

## June 2020



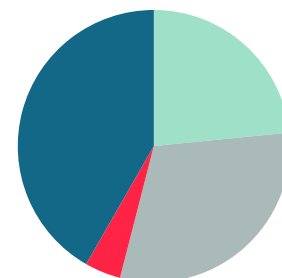
Area Delimited by County Of Washington - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	72	82	13.89%
Pending Listings	84	107	27.38%
New Listings	110	102	-7.27%
Average List Price	180,811	160,001	-11.51%
Average Sale Price	175,459	156,593	-10.75%
Average Percent of Selling Price to List Price	97.10%	97.18%	0.08%
Average Days on Market to Sale	34.44	29.13	-15.42%
End of Month Inventory	263	146	-44.49%
Months Supply of Inventory	4.04	2.14	-46.99%



■ Closed (23.43%)  
■ Pending (30.57%)  
■ Other OffMarket (4.29%)  
■ Active (41.71%)

**Absorption:** Last 12 months, an Average of **68** Sales/Month  
**Active Inventory** as of June 30, 2020 = **146**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **44.49%** to 146 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **2.14** 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 **10.75%** in June 2020 to \$156,593 versus the previous year at \$175,459.

##### Average Days on Market Shortens

The average number of **29.13** days that homes spent on the market before selling decreased by 5.31 days or **15.42%** in June 2020 compared to last year's same month at **34.44** DOM.

##### Sales Success for June 2020 is Positive

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

There were 102 New Listings in June 2020, down **7.27%** from last year at 110. Furthermore, there were 82 Closed Listings this month versus last year at 72, a **13.89%** increase.

Closed versus Listed trends yielded a **80.4%** ratio, up from previous year's, June 2019, at **65.5%**, a **22.82%** 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

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

#### 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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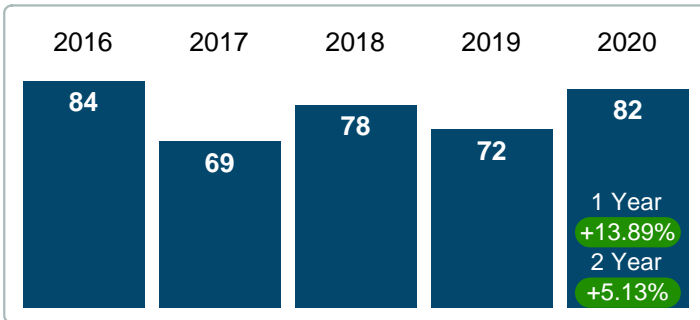
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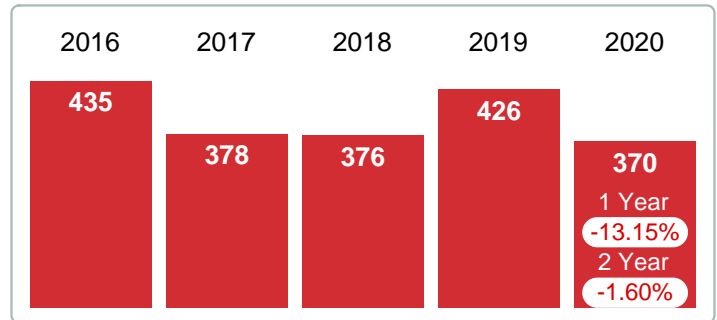
## CLOSED LISTINGS

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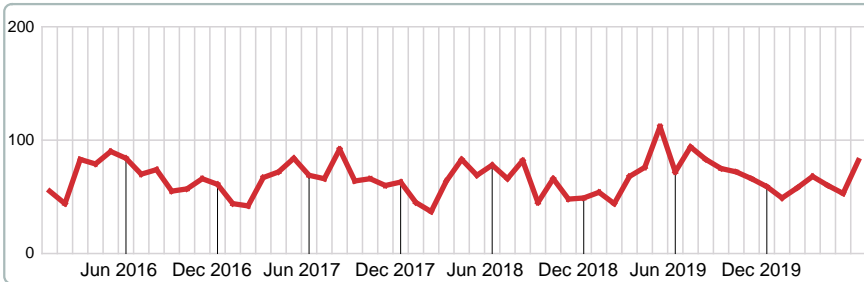
### JUNE



### YEAR TO DATE (YTD)

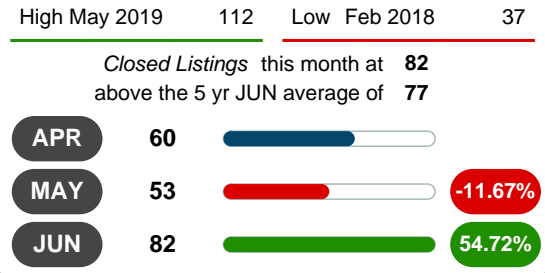


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 77



### 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	7	8.54%	17.6	4	3	0	0
\$50,001 - \$75,000	10	12.20%	42.2	3	6	1	0
\$75,001 - \$100,000	10	12.20%	29.2	1	8	1	0
\$100,001 - \$175,000	25	30.49%	33.5	1	21	3	0
\$175,001 - \$200,000	10	12.20%	23.0	0	4	5	1
\$200,001 - \$250,000	10	12.20%	25.6	0	5	5	0
\$250,001 and up	10	12.20%	22.9	0	1	7	2
<b>Total Closed Units</b>	<b>82</b>			<b>9</b>	<b>48</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,840,586</b>	<b>100%</b>	<b>29.1</b>	<b>522.00K</b>	<b>6.16M</b>	<b>5.33M</b>	<b>824.90K</b>
<b>Average Closed Price</b>	<b>\$156,593</b>			<b>\$58,000</b>	<b>\$128,415</b>	<b>\$242,261</b>	<b>\$274,967</b>

