

June 2020



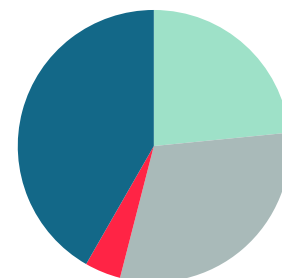
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	159,950	147,450	-7.81%
Median Sale Price	158,000	144,550	-8.51%
Median Percent of Selling Price to List Price	97.61%	98.65%	1.07%
Median Days on Market to Sale	19.00	13.00	-31.58%
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.

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 **8.51%** in June 2020 to \$144,550 versus the previous year at \$158,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 6.00 days or **31.58%** in June 2020 compared to last year's same month at **19.00** DOM.

Sales Success for June 2020 is Positive

Overall, with Median 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.

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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

June 2020



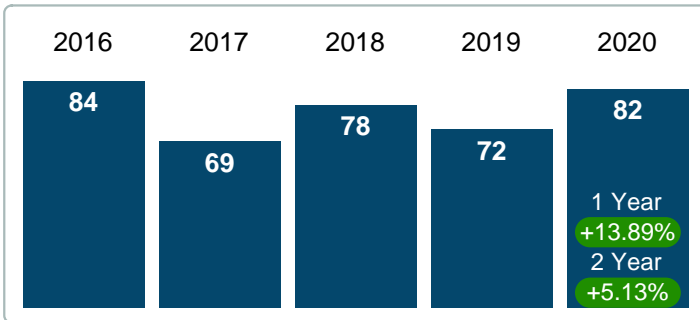
Area Delimited by County Of Washington - Residential Property Type



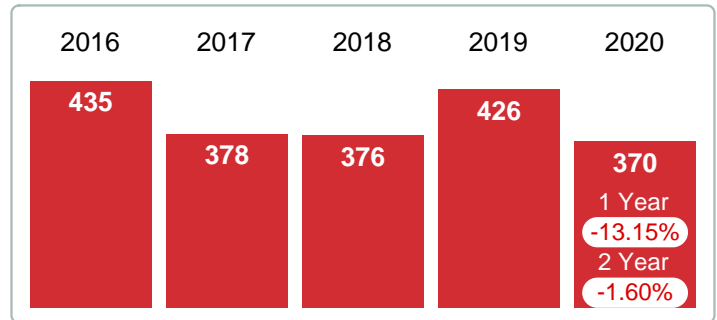
CLOSED LISTINGS

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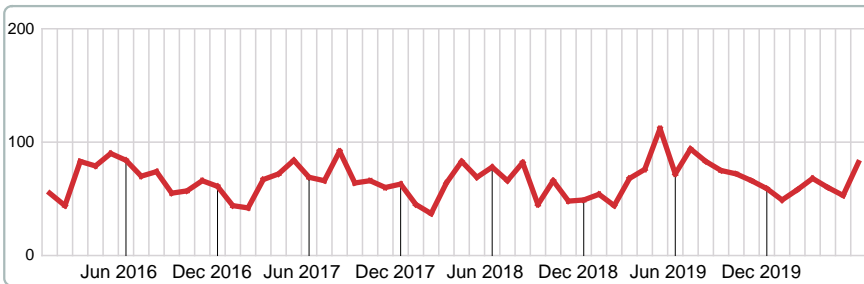
JUNE



YEAR TO DATE (YTD)

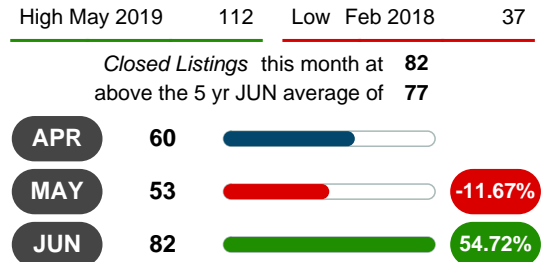


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 77



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	9.76%	16.0	5	3	0	0
\$60,001 - \$70,000	7	8.54%	13.0	2	4	1	0
\$70,001 - \$110,000	16	19.51%	14.0	2	13	1	0
\$110,001 - \$170,000	18	21.95%	31.0	0	15	3	0
\$170,001 - \$200,000	13	15.85%	4.0	0	7	5	1
\$200,001 - \$260,000	11	13.41%	9.0	0	6	5	0
\$260,001 and up	9	10.98%	18.0	0	0	7	2
Total Closed Units	82			9	48	22	3
Total Closed Volume	12,840,586	100%	13.0	522.00K	6.16M	5.33M	824.90K
Median Closed Price	\$144,550			\$60,000	\$114,500	\$206,000	\$299,900

