

September 2019



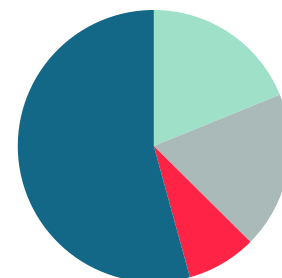
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	115,000	129,900	12.96%
Median Sale Price	110,000	128,800	17.09%
Median Percent of Selling Price to List Price	98.21%	97.73%	-0.50%
Median Days on Market to Sale	27.00	23.00	-14.81%
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.

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 **17.09%** in September 2019 to \$128,800 versus the previous year at \$110,000.

Median Days on Market Shortens

The median number of **23.00** days that homes spent on the market before selling decreased by 4.00 days or **14.81%** in September 2019 compared to last year's same month at **27.00** DOM.

Sales Success for September 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 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.

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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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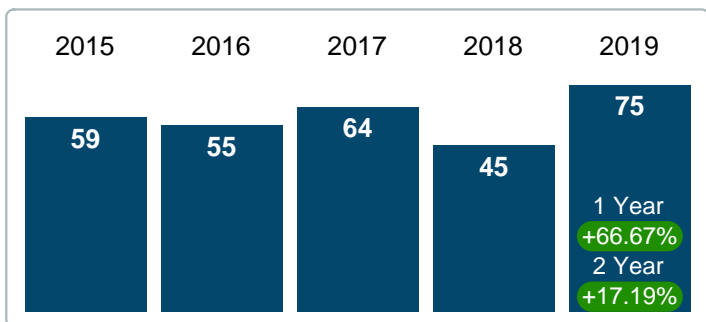
Area Delimited by County Of Washington - Residential Property Type



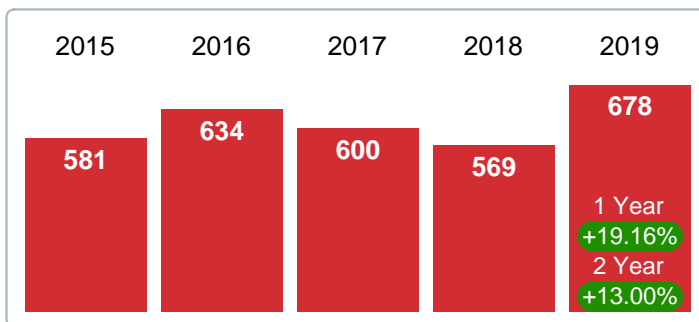
CLOSED LISTINGS

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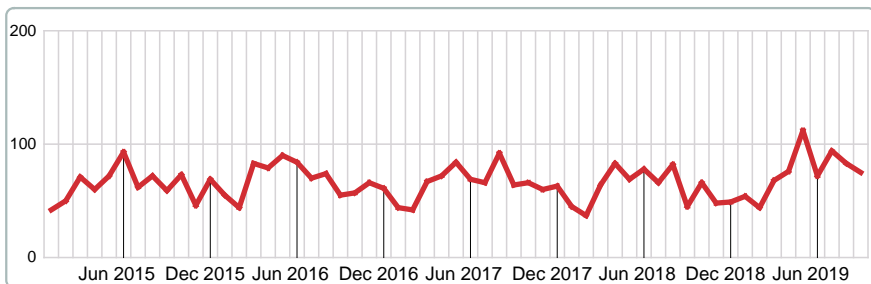
SEPTEMBER



YEAR TO DATE (YTD)

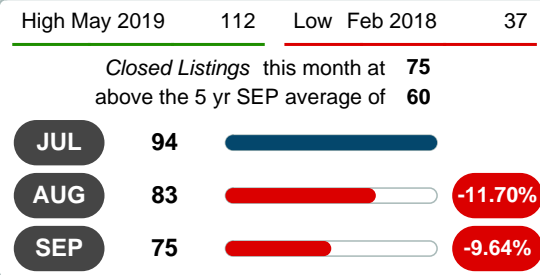


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	6.67%	6.0	2	3	0	0
\$30,001 - \$80,000	12	16.00%	33.0	4	7	1	0
\$80,001 - \$100,000	8	10.67%	25.5	2	6	0	0
\$100,001 - \$140,000	19	25.33%	18.0	1	11	6	1
\$140,001 - \$210,000	14	18.67%	29.5	0	8	6	0
\$210,001 - \$250,000	10	13.33%	22.5	0	3	7	0
\$250,001 and up	7	9.33%	43.0	0	3	3	1
Total Closed Units	75			9	41	23	2
Total Closed Volume	10,565,069	100%	23.0	498.60K	5.28M	4.33M	448.50K
Median Closed Price	\$128,800			\$38,000	\$120,000	\$185,000	\$224,250

