

August 2020



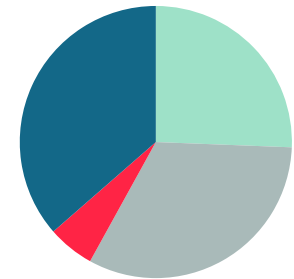
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	128,400	139,900	8.96%
Median Sale Price	127,000	136,500	7.48%
Median Percent of Selling Price to List Price	97.16%	98.75%	1.63%
Median Days on Market to Sale	41.00	17.00	-58.54%
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.

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 **7.48%** in August 2020 to \$136,500 versus the previous year at \$127,000.

Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 24.00 days or **58.54%** in August 2020 compared to last year's same month at **41.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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.

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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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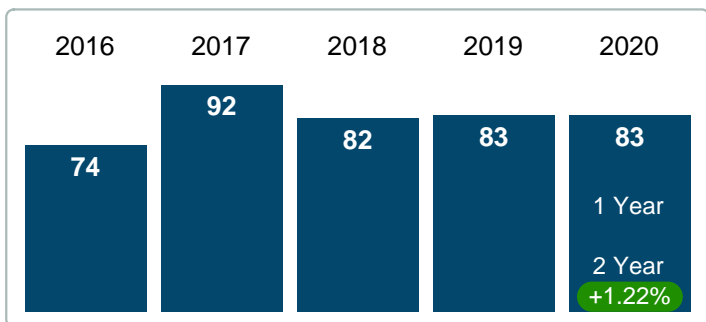
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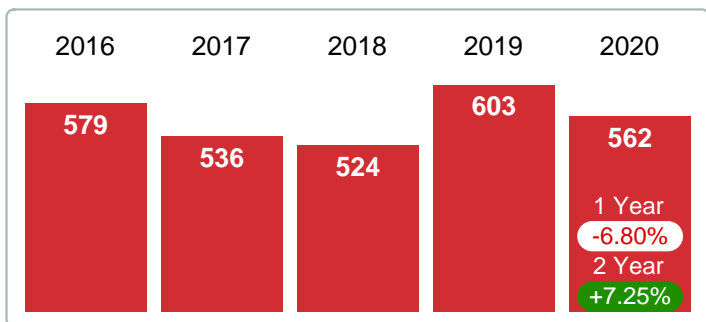
CLOSED LISTINGS

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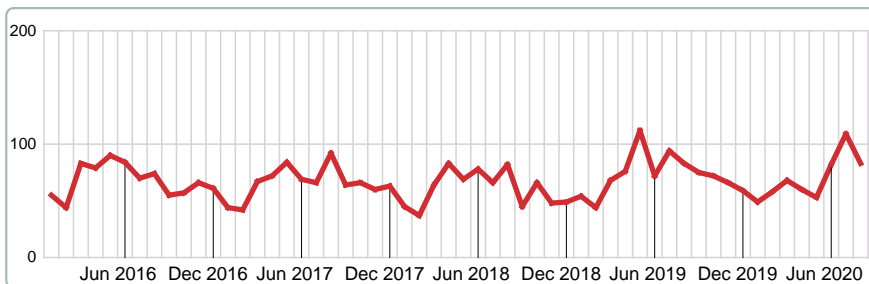
AUGUST



YEAR TO DATE (YTD)

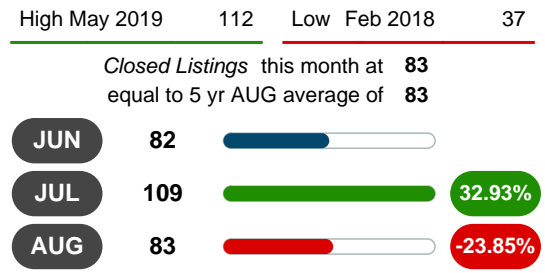


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	9.64%	39.5	4	4	0	0
\$60,001 - \$80,000	8	9.64%	15.0	1	7	0	0
\$80,001 - \$120,000	16	19.28%	18.0	1	11	4	0
\$120,001 - \$160,000	20	24.10%	6.0	0	15	5	0
\$160,001 - \$210,000	11	13.25%	29.0	1	5	4	1
\$210,001 - \$280,000	11	13.25%	20.0	0	2	9	0
\$280,001 and up	9	10.84%	54.0	0	3	5	1
Total Closed Units	83			7	47	27	2
Total Closed Volume	13,210,025	100%	17.0	490.50K	6.54M	5.71M	471.90K
Median Closed Price	\$136,500			\$50,000	\$122,500	\$213,900	\$235,950

