

May 2019

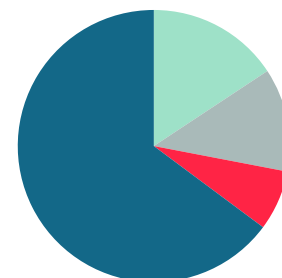
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	81	125	54.32%
Pending Listings	67	98	46.27%
New Listings	154	151	-1.95%
Average List Price	108,801	137,477	26.36%
Average Sale Price	106,968	133,257	24.58%
Average Percent of Selling Price to List Price	97.62%	96.05%	-1.61%
Average Days on Market to Sale	34.54	37.71	9.17%
End of Month Inventory	594	516	-13.13%
Months Supply of Inventory	7.87	6.57	-16.54%



■ Closed (15.70%)
■ Pending (12.31%)
■ Other OffMarket (7.16%)
■ Active (64.82%)

Absorption: Last 12 months, an Average of **79** Sales/Month
Active Inventory as of May 31, 2019 = **516**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **13.13%** to 516 existing homes available for sale. Over the last 12 months this area has had an average of 79 closed sales per month. This represents an unsold inventory index of **6.57** 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 **24.58%** in May 2019 to \$133,257 versus the previous year at \$106,968.

Average Days on Market Lengthens

The average number of **37.71** days that homes spent on the market before selling increased by 3.17 days or **9.17%** in May 2019 compared to last year's same month at **34.54** DOM.

Sales Success for May 2019 is Positive

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

There were 151 New Listings in May 2019, down **1.95%** from last year at 154. Furthermore, there were 125 Closed Listings this month versus last year at 81, a **54.32%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, May 2018, at **52.6%**, a **57.39%** 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	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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

May 2019



Area Delimited by County Of Washington

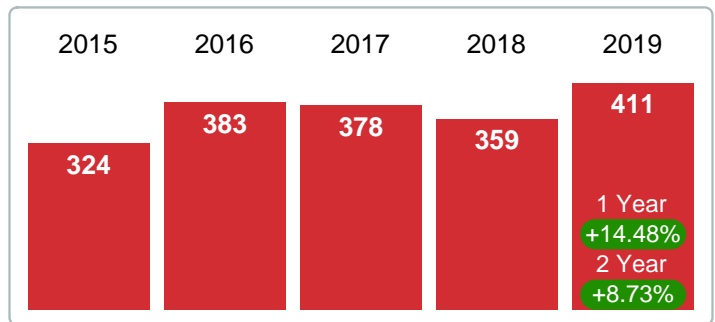
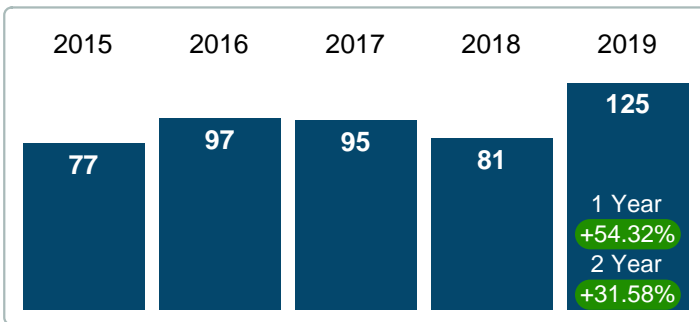


CLOSED LISTINGS

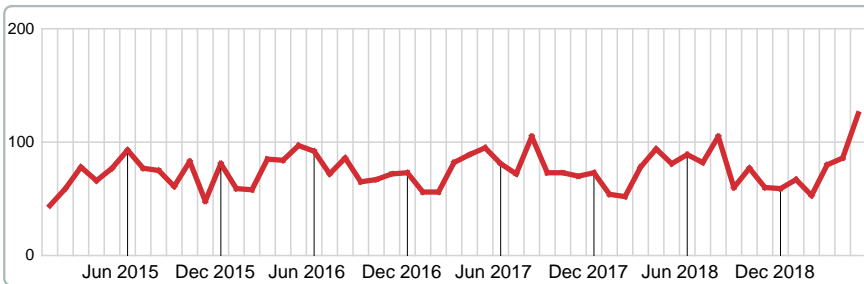
Report produced on Jun 11, 2019 for MLS Technology Inc.

