

October 2018



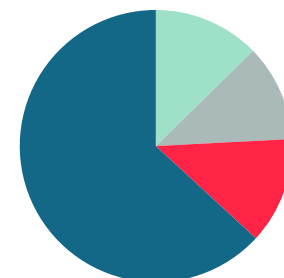
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	66	66	0.00%
Pending Listings	67	60	-10.45%
New Listings	96	103	7.29%
Average List Price	140,394	146,849	4.60%
Average Sale Price	137,013	142,383	3.92%
Average Percent of Selling Price to List Price	97.89%	95.64%	-2.29%
Average Days on Market to Sale	50.30	51.80	2.98%
End of Month Inventory	315	329	4.44%
Months Supply of Inventory	4.77	5.21	9.27%



■ Closed (12.67%)
■ Pending (11.52%)
■ Other OffMarket (12.67%)
■ Active (63.15%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of October 31, 2018 = **329**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2018 rose **4.44%** to 329 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **5.21** 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 **3.92%** in October 2018 to \$142,383 versus the previous year at \$137,013.

Average Days on Market Lengthens

The average number of **51.80** days that homes spent on the market before selling increased by 1.50 days or **2.98%** in October 2018 compared to last year's same month at **50.30** DOM.

Sales Success for October 2018 is Positive

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

There were 103 New Listings in October 2018, up **7.29%** from last year at 96. Furthermore, there were 66 Closed Listings this month versus last year at 66, a **0.00%** decrease.

Closed versus Listed trends yielded a **64.1%** ratio, down from previous year's, October 2017, at **68.8%**, a **6.80%** downswing. This will certainly create pressure on an increasing Monthly $\frac{1}{2}$ 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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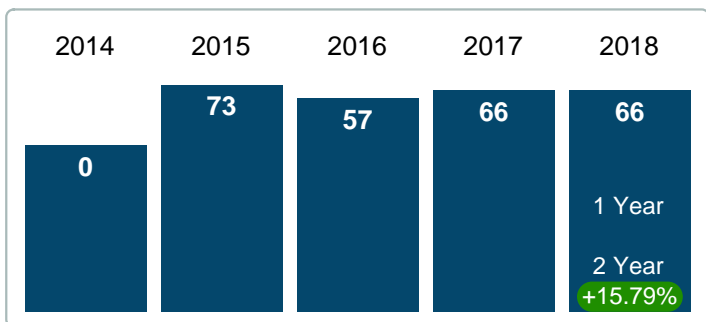
Area Delimited by County Of Washington - Residential Property Type



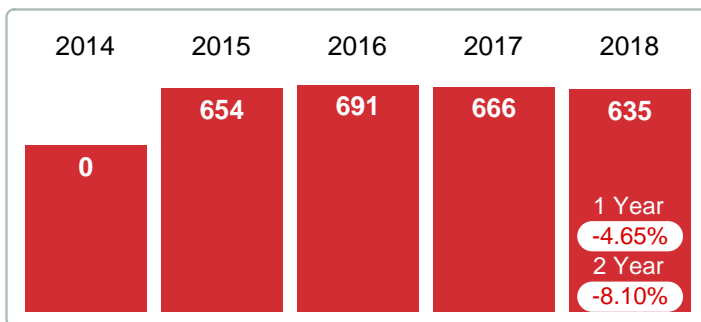
CLOSED LISTINGS

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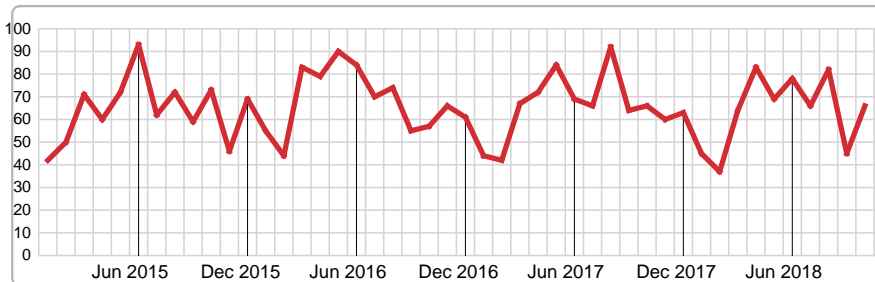
OCTOBER



YEAR TO DATE (YTD)

