

October 2018



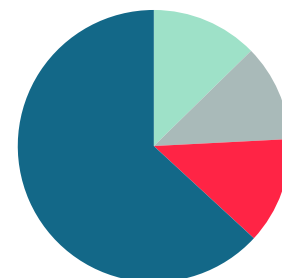
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	116,500	133,450	14.55%
Median Sale Price	110,000	125,750	14.32%
Median Percent of Selling Price to List Price	98.39%	97.84%	-0.56%
Median Days on Market to Sale	26.00	36.00	38.46%
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.

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 **14.32%** in October 2018 to \$125,750 versus the previous year at \$110,000.

Median Days on Market Lengthens

The median number of **36.00** days that homes spent on the market before selling increased by 10.00 days or **38.46%** in October 2018 compared to last year's same month at **26.00** DOM.

Sales Success for October 2018 is Positive

Overall, with Median 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 Months 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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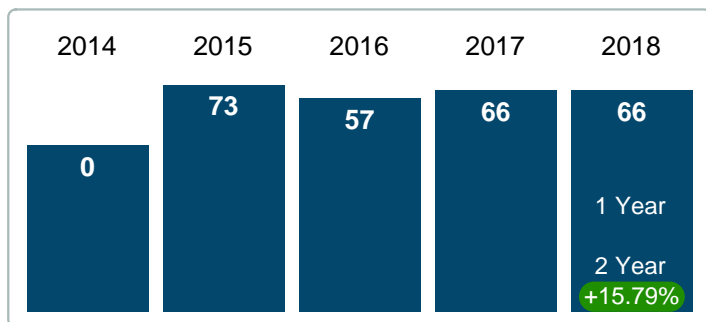
Area Delimited by County Of Washington - Residential Property Type



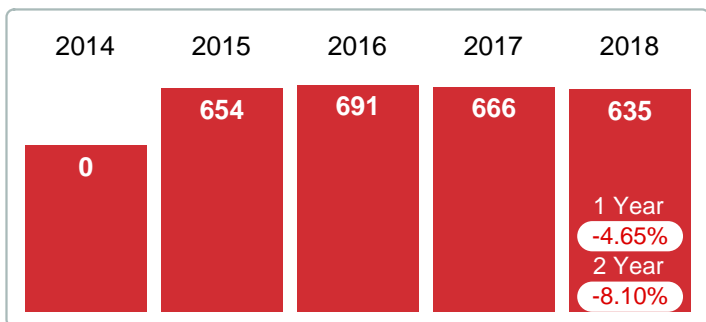
CLOSED LISTINGS

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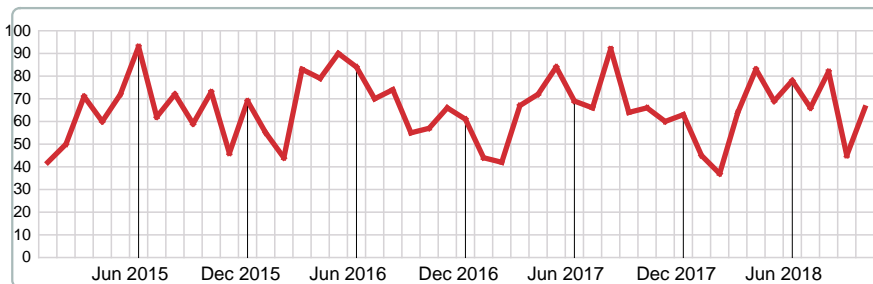
OCTOBER



YEAR TO DATE (YTD)

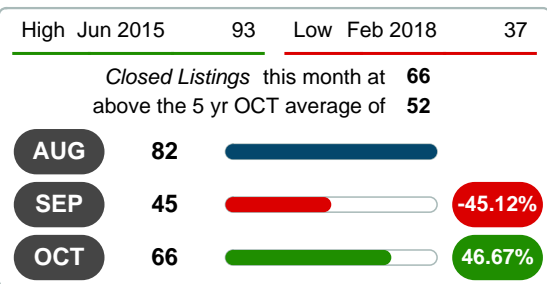


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.58%	29.0	2	3	0	0
\$30,001 - \$60,000	9	13.64%	42.0	3	6	0	0
\$60,001 - \$90,000	9	13.64%	37.0	1	7	1	0
\$90,001 - \$160,000	20	30.30%	34.0	2	12	6	0
\$160,001 - \$200,000	9	13.64%	54.0	1	5	3	0
\$200,001 - \$270,000	7	10.61%	85.0	0	2	4	1
\$270,001 and up	7	10.61%	31.0	0	2	5	0
Total Closed Units	66			9	37	19	1
Total Closed Volume	9,397,269	100%	36.0	645.70K	4.36M	4.13M	265.00K
Median Closed Price	\$125,750			\$59,900	\$115,000	\$185,000	\$265,000

