

June 2019



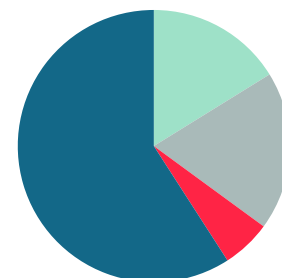
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	126,250	159,950	26.69%
Median Sale Price	127,250	158,000	24.17%
Median Percent of Selling Price to List Price	98.87%	97.61%	-1.28%
Median Days on Market to Sale	22.00	19.00	-13.64%
End of Month Inventory	313	263	-15.97%
Months Supply of Inventory	4.77	4.04	-15.44%



■ Closed (16.18%)
■ Pending (18.88%)
■ Other OffMarket (5.84%)
■ Active (59.10%)

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.

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 **24.17%** in June 2019 to \$158,000 versus the previous year at \$127,250.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 3.00 days or **13.64%** in June 2019 compared to last year's same month at **22.00** DOM.

Sales Success for June 2019 is Positive

Overall, with Median 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.

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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

June 2019



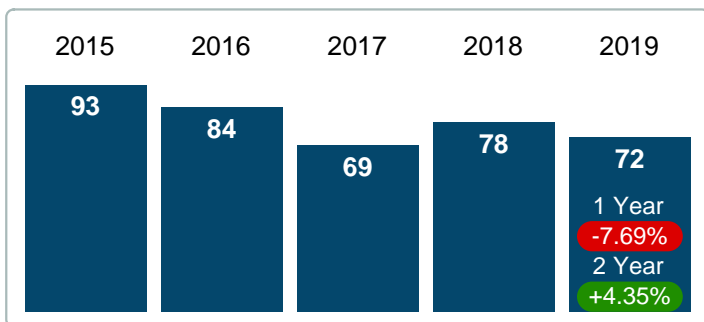
Area Delimited by County Of Washington - Residential Property Type



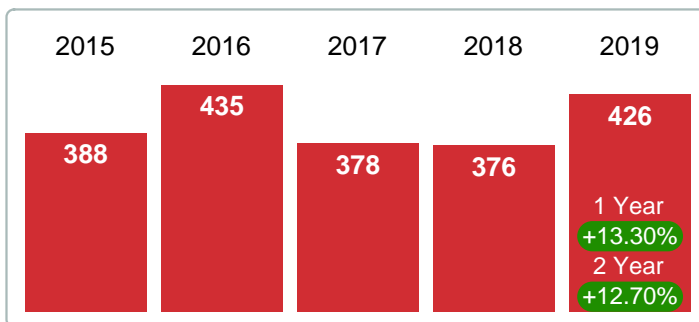
CLOSED LISTINGS

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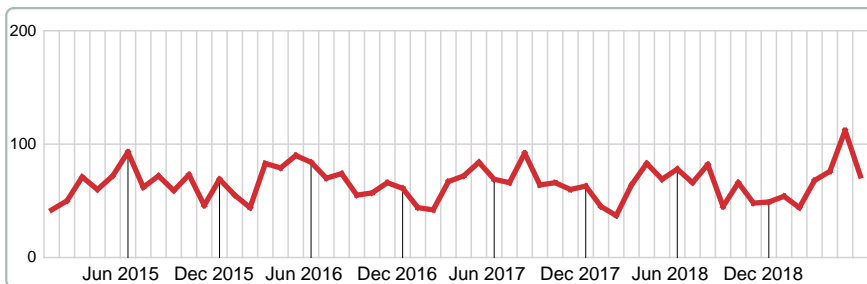
JUNE



YEAR TO DATE (YTD)

