

# April 2020



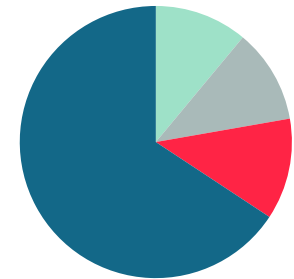
Area Delimited by County Of Washington



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	April 2020	+/-%
Closed Listings	86	66	-23.26%
Pending Listings	103	67	-34.95%
New Listings	192	112	-41.67%
Median List Price	111,500	94,450	-15.29%
Median Sale Price	114,950	86,250	-24.97%
Median Percent of Selling Price to List Price	98.14%	100.00%	1.90%
Median Days on Market to Sale	28.50	9.50	-66.67%
End of Month Inventory	639	393	-38.50%
Months Supply of Inventory	8.51	4.56	-46.46%



■ Closed (11.04%)  
■ Pending (11.20%)  
■ Other OffMarket (12.04%)  
■ Active (65.72%)

**Absorption:** Last 12 months, an Average of **86** Sales/Month  
**Active Inventory** as of April 30, 2020 = **393**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2020 decreased **38.50%** to 393 existing homes available for sale. Over the last 12 months this area has had an average of 86 closed sales per month. This represents an unsold inventory index of **4.56** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.97%** in April 2020 to \$86,250 versus the previous year at \$114,950.

#### Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 19.00 days or **66.67%** in April 2020 compared to last year's same month at **28.50** DOM.

#### Sales Success for April 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 112 New Listings in April 2020, down **41.67%** from last year at 192. Furthermore, there were 66 Closed Listings this month versus last year at 86, a **-23.26%** decrease.

Closed versus Listed trends yielded a **58.9%** ratio, up from previous year's, April 2019, at **44.8%**, a **31.56%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# April 2020



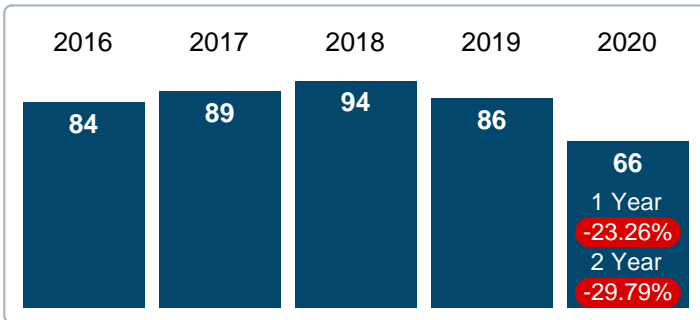
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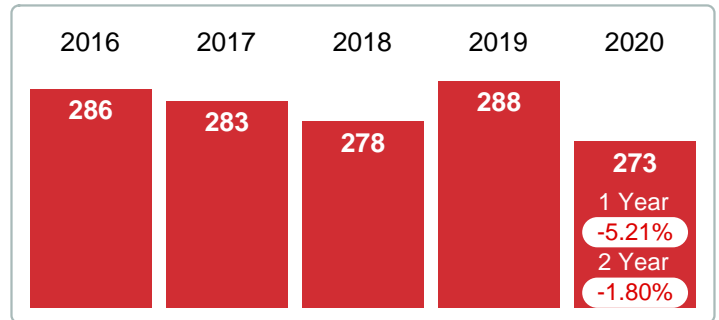
## CLOSED LISTINGS

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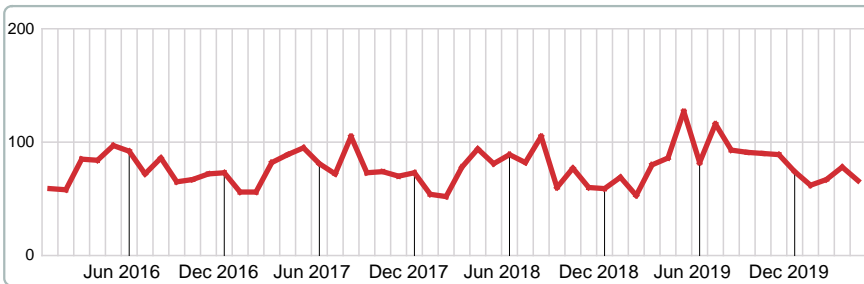
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

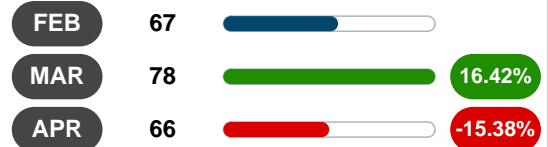


### 3 MONTHS

5 year APR AVG = 84

High May 2019 127 Low Feb 2018 52

Closed Listings this month at 66  
 below the 5 yr APR average of 84



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$30,000	13	19.70%	16.0	9	3	1	0
\$30,001-\$60,000	9	13.64%	31.0	2	7	0	0
\$60,001-\$130,000	19	28.79%	4.0	2	16	1	0
\$130,001-\$170,000	10	15.15%	7.5	1	7	2	0
\$170,001-\$260,000	8	12.12%	8.0	1	2	5	0
\$260,001 and up	7	10.61%	13.0	0	1	5	1
<b>Total Closed Units</b>	<b>66</b>			<b>15</b>	<b>36</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,054,371</b>	<b>100%</b>	<b>9.5</b>	<b>622.32K</b>	<b>3.68M</b>	<b>3.49M</b>	<b>269.90K</b>
<b>Median Closed Price</b>	<b>\$86,250</b>			<b>\$28,000</b>	<b>\$84,750</b>	<b>\$224,950</b>	<b>\$269,900</b>