August 2020



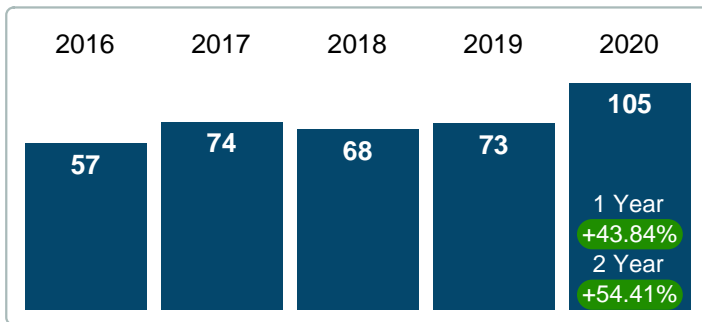
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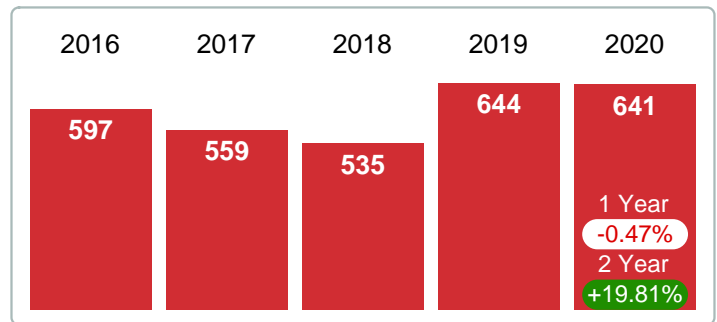
PENDING LISTINGS

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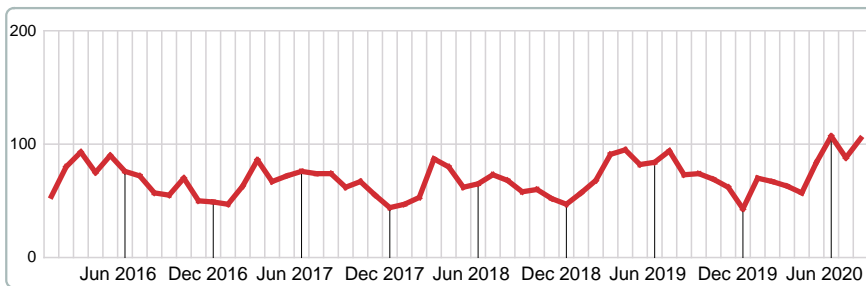
AUGUST



YEAR TO DATE (YTD)

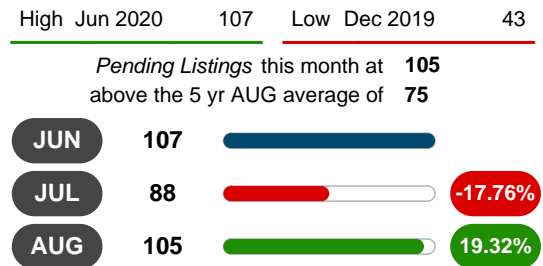


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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	10	9.52%	20.0	7	3	0	0
\$50,001 - \$70,000	10	9.52%	8.5	7	3	0	0
\$70,001 - \$100,000	18	17.14%	3.5	6	9	3	0
\$100,001 - \$160,000	26	24.76%	9.5	0	20	6	0
\$160,001 - \$200,000	16	15.24%	6.5	1	4	11	0
\$200,001 - \$240,000	13	12.38%	16.0	0	7	5	1
\$240,001 and up	12	11.43%	61.5	1	4	6	1
Total Pending Units	105			22	50	31	2
Total Pending Volume	15,058,719	100%	11.0	1.74M	7.02M	5.78M	514.90K
Median Listing Price	\$125,900			\$63,700	\$125,450	\$179,900	\$257,450

August 2020



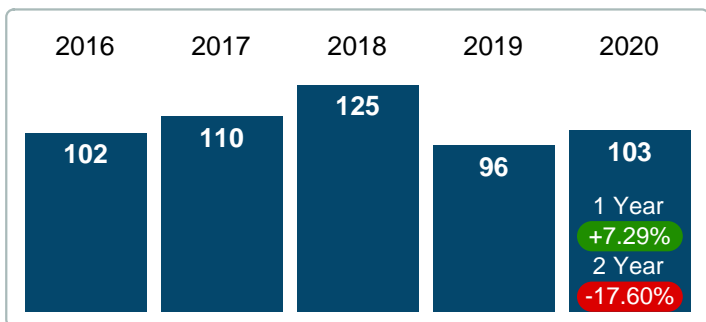
Area Delimited by County Of Washington - Residential Property Type



