

February 2020

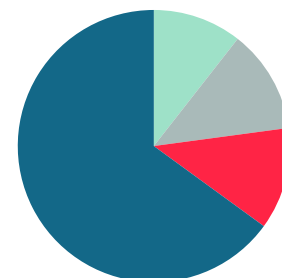
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	53	67	26.42%
Pending Listings	70	78	11.43%
New Listings	155	145	-6.45%
Average List Price	119,271	145,352	21.87%
Average Sale Price	113,981	135,446	18.83%
Average Percent of Selling Price to List Price	95.31%	96.25%	0.99%
Average Days on Market to Sale	60.98	46.93	-23.05%
End of Month Inventory	567	412	-27.34%
Months Supply of Inventory	7.50	4.68	-37.65%



■ Closed (10.57%)
■ Pending (12.30%)
■ Other OffMarket (12.15%)
■ Active (64.98%)

Absorption: Last 12 months, an Average of **88** Sales/Month
Active Inventory as of February 29, 2020 = **412**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **27.34%** to 412 existing homes available for sale. Over the last 12 months this area has had an average of 88 closed sales per month. This represents an unsold inventory index of **4.68** 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 **18.83%** in February 2020 to \$135,446 versus the previous year at \$113,981.

Average Days on Market Shortens

The average number of **46.93** days that homes spent on the market before selling decreased by 14.06 days or **23.05%** in February 2020 compared to last year's same month at **60.98** DOM.

Sales Success for February 2020 is Positive

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

There were 145 New Listings in February 2020, down **6.45%** from last year at 155. Furthermore, there were 67 Closed Listings this month versus last year at 53, a **26.42%** increase.

Closed versus Listed trends yielded a **46.2%** ratio, up from previous year's, February 2019, at **34.2%**, a **35.13%** 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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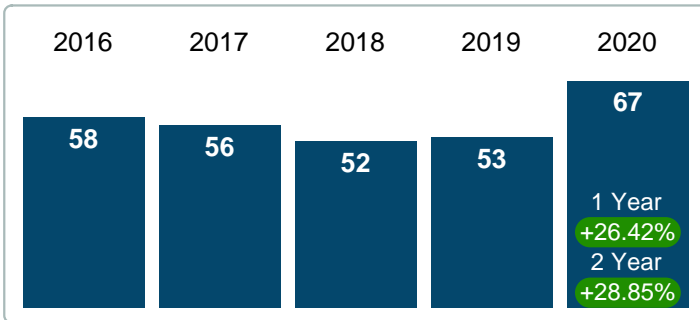
Area Delimited by County Of Washington



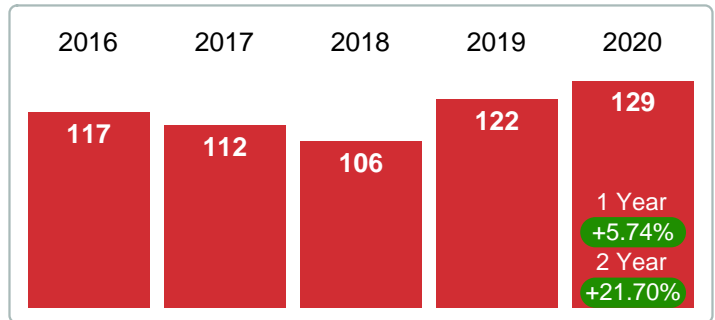
CLOSED LISTINGS

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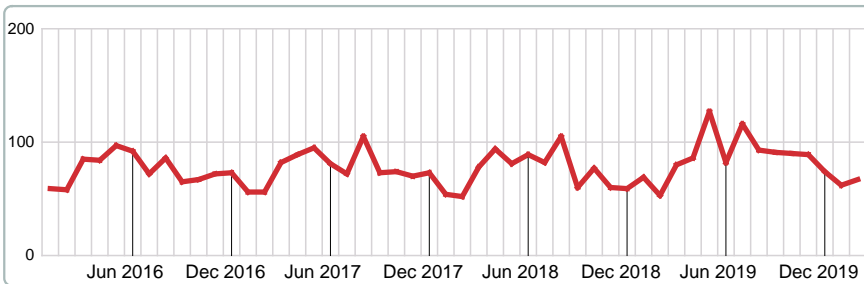
FEBRUARY



YEAR TO DATE (YTD)