# June 2020



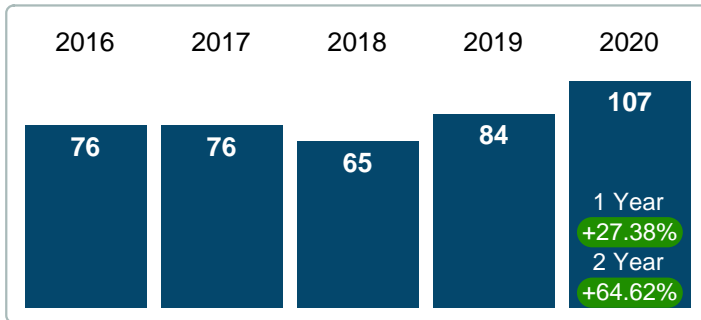
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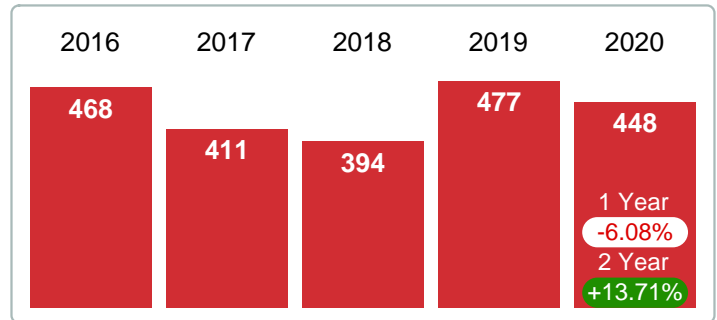
## PENDING LISTINGS

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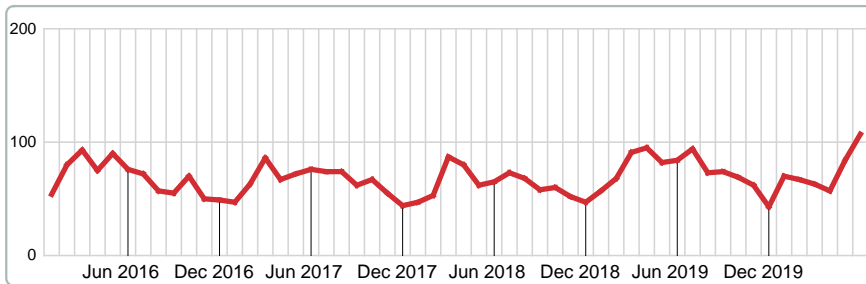
### JUNE



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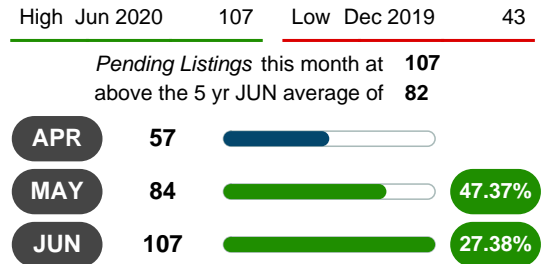


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 82



### 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	10	9.35%	38.4	6	3	1	0
\$50,001 - \$75,000	12	11.21%	42.7	4	8	0	0
\$75,001 - \$100,000	11	10.28%	25.2	0	8	3	0
\$100,001 - \$175,000	33	30.84%	39.0	3	22	7	1
\$175,001 - \$225,000	12	11.21%	39.1	0	6	6	0
\$225,001 - \$350,000	17	15.89%	37.4	1	1	13	2
\$350,001 and up	12	11.21%	76.8	1	3	7	1
<b>Total Pending Units</b>	<b>107</b>			<b>15</b>	<b>51</b>	<b>37</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>19,146,099</b>	<b>100%</b>	<b>41.6</b>	<b>1.47M</b>	<b>7.33M</b>	<b>9.03M</b>	<b>1.31M</b>
<b>Average Listing Price</b>	<b>\$180,106</b>			<b>\$98,247</b>	<b>\$143,741</b>	<b>\$244,019</b>	<b>\$328,225</b>

