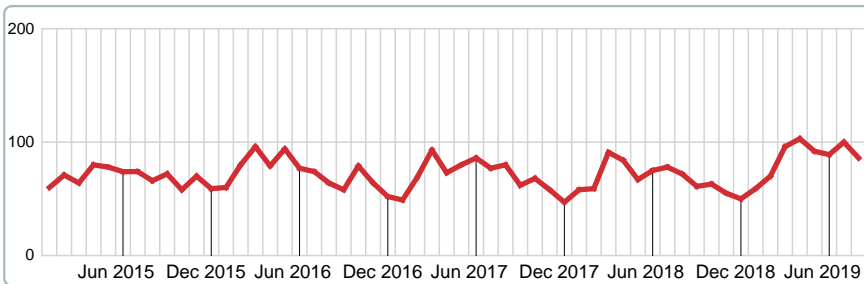
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

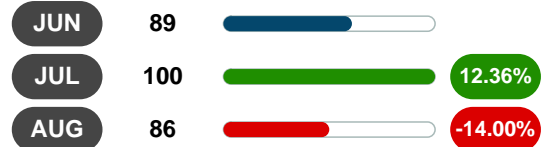


3 MONTHS

5 year AUG AVG = 74

High Apr 2019 103 Low Dec 2017 47

Pending Listings this month at **86**
above the 5 yr AUG average of **74**



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	8	9.30%	17.5	7	1	0	0
\$50,001 - \$70,000	10	11.63%	63.0	1	7	2	0
\$70,001 - \$100,000	15	17.44%	41.0	4	10	1	0
\$100,001 - \$130,000	16	18.60%	42.0	1	11	4	0
\$130,001 - \$180,000	17	19.77%	15.0	0	11	6	0
\$180,001 - \$250,000	12	13.95%	31.5	0	3	8	1
\$250,001 and up	8	9.30%	96.5	1	5	1	1
Total Pending Units	86			14	48	22	2
Total Pending Volume	11,910,138	100%	35.0	1.00M	6.57M	3.85M	489.50K
Median Listing Price	\$119,998			\$50,950	\$118,400	\$174,950	\$244,750

