

January 2020



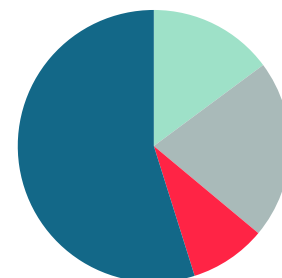
Area Delimited by County Of Washington - Residential Property Type



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% |
| Median List Price | 119,900 | 134,000 | 11.76% |
| Median Sale Price | 111,650 | 135,700 | 21.54% |
| Median Percent of Selling Price to List Price | 97.17% | 98.41% | 1.27% |
| Median Days on Market to Sale | 44.00 | 24.00 | -45.45% |
| 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.

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 **21.54%** in January 2020 to \$135,700 versus the previous year at \$111,650.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 20.00 days or **45.45%** in January 2020 compared to last year's same month at **44.00** DOM.

Sales Success for January 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 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 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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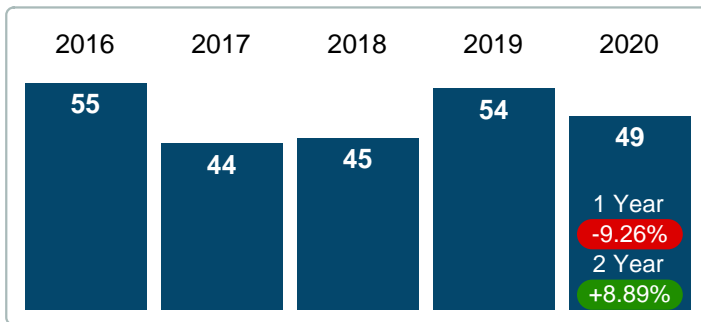
Area Delimited by County Of Washington - Residential Property Type



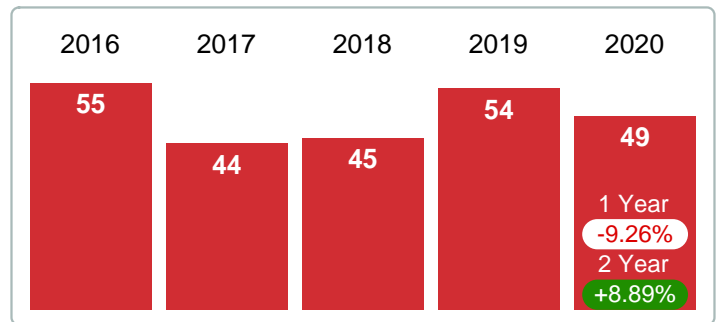
CLOSED LISTINGS

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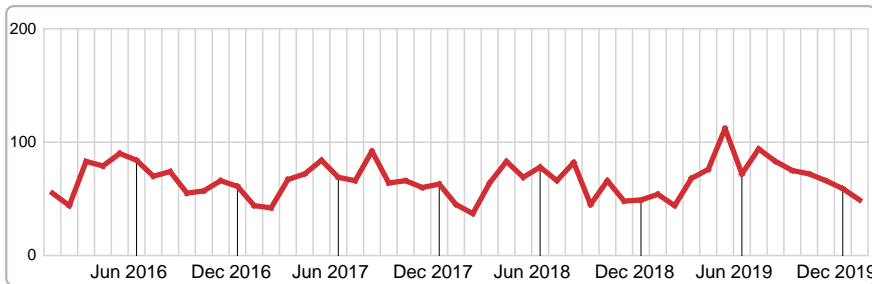
JANUARY



YEAR TO DATE (YTD)

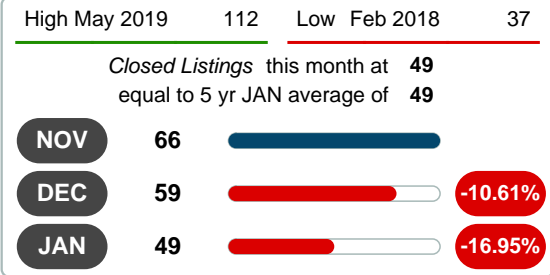


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|------------------------------------------------|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 3 | 6.12% | 21.0 | 0 | 3 | 0 | 0 |
| \$50,001 - \$70,000 | 5 | 10.20% | 31.0 | 1 | 4 | 0 | 0 |
| \$70,001 - \$110,000 | 9 | 18.37% | 23.0 | 1 | 7 | 1 | 0 |
| \$110,001 - \$150,000 | 12 | 24.49% | 12.5 | 1 | 10 | 1 | 0 |
| \$150,001 - \$190,000 | 8 | 16.33% | 41.0 | 0 | 5 | 3 | 0 |
| \$190,001 - \$310,000 | 7 | 14.29% | 56.0 | 0 | 2 | 2 | 3 |
| \$310,001 and up | 5 | 10.20% | 2.0 | 0 | 3 | 1 | 1 |
| Total Closed Units | 49 | | | 3 | 34 | 8 | 4 |
| Total Closed Volume | 7,804,696 | 100% | 24.0 | 271.30K | 4.96M | 1.57M | 1.01M |
| Median Closed Price | \$135,700 | | | \$71,900 | \$123,875 | \$186,578 | \$243,500 |

