

# August 2020



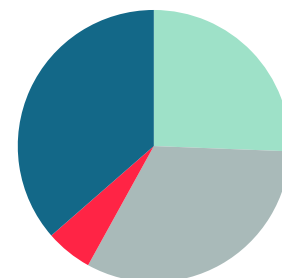
Area Delimited by County Of Washington - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	83	83	0.00%
Pending Listings	73	105	43.84%
New Listings	96	103	7.29%
Average List Price	143,894	163,764	13.81%
Average Sale Price	139,876	159,157	13.78%
Average Percent of Selling Price to List Price	96.67%	96.52%	-0.16%
Average Days on Market to Sale	54.78	34.13	-37.70%
End of Month Inventory	242	118	-51.24%
Months Supply of Inventory	3.58	1.70	-52.58%



■ Closed (25.62%)  
■ Pending (32.41%)  
■ Other OffMarket (5.56%)  
■ Active (36.42%)

**Absorption:** Last 12 months, an Average of **70** Sales/Month  
**Active Inventory** as of August 31, 2020 = **118**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2020 decreased **51.24%** to 118 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 **1.70** 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 **13.78%** in August 2020 to \$159,157 versus the previous year at \$139,876.

#### Average Days on Market Shortens

The average number of **34.13** days that homes spent on the market before selling decreased by 20.65 days or **37.70%** in August 2020 compared to last year's same month at **54.78** DOM.

#### Sales Success for August 2020 is Positive

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

There were 103 New Listings in August 2020, up **7.29%** from last year at 96. Furthermore, there were 83 Closed Listings this month versus last year at 83, a **0.00%** decrease.

Closed versus Listed trends yielded a **80.6%** ratio, down from previous year's, August 2019, at **86.5%**, a **6.80%** downswing. This will certainly create pressure on a decreasing Monthly 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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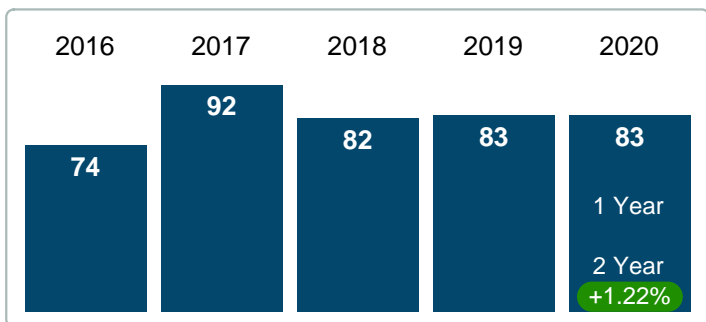
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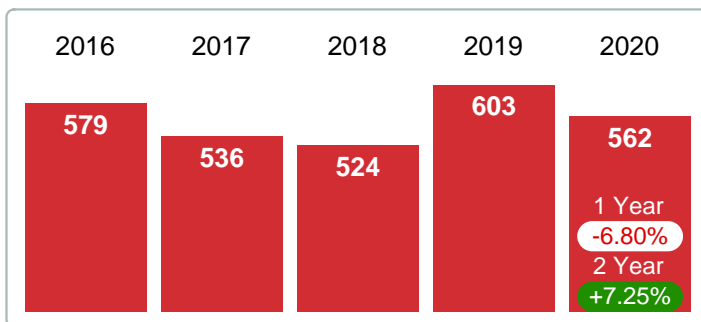
## CLOSED LISTINGS

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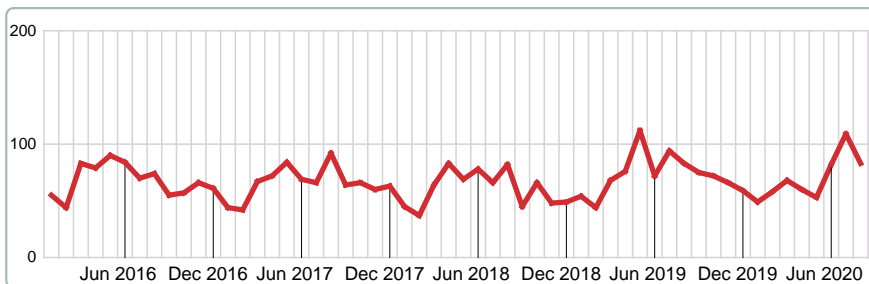
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 83

High May 2019 112 Low Feb 2018 37

Closed Listings this month at **83**  
equal to 5 yr AUG average of **83**

JUN	82	<div style="width: 97.6%;"></div>
JUL	109	<div style="width: 131.3%;"></div> 32.93%
AUG	83	<div style="width: 100%;"></div> -23.85%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.43%	88.4	4	3	0	0
\$50,001 - \$75,000	6	7.23%	54.5	1	5	0	0
\$75,001 - \$100,000	12	14.46%	28.8	1	9	2	0
\$100,001 - \$150,000	24	28.92%	11.8	0	20	4	0
\$150,001 - \$200,000	13	15.66%	29.3	1	5	6	1
\$200,001 - \$275,000	12	14.46%	29.8	0	2	10	0
\$275,001 and up	9	10.84%	57.9	0	3	5	1
<b>Total Closed Units</b>	<b>83</b>			<b>7</b>	<b>47</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>13,210,025</b>	<b>100%</b>	<b>34.1</b>	<b>490.50K</b>	<b>6.54M</b>	<b>5.71M</b>	<b>471.90K</b>
<b>Average Closed Price</b>	<b>\$159,157</b>			<b>\$70,071</b>	<b>\$139,144</b>	<b>\$211,403</b>	<b>\$235,950</b>

