

April 2020



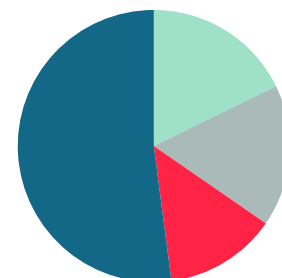
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	115,950	117,500	1.34%
Median Sale Price	117,250	113,680	-3.04%
Median Percent of Selling Price to List Price	97.83%	98.59%	0.78%
Median Days on Market to Sale	27.50	7.50	-72.73%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.04%** in April 2020 to \$113,680 versus the previous year at \$117,250.

Median Days on Market Shortens

The median number of **7.50** days that homes spent on the market before selling decreased by 20.00 days or **72.73%** in April 2020 compared to last year's same month at **27.50** DOM.

Sales Success for April 2020 is Positive

Overall, with Median 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.

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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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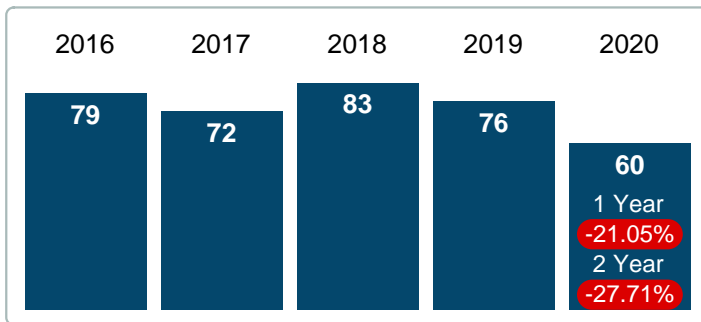
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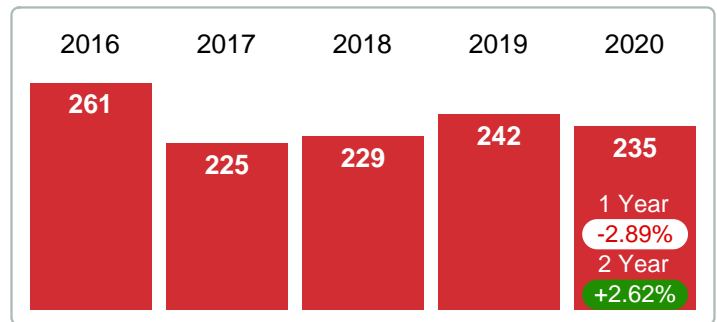
CLOSED LISTINGS

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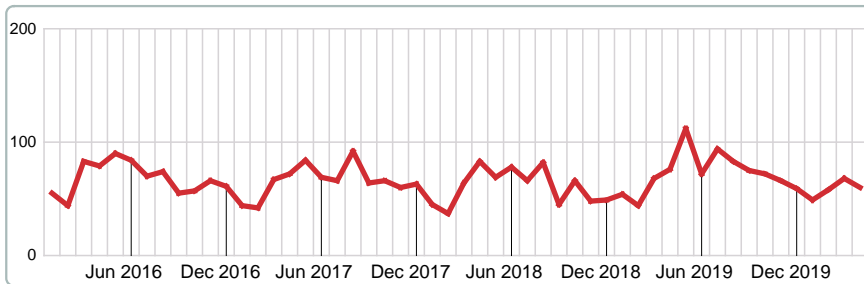
APRIL



YEAR TO DATE (YTD)

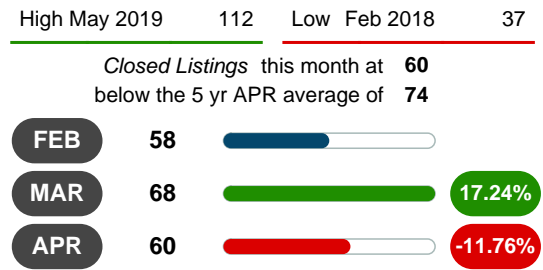


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	10.00%	50.0	3	3	0	0
\$40,001 - \$60,000	7	11.67%	31.0	2	5	0	0
\$60,001 - \$80,000	8	13.33%	4.0	2	6	0	0
\$80,001 - \$130,000	14	23.33%	5.0	0	12	2	0
\$130,001 - \$170,000	10	16.67%	7.5	1	7	2	0
\$170,001 - \$290,000	9	15.00%	10.0	1	2	5	1
\$290,001 and up	6	10.00%	39.5	0	1	5	0
Total Closed Units	60			9	36	14	1
Total Closed Volume	8,363,165	100%	7.5	631.60K	3.89M	3.57M	269.90K
Median Closed Price	\$113,680			\$57,500	\$101,700	\$224,950	\$269,900

