

February 2020



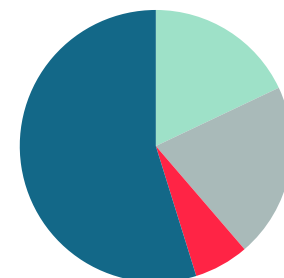
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	134,000	133,375	-0.47%
Median Sale Price	130,000	127,625	-1.83%
Median Percent of Selling Price to List Price	95.82%	97.96%	2.23%
Median Days on Market to Sale	45.50	41.50	-8.79%
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.

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 **1.83%** in February 2020 to \$127,625 versus the previous year at \$130,000.

Median Days on Market Shortens

The median number of **41.50** days that homes spent on the market before selling decreased by 4.00 days or **8.79%** in February 2020 compared to last year's same month at **45.50** DOM.

Sales Success for February 2020 is Positive

Overall, with Median Prices falling 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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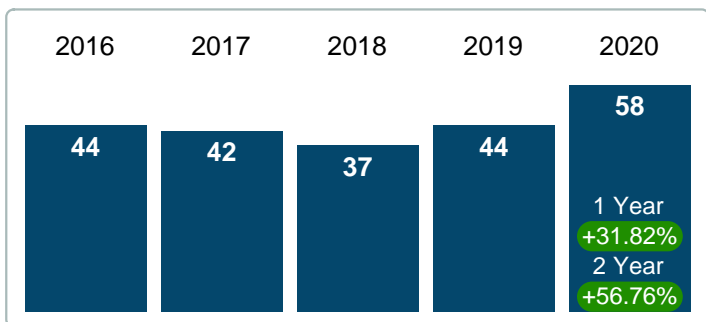
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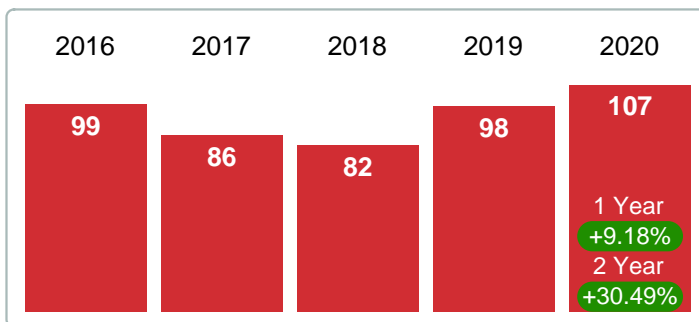
CLOSED LISTINGS

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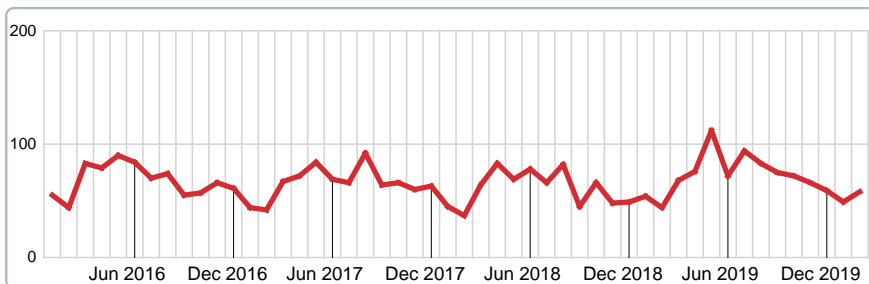
FEBRUARY



YEAR TO DATE (YTD)

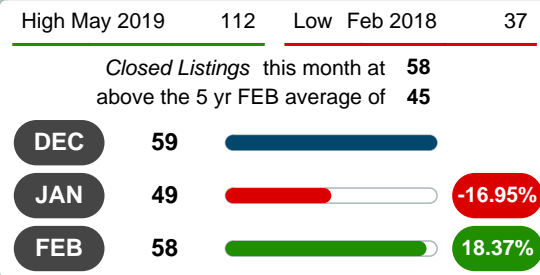


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	5.17%	35.0	2	1	0	0
\$40,001 - \$80,000	11	18.97%	28.0	3	8	0	0
\$80,001 - \$100,000	4	6.90%	53.5	0	4	0	0
\$100,001 - \$140,000	18	31.03%	18.0	1	15	2	0
\$140,001 - \$180,000	8	13.79%	50.5	0	4	4	0
\$180,001 - \$240,000	7	12.07%	84.0	0	2	5	0
\$240,001 and up	7	12.07%	46.0	0	2	3	2
Total Closed Units	58			6	36	14	2
Total Closed Volume	9,067,407	100%	41.5	337.50K	4.24M	2.79M	1.70M
Median Closed Price	\$127,625			\$53,500	\$116,750	\$194,950	\$848,000