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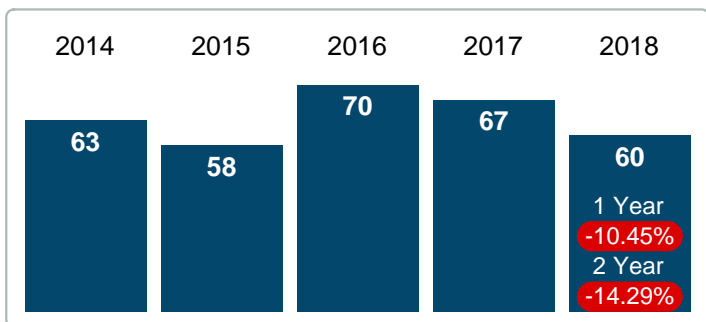
Area Delimited by County Of Washington - Residential Property Type



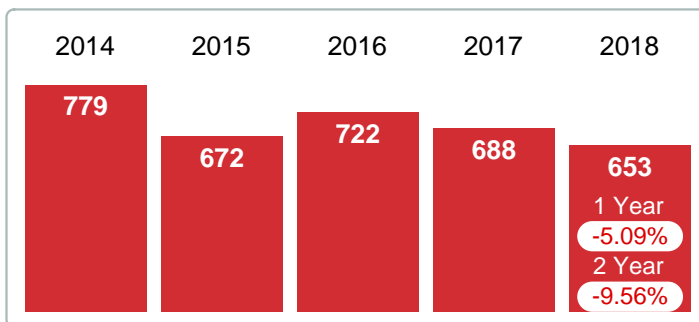
PENDING LISTINGS

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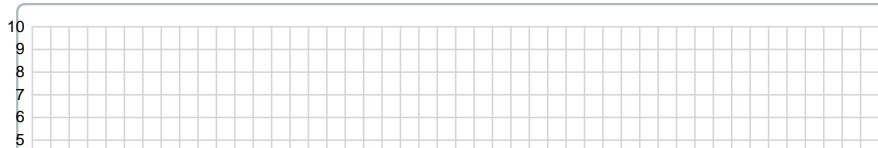
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.67%	77.0	2	4	1	0
\$50,001 - \$70,000	5	8.33%	29.0	2	3	0	0
\$70,001 - \$90,000	7	11.67%	14.0	1	6	0	0
\$90,001 - \$150,000	17	28.33%	45.0	0	12	4	1
\$150,001 - \$190,000	9	15.00%	38.0	0	7	1	1
\$190,001 - \$370,000	9	15.00%	68.0	0	2	6	1
\$370,001 and up	6	10.00%	69.5	0	0	5	1
Total Pending Units	60			5	34	17	4
Total Pending Volume	9,636,099	100%	43.5	297.80K	3.90M	4.50M	938.80K
Median Listing Price	\$129,900			\$59,900	\$105,000	\$214,900	\$207,400

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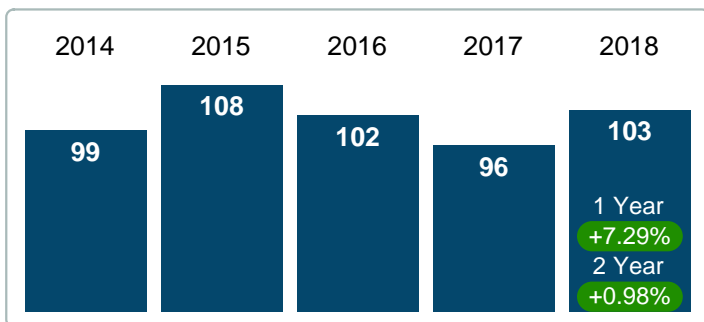
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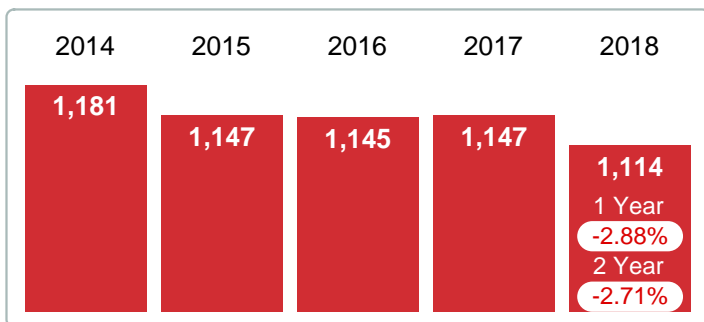
NEW LISTINGS

