

# April 2020



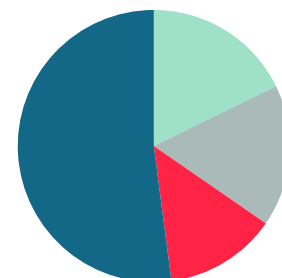
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	76	60	-21.05%
Pending Listings	95	57	-40.00%
New Listings	141	83	-41.13%
Average List Price	146,261	142,417	-2.63%
Average Sale Price	141,680	139,386	-1.62%
Average Percent of Selling Price to List Price	96.43%	96.00%	-0.44%
Average Days on Market to Sale	42.76	30.60	-28.44%
End of Month Inventory	266	176	-33.83%
Months Supply of Inventory	4.28	2.43	-43.21%



■ Closed (17.75%)  
■ Pending (16.86%)  
■ Other OffMarket (13.31%)  
■ Active (52.07%)

**Absorption:** Last 12 months, an Average of **72** Sales/Month  
**Active Inventory** as of April 30, 2020 = **176**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2020 decreased **33.83%** to 176 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.43** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.62%** in April 2020 to \$139,386 versus the previous year at \$141,680.

#### Average Days on Market Shortens

The average number of **30.60** days that homes spent on the market before selling decreased by 12.16 days or **28.44%** in April 2020 compared to last year's same month at **42.76** DOM.

#### Sales Success for April 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 83 New Listings in April 2020, down **41.13%** from last year at 141. Furthermore, there were 60 Closed Listings this month versus last year at 76, a **-21.05%** decrease.

Closed versus Listed trends yielded a **72.3%** ratio, up from previous year's, April 2019, at **53.9%**, a **34.12%** 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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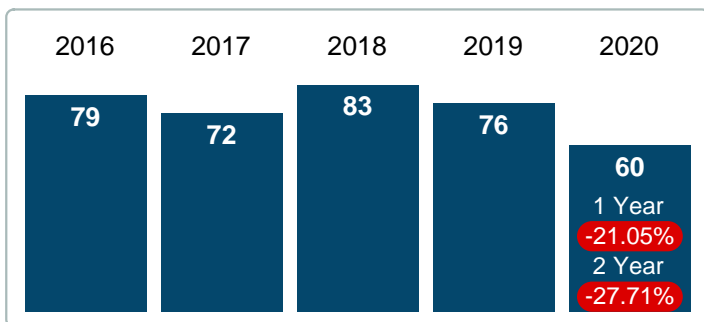
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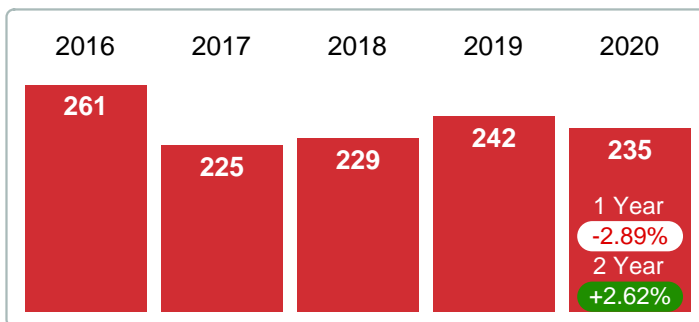
## CLOSED LISTINGS

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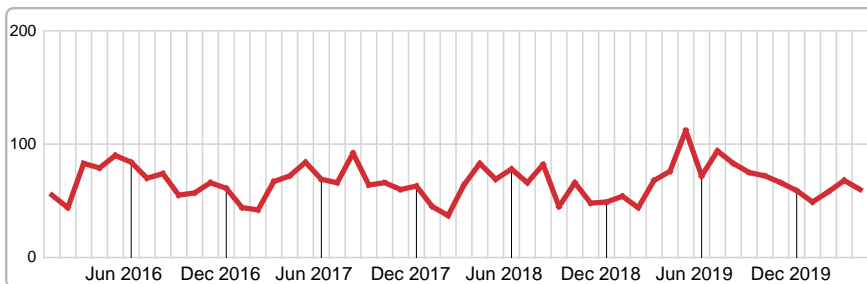
### APRIL



### YEAR TO DATE (YTD)

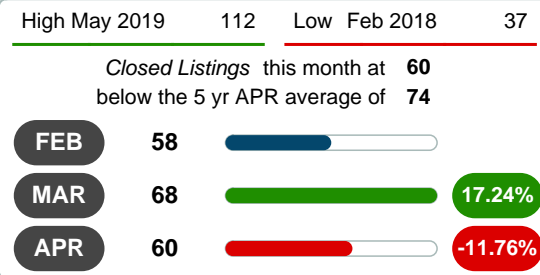


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 74



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	10.00%	36.8	3	3	0	0
\$40,001 - \$60,000	7	11.67%	60.3	2	5	0	0
\$60,001 - \$80,000	8	13.33%	9.1	2	6	0	0
\$80,001 - \$130,000	14	23.33%	15.9	0	12	2	0
\$130,001 - \$170,000	10	16.67%	12.8	1	7	2	0
\$170,001 - \$290,000	9	15.00%	46.1	1	2	5	1
\$290,001 and up	6	10.00%	59.0	0	1	5	0
<b>Total Closed Units</b>	<b>60</b>			<b>9</b>	<b>36</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,363,165</b>	<b>100%</b>	<b>30.6</b>	<b>631.60K</b>	<b>3.89M</b>	<b>3.57M</b>	<b>269.90K</b>
<b>Average Closed Price</b>	<b>\$139,386</b>			<b>\$70,178</b>	<b>\$108,132</b>	<b>\$254,921</b>	<b>\$269,900</b>

