

June 2019



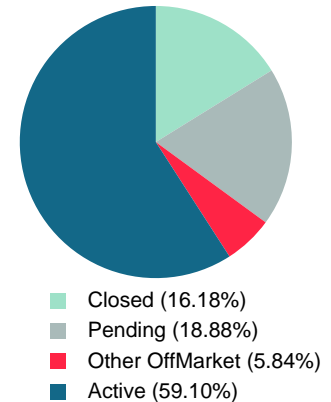
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	78	72	-7.69%
Pending Listings	65	84	29.23%
New Listings	119	110	-7.56%
Average List Price	166,130	180,811	8.84%
Average Sale Price	162,828	175,459	7.76%
Average Percent of Selling Price to List Price	97.46%	97.10%	-0.37%
Average Days on Market to Sale	39.33	34.44	-12.43%
End of Month Inventory	313	263	-15.97%
Months Supply of Inventory	4.77	4.04	-15.44%



Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of June 30, 2019 = **263**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **15.97%** to 263 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **4.04** 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 **7.76%** in June 2019 to \$175,459 versus the previous year at \$162,828.

Average Days on Market Shortens

The average number of **34.44** days that homes spent on the market before selling decreased by 4.89 days or **12.43%** in June 2019 compared to last year's same month at **39.33** DOM.

Sales Success for June 2019 is Positive

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

There were 110 New Listings in June 2019, down **7.56%** from last year at 119. Furthermore, there were 72 Closed Listings this month versus last year at 78, a **-7.69%** decrease.

Closed versus Listed trends yielded a **65.5%** ratio, down from previous year's, June 2018, at **65.5%**, a **0.14%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

June 2019



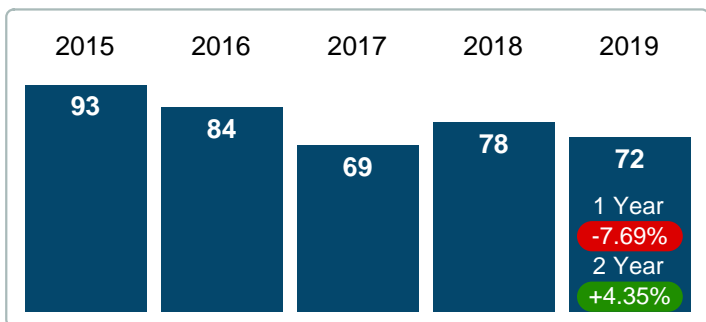
Area Delimited by County Of Washington - Residential Property Type



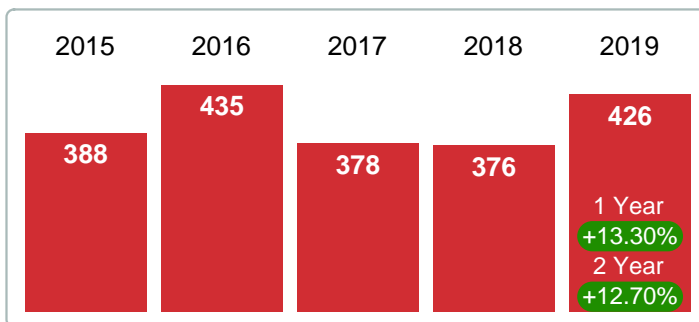
CLOSED LISTINGS

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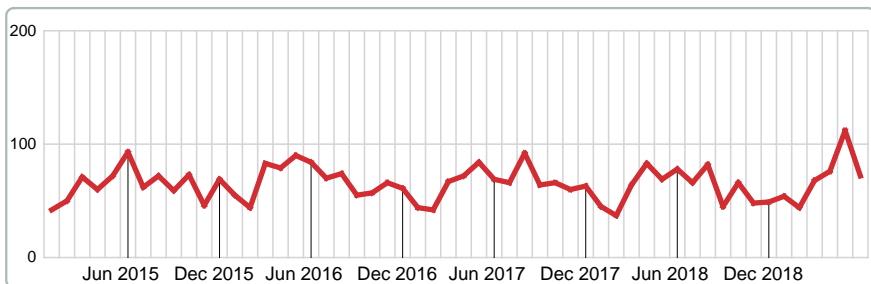
JUNE



YEAR TO DATE (YTD)

