

July 2019



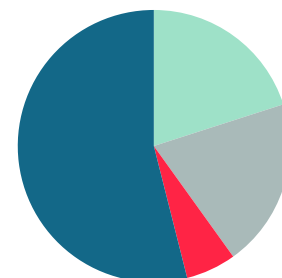
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	66	94	42.42%
Pending Listings	73	94	28.77%
New Listings	143	110	-23.08%
Average List Price	163,100	171,381	5.08%
Average Sale Price	155,587	166,463	6.99%
Average Percent of Selling Price to List Price	96.24%	96.65%	0.44%
Average Days on Market to Sale	59.95	39.56	-34.01%
End of Month Inventory	331	253	-23.56%
Months Supply of Inventory	5.05	3.75	-25.74%



■ Closed (20.04%)
■ Pending (20.04%)
■ Other OffMarket (5.97%)
■ Active (53.94%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of July 31, 2019 = **253**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **23.56%** to 253 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 **3.75** 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 **6.99%** in July 2019 to \$166,463 versus the previous year at \$155,587.

Average Days on Market Shortens

The average number of **39.56** days that homes spent on the market before selling decreased by 20.39 days or **34.01%** in July 2019 compared to last year's same month at **59.95** DOM.

Sales Success for July 2019 is Positive

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

There were 110 New Listings in July 2019, down **23.08%** from last year at 143. Furthermore, there were 94 Closed Listings this month versus last year at 66, a **42.42%** increase.

Closed versus Listed trends yielded a **85.5%** ratio, up from previous year's, July 2018, at **46.2%**, a **85.15%** 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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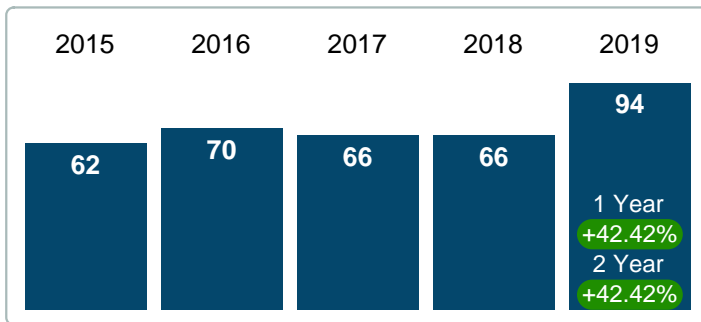
Area Delimited by County Of Washington - Residential Property Type



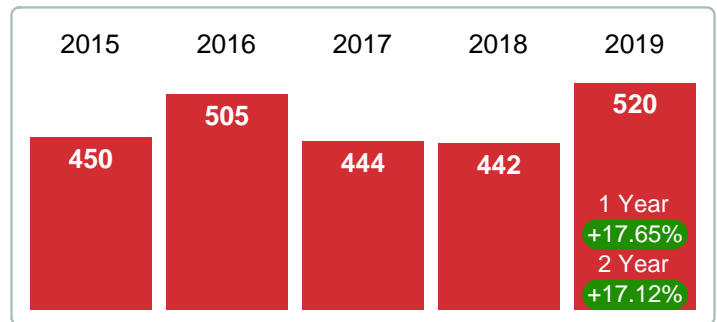
CLOSED LISTINGS

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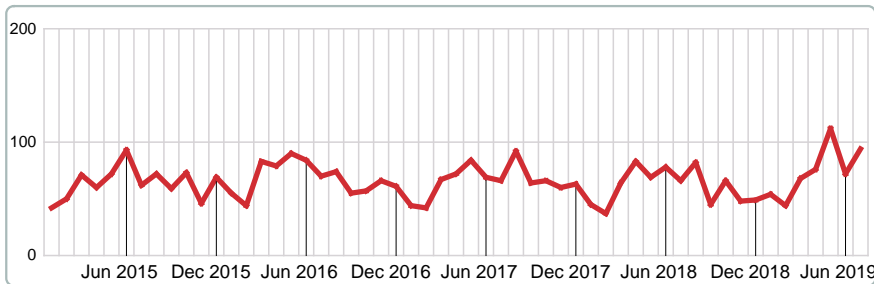
JULY



YEAR TO DATE (YTD)