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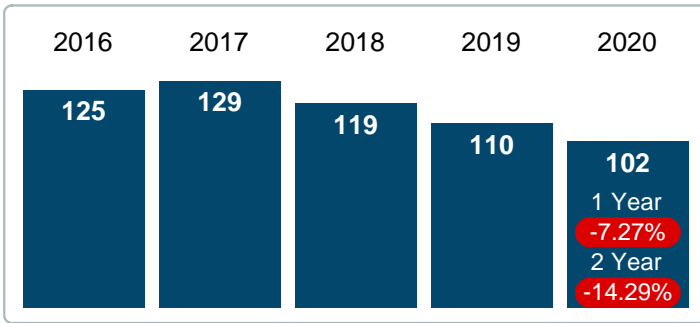
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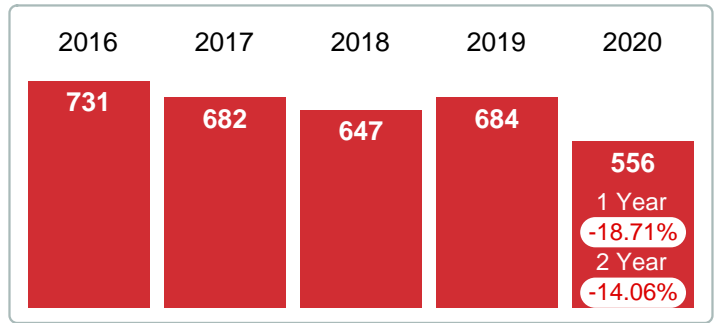
## NEW LISTINGS

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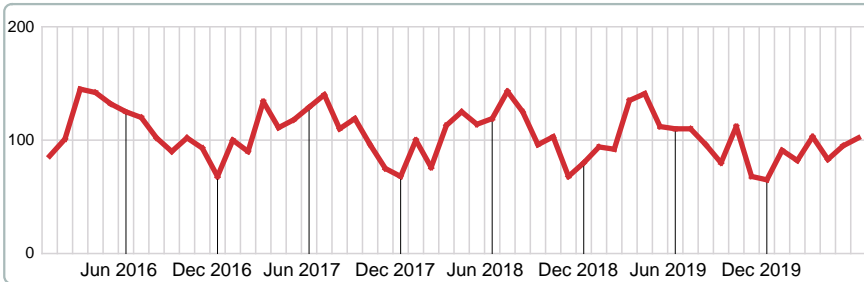
### JUNE



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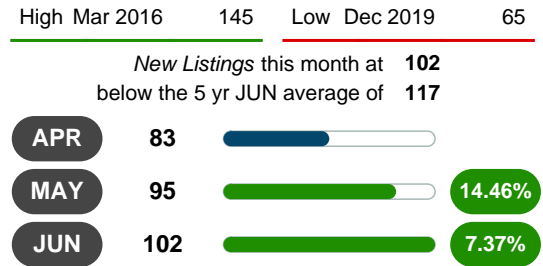


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 117



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	2.94%	2	1	0	0
\$25,001 - \$75,000	18	17.65%	10	7	1	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$175,000	42	41.18%	5	31	6	0
\$175,001 - \$225,000	13	12.75%	1	4	8	0
\$225,001 - \$300,000	14	13.73%	0	1	13	0
\$300,001 and up	12	11.76%	1	2	7	2
<b>Total New Listed Units</b>	<b>102</b>		<b>19</b>	<b>46</b>	<b>35</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,364,100</b>	<b>100%</b>	<b>1.57M</b>	<b>6.05M</b>	<b>8.78M</b>	<b>968.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$167,594</b>		<b>\$82,658</b>	<b>\$131,463</b>	<b>\$250,809</b>	<b>\$484,000</b>

# June 2020



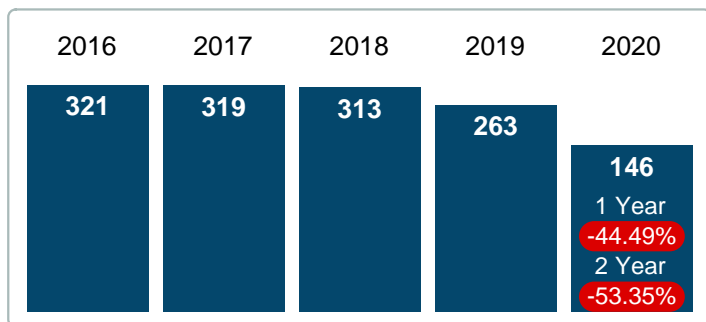
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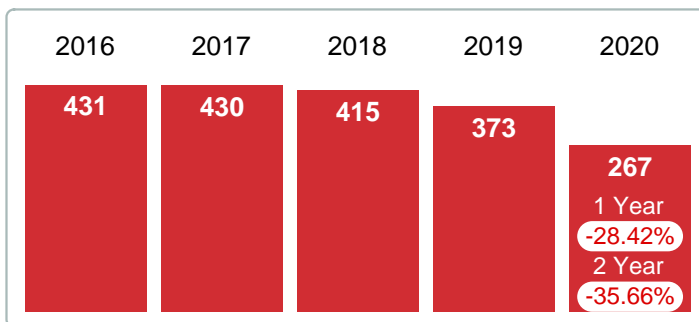
## ACTIVE INVENTORY

