

July 2020



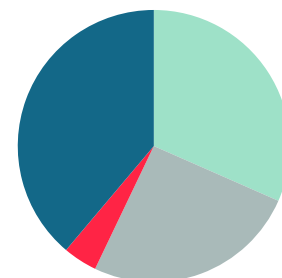
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	94	109	15.96%
Pending Listings	94	88	-6.38%
New Listings	110	88	-20.00%
Average List Price	171,381	168,586	-1.63%
Average Sale Price	166,463	166,074	-0.23%
Average Percent of Selling Price to List Price	96.65%	97.58%	0.96%
Average Days on Market to Sale	39.56	32.98	-16.64%
End of Month Inventory	253	134	-47.04%
Months Supply of Inventory	3.75	1.93	-48.56%



■ Closed (31.59%)
■ Pending (25.51%)
■ Other OffMarket (4.06%)
■ Active (38.84%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of July 31, 2020 = **134**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **47.04%** to 134 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 **1.93** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.23%** in July 2020 to \$166,074 versus the previous year at \$166,463.

Average Days on Market Shortens

The average number of **32.98** days that homes spent on the market before selling decreased by 6.58 days or **16.64%** in July 2020 compared to last year's same month at **39.56** DOM.

Sales Success for July 2020 is Positive

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

There were 88 New Listings in July 2020, down **20.00%** from last year at 110. Furthermore, there were 109 Closed Listings this month versus last year at 94, a **15.96%** increase.

Closed versus Listed trends yielded a **123.9%** ratio, up from previous year's, July 2019, at **85.5%**, a **44.95%** 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

July 2020



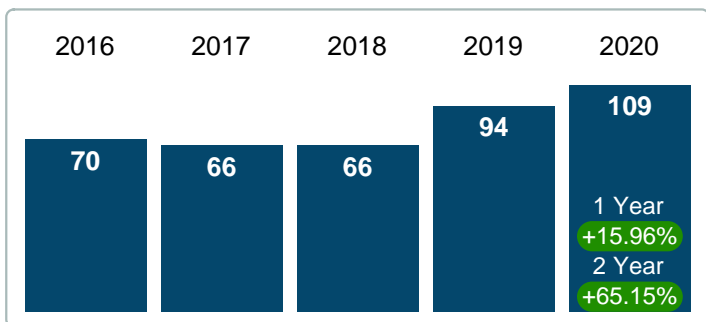
Area Delimited by County Of Washington - Residential Property Type



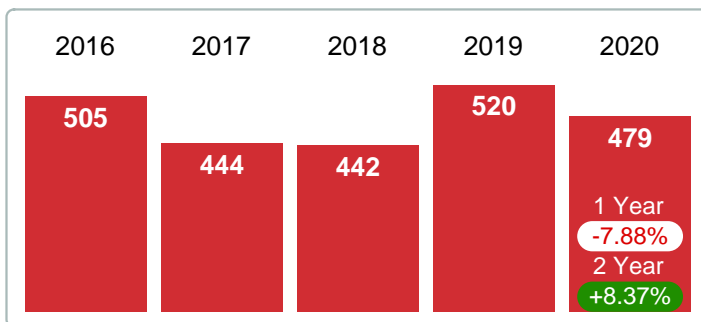
CLOSED LISTINGS

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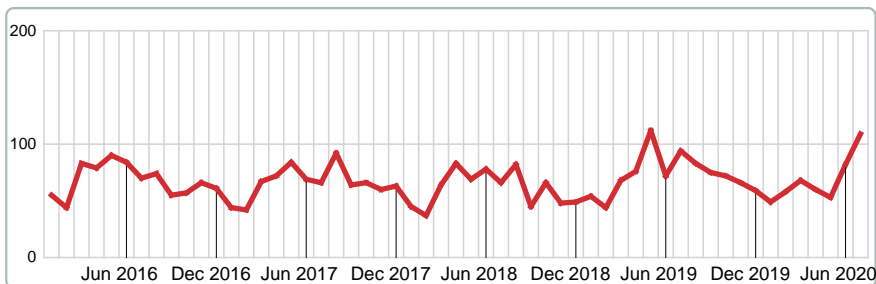
JULY



YEAR TO DATE (YTD)