January 2020



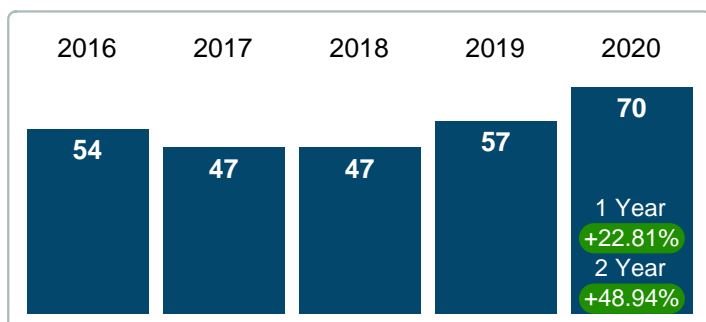
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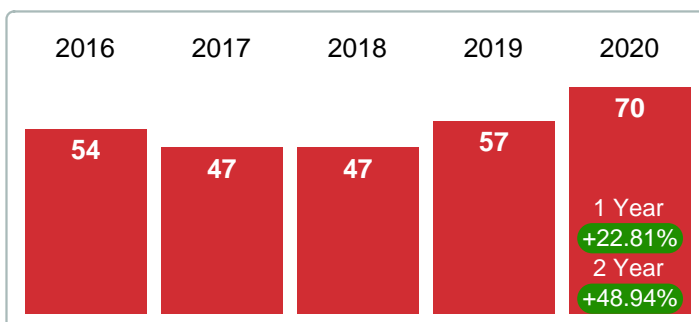
PENDING LISTINGS

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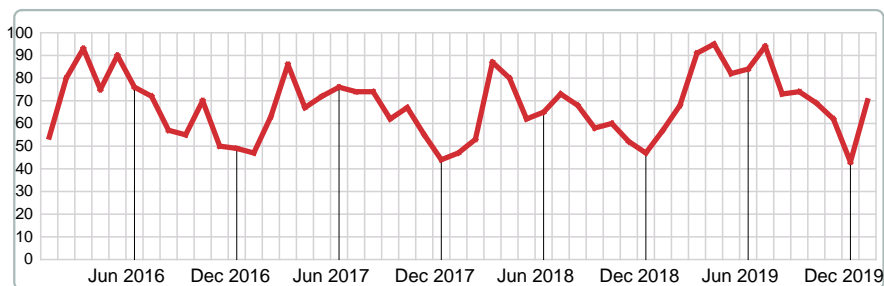
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

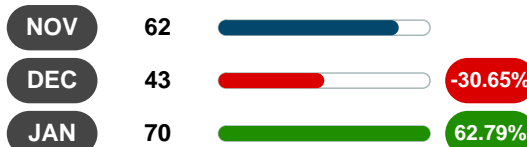


3 MONTHS

5 year JAN AVG = 55

High Apr 2019 95 Low Dec 2019 43

Pending Listings this month at **70**
above the 5 yr JAN average of **55**



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 | 6 | 8.57% | 34.0 | 4 | 2 | 0 | 0 |
| \$50,001 - \$70,000 | 8 | 11.43% | 20.0 | 1 | 7 | 0 | 0 |
| \$70,001 - \$110,000 | 13 | 18.57% | 41.0 | 1 | 11 | 1 | 0 |
| \$110,001 - \$140,000 | 12 | 17.14% | 16.0 | 0 | 11 | 0 | 1 |
| \$140,001 - \$180,000 | 14 | 20.00% | 65.5 | 0 | 9 | 5 | 0 |
| \$180,001 - \$240,000 | 10 | 14.29% | 91.5 | 0 | 5 | 5 | 0 |
| \$240,001 and up | 7 | 10.00% | 40.0 | 0 | 2 | 3 | 2 |
| Total Pending Units | 70 | | | 6 | 47 | 14 | 3 |
| Total Pending Volume | 9,717,000 | 100% | 40.5 | 283.80K | 5.93M | 2.73M | 770.00K |
| Median Listing Price | \$133,375 | | | \$42,200 | \$125,000 | \$198,900 | \$295,000 |

January 2020



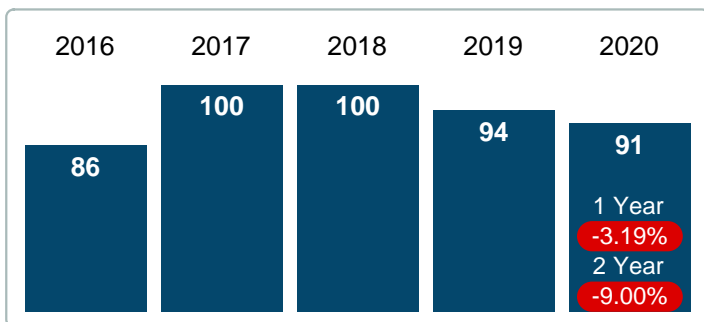
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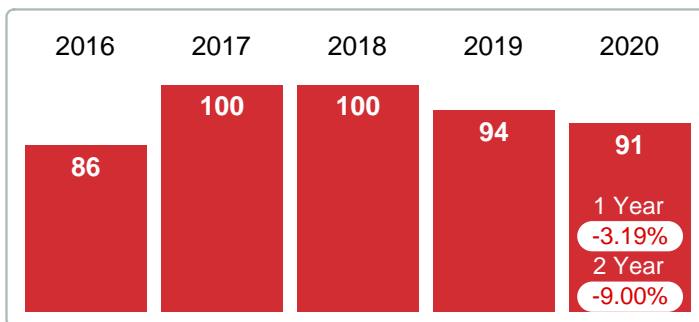
NEW LISTINGS