MAY

YEAR TO DATE (YTD)

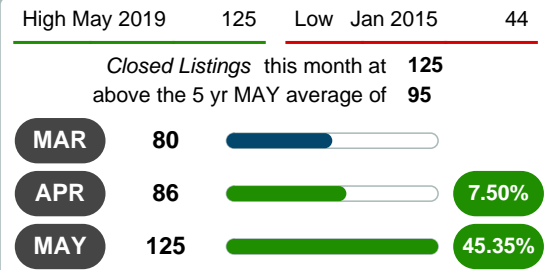


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 95



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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 \$50,000	27	21.60%	34.8	13	12	2	0
\$50,001 \$90,000	20	16.00%	40.0	2	17	1	0
\$90,001 \$130,000	25	20.00%	23.6	2	17	6	0
\$130,001 \$220,000	25	20.00%	45.0	0	13	10	2
\$220,001 \$260,000	13	10.40%	44.2	0	5	7	1
\$260,001 and up	15	12.00%	45.7	0	0	13	2
Total Closed Units	125			17	64	39	5
Total Closed Volume	16,657,107	100%	37.7	518.83K	6.44M	8.51M	1.18M
Average Closed Price	\$133,257			\$30,519	\$100,638	\$218,319	\$236,600

May 2019



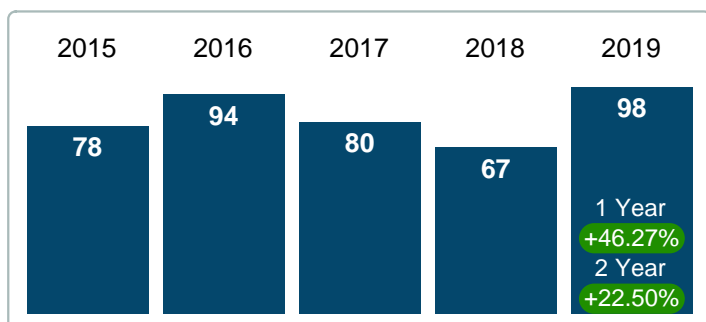
Area Delimited by County Of Washington



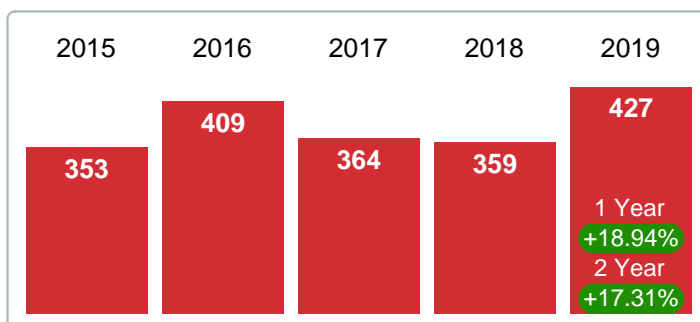
PENDING LISTINGS

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

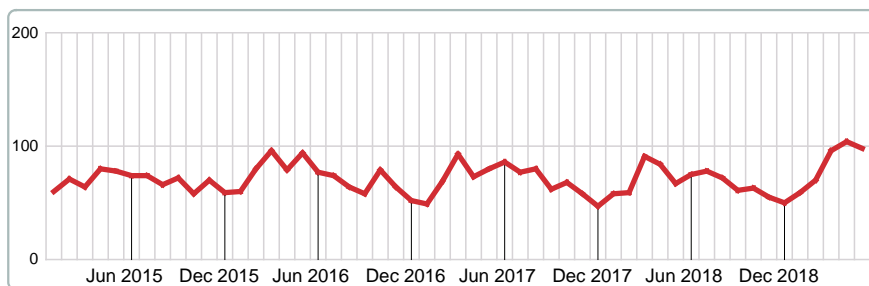
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

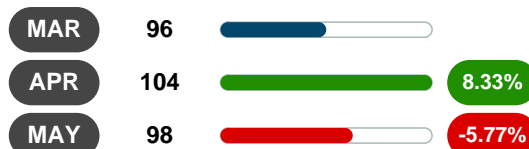


3 MONTHS

5 year MAY AVG = 83

High Apr 2019 104 Low Dec 2017 47

Pending Listings this month at **98**
above the 5 yr MAY average of **83**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.18%	49.6	7	2	0	0
\$50,001 - \$90,000	13	13.27%	53.5	2	11	0	0
\$90,001 - \$110,000	8	8.16%	36.5	1	6	1	0
\$110,001 - \$190,000	29	29.59%	27.8	0	20	8	1
\$190,001 - \$250,000	16	16.33%	45.1	0	4	12	0
\$250,001 - \$380,000	13	13.27%	78.0	0	3	9	1
\$380,001 and up	10	10.20%	59.0	3	0	6	1
Total Pending Units	98			13	46	36	3
Total Pending Volume	18,986,049	100%	46.1	2.84M	5.74M	9.52M	882.00K
Average Listing Price	\$149,027			\$218,800	\$124,798	\$264,415	\$294,000

