

# September 2019



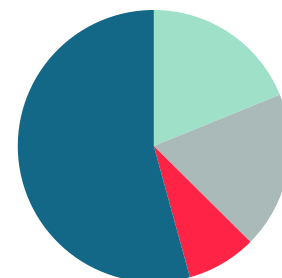
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	45	75	66.67%
Pending Listings	58	74	27.59%
New Listings	96	80	-16.67%
Average List Price	125,778	144,537	14.91%
Average Sale Price	122,045	140,868	15.42%
Average Percent of Selling Price to List Price	97.14%	96.91%	-0.24%
Average Days on Market to Sale	35.87	40.93	14.13%
End of Month Inventory	350	216	-38.29%
Months Supply of Inventory	5.54	3.08	-44.38%



■ Closed (18.84%)  
■ Pending (18.59%)  
■ Other OffMarket (8.29%)  
■ Active (54.27%)

**Absorption:** Last 12 months, an Average of **70** Sales/Month  
**Active Inventory** as of September 30, 2019 = **216**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **38.29%** to 216 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **3.08** 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 **15.42%** in September 2019 to \$140,868 versus the previous year at \$122,045.

#### Average Days on Market Lengthens

The average number of **40.93** days that homes spent on the market before selling increased by 5.07 days or **14.13%** in September 2019 compared to last year's same month at **35.87** DOM.

#### Sales Success for September 2019 is Positive

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

There were 80 New Listings in September 2019, down **16.67%** from last year at 96. Furthermore, there were 75 Closed Listings this month versus last year at 45, a **66.67%** increase.

Closed versus Listed trends yielded a **93.8%** ratio, up from previous year's, September 2018, at **46.9%**, a **100.00%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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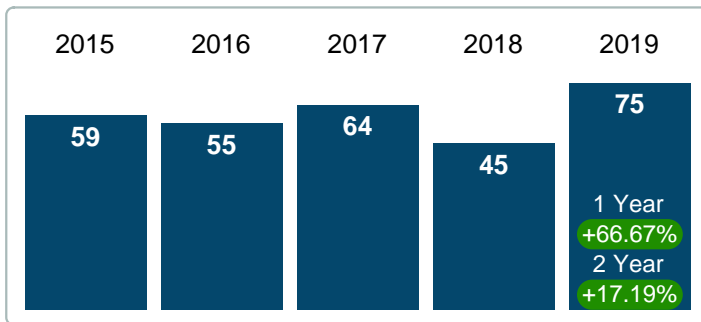
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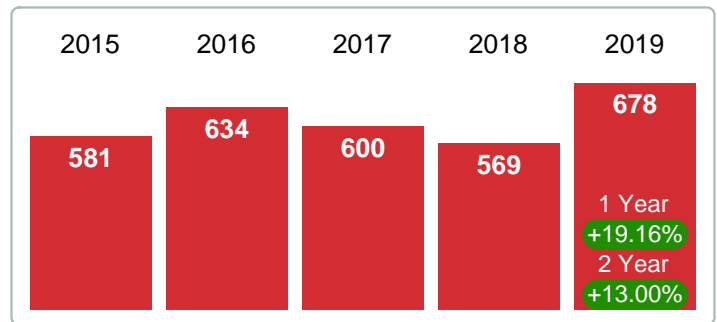
## CLOSED LISTINGS

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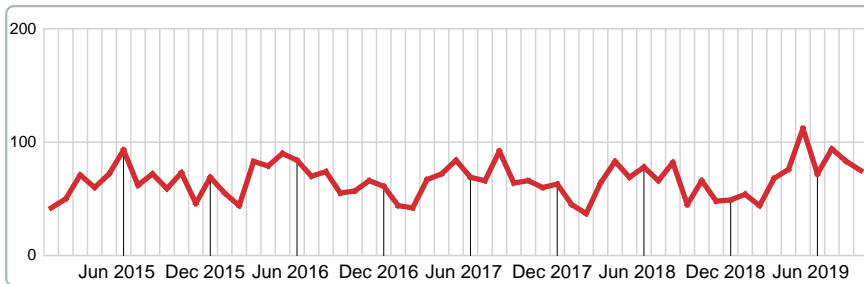
### SEPTEMBER



