

August 2019



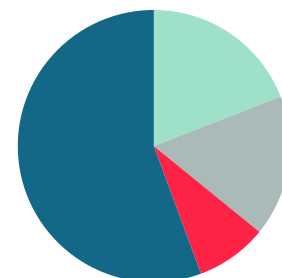
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	82	83	1.22%
Pending Listings	68	73	7.35%
New Listings	125	96	-23.20%
Average List Price	142,963	143,894	0.65%
Average Sale Price	139,814	139,876	0.04%
Average Percent of Selling Price to List Price	100.28%	96.67%	-3.60%
Average Days on Market to Sale	39.30	54.78	39.38%
End of Month Inventory	354	242	-31.64%
Months Supply of Inventory	5.47	3.58	-34.50%



■ Closed (19.08%)
■ Pending (16.78%)
■ Other OffMarket (8.51%)
■ Active (55.63%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of August 31, 2019 = **242**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **31.64%** to 242 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **3.58** 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 **0.04%** in August 2019 to \$139,876 versus the previous year at \$139,814.

Average Days on Market Lengthens

The average number of **54.78** days that homes spent on the market before selling increased by 15.48 days or **39.38%** in August 2019 compared to last year's same month at **39.30** DOM.

Sales Success for August 2019 is Positive

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

There were 96 New Listings in August 2019, down **23.20%** from last year at 125. Furthermore, there were 83 Closed Listings this month versus last year at 82, a **1.22%** increase.

Closed versus Listed trends yielded a **86.5%** ratio, up from previous year's, August 2018, at **65.6%**, a **31.80%** upswing. This will certainly create pressure on a decreasing 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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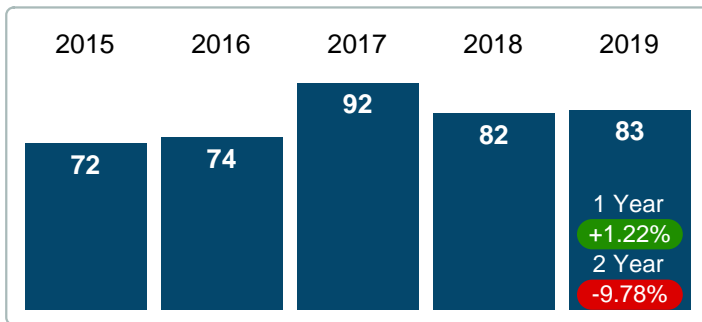
Area Delimited by County Of Washington - Residential Property Type



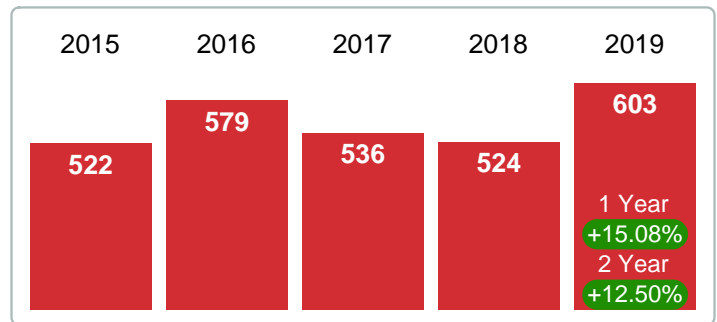
CLOSED LISTINGS

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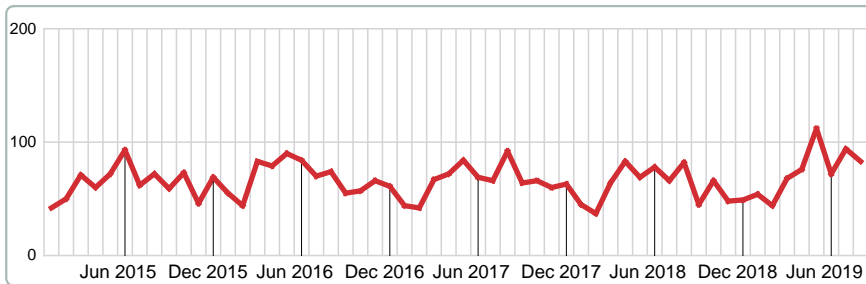
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 81