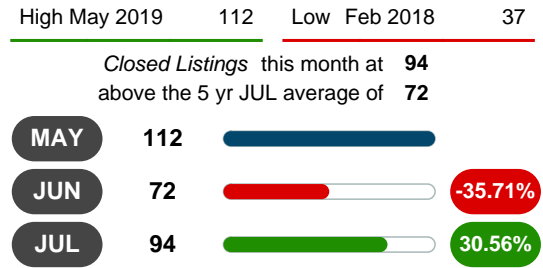


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	3.19%	21.0	0	3	0	0
\$25,001 - \$75,000	19	20.21%	20.8	8	11	0	0
\$75,001 - \$100,000	6	6.38%	35.8	1	3	2	0
\$100,001 - \$175,000	29	30.85%	32.7	1	22	5	1
\$175,001 - \$225,000	13	13.83%	47.0	0	5	7	1
\$225,001 - \$275,000	12	12.77%	46.5	0	3	8	1
\$275,001 and up	12	12.77%	77.3	0	2	8	2
Total Closed Units	94			10	49	30	5
Total Closed Volume	15,647,549	100%	39.6	620.90K	6.18M	6.82M	2.03M
Average Closed Price	\$166,463			\$62,090	\$126,080	\$227,225	\$406,400

July 2019



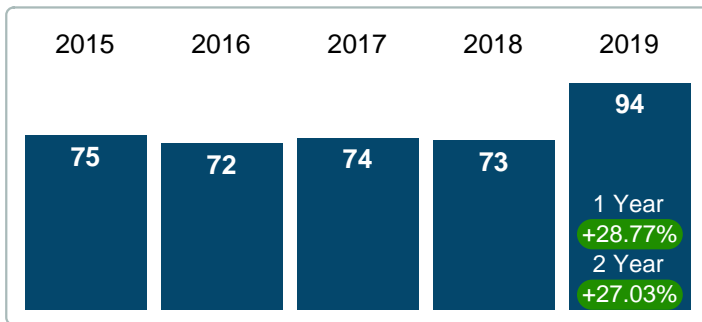
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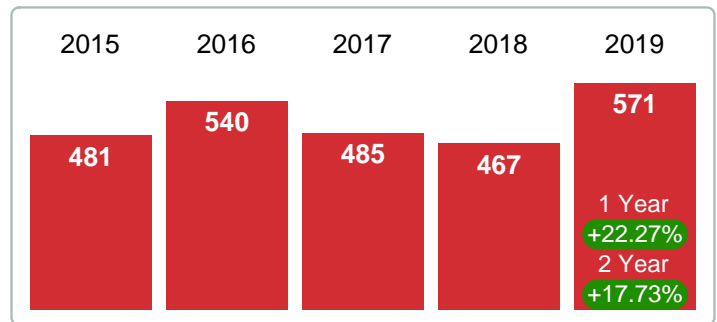
PENDING LISTINGS

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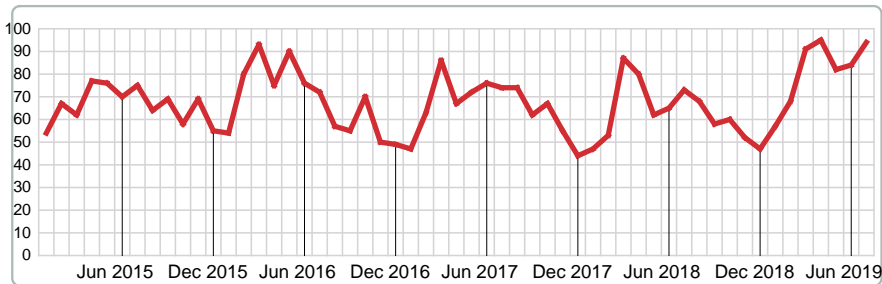
JULY



YEAR TO DATE (YTD)

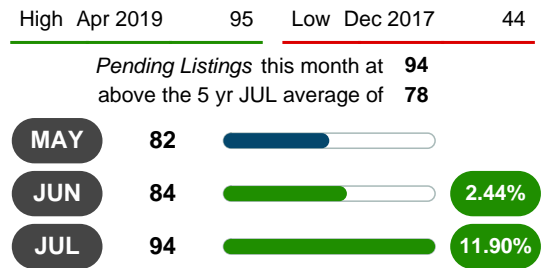


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.26%	20.3	1	3	0	0
\$25,001 - \$75,000	12	12.77%	45.1	7	5	0	0
\$75,001 - \$100,000	6	6.38%	60.2	0	5	1	0
\$100,001 - \$150,000	32	34.04%	50.8	1	23	6	2
\$150,001 - \$200,000	12	12.77%	71.3	0	4	7	1
\$200,001 - \$250,000	14	14.89%	51.4	0	9	3	2
\$250,001 and up	14	14.89%	54.4	0	3	9	2
Total Pending Units	94			9	52	26	7
Total Pending Volume	14,512,500	100%	53.7	486.75K	7.24M	5.26M	1.53M
Average Listing Price	\$156,610			\$54,083	\$139,269	\$202,260	\$217,857