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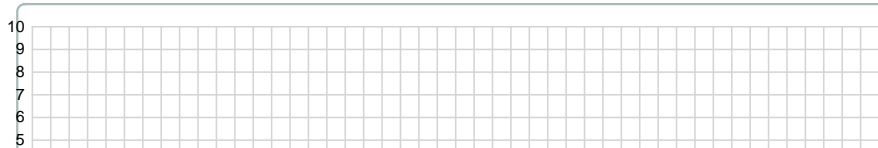
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

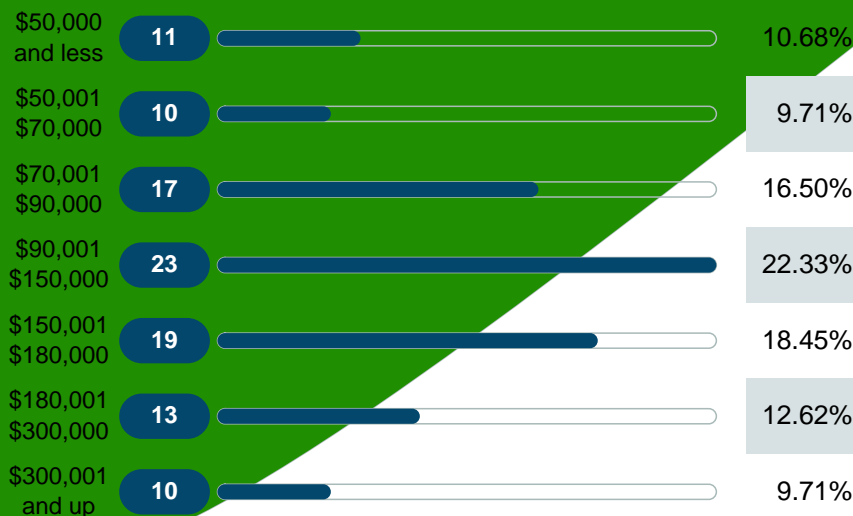
5 year OCT AVG = 102

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
Median New Listed Listing Price	\$68,950	\$99,900	\$220,000	\$189,900

Total New Listed Units	103	
Total New Listed Volume	16,190,198	100%
Median New Listed Listing Price	\$120,000	

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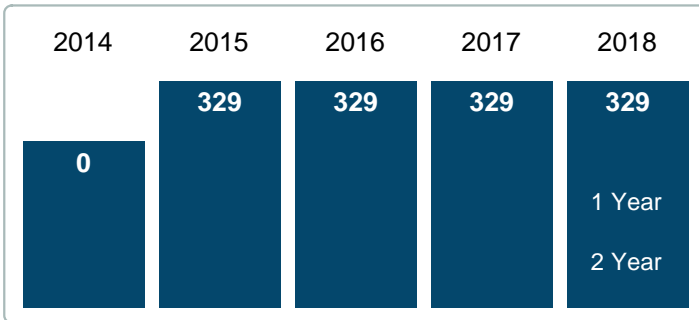
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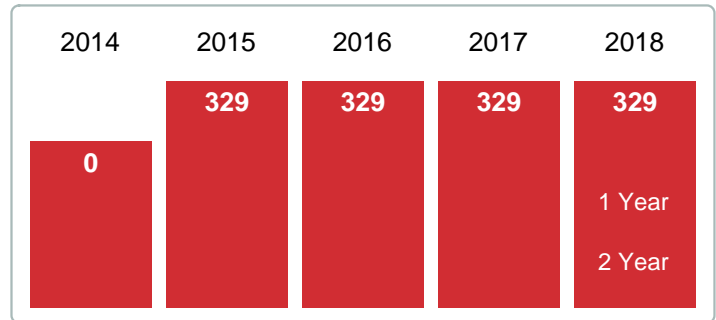
ACTIVE INVENTORY