# April 2020



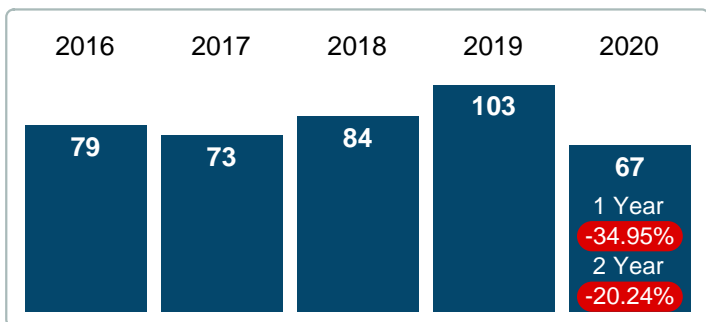
Area Delimited by County Of Washington



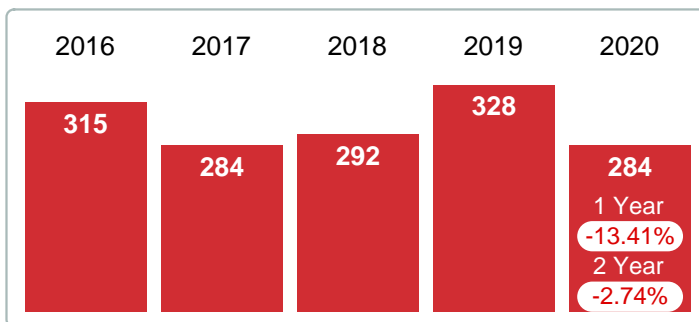
## PENDING LISTINGS

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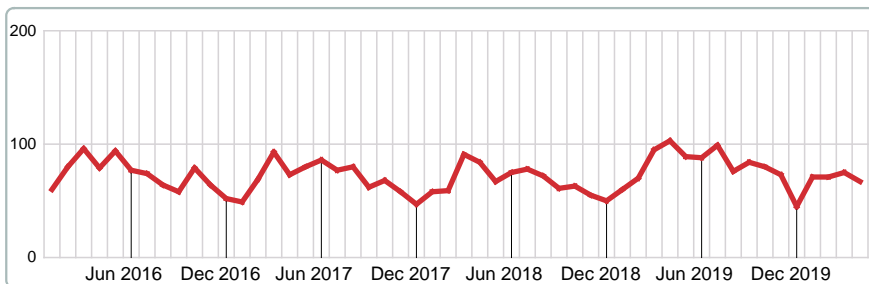
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 81

High Apr 2019 103 Low Dec 2019 45

Pending Listings this month at 67  
below the 5 yr APR average of 81



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	8.96%	18.0	3	3	0	0
\$60,001 - \$70,000	7	10.45%	23.0	3	4	0	0
\$70,001 - \$100,000	12	17.91%	38.5	3	8	0	1
\$100,001 - \$180,000	16	23.88%	14.0	2	11	3	0
\$180,001 - \$230,000	9	13.43%	45.0	1	2	6	0
\$230,001 - \$340,000	10	14.93%	23.5	0	2	8	0
\$340,001 and up	7	10.45%	19.0	0	0	5	2
<b>Total Pending Units</b>	<b>67</b>			<b>12</b>	<b>30</b>	<b>22</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>11,463,380</b>	<b>100%</b>	<b>22.0</b>	<b>987.60K</b>	<b>3.59M</b>	<b>5.99M</b>	<b>899.30K</b>
<b>Median Listing Price</b>	<b>\$129,900</b>			<b>\$70,750</b>	<b>\$102,400</b>	<b>\$243,750</b>	<b>\$349,900</b>

