

January 2020



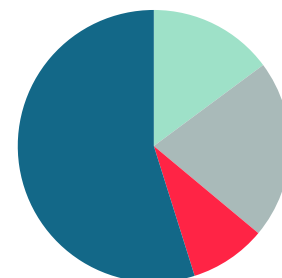
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	54	49	-9.26%
Pending Listings	57	70	22.81%
New Listings	94	91	-3.19%
Average List Price	135,987	162,130	19.22%
Average Sale Price	130,925	159,280	21.66%
Average Percent of Selling Price to List Price	95.85%	97.89%	2.13%
Average Days on Market to Sale	60.24	36.53	-39.36%
End of Month Inventory	255	181	-29.02%
Months Supply of Inventory	4.13	2.50	-39.54%



■ Closed (14.85%)
■ Pending (21.21%)
■ Other OffMarket (9.09%)
■ Active (54.85%)

Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of January 31, 2020 = **181**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **29.02%** to 181 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **2.50** 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 **21.66%** in January 2020 to \$159,280 versus the previous year at \$130,925.

Average Days on Market Shortens

The average number of **36.53** days that homes spent on the market before selling decreased by 23.71 days or **39.36%** in January 2020 compared to last year's same month at **60.24** DOM.

Sales Success for January 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 91 New Listings in January 2020, down **3.19%** from last year at 94. Furthermore, there were 49 Closed Listings this month versus last year at 54, a **-9.26%** decrease.

Closed versus Listed trends yielded a **53.8%** ratio, down from previous year's, January 2019, at **57.4%**, a **6.27%** downswing. This will certainly create pressure on a decreasing Monthly $\frac{1}{2}$ 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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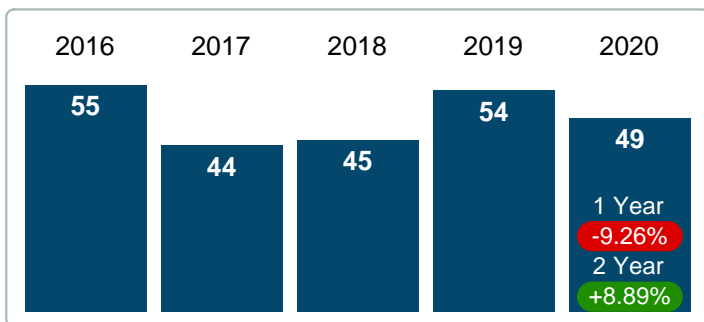
Area Delimited by County Of Washington - Residential Property Type



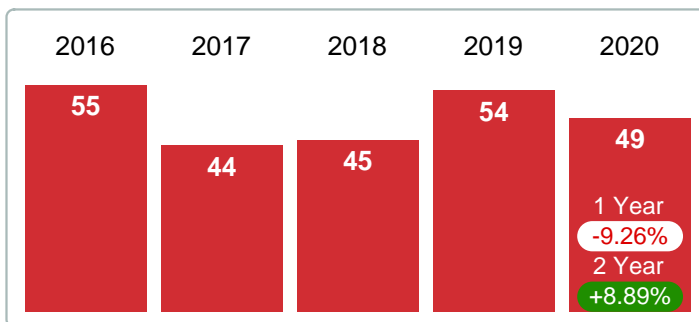
CLOSED LISTINGS

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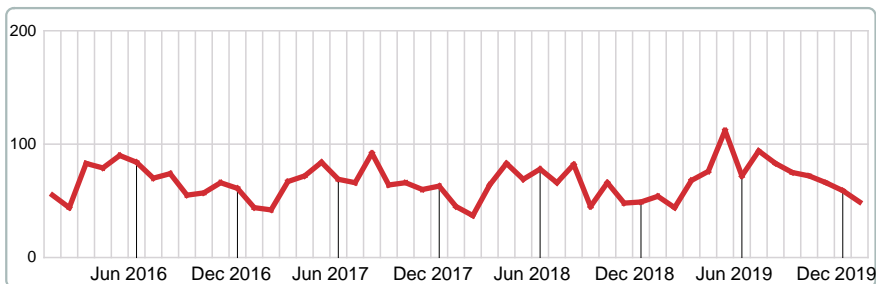
JANUARY



YEAR TO DATE (YTD)

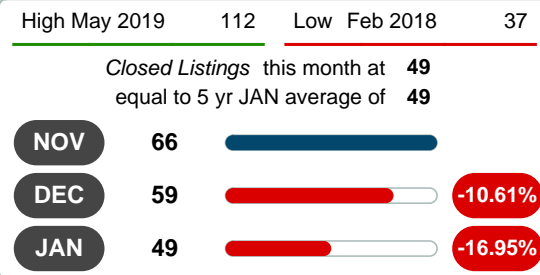


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



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	3	6.12%	47.3	0	3	0	0
\$50,001 - \$75,000	8	16.33%	37.4	2	6	0	0
\$75,001 - \$100,000	6	12.24%	33.8	0	5	1	0
\$100,001 - \$150,000	12	24.49%	28.6	1	10	1	0
\$150,001 - \$175,000	6	12.24%	32.2	0	5	1	0
\$175,001 - \$300,000	9	18.37%	64.0	0	2	4	3
\$300,001 and up	5	10.20%	6.8	0	3	1	1
Total Closed Units	49			3	34	8	4
Total Closed Volume	7,804,696	100%	36.5	271.30K	4.96M	1.57M	1.01M
Average Closed Price	\$159,280			\$90,433	\$145,826	\$196,038	\$251,750

