

December 2019



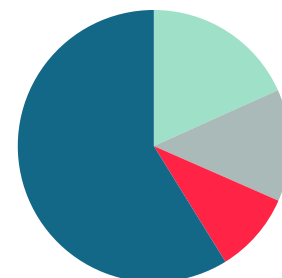
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	49	59	20.41%
Pending Listings	47	43	-8.51%
New Listings	80	65	-18.75%
Median List Price	154,000	99,500	-35.39%
Median Sale Price	149,000	90,000	-39.60%
Median Percent of Selling Price to List Price	97.40%	97.96%	0.57%
Median Days on Market to Sale	37.00	19.00	-48.65%
End of Month Inventory	279	190	-31.90%
Months Supply of Inventory	4.57	2.61	-43.03%



■ Closed (18.27%)
■ Pending (13.31%)
■ Other OffMarket (9.60%)
■ Active (58.82%)

Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of December 31, 2019 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **31.90%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **2.61** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **39.60%** in December 2019 to \$90,000 versus the previous year at \$149,000.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 18.00 days or **48.65%** in December 2019 compared to last year's same month at **37.00** DOM.

Sales Success for December 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 65 New Listings in December 2019, down **18.75%** from last year at 80. Furthermore, there were 59 Closed Listings this month versus last year at 49, a **20.41%** increase.

Closed versus Listed trends yielded a **90.8%** ratio, up from previous year's, December 2018, at **61.3%**, a **48.19%** 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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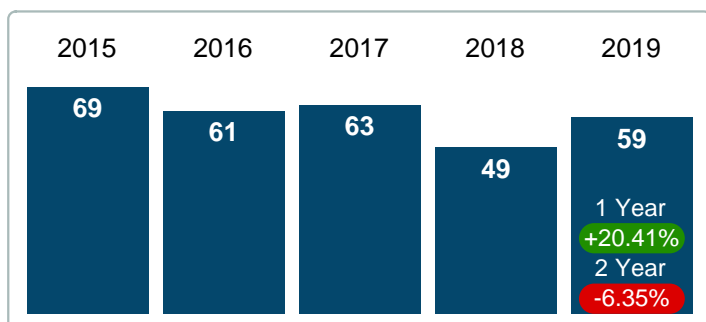
Area Delimited by County Of Washington - Residential Property Type



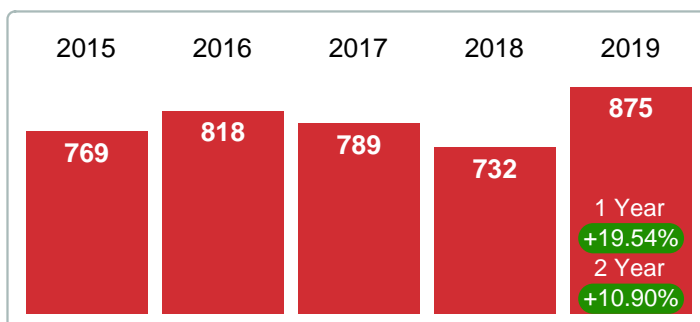
CLOSED LISTINGS

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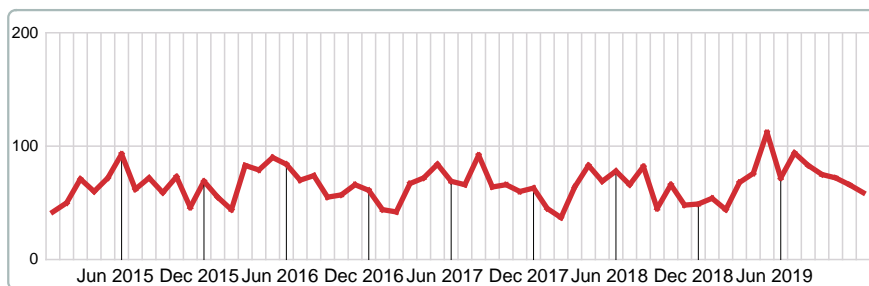
DECEMBER



YEAR TO DATE (YTD)

