

November 2018



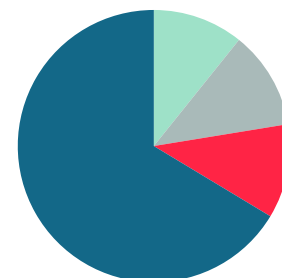
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	60	48	-20.00%
Pending Listings	55	52	-5.45%
New Listings	75	68	-9.33%
Average List Price	171,641	135,484	-21.07%
Average Sale Price	165,002	131,073	-20.56%
Average Percent of Selling Price to List Price	95.08%	95.46%	0.40%
Average Days on Market to Sale	38.37	51.46	34.12%
End of Month Inventory	293	296	1.02%
Months Supply of Inventory	4.47	4.76	6.58%



■ Closed (10.76%)
■ Pending (11.66%)
■ Other OffMarket (11.21%)
■ Active (66.37%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of November 30, 2018 = **296**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2018 rose **1.02%** to 296 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **4.76** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **20.56%** in November 2018 to \$131,073 versus the previous year at \$165,002.

Average Days on Market Lengthens

The average number of **51.46** days that homes spent on the market before selling increased by 13.09 days or **34.12%** in November 2018 compared to last year's same month at **38.37** DOM.

Sales Success for November 2018 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 68 New Listings in November 2018, down **9.33%** from last year at 75. Furthermore, there were 48 Closed Listings this month versus last year at 60, a **-20.00%** decrease.

Closed versus Listed trends yielded a **70.6%** ratio, down from previous year's, November 2017, at **80.0%**, a **11.76%** 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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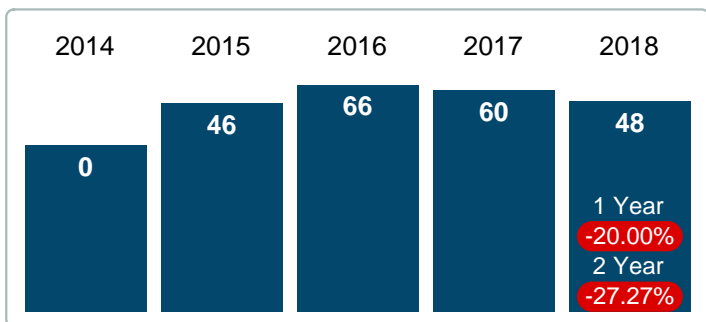
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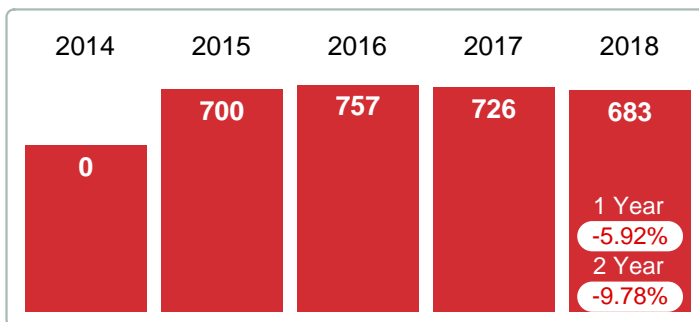
CLOSED LISTINGS

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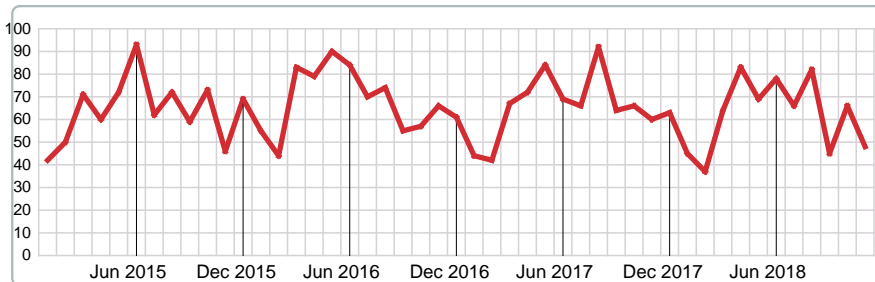
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 44