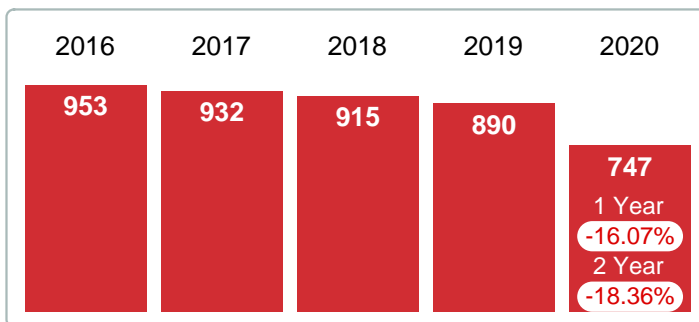
NEW LISTINGS

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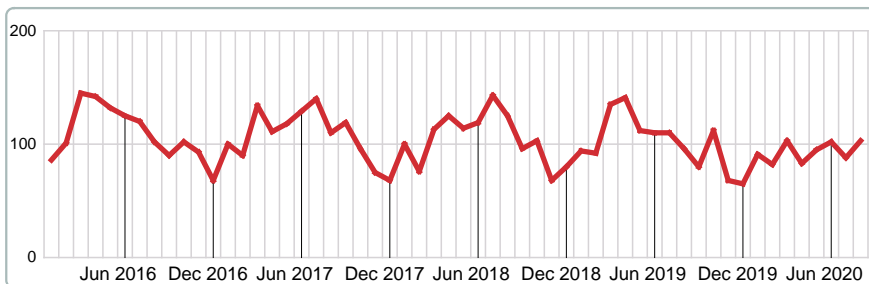
AUGUST



YEAR TO DATE (YTD)

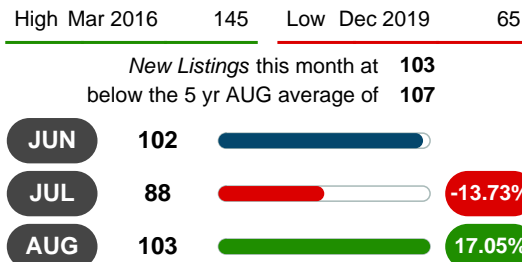


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	103		17	52	29	5
Total New Listed Volume	16,635,186	100%	1.32M	6.85M	6.45M	2.01M
Median New Listed Listing Price	\$130,000		\$64,500	\$117,400	\$189,899	\$384,900

August 2020



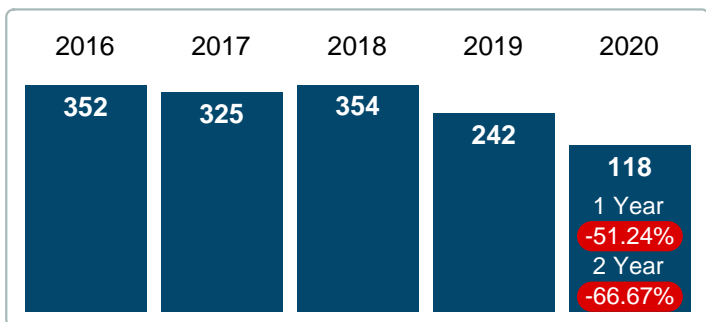
Area Delimited by County Of Washington - Residential Property Type



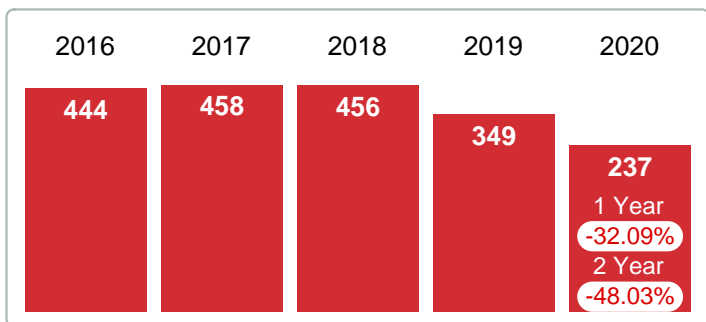
ACTIVE INVENTORY

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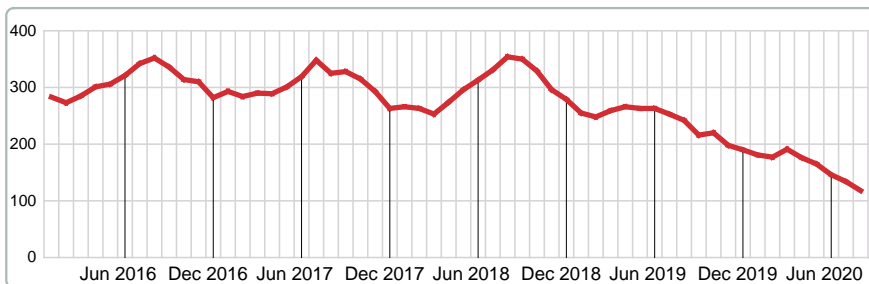
END OF AUGUST