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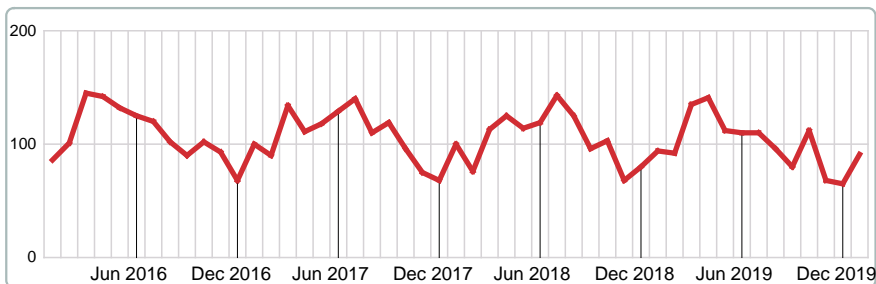
JANUARY



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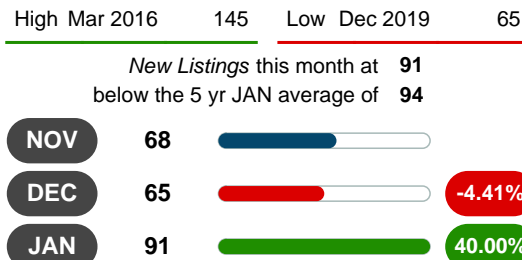


5 YEAR MARKET ACTIVITY TRENDS



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 - \$70,000 | 7 | 7.69% | 1 | 6 | 0 | 0 |
| \$70,001 - \$100,000 | 18 | 19.78% | 3 | 14 | 1 | 0 |
| \$100,001 - \$140,000 | 21 | 23.08% | 0 | 19 | 2 | 0 |
| \$140,001 - \$220,000 | 15 | 16.48% | 1 | 6 | 8 | 0 |
| \$220,001 - \$270,000 | 10 | 10.99% | 0 | 4 | 6 | 0 |
| \$270,001 and up | 11 | 12.09% | 0 | 0 | 6 | 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 |
| Median New Listed Listing Price | \$125,000 | | \$67,000 | \$109,900 | \$217,000 | \$339,000 |

January 2020



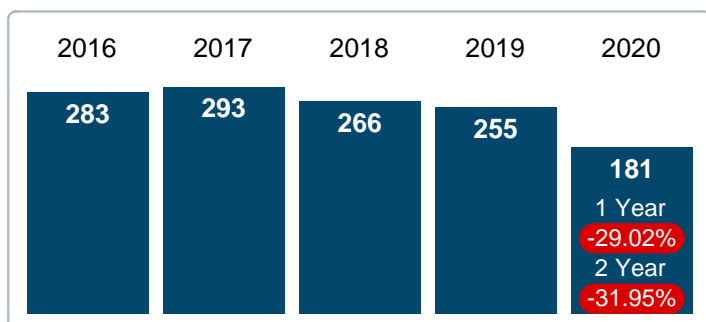
Area Delimited by County Of Washington - Residential Property Type



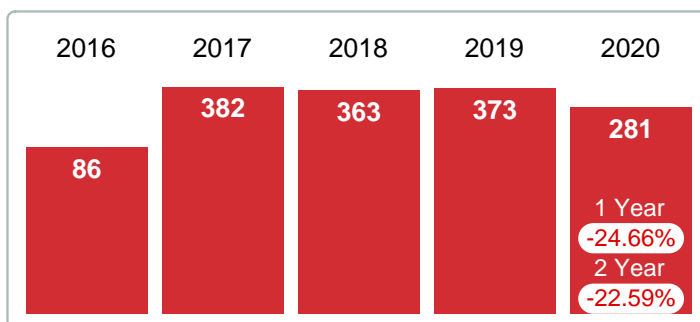
ACTIVE INVENTORY

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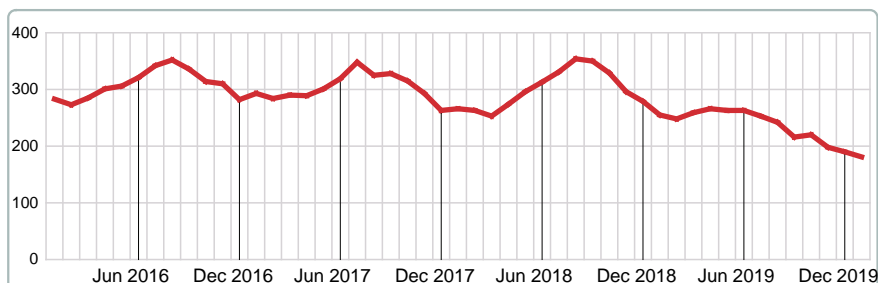
END OF JANUARY