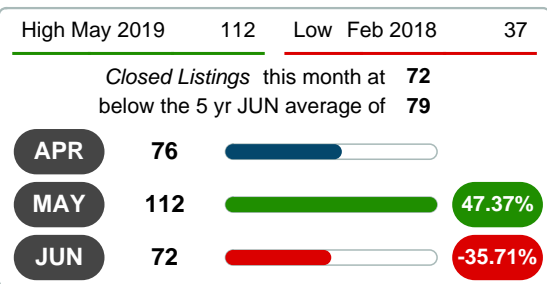


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 79



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.94%	35.2	2	3	0	0
\$50,001 - \$100,000	11	15.28%	39.8	2	9	0	0
\$100,001 - \$125,000	9	12.50%	34.1	1	6	2	0
\$125,001 - \$175,000	16	22.22%	24.4	0	10	6	0
\$175,001 - \$225,000	13	18.06%	30.5	0	7	6	0
\$225,001 - \$275,000	7	9.72%	56.0	0	2	5	0
\$275,001 and up	11	15.28%	34.5	0	1	10	0
Total Closed Units	72			5	38	29	0
Total Closed Volume	12,633,077	100%	34.4	324.30K	5.11M	7.20M	0.00B
Average Closed Price	\$175,459			\$64,860	\$134,371	\$248,368	\$0

June 2019



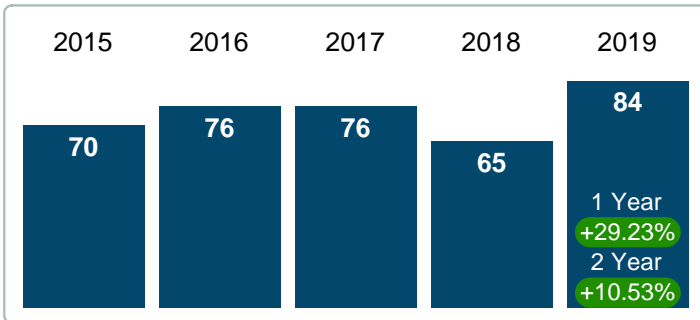
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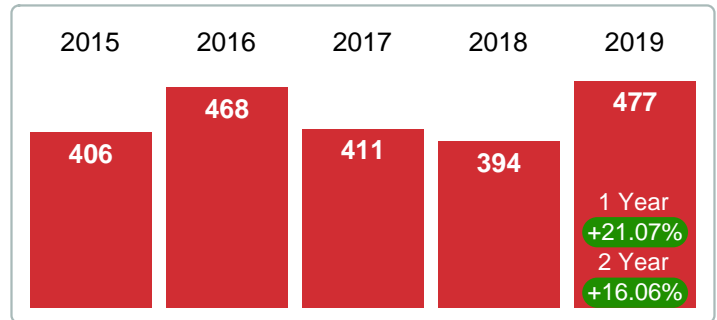
PENDING LISTINGS

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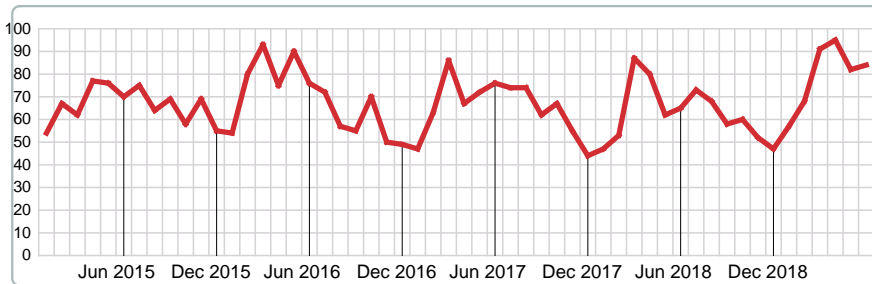
JUNE



YEAR TO DATE (YTD)

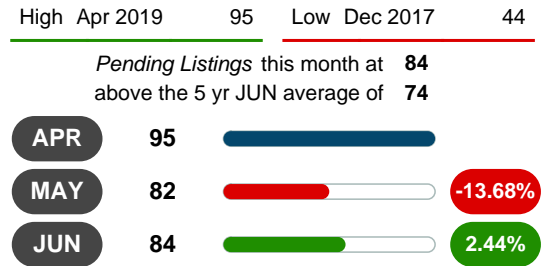


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74



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	2	2.38%	51.0	0	2	0	0
\$25,001 - \$50,000	11	13.10%	20.0	2	8	1	0
\$50,001 - \$100,000	17	20.24%	29.8	8	8	1	0
\$100,001 - \$150,000	21	25.00%	25.9	1	16	4	0
\$150,001 - \$225,000	15	17.86%	51.2	0	8	6	1
\$225,001 - \$275,000	9	10.71%	44.2	0	2	7	0
\$275,001 and up	9	10.71%	54.9	0	2	6	1
Total Pending Units	84			11	46	25	2
Total Pending Volume	13,110,299	100%	36.1	727.00K	5.67M	5.42M	1.29M
Average Listing Price	\$156,075			\$66,091	\$123,272	\$216,732	\$647,250