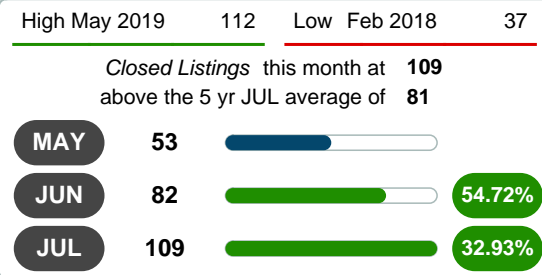


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81



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	4	3.67%	34.5	2	2	0	0
\$25,001 - \$50,000	10	9.17%	41.3	3	6	1	0
\$50,001 - \$100,000	22	20.18%	19.5	5	16	1	0
\$100,001 - \$150,000	22	20.18%	28.9	2	16	4	0
\$150,001 - \$225,000	25	22.94%	26.6	1	10	13	1
\$225,001 - \$325,000	16	14.68%	30.3	1	1	13	1
\$325,001 and up	10	9.17%	83.3	0	2	6	2
Total Closed Units	109			14	53	38	4
Total Closed Volume	18,102,031	100%	33.0	1.13M	6.42M	9.27M	1.28M
Average Closed Price	\$166,074			\$80,929	\$121,196	\$243,872	\$319,625

July 2020



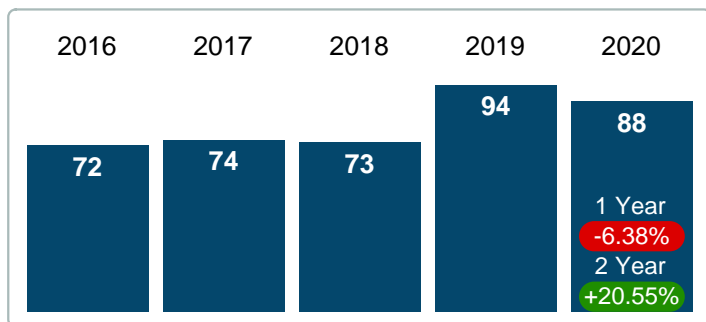
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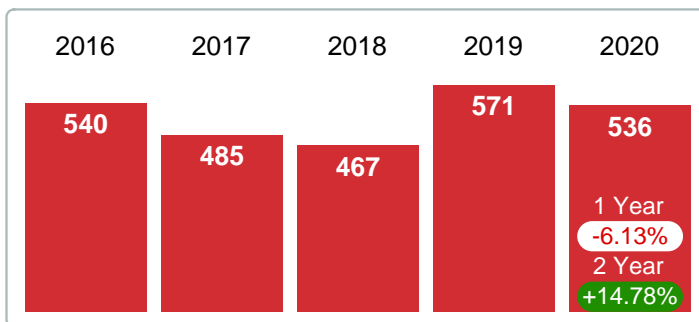
PENDING LISTINGS

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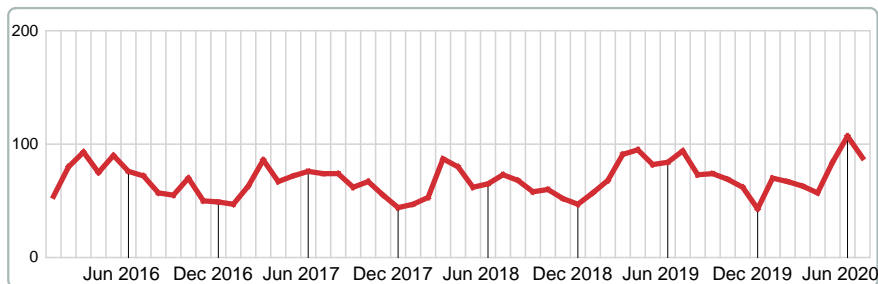
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 80

High Jun 2020 107 Low Dec 2019 43

Pending Listings this month at **88**
above the 5 yr JUL average of **80**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	5.68%	85.0	1	4	0	0
\$30,001 - \$60,000	15	17.05%	49.3	6	8	1	0
\$60,001 - \$100,000	13	14.77%	36.8	1	11	1	0
\$100,001 - \$140,000	18	20.45%	21.7	0	16	2	0
\$140,001 - \$210,000	18	20.45%	25.9	2	10	6	0
\$210,001 - \$280,000	9	10.23%	40.9	0	0	9	0
\$280,001 and up	10	11.36%	34.3	0	1	8	1
Total Pending Units	88			10	50	27	1
Total Pending Volume	12,874,250	100%	36.8	837.25K	5.27M	6.37M	399.00K
Average Listing Price	\$147,724			\$83,725	\$105,322	\$235,996	\$399,000

July 2020



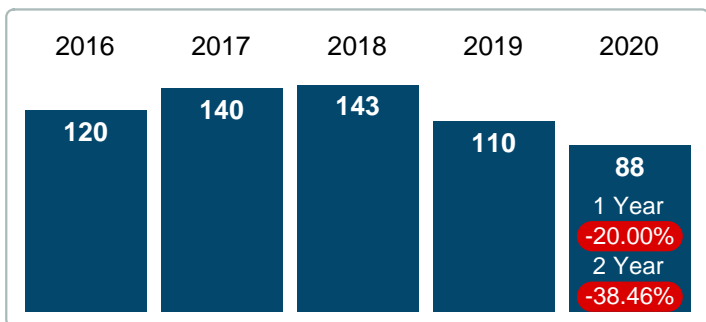
Area Delimited by County Of Washington - Residential Property Type