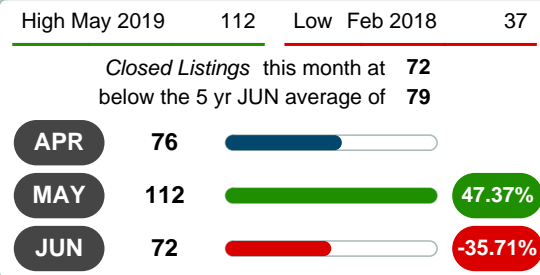


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 79



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.94%	19.0	2	3	0	0
\$50,001 - \$100,000	11	15.28%	19.0	2	9	0	0
\$100,001 - \$125,000	9	12.50%	31.0	1	6	2	0
\$125,001 - \$175,000	16	22.22%	14.5	0	10	6	0
\$175,001 - \$225,000	13	18.06%	19.0	0	7	6	0
\$225,001 - \$275,000	7	9.72%	20.0	0	2	5	0
\$275,001 and up	11	15.28%	28.0	0	1	10	0
Total Closed Units	72			5	38	29	0
Total Closed Volume	12,633,077	100%	19.0	324.30K	5.11M	7.20M	0.00B
Median Closed Price	\$158,000			\$77,000	\$128,000	\$232,500	\$0

June 2019



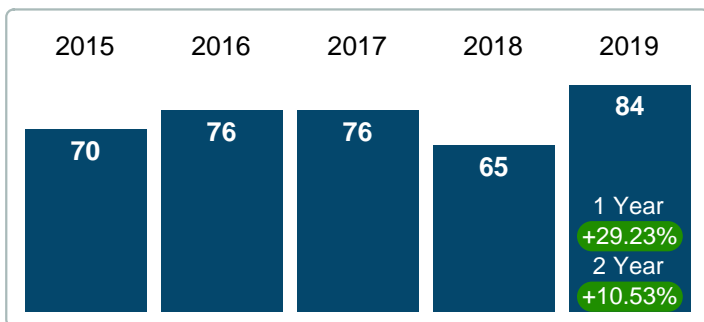
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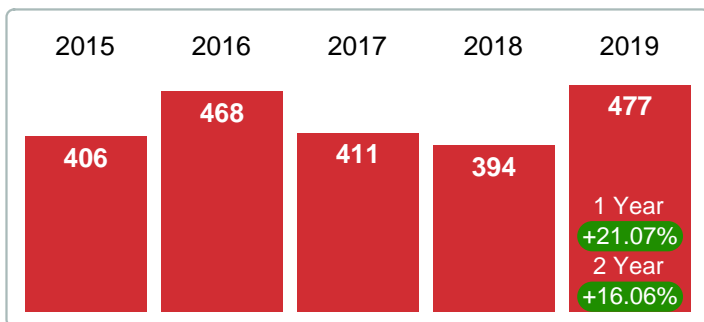
PENDING LISTINGS

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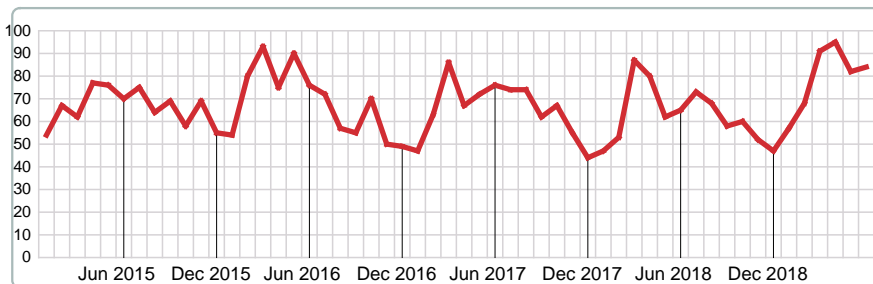
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 74

High Apr 2019 95 Low Dec 2017 44

Pending Listings this month at **84**
above the 5 yr JUN average of **74**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	4.76%	25.0	0	4	0	0
\$30,001 - \$60,000	13	15.48%	11.0	5	7	1	0
\$60,001 - \$110,000	15	17.86%	32.0	6	8	1	0
\$110,001 - \$150,000	19	22.62%	9.0	0	15	4	0
\$150,001 - \$220,000	13	15.48%	19.0	0	8	4	1
\$220,001 - \$280,000	11	13.10%	32.0	0	2	9	0
\$280,001 and up	9	10.71%	41.0	0	2	6	1
Total Pending Units	84			11	46	25	2
Total Pending Volume	13,110,299	100%	19.5	727.00K	5.67M	5.42M	1.29M
Median Listing Price	\$135,750			\$64,900	\$123,250	\$229,000	\$647,250