August 2019



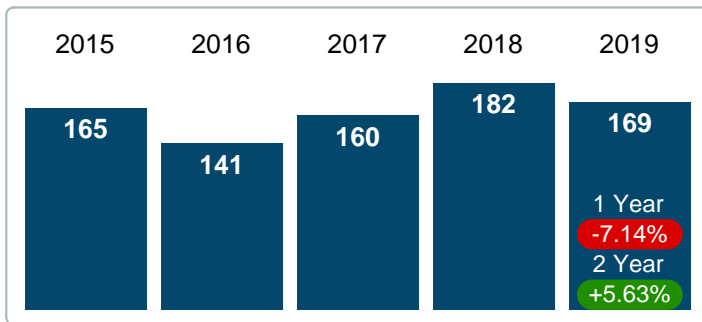
Area Delimited by County Of Washington



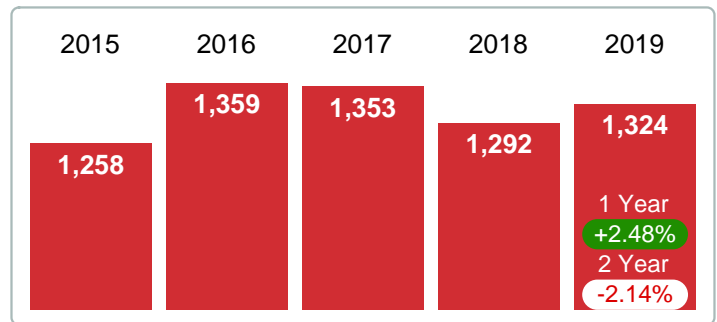
NEW LISTINGS

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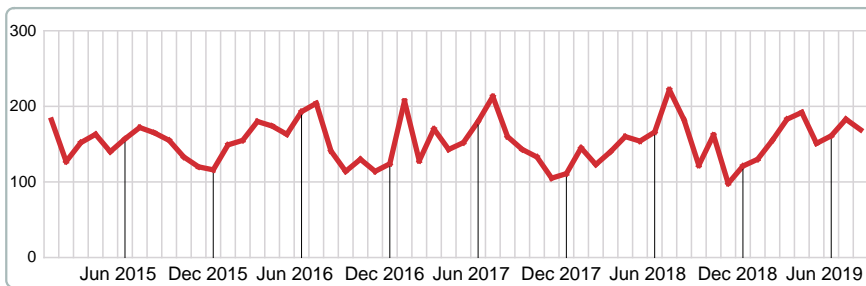
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 163

High Jul 2018 222 Low Nov 2018 98

New Listings this month at **169**
above the 5 yr AUG average of **163**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	8.28%	8	4	2	0
\$10,001 - \$30,000	22	13.02%	20	2	0	0
\$30,001 - \$60,000	19	11.24%	11	7	0	1
\$60,001 - \$120,000	50	29.59%	28	17	5	0
\$120,001 - \$170,000	22	13.02%	5	13	4	0
\$170,001 - \$250,000	23	13.61%	5	6	10	2
\$250,001 and up	19	11.24%	9	1	8	1
Total New Listed Units	169		86	50	29	4
Total New Listed Volume	23,540,268	100%	11.59M	5.30M	5.87M	779.40K
Median New Listed Listing Price	\$75,000		\$62,000	\$95,750	\$179,900	\$227,250

August 2019



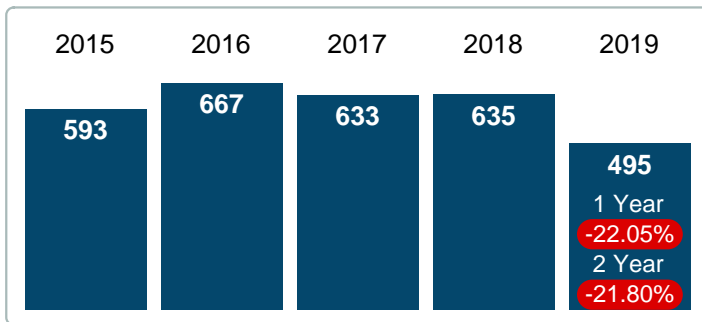
Area Delimited by County Of Washington



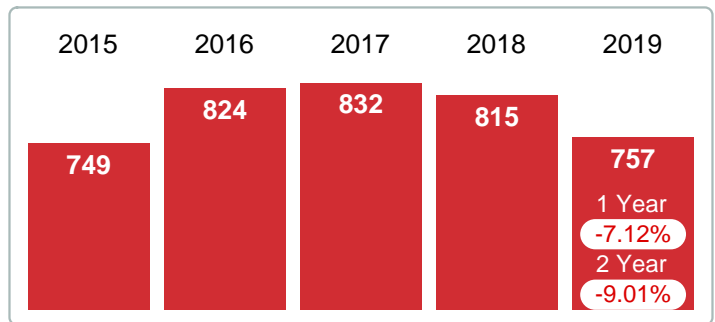
ACTIVE INVENTORY

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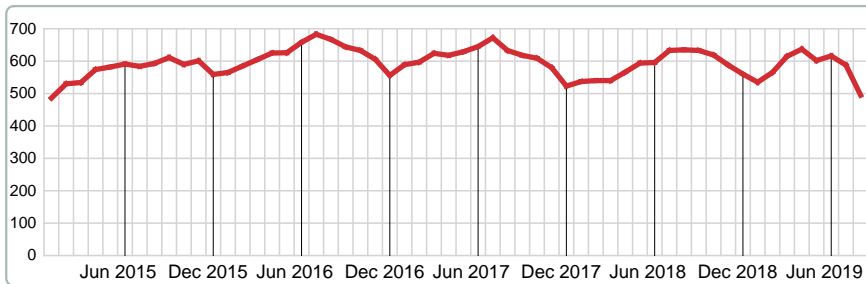
END OF AUGUST