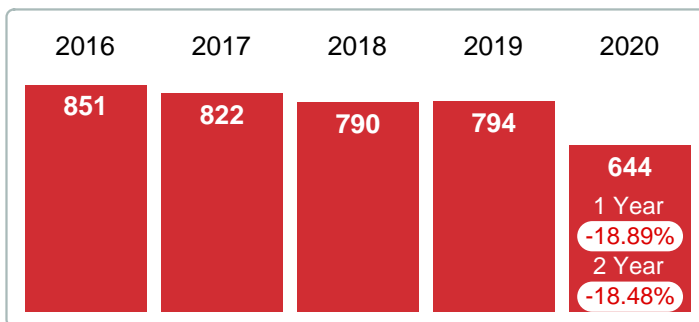
NEW LISTINGS

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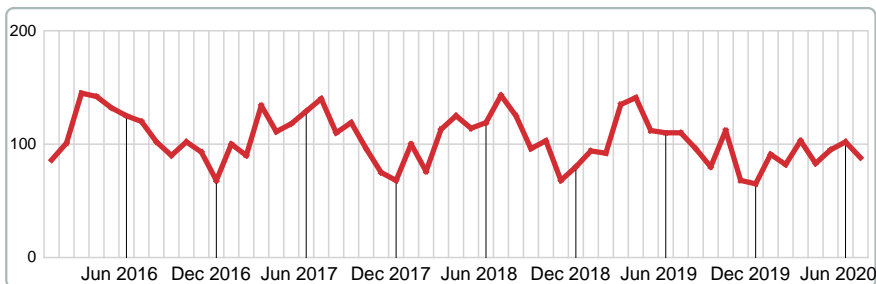
JULY



YEAR TO DATE (YTD)

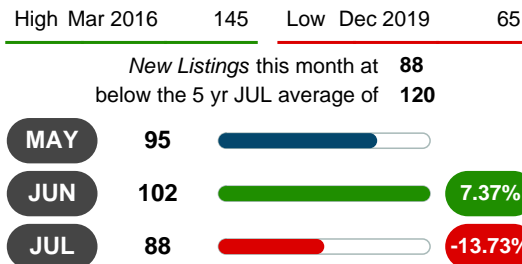


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 120



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	9.09%	3	4	1	0
\$50,001 - \$70,000	8	9.09%	5	2	1	0
\$70,001 - \$110,000	13	14.77%	2	9	2	0
\$110,001 - \$140,000	20	22.73%	0	18	2	0
\$140,001 - \$190,000	17	19.32%	1	10	6	0
\$190,001 - \$230,000	13	14.77%	2	4	6	1
\$230,001 and up	9	10.23%	0	3	6	0
Total New Listed Units	88		13	50	24	1
Total New Listed Volume	12,692,500	100%	1.15M	6.67M	4.68M	199.00K
Average New Listed Listing Price	\$147,867		\$88,223	\$133,323	\$195,019	\$199,000

July 2020



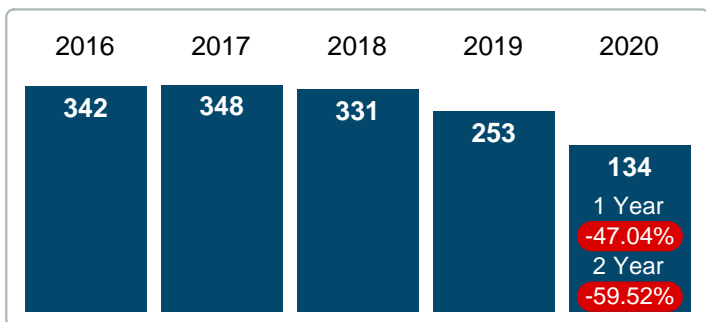
Area Delimited by County Of Washington - Residential Property Type