### YEAR TO DATE (YTD)

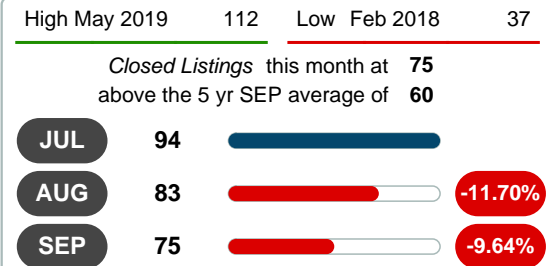


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 60



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.67%	11.2	2	3	0	0
\$30,001 - \$80,000	12	16.00%	41.3	4	7	1	0
\$80,001 - \$100,000	8	10.67%	42.4	2	6	0	0
\$100,001 - \$140,000	19	25.33%	45.8	1	11	6	1
\$140,001 - \$210,000	14	18.67%	40.6	0	8	6	0
\$210,001 - \$250,000	10	13.33%	35.7	0	3	7	0
\$250,001 and up	7	9.33%	54.7	0	3	3	1
<b>Total Closed Units</b>	<b>75</b>			<b>9</b>	<b>41</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,565,069</b>	<b>100%</b>	<b>40.9</b>	<b>498.60K</b>	<b>5.28M</b>	<b>4.33M</b>	<b>448.50K</b>
<b>Average Closed Price</b>	<b>\$140,868</b>			<b>\$55,400</b>	<b>\$128,896</b>	<b>\$188,401</b>	<b>\$224,250</b>

# September 2019



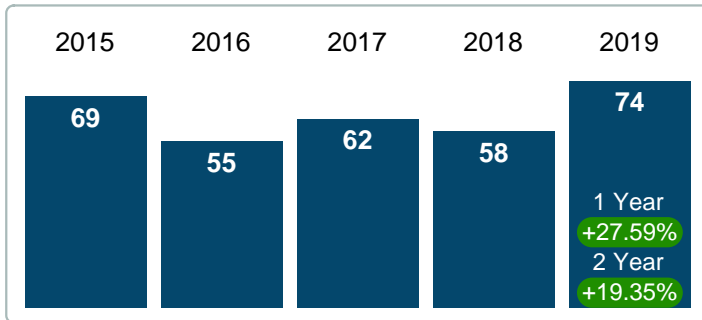
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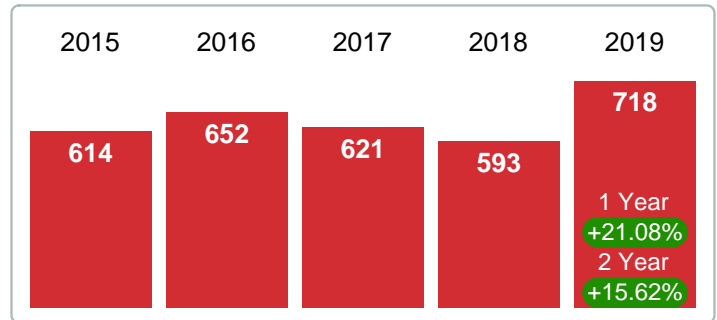
## PENDING LISTINGS

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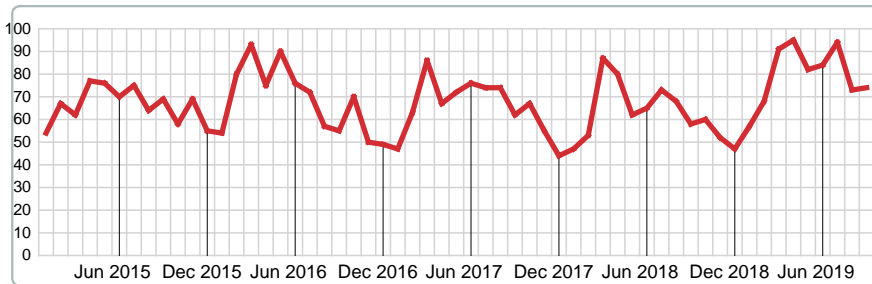
### SEPTEMBER



### YEAR TO DATE (YTD)

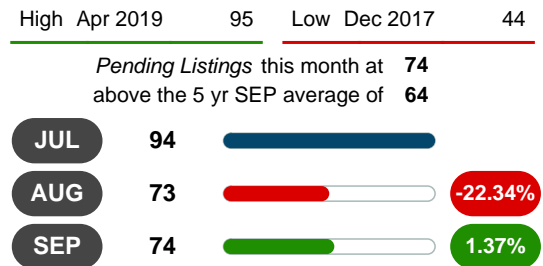


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 64



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.46%	54.3	3	4	0	0
\$40,001 - \$70,000	6	8.11%	40.7	1	5	0	0
\$70,001 - \$110,000	10	13.51%	58.2	2	6	2	0
\$110,001 - \$150,000	24	32.43%	46.4	2	20	2	0
\$150,001 - \$180,000	9	12.16%	23.4	0	4	3	2
\$180,001 - \$250,000	12	16.22%	23.8	0	3	8	1
\$250,001 and up	6	8.11%	50.8	0	3	2	1
<b>Total Pending Units</b>	<b>74</b>			<b>8</b>	<b>45</b>	<b>17</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>10,505,250</b>	<b>100%</b>	<b>42.7</b>	<b>604.05K</b>	<b>5.83M</b>	<b>3.22M</b>	<b>849.40K</b>
<b>Average Listing Price</b>	<b>\$141,649</b>			<b>\$75,506</b>	<b>\$129,644</b>	<b>\$189,282</b>	<b>\$212,350</b>