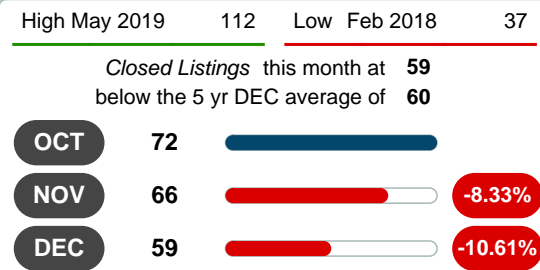


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	6.78%	7.0	1	3	0	0
\$20,001 - \$50,000	6	10.17%	19.0	3	2	1	0
\$50,001 - \$70,000	9	15.25%	28.0	4	4	1	0
\$70,001 - \$130,000	17	28.81%	26.0	2	15	0	0
\$130,001 - \$170,000	8	13.56%	12.5	0	3	5	0
\$170,001 - \$240,000	9	15.25%	8.0	1	5	3	0
\$240,001 and up	6	10.17%	43.5	0	1	4	1
Total Closed Units	59			11	33	14	1
Total Closed Volume	7,178,532	100%	19.0	702.00K	3.43M	2.57M	478.00K
Median Closed Price	\$90,000			\$55,000	\$86,500	\$171,250	\$478,000

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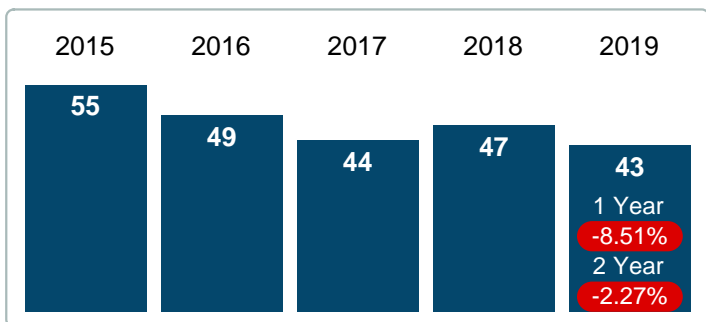
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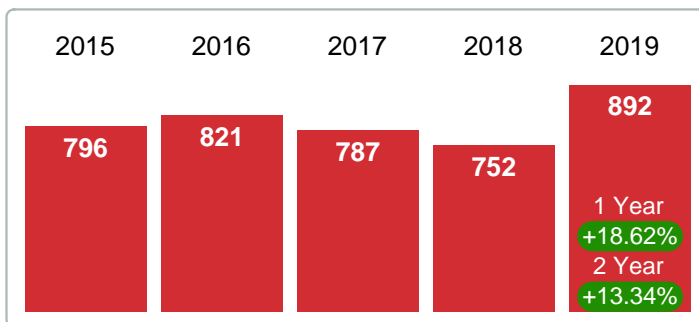
PENDING LISTINGS

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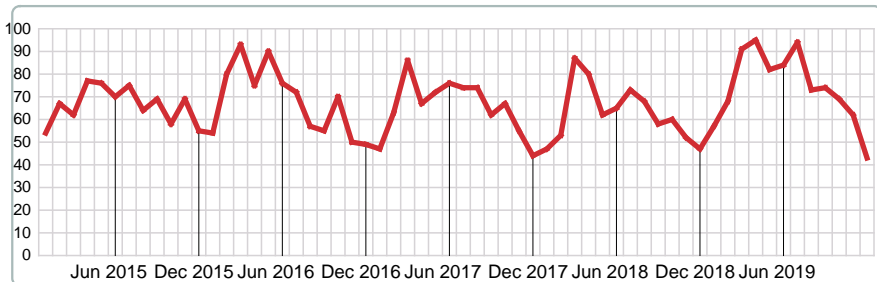
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 48

High Apr 2019 95 Low Dec 2019 43

Pending Listings this month at 43
below the 5 yr DEC average of 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	9.30%	18.5	2	2	0	0
\$50,001 - \$70,000	3	6.98%	18.0	2	1	0	0
\$70,001 - \$100,000	6	13.95%	89.0	0	6	0	0
\$100,001 - \$140,000	13	30.23%	32.0	1	12	0	0
\$140,001 - \$180,000	7	16.28%	29.0	1	3	3	0
\$180,001 - \$290,000	4	9.30%	91.5	0	0	2	2
\$290,001 and up	6	13.95%	24.0	0	2	2	2
Total Pending Units	43			6	26	7	4
Total Pending Volume	6,565,437	100%	42.0	467.20K	3.31M	1.51M	1.27M
Median Listing Price	\$129,900			\$61,400	\$119,750	\$189,900	\$266,400