June 2019



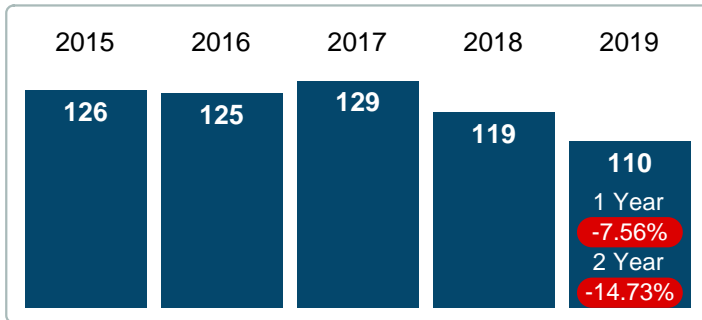
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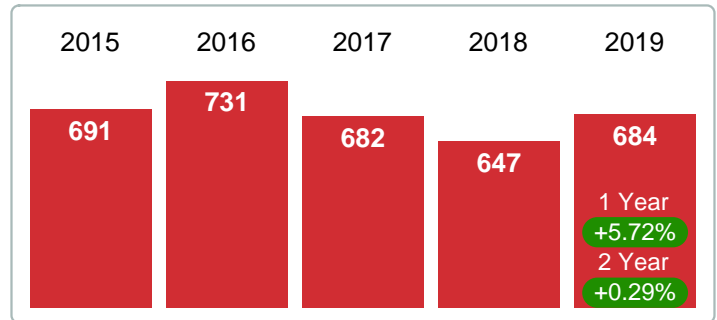
NEW LISTINGS

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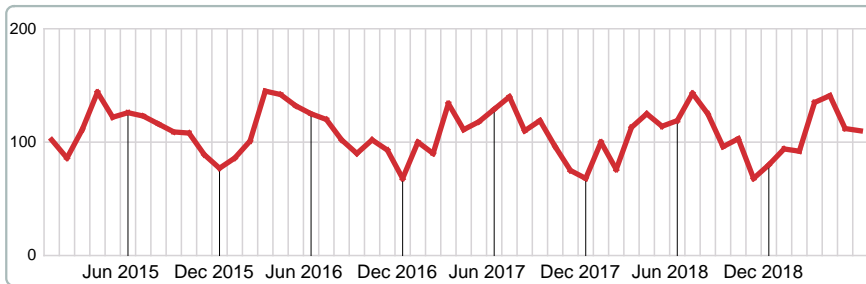
JUNE



YEAR TO DATE (YTD)

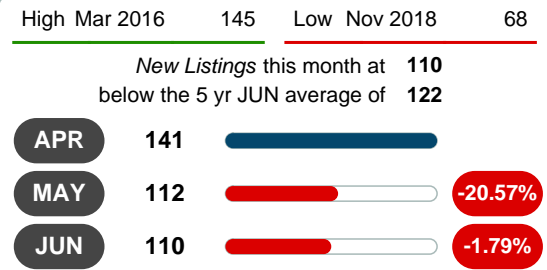


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 122



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	12	10.91%	4	6	2	0
\$40,001 - \$70,000	11	10.00%	3	8	0	0
\$70,001 - \$100,000	15	13.64%	4	7	3	1
\$100,001 - \$140,000	23	20.91%	1	20	2	0
\$140,001 - \$190,000	21	19.09%	0	10	11	0
\$190,001 - \$270,000	16	14.55%	0	5	11	0
\$270,001 and up	12	10.91%	0	3	7	2
Total New Listed Units	110		12	59	36	3
Total New Listed Volume	16,295,744	100%	780.70K	7.74M	7.10M	676.90K
Average New Listed Listing Price	\$134,450		\$65,058	\$131,129	\$197,265	\$225,633

June 2019



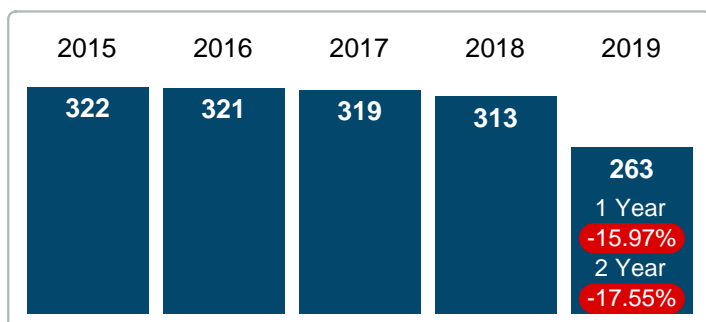
Area Delimited by County Of Washington - Residential Property Type