ACTIVE DURING AUGUST

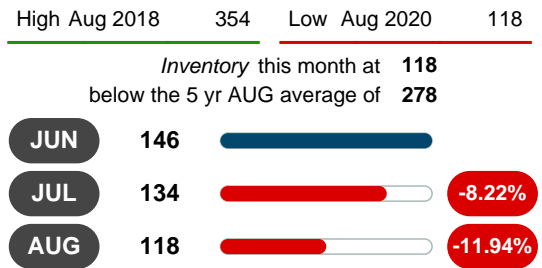


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 278



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	8.47%	37.0	6	3	1	0
\$40,001 - \$60,000	12	10.17%	78.0	3	7	2	0
\$60,001 - \$90,000	19	16.10%	66.0	4	13	2	0
\$90,001 - \$160,000	32	27.12%	27.5	4	21	7	0
\$160,001 - \$220,000	18	15.25%	33.0	2	7	7	2
\$220,001 - \$370,000	15	12.71%	95.0	0	3	9	3
\$370,001 and up	12	10.17%	36.0	0	3	4	5
Total Active Inventory by Units	118			19	57	32	10
Total Active Inventory by Volume	20,507,657	100%	44.0	1.48M	7.59M	7.70M	3.73M
Median Active Inventory Listing Price	\$132,450			\$67,500	\$114,500	\$199,500	\$354,000

August 2020



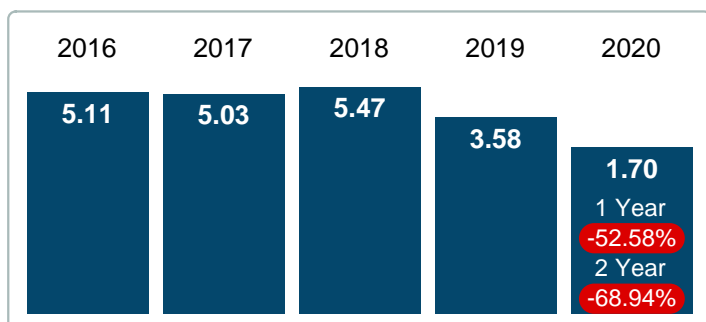
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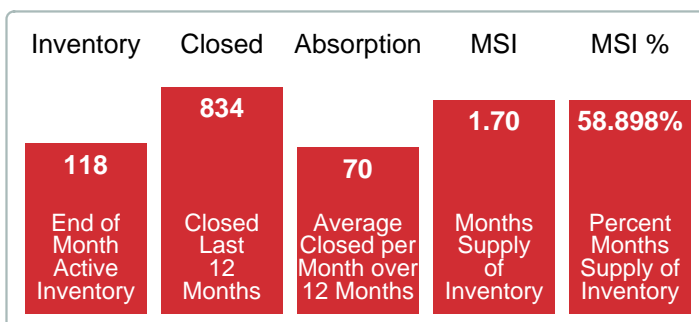
MONTHS SUPPLY of INVENTORY (MSI)

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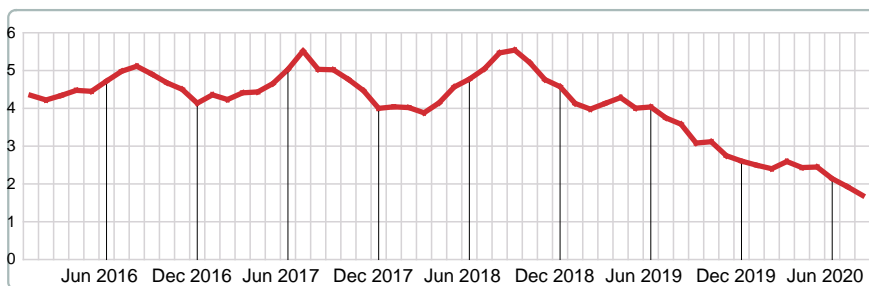
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

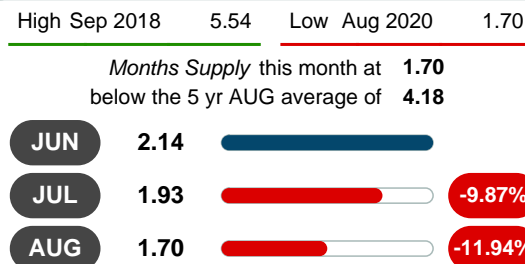


5 YEAR MARKET ACTIVITY TRENDS



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	8.47%	1.79	2.57	1.00	4.00	0.00
\$40,001 - \$60,000	10.17%	2.25	1.29	2.63	6.00	0.00
\$60,001 - \$90,000	16.10%	1.71	2.18	1.61	1.85	0.00
\$90,001 - \$160,000	27.12%	1.36	3.20	1.15	1.95	0.00
\$160,001 - \$220,000	15.25%	1.60	4.00	1.65	1.17	4.00
\$220,001 - \$370,000	12.71%	1.42	0.00	1.50	1.27	2.12
\$370,001 and up	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