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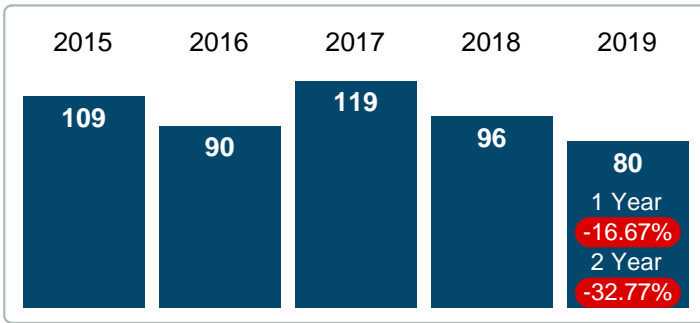
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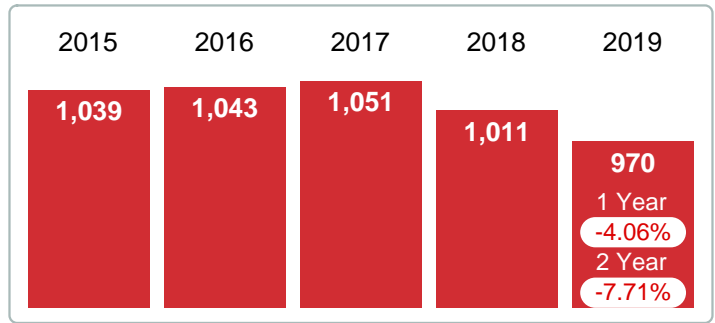
## NEW LISTINGS

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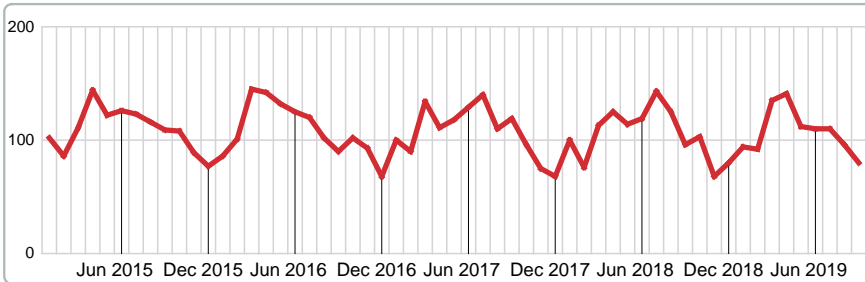
### SEPTEMBER



### YEAR TO DATE (YTD)

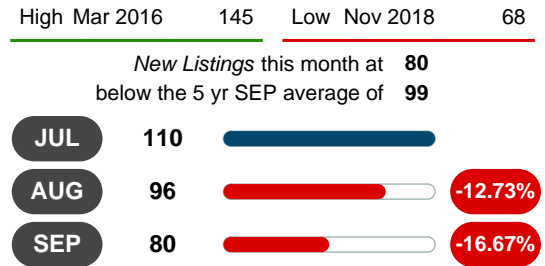


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99



### 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	10.00%	4	3	1	0
\$50,001 - \$70,000	10	12.50%	5	4	1	0
\$70,001 - \$100,000	11	13.75%	0	10	1	0
\$100,001 - \$160,000	20	25.00%	0	14	6	0
\$160,001 - \$210,000	15	18.75%	1	8	4	2
\$210,001 - \$260,000	8	10.00%	0	2	5	1
\$260,001 and up	8	10.00%	1	0	4	3
<b>Total New Listed Units</b>	<b>80</b>		<b>11</b>	<b>41</b>	<b>22</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>12,563,900</b>	<b>100%</b>	<b>1.01M</b>	<b>5.07M</b>	<b>4.57M</b>	<b>1.91M</b>
<b>Average New Listed Listing Price</b>	<b>\$132,006</b>		<b>\$91,909</b>	<b>\$123,754</b>	<b>\$207,600</b>	<b>\$318,633</b>

