

July 2020



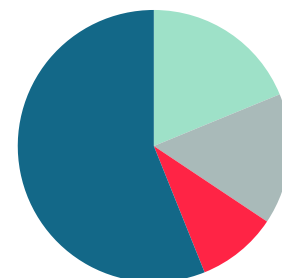
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	116	122	5.17%
Pending Listings	99	101	2.02%
New Listings	183	146	-20.22%
Average List Price	146,828	161,258	9.83%
Average Sale Price	142,127	157,200	10.61%
Average Percent of Selling Price to List Price	96.79%	95.52%	-1.31%
Average Days on Market to Sale	39.10	39.23	0.32%
End of Month Inventory	623	364	-41.57%
Months Supply of Inventory	7.64	4.47	-41.45%



■ Closed (18.80%)
■ Pending (15.56%)
■ Other OffMarket (9.55%)
■ Active (56.09%)

Absorption: Last 12 months, an Average of **81** Sales/Month
Active Inventory as of July 31, 2020 = **364**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **41.57%** to 364 existing homes available for sale. Over the last 12 months this area has had an average of 81 closed sales per month. This represents an unsold inventory index of **4.47** 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 **10.61%** in July 2020 to \$157,200 versus the previous year at \$142,127.

Average Days on Market Lengthens

The average number of **39.23** days that homes spent on the market before selling increased by 0.13 days or **0.32%** in July 2020 compared to last year's same month at **39.10** DOM.

Sales Success for July 2020 is Positive

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

There were 146 New Listings in July 2020, down **20.22%** from last year at 183. Furthermore, there were 122 Closed Listings this month versus last year at 116, a **5.17%** increase.

Closed versus Listed trends yielded a **83.6%** ratio, up from previous year's, July 2019, at **63.4%**, a **31.83%** 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	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2020



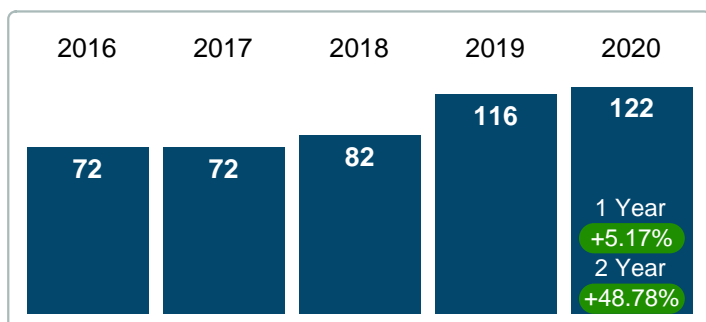
Area Delimited by County Of Washington



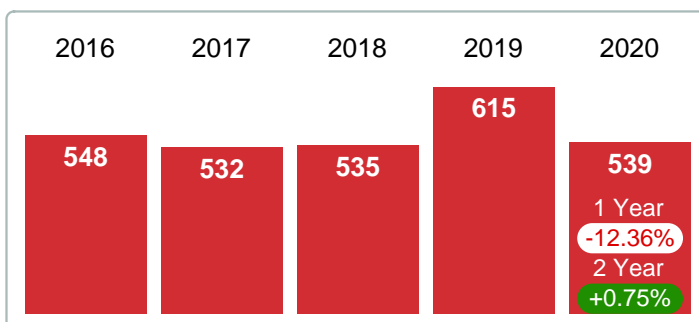
CLOSED LISTINGS

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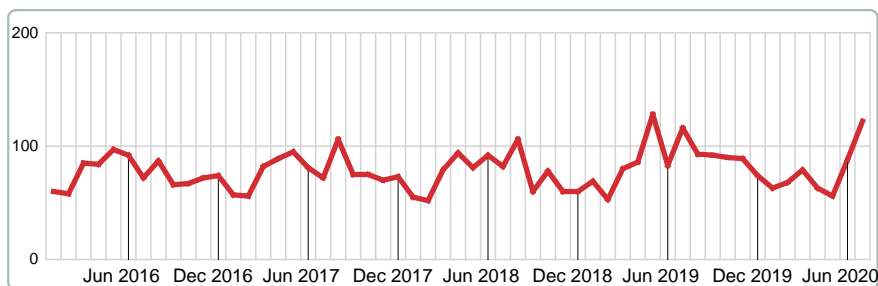
JULY



YEAR TO DATE (YTD)

