

March 2020



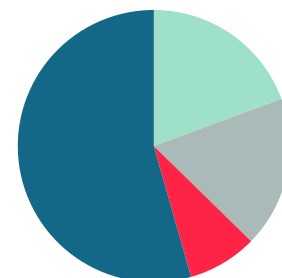
Area Delimited by County Of Washington - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2019 | March 2020 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 68 | 68 | 0.00% |
| Pending Listings | 91 | 63 | -30.77% |
| New Listings | 135 | 103 | -23.70% |
| Average List Price | 151,678 | 151,601 | -0.05% |
| Average Sale Price | 145,445 | 147,923 | 1.70% |
| Average Percent of Selling Price to List Price | 95.43% | 96.56% | 1.19% |
| Average Days on Market to Sale | 67.22 | 41.01 | -38.98% |
| End of Month Inventory | 259 | 191 | -26.25% |
| Months Supply of Inventory | 4.13 | 2.59 | -37.27% |



■ Closed (19.37%)
■ Pending (17.95%)
■ Other OffMarket (8.26%)
■ Active (54.42%)

Absorption: Last 12 months, an Average of **74** Sales/Month
Active Inventory as of March 31, 2020 = **191**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **26.25%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 74 closed sales per month. This represents an unsold inventory index of **2.59** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.70%** in March 2020 to \$147,923 versus the previous year at \$145,445.

Average Days on Market Shortens

The average number of **41.01** days that homes spent on the market before selling decreased by 26.21 days or **38.98%** in March 2020 compared to last year's same month at **67.22** DOM.

Sales Success for March 2020 is Positive

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

There were 103 New Listings in March 2020, down **23.70%** from last year at 135. Furthermore, there were 68 Closed Listings this month versus last year at 68, a **0.00%** decrease.

Closed versus Listed trends yielded a **66.0%** ratio, up from previous year's, March 2019, at **50.4%**, a **31.07%** 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

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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

March 2020



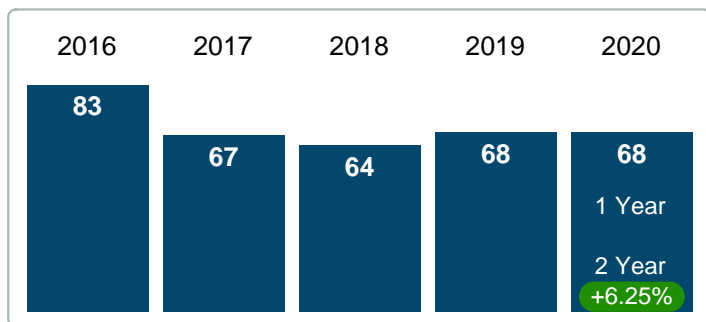
Area Delimited by County Of Washington - Residential Property Type



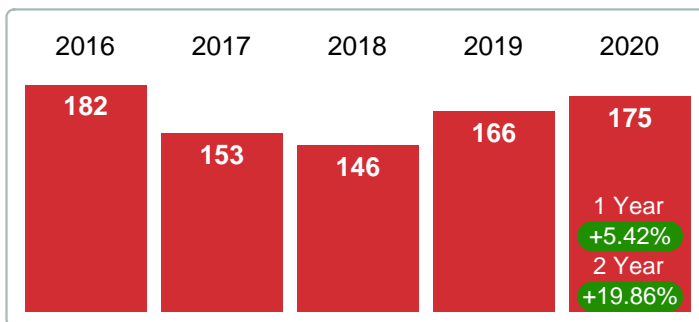
CLOSED LISTINGS

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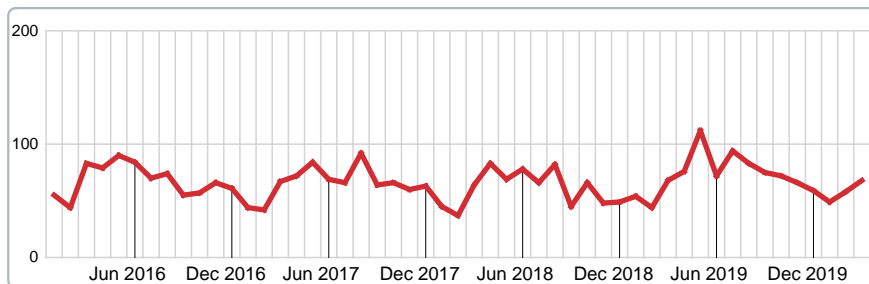
MARCH



YEAR TO DATE (YTD)