# September 2019



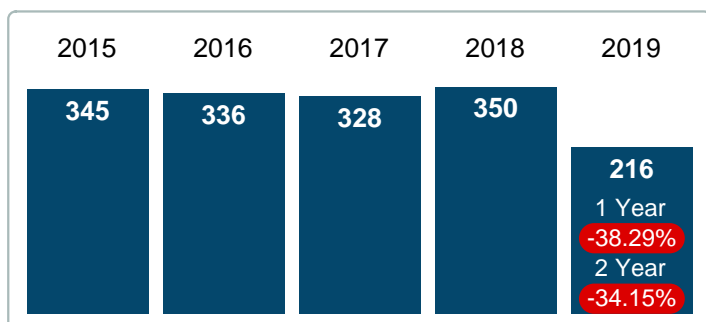
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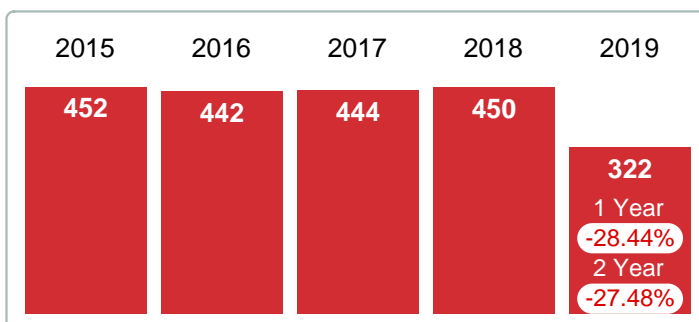
## ACTIVE INVENTORY

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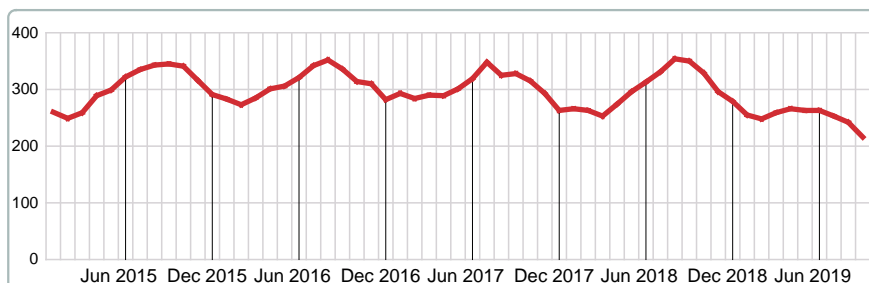
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

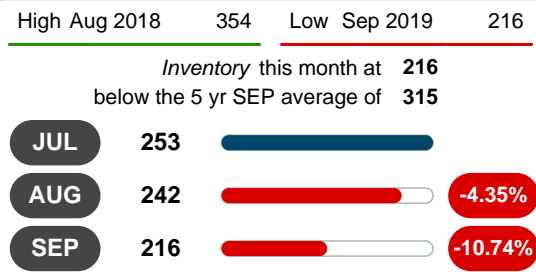


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 315



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	2.78%	51.0	5	1	0	0
\$25,001 - \$50,000	19	8.80%	64.8	6	10	2	1
\$50,001 - \$75,000	38	17.59%	67.4	12	21	5	0
\$75,001 - \$175,000	73	33.80%	75.5	4	45	21	3
\$175,001 - \$225,000	24	11.11%	63.3	2	10	10	2
\$225,001 - \$375,000	34	15.74%	84.3	0	4	23	7
\$375,001 and up	22	10.19%	113.9	1	5	8	8
<b>Total Active Inventory by Units</b>	<b>216</b>			<b>30</b>	<b>96</b>	<b>69</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>40,053,879</b>	<b>100%</b>	<b>76.4</b>	<b>2.33M</b>	<b>13.32M</b>	<b>16.18M</b>	<b>8.23M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$185,435</b>			<b>\$77,673</b>	<b>\$138,755</b>	<b>\$234,424</b>	<b>\$391,810</b>

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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 SEPTEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>216</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr SEP average of <b>inf</b>			
JUL	inf		%
AUG	inf		%
SEP	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	<b>13</b>			6.02%	2.14	2.80	1.46	6.00	0.00
\$40,001 - \$60,000	<b>30</b>			13.89%	5.71	7.80	3.80	18.00	0.00
\$60,001 - \$90,000	<b>32</b>			14.81%	3.23	1.57	3.31	5.33	0.00
\$90,001 - \$170,000	<b>58</b>			26.85%	2.16	2.53	1.96	2.46	4.00
\$170,001 - \$240,000	<b>31</b>			14.35%	2.91	24.00	2.75	2.47	6.00
\$240,001 - \$370,000	<b>30</b>			13.89%	3.16	0.00	1.80	3.00	7.20
\$370,001 and up	<b>22</b>			10.19%	12.00	0.00	20.00	6.00	32.00
Market Supply of Inventory (MSI)					3.08	3.87	2.54	3.08	10.08
Total Active Inventory by Units				100%	3.08	30	96	69	21