July 2019



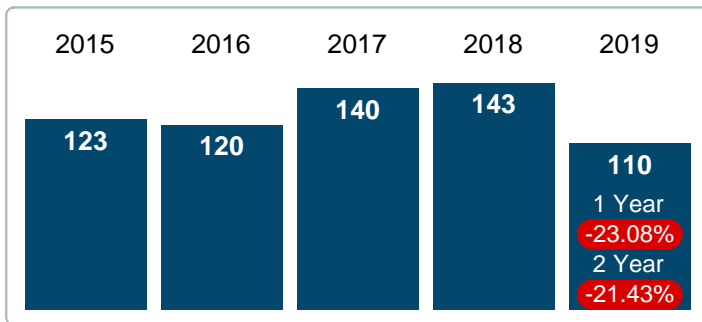
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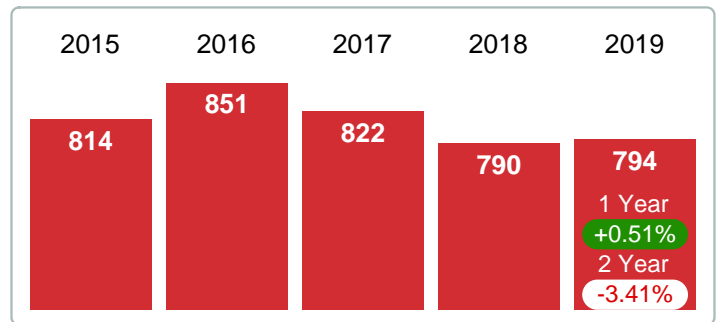
NEW LISTINGS

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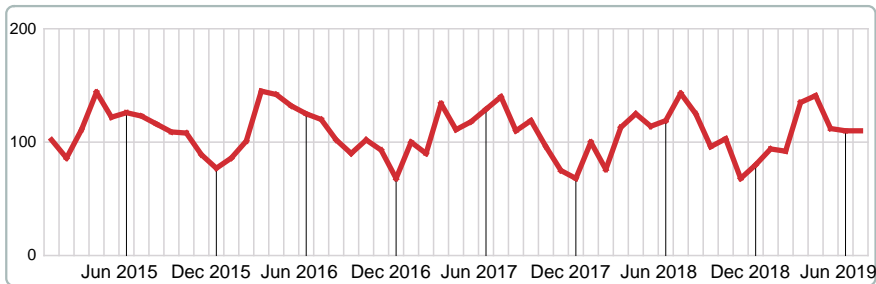
JULY



YEAR TO DATE (YTD)

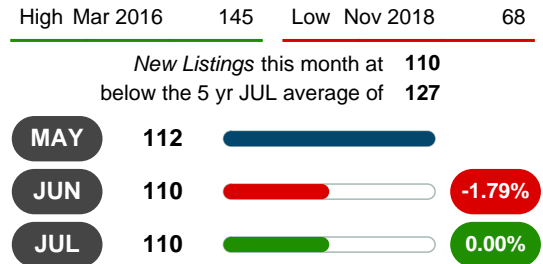


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 127



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$50,000 and less	8	7.27%	5	3	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	24	21.82%	4	16	4	0
\$100,001 - \$150,000	34	30.91%	4	23	5	2
\$150,001 - \$225,000	20	18.18%	0	8	9	3
\$225,001 - \$275,000	9	8.18%	0	2	6	1
\$275,001 and up	15	13.64%	0	4	7	4
Total New Listed Units	110		13	56	31	10
Total New Listed Volume	18,351,090	100%	884.70K	8.35M	6.43M	2.68M
Average New Listed Listing Price	\$158,798		\$68,054	\$149,190	\$207,547	\$267,780

July 2019



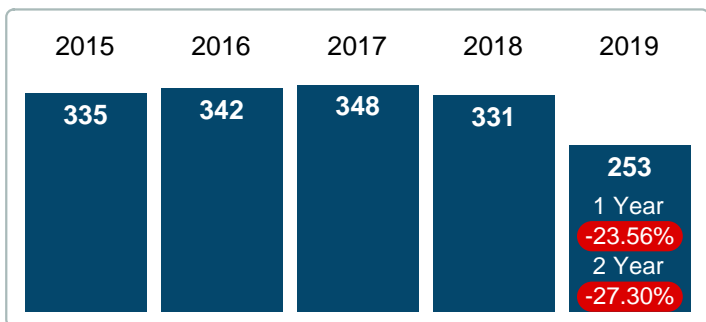
Area Delimited by County Of Washington - Residential Property Type



