

September 2020

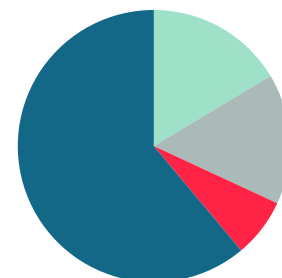
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	92	96	4.35%
Pending Listings	84	91	8.33%
New Listings	127	112	-11.81%
Average List Price	136,996	147,475	7.65%
Average Sale Price	133,209	143,888	8.02%
Average Percent of Selling Price to List Price	96.58%	97.64%	1.10%
Average Days on Market to Sale	43.36	35.80	-17.43%
End of Month Inventory	580	358	-38.28%
Months Supply of Inventory	6.97	4.38	-37.21%



■ Closed (16.38%)
■ Pending (15.53%)
■ Other OffMarket (7.00%)
■ Active (61.09%)

Absorption: Last 12 months, an Average of **82** Sales/Month
Active Inventory as of September 30, 2020 = **358**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.28%** to 358 existing homes available for sale. Over the last 12 months this area has had an average of 82 closed sales per month. This represents an unsold inventory index of **4.38** 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 **8.02%** in September 2020 to \$143,888 versus the previous year at \$133,209.

Average Days on Market Shortens

The average number of **35.80** days that homes spent on the market before selling decreased by 7.56 days or **17.43%** in September 2020 compared to last year's same month at **43.36** DOM.

Sales Success for September 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 112 New Listings in September 2020, down **11.81%** from last year at 127. Furthermore, there were 96 Closed Listings this month versus last year at 92, a **4.35%** increase.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, September 2019, at **72.4%**, a **18.32%** 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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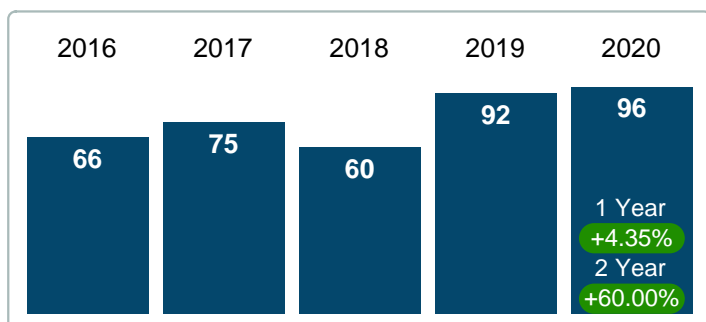
Area Delimited by County Of Washington



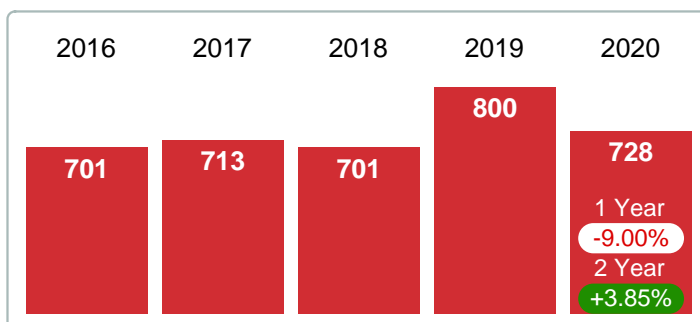
CLOSED LISTINGS

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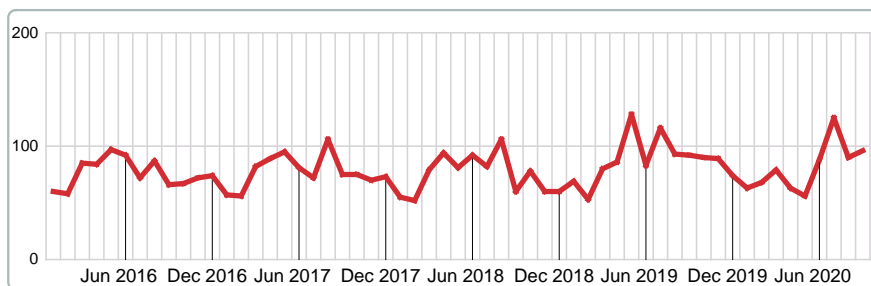
SEPTEMBER



YEAR TO DATE (YTD)

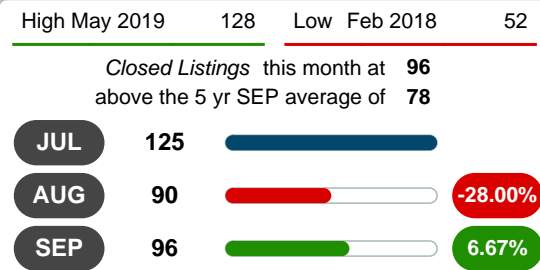


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 78



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.38%	54.6	6	3	0	0
\$40,001 - \$60,000	9	9.38%	65.7	6	3	0	0
\$60,001 - \$90,000	16	16.67%	26.8	7	8	1	0
\$90,001 - \$150,000	25	26.04%	29.1	3	16	6	0
\$150,001 - \$200,000	15	15.63%	14.5	1	7	7	0
\$200,001 - \$260,000	13	13.54%	33.7	2	4	7	0
\$260,001 and up	9	9.38%	60.4	1	1	5	2
Total Closed Units	96			26	42	26	2
Total Closed Volume	13,813,230	100%	35.8	2.36M	5.21M	5.55M	694.75K
Average Closed Price	\$143,888			\$90,775	\$124,052	\$213,390	\$347,373