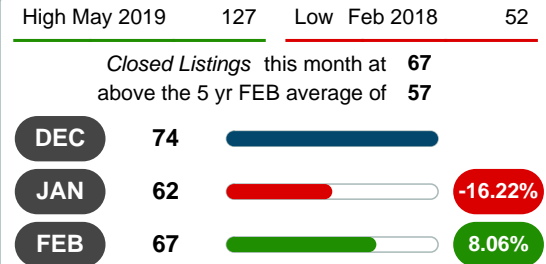


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57



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	15	22.39%	42.1	5	8	1	1
\$50,001-\$90,000	11	16.42%	35.5	2	9	0	0
\$90,001-\$130,000	15	22.39%	26.5	1	13	1	0
\$130,001-\$170,000	10	14.93%	65.3	0	6	4	0
\$170,001-\$240,000	9	13.43%	64.8	0	3	6	0
\$240,001 and up	7	10.45%	69.7	0	2	3	2
Total Closed Units	67			8	41	15	3
Total Closed Volume	9,074,887	100%	46.9	338.87K	4.25M	2.79M	1.70M
Average Closed Price	\$135,446			\$42,359	\$103,567	\$186,185	\$565,662

February 2020



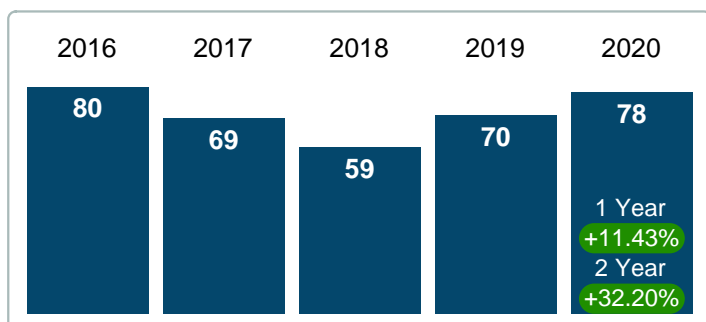
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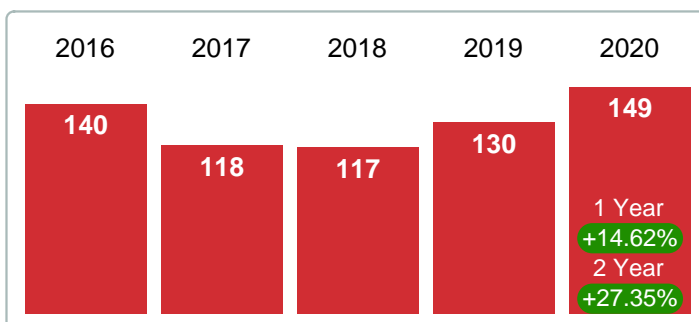
PENDING LISTINGS

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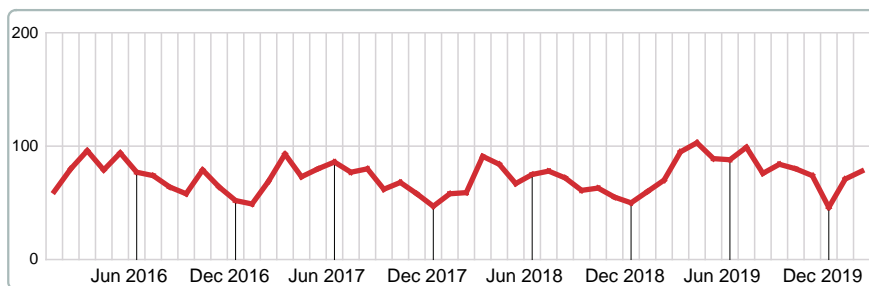
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

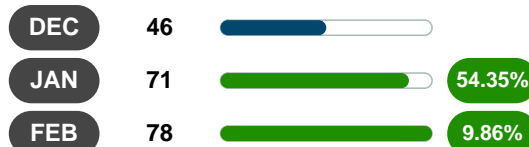


3 MONTHS

5 year FEB AVG = 71

High Apr 2019 103 Low Dec 2019 46

Pending Listings this month at **78**
above the 5 yr FEB average of **71**



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	7	8.97%	60.4	4	3	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	11	14.10%	15.6	5	6	0	0
\$75,001 - \$125,000	23	29.49%	41.0	3	18	2	0
\$125,001 - \$175,000	15	19.23%	45.9	1	7	7	0
\$175,001 - \$250,000	13	16.67%	46.7	2	3	8	0
\$250,001 and up	9	11.54%	31.6	0	2	5	2
Total Pending Units	78			15	39	22	2
Total Pending Volume	13,042,200	100%	40.3	1.27M	5.19M	4.52M	2.06M
Average Listing Price	\$550,475			\$84,833	\$133,069	\$205,500	\$1,029,500