June 2020



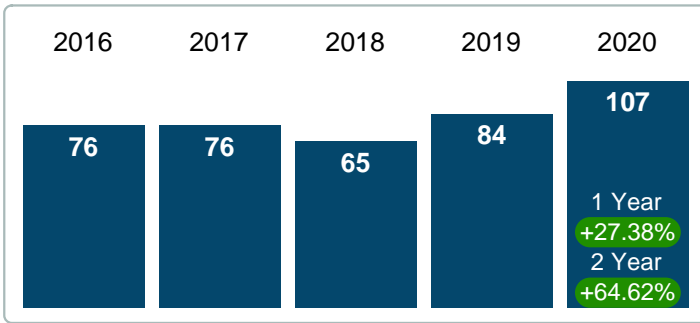
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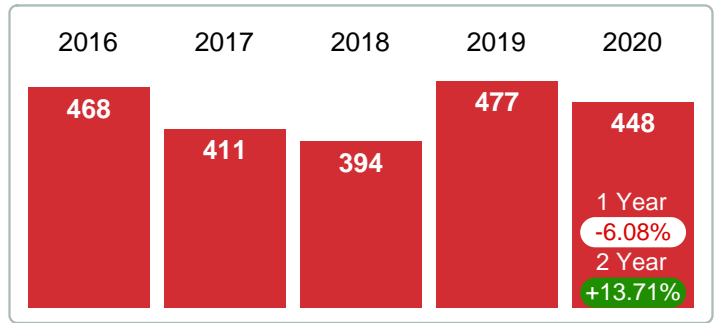
PENDING LISTINGS

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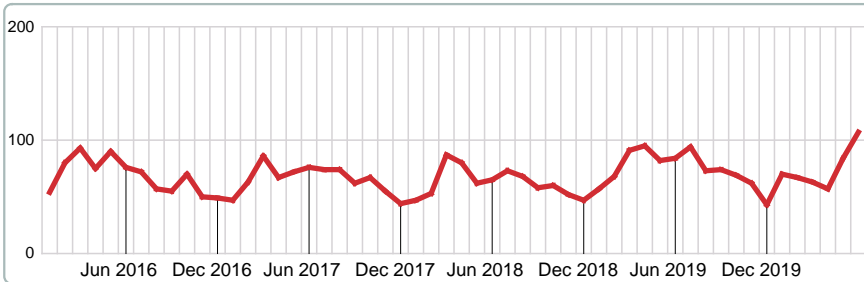
JUNE



YEAR TO DATE (YTD)

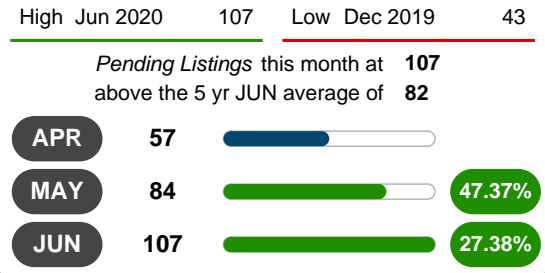


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 82



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.35%	27.5	6	3	1	0
\$50,001 - \$80,000	13	12.15%	25.0	4	8	1	0
\$80,001 - \$100,000	10	9.35%	4.5	0	8	2	0
\$100,001 - \$170,000	32	29.91%	23.0	3	21	7	1
\$170,001 - \$240,000	15	14.02%	12.0	0	7	7	1
\$240,001 - \$360,000	16	14.95%	4.5	1	1	13	1
\$360,001 and up	11	10.28%	54.0	1	3	6	1
Total Pending Units	107			15	51	37	4
Total Pending Volume	19,146,099	100%	16.0	1.47M	7.33M	9.03M	1.31M
Median Listing Price	\$145,000			\$62,000	\$114,900	\$243,900	\$287,000

June 2020



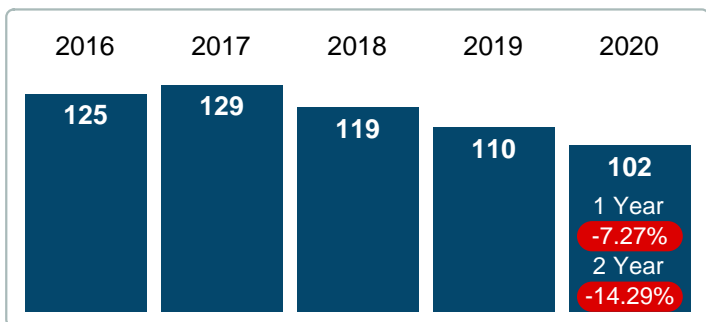
Area Delimited by County Of Washington - Residential Property Type