May 2019



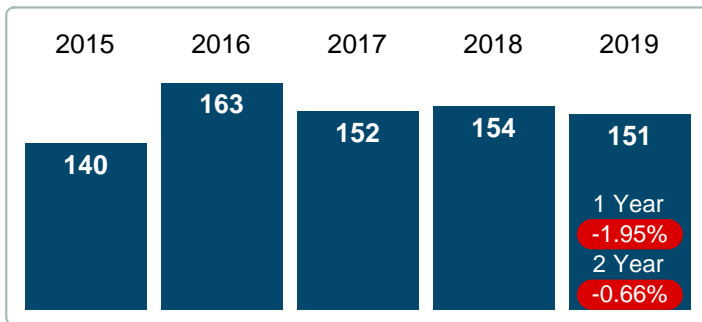
Area Delimited by County Of Washington



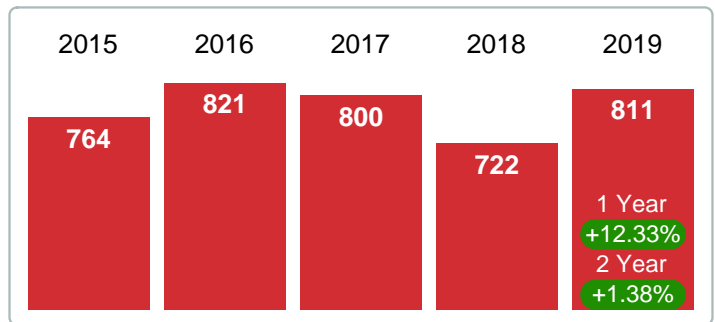
NEW LISTINGS

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

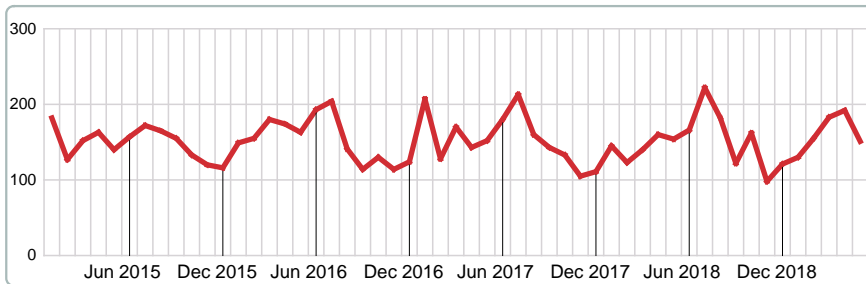
MAY



YEAR TO DATE (YTD)

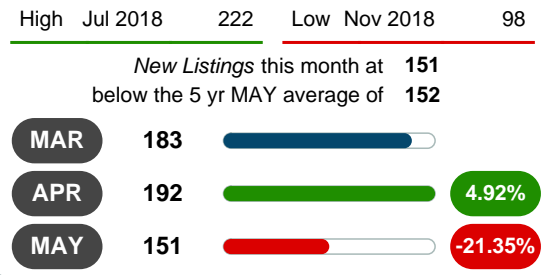


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 152



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	16	10.60%	8	6	2	0
\$20,001 - \$50,000	16	10.60%	9	7	0	0
\$50,001 - \$90,000	24	15.89%	12	11	1	0
\$90,001 - \$150,000	40	26.49%	5	26	7	2
\$150,001 - \$240,000	20	13.25%	2	10	7	1
\$240,001 - \$350,000	20	13.25%	4	5	10	1
\$350,001 and up	15	9.93%	6	4	3	2
Total New Listed Units	151		46	69	30	6
Total New Listed Volume	27,339,625	100%	8.70M	9.28M	6.47M	2.89M
Average New Listed Listing Price	\$98,429		\$189,037	\$134,526	\$215,795	\$481,300

