

December 2018



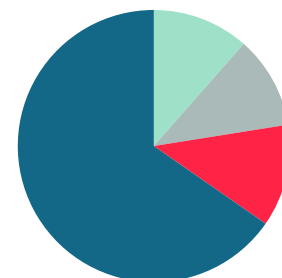
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	145,000	154,000	6.21%
Median Sale Price	142,000	149,000	4.93%
Median Percent of Selling Price to List Price	97.04%	97.40%	0.37%
Median Days on Market to Sale	59.00	37.00	-37.29%
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.

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 **4.93%** in December 2018 to \$149,000 versus the previous year at \$142,000.

Median Days on Market Shortens

The median number of **37.00** days that homes spent on the market before selling decreased by 22.00 days or **37.29%** in December 2018 compared to last year's same month at **59.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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.

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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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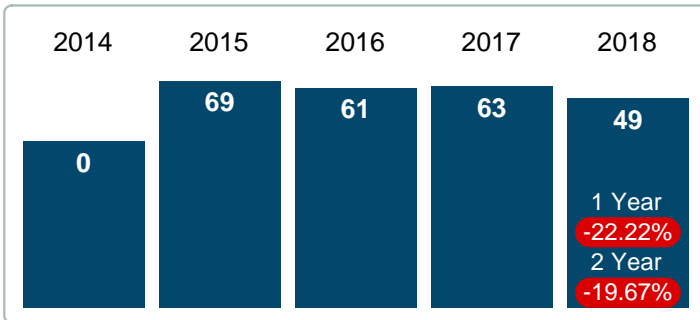
Area Delimited by County Of Washington - Residential Property Type



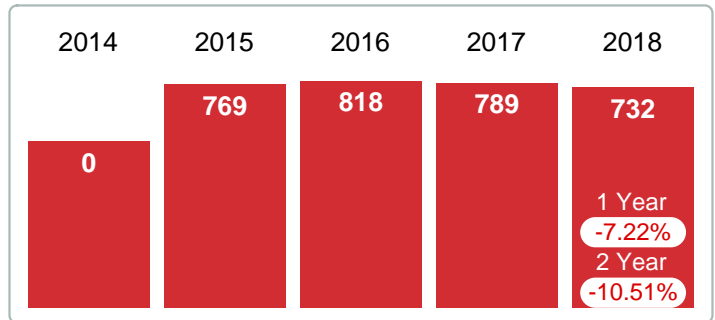
CLOSED LISTINGS

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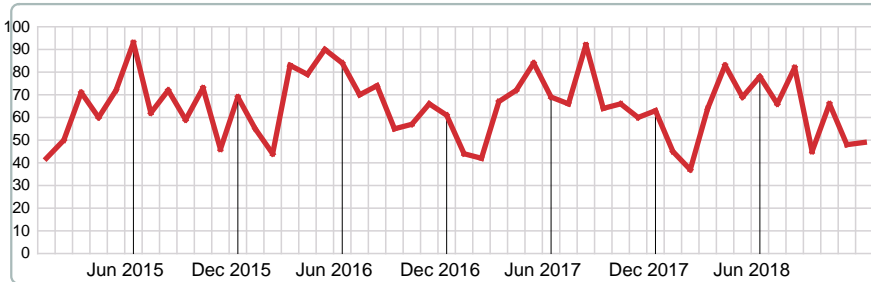
DECEMBER



YEAR TO DATE (YTD)

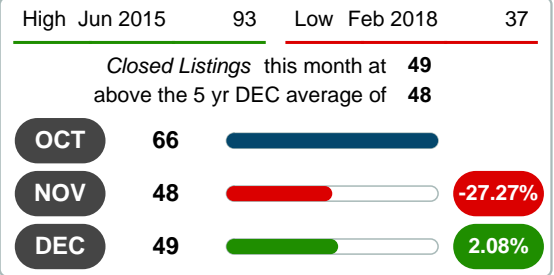


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 48



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.16%	45.5	3	1	0	0
\$50,001 - \$90,000	7	14.29%	16.0	2	5	0	0
\$90,001 - \$120,000	7	14.29%	15.0	2	4	1	0
\$120,001 - \$160,000	13	26.53%	49.0	0	8	5	0
\$160,001 - \$210,000	7	14.29%	31.0	0	3	4	0
\$210,001 - \$270,000	6	12.24%	80.0	0	3	3	0
\$270,001 and up	5	10.20%	17.0	0	1	4	0
Total Closed Units	49			7	25	17	0
Total Closed Volume	8,815,657	100%	37.0	482.40K	3.82M	4.51M	0.00B
Median Closed Price	\$149,000			\$73,000	\$129,500	\$193,000	\$0