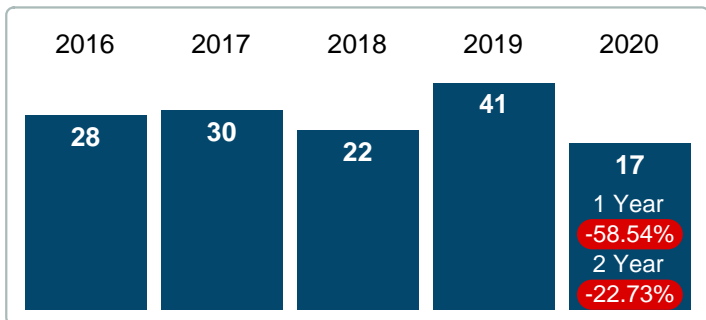
Area Delimited by County Of Washington - Residential Property Type



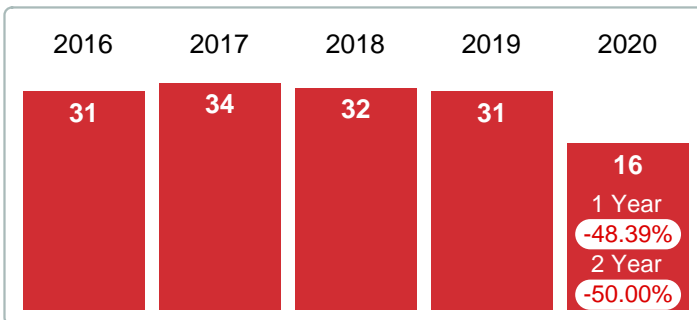
MEDIAN DAYS ON MARKET TO SALE

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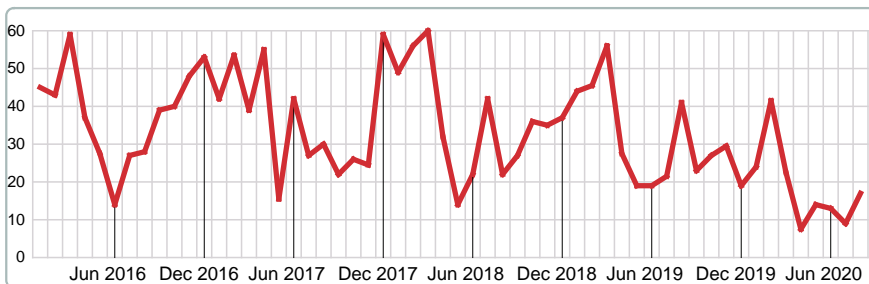
AUGUST



YEAR TO DATE (YTD)

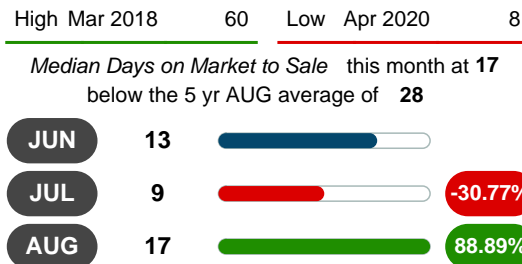


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 28



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
\$60,000 and less	8	9.64%	40	34	95	0	0
\$60,001 - \$80,000	8	9.64%	15	164	6	0	0
\$80,001 - \$120,000	16	19.28%	18	23	16	19	0
\$120,001 - \$160,000	20	24.10%	6	0	6	7	0
\$160,001 - \$210,000	11	13.25%	29	6	17	39	57
\$210,001 - \$280,000	11	13.25%	20	0	38	20	0
\$280,001 and up	9	10.84%	54	0	19	77	153
Median Closed DOM	17			23	8	20	105
Total Closed Units	83			7	47	27	2
Total Closed Volume	13,210,025			490.50K	6.54M	5.71M	471.90K