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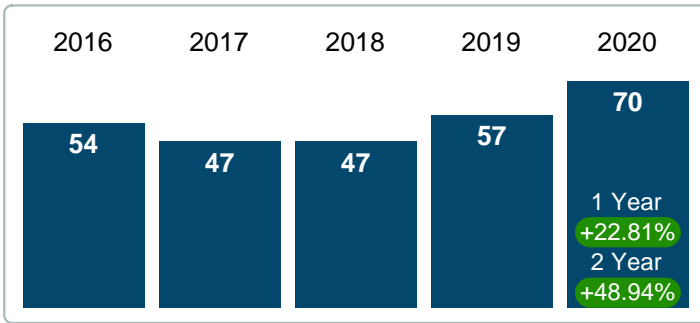
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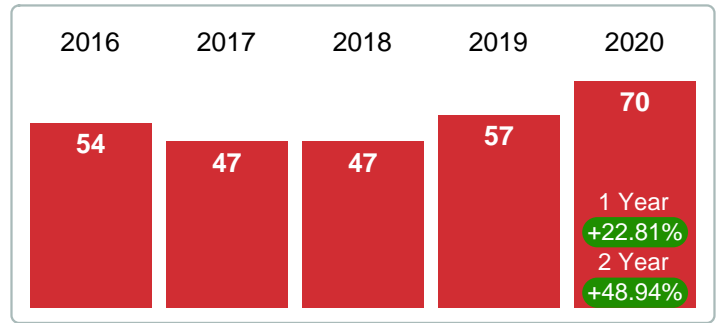
PENDING LISTINGS

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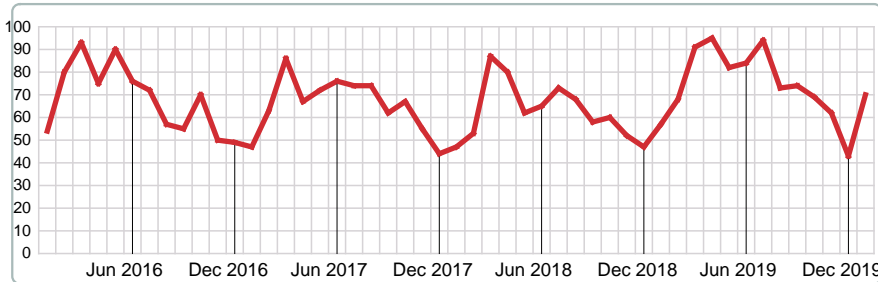
JANUARY



YEAR TO DATE (YTD)

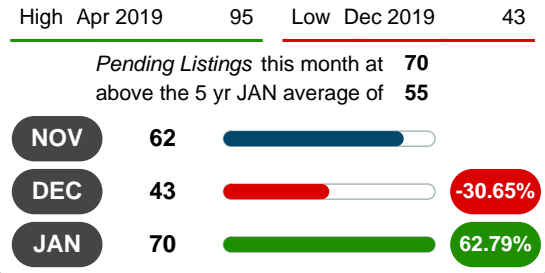


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 55



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	6	8.57%	50.8	4	2	0	0
\$50,001 - \$70,000	8	11.43%	23.0	1	7	0	0
\$70,001 - \$110,000	13	18.57%	36.0	1	11	1	0
\$110,001 - \$140,000	12	17.14%	27.9	0	11	0	1
\$140,001 - \$180,000	14	20.00%	61.4	0	9	5	0
\$180,001 - \$240,000	10	14.29%	71.7	0	5	5	0
\$240,001 and up	7	10.00%	68.7	0	2	3	2
Total Pending Units	70			6	47	14	3
Total Pending Volume	9,717,000	100%	47.9	283.80K	5.93M	2.73M	770.00K
Average Listing Price	\$138,814			\$47,300	\$126,177	\$195,207	\$256,667

