

July 2019



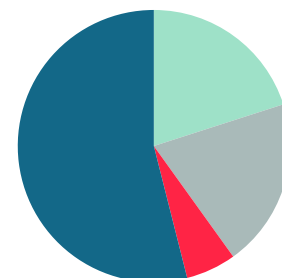
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	139,700	149,900	7.30%
Median Sale Price	132,500	145,450	9.77%
Median Percent of Selling Price to List Price	97.30%	98.01%	0.73%
Median Days on Market to Sale	42.00	21.50	-48.81%
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.

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 **9.77%** in July 2019 to \$145,450 versus the previous year at \$132,500.

Median Days on Market Shortens

The median number of **21.50** days that homes spent on the market before selling decreased by 20.50 days or **48.81%** in July 2019 compared to last year's same month at **42.00** DOM.

Sales Success for July 2019 is Positive

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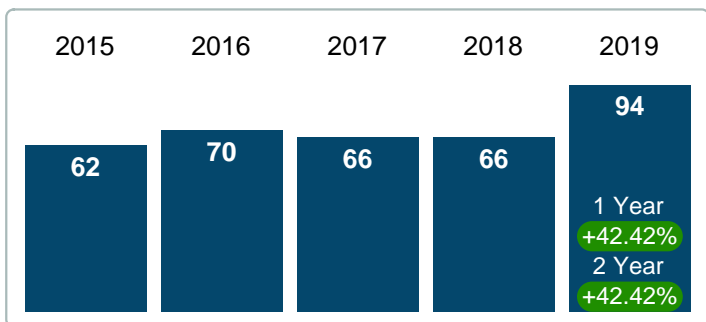
Area Delimited by County Of Washington - Residential Property Type



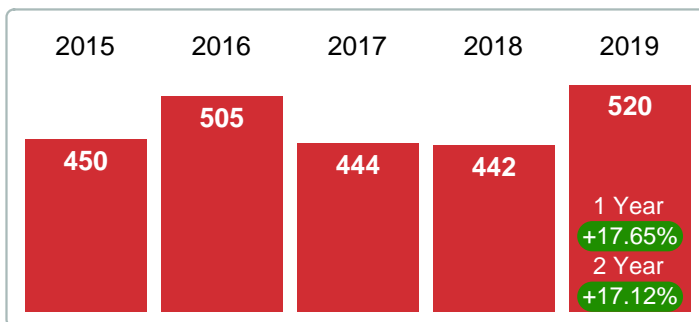
CLOSED LISTINGS

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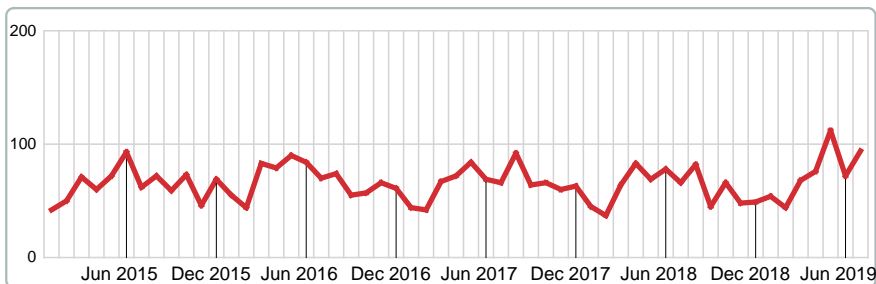
JULY



YEAR TO DATE (YTD)

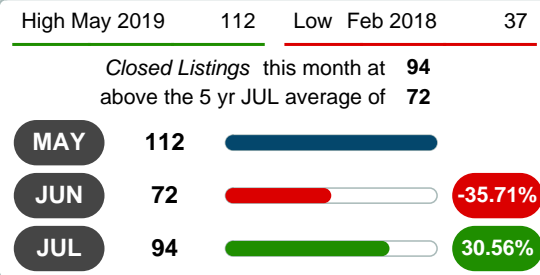


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	7.45%	3.0	0	7	0	0
\$30,001 - \$70,000	14	14.89%	12.0	7	7	0	0
\$70,001 - \$110,000	12	12.77%	30.0	3	7	2	0
\$110,001 - \$190,000	25	26.60%	21.0	0	18	6	1
\$190,001 - \$230,000	15	15.96%	19.0	0	7	6	2
\$230,001 - \$290,000	12	12.77%	31.5	0	1	11	0
\$290,001 and up	9	9.57%	58.0	0	2	5	2
Total Closed Units	94			10	49	30	5
Total Closed Volume	15,647,549	100%	21.5	620.90K	6.18M	6.82M	2.03M
Median Closed Price	\$145,450			\$59,450	\$120,000	\$233,500	\$230,000

