

February 2020

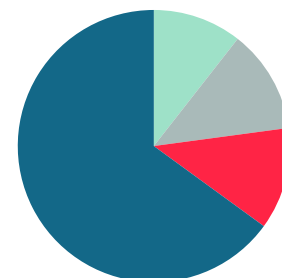
Area Delimited by County Of Washington



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%
Median List Price	119,900	119,000	-0.75%
Median Sale Price	111,450	117,500	5.43%
Median Percent of Selling Price to List Price	96.30%	98.11%	1.89%
Median Days on Market to Sale	43.00	39.00	-9.30%
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.

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 **5.43%** in February 2020 to \$117,500 versus the previous year at \$111,450.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 4.00 days or **9.30%** in February 2020 compared to last year's same month at **43.00** DOM.

Sales Success for February 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 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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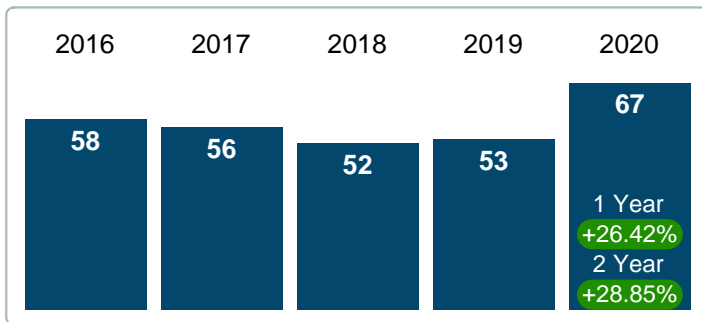
Area Delimited by County Of Washington



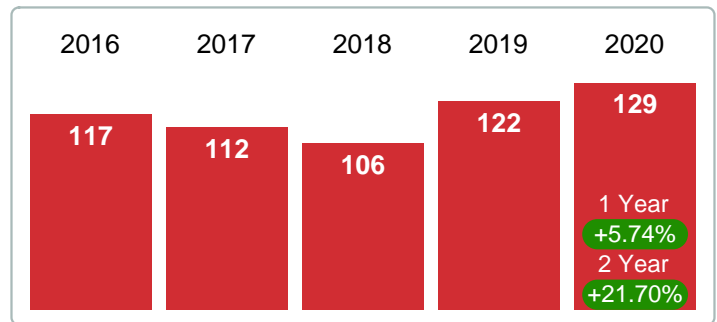
CLOSED LISTINGS

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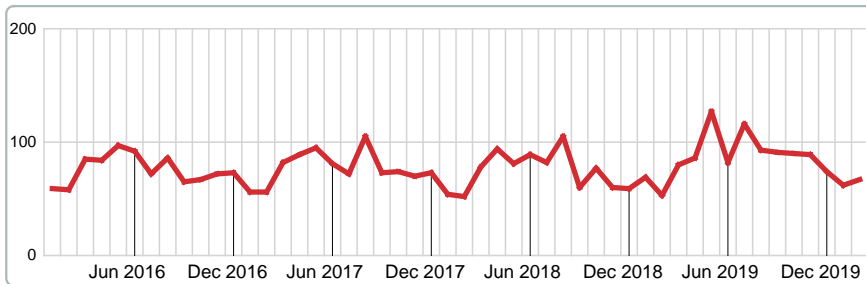
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57

High May 2019 127 Low Feb 2018 52

Closed Listings this month at 67
above the 5 yr FEB average of 57



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-\$50,000	15	22.39%	28.0	5	8	1	1
\$50,001-\$90,000	11	16.42%	39.0	2	9	0	0
\$90,001-\$130,000	15	22.39%	17.0	1	13	1	0
\$130,001-\$170,000	10	14.93%	58.0	0	6	4	0
\$170,001-\$240,000	9	13.43%	73.0	0	3	6	0
\$240,001 and up	7	10.45%	46.0	0	2	3	2
Total Closed Units	67			8	41	15	3
Total Closed Volume	9,074,887	100%	39.0	338.87K	4.25M	2.79M	1.70M
Median Closed Price	\$117,500			\$39,000	\$105,000	\$190,000	\$286,000