# August 2020



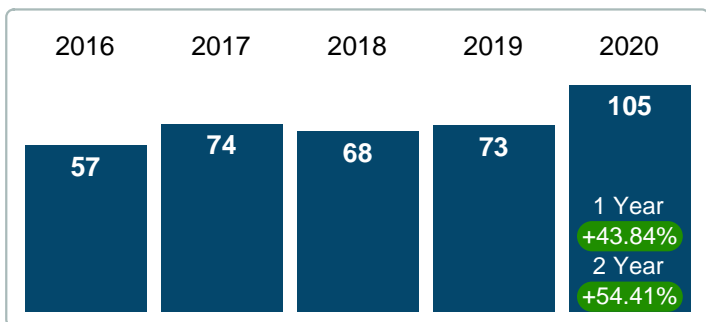
Area Delimited by County Of Washington - Residential Property Type



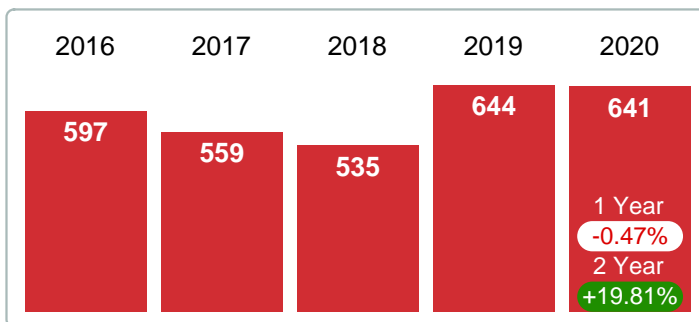
## PENDING LISTINGS

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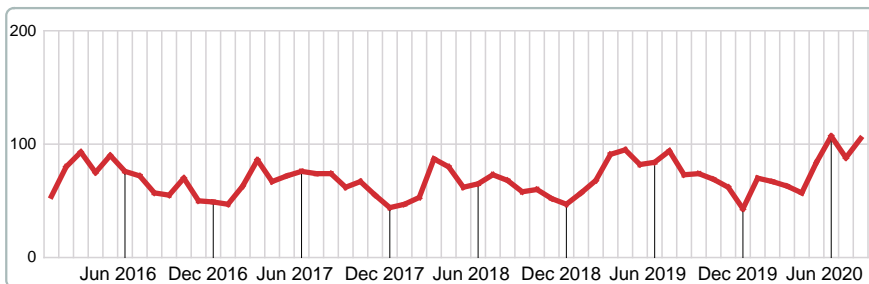
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 75

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at **105**  
above the 5 yr AUG average of **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	10	9.52%	53.1	7	3	0	0
\$50,001 - \$70,000	10	9.52%	37.4	7	3	0	0
\$70,001 - \$100,000	18	17.14%	42.1	6	9	3	0
\$100,001 - \$160,000	26	24.76%	38.0	0	20	6	0
\$160,001 - \$200,000	16	15.24%	13.4	1	4	11	0
\$200,001 - \$240,000	13	12.38%	32.0	0	7	5	1
\$240,001 and up	12	11.43%	69.8	1	4	6	1
<b>Total Pending Units</b>	<b>105</b>			<b>22</b>	<b>50</b>	<b>31</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,058,719</b>	<b>100%</b>	<b>39.8</b>	<b>1.74M</b>	<b>7.02M</b>	<b>5.78M</b>	<b>514.90K</b>
<b>Average Listing Price</b>	<b>\$143,785</b>			<b>\$79,045</b>	<b>\$140,426</b>	<b>\$186,565</b>	<b>\$257,450</b>

# August 2020



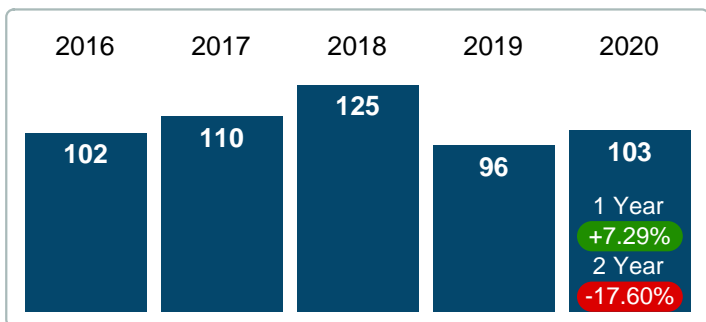
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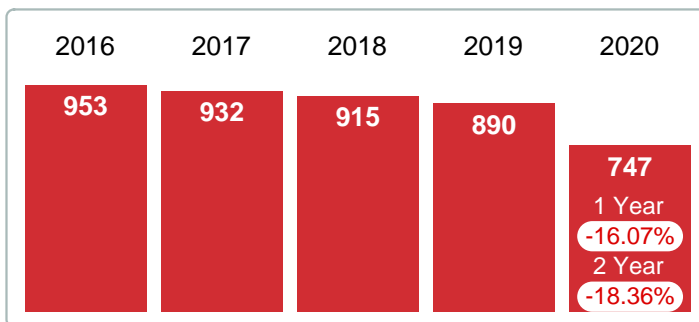
## NEW LISTINGS