September 2020

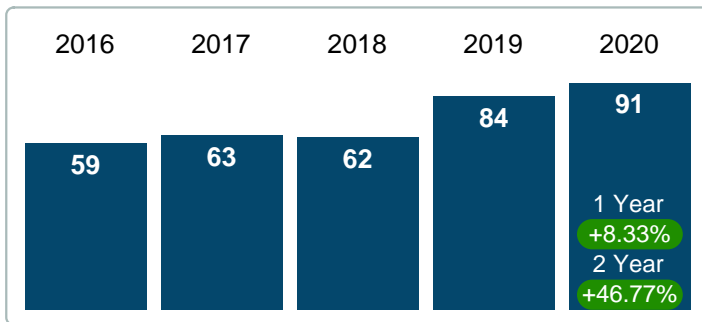
Area Delimited by County Of Washington



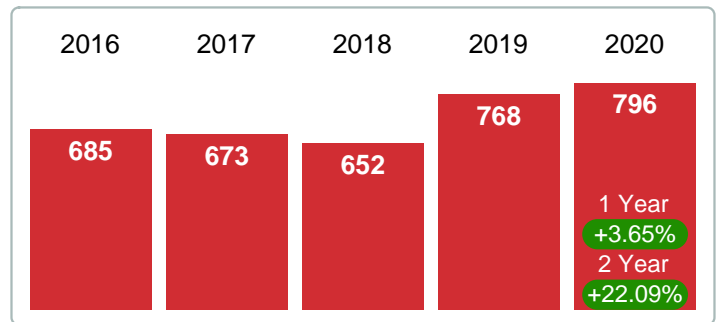
PENDING LISTINGS

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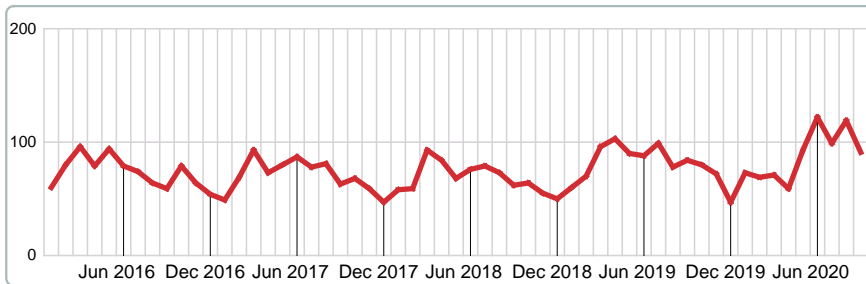
SEPTEMBER



YEAR TO DATE (YTD)

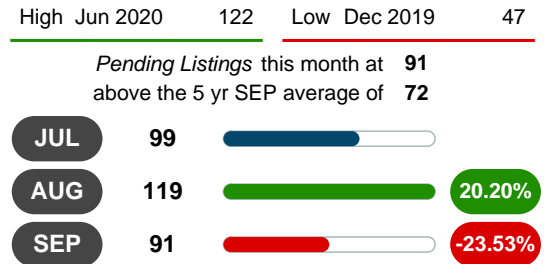


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



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	9.89%	68.7	7	1	1	0
\$30,001 - \$90,000	11	12.09%	51.6	5	5	1	0
\$90,001 - \$110,000	10	10.99%	26.8	4	4	2	0
\$110,001 - \$160,000	25	27.47%	22.1	3	17	5	0
\$160,001 - \$220,000	15	16.48%	27.2	3	5	5	2
\$220,001 - \$340,000	12	13.19%	45.6	1	5	4	2
\$340,001 and up	9	9.89%	48.7	2	2	5	0
Total Pending Units	91			25	39	23	4
Total Pending Volume	15,928,283	100%	60.7	3.29M	6.21M	5.51M	912.40K
Average Listing Price	\$82,112			\$131,733	\$159,224	\$239,689	\$228,100