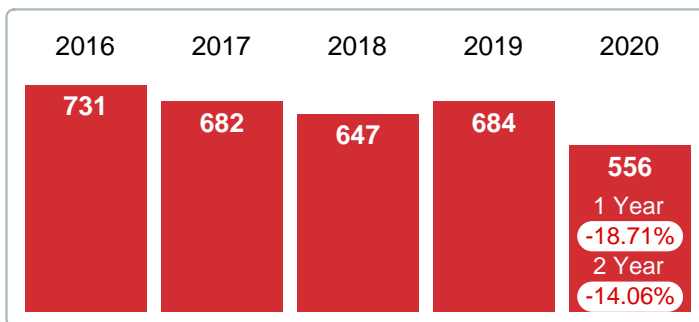
NEW LISTINGS

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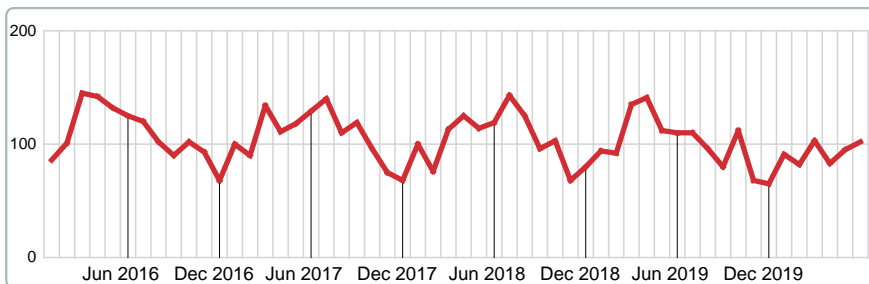
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

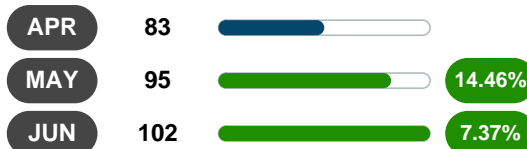


3 MONTHS

5 year JUN AVG = 117

High Mar 2016 145 Low Dec 2019 65

New Listings this month at 102
 below the 5 yr JUN average of 117



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	8.82%	6	2	1	0
\$40,001 - \$70,000	12	11.76%	6	6	0	0
\$70,001 - \$90,000	13	12.75%	2	10	1	0
\$90,001 - \$170,000	26	25.49%	3	19	4	0
\$170,001 - \$240,000	17	16.67%	1	7	9	0
\$240,001 - \$310,000	14	13.73%	0	0	14	0
\$310,001 and up	11	10.78%	1	2	6	2
Total New Listed Units	102		19	46	35	2
Total New Listed Volume	17,364,100	100%	1.57M	6.05M	8.78M	968.00K
Median New Listed Listing Price	\$132,450		\$59,000	\$102,250	\$245,000	\$484,000

June 2020



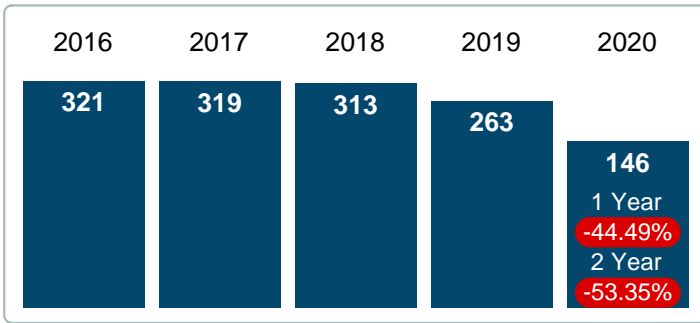
Area Delimited by County Of Washington - Residential Property Type



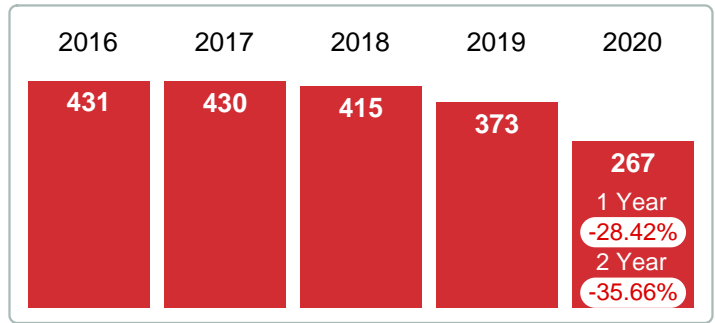
ACTIVE INVENTORY

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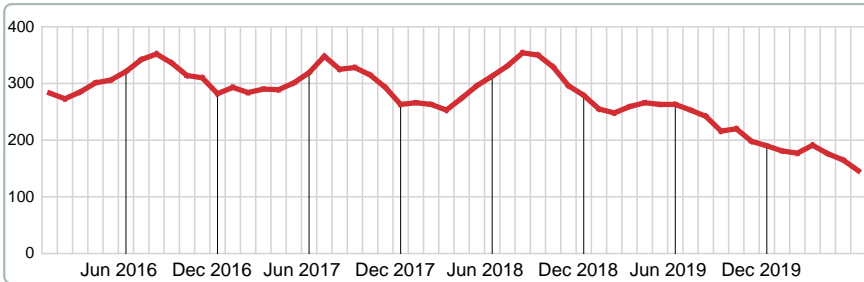
END OF JUNE