High Jun 2015 93 Low Feb 2018 37

Closed Listings this month at **48**
above the 5 yr NOV average of **44**

Month	Closed Listings	% Change
SEP	45	
OCT	66	46.67%
NOV	48	-27.27%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	12.50%	58.7	3	3	0	0
\$30,001 - \$50,000	4	8.33%	111.0	1	2	1	0
\$50,001 - \$80,000	7	14.58%	38.9	1	6	0	0
\$80,001 - \$130,000	13	27.08%	34.3	2	10	1	0
\$130,001 - \$160,000	6	12.50%	62.3	0	3	2	1
\$160,001 - \$300,000	7	14.58%	60.9	0	5	1	1
\$300,001 and up	5	10.42%	31.2	0	0	5	0
Total Closed Units	48			7	29	10	2
Total Closed Volume	6,291,509	100%	51.5	356.50K	2.95M	2.61M	376.01K
Average Closed Price	\$131,073			\$50,929	\$101,684	\$261,015	\$188,005

November 2018



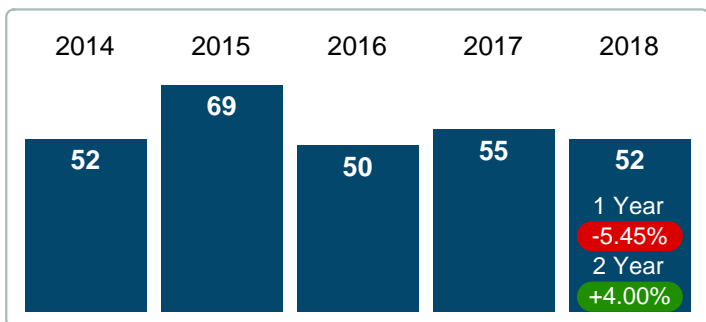
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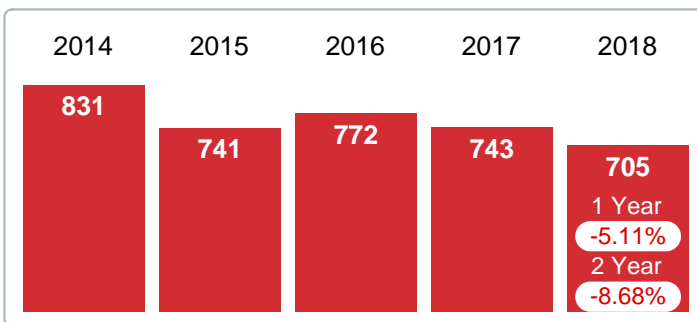
PENDING LISTINGS

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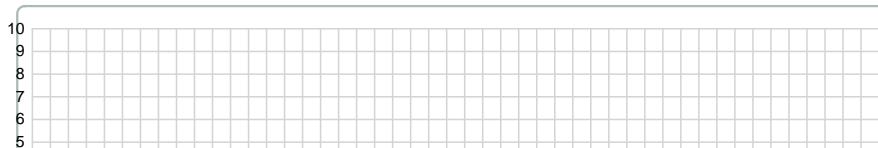
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 56

High Nov 2018: 0, Low Nov 2018: 0

Pending Listings this month at 52
below the 5 yr NOV average of 56

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.77%	10.0	3	0	0	0
\$30,001 - \$60,000	7	13.46%	84.6	1	6	0	0
\$60,001 - \$100,000	10	19.23%	59.3	2	7	1	0
\$100,001 - \$150,000	11	21.15%	54.3	2	6	3	0
\$150,001 - \$190,000	9	17.31%	43.1	1	3	5	0
\$190,001 - \$250,000	5	9.62%	95.0	0	3	2	0
\$250,001 and up	7	13.46%	67.9	0	1	6	0
Total Pending Units	52			9	26	17	0
Total Pending Volume	7,330,349	100%	60.5	724.20K	2.96M	3.65M	0.00B
Average Listing Price	\$141,381			\$80,467	\$113,887	\$214,418	\$0