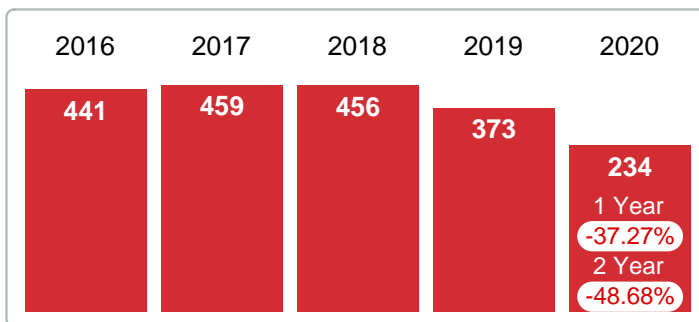
ACTIVE INVENTORY

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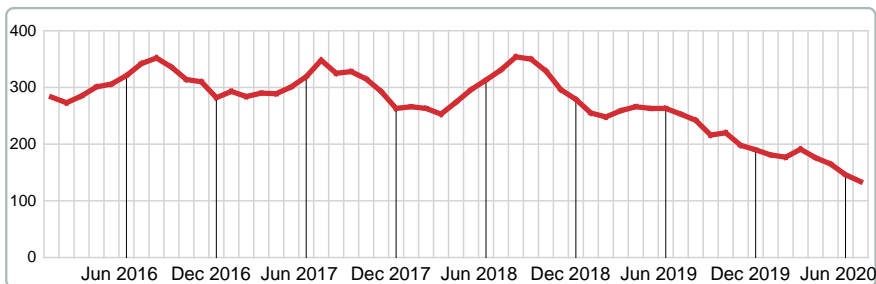
END OF JULY



ACTIVE DURING JULY

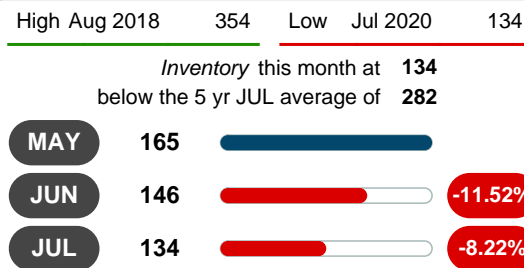


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 282



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	3	2.24%	61.0	3	0	0	0
\$25,001 - \$50,000	11	8.21%	86.8	5	5	1	0
\$50,001 - \$100,000	34	25.37%	80.0	14	17	3	0
\$100,001 - \$175,000	30	22.39%	65.9	0	20	10	0
\$175,001 - \$225,000	23	17.16%	52.1	3	9	10	1
\$225,001 - \$325,000	19	14.18%	102.0	0	6	10	3
\$325,001 and up	14	10.45%	89.0	1	2	8	3
Total Active Inventory by Units	134			26	59	42	7
Total Active Inventory by Volume	22,671,190	100%	76.3	2.18M	8.49M	9.77M	2.24M
Average Active Inventory Listing Price	\$169,188			\$83,842	\$143,819	\$232,625	\$319,386

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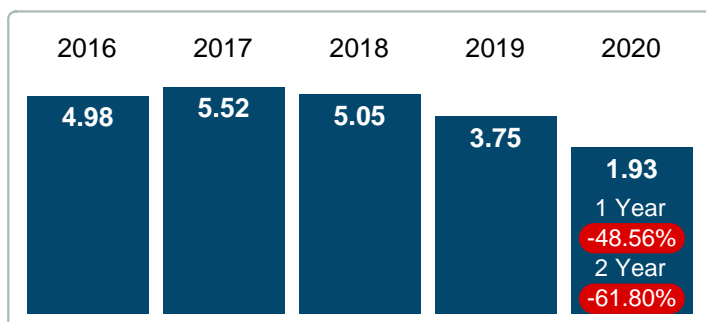
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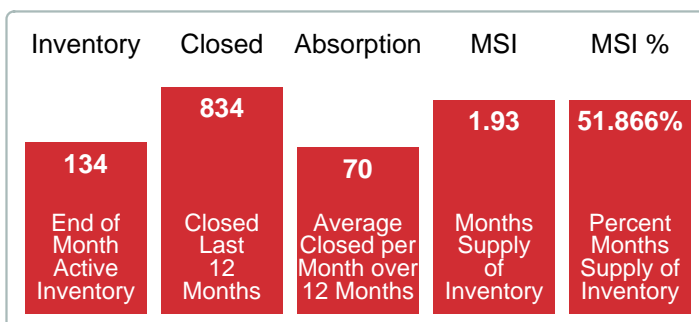
MONTHS SUPPLY of INVENTORY (MSI)

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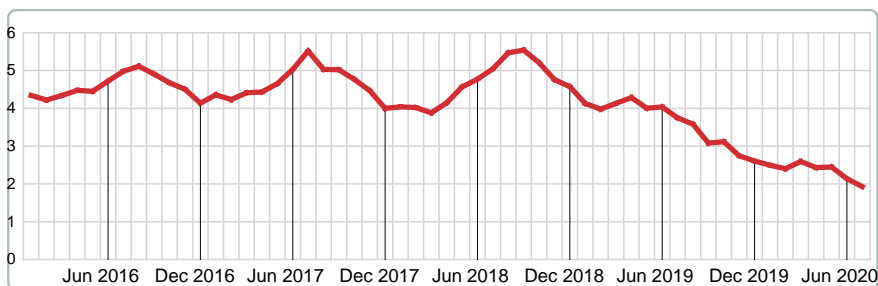
MSI FOR JULY