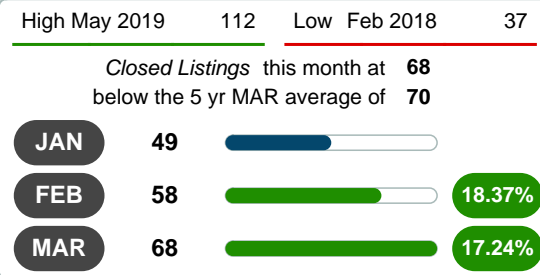


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70



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 | 6 | 8.82% | 35.7 | 3 | 3 | 0 | 0 |
| \$50,001 - \$80,000 | 10 | 14.71% | 27.7 | 4 | 5 | 1 | 0 |
| \$80,001 - \$100,000 | 8 | 11.76% | 56.4 | 2 | 6 | 0 | 0 |
| \$100,001 - \$150,000 | 17 | 25.00% | 48.9 | 0 | 13 | 3 | 1 |
| \$150,001 - \$210,000 | 10 | 14.71% | 61.4 | 1 | 4 | 5 | 0 |
| \$210,001 - \$260,000 | 10 | 14.71% | 32.8 | 0 | 2 | 8 | 0 |
| \$260,001 and up | 7 | 10.29% | 10.4 | 0 | 1 | 3 | 3 |
| Total Closed Units | 68 | | | 10 | 34 | 20 | 4 |
| Total Closed Volume | 10,058,767 | 100% | 41.0 | 693.60K | 4.09M | 4.16M | 1.11M |
| Average Closed Price | \$147,923 | | | \$69,360 | \$120,357 | \$208,151 | \$277,500 |

March 2020



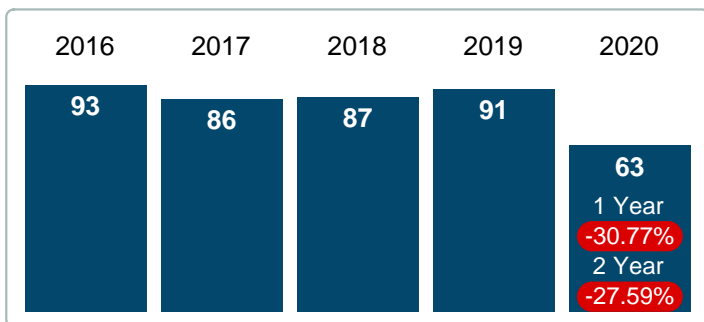
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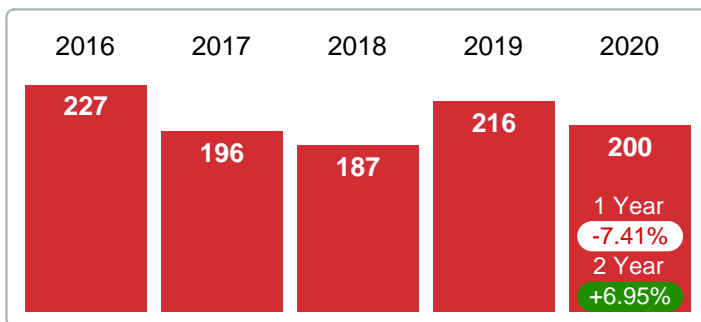
PENDING LISTINGS

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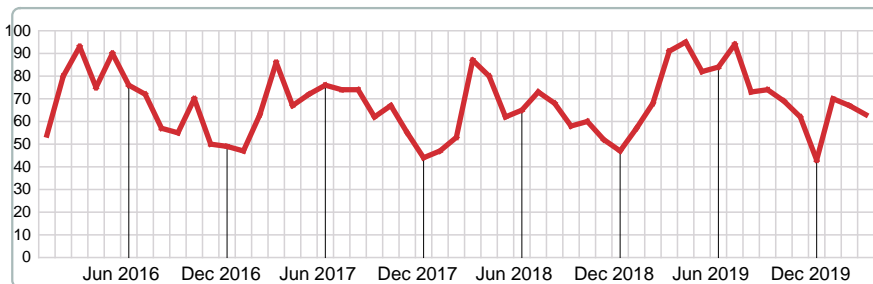
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 84

High Apr 2019 95 Low Dec 2019 43

Pending Listings this month at 63
below the 5 yr MAR average of 84



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 | 6 | 9.52% | 57.5 | 4 | 2 | 0 | 0 |
| \$50,001 - \$50,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$50,001 - \$75,000 | 9 | 14.29% | 45.0 | 2 | 6 | 1 | 0 |
| \$75,001 - \$150,000 | 25 | 39.68% | 20.5 | 1 | 21 | 2 | 1 |
| \$150,001 - \$225,000 | 8 | 12.70% | 19.6 | 1 | 4 | 3 | 0 |
| \$225,001 - \$300,000 | 8 | 12.70% | 28.4 | 0 | 1 | 6 | 1 |
| \$300,001 and up | 7 | 11.11% | 61.0 | 0 | 1 | 4 | 2 |
| Total Pending Units | 63 | | | 8 | 35 | 16 | 4 |
| Total Pending Volume | 10,133,810 | 100% | 32.9 | 499.00K | 4.32M | 4.10M | 1.21M |
| Average Listing Price | \$162,490 | | | \$62,375 | \$123,539 | \$256,003 | \$303,725 |

March 2020



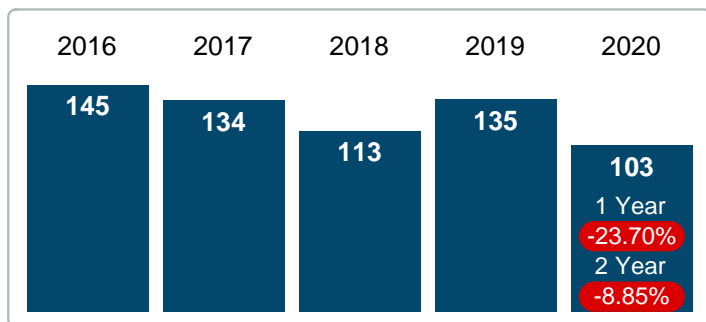
Area Delimited by County Of Washington - Residential Property Type