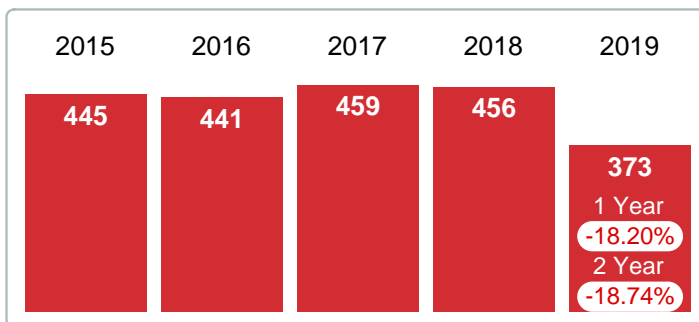
ACTIVE INVENTORY

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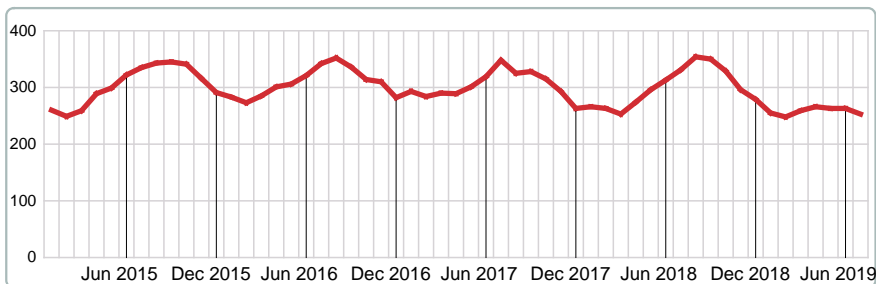
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 322

High Aug 2018 354 Low Feb 2019 248

Inventory this month at **253**
below the 5 yr JUL average of **322**

- MAY 263
- JUN 263 (0.00%)
- JUL 253 (-3.80%)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	7.51%	70.8	8	10	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	69	27.27%	71.5	16	41	11	1
\$100,001 - \$150,000	64	25.30%	60.9	5	47	10	2
\$150,001 - \$225,000	37	14.62%	56.3	0	13	20	4
\$225,001 - \$350,000	37	14.62%	65.9	0	7	22	8
\$350,001 and up	27	10.67%	98.2	1	9	9	8
Total Active Inventory by Units			253	30	127	73	23
Total Active Inventory by Volume			47,161,081	2.96M	19.20M	16.22M	8.77M
Average Active Inventory Listing Price			\$186,407	\$98,728	\$151,200	\$222,219	\$381,517

July 2019



Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JULY

2015	2016	2017	2018	2019
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INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
253	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 JUL AVG = inf

High Jul 2019	inf	Low Jul 2019	inf
Months Supply this month at inf equal to 5 yr JUL average of inf			
MAY	inf		%
JUN	inf		%
JUL	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		7.51%	2.24	2.82	1.85	4.00	0.00	
\$50,001 - \$70,000	36		14.23%	6.35	5.65	5.88	24.00	0.00	
\$70,001 - \$100,000	33		13.04%	3.33	5.65	2.43	4.94	12.00	
\$100,001 - \$160,000	70		27.67%	3.36	3.53	3.47	2.86	6.00	
\$160,001 - \$240,000	36		14.23%	2.96	0.00	2.84	2.57	10.00	
\$240,001 - \$360,000	33		13.04%	4.13	0.00	4.00	3.38	12.00	
\$360,001 and up	26		10.28%	10.76	0.00	36.00	4.36	24.00	
Market Supply of Inventory (MSI)		3.75			4.19	3.46	3.34	12.55	
Total Active Inventory by Units		253	100%	3.75	30	127	73	23	

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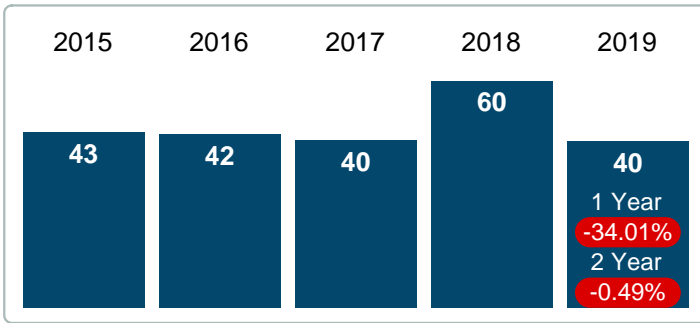
Area Delimited by County Of Washington - Residential Property Type



