

March 2020



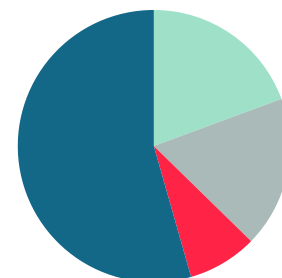
Area Delimited by County Of Washington - Residential Property Type



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%
Median List Price	125,000	134,700	7.76%
Median Sale Price	119,000	130,400	9.58%
Median Percent of Selling Price to List Price	97.86%	99.04%	1.21%
Median Days on Market to Sale	56.00	22.50	-59.82%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **9.58%** in March 2020 to \$130,400 versus the previous year at \$119,000.

Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 33.50 days or **59.82%** in March 2020 compared to last year's same month at **56.00** DOM.

Sales Success for March 2020 is Positive

Overall, with Median 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.

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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

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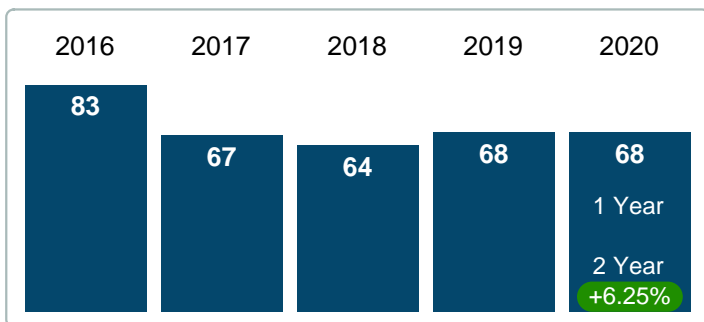
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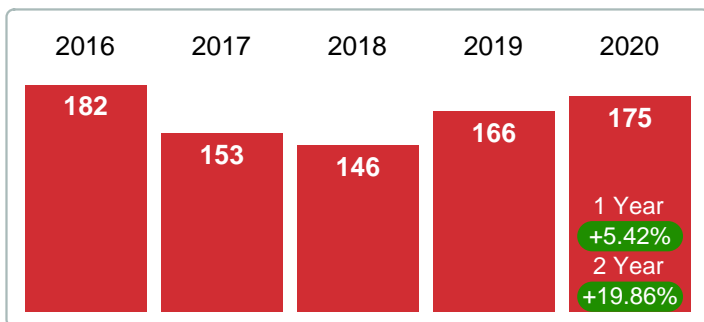
CLOSED LISTINGS

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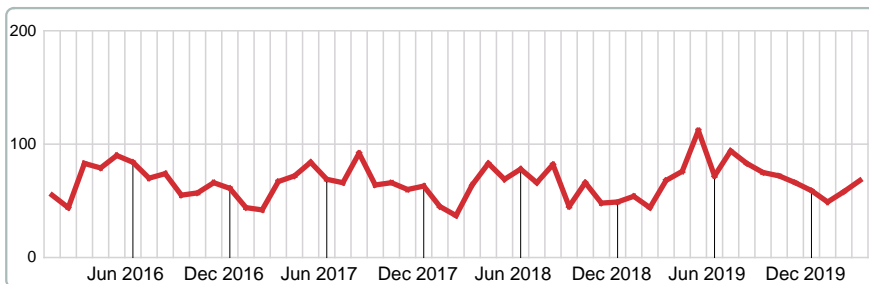
MARCH



YEAR TO DATE (YTD)

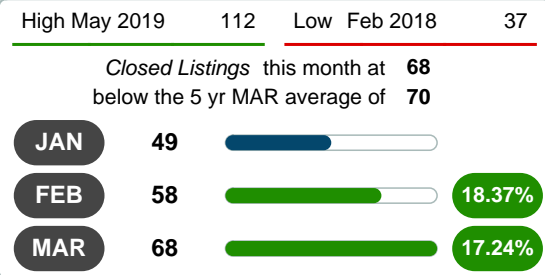


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.82%	16.5	3	3	0	0
\$50,001 - \$80,000	10	14.71%	11.0	4	5	1	0
\$80,001 - \$100,000	8	11.76%	60.0	2	6	0	0
\$100,001 - \$150,000	17	25.00%	35.0	0	13	3	1
\$150,001 - \$210,000	10	14.71%	62.5	1	4	5	0
\$210,001 - \$260,000	10	14.71%	22.5	0	2	8	0
\$260,001 and up	7	10.29%	3.0	0	1	3	3
Total Closed Units	68			10	34	20	4
Total Closed Volume	10,058,767	100%	22.5	693.60K	4.09M	4.16M	1.11M
Median Closed Price	\$130,400			\$59,500	\$113,500	\$213,000	\$282,000