February 2020



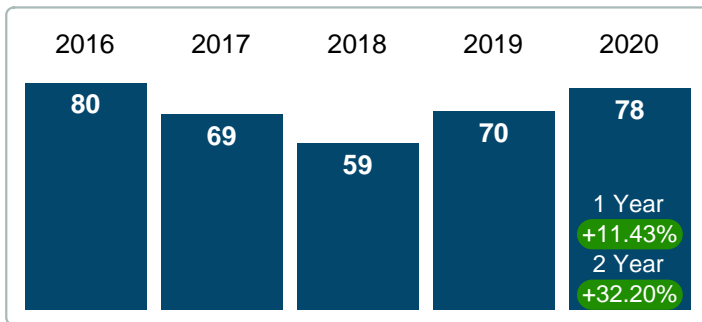
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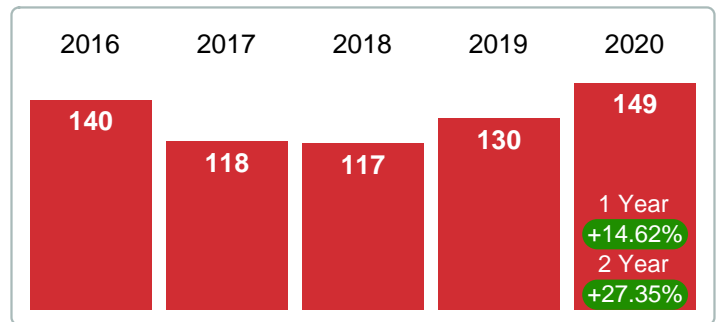
PENDING LISTINGS

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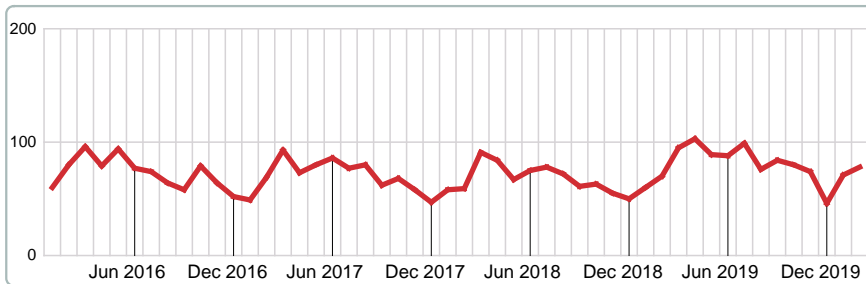
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

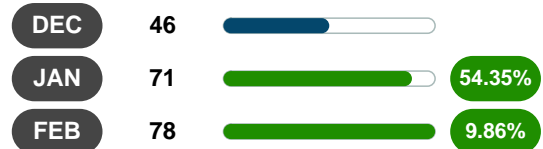


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.97%	52.0	4	3	0	0
\$50,001 - \$70,000	7	8.97%	10.0	3	4	0	0
\$70,001 - \$90,000	12	15.38%	15.5	3	9	0	0
\$90,001 - \$140,000	21	26.92%	25.0	3	15	3	0
\$140,001 - \$190,000	12	15.38%	19.5	0	4	8	0
\$190,001 - \$250,000	10	12.82%	43.0	2	2	6	0
\$250,001 and up	9	11.54%	7.0	0	2	5	2
Total Pending Units	78			15	39	22	2
Total Pending Volume	13,042,200	100%	22.0	1.27M	5.19M	4.52M	2.06M
Median Listing Price	\$122,450			\$74,000	\$104,900	\$199,900	\$1,029,500

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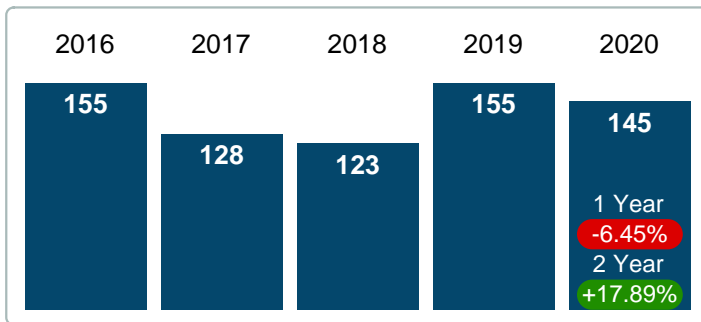
Area Delimited by County Of Washington



