



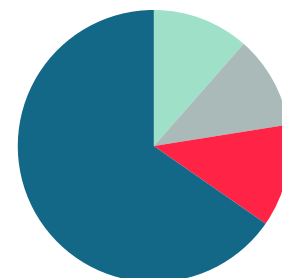
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

| Compared Metrics | December | | |
|--|----------|---------|---------|
| | 2017 | 2018 | +/-% |
| Closed Listings | 63 | 49 | -22.22% |
| Pending Listings | 44 | 47 | 6.82% |
| New Listings | 68 | 80 | 17.65% |
| Average List Price | 172,514 | 185,204 | 7.36% |
| Average Sale Price | 164,396 | 179,911 | 9.44% |
| Average Percent of Selling Price to List Price | 95.19% | 96.25% | 1.11% |
| Average Days on Market to Sale | 56.68 | 47.80 | -15.68% |
| End of Month Inventory | 263 | 279 | 6.08% |
| Months Supply of Inventory | 4.00 | 4.57 | 14.34% |



■ Closed (11.48%)
■ Pending (11.01%)
■ Other OffMarket (12.18%)
■ Active (65.34%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of December 31, 2018 = **279**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2018 rose **6.08%** to 279 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **4.57** 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 **9.44%** in December 2018 to \$179,911 versus the previous year at \$164,396.

Average Days on Market Shortens

The average number of **47.80** days that homes spent on the market before selling decreased by 8.89 days or **15.68%** in December 2018 compared to last year's same month at **56.68** DOM.

Sales Success for December 2018 is Positive

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

There were 80 New Listings in December 2018, up **17.65%** from last year at 68. Furthermore, there were 49 Closed Listings this month versus last year at 63, a **-22.22%** decrease.

Closed versus Listed trends yielded a **61.3%** ratio, down from previous year's, December 2017, at **92.6%**, a **33.89%** downswing. This will certainly create pressure on an increasing 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

December 2018



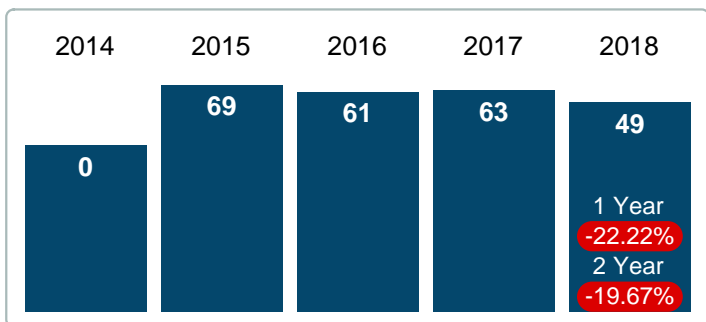
Area Delimited by County Of Washington - Residential Property Type



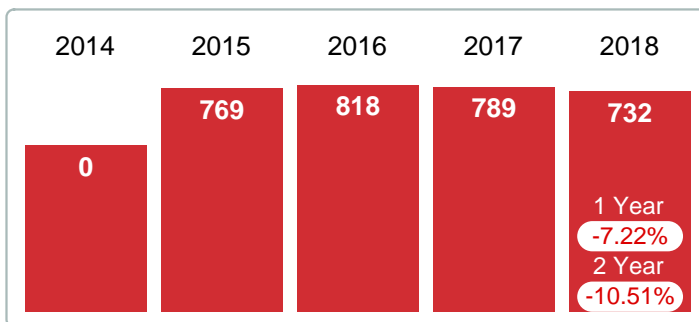
CLOSED LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

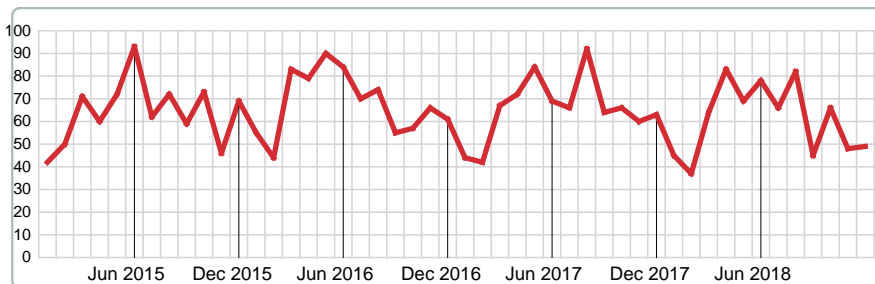
DECEMBER



YEAR TO DATE (YTD)