February 2020



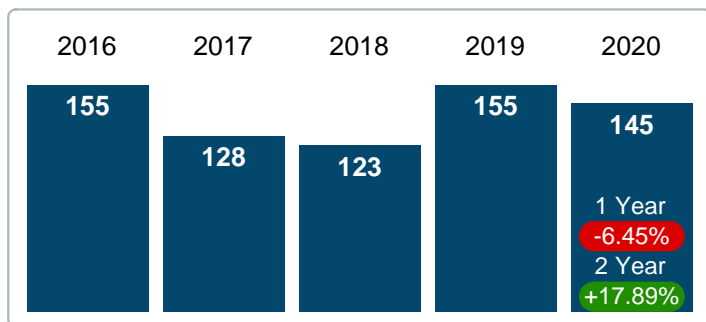
Area Delimited by County Of Washington



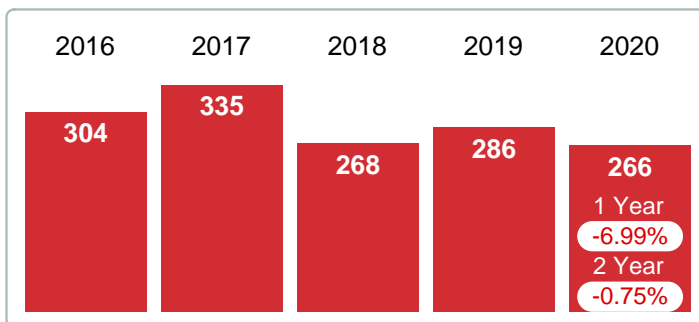
NEW LISTINGS

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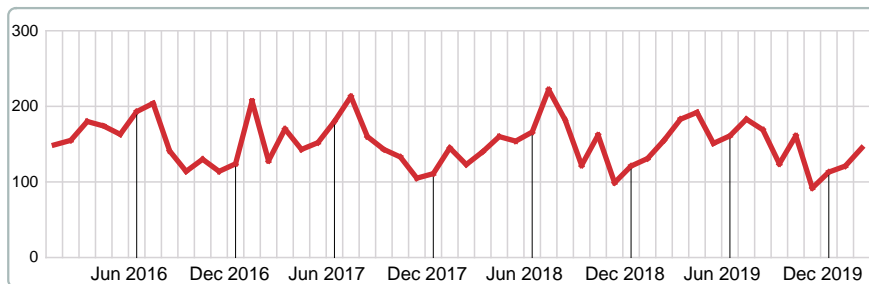
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

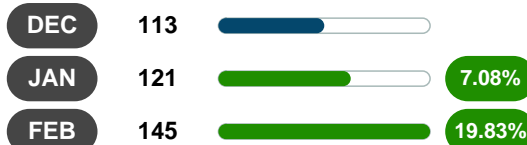


3 MONTHS

5 year FEB AVG = 141

High Jul 2018 222 Low Nov 2019 92

New Listings this month at **145**
above the 5 yr FEB average of **141**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	4.83%	4	2	1	0
\$25,001 - \$50,000	23	15.86%	19	3	0	1
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$125,000	58	40.00%	35	21	2	0
\$125,001 - \$225,000	24	16.55%	5	12	6	1
\$225,001 - \$350,000	19	13.10%	2	3	12	2
\$350,001 and up	14	9.66%	8	2	3	1
Total New Listed Units	145		73	43	24	5
Total New Listed Volume	26,132,964	100%	12.11M	5.37M	6.13M	2.52M
Average New Listed Listing Price	\$393,394		\$165,957	\$124,801	\$255,577	\$503,560

February 2020

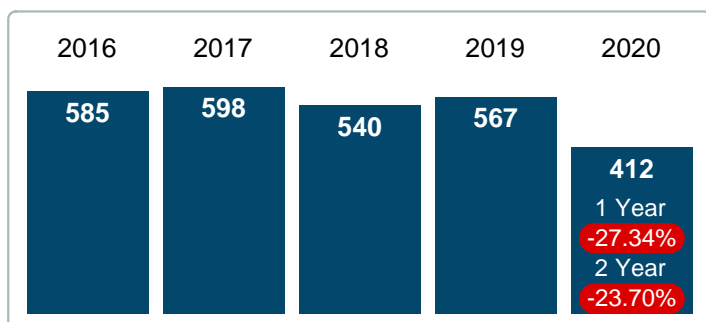
Area Delimited by County Of Washington



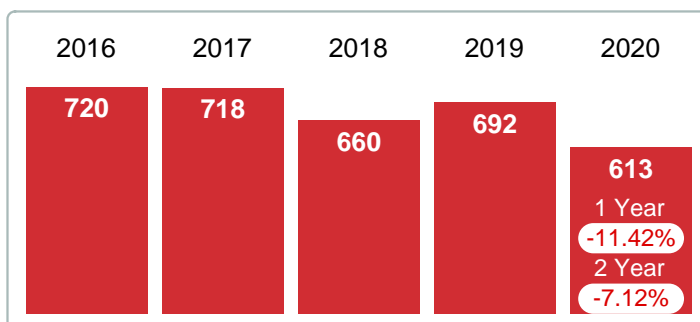
ACTIVE INVENTORY

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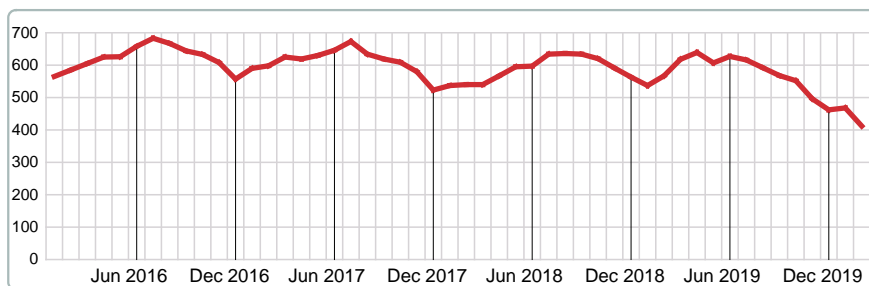
END OF FEBRUARY