December 2019



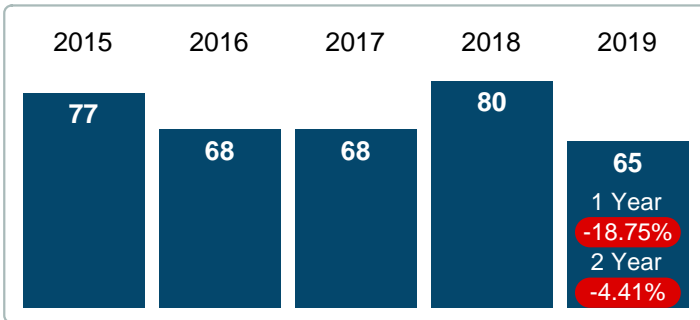
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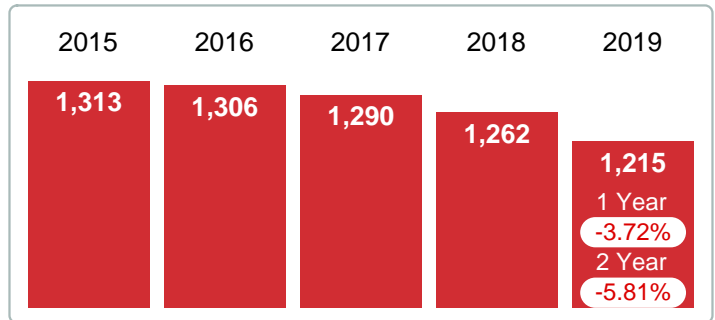
NEW LISTINGS

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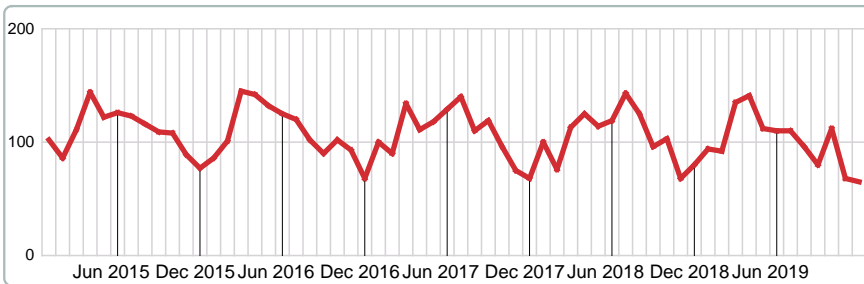
DECEMBER



YEAR TO DATE (YTD)

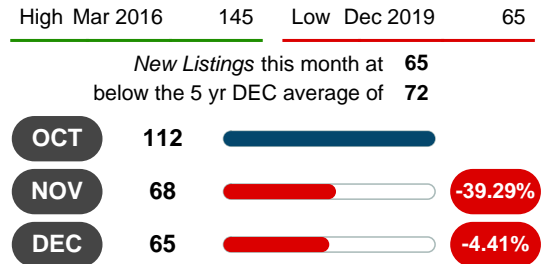


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$40,000 and less	5	7.69%	4	1	0	0
\$40,001 - \$60,000	8	12.31%	4	3	1	0
\$60,001 - \$90,000	10	15.38%	4	6	0	0
\$90,001 - \$130,000	14	21.54%	1	11	1	1
\$130,001 - \$180,000	13	20.00%	2	7	4	0
\$180,001 - \$310,000	8	12.31%	1	0	7	0
\$310,001 and up	7	10.77%	0	2	3	2
Total New Listed Units	65		16	30	16	3
Total New Listed Volume	9,303,800	100%	1.16M	3.73M	3.63M	787.80K
Median New Listed Listing Price	\$124,900		\$61,250	\$121,250	\$209,700	\$312,900

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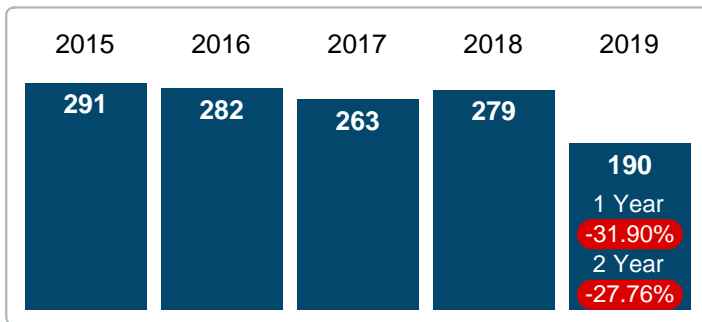
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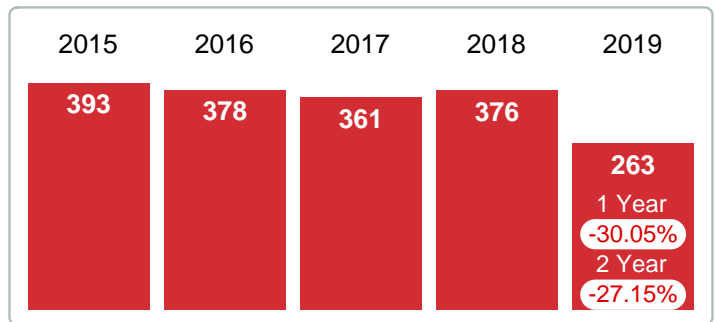
ACTIVE INVENTORY

