

July 2020



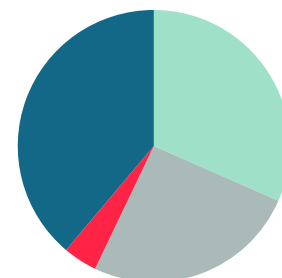
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	149,900	145,000	-3.27%
Median Sale Price	145,450	145,000	-0.31%
Median Percent of Selling Price to List Price	98.01%	99.47%	1.49%
Median Days on Market to Sale	21.50	9.00	-58.14%
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.

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 **0.31%** in July 2020 to \$145,000 versus the previous year at \$145,450.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 12.50 days or **58.14%** in July 2020 compared to last year's same month at **21.50** DOM.

Sales Success for July 2020 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



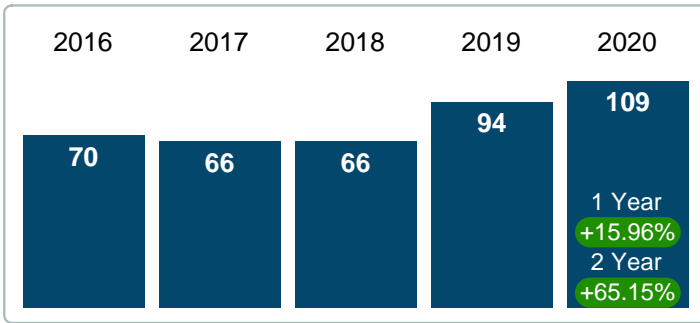
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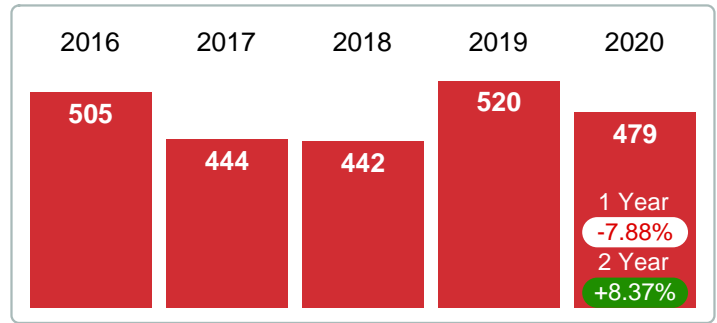
CLOSED LISTINGS

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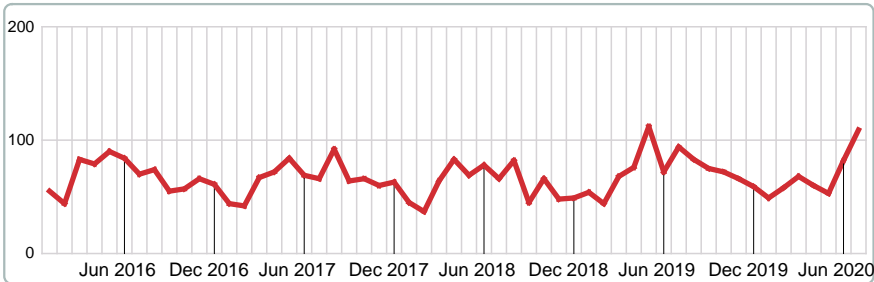
JULY



YEAR TO DATE (YTD)

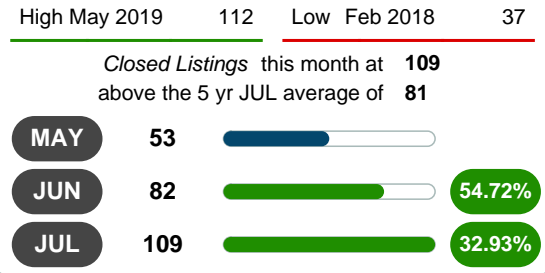


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 81



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	4.59%	29.0	2	3	0	0
\$30,001 - \$70,000	19	17.43%	7.0	8	10	1	0
\$70,001 - \$110,000	16	14.68%	6.0	1	14	1	0
\$110,001 - \$160,000	23	21.10%	15.0	1	17	4	1
\$160,001 - \$230,000	21	19.27%	7.0	1	6	14	0
\$230,001 - \$320,000	14	12.84%	4.0	1	1	11	1
\$320,001 and up	11	10.09%	34.0	0	2	7	2
Total Closed Units	109			14	53	38	4
Total Closed Volume	18,102,031	100%	9.0	1.13M	6.42M	9.27M	1.28M
Median Closed Price	\$145,000			\$57,000	\$110,000	\$223,450	\$288,250