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END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 263

Month	High	Low	
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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	32	9.73%	79.0	11	21	0	0
\$50,001 - \$70,000	38	11.55%	60.5	12	25	1	0
\$70,001 - \$100,000	49	14.89%	69.0	10	29	10	0
\$100,001 - \$170,000	85	25.84%	55.0	4	59	21	1
\$170,001 - \$240,000	50	15.20%	86.5	1	17	30	2
\$240,001 - \$320,000	42	12.77%	72.0	1	8	29	4
\$320,001 and up	33	10.03%	105.0	0	7	21	5
Total Active Inventory by Units				39	166	112	12
Total Active Inventory by Volume				2.96M	21.74M	27.97M	4.41M
Median Active Inventory Listing Price				\$66,900	\$108,888	\$227,000	\$294,950

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Area Delimited by County Of Washington - Residential Property Type



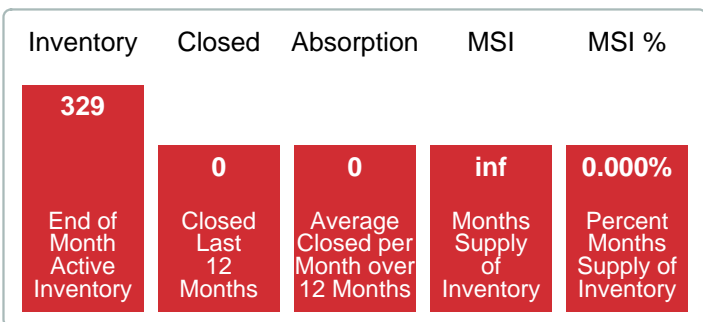
MONTHS SUPPLY of INVENTORY (MSI)

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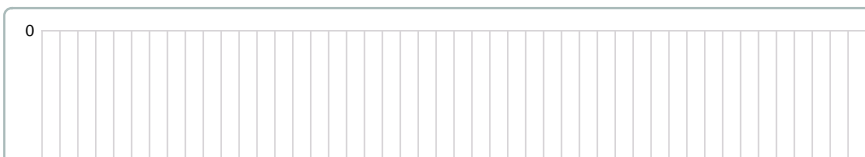
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

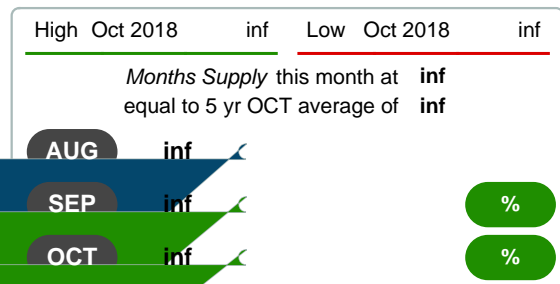


5 YEAR MARKET ACTIVITY TRENDS



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

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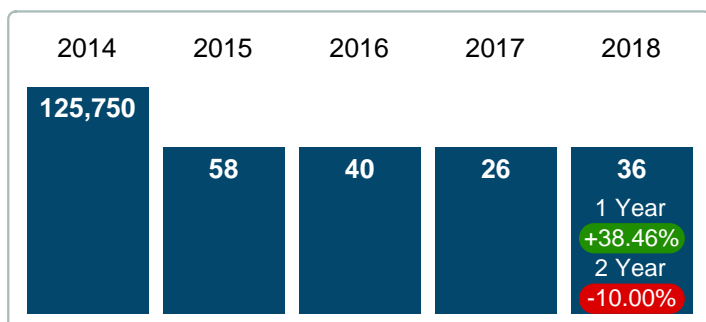
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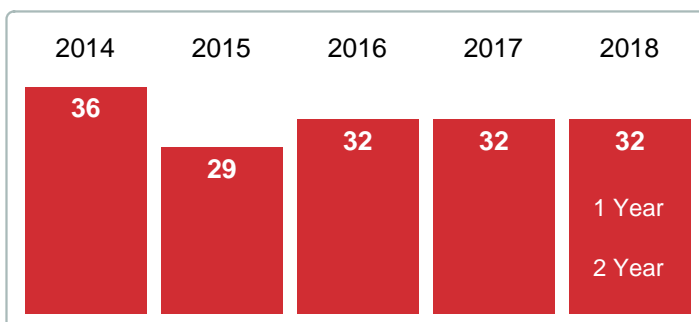
MEDIAN DAYS ON MARKET TO SALE