# April 2020



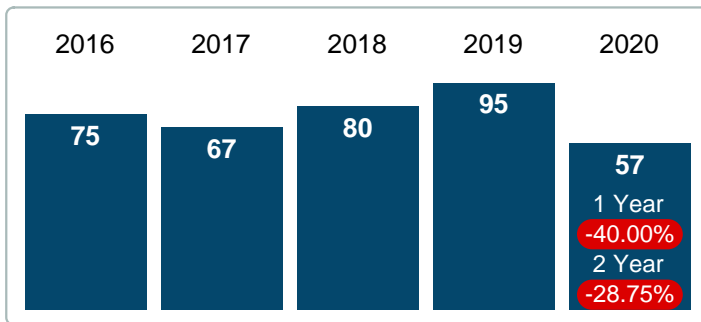
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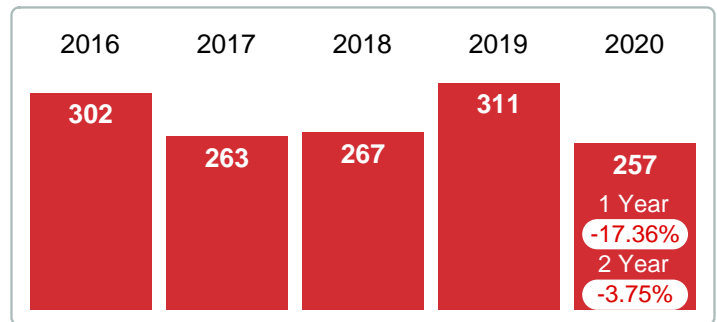
## PENDING LISTINGS

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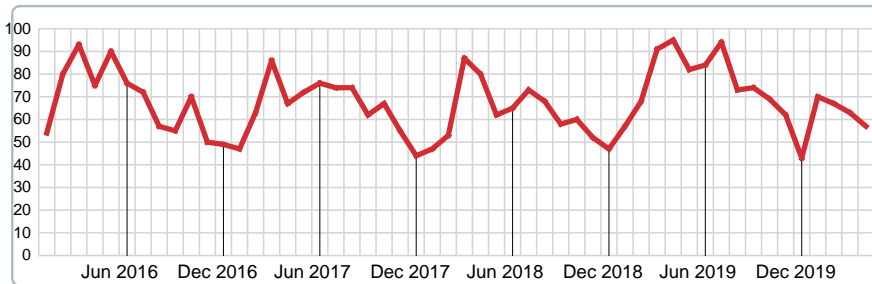
### APRIL



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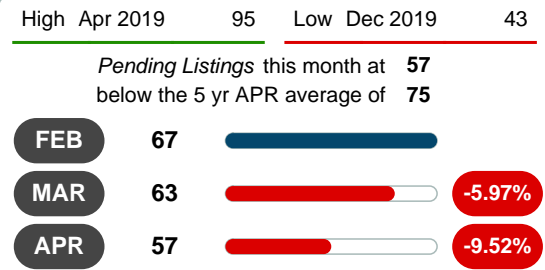


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 75



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.26%	21.3	2	1	0	0
\$50,001 - \$75,000	7	12.28%	28.0	2	5	0	0
\$75,001 - \$100,000	10	17.54%	31.0	2	7	0	1
\$100,001 - \$200,000	15	26.32%	60.1	1	9	5	0
\$200,001 - \$225,000	6	10.53%	45.5	1	1	4	0
\$225,001 - \$325,000	9	15.79%	41.3	0	2	7	0
\$325,001 and up	7	12.28%	52.6	0	0	5	2
<b>Total Pending Units</b>	<b>57</b>			<b>8</b>	<b>25</b>	<b>21</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,142,880</b>	<b>100%</b>	<b>42.8</b>	<b>671.70K</b>	<b>2.98M</b>	<b>5.59M</b>	<b>899.30K</b>
<b>Average Listing Price</b>	<b>\$178,264</b>			<b>\$83,963</b>	<b>\$119,239</b>	<b>\$266,233</b>	<b>\$299,767</b>