July 2019



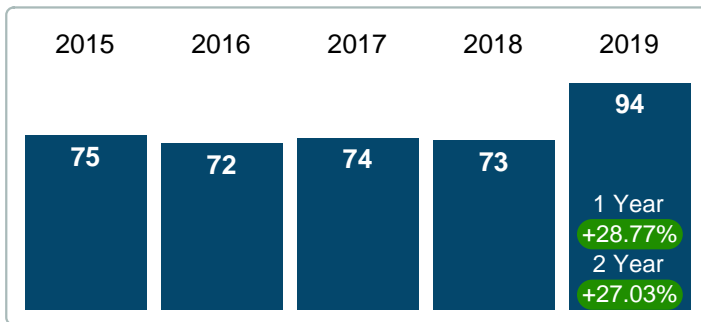
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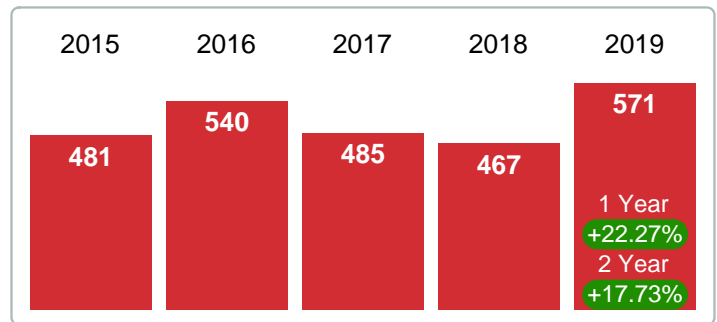
PENDING LISTINGS

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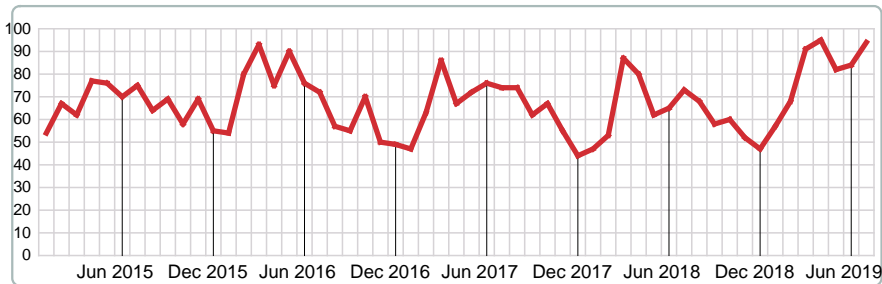
JULY



YEAR TO DATE (YTD)

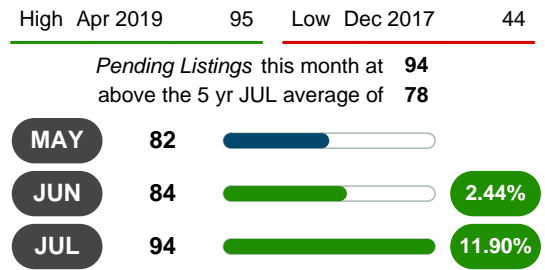


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 78



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.57%	35.0	4	5	0	0
\$40,001 - \$90,000	10	10.64%	16.5	4	6	0	0
\$90,001 - \$110,000	10	10.64%	32.5	1	7	2	0
\$110,001 - \$160,000	28	29.79%	54.5	0	20	6	2
\$160,001 - \$220,000	16	17.02%	48.5	0	7	8	1
\$220,001 - \$260,000	11	11.70%	51.0	0	5	4	2
\$260,001 and up	10	10.64%	26.5	0	2	6	2
Total Pending Units	94			9	52	26	7
Total Pending Volume	14,512,500	100%	35.0	486.75K	7.24M	5.26M	1.53M
Median Listing Price	\$143,500			\$53,900	\$122,450	\$184,950	\$225,000