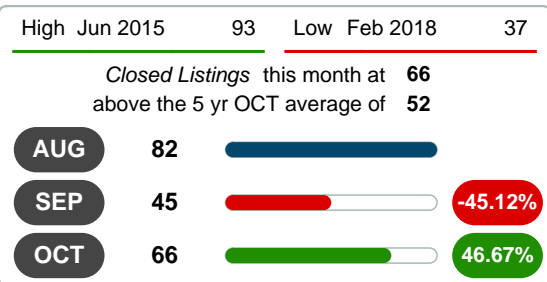


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



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	5	7.58%	42.4	2	3	0	0
\$30,001 - \$60,000	9	13.64%	57.1	3	6	0	0
\$60,001 - \$90,000	9	13.64%	45.3	1	7	1	0
\$90,001 - \$160,000	20	30.30%	51.4	2	12	6	0
\$160,001 - \$200,000	9	13.64%	48.6	1	5	3	0
\$200,001 - \$270,000	7	10.61%	73.1	0	2	4	1
\$270,001 and up	7	10.61%	44.1	0	2	5	0
Total Closed Units	66			9	37	19	1
Total Closed Volume	9,397,269	100%	51.8	645.70K	4.36M	4.13M	265.00K
Average Closed Price	\$142,383			\$71,744	\$117,751	\$217,358	\$265,000

October 2018



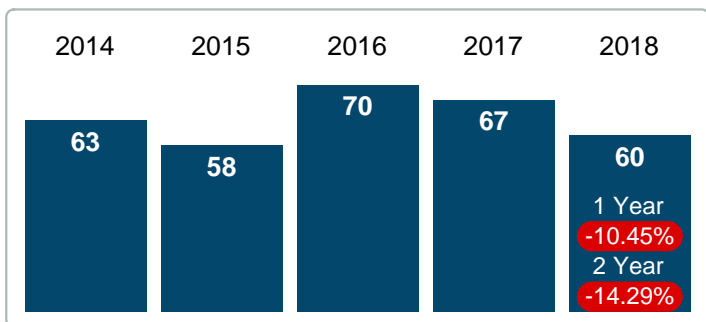
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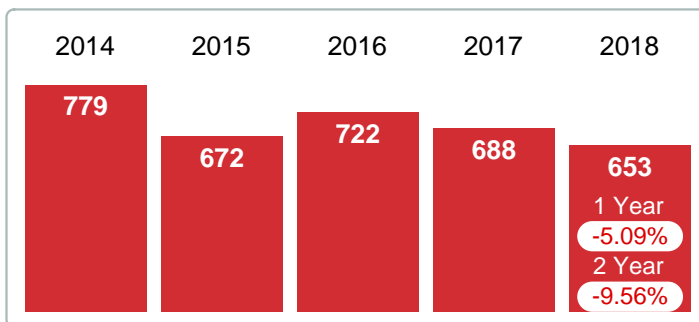
PENDING LISTINGS

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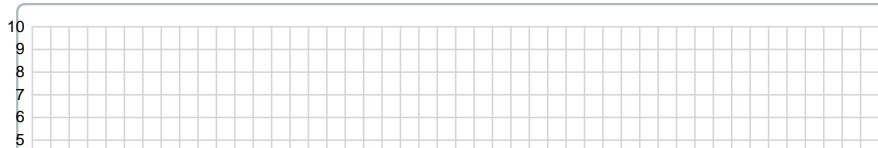
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64

High Oct 2018: 0 Low Oct 2018: 0

Pending Listings this month at **60**
below the 5 yr OCT average of **64**

AUG: 0
SEP: 0
OCT: 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.67%	79.6	2	4	1	0
\$50,001 - \$75,000	6	10.00%	42.3	2	4	0	0
\$75,001 - \$75,000	0	0.00%	0.0	0	0	0	0
\$75,001 - \$150,000	23	38.33%	48.8	1	17	4	1
\$150,001 - \$175,000	5	8.33%	50.8	0	4	0	1
\$175,001 - \$350,000	13	21.67%	47.5	0	5	7	1
\$350,001 and up	6	10.00%	73.8	0	0	5	1
Total Pending Units	60			5	34	17	4
Total Pending Volume	9,636,099	100%	51.6	297.80K	3.90M	4.50M	938.80K
Average Listing Price	\$153,829			\$59,560	\$114,574	\$264,941	\$234,700