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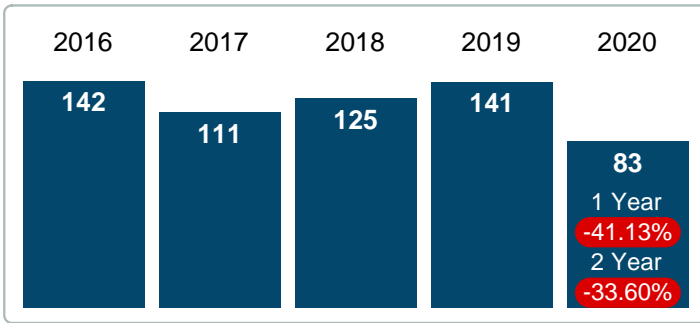
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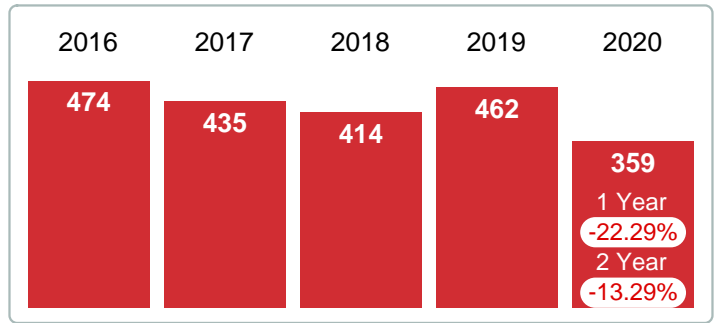
## NEW LISTINGS

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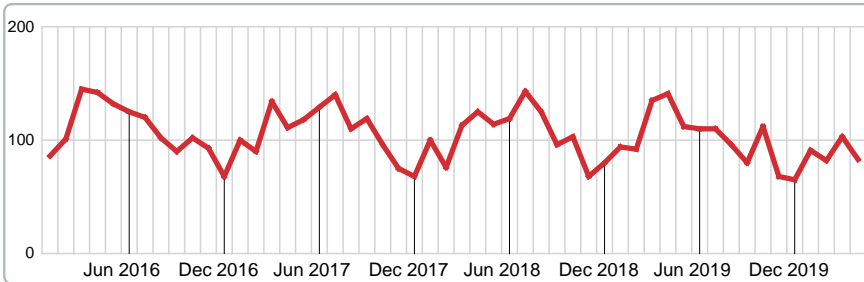
### APRIL



### YEAR TO DATE (YTD)

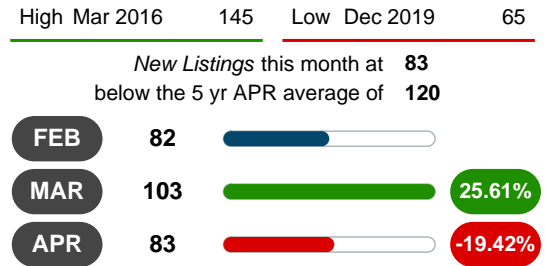


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 120



### 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	6	7.23%	3	3	0	0
\$50,001 - \$75,000	9	10.84%	6	3	0	0
\$75,001 - \$125,000	16	19.28%	1	12	2	1
\$125,001 - \$175,000	20	24.10%	3	13	4	0
\$175,001 - \$200,000	6	7.23%	0	4	2	0
\$200,001 - \$325,000	16	19.28%	1	6	7	2
\$325,001 and up	10	12.05%	0	1	9	0
<b>Total New Listed Units</b>	<b>83</b>		<b>14</b>	<b>42</b>	<b>24</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,477,770</b>	<b>100%</b>	<b>1.33M</b>	<b>5.90M</b>	<b>6.55M</b>	<b>689.30K</b>
<b>Average New Listed Listing Price</b>	<b>\$173,453</b>		<b>\$95,036</b>	<b>\$140,590</b>	<b>\$273,050</b>	<b>\$229,767</b>

# April 2020



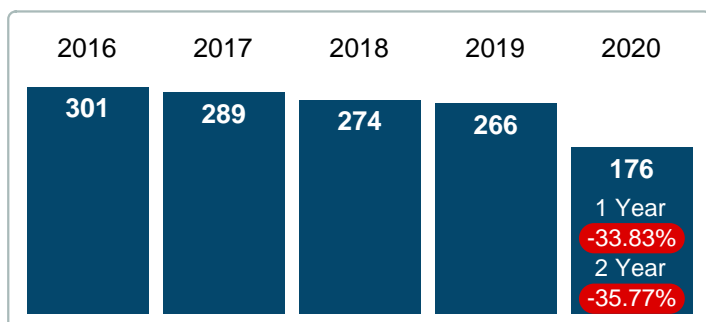
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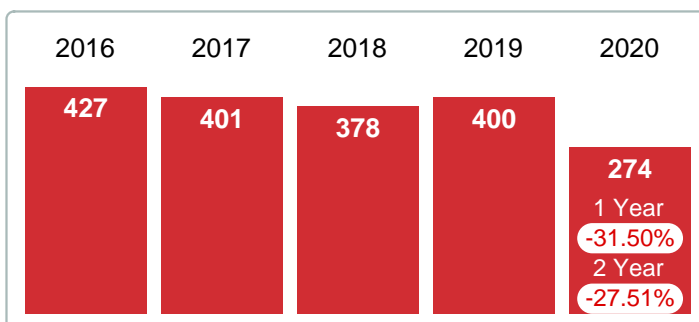
## ACTIVE INVENTORY