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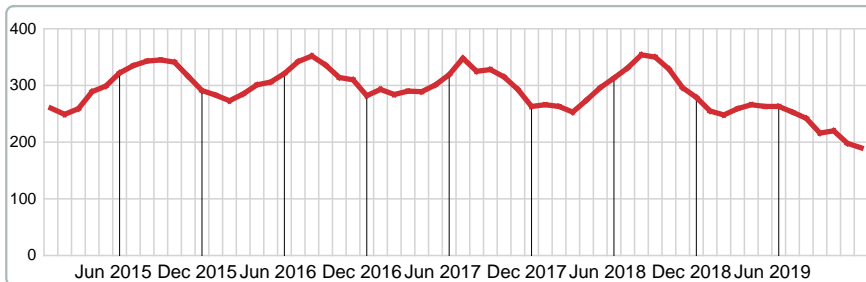
END OF DECEMBER



ACTIVE DURING DECEMBER

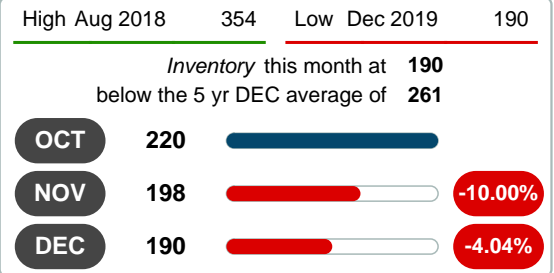


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 261



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	10.00%	64.0	9	8	1	1
\$50,001 - \$50,000	0	0.00%	64.0	0	0	0	0
\$50,001 - \$100,000	42	22.11%	45.0	14	24	4	0
\$100,001 - \$175,000	51	26.84%	67.0	2	29	18	2
\$175,001 - \$225,000	21	11.05%	73.0	3	6	12	0
\$225,001 - \$375,000	38	20.00%	72.0	3	7	23	5
\$375,001 and up	19	10.00%	83.0	2	4	8	5
Total Active Inventory by Units	190			33	78	66	13
Total Active Inventory by Volume	36,599,045	100%	68.0	4.27M	11.38M	16.27M	4.68M
Median Active Inventory Listing Price	\$153,948			\$65,000	\$120,000	\$218,500	\$350,000

December 2019



Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

2015	2016	2017	2018	2019
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INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
190	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	10.00%	2.33	2.84	1.71	3.00	0.00
\$50,001 - \$50,000	0	0.00%	nan	0.00	0.00	0.00	0.00
\$50,001 - \$100,000	42	22.11%	2.50	4.10	2.01	2.82	0.00
\$100,001 - \$175,000	51	26.84%	1.89	1.50	1.60	2.60	3.43
\$175,001 - \$225,000	21	11.05%	2.71	0.00	2.06	2.62	0.00
\$225,001 - \$375,000	38	20.00%	3.26	0.00	3.11	2.79	4.29
\$375,001 and up	19	10.00%	12.67	0.00	12.00	9.60	15.00
Market Supply of Inventory (MSI)			2.61	4.17	1.94	2.96	5.38
Total Active Inventory by Units		100%	2.61	33	78	66	13

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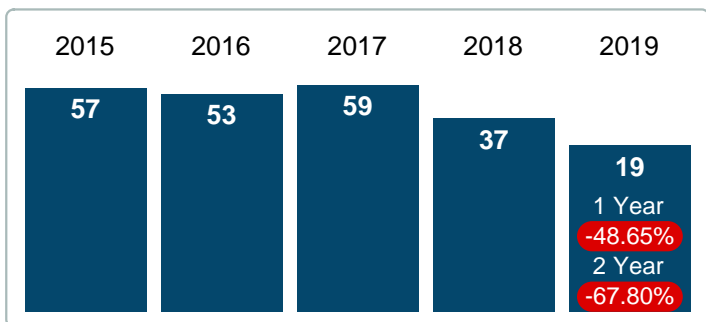
Area Delimited by County Of Washington - Residential Property Type