June 2019



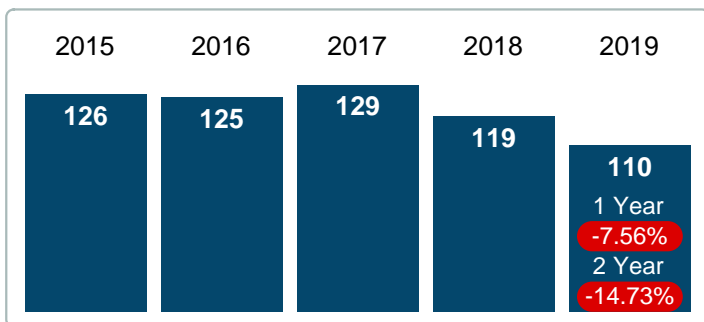
Area Delimited by County Of Washington - Residential Property Type



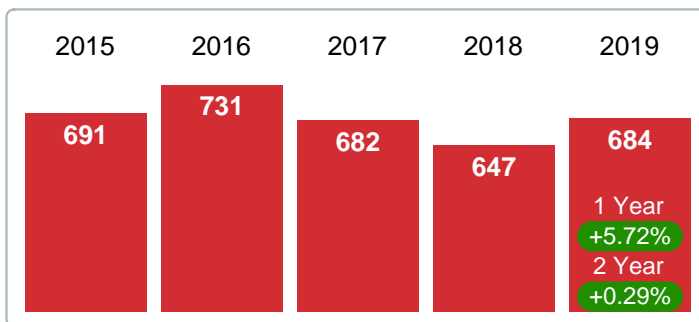
NEW LISTINGS

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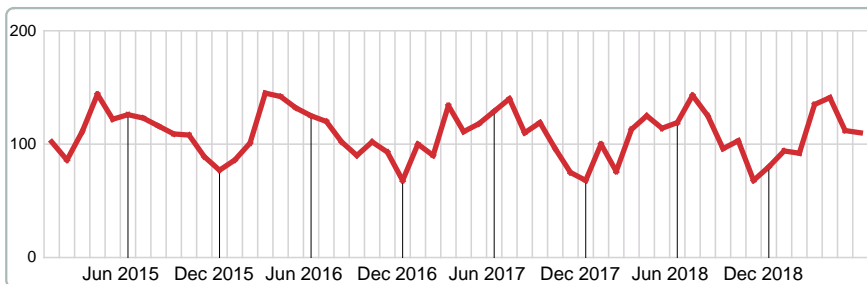
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

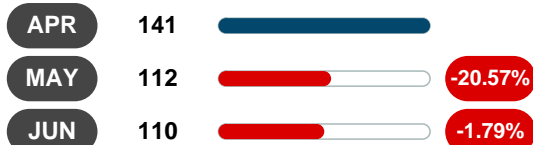


3 MONTHS

5 year JUN AVG = 122

High Mar 2016 145 Low Nov 2018 68

New Listings this month at 110
 below the 5 yr JUN average of 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
Median New Listed Listing Price	\$120,000		\$67,000	\$114,000	\$189,325	\$275,000

June 2019



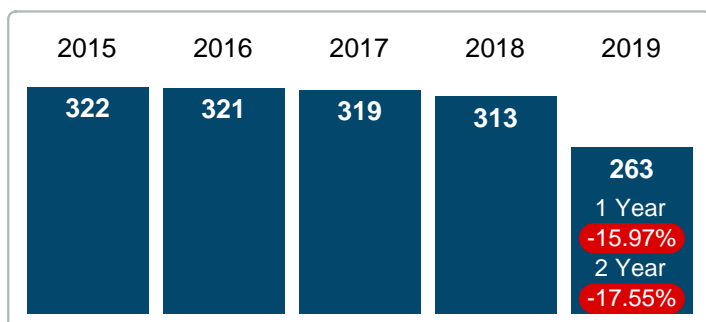
Area Delimited by County Of Washington - Residential Property Type