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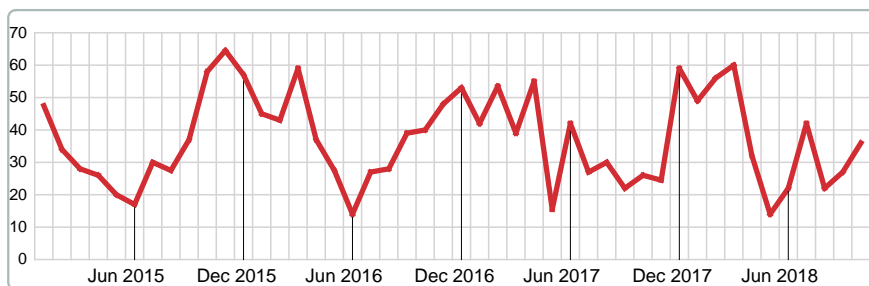
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

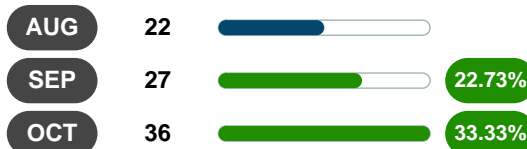


3 MONTHS

5 year OCT AVG = 25,182

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 36 below the 5 yr OCT average of 25,182



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
\$30,000 and less	5	7.58%	29	80	11	0	0
\$30,001 - \$60,000	9	13.64%	42	59	36	0	0
\$60,001 - \$90,000	9	13.64%	37	106	33	74	0
\$90,001 - \$160,000	20	30.30%	34	57	35	29	0
\$160,001 - \$200,000	9	13.64%	54	25	63	24	0
\$200,001 - \$270,000	7	10.61%	85	0	29	96	91
\$270,001 and up	7	10.61%	31	0	19	34	0
Median Closed DOM			36	59	33	38	91
Total Closed Units		100%	36.0	9	37	19	1
Total Closed Volume			9,397,269	645.70K	4.36M	4.13M	265.00K

October 2018



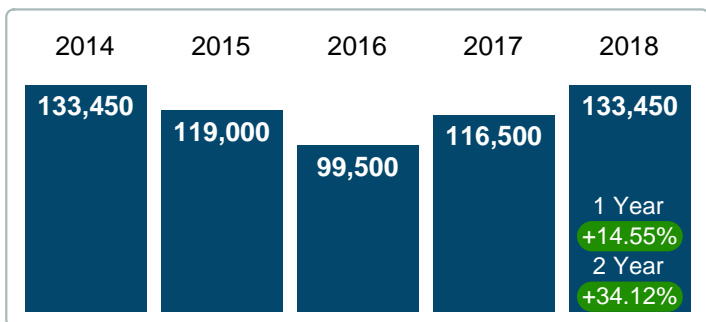
Area Delimited by County Of Washington - Residential Property Type