July 2020



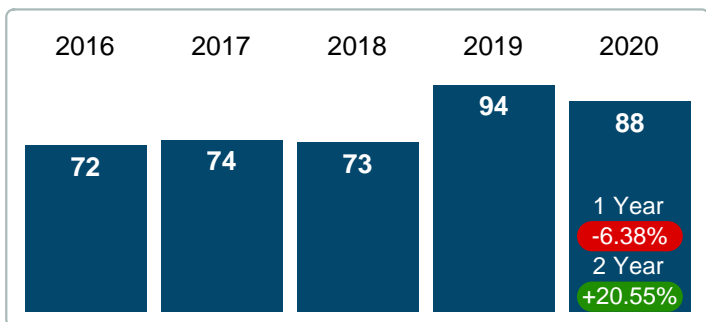
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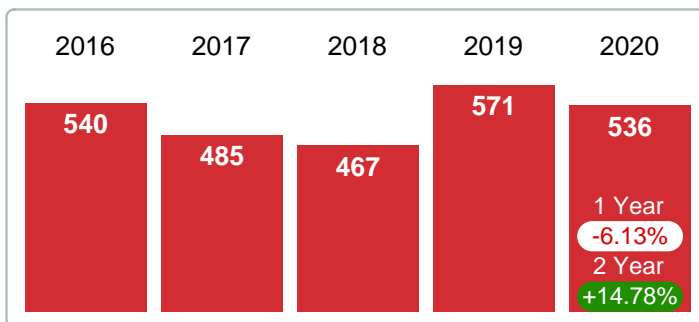
PENDING LISTINGS

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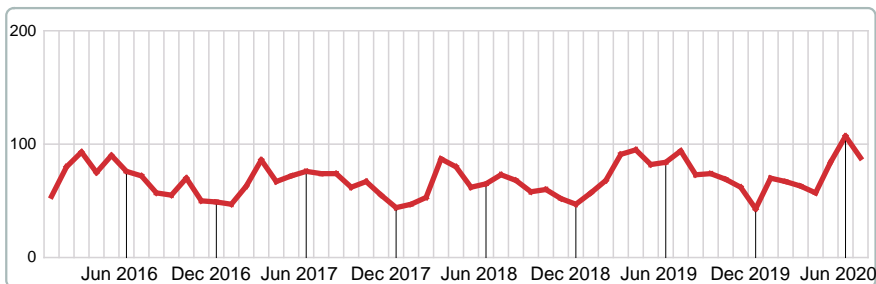
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

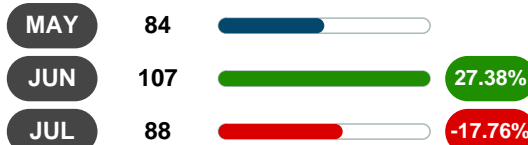


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	5.68%	9.0	1	4	0	0
\$30,001 - \$60,000	15	17.05%	22.0	6	8	1	0
\$60,001 - \$100,000	13	14.77%	26.0	1	11	1	0
\$100,001 - \$140,000	18	20.45%	6.0	0	16	2	0
\$140,001 - \$210,000	18	20.45%	7.0	2	10	6	0
\$210,001 - \$280,000	9	10.23%	29.0	0	0	9	0
\$280,001 and up	10	11.36%	14.0	0	1	8	1
Total Pending Units	88			10	50	27	1
Total Pending Volume	12,874,250	100%	19.0	837.25K	5.27M	6.37M	399.00K
Median Listing Price	\$126,500			\$56,250	\$113,000	\$218,000	\$399,000

July 2020



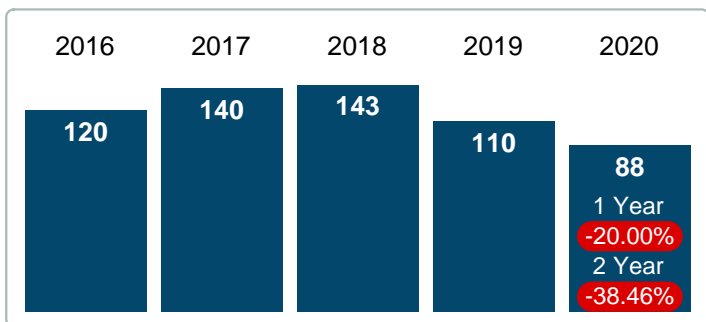
Area Delimited by County Of Washington - Residential Property Type