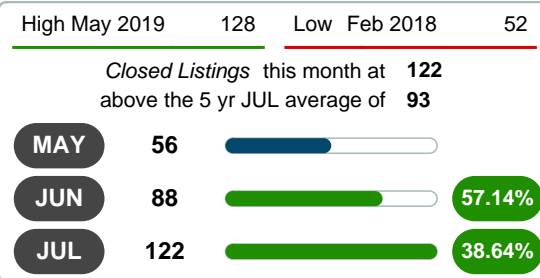


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 93



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	6.56%	27.4	6	2	0	0
\$25,001 - \$50,000	14	11.48%	75.1	8	5	1	0
\$50,001 - \$100,000	23	18.85%	24.3	6	16	1	0
\$100,001 - \$150,000	23	18.85%	32.1	4	15	4	0
\$150,001 - \$225,000	25	20.49%	33.5	2	9	13	1
\$225,001 - \$300,000	16	13.11%	33.8	4	1	10	1
\$300,001 and up	13	10.66%	64.6	0	2	9	2
Total Closed Units	122			30	50	38	4
Total Closed Volume	19,178,430	100%	39.2	2.58M	6.05M	9.27M	1.28M
Average Closed Price	\$157,200			\$85,927	\$121,100	\$243,872	\$319,625

July 2020



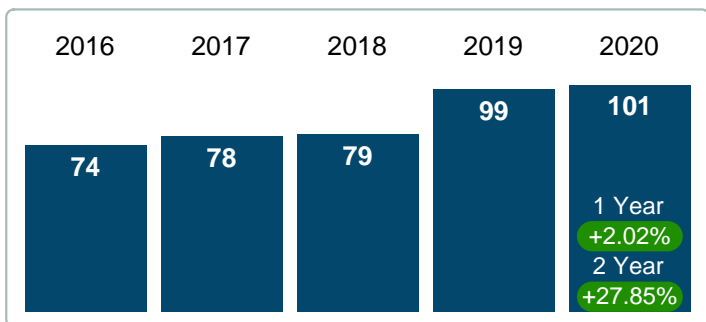
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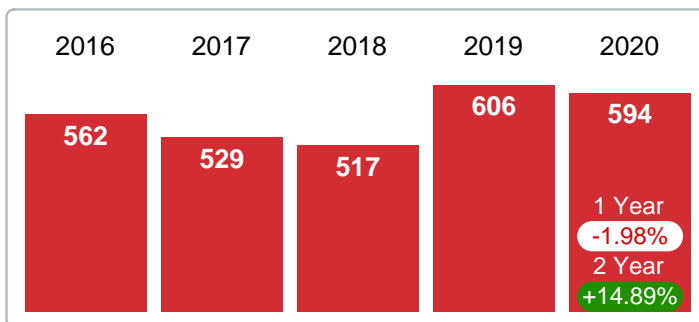
PENDING LISTINGS

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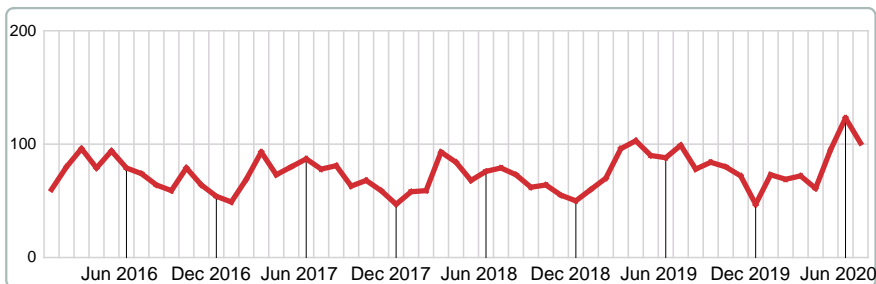
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 86

High Jun 2020 123 Low Dec 2019 47

Pending Listings this month at 101 above the 5 yr JUL average of 86



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	8.91%	85.6	4	5	0	0
\$30,001 - \$50,000	11	10.89%	72.0	3	7	1	0
\$50,001 - \$80,000	15	14.85%	61.8	7	7	1	0
\$80,001 - \$140,000	26	25.74%	32.4	1	23	2	0
\$140,001 - \$200,000	18	17.82%	28.7	2	10	6	0
\$200,001 - \$280,000	11	10.89%	33.5	2	0	9	0
\$280,001 and up	11	10.89%	31.2	1	1	8	1
Total Pending Units	101			20	53	27	1
Total Pending Volume	14,122,250	100%	14.0	1.93M	5.42M	6.37M	399.00K
Average Listing Price	\$104,230			\$96,663	\$102,228	\$235,996	\$399,000