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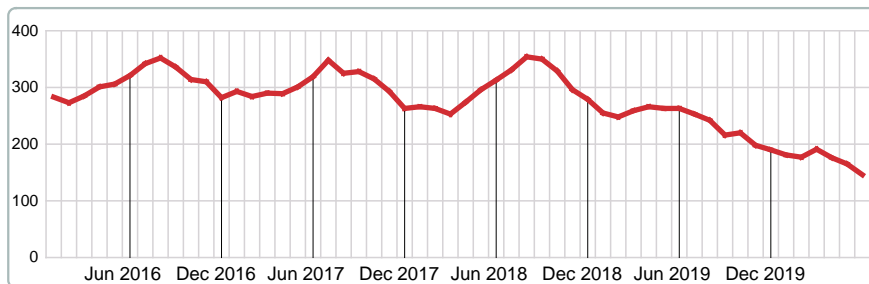
### END OF JUNE



### ACTIVE DURING JUNE

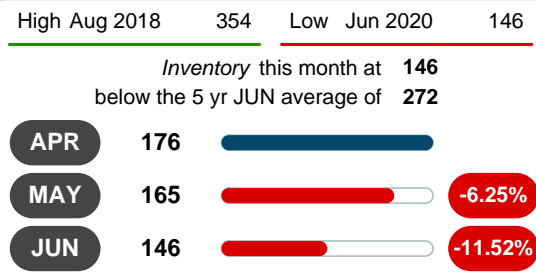


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 272



### 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	4	2.74%	117.3	2	2	0	0
\$25,001 - \$50,000	16	10.96%	78.8	5	10	1	0
\$50,001 - \$75,000	18	12.33%	75.6	11	6	1	0
\$75,001 - \$175,000	48	32.88%	66.7	4	31	13	0
\$175,001 - \$250,000	27	18.49%	63.6	2	8	15	2
\$250,001 - \$325,000	18	12.33%	78.1	0	3	14	1
\$325,001 and up	15	10.27%	74.4	1	1	8	5
<b>Total Active Inventory by Units</b>	<b>146</b>			<b>25</b>	<b>61</b>	<b>52</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>25,131,990</b>	<b>100%</b>	<b>72.1</b>	<b>2.02M</b>	<b>7.37M</b>	<b>12.94M</b>	<b>2.79M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$172,137</b>			<b>\$80,726</b>	<b>\$120,901</b>	<b>\$248,926</b>	<b>\$349,338</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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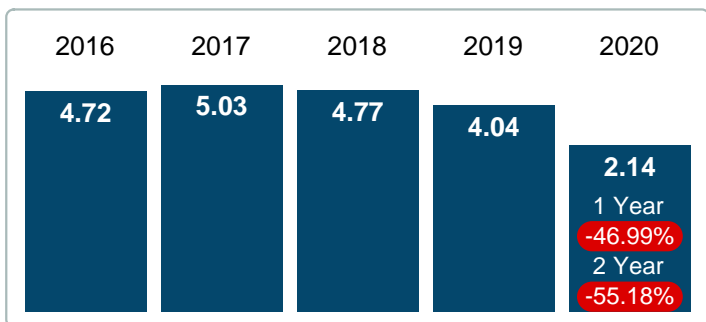
Area Delimited by County Of Washington - Residential Property Type



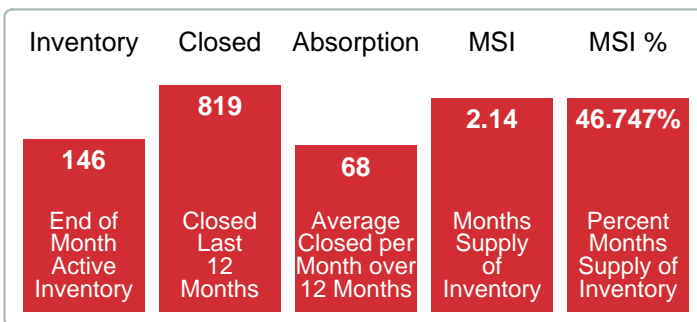
## MONTHS SUPPLY of INVENTORY (MSI)

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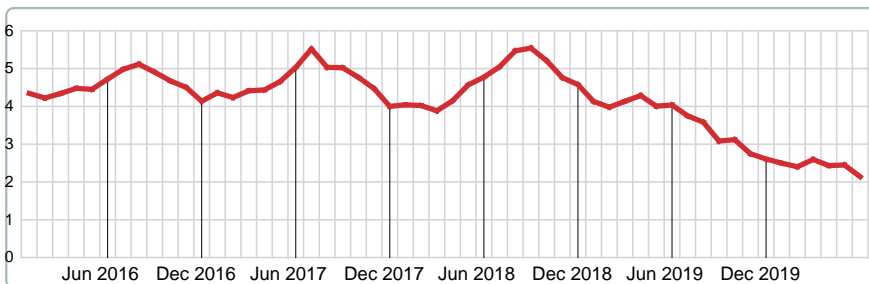
### MSI FOR JUNE