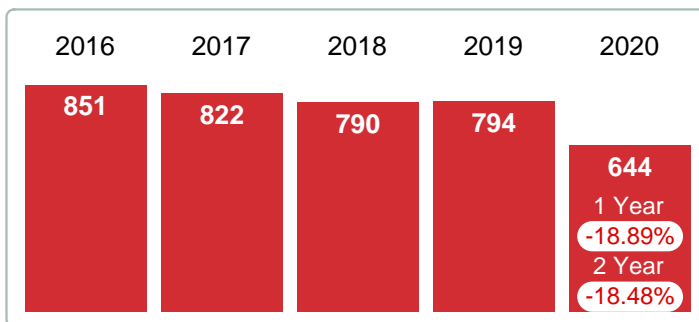
NEW LISTINGS

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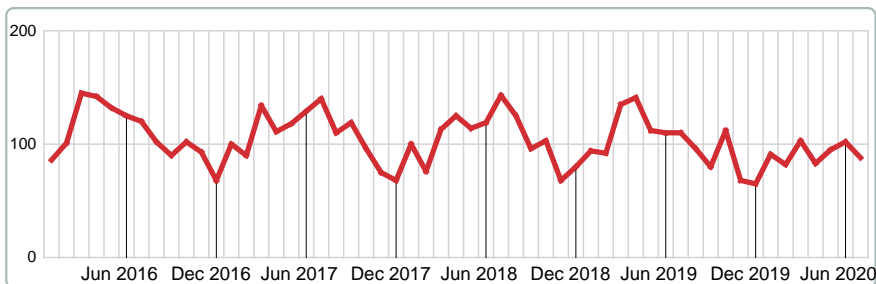
JULY



YEAR TO DATE (YTD)

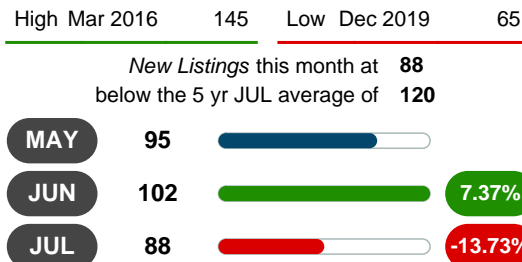


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$128,950		\$67,500	\$124,000	\$193,250	\$199,000

July 2020



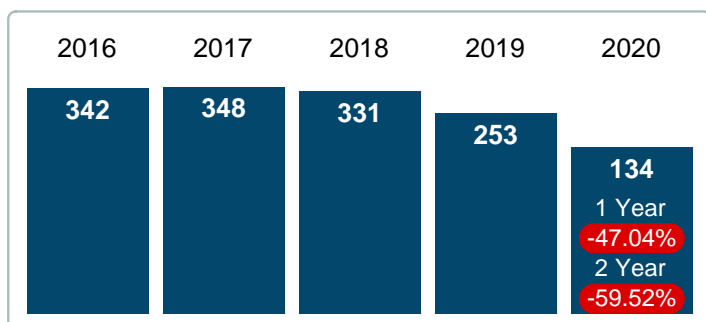
Area Delimited by County Of Washington - Residential Property Type



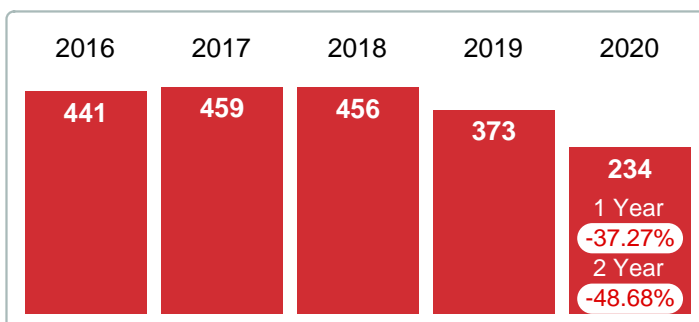
ACTIVE INVENTORY

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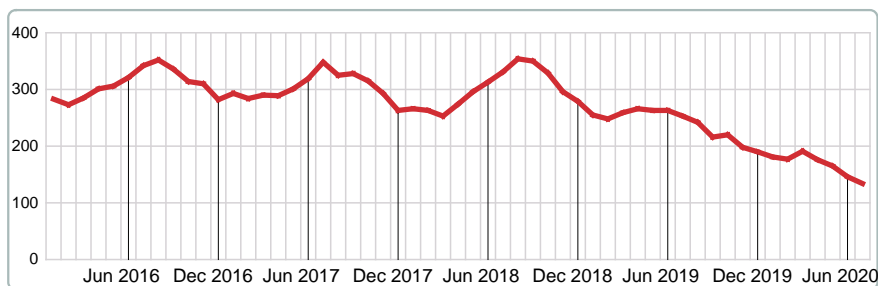
END OF JULY