September 2020

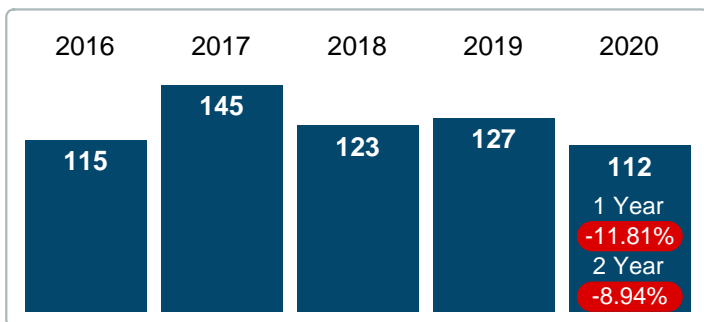
Area Delimited by County Of Washington



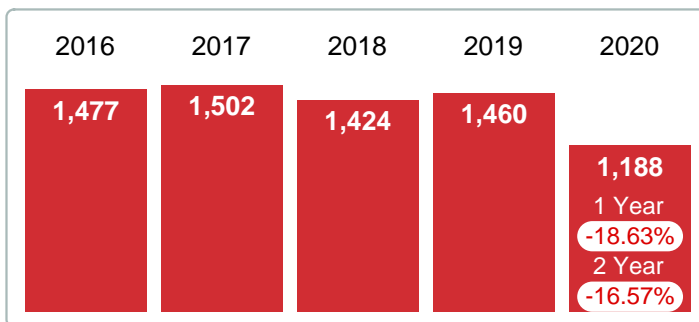
NEW LISTINGS

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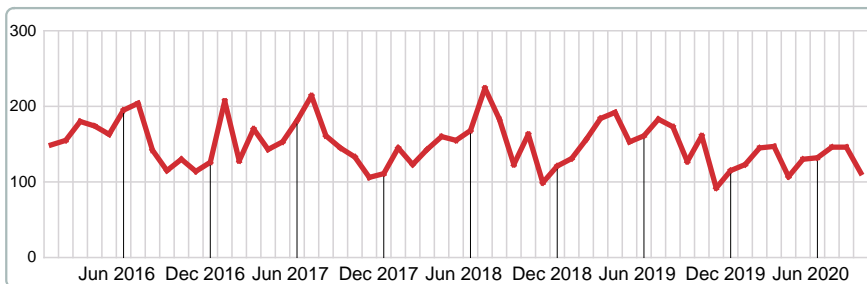
SEPTEMBER



YEAR TO DATE (YTD)

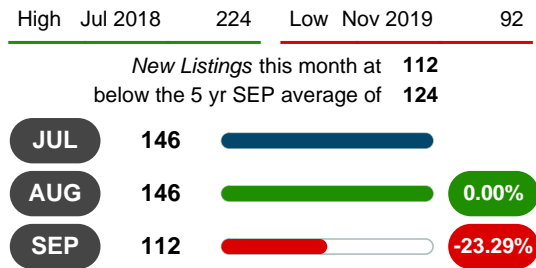


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 124



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	11	9.82%	7	3	1	0
\$30,001 - \$70,000	12	10.71%	7	4	1	0
\$70,001 - \$110,000	19	16.96%	8	7	4	0
\$110,001 - \$170,000	27	24.11%	4	18	5	0
\$170,001 - \$240,000	18	16.07%	2	9	7	0
\$240,001 - \$370,000	13	11.61%	3	4	4	2
\$370,001 and up	12	10.71%	5	1	5	1
Total New Listed Units	112		36	46	27	3
Total New Listed Volume	20,832,145	100%	5.82M	6.68M	7.36M	973.80K
Average New Listed Listing Price	\$112,000		\$161,679	\$145,146	\$272,637	\$324,600