July 2019



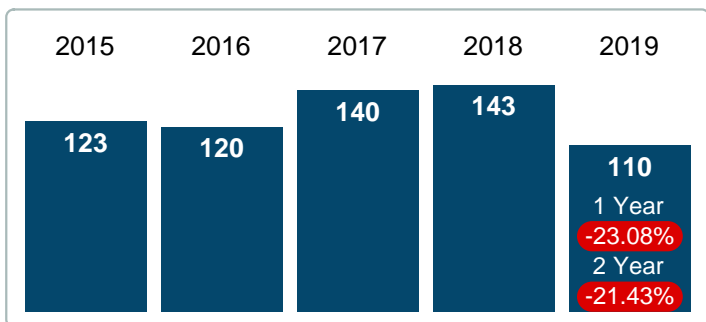
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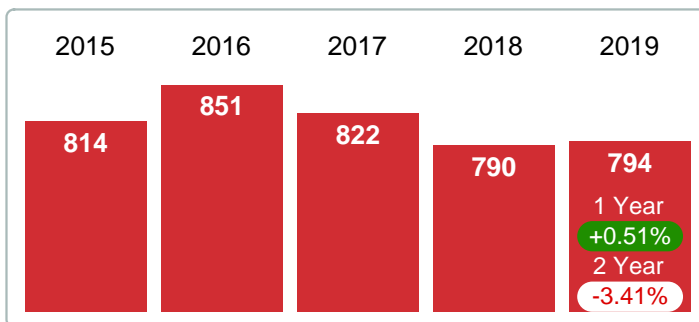
NEW LISTINGS

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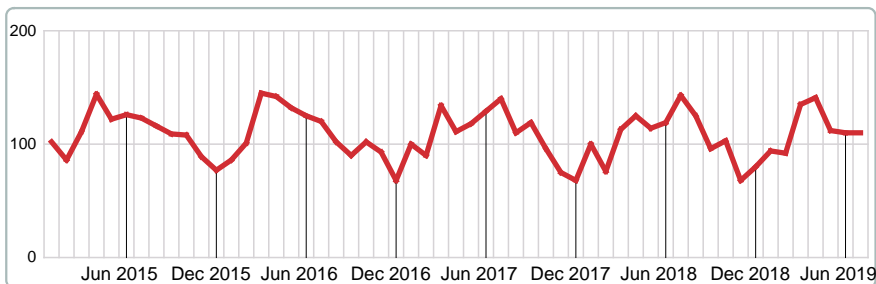
JULY



YEAR TO DATE (YTD)

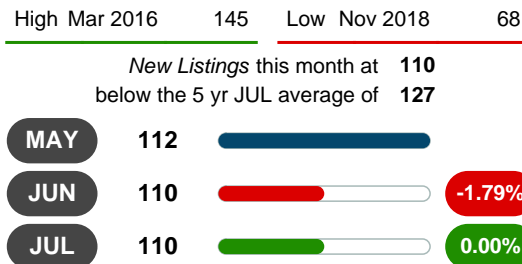


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 127



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	7.27%	5	3	0	0
\$50,001 - \$70,000	16	14.55%	3	11	2	0
\$70,001 - \$110,000	14	12.73%	2	10	2	0
\$110,001 - \$160,000	30	27.27%	3	19	6	2
\$160,001 - \$220,000	14	12.73%	0	6	7	1
\$220,001 - \$290,000	16	14.55%	0	3	10	3
\$290,001 and up	12	10.91%	0	4	4	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
Median New Listed Listing Price	\$134,375		\$59,900	\$119,900	\$219,000	\$236,250