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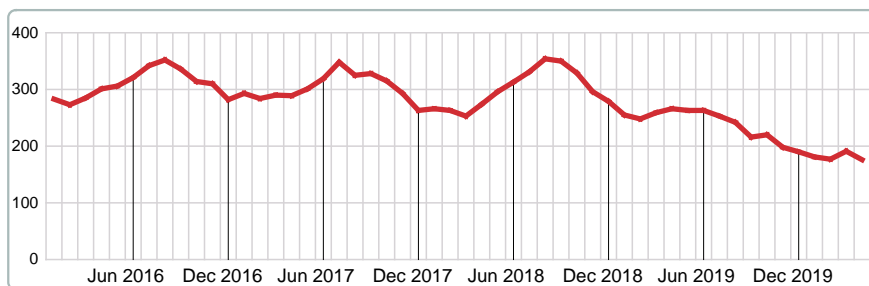
### END OF APRIL



### ACTIVE DURING APRIL

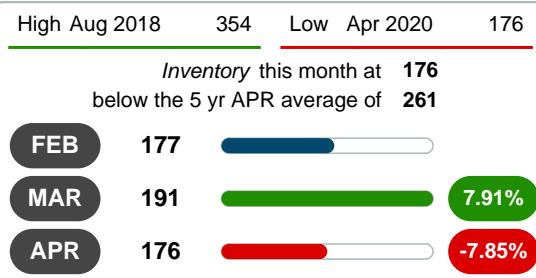


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 261



### 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	7	3.98%	83.0	5	2	0	0
\$25,001 - \$50,000	19	10.80%	64.3	5	12	2	0
\$50,001 - \$100,000	36	20.45%	75.5	13	21	2	0
\$100,001 - \$175,000	45	25.57%	54.7	2	28	14	1
\$175,001 - \$250,000	29	16.48%	56.4	2	12	13	2
\$250,001 - \$350,000	20	11.36%	56.0	1	3	12	4
\$350,001 and up	20	11.36%	115.6	1	2	12	5
<b>Total Active Inventory by Units</b>	<b>176</b>			<b>29</b>	<b>80</b>	<b>55</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>31,382,039</b>	<b>100%</b>	<b>68.5</b>	<b>2.56M</b>	<b>10.47M</b>	<b>13.94M</b>	<b>4.42M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$178,307</b>			<b>\$88,109</b>	<b>\$130,821</b>	<b>\$253,427</b>	<b>\$368,558</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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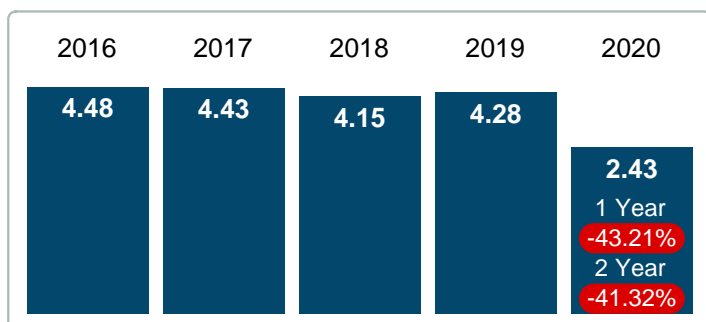
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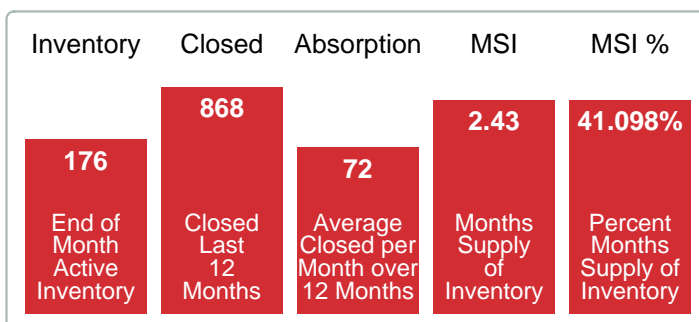
## MONTHS SUPPLY of INVENTORY (MSI)

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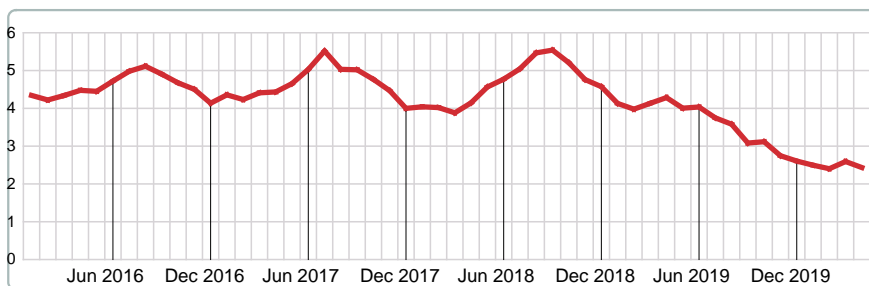
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