January 2020



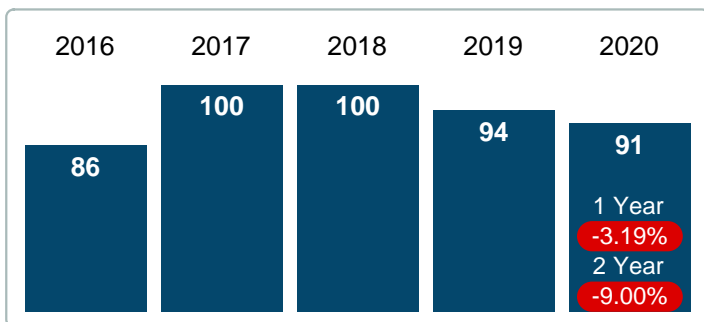
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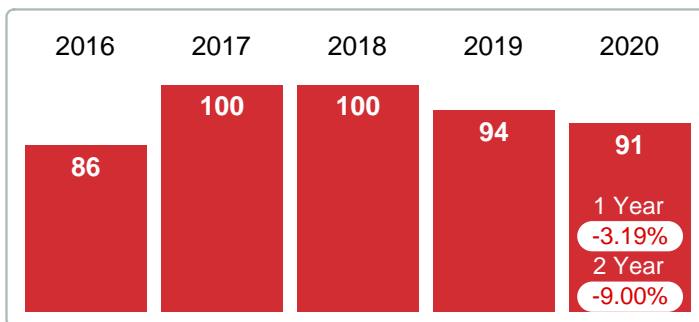
NEW LISTINGS

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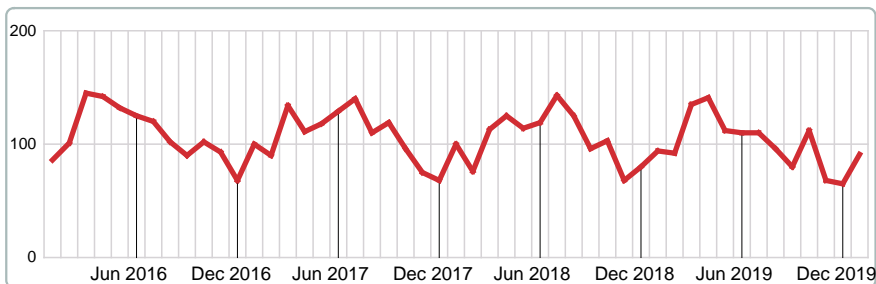
JANUARY



YEAR TO DATE (YTD)

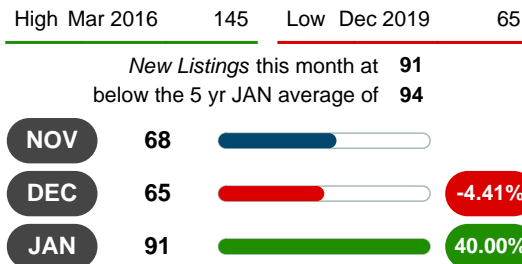


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 94



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	9	9.89%	3	4	2	0
\$50,001 - \$75,000	12	13.19%	2	9	1	0
\$75,001 - \$100,000	13	14.29%	2	11	0	0
\$100,001 - \$125,000	12	13.19%	0	12	0	0
\$125,001 - \$200,000	21	23.08%	1	11	9	0
\$200,001 - \$275,000	14	15.38%	0	6	8	0
\$275,001 and up	10	10.99%	0	0	5	5
Total New Listed Units	91		8	53	25	5
Total New Listed Volume	13,909,550	100%	599.50K	6.11M	5.30M	1.90M
Average New Listed Listing Price	\$156,484		\$74,938	\$115,237	\$212,080	\$380,100

January 2020



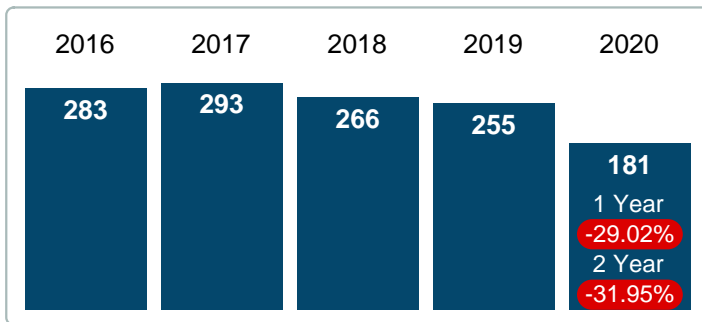
Area Delimited by County Of Washington - Residential Property Type