ACTIVE DURING JANUARY

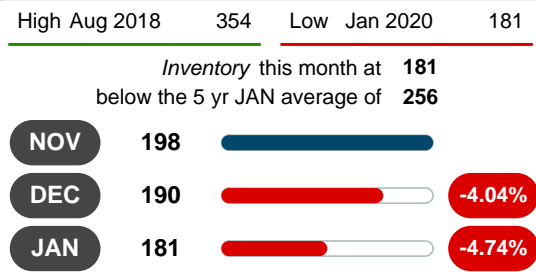


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 256



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|----------------------------------------------|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 12 | 6.63% | 52.0 | 7 | 4 | 1 | 0 |
| \$40,001 - \$70,000 | 27 | 14.92% | 74.0 | 10 | 14 | 2 | 1 |
| \$70,001 - \$100,000 | 25 | 13.81% | 29.0 | 5 | 18 | 2 | 0 |
| \$100,001 - \$190,000 | 45 | 24.86% | 43.0 | 1 | 23 | 20 | 1 |
| \$190,001 - \$250,000 | 30 | 16.57% | 89.5 | 3 | 8 | 18 | 1 |
| \$250,001 - \$370,000 | 23 | 12.71% | 47.0 | 3 | 3 | 12 | 5 |
| \$370,001 and up | 19 | 10.50% | 85.0 | 2 | 4 | 9 | 4 |
| Total Active Inventory by Units | 181 | | | 31 | 74 | 64 | 12 |
| Total Active Inventory by Volume | 34,909,850 | 100% | 57.0 | 4.24M | 10.33M | 15.94M | 4.40M |
| Median Active Inventory Listing Price | \$149,900 | | | \$69,900 | \$104,950 | \$222,250 | \$349,950 |

January 2020



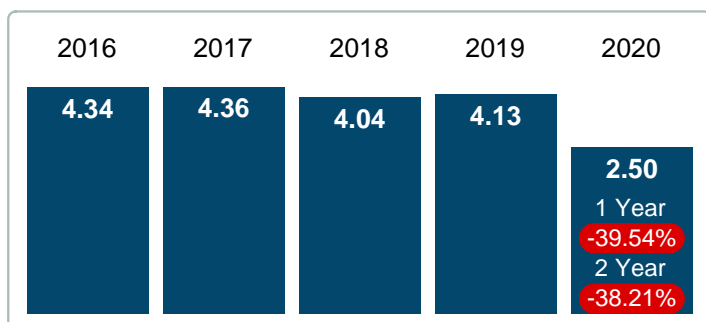
Area Delimited by County Of Washington - Residential Property Type



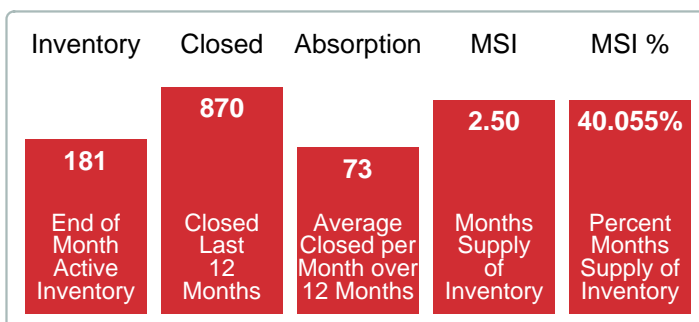
MONTHS SUPPLY of INVENTORY (MSI)

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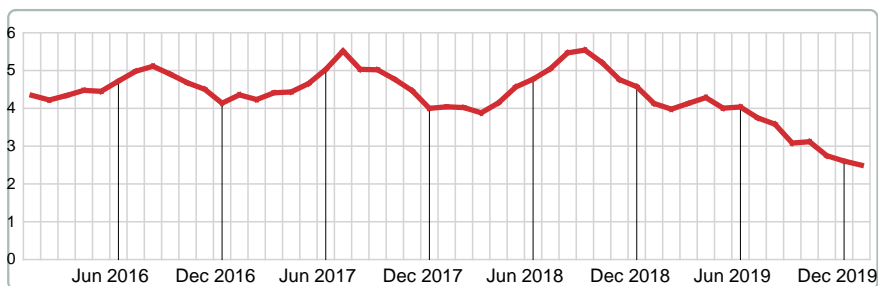
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