February 2020



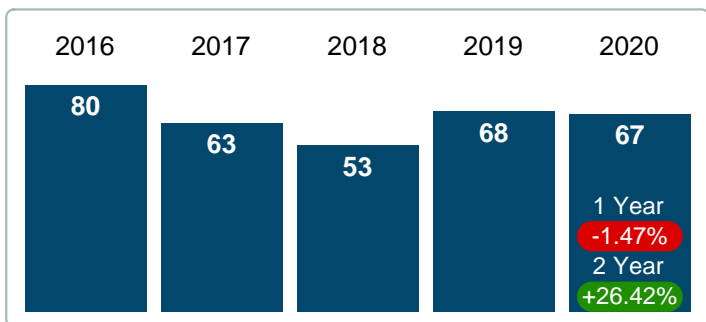
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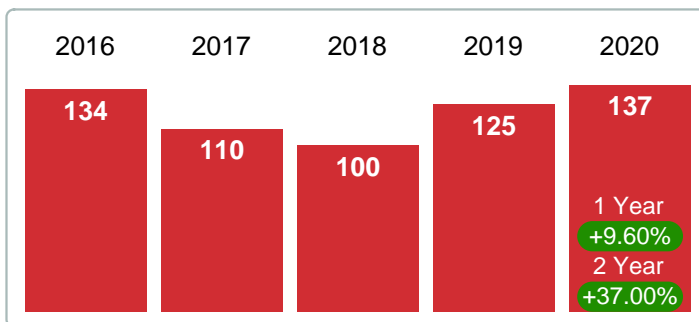
PENDING LISTINGS

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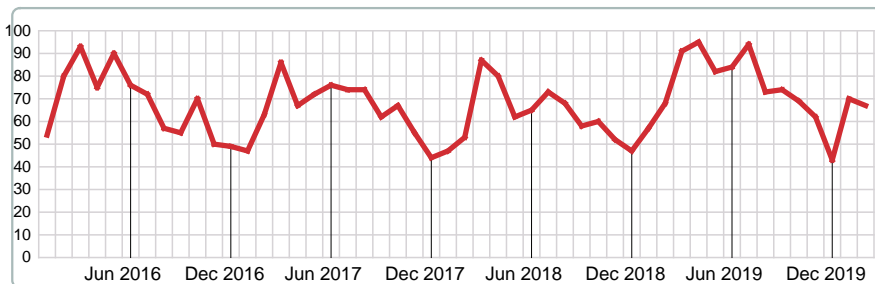
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.46%	22.0	2	3	0	0
\$50,001 - \$80,000	11	16.42%	5.0	5	6	0	0
\$80,001 - \$100,000	9	13.43%	27.0	2	6	1	0
\$100,001 - \$140,000	15	22.39%	20.0	1	12	2	0
\$140,001 - \$210,000	11	16.42%	29.0	2	2	7	0
\$210,001 - \$250,000	8	11.94%	41.5	0	2	6	0
\$250,001 and up	8	11.94%	5.5	0	2	4	2
Total Pending Units	67			12	33	20	2
Total Pending Volume	11,779,900	100%	22.0	1.11M	4.55M	4.06M	2.06M
Median Listing Price	\$125,000			\$74,250	\$105,000	\$199,900	\$1,029,500

February 2020



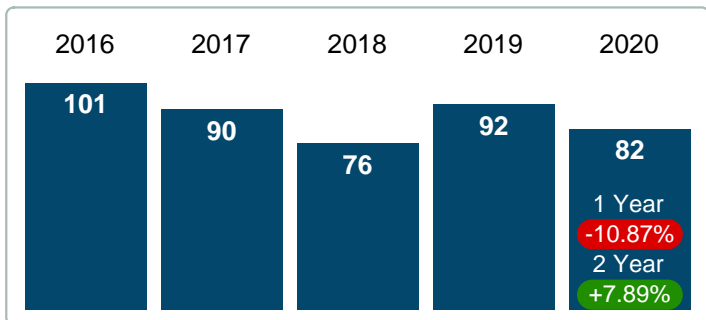
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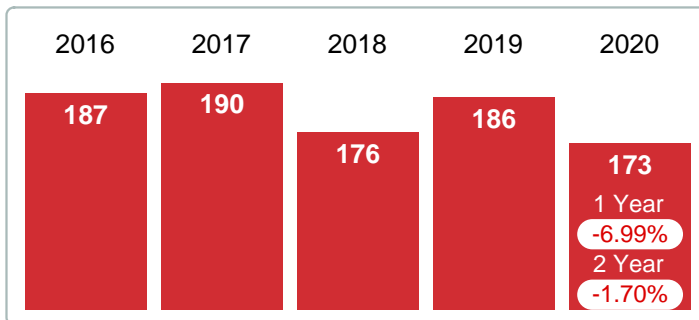
NEW LISTINGS