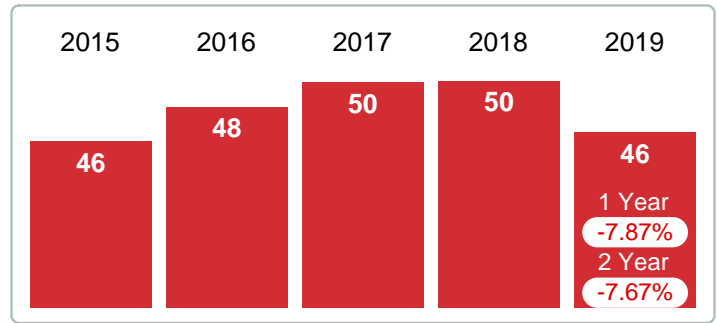
AVERAGE DAYS ON MARKET TO SALE

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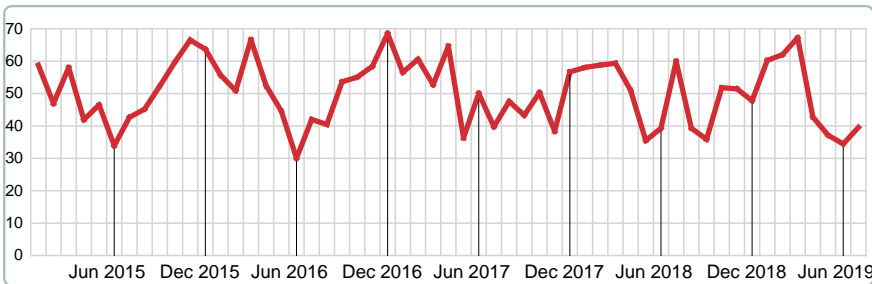
JULY



YEAR TO DATE (YTD)

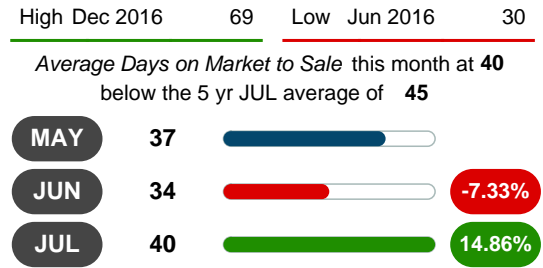


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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
\$25,000 and less	3	3.19%	21	0	21	0	0
\$25,001 - \$75,000	19	20.21%	21	23	20	0	0
\$75,001 - \$100,000	6	6.38%	36	1	16	83	0
\$100,001 - \$175,000	29	30.85%	33	46	33	21	63
\$175,001 - \$225,000	13	13.83%	47	0	31	65	1
\$225,001 - \$275,000	12	12.77%	47	0	10	52	112
\$275,001 and up	12	12.77%	77	0	93	66	109
Average Closed DOM			40	23	29	56	79
Total Closed Units		100%	40	10	49	30	5
Total Closed Volume			15,647,549	620.90K	6.18M	6.82M	2.03M

July 2019



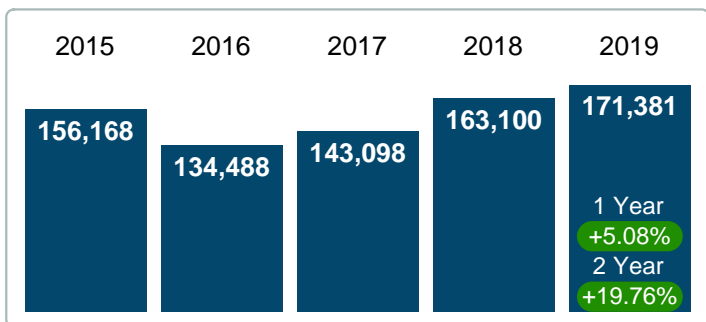
Area Delimited by County Of Washington - Residential Property Type