September 2019



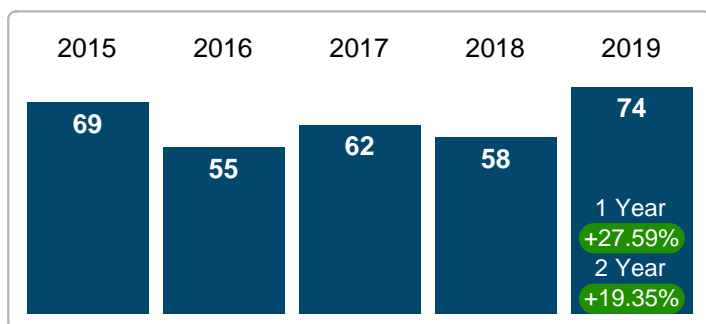
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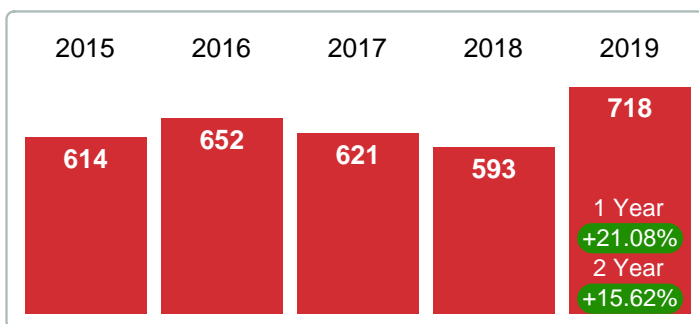
PENDING LISTINGS

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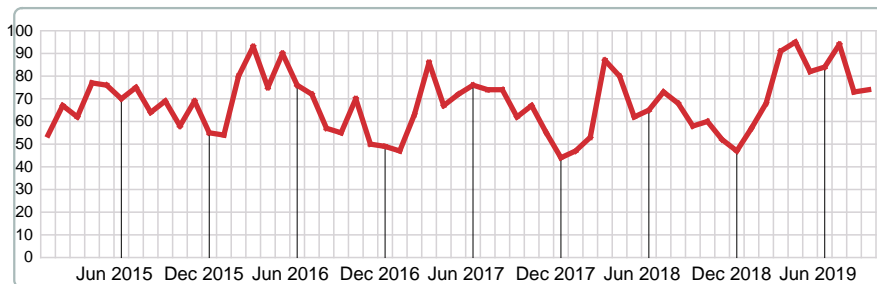
SEPTEMBER



YEAR TO DATE (YTD)

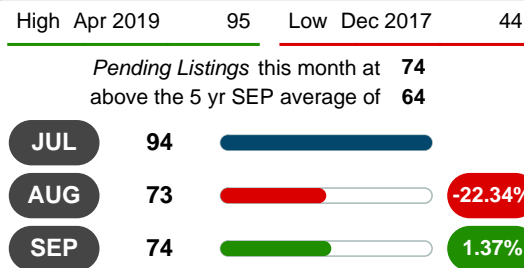


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 64



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	9.46%	38.0	3	4	0	0
\$40,001 - \$70,000	6	8.11%	33.5	1	5	0	0
\$70,001 - \$110,000	10	13.51%	52.5	2	6	2	0
\$110,001 - \$150,000	24	32.43%	24.5	2	20	2	0
\$150,001 - \$180,000	9	12.16%	9.0	0	4	3	2
\$180,001 - \$250,000	12	16.22%	15.5	0	3	8	1
\$250,001 and up	6	8.11%	46.0	0	3	2	1
Total Pending Units	74			8	45	17	4
Total Pending Volume	10,505,250	100%	22.0	604.05K	5.83M	3.22M	849.40K
Median Listing Price	\$132,450			\$66,925	\$124,500	\$189,900	\$204,750

