

February 2020



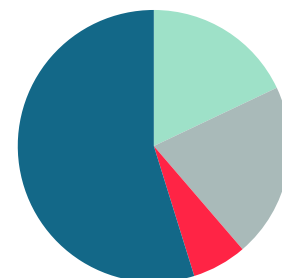
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2019	2020	+/-%
Closed Listings	44	58	31.82%
Pending Listings	68	67	-1.47%
New Listings	92	82	-10.87%
Average List Price	142,078	167,775	18.09%
Average Sale Price	135,914	156,335	15.03%
Average Percent of Selling Price to List Price	94.98%	95.96%	1.03%
Average Days on Market to Sale	62.00	48.72	-21.41%
End of Month Inventory	248	177	-28.63%
Months Supply of Inventory	3.98	2.40	-39.61%



■ Closed (17.96%)
■ Pending (20.74%)
■ Other OffMarket (6.50%)
■ Active (54.80%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of February 29, 2020 = **177**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **28.63%** to 177 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **2.40** 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 **15.03%** in February 2020 to \$156,335 versus the previous year at \$135,914.

Average Days on Market Shortens

The average number of **48.72** days that homes spent on the market before selling decreased by 13.28 days or **21.41%** in February 2020 compared to last year's same month at **62.00** DOM.

Sales Success for February 2020 is Positive

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

There were 82 New Listings in February 2020, down **10.87%** from last year at 92. Furthermore, there were 58 Closed Listings this month versus last year at 44, a **31.82%** increase.

Closed versus Listed trends yielded a **70.7%** ratio, up from previous year's, February 2019, at **47.8%**, a **47.89%** 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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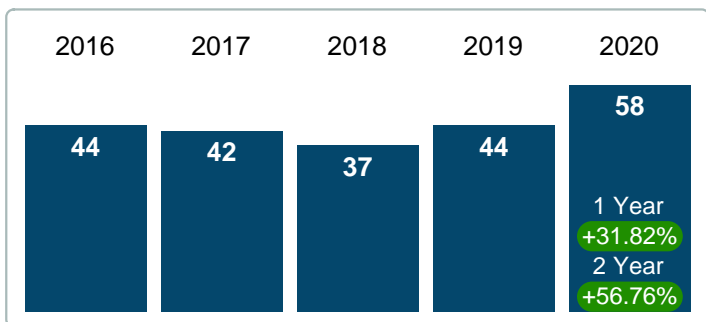
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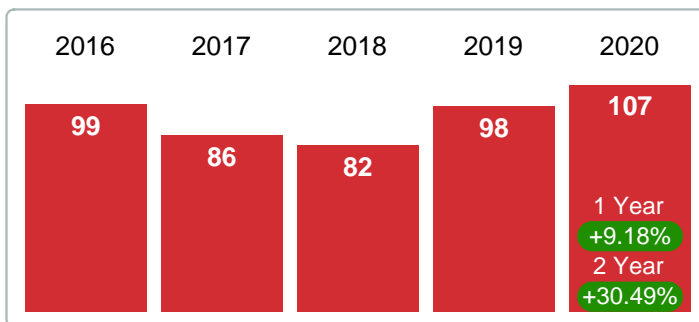
CLOSED LISTINGS

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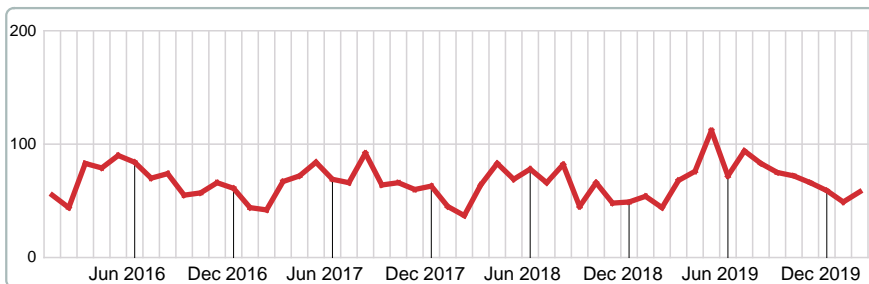
FEBRUARY



YEAR TO DATE (YTD)