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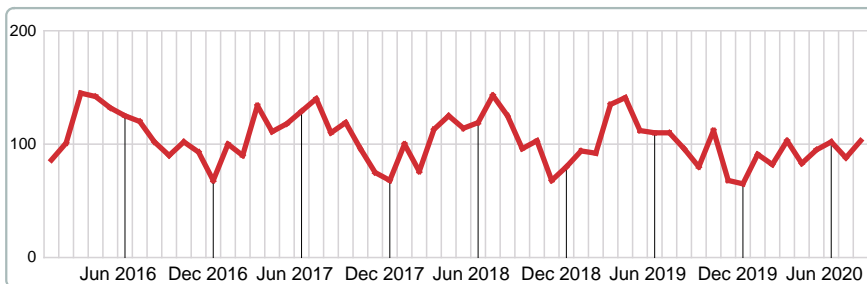
### AUGUST



### YEAR TO DATE (YTD)

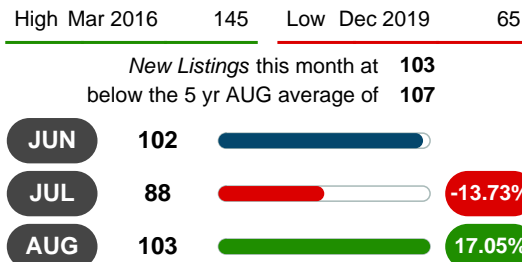


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 107



### 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	7	6.80%	4				3				0				0			
\$40,001 - \$70,000	16	15.53%	6				8				2				0			
\$70,001 - \$100,000	13	12.62%	3				8				2				0			
\$100,001 - \$150,000	26	25.24%	3				21				2				0			
\$150,001 - \$190,000	17	16.50%	0				7				9				1			
\$190,001 - \$280,000	13	12.62%	1				3				8				1			
\$280,001 and up	11	10.68%	0				2				6				3			
<b>Total New Listed Units</b>	<b>103</b>		<b>17</b>				<b>52</b>				<b>29</b>				<b>5</b>			
<b>Total New Listed Volume</b>	<b>16,635,186</b>		<b>1.32M</b>				<b>6.85M</b>				<b>6.45M</b>				<b>2.01M</b>			
<b>Average New Listed Listing Price</b>	<b>\$143,833</b>		<b>\$77,771</b>				<b>\$131,796</b>				<b>\$222,290</b>				<b>\$402,660</b>			

# August 2020



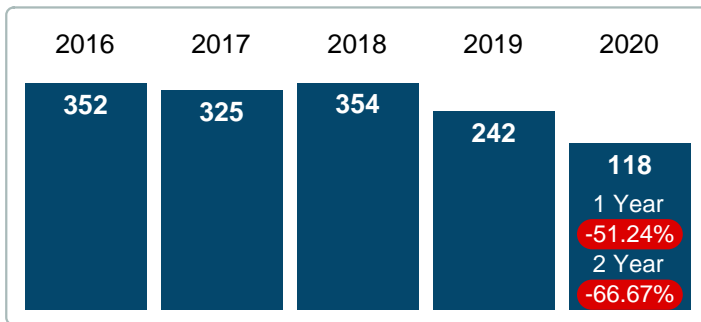
Area Delimited by County Of Washington - Residential Property Type



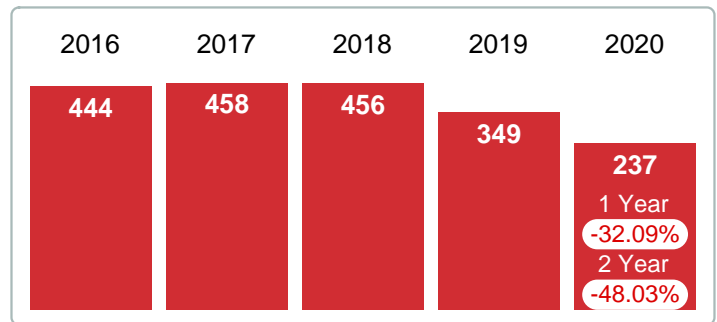
## ACTIVE INVENTORY

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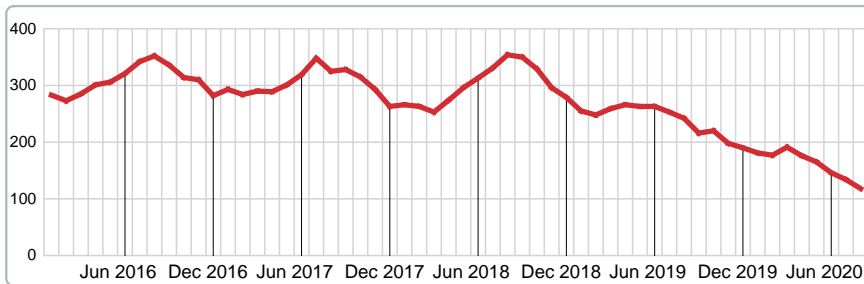
### END OF AUGUST