ACTIVE DURING AUGUST

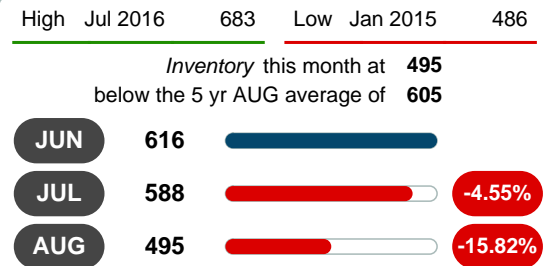


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 605



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	26	5.25%	35.0	16	8	2	0
\$10,001 - \$30,000	74	14.95%	86.0	68	5	1	0
\$30,001 - \$60,000	92	18.59%	43.5	70	20	1	1
\$60,001 - \$120,000	105	21.21%	50.0	55	39	10	1
\$120,001 - \$210,000	85	17.17%	59.0	27	32	22	4
\$210,001 - \$350,000	62	12.53%	68.5	17	11	24	10
\$350,001 and up	51	10.30%	92.0	27	7	11	6
Total Active Inventory by Units		495		280	122	71	22
Total Active Inventory by Volume		79,802,206	100%	38.10M	17.18M	16.64M	7.88M
Median Active Inventory Listing Price		\$79,900		\$59,900	\$109,950	\$199,900	\$258,700

August 2019



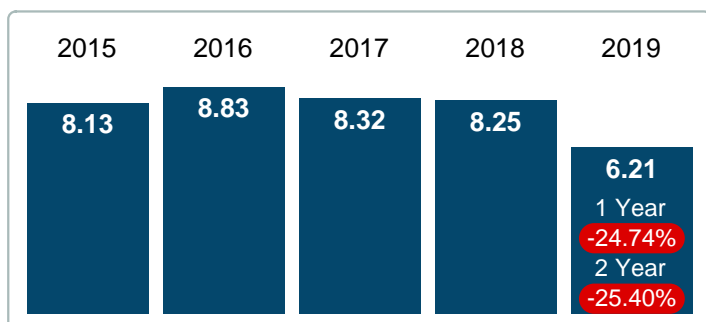
Area Delimited by County Of Washington



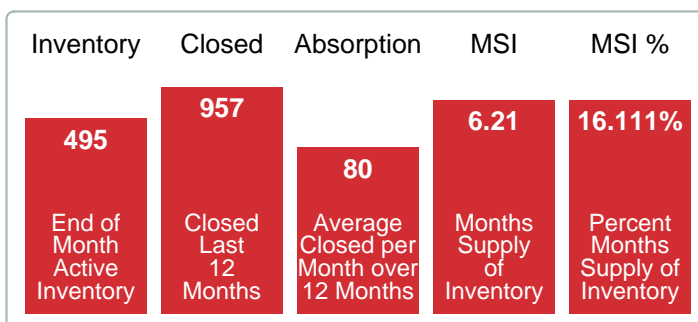
MONTHS SUPPLY of INVENTORY (MSI)

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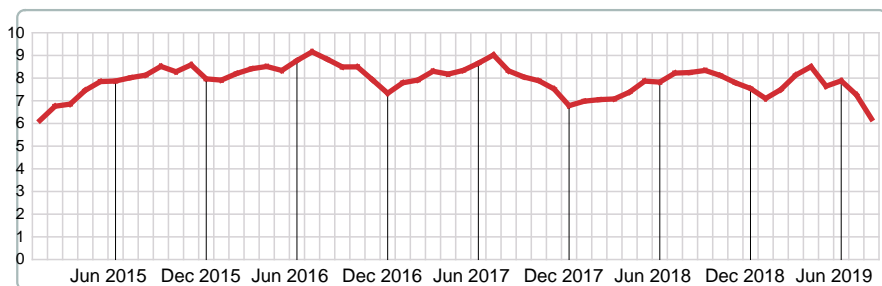
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019