March 2020



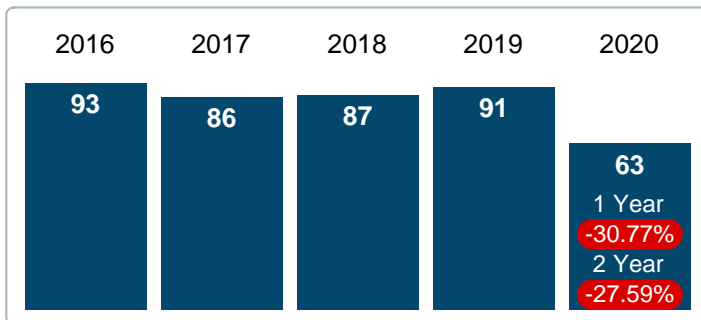
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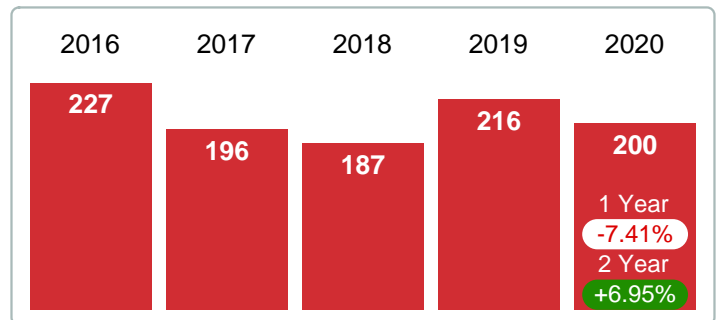
PENDING LISTINGS

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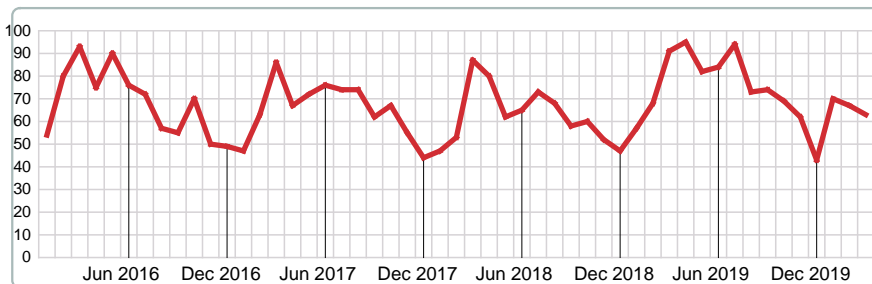
MARCH



YEAR TO DATE (YTD)

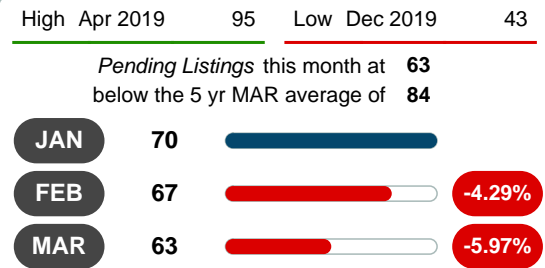


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 84



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	6	9.52%	52.0	4	2	0	0
\$50,001 - \$70,000	7	11.11%	6.0	2	5	0	0
\$70,001 - \$90,000	8	12.70%	14.0	1	5	2	0
\$90,001 - \$150,000	19	30.16%	7.0	0	17	1	1
\$150,001 - \$220,000	8	12.70%	9.5	1	4	3	0
\$220,001 - \$300,000	8	12.70%	8.5	0	1	6	1
\$300,001 and up	7	11.11%	43.0	0	1	4	2
Total Pending Units	63			8	35	16	4
Total Pending Volume	10,133,810	100%	13.0	499.00K	4.32M	4.10M	1.21M
Median Listing Price	\$129,000			\$53,700	\$115,000	\$234,450	\$309,950

March 2020



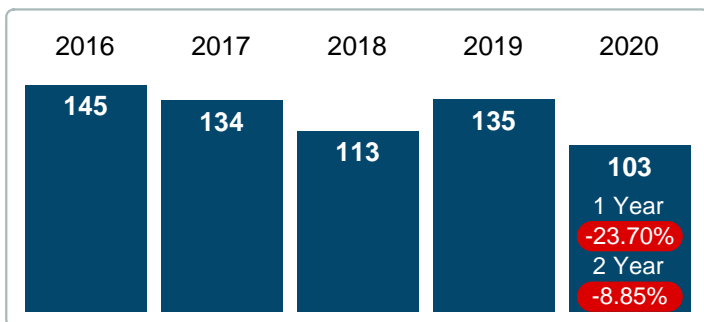
Area Delimited by County Of Washington - Residential Property Type