July 2019



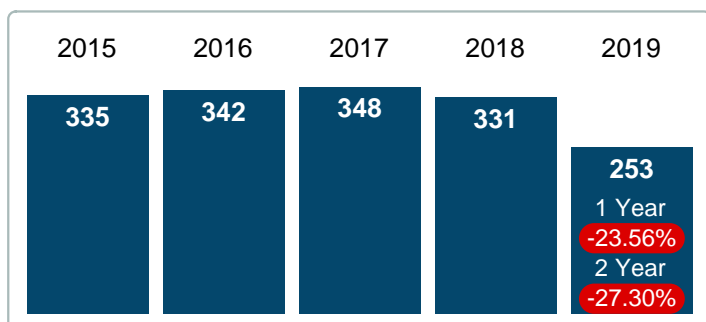
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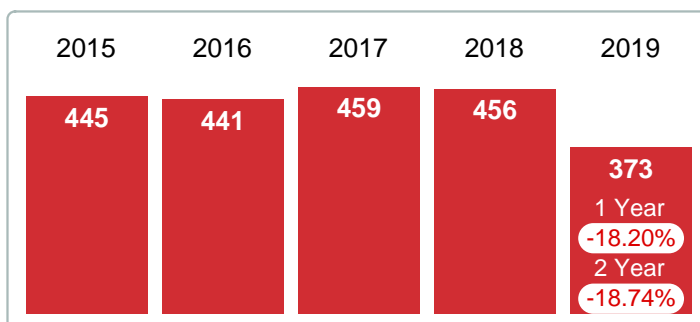
ACTIVE INVENTORY

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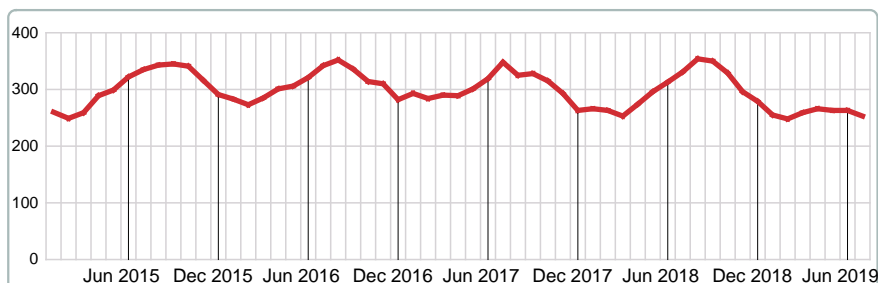
END OF JULY



ACTIVE DURING JULY

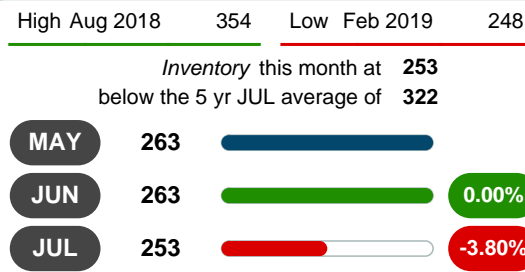


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 322



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	7.51%	61.0	8	10	1	0	
\$50,001 - \$70,000	36	14.23%	65.0	8	24	4	0	
\$70,001 - \$100,000	33	13.04%	69.0	8	17	7	1	
\$100,001 - \$160,000	70	27.67%	55.5	5	48	15	2	
\$160,001 - \$240,000	36	14.23%	56.0	0	13	18	5	
\$240,001 - \$360,000	33	13.04%	46.0	0	6	20	7	
\$360,001 and up	26	10.28%	94.5	1	9	8	8	
Total Active Inventory by Units		253		30	127	73	23	
Total Active Inventory by Volume		47,161,081	100%	61.0	2.96M	19.20M	16.22M	8.77M
Median Active Inventory Listing Price		\$125,000			\$66,750	\$116,900	\$199,900	\$275,000

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	

July 2019



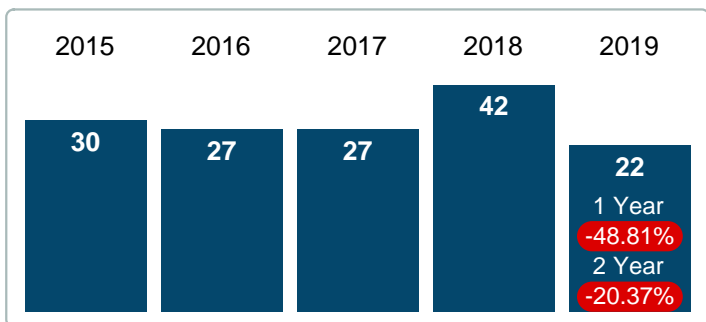
Area Delimited by County Of Washington - Residential Property Type