September 2020

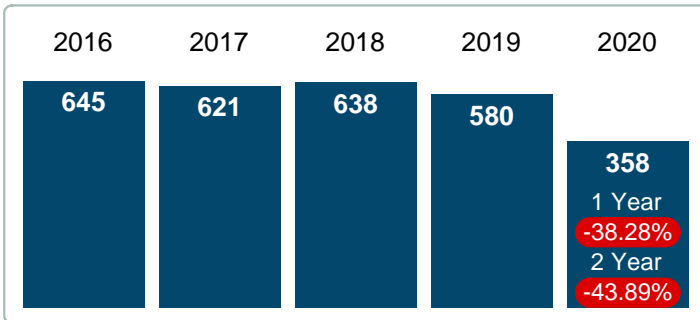
Area Delimited by County Of Washington



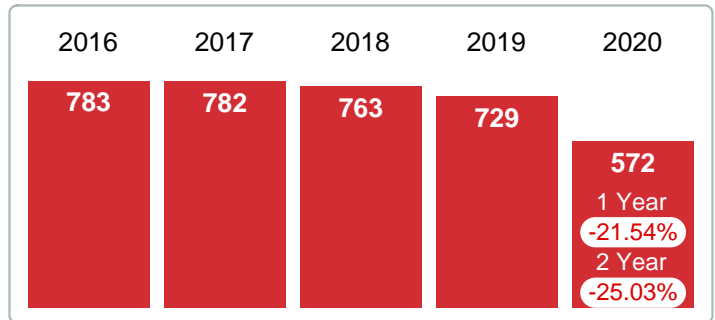
ACTIVE INVENTORY

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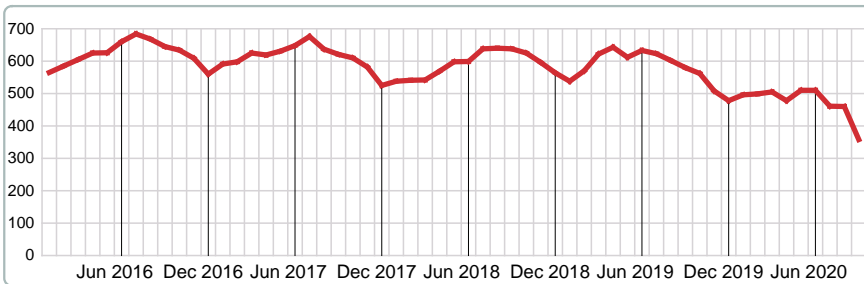
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

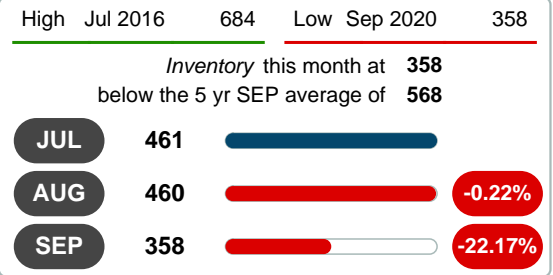


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 568



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-\$20,000	58	16.20%	141.9	42	14	2	0
\$20,001-\$50,000	69	19.27%	100.4	61	7	1	0
\$50,001-\$100,000	96	26.82%	111.4	72	18	6	0
\$100,001-\$190,000	54	15.08%	78.9	22	28	4	0
\$190,001-\$390,000	43	12.01%	92.6	13	9	16	5
\$390,001 and up	38	10.61%	109.6	26	2	6	4
Total Active Inventory by Units	358			236	78	35	9
Total Active Inventory by Volume	53,650,803	100%	106.9	32.01M	8.69M	9.40M	3.56M
Average Active Inventory Listing Price	\$149,863			\$135,635	\$111,372	\$268,471	\$395,267



September 2020

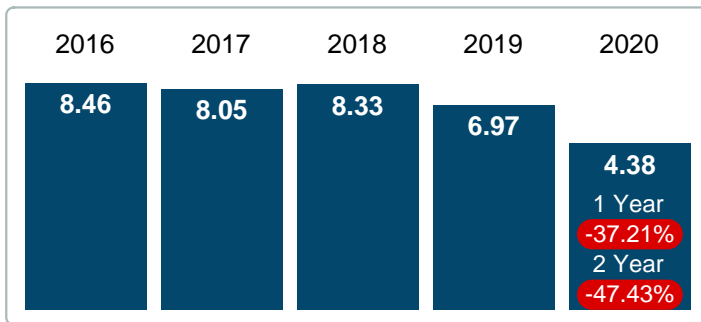
Area Delimited by County Of Washington



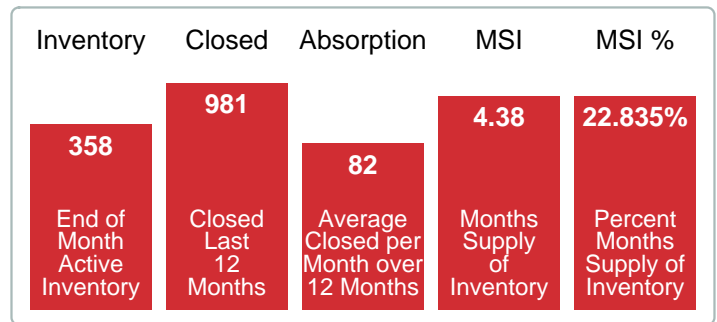
MONTHS SUPPLY of INVENTORY (MSI)

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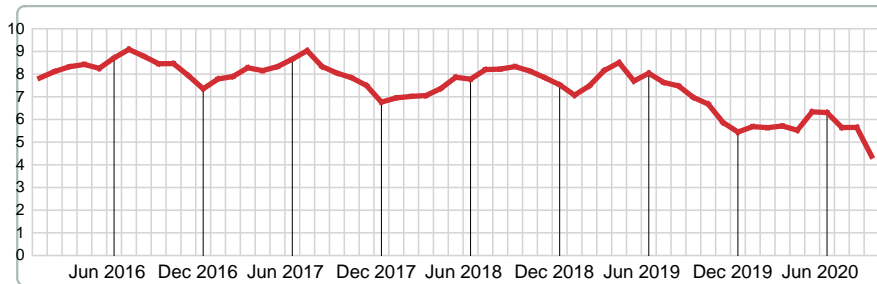
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