December 2018



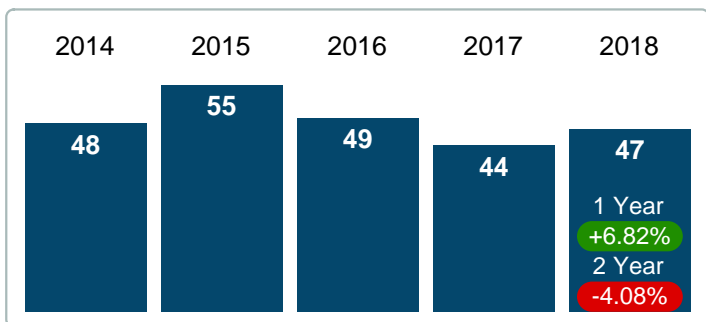
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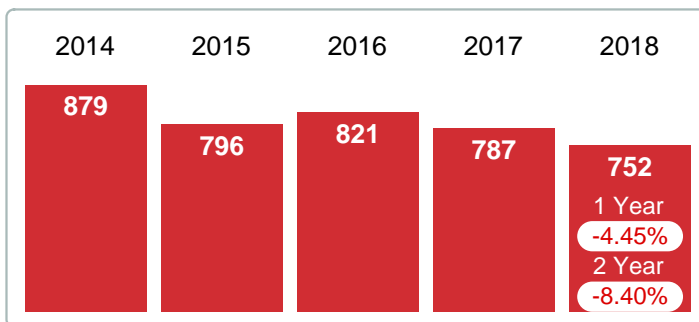
PENDING LISTINGS

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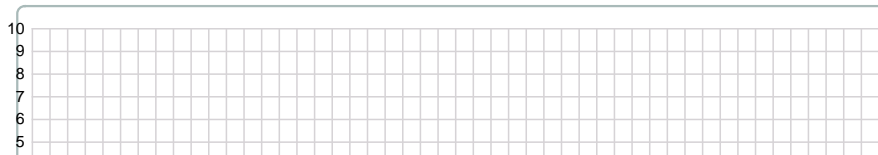
DECEMBER



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
 DEC: 0

nan%
 nan%

Distribution of Pending Listings by Price Range		%	MDOM	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%	48.0	3	2	0	0
\$50,001 - \$80,000	9	19.15%	54.0	3	6	0	0
\$80,001 - \$120,000	13	27.66%	51.0	2	10	1	0
\$120,001 - \$150,000	5	10.64%	28.0	1	2	2	0
\$150,001 - \$240,000	9	19.15%	45.0	0	3	6	0
\$240,001 and up	4	8.51%	125.0	0	0	3	1
Total Pending Units	47			10	24	12	1
Total Pending Volume	5,622,000	100%	51.0	631.10K	2.29M	2.37M	329.90K
Median Listing Price	\$109,900			\$62,450	\$100,400	\$206,000	\$329,900

December 2018



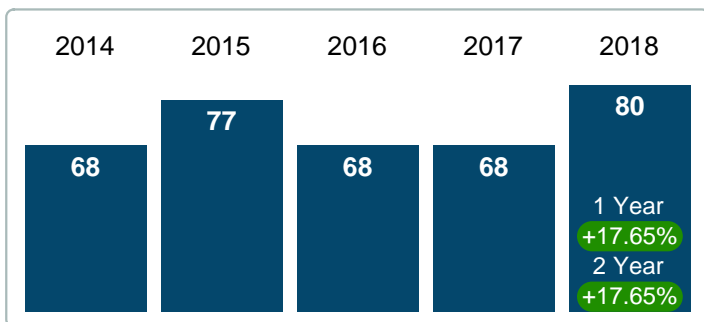
Area Delimited by County Of Washington - Residential Property Type