October 2018



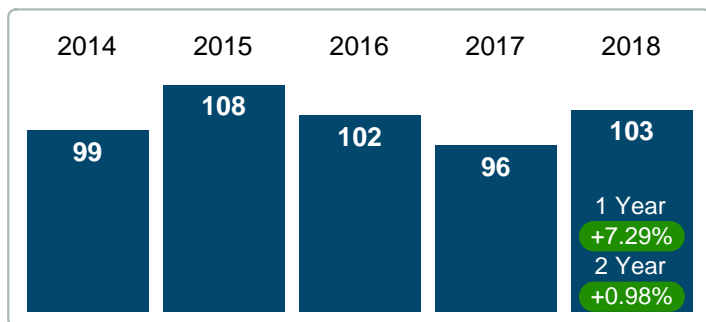
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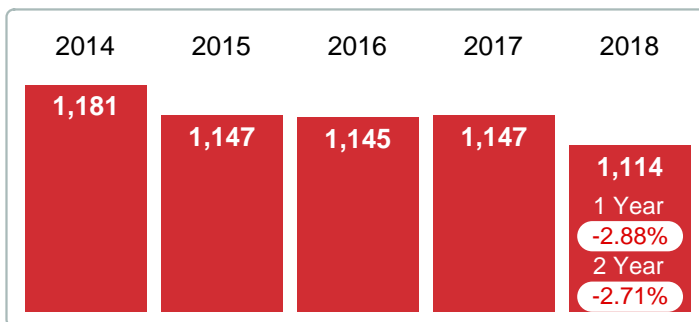
NEW LISTINGS

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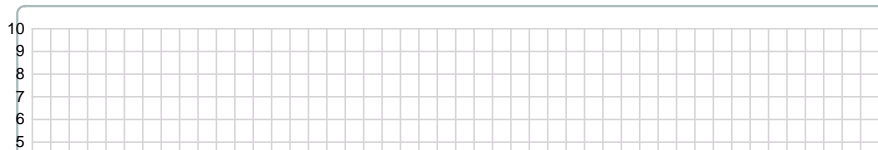
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102

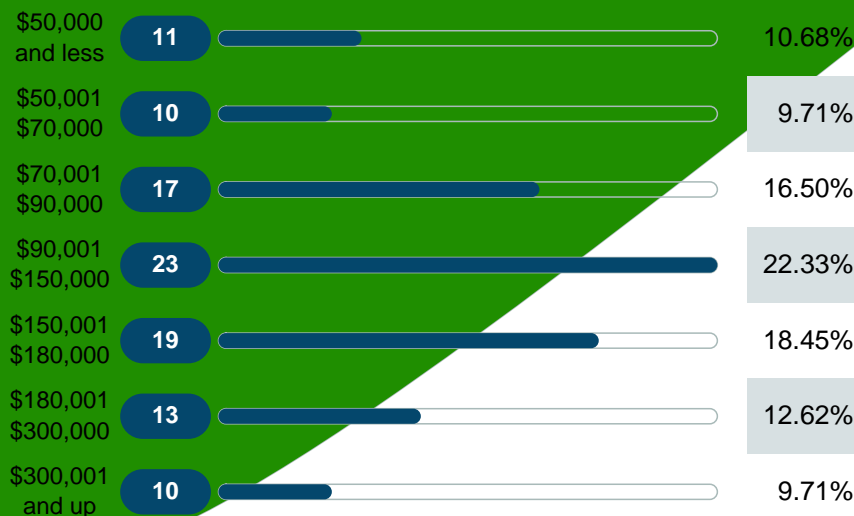
High Oct 2018 0 Low Oct 2018 0

New Listings this month at 103
above the 5 yr OCT average of 102

Month	New Listings	% Change
AUG	0	
SEP	0	nan%
OCT	0	nan%

Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8	0	0
\$50,001 - \$70,000	3	7	0	0
\$70,001 - \$90,000	5	9	3	0
\$90,001 - \$150,000	1	20	1	1
\$150,001 - \$180,000	0	8	10	1
\$180,001 - \$300,000	0	2	9	2
\$300,001 and up	0	1	8	1
Total	12	55	31	5
Total New Listed Volume	817.10K	6.00M	8.01M	1.36M
Average New Listed Listing Price	\$68,092	\$109,139	\$258,440	\$271,760

Total New Listed Units	103	
Total New Listed Volume	16,190,198	100%
Average New Listed Listing Price	\$132,969	

October 2018



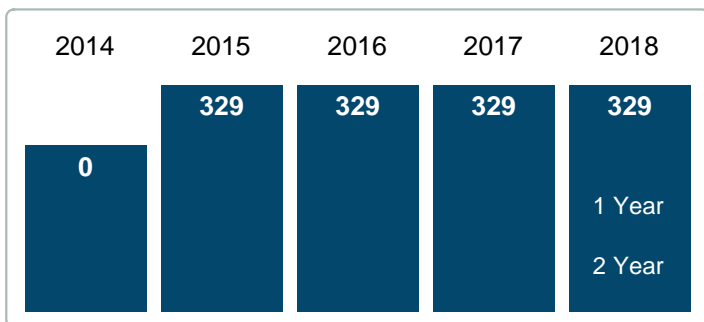
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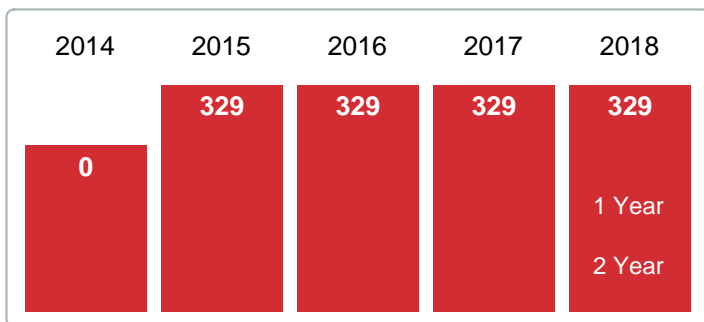
ACTIVE INVENTORY