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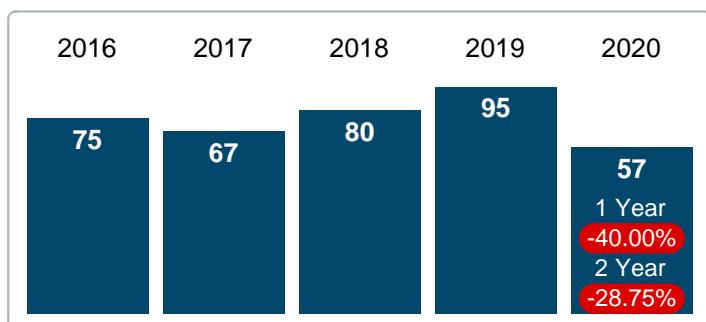
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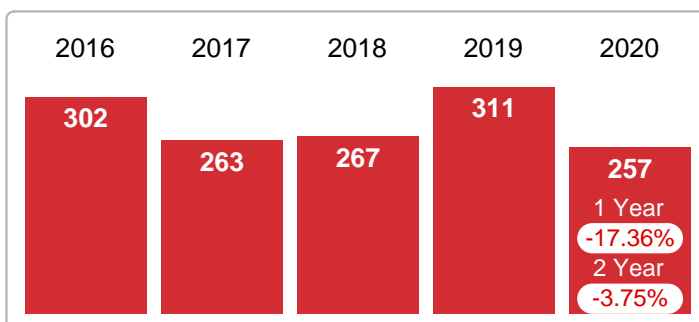
PENDING LISTINGS

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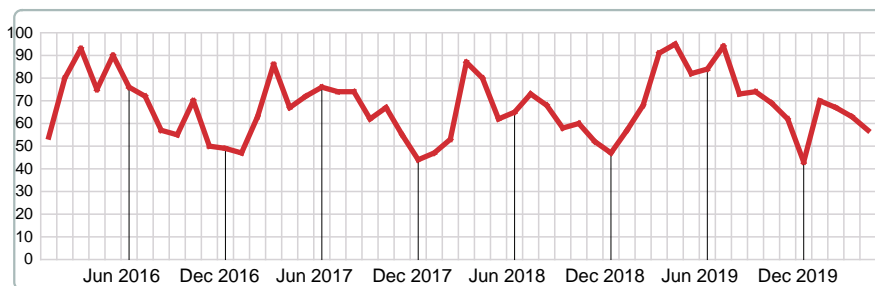
APRIL



YEAR TO DATE (YTD)

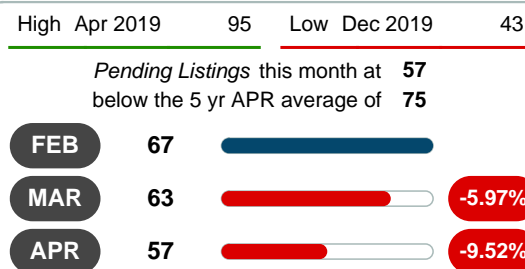


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.26%	16.0	2	1	0	0
\$50,001 - \$75,000	7	12.28%	23.0	2	5	0	0
\$75,001 - \$100,000	10	17.54%	29.5	2	7	0	1
\$100,001 - \$200,000	15	26.32%	14.0	1	9	5	0
\$200,001 - \$225,000	6	10.53%	26.5	1	1	4	0
\$225,001 - \$325,000	9	15.79%	26.0	0	2	7	0
\$325,001 and up	7	12.28%	19.0	0	0	5	2
Total Pending Units	57			8	25	21	3
Total Pending Volume	10,142,880	100%	22.0	671.70K	2.98M	5.59M	899.30K
Median Listing Price	\$155,000			\$72,450	\$99,900	\$238,500	\$349,900

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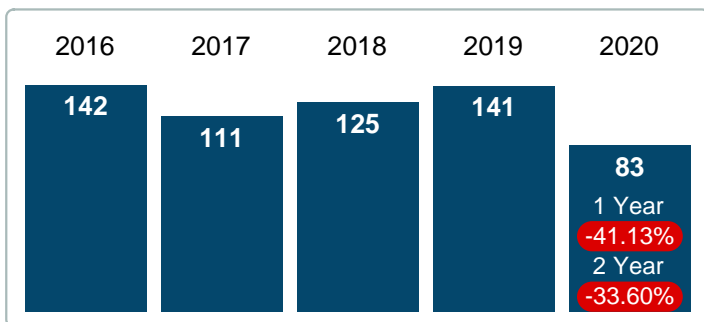
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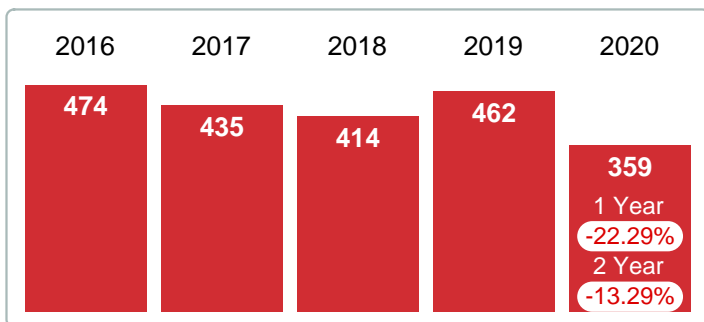
NEW LISTINGS