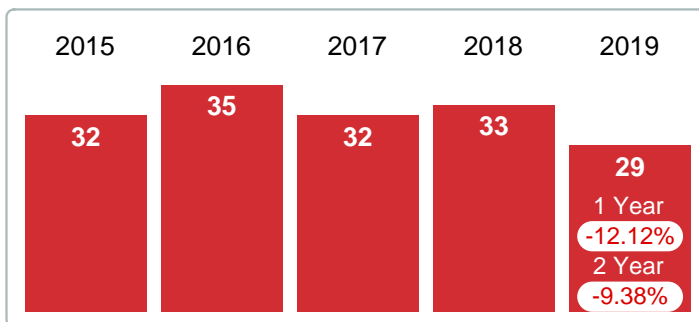
MEDIAN DAYS ON MARKET TO SALE

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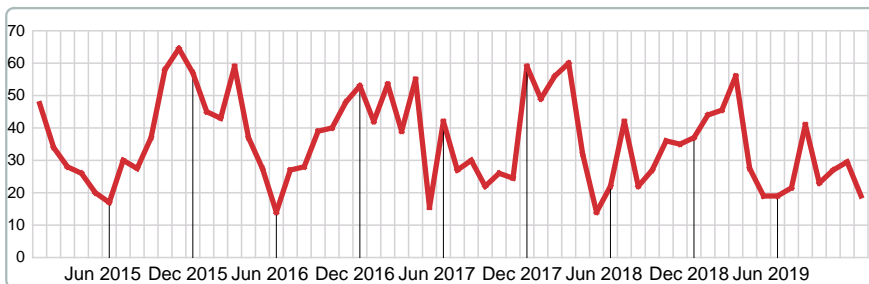
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

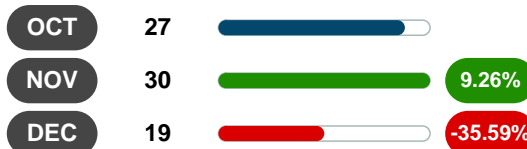


3 MONTHS

5 year DEC AVG = 45

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 19 below the 5 yr DEC average of 45



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
\$20,000 and less	6.78%	7	72	2	0	0
\$20,001 - \$50,000	10.17%	19	9	58	79	0
\$50,001 - \$70,000	15.25%	28	38	22	36	0
\$70,001 - \$130,000	28.81%	26	30	26	0	0
\$130,001 - \$170,000	13.56%	13	0	16	6	0
\$170,001 - \$240,000	15.25%	8	4	5	16	0
\$240,001 and up	10.17%	44	0	78	25	57
Median Closed DOM		19	20	15	20	57
Total Closed Units	100%	59	11	33	14	1
Total Closed Volume		7,178,532	702.00K	3.43M	2.57M	478.00K

December 2019



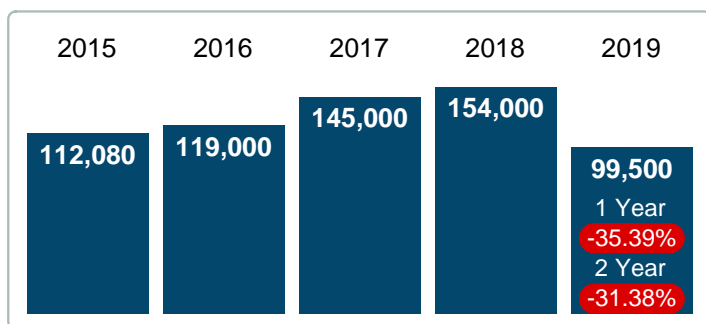
Area Delimited by County Of Washington - Residential Property Type