# April 2020



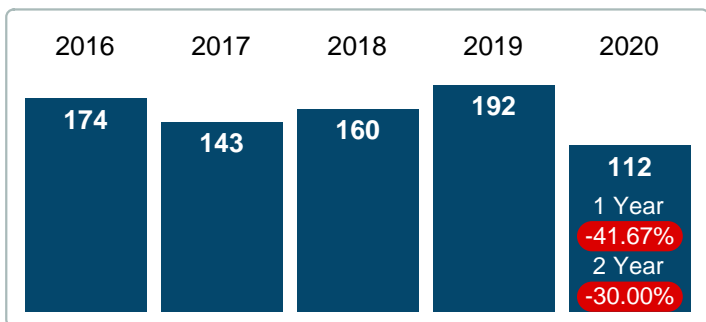
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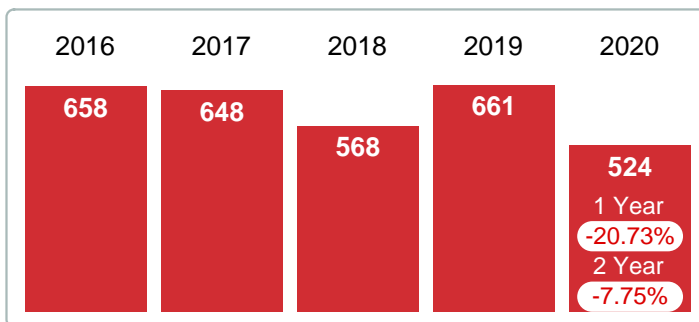
## NEW LISTINGS

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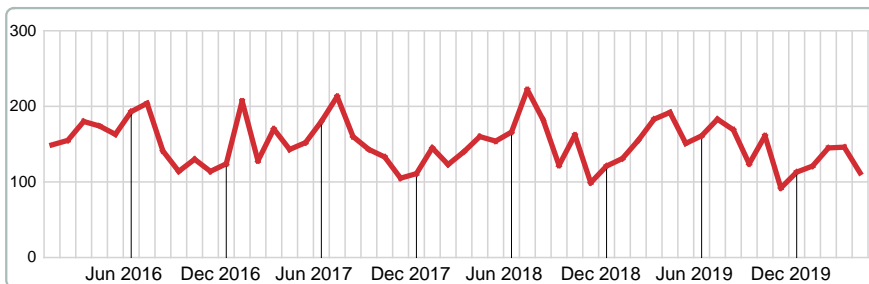
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

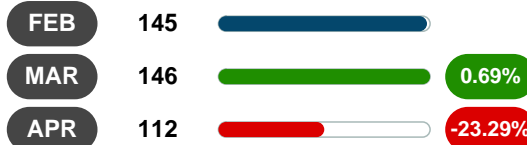


### 3 MONTHS

5 year APR AVG = 156

High Jul 2018 222 Low Nov 2019 92

New Listings this month at 112  
 below the 5 yr APR average of 156



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$20,000 and less	6	5.36%
\$20,001 - \$60,000	18	16.07%
\$60,001 - \$110,000	18	16.07%
\$110,001 - \$180,000	28	25.00%
\$180,001 - \$240,000	16	14.29%
\$240,001 - \$340,000	13	11.61%
\$340,001 and up	13	11.61%
<b>Total New Listed Units</b>	<b>112</b>	
<b>Total New Listed Volume</b>	<b>19,692,205</b>	<b>100%</b>
<b>Median New Listed Listing Price</b>	<b>\$132,500</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	2	1	0
\$20,001 - \$60,000	14	4	0	0
\$60,001 - \$110,000	8	9	0	1
\$110,001 - \$180,000	5	17	6	0
\$180,001 - \$240,000	2	7	7	0
\$240,001 - \$340,000	4	4	3	2
\$340,001 and up	5	0	8	0
<b>Total</b>	<b>41</b>	<b>43</b>	<b>25</b>	<b>3</b>
<b>Volume</b>	<b>6.68M</b>	<b>5.71M</b>	<b>6.60M</b>	<b>709.30K</b>
<b>Median Price</b>	<b>\$69,900</b>	<b>\$129,900</b>	<b>\$219,000</b>	<b>\$299,900</b>