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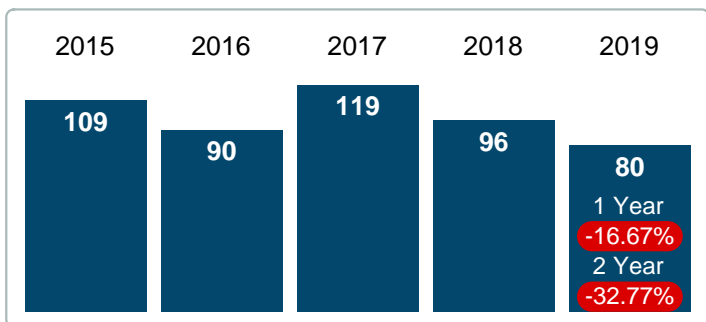
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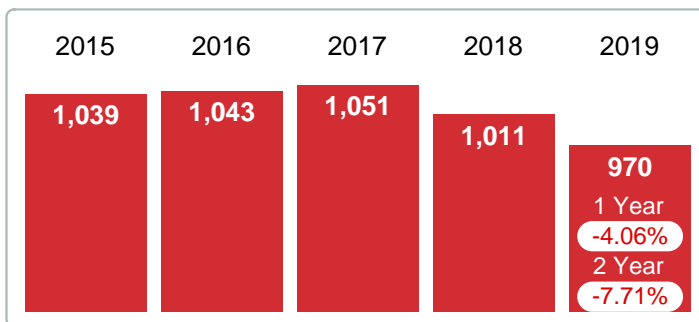
NEW LISTINGS

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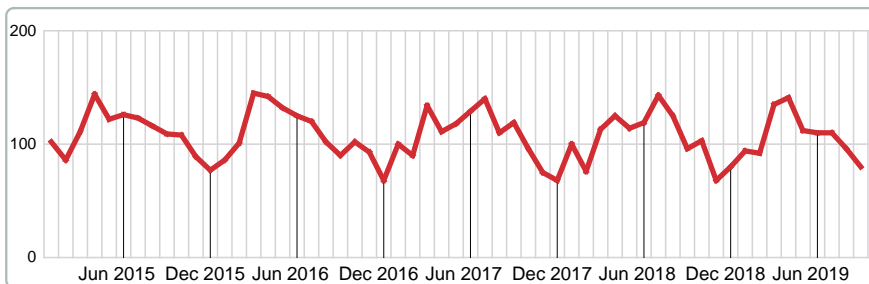
SEPTEMBER



YEAR TO DATE (YTD)

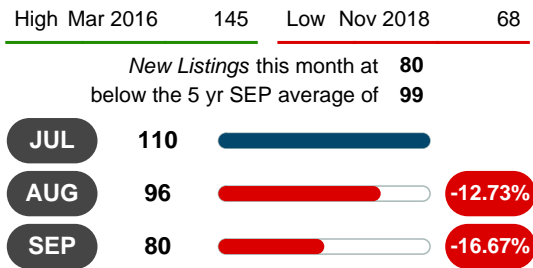


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	80		11	41	22	6
Total New Listed Volume	12,563,900	100%	1.01M	5.07M	4.57M	1.91M
Median New Listed Listing Price	\$139,450		\$56,000	\$124,500	\$182,450	\$298,500

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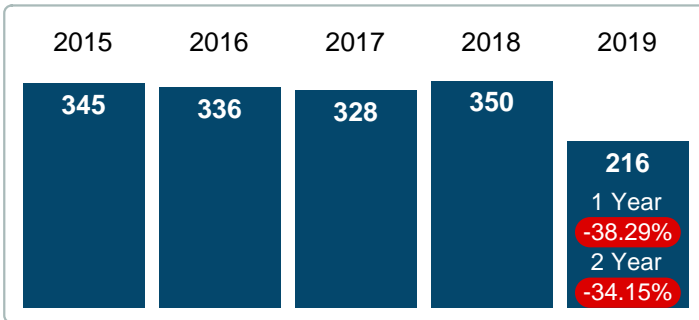
Area Delimited by County Of Washington - Residential Property Type