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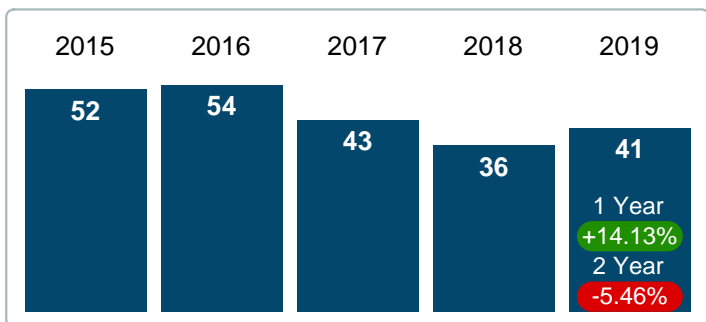
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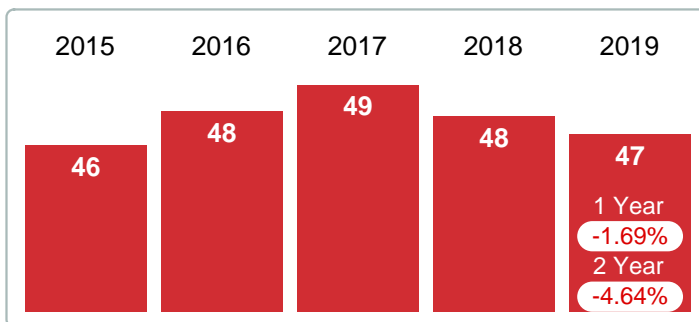
## AVERAGE DAYS ON MARKET TO SALE

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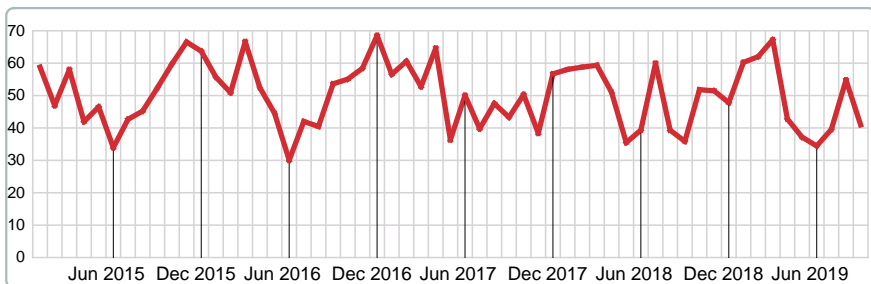
### SEPTEMBER



### YEAR TO DATE (YTD)

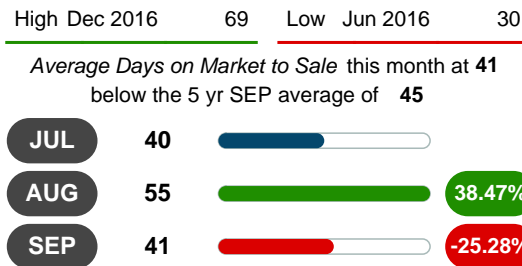


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP 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
\$30,000 and less	6.67%	11	4	16	0	0
\$30,001 - \$80,000	16.00%	41	11	50	102	0
\$80,001 - \$100,000	10.67%	42	61	36	0	0
\$100,001 - \$140,000	25.33%	46	27	40	65	10
\$140,001 - \$210,000	18.67%	41	0	57	20	0
\$210,001 - \$250,000	13.33%	36	0	50	30	0
\$250,001 and up	9.33%	55	0	76	50	4
<b>Average Closed DOM</b>		<b>41</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>9</b>	<b>41</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,565,069</b>	<b>498.60K</b>	<b>5.28M</b>	<b>4.33M</b>	<b>448.50K</b>

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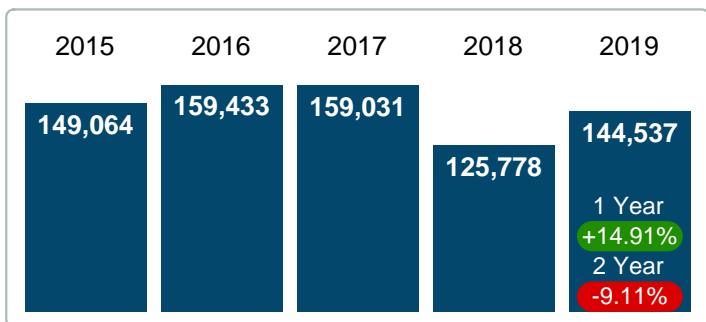
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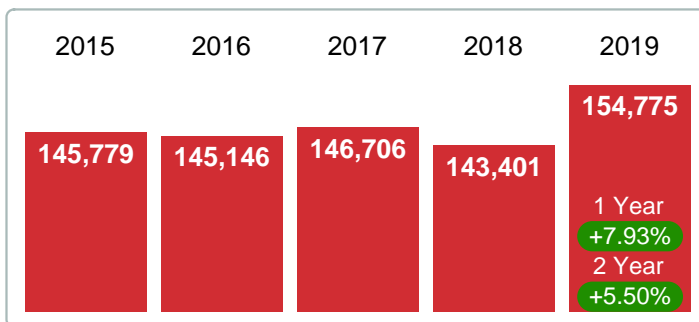
## AVERAGE LIST PRICE AT CLOSING