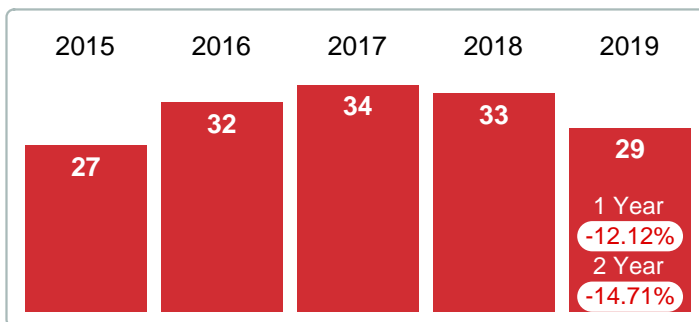
MEDIAN DAYS ON MARKET TO SALE

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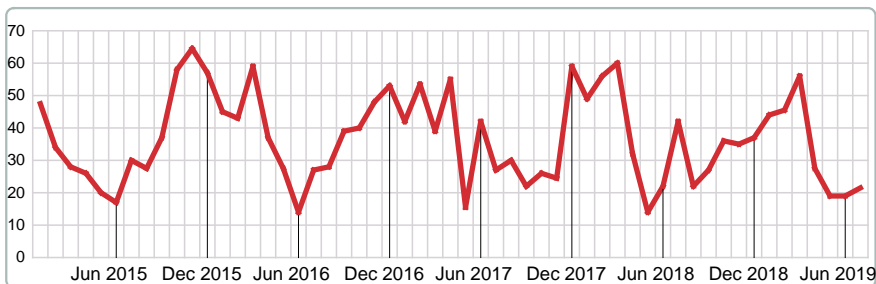
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

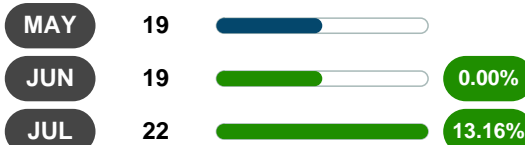


3 MONTHS

5 year JUL AVG = 30

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 22 below the 5 yr JUL average of 30



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	7.45%	3	0	3	0	0		
\$30,001 - \$70,000	14.89%	12	20	11	0	0		
\$70,001 - \$110,000	12.77%	30	1	40	83	0		
\$110,001 - \$190,000	26.60%	21	0	21	14	63		
\$190,001 - \$230,000	15.96%	19	0	18	69	57		
\$230,001 - \$290,000	12.77%	32	0	9	41	0		
\$290,001 and up	9.57%	58	0	93	48	109		
Median Closed DOM		22		16	18	45	68	
Total Closed Units	100%	94	100%	21.5	10	49	30	5
Total Closed Volume		15,647,549		620.90K	6.18M	6.82M	2.03M	

July 2019



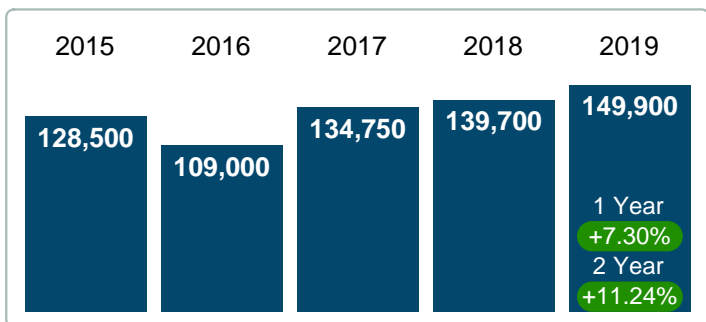
Area Delimited by County Of Washington - Residential Property Type