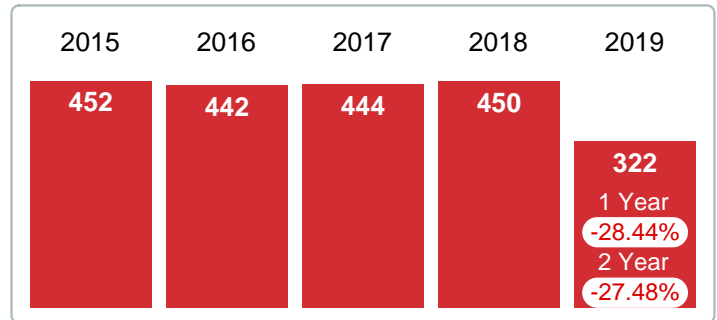
ACTIVE INVENTORY

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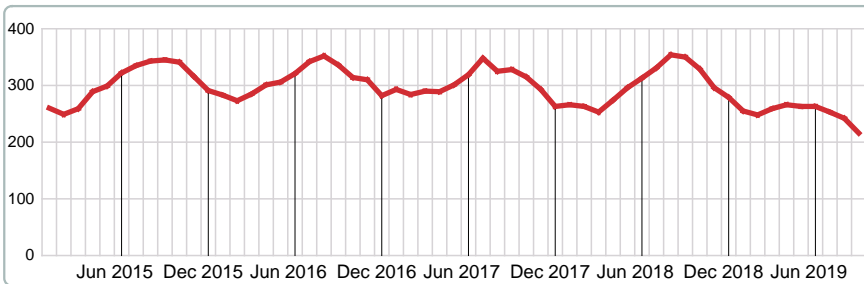
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

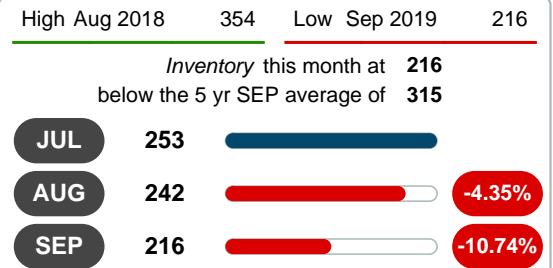


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 315



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	6.02%	35.0	7	5	1	0
\$40,001 - \$60,000	30	13.89%	52.5	13	13	3	1
\$60,001 - \$90,000	32	14.81%	54.5	3	24	4	1
\$90,001 - \$170,000	58	26.85%	83.0	4	35	17	2
\$170,001 - \$240,000	31	14.35%	47.0	2	11	15	3
\$240,001 - \$370,000	30	13.89%	89.0	0	3	21	6
\$370,001 and up	22	10.19%	103.5	1	5	8	8
Total Active Inventory by Units	216			30	96	69	21
Total Active Inventory by Volume	40,053,879	100%	63.0	2.33M	13.32M	16.18M	8.23M
Median Active Inventory Listing Price	\$136,950			\$58,900	\$101,950	\$214,900	\$312,900

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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 %
216	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
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	13		6.02%	2.14	2.80	1.46	6.00	0.00	
\$40,001 - \$60,000	30		13.89%	5.71	7.80	3.80	18.00	0.00	
\$60,001 - \$90,000	32		14.81%	3.23	1.57	3.31	5.33	0.00	
\$90,001 - \$170,000	58		26.85%	2.16	2.53	1.96	2.46	4.00	
\$170,001 - \$240,000	31		14.35%	2.91	24.00	2.75	2.47	6.00	
\$240,001 - \$370,000	30		13.89%	3.16	0.00	1.80	3.00	7.20	
\$370,001 and up	22		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		216	100%	3.08	30	96	69	21	

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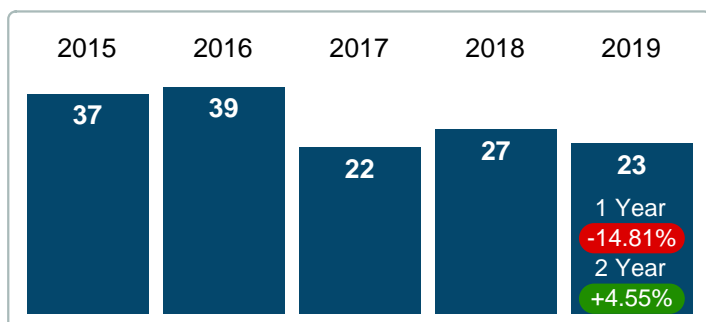
Area Delimited by County Of Washington - Residential Property Type