### ACTIVE DURING AUGUST

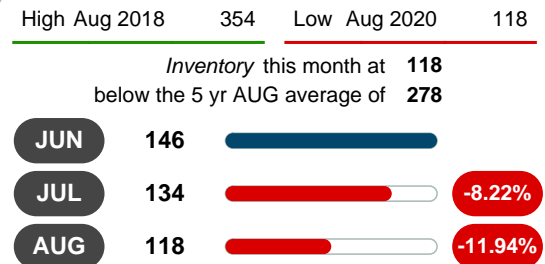


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 278



### 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	5	4.24%	63.0	3	2	0	0
\$25,001 - \$50,000	10	8.47%	76.3	3	5	2	0
\$50,001 - \$75,000	17	14.41%	80.1	6	9	2	0
\$75,001 - \$150,000	36	30.51%	55.8	5	26	5	0
\$150,001 - \$225,000	23	19.49%	69.7	2	9	10	2
\$225,001 - \$375,000	16	13.56%	86.1	0	3	9	4
\$375,001 and up	11	9.32%	49.4	0	3	4	4
<b>Total Active Inventory by Units</b>	<b>118</b>			<b>19</b>	<b>57</b>	<b>32</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>20,507,657</b>	<b>100%</b>	<b>67.5</b>	<b>1.48M</b>	<b>7.59M</b>	<b>7.70M</b>	<b>3.73M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$173,794</b>			<b>\$78,132</b>	<b>\$133,090</b>	<b>\$240,717</b>	<b>\$373,410</b>

# August 2020



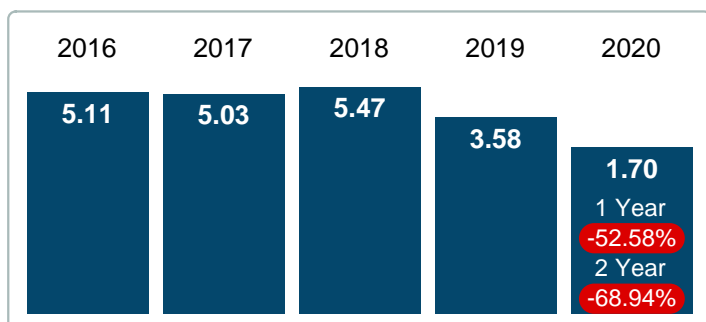
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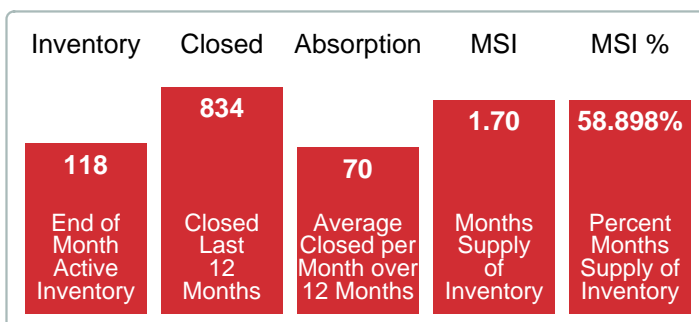
## MONTHS SUPPLY of INVENTORY (MSI)

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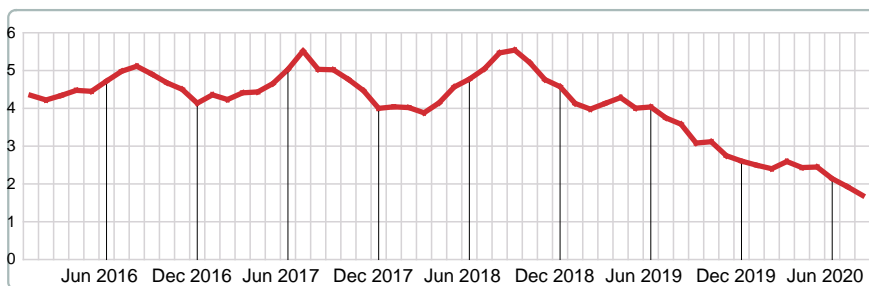
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