November 2018



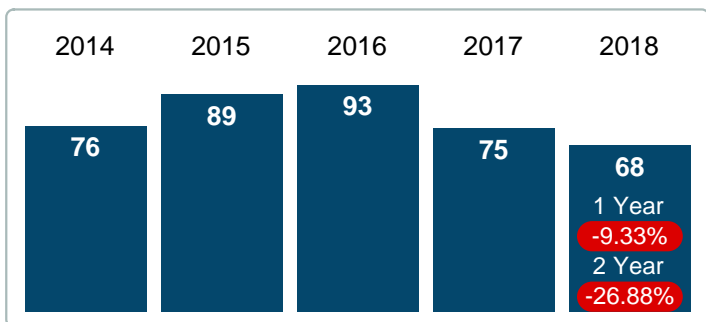
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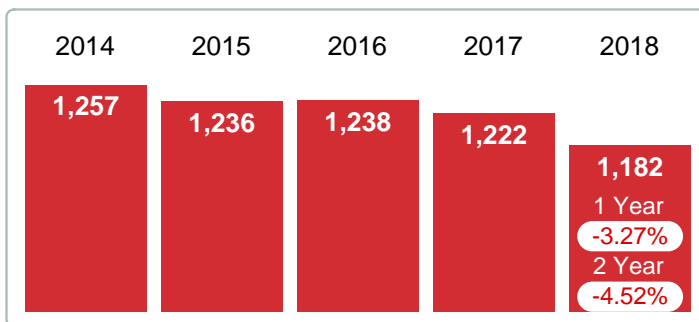
NEW LISTINGS

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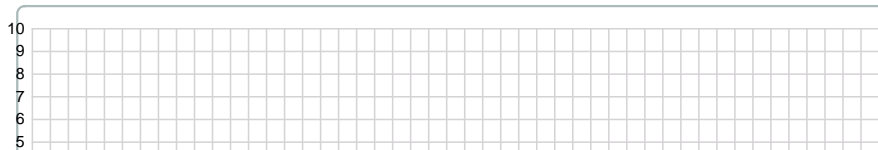
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 80

High Nov 2018 0 Low Nov 2018 0

New Listings this month at **68**
below the 5 yr NOV average of **80**

- SEP 0
- OCT 0
- NOV 0

nan%
nan%

Distribution of New Listings by Price Range

%

Price Range	Count	%
\$25,000 and less	4	5.88%
\$25,001 - \$50,000	5	7.35%
\$50,001 - \$100,000	16	23.53%
\$100,001 - \$150,000	14	20.59%
\$150,001 - \$225,000	12	17.65%
\$225,001 - \$325,000	10	14.71%
\$325,001 and up	7	10.29%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
	3	1	0	0
	2	2	1	0
	5	9	2	0
	0	11	3	0
	1	5	6	0
	1	3	5	1
	0	1	5	1
Total	12	32	22	2
Total New Listed Volume	993.60K	4.28M	5.17M	798.00K
Average New Listed Listing Price	\$82,800	\$133,673	\$234,864	\$399,000

Total New Listed Units	68	
Total New Listed Volume	11,236,150	100%
Average New Listed Listing Price	\$157,772	

November 2018



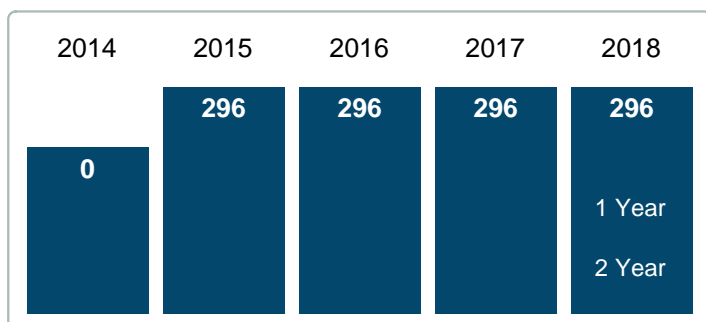
Area Delimited by County Of Washington - Residential Property Type



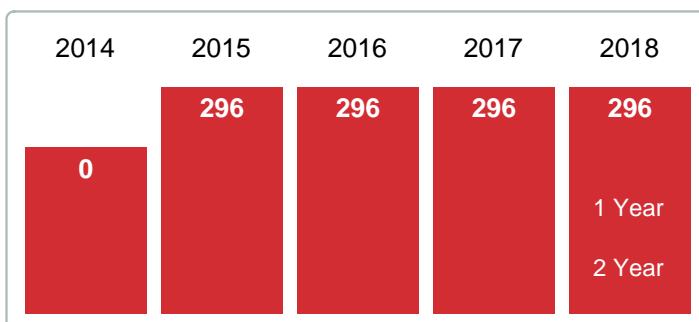
ACTIVE INVENTORY

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

END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 237

High Nov 2018	296	Low Nov 2018	296
Inventory this month at 296 above the 5 yr NOV average of 237			
SEP	296		
OCT	296		0.00%
NOV	296		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	27	9.12%	90.3	12	14	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	81	27.36%	81.8	22	48	11	0
\$100,001 - \$150,000	57	19.26%	77.4	3	42	12	0
\$150,001 - \$225,000	54	18.24%	89.6	0	24	27	3
\$225,001 - \$325,000	46	15.54%	80.5	1	10	30	5
\$325,001 and up	31	10.47%	94.4	0	6	19	6
Total Active Inventory by Units	296			38	144	100	14
Total Active Inventory by Volume	51,112,419	100%	84.3	2.61M	19.04M	24.26M	5.20M
Average Active Inventory Listing Price	\$172,677			\$68,580	\$132,201	\$242,648	\$371,757