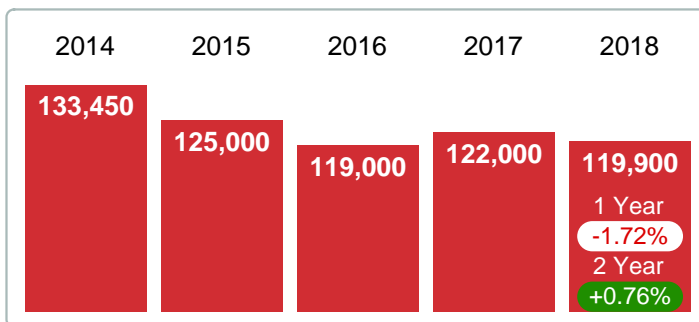
MEDIAN LIST PRICE AT CLOSING

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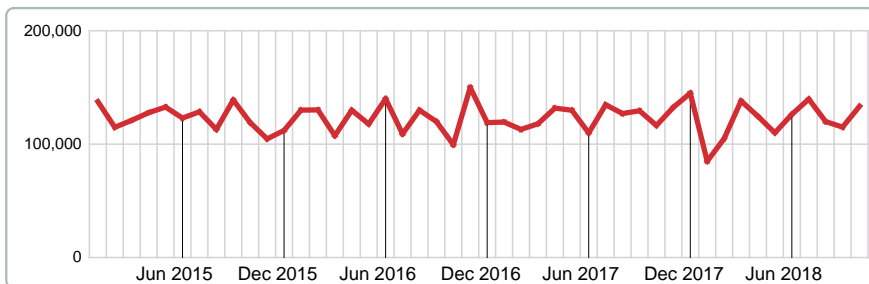
OCTOBER



YEAR TO DATE (YTD)

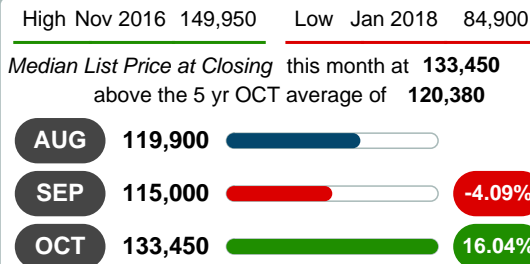


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 120,380



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
\$30,000 and less	7.58%	10,500	8,250	24,900	0	0
\$30,001 - \$60,000	12.12%	47,450	45,000	49,900	0	0
\$60,001 - \$90,000	15.15%	73,500	89,900	71,250	84,900	0
\$90,001 - \$160,000	27.27%	129,000	112,450	133,450	121,950	0
\$160,001 - \$200,000	18.18%	185,000	189,000	179,900	185,000	0
\$200,001 - \$270,000	7.58%	220,000	0	242,500	215,000	0
\$270,001 and up	12.12%	325,000	0	337,500	325,000	279,000
Median List Price		133,450	59,900	109,500	199,000	279,000
Total Closed Units	100%	133,450	9	37	19	1
Total Closed Volume		9,692,050	660.20K	4.52M	4.23M	279.00K

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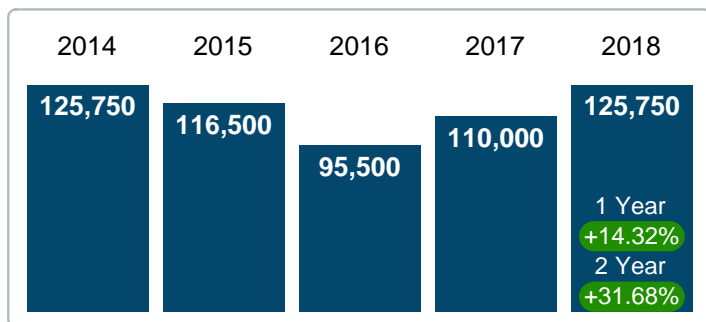
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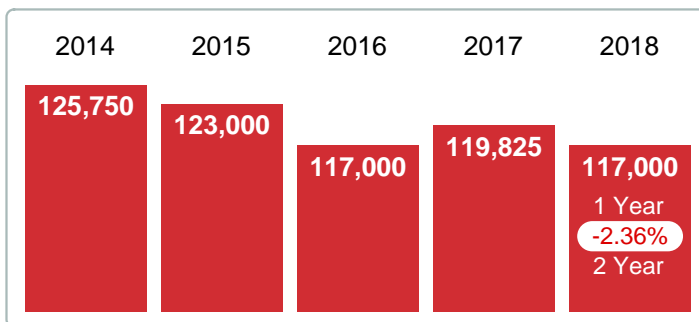
MEDIAN SOLD PRICE AT CLOSING

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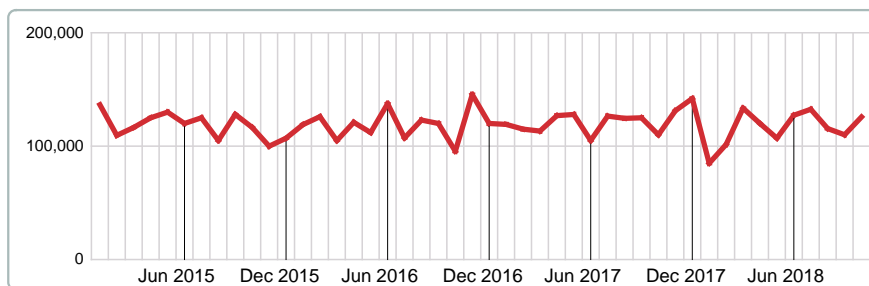
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