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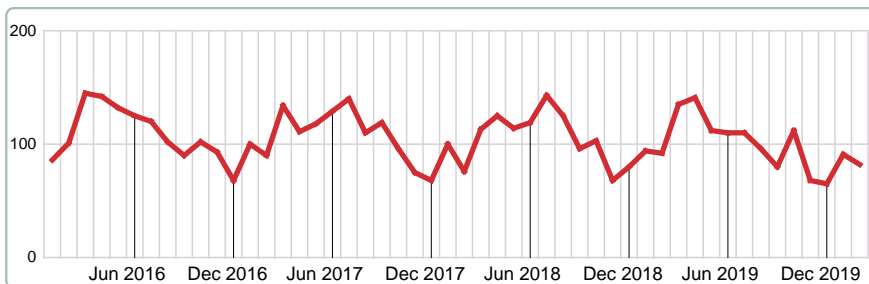
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

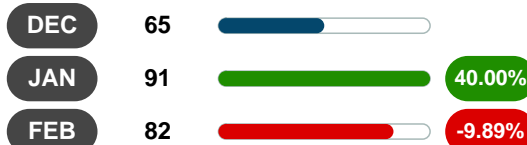


3 MONTHS

5 year FEB AVG = 88

High Mar 2016 145 Low Dec 2019 65

New Listings this month at **82**
below the 5 yr FEB average of **88**



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	8	9.76%	3	4	0	1
\$50,001 - \$70,000	9	10.98%	5	4	0	0
\$70,001 - \$90,000	13	15.85%	2	8	3	0
\$90,001 - \$170,000	19	23.17%	1	16	1	1
\$170,001 - \$230,000	13	15.85%	1	5	7	0
\$230,001 - \$300,000	11	13.41%	0	2	7	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
Median New Listed Listing Price	\$139,700		\$64,500	\$105,000	\$237,450	\$235,000

February 2020



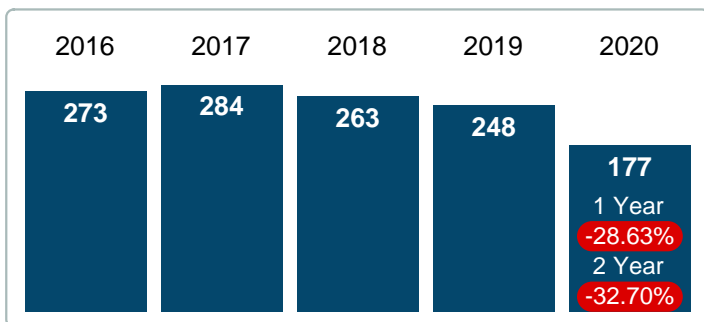
Area Delimited by County Of Washington - Residential Property Type



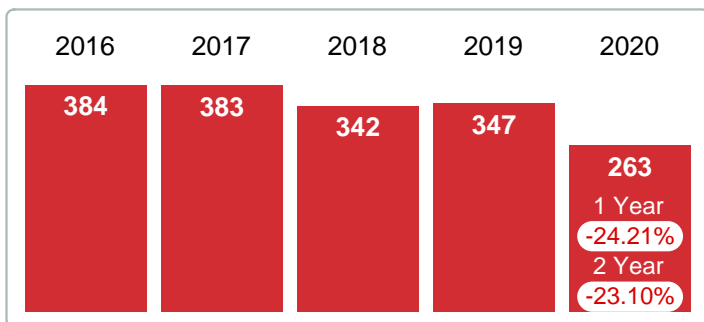
ACTIVE INVENTORY

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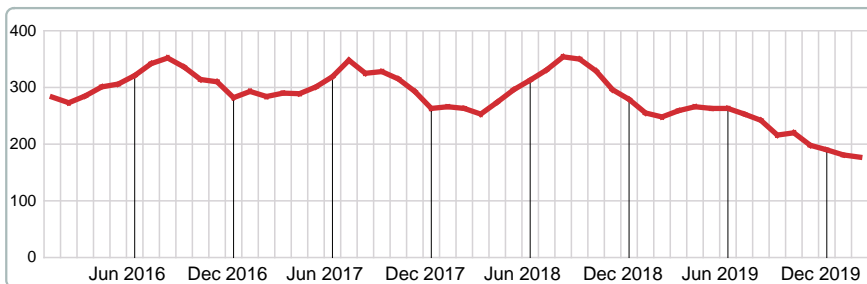
END OF FEBRUARY