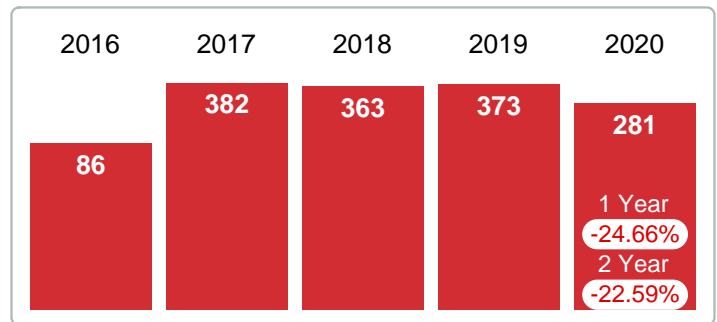
ACTIVE INVENTORY

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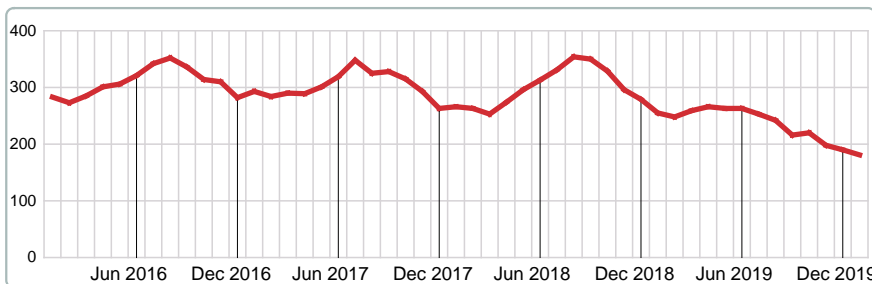
END OF JANUARY



ACTIVE DURING JANUARY

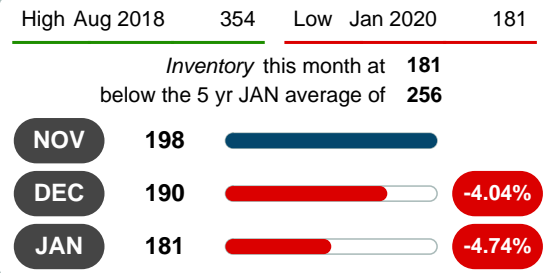


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 256



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	2.76%	62.0	4	1	0	0
\$25,001 - \$50,000	16	8.84%	81.8	4	9	2	1
\$50,001 - \$100,000	43	23.76%	60.7	14	26	3	0
\$100,001 - \$175,000	40	22.10%	57.6	0	23	16	1
\$175,001 - \$250,000	35	19.34%	80.2	4	8	22	1
\$250,001 - \$375,000	23	12.71%	52.7	3	3	12	5
\$375,001 and up	19	10.50%	117.8	2	4	9	4
Total Active Inventory by Units	181			31	74	64	12
Total Active Inventory by Volume	34,909,850	100%	70.7	4.24M	10.33M	15.94M	4.40M
Average Active Inventory Listing Price	\$192,872			\$136,694	\$139,609	\$249,040	\$366,892

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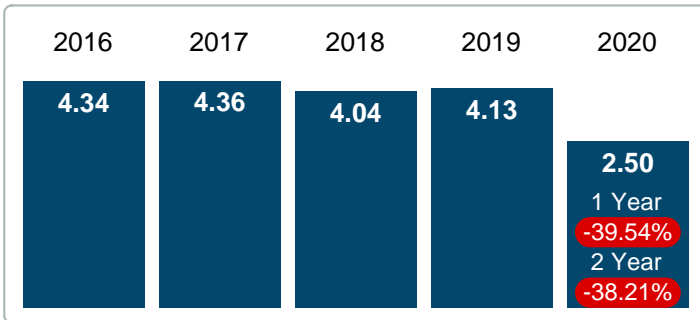
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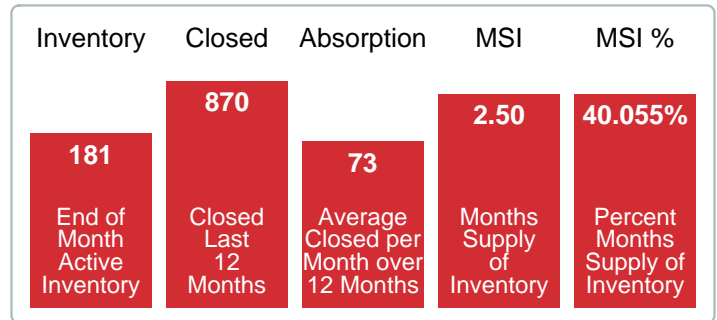
MONTHS SUPPLY of INVENTORY (MSI)

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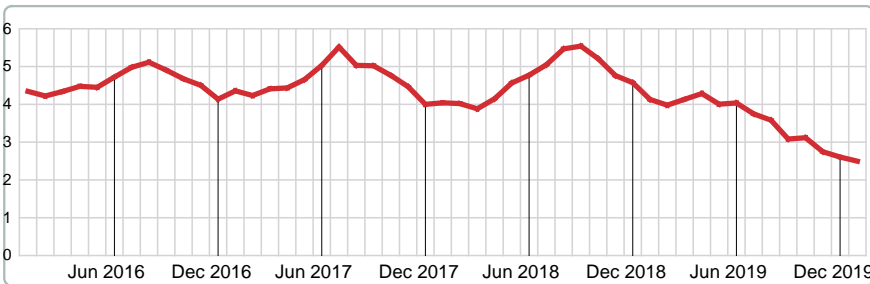
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