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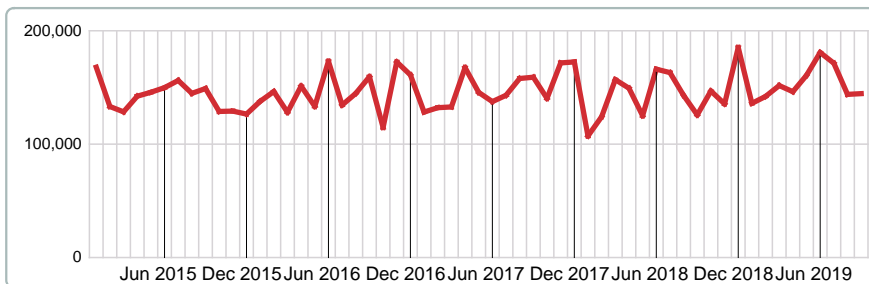
### SEPTEMBER



### YEAR TO DATE (YTD)

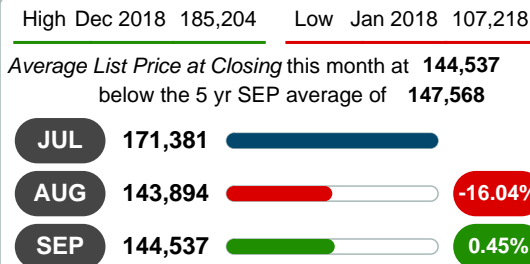


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 147,568



### 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
\$30,000 and less	6.67%	23,960	21,200	27,633	0	0
\$30,001 - \$80,000	13.33%	59,110	42,325	71,314	89,000	0
\$80,001 - \$100,000	10.67%	90,438	90,100	96,067	0	0
\$100,001 - \$140,000	30.67%	124,013	119,900	124,445	123,283	142,000
\$140,001 - \$210,000	16.00%	171,008	0	157,963	177,533	0
\$210,001 - \$250,000	12.00%	235,194	0	236,633	238,107	0
\$250,001 and up	10.67%	298,087	0	315,000	289,933	310,000
<b>Average List Price</b>		<b>144,537</b>	<b>56,867</b>	<b>132,829</b>	<b>192,628</b>	<b>226,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>144,537</b>	<b>9</b>	<b>41</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,840,243</b>	<b>511.80K</b>	<b>5.45M</b>	<b>4.43M</b>	<b>452.00K</b>



# September 2019



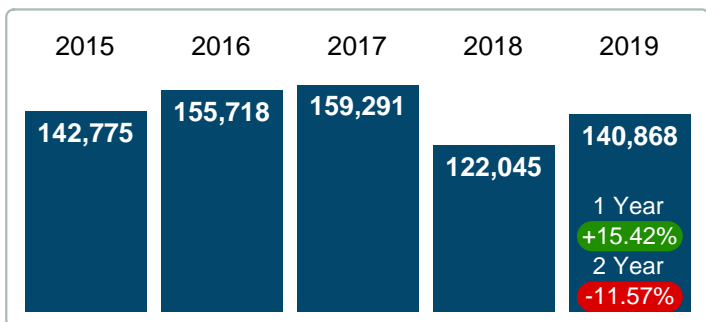
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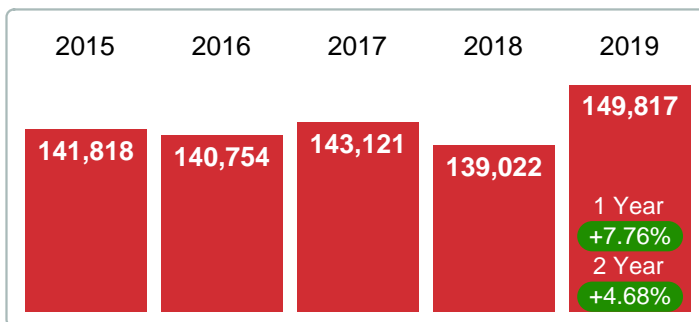
## AVERAGE SOLD PRICE AT CLOSING

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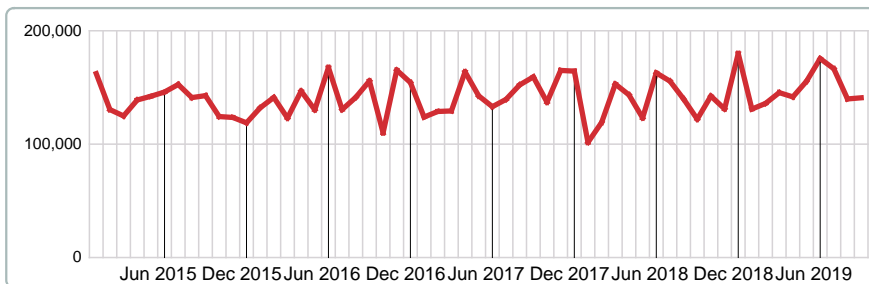
### SEPTEMBER