ACTIVE DURING FEBRUARY

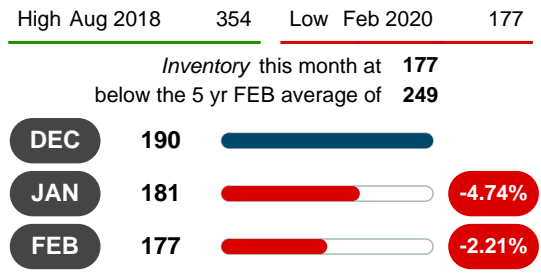


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 249



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	3.39%	45.5	4	2	0	0
\$25,001 - \$50,000	14	7.91%	48.5	4	7	2	1
\$50,001 - \$100,000	44	24.86%	46.5	13	27	4	0
\$100,001 - \$200,000	45	25.42%	53.0	1	23	19	2
\$200,001 - \$275,000	28	15.82%	45.0	2	10	14	2
\$275,001 - \$375,000	22	12.43%	76.0	3	2	12	5
\$375,001 and up	18	10.17%	99.0	2	3	9	4
Total Active Inventory by Units	177			29	74	60	14
Total Active Inventory by Volume	34,266,899	100%	53.0	3.92M	10.08M	15.46M	4.81M
Median Active Inventory Listing Price	\$155,000			\$66,500	\$104,950	\$228,950	\$344,450

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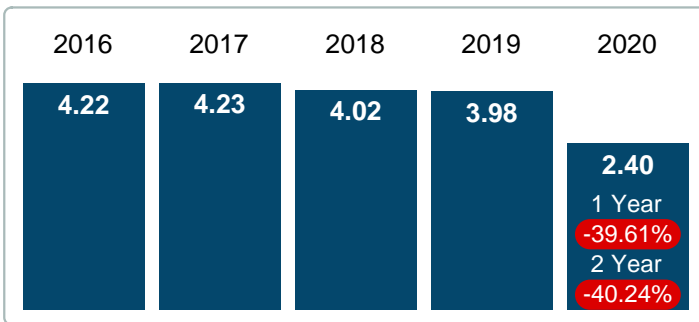
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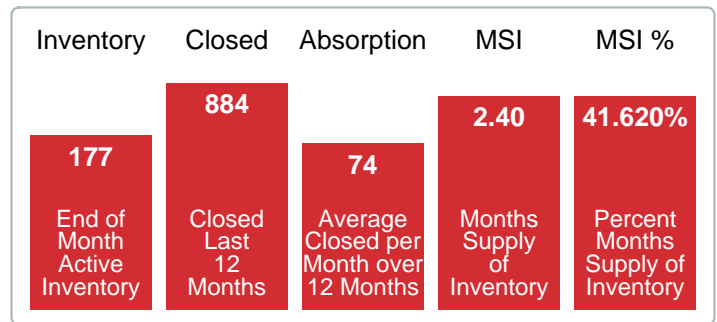
MONTHS SUPPLY of INVENTORY (MSI)

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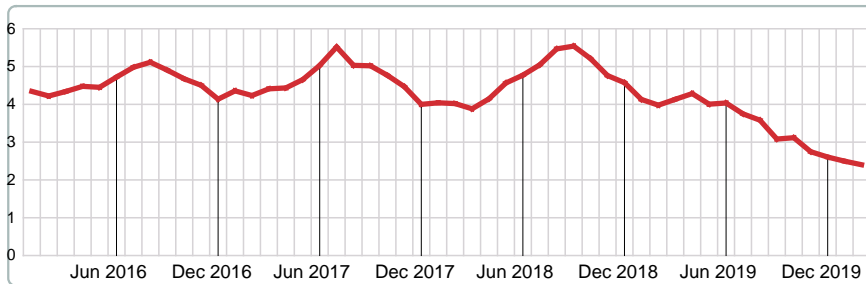
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