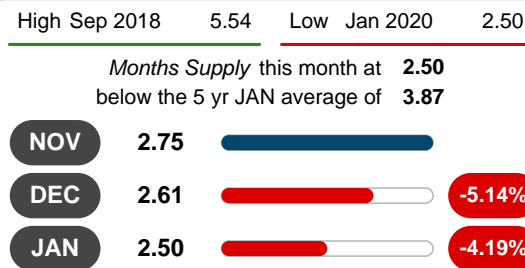


5 YEAR MARKET ACTIVITY TRENDS



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 | 181 | 100% | 2.50 | 31 | 74 | 64 | 12 |

January 2020



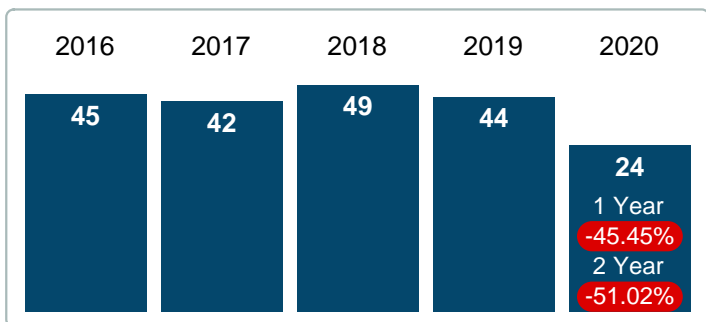
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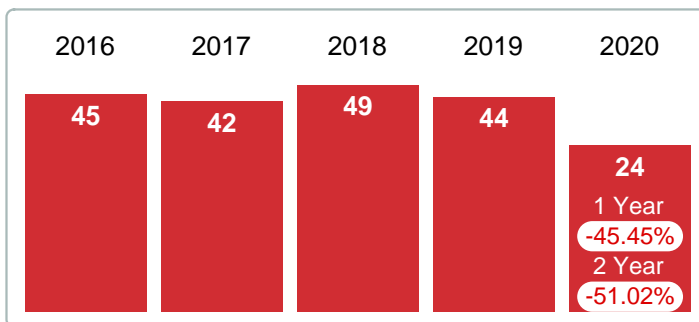
MEDIAN DAYS ON MARKET TO SALE

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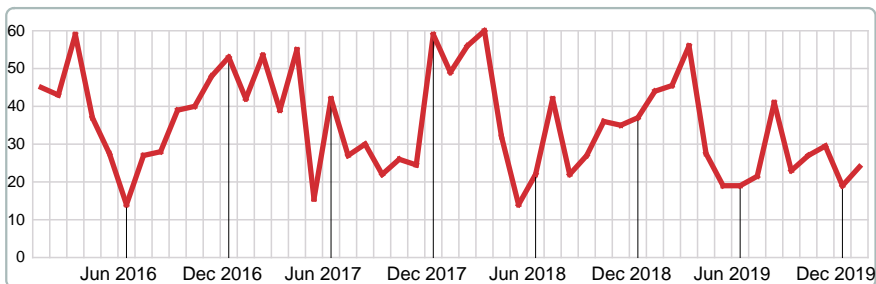
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 41

High Mar 2018 60 Low May 2018 14

Median Days on Market to Sale this month at 24 below the 5 yr JAN average of 41



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 |
|--------------------------------------------------------------|-------------|------------------|----------------|--------------|--------------|--------------|
| \$50,000 and less | 6.12% | 21 | 0 | 21 | 0 | 0 |
| \$50,001 - \$70,000 | 10.20% | 31 | 18 | 32 | 0 | 0 |
| \$70,001 - \$110,000 | 18.37% | 23 | 8 | 23 | 39 | 0 |
| \$110,001 - \$150,000 | 24.49% | 13 | 1 | 13 | 29 | 0 |
| \$150,001 - \$190,000 | 16.33% | 41 | 0 | 11 | 47 | 0 |
| \$190,001 - \$310,000 | 14.29% | 56 | 0 | 87 | 39 | 57 |
| \$310,001 and up | 10.20% | 2 | 0 | 1 | 25 | 2 |
| Median Closed DOM | | 24 | 8 | 18 | 37 | 57 |
| Total Closed Units | 100% | 24.0 | 3 | 34 | 8 | 4 |
| Total Closed Volume | | 7,804,696 | 271.30K | 4.96M | 1.57M | 1.01M |

January 2020



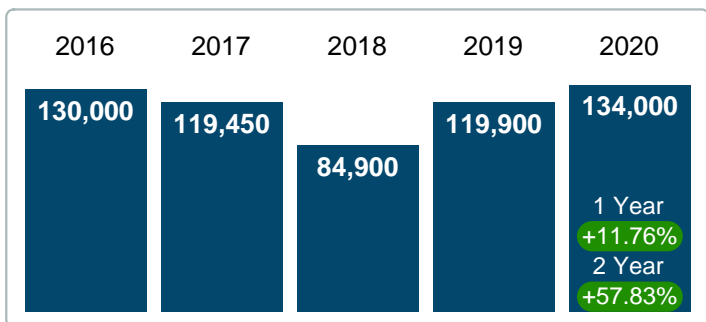
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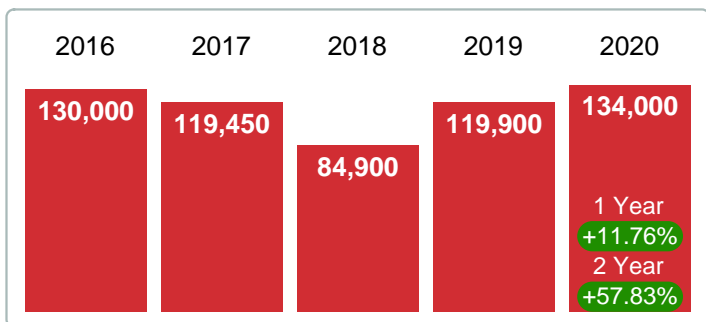
MEDIAN LIST PRICE AT CLOSING