### YEAR TO DATE (YTD)

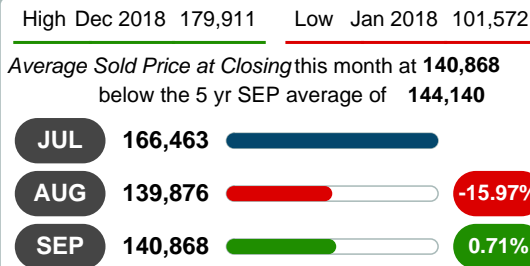


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 144,140



### 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
\$30,000 and less	5	6.67%	22,360	17,350	25,700	0	0
\$30,001 - \$80,000	12	16.00%	60,025	40,950	68,071	80,000	0
\$80,001 - \$100,000	8	10.67%	91,250	90,100	91,633	0	0
\$100,001 - \$140,000	19	25.33%	121,524	119,900	122,323	117,500	138,500
\$140,001 - \$210,000	14	18.67%	165,661	0	158,225	175,575	0
\$210,001 - \$250,000	10	13.33%	232,087	0	226,167	234,624	0
\$250,001 and up	7	9.33%	293,414	0	297,167	284,133	310,000
<b>Average Sold Price</b>			<b>140,868</b>	<b>55,400</b>	<b>128,896</b>	<b>188,401</b>	<b>224,250</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>140,868</b>	<b>9</b>	<b>41</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>10,565,069</b>	<b>498.60K</b>	<b>5.28M</b>	<b>4.33M</b>	<b>448.50K</b>

# September 2019



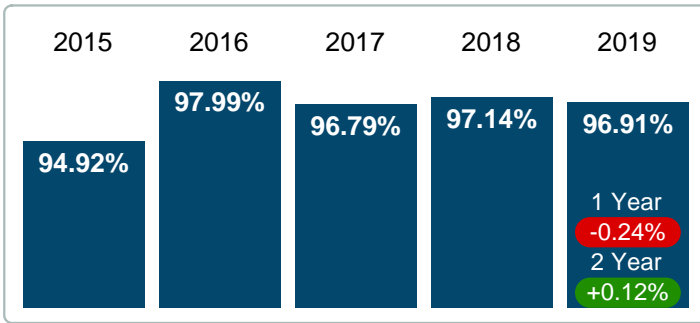
Area Delimited by County Of Washington - Residential Property Type



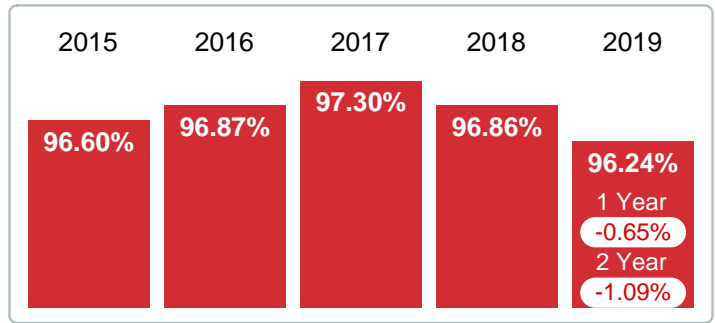
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

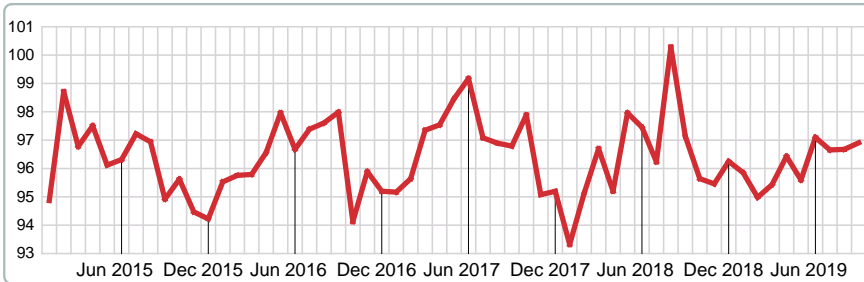
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

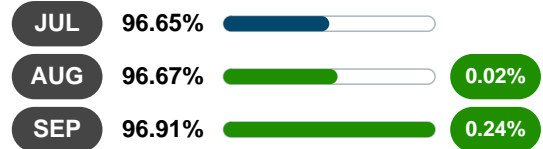


### 3 MONTHS

5 year SEP AVG = 96.75%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.91%**  
equal to 5 yr SEP average of **96.75%**