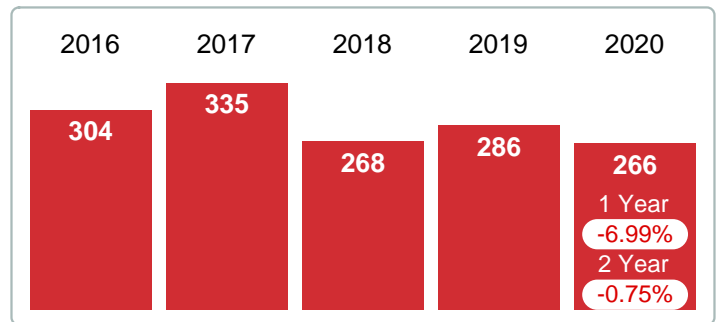
NEW LISTINGS

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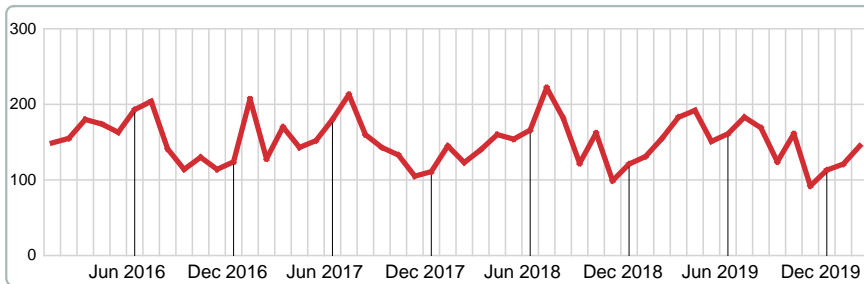
FEBRUARY



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
\$30,000 and less	18	12.41%	14	3	1	0
\$30,001 - \$50,000	12	8.28%	9	2	0	1
\$50,001 - \$70,000	20	13.79%	15	5	0	0
\$70,001 - \$130,000	40	27.59%	20	18	2	0
\$130,001 - \$220,000	20	13.79%	4	9	6	1
\$220,001 - \$350,000	21	14.48%	3	4	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
Median New Listed Listing Price	\$89,900		\$66,500	\$105,000	\$237,450	\$239,000

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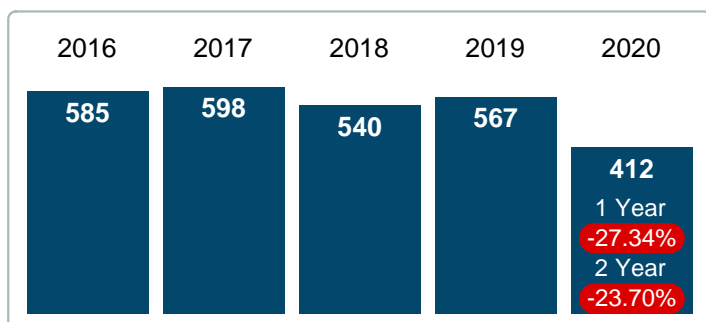
Area Delimited by County Of Washington



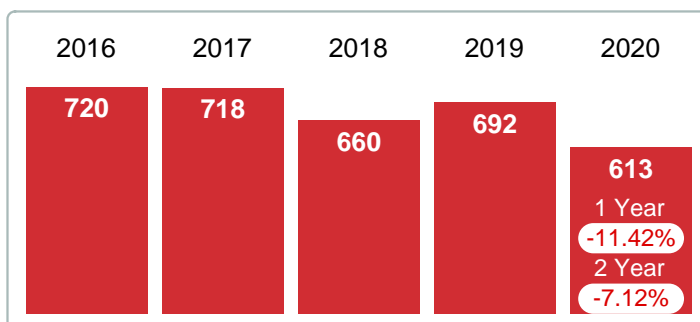
ACTIVE INVENTORY

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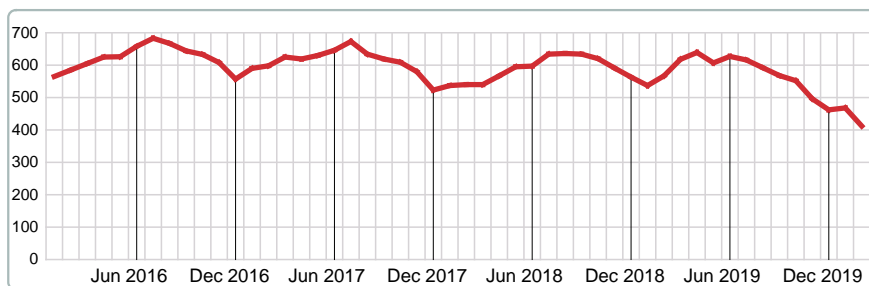
END OF FEBRUARY