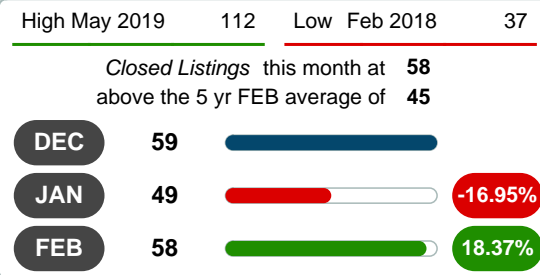


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.72%	35.0	1	0	0	0
\$25,001 - \$75,000	11	18.97%	38.9	3	8	0	0
\$75,001 - \$100,000	6	10.34%	42.2	1	5	0	0
\$100,001 - \$125,000	10	17.24%	31.7	1	9	0	0
\$125,001 - \$175,000	14	24.14%	51.6	0	9	5	0
\$175,001 - \$225,000	6	10.34%	65.8	0	3	3	0
\$225,001 and up	10	17.24%	67.6	0	2	6	2
Total Closed Units	58			6	36	14	2
Total Closed Volume	9,067,407	100%	48.7	337.50K	4.24M	2.79M	1.70M
Average Closed Price	\$156,335			\$56,250	\$117,843	\$199,398	\$848,000

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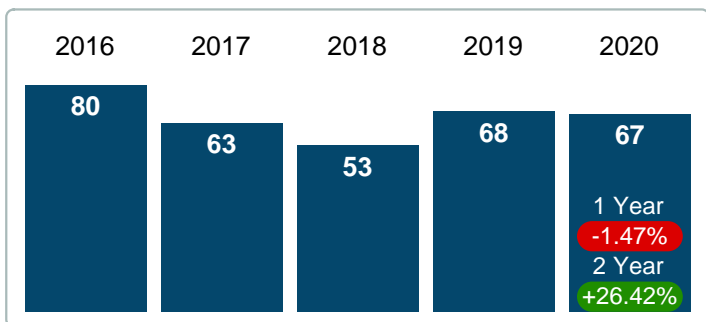
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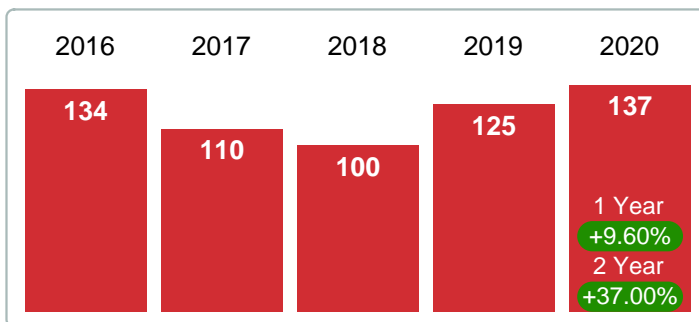
PENDING LISTINGS

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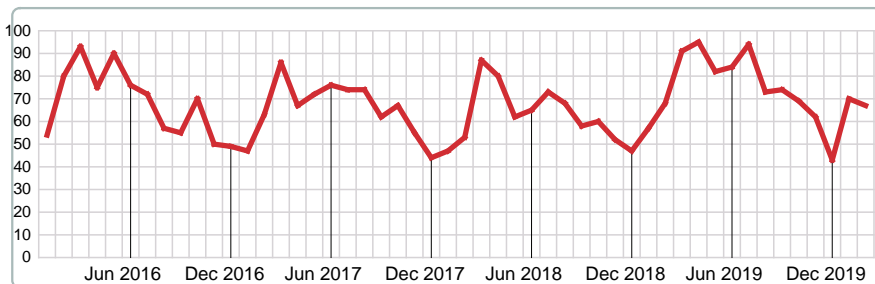
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 66

High Apr 2019 95 Low Dec 2019 43

Pending Listings this month at **67**
above the 5 yr FEB average of **66**



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	5	7.46%	49.6	2	3	0	0
\$50,001 - \$75,000	9	13.43%	16.7	5	4	0	0
\$75,001 - \$100,000	11	16.42%	46.3	2	8	1	0
\$100,001 - \$125,000	9	13.43%	37.6	0	8	1	0
\$125,001 - \$200,000	17	25.37%	47.1	3	6	8	0
\$200,001 - \$250,000	8	11.94%	58.6	0	2	6	0
\$250,001 and up	8	11.94%	32.3	0	2	4	2
Total Pending Units	67			12	33	20	2
Total Pending Volume	11,779,900	100%	40.0	1.11M	4.55M	4.06M	2.06M
Average Listing Price	\$176,846			\$92,875	\$137,858	\$202,855	\$1,029,500