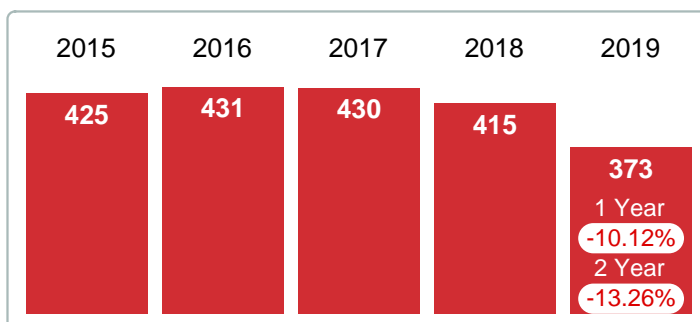
ACTIVE INVENTORY

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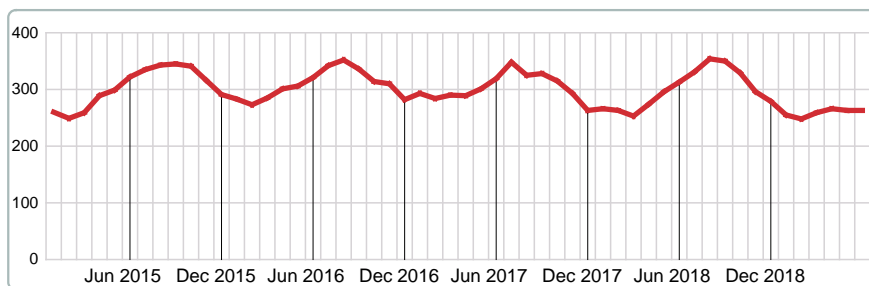
END OF JUNE



ACTIVE DURING JUNE

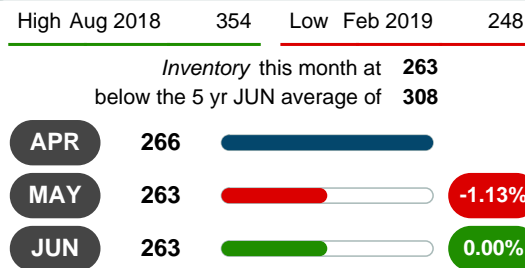


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 308



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	24	9.13%	68.4	8	15	1	0
\$50,001 - \$75,000	35	13.31%	67.1	12	20	3	0
\$75,001 - \$100,000	28	10.65%	61.3	5	16	6	1
\$100,001 - \$150,000	68	25.86%	57.0	2	52	11	3
\$150,001 - \$225,000	42	15.97%	56.1	0	17	22	3
\$225,001 - \$350,000	39	14.83%	71.4	0	8	23	8
\$350,001 and up	27	10.27%	97.6	1	10	8	8
Total Active Inventory by Units	263			28	138	74	23
Total Active Inventory by Volume	49,002,086	100%	66.0	2.70M	21.09M	16.49M	8.72M
Average Active Inventory Listing Price	\$186,320			\$96,546	\$152,859	\$222,786	\$379,048

June 2019



Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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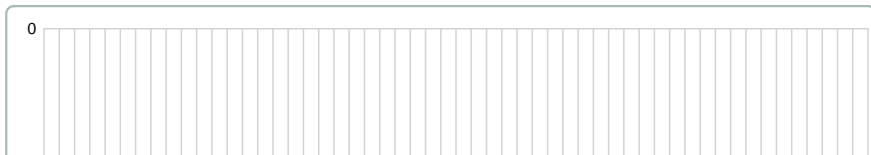
MSI FOR JUNE

2015	2016	2017	2018	2019
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INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
263	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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf			
equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	24	9.13%	2.97	2.91	3.05	3.00	0.00
\$50,001 - \$70,000	28	10.65%	5.51	6.86	4.80	12.00	0.00
\$70,001 - \$110,000	51	19.39%	3.48	5.71	2.86	4.00	24.00
\$110,001 - \$160,000	59	22.43%	3.63	1.00	3.97	3.27	6.00
\$160,001 - \$230,000	38	14.45%	3.71	0.00	4.43	2.83	16.00
\$230,001 - \$350,000	36	13.69%	4.41	0.00	3.60	4.12	7.64
\$350,001 and up	27	10.27%	10.13	0.00	30.00	3.69	48.00
Market Supply of Inventory (MSI)		4.04		4.10	3.87	3.55	12.55
Total Active Inventory by Units		263	100%	4.04			
				28	138	74	23