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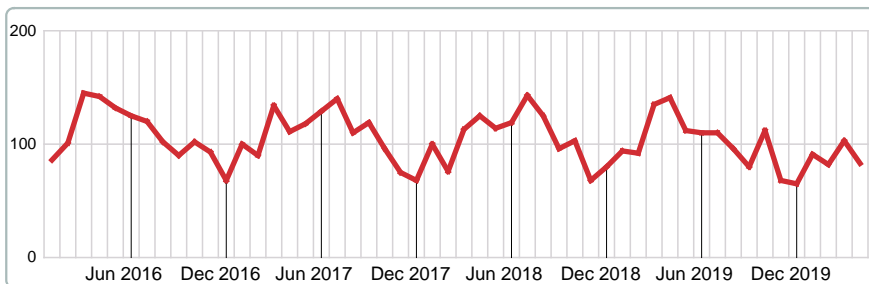
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 120

High Mar 2016 145 Low Dec 2019 65

New Listings this month at **83**
below the 5 yr APR average of **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 - \$70,000	9	10.84%	6	3	0	0
\$70,001 - \$120,000	16	19.28%	1	12	2	1
\$120,001 - \$170,000	19	22.89%	3	12	4	0
\$170,001 - \$220,000	15	18.07%	0	8	7	0
\$220,001 - \$330,000	8	9.64%	1	3	2	2
\$330,001 and up	10	12.05%	0	1	9	0
Total New Listed Units	83		14	42	24	3
Total New Listed Volume	14,477,770	100%	1.33M	5.90M	6.55M	689.30K
Median New Listed Listing Price	\$148,000		\$64,750	\$129,950	\$219,000	\$289,900

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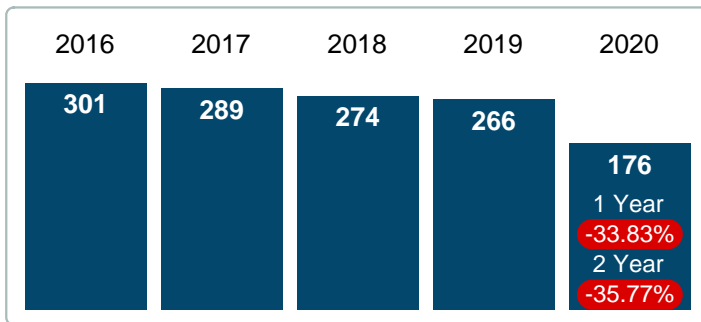
Area Delimited by County Of Washington - Residential Property Type



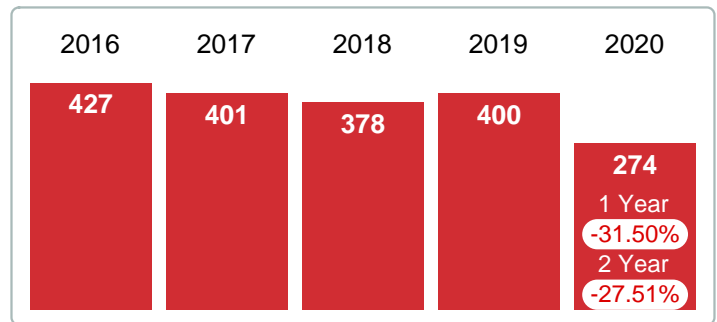
ACTIVE INVENTORY

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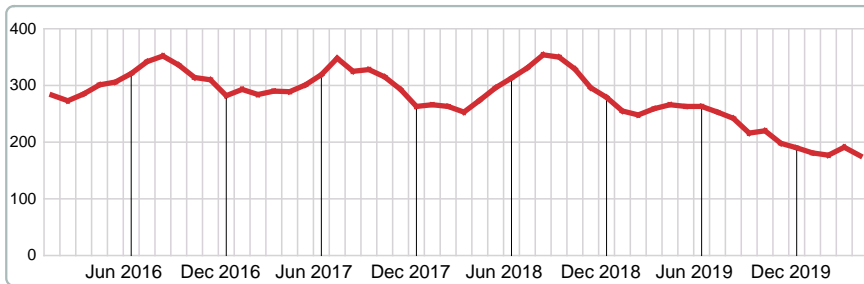
END OF APRIL