August 2020



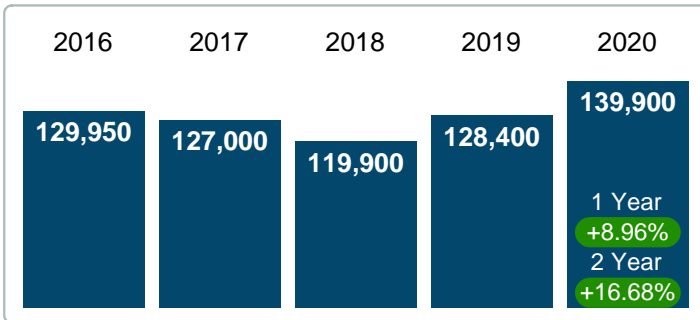
Area Delimited by County Of Washington - Residential Property Type



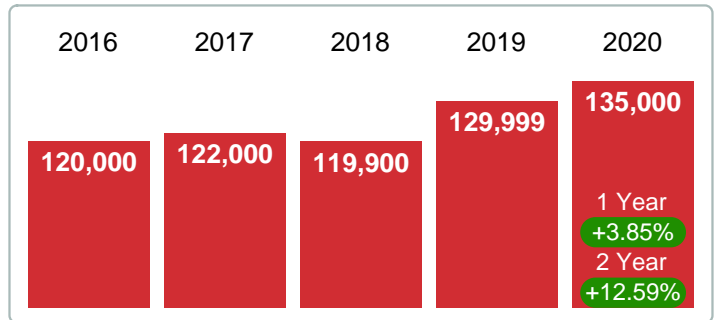
MEDIAN LIST PRICE AT CLOSING

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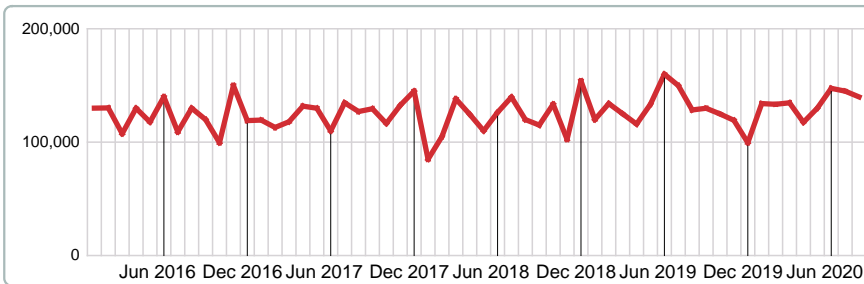
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

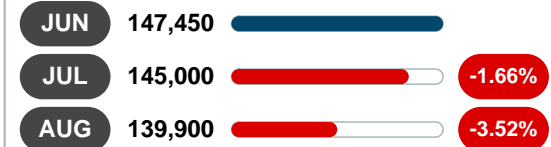


3 MONTHS

5 year AUG AVG = 129,030

High Jun 2019 159,950 Low Jan 2018 84,900

Median List Price at Closing this month at **139,900**
above the 5 yr AUG average of **129,030**



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
\$60,000 and less	9.64%	38,950	46,450	29,900	0	0
\$60,001 - \$80,000	9.64%	75,750	76,500	75,000	0	0
\$80,001 - \$120,000	20.48%	99,500	89,000	99,500	103,000	0
\$120,001 - \$160,000	21.69%	139,900	0	139,900	144,900	0
\$160,001 - \$210,000	13.25%	179,900	200,000	179,900	176,250	169,900
\$210,001 - \$280,000	14.46%	239,450	0	225,000	250,450	0
\$280,001 and up	10.84%	323,000	0	379,900	299,900	339,000
Median List Price		139,900	54,950	120,000	214,900	254,450
Total Closed Units	100%	139,900	7	47	27	2
Total Closed Volume		13,592,450	548.35K	6.66M	5.87M	508.90K

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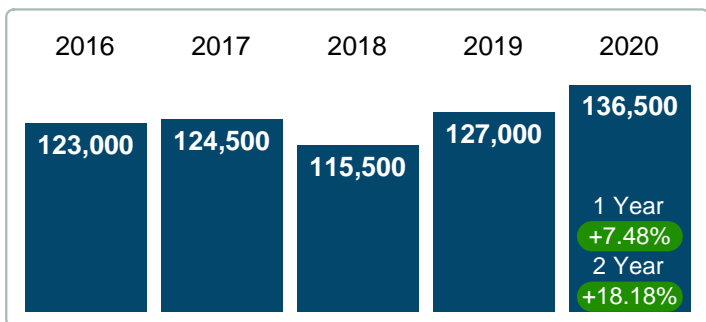
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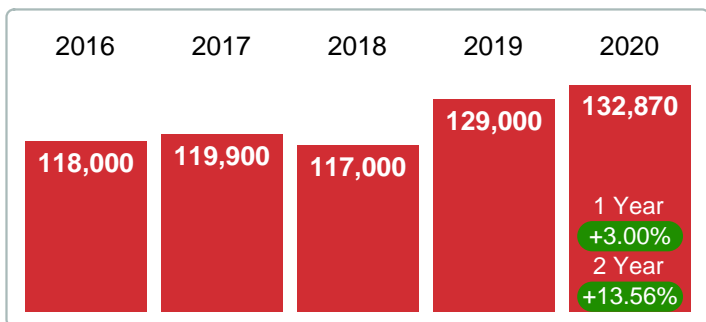
MEDIAN SOLD PRICE AT CLOSING