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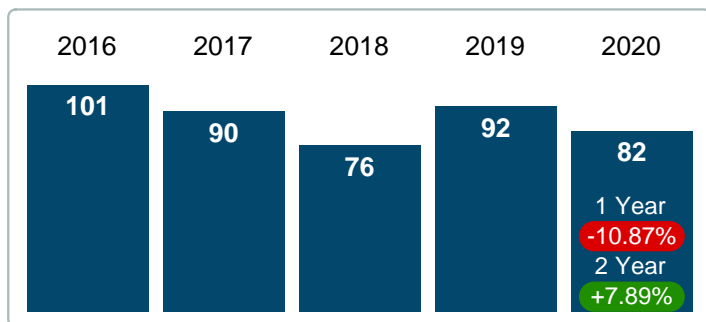
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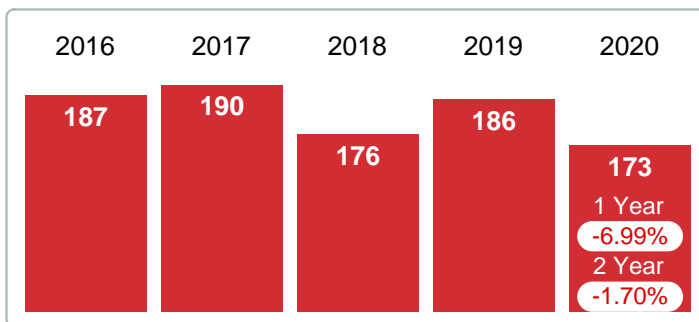
NEW LISTINGS

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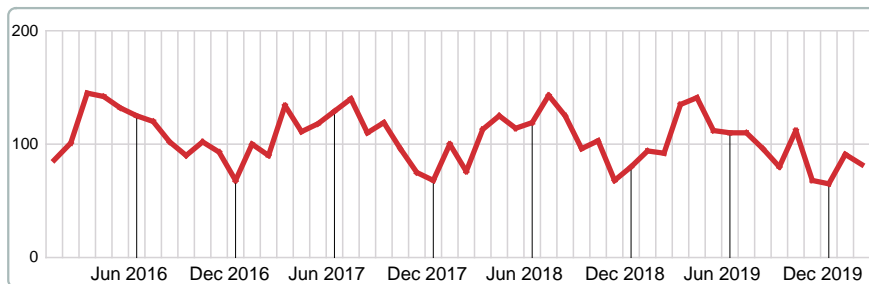
FEBRUARY



YEAR TO DATE (YTD)

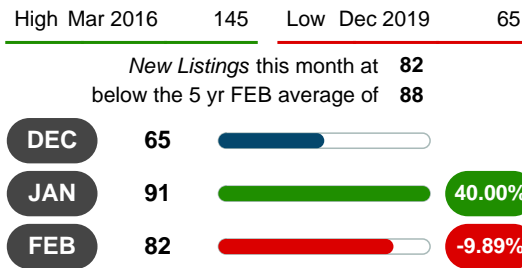


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 88



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.76%	3	4	0	1
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	14	17.07%	6	7	1	0
\$75,001 - \$175,000	30	36.59%	2	22	5	1
\$175,001 - \$225,000	8	9.76%	1	4	3	0
\$225,001 - \$300,000	13	15.85%	0	2	9	2
\$300,001 and up	9	10.98%	0	2	6	1
Total New Listed Units	82		12	41	24	5
Total New Listed Volume	14,734,849	100%	884.75K	5.25M	6.08M	2.51M
Average New Listed Listing Price	\$163,223		\$73,729	\$128,083	\$253,538	\$502,760

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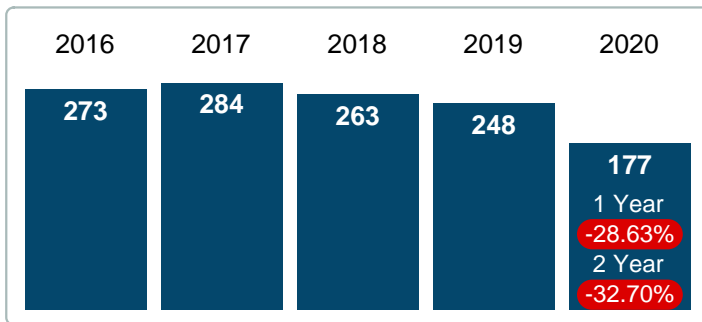
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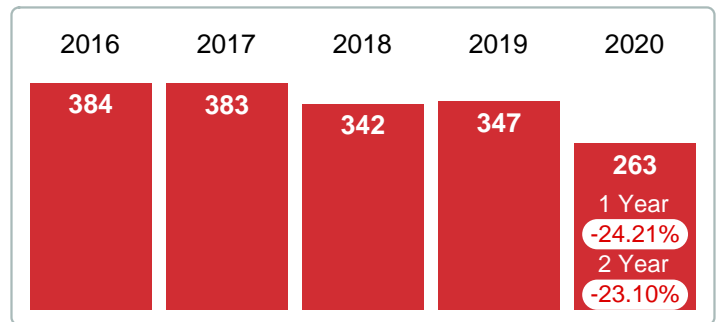
ACTIVE INVENTORY