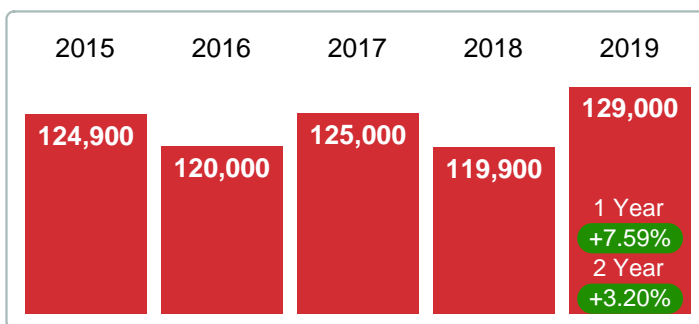
MEDIAN LIST PRICE AT CLOSING

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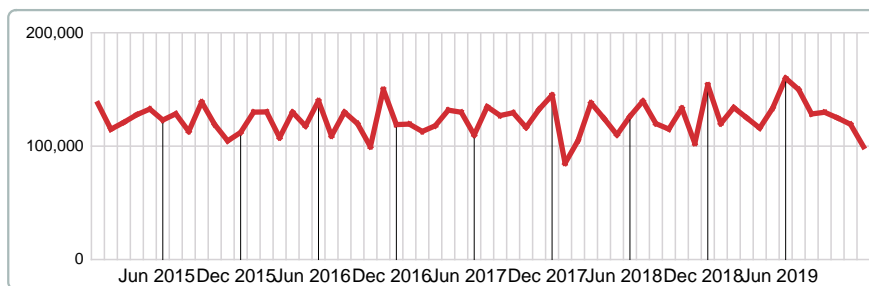
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 125,916

High Jun 2019 159,950 Low Jan 2018 84,900
 Median List Price at Closing this month at **99,500**
 below the 5 yr DEC average of **125,916**

OCT	124,875	
NOV	119,250	-4.50%
DEC	99,500	-16.56%

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
\$20,000 and less	3	19,900	19,900	17,100	0	0
\$20,001 - \$50,000	7	39,000	29,900	41,600	42,900	0
\$50,001 - \$70,000	9	59,900	55,000	62,500	65,000	0
\$70,001 - \$130,000	18	89,900	84,000	89,900	0	0
\$130,001 - \$170,000	9	168,900	169,900	159,900	169,900	0
\$170,001 - \$240,000	6	199,250	0	199,250	206,200	0
\$240,001 and up	7	264,900	0	299,900	264,900	525,000
Median List Price		99,500	55,000	89,900	173,250	525,000
Total Closed Units	59	100%	11	33	14	1
Total Closed Volume	7,377,447		728.00K	3.49M	2.63M	525.00K

December 2019



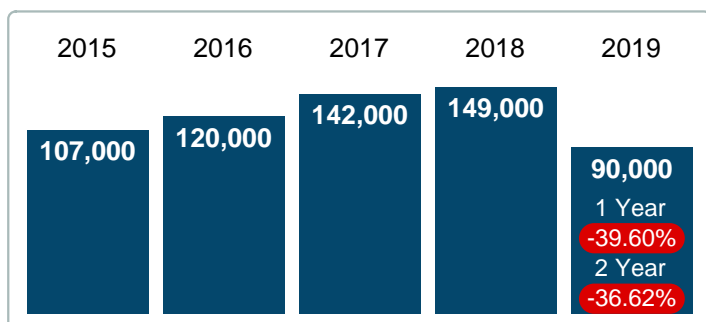
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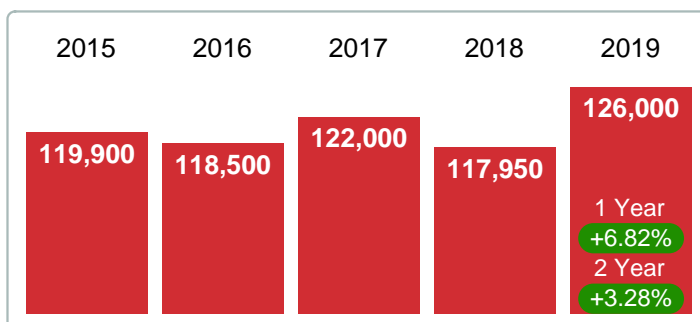
MEDIAN SOLD PRICE AT CLOSING

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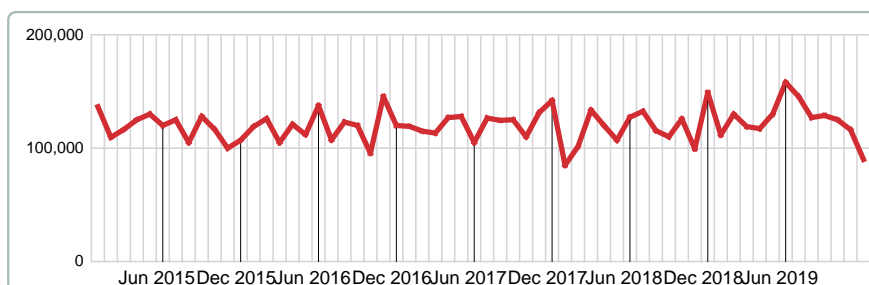
DECEMBER