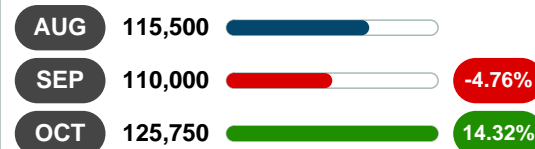


3 MONTHS

5 year OCT AVG = 114,700

High Nov 2016 145,500 Low Jan 2018 84,900

Median Sold Price at Closing this month at **125,750** above the 5 yr OCT average of **114,700**



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
\$30,000 and less	5	7.58%	10,500	5,750	21,000	0	0
\$30,001 - \$60,000	9	13.64%	47,000	43,800	48,450	0	0
\$60,001 - \$90,000	9	13.64%	73,400	87,500	72,500	76,000	0
\$90,001 - \$160,000	20	30.30%	125,750	109,500	125,750	145,250	0
\$160,001 - \$200,000	9	13.64%	184,000	189,000	175,000	184,000	0
\$200,001 - \$270,000	7	10.61%	215,000	0	231,500	209,000	265,000
\$270,001 and up	7	10.61%	325,000	0	325,000	325,000	0
Median Sold Price			125,750	59,900	115,000	185,000	265,000
Total Closed Units		100%	125,750	9	37	19	1
Total Closed Volume			9,397,269	645.70K	4.36M	4.13M	265.00K

October 2018



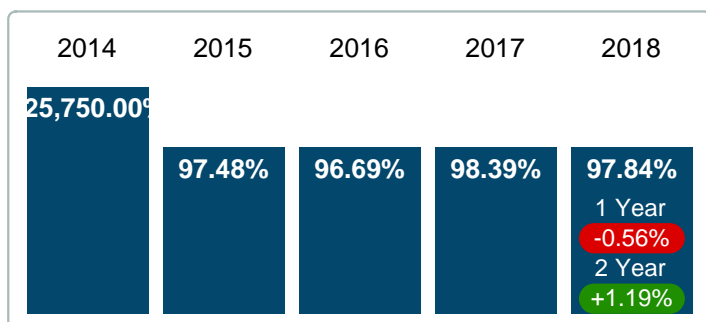
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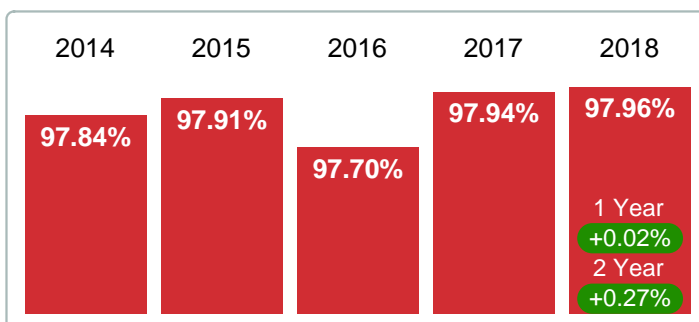
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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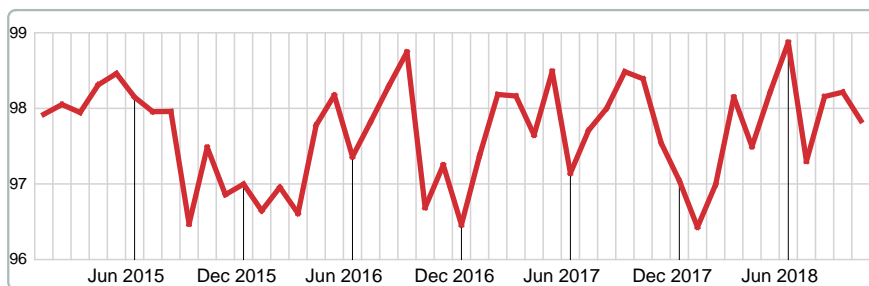
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