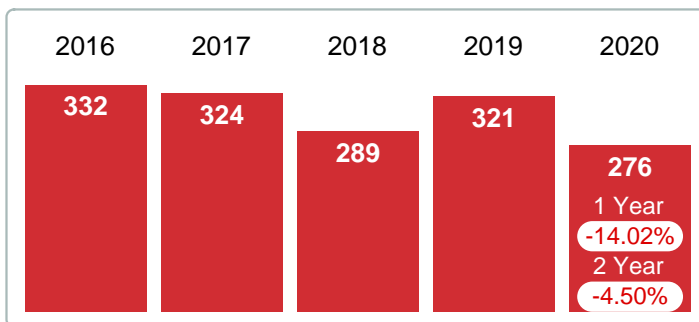
NEW LISTINGS

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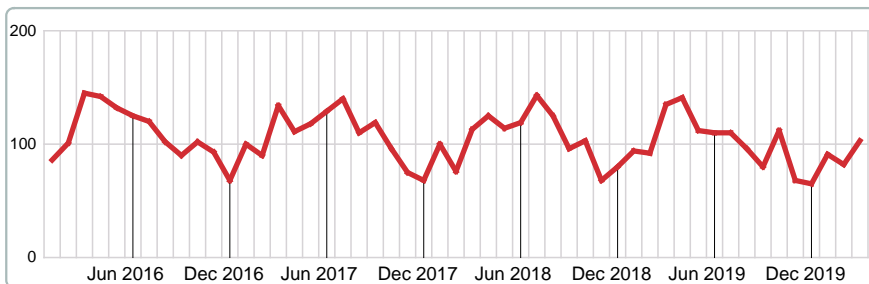
MARCH



YEAR TO DATE (YTD)

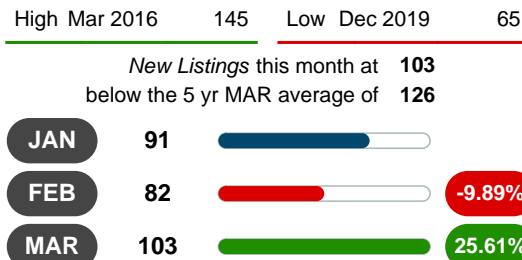


5 YEAR MARKET ACTIVITY TRENDS



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
\$40,000 and less	8	7.77%	4	3	1	0
\$40,001 - \$60,000	9	8.74%	5	4	0	0
\$60,001 - \$90,000	16	15.53%	6	9	1	0
\$90,001 - \$170,000	31	30.10%	1	26	4	0
\$170,001 - \$230,000	16	15.53%	2	8	6	0
\$230,001 - \$320,000	11	10.68%	0	0	10	1
\$320,001 and up	12	11.65%	1	1	7	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
Median New Listed Listing Price	\$138,000		\$64,500	\$118,000	\$247,500	\$410,000

March 2020



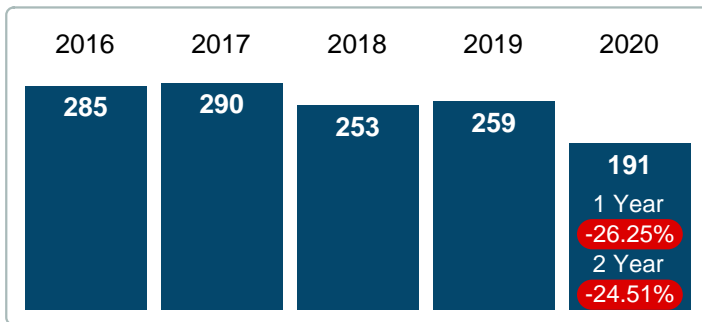
Area Delimited by County Of Washington - Residential Property Type



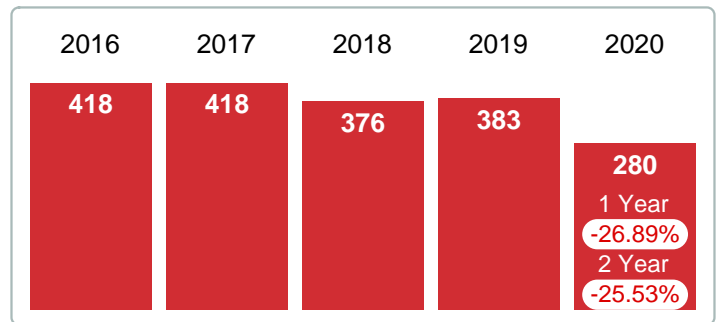
ACTIVE INVENTORY

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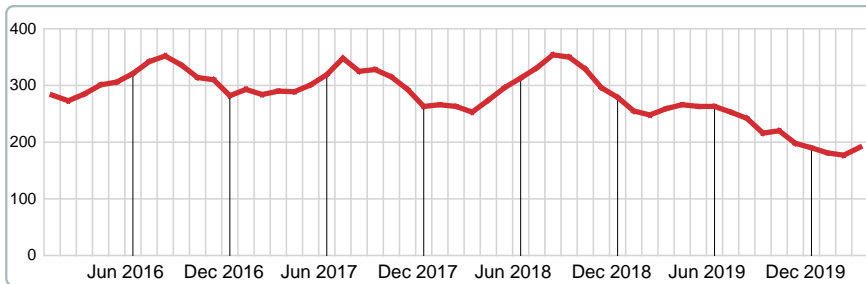
END OF MARCH