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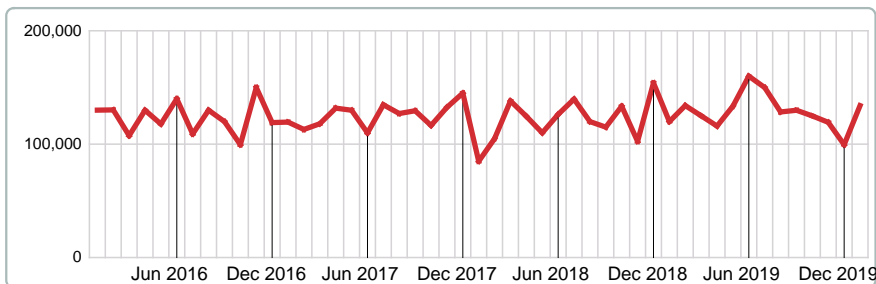
JANUARY



YEAR TO DATE (YTD)

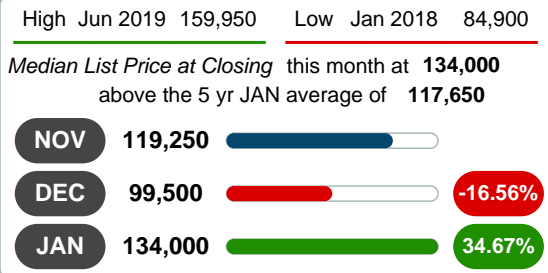


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 117,650



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 |
|-------------------------------------------------------------|----|-----------|----------|---------|---------|---------|
| \$50,000 and less | 3 | 6.12% | 38,000 | 0 | 38,000 | 0 |
| \$50,001 - \$70,000 | 6 | 12.24% | 62,500 | 61,400 | 62,500 | 0 |
| \$70,001 - \$110,000 | 8 | 16.33% | 82,400 | 0 | 84,900 | 78,800 |
| \$110,001 - \$150,000 | 11 | 22.45% | 130,000 | 146,500 | 129,950 | 0 |
| \$150,001 - \$190,000 | 8 | 16.33% | 166,450 | 0 | 165,000 | 179,000 |
| \$190,001 - \$310,000 | 8 | 16.33% | 219,900 | 0 | 224,900 | 199,000 |
| \$310,001 and up | 5 | 10.20% | 339,900 | 0 | 383,000 | 325,000 |
| Median List Price | | 134,000 | | 69,900 | 124,900 | 189,200 |
| Total Closed Units | | 49 | 100% | 3 | 34 | 8 |
| Total Closed Volume | | 7,944,350 | | 269.30K | 5.04M | 1.61M |

January 2020



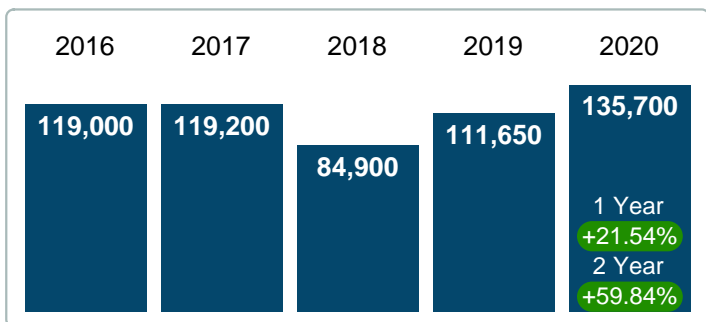
Area Delimited by County Of Washington - Residential Property Type