YEAR TO DATE (YTD)

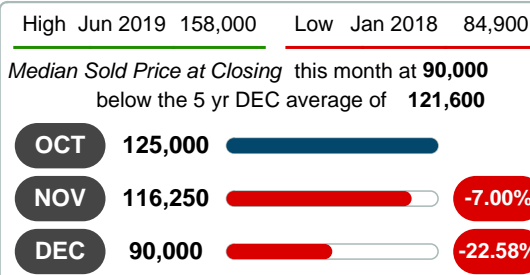


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 121,600



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
\$20,000 and less	4	6.78%	14,850	11,000	16,500	0	0
\$20,001 \$50,000	6	10.17%	35,250	27,000	35,700	40,000	0
\$50,001 \$70,000	9	15.25%	60,000	57,750	59,000	62,500	0
\$70,001 \$130,000	17	28.81%	86,500	98,000	86,500	0	0
\$130,001 \$170,000	8	13.56%	159,950	0	134,800	165,000	0
\$170,001 \$240,000	9	15.25%	199,000	171,000	199,000	230,000	0
\$240,001 and up	6	10.17%	260,000	0	290,000	259,750	478,000
Median Sold Price			90,000	55,000	86,500	171,250	478,000
Total Closed Units		100%	90,000	11	33	14	1
Total Closed Volume			7,178,532	702.00K	3.43M	2.57M	478.00K

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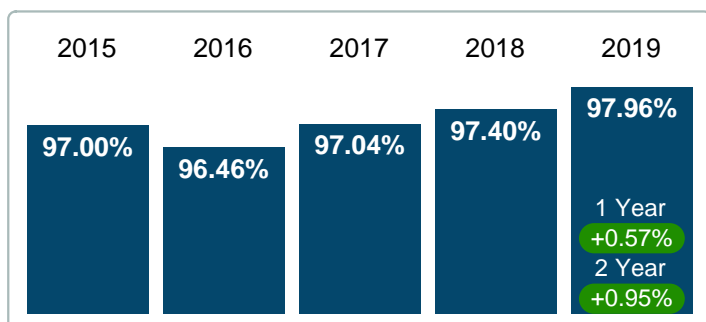
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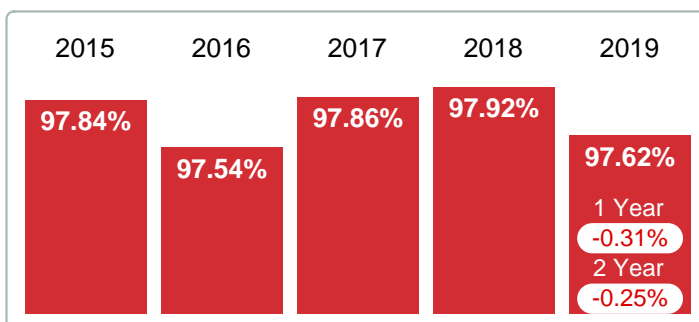
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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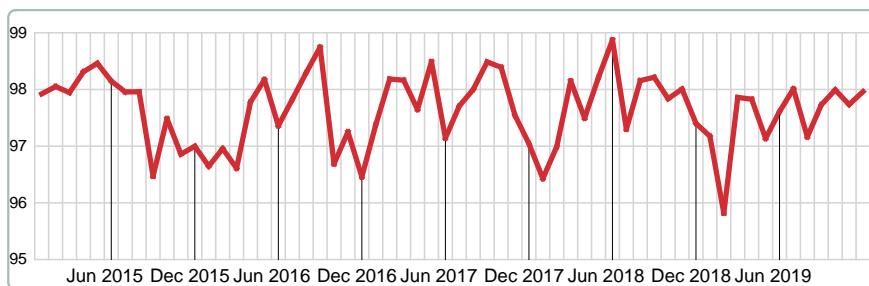
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

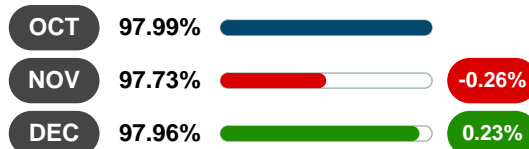


3 MONTHS

5 year DEC AVG = 97.17%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.96%**
above the 5 yr DEC average of **97.17%**