May 2019



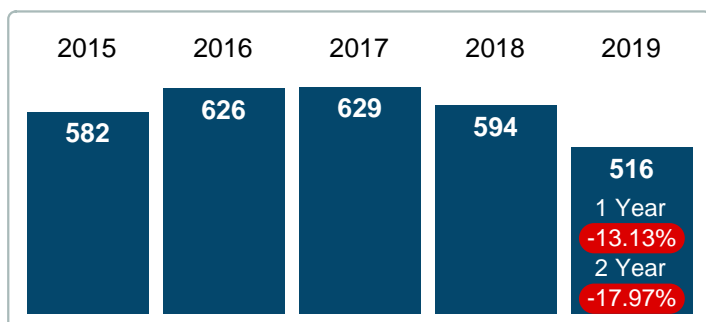
Area Delimited by County Of Washington



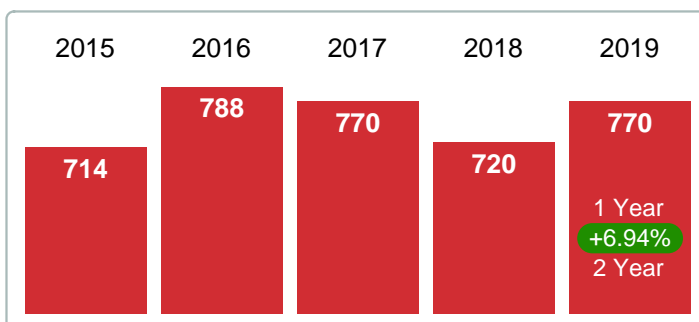
ACTIVE INVENTORY

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

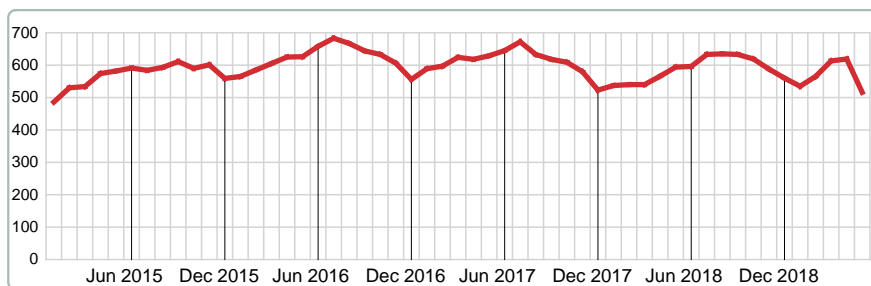
END OF MAY



ACTIVE DURING MAY

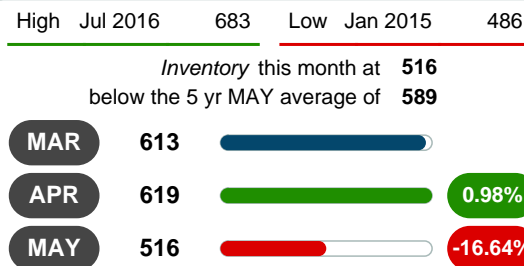


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 589



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	69	13.37%	111.2	63	5	1	0
\$25,001-\$50,000	66	12.79%	130.5	49	17	0	0
\$50,001-\$125,000	168	32.56%	87.9	97	60	11	0
\$125,001-\$225,000	95	18.41%	58.1	24	41	24	6
\$225,001-\$350,000	63	12.21%	59.9	15	14	28	6
\$350,001 and up	55	10.66%	88.9	29	8	10	8
Total Active Inventory by Units			516	277	145	74	20
Total Active Inventory by Volume			87,636,057	39.13M	21.56M	18.01M	8.93M
Average Active Inventory Listing Price			\$169,837	\$141,256	\$148,723	\$243,372	\$446,695

May 2019



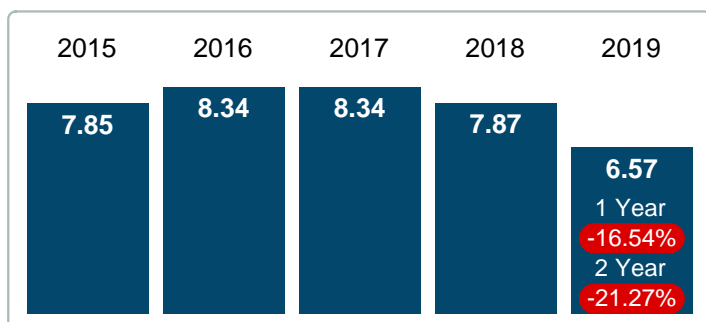
Area Delimited by County Of Washington



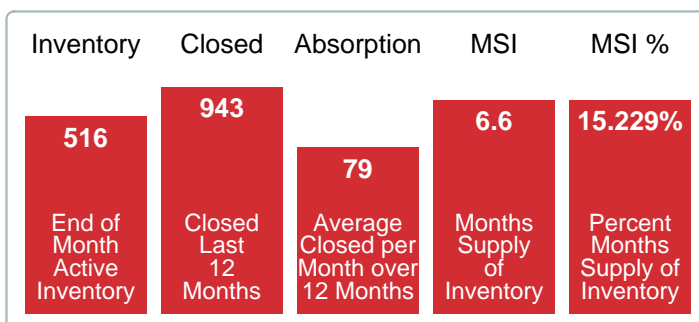
MONTHS SUPPLY of INVENTORY (MSI)