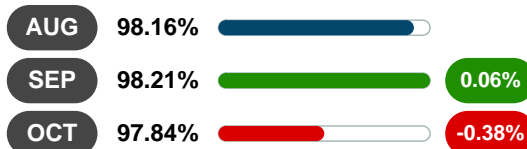


3 MONTHS

5 year OCT AVG = 25,228.08%

High Jun 2018 98.87% Low Jan 2018 96.43%

Median Sold/List Ratio this month at **97.84%**
below the 5 yr OCT average of **25,228.08%**



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	
\$30,000 and less	5	7.58%	84.34%	68.33%	100.00%	0.00%	0.00%	
\$30,001 - \$60,000	9	13.64%	97.33%	100.00%	90.28%	0.00%	0.00%	
\$60,001 - \$90,000	9	13.64%	98.57%	97.33%	100.00%	89.52%	0.00%	
\$90,001 - \$160,000	20	30.30%	97.96%	97.48%	98.37%	96.95%	0.00%	
\$160,001 - \$200,000	9	13.64%	98.29%	100.00%	98.29%	97.30%	0.00%	
\$200,001 - \$270,000	7	10.61%	97.73%	0.00%	95.66%	99.04%	94.98%	
\$270,001 and up	7	10.61%	97.89%	0.00%	96.15%	97.89%	0.00%	
Median Sold/List Ratio		97.84%		97.33%	98.29%	97.78%	94.98%	
Total Closed Units		66	100%	97.84%	9	37	19	1
Total Closed Volume		9,397,269			645.70K	4.36M	4.13M	265.00K

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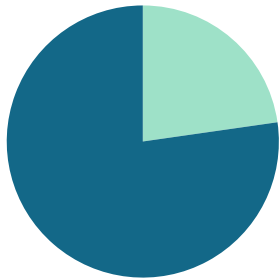
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

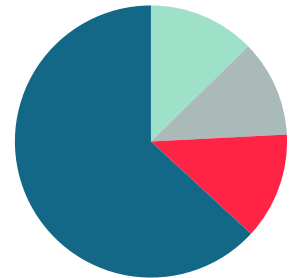


Inventory
 New Listings
103 = 22.74%
 Start Inventory
350
 Total Inventory Units
453
 Volume
\$77,813,266

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%
Median List Price	116,500	133,450	14.55%	122,000	119,900	-1.72%
Median Sale Price	110,000	125,750	14.32%	119,825	117,000	-2.36%
Median Percent of Selling Price to List Price	98.39%	97.84%	-0.56%	97.94%	97.96%	0.02%
Median Days on Market to Sale	26.00	36.00	38.46%	32.00	32.00	0.00%
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

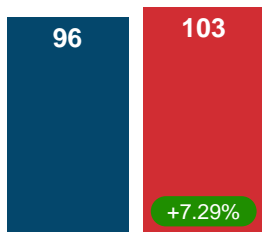
Inventory on October 31, 2018 = **329**

2017 **2018**

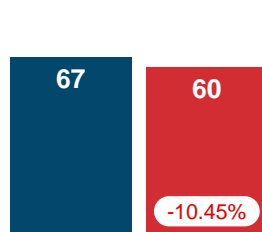
OCTOBER MARKET

MEDIAN PRICES

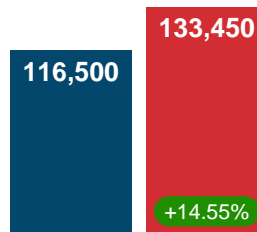
New Listings



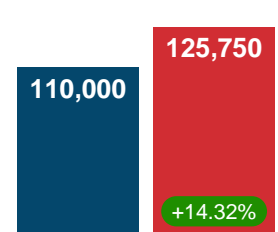
Pending Listings



List Price



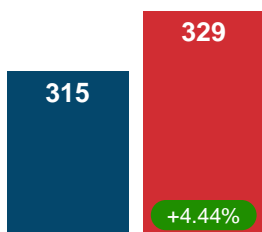
Sale Price



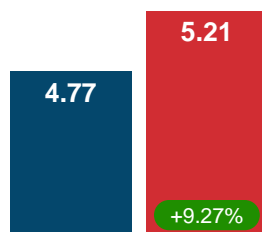
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

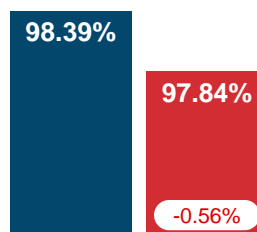
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