ACTIVE DURING JULY

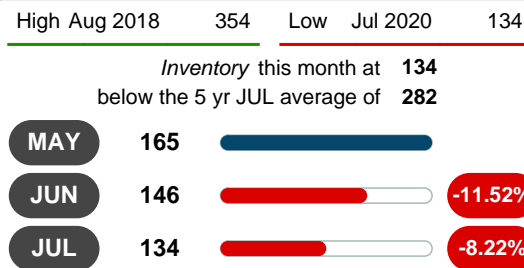


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 282



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	5.97%	44.5	6	1	1	0
\$40,001 - \$70,000	20	14.93%	82.0	11	8	1	0
\$70,001 - \$100,000	20	14.93%	61.0	5	13	2	0
\$100,001 - \$180,000	33	24.63%	24.0	1	21	11	0
\$180,001 - \$230,000	22	16.42%	31.0	2	8	10	2
\$230,001 - \$330,000	17	12.69%	86.0	0	6	9	2
\$330,001 and up	14	10.45%	86.5	1	2	8	3
Total Active Inventory by Units	134			26	59	42	7
Total Active Inventory by Volume	22,671,190	100%	59.0	2.18M	8.49M	9.77M	2.24M
Median Active Inventory Listing Price	\$135,000			\$63,900	\$121,550	\$208,750	\$289,900

July 2020



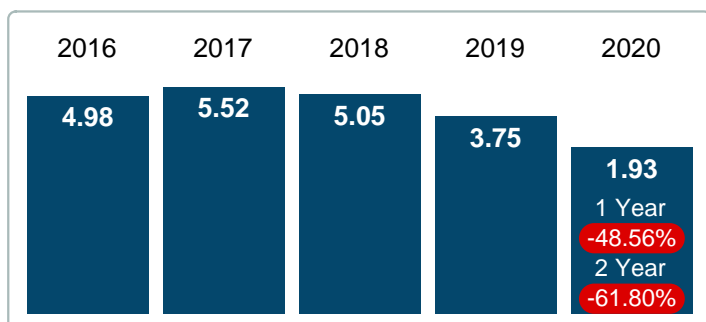
Area Delimited by County Of Washington - Residential Property Type



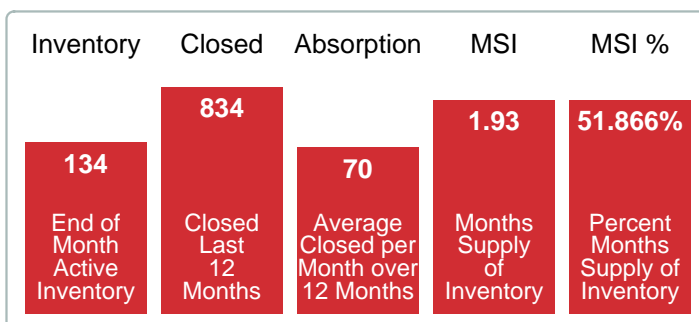
MONTHS SUPPLY of INVENTORY (MSI)

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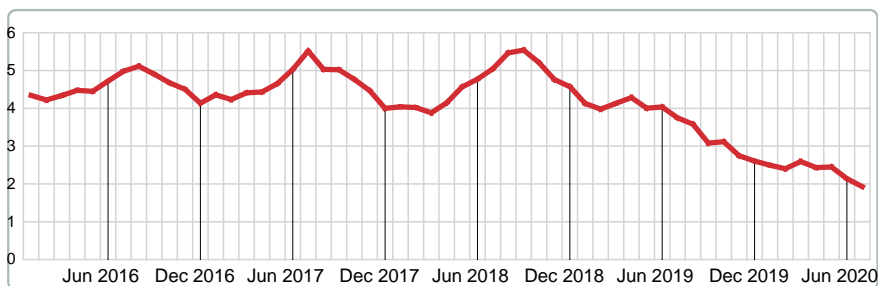
MSI FOR JULY