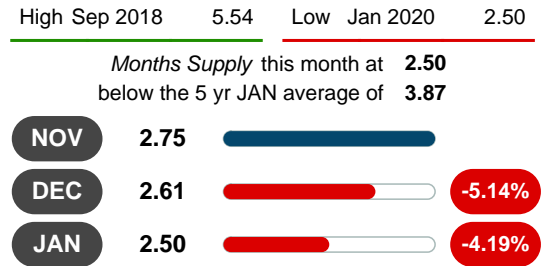


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.87



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	12	6.63%	2.00	3.23	1.14	3.00	0.00
\$40,001 - \$70,000	27	14.92%	3.15	3.87	2.51	4.80	0.00
\$70,001 - \$100,000	25	13.81%	2.50	3.33	2.40	2.18	0.00
\$100,001 - \$190,000	45	24.86%	1.54	0.75	1.19	2.55	1.50
\$190,001 - \$250,000	30	16.57%	2.98	0.00	2.29	3.09	1.33
\$250,001 - \$370,000	23	12.71%	3.29	0.00	2.77	2.29	7.50
\$370,001 and up	19	10.50%	11.40	0.00	8.00	10.80	12.00
Market Supply of Inventory (MSI)			2.50	4.09	1.80	2.99	4.80
Total Active Inventory by Units		100%	2.50	31	74	64	12

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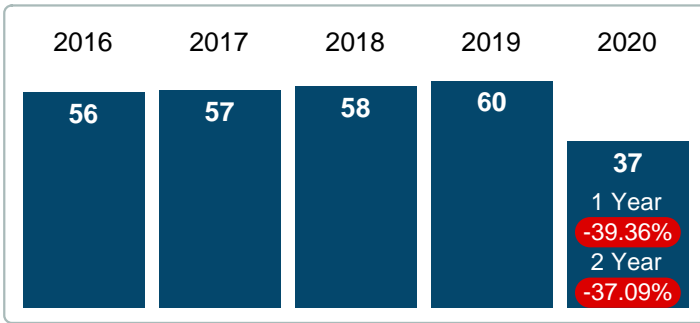
Area Delimited by County Of Washington - Residential Property Type



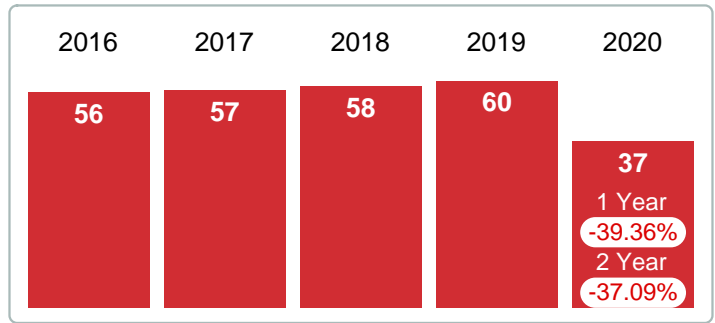
AVERAGE DAYS ON MARKET TO SALE

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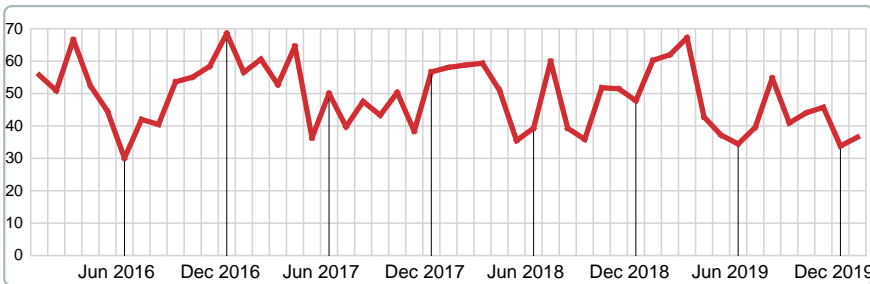
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 37 below the 5 yr JAN average of 53



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	3	6.12%	47	0	47	0	0
\$50,001 - \$75,000	8	16.33%	37	13	46	0	0
\$75,001 - \$100,000	6	12.24%	34	0	33	39	0
\$100,001 - \$150,000	12	24.49%	29	1	31	29	0
\$150,001 - \$175,000	6	12.24%	32	0	28	52	0
\$175,001 - \$300,000	9	18.37%	64	0	87	40	81
\$300,001 and up	5	10.20%	7	0	2	25	2
Average Closed DOM	37			9	36	38	61
Total Closed Units	49			3	34	8	4
Total Closed Volume	7,804,696			271.30K	4.96M	1.57M	1.01M