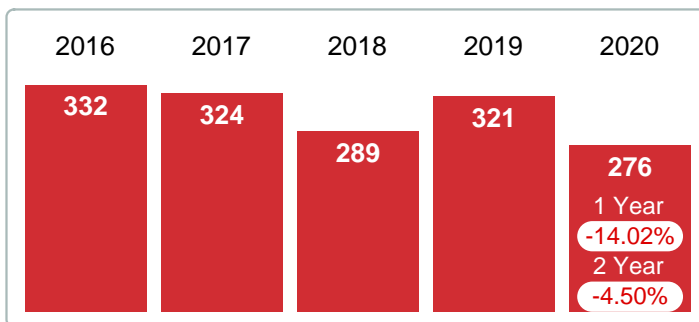
NEW LISTINGS

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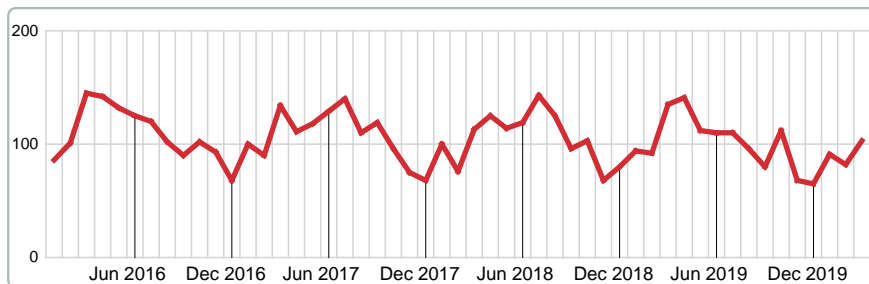
MARCH



YEAR TO DATE (YTD)

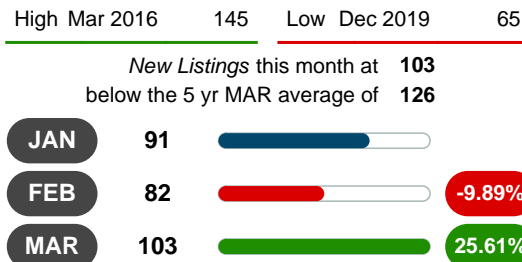


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 126



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 | 2.91% | 3 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 8 | 7.77% | 2 | 5 | 1 | 0 |
| \$50,001 - \$75,000 | 16 | 15.53% | 8 | 7 | 1 | 0 |
| \$75,001 - \$175,000 | 40 | 38.83% | 5 | 31 | 4 | 0 |
| \$175,001 - \$225,000 | 11 | 10.68% | 0 | 6 | 5 | 0 |
| \$225,001 - \$325,000 | 15 | 14.56% | 0 | 1 | 13 | 1 |
| \$325,001 and up | 10 | 9.71% | 1 | 1 | 5 | 3 |
| Total New Listed Units | 103 | | 19 | 51 | 29 | 4 |
| Total New Listed Volume | 16,821,160 | 100% | 1.70M | 6.27M | 7.30M | 1.54M |
| Average New Listed Listing Price | \$163,563 | | \$89,605 | \$123,025 | \$251,883 | \$384,950 |

March 2020



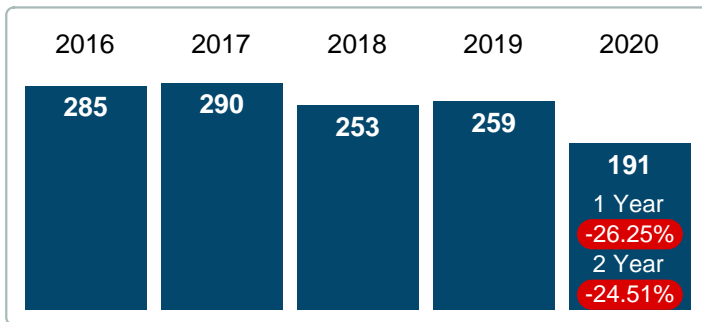
Area Delimited by County Of Washington - Residential Property Type



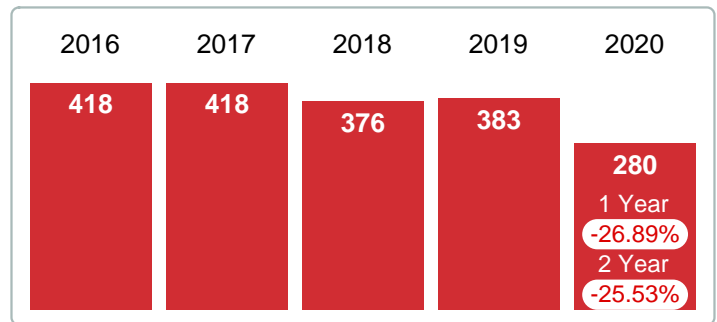
ACTIVE INVENTORY

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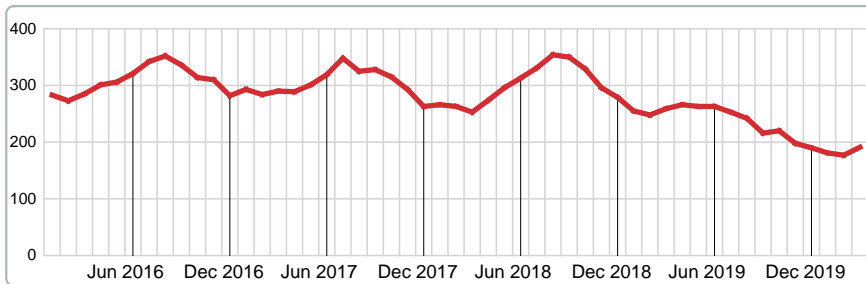
END OF MARCH