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

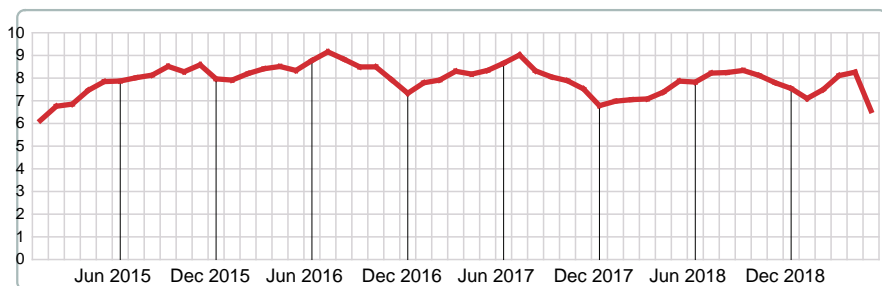
MSI FOR MAY



INDICATORS FOR MAY 2019

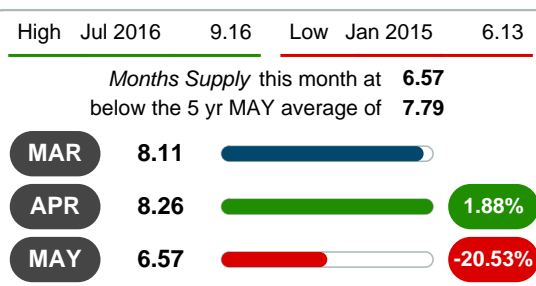


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 7.79



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
\$20,000 and less	55	10.66%	4.55	10.00	0.64	1.50	0.00
\$20,001 - \$40,000	52	10.08%	11.14	24.00	3.75	0.00	0.00
\$40,001 - \$70,000	84	16.28%	9.51	21.88	3.48	8.00	0.00
\$70,001 - \$130,000	120	23.26%	5.16	16.68	3.22	2.93	4.00
\$130,001 - \$220,000	80	15.50%	4.71	18.00	4.72	2.50	9.60
\$220,001 - \$360,000	73	14.15%	6.90	57.00	6.86	4.54	6.46
\$360,001 and up	52	10.08%	24.00	312.00	32.00	6.00	48.00
Market Supply of Inventory (MSI)	6.57			18.99	3.55	3.52	9.23
Total Active Inventory by Units	516	100%	6.57	277	145	74	20

May 2019



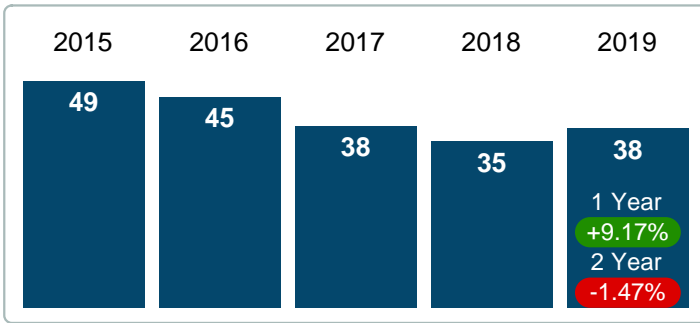
Area Delimited by County Of Washington



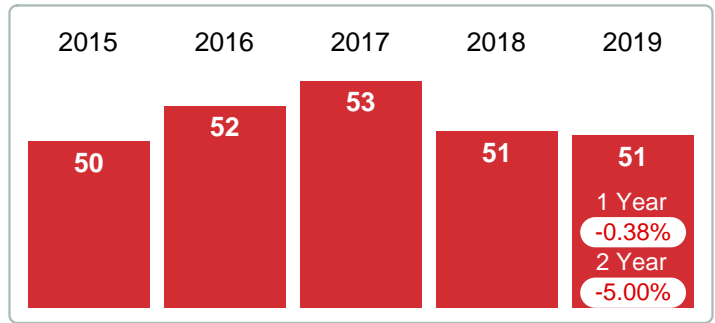
AVERAGE DAYS ON MARKET TO SALE

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

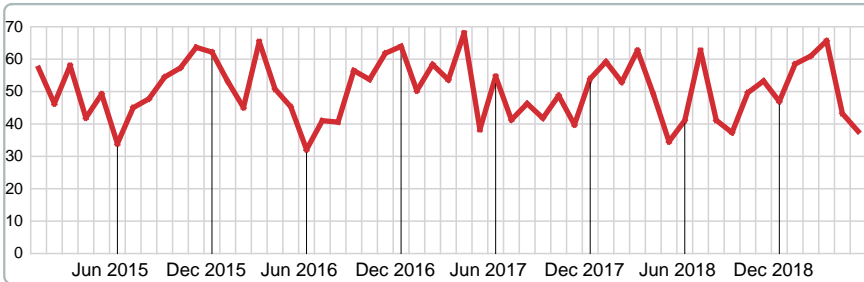
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

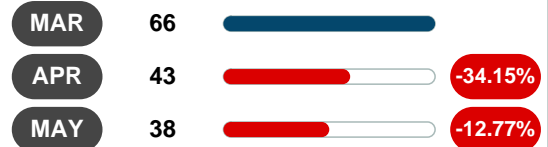


3 MONTHS

5 year MAY AVG = 41

High Apr 2017 68 Low Jun 2016 32

Average Days on Market to Sale this month at 38 below the 5 yr MAY average of 41



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	27	21.60%	35	50	22	14	0
\$50,001 \$90,000	20	16.00%	40	55	40	10	0
\$90,001 \$130,000	25	20.00%	24	4	25	26	0
\$130,001 \$220,000	25	20.00%	45	0	38	44	94
\$220,001 \$260,000	13	10.40%	44	0	20	43	174
\$260,001 and up	15	12.00%	46	0	0	38	98
Average Closed DOM			38	45	31	37	111
Total Closed Units		100%	125	17	64	39	5
Total Closed Volume			16,657,107	518.83K	6.44M	8.51M	1.18M