January 2020



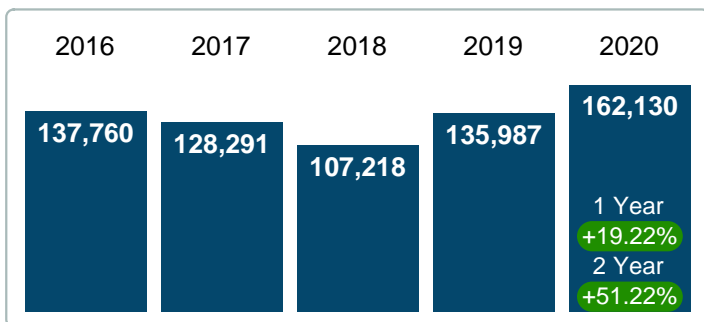
Area Delimited by County Of Washington - Residential Property Type



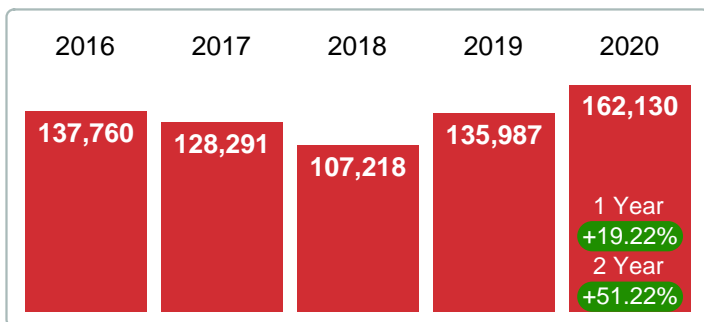
AVERAGE LIST PRICE AT CLOSING

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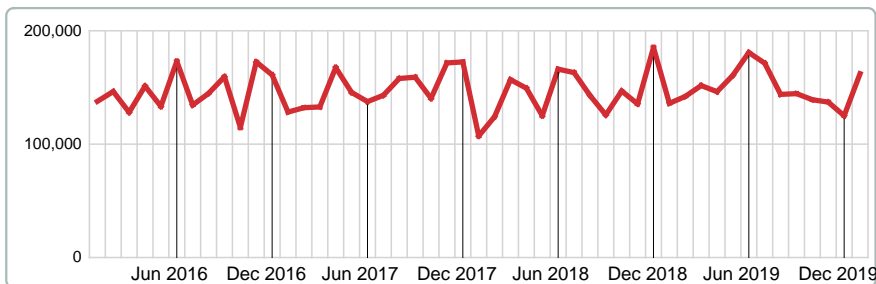
JANUARY



YEAR TO DATE (YTD)

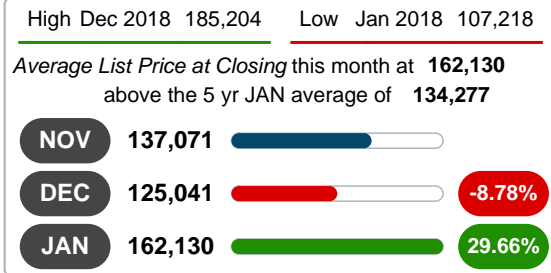


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 134,277



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	3	6.12%	33,567	0	33,567	0	0
\$50,001 - \$75,000	7	14.29%	63,671	61,400	66,400	0	0
\$75,001 - \$100,000	6	12.24%	83,750	0	90,040	78,800	0
\$100,001 - \$150,000	12	24.49%	129,450	146,500	130,490	153,000	0
\$150,001 - \$175,000	6	12.24%	161,858	0	163,630	179,000	0
\$175,001 - \$300,000	10	20.41%	221,110	0	224,900	218,100	236,633
\$300,001 and up	5	10.20%	431,960	0	507,300	325,000	312,900
Average List Price			162,130	89,767	148,354	201,025	255,700
Total Closed Units		100%	162,130	3	34	8	4
Total Closed Volume			7,944,350	269.30K	5.04M	1.61M	1.02M

January 2020



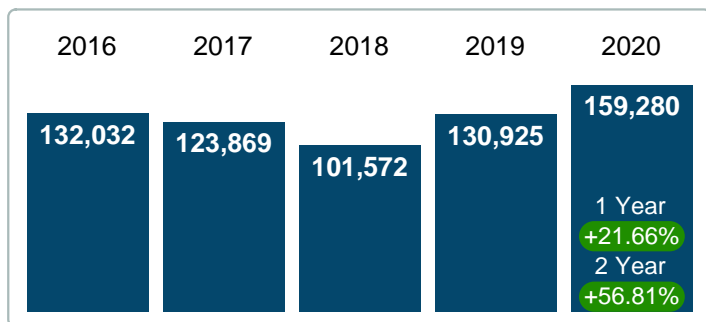
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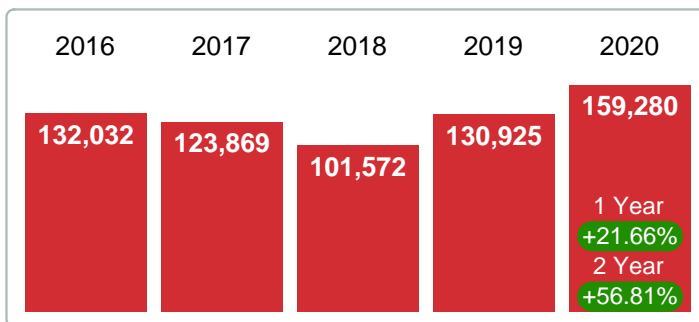
AVERAGE SOLD PRICE AT CLOSING