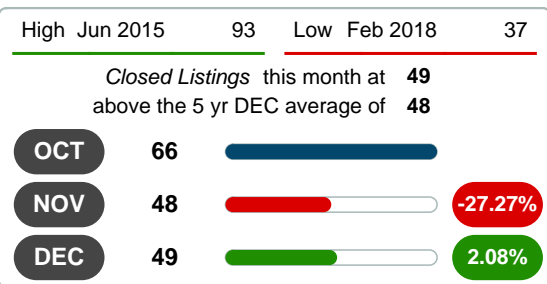


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$50,000 and less | 4 | 8.16% | 42.3 | 3 | 1 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 8.16% | 42.3 | 1 | 3 | 0 | 0 |
| \$75,001 - \$100,000 | 5 | 10.20% | 15.8 | 1 | 3 | 1 | 0 |
| \$100,001 - \$150,000 | 13 | 26.53% | 51.2 | 2 | 8 | 3 | 0 |
| \$150,001 - \$200,000 | 11 | 22.45% | 46.5 | 0 | 6 | 5 | 0 |
| \$200,001 - \$275,000 | 7 | 14.29% | 79.4 | 0 | 3 | 4 | 0 |
| \$275,001 and up | 5 | 10.20% | 38.6 | 0 | 1 | 4 | 0 |
| Total Closed Units | 49 | | | 7 | 25 | 17 | 0 |
| Total Closed Volume | 8,815,657 | 100% | 47.8 | 482.40K | 3.82M | 4.51M | 0.00B |
| Average Closed Price | \$179,911 | | | \$68,914 | \$152,926 | \$265,300 | \$0 |

December 2018



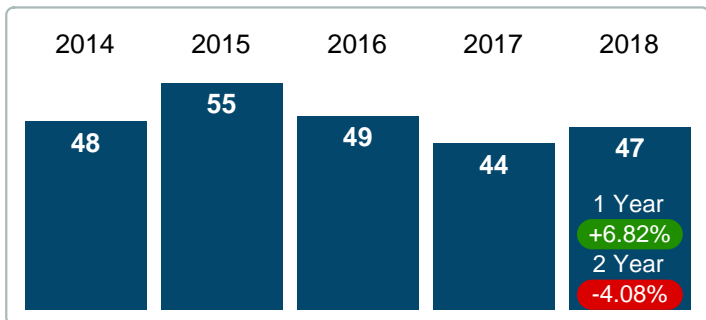
Area Delimited by County Of Washington - Residential Property Type



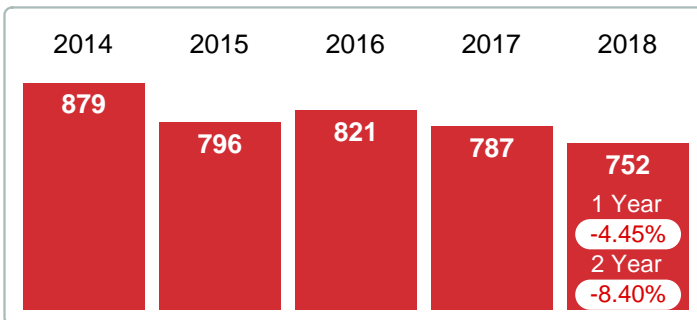
PENDING LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

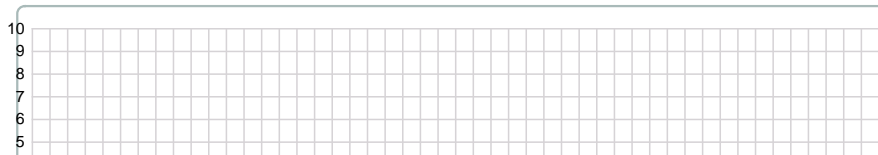
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 49

High Dec 2018: 0 | Low Dec 2018: 0

Pending Listings this month at **47**
 below the 5 yr DEC average of **49**

- OCT: 0
- NOV: 0 (nan%)
- DEC: 0 (nan%)

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------------|-------------|-------------|-----------------|-----------------|------------------|------------------|
| \$20,000 and less | 2 | 4.26% | 28.0 | 1 | 1 | 0 | 0 |
| \$20,001 - \$50,000 | 5 | 10.64% | 67.2 | 3 | 2 | 0 | 0 |
| \$50,001 - \$80,000 | 9 | 19.15% | 78.1 | 3 | 6 | 0 | 0 |
| \$80,001 - \$120,000 | 13 | 27.66% | 66.9 | 2 | 10 | 1 | 0 |
| \$120,001 - \$150,000 | 5 | 10.64% | 37.6 | 1 | 2 | 2 | 0 |
| \$150,001 - \$240,000 | 9 | 19.15% | 64.0 | 0 | 3 | 6 | 0 |
| \$240,001 and up | 4 | 8.51% | 129.5 | 0 | 0 | 3 | 1 |
| Total Pending Units | 47 | | | 10 | 24 | 12 | 1 |
| Total Pending Volume | 5,622,000 | 100% | 68.4 | 631.10K | 2.29M | 2.37M | 329.90K |
| Average Listing Price | \$120,136 | | | \$63,110 | \$95,533 | \$197,350 | \$329,900 |