ACTIVE DURING MARCH

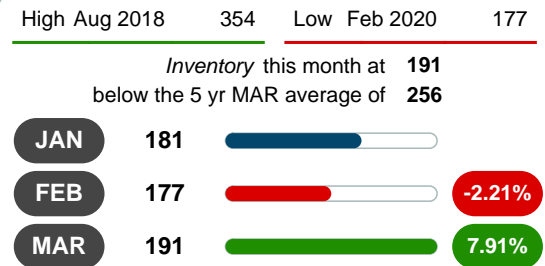


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 256



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 | 7 | 3.66% | 53.0 | 5 | 2 | 0 | 0 |
| \$25,001 - \$50,000 | 16 | 8.38% | 50.6 | 3 | 10 | 2 | 1 |
| \$50,001 - \$100,000 | 47 | 24.61% | 57.1 | 17 | 26 | 4 | 0 |
| \$100,001 - \$200,000 | 47 | 24.61% | 63.0 | 1 | 26 | 19 | 1 |
| \$200,001 - \$250,000 | 27 | 14.14% | 58.3 | 2 | 10 | 13 | 2 |
| \$250,001 - \$350,000 | 24 | 12.57% | 67.2 | 3 | 4 | 14 | 3 |
| \$350,001 and up | 23 | 12.04% | 114.1 | 2 | 3 | 12 | 6 |
| Total Active Inventory by Units | 191 | | | 33 | 81 | 64 | 13 |
| Total Active Inventory by Volume | 36,169,749 | 100% | 66.2 | 4.15M | 11.02M | 16.32M | 4.68M |
| Average Active Inventory Listing Price | \$189,370 | | | \$125,714 | \$136,078 | \$254,942 | \$360,200 |

March 2020



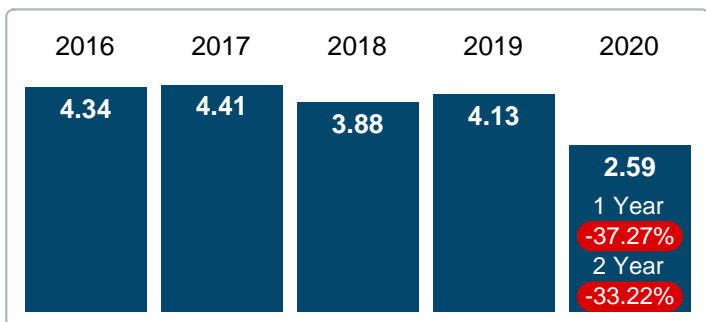
Area Delimited by County Of Washington - Residential Property Type



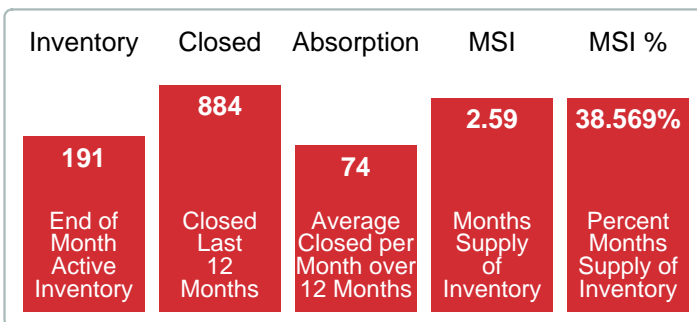
MONTHS SUPPLY of INVENTORY (MSI)

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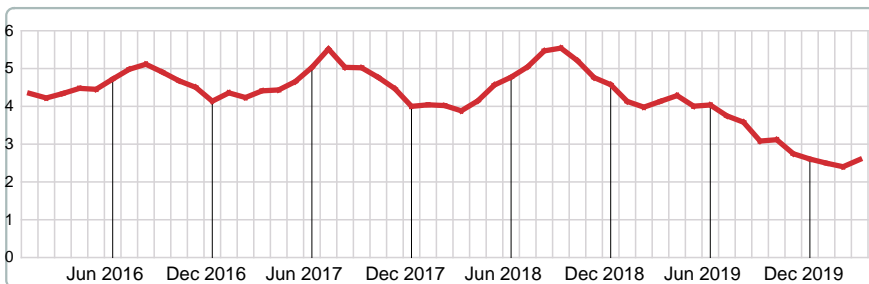
MSI FOR MARCH