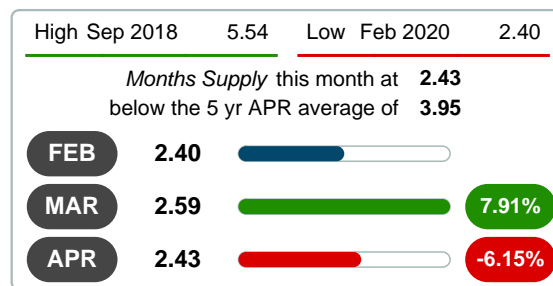


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.95



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	18	10.23%	2.96	3.72	2.10	6.00	0.00
\$40,001 - \$60,000	12	6.82%	2.22	2.09	2.53	0.00	0.00
\$60,001 - \$100,000	32	18.18%	2.54	4.80	2.07	2.67	0.00
\$100,001 - \$180,000	46	26.14%	1.67	1.50	1.50	2.21	1.71
\$180,001 - \$250,000	28	15.91%	2.35	0.00	2.59	1.90	2.40
\$250,001 - \$350,000	20	11.36%	3.00	0.00	3.27	2.48	4.36
\$350,001 and up	20	11.36%	9.60	0.00	3.00	12.00	12.00
Market Supply of Inventory (MSI)			2.43	3.74	1.94	2.69	4.24
Total Active Inventory by Units		100%	2.43	29	80	55	12

# April 2020



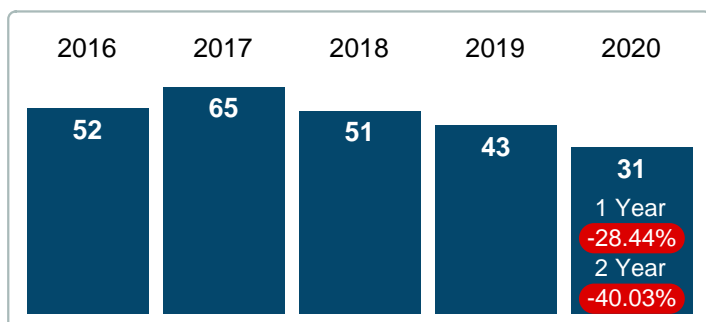
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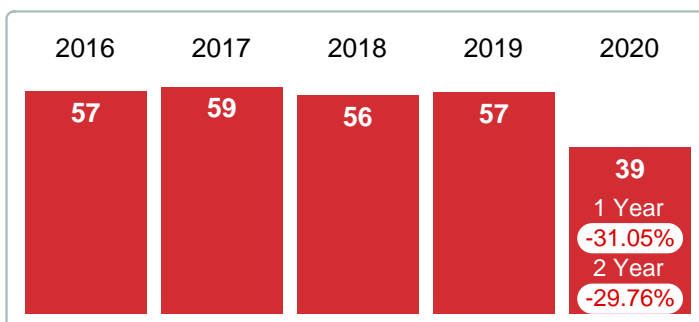
## AVERAGE DAYS ON MARKET TO SALE

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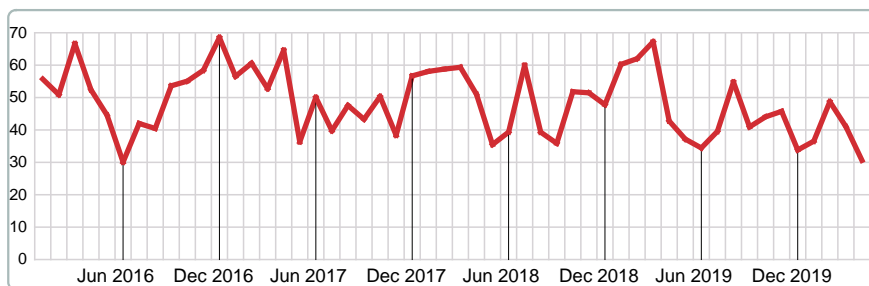
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

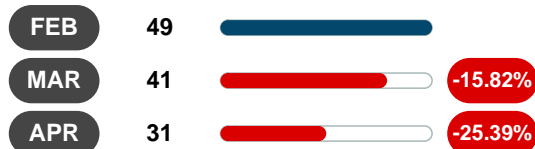


### 3 MONTHS

5 year APR AVG = 48

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 31 below the 5 yr APR average of 48



### 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
\$40,000 and less	10.00%	37	35	38	0	0
\$40,001 - \$60,000	11.67%	60	79	53	0	0
\$60,001 - \$80,000	13.33%	9	14	8	0	0
\$80,001 - \$130,000	23.33%	16	0	15	23	0
\$130,001 - \$170,000	16.67%	13	2	16	8	0
\$170,001 - \$290,000	15.00%	46	5	6	77	13
\$290,001 and up	10.00%	59	0	108	49	0
<b>Average Closed DOM</b>		<b>31</b>	<b>33</b>	<b>23</b>	<b>50</b>	<b>13</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>31</b>	<b>9</b>	<b>36</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,363,165</b>	<b>631.60K</b>	<b>3.89M</b>	<b>3.57M</b>	<b>269.90K</b>