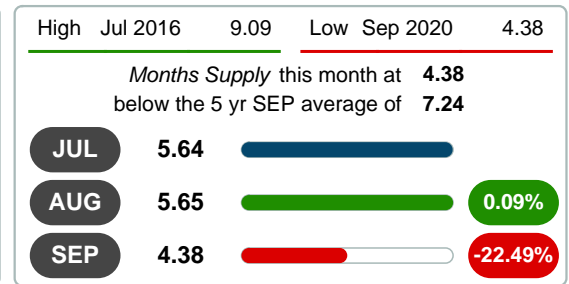


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.24



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$20,000	58	16.20%	7.57	12.00	3.82	4.80	0.00
\$20,001-\$50,000	69	19.27%	8.54	12.84	2.27	4.00	0.00
\$50,001-\$100,000	96	26.82%	5.12	14.64	1.51	3.43	0.00
\$100,001-\$190,000	54	15.08%	1.92	9.10	1.51	0.60	0.00
\$190,001-\$390,000	43	12.01%	2.53	10.40	2.20	1.60	3.00
\$390,001 and up	38	10.61%	17.54	104.00	4.00	6.55	8.00
Market Supply of Inventory (MSI)	4.38			13.81	1.87	1.75	3.09
Total Active Inventory by Units	358	100%	4.38	236	78	35	9



September 2020

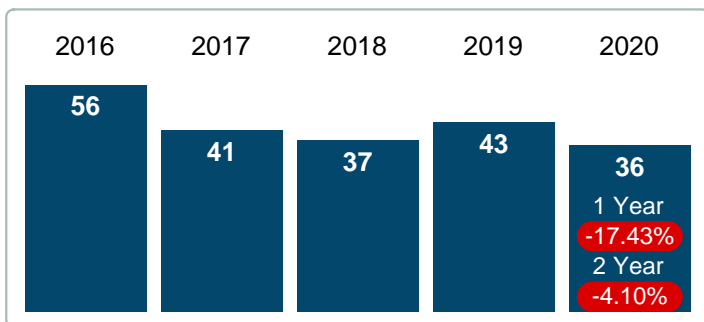
Area Delimited by County Of Washington



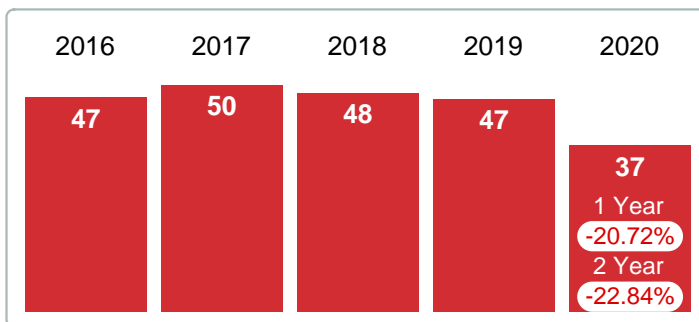
AVERAGE DAYS ON MARKET TO SALE

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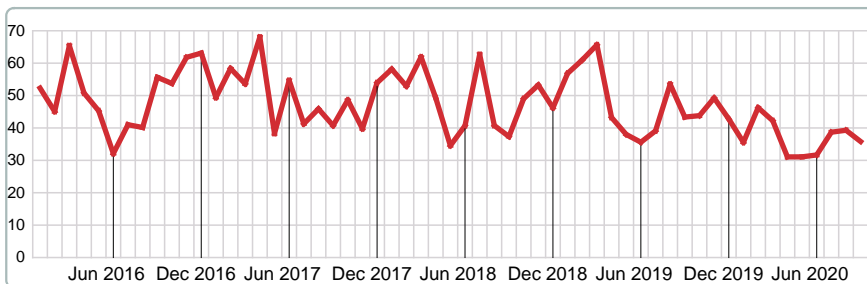
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 43

High Apr 2017 68 Low Apr 2020 31

Average Days on Market to Sale this month at 36 below the 5 yr SEP average of 43

- JUL 39
- AUG 39 +1.55%
- SEP 36 -8.87%

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
\$40,000 and less	9.38%	55	48	68	0	0
\$40,001 - \$60,000	9.38%	66	31	135	0	0
\$60,001 - \$90,000	16.67%	27	34	24	2	0
\$90,001 - \$150,000	26.04%	29	8	22	59	0
\$150,001 - \$200,000	15.63%	14	31	20	7	0
\$200,001 - \$260,000	13.54%	34	1	76	19	0
\$260,001 and up	9.38%	60	75	6	70	58
Average Closed DOM		36	32	38	34	58
Total Closed Units	100%	96	26	42	26	2
Total Closed Volume		13,813,230	2.36M	5.21M	5.55M	694.75K