ACTIVE DURING APRIL

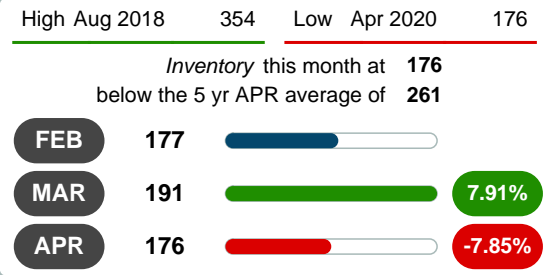


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 261



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	18	10.23%	56.5	9	7	2	0
\$40,001 - \$60,000	12	6.82%	36.0	4	8	0	0
\$60,001 - \$100,000	32	18.18%	67.0	10	20	2	0
\$100,001 - \$180,000	46	26.14%	48.0	2	29	14	1
\$180,001 - \$250,000	28	15.91%	54.0	2	11	13	2
\$250,001 - \$350,000	20	11.36%	51.5	1	3	12	4
\$350,001 and up	20	11.36%	80.5	1	2	12	5
Total Active Inventory by Units	176			29	80	55	12
Total Active Inventory by Volume	31,382,039	100%	55.5	2.56M	10.47M	13.94M	4.42M
Median Active Inventory Listing Price	\$149,750			\$64,500	\$117,250	\$228,900	\$338,750

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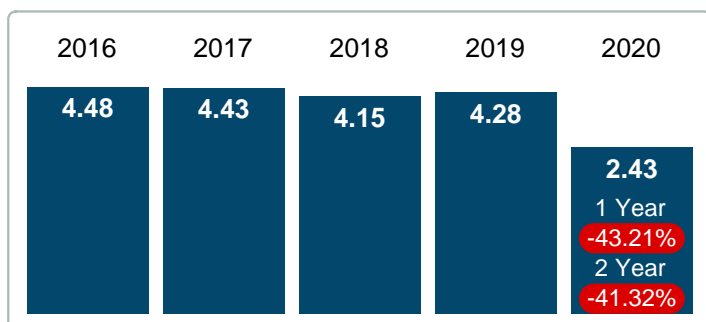
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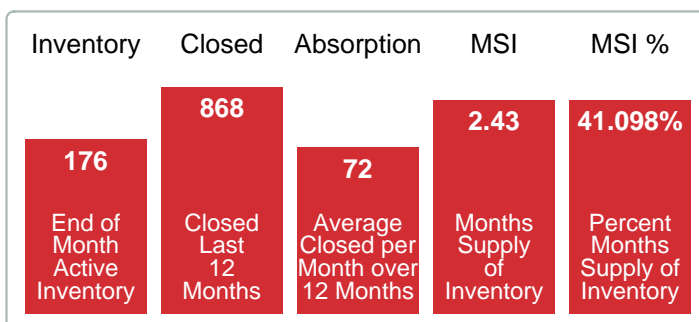
MONTHS SUPPLY of INVENTORY (MSI)

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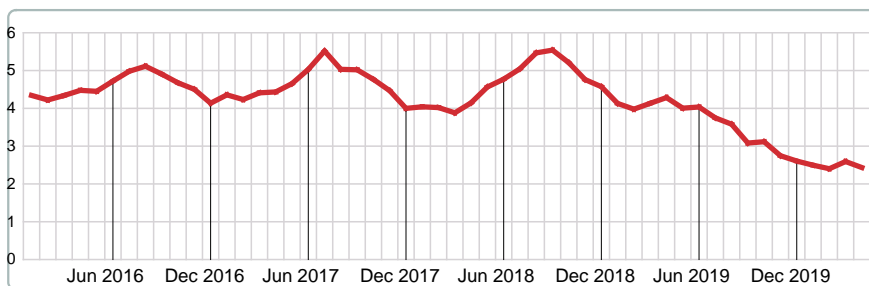
MSI FOR APRIL