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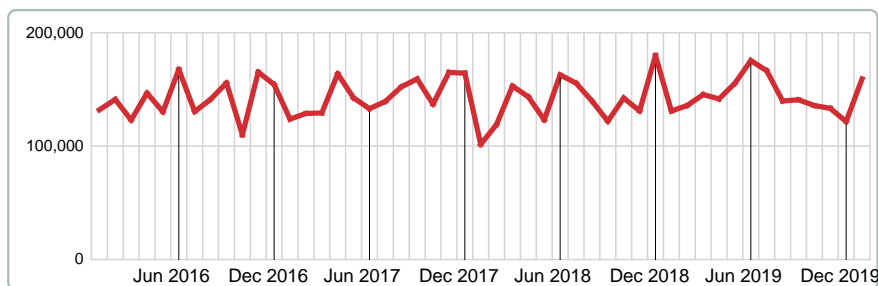
JANUARY



YEAR TO DATE (YTD)

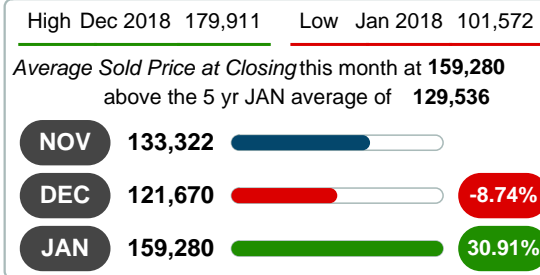


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 129,536



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	3	6.12%	31,133	0	31,133	0	0
\$50,001 - \$75,000	8	16.33%	63,713	62,400	64,150	0	0
\$75,001 - \$100,000	6	12.24%	85,967	0	87,400	78,800	0
\$100,001 - \$150,000	12	24.49%	132,345	146,500	130,149	140,150	0
\$150,001 - \$175,000	6	12.24%	163,167	0	160,800	175,000	0
\$175,001 - \$300,000	9	18.37%	222,273	0	224,900	214,664	230,667
\$300,001 and up	5	10.20%	423,640	0	495,833	315,700	315,000
Average Sold Price			159,280	90,433	145,826	196,038	251,750
Total Closed Units		100%	159,280	3	34	8	4
Total Closed Volume			7,804,696	271.30K	4.96M	1.57M	1.01M

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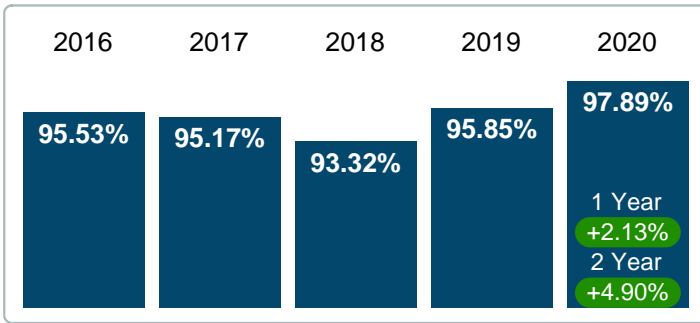
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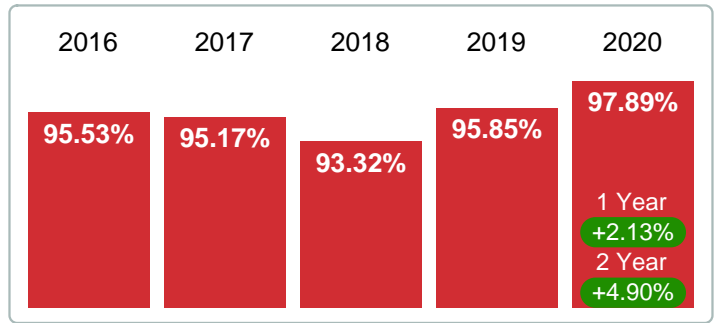
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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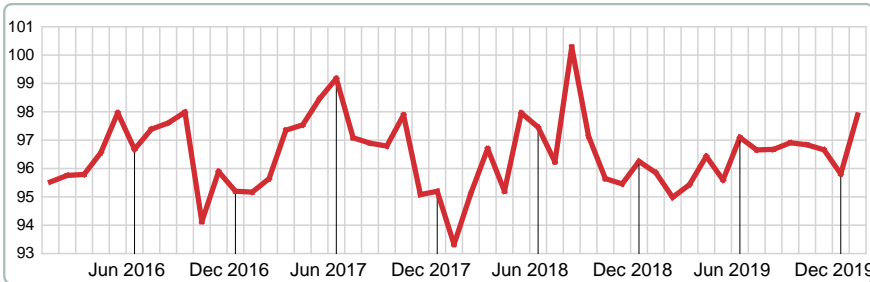
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 95.55%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **97.89%**
above the 5 yr JAN average of **95.55%**