November 2018



Area Delimited by County Of Washington - Residential Property Type



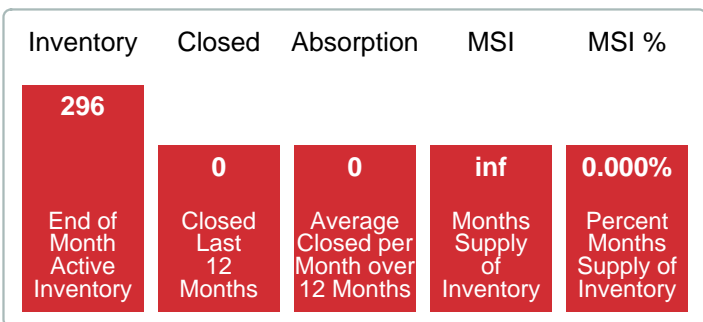
MONTHS SUPPLY of INVENTORY (MSI)

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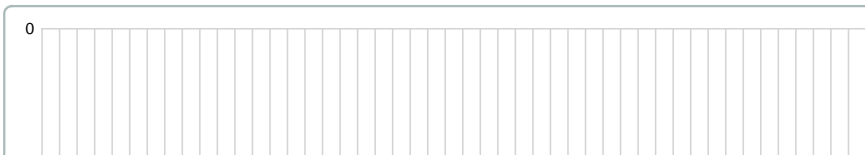
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

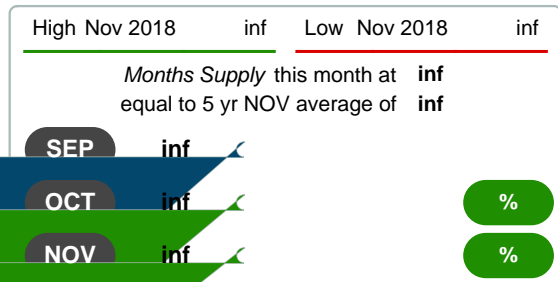


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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	27	9.12%	2.87	4.65	2.30	1.71	0.00		
\$50,001 - \$70,000	39	13.18%	6.88	14.18	5.66	4.00	0.00		
\$70,001 - \$100,000	42	14.19%	3.94	6.75	2.94	8.00	0.00		
\$100,001 - \$160,000	70	23.65%	4.16	3.27	4.95	3.16	0.00		
\$160,001 - \$240,000	50	16.89%	4.55	0.00	3.64	5.37	6.00		
\$240,001 - \$330,000	38	12.84%	7.02	12.00	4.94	7.58	8.00		
\$330,001 and up	30	10.14%	9.47	0.00	14.40	8.14	12.00		
Market Supply of Inventory (MSI)		4.76		6.25	4.08	5.58	4.94		
Total Active Inventory by Units		296	100%	4.76	38	144	100	14	

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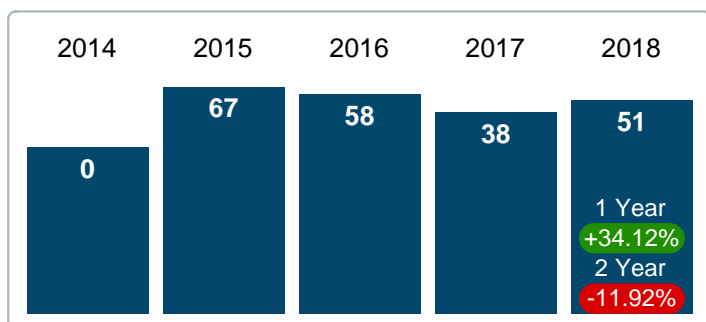
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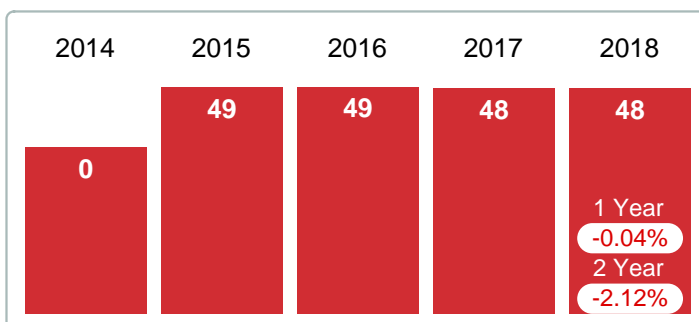
AVERAGE DAYS ON MARKET TO SALE