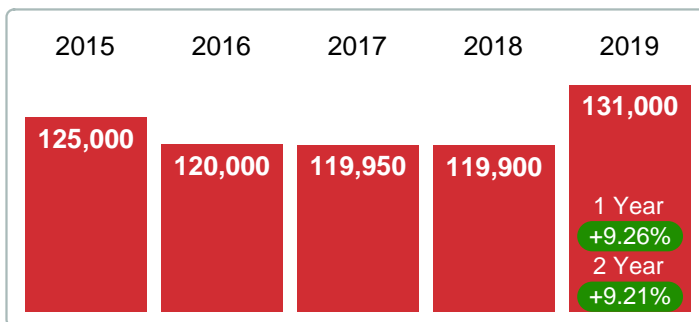
MEDIAN LIST PRICE AT CLOSING

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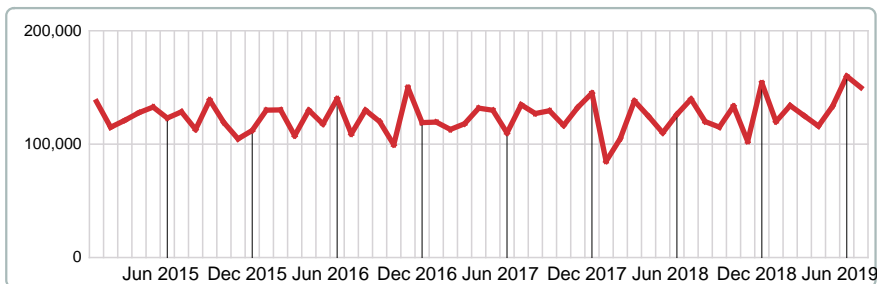
JULY



YEAR TO DATE (YTD)

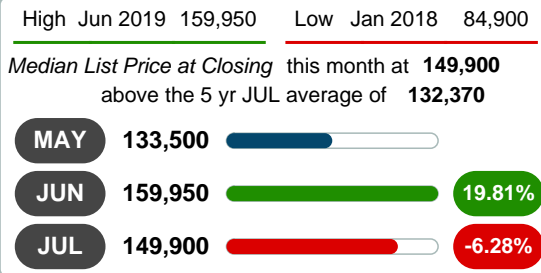


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 132,370



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	4	4.26%	22,900	0	22,900	0	0
\$30,001 - \$70,000	17	18.09%	54,900	54,900	54,450	0	0
\$70,001 - \$110,000	11	11.70%	95,000	84,900	99,950	92,200	0
\$110,001 - \$190,000	25	26.60%	147,900	0	145,000	162,500	180,000
\$190,001 - \$230,000	13	13.83%	225,000	0	225,000	209,900	225,000
\$230,001 - \$290,000	14	14.89%	248,500	0	235,000	251,000	235,000
\$290,001 and up	10	10.64%	317,350	0	344,500	314,950	780,000
Median List Price			149,900	61,950	126,900	235,000	235,000
Total Closed Units		100%	149,900	10	49	30	5
Total Closed Volume			16,109,799	645.10K	6.36M	6.90M	2.20M

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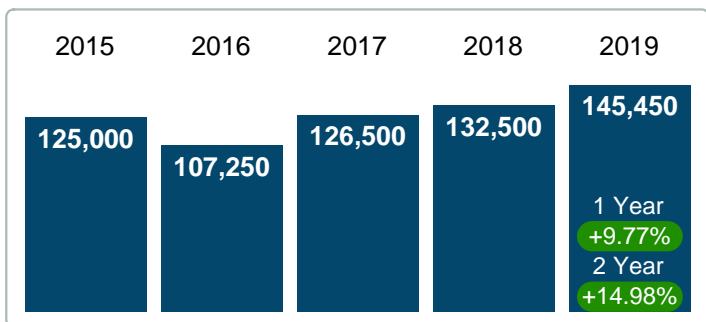
Area Delimited by County Of Washington - Residential Property Type



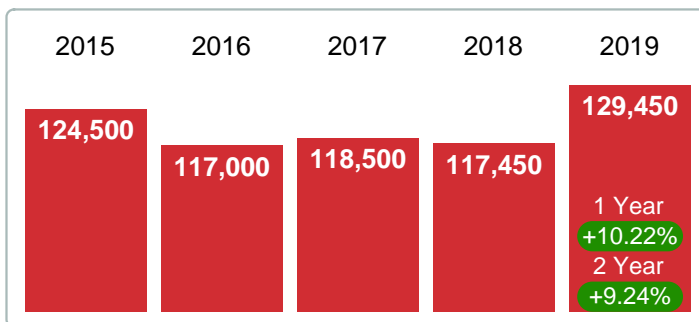
MEDIAN SOLD PRICE AT CLOSING

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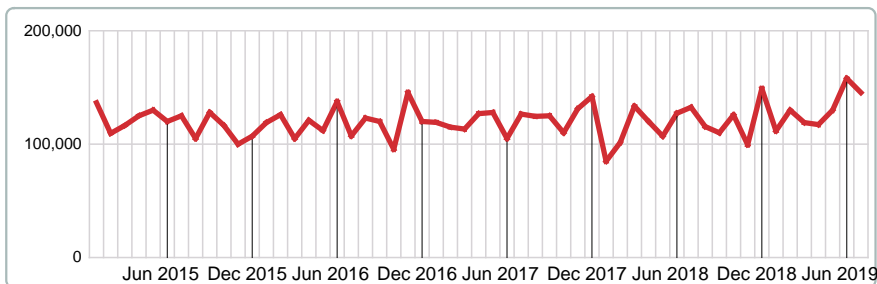
JULY