ACTIVE DURING JUNE

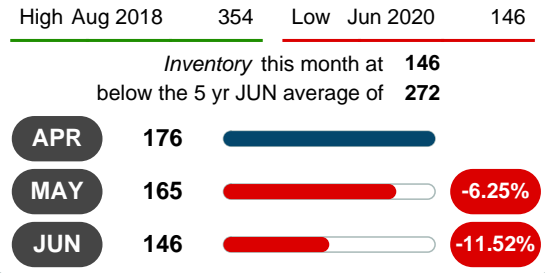


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 272



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	13	8.90%	69.0	6	6	1	0
\$40,001 - \$60,000	15	10.27%	67.0	7	8	0	0
\$60,001 - \$90,000	24	16.44%	52.0	9	13	2	0
\$90,001 - \$180,000	34	23.29%	49.5	0	22	12	0
\$180,001 - \$250,000	27	18.49%	55.0	2	8	15	2
\$250,001 - \$330,000	18	12.33%	65.0	0	3	14	1
\$330,001 and up	15	10.27%	69.0	1	1	8	5
Total Active Inventory by Units	146			25	61	52	8
Total Active Inventory by Volume	25,131,990	100%	57.0	2.02M	7.37M	12.94M	2.79M
Median Active Inventory Listing Price	\$139,950			\$59,500	\$99,500	\$228,000	\$346,000

June 2020



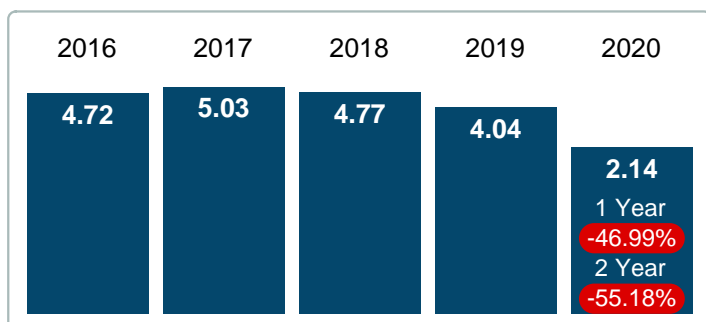
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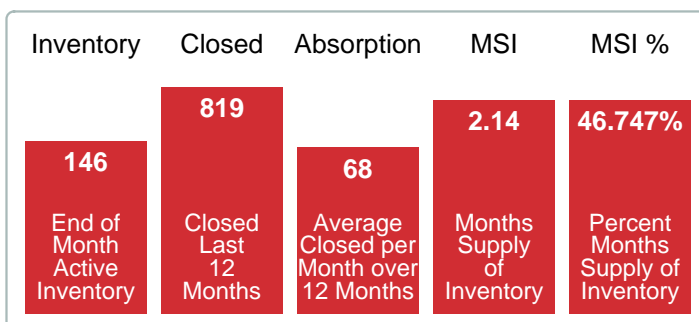
MONTHS SUPPLY of INVENTORY (MSI)

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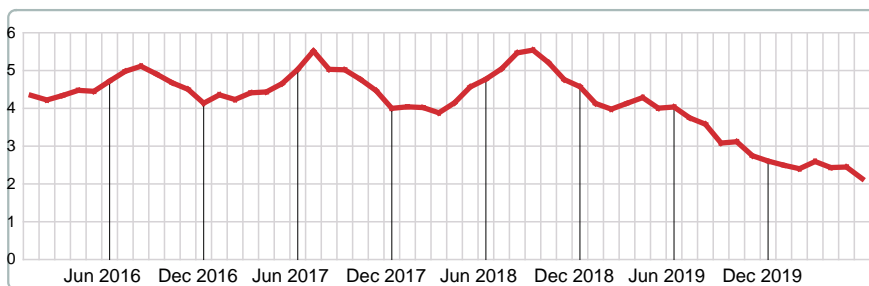
MSI FOR JUNE