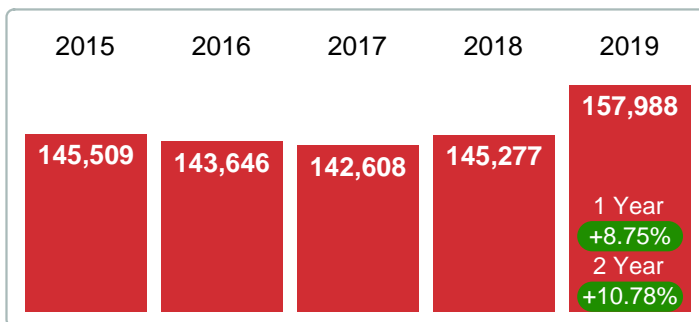
AVERAGE LIST PRICE AT CLOSING

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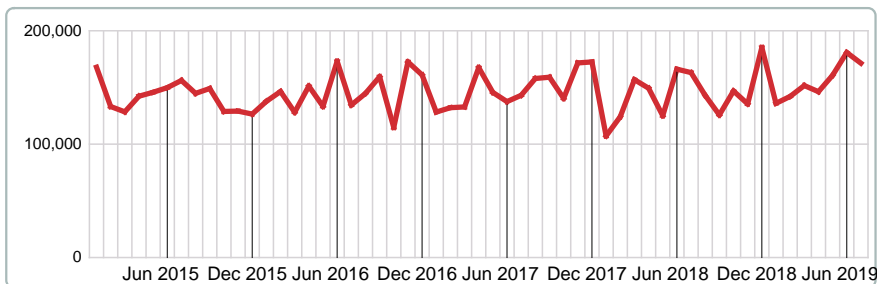
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 153,647

High Dec 2018 185,204 Low Jan 2018 107,218

Average List Price at Closing this month at **171,381**
above the 5 yr JUL average of **153,647**

- MAY** 160,721
- JUN** 180,811 **+12.50%**
- JUL** 171,381 **-5.22%**

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
\$25,000 and less	3	3.19%	20,100	0	20,100	0	0
\$25,001 - \$75,000	19	20.21%	51,637	56,275	48,264	0	0
\$75,001 - \$100,000	6	6.38%	87,800	84,900	85,833	92,200	0
\$100,001 - \$175,000	27	28.72%	136,463	110,000	136,386	150,780	180,000
\$175,001 - \$225,000	12	12.77%	208,683	0	223,100	214,900	225,000
\$225,001 - \$275,000	15	15.96%	243,033	0	236,000	250,250	235,000
\$275,001 and up	12	12.77%	392,283	0	344,500	307,300	780,000
Average List Price			171,381	64,510	129,831	230,100	440,000
Total Closed Units		100%	171,381	10	49	30	5
Total Closed Volume			16,109,799	645.10K	6.36M	6.90M	2.20M

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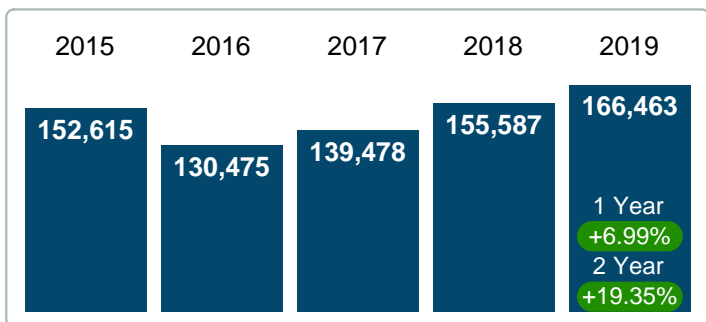
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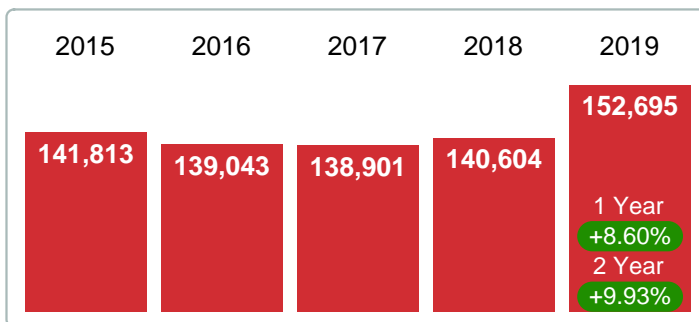
AVERAGE SOLD PRICE AT CLOSING