ACTIVE DURING FEBRUARY

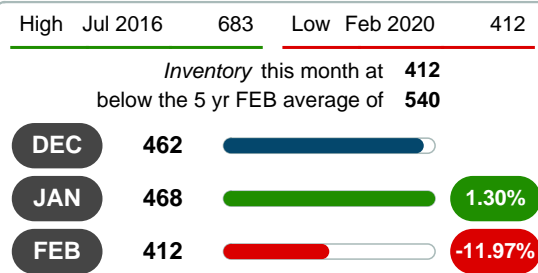


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 540



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	52	12.62%	107.6	48	4	0	0
\$25,001-\$50,000	70	16.99%	105.9	60	8	1	1
\$50,001-\$125,000	129	31.31%	83.9	86	36	7	0
\$125,001-\$225,000	61	14.81%	79.0	20	19	20	2
\$225,001-\$375,000	58	14.08%	69.0	17	9	26	6
\$375,001 and up	42	10.19%	88.5	26	3	9	4
Total Active Inventory by Units			412	257	79	63	13
Total Active Inventory by Volume			71,468,929	40.08M	10.51M	16.46M	4.42M
Average Active Inventory Listing Price			\$173,468	\$155,957	\$133,061	\$261,238	\$339,854

February 2020



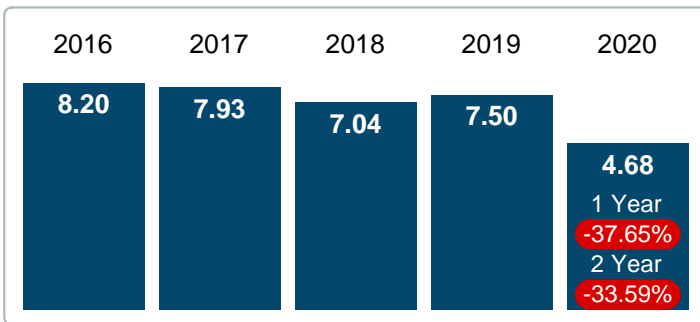
Area Delimited by County Of Washington



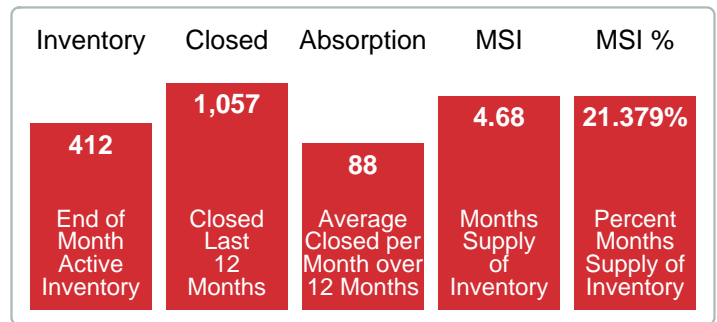
MONTHS SUPPLY of INVENTORY (MSI)

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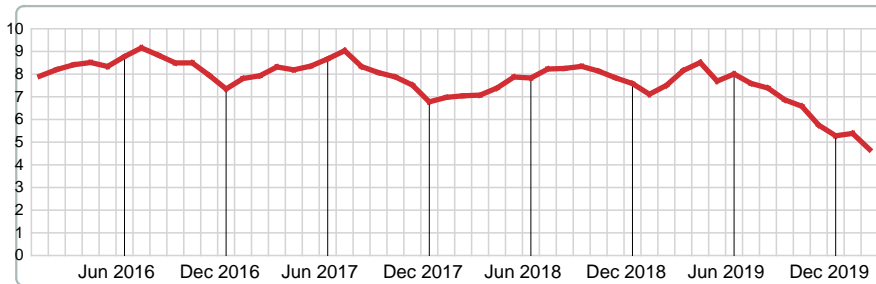
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