INDICATORS FOR JUNE 2020

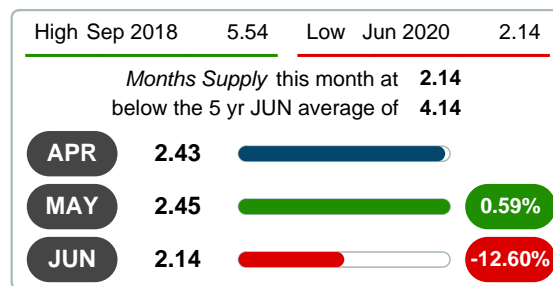


5 YEAR MARKET ACTIVITY TRENDS



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



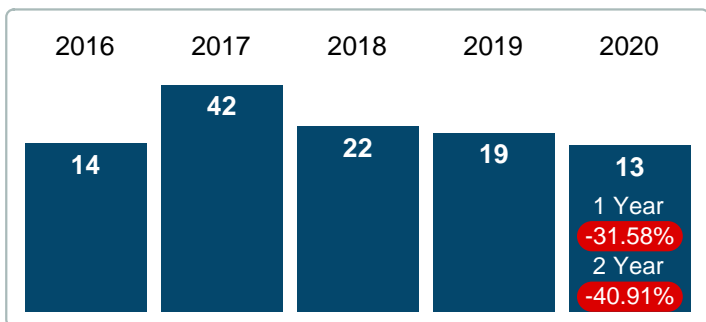
Area Delimited by County Of Washington - Residential Property Type



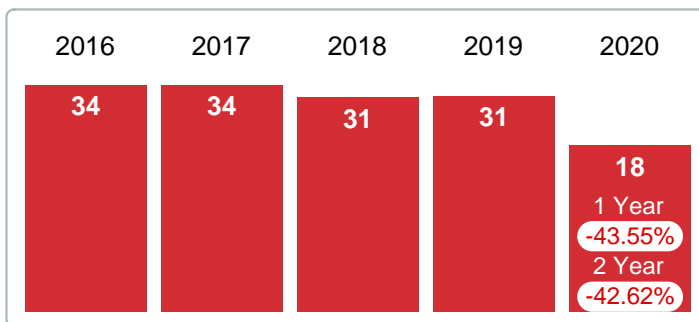
MEDIAN DAYS ON MARKET TO SALE

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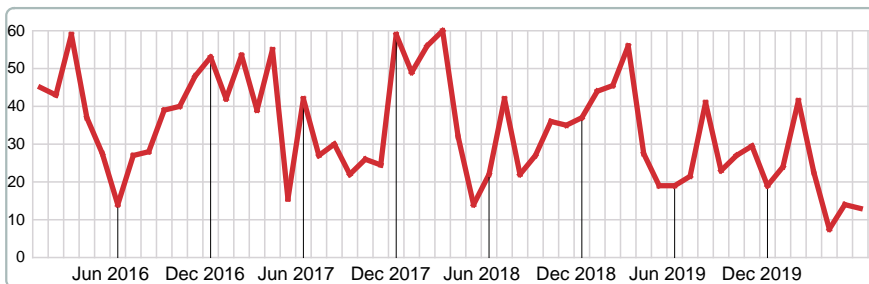
JUNE



YEAR TO DATE (YTD)

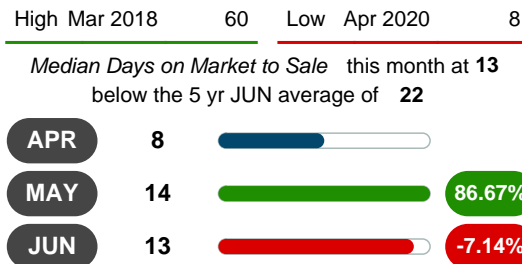


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 22



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
\$60,000 and less	8	9.76%	16	19	6	0	0
\$60,001 - \$70,000	7	8.54%	13	67	10	4	0
\$70,001 - \$110,000	16	19.51%	14	33	17	1	0
\$110,001 - \$170,000	18	21.95%	31	0	35	27	0
\$170,001 - \$200,000	13	15.85%	4	0	7	1	4
\$200,001 - \$260,000	11	13.41%	9	0	15	8	0
\$260,001 and up	9	10.98%	18	0	0	18	20
Median Closed DOM	13			20	12	8	4
Total Closed Units	82	100%	13.0	9	48	22	3
Total Closed Volume	12,840,586			522.00K	6.16M	5.33M	824.90K

June 2020



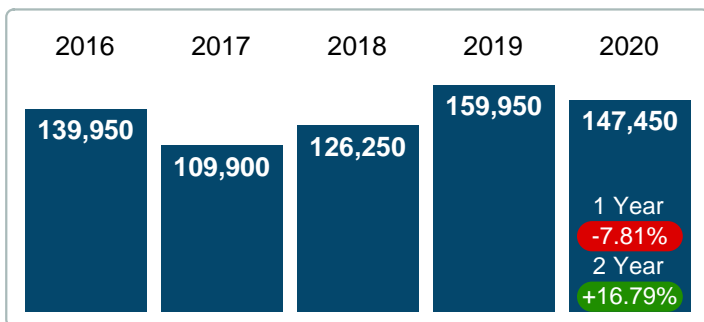
Area Delimited by County Of Washington - Residential Property Type