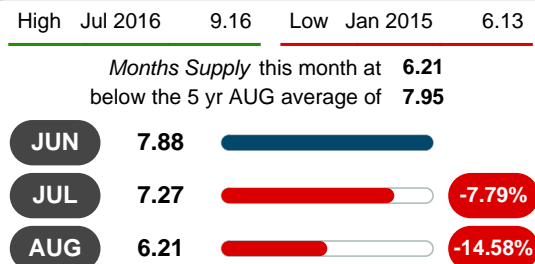


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.95



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	26	5.25%	2.64	4.17	1.55	2.67	0.00
\$10,001 - \$30,000	74	14.95%	16.75	40.80	1.88	12.00	0.00
\$30,001 - \$60,000	92	18.59%	11.27	21.00	4.44	3.00	0.00
\$60,001 - \$120,000	105	21.21%	4.90	13.47	2.67	3.64	0.00
\$120,001 - \$210,000	85	17.17%	4.05	36.00	2.80	2.67	6.86
\$210,001 - \$350,000	62	12.53%	4.93	51.00	4.13	2.82	9.23
\$350,001 and up	51	10.30%	21.86	162.00	21.00	6.95	24.00
Market Supply of Inventory (MSI)			6.21	19.76	2.95	3.19	11.00
Total Active Inventory by Units		100%	6.21	280	122	71	22

August 2019



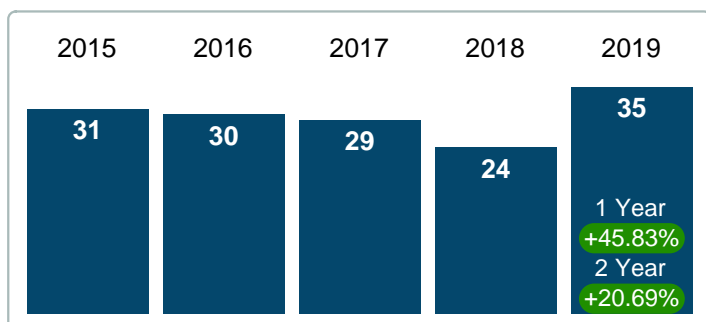
Area Delimited by County Of Washington



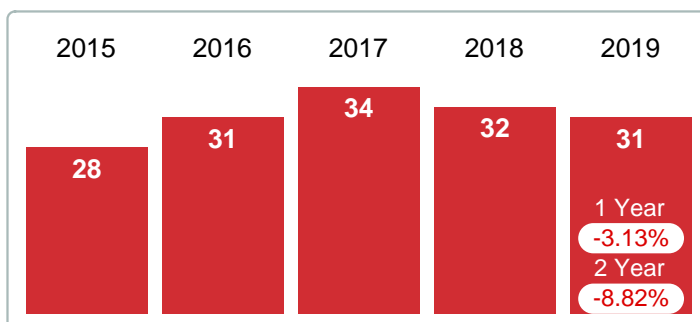
MEDIAN DAYS ON MARKET TO SALE

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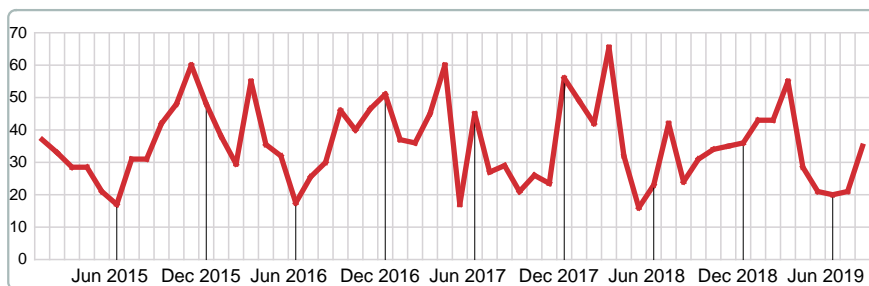
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