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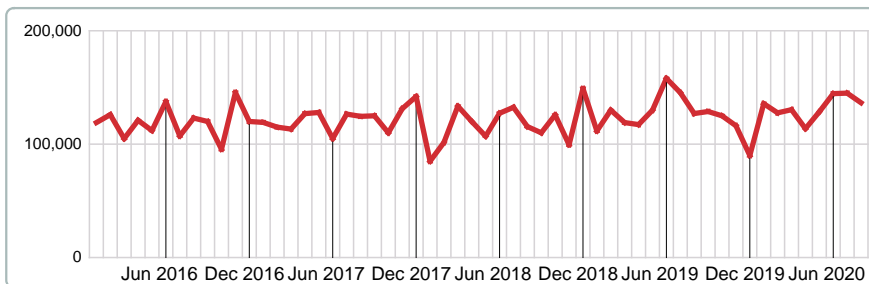
AUGUST



YEAR TO DATE (YTD)

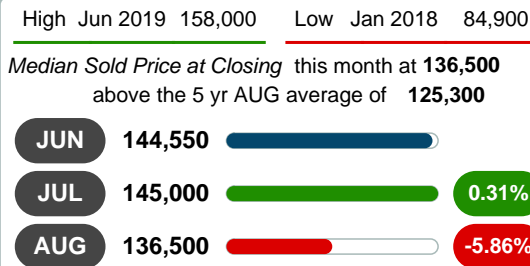


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 125,300



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
\$60,000 and less	8	9.64%	35,000	40,000	23,500	0	0
\$60,001 - \$80,000	8	9.64%	73,250	74,000	72,500	0	0
\$80,001 - \$120,000	16	19.28%	94,050	84,500	95,100	97,750	0
\$120,001 - \$160,000	20	24.10%	138,250	0	132,500	154,000	0
\$160,001 - \$210,000	11	13.25%	179,900	169,000	179,900	188,750	171,900
\$210,001 - \$280,000	11	13.25%	228,000	0	222,150	251,000	0
\$280,001 and up	9	10.84%	300,000	0	372,500	299,000	300,000
Median Sold Price			136,500	50,000	122,500	213,900	235,950
Total Closed Units		100%	136,500	7	47	27	2
Total Closed Volume			13,210,025	490.50K	6.54M	5.71M	471.90K

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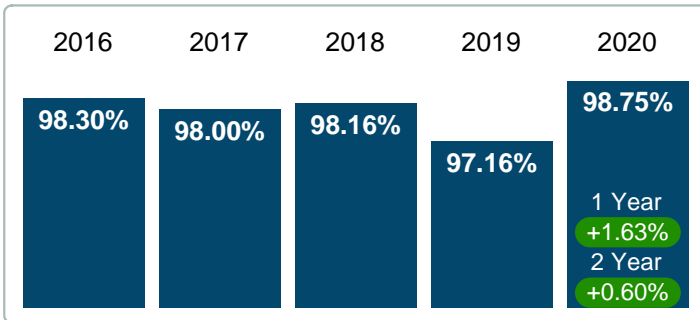
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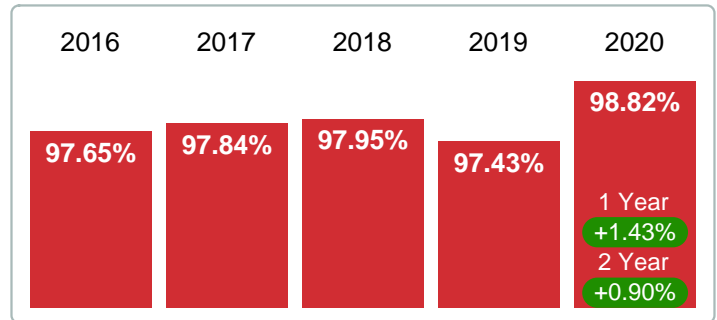
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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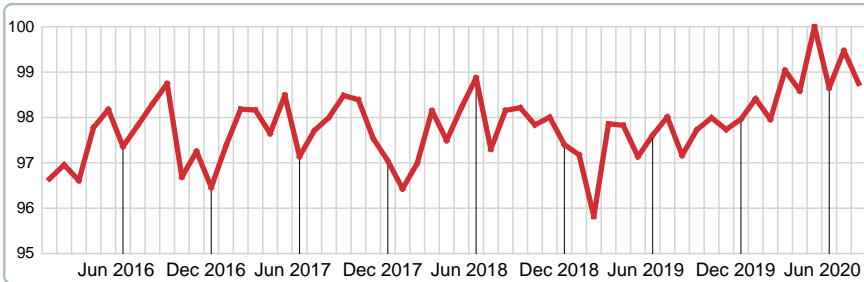
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