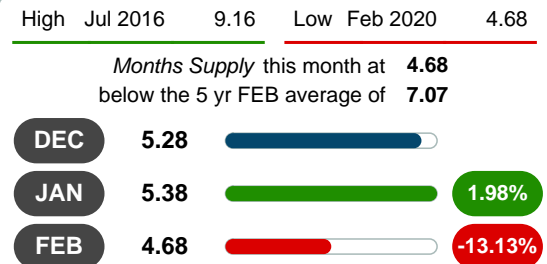


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$20,000 and less	39	9.47%	3.10	6.56	0.64	0.00	0.00
\$20,001 \$40,000	55	13.35%	11.19	20.13	1.50	0.00	0.00
\$40,001 \$60,000	60	14.56%	9.73	19.20	2.70	6.00	0.00
\$60,001 \$130,000	103	25.00%	3.71	14.12	1.82	2.00	0.00
\$130,001 \$230,000	58	14.08%	2.53	30.00	1.23	2.33	1.85
\$230,001 \$380,000	56	13.59%	4.73	27.43	4.00	3.09	6.55
\$380,001 and up	41	9.95%	21.39	52.00	6.00	13.50	9.60
Market Supply of Inventory (MSI)			4.68	15.65	1.69	2.82	4.88
Total Active Inventory by Units		100%	412	257	79	63	13

February 2020

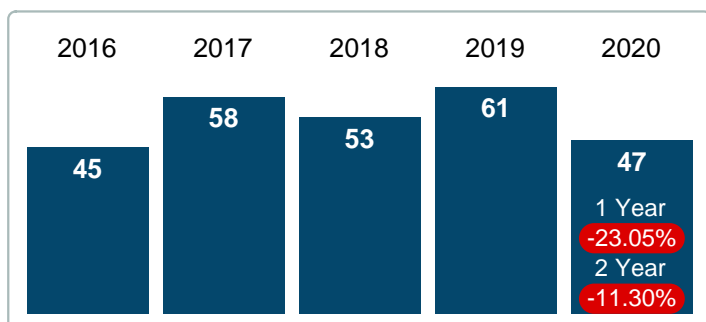
Area Delimited by County Of Washington



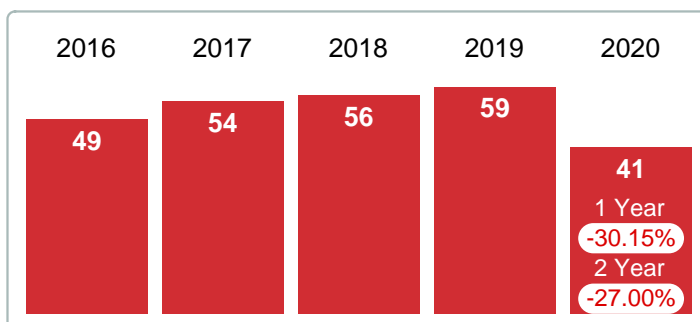
AVERAGE DAYS ON MARKET TO SALE

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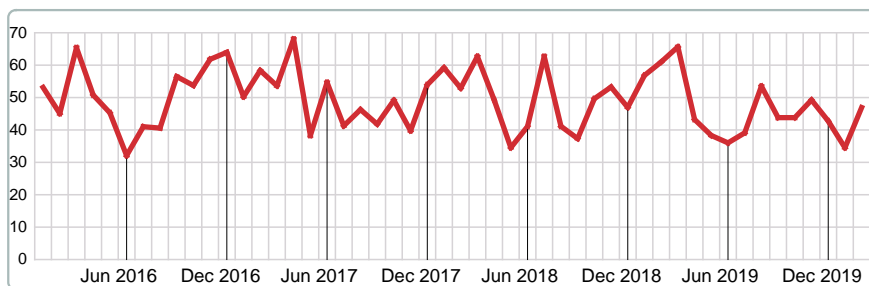
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

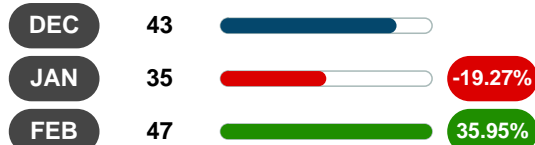


3 MONTHS

5 year FEB AVG = 53

High Apr 2017 68 Low Jun 2016 32

Average Days on Market to Sale this month at 47 below the 5 yr FEB average of 53



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	15	22.39%	42	68	28	5	64
\$50,001 \$90,000	11	16.42%	36	21	39	0	0
\$90,001 \$130,000	15	22.39%	26	32	25	45	0
\$130,001 \$170,000	10	14.93%	65	0	58	77	0
\$170,001 \$240,000	9	13.43%	65	0	68	63	0
\$240,001 and up	7	10.45%	70	0	47	77	82
Average Closed DOM			47	52	37	64	76
Total Closed Units		100%	47	8	41	15	3
Total Closed Volume			9,074,887	338.87K	4.25M	2.79M	1.70M