July 2020



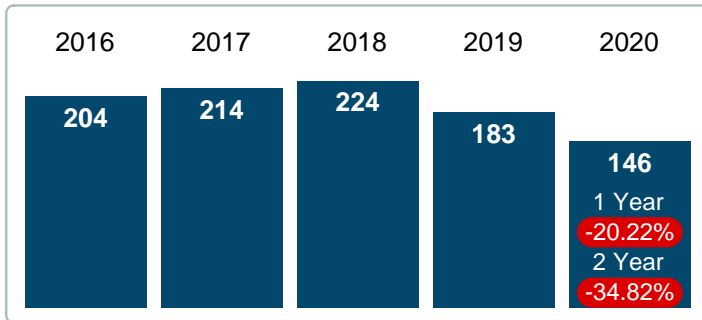
Area Delimited by County Of Washington



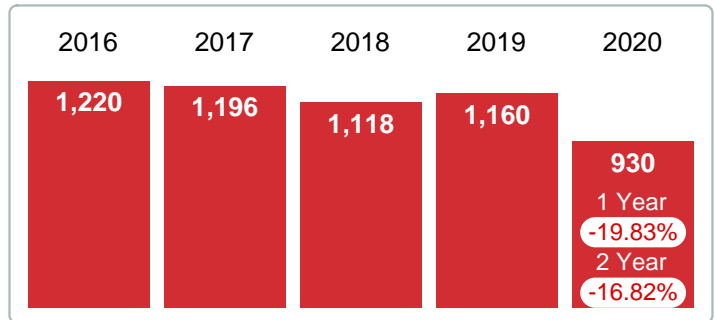
NEW LISTINGS

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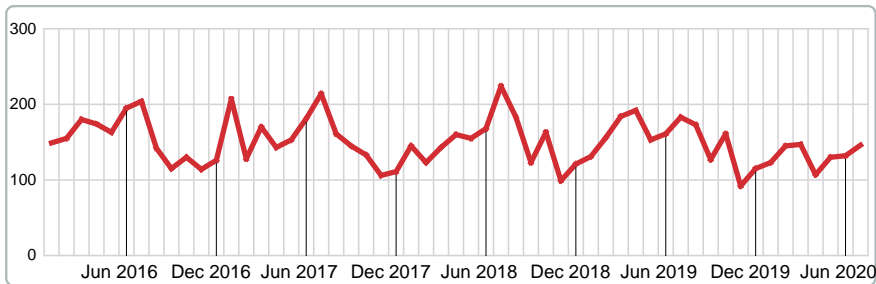
JULY



YEAR TO DATE (YTD)

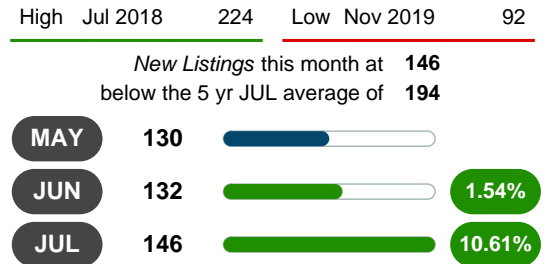


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 194



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	15	10.27%	12	3	0	0
\$30,001 - \$40,000	10	6.85%	8	1	1	0
\$40,001 - \$60,000	26	17.81%	23	2	1	0
\$60,001 - \$120,000	33	22.60%	12	18	3	0
\$120,001 - \$190,000	29	19.86%	2	20	7	0
\$190,001 - \$240,000	19	13.01%	5	7	6	1
\$240,001 and up	14	9.59%	7	2	5	0
Total New Listed Units	146		69	53	23	1
Total New Listed Volume	22,317,850	100%	10.32M	7.22M	4.56M	220.00K
Average New Listed Listing Price	\$86,667		\$149,520	\$136,246	\$198,259	\$220,000

July 2020



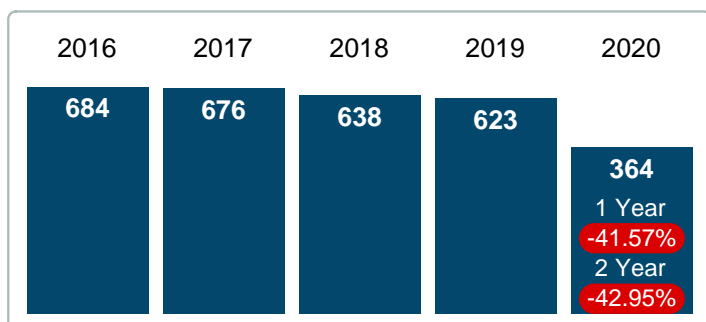
Area Delimited by County Of Washington



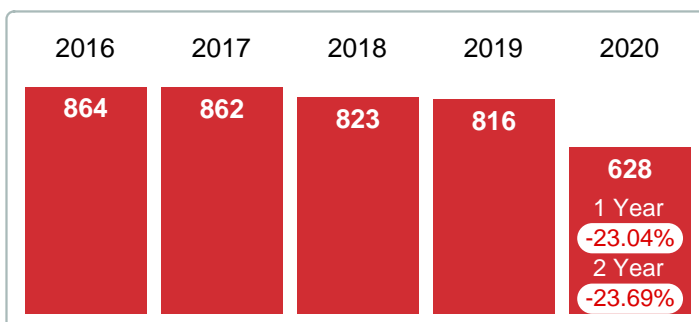
ACTIVE INVENTORY

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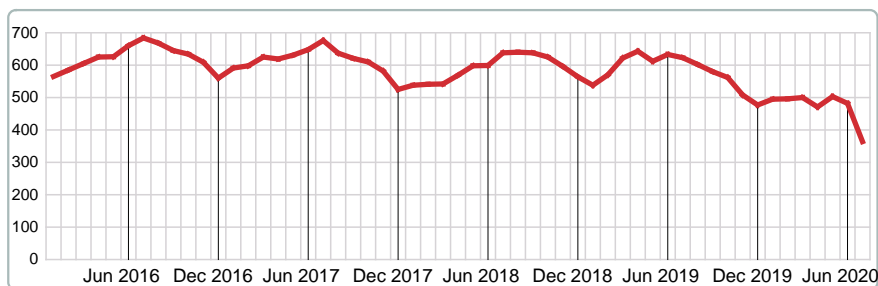
END OF JULY