INDICATORS FOR APRIL 2020

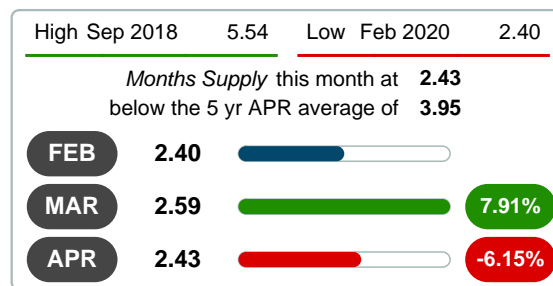


5 YEAR MARKET ACTIVITY TRENDS



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

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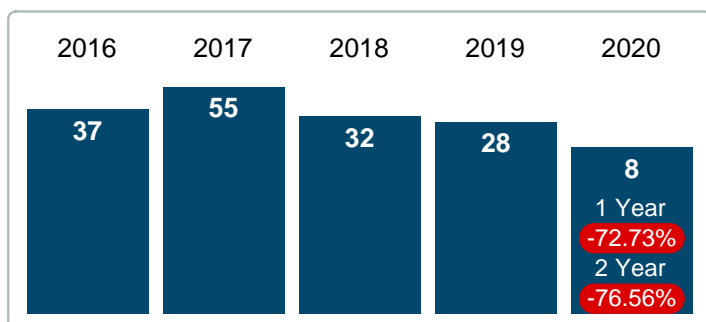
Area Delimited by County Of Washington - Residential Property Type



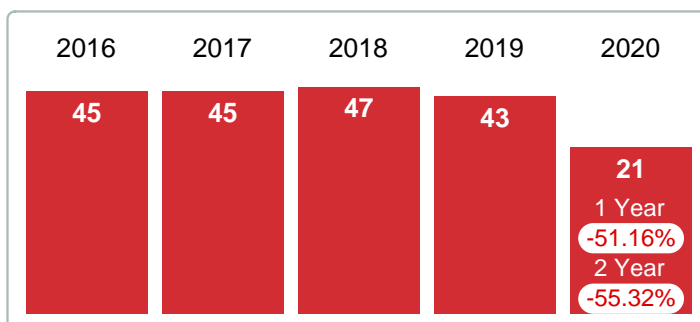
MEDIAN DAYS ON MARKET TO SALE

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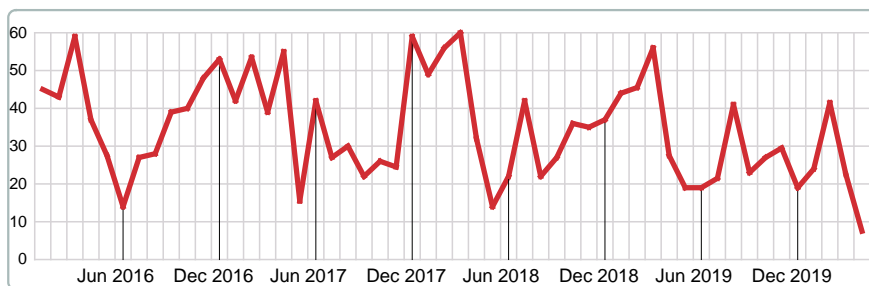
APRIL



YEAR TO DATE (YTD)

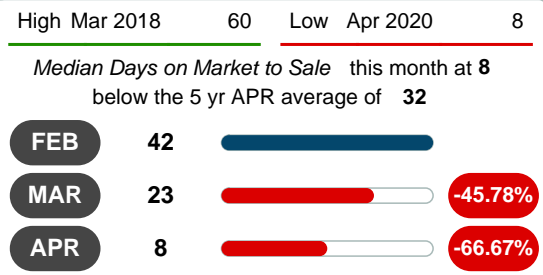


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 32



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
\$40,000 and less	10.00%	50	45	55	0	0
\$40,001 - \$60,000	11.67%	31	79	31	0	0
\$60,001 - \$80,000	13.33%	4	14	4	0	0
\$80,001 - \$130,000	23.33%	5	0	4	23	0
\$130,001 - \$170,000	16.67%	8	2	8	8	0
\$170,001 - \$290,000	15.00%	10	5	6	62	13
\$290,001 and up	10.00%	40	0	108	4	0
Median Closed DOM		8	5	7	12	13
Total Closed Units	100%	7.5	9	36	14	1
Total Closed Volume		8,363,165	631.60K	3.89M	3.57M	269.90K