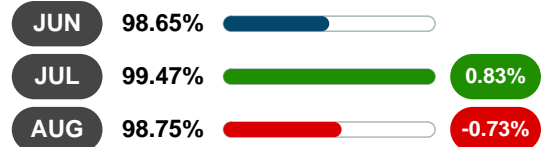


3 MONTHS

5 year AUG AVG = 98.07%

High May 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.75%**
above the 5 yr AUG average of **98.07%**



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
\$60,000 and less	8	9.64%	87.28%	88.96%	77.19%	0.00%	0.00%
\$60,001 - \$80,000	8	9.64%	98.61%	96.73%	98.75%	0.00%	0.00%
\$80,001 - \$120,000	16	19.28%	99.76%	94.94%	100.00%	97.20%	0.00%
\$120,001 - \$160,000	20	24.10%	99.37%	0.00%	100.00%	96.31%	0.00%
\$160,001 - \$210,000	11	13.25%	100.00%	84.50%	100.61%	98.14%	101.18%
\$210,001 - \$280,000	11	13.25%	99.53%	0.00%	98.81%	99.53%	0.00%
\$280,001 and up	9	10.84%	98.25%	0.00%	98.05%	98.31%	88.50%
Median Sold/List Ratio		98.75%		91.07%	99.70%	98.39%	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



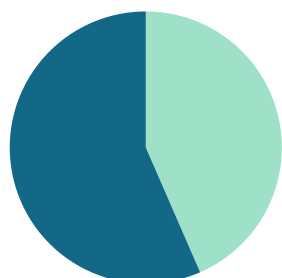
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

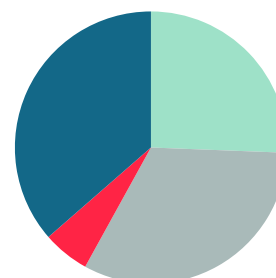


Inventory
 New Listings
103 = 43.46%
 Start Inventory
134
 Total Inventory Units
237
 Volume
\$39,306,376

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%
Median List Price	128,400	139,900	8.96%	129,999	135,000	3.85%
Median Sale Price	127,000	136,500	7.48%	129,000	132,870	3.00%
Median Percent of Selling Price to List Price	97.16%	98.75%	1.63%	97.43%	98.82%	1.43%
Median Days on Market to Sale	41.00	17.00	-58.54%	31.00	16.00	-48.39%
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

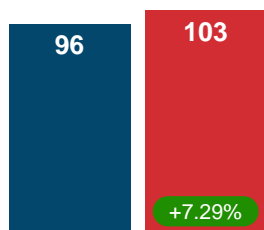
Inventory on August 31, 2020 = **118**

2019 **2020**

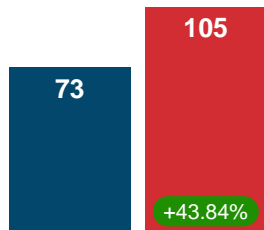
AUGUST MARKET

MEDIAN PRICES

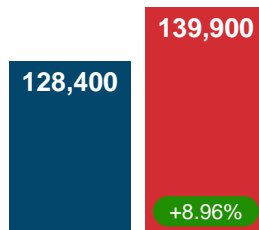
New Listings



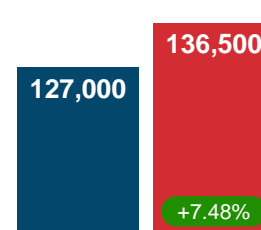
Pending Listings



List Price



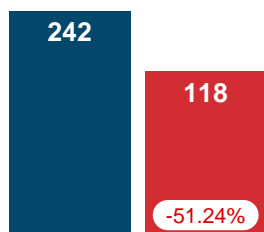
Sale Price



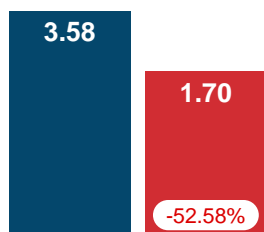
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

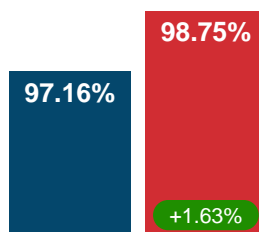
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