### INDICATORS FOR JUNE 2020

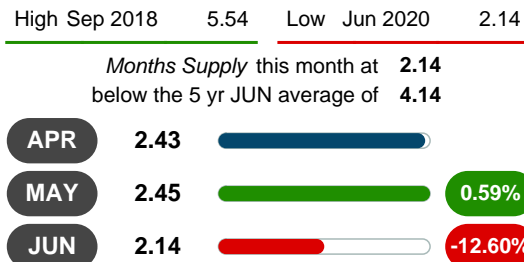


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 4.14



### 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	13	8.90%	2.33	2.57	2.00	4.00	0.00
\$40,001 - \$60,000	15	10.27%	2.81	3.23	2.82	0.00	0.00
\$60,001 - \$90,000	24	16.44%	2.25	4.32	1.73	2.00	0.00
\$90,001 - \$180,000	34	23.29%	1.23	0.00	1.11	2.12	0.00
\$180,001 - \$250,000	27	18.49%	2.40	24.00	1.96	2.37	2.67
\$250,001 - \$330,000	18	12.33%	3.60	0.00	4.50	4.10	1.09
\$330,001 and up	15	10.27%	5.45	0.00	1.20	6.40	7.50
Market Supply of Inventory (MSI)			2.14	3.06	1.57	2.85	2.59
Total Active Inventory by Units		100%	2.14	25	61	52	8

# June 2020



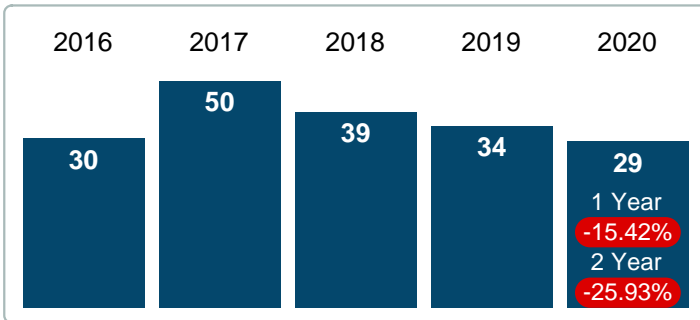
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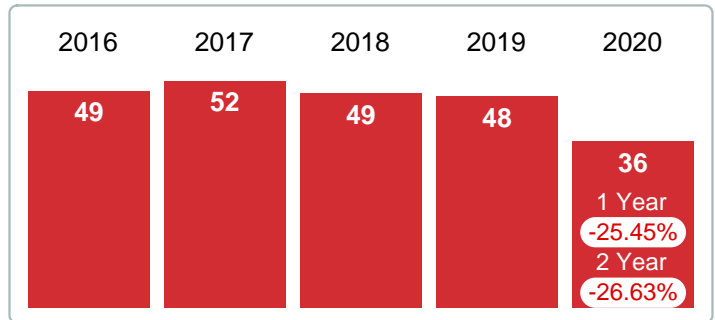
## AVERAGE DAYS ON MARKET TO SALE

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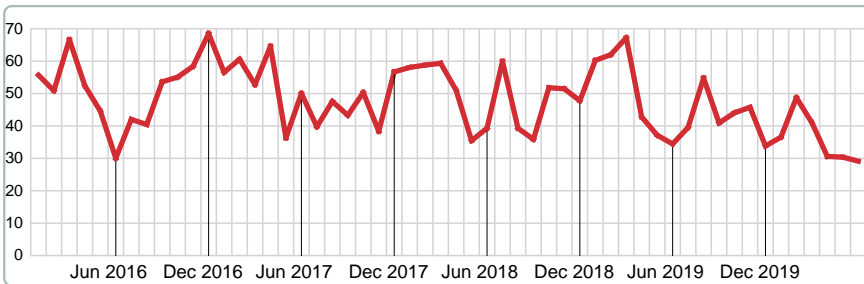
### JUNE



### YEAR TO DATE (YTD)

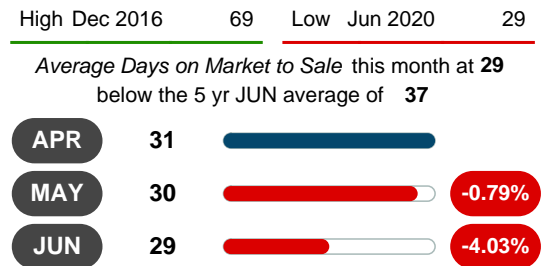


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 37



### 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	8.54%	18	25	8	0	0
\$50,001 - \$75,000	12.20%	42	51	44	4	0
\$75,001 - \$100,000	12.20%	29	65	28	1	0
\$100,001 - \$175,000	30.49%	33	1	36	30	0
\$175,001 - \$200,000	12.20%	23	0	26	24	4
\$200,001 - \$250,000	12.20%	26	0	33	18	0
\$250,001 and up	12.20%	23	0	21	24	20
Average Closed DOM		29	35	32	22	14
Total Closed Units	100%	29	9	48	22	3
Total Closed Volume		12,840,586	522.00K	6.16M	5.33M	824.90K