ACTIVE DURING JULY

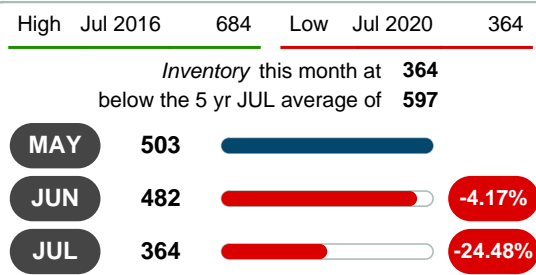


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 597



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	14.29%	139.5	46	5	1	0
\$25,001-\$50,000	59	16.21%	78.1	55	4	0	0
\$50,001-\$100,000	90	24.73%	92.4	72	16	2	0
\$100,001-\$200,000	71	19.51%	84.6	29	27	15	0
\$200,001-\$350,000	52	14.29%	83.0	12	15	19	6
\$350,001 and up	40	10.99%	104.2	30	2	6	2
Total Active Inventory by Units			364	244	69	43	8
Total Active Inventory by Volume			57,971,778	35.44M	9.72M	10.19M	2.61M
Average Active Inventory Listing Price			\$159,263	\$145,266	\$140,940	\$237,038	\$326,163

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

July 2020



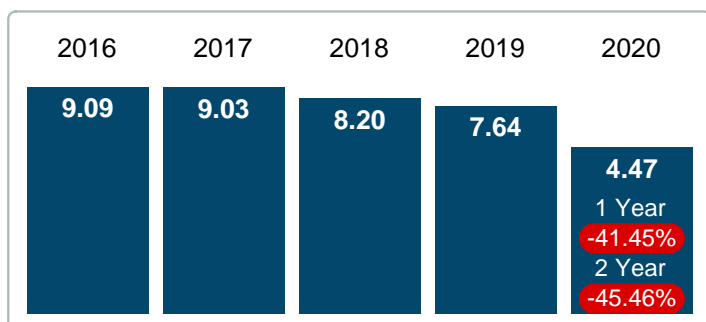
Area Delimited by County Of Washington



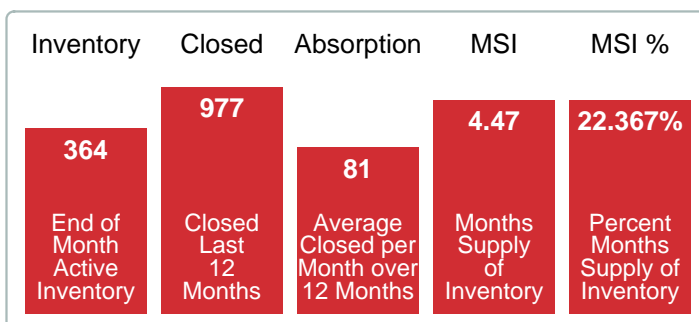
MONTHS SUPPLY of INVENTORY (MSI)

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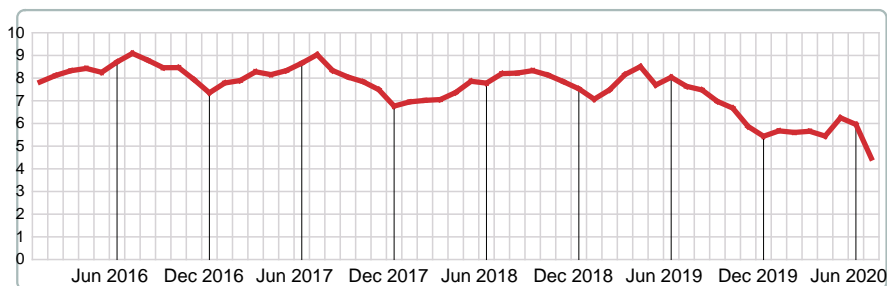
MSI FOR JULY