December 2018



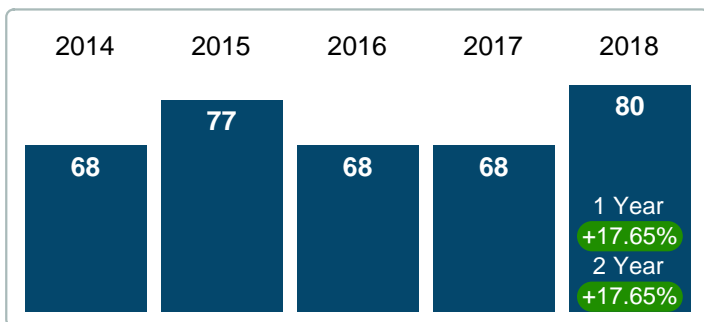
Area Delimited by County Of Washington - Residential Property Type



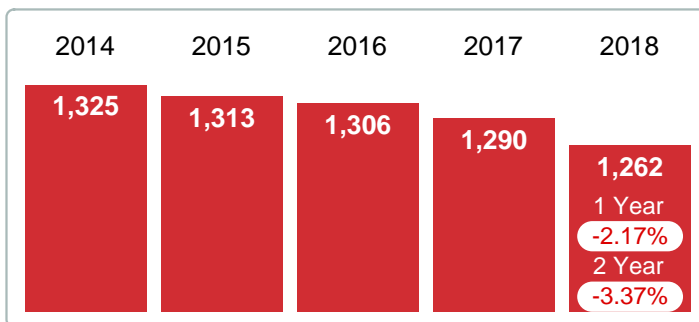
NEW LISTINGS

Report produced on Jul 19, 2023 for MLS Technology Inc.

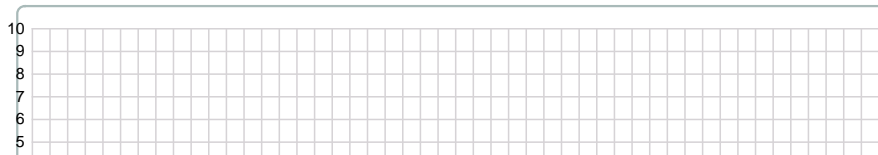
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72

High Dec 2018 0 Low Dec 2018 0

New Listings this month at **80**
above the 5 yr DEC average of **72**

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of New Listings by Price Range

%

| Price Range | Count | % |
|-----------------------|-------|--------|
| \$50,000 and less | 4 | 5.00% |
| \$50,001 - \$75,000 | 11 | 13.75% |
| \$75,001 - \$100,000 | 13 | 16.25% |
| \$100,001 - \$150,000 | 13 | 16.25% |
| \$150,001 - \$225,000 | 20 | 25.00% |
| \$225,001 - \$325,000 | 11 | 13.75% |
| \$325,001 and up | 8 | 10.00% |

| | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 0 | 4 | 0 | 0 |
| \$50,001 - \$75,000 | 3 | 7 | 1 | 0 |
| \$75,001 - \$100,000 | 6 | 6 | 1 | 0 |
| \$100,001 - \$150,000 | 2 | 7 | 4 | 0 |
| \$150,001 - \$225,000 | 0 | 7 | 13 | 0 |
| \$225,001 - \$325,000 | 0 | 1 | 9 | 1 |
| \$325,001 and up | 0 | 2 | 4 | 2 |
| Total | 11 | 34 | 32 | 3 |
| Total New Listed Volume | 916.29K | 4.33M | 7.16M | 1.04M |
| Average New Listed Listing Price | \$83,299 | \$127,421 | \$223,619 | \$348,300 |

| | | |
|----------------------------------|------------|------|
| Total New Listed Units | 80 | |
| Total New Listed Volume | 13,449,290 | 100% |
| Average New Listed Listing Price | \$151,784 | |

December 2018



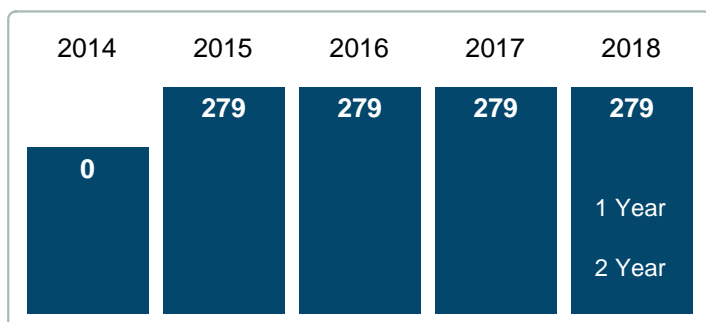
Area Delimited by County Of Washington - Residential Property Type



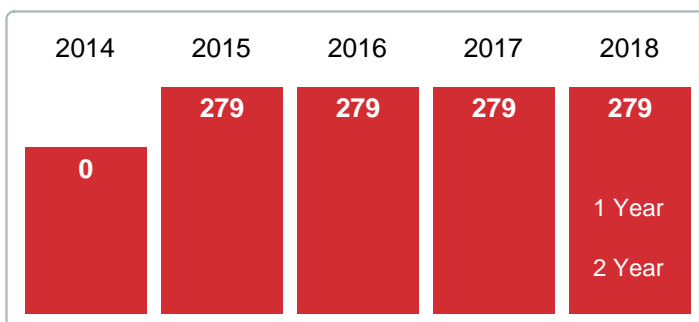
ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 223