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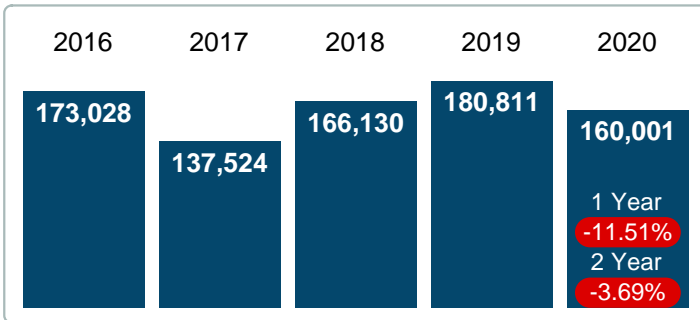
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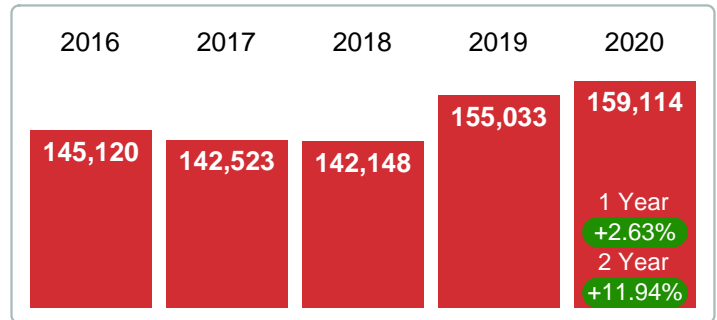
## AVERAGE LIST PRICE AT CLOSING

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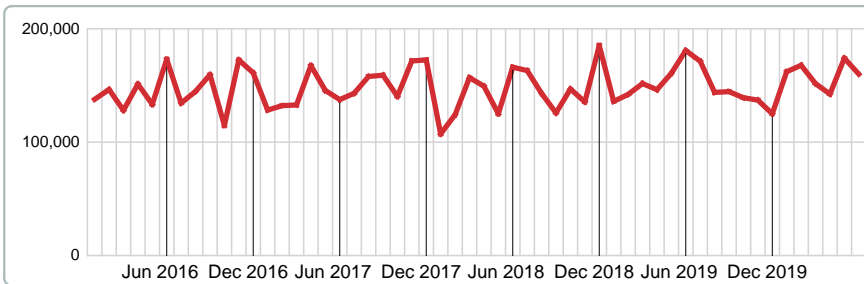
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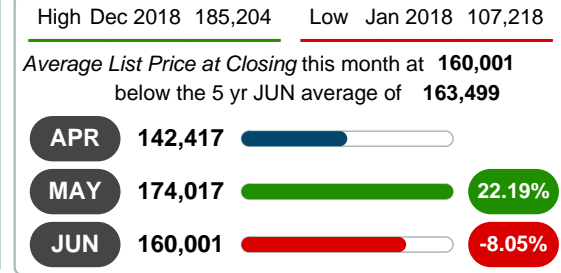


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 163,499



### 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	7.32%	32,467	42,350	29,967	0	0
\$50,001 - \$75,000	12.20%	68,270	64,800	70,633	90,000	0
\$75,001 - \$100,000	12.20%	88,950	79,900	90,563	100,000	0
\$100,001 - \$175,000	28.05%	132,752	110,000	136,109	173,967	0
\$175,001 - \$200,000	15.85%	188,762	0	192,325	191,760	199,000
\$200,001 - \$250,000	10.98%	220,967	0	230,080	216,660	0
\$250,001 and up	13.41%	350,655	0	260,000	386,757	314,950
<b>Average List Price</b>		<b>160,001</b>	<b>61,522</b>	<b>130,754</b>	<b>248,241</b>	<b>276,300</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>160,001</b>	<b>9</b>	<b>48</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>13,120,099</b>	<b>553.70K</b>	<b>6.28M</b>	<b>5.46M</b>	<b>828.90K</b>



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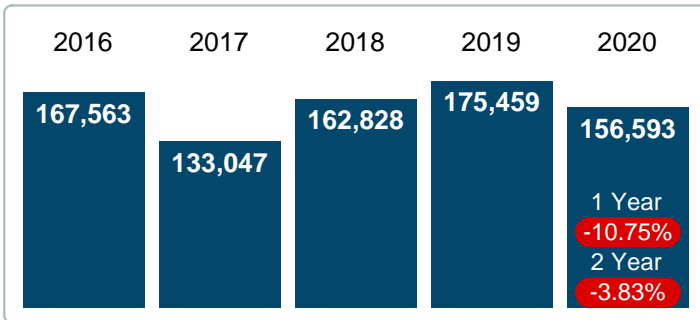
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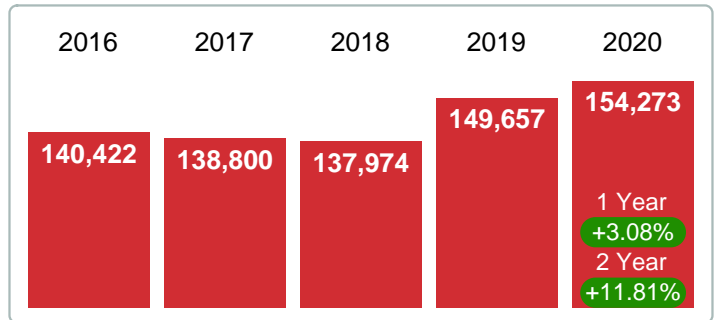
## AVERAGE SOLD PRICE AT CLOSING