# April 2020



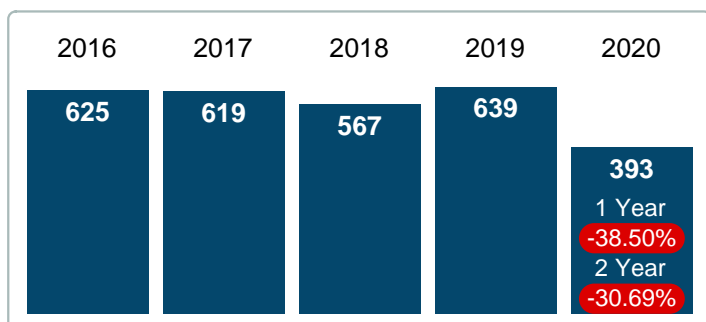
Area Delimited by County Of Washington



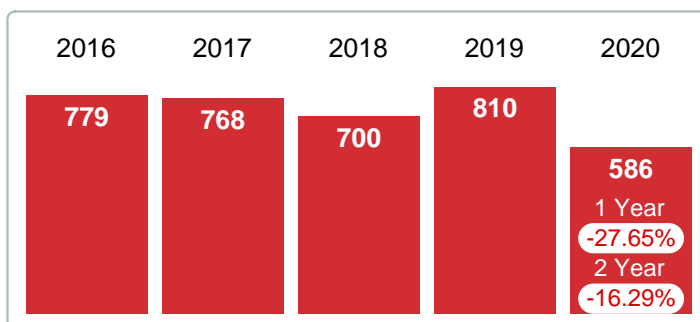
## ACTIVE INVENTORY

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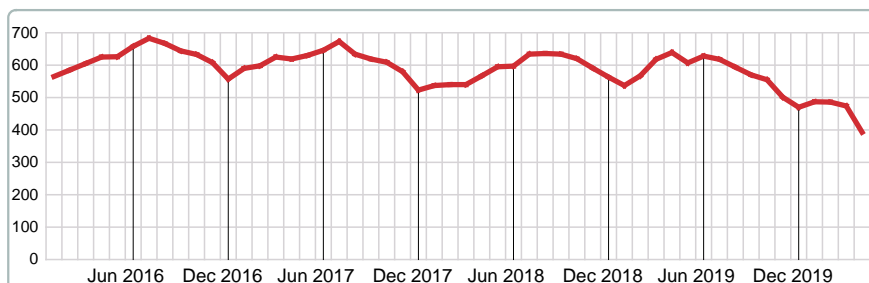
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 569

High Jul 2016 683 Low Apr 2020 393

Inventory this month at 393  
below the 5 yr APR average of 569



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	39	9.92%	141.0	33	6	0	0
\$20,001 \$40,000	51	12.98%	84.0	44	6	1	0
\$40,001 \$60,000	56	14.25%	121.5	48	7	1	0
\$60,001 \$120,000	96	24.43%	69.0	61	29	6	0
\$120,001 \$220,000	60	15.27%	48.0	17	25	17	1
\$220,001 \$350,000	47	11.96%	64.0	12	8	20	7
\$350,001 and up	44	11.20%	75.0	29	1	11	3
Total Active Inventory by Units		393		244	82	56	11
Total Active Inventory by Volume		65,399,938	100%	37.76M	9.85M	14.20M	3.59M
Median Active Inventory Listing Price		\$79,900		\$60,000	\$106,500	\$249,000	\$338,500

# April 2020



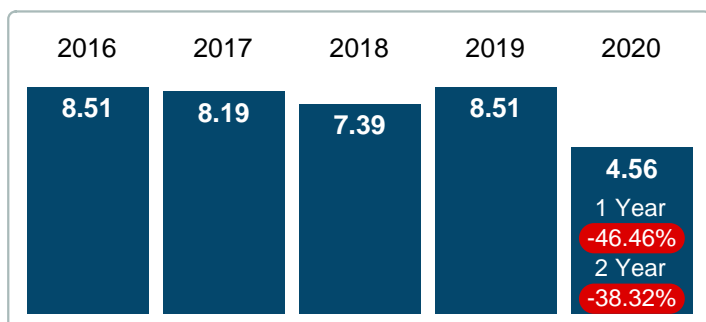
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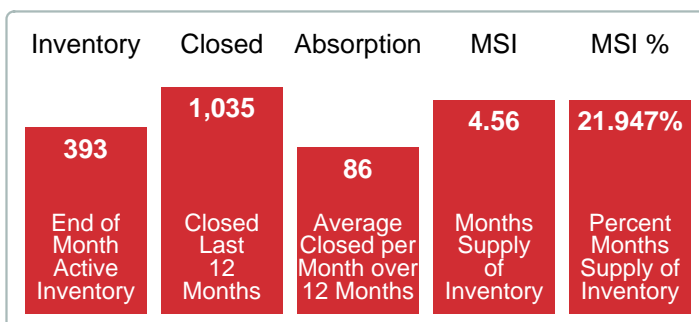
## MONTHS SUPPLY of INVENTORY (MSI)

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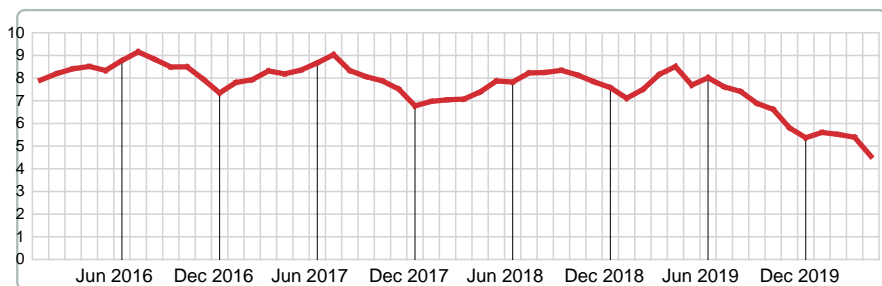
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