High May 2019 112 Low Feb 2018 37

Closed Listings this month at **83**
above the 5 yr AUG average of **81**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	8.43%	64.9	3	3	1	0
\$40,001 - \$70,000	10	12.05%	56.9	3	7	0	0
\$70,001 - \$110,000	11	13.25%	39.5	3	8	0	0
\$110,001 - \$140,000	20	24.10%	46.7	0	17	2	1
\$140,001 - \$190,000	15	18.07%	48.9	0	6	8	1
\$190,001 - \$250,000	11	13.25%	89.6	0	5	5	1
\$250,001 and up	9	10.84%	48.4	0	2	6	1
Total Closed Units	83			9	48	22	4
Total Closed Volume	11,609,681	100%	54.8	518.00K	5.93M	4.31M	852.00K
Average Closed Price	\$139,876			\$57,556	\$123,529	\$195,923	\$213,000

August 2019



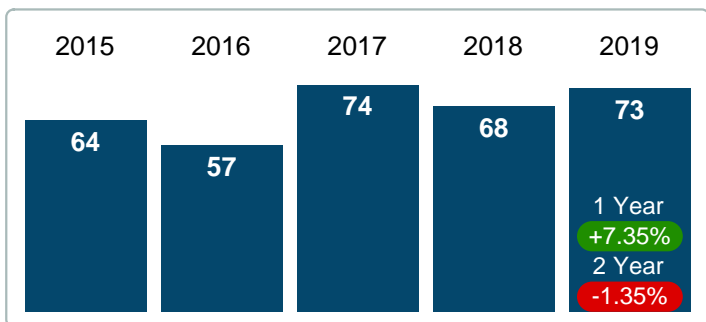
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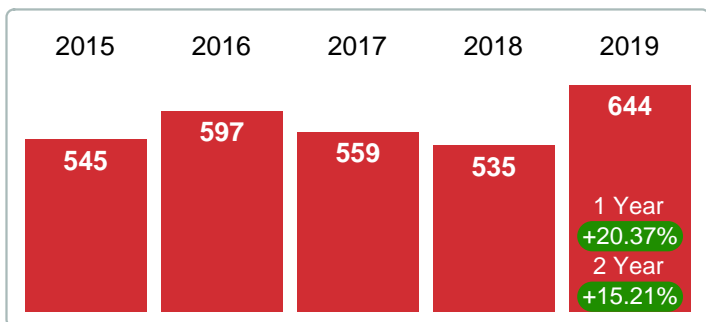
PENDING LISTINGS

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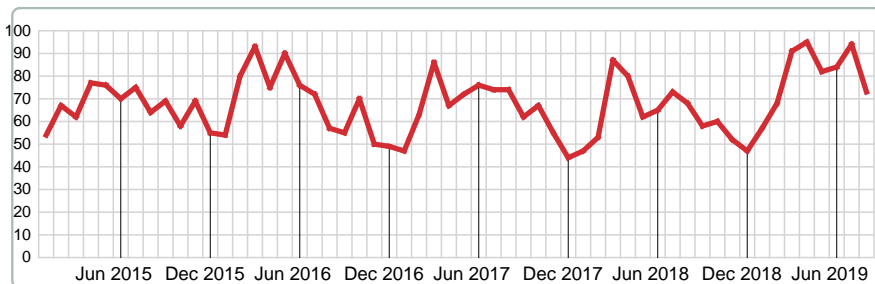
AUGUST



YEAR TO DATE (YTD)

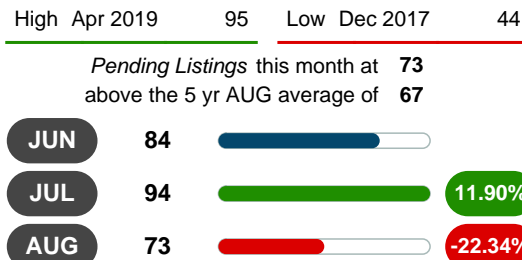


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.48%	6.5	4	0	0	0
\$50,001 - \$70,000	9	12.33%	78.1	1	7	1	0
\$70,001 - \$100,000	13	17.81%	51.9	3	9	1	0
\$100,001 - \$130,000	15	20.55%	53.4	1	10	4	0
\$130,001 - \$180,000	15	20.55%	31.6	0	11	4	0
\$180,001 - \$250,000	10	13.70%	55.4	0	2	8	0
\$250,001 and up	7	9.59%	79.6	0	4	2	1
Total Pending Units	73			9	43	20	1
Total Pending Volume	10,244,738	100%	53.6	564.70K	5.57M	3.84M	265.00K
Average Listing Price	\$140,718			\$62,744	\$129,623	\$192,062	\$265,000