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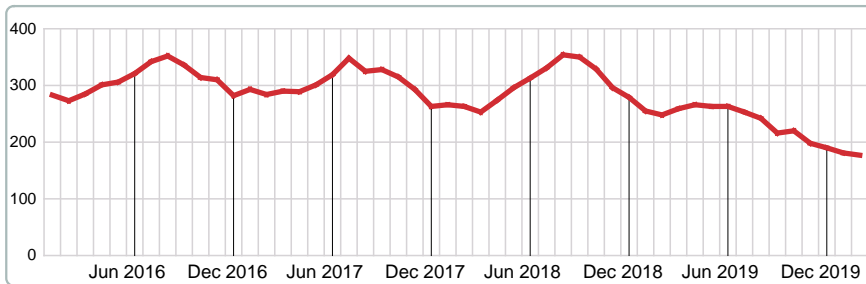
END OF FEBRUARY



ACTIVE DURING FEBRUARY

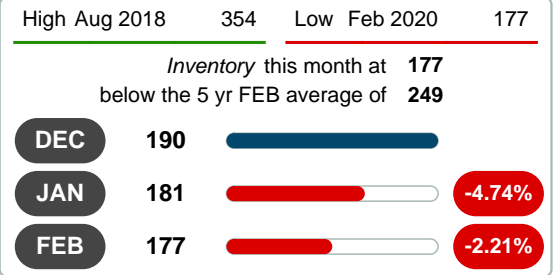


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 249



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	6	3.39%	62.8	4	2	0	0
\$25,001 - \$50,000	14	7.91%	61.2	4	7	2	1
\$50,001 - \$100,000	44	24.86%	61.0	13	27	4	0
\$100,001 - \$200,000	45	25.42%	64.4	1	23	19	2
\$200,001 - \$275,000	28	15.82%	62.9	2	10	14	2
\$275,001 - \$375,000	22	12.43%	72.9	3	2	12	5
\$375,001 and up	18	10.17%	122.0	2	3	9	4
Total Active Inventory by Units	177			29	74	60	14
Total Active Inventory by Volume	34,266,899	100%	69.9	3.92M	10.08M	15.46M	4.81M
Average Active Inventory Listing Price	\$193,598			\$135,098	\$136,208	\$257,701	\$343,400

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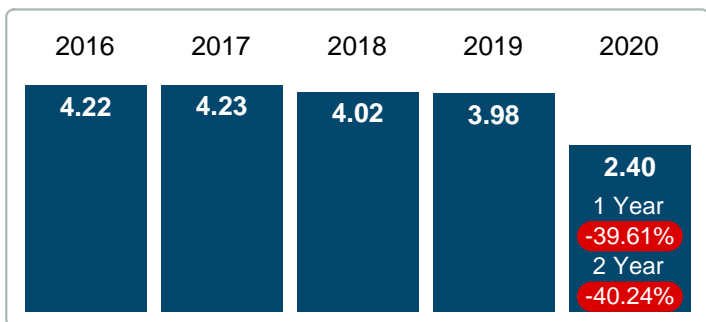
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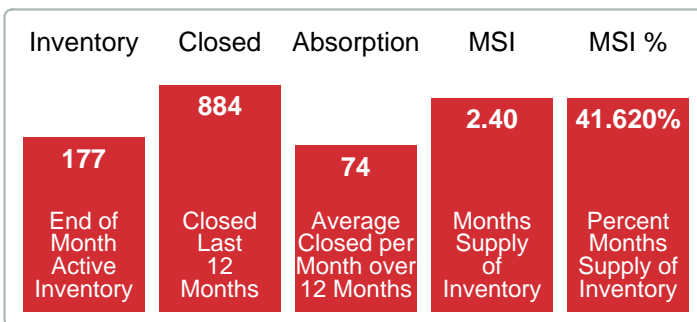
MONTHS SUPPLY of INVENTORY (MSI)

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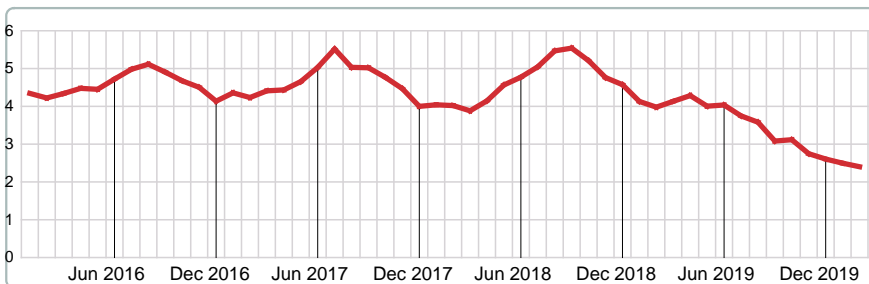
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