September 2020



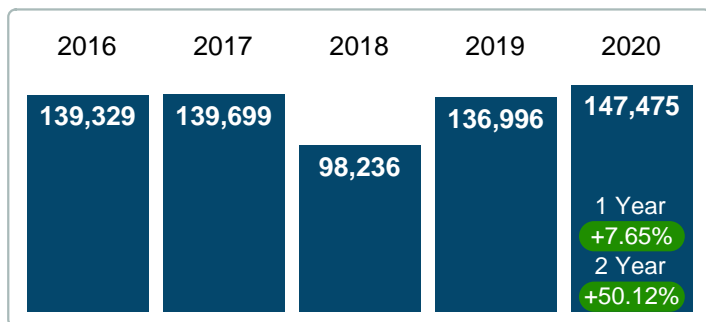
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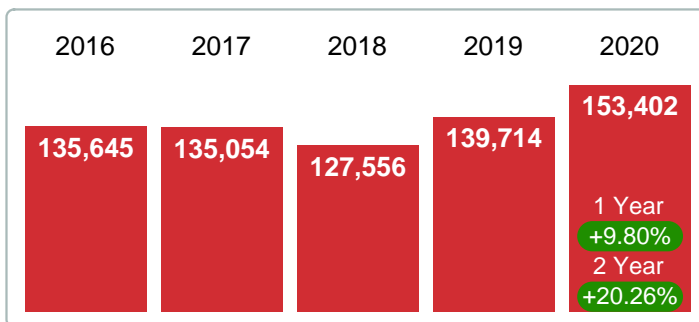
AVERAGE LIST PRICE AT CLOSING

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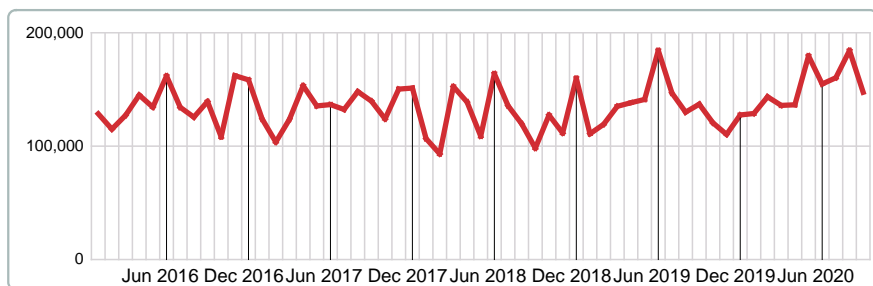
SEPTEMBER



YEAR TO DATE (YTD)

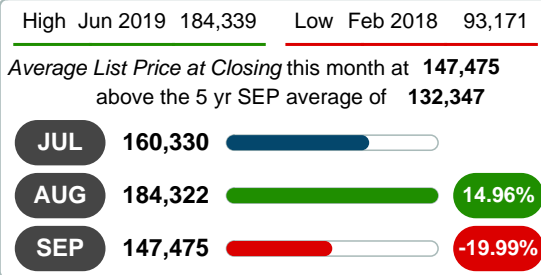


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 132,347



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
\$40,000 and less	8.33%	30,644	33,442	29,167	0	0
\$40,001 - \$60,000	9.38%	49,856	53,117	50,633	0	0
\$60,001 - \$90,000	14.58%	75,550	94,857	79,163	75,000	0
\$90,001 - \$150,000	28.13%	118,858	128,167	117,517	128,667	0
\$150,001 - \$200,000	17.71%	180,133	180,000	175,496	178,100	0
\$200,001 - \$260,000	12.50%	227,317	205,000	224,725	231,271	0
\$260,001 and up	9.38%	378,533	359,900	399,000	391,800	344,450
Average List Price		147,475	96,837	125,699	218,138	344,450
Total Closed Units	100%	147,475	26	42	26	2
Total Closed Volume		14,157,589	2.52M	5.28M	5.67M	688.90K

September 2020

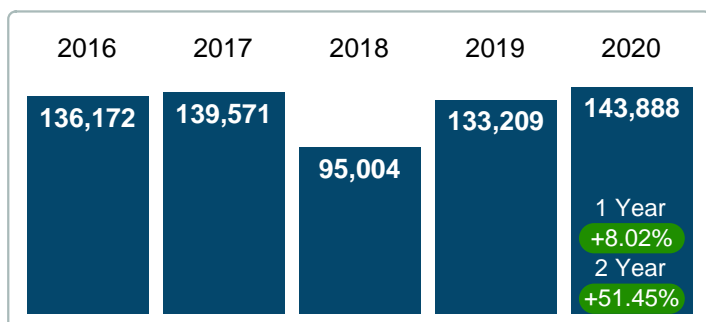
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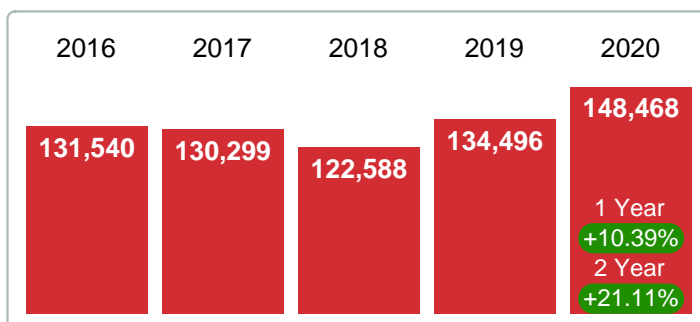
AVERAGE SOLD PRICE AT CLOSING