# April 2020



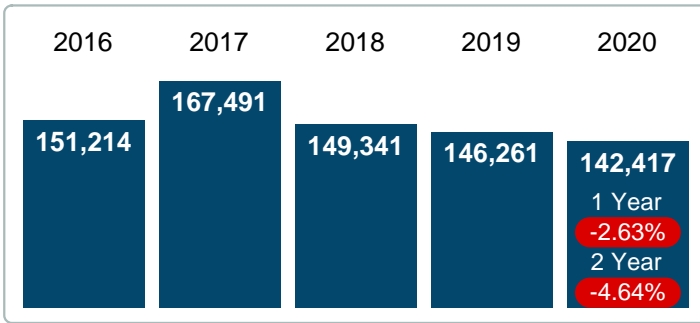
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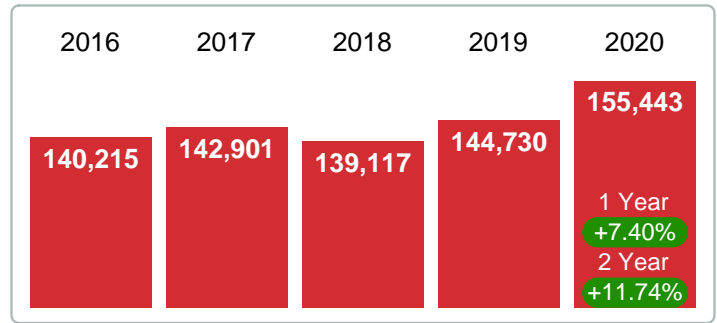
## AVERAGE LIST PRICE AT CLOSING

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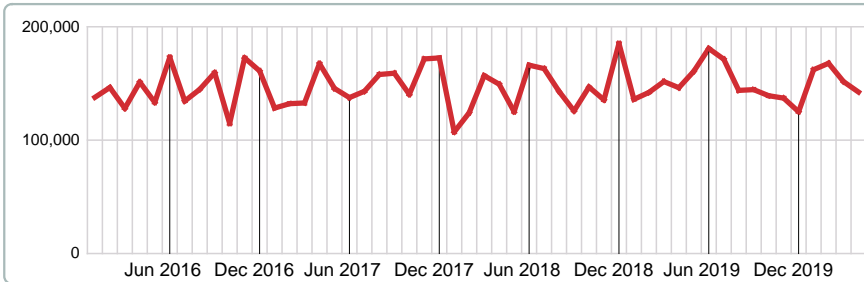
### APRIL



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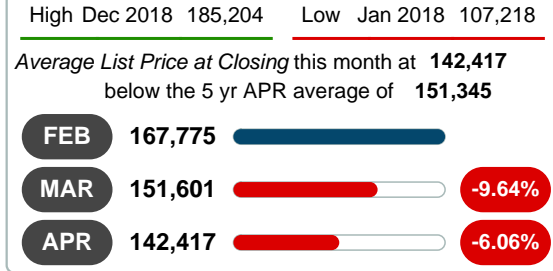


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 151,345



### 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
\$40,000 and less	5	8.33%	30,980	28,333	43,133	0	0
\$40,001 - \$60,000	8	13.33%	56,713	53,700	60,340	0	0
\$60,001 - \$80,000	7	11.67%	74,726	71,500	80,030	0	0
\$80,001 - \$130,000	17	28.33%	109,851	0	109,472	89,450	0
\$130,001 - \$170,000	7	11.67%	142,671	139,500	141,300	157,250	0
\$170,001 - \$290,000	10	16.67%	209,330	175,000	200,000	212,780	269,900
\$290,001 and up	6	10.00%	408,975	0	425,000	405,770	0
Average List Price			142,417	72,211	112,196	256,154	269,900
Total Closed Units		100%	142,417	9	36	14	1
Total Closed Volume			8,544,990	649.90K	4.04M	3.59M	269.90K



# April 2020



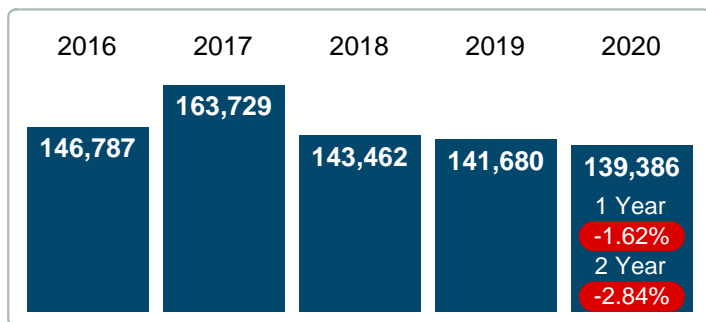
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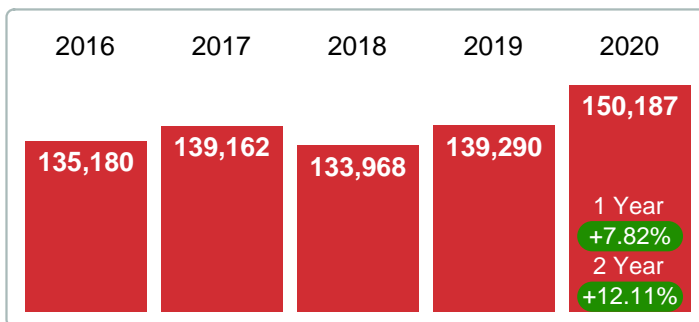
## AVERAGE SOLD PRICE AT CLOSING