ACTIVE DURING FEBRUARY

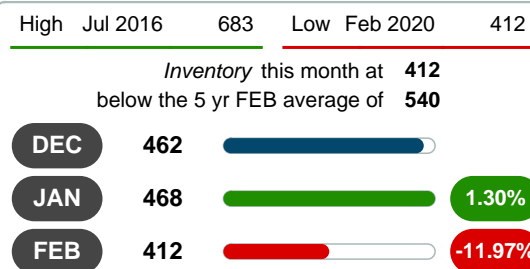


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 540



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	39	9.47%	80.0	35	4	0	0
\$20,001 - \$40,000	55	13.35%	131.0	52	3	0	0
\$40,001 - \$60,000	60	14.56%	125.5	48	9	2	1
\$60,001 - \$130,000	103	25.00%	47.0	60	37	6	0
\$130,001 - \$230,000	58	14.08%	64.5	20	15	21	2
\$230,001 - \$380,000	56	13.59%	76.0	16	9	25	6
\$380,001 and up	41	9.95%	94.0	26	2	9	4
Total Active Inventory by Units		412		257	79	63	13
Total Active Inventory by Volume		71,468,929	100%	40.08M	10.51M	16.46M	4.42M
Median Active Inventory Listing Price		\$84,900		\$60,000	\$109,900	\$235,000	\$349,000

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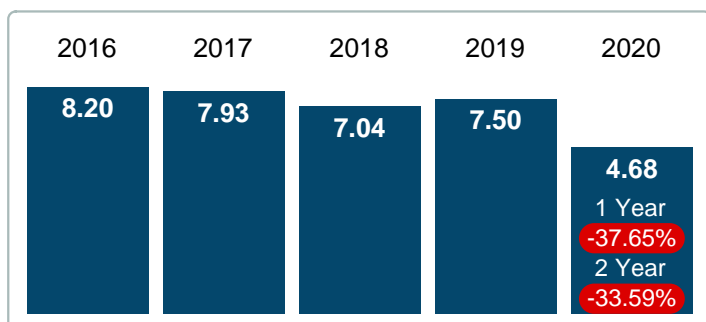
Area Delimited by County Of Washington



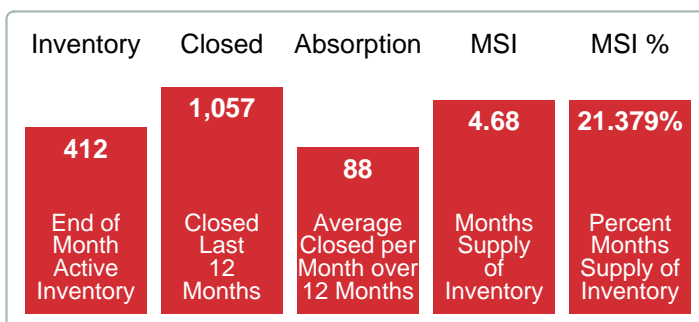
MONTHS SUPPLY of INVENTORY (MSI)

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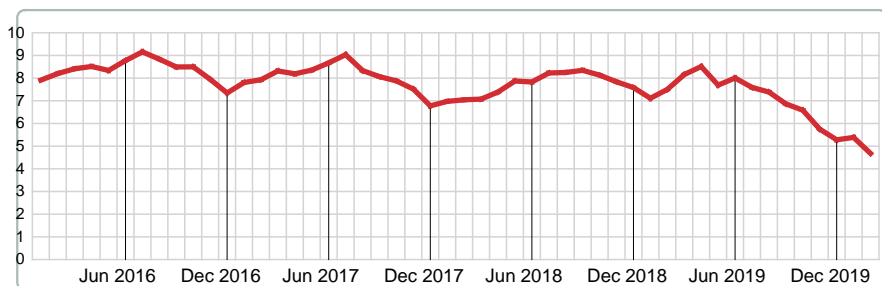
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