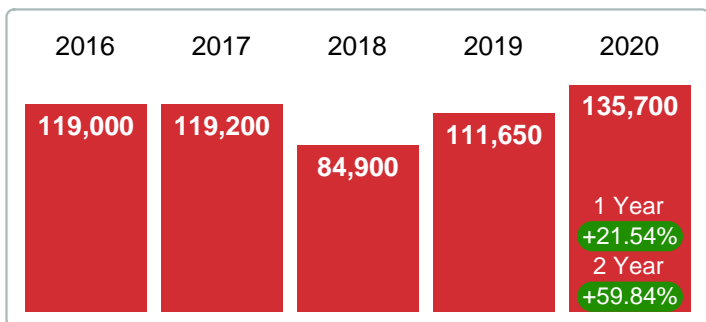
MEDIAN SOLD PRICE AT CLOSING

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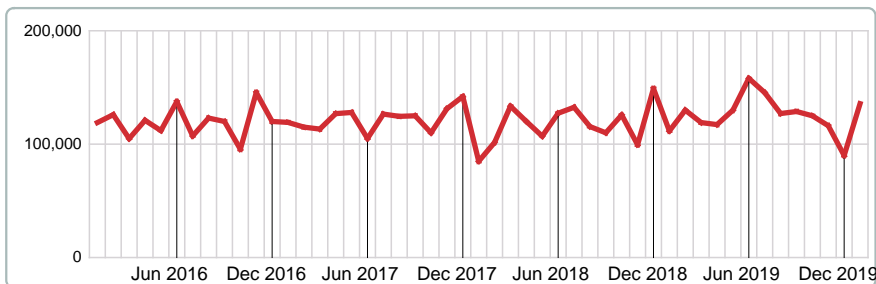
JANUARY



YEAR TO DATE (YTD)

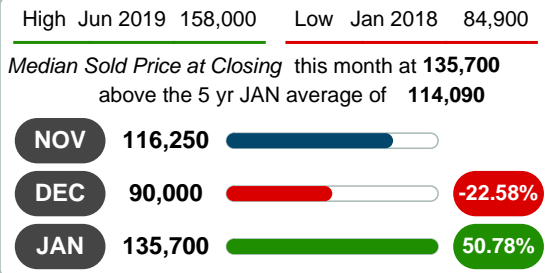


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 114,090



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 |
|-------------------------------------------------------------|----|--------|-----------|----------|---------|---------|---------|
| \$50,000 and less | 3 | 6.12% | 35,000 | 0 | 35,000 | 0 | 0 |
| \$50,001 - \$70,000 | 5 | 10.20% | 58,000 | 52,900 | 58,450 | 0 | 0 |
| \$70,001 - \$110,000 | 9 | 18.37% | 78,800 | 71,900 | 83,500 | 78,800 | 0 |
| \$110,001 - \$150,000 | 12 | 24.49% | 133,120 | 146,500 | 131,870 | 140,150 | 0 |
| \$150,001 - \$190,000 | 8 | 16.33% | 165,000 | 0 | 160,000 | 185,500 | 0 |
| \$190,001 - \$310,000 | 7 | 14.29% | 219,900 | 0 | 224,900 | 242,750 | 217,000 |
| \$310,001 and up | 5 | 10.20% | 334,500 | 0 | 373,000 | 315,700 | 315,000 |
| Median Sold Price | | | 135,700 | 71,900 | 123,875 | 186,578 | 243,500 |
| Total Closed Units | | 100% | 135,700 | 3 | 34 | 8 | 4 |
| Total Closed Volume | | | 7,804,696 | 271.30K | 4.96M | 1.57M | 1.01M |

January 2020



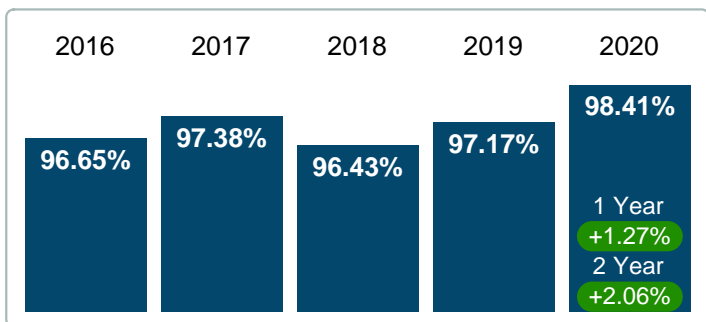
Area Delimited by County Of Washington - Residential Property Type



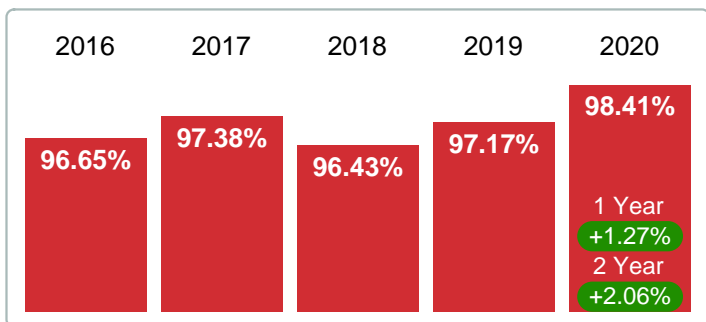
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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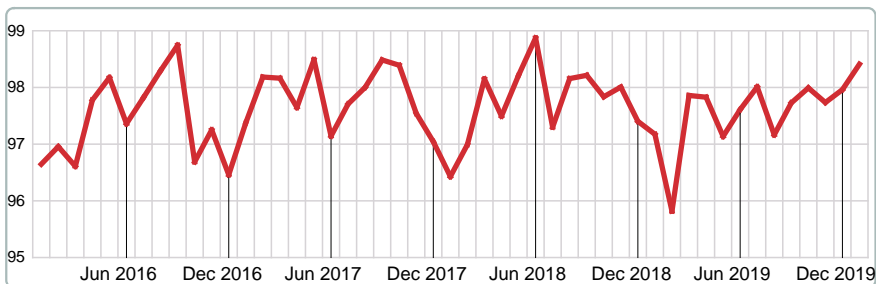
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