INDICATORS FOR JULY 2020

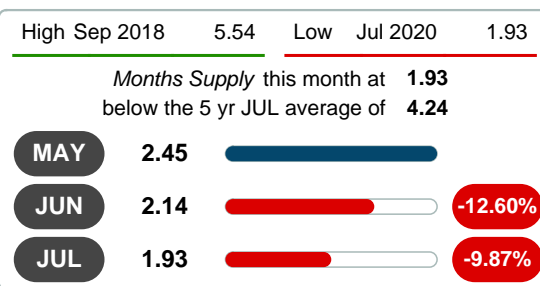


5 YEAR MARKET ACTIVITY TRENDS



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



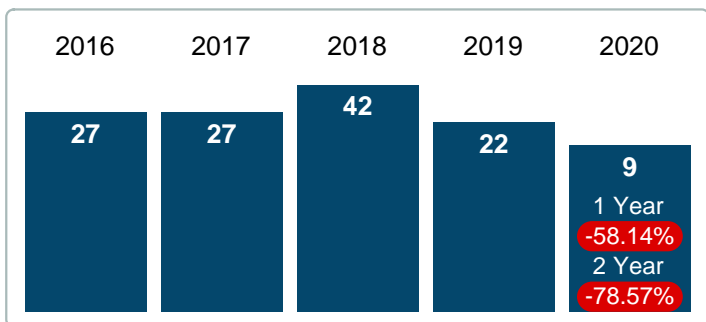
Area Delimited by County Of Washington - Residential Property Type



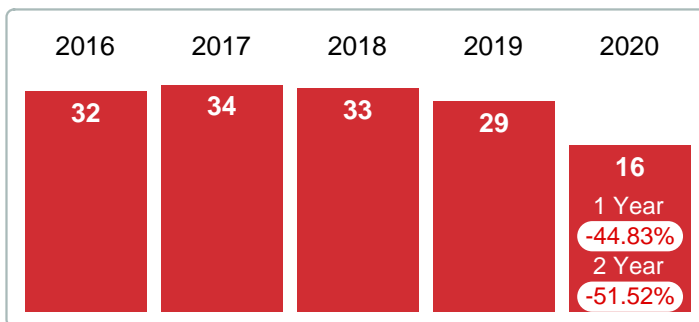
MEDIAN DAYS ON MARKET TO SALE

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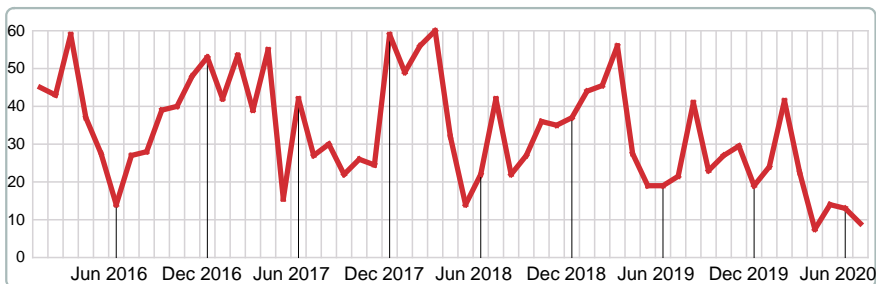
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 25

High Mar 2018 60 Low Apr 2020 8

Median Days on Market to Sale this month at 9 below the 5 yr JUL average of 25



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
\$30,000 and less	4.59%	29	67	3	0	0
\$30,001 - \$70,000	17.43%	7	7	14	54	0
\$70,001 - \$110,000	14.68%	6	22	3	9	0
\$110,001 - \$160,000	21.10%	15	6	15	56	18
\$160,001 - \$230,000	19.27%	7	5	7	8	0
\$230,001 - \$320,000	12.84%	4	57	98	3	114
\$320,001 and up	10.09%	34	0	3	34	143
Median Closed DOM		9	8	10	9	115
Total Closed Units	100%	9.0	14	53	38	4
Total Closed Volume		18,102,031	1.13M	6.42M	9.27M	1.28M

July 2020



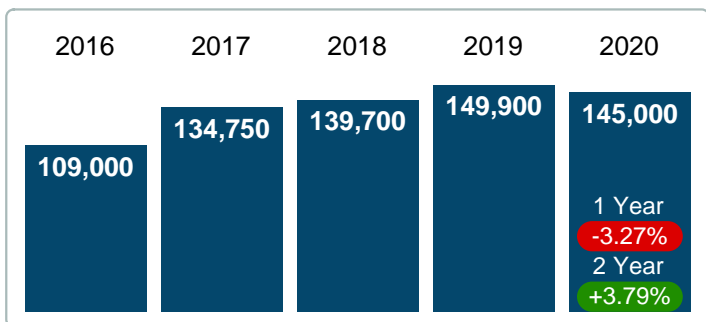
Area Delimited by County Of Washington - Residential Property Type