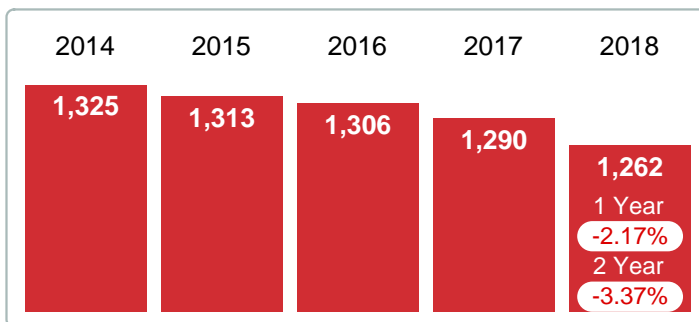
NEW LISTINGS

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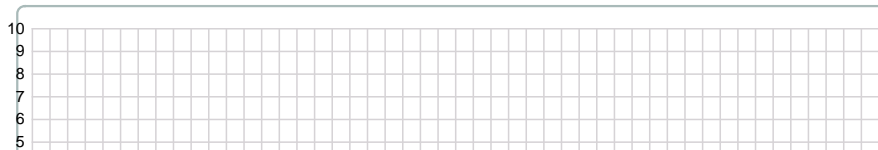
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72

High Dec 2018 0 Low Dec 2018 0

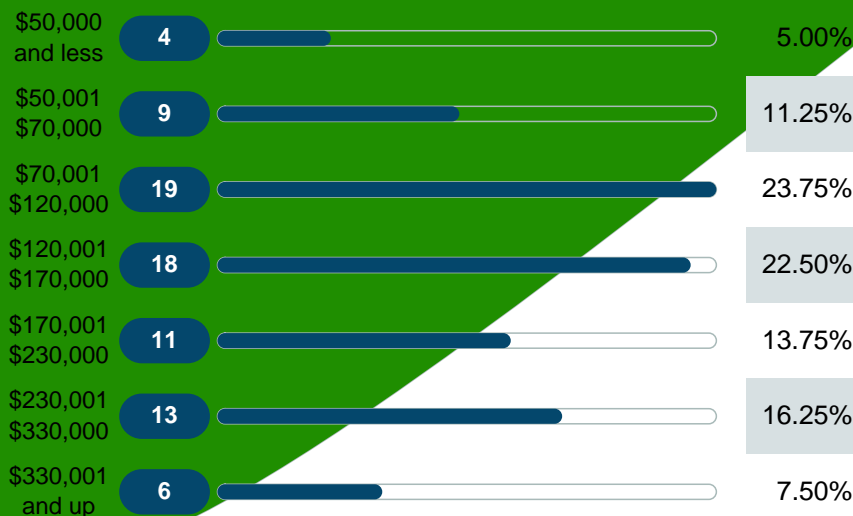
New Listings this month at **80**
above the 5 yr DEC average of **72**

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	4	0	0
\$50,001 - \$70,000	3	5	1	0
\$70,001 - \$120,000	6	12	1	0
\$120,001 - \$170,000	2	6	10	0
\$170,001 - \$230,000	0	4	7	0
\$230,001 - \$330,000	0	1	10	2
\$330,001 and up	0	2	3	1
Total	11	34	32	3
Total New Listed Volume	916.29K	4.33M	7.16M	1.04M
Median New Listed Listing Price	\$79,000	\$104,200	\$207,250	\$330,000

Total New Listed Units	80	
Total New Listed Volume	13,449,290	100%
Median New Listed Listing Price	\$138,950	

December 2018



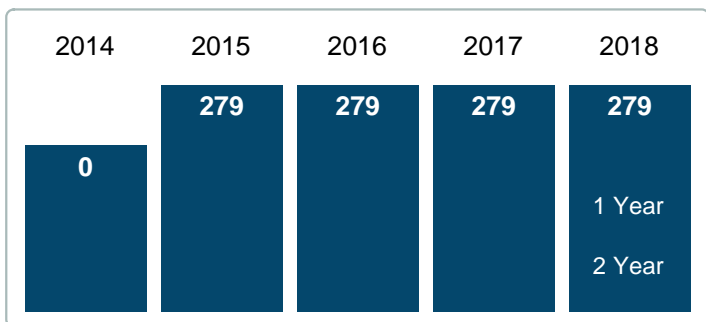
Area Delimited by County Of Washington - Residential Property Type