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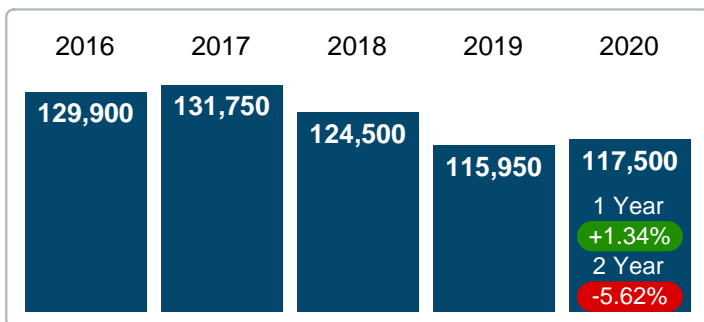
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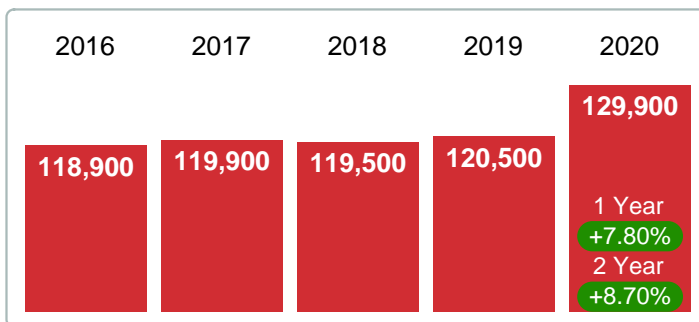
MEDIAN LIST PRICE AT CLOSING

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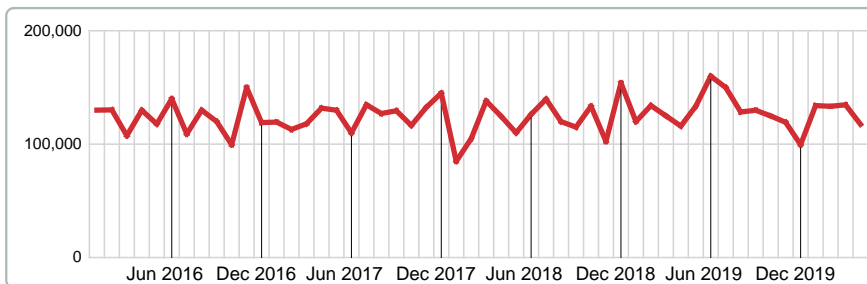
APRIL



YEAR TO DATE (YTD)

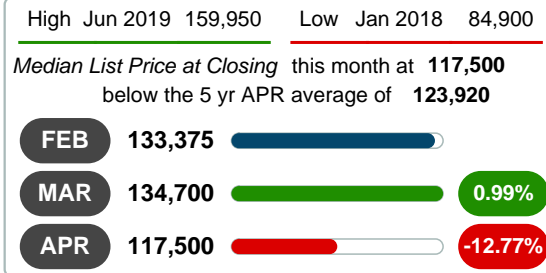


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 123,920



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
\$40,000 and less	8.33%	30,000	30,000	34,950	0	0
\$40,001 - \$60,000	13.33%	58,000	53,700	59,000	0	0
\$60,001 - \$80,000	11.67%	74,900	71,500	77,680	0	0
\$80,001 - \$130,000	28.33%	115,000	0	115,000	89,900	0
\$130,001 - \$170,000	11.67%	139,900	139,500	141,200	0	0
\$170,001 - \$290,000	16.67%	199,950	175,000	200,000	199,950	269,900
\$290,001 and up	10.00%	382,000	0	425,000	339,000	0
Median List Price		117,500	57,500	106,130	221,950	269,900
Total Closed Units	100%	117,500	9	36	14	1
Total Closed Volume		8,544,990	649.90K	4.04M	3.59M	269.90K

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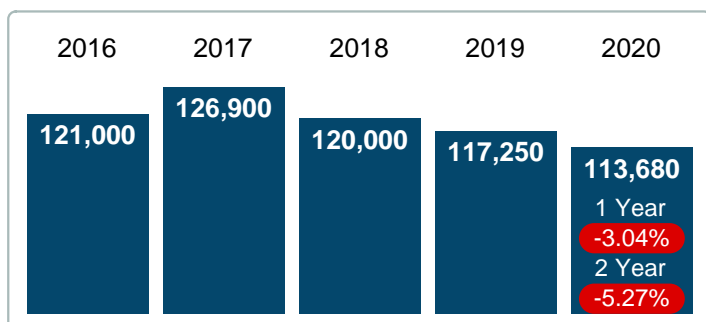
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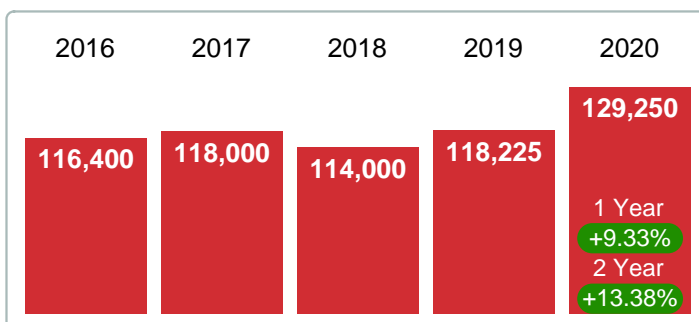
MEDIAN SOLD PRICE AT CLOSING