High Dec 2018 279 Low Dec 2018 279

Inventory this month at 279
above the 5 yr DEC average of 223

OCT 279
NOV 279
DEC 279

0.00%
0.00%

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 22 | 7.89% | 111.7 | 8 | 13 | 1 | 0 |
| \$50,001 - \$75,000 | 37 | 13.26% | 74.8 | 12 | 23 | 2 | 0 |
| \$75,001 - \$100,000 | 38 | 13.62% | 78.9 | 12 | 19 | 7 | 0 |
| \$100,001 - \$150,000 | 49 | 17.56% | 88.4 | 3 | 34 | 12 | 0 |
| \$150,001 - \$250,000 | 72 | 25.81% | 79.1 | 0 | 29 | 40 | 3 |
| \$250,001 - \$325,000 | 29 | 10.39% | 85.8 | 1 | 5 | 17 | 6 |
| \$325,001 and up | 32 | 11.47% | 87.4 | 0 | 7 | 18 | 7 |
| Total Active Inventory by Units | 279 | | | 36 | 130 | 97 | 16 |
| Total Active Inventory by Volume | 49,749,536 | 100% | 84.4 | 2.64M | 18.07M | 23.11M | 5.92M |
| Average Active Inventory Listing Price | \$178,314 | | | \$73,376 | \$139,033 | \$238,289 | \$369,975 |

December 2018



Area Delimited by County Of Washington - Residential Property Type



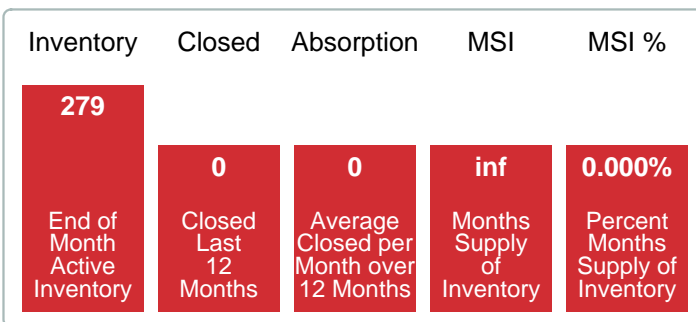
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 19, 2023 for MLS Technology Inc.

MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

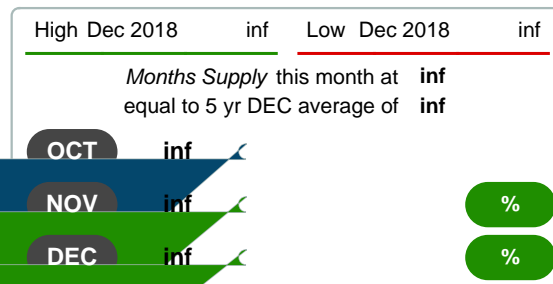


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



| Distribution of Active Inventory by Price Range and MSI | | | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|----|------|--------|------|-------|----------|--------|--------|---------|
| \$50,000 and less | 22 | | 7.89% | 2.34 | 2.82 | 2.23 | 1.71 | 0.00 | |
| \$50,001 - \$70,000 | 35 | | 12.54% | 6.46 | 13.20 | 5.18 | 8.00 | 0.00 | |
| \$70,001 - \$110,000 | 49 | | 17.56% | 3.59 | 7.64 | 2.60 | 6.00 | 0.00 | |
| \$110,001 - \$170,000 | 68 | | 24.37% | 4.41 | 3.43 | 4.38 | 4.84 | 2.00 | |
| \$170,001 - \$250,000 | 44 | | 15.77% | 4.40 | 0.00 | 3.83 | 5.06 | 4.00 | |
| \$250,001 - \$330,000 | 31 | | 11.11% | 8.09 | 12.00 | 5.00 | 8.31 | 12.00 | |
| \$330,001 and up | 30 | | 10.75% | 9.23 | 0.00 | 16.80 | 6.80 | 18.00 | |
| Market Supply of Inventory (MSI) | | 4.57 | | | 5.61 | 3.71 | 5.68 | 6.40 | |
| Total Active Inventory by Units | | 279 | 100% | 4.57 | 36 | 130 | 97 | 16 | |

December 2018



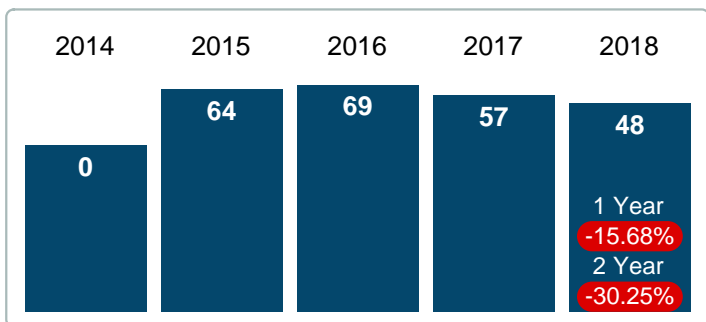
Area Delimited by County Of Washington - Residential Property Type