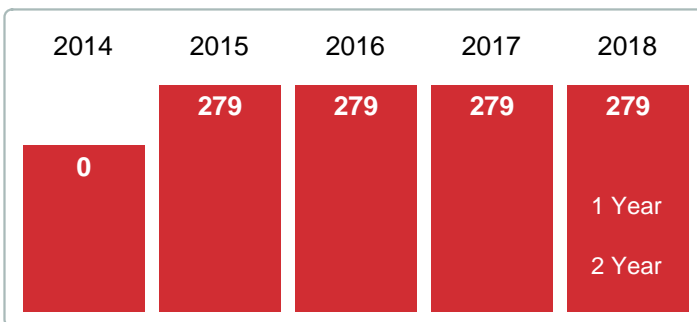
ACTIVE INVENTORY

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		0.00%
DEC	279		0.00%

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	22	7.89%	87.5	8	13	1	0
\$50,001 - \$70,000	35	12.54%	68.0	11	22	2	0
\$70,001 - \$110,000	49	17.56%	70.0	14	26	9	0
\$110,001 - \$170,000	68	24.37%	72.0	2	42	23	1
\$170,001 - \$250,000	44	15.77%	77.0	0	15	27	2
\$250,001 - \$330,000	31	11.11%	76.0	1	5	18	7
\$330,001 and up	30	10.75%	75.5	0	7	17	6
Total Active Inventory by Units	279			36	130	97	16
Total Active Inventory by Volume	49,749,536	100%	76.0	2.64M	18.07M	23.11M	5.92M
Median Active Inventory Listing Price	\$144,900			\$66,950	\$119,950	\$220,000	\$299,500

December 2018



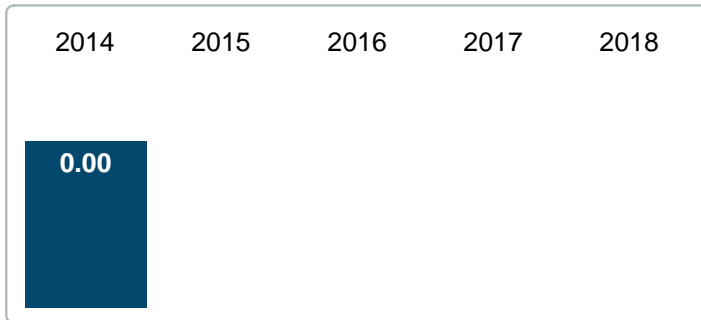
Area Delimited by County Of Washington - Residential Property Type



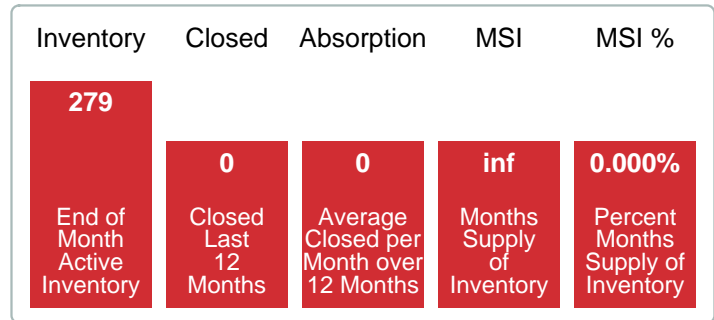
MONTHS SUPPLY of INVENTORY (MSI)

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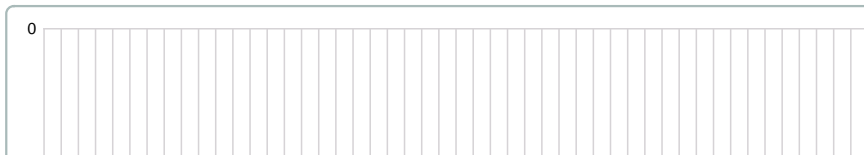
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