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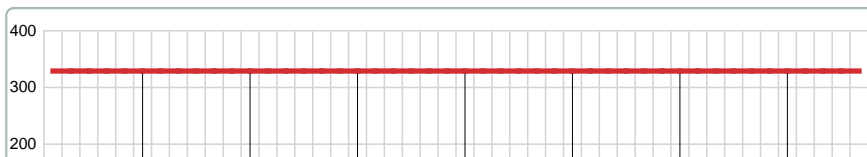
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 263

High Oct 2018	329	Low Oct 2018	329
Inventory this month at 329 above the 5 yr OCT average of 263			
AUG	329		
SEP	329		0.00%
OCT	329		0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	32	9.73%	86.5	11	21	0	0
\$50,001 - \$75,000	42	12.77%	67.6	13	28	1	0
\$75,001 - \$100,000	45	13.68%	71.6	9	26	10	0
\$100,001 - \$150,000	61	18.54%	69.0	4	44	13	0
\$150,001 - \$225,000	66	20.06%	76.5	1	30	32	3
\$225,001 - \$325,000	50	15.20%	77.4	1	10	35	4
\$325,001 and up	33	10.03%	90.2	0	7	21	5
Total Active Inventory by Units	329			39	166	112	12
Total Active Inventory by Volume	57,081,568	100%	75.8	2.96M	21.74M	27.97M	4.41M
Average Active Inventory Listing Price	\$173,500			\$75,999	\$130,963	\$249,743	\$367,217

October 2018



Area Delimited by County Of Washington - Residential Property Type



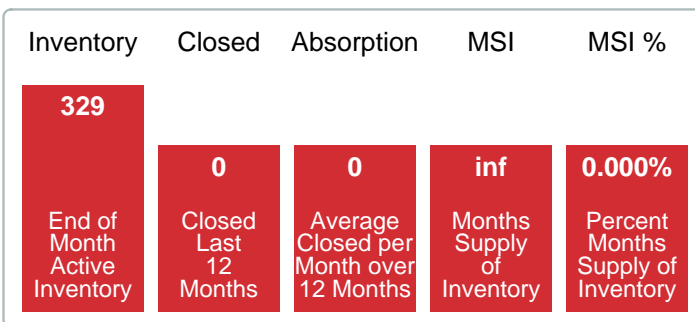
MONTHS SUPPLY of INVENTORY (MSI)

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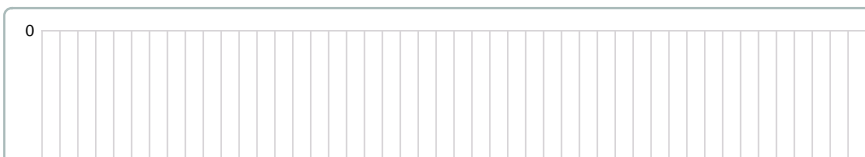
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

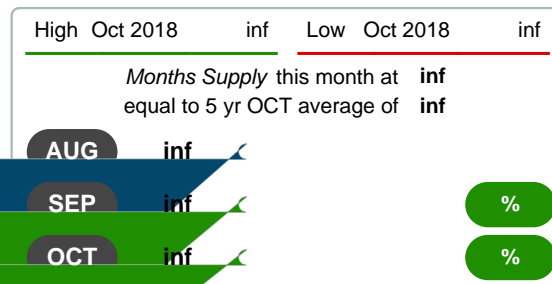


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	32	9.73%	3.52	4.55	3.55	0.00	0.00
\$50,001 - \$70,000	38	11.55%	6.42	13.09	5.36	4.00	0.00
\$70,001 - \$100,000	49	14.89%	4.67	7.06	3.78	8.57	0.00
\$100,001 - \$170,000	85	25.84%	4.40	4.36	4.99	3.55	1.50
\$170,001 - \$240,000	50	15.20%	5.36	4.00	4.74	5.81	6.00
\$240,001 - \$320,000	42	12.77%	7.88	12.00	5.65	9.41	5.33
\$320,001 and up	33	10.03%	9.00	0.00	12.00	8.40	8.57
Market Supply of Inventory (MSI)			5.21	6.50	4.65	6.00	4.24
Total Active Inventory by Units		100%	5.21	39	166	112	12