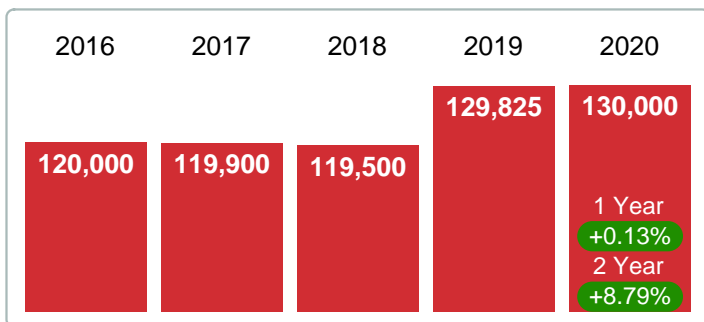
MEDIAN LIST PRICE AT CLOSING

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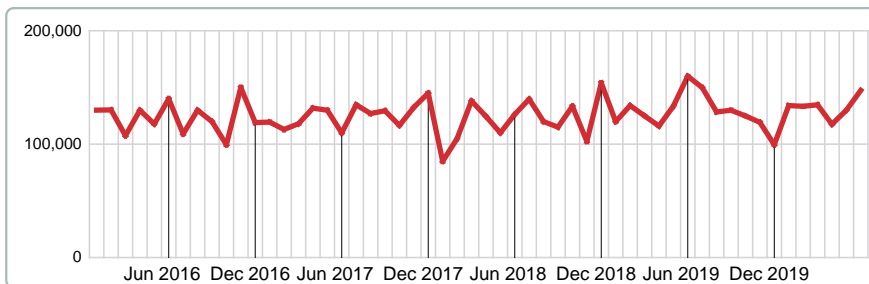
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

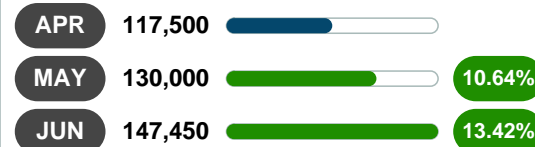


3 MONTHS

5 year JUN AVG = 136,700

High Jun 2019 159,950 Low Jan 2018 84,900

Median List Price at Closing this month at **147,450**
 above the 5 yr JUN average of **136,700**



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
\$60,000 and less	8.54%	32,000	40,450	32,000	0	0
\$60,001 - \$70,000	8.54%	69,500	66,500	69,700	0	0
\$70,001 - \$110,000	23.17%	96,000	94,950	96,000	95,000	0
\$110,001 - \$170,000	17.07%	144,950	0	144,900	164,500	0
\$170,001 - \$200,000	18.29%	189,000	0	189,500	185,000	199,000
\$200,001 - \$260,000	13.41%	220,000	0	234,250	220,000	0
\$260,001 and up	10.98%	355,000	0	0	385,000	314,950
Median List Price		147,450	64,500	114,950	209,900	299,900
Total Closed Units	100%	147,450	9	48	22	3
Total Closed Volume		13,120,099	553.70K	6.28M	5.46M	828.90K

June 2020



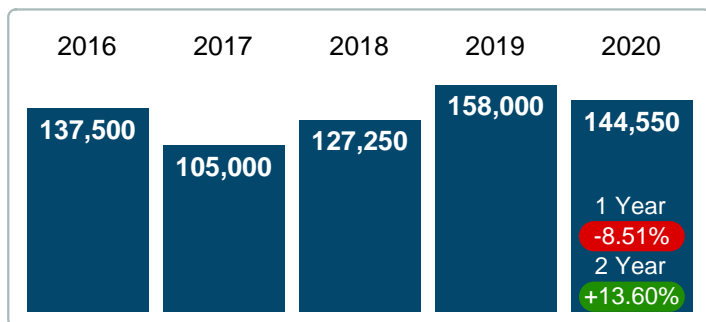
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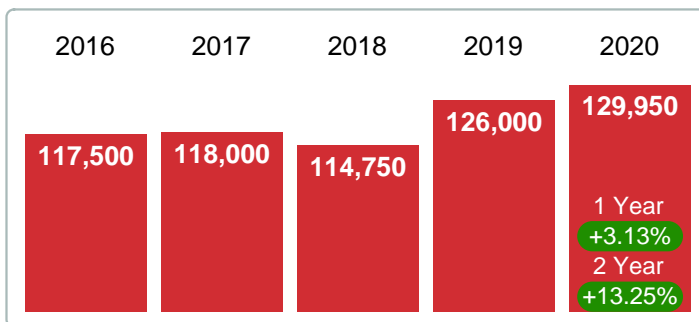
MEDIAN SOLD PRICE AT CLOSING