August 2019



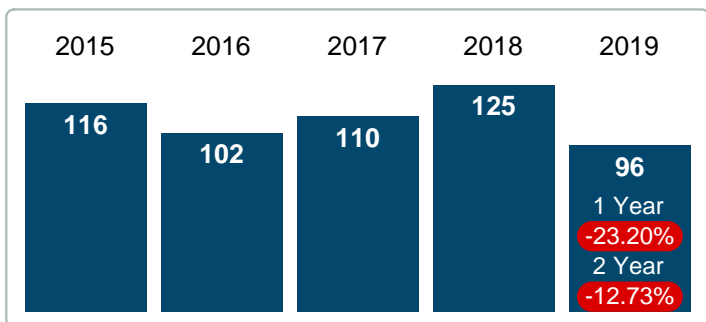
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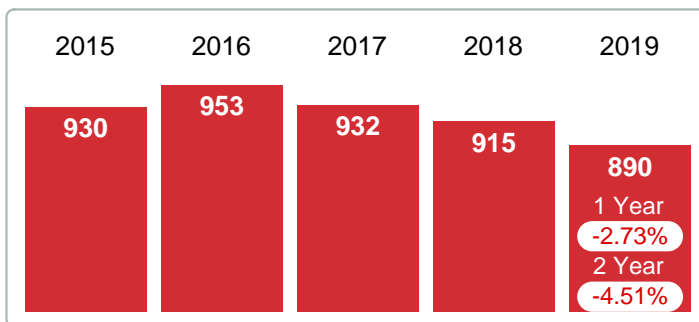
NEW LISTINGS

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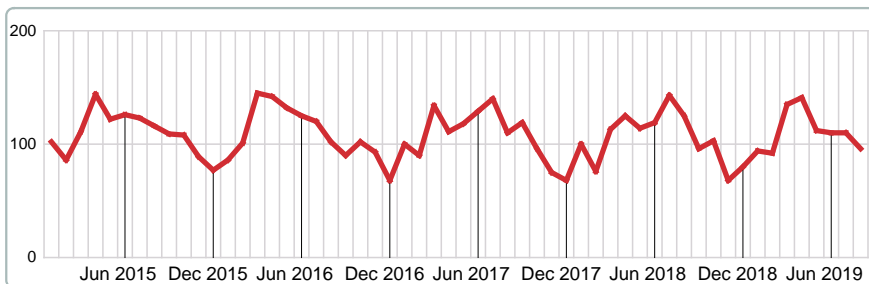
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 110

High Mar 2016 145 Low Nov 2018 68

New Listings this month at 96
 below the 5 yr AUG average of 110



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	8.33%	6	2	0	0
\$30,001 - \$50,000	10	10.42%	3	5	1	1
\$50,001 - \$80,000	14	14.58%	3	9	2	0
\$80,001 - \$140,000	27	28.13%	3	19	5	0
\$140,001 - \$210,000	15	15.63%	1	6	8	0
\$210,001 - \$250,000	13	13.54%	1	4	6	2
\$250,001 and up	9	9.38%	1	1	6	1
Total New Listed Units	96		18	46	28	4
Total New Listed Volume	14,142,685	100%	2.06M	5.18M	6.13M	769.40K
Average New Listed Listing Price	\$123,672		\$114,239	\$112,667	\$219,082	\$192,350

August 2019



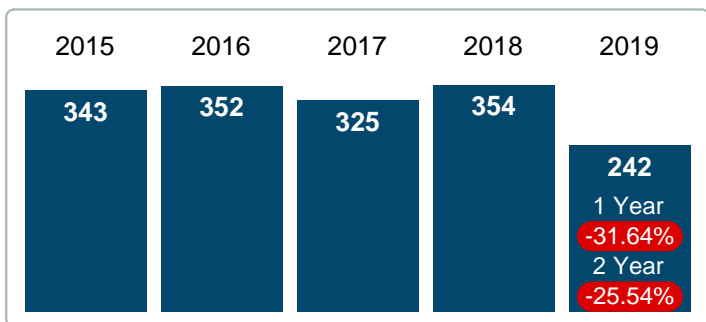
Area Delimited by County Of Washington - Residential Property Type