October 2018



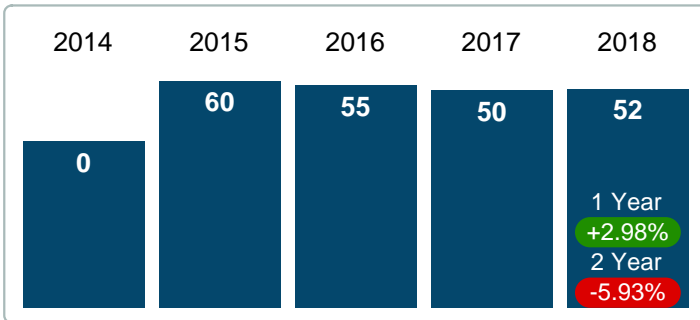
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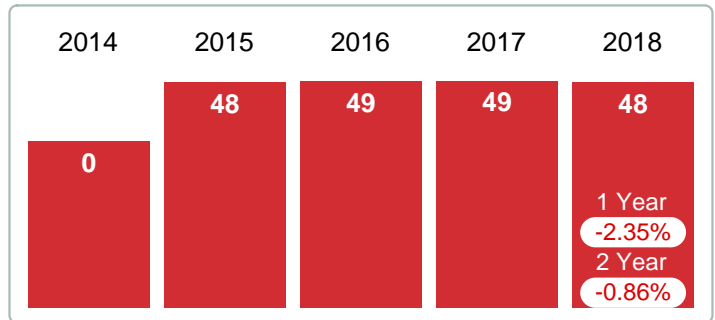
AVERAGE DAYS ON MARKET TO SALE

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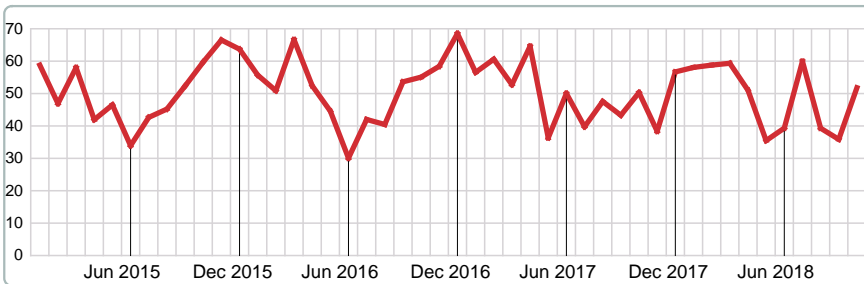
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 52 above the 5 yr OCT 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	7.58%	42	80	18	0	0
\$30,001 - \$60,000	13.64%	57	56	58	0	0
\$60,001 - \$90,000	13.64%	45	106	33	74	0
\$90,001 - \$160,000	30.30%	51	57	48	56	0
\$160,001 - \$200,000	13.64%	49	25	62	34	0
\$200,001 - \$270,000	10.61%	73	0	29	91	91
\$270,001 and up	10.61%	44	0	19	54	0
Average Closed DOM		52	64	44	60	91
Total Closed Units	100%	52	9	37	19	1
Total Closed Volume		9,397,269	645.70K	4.36M	4.13M	265.00K

October 2018



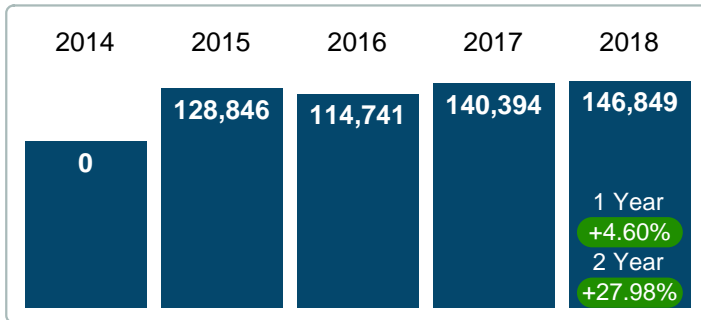
Area Delimited by County Of Washington - Residential Property Type