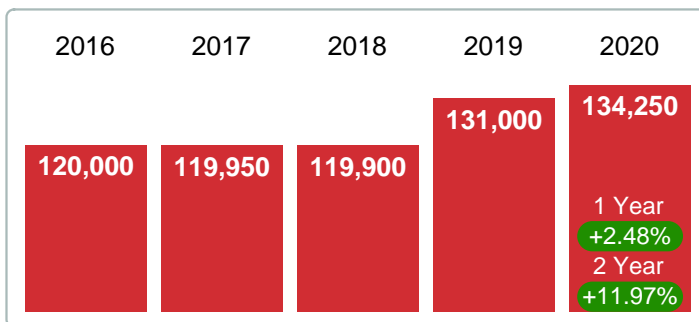
MEDIAN LIST PRICE AT CLOSING

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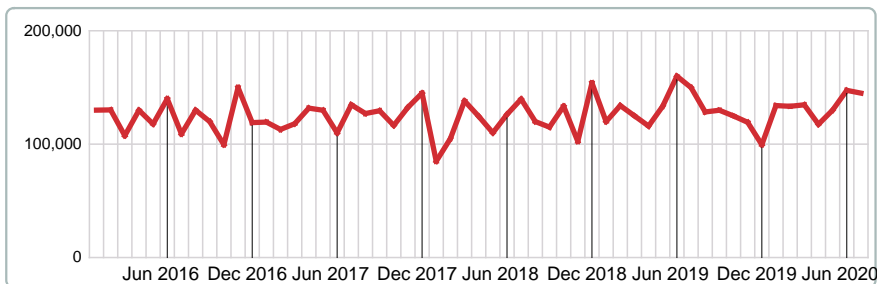
JULY



YEAR TO DATE (YTD)

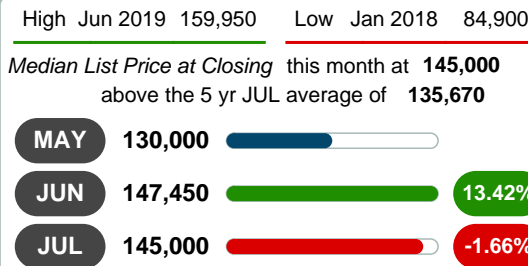


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 135,670



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
\$30,000 and less	5	4.59%	20,000	16,500	20,000	0	0
\$30,001 - \$70,000	19	17.43%	49,900	56,250	45,000	37,400	0
\$70,001 - \$110,000	16	14.68%	87,450	107,450	85,900	79,900	0
\$110,001 - \$160,000	23	21.10%	142,500	0	140,950	140,000	154,900
\$160,001 - \$230,000	21	19.27%	189,000	210,000	186,950	187,400	0
\$230,001 - \$320,000	14	12.84%	260,000	287,500	239,900	260,000	235,000
\$320,001 and up	11	10.09%	395,000	0	511,500	395,000	453,750
Median List Price			145,000	58,250	113,900	224,400	286,750
Total Closed Units		100%	109	14	53	38	4
Total Closed Volume			18,375,900	1.18M	6.58M	9.32M	1.30M

July 2020



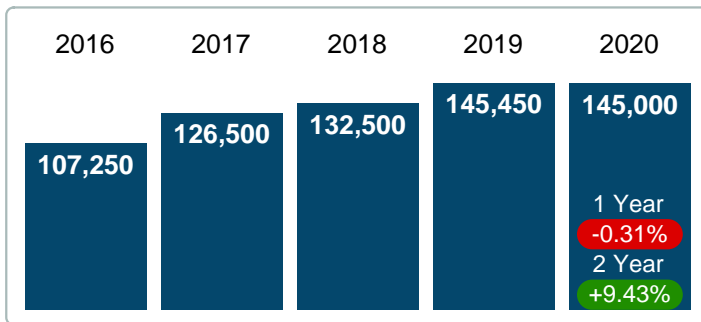
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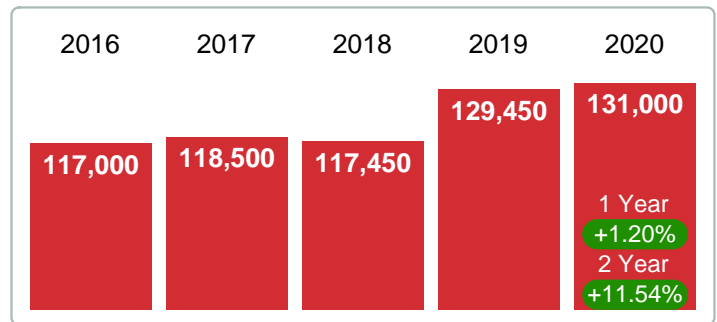
MEDIAN SOLD PRICE AT CLOSING