## 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
\$30,000 and less	5	6.67%	88.55%	80.61%	93.85%	0.00%	0.00%
\$30,001 - \$80,000	12	16.00%	95.76%	97.76%	95.47%	89.89%	0.00%
\$80,001 - \$100,000	8	10.67%	96.58%	100.00%	95.44%	0.00%	0.00%
\$100,001 - \$140,000	19	25.33%	97.49%	100.00%	98.39%	95.41%	97.54%
\$140,001 - \$210,000	14	18.67%	99.77%	0.00%	100.38%	98.95%	0.00%
\$210,001 - \$250,000	10	13.33%	97.66%	0.00%	95.70%	98.50%	0.00%
\$250,001 and up	7	9.33%	96.81%	0.00%	94.50%	98.06%	100.00%
<b>Average Sold/List Ratio</b>		<b>96.90%</b>		<b>94.69%</b>	<b>97.04%</b>	<b>97.38%</b>	<b>98.77%</b>
<b>Total Closed Units</b>	<b>75</b>	<b>100%</b>	<b>96.90%</b>	<b>9</b>	<b>41</b>	<b>23</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,565,069</b>			<b>498.60K</b>	<b>5.28M</b>	<b>4.33M</b>	<b>448.50K</b>

# September 2019



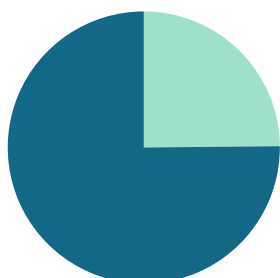
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

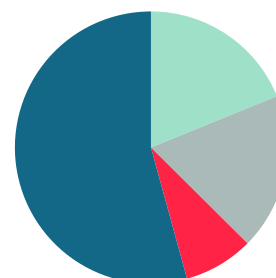


**Inventory**  
 New Listings  
**80 = 24.84%**  
 Start Inventory  
**242**  
 Total Inventory Units  
**322**  
 Volume  
**\$56,672,828**

### Market Activity

Closed Sales  
**75 = 18.84%**  
 Pending Sales  
**74 = 18.59%**  
 Other Off Market  
**33 = 8.29%**  
 Active Inventory  
**216 = 54.27%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	45	75	66.67%	569	678	19.16%
Pending Sales	58	74	27.59%	593	718	21.08%
New Listings	96	80	-16.67%	1,011	970	-4.06%
Average List Price	125,778	144,537	14.91%	143,401	154,775	7.93%
Average Sale Price	122,045	140,868	15.42%	139,022	149,817	7.76%
Average Percent of Selling Price to List Price	97.14%	96.91%	-0.24%	96.86%	96.24%	-0.65%
Average Days on Market to Sale	35.87	40.93	14.13%	47.68	46.87	-1.69%
Monthly Inventory	350	216	-38.29%	350	216	-38.29%
Months Supply of Inventory	5.54	3.08	-44.38%	5.54	3.08	-44.38%

**Absorption:** Last 12 months, an Average of **70** Sales/Month

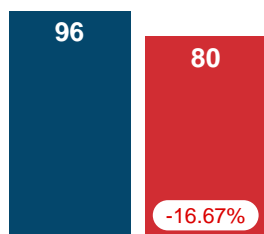
**Inventory** on September 30, 2019 = **216**

**2018** **2019**

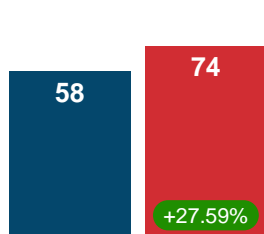
### SEPTEMBER MARKET

### AVERAGE PRICES

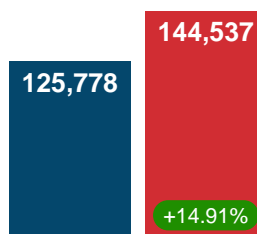
#### New Listings



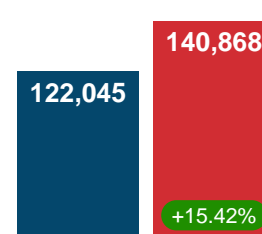
#### Pending Listings



#### List Price



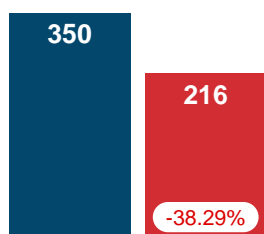
#### Sale Price



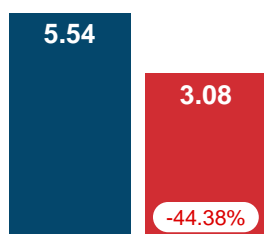
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

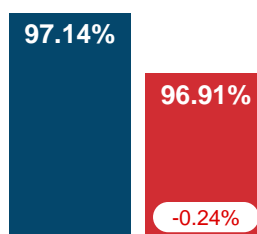
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