YEAR TO DATE (YTD)

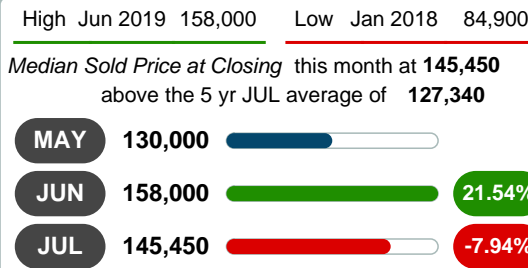


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 127,340



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	7	7.45%	26,000	0	26,000	0	0
\$30,001 - \$70,000	14	14.89%	56,500	51,000	59,900	0	0
\$70,001 - \$110,000	12	12.77%	94,450	80,000	104,900	89,725	0
\$110,001 - \$190,000	25	26.60%	144,900	0	140,450	160,000	170,000
\$190,001 - \$230,000	15	15.96%	220,000	0	220,000	213,950	227,500
\$230,001 - \$290,000	12	12.77%	251,500	0	237,500	255,000	0
\$290,001 and up	9	9.57%	314,000	0	339,500	313,500	703,500
Median Sold Price			145,450	59,450	120,000	233,500	230,000
Total Closed Units		100%	145,450	10	49	30	5
Total Closed Volume			15,647,549	620.90K	6.18M	6.82M	2.03M

July 2019



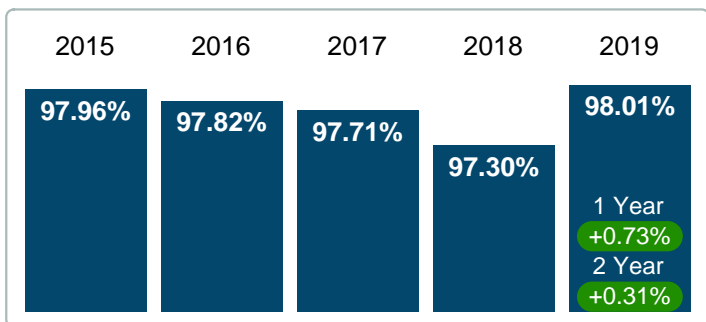
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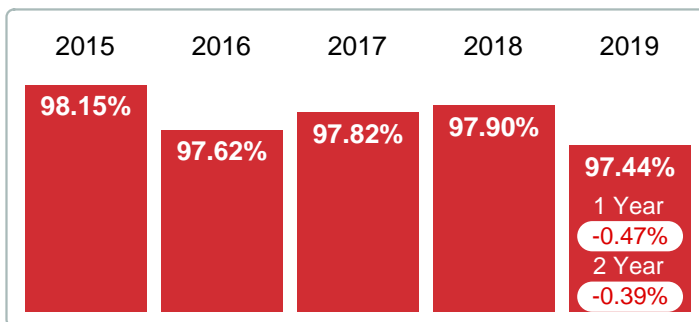
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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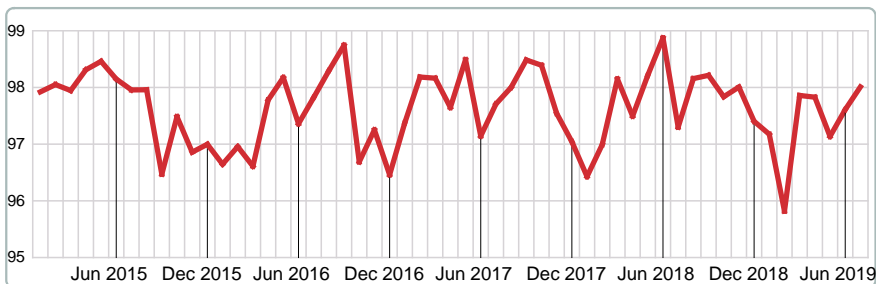
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