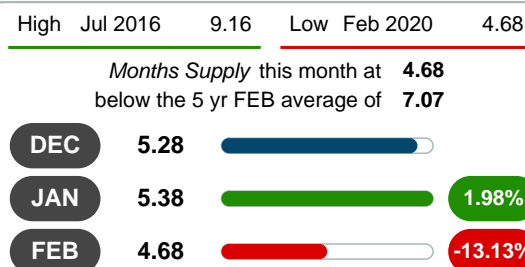


5 YEAR MARKET ACTIVITY TRENDS



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

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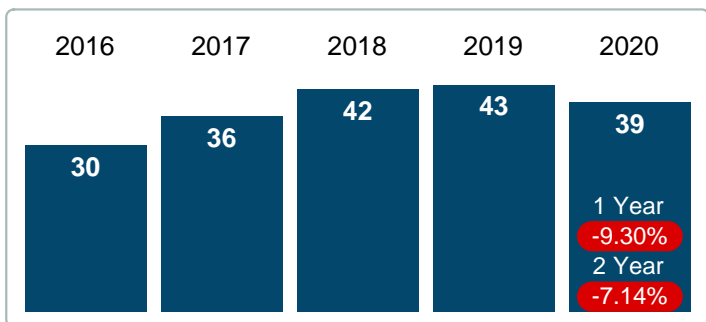
Area Delimited by County Of Washington



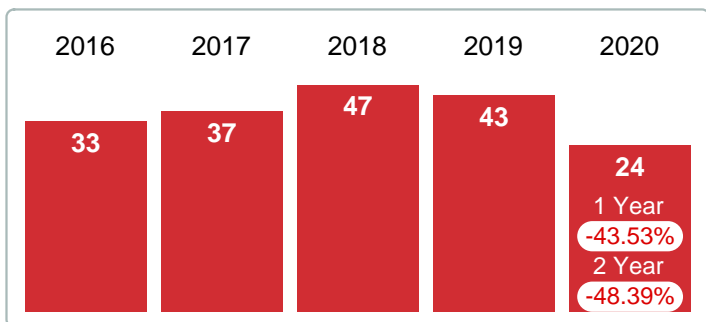
MEDIAN DAYS ON MARKET TO SALE

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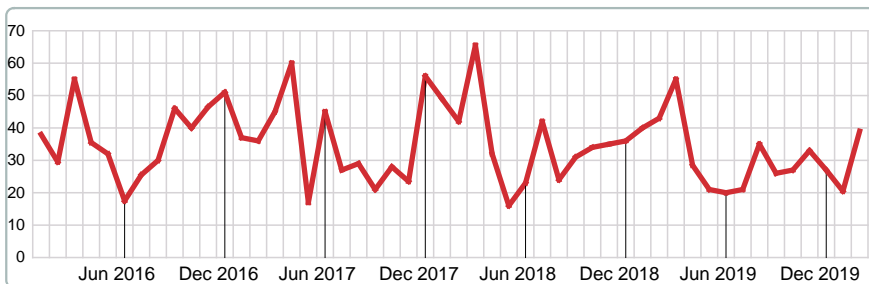
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 38

High Mar 2018 66 Low May 2018 16

Median Days on Market to Sale this month at 39 above the 5 yr FEB average of 38



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%	94	0	0	0	0
\$1-\$50,000	15	22.39%	28	35	22	5	64
\$50,001-\$90,000	11	16.42%	39	21	42	0	0
\$90,001-\$130,000	15	22.39%	17	32	14	45	0
\$130,001-\$170,000	10	14.93%	58	0	51	79	0
\$170,001-\$240,000	9	13.43%	73	0	84	73	0
\$240,001 and up	7	10.45%	46	0	47	46	82
Median Closed DOM	39			34	21	58	64
Total Closed Units	67	100%	39.0	8	41	15	3
Total Closed Volume	9,074,887			338.87K	4.25M	2.79M	1.70M