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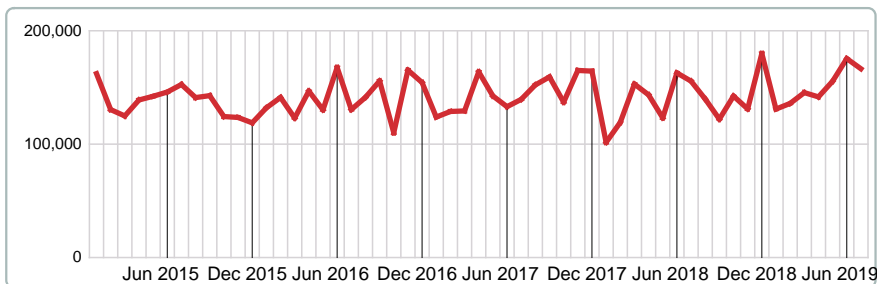
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 148,924

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

Average Sold Price at Closing this month at **166,463**
 above the 5 yr JUL average of **148,924**

MAY	155,471	<div style="width: 80%;"></div>
JUN	175,459	<div style="width: 100%;"></div> 12.86%
JUL	166,463	<div style="width: 100%;"></div> -5.13%

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
\$25,000 and less	3	3.19%	16,000	0	16,000	0	0
\$25,001 - \$75,000	19	20.21%	49,332	54,050	45,900	0	0
\$75,001 - \$100,000	6	6.38%	86,075	80,000	85,667	89,725	0
\$100,001 - \$175,000	29	30.85%	136,259	108,500	133,182	148,600	170,000
\$175,001 - \$225,000	13	13.83%	211,608	0	212,800	208,843	225,000
\$225,001 - \$275,000	12	12.77%	244,250	0	231,667	250,750	230,000
\$275,001 and up	12	12.77%	376,033	0	339,500	303,300	703,500
Average Sold Price			166,463	62,090	126,080	227,225	406,400
Total Closed Units		100%	166,463	10	49	30	5
Total Closed Volume			15,647,549	620.90K	6.18M	6.82M	2.03M

July 2019



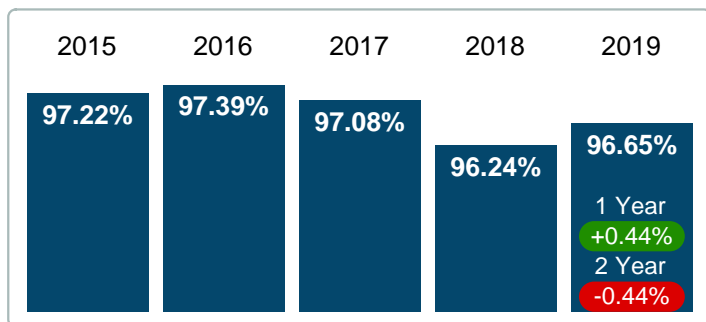
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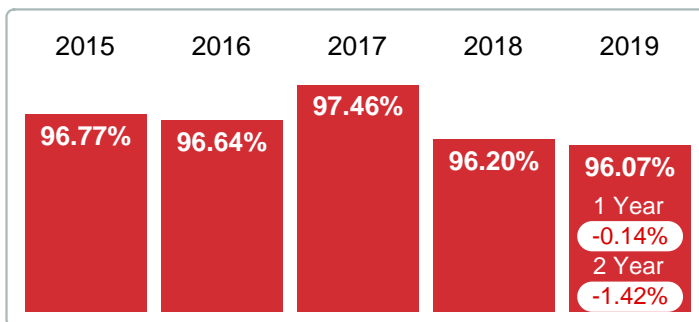
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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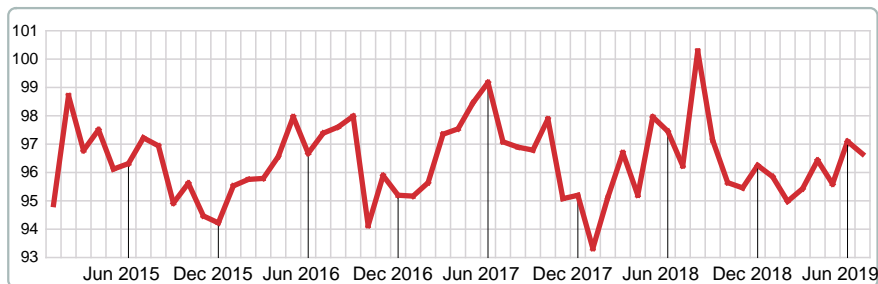
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

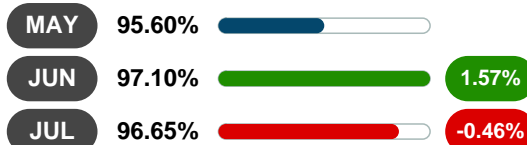


3 MONTHS

5 year JUL AVG = 96.92%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.65%** equal to 5 yr JUL average of **96.92%**