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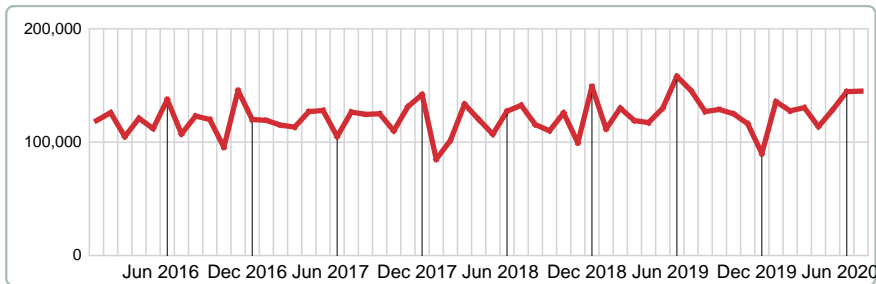
JULY



YEAR TO DATE (YTD)

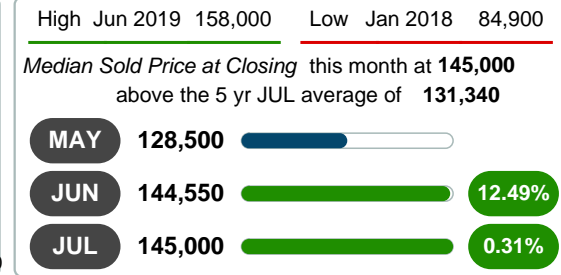


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 131,340



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
\$30,000 and less	5	4.59%	20,000	15,000	20,000	0	0
\$30,001 - \$70,000	19	17.43%	51,000	53,000	46,500	35,000	0
\$70,001 - \$110,000	16	14.68%	85,500	102,000	85,500	77,000	0
\$110,001 - \$160,000	23	21.10%	141,625	112,000	139,000	142,063	152,000
\$160,001 - \$230,000	21	19.27%	192,000	205,000	188,450	191,450	0
\$230,001 - \$320,000	14	12.84%	256,250	275,000	239,000	257,500	238,000
\$320,001 and up	11	10.09%	390,000	0	488,500	390,000	444,250
Median Sold Price			145,000	57,000	110,000	223,450	288,250
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



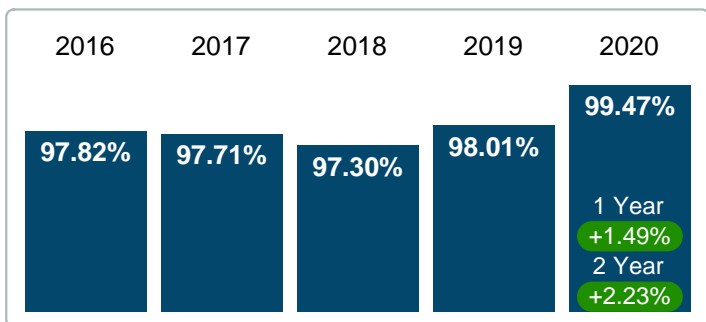
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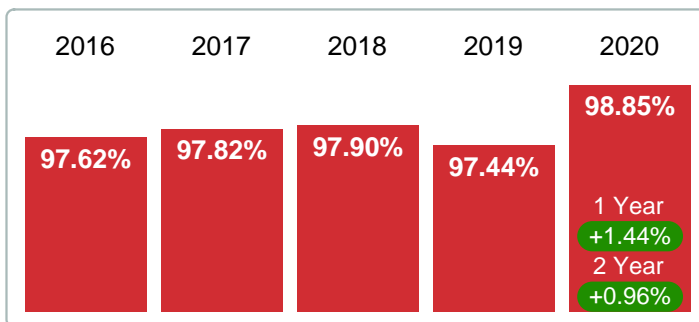
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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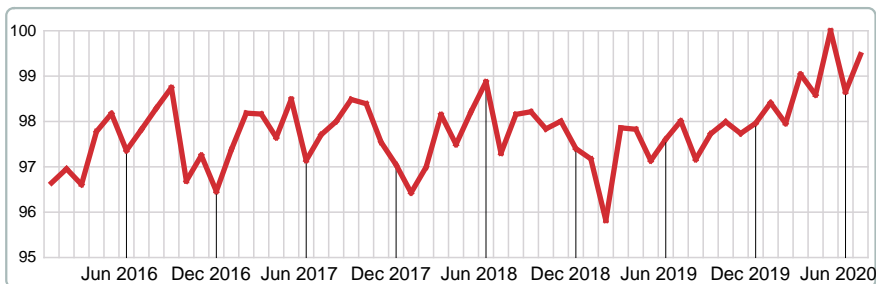
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