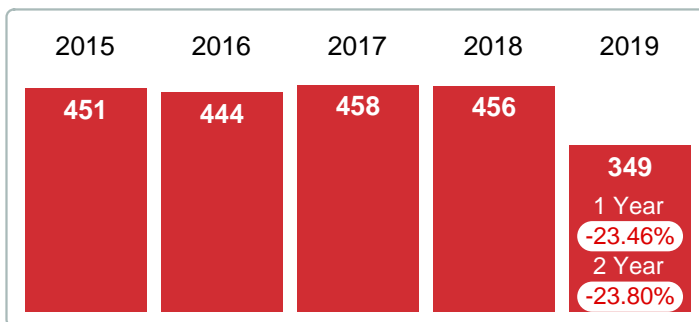
ACTIVE INVENTORY

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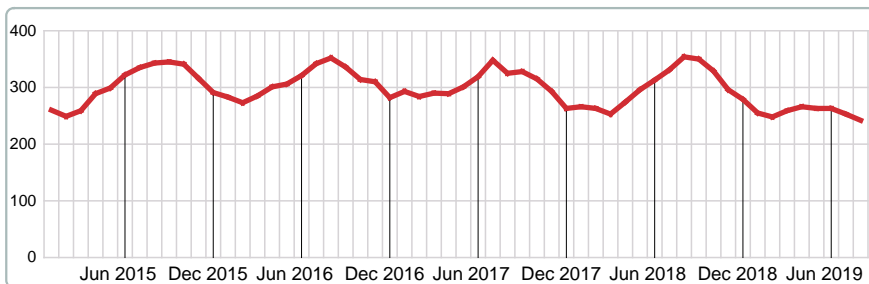
END OF AUGUST



ACTIVE DURING AUGUST

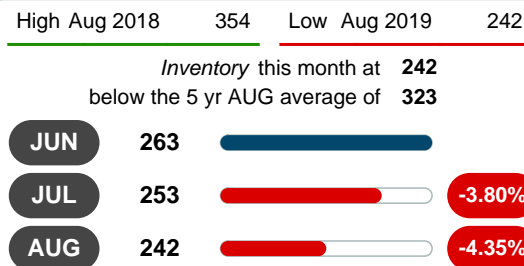


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 323



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8	3.31%	75.9	5	3	0	0
\$25,001 - \$50,000	24	9.92%	58.5	7	14	2	1
\$50,001 - \$100,000	56	23.14%	70.6	13	33	9	1
\$100,001 - \$150,000	56	23.14%	65.8	6	40	8	2
\$150,001 - \$225,000	40	16.53%	58.8	1	12	22	5
\$225,001 - \$350,000	33	13.64%	63.1	0	5	20	8
\$350,001 and up	25	10.33%	114.2	0	8	10	7
Total Active Inventory by Units	242			32	115	71	24
Total Active Inventory by Volume	44,108,928	100%	70.0	2.24M	16.97M	16.46M	8.43M
Average Active Inventory Listing Price	\$182,268			\$70,067	\$147,583	\$231,836	\$351,433

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Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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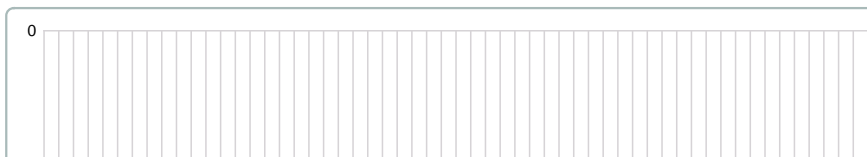
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
242	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	19	7.85%	3.04	4.80	2.00	6.00	0.00
\$40,001 - \$60,000	30	12.40%	5.71	4.80	5.40	12.00	0.00
\$60,001 - \$100,000	39	16.12%	3.30	3.65	2.80	5.25	0.00
\$100,001 - \$160,000	60	24.79%	2.79	4.00	2.88	2.03	6.00
\$160,001 - \$230,000	39	16.12%	3.55	12.00	2.72	3.17	14.00
\$230,001 - \$350,000	30	12.40%	3.19	0.00	2.53	2.86	7.20
\$350,001 and up	25	10.33%	10.71	0.00	24.00	5.71	28.00
Market Supply of Inventory (MSI)			3.58	4.41	3.15	3.24	12.52
Total Active Inventory by Units		100%	3.58	32	115	71	24

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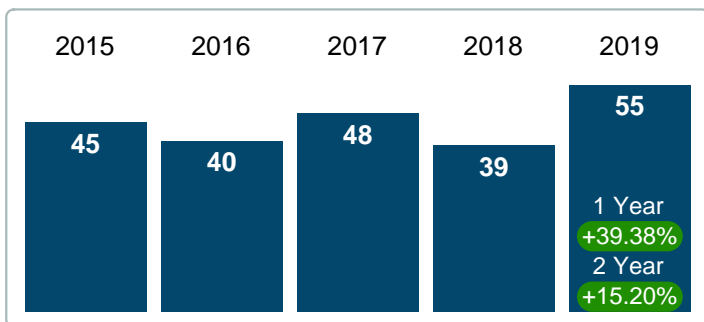
Area Delimited by County Of Washington - Residential Property Type