ACTIVE DURING MARCH

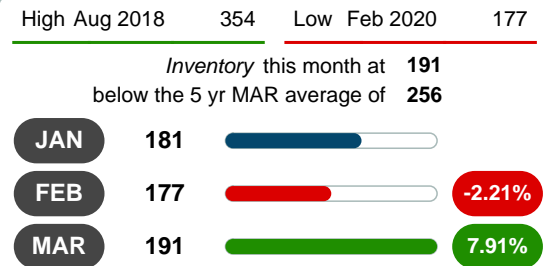


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 256



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	3.66%	35.0	5	2	0	0
\$25,001 - \$50,000	16	8.38%	46.0	3	10	2	1
\$50,001 - \$100,000	47	24.61%	38.0	17	26	4	0
\$100,001 - \$200,000	47	24.61%	43.0	1	26	19	1
\$200,001 - \$250,000	27	14.14%	38.0	2	10	13	2
\$250,001 - \$350,000	24	12.57%	57.5	3	4	14	3
\$350,001 and up	23	12.04%	89.0	2	3	12	6
Total Active Inventory by Units	191			33	81	64	13
Total Active Inventory by Volume	36,169,749	100%	46.0	4.15M	11.02M	16.32M	4.68M
Median Active Inventory Listing Price	\$155,000			\$68,000	\$109,999	\$236,750	\$349,900

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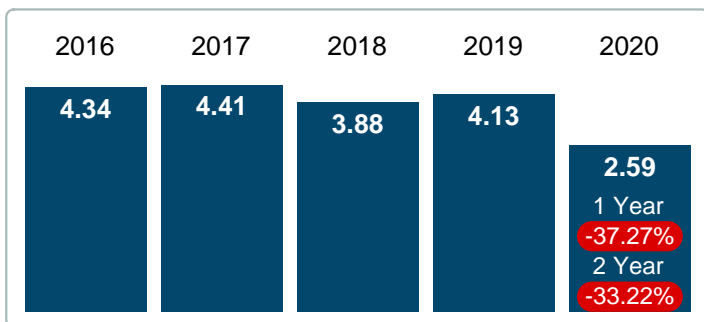
Area Delimited by County Of Washington - Residential Property Type



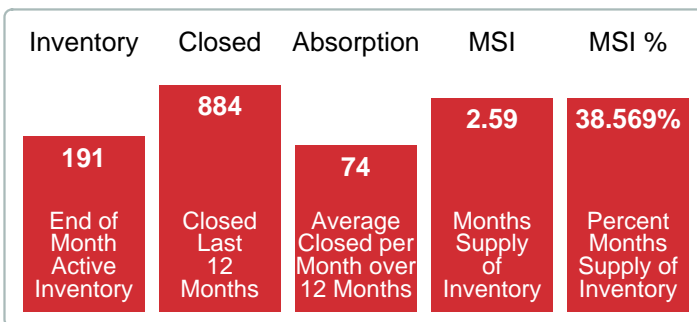
MONTHS SUPPLY of INVENTORY (MSI)

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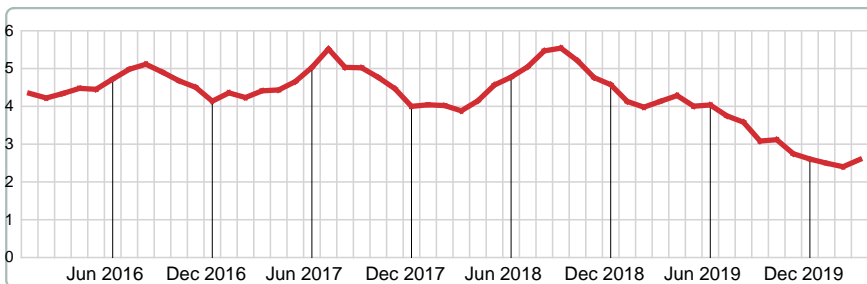
MSI FOR MARCH