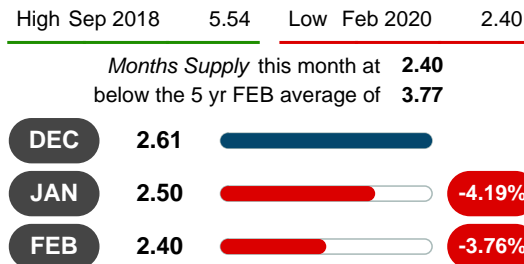


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.77



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
\$25,000 and less	6	3.39%	2.00	4.00	1.04	0.00	0.00
\$25,001 - \$50,000	14	7.91%	2.85	2.00	2.63	8.00	0.00
\$50,001 - \$100,000	44	24.86%	2.61	4.00	2.20	3.20	0.00
\$100,001 - \$200,000	45	25.42%	1.43	0.75	1.12	2.11	3.00
\$200,001 - \$275,000	28	15.82%	2.51	0.00	2.86	2.05	2.40
\$275,001 - \$375,000	22	12.43%	4.71	0.00	3.00	3.51	8.57
\$375,001 and up	18	10.17%	11.37	0.00	7.20	12.00	9.60
Market Supply of Inventory (MSI)			2.40	3.82	1.77	2.78	5.42
Total Active Inventory by Units		100%	2.40	29	74	60	14

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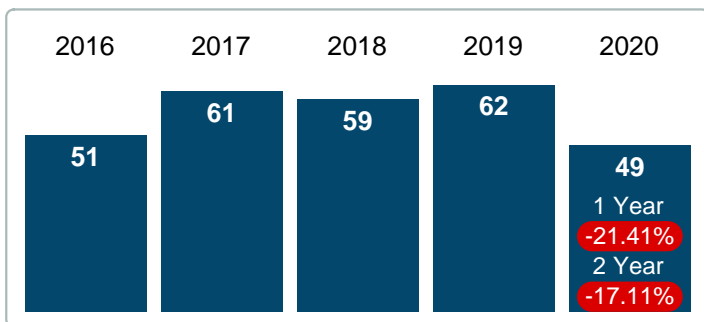
Area Delimited by County Of Washington - Residential Property Type



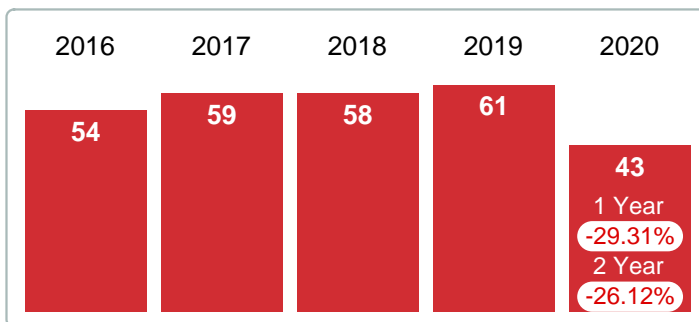
AVERAGE DAYS ON MARKET TO SALE

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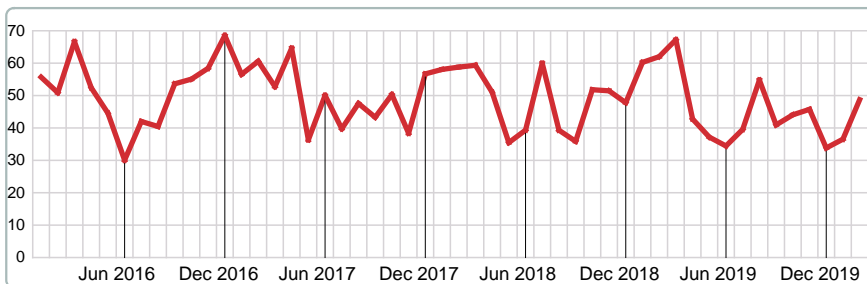
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 56

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 49 below the 5 yr FEB average of 56



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
\$25,000 and less	1.72%	35	35	0	0	0
\$25,001 - \$75,000	18.97%	39	71	27	0	0
\$75,001 - \$100,000	10.34%	42	3	50	0	0
\$100,001 - \$125,000	17.24%	32	32	32	0	0
\$125,001 - \$175,000	24.14%	52	0	41	71	0
\$175,001 - \$225,000	10.34%	66	0	68	64	0
\$225,001 and up	17.24%	68	0	47	70	82
Average Closed DOM		49	47	39	69	82
Total Closed Units	100%	49	6	36	14	2
Total Closed Volume		9,067,407	337.50K	4.24M	2.79M	1.70M

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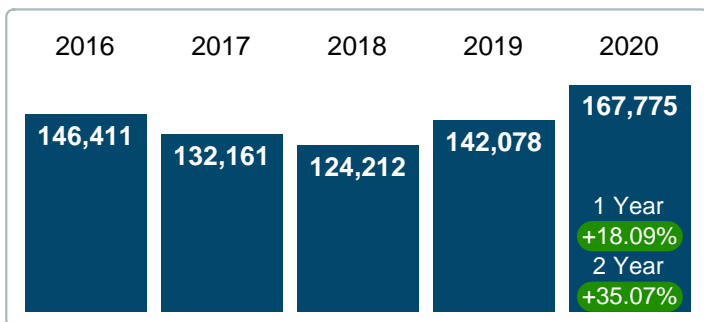
Area Delimited by County Of Washington - Residential Property Type