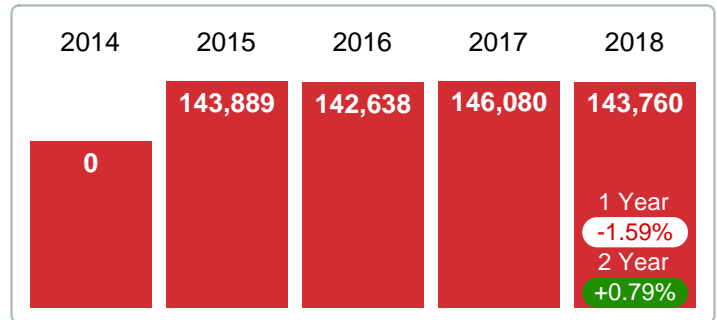
AVERAGE LIST PRICE AT CLOSING

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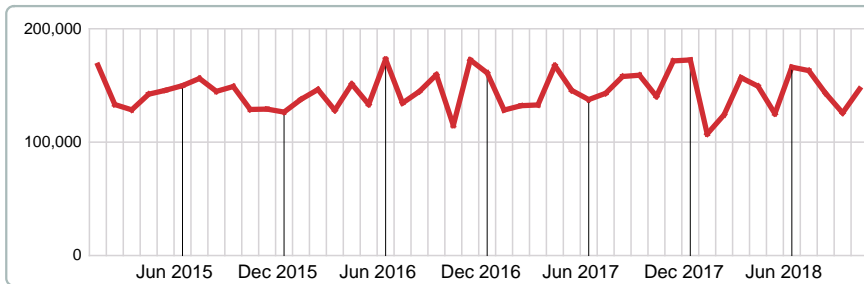
OCTOBER



YEAR TO DATE (YTD)

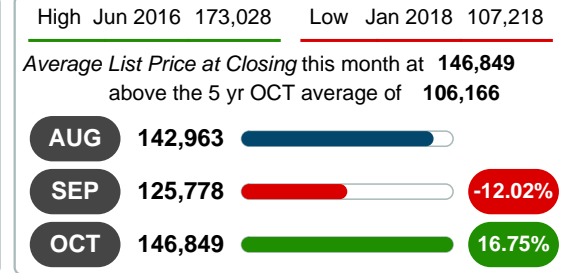


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 106,166



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	7.58%	15,380	8,250	20,133	0	0
\$30,001 - \$60,000	12.12%	48,300	46,633	52,750	0	0
\$60,001 - \$90,000	15.15%	76,200	89,900	73,886	84,900	0
\$90,001 - \$160,000	27.27%	125,967	112,450	128,225	139,775	0
\$160,001 - \$200,000	18.18%	184,879	189,000	185,160	189,967	0
\$200,001 - \$270,000	7.58%	234,400	0	242,500	221,500	279,000
\$270,001 and up	12.12%	351,100	0	337,500	370,960	0
Average List Price		146,849	73,356	122,124	222,855	279,000
Total Closed Units	100%	146,849	9	37	19	1
Total Closed Volume		9,692,050	660.20K	4.52M	4.23M	279.00K

October 2018



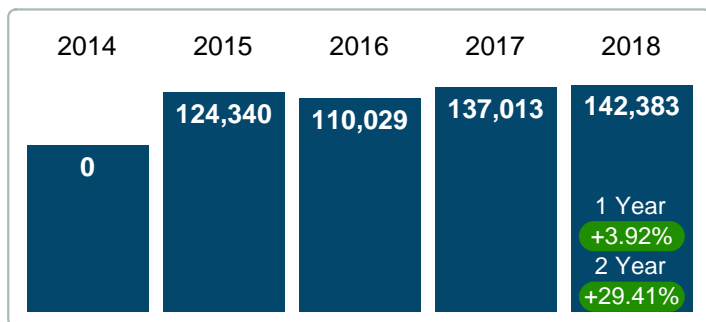
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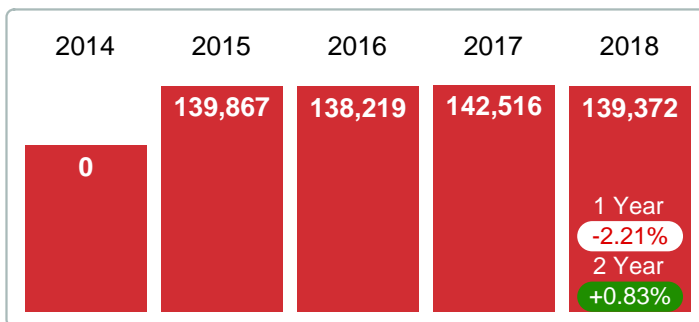
AVERAGE SOLD PRICE AT CLOSING