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
\$20,000 and less	4	6.78%	85.82%	55.28%	92.31%	0.00%	0.00%
\$20,001 \$50,000	6	10.17%	86.53%	93.10%	77.84%	93.24%	0.00%
\$50,001 \$70,000	9	15.25%	96.66%	98.11%	96.74%	96.15%	0.00%
\$70,001 \$130,000	17	28.81%	100.00%	98.54%	100.00%	0.00%	0.00%
\$130,001 \$170,000	8	13.56%	100.00%	0.00%	100.06%	100.00%	0.00%
\$170,001 \$240,000	9	15.25%	100.00%	100.65%	100.00%	97.50%	0.00%
\$240,001 and up	6	10.17%	97.10%	0.00%	96.70%	97.58%	91.05%
Median Sold/List Ratio		97.96%		98.26%	99.00%	97.62%	91.05%
Total Closed Units		59	100%	11	33	14	1
Total Closed Volume		7,178,532		702.00K	3.43M	2.57M	478.00K

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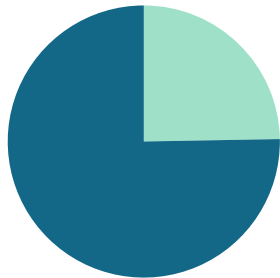
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

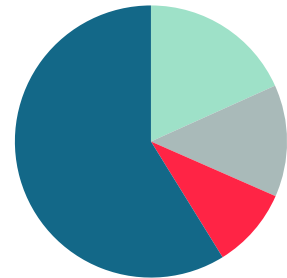
- New Listings **65 = 24.71%**
- Start Inventory **198**
- Total Inventory Units **263**
- Volume **\$48,233,981**

Market Activity

Market Activity

- Closed Sales **59 = 18.27%**
- Pending Sales **43 = 13.31%**
- Other Off Market **31 = 9.60%**
- Active Inventory **190 = 58.82%**

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	59	20.41%	732	875	19.54%
Pending Sales	47	43	-8.51%	752	892	18.62%
New Listings	80	65	-18.75%	1,262	1,215	-3.72%
Median List Price	154,000	99,500	-35.39%	119,900	129,000	7.59%
Median Sale Price	149,000	90,000	-39.60%	117,950	126,000	6.82%
Median Percent of Selling Price to List Price	97.40%	97.96%	0.57%	97.92%	97.62%	-0.31%
Median Days on Market to Sale	37.00	19.00	-48.65%	33.00	29.00	-12.12%
Monthly Inventory	279	190	-31.90%	279	190	-31.90%
Months Supply of Inventory	4.57	2.61	-43.03%	4.57	2.61	-43.03%

Absorption: Last 12 months, an Average of **73** Sales/Month

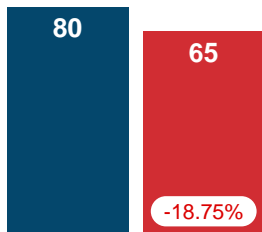
Inventory on December 31, 2019 = **190**

2018 **2019**

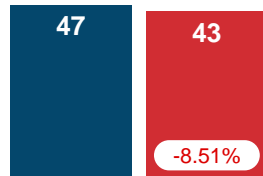
DECEMBER MARKET

MEDIAN PRICES

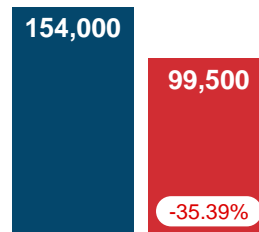
New Listings



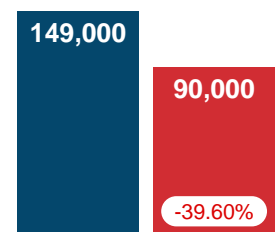
Pending Listings



List Price



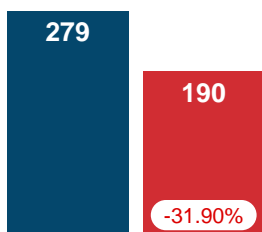
Sale Price



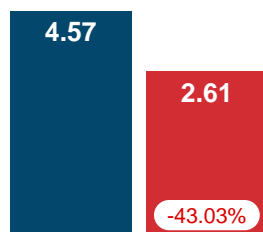
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

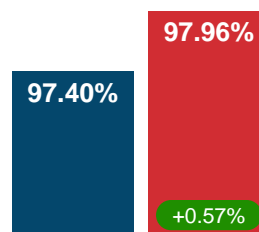
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