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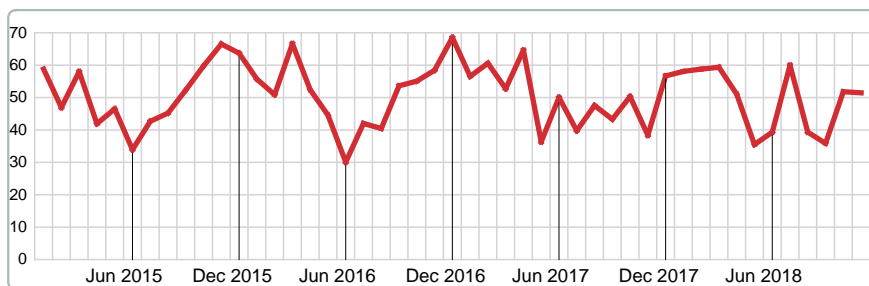
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 43

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 51 above the 5 yr NOV average of 43



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
\$30,000 and less	12.50%	59	11	106	0	0
\$30,001 - \$50,000	8.33%	111	35	116	178	0
\$50,001 - \$80,000	14.58%	39	76	33	0	0
\$80,001 - \$130,000	27.08%	34	3	39	51	0
\$130,001 - \$160,000	12.50%	62	0	73	62	33
\$160,001 - \$300,000	14.58%	61	0	69	38	43
\$300,001 and up	10.42%	31	0	0	31	0
Average Closed DOM		51				
Total Closed Units	100%	51	7	29	10	2
Total Closed Volume		6,291,509	356.50K	2.95M	2.61M	376.01K

November 2018



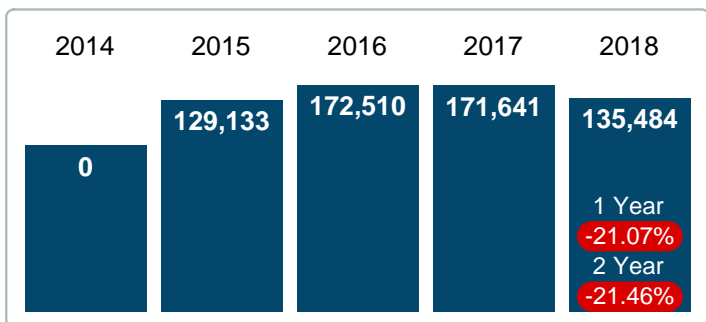
Area Delimited by County Of Washington - Residential Property Type



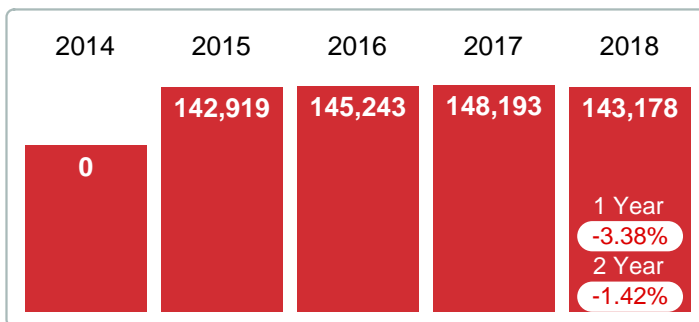
AVERAGE LIST PRICE AT CLOSING

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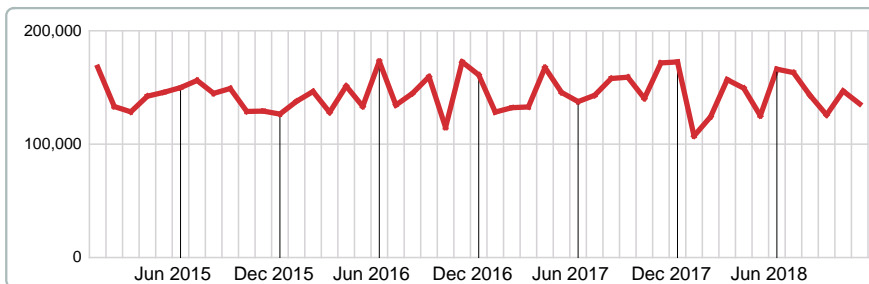
NOVEMBER