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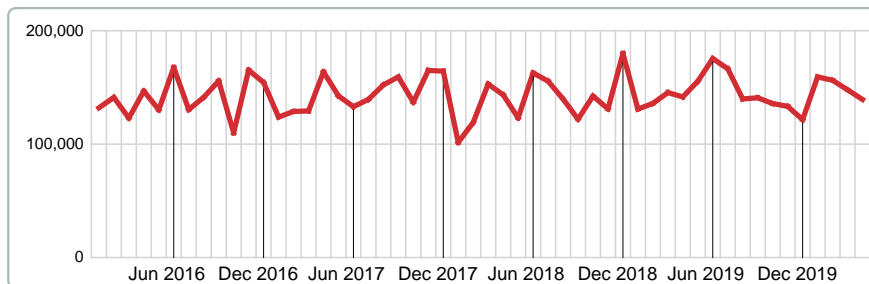
### APRIL



### YEAR TO DATE (YTD)

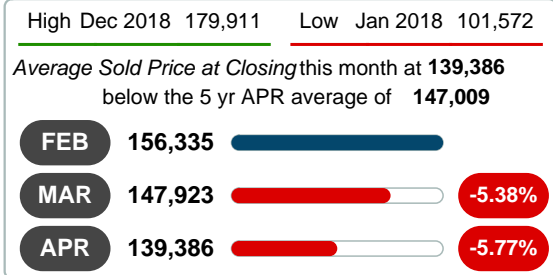


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 147,009



### 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
\$40,000 and less	10.00%	29,017	25,033	33,000	0	0
\$40,001 - \$60,000	11.67%	53,086	51,250	53,820	0	0
\$60,001 - \$80,000	13.33%	72,385	71,250	72,763	0	0
\$80,001 - \$130,000	23.33%	104,467	0	107,503	86,250	0
\$130,001 - \$170,000	16.67%	142,205	139,500	139,579	152,750	0
\$170,001 - \$290,000	15.00%	212,367	172,000	201,750	213,180	269,900
\$290,001 and up	10.00%	407,083	0	417,500	405,000	0
<b>Average Sold Price</b>		<b>139,386</b>	<b>70,178</b>	<b>108,132</b>	<b>254,921</b>	<b>269,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>139,386</b>	<b>9</b>	<b>36</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,363,165</b>	<b>631.60K</b>	<b>3.89M</b>	<b>3.57M</b>	<b>269.90K</b>

# April 2020



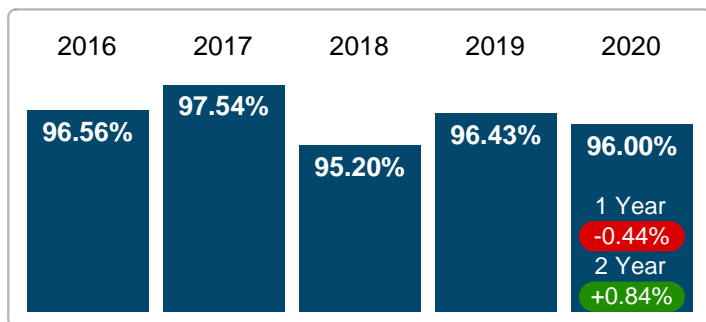
Area Delimited by County Of Washington - Residential Property Type



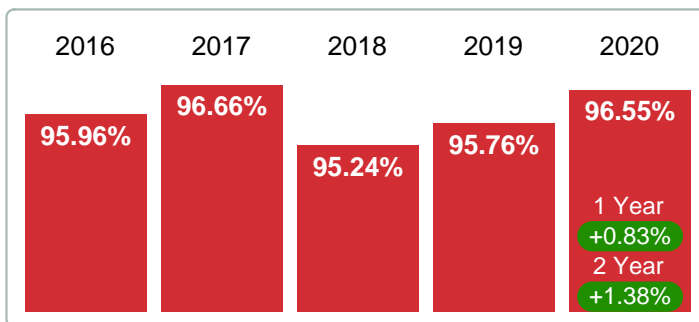
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

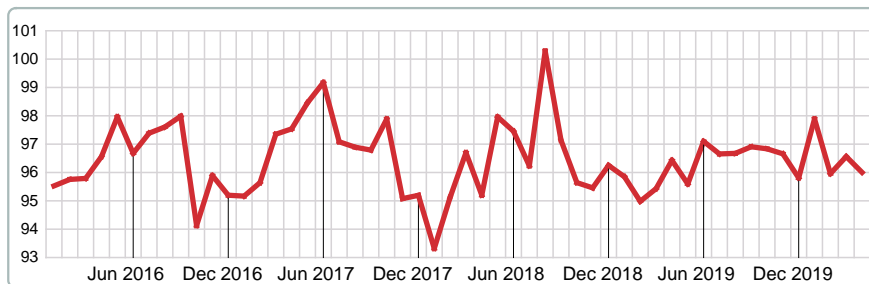
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