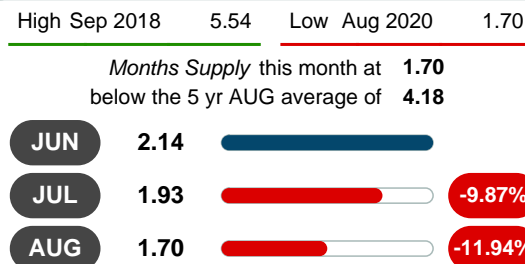


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.18



### 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	10	8.47%	1.79	2.57	1.00	4.00	0.00
\$40,001 - \$60,000	12	10.17%	2.25	1.29	2.63	6.00	0.00
\$60,001 - \$90,000	19	16.10%	1.71	2.18	1.61	1.85	0.00
\$90,001 - \$160,000	32	27.12%	1.36	3.20	1.15	1.95	0.00
\$160,001 - \$220,000	18	15.25%	1.60	4.00	1.65	1.17	4.00
\$220,001 - \$370,000	15	12.71%	1.42	0.00	1.50	1.27	2.12
\$370,001 and up	12	10.17%	5.76	0.00	4.50	4.00	12.00
Market Supply of Inventory (MSI)			1.70	2.28	1.46	1.66	3.53
Total Active Inventory by Units		100%	118	19	57	32	10

# August 2020



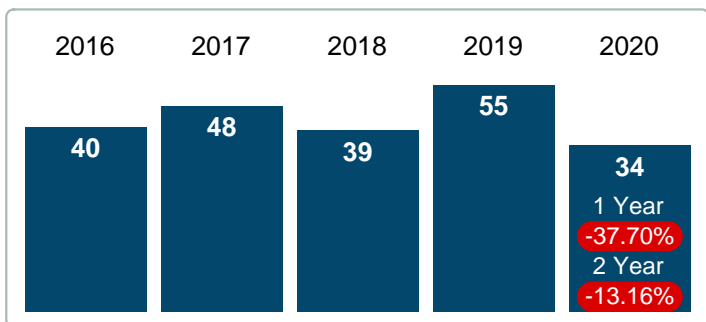
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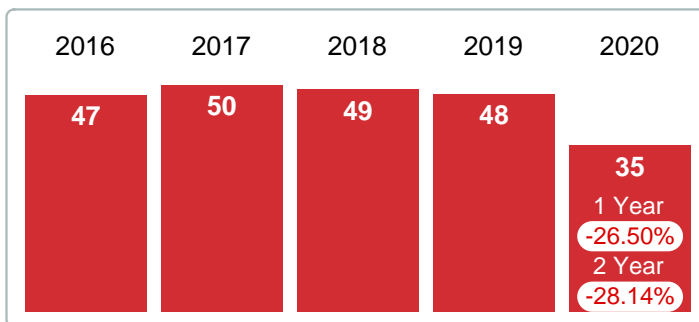
## AVERAGE DAYS ON MARKET TO SALE

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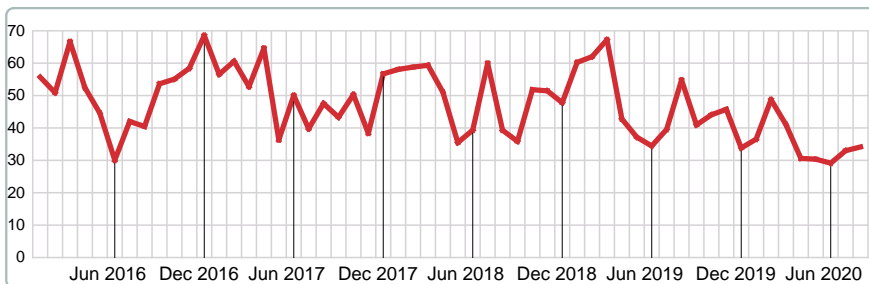
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

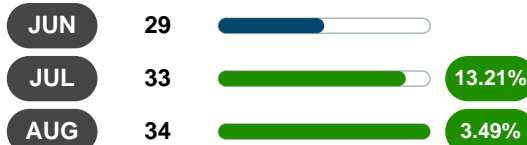


### 3 MONTHS

5 year AUG AVG = 43

High Dec 2016 69 Low Jun 2020 29

Average Days on Market to Sale this month at 34 below the 5 yr AUG average of 43



## 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
\$50,000 and less	8.43%	88	52	137	0	0
\$50,001 - \$75,000	7.23%	55	164	33	0	0
\$75,001 - \$100,000	14.46%	29	23	33	12	0
\$100,001 - \$150,000	28.92%	12	0	10	20	0
\$150,001 - \$200,000	15.66%	29	6	24	33	57
\$200,001 - \$275,000	14.46%	30	0	38	28	0
\$275,001 and up	10.84%	58	0	27	57	153
<b>Average Closed DOM</b>		<b>34</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>7</b>	<b>47</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,210,025</b>	<b>490.50K</b>	<b>6.54M</b>	<b>5.71M</b>	<b>471.90K</b>