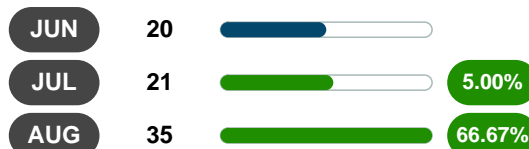


3 MONTHS

5 year AUG AVG = 30

High Mar 2018 66 Low May 2018 16

Median Days on Market to Sale this month at 35 above the 5 yr AUG average of 30



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	9.89%	10	10	7	35	0
\$20,001 - \$50,000	8.79%	81	81	84	9	0
\$50,001 - \$100,000	18.68%	35	35	30	0	0
\$100,001 - \$140,000	24.18%	35	1	41	36	7
\$140,001 - \$180,000	15.38%	29	0	19	40	0
\$180,001 - \$250,000	12.09%	84	0	22	119	87
\$250,001 and up	10.99%	60	0	37	68	5
Median Closed DOM		35	34	29	66	43
Total Closed Units	100%	91	14	50	23	4
Total Closed Volume		11,559,786	600.30K	5.79M	4.32M	852.00K

August 2019



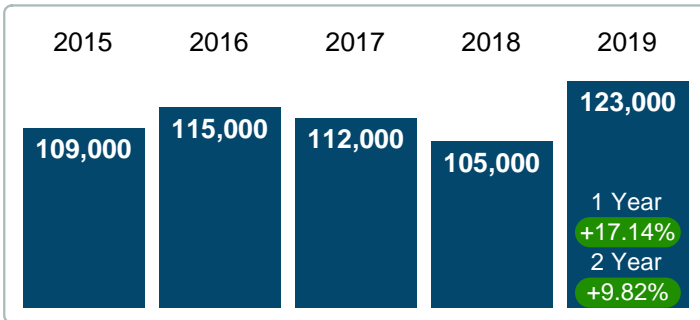
Area Delimited by County Of Washington



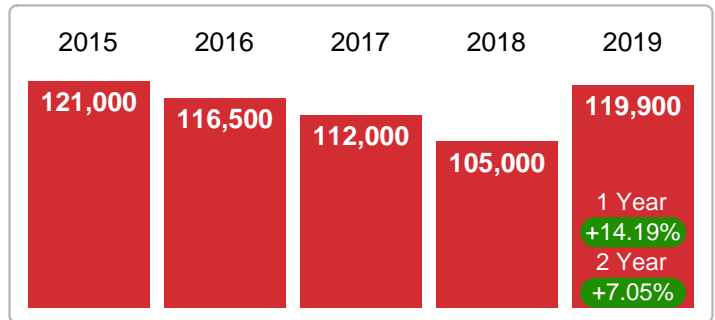
MEDIAN LIST PRICE AT CLOSING

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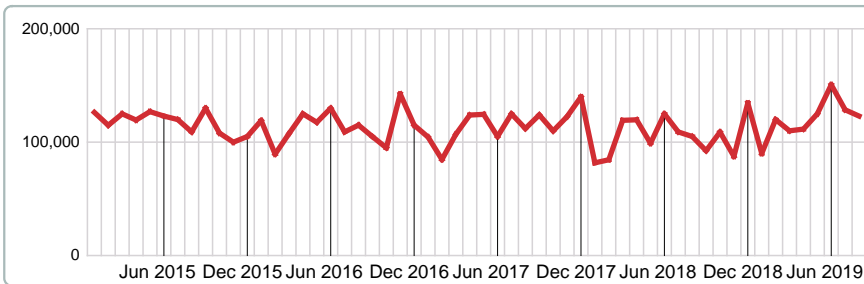
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

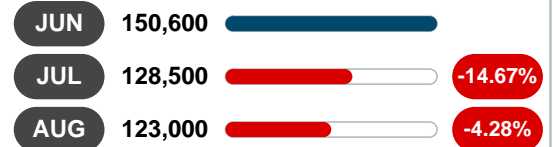


3 MONTHS

5 year AUG AVG = 112,800

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

Median List Price at Closing this month at **123,000**
above the 5 yr AUG average of **112,800**