February 2020

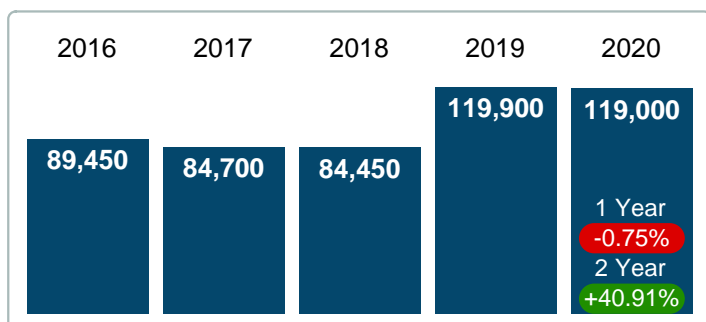
Area Delimited by County Of Washington



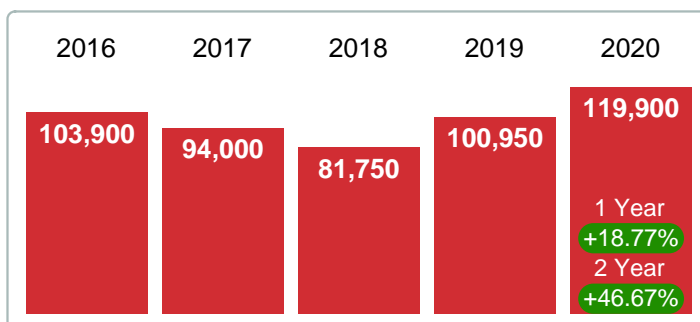
MEDIAN LIST PRICE AT CLOSING

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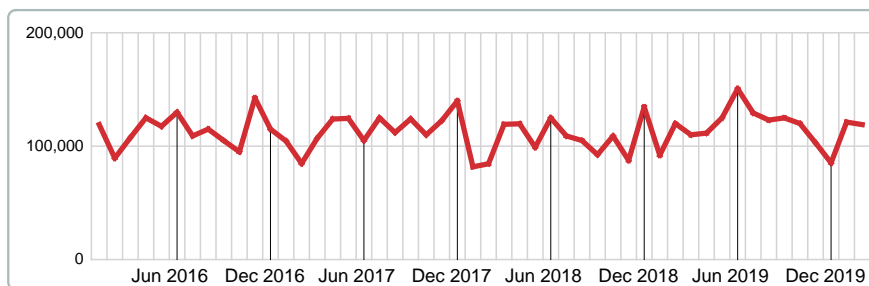
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

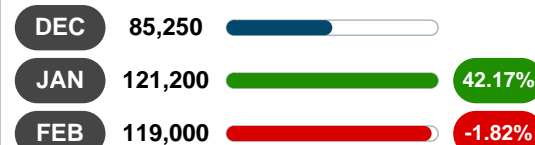


3 MONTHS

5 year FEB AVG = 99,500

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

Median List Price at Closing this month at **119,000**
above the 5 yr FEB average of **99,500**



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%	46	0	0	0	0
\$1-\$50,000	14	20.90%	1,043	22,900	825	1,200	985
\$50,001-\$90,000	11	16.42%	70,000	68,250	70,000	0	0
\$90,001-\$130,000	12	17.91%	108,700	109,900	107,500	0	0
\$130,001-\$170,000	14	20.90%	144,500	0	139,900	145,000	0
\$170,001-\$240,000	8	11.94%	193,900	0	188,000	199,900	0
\$240,001 and up	8	11.94%	279,900	0	267,450	264,900	1,070,000
Median List Price			119,000	45,750	104,900	197,900	350,000
Total Closed Units		100%	119,000	8	41	15	3
Total Closed Volume			9,738,567	362.32K	4.36M	2.87M	2.14M

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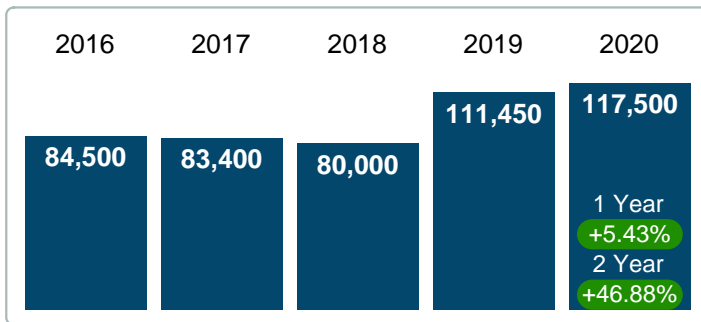
Area Delimited by County Of Washington