INDICATORS FOR JULY 2020

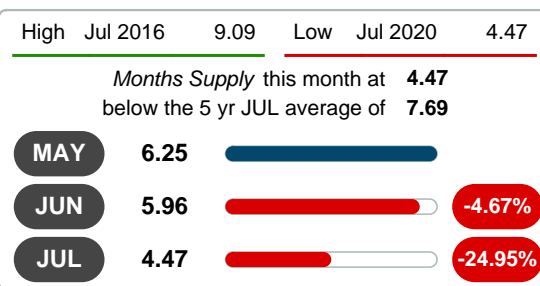


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.69



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	22	6.04%	3.07	5.05	1.46	2.00	0.00
\$10,001 - \$40,000	65	17.86%	8.97	15.43	0.71	0.00	0.00
\$40,001 - \$60,000	50	13.74%	8.00	15.67	0.69	3.00	0.00
\$60,001 - \$120,000	89	24.45%	4.02	14.50	1.62	2.73	0.00
\$120,001 - \$210,000	48	13.19%	2.06	12.71	1.32	1.62	0.00
\$210,001 - \$360,000	54	14.84%	4.26	25.71	5.42	2.40	3.79
\$360,001 and up	36	9.89%	13.50	54.00	3.00	4.62	4.80
Market Supply of Inventory (MSI)			4.47	14.57	1.64	2.21	2.59
Total Active Inventory by Units		100%	4.47	244	69	43	8

July 2020



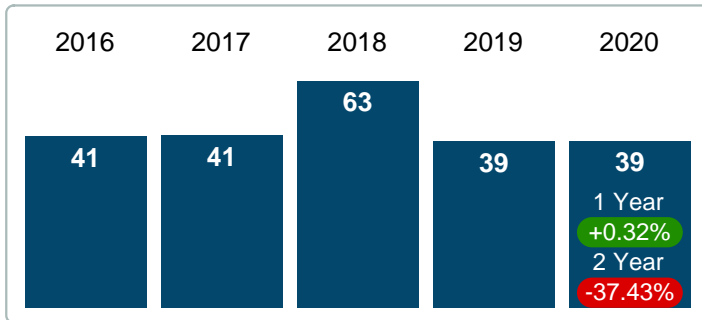
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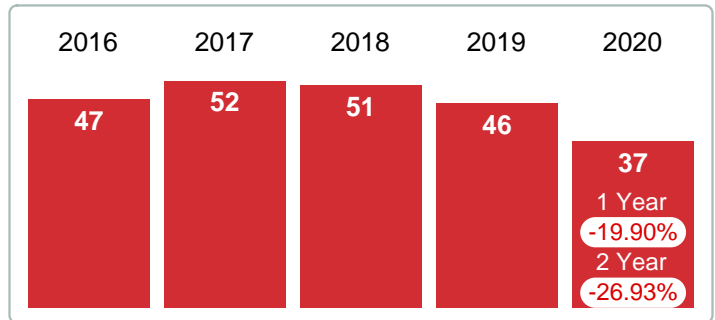
AVERAGE DAYS ON MARKET TO SALE

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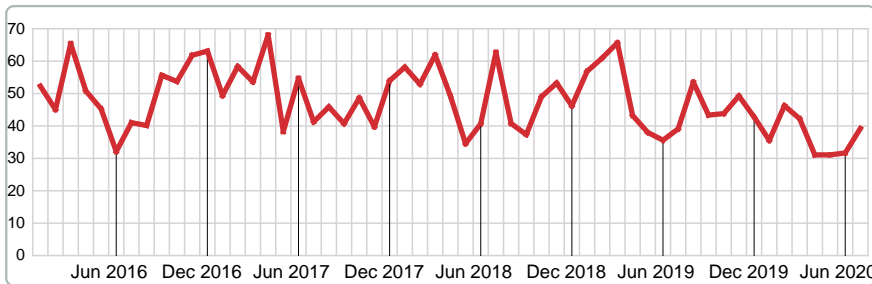
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

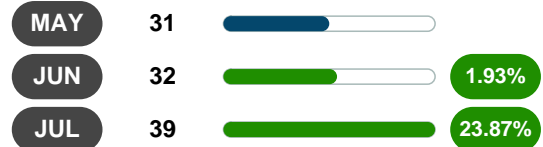


3 MONTHS

5 year JUL AVG = 45

High Apr 2017 68 Low Apr 2020 31

Average Days on Market to Sale this month at 39 below the 5 yr JUL average of 45



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		
\$25,000 and less	8	6.56%	27	36	2	0		
\$25,001 - \$50,000	14	11.48%	75	93	50	54		
\$50,001 - \$100,000	23	18.85%	24	28	24	9		
\$100,001 - \$150,000	23	18.85%	32	33	23	66		
\$150,001 - \$225,000	25	20.49%	33	91	36	24		
\$225,001 - \$300,000	16	13.11%	34	30	98	21		
\$300,001 and up	13	10.66%	65	0	3	61		
Average Closed DOM		39		52	28	37	105	
Total Closed Units		122	100%	39	30	50	38	4
Total Closed Volume		19,178,430		2.58M	6.05M	9.27M	1.28M	