INDICATORS FOR MARCH 2020

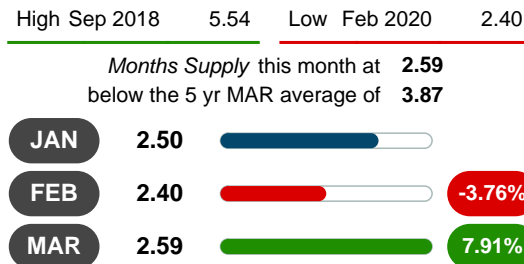


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$25,000 and less | 7 | 3.66% | 2.40 | 4.62 | 1.14 | 0.00 | 0.00 |
| \$25,001 - \$50,000 | 16 | 8.38% | 3.10 | 1.44 | 3.53 | 8.00 | 0.00 |
| \$50,001 - \$100,000 | 47 | 24.61% | 2.86 | 4.98 | 2.17 | 4.36 | 0.00 |
| \$100,001 - \$200,000 | 47 | 24.61% | 1.50 | 0.80 | 1.27 | 2.11 | 1.33 |
| \$200,001 - \$250,000 | 27 | 14.14% | 3.03 | 0.00 | 3.16 | 2.56 | 3.00 |
| \$250,001 - \$350,000 | 24 | 12.57% | 3.56 | 0.00 | 4.36 | 2.80 | 3.60 |
| \$350,001 and up | 23 | 12.04% | 11.04 | 0.00 | 4.50 | 12.00 | 14.40 |
| Market Supply of Inventory (MSI) | | | 2.59 | 4.21 | 1.94 | 3.00 | 4.73 |
| Total Active Inventory by Units | | 100% | 2.59 | 33 | 81 | 64 | 13 |

March 2020



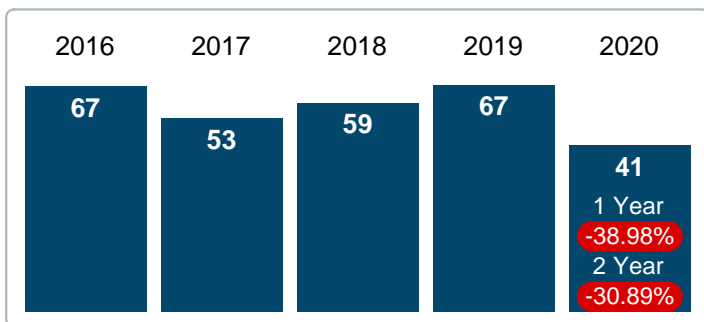
Area Delimited by County Of Washington - Residential Property Type



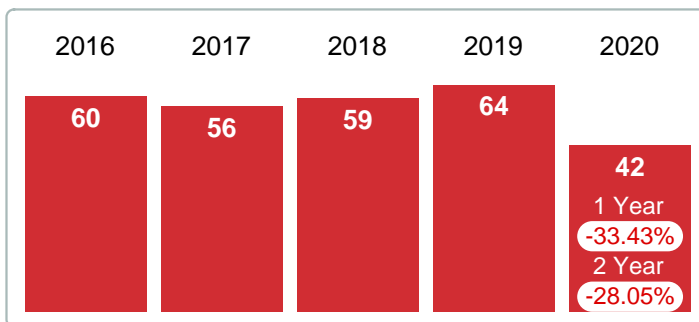
AVERAGE DAYS ON MARKET TO SALE

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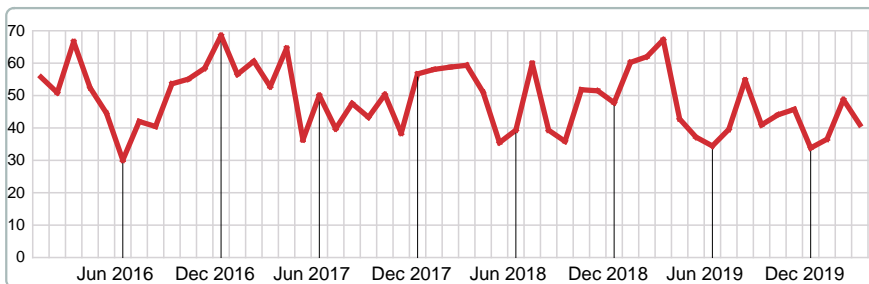
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 57

High Dec 2016 69 Low Jun 2016 30

Average Days on Market to Sale this month at 41 below the 5 yr MAR average of 57



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 | 8.82% | 36 | 17 | 54 | 0 | 0 | |
| \$50,001 - \$80,000 | 14.71% | 28 | 32 | 28 | 12 | 0 | |
| \$80,001 - \$100,000 | 11.76% | 56 | 105 | 40 | 0 | 0 | |
| \$100,001 - \$150,000 | 25.00% | 49 | 0 | 45 | 67 | 51 | |
| \$150,001 - \$210,000 | 14.71% | 61 | 58 | 73 | 53 | 0 | |
| \$210,001 - \$260,000 | 14.71% | 33 | 0 | 5 | 40 | 0 | |
| \$260,001 and up | 10.29% | 10 | 0 | 1 | 21 | 3 | |
| Average Closed DOM | | 41 | | 45 | 42 | 43 | 15 |
| Total Closed Units | 100% | 41 | 10 | 34 | 20 | 4 | |
| Total Closed Volume | | 10,058,767 | 693.60K | 4.09M | 4.16M | 1.11M | |

March 2020



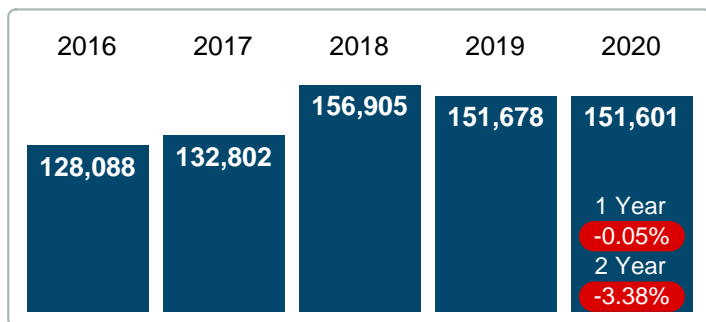
Area Delimited by County Of Washington - Residential Property Type