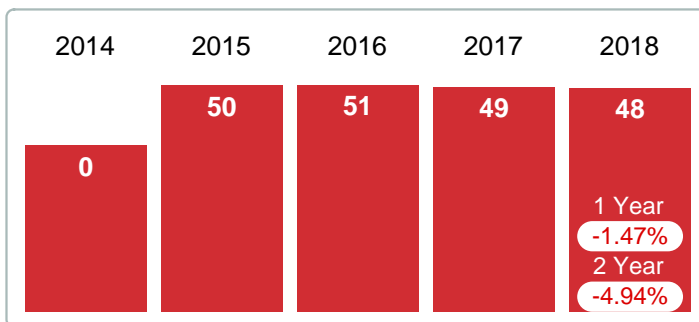
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 19, 2023 for MLS Technology Inc.

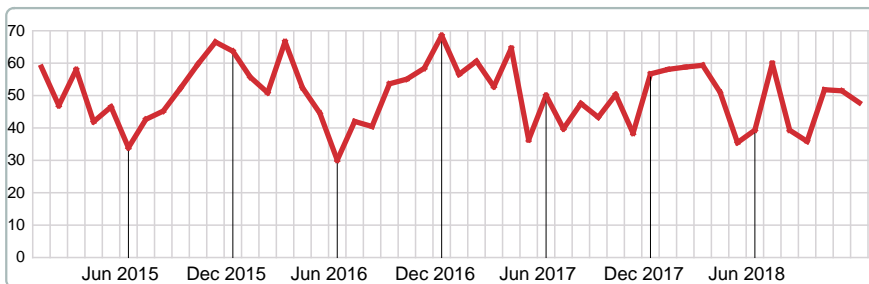
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 48 above the 5 yr DEC average of 47



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 | |
|---|-------------|------------------|----------------|--------------|--------------|--------------|----------|
| \$50,000 and less | 8.16% | 42 | 48 | 24 | 0 | 0 | |
| \$50,001 - \$75,000 | 8.16% | 42 | 80 | 30 | 0 | 0 | |
| \$75,001 - \$100,000 | 10.20% | 16 | 33 | 10 | 15 | 0 | |
| \$100,001 - \$150,000 | 26.53% | 51 | 33 | 66 | 23 | 0 | |
| \$150,001 - \$200,000 | 22.45% | 46 | 0 | 31 | 65 | 0 | |
| \$200,001 - \$275,000 | 14.29% | 79 | 0 | 84 | 76 | 0 | |
| \$275,001 and up | 10.20% | 39 | 0 | 17 | 44 | 0 | |
| Average Closed DOM | | 48 | | 46 | 45 | 52 | 0 |
| Total Closed Units | 100% | 48 | 7 | 25 | 17 | 0 | |
| Total Closed Volume | | 8,815,657 | 482.40K | 3.82M | 4.51M | 0.00B | |

December 2018



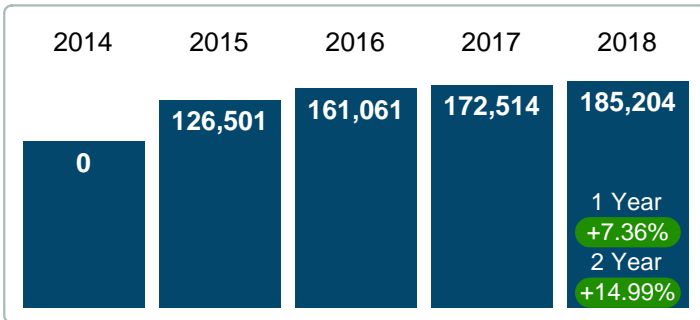
Area Delimited by County Of Washington - Residential Property Type



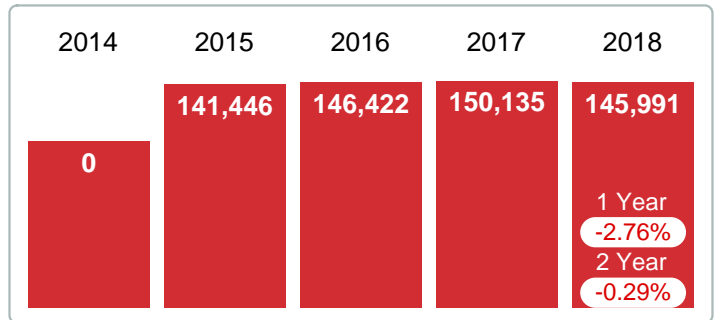
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