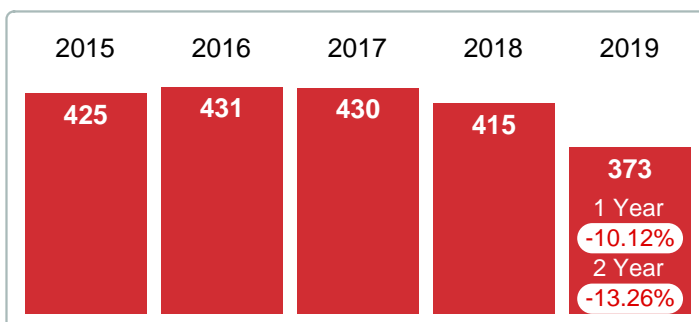
ACTIVE INVENTORY

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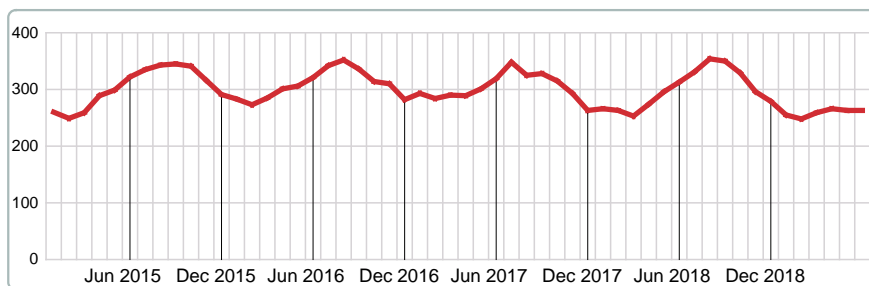
END OF JUNE



ACTIVE DURING JUNE

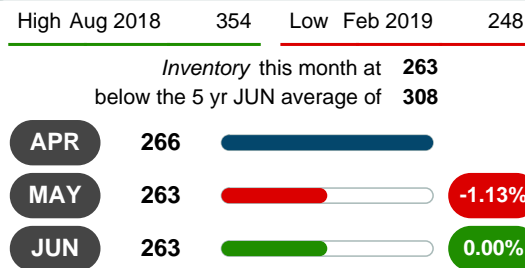


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 308



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	24	9.13%	51.5	8	15	1	0	
\$50,001 - \$70,000	28	10.65%	73.5	8	18	2	0	
\$70,001 - \$110,000	51	19.39%	48.0	10	31	8	2	
\$110,001 - \$160,000	59	22.43%	59.0	1	41	15	2	
\$160,001 - \$230,000	38	14.45%	55.5	0	17	17	4	
\$230,001 - \$350,000	36	13.69%	62.0	0	6	23	7	
\$350,001 and up	27	10.27%	79.0	1	10	8	8	
Total Active Inventory by Units		263		28	138	74	23	
Total Active Inventory by Volume		49,002,086	100%	60.0	2.70M	21.09M	16.49M	8.72M
Median Active Inventory Listing Price		\$128,400			\$65,700	\$117,450	\$199,450	\$275,000

June 2019



Area Delimited by County Of Washington - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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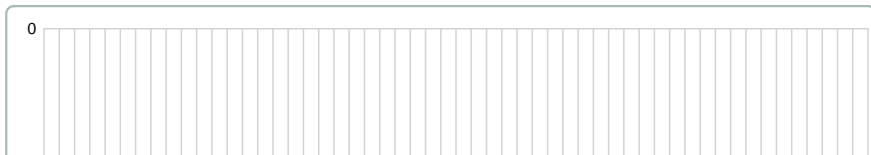
MSI FOR JUNE

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



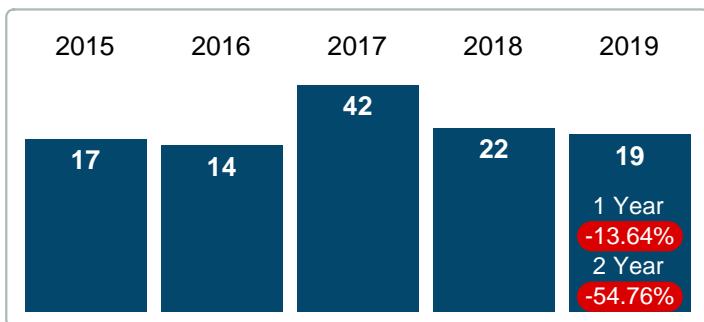
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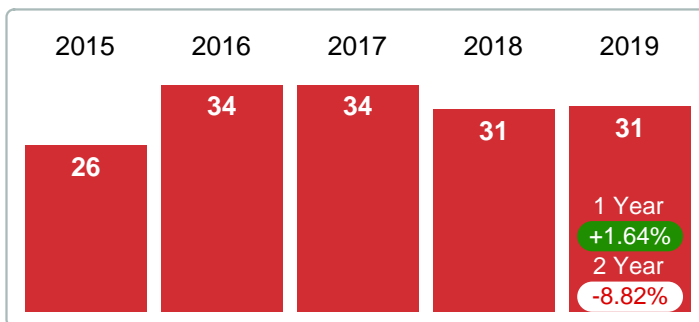
MEDIAN DAYS ON MARKET TO SALE