# August 2020



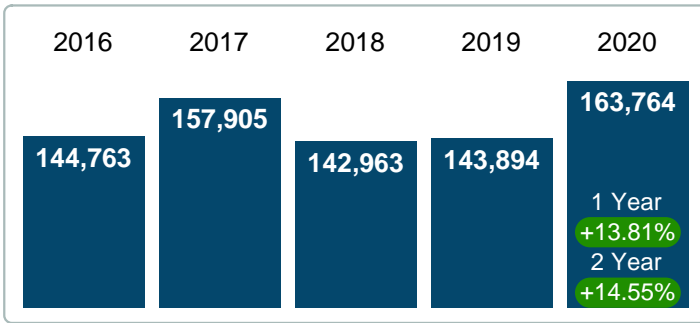
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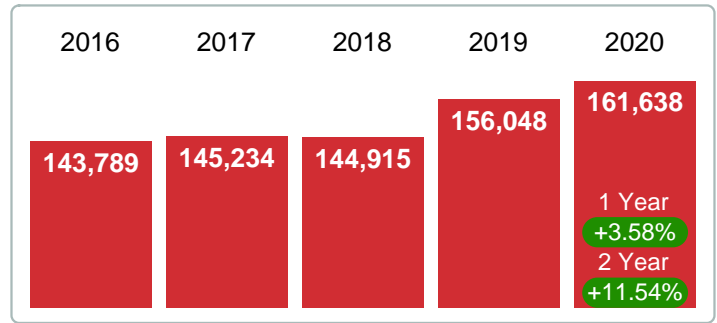
## AVERAGE LIST PRICE AT CLOSING

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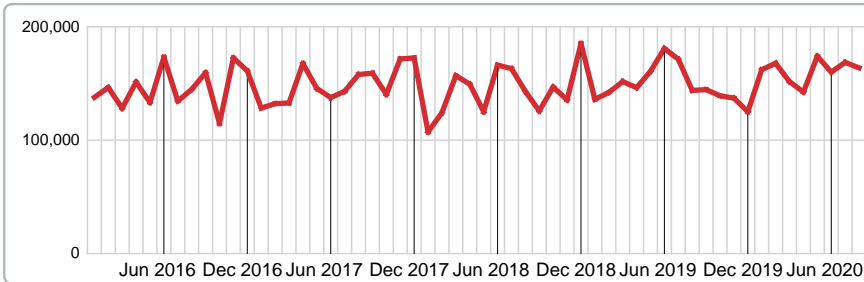
### AUGUST



### YEAR TO DATE (YTD)

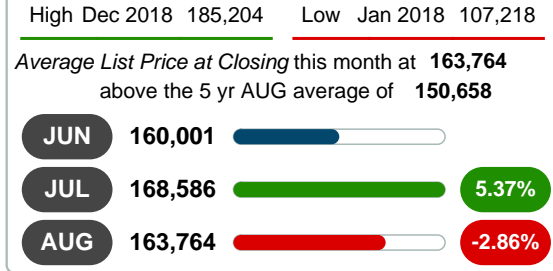


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 150,658



### 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
\$50,000 and less	6.02%	30,160	45,713	25,933	0	0
\$50,001 - \$75,000	8.43%	64,607	76,500	68,480	0	0
\$75,001 - \$100,000	15.66%	88,608	89,000	88,544	100,250	0
\$100,001 - \$150,000	28.92%	129,658	0	129,600	127,200	0
\$150,001 - \$200,000	15.66%	175,400	200,000	175,960	171,750	169,900
\$200,001 - \$275,000	14.46%	239,725	0	225,000	242,670	0
\$275,001 and up	10.84%	396,533	0	507,967	341,180	339,000
<b>Average List Price</b>		<b>163,764</b>	<b>78,336</b>	<b>141,762</b>	<b>217,496</b>	<b>254,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>163,764</b>	<b>7</b>	<b>47</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,592,450</b>	<b>548.35K</b>	<b>6.66M</b>	<b>5.87M</b>	<b>508.90K</b>



# August 2020



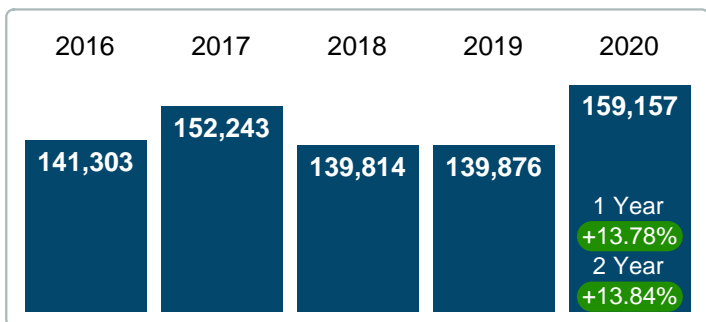
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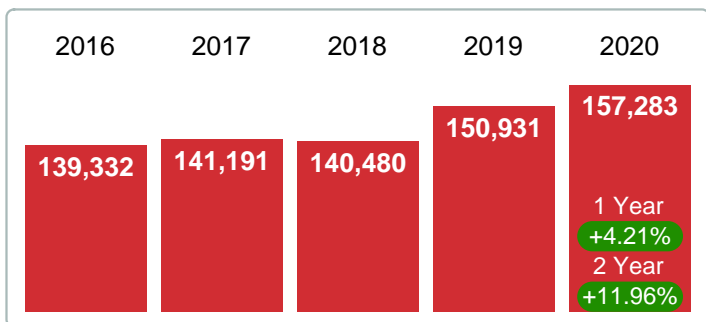
## AVERAGE SOLD PRICE AT CLOSING