July 2020



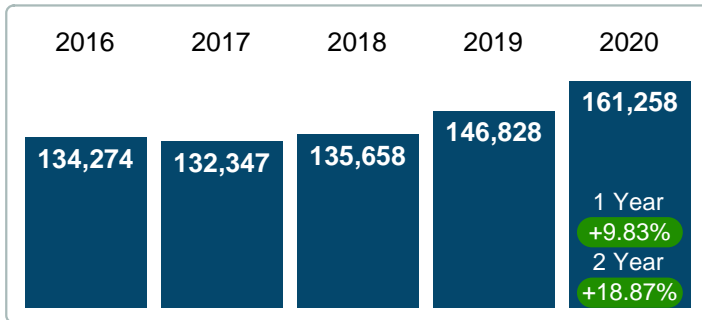
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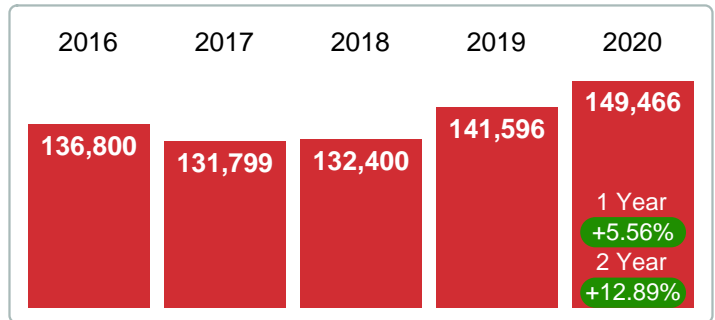
AVERAGE LIST PRICE AT CLOSING

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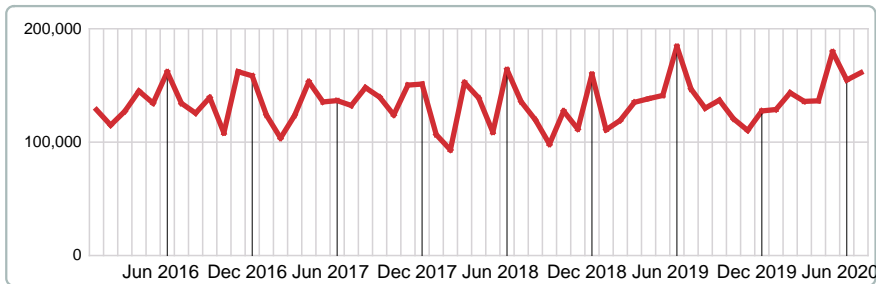
JULY



YEAR TO DATE (YTD)

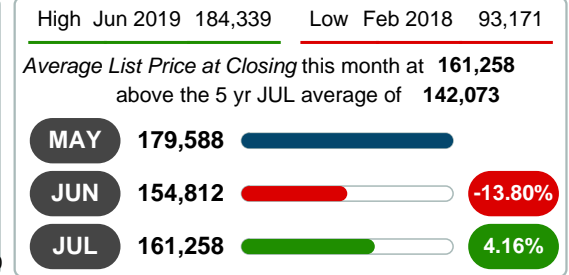


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 142,073



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	
\$25,000 and less	7	5.74%	15,643	17,000	18,750	0	
\$25,001 - \$50,000	14	11.48%	38,800	44,113	40,380	37,400	
\$50,001 - \$100,000	23	18.85%	71,811	60,083	77,947	79,900	
\$100,001 - \$150,000	24	19.67%	128,825	140,975	127,953	136,950	
\$150,001 - \$225,000	25	20.49%	182,962	204,750	171,694	185,408	
\$225,001 - \$300,000	16	13.11%	258,181	263,350	239,900	260,260	
\$300,001 and up	13	10.66%	428,646	0	511,500	404,656	
Average List Price		161,258		94,740	124,280	245,261	324,350
Total Closed Units		122	100%	161,258	30	50	38
Total Closed Volume		19,673,500			2.84M	6.21M	9.32M