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JUNE



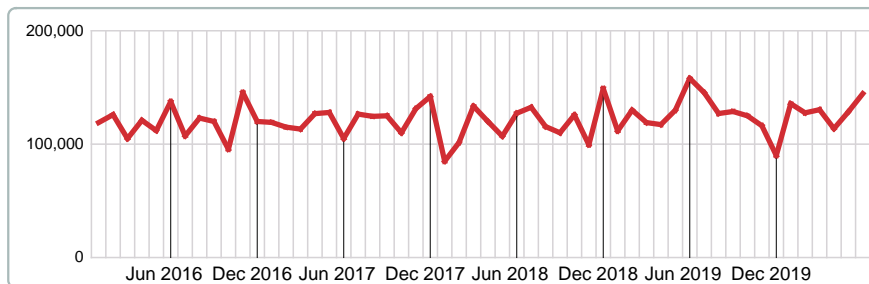
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 134,460



High Jun 2019 158,000 Low Jan 2018 84,900

Median Sold Price at Closing this month at **144,550**
 above the 5 yr JUN average of **134,460**

APR	113,680	<div style="width: 80%;"></div>
MAY	128,500	<div style="width: 95%;"></div> 13.04%
JUN	144,550	<div style="width: 100%;"></div> 12.49%

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
\$60,000 and less	8	9.76%	35,750	47,000	27,500	0	0
\$60,001 - \$70,000	7	8.54%	67,500	64,000	68,500	67,500	0
\$70,001 - \$110,000	16	19.51%	93,000	94,750	92,000	100,000	0
\$110,001 - \$170,000	18	21.95%	139,050	0	133,000	160,000	0
\$170,001 - \$200,000	13	15.85%	189,000	0	186,900	189,000	195,000
\$200,001 - \$260,000	11	13.41%	219,000	0	224,500	218,000	0
\$260,001 and up	9	10.98%	355,000	0	0	365,000	314,950
Median Sold Price			144,550	60,000	114,500	206,000	299,900
Total Closed Units		100%	144,550	9	48	22	3
Total Closed Volume			12,840,586	522.00K	6.16M	5.33M	824.90K

June 2020



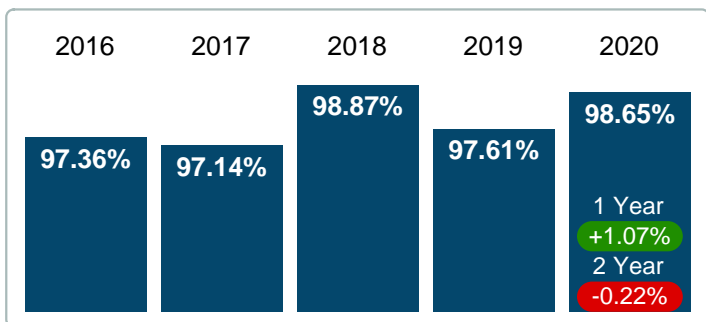
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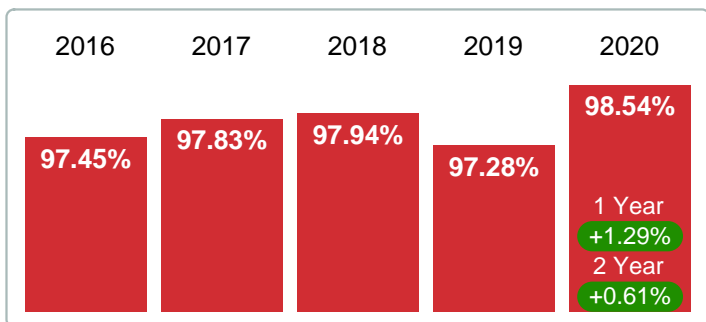
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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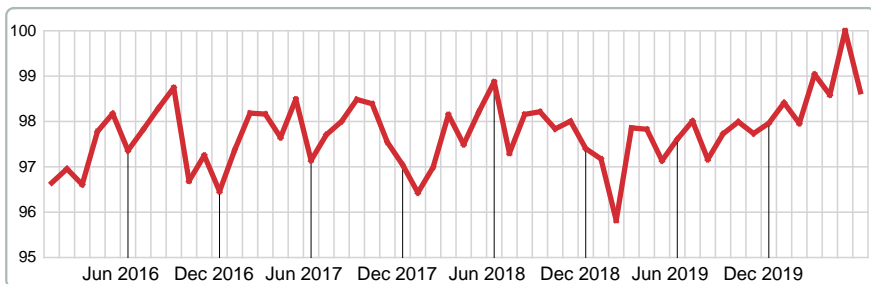
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