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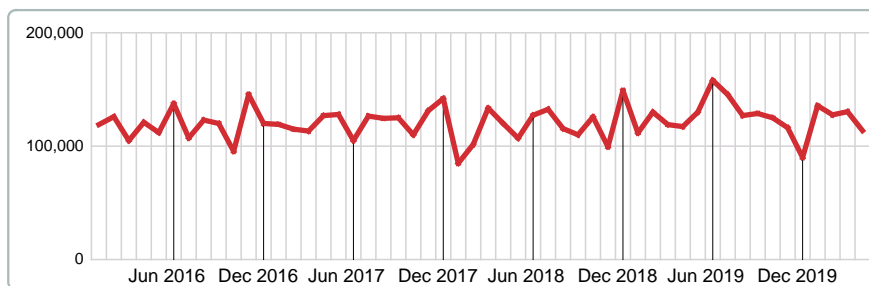
APRIL



YEAR TO DATE (YTD)

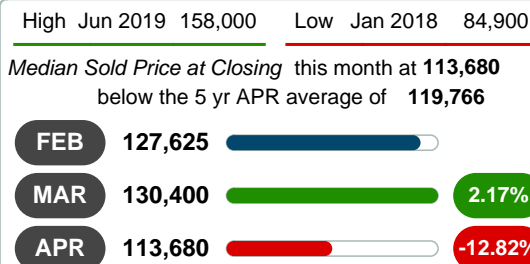


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 119,766



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
\$40,000 and less	6	10.00%	29,550	28,000	32,000	0	0
\$40,001 - \$60,000	7	11.67%	54,000	51,250	54,000	0	0
\$60,001 - \$80,000	8	13.33%	72,750	71,250	75,090	0	0
\$80,001 - \$130,000	14	23.33%	104,250	0	108,680	86,250	0
\$130,001 - \$170,000	10	16.67%	139,700	139,500	139,900	152,750	0
\$170,001 - \$290,000	9	15.00%	214,900	172,000	201,750	214,900	269,900
\$290,001 and up	6	10.00%	381,750	0	417,500	346,000	0
Median Sold Price			113,680	57,500	101,700	224,950	269,900
Total Closed Units		100%	113,680	9	36	14	1
Total Closed Volume			8,363,165	631.60K	3.89M	3.57M	269.90K

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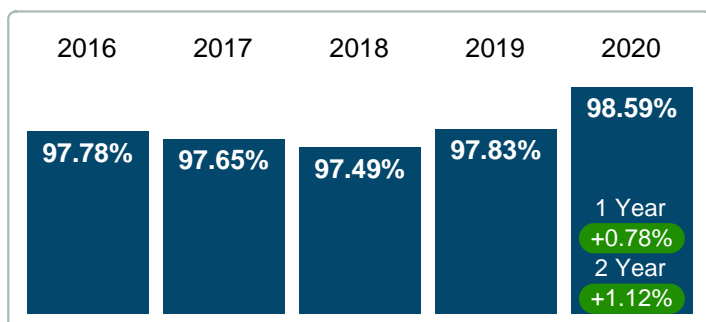
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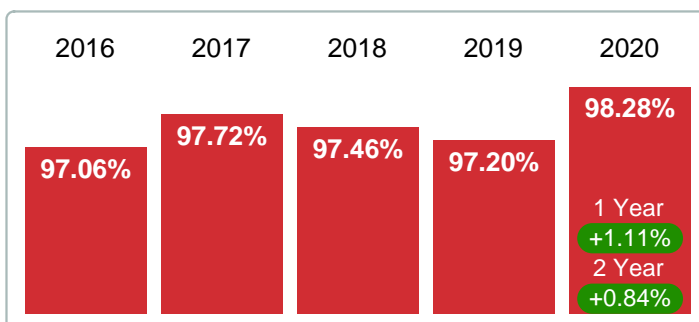
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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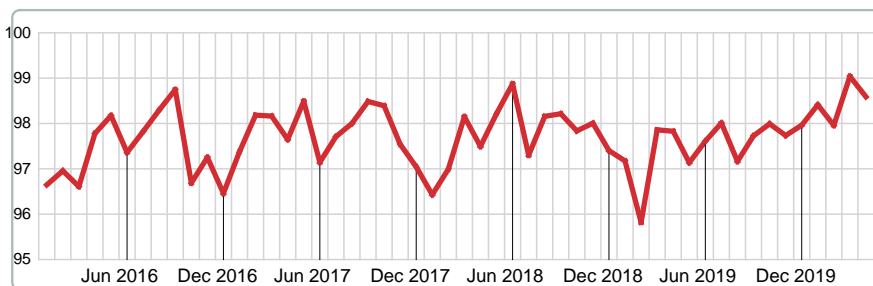
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