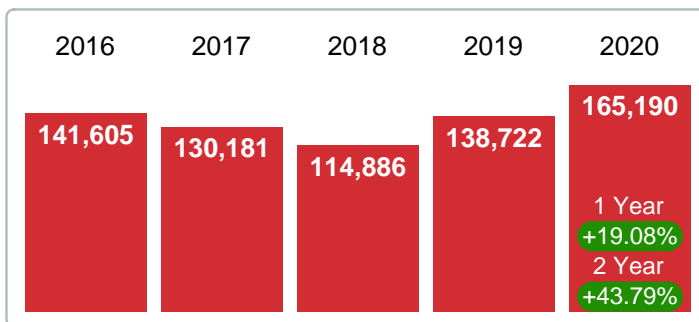
AVERAGE LIST PRICE AT CLOSING

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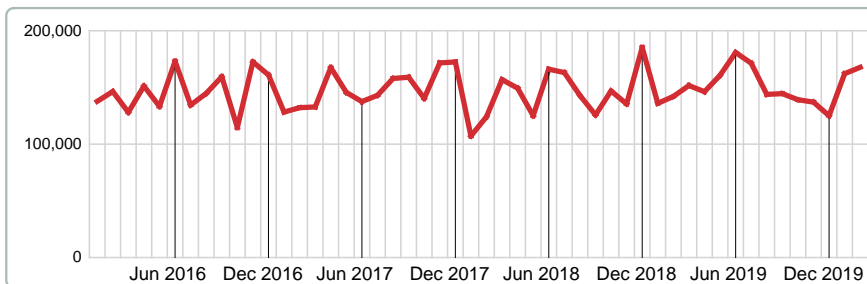
FEBRUARY



YEAR TO DATE (YTD)

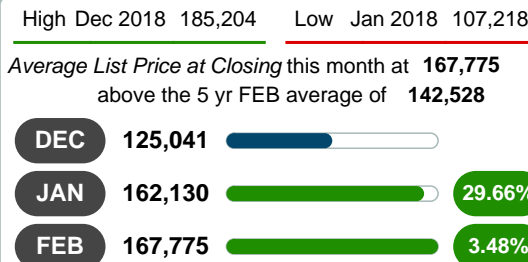


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 142,528



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
\$25,000 and less	1	1.72%	22,900	22,900	0	0	0
\$25,001 - \$75,000	11	18.97%	58,818	50,167	62,063	0	0
\$75,001 - \$100,000	7	12.07%	87,898	77,500	87,757	0	0
\$100,001 - \$125,000	8	13.79%	113,838	109,900	114,411	0	0
\$125,001 - \$175,000	17	29.31%	148,962	0	144,850	149,860	0
\$175,001 - \$225,000	4	6.90%	193,925	0	184,300	190,767	0
\$225,001 and up	10	17.24%	422,700	0	267,450	258,683	1,070,000
Average List Price			167,775	60,133	121,012	205,264	1,070,000
Total Closed Units		100%	167,775	6	36	14	2
Total Closed Volume			9,730,937	360.80K	4.36M	2.87M	2.14M

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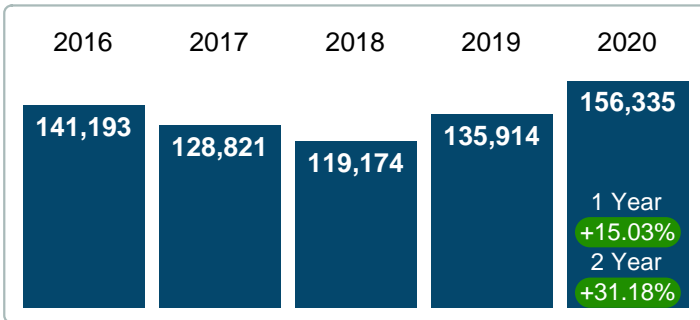
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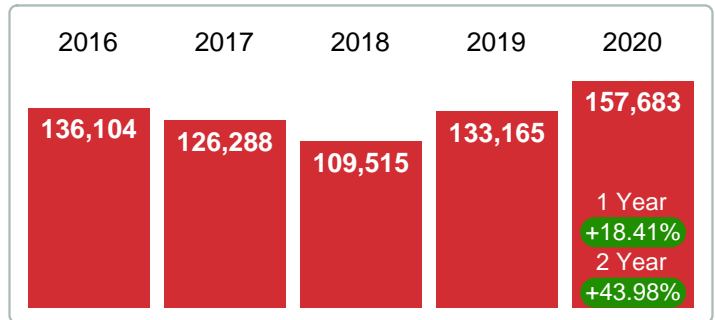
AVERAGE SOLD PRICE AT CLOSING