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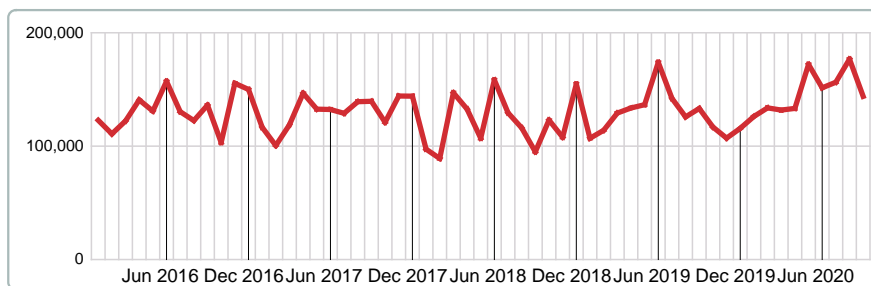
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

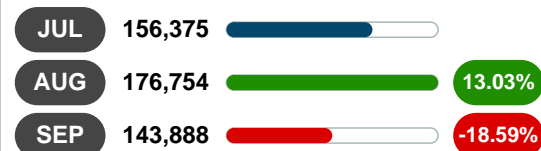


3 MONTHS

5 year SEP AVG = 129,569

High Aug 2020 176,754 Low Feb 2018 89,105

Average Sold Price at Closing this month at **143,888**
above the 5 yr SEP average of **129,569**



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
\$40,000 and less	9	9.38%	31,000	32,667	27,667	0	0
\$40,001 - \$60,000	9	9.38%	50,014	51,733	46,577	0	0
\$60,001 - \$90,000	16	16.67%	77,613	77,071	78,663	73,000	0
\$90,001 - \$150,000	25	26.04%	118,768	118,083	117,051	123,689	0
\$150,001 - \$200,000	15	15.63%	175,423	165,000	173,693	178,643	0
\$200,001 - \$260,000	13	13.54%	226,500	222,500	220,125	231,286	0
\$260,001 and up	9	9.38%	366,361	350,000	389,000	372,700	347,373
Average Sold Price			143,888	90,775	124,052	213,390	347,373
Total Closed Units		100%	143,888	26	42	26	2
Total Closed Volume			13,813,230	2.36M	5.21M	5.55M	694.75K

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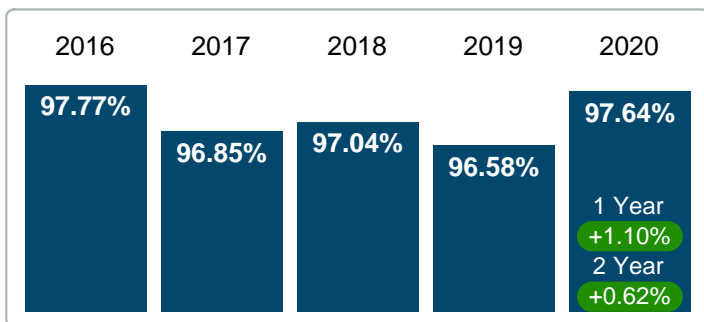
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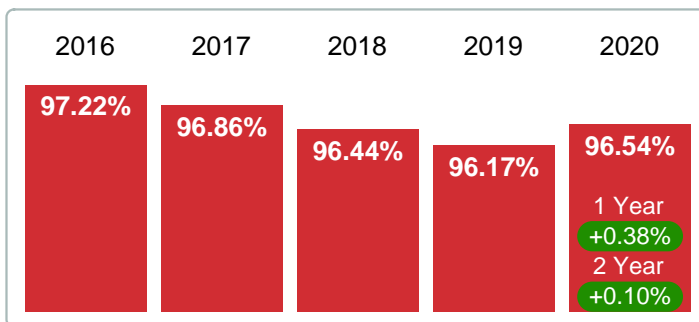
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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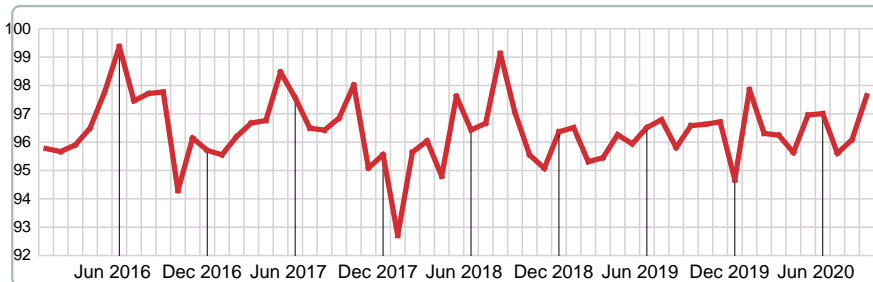
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