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	9.89%	650	600	655	1,500	0
\$20,001 - \$50,000	7.69%	34,000	36,075	32,750	39,900	0
\$50,001 - \$100,000	18.68%	72,500	72,500	73,450	0	0
\$100,001 - \$140,000	26.37%	121,450	115,000	119,900	127,400	123,000
\$140,001 - \$180,000	14.29%	154,900	0	155,000	152,450	0
\$180,001 - \$250,000	10.99%	217,450	0	215,000	234,900	194,500
\$250,001 and up	12.09%	285,000	0	334,500	285,000	287,500
Median List Price		123,000	46,400	116,250	170,000	229,750
Total Closed Units		91	14	50	23	4
Total Closed Volume		11,922,430	679.48K	5.90M	4.45M	892.50K

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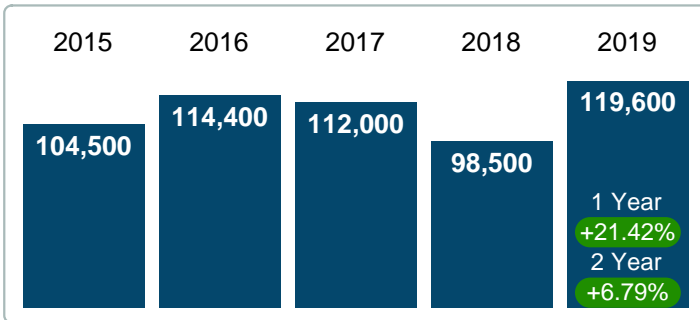
Area Delimited by County Of Washington



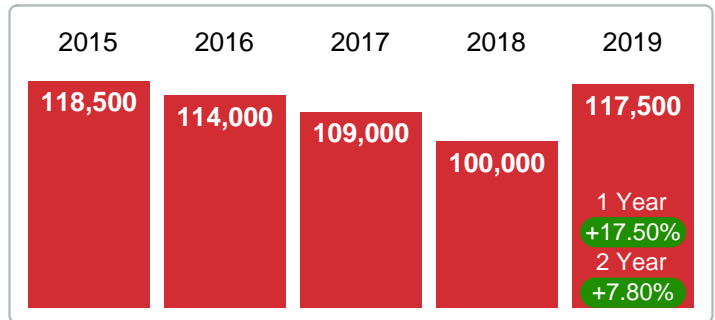
MEDIAN SOLD PRICE AT CLOSING

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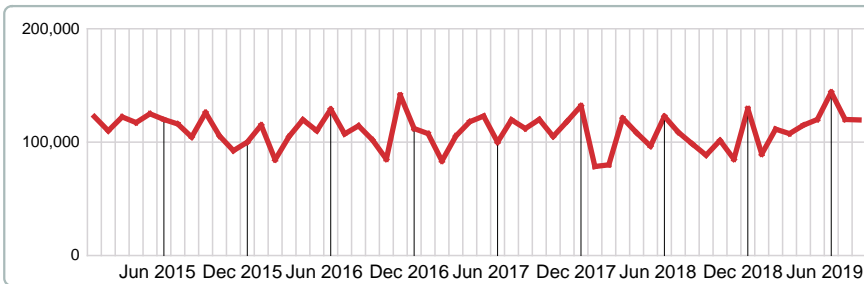
AUGUST



YEAR TO DATE (YTD)

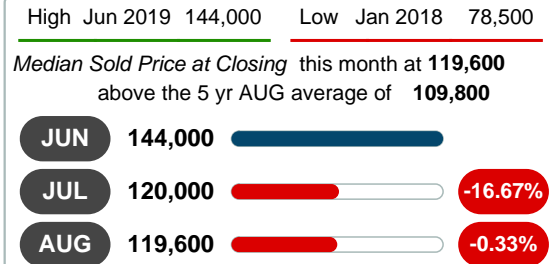


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 109,800



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	9	9.89%	650	600	655	1,500	0
\$20,001 - \$50,000	8	8.79%	34,000	39,900	30,000	35,000	0
\$50,001 - \$100,000	17	18.68%	70,500	75,900	69,700	0	0
\$100,001 - \$140,000	22	24.18%	118,550	105,000	118,550	122,950	130,000
\$140,001 - \$180,000	14	15.38%	149,900	0	149,000	149,900	0
\$180,001 - \$250,000	11	12.09%	210,000	0	205,000	227,500	216,000
\$250,001 and up	10	10.99%	282,500	0	332,963	280,000	290,000
Median Sold Price			119,600	41,950	115,675	168,800	216,000
Total Closed Units		100%	91	14	50	23	4
Total Closed Volume			11,559,786	600.30K	5.79M	4.32M	852.00K