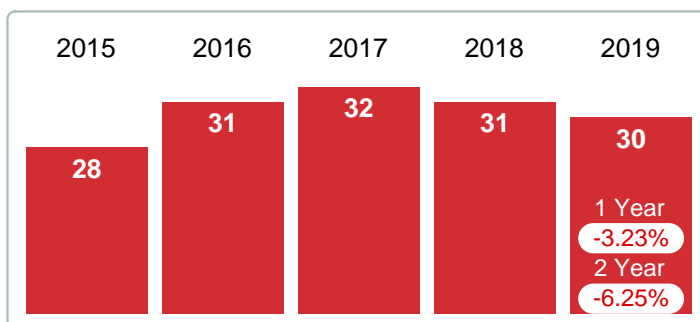
MEDIAN DAYS ON MARKET TO SALE

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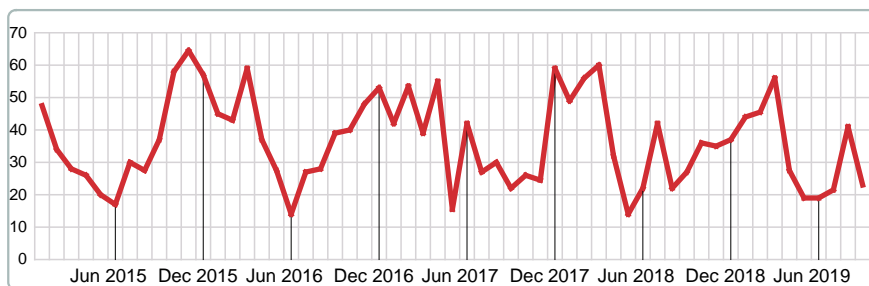
SEPTEMBER



YEAR TO DATE (YTD)

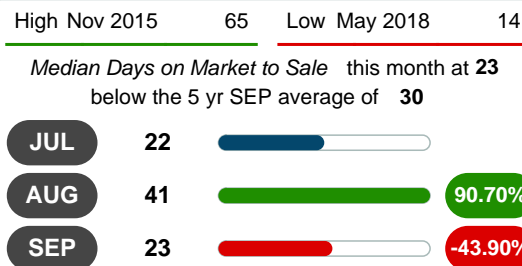


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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	6.67%	6	4	10	0	0
\$30,001 - \$80,000	16.00%	33	10	45	102	0
\$80,001 - \$100,000	10.67%	26	61	26	0	0
\$100,001 - \$140,000	25.33%	18	27	10	51	10
\$140,001 - \$210,000	18.67%	30	0	35	5	0
\$210,001 - \$250,000	13.33%	23	0	65	17	0
\$250,001 and up	9.33%	43	0	110	43	4
Median Closed DOM		23	6	35	18	7
Total Closed Units	100%	23.0	9	41	23	2
Total Closed Volume		10,565,069	498.60K	5.28M	4.33M	448.50K

September 2019



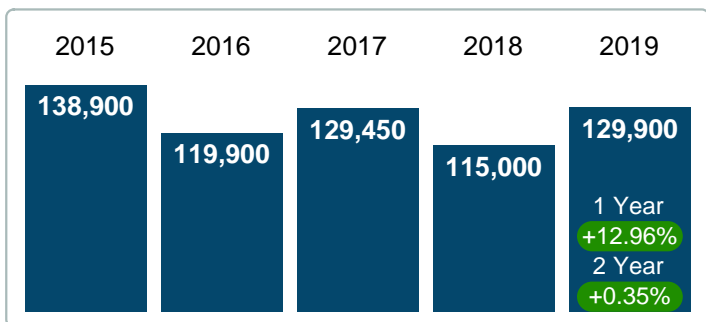
Area Delimited by County Of Washington - Residential Property Type