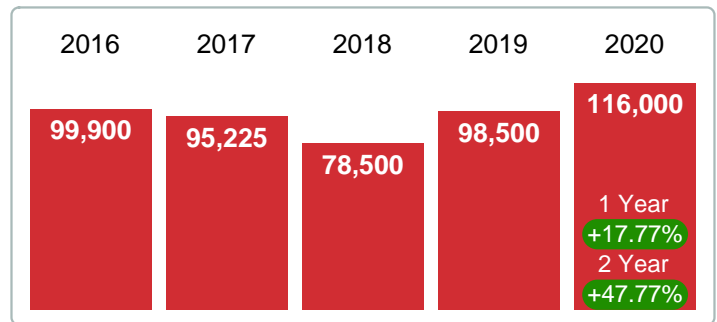
MEDIAN SOLD PRICE AT CLOSING

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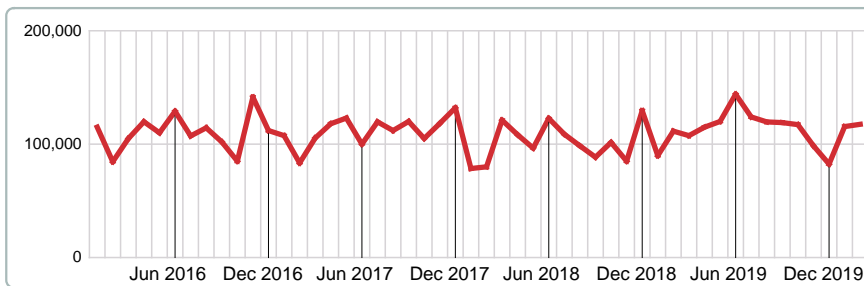
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

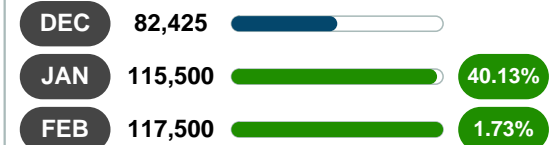


3 MONTHS

5 year FEB AVG = 95,370

High Jun 2019 144,000 Low Jan 2018 78,500

Median Sold Price at Closing this month at 117,500 above the 5 yr FEB average of 95,370



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%	279,900	0	0	0	0
\$1-\$50,000	15	22.39%	1,100	21,500	963	1,200	985
\$50,001-\$90,000	11	16.42%	72,000	67,500	72,000	0	0
\$90,001-\$130,000	15	22.39%	117,500	103,000	117,500	130,000	0
\$130,001-\$170,000	10	14.93%	143,500	0	148,500	143,500	0
\$170,001-\$240,000	9	13.43%	192,000	0	184,000	216,200	0
\$240,001 and up	7	10.45%	274,500	0	248,600	274,500	848,000
Median Sold Price			117,500	39,000	105,000	190,000	286,000
Total Closed Units		100%	117,500	8	41	15	3
Total Closed Volume			9,074,887	338.87K	4.25M	2.79M	1.70M

February 2020

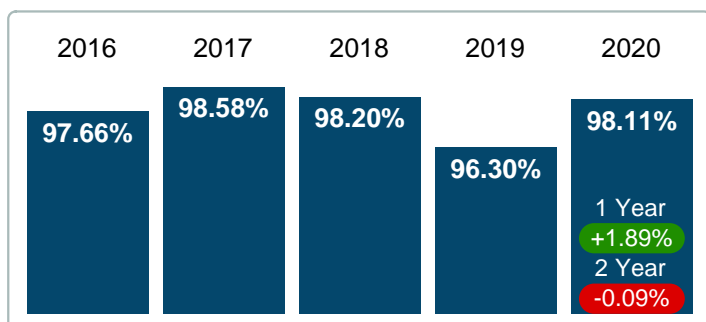
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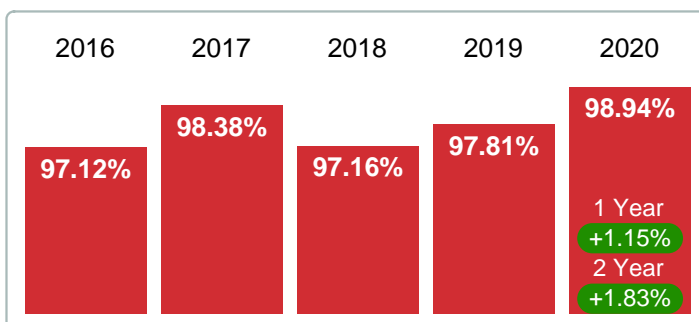
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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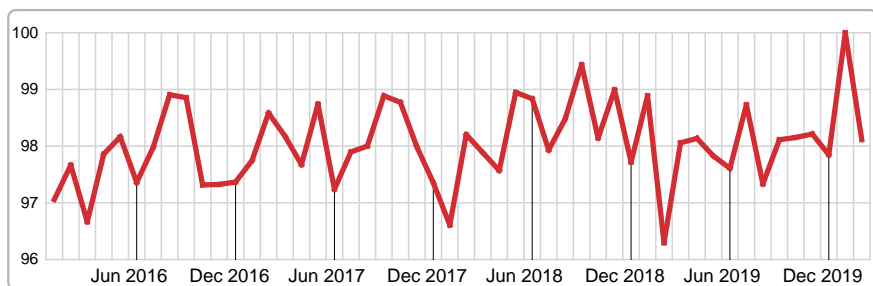
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