YEAR TO DATE (YTD)

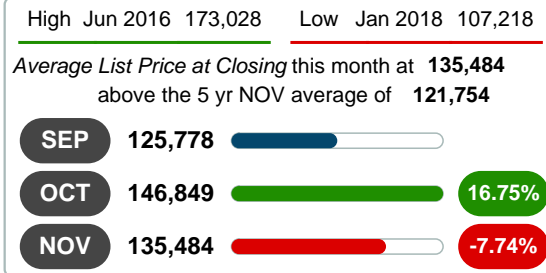


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 121,754



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
\$30,000 and less	6.25%	29,967	30,833	34,267	0	0
\$30,001 \$50,000	18.75%	41,600	40,000	41,000	48,000	0
\$50,001 \$80,000	10.42%	72,950	65,500	66,375	0	0
\$80,001 \$130,000	29.17%	102,500	96,200	101,280	99,900	0
\$130,001 \$160,000	8.33%	145,200	0	140,600	144,450	169,900
\$160,001 \$300,000	16.67%	201,188	0	202,960	179,900	244,900
\$300,001 and up	10.42%	409,780	0	0	409,780	0
Average List Price		135,484	55,771	104,567	266,560	207,400
Total Closed Units	100%	135,484	7	29	10	2
Total Closed Volume		6,503,249	390.40K	3.03M	2.67M	414.80K

November 2018



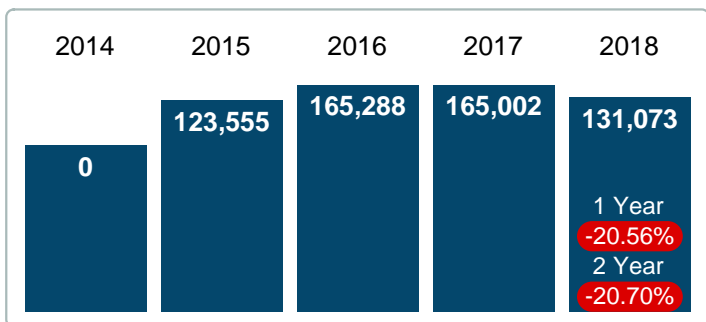
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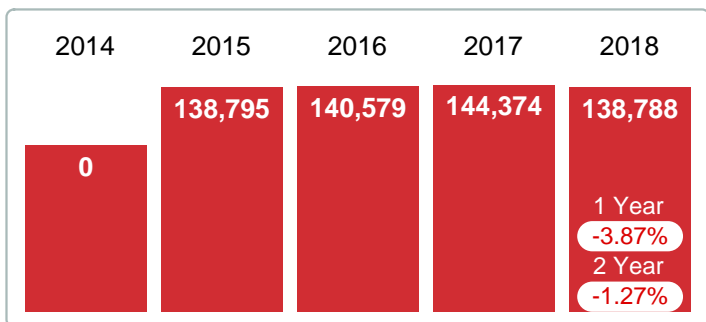
AVERAGE SOLD PRICE AT CLOSING

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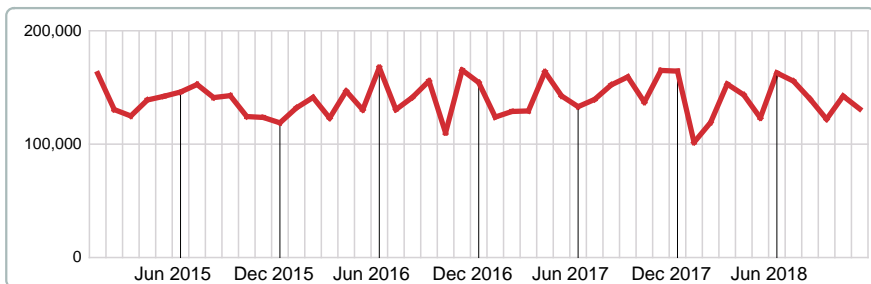
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