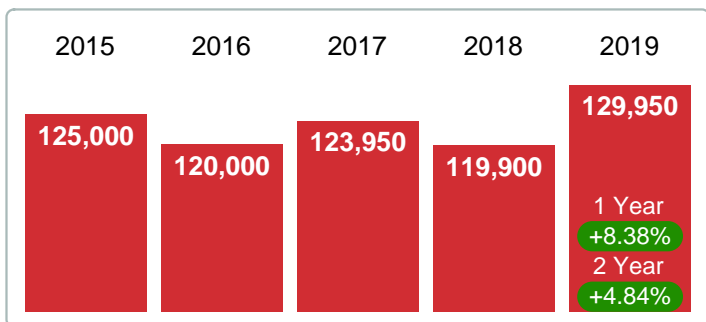
MEDIAN LIST PRICE AT CLOSING

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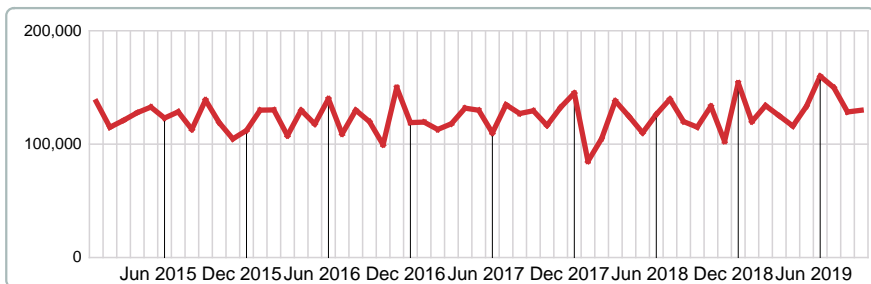
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 126,630

High Jun 2019 159,950 Low Jan 2018 84,900
 Median List Price at Closing this month at **129,900**
 above the 5 yr SEP average of **126,630**

- JUL 149,900
- AUG 128,400 (-14.34%)
- SEP 129,900 (1.17%)

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	5	28,000	29,500	23,950	0	0
\$30,001 - \$80,000	10	62,400	39,900	69,900	0	0
\$80,001 - \$100,000	8	90,000	90,100	91,000	89,000	0
\$100,001 - \$140,000	23	124,999	119,900	129,450	124,950	0
\$140,001 - \$210,000	12	175,000	0	175,000	177,450	142,000
\$210,001 - \$250,000	9	239,000	0	225,000	242,000	0
\$250,001 and up	8	287,450	0	282,500	279,900	310,000
Median List Price		129,900	39,900	120,000	189,900	226,000
Total Closed Units		75	9	41	23	2
Total Closed Volume		10,840,243	511.80K	5.45M	4.43M	452.00K

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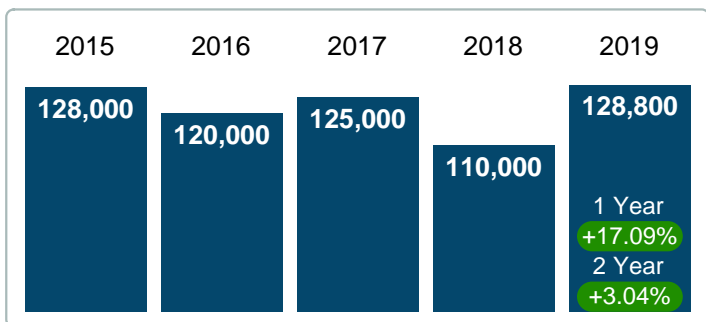
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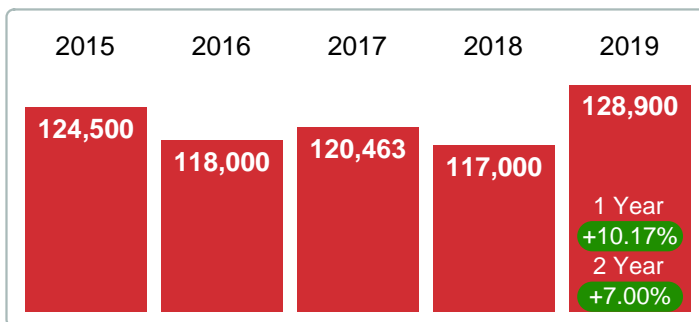
MEDIAN SOLD PRICE AT CLOSING