May 2019



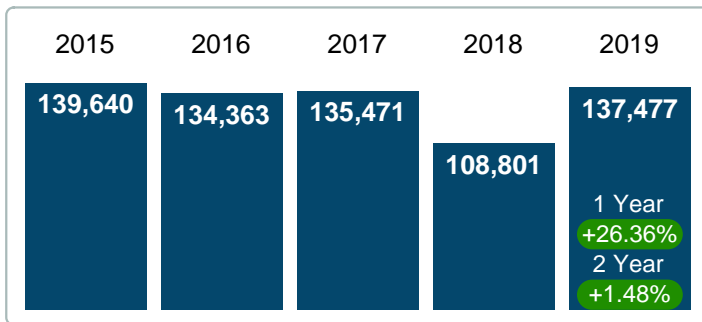
Area Delimited by County Of Washington



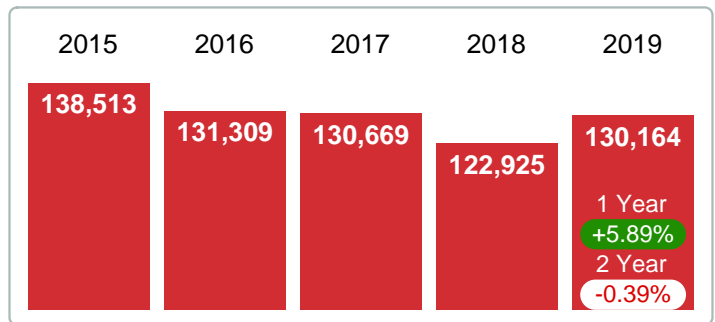
AVERAGE LIST PRICE AT CLOSING

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

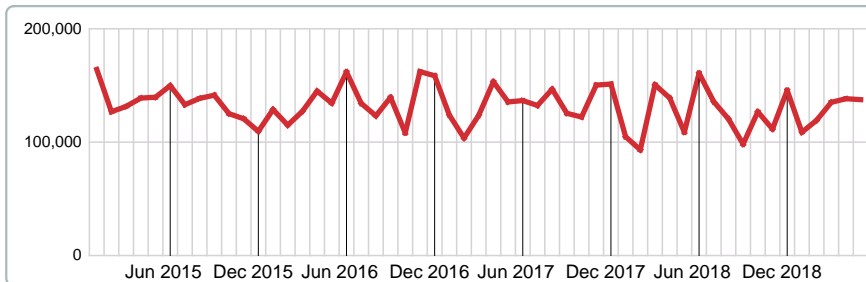
MAY



YEAR TO DATE (YTD)

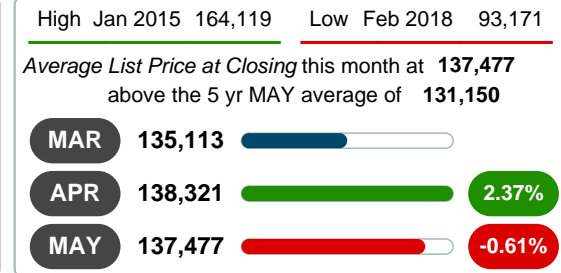


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 131,150



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	28	22.40%	16,889	13,210	18,081	18,100	0
\$50,001 \$90,000	18	14.40%	72,917	76,500	73,618	48,000	0
\$90,001 \$130,000	25	20.00%	115,566	115,000	115,794	122,108	0
\$130,001 \$220,000	25	20.00%	164,238	0	151,554	190,585	162,450
\$220,001 \$260,000	10	8.00%	242,140	0	247,560	253,100	265,000
\$260,001 and up	19	15.20%	314,879	0	0	327,438	321,950
Average List Price			137,477	32,631	103,828	224,387	246,760
Total Closed Units		100%	137,477	17	64	39	5
Total Closed Volume			17,184,599	554.73K	6.64M	8.75M	1.23M