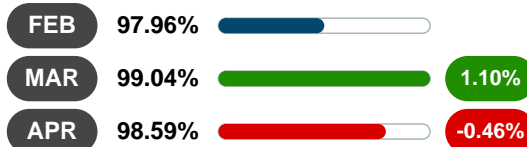


3 MONTHS

5 year APR AVG = 97.87%

High Mar 2020 99.04% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.59%**
above the 5 yr APR average of **97.87%**



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
\$40,000 and less	6	10.00%	88.69%	93.33%	85.96%	0.00%	0.00%
\$40,001 - \$60,000	7	11.67%	90.18%	95.09%	88.41%	0.00%	0.00%
\$60,001 - \$80,000	8	13.33%	96.96%	99.86%	96.16%	0.00%	0.00%
\$80,001 - \$130,000	14	23.33%	100.00%	0.00%	100.00%	96.42%	0.00%
\$130,001 - \$170,000	10	16.67%	99.12%	100.00%	98.25%	98.19%	0.00%
\$170,001 - \$290,000	9	15.00%	100.00%	98.29%	100.80%	100.00%	100.00%
\$290,001 and up	6	10.00%	100.00%	0.00%	98.24%	100.00%	0.00%
Median Sold/List Ratio		98.59%		97.00%	98.24%	100.00%	100.00%
Total Closed Units		60	100%	9	36	14	1
Total Closed Volume		8,363,165		631.60K	3.89M	3.57M	269.90K

April 2020



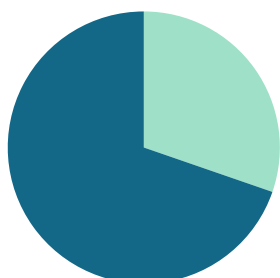
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

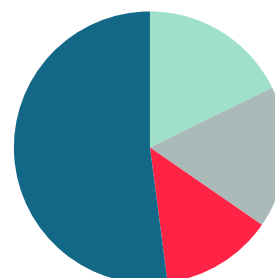


Inventory
 New Listings **83 = 30.29%**
 Start Inventory **191**
 Total Inventory Units **274**
 Volume **\$50,647,519**

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%
Median List Price	115,950	117,500	1.34%	120,500	129,900	7.80%
Median Sale Price	117,250	113,680	-3.04%	118,225	129,250	9.33%
Median Percent of Selling Price to List Price	97.83%	98.59%	0.78%	97.20%	98.28%	1.11%
Median Days on Market to Sale	27.50	7.50	-72.73%	43.00	21.00	-51.16%
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

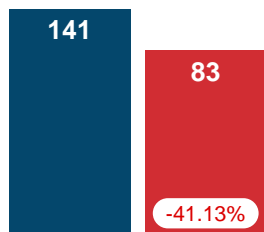
Inventory on April 30, 2020 = **176**

2019 **2020**

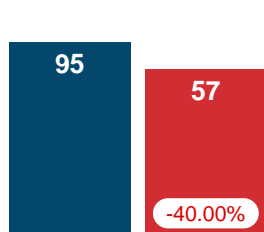
APRIL MARKET

MEDIAN PRICES

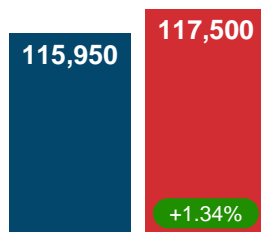
New Listings



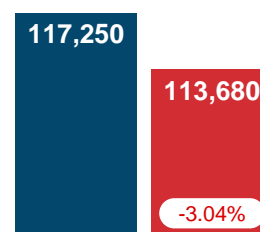
Pending Listings



List Price



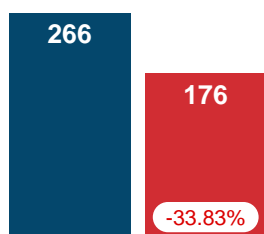
Sale Price



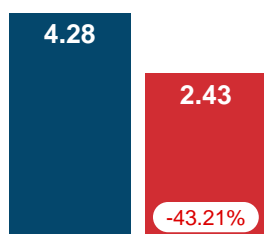
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

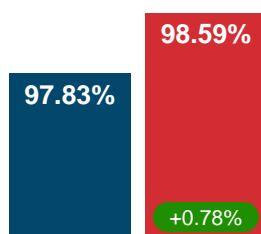
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