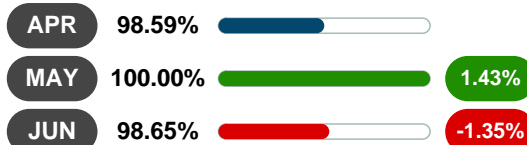


3 MONTHS

5 year JUN AVG = 97.93%

High May 2020 100.00% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **98.65%**
 above the 5 yr JUN average of **97.93%**



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	
\$60,000 and less	8	9.76%	92.62%	94.19%	92.22%	0.00%	0.00%	
\$60,001 - \$70,000	7	8.54%	95.17%	93.88%	97.59%	75.00%	0.00%	
\$70,001 - \$110,000	16	19.51%	100.00%	99.75%	100.00%	100.00%	0.00%	
\$110,001 - \$170,000	18	21.95%	99.13%	0.00%	100.00%	96.66%	0.00%	
\$170,001 - \$200,000	13	15.85%	98.89%	0.00%	98.93%	98.89%	97.99%	
\$200,001 - \$260,000	11	13.41%	98.08%	0.00%	97.12%	99.79%	0.00%	
\$260,001 and up	9	10.98%	98.15%	0.00%	0.00%	98.03%	100.00%	
Median Sold/List Ratio		98.65%		95.49%	99.28%	97.90%	100.00%	
Total Closed Units		82	100%	98.65%	9	48	22	3
Total Closed Volume		12,840,586			522.00K	6.16M	5.33M	824.90K

June 2020



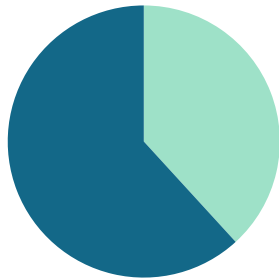
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

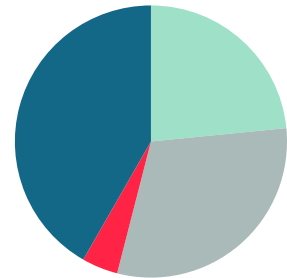


Inventory
 New Listings
102 = 38.20%
 Start Inventory
165
 Total Inventory Units
267
 Volume
\$46,427,889

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%
Median List Price	159,950	147,450	-7.81%	129,825	130,000	0.13%
Median Sale Price	158,000	144,550	-8.51%	126,000	129,950	3.13%
Median Percent of Selling Price to List Price	97.61%	98.65%	1.07%	97.28%	98.54%	1.29%
Median Days on Market to Sale	19.00	13.00	-31.58%	31.00	17.50	-43.55%
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

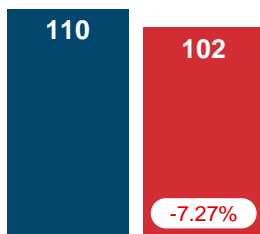
Inventory on June 30, 2020 = **146**

2019 **2020**

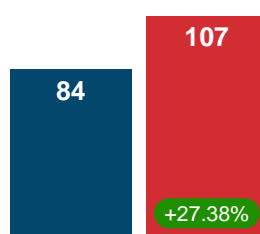
JUNE MARKET

MEDIAN PRICES

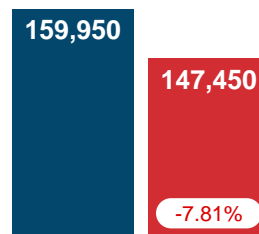
New Listings



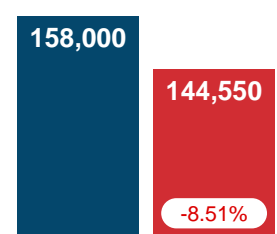
Pending Listings



List Price



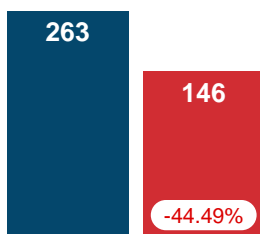
Sale Price



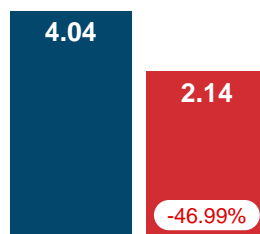
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

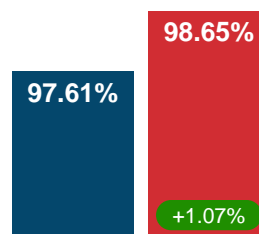
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