July 2020



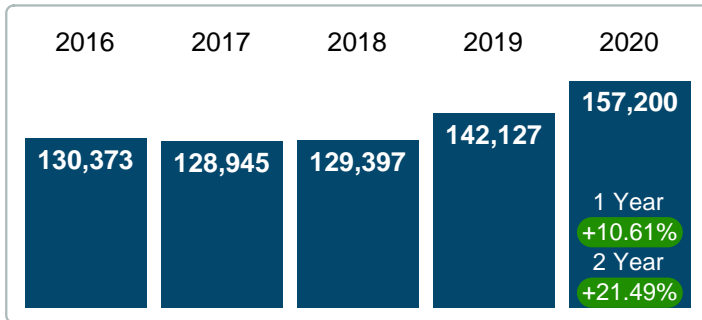
Area Delimited by County Of Washington



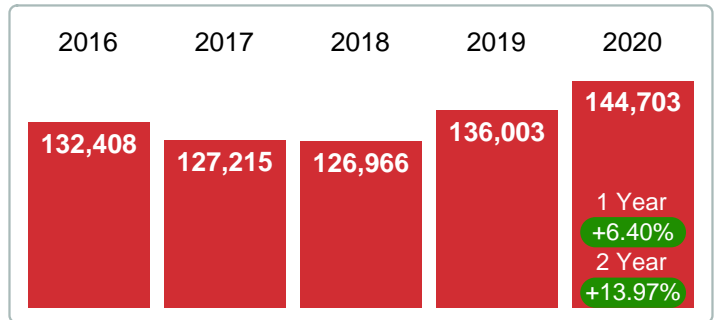
AVERAGE SOLD PRICE AT CLOSING

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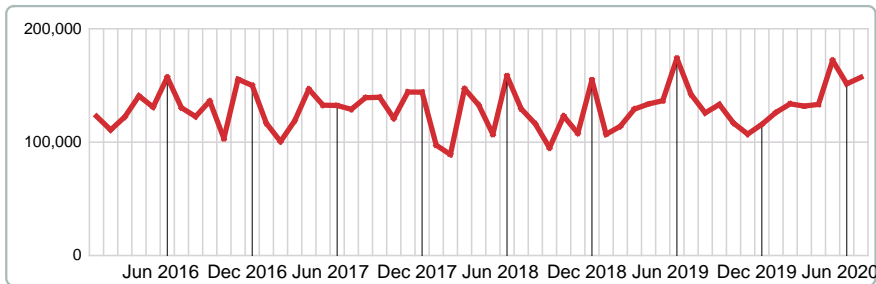
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 137,608

High Jun 2019 173,881 Low Feb 2018 89,105

Average Sold Price at Closing this month at **157,200**
above the 5 yr JUL average of **137,608**



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	
\$25,000 and less	8	6.56%	12,250	10,667	17,000	0	
\$25,001 - \$50,000	14	11.48%	37,643	39,063	35,900	35,000	
\$50,001 - \$100,000	23	18.85%	70,300	56,667	74,994	77,000	
\$100,001 - \$150,000	23	18.85%	127,212	123,500	125,723	136,506	
\$150,001 - \$225,000	25	20.49%	179,840	192,500	171,081	186,098	
\$225,001 - \$300,000	16	13.11%	251,947	245,575	239,000	257,185	
\$300,001 and up	13	10.66%	421,808	0	488,500	402,000	
Average Sold Price		157,200		85,927	121,100	243,872	319,625
Total Closed Units		122	100%	157,200	30	50	38
Total Closed Volume		19,178,430			2.58M	6.05M	9.27M

July 2020



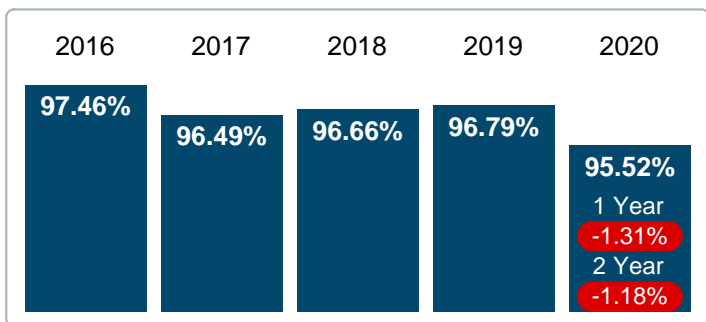
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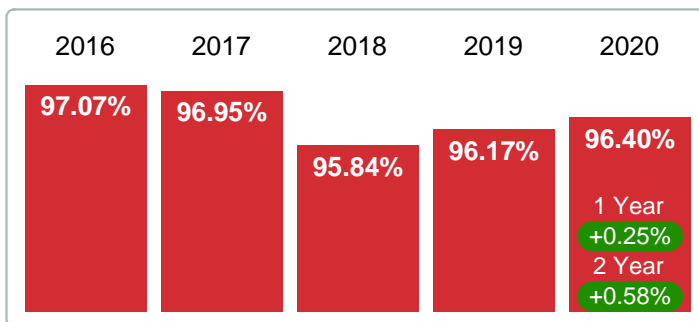
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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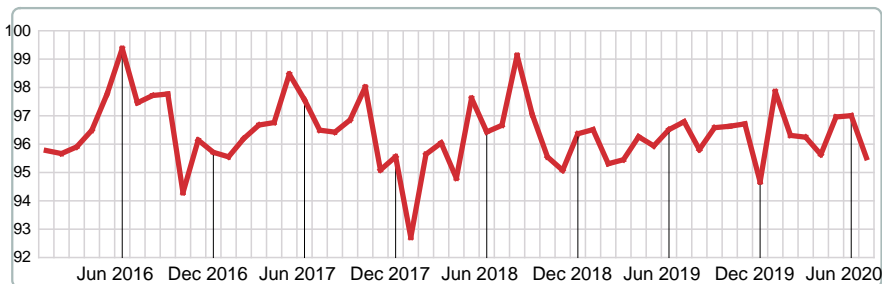
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