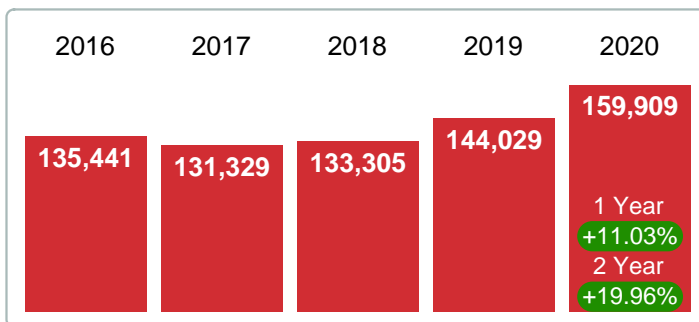
AVERAGE LIST PRICE AT CLOSING

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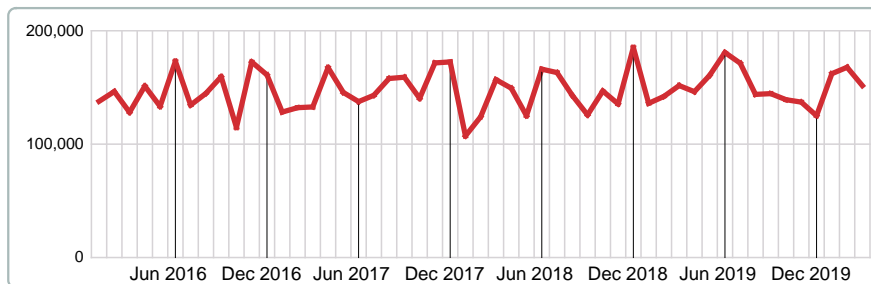
MARCH



YEAR TO DATE (YTD)

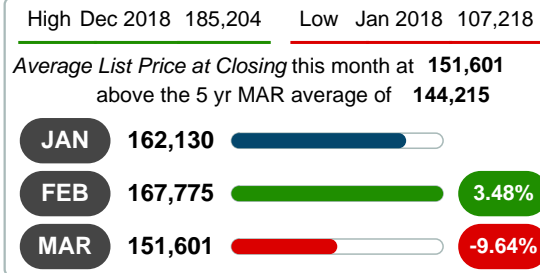


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 144,215



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 | 5 | 7.35% | 38,160 | 35,633 | 45,300 | 0 | 0 |
| \$50,001 - \$75,000 | 9 | 13.24% | 67,578 | 64,875 | 73,600 | 75,000 | 0 |
| \$75,001 - \$100,000 | 8 | 11.76% | 89,175 | 94,250 | 91,267 | 0 | 0 |
| \$100,001 - \$150,000 | 17 | 25.00% | 125,771 | 0 | 127,785 | 147,267 | 125,000 |
| \$150,001 - \$200,000 | 12 | 17.65% | 177,263 | 195,000 | 177,888 | 181,740 | 0 |
| \$200,001 - \$250,000 | 10 | 14.71% | 231,840 | 0 | 227,450 | 234,100 | 0 |
| \$250,001 and up | 7 | 10.29% | 316,114 | 0 | 224,800 | 300,950 | 336,333 |
| Average List Price | | | 151,601 | 74,990 | 122,263 | 213,400 | 283,500 |
| Total Closed Units | | 100% | 151,601 | 10 | 34 | 20 | 4 |
| Total Closed Volume | | | 10,308,850 | 749.90K | 4.16M | 4.27M | 1.13M |

March 2020



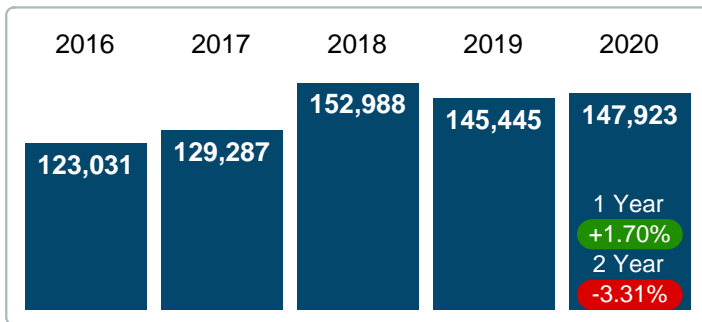
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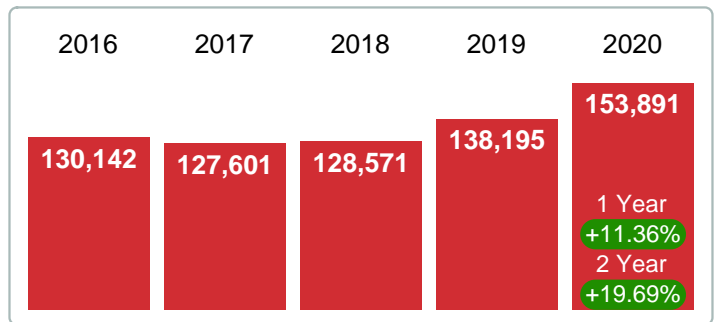
AVERAGE SOLD PRICE AT CLOSING