June 2019



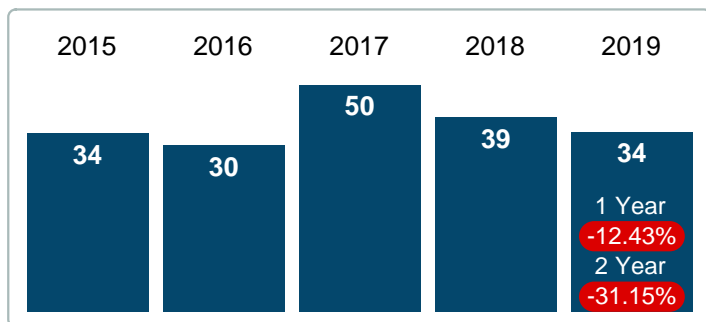
Area Delimited by County Of Washington - Residential Property Type



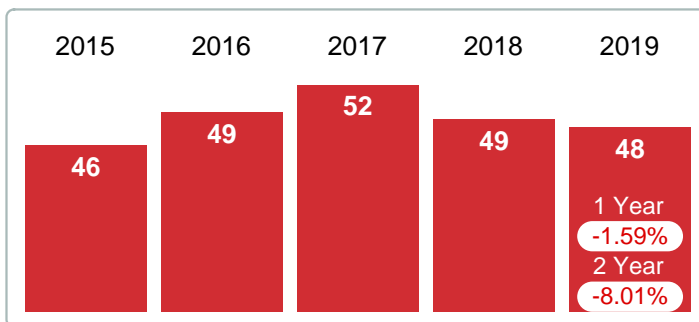
AVERAGE DAYS ON MARKET TO SALE

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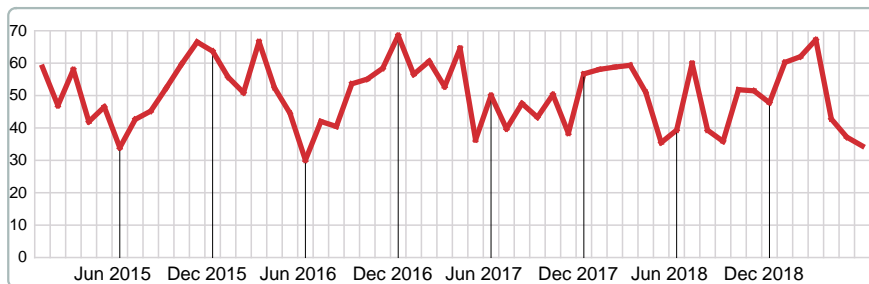
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

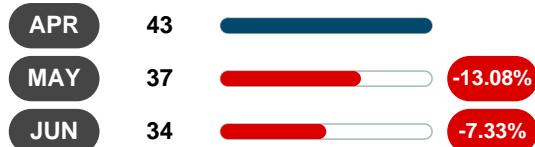


3 MONTHS

5 year JUN AVG = 38

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 34 below the 5 yr JUN average of 38



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
\$50,000 and less	6.94%	35	62	18	0	0
\$50,001 - \$100,000	15.28%	40	23	44	0	0
\$100,001 - \$125,000	12.50%	34	60	39	8	0
\$125,001 - \$175,000	22.22%	24	0	12	45	0
\$175,001 - \$225,000	18.06%	31	0	26	36	0
\$225,001 - \$275,000	9.72%	56	0	91	42	0
\$275,001 and up	15.28%	35	0	28	35	0
Average Closed DOM		34	46	31	37	0
Total Closed Units	100%	34	5	38	29	
Total Closed Volume		12,633,077	324.30K	5.11M	7.20M	0.00B

June 2019



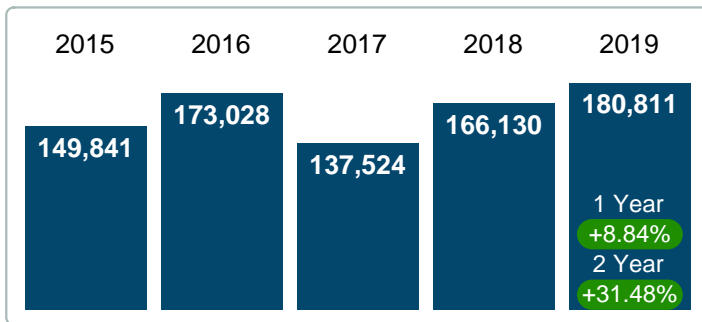
Area Delimited by County Of Washington - Residential Property Type