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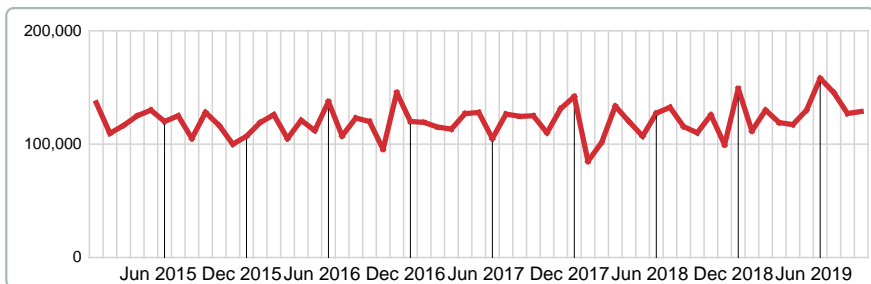
SEPTEMBER



YEAR TO DATE (YTD)

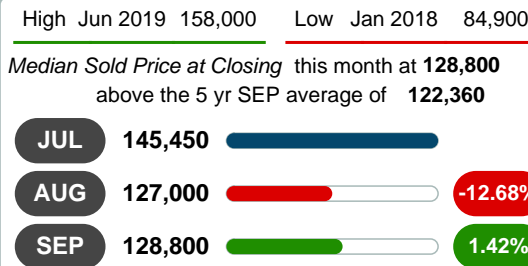


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 122,360



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	6.67%	25,000	17,350	28,101	0	0
\$30,001 - \$80,000	16.00%	63,150	35,250	70,000	80,000	0
\$80,001 - \$100,000	10.67%	89,500	90,100	89,500	0	0
\$100,001 - \$140,000	25.33%	120,000	119,900	124,900	118,000	138,500
\$140,001 - \$210,000	18.67%	169,000	0	152,900	175,725	0
\$210,001 - \$250,000	13.33%	238,309	0	215,000	240,118	0
\$250,001 and up	9.33%	277,500	0	275,000	277,500	310,000
Median Sold Price		128,800	38,000	120,000	185,000	224,250
Total Closed Units	100%	128,800	9	41	23	2
Total Closed Volume		10,565,069	498.60K	5.28M	4.33M	448.50K

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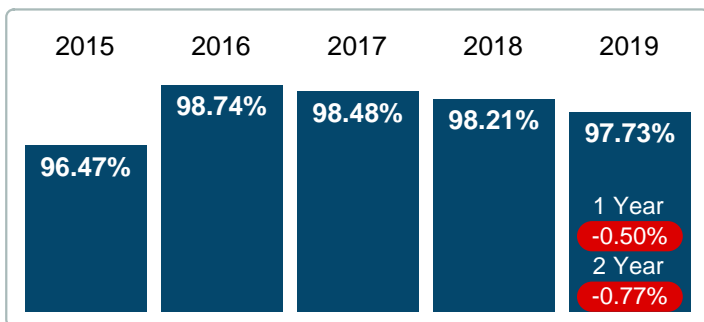
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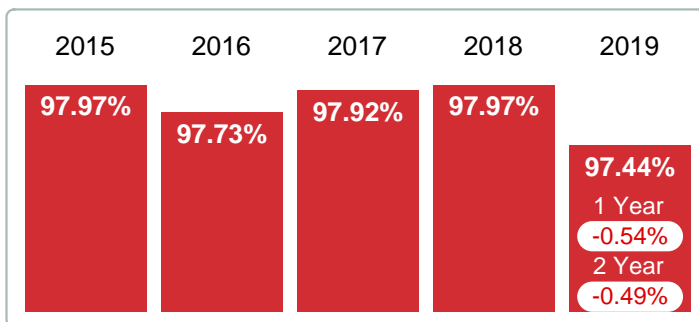
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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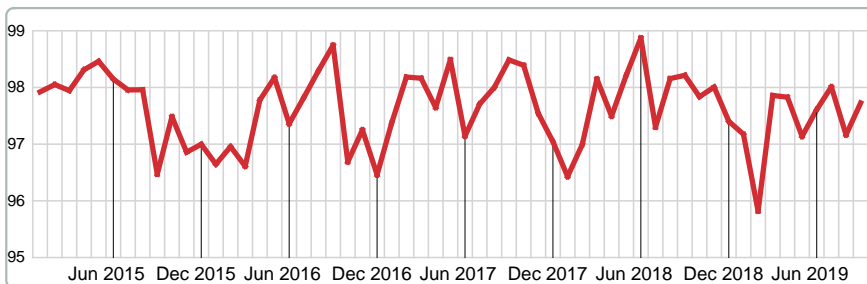
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