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	
\$25,000 and less	3	3.19%	78.91%	0.00%	78.91%	0.00%	0.00%	
\$25,001 - \$75,000	19	20.21%	94.65%	95.82%	93.80%	0.00%	0.00%	
\$75,001 - \$100,000	6	6.38%	98.15%	94.23%	99.81%	97.62%	0.00%	
\$100,001 - \$175,000	29	30.85%	97.85%	98.64%	97.82%	98.49%	94.44%	
\$175,001 - \$225,000	13	13.83%	96.76%	0.00%	95.40%	97.27%	100.00%	
\$225,001 - \$275,000	12	12.77%	99.53%	0.00%	98.20%	100.24%	97.87%	
\$275,001 and up	12	12.77%	97.64%	0.00%	98.71%	98.71%	92.29%	
Average Sold/List Ratio		96.70%		95.94%	95.69%	98.67%	95.38%	
Total Closed Units		94	100%	96.70%	10	49	30	5
Total Closed Volume		15,647,549			620.90K	6.18M	6.82M	2.03M

July 2019



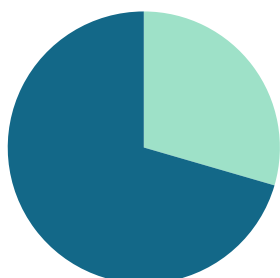
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

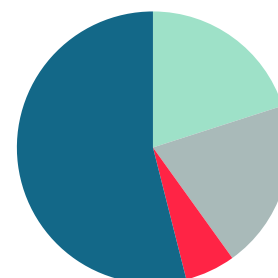


Inventory
 New Listings
110 = 29.49%
 Start Inventory
263
 Total Inventory Units
373
 Volume
\$67,353,176

Market Activity

Closed Sales
94 = 20.04%
 Pending Sales
94 = 20.04%
 Other Off Market
28 = 5.97%
 Active Inventory
253 = 53.94%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	66	94	42.42%	442	520	17.65%
Pending Sales	73	94	28.77%	467	571	22.27%
New Listings	143	110	-23.08%	790	794	0.51%
Average List Price	163,100	171,381	5.08%	145,277	157,988	8.75%
Average Sale Price	155,587	166,463	6.99%	140,604	152,695	8.60%
Average Percent of Selling Price to List Price	96.24%	96.65%	0.44%	96.20%	96.07%	-0.14%
Average Days on Market to Sale	59.95	39.56	-34.01%	50.44	46.47	-7.87%
Monthly Inventory	331	253	-23.56%	331	253	-23.56%
Months Supply of Inventory	5.05	3.75	-25.74%	5.05	3.75	-25.74%

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

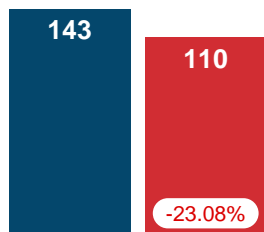
Inventory on July 31, 2019 = **253**

2018 **2019**

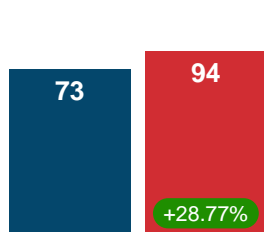
JULY MARKET

AVERAGE PRICES

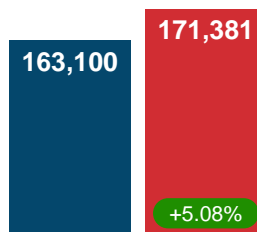
New Listings



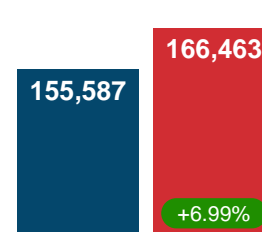
Pending Listings



List Price



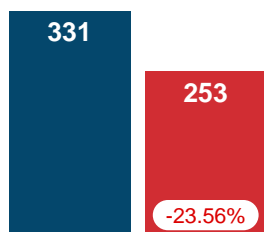
Sale Price



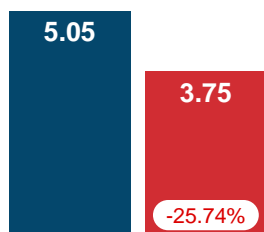
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

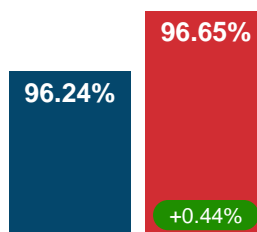
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