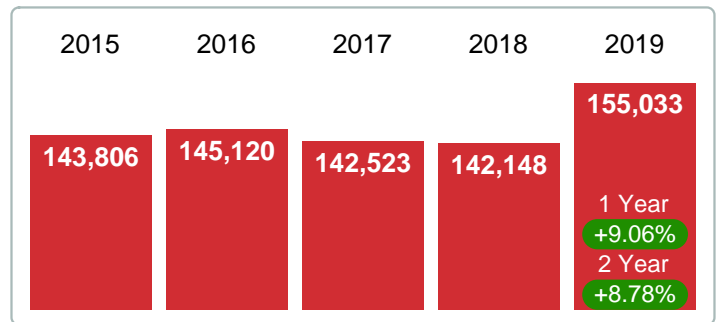
AVERAGE LIST PRICE AT CLOSING

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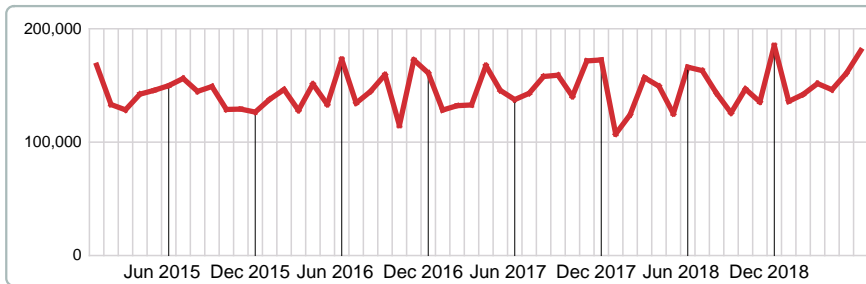
JUNE



YEAR TO DATE (YTD)

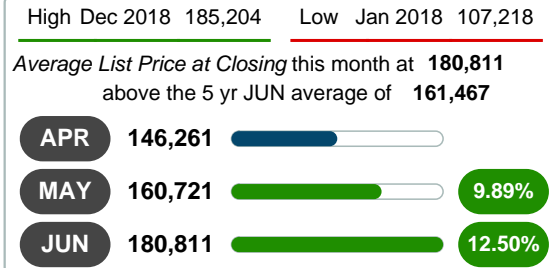


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 161,467



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
\$50,000 and less	5	6.94%	25,780	15,200	32,833	0	0
\$50,001 - \$100,000	9	12.50%	81,089	85,750	86,589	0	0
\$100,001 - \$125,000	10	13.89%	112,960	119,900	116,450	108,250	0
\$125,001 - \$175,000	17	23.61%	148,747	0	143,890	160,550	0
\$175,001 - \$225,000	13	18.06%	205,962	0	202,071	210,500	0
\$225,001 - \$275,000	7	9.72%	257,529	0	272,450	251,560	0
\$275,001 and up	11	15.28%	365,564	0	294,000	372,720	0
Average List Price			180,811	64,360	138,653	256,131	0
Total Closed Units		100%	180,811	5	38	29	
Total Closed Volume			13,018,400	321.80K	5.27M	7.43M	0.00B

June 2019



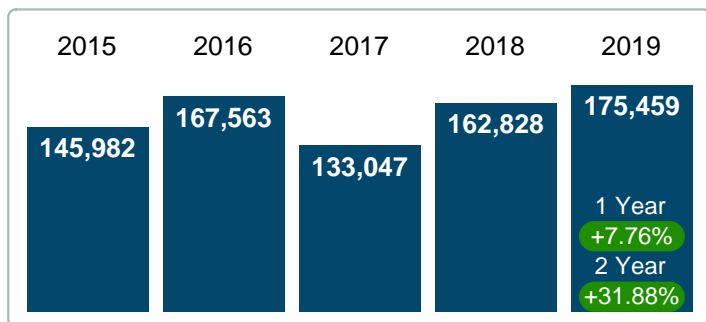
Area Delimited by County Of Washington - Residential Property Type



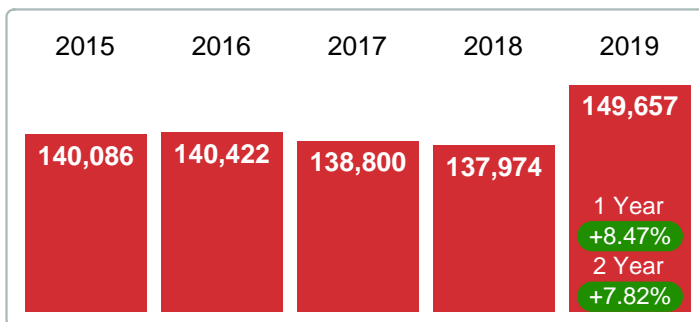
AVERAGE SOLD PRICE AT CLOSING

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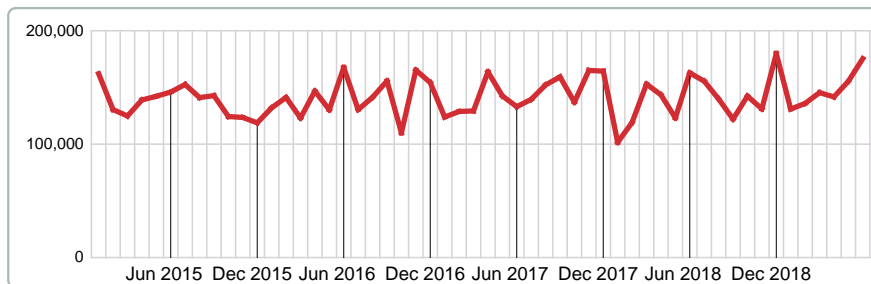
JUNE