INDICATORS FOR JULY 2020

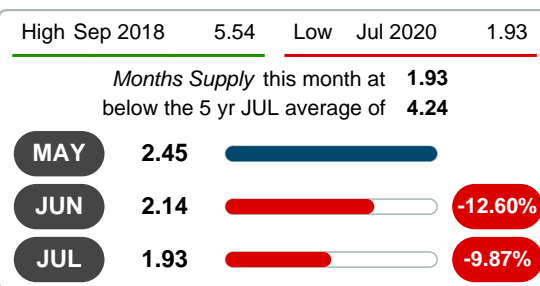


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.24



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	5.97%	1.39	2.48	0.33	3.00	0.00
\$40,001 - \$70,000	20	14.93%	2.45	3.67	1.71	2.00	0.00
\$70,001 - \$100,000	20	14.93%	1.86	3.75	1.58	2.00	0.00
\$100,001 - \$180,000	33	24.63%	1.29	0.67	1.18	1.91	0.00
\$180,001 - \$230,000	22	16.42%	2.84	12.00	2.59	2.50	4.00
\$230,001 - \$330,000	17	12.69%	2.10	0.00	4.50	1.61	1.85
\$330,001 and up	14	10.45%	4.20	0.00	2.18	4.57	4.50
Market Supply of Inventory (MSI)			1.93	3.06	1.51	2.22	2.33
Total Active Inventory by Units		100%	1.93	26	59	42	7

July 2020



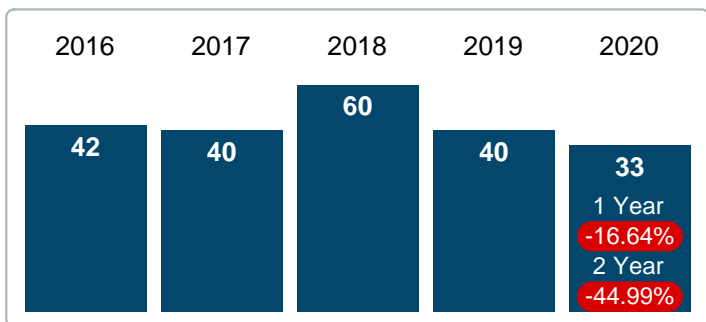
Area Delimited by County Of Washington - Residential Property Type



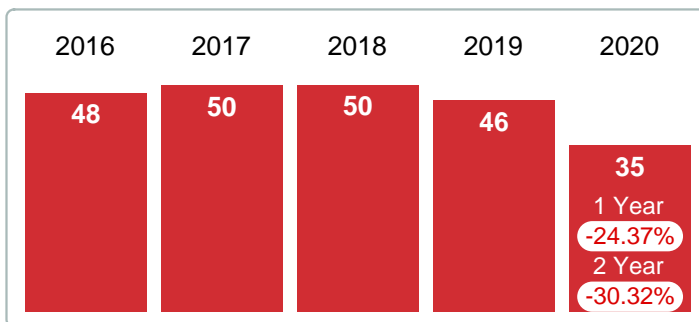
AVERAGE DAYS ON MARKET TO SALE

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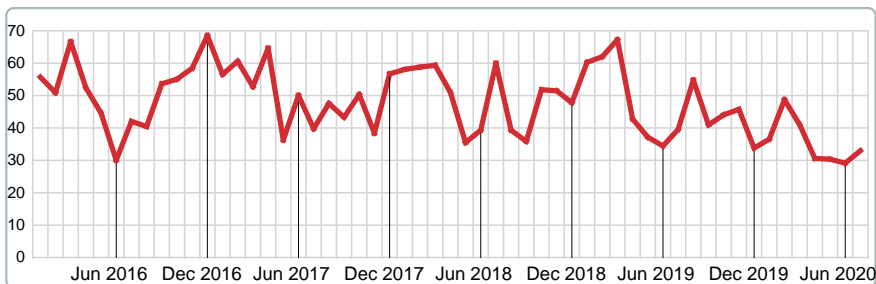
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 43

High Dec 2016 69 Low Jun 2020 29

Average Days on Market to Sale this month at 33 below the 5 yr JUL average of 43



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	3.67%	35	67	2	0	0
\$25,001 - \$50,000	9.17%	41	21	50	54	0
\$50,001 - \$100,000	20.18%	19	7	24	9	0
\$100,001 - \$150,000	20.18%	29	14	22	66	0
\$150,001 - \$225,000	22.94%	27	5	32	24	18
\$225,001 - \$325,000	14.68%	30	57	98	17	114
\$325,001 and up	9.17%	83	0	3	90	143
Average Closed DOM		33	23	27	37	105
Total Closed Units	100%	33	14	53	38	4
Total Closed Volume		18,102,031	1.13M	6.42M	9.27M	1.28M