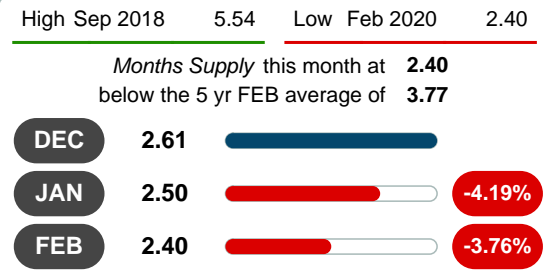


5 YEAR MARKET ACTIVITY TRENDS



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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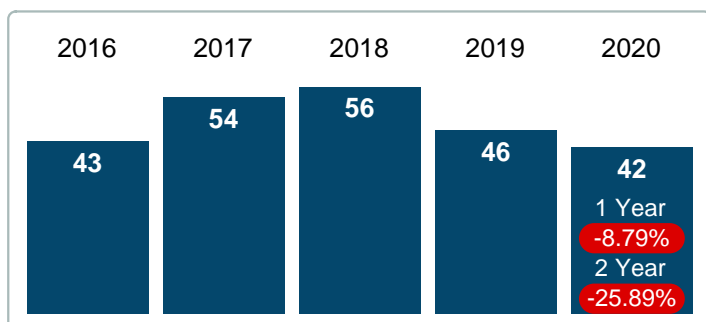
Area Delimited by County Of Washington - Residential Property Type



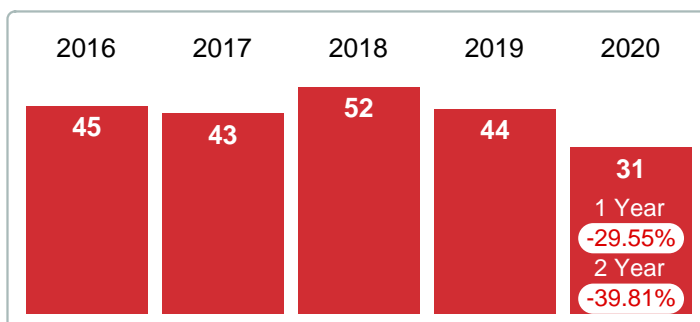
MEDIAN DAYS ON MARKET TO SALE

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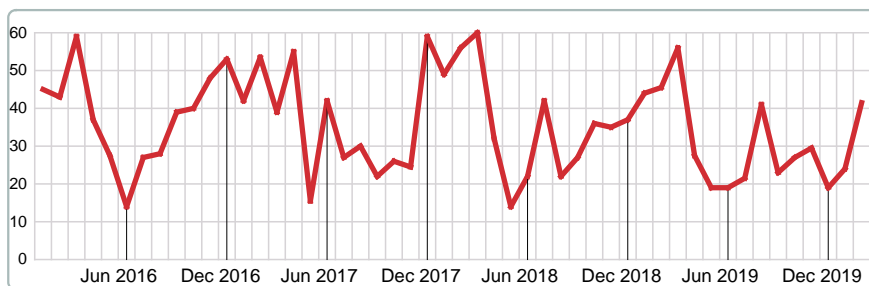
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48

High Mar 2018: 60 | Low May 2018: 14

Median Days on Market to Sale this month at **42**
 below the 5 yr FEB average of **48**

Month	Median Days	% of 5-yr Avg
DEC	19	
JAN	24	26.32%
FEB	42	72.92%

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	5.17%	35	90	7	0	0
\$40,001 - \$80,000	18.97%	28	28	26	0	0
\$80,001 - \$100,000	6.90%	54	0	54	0	0
\$100,001 - \$140,000	31.03%	18	32	14	96	0
\$140,001 - \$180,000	13.79%	51	0	51	31	0
\$180,001 - \$240,000	12.07%	84	0	92	73	0
\$240,001 and up	12.07%	46	0	47	46	82
Median Closed DOM		42	34	31	65	82
Total Closed Units	100%	41.5	6	36	14	2
Total Closed Volume		9,067,407	337.50K	4.24M	2.79M	1.70M