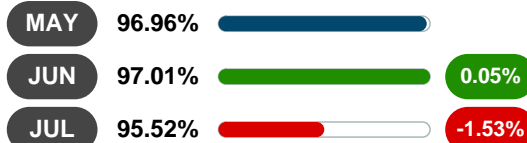


3 MONTHS

5 year JUL AVG = 96.59%

High Jun 2016 99.37% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **95.52%** below the 5 yr JUL average of **96.59%**



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
\$25,000 and less	8	6.56%	75.19%	70.26%	90.00%	0.00%	0.00%
\$25,001 - \$50,000	14	11.48%	90.40%	90.73%	89.24%	93.58%	0.00%
\$50,001 - \$100,000	23	18.85%	96.24%	94.41%	96.91%	96.37%	0.00%
\$100,001 - \$150,000	23	18.85%	97.08%	89.92%	98.32%	99.60%	0.00%
\$150,001 - \$225,000	25	20.49%	99.56%	93.92%	99.82%	100.35%	98.13%
\$225,001 - \$300,000	16	13.11%	97.76%	93.73%	99.62%	98.83%	101.28%
\$300,001 and up	13	10.66%	99.00%	0.00%	97.32%	99.52%	98.33%
Average Sold/List Ratio		95.50%		87.88%	96.88%	99.39%	99.02%
Total Closed Units		122	100%	30	50	38	4
Total Closed Volume		19,178,430		2.58M	6.05M	9.27M	1.28M

July 2020

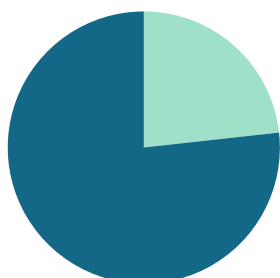
Area Delimited by County Of Washington



MARKET SUMMARY

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

INVENTORY

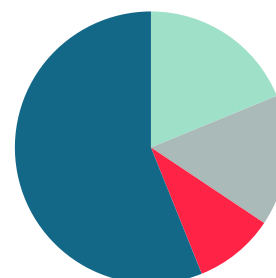


Inventory
 New Listings
146 = 23.25%
 Start Inventory
482
 Total Inventory Units
628
 Volume
\$99,821,977

Market Activity

Closed Sales
122 = 18.80%
 Pending Sales
101 = 15.56%
 Other Off Market
62 = 9.55%
 Active Inventory
364 = 56.09%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	116	122	5.17%	615	539	-12.36%
Pending Sales	99	101	2.02%	606	594	-1.98%
New Listings	183	146	-20.22%	1,160	930	-19.83%
Average List Price	146,828	161,258	9.83%	141,596	149,466	5.56%
Average Sale Price	142,127	157,200	10.61%	136,003	144,703	6.40%
Average Percent of Selling Price to List Price	96.79%	95.52%	-1.31%	96.17%	96.40%	0.25%
Average Days on Market to Sale	39.10	39.23	0.32%	46.31	37.09	-19.90%
Monthly Inventory	623	364	-41.57%	623	364	-41.57%
Months Supply of Inventory	7.64	4.47	-41.45%	7.64	4.47	-41.45%

Absorption: Last 12 months, an Average of **81** Sales/Month

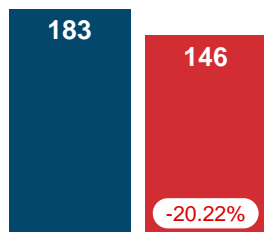
Inventory on July 31, 2020 = **364**

2019 **2020**

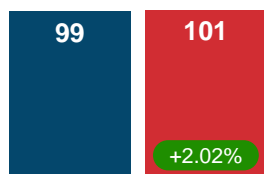
JULY MARKET

AVERAGE PRICES

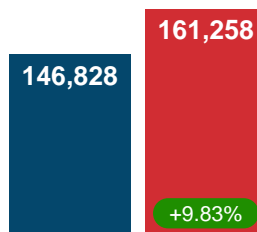
New Listings



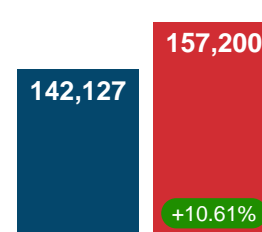
Pending Listings



List Price



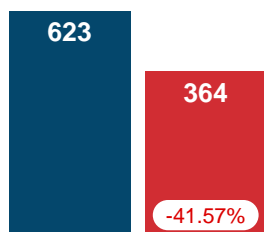
Sale Price



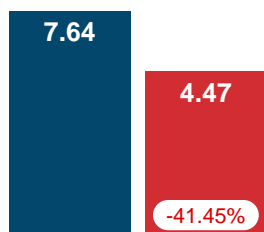
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

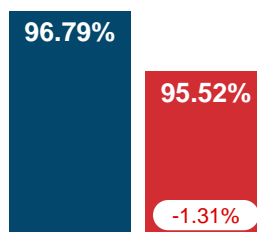
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