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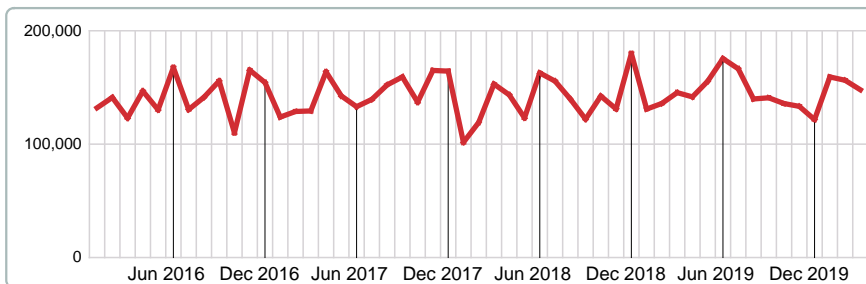
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

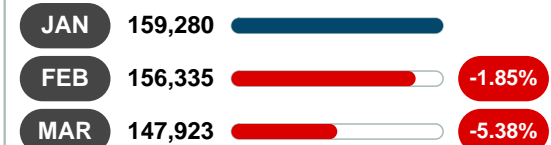


3 MONTHS

5 year MAR AVG = 139,735

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

Average Sold Price at Closing this month at **147,923** above the 5 yr MAR average of **139,735**



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 | 8.82% | 36,183 | 31,700 | 40,667 | 0 | 0 |
| \$50,001 - \$80,000 | 14.71% | 69,200 | 61,875 | 73,900 | 75,000 | 0 |
| \$80,001 - \$100,000 | 11.76% | 89,675 | 85,500 | 91,067 | 0 | 0 |
| \$100,001 - \$150,000 | 25.00% | 126,859 | 0 | 126,285 | 133,300 | 115,000 |
| \$150,001 - \$210,000 | 14.71% | 177,342 | 180,000 | 174,500 | 179,083 | 0 |
| \$210,001 - \$260,000 | 14.71% | 230,680 | 0 | 222,000 | 232,850 | 0 |
| \$260,001 and up | 10.29% | 313,636 | 0 | 270,550 | 309,967 | 331,667 |
| Average Sold Price | | 147,923 | 69,360 | 120,357 | 208,151 | 277,500 |
| Total Closed Units | 100% | 147,923 | 10 | 34 | 20 | 4 |
| Total Closed Volume | | 10,058,767 | 693.60K | 4.09M | 4.16M | 1.11M |

March 2020



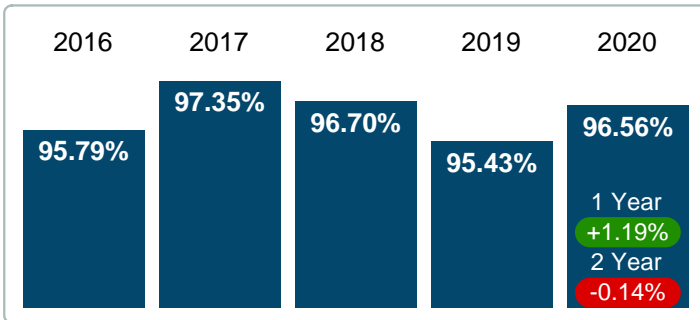
Area Delimited by County Of Washington - Residential Property Type



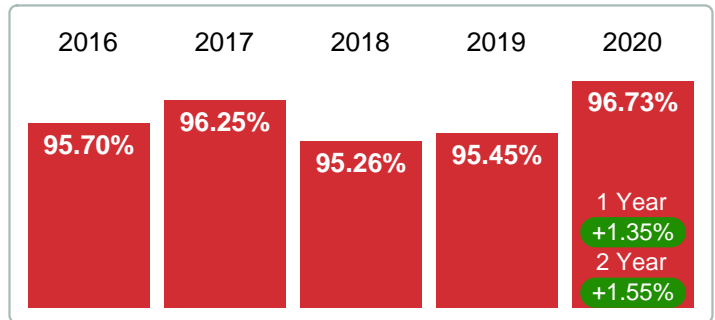
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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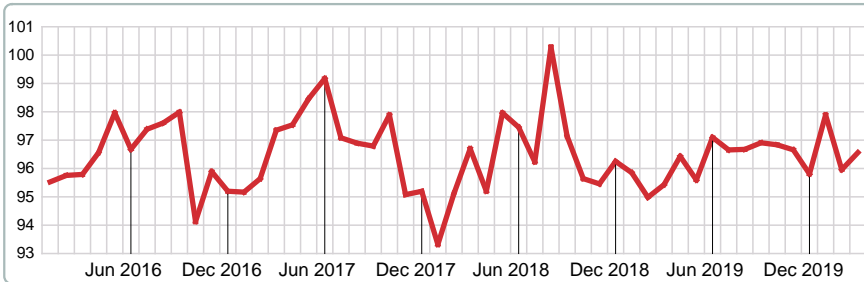
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