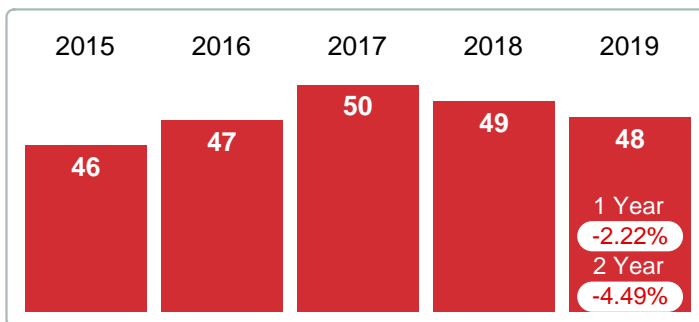
AVERAGE DAYS ON MARKET TO SALE

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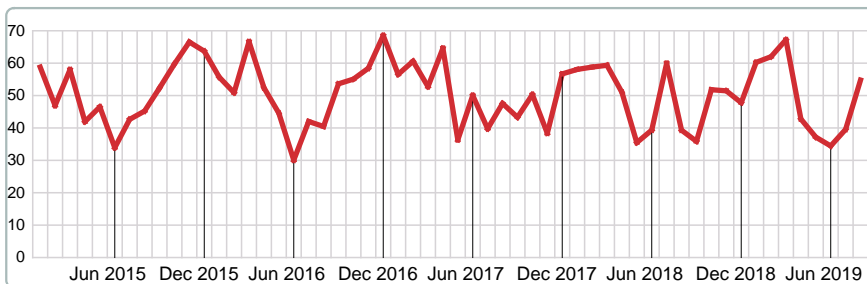
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

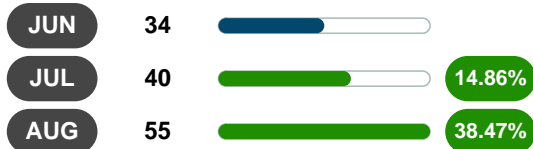


3 MONTHS

5 year AUG AVG = 45

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 55 above the 5 yr AUG average of 45



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
\$40,000 and less	8.43%	65	70	78	9	0
\$40,001 - \$70,000	12.05%	57	62	55	0	0
\$70,001 - \$110,000	13.25%	40	16	49	0	0
\$110,001 - \$140,000	24.10%	47	0	50	36	7
\$140,001 - \$190,000	18.07%	49	0	34	57	78
\$190,001 - \$250,000	13.25%	90	0	52	127	95
\$250,001 and up	10.84%	48	0	37	60	5
Average Closed DOM		55				
Total Closed Units	100%	55	9	48	22	4
Total Closed Volume		11,609,681	518.00K	5.93M	4.31M	852.00K

August 2019



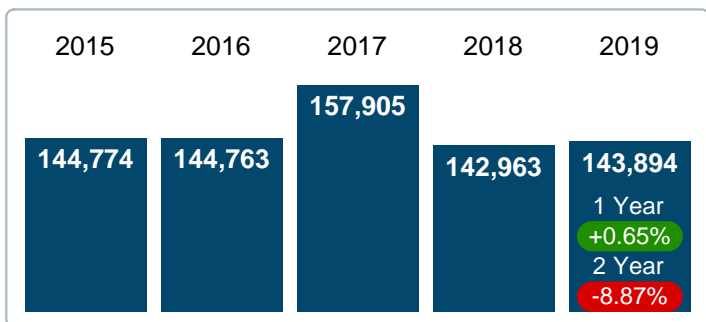
Area Delimited by County Of Washington - Residential Property Type