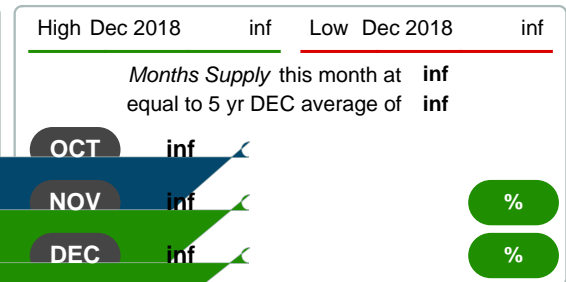


5 YEAR MARKET ACTIVITY TRENDS



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



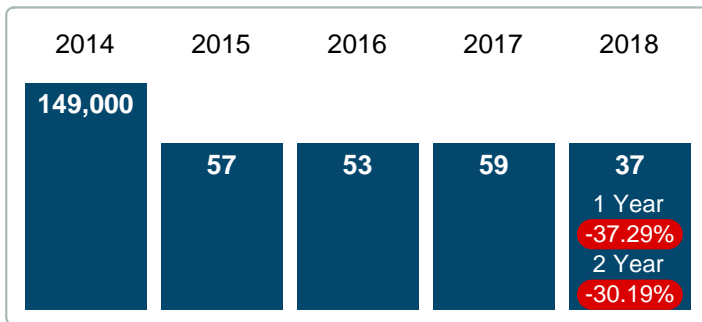
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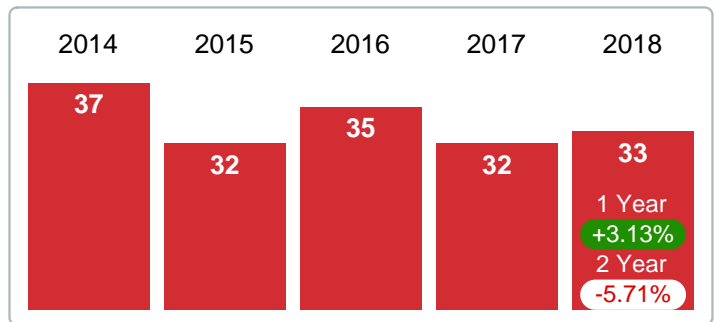
MEDIAN DAYS ON MARKET TO SALE

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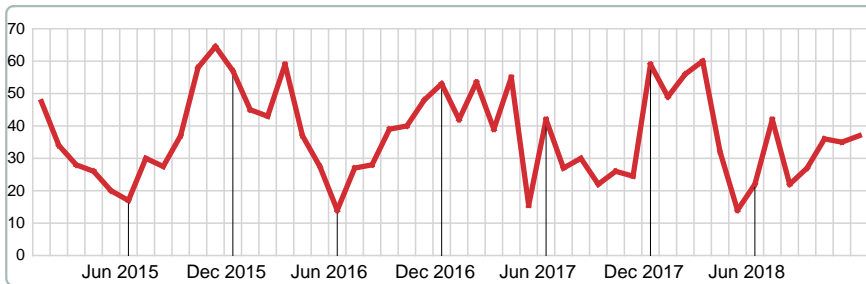
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29,841

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 37 below the 5 yr DEC average of 29,841



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
\$50,000 and less	4	8.16%	46	67	24	0	0
\$50,001 - \$90,000	7	14.29%	16	57	14	0	0
\$90,001 - \$120,000	7	14.29%	15	33	37	15	0
\$120,001 - \$160,000	13	26.53%	49	0	51	37	0
\$160,001 - \$210,000	7	14.29%	31	0	31	31	0
\$210,001 - \$270,000	6	12.24%	80	0	84	76	0
\$270,001 and up	5	10.20%	17	0	17	29	0
Median Closed DOM			37	54	31	37	0
Total Closed Units		100%	49	7	25	17	
Total Closed Volume			8,815,657	482.40K	3.82M	4.51M	0.00B

December 2018



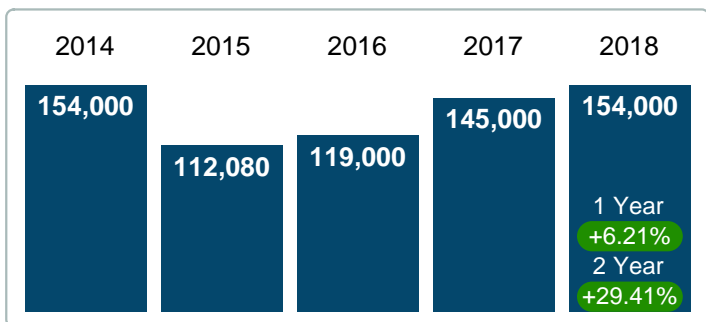
Area Delimited by County Of Washington - Residential Property Type