YEAR TO DATE (YTD)

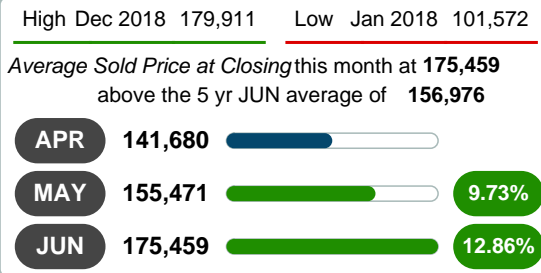


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 156,976



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
\$50,000 and less	6.94%	24,380	17,700	28,833	0	0
\$50,001 - \$100,000	15.28%	81,519	84,500	80,857	0	0
\$100,001 - \$125,000	12.50%	110,801	119,900	109,051	111,500	0
\$125,001 - \$175,000	22.22%	148,631	0	142,960	158,083	0
\$175,001 - \$225,000	18.06%	201,077	0	200,429	201,833	0
\$225,001 - \$275,000	9.72%	247,343	0	260,000	242,280	0
\$275,001 and up	15.28%	353,978	0	285,000	360,876	0
Average Sold Price		175,459	64,860	134,371	248,368	0
Total Closed Units	100%	175,459	5	38	29	0
Total Closed Volume		12,633,077	324.30K	5.11M	7.20M	0.00B

June 2019



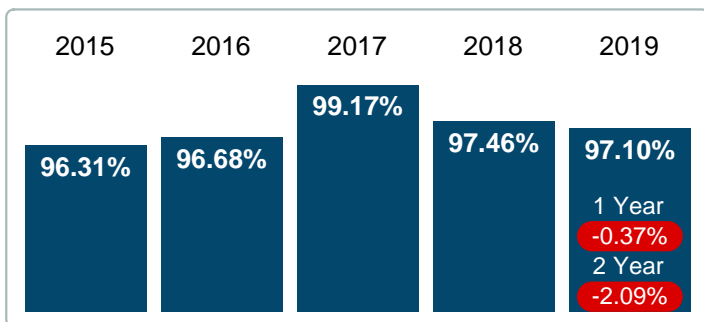
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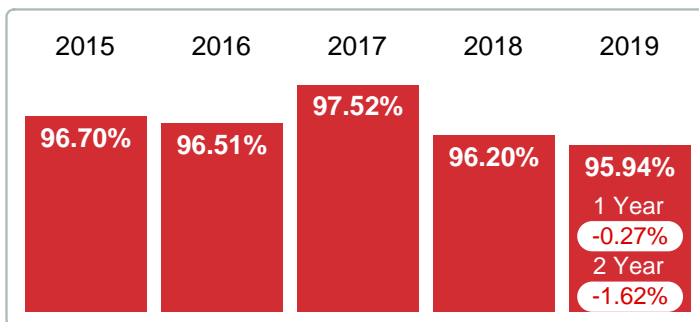
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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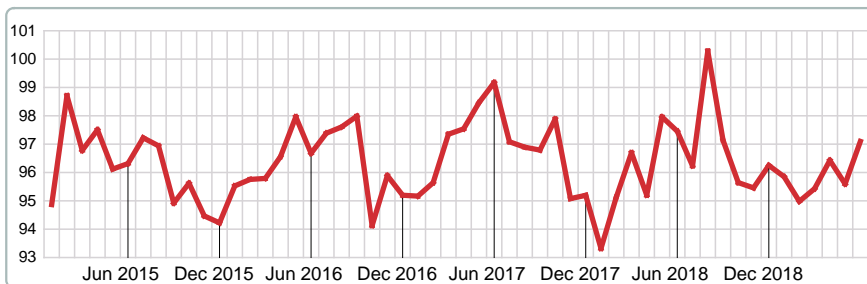
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

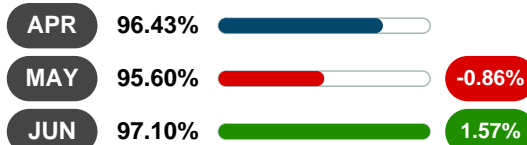


3 MONTHS

5 year JUN AVG = 97.34%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **97.10%**
equal to 5 yr JUN average of **97.34%**