May 2019



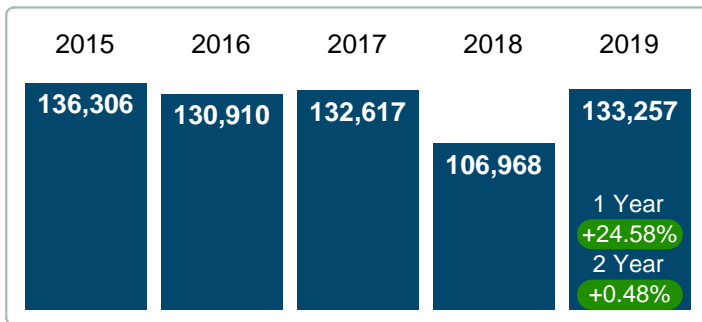
Area Delimited by County Of Washington



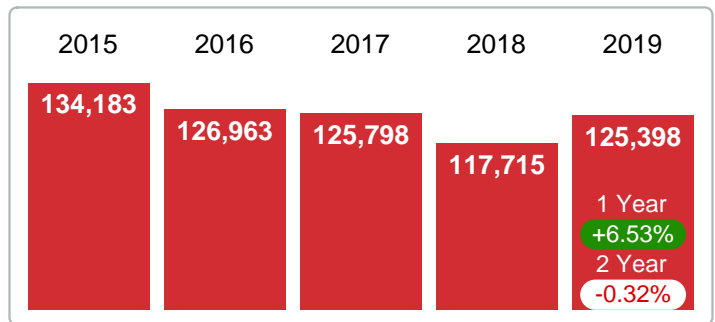
AVERAGE SOLD PRICE AT CLOSING

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

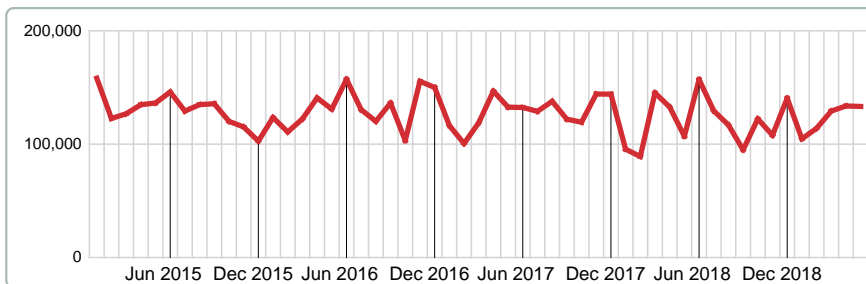
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

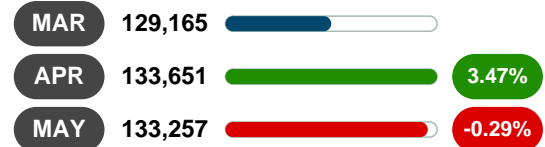


3 MONTHS

5 year MAY AVG = 128,012

High Jan 2015 158,175 Low Feb 2018 89,105

Average Sold Price at Closing this month at **133,257** above the 5 yr MAY average of **128,012**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	27	21.60%	13,391	11,794	14,919	14,600	0
\$50,001 \$90,000	20	16.00%	70,405	70,250	71,547	51,300	0
\$90,001 \$130,000	25	20.00%	113,720	112,500	112,241	118,317	0
\$130,001 \$220,000	25	20.00%	164,646	0	147,508	187,555	161,500
\$220,001 \$260,000	13	10.40%	241,446	0	243,960	240,571	235,000
\$260,001 and up	15	12.00%	319,300	0	0	320,346	312,500
Average Sold Price			133,257	30,519	100,638	218,319	236,600
Total Closed Units		100%	125	17	64	39	5
Total Closed Volume			16,657,107	518.83K	6.44M	8.51M	1.18M

May 2019



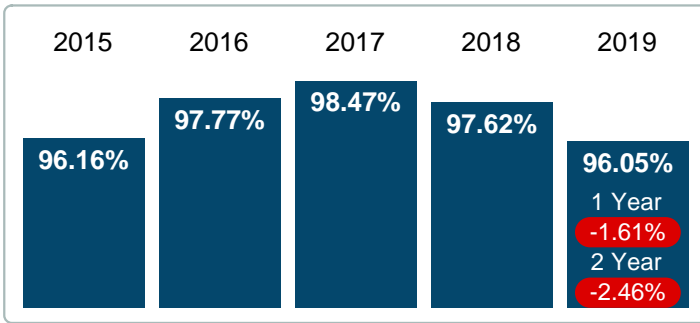
Area Delimited by County Of Washington



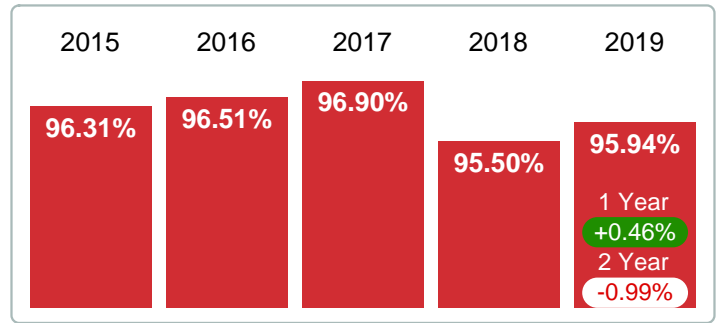
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

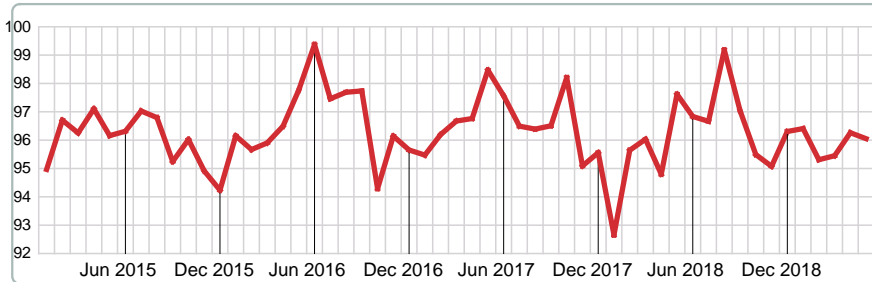
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