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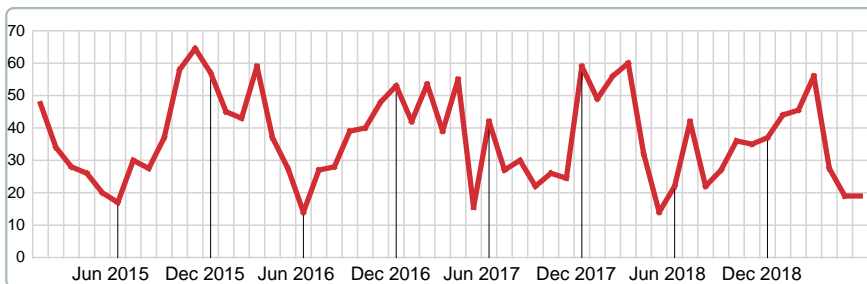
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

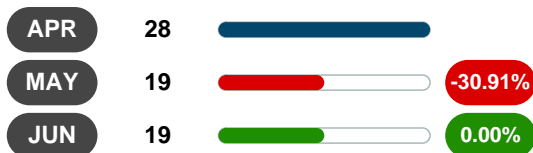


3 MONTHS

5 year JUN AVG = 23

High Nov 2015 65 Low May 2018 14

Median Days on Market to Sale this month at 19 below the 5 yr JUN average of 23



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
\$50,000 and less	6.94%	19	62	17	0	0
\$50,001 - \$100,000	15.28%	19	23	19	0	0
\$100,001 - \$125,000	12.50%	31	60	32	8	0
\$125,001 - \$175,000	22.22%	15	0	9	25	0
\$175,001 - \$225,000	18.06%	19	0	6	44	0
\$225,001 - \$275,000	9.72%	20	0	91	20	0
\$275,001 and up	15.28%	28	0	28	27	0
Median Closed DOM		19	39	17	24	0
Total Closed Units	100%	19.0	5	38	29	
Total Closed Volume		12,633,077	324.30K	5.11M	7.20M	0.00B

June 2019



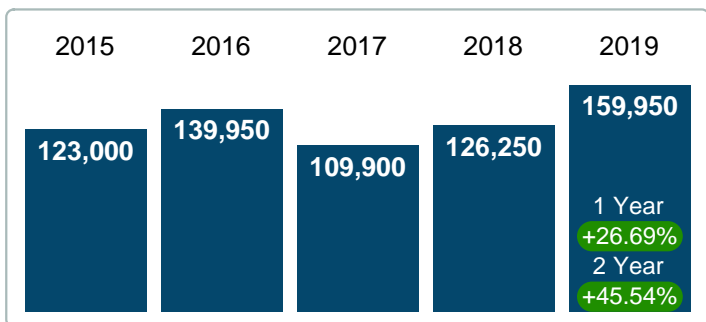
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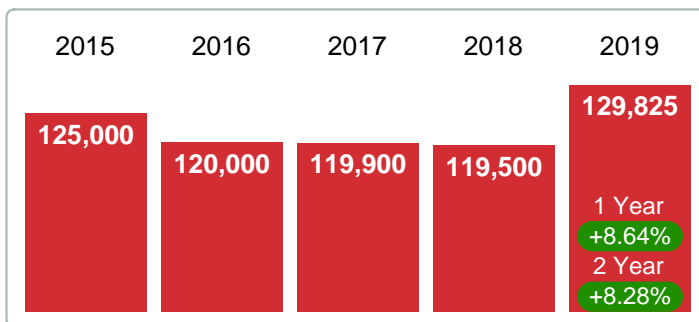
MEDIAN LIST PRICE AT CLOSING