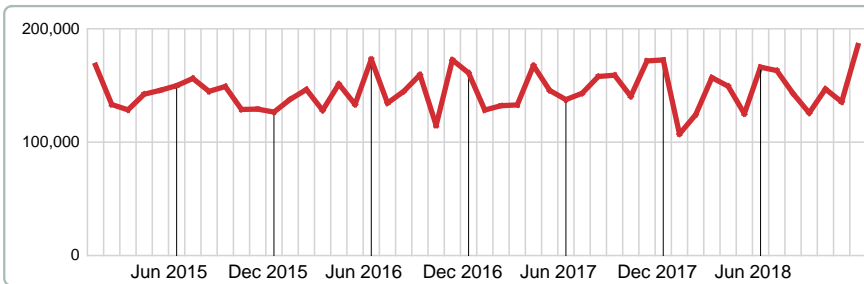
DECEMBER



YEAR TO DATE (YTD)

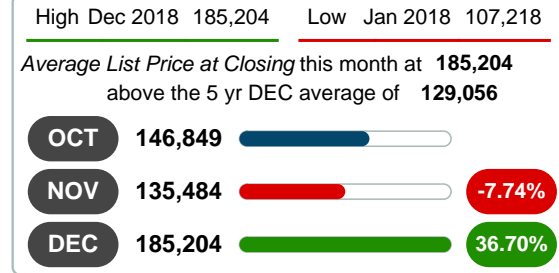


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 129,056



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 |
|--|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less 4 | 8.16% | 41,050 | 41,433 | 39,900 | 0 | 0 |
| \$50,001 - \$75,000 3 | 6.12% | 65,133 | 78,000 | 71,133 | 0 | 0 |
| \$75,001 - \$100,000 5 | 10.20% | 89,520 | 86,000 | 97,333 | 93,600 | 0 |
| \$100,001 - \$150,000 12 | 24.49% | 122,258 | 109,000 | 125,513 | 146,300 | 0 |
| \$150,001 - \$200,000 13 | 26.53% | 169,608 | 0 | 168,250 | 176,300 | 0 |
| \$200,001 - \$275,000 7 | 14.29% | 245,543 | 0 | 244,000 | 246,700 | 0 |
| \$275,001 and up 5 | 10.20% | 575,400 | 0 | 699,000 | 544,500 | 0 |
| Average List Price | | 185,204 | 72,329 | 159,596 | 269,341 | 0 |
| Total Closed Units | 100% | 185,204 | 7 | 25 | 17 | |
| Total Closed Volume | | 9,074,999 | 506.30K | 3.99M | 4.58M | 0.00B |

December 2018



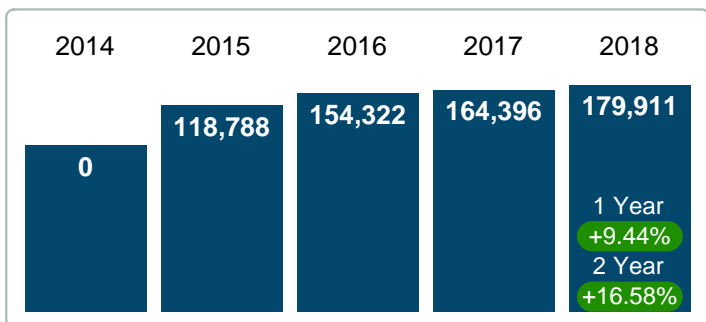
Area Delimited by County Of Washington - Residential Property Type



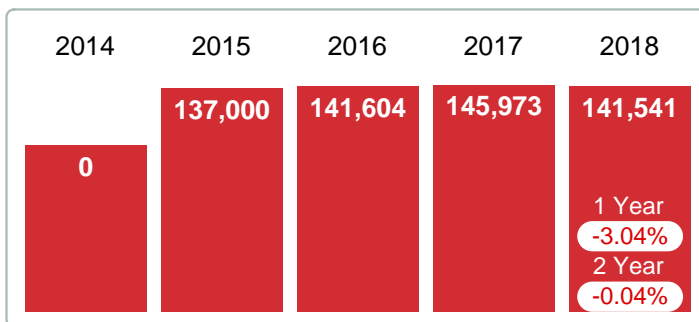
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 19, 2023 for MLS Technology Inc.

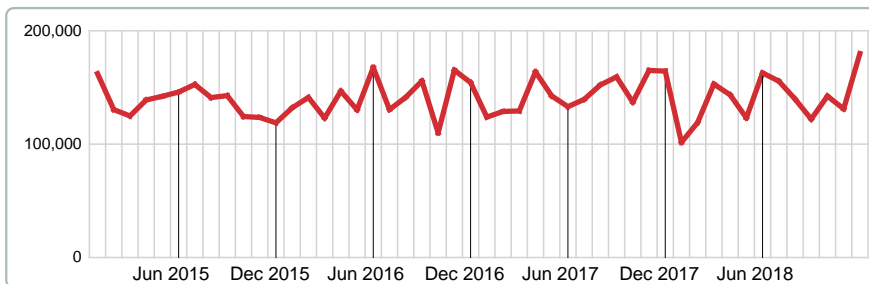
DECEMBER



YEAR TO DATE (YTD)