February 2020



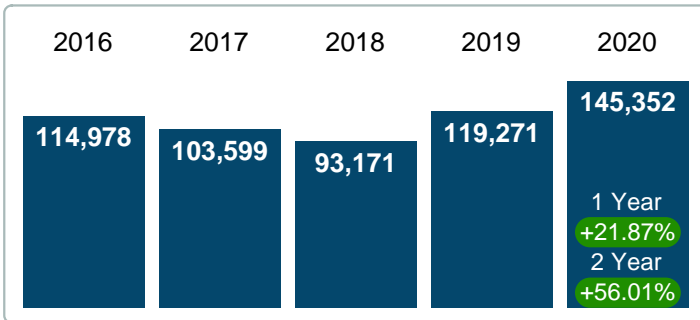
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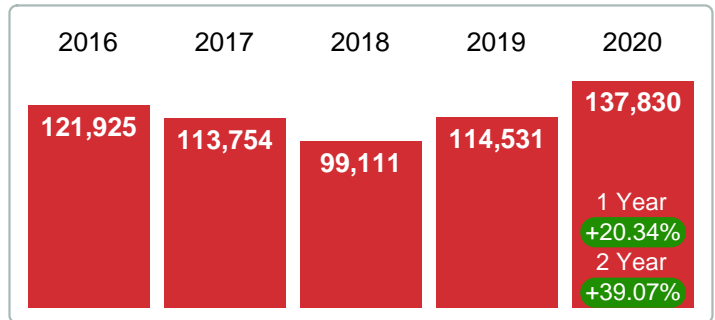
AVERAGE LIST PRICE AT CLOSING

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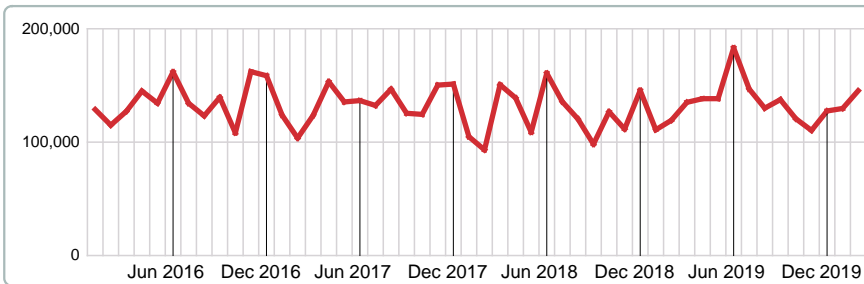
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

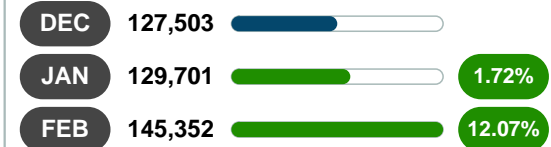


3 MONTHS

5 year FEB AVG = 115,274

High Jun 2019 183,111 Low Feb 2018 93,171

Average List Price at Closing this month at **145,352**
above the 5 yr FEB average of **115,274**



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	14	20.90%	15,424	23,184	19,203	1,200	985
\$50,001 \$90,000	11	16.42%	71,944	68,250	76,787	0	0
\$90,001 \$130,000	12	17.91%	110,508	109,900	117,381	147,500	0
\$130,001 \$170,000	14	20.90%	146,639	0	150,317	150,450	0
\$170,001 \$240,000	8	11.94%	200,013	0	184,300	216,183	0
\$240,001 and up	8	11.94%	469,013	0	267,450	275,767	1,070,000
Average List Price			145,352	45,290	106,350	191,660	713,662
Total Closed Units		100%	145,352	8	41	15	3
Total Closed Volume			9,738,567	362.32K	4.36M	2.87M	2.14M

February 2020



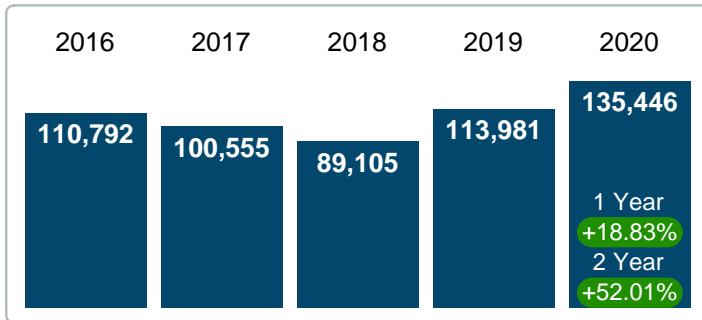
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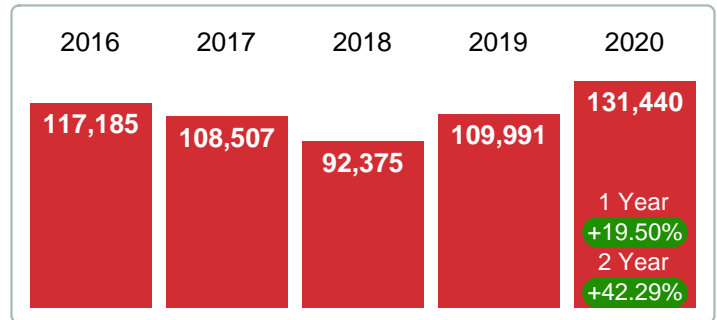
AVERAGE SOLD PRICE AT CLOSING