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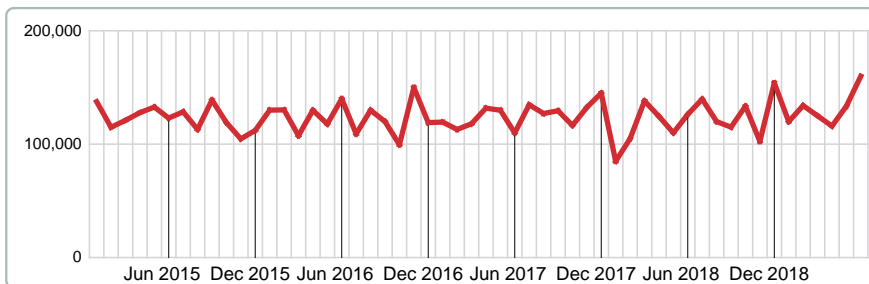
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

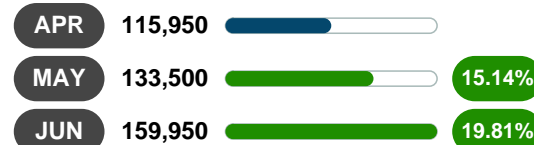


3 MONTHS

5 year JUN AVG = 131,810

High Jun 2019 159,950 Low Jan 2018 84,900

Median List Price at Closing this month at **159,950**
above the 5 yr JUN average of **131,810**



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
\$50,000 and less	6.94%	25,000	15,200	27,500	0	0
\$50,001 - \$100,000	12.50%	79,500	85,750	79,500	0	0
\$100,001 - \$125,000	13.89%	112,250	119,900	111,000	108,250	0
\$125,001 - \$175,000	23.61%	149,900	0	135,000	159,950	0
\$175,001 - \$225,000	18.06%	205,000	0	205,000	209,750	0
\$225,001 - \$275,000	9.72%	254,900	0	272,450	249,900	0
\$275,001 and up	15.28%	342,000	0	294,000	350,950	0
Median List Price		159,950	77,000	128,400	240,000	0
Total Closed Units	100%	159,950	5	38	29	
Total Closed Volume		13,018,400	321.80K	5.27M	7.43M	0.00B

June 2019



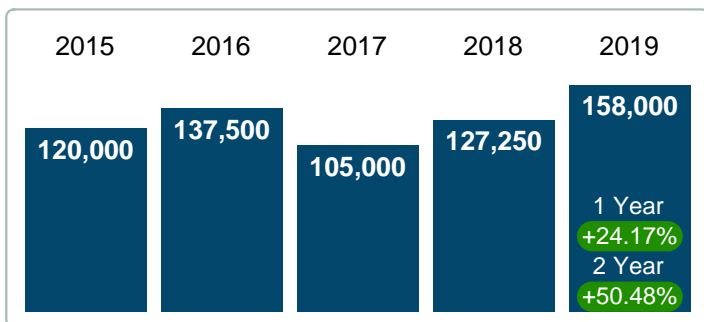
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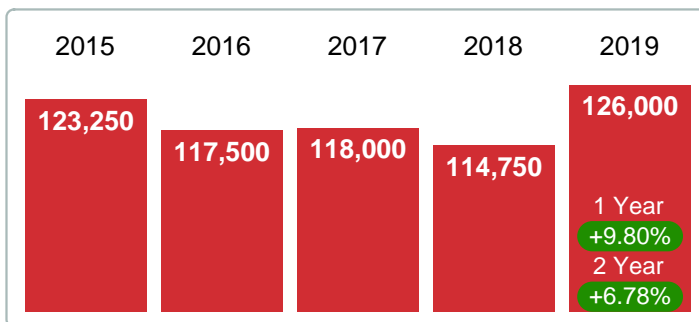
MEDIAN SOLD PRICE AT CLOSING