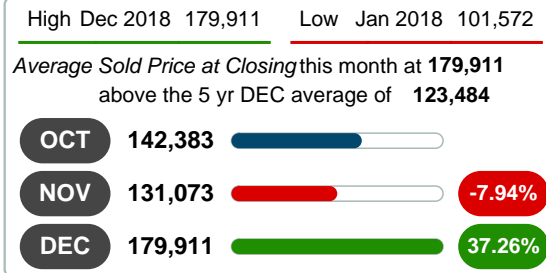


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123,484



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 |
|--|-------------|------------------|----------------|----------------|----------------|--------------|
| \$50,000 and less | 8.16% | 36,950 | 37,933 | 34,000 | 0 | 0 |
| \$50,001 - \$75,000 | 8.16% | 65,500 | 73,000 | 63,000 | 0 | 0 |
| \$75,001 - \$100,000 | 10.20% | 88,351 | 80,000 | 87,752 | 98,500 | 0 |
| \$100,001 - \$150,000 | 26.53% | 125,431 | 107,800 | 122,688 | 144,500 | 0 |
| \$150,001 - \$200,000 | 22.45% | 168,955 | 0 | 165,900 | 172,620 | 0 |
| \$200,001 - \$275,000 | 14.29% | 236,429 | 0 | 232,667 | 239,250 | 0 |
| \$275,001 and up | 10.20% | 564,000 | 0 | 662,000 | 539,500 | 0 |
| Average Sold Price | | 179,911 | 68,914 | 152,926 | 265,300 | 0 |
| Total Closed Units | 100% | 179,911 | 7 | 25 | 17 | |
| Total Closed Volume | | 8,815,657 | 482.40K | 3.82M | 4.51M | 0.00B |

December 2018



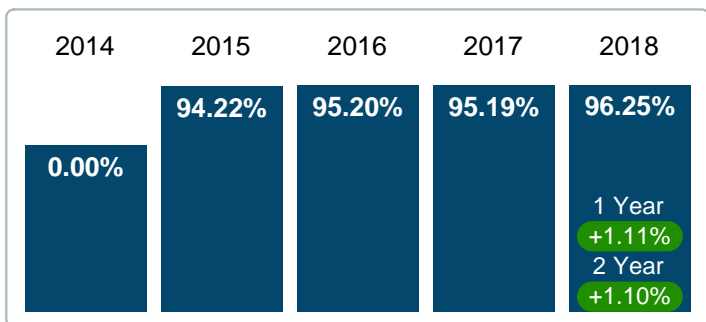
Area Delimited by County Of Washington - Residential Property Type



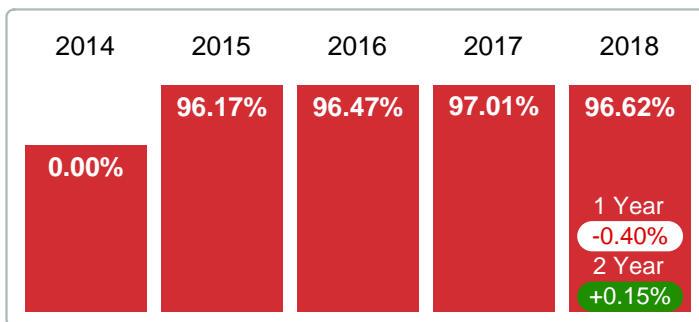
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 19, 2023 for MLS Technology Inc.

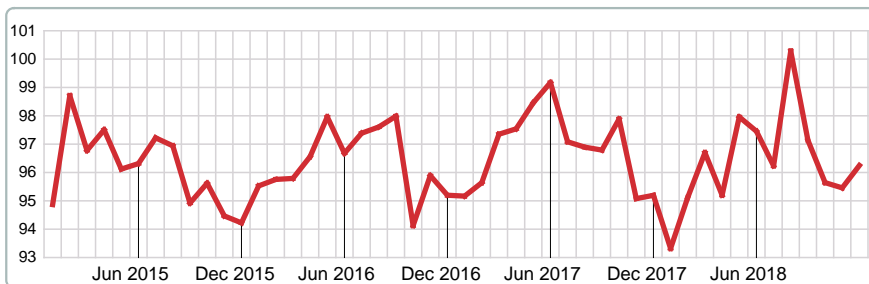
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

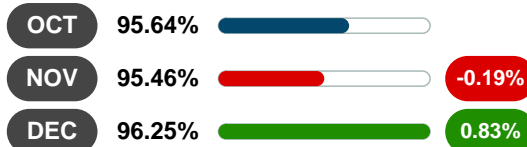


3 MONTHS

5 year DEC AVG = 76.17%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.25%**
above the 5 yr DEC average of **76.17%**