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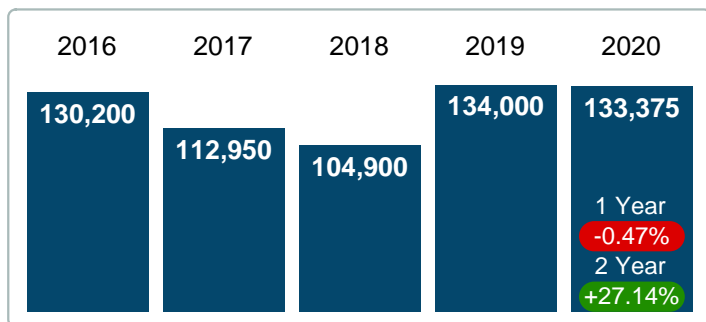
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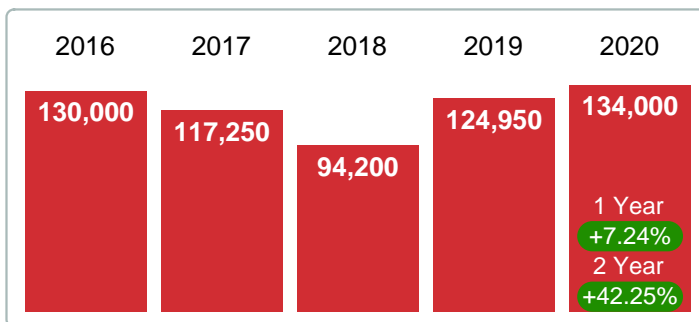
MEDIAN LIST PRICE AT CLOSING

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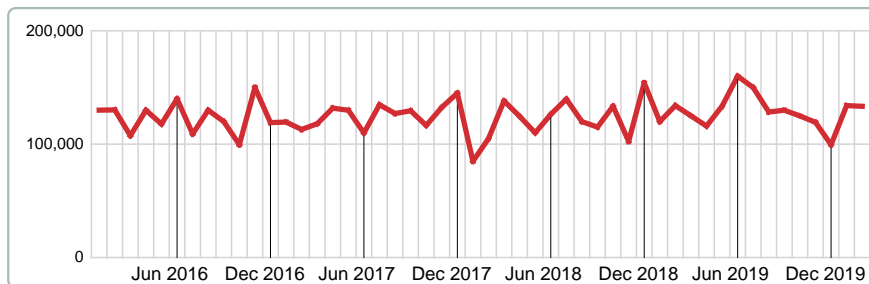
FEBRUARY



YEAR TO DATE (YTD)

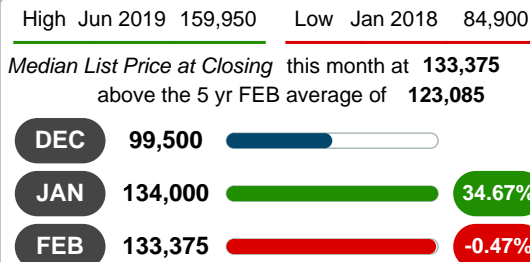


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 123,085



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	1	1.72%	22,900	22,900	0	0	0
\$40,001 - \$80,000	13	22.41%	64,900	54,000	67,500	0	0
\$80,001 - \$100,000	5	8.62%	92,000	0	92,000	0	0
\$100,001 - \$140,000	14	24.14%	124,950	109,900	125,000	0	0
\$140,001 - \$180,000	11	18.97%	158,000	0	158,000	146,250	0
\$180,001 - \$240,000	6	10.34%	198,900	0	188,950	217,450	0
\$240,001 and up	8	13.79%	279,900	0	267,450	264,900	1,070,000
Median List Price			133,375	54,000	117,000	198,900	1,070,000
Total Closed Units		100%	133,375	6	36	14	2
Total Closed Volume			9,730,937	360.80K	4.36M	2.87M	2.14M

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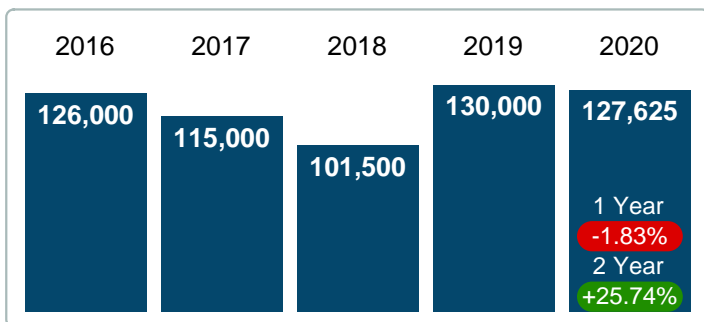
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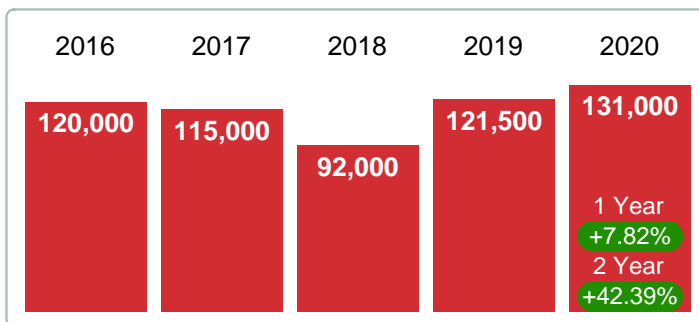
MEDIAN SOLD PRICE AT CLOSING