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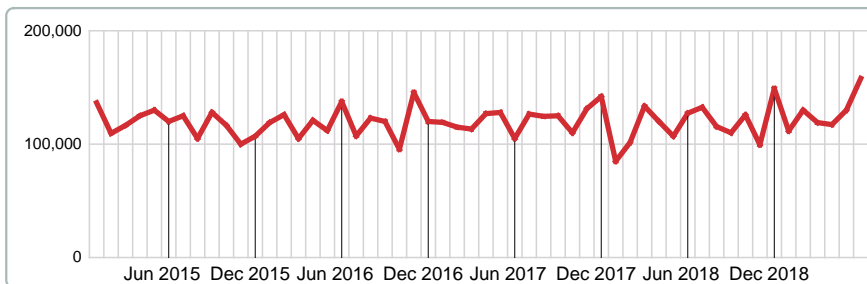
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

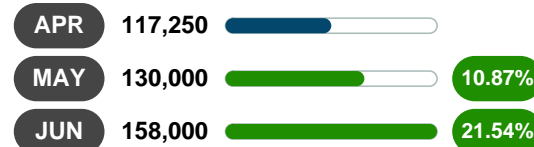


3 MONTHS

5 year JUN AVG = 129,550

High Jun 2019 158,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at **158,000** above the 5 yr JUN average of **129,550**



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
\$50,000 and less	5	6.94%	25,000	17,700	25,000	0	0
\$50,001 - \$100,000	11	15.28%	79,210	84,500	79,210	0	0
\$100,001 - \$125,000	9	12.50%	108,000	119,900	107,450	111,500	0
\$125,001 - \$175,000	16	22.22%	147,000	0	137,350	158,000	0
\$175,001 - \$225,000	13	18.06%	200,000	0	199,500	201,500	0
\$225,001 - \$275,000	7	9.72%	243,900	0	260,000	240,000	0
\$275,001 and up	11	15.28%	336,000	0	285,000	338,000	0
Median Sold Price			158,000	77,000	128,000	232,500	0
Total Closed Units		100%	158,000	5	38	29	
Total Closed Volume			12,633,077	324.30K	5.11M	7.20M	0.00B

June 2019



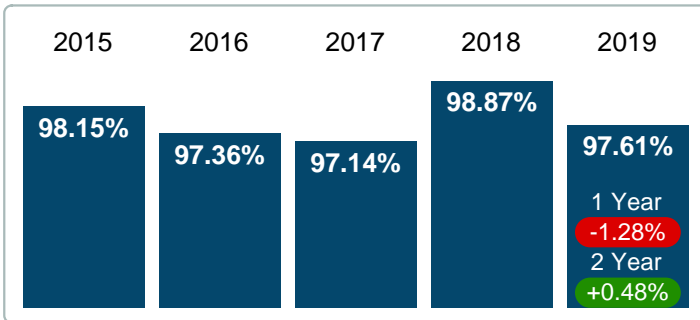
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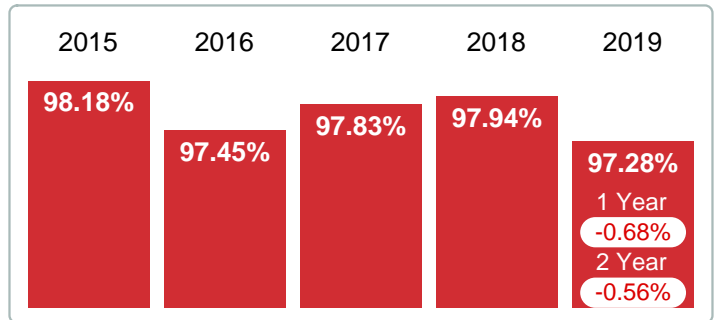
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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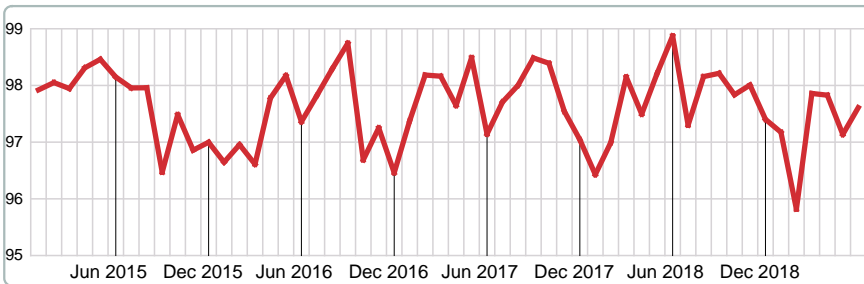
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