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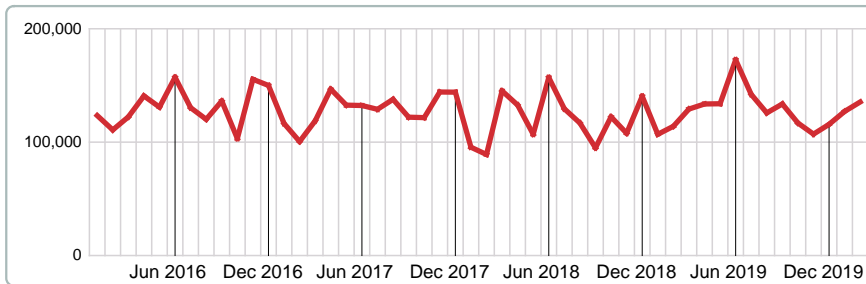
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

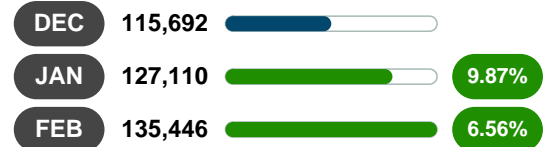


3 MONTHS

5 year FEB AVG = 109,976

High Jun 2019 172,563 Low Feb 2018 89,105

Average Sold Price at Closing this month at **135,446**
above the 5 yr FEB average of **109,976**



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	15	22.39%	15,819	20,174	16,778	1,200	985
\$50,001 \$90,000	11	16.42%	72,981	67,500	74,199	0	0
\$90,001 \$130,000	15	22.39%	115,937	103,000	115,850	130,000	0
\$130,001 \$170,000	10	14.93%	147,000	0	147,833	145,750	0
\$170,001 \$240,000	9	13.43%	203,174	0	184,667	212,428	0
\$240,001 and up	7	10.45%	428,171	0	248,600	268,000	848,000
Average Sold Price			135,446	42,359	103,567	186,185	565,662
Total Closed Units		100%	135,446	8	41	15	3
Total Closed Volume			9,074,887	338.87K	4.25M	2.79M	1.70M

February 2020



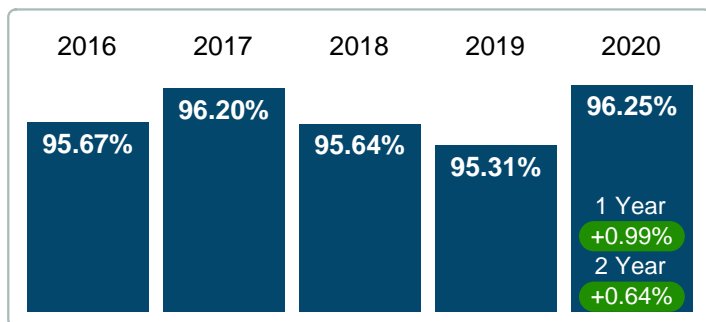
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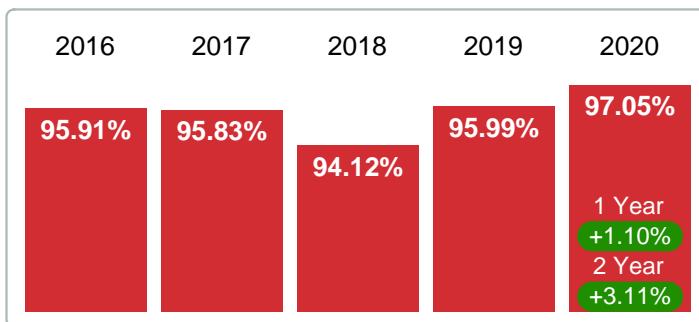
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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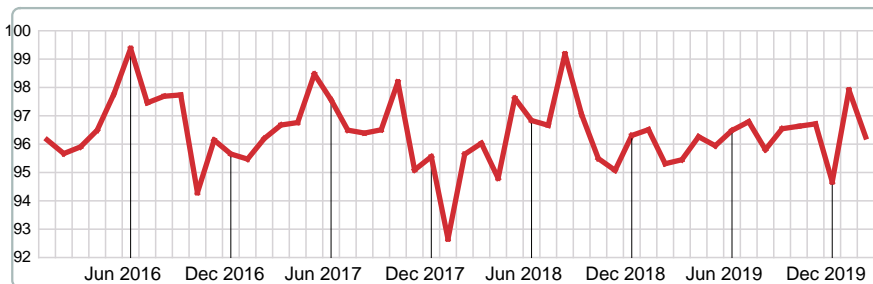
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