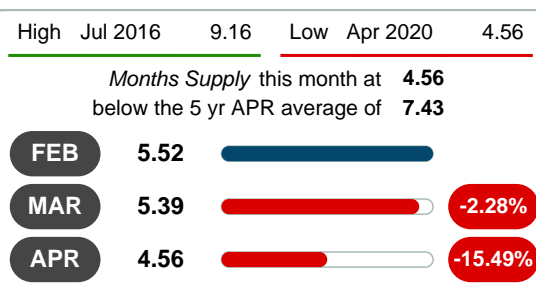


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 7.43



### 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	39	9.92%	3.10	5.82	1.01	0.00	0.00
\$20,001 - \$40,000	51	12.98%	9.87	16.50	2.77	3.00	0.00
\$40,001 - \$60,000	56	14.25%	9.60	20.57	2.21	3.00	0.00
\$60,001 - \$120,000	96	24.43%	4.36	15.25	1.80	3.43	0.00
\$120,001 - \$220,000	60	15.27%	2.35	18.55	1.63	2.00	1.20
\$220,001 - \$350,000	47	11.96%	3.76	36.00	3.31	2.40	4.94
\$350,001 and up	44	11.20%	17.03	49.71	1.50	12.00	7.20
Market Supply of Inventory (MSI)			4.56	14.79	1.79	2.66	3.77
Total Active Inventory by Units		100%	4.56	244	82	56	11

# April 2020



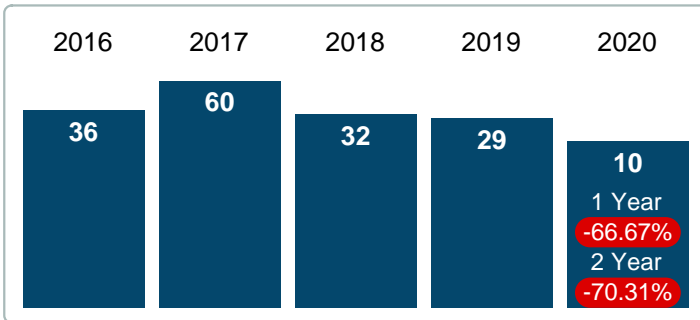
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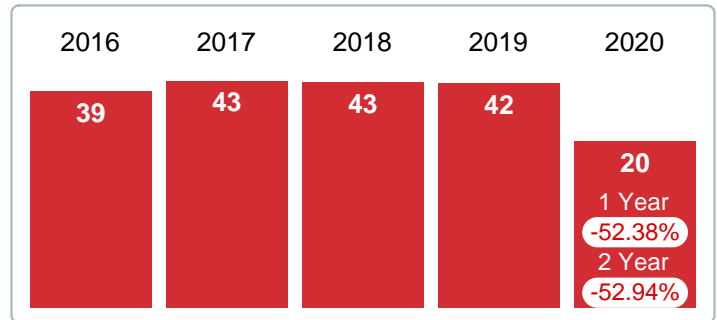
## MEDIAN DAYS ON MARKET TO SALE

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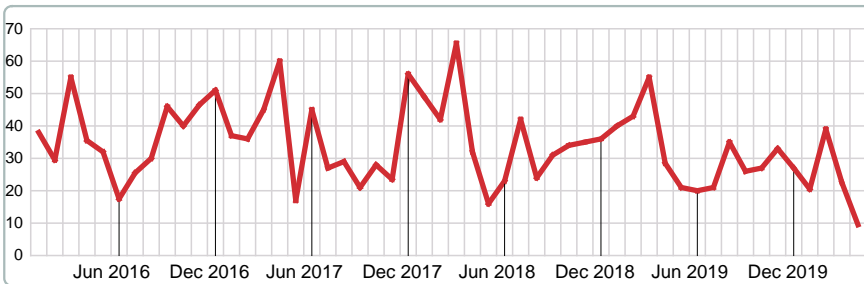
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

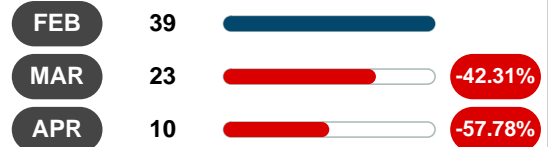


### 3 MONTHS

5 year APR AVG = 33

High Mar 2018 66 Low Apr 2020 10

Median Days on Market to Sale this month at 10 below the 5 yr APR average of 33



### 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
\$0 and less	0	0.00%	75	0	0	0	0
\$1-\$30,000	13	19.70%	16	45	8	13	0
\$30,001-\$60,000	9	13.64%	31	3	51	0	0
\$60,001-\$130,000	19	28.79%	4	14	4	32	0
\$130,001-\$170,000	10	15.15%	8	2	8	8	0
\$170,001-\$260,000	8	12.12%	8	5	6	62	0
\$260,001 and up	7	10.61%	13	0	108	4	13
Median Closed DOM	10		9.5	12	8	12	13
Total Closed Units	66	100%		15	36	14	1
Total Closed Volume	8,054,371			622.32K	3.68M	3.49M	269.90K