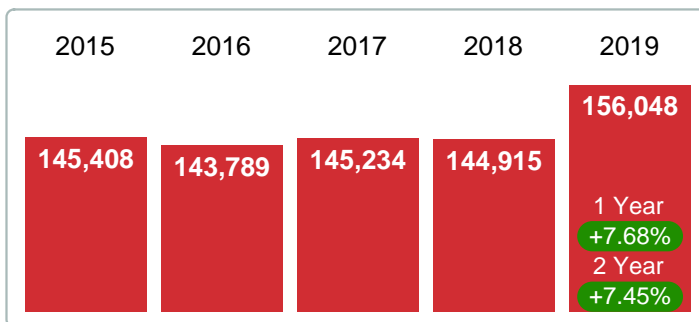
AVERAGE LIST PRICE AT CLOSING

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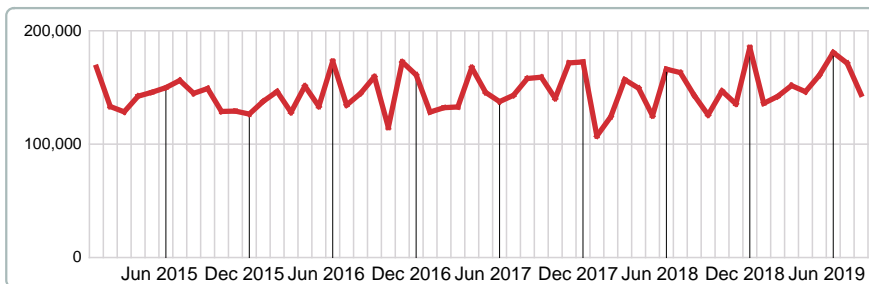
AUGUST



YEAR TO DATE (YTD)

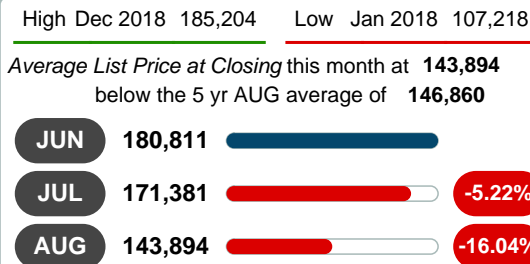


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 146,860



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
\$40,000 and less	8.43%	30,907	28,683	30,133	39,900	0
\$40,001 - \$70,000	10.84%	59,789	61,767	60,757	0	0
\$70,001 - \$110,000	15.66%	93,500	93,600	95,400	0	0
\$110,001 - \$140,000	22.89%	125,168	0	124,206	127,400	123,000
\$140,001 - \$190,000	16.87%	155,550	0	151,617	156,988	194,500
\$190,001 - \$250,000	12.05%	219,575	0	216,500	237,540	265,000
\$250,001 and up	13.25%	292,873	0	334,500	284,775	310,000
Average List Price		143,894	61,350	126,075	202,134	223,125
Total Closed Units	100%	143,894	9	48	22	4
Total Closed Volume		11,943,200	552.15K	6.05M	4.45M	892.50K

August 2019



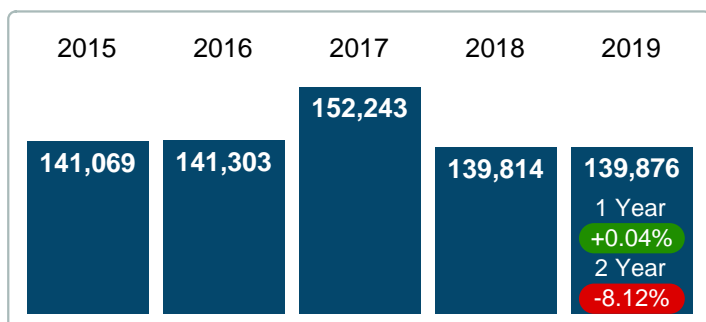
Area Delimited by County Of Washington - Residential Property Type



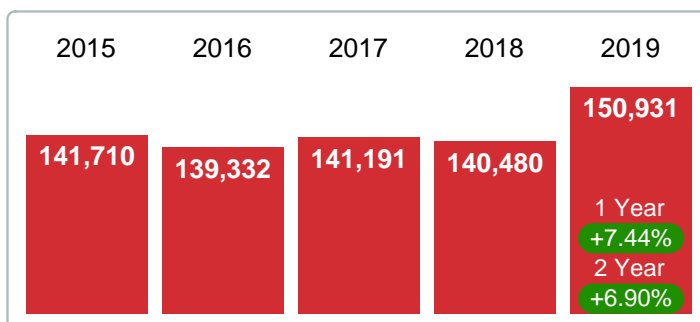
AVERAGE SOLD PRICE AT CLOSING

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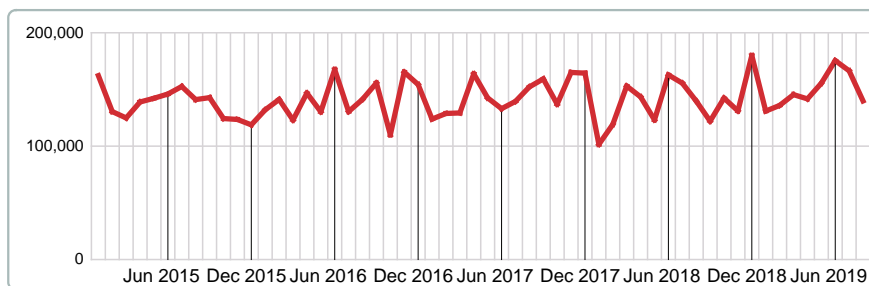
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