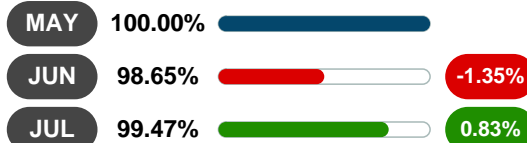


3 MONTHS

5 year JUL AVG = 98.06%

High May 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **99.47%**
above the 5 yr JUL average of **98.06%**



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
\$30,000 and less	5	4.59%	93.33%	86.96%	93.33%	0.00%	0.00%
\$30,001 - \$70,000	19	17.43%	92.85%	96.15%	92.23%	93.58%	0.00%
\$70,001 - \$110,000	16	14.68%	98.87%	97.24%	99.77%	96.37%	0.00%
\$110,001 - \$160,000	23	21.10%	100.00%	101.82%	100.00%	99.32%	98.13%
\$160,001 - \$230,000	21	19.27%	100.00%	97.62%	99.46%	100.00%	0.00%
\$230,001 - \$320,000	14	12.84%	99.33%	95.65%	99.62%	99.04%	101.28%
\$320,001 and up	11	10.09%	100.00%	0.00%	97.32%	100.00%	98.33%
Median Sold/List Ratio		99.47%		97.43%	99.00%	100.00%	99.06%
Total Closed Units		109	100%	14	53	38	4
Total Closed Volume		18,102,031		1.13M	6.42M	9.27M	1.28M

July 2020



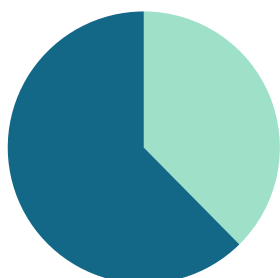
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

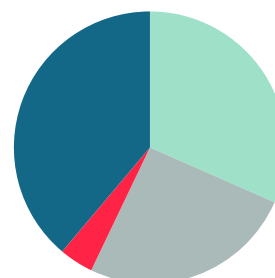


Inventory
 New Listings
88 = 37.61%
 Start Inventory
146
 Total Inventory Units
234
 Volume
\$37,824,490

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%
Median List Price	149,900	145,000	-3.27%	131,000	134,250	2.48%
Median Sale Price	145,450	145,000	-0.31%	129,450	131,000	1.20%
Median Percent of Selling Price to List Price	98.01%	99.47%	1.49%	97.44%	98.85%	1.44%
Median Days on Market to Sale	21.50	9.00	-58.14%	29.00	16.00	-44.83%
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

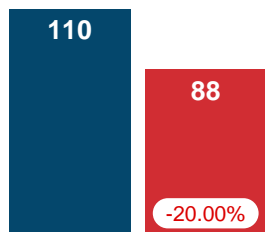
Inventory on July 31, 2020 = **134**

2019 2020

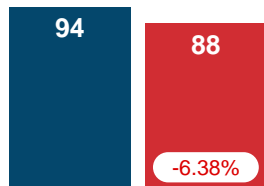
JULY MARKET

MEDIAN PRICES

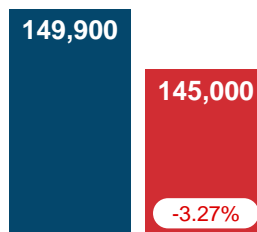
New Listings



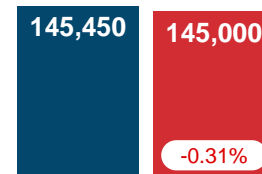
Pending Listings



List Price



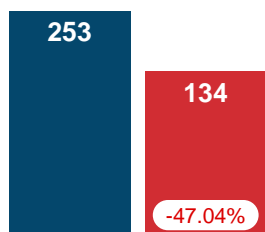
Sale Price



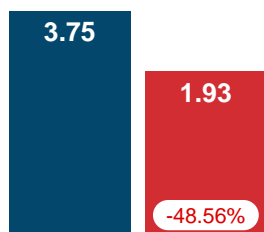
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

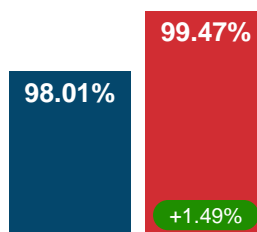
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