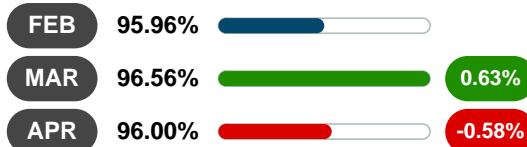


### 3 MONTHS

5 year APR AVG = 96.35%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.00%**  
equal to 5 yr APR average of **96.35%**



### 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	
\$40,000 and less	6	10.00%	83.65%	87.44%	79.86%	0.00%	0.00%	
\$40,001 - \$60,000	7	11.67%	91.27%	95.09%	89.74%	0.00%	0.00%	
\$60,001 - \$80,000	8	13.33%	94.88%	99.86%	93.21%	0.00%	0.00%	
\$80,001 - \$130,000	14	23.33%	98.10%	0.00%	98.38%	96.42%	0.00%	
\$130,001 - \$170,000	10	16.67%	98.81%	100.00%	98.81%	98.19%	0.00%	
\$170,001 - \$290,000	9	15.00%	99.97%	98.29%	100.80%	99.97%	100.00%	
\$290,001 and up	6	10.00%	99.85%	0.00%	98.24%	100.18%	0.00%	
Average Sold/List Ratio		96.00%		94.50%	94.99%	99.28%	100.00%	
Total Closed Units		60	100%	96.00%	9	36	14	1
Total Closed Volume		8,363,165			631.60K	3.89M	3.57M	269.90K

# April 2020



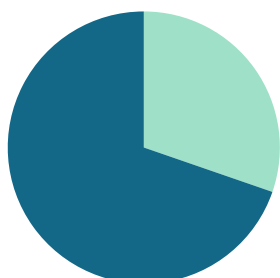
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

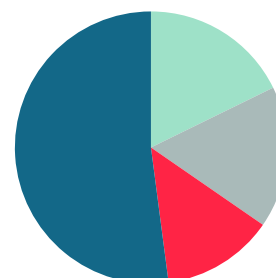


**Inventory**  
 New Listings  
**83 = 30.29%**  
 Start Inventory  
**191**  
 Total Inventory Units  
**274**  
 Volume  
**\$50,647,519**

### Market Activity

Closed Sales  
**60 = 17.75%**  
 Pending Sales  
**57 = 16.86%**  
 Other Off Market  
**45 = 13.31%**  
 Active Inventory  
**176 = 52.07%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	76	60	-21.05%	242	235	-2.89%
Pending Sales	95	57	-40.00%	311	257	-17.36%
New Listings	141	83	-41.13%	462	359	-22.29%
Average List Price	146,261	142,417	-2.63%	144,730	155,443	7.40%
Average Sale Price	141,680	139,386	-1.62%	139,290	150,187	7.82%
Average Percent of Selling Price to List Price	96.43%	96.00%	-0.44%	95.76%	96.55%	0.83%
Average Days on Market to Sale	42.76	30.60	-28.44%	57.03	39.32	-31.05%
Monthly Inventory	266	176	-33.83%	266	176	-33.83%
Months Supply of Inventory	4.28	2.43	-43.21%	4.28	2.43	-43.21%

**Absorption:** Last 12 months, an Average of **72** Sales/Month

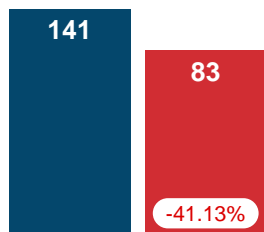
**Inventory** on April 30, 2020 = **176**

**2019** **2020**

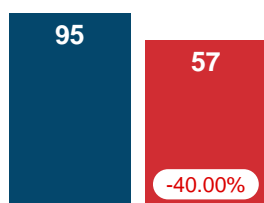
### APRIL MARKET

### AVERAGE PRICES

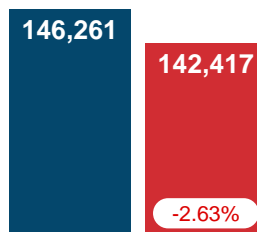
#### New Listings



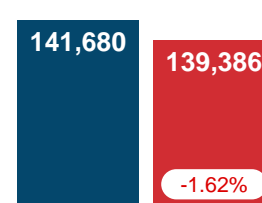
#### Pending Listings



#### List Price



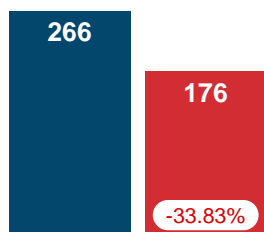
#### Sale Price



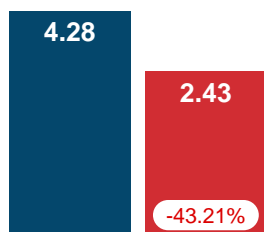
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

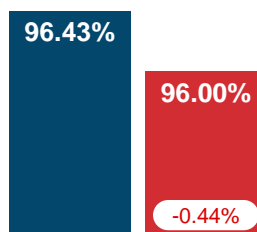
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