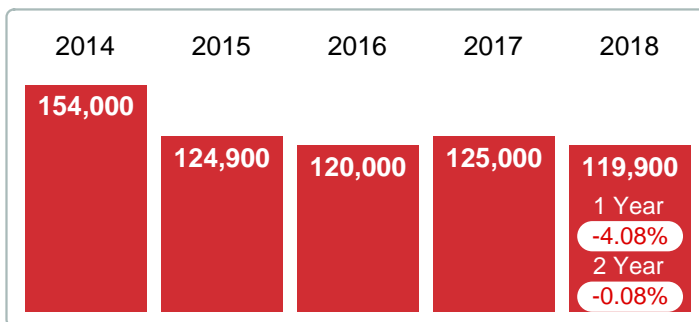
MEDIAN LIST PRICE AT CLOSING

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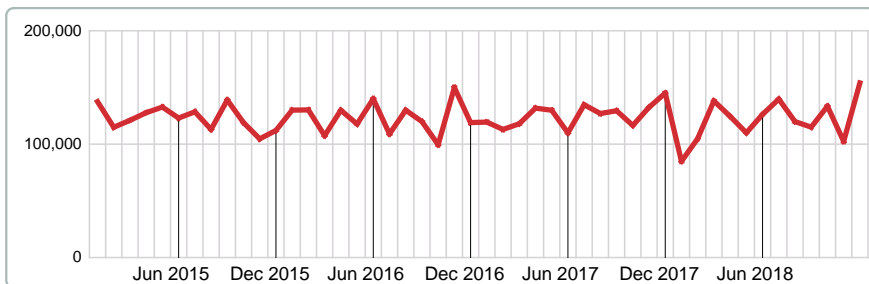
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

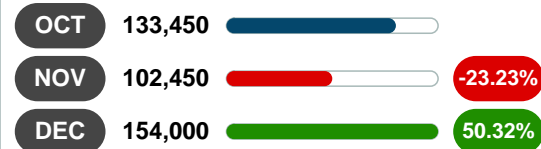


3 MONTHS

5 year DEC AVG = 136,816

High Dec 2018 154,000 Low Jan 2018 84,900

Median List Price at Closing this month at **154,000**
above the 5 yr DEC average of **136,816**



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
\$50,000 and less	4	8.16%	44,700	49,500	39,900	0	0
\$50,001 - \$75,000	3	6.12%	63,500	0	63,500	0	0
\$75,001 - \$100,000	5	10.20%	90,000	86,000	90,000	93,600	0
\$100,001 - \$150,000	12	24.49%	123,950	118,000	115,000	142,450	0
\$150,001 - \$200,000	13	26.53%	172,000	0	159,900	174,750	0
\$200,001 - \$275,000	7	14.29%	247,000	0	247,000	253,450	0
\$275,001 and up	5	10.20%	550,000	0	699,000	450,000	0
Median List Price			154,000	78,000	132,000	193,000	0
Total Closed Units		100%	154,000	7	25	17	
Total Closed Volume			9,074,999	506.30K	3.99M	4.58M	0.00B

December 2018



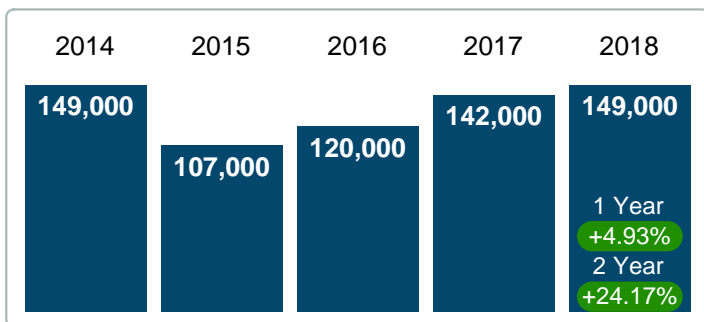
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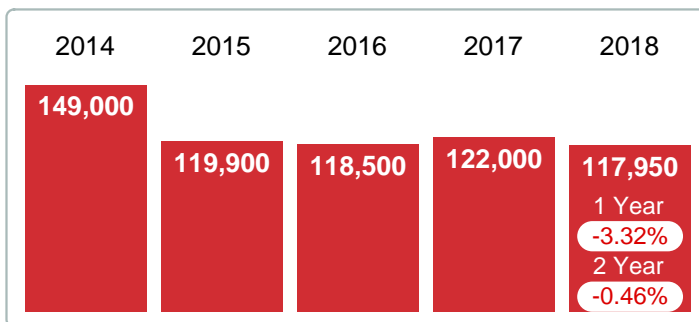
MEDIAN SOLD PRICE AT CLOSING