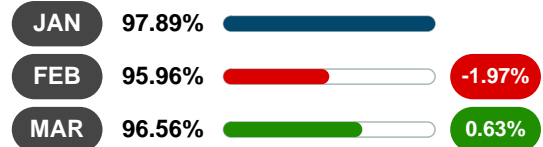


3 MONTHS

5 year MAR AVG = 96.37%

High Aug 2018 100.28% Low Jan 2018 93.32%

Average Sold/List Ratio this month at **96.56%** above the 5 yr MAR average of **96.37%**



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 | 6 | 8.82% | 89.52% | 88.12% | 90.93% | 0.00% | 0.00% | |
| \$50,001 - \$80,000 | 10 | 14.71% | 95.56% | 95.20% | 94.97% | 100.00% | 0.00% | |
| \$80,001 - \$100,000 | 8 | 11.76% | 94.04% | 90.71% | 95.15% | 0.00% | 0.00% | |
| \$100,001 - \$150,000 | 17 | 25.00% | 97.11% | 0.00% | 98.87% | 91.19% | 92.00% | |
| \$150,001 - \$210,000 | 10 | 14.71% | 97.78% | 92.31% | 98.15% | 98.58% | 0.00% | |
| \$210,001 - \$260,000 | 10 | 14.71% | 98.00% | 0.00% | 97.58% | 98.10% | 0.00% | |
| \$260,001 and up | 7 | 10.29% | 101.77% | 0.00% | 120.35% | 98.40% | 98.95% | |
| Average Sold/List Ratio | | 96.60% | | 91.89% | 97.41% | 97.32% | 97.21% | |
| Total Closed Units | | 68 | 100% | 96.60% | 10 | 34 | 20 | 4 |
| Total Closed Volume | | 10,058,767 | | | 693.60K | 4.09M | 4.16M | 1.11M |

March 2020



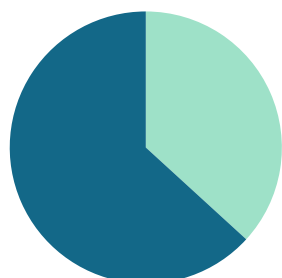
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

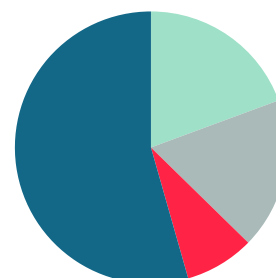


Inventory
 New Listings
103 = 36.79%
 Start Inventory
177
 Total Inventory Units
280
 Volume
\$51,088,059

Market Activity

Closed Sales
68 = 19.37%
 Pending Sales
63 = 17.95%
 Other Off Market
29 = 8.26%
 Active Inventory
191 = 54.42%

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 68 | 68 | 0.00% | 166 | 175 | 5.42% |
| Pending Sales | 91 | 63 | -30.77% | 216 | 200 | -7.41% |
| New Listings | 135 | 103 | -23.70% | 321 | 276 | -14.02% |
| Average List Price | 151,678 | 151,601 | -0.05% | 144,029 | 159,909 | 11.03% |
| Average Sale Price | 145,445 | 147,923 | 1.70% | 138,195 | 153,891 | 11.36% |
| Average Percent of Selling Price to List Price | 95.43% | 96.56% | 1.19% | 95.45% | 96.73% | 1.35% |
| Average Days on Market to Sale | 67.22 | 41.01 | -38.98% | 63.57 | 42.31 | -33.43% |
| Monthly Inventory | 259 | 191 | -26.25% | 259 | 191 | -26.25% |
| Months Supply of Inventory | 4.13 | 2.59 | -37.27% | 4.13 | 2.59 | -37.27% |

Absorption: Last 12 months, an Average of **74** Sales/Month

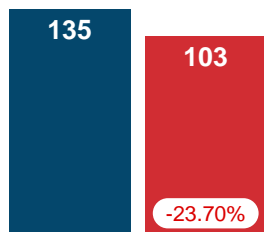
Inventory on March 31, 2020 = **191**

2019 **2020**

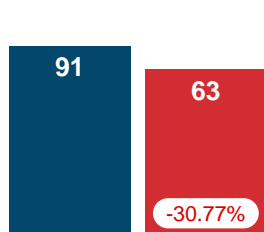
MARCH MARKET

AVERAGE PRICES

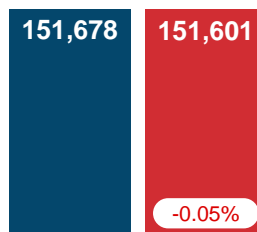
New Listings



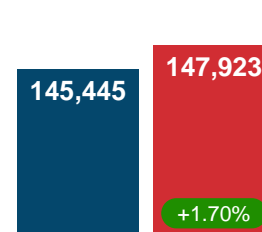
Pending Listings



List Price



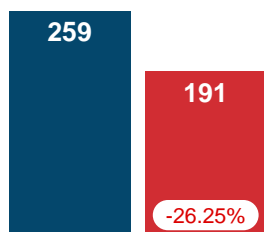
Sale Price



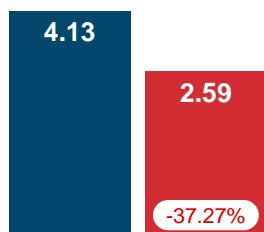
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

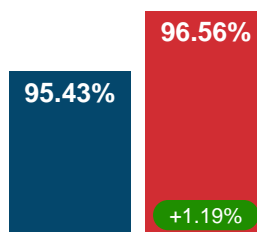
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