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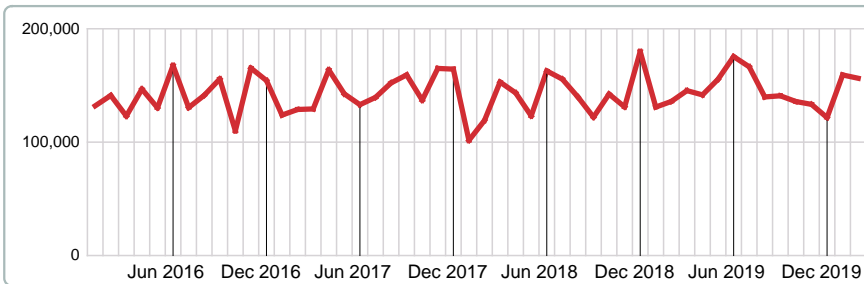
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

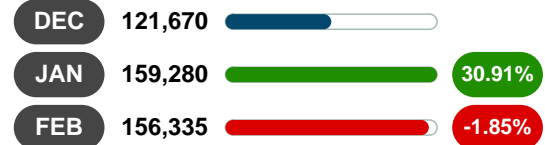


3 MONTHS

5 year FEB AVG = 136,287

High Dec 2018 179,911 Low Jan 2018 101,572

Average Sold Price at Closing this month at **156,335** above the 5 yr FEB average of **136,287**



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
\$25,000 and less	1.72%	21,500	21,500	0	0	0
\$25,001 - \$75,000	18.97%	54,109	45,667	57,275	0	0
\$75,001 - \$100,000	10.34%	85,648	76,000	87,577	0	0
\$100,001 - \$125,000	17.24%	112,580	103,000	113,644	0	0
\$125,001 - \$175,000	24.14%	141,804	0	141,361	142,600	0
\$175,001 - \$225,000	10.34%	187,000	0	184,667	189,333	0
\$225,001 and up	17.24%	370,377	0	248,600	251,762	848,000
Average Sold Price		156,335	56,250	117,843	199,398	848,000
Total Closed Units	100%	156,335	6	36	14	2
Total Closed Volume		9,067,407	337.50K	4.24M	2.79M	1.70M

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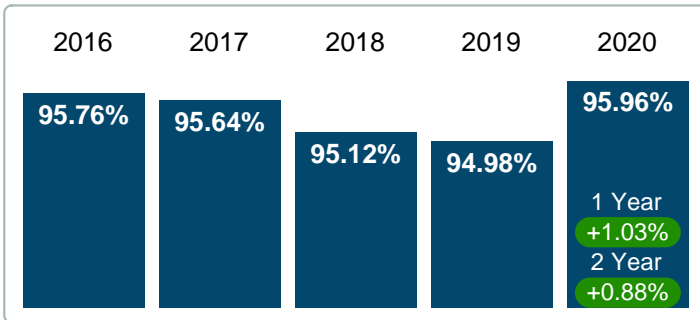
Area Delimited by County Of Washington - Residential Property Type



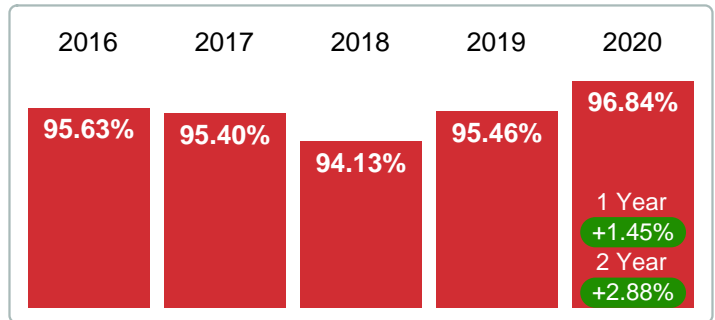
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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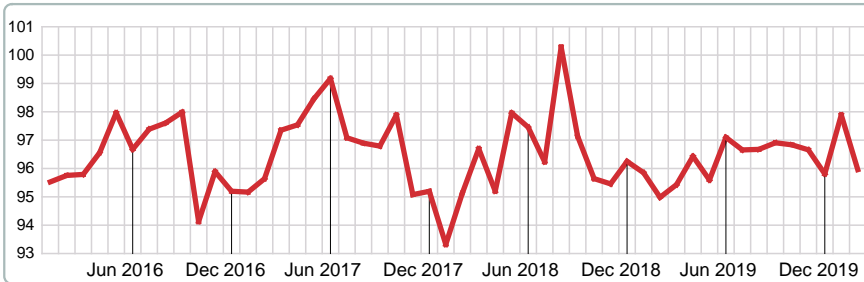
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 95.49%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **95.96%** above the 5 yr FEB average of **95.49%**