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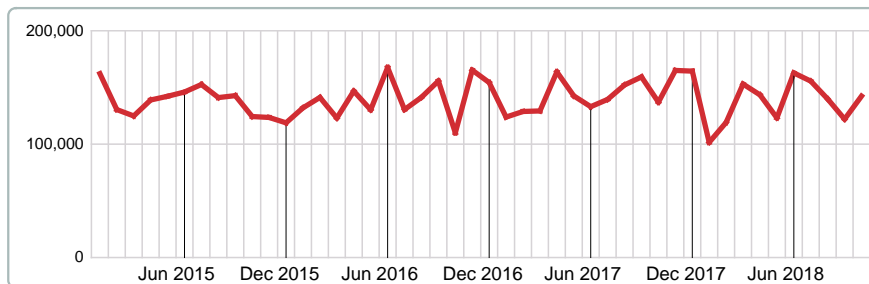
OCTOBER



YEAR TO DATE (YTD)

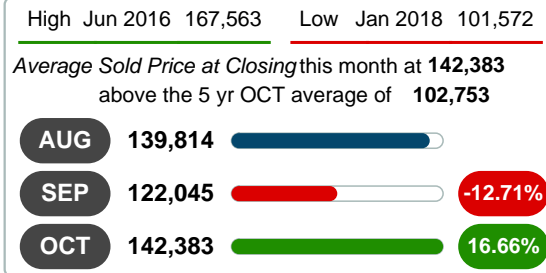


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 102,753



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	7.58%	13,600	5,750	18,833	0	0
\$30,001 - \$60,000	13.64%	46,400	46,233	46,483	0	0
\$60,001 - \$90,000	13.64%	73,412	87,500	71,030	76,000	0
\$90,001 - \$160,000	30.30%	126,803	109,500	125,430	135,317	0
\$160,001 - \$200,000	13.64%	182,667	189,000	181,200	183,000	0
\$200,001 - \$270,000	10.61%	229,571	0	231,500	219,750	265,000
\$270,001 and up	10.61%	351,986	0	325,000	362,780	0
Average Sold Price		142,383	71,744	117,751	217,358	265,000
Total Closed Units	100%	142,383	9	37	19	1
Total Closed Volume		9,397,269	645.70K	4.36M	4.13M	265.00K

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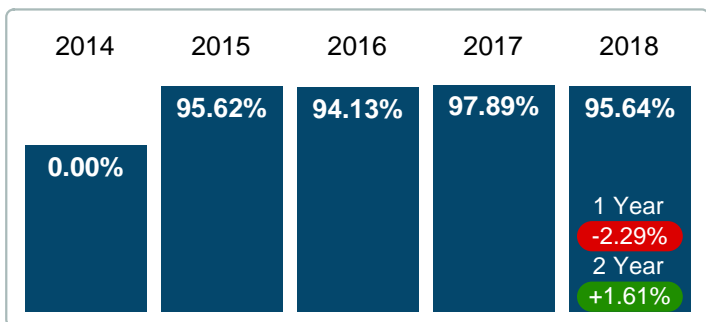
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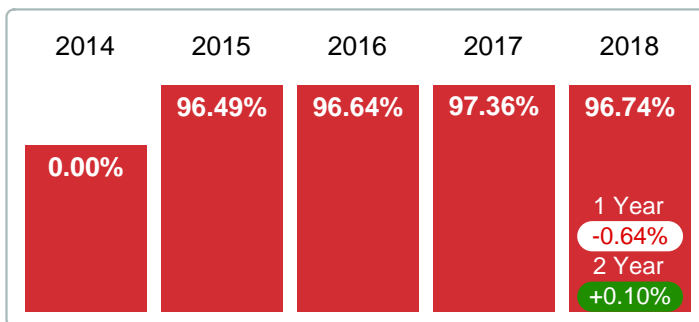
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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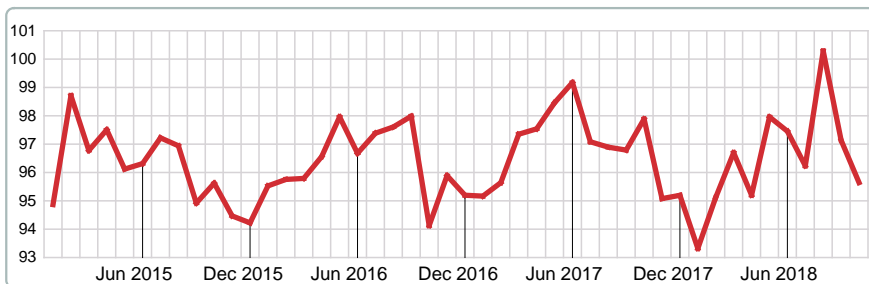
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