# April 2020



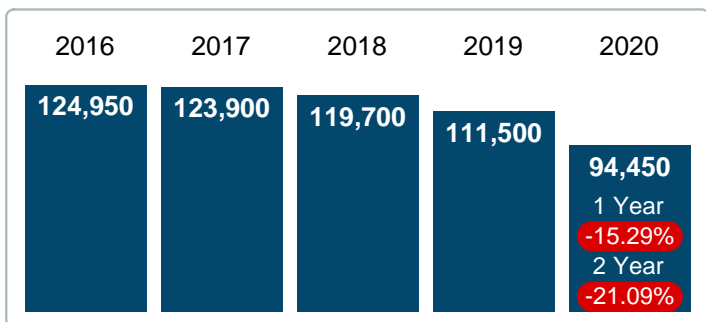
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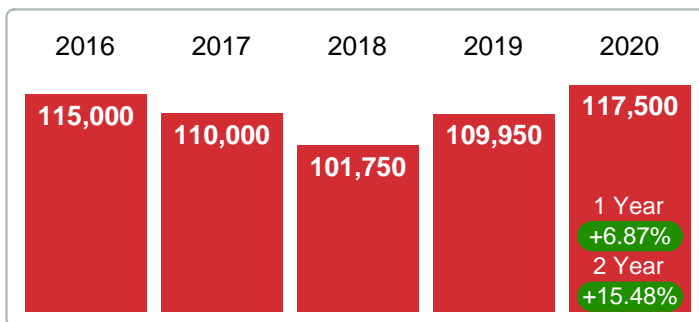
## MEDIAN LIST PRICE AT CLOSING

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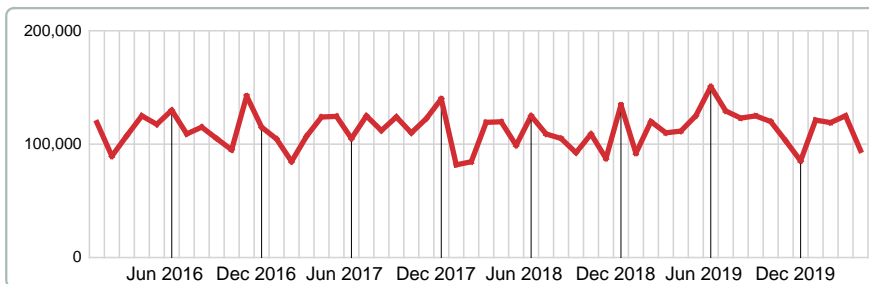
### APRIL



### YEAR TO DATE (YTD)

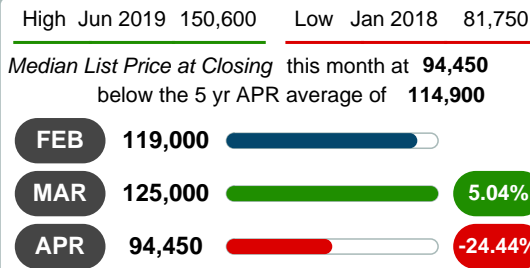


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 114,900



### 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
\$0 and less	0	0.00%	13	0	0	0	0
\$1-\$30,000	12	18.18%	688	675	675	1,500	0
\$30,001-\$60,000	10	15.15%	57,500	53,750	58,000	0	0
\$60,001-\$130,000	21	31.82%	89,900	71,500	99,000	109,950	0
\$130,001-\$170,000	7	10.61%	139,900	139,500	141,200	0	0
\$170,001-\$260,000	9	13.64%	185,000	175,000	200,000	199,950	0
\$260,001 and up	7	10.61%	339,000	0	425,000	339,000	269,900
Median List Price			94,450	30,000	94,000	221,950	269,900
Total Closed Units		100%	94,450	15	36	14	1
Total Closed Volume			8,224,890	653.31K	3.80M	3.50M	269.90K



# April 2020

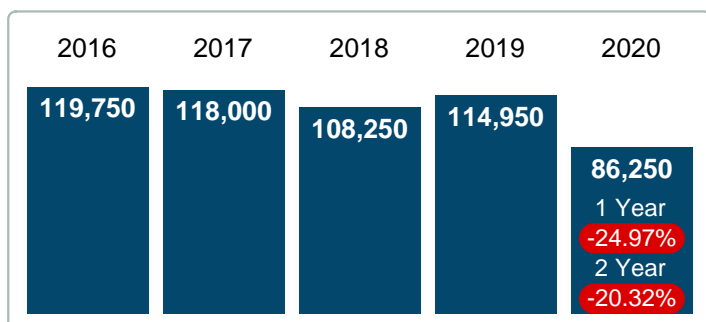
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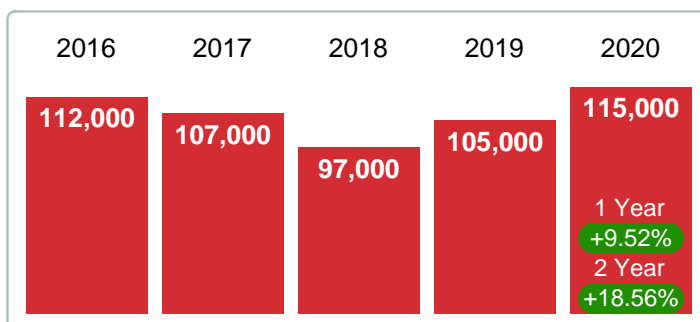
## MEDIAN SOLD PRICE AT CLOSING