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	
\$25,000 and less	1	1.72%	93.89%	93.89%	0.00%	0.00%	0.00%	
\$25,001 - \$75,000	11	18.97%	91.18%	89.52%	91.80%	0.00%	0.00%	
\$75,001 - \$100,000	6	10.34%	99.45%	98.06%	99.73%	0.00%	0.00%	
\$100,001 - \$125,000	10	17.24%	98.85%	93.72%	99.42%	0.00%	0.00%	
\$125,001 - \$175,000	14	24.14%	96.67%	0.00%	97.54%	95.11%	0.00%	
\$175,001 - \$225,000	6	10.34%	99.79%	0.00%	100.23%	99.36%	0.00%	
\$225,001 and up	10	17.24%	93.14%	0.00%	93.13%	97.44%	80.24%	
Average Sold/List Ratio		96.00%		92.37%	97.02%	97.02%	80.24%	
Total Closed Units		58	100%	96.00%	6	36	14	2
Total Closed Volume		9,067,407			337.50K	4.24M	2.79M	1.70M

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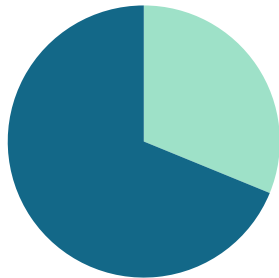
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MARKET SUMMARY

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

INVENTORY

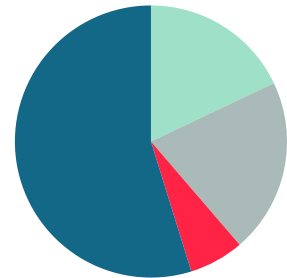


Inventory
 New Listings
82 = 31.18%
 Start Inventory
181
 Total Inventory Units
263
 Volume
\$49,644,699

Market Activity

Closed Sales
58 = 17.96%
 Pending Sales
67 = 20.74%
 Other Off Market
21 = 6.50%
 Active Inventory
177 = 54.80%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	44	58	31.82%	98	107	9.18%
Pending Sales	68	67	-1.47%	125	137	9.60%
New Listings	92	82	-10.87%	186	173	-6.99%
Average List Price	142,078	167,775	18.09%	138,722	165,190	19.08%
Average Sale Price	135,914	156,335	15.03%	133,165	157,683	18.41%
Average Percent of Selling Price to List Price	94.98%	95.96%	1.03%	95.46%	96.84%	1.45%
Average Days on Market to Sale	62.00	48.72	-21.41%	61.03	43.14	-29.31%
Monthly Inventory	248	177	-28.63%	248	177	-28.63%
Months Supply of Inventory	3.98	2.40	-39.61%	3.98	2.40	-39.61%

Absorption: Last 12 months, an Average of **74** Sales/Month

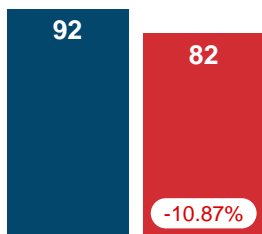
Inventory on February 29, 2020 = **177**

2019 **2020**

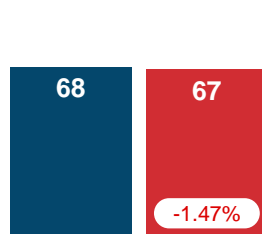
FEBRUARY MARKET

AVERAGE PRICES

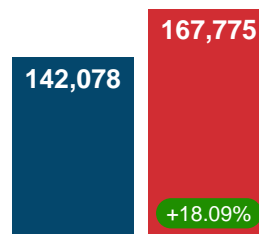
New Listings



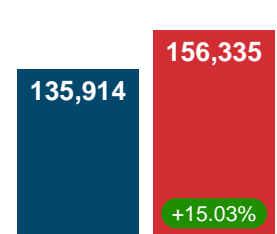
Pending Listings



List Price



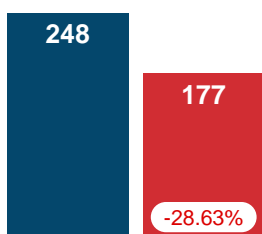
Sale Price



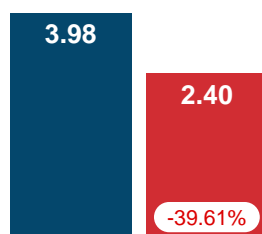
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

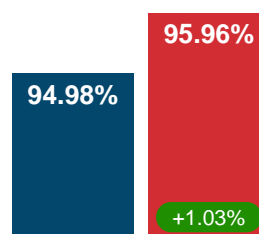
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