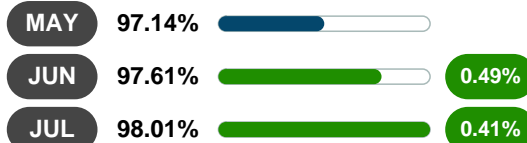


3 MONTHS

5 year JUL AVG = 97.76%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.01%**
equal to 5 yr JUL average of **97.76%**



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	7	7.45%	87.50%	0.00%	87.50%	0.00%	0.00%
\$30,001 - \$70,000	14	14.89%	97.76%	94.62%	97.96%	0.00%	0.00%
\$70,001 - \$110,000	12	12.77%	99.71%	98.64%	100.00%	97.62%	0.00%
\$110,001 - \$190,000	25	26.60%	97.39%	0.00%	97.74%	97.75%	94.44%
\$190,001 - \$230,000	15	15.96%	97.65%	0.00%	97.13%	98.13%	98.94%
\$230,001 - \$290,000	12	12.77%	100.00%	0.00%	96.94%	100.00%	0.00%
\$290,001 and up	9	9.57%	98.06%	0.00%	98.71%	98.41%	92.29%
Median Sold/List Ratio		98.01%		96.63%	97.39%	99.30%	97.39%
Total Closed Units		94	100%	10	49	30	5
Total Closed Volume		15,647,549		620.90K	6.18M	6.82M	2.03M

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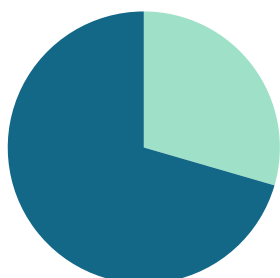
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

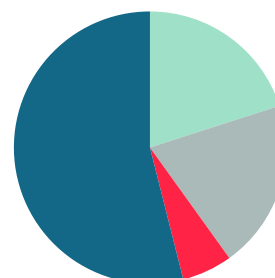


Inventory
 New Listings
110 = 29.49%
 Start Inventory
263
 Total Inventory Units
373
 Volume
\$67,353,176

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%
Median List Price	139,700	149,900	7.30%	119,900	131,000	9.26%
Median Sale Price	132,500	145,450	9.77%	117,450	129,450	10.22%
Median Percent of Selling Price to List Price	97.30%	98.01%	0.73%	97.90%	97.44%	-0.47%
Median Days on Market to Sale	42.00	21.50	-48.81%	33.00	29.00	-12.12%
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

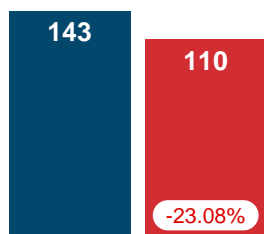
Inventory on July 31, 2019 = **253**

2018 **2019**

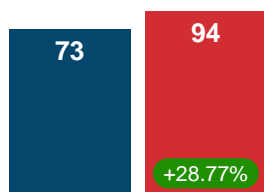
JULY MARKET

MEDIAN PRICES

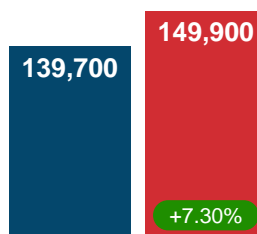
New Listings



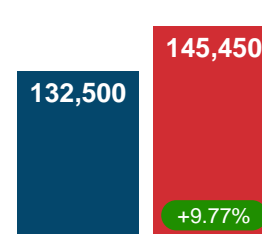
Pending Listings



List Price



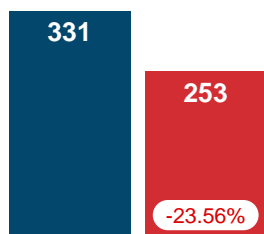
Sale Price



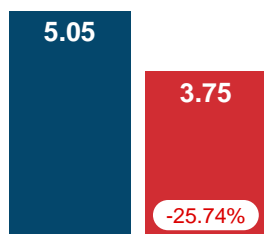
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

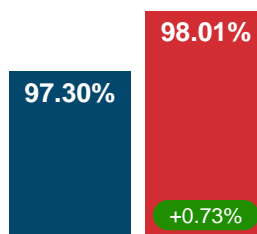
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