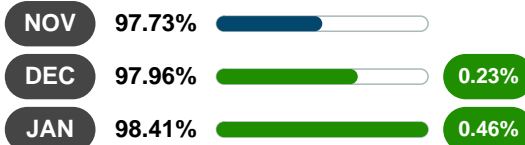


3 MONTHS

5 year JAN AVG = 97.21%

High Jun 2018 98.87% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.41%**
above the 5 yr JAN average of **97.21%**



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 |
|------------------------------------------------|----|-----------|---------|----------|---------|---------|---------|
| \$50,000 and less | 3 | 6.12% | 92.11% | 0.00% | 92.11% | 0.00% | 0.00% |
| \$50,001 - \$70,000 | 5 | 10.20% | 94.44% | 100.00% | 92.53% | 0.00% | 0.00% |
| \$70,001 - \$110,000 | 9 | 18.37% | 98.94% | 102.86% | 97.06% | 100.00% | 0.00% |
| \$110,001 - \$150,000 | 12 | 24.49% | 100.00% | 100.00% | 100.71% | 91.60% | 0.00% |
| \$150,001 - \$190,000 | 8 | 16.33% | 98.48% | 0.00% | 99.20% | 97.77% | 0.00% |
| \$190,001 - \$310,000 | 7 | 14.29% | 98.68% | 0.00% | 100.00% | 98.64% | 98.18% |
| \$310,001 and up | 5 | 10.20% | 97.62% | 0.00% | 97.62% | 97.14% | 100.67% |
| Median Sold/List Ratio | | 98.41% | | 100.00% | 98.34% | 97.53% | 98.43% |
| Total Closed Units | | 49 | 100% | 3 | 34 | 8 | 4 |
| Total Closed Volume | | 7,804,696 | | 271.30K | 4.96M | 1.57M | 1.01M |

January 2020



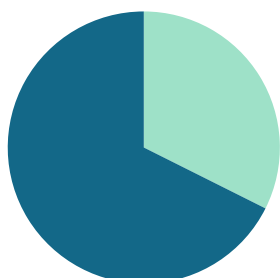
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

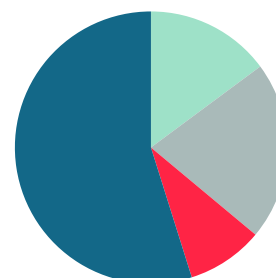


Inventory
 New Listings
91 = 32.38%
 Start Inventory
190
 Total Inventory Units
281
 Volume
\$50,508,595

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% |
| Median List Price | 119,900 | 134,000 | 11.76% | 119,900 | 134,000 | 11.76% |
| Median Sale Price | 111,650 | 135,700 | 21.54% | 111,650 | 135,700 | 21.54% |
| Median Percent of Selling Price to List Price | 97.17% | 98.41% | 1.27% | 97.17% | 98.41% | 1.27% |
| Median Days on Market to Sale | 44.00 | 24.00 | -45.45% | 44.00 | 24.00 | -45.45% |
| 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

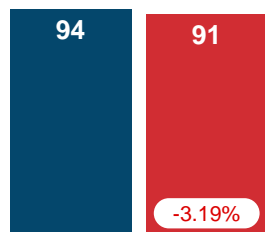
Inventory on January 31, 2020 = **181**

2019 **2020**

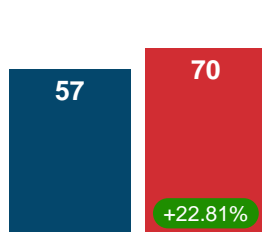
JANUARY MARKET

MEDIAN PRICES

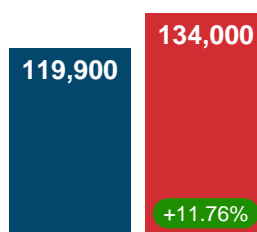
New Listings



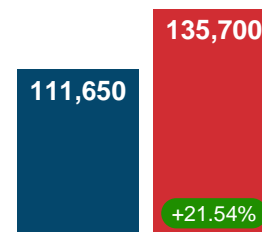
Pending Listings



List Price



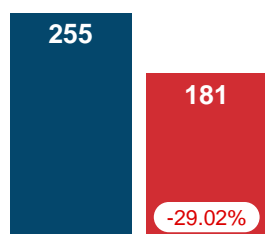
Sale Price



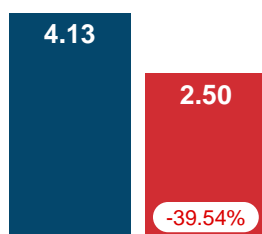
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

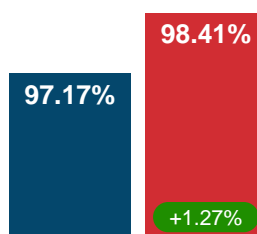
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