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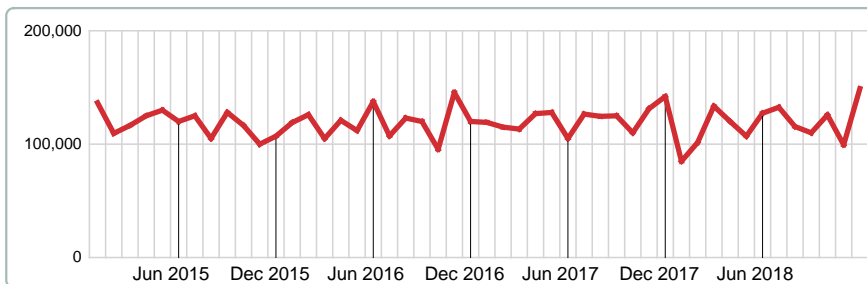
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

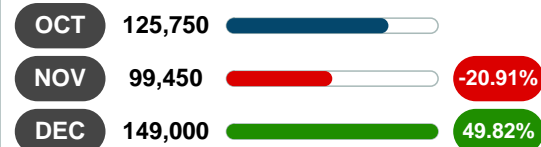


3 MONTHS

5 year DEC AVG = 133,400

High Dec 2018 149,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at 149,000 above the 5 yr DEC average of 133,400



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
\$50,000 and less	8.16%	39,500	45,000	34,000	0	0
\$50,001 - \$90,000	14.29%	73,000	76,500	73,000	0	0
\$90,001 - \$120,000	14.29%	103,600	107,800	106,500	98,500	0
\$120,001 - \$160,000	26.53%	149,000	0	140,500	150,000	0
\$160,001 - \$210,000	14.29%	177,600	0	174,000	185,300	0
\$210,001 - \$270,000	12.24%	245,000	0	225,000	250,000	0
\$270,001 and up	10.20%	532,000	0	662,000	441,000	0
Median Sold Price		149,000	73,000	129,500	193,000	0
Total Closed Units	100%	149,000	7	25	17	
Total Closed Volume		8,815,657	482.40K	3.82M	4.51M	0.00B

December 2018



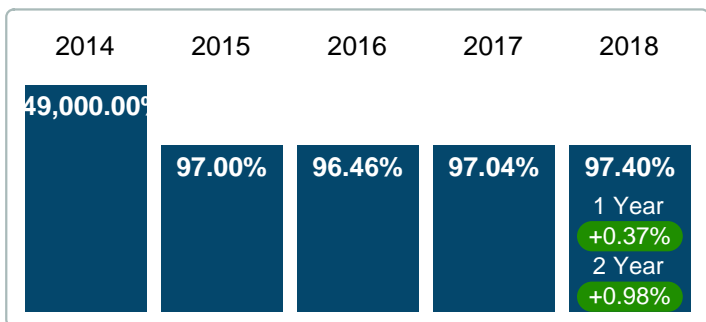
Area Delimited by County Of Washington - Residential Property Type



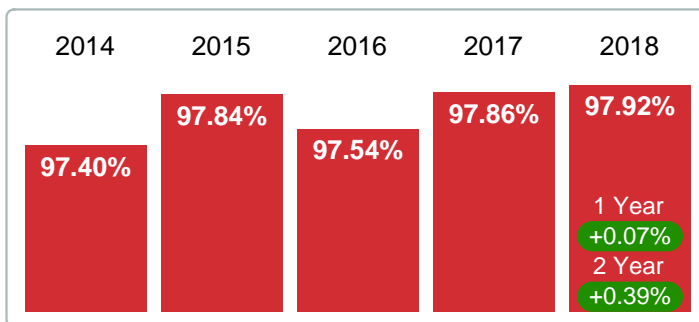
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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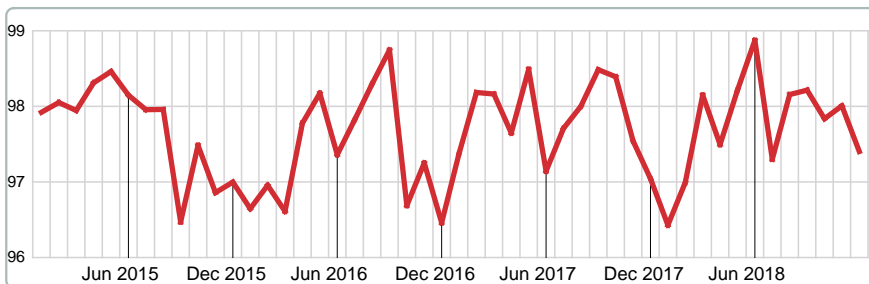
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