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
\$50,000 and less	5	6.94%	96.60%	110.04%	87.65%	0.00%	0.00%
\$50,001 - \$100,000	11	15.28%	95.16%	98.68%	94.38%	0.00%	0.00%
\$100,001 - \$125,000	9	12.50%	96.48%	100.00%	93.72%	102.97%	0.00%
\$125,001 - \$175,000	16	22.22%	99.02%	0.00%	99.38%	98.41%	0.00%
\$175,001 - \$225,000	13	18.06%	97.69%	0.00%	99.22%	95.91%	0.00%
\$225,001 - \$275,000	7	9.72%	96.07%	0.00%	95.44%	96.32%	0.00%
\$275,001 and up	11	15.28%	96.93%	0.00%	96.94%	96.93%	0.00%
Average Sold/List Ratio		97.10%		103.49%	96.07%	97.34%	0.00%
Total Closed Units		72	100%	5	38	29	
Total Closed Volume		12,633,077		324.30K	5.11M	7.20M	0.00B

June 2019



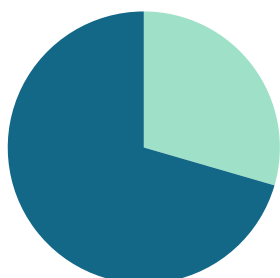
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

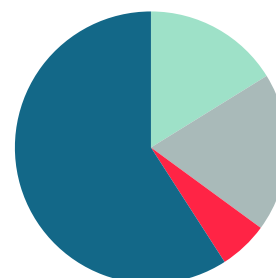


Inventory
 New Listings
110 = 29.49%
 Start Inventory
263
 Total Inventory Units
373
 Volume
\$65,782,770

Market Activity

Closed Sales
72 = 16.18%
 Pending Sales
84 = 18.88%
 Other Off Market
26 = 5.84%
 Active Inventory
263 = 59.10%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	78	72	-7.69%	376	426	13.30%
Pending Sales	65	84	29.23%	394	477	21.07%
New Listings	119	110	-7.56%	647	684	5.72%
Average List Price	166,130	180,811	8.84%	142,148	155,033	9.06%
Average Sale Price	162,828	175,459	7.76%	137,974	149,657	8.47%
Average Percent of Selling Price to List Price	97.46%	97.10%	-0.37%	96.20%	95.94%	-0.27%
Average Days on Market to Sale	39.33	34.44	-12.43%	48.77	47.99	-1.59%
Monthly Inventory	313	263	-15.97%	313	263	-15.97%
Months Supply of Inventory	4.77	4.04	-15.44%	4.77	4.04	-15.44%

Absorption: Last 12 months, an Average of **65** Sales/Month

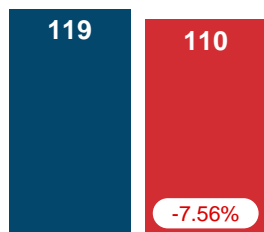
Inventory on June 30, 2019 = **263**

2018 **2019**

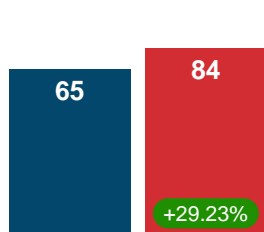
JUNE MARKET

AVERAGE PRICES

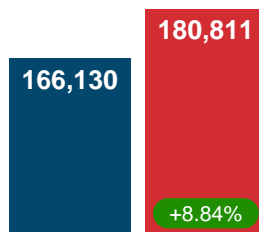
New Listings



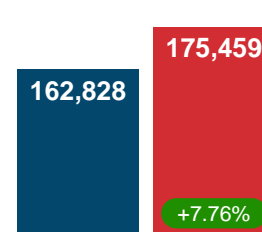
Pending Listings



List Price



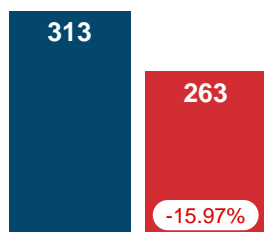
Sale Price



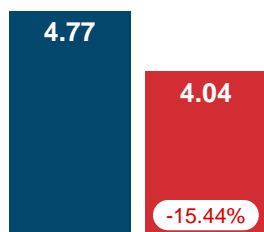
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

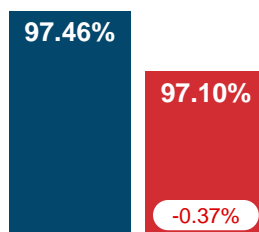
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