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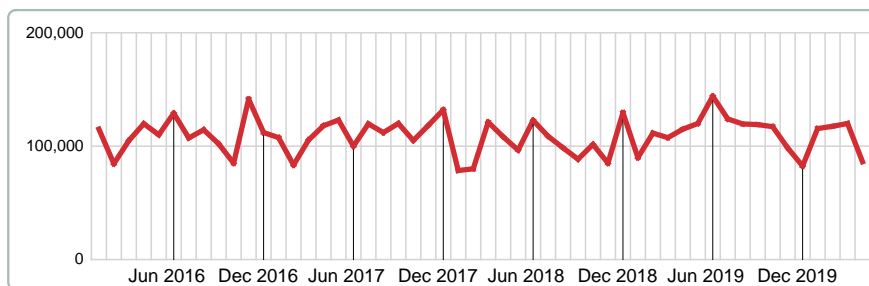
### APRIL



### YEAR TO DATE (YTD)

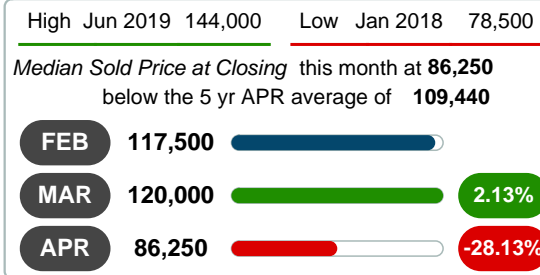


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 109,440



### 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
\$0 and less	0	0.00%	339,000	0	0	0	0
\$1-\$30,000	13	19.70%	700	650	700	1,500	0
\$30,001-\$60,000	9	13.64%	52,000	44,966	52,000	0	0
\$60,001-\$130,000	19	28.79%	84,500	71,250	84,750	87,500	0
\$130,001-\$170,000	10	15.15%	139,700	139,500	139,900	152,750	0
\$170,001-\$260,000	8	12.12%	197,950	172,000	201,750	214,900	0
\$260,001 and up	7	10.61%	346,000	0	417,500	346,000	269,900
Median Sold Price			86,250	28,000	84,750	224,950	269,900
Total Closed Units		100%	66	15	36	14	1
Total Closed Volume			8,054,371	622.32K	3.68M	3.49M	269.90K

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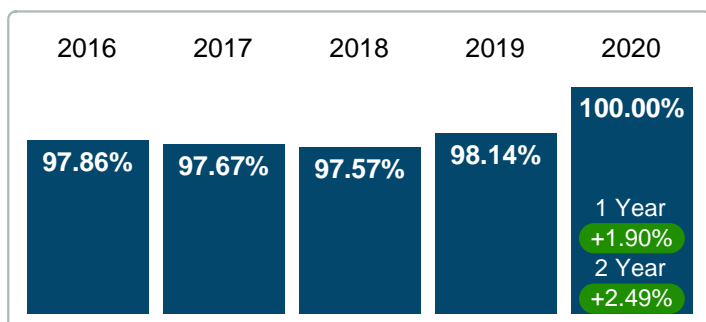
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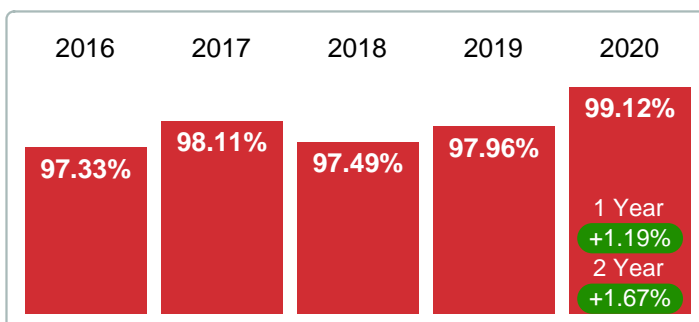
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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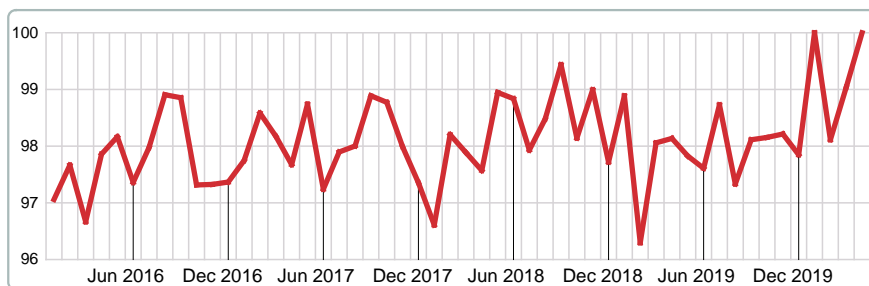
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