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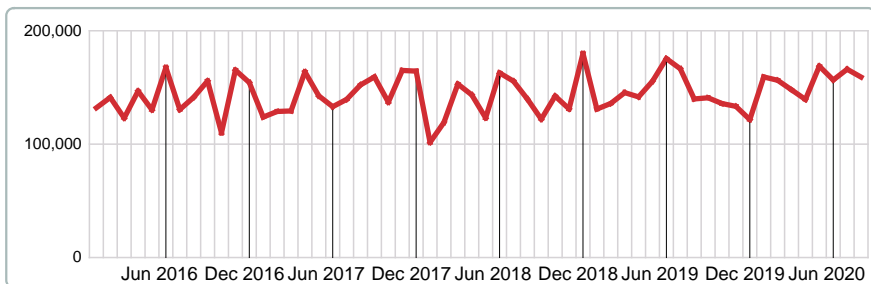
### AUGUST



### YEAR TO DATE (YTD)

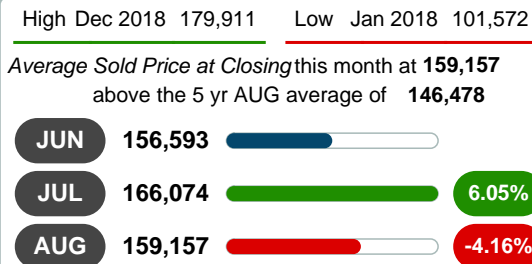


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 146,478



### 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
\$50,000 and less	8.43%	31,429	40,750	19,000	0	0
\$50,001 - \$75,000	7.23%	67,900	74,000	66,680	0	0
\$75,001 - \$100,000	14.46%	87,208	84,500	86,611	91,250	0
\$100,001 - \$150,000	28.92%	127,746	0	128,670	123,125	0
\$150,001 - \$200,000	15.66%	173,119	169,000	180,130	168,167	171,900
\$200,001 - \$275,000	14.46%	234,819	0	222,150	237,353	0
\$275,001 and up	10.84%	377,983	0	483,833	330,070	300,000
<b>Average Sold Price</b>		<b>159,157</b>	<b>70,071</b>	<b>139,144</b>	<b>211,403</b>	<b>235,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>159,157</b>	<b>7</b>	<b>47</b>	<b>27</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>13,210,025</b>	<b>490.50K</b>	<b>6.54M</b>	<b>5.71M</b>	<b>471.90K</b>

# August 2020



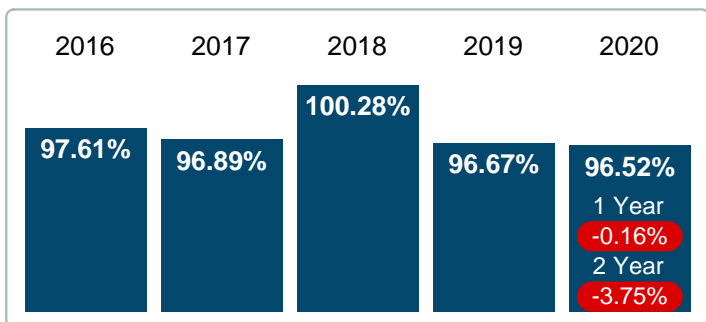
Area Delimited by County Of Washington - Residential Property Type



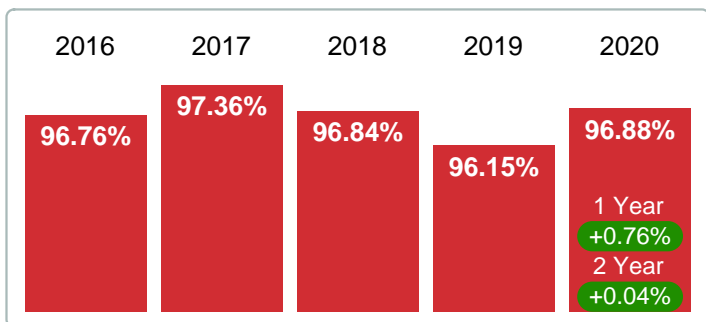
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

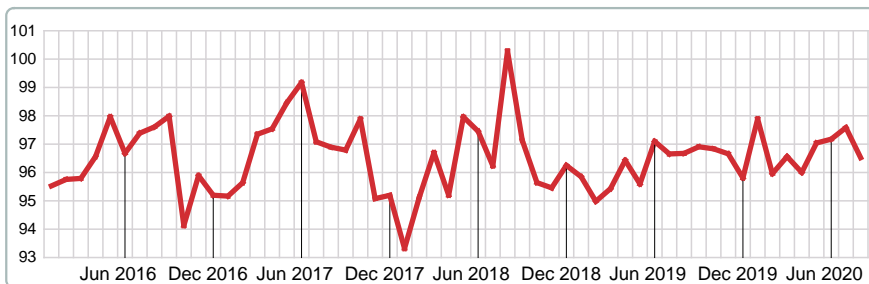
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