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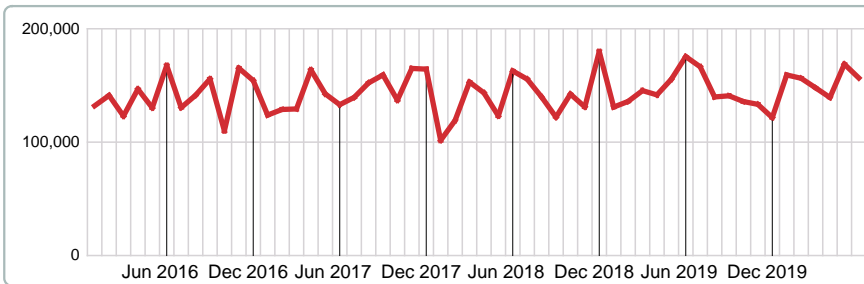
### JUNE



### YEAR TO DATE (YTD)

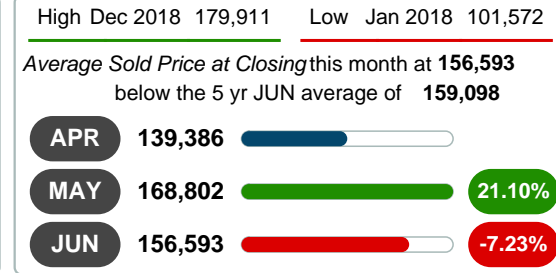


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 159,098



### 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	8.54%	32,214	36,125	27,000	0	0
\$50,001 - \$75,000	12.20%	67,590	62,667	70,067	67,500	0
\$75,001 - \$100,000	12.20%	88,568	79,500	88,273	100,000	0
\$100,001 - \$175,000	30.49%	136,674	110,000	134,290	162,250	0
\$175,001 - \$200,000	12.20%	189,426	0	191,316	186,800	195,000
\$200,001 - \$250,000	12.20%	220,400	0	223,200	217,600	0
\$250,001 and up	12.20%	353,840	0	255,000	379,071	314,950
<b>Average Sold Price</b>		<b>156,593</b>	<b>58,000</b>	<b>128,415</b>	<b>242,261</b>	<b>274,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>156,593</b>	<b>9</b>	<b>48</b>	<b>22</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,840,586</b>	<b>522.00K</b>	<b>6.16M</b>	<b>5.33M</b>	<b>824.90K</b>

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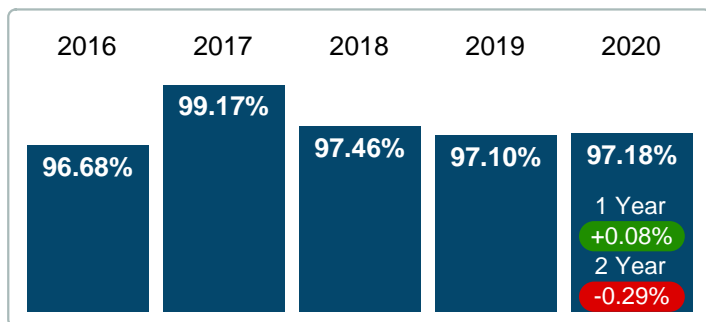
Area Delimited by County Of Washington - Residential Property Type



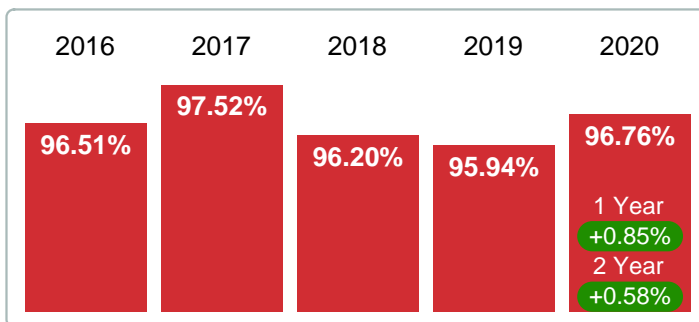
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

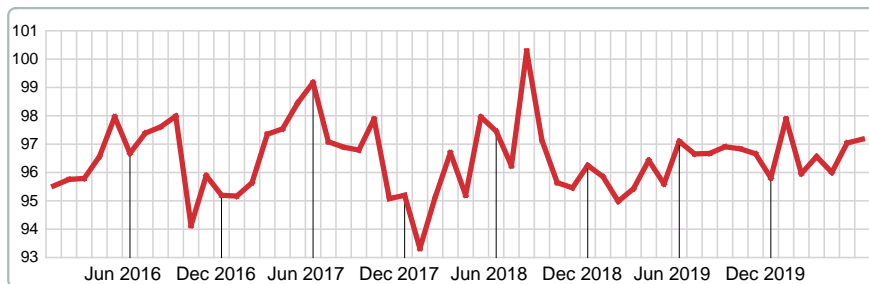
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