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	3	6.12%	91.08%	0.00%	91.08%	0.00%	0.00%
\$50,001 - \$75,000	8	16.33%	97.80%	101.43%	96.59%	0.00%	0.00%
\$75,001 - \$100,000	6	12.24%	97.51%	0.00%	97.01%	100.00%	0.00%
\$100,001 - \$150,000	12	24.49%	99.03%	100.00%	99.68%	91.60%	0.00%
\$150,001 - \$175,000	6	12.24%	98.22%	0.00%	98.31%	97.77%	0.00%
\$175,001 - \$300,000	9	18.37%	98.55%	0.00%	100.00%	98.68%	97.40%
\$300,001 and up	5	10.20%	98.25%	0.00%	97.81%	97.14%	100.67%
Average Sold/List Ratio		97.90%		100.95%	97.64%	97.65%	98.22%
Total Closed Units		49	100%	3	34	8	4
Total Closed Volume		7,804,696		271.30K	4.96M	1.57M	1.01M

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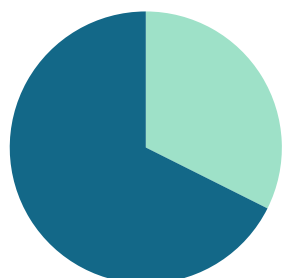
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MARKET SUMMARY

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

INVENTORY

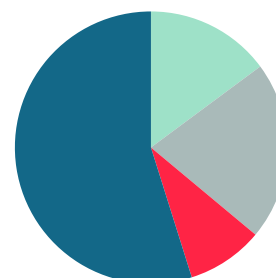


Inventory
 New Listings
91 = 32.38%
 Start Inventory
190
 Total Inventory Units
281
 Volume
\$50,508,595

Market Activity

Closed Sales
49 = 14.85%
 Pending Sales
70 = 21.21%
 Other Off Market
30 = 9.09%
 Active Inventory
181 = 54.85%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	49	-9.26%	54	49	-9.26%
Pending Sales	57	70	22.81%	57	70	22.81%
New Listings	94	91	-3.19%	94	91	-3.19%
Average List Price	135,987	162,130	19.22%	135,987	162,130	19.22%
Average Sale Price	130,925	159,280	21.66%	130,925	159,280	21.66%
Average Percent of Selling Price to List Price	95.85%	97.89%	2.13%	95.85%	97.89%	2.13%
Average Days on Market to Sale	60.24	36.53	-39.36%	60.24	36.53	-39.36%
Monthly Inventory	255	181	-29.02%	255	181	-29.02%
Months Supply of Inventory	4.13	2.50	-39.54%	4.13	2.50	-39.54%

Absorption: Last 12 months, an Average of **73** Sales/Month

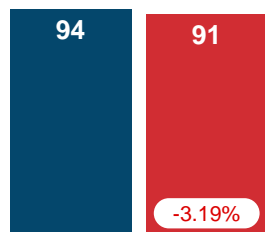
Inventory on January 31, 2020 = **181**

2019 **2020**

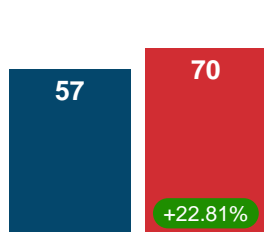
JANUARY MARKET

AVERAGE PRICES

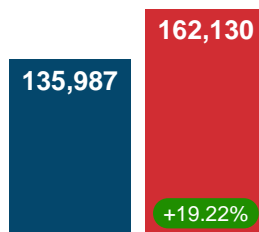
New Listings



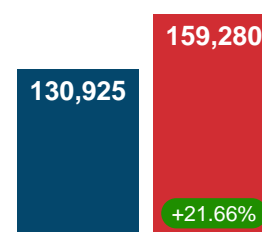
Pending Listings



List Price



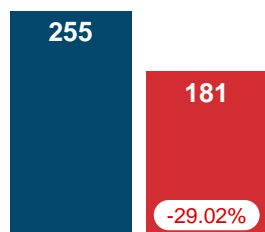
Sale Price



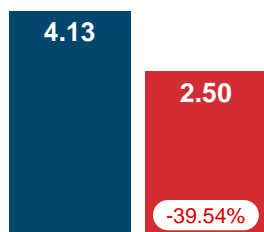
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

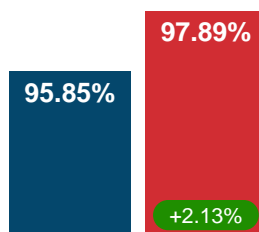
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