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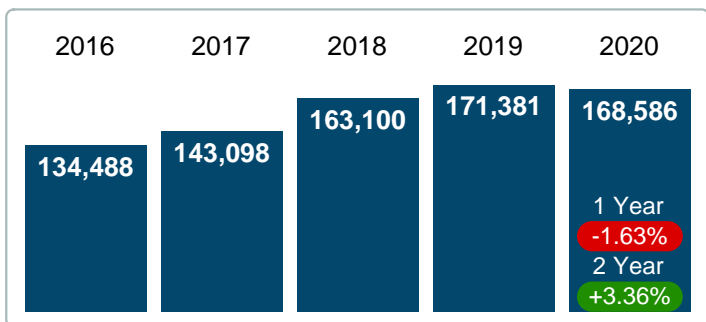
Area Delimited by County Of Washington - Residential Property Type



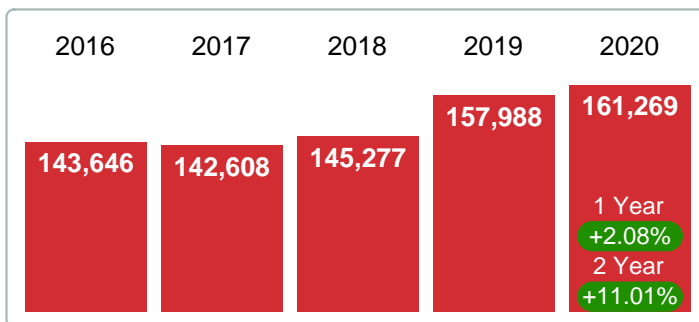
AVERAGE LIST PRICE AT CLOSING

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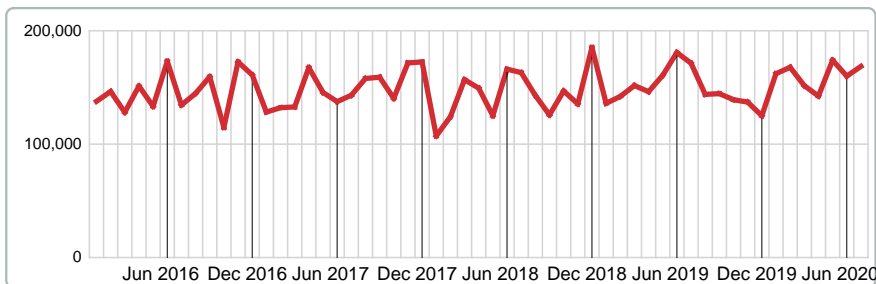
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 156,131

High Dec 2018 185,204 Low Jan 2018 107,218
 Average List Price at Closing this month at **168,586**
 above the 5 yr JUL average of **156,131**

- MAY 174,017
- JUN 160,001 (-8.05%)
- JUL 168,586 (5.37%)

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	4	3.67%	17,625	16,500	18,750	0	
\$25,001 - \$50,000	11	10.09%	41,564	44,300	40,317	37,400	
\$50,001 - \$100,000	20	18.35%	73,283	59,700	77,947	79,900	
\$100,001 - \$150,000	25	22.94%	129,388	107,450	128,888	136,950	
\$150,001 - \$225,000	23	21.10%	183,063	210,000	173,015	185,408	
\$225,001 - \$325,000	16	14.68%	269,813	287,500	239,900	273,431	
\$325,001 and up	10	9.17%	462,040	0	511,500	448,317	
Average List Price		168,586		84,057	124,185	245,261	324,350
Total Closed Units		109	100%	168,586	14	53	38
Total Closed Volume		18,375,900			1.18M	6.58M	9.32M

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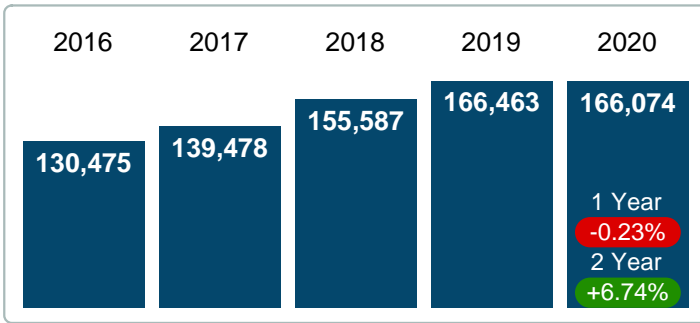
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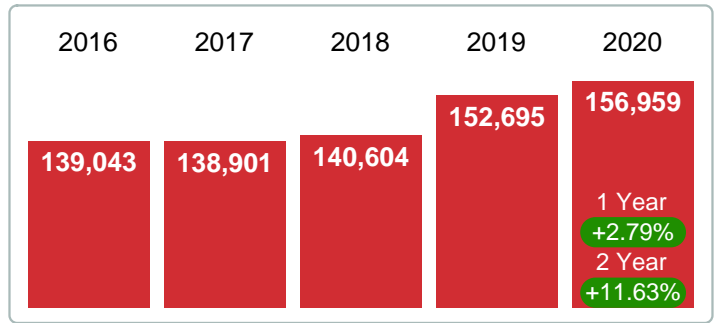
AVERAGE SOLD PRICE AT CLOSING