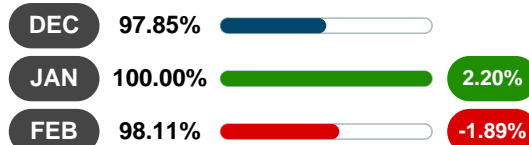


3 MONTHS

5 year FEB AVG = 97.77%

High Jan 2020 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **98.11%**
equal to 5 yr FEB average of **97.77%**



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%	274,500.00%	0.00%	0.00%	0.00%	0.00%	
\$1-\$50,000	15	22.39%	100.00%	93.89%	100.00%	100.00%	100.00%	
\$50,001-\$90,000	11	16.42%	98.06%	99.03%	97.83%	0.00%	0.00%	
\$90,001-\$130,000	15	22.39%	98.74%	93.72%	98.80%	88.14%	0.00%	
\$130,001-\$170,000	10	14.93%	98.94%	0.00%	99.31%	97.86%	0.00%	
\$170,001-\$240,000	9	13.43%	98.94%	0.00%	101.11%	98.45%	0.00%	
\$240,001 and up	7	10.45%	93.99%	0.00%	93.13%	98.07%	80.24%	
Median Sold/List Ratio		98.11%		95.92%	99.26%	98.07%	81.71%	
Total Closed Units		67	100%	98.11%	8	41	15	3
Total Closed Volume		9,074,887			338.87K	4.25M	2.79M	1.70M

February 2020

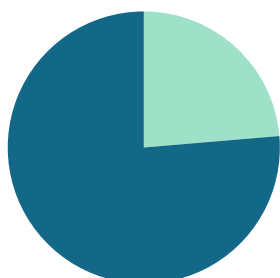
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

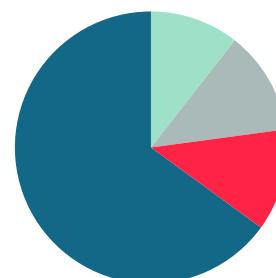


Inventory
 New Listings
145 = 23.65%
 Start Inventory
468
 Total Inventory Units
613
 Volume
\$103,307,996

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%
Median List Price	119,900	119,000	-0.75%	100,950	119,900	18.77%
Median Sale Price	111,450	117,500	5.43%	98,500	116,000	17.77%
Median Percent of Selling Price to List Price	96.30%	98.11%	1.89%	97.81%	98.94%	1.15%
Median Days on Market to Sale	43.00	39.00	-9.30%	42.50	24.00	-43.53%
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%

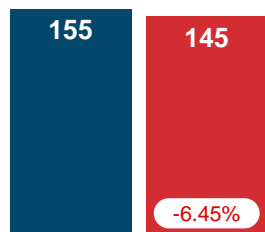
Absorption: Last 12 months, an Average of **88** Sales/Month

Inventory on February 29, 2020 = **412** 2019 2020

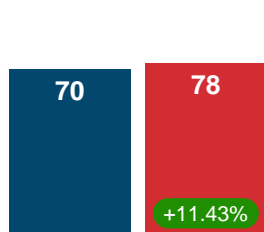
FEBRUARY MARKET

MEDIAN PRICES

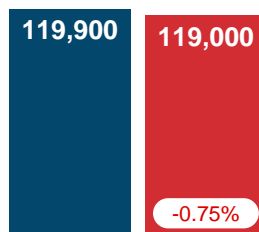
New Listings



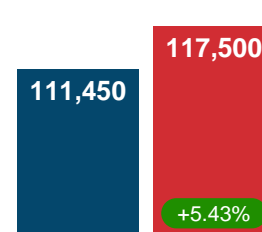
Pending Listings



List Price



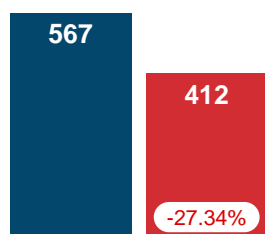
Sale Price



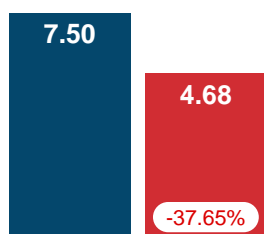
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

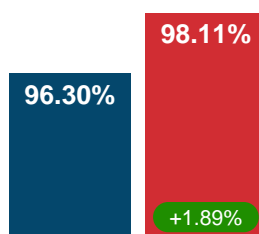
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