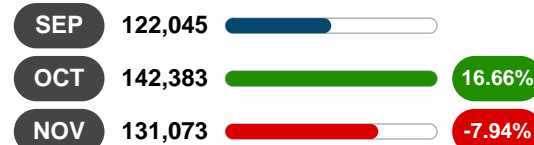


3 MONTHS

5 year NOV AVG = 116,984

High Jun 2016 167,563 Low Jan 2018 101,572

Average Sold Price at Closing this month at 131,073 above the 5 yr NOV average of 116,984



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
\$30,000 and less	12.50%	27,083	24,667	29,500	0	0
\$30,001 - \$50,000	8.33%	36,750	31,000	34,000	48,000	0
\$50,001 - \$80,000	14.58%	66,693	58,000	68,142	0	0
\$80,001 - \$130,000	27.08%	99,092	96,750	99,480	99,900	0
\$130,001 - \$160,000	12.50%	143,092	0	141,567	139,425	155,000
\$160,001 - \$300,000	14.58%	194,358	0	192,800	175,500	221,009
\$300,001 and up	10.42%	401,580	0	0	401,580	0
Average Sold Price		131,073	50,929	101,684	261,015	188,005
Total Closed Units	100%	131,073	7	29	10	2
Total Closed Volume		6,291,509	356.50K	2.95M	2.61M	376.01K

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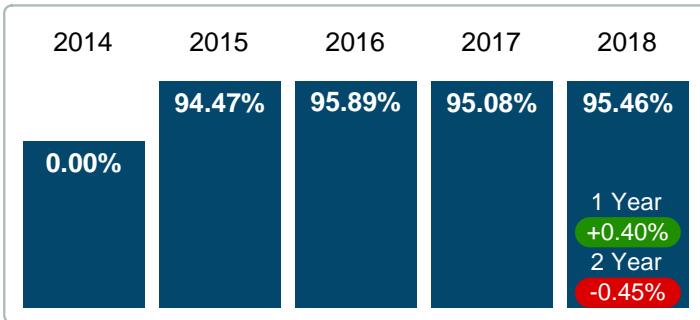
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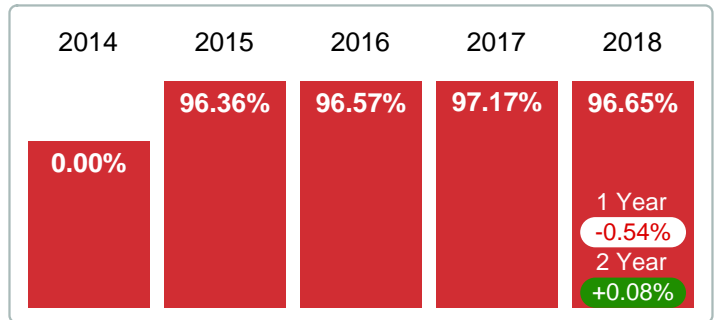
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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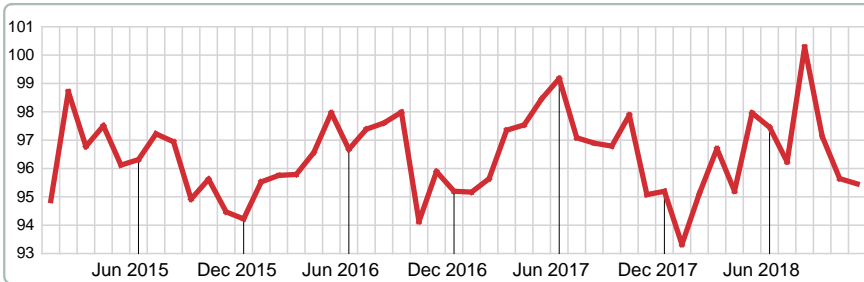
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

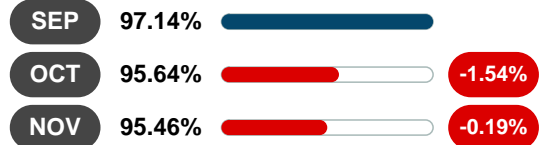


3 MONTHS

5 year NOV AVG = 76.18%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.46%**
above the 5 yr NOV average of **76.18%**