August 2019



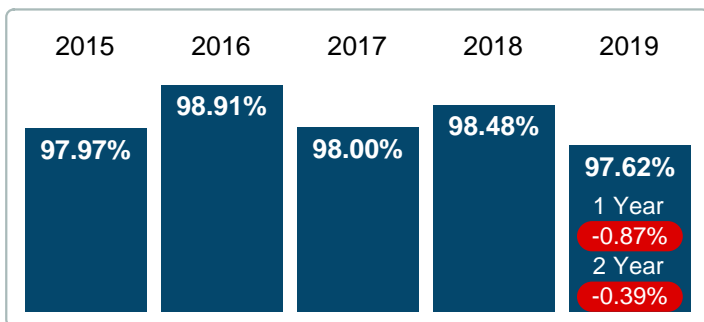
Area Delimited by County Of Washington



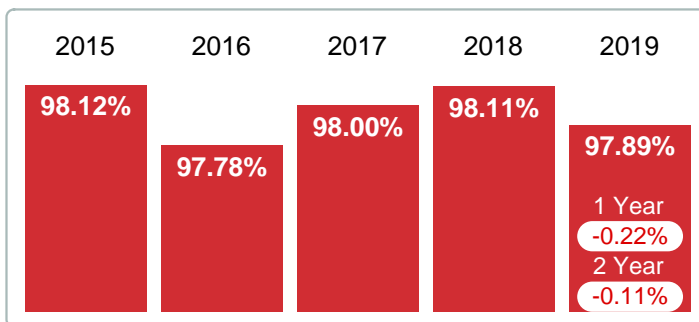
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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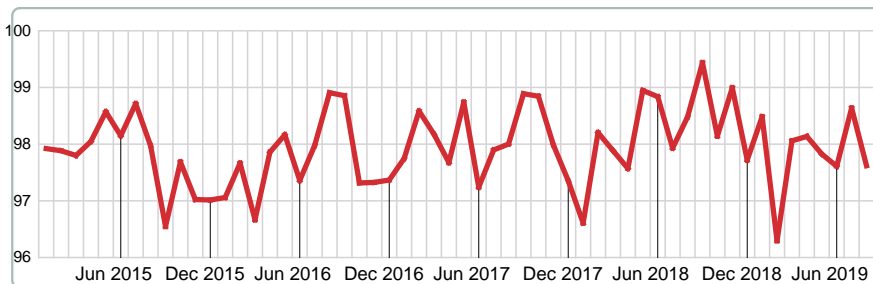
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

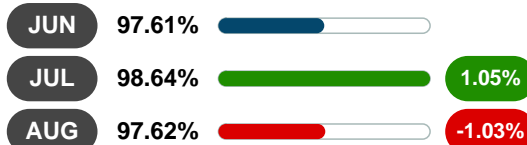


3 MONTHS

5 year AUG AVG = 98.20%

High Sep 2018 99.44% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **97.62%**
equal to 5 yr AUG average of **98.20%**



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	9 <div style="width: 9.89%;"></div>	9.89%	100.00%	100.00%	100.00%	100.00%	0.00%
\$20,001 \$50,000	8 <div style="width: 8.79%;"></div>	8.79%	92.38%	88.37%	96.72%	87.72%	0.00%
\$50,001 \$100,000	17 <div style="width: 18.68%;"></div>	18.68%	94.55%	94.48%	94.78%	0.00%	0.00%
\$100,001 \$140,000	22 <div style="width: 24.18%;"></div>	24.18%	100.00%	100.00%	99.45%	96.67%	105.69%
\$140,001 \$180,000	14 <div style="width: 15.38%;"></div>	15.38%	100.00%	0.00%	99.03%	100.00%	0.00%
\$180,001 \$250,000	11 <div style="width: 12.09%;"></div>	12.09%	97.62%	0.00%	97.73%	97.28%	94.30%
\$250,001 and up	10 <div style="width: 10.99%;"></div>	10.99%	96.67%	0.00%	100.10%	96.59%	93.55%
Median Sold/List Ratio	97.62%			95.41%	97.67%	98.00%	94.85%
Total Closed Units	91	100%	97.62%	14	50	23	4
Total Closed Volume	11,559,786			600.30K	5.79M	4.32M	852.00K