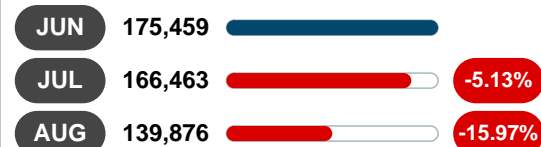


3 MONTHS

5 year AUG AVG = 142,861

High Dec 2018 179,911 Low Jan 2018 101,572

Average Sold Price at Closing this month at **139,876**
below the 5 yr AUG average of **142,861**



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
\$40,000 and less	8.43%	28,300	26,367	28,000	35,000	0
\$40,001 - \$70,000	12.05%	57,981	56,500	58,615	0	0
\$70,001 - \$110,000	13.25%	90,173	89,800	90,313	0	0
\$110,001 - \$140,000	24.10%	122,938	0	122,521	122,950	130,000
\$140,001 - \$190,000	18.07%	154,613	0	150,800	153,425	187,000
\$190,001 - \$250,000	13.25%	223,045	0	211,800	229,900	245,000
\$250,001 and up	10.84%	289,825	0	332,963	275,417	290,000
Average Sold Price		139,876	57,556	123,529	195,923	213,000
Total Closed Units	100%	139,876	9	48	22	4
Total Closed Volume		11,609,681	518.00K	5.93M	4.31M	852.00K

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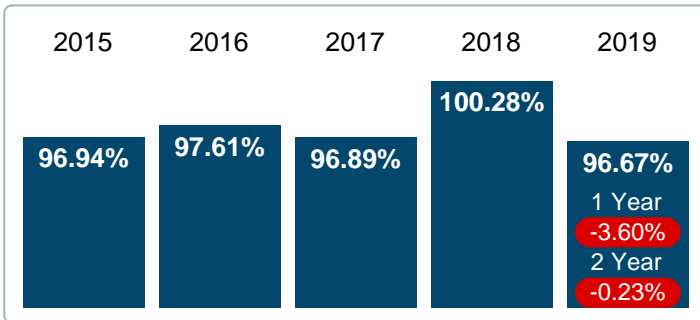
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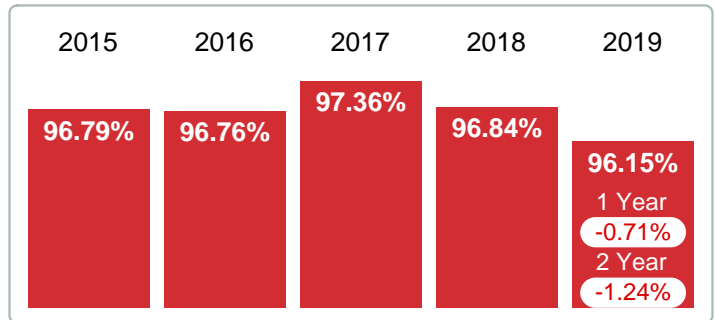
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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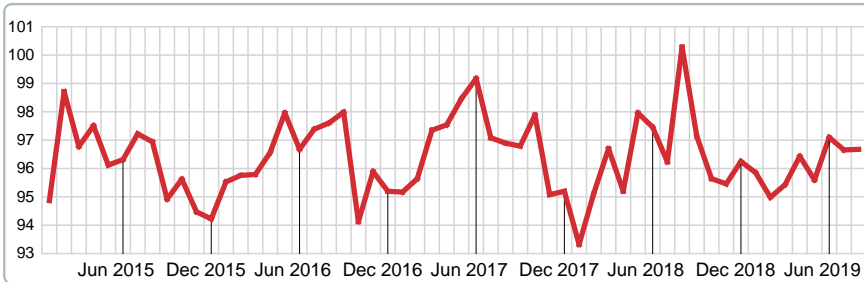
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

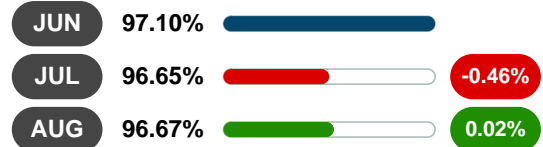


3 MONTHS

5 year AUG AVG = 97.68%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.67%**
below the 5 yr AUG average of **97.68%**