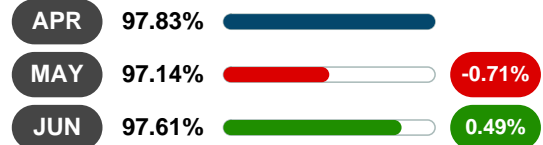


3 MONTHS

5 year JUN AVG = 97.83%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.61%**
equal to 5 yr JUN average of **97.83%**



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
\$50,000 and less	5	6.94%	100.00%	110.04%	90.22%	0.00%	0.00%
\$50,001 - \$100,000	11	15.28%	98.73%	98.68%	98.73%	0.00%	0.00%
\$100,001 - \$125,000	9	12.50%	95.00%	100.00%	94.43%	102.97%	0.00%
\$125,001 - \$175,000	16	22.22%	98.52%	0.00%	99.20%	97.77%	0.00%
\$175,001 - \$225,000	13	18.06%	98.49%	0.00%	100.00%	97.26%	0.00%
\$225,001 - \$275,000	7	9.72%	96.33%	0.00%	95.44%	97.01%	0.00%
\$275,001 and up	11	15.28%	97.45%	0.00%	96.94%	97.50%	0.00%
Median Sold/List Ratio		97.61%		100.00%	97.21%	97.60%	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



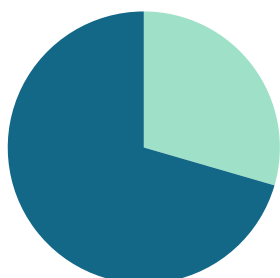
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

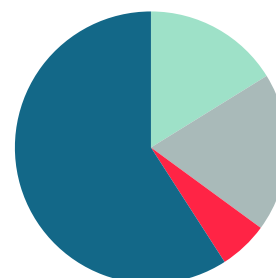


Inventory
 New Listings
110 = 29.49%
 Start Inventory
263
 Total Inventory Units
373
 Volume
\$65,782,770

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%
Median List Price	126,250	159,950	26.69%	119,500	129,825	8.64%
Median Sale Price	127,250	158,000	24.17%	114,750	126,000	9.80%
Median Percent of Selling Price to List Price	98.87%	97.61%	-1.28%	97.94%	97.28%	-0.68%
Median Days on Market to Sale	22.00	19.00	-13.64%	30.50	31.00	1.64%
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

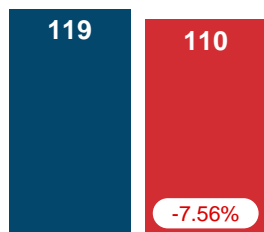
Inventory on June 30, 2019 = **263**

2018 **2019**

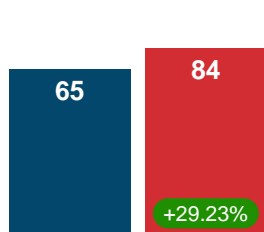
JUNE MARKET

MEDIAN PRICES

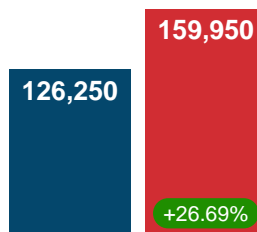
New Listings



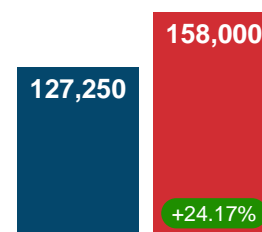
Pending Listings



List Price



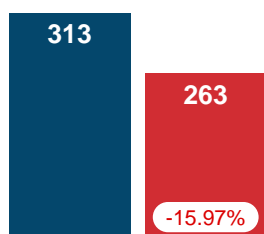
Sale Price



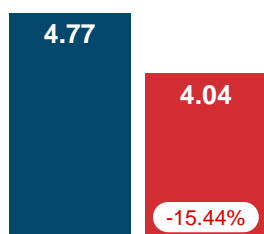
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

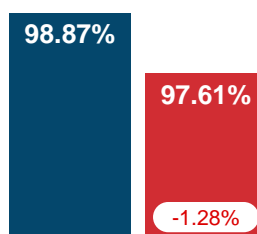
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