INDICATORS FOR MARCH 2020

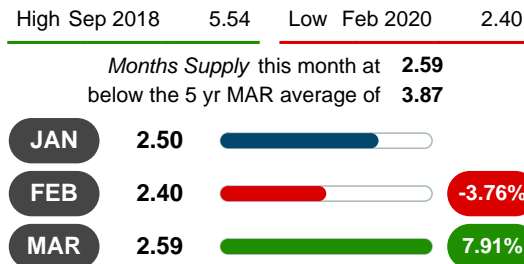


5 YEAR MARKET ACTIVITY TRENDS



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	3.66%	2.40	4.62	1.14	0.00	0.00
\$25,001 - \$50,000	8.38%	3.10	1.44	3.53	8.00	0.00
\$50,001 - \$100,000	24.61%	2.86	4.98	2.17	4.36	0.00
\$100,001 - \$200,000	24.61%	1.50	0.80	1.27	2.11	1.33
\$200,001 - \$250,000	14.14%	3.03	0.00	3.16	2.56	3.00
\$250,001 - \$350,000	12.57%	3.56	0.00	4.36	2.80	3.60
\$350,001 and up	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		191	33	81	64	13

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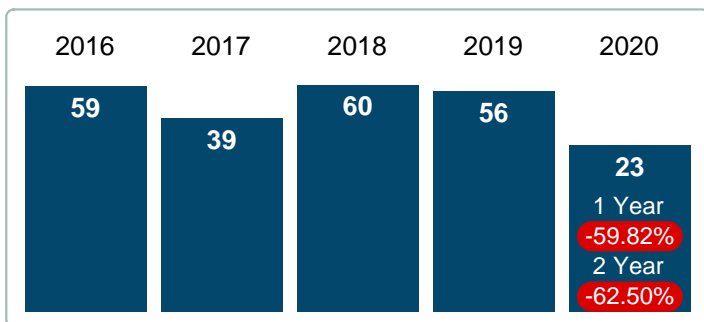
Area Delimited by County Of Washington - Residential Property Type



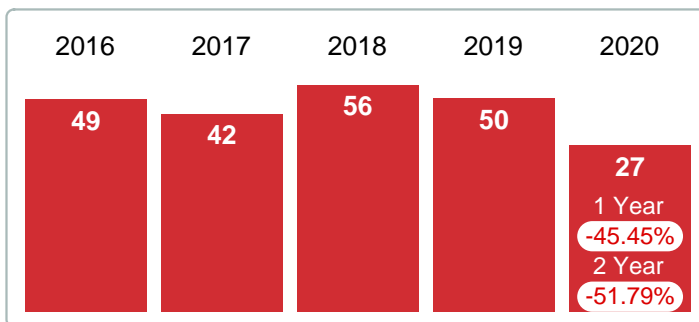
MEDIAN DAYS ON MARKET TO SALE

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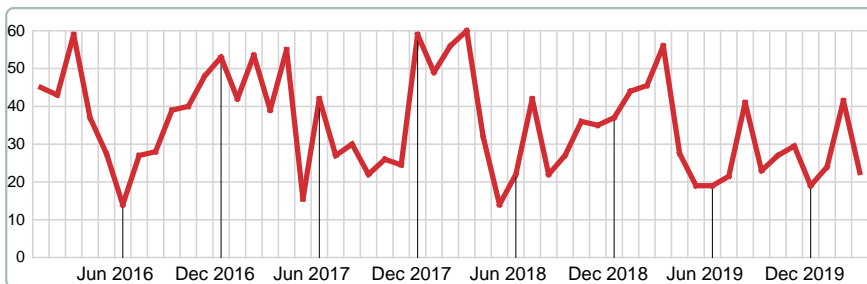
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47

High Mar 2018: 60 | Low May 2018: 14

Median Days on Market to Sale this month at 23
below the 5 yr MAR average of 47



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
\$50,000 and less	8.82%	17	11	22	0	0
\$50,001 - \$80,000	14.71%	11	25	10	12	0
\$80,001 - \$100,000	11.76%	60	105	46	0	0
\$100,001 - \$150,000	25.00%	35	0	16	36	51
\$150,001 - \$210,000	14.71%	63	58	92	40	0
\$210,001 - \$260,000	14.71%	23	0	5	25	0
\$260,001 and up	10.29%	3	0	1	20	1
Median Closed DOM		23	40	18	31	4
Total Closed Units	100%	22.5	10	34	20	4
Total Closed Volume		10,058,767	693.60K	4.09M	4.16M	1.11M

March 2020



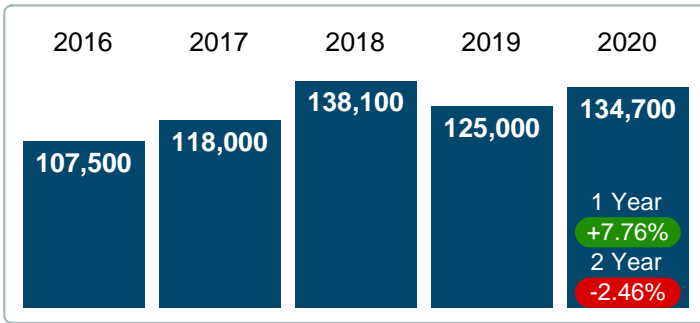
Area Delimited by County Of Washington - Residential Property Type