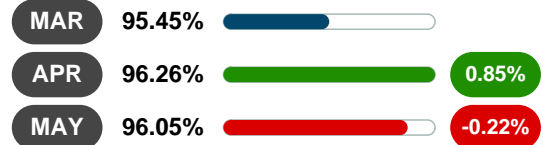


3 MONTHS

5 year MAY AVG = 97.21%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **96.05%** below the 5 yr MAY average of **97.21%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$50,000	27	21.60%	91.56%	95.41%	87.64%	90.00%	0.00%
\$50,001 \$90,000	20	16.00%	97.03%	91.54%	97.09%	106.88%	0.00%
\$90,001 \$130,000	25	20.00%	97.12%	98.00%	97.10%	96.87%	0.00%
\$130,001 \$220,000	25	20.00%	97.99%	0.00%	97.39%	98.46%	99.50%
\$220,001 \$260,000	13	10.40%	95.96%	0.00%	98.55%	95.15%	88.68%
\$260,001 and up	15	12.00%	97.92%	0.00%	0.00%	98.05%	97.06%
Average Sold/List Ratio		96.10%		95.26%	95.49%	97.27%	96.36%
Total Closed Units		125	100%	17	64	39	5
Total Closed Volume		16,657,107		518.83K	6.44M	8.51M	1.18M

May 2019



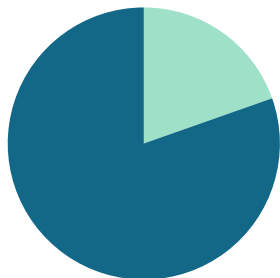
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

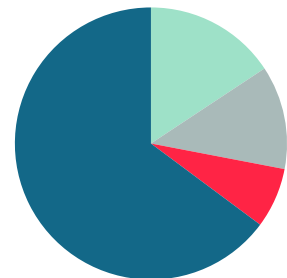


Inventory
 New Listings
151 = 19.61%
 Start Inventory
619
 Total Inventory Units
770
 Volume
\$128,453,656

Market Activity

Closed Sales
125 = 15.70%
 Pending Sales
98 = 12.31%
 Other Off Market
57 = 7.16%
 Active Inventory
516 = 64.82%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	81	125	54.32%	359	411	14.48%
Pending Sales	67	98	46.27%	359	427	18.94%
New Listings	154	151	-1.95%	722	811	12.33%
Average List Price	108,801	137,477	26.36%	122,925	130,164	5.89%
Average Sale Price	106,968	133,257	24.58%	117,715	125,398	6.53%
Average Percent of Selling Price to List Price	97.62%	96.05%	-1.61%	95.50%	95.94%	0.46%
Average Days on Market to Sale	34.54	37.71	9.17%	50.89	50.69	-0.38%
Monthly Inventory	594	516	-13.13%	594	516	-13.13%
Months Supply of Inventory	7.87	6.57	-16.54%	7.87	6.57	-16.54%

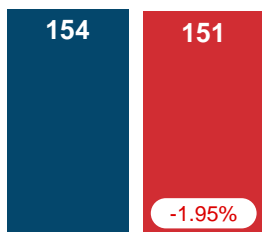
Absorption: Last 12 months, an Average of **79** Sales/Month

Inventory on May 31, 2019 = **516**

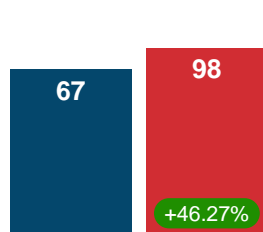
2018 **2019**

MAY MARKET

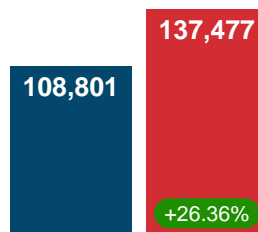
New Listings



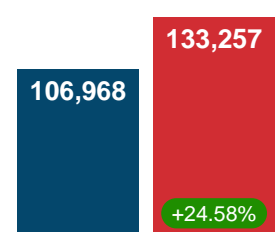
Pending Listings



List Price

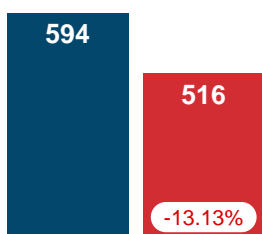


Sale Price

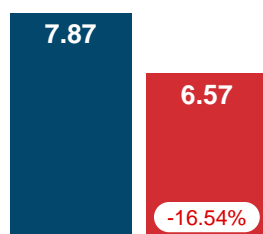


INVENTORY

Active Inventory

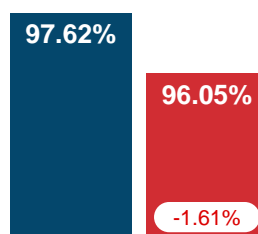


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