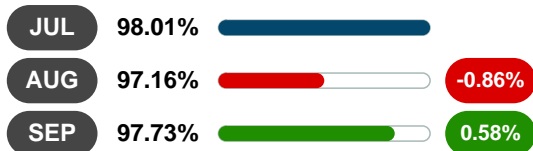


3 MONTHS

5 year SEP AVG = 97.93%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.73%**
equal to 5 yr SEP average of **97.93%**



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	5	6.67%	85.71%	80.61%	95.48%	0.00%	0.00%
\$30,001 - \$80,000	12	16.00%	95.10%	94.85%	96.49%	89.89%	0.00%
\$80,001 - \$100,000	8	10.67%	96.92%	100.00%	95.90%	0.00%	0.00%
\$100,001 - \$140,000	19	25.33%	98.22%	100.00%	100.00%	95.08%	97.54%
\$140,001 - \$210,000	14	18.67%	100.00%	0.00%	100.72%	99.08%	0.00%
\$210,001 - \$250,000	10	13.33%	98.34%	0.00%	95.61%	98.95%	0.00%
\$250,001 and up	7	9.33%	96.92%	0.00%	93.42%	98.11%	100.00%
Median Sold/List Ratio		97.73%		95.24%	97.14%	98.08%	98.77%
Total Closed Units		75	100%	9	41	23	2
Total Closed Volume		10,565,069		498.60K	5.28M	4.33M	448.50K

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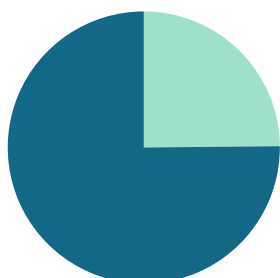
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY

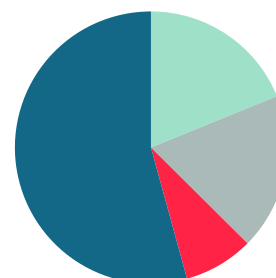


Inventory
 New Listings
80 = 24.84%
 Start Inventory
242
 Total Inventory Units
322
 Volume
\$56,672,828

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%
Median List Price	115,000	129,900	12.96%	119,900	129,950	8.38%
Median Sale Price	110,000	128,800	17.09%	117,000	128,900	10.17%
Median Percent of Selling Price to List Price	98.21%	97.73%	-0.50%	97.97%	97.44%	-0.54%
Median Days on Market to Sale	27.00	23.00	-14.81%	31.00	30.00	-3.23%
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

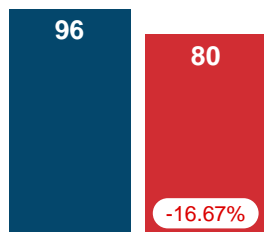
Inventory on September 30, 2019 = **216**

2018 **2019**

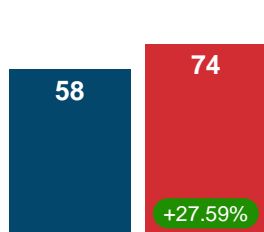
SEPTEMBER MARKET

MEDIAN PRICES

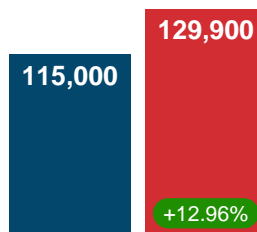
New Listings



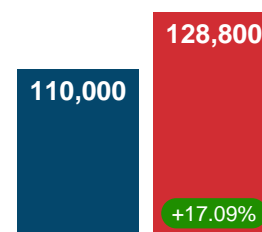
Pending Listings



List Price



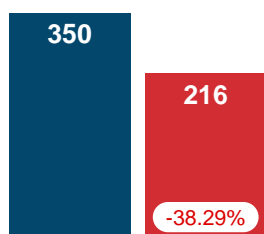
Sale Price



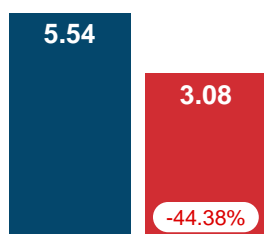
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

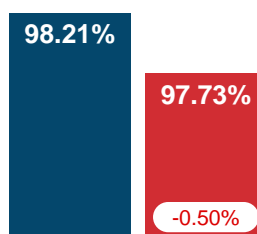
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