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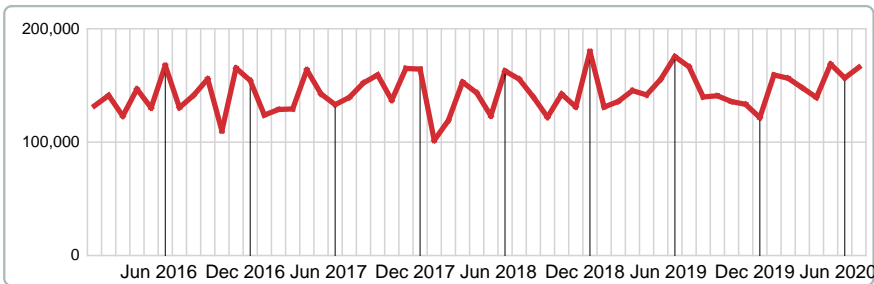
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

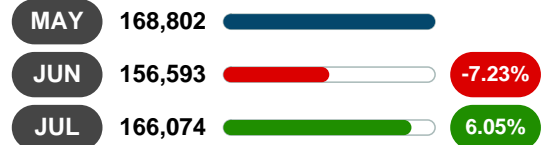


3 MONTHS

5 year JUL AVG = 151,615

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

Average Sold Price at Closing this month at **166,074** above the 5 yr JUL average of **151,615**



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	3.67%	16,000	15,000	17,000	0	0
\$25,001 - \$50,000	9.17%	37,500	40,667	36,333	35,000	0
\$50,001 - \$100,000	20.18%	71,086	57,400	74,994	77,000	0
\$100,001 - \$150,000	20.18%	126,858	107,000	126,928	136,506	0
\$150,001 - \$225,000	22.94%	180,036	205,000	172,463	186,098	152,000
\$225,001 - \$325,000	14.68%	267,241	275,000	239,000	271,065	238,000
\$325,001 and up	9.17%	453,150	0	488,500	444,333	444,250
Average Sold Price		166,074	80,929	121,196	243,872	319,625
Total Closed Units	100%	109	14	53	38	4
Total Closed Volume		18,102,031	1.13M	6.42M	9.27M	1.28M

July 2020



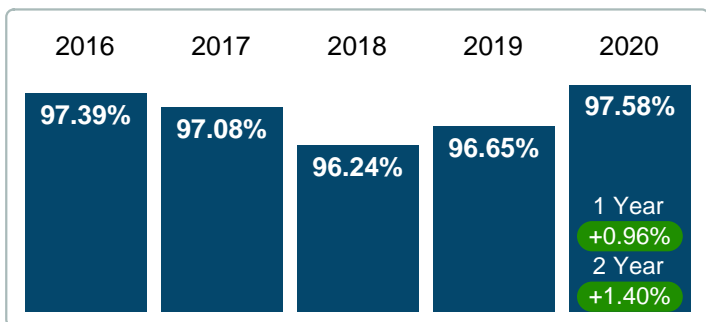
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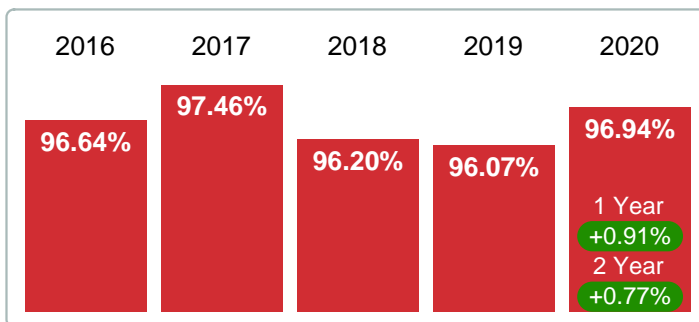
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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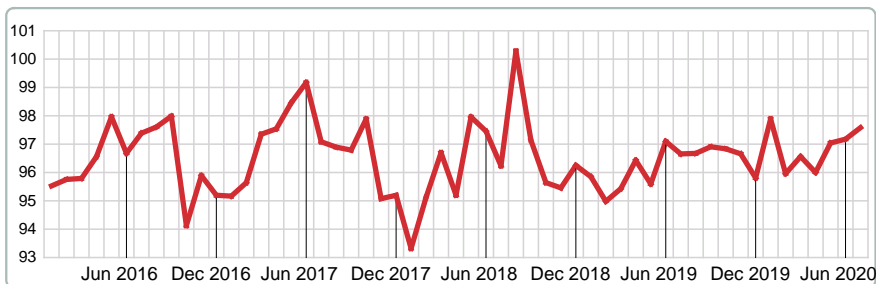
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