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
\$40,000 and less	7	8.43%	90.32%	88.45%	93.05%	87.72%	0.00%
\$40,001 - \$70,000	10	12.05%	94.88%	90.94%	96.57%	0.00%	0.00%
\$70,001 - \$110,000	11	13.25%	95.01%	96.20%	94.56%	0.00%	0.00%
\$110,001 - \$140,000	20	24.10%	99.04%	0.00%	98.92%	96.67%	105.69%
\$140,001 - \$190,000	15	18.07%	98.40%	0.00%	99.51%	97.84%	96.14%
\$190,001 - \$250,000	11	13.25%	96.93%	0.00%	97.88%	96.87%	92.45%
\$250,001 and up	9	10.84%	97.22%	0.00%	100.10%	96.88%	93.55%
Average Sold/List Ratio		96.70%		91.86%	97.50%	96.79%	96.96%
Total Closed Units		83	100%	9	48	22	4
Total Closed Volume		11,609,681		518.00K	5.93M	4.31M	852.00K

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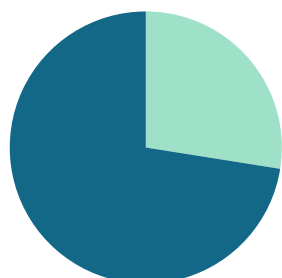
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

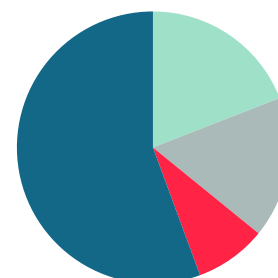


Inventory
 New Listings
96 = 27.51%
 Start Inventory
253
 Total Inventory Units
349
 Volume
\$61,303,766

Market Activity

Closed Sales
83 = 19.08%
 Pending Sales
73 = 16.78%
 Other Off Market
37 = 8.51%
 Active Inventory
242 = 55.63%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	82	83	1.22%	524	603	15.08%
Pending Sales	68	73	7.35%	535	644	20.37%
New Listings	125	96	-23.20%	915	890	-2.73%
Average List Price	142,963	143,894	0.65%	144,915	156,048	7.68%
Average Sale Price	139,814	139,876	0.04%	140,480	150,931	7.44%
Average Percent of Selling Price to List Price	100.28%	96.67%	-3.60%	96.84%	96.15%	-0.71%
Average Days on Market to Sale	39.30	54.78	39.38%	48.70	47.61	-2.22%
Monthly Inventory	354	242	-31.64%	354	242	-31.64%
Months Supply of Inventory	5.47	3.58	-34.50%	5.47	3.58	-34.50%

Absorption: Last 12 months, an Average of **68** Sales/Month

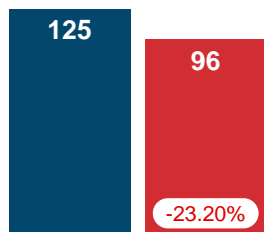
Inventory on August 31, 2019 = **242**

2018 **2019**

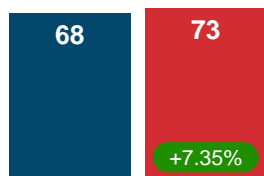
AUGUST MARKET

AVERAGE PRICES

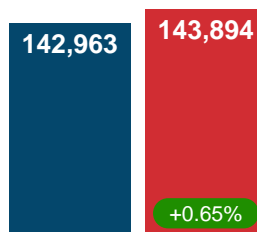
New Listings



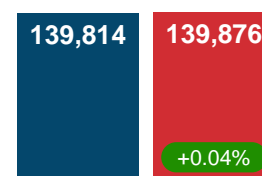
Pending Listings



List Price



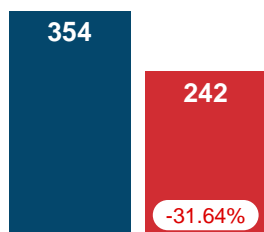
Sale Price



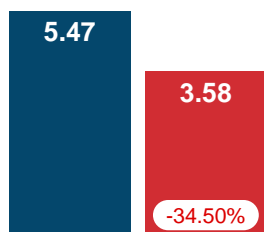
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

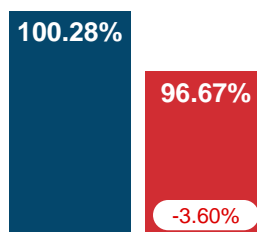
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