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 |
|--|----|-----------|---------|----------|--------|---------|---------|
| \$50,000 and less | 4 | 8.16% | 88.23% | 89.23% | 85.21% | 0.00% | 0.00% |
| \$50,001 - \$75,000 | 4 | 8.16% | 90.67% | 93.59% | 89.70% | 0.00% | 0.00% |
| \$75,001 - \$100,000 | 5 | 10.20% | 94.74% | 93.02% | 91.82% | 105.24% | 0.00% |
| \$100,001 - \$150,000 | 13 | 26.53% | 98.47% | 99.26% | 98.15% | 98.80% | 0.00% |
| \$150,001 - \$200,000 | 11 | 22.45% | 98.33% | 0.00% | 98.74% | 97.84% | 0.00% |
| \$200,001 - \$275,000 | 7 | 14.29% | 96.35% | 0.00% | 95.45% | 97.01% | 0.00% |
| \$275,001 and up | 5 | 10.20% | 98.14% | 0.00% | 94.71% | 99.00% | 0.00% |
| Average Sold/List Ratio | | 96.20% | | 93.26% | 95.54% | 98.52% | 0.00% |
| Total Closed Units | | 49 | 100% | 7 | 25 | 17 | |
| Total Closed Volume | | 8,815,657 | | 482.40K | 3.82M | 4.51M | 0.00B |

December 2018



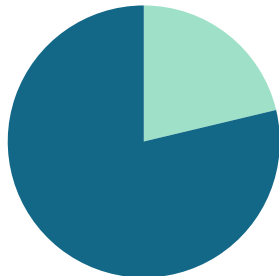
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

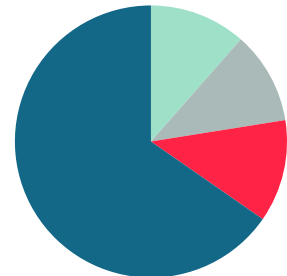


Inventory
 New Listings
80 = 21.28%
 Start Inventory
296
 Total Inventory Units
376
 Volume
\$64,561,709

Market Activity

Closed Sales
49 = 11.48%
 Pending Sales
47 = 11.01%
 Other Off Market
52 = 12.18%
 Active Inventory
279 = 65.34%

MARKET ACTIVITY



| Compared Metrics | December | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|--------|
| | 2017 | 2018 | +/-% | 2017 | 2018 | +/-% |
| Closed Sales | 63 | 49 | -22.22% | 789 | 732 | -7.22% |
| Pending Sales | 44 | 47 | 6.82% | 787 | 752 | -4.45% |
| New Listings | 68 | 80 | 17.65% | 1,290 | 1,262 | -2.17% |
| Average List Price | 172,514 | 185,204 | 7.36% | 150,135 | 145,991 | -2.76% |
| Average Sale Price | 164,396 | 179,911 | 9.44% | 145,973 | 141,541 | -3.04% |
| Average Percent of Selling Price to List Price | 95.19% | 96.25% | 1.11% | 97.01% | 96.62% | -0.40% |
| Average Days on Market to Sale | 56.68 | 47.80 | -15.68% | 49.03 | 48.31 | -1.47% |
| Monthly Inventory | 263 | 279 | 6.08% | 263 | 279 | 6.08% |
| Months Supply of Inventory | 4.00 | 4.57 | 14.34% | 4.00 | 4.57 | 14.34% |

Absorption: Last 12 months, an Average of **61** Sales/Month

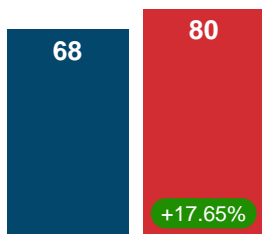
Inventory on December 31, 2018 = **279**

2017 **2018**

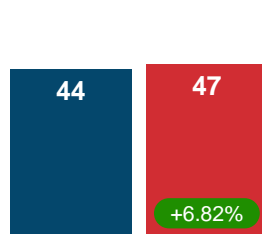
DECEMBER MARKET

AVERAGE PRICES

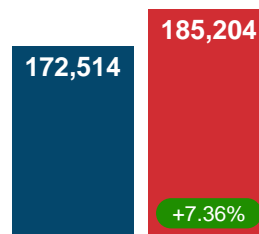
New Listings



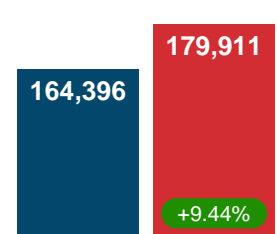
Pending Listings



List Price



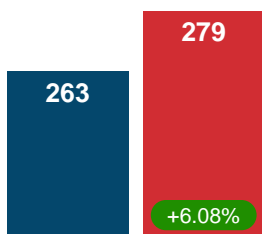
Sale Price



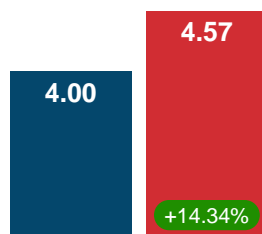
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

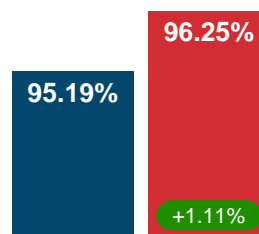
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