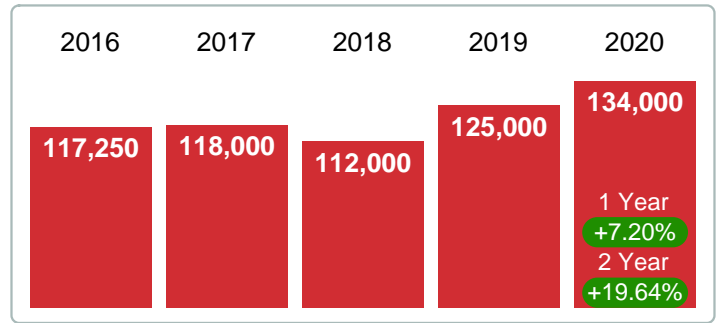
MEDIAN LIST PRICE AT CLOSING

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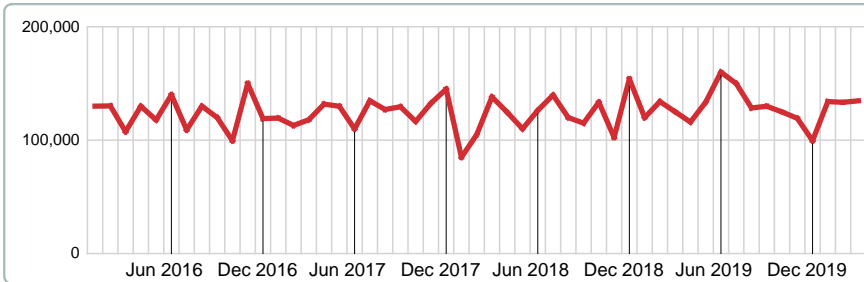
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

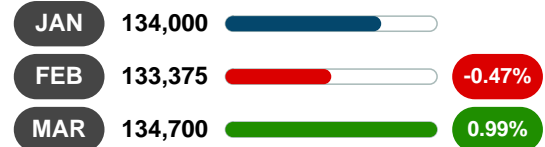


3 MONTHS

5 year MAR AVG = 124,660

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

Median List Price at Closing this month at **134,700**
above the 5 yr MAR average of **124,660**



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
\$50,000 and less	5	7.35%	40,000	40,000	41,950	0	0
\$50,001 - \$80,000	9	13.24%	72,500	62,500	73,500	75,000	0
\$80,001 - \$100,000	8	11.76%	88,000	94,250	84,950	0	0
\$100,001 - \$150,000	17	25.00%	125,000	0	125,000	129,900	125,000
\$150,001 - \$210,000	12	17.65%	179,450	195,000	179,900	174,000	0
\$210,001 - \$260,000	11	16.18%	229,900	0	225,000	234,950	0
\$260,001 and up	6	8.82%	290,000	0	0	285,000	295,000
Median List Price			134,700	62,500	117,250	220,750	282,000
Total Closed Units		100%	134,700	10	34	20	4
Total Closed Volume			10,308,850	749.90K	4.16M	4.27M	1.13M

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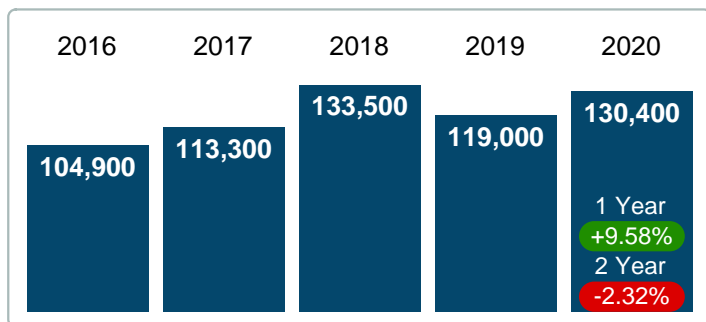
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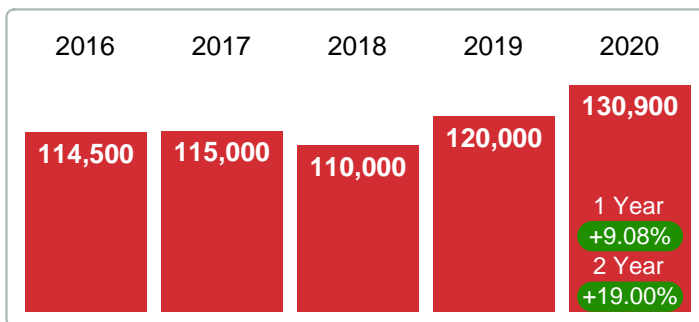
MEDIAN SOLD PRICE AT CLOSING