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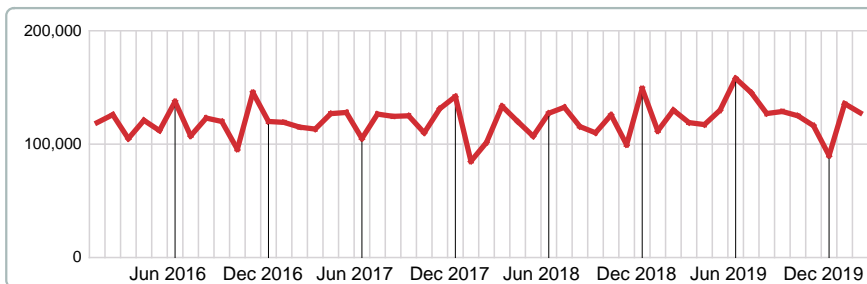
FEBRUARY



YEAR TO DATE (YTD)

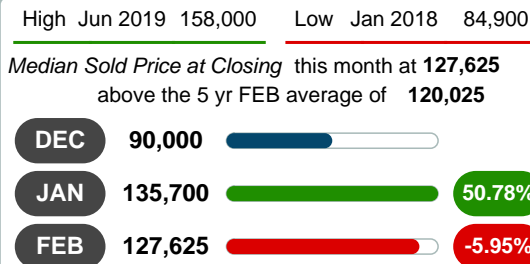


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 120,025



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	3	5.17%	30,000	25,750	40,000	0		
\$40,001 - \$80,000	11	18.97%	63,000	59,000	63,950	0		
\$80,001 - \$100,000	4	6.90%	89,444	0	89,444	0		
\$100,001 - \$140,000	18	31.03%	124,950	103,000	124,900	130,500		
\$140,001 - \$180,000	8	13.79%	159,000	0	159,000	155,000		
\$180,001 - \$240,000	7	12.07%	199,900	0	188,000	232,500		
\$240,001 and up	7	12.07%	274,500	0	248,600	274,500		
Median Sold Price		127,625		53,500	116,750	194,950	848,000	
Total Closed Units		58	100%	127,625	6	36	14	2
Total Closed Volume		9,067,407			337.50K	4.24M	2.79M	1.70M

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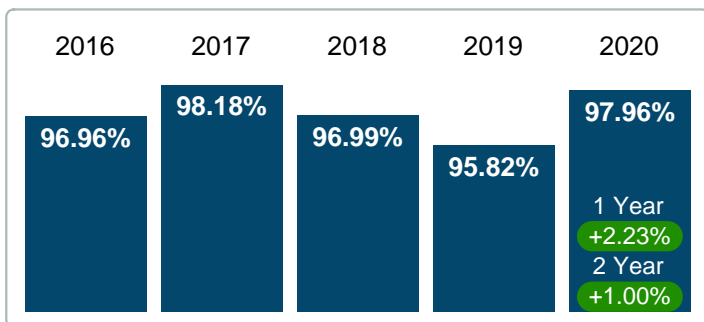
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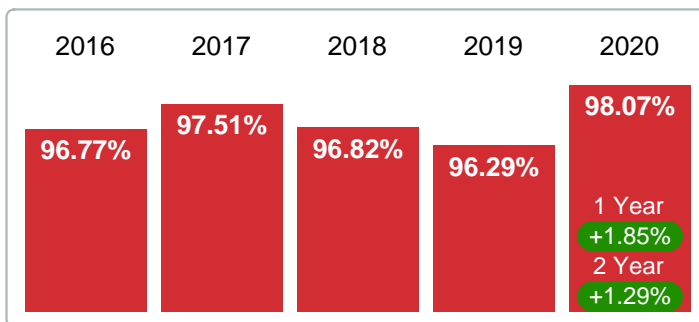
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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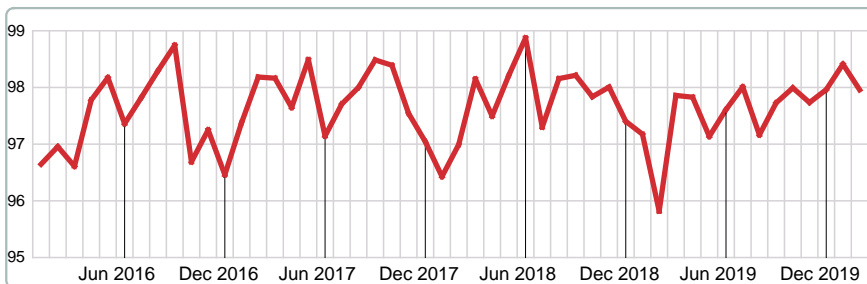
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