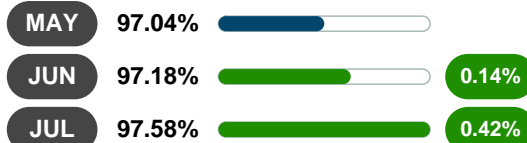


3 MONTHS

5 year JUL AVG = 96.99%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **97.58%**
above the 5 yr JUL average of **96.99%**



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	4	3.67%	88.48%	86.96%	90.00%	0.00%	0.00%
\$25,001 - \$50,000	10	9.17%	91.04%	91.46%	90.41%	93.58%	0.00%
\$50,001 - \$100,000	22	20.18%	96.72%	96.20%	96.91%	96.37%	0.00%
\$100,001 - \$150,000	22	20.18%	98.80%	99.53%	98.52%	99.60%	0.00%
\$150,001 - \$225,000	25	22.94%	99.95%	97.62%	99.84%	100.35%	98.13%
\$225,001 - \$325,000	16	14.68%	99.05%	95.65%	99.62%	99.10%	101.28%
\$325,001 and up	10	9.17%	98.70%	0.00%	97.32%	99.28%	98.33%
Average Sold/List Ratio		97.60%		94.40%	97.02%	99.39%	99.02%
Total Closed Units		109	100%	14	53	38	4
Total Closed Volume		18,102,031		1.13M	6.42M	9.27M	1.28M

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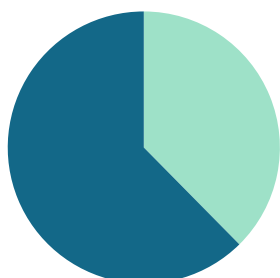
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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INVENTORY



Inventory

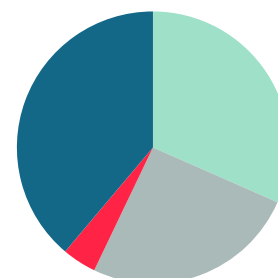
- New Listings **88 = 37.61%**
- Start Inventory **146**
- Total Inventory Units **234**
- Volume **\$37,824,490**

Market Activity

Market Activity

- Closed Sales **109 = 31.59%**
- Pending Sales **88 = 25.51%**
- Other Off Market **14 = 4.06%**
- Active Inventory **134 = 38.84%**

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	94	109	15.96%	520	479	-7.88%
Pending Sales	94	88	-6.38%	571	536	-6.13%
New Listings	110	88	-20.00%	794	644	-18.89%
Average List Price	171,381	168,586	-1.63%	157,988	161,269	2.08%
Average Sale Price	166,463	166,074	-0.23%	152,695	156,959	2.79%
Average Percent of Selling Price to List Price	96.65%	97.58%	0.96%	96.07%	96.94%	0.91%
Average Days on Market to Sale	39.56	32.98	-16.64%	46.47	35.14	-24.37%
Monthly Inventory	253	134	-47.04%	253	134	-47.04%
Months Supply of Inventory	3.75	1.93	-48.56%	3.75	1.93	-48.56%

Absorption: Last 12 months, an Average of **70** Sales/Month

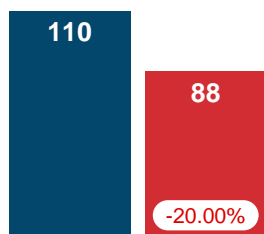
Inventory on July 31, 2020 = **134**

2019 **2020**

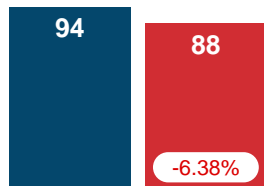
JULY MARKET

AVERAGE PRICES

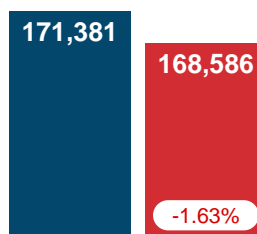
New Listings



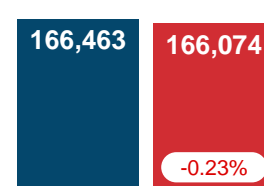
Pending Listings



List Price



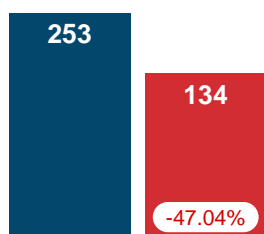
Sale Price



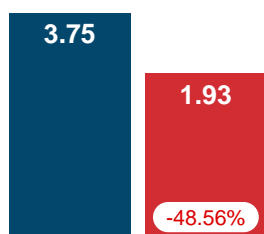
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

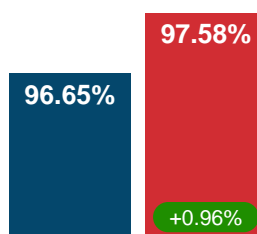
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