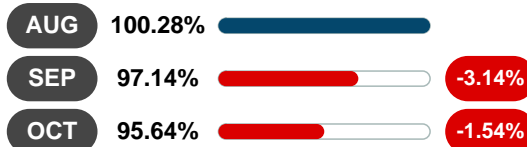


3 MONTHS

5 year OCT AVG = 76.66%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.64%** above the 5 yr OCT average of **76.66%**



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	5	7.58%	84.20%	68.33%	94.78%	0.00%	0.00%	
\$30,001 - \$60,000	9	13.64%	92.88%	99.11%	89.76%	0.00%	0.00%	
\$60,001 - \$90,000	9	13.64%	95.95%	97.33%	96.68%	89.52%	0.00%	
\$90,001 - \$160,000	20	30.30%	97.51%	97.48%	97.83%	96.87%	0.00%	
\$160,001 - \$200,000	9	13.64%	97.57%	100.00%	97.76%	96.43%	0.00%	
\$200,001 - \$270,000	7	10.61%	97.67%	0.00%	95.66%	99.35%	94.98%	
\$270,001 and up	7	10.61%	97.14%	0.00%	96.15%	97.53%	0.00%	
Average Sold/List Ratio		95.60%		91.81%	95.84%	97.11%	94.98%	
Total Closed Units		66	100%	95.60%	9	37	19	1
Total Closed Volume		9,397,269			645.70K	4.36M	4.13M	265.00K

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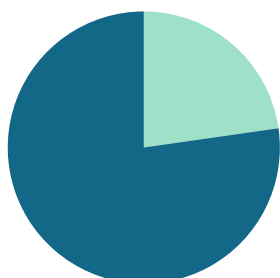
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

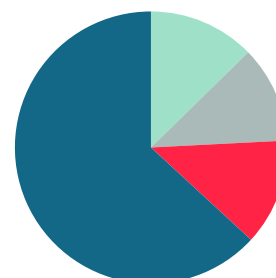


Inventory
 New Listings
103 = 22.74%
 Start Inventory
350
 Total Inventory Units
453
 Volume
\$77,813,266

Market Activity

Closed Sales
66 = 12.67%
 Pending Sales
60 = 11.52%
 Other Off Market
66 = 12.67%
 Active Inventory
329 = 63.15%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	66	66	0.00%	666	635	-4.65%
Pending Sales	67	60	-10.45%	688	653	-5.09%
New Listings	96	103	7.29%	1,147	1,114	-2.88%
Average List Price	140,394	146,849	4.60%	146,080	143,760	-1.59%
Average Sale Price	137,013	142,383	3.92%	142,516	139,372	-2.21%
Average Percent of Selling Price to List Price	97.89%	95.64%	-2.29%	97.36%	96.74%	-0.64%
Average Days on Market to Sale	50.30	51.80	2.98%	49.27	48.11	-2.35%
Monthly Inventory	315	329	4.44%	315	329	4.44%
Months Supply of Inventory	4.77	5.21	9.27%	4.77	5.21	9.27%

Absorption: Last 12 months, an Average of **63** Sales/Month

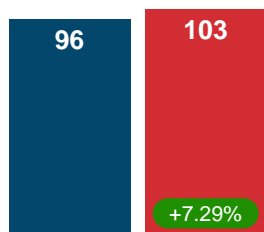
Inventory on October 31, 2018 = **329**

2017 **2018**

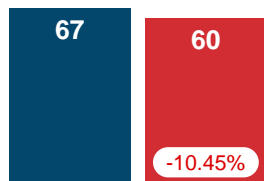
OCTOBER MARKET

AVERAGE PRICES

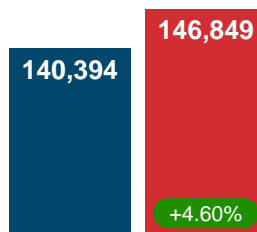
New Listings



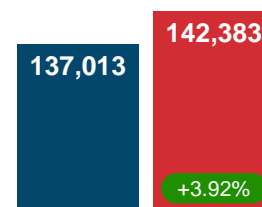
Pending Listings



List Price



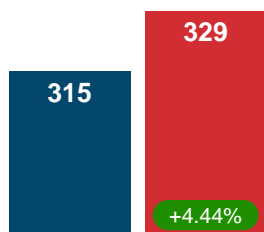
Sale Price



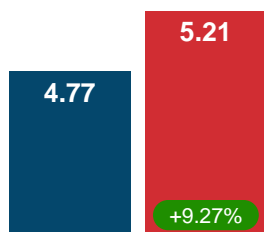
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

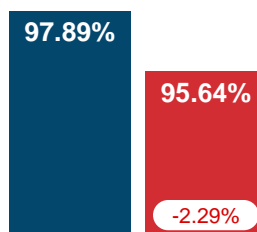
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