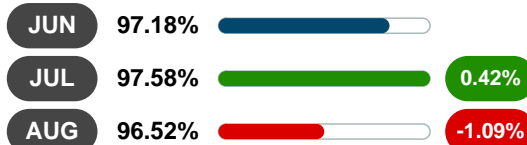


### 3 MONTHS

5 year AUG AVG = 97.60%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.52%**  
below the 5 yr AUG average of **97.60%**



### 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
\$50,000 and less	7	8.43%	80.64%	89.95%	68.21%	0.00%	0.00%
\$50,001 - \$75,000	6	7.23%	97.25%	96.73%	97.36%	0.00%	0.00%
\$75,001 - \$100,000	12	14.46%	96.61%	94.94%	97.89%	91.67%	0.00%
\$100,001 - \$150,000	24	28.92%	99.09%	0.00%	99.51%	96.99%	0.00%
\$150,001 - \$200,000	13	15.66%	98.78%	84.50%	102.28%	97.85%	101.18%
\$200,001 - \$275,000	12	14.46%	97.96%	0.00%	98.81%	97.79%	0.00%
\$275,001 and up	9	10.84%	96.26%	0.00%	96.80%	97.49%	88.50%
Average Sold/List Ratio		96.50%		90.86%	97.06%	97.17%	94.84%
Total Closed Units		83	100%	7	47	27	2
Total Closed Volume		13,210,025		490.50K	6.54M	5.71M	471.90K

# August 2020



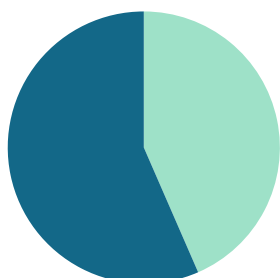
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

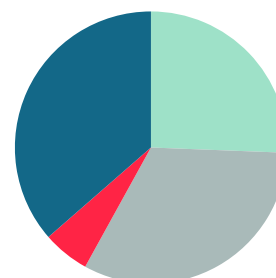


**Inventory**  
 New Listings  
**103 = 43.46%**  
 Start Inventory  
**134**  
 Total Inventory Units  
**237**  
 Volume  
**\$39,306,376**

### Market Activity

Closed Sales  
**83 = 25.62%**  
 Pending Sales  
**105 = 32.41%**  
 Other Off Market  
**18 = 5.56%**  
 Active Inventory  
**118 = 36.42%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	83	83	0.00%	603	562	-6.80%
Pending Sales	73	105	43.84%	644	641	-0.47%
New Listings	96	103	7.29%	890	747	-16.07%
Average List Price	143,894	163,764	13.81%	156,048	161,638	3.58%
Average Sale Price	139,876	159,157	13.78%	150,931	157,283	4.21%
Average Percent of Selling Price to List Price	96.67%	96.52%	-0.16%	96.15%	96.88%	0.76%
Average Days on Market to Sale	54.78	34.13	-37.70%	47.61	34.99	-26.50%
Monthly Inventory	242	118	-51.24%	242	118	-51.24%
Months Supply of Inventory	3.58	1.70	-52.58%	3.58	1.70	-52.58%

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

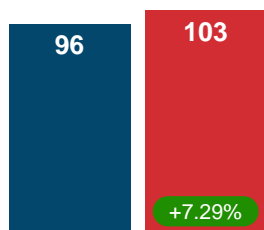
**Inventory** on August 31, 2020 = **118**

**2019** **2020**

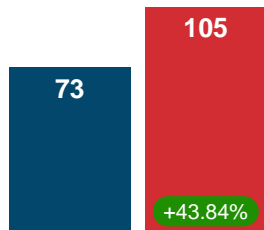
### AUGUST MARKET

### AVERAGE PRICES

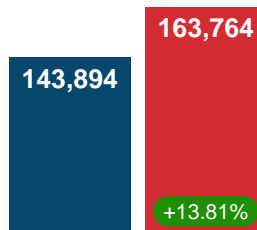
#### New Listings



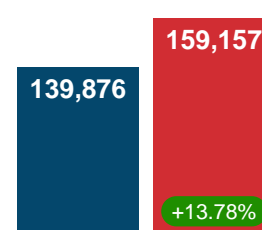
#### Pending Listings



#### List Price



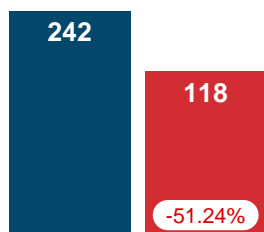
#### Sale Price



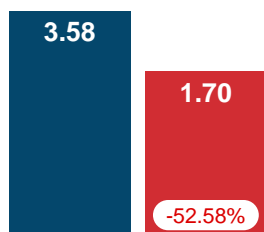
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

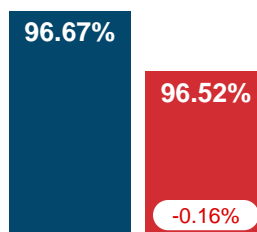
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