August 2019



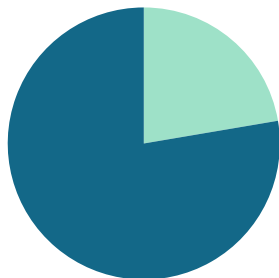
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

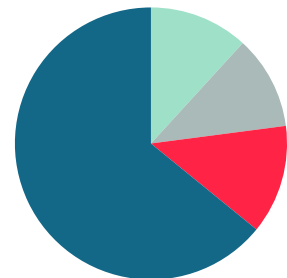


Inventory
 New Listings
169 = 22.32%
 Start Inventory
588
 Total Inventory Units
757
 Volume
\$118,076,824

Market Activity

Closed Sales
91 = 11.79%
 Pending Sales
86 = 11.14%
 Other Off Market
100 = 12.95%
 Active Inventory
495 = 64.12%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	105	91	-13.33%	635	701	10.39%
Pending Sales	72	86	19.44%	584	695	19.01%
New Listings	182	169	-7.14%	1,292	1,324	2.48%
Median List Price	105,000	123,000	17.14%	105,000	119,900	14.19%
Median Sale Price	98,500	119,600	21.42%	100,000	117,500	17.50%
Median Percent of Selling Price to List Price	98.48%	97.62%	-0.87%	98.11%	97.89%	-0.22%
Median Days on Market to Sale	24.00	35.00	45.83%	32.00	31.00	-3.13%
Monthly Inventory	635	495	-22.05%	635	495	-22.05%
Months Supply of Inventory	8.25	6.21	-24.74%	8.25	6.21	-24.74%

Absorption: Last 12 months, an Average of **80** Sales/Month

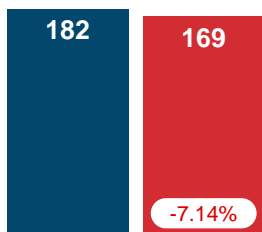
Inventory on August 31, 2019 = **495**

2018 **2019**

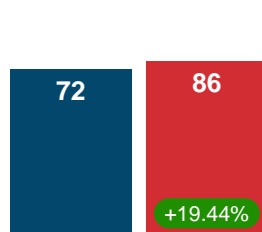
AUGUST MARKET

MEDIAN PRICES

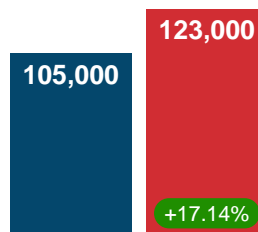
New Listings



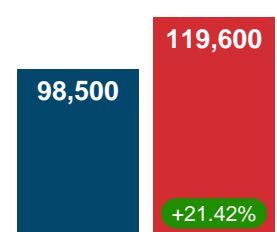
Pending Listings



List Price



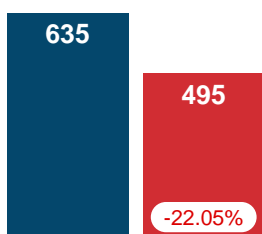
Sale Price



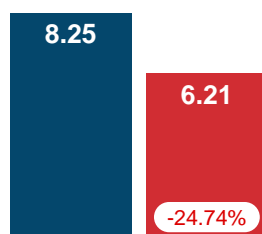
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

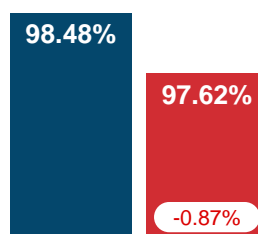
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