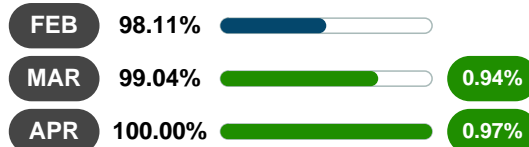


### 3 MONTHS

5 year APR AVG = 98.25%

High Apr 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr APR average of **98.25%**



### 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
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$30,000	13	19.70%	100.00%	100.00%	100.00%	100.00%	0.00%
\$30,001-\$60,000	9	13.64%	88.41%	82.43%	88.41%	0.00%	0.00%
\$60,001-\$130,000	19	28.79%	100.00%	99.86%	100.00%	97.33%	0.00%
\$130,001-\$170,000	10	15.15%	99.12%	100.00%	98.25%	98.19%	0.00%
\$170,001-\$260,000	8	12.12%	100.00%	98.29%	100.80%	100.00%	0.00%
\$260,001 and up	7	10.61%	100.00%	0.00%	98.24%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	99.12%	100.00%	100.00%
Total Closed Units		66	100%	15	36	14	1
Total Closed Volume		8,054,371		622.32K	3.68M	3.49M	269.90K

# April 2020

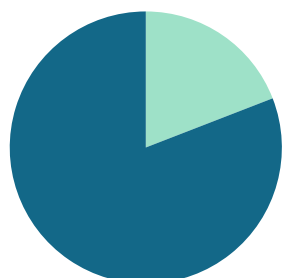
Area Delimited by County Of Washington



## MARKET SUMMARY

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

### INVENTORY

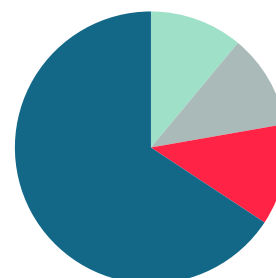


**Inventory**  
 New Listings  
**112 = 19.11%**  
 Start Inventory  
**474**  
 Total Inventory Units  
**586**  
 Volume  
**\$98,784,678**

### Market Activity

Closed Sales  
**66 = 11.04%**  
 Pending Sales  
**67 = 11.20%**  
 Other Off Market  
**72 = 12.04%**  
 Active Inventory  
**393 = 65.72%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	86	66	-23.26%	288	273	-5.21%
Pending Sales	103	67	-34.95%	328	284	-13.41%
New Listings	192	112	-41.67%	661	524	-20.73%
Median List Price	111,500	94,450	-15.29%	109,950	117,500	6.87%
Median Sale Price	114,950	86,250	-24.97%	105,000	115,000	9.52%
Median Percent of Selling Price to List Price	98.14%	100.00%	1.90%	97.96%	99.12%	1.19%
Median Days on Market to Sale	28.50	9.50	-66.67%	42.00	20.00	-52.38%
Monthly Inventory	639	393	-38.50%	639	393	-38.50%
Months Supply of Inventory	8.51	4.56	-46.46%	8.51	4.56	-46.46%

**Absorption:** Last 12 months, an Average of **86** Sales/Month

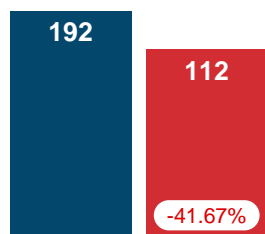
**Inventory** on April 30, 2020 = **393**

**2019** **2020**

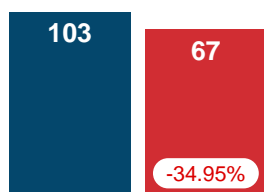
### APRIL MARKET

### MEDIAN PRICES

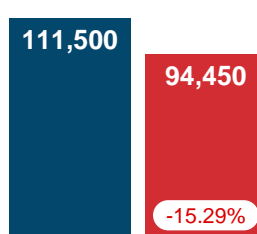
#### New Listings



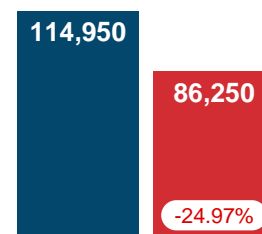
#### Pending Listings



#### List Price



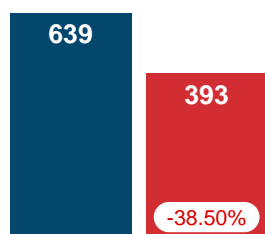
#### Sale Price



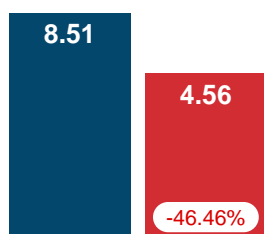
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

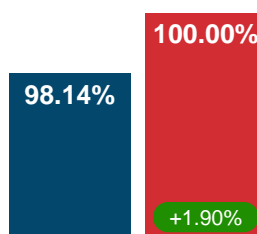
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