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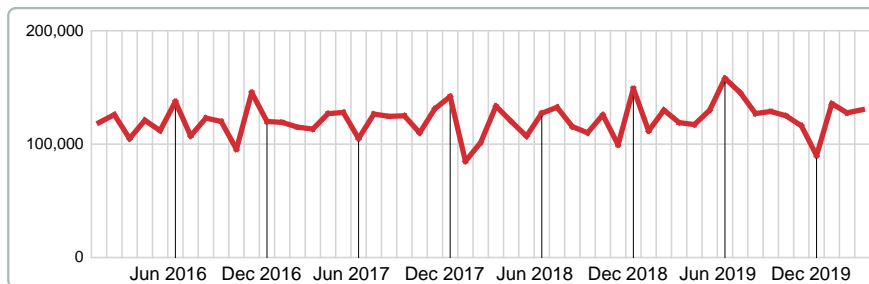
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

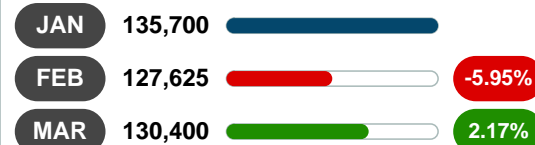


3 MONTHS

5 year MAR AVG = 120,220

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

Median Sold Price at Closing this month at 130,400 above the 5 yr MAR average of 120,220



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
\$50,000 and less	8.82%	39,000	30,000	44,000	0	0
\$50,001 - \$80,000	14.71%	73,500	59,500	77,500	75,000	0
\$80,001 - \$100,000	11.76%	88,450	85,500	89,450	0	0
\$100,001 - \$150,000	25.00%	125,000	0	125,000	129,900	115,000
\$150,001 - \$210,000	14.71%	179,500	180,000	174,000	179,000	0
\$210,001 - \$260,000	14.71%	228,500	0	222,000	233,950	0
\$260,001 and up	10.29%	279,900	0	270,550	279,900	295,000
Median Sold Price		130,400	59,500	113,500	213,000	282,000
Total Closed Units	100%	68	10	34	20	4
Total Closed Volume		10,058,767	693.60K	4.09M	4.16M	1.11M

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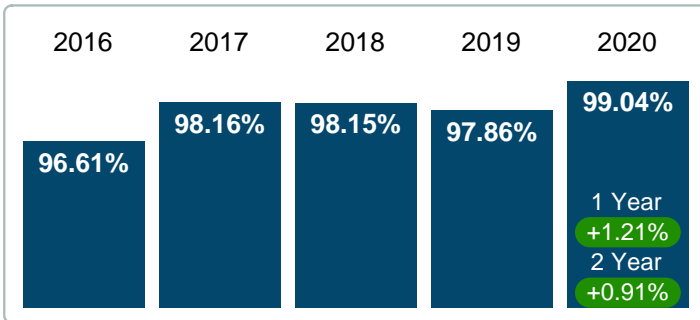
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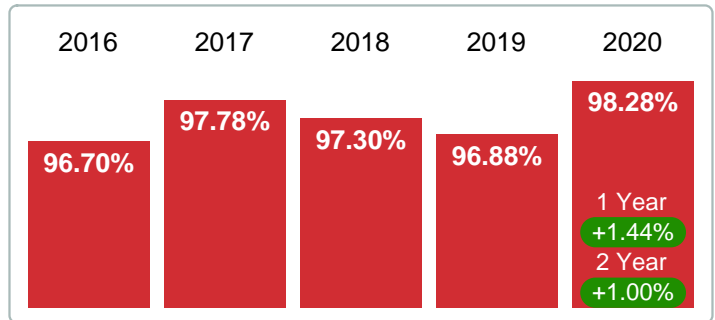
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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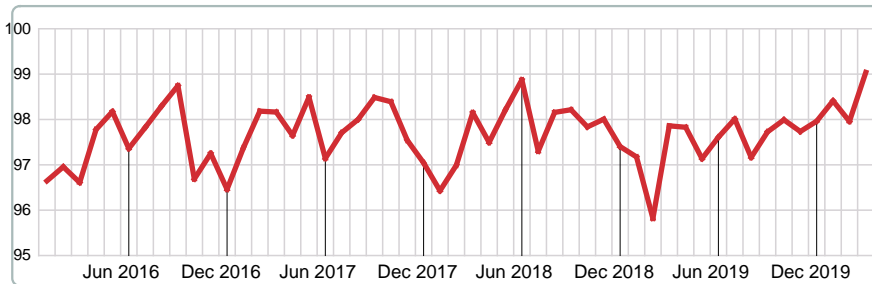
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