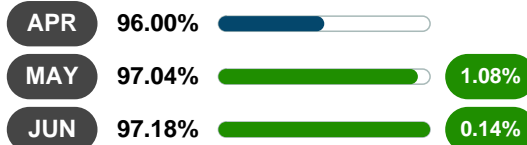


### 3 MONTHS

5 year JUN AVG = 97.52%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **97.18%**  
below the 5 yr JUN average of **97.52%**



## 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	7	8.54%	87.51%	85.35%	90.39%	0.00%	0.00%	
\$50,001 - \$75,000	10	12.20%	96.15%	97.07%	99.22%	75.00%	0.00%	
\$75,001 - \$100,000	10	12.20%	98.07%	99.50%	97.65%	100.00%	0.00%	
\$100,001 - \$175,000	25	30.49%	98.22%	100.00%	98.81%	93.48%	0.00%	
\$175,001 - \$200,000	10	12.20%	98.34%	0.00%	99.48%	97.50%	97.99%	
\$200,001 - \$250,000	10	12.20%	99.02%	0.00%	97.23%	100.82%	0.00%	
\$250,001 and up	10	12.20%	98.44%	0.00%	98.08%	98.05%	100.00%	
Average Sold/List Ratio		97.20%		92.46%	98.02%	96.97%	99.33%	
Total Closed Units		82	100%	97.20%	9	48	22	3
Total Closed Volume		12,840,586			522.00K	6.16M	5.33M	824.90K

# June 2020



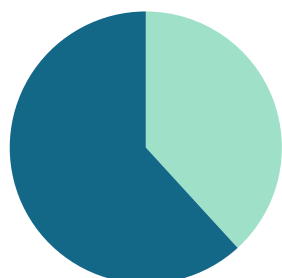
Area Delimited by County Of Washington - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

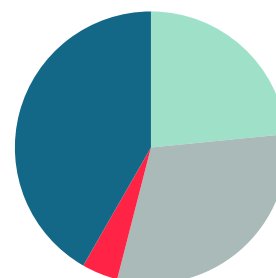


**Inventory**  
 New Listings  
**102 = 38.20%**  
 Start Inventory  
**165**  
 Total Inventory Units  
**267**  
 Volume  
**\$46,427,889**

### Market Activity

Closed Sales  
**82 = 23.43%**  
 Pending Sales  
**107 = 30.57%**  
 Other Off Market  
**15 = 4.29%**  
 Active Inventory  
**146 = 41.71%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	72	82	13.89%	426	370	-13.15%
Pending Sales	84	107	27.38%	477	448	-6.08%
New Listings	110	102	-7.27%	684	556	-18.71%
Average List Price	180,811	160,001	-11.51%	155,033	159,114	2.63%
Average Sale Price	175,459	156,593	-10.75%	149,657	154,273	3.08%
Average Percent of Selling Price to List Price	97.10%	97.18%	0.08%	95.94%	96.76%	0.85%
Average Days on Market to Sale	34.44	29.13	-15.42%	47.99	35.78	-25.45%
Monthly Inventory	263	146	-44.49%	263	146	-44.49%
Months Supply of Inventory	4.04	2.14	-46.99%	4.04	2.14	-46.99%

**Absorption:** Last 12 months, an Average of **68** Sales/Month

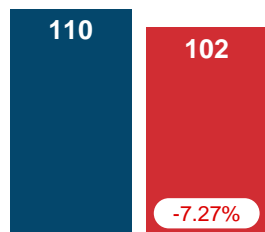
**Inventory** on June 30, 2020 = **146**

**2019** **2020**

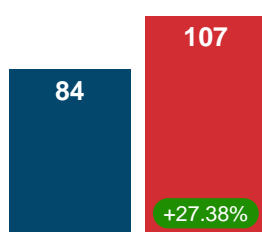
### JUNE MARKET

### AVERAGE PRICES

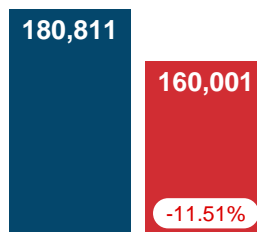
#### New Listings



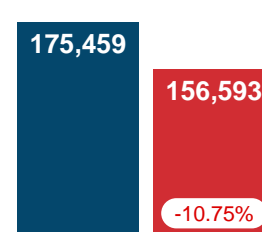
#### Pending Listings



#### List Price



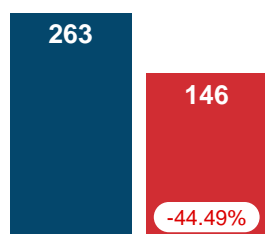
#### Sale Price



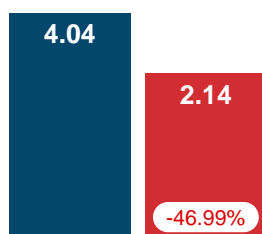
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

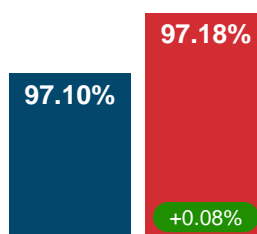
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