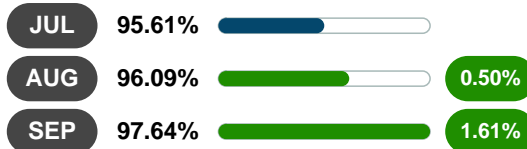


3 MONTHS

5 year SEP AVG = 97.18%

High Jun 2016 99.37% Low Jan 2018 92.71%

Average Sold/List Ratio this month at **97.64%**
above the 5 yr SEP average of **97.18%**



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
\$40,000 and less	9	9.38%	97.33%	97.99%	95.99%	0.00%	0.00%
\$40,001 - \$60,000	9	9.38%	95.96%	97.83%	92.22%	0.00%	0.00%
\$60,001 - \$90,000	16	16.67%	94.70%	88.81%	99.52%	97.33%	0.00%
\$90,001 - \$150,000	25	26.04%	98.11%	92.54%	99.63%	96.86%	0.00%
\$150,001 - \$200,000	15	15.63%	99.17%	91.67%	99.11%	100.31%	0.00%
\$200,001 - \$260,000	13	13.54%	100.68%	108.51%	98.07%	99.94%	0.00%
\$260,001 and up	9	9.38%	96.59%	97.25%	97.49%	94.88%	100.08%
Average Sold/List Ratio		97.60%		95.39%	98.53%	98.26%	100.08%
Total Closed Units		96	100%	26	42	26	2
Total Closed Volume		13,813,230		2.36M	5.21M	5.55M	694.75K

September 2020

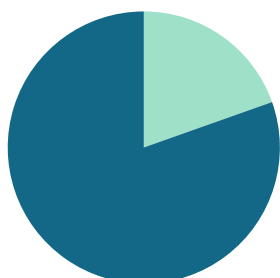
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

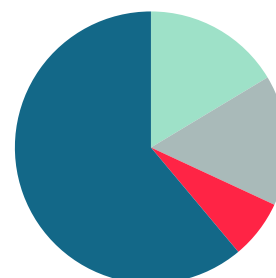


Inventory
 New Listings
112 = 19.58%
 Start Inventory
460
 Total Inventory Units
572
 Volume
\$88,584,605

Market Activity

Closed Sales
96 = 16.38%
 Pending Sales
91 = 15.53%
 Other Off Market
41 = 7.00%
 Active Inventory
358 = 61.09%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	92	96	4.35%	800	728	-9.00%
Pending Sales	84	91	8.33%	768	796	3.65%
New Listings	127	112	-11.81%	1,460	1,188	-18.63%
Average List Price	136,996	147,475	7.65%	139,714	153,402	9.80%
Average Sale Price	133,209	143,888	8.02%	134,496	148,468	10.39%
Average Percent of Selling Price to List Price	96.58%	97.64%	1.10%	96.17%	96.54%	0.38%
Average Days on Market to Sale	43.36	35.80	-17.43%	46.80	37.11	-20.72%
Monthly Inventory	580	358	-38.28%	580	358	-38.28%
Months Supply of Inventory	6.97	4.38	-37.21%	6.97	4.38	-37.21%

Absorption: Last 12 months, an Average of **82** Sales/Month

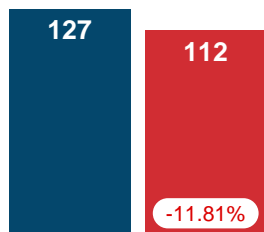
Inventory on September 30, 2020 = **358**

2019 **2020**

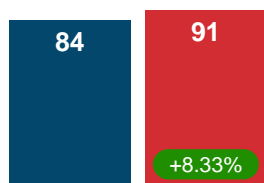
SEPTEMBER MARKET

AVERAGE PRICES

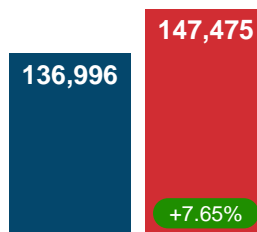
New Listings



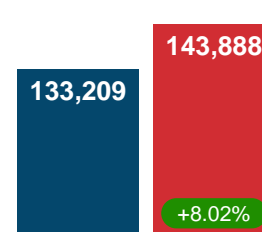
Pending Listings



List Price



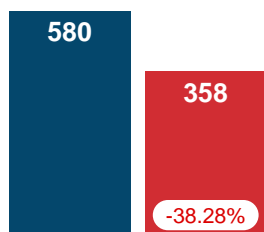
Sale Price



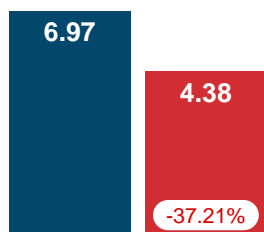
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

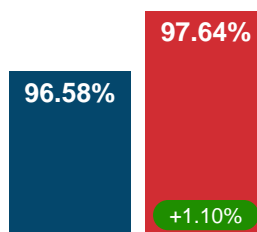
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