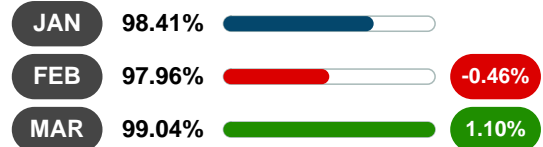


3 MONTHS

5 year MAR AVG = 97.96%

High Mar 2020 99.04% Low Feb 2019 95.82%

Median Sold/List Ratio this month at **99.04%**
above the 5 yr MAR average of **97.96%**



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	
\$50,000 and less	6	8.82%	86.40%	80.00%	88.18%	0.00%	0.00%	
\$50,001 - \$80,000	10	14.71%	98.18%	97.20%	96.36%	100.00%	0.00%	
\$80,001 - \$100,000	8	11.76%	96.47%	90.71%	98.54%	0.00%	0.00%	
\$100,001 - \$150,000	17	25.00%	99.36%	0.00%	99.57%	98.10%	92.00%	
\$150,001 - \$210,000	10	14.71%	98.12%	92.31%	98.12%	99.71%	0.00%	
\$210,001 - \$260,000	10	14.71%	99.34%	0.00%	97.58%	99.43%	0.00%	
\$260,001 and up	7	10.29%	100.00%	0.00%	120.35%	98.71%	100.00%	
Median Sold/List Ratio		99.04%		92.71%	99.24%	99.40%	98.43%	
Total Closed Units		68	100%	99.04%	10	34	20	4
Total Closed Volume		10,058,767			693.60K	4.09M	4.16M	1.11M

March 2020



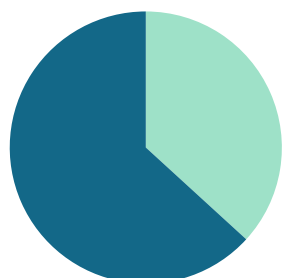
Area Delimited by County Of Washington - Residential Property Type



MARKET SUMMARY

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

INVENTORY

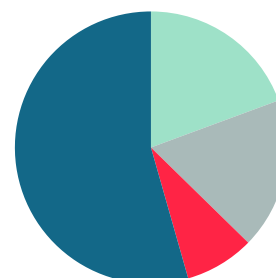


Inventory
 New Listings
103 = 36.79%
 Start Inventory
177
 Total Inventory Units
280
 Volume
\$51,088,059

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%
Median List Price	125,000	134,700	7.76%	125,000	134,000	7.20%
Median Sale Price	119,000	130,400	9.58%	120,000	130,900	9.08%
Median Percent of Selling Price to List Price	97.86%	99.04%	1.21%	96.88%	98.28%	1.44%
Median Days on Market to Sale	56.00	22.50	-59.82%	49.50	27.00	-45.45%
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

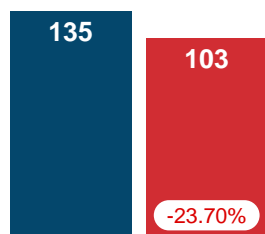
Inventory on March 31, 2020 = **191**

2019 **2020**

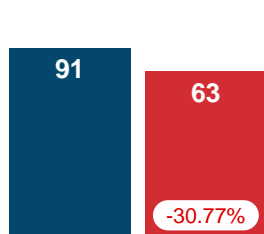
MARCH MARKET

MEDIAN PRICES

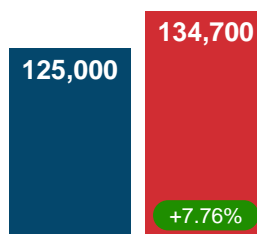
New Listings



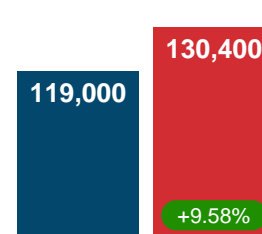
Pending Listings



List Price



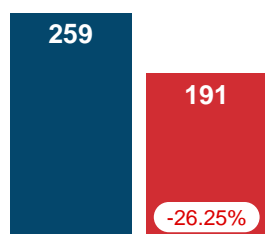
Sale Price



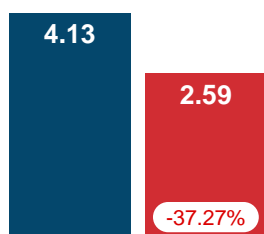
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

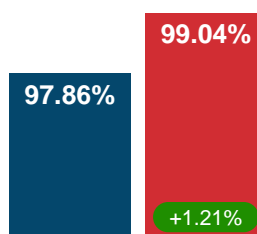
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