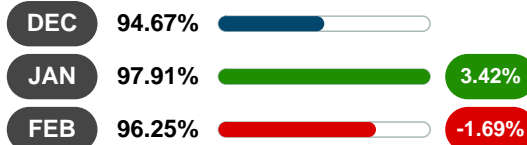


3 MONTHS

5 year FEB AVG = 95.81%

High Jun 2016 99.37% Low Jan 2018 92.66%

Average Sold/List Ratio this month at **96.25%**
equal to 5 yr FEB average of **95.81%**



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	15	22.39%	93.82%	89.15%	95.19%	100.00%	100.00%
\$50,001-\$90,000	11	16.42%	96.90%	99.03%	96.43%	0.00%	0.00%
\$90,001-\$130,000	15	22.39%	97.87%	93.72%	98.94%	88.14%	0.00%
\$130,001-\$170,000	10	14.93%	97.76%	0.00%	98.36%	96.85%	0.00%
\$170,001-\$240,000	9	13.43%	99.04%	0.00%	100.23%	98.44%	0.00%
\$240,001 and up	7	10.45%	91.26%	0.00%	93.13%	97.35%	80.24%
Average Sold/List Ratio		96.30%		92.19%	97.38%	97.22%	86.83%
Total Closed Units		67	100%	8	41	15	3
Total Closed Volume		9,074,887		338.87K	4.25M	2.79M	1.70M

February 2020

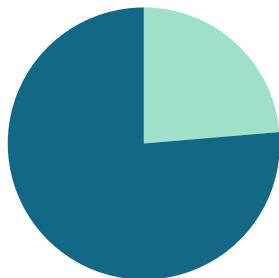
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

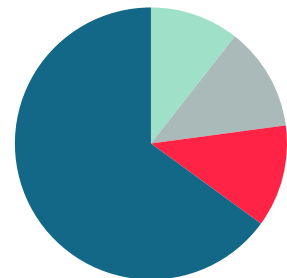


Inventory
 New Listings
145 = 23.65%
 Start Inventory
468
 Total Inventory Units
613
 Volume
\$103,307,996

Market Activity

Closed Sales
67 = 10.57%
 Pending Sales
78 = 12.30%
 Other Off Market
77 = 12.15%
 Active Inventory
412 = 64.98%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	53	67	26.42%	122	129	5.74%
Pending Sales	70	78	11.43%	130	149	14.62%
New Listings	155	145	-6.45%	286	266	-6.99%
Average List Price	119,271	145,352	21.87%	114,531	137,830	20.34%
Average Sale Price	113,981	135,446	18.83%	109,991	131,440	19.50%
Average Percent of Selling Price to List Price	95.31%	96.25%	0.99%	95.99%	97.05%	1.10%
Average Days on Market to Sale	60.98	46.93	-23.05%	58.64	40.96	-30.15%
Monthly Inventory	567	412	-27.34%	567	412	-27.34%
Months Supply of Inventory	7.50	4.68	-37.65%	7.50	4.68	-37.65%

Absorption: Last 12 months, an Average of **88** Sales/Month

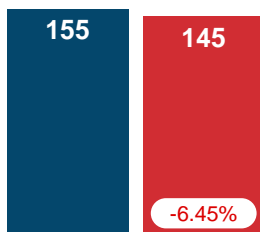
Inventory on February 29, 2020 = **412**

2019 **2020**

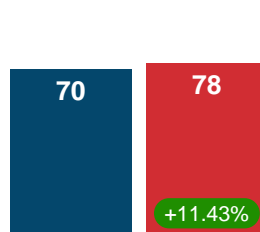
FEBRUARY MARKET

AVERAGE PRICES

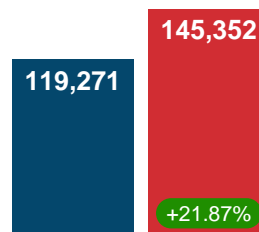
New Listings



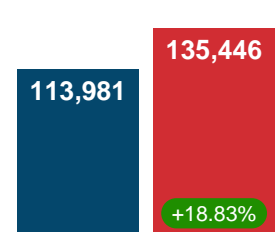
Pending Listings



List Price



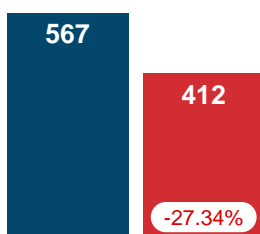
Sale Price



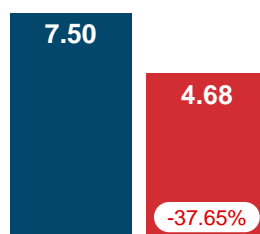
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

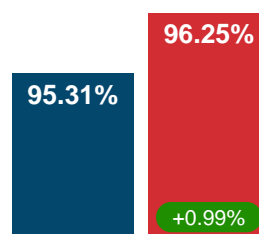
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