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
\$30,000 and less	6	12.50%	83.53%	80.09%	86.98%	0.00%	0.00%
\$30,001 - \$50,000	4	8.33%	85.82%	77.50%	82.89%	100.00%	0.00%
\$50,001 - \$80,000	7	14.58%	101.72%	88.55%	103.92%	0.00%	0.00%
\$80,001 - \$130,000	13	27.08%	98.64%	100.65%	98.10%	100.00%	0.00%
\$130,001 - \$160,000	6	12.50%	97.74%	0.00%	100.75%	96.50%	91.23%
\$160,001 - \$300,000	7	14.58%	95.18%	0.00%	95.70%	97.55%	90.24%
\$300,001 and up	5	10.42%	98.07%	0.00%	0.00%	98.07%	0.00%
Average Sold/List Ratio		95.50%		86.80%	96.96%	98.09%	90.74%
Total Closed Units		48	100%	7	29	10	2
Total Closed Volume		6,291,509		356.50K	2.95M	2.61M	376.01K

November 2018



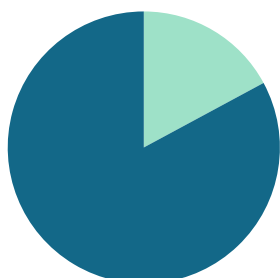
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

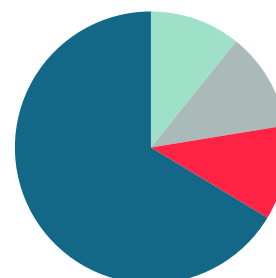
- New Listings **68 = 17.13%**
- Start Inventory **329**
- Total Inventory Units **397**
- Volume **\$68,317,718**

Market Activity

Market Activity

- Closed Sales **48 = 10.76%**
- Pending Sales **52 = 11.66%**
- Other Off Market **50 = 11.21%**
- Active Inventory **296 = 66.37%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	60	48	-20.00%	726	683	-5.92%
Pending Sales	55	52	-5.45%	743	705	-5.11%
New Listings	75	68	-9.33%	1,222	1,182	-3.27%
Average List Price	171,641	135,484	-21.07%	148,193	143,178	-3.38%
Average Sale Price	165,002	131,073	-20.56%	144,374	138,788	-3.87%
Average Percent of Selling Price to List Price	95.08%	95.46%	0.40%	97.17%	96.65%	-0.54%
Average Days on Market to Sale	38.37	51.46	34.12%	48.37	48.35	-0.04%
Monthly Inventory	293	296	1.02%	293	296	1.02%
Months Supply of Inventory	4.47	4.76	6.58%	4.47	4.76	6.58%

Absorption: Last 12 months, an Average of **62** Sales/Month

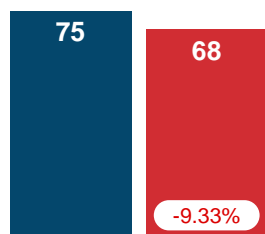
Inventory on November 30, 2018 = **296**

2017 **2018**

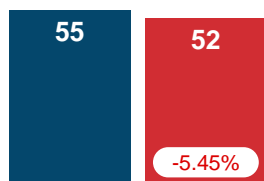
NOVEMBER MARKET

AVERAGE PRICES

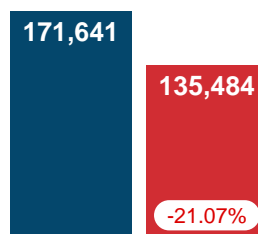
New Listings



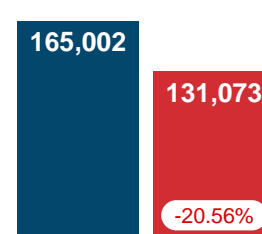
Pending Listings



List Price



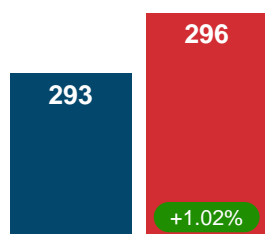
Sale Price



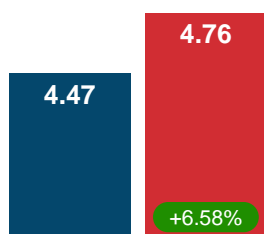
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

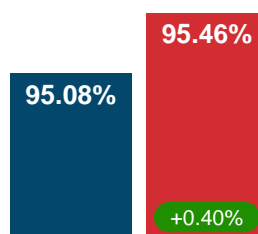
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