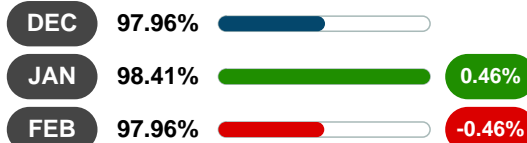


3 MONTHS

5 year FEB AVG = 97.18%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **97.96%**
above the 5 yr FEB average of **97.18%**



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	3	5.17%	81.63%	82.24%	81.63%	0.00%	0.00%
\$40,001 - \$80,000	11	18.97%	97.96%	98.06%	94.73%	0.00%	0.00%
\$80,001 - \$100,000	4	6.90%	98.91%	0.00%	98.91%	0.00%	0.00%
\$100,001 - \$140,000	18	31.03%	98.43%	93.72%	98.80%	89.90%	0.00%
\$140,001 - \$180,000	8	13.79%	100.00%	0.00%	100.00%	99.31%	0.00%
\$180,001 - \$240,000	7	12.07%	97.96%	0.00%	99.49%	97.96%	0.00%
\$240,001 and up	7	12.07%	93.99%	0.00%	93.13%	98.07%	80.24%
Median Sold/List Ratio		97.96%		95.92%	98.43%	98.01%	80.24%
Total Closed Units		58	100%	6	36	14	2
Total Closed Volume		9,067,407		337.50K	4.24M	2.79M	1.70M

February 2020



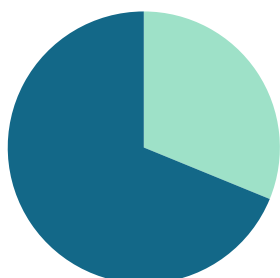
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

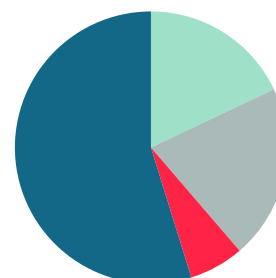


Inventory
 New Listings **82 = 31.18%**
 Start Inventory **181**
 Total Inventory Units **263**
 Volume **\$49,644,699**

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%
Median List Price	134,000	133,375	-0.47%	124,950	134,000	7.24%
Median Sale Price	130,000	127,625	-1.83%	121,500	131,000	7.82%
Median Percent of Selling Price to List Price	95.82%	97.96%	2.23%	96.29%	98.07%	1.85%
Median Days on Market to Sale	45.50	41.50	-8.79%	44.00	31.00	-29.55%
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

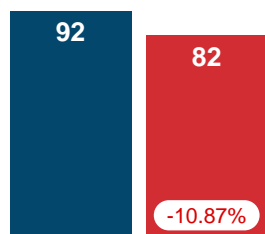
Inventory on February 29, 2020 = **177**

2019 **2020**

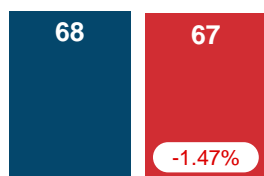
FEBRUARY MARKET

MEDIAN PRICES

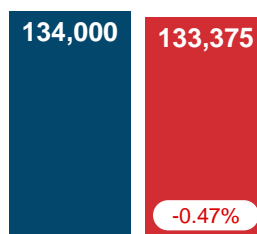
New Listings



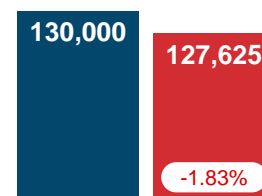
Pending Listings



List Price



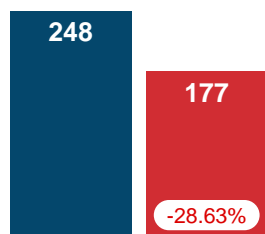
Sale Price



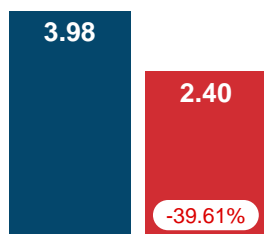
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

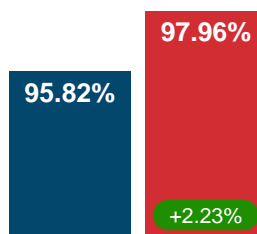
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