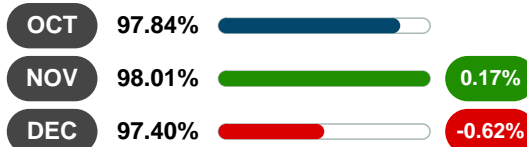


3 MONTHS

5 year DEC AVG = 29,877.58%

High Jun 2018 98.87% Low Jan 2018 96.43%

Median Sold/List Ratio this month at **97.40%**
below the 5 yr DEC average of **29,877.58%**



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
\$50,000 and less	4	8.16%	87.70%	90.18%	85.21%	0.00%	0.00%
\$50,001 - \$90,000	7	14.29%	93.49%	93.31%	93.49%	0.00%	0.00%
\$90,001 - \$120,000	7	14.29%	101.85%	99.26%	100.02%	105.24%	0.00%
\$120,001 - \$160,000	13	26.53%	97.81%	0.00%	97.21%	97.81%	0.00%
\$160,001 - \$210,000	7	14.29%	98.94%	0.00%	98.00%	99.19%	0.00%
\$210,001 - \$270,000	6	12.24%	96.59%	0.00%	96.15%	96.98%	0.00%
\$270,001 and up	5	10.20%	99.28%	0.00%	94.71%	99.64%	0.00%
Median Sold/List Ratio		97.40%		93.59%	96.23%	99.00%	0.00%
Total Closed Units		49	100%	7	25	17	
Total Closed Volume		8,815,657		482.40K	3.82M	4.51M	0.00B

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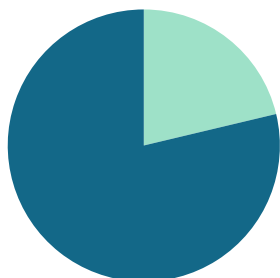
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

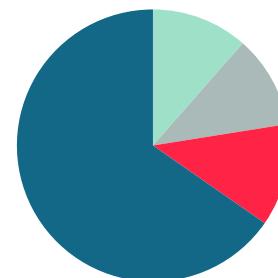


Inventory
 New Listings
80 = 21.28%
 Start Inventory
296
 Total Inventory Units
376
 Volume
\$64,561,709

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%
Median List Price	145,000	154,000	6.21%	125,000	119,900	-4.08%
Median Sale Price	142,000	149,000	4.93%	122,000	117,950	-3.32%
Median Percent of Selling Price to List Price	97.04%	97.40%	0.37%	97.86%	97.92%	0.07%
Median Days on Market to Sale	59.00	37.00	-37.29%	32.00	33.00	3.13%
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

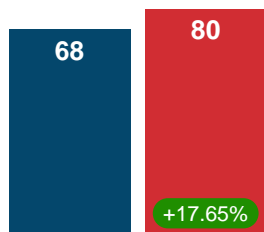
Inventory on December 31, 2018 = **279**

2017 **2018**

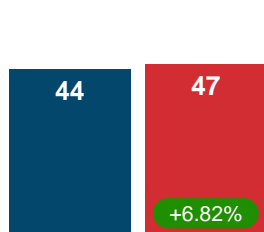
DECEMBER MARKET

MEDIAN PRICES

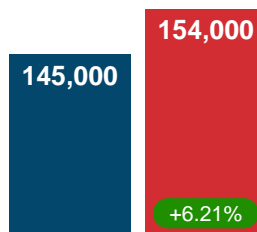
New Listings



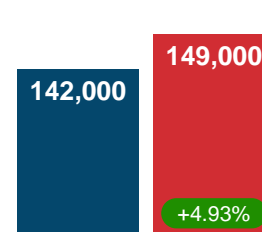
Pending Listings



List Price



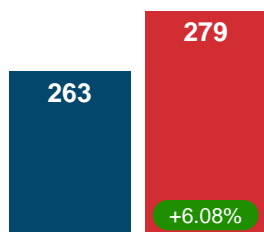
Sale Price



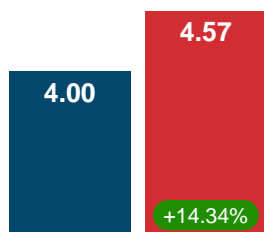
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

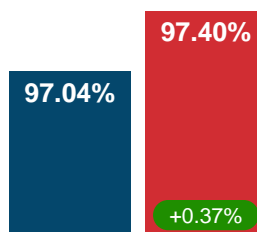
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

